



SQM

May 2016

First Quarter Earnings Presentation / 2016



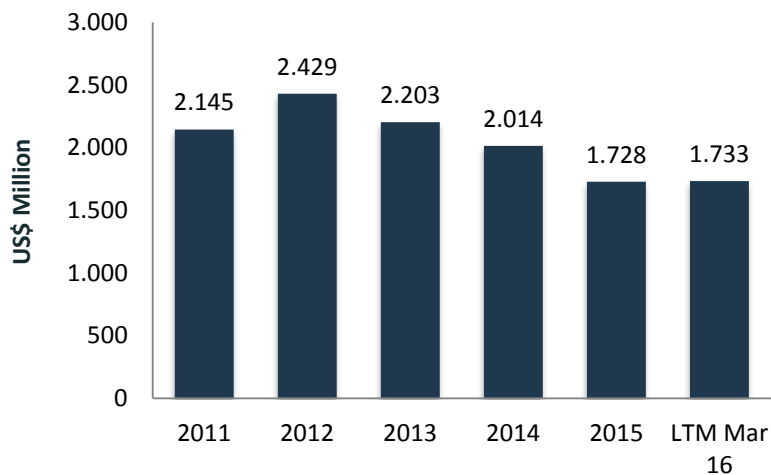
► Important Notice

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.

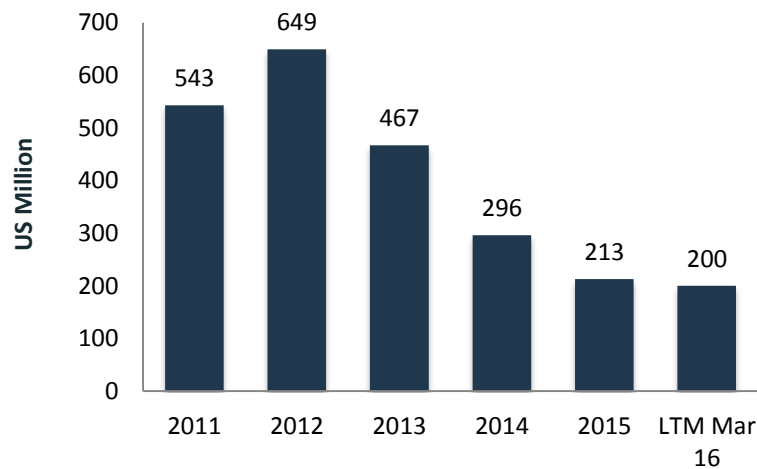
Any forward-looking statements are estimates, reflecting the best judgment of SQM based on currently available information and involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those stated in such statements.

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.

Revenues



Net Income

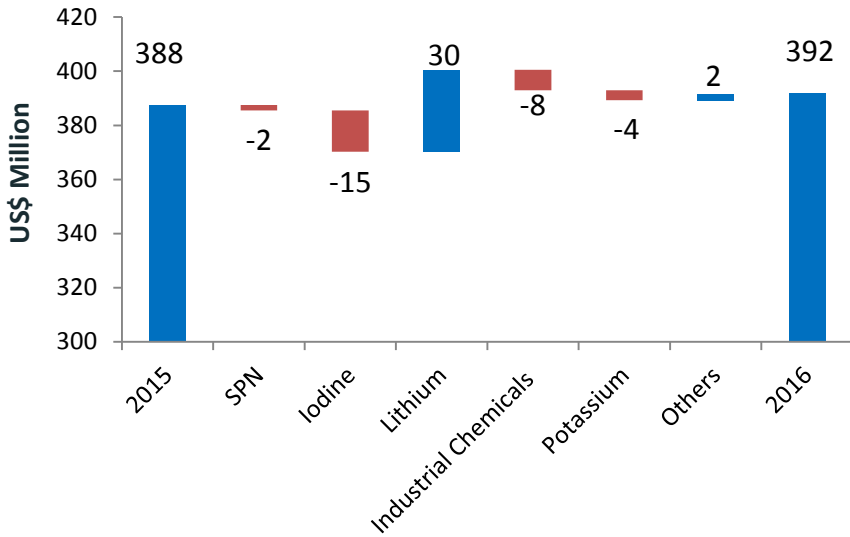


- ✓ Lower prices in iodine and potassium businesses
- ✓ Volume recovery in 2016 helps to stabilize revenues, but margins under pressure
- ✓ Net income for 2015 and LTM March 2016 includes one-time charge of US\$57.7 million related to restructuring iodine and nitrates facilities

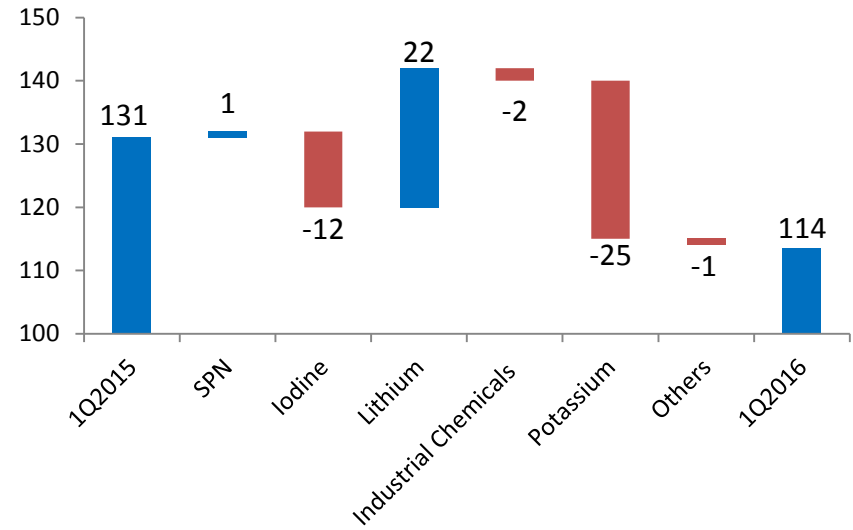


Results

Revenue Contribution 1Q2016/1Q2015



Gross Profit Contribution 1Q2016/1Q2015



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

✓ Cost savings initiatives remain a priority



▶ Market Outlook

- ✓ Potash Market: Global demand estimates higher in 2016 than in 2015; prices under pressure.
- ✓ Potassium Nitrate: Strong growth seen in value-added water soluble segment; prices more stable than potash prices.
- ✓ Iodine Market: Demand growth ~2% in 2016; prices remain under pressure
- ✓ Lithium Market: Strong market growth (~10%) and higher prices
- ✓ Solar Salts: SQM expects sales of >70,000 MT in 2016



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