



## SQM FIRST HALF 2017 EARNINGS CONFERENCE CALL

**Santiago, Chile. August 24, 2017.-** Sociedad Química y Minera de Chile S.A. (SQM) (NYSE: SQM; Santiago Stock Exchange: SQM-B, SQM-A) held a conference call to discuss the results from the first half of 2017, which were published on August 23, 2017. The following items were discussed by executive management as part of the conference call:

We posted our results for the first half of the year; our net income reached US\$204 million, an increase of over 44% when compared to the second half of last year.

There were several highlights related to the results published for first six months of the year: sales volumes reached record highs in lithium, specialty plant nutrition and iodine. In lithium, sales volumes reached almost 24,000 MT and prices reached all-time highs, surpassing US\$12,500 per ton. In the iodine business line, sales volumes reached record levels of 6,600 MT, which puts us on target to sell over 12,000 MT this year. Sales volumes in SPN business line reached close to 450,000 MT in the first half of this year, and we expect this momentum to continue for the remainder of 2017.

Along with the strong results and the highlights I just mentioned, during the first half of the year, we focused on various expansion projects in Chile and lithium projects abroad. Moving these ventures and the company forward, shows the dedication of the company to explore and develop new opportunities. We announced last night that we are increasing iodine production at our Nueva Victoria facility. We are investing approximately US\$30 million to debottleneck and expand our capacity, thus reaching a total capacity of 14,000 MT per year by mid-2018. Along those same lines, we have been working on the exploration, engineering and permitting of a new greenfield project in Chile, and will ensure that supply is available now and in the future. We are in the final stages of the environmental permitting process, and pending market conditions, could increase capacity an additional 2,500 MT per year.

Also in Chile, we are moving forward with the lithium carbonate and lithium hydroxide expansions in the industrial site Salar del Carmen. The capex associated with both of these projects will reach approximately US\$80 million, and we expect to have both operating by mid-2018. The total lithium carbonate capacity will reach 63,000 MT and the total lithium hydroxide capacity will reach 13,500 MT. These expansions will help SQM maintain its position in the lithium market. In Chile we could expand our capacity in the lithium market with the appropriate increase in licenses, increasing an additional 60,000 MT year through investment in new plants. The Caucharí project in Argentina with Lithium Americas is moving forward as planned, and is expected to start operations by the end of 2019. We recently announced an investment in a lithium project in Australia, a joint venture with Kidman resources. We feel that this project fits into our portfolio as a low-cost project, and we expect to sign the final agreement before September 30, 2017. We expect future demand to grow 12-18% per year.

We also announced last night that we will pay a dividend equivalent to 100% of the net income of the results of the second quarter; this will be paid on September 14, 2017.

### SQM

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## About SQM

SQM is an integrated producer and distributor of lithium, iodine, specialty plant nutrients, potassium-related fertilizers and industrial chemicals. Its products are based on the development of high quality natural resources that allow the Company to be a leader in costs, supported by a specialized international network with sales in over 110 countries.

SQM's business strategy is to be a mining operator that selectively integrates the production and sales of products to industries essential for human development, such as food, health and technology. The strategy is built on the following six principles:

- strengthen internal processes to ensure access to key resources required for the sustainability of the business;
- extend lean operations (M1) to the entire organization to strengthen our cost position, increase quality and ensure safety;
- invest in the development of a specialty fertilizer market, including product differentiation, sales channel management and price optimization;
- recover the iodine market share, seek consolidation and vertical integration opportunities; invest in the development of industrial nitrate applications;
- search and invest in lithium and potassium assets outside of Chile to leverage our operational capabilities, take advantage of the current lithium market appeal and ensure access to raw materials for our potassium nitrate production; and
- seek diversification opportunities in gold, copper and zinc projects in the region to leverage our mining operating capabilities and provide business continuity to our exploration program.

The business strategy's principles are based on the following four concepts:

- build an organization with strategic clarity, inspirational leaders, responsible personnel and strong values;
- develop a strategic planning process that responds to the needs of our customers and market trends, while ensuring coordination between all segments of the business, including sales and operations;
- develop a robust risk control and mitigation process to actively manage business risk; and
- improve our stakeholder management to establish links with the community and communicate to Chile and worldwide our contribution to industries essential for human development.

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## Cautionary Note Regarding Forward-Looking Statements

This news 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 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. 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 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.