



Solutions  
for human  
progress

# CORPORATE PRESENTATION

August 2023



## Customary note regarding forward-looking statements

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 capital expenditures, financing sources, Sustainable Development Plan, Salar Futuro project, 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 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.



# SQM at a Glance: Strong Performance Across All Business lines

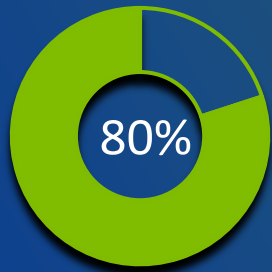
LTM<sup>1</sup> Revenues: **US\$10.4 billion** | LTM<sup>1</sup> Adjusted EBITDA<sup>2</sup>: **US\$5.3 billion**

LTM<sup>1</sup> Adjusted EBITDA Margin<sup>2</sup> : **51%** | NFD/Adjusted EBITDA<sup>2</sup>: 0.1x

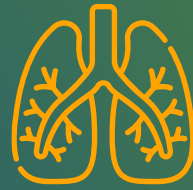
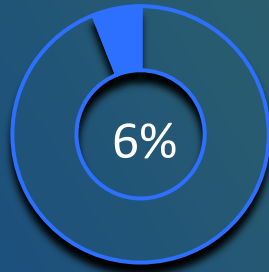
% GROSS PROFIT<sup>3</sup>



**LITHIUM AND  
DERIVATIVES**



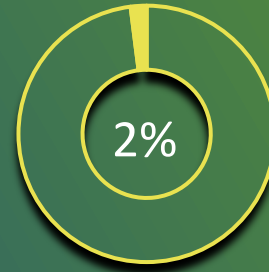
**SPECIALTY PLANTS  
NUTRITION**



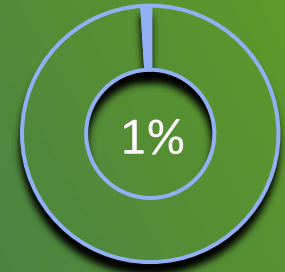
**IODINE AND  
DERIVATIVES**



**POTASSIUM**



**INDUSTRIAL  
CHEMICALS**



<sup>1</sup> Last twelve months ended June 30, 2023.

<sup>2</sup> Adjusted EBITDA = gross profit - administrative expenses + depreciation and amortization. Adjusted EBITDA margin = Adjusted EBITDA/revenues.

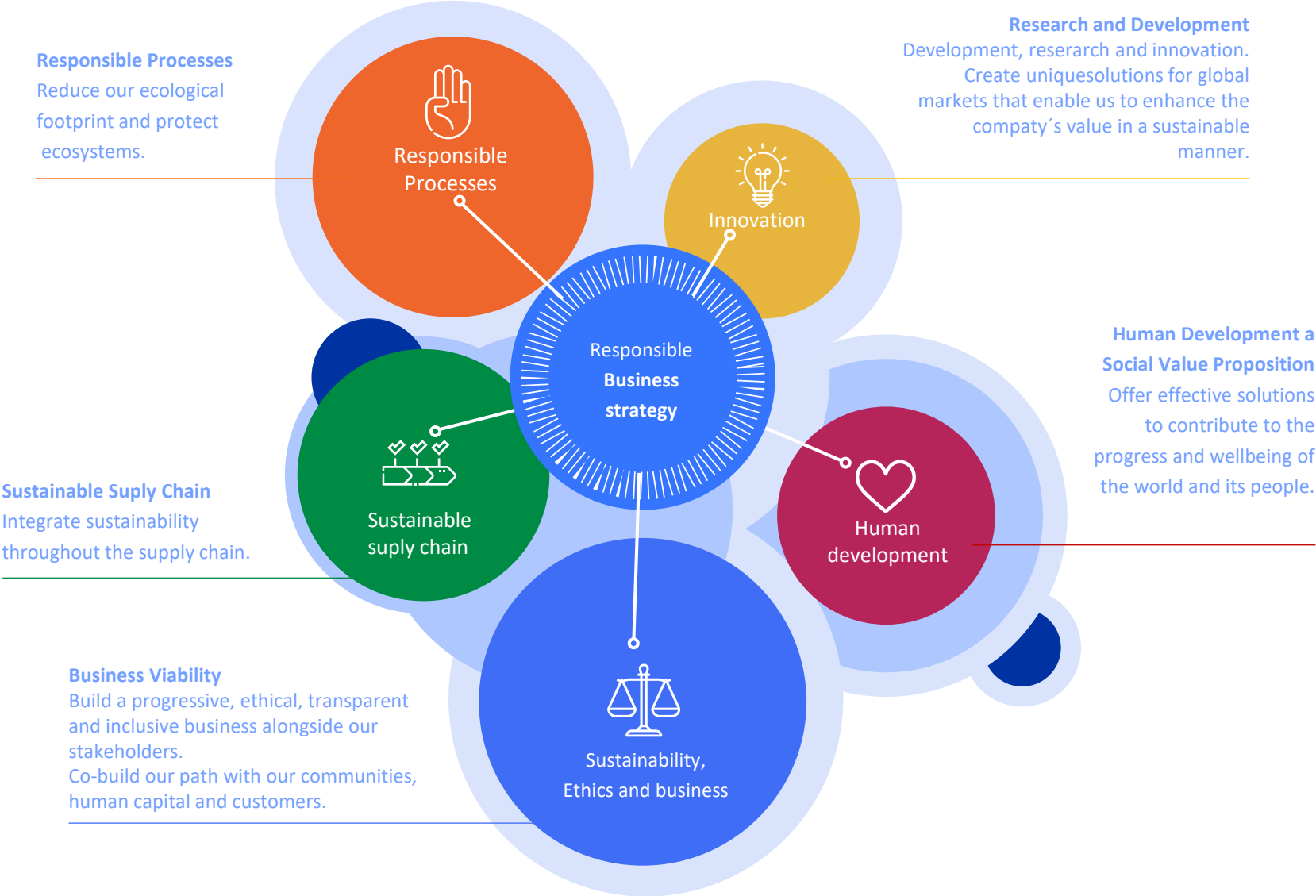
<sup>3</sup> Contribution to gross profit for the last twelve months ended June 30, 2023.

# Delivering Sustainable Solutions to Global Challenges

## Responsible Business Strategy

Business Responsibility  
Sustainability, Ethics and  
Human Rights

- Meet global needs through responsible business habits to build a better future.
- Focus on rising inequality resulting from climate change, socioeconomic adversity, and healthcare issues.
- Innovate, research and develop sustainable production and product development to better the wellbeing of the global population



# Our commitment to Sustainability

**Member of the** United Nations Global Compact, Global Battery Alliance, DJSI Chile y DJSI MILA Pacific Alliance. In the last months we completed external on-site audit under **IRMA** and participated in the **DJSI and CDP** climate change evaluations.



## Continental water reduction

40% by 2030 and 65% by 2040.



## Emissions reduction

Carbon neutral in the lithium by 2030, and in all of our products by 2040.



## Brine extraction reduction

Reduce brine extraction by 50% by 2030.



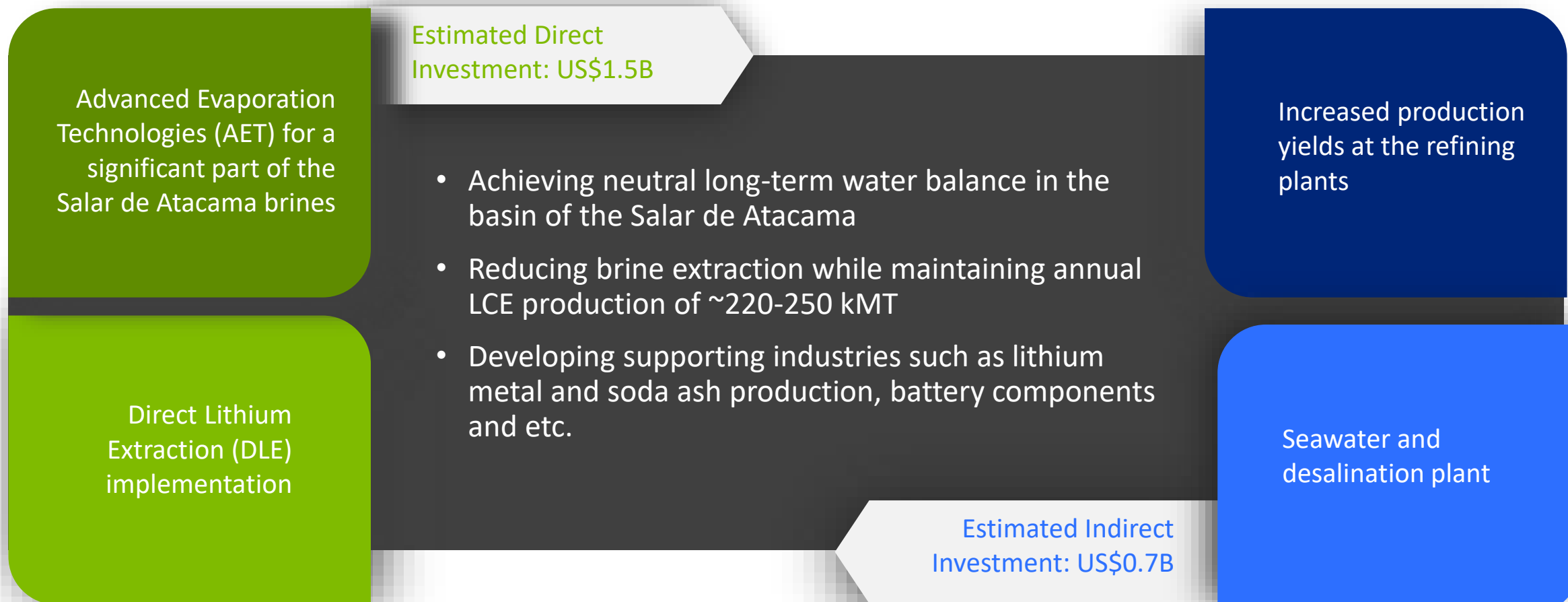
## Waste reduction

50% by 2025



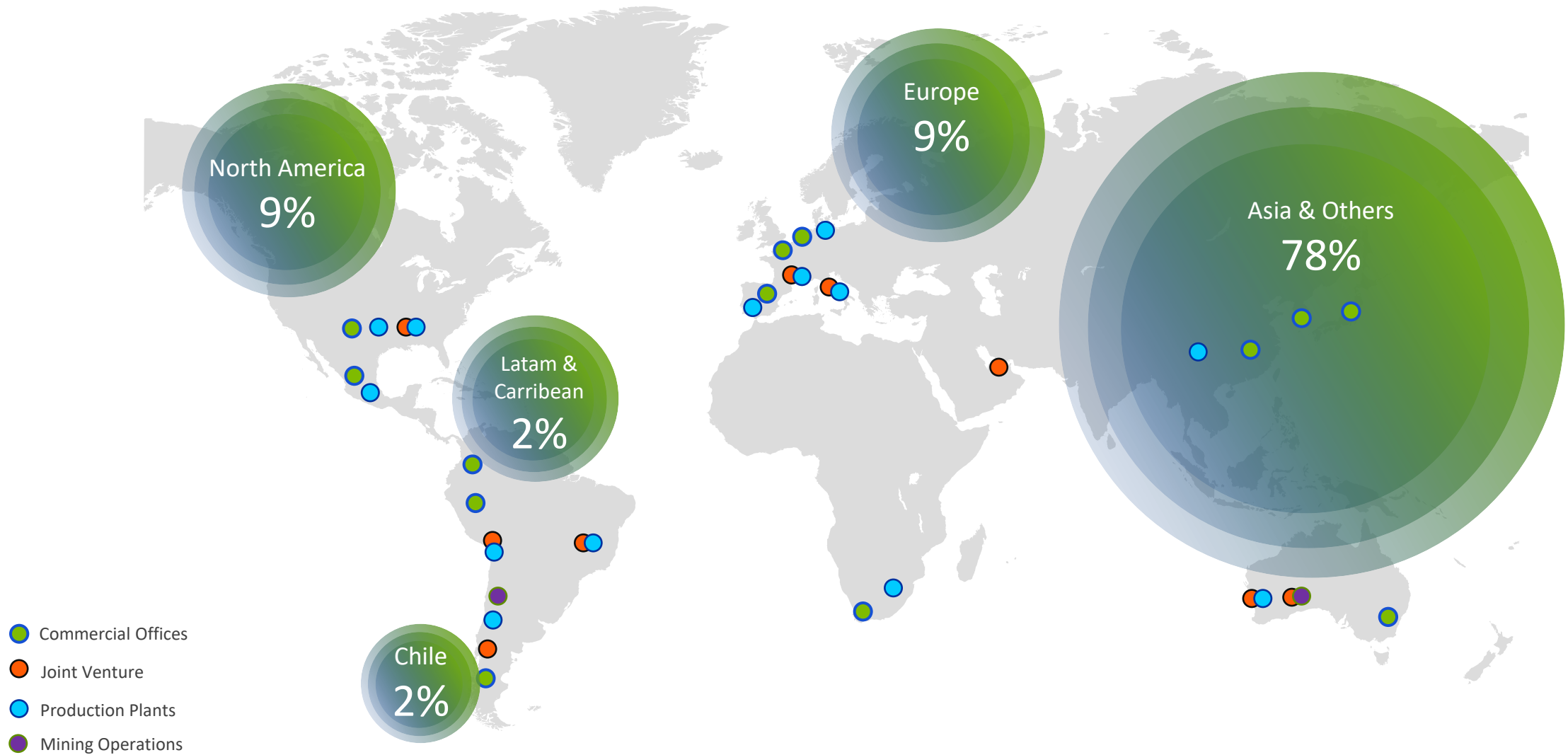


## Salar Futuro: Advanced Technology to Reduce Footprint Beyond Set Goals



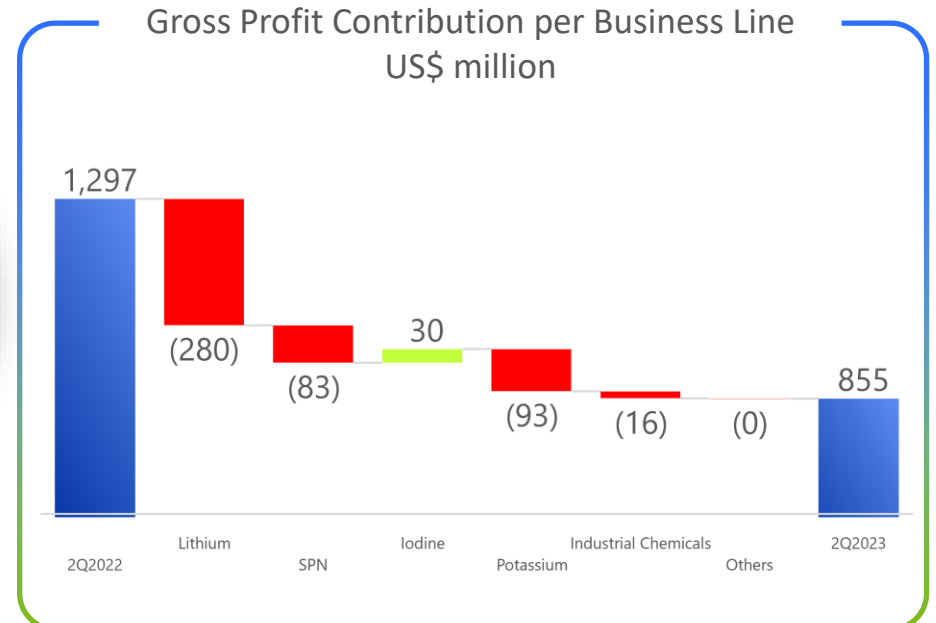
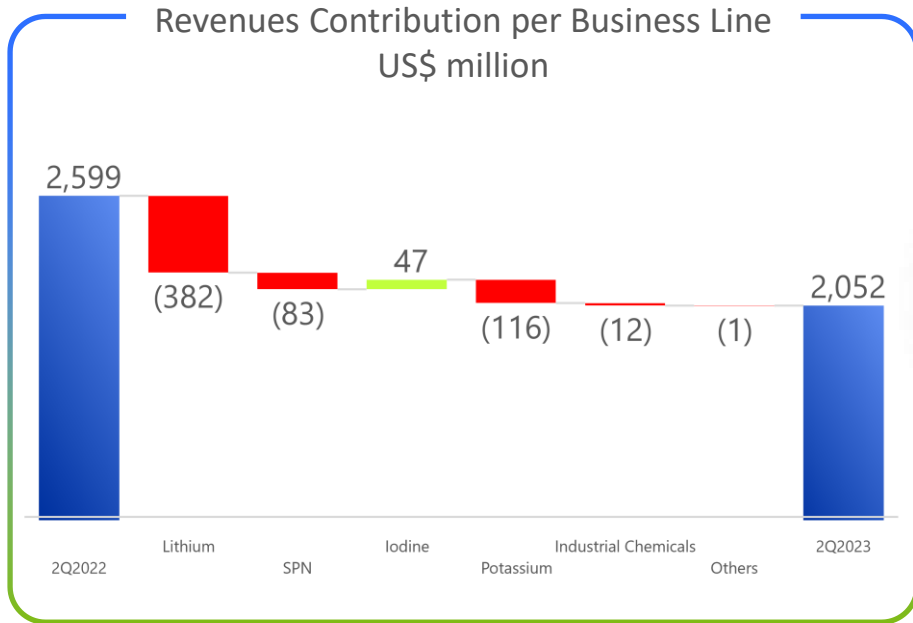
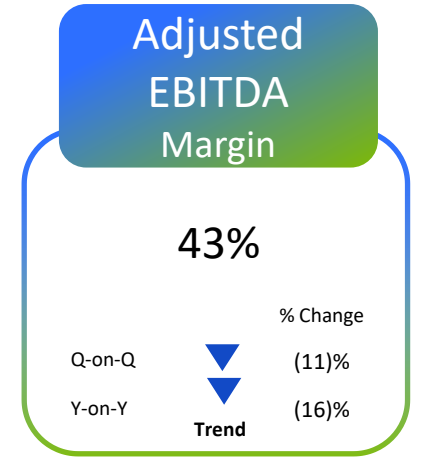
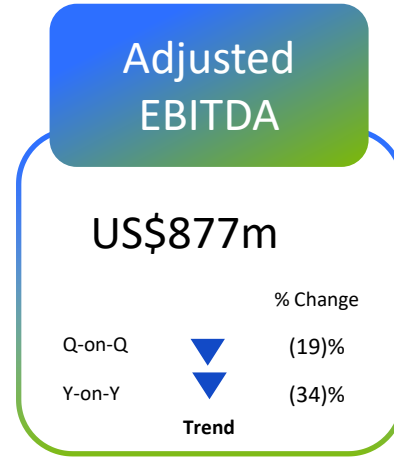
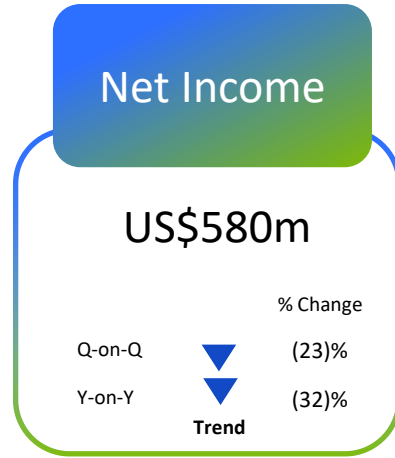
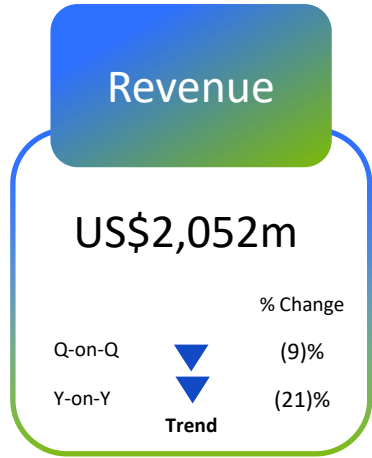
*The Salar Futuro Project implies important technological challenges. The initial tests allow us to be optimistic, but these are fundamental changes in the technologies and processes currently used that imply taking relevant risks to achieve the proposed ambitious objectives. We expect to submit technical documentation for evaluation to the Chilean authorities in 2024.*

# Global Presence and Diversified Sales<sup>1</sup> Channels



<sup>1</sup> Revenues for the last twelve months ended June 30, 2023

# Summary of Second Quarter 2023 Results





# Results Key Drivers 2Q2023 vs 2Q2022



Iodine: High sales prices (27%) and stable sales volumes

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Lithium: Significantly higher sales volumes (26%), partially offset by lower year-on-year average sales prices (-37%)

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SPN: Lower sales volumes (-4%), lower year-on-year average sales prices (-22%)

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Potassium: Lower average sales prices (-48%) and sales volumes (-30%)

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Industrial Chemicals: Lower average sales prices (-13%) and sales volumes (-8%)



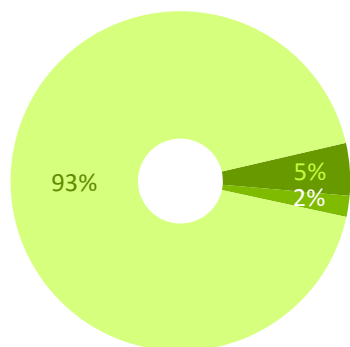
# Lithium and Derivatives: Strong Fundamentals Support Demand Growth



## LITHIUM AND DERIVATIVES

LTM<sup>1</sup> Gross Profit: US\$4.2B

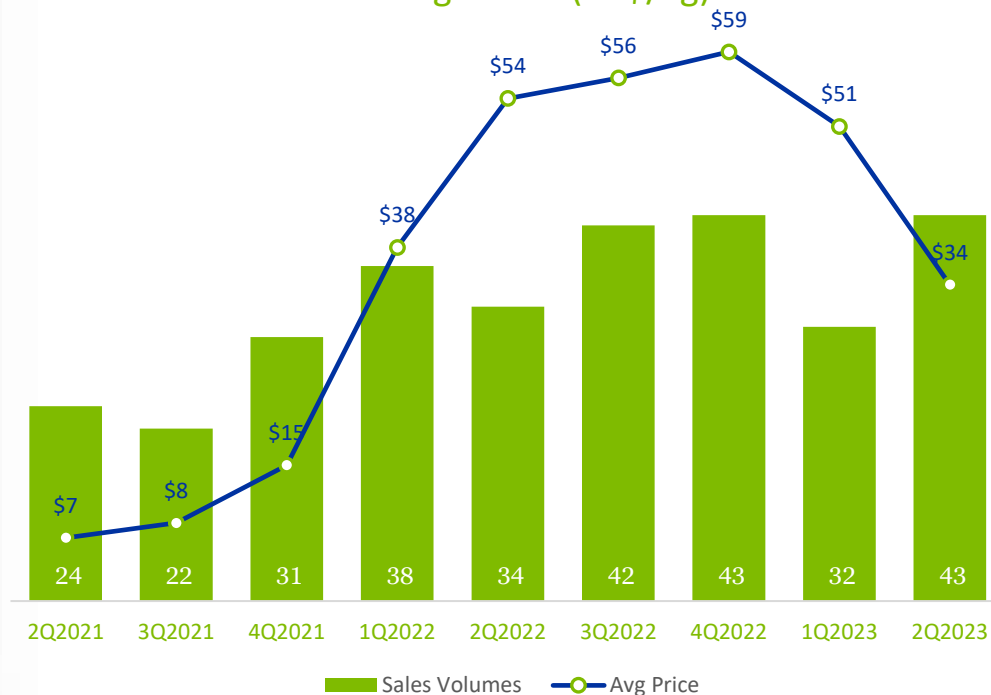
LTM<sup>1</sup> Revenues: US\$8.0B



■ Europe ■ North America ■ Asia

~20% Market Share<sup>2</sup>

Quarterly Sales Volumes (kMT)  
& Average Price (US\$/kg)



## Global Lithium Chemical Market

- Global EV sales growth reached almost 50% in 2Q2023.
- We expect the global lithium market demand to grow at least 20% in 2023.

## SQM Lithium

- Significantly higher sales volumes in the 2Q2023 as a result of increased market demand. Higher sales volumes are expected in 2H2023 vs 1H2023.
- Expected production volumes: 180,000-190,000 MT.
- Over 85% of contracts are linked to price indices which follow market price trends.

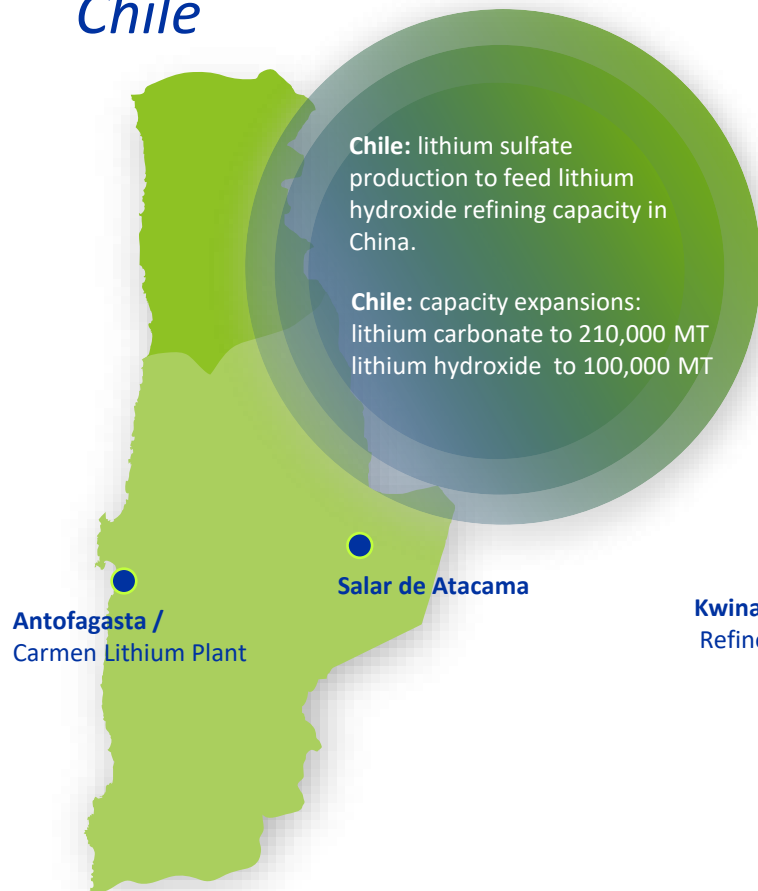
<sup>1</sup> Last twelve months ended June 30, 2023.

<sup>2</sup> Market share as of December 31, 2022. Market share percentages have been developed by us using internal and external sources and reflect our best current estimates, which have not been confirmed by independent sources.

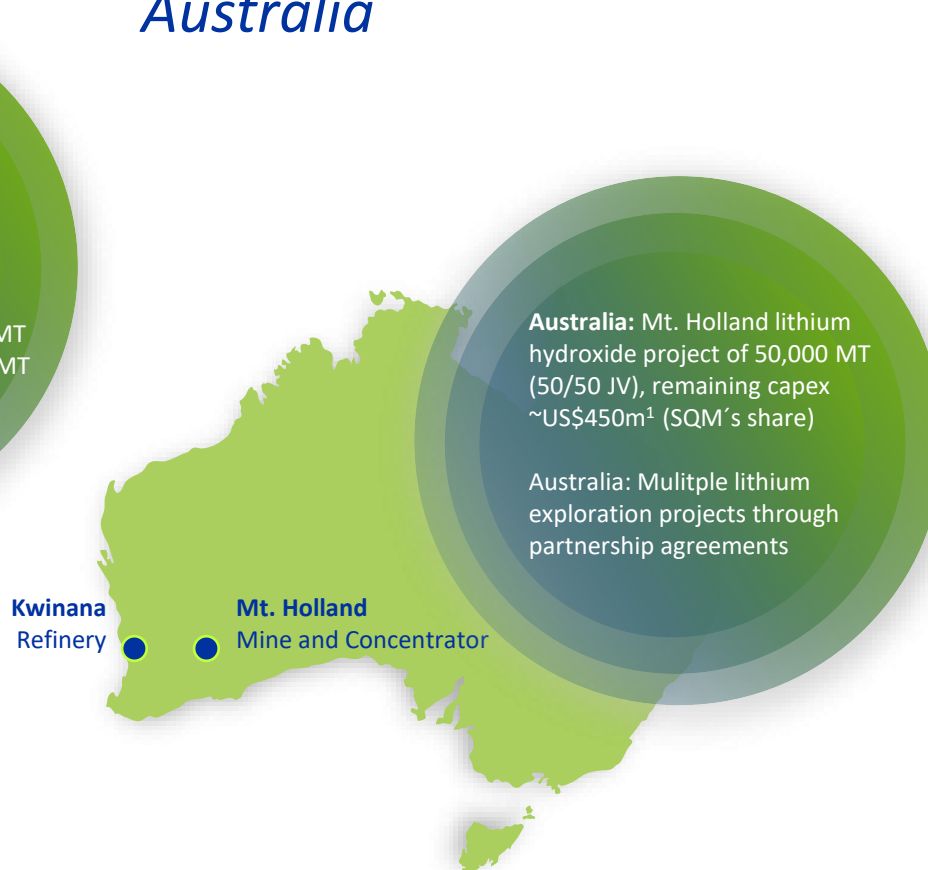
# Lithium and Derivatives: Fully integrated lithium producer from natural resource to chemical refining with full traceability



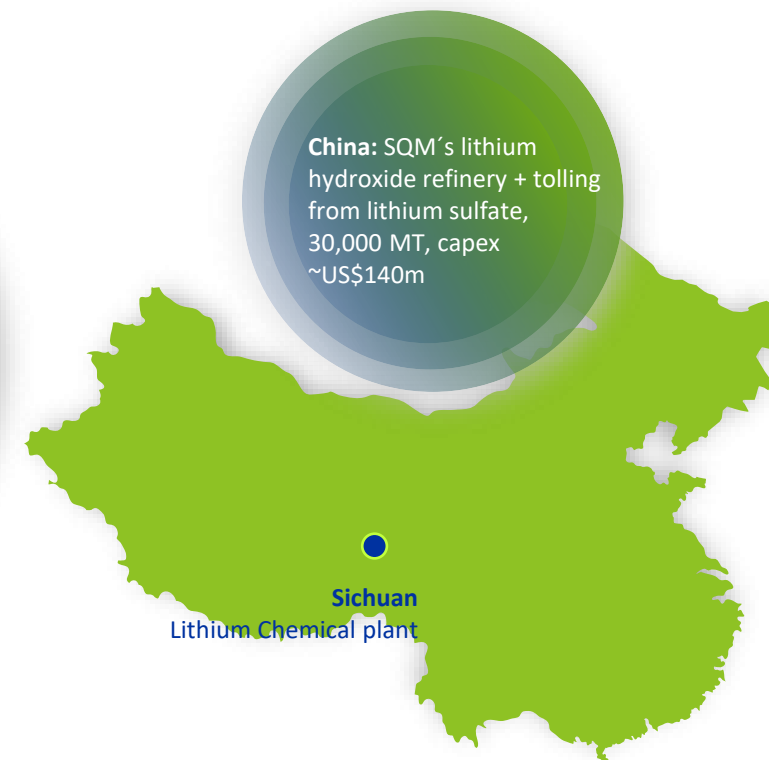
## Chile



## Australia



## China

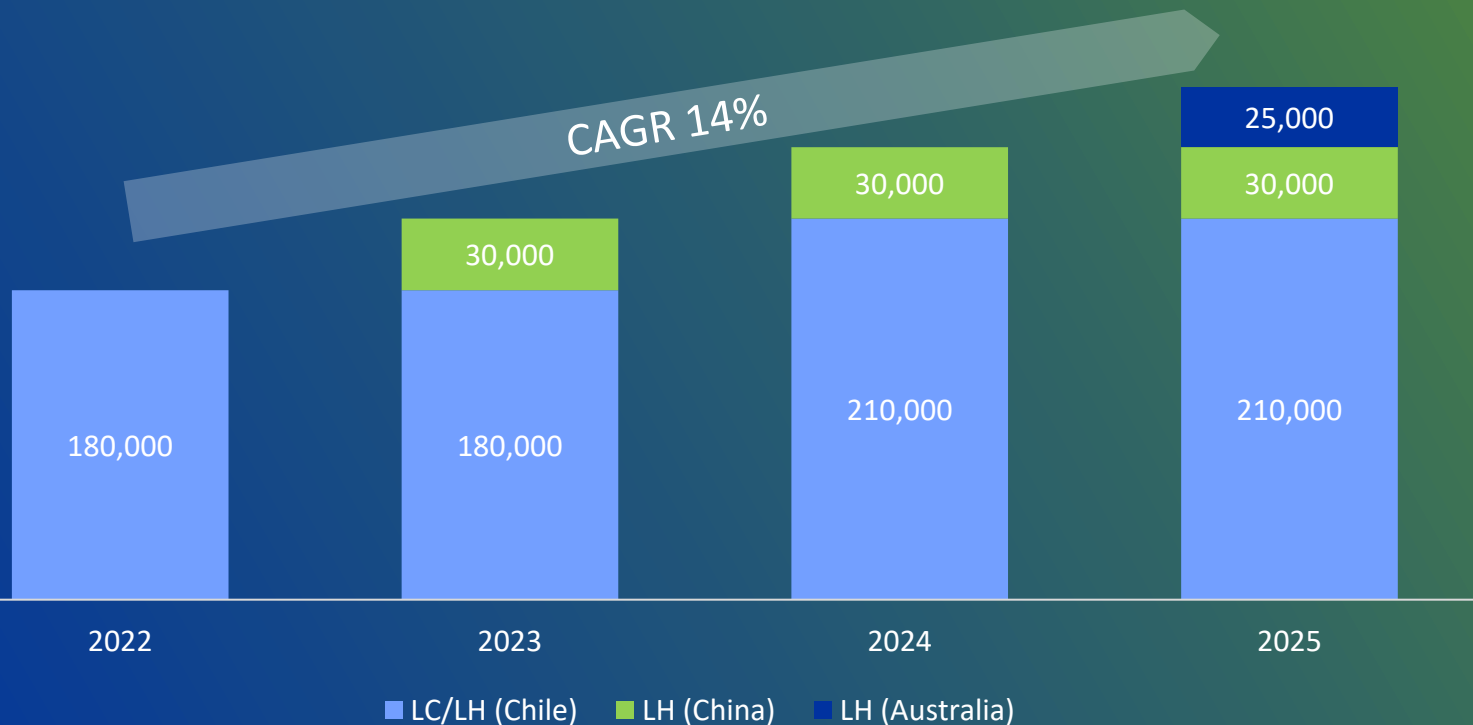


**Total capex 2023-2025: US\$2.2 billion, including maintenance**

<sup>1</sup> Remaining project capex (SQM's share) as of December 31, 2022.

# Meeting Lithium Demand Growth through Innovation and Significant Capacity Increase

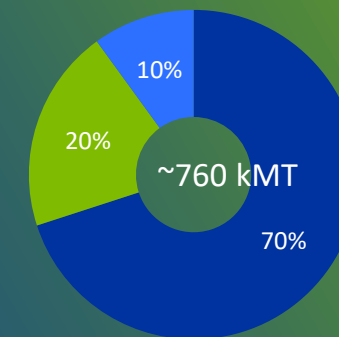
SQM Lithium Capacity Growth, MT



- 2022-2025: Antofagasta Carmen Lithium plant capacity expansion.
- 2023: Beginning of lithium hydroxide refining capacity at Sichuan plant (China).
- 2023: Spodumene production to start at Mt. Holland site (4Q2023)
- 2025: Start-up of lithium hydroxide production at Kwinana refinery in Australia (50/50 JV, total capacity 50,000 MT).

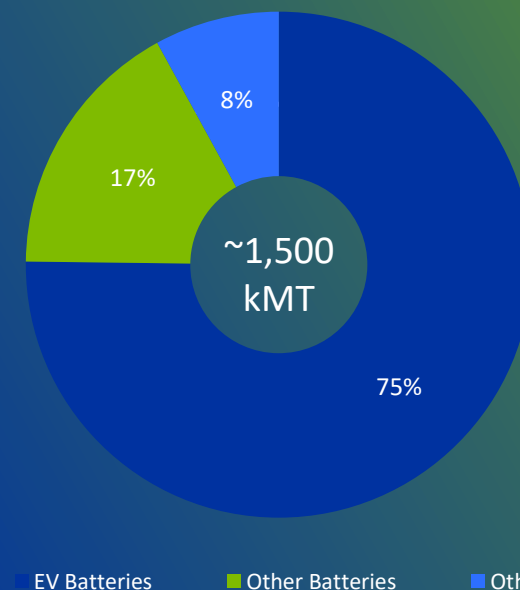
Lithium Chemical Demand

2022



CAGR ~23%

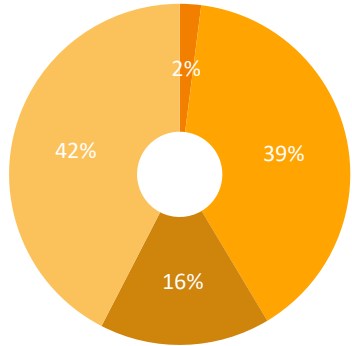
2025E



# Iodine and Derivatives: Tight Supply and Demand – Record Prices Continue



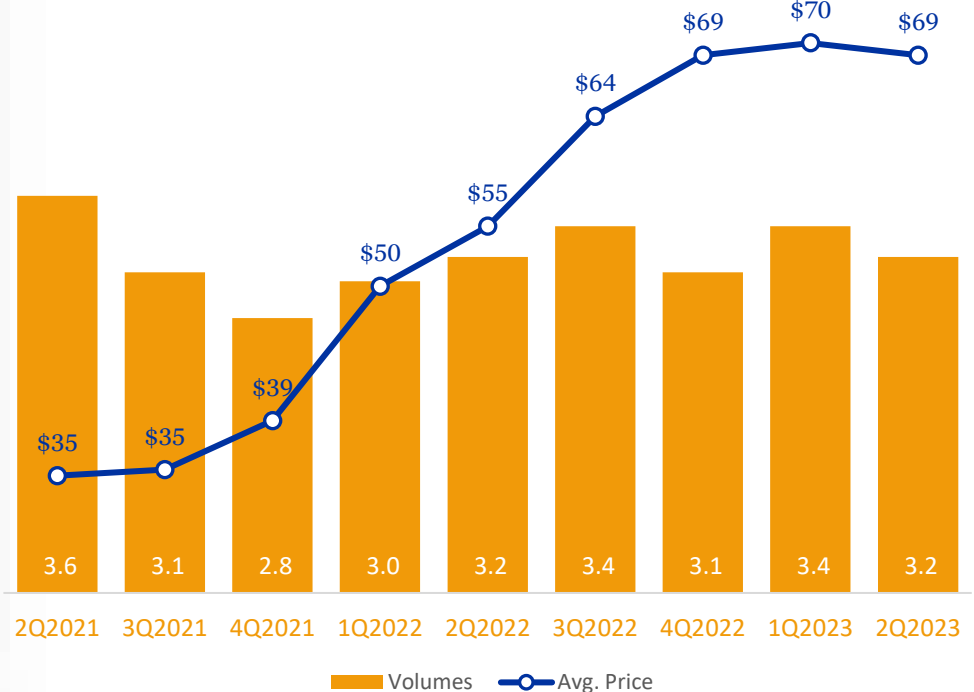
LTM<sup>1</sup> Gross Profit US\$569M  
 LTM<sup>1</sup> Revenues: US\$889M



Latam & Caribbean Europe  
 North America Asia and others

~33% Market Share<sup>2</sup>

Quarterly Sales Volumes (kMT) & Average Price (US\$/kg)



### Global Iodine Market

- Flat to negative global market growth in 2023, with contrast media segment growing close to 7%.
- Market remains tight with high prices and limited supply.

### SQM Iodine & Derivatives

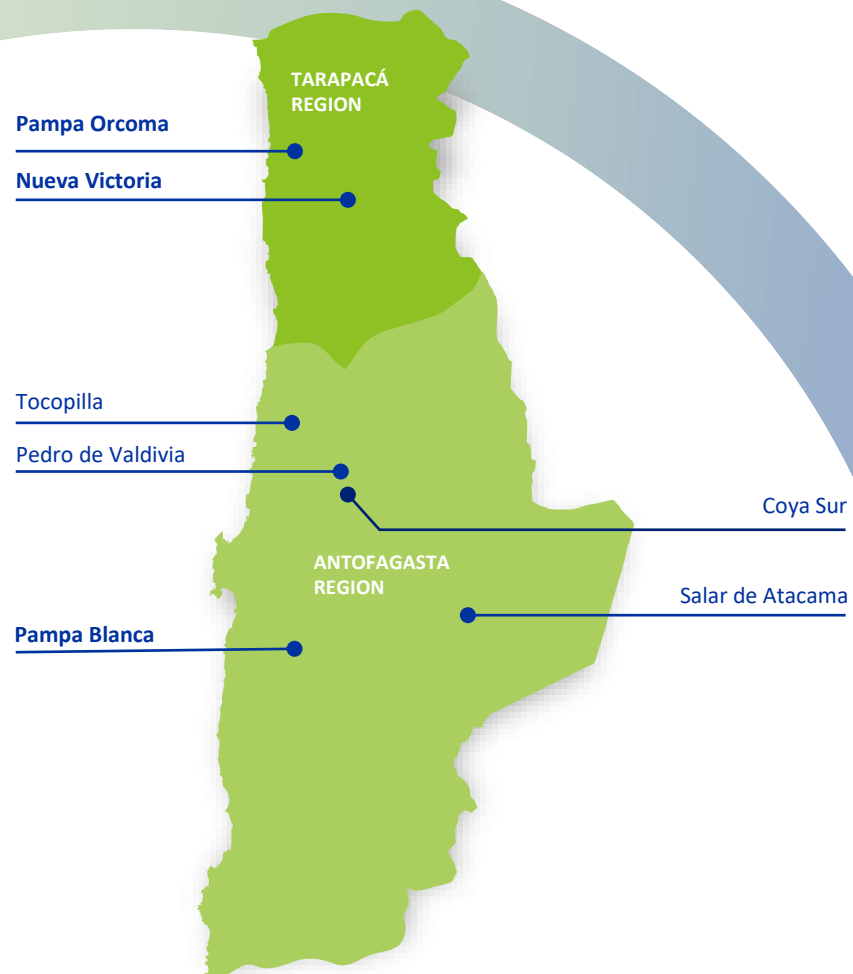
- Higher sales volumes are expected in 2023 vs 2022 with higher average price when compared to 2022.
- Continue to work on iodine capacity expansions, incremental ~800 metric tons in 2023.

<sup>1</sup> Last twelve months ended June 30, 2023.  
<sup>2</sup> Market share as of December 31, 2022. Market share percentages have been developed by us using internal and external sources and reflect our best current estimates, which have not been confirmed by independent sources.



# Nitrates and Iodine Operations: SQM to maintain leading position in nitrates and iodine industries

Iodine and Nitrates Projects, total capex 2023-2025: ~US1.2 billion, including maintenance:



**Pampa Blanca**, additional 1,300 MT of iodine and 100,000 MT of nitrates salts

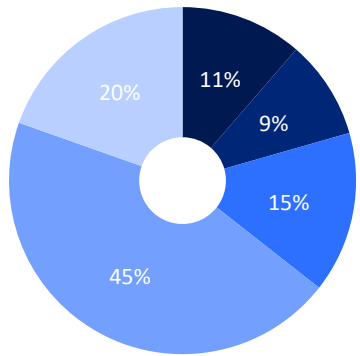
**Greenfield projects**, additional 2,500 MT of iodine and 250,000 MT of nitrates salts, using seawater

**Nueva Victoria**, up to 900 I/s seawater supply project and yield improvement initiatives

# Specialty Plant Nutrition: High Prices – Slower Demand Recovery



LTM<sup>1</sup> Gross Profit US\$316M  
LTM<sup>1</sup> Revenues: US\$1.0B



■ Chile  
■ Europe  
■ Asia and others  
■ Latam & Caribbean  
■ North America

~45% Market Share<sup>2</sup>

SPN Quarterly Sales Volumes (kMT) & Average Price (US\$/MT)



## Global KNO<sub>3</sub> Market

- Lower potassium prices put pressure on KNO<sub>3</sub> price.
- Some demand recovery is expected in the agricultural potassium nitrate market in 2H2023 vs 1H2023, with global demand flat to negative year-on-year.

## SQM KNO<sub>3</sub> 2023

- Depending on the rate of demand recovery, sales volumes in the SPN business line are expected to be similar or lower in 2023 vs 2022.

<sup>1</sup> Last twelve months ended June 30, 2023.

<sup>2</sup> Market share in the agricultural potassium nitrate market as of December 31, 2022. Market share percentages have been developed by us using internal and external sources and reflect our best current estimates, which have not been confirmed by independent sources.

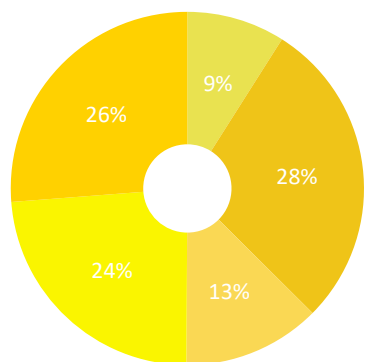
# Potassium: Prices Decline – Expected Demand Recovery



POTASSIUM

LTM<sup>1</sup> Gross Profit US\$119M

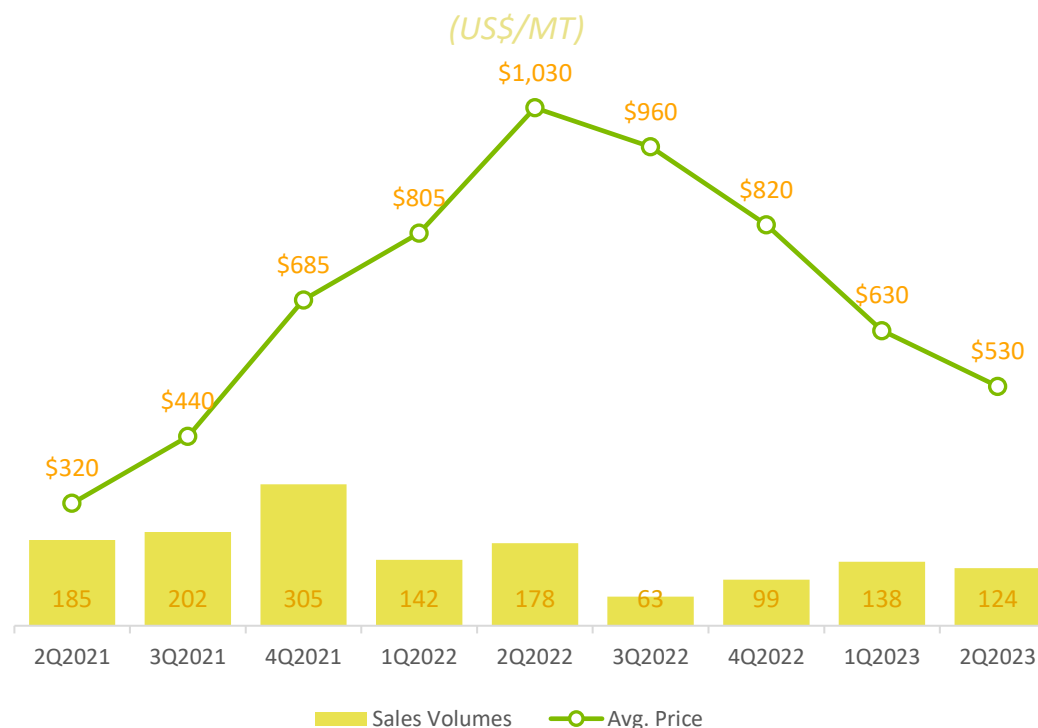
LTM<sup>1</sup> Revenues: US\$294M



- Chile
- Europe
- Asia and others
- Latam & Caribbean
- North America

~1% Market Share<sup>2</sup>

Potassium Quarterly Sales Volumes (kMT) & Average Price



<sup>1</sup> Last twelve months ended June 30, 2023.

<sup>2</sup> Market share as of December 31, 2022. Market share percentages have been developed by us using internal and external sources and reflect our best current estimates, which have not been confirmed by independent sources.

## Global Potash Market

- Potassium market demand could increase ~10% in 2023 vs 2022.

## SQM Potassium 2023

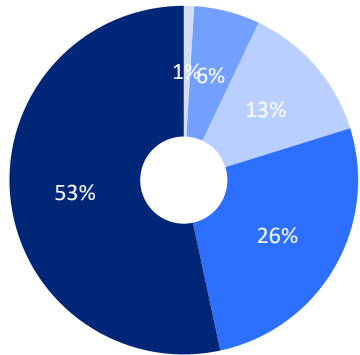
- Potassium chloride and potassium sulfate sales volumes are expected to surpass 500,000 metric tons in 2023.

# Industrial Chemicals: High Prices Continue in Industrial Markets



## INDUSTRIAL CHEMICALS

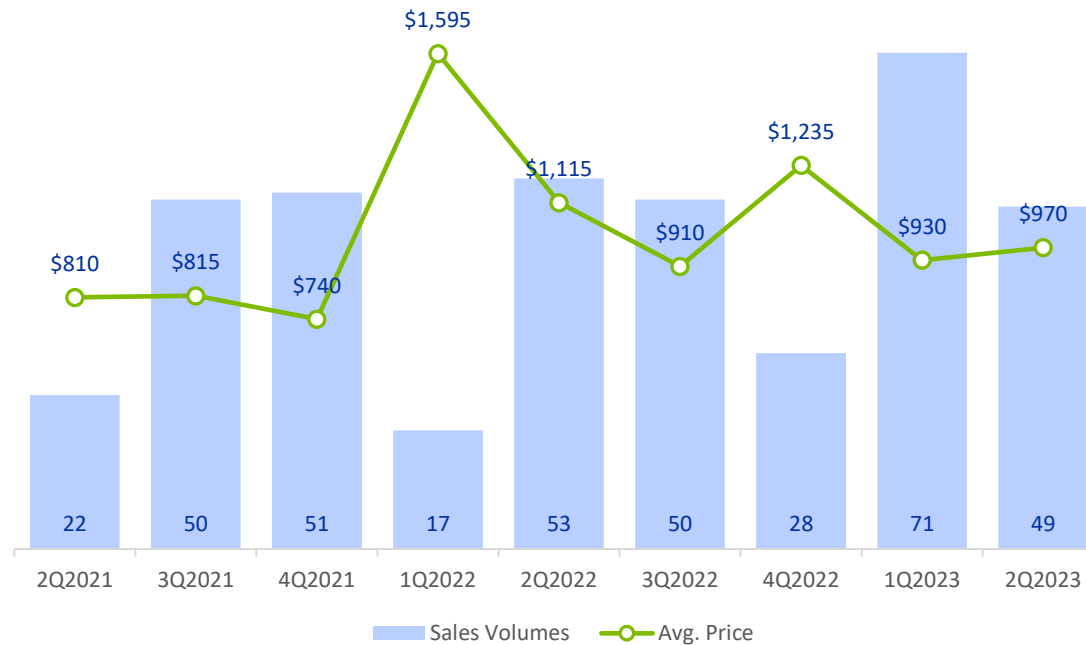
LTM<sup>1</sup> Gross Profit US\$36M  
LTM<sup>1</sup> Revenues: US\$192M



- Chile
- Europe
- Asia and others
- Latam & Caribbean
- North America

~60% Market Share<sup>2</sup>

Industrial Chemicals Quarterly Sales Volumes (kMT) & Average Price (US\$/MT)



## Global Industrial Chemicals Market

- Industrial potassium nitrate market prices should follow the trends seen in the agricultural sector.

## SQM 2023

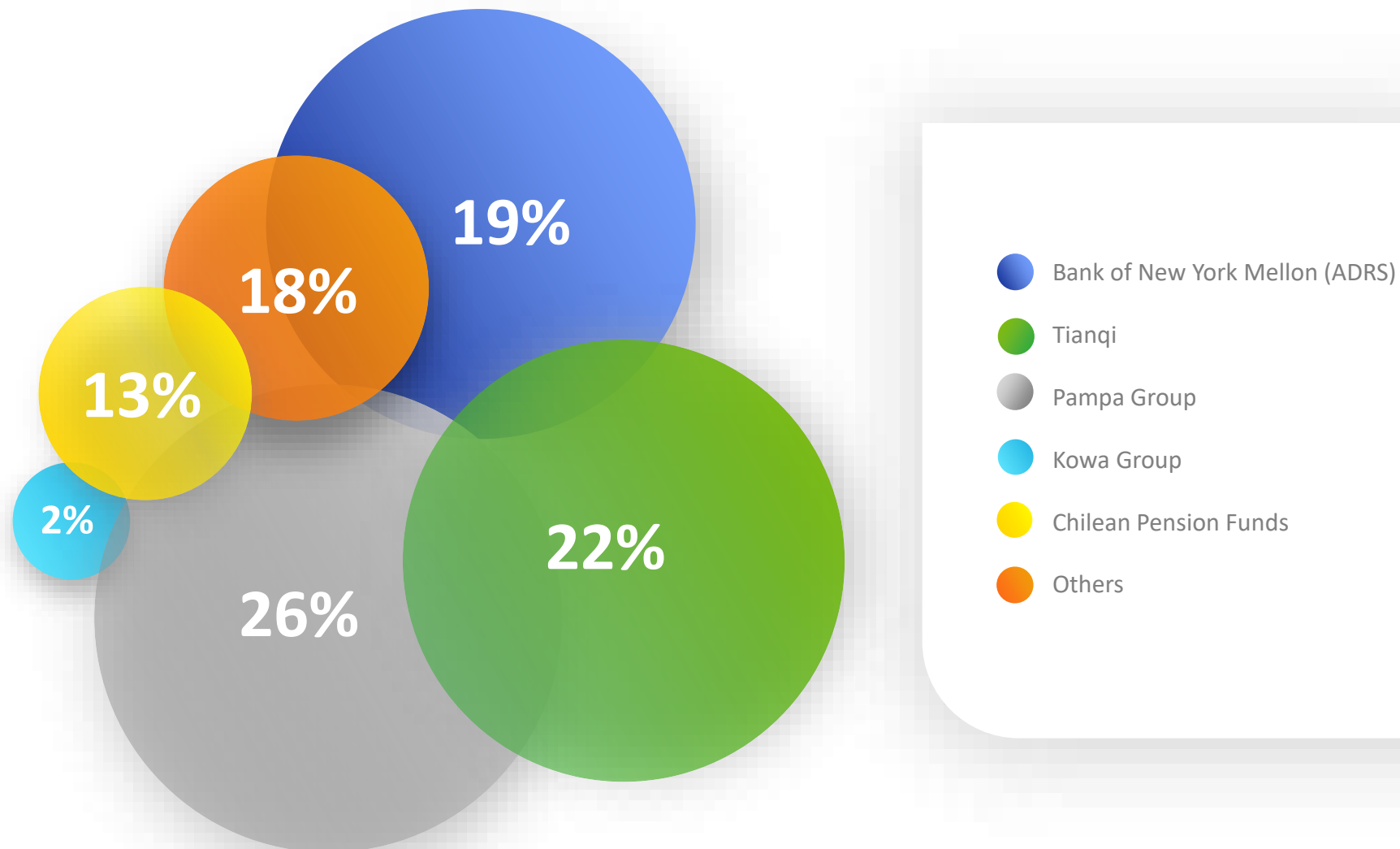
- We expect to sell ~120,000 metric tons of solar salts in 2023.

<sup>1</sup> Last twelve months ended June 30, 2023.

<sup>2</sup> Market share in the industrial potassium nitrate market as of December 31, 2022. Market share percentages have been developed by us using internal and external sources and reflect our best current estimates, which have not been confirmed by independent sources.

# Ownership & Dividends: Delivering Robust Growth and Profitability

Ownership Structure<sup>1</sup>



<sup>1</sup> According to the Shareholder Registry as of July 31, 2023





# Ownership & Dividends: Delivering Robust Growth and Profitability

## Dividend Policy<sup>1</sup>

Dividend Payout (% of Net Income)		100%	80%	60%
$\frac{\text{Current Assets}}{\text{Current Liabilities}}$	$\geq$	2.5	2.0	1.5
$\frac{\text{Current and Non-Current Liabilities} - \text{Cash \& Cash Equivalents} - \text{Other Current Financial Assets}}{\text{Total Equity}}$	$\leq$	0.8	0.9	1.0

*If none of the above parameters are met, dividend payout would be 50% of 2023 net income*

<sup>1</sup> Please see the full version on our website at [www.sqm.com](http://www.sqm.com)

# Agreement with CORFO

## Payments<sup>1</sup>

Li <sub>2</sub> CO <sub>3</sub>		LiOH		KCL	
US\$/MT	% <sup>2</sup>	US\$/MT	% <sup>2</sup>	US\$/MT	% <sup>2</sup>
< 4,000	6.8	< 5,000	6.8	<300	3.0
4,000 – 5,000	8.0	5,000 – 6,000	8.0	300 – 400	7.0
5,000 – 6,000	10.0	6,000 – 7,000	10.0	400 – 500	10.0
6,000 – 7,000	17.0	7,000 – 10,000	17.0	500 – 600	15.0
7,000 – 10,000	25.0	10,000 – 12,000	25.0	>600	20.0
> 10,000	40.0	> 12,000	40.0		

## Production Allowance

Total production quota 2018-2030: 349,553 MT of LME or ~2.2 million metric tons of LCE

## Example

Lithium Average Price, US\$/MT	\$20,000		\$30,000		\$40,000	
Total Lease Fee Paid	%	US\$/MT	%	US\$/MT	%	US\$/MT
Li <sub>2</sub> CO <sub>3</sub>	26.9%	\$5,372	31.2%	\$9,372	33.4%	\$13,372
LiOH	23.7%	\$4,730	29.1%	\$8,730	31.8%	\$12,730
Potassium Price, US\$/MT	\$600		\$500		\$400	
Total Lease Fee Paid	%	US\$/MT	%	US\$/MT	%	US\$/MT
KCL	6.8%	\$41	5.2%	\$26	4.0%	\$16

## Contribution to the Development & Communities

- Annual contribution of ~US\$11-19 million for R&D efforts
- Annual contribution of ~US\$10-15 million to neighboring communities of the Salar de Atacama
- Annual contribution of 1.7% of SQM Salar's sales per year to regional development

**Total contribution to the Chilean treasury for the six months ended June 30, 2023, reached ~US\$1.7 billion.**



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## Contact information

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