



Hi-FUTURE
360° EXECUTIVE SESSIONS
FOR ASSESSING
OPPORTUNITIES ARISING
FROM THE “CLEAN
ENERGY PACKAGE” AND
THE FRENCH “PLAN
HULOT”



Service Packs
Version 2018

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New opportunities will shortly arise in the hydrogen sector from upcoming EU and national regulations



Decarbonization of key sectors

Power to hydrogen



Renewables integration into the grid

New regulation framework

- EU: Clean Energy Package with current (nearly) finalisation of:
 - RED 2
 - Mobility Package part III
- France: “Plan for hydrogen”



BUSINESS OPPORTUNITIES FOR YOUR ORGANIZATION



HINICIO helps you detect opportunities and risks for your business in a changing regulatory environment

Hinicio helps you seize new opportunities and mitigate risks in a rapidly evolving regulatory context. Thanks to our services, **you will be able to understand:**



The **regulatory context** in which your company will be operating in coming years



The potential **impacts on your business cases**



The **opportunities and threats** for your business.

Ultimately, we will **jointly construct an action plan** to help you navigate your way in this changing regulatory environment.



Getting up-to-speed on upcoming regulations with our tailor-made 360° high-level executive sessions





We mobilize our team to create tangible outputs adapted to your needs at every step of the way

Key steps	What you will get?	Means mobilized by HINICIO
Step 1 Kick-off seminar	Kick-off seminar at your premises (with your team, 10 people max.): <ul style="list-style-type: none"> • Understanding your environment, objectives, challenges and strategy on hydrogen; • High-level presentation of the Clean Energy Package and Plan Hulut, and the challenges and business opportunities. 	Half-a-day workshop at your premises.
Step 2 Analysis	Analysis of the key impacts, challenges and opportunities for your organization in terms of markets and business case. Production of an executive report.	Mobilization of 5 person-days of Hinicio's expertise, in liaison with your team.
Step 3 Final seminar	Final seminar at your premises: sharing results, business insights and recommendations for possible next steps with your team (10 people max.).	One day seminar at your premises.
HINICIO Hydrogen Hotline	"HINICIO Hydrogen hotline" available during a 1-month period to answer your specific questions.	Mobilization of 6 hours of Hinicio's expertise via emails or phone.



Tangible outputs to help you seize upcoming opportunities for your business

Best in class expertise for my organization

- **360° overview of Clean Energy Package and “Plan Hulot”** opportunities and challenges relevant to your organization provided through **top level seminars delivered by our most senior industry experts on hydrogen.**

Executive report with practicable conclusions

- **An executive report** including:
 - Presentation of the Clean Energy Package and “Plan Hulot”.
 - Identification of the key challenges and opportunities (market, business cases, etc.) relevant to your organization.
 - Operational recommendations and definition of a tangible action plan to seize opportunities and mitigate risks.

Tailor personal support

- **Tailor-made seminars** for your organization including material and handouts
- **Our senior expert** available during 1 month through our “HINICIO Hydrogen hotline”



Tariff

15.000€ excl. VAT and travel expenses*

Duration

3 weeks

Languages

English, French or Spanish

* Travel expenses for 2 consultants to travel in economy class (within Europe) and hotel + allowance for the required stay. Expenses will be reinvoyced at actual cost +3% administrative cost (after validation with customer).



ABOUT HINICIO



ANNEX

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STRATEGY
CONSULTANTS
SPECIALISED IN
SUSTAINABLE ENERGY
AND TRANSPORT

Active in Europe and
Latin America

Founded in
Brussels in 2007

TECHNOLOGY



MARKETS

POLICY

MULTIDISCIPLINARY APPROACH AND TEAM

- Engineers
- Economists
- Energy and transport policy experts
- Operating as a virtual team
- 8 nationalities
- Clients in 15 countries in Europe, Latin America and Asia

STRATEGY

- Market entry strategies
- Innovative business models
- Market analysis



INNOVATION PROJECTS

- Techno-economic feasibility studies
- Collaborative project development
- Communication and dissemination

POLICY

- Policy studies
- Impact analysis
- Workshops and training
- Monitoring



INVESTMENTS

- Investment analysis
- Investment strategy
- Fund raising
- Due diligence



HINICIO brings a 360° view on the hydrogen industry at the local, national and international level

- **HINICIO is a strategy consultancy specialized in hydrogen and fuel cells**, widely recognized as a leader in Europe in this area.
- **70+ assignments on hydrogen and fuel cells since the creation of the company in 2007**, including several landmark study at the European level.
- **Unmatched experience at every step of the value chain on all aspects:**

- Technology
- Economy
- Business Cases
- Markets
- Strategy
- Public policy and regulation
- Social acceptance, etc.

An international view and network



Countries covered by HINICIO's recent studies on hydrogen

Production	T&D et storage	Automotive	End-clients	Public sector	Investors and donors

Our team of high-profile experts have collectively accumulated several decades of experience in the hydrogen and fuel cell industry.

Wouter VANHOUDT- Director Europe

Wouter Vanhoudt is a commercial engineer with a Master in financial management from Vlerick Management School. Before joining Hinicio, Wouter worked in Abu Dhabi, UAE, as the general manager of Schröder Gulf LLC, the Middle East branch of a Belgian multinational. Before that, he launched a Belgian Startup into the Chinese market and worked in Belgium in technical consultancy. Since 2014, he leads Hinicio's activities in Europe where he took a leading role in a.o. the CertifHy project (reaching EU wide consensus on a definition of green Hydrogen) and the PtH Early Business Case Study for FCH-JU. He acts as a key account for the European Institutions and quality assurance for Hinicio's European projects for private industry.



Jean-Christophe LANOIX- Director of Projects:

Electrical engineer from SUPELEC and holds a MSc. Sustainable Process Management from Heriot-Watt University in Edinburg (UK). A senior expert in hydrogen and fuel cells, Jean-Christophe has worked for a wide array of clients in the sector including utilities, gas companies, chemical companies, auto-makers and suppliers, technology manufacturers, startup companies, VCs and policy makers at regional, national, European and international level. He is a regular speaker at international events on hydrogen and fuel cells.



Louis-Philippe LAMMERTYN-Manager China/BeNeLux

Louis brings five years of international strategy consulting experience at Roland Berger where he managed projects with a focus on market assessments, growth strategies and restructuring cases (cross industry). During that period he also worked on sustainable mobility, sustainability reporting and CSR topics. In the past he worked at Electrawinds to support them in building business cases for wind, solar and biofuel projects. During his studies as a Commercial Engineer at KULeuven he went on exchange to UDEM in Mexico and did a partial MBA at Peking University in China. He lead the Hinicio office in Bogota and managed all hydrogen related projects in LATAM. He speaks Dutch, English, Spanish and French



Frederic BARTH-Hydrogen Senior Technical Advisor Hydrogen:

Frédéric holds an engineering Master's from Mines ParisTech. Frédéric joined HINICIO in 2014. Frédéric has 24 years of experience working for industrial gas company Air Liquide, covering the entire gas supply chain, with a special focus on hydrogen, including its energy and transport applications, as Air Liquide International Senior Expert. His responsibilities covered industrial operations, technology development, technology testing and validation, standards, pre-normative research, management of regulatory aspects and demonstration / dissemination of hydrogen energy technologies. He actively contributed to developing the role of hydrogen as an energy carrier, as a leading actor for the establishment of global standards and policy frameworks. He chaired in particular the EIGA (European Industrial Gases Association) group on Hydrogen Energy and was a leading contributor to the development of international standards for hydrogen energy, mostly within ISO TC 197, in particular with regards to hydrogen storage, for on-board, transportable, and stationary applications.





YOUR KNOWLEDGE
PARTNERS FOR
SUSTAINABLE ENERGY
PROJECTS AND
STRATEGIES

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Annex



The Clean Energy
Package and the "Plan
Hulot"



“In order to ensure that the expected increase in demand of electricity in the transport sector .., the EC shall develop a framework on additionality in the transport sector”



“Renewable liquid and gaseous transport fuels of non-biological origin shall also be taken into account when these are used as intermediate product for the production of conventional fuels.”



“Member states must issue GOs on request for any energy.”



New large trucks will have to reduce emissions on average by 15% in 2025 and at least 30% in 2030 compared to 2019.



“Renewable liquid and gaseous transport fuels on non-biological origin include E-fuels made from renewable electrolytic H₂ and waste CO₂.”



The contribution of renewable electricity shall be considered to be 4 times its energy content when supplied to road vehicles.



The “Plan Hultot” creates opportunities for hydrogen technologies and applications in France



Deploy 5,000 light duty commercial vehicles, 200 heavy duty vehicles and construction of 100 HRS by 2023



Promoting hydrogen for grid flexibility, with an initial focus on insular environments



Reimbursable loans for HRS and FCEV in professional fleets and public transport



Roll out a guarantee of origin system for hydrogen by 2020



10 % decarbonized hydrogen for industry by 2023, and 20-40% by 2028



A support for the deployment of electrolyzers (less than 20 EUR / t CO₂)