

# **METALS DAILY**

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#### **BATTERY METALS**

## Seaborne lithium carbonate prices continue to decent on weak demand

Lithium carbonate prices dropped in the seaborne market, with end-users taking advantage of the gloomy outlook to secure lower prices.

The S&P Global Platts lithium carbonate CIF North Asia weekly assessment fell \$100 on the week to be assessed at \$10,100/mt Friday, while lithium hydroxide sat unchanged at \$13,000/mt. Both assessments reflected offers, bids and deals for batterygrade material delivered to the main ports of China, Japan and South Korea.

Amid declining demand, producers struggled to secure orders, pushing the market further down. Market participants said demand was growing but not enough to keep pace with increasing supply.

Demand has also stalled as the wider battery industry has slowed, with one Chinese lithium producer saying that "two of the largest battery producers had cut production by 30%-40%."

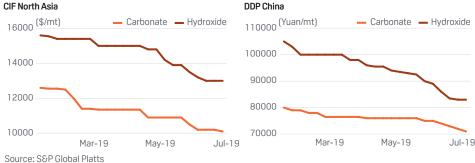
Supply has increased consistently over the past year. However, demand has suffered as changes in Chinese subsidies for new energy vehicles have rippled through

(continued on page 2)

#### **BATTERY METALS**

		Change	Assessed
Weekly Prices			
Lithium Carbonate			
CIF North Asia (\$/mt)	10100	-100	12-Jul-19
DDP China (Yuan/mt)	71000	-1000	12-Jul-19
CIF North Asia Import Parity (Yuan/mt)	78364	-816	12-Jul-19
Lithium Hydroxide			
CIF North Asia (\$/mt)	13000	+0	12-Jul-19
DDP China (Yuan/mt)	83000	+0	12-Jul-19
CIF North Asia Import Parity (Yuan/mt)	100864	-52	12-Jul-19
Cobalt Sulfate			
CIF North Asia (\$/mt)	6900	-300	11-Jul-19
DDP China (Yuan/mt)	35000	-1500	11-Jul-19
Monthly Prices			
Lithium Spodumene			
FOB Australia (\$/mt)	600	-15	28-Jun-19

#### PLATTS LITHIUM CARBONATE AND LITHIUM HYDROXIDE



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Date

the market. Subsidy cuts have lead to slower-than-anticipated technological advancements, particularly in nickel -rich cathodes for Li-ion batteries such as the NCM 811.

The momentum of price descent was unexpected for some in the market, with one Chinese consumer saying they were "surprised that the prices dropped so fast."

Battery-grade lithium's recent downturn has raised concerns among several market participants as to the health of supply in coming years. Several projects currently in the pipeline are expected to have greater difficulty raising capital for their development as investors look to the

present weak lithium prices. A consumer from a South Korean plant said he "couldn't be more concerned about this, we will have to see what happens to the juniors." He saw the tradable value at \$11,000/mt for carbonate and \$13,000/mt for hydroxide, both on a CIF basis.

A seller based in the Americas, however, "didn't see these prices yet, although they may get there shortly." He indicated tradable values were still above these levels. Last week, he pegged the tradable values for CIF Japan and South Korea at \$12,000/mt for carbonate and \$14,000/mt for hydroxide.

In recent weeks, market participants have reported prices as low as \$9,000/mt for

carbonate on a CIF China basis. With a bigger gloomy picture, the lithium market is not expected to recover for some time.

The Platts \$10,100/mt CIF mark for carbonate was equivalent to Yuan 78,364/mt, including 13% VAT, based on the Platts' import-parity formula, while hydroxide's price of \$13,000/mt was equivalent to Yuan 100,864/mt on the same basis.

The Yuan was assessed at 6.8662 to the dollar at 4:30 pm Singapore time Friday.

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## Chinese domestic Li prices fall for fourth consecutive week

Domestic lithium carbonate prices in China fell for the fourth straight week Friday as producers lowered their prices further amid declining demand.

S&P Global Platts assessed batterygrade lithium carbonate at Yuan 71,000/mt Friday, down Yuan 1,000 from last week, while lithium hydroxide was steady at Yuan 83,000/mt. Both assessments were on a delivered, duty-paid China basis.

Lithium carbonate producers said it was difficult to secure orders with end users seeking lower prices amid a gloomy outlook.

One Chinese producer placed offers at Yuan 72,000-73,000/mt, although he put end-users interest at Yuan 67,000-68,000/mt, meaning tradeable value was closer to Yuan 70,000-72,000/mt.

"There is no buying interest, even from large clients," the producer said. "Cathode materials makers have also cut their production, and some are choosing to consume their inventories at present."

A second producer source put buying interest slightly higher at Yuan 69,000/mt, saying he wanted to sell at Yuan 70,000-71,000/mt on a cash or letter of credit basis, while other producers were offering at Yuan 1,000/mt higher. He said he'd heard of some large producers wanting to cut production.

"If the two largest producers plan to cut production, this would help stabilize the sliding market," the producer said. "I hope demand might pick up late August, but it is almost unlikely to see any improvement in July." A third producer said prices dropped around Yuan 1,000 week on week and lithium carbonate had traded at Yuan 71,000/mt, with prices expected to fall further if there was no improvement in demand.

A fourth producer said it was reasonable to see a drop in lithium carbonate prices, as spodumene prices had fallen.

A Chinese consumer source who purchased spodumene -converted carbonate at Yuan 68,000/mt this week pegged the tradable value at as low as Yuan 66,000-67,000/mt for lepidolite-converted material, all on a DDP basis.

Another buyer pegged the lithium carbonate at the Yuan 66,000-67,000/mt level, adding that he was surprised prices had dropped so fast.

"We only rely on long-term contracts now and have no need to buy in the spot market," he said.

Driven by the decline in battery-grade lithium carbonate prices, industrial-grade lithium carbonate prices continued to trend lower.

An industrial grade lithium carbonate producer lowered its prices to Yuan 64,000/mt from Yuan 66,000/mt last week, adding that a large brine producer in Qinghai had also lowered its industrial grade lithium carbonate by Yuan 3,000/mt.

He said producers were lowering their prices to attract more orders, resulting in more negative perception.

#### Domestic Li hydroxide steady

Meanwhile, the domestic lithium hydroxide market managed to halt its nine-week freefall to remain stable amid stagnant demand.

Most producers were reluctant to lower their prices further. A Chinese producer said it was possible for producers to trade lithium hydroxide coarse sand at Yuan 78,000-79,000/mt amid the thin buying interest. However, no trades were heard even at this level.

Most producers held their prices at Yuan 80,000/mt, while lithium hydroxide fine powder prices were indicated at Yuan 85,000-86,000/mt.

Another producer said his company had stopped lithium hydroxide production for now, as demand was "worse than lithium carbonate" and capacity was increasing at the same time demand was weakening.

However, the first producer said he had heard the largest two battery producers were cutting production by 30%-40%, as there was no buying interest.

Looking at both markets, sources anticipated July orders would be higher than June's, with some still looking forward to a partial recovery in demand for the end of August. However, one Chinese producer source said he was uncertain whether any factors could help reverse the downtrend, saying he thought the downtrend might continue at least for the near-term.

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#### Absence of demand pushes cobalt sulfate prices ever lower

Cobalt sulfate prices sank further this week, as buying interest failed to appear despite the critically low prices.

S&P Global Platts assessed cobalt sulfate with 20.5% cobalt content at Yuan 35,000/mt delivered, duty-paid China Thursday, down Yuan 1,500/mt from July 4, while the seaborne market was assessed at \$6,900/mt CIF North Asia, down \$300/mt from last week.

Larger producers attempted to stymie the descent of prices by holding their levels this week, with many heard to be refraining from selling in the current market, as they had also been the week prior.

Some producers were also heard to have halted production in attempts to reduce accruing additional losses. One producer said: "Have to endure with cutting production, Demand has the final say."

Another producer said he was also planning to cut production and hoped the reduced supply from production cuts would help to buoy prices. He said that: "If the

output is cut by 50%, which has 20% possibility to help pep up the prices ," adding that "it's not profitable now. No exception. Even no one can avoid suffering losses."

Despite this, however, smaller producers were heard to be selling as low as Yuan 33,000-34,000/mt. Moving material at these prices, some way below the cost of production, which is often quoted between Yuan 40,000-45,000/mt, looks set to incur losses and could be for cash flow purposes, with one market participant saying "it is meaningless to sell at current low prices if the producer is not keen to cash in."

A recycler suggested that those selling at the present levels were doing so due to financial strain, adding that "producers are suffering losses now. Companies with healthy cash flow will choose not to sell and would rather build stocks while those are short on cash would sell at lower prices."

One producer said that "the slow growth of new energy vehicles should be the main reason for the declining demand and

prices." This view was supported by data released by the China Automobile Power Battery Industry Innovation Alliance, which showed that ternary battery output totaled 4.5 GWh in June, down almost 30% month on month, accounting for about 71.2% of total power battery output. Power battery output totaled 6.4GWh in June, down 36% month on month.

The market remains gripped by negative sentiment and there are real worries as to where the bottom is, many felt the cost of production would serve as a natural buffer, but this has now been heartily disproven. One exporter said "there is no room for a further drop as the current prices have been far below the production cost," while a producer said that "everybody wants to know where the bottom is."

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## May global plug-in EV sales up 17% on year: Platts Analytics

Global plug-in electric vehicle sales in May totaled 197,200 units, a 17% increase year on year, S&P Global Platts Analytics said in its monthly EV Essentials publication.

The EU saw PEV sales growth of 43%, while the US saw 15% growth and China 2%.

According to an analyst, the low Chinese sales growth was "driven by NEV subsidy roll-backs at the national and local level, vehicle emissions and fuel spec changes and 12 consecutive months of a contracting auto market."

The US PEV market remained highly consolidated around a single manufacturer, with Tesla accounting for 68% of sales of light-duty PEVs in May, the report said.

"Tempered US growth is attributable to both fragmented policy support and a stagnant influx of new mid-cost models. A lack of new model availability has, in part, resulted in consolidation of the US market around a few select PEV models. Most notably of which, the Tesla Model 3 alone has accounted for 45% of US PEV sales

across 2019 YTD," according to Platts Analytics senior transportation technology analyst Zane McDonald.

In a separate report from Panjiva, part of the S&P Global family, US exports of EVs increased 39% year on year in June, led mostly by the roll-out of Tesla's Model 3 into Europe.

According to data last week from the UK's Society of Motor Manufacturers and Traders (SMMT), June sales of battery-only EVs were up 62% year on year, from a low base, to 2,461 units.

Australia's Altura, China's Shandong Ruifo sign lithium offtake; JRO deal ended By Nathan Richardson

Australian lithium miner Altura has signed an offtake agreement with China's Shandong Ruifu for the supply of 6% spodumene concentrate and terminated an existing arrangement with Shaanxi J&R Optimum Energy, or JRO, it said Tuesday.

The binding offtake agreement with Shandong Ruifu is for a minimum of 35,000 dry mt/year and is to begin this month and last until June 2024, Altura said.

A first shipment of 8,000 dmt is scheduled for later this month and there is to be a minimum shipment of 24,000 dmt for the balance of 2019. The terms of the agreement are for a minimum price of \$550/dmt FOB equivalent and maximum of \$950/dmt, based on Li20 content of 6% per dmt, it said.

Meanwhile, JRO has agreed to terminate the existing offtake arrangements for the remaining 50,000 dmt it has allocated, Altura said.

"The cancelling of the JRO offtake arrangement is extremely positive given its well-publicized and long-running restructuring activities. JRO also recently sold the last of its Altura shareholding to leading lithium battery materials supplier Ningbo Shanshan Co. Ltd, and we are continuing to progress our strategic relationship with our new major shareholder," Altura's managing director James Brown said.

The current status of Altura's lithium

offtake commitments are: 100,000 dmt/year with Lionenergy, which expires September 2023; 70,000 dmt/year with Ganfeng, expiring December 2021; and the Shandong Ruifu agreement.

Altura began commercial production at

its flagship Altura Lithium Project at Pilgangoora in Western Australia's Pilbara in March. Stage 1 has a nameplate capacity of 220,000 mt/year. The project has a life of mine forecast at 26 years at current rates and exports via Port Hedland. Altura has completed a definitive feasibility study on a potential stage 2 expansion with a final investment decision due following a review of stage 1 and ramp-up to nameplate production, it says.

— Ben Kilbey, ben.kilbey@spglobal.com

## Pilbara Minerals hits Apr-Jun lithium shipment target

Australia's lithium miner Pilbara Minerals hit the upper-end of its April-June shipment guidance and is expecting production to bounce-back in the current quarter following a recent scale down.

The company's sales in the second half will also be strengthened by a new offtake agreement signed with China's largest sport utility vehicle and pickup maker, Great Wall Motor Company, Pilbara said Tuesday.

The miner's shipments of spodumene concentrate — which is the precursor material for lithium hydroxide — for the April-June quarter were 43,214 dry metric ton. In mid-June, the company forecast shipments of between 23,000 dmt and 45,000 dmt for April-June period, adding that delays in Chinese chemical conversion capacity led to moderate production .

Production of spodumene concentrate

totalled 62,334 dmt in April-June period.

"Pilbara Minerals has continued to engage with its customers and is pleased to advise it has now clarified timing for deliveries in the second half of 2019 calendar year," the miner said Tuesday, adding that it expects production to return to full capacity in October-December quarter.

Pilbara expects sales to be in the range of 35,000 dmt-48,000 dmt during the current July-September quarter. The deliveries will be met through a combination of existing concentrate stocks and future production .

For October-December quarter, the company forecast sales in the range of 65,000 dmt-80,000 dmt.

#### Offtake deal to boost sales

The deliveries under the contract with Great

Wall Motor will begin next month at a rate of 20,000 dmt/year and continue for about six years, Pilbara said.

The shipments are expected to be in the range of 15,000 dmt-20,000 dmt for the second half of 2019.

"Great Wall has been pushing hard to expand its presence in the lithium -ion supply chain. This has culminated in it requesting that Pilbara Minerals make offtake available earlier and at greater volume than anticipated by prior agreements," it said.

Along with Great Wall Motor, Pilbara's offtake partners include China's Ganfeng Lithium and General Lithium as well as South Korea's POSCO . Pilbara sells the product via its flagship Pilgangoora project in Western Australia .

— <u>Nathan Richardson, newsdesk@spglobal.com</u>

## Automakers wising up to need for ensuring lithium supply security for EV batteries: European Metals

Automakers are starting to sit up and listen to European lithium companies because they realize they need to secure metal given they are fully committed to the electric -vehicle revolution, Keith Coughlan, managing director of European Metals said in an interview.

Coughlan said even if all of Europe's potential lithium mine supply came to market there would still not be enough to satisfy forecast EV uptake and, as such, original equipment manufacturers were starting to cotton on to the fact they needed to secure offtake.

European Metals is an Australian and UK -listed mineral exploration and development company advancing the Cinovec lithium /tin project in the Czech Republic .

Governments and industry are becoming more vocal on the need for Europe to supply its own battery supply chain to protect itself

from China's increasing dominance.

The EU is keen to develop a domestic manufacturing base for lithium -ion and other batteries, as its battery market could be worth up to €250 billion (\$280 billion) by 2025.

That led the European Investment Bank to agree in principle last month to lend €350 million to support Northvolt's lithium -ion battery cell factory in Skelleftea, Sweden — the first such facility planned in Europe.

"I think it will be some time until Europe completely catches up [with China] in terms of Gw/h of production. However, I do believe that Europe's growth in battery production will be very strong as they are coming off a very low base," Coughlan said.

Currently, the majority of batteries are produced in Asia and then shipped to Europe.

It takes six weeks to ship batteries to Europe from Asia and, while at current

manufacturing levels, that was not a problem, with demand for EVs expected to increase tenfold over the next seven years, delayed battery deliveries could bring about a slowdown or even a complete production stop at car manufacturing plants.

Coughlan said a "mine to mouth" strategy was important for Europe to increase its global EV footprint.

"I think that the move to EVs is now irreversible; it just becomes a matter of the speed [of adoption]. Relative costs are an issue, but the price of batteries is dropping quickly too," he said.

Aside from EVs, the most talked about usage, Coughlan said stationary battery storage would be the next big growth area.

"You cannot effectively use renewable energy without a storage plan," he said.

That view was echoed by Professor

Donald Sadoway, materials chemistry, MIT, who said that although the media glare was focused on EVs, stationary storage was likely to be a bigger deal for metals demand.

Without storage facilities, renewable

energy, such as solar and wind, could become problematic as they create a glut of energy that overloads the system, causing spikes that damage consumer goods, Sadoway said

When asked if he drove an EV himself,

Coughlan said: "No, I do not. I live in Australia, a country with vast areas and a small population. That hinders infrastructure roll-out significantly. Sadly Australia will be a late adopter."

— Ben Kilbey, ben.kilbey@spglobal.com

## UK government defends move to focus on battery-only EVs

The UK government has come out in defense of the withdrawal of its hybrid plug-in vehicle incentive program, following some criticism from the industry last week.

The government is now more focused on the battery-only EV market, pouring £37 million (\$46 million) into a variety of charging and infrastructure projects. As such there is no longer a £2,500 incentive for plug-in hybrid buyers.

According to data last week from the UK's Society of Motor Manufacturers and Traders (SMMT), June sales of battery-only electric cars were up 62% year on year, from a low base, to 2,461 units; while plug-in hybrid sales continued to plummet, dropping 50% year on year and taking total growth in sales of alternative-fuel vehicles into negative territory for the first time since early 2017. EVs and plug-in hybrids have a combined UK market share of around 2%.

"The plug in car grant has supported the purchase of 180,000 new cars, including 100,000 plug-in hybrids, and the government is now focusing on the cleanest, zero

emission models," a Department for Transport spokesperson said Wednesday in an email. The spokesperson was upbeat on the latest car sales data. "That focus has paid off — with registrations of battery electric vehicles up over 60% this year compared to the same period in 2018."

Plug-in hybrids still attract favourable treatment in the form of lower car tax, grants for charging infrastructure and local incentives — such as free parking in certain areas.

However, SMMT Chief Executive Mike Hawes was critical of the UK government's approach, saying: "Manufacturers have invested billions to bring these vehicles [EVs] to market but their efforts are now being undermined by confusing policies and the premature removal of purchase incentives. If we are to see widespread uptake of these vehicles, which are an essential part of a smooth transition to zero emission transport, we need world-class, long-term incentives and substantial investment in infrastructure."

Jaguar Land Rover is also calling for the government to act, working alongside industry to bring a "giga-scale" battery plant to the UK. "These critical steps will also support and grow the existing supply chain, making the UK less dependent on essential materials sourced abroad today," it said in a statement.

Ralf Speth, CEO of Jaguar Land Rover, said: "Convenience and affordability are the two key enablers to drive the uptake of electric vehicles to the levels that we all need... Affordability will only be achieved if we make batteries here in the UK, close to vehicle production, to avoid the cost and safety risk of importing from abroad."

Sebastian Speight, MD of Infrastructure at consultancy Ingenious, said of the government's announcement: "There is a justifiable concern about the drag on the adoption of electric vehicles in the UK due to the limits on the speed of rolling out the associated charging infrastructure."

— Ben Kilbey, ben.kilbey@spglobal.com

## UK to invest £37 million in electric vehicle-charging infrastructure

In an attempt to assist the take-up of electric vehicles in the UK, the government said Tuesday it was investing £37 million (\$46 million) into charging infrastructure.

Some 12 projects have been earmarked for cash injections to support the creation of innovations including wireless charging technologies.

"The news comes on the one-year anniversary of the government's The Road to Zero Strategy, which has driven a 60% increase in battery electric vehicle registrations this year compared to the same period in 2018," the government said in a statement.

Over the past few months, there has

been a stream of charging developments across the globe, with a particular focus on Europe .

The Society of Motor Manufacturers and Traders recently called for investment in charging facilities in the UK.

"Manufacturers have invested billions to bring these vehicles to market. ...If we are to see widespread uptake of these vehicles, which are an essential part of a smooth transition to zero emission transport, we need world-class, long-term incentives and substantial investment in infrastructure," SMMT CEO Mike Hawes said.

Separately, automaker Jaguar Land Rover said last week a "giga-scale" battery production plant should be built in the UK to protect jobs and keep the country at the forefront of the EV revolution.

"Convenience and affordability are the two key enablers to drive the uptake of electric vehicles to the levels that we all need," JLR CEO Ralf Speth said.

According to SMMT data last Thursday, June sales of battery-only electric cars were up 62% year on year from a low base to 2,461 units, while plug-in hybrid sales continued to plummet, dropping 50% year on year and taking total growth in sales of alternatively-fueled vehicles into negative territory for the first time since early 2017. EVs had a UK market share of around 1%.

Future of Mobility minister Michael Ellis, said: "We are charging up the transport revolution and investing in technologies to transform the experience for electric vehicle drivers. Ensuring the charging infrastructure for electric vehicles is reliable and innovative is encouraging more people to join the record numbers of ultra-low emission vehicle users already on UK roads."

Sebastian Speight, MD of Infrastructure at consultancy Ingenious, said of the government's announcement: "There is a justifiable concern about the drag on the adoption of electric vehicles in the UK due to the limits on the speed of rolling out the

associated charging infrastructure...there is also a reasonable degree of uncertainty about the future patterns of consumer behavior which creates a level of risk in these business models. These uncertainties are around the technology type (AC versus DC), charging location and fear of stranded assets and convergence of operating systems. A closer involvement from public stakeholders should enable greater visibility on these risks and increase the availability of private capital."

The Road to Zero strategy sets out new measures to clean up road transport and lead the world in developing, manufacturing

and using zero emission road vehicles.

Among projects getting government money, consultancy Urban Foresight has been awarded £3 million to roll out 'pop-up' chargers which are built into the pavement and provide a discreet, safe and low-cost charging solution for electric vehicle drivers without access to off-street parking.

Another winner was Char.gy, an EV charging company which has been awarded £2.3 million to develop and deploy wireless charging technology on residential streets without the need for trailing cables and additional infrastructure.

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## Battery Metals Weekly wrap-up

The UK government stole the limelight this week in the battery/EV space, announcing it will inject £37 million (\$46 million) into the country's EV charging infrastructure. However, this didn't make everyone jump for joy, as the battle for supremacy between hybrid plug-ins and pure electric in the race for zero emissions rumbles — or hums — on.

The jury is out with the industry, but the UK government seems to have its sights firmly focused on developing pure electric.

Some 12 projects have been earmarked for cash injections to support the creation of innovations including wireless charging technologies.

"The news comes on the one-year anniversary of the government's The Road to Zero Strategy, which has driven a 60% increase in battery electric vehicle registrations this year compared to the same period in 2018," the Government said in a statement.

According to recent UK Society of Motor Manufacturers and Traders data, June sales of battery-only electric cars were up 62% year on year from a low base to 2,461 units, while plug-in hybrid sales continued to plummet, dropping 50% year on year.

Future of Mobility minister Michael Ellis said: "We are charging up the transport revolution and investing in technologies to transform the experience for electric vehicle drivers. Ensuring the charging infrastructure for electric vehicles is reliable and innovative is encouraging more people to join the record numbers of ultra-low emission

vehicle users already on UK roads."

Still, some in the market say confused policy is distracting consumers. The recent removal of the £2,500 cash incentive to buy a plug-in hybrid was a particular bone of contention. But the government rejected such a charge.

"The plug-in car grant has supported the purchase of 180,000 new cars, including 100,000 plug-in hybrids, and the government is now focusing on the cleanest, zero emission models," a Department for Transport spokesperson said in an email.

And plug-in hybrids still attract favorable treatment in the form of lower car tax, grants for charging infrastructure and local incentives — such as free parking in certain areas, the government noted.

The spokesperson was upbeat on the latest car sales data: "That focus has paid off, with registrations of battery electric vehicles up."

The government feels its policy is working, but there is clearly some way still to go, with pure EVs now taking up a whopping 1% of total car sales in the UK. Hold the front page.

Global plug-in electric vehicle sales in May totaled 197,200 units, a 17% increase year on year, S&P Global Platts Analytics said in its monthly EV Essentials publication. The EU saw PEV sales growth of 43%, while the US saw 15% growth and China 2%.

"Tempered US growth is attributable to both fragmented policy support and a stagnant influx of new mid-cost models," Platts Analytics senior transportation technology analyst Zane McDonald said. "A lack of new model availability has, in part, resulted in consolidation of the US market around a few select PEV models. Most notably of which, the Tesla Model 3 alone has accounted for 45% of US PEV sales across 2019 year to date."

However, some say the momentum is building.

"I think that the move to EVs is now irreversible, it just becomes a matter of the speed [of adoption]," European Metals managing director Keith Coughlan said in a recent interview with Platts. "Relative costs are an issue, but the price of batteries is dropping quickly too."

And car manufacturers know more changes are coming.

"We are facing a lot of challenges, including the wise use of materials, and we have to come up with several solutions to address them," Auto firm Groupe PSA CEO Carlos Tavares said. "Even if Groupe PSA makes a lot of efforts in terms of mobility services, recycling, zero-emission vehicles, etc., the automotive industry must be part of a radical change in the way of life in our modern societies."

Pure electric or hybrid? The choice is yours, for now. But with a combined roadshare in the UK of 2%, the race to zero emissions is proving to be an ultramarathon rather than a walk in the park. Buckle up.

— <u>Ben Kilbey, ben.kilbey@spglobal.com</u>