

# BMO GM<sup>3</sup> Conference | 2023

// Feb. 27 & 28, 2023





*This presentation may contain forward-looking statements, including, without limitation, statements about efforts to expand the company's minerals product portfolio and grow; the company's fire retardant business (Fortress North America) investment, including product testing, approvals and qualifications, capitalization, commercial build-out of manufacturing, and bidding; the company's lithium development project, including funding, targeted production, NPV, IRR, cost-competitiveness, LCA, potential offtake agreements, FEL-2, FEL-3, timing, construction, commercialization and environmental impact; expected debt reduction and/or refinancing; and the company's outlook for fiscal 2023, including its expectations regarding sales volumes, revenue, EBITDA, corporate and other expense, depreciation, depletion and amortization, interest expense, tax rates, capital expenditures, operating expenses and Adjusted EBITDA. We use words such as "may," "would," "could," "should," "will," "likely," "expect," "anticipate," "believe," "intend," "plan," "forecast," "outlook," "project," "estimate" and similar expressions suggesting future outcomes or events to identify forward-looking statements or forward-looking information. These statements are based on the company's current expectations and involve risks and uncertainties that could cause the company's actual results to differ materially. The differences could be caused by a number of factors, including without limitation (i) weather conditions, (ii) inflation, the cost and availability of transportation for the distribution of the company's products and foreign exchange rates, (iii) pressure on prices and impact from competitive products, (iv) any inability by the company to successfully implement its strategic priorities or its cost-saving or enterprise optimization initiatives, (v) the risk that the company may not realize the expected financial or other benefits from the proposed development of its lithium mineral resource or its investment in Fortress North America, and (vi) impacts of the COVID-19 pandemic. For further information on these and other risks and uncertainties that may affect the company's business, see the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of the company's Annual Report on Form 10-K for the period ended Sept. 30, 2022 and its Quarterly Report on Form 10-Q for the quarter ended Dec. 31, 2022, filed or to be filed with the SEC, as well as the company's other SEC filings. The company undertakes no obligation to update any forward-looking statements made in this presentation to reflect future events or developments, except as required by law. Because it is not possible to predict or identify all such factors, this list cannot be considered a complete set of all potential risks or uncertainties.*

*The company has completed an initial assessment to define the lithium resource at Compass Minerals' existing operations in accordance with applicable SEC regulations, including Subpart 1300. Pursuant to Subpart 1300, mineral resources are not mineral reserves and do not have demonstrated economic viability. The company's mineral resource estimates, including estimates of the lithium resource, are based on many factors, including assumptions regarding extraction rates and duration of mining operations, and the quality of in-place resources. For example, the process technology for commercial extraction of lithium from brines with low lithium and high impurity (primarily magnesium) is still developing. Accordingly, there is no certainty that all or any part of the lithium mineral resource identified by the company's initial assessment will be converted into an economically extractable mineral reserve*



# Cautionary Statement Regarding Material Resource Estimate

*Certain information in this presentation concerning the proposed lithium development project has been derived from the Technical Report Summary: Updated Initial Assessment, Lithium Mineral Resource Estimate, Compass Minerals International, Inc. GSL/Ogden Site; Updated Report Date: Sept. 14, 2022 (the Updated Compass Minerals Lithium TRS). The Updated Compass Minerals Lithium TRS, which updates the company's previous technical report summary with respect to lithium and LCE mineral resource estimates filed with the SEC in 2021, was prepared by qualified persons and summarizes the results of an initial assessment to define the lithium resource at Compass Minerals' existing operations in accordance with applicable SEC regulations, including Subpart 1300. Pursuant to Subpart 1300, mineral resources are not mineral reserves and do not have demonstrated economic viability. The company's mineral resource estimates, including estimates of the lithium resource, are based on many factors, including assumptions regarding extraction rates and duration of mining operations, and the quality of in-place resources. For example, the process technology for commercial extraction of lithium from brines with low lithium and high impurity (primarily magnesium) is still developing. Accordingly, there is no certainty that all or any part of the lithium mineral resource identified by the company's initial assessment will be converted into an economically extractable mineral reserve. Reference should be made to the full text of the Updated Compass Minerals Lithium TRS for further information regarding the assumptions, qualifications and procedures relating to the estimates of mineral resources as defined in Subpart 1300.*

*Certain other information in this presentation concerning the proposed lithium development project, including estimated capital expenditures and operating costs, expected after-tax NPV and IRR and assumed average lithium carbonate selling price, are based on estimates that management used for corporate planning purposes.*



# Essential Minerals Leader Launching Growth Initiatives

**\$1,244M**

TOTAL SALES

**12**

PACKAGING AND  
PRODUCTION  
FACILITIES

**~2,000**

EMPLOYEES

**12.6M**

TONS SALT  
VOLUMES SOLD

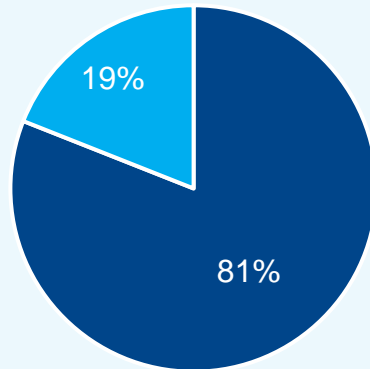
**286K**

TONS  
PLANT NUTRITION  
VOLUMES SOLD

Compass Minerals is a leading global provider of essential minerals focused on safely delivering where and when it matters to help solve nature's challenges for customers and communities.

Every day, Compass Minerals produces what's essential through the responsible transformation of Earth's natural resources to deliver products that help keep people safe, feed the world and enrich lives.

## GROSS SALES BY MARKET



■ Salt ■ Plant Nutrition

## SALT

- Leading salt producer in North America and the U.K.
- Produce and manufacture a portfolio of salt products for highway deicing, water care, animal nutrition, culinary use and numerous other industrial applications

## PLANT NUTRITION

- Largest producer in the Western Hemisphere of SOP, a premium, low-chloride potassium fertilizer
- Products contribute to higher crop yields, consistent growth and improved overall plant health and protection

## FUTURE GROWTH PROSPECTS

- Pursuing development (with Phase One majority funded<sup>1</sup>) of a sustainable lithium brine resource intended to support the North American battery market
- Minority owner of Fortress North America (Fortress), a next-generation fire retardant company

Note: Results presented above are for the most recently completed fiscal year ended Sept. 30, 2022; representing only the continuing operations of the company

<sup>1</sup> Based on FEL-1 (Sept. 2022) cost estimates

Resilient core business, leveraging competencies into attractive adjacent markets  
Expected to raise long-run earnings capacity and drive shareholder value

Advantaged assets and a leading supplier of salt products in North America and the U.K.

Protassium+<sup>®</sup> sulfate of potash (SOP) product is a market leader for high-value crops in North America

Sustainable competitive advantage, given unique, difficult-to-replicate Salt and Plant Nutrition assets

MAXIMIZE  
SHAREHOLDER  
VALUE



Management team with decades of experience optimizing mining and manufacturing operations

Low-cost structure drives attractive EBITDA margins and cash flow generation

Poised to increase earnings capacity via organic growth opportunities in lithium and fire retardants

# Leveraging Core Competencies in Adjacent Markets Expected to Accelerate Growth and Reduce Weather Dependency



*World-class assets provide potential new growth avenues*

**ASSET FOOTPRINT**

**CORE COMPETENCIES**

**PRODUCTS**

**MARKETS**

Goderich Mine  
Cote Blanche Mine  
Winsford Mine

Underground Extraction




Rock Salt  
Chemical Salt  
Packaged Deicing

Deicing  
Industrial Applications

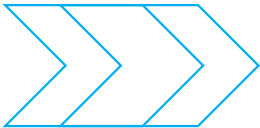
Ogden  
Goderich Plant  
Lyons  
Unity  
Amherst

Solar & Mechanical Evaporation

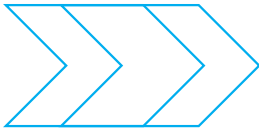


Sulfate of Potash  
Magnesium Chloride  
Consumer & Industrial Salt  
Lithium<sup>1</sup>

Plant Nutrients  
Water Softeners  
Culinary  
Animal Nutrition  
*Lithium-ion Batteries (future)*  
*Fire Retardants (future)*



***Safety Culture, Market Leadership, Logistics Network and Expertise, Experience in Optimizing Mining and Manufacturing Assets***



<sup>1</sup> Expect to enter the market by 2025.

# Six Strategic Focus Areas

## ZERO HARM

Build on strong safety performance in our continued drive toward zero harm across each of our facilities

## SALT PROFITABILITY

Disciplined pricing strategy and a focus on markets that are geographically advantageous

## SOP PRODUCTION

Develop and execute upon strategies to improve the reliability and sustainability of the pond system at Ogden

## LITHIUM

Achieve several commercial and project-related milestones on our roadmap to advance Phase One of our lithium development

## FORTRESS

Continue supporting Fortress in their efforts to ramp to full product commercialization

## FINANCIAL STANDING

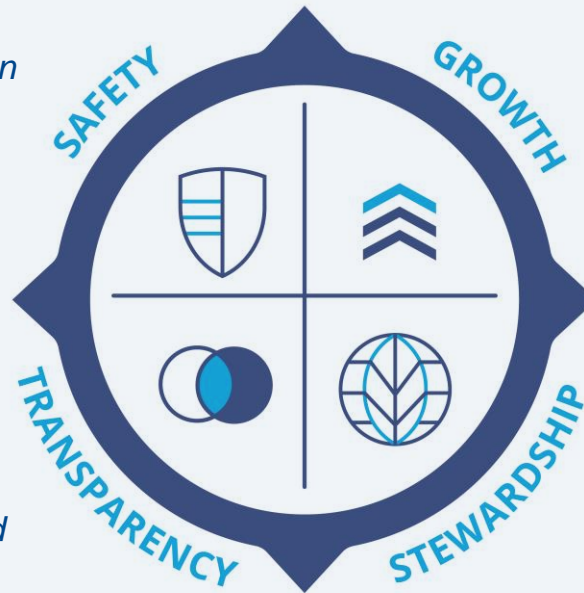
Strengthen our balance sheet by paying down debt while increasing profitability, ultimately resulting in deleveraging



# Our ESG Approach Guides Our Decisions and Business Practices

We approach our environmental, social and governance (ESG) work through a fundamental commitment to four key pillars: safety, growth, transparency and stewardship. Together, these pillars form our sustainability compass, guiding our decisions and business practices across all aspects of our company.

*Striving toward zero harm, our highest priority is ensuring the health and safety of our employees and communities in which we operate*



*We work to enable sustainable, profitable growth by maximizing the value and efficiency of our production assets, investing in our people, driving innovation and exceeding customer expectations*

*Firmly committed to a culture of trust, transparency and accountability, we seek open and honest communication with our stakeholders, while showing respect for diversity in all its forms*

*We honor our responsibility to serve as good stewards of the natural resources we rely on to produce, manufacture and market essential mineral products, minimize the impact we have on our environment, and recognize the markets we serve may be impacted by a changing climate*

**MSCI**   
**ESG “A” Rating**

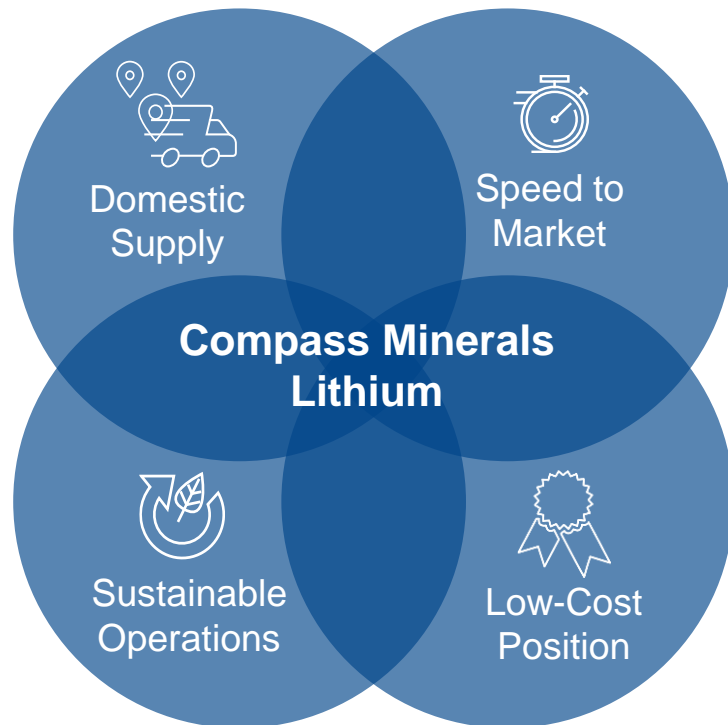




# Compass Minerals is Fully Funded<sup>1</sup> through 2024 and Poised to Execute on Lithium and Deliver Value

## Unique low-cost, brine-based, brownfield U.S. lithium development project

### Value Proposition



1

#### Major permits in place, brownfield asset leveraging existing infrastructure

- One of the largest U.S. brine resources; fully permitted for extraction; expect minimal additional permitting for production, facilitating near-term commercialization

2

#### Integrated lithium capacity in favorable geography – U.S.

- Anticipate producing high-quality, battery-grade lithium to address significant domestic supply shortage
- Strong lithium demand growth projections create favorable pricing environment

3

#### Operator with proven expertise in brine extraction

- Long-standing operator with deep knowledge in brine processing
- +50-year operating history in Ogden

4

#### Experienced leadership team in place

- Development and commercialization led by a leadership team with deep industry and advanced battery supply chain expertise as well as proven track record of delivering on mission critical projects

5

#### Low emissions footprint

- Lower emissions footprint compared to other projects anticipated due to use of solar evaporation for brine processing

6

#### Low-cost resource with attractive projected financial returns

- Synergies with existing operations and infrastructure at Ogden expected to facilitate leading cost profile and strong cash flow generation; expected project funding<sup>1</sup> through 2024
- Large and growing supply shortage continues to fuel robust price environment

<sup>1</sup> Utilizing net proceeds Koch strategic equity investment and assuming FEL-1 (Sept. 2022) level project cost estimates.

# Ogden Lithium Resource: A Two-Phase Growth Opportunity

*The advancement of our lithium project is intended to occur over the course of two distinct development phases*

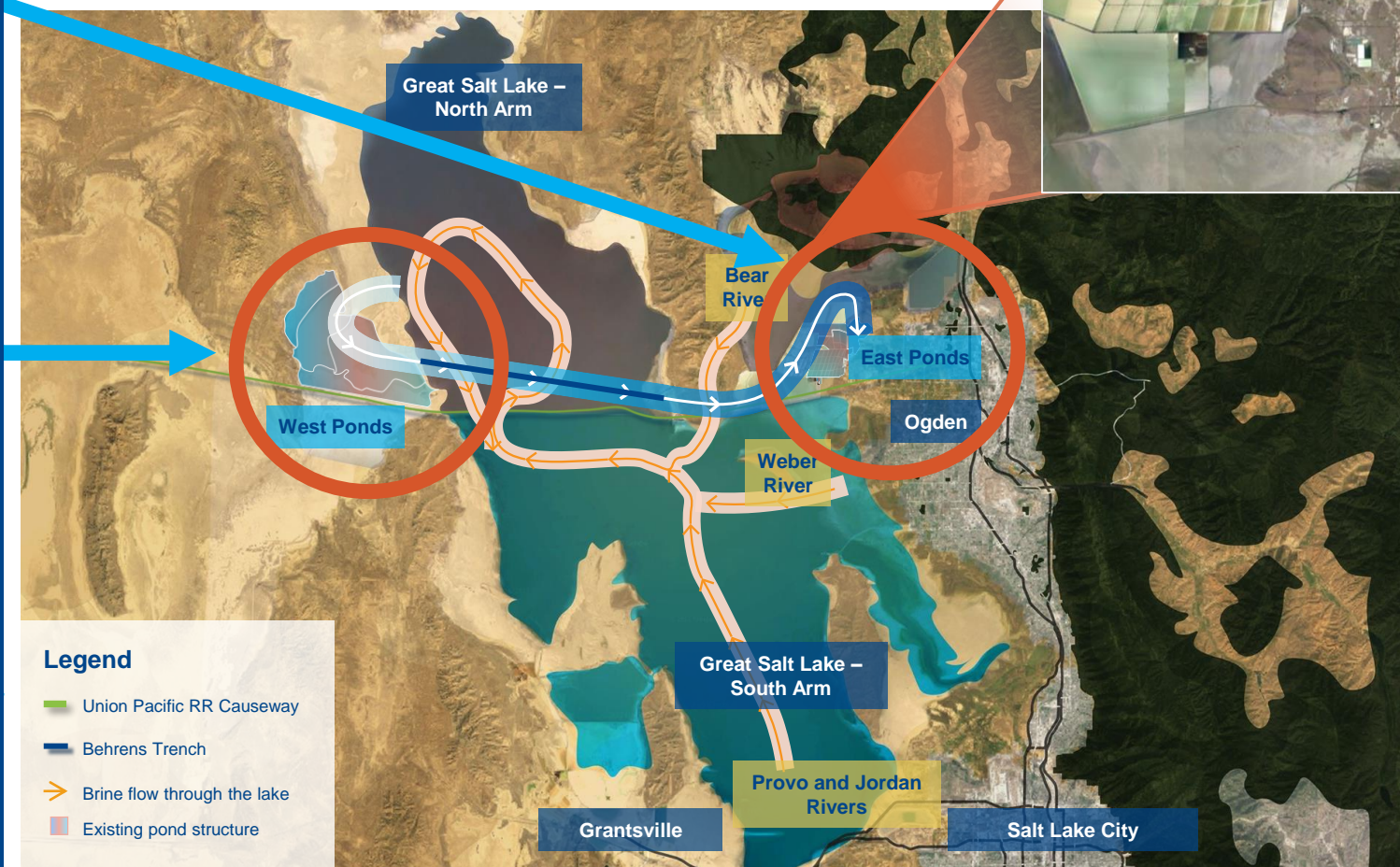
On the east side of the Great Salt Lake, where much of our existing infrastructure is currently located. Anticipated to produce  $\text{Li}_2\text{CO}_3$

**PHASE ONE  
EAST SIDE  
(~11k MT  $\text{Li}_2\text{CO}_3$ )<sup>1</sup>**

On the west side of the Great Salt Lake, will provide the potential to build an additional DLE processing facility and conversion plant. Anticipated to produce  $\text{LiOH}\cdot\text{H}_2\text{O}$

**PHASE TWO  
WEST SIDE  
(~24k MT LCE)<sup>1</sup>**

## GREAT SALT LAKE



<sup>1</sup> See updated Compass Minerals Lithium TRS.

# Lithium Development: Phase One Project Economics

## Support Substantial Value Creation and Competitive Cost

### Expect to Deliver Strong Financial Returns with Minimal Environmental Impact

Based on FEL-1

First Production: **2025**

Expected Annual Production: **~11k**  
(MT Li<sub>2</sub>CO<sub>3</sub>/yr)

CAPEX range (\$MM):



\$20,645/MT Li<sub>2</sub>CO<sub>3</sub>  
Selling Price  
(Base +30%)

**\$4,347**

Cash Cost<sup>2</sup>/MT Li<sub>2</sub>CO<sub>3</sub>

**\$985M**

After-tax NPV<sup>1</sup>

**36%**

After-tax IRR<sup>1</sup>

\$15,881/MT Li<sub>2</sub>CO<sub>3</sub>  
Selling Price  
(Base)

**\$4,159**

Cash Cost<sup>2</sup>/MT Li<sub>2</sub>CO<sub>3</sub>

**\$626M**

After-tax NPV<sup>1</sup>

**28%**

After-tax IRR<sup>1</sup>

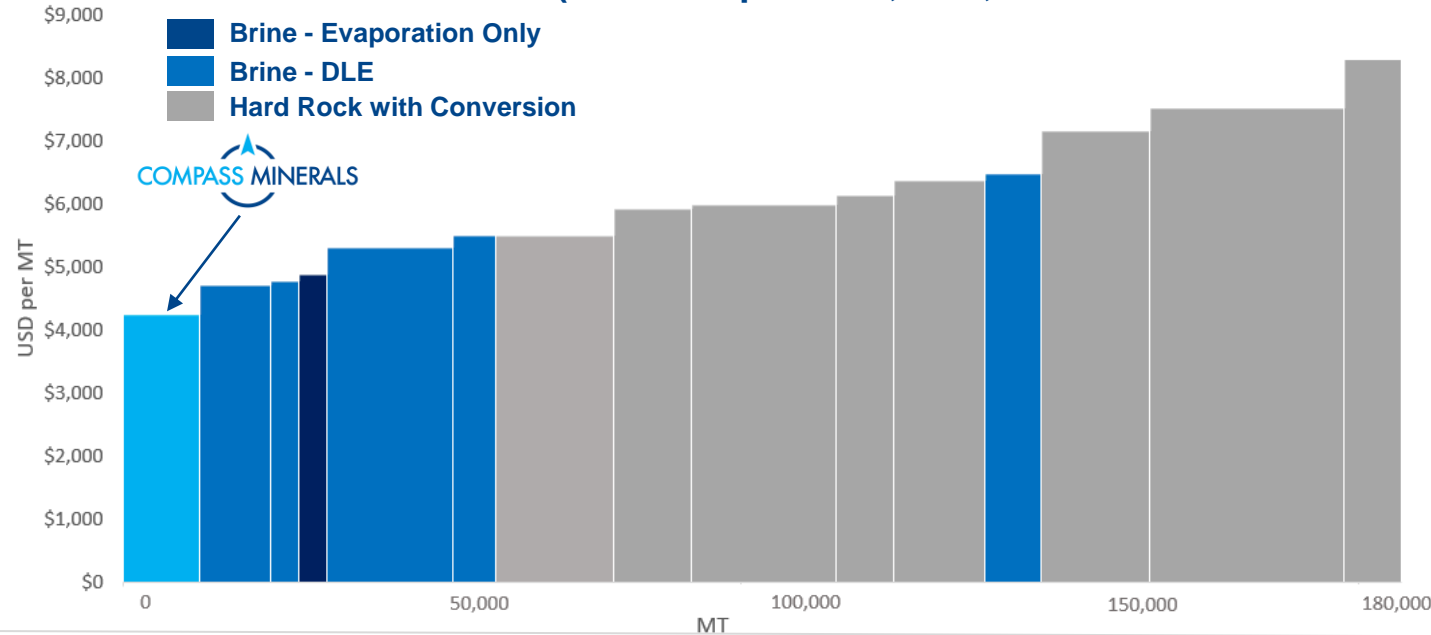
<sup>1</sup> Calculations for NPV and IRR calculated on LOM basis (34 years for East Side) as reflected in the Updated Compass Minerals Lithium TRS and reflect FEL-1 (Sept. 2022) estimates.

<sup>2</sup> Cash cost includes OPEX with 10% contingency, G&A, and technology license fee based on FEL-1 (Sept. 2022) assumptions (royalties are excluded consistent with industry practice).

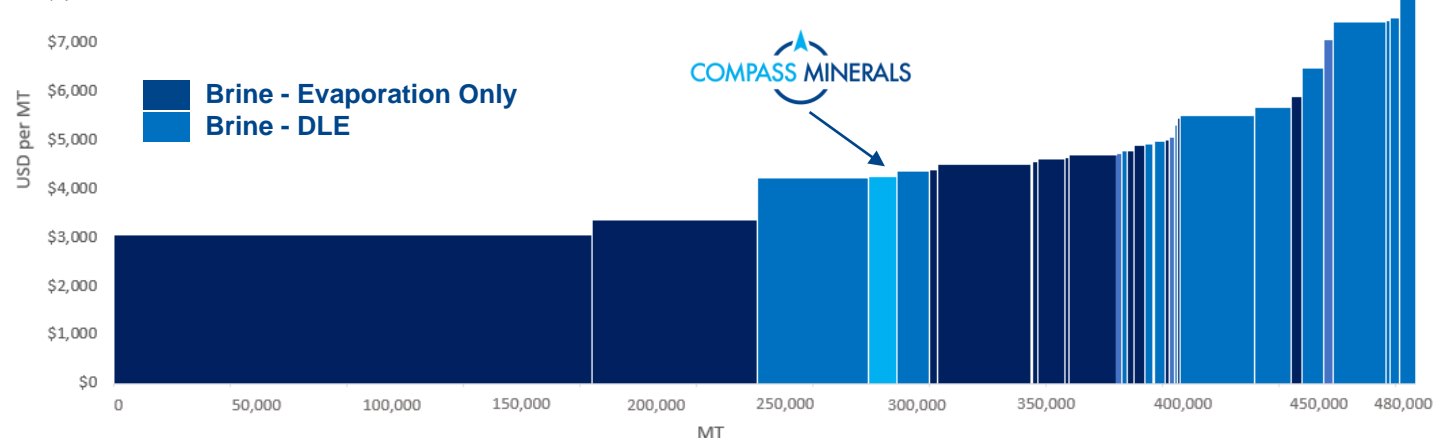


# Positioned Favorably Across Global and North American Cost Curves

North American Assets (Brine Evaporation, DLE, and Hard Rock with Conversion)<sup>1</sup>

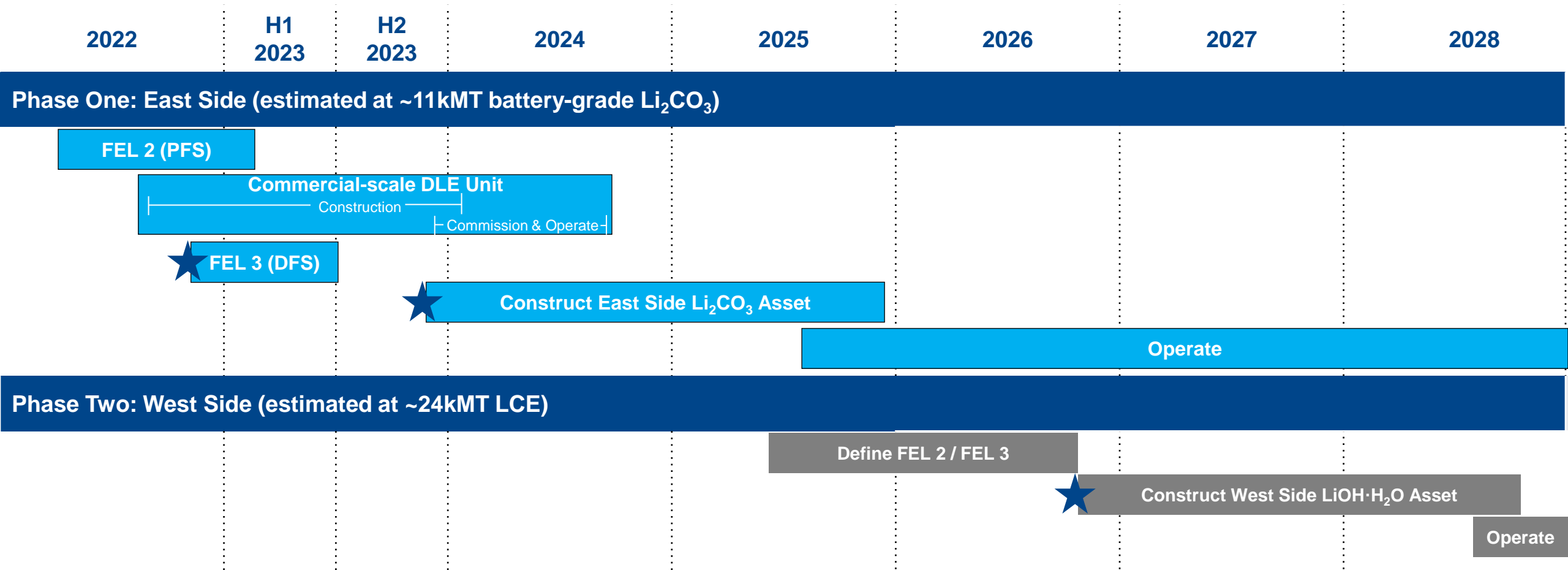


Global Brine Assets<sup>2</sup>



- Compass Minerals' lithium project is expected to be among the lowest cost brine-based global lithium producers
- Anticipated synergies with existing operations and decades of experience in managing brine are strong advantages over other projects

# Lithium: Anticipated Project Timeline and Key Milestones



## Success through people, partners and process

- Recruitment and development of expertise in lithium conversion process technology
- Plan to partner with EPC with a proven track record across multiple projects and industries
- Plan to build Phase Two off learnings from Phase One to lower capital intensity and accelerate schedule
- Progressing methodically through each stage gate, enabling operational readiness



## Strategic Equity Investment

- Closed \$252 million gross (\$241 million, net of fees) strategic equity investment partnership with Koch Minerals & Trading LLC, with funds expected to be used to advance Phase One development of the company's North American lithium brine resource

## Selected DLE Technology Provider

- Selected EnergySource Minerals, following three years of extensive testing of multiple DLE technologies

## Began Construction on DLE Unit

- Construction on the company's first commercial-scale unit has commenced

## Entered into Binding Supply Agreement

- In November 2022, announced multiyear deal with LG Energy Solution to deliver up to 40% of planned Phase One battery-grade lithium carbonate

## Announced Intention to Advance Phase One Construction of a Production Facility

- Targeted annual production of 11 kMT of battery-grade lithium carbonate, expected to yield approximately \$626 million to \$985 million in after-tax NPV<sup>1</sup> and an after-tax IRR<sup>1</sup> between 28% and 36% on estimated development capital<sup>1</sup> of between \$262M (at midpoint) to \$367M (+40%)

## Announced FEL-1 Engineering Estimate

- Confirming a highly cost-competitive, long-life brownfield project at its Ogden, Utah solar evaporation facility, leveraging robust existing infrastructure

## Completed Life Cycle Assessment

- Confirming positive Phase One sustainability profile

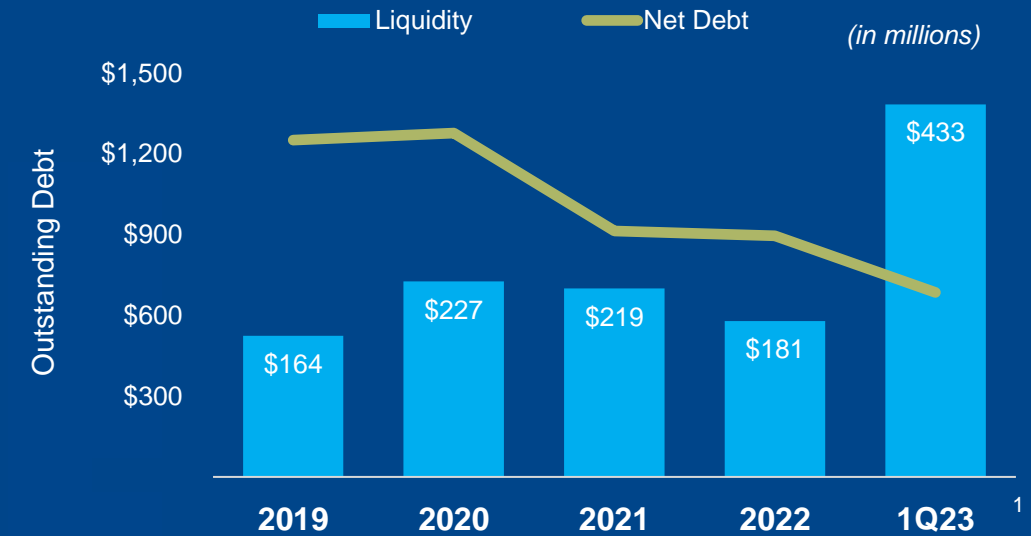
## Expected Milestones

- Secure additional definitive offtake agreements, together equivalent to at least 80% of the 11kMT of anticipated Phase One east-side battery-grade lithium carbonate production capacity
- Complete FEL-2 engineering estimate (PFS) for Phase One east side by March 2023
- Complete FEL-3 engineering estimate (DFS) by June 2023
- Commercial-scale DLE unit commissioning and operations expected to begin in early 2024

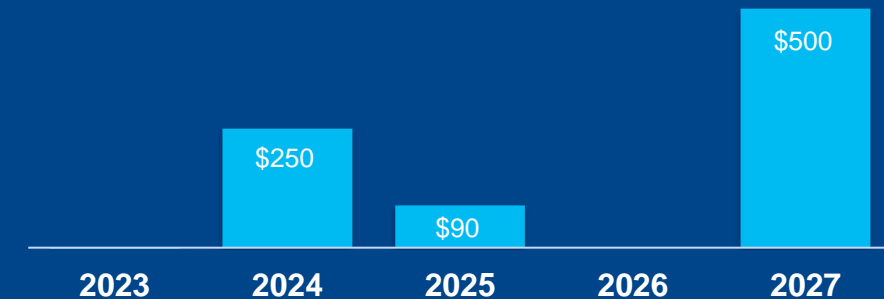
1) After-tax NPV and IRR, as well as estimated development capital based on FEL-1 (Sept. 2022) estimates



- **Clear focus on continuous balance sheet improvement and aligning capital structure with strategy to accelerate growth and reduce weather dependency**
- **Secured investment from Koch Minerals & Trading, LLC to fund advancement of Phase One lithium development through 2024**
- **Steady path of net debt reduction expected to continue**
  - Net proceeds from Koch Minerals & Trading, LLC investment partially applied to debt reduction in October 2022
  - Restoration of Salt segment profitability expected to drive next leg of deleveraging, partially offset by Plant Nutrition profitability erosion
- **Balanced and manageable debt maturity profile**
  - \$250M senior notes maturing July 2024 expected to be refinanced in fiscal 2023 into prepayable debt, enabling further discretionary debt reduction over time



**Debt Maturity Profile** (by calendar year)  
(in millions)



<sup>1</sup> Represents Dec. 31 for 2017, 2018, 2019, 2020; Sept. 30 for 2021 and 2022.



# Appendix

# Progressing Our Go-to-Market Strategy with Leading Companies

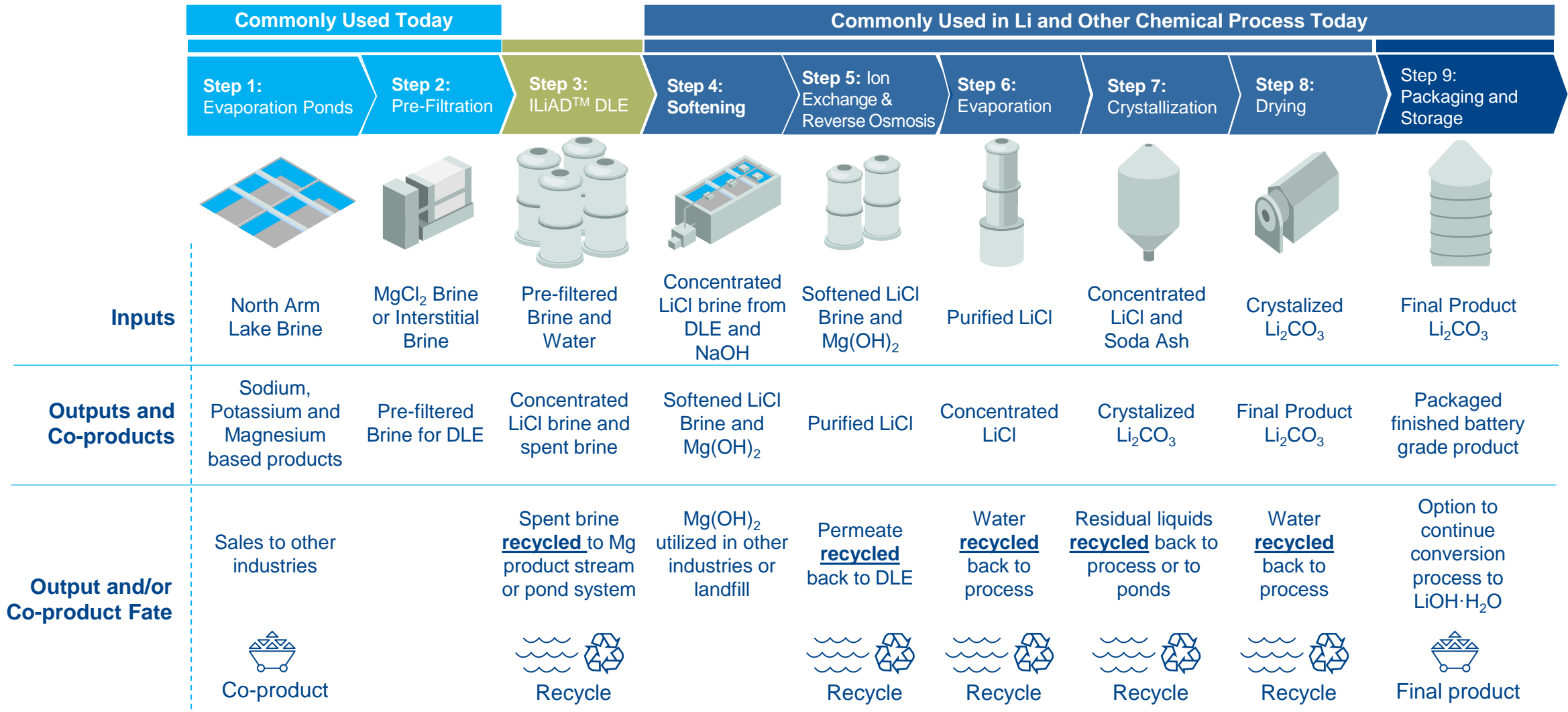
**Partnering with leading companies in the EV supply chain will enable us to diversify across a broad spectrum of battery platforms**



- Signed binding multiyear deal with LG Energy Solution to deliver up to 40% of planned Phase One battery-grade Li<sub>2</sub>CO<sub>3</sub>
- Signed MOU with Ford with discussions ongoing for potential supply agreement
- Expect to finalize definitive agreement(s) covering 80% of Phase One production
- Option to commit majority of Phase Two volume
- Pricing based on market / index



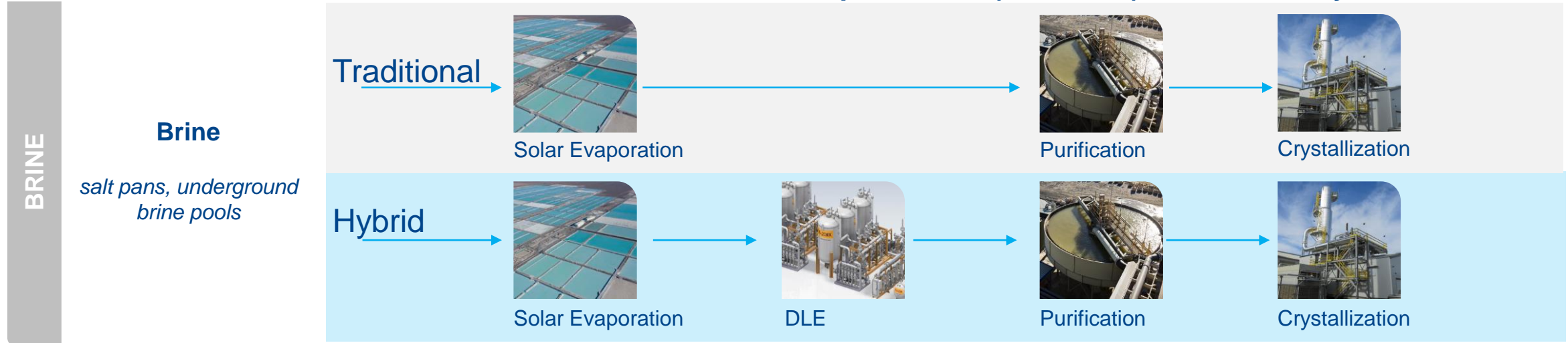
# Compass Minerals Planned Lithium Production Process – Phase One



Proposed process largely leverages established technologies

# DLE Technology is a Potential Driving Force to Unlock Additional Lithium Supply

Sources of lithium for extraction can include spodumene (hard rock), brine and clay



Starting Brine	Process	~[Li] ppm	~[Mg] ppm	
<b>Great Salt Lake<sup>1</sup></b> North Arm Brine	<b>Evaporation + DLE</b>	71 <sup>6</sup>	10,500	CMP post evap. ponds, pre-DLE [Li] ~385 <sup>7</sup> ppm
Salar del Hombre Muerto <sup>2</sup>	Evaporation + DLE	520	540	Commercial Operation
Silver Peak, Nevada <sup>2</sup>	Evaporation	200	300	Commercial Operation
Qarhan, Qinghai Lake <sup>3</sup>	DLE Only	210	66,500	Commercial Operation
Arkansas Smackover <sup>4</sup>	DLE Only	168	3,000	
Geothermal – Salton Sea <sup>5</sup>	DLE Only	211	106	

Sources: <sup>1</sup> Updated Compass Minerals Lithium TRS. <sup>2</sup> Jurgen Deberitz, Die Bibliothek der Wissenschaft Vol.2, Lithium. <sup>3</sup> Alex Grant, April 2020: From Catamarca to Qinghai: The Commercial Scale Direct Lithium Extraction Operations. <sup>4</sup> NI 43 – 101 Technical Report, Preliminary Economic Assessment. <sup>5</sup> D. Gagne et al., The Potential for Renewable Energy Development to Benefit Restoration of the Salton Sea: Analysis of Technical and Market Potential Technical Report NREL/TP-7A4. <sup>6</sup> Based on average concentration at our North Arm intake canal. <sup>7</sup> Average, volume weighted concentration considered for Phase One.

# DLE Technology Types – Advantages and Disadvantages

CMP DLE Choice


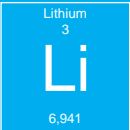
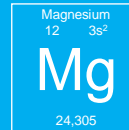



DLE Type	Resin/Material	Potential Advantages/Disadvantages	Commercial Examples
① Adsorption/ Desorption	Alumina or Ligand based	(+) Elution with water (+) No acid required (+) In production currently (–) Higher operational temperature (–) Lower lithium elution concentration	Catamarca, Argentina Qinghai, China
② Ion Exchange	Manganese, Titanium or Lead based	(+) High lithium elution concentration (–) Large volumes of acid required	N/A
③ Solvent Extraction	Organic Solvent based	(+) High lithium elution concentration (–) Environmental concern with solvent material	N/A

**“Commercially  
Operating DLE  
Installations  
Produced ~12% of  
the World’s Lithium  
Supply in 2019”**  
- Alex Grant<sup>1</sup>

- Compass Minerals has tested both Adsorption/Desorption and Ion Exchange DLE technologies
- Adsorption/Desorption technology constitutes the only commercial DLE examples known today
- Every brine is unique and not all DLE technologies are as efficient on the same brine
- The technology must be tailored to the makeup and specifications of the brine, Compass Minerals has done just this by testing multiple providers

<sup>1</sup> Alex Grant, April 2020; From Catamarca to Qinghai: The Commercial Scale Direct Lithium Extraction Operations.

# Rigorous Evaluation of DLE Technologies to Identify Best Fit for Our Brine Resource Complete for Phase One

DLE Technology	Lithium Recovery	Magnesium Rejection	Low Environmental Impact	Commercial Readiness
				
	+++	++	+++	++
2	+++	+++	+++	+
3 <sup>1</sup>	++	++	++	++
4	++	+	+++	Not Evaluated
5	++	+	+++	Not Evaluated

**Compass Minerals has selected  
EnergySource Minerals  
as the DLE technology provider  
for Phase One**

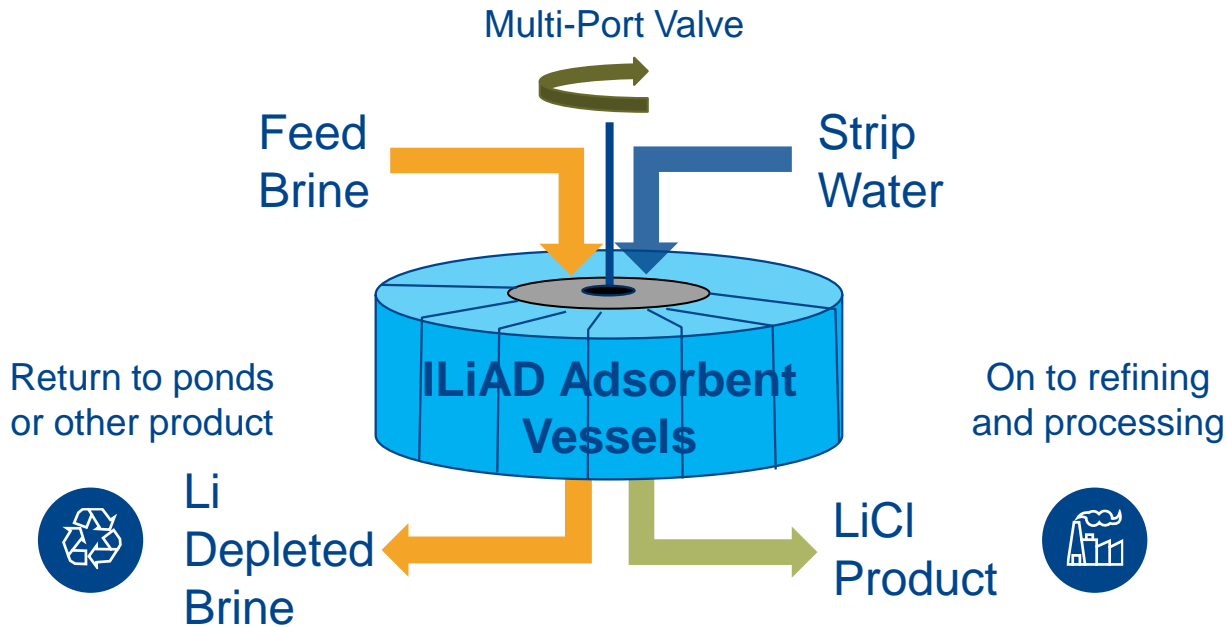
- Compass Minerals trialed multiple DLE technologies to determine the best fit for our resource and our brine and has assessed five technologies over the past three years
- Three DLE technologies have progressed to pilot plants on-site in Ogden, testing brine and different operating parameters to provide detailed data for technology selection, scalability and to help inform next stages of engineering
- Two technologies have provided positive results in lithium recovery, magnesium rejection and low environmental impact

<sup>1</sup> Ion-exchange technology.



## All Steps are Performed Simultaneously

Only two inputs and two outputs with consistent composition;  
No external recycles, washes, or displacements required

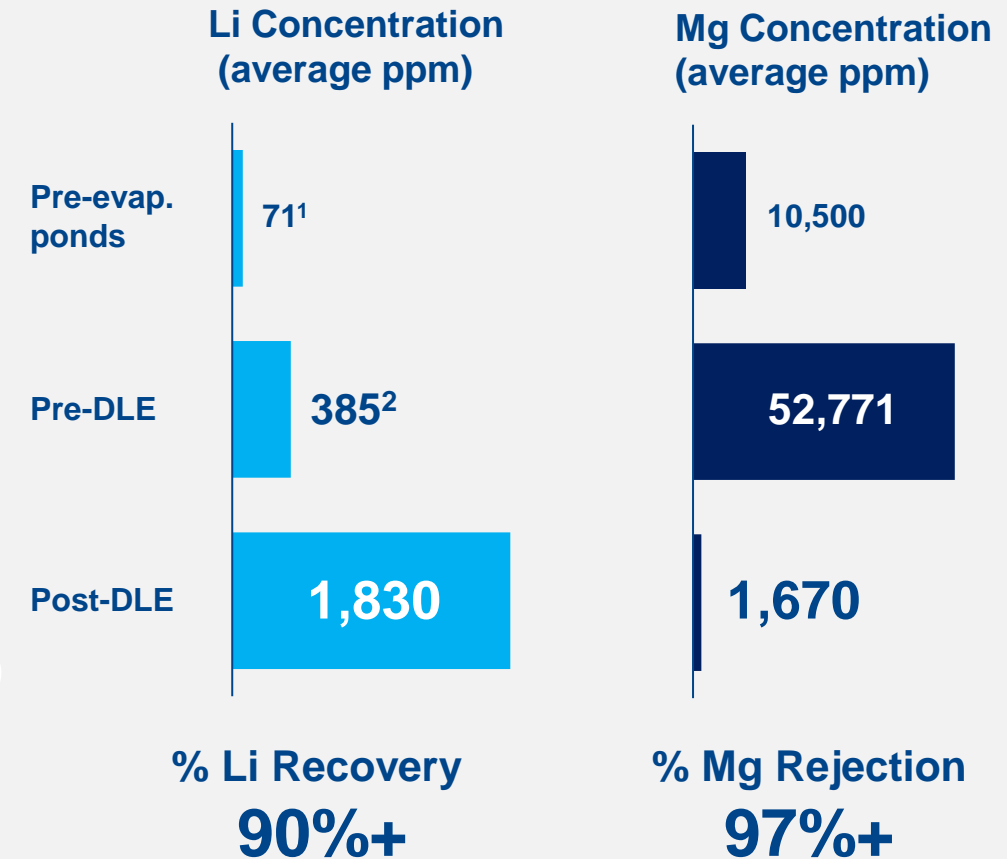


## Expected Benefits of ILiAD DLE Technology:

- ✓ Continuous flow
- ✓ Countercurrent operation
- ✓ Globally patent protected
- ✓ Limited reagents required
- ✓ Opportunity to recycle ~90% of water used in the DLE process



## Compass Minerals ILiAD testing results have demonstrated robust Li recoveries and Mg rejection rates



<sup>1</sup> Based on average concentration at our North Arm intake canal. <sup>2</sup> Average, volume weighted concentration considered for Phase One.

# Leader in Environmental Stewardship, Sustainability and Engagement

## Leadership on:



- GSL Advisory Council
- GSL Salinity Advisory Committee
- Utah Water Quality Board

## Past Awards:

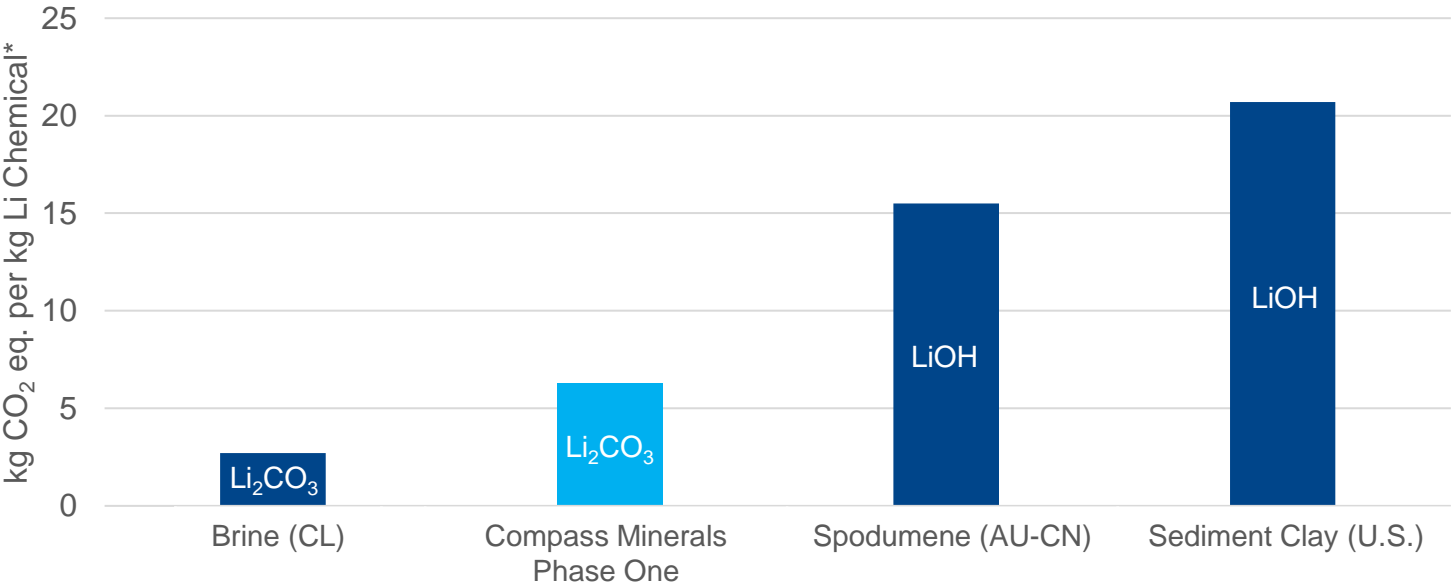


- Utah DNR Earth Day
- Governor's Energy Excellence



In one year, the sun provides free energy for evaporation equivalent to ~14 million tons of coal

## Global Warming Potential (GWP) Comparisons of Battery-Grade Lithium Products



Source: European Metals Cinovec LCA press release, November 2021, Prospective LCA study of CMP potential Phase One production.

\*Compass Minerals' Phase One is expected to produce a Lithium Carbonate product while the GWP comparisons shown are the intended battery-grade product of sale.

# Phase Two Project Economics Support Substantial Value Creation and Competitive Cost Position

## Expect to Deliver Strong Financial Returns with Minimal Environmental Impact

Based on FEL-1

**2028** ~28k ~\$710M  
Production (MT LiOH/yr) CAPEX

\$21,753/MT LiOH  
Selling Price  
(Base +30%)

**\$4,462**

Cash Cost/MT LiOH<sup>2</sup>

**\$2.2B**

After-tax NPV<sup>1</sup>

**30%**

After-tax IRR

\$16,733/MT LiOH  
Selling Price  
(Base)

**\$4,216**

Cash Cost/MT LiOH<sup>2</sup>

**\$1.4B**

After-tax NPV<sup>1</sup>

**23%**

After-tax IRR

<sup>1</sup> Calculations for NPV and IRR calculated on LOM basis (31 years for West Side) as reflected in the Updated Compass Minerals Lithium TRS and reflect FEL-1 (Sept. 2022) estimates.

<sup>2</sup> Cash cost includes OPEX with 10% contingency, G&A, and technology license fee based on FEL-1 (Sept. 2022) assumptions (royalties are excluded consistent with industry practice).

Resource Area	Average Grade (mg/L)	Lithium Resource (tonnes)	LCE (tonnes)
<b>Indicated Resources</b>			
Great Salt Lake North Arm	51	226,860	1,207,577
Great Salt Lake South Arm	25	208,711	1,110,970
Pond 96, Halite Aquifer	214	908	4,835
Pond 98, Halite Aquifer	221	868	4,623
Pond 113, Halite Aquifer	205	13,754	73,213
<b>Total Indicated Resources</b>	<b>44</b>	<b>451,101</b>	<b>2,401,218</b>
<b>Inferred Resources</b>			
Pond 1b, Halite Aquifer	318	2,032	10,815
Pond 97, Halite Aquifer	212	674	3,589
Pond 114, Halite Aquifer	245	5,789	30,817
<b>Total Inferred Resources</b>	<b>256</b>	<b>8,495</b>	<b>45,221</b>

<sup>1</sup> Mineral resources are not mineral reserves and do not have demonstrated economic viability. There is no certainty that all or any part of the mineral resource will be converted into mineral reserve upon application of modifying factors. <sup>2</sup> Mineral resources are reported as in situ for the Great Salt Lake with no restrictions such as recovery or environmental limitations. <sup>3</sup> Individual items may not equal sums due to rounding. The qualified person ("QP") determined a cut-off grade for lithium concentration in the ambient brine of the Great Salt Lake of 9 mg/L, using the average price for LCE over the past five years as reported by Benchmark Mineral Intelligence of \$13,086/tonne LC and \$15,765/tonne for LHM. However, the QPs believe it is likely that the SOP operation will continue depleting lithium from the ambient waters of the Great Salt Lake after concentrations of lithium are below an estimated cut-off grade and that the company will continue concentrating lithium in its evaporation pond process until lithium concentrations in the Great Salt Lake reach null. See Section 11 of the Ogden Lithium TRS (as defined below) for a discussion of the material assumptions underlying the cut-off grade analysis. <sup>4</sup> Lithium to lithium carbonate equivalent (LCE) uses a factor of 5.323 tonnes LCE per tonne Li and lithium to lithium hydroxide monohydrate (LHM) uses a factor of 6.048. <sup>5</sup> Reported lithium concentration assumes an indicative lake level of 4,194.4 ft in the South Arm and 4,193.5 ft in the North Arm. <sup>6</sup> Mineral resources in the Great Salt Lake are controlled by the State of Utah. Compass Minerals' ability to extract resources from the lake is dependent upon a range of leases and rights, including lakebed leases (allowing development of pond facilities) and water rights (allowing extraction of brine from the lake). The water rights most directly control Compass Minerals' ability to extract brine from the lake and Compass Minerals currently has right to extract 156,000 acre-feet per annum from the North Arm of the lake and 205,000 acre-feet per annum of brine from the South Arm. Compass Minerals currently utilizes its North Arm water rights to support existing mineral production at its GSL Facility. It does not currently utilize its South Arm water rights. <sup>7</sup> Compass Minerals does not have exclusive access to mineral resources in the lake and other existing operations, including those run by US Magnesium also extract dissolved mineral from the lake (all in the South Arm). <sup>8</sup> Joe Havasi, Vice President, Natural Resources for Compass Minerals and Susan Patton, Principal, RESPEC, are the Qualified Persons (QP's) which prepared the updated GSL Facility, Lithium Resource Estimate-Technical Report Summary.



## Main Attributes

**Resilient, recession-resistant demand profile**

**Low-cost structure and attractive EBITDA margins**

**Advantaged assets yield competitive strengths**

- Goderich mine world's largest operating underground salt mine
- Winsford mine U.K.'s largest dedicated rock salt mine
- New mine development rarely economically feasible
- Scarcity value given difficult to replicate nature of asset base

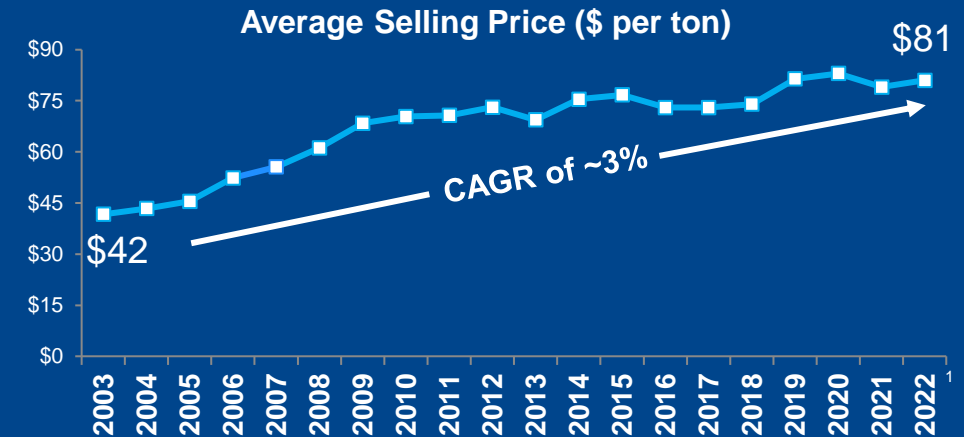
**Logistical positioning creates cost advantages**

- Convenient access to water transportation
- Extensive depot network
- Transportation costs favor domestic producers and limit imports

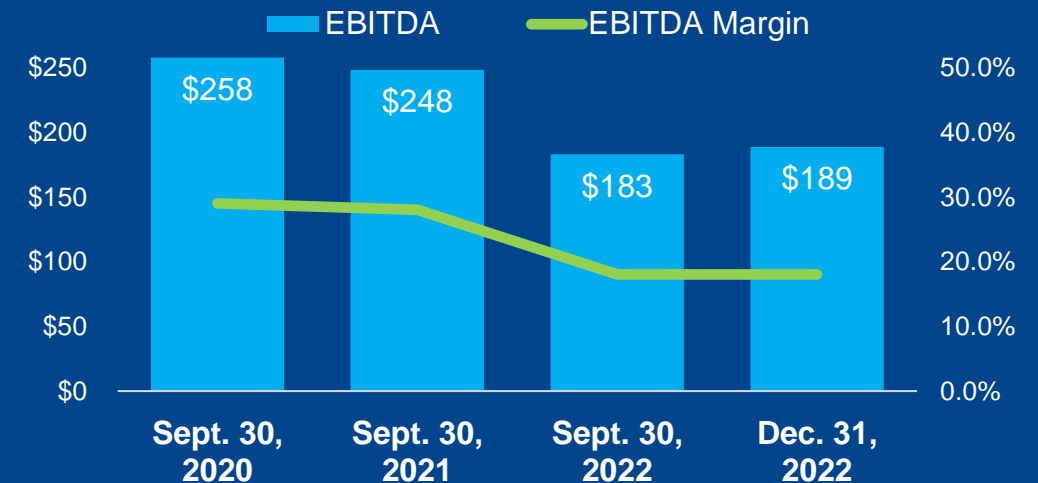
**Attractive markets**

- Highway deicing in North America and U.K.
- Consumer and industrial salt end use in North America

## Steady Price Improvement Despite Winter Variability



## Historical EBITDA<sup>2</sup> and Margin (TTM)



<sup>1</sup> Represents average selling price from Jan. 1 to Dec. 31 for 2003-2021 and from Jan. 1 to Sept. 30 for 2022.

<sup>2</sup> Non-GAAP financial measure. See appendix for reconciliation to operating earnings, the most directly comparable GAAP financial measure.

## Main Attributes

### Largest producer of SOP in western hemisphere

- Typically supply ~70% of North American SOP demand

### Low-cost structure and attractive EBITDA margins

### Advantaged assets yield competitive strengths

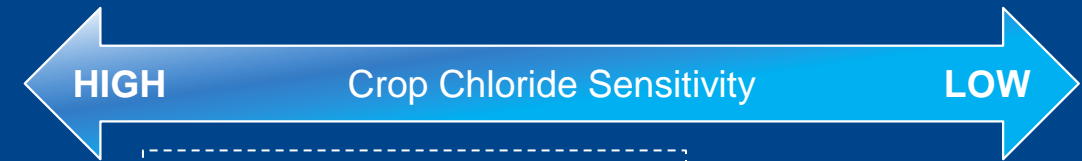
- Unique asset at Ogden with low-cost, solar evaporation SOP production
- Scarcity value given difficult to replicate nature of asset base

### Logistical positioning creates cost advantage

- Well positioned to serve specialty crops
- Convenient access to major rail transportation
- Transportation costs favor domestic producers and limits imports

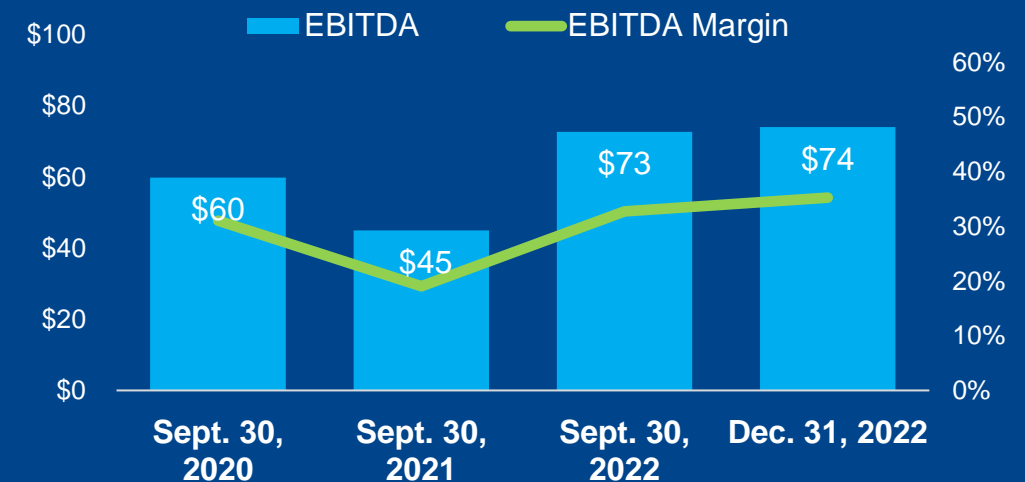
### Attractive markets

- High-value and chloride-sensitive crops in North America
- Diversified end markets insulated from the volatility of commodity row crops



~60% of Compass Minerals SOP sales

## Historical EBITDA<sup>1</sup> and Margin (TTM)<sup>2</sup>



<sup>1</sup> Non-GAAP financial measure. See appendix for reconciliation to operating earnings, the most directly comparable GAAP financial measure.

<sup>2</sup> Continuing operations only.

## Product Qualifications

- **Supported Fortress as it navigated the United States Forest Service (USFS) Environmental Impact Statement (EIS) process**
  - Culminated in December 2022 with Fortress becoming first new company in over 20 years to meet standards required to add aerial long-term retardants to USFS Qualified Products List (QPL): FR-200 & FR-100
- **One fully qualified ground-applied LT retardant on USFS QPL: FR-600**

## Expected Milestones

- Post-EIS approval (obtained in December 2022), secure award of initial tranche of airbases as part of 2023 wildfire season, driving sales of FR-200 and FR-100
- Advance commercialization of FR-600, a fully approved ground retardant used for general all-purpose ground applications
- Complete Operational Field Evaluations for FR-105, which began in 2022, by air dropping remaining required gallonage in early 2023 wildfire season
- Expand high-capacity build out of liquid manufacturing in Ogden, Utah and bolster California manufacturing of powder product

Salt Segment Performance			
<i>(in millions, except for sales volumes and prices per short ton)</i>			
	Three months ended		
	Dec. 31,		
	2022	2021	
Sales	\$ 308.1	\$ 273.9	
Operating earnings	47.1	39.4	
Operating margin	15.3%	14.4%	
EBITDA <sup>1</sup>	\$ 61.0	\$ 55.6	
EBITDA <sup>1</sup> margin	19.8%	20.3%	
Sales volumes (in thousands of tons):			
Highway deicing	2,901	2,807	
Consumer and industrial	620	633	
Total Salt	3,521	3,440	
Average sales price (per ton):			
Highway deicing	\$ 65.60	\$ 58.34	
Consumer and industrial	\$ 190.04	\$ 174.00	
Total Salt	\$ 87.51	\$ 79.63	

<sup>1</sup> Non-GAAP financial measure. Reconciliations follow in these tables.



Reconciliation for Salt Segment EBITDA (unaudited, in millions)			
	Three months ended Dec. 31,		
	2022	2021	
Reported GAAP segment operating earnings	\$ 47.1	\$ 39.4	
Depreciation, depletion and amortization	13.9	16.2	
Segment EBITDA	\$ 61.0	\$ 55.6	
Segment sales	308.1	273.9	
Segment EBITDA margin	19.8%	20.3%	

<b>Plant Nutrition Segment Performance</b> <i>(unaudited, dollars in millions, except for sales volumes and prices per short ton)</i>		
	Three months ended Dec.31,	
	2022	2021
Sales	\$ 41.6	\$ 54.6
Operating earnings	\$ 11.0	\$ 9.5
Operating margin	26.4%	17.4%
EBITDA <sup>1</sup>	\$ 19.3	\$ 18.3
EBITDA <sup>1</sup> margin	46.4%	33.5%
Sales volumes (in thousands of tons):	45	83
Average sales price (per ton)	\$ 924	\$ 660

<sup>1</sup> Non-GAAP financial measure. Reconciliation follow in these tables.

Reconciliation for Plant Nutrition Segment EBITDA			
<i>(unaudited, in millions)</i>			
	Three months ended		
	Dec. 31,		
	2022	2021	
Reported GAAP segment operating earnings	\$ 11.0	\$ 9.5	
Depreciation, depletion and amortization	8.3	8.8	
Segment EBITDA	\$ 19.3	\$ 18.3	
Segment sales	41.6	54.6	
Segment EBITDA margin	46.4%	33.5%	