

SQM Analyst Day 2016
New York Lotte Palace Hotel



SQM

► **Forward-looking statements**

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.

► Agenda



- ✓ Patricio de Solminihac, CEO
- ✓ Eugenio Ponce, Chairman of the Board



- ✓ Daniel Jiménez, VP of Sales of Lithium and Iodine
- ✓ Gerardo Illanes, VP of Finance and IR



- ✓ Presentation will be available at our website www.sqm.com
- ✓ Q&A





Patricio de Solminihac
CEO

▶ CEO Overview



✓ An update since March 2015



✓ Legal Review

✓ Business Review



✓ Looking forward



► Investigation of Payments

At the beginning of 2015, Chilean authorities began an investigation of SQM relating to payments of invoices for services that may not have been properly supported or that may not have been necessary to generate income

- ✓ SQM has paid ~US\$10 million in back taxes, interest and fees related to ~US\$15 million in unsupported invoices paid between 2008 and 2014.
- ✓ SQM and its employees have fully cooperated with the corresponding authorities.
- ✓ Independent lawyers (Shearman and Sterling) and forensic accountants performed a complete review of the period under analysis; conclusions were sent to appropriate authorities.
 - No evidence that payments were made in order to induce a public official to act or refrain from acting in order to assist SQM in obtaining economic benefits, under the U.S. Foreign Corrupt Practices Act.

► Investigation of Payments

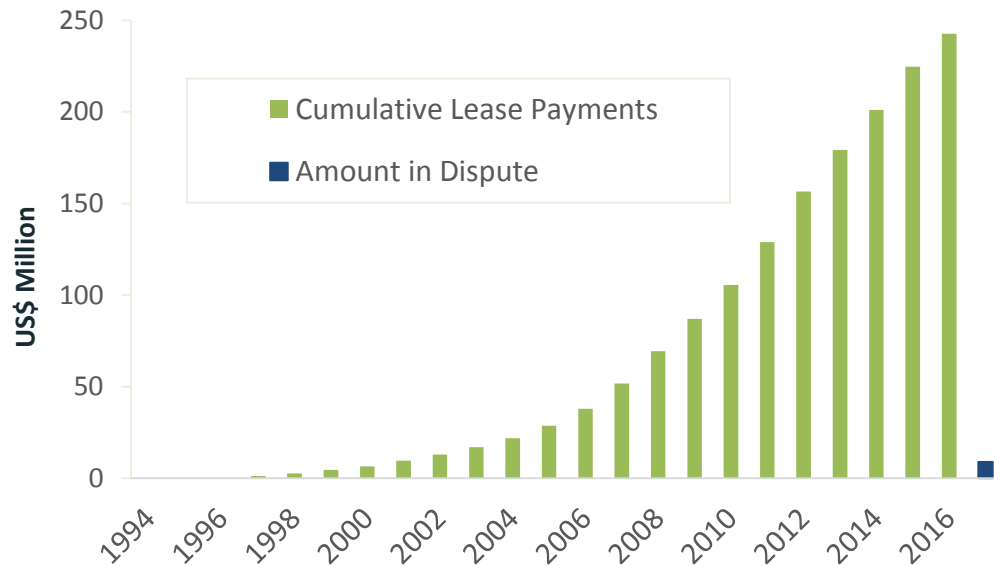
Implementation of measures to prevent similar incidents in the future:

- ✓ Creation of Board of Directors Corporate Governance Committee
- ✓ Separating and strengthening the team and responsibilities of the Internal Audit and Compliance departments
- ✓ Hiring a Big Four accounting firm to review SQM's payment process controls
- ✓ Improving payment process controls and approvals
- ✓ Review of SQM's Code of Ethics

► Arbitration: CORFO and SQM

- ✓ 1993: SQM signed lease agreement and project agreement with CORFO
- ✓ Both agreements valid through 2030
- ✓ Chilean Nuclear and Energy Commission (CCHEN) limits SQM to 180,100 tons of total lithium metal (~1M tons of LCE) extraction in aggregate through 2030

Cumulative Lease Payments to CORFO



- ✓ SQM has invested close to ~US\$2 billion in the Salar
- ✓ SQM has paid over ~US\$532 million in direct taxes (not considering taxes paid by its workers and contractors) through June 30, 2016
- ✓ Additionally, SQM has paid ~US\$245 million in lease payments to CORFO through June 30, 2016
- ✓ Amount in dispute with CORFO: US\$8.9 million

► Arbitration: CORFO and SQM

✓ **May 2014: Arbitration was initiated between SQM and CORFO**

CORFO Alleges	SQM Position
SQM incorrectly determined lease payments, and underpaid CORFO US\$8.9 million (2009-2014)	<ul style="list-style-type: none"> • All payments were made appropriately
International reference price for KCL (used in order to calculate lease payments) should have been used for all potassium salts, without making corrections to reflect for potassium content	<ul style="list-style-type: none"> • Per contract, CRU British Sulfur determines reference price • Agreement states that unit of K content must be taken into consideration • CRU has determined reference price for all potassium products
Lease agreement reference price for lithium should be based on sales to non-related customers and not average price to all customers	<ul style="list-style-type: none"> • Parties previously discussed reference pricing, and agreed on lease payments based on average price from all customers. • Average price referenced in bullet above based on all customers has benefited CORFO over life of contract
SQM did not properly construct/replace property markers per agreement	<ul style="list-style-type: none"> • Mining properties are fully protected from legal point of view • Responsibility belongs to property owner (CORFO), and has never been transferred by CORFO to SQM • SQM has offered to construct and replace markers
As a result of these allegations, CORFO is calling for early termination of the lease agreement	SQM has fully complied with all contractual obligations with CORFO over the life of the contract

✓ **August 2016: CORFO formally initiates second arbitration regarding Project Agreement against SQM**

✓ **Sept 2016: SQM will formally bring third arbitration against CORFO to challenge the statute of limitations**

▶ Arbitration Process

- ✓ Adjudicated by the Santiago Chamber of Commerce – independent third party arbitrator selected
- ✓ Three-stage process: Discovery, Conciliation, Evidentiary Term
- ✓ Two year time limit, excluding conciliation stage and independent expert reviews requested by arbitrator. Arbitrator can extend process one year
- ✓ Both parties forfeit their rights to the standard appeals process
 - Parties only have the right to a Complaint Appeal or a Cassation Appeal

SQM looks forward to collaborating with CORFO and continuing the operation of the Salar de Atacama in a way that benefits both parties.



► Recent Accomplishments

- ✓ Maintained successful operations
- ✓ Implemented plans to improve internal controls and compliance
- ✓ Successfully restructured iodine and nitrates operations
 - Focusing production on Nueva Victoria operations (more efficient)
 - Increasing potassium nitrate capacity
- ✓ Good relationships with employees → Successful negotiation with unions
- ✓ Improved operational efficiencies and reduced costs company-wide
- ✓ Defined sustainable, long-term strategic plan, setting clear goals
- ✓ Analyzed several projects and opportunities all around the world
 - Signed JV with Lithium Americas for 50,000 MT lithium project in Argentina
 - Signed JV with Elemental Minerals for 2-4 million MT potassium chloride project in the Republic of Congo

► Strategic Plan: Looking towards the future



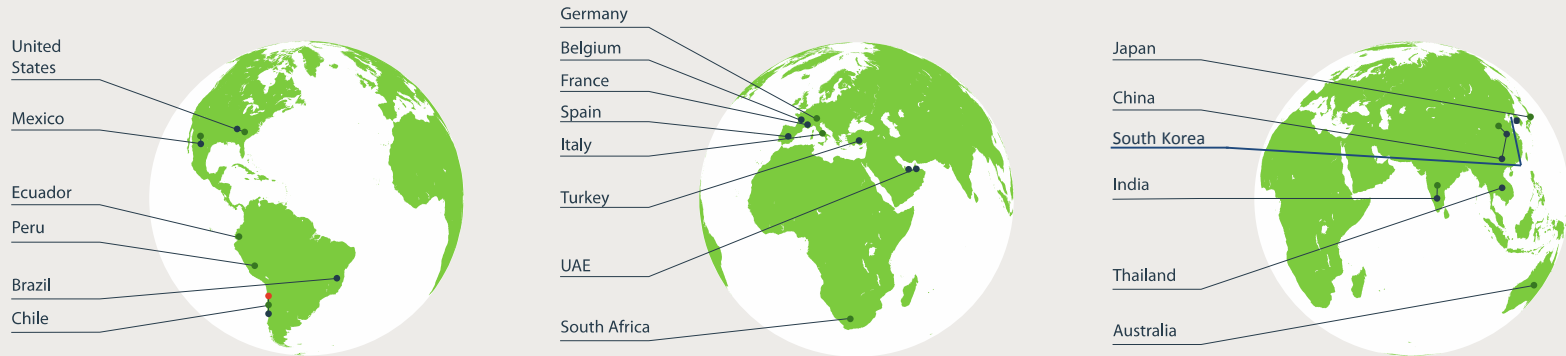
► Strategic Plan: Looking towards the future

✓ **Goal: To increase EBITDA to over US\$1 billion by 2020**

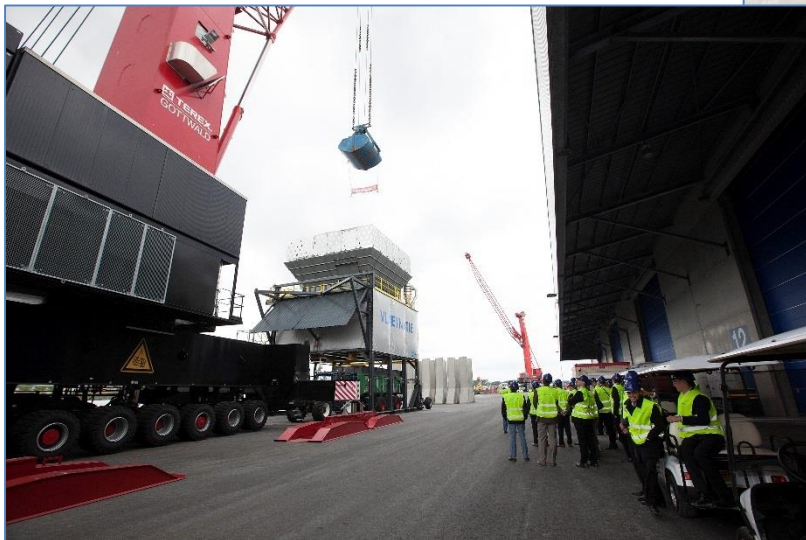
SQM Strategic Goals	Initiatives to Reach Goal
SPN: Continue to add value to KNO ₃ market	<ul style="list-style-type: none"> • Build new NPK plants and form new strategic partnerships • Aggressive investment in market development. New products, new uses → new customers in diverse regions
Potash: Be a very low-cost producer	<ul style="list-style-type: none"> • Extend Lean implementation in all our plants • Evaluate new projects at low end of cost curve
Lithium: Grow and diversify geographically	<ul style="list-style-type: none"> • Develop 50,000 MT project in Argentina • Analyze other opportunities to supply growing market
Iodine: Increase market share	<ul style="list-style-type: none"> • Ensure operational optimization between nitrates and iodine • Promote R&D for new uses in the market • Continue to develop downstream market through partnership with Ajay Chemicals
Solar Salts: Achieve at least 200K MT/year by 2020	<ul style="list-style-type: none"> • Provide a full service for solar salt projects, leveraging production and logistics experience
New Business	<ul style="list-style-type: none"> • Metal exploration: gold, copper, zinc within our current natural resources • Analyze diverse natural resources around the world, engaging <u>ONLY</u> where we believe we will have sustainable competitive advantages

► Specialty Plant Nutrition

✓ Worldwide presence and distribution network, with over 16 NPK plants around the world



✓ NPK plant at Candeias, Brazil



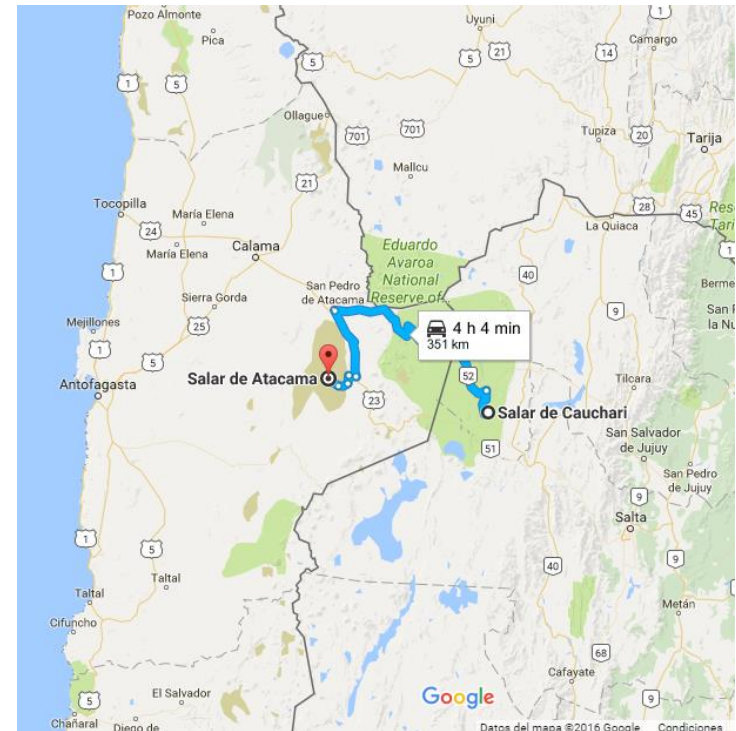
✓ New port facilities in the Netherlands



✓ Ajay Chemicals iodine derivatives plant in Georgia, USA

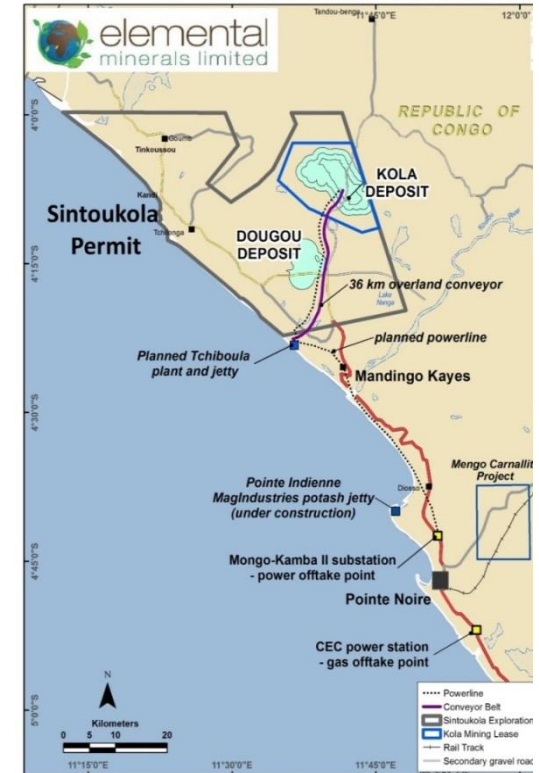
► Lithium: Caucharí Joint Venture

- ✓ 50/50 JV with Lithium Americas over world class lithium deposit in Argentina
- ✓ Significant synergies with existing Chilean operations (management, production process, technology, logistics, procurement, maintenance, etc.)
- ✓ 50K MT per year for 40 years (two stages of 25K each); operating costs expected to be on low end of the cost curve
- ✓ Estimated capex US\$425 million + US\$250 million (pre VAT) for stages I and II, respectively
- ✓ Production to start in 2019
 - Sept. 2016: Exploration campaign
 - Nov. 2016: Training of pond operators
 - Early 2017: Plant construction begins
 - Mid 2017: Ponds to start operating



► Potash: Sintoukola Project

- ✓ Investment of US\$20 million for 17% ownership stake over Sintoukola project, including three potash deposits: Kola, Dougou and Yangala in the Republic of Congo
- ✓ Very high grade potash deposits located less than 35 km from port → strategic access to Brazilian, South African and African markets
- ✓ Estimated initial capacity of 2 million MT/year, growing to 4 million MT/year
- ✓ Definitive feasibility studies could be delivered within 2 years
- ✓ Infrastructure: paved roads, power and gas, fresh water
- ✓ Main partners:
 - Elemental Minerals Limited
 - State General Reserve Fund of Oman
 - Summit Private Equity





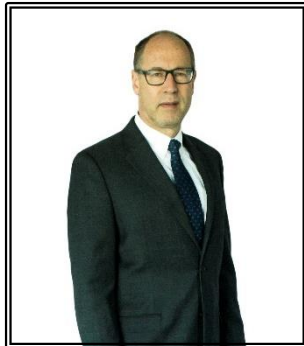
Eugenio Ponce
Chairman of the Board



▶ Introducing the Board



Eugenio Ponce
Chairman



Edward Waitzer
Vice Chairman



Joanne Boyes
Board member



Gonzalo Guerrero
Board member



Bob Kirkpatrick
Board member



Dieter Linneberg
Board member



Arnfinn Prugger
Board member



Julio Rebolledo
Board member

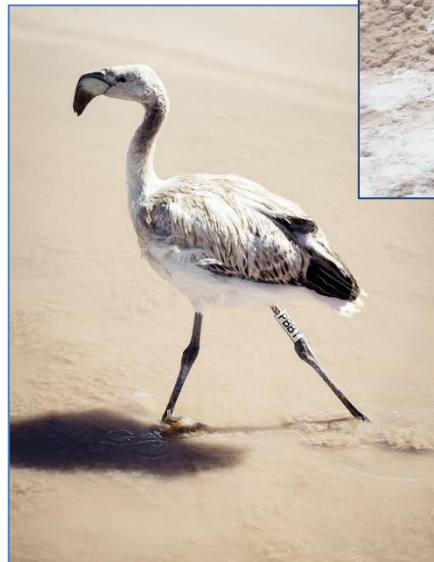
► Board Committees

	Directors' Committee (Audit Committee)	Safety, Health and Environmental Committee	Corporate Governance Committee
Members	Dieter Linneberg Julio Rebolledo Edward Waitzer	Arnfinn Prugger Joanne Boyes Gonzalo Guerrero	Bob Kirkpatrick Dieter Linneberg Edward Waitzer
Responsibilities*	<ul style="list-style-type: none"> • Issue opinion regarding external auditor's report, including financial statements • Propose external auditors, rating agencies and account inspectors for approval at Shareholders' meeting • Meet Head of Internal Audit not less than twice per year • Meet Head of Risk Management at least twice a year • Meet external audit firm at least twice a year 	<ul style="list-style-type: none"> • Periodically review the safety, health, environmental and sustainability policies of Company • Receive and review, not less than annually, written reports from management on status of compliance • Review monthly management reports received by Board • Receive and review, not less than annually the detected organization, social or cultural barriers that could inhibit diversity 	<ul style="list-style-type: none"> • Annually review Corporate Governance Policy • Ensure compliance with Corporate Governance Policy • Ensure adequate succession planning for CEO • Review communication with shareholders • Review Directors' and Officers' Liability Policy before execution by Company.

* Please see Corporate Governance Policy at www.sqm.com for complete information regarding Board Committees

► Board Goals

- ✓ Continue to improve corporate governance, implementing best practices in Chile and abroad
- ✓ Get back to business
- ✓ Focus on people
- ✓ Maintain controls at all levels

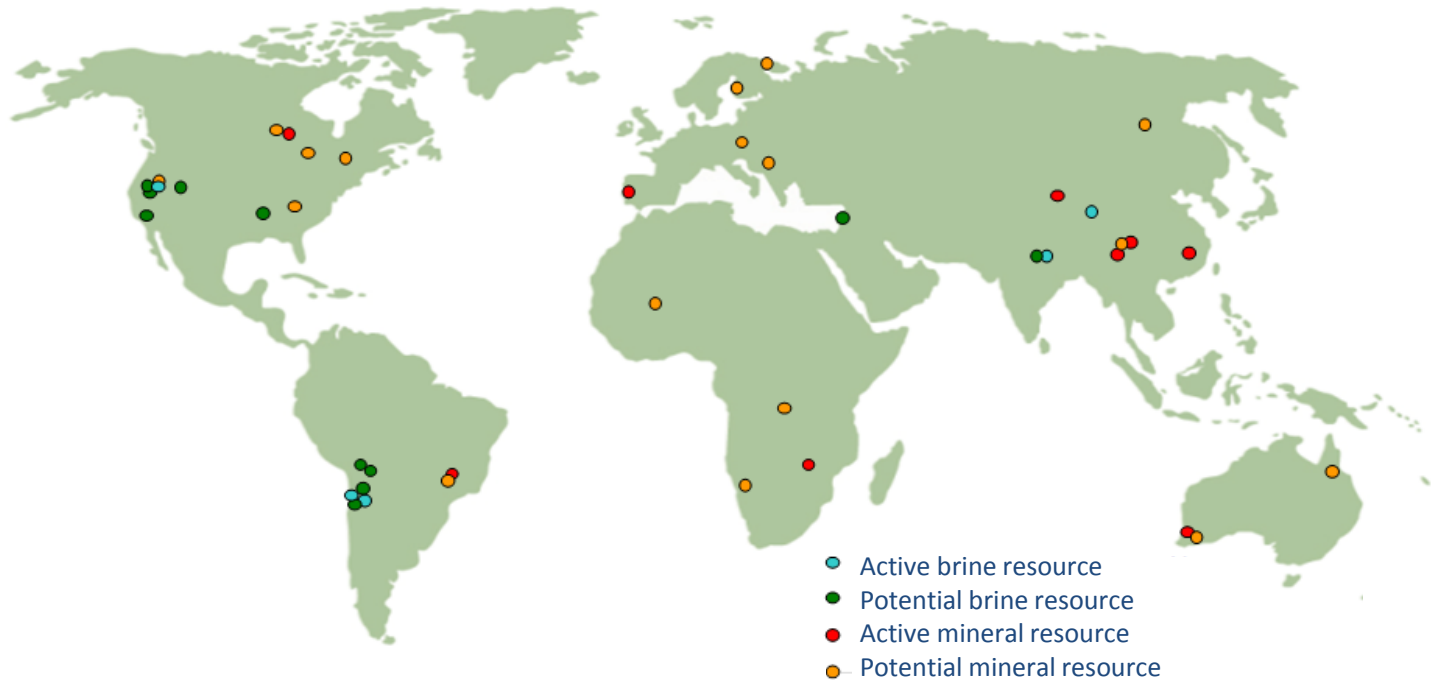


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Daniel Jiménez
 VP Sales Iodine,
 Lithium and Industrial
 Chemicals

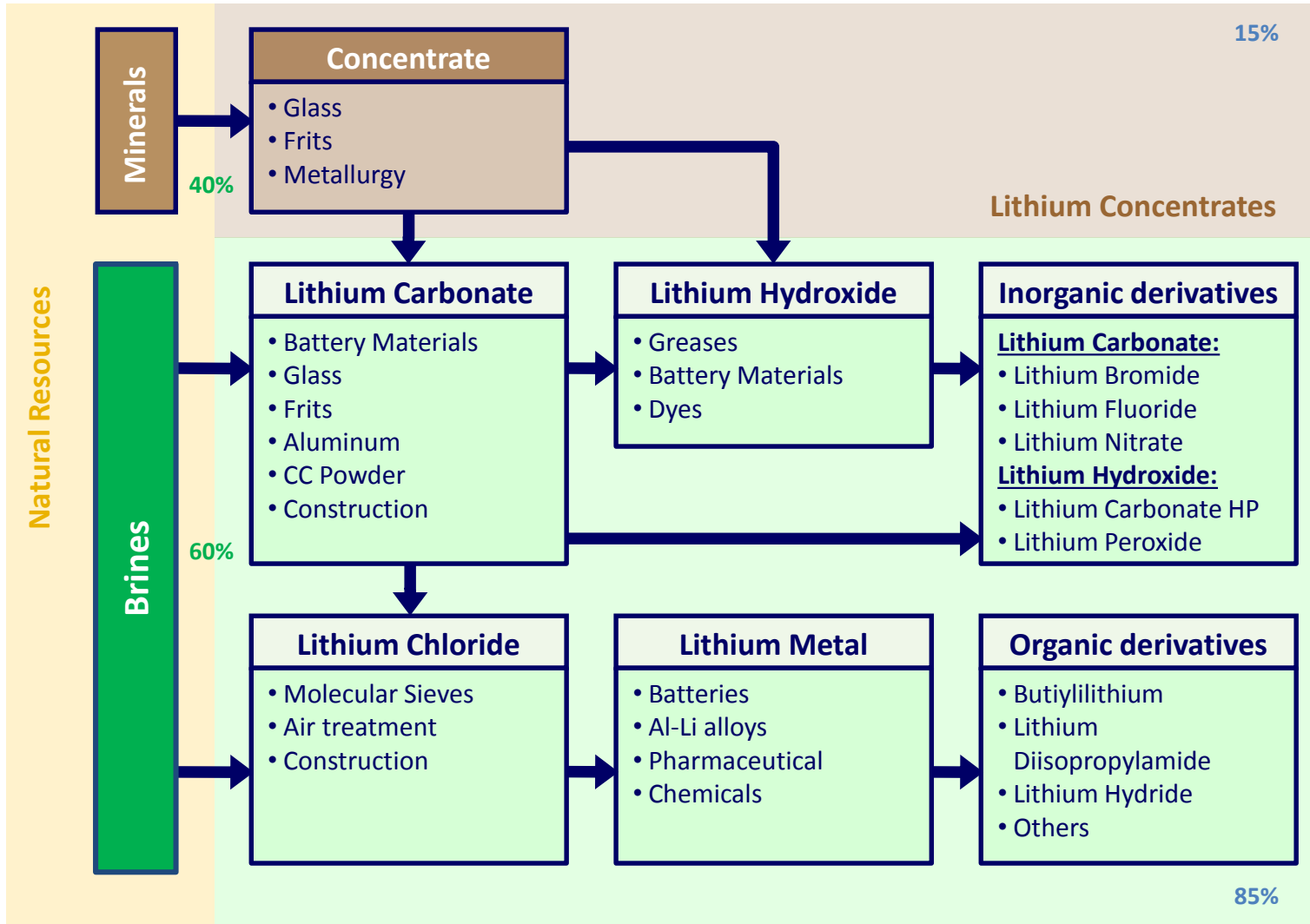


► Lithium: Resources



- ✓ Abundant in nature and widely distributed around the world
- ✓ Producing lithium chemicals has proven to be difficult and challenging. Over the last few years, several projects have attempted to enter the market:
 - Chinese brine producers
 - Galaxy (Mount Cattlin)
 - RB Energy
 - Orocobre

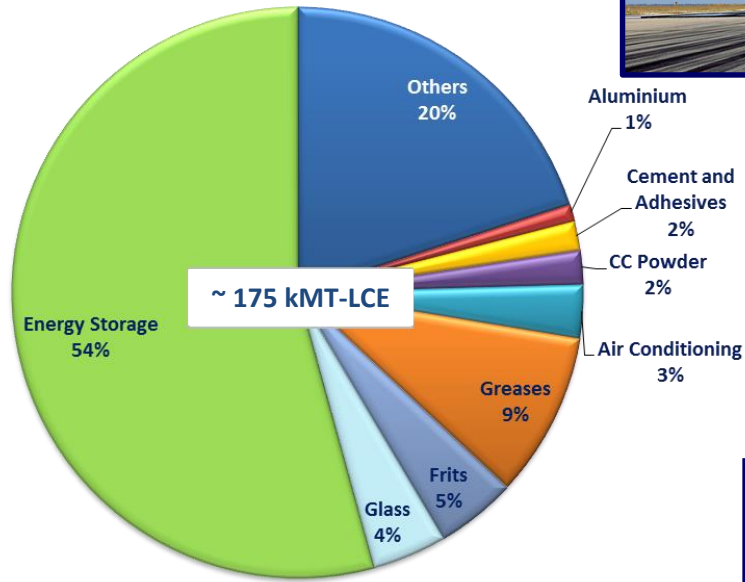
► Lithium: Lithium Tree



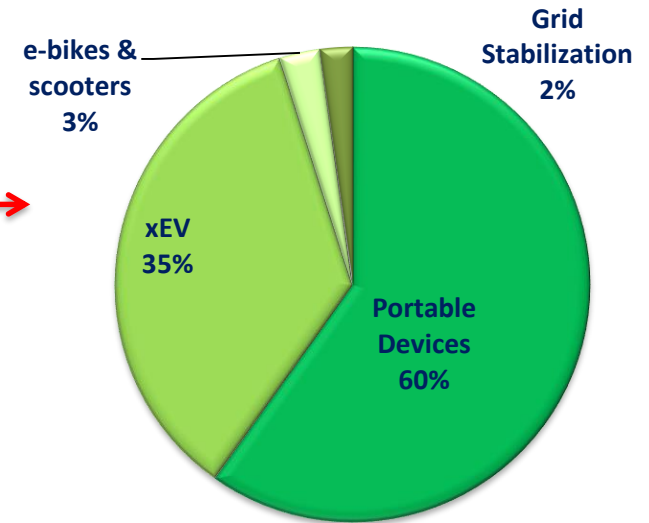
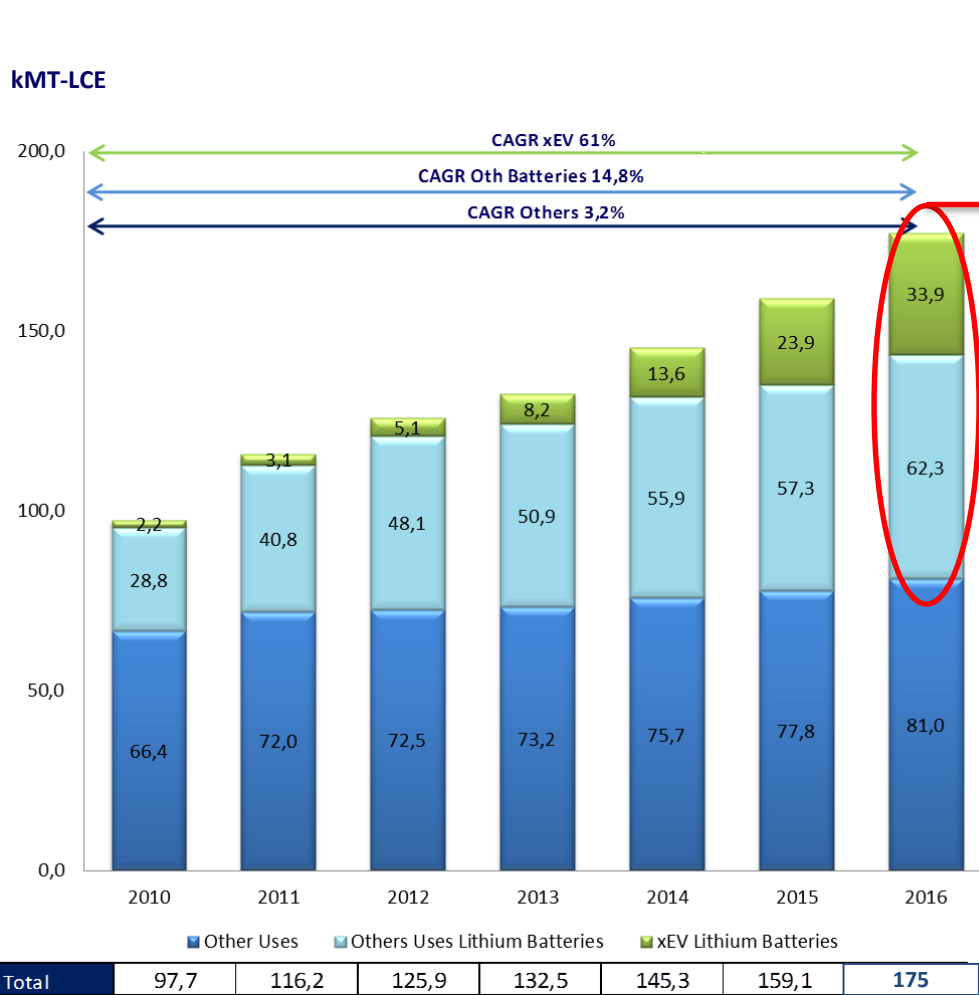
► Lithium: Demand



Lithium Chemicals Demand 2016
Main Uses



► Lithium: Demand Evolution



- ✓ In 2015, energy storage represented over 50% of the total lithium chemicals demand.
- ✓ CAGR 2016 – 2025: 8%-12%.
- ✓ Growth expectation CAGR 2016-2025:
 - xEV: 18% - 24%
 - Other Batteries: 5% - 10%
 - Others: 3% - 6%
- ✓ Current estimates suggest that in 2025 the global demand of lithium chemicals could be between 300-490 kMT-LCE.

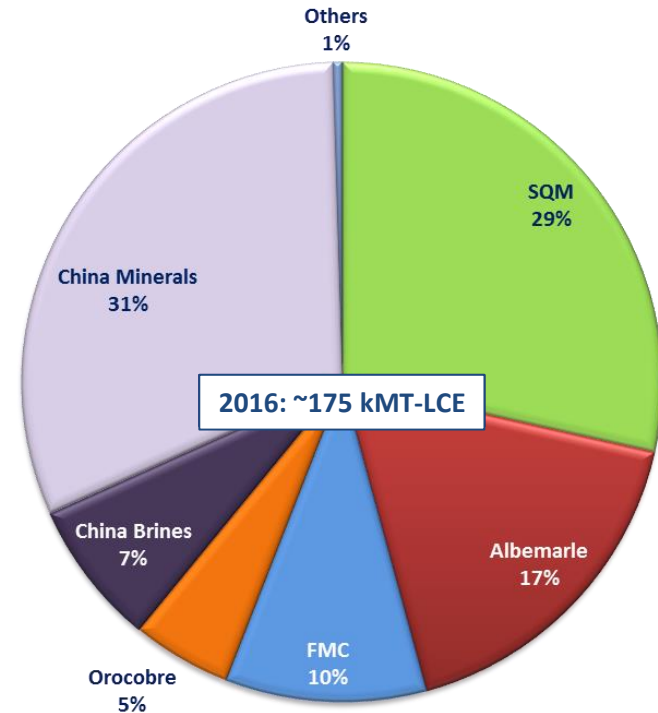
► Lithium: Demand xEV Forecast

Type	Unit	2015	2020	2025
HEV - Li	000 units	400	[1,300-1,400]	[2,200-3,600]
Hybrid Electric Vehicles	kMT-LCE	0,7	[2,0-2,2]	[4,7-5,4]
PHEV	000 units	220	[650-730]	[1,000-1,700]
Plug-in Hybrid Electric Vehicles	kMT-LCE	2,5	[6,5-7,3]	[12-14]
EV	000 units	320	[1,500-2,300]	[2,900-4,400]
Electric Vehicles	kMT-LCE	12,4	[47-65]	[93-150]
PHEB	000 units	30	[60-63]	[100-150]
Plug-in Hybrid Electric Buses	kMT-LCE	0,8	[1,4-1,6]	[2,6-3,8]
EB/ET	000 units	60	[160-175]	[300-430]
Electric Buses - Trucks	kMT-LCE	6,7	[16-18]	[32-47]
Total xEV - Li	000 units	1.030	[3,570-4,700]	[6,800-10,000]
	kMT-LCE	23,1	[73-100]	[145-220]



► Lithium: Supply 2016

Suppliers	2016 F (kMT)	Announced Increases 2016-2021 (kMT)
SQM (1)	48+	25 - 50
Albemarle	31	25 - 30
FMC	18	-
Orocobre	9	10 - 15
China/Australia	69	45 - 65
Brazil	1	-
Total Supply	~175	[105-160]



- ✓ In 2016, the Chinese lithium producers have produced lithium chemicals primarily using Australian spodumene.
- ✓ SQM is currently the lowest cost producer.

► Lithium: SQM Average Prices



- ✓ The main reasons for the price increase in 2015 and 2016 were:
 - Higher than expected demand in China.
 - Lower than expected supply, slow start up of ORE.

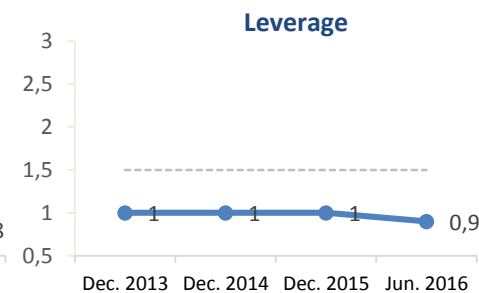
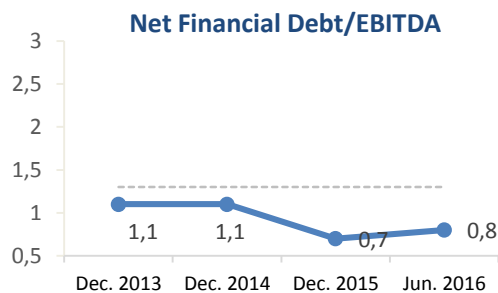
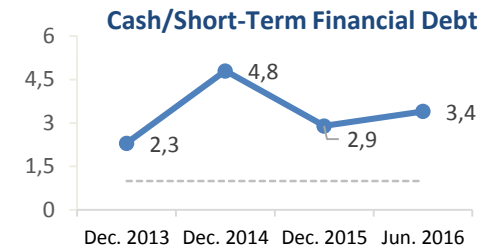
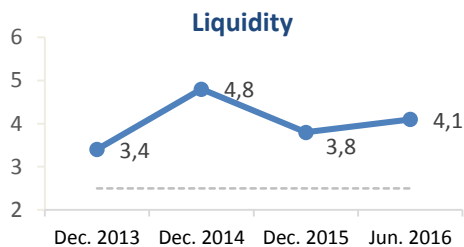
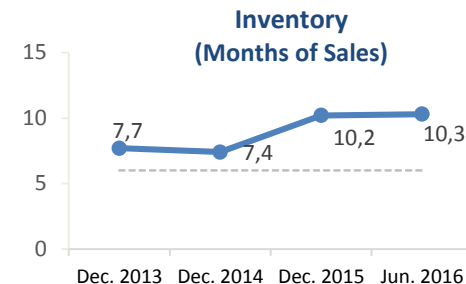
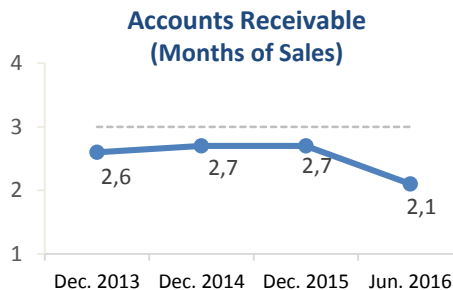


Gerardo Illanes
VP of Finance and IR

► Balance Sheet as of June 30, 2016

Millions of US\$

Total Current Assets	2,325
Cash and cash equivalents	583
Other current financial assets	232
Accounts receivable (1)	385
Inventory	1,018
Others	108
Total Non-current Assets	1,915
Other non-current financial assets	3
Investments in related companies	115
Property, plant and equipment	1,622
Other Non-current Assets	175
Total Assets	4,239
Total Current Liabilities	571
Short-term debt	243
Others	328
Total Long-Term Liabilities	1,348
Long-term debt	1,097
Others	251
Shareholders' Equity before Minority Interest	2,261
Minority Interest	60
Total Shareholders' Equity	2,321
Total Liabilities & Shareholders' Equity	4,239

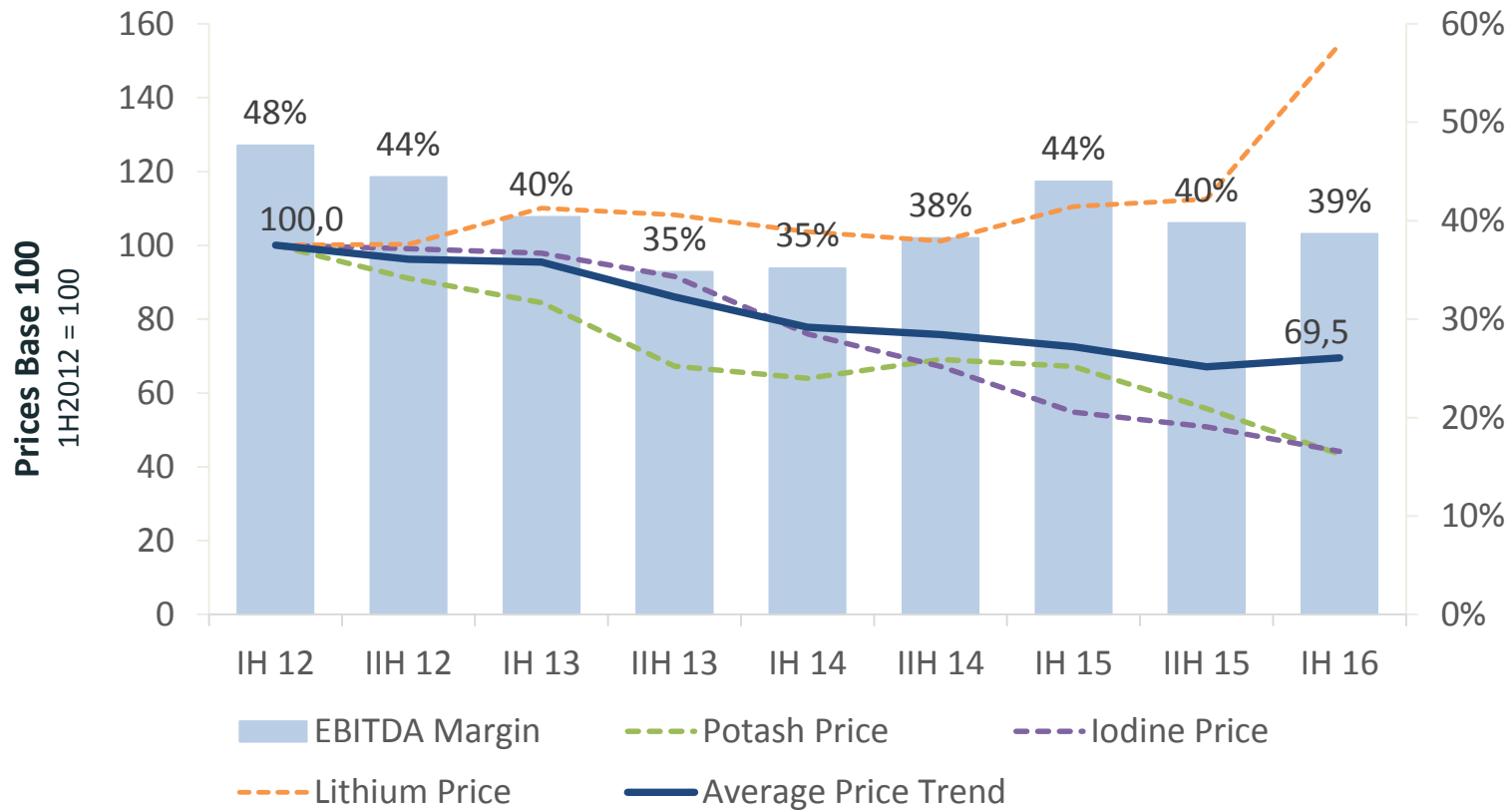


(1) Accounts receivable + accounts receivable from related companies

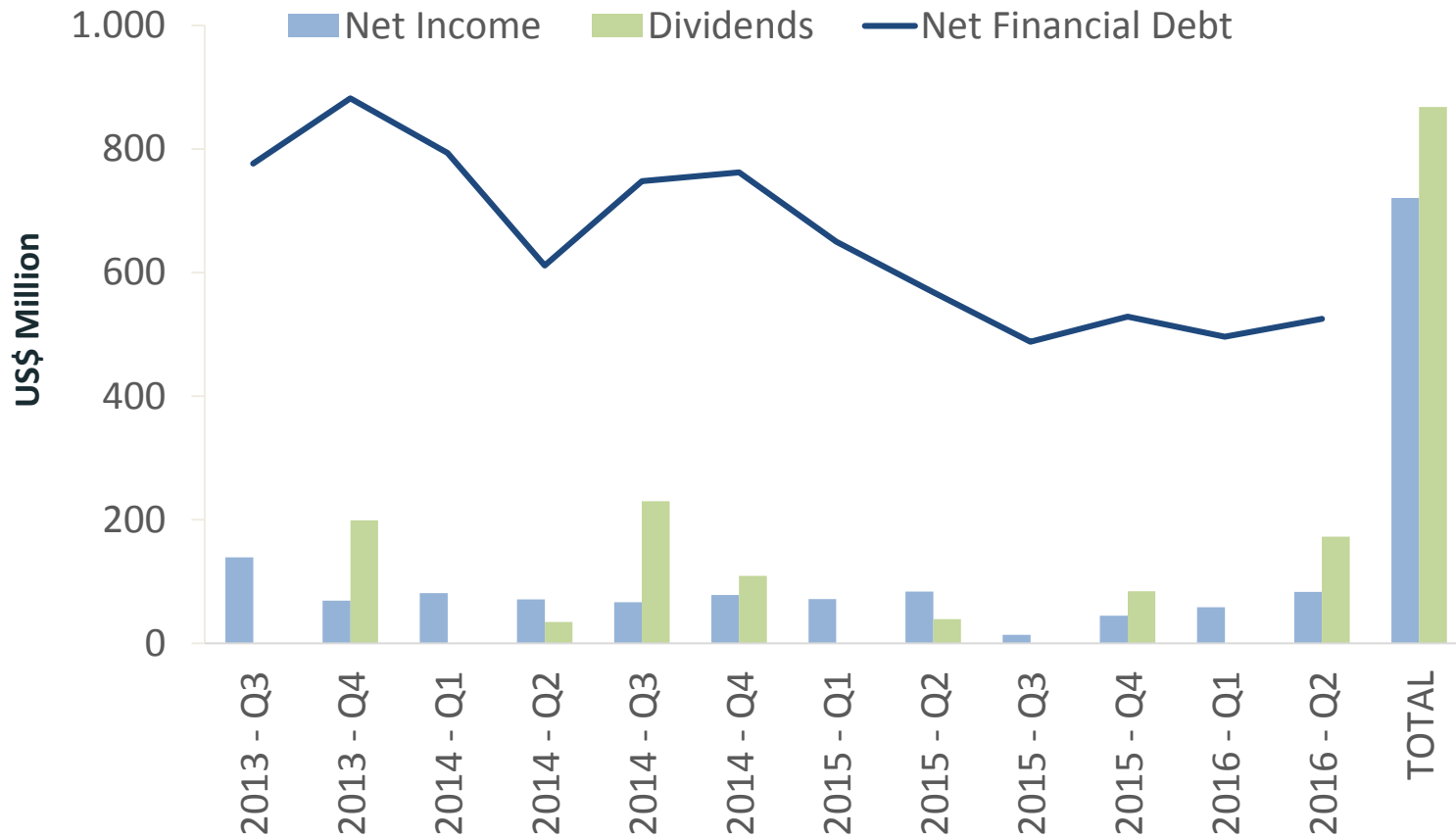
► Prices vs. EBITDA Margin

- ✓ Cost savings initiatives have protected margins, despite lower pricing environment in most business lines

Prices (Base 100) vs. EBITDA Margin (%)



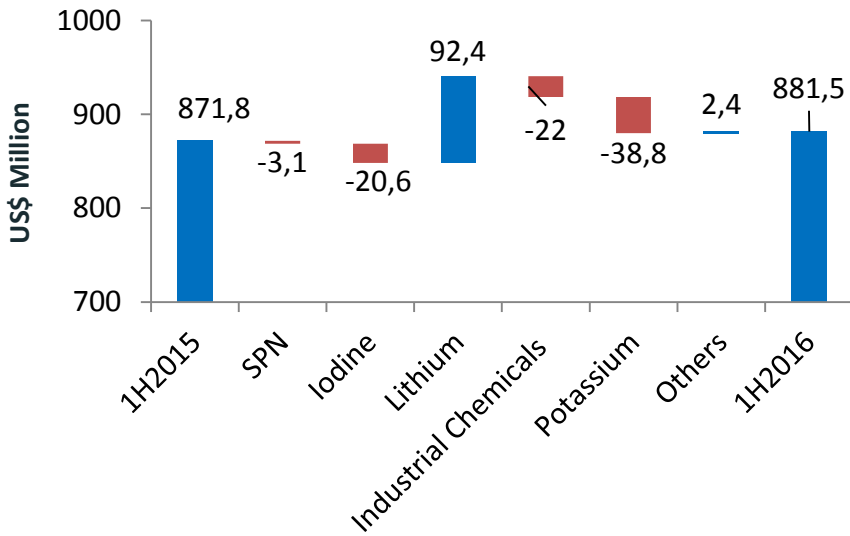
► Dividends vs. Net Financial Debt



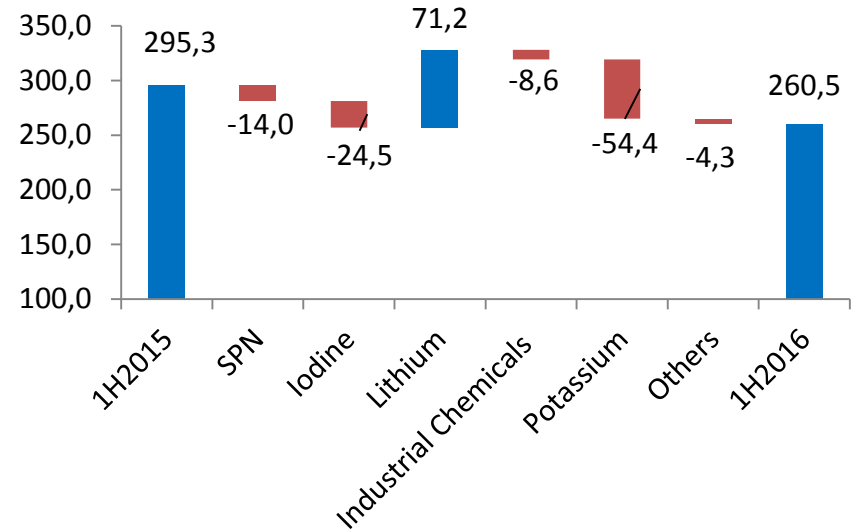
✓ Cash flow generation allows SQM to pay dividends in excess of net income over last 3 years, while simultaneously reducing net financial debt

► Second Quarter 2016 Results

Revenue Contribution 1H2016/1H2015



Gross Profit Contribution 1H2016/1H2015



	SPN	Iodine	Lithium	I. Chem.	Potassium
P	↓	↓	↑	↑	↓
Q	↑	↑	↑	↓	↑

✓ Impact of lower pricing outweighs higher volumes in most business lines



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