



# Strategic Positioning in the Lithium Market

Together: Win the Lithium Market

 Lithium Harvest

# Win in the Lithium Market

## Executive Summary

Partner with Lithium Harvest to build a credible lithium supply position from produced water - fast to market, infrastructure leveraged, and aligned with what buyers and policymakers now prioritize.

### The market shift: Why positioning matters now

- **The execution gap:** Lithium demand is expected to grow at a 16% CAGR through 2030. Conventional mining cannot scale fast enough, typically taking 10-17 years to move from discovery to production.
- **Qualified supply:** Buyers no longer underwrite "potential." They reward deliverable lithium - qualified product, repeatable volumes, and full traceability.
- **Regional security:** Domestic supply is now a commercial differentiator. Governments and OEMs are prioritizing localized, low-impact production to de-risk their supply chains.

### Your differentiated position - if we partner

- **Feedstock advantage:** You start with an existing industrial stream and infrastructure, not a speculative greenfield mine.
- **Speed to market:** Co-located modular builds target first production in 12-18 months, up to 17x faster than traditional projects.
- **Zero operating burden:** We deliver and run the asset under a DBOO (Design, Build, Own, Operate) model, giving you lithium upside without building a new internal mining function.

### Your lithium market position

- **Credible:** Proof-path and documentation discipline aligned with tier-one buyer requirements.
- **Faster:** Leverages your existing infrastructure to bypass a decade of exploration and permitting.
- **Contractable:** Clear structure and operating model (DBOO)
- **Differentiated:** A low-carbon supply pathway with battery-passport readiness built in.

## Why Secondary Resources Move from "Niche" to "Necessary"

Lithium demand is scaling faster than conventional supply models can reliably deliver. The shift isn't just about total volume; it's about speed, permitting friction, capital intensity, and credibility of delivery.

### Legacy supply is structurally slow

New hard-rock and evaporation projects are capital-heavy and increasingly exposed to community friction. Mismatched timelines matter because offtakers don't buy "resources" - they buy delivered supply that matches their battery plant buildouts.

### The shift to secondary resources

"Secondary resources" - industrial brines like produced water - are the strategic lever the industry needs.

- **Immediate feedstock:** The stream already exists and flows through your infrastructure.
- **Lower friction:** Significantly smaller greenfield footprints compared to new mines.
- **Speed to position:** Execution is measured in months, allowing you to capture market windows that "megaprojects" will miss.

## Market Preferences: The New Gating Criteria

Auto and battery manufacturers now use ESG screens before discussing price or multi-year offtake terms.

- **Traceability is a core feature:** Verified chain-of-custody data is now used to unlock subsidies and support differentiated pricing.
- **Policy-driven diversification:** Governments are steering supply chains away from single-country dependence. Responsible, domestic tons command a strategic premium in North America and Europe.



# Competitive Positioning Map

The winner in the lithium race isn't the company with the most complex technology; it's the supply pathway that can deliver qualified tons faster and with lower friction.

## Why this position wins (produced water + DBOO)

- **Speed to market:** Target 12-18 months to first production from go-decision - up to ~10-17x faster than greenfield mining timelines.
- **Cost advantage drivers:** Up to 73% lower CapEx and up to 48% lower OpEx versus current global averages for conventional lithium production routes (hard rock/brine/traditional DLE).
- **Sustainability built in:** Designed for net-zero/carbon-neutral process design with up to 99% smaller land footprint and ~81% lower freshwater use.

	 <b>Lithium Harvest Solution</b>	 <b>Traditional DLE</b>	 <b>Solar Evaporation Brine</b>	 <b>Hard Rock Mining</b>
Lithium feedstock	Produced water	Continental brine	Continental brine	Rock / spodumene
Project implementation time	12-18 months Up to 94% shorter	5-7 years	13-15 years	10-17 years
Lithium carbonate production time	2 hours Up to 99% shorter	2 hours	13-24 months	3-6 months
Lithium yield	>95% Up to 375% higher	80-95%	20-50%	40-70%
Average footprint per mt of LCE	61 ft <sup>2</sup> Up to 99% smaller	172 ft <sup>2</sup>	39,352 ft <sup>2</sup>	3,605 ft <sup>2</sup>
Environmental impact	Minimal	Minimal	Soil and water contamination	Soil and water contamination
Freshwater consumption per mt of LCE	22,729 gallons Up to 81% lower	26,417 gallons	118,877 gallons	20,341 gallons
CO <sub>2</sub> footprint per ton of LCE	Neutral Up to 100% lower (net-zero vs 20.4)	2.5 tonne	3.1 tonne	20.4 tonne
Average invested capital per mt of LCE	\$17,100 Up to 73% lower	\$62,500	\$34,000	\$60,000
Average cost per mt of LCE	\$3,647 Up to 48% lower	\$6,000	\$6,400	\$7,000

## How We Win This Position - Together

The partnership logic is simple: You bring the asset; we bring the execution.

### Path A: Feasibility first (fast screen)

Best when you have water chemistry and flow history ready for review.

- We review lithium concentration, impurities, and flow continuity.
- Output: A clear view of site fit, integration complexity, and the commercial structures that make sense.

### Path B: Validate to decision-grade

Best when the project scale requires stronger evidence or the data is limited.

- **SVU:** Our Mobile Site-Validation Unit runs produced water on-site under real-world conditions.
- **Digital Twin:** We translate results into a site-specific operating envelope and a bankable project basis.
- **Output:** A decision package that supports internal approvals and offtake-facing credibility.

## Let's Build Your Lithium Supply Position

Use existing produced-water infrastructure to create a credible, contractable lithium supply pathway - without building a new operating function.



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