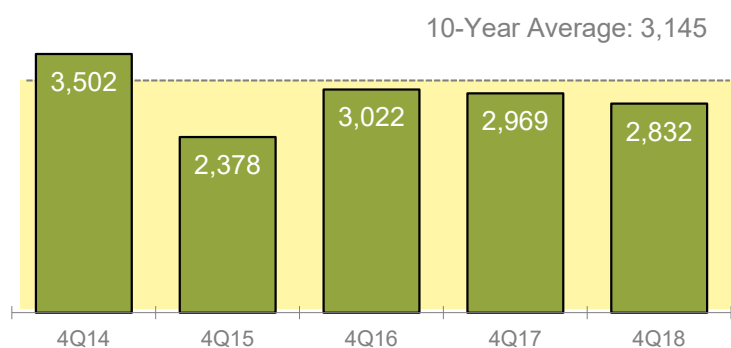


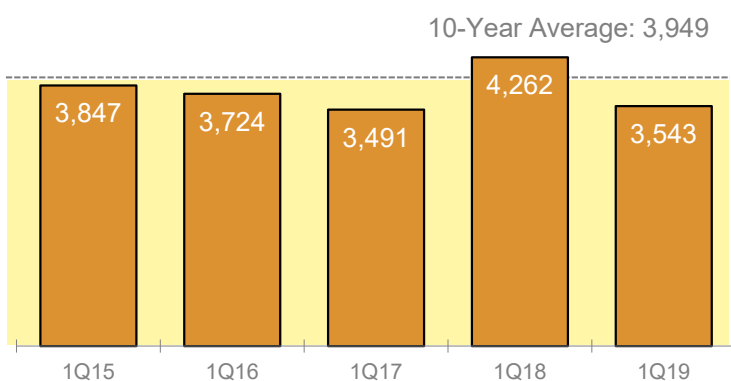
## Compass Minerals' Total Highway Deicing Sales Volume<sup>(1)</sup>

(in thousands of tons)

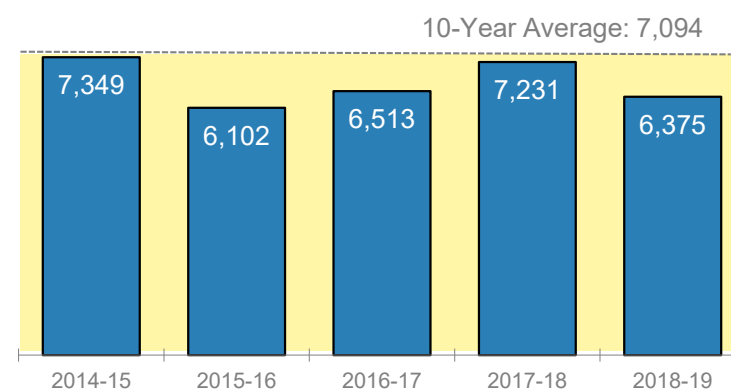
### 4Q (October – December)



### 1Q (January – March)



### Full Winter (October – March)



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

(in Compass Minerals' primary North American deicing market)

	4Q 10-Year Average	4Q14	4Q15	4Q16	4Q17	4Q18
Buffalo	7.3	9	-	6	14	10
Chicago	3.7	1	5	5	2	5
Cincinnati	1.9	1	-	1	2	1
Cleveland	4.4	5	-	3	8	3
Detroit	3.3	1	1	4	6	4
Milwaukee	3.9	2	2	6	3	2
Minneapolis	5.1	4	5	6	2	3
Montreal	6.9	6	3	10	6	8
Pittsburgh	3.8	1	-	3	5	3
St. Louis	1.2	2	-	-	2	4
Toronto	3.8	3	1	6	7	2
<b>Total</b>	<b>45.3</b>	<b>35</b>	<b>17</b>	<b>50</b>	<b>57</b>	<b>45</b>

	1Q 10-Year Average	1Q15	1Q16	1Q17	1Q18	1Q19
Buffalo	15.5	26	10	10	21	21
Chicago	8.1	12	5	2	9	9
Cincinnati	5.7	5	8	3	6	5
Cleveland	13.3	11	9	9	11	9
Detroit	11.6	13	10	6	9	9
Milwaukee	9.4	11	7	4	9	10
Minneapolis	7.7	5	4	4	12	14
Montreal	13.9	17	14	18	19	15
Pittsburgh	12.9	15	9	10	13	13
St. Louis	3.7	4	4	1	-	5
Toronto	7.4	7	4	3	9	12
<b>Total</b>	<b>109.2</b>	<b>126</b>	<b>84</b>	<b>70</b>	<b>118</b>	<b>122</b>

	Total 10-Year Average	2014-15	2015-16	2016-17	2017-18	2018-19
Buffalo	22.8	35	10	16	35	31
Chicago	11.8	13	10	7	11	14
Cincinnati	7.6	6	8	4	8	6
Cleveland	17.7	16	9	12	19	12
Detroit	14.9	14	11	10	15	13
Milwaukee	13.3	13	9	10	12	12
Minneapolis	12.8	9	9	10	14	17
Montreal	20.8	23	17	28	25	23
Pittsburgh	16.7	16	9	13	18	16
St. Louis	4.9	6	4	1	2	9
Toronto	11.2	10	5	9	16	14
<b>Total</b>	<b>154.5</b>	<b>161</b>	<b>101</b>	<b>120</b>	<b>175</b>	<b>167</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 2017-2018 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 2017-2018 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.