THE QUESTION

Should EUR 6 million go into a paid data offer, or into the main cathode business?

Lindert Materials: the EU battery passport · A European maker of cathode material for batteries, and EUR 6 million to invest over 18 months

THE OUTCOME

Approve with conditions

THE MONEY

EUR 6M, 18 months

THE ADVICE

On this road, the company delivers its passport data through the networks its customers already use by 31 January 2027, and the EUR 6 million stays with the main business. Alongside, it offers a paid version of the data, and drops it at month nine if no one signs.

PASSPORT DATA FIELDS

20–27

of 92 data fields, by our estimate

The supplier holds only part of the passport data.

Validatus estimate from Regulation (EU) 2023/1542

BUYERS PAYING FOR SUPPLIER DATA

0

of 105 documents

No document shows a buyer paying for supplier data.

Validatus case study

THE DEADLINE

18 Feb 2027

for batteries placed on the EU market

The battery passport becomes mandatory.

Regulation (EU) 2023/1542

Two strategies together hold in all four futures, and only one of them needs a buyer to pay.

Two things nobody knows yet decide which future comes. Do buyers pay extra for verified supplier data, and how much work does it take them to use it?
A reading at month nine shows which one the company is in.

→ BUYERS TAKE IT IN EASILY

→ BUYERS NEED A LOT OF WORK TO USE IT

↓ BUYERS PAY EXTRA

01

Paid and simple

Buyers see verified supplier data as worth money, and it fits their systems with little work.

02

Paid, hands-on service

Buyers pay because clean data is hard to get, and they want the work done for them.

↓ BUYERS DEMAND IT FREE

03 LOOK HERE FIRST

Free and expected

Buyers write supplier data into their contracts at no extra charge, and open networks make it easy to supply.

04 LOOK HERE FIRST

Free and heavy

Buyers expect the data free, need much work to take it in, and push that work back onto the supplier.

Three gates come before any money is released into a data offer.

By the end of 2026

The rules come first.

Before joining a data network that a rival helped found, the company sets written rules for what it shares, so it stays within competition law. It also caps what it would owe if its data were wrong, gets its insurer's view in writing, and defines on paper what the free data covers and what a paid version adds.

By 31 January 2027

The data is delivered whatever anyone pays.

The company sends its share of the passport data through the networks its customers already use, whether or not anyone pays, before the passport becomes mandatory on 18 February 2027.

Month nine

One customer signs to pay extra, or the paid offer is dropped.

If one of the three largest cell makers signs up to pay for the extra data, the paid version stays. If none signs by month nine, it is dropped, and the free data still keeps the company's supply contracts.

WHO SAYS YES

Three parties decide whether the data is used and paid for.

The battery seller

The cell maker or vehicle maker that places the battery on the market

The data arrives through the connection it already uses, in the format it already reads, on time.

The network

Path.Era, among others

The company passes the network's entry check, which is open to every rival on the same terms. It makes the company equal to its rivals, but gives it no edge.

The company's board

Decides where the EUR 6 million goes

The passport work costs little next to the main business, and a paid offer proves itself with a signature.

WHAT IT CANNOT ANSWER

Only the company can answer which of the 92 data fields it can supply and by when, what qualifying in each network costs, and whether its customers' award terms already name supplier data, and at what price.

01 **No buyer speaks in the evidence.**

No cell maker or car maker is quoted on what it would pay. What the battery sellers want is our reading until they answer the offer.

02 **One legal point is still open.**

Once later rules apply, it is not yet known whether standard values may replace the cathode's own data.

Sources: Regulation (EU) 2023/1542 · BatteryPass-Ready longlist, August 2026 · the company's 2025 annual report · vendor pages and a competitor's account. The company's name is changed.
An analysis by Validatus, a strategic evaluation platform for the decision economy. First published in The Decision Layer, edition 11, 3 November 2026.

The whole case, with every future and gate:
validatus.net/case-studies/battery-passport