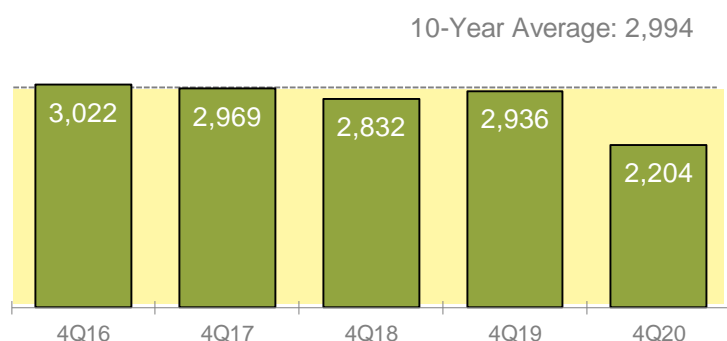


## Compass Minerals' Total Highway Deicing Sales Volume<sup>(1)</sup>

(in thousands of tons)

### 4Q (October – December)

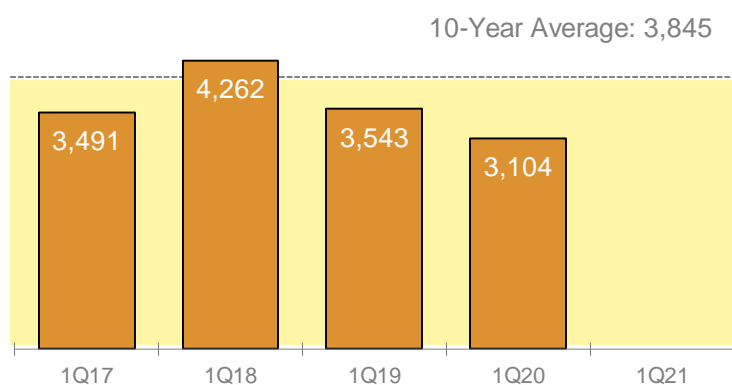


## Snow Events<sup>(2)</sup>

(in Compass Minerals' primary North American deicing market)

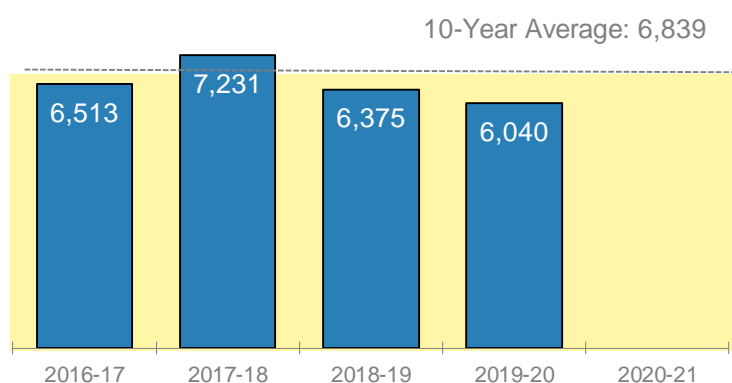
|              | 4Q 10-Year Average | 4Q16      | 4Q17      | 4Q18      | 4Q19      | 4Q20      |
|--------------|--------------------|-----------|-----------|-----------|-----------|-----------|
| Buffalo      | 7.5                | 6         | 14        | 10        | 9         | 7         |
| Chicago      | 3.0                | 5         | 2         | 5         | 3         | 1         |
| Cincinnati   | 1.9                | 1         | 2         | 1         | 2         | 2         |
| Cleveland    | 3.9                | 3         | 8         | 3         | 3         | 4         |
| Detroit      | 2.9                | 4         | 6         | 4         | 2         | 6         |
| Milwaukee    | 3.0                | 6         | 3         | 2         | 4         | 2         |
| Minneapolis  | 4.6                | 6         | 2         | 3         | 7         | 5         |
| Montreal     | 7.0                | 10        | 6         | 8         | 8         | 6         |
| Pittsburgh   | 3.5                | 3         | 5         | 3         | 2         | 7         |
| St. Louis    | 1.6                | -         | 2         | 4         | 3         | -         |
| Toronto      | 3.5                | 6         | 7         | 2         | 6         | 5         |
| <b>Total</b> | <b>42.4</b>        | <b>50</b> | <b>57</b> | <b>45</b> | <b>49</b> | <b>45</b> |

### 1Q (January – March)



|              | 1Q 10-Year Average | 1Q17      | 1Q18       | 1Q19       | 1Q20      | 1Q21 |
|--------------|--------------------|-----------|------------|------------|-----------|------|
| Buffalo      | 16.3               | 10        | 21         | 21         | 14        |      |
| Chicago      | 8.4                | 2         | 9          | 9          | 10        |      |
| Cincinnati   | 5.3                | 3         | 6          | 5          | 3         |      |
| Cleveland    | 11.8               | 9         | 11         | 9          | 8         |      |
| Detroit      | 11.1               | 6         | 9          | 9          | 7         |      |
| Milwaukee    | 9.6                | 4         | 9          | 10         | 8         |      |
| Minneapolis  | 8.4                | 4         | 12         | 14         | 5         |      |
| Montreal     | 14.8               | 18        | 19         | 15         | 14        |      |
| Pittsburgh   | 11.7               | 10        | 13         | 13         | 3         |      |
| St. Louis    | 3.7                | 1         | -          | 5          | 3         |      |
| Toronto      | 8.0                | 3         | 9          | 12         | 10        |      |
| <b>Total</b> | <b>109.1</b>       | <b>70</b> | <b>118</b> | <b>122</b> | <b>85</b> |      |

### Full Winter (October – March)



|              | Total 10-Year Average | 2016-17    | 2017-18    | 2018-19    | 2019-20    | 2020-21 |
|--------------|-----------------------|------------|------------|------------|------------|---------|
| Buffalo      | 24.5                  | 16         | 35         | 31         | 23         |         |
| Chicago      | 11.9                  | 7          | 11         | 14         | 13         |         |
| Cincinnati   | 7.2                   | 4          | 8          | 6          | 5          |         |
| Cleveland    | 16.4                  | 12         | 19         | 12         | 11         |         |
| Detroit      | 14.4                  | 10         | 15         | 13         | 9          |         |
| Milwaukee    | 13.2                  | 10         | 12         | 12         | 12         |         |
| Minneapolis  | 14.3                  | 10         | 14         | 17         | 12         |         |
| Montreal     | 22.9                  | 28         | 25         | 23         | 22         |         |
| Pittsburgh   | 15.6                  | 13         | 18         | 16         | 5          |         |
| St. Louis    | 5.3                   | 1          | 2          | 9          | 6          |         |
| Toronto      | 12.3                  | 9          | 16         | 14         | 16         |         |
| <b>Total</b> | <b>158.0</b>          | <b>120</b> | <b>175</b> | <b>167</b> | <b>134</b> |         |

<sup>(1)</sup>Highway deicing sales volume includes roadway maintenance products sold in the U.S., Canada and U.K. as well as rock salt sold for chemical production. The 10-year averages are the mean highway deicing sales volumes for the periods ended in the 2019-2020 season.

<sup>(2)</sup>The tables show the number of snow events in 11 cities in Compass Minerals' primary North American deicing market compared with the 10-year average number of snow events, which is the mean number of snow events for the periods ended in the 2019-2020 season. Snow events are defined as 24-hour periods with at least 1 inch, or about 2.5 centimeters, of snow. The number of snow events reported may not directly correlate to Compass Minerals' deicing results due to a variety of factors, including the relative significance to our business of the region each city represents. The weather data should be used only as an indicator of year-to-year variations in winter weather conditions in these markets.

Weather Data Sources: NOAA's National Weather Service and National Climatic Data Center and Environment Canada.