

TELF AG Releases Report on the Current State of Nickel Sulfate

TELF AG publishes the report "Diverging Priorities in Nickel Sulfate and Battery Raw Material Markets: Implications for European and North American Consumers."

LUGANO, TICINO, SWITZERLAND, July 12, 2023 /EINPresswire.com/ -- [TELF AG](#), a full-service international physical commodities trader with 30 years of experience in the industry, is pleased to announce the publication of its latest report titled "[Diverging Priorities](#)

[in Nickel Sulfate and Battery Raw Material Markets](#): Implications for European and North American Consumers." The report analyzes the key factors influencing consumer preferences in Europe and North America and their impact on the nickel sulfate market.



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TELF AG's Analyst

The rapid growth of the battery industry, driven by the increasing demand for electric vehicles (EVs) and energy storage systems, has brought nickel sulfate into the spotlight as a crucial battery raw material. Nickel sulfate is particularly important for nickel-rich cathodes, which consumers in Europe and North America favor. However, the report reveals that diverging priorities have emerged among consumers in these regions, leading to distinct challenges and implications for the supply chain.

European consumers prioritize sustainability and environmentally conscious materials for nickel sulfate. The report highlights that sustainability considerations are central to their decision-making processes. Stricter regulations and a focus on reducing carbon footprints have resulted in increased demand for low-carbon materials. This emphasis on sustainability has led to differentiated price levels and a need for significant imports, as domestic nickel sulfate production in Europe remains relatively small compared to Asia.

On the other hand, North American consumers of nickel sulfate are primarily driven by geopolitics and legislative requirements, such as the Inflation Reduction Act (IRA). Geopolitical factors significantly shape their preferences, and compliance with regulatory frameworks has become crucial in material sourcing decisions. The report underlines that the focus on geopolitics and legislation affects the availability of suppliers in North America, limiting the pool of options for consumers.

The divergent priorities of European and North American consumers have resulted in variations in premium levels and price differentiation for nickel sulfate. Suppliers exporting to Western markets face higher premiums than other regions due to the contrasting demands and priorities. European consumers' emphasis on sustainability increases costs for securing low-carbon materials, while North American consumers' focus on geopolitical factors and legislative compliance drives prices through different dynamics.

Despite these challenges, European and North American consumers heavily rely on imports from Asia to meet their nickel sulfate requirements. Domestic nickel sulfate production in both regions is relatively limited, leading to concerns about supply chain vulnerabilities. The report emphasizes the need for stakeholders in the nickel sulfate and battery industry to understand and address these divergent priorities to navigate market dynamics effectively and ensure a sustainable and reliable supply of battery raw materials.

To access the full TELF AG 2023 Week 27 Market Round-Up report, please visit: <https://telf.ch/telf-ag-2023-market-roundup-week-27/>

To access TELF AG's report on Nickel, please visit: <https://telf.ch/telf-ag-report-on-the-current-state-of-nickel-july-12-2023/>



[About TELF AG:](#)

TELF AG is a full-service international physical commodities trader with 30 years of experience in the industry. Headquartered in Lugano, Switzerland, the company operates globally, serving customers and providing solutions for commodities producers worldwide. TELF AG works in close partnership with producers to provide effective marketing, as well as financing and logistics solutions, which enable suppliers to focus on their core activities and to access far-reaching markets wherever they may be.

Its flexible, customer-focused approach allows TELF AG to create tailor-made solutions for each producer, thereby facilitating long-term partnerships. Additionally, consumers widely recognize them for their operational excellence and reliability.

Rick De Oliveira

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