

CORPORATE PRESENTATION

4Q2019 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 and the material within the presentation, is meant to be given in conjunction with an oral presentation and should not be taken out of context. Statements in this presentation concerning SQM's business outlook, future economic performance, 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 the U.S. Private Securities Litigation Reform Act of 1995.

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Risks, uncertainties, and factors that could affect the accuracy of such forward-looking statements are identified in SQM's public filing made with the U.S. Securities and Exchange Commission, specifically SQM's most recent annual report on Form 20-F. 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.



Solutions for human progress

SQM at a glance

KEY FIGURES¹



LITHIUM AND DERIVATIVES

- ~15% Market Share¹
- Volume: 45 kMT
- Revenues: US\$506 mm



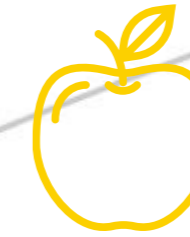
SPECIALTY PLANTS NUTRITION

- ~51% Market Share¹
- Volume: 1,042 kMT
- Revenues: US\$724 mm



IODINE AND DERIVATIVES

- ~34% Market Share¹
- Volume: 12.7 kMT
- Revenues: US\$371 mm



POTASSIUM

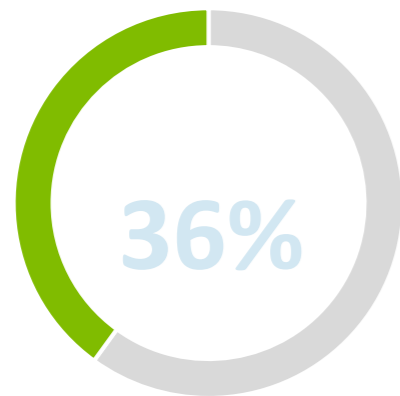
- <1% Market Share¹
- Volume: 597 kMT
- Revenues: US\$212 mm



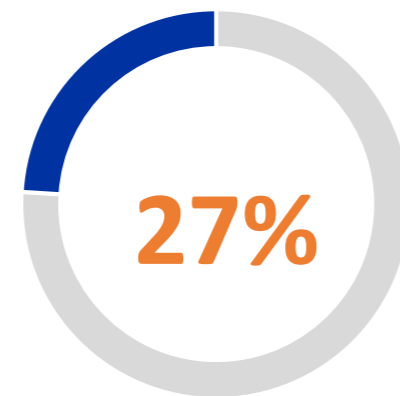
INDUSTRIAL CHEMICALS

- ~41% Market Share¹
- Volume: 124 kMT
- Revenues: US\$95 mm

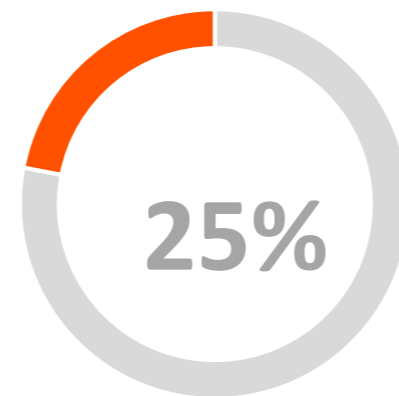
% GROSS PROFIT²



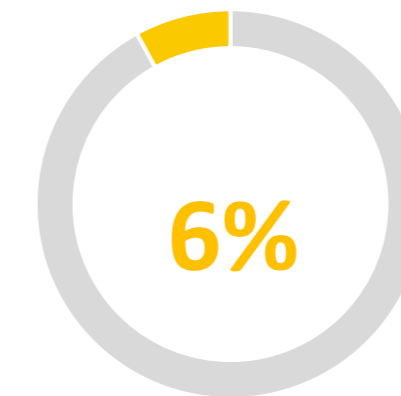
LITHIUM AND DERIVATIVES



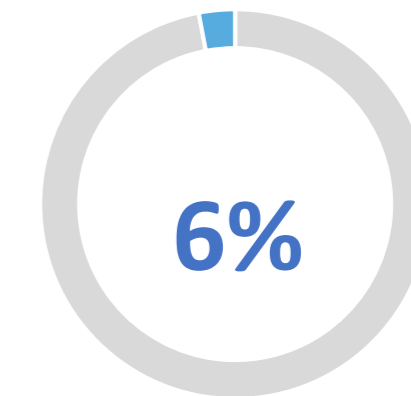
SPECIALTY PLANTS NUTRITION



IODINE AND DERIVATIVES



POTASSIUM



INDUSTRIAL CHEMICALS

2019 Revenues: US\$1.9 billion | 2019 Adjusted EBITDA³: US\$645 million | Adjusted EBITDA Margin³ : 33%

NFD/EBITDA: 1.1 | Moody's: Baa1 | Standard and Poor's: BBB+

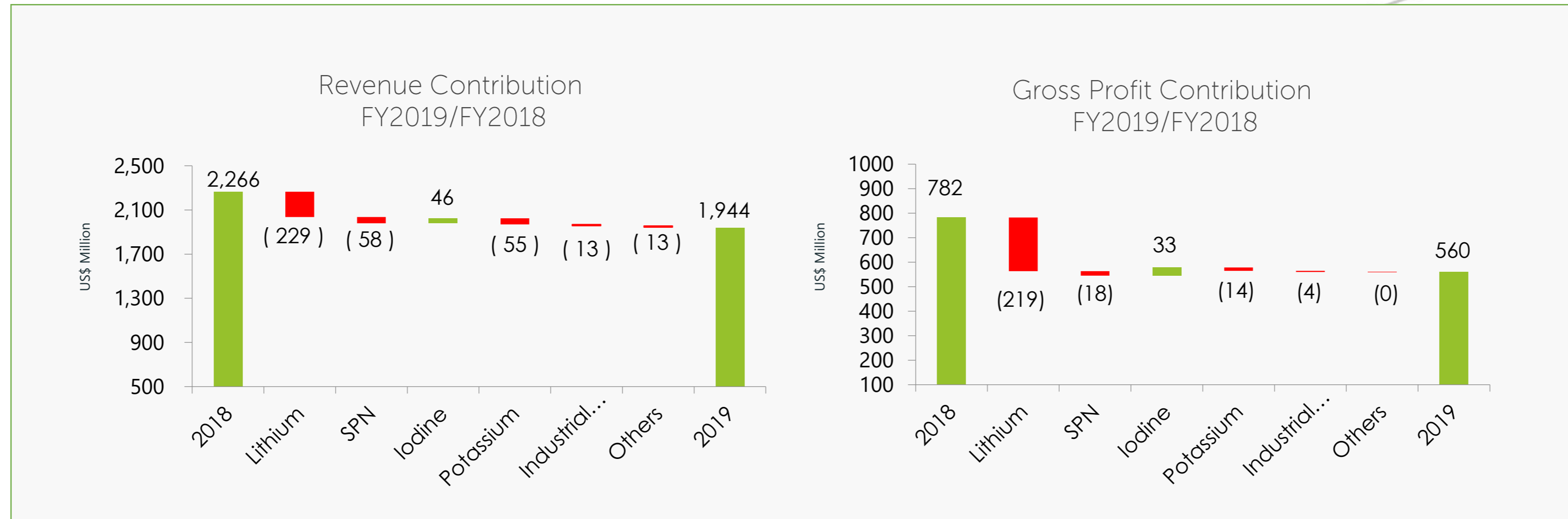
¹ As of December 31, 2019. Market share percentages have been developed by us using internal and external sources and reflect our best current estimates, which have not been confirmed by independent sources

² Contribution to gross profit for the twelve months ended December 31, 2019

³ Adjusted EBITDA = gross profit - administrative expenses + depreciation and amortization. Adjusted EBITDA margin = Adjusted EBITDA/revenues



Review of 2019 Results



Performance Drivers FY19 vs. FY18

- Lithium: Average prices down ~31% and sales volumes flat
- SPN: Average price down ~4% and sales volumes down ~4%
- Iodine: Average price up ~19% and sales volumes down ~4%
- Potassium: Average price up ~10% and sales volumes down ~28%
- Industrial Chemicals: Average prices down ~4% and sales volumes down ~9%



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Market Outlook: SPN, MOP, Iodine and Industrial Chemicals

Specialty Plant Nutrients

- Market: Potassium nitrate (KNO₃) provides unique benefits: chlorine-free, water soluble, and fast absorption
- Market: Potassium nitrate growth expected 2020: ~6% with high growth in USA and Mexico
- SQM: Positive price changes for some products

Potassium

- Market: 2020 market size could be ~ 66 million MT (from 64 million MT in 2019)
- SQM: expected sales in 2020: Increase of 20-25% compared to ~600k MT in 2019



Iodine

- Market: Growth led by X-ray contrast, LCD, pharmaceutical industry. 2-4% growth per year.
- SQM: Upward price trend is expected to continue in 2020. Similar sales volumes in 2020 compared to 2019

Industrial Chemicals

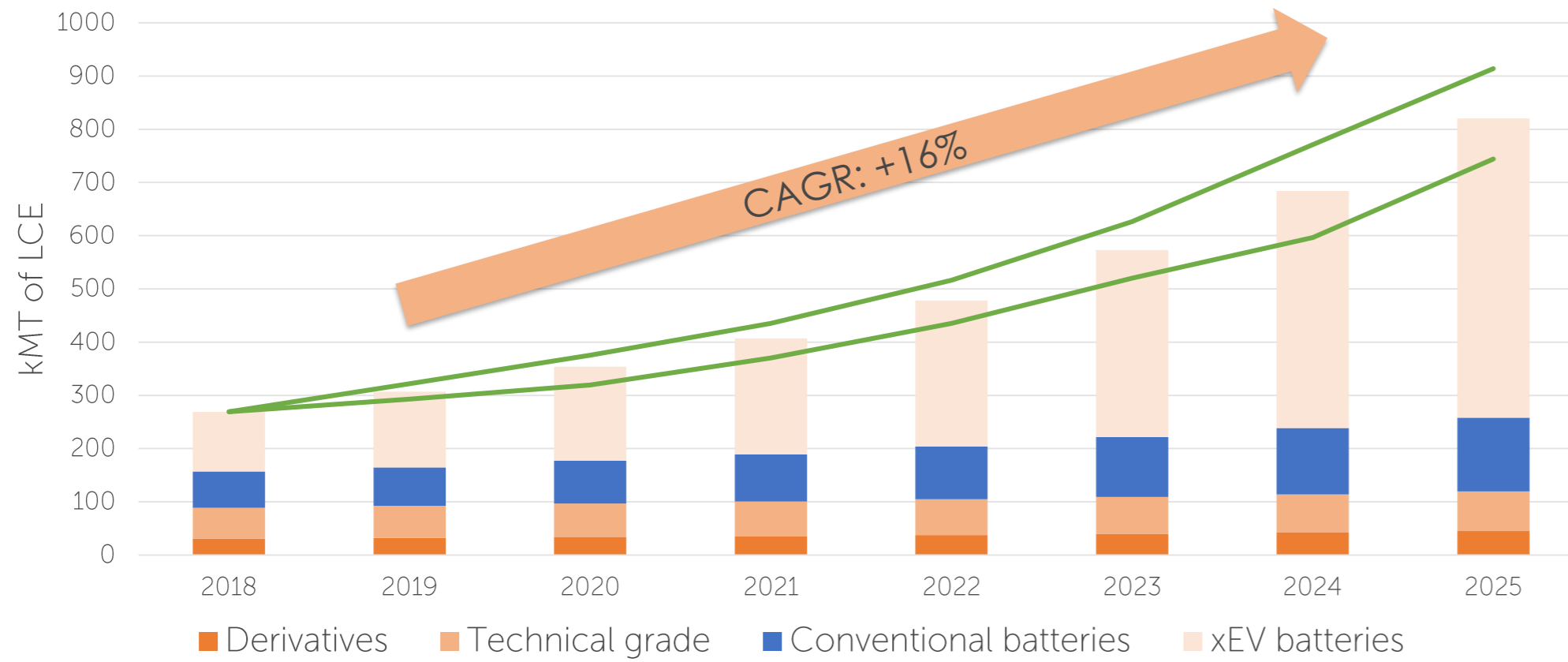
- Market: A 50MW parabolic CSP plant with 7.5 hours of indirect storage requires ~30k MT of solar salts
- SQM: Sales volumes ~400k MT between 2020-2022, ~150k MT in 2020



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Market Outlook: Lithium

Lithium Demand Evolution and Expected Growth



	Uses	CAGR
xEV batteries	BEV, PHEV, HEV	~25%
Conventional batteries	Portables devices, ESS, E-bikes	~10%
Technical grade	Glasses, Frits, Greases, etc	~4%
Derivatives	Li CL, Metal Li, Bu Li, others	~5%

Source: SQM estimates

¹ EV = PHEV + BEV

Lithium Expectations for 2020

- Market: Demand growth expected to be higher in 2H2020, compared to 1H2020.
- SQM: Lower average prices in 2020 vs 2019

Responsible management of natural resources

Highlights

- ✓ SQM is working on almost quadrupling lithium production without extracting more brine from the Salar de Atacama.
- ✓ Significant capacity increase in nitrates and iodine will include development of a sea water project for 900 l/s of total capacity.
- ✓ We have implemented ongoing protection, monitoring and control plans to help protect the environment.



Environmental management systems

AT ALL PRODUCTION SITES



100%

OF WATER TREATED IN SQM SEWAGE TREATMENT PLANTS IS REINCORPORATED INTO ITS PRODUCTION PROCESSES



95.8%

OF THE ENERGY REQUIRED FOR OUR OPERATIONS IS SOLAR



58%

OF THE INDUSTRIAL WASTE GENERATED IS RECYCLED BY THE COMPANY

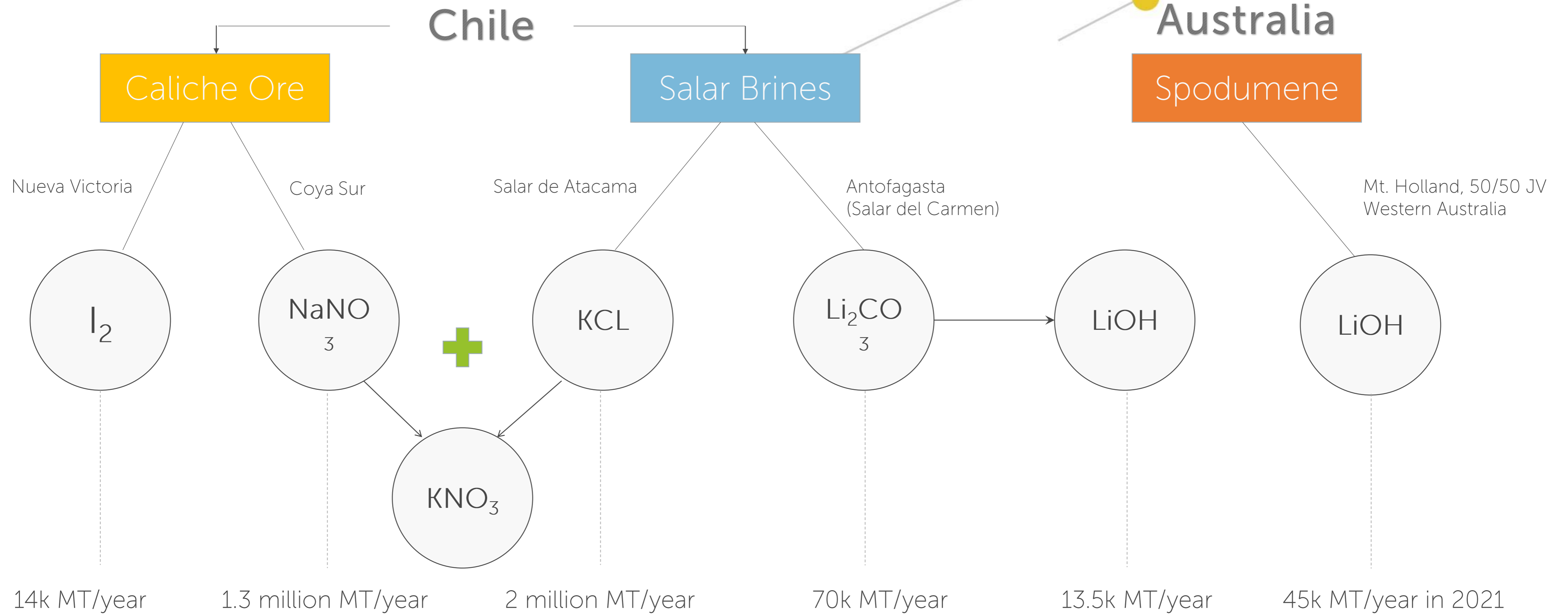


SUPPORTING
OUR
NEIGHBORS



1,700
STUDENTS IN
MATH
ASSISTANCE
PROGRAM

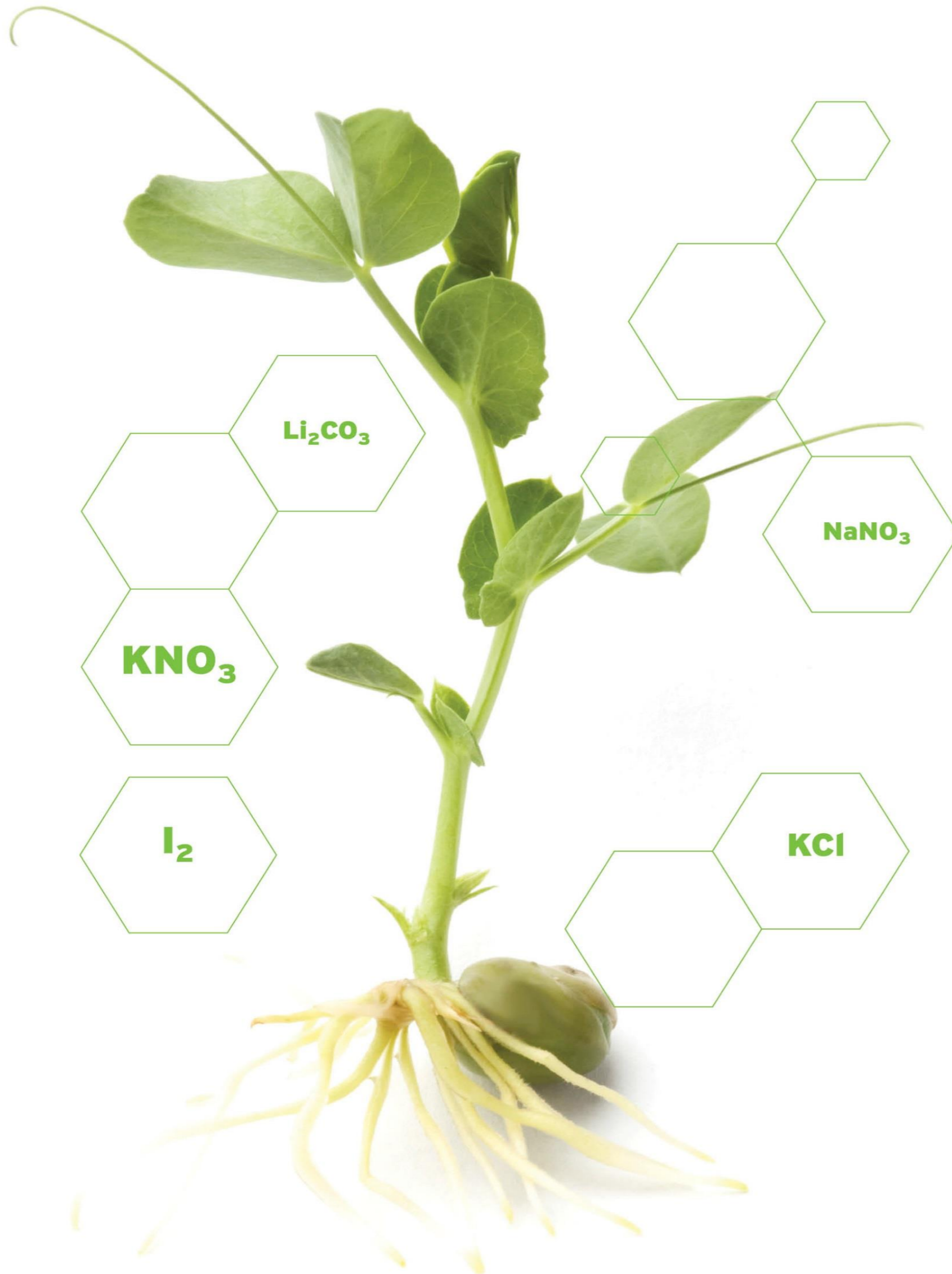
OVER 2,000
HOURS OF
VOLUNTEER
WORK





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CAPEX: Sustainable organic growth and M&A



CAPEX 2020: ~US\$450 million

Historical Maintenance CAPEX: ~US\$100 million

Annual D&A expenses: ~US\$220 million

Ongoing projects:

Lithium Carbonate Expansion 70k to 120k MT to be completed in 2H2021

Lithium Hydroxide Expansion 13.5k to 21.5k MT to be completed in 2H2021

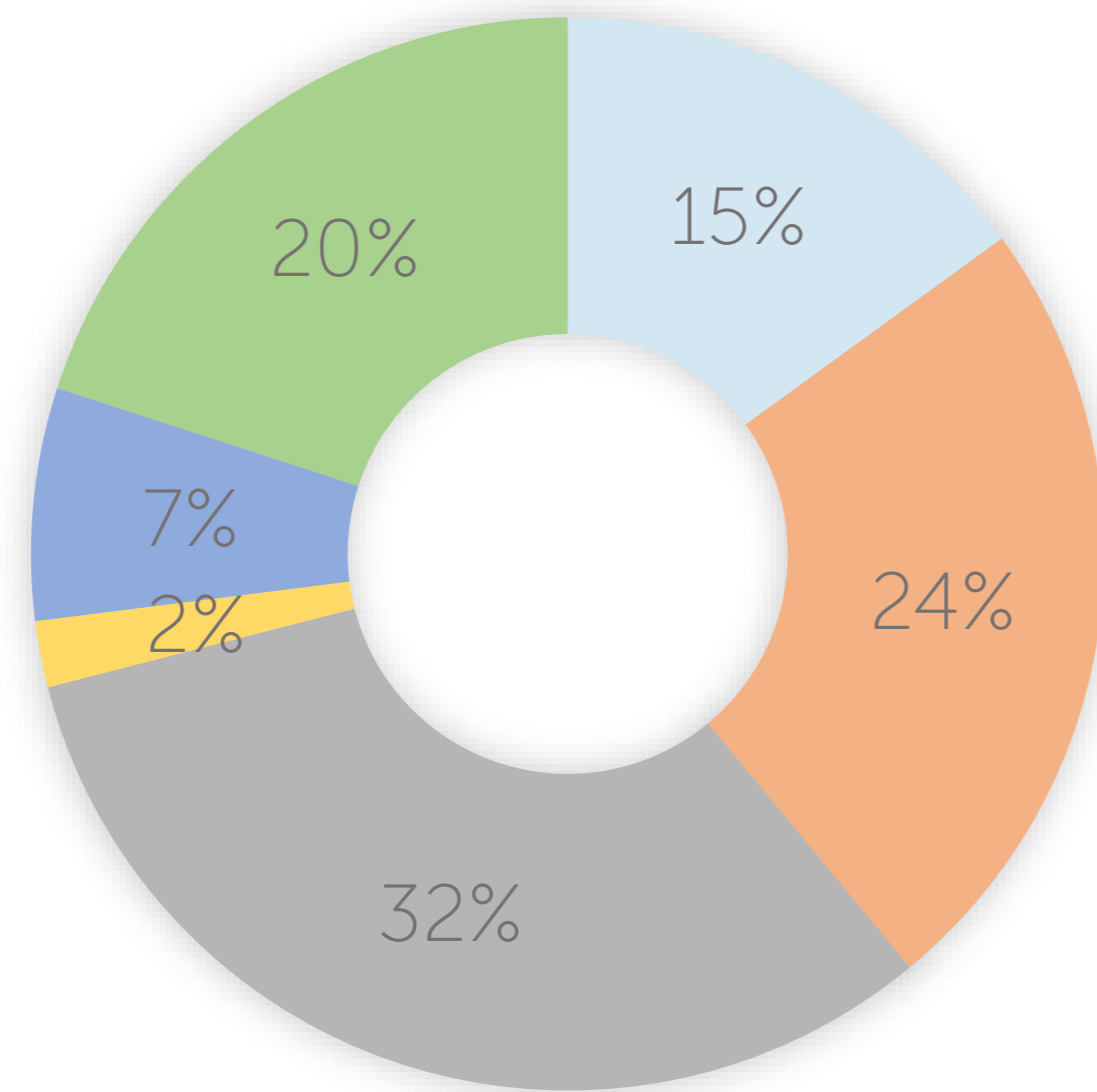
Nitrates and Iodine capacity expansions, including sea water pipeline



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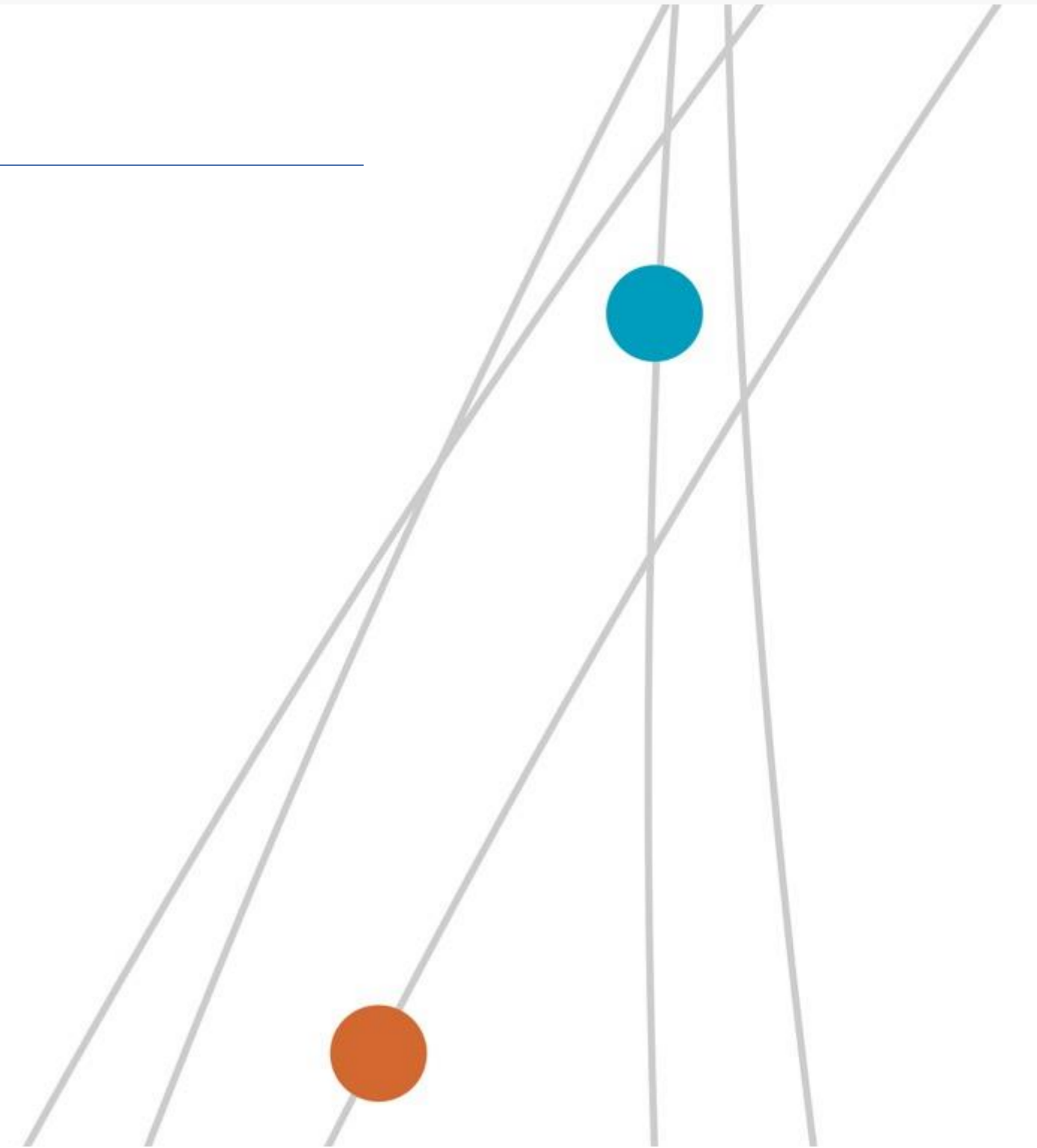
Appendix

Other Relevant Information



Ownership Structure¹

- Bank of New York Mellon (ADRS)
- Tianqi
- Pampa Group
- Kowa Group
- Chilean Pension Funds
- Others Chile



Dividend Policy²

Dividend Payout (% of Net Income) 100% 80% 60%

$\frac{\text{Current Assets}}{\text{Current Financial Liabilities}} \geq$ 2.5 2.0 1.5

$\frac{\text{Liabilities} - \text{Cash} - \text{Other Current Fin. Assets}}{\text{Equity}} \leq$ 0.8 0.9 1.0

- If none of the above parameters are met, dividend payout would be 50% of 2019 net income

Dividends 2019

- Dividends paid quarterly. Total dividends paid US\$329.8 million

¹According to the Shareholder Registry as of December 31, 2019

²Please see the full version on our website at www.sqm.com

Agreement with CORFO

Payments¹

Li ₂ CO ₃		LiOH	
US\$/MT	% ²	US\$/MT	% ²
< 4,000	6.80	< 5,000	6.80
4,000 – 5,000	8.00	5,000 – 6,000	8.00
5,000 – 6,000	10.00	6,000 – 7,000	10.00
6,000 – 7,000	17.00	7,000 – 10,000	17.00
7,000 – 10,000	25.00	10,000 – 12,000	25.00
> 10,000	40.00	> 12,000	40.00

Example

Lithium Average Price, US\$/MT	12,000	10,000	8,000
Lease Fee	% US\$/MT	% US\$/MT	% US\$/MT
Since April 10, 2018			
Li ₂ CO ₃	18.1% 2,172	13.7% 1,372	10.9% 872
LiOH	12.8% 1,530	10.3% 1,030	8.6% 690
Original Agreement ³			
Li ₂ CO ₃ , LiOH	6.8% 816	6.8% 680	6.8% 544

Source: Company.
 (1) Effective as of April 10, 2018.
 (2) % of final sale price
 (3) % of FOB price

Production Allowance

- Total production quota until 2030: 349,553 MT of LME
- Total in LCE: ~2.2 million MT

Capacity Expansion Options

- Expansion 1: 50,000 MT by 2023
- Expansion 2: 100,000 MT (in four stages of 25,000 MT)

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

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