

Intrepid Potash

August 2024 Investor Presentation

Forward-Looking Statements



This presentation includes forward-looking statements within the meaning of the federal securities laws. Forward-looking statements include statements about our future results of operations and financial position, our business strategy and plans, and our objectives for future operations, among other things. You can identify these statements by forward-looking words, such as “estimate,” “expect,” “anticipate,” “project,” “plan,” “intend,” “believe,” “forecast,” “foresee,” “likely,” “may,” “should,” “goal,” “target,” “might,” “will,” “could,” “predict,” “continue,” and similar expressions. Forward-looking statements are only predictions based on our current knowledge, expectations, and projections about future events. This presentation includes certain statements concerning expectations for the future that are forward-looking within the meaning of the federal securities laws. Forward-looking statements contain known and unknown risks and uncertainties (many of which are difficult to predict and beyond management's control) that may cause our actual results in future periods to differ materially from anticipated or projected results. Forward-looking statements in this presentation include, among others, statements regarding our expectations for potash and Trio® sales volumes, pricing, production, and unit economics. An extensive list of specific material risks and uncertainties affecting Intrepid is contained in our Annual Report on Form 10-K for the year ended December 31, 2023, and other quarterly and current reports filed with the Securities and Exchange Commission from time to time. Any forward-looking statements in this presentation are made as of the date of this presentation, and Intrepid undertakes no obligation to update or revise any forward-looking statements to reflect new information or events.

Certain data and other market information used in this presentation are based on independent industry publications, government publications, and other published independent sources. Although we believe these third-party sources are reliable as of their respective dates, we have not independently verified the accuracy or completeness of this information. The industry in which we operate is subject to a high degree of uncertainty and risk due to a variety of factors, which could cause our results to differ materially from those expressed in these third-party publications. See Appendix for non-GAAP reconciliations.

Unless otherwise noted, any references to “IPI,” “we,” “us,” “the Company,” or “our” includes Intrepid Potash, Inc. and its consolidated subsidiaries.

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Company Overview & Driving Shareholder Value

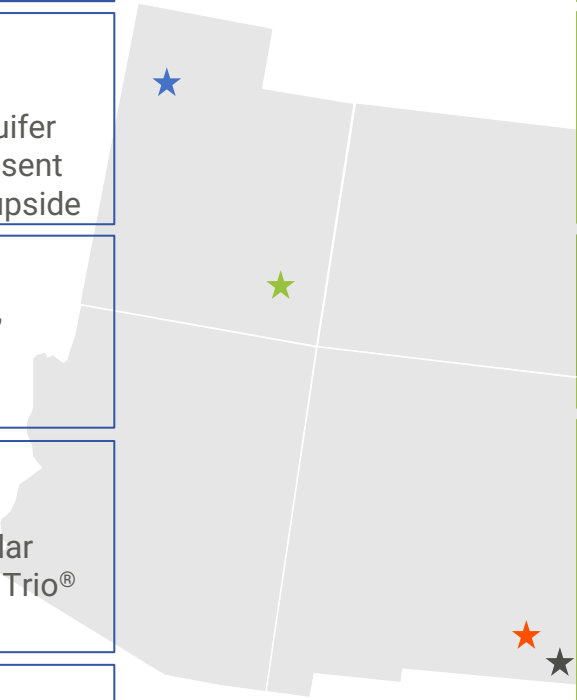
Key Assets & Corporate Profile



Delivering On Key Strategic Priority: Reversing Declining Potash⁽¹⁾ Production Trend

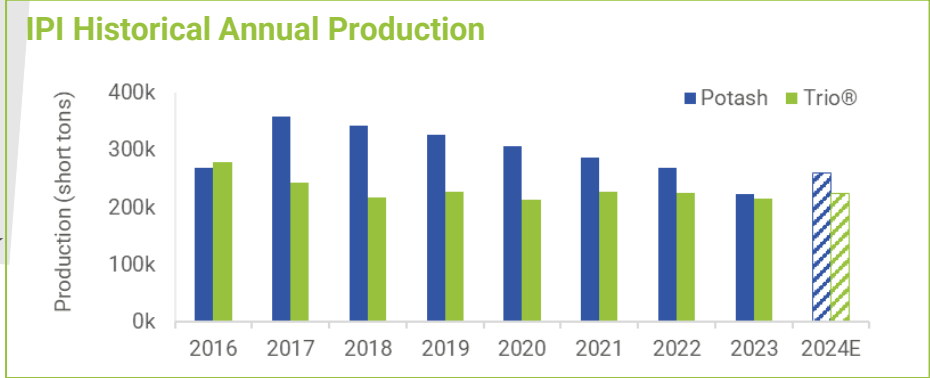
Key Assets

- Wendover, UT Solar Brine Recovery Mine** ★
 - Acquired in 2004; potash is primarily produced from naturally occurring brines sourced from a shallow aquifer and deep-brine wells; the lithium resource already present in our mag chloride brine (fee-owned) offers growth upside
- Moab, UT Solar Solution Mine** ★
 - Acquired in 2000; solution mining occurs in two beds, Potash Bed 5 (original mine workings) and Bed 9 (horizontally drilled caverns)
- Carlsbad, NM HB Solar Solution Mine & Conventional East Trio[®] Underground Mine** ★
 - Acquired in 2004; potash is produced from the HB solar solution mine by flooding original mine workings and Trio[®] is produced from a conventional underground mine
- Intrepid South in Eddy & Lea Counties, NM** ★
 - Acquired in 2019; key products are water/brine sales and surface agreements



Corporate Profile

- Key Highlights⁽²⁾**
- Corporate HQ:** Denver, CO
 - Ticker:** IPI (NYSE)
 - Shares Outstanding:** 12.9mm
 - Market Cap:** \$281mm
 - Net Debt:** (\$51mm)
 - Enterprise Value:** \$230mm



Why Invest In IPI?



Capitalizing On Our Unique Positioning & Opportunity

The Only Potash⁽¹⁾ Producer in the United States

- Having existing facilities/infrastructure (e.g. rail) helps protect this positioning
- Proximity to key markets drives logistics, transportation, and price advantages

Increasing Potash Production

- Initial results of our potash asset revitalization process evident in Q2/24 production
- Higher production drives significant improvement in unit economics

Strong Balance Sheet & Liquidity Position

- No long-term debt and no outstanding borrowings on our \$150mm credit facility
- Cash balance of \$51mm⁽²⁾

Long-Life Reserves & Resources

- Multi-decade reserve lives lowers terminal value risk
- Potash resources provide significant upside to defined reserves in mine plans

Solid Potash & Agriculture Fundamentals

- Global potash demand returning to hist. growth; balanced supply/demand outlook
- U.S. farmers in solid financial position and continue to maximize yields

Lithium Resource & Byproducts Offer Growth Upside

- Working with potential partners on lithium resource in our mag chloride brine⁽³⁾
- Byproducts are high-margin business lines experiencing organic growth (e.g. brine)

Key Catalysts for the Equity

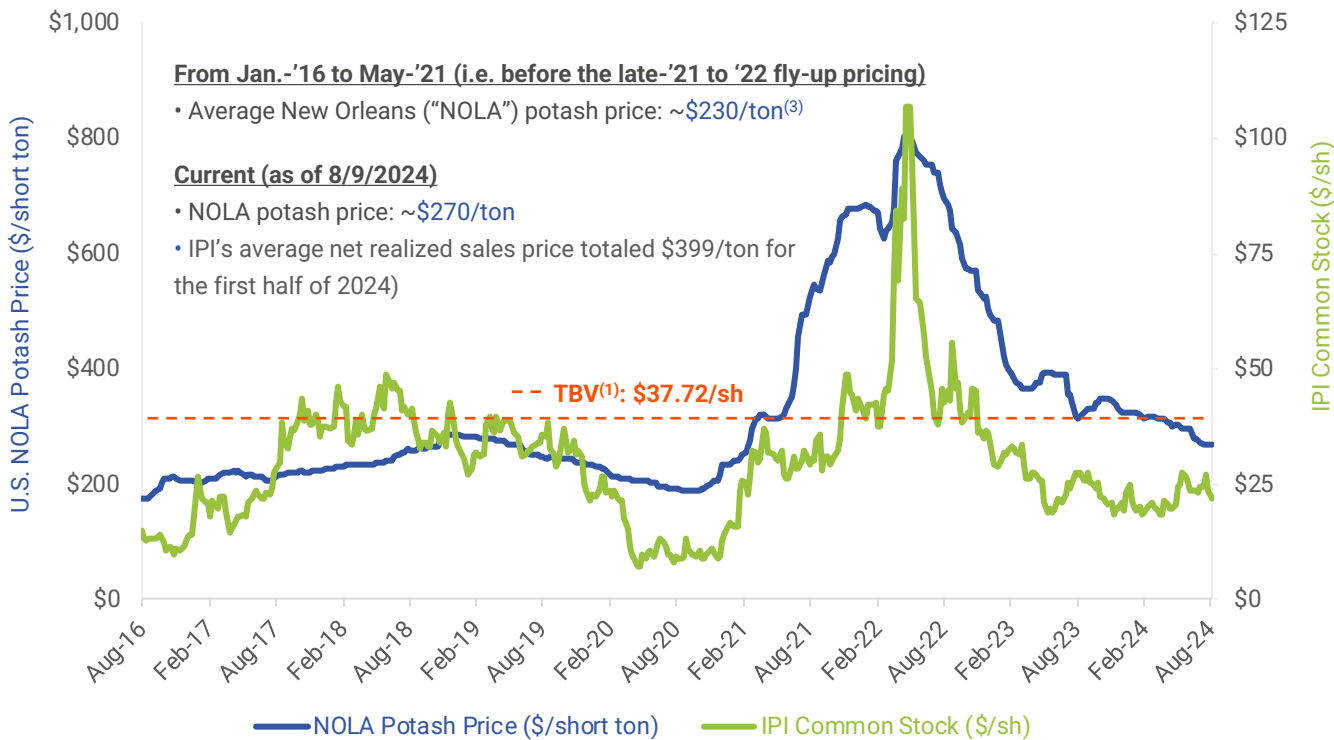
- Improving unit economics from higher potash production
- Guaranteed \$50mm from XTO (w/an additional \$100mm in potential payments)⁽⁴⁾

Correcting the Valuation Gap Creates Clear Upside for IPI



Tangible Book Value ("TBV") per Share⁽¹⁾ Significantly Higher Than Current Share Price

U.S. NOLA Potash Price vs. IPI Common Stock



Key Takeaways in Addressing Shareholder Value

- The equity has been heavily punished for lower potash production and the corresponding impact to our unit economics**
 - Correcting this has been the primary strategic priority for Intrepid
 - Two years into potash asset revitalization process: first key production inflection in Q2/24 production and 2024 production forecast is +15% vs. 2023
- Strong balance sheet and liquidity – December 2023 XTO deal⁽²⁾ significantly strengthens this position**
 - No borrowings on our credit facility and our cash position is ~\$51mm
 - Potential remaining payments from XTO⁽²⁾ total up to \$150mm ("access fee" and "access realization fee" → see Slide 7)
- Long-life reserves/resources lowers terminal value risk**
- Focused on improving underperforming and underutilized assets**
 - We have taken several measures to improve our margins in Trio[®]; lithium project and byproducts offer potential growth upside
- Outlook is more constructive vs. recent period from '16-'21**
 - Potash prices are ~20% higher than recent period from '16-'21 and our recent declining production trend is reversing higher

Source: Bloomberg

Outlook Significantly De-Risked Following December 2023 Agreement with XTO



\$50mm Additional Guaranteed & Up To an Additional \$100mm in Potential Payments

Key Takeaways

| | | |
|----|---|---|
| #1 | Balance Sheet Cash Funds 2024 Capital Budget ⁽¹⁾ | Cooperative Development Agreement Third Amendment Highlights – Announced 12/12/2023 |
| #2 | No Long-Term Debt & Credit Facility Has Maturity of Aug.-'27 | Parties in the Agreement <ul style="list-style-type: none"> Intrepid Potash Inc./Intrepid-Potash New Mexico LLC (“Intrepid”) and XTO Holdings LLC/XTO Delaware Basin LLC (“XTO”); XTO is a subsidiary of ExxonMobil Corporation |
| #3 | IPI Will Receive Up To an Additional \$150mm | Consideration <ul style="list-style-type: none"> Intrepid agrees to support and not oppose XTO’s development and operation of XTO’s oil and gas interests within the Designated Potash Area In consideration, Intrepid receives: <ol style="list-style-type: none"> \$50mm in initial payments (<i>already received</i>; \$5mm paid 12/12/2023 and \$45mm paid 1/2/2024) \$50mm Access Fee (payment is guaranteed but timing is uncertain; this payment takes effect within 90 days upon the earlier occurrence of): <ol style="list-style-type: none"> the approval of the first new or expanded drilling island within a specific area to be used by XTO; and within seven years of the Amendment Effective Date (1/1/2024) Up to \$100mm Access Realization Fee (not guaranteed, subject to certain additional drilling activities by XTO) |
| #4 | Cash Runway Until Potash Unit Economics Start to Improve ⁽²⁾ | Designated Potash Area <ul style="list-style-type: none"> Covers ~498k acres in Southeastern New Mexico, which includes ~351k acres of Bureau of Land Management (“BLM”) managed surface acres; subject to the 2012 Secretary’s Order No. 3324⁽³⁾ |

Financial Highlights & Potash Production

H1/24 Company Highlights & Updates



Q2/24: Potash Production Inflecting Higher & Improving Performance in Trio®

Corporate

Highlights:

| Key Metrics | Q2/24 | H1/24 |
|--|----------|----------|
| Adjusted EBITDA ⁽¹⁾ | \$9.2mm | \$17.0mm |
| Cash Flow from Operations ⁽²⁾ | \$27.7mm | \$69.3mm |

No Long-Term Debt & Cash of ~\$51mm as of 7/31/2024

July 10, 2024 Management & Board Key Updates:

- We announced that Barth Whitham was appointed as Chair of the Board and the Board initiated search process for a new CEO
- Matt Preston, CFO, continues to serve as acting principal executive officer

Lithium Project Update:

- We continue to advance our lithium project in Wendover and are in the process of reviewing proposals from multiple partners (see Slide 15 for more details)

Potash

Highlights:

| Key Metrics | Q2/24 | H1/24 |
|---------------------------------------|-------|-------|
| Sales Volumes (in short tons) | 55k | 129k |
| Average NRSP ⁽¹⁾ (per ton) | \$405 | \$399 |
| Production (in short tons) | 40k | 127k |

Project Updates:

- Continued progress on project execution for revitalization of potash assets
- Successfully commissioned IP30B extraction well in June 2024 and expect to commission Phase 2 of New Injection Pipeline in Q3/24

Q3/24 Guidance:

- Sales volumes of 45-55k tons at an average net realized sales price of \$340-\$350/ton

Trio®

Highlights:

| Key Metrics | Q2/24 | H1/24 |
|---------------------------------------|-------|-------|
| Sales Volumes (in short tons) | 63k | 154k |
| Average NRSP ⁽¹⁾ (per ton) | \$314 | \$306 |
| Production (in short tons) | 68k | 122k |

Operational Efficiencies:

- Strong efficiencies from two new continuous miners⁽³⁾, reduced operating schedule, and restart of fine langbeinite recovery system
- For the first six months ended June 30, 2024, our Trio® segment cost of goods sold totaled \$284/ton, which compares to the same prior-year figure of \$320/ton

Q3/24 Guidance:

- Sales volumes of 40-45k tons at an average net realized sales price of \$300-\$310/ton

Key Drivers of Higher Potash Production



Maximizing Our Brine Availability Is the Foundation of Increasing Our Production

Maximizing Our Brine Availability

- HB Solar Solution Mine**
 - Injection/extraction ratio >1.0x is key to sustain development of high-grade brine ⁽¹⁾
 - Exploring viability of increasing the ore we can target at HB with potential of the AMAX Cavern
- Moab Solar Solution Mine**
 - Most consistent asset → inject brine into original mine workings (Bed 5) and horizontal caverns (Bed 9)
 - Cavern 4 creates new ore to target for many years (plan to drill more caverns over time)
- Wendover Brine Recovery Mine**
 - Creating a larger scale primary pond (“PP”) area = more brine storage/availability
 - This increases production of all products (potash, mag chloride, salt, and lithium)

#1 Maximize Brine Availability

#2 Allow for Sufficient Residence Time

- #4 Which Improves Our:
- Potash production
 - Unit economics
 - Byproduct production
 - Cash flow

#3 Which Develops High-Grade Brine for Extraction

Recent Highlights

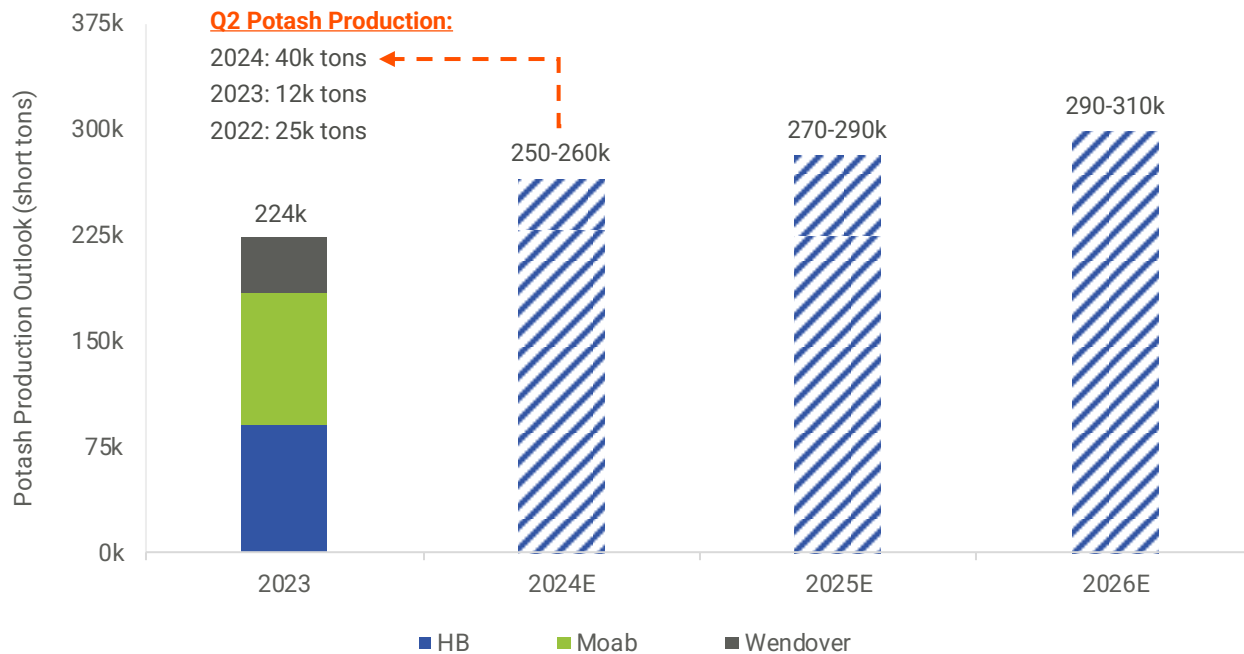
- HB Solar Solution Mine**
 - Since Oct.-’23, have been extracting the best brine at HB in six years from the Eddy Cavern
 - Commissioned new IP30B extraction well in June 2024; will be key brine extraction point for Eddy Cavern going forward
 - Commissioning of Phase 2 of New Brine Injection Pipeline expected in Q3/24; designed to significantly improve injection rates at HB
- Moab Solar Solution Mine**
 - Cavern 4 – drilled in Summer of 2023 – is first new horizontal cavern since 2013
- Wendover Brine Recovery Mine**
 - Already filling PP7 with brine; it will increase our primary pond brine storage/availability by ~50%

Our Potash Production Is Inflecting Higher: First Indication Evident In Q2/24 Results



Our Long-life Reserves & Resources Can Support Higher Production for Many Years

Potash Production Outlook⁽¹⁾



Est. Potash Product Tons in Reserves⁽²⁾

>8mm Tons → Reserves are part of the mine plans; combined reserve lives of >20 Years

Est. Potash Tons in Sylvinitic Resources⁽²⁾

>100mm Tons → Resources “transfer” to reserves as 25-year mine plans for each location are updated

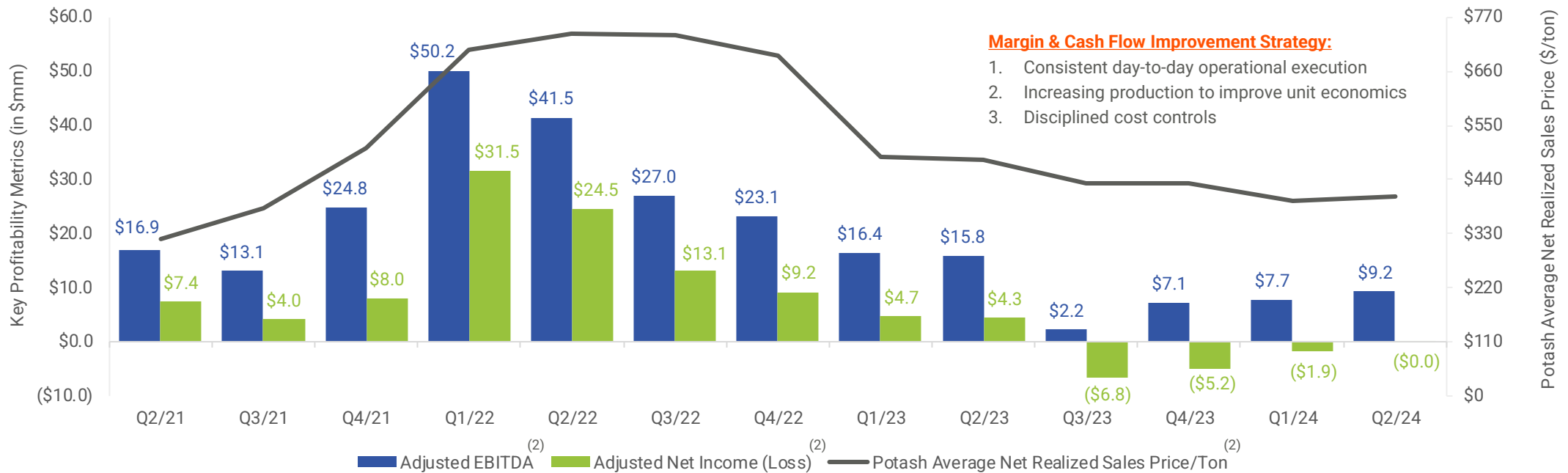
Note: Key factors that could impact the potash production forecast include brine availability, brine grade, evaporation scenario, and level of capital investment.

Lower Potash Production & Sales Volumes Currently Pressuring Our Profitability...



#1 Strategic Priority is Correcting This Trend – First Inflection Occurred in Q2/24⁽¹⁾

Improving Unit Economics by Means of Higher Production is the #1 Strategic Priority - Early Signs of Success Now Evident

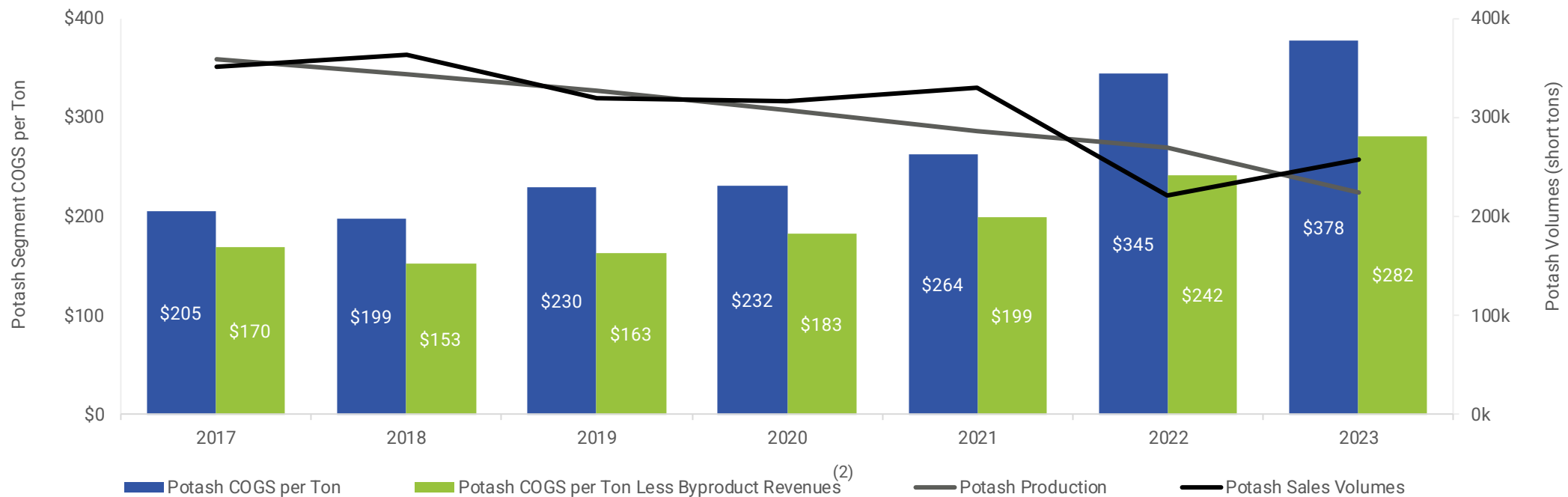


...But Higher Potash Production Will Significantly Improve Our Unit Economics



We Estimate Our Potash Segment COGS per Ton Can Improve 20-30%⁽¹⁾ by 2026

Potash Segment COGS per Ton Has Inverse Relationship to Production & Sales Volumes

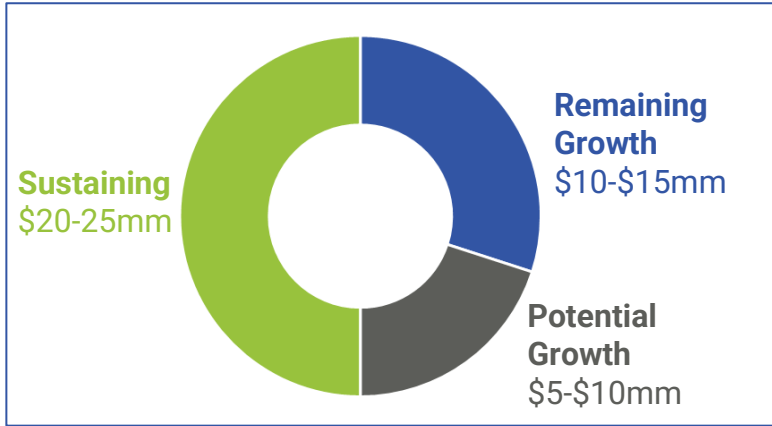


2024 Budget & Capital Allocation Priorities



Growth Capital Spending Expected to Moderate; DTAs⁽¹⁾ Minimize Cash Taxes

2024 Capital Budget: \$40-\$50mm



Key Projects

- Completion of Projects that Started in 2023**
- HB**
 - Phase 2 of New Injection Pipeline at HB
 - Replacement Extraction Well at HB ("IP30B")
 - Wendover**
 - New Primary Pond at Wendover ("PP7")
 - Moab**
 - Various sustaining projects; Moab has been our most consistent potash asset

Balance Sheet & Liquidity

Recent Deal with XTO Boosts Liquidity

- \$50mm in "initial" payments → already received; \$50mm "Access Fee" and up to \$100mm "Access Realization Fee"

No Long-Term Debt

- Cash position of approximately \$51mm as of 7/31/2024
- Untapped \$150mm revolver; maturity of Aug. '27

Net DTAs⁽¹⁾ Total Approximately \$195mm

| | | |
|----|---|---|
| #1 | Increase Potash Production | Demonstrate operational execution related to potash investments |
| #2 | Maintain Strong Balance Sheet & Liquidity Position | Continue to prioritize low leverage and robust liquidity position |
| #3 | Disciplined Growth Investments | Lithium project offers growth upside; evaluate AMAX Cavern at HB ⁽²⁾ |
| #4 | Opportunistic Share Repurchases | ~\$13mm remaining under share repurchase program |

Other Key Growth Opportunities & Competitive Advantages



Lithium Offers Growth Upside; Continued Focus on Margin Improvement & Byproducts

Other Key Growth Project Opportunities

Lithium Resource in Mag Chloride Brine at Wendover

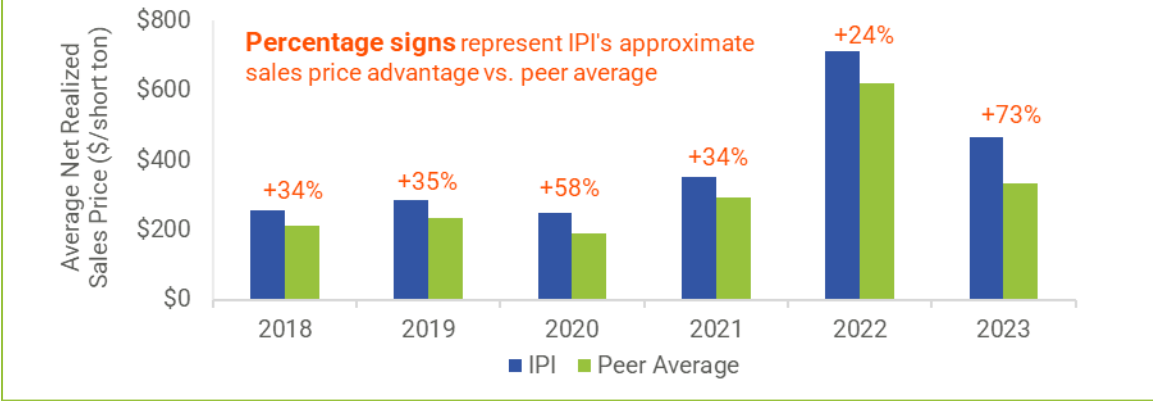
- Engaged PEP⁽¹⁾ as an advisor to help maximize the value of the lithium resource and evaluate direct lithium extraction technologies
- Lithium concentration has been measured at ~1,500 parts per million (“ppm”); the resource is estimated to support ~2k tons of lithium carbonate (“Li₂CO₃”) production per year → Li₂CO₃ is currently trading at ~US\$12k/ton
- Plan to pursue a royalty structure/JV to limit Intrepid’s capital, risk, and costs; reviewing proposals from multiple groups

Trio[®] Margin Improvement & Growing Our Byproduct Sales

- Trio[®]**: Efficiencies from the two continuous miners placed into service in ‘23 and operation of our fine langbeinite recovery system is driving (1) improved cost structure/unit economics and (2) increased production; our Trio[®] segment COGS/ton improved from \$320 to \$284⁽²⁾
- Byproducts**: Help improve underlying cash flow, with brine sales being a key organic growth opportunity; we are on track to have highest annual brine sales in 2024 in company history (previous high was \$8.3mm in 2023)

Key Competitive Advantages

- The only U.S.-based potash producer
- All our potash is produced from solar solution mining → this is a more environmentally-friendly production method and offers safety advantages
- Premium-priced specialty products: Organic Materials Review Institute-Listed & Safe Feed/Safe Food
- Diversified sales mix into agriculture, feed, & industrial markets
- Proximity to key markets provides logistics and transportation advantages which helps drive higher netbacks vs. peers⁽³⁾



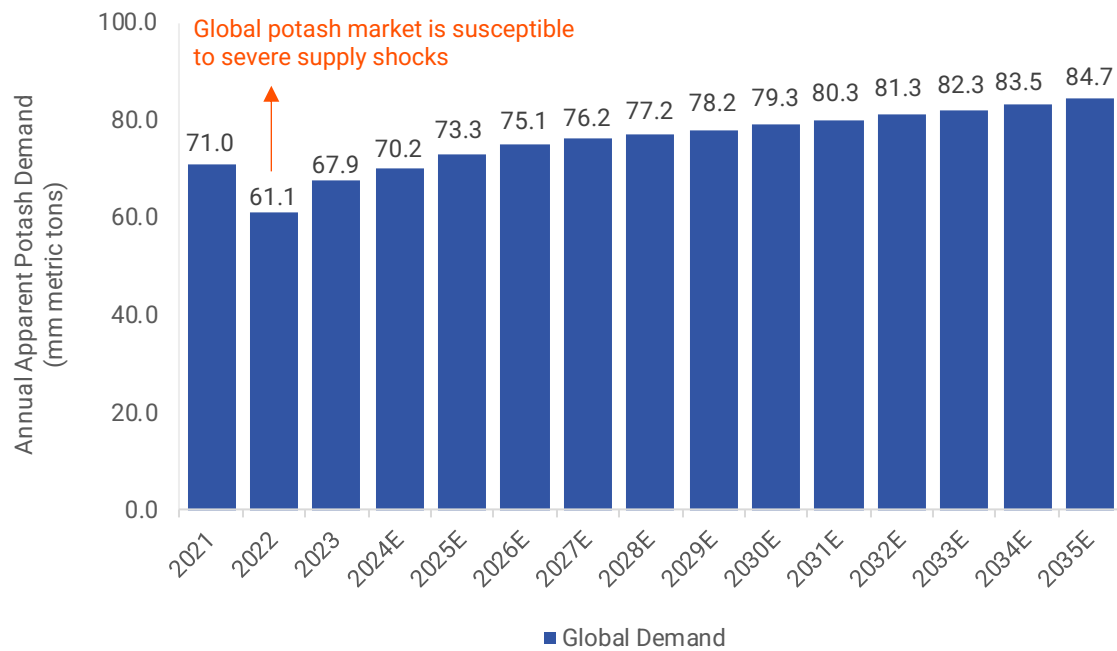
Market Outlook & Final Takeaways

Constructive Outlook for Global Potash Market

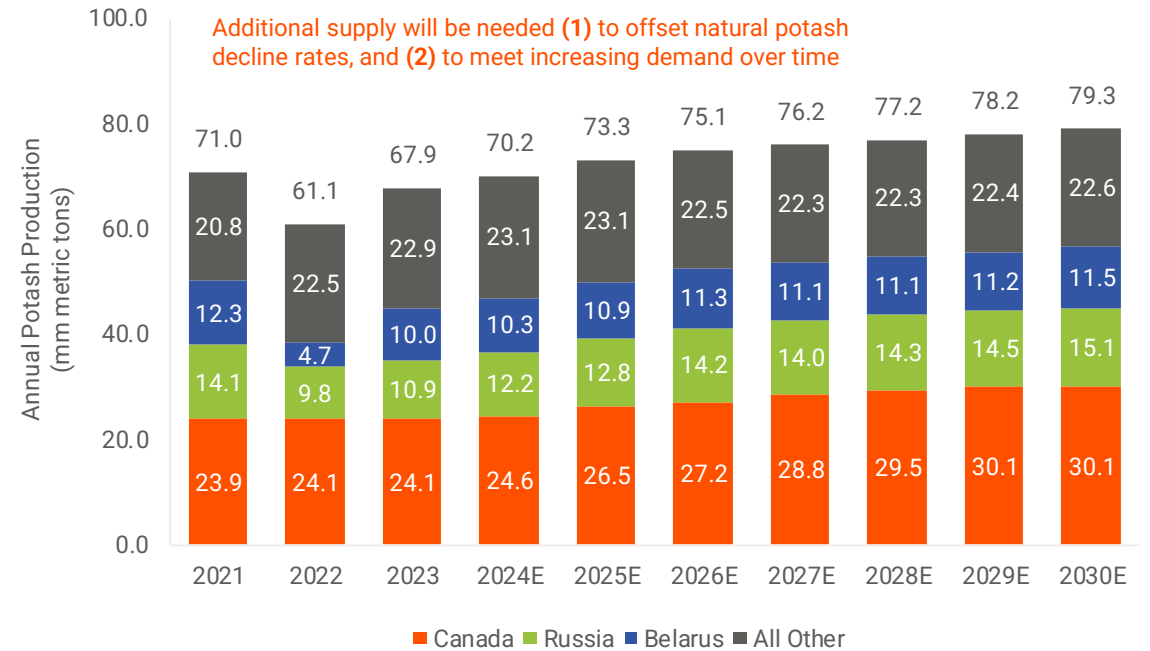


Pricing Support from Global Demand Returning to Trendline Growth

Long-Term Potash Demand Getting Back to Trendline Growth of ~2% CAGR



Global Supply Still Faces Risks & Heavily Reliant on Eastern European Tons

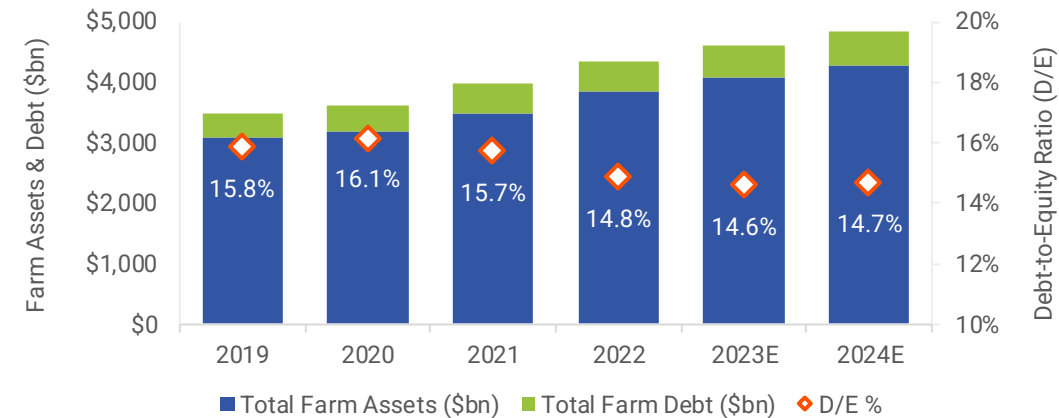
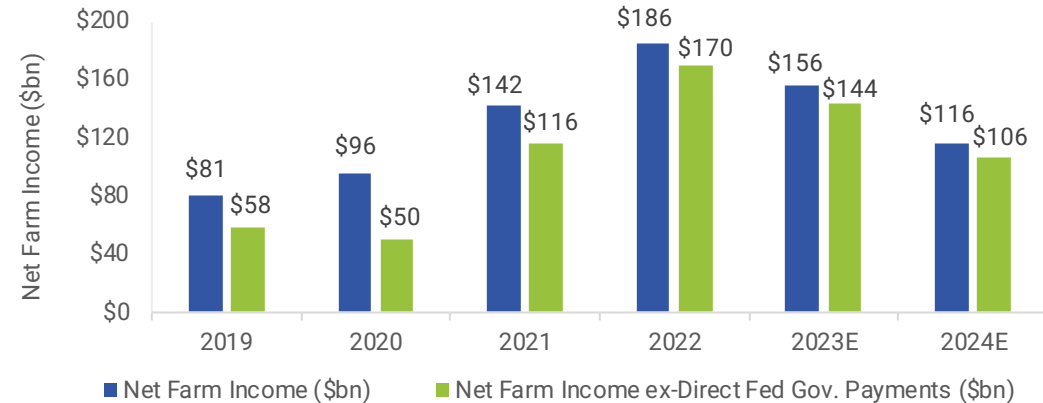


Source: S&P Global/Fertecon July 2024 Potash Outlook

U.S. Farmer Financial Position & Outlook for 2024

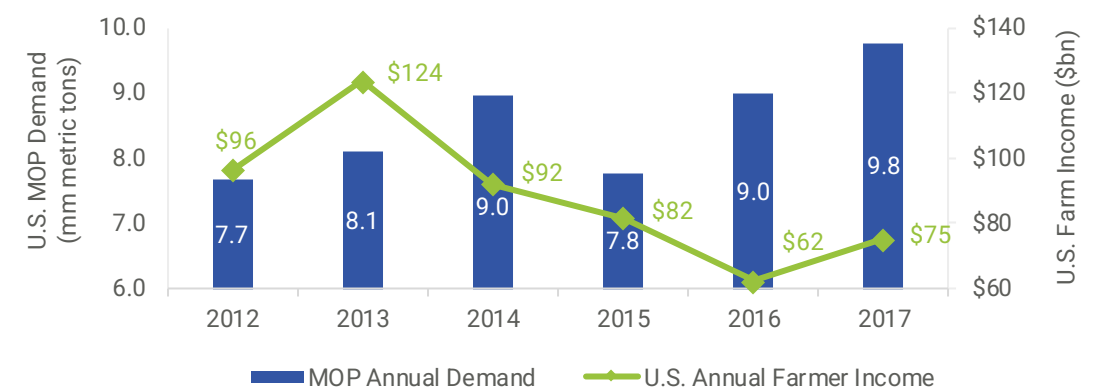


U.S. Farmers Well-Positioned Even with Moderating Profitability



Source: United States Department of Agriculture Economic Research Service

In Recent Period of Moderating U.S. Farm Incomes, MOP Demand Was Resilient



Source: Bloomberg, S&P Global/Fertecon, United States Department of Agriculture

University of Illinois farmdoc 2024 Outlook - Central Illinois

| Est. Breakeven Prices to Cover (\$/bushel) | Corn | Soybeans |
|---|--------|----------|
| Non-Land Costs | \$3.30 | \$6.83 |
| Total Costs (including land) | \$4.83 | \$11.61 |
| Est. Fertilizer Costs ⁽¹⁾ | Corn | Soybeans |
| Fertilizer as % of Total Non-Land Costs | 23% | 14% |
| Fertilizer as % of Total Costs (including land) | 16% | 8% |

Source: University of Illinois farmdoc July 2024

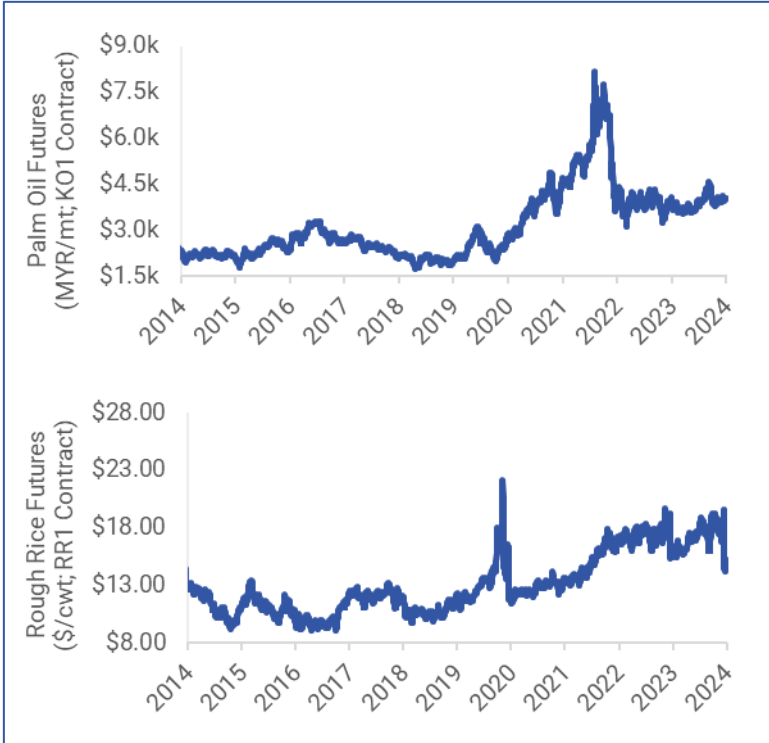
Note: This table applies to only Illinois farmers, but in the U.S., [the USDA estimates](#) that approximately of 60% of farmland is operated by the owner (i.e. no land costs).

Update on Futures Prices for Crops that Consume Higher Amounts of Potash



Strength in Key International Crop Futures, Corn/Soybeans at Historical Levels

Palm Oil⁽¹⁾ & Rice



Cocoa & Coffee



Corn & Soybeans



Source (for all six charts): Bloomberg

Final Takeaways



Focused On Getting Appropriate Value Back in the Equity

Increasing Potash Production is #1 Focus

- Significantly improving our unit economics is in our control
- Will help correct valuation gap between underlying asset values and share price

Inflection to Higher Potash Production Evident in Q2/24 Results

- Key growth projects started two years ago, now seeing tangible results
- Our goal is for sustained higher potash production over the long-term

Capitalizing on Long-Life Reserves & Resources

- Our defined reserves have multi-decade lives
- Our resources add significantly higher upside

Strong Balance Sheet & Liquidity Position

- No long-term debt and cash balance of \$51mm
- Potential additional payments from XTO and DTA's enhance liquidity projections

Lithium Resource & Byproducts Offer Growth Upside

- Getting close to selecting partner for lithium project
- Strategy to drive organic growth in high-margin byproduct business lines

Key Strategic Goals Have Been Set, Now Focused on Execution

- Majority of growth projects set to be commissioned by end of year
- Operational plant managers have lengthy experience with Intrepid

Company-Wide Focus on Operational Efficiencies & Cost Discipline

- Goal to improve margins and cash flow
- Unlock operational efficiencies like we are experiencing with Trio[®]

Appendix

Non-GAAP Reconciliations: Adjusted Net Income (Loss) & Adjusted EBITDA



(in thousands)

| | Q1/21 | | Q2/21 | | Q3/21 | | Q4/21 |
|---|---------------|---|-----------------|---|--------------|---|------------------|
| Net Income | \$2,451 | Net Income | \$19,499 | Net Income | \$4,023 | Net Income | \$223,860 |
| Loss on sale of assets | <u>2</u> | (Gain) on sale of assets | (2,567) | Loss on sale of assets | <u>5</u> | Loss on sale of assets | 18 |
| Total adjustments | <u>2</u> | Gain on extinguishment of debt | (10,113) | Total adjustments | <u>5</u> | Valuation allowance for deferred tax assets | <u>(215,910)</u> |
| Adjusted Net Income | \$2,453 | Write-off of deferred financing fees | 60 | Adjusted Net Income | \$4,028 | Total adjustments | <u>(215,892)</u> |
| | | Make-whole payment | <u>503</u> | | | Adjusted Net Income | \$7,968 |
| Net Income | \$2,451 | Total adjustments | <u>(12,117)</u> | Net Income | \$4,023 | | |
| Loss on sale of assets | 2 | Adjusted Net Income | \$7,382 | Loss on sale of assets | 5 | Net Income | \$223,860 |
| Interest Expense | 426 | | | Interest expense | 82 | Loss on sale of assets | 18 |
| Depreciation, depletion, and amortization | 9,481 | Net Income | \$19,499 | Depreciation, depletion, and amortization | 8,430 | Interest expense | 42 |
| Amortization of intangible assets | 80 | (Gain) on sale of assets | (2,567) | Amortization of intangible assets | 80 | Income tax (benefit) | (208,869) |
| Accretion of asset retirement obligation | <u>441</u> | Gain on extinguishment of debt | (10,113) | Accretion of asset retirement obligation | <u>441</u> | Depreciation, depletion, and amortization | 9,126 |
| Total adjustments | <u>10,430</u> | Interest expense | 918 | Total adjustments | <u>9,038</u> | Amortization of intangible assets | 81 |
| Adjusted EBITDA | \$12,881 | Depreciation, depletion, and amortization | 8,598 | Adjusted EBITDA | \$13,061 | Accretion of asset retirement obligation | <u>535</u> |
| | | Amortization of intangible assets | 81 | | | Total adjustments | <u>(199,067)</u> |
| | | Accretion of asset retirement obligation | <u>441</u> | | | Adjusted EBITDA | \$24,793 |
| | | Total adjustments | <u>(2,642)</u> | | | | |
| | | Adjusted EBITDA | \$16,857 | | | | |

Non-GAAP Reconciliations: Adjusted Net Income (Loss) & Adjusted EBITDA



(in thousands)

| | Q1/22 | Q2/22 | Q3/22 | Q4/22 |
|---|----------|----------|----------|----------|
| Net Income | \$31,422 | \$23,708 | \$13,108 | \$3,982 |
| Loss on sale of assets | 100 | 1,066 | 10 | 6,294 |
| Calculated income tax effect | (26) | (277) | (3) | 700 |
| Total adjustments | 74 | 789 | 7 | (1,818) |
| Adjusted Net Income | \$31,496 | \$24,497 | \$13,115 | \$9,158 |
| Net Income | \$31,422 | \$23,708 | \$13,108 | \$3,982 |
| Loss on sale of assets | 100 | 1,066 | 10 | 6,294 |
| Interest expense | 33 | 24 | 28 | 16 |
| Income tax expense | 9,139 | 8,089 | 4,903 | 2,158 |
| Depreciation, depletion, and amortization | 8,898 | 8,025 | 8,362 | 9,426 |
| Amortization of intangible assets | 80 | 81 | 80 | 81 |
| Accretion of asset retirement obligation | 490 | 490 | 491 | 490 |
| Total adjustments | 18,740 | 17,775 | 13,874 | 19,165 |
| Adjusted EBITDA | \$50,162 | \$41,483 | \$26,982 | \$23,147 |

Non-GAAP Reconciliations: Adjusted Net Income (Loss) & Adjusted EBITDA



(in thousands)

| | Q1/23 | Q2/23 | Q3/23 | Q4/23 |
|---|----------|----------|---|------------|
| Net Income | \$4,506 | \$4,305 | Net (Loss) | (\$7,196) |
| Loss on sale of assets | 200 | (7) | Impairment of long-lived assets | 521 |
| Calculated income tax effect | (52) | 2 | Loss on sale of assets | 59 |
| Total adjustments | 148 | (5) | Calculated income tax effect | (151) |
| Adjusted Net Income | \$4,654 | \$4,300 | Total adjustments | 429 |
| | | | Adjusted Net (Loss) | (\$6,767) |
| Net Income | \$4,506 | \$4,305 | Net (Loss) | (\$7,196) |
| Loss on sale of assets | 200 | (7) | Impairment of long-lived assets | 521 |
| Income tax expense | 1,787 | 2,023 | Loss on sale of assets | 59 |
| Depreciation, depletion, and amortization | 9,292 | 8,892 | Income tax (benefit) | (1,917) |
| Amortization of intangible assets | 80 | 80 | Depreciation, depletion, and amortization | 10,122 |
| Accretion of asset retirement obligation | 535 | 535 | Amortization of intangible assets | 80 |
| Total adjustments | 11,894 | 11,523 | Accretion of asset retirement obligation | 535 |
| Adjusted EBITDA | \$16,400 | \$15,828 | Total adjustments | 9,400 |
| | | | Adjusted EBITDA | \$2,204 |
| | | | Net (Loss) | (\$37,288) |
| | | | Impairment of long-lived assets | 42,767 |
| | | | Loss on sale of assets | 555 |
| | | | Calculated income tax effect | (11,264) |
| | | | Total adjustments | 32,058 |
| | | | Adjusted Net (Loss) | (\$5,230) |
| | | | Net (Loss) | (\$37,288) |
| | | | Impairment of long-lived assets | 42,767 |
| | | | Loss on sale of assets | 555 |
| | | | Income tax (benefit) | (10,282) |
| | | | Depreciation, depletion, and amortization | 10,773 |
| | | | Amortization of intangible assets | 81 |
| | | | Accretion of asset retirement obligation | 535 |
| | | | Total adjustments | 44,429 |
| | | | Adjusted EBITDA | \$7,141 |

Non-GAAP Reconciliations: Adjusted Net Income (Loss) & Adjusted EBITDA



(in thousands)

| | Q1/24 | | Q2/24 |
|---|---------------|---|---------------|
| Net (Loss) | (\$3,130) | Net (Loss) | (\$833) |
| Impairment of long-lived assets | 1,377 | Impairment of long-lived assets | 831 |
| Loss on sale of assets | 251 | Loss on sale of assets | 241 |
| Calculated income tax effect | <u>(423)</u> | Calculated income tax effect | <u>(279)</u> |
| Total adjustments | <u>1,205</u> | Total adjustments | <u>793</u> |
| Adjusted Net (Loss) | (\$1,925) | Adjusted Net (Loss) | (\$40) |
| | | | |
| Net (Loss) | (\$3,130) | Net (Loss) | (\$833) |
| Impairment of long-lived assets | 1,377 | Impairment of long-lived assets | 831 |
| Loss on sale of assets | 251 | Loss on sale of assets | 241 |
| Income tax (benefit) | (775) | Income tax (benefit) | (304) |
| Depreciation, depletion, and amortization | 9,304 | Depreciation, depletion, and amortization | 8,594 |
| Amortization of intangible assets | 80 | Amortization of intangible assets | 84 |
| Accretion of asset retirement obligation | <u>622</u> | Accretion of asset retirement obligation | <u>622</u> |
| Total adjustments | <u>10,859</u> | Total adjustments | <u>10,068</u> |
| Adjusted EBITDA | \$7,729 | Adjusted EBITDA | \$9,235 |

Non-GAAP Reconciliations: Potash Segment Average Net Realized Sales Price per Ton



(in thousands except per ton figures)

| | Q1/21 | Q2/21 | Q3/21 | Q4/21 | Q1/22 | Q2/22 | Q3/22 | Q4/22 | Q1/23 | Q2/23 | Q3/23 | Q4/23 | Q1/24 | Q2/24 |
|--|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Total Segment Sales | \$43,578 | \$37,693 | \$31,673 | \$38,807 | \$56,442 | \$48,827 | \$42,354 | \$43,756 | \$52,497 | \$47,264 | \$27,602 | \$28,557 | \$37,576 | \$30,034 |
| Less: Segment byproduct sales | 5,784 | 4,812 | 5,100 | 5,596 | 4,820 | 4,942 | 6,177 | 6,869 | 5,342 | 6,158 | 5,622 | 7,592 | 5,164 | 5,896 |
| Freight Costs | 4,809 | 3,486 | 2,879 | 2,465 | 3,124 | 2,563 | 2,430 | 2,219 | 3,992 | 3,272 | 2,057 | 1,590 | 3,146 | 1,871 |
| Subtotal | \$32,985 | \$29,395 | \$23,694 | \$30,746 | \$48,498 | \$41,322 | \$33,747 | \$34,668 | \$43,163 | \$37,834 | \$19,923 | \$19,375 | \$29,266 | \$22,267 |
| Divided by: | | | | | | | | | | | | | | |
| Tons sold | 117 | 92 | 62 | 61 | 69 | 56 | 46 | 50 | 89 | 79 | 46 | 45 | 74 | 55 |
| Average net realized sales price per ton | \$282 | \$319 | \$381 | \$504 | \$703 | \$738 | \$734 | \$693 | \$485 | \$479 | \$433 | \$431 | \$395 | \$405 |

Non-GAAP Reconciliations: Potash Segment COGS per Ton



(in thousands except per ton figures)

Potash Segment COGS per Ton Table

| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|----------|----------|----------|----------|----------|----------|----------|
| Potash Segment COGS | \$72,229 | \$72,322 | \$73,401 | \$73,496 | \$87,281 | \$76,524 | \$97,452 |
| Potash Segment Byproduct Revenue | \$12,377 | \$16,586 | \$21,245 | \$15,560 | \$21,291 | \$22,807 | \$24,714 |
| Potash Sales | 352 | 364 | 319 | 317 | 331 | 222 | 258 |
| Potash Segment COGS per Ton | \$205 | \$199 | \$230 | \$232 | \$264 | \$345 | \$378 |
| Potash Segment COGS Less Byproduct Revenue per Ton | \$170 | \$153 | \$163 | \$183 | \$199 | \$242 | \$282 |

Non-GAAP Reconciliations: Tangible Book Value per Share



(in thousands except per share figures)

| | 6/30/2024 |
|--------------------------------|------------------|
| Stockholder's Equity | \$682,248 |
| Less: Deferred Tax Assets | <u>\$195,337</u> |
| Tangible Book Value | <u>\$486,911</u> |
| Divided by: Shares Outstanding | <u>12,908</u> |
| Tangible Book Value per Share | \$37.72 |