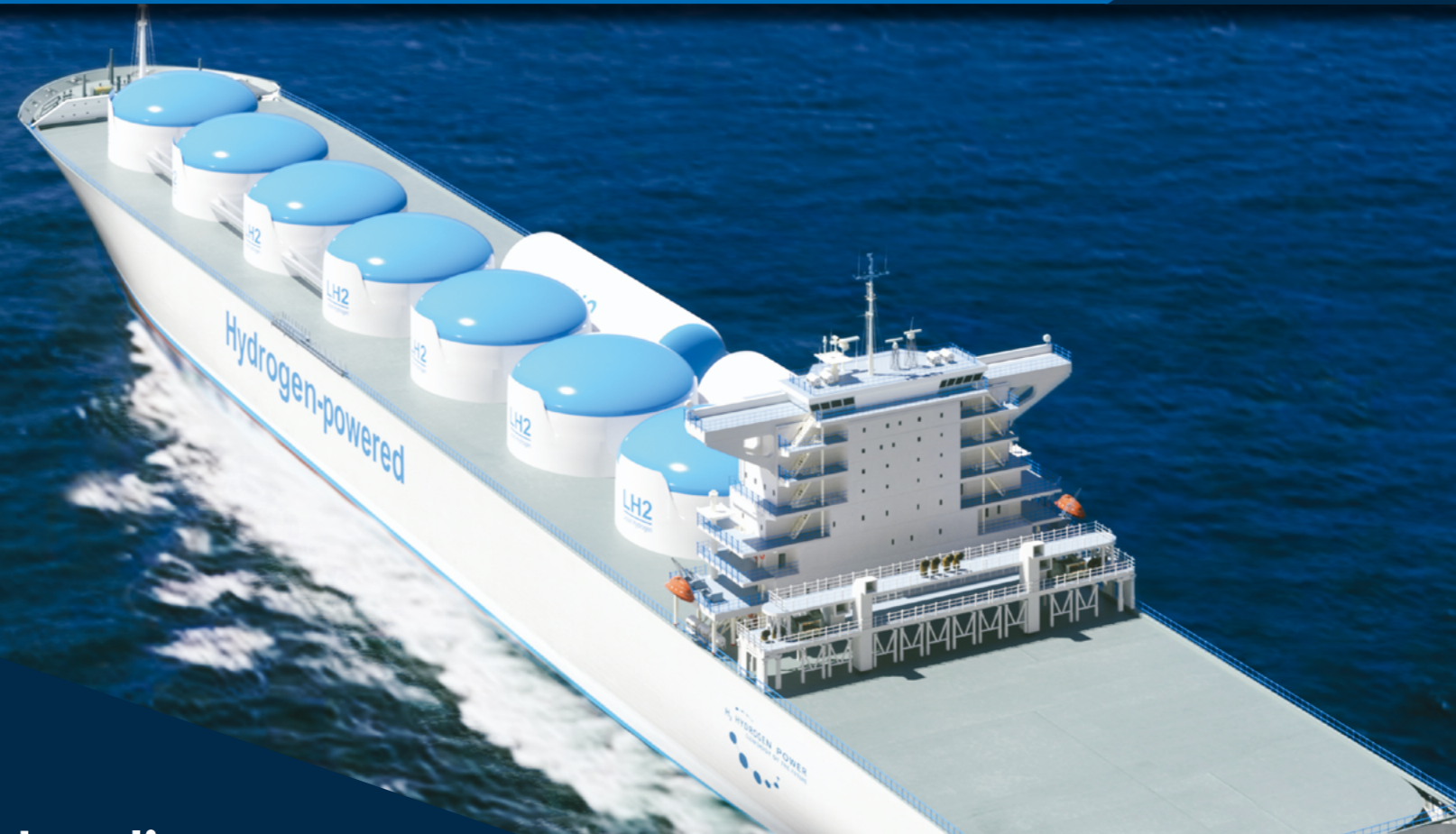


Why care about regulation and certification in early project development stages?

HINICIO | REGULATION & CERTIFICATION SERVICES



Are you aiming at understanding the regulation of target markets and to ensure your product's eligibility and thus its off-take?

WE HELP YOU TO UNDERSTAND TARGET MARKETS' REGULATION AND MAKE IT PART OF YOUR PROJECT'S DESIGN AND BUSINESS CASE OPTIMIZATION

Every project will rely on certification to capture the premium value of its product

- Non-certified low/zero-carbon products may face difficulties to find off-takers willing to pay premium-prices
- The target market's regulation and certification requirements should be integrated early in a plant's design to avoid future regulation compliance issues.

THE CHALLENGE:

WHICH REGULATION AND CERTIFICATION DO I NEED TO CONSIDER FOR MY PROJECT?



Regulation (in force or proposed)	Driver for certification
RED II and RED III	Compliance with RFNBO targets and product eligibility criteria in transport and industry
Taxonomy	Compliance w/ GHG intensity limit for access to green finance
ReFuelEU Aviation	Compliance w/ obligations on RES & share of RFNBOs
FuelEU Maritime	Compliance w/ fuel mix GHG intensity reduction obligations
EU ETS extension to Maritime	Inclusion of maritime shipping fuels (emissions) under EU ETS
EU ETS – CBAM	Compliance with products' emission intensity thresholds defined by CBAM (includes ammonia and fertilizers, among others)

A molecule, e.g. renewable Ammonia (NH3), has different potential premium target markets, depending on its end use and final application, among others:

- As industrial feedstock, driven by RED III
- As maritime fuel, driven by EU Fuel maritime Directive

Hinicio

HINICIO supports you to:



Deeply understand the regulatory requirements of your product's target markets



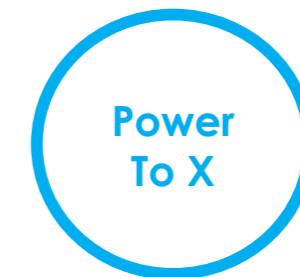
Ensure compliance of your plant with the defined target market's regulation and product by



Optimizing the techno-economics of your project while achieving compliance with regulation



Decarbonization of key sectors



Power To X



Grid integration of renewable energy

Regulatory framework and requirements
REDII, FuelEU maritime, ReFuelEU Aviation,
EU Taxonomy, CBAM, ..., ...

Techno-economic optimization of your PtX plant design considering specific regulation criteria

PROPOSAL



We adopt a 3-step methodology to secure off-takers willingness to pay for your premium products when developing export projects to foreign markets



1. Understand the different potential offtake markets in EU and other import geographies (Japan, South Korea, Singapore) and their product eligibility criteria



2. Ensure that specifications of Power-to-X plant design, input sourcing and output distribution meets eligibility criteria, before going into detailed engineering

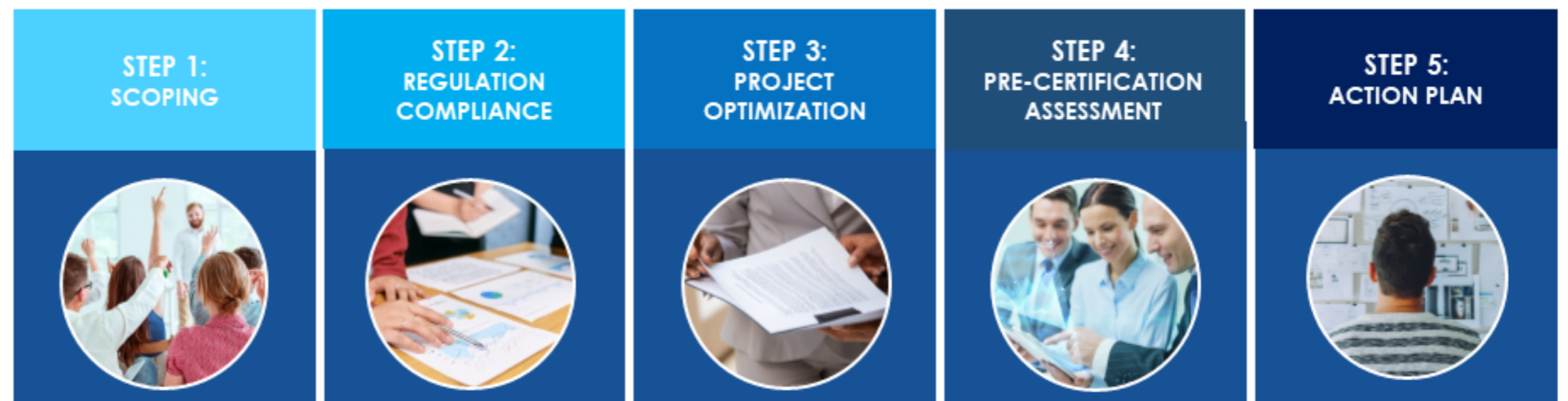


3. Elaborate Certification Strategy and conduct a Pre-Certification Assessment offered by HINICIO in collaboration with validated Certification Schemes and Auditors



Project optimization and Pre-Certification

Hinicio has developed a **five-step methodology** to comprehensively improve regulatory compliance and certification for PtX project developers

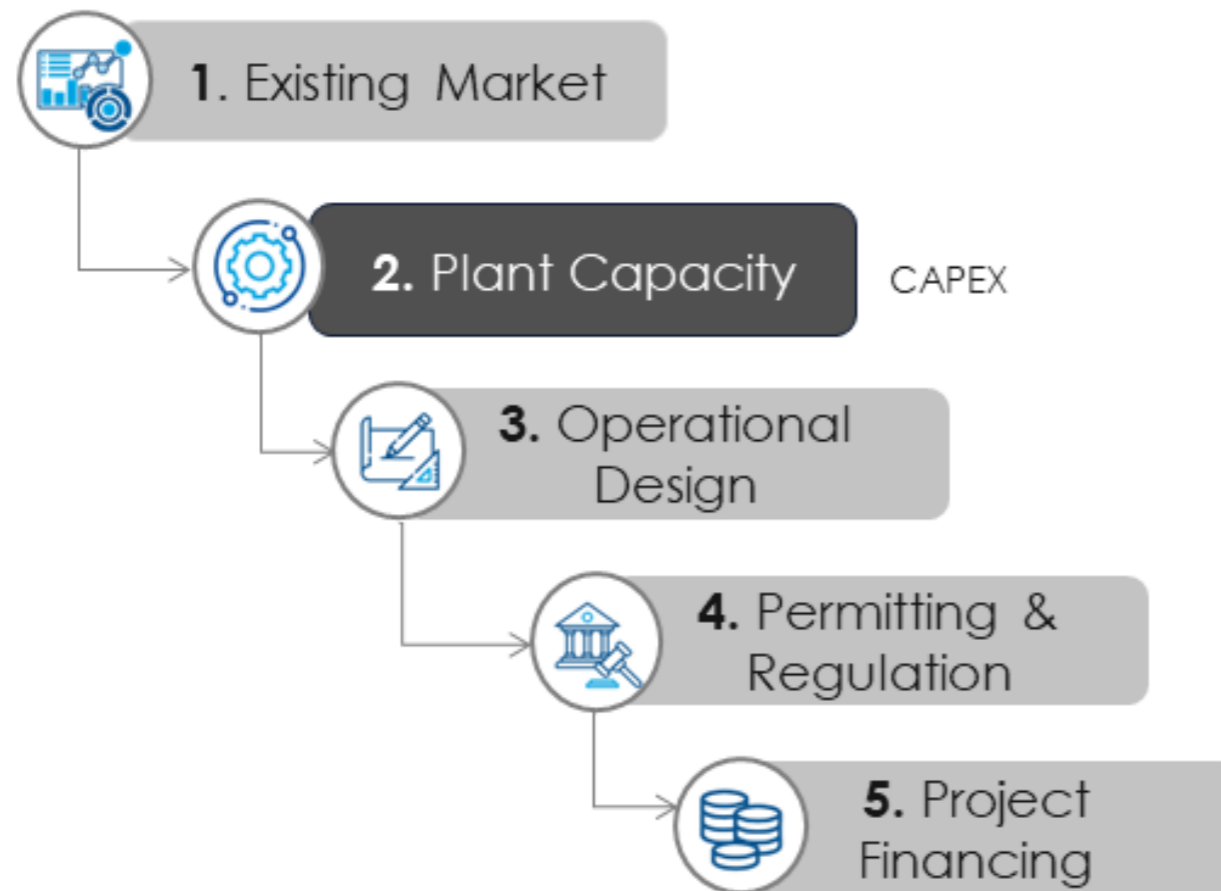


POWER-TO-X PROJECTS ARE DRIVEN BY POLICY & REGULATION

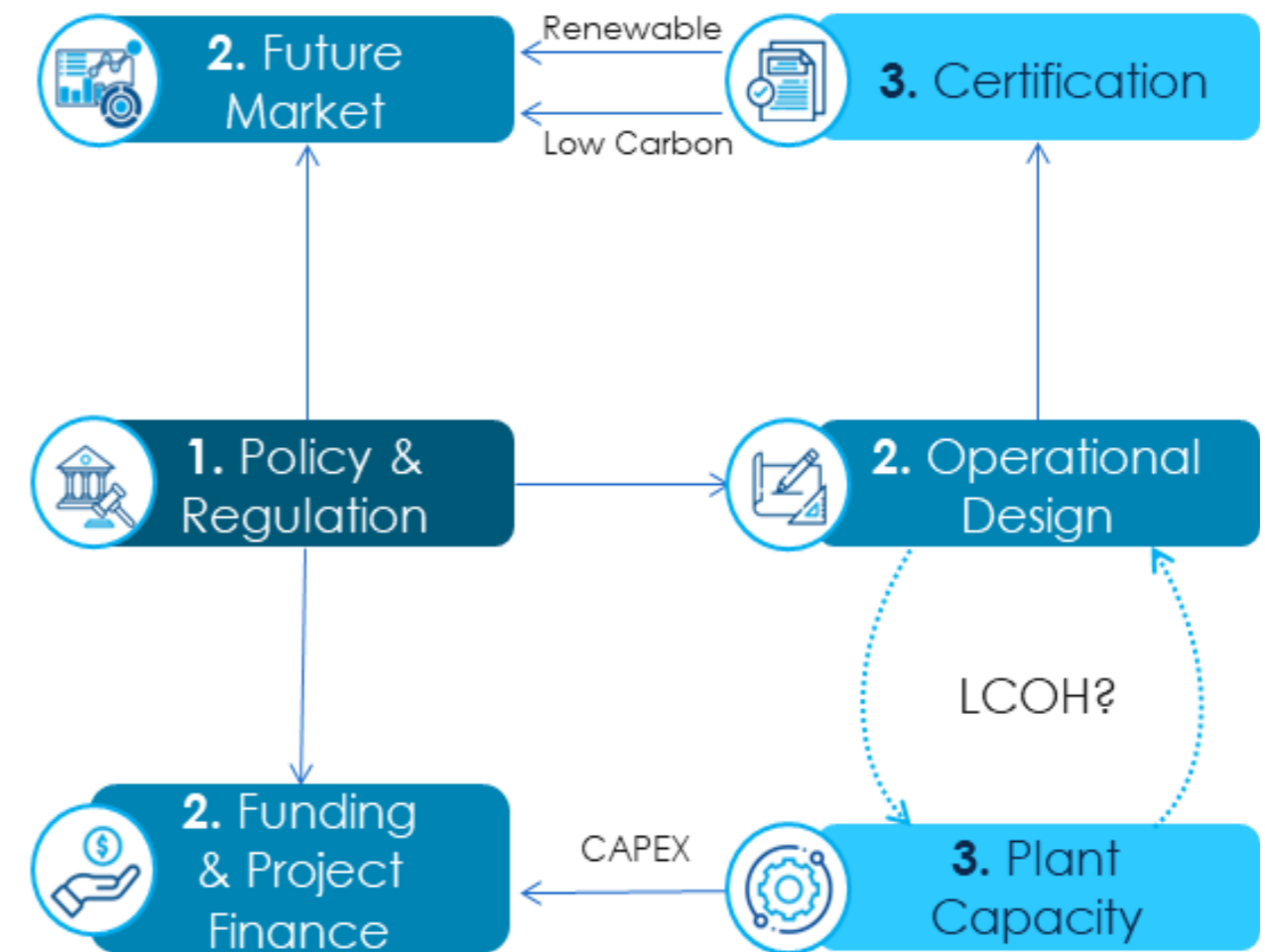
Hinicio leads project development by strategically understanding policy and regulation, and making certification part of market positioning, operational design, and financial performance.



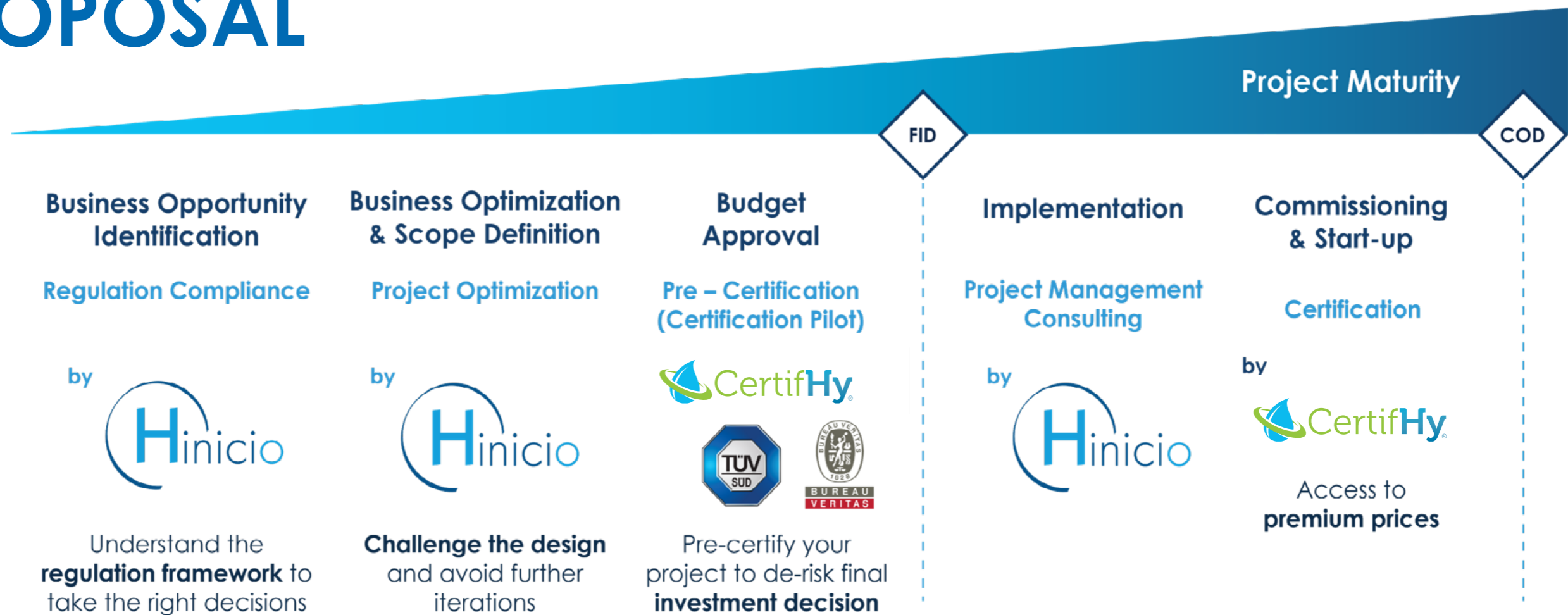
Business As Usual: Capital Driven, Few Unknown, Incremental Approach



Power to X: Policy Driven, Several Unknown, Iterative Approach



PROPOSAL



We assist our clients in answering questions such as:

- Which Market will you serve?
- What are the sustainability criteria the selected market defines?
- How do sustainability criteria and regulation affect your project design?
- Do you have the right (biomass/biogas/RE PPA/CO2) feedstock available?
- What's your scale-up strategy?
- Have you optimized the system operation?
- Is technology of different vendors interchangeable?

HINICIO'S PROJECT DEVELOPMENT ASSISTANCE APPROACH IS USED WORLDWIDE IN POWER-TO-X

+700 studies and projects in more than 35 countries



OUR REACH

-  Hinicio's offices
-  Vulcain's offices
-  Projects and Studies

OUR SUPPORT IN PUBLIC POLICIES



We also advise policy makers and multilateral entities in H2 regulation and certification issues

Hinicio supports Project Developers and Governments in designing their own, best fitting certification strategy

Regulation development

- Support in drafting decrees and other regulatory instruments related to H2
- Advise on H regulation and legislation
- Analysis of regulatory impacts on Power-to-X projects

Certification system development

- Design, development and governance of a scheme:
 - ✓ Support of Governmental Entities and Technical Working Groups by trainings on Certification
 - ✓ Establishment of strategic Dialogues between policy makers and – Scheme Owners
 - ✓ Design of key features considering different production pathways and product attributes



We support several actors building their own certification schemes



Hinicio collaborated within the first green hydrogen certification in Latin America

White Martins produz primeiro hidrogênio verde certificado da América do Sul em Pernambuco

White Martins conclui certificação de hidrogênio verde em Pernambuco

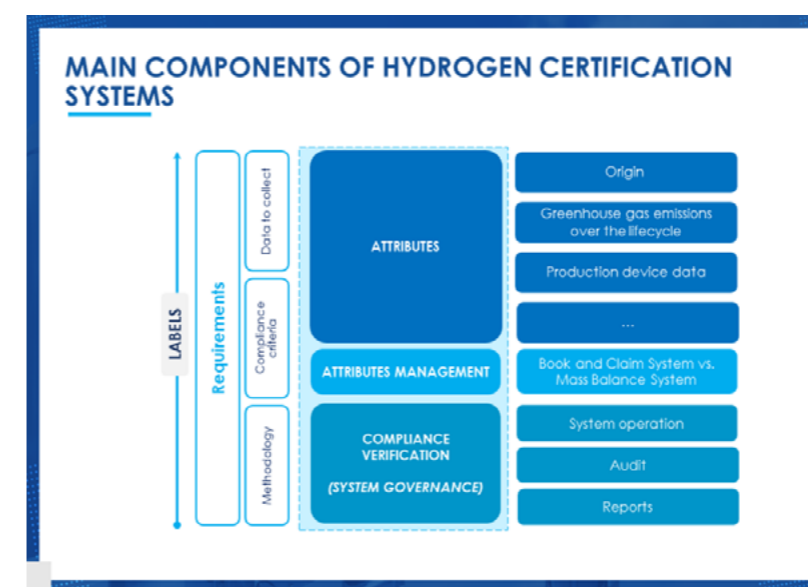
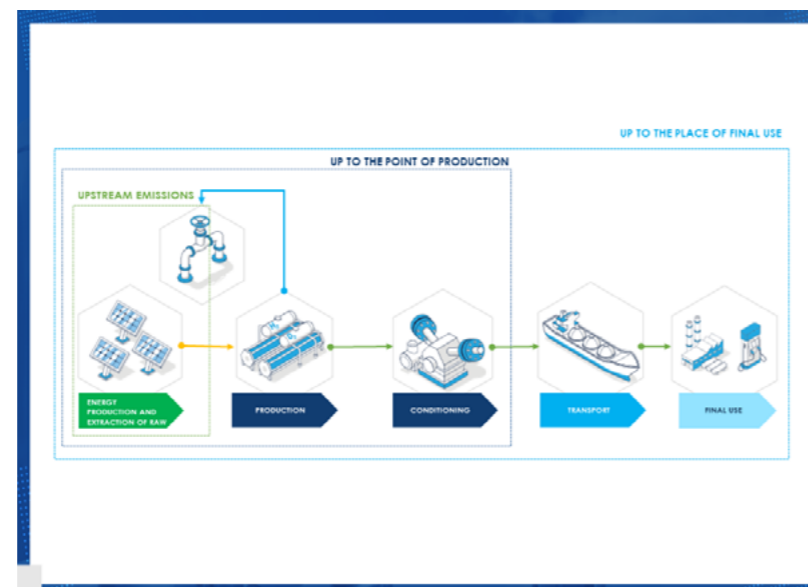
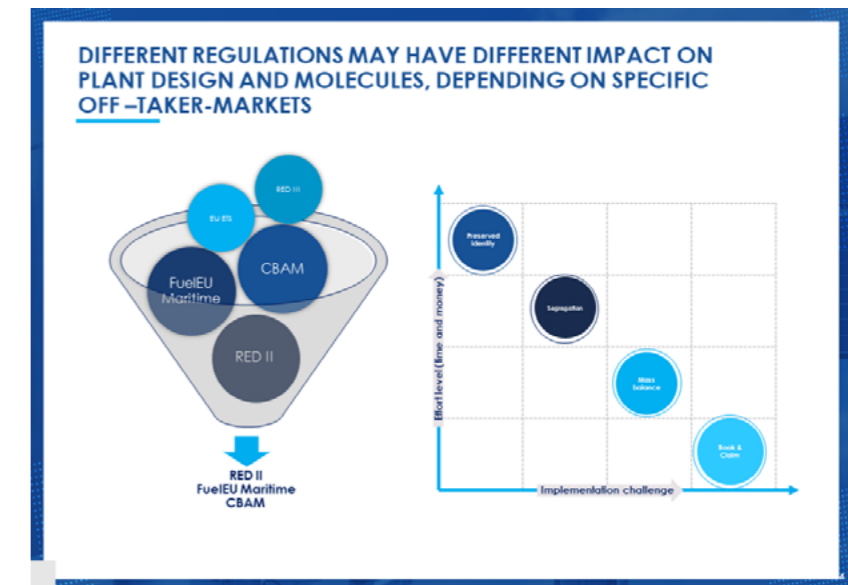
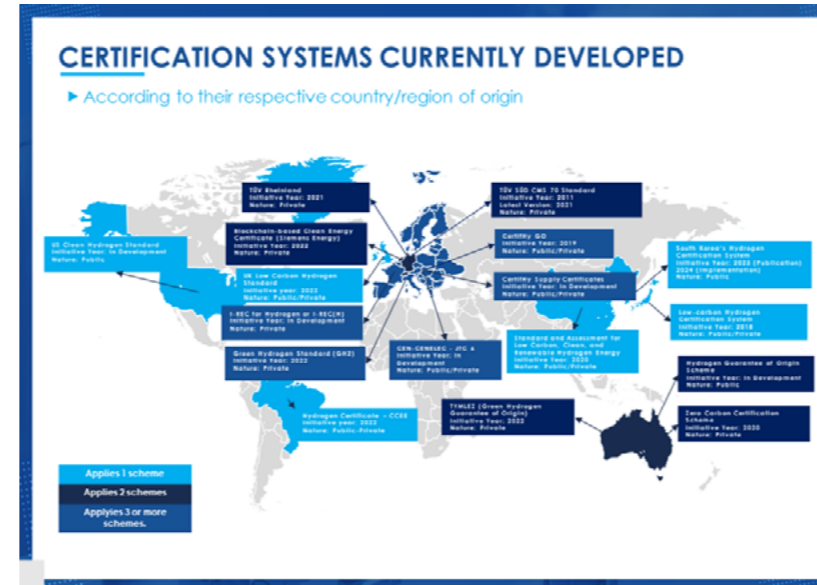
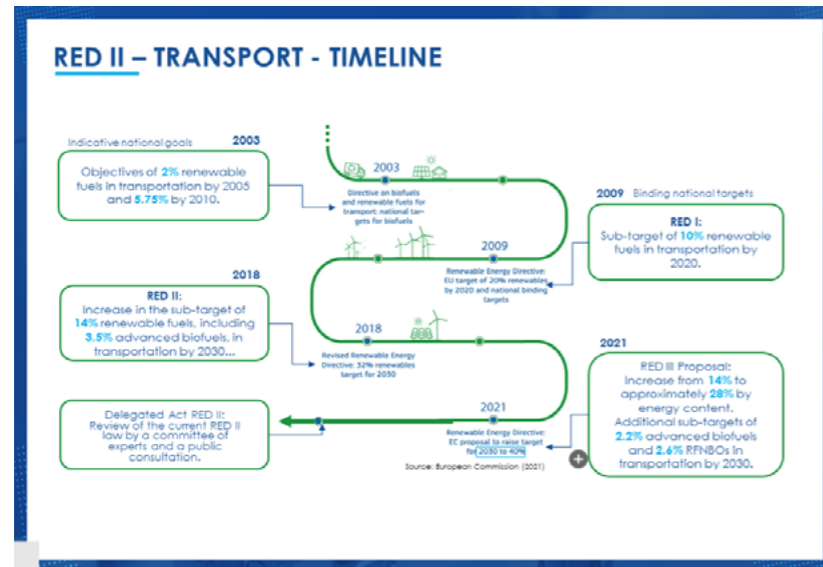
Empresa vai fornecer 156 toneladas de hidrogênio verde por ano para o mercado estadual; eletrólise utilizará energia solar

HINICIO
8.597 seguidores
4 dias

At Hinicio, we are happy to have assisted **White Martins** throughout their **#hydrogen** life cycle determination by developing the Carbon Footprint Study according to ISO 14067. We applaud their **#dedication** to **#sustainability** and their contributions to a more environmentally-friendly future, and we are excited to see the positive impact of this achievement in the **#decarbonization** **#strategies** for the region.

SOME EXAMPLES OF OUR DELIVERABLES

WHAT COULD YOU EXPECT FROM US





WHY TO WORK WITH US

With over **700 projects in 35 countries**, our expert team advises **governments, companies, and international organizations across Europe, Asia, Africa, the Middle East, and the Americas** on corporate strategies, public policies, investment decisions, and executing studies and projects of high technological and economic complexity.

Hinicio WHO WE ARE

Hinicio is a leading technical and strategic consultancy specializing in hydrogen and its derivatives, sustainable mobility, and industry decarbonization.

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 www.hinicio.com

 [HinicioSA](https://twitter.com/HinicioSA)

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