



**Pilbara  
Minerals**

...Powering a sustainable energy future

ASX / MEDIA ANNOUNCEMENT

18 MARCH 2021

## **PILBARA MINERALS LAUNCHES DIGITAL SALES PLATFORM**

AGREEMENT WITH GLX DIGITAL CREATES A NEW TRADING PLATFORM FOR BATTERY MATERIALS, SUPPORTING ANOTHER SALES CHANNEL FOR PILGANGOORA PROJECT PRODUCTS AS PRODUCTION GROWS

### **KEY POINTS**

- Pilbara Minerals executes an agreement with GLX Digital Limited (**GLX Digital**) for the launch of a new sales and trading software platform for the Pilgangoora Project, providing flexibility to transact by auction, tender process or bilateral sale.
- Platform will initially be trialled utilising unallocated or available spodumene concentrate product, including envisaged unallocated future production capacity from the recent Altura project acquisition.
- Pilbara Minerals' standard terms and conditions will apply to each sale, inclusive of letter of credit arrangements.
- First sale(s) expected to be conducted over the coming months, following formal establishment of the platform and engagement with industry buyers.
- Represents a key development in the battery materials market, providing a more efficient and sophisticated sales channel to support increasing demand for spodumene concentrate and the expected growth in Pilgangoora production over time.
- Customers and other interested parties may register their interest in Pilbara Minerals' Battery Material Exchange at [sales@pilbaraminerals.com.au](mailto:sales@pilbaraminerals.com.au)

Pilbara Minerals Limited (**Pilbara Minerals** or the **Company**) (ASX: PLS) is pleased to announce the execution of an agreement with GLX Digital Limited (**GLX Digital**) which introduces a new digital trading and sales platform for Pilgangoora Project spodumene concentrate production.

The platform is intended to provide Pilbara Minerals with a further avenue for sales growth, offering interested parties the ability to access current and future unallocated spodumene concentrate product from the Company's operations.

GLX Digital already provides a digital trade platform to the natural gas industry which has been successfully deployed over the past five years, with multiple buyers and sellers over multiple jurisdictions. The digital trading platform to be operated by Pilbara Minerals will be known as the "Battery Material Exchange" and is intended to facilitate discreet sales of its spodumene concentrate product by either auction (screen trading), tender process or bilateral sales agreement. The platform provides anonymity to all users ensuring secure customer relationships, with the information security management



system being certified to ISO 27001, which is widely regarded as best practice in relation to information security.

The selling platform will define a timeframe for sale of each cargo and will utilise the Company's existing sales terms and conditions, inclusive of a letter of credit. In the case of a sale by auction, the platform will provide a channel for multiple potential buyers to anonymously bid on that cargo. The successful bidder (who will continue to remain anonymous) will then have the cargo loaded on a vessel in accordance with the defined terms and conditions for that sale, including the final auction price.

Notwithstanding the emergence of new buyers in the market, Pilbara Minerals acknowledges the importance of its offtake customers and their significance as key supporters of the Pilgangoora Project. As such the new trading platform will operate in conjunction with the Company's existing and new or future offtake agreements and will initially be used to sell unallocated or available spodumene concentrate that sits outside existing offtake terms.

The lithium raw materials market (among the broader battery materials segment) is set for another expected phase of rapid growth. Pilbara Minerals has recently witnessed a material increase in new potential credible buyers of its spodumene concentrates (existing and emerging), with several chemical producers either entering the market for the first time or existing producers having already expanded (or planning to expand production capacity in the near term). Pilbara Minerals' Battery Material Exchange is therefore expected to provide a new and important channel for customers with these new facilities to be able to access lithium raw materials.

The Company welcomes new customers as well as its existing customers (beyond their committed offtake tonnes) to utilise the trading platform to acquire additional product.

As the Company's business continues to grow including integration into downstream processing opportunities, it is envisaged that further products may be added to the digital trading system over time. This might include spodumene concentrate with differing product grades as well as other value-added lithium products for the battery materials market. In short, it is intended that the Battery Materials Exchange will grow with Pilbara Mineral's' business over time.

Pilbara Minerals' Managing Director and CEO, Ken Brinsden, said:

*"With significant growth in the battery raw materials supply chain now expected, the introduction of our Battery Material Exchange trading platform should position Pilbara Minerals well to maximise its participation. Creating a digital marketing and sales platform represents a logical evolution for the industry and we are pleased to be working with GLX Digital to lead the industry."*

Pilbara Minerals will continue to engage with existing and potential new customers over the coming months as the platform is established and goes live. Potential customers may register their interest via email at [sales@pilbaraminerals.com.au](mailto:sales@pilbaraminerals.com.au) and we will respond with further details, including the means by which the platform can be accessed.

*Release authorised by Ken Brinsden, Pilbara Minerals Limited's Managing Director.*



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## MORE INFORMATION

### ABOUT PILBARA MINERALS

Pilbara Minerals is the leading ASX-listed pure-play lithium company, owning 100% of the world's largest, independent hard-rock lithium operation. Located in Western Australia's resource-rich Pilbara region, the Pilgangoora Project and Operation produces a spodumene and tantalite concentrate. The significant scale and quality of the operation has attracted a consortium of high quality, global partners including Ganfeng Lithium, General Lithium, Great Wall Motor Company, POSCO, CATL and Yibin Tianyi.

While it continues to deliver a low-cost, quality spodumene to market, Pilbara Minerals is pursuing a growth and diversification strategy to become a sustainable, low-cost lithium producer and fully integrated lithium raw materials and chemicals supplier in the years to come.

Through execution of this strategy, Pilbara Minerals is positioned to become a major player in the rapidly growing lithium supply chain, underpinned by increasing demand for clean energy technologies such as electric vehicles and energy storage as the world pursues a sustainable energy future.

### ABOUT GLX DIGITAL

GLX Digital is an Australian Software as a Service (SaaS) company that designs and develops Commodity Lifecycle Transaction Management (CLTM) systems for global commodity markets.

GLX Digital's proprietary software solutions allow buyers and sellers of physical commodities to digitally manage their sales and procurement process from end to end in real time, in a private and secure environment.

### FORWARD LOOKING STATEMENTS AND IMPORTANT NOTICE

This announcement may contain some references to forecasts, estimates, assumptions and other forward-looking statements. Although the Company believes that its expectations, estimates and forecast outcomes are based on reasonable assumptions, it can give no assurance that they will be achieved. They may be affected by a variety of variables and changes in underlying assumptions that are subject to risk factors associated with the nature of the business, which could cause actual results to differ materially from those expressed herein. All references to dollars (\$) and cents in this announcement are to Australian currency, unless otherwise stated.

Investors should make and rely upon their own enquiries before deciding to acquire or deal in the Company's securities.