



SQM

3Q2018 RESULTS

CUSTOMARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

Statements in this presentation concerning the Company’s business outlook, future economic performance, 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 the U.S. Private Securities Litigation Reform Act of 1995.

Any forward-looking statements are estimates, reflecting the best judgment of SQM management based on currently available information and involve a number of risks, uncertainties and other factors that are outside SQM’s control 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 SQM’s public filing made with the U.S. Securities and Exchange Commission, specifically SQM’s most recent annual report on Form 20-F. 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.



SQM at a Glance

2018 LTM⁽¹⁾ Revenues: US\$2.3 billion | 2018 LTM Adjusted EBITDA: US\$911 million | Adjusted EBITDA⁽²⁾ Margin LTM: 40%

NFD/EBITDA: 0.5 | Moody's: Baa1 | Standard and Poor's: BBB+

FERTILIZERS



Potassium



Specialty Plant Nutrients

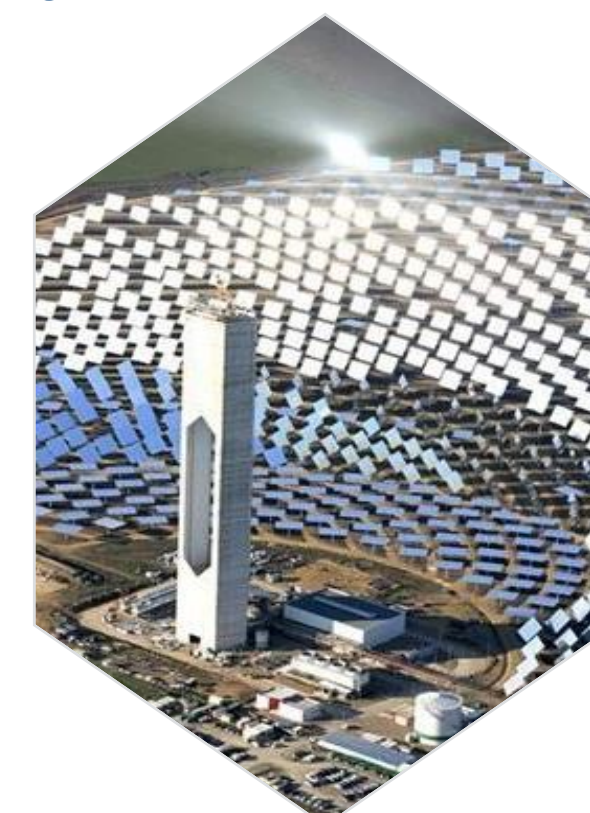
SPECIALTY CHEMICALS



Iodine & Derivatives

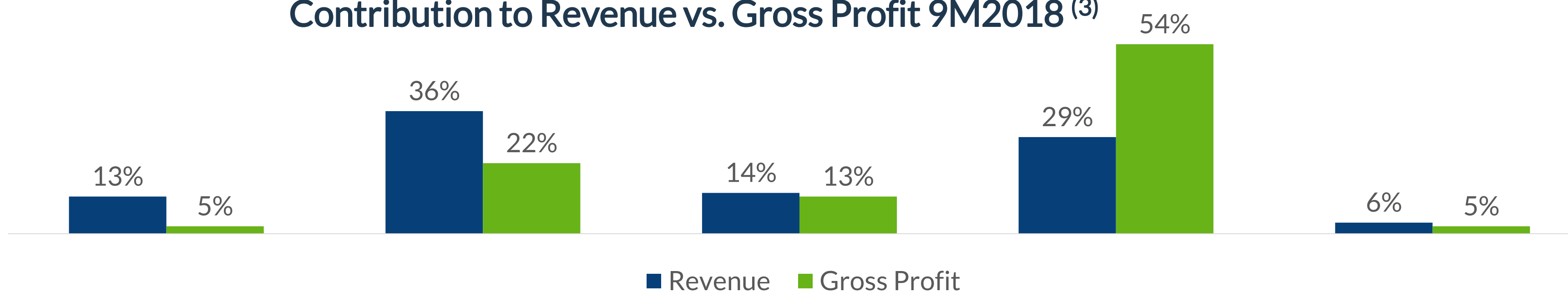


Lithium & Derivatives



Industrial Chemicals

Contribution to Revenue vs. Gross Profit 9M2018⁽³⁾



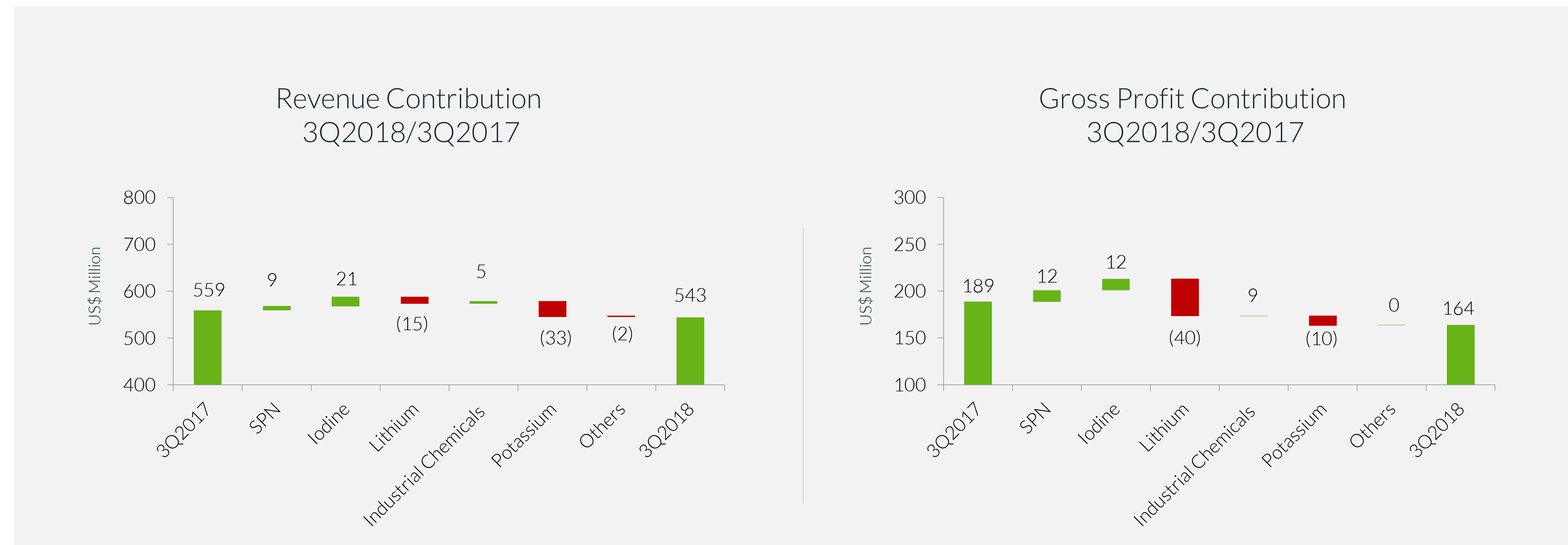
⁽¹⁾ Twelve months ended September 30, 2018

⁽²⁾ Adjusted EBITDA = gross profit - administrative expenses + depreciation and amortization. Adjusted EBITDA margin = Adjusted EBITDA/revenues

⁽³⁾ Excluding "Others"

Review of Results

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



Prices increased in all business lines except SPN in the 3Q2018 compared to the same period of 2017. Significantly higher iodine prices and SPN sales volumes outweighed the impact of lower lithium and potassium sales volumes in the 3Q2018.

SQM Lithium Projects



Lithium Carbonate & Hydroxide

Chile⁽¹⁾ 

LITHIUM CARBONATE

- Current capacity 70,000 MT
- Expansion to 120,000 MT in 2019
- Expansion to 180,000 MT in 2021

LITHIUM HYDROXIDE

- Current capacity 13,500 MT

Australia 

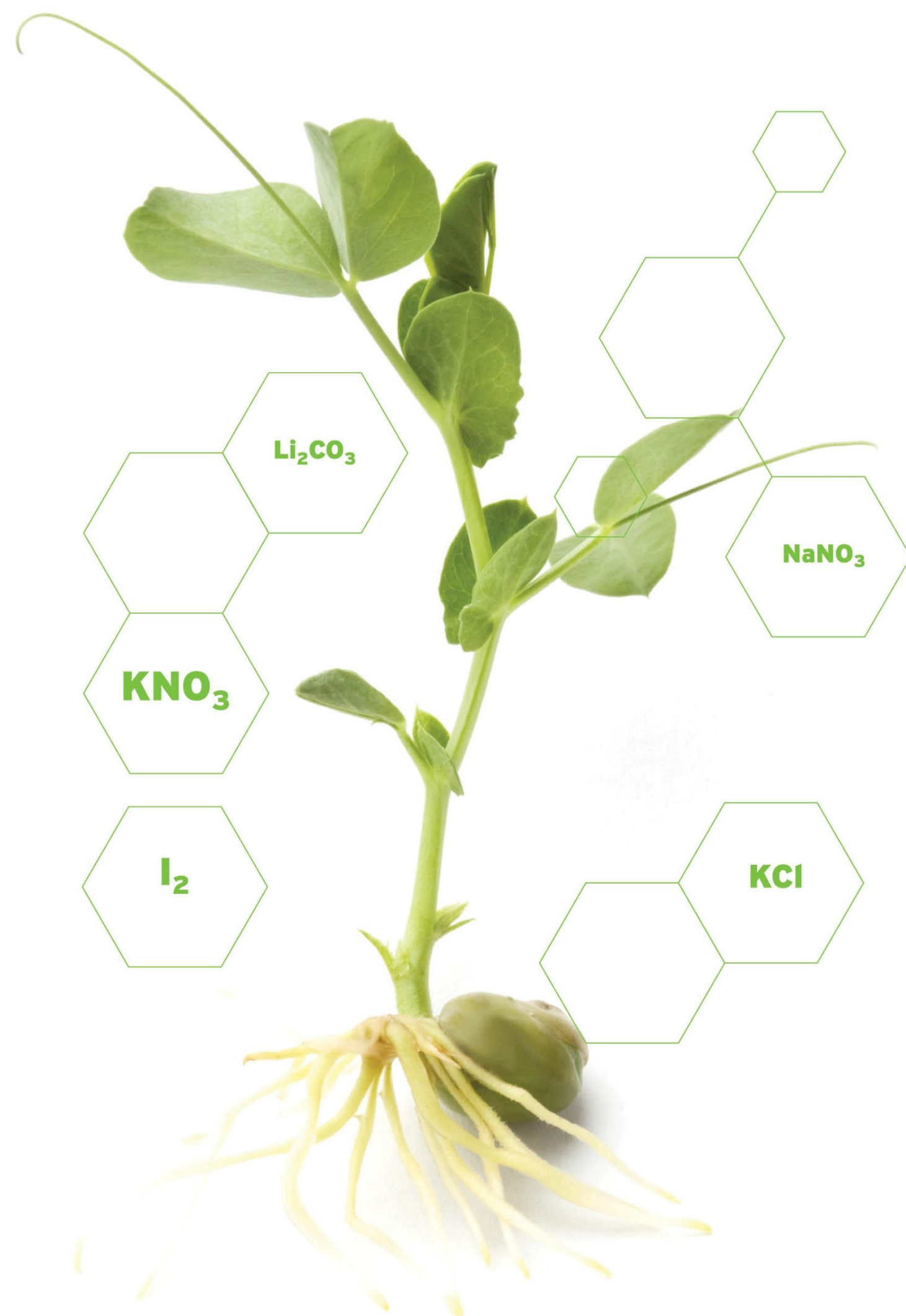
- Mt. Holland fully integrated project, 50/50 JV
- One of the world's most significant hard rock lithium deposits. Expected to be at the low end of the global hard rock cost curve
- Production focus on lithium hydroxide, estimated capacity of 45,000 MT of LiOH/year
- Estimated commission date: 2020 - spodumene concentrate, 2021 - LiOH



⁽¹⁾ On April 10, 2018, the new lease payment structure as described in our conciliation agreement with CORFO became effective.

Market Outlook

- **Lithium Market:** Strong market growth (~25%) in 2018 to ~265-270k MT, tight market, SQM's average prices remain stable through 2018. Electric vehicles batteries market growing over 50% in 2018. Sales volumes are expected to be around 45k MT for the year.
- **Iodine Market:** Average prices increased significantly in 9M2018, reaching ~ US\$25/kg. Sales volumes for 2018 to reach ~ 13,500 MT . Capacity expansion is successfully completed reaching 14,000 MT/year.
- **Potassium Nitrate Market:** Strong sales volumes in 3Q2018, market growth is expected to be ~ 6% in 2018, SQM's sales volumes are expected to grow ~15% in 2018.
- **Potassium Market:** Average price increased over 15% in 3Q2018 compared to 3Q2017, reaching ~US\$320. Demand is expected to be ~62 million MT in 2018. Sales volumes in 2018 should be around 900k MT, lower volumes expected in 2019.
- **Solar Salts:** Sales volumes ~ 48K MT in 2018



Capex

Historical Maintenance CAPEX: ~US\$100 million

2016-2018: Lithium Hydroxide Expansion to 13.5k MT: ~US\$30 million

2017-2018: Potassium Nitrate Expansion to 1.5m MT: ~US\$50 million

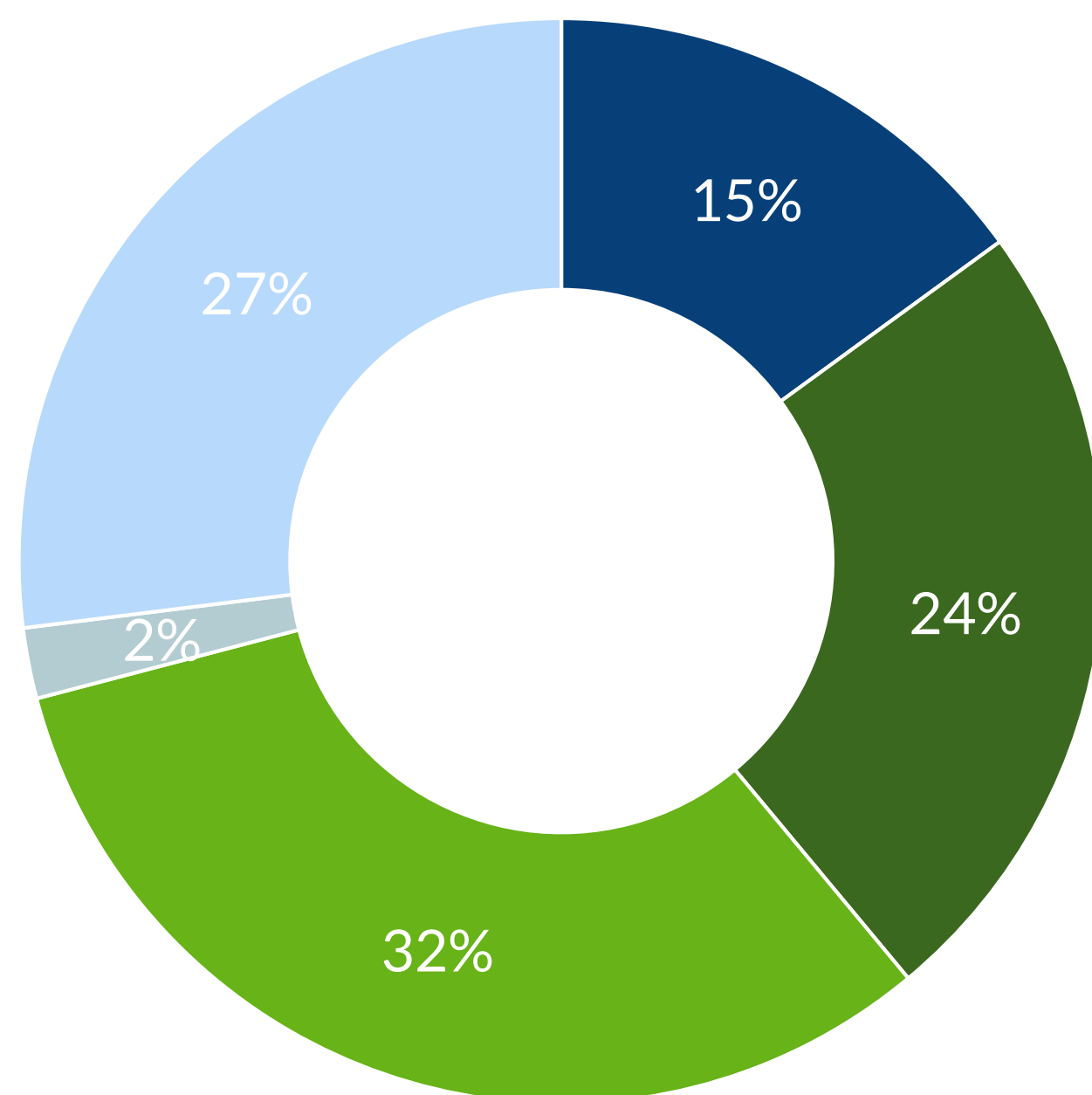
2017-2021: Lithium Carbonate Expansion to 180k MT: ~US\$525 million

2017-2018: Iodine capacity expansion to 14k MT: ~US\$30 million

2018 CAPEX in Chile: ~US\$360 million

Other Relevant Topics

Ownership Structure^{(1) (2)}



- Bank of New York (ADRs)
- Nutrien
- Pampa Group
- Kowa Group
- Other Chile

Dividend Policy⁽³⁾

2018 Net Income distribution in 3 interim & 1 final dividend

	100%	80%	60%
(a) $\frac{\text{cash+other current financial assets}}{\text{current financial liabilities}} \geq$	2.5	2.0	1.5
(b) $\frac{\text{total liabilities}}{\text{total equity}} \leq$	1.1	1.2	1.3

If none of the above parameters is met: 50% of 2018 Net Income

Dividends announced and paid in 2018

May 2018	US\$110 million	Final dividend 4Q2017
May 2018	US\$100 million	Special dividend
June 2018	US\$114 million	Interim dividend 1Q2018
September 2018	US\$134 million	Interim dividend 2Q2018
December 2018	US\$84 million	Interim dividend 3Q2018

⁽¹⁾ Registered shareholders as of November 20, 2018

⁽²⁾ On May 17, 2018, Nutrien Ltd. announced the sale of its Series A shares to Tianqi Lithium

⁽³⁾ Please see the full version on our website at www.sqm.com



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