

Loop Capital Markets' 5th Annual Investor Conference

// March 11, 2024

COMPASS MINERALS

Forward-Looking Statements and Other Disclaimers



This presentation may contain forward-looking statements, including, without limitation, statements about expected efforts to accelerate growth and enhance value; Fortress North America's expected revenue, operating profit, and adjusted EBITDA; the termination of the company's lithium brine development project, including engagement with political and regulatory leaders and estimates of charges and expenditures related to the termination of the project; expectations for highway deicing pricing and volumes for the upcoming winter, and the company's outlook for 2024, including its expectations regarding sales volumes, revenue, Adjusted EBITDA, corporate and other expense, depreciation, depletion and amortization, interest expense, tax rates, and capital expenditures. Forward-looking statements are those that predict or describe future events or trends and that do not relate solely to historical matters. The company uses 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, and (v) the risk that the company may not realize the expected financial or other benefits from its ownership of Fortress North America. 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, 2023 and its Quarterly Report on Form 10-Q for the quarter ended Dec. 31, 2023, 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 press release 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.

Essential Minerals Leader With Nascent Growth Initiatives

$1,205M
TOTAL SALES

12
PACKAGING AND PRODUCTION FACILITIES

~2,000
EMPLOYEES

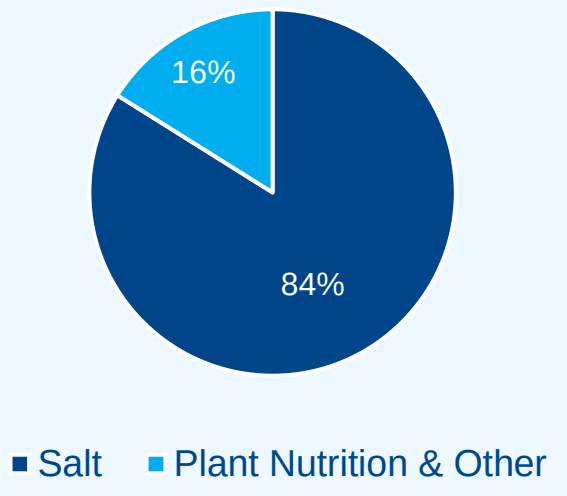
11.3M
TONS SALT VOLUMES SOLD

219K
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 BUSINESS



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

- Owner of Fortress North America (Fortress), a next-generation fire retardant company that achieved first commercial sales in 2023

Note: Results presented above are for the most recently completed fiscal year ended Sept. 30, 2023

Why Compass Minerals?

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

MAXIMIZE SHAREHOLDER VALUE

- **Advantaged assets and a leading supplier of salt products in North America and the U.K.**
- **Protassium+® 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**
- **Management team with decades of experience optimizing mining and manufacturing operations**
- **Initiatives underway to improve EBITDA margins and cash flow generation**
- **Opportunities to increase earnings capacity via organic growth in fire retardants**

Leveraging Core Competencies to Accelerate Growth and Reduce Weather Dependency

Proven world-class assets that would be impossible to replicate today

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	Plant Nutrients Water Softeners Culinary Animal Nutrition Fire Retardants

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

Strategic Focus Areas for Fiscal 2024



ZERO HARM

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

SALT PROFITABILITY

Maintain disciplined pricing strategy and a focus on geographically advantageous markets

SOP PRODUCTION

Execute on strategies to deliver more reliable, sustainable Ogden production

LITHIUM

Provide clarity on direction of lithium project in Utah amid evolving investment and regulatory environment

FIRE RETARDANTS

Continue to scale manufacturing and supply chain capabilities on path to full commercialization and increased market share

FINANCIAL STANDING

Maintain strong balance sheet and prudent financial policy

Our ESG Strategy Informs Our Decisions and Business Practices



Fiscal 2022 ESG Report, published April 2023, available at https://www.compassminerals.com/sustainability-report/compass-minerals-esg-report/.

MSCI ESG RATINGS

AA

CCC | B | BB | BBB | A | AA | AAA

AMERICA'S MOST RESPONSIBLE COMPANIES 2024
Newsweek
statista

Fiscal 2022 ESG Highlights

Our Workforce

Approximately ↓50%
Total Case Incident Rate (TCIR) year-over-year

101%
Female-to-Male Pay Ratio

500+
Learning Modules

Our Products

Approximately ↑5%
Supplier Spend with **Diverse-Owned, Veteran-Owned or Small Business Enterprises** year-over-year

Achieved Critical Milestones to Advance Expansion into
2 **Adjacent Growth Markets**
(Lithium, Next-Gen Fire Retardants)

Our Communities

100%
Sites Engaged in Charitible Giving and Company-Sponsored **Volunteer Activities**

More than $350,000
Donated through Compass Minerals Cares

Our Environment

↓4%
Scopes 1 and 2 GHG Emissions year-over-year

↓14%
Waste to Landfill year-over-year

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Salt Segment: Well-Positioned in a Unique Industry

Fundamental Characteristics

Resilient, recession-resistant demand profile

Low-cost structure and attractive Adj. 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

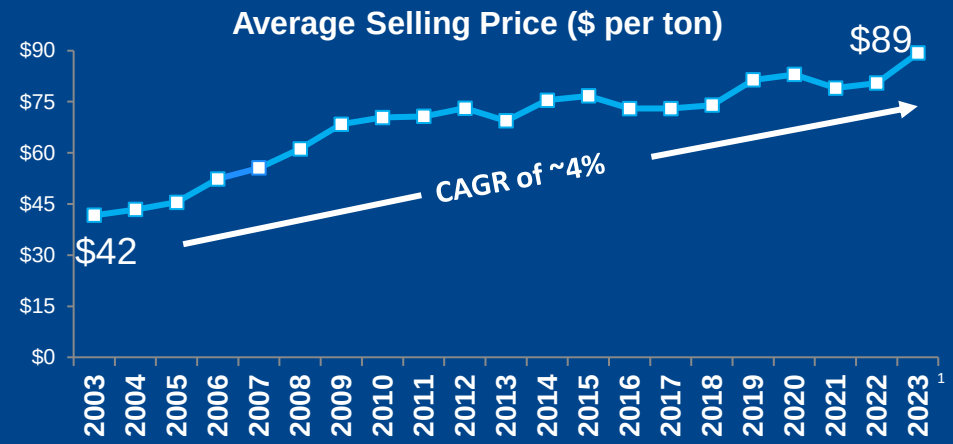
Logistical positioning creates cost advantages

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

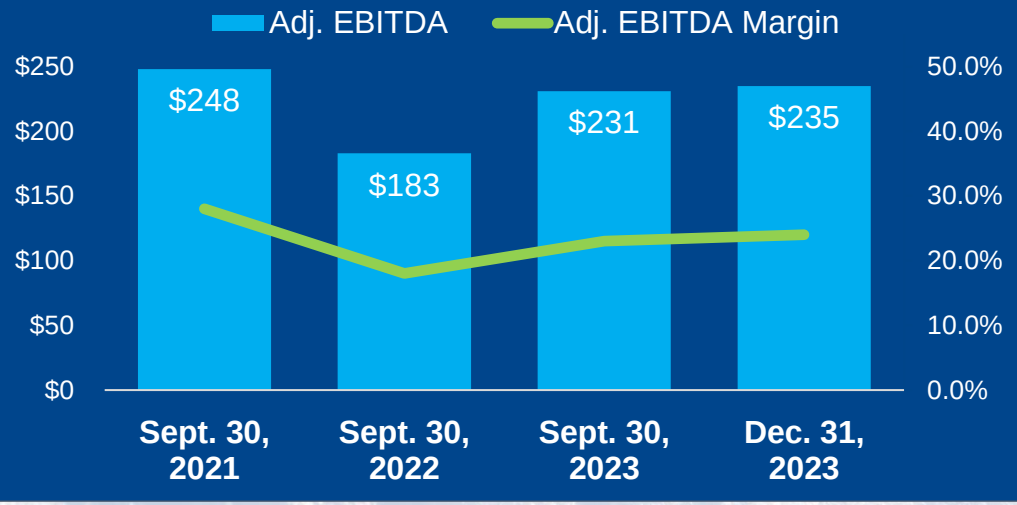
Attractive markets

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

Steady Price Improvement Despite Winter Variability



Historical Adj. EBITDA[2] and Margin (TTM)



[1] *Represents average selling price from Jan.1 to Dec.31 for 2003-2021 and from Oct. 1 to Sept. 30 for 2022 and 2023*

[2] *Non-GAAP financial measure. See appendix for reconciliation to operating earnings, the most directly comparable GAAP financial measure*

Plant Nutrition Segment: Strong Foothold in Key Areas

Fundamental Characteristics

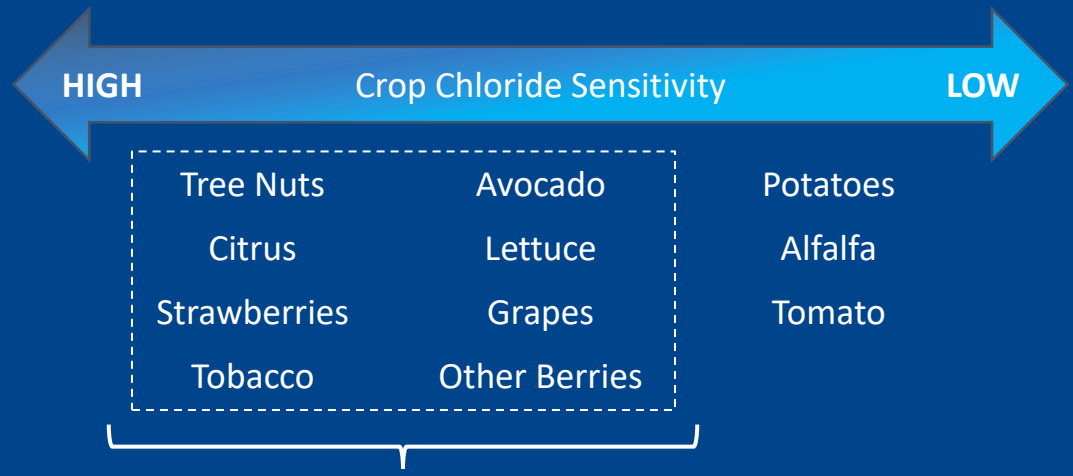
Largest producer of SOP in western hemisphere
- Typically supply ~70% of North American SOP demand

Low-cost structure and attractive Adj. 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

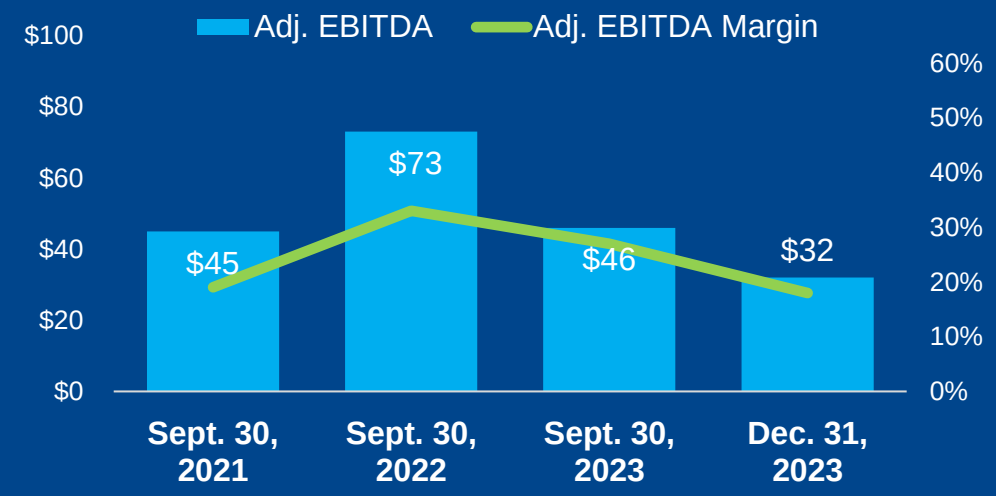
Logistical positioning creates cost advantage
- Well positioned to serve specialty crops
- Convenient access to major rail transportation
- Transportation costs favor domestic producers and limits imports

Attractive markets
- High-value and chloride-sensitive crops in North America
- Diversified end markets have less volatility historically than traditional commodity row crops



~60% of Compass Minerals SOP sales

Historical Adj. EBITDA[1] and Margin (TTM)[2]



[1] *Non-GAAP financial measure. See appendix for reconciliation to operating earnings, the most directly comparable GAAP financial measure.*
[2] *Continuing operations only.*

Strategic Opportunities Update

Fortress

- **Compass Minerals continues to negotiate with U.S. Forest Service (USFS) on calendar 2024 contract, which has been delayed due to changes made by USFS to the solicitation package**
- **Company expects to have agreement finalized prior to deployment for upcoming fire season**
- **Subsequent to quarter-end, the next generation aerial powder concentrate FR-105 HV achieved fully qualified status on the USFS Qualified Product List**

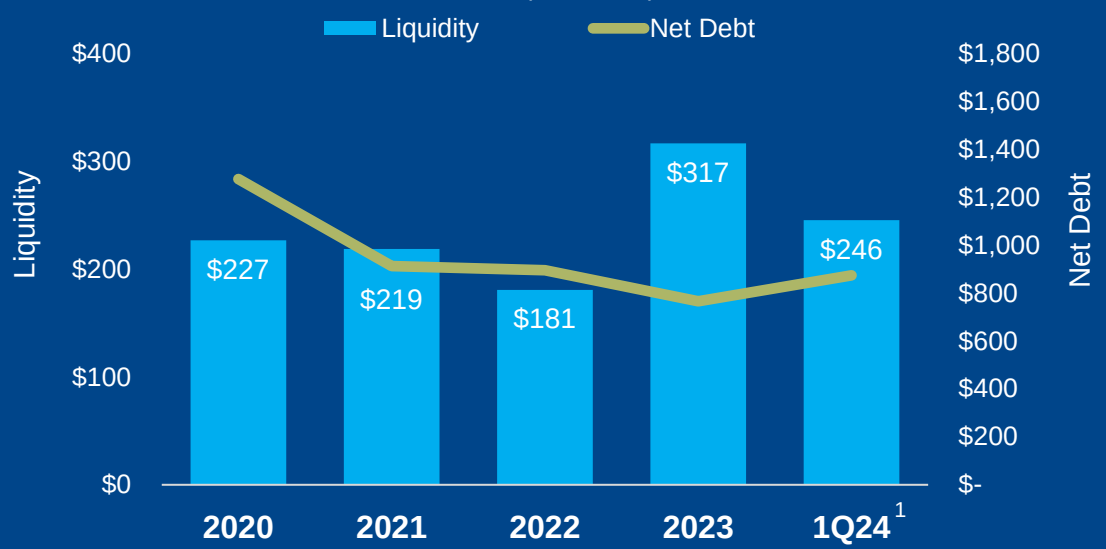


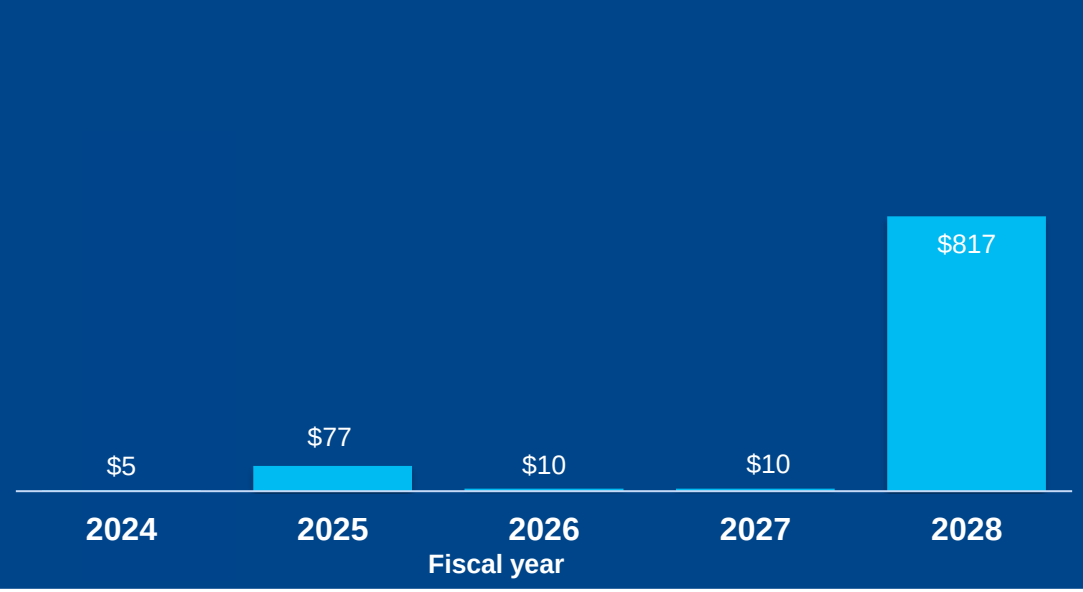


Lithium Project

- **Compass Minerals has determined that pursuit of its lithium project in Utah is no longer in the best interest of shareholders**
- **In 1Q24, the company recognized a charge of ~$77 million to reflect the impairment of lithium program-related assets and severance costs associated with the elimination of the lithium function**
- **The company will continue to monitor and engage in legislative and regulatory processes in Utah to preserve the long-term optionality of its lithium project potential**

Charting a Prudent Financial Path Forward





- **Focused on continuous balance sheet improvement**
  - Emphasis on cost reductions and lower capital intensity provide opportunities to reduce borrowing
  - Efforts underway to drive capital expenditures and working capital lower in 2024
- **Strong liquidity**
  - $245.8 million as of Dec. 31, 2023 comprised of $38.3 million in cash and $207.5 million available from revolving credit facility
- **Attractive debt maturity profile**

[1] Represents Dec. 31 for 2020; Sept. 30 for 2021, 2022 and 2023.
[2] As of Dec. 31, 2023.



2024 Outlook and Guidance

Salt Outlook and Guidance

Long-Term Attributes

- Resilient, recession-resistant demand profile
- Difficult to replicate asset base with important logistical advantages
  - New mine development rarely economically feasible
  - Convenient access to water transportation
  - Extensive depot network
- Attractive markets
  - Highway deicing in North America and the U.K.
  - Consumer and industrial in North America

Near-Term Initiatives

- Maintain disciplined pricing strategy and focus on geographically advantageous markets
- Advance Goderich Mine mill reconfiguration to drive improved sustainability and cost efficiencies
- Continued SKU rationalization and key product enhancements

Guidance Commentary

- ***Despite weak 1Q24 winter, guidance for Salt segment remains unchanged***
- *While demand for salt is stable over time, the nature of winter weather and the manner in which customers respond to weather events make forecasting deicing sales volumes difficult; therefore, the company provides a range of estimated potential outcomes for various winter weather scenarios*

Fiscal 2024 Salt Segment Guidance

	Mild Winter[2]	2024 Range[1]		Strong Winter[2]
Highway Deicing volumes *(thousands of tons)*	8,000	9,300	10,000	11,050
Consumer and industrial volumes *(thousands of tons)*	2,000	2,000	2,150	2,150
FY24 Total Volumes *(thousands of tons)*	10,000	11,300	12,150	13,200
FY24 Revenue *(in millions)*	$935	$1,030	$1,110	$1,200
FY24 Adj. EBITDA *(in millions)*	$205	$230	$270	$290

[1] Mild and Strong Winter scenarios reflect management estimates of the potential impact to the presented line items assuming mild or strong winter weather. The company utilizes an array of information, including historical weather data and sales-to-commitment outcomes, to develop measures that are then applied to its 2024 Range to estimate these amounts.
[2] Range for fiscal 2024 reflects the company's estimated book of business for the period and assumes normalized weather conditions and average historical sales-to-commitment outcomes.

Plant Nutrition Outlook and Guidance

Long-Term Attributes

- Largest producer of SOP in the Western Hemisphere
- Unique solar evaporation asset in Ogden, Utah, provides competitive advantages
  - Well positioned to serve specialty crops, particularly on the west coast of U.S.
  - Strategic forward deploy warehouse network
- Attractive markets
  - High-value and chloride-sensitive crops in North America
  - Diversified end markets insulated from the volatility of commodity row crops in North America

Near-Term Initiatives

- Identify opportunities to lower unit costs
- Effective execution of Ogden production strategy focused on consistently delivering safe, reliable and sustainable production
- Continue to optimize the value of premium potassium product portfolio

Fiscal 2024 Plant Nutrition Guidance		
	2024 Range	
FY24 Volumes *(thousands of tons)*	280	310
FY24 Revenue *(in millions)*	$170	$205
FY24 EBITDA *(in millions)*	$15	$35

Guidance Commentary

- *Guidance being adjusted to reflect revised market and operational conditions:*
  - *MOP prices continue to be under pressure in the market, which as a potential substitute impacts pricing for SOP*
  - *Continuing weakness in fertilizer pricing is resulting in buyers deferring purchases in anticipation of lower prices, adding risk to the company's sales outlook*
  - *First-quarter pond-based production tracked toward the lower end of the company's initial projections*

Consolidated Guidance Summary

	2024 Adj. EBITDA *(in millions)*	
Salt	$230	$270
Plant Nutrition	15	35
Fortress[1]	~13	~13
Lithium	~(5)	~(5)
Other[2]	(73)	(68)
Corporate	(65)	(60)
TOTAL	$180	$245





	2024 Capital Expenditures *(in millions)*	
Sustaining	$80	$90
Lithium[3]	~30	~30
Fortress	~10	~10
TOTAL	$120	$130

Other Consolidated Modeling Information *(in millions of dollars unless otherwise noted)*		
	2024 Range	
Interest expense, net	$65	$70
Depreciation, depletion and amortization	$100	$110
Effective tax rate (excl. valuation allowance and lithium impairment)	70%	75%

[1] Fortress contribution only includes approximately $13 million of adjusted EBITDA carried over from its calendar year 2023 USFS take-or-pay contract; no assumptions with respect to 2024 have been made pending finalization of the 2024 USFS contract.
[2] Other includes the non-cash impact of the mark-to-market change in the valuation of the contingent consideration liability associated with the Fortress acquisition, which was a charge of approximately $3 million for the quarter ended Dec. 31, 2024.
[3] Lithium expenditures principally relate to items committed to or made prior to the suspension of further investment in the lithium project in November 2023. As a result of the termination of the lithium project and the related impairment this quarter, a portion of these expenditures that relate to committed items that had not been received by quarter-end will not be classified as capital expenditures within the consolidated statements of cash flows when paid.



Appendix

Special Items

Special Items Impacting Three Months Ended Dec. 31, 2023 *(unaudited, in millions, except per share data)*						
Item Description	Segment	Line Item	Amount	Tax Effect[1]	After Tax	EPS Impact
Restructuring charges	Corporate and Other	Other operating expense	$2.5	---	$2.5	$0.06
Asset impairment	Corporate and Other	Loss on impairment of long-lived assets, net	74.8	---	74.8	1.82
Total			$77.3	---	$77.3	$1.88

[1] There were no substantial income tax benefits related to these items given the U.S. valuation allowances on deferred tax assets

Reconciliation of Non-GAAP Information

Reconciliation for Adjusted Operating Earnings *(unaudited, in millions)*	*Three months ended Dec. 31,*	
	2023	2022
Operating (loss) earnings	$ (55.3)	$ 27.9
Restructuring charges[1]	2.5	---
Loss on impairment of long-lived assets, net[1]	74.8	---
Accrued loss and legal costs related to SEC investigation[2]	---	0.3
Adjusted operating earnings	$ 22.0	$ 28.2
Sales	341.7	352.4
Operating margin	(16.2)%	7.9%
Adjusted operating margin	6.4%	8.0%

[1] In connection with the termination of the company's pursuit of its lithium development project, the company incurred severance and related charges for a reduction of workforce and a loss on impairment of long-lived assets, which were determined to be no longer probable of recovery..

[2] The company recognized costs, net of reimbursements, related to the settled SEC investigation.

Reconciliation of Non-GAAP Information

Reconciliation for Adjusted Net Earnings *(unaudited, in millions)*	*Three months ended Dec. 31,*	
	2023	2022
Net loss	$ (75.1)	$ (0.3)
Restructuring charges[1]	2.5	---
Loss on impairment of long-lived assets, net[1]	74.8	---
Accrued loss and legal costs related to SEC investigation[2]	---	0.3
Adjusted net earnings	$ 2.2	$ ---
Net loss per diluted share	$ (1.83)	$ (0.01)
Adjusted net earnings per diluted share	$ 0.05	$ ---
Weighted-average common shares outstanding (in thousands):		
Diluted	41,205	39,751

[1] In connection with the termination of the company's lithium development project, the company incurred severance and related charges for a reduction in workforce and a loss on impairment of long-lived assets, which were determined to be no longer probable of recovery.
[2] The company recognized costs, net of reimbursements, related to the settled SEC investigation.

Reconciliation of Non-GAAP Information

Reconciliation for EBITDA and Adjusted EBITDA *(unaudited, in millions)*	Three months ended Dec. 31,	
	2023	2022
Net loss	$ (75.1)	$ (0.3)
Interest expense	15.8	13.9
Income tax expense	1.8	11.9
Depreciation, depletion and amortization	25.5	23.9
EBITDA	$ (32.0)	$ 49.4
Adjustments to EBITDA:		
Stock-based compensation - non cash	11.9	10.6
Interest income	(0.4)	(1.1)
Loss on foreign exchange	1.9	2.5
Restructuring charges[1]	2.5	---
Loss on impairment of long-lived assets, net[1]	74.8	---
Accrued loss and legal costs related to SEC investigation[2]	---	0.3
Other expense, net	0.7	0.1
Adjusted EBITDA	$ 59.4	$ 61.8
EBITDA margin	(9.4)%	14.0%
Adjusted EBITDA margin	17.4%	17.5%

[1] In connection with the termination of the company's lithium development project, the company incurred severance and related charges for a reduction in workforce and a loss on impairment of long-lived assets, which were determined to be no longer probable of recovery.
[2] The company recognized costs, net of reimbursements, related to the settled SEC investigation.

Salt Segment Performance

Salt Segment Performance *(in millions, except for sales volumes and prices per short ton)*	*Three months ended Dec. 31,*	
	2023	2022
Sales	$ 274.3	$ 308.1
Operating earnings	$ 50.5	$ 47.1
Operating margin	18.4%	15.3%
EBITDA[1]	$ 65.7	$ 61.0
EBITDA[1] margin	24.0%	19.8%
Sales volumes (in thousands of tons):		
Highway deicing	2,266	2,901
Consumer and industrial	589	620
Total Salt	2,855	3,521
Average sales price (per ton):		
Highway deicing	$ 70.36	$ 65.60
Consumer and industrial	$ 194.94	$ 190.04
Total Salt	$ 96.08	$ 87.51

[1] Non-GAAP financial measure. Reconciliations follow in accompanying tables.

Salt Reconciliation of Non-GAAP Information

Reconciliation for Salt Segment EBITDA and Adjusted EBITDA *(unaudited, in millions)*	*Three months ended Dec. 31,*	
	2023	2022
Reported GAAP segment operating earnings	$ 50.5	$ 47.1
Depreciation, depletion and amortization	15.2	13.9
Segment EBITDA	$ 65.7	$ 61.0
Segment sales	274.3	308.1
Segment EBITDA margin	24.0%	19.8%

Plant Nutrition Segment Performance

Plant Nutrition Segment Performance *(in millions, except for sales volumes and prices per short ton)*	*Three months ended Dec. 31,*	
	2023	2022
Sales	$ 49.7	$ 41.6
Operating (loss) earnings	$ (2.3)	$ 11.0
Operating margin	(4.6)%	26.4%
EBITDA[1]	$ 6.1	$ 19.3
EBITDA[1] margin	12.3%	46.4%
Sales volumes (in thousands of tons):	75	45
Average sales price (per ton):	$ 660.41	$ 924.15

[1] Non-GAAP financial measure. Reconciliations follow in accompanying tables.

Plant Nutrition Reconciliation of Non-GAAP Information

Reconciliation for Plant Nutrition Segment EBITDA and Adjusted EBITDA *(unaudited, in millions)*	Three months ended Dec. 31,	
	2023	2022
Reported GAAP segment operating (loss) earnings	$ (2.3)	$ 11.0
Depreciation, depletion and amortization	8.4	8.3
Segment EBITDA	$ 6.1	$ 19.3
Segment sales	49.7	41.6
Segment EBITDA margin	12.3%	46.4%

Reconciliation of Non-GAAP Information

Reconciliation for Historical EBITDA and Margins (by calendar year)

(unaudited, in millions)

	2023				2022				2021				2020			
	Three months ended				Three months ended				Three months ended				Three months ended			
	Dec 31	Sept 30	Jun 30	Mar 31	Dec 31	Sept 30	Jun 30	Mar 31	Dec 31	Sept 30	Jun 30	Mar 31	Dec 31	Sept 30	Jun 30	Mar 31
Compass Minerals Consolidated:																
Net (loss) earnings from continuing operations	(75.1)	(2.5)	39.9	(21.6)	(0.3)	(5.5)	(10.7)	(29.0)	7.9	(4.6)	(16.4)	41.9	14.7	(4.9)	(7.2)	40.0
Interest expense	15.8	13.1	14.3	14.2	13.9	14.0	13.4	13.9	13.9	13.6	15.0	15.7	15.5	15.2	15.4	16.6
Income tax expense (benefit)	1.8	(6.9)	(42.7)	55.1	11.9	6.9	(1.1)	30.4	(1.2)	(3.5)	1.7	16.0	(8.4)	(2.4)	(2.7)	15.4
Depreciation, depletion and amortization	25.5	25.9	24.3	24.5	23.9	30.5	27.0	27.9	28.3	29.9	30.0	29.9	30.1	30.5	29.8	27.4
EBITDA from continuing operations	(32.0)	29.6	35.8	72.2	49.4	45.9	28.6	43.2	48.9	35.4	30.3	103.5	51.9	38.4	35.3	99.4
Adjustments to EBITDA from continuing operations:																
Stock-based compensation - non cash	11.9	3.4	3.5	3.1	10.6	4.1	3.9	4.5	3.2	1.0	2.3	3.8	2.1	2.1	2.5	2.3
Interest income	(0.4)	(0.6)	(1.7)	(1.9)	(1.1)	(0.3)	(0.2)	-	(0.3)	-	(0.2)	-	(0.1)	-	-	(0.1)
Loss (gain) on foreign exchange	1.9	(2.3)	2.3	(0.2)	2.5	(11.4)	(6.1)	3.0	(0.4)	(3.8)	1.1	2.1	6.2	2.8	4.4	(18.0)
Loss (gain) from remeasument of equity mthod investment	-	2.5	(16.2)	-	-	-	-	-	-	-	-	-	-	-	-	-
Executive transition costs(1)	-	-	-	-	-	-	-	0.5	3.8	-	-	-	-	-	-	-
Restructuring charges	2.5	-	2.2	3.7	-	-	-	-	-	-	-	-	-	-	-	-
Loss on impairment of long-lived assets, net(2)	74.8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accrued loss and legal costs related to SEC investigation(3)	-	(0.2)	-	(0.4)	0.3	(2.4)	2.8	13.6	3.1	0.3	0.3	2.8	1.6	-	-	-
Other expense (income), net(4)	0.7	0.6	2.7	0.9	0.1	0.5	(0.1)	-	0.1	0.1	(0.4)	0.2	0.2	0.2	(0.2)	0.4
Adjusted EBITDA from continuing operations	59.4	33.0	28.6	77.4	61.8	36.4	28.9	64.8	58.4	33.0	33.4	112.4	61.9	43.5	42.0	84.0
Salt Segment:																
Reported GAAP segment operating earnings	50.5	28.8	21.7	73.1	47.1	15.1	12.4	49.3	39.4	22.4	19.2	91.6	44.5	26.2	22.5	67.8
Depreciation, depletion and amortization	15.2	15.6	14.2	14.8	13.9	19.3	15.3	16.2	16.2	17.7	17.6	18.0	17.4	17.4	17.2	14.6
Segment EBITDA	65.7	44.4	35.9	87.9	61.0	34.4	27.7	65.5	55.6	40.1	36.8	109.6	61.9	43.6	39.7	82.4
Restructuring charges	-	-	0.5	1.0	-	-	-	-	-	-	-	-	-	-	-	-
Segment adjusted EBITDA	65.7	44.4	36.4	88.9	61.0	34.4	27.7	65.5	55.6	40.1	36.8	109.6	61.9	43.6	39.7	82.4
Segment sales	274.3	186.7	155.5	360.5	308.1	188.9	156.2	391.3	273.9	159.5	142.6	369.0	228.5	141.2	121.9	287.8
Segment EBITDA margin	24.0%	23.8%	23.1%	24.4%	19.8%	18.2%	17.7%	16.7%	20.3%	25.1%	25.8%	29.7%	27.1%	30.9%	32.6%	28.6%
Segment Adjusted EBITDA margin	24.0%	23.8%	23.4%	24.7%	19.8%											
Plant Nutrion Segment:																
Reported GAAP segment operating (loss) earnings	(2.3)	(1.6)	2.5	(0.7)	11.0	12.6	10.6	4.4	9.5	(0.2)	0.7	5.3	3.3	1.1	6.3	4.6
Depreciation, depletion and amortization	8.4	8.3	8.2	8.1	8.3	9.2	8.8	8.8	8.8	8.9	9.1	8.8	9.0	9.3	9.6	9.8
Segment EBITDA	6.1	6.7	10.7	7.4	19.3	21.8	19.4	13.2	18.3	8.7	9.8	14.1	12.3	10.4	15.9	14.4
Restructuring charges	-	-	1.0	0.4	-	-	-	-	-	-	-	-	-	-	-	-
Segment adjusted EBITDA	6.1	6.7	11.7	7.8	19.3	21.8	19.4	13.2	18.3	8.7	9.8	14.1	12.3	10.4	15.9	14.4
Segment sales	49.7	35.3	47.5	47.7	41.6	57.8	55.6	54.3	54.6	49.3	53.8	53.7	78.2	30.8	51.0	55.4
Segment EBITDA margin	12.3%	19.0%	22.5%	15.5%	46.4%	37.7%	34.9%	24.3%	33.5%	17.6%	18.2%	26.3%	15.7%	33.8%	31.2%	26.0%
Segment Adjusted EBITDA margin	12.3%	19.0%	24.6%	16.4%	46.4%	37.7%	34.9%	24.3%	33.5%	17.6%	18.2%	26.3%	15.7%	33.8%	31.2%	26.0%

Note: Continuing operations only.