Statements in this presentation concerning the Company’s business outlook or future economic performances, anticipated profitability, revenues, expenses, or other financial items, anticipated cost synergies and product or service line growth, together with other statements that are not historical facts, are “forward-looking statements” as that term is defined under Federal Securities Laws.

Any forward-looking statements are estimates, reflecting the best judgment of SQM based on currently available information and involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those stated in such statements.

Risks, uncertainties, and factors that could affect the accuracy of such forward-looking statements are identified in the public filing made with the Securities and Exchange Commission, and forward-looking statements should be considered in light of those factors.
SQM at a Glance

Revenue LTM¹: US$2.1 billion | EBITDA LTM: US$853 million | EBITDA Margin LTM: ~ 41%

NFD/EBITDA: .40 | Moody´s: Baa1 | Standard and Poor´s: BBB

FERTILIZERS
- Potassium
- Specialty Plant Nutrients

SPECIALTY CHEMICALS
- Iodine & Derivatives
- Lithium & Derivatives
- Industrial Chemicals

Contribution to Revenue vs. Gross Profit 1H2017²

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Gross Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>18%</td>
<td>8%</td>
</tr>
<tr>
<td>32%</td>
<td>18%</td>
</tr>
<tr>
<td>13%</td>
<td>7%</td>
</tr>
<tr>
<td>29%</td>
<td>61%</td>
</tr>
<tr>
<td>6%</td>
<td>6%</td>
</tr>
</tbody>
</table>

¹ Twelve months ended June 30, 2017
² Excluding “Others”
• High concentrations of potassium and lithium
• High evaporation rates
• Production rights are pursuant to a lease agreement with CORFO until 2030
• Technology and experience to efficiently operate

Caliche Ore

- Caliche ore is only found in Chile
- The world’s largest deposits of nitrates and iodine
- Proprietary mining rights pursuant to exploitation concessions

Salar Brines

- High concentrations of potassium and lithium
- High evaporation rates
- Production rights are pursuant to a lease agreement with CORFO until 2030
- Technology and experience to efficiently operate

\[ \text{Sodium nitrate} + \text{Potassium chloride} = \text{Potassium nitrate} + \text{(Sodium chloride)} \]
Impact of higher volumes outweighs lower prices in Iodine and IQ business lines. Prices increased in lithium and potassium business lines.
Lithium and Derivatives

Lithium Carbonate & Hydroxide

27% Market Share\(^1\)
50.4k MT LTM\(^2\) Sales Volumes
US$619 mm LTM Revenues
61% Contribution to LTM Gross Profit

- Demand expected to double every 5 years
- Demand growth is based on xEVs growth

SQM Lithium Projects

**Argentina**
- Minera Exar, 50/50 JV
- Caucharí-Olaroz, Jujuy
- Capacity 25,000 MT (I stage 2019) + 25,000 (II stage)
- Total CAPEX (stage I+II) ~US$675 million

**Australia**
- Mt. Holland integrated project, 50/50 JV
- Capacity 40,000 MT in 2022
- Initial investment US$110 million

**Chile**

**LITHIUM CARBONATE**
- Current capacity 48,000 MT
- Expansion to 63,000 in 2018
- CAPEX ~US$50 million

**LITHIUM HYDROXIDE**
- Current capacity 6,000 MT
- Expansion to 13,500 MT in 2018
- CAPEX ~US$30 million

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\(^1\) As of December 31, 2016
\(^2\) Twelve months ended June 30, 2017
Iodine and Derivatives

Iodine

29% Market Share¹
11.9k MT LTM² Sales Volumes
US$243 mm LTM Revenues
6% Contribution to LTM Gross Profit

• Lowest-cost producer
• Main uses: X-ray contrast media, LCD, pharmaceuticals and sanitizers
• Current effective capacity ~10,000 MT per year
• Expansion to 14,000 MT per year by end-2018
• Average prices in 1H2017 ~20 US$
• Expected sales volumes in 2017 ~12,000 MT
• Global demand in 2017 is expected to be ~34,000 MT (~3% annual growth)

¹ As of December 31, 2016
² Twelve months ended June 30, 2017
Specialty Plant Nutrients

Potassium Nitrate (KNO3)

46% KNO3 Market Share1
861k MT LTM2 Sales Volumes
US$617 mm LTM Revenues
18% Contribution to LTM Gross Profit

• Potassium nitrate (KNO3) provides unique benefits: chlorine-free, water soluble, and fast absorption
• Water soluble segment grows at ~5% per year

SQM competitive advantage:
• Access to reserves of both potassium and nitrates
• Developed distribution network and diverse customer base
• Current production capacity: 1 million MT/year, expansion to 1.5 million MT/year in 2018

1 As of December 31, 2016
2 Twelve months ended June 30, 2017
Potassium Chloride & Sulfate

<3% Market Share\(^1\)
1.5 million MT LTM\(^2\) Sales Volumes
US$410 mm LTM Revenues
7% Contribution to LTM Gross Profit

- MOP is the most common used potassium based fertilizer
- 2017 market size estimate over 60 million MT
- Major players in Belarus, Canada and Russia
- Slight Price recovery seen in 1H2017

SQM competitive advantage:
- Low-cost producer of MOP
- Flexibility to produce MOP, SOP and KNO\(_3\) depending on market needs
- Effective production capacity: 2 million MT/year (including KCL for KNO\(_3\) production), expected sales in 2017 ~1.2-1.3 million MT
- Sintukola project in Republic of Congo (Kore Potash Ltd), US$20 million investment for 18% ownership stake. Feasibility study results in 2018

\(^1\) As of December 31, 2016
\(^2\) Twelve months ended June 30, 2017
Solar Salts

176k MT LTM\(^1\) Sales Volumes
US$140 mm LTM Revenues
7% Contribution to LTM Gross Profit

- Various traditional uses for industrial nitrates related to glass, metal treatment and explosives
- Solar Salts:
  - A 50MW parabolic CSP plant with 7.5 hours of indirect storage requires ~30k MT of solar salts
  - Solar salts expected installed capacity of Concentrated Solar Power (CSP) to reach ~20GW by 2020 and supply 12% of world electricity by 2050
  - Project being developed in Europe, Northern and Southern Africa, Middle East, Chile, China and Australia
  - Prices remain flat in 2017 compared to 2016
  - Sales volumes expected to be over 90k MT in 2017

SQM competitive advantage:

- Operational flexibility with certain industrial sodium and potassium nitrate products
- Production of both potassium nitrate and sodium nitrate, the two raw materials in solar salts production

\(^1\) Twelve months ended June 30, 2017
Capex

2016-2018: Lithium Hydroxide Expansion to 13.5k MT: ~US$30 million

2017-2018: Potassium Nitrate Expansion to 1.5m MT: ~US$100 million

2017-2018: Lithium Carbonate Expansion to 63k MT: ~US$50 million

2017-2018: Iodine capacity expansion to 14k MT: ~US$30 million

2016-2019 (first stage 25k MT): Chaucharí - Olaroz project in Argentina - ~US$425 million + ~US$250 million (pre VAT) for stages I and II, respectively. (50/50 JV: SQM will be responsible for 50% of the investment). ~US$100 million to be invested in 2017.

2017-2022: Mt. Holland project in Australia (50/50 JV, 40k MT) ~US$110 million initial stage, total investment TBD

Historical Maintenance CAPEX: ~US$100 million
Over the last 18 quarters:

- SQM has distributed more than US$1.3B in dividends
- Reduced the Net Financial Debt almost US$600M
- Invested more than US$820M

➤ In 4.5 years SQM has generated more than US$2.7B (US$1.9M net of CAPEX)
Other Relevant Topics

Ownership Structure

- Bank of New York (ADRS): 15%
- Potash Corp: 21%
- Pampa Group and Kowa Group: 32%
- Other Chile: 32%

Dividend Policy

2017 Net Income distribution in 3 interim & 1 final dividend:
- 100%
- 80%
- 60%

(a) \(\frac{\text{cash} + \text{other current financial assets}}{\text{current financial liabilities}} \geq \) 2.5, 2.0, 1.5

(b) \(\frac{\text{total liabilities}}{\text{total equity}} \leq \) 1.1, 1.2, 1.3

If none of the above parameters is met: 50% of 2017 Net Income

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1As of June 30, 2017
2Please see the full version on our website at [www.sqm.com](http://www.sqm.com)