



New Joint Venture boosts SQM's position as worldwide market leader

In December 2009, SQM signed a joint venture agreement with the French Roullier Group, having as its starting point the Peruvian, Brazilian and Thai markets.

SQM VITAS unites two of the largest, most important companies in the worldwide business of **Specialty Plant Nutrition**, **Specialty Animal Nutrition** and **Professional Hygiene**.

This joint venture represents for the company, on the one hand, geographical growth since it will enter markets that are not yet fully developed, and on the other hand, the enrichment of the product portfolio through offering an even more complete line of **Specialty Plant Nutrition** and incorporating the lines **Specialty Animal Nutrition** and **Professional Hygiene**.

SQM VITAS stands for comprehensive solutions in its three business lines, which are designed to meet the diverse and specific needs and requirements of each market, by means of offering expert technical consultancy and logistics support to ensure correct distribution at the right time, backed up by a control system that monitors the entire commercial transaction flow to ensure full customer satisfaction.

These assets, along with more than 50 years of experience in distribution and commercialization, constitute a real added value within the production chains of their clients and reaffirm **SQM VITAS'** worldwide commitment to contribute to the business success of their clients.

The Roullier Group, founded in 1959, is a French multinational with operations in 38 countries on 60 industrial units. The Roullier Group has a turnover of 3 billion USD, employs over 6.300 employees and produces and commercializes innovative solutions in **Specialty Plant Nutrition**, **Specialty Animal Nutrition** and **Industrial Hygiene**. Thanks to the experience of their 1.700 executives and 350 engineers, research and development have always been high on their priority list.

