



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.

	 Lithium Harvest Solution	 Traditional DLE	 Solar Evaporation Brine	 Hard Rock Mining
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 ² Up to 99% smaller	172 ft ²	39,352 ft ²	3,605 ft ²
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 ₂ 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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