



CORPORATE PRESENTATION
THIRD QUARTER 2020 RESULTS



CUSTOMARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

SQM (NYSE: SQM, Santiago Stock Exchange: SQM-A, SQM-B) is a global company engaged in strategic industries for human development, such as health, food, clean energy and the technology that moves the world.

This presentation release contains “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as: “anticipate,” “plan,” “believe,” “estimate,” “expect,” “strategy,” “should,” “will” and similar references to future periods. Examples of forward-looking statements include, among others, statements we make concerning the Company’s Sustainable Development Plan, business outlook, future economic performance, anticipated profitability, revenues, expenses, or other financial items, anticipated cost synergies and product or service line growth.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are estimates that reflect the best judgment of SQM management based on currently available information. Because forward-looking statements relate to the future, they involve a number of risks, uncertainties and other factors that are outside of our control and could cause actual results to differ materially from those stated in such statements, including our ability to successfully implement the Sustainable Development Plan. Therefore, you should not rely on any of these forward-looking statements. Readers are referred to the documents filed by SQM with the United States Securities and Exchange Commission, specifically the most recent annual report on Form 20-F, which identifies other important risk factors that could cause actual results to differ from those contained in the forward-looking statements. All forward-looking statements are based on information available to SQM on the date hereof and SQM assumes no obligation to update such statements, whether as a result of new information, future developments or otherwise, except as required by law.

Clear commitments to ESG: Sustainable Development Goal



Brine Reduction:

- ✓ 50% reduction by 2030

Continental Water Reduction:

- ✓ Company wide:
 - 65% reduction by 2040
- ✓ Salar de Atacama:
 - 50% reduction by 2030

Emissions Reduction:

- ✓ Carbon neutral in the lithium, potassium chloride and iodine products by 2030
- ✓ Carbon neutral in all of our products by 2040

Other Initiatives:

- ✓ Reduce waste
- ✓ Improve monitoring even further
- ✓ More dialogue with neighboring communities
- ✓ Increased certifications

International Certifications:

- ✓ Member of DJSI Chile and DJSI MILA Pacific Alliance indices
- ✓ Ongoing IRMA certification
- ✓ Initiated CDP review process

2021-2024 total CAPEX: US\$1.3 billion, including:

I. Lithium capacity expansions:

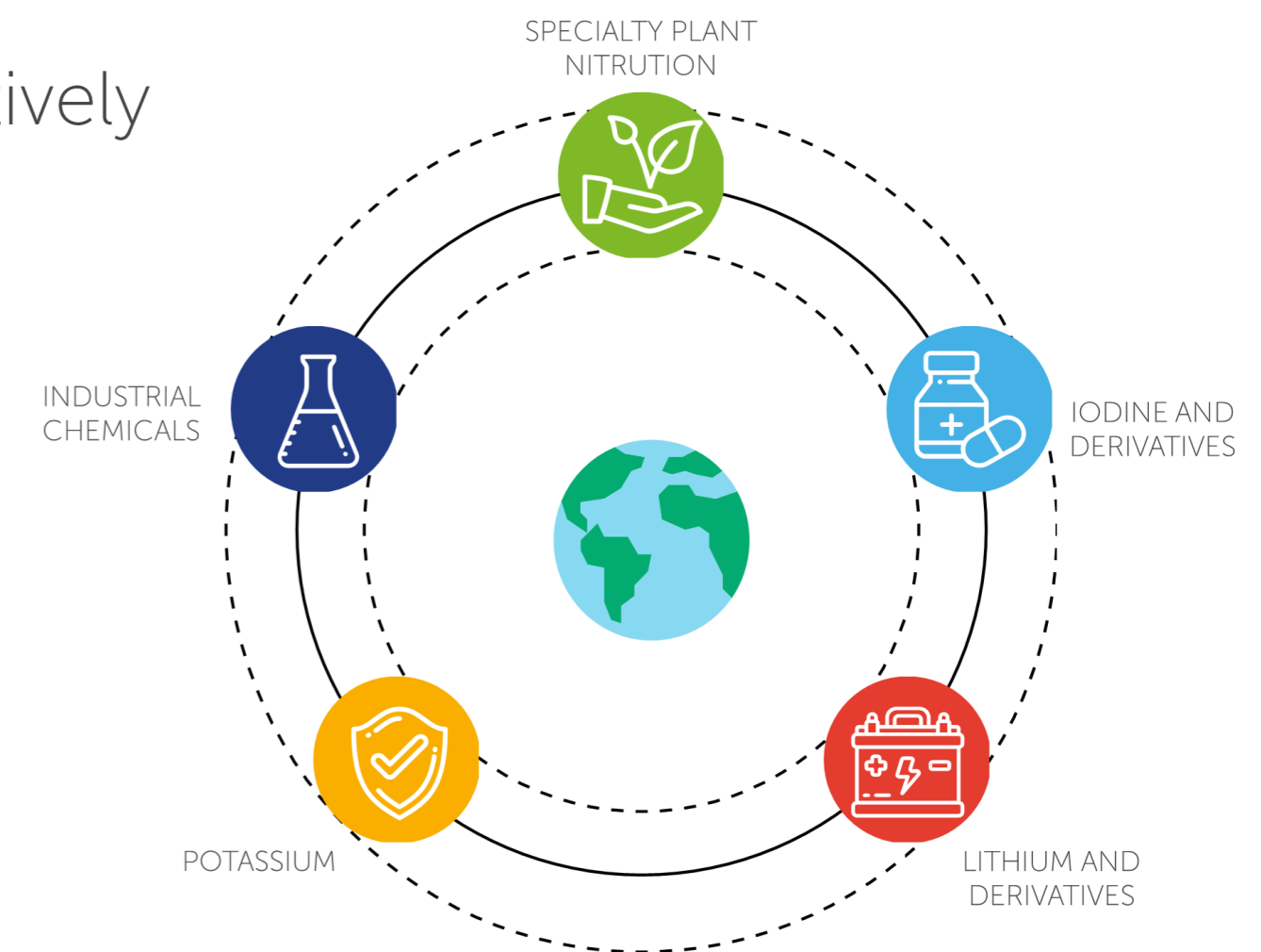
- ~US\$240 million - Li_2CO_3 : 70k to 120k MT, LiOH: 13.5k to 21.5k MT, both projects due in 2H2021
- ~US\$150 million - Li_2CO_3 : 120k to 180k MT, LiOH: 21.5k to 30k MT, both projects due in 2023

II. Nitrates & Iodine expansions:

- ~US\$270 million: to increase caliche ore mining capacity, seawater pipeline project, mining equipment and operational centers update
- ~US\$170 million: additional iodine and nitrate capacity of 3,000 MT and 250k MT, respectively

III. Annual maintenance CAPEX of ~US\$120 million between 2021-2024.

Sustainable Development Plan CAPEX 2020-2030: ~US\$200 million



Summary of Third Quarter 2020 Results

US\$ million	3Q2020	3Q2019	2020/2019	9M2020	9M2019	2020/2019
Revenues	453	473	-4%	1,303	1,471	-11%
Net Income ¹	2	61	-97%	98	211	-54%
Adjusted EBITDA ²	146	156	-6%	434	488	-11%
Adjusted EBITDA Margin ²	32%	33%	-2%	33%	33%	0%
Earnings per share	0.01	0.23	-97%	0.37	0.80	-54%

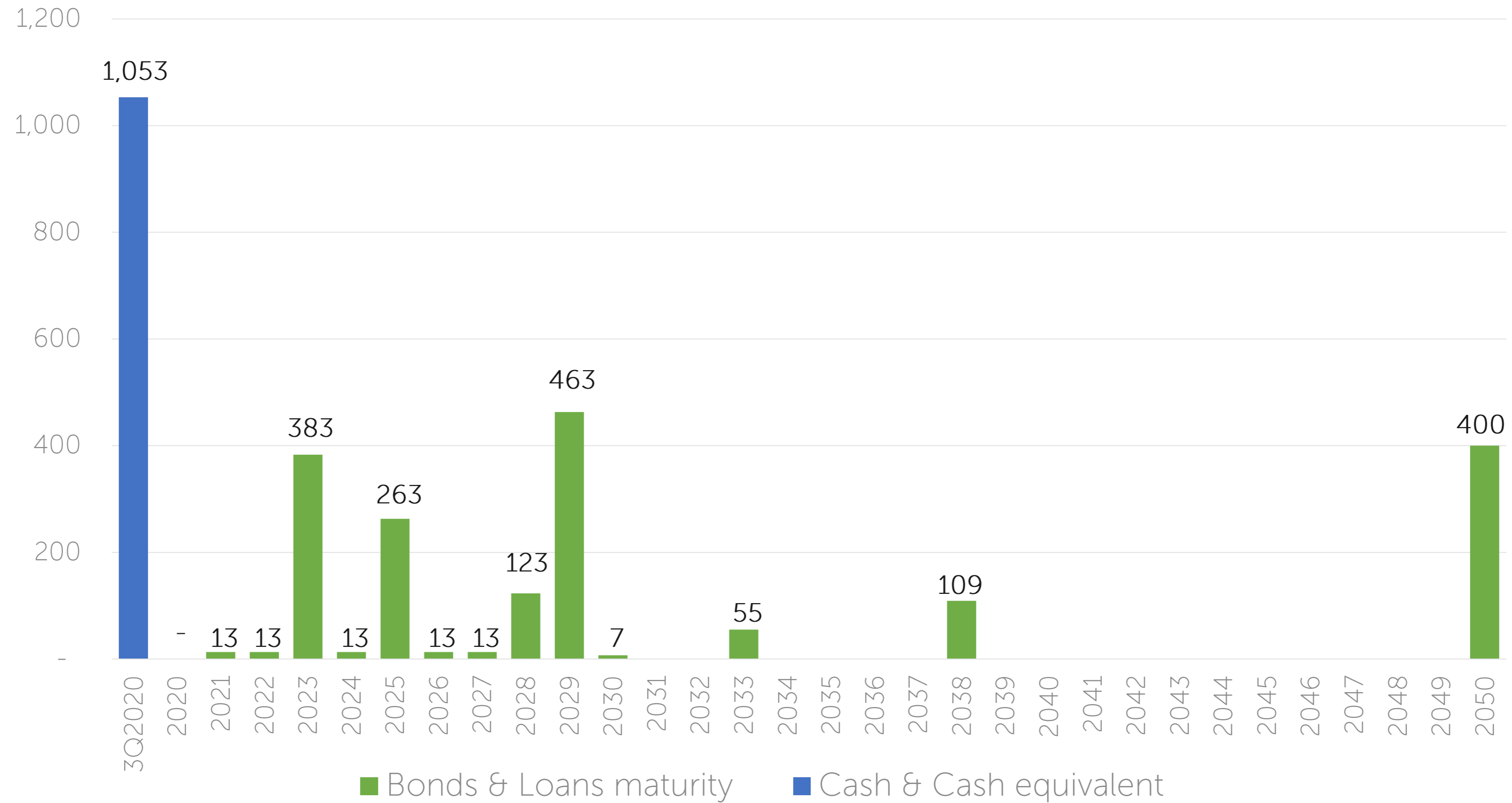
- Focusing on wellbeing and health of our employees, their families and communities
- Record sales volumes in lithium business line in Q3 of ~ 17,700 metric tons, a 40% increase from Q2
- Higher sales volumes in lithium, industrial chemicals and potassium business lines
- Lower average prices in all business lines except iodine

(1) The results were affected by a settlement fee of US\$62.5 million related to a class action lawsuit against the Company in the United States.

(2) Adj. EBITDA = Profit for the Year + Depreciation and Amortization Expenses + Finance Costs + Income Tax – Other income – Other gains (losses) – Share of Profit of associates and joint ventures accounted for using the equity method + Other expenses by function + Net impairment gains on reversal (losses) of financial assets – Finance income – Currency differences. Adj. EBITDA Margin = Adj. EBITDA / Revenues.

Liquidity and Maturities

Cash and Maturity debt profile as of September 30, 2020
(US\$ million)

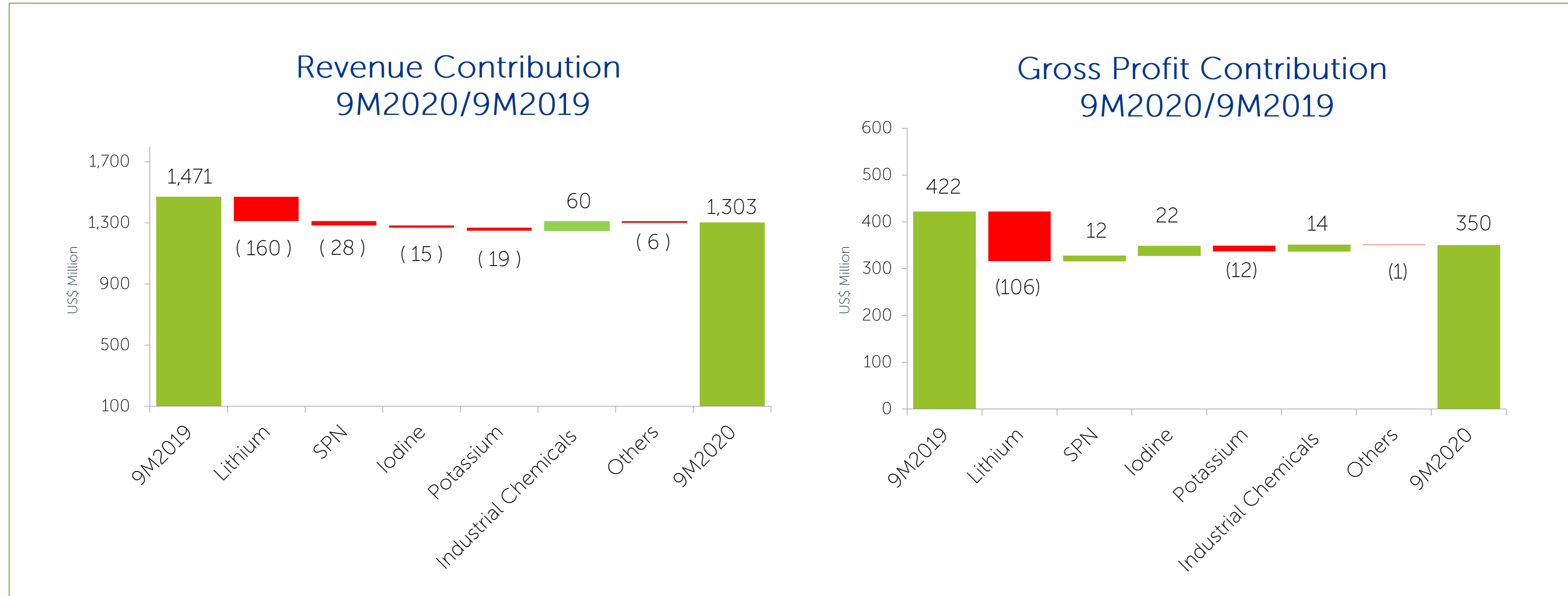


Net Financial Debt / Adj. EBITDA¹ – 1.47x
 Liquidity – 3.66x
 Net Financial Debt / Equity – 0.41x

¹ Adj. EBITDA = Profit for the Year + Depreciation and Amortization Expenses + Finance Costs + Income Tax – Other income – Other gains (losses) – Share of Profit of associates and joint ventures accounted for using the equity method + Other expenses by function + Net impairment gains on reversal (losses) of financial assets – Finance income – Currency differences. Adj. EBITDA Margin = Adj. EBITDA / Revenues.



Review of Results



9M2020 vs 9M2019 Business line performance comparison

Variations	Lithium	Iodine	SPN	Industrial Chemicals	Potassium
Average Price	↓ ~47%	↑ ~22%	↓ ~3%	↓ ~7%	↓ ~17%
Sales Volumes	↑ ~14%	↓ ~22%	↓ ~2%	↑ ~142%	↑ ~6%

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