Pillars and enablers of a hydrogen economy in South Africa

Date: 15 June 2022 Mahandra Rooplall, Industry Planner, IDC





Introduction and Background

South Africa's opportunity and value proposition

- GH Commercialisation Strategy
- 4

Competitive Supply

5

- Funding and Project Support
- 6

Key Enablers



Introducing IDC

Established in 1940 by the Industrial Development Corporation Act, 22 **ESTABLISHED** of 1940 **TYPE OF ORGANISATION** State-owned Entity & Development Finance Institution **OWNERSHIP** Fully owned by the South African government. To maximise development impact through job-rich industrialisation, **MANDATE** while contributing to an inclusive economy and ensuring long-term sustainability. TOTAL ASSETS ZAR 143,7billion (31 March 2021) ... = USD 9.35bn **FUNDING** ZAR 6.3 billion disbursed (year ending 31 March 2021) = USD 410m **GEOGRAPHIC** South Africa and the rest of Africa **ACTIVITIES NUMBER OF** 804 **EMPLOYEES**

OPERATIONAL FOOTPRINT Head Office in Sandton & 22 Regional/Satellite offices



A solid historical base supports commercialisation

2007

Development of the National Hydrogen and Fuel Cell Technology Strategy by the Department of Science and Innovation and approval by Cabinet

2008-2018

2

Various demonstrator projects include:

- > underground fuel cell powered mining locomotive;
 - solar-to-hydrogen system;
 - battery and fuel cell golf cart;
- fuel cell generator providing lights for the UWC Nature Reserve;
- fuel cells for power storage for homes and cellular phone tower base stations;
 - > a Hydrogen refueling station;
 - fuel cell powered forklift,
 - green Hydrogen fuel cell system with on-site production and storage;
 - > a Hydrogen in Mining test facility;
 - Liquid Organic Hydrogen Carriers;
 - > the use of PGM catalysts for the production of Hydrogen and
- > HySA demonstrated a 2.5kW fuel cell system at Poelano Secondary School

2020

3

The DSI, Hydrogen SA and North West University initiate a process with the South African government to develop a Hydrogen Society Roadmap.

Recent development accelerates progress

JUNE 2021

4

Minister Ebrahim Patel sets up GH panel. Presidency announces that GH has been identified as the first of five 'Big Frontier' strategic investment opportunities



5

Cabinet approves the Hydrogen Society Roadmap (HSRM) developed by the DSI 6

NOVEMBER 2021

At COP 26 in Glasgow, Scotland, South Africa mobilizes funding support for the country's decarbonization

> NCEDA releases GH Strategy at COP26

FEBRUARY 2022

The HSRM is released to the public. The GH panel completes the drafting of the GH commercialisation strategy for South Africa MAY 2022

8

Anglo American launches nuGen Zero Emissions Haulage Hydrogen Powered mine truck at Mogalakwena Mine

How IDC is driving a commercial GH Economy

Partnerships

- Various industry partnerships
- Alignment within government
- Technology suppliers
- Financiers
- Labour
- Research organisations
- NGO's / NPOs

Research

- Facilitate research on behalf of Green Hydrogen Panel
- Other technoeconomic studies
- Socio economic studies
- CSIR / DSI / GIZ

Value chain approach

- Address "chicken and egg" scenario
- Identify areas which are most valuable and are sources of competitive advantage
- Identify areas that need to be improved and where should we focus efforts to unblock bottlenecks
- How to position our country to compete in the global economy
- How to engage the different market sectors

Industry Planning

- Chair and secretariat of the Green Hydrogen Panel
- Play a role in Presidential Climate Change Commission
- Development of industry action plans to address the value chain activities and enablers

Investment in Bankable Business Ventures

Various opportunities across the value chain that are ready to moved into operations / expand existing facilities etc.

Investments in Project Development

- GH and green chemicals exports
- Local mobility projects
- Localisation projects
- Infrastructure development
- Decarbonisation of heavy industries

Localisation

- Renewable energy localisation (solar, wind & storage)
- PGMs
- Fuel Cells and Electrolysers
- Battery mineral mining



Examples of focus areas

- 1. Raw materials for hydrogen value chain equipment
- 2. Components & equipment for hydrogen production / fuel cells
- 3. Renewable energy to produce hydrogen (wind, solar, storage)
- 4. Green hydrogen and green chemicals production (PtX)
- 5. Hydrogen storage and distribution (infrastructure and technology development)
- 6. Hydrogen applications:
 - Mobility (heavy duty vehicle fuel cells)
 - Petrochemicals
 - Heavy industries (e.g. steel and cement)
 - Other



>>>

Introduction and Background



South Africa's opportunity and value proposition

GH Commercialisation Strategy

Competitive Supply



6 Key Enablers



The Opportunity for Green Hydrogen

The GH economy presents new economic, skills, employment and community opportunities for South Africa



Global Opportunity

Hydrogen will play a significant role in the transition to a net-zero energy system.

It will establish SA as a future energy market global trader, securing foreign direct investment, earning foreign income and creating economic growth and development

Import Markets for GH to 2050 will be the EU (2050: 11-15 Mt GHpa); Japan (2050: 5 to 10 Mt GHpa); South Korea (2050: 1.0 to 1.2 Mt GHpa) and the United Kingdom (2050: 0.5 to 0.7 Mt GHpa).



Competitiveness

South Africa's natural endowments of Land, Wind, Solar, Oceans and Green Minerals and existing Petrochemical base can be leveraged.

Together with innovations in the hydrogen sector, a robust financial system, globally recognised renewable energy programme and inclusion of GH as a key element of the Government's energy transition plans

South Africa's clear differentiators are proprietary Fischer Tropsch technology and resources of platinum group metals (PGMs)



Just Transition

The just energy transition focuses on the transition of South Africa's energy sector as the country navigates the shift away from coal towards cleaner sources of energy

The just energy transition requires that the transition is equitable to all communities and is better for our people and planet.

Transitioning away from fossil fuels will require the training and re-skilling of communities reliant on fossil fuel industry.



Decarbonisation

- GH will be the global clean fuel of the future and critical to SA decarbonising our economy and ensuring the competitiveness and sustainability of our industries.
- In a global Net Zero environment, "dirty" economies will increasingly be financially penalised

South Africa's Green Hydrogen Value Proposition

A unique combination of resources and capabilities will enable South African to compete in multiple areas.

South Africa will differentiate itself by using proprietary **Fisher Tropsch technology** to target the **sustainable aviation fuel** market and using **PGM resources to target fuel cell and electrolyser manufacturing.**



Introduction and Background



3

The need for a Commercialisation Plan

GH Commercialisation Strategy

Competitive Supply



6 Key Enablers



Commercialisation leverages the Hydrogen Society Roadmap



science & innovation

Department: Science and Innovation REPUBLIC OF SOUTH AFRICA >>>> <//>



the dtic

Department: Trade, Industry and Competition REPUBLIC OF SOUTH AFRICA

Hydrogen Society Roadmap

GH Commercialisation Strategy

The strategy for Commercialisation, aligns with the objectives and outcomes of, and builds on the strong foundation of the Hydrogen Society Roadmap



The roadmap for commercialisation provides detail and granularity differentiating between short and long term actions by public and private sectors

Commercialisation Strategy Pillars

The strategic actions are based on six key pillars and reliant on enabling policies and regulation.



Strategic objectives to be considered in pursuit of South Africa's GH vision.

- Export Markets: Secure global market share and competitive trade position
- Domestic markets: Decarbonise SA economy; energy security and reliability
- **Investment & Finance**: Mobilise foreign direct investment, domestic funding and low-cost green finance
- Economic and socio-economic Maximise development impact (incl. skills and economic development and social inclusion)
- Local industrial capability Local industrial capability and value chain linkages e.g. Raw Materials & equipment
- Affordability of a Just Transition Maximise job creation and alternative options for potential job losses
- Regulatory Environment: clear enabling investment environment

Commercialisation Vision : Developing a globally competitive, inclusive and low carbon economy by harnessing South Africa's entrepreneurial spirit, industrial capability, strong financial sector and natural endowments

Introduction and Background



4

South Africa's opportunity and value proposition

GH Commercialisation Strategy

Competitive Supply



6 Key Enablers



Competitive Supply: Global developments

Globally countries and private companies are developing strategies for the commercialisation of the sector.



- More than 30 countries have published a hydrogen roadmap (net importers & exporters) and over 200 hydrogen projects have been announced with governments committing to over \$70 billion in public funding
- Themes of strategies:
 - Early investment support to scale assets and infrastructure required to meet desired targets
 - Opportunities for sector-coupling.- optimising gas and electricity infrastructure to deliver low-cost GH
 - Seeding local market focus areas; including setting of national standards and priorities
 - Commercial model assessment inclusive of opportunities and the role of the state
 - Policy and detailed regulatory frameworks
 - Focus on Research and Development to improve technologies and identify initial projects
 - A social licence assessment looking at the holistic impact of the new GH market
 - International strategies on partnerships, including bilateral MOU's and agreements

Competitive Supply: South Africa's competitive advantages

South Africa is well positioned to produce GH thanks to three structural competitive advantages



SA with large scale, high quality RE potential

- Power sector decarbonization alone requires ~150GW of solar PV and wind installed capacity by 2050
- Green H₂ opportunity will need additional ~100GW of RE capacity (with 2-10GW by 2030)
- REDZ¹ alone can hold 900+ GW
 RE capacity with premium load factors
- Average load factors in SA amongst the best in the world and on par with major competitors like Chile, Saudi and Australia



Sufficient land and synergies in solving for water security

- Just 1% of SA land area (1.1MHa) would be sufficient to produce 10Mt of green H2
- **SA with vast land available,** with ~5.4 MHa in REDZ alone (areas not in competition with agriculture or settlements)
- Reducing water requirement

 (10Mt/yr. of green H2 production is
 only 31% of current power sector use
 in coal-based generation), and
 increasing water security making
 financially viable desalination plants
 at the coast (desalinated water cost
 is a fraction of a premium commodity
 like GH2 ~\$0.01/kg H2)



Unique expertise for beneficiation into e-Fuels

• **Proprietary Fischer-Tropsch tech** lacking in other countries (critical for Power-to-Liquid)

- Existing assets and knowledge (e.g., multiple Fischer Tropsch and steel facilities) allow for local beneficiation of green H2 and enhances potential for large scale local demand
- Opportunity to capture portion of global export market for e.g., green ammonia/methanol/jetfuel

Competitive Supply: Cost of production drivers

Hydrogen is currently not cost competitive when compared with other sources of energy but it is globally anticipated that the cost will reduce to facilitate improved competitiveness



- A combination of cost reductions in electricity and electrolysers, together with increased efficiency and operating lifetime, has the potential to deliver 80% reduction in hydrogen cost over time
- Targeting projects with scale will contribute to equipment cost reductions by aggregating demand

Competitive Supply: South Africa's long term cost of production

SA GH could approach the \$1/kg GH mark by 2050, equivalent to indigenous low cost energy, making South Africa **one of the competitive industrial economies**, however South Africa will differentiate itself by using proprietary Fisher Tropsch technology to target export of sustainable aviation fuel and will manufacture electrolysers and fuel cells using PGMs available locally

Levelised Cost of Hydrogen (LCOH) comparable with the lowest cost producers in the world

Global Green Hydrogen Pricing - 2025*



Global Green Hydrogen Pricing - 2050*



*PwC research (2021) | based on an analysis of various renewable energy sources and electricity generation / hydrogen equipment cost reductions worldwide

 Although far from the GH importing markets in Europe and Asia, South Africa has the potential to make up the cost differential through greater efficiency and government support programmes.

• In 2025, the initial focus will be on the export of GH at competitive prices as domestic use will not have reached commercial parity with local fuels. As GH prices decline, a broader domestic transition will unfold.

Introduction and Background



The need for a Commercialisation Plan

Demand-driven commercialisation

Competitive Supply



Funding and Project Support

Key Enablers



6



The cost reduction path can be influenced by a number of levers including taxes, supporting infrastructure, funding costs, electrolyser and transmission costs. Development of a detailed master plan and integrated value chain design will ensure our GH development remains globally cost competitive

Measures to Improve Competitiveness and Possible Effects on Price (2030 - 2050)



- South Africa will face significant competition for the European Union market from Morocco, Chile and Ukraine, who have already announced EU initiatives for GH.
- Focusing on the hydrogen-supportive policies and creating a regulatory framework that encourages cost competitiveness will allow South Africa to play to win in the global GH landscape.
- The graph indicates the different cost component levers that could facilitate improved competitiveness for South Africa, if compared to Morocco

Cost of capital as a means of comparative advantage

Cost of capital in South Africa is a key constraint that if addressed can provide a comparative advantage



¹ Based on a bottom up calculation from first principles using a mixture of debt and equity. German and KSA assumed highly leveraged and the remaining countries medium leverage. Three financing instruments are needed to improve the financial viability of projects:

- Grants: Decreases total capital burden of a project to produce H2
- Concessional debt: Varies project WACC which acts as a discount rate
- Contract-for-Difference: Price difference between green hydrogen / chemicals and conventional grey hydrogen / chemicals will be subsidized

Demand-driven Commercialisation: Value Chain Focus

Declining GH prices will unlock opportunities across key sectors to decarbonise industry





Evolution of Commercial Scale Green Hydrogen Ecosystem

Introduction and Background



South Africa's opportunity and value proposition

GH Commercialisation Strategy

Competitive Supply

Funding and Project Support

6 Key Enablers



5

Key Enablers: (i) Co-ordinated development of efficient value chain

Capturing the GH opportunity requires a nationally coordinated approach / master plan (value chain design) to ensure endto-end efficiency, planning and control of GH molecules.



- **Co-ordination:** Since the value chain touches on land, water, energy, natural resources, logistics and finance, it will require significant co-ordination between the various government departments, public sector institutions and the private sector.
- **Technology:** The industry is nascent with significant innovation and R&D to be delivered. Securing technology partnerships as well as targeted industrialisation plan will unlock significant economic benefits for SA economy.
- Value Chain Elements: GH production is an industrialisation opportunity. Equipment manufacture can service both domestic and export markets.

Recommendations

Existing private sector project opportunities identified should be expedited and supported. (these have been identified and plotted in the GH roadmap)

Key Enablers: (ii) Regulatory & Policy Framework

SA does not currently have an explicit regulatory framework aimed at supporting or regulating the development of a GH economy and will need to leverage existing policies to support GH industry development

The key regulatory recommendations are as follows

Prepare a Regulatory Development Timeline

- Outline detail and timing of regulatory review and introduction of new law and policy.
- Outline regulatory responses for the GH industry including the introduction and phase out of such mechanisms.

Develop regulatory objectives for how the GH industry should be regulated.

- Agree on regulatory objectives to simplify coordination of regulatory responses across government departments.
- Conduct feasibility studies to establish the financial impact of possible GH regulatory incentives.

Develop a set of Regulations specifically aimed at creating enabling environment for GH

- Consider other existing laws and policies that could support the uptake of GH and amend accordingly.
- Develop GH standards and specifications for mobility, production, refuelling, storage, transportation and end-use applications based on international best practice standards.

Key Enablers: (ii) Regulatory & Policy Framework

Development of regulatory measures and incentives for the import and export market production

Export Market

Domestic Market

- 1. Examples include Introduce measures for SEZs to produce and export hydrogen at a cost competitive price
- 2. Design and introduce a Guarantees of Origin system to install investor confidence in key import nodes.
- 3. etc. (more included in GH commercialisation strategy)

- 1. Example Build on existing regulatory tax incentives set out in the Income Tax Act to support the GH value chain.
- 2. Introduce a single institutional body to expedite licensing processes and facilitate the development of the GH sector.
- 3. etc. (more included in GH commercialisation strategy)

Key Enablers: (iii) Finance & Investment

Eight distinct challenges identified in SA Hydrogen ecosystem & funding landscape



Low criticality





Key Enablers: (iii) Finance & Investment

Potential sources of funding will need to be obtained from government, private finance and development finance institutions





 $\rangle \rangle
angle$

- Direct public funding: includes allocation of taxation revenue, budget surplus', borrowings
- Green/project bond financing: Effective means of encouraging development of infrastructure focused on reducing carbon emissions and provides a form of de-risking by providing long-term grant and concessionary funding to an investment
- Traditional private sources of private finance such as direct equity investments and lending

Private Finance

- **Public-private partnerships:** Combining public and private sector involvement by partnering government with key private stakeholders, including infrastructure developers, renewable energy companies, research institutions, vehicle manufacturers, and infrastructure focussed private equity funds, are key themes in this space globally.
 - Leveraging funding from developed markets: A number of larger, developed countries have committed funding to support the decarbonisation initiatives of developing countries. Taking advantage of those additional pockets of funding will support the development of larger scale projects locally, which will enhance efficiencies and ultimately reduce pricing.



- Leveraging funding from export credit agencies: often used to fund infrastructure projects (especially those in the developing world) in conjunction with, or as an alternative to, more traditional project financing. It enables project companies to obtain more flexible (and often cheaper) financing arrangements. In addition to financing, export credit financiers may also provide insurance, particularly political risk insurance that is either unobtainable or prohibitively expensive in the commercial market place, which incentivises investment by international financiers.
- Blended finance mechanisms including on-lending structures from DFIs and subordinated debt

Key Enablers: (iv) Catalytic Projects



Key Enablers: (v) Skills Development

The creation of a hydrogen economy will require a new skill sets as well as an increase in capacity of a productive workforce

Value chain	Localisation opportunity (Priority)	Skills required	Skills sourcing	Government can build local skills capacity by		
Renewable Energy generation	Hydrogen and renewable energy specialists (High)	Circular economy skills Green architecture and future cities planning skills Green engineering and tech skills Natural capital skills Sustainable agriculture skills	> Outsource > Outsource > Local, but limited > Outsource > Local, but limited > Local, but limited	 Incentivising the private sector to support local capacity as they outsource for missing and limited skills. Support educational institutions with development and funding of training programmes focused on the GH industry. Creating financial incentives for the private sector to roll out upskilling initiatives. 		
Electrolysers and Balance of Plant	PGM mining and processing (High)	Technical engineering (renewable, marine)	Local, but limited	Incentivising the private sector to support local capacity as they outsource for technical engineering expertise specific to electrolyser manufacturing		
	Recycling of used PGM products (Medium)	Circular economy skills	Local, and growing	Supporting the roll out of upskilling initiatives through funding and financial incentives to encourage quicker uptake by the private sector		
	CCM* and MEA* electrolyser component manufacture (High)	Circular economy skills Green engineering and tech skills Manufacturing and Assembly	Local, but limited Outsource Local, but limited	 Incentivising the private sector to support local capacity as they outsource for technical engineering expertise specific to CCM and MEA component manufacturing, fuel cell stack manufacturing, green 		
Beneficiated Products	Fuel cell stack and systems manufacture (Medium)	Circular economy skills Green engineering and tech skills Manufacturing and Assembly	Coutsource Local, but limited Local, but limited	 engineering, and circular economy integration. Supporting educational institutions with development and funding training programmes focused on the GH industry. 		
	Automotive manufacture (Medium)	Manufacturing and Assembly	Local, and mature			
All	Systems Integration and Operation and maintenance (High)	Circular economy skill Environmental justice skills Green career pathways Green architecture and future cities planning skills Operations management and system integration skills	Local, but limited Local, and growing Outsource Coutsource Local, and mature	 Incentivising the private sector to support local capacity as they outsource for missing and limited skills. Incentivising the private sector to roll out upskilling initiatives to develop growing skills, through funding models and financial incentives Developing ecosystem and research partnerships to diversify mature skills into other segments of the GH value chain and other industries. 		
Foundational skills South Africa has developed strong expertise in		Ancillary and support services/ Architecture and Engineering design services/ Business and Management services Construction/ Finance and Legal services/ Information and Communications Technology/ Insurance and Healthcare services Logistics and transport/ Manufacturing and Assembly/ Risk Management/ Skilled labourers/ Technical <u>engineering</u>				

* CCM (catalyst coated membrane) and MEA (membrane electrode assembly)

Introduction and Background



South Africa's opportunity and value proposition

GH Commercialisation Strategy

Competitive Supply



6 Key Enablers

7 v

GH Commercialisation Summary

The successful implementation of the commercialisation strategy will depend on the execution of the six key elements :

(1)	(2)	(3)	(4)	(5)				
PRIORITISE EXPORTS	STIMULATE DOMESTIC MARKET	SUPPORT LOCALISATION	SECURE FINANCING	POLICY AND REGULATORY				
Target exports of green hydrogen and green chemicals by leveraging on South Africa's proprietary Fischer Tropsch technology and utilising financing support mechanisms including grants, concessional debt and contract for difference to improve the financial viability of these projects	In parallel to the export strategy, develop projects to stimulate demand for green hydrogen in South Africa. Low hanging fruit opportunities to be prioritised to provide confidence in the domestic market.	Develop local industrial capability to produce fuel cells and electrolyser equipment and components by leveraging on South Africa's PGM resources. Together with demand stimulation this will drive longer term GH price reduction allowing penetration in various sectors.	"Crowd in" and secure funding from various sources and in various forms including grants, concessional debt and contract for differences.	Drive the required policy and regulatory changes required to sustain long term growth of the new hydrogen industry				
6 PROACTIVE SOCIO ECONOMIC DEVELOPMENT								
Maximise development impact (incl. skills and economic development and social inclusion).								

Ensure gender equality, BBBEE and community participation.

Maximise job creation and alternative options for potential job losses.

Conclusion : The path to achieve our Vision for 2050

VISION 2050 – A WELL ESTABLISHED NEW SUSTAINABLE GREEN HYDROGEN INDUSTRY FOR SOUTH AFRICA

- The National Hydrogen Commercialisation will build on momentum of HySA programme and the Hydrogen Society Roadmap to position South Africa as a global player in GH and green chemicals
- The development of this **new green hydrogen industry** will support South Africa's Economic
 Reconstruction and Recovery Plan
- Implementation of the action plans should ensure a just transition tackling gender equality and social inclusion, addressing the triple challenge of poverty, inequality and unemployment.
- Stronger partnerships will be built between Government, the private sector and civil society by creating an enabling environment
- Implementation should drive international partnerships while protecting national interest
- South African should be rebranded as a destination for sustainable investment incorporating Environmental, Social and Governance principles



- "Needle moving" export revenues will be generated
- Policy and regulatory changes driven by Government will be implemented
- Financial support instruments will be sourced e.g. grants, concessional debt and contract for difference
- Incentives to sustain the development of the industry will be developed
- Skills training programs and institutions will be established
- Socio economic development will take fruition, jobs will be created and the just energy transition will be well on its way
- Significant decarbonization will be achieved in South Africa and across the Globe





Thank you !

Developing Africa