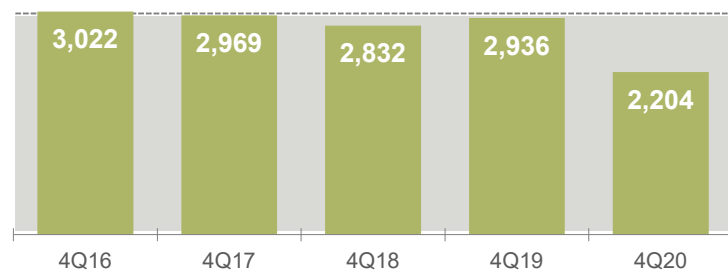


## Compass Minerals' Total Highway Deicing Sales Volume<sup>(1)</sup>

(in thousands of tons)

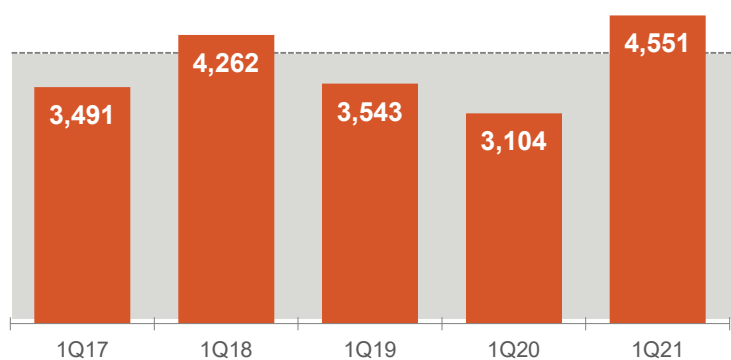
### 4Q (October – December)

10-Year Average: 2,994



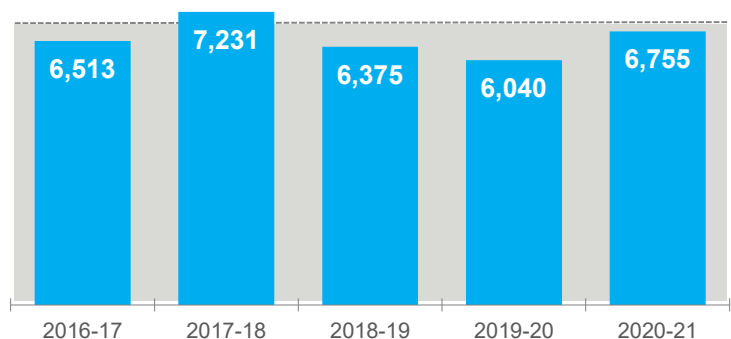
### 1Q (January – March)

10-Year Average: 3,845



### Full Winter (October – March)

10-Year Average: 6,839



## 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 10-Year Average	1Q17	1Q18	1Q19	1Q20	1Q21
Buffalo	16.3	10	21	21	14	13
Chicago	8.4	2	9	9	10	12
Cincinnati	5.3	3	6	5	3	8
Cleveland	11.8	9	11	9	8	8
Detroit	11.1	6	9	9	7	10
Milwaukee	9.6	4	9	10	8	13
Minneapolis	8.4	4	12	14	5	5
Montreal	14.8	18	19	15	14	12
Pittsburgh	11.7	10	13	13	3	9
St. Louis	3.7	1	-	5	3	2
Toronto	8.0	3	9	12	10	8
<b>Total</b>	<b>109.1</b>	<b>70</b>	<b>118</b>	<b>122</b>	<b>85</b>	<b>100</b>

	Total 10-Year Average	2016- 17	2017- 18	2018- 19	2019- 20	2020- 21
Buffalo	24.5	16	35	31	23	20
Chicago	11.9	7	11	14	13	13
Cincinnati	7.2	4	8	6	5	10
Cleveland	16.4	12	19	12	11	12
Detroit	14.4	10	15	13	9	16
Milwaukee	13.2	10	12	12	12	15
Minneapolis	14.3	10	14	17	12	10
Montreal	22.9	28	25	23	22	18
Pittsburgh	15.6	13	18	16	5	16
St. Louis	5.3	1	2	9	6	2
Toronto	12.3	9	16	14	16	13
<b>Total</b>	<b>158.0</b>	<b>120</b>	<b>175</b>	<b>167</b>	<b>134</b>	<b>145</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.