

- **Where to develop Power-to-X projects** in the fast-growing hydrogen economy?
- **How do I optimize my hydrogen project** while ensuring its products' eligibility in target markets?
- **Who are my potential offtakers** and suiting funding opportunities?

**WE HELP DEVELOP YOUR  
POWER-TO-X PROJECT EFFICIENTLY**

In any project development process, the key question is to analyse costs/revenues to ensure project bankability. In hydrogen projects this is much more complex than in renewable projects, as **depending on the market you are targeting, you will have access to different fundings, regulations, site potential, competitors, and offtakers.**

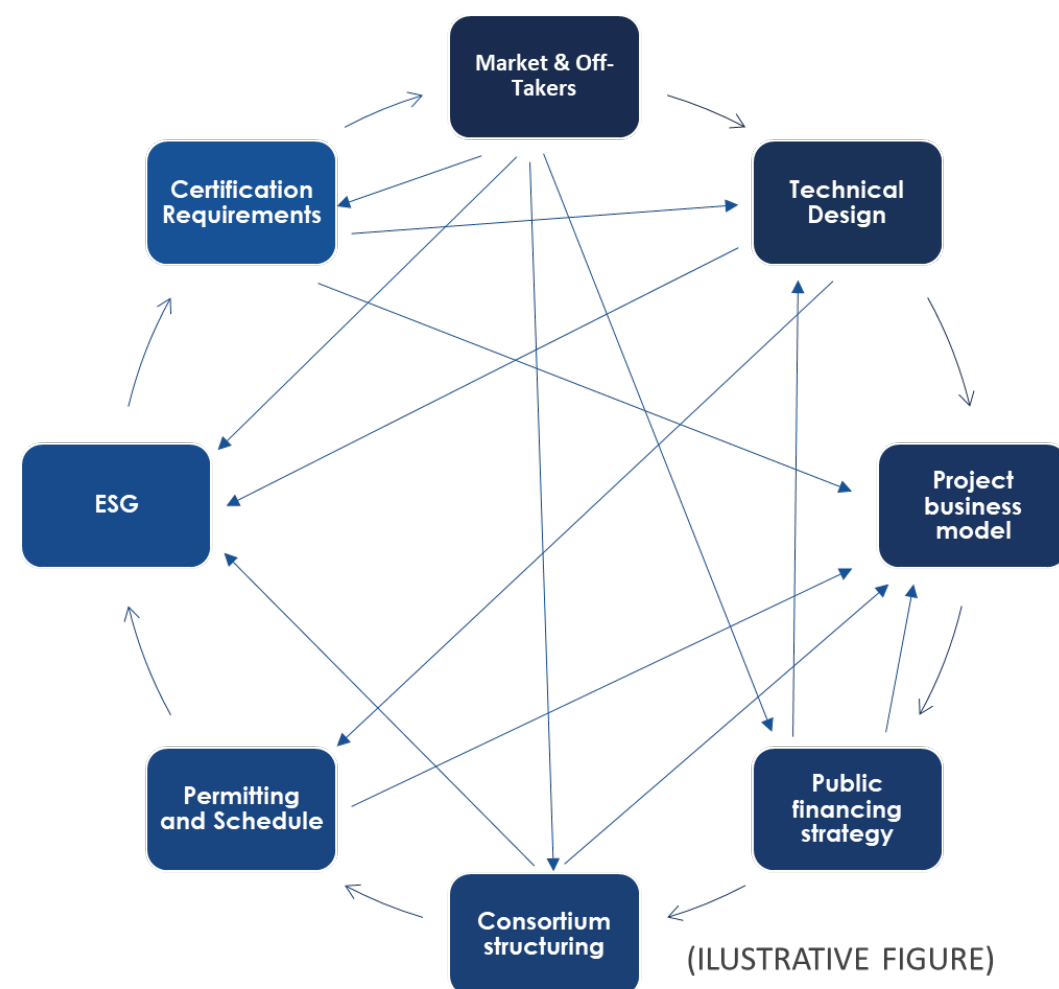
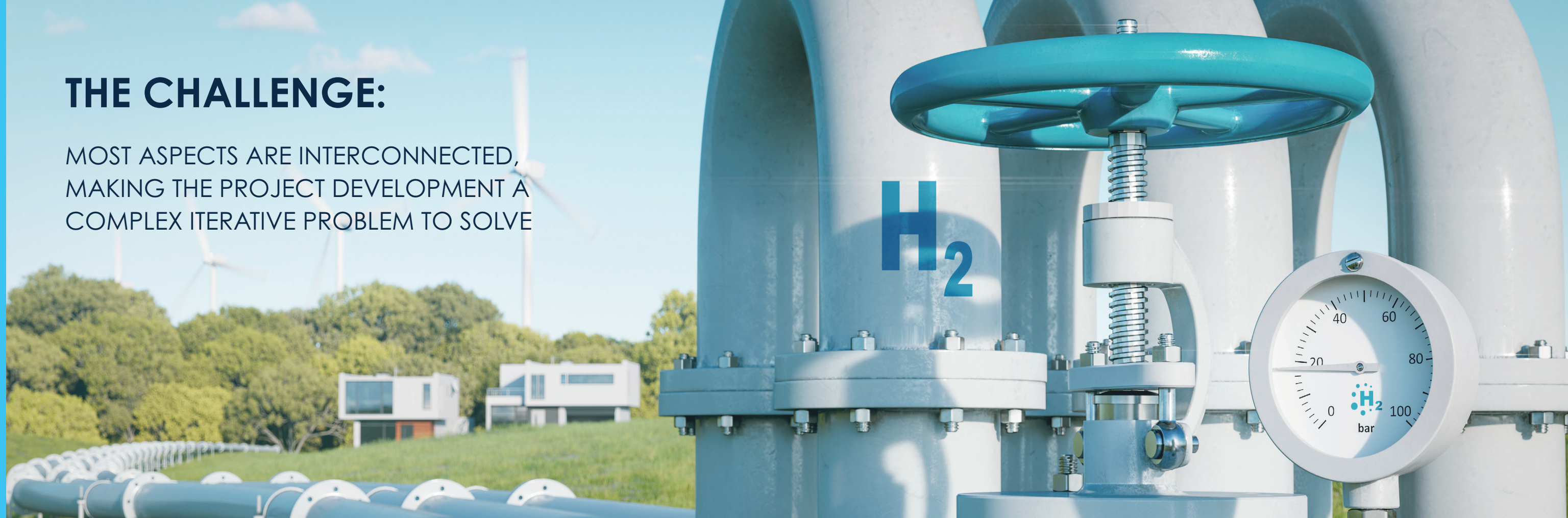
The classic engineering approach will be limited to minimizing costs and will not account for market changes.

**But how?**



# THE CHALLENGE:

MOST ASPECTS ARE INTERCONNECTED,  
MAKING THE PROJECT DEVELOPMENT A  
COMPLEX ITERATIVE PROBLEM TO SOLVE



## WE STRIVE TO BRING STRONG IMPACT ON HYDROGEN PROJECTS

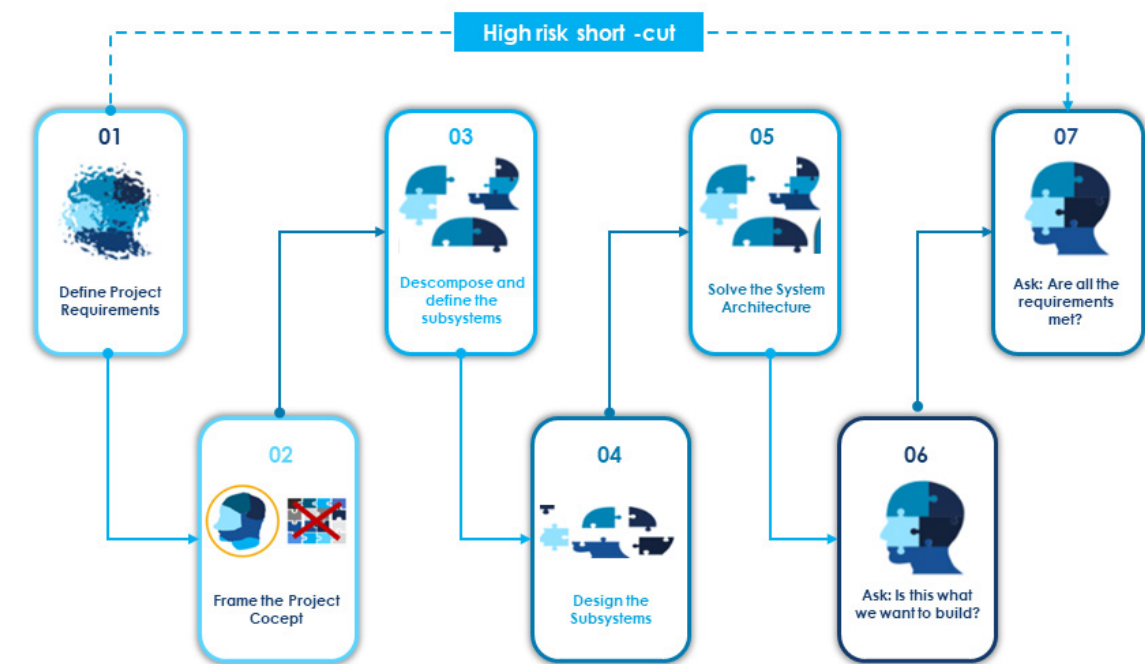
To understand the full picture of your project, Hincio works with a holistic approach that optimizes each component, including interactions with the ecosystem. **By implementing a PDA approach you will de-risk your project in early stages to avoid late iterations that will incur in costly rework and missed opportunities.**





## Non-exhaustive List of Questions to be solved through a Project Development Assistance (PDA)

- What market (geography/sector) to focus for maximum profitability? Who are the off-takers?
- Is the project aligned with the certification requirements?
- What's the total investment and operational cost?
- What are the public funding opportunities? Is the project eligible?
- What are the constraints tied to public funding?
- Is the System Architecture optimized?
- What technology are part of the optimal solution?
- What's the phasing strategy?
- What's the project IRR?
- What's the contracting strategy?
- What are the regulatory and permitting barriers?
- Is the project aligned with International ESG criteria?
- What are the risks and the mitigation plan?



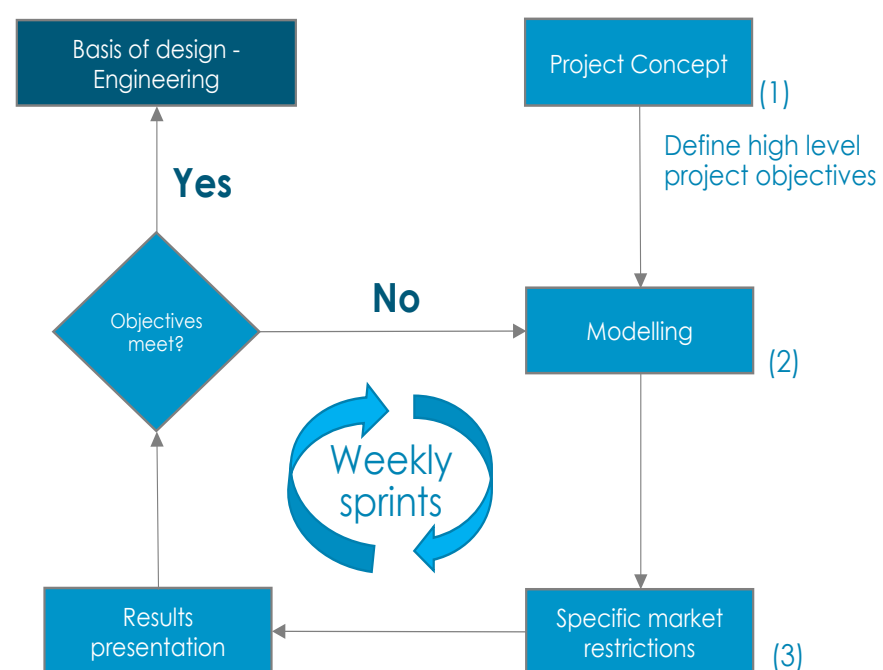


# OUR SERVICE PROPOSAL

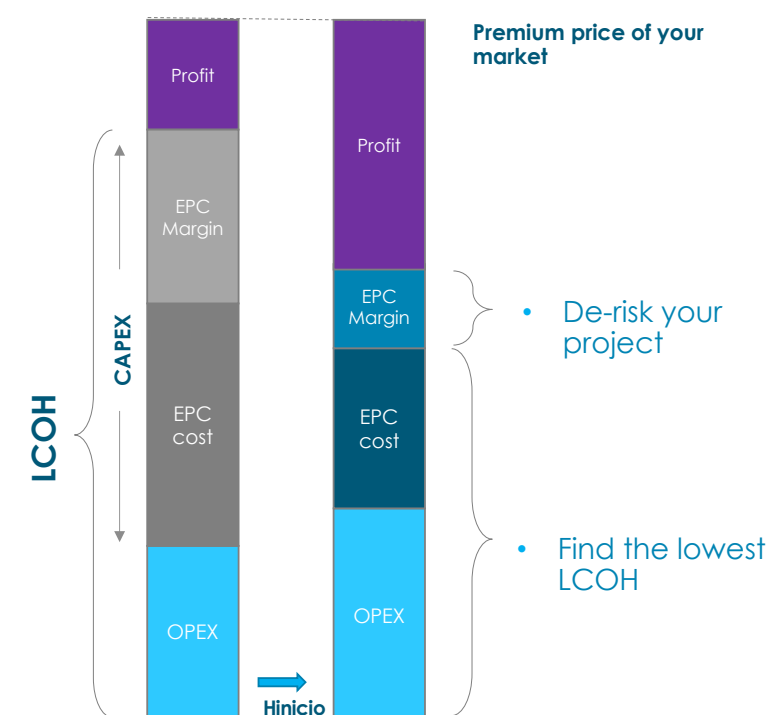
Our PDA 360° service follows an **holistic approach**, maturing your project across different workstreams and de-risking your investment decision.

## WE IDENTIFY AND OPTIMIZE YOUR BUSINESS CASE

We will iterate until find the best project architecture with a holistic and agile methodology



## WORKING WITH HINICIO WILL PUT ON TRACK YOUR PROJECT DEVELOPMENT







# Hinicio



Map the stakeholders and understand their needs:



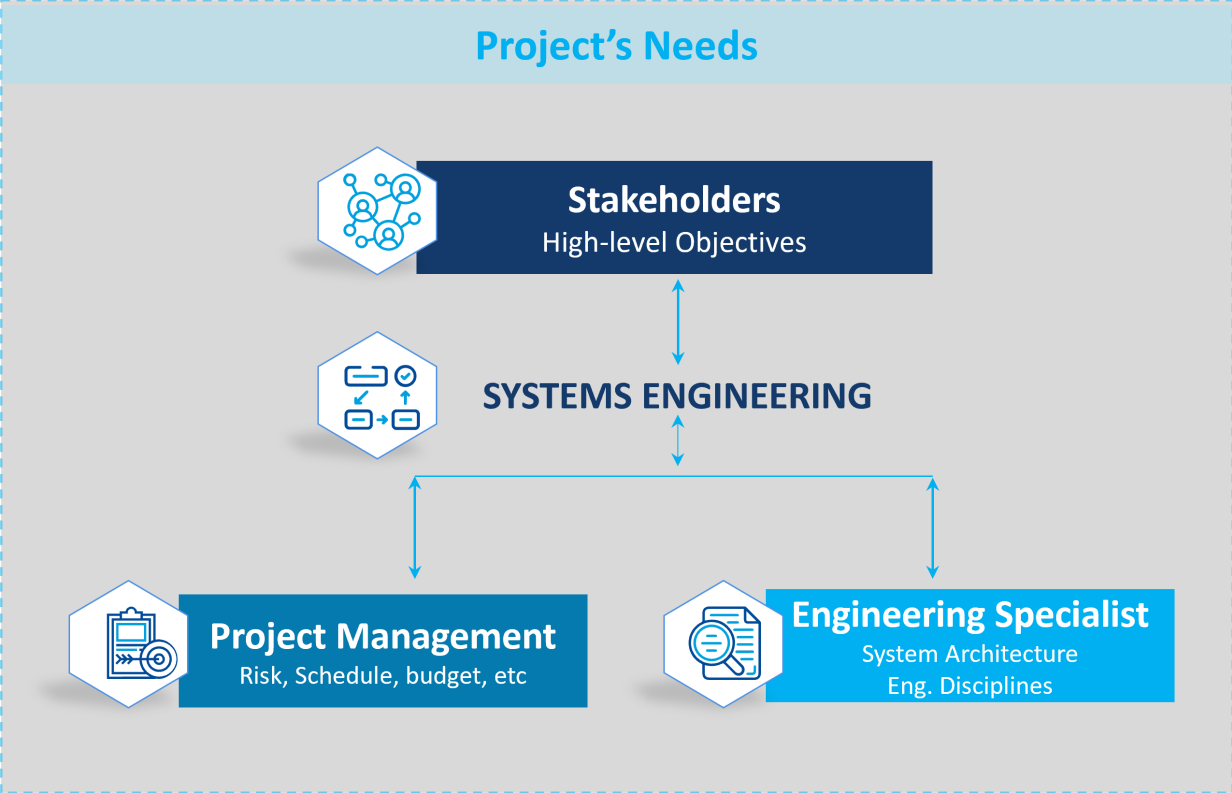
Transform the needs, into design criteria



Envision the decision timeline



Solve the puzzle: Project Architecture

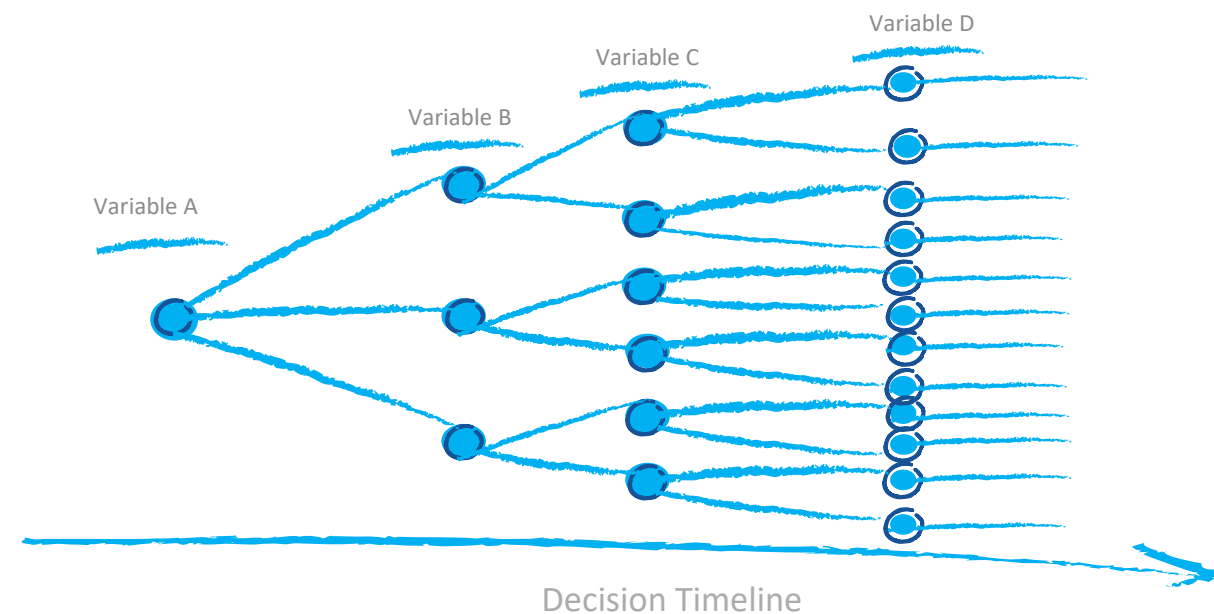




# OUR APPROACH

SYSTEMS ENGINEERING CAN FILL  
THE GAPS THAT A TRADITIONAL  
APPROACH IS NOT CAPABLE OF

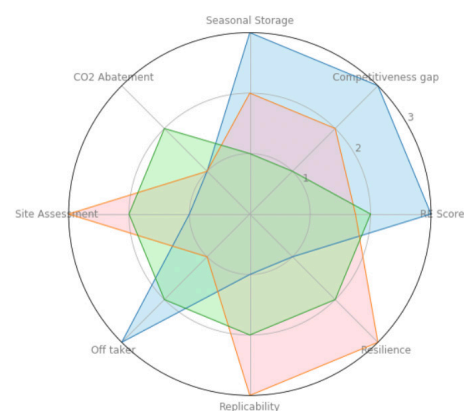
Is the design aligned with the Project's objective?  
Does the design respect the stakeholders  
requirements?



## HOW WE DO IT

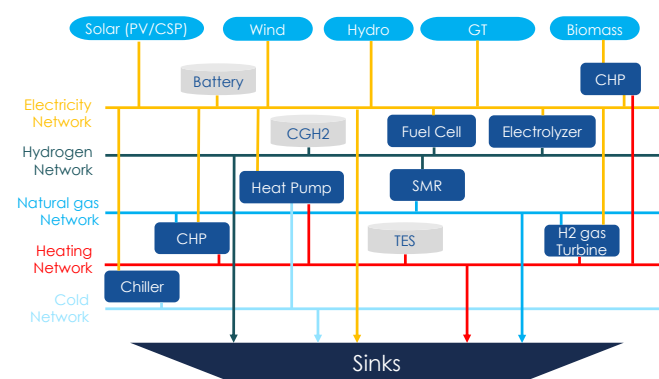
- Process start from general high-level objectives.
- Then we define concepts that will meet this objectives and narrow it down to 1 preliminary concept.
- Often system is complex enough that needs to be broken down to its components.
- Once we reach sub-components which are simple enough to apply engineering, we start the designing process (optimization).
- With SE we ensure each components does what it's suppose to do and then we integrate them within a complex system and iterate to meet requirements.





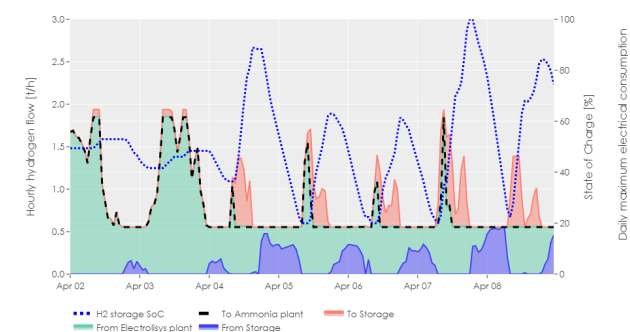
## Concept Screening

- What are my opportunities and offakers?
- What are the red-flags of my project?



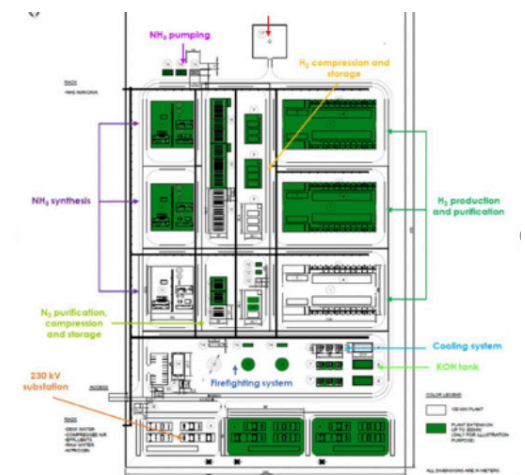
## Prefeasibility

- What is the optimum configuration?
- What is the best business case of my project?



## Feasibility

- What is the TIC Class IV estimate ft?
- What is the required equipment list?

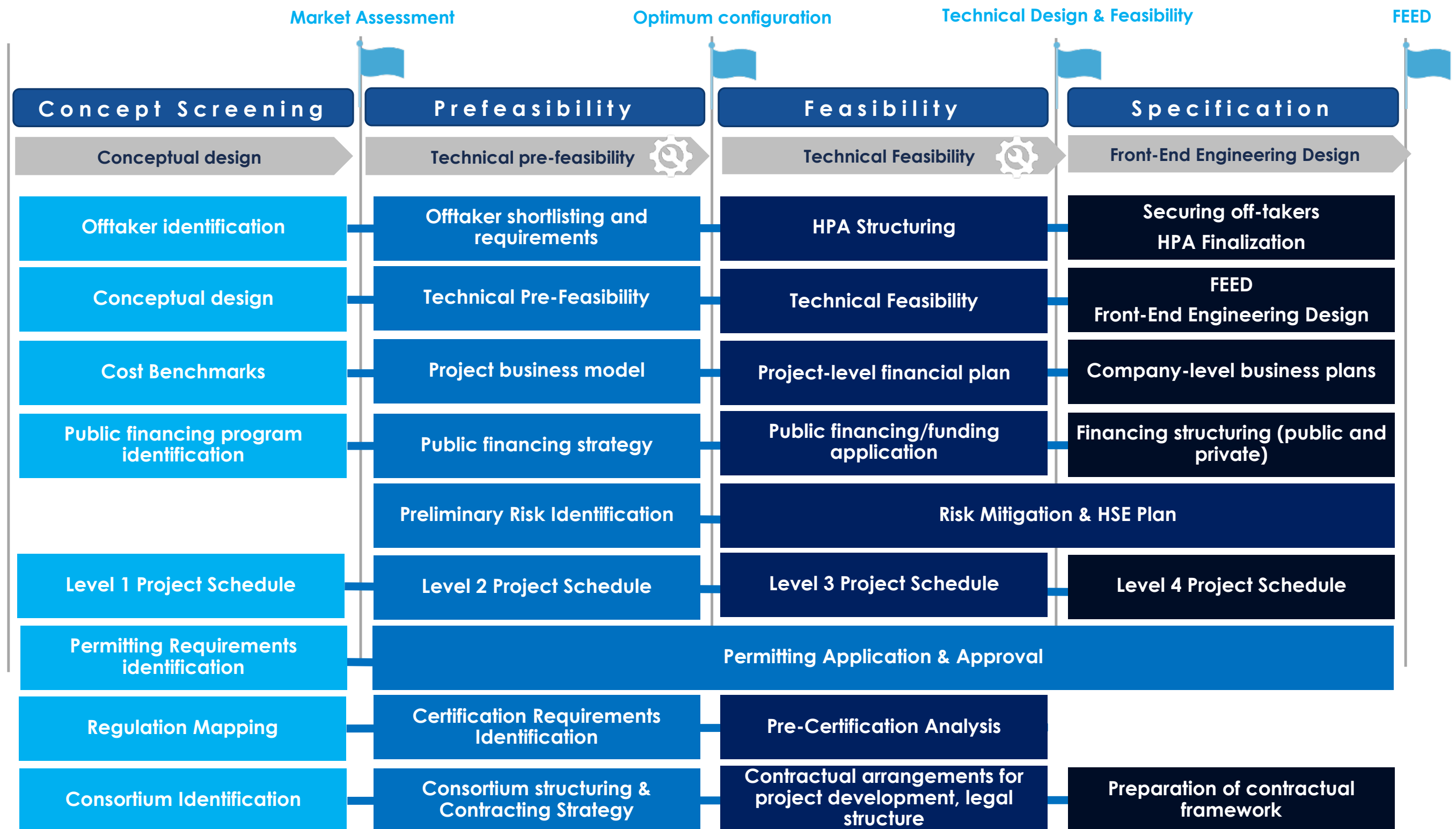


## Specification

- What is the TIC Class III estimate?
- What is the optimal contracting strategy?



# PDA SERVICES LIST

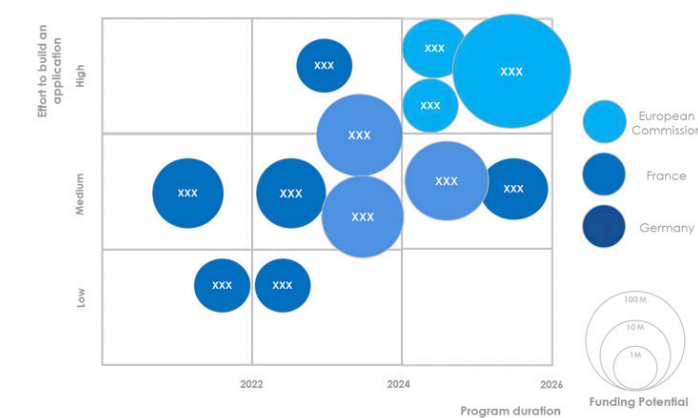




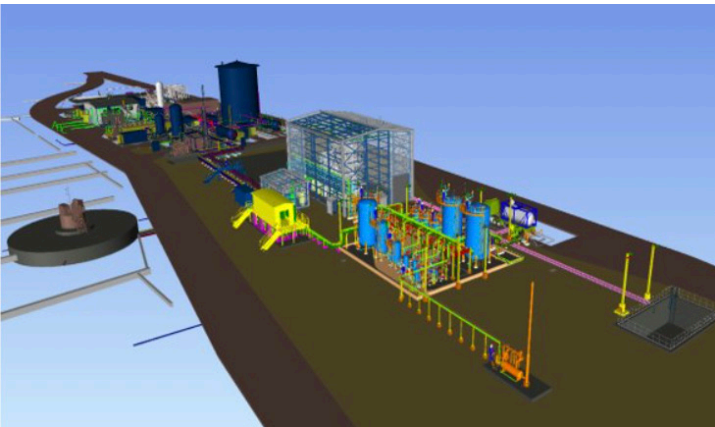
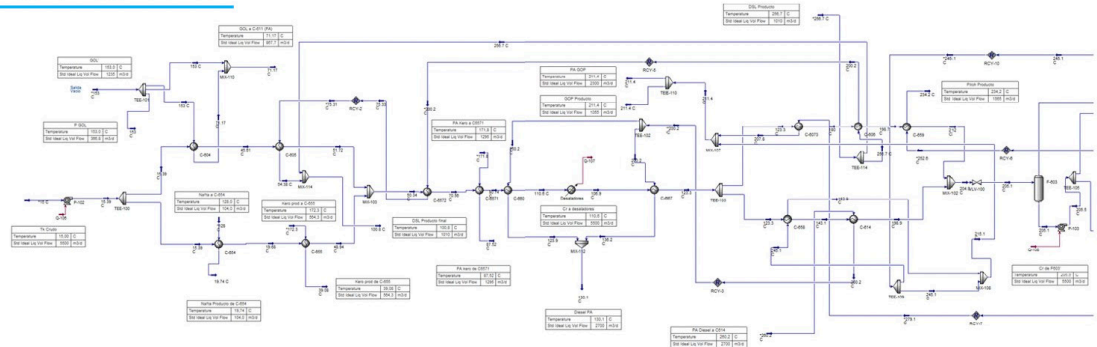
SOME EXAMPLES OF OUR DELIVERABLES

# WHAT COULD YOU EXPECT FROM US

Mapping of most relevant open funding programs



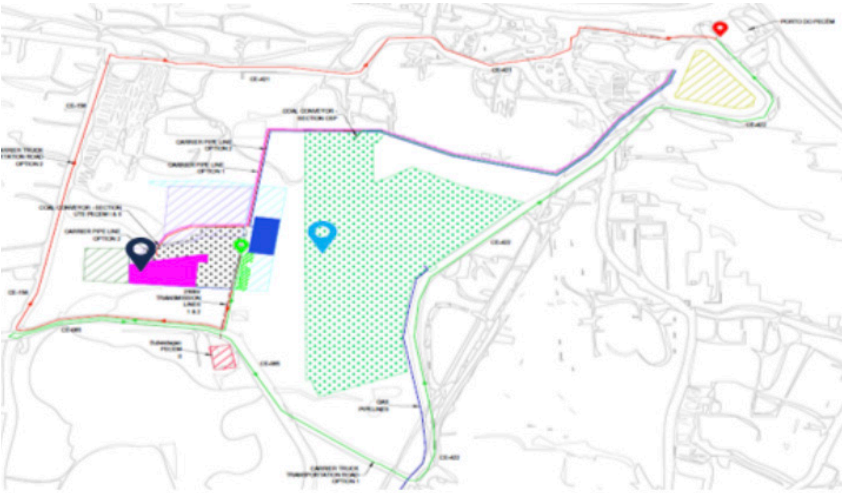
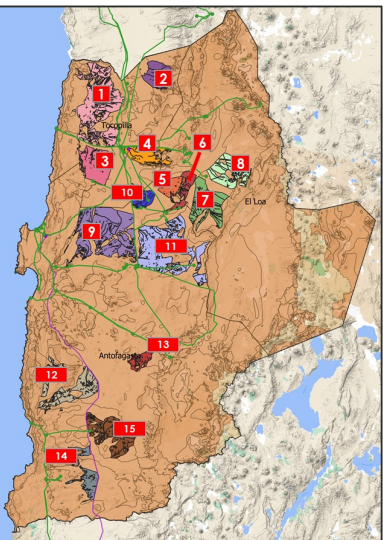
Heat & Mass Balance



Infrastructure



Ranking & Selection







## WHY TO WORK WITH US

Our unparalleled PDA 360° service matures your project across diverse workstreams, securing a seamless transition **from high-level objectives to preliminary concept development, down to detailed designing with meticulous Systems Engineering.**

## WHO WE ARE



Hinicio is a premier strategy and technical consulting firm specialized in energy transition, sustainable mobility and industry. Recognized as a global leader in hydrogen and derivatives, we serve clients across Europe and the Americas.

**600+**  
PROJECTS

**30+**  
COUNTRIES

A PIONEERING VISION WITH A GLOBAL REACH

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"Understanding your project from every angle is not just our philosophy, it's our promise."