



## Company Presentation

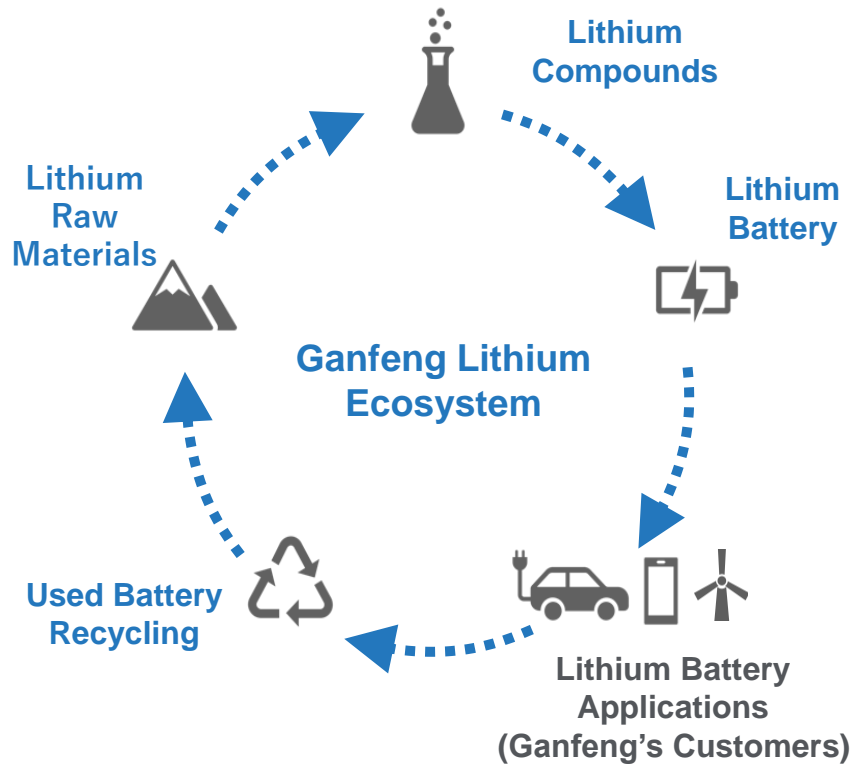
November 2022





# 1. Business Updates

# Ganfeng Lithium – China’s Largest Lithium Compounds Producer



World’s largest lithium metal producer  
China’s largest lithium compounds producer



Upstream to Downstream Lithium Ecosystem



2010  
Shenzhen Exchange  
IPO  
SZ Code: 002460

2018  
Hongkong Exchange  
IPO  
HK Code: 01772



The most comprehensive lithium-extraction technology: brine, ores, clay, and recycled battery lithium-extraction technology

Note: 1.USD calculate using FX rate of 6.37. 2. As of Mar 28, 2022; calculation: A-share price x A-ordinary shares + H-share price x H-ordinary shares.

# Lithium Resources Developments



## Mount Marion



### Spodumene

Ganfeng holds 50% equity interests at project level. Project based in Australia. The current total capacity of the project is 450kt Spodumene concentrate per year. It is also planning to increase the capacity to 900kt by end of 2022.



## Cauchari-Olaroz



### Brine

Ganfeng holds 46.67% equity interests at project level, and 12.5% at LAC level. Project based in Jujuy Argentina. Project is in construction and planned a 40kt LCE capacity for stage I, commissioning in 2022. Planned Stage II capacity no less than 20kt LCE.



## Mariana



### Brine

Ganfeng holds 100% equity interests. Project based in Salta Argentina. Project is in construction and planned a 20kt lithium chloride capacity. Solar power will be its main energy.



## Sonora



### Clay

Ganfeng holds 100% equity. Project based in Sonora Mexico, is one of the biggest lithium clay project. Initial production to be 20kt LIOH, with a potential to be expanded to 50kt LIOH annually.



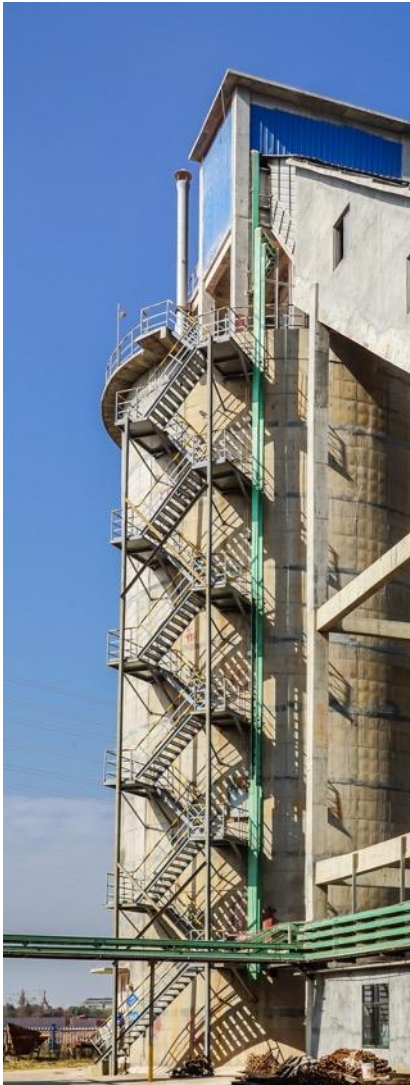
## Goulamina



### Spodumene

Ganfeng holds 50% equity interests at project level. Project based in Mali. Project in construction and planned a Stage I capacity of 506kt Spodumene concentrate, capacity will get to 831kt for Stage II.

# Lithium chemical capacity by now



## Lithium Chemical Capacity

Over **100,000 tons LCE** supply capacity has been completed in 2022; Ganfeng capacity target of **600,000 tons LCE** before 2030.



## Battery Recycling Capacity

A comprehensive recycling and processing capacity of **70,000 tons** of retired lithium-ion batteries and metal waste has been formed. Comprehensive **recovery rate of lithium >90%**, and the **recovery rate of nickel and cobalt metal >95%**.

Production bases	Location	Primary Products	Designed production capacity
Basic Lithium Plant	Xinyu, Jiangxi	Lithium hydroxide	81,000 tons/year
		Lithium chloride	12,000 tons/year
		Butyl lithium	1,000 tons/year
Xinyu Ganfeng	Xinyu, Jiangxi	High-purity lithium carbonate	5,000 tons/year
		Lithium fluoride	1,500 tons/year
Ningdu Ganfeng	Ningdu, Jiangxi	Lithium carbonate	20,000 tons/year
Hebei Ganfeng	Hebei	Lithium carbonate	6,000 tons/year
Yichun Ganfeng	Yichun, Jiangxi	Lithium metal	1,500 tons/year
Fengxin Ganfeng	Fengxin, Jiangxi	Lithium metal	650 tons /year

Note: the above production capacity planning includes the Company's existing sole proprietorship and joint venture projects

# Lithium capacity in expansion

## Integrated Projects

- ❑ Phase I 40,000 tons/year LCE Cauchari-Olaroz Brine (Argentina)
- ❑ Phase I 20,000 tons/year LiCl Mariana Brine (Argentina)
- ❑ Phase I 20,000 tons/year LIOH Sonora Clay (Mexico)

## Conversion Capacity

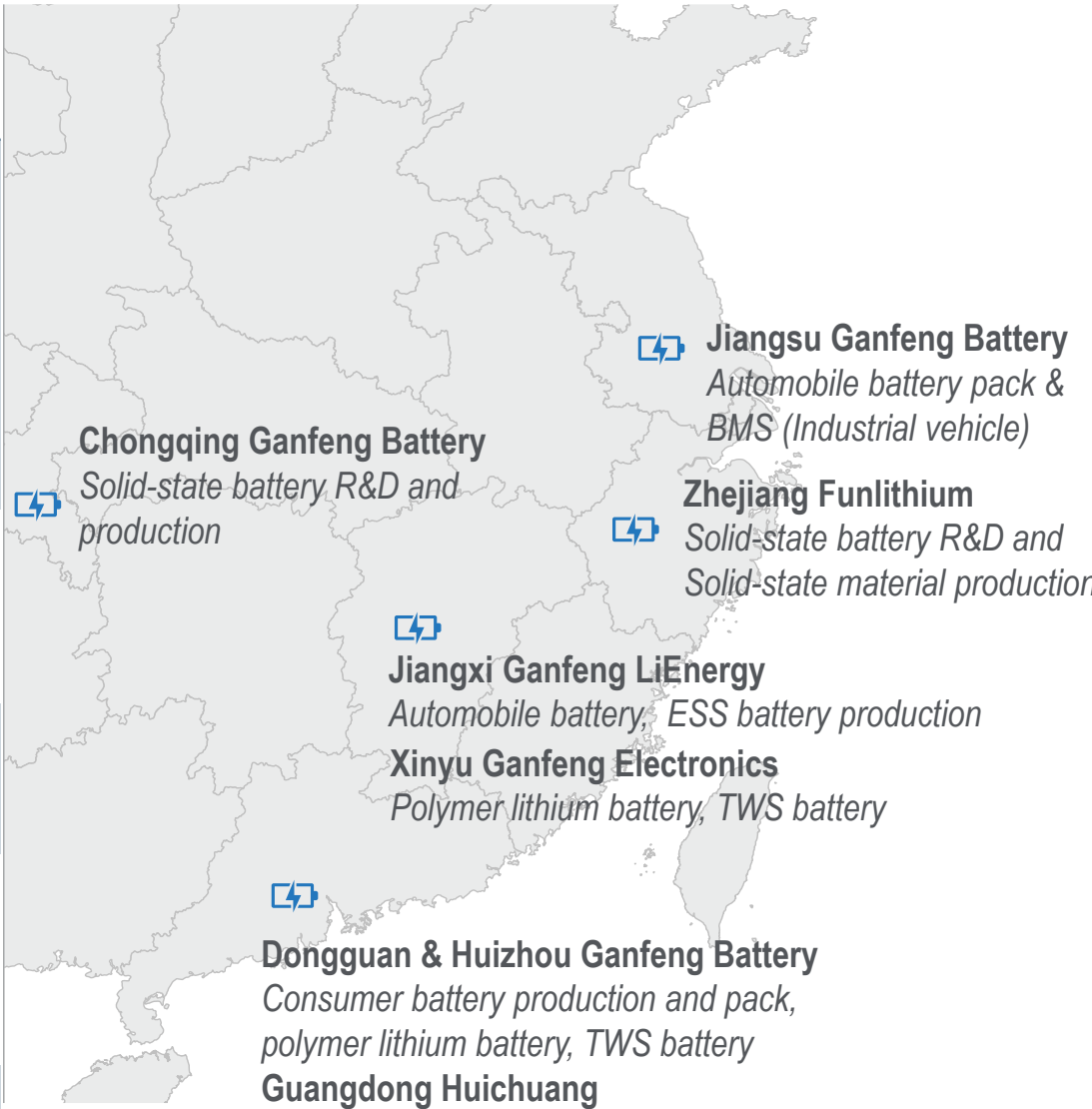
- ❑ 50,000 LCE/year Battery Grade Lithium (Fengcheng, Jiangxi, China)
- ❑ 50,000 LCE/year Battery Grade Lithium (Dazhou, Sichuan, China)
- ❑ 7,000 tons/year Li metal (Jiangxi & Qinghai)

## Upstream Resource

- ❑ 900,000 tons/year spodumene concentrate Mt Marion capacity upgrading (Australia)
- ❑ Stage I 506,000 tons/year Spodumene concentrate Goulamina project (Mali)

# Ganfeng Lithium Battery

	Effective capacity by now	Future Capacity
Jiangxi Ganfeng LiEnergy	3 GWh/year power battery stage I ; 4 GWh/year power battery stage II (stage II still in expansion)	3 GWh/year power battery stage I ; 10 GWh/year Power battery stage II ; 6 GWh/year new-type lithium power battery
Xinyu Ganfeng Electronics	400,000 units/day TWS battery	400,000 units/day TWS battery; 2 billion units/year small polymer lithium battery
Chongqing Ganfeng Battery	Under construction	20 GWh/year new-type lithium battery
Dongguan & Huizhou Ganfeng	30 million units/year polymer battery	30 million units/year polymer battery; 180 million units/ year high performance polymer battery
Jiangsu Ganfeng Battery	0.3 GWh/year	0.3 GWh/year



# Solid-State Battery



## Safety performance

Passed 3<sup>rd</sup> party safety tests, including nail penetration test



## Energy density

Gen1 >260wh/kg,  
Gen2 >360wh/kg with  
Li-metal anode



## Battery lifetime

EV standard life long cycle



## Temperature performance

Good performance in low temperature environment



锋锂  
FengLi Lithium

赣锋锂电  
GanfengLiEnergy

锂金属负极固态电池  
Solid-state Lithium Metal Battery

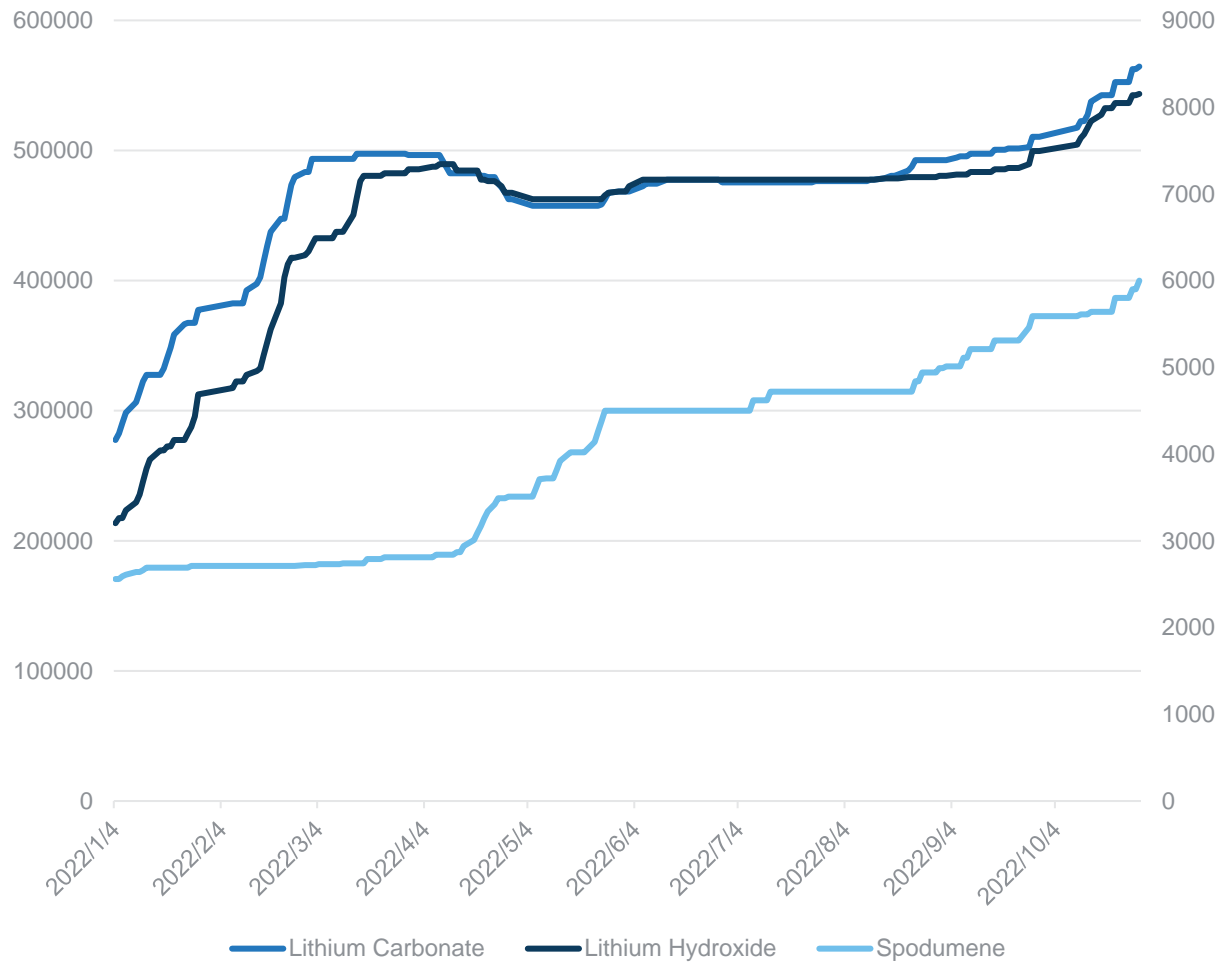
电池型号: 117100319

电池容量: 70Ah

浙江锋锂新能源科技有限公司  
Zhejiang Ganfeng Li Energy Technology Co., Ltd.



# Lithium price review



## Pricing Outlook

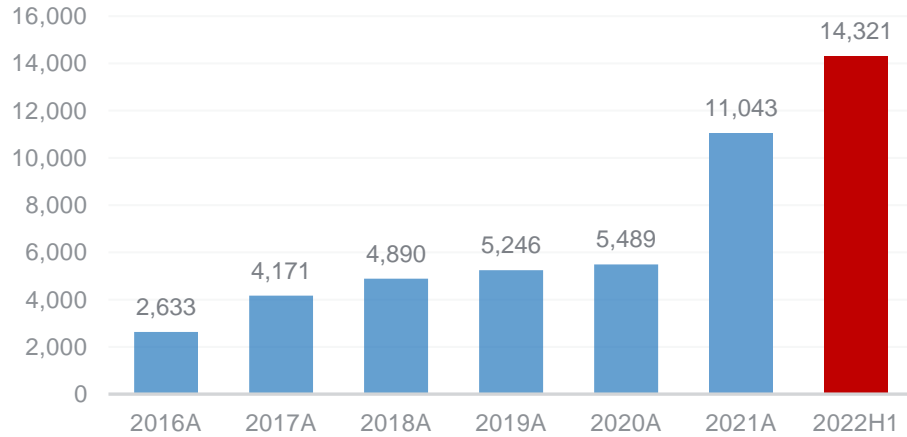
- ✓ Lithium Carbonate/Hydroxide price will be affected by market demand and supply;
- ✓ Spodumene price influences the production cost of lithium producers;
- ✓ Lithium Carbonate/Hydroxide price will be supported by the climbing industry marginal production cost, as long as the demand continues growing.

Source: Asia metal, China spot price, Lithium Carbonate & Hydroxide price in RMB, Spodumene price in USD

# Proven Financial Track Record

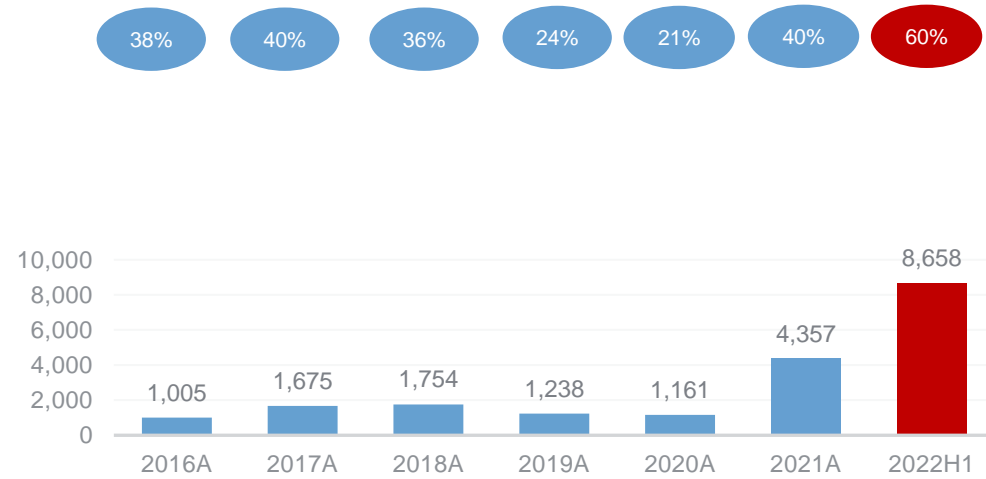
## Revenue

(RMB mm, %, RMB 000/ton)



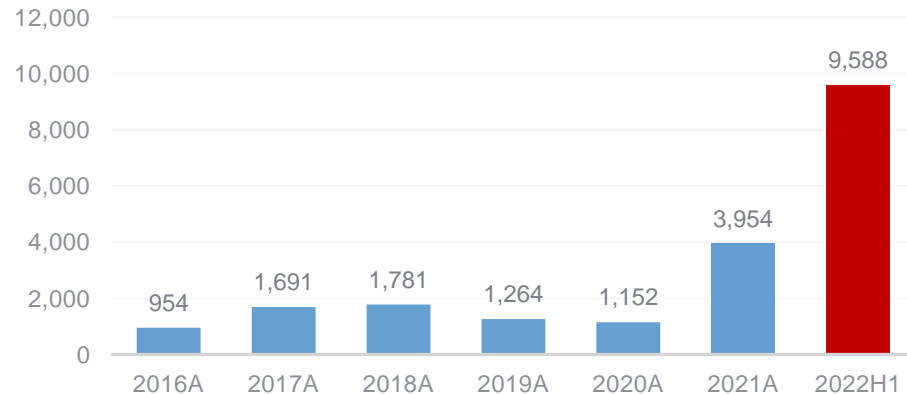
## Gross Profit | Gross Profit Margin

(RMB mm, %)



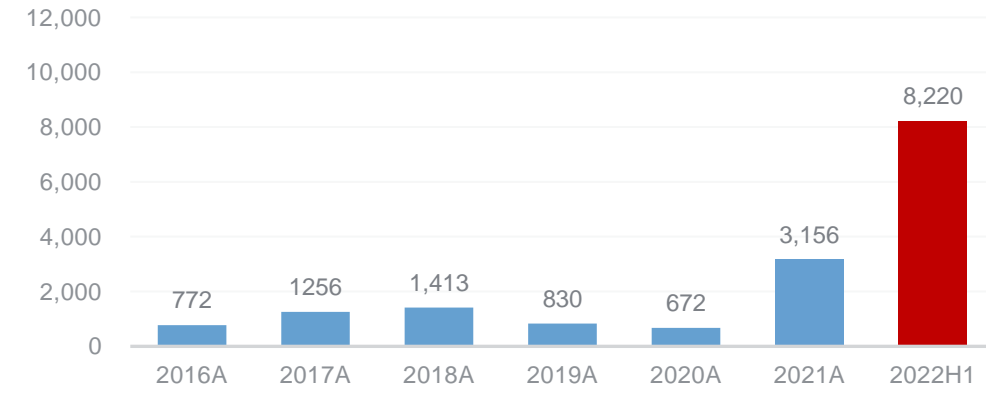
## Adjusted EBITDA<sup>2</sup>

(RMB mm, %)



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

(RMB mm, %)



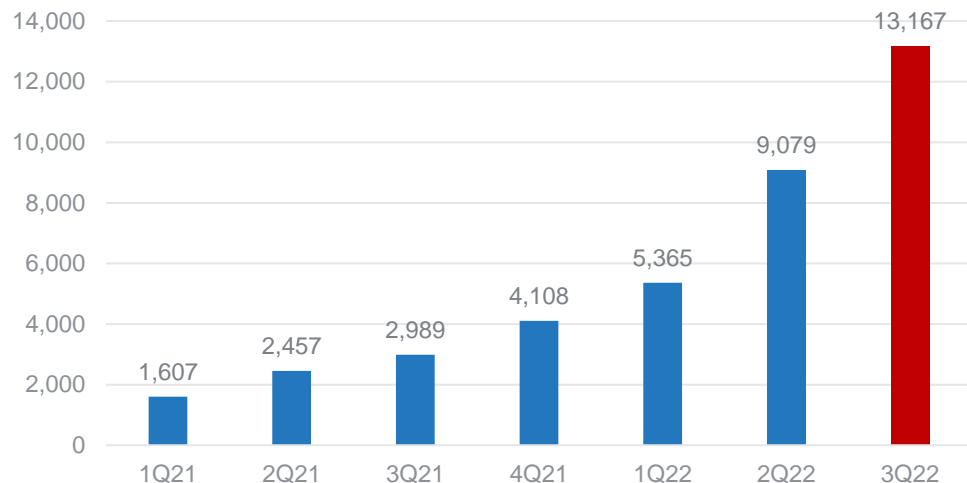
Source: Company disclosure.

Note: 1. 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.

# 2022 3Q Financial Update (PRC GAAP)

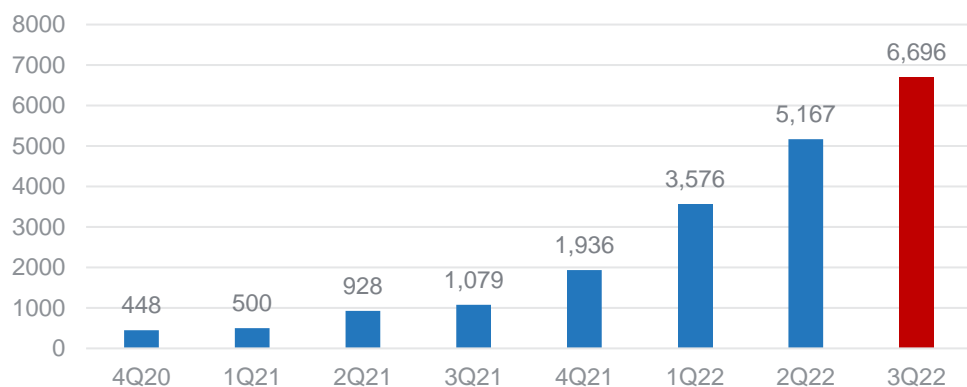
## Revenue<sup>1</sup>

(RMB mm)



## Gross Profit<sup>1</sup>

(RMB mm, %)



### 2022 3Q Highlight

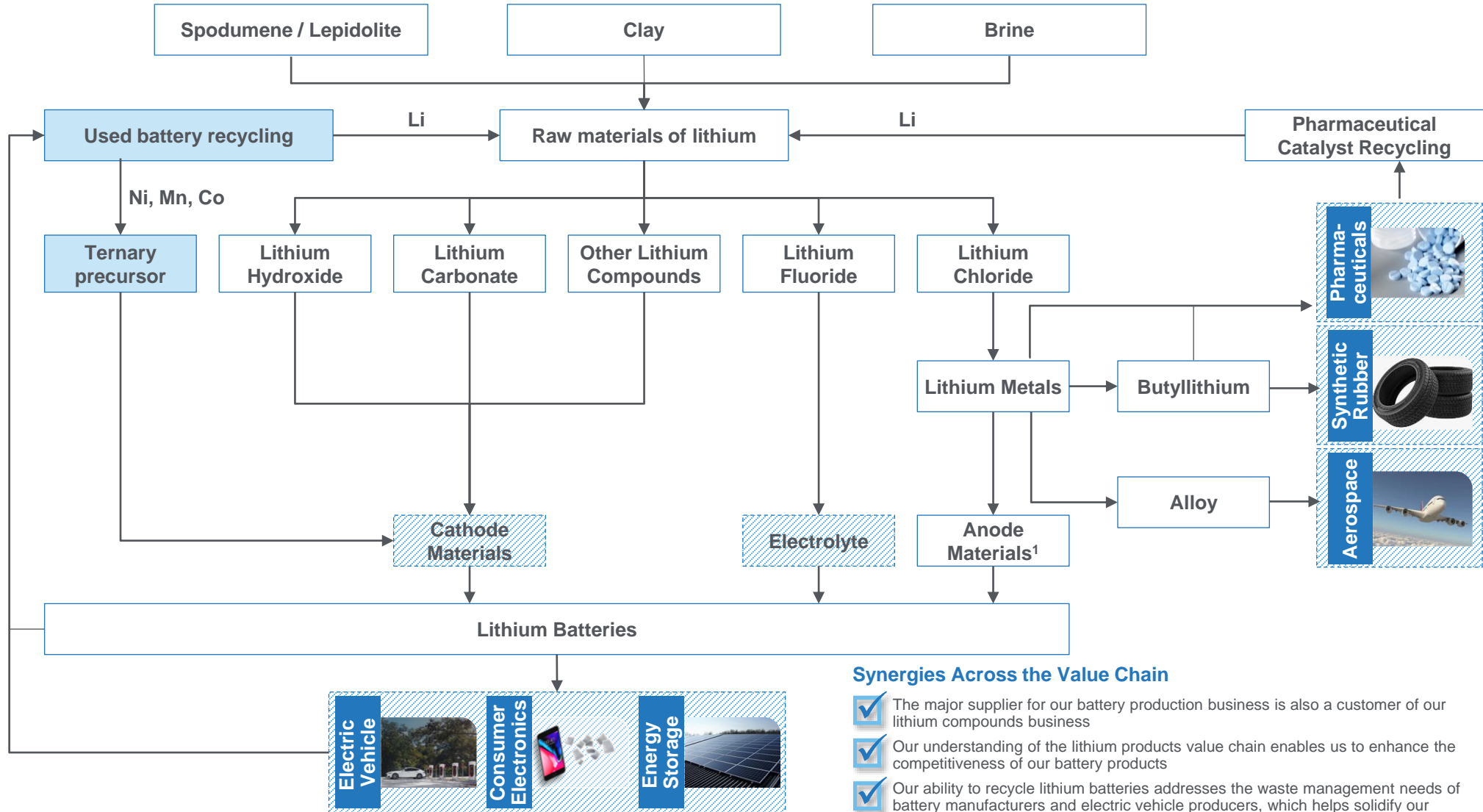
- 2022 Jul-Sep net profit attributable to shareholders **RMB 7,541 mm**, with recurring net profit of **RMB 5,849 mm** ;
- 2022 Jul-Sep financial assets fair value gain is **RMB 1,683 mm** due to the price change of financial assets held by the Company;
- 2022 Jul-Sep profit of Associates & JV increased significantly;
- Administrative expenses increased YoY due to employee share option compensation scheme;
- R&D expenses increased YoY due to increased expenditures in solid-state battery and recycling business.

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



## Synergies Across the Value Chain

- ✓ The major supplier for our battery production business is also a customer of our lithium compounds business
- ✓ Our understanding of the lithium products value chain enables us to enhance the competitiveness of our battery products
- ✓ Our ability to recycle lithium batteries addresses the waste management needs of battery manufacturers and electric vehicle producers, which helps solidify our relationships with such customers
- ✓ Expansion of downstream business is conducive to our adaptation of new market trends

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

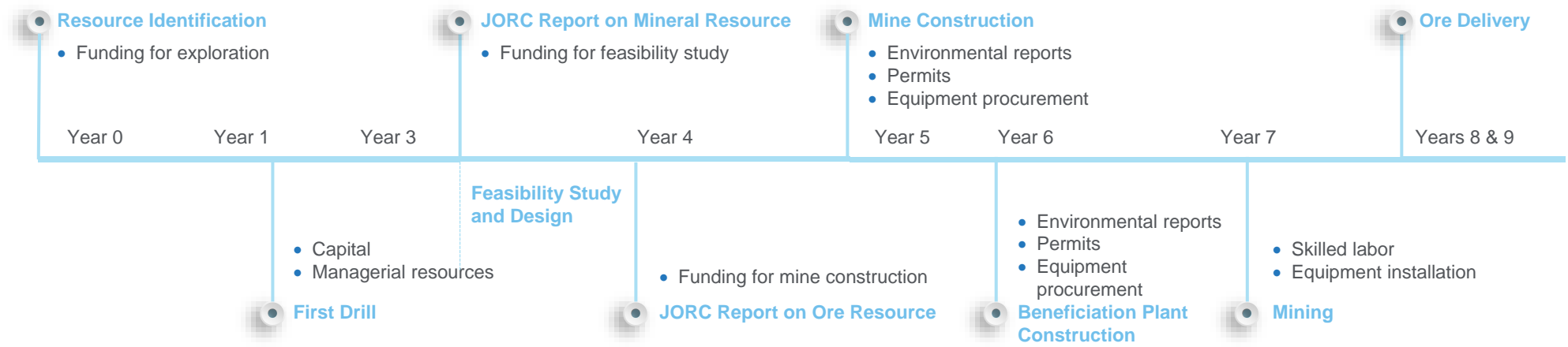
### Upstream and Midstream Segments Offer the Highest Margin

	Upstream Resources	Lithium Compounds	Cathode Materials	Lithium Hexafluorophosphate	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

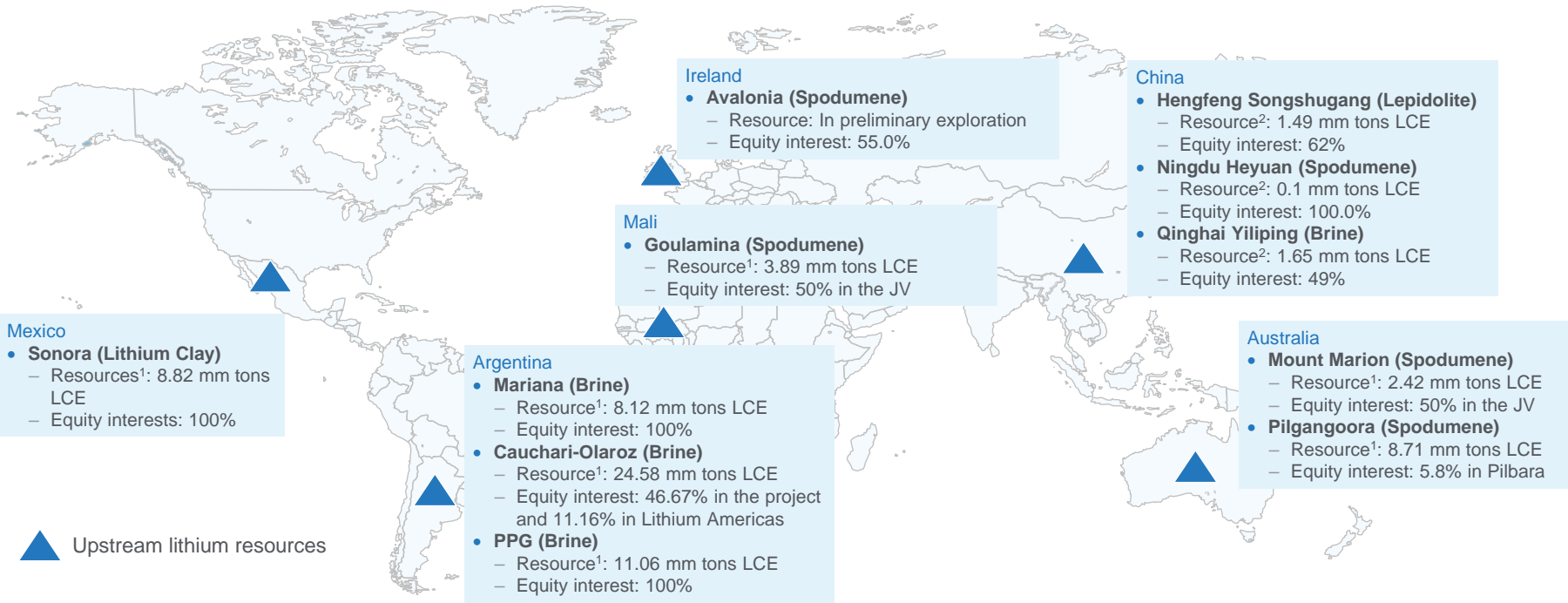
- 1 Production Technologies and Know-how
- 2 Product Development and Application Expertise
- 3 Customer Relationships and Product Accreditation Process
- 4 Secure Supply of Lithium Raw Materials at Competitive Cost
- 5 Operational Integration between Resource Extraction and Compound Production
- 6 Access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

### Indicative Development Timeline for Greenfield Spodumene Projects



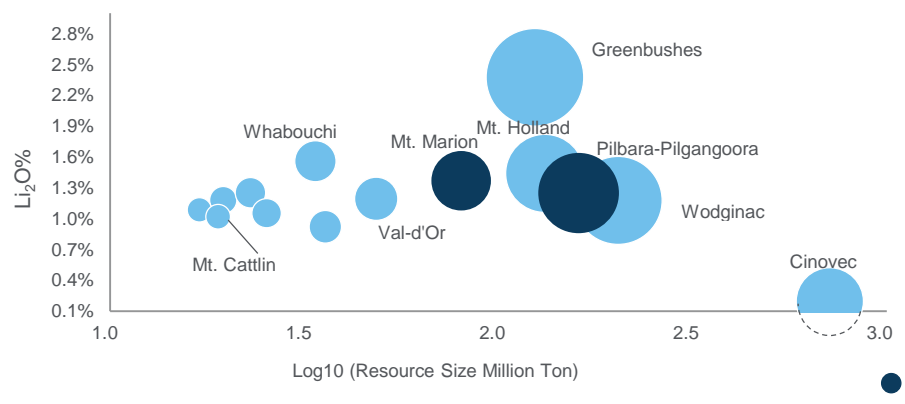
Source: CRU report.

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

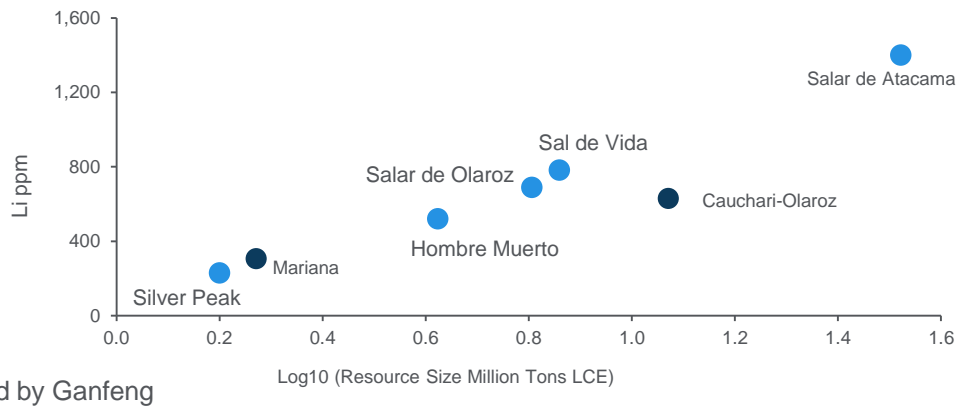


## Resource Estimates for Lithium Hardrock Deposits<sup>4</sup>

Bubble Size = Contained LCE (Mt)



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



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; mm tons LCE stands for million tons LCE; 2. Measured pursuant to China national standards; 3. Shareholding as at 2022/8/30



### 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.

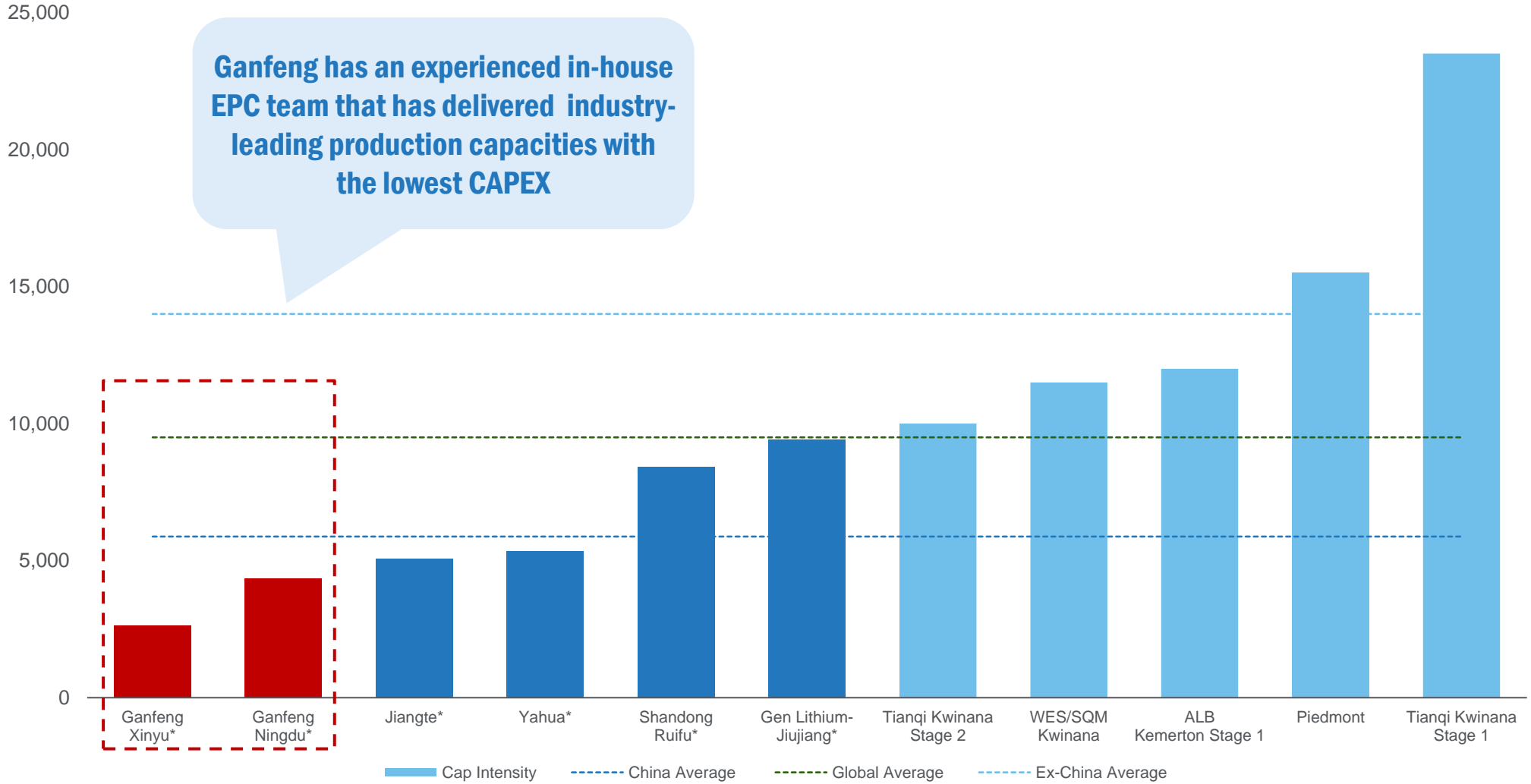
Type of resources	Project name	Current offtaking situation	Project progress
Spodumene	Mount Marion	The Company offtakes 49% of the output of the project, PMI offtakes 51%, and both parties mutually agreed Ganfeng will process PMI's part of spodumene into lithium products and responsible for sales.	Under operation
	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.	Project phase I is operating, phase II is under construction
	Finniss	The Company offtakes at least 75,000 tons of spodumene per year	Under construction
	Goulamina	The Company offtakes 50% of the output of the project, and can offtake 100% of the output under certain conditions.	Under construction
	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.	Under construction
Brine	Cauchari-Olaroz	The Company has secured the offtaking rights to 76% of the phase I products from the project, which has a planned annual battery-grade lithium carbonate production capacity of 40,000 tons.	Under construction
	Mariana	Offtake products based on proportion of equity interests in the project	Under construction
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 construction

Source: Company disclosure



# 4 Lowest-CAPEX Intensity for New-Build Capacity

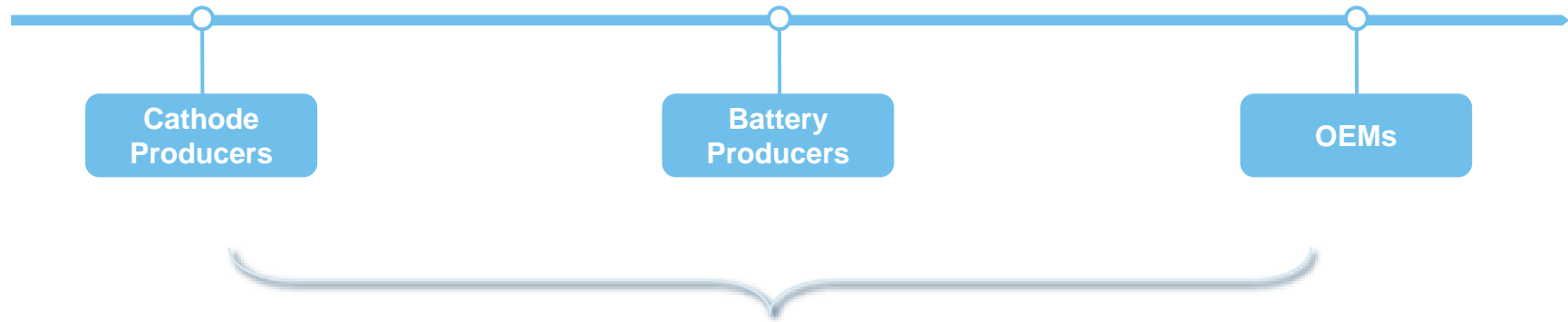
## Chemical Plant Capital Intensity (US\$/ton LCE)



Source: Canaccord Genuity.  
\* China based plants

## 5 Blue-chip Customer Base with High Visibility for Growing Demand

**GanfengLithium**



### 1 Fixed Volume Long-term Contracts

- ✓ **Most** of contracts lock down purchasing volumes from clients, providing visibility on future revenue

Supply Contracts & Selected Collaboration Agreements



### 2 Market-based Adjustable Contract Pricings

- ✓ Help establish **long-term relationships** with blue-chip customers
- ✓ Effectively track chemical pricings and **stabilize margins**