

Shaping the global energy transition.



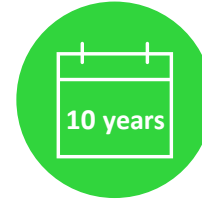
Promotion of Green Hydrogen and PtX in South Africa –
Expert Exchange Event Series – Webinar #3
Export Opportunities and Partnerships for Green H₂

17th of May 2022
Timo Bollerhey
CEO HINT.CO / H2Global



Bridging

Create business cases and investment security:
Shifting the timing of a market creation by promoting the market ramp-up until a viable green market has developed



Defined system

Long-term purchase agreements over 10 years
Clear definition of max. funding volume, products, geography and (sustainability) criteria
E.g.: 900 Mio euro from BMWK for 3 PtX plants (first "window")



Contracts for Difference

Financial compensation in analogy to CfD mechanism:

Set up of an PtX intermediary - the **Hydrogen Intermediary Company** 

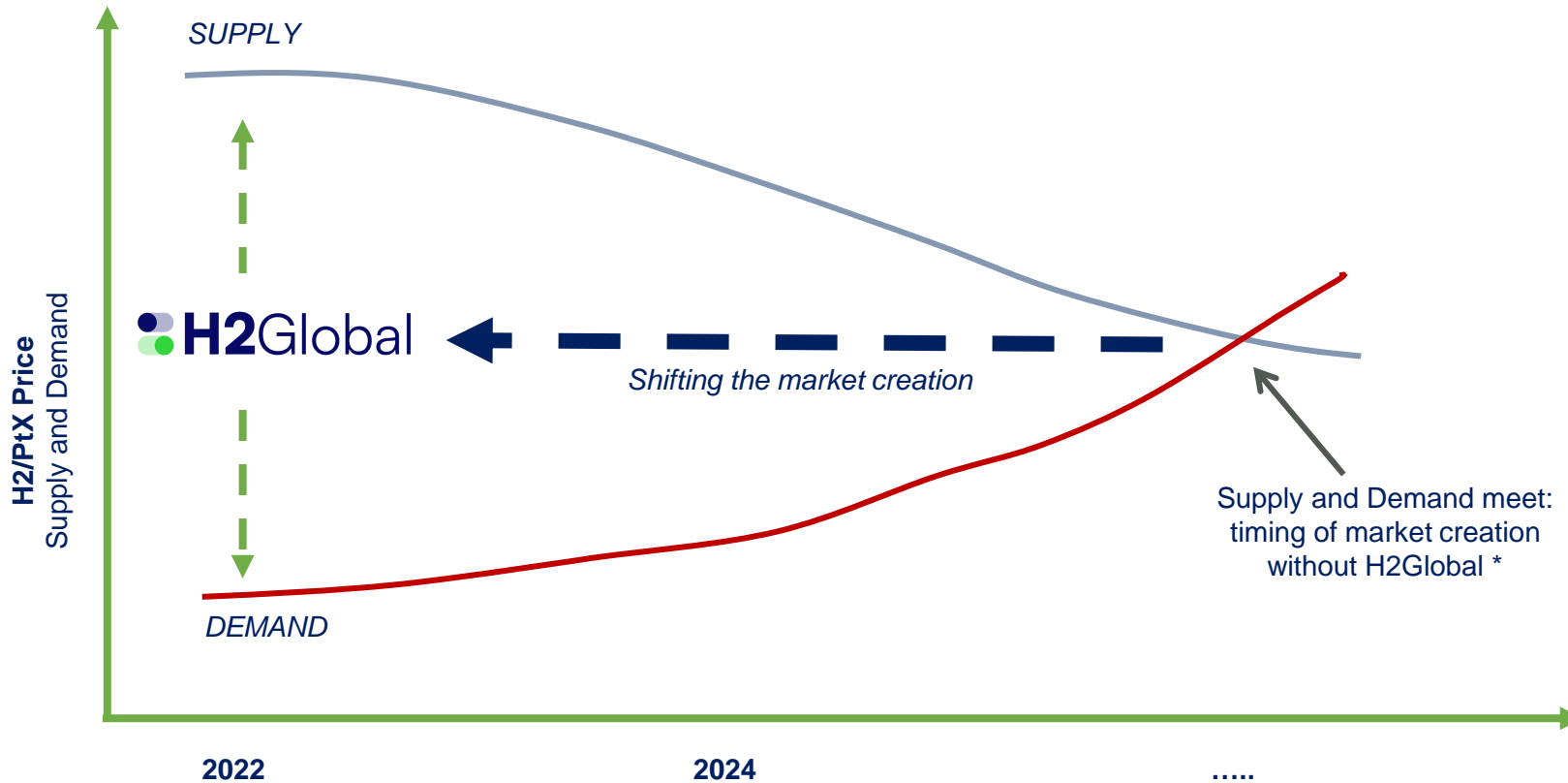


Twin-auction-based

Competitive bidding procedures on the supply and demand side
Minimization of the price difference to be compensated by contributions

SHIFTING THE MARKET CREATION FOREWORD

Catalytic effect with G2Global: Providing business cases now

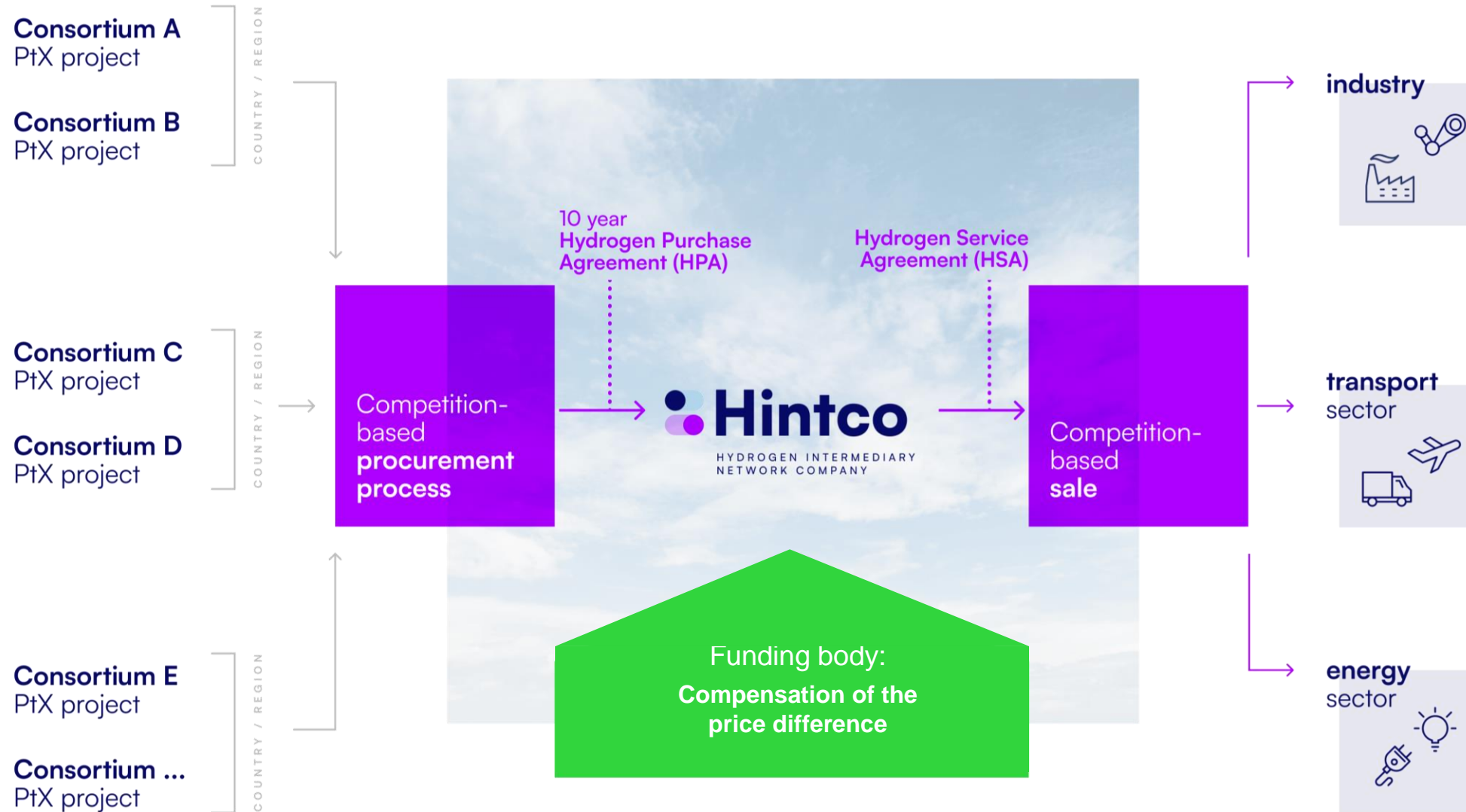


*exemplary illustration

- **immediate creation** of business and **investment cases**
- **acceleration**: building up supply and demand side
- **risk mitigation**: tackling **price- market** and **regulatory risks** and uncertainties

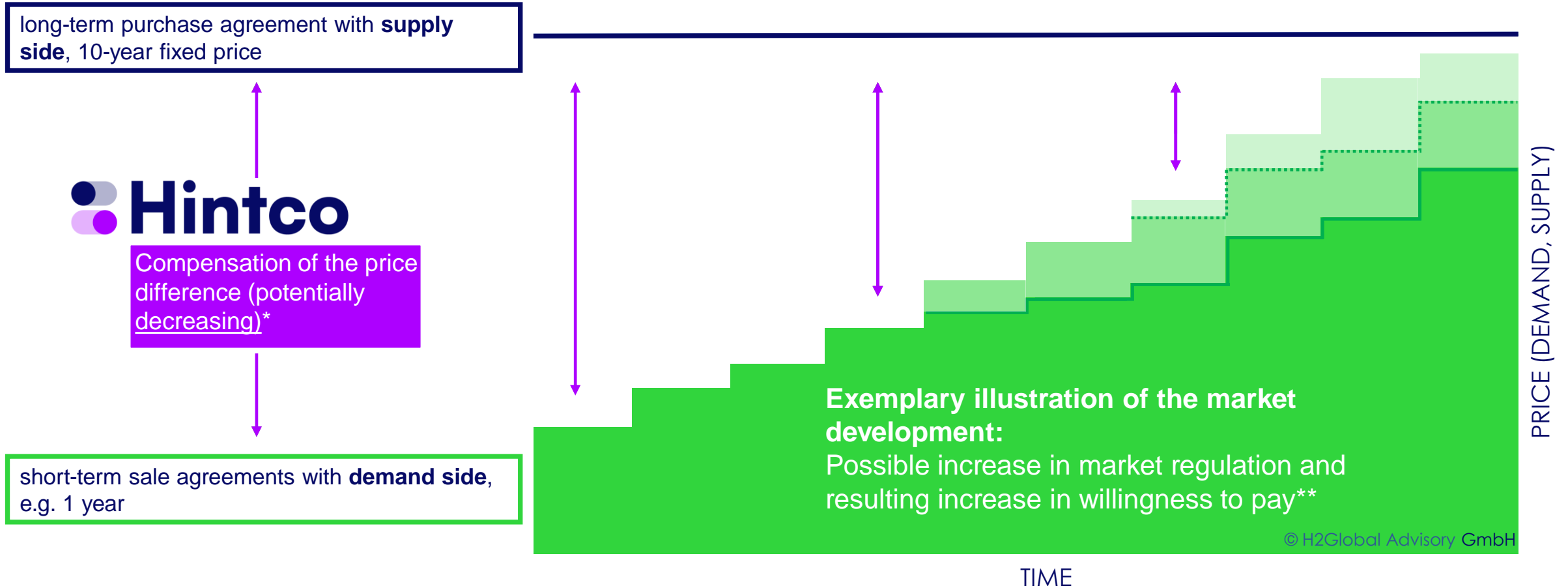
THE INTERMEDIARY: HINT.CO

Auctions for the purchase and resale of PtX products take place in German



COMPENSATING THE PRICE DIFFERENCE

The HINT.CO compensation mechanism over time during market development



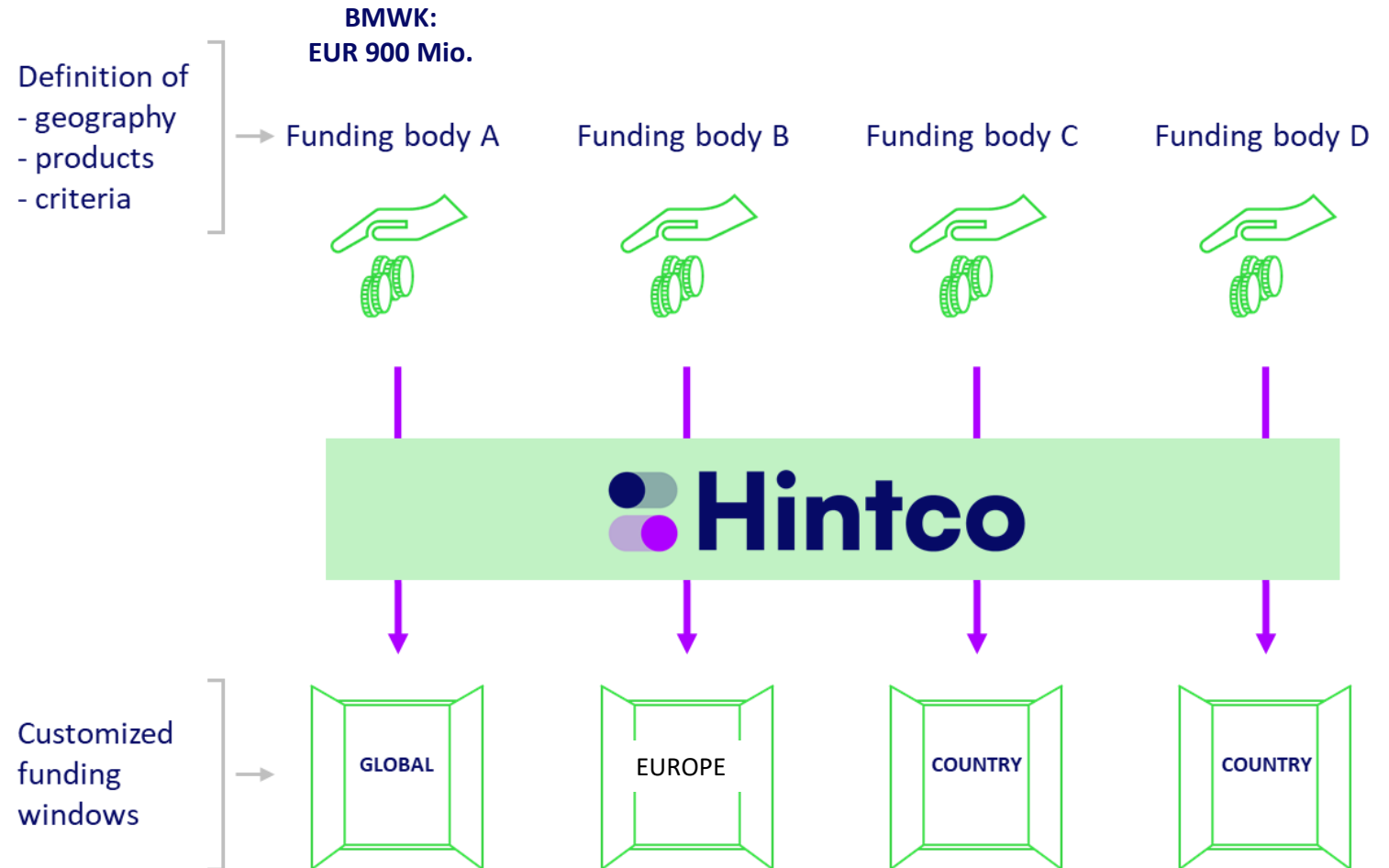
*The actual amount of the price difference at the time of the auction depends on the real H2 price development. The capital requirements of the HINT.CO are accordingly linked to the purchase quantities actually guaranteed in the HPA and the H2 price development.

**exemplary illustration

MODULAR SYSTEM

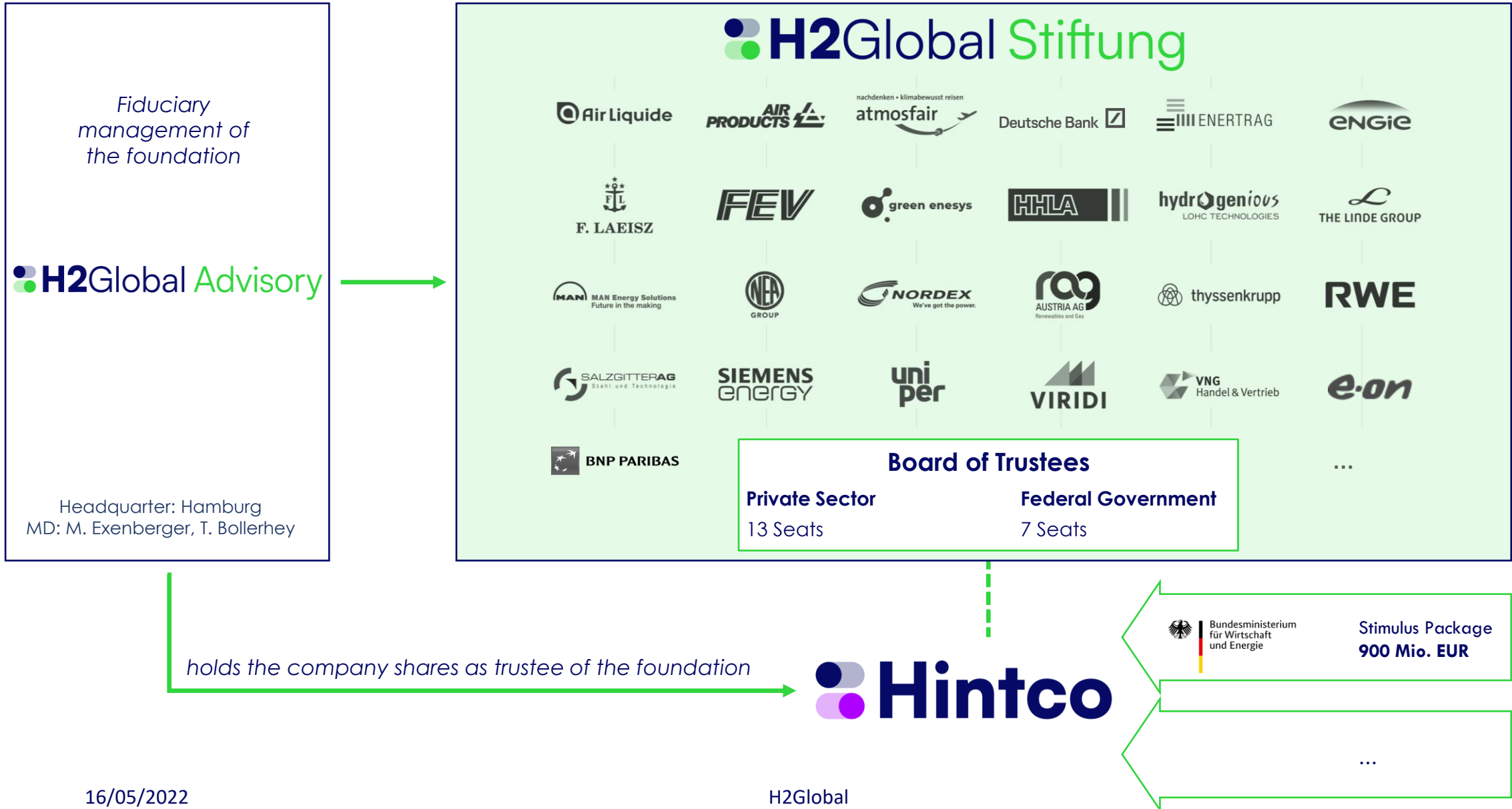
H2Global – Composition of a funding window

- Adapted to the needs of the funding body
- Customized regarding
 - Geography (global, regions, countries)
 - PtX-product selection
 - Product and sustainability criteria
- Adaptable to targets:
 - Price optimization
 - Promotion of green technology
 - Energy policy
 - Development policy



H2GLOBAL IMPLEMENTATION STRUCTURE

Implemented by an industry-led foundation





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