



**CORPORATE PRESENTATION**  
**SECOND QUARTER 2021 RESULTS**



## CUSTOMARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

SQM (NYSE: SQM, Santiago Stock Exchange: SQM-A, SQM-B) is a global company engaged in strategic industries for human development, such as health, food, clean energy and the technology that moves the world.

This presentation 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 capital expenditures, financing sources, Sustainable Development Plan, 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, including our ability to successfully implement the Sustainable Development Plan. 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 other 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, except as required by law.

US\$ million	2Q2021	2Q2020	2021/2020
Revenue	588	459	28%
Lithium	163	86	90%
SPN	217	183	19%
Iodine	124	91	36%
Potassium	59	34	73%
Industrial Chemicals	17	59	-71%
Other	8	6	34%
Gross Profit	186	128	45%
Net Income	90	51	77%
Adjusted EBITDA <sup>1</sup>	210	155	34%
Adjusted EBITDA Margin <sup>1</sup>	36%	34%	
Earnings per share <sup>2</sup>	0.31	0.19	77%

- Significantly higher sales volumes in lithium, iodine, SPN and potassium business lines in 2Q21 vs 2Q20.
- Higher average prices in SPN and industrial chemicals business lines in 2Q21 vs 2Q20.
- Lithium sales volumes almost doubled in 2Q21 compared to 2Q20.
- Average prices in all of our business lines increased in 2Q21 when compared to 1Q21.

(1) Adj. EBITDA = Profit for the Year + Depreciation and Amortization Expenses + Finance Costs + Income Tax- Other income – Other gains (losses) - Share of Profit of associates and joint ventures accounted for using the equity method + Other expenses by function + Net impairment gains on reversal (losses) of financial assets – Finance income – Currency differences. Adj. EBITDA Margin = Adj. EBITDA / Revenues.

(2) The earnings per share for the second quarter 2020 were calculated with 263,196,524 shares while earnings per share for the second quarter 2021 were calculated with 285,638,456, following a capital increase which we completed during April 2021.

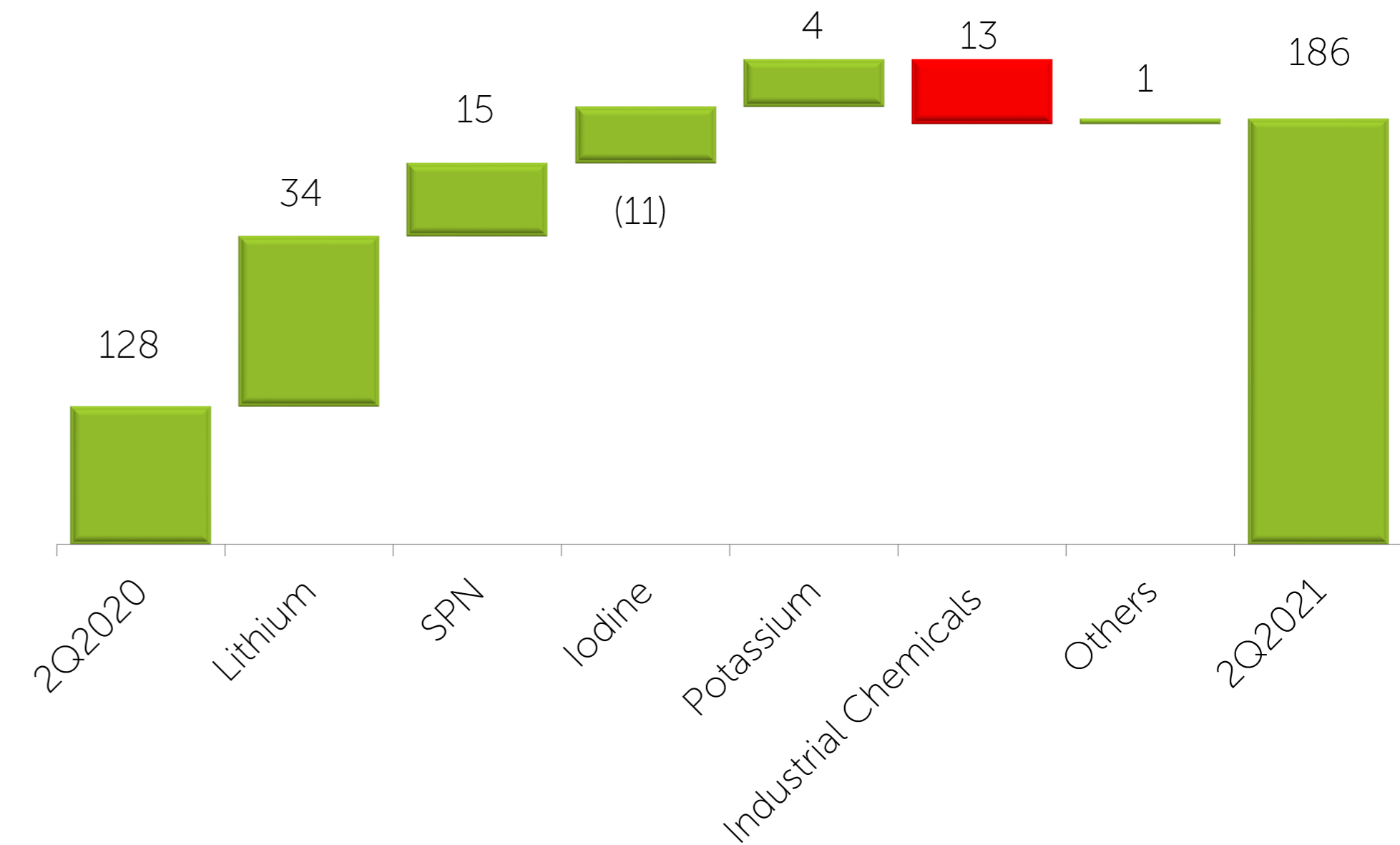
# 2Q2021 vs 2Q2020 Business line performance comparison

## Price vs Sales Volumes Variations

Variations	Average Price	Sales Volumes
Lithium	↓ ~1%	↑ ~92%
Iodine	↓ ~1%	↑ ~38%
SPN	↑ ~7%	↑ ~11%
Industrial Chemicals	↑ ~4%	↓ ~72%
Potassium	↓ ~1%	↑ ~75%

## Gross Profit Contribution 2Q2021/2Q2020

US\$ million







## Global Lithium Chemical Market

- Market demand growth over 40% is expected in 2021, driven by an over 150% increase in EV sales in the 1H21 compared to the same period last year.
- Market to remain tight throughout 2021.

## SQM lithium

- Expected sales volumes of over 95,000 tons for 2021.
- Higher average prices are expected in the 2H21 compared to 1H21 as 2020 contracts expire.

## Global Iodine Market

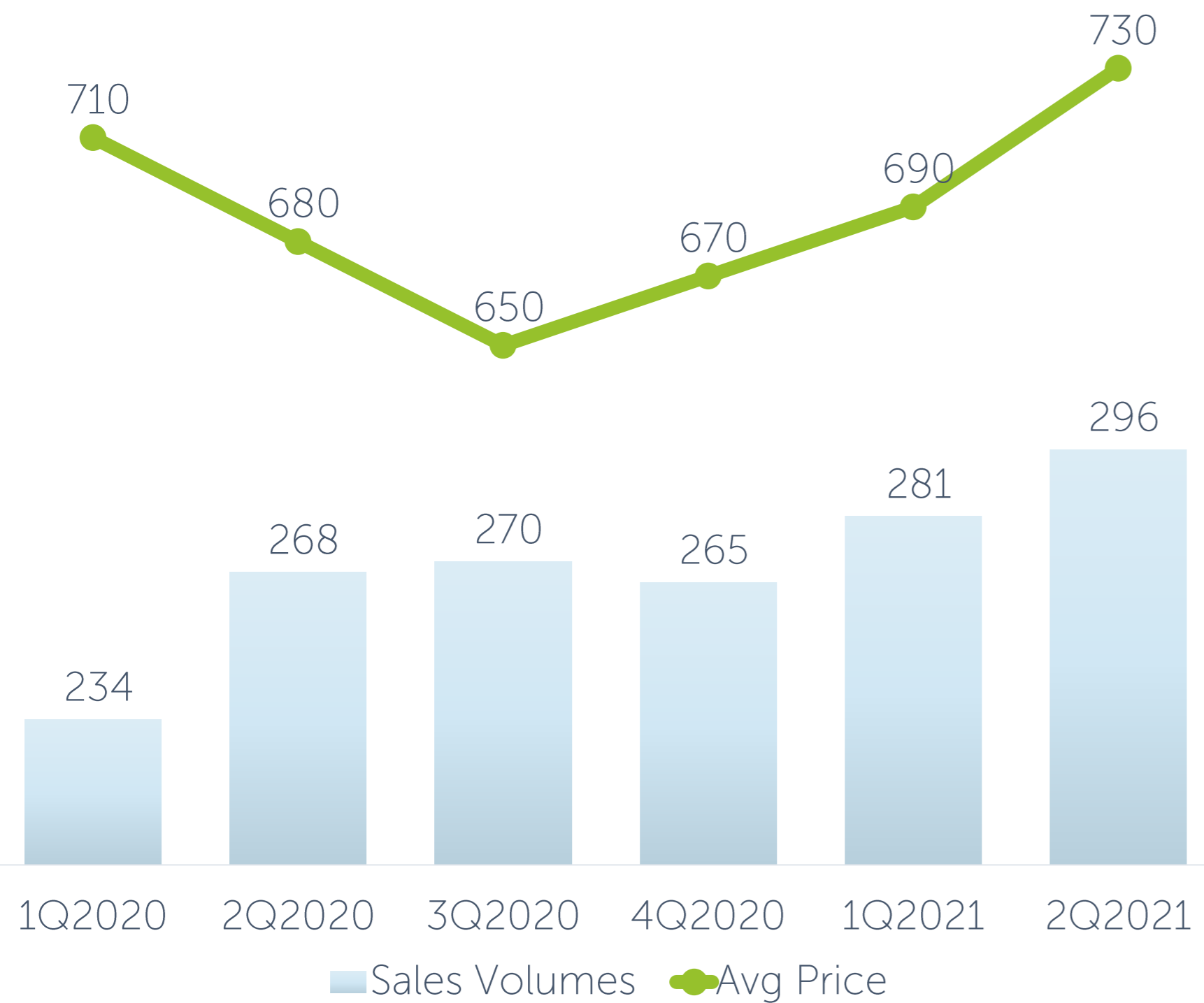
- Significant market demand recovery with an over 10% growth in 2021, reaching pre-pandemic levels.
- Strong recovery in all iodine applications.

## SQM Iodine & Derivatives

- Expected sales volumes of over 12,000 tons for 2021.
- Stable average iodine prices.



Quarterly Sales Volumes (kMT) and Average Price (US\$/MT)



## Global KNO<sub>3</sub> & Potash Market

- KNO<sub>3</sub> market demand growth is expected to be 5% in 2021.
- Significant increase in potash prices led to an increase in potassium nitrate prices in the 1H2021.

## SQM SPN & Potassium

- Slightly higher sales volumes are expected in SPN business line in 2021, potassium sales could be over 800k MT.
- Average prices should continue to increase throughout the year.

# Our commitment to Sustainability



Continental water reduction  
40% by 2030 and 65% by 2040.



Brine extraction reduction  
Reduce brine extraction by 50% by 2030.



Emissions reduction  
Carbon neutral in the lithium, potassium chloride and iodine products by 2030, and in all of our products by 2040.



Waste reduction  
50% by 2025





# Recent Achievements

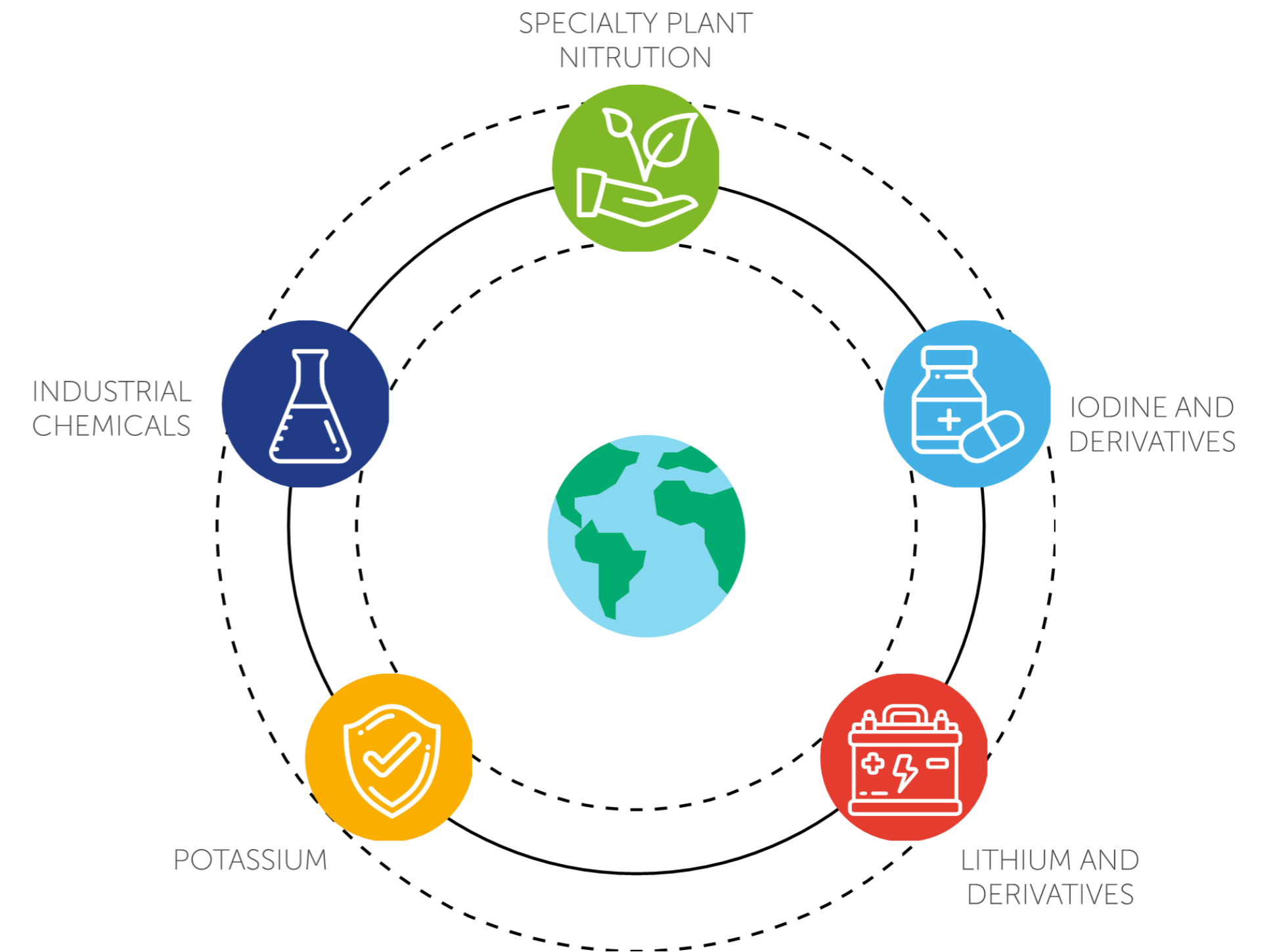
- We invite you to read our **Sustainability Report** available on our website ([www.sqm.com](http://www.sqm.com)) to learn more about all of sustainability goals and social outreach. We have been reporting under GRI standards during the last 10 years, audited by an independent third party since 2019.
- The results of the study with U.S. Department of Energy's **Argonne National Laboratory** were published in June this year and were positive in showing that lithium produced from the **Salar de Atacama has a lower carbon**, water and energy footprint compared to lithium produced from other sources.
- **Member of the** United Nations Global Compact, Global Battery Alliance, DJSI Chile y DJSI MILA Pacific Alliance, pending member of IRMA certification.
- **Programs to help communities affected by the impact of Covid-19 pandemic:** Contributions to the public medical network, direct medical assistance, hygiene kits, food aid, adaptation of educational and sports programs, and strengthening of local entrepreneurship.



2021-2024 total CAPEX: ~US\$2.0 billion, including:

- I. Lithium capacity expansions: ~US\$1.1 billion<sup>1</sup>
- II. Nitrates & Iodine expansions: ~US\$440 million
- III. Annual maintenance of ~US\$120 million between 2021-2024.

2021 total CAPEX: ~US\$500 million



<sup>1</sup> Includes 50% of Mt. Holland project total CAPEX of ~US\$700 million.



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