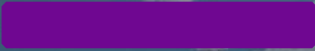


# Strategic consulting for lithium markets: Case study – Contract & Risk Management Support



**Fastmarkets consulting**  
Independent market intelligence and advisory

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# About Fastmarkets consulting

**Fastmarkets consulting drives successful commodities ventures by empowering you to make quicker and better-informed investment and commercial decisions.**

Combining tailored, independent advice with unrivaled market intelligence, our consulting builds upon Fastmarkets' trusted price benchmarks and research analytics to help you better facilitate trade, capture true market value and improve stakeholder expectations.





# The client challenges

**Developing a proper price indexation system for a lithium producer's contracts to ensure stability and stronger commercial outcomes.**

Fastmarkets consultants were approached by a global lithium producer to provide contract advisory and market analysis for the lithium market that would inform and strengthen their commercial strategy.

When undertaking this project, our consultants had to consider a variety of factors, including:

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## Contract optimization

Too many of the organization's contracts were sub-optimal and **inaccurately valued the market**, leading to misallocated resources during periods of volatility.

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## Market intelligence

**Lack of awareness** from department heads around rapid market changes with regards to pricing structures meant they were missing out on beneficial options.

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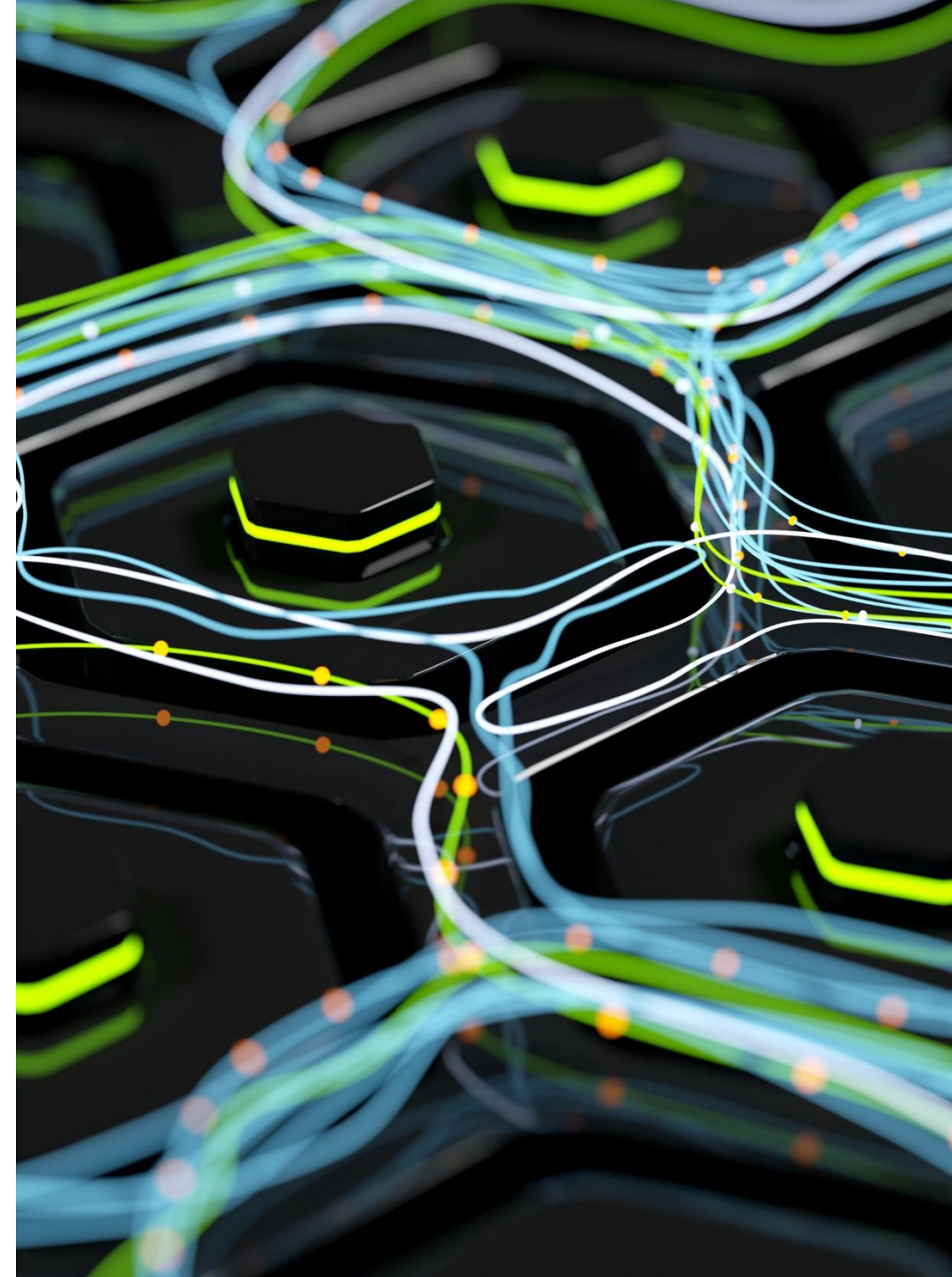
## Pricing transparency

**Dissatisfied investors** increasingly demanded transparent pricing practices, meaning the client required consistent pricing structures and market forecasts to influence their internal strategy planning, financial planning, and reporting.

# Fastmarkets consulting solutions

Within a challenging and ever-evolving lithium market, Fastmarkets consultants were able to advise the client on how best to operate and anticipate rapidly changing pricing developments.

- We compared lithium product pricing methodologies between various Price Reporting Agencies (PRAs) and other data sources.
- We made **in-depth and valuable recommendations on lithium hydroxide and spodumene contracts** based on the most transparent pricing mechanisms to accurately reflect the market and minimize trading risk.
- We **provided the client with our price fundamentals analysis** and comprehensive coverage of the current and historical lithium hydroxide market, examining recent pricing trends and detailed price forecast data out to 2035.
- Fastmarkets **educated the client as to various risk-management options** that could be open to them to better manage market volatility and uncertainty.



# Client outcomes

Within 12 months of actioning recommendations made by Fastmarkets consultants, the client generated additional revenues of ~US\$2m.



## Optimized contracts

Our consultants **exposed the client to the pitfalls of sub-optimal contract pricing structures** and provided clear benefits of linking their contracts to a daily price index.



## Stronger relationships

The client's **investor relationships improved following our consultation**, facilitating strong communication and sharing of market knowledge between both parties.



## Improved stability

We highlighted **how price indexation and futures hedging instruments could be deployed** by the client to better manage risk, facilitate more trade, and improve their commercial stability.



# Client testimonials



Fastmarkets provides the latest market updates when it comes to Nth Cycle's recycling technology and modernizing the supply chain. **We recommend anyone looking for deeper intelligence and insights into battery materials to approach Fastmarkets**"

**VP, Head of Business Development (Nth Cycle)**



**Fastmarkets is fantastic and has helped my understanding of this industry massively.**"

**Global Project Finance (Burnvoir Finance)**



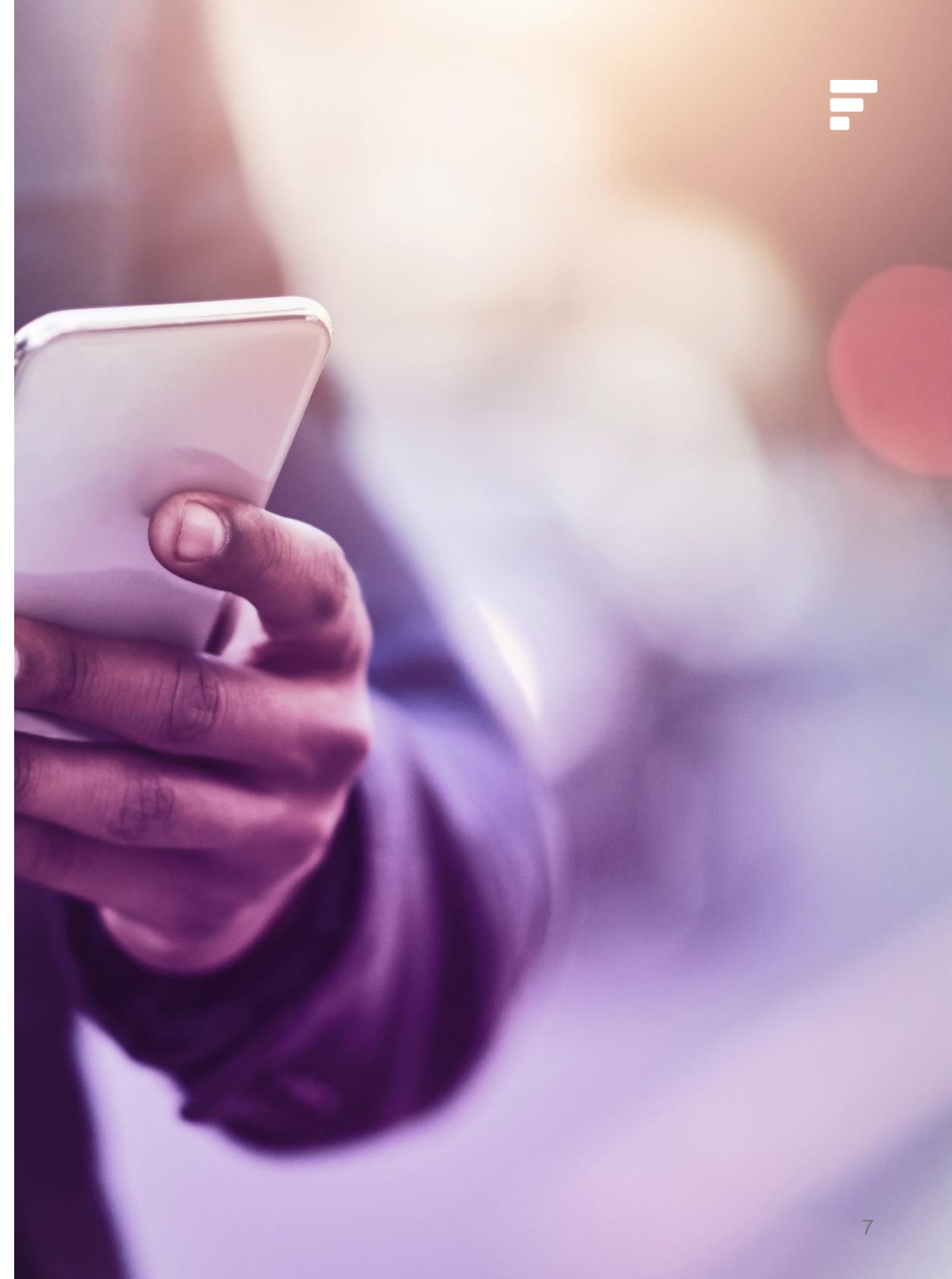
Despite our objective being a little leftfield, **Fastmarkets did a great job in sourcing evidence and data not available in the mainstream.** The result was a succinct report enabling us to continue the development of our project and progress towards our final investment decision."

**Commercial Marketing Manager (Core Lithium)**



**The work and analysis from Fastmarkets was significantly more comprehensive than other recognized market research firms we have worked with in the past.**"

**Raw Material Manager (Jaguar Land Rover)**



# Thank you

All Commodities enquiries:

**Brian Levich (UK-based)**

Consultancy and Special Projects Director

blevich@fastmarkets.com

+44 (0) 208 135 5214

Brian covers the global commodities sector in detail having written numerous reports, studies, and papers and conducted extensive consultancy and market research projects over the past 25 years at Fastmarkets.

Brian speaks English and Russian.

Battery Raw Materials enquiries:

**Josko Kandido MBA (UK-based)**

Consultancy Manager

josko.kandido@fastmarkets.com

+44 (0) 208 135 5375

Josko brings extensive cross-industry expertise in commercial and market consulting, spanning aluminum, steel, and battery raw materials. Previously, he served as a Sales Manager in hot rolling aluminum mills in Croatia and Italy. His experience extends to Russia, where he managed procurement for major Oil and Gas projects like the ESPO pipeline and Yamal LNG.

Josko holds an MBA from IE Business School, Madrid, and is fluent in English, Croatian, Russian, and Italian.