



SQM

August 2016

Second Quarter Earnings Presentation / 2016

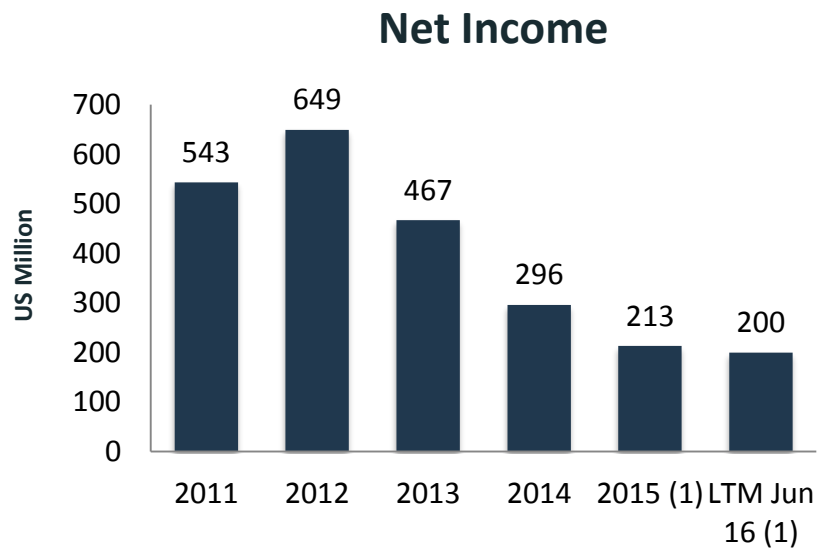
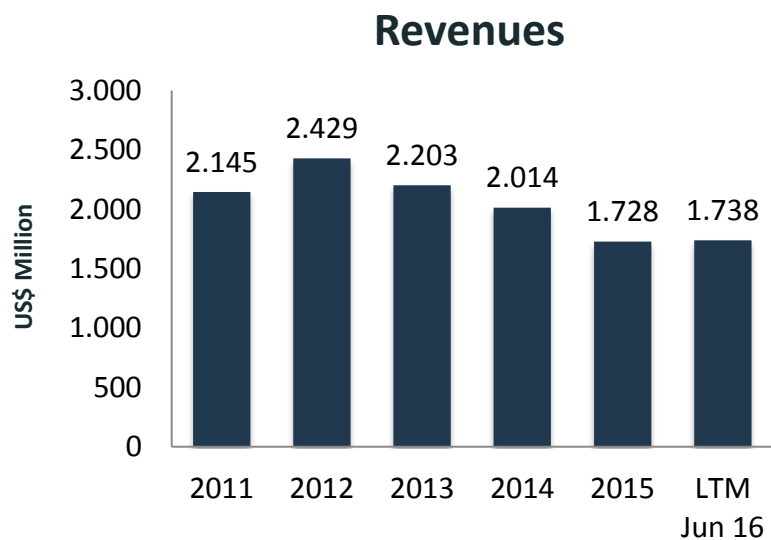


► Important Notice

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.

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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.

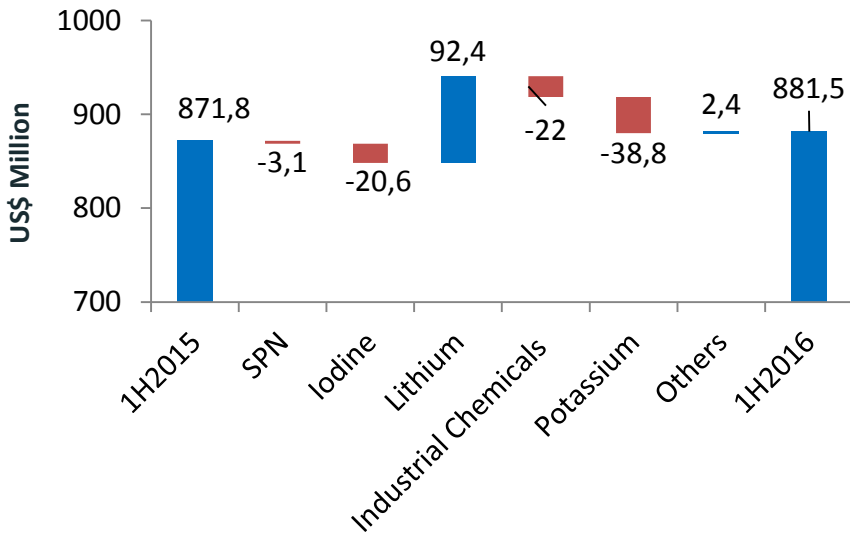


- ✓ Higher sales volumes in 2016 help to stabilize revenues, but lower fertilizer and iodine prices put margins under pressure
- ✓ Significantly higher volumes and prices in lithium business

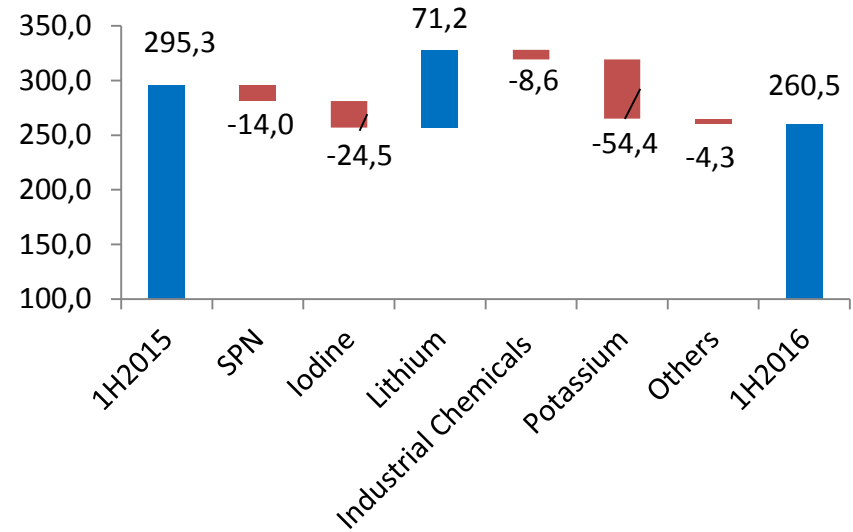
(1) Net income for 2015 and LTM June 2016 includes one-time charge of US\$57.7 million related to restructuring of iodine and nitrates facilities

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



▶ Market Outlook

- ✓ Potash Market: Other producers recently signed contracts with China; expect slight recovery in pricing for 2H2016.
- ✓ Potassium Nitrate: Growth in water soluble segment; prices under pressure.
- ✓ Iodine Market: Demand growth ~2% in 2016; prices remain under pressure
- ✓ Lithium Market: Strong market growth (~10-15%) and higher prices
- ✓ Solar Salts: 2016 sales volumes may be delayed to 2017



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