

# How do you manage strategic uncertainty?

A checklist to navigating an evolving market

As the demand for battery materials skyrockets, professionals in the CEO's office are facing a pressing challenge: making strategic decisions that drive growth for the business. But how do you do this in a market prone to volatility?

In this rapidly progressing landscape, having the right insights is critical. It provides businesses with the 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 ensure success in the battery materials space.

## 01

### How well do you understand the battery materials market?



Are you up to date with all the happenings in this rapidly growing market? Who are the biggest players? Who are the biggest producers? What new resources are being developed today?

Level up your credibility by developing an expert-level understanding of the market dynamics. Establishing yourself as an authority in this space will give you the confidence you need to make strategic decisions. Plus, stakeholders are more likely to place trust in your leadership, providing the essential buy-in needed for your initiatives.

## 02

### Do you have access to accurate battery materials forecasts and insights?



How do you collect insights and data on the battery materials market? How much coverage does it provide? Do you have visibility over supply and demand outlooks, forecasted price movements and robust market intelligence?

A deeper understanding of the market allows for better corporate strategies, ensuring that investments are aligned with market realities and your organization's objectives. This includes considerations for equity investments, mergers and acquisitions and other pivotal financial undertakings within the industry.

# 03

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



Securing supply should be your top priority, but how much transparency do you have over the battery material supply chain? Do you have an outlook on the supply and demand of key materials such as lithium, nickel and cobalt?

Gaining an insight into the price movements as well as the supply and demand dynamics will be a significant advantage for your organization. With this information, you open yourself up to different options in securing your supply, from the ability to choose strategic partners to taking advantage of regional price differentials and being better informed when entering negotiations.

# 04

## Are you informed on the dynamics of the battery material prices to leverage short-term opportunities?



How does today's market determine how you purchase your supply? Do you commit to spot purchasing or use contract pricing? How would that affect your bottom line?

Understand the pricing mechanisms and benchmarks governing battery materials. This knowledge is instrumental when making short-term purchases. With how quickly the market dynamics shifts, understanding short-term price movements allows you to respond promptly and accurately to unplanned events.

# 05

## Do you have access to comprehensive price data?



Do you have access to historical price movements? Are you keeping up with the prevailing cell components and how much they cost? How does this inform how you purchase cells or battery packs? Do you have access to market-reflective price data to inform your tactics?

Gain a competitive advantage when you have visibility over price data. Reliable data can influence critical aspects of your business such as battery chemistries, as well as considerations for consumer affordability and potential risks of demand erosion. This invaluable foresight allows for proactive adjustments and strategic planning to navigate potential market fluctuations.

# 06

## Do you look for potential investment opportunities that can bolster your supply of raw materials?



Are you following the latest tech developments in the industry? Do you know who the new producers are and what their production capacity could look like?

Make sure you're updated on the latest investment opportunities that come up. This not only aids in discovering cutting-edge technologies to secure a stable supply of battery materials and identifies key strategic partners, but also unveils new opportunities for potential expansion into manufacturing. These elements collectively strengthen your supply chain and open up new avenues for your organization to diversify its revenue streams.

# 07

## How do you cope with the increasing pressure to localize supply chains and reduce carbon emissions from metals production?



Are you keeping up with the regulatory developments surrounding the battery materials market? Are you aware of the latest trends in the industry that push sustainable practices?

Learn how battery recycling can help efforts to meet ESG goals. Sourcing black mass from batteries reduces the need for new mining activities to extract raw materials for battery production, minimizing the harmful environmental impact associated with mining operations.

### 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

<b>Price data</b>	✓ Market-reflective prices for lithium, cobalt, nickel, graphite and other critical battery materials, as well as black mass
<b>Risk management</b>	✓ Leverage Fastmarkets' lithium futures and cobalt futures contracts
<b>Battery Cost Index</b>	✓ Cell cost forecasts to 2033 for LFP and NCM chemistries
<b>Battery Recycling Outlook</b>	✓ 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

**Strategize with confidence.**

**Get in touch**