

# Making sense of an evolving market

A checklist for analysts in the battery materials market

As the demand for battery materials skyrockets, analysts face a pressing challenge: How do you build concrete analysis for a historically opaque market?

In this rapidly progressing landscape, having the right insights is key. Your analysis combined with reliable data and information can provide businesses clarity to inform their tactics, secure their supply chains and stay ahead in the fiercely competitive battery materials market.

The following checklist will help you identify what you need to be able to get a forward view of the battery industry.

## 01

### **Do you have visibility over supply and demand forecasts for strategic planning?**



Do you have an outlook on the supply and demand of key materials such as lithium, nickel and cobalt? Do you know how this would affect the prices of battery materials?

Access to reliable supply and demand forecasts can help you validate your own internal forecasts and help identify the gaps in your analysis.

## 02

### **Do you have enough information from across the value chain to be able to provide insights for different stakeholders?**



Do you have transparency over the entire supply chain? Could you produce a report on price volatility one day and on policy developments the other?

As an analyst, you have the power to drive decisions by shaping the conversation with key stakeholders. To do so effectively, insights into specific sectors of the battery materials market is insufficient. You need an end-to-end view of the entire value chain. This way, your reports and presentations would be more valuable, and you'd be able to speak to various stakeholders — from customers, suppliers and the leadership team — more effectively.

# 03

## How granular is your current data?



You may have insight into current lithium demand, but do you know if the demand is for electric vehicles (EVs) or battery storage? Do you know what EV sales forecasts are by EV types and by country?

Analysts recognize the value of abundant data, especially when it is finely detailed. Strengthening analyses involves delving deeply into extensive data covering the entirety of the supply chain, ultimately leading to more informed decision-making.

# 04

## Are you keeping up with price movements?



Do you have access to historical price movements? Are you keeping up with the prevailing cell components, and how much they cost? Do you have access to market-reflective price data?

Receiving daily updates on price data helps you understand the current value of raw materials, which in turn forms the basis for buying, selling and trading strategies. Without reliable data, you might not fully understand how the cost of raw materials affects your profits. This can affect your battery cell strategy and make it harder to make well-informed choices when negotiating contracts to secure supply of cell components.

# 05

## Do you have insights on the latest technologies being developed in this space?



EVs may be the big thing, but do you know what technology will be the mainstream choice? Would it be lithium-based batteries? Would it be hydrogen?

To prepare for the future, you need to understand current trends and the trends that may develop in the coming years. Doing this effectively means understanding today's prevailing cell components, keeping up with new technologies being developed right now and following policy developments that could influence these choices.



How far do you understand the dynamics behind pricing mechanisms in the battery materials market? Do you have transparency over the supply markets and understand what drives the variability in spot pricing?

Spot pricing analysis is crucial for making real-time, informed decisions in procurement, risk management, contract negotiation and overall resource allocation.

## Looking to fill the gaps?

With over 130 years of price reporting experience, and several decades of reporting on commodities that now comprise battery materials, our range of outlooks and forecasts will provide you with the data and expert analysis you need to assess the market effectively.

Our battery material insights and forecasts are designed to address the needs of procurement professionals within this space. Explore:



Short-term forecasts	✓ Two-year forecasts for lithium, nickel, cobalt, manganese and graphite
Long-term forecasts	✓ 10-year forecasts for lithium, nickel, cobalt, graphite, copper and manganese sulfate
Price data	✓ Market-reflective prices for lithium, cobalt, nickel, graphite and other critical battery materials, as well as black mass
Risk management	✓ Leverage Fastmarkets' lithium futures and cobalt futures contracts
Battery Cost Index	✓ Cell cost forecasts to 2033 for LFP and NCM chemistries
Battery Recycling Outlook	✓ Forecasts up to 2030 for black mass and recycled battery materials



## Why choose Fastmarkets?



### **Trusted data**

Benchmark prices for lithium and cobalt.  
Our prices are market-reflective and backed by  
IOSCO-compliant methodologies



### **Expert analysis**

Team of over 30 experts working exclusively  
with battery materials



### **Global coverage**

Robust presence in the Asian spot markets  
as well as other key global markets



### **Exchange backing**

Backed by the major metal exchanges  
across the world like the LME, CME and SGX

**Secure your supply today.**

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