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COMPASS MINERALS FOURTH QUARTER BUSINESS UPDATE

FEBRUARY 13, 2018

FORWARD-LOOKING STATEMENTS

Certain statements in this presentation, including without limitation statements about the company's cost savings programs and initiatives; capital projects, including completion timing, efficiency improvements and capital expenditures; effectiveness of go-to-market strategy and product innovation; ability to diversify business, reduce winter weather impact, achieve greater earnings, increased cash generation, better returns, value creation, maintain strong balance sheet, maintain dividend and sustain assets; its outlook for the fourth quarter of 2018 and full-year 2018, including expectations regarding earnings per share ("EPS"), volumes, operating earnings margin, corporate and other expense, interest expense, depreciation, depletion and amortization, capital expenditures and tax rates; positive market reset; sales growth; investment in R&D and commercial team; expanding direct-to-grower model; product innovations and introductions; and chemical solutions results are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are those that predict or describe future events or trends and that do not relate solely to historical matters. 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) pressure on prices and impact from competitive products, (iii) any inability by the company to fund necessary capital expenditures or successfully implement any capital projects, (iv) foreign exchange rates and the cost and availability of transportation for the distribution of the company's products, (v) the ability to successfully integrate acquired businesses, and (vi) any inability by the company to successfully implement its plans or cost-saving initiatives. 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 year ended December 31, 2017 and Quarterly Reports on Form 10-Q for the quarters ended March 31, June 30 and September 30, 2017 filed or to be filed with the SEC. The company undertakes no obligation to update any forward-looking statements made in this presentation to reflect future events or developments. 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.

COMPASS MINERALS DELIVERS IMPROVED SALES DRIVEN BY PLANT NUTRITION GROWTH

CMP Consolidated Results (Dollars in millions)	Full-Year		Fourth-Quarter	
	2017	2016	2017	2016
Sales	$1,364	$1,138	$458	$443
Operating earnings	$159	$175	$80	$65
Operating margin	11.7%	15.3%	17.6%	14.7%
Adjusted operating earnings*	$164	$186	$80	$77
Adjusted operating margin*	12.0%	16.4%	17.6%	17.3%
Adjusted EBITDA*	$287	$275	$114	$105
Adjusted EBITDA* margin	21.0%	24.2%	24.8%	23.6%
Net earnings per diluted share	$1.25	$4.79	($0.13)	$2.87
Net earnings per diluted share, excluding special items*	$2.75	$3.27	$1.66	$1.35

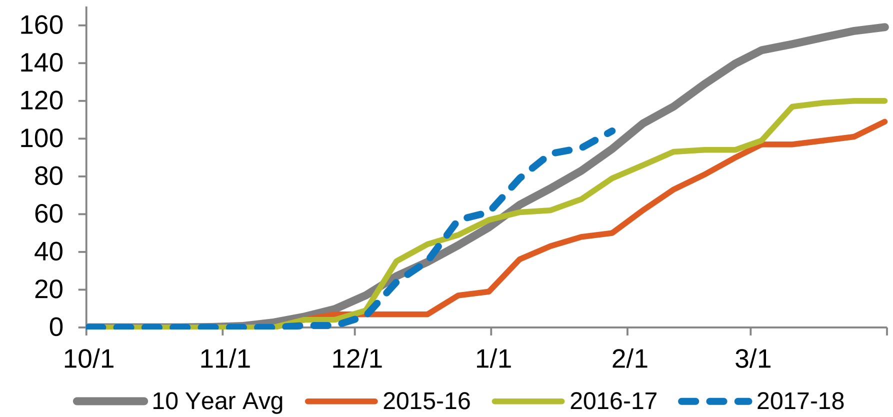
- Revenue up 20% in FY17 vs. prior year due to full-year benefit of Plant Nutrition South America and solid Plant Nutrition North America results
- FY17 adjusted operating earnings* down 12% due to lower Salt results from FY16
  - Second mild winter reduced Salt sales volumes and average selling price
  - Addition of Plant Nutrition South America offset some of the decline
- Delivered ~$12 million in on-going savings from cost reduction plan announced in July 2017
- Special items in the quarter included a net one-time tax expense of ~$61 million
  - Reflects impact of U.S. tax reform and settlement between U.S. and Canadian authorities on uncertain tax positions

**Earnings, earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted for special items (adjusted EBITDA), adjusted operating earnings and net earnings per diluted share, excluding special items are non-GAAP measures. See appendix for reconciliations.*

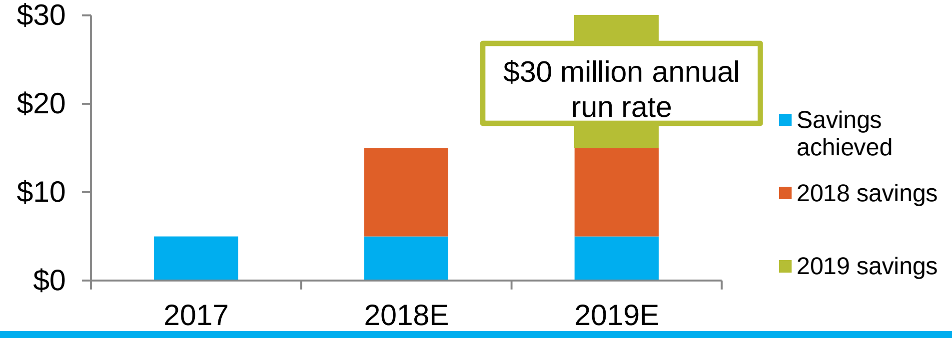
SALT: WINTER WEATHER BEGINNING TO DRIVE MARKET RECOVERY

- Winter weather returned late in the quarter
  - Many of the snow events occurred in last two weeks of December and in eastern US where Compass Minerals has fewer customers
- Cumulative snow events for the 2017-2018 winter through January 2018 ~10% above 10-year average
- Goderich mine installation of continuous mining and haulage systems complete
  - Continue working to ramp up to designed rates
  - Delivered savings of over $5 million in 2017
- Goderich mine shaft relining spending expected to be complete mid-2018

Cumulative snow events by winter season*



Continuous Mining at Goderich
Estimated incremental savings by year
(in millions)



*The number of snow events in 11 cities in Compass Minerals' primary North American deicing region 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 as well as two prior winters. For more information, please see the company's investor relations site at www.compassminerals.com

PLANT NUTRITION: STEADY GROWTH CONTINUES

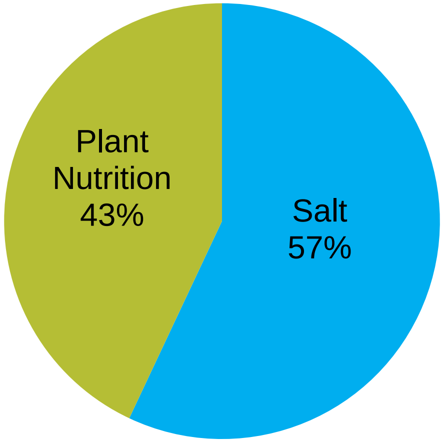
Plant Nutrition North America

- Strong quarter and year for both SOP and micronutrients
  - Volumes up 11% from 4Q16
  - Full year adjusted operating earnings* up 19% from FY16
- More effective go-to-market strategy helping to maximize value of differentiated specialty nutrient portfolio

Plant Nutrition South America

- Growth in direct-to-grower specialty nutrients continued in 2017
  - Sales volume through direct-to-grower channel have grown 15% year-over-year
  - Demand for innovative specialty nutrients remains strong
- Product innovation drives growth

2017 Revenue Mix by Business



55%+

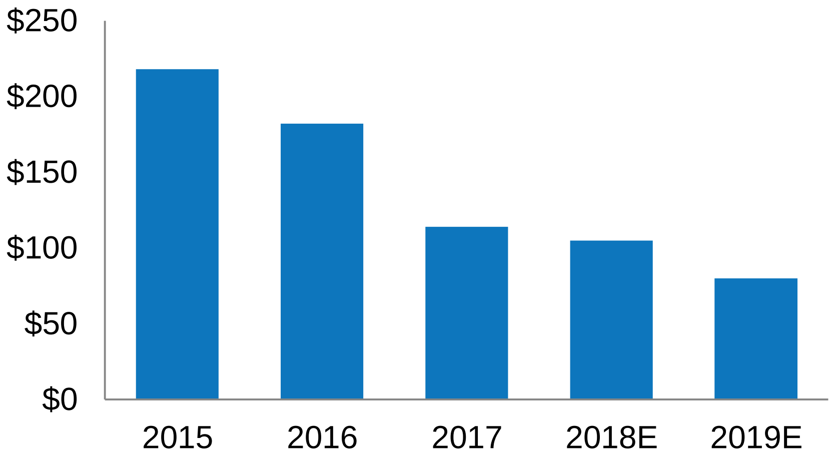
of 2017 Plant Nutrition South America's agriculture revenue generated from products introduced in last five years

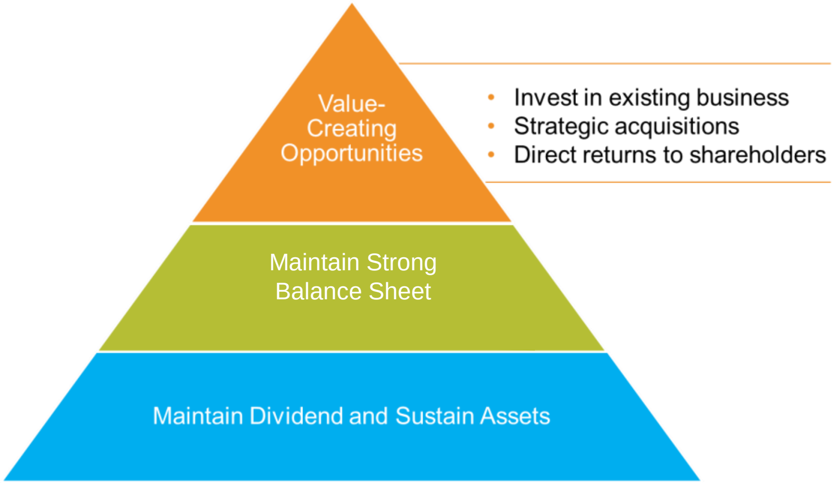
**Non-GAAP measures. See appendix for reconciliations.*

STRATEGY PROGRESS MADE; SHORT TERM HEADWINDS ABATING

- Most major cap ex projects complete
  - Expected to drive improved efficiency across both North American businesses and increased SOP production capability
- Balance between salt and plant nutrition businesses increasing
  - Diversifies earnings stream and reduces winter weather variability
- Company positioned to achieve greater earnings from a more balanced business
- Focused on executing to deliver increased cash generation and better returns for shareholders

Capital Expenditures Declining
(in millions)





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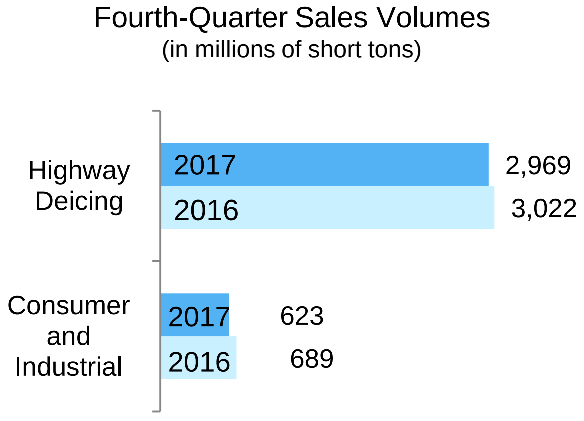
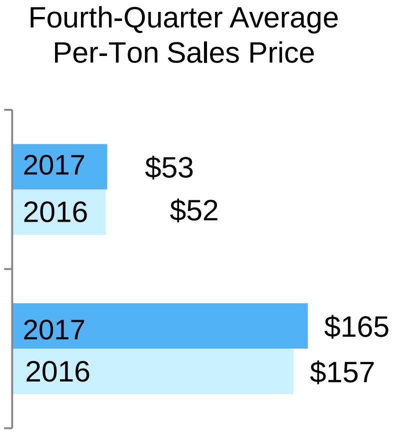
SEGMENT RESULTS & OUTLOOK

4Q17 SALT RESULTS PRESSURED BY LATE START TO WINTER AND LOGISTICS COSTS

- Salt segment revenue declined 2% from 4Q16 results
  - Driven by 3% sales volume decline primarily due to weaker consumer deicing sales vs. prior year
  - Increased winter weather in the U.K. helped offset North America weakness
  - Average selling price benefited from increased U.K. sales mix and higher-priced consumer and industrial product mix
- Operating earnings and margin percentage pressured by lower sales volumes, increased logistics and depreciation cost
  - Partial offset from implementation of cost savings program and some continuous mining savings

Salt Segment Results ($ in millions)	4Q17	4Q16	%Δ
Revenue	$261	$265	-2%
Operating earnings	$59	$65	-8%
Operating earnings margin	22.8%	24.4%	-1.6 pts
EBITDA*	$75	$77	-2%
EBITDA* margin	28.9%	29.1%	-0.2 pts



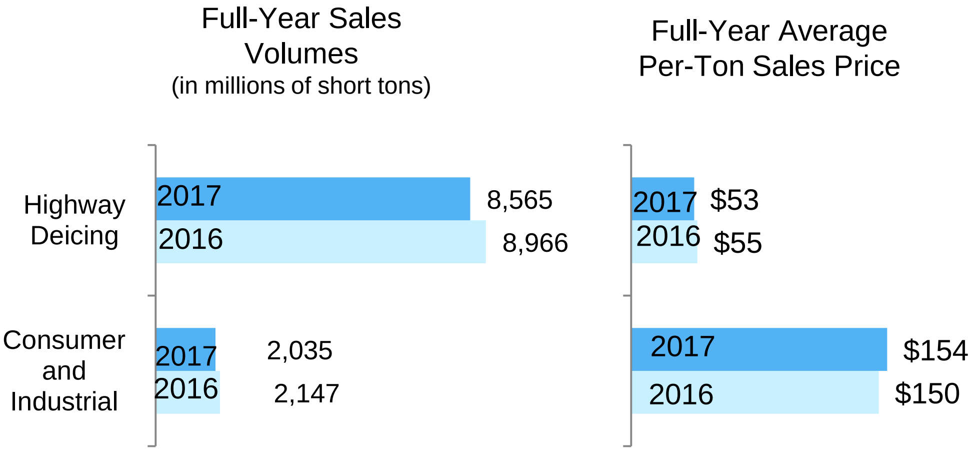


Non-GAAP measures. See appendix for reconciliations.

FULL-YEAR SALT RESULTS DECLINED AFTER SECOND CONSECUTIVE MILD WINTER

- Mild winter seasons in 2016 and 2017 resulted in lower Salt sales volumes and reduced average selling prices for highway deicing salt
  - Highway deicing volumes down ~4%
  - Consumer and industrial volumes down ~5%
- Earnings pressured by lower revenue as well as increased product and logistics costs
  - Reduced operating rates at salt mines to match lower demand
  - Fuel cost and freight rate increases drove logistics cost higher

Salt Segment Results (Dollars in millions)	FY17	FY16
Revenue	$769	$812
Operating earnings	$138	$201
Operating margin	17.9%	24.7%
Adjusted operating earnings*	$140	$201
Adjusted operating* margin	18.2%	24.7%
Adjusted EBITDA*	$195	$247
Adjusted EBITDA* margin	25.4%	30.5%

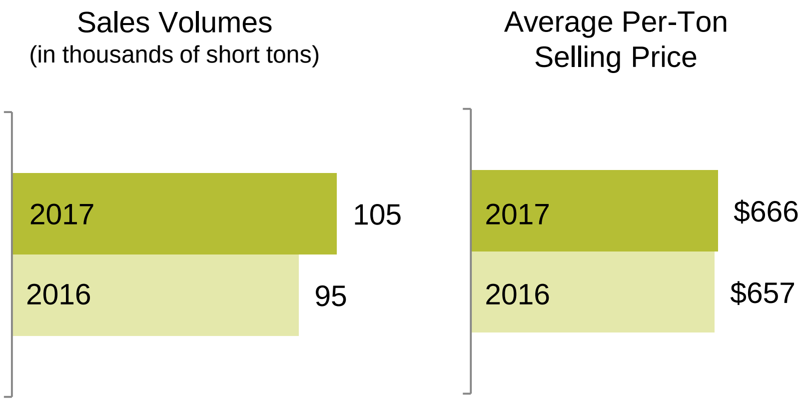


*Non-GAAP measures. See appendix for reconciliations.

PLANT NUTRITION NORTH AMERICA POSTED SOLID 4Q17 SALES GROWTH

- Increases in volumes and average selling price drove 4Q17 year-over-year revenue growth
  - SOP-only price remains stable vs. prior year at about $560 per ton
  - Micronutrient sales stronger than prior year
- Segment operating earnings reduced from prior year due to increased logistics cost and depreciation expense
  - All new equipment now in service at Ogden, Utah, SOP plant, resulted in 16% increase in quarterly DD&A

Plant Nutrition North America Segment Results *($ in millions)*	**4Q17**	**4Q16**	**%Δ**
Revenue	$70	$63	+12%
Operating earnings	$10	$8	+28%
Operating margin	14.6%	12.8%	+1.8 pts
Adjusted operating* earnings	$10	$11	-8%
Adjusted operating* margin	14.6%	17.7%	-3.1 pts
Adjusted EBITDA*	$20	$20	+3%
Adjusted EBITDA* margin	29.1%	31.8%	-2.7 pts

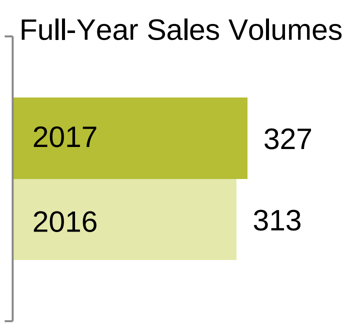


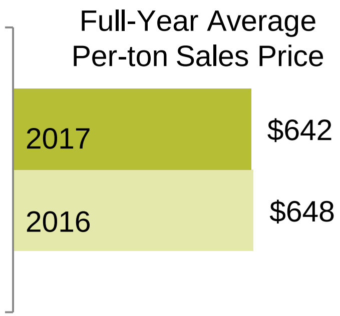
*Non-GAAP measures. See appendix for reconciliations.

FULL-YEAR PLANT NUTRITION NORTH AMERICA RESULTS SHOW SIGNIFICANT EARNINGS IMPROVEMENT

- Modest increase in sales volumes drove year-over-year revenue increase
- Adjusted operating earnings* up 19% and adjusted operating earnings* margin improved 1.9 percentage points
  - Driven by an 8% year-over-year decline in per-unit cash product cost partially offset by increased logistics

Plant Nutrition North America Segment Results (Dollars in millions)	FY17	FY16
Revenue	$210	$203
Operating earnings	$28	$21
Operating margin	13.2%	10.4%
Adjusted operating earnings*	$29	$24
Adjusted operating earnings* margin	13.8%	11.9%
Adjusted EBITDA*	$66	$58
Adjusted EBITDA* margin	31.3%	28.4%



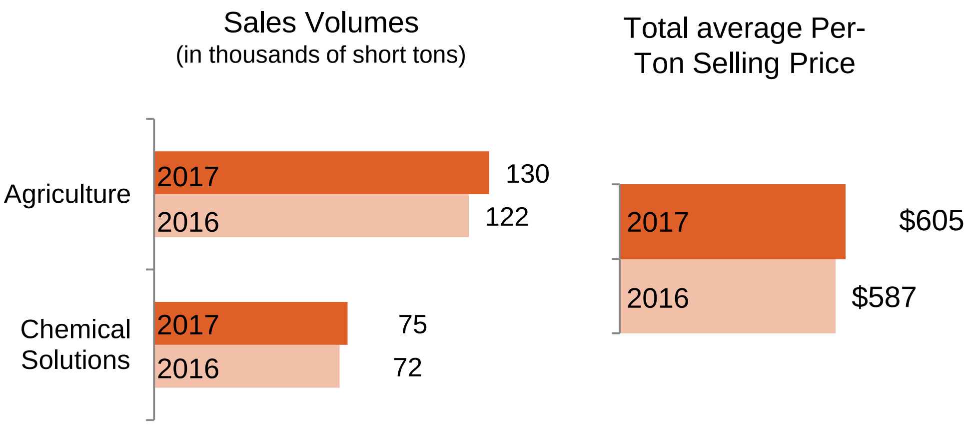


*Non-GAAP measures. 2016 excludes impact of partial write-down of Wolf Trax trade name. See appendix for reconciliations.

STRONG DIRECT-TO-GROWER SALES LIFT PLANT NUTRITION SOUTH AMERICA RESULTS

- Revenue up 10% vs. 4Q16 on increased sales volumes and price improvement
- Strong direct-to-grower agriculture sales more than offset weaker sales to distribution customers
  - Stronger average selling price and profitability
- Chemical solutions sales modestly increased but below plan
  - Pressured by continued weakness in demand from oil and gas industry
- Adjusted operating earnings* up more than 50% due to improved product sales mix

Plant Nutrition South America Segment Results *($ in millions)*	4Q17	4Q16	%Δ
Revenue	$124	$114	+10%
Operating earnings	$25	$8	+214%
Operating margin	20.2%	7.0%	+13.2 pts
Adjusted operating earnings*	$25	$16	+53%
Adjusted operating earnings* margin	20.2%	14.4%	+5.8 pts
Adjusted EBITDA*	$30	$22	+37%
Adjusted EBITDA* margin	23.9%	19.1%	+4.8 pts
US$-to-BRL average period rate	$3.23	$3.27	



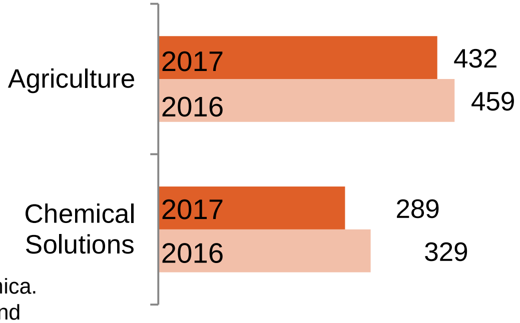
*Non-GAAP measure. See reconciliation section of presentation.

SLOW START TO SELLING SEASON PRESSURED PLANT NUTRITION SOUTH AMERICA RESULTS

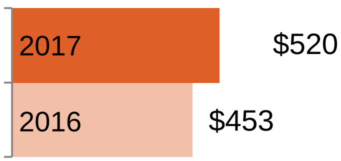
- Revenue up vs. prior year due to FX impact; modestly lower vs. prior year in local currency
  - Average sales price increased 4% in local currency
  - Sales volumes declined 9%
- Agriculture sales volume 6% below prior year as sales through distribution have lagged
  - Sales volume through direct-to-grower channel have grown 15% year-over-year
- Chemical solutions sales down due to mix shift to lower volume-higher priced products and lower sales to oil and gas industry

Plant Nutrition South America Segment Results *($ in millions)*	FY17	FY16*	%Δ
Revenue	$375	$357	+5%
Operating earnings	$49	$39	+27%
Operating margin	13.1%	10.8%	+2.3 pts
Adjusted operating earnings	$49	$47	+4%
Adjusted operating margin	13.1%	13.2%	-0.1 pt
Adjusted EBITDA*	$73	$67	+8%
Adjusted EBITDA* margin	19.3%	18.8%	+0.5 pt
US$-to-BRL average period rate	$3.20	$3.54	

Sales Volumes
(in thousands of short tons)



Total Average Per-Ton Selling Price



*Includes 9 months of unaudited, pro forma amounts for the historical results of Produquímica. These amounts assume Compass Minerals acquired Produquímica on January 1, 2016, and include the effects of acquisition accounting for those periods.
**Non-GAAP measure. See reconciliation section of presentation.

CURRENT 2018 OUTLOOK SUMMARY

Compass Minerals

2018 OUTLOOK:
FULL YEAR EPS – $2.75 to $3.25

Salt Segment	1H18	FY18
Volumes		11.8 million to 12.6 million tons
Revenue	$400 million to $440 million	
Operating Earnings Margin	11% to 13%	
Plant Nutrition North America Segment		
Volumes		320,000 to 350,000 tons
Revenue	$90 million to $110 million	
Operating Earnings Margin	10% to 12%	
Plant Nutrition South America Segment		
Volumes		700,000 to 900,000 tons
Revenue	$125 million to $150 million	
Operating Earnings Margin	1% to 3%	
Corporate		
Corporate and Other Expense		~$60 million
Interest Expense		~$53 million
Depreciation, depletion and amortization		~$137 million
Capital Expenditures		$100 million to $110 million
Effective Tax Rate		~26%

KEY TAKE-AWAYS FOR FOURTH-QUARTER 2017 AND 2018 OUTLOOK

Salt

- Winter weather rebounding after two mild seasons; expected to provide positive market reset in 2018
- Continuous mining at Goderich continues to ramp up, expected to reach full run-rate of savings by end of 2018

Plant Nutrition North America

- Steady growth expected to continue in 2018 in both SOP and micronutrient sales
- Growth capital investments complete; measured investment in R&D and commercial team continues in 2018

Plant Nutrition South America

- Focusing on high-value, innovative products, further expanding direct-to-grower model, and introducing technology-driven products to distribution customers
- Consensus expectations for Brazil GDP growth in 2018 expected to support better results for our chemical solutions business

Corporate

- Cost savings program on track to generate $20 million in ongoing savings in 2018
- 2018 tax rate expected to be ~26% considering new U.S. tax law

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APPENDIX

RECONCILIATION OF NON-GAAP INFORMATION

Reconciliation for Adjusted Operating Earnings (unaudited) (in millions)				
	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016
Operating earnings	$ 80.4	$ 65.3	$ 159.2	$ 174.6
Restructuring charges	-	-	4.3	-
Business acquisition-related items[1]	-	8.4	-	8.4
Indefinite-lived asset impairment	-	3.1	-	3.1
Adjusted operating earnings	$ 80.4	$ 76.8	$ 163.5	$ 186.1
Sales	457.9	443.2	1,364.4	1,138.0
Adjusted operating margin	17.6%	17.3%	12.0%	16.4%

(1) Primarily includes additional expense, net of tax, recognized from the sale of finished goods inventory, which had its cost basis increased to fair value as a result of the acquisition of Produquímica.

RECONCILIATION OF NON-GAAP INFORMATION

Reconciliation for EBITDA and Adjusted EBITDA (unaudited) (in millions)				
	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016
Net earnings	$ (4.4)	$ 97.6	$ 42.7	$ 162.7
Interest expense	13.4	17.3	52.9	34.1
Income tax expense	67.7	10.5	60.0	34.6
Depreciation, depletion and amortization	33.1	27.6	122.2	90.3
EBITDA	$ 109.8	$ 153.0	$ 277.8	$ 321.7
Adjustments to EBITDA	-			
Restructuring charges	-	-	4.3	-
Gain from remeasurement of equity method investment	-	(59.3)	-	(59.3)
Business acquisition-related items(1)	-	8.4	-	8.4
Indefinite-lived intangible asset impairment	-	3.1	-	3.1
Other income, net(2)	3.9	(0.5)	4.4	1.1
Adjusted EBITDA	$ 113.7	$ 104.7	$ 286.5	$ 275.0

(1) Primarily includes additional expense recognized from the sale of finished goods inventory, which had its cost basis increased to fair value as a result of the acquisition of Produquímica.

(2) Primarily includes interest income and foreign exchange gains and losses. The 12 months ended December 31, 2016, include a charge of $3.0 million related to the refinancing of the company's debt.

RECONCILIATION OF NON-GAAP INFORMATION

Reconciliation for Net Earnings (unaudited) (in millions, except per-share data)				
	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016
Net earnings	$ (4.4)	$ 97.6	$ 42.7	$ 162.7
One-time expense from U.S. & Canadian tax settlement	13.8	-	13.8	-
Net estimated impact of new U.S. tax law(1)	46.8	-	46.8	-
Tax benefit from releasing certain deferred tax asset valuation allowances	-		(13.0)	-
Restructuring charges, net of tax	-	-	3.0	-
Gain from remeasurement of equity method investment	-	(59.3)	-	(59.3)
Business acquisition-related items(2)	-	5.6	-	5.6
Indefinite-lived intangible asset impairment	-	2.2	-	2.2
Net earnings, excluding special items	$ 56.2	$ 46.1	$ 93.3	$ 111.2
Diluted earnings per diluted share, excluding special items	$ 1.66	$ 1.35	$ 2.75	$ 3.27
Weighted average common diluted shares outstanding (in thousands)	33,828	33,793	33,820	33,780

(1) On December 22, 2017, the U.S. enacted the Tax Cuts and Jobs Act, which significantly changes U.S. corporate income tax laws by reducing the U.S. corporate income tax rate to 21% beginning in 2018 and imposes a one-time mandatory tax on previously deferred foreign earnings. As a result of this new tax legislation, the company recorded a provisional net charge of $46.8 million during the fourth quarter of 2017.

(2) Primarily includes additional expense, net of tax, recognized from the sale of finished goods inventory, which had its cost basis increased to fair value as a result of the acquisition of Produquímica.

RECONCILIATION OF NON-GAAP INFORMATION

Reconciliation for Salt Segment Adjusted Operating Earnings (unaudited) (in millions)	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016
Segment GAAP operating earnings	$ 59.4	$ 64.6	$ 138.0	$ 200.6
Restructuring charges	-	-	2.0	-
Adjusted segment operating earnings	$ 59.4	$ 64.6	$ 140.0	$ 200.6
Segment sales	260.7	265.0	769.2	811.9
Adjusted segment operating margin	22.8%	24.4%	18.2%	24.7%

Reconciliation for Salt Segment EBITDA (unaudited) (in millions)	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016
Segment GAAP operating earnings	$ 59.4	$ 64.6	$ 138.0	$ 200.6
Depreciation, depletion and amortization	15.9	12.5	55.0	46.7
Segment EBITDA	$ 75.3	$ 77.1	$ 193.0	$ 247.3
Restructuring charges	-	-	2.0	-
Adjusted segment EBITDA	$ 75.3	$ 42.2	$ 195.0	$ 247.3
Segment sales	260.7	265.0	769.2	811.9
Segment EBITDA margin	28.9%	29.1%	25.4%	30.5%

RECONCILIATION OF NON-GAAP INFORMATION

Reconciliation for Plant Nutrition North America Adjusted Operating Earnings (unaudited, in millions)				
	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016
Segment GAAP operating earnings	$ 10.2	$ 8.0	$ 27.7	$ 21.1
Indefinite-lived intangible asset impairment	-	3.1	-	3.1
Restructuring charges	-	-	1.2	-
Adjusted segment operating earnings	$ 10.2	$ 11.1	$ 28.9	$ 24.2
Segment sales	70.0	62.6	210.0	203.0
Adjusted segment operating margin	14.6%	17.7%	13.8%	11.9%

Reconciliation for Plant Nutrition North America Segment EBITDA and Adjusted EBIITDA (unaudited, in millions)				
	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016
Segment GAAP operating earnings	$ 10.2	$ 8.0	$ 27.7	$ 21.1
Depreciation, depletion and amortization	10.2	8.8	36.9	33.4
Segment EBITDA	$ 20.4	$ 16.8	$ 64.6	$ 54.5
Indefinite-lived intangible asset impairment	-	3.1	-	3.1
Restructuring charges	-	-	1.2	-
Adjusted segment EBITDA	$ 20.4	$ 19.9	$ 65.8	$ 57.6
Segment sales	70.0	62.6	210.0	203.0
Segment EBITDA margin	29.1%	31.8%	31.3%	28.4%

RECONCILIATION OF NON-GAAP INFORMATION

Reconciliation for Plant Nutrition South America Segment Adjusted Operating Earnings (unaudited, in millions)				
	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016[2]
Segment GAAP operating earnings	$ 25.1	$ 8.0	$ 49.1	$ 38.7
Business acquisition-related items[1]	-	8.4	-	8.4
Segment adjusted operating earnings	$ 25.1	$ 16.4	$ 49.1	$ 47.1
Segment sales	124.4	113.5	375.0	356.8
Segment EBITDA margin	20.2%	14.4%	13.1%	13.2%

Reconciliation for Plant Nutrition South America Segment Adjusted EBITDA (unaudited, in millions)				
	Three months ended December 31,		Twelve months ended December 31,	
	2017	2016	2017	2016[2]
Segment GAAP operating earnings	$ 25.1	$ 8.0	$ 49.1	$ 38.7
Depreciation, depletion and amortization	4.4	5.0	22.6	18.8
Earnings in Equity method investee	0.2	0.3	0.8	1.2
Segment EBITDA	$ 29.7	$ 13.3	$ 72.5	58.7
Business acquisition-related items[1]	-	8.4	-	8.4
Adjusted segment EBITDA	$ 29.7	$ 21.7	$ 72.5	$ 67.1
Segment sales	124.4	113.5	375.0	356.8
Segment EBITDA margin	23.9%	19.1%	19.3%	18.8%

[1]Primarily includes additional expense recognized from the sale of finished good inventory, which had its cost basis increased to fair value as a result of the Produquímica acquisition.
[2]2016 includes periods during which Compass Minerals did not fully own Produquímica. Pro forma results for first nine months of 2016 for this segment are on following page.

PRO FORMA QUARTERLY 2016 PLANT NUTRITION SOUTH AMERICA RESULTS*

Compass Minerals

	Three months ended				
(US$, in millions except foreign exchange rate)	March 31, 2016	June 30, 2016	Sept. 30, 2016	Dec. 31, 2016	FY 2016
Segment sales	$ 61.3	$ 71.8	$ 110.1	$ 113.5	$ 356.8
Sales excluding shipping and handling	57.8	68.1	104.9	108.1	338.1
Operating earnings	2.9	6.1	21.7	8.0	38.7
Operating margin	4.7%	8.5%	19.7%	7.0%	10.8%
Adjusted operating earnings**	2.9	6.1	21.7	16.4	47.1
Adjusted operating margin**	4.7%	8.5%	19.7%	14.4%	13.2%
EBITDA**	7.4	10.8	26.3	13.0	57.5
EBITDA margin**	12.1%	15.0%	23.9%	11.5%	16.1%
Adjusted EBITDA**	7.7	11.1	26.6	21.7	67.1
Adjusted EBITDA margin**	12.5%	15.5%	24.2%	19.1%	18.8%
Sales volumes (in thousands of tons)					
Agriculture	67	101	169	122	459
Chemical solutions	88	86	83	72	329
Total sales volume	155	187	252	194	788
Average selling price (per ton)					
Agriculture	$555	$474	$518	$713	$566
Chemical solutions	$272	$281	$269	$372	$295
Total Plant Nutrition South America	$394	$385	$436	$587	$453
Assumed US$-to-R$ per quarter	3.59	3.59	3.59	3.27	3.54

*Three months ended March 31, June 30 and September 30, 2016, are unaudited, pro forma amounts for the historical results of Produquímica. These amounts assume Compass Minerals acquired Produquímica on January 1, 2016, and include the effects of acquisition accounting for those periods.
**Non-GAAP measure.

RECONCILIATION OF NON-GAAP INFORMATION: PLANT NUTRITION SOUTH AMERICA

Compass Minerals

Reconciliation for Plant Nutrition South America EBITDA and Adjusted EBITDA (unaudited) (1) (in millions)				
	Three months ended			
	March 31, 2016 (1)	June 30, 2016 (1)	Sept. 30, 2016 (1)	Dec. 31, 2016
Segment GAAP operating earnings	$ 2.9	$ 6.1	$ 21.7	$ 8.0
Depreciation, depletion and amortization	4.5	4.7	4.6	5.0
Segment EBITDA	$ 7.4	$ 10.8	$ 26.3	$ 13.0
Earnings in equity method investee	0.3	0.3	0.3	0.3
Business acquisition-related items(2)	-	-	-	8.4
Adjusted segment EBITDA	$ 7.7	$ 11.1	$ 26.6	$ 21.7
Segment sales	61.3	71.8	110.1	113.5
Adjusted segment EBITDA margin	12.6%	15.5%	24.2%	19.1%

(1) Three months ended March 31, June 30 and September 30, 2016, are unaudited, pro forma amounts for the historical results of Produquímica. These amounts assume Compass Minerals acquired Produquímica on January 1, 2016, and include the effects of acquisition accounting for those periods.

(2) Primarily includes additional expense recognized from the sale of finished goods inventory, which had its cost basis increased to fair value as a result of the acquisition of Produquímica.