

June 2023

# Entering Critical Minerals Production - An Australian Perspective

ASX: COB



# Challenge One – Commodity Markets

## Volatile markets

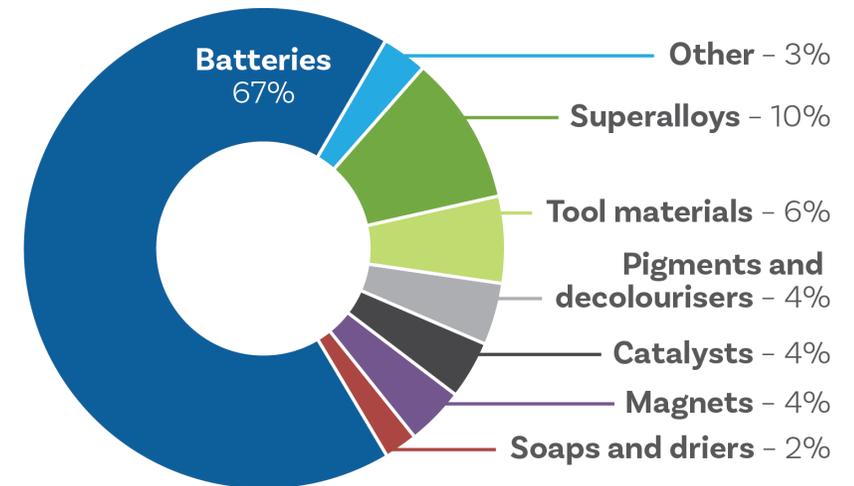
- Critical minerals represent small markets – cobalt 180,000tpa or one capsized bulk carrier
- Leads to distorted pricing response to supply/demand changes

## Cobalt reflects the DRC – PRC relationship

- Bears no relationship to Western markets or suppliers (Australia)

## Critical minerals not terminally traded

- Company to company transactions = opaque
- Spot represents small volume
- Futures markets growing but lack liquidity (<10% front 12 months)

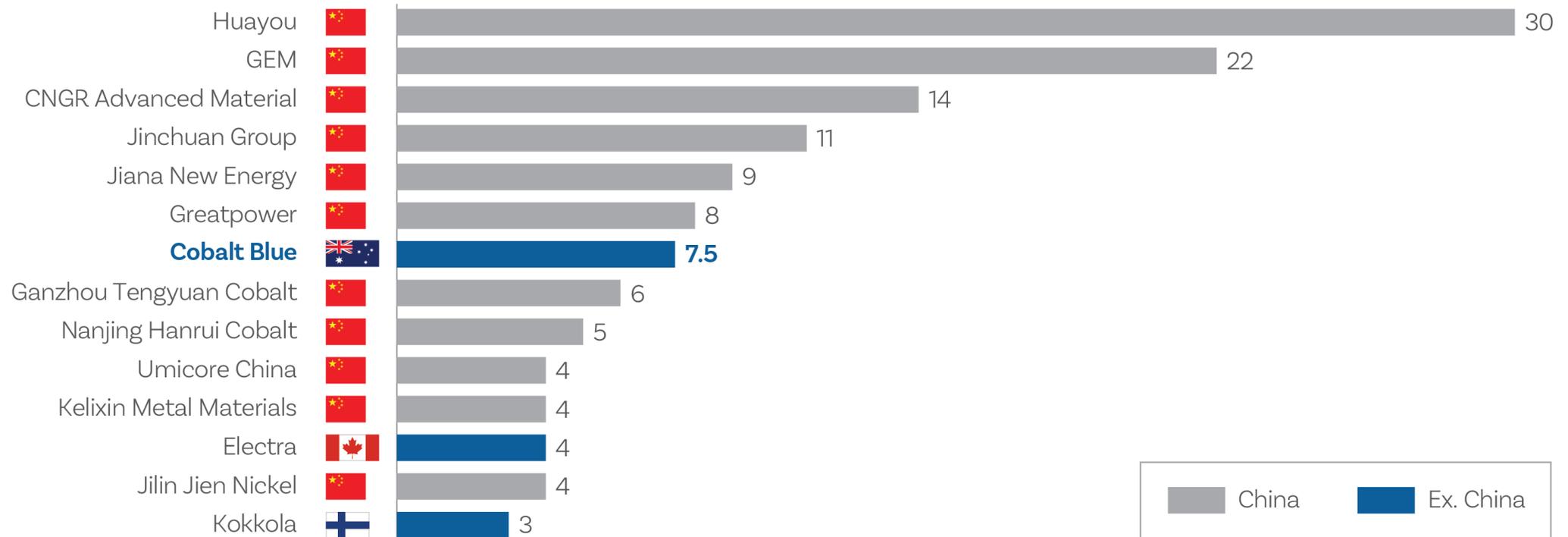


Cobalt's current end-use



# Cobalt Sulphate Refining Capacity

## Global battery-grade cobalt sulphate capacity, 2026 (Kt Co)



# Challenge Two – Government

## Governments (slowly) responding

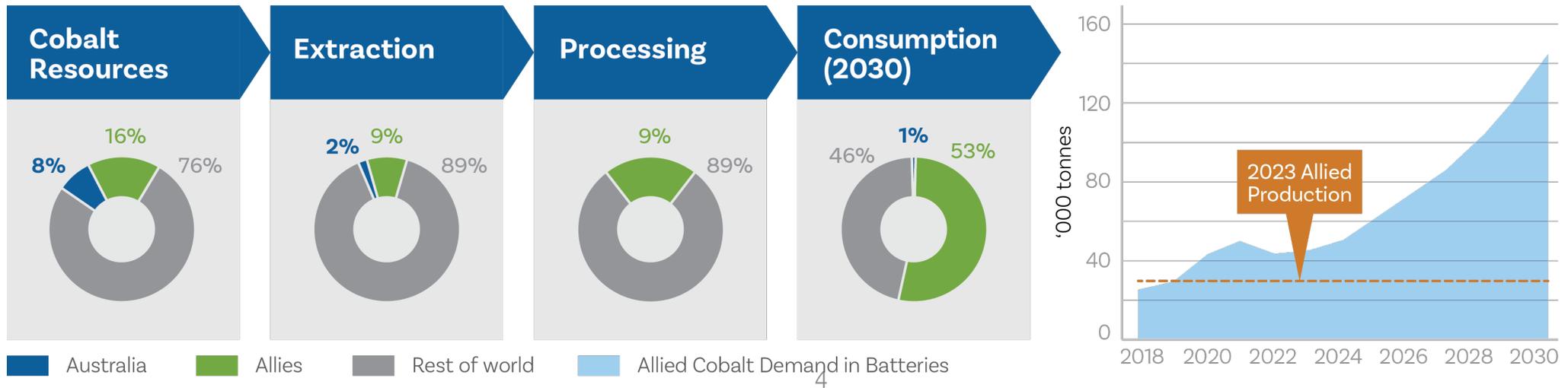
- US Government now in the game but needs further clarity, EU responding
- Australian Government sending strong policy signals

## Large policy changes take time to digest

- Pivoting towards Allied Nations friendly supply chains is difficult when they don't yet exist in size

## Australia not (yet) included in manufacturing definitions of IRA Act

- Hiroshima compact may be a game changer for Australia



# Challenge Three – Funding

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## Innovative Processing Technology

- Export Credit Agencies (ECAs) risk adverse concerning new technologies
- But ECAs under pressure to be involved
- Commercial banks largely on the sidelines or hiding under ECA cover



# Challenge Four – Production Chain

## OEMs do not understand critical minerals

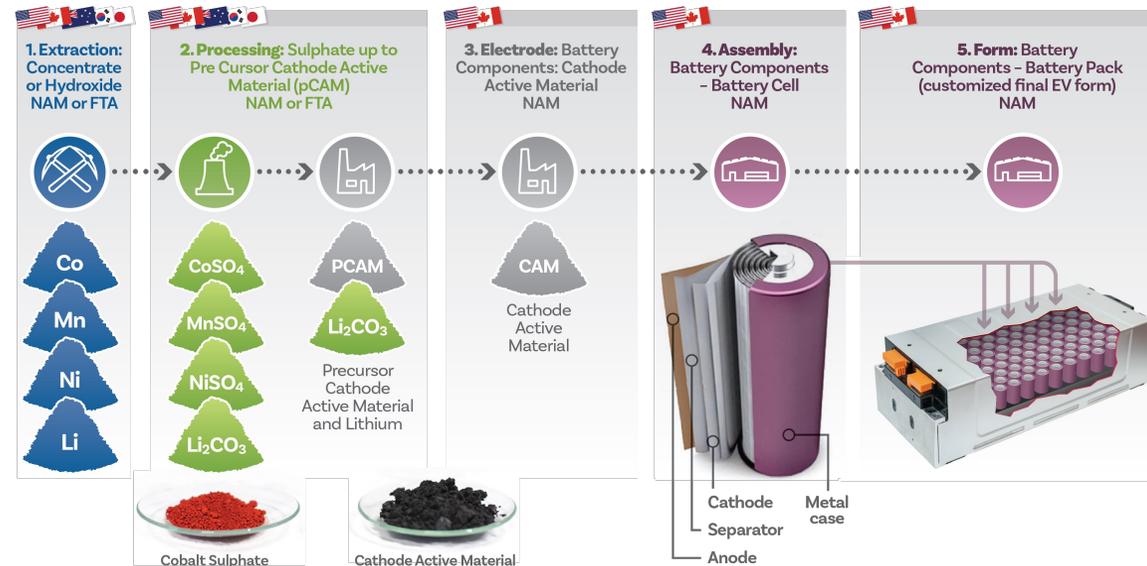
- Project lead times, scalability, economics are different to purchasing *seat belts*

## Battery Industry too fragmented

- Korea is the exception, but battery makers remain reliant on OEM balance sheets

## OEMs driving sustainability performance

- Multiple standards create delay and confusion – a “Australian Sourced Critical Mineral” certification is needed.



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