



Third Quarter Earnings Presentation / 2015



## > Important Notice

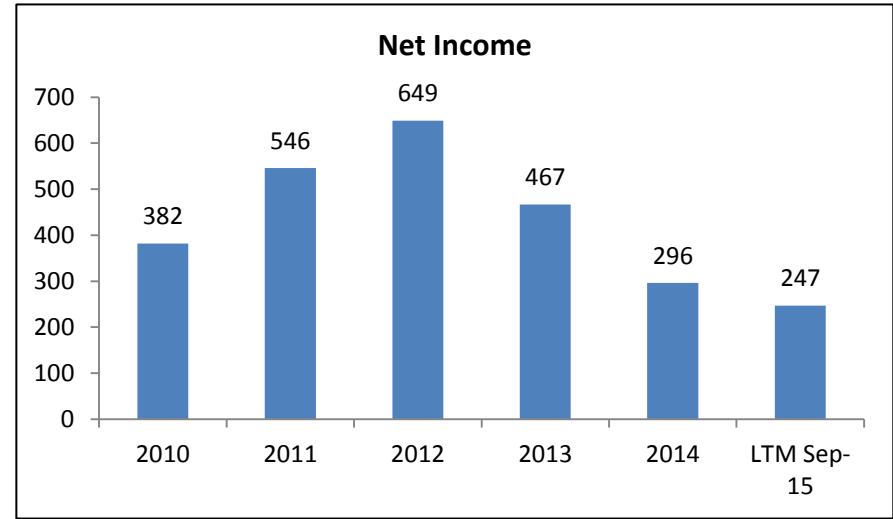
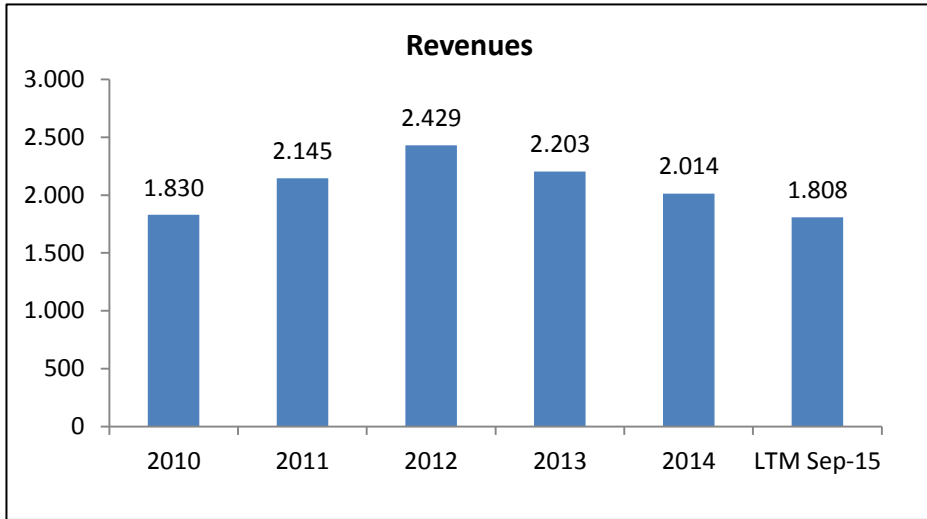
Statements in this presentation concerning the Company's business outlook or future economic performances, anticipated profitability, revenues, expenses, or other financial items, anticipated cost synergies and product or service line growth, together with other statements that are not historical facts, 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.

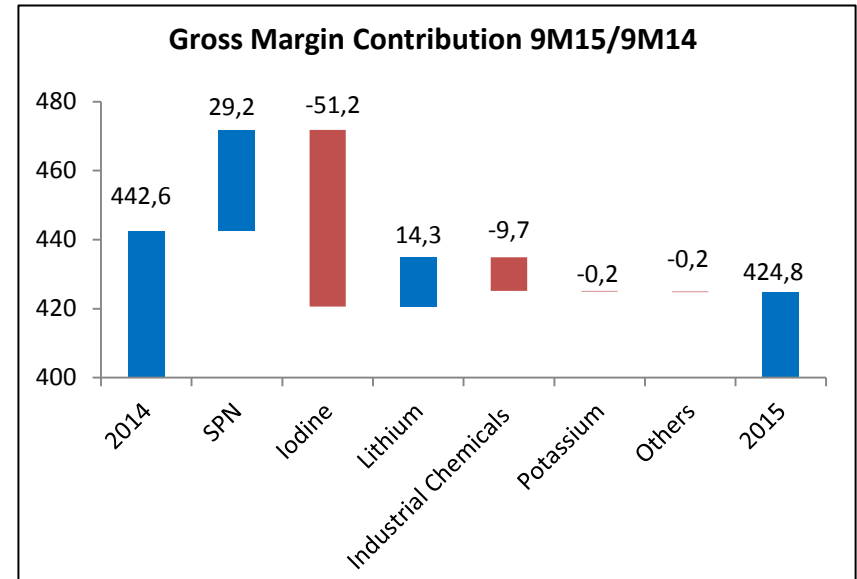
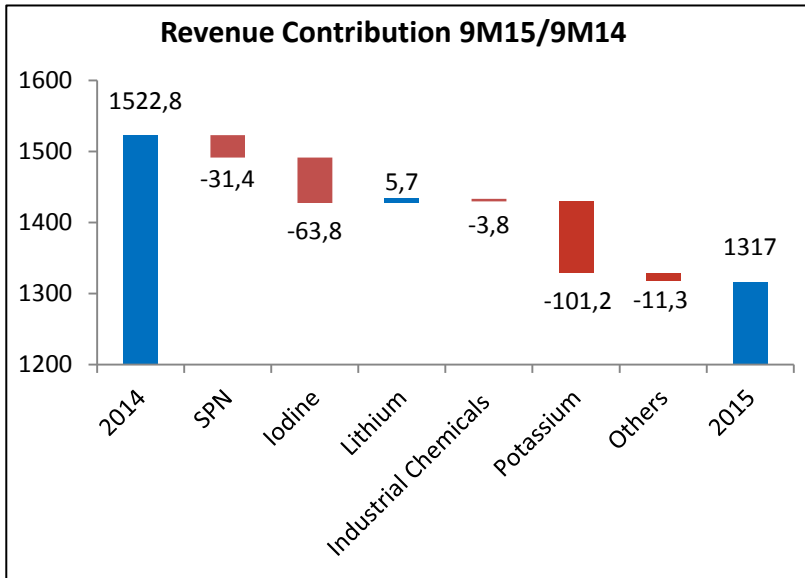
Risks, uncertainties, and factors that could affect the accuracy of such forward-looking statements are identified in the public filing made with the Securities and Exchange Commission, and forward-looking statements should be considered in light of those factors.



# > Results

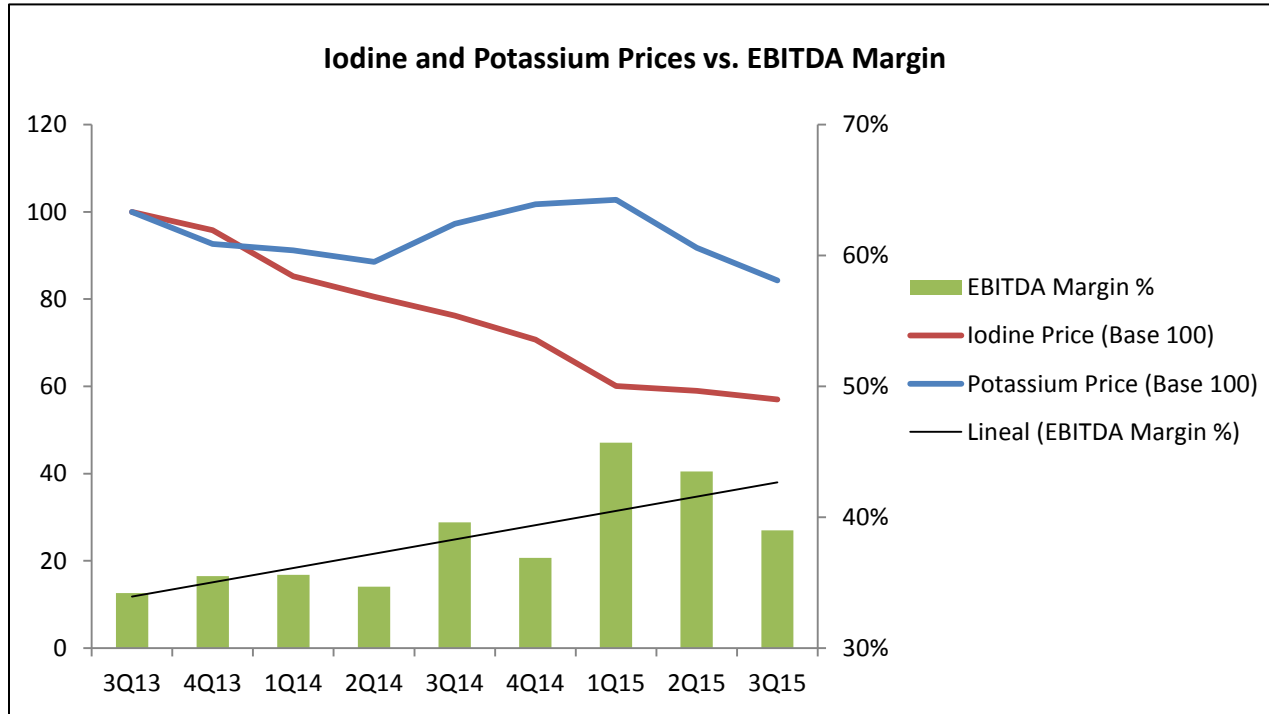


✓ Impact of US\$56.3 million on third quarter 2015 net income due to restructuring of production facilities



- ✓ Revenues impacted by lower pricing in potash and iodine
- ✓ Higher lithium prices

- ✓ Positive effect on margins from cost savings



✓ EBITDA margin for nine months ended Sept. 30, 2015: 42%

✓ EBITDA margin for nine months ended Sept. 30, 2014: 37%



## > Market Outlook



- ✓ Potash Market: Global demand expected to be less in 2015 than in 2014; prices under pressure
- ✓ Potassium Nitrate: Strong growth seen in water soluble (high margin) potassium nitrate; prices trending down
- ✓ Iodine Market: Demand growth >3% in 2015; prices remain under pressure
- ✓ Lithium Market: Strong market growth (~5%) and higher prices
- ✓ Solar Salts: Higher sales in 2015; projecting volumes > 75k MT



## > Recent Announcements



- ✓ Production facility restructuring Pedro de Valdivida/Nueva Victoria:
  - ✓ Optimize use of most efficient facilities
  - ✓ Costs recognized in 3Q (US\$56.3 million)
  
- ✓ Provisional dividend Dec. 10, 2015 (US\$84 million)



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