



Para Distribución Inmediata SQM PRESENTA INFORMACION EN INVESTOR DAY

Santiago, Chile. 2 de septiembre de 2016.- Sociedad Química y Minera de Chile S.A. (SQM) (NYSE: SQM; Bolsa de Valores de Santiago: SQM-B, SQM-A) anuncia que, como parte de su reunión del día del accionista, se ha presentado el siguiente material. También informa que en esta instancia estuvieron presentes los siguientes representantes de la compañía: Patricio de Solminihac, CEO; Eugenio Ponce, Presidente del Directorio; Ricardo Ramos, CFO; Daniel Jiménez, Vicepresidente Comercial Yodo, Litio y Químicos Industriales; Gerardo Illanes, Vicepresidente de Finanzas.

Además de la presentación, la gerencia también comentó:

Como resultado del aumento de la demanda de litio, como parte de nuestra estrategia de crecimiento, en este momento estamos involucrados en aumentar la producción de litio tanto en Chile como en Argentina. Tal como hemos expresado en el pasado, esperamos poder colaborar con todas las autoridades de CORFO y de gobierno para asegurar que Chile siga siendo un productor líder de químicos de litio, y esperamos que en el futuro se nos permita aumentar nuestros límites de ventas. En Argentina, el gobierno ha estado acogiendo de muy buena forma las nuevas inversiones, y dado que el proyecto se encuentra muy próximo geográficamente a nuestras operaciones actuales en el Salar de Atacama en Chile, el plan logístico actual es llevar materia prima clave hacia Argentina y enviar a través de Chile el producto final terminado de este nuevo proyecto.

En el mercado del litio, actualmente estamos viendo algunos cambios tecnológicos, específicamente en los vehículos eléctricos, desde el carbonato de litio al hidróxido de litio. En la actualidad estamos vendiendo aproximadamente 8.000TM de hidróxido de litio. Contamos con una capacidad de producción de hidróxido de litio de 6.000TM/ año en nuestras instalaciones chilenas, y el resto es procesado mediante un acuerdo de suministro con una compañía rusa. En el futuro, planeamos aumentar la capacidad de hidróxido de litio para enfrentar el aumento en la demanda.

Con anterioridad, también hemos mencionado que podríamos expandir nuestras operaciones. Si bien no se ha indicado ningún plazo formal, el plan será aumentar la lixiviación en pilas a fin de aumentar la capacidad de nitratos y de yodo. Respecto de los nitratos, estamos trabajando para desarrollar un producto de sal solar que sea un producto independiente, el cual no haga necesaria la adquisición de dos productos juntos: nitrato de potasio y nitrato de sodio; sino que de un solo producto, más fácil de adquirir y de entregar.

SQM espera incrementar la generación de efectivo en los próximos años; dada esta generación de efectivo, contaremos con opciones para realizar diferentes cosas. Por el momento, estamos desarrollando una línea de nuevos proyectos que posibilitará a la Compañía nuevo crecimiento y oportunidades.

SQM

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SQM Analyst Day 2016
New York Lotte Palace Hotel



► Forward-looking statements

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.

► Agenda



- ✓ Patricio de Solminihac, CEO
- ✓ Eugenio Ponce, Chairman of the Board



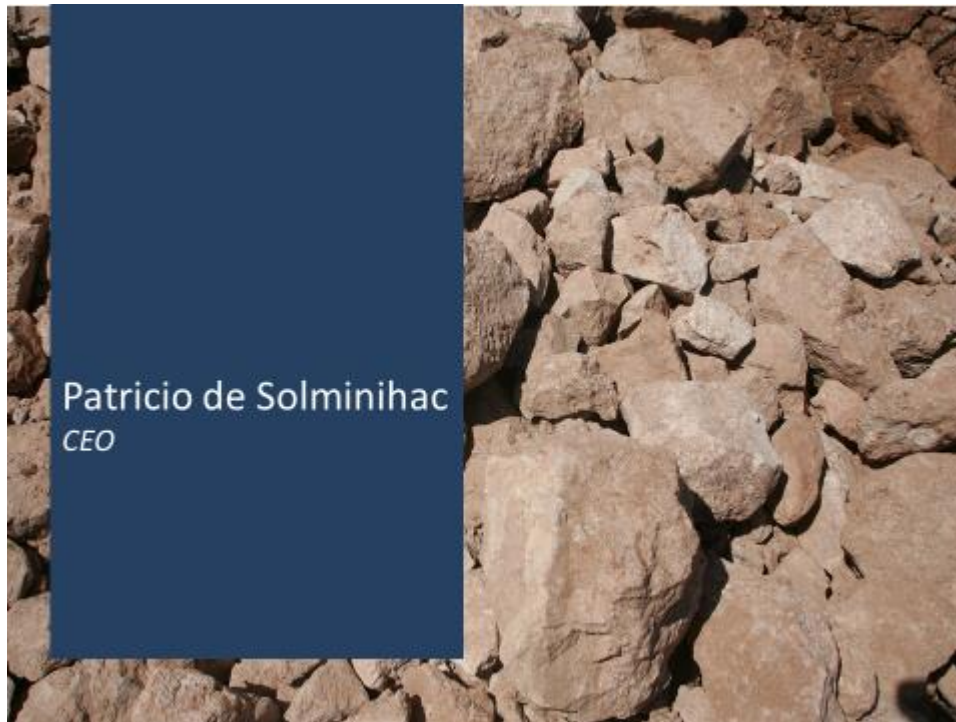
- ✓ Daniel Jiménez, VP of Sales of Lithium and Iodine
- ✓ Gerardo Illanes, VP of Finance and IR



- ✓ Presentation will be available at our website www.sqm.com
- ✓ Q&A



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► CEO Overview



✓ An update since March 2015



- ✓ Legal Review
- ✓ Business Review



✓ Looking forward



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► Investigation of Payments



At the beginning of 2015, Chilean authorities began an investigation of SQM relating to payments of invoices for services that may not have been properly supported or that may not have been necessary to generate income

- ✓ SQM has paid ~US\$10 million in back taxes, interest and fees related to ~US\$15 million in unsupported invoices paid between 2008 and 2014.
- ✓ SQM and its employees have fully cooperated with the corresponding authorities.
- ✓ Independent lawyers (Shearman and Sterling) and forensic accountants performed a complete review of the period under analysis; conclusions were sent to appropriate authorities.
 - No evidence that payments were made in order to induce a public official to act or refrain from acting in order to assist SQM in obtaining economic benefits, under the U.S. Foreign Corrupt Practices Act.

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► Investigation of Payments



Implementation of measures to prevent similar incidents in the future:

- ✓ Creation of Board of Directors Corporate Governance Committee
- ✓ Separating and strengthening the team and responsibilities of the Internal Audit and Compliance departments
- ✓ Hiring a Big Four accounting firm to review SQM's payment process controls
- ✓ Improving payment process controls and approvals
- ✓ Review of SQM's Code of Ethics

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► Arbitration: CORFO and SQM



- ✓ 1993: SQM signed lease agreement and project agreement with CORFO
- ✓ Both agreements valid through 2030
- ✓ Chilean Nuclear and Energy Commission (CCHEN) limits SQM to 180,100 tons of total lithium metal (~1M tons of LCE) extraction in aggregate through 2030



- ✓ SQM has invested close to ~US\$2 billion in the Salar
- ✓ SQM has paid over ~US\$532 million in direct taxes (not considering taxes paid by its workers and contractors) through June 30, 2016
- ✓ Additionally, SQM has paid ~US\$245 million in lease payments to CORFO through June 30, 2016
- ✓ Amount in dispute with CORFO: US\$8.9 million

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► Arbitration: CORFO and SQM



- ✓ May 2014: Arbitration was initiated between SQM and CORFO

CORFO Alleges	SQM Position
SQM incorrectly determined lease payments, and underpaid CORFO US\$8.9 million (2009-2014)	<ul style="list-style-type: none"> • All payments were made appropriately
International reference price for KCL (used in order to calculate lease payments) should have been used for all potassium salts, without making corrections to reflect for potassium content	<ul style="list-style-type: none"> • Per contract, CRU British Sulfur determines reference price • Agreement states that unit of K content must be taken into consideration • CRU has determined reference price for all potassium products
Lease agreement reference price for lithium should be based on sales to non-related customers and not average price to all customers	<ul style="list-style-type: none"> • Parties previously discussed reference pricing, and agreed on lease payments based on average price from all customers. • Average price referenced in bullet above based on all customers has benefited CORFO over life of contract
SQM did not properly construct/replace property markers per agreement	<ul style="list-style-type: none"> • Mining properties are fully protected from legal point of view • Responsibility belongs to property owner (CORFO), and has never been transferred by CORFO to SQM • SQM has offered to construct and replace markers
As a result of these allegations, CORFO is calling for early termination of the lease agreement	SQM has fully complied with all contractual obligations with CORFO over the life of the contract

- ✓ August 2016: CORFO formally initiates second arbitration regarding Project Agreement against SQM
- ✓ Sept 2016: SQM will formally bring third arbitration against CORFO to challenge the statute of limitations

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► Arbitration Process



- ✓ Adjudicated by the Santiago Chamber of Commerce – independent third party arbitrator selected
- ✓ Three-stage process: Discovery, Conciliation, Evidentiary Term
- ✓ Two year time limit, excluding conciliation stage and independent expert reviews requested by arbitrator. Arbitrator can extend process one year
- ✓ Both parties forfeit their rights to the standard appeals process
 - Parties only have the right to a Complaint Appeal or a Cassation Appeal

SQM looks forward to collaborating with CORFO and continuing the operation of the Salar de Atacama in a way that benefits both parties.

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► Recent Accomplishments



- ✓ Maintained successful operations
- ✓ Implemented plans to improve internal controls and compliance
- ✓ Successfully restructured iodine and nitrates operations
 - Focusing production on Nueva Victoria operations (more efficient)
 - Increasing potassium nitrate capacity
- ✓ Good relationships with employees → Successful negotiation with unions
- ✓ Improved operational efficiencies and reduced costs company-wide
- ✓ Defined sustainable, long-term strategic plan, setting clear goals
- ✓ Analyzed several projects and opportunities all around the world
 - Signed JV with Lithium Americas for 50,000 MT lithium project in Argentina
 - Signed JV with Elemental Minerals for 2-4 million MT potassium chloride project in the Republic of Congo

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► Strategic Plan: Looking towards the future



- ✓ **Goal: To increase EBITDA to over US\$1 billion by 2020**

SQM Strategic Goals	Initiatives to Reach Goal
SPN: Continue to add value to KNO ₃ market	<ul style="list-style-type: none"> • Build new NPK plants and form new strategic partnerships • Aggressive investment in market development. New products, new uses → new customers in diverse regions
Potash: Be a very low-cost producer	<ul style="list-style-type: none"> • Extend Lean implementation in all our plants • Evaluate new projects at low end of cost curve
Lithium: Grow and diversify geographically	<ul style="list-style-type: none"> • Develop 50,000 MT project in Argentina • Analyze other opportunities to supply growing market
Iodine: Increase market share	<ul style="list-style-type: none"> • Ensure operational optimization between nitrates and iodine • Promote R&D for new uses in the market • Continue to develop downstream market through partnership with Ajay Chemicals
Solar Salts: Achieve at least 200K MT/year by 2020	<ul style="list-style-type: none"> • Provide a full service for solar salt projects, leveraging production and logistics experience
New Business	<ul style="list-style-type: none"> • Metal exploration: gold, copper, zinc within our current natural resources • Analyze diverse natural resources around the world, engaging <u>ONLY</u> where we believe we will have sustainable competitive advantages

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► Specialty Plant Nutrition



✓ Worldwide presence and distribution network, with over 16 NPK plants around the world



✓ NPK plant at Candeias, Brazil



✓ New port facilities in the Netherlands

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► Iodine



✓ Ajay Chemicals iodine derivatives plant in Georgia, USA

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► Lithium: Caucharí Joint Venture



- ✓ 50/50 JV with Lithium Americas over world class lithium deposit in Argentina
- ✓ Significant synergies with existing Chilean operations (management, production process, technology, logistics, procurement, maintenance, etc.)
- ✓ 50K MT per year for 40 years (two stages of 25K each); operating costs expected to be on low end of the cost curve
- ✓ Estimated capex US\$425 million + US\$250 million (pre VAT) for stages I and II, respectively
- ✓ Production to start in 2019
 - Sept. 2016: Exploration campaign
 - Nov. 2016: Training of pond operators
 - Early 2017: Plant construction begins
 - Mid 2017: Ponds to start operating



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► Potash: Sintoukola Project



- ✓ Investment of US\$20 million for 17% ownership stake over Sintoukola project, including three potash deposits: Kola, Dougou and Yangala in the Republic of Congo
- ✓ Very high grade potash deposits located less than 35 km from port → strategic access to Brazilian, South African and African markets
- ✓ Estimated initial capacity of 2 million MT/year, growing to 4 million MT/year
- ✓ Definitive feasibility studies could be delivered within 2 years
- ✓ Infrastructure: paved roads, power and gas, fresh water
- ✓ Main partners:
 - Elemental Minerals Limited
 - State General Reserve Fund of Oman
 - Summit Private Equity



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Eugenio Ponce
Chairman of the Board



► Introducing the Board



Eugenio Ponce
Chairman



Edward Waitzer
Vice Chairman



Joanne Boyes
Board member



Gonzalo Guerrero
Board member



Bob Kirkpatrick
Board member



Dieter Linneberg
Board member



Arnfinn Prugger
Board member



Julio Rebolledo
Board member

► Board Committees



	Directors' Committee (Audit Committee)	Safety, Health and Environmental Committee	Corporate Governance Committee
Members	Dieter Linneberg Julio Rebolledo Edward Waitzer	Arnfinn Prugger Joanne Boyes Gonzalo Guerrero	Bob Kirkpatrick Dieter Linneberg Edward Waitzer
Responsibilities*	<ul style="list-style-type: none"> Issue opinion regarding external auditor's report, including financial statements Propose external auditors, rating agencies and account inspectors for approval at Shareholders' meeting Meet Head of Internal Audit not less than twice per year Meet Head of Risk Management at least twice a year Meet external audit firm at least twice a year 	<ul style="list-style-type: none"> Periodically review the safety, health, environmental and sustainability policies of Company Receive and review, not less than annually, written reports from management on status of compliance Review monthly management reports received by Board Receive and review, not less than annually the detected organization, social or cultural barriers that could inhibit diversity 	<ul style="list-style-type: none"> Annually review Corporate Governance Policy Ensure compliance with Corporate Governance Policy Ensure adequate succession planning for CEO Review communication with shareholders Review Directors' and Officers' Liability Policy before execution by Company.

* Please see Corporate Governance Policy at www.sqm.com for complete information regarding Board Committees

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► Board Goals



- ✓ Continue to improve corporate governance, implementing best practices in Chile and abroad
- ✓ Get back to business
- ✓ Focus on people
- ✓ Maintain controls at all levels



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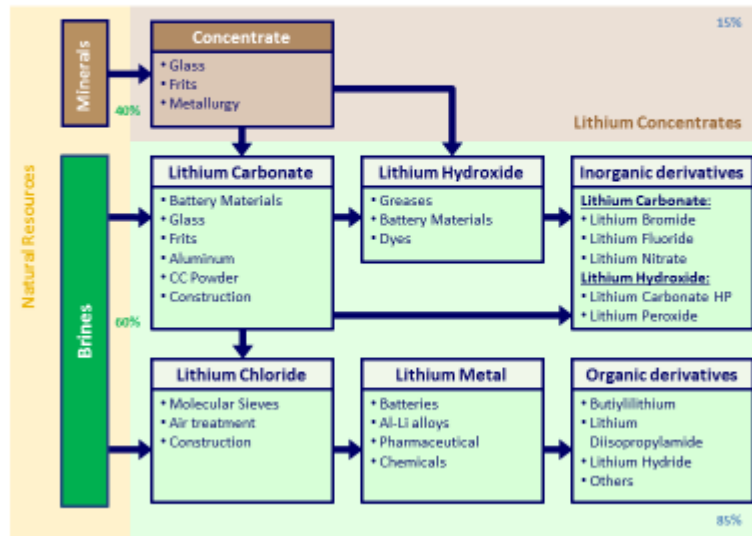


► **Lithium: Resources**



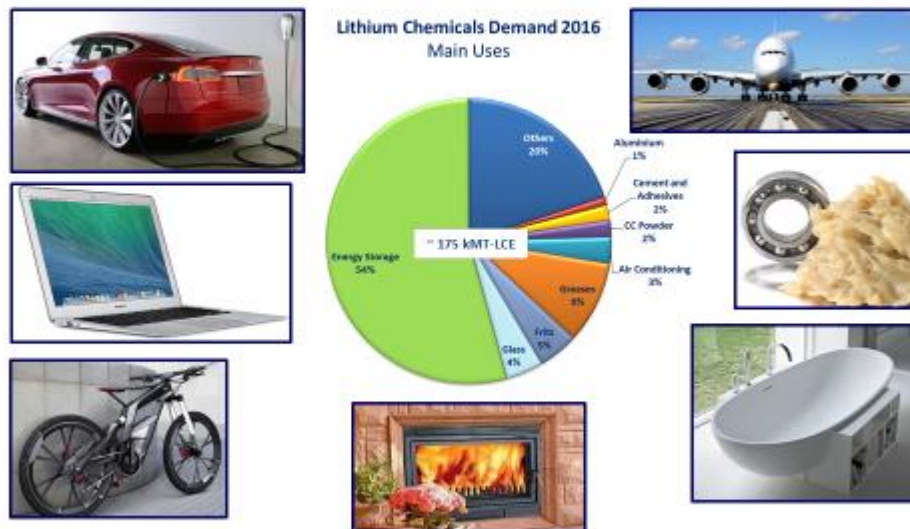
- ✓ Abundant in nature and widely distributed around the world
- ✓ Producing lithium chemicals has proven to be difficult and challenging. Over the last few years, several projects have attempted to enter the market:
 - Chinese brine producers
 - Galaxy (Mount Cattlin)
 - RB Energy
 - Orocobre

► Lithium: Lithium Tree



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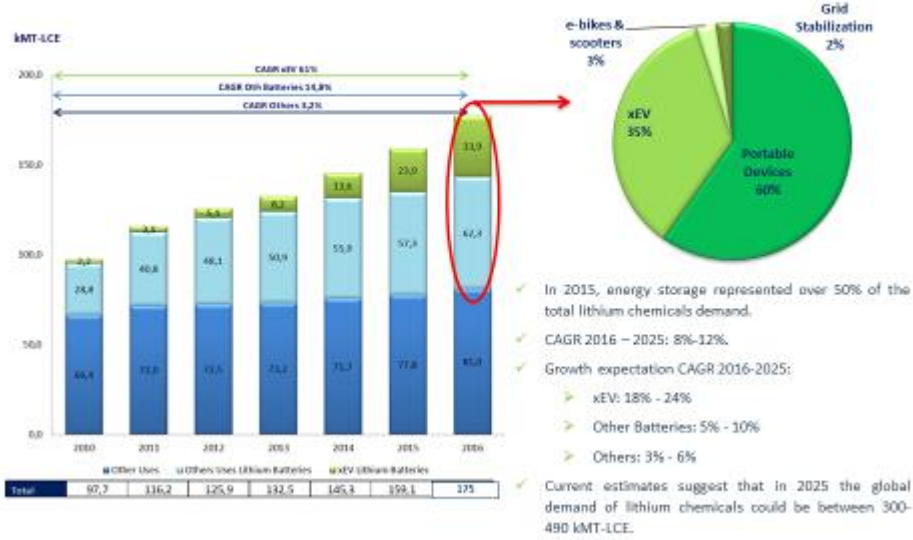
► Lithium: Demand



Source: SQM estimates

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► Lithium: Demand Evolution



Source: SQM estimates

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► Lithium: Demand xEV Forecast



Type	Unit	2015	2020	2025
HEV - LI	000 units	400	[1,300-1,400]	[2,200-3,600]
Hybrid Electric Vehicles	kMT-LCE	0,7	[2,0-2,2]	[4,7-5,4]
PHEV	000 units	220	[650-730]	[1,000-1,700]
Plug-in Hybrid Electric Vehicles	kMT-LCE	2,5	[6,5-7,3]	[12-14]
EV	000 units	320	[1,500-2,300]	[2,900-4,400]
Electric Vehicles	kMT-LCE	12,4	[47-63]	[93-150]
PHEB	000 units	30	[60-63]	[100-150]
Plug-in Hybrid Electric Buses	kMT-LCE	0,8	[1,4-1,6]	[2,6-3,8]
EB/ET	000 units	60	[160-175]	[300-430]
Electric Buses - Trucks	kMT-LCE	6,7	[16-18]	[32-47]
Total xEV - LI	000 units	1,030	[3,570-4,700]	[6,800-10,000]
	kMT-LCE	23,1	[73-100]	[145-220]



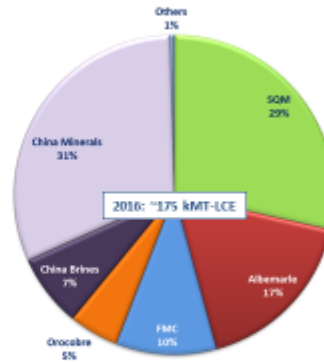
Source: SQM estimates

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► Lithium: Supply 2016



Suppliers	2016 F (kMT)	Announced Increases 2016-2021 (kMT)
SQM (1)	48+	25 - 50
Albemarle	31	25 - 30
FMC	18	-
Orocobre	9	10 - 15
China/Australia	69	45 - 65
Brazil	1	-
Total Supply	~175	[105-160]

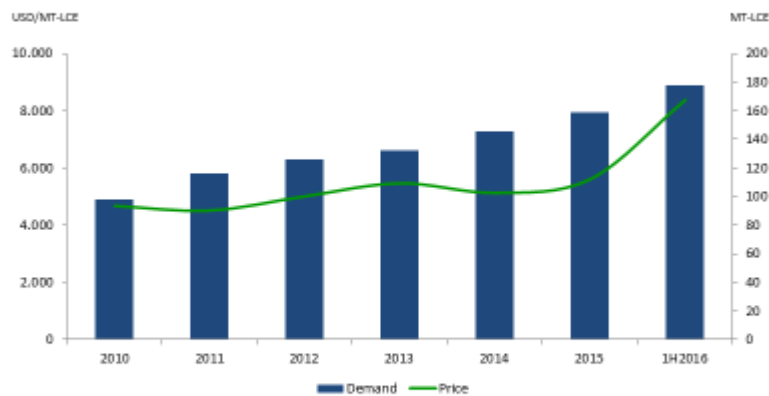


- ✓ In 2016, the Chinese lithium producers have produced lithium chemicals primarily using Australian spodumene.
- ✓ SQM is currently the lowest cost producer.

(1) Includes Minera Esmer joint venture

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► Lithium: SQM Average Prices



- ✓ The main reasons for the price increase in 2015 and 2016 were:
 - Higher than expected demand in China.
 - Lower than expected supply, slow start up of ORE.

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Gerardo Illanes
VP of Finance and IR

► Balance Sheet as of June 30, 2016



Millions of US\$

Total Current Assets	2,325
Cash and cash equivalents	588
Other current financial assets	232
Accounts receivable (1)	385
Inventory	1,018
Others	108
Total Non-current Assets	1,915
Other non-current financial assets	8
Investments in related companies	115
Property, plant and equipment	1,622
Other Non-current Assets	175
Total Assets	4,239
Total Current Liabilities	571
Short-term debt	245
Others	328
Total Long-Term Liabilities	1,348
Long-term debt	1,097
Others	251
Shareholders' Equity before Minority Interest	2,261
Minority Interest	60
Total Shareholders' Equity	2,321
Total Liabilities & Shareholders' Equity	4,239

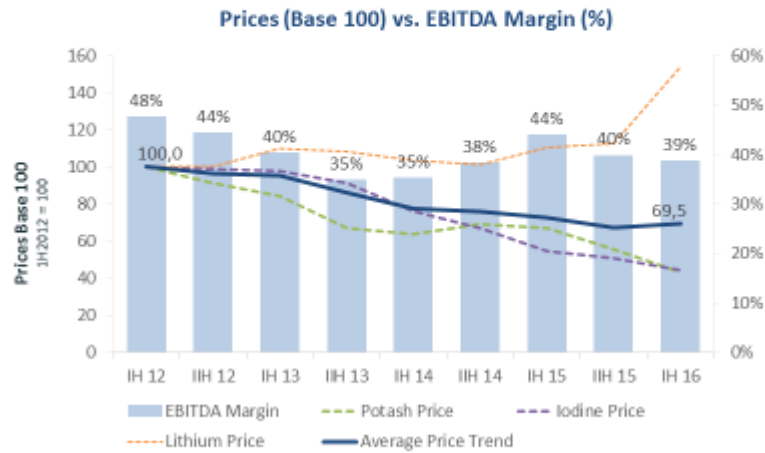


(1) Accounts receivable = accounts receivable from related companies

► Prices vs. EBITDA Margin

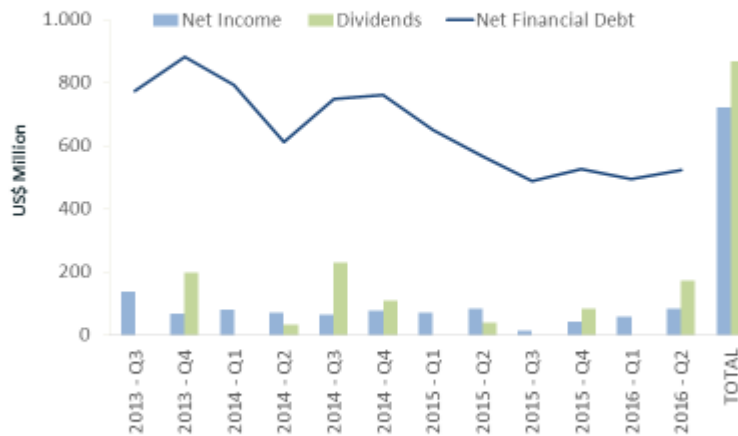


- ✓ Cost savings initiatives have protected margins, despite lower pricing environment in most business lines



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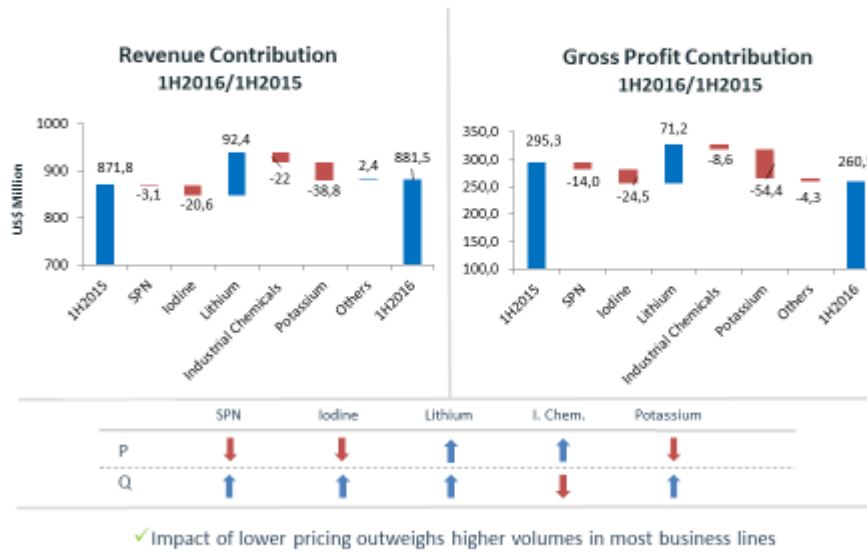
► Dividends vs. Net Financial Debt



- ✓ Cash flow generation allows SQM to pay dividends in excess of net income over last 3 years, while simultaneously reducing net financial debt

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► Second Quarter 2016 Results



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Acerca de SQM

SQM es un productor y comercializador integrado de nutrientes vegetales de especialidad, yodo, litio, fertilizantes potásicos y químicos industriales. Sus productos se basan en el desarrollo de recursos naturales de alta calidad que le permiten ser líder en costos, apoyado por una red comercial internacional especializada con ventas en más de 110 países. La estrategia de desarrollo de SQM apunta a mantener y profundizar el liderazgo mundial en cada uno de sus negocios.

La estrategia de liderazgo se fundamenta en las ventajas competitivas de la Compañía y en el crecimiento sustentable de los distintos mercados donde participa. Las principales ventajas competitivas de SQM en la mayoría de sus distintos negocios son:

- Bajos costos de producción basados en vastos recursos naturales de alta calidad.
- Know-how y desarrollo tecnológico propio en sus diversos procesos productivos.
- Infraestructura logística y altos volúmenes de producción que permiten tener bajos costos de distribución.
- Alta participación de mercado en todos sus productos principales.
- Red comercial internacional con oficinas propias en más de 20 países y ventas en más de 110 países.
- Sinergias derivadas de la producción de una gran variedad de productos a partir de dos únicos recursos naturales.
- Continuo desarrollo de nuevos productos de acuerdo a las necesidades específicas de los distintos clientes.
- Conservadora y sólida posición financiera.

Para obtener más información, comuníquese con:

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Advertencia respecto a las proyecciones expresadas

Este comunicado de prensa contiene proyecciones según lo previsto por las disposiciones de refugio tributario de la Ley de Reforma de Litigios sobre Títulos Privados de 1995, de los Estados Unidos. Las proyecciones se identifican con el uso de palabras como: "anticipar", "planear o planificar", "creer", "estimar", "esperar", "estrategia", "debería", "deberá", y otras referencias similares a períodos en el futuro. Entre algunos ejemplos de proyecciones se incluyen las declaraciones que hacemos respecto al futuro comercial de la empresa, su desempeño económico futuro, su rentabilidad anticipada, sus ingresos y gastos, o cualquier otra información financiera, sinergias de costos anticipados y crecimiento de líneas de negocio o de productos y servicios.

Las proyecciones no son ni hechos históricos ni garantías de la rentabilidad a futuro. Más bien, son estimaciones que reflejan la gestión de SQM de acuerdo con la información con la que se dispone. Dado que las proyecciones son a futuro, éstas implican cierto riesgo, incertidumbre y otros factores que se encuentran fuera del control de la empresa, los que podrían llevar a que los resultados difieran de manera significativa de aquellos que se expresan en estas proyecciones. Por lo tanto, recomendamos que no se fíe completamente de estas proyecciones. Sugerimos a los lectores consultar los documentos archivados por SQM en la Comisión de Valores e Intercambio de los Estados Unidos, específicamente el informe anual más reciente en el Formulario 20-F en donde se identifican los factores de riesgo relevantes que podrían hacer que los resultados difieran de aquellos que se expresan en las proyecciones. Todas las proyecciones se basan en información a disposición de SQM a la presente fecha. SQM no se ve obligado a actualizar dichas proyecciones, ya sean por nueva información disponible, desarrollos a futuro o debido a cualquier otro motivo.