



Fourth Quarter Earnings Presentation / 2015



> Important Notice



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.

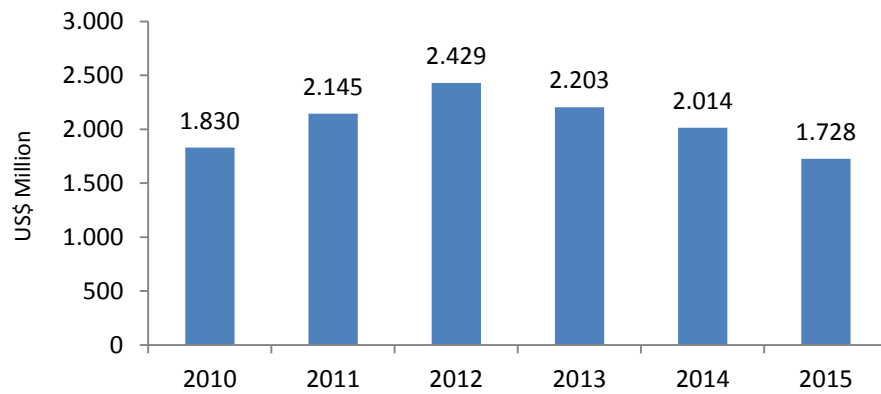
Risks, uncertainties, and factors that could affect the accuracy of such forward-looking statements are identified in the public filing made with the Securities and Exchange Commission, and forward-looking statements should be considered in light of those factors.



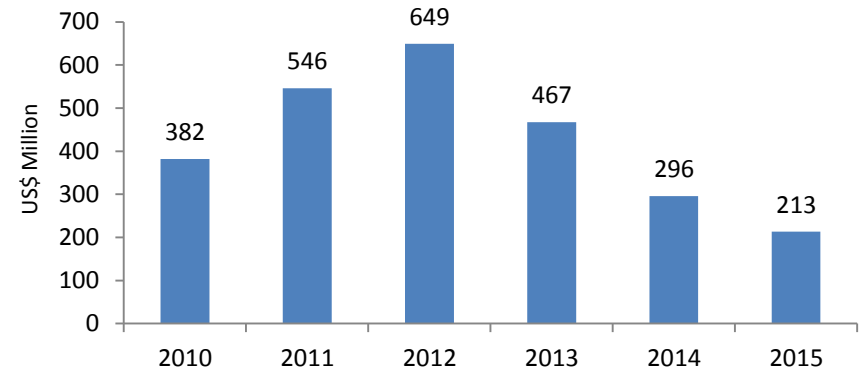
> Results



Revenues

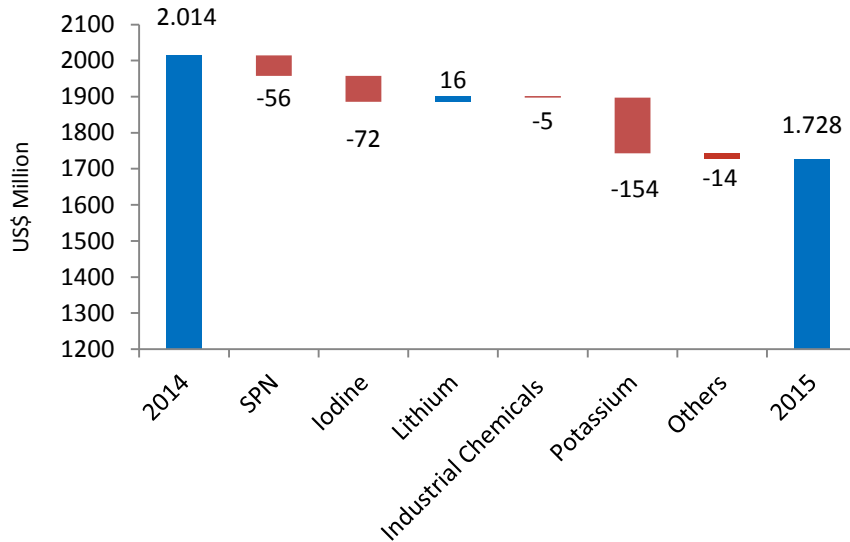


Net Income

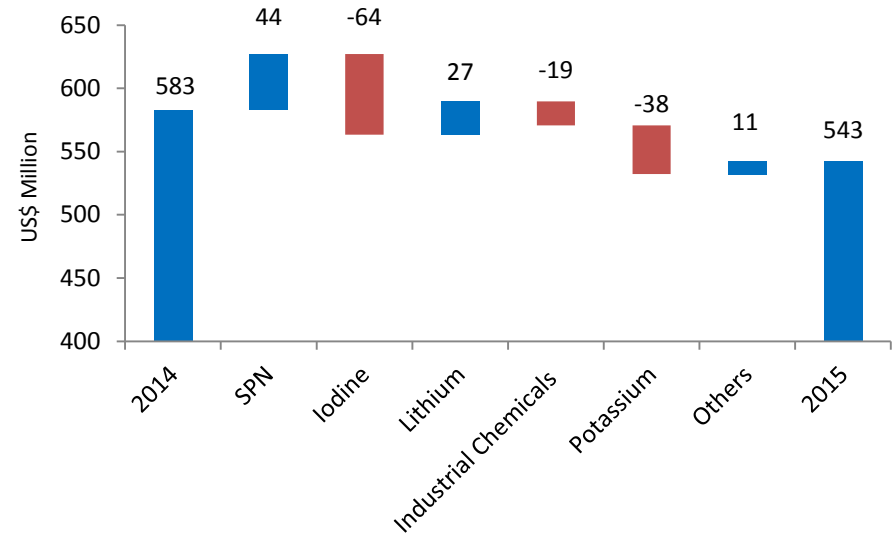




Revenue Contribution 2015/2014



Gross Margin Contribution 2015/2014

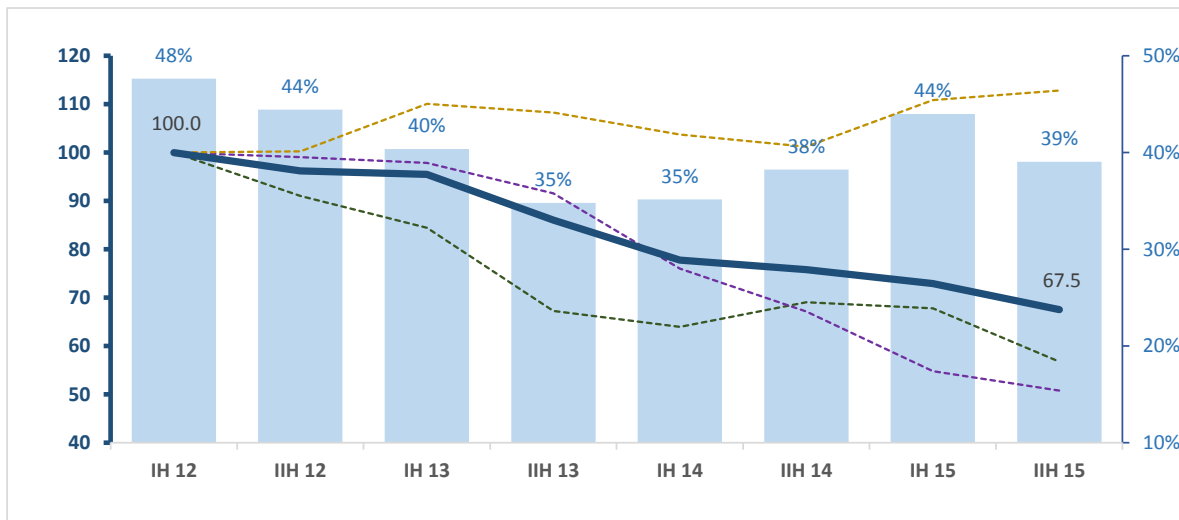


- ✓ Revenues impacted by lower pricing in potash and iodine
- ✓ Higher lithium prices

- ✓ Positive effect on margins from cost savings



Price (Base 100) vs EBITDA Margin



- ✓ EBITDA margin for 2015: 42%
- ✓ EBITDA margin for 2014: 37%

Purple line = iodine price. Base 100 at First Half 2012, reaching 50 in Second Half 2015

Green line = potash price. Base 100 at First Half 2012, reaching 53 in Second Half 2015

Yellow line = lithium price. Base 100 at First Half 2012, reaching 113 in Second Half 2015

Thick blue = "average price trend" (average price weighted by gross margin contribution). 67.5 in Second Half 2015

Columns represent the EBITDA margin every semester: 2012 full year average 46%, 2013: 38%, 2014: 37% and 42% in 2015



> Market Outlook



- ✓ Potash Market: Global demand less in 2015 than in 2014; prices under pressure.
- ✓ Potassium Nitrate: Strong growth seen in water soluble (high margin) potassium nitrate.
- ✓ Iodine Market: Demand growth >3% in 2015; prices remain under pressure
- ✓ Lithium Market: Strong market growth (~5%) and higher prices
- ✓ Solar Salts: Higher sales in 2015; projecting volumes to almost double in 2016



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