

## 2015 ANNUAL MANAGEMENT REPORT SQM S.A. DIRECTORS COMMITTEE

Pursuant to the provisions of Article 50 bis of the Law 18,046 – on Corporations- and Bulletin No. 1,956 of the Superintendence of Securities and Insurance, the Directors Committee of Sociedad Quimica y Minera de Chile S.A. (SQM or the Company) has prepared and subsequently unanimously approved this "2015 Annual Management Report" by said Committee so that it may be included entirely or partially in the Company's 2015 Annual Report and also be informed at the Ordinary Annual Shareholders Meeting of SQM to be held on Tuesday, April 26, 2016.

### 1. Activities performed.

During 2015, the Directors' Committee of SQM (the "Committee") essentially analyzed **-one-** the Company's Unaudited Financial Statements and Reports **-two-** the Company's Audited Financial Statements and Reports **-three-** the Reports and proposals of External Auditors, Accounts Inspectors, and Independent Risk Rating Agencies for the Company **-four-** the proposal to SQM's Board of Directors about the External Auditors and Independent Rating Agencies that the Board could recommend to the respective Shareholders' Meeting for their subsequent appointment **- five-** the tax and other services, other than audit services, provided by the Company's External Auditors for the Company and its subsidiaries in Chile and abroad **-six-** the remuneration and compensation plans for the Company's main executives **-seven-** the information related to the Company's operations as referred to in Title XVI of the Corporations Act **-eight-** the Report on Internal Control of the Company and **-nine-** the various matters referred to in the "Directors Committee" section of SQM's Financial Statements as of December 31, 2015 and which form part of the Company's "2015 Annual Report" that is at the entire disposal of Shareholders.

In this context and regarding the above, the Committee:

- (a) Examined the information regarding the Financial Statements of SQM for the 2014 business year and the Report issued thereon by the External Auditors of SQM.- Similarly, it also examined the Company's Interim Consolidated Financial Statements for the 2015 business year.
- (b) Examined **-i-** during its **Meeting No. 101 on August 06, 2015** the subscription of one or two "Contracts for the Use of Facilities at Angamos Port" between the "SQM Group" and the "Ultramar Group" –linked to Mr. Wolf von Appen B., Director of SQM S.A.–. The Company's Directors' Committee approved said subscriptions and the Board of Directors of SQM S.A., subsequently, in its **Board of Directors Meeting No. 708 on August 25, 2015**, was informed in a timely manner about said approvals and, in turn, also confirmed that said Contracts were agreed upon with the prices, terms, and other conditions similar to those prevailing in the respective markets at the pertinent time and, consequently, the

Directors present unanimously approved their subscription with the sole abstention of the Director Mr. Von Appen– and declared that the latter does not constitute an Essential Fact for the Company –ii– during its **Meeting No. 102 on August 25, 2016** the subscription of a “Communications Advisory Services Contract” between the “SQM Group” and Extend S.A. –linked to Mr. Juan Antonio Guzmán M., Chairman of the Board of Directors of SQM S.A.–. The Company’s Directors’ Committee approved said subscription and the Board of Directors of SQM S.A., subsequently, in its **Board of Directors Meeting No. 708 on August 25, 2015**, was informed in a timely manner about said approvals and, in turn, also confirmed that said Contract was agreed upon with the prices, terms, and other conditions similar to those prevailing in the respective markets at the pertinent time and, consequently, the Directors present unanimously approved their subscription with the sole abstention of the Chairman Mr. Guzmán– and declared that the latter does not constitute an Essential Fact for the Company iii– during its **Meeting No. 104 on November 17, 2015** the subscription of between one and three “Contracts for the Use of Facilities at Angamos Port” between the “SQM Group” and the “Ultramar Group” –linked to Mr. Wolf von Appen B., Director of SQM S.A.–. The Company’s Directors’ Committee approved said subscriptions and the Board of Directors of SQM S.A., subsequently, in its **Board of Directors Meeting No. 715 on November 17, 2015**, was informed in a timely manner about said approvals and, in turn, also confirmed that said Contracts were agreed upon with the prices, terms, and other conditions similar to those prevailing in the respective markets at the pertinent time and, consequently, the Directors present unanimously approved their subscription with the sole abstention of the Director Mr. Von Appen– and declared that the latter does not constitute an Essential Fact for the Company.

- (c) Proposed to the Company’s Board of Directors the names of the External Auditors and the Independent Risk Rating Agencies for SQM and the Company’s Board of Directors, in turn, suggested their appointment to the respective Annual Ordinary Shareholders Meeting of SQM. The Company’s Board of Directors approved said suggestions and the Shareholders’ Meeting also ratified them.
- (d) Examined the remuneration system and the compensation plans for the Company’s employees and Top Executives.

## **2. Recommendations to Shareholders.**

The Committee decided to recommend the following to SQM’s Ordinary Annual Shareholders Meeting to be held on Tuesday, April 26, 2016.

- (a) To appoint Pricewaterhousecoopers Consultores, Auditores y Compañía Limitada as the external auditing company for Sociedad Química y Minera de Chile S.A. for the exercise of the business year running between January 01 and December 31, 2016.

- (b) To appoint Riesgo Humphreys Limitada, Fitch Chile Clasificadora de Riesgo Limitada and Feller Rate Clasificadora de Riesgo Limitada as the three Independent Risk Rating Agencies for Sociedad Química y Minera de Chile S.A. for the exercise of the business year running between January 01 and December 31, 2016.

### 3. Remuneration of the Committee and Expenditures.

SQM's Ordinary Annual Shareholders Meeting held on April 24, 2015 approved the following remunerations for members of the Directors Committee: ~~one~~ the payment of a fixed gross and monthly amount of 75UF (indexed monetary unit) for each of the three Directors that form part of the Company's Directors Committee and independently of the number of Directors Committee Meetings held or not during the respective month or year and for the period between May 01, 2015 and April 30, 2016. ~~two~~ the payment in national currency to each one of the three Directors of a variable gross amount equivalent to 0.02% of the total net income that SQM S.A. effectively obtains from the exercise of the business year 2015 and that results after deducting the amount due for amortization of negative goodwill and independently of the number of Directors Committee Meetings held or not during said year ~~three~~ fixed and variable amounts indicated are not subject to any charge between them and those expressed in percentages shall be paid immediately after the respective Ordinary Annual Shareholders Meeting of SQM S.A. approves the Balance Sheet, the Financial Statements, the Annual Report, the Accounts Inspectors Report, the External Auditors Report for SQM S.A. for the business year ending on December 31, 2015, and ~~four~~ the amounts expressed in UF shall be paid in Chilean pesos according to the value that the Superintendence of Banks and Financial Institutions, the Central Bank of Chile or other relevant institution that replace the latter, determine for the indexed monetary unit on the last day of the corresponding calendar month. The amounts referred to in United States of America dollars shall be converted into Chilean pesos -and consequently paid in national currency- according to the same exchange rate determined for the final dividend for the business year 2015. This Shareholders Meeting also approved the operating expenses for the Committee and they correspond to the amount of the annual remuneration of the members of the Directors Committee indicated in above points ~~one~~ and ~~two~~ .

### 4. Other Development Activities

The Directors' Committee also ~~i~~ actively worked to understand and clarify the situations that delayed the filing of SQM's 2014 Annual Report on Form 20-F ~~ii~~ redefined the role and responsibilities of the risk management and compliance department and appointed a new manager in charge of the area ~~iii~~ evaluated the candidates that the Company considered to fill the internal audit manager position, making the hiring recommendation and also recommending that this position report directly to the Directors' Committee ~~iv~~ instructed that a quarterly report on the CEO's expenses be prepared ~~v~~ reviewed the modifications to SQM's Code of Ethics and ~~vi~~

structured the procedures for paying providers or customers that have been defined as “FP”, “PEP” and “PEP Connections”.

**SQM S.A. DIRECTORS COMMITTEE**

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Hans Dieter Linneberg A.  
President

Santiago, April 8, 2016.