



# **Company Presentation**

**April 2021** 





# Ganfeng Lithium – China's Largest Lithium Compounds Producer



No.1
Lithium Hydroxide Production
Capacity Globally



No.1
Lithium Metals Production
Capacity Globally



Investments in Upstream Resources



382
Research &
Development Staff



RMB5.49bn (US\$844m)<sup>1</sup>

FY2020 Total Revenue



RMB1.15bn (US\$178m)1

FY2020 Adj. EBITDA



2010

IPO on Shenzhen Stock Exchange

2018

IPO on Hong Kong Stock Exchange



US\$20.25bn

Total Market Capitalization<sup>2</sup>



## Recent Developments

#### **Lithium Resources**

#### **Cauchari-Olaroz (Argentina)**



Increased shareholding in Minera Exar to 51%

#### Bacanora / Sonora (Mexico)



2 Acquired 28.8% interest in Bacanora Lithium and 50% interest in Sonora (project level)

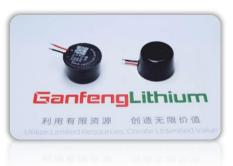
#### **Minmetals Salt Lake (China)**



Planning to acquire 49% interest in Minmetals Salt Lake in Qinghai province PRC

#### **Lithium Batteries**

1 Started production in 1Q19 of TWS batteries with multiple national patents. Current daily production 250k-300k units.



Constructed a pilot production line of solid-state lithium battery with annual capacity of over hundreds of Mwh



3 Expanded lithium battery recycling capacity to 34,000 tons per annum



Source: Company disclosure.



# **Business Update**



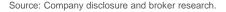
### **Pricing Outlook**

- Lithium Carbonate price is expected to remain LT strong due to growing demand
- Rising market price of Spodumene Concentrate in ST becomes a solid support for the price of Lithium Carbonate and Hydroxide.

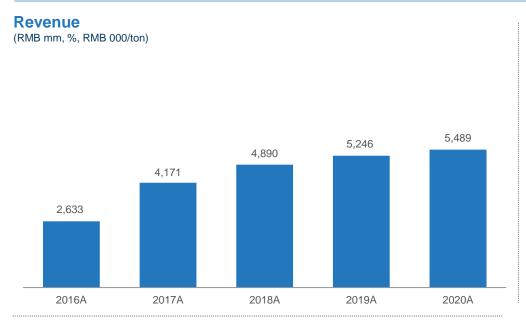


#### **Capacity Expansion**

- Focus on reducing production costs and expanding capacity
- Domestic capacity expects to reach 100K ton LCE in 2020A
- Brine and clay-based capacity to increase by 100K ton LCE by 2025E



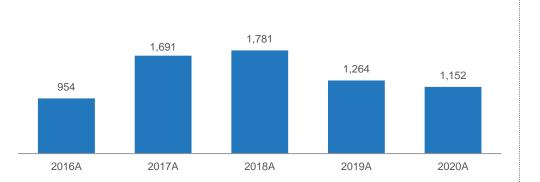
### Proven Financial Track Record





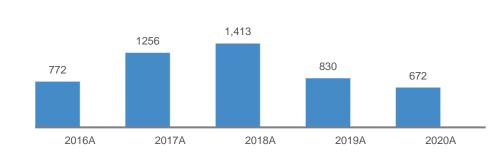
#### Adjusted EBITDA<sup>2</sup>

(RMB mm, %)



#### **Adjusted Net Profit<sup>2</sup>**

(RMB mm, %)



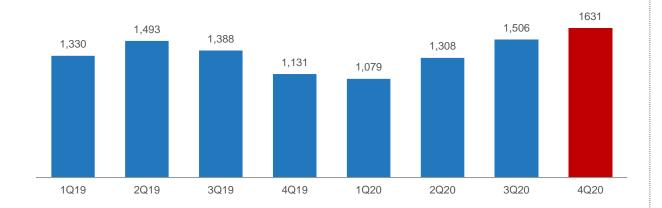
Source: Company disclosure.

Note: 1. ASP was calculated by dividing revenues from lithium compounds and metals segment with its sales volume 2. Adjusted EBITDA and adjusted net profit were calculated as EBITDA / net profit plus impairment loss and losses relating to Shenzhen Meibai's fire incidents, minus fair value gains from derivative financial instruments, gain on derivative financial instruments and net gain on disposal of investments at fair value through profit or loss, excluding related income tax impact.



# 4Q20 Financial Update

#### Revenue<sup>1</sup> (RMB mm)



#### **Gross Profit<sup>1</sup> | Margin**

(RMB mm, %)



#### 2020 Update

- Total sales of 63,013t LCE in 2020, total production of 54,312t LCE in 2020
- Inventory at 2020 Dec 31 is 5,937t LCE
- 4Q GP Margin increased significantly due to higher Lithium Carbonate price

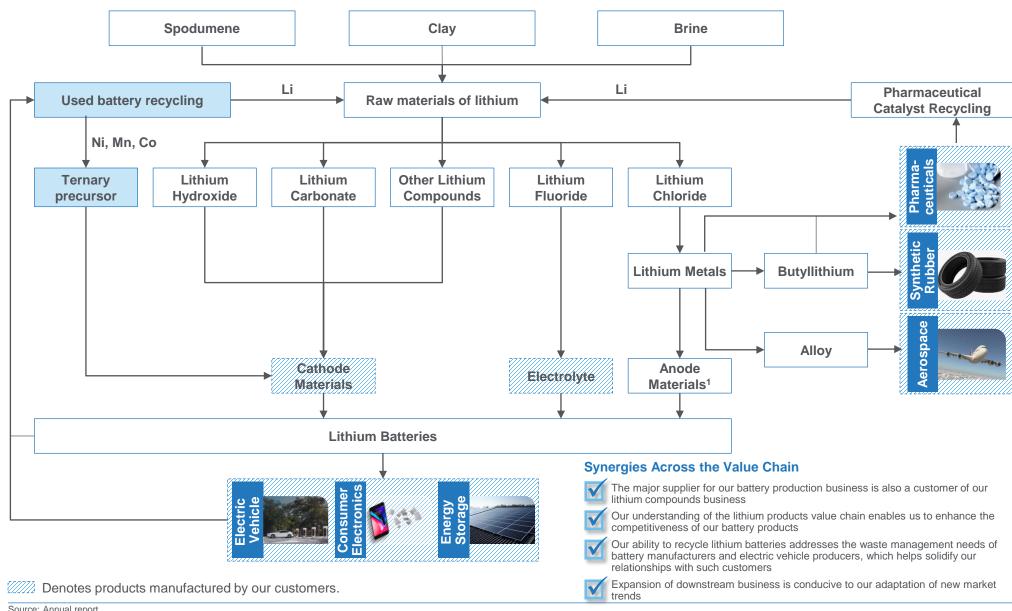
Source: Company disclosure. Note: 1. Financials are based on PRC GAAP.







### Vertically Integrated Business Model with Synergies Across the Value Chain



Source: Annual report

Note: 1. We produce anode for primary battery.





### World-leading Position in Lithium Compounds and Metals with High Barriers to Entry

#### **Upstream and Midstream Segments Offer the Highest Margin**

	Upstream Resources	Lithium Compounds	Cathode Materials	Lithium Hexafluoro- phosphate	Electrolyte	Lithium Batteries
Entry Barrier	High	High	Low	Medium	Low	Medium
Capital Requirement	High	Medium	Low	Low	Low	Medium
Production Know-how	Medium	High	Low	High	Low	Medium
Clear Industry Standard	Yes	Yes	No	Yes	Yes	Yes
Access to Raw Material	Medium	Hard	Medium	Medium	Medium	Easy

#### **High Barriers to Entry Favoring Established Producers**

- Production Technologies and Know-how
- Product Development and Application Expertise
- Customer Relationships and Product Accreditation Process
- Secure Supply of Lithium Raw Materials at Competitive Cost
- Operational Integration between Resource Extraction and Compound Production
- Access to Experienced Management and Technical Personnel
- Major Capital Expenditures and Investments

#### **Indicative Development Timeline for Greenfield Spodumene Projects**

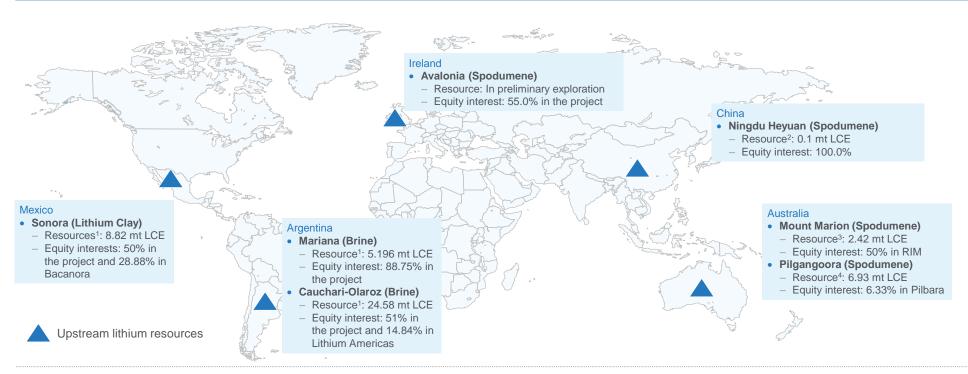


Source: CRU report.

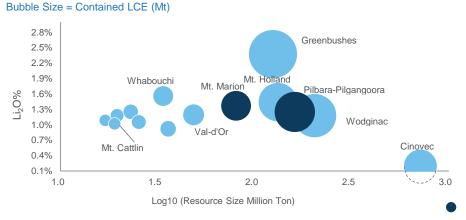




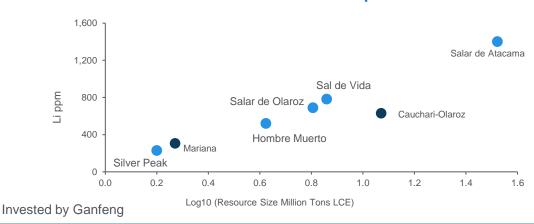
### Access to Secure, High Quality Supply of Lithium Raw Materials



#### Resource Estimates for Lithium Hardrock Deposits<sup>4</sup>



#### Resource Estimates for Lithium Brine Deposits<sup>4</sup>



Source: Company disclosure, CRU report.

Note: 1. Total resource is the sum of measured resource, indicated resource and inferred resource. LCE data of total spodumene resources is converted through lithium oxide resources contained in ores 2. Measured pursuant to China national standards. 3. Measured pursuant to JORC standards. 4. Including indicated and inferred resource.





### Access to Secure, High Quality Supply of Lithium Raw Materials (Cont'd)

Our upstream offtakes are sufficient to support our downstream demand and the flexible pricing mechanism provide us margin protection in tough environment.

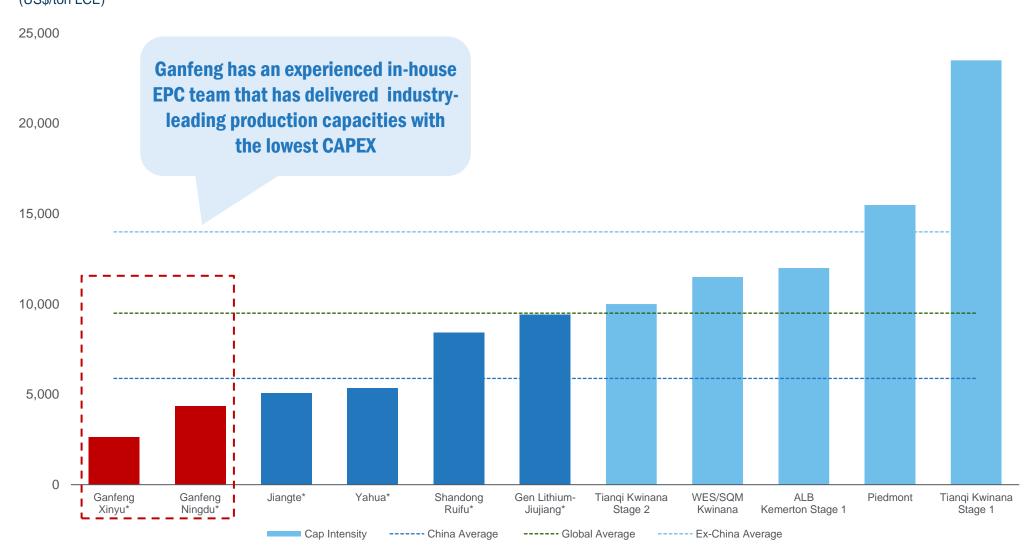
Type of resources	Project name	Current offtaking situation	Project progress
Spodumene	Mount Marion	The Company has the offtaking rights to all lithium concentrate produced from Mount Marion project between 2017 and 2019, and not less than 192,570 tons of lithium concentrate per annum after 2020.	
	Pilbara Pilgangoora	Project phase I supplies the Company with no more than 160,000 tons of 6% lithium concentrate per annum; project phase II will supply the Company with no more than 150,000 tons of lithium concentrate per annum after it completes construction and puts into production.	operating
	Manono	The Company has obtained the offtaking rights with an initial period of 5 years, and it can choose whether to extend the term for another 5 years according to the Company's own needs. From the third year, the annual supply of 6% lithium concentrate to the company will increase to 160,000 tons.	
Brine	Cauchari-Olaroz	The Company has secured the offtaking rights to 76% of the products from the project, which has a planned annual battery-grade lithium carbonate production capacity of 40,000 tons.	
	Mariana	Offtake products based on proportion of equity interests in the project	Under operation
Lithium clay	Sonora	The Company offtakes 50% lithium products produced in project phase I, and is entitled to increase lithium products offtaken to 75% in project phase II	Under operation

Source: Company disclosure





# Chemical Plant Capital Intensity (US\$/ton LCE)



Source: Canaccord Genuity.

\* China based plants





- Fixed Volume Long-term Contracts
  - Most of contracts lock down purchasing volumes from clients, providing visibility on future revenue



- Market-based Adjustable Contract Pricings
  - Help establish long-term relationships with blue-chip customers
  - Effectively track chemical pricings and stabilize margins





### Blue-chip Customer Base with High Visibility for Growing Demand (Cont'd)

8% of Global Car Sales from EV







1/3 of Global Car Sales from EV

By 2025

51% of Global Car Sales from EV

By 2030



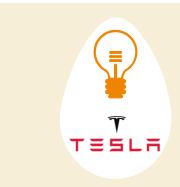
Supplies lithium compounds to Volkswagen and its suppliers for the next ten years

Cooperates in battery recycling and solid-state batteries



Provides lithium compounds to certain suppliers of BMW from 2020 to 2024

Flexibility to extend the contract by another 3 years



Commits 20% of its lithium hydroxide production capacity to Tesla from 2018 to 2020

Flexibility to extend the contract by another 3 years



Continue seeking cooperation with other EV OEMs and its battery suppliers

#### **Favorable Industry Outlook on Electric Vehicles**

Over the next ten years, Volkswagen will be launching 70+ new pure electric vehicles, meaning that a quarter of its vehicles delivered in 2025 will be powered by electricity

Expect to produce 1mm EV cars by 2023

Announced that all brands and model series to be electrified by 2025 and expects electrified vehicles to account for 15-25% of its total sales

Strong performance in 1Q20 will be further strengthened by a large ramp-up in production from Gigafactory in Shanghai

**Global EV Outlook** (mm's units)



18% 2020F - 2035F CAGR







### 6 Advanced Technologies and Outstanding Research and Development

#### **Outstanding Research and Development Capabilities**



382 Research and Development staff



175 patents, 5 major categories of 40+ industry leading lithium compounds and metals1



Seeking breakthroughs and actively developing next generation solid-state batteries



Undertaken 17 national level R&D projects and 31 provincial level R&D projects



Only company in China with both spodumene extraction and lithium-containing brine extraction technologies

#### **Recent Awards**









Jiangxi Province **Technological Invention Award** (Second Prize)



**China Nonferrous Metals Industry Association Scientific** and Technological **Progress Award** (Second Prize)



All-China Federation of Industry and Commerce (Second Prize)





### Visionary and Experienced Management Team with an Established Talent Pool



LI Liangbin
Chairman
President
Nearly 30 years of

industry experience

 Mr. Li, our founder, has been serving as Chairman of the Board of Directors since the incorporation of Ganfeng

- He has been serving as Vice President of the China Nonferrous Metal Industry Association, Lithium Branch
- Previously he worked at scientific research institute of Jiangxi Lithium Plant, a state-owned enterprise
- He was named "Expert with Outstanding Contribution" and was selected to join the National Talents Project in 2015
- Mr. Li was a chemistry major in college and has extensive knowledge in lithium related chemicals



WANG Xiaoshen
Vice Chairman

25+ years of industry experience

- Mr. Wang joined Ganfeng in 2006 and was appointed Vice Chairman of the Board of Directors in 2010
- He worked at China National Nonferrous Metals Industrial Xinjiang Co., Ltd., Xinjiang Lithium Salts Plant, mainly responsible for lithium business
- He obtained bachelor's degree in industrial engineering management from North China University of Technology and an EMBA from the China Europe International Business School
- As the new executive Director, he was appointed as the chairman of the Sustainable Development Committe



**DENG Zhaonan**Vice President
(Production & Operation)

10+ years of industry experience



XU Jianhua
Vice President
(Engineering Construction,
Equipment Management)

27+ years of industry experience



SHEN Haibo Vice President (Sales & Promotion Department)

20+ years of industry experience



OUYANG Ming
Vice President
(Secretary of the Board)

15+ years of industry experience



YANG Manying Vice President (Finance)

20+ years of industry experience



Vice President (Production Safety & Research)

10+ years of industry experience

Source: Company disclosure.

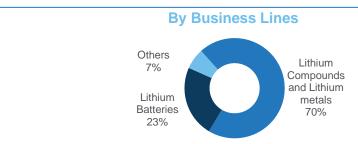


# Highly Integrated Business Model

FY2020	Revenue: RMB5,489mm (USD844mm) / Adj. EBITDA: RMB1,152mm (USD178mm)						
	Lithium Compounds and Lithium Metals	Lithium Batteries	Others				
Key Financials	Revenue: RMB3,854mm Gross Profit: RMB888mm Gross Margin: 23%	Revenue: RMB1,267mm Gross Profit: RMB206m Gross Margin: 16%	Revenue: RMB367mm Gross Profit: RMB67mm Gross Margin: 18%				
Operational Footprint	<ul> <li>Xinyu Basic Lithium Plant (Jiangxi)</li> <li>Specialty Lithium Plant (Jiangxi)</li> <li>Ningdu Ganfeng (Jiangxi)</li> <li>Fengxin Ganfeng Lithium Plant (Jiangxi)</li> <li>Yichun Ganfeng Lithium Plant (Jiangxi)</li> </ul>	<ul> <li>Dongguan Ganfeng Battery Plant (Guangdong)</li> <li>Ganfeng Lithium Power Battery Plant (Jiangxi)</li> <li>Ganfeng Electronics (Jiangxi)</li> <li>Zhejiang Fengli (Jiangxi)</li> <li>Jiangsu Ganfeng (Jiangsu)</li> </ul>	Ganfeng Recycling     Technology (Jiangxi)				
Segment Overview	<ul> <li>Manufacture and sale of lithium products, and rendering of processing services</li> <li>Lithium compounds mainly includes (1) battery-grade lithium hydroxide; (2) battery-grade lithium carbonate; (3) lithium chloride; and (4) lithium fluoride</li> <li>Lithium metals are mainly used (1) as lithium battery anode materials; (2) as pharmaceutical catalysts; and (3) in alloys and other industrial</li> </ul>	Manufacture and sale of lithium batteries     Produces lithium-ion batteries, mainly from a majority of anodes materials, cathodes materials and electrolyte solutions sourced from its customers of the lithium compounds business segment     Developing technologies for solid-state lithium	Exploration and sale of lithium ore and other lithium products     Lithium battery recycling:     Launched in 2017 to meet growing demand for retired battery management due to rising electric vehicle sales				

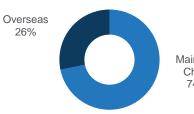
batteries

Revenue **Breakdown** 



#### By Geography

26%



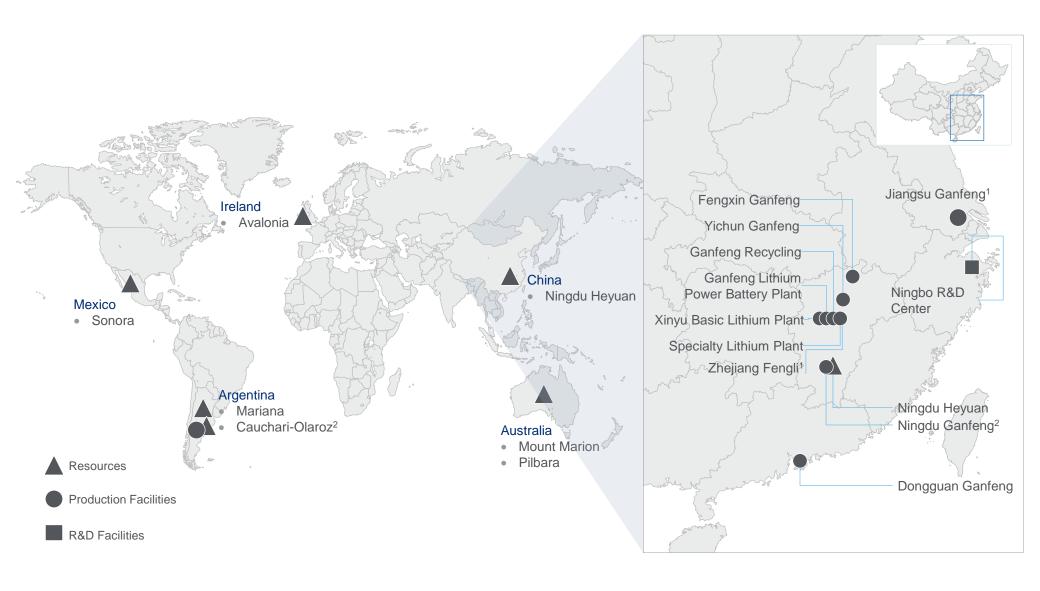
Mainland China 74%

Source: Company disclosure. RMB / USD = 6.5

product materials



# **Our Worldwide Operations**





# Spodumene-Based Nameplate Capacity By 2021

#### **Fronted Ore Processing Capacities**

#### **Backend Lithium Compounds Capacities**









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