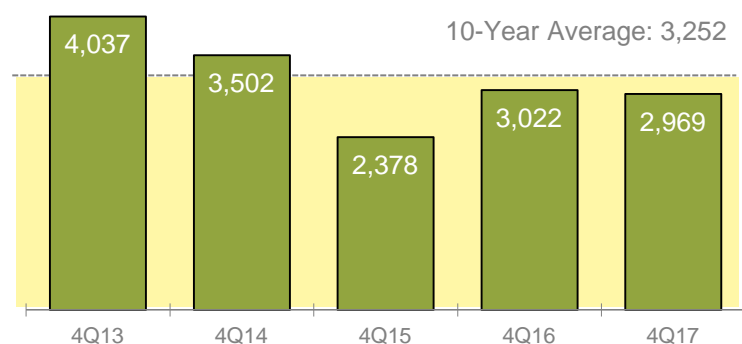


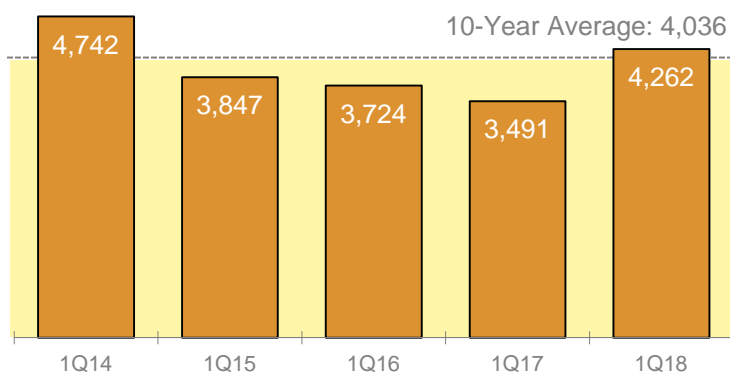
Compass Minerals' Total Highway Deicing Sales Volume⁽¹⁾

(in thousands of tons)

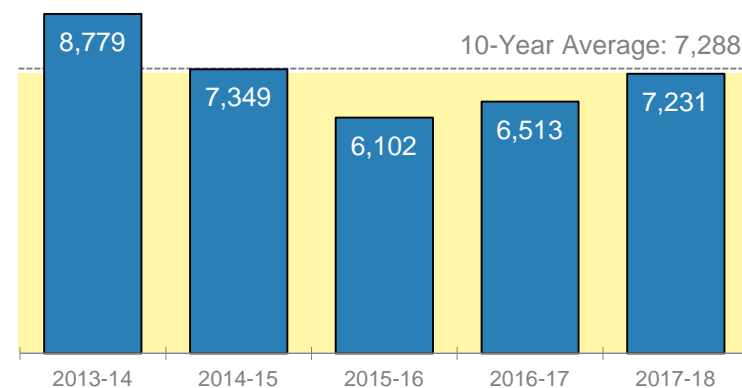
4Q (October – December)



1Q (January – March)



Full Winter (October – March)



Snow Events⁽²⁾

(in Compass Minerals' primary North American deicing market)

	4Q 10-Year Average	4Q13	4Q14	4Q15	4Q16	4Q17
Buffalo	6.8	12	9	-	6	14
Chicago	4.1	4	1	5	5	2
Cincinnati	1.9	4	1	-	1	2
Cleveland	3.9	6	5	-	3	8
Detroit	3.0	5	1	1	4	6
Milwaukee	4.4	6	2	2	6	3
Minneapolis	5.4	5	4	5	6	2
Montreal	7.2	9	6	3	10	6
Pittsburgh	3.6	12	1	-	3	5
St. Louis	1.1	1	2	-	-	2
Toronto	3.8	5	3	1	6	7
Total	45.2	69	35	17	50	57

	1Q 10-Year Average	1Q14	1Q15	1Q16	1Q17	1Q18
Buffalo	15.6	20	26	10	10	21
Chicago	8.5	18	12	5	2	9
Cincinnati	5.6	9	5	8	3	6
Cleveland	13.8	20	11	9	9	11
Detroit	14.7	20	13	10	6	9
Milwaukee	10.9	11	11	7	4	9
Minneapolis	7.4	12	5	4	4	12
Montreal	14.2	11	17	14	18	19
Pittsburgh	12.5	14	15	9	10	13
St. Louis	4.1	5	4	4	1	-
Toronto	7.9	11	7	4	3	9
Total	111.9	151	126	84	70	118

	Total 10-Year Average	2013-14	2014-15	2015-16	2016-17	2017-18
Buffalo	22.4	32	35	10	16	35
Chicago	12.6	22	13	10	7	11
Cincinnati	7.5	13	6	8	4	8
Cleveland	17.7	26	16	9	12	19
Detroit	15.3	25	14	11	10	15
Milwaukee	14.4	17	13	9	10	12
Minneapolis	12.8	17	9	9	10	14
Montreal	21.4	20	23	17	28	25
Pittsburgh	16.1	26	16	9	13	18
St. Louis	5.2	6	6	4	1	2
Toronto	11.7	16	10	5	9	16
Total	157.1	220	161	101	120	175

⁽¹⁾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 2016-2017 season.

⁽²⁾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 2016-2017 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.