

2020 SA Procurement Category Management



Diversified Portfolio with Above-Market Margin

KEY STATS

Founded	1887 132 years
Global Employees ¹	~5,600
Countries	~100
Dividend Payout Ratio ²	25%

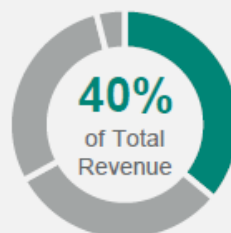
FINANCIAL HIGHLIGHTS³

Net Sales	\$3.2B
Net Income ⁴	\$608M
Adj. EBITDA	\$951M
Adj. EBITDA Margin	30%

BUSINESS OVERVIEW⁵

Making the World Safe and Sustainable by Powering the Potential of People

Lithium



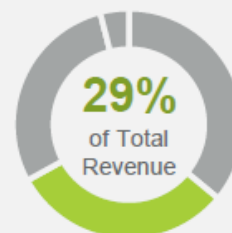
41%

Adj. EBITDA Margin⁶

~20%

Industry Growth⁷

Catalysts



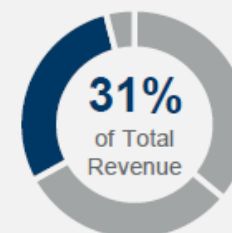
27%

Adj. EBITDA Margin⁶

~3%

Industry Growth⁷

Bromine Specialties



32%

Adj. EBITDA Margin⁶

~2%

Industry Growth⁷

REVENUE BY GEOGRAPHY

28%

North America

24%

EMEA

45%

Asia (12% in China)

2%

RoW

Large-scale Manufacturing Footprint Serving the Globe

✓ World-class Resources with High Concentration Levels

✓ Geographic Diversity

✓ Proximity to Customers



Portfolio Comprises World-class Resources



SALAR DE ATACAMA, CHILE



GREENBUSHES, AUSTRALIA



JBC, JORDAN



MAGNOLIA, AR, USA



SILVER PEAK, NV, USA



WODGINA, AUSTRALIA



KINGS MOUNTAIN, NC, USA

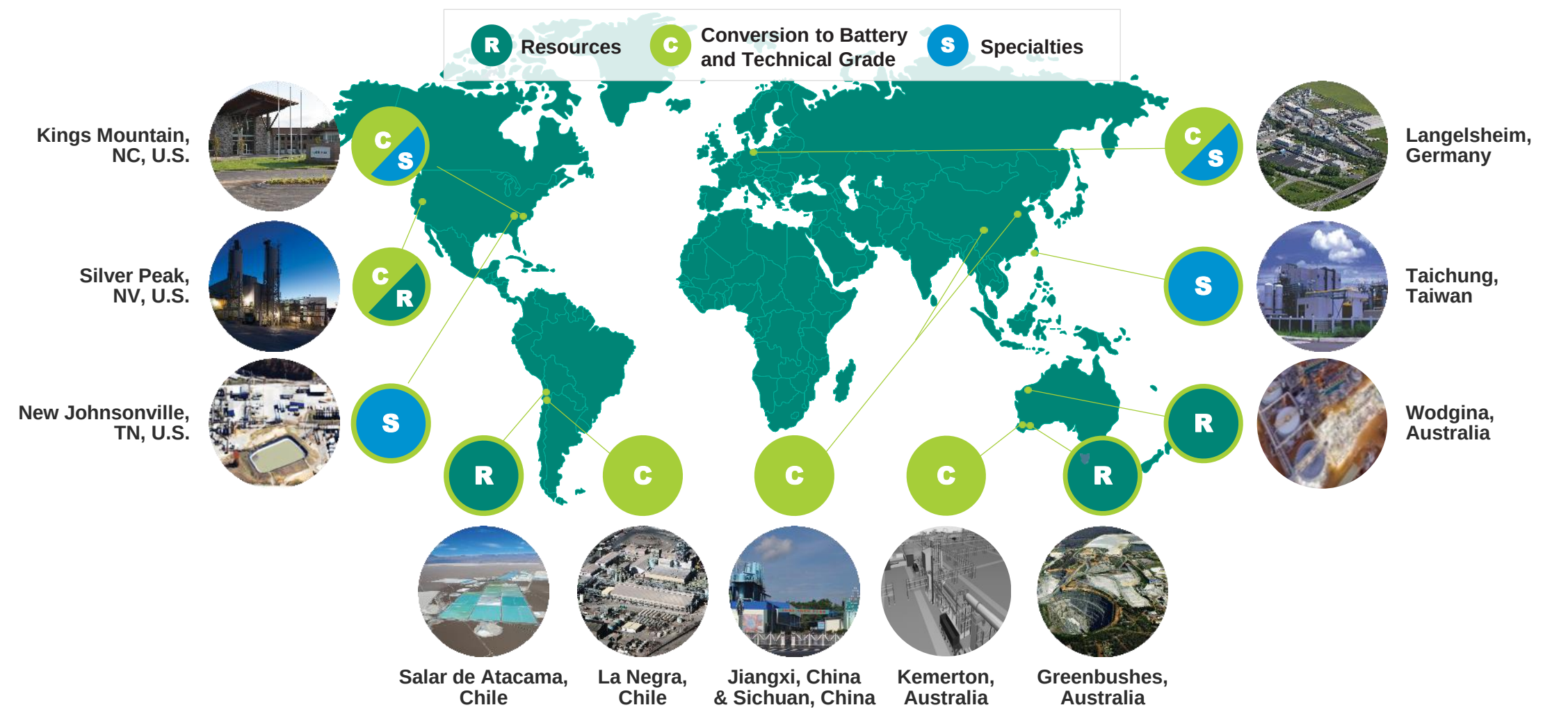


ANTOFALLA, ARGENTINA

- ✓ Geographically Diverse
- ✓ High Quality
- ✓ Large Scale
- ✓ Low Cost



Integrated Global Footprint for Lithium Chemical Conversion



Enables Production of 100+ Products for the Varied Needs of Our Global Customer Base

Lithium Powers the Potential of Customers Across Multiple Markets

~650 Customers within Multiple End Markets in 60 Countries



AUTOMOTIVE
EV / HEV /
PHEV Batteries



ENERGY EFFICIENCY
Power Grid
Solar Panels



ELECTRONICS
Phones / Pads
PCs
Power tools



SPECIALTY GLASS
Cooktop Stoves
Advanced Glass
Electronic Device
Covers



GREASE
Machinery



HEALTH
Vitamins
Zeolites
X-ray Imaging



AUTOMOTIVE
Tires
Air Bags



PHARMA
HIV
Hypertension
Mood Disorder



AGRICULTURE
Fungicides
Herbicides

Energy Storage
CAGR through 2025 of ~30%

Battery Grade Hydroxide
Battery Grade Carbonate
Battery Grade Metal

Industrial
GDP Growth

Technical Grade Hydroxide
Technical Grade Carbonate
Technical Grade Spodumene
Specialty Lithium Salts

Specialties Grade
GDP+ Growth

Butyllithium
Cesium Products
Organometallics
Lithium Carbonate Pharma Grade

Albemarle Chile

Nos dedicamos a la extracción y procesamiento de salmueras y a la producción de carbonato y cloruro de litio.

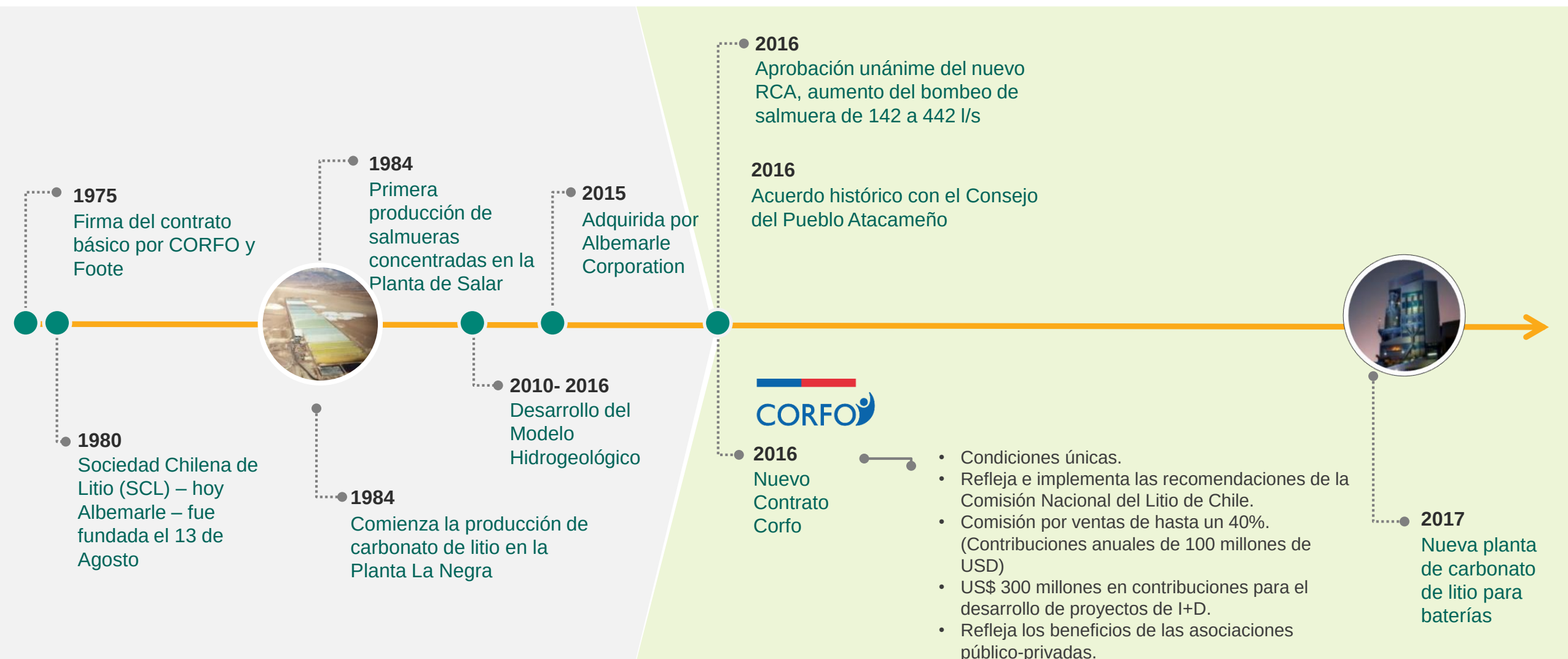
Somos una empresa innovadora, comprometida con el medio ambiente y parte de uno de los más importantes productores mundiales: Albemarle Corporation, con sede en Carolina del Norte, Estados Unidos.

Fuimos los primeros en desarrollar la industria del litio en Chile con Corfo. Tenemos 40 años de experiencia

Somos una empresa sostenible que protege los recursos naturales del país y que genera beneficios para todos los grupos de interés: accionistas, clientes, trabajadores y comunidades.

Somos aliados estratégicos de Chile en el desarrollo de la industria del litio, aportando la experiencia y el liderazgo mundial de nuestra sede para que el país aproveche al máximo este potencial.

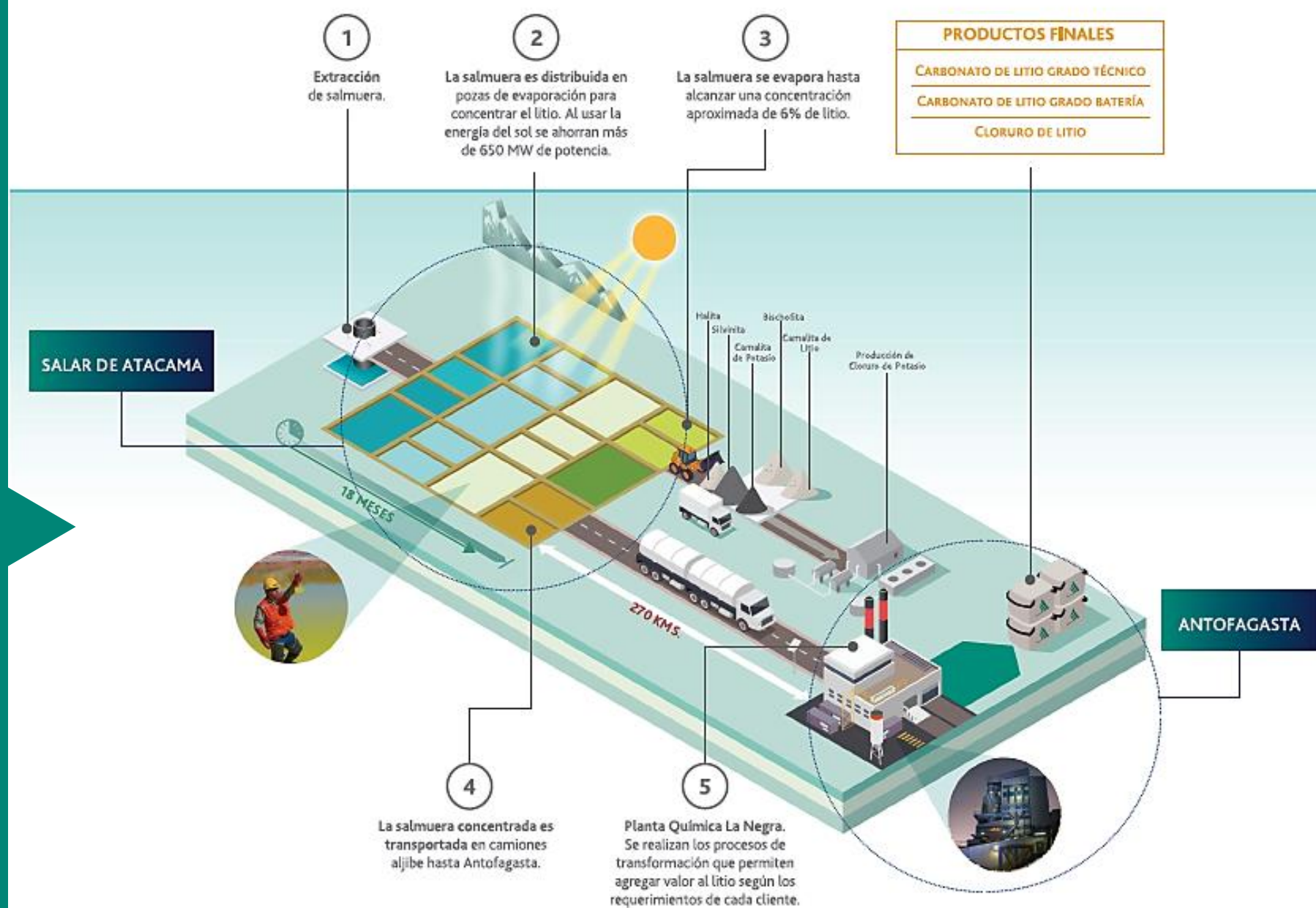
Albemarle: Desarrollo Histórico En Chile



A dark-colored Toyota Mirai electric car is shown from a front-three-quarter view. The car features several branding elements: 'ALBEMARLE' is written on the hood and side; '100% ELÉCTRICO' is on the front fender; and 'MUEVERSE CON LITIO' is on the rear side panel. The car is parked on a paved surface with some industrial equipment visible in the background. A large teal graphic with white curved lines is overlaid on the bottom half of the image.

**CÓMO PRODUCIMOS LITIO ES TAN
IMPORTANTE COMO CUÁNTO PRODUCIMOS**

PRODUCCIÓN SUSTENTABLE Y EFICIENTE



EXTRACCIÓN DE LITIO DESDE SALMUERA



Comunidades



Nuestra Manera de Trabajar



COLABORATIVA

Diálogo, acuerdos con las comunidades (CPA, San Pedro, Antofagasta)



SUSTENTABLE

I+D, eficiencia, compromiso con el medio ambiente



GENERA VALOR

Aportes de I+D alianzas con universidades, producto con alto valor agregado

2016

2019



250
empleados

~800
empleados

83%
De la Region de
Antofagasta

4500
contratistas

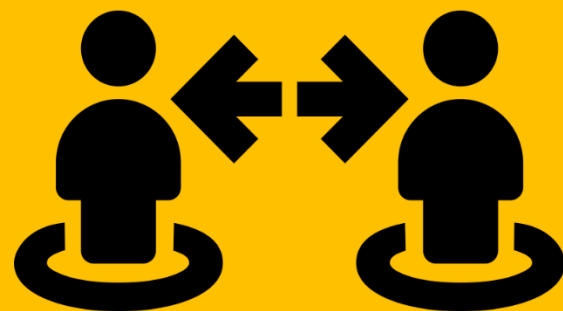
+US\$100 millones

Comisiones al Estado a través del
convenio CORFO anualmente

US\$300 millones

Contribuciones para el
desarrollo de proyectos de I+D+i

2019



66%

Proveedores locales

138

Millones de dólares en la
región

NUESTRO PLAN DE INVERSIONES EN CHILE CONTINÚA

+US\$1000 millones

en inversión hasta 2021 en la Región de
Antofagasta

Oportunidades de Negocios



Oportunidades de Negocios 2020

Procesos Adjudicados

#	Project	Status
1	Brine Transport	AWARDED
3	Salts Movement Contract	AWARDED
6	La Negra Canteen	AWARDED
7	Biotic Monitoring	AWARDED
9	Soda Ash Transport	AWARDED
10	HCL	AWARDED
13	Lime	AWARDED
14	Lithium Carbonate Transport	AWARDED
21	Printers	AWARDED
22	Sulfuric Acid	AWARDED
23	Industrial Water	AWARDED

Procesos por Licitar

#	Project	Status
4	MRO	INITIATIVE
5	Minor Maintenance	INITIATIVE
8	Customs Agency Consolidation	INITIATIVE
11	Security	INITIATIVE
12	Wooden Pallets	INITIATIVE
15	Environmental Consulting 1	INITIATIVE
16	Offices Cleaning/ Land scaping	INITIATIVE
17	Industrial Cleaning	INITIATIVE
19	Manpower- Temp Staffing	INITIATIVE
20	Personnel Transport	INITIATIVE
24	La Negra It Projects (FO Ring, Acces Control, Wireles AP; Acces Layer Switches; ICS Infraestructure	INITIATIVE
25	Salar ICS Infraestructure; Access Layer Swintches; Acces Control , Wireless Ap	INITIATIVE
26	Waste Managment Consolidation	INITIATIVE
27	Customs Agency Consolidation	INITIATIVE
28	External Warehouses consoliditation	INITIATIVE
29	Freight Services Local Consolidation	INITIATIVE

Contactos

Carlos Lopez
Regional Procurement Manager
carlos.a.lopez@albemarle.com

Paola Joglar
Strategic Procurement Specialist
maria.joglar@albemarle.com

Miguel Cortes
Strategic Procurement Specialist
miguel.cortes@albemarle.com

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