

Creating clean commodity markets to accelerate the energy transition.

Based on the urgent need to reduce emissions in hard-to-abate sectors, Hintco facilitates the creation and scale-up of global clean fuel markets.

Hintco, the hydrogen intermediary company, creates markets by trading clean hydrogen, its derivatives, and other low-emission fuels. This creates price transparency and provides legal certainty, enabling crucial final investment decisions (FID) for clean energy projects. Hintco stimulates clean energy markets by securing production through long-term purchase agreements and selling via short-term contracts, accelerating the global energy transition. To bridge the gap between the purchase and sale prices of clean fuels and their derivatives, Hintco uses concessionary capital to cover the green premium.

H2Global Foundation

Hintco, a wholly owned subsidiary of the H2Global Foundation, operates independently from both government and industry, ensuring impartiality in its auction and trading processes.

The H2Global mechanism

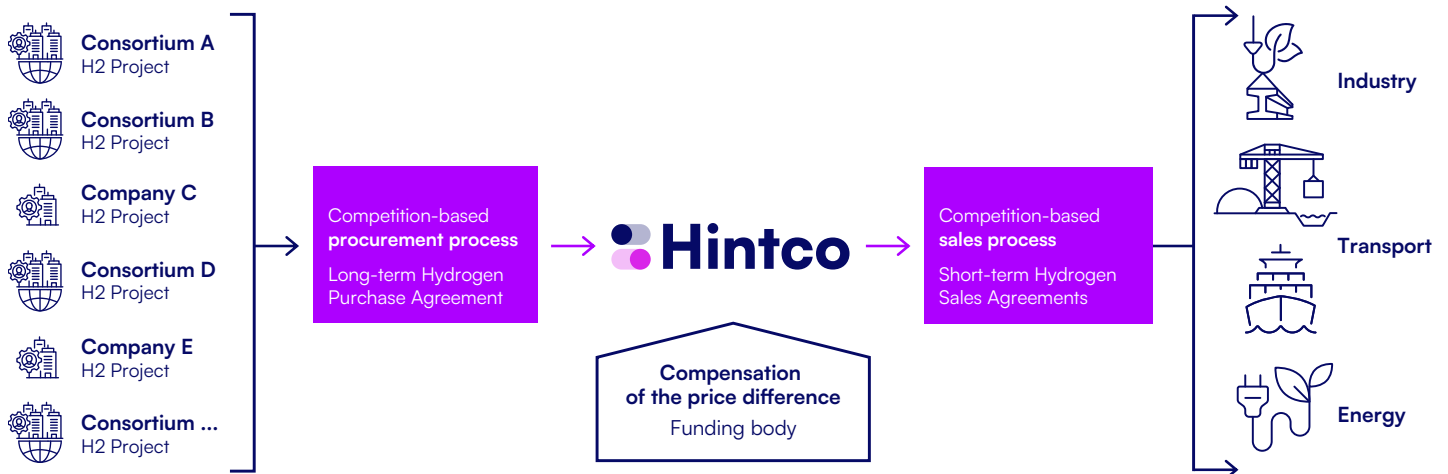
At the core of the H2Global mechanism is Hintco, the Hydrogen Intermediary Company, which addresses key barriers in markets for clean hydrogen and other low-emission fuels. Currently, these fuels are not produced in large quantities due to low demand, and demand remains low because there is insufficient affordable supply—a classic “chicken-and-egg” dilemma.

Hintco resolves this through an innovative double-auction approach that simulates a functioning market on both the supply and demand sides.

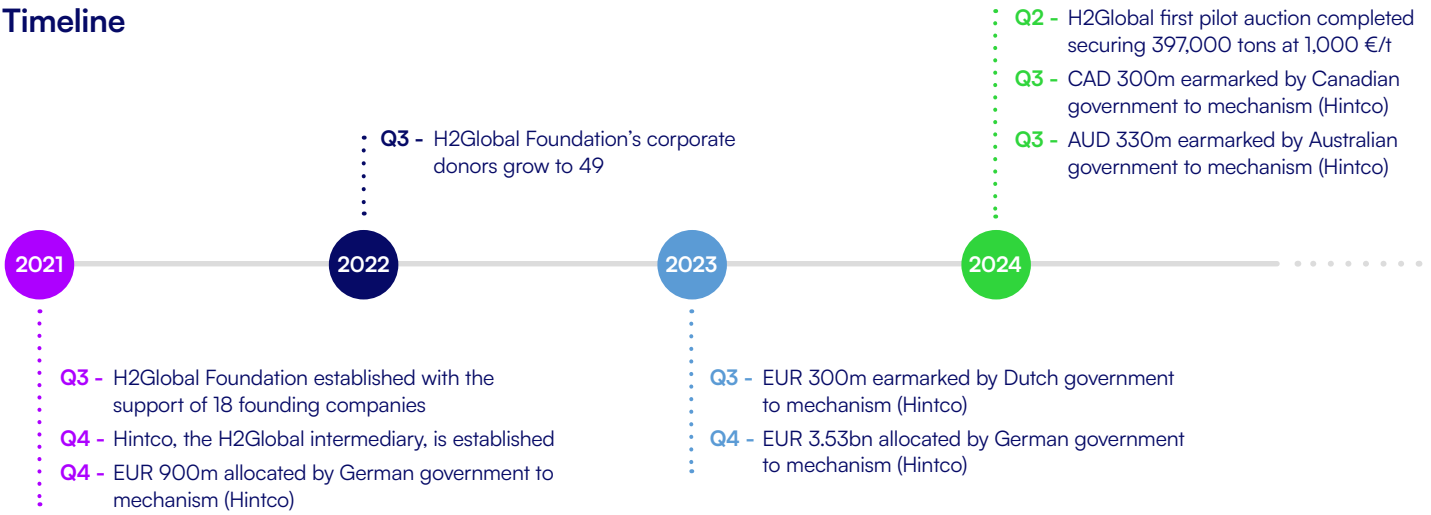
In the short- to medium-term, a gap between purchase and sales prices (cost of difference) is expected. Similar to the Contracts for Difference (CfD) approach, this cost is covered by Hintco with grants from public or philanthropic funding bodies.

“The hydrogen sector is facing continued difficulties in securing long-term offtake agreements, which has been slowing the pace of progress on announced projects. Hintco have come up with a creative first-of-its-kind approach to bridge this gap and help projects in reaching positive investment decisions by providing the necessary pricing and demand support, and Fertiglobe is proud to be selected as the winning bidder by fulfilling all extensive technical and financial requirements.”

Tarek Hosny
Head of Investments and Projects, Fertiglobe



Timeline

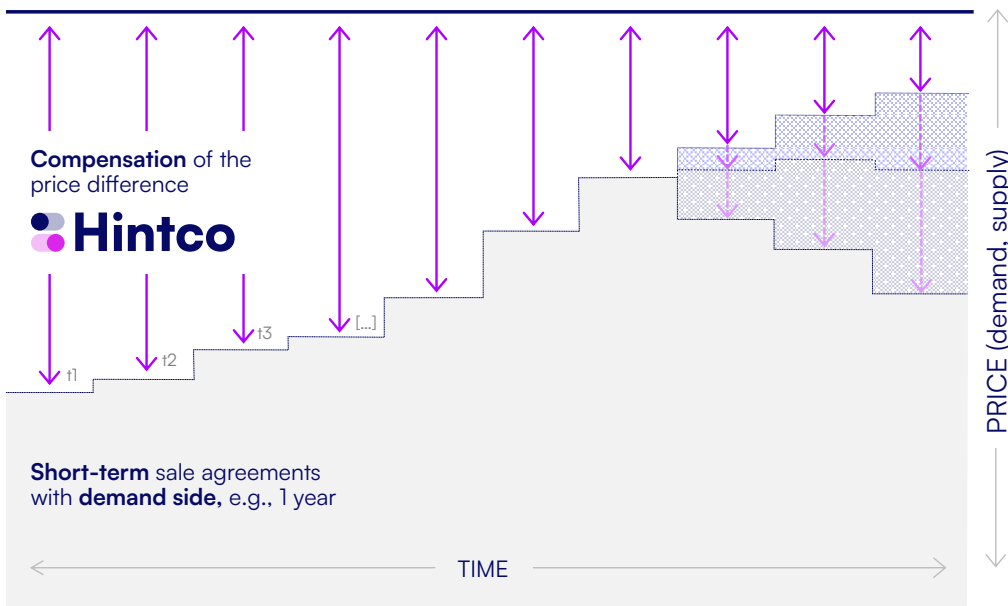


Hintco's impact

Hintco's offtake agreements play a crucial role in bringing awarded projects to fruition. As regulatory requirements for clean hydrogen and its derivatives tighten, and carbon pricing schemes evolve, short-term sales contracts allow Hintco to benefit from expected market price increases. This reduces the funds required to cover the cost difference over the funding period.

Additionally, these short-term contracts generate regular price signals through continuous sales auctions, a feature currently scarce in the market. Transparent pricing is key to functioning markets, and Hintco's approach helps establish this. The auctions also provide consistent trade flows and liquidity—both essential for healthy market development.

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



Targeted tenders

HINTCO empowers governments and other potential providers of funds to actively shape and support the ramp-up of markets for clean hydrogen and other low-emissions fuels through tailored tenders. Each funding body can design its own tender by defining the financing, product, geographical scope, sustainability criteria, and other individual requirements. This allows the provider of funds to tailor the tender to its specific objectives, such as promoting sustainable technologies, diversifying energy partnerships, or decarbonizing specific sectors.

KEY FACTS



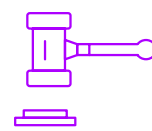
USD 9 trillion

investment required for clean hydrogen economy take off by 2050



69 Mt

of clean hydrogen required by 2030 to meet Paris climate goals



>USD 6 billion

in international funding dedicated to H2Global mechanism/Hintco as of 2024