



The challenge

How to ensure accessing premium markets for clean molecules?

HINICIO is your trusted partner to:

- Understand the different potential offtake markets. Hydrogen and derivatives can be sold to voluntary or mandatory markets, both with different demand drivers and willingness to pay.
- Identify and define your optimal certification strategy to be prepared on time.
- Understand regulations' and certifications' implications on your Power-to-X project design on time, to ensure molecules' commercialization in premium markets.
- Know your potential offtakers' preferences and avoid any compliance issues, to close your business case.
- Optimize your clean molecules' commercialization strategy with HINICIO's support, maximizing your assets' values.



Hinicio's added value



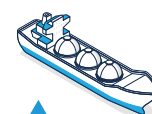
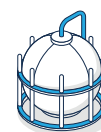
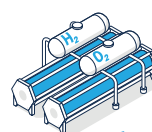
We have deep knowledge based on our +20 years of experience in Power-to-X project optimization, regulation and certification.



We help our clients navigating through certification processes successfully.



We optimize Power-to-X-projects' techno-economics considering market, regulation and certification constrains.



**Partner with Hinicio and
pave your way to success**



Navigate your project to success with Hinicio's support

Our services to de-risk your project:

1. **Hi-Regulate:** Deeply understand the regulatory requirements of your products' target markets.
2. **Project Optimization** of the system's architecture complying with regulation and certification requirements to maximize the business case.
3. **Regulation Assessment** to verify Power-to-X projects' compliance with regulatory and certification requirements.
4. **Support in realizing** a pre-certification of your project and intended supply chain, to ensure eligibility for target markets.



HINICIO is a leading technical and strategic consulting firm **specialized in hydrogen and derivatives, sustainable mobility and industrial decarbonization**. We advise governments, companies and international organizations across Europe, the Americas, Asia, Africa and the Middle East.

900+
PROJECTS

45+
COUNTRIES

A PIONEERING VISION WITH A GLOBAL REACH

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Project maturity

FID

COD

Business Opportunity Identification

Regulation Compliance

Understand the **regulation framework** to take the right decisions

Business Optimization & Scope Definition

Project Optimization

Challenge the design and avoid further iterations

Budget Approval

Pre – Certification (Certification Pilot)

Pre-certify your project to de-risk final **investment decision and offtake**

Implementation

Project Management Consulting

Support in the **projects' implementation phase**, e.g. applying to funds

Commissioning & Start-up

Certification

Access to **premium prices**