# GanfengLithium





# Company Presentation April 2021



Strictly Private and Confidential

# **1. Recent Developments**

# 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

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### 382

Research & Development Staff



#### **RMB5.49bn (US\$844m)**<sup>1</sup> FY2020

Total Revenue



#### **RMB1.15bn (US\$178m)**<sup>1</sup> 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>

#### Note: 1.USD calculate using FX rate of 6.5. 2. As of March 29, 2021; calculation: A-share price x A-ordinary shares + H-share price x H-ordinary shares.

### **Recent Developments**

#### Lithium Resources

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



Increased shareholding in Minera Exar to 51%

#### Bacanora / Sonora (Mexico)



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.



Source: Company disclosure.

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



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



## **Business Update**



Source: Company disclosure and broker research.



## **Proven Financial Track Record**



(RMB mm, %, RMB 000/ton)



**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.

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## 4Q20 Financial Update





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Source: Company disclosure.

Note: 1. Financials are based on PRC GAAP.

# 2. Investment Highlights

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



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Source: Annual report Note: 1. We produce anode for primary battery.

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

opstream and	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

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

#### High Barriers to Entry Favoring Established Producers

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

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#### Indicative Development Timeline for Greenfield Spodumene Projects

<ul> <li>Resource Identification</li> <li>Funding for exploration</li> </ul>		<ul> <li>JORC Report on</li> <li>Funding for fease</li> </ul>		<ul> <li>Mine Construct</li> <li>Environmenta</li> <li>Permits</li> <li>Equipment provide the second second</li></ul>	al reports		• Ore Delivery
Year 0 Year 1	Year 3		Year 4	Year 5	Year 6 Ye	ear 7	Years 8 & 9
C	<ul> <li>Capital</li> <li>Managerial resou</li> <li>First Drill</li> </ul>	Feasibility Study and Design rces	<ul> <li>Funding for mine co</li> <li>JORC Report on Ore</li> </ul>		<ul> <li>Environmental reports</li> <li>Permits</li> <li>Equipment procurement</li> <li>Beneficiation Plant Construction</li> </ul>	<ul><li>Skilled labor</li><li>Equipment in</li><li>Mining</li></ul>	

Source: CRU report.

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



#### **Resource Estimates for Lithium Hardrock Deposits**<sup>4</sup> Bubble Size = Contained LCE (Mt)



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

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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.

#### 3 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



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



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Source: Canaccord Genuity. \* China based plants



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Source: Company disclosure.

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



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



382 Research and Development staff



**175** patents, **5** major categories of **40+** industry leading lithium compounds and metals<sup>1</sup>



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)

Source: Company disclosure.



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



LIU Ming 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>	<ul> <li>Ganfeng Recycling Technology (Jiangxi)</li> </ul>				
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 product materials</li> </ul>	<ul> <li>Manufacture and sale of lithium batteries</li> <li>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</li> <li>Developing technologies for solid-state lithium batteries</li> </ul>	<ul> <li>Exploration and sale of lithium ore and other lithium products</li> <li>Lithium battery recycling: Launched in 2017 to meet growing demand for retired battery management due to rising electric vehicle sales</li> </ul>				



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Source: Company disclosure. RMB / USD = 6.5

## **Our Worldwide Operations**



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Notes: 1. Under construction. 2. Includes R&D facilities.

## Spodumene-Based Nameplate Capacity By 2021



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Source: Company disclosure.

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