



# **CORPORATE PRESENTATION**

**March 2021**



## 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.

## Clear commitments to ESG: Sustainable Development Goal



### Brine Reduction:

- ✓ 50% reduction by 2030

### Continental Water Reduction:

- ✓ Company wide:
  - 65% reduction by 2040
- ✓ Salar de Atacama:
  - 50% reduction by 2030

### Emissions Reduction:

- ✓ Carbon neutral in the lithium, potassium chloride and iodine products by 2030
- ✓ Carbon neutral in all of our products by 2040

### Other Initiatives:

- ✓ Reduce waste
- ✓ Improve monitoring even further
- ✓ More dialogue with neighboring communities
- ✓ Increased certifications

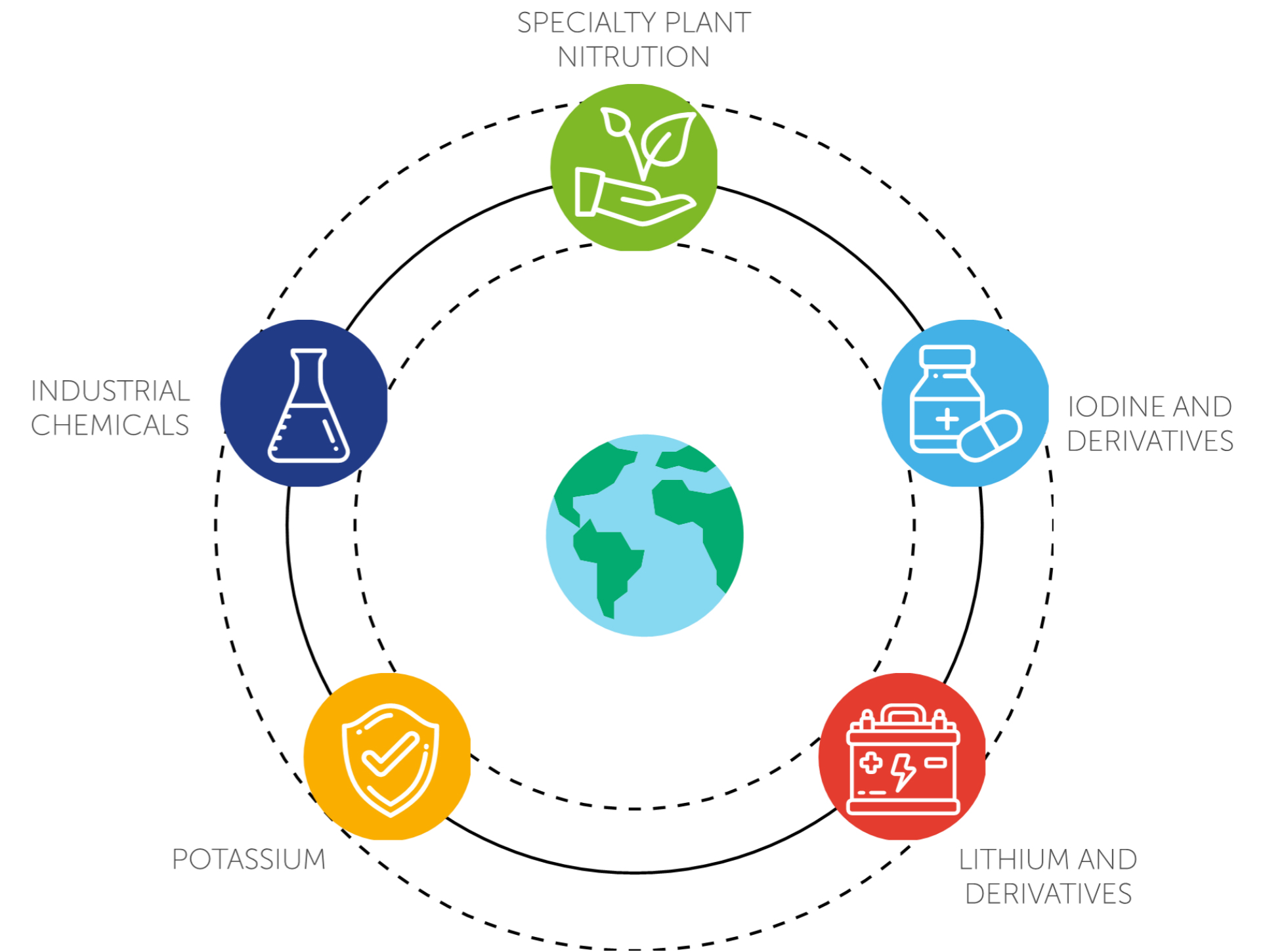
### International Certifications:

- ✓ Member of DJSI Chile and DJSI MILA Pacific Alliance indices
- ✓ Pending Member IRMA certification
- ✓ Initiated CDP review process

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.

# SQM at a Glance: Business line Overview

KEY FIGURES<sup>1</sup>



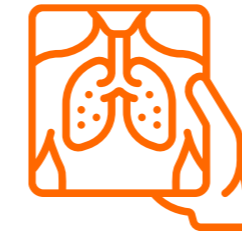
## LITHIUM AND DERIVATIVES

- ~19% Market Share<sup>1</sup>
- Volume: 65 kMT
- Revenues: US\$383 mm



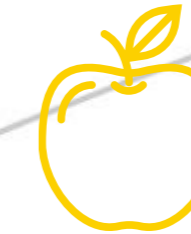
## SPECIALTY PLANTS NUTRITION

- ~48% Market Share<sup>1</sup>
- Volume: 1,036 kMT
- Revenues: US\$702 mm



## IODINE AND DERIVATIVES

- ~28% Market Share<sup>1</sup>
- Volume: 10 kMT
- Revenues: US\$335 mm



## POTASSIUM

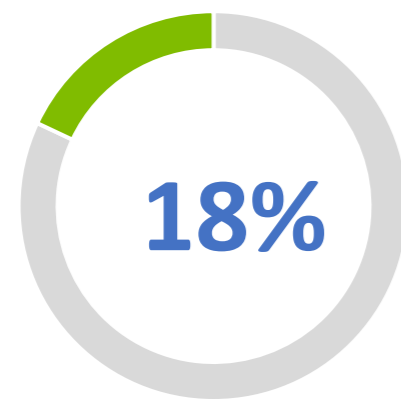
- ~1% Market Share<sup>1</sup>
- Volume: 727 kMT
- Revenues: US\$209 mm



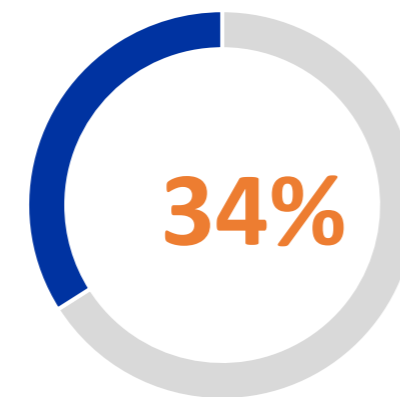
## INDUSTRIAL CHEMICALS

- ~73% Market Share<sup>1,2</sup>
- Volume: 225 kMT
- Revenues: US\$161 mm

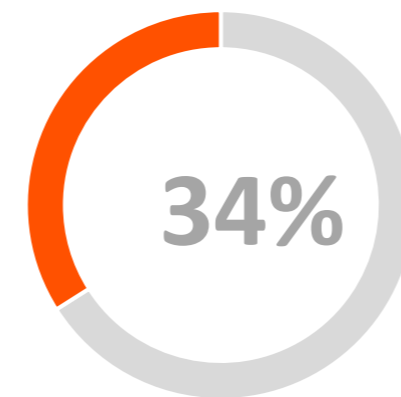
% GROSS PROFIT<sup>3</sup>



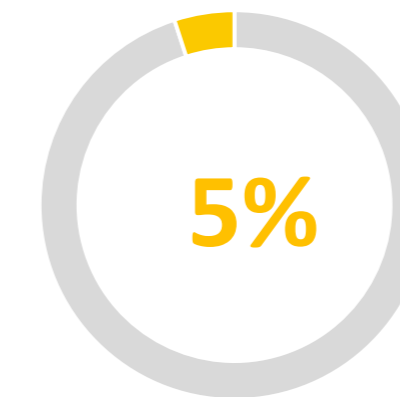
## LITHIUM AND DERIVATIVES



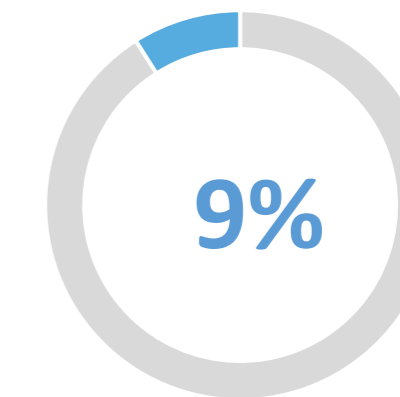
## SPECIALTY PLANTS NUTRITION



## IODINE AND DERIVATIVES



## POTASSIUM



## INDUSTRIAL CHEMICALS

**2020FY Revenues: US\$1.8 billion | 2020FY Adjusted EBITDA<sup>4</sup>: US\$580 million | 2020FY Adjusted EBITDA Margin<sup>4</sup> : 32%**

**NFD/Adjusted EBITDA: 1.9 | Moody's: Baa1 | Standard and Poor's: BBB+**

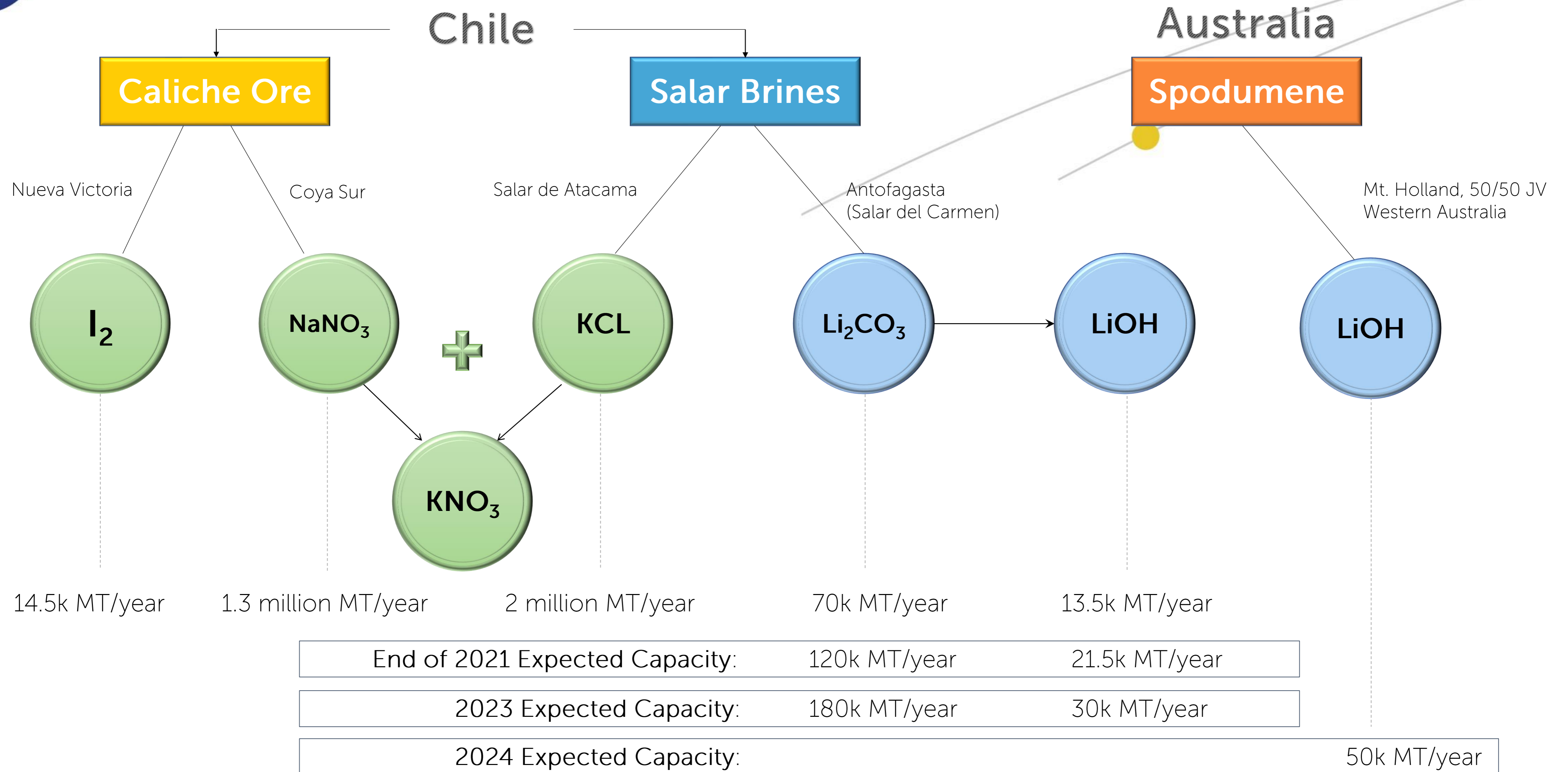
<sup>1</sup> Volume and Revenue figures for the twelve months ended December 31, 2020. Market share as of December 31, 2020. Market share percentages have been developed by us using internal and external sources and reflect our best current estimates, which have not been confirmed by independent sources.

<sup>2</sup> Market share in the industrial potassium nitrate market as of December 31, 2020.

<sup>3</sup> Contribution to gross profit for the twelve months ended December 31, 2020.

<sup>4</sup> Adjusted EBITDA = gross profit - administrative expenses + depreciation and amortization. Adjusted EBITDA margin = Adjusted EBITDA/revenues.

# SQM at a Glance: Products & Capacities



US\$ million	4Q2020	4Q2019	2020/2019	FY2020	FY2019	2020/2019
Revenues	514	472	9%	1,817	1,944	-7%
Net Income <sup>1</sup>	67	67	0%	165	278	-41%
Adjusted EBITDA <sup>2</sup>	146	157	-7%	580	644	-10%
Adjusted EBITDA Margin <sup>2</sup>	28%	33%	-14%	32%	33%	4%
Earnings per share	0.25	0.25	0%	0.63	1.06	-41%

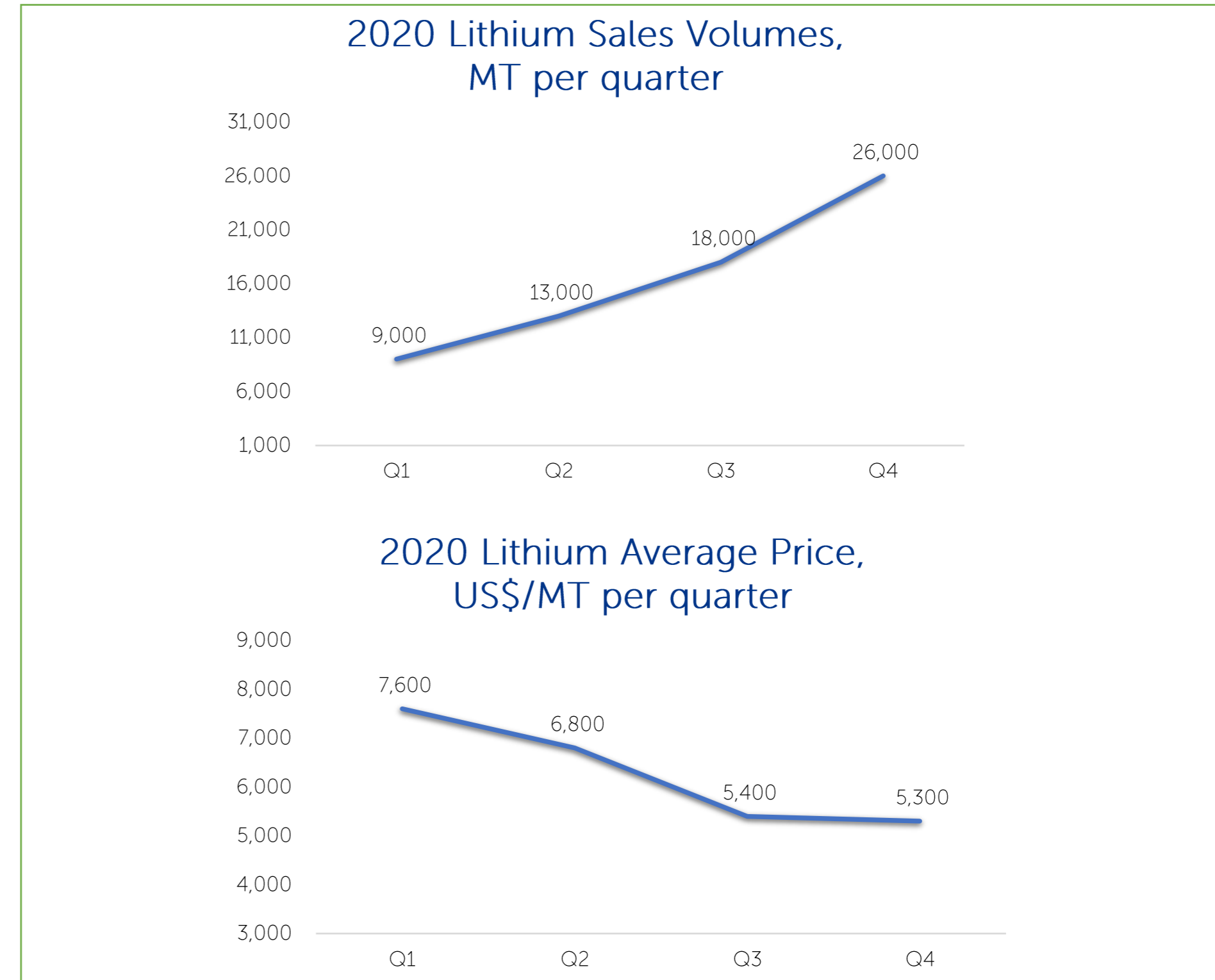
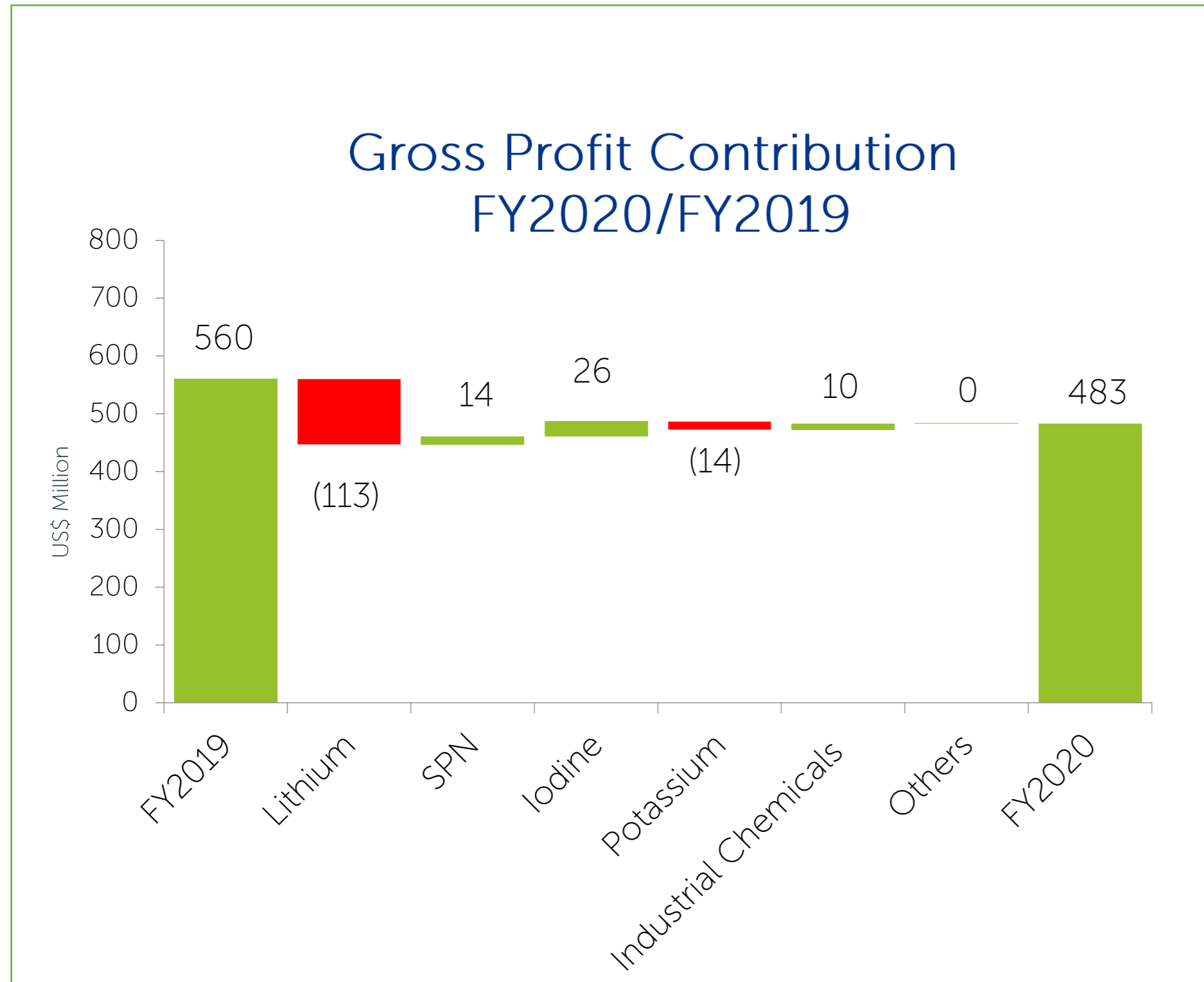
- Exceeded all our original goals related to production volumes, occupational safety, sustainability, cost and quality in all of our business lines
- Record annual sales volumes in lithium business line, a 40% increase compared to 2019. Sales volumes in Q4 increased 46% compared to previous quarter.
- 4Q2020 sales volumes in SPN, lithium, industrial chemicals and potassium business lines were higher than compared to 4Q2019.
- Stable iodine prices despite COVID-19 impact on X-Ray contrast media market.

(1) The annual results were affected by a settlement fee of US\$62.5 million related to a class action lawsuit against the Company in the United States.

(2) 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.



# Review of Results



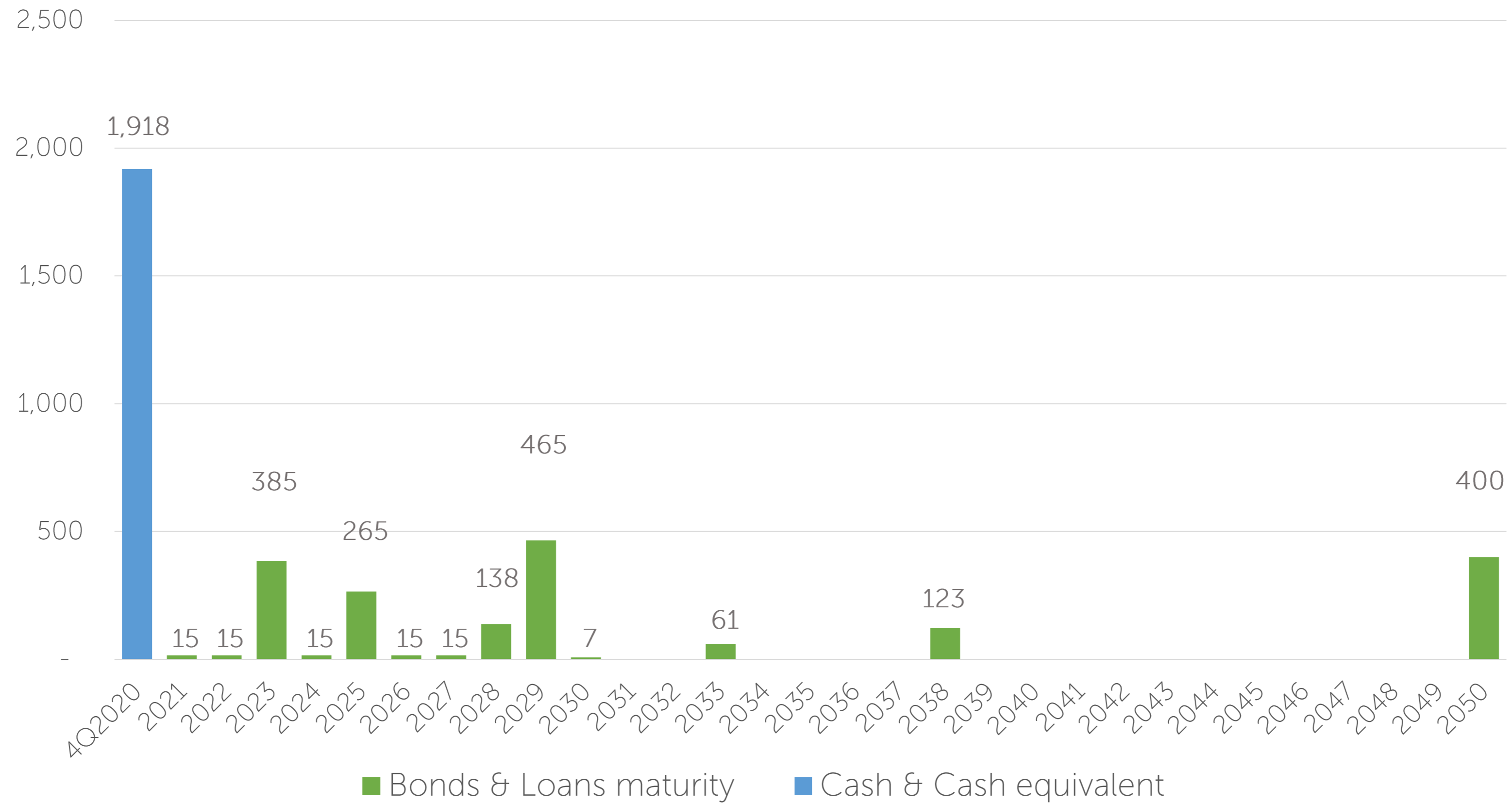
## FY2020 vs FY2019 Business line performance comparison

Variations	Lithium	Iodine	SPN	Industrial Chemicals	Potassium
Average Price	↓ ~47%	↑ ~19%	↓ ~3%	↓ ~7%	↓ ~19%
Sales Volumes	↑ ~43%	↓ ~24%	↓ ~1%	↑ ~82%	↑ ~22%



# Liquidity and Maturities

Cash and Maturity debt profile as of December 31, 2020  
(US\$ million)



Net Financial Debt / Adj. EBITDA<sup>1</sup> – 1.85x  
 Liquidity – 5.40x  
 Net Financial Debt / Equity – 0.50x

<sup>1</sup> 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.

In light of Covid-19, significant uncertainty and difficult to predict the future supply and demand of all markets. Sales volumes and average prices we previously estimated for all of our business lines may vary.

## Specialty Plant Nutrients & Potassium Chloride

- Market:  $\text{KNO}_3$  market growth is expected of ~5% in 2021, some KCL prices improvement in the 1Q2021, KCL market grew ~3m MT during 2020.
- SQM: Sales volumes of KCL of ~700k MT in 2021.
- SQM: Expects to strengthen its  $\text{KNO}_3$  market position in 2021.

## Industrial Chemicals

- Market: A 50MW parabolic CSP plant with 7.5 hours of indirect storage requires ~30k MT of solar salts
- SQM: Sales volumes ~400k MT between 2020-2022, ~190k MT in 2021.

## Lithium

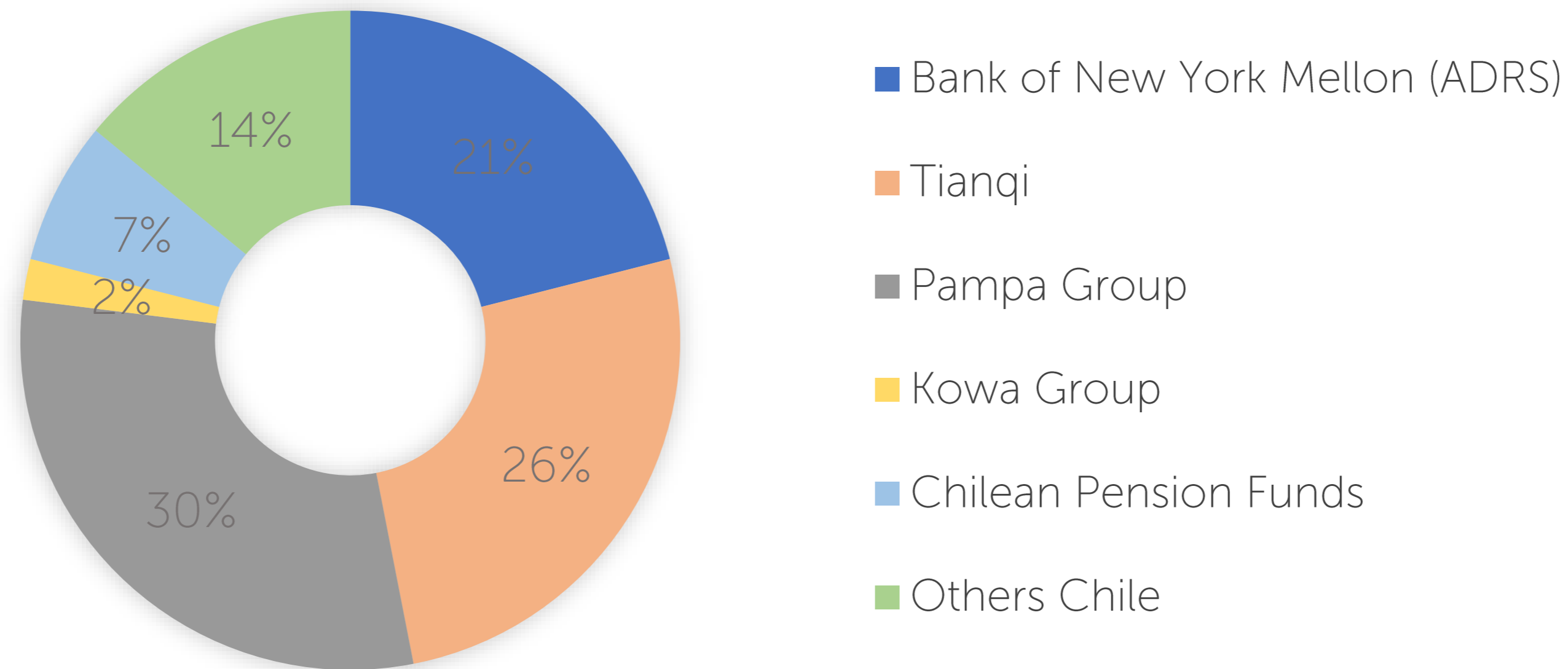
- Market: Market is expected to grow ~25% in 2021, driven by EV industry growth
- SQM: Some average price improvement in 2021 vs 2020.
- SQM: Expected sales volumes: over 80,000 MT in 2021, (65k MT sold in 2020); >20% more in 2021 vs 2020.
- SQM: Optimistic about the fundamentals behind the long-term demand growth in the industry, lithium market to reach ~900k-1 million MT by 2025.

## Iodine

- Market: A significant market recovery is expected in 2021 as COVID-19 impacts on health, pharmaceutical and LCD industries diminish.
- SQM: Sales volumes are expected to be slightly higher in the 1Q2021 vs 4Q2020.

# Ownership & Dividends

Ownership Structure<sup>1</sup>



Dividend Policy<sup>2</sup>

Dividend Payout (% of Net Income)	100%	80%	60%
$\frac{\text{Current Assets}}{\text{Current Financial Liabilities}} \geq$	2.5	2.0	1.5
$\frac{\text{Liabilities} - \text{Cash} - \text{Other Current Fin. Assets}}{\text{Equity}} \leq$	0.8	0.9	1.0

If none of the above parameters are met, dividend payout would be 50% of 2020 net income

<sup>1</sup>According to the Shareholder Registry as of March 1, 2021  
<sup>2</sup>Please see the full version on our website at [www.sqm.com](http://www.sqm.com)

# Agreement with CORFO

## Payments<sup>1</sup>

Li <sub>2</sub> CO <sub>3</sub>		LiOH	
US\$/MT	% <sup>2</sup>	US\$/MT	% <sup>2</sup>
< 4,000	6.80	< 5,000	6.80
4,000 – 5,000	8.00	5,000 – 6,000	8.00
5,000 – 6,000	10.00	6,000 – 7,000	10.00
6,000 – 7,000	17.00	7,000 – 10,000	17.00
7,000 – 10,000	25.00	10,000 – 12,000	25.00
> 10,000	40.00	> 12,000	40.00

## Example

Lithium Average Price, US\$/MT	10,000	8,000	6,000
Lease Fee	% US\$/MT	% US\$/MT	% US\$/MT
Since April 10, 2018			
Li <sub>2</sub> CO <sub>3</sub>	13.7% 1,372	10.9% 872	7.5% 452
LiOH	10.3% 1,030	8.6% 690	7.0% 420
Original Agreement <sup>3</sup>			
Li <sub>2</sub> CO <sub>3</sub> , LiOH	6.8% 680	6.8% 544	6.8% 408

Source: Company.  
 (1) Effective as of April 10, 2018.  
 (2) % of final sale price  
 (3) % of FOB price

## Production Allowance

- Total production quota until 2030: 349,553 MT of LME
- Total in LCE: ~2.2 million MT

## Contribution to the Development & Communities

- Annual contribution of ~US\$11-19 million for R&D efforts
- Annual contribution of ~US\$10-15 million to neighboring communities of the Salar de Atacama
- Annual contribution of 1.7% of SQM Salar's sales per year to regional development

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