



- **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**

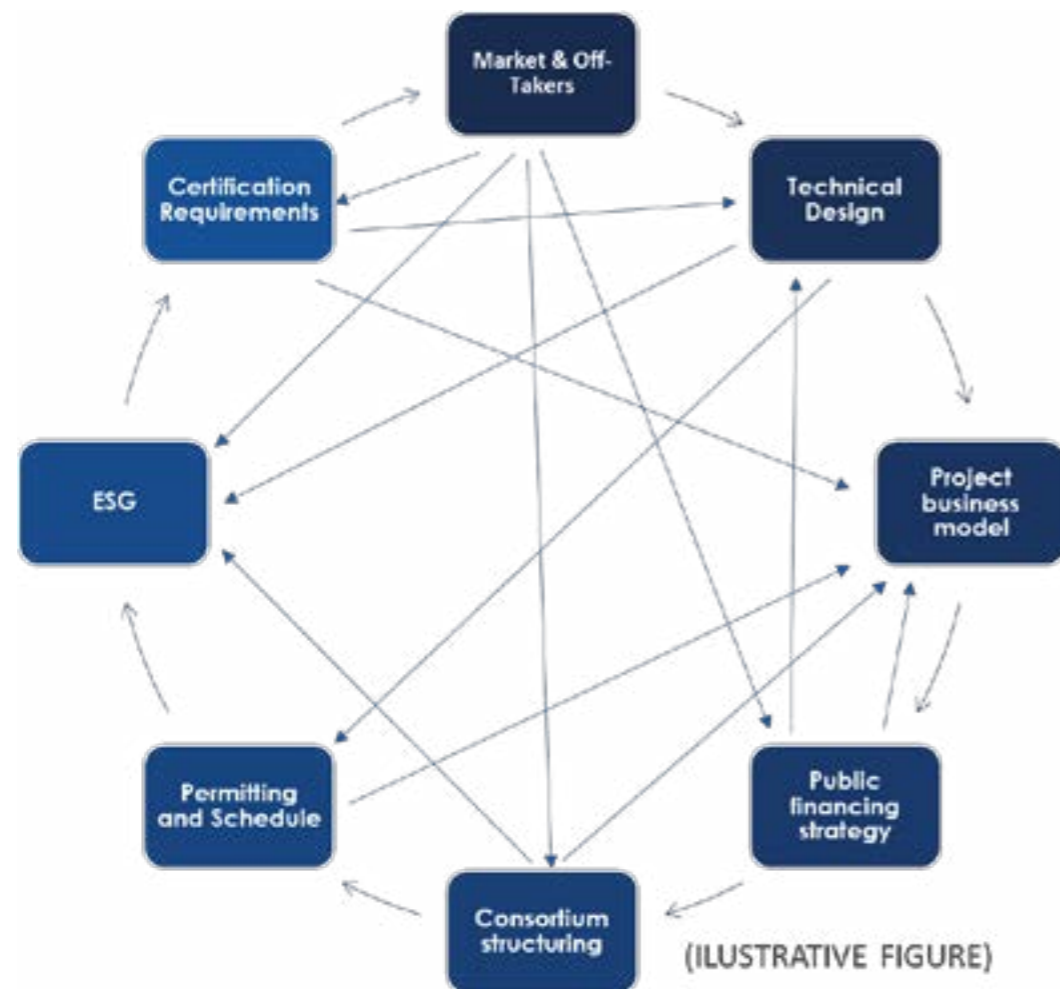
In any project development process, the key question is to analyse costs/revenues to ensure project bankability. In hydrogen projects this is much more complex than in renewable projects, as **depending on the market you are targeting, you will have access to different fundings, regulations, site potential,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



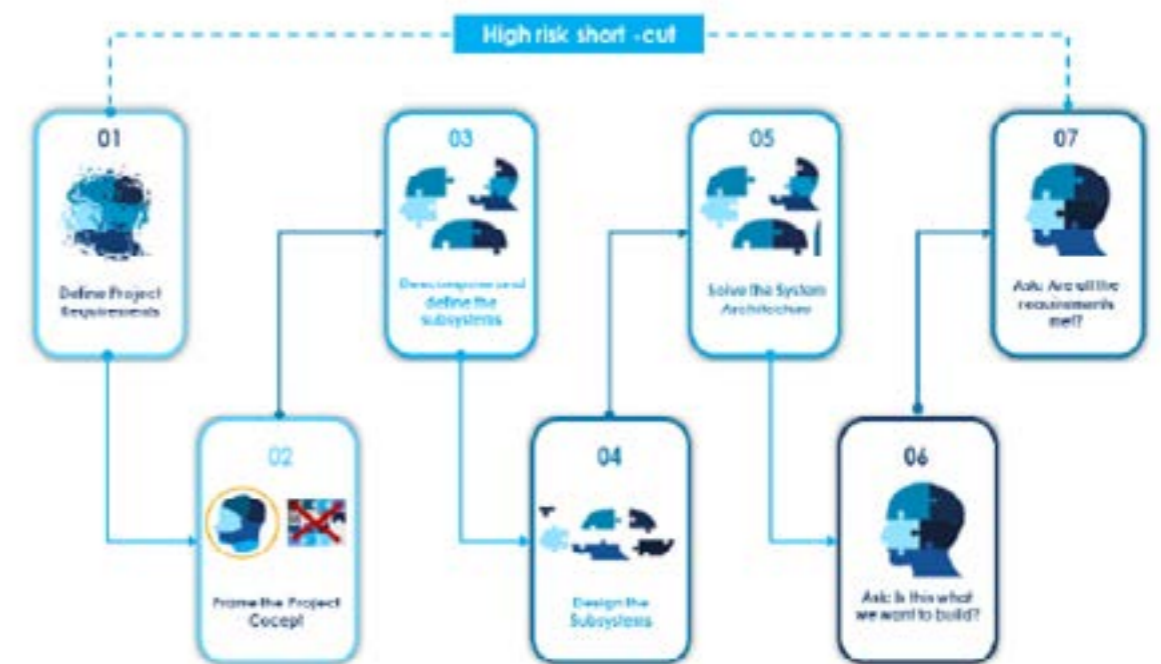
WE STRIVE TO BRING STRONG IMPACT ON HYDROGEN PROJECTS

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

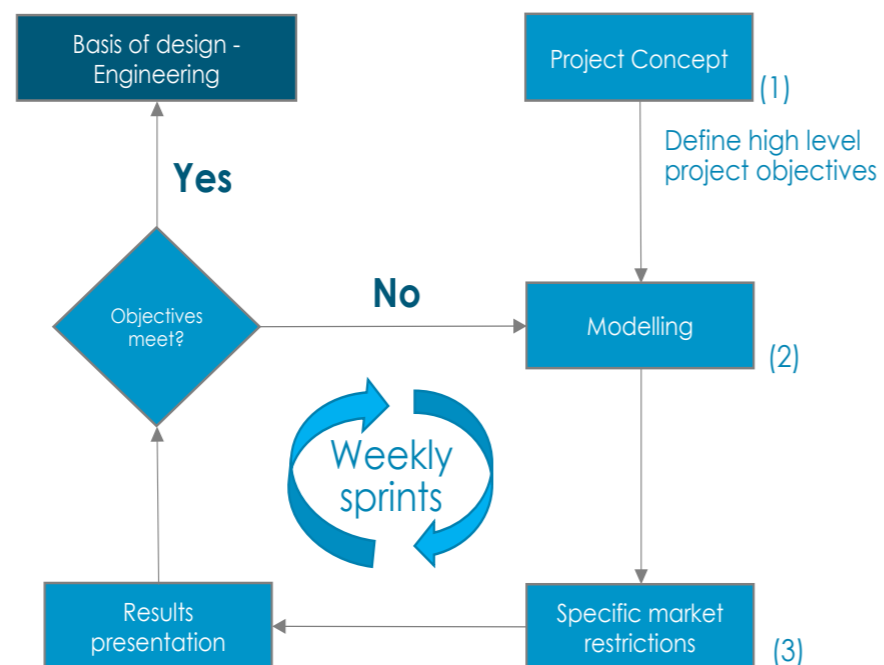
PROPOSAL

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

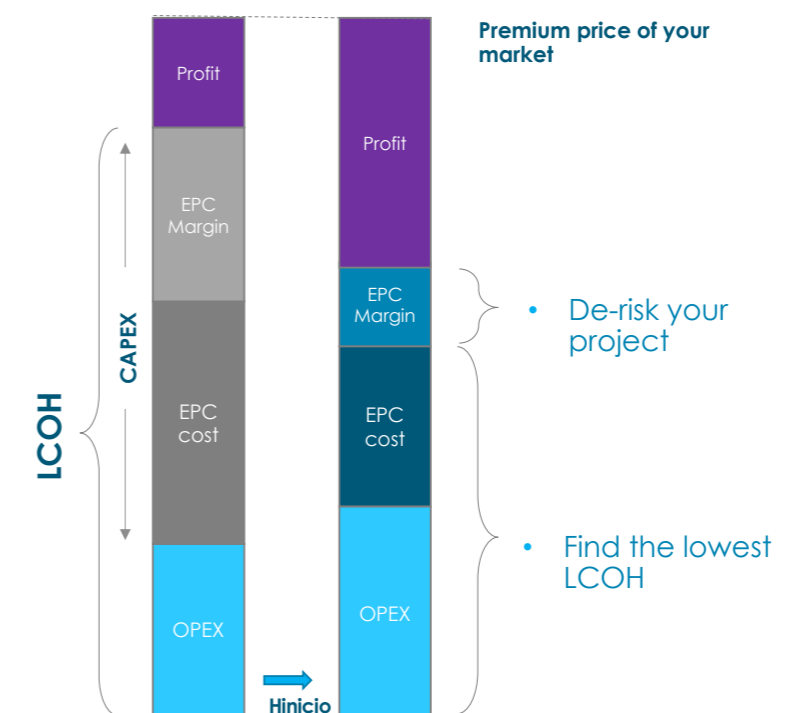


WE IDENTIFY AND OPTIMIZE YOUR BUSINESS CASE

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:



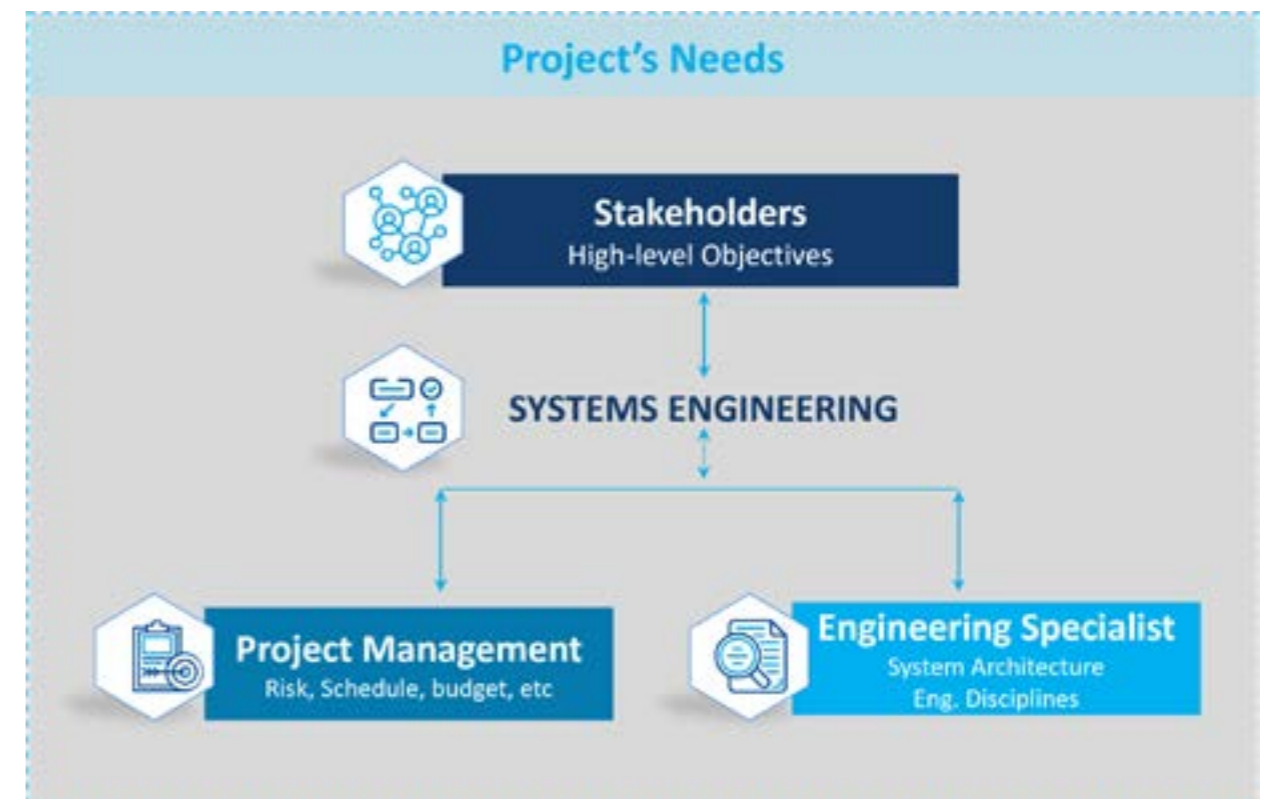
Transform the needs, into design criteria



Envision the decision timeline



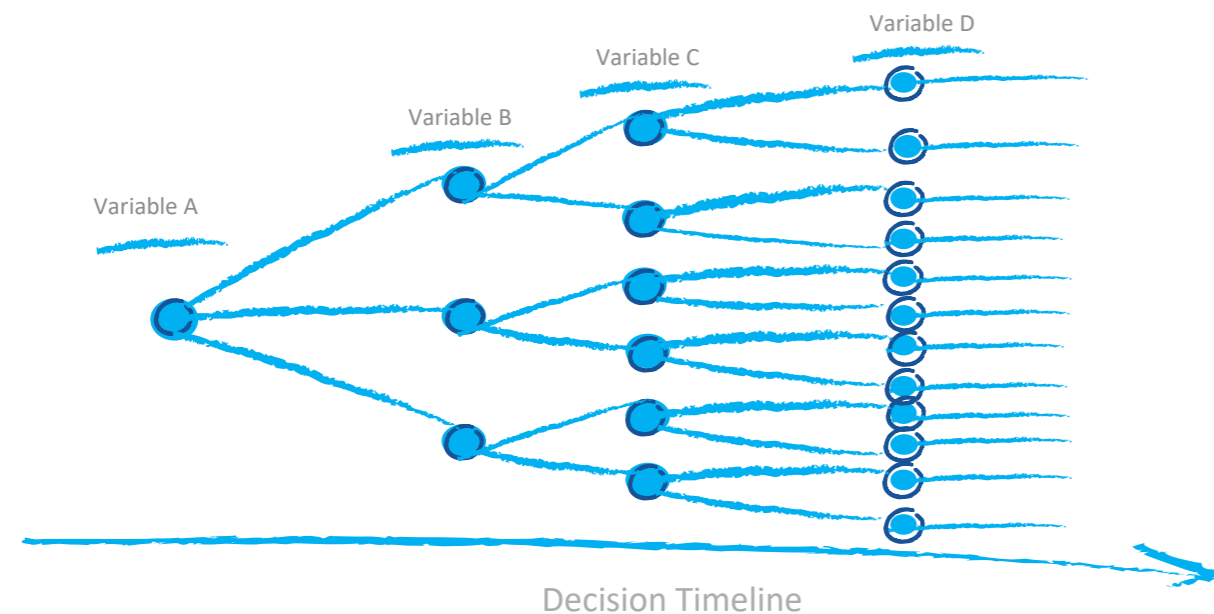
Solve the puzzle: Project Architecture



OUR APPROACH

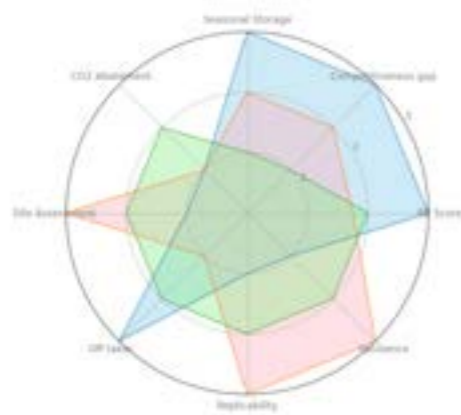
SYSTEMS ENGINEERING CAN FILL
THE GAPS THAT A TRADITIONAL
APPROACH IS NOT CAPABLE OF

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



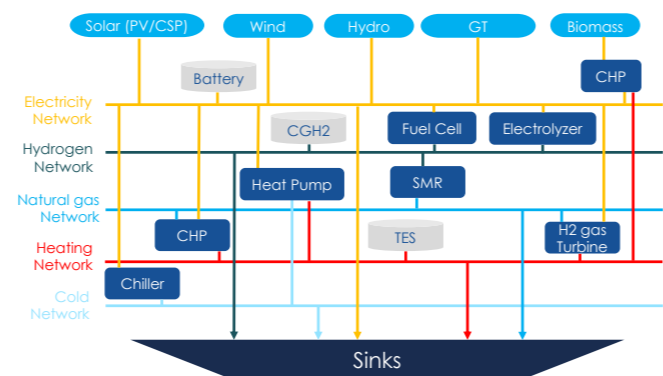
HOW WE DO IT

- 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.



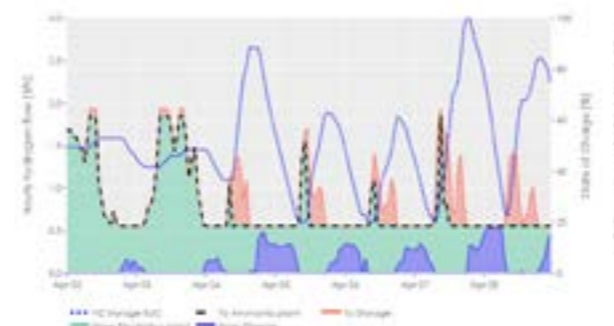
Concept Screening

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



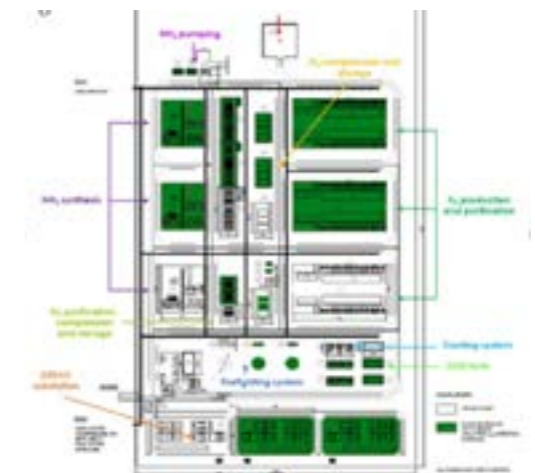
Prefeasibility

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



Feasibility

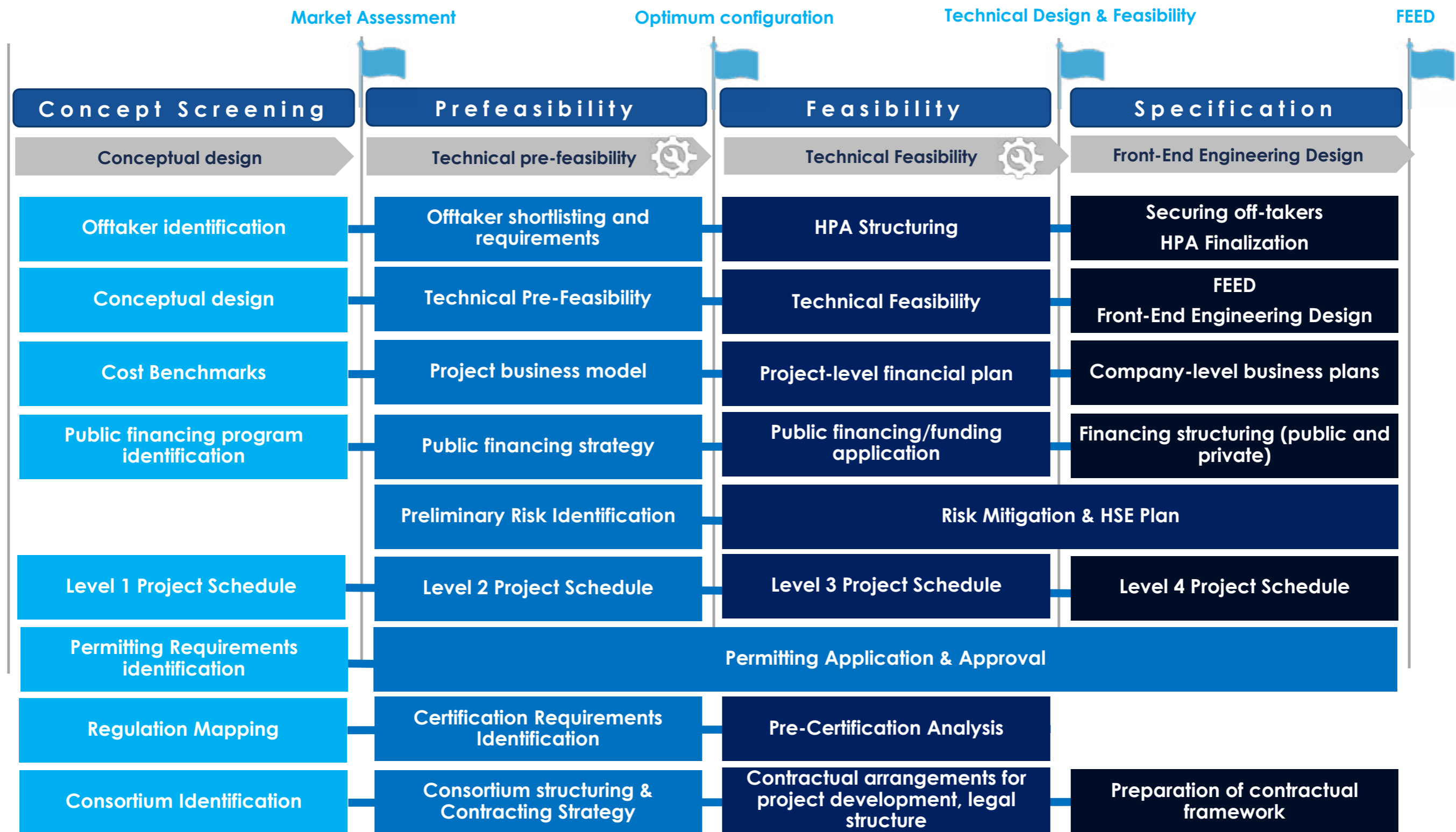
- What is the TIC Class IV estimate ft?
- What is the required equipment list?



Specification

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

PDA SERVICES LIST



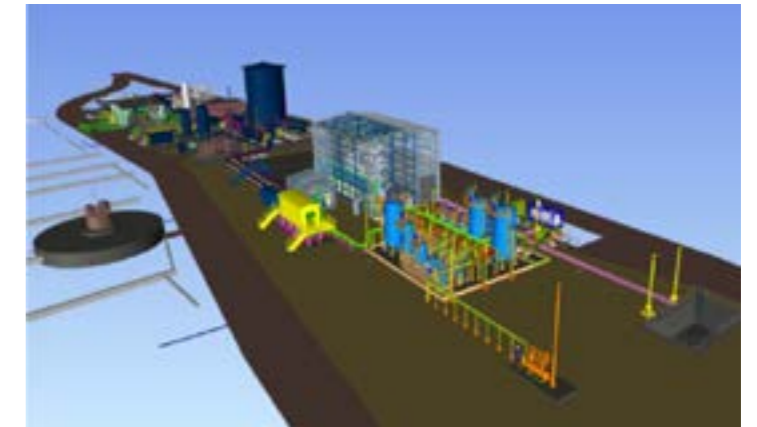
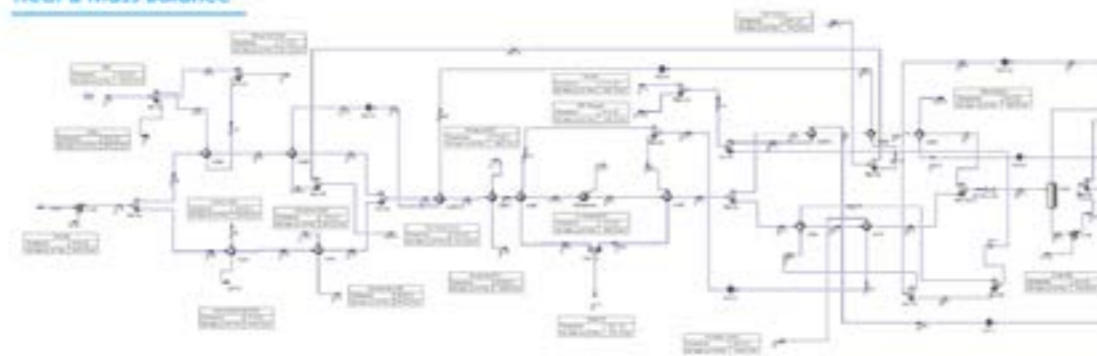
SOME EXAMPLES OF OUR DELIVERABLES

WHAT COULD YOU EXPECT FROM US

Mapping of most relevant open funding programs

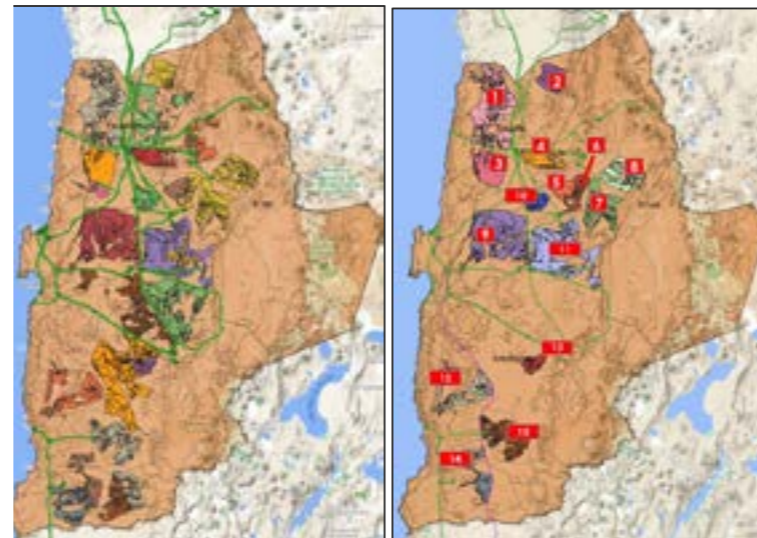
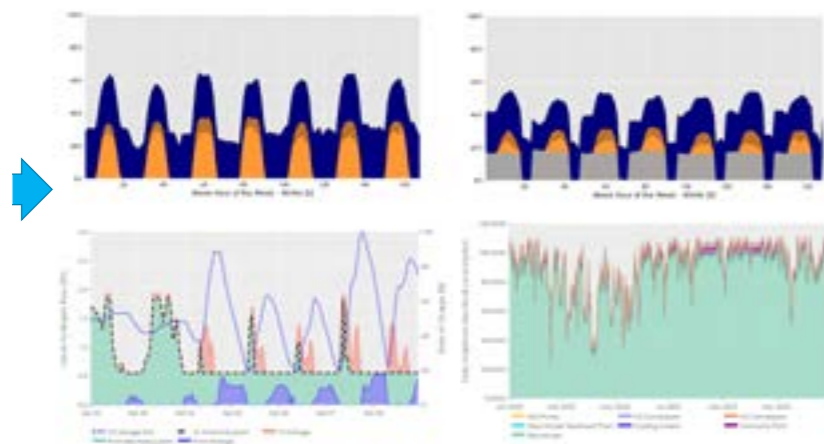


Heat & Mass Balance



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 leading technical and strategic consultancy specializing in hydrogen and its derivatives, sustainable mobility, and industry decarbonization. Our expert team advises governments, companies, and international organizations across Europe, the Americas, Asia, Africa, and the Middle East.

850+
PROJECTS

40+
COUNTRIES

A PIONEERING VISION WITH A GLOBAL REACH

 www.hinicio.com

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