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Fokus

Erfahrungen aus den bisherigen Wasserstoffauktionen: Ablauf und Beteiligungsmöglichkeiten

08. April 2025

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Herzlich Willkommen

Christine Völzow

Geschäftsführerin

Leiterin der Abteilung Wirtschaftspolitik

Agenda

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TOP 1

Begrüßung und Einführung

Christine Völzow,

Geschäftsführerin und Leiterin der Abteilung Wirtschaftspolitik, vbw – Vereinigung der Bayerischen Wirtschaft e. V., München

TOP 2

Wasserstoffauktionen – aktueller Stand, Erkenntnisgewinn und Erläuterung zur Funktion der Instrumente

Emanuel Henrich, Head of Foundation Affairs, H2Global Stiftung, Hamburg

TOP 3

Fragerunde



Shaping the global energy transition.

H2Global: Bringing the clean H2 market to fruition

April 2025

 **H2Global**

Clean hydrogen: targets and ambition vs reality

Electrolyzer capacity (GW)

560 Required to meet Paris targets by 2030

520 Announced projects

230 in feasibility phase

20 with FID

1.6 in operation

IEA 2024

Clean H2 quantity (Mtpa)

65 required by 2030

49 announced clean H2 production by 2030

26 excluding early-stage projects

3.4 of production with FID

IEA 2024

Investment & subsidy (USD)

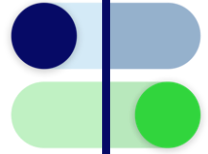
100 trillion in institutional capital invested in OECD countries in 2019

25 trillion Global investment required in clean H2 value chain until 2050

363 billion public subsidies made available in Americas, Europe, Middle East, Africa and Asia Pacific

OECD 2021; OECD, World Bank 2024

The H2Global Mechanism



H2Global's mechanism promotes timely and effective market creation for green commodities such as clean hydrogen

Key elements

Investment Security



Creating business cases and investment security.

Shifting the timing of market creation by promoting the market ramp-up until a viable low-carbon market has developed.

Defined System



Long-term purchase agreements over 10 years.

Clear definition of max. funding volume, products, geography and (sustainability) criteria by funding body.

Cost of Difference compensation



Financial compensation of Cost of Difference.

Set up of an intermediary – the **Hydrogen Intermediary Company**.



Competition



Double-auction: Market-based bidding procedures on the supply and demand side.

Minimization of the price difference to be compensated by public funds.

The Double-Auction Sequence

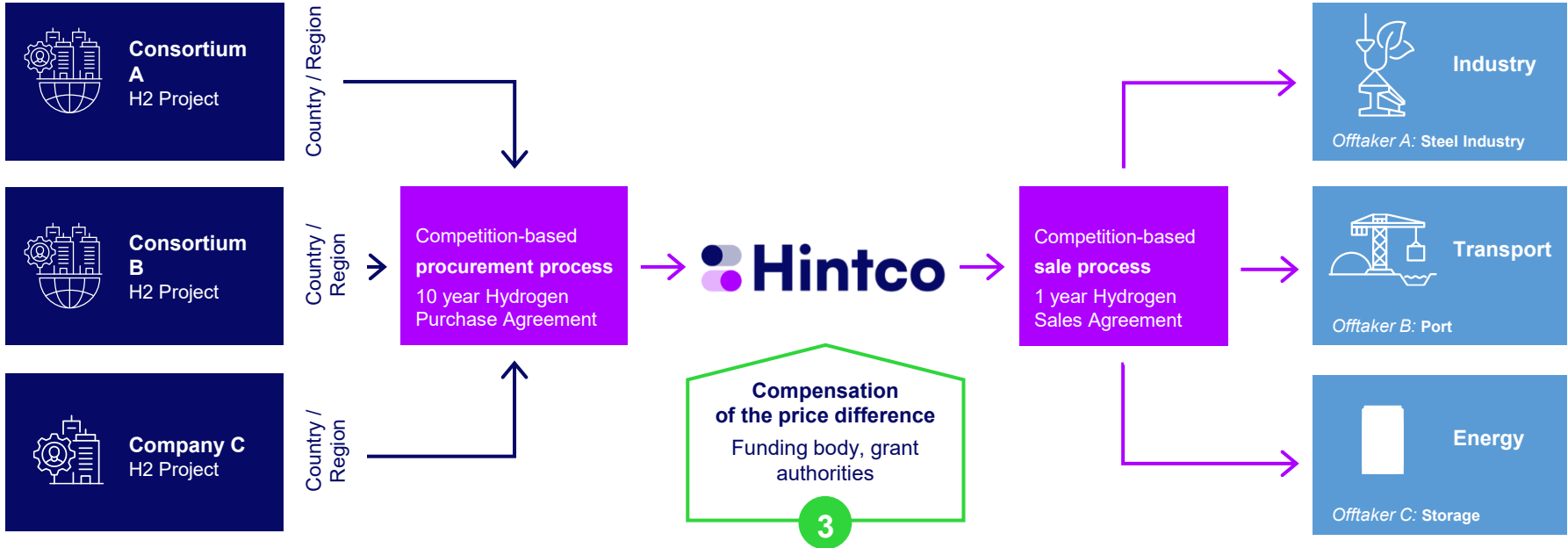
1

SUPPLY SIDE

DEMAND SIDE

2

APPR. 12MONTH PRIOR TO DATE OF DELIVERY

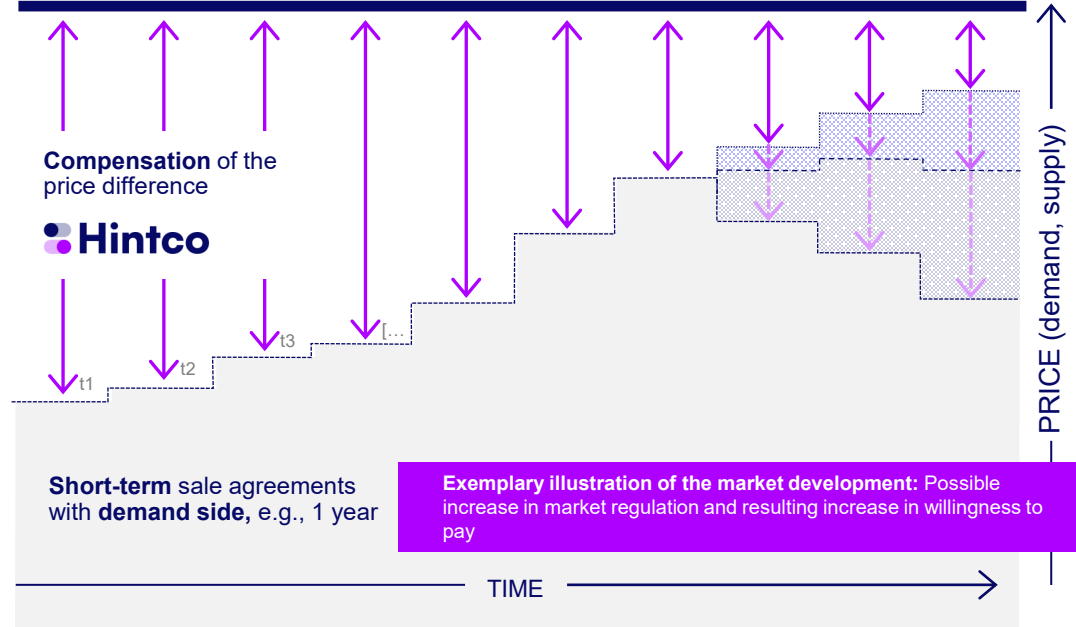


The H2Global market-driven compensation mechanism ensures the most efficient use of funds for maximum impact

H2Global auctions uncover supplier and offtake pricing dynamics.

To create **liquidity** and support market development, **short-term** and **broad-based price signals** are decisive.

Long-term purchase agreement with **supply side**, multi-year fixed price and terms



Demand and supply countries can design their H2Global tenders individually or join forces

H2Global Tender

Customizable regarding:

- Geography (global, regions, countries)
- H2 product selection
- Product and sustainability criteria

Adaptable to different targets:

- Price optimization
- Promotion of clean technologies
- Energy security
- Decarbonization of specific sectors
- Development policy

IMPORT OR LOCAL

Demand country

Price difference



Supply Side

Demand side

JOINT IMPORT

Demand country

Demand country

Price difference



Supply Side

Demand side

EXPORT

Supply country

Price difference



Supply Side

Demand side

JOINT IMPORT / EXPORT

Supply country

Demand country

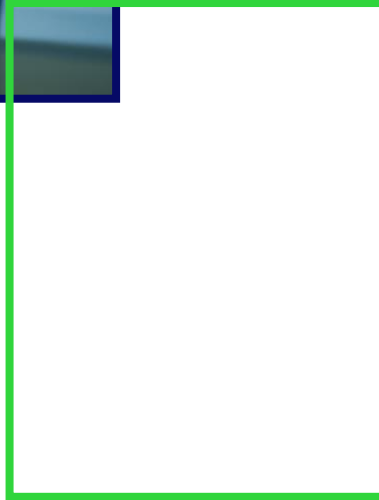
Price difference



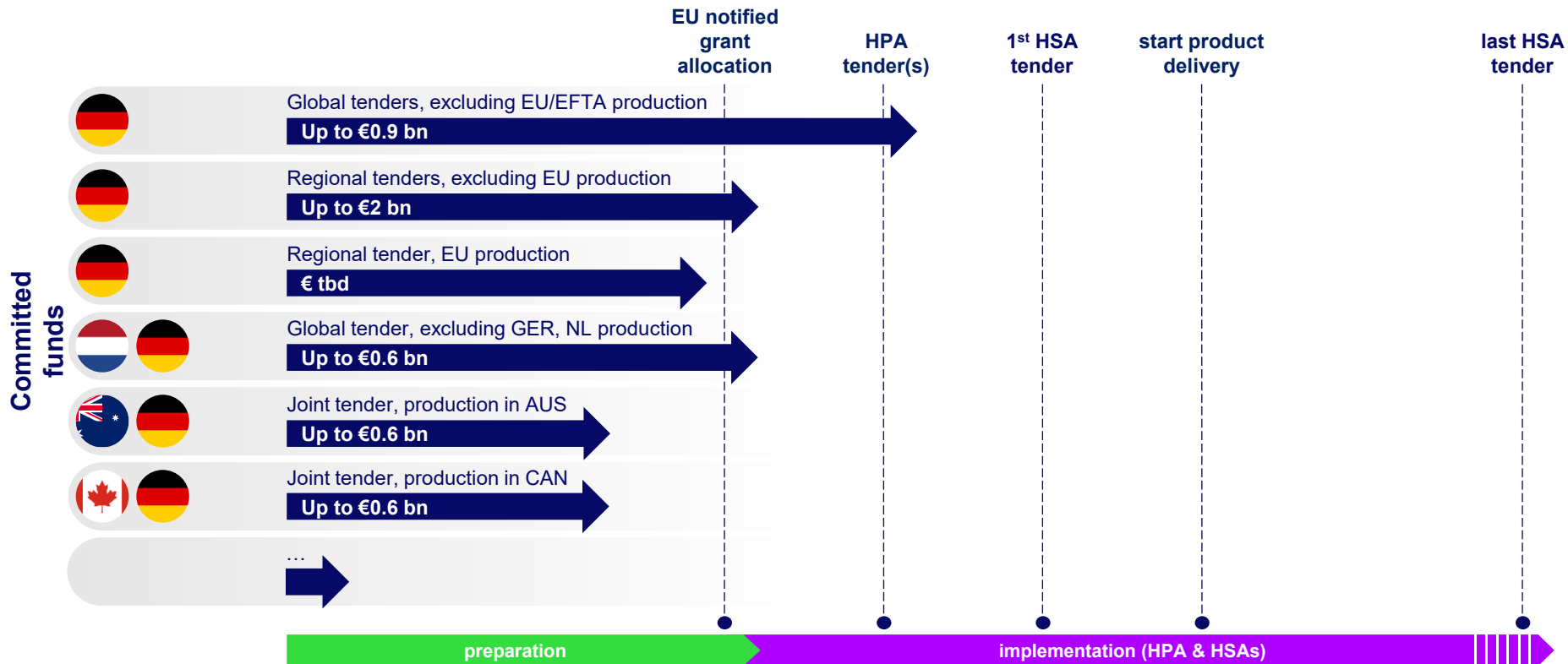
Supply Side

Demand side

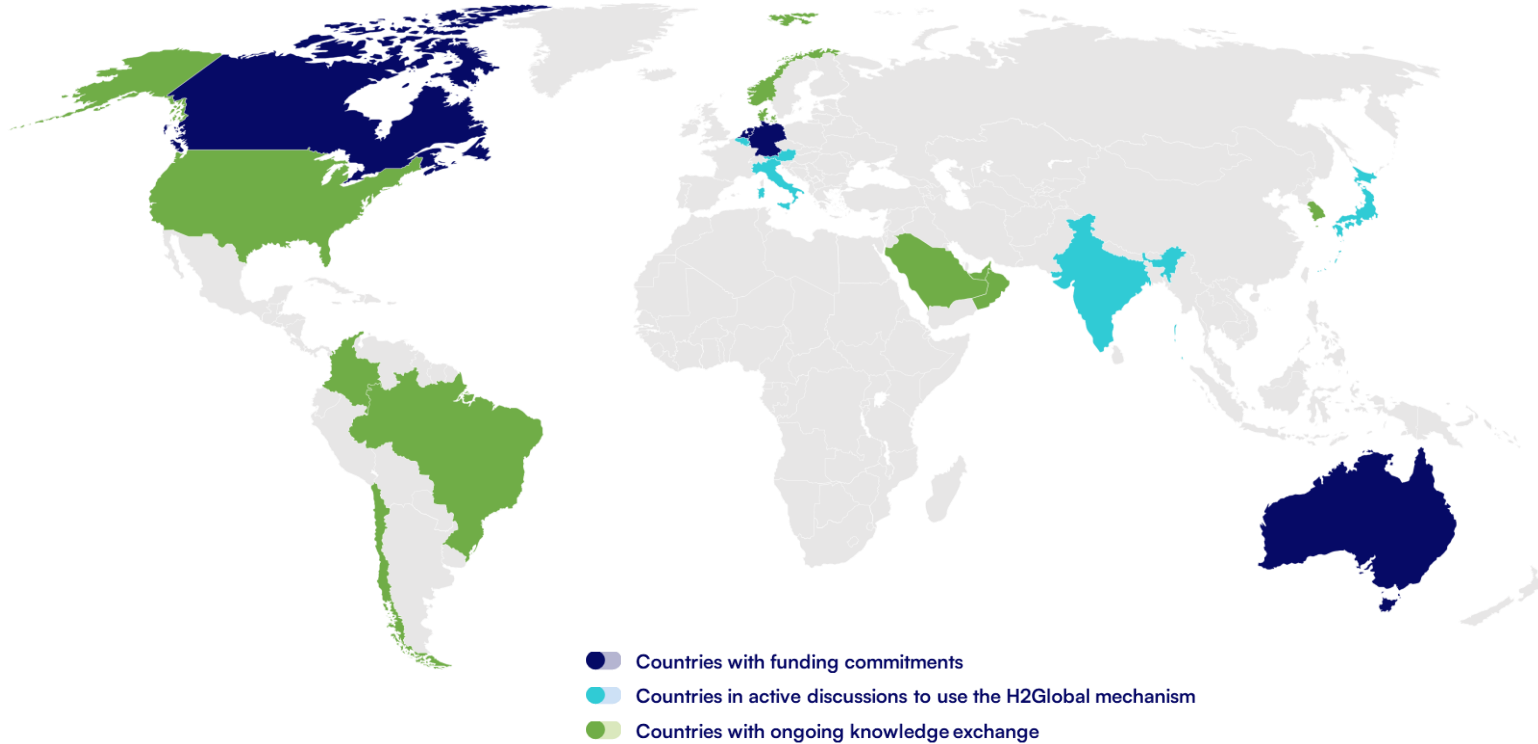
H2Global: Tenders and international cooperation



€5.86 bn have been committed/earmarked so far to H2Global tenders



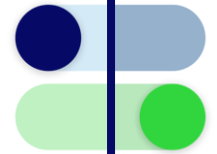
H2Global worldwide



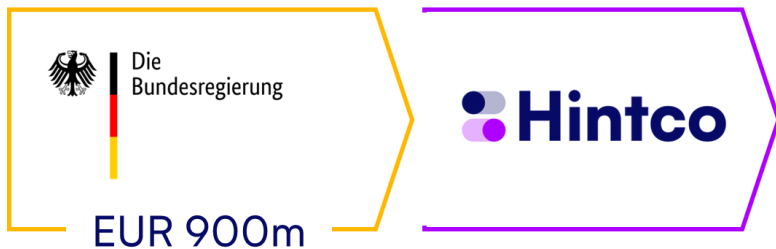
- Australia
- Austria
- Belgium
- Brazil
- Canada
- Chile
- Colombia
- Denmark
- Germany
- India
- Italy
- Japan
- Luxembourg
- Netherlands
- Norway
- Oman
- Saudi Arabia
- South Korea
- UAE
- USA

H2Global Tenders

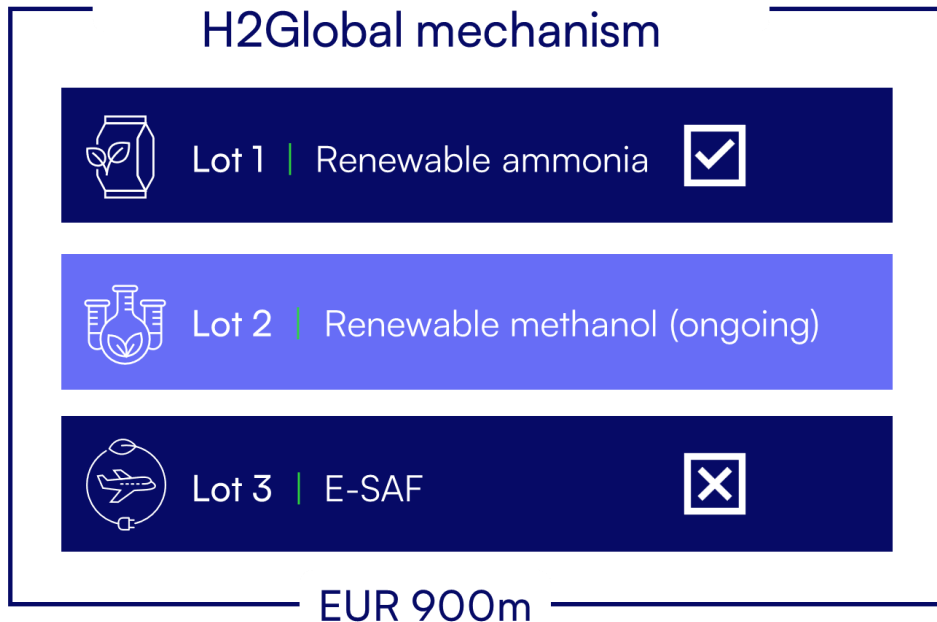
Pilot Auctions



H2Global pilot auctions



Pilot auction powered by the H2Global mechanism



HPA Winning Bidder Fertiglobe – Egypt Green Hydrogen



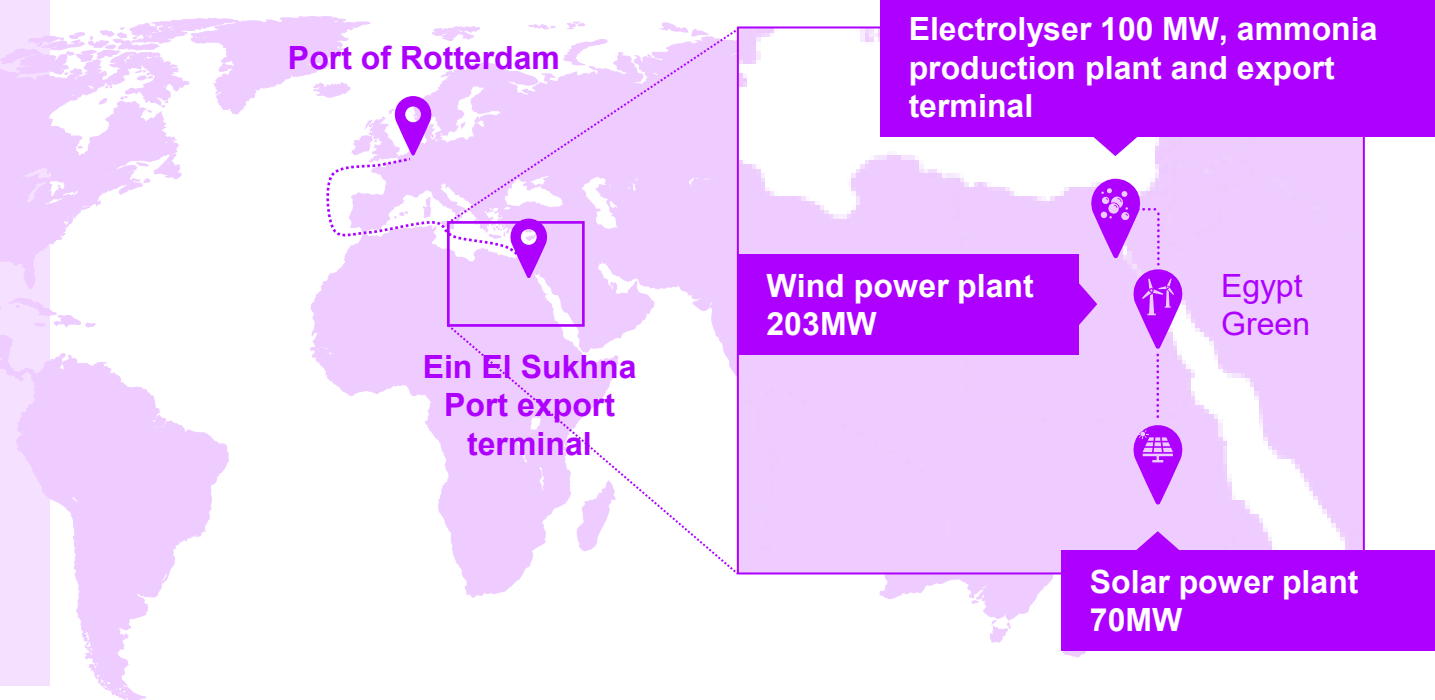
Lot 1
Renewable ammonia

“This award marks a significant milestone for Fertiglobe in advancing sustainable ammonia production and a further critical step towards FID of Egypt Green Hydrogen, expected in H1 2025. Our selection as the winning bidder in H2Global’s pilot auction underscores our leadership in supplying low-carbon products and our commitment to shaping a more sustainable future, and I appreciate the work of our incredible team to make this award possible. We are leveraging this vital program which makes our investment in sustainable ammonia economically viable, supporting critical decarbonization technology, while maintaining our disciplined growth strategy.

Ahmed El-Hoshy, Chief Executive Officer

Fertiglobe

An ADNOC and OCI Company



Prices



Lot 1
Renewable ammonia

The maximum net product price was set at 1,280 €/t.

Fertiglobe

An ADNOC and OCI Company

811 €/t

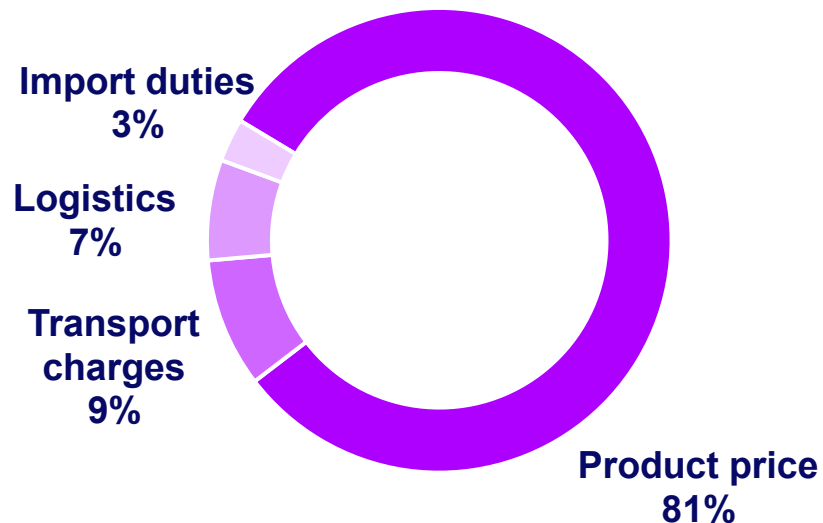
(ex-factory) net product price

37%

lower than the bid cap

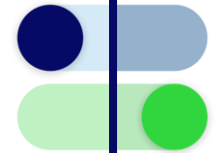
TOTAL **1,000 €/t**

incl. net product price,
transport and logistic
charges, import and export
duties



H2Global Tenders

Second H2Global auction round*



*Extract from the information published by Hintco (Feb. 19, 2025): <https://www.hintco.eu/hpa-auctions>

Second auction round - executive summary

5 lots

- 4 regional product-open lots
- 1 global vector-open lot

[Learn more](#)



Eligible products

- PRODUCT-OPEN LOTS **Hydrogen, ammonia, methanol**
- VECTOR-OPEN LOTS **Hydrogen**

[Learn more](#)



RFNBO compliance

Delivered RFNBOs must be **certified through voluntary schemes** to prove conformity with RED III EU-Directive 2023/2413 and DR 2023/1184 and DR 2023/1185.

[Learn more](#)



Delivery to...

- PRODUCT-OPEN LOTS **Germany**
- VECTOR-OPEN LOTS **Germany and the Netherlands**

[Learn more](#)



Available budget

- REGIONAL LOTS **min. €484m**
- GLOBAL LOT **min. €567m**

[Learn more](#)



Scoring of bids

- 90%** volume-weighted average price
- 10%** committed quantity of additional supply option

[Learn more](#)



Eligibility criteria

- BIDDER **Financial, experience, commercial**
- PROJECT **Min. size, production start, construction start**

[Learn more](#)



Roadshow

Hintco presents key details on the auction process, eligibility, and participation in virtual and hybrid events.

[Learn more](#)

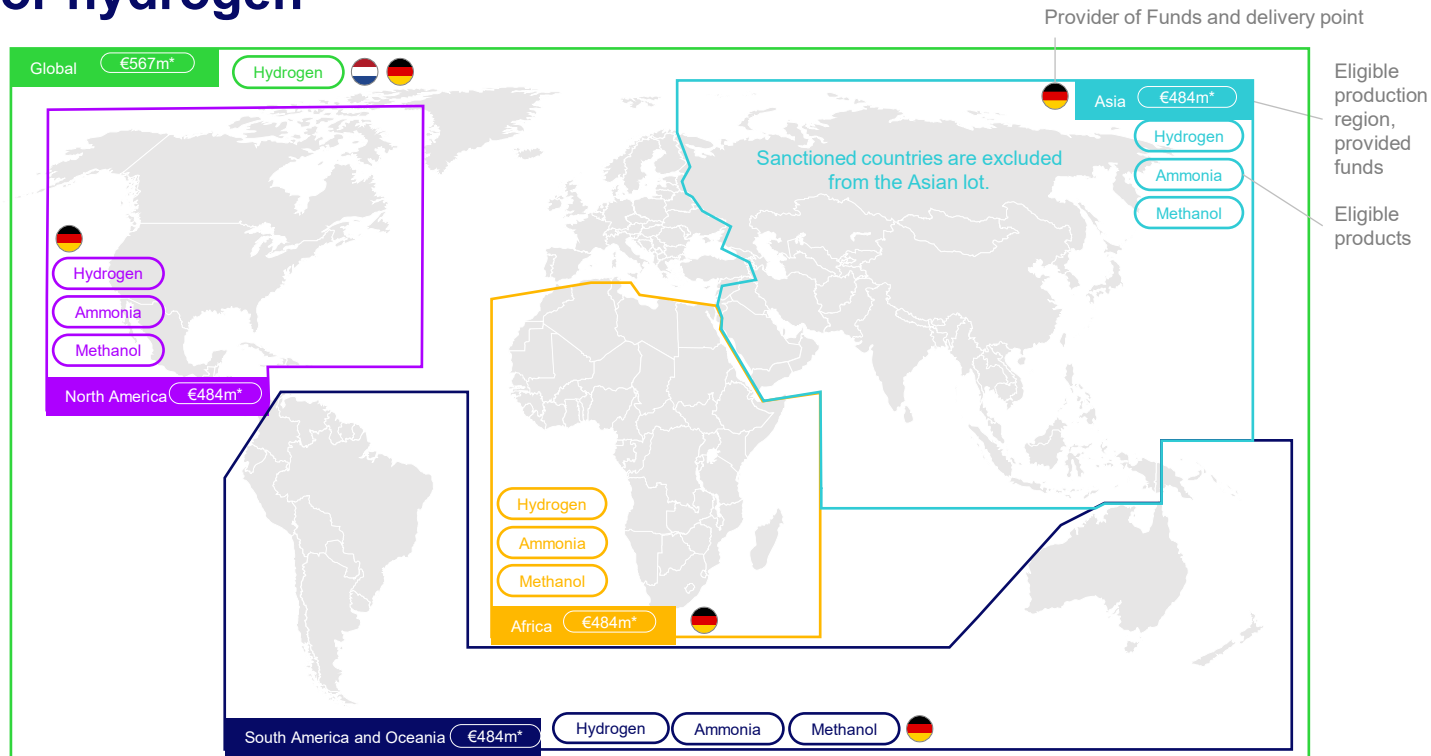
Four regional lots for RFNBO hydrogen, ammonia, or methanol, plus one global lot for hydrogen

The next H2Global auction round will include:

- **four regional lots** for the supply of RFNBO hydrogen, or RFNBO ammonia, or RFNBO methanol,
- along with **one global lot** for the supply of RFNBO hydrogen.

Bidders are free to choose **preferred mode of transport** (e.g., final product, LOHC, LH2, etc.) to the designated delivery point.






Bidders can participate with a single project in both regional and global lots.




The funding countries, Germany and the Netherlands, as well as sanctioned countries are excluded from the global lot on the supply side.


*An increase of up to €587 million per regional lot / up to €597 million for the global lot and a duration extension to 2037 is foreseen. However, since the German government's 2025 budget, which is relevant for these alterations, is still pending, the volumes and durations stated above are the current status as of end of February 2025.

The lots are designed to provide bidders with a high level of flexibility and foster enhanced competition

	Provider of funds	Lot type	Delivery point	Handover of product	Contract party
Regional    	Germany	Product-open	Germany	H2: Prior to injection into H2 Network Ammonia and methanol: Delivery point with onward transport options	Hintco
Global 	Germany and the Netherlands	Vector-open	Germany and the Netherlands	Virtual Trading Point in Hydrogen Network	Hintco NG



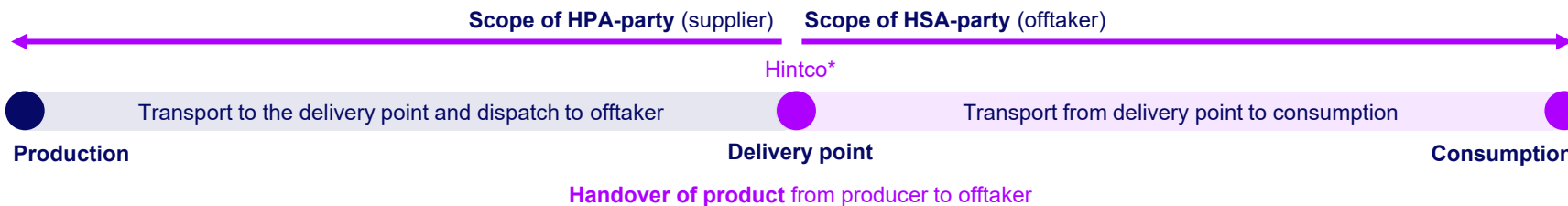
Product-open vs. vector-open lots



See Hydrogen Purchase Agreement

- **Product-open lots** allow bidders to supply **hydrogen or ammonia or methanol** as final products.
- **Vector-open lots** are limited to **hydrogen** as the final product, but allow flexible transport methods (e.g., LOHC, ammonia), as long as the hydrogen is extracted/cracked back before delivery.

Both types allow bidders to choose their transport methods.



Bids are evaluated based on a weighted score of both price and quantity

A 90% weight – Volume-weighted average contract price

Year	2028	2029	2030	2031
Firm quantity	V ₂₈	V ₂₉	V ₃₀	V ₃₁
Price	P ₂₈	P ₂₉	P ₃₀	P ₃₁

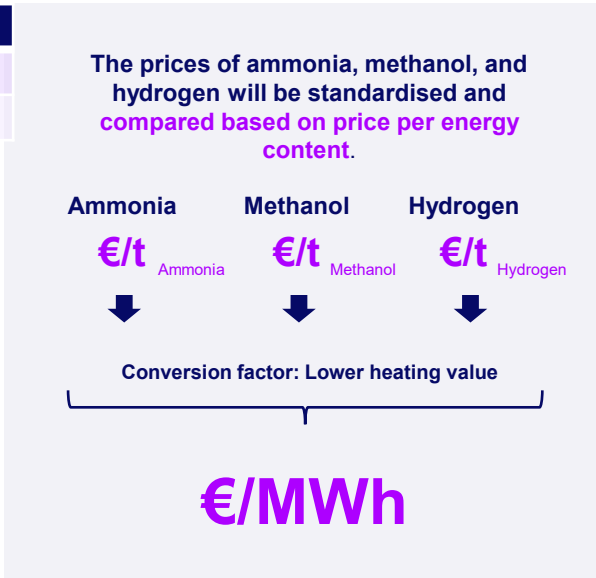
Volume-weighted average contract price

$$= \frac{V_{28} * P_{28} + V_{29} * P_{29} + V_{30} * P_{30} + V_{31} * P_{31} + \dots}{V_{28} + V_{29} + V_{30} + V_{31} + \dots}$$

The contract price (P₂₈, P₂₉, ...) consists of several components:



- Transport charges
- Import duties
- Logistics
- Product price*



There will be **no indexation** of the offered prices. The prices and volumes submitted with the bid are **binding and cannot be renegotiated**.

* A price cap will be communicated prior to invitation to submit applications to participate

Bids are evaluated based on a weighted score of both price and quantity

B 10% weight – Additional (optional) quantity

Year	2028	2029	2030	2031
Additional quantity	Q ₂₈	Q ₂₉	Q ₃₀	Q ₃₁

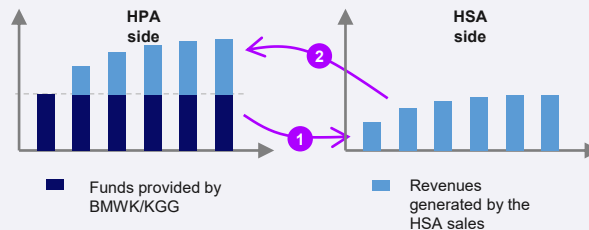
$$\text{Total additional (optional) quantity} = Q_{28} + Q_{29} + Q_{30} + \dots$$

Bidders offer additional (optional) quantities **on a firm basis**. The ratio between the additional (optional) quantity and the minimum contract quantity will be used for bid scoring.

Hintco's purchase of these quantities **depends on the generation of corresponding additional funds** through product sales. Currently, Hintco cannot guarantee the offtake of additional (optional) quantities, as this is subject to annual approval by the ultimate fund provider(s).

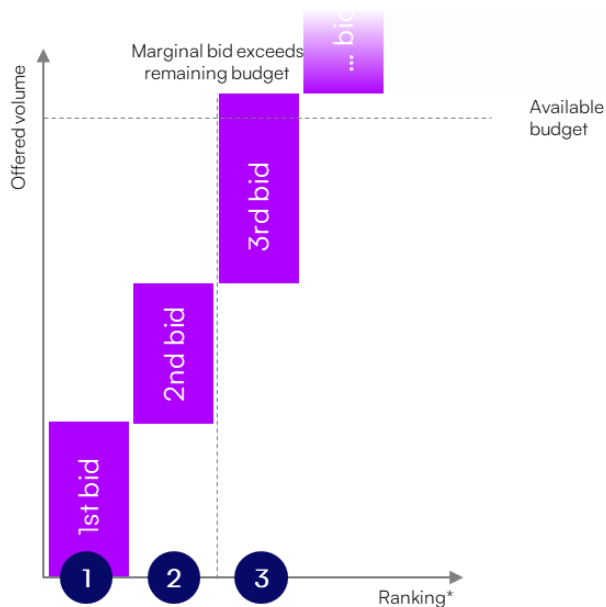
Additional (optional) quantities may significantly increase the actual delivery beyond Hintco's offtake commitment.

- 1 Hintco sells product to HSA customer, **generating additional funds**.
- 2 HSA sales revenue may be used to **increase the annual budget** beyond the fixed annual amounts provided by the funding body*.



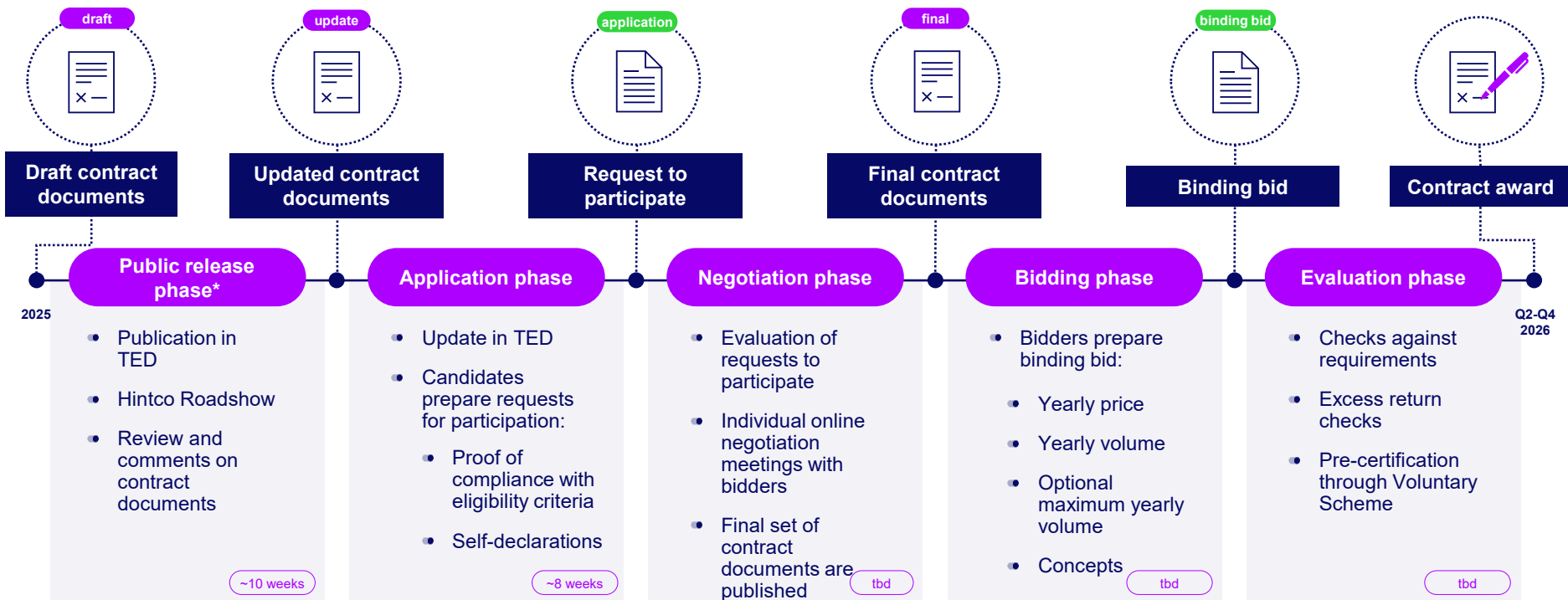
Awards are given to the highest-ranked bids, with remaining funds allocated to the next in line until the budget is fully used

Bid-ranking and budget-allocation processes

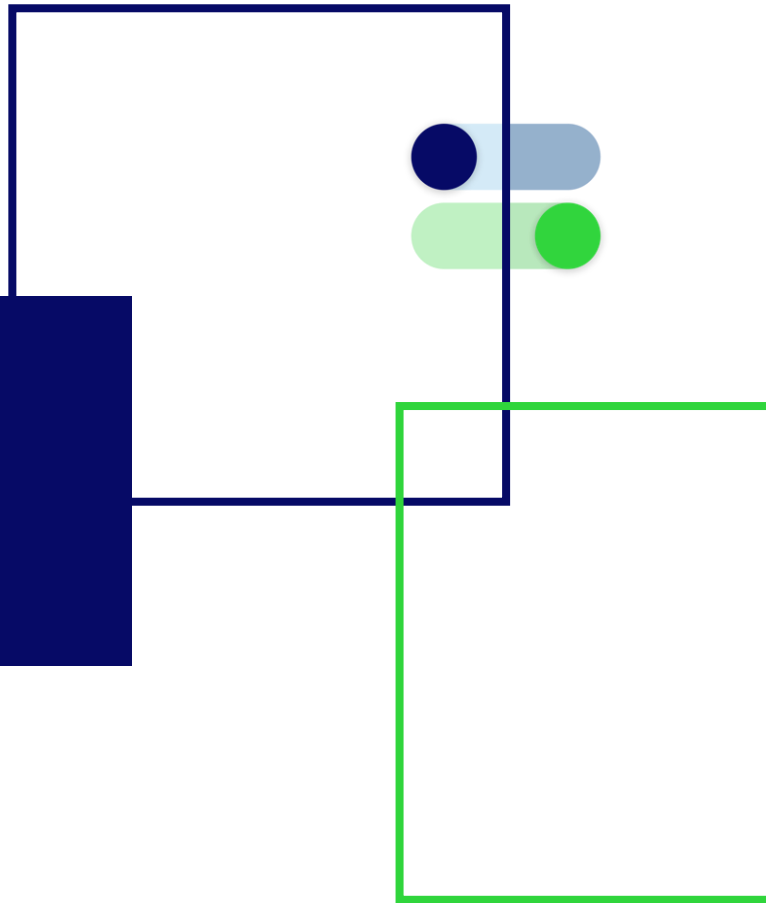


- 1 The best bidder, based on volume-weighted average contract price and additional optional quantity, will receive the award.
- 2 In case the best bidder does not use the entire available budget, the bids that follow in the ranking order will also be awarded until a bid exceeds the remaining available budget.
- 3 If it is not possible to allocate the entire tender budget because the payment required to fulfil the marginal bid exceeds the remaining budget, all remaining bidders will be given the opportunity to submit a new bid that can be fulfilled with the remaining funds to ensure full use of the available budget.

Contract documents released: bidders invited to review and provide feedback



The H2Global Set-Up



A non-profit foundation with a for-profit intermediary

Research, instrument development & outreach



Corporate donors



Government grantors



Philanthropic grantors

Independent H2Global Stiftung holds 100% ownership of Hintco. “Firewall” between donors engaged in the foundation and Hintco prevents conflict of interest.

Auction preparation & implementation

€€€

Funds the price gap

**Governments,
Climate/Dev. Finance**
Funding body, grant authorities



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Ankündigung

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Kooperation

[Link](#)

Molekülwende voranbringen

Montag, 05.05.2025
11:30 bis 13:00 Uhr

Konferenzzentrum München der
Hanns-Seidel-Stiftung, Raum Franz
Josef Strauß / EG
Lazarettstraße 33
80636 München

Kooperation

[Link](#)

Industrietag im Rahmen der
FfE Energietage 2025 –
Transformation in
herausfordernden Zeiten

Dienstag, 13.05.2025
13:45 bis 18:00 Uhr

Bayerische Akademie der
Wissenschaften in München
Alfons-Goppel-Straße 11
80539 München

Webinar

[Link](#)

Klimakommunikation –
Rechtliche Fallstricke und
Hinweise für die Praxis

Donnerstag, 15.05.2025
10:00 – 11:30 Uhr

Online

Webinar

[Link](#)

Ermittlung der vorgelagerten
Scope 3-Emissionen –
Umsetzung im Unternehmen

Donnerstag, 05.06.2025
10:00 bis 11:45 Uhr

Online

Kurze Fragerunde



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Vielen Dank für Ihre Aufmerksamkeit!