



THE WORLDWIDE
BUSINESS FORMULA

SQM's Thermo-Solar Salts:

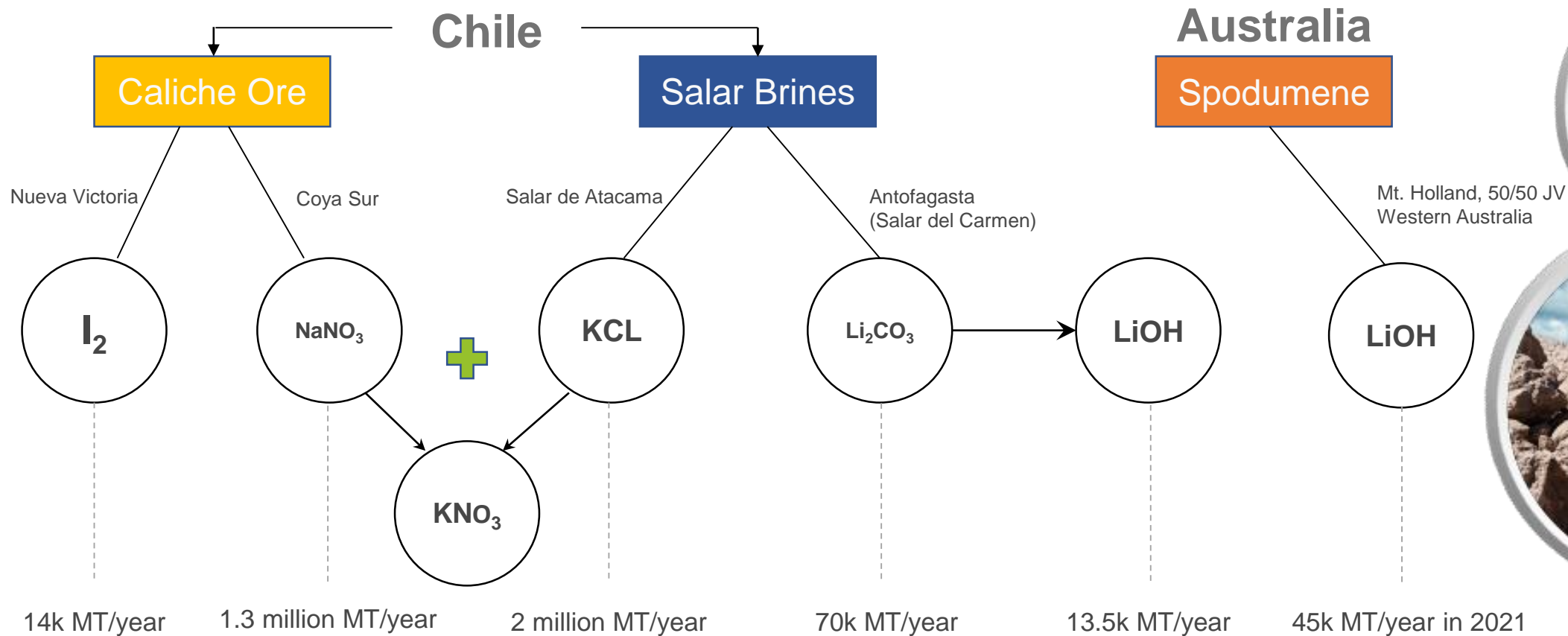
The proven & reliable energy storage medium

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SQM AT A GLANCE: Reserves, Products & Capacities





SQM Activities in CSP: Brief history

SQM's track record in CSP (2012-2019)

- Supply of solar salts in 26 out of 31 CSP projects with storage (excluding China)
- SQM Market Share – Solar Salts (2012-2019)

	excl. Dewa	Incl. Dewa
NaNO ₃	66%	68%
KNO ₃	54%	73%
Mix	62%	70%

- Delivery of > 1,345,000 MT of solar salts (incl. Dewa) since 2012

SQM Expertise & R&D efforts

- Donation of 1800 MT of solar salts to Solar Two Project (USA) in 1992-1995 (Pioneering)
- Close collaboration with renowned research institutes (SANDIA, NREL) and customers (purity, contamination, corrosion studies,...)
- Waste heat recovery/Thermal storage research project (University of Ghent)
- Innova-Microsolar Horizon 2020 Project
- CSP on Demand Demo Plant (Masdar Institute, UAE)



SQM Activities in CSP: **Brief history**

Projects supplied or in progress:

- ANDASOL 1
- ANDASOL 2
- EXTRESOL 1
- EXTRESOL 2
- EXTRESOL 3
- MANCHASOL 1
- MANCHASOL 2
- LA FLORIDA
- LA DEHESA
- VALLE 1 & 2
- L'AFRICANA
- TERMOSOL 1& 2
- SOLANA IN USA
- CASABLANCA
- KAXU
- BOKPOORT
- XINA
- ATACAMA 1 & 2 IN CHILE
- ILANGA 1
- SHAGAYA – Kuwait
- NOOR 2
- ASHALIM
- DEWA





SQM thermal energy storage salts “TESS” strengths and challenges



SQM has been the only company constantly expanding its production capacity over the last decades to meet growing demand of KNO_3 and NaNO_3



SQM is the only producer in the world of both KNO_3 and NaNO_3 from natural resources



Since the start of the Thermal Energy Storage Salts business, SQM has been proven to be a reliable supplier of thermal energy storage salts in terms of product quality (purity) and logistics of large-scale projects.



SQM is best positioned to supply future projects in Thermal Energy Storage Salts as it has shown to be the only company in the world capable of meeting increasing demand.



Challenge: balance S&D in very unregular market demand