



# Market failures of the battery industry



**Isobel Sheldon OBE**  
Chief Strategy Officer

**“Our addiction to fossil fuels is pushing humanity to the brink. We face a stark choice: either we stop it, or it stops us. It’s time to say: enough.”**

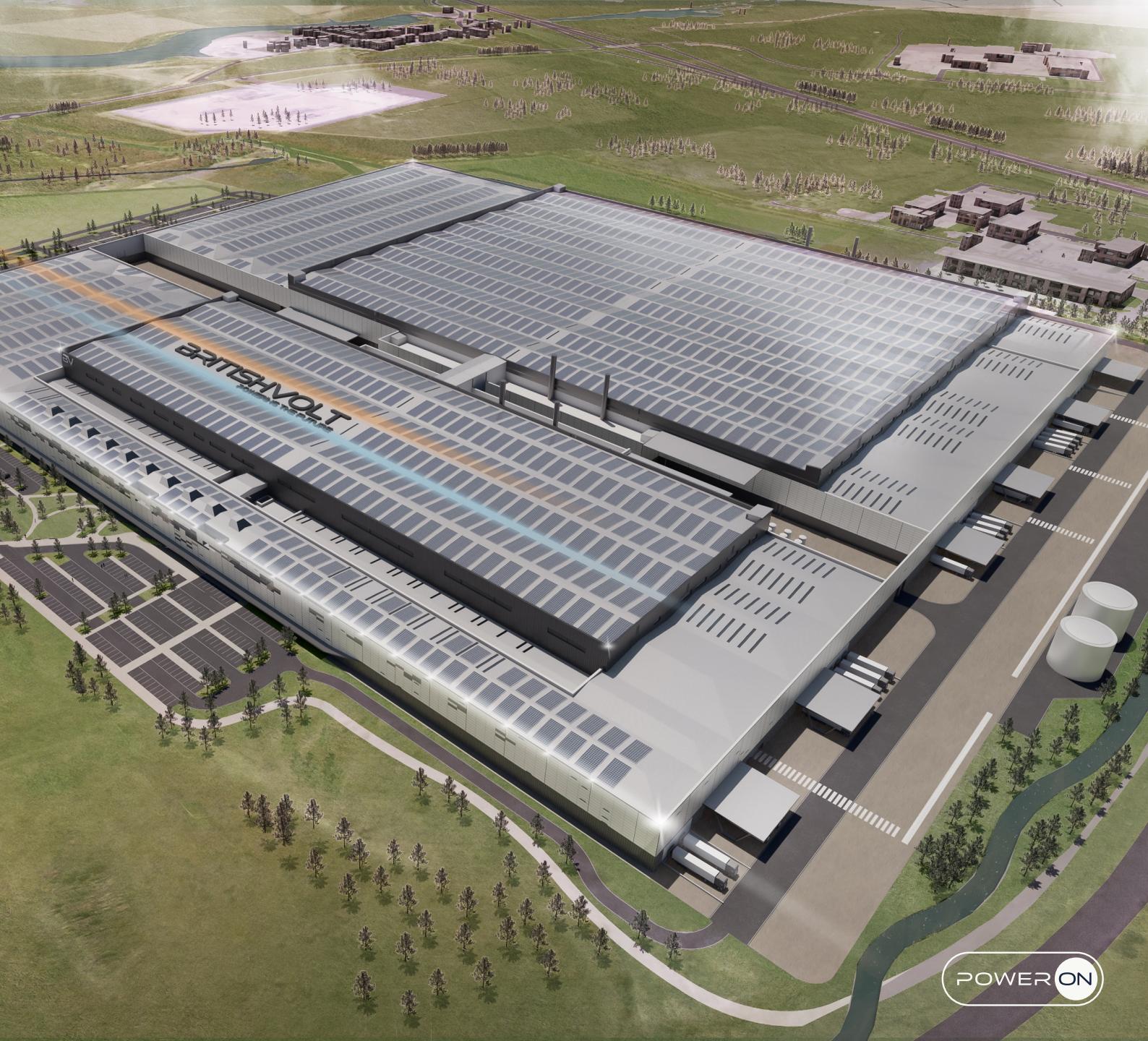
**Antonio Guterres,**  
UN Secretary-General COP26

# Who we are

We are Britishvolt.

Our mission is to be the leading, ESG-focused organisation that develops technologies to help overcome the environmental, technical and commercial challenges of sustainable, low-carbon battery solutions across all segments of electrification

BV

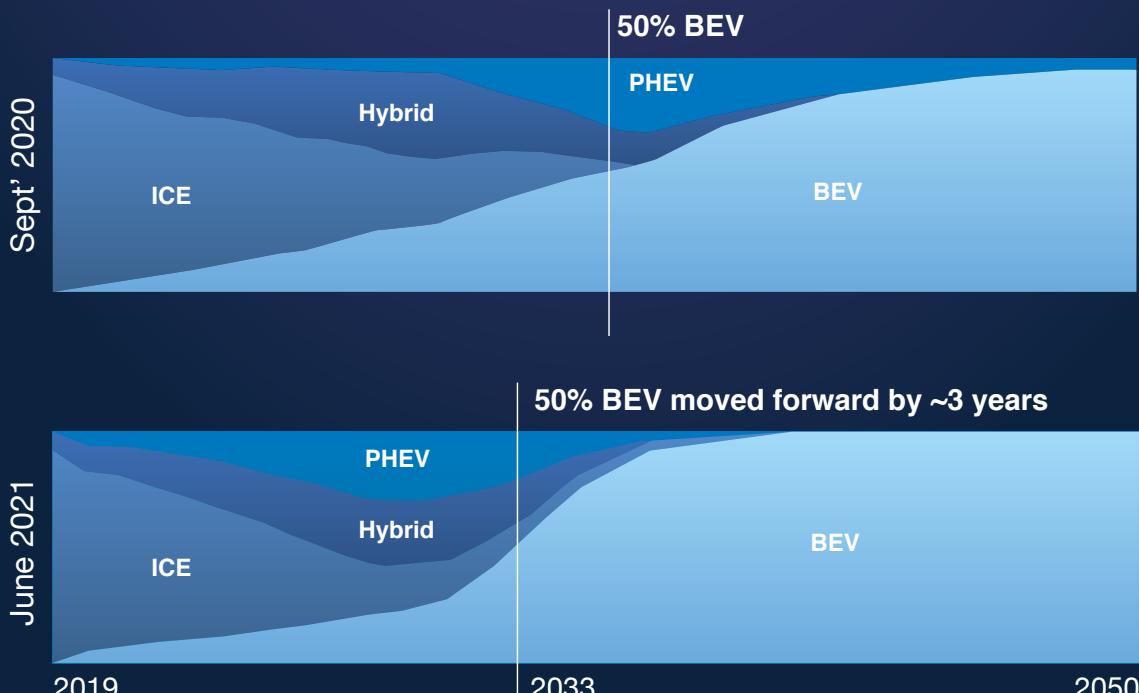


POWER ON

# Consumers have shown an accelerating preference towards EVs that is driving a rapidly increasing forecast for BEV vehicle registrations

**2032**

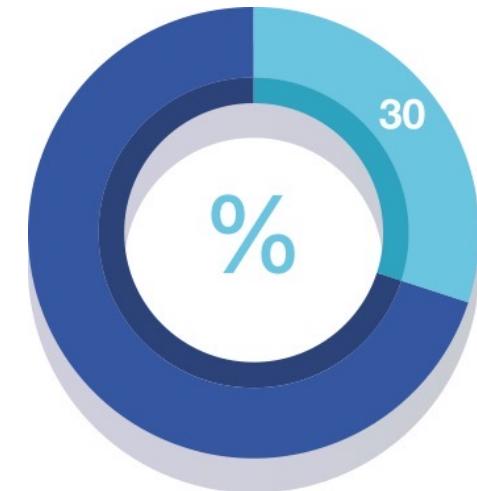
BEVs to be the dominant powertrain, 3 years earlier than anticipated



**42%**

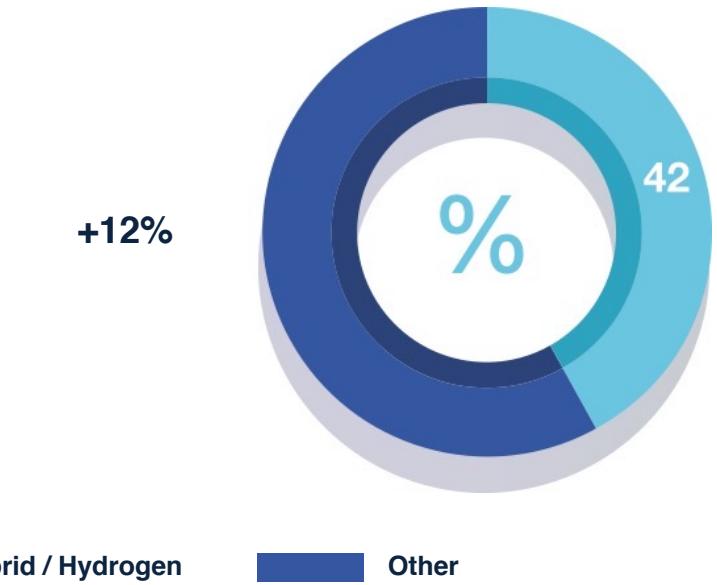
Global consumer preference for EVs

September 2020



+12%

June 2021



Powertrain preference of consumers car purchase intentions (2020-2021)

**BV are uniquely positioned to respond to the market failures of the battery industry and take advantage of unprecedented market growth using tailored and sustainable batteries**



#### CAPACITY FAILURE

2028 forecasted battery demand to outstrip supply by 554GWh in Europe & 334GWh in North America



#### TECHNOLOGY FAILURE

Current 'one size fits all' approach does not respect OEM brand values. Tailoring will be key to success



#### ESG FAILURE

Embedded carbon is unnecessarily high within the battery facilities and supply chain



#### SUPPLY FAILURE

Supply of raw materials and capacity in the midstream has not kept pace with the demand for EVs



#### NIMBLE



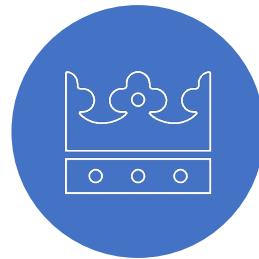
#### SECURED SUPPLY



#### MARKET SPEED



#### SUSTAINABLE



#### TAILORED



# BV investment strategy is focused on controlling access to raw materials through strategic partnerships as industry dynamics have transformed the market

---

**2016**

**PRODUCT PUSH**

Sluggish OEM demand; securing orders is critical



**2022**

**SUPPLY CONTROL**

High OEM demand; securing material is critical



**BV**



“We are seeing significant recent inflation pressure in raw materials and logistics.”

**Elon Musk, CEO Tesla**

---

“Demand is not the issue; the supply chain for EVs will be the bottleneck, not only for us but also for all our competitors.”

**Herbert Diess, Group CEO VW**

---

“There’s an imbalance this year between supply and demand, especially with the new product line-up we have. We’re virtually sold out on all of our new products.”

**John Lawler, CFO Ford**



**BV have a long-term vision to expand our product offering globally to provide clean energy storage that supports the wider global energy transition**

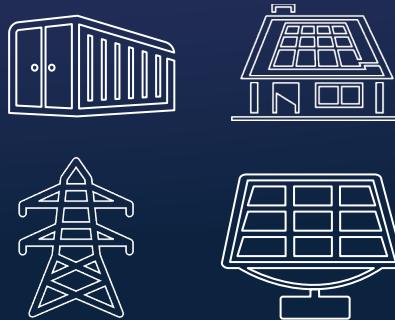
### ELECTRIC VEHICLES



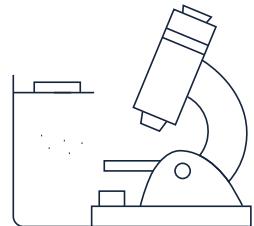
### MARINE & AEROSPACE



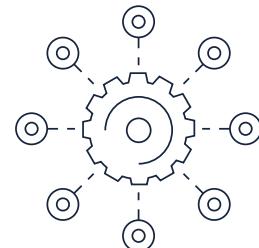
### GRID



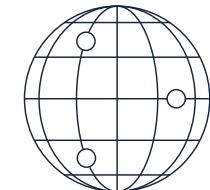
**Deliver a world-class battery solution**



**Leverage world-class UK R&D ecosystem**



**Develop suite of solutions for different markets**



**Selectively enter attractive markets**

# BV are progressing towards commercial production of the first products for OEM by H2/2024 and are already working on the next generation cells



**Cylindrical**  
High energy optimised  
Standardised format with balanced characteristics



**Large format cylindrical**  
High performance  
High power and energy density



**Prismatic**  
Commercial vehicle optimised  
Strong cost, safety and cycle life characteristics



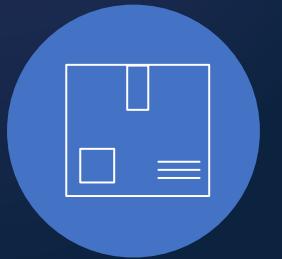
High energy density (range)



High power capability (charge and discharge)



Continuous high power with little capacity derating



Maximum cell to pack integration benefits

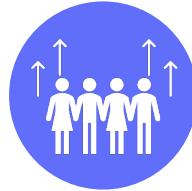
# ESG is a pillar of BV's purpose, with the strategy and vision aligned to the UN Sustainable Development Goals framework



**Protecting our environment**



**Building responsible partnerships**



**Equity in society**

**Carbon footprint & renewable energy**

**Ethical supply chain standards**

**Building capacity in the community**

**Raw materials, recycling, waste & circular economy**

**Transparency and collaboration with stakeholders**

**Diversity, inclusion and belonging**



100% renewable-powered sites



**GLENCORE**

**BRITISHVOLT**

**BV**

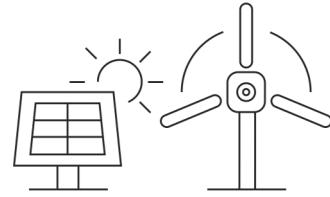
**FutureGen**  
Foundation



**BV have secured the best UK location that will be served by 100% renewable energy with a capacity of 38GWh by 2030, and are targeting high-quality location in Canada**

---

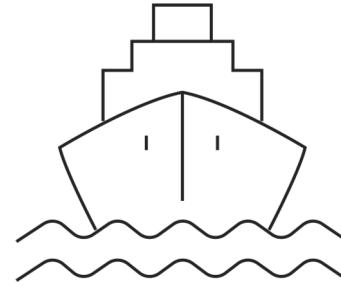
## Site fundamentals are critical to the success of battery manufacturing facilities



Access to renewable  
energy



Access to energy  
infrastructure



Access to logistics /  
supply chain



Thank you

Let's work together –

To help overcome the environmental, technical and commercial challenges of sustainable, low-carbon battery solutions across all segments of electrification

BV

POWER ON