Commercializing large-scale hydrogen hubs through public-private partnerships

IH2A
INDIA HYDROGEN ALLIANCE

Path to USD 5 bn National Hydrogen Hubs by 2030

Building commercially-viable Green Hydrogen Hubs in India

FTI CONSULTING™

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Building commercially-viable Green Hydrogen Hubs in India

Public-private partnership to accelerate the hydrogen economy, build USD 5 bn in enterprise value alone

1 Hydrogen Hub Production, Storage and Evacuation Infrastructure Development will require govt participation (as equity partner), inducing demand by enabling guaranteed offtake for early defined volume, and incentives for infra development over first 7 years (2024-30).

2 Large-scale hubs will be commercially viable with offtake prices between USD 6-4.25 between 2024-30, for delivered green hydrogen prices i.e. at demand or offtake point, as per preliminary estimates. A financially viable hub design in Green Kochi Hydrogen Hub (GKH2) indicates:

a) GKH2 Hub could be potentially worth in excess of USD 1 bn on enterprise value and could be a potentially listed as India's 1st standalone Hydrogen Company
b) If USD 1 bn GKH2 Hub model is successfully replicated across five hub locations, their combined enterprise value alone will be worth in excess of USD 5 bn.
c) Without commercially viable hydrogen hubs, India's green hydrogen mission's 2030 ambitions will be at risk.

3 Potential listing of a USD 5 bn National Hydrogen Development Corporation, acting as holding company for at least five national hydrogen hubs, by 2030 – with government playing a lead market development role and driving hydrogen commercialization.

INDIA'S FIRST USD 1 BN HYDROGEN DEVELOPMENT CORPORATION, VIA PUBLIC-PRIVATE PARTNERSHIP

Green Kochi Hydrogen Hub (GKH2) – designing a financially viable H2 infra hub

SUPPLIERS → Captive RPO Contract → **USD 200 mn KGH2 PRODUCTION – STORAGE – EVACUATION INFRA SPV** (recap in 2031)
50% Govt – Govt of Kerala (ANERT, KSRSTC), Govt of India (BPCL, FACT), with off-takers
50% Private – 4-5 Entities + RE Supplier Co., incl. off-takers
→ Take-or-Pay Guaranteed Offtake/ HPO Contracts → **OFFTAKERS**

RE INPUT COST, est.
USD 3-2.5 (2024-30), USD 2.2-1.6 (2031-43)

MULTILATERAL FUNDING CONSORTIA
Fund USD 468 mn CAPEX @ 6% pa, for 150 MW EC + BoP + Storage + Evacuation/ Fuelling Infra

GREEN H2 PRICE (Delivered), for 21000 MT pa.
USD 6-5.5 (2024-27), USD 5-4.25 (2028-30), USD 4-1.5 (2031-43)/Market Price

C.

- RE SUPPLIER 480 MW
  CAPITVE RPO
- WATER INPUT
  KOCHI MUNICIPALITY

A1, A2, A3

Compressed GH2
GH2 (Feedstock)

in-situ

Kochi Refinery
Feedstock

Future GH2 Kochi-Mangalore pipeline

Mangalore Refinery Offtake

H2, NH3 PRODUCTION 60 TPD
ADJACENT BPCL KOCHI REFINERY

EVACUATION / DISPENSING

STORAGE

B3. 30 TPD
REFINERY PLANT

B1. 10 TPD
FERTILIZER PLANT

B2. 20 TPD
HICE TRANSPORT FLEETS

LH2/ LNH3 Storage & Liquification
Liquid H2 / NH3 Storage

16 LH2, LNH3 Trailers & 16 HRS
BPCL-KSRTC Depot (HRS)

FACT Fertilizer
Feedstock

KSRSTC HICE Fleet
Fuel (Buses, Boats)

Private HICE Fleet
Fuel (Trucks)

Future LH2/ LNH3 Corridor Shipments (Coastal Shipping), Kochi Terminals

COASTAL H2/NH3 SHIPMENTS

FINANCIALLY VIABLE
Guaranteed offtake, at defined price; as per existing RE projects

CENTRAL, STATE GOVT INCENTIVES TO GKH2 HUB INFRA (excl SPV capitalisation)
USD 210 mn for Hub CAPEX/Infra + USD 163 mn in price incentives till 2030

DEMAND-SIDE INCENTIVES
Shadow Carbon Price (USD 60/MTCO2), Contracts for Difference (CfD) for Hubs

SPV (PART A1+A2+A3) is an enterprise-vehicle/ SPV that absorbs most production, storage and evacuation-linked infrastructure CAPEX. It pools assets and risks; and is key execution/planning entity in Hub. It will be linked to strategic RE supply partner (PART C), three offtake groups (PART B) and Govt / Public Finance Support, all of whom should participate in equity of PART A SPV.

GKH2 Hub SPV^ – CAPEX, Production, Costs & Guaranteed Offtake

3-phase CAPEX build-out, with defined volume offtake across Transport, Fertilizer & Refinery (with offtake-linked incentives)

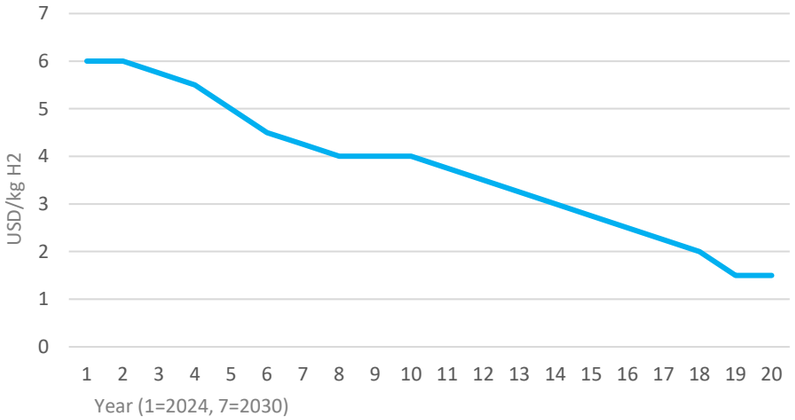
CAPEX PLAN (MW/ US$ mn)	2024-27	2028-30	2031-32
EC Capacity Addition (in MW)	50	50	50
A1. H2+NH3 Production Plant (EC+BoP)	185	132	127
A2. Storage & Liquification Facility	16		
A3. Transport Infra – 16 Trailers, 16 HRS		8	
TOTAL, US$ mn	**201**	**140**	**127**

GREEN H2 OFFTAKE, MT pa (with volume-defined price support)	2024-27	2028-30	2031-43
B1. LH2 in Transport Use (USD 2-1.5/kg till 2027, USD 1-0.25/kg till 2030)	3500	3500	7000
B2. Green Ammonia Use* (USD 4-3.5/kg till 2027)	2625	3500	3500
B3. Green H2 for Refinery Use* (USD 3-2.25 from 2028-2030)	-	8750	10500
TOTAL, MT pa	**6125**	**15750**	**21000**

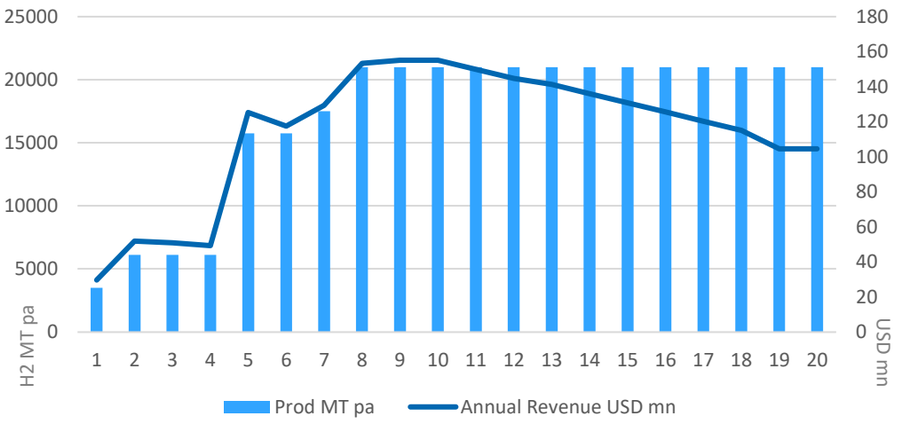
*Contracts for Difference (CfD), Shadow Carbon Price offset for B1 Transport Offtake above USD 4/kg to pay for storage and refuelling infra; and for B2 and B3 Industrial Offtake above USD 2/kg.)

Offtake volume-based incentives in initial period (2024-2030/ Yr 7) to cover costs above USD 2/kg (industrial), USD 4/kg (transport) offtake important for financial viability, induce early offtake

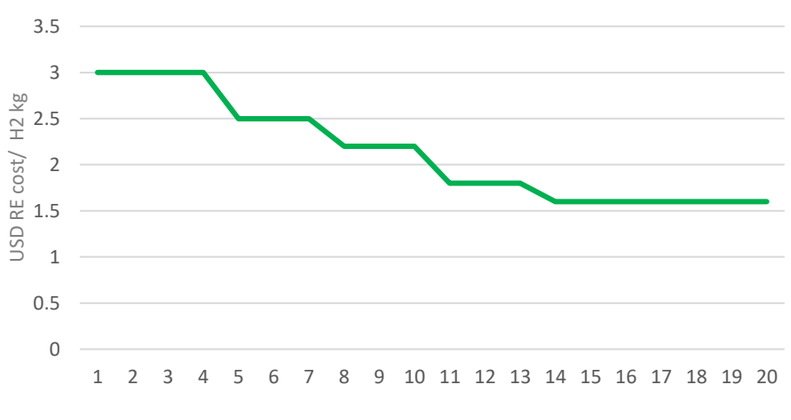
Green H2 Offtake Prices, per KG (Prod + Storage + Evacuation)



Green H2 Production & Revenue



RE Input Costs (USD) to produce 1 kg Green H2



^based on economic model built by FTI Energy Policy & Economics Group, for IH2A

GKH2 Hub SPV^ – Financing Plan & Targeted Outcomes

Financially viable project with targeted 18% IRR, public benefits exceeding incentives

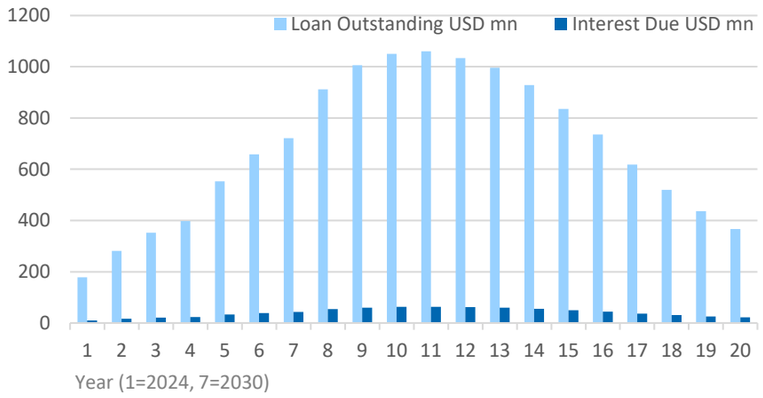
ASSUMPTIONS	TILL 2030	POST 2030
Concessional Credit Interest Rate, %	6	6
Annual Outstanding Principal Repayment, %	10	10
CAPEX Depreciation Rate (over 15 yrs), %	7.5	7.5
Promoter Equity (50:50 Public-Private), USD mn	200	400
Tax Rate, %, wef 2028	20	20
Dividend Date, %, wef 2028	3	3
Govt Incentives for CAPEX, Infra Funding, USD mn.	210	100
Volume-based H2 offtake incentives – Transport, USD mn*	33	-
Volume-based H2 offtake incentives – Fertilizer, USD mn*	73	45.5 (next 10 yrs)
Volume-based H2 offtake incentives – Refinery, USD mn*	71.8	136.6 (next 10 yrs)

*offtake incentives to be funded separately, outside SPV structure, directly by govt

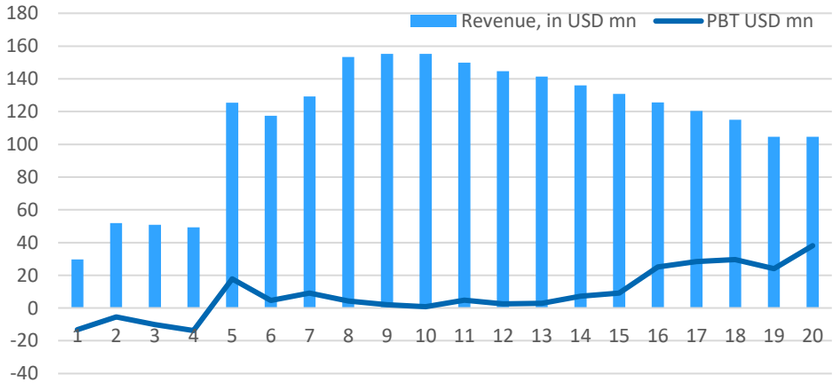
TARGET FINANCIAL OUTCOMES	TILL 2030	POST 2030
Project IRR, %	18	18
Debt-Equity Ratio (Range)	0.9-3.6	2.3-0.9
Net Profit Margin	6-11%	4-18%
Return on Equity	5%	10%

TARGET OPERATIONAL OUTCOMES (ESTIMATES)	METRIC
CO2 Reduction, MT pa	19,000
New and Re-Skilled Jobs	10,000

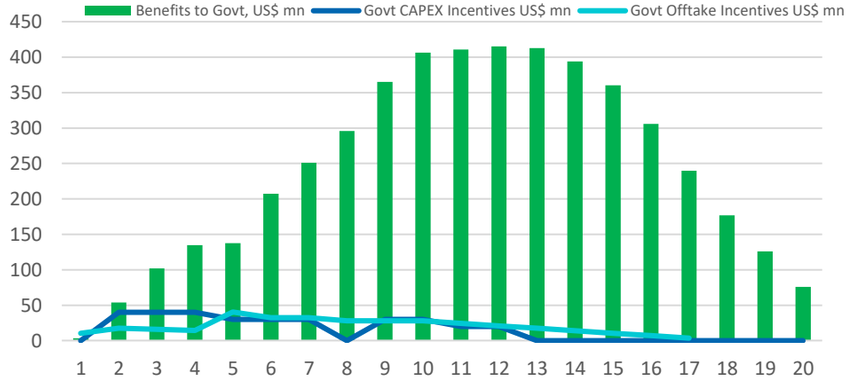
Loan Outstanding & Interest Payment Schedule



Revenue & Profits Before Taxes (PBT)



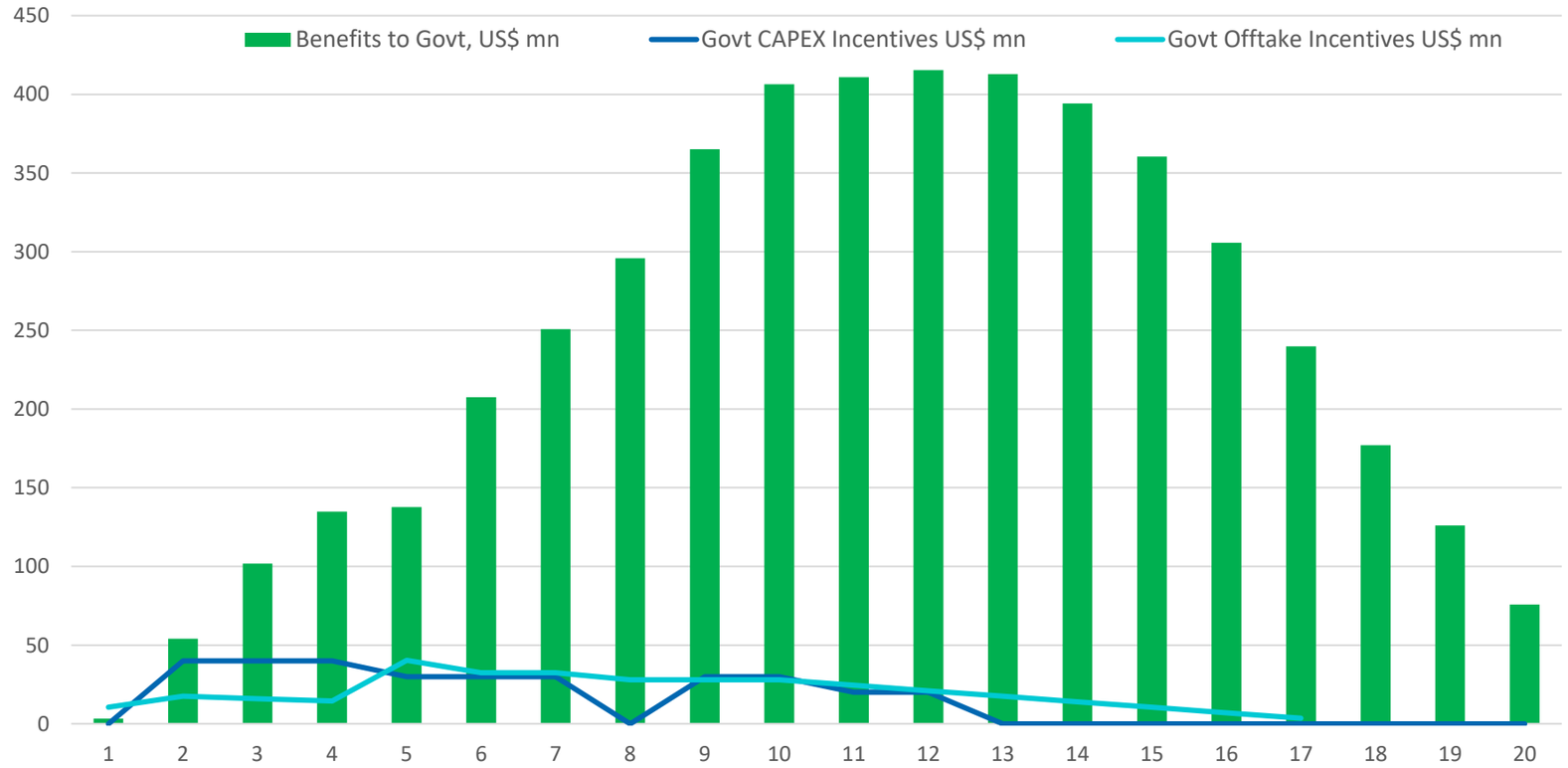
Benefits to Govt Vs. Incentives



^incl. 50% equity value, 100% taxes, 50% Dividends, Carbon Credit for CO2 reduction

^based on economic model built by FTI Energy Policy & Economics Group, for IH2A

Benefits to Govt^ Vs. Incentives (CAPEX + Offtake Support) for Green H2 Hub*



^incl. 50% equity value, 100% taxes, 50% Dividends, Carbon Credit for CO_2 reduction

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**based on Green Kochi Hydrogen Hub SPV model (reference large-scale project/hub structure)*

Priority States for National Green Hydrogen Hubs

Based on IH2A's proposal to State Governments, as public-private partnerships*

KERALA	GUJARAT	MAHARASHTRA	TAMIL NADU	ANDHRA PRADESH	KARNATAKA
Green Kochi Hydrogen Hub	Green Hazira Ammonia and Hydrogen Hub	Green Raigad Hydrogen Hub	Green TN Ammonia & Hydrogen Hub	Green Vizag Ammonia & Hydrogen Hub	Green Karnataka Hydrogen Hubs

**IH2A has submitted hub proposals to each of these state governments*

Priority Actions to accelerate H2 Commercialization during India G20 Presidentship

Sr. No.	KEY ACTIONS
1	**Green Hydrogen Offtake Price Incentives for Large-Scale Green Hydrogen Hubs** (>100 MW Electrolyser Capacity), to induce green hydrogen demand and support project development
2.	**National Green Hydrogen Demand Aggregation from Public-Sector side and development of Hydrogen Purchase Obligations (HPOs)** – for refinery, fertilizer, steel, chemicals and cement plants
3.	**Five National Large-Scale Green Hydrogen Hubs, with public-participation, as Large Infrastructure Projects of National Importance, and initiate techno-economic studies for the hubs** – and launch at least one National Green Hydrogen Hub during India's G20 Presidentship (at G20 Summit before September 2023)
4.	**Market Study of Hydrogen Economy and Supply Chain, to evaluate potential value of all hydrogen related equipment, infrastructure and machinery required** (including electrolysers, Balance of Plant equipment, compressors, pipelines, storage equipment/ tanks, hydrogen refuelling stations and evacuation infrastructure), together with the industry

Thank you

IH2A SECRETARIAT:
Amrit Singh Deo, Prasanto Roy, Rakesh Aulaya, Sarang Dublish, Pragya Gupta, Kerban Rajdeo, Devanshu Jain
sec@ih2a.com