A dynamic background of water splashing and bubbling against a light blue gradient. The water droplets and splashes are captured in various stages of motion, creating a sense of energy and freshness. The overall color palette is a range of blues, from light sky blue to deeper cerulean tones.

June 08, 2021

IPCEI HYDROGEN KICK-OFF: MATCH MAKING

Content

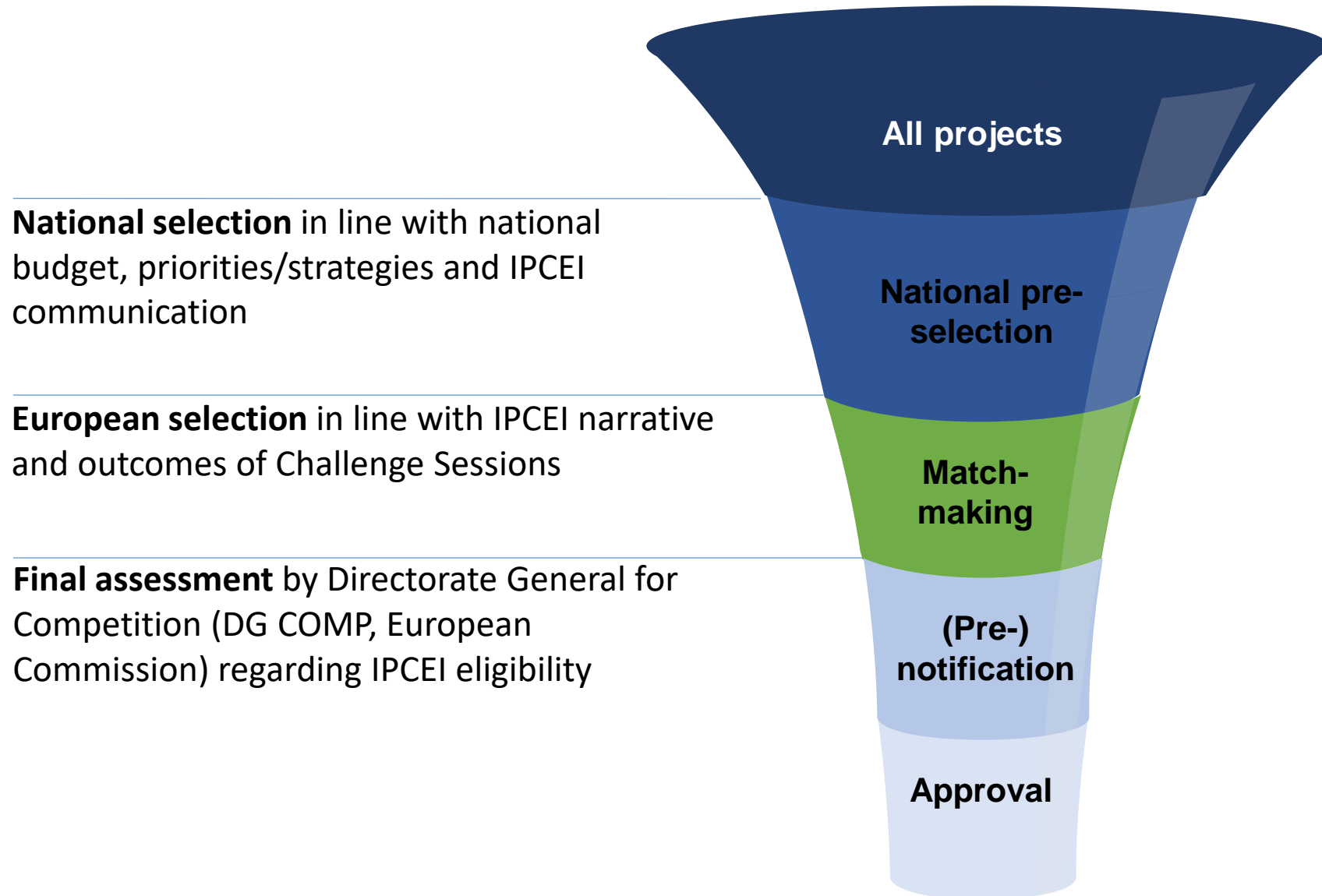
- What happened so far
- Procedural overview
- Current status
- Goals of the match-making
- Governance structure: parties involved
- Match-making sessions
- B2match
- Next steps for companies

What happened so far...

- ✓ Official start of the H2 IPCEI last year: Manifesto
- ✓ Calls for expression of interest on the national level
- ✓ Pre-selection of projects
- ✓ Weekly meetings of participating states organized by coordinator Germany (BMWi, dena) joined by the European Commission
- ✓ Company fact sheets obtained
- ✓ Company registration phase on b2match started



There are three filters for selecting projects for an IPCEI



Current state of the match-making: Fact Sheets submitted

List 01.06.21

434

→ Only direct partner:

408

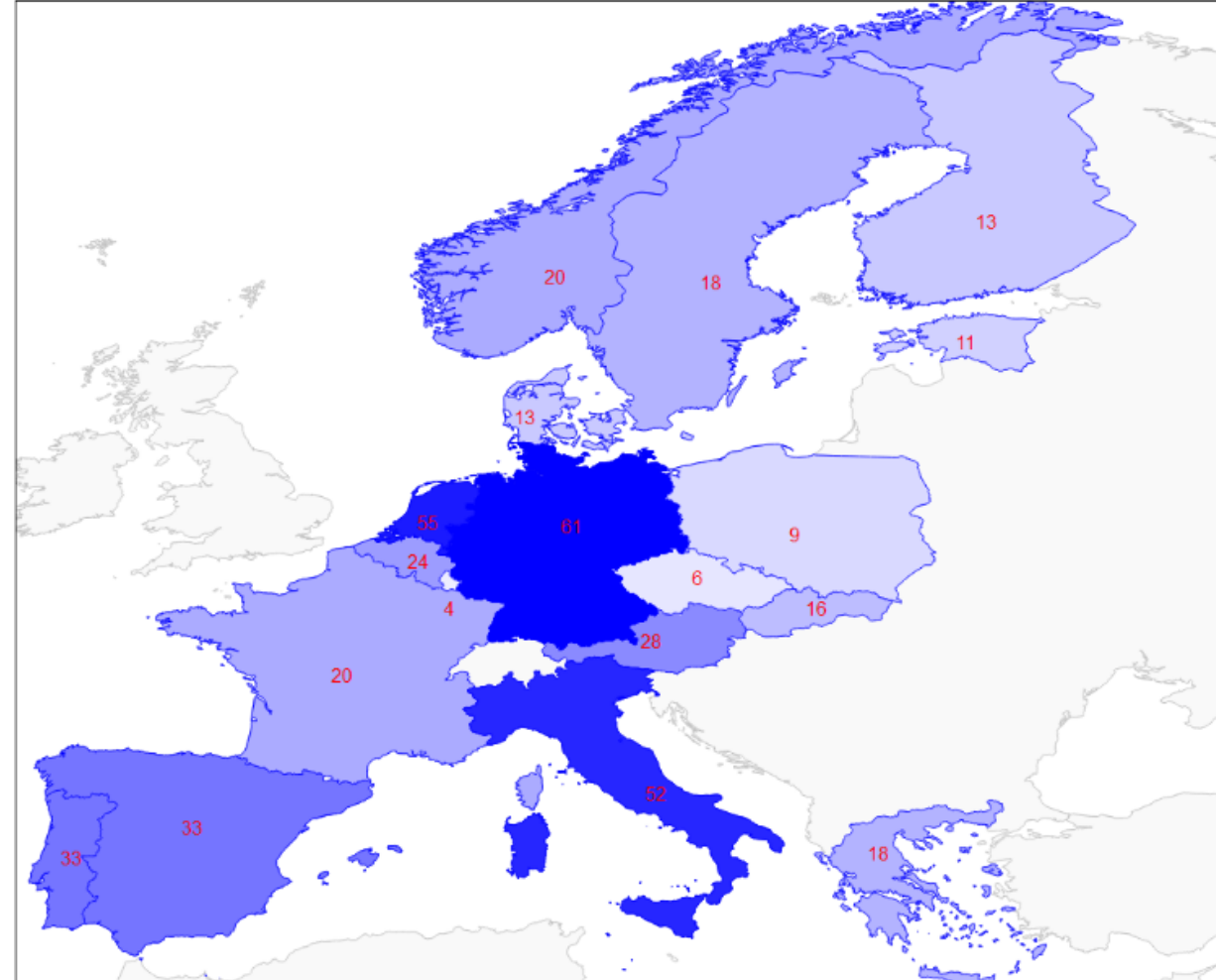
→ nominated from states &
Start Date < 1.1.2023:

390

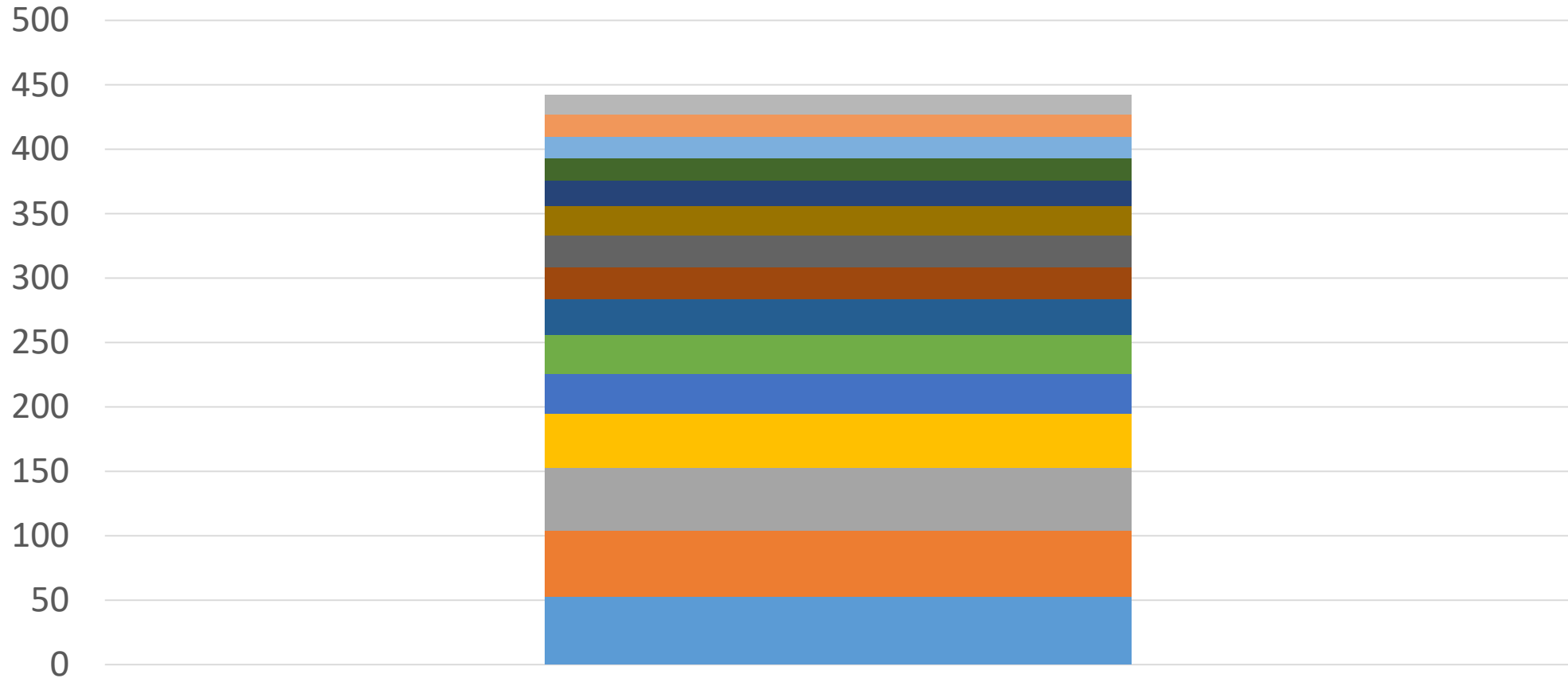
434 factsheets

(1st June 2021)

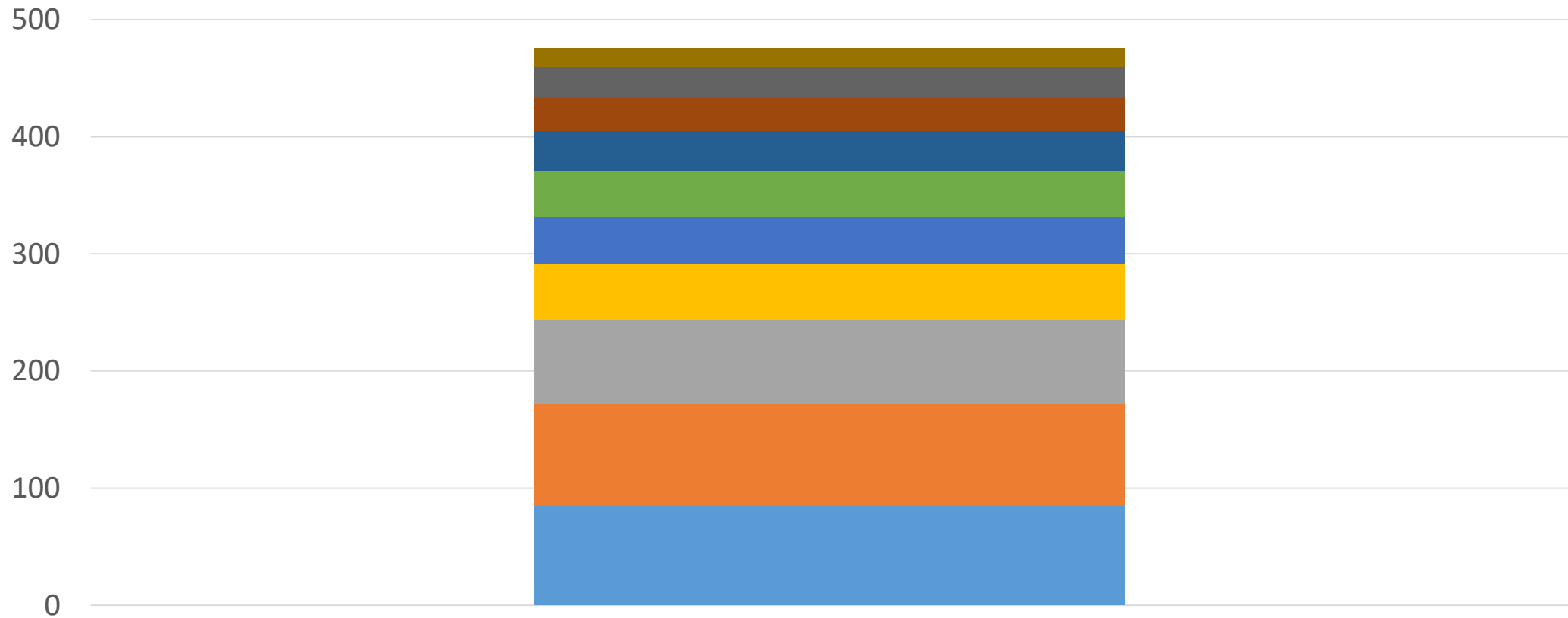
28 Austria
24 Belgium
6 Czechia
4 Luxembourg
13 Denmark
11 Estonia
20 France
13 Finland
18 Greece
61 Germany
52 Italy
55 Netherlands
33 Portugal
20 Norway
9 Poland
18 Sweden
16 Slovak Republic
33 Spain



b2match (as of 02 June): Registrations per countries

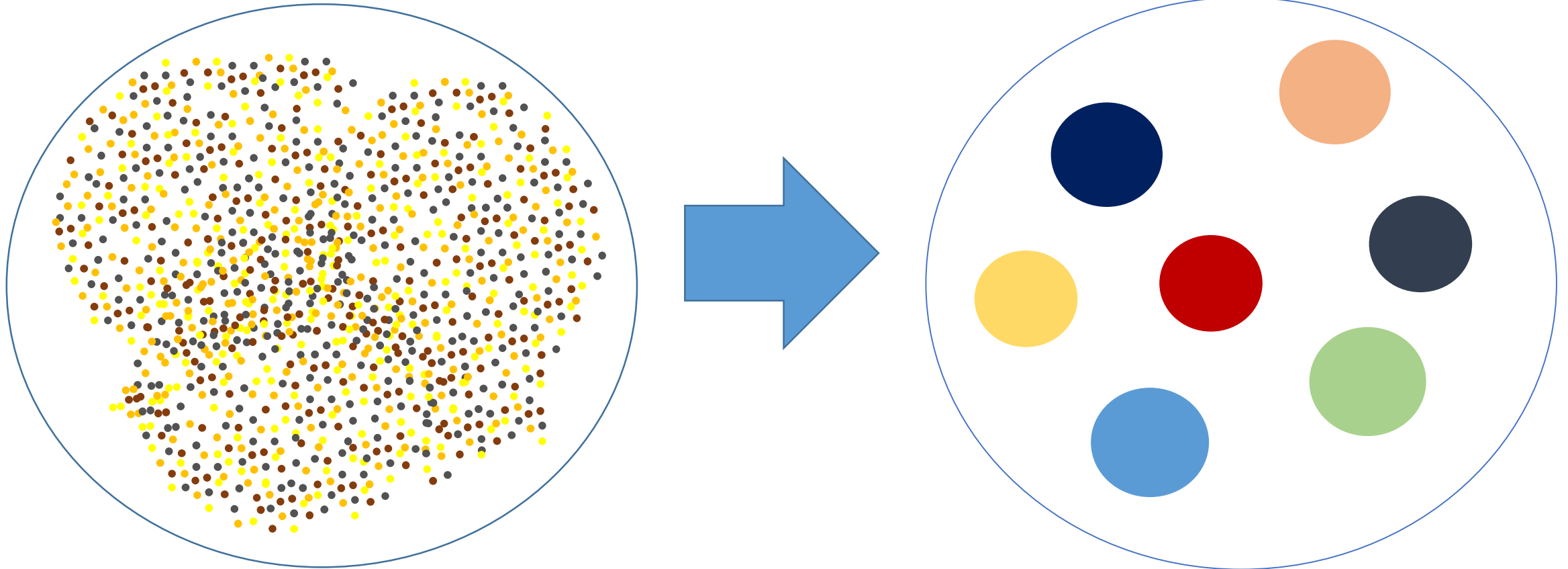


b2match (as of 02 June): Registrations per organization type



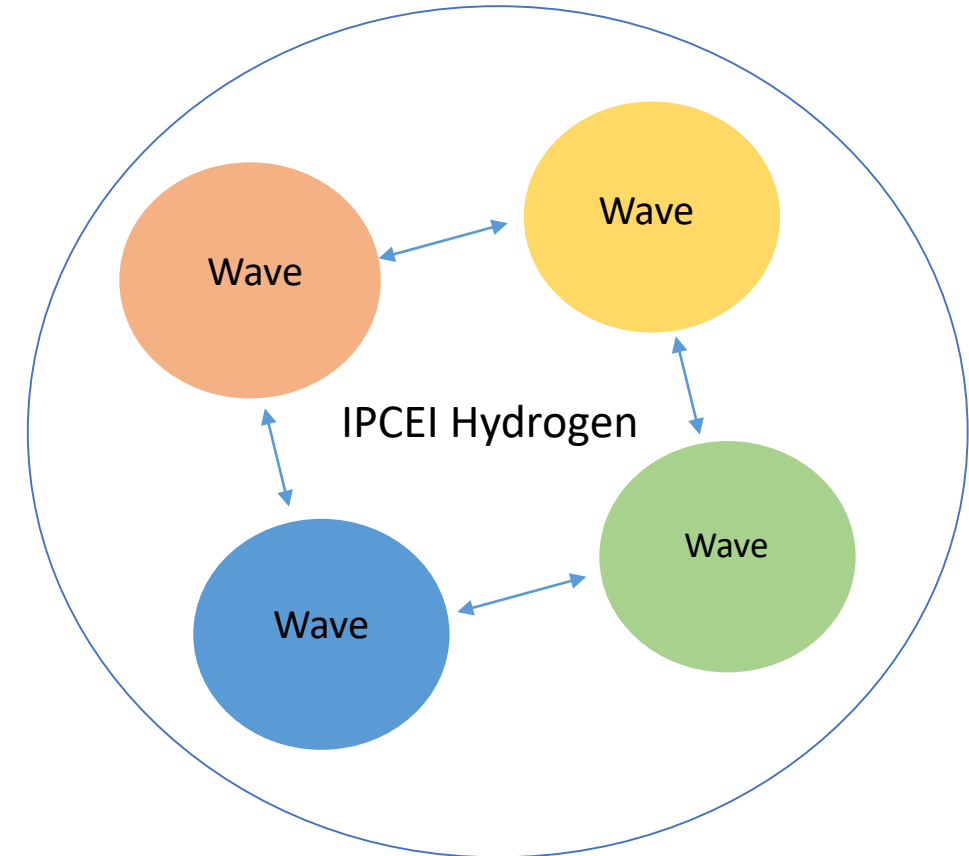
- R&D Institutions
- Electrolyser manufacturer
- Provider of enabling technologies
- Hydrogen storer, distributor, transporter
- Hydrogen producers
- Electricity producers
- Hydrogen consumer in industry
- Hydrogen consumer in mobility
- Other
- Government Institution

The goal is to sort and structure the high number of projects pre-selected at national level

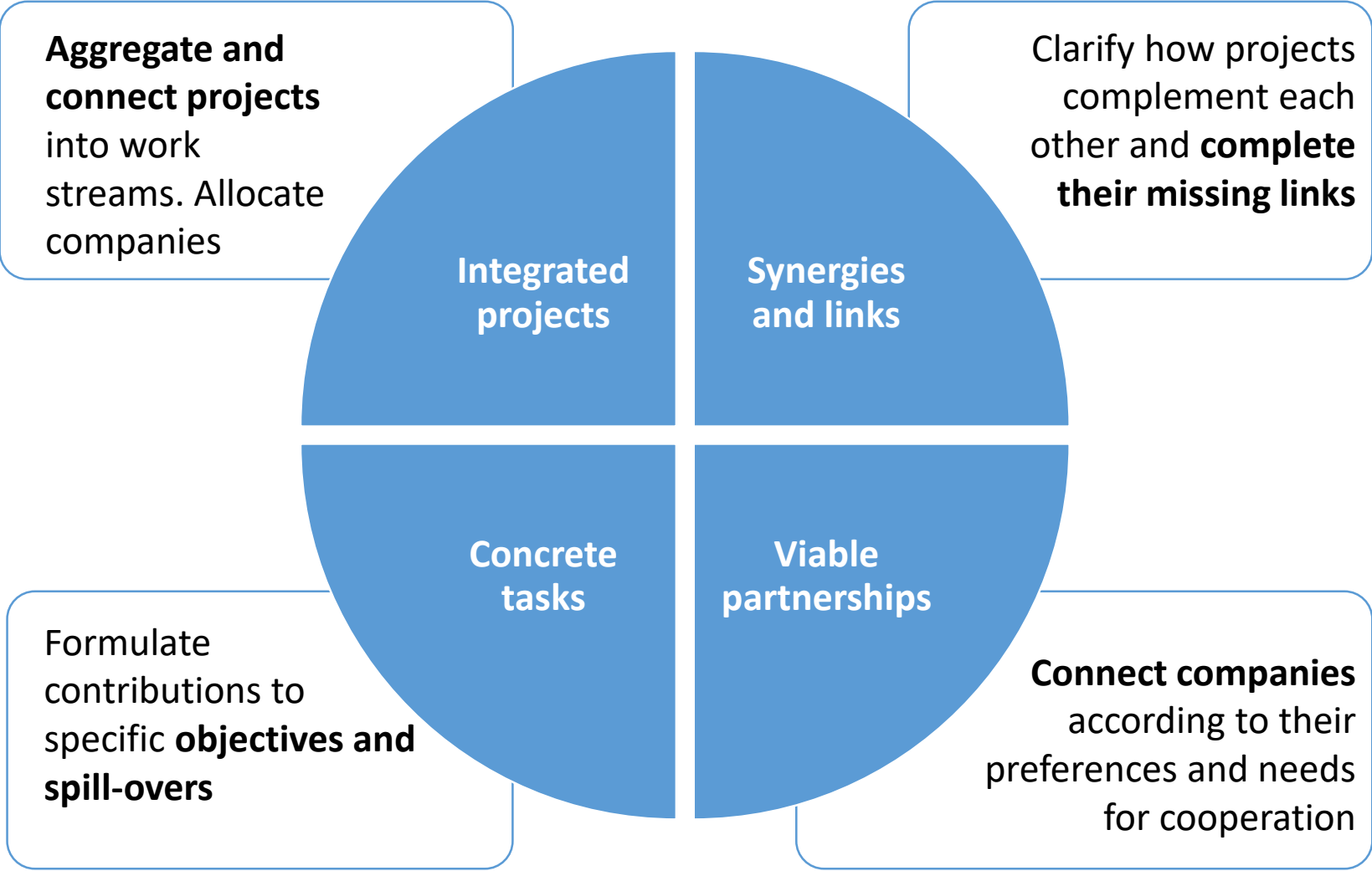


Several IPCEIs H2 will contribute to the implementation of the European and national H2 - strategies

- A high number of projects have applied to the IPCEI H2
 - Necessity to have **several 'waves'** of the IPCEI H2
- The different waves, their projects and narratives will **form a bigger, overall narrative** of the IPCEI H2
 - Every wave of the IPCEI has a specific focus/narrative and is **equally important**
 - The order of the waves is not reflective of their importance

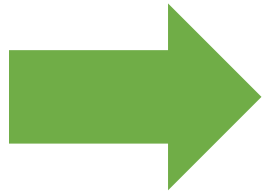


Goals of the match-making procedure



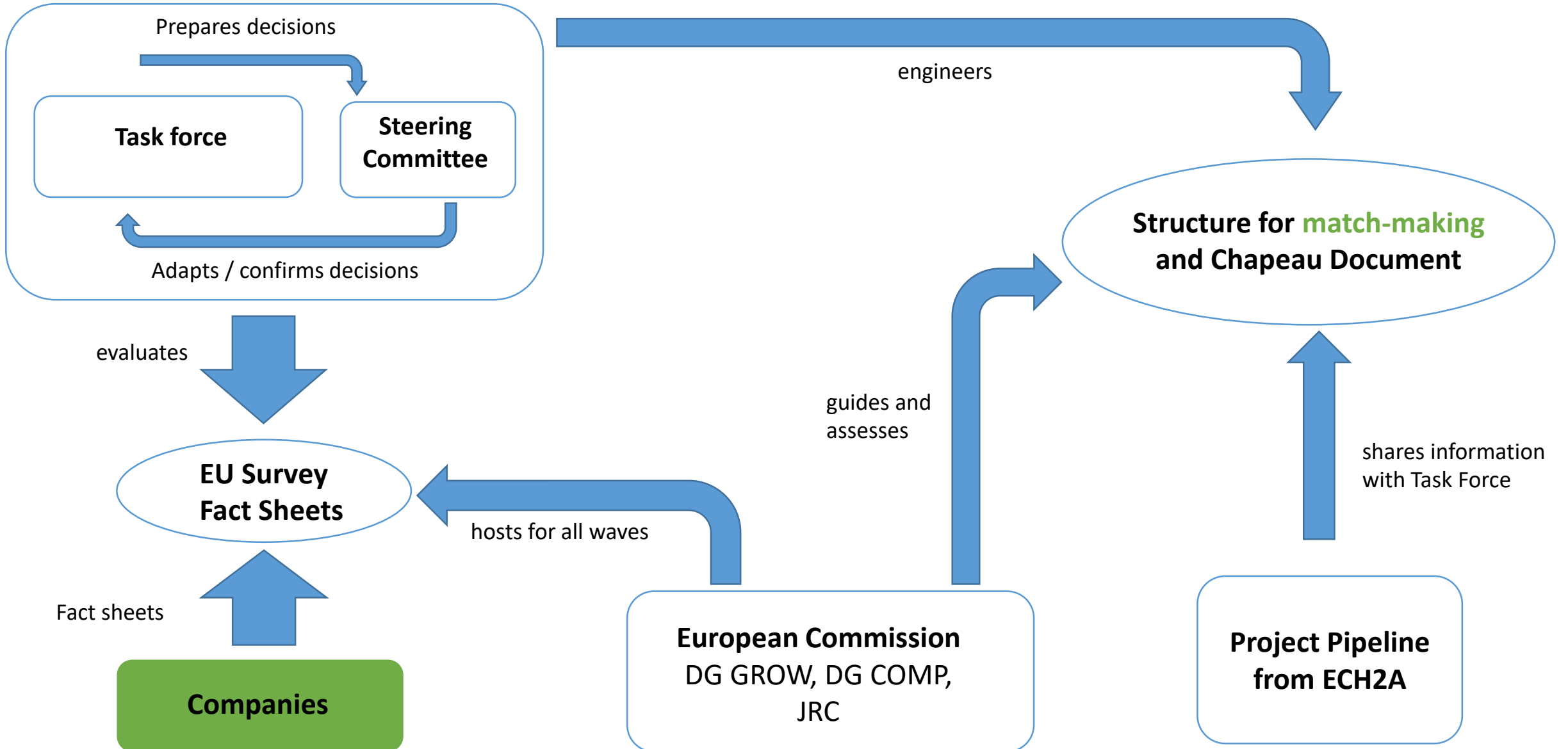
Envisaged outcomes

- ✓ Definition of Work streams and allocation of companies
- ✓ Work plan structure and tasks
- ✓ Links within work streams
- ✓ Links between work streams



Enable partnerships between
companies & projects to substantiate the
EUROPEAN interest of the IPCEI

A complex governance structure coordinating national & european interests



Overview match-making process

Registration and pre-engineering procedure



**Kick off with all
Participants**

Challenge and Work Stream Sessions

Chapeau Process

Match-making: Session Formats - 1

	B2b Sessions	Regional Sessions
Who?	Organised independently by all participants on B2match	Organised independently by states with their companies
What?	Browse participant list and market place to identify and connect with desired partners and book meetings	Build cross-border links (e.g. integrated multi-country projects) in a certain region
Outcome	Establish links and partnerships based on mutual needs and objectives	Regional, cross country project clusters may then be connected with other clusters

Match-making: Session Formats - 2

	Work Stream Sessions	Challenge Sessions
Who?	Organised by Coordinator for all participants allocated to work streams	Organised by Coordinator with selected companies
What?	Discuss work stream-specific challenges & objectives as well as spill-over effects	Define tasks to solve IPCEI challenges by companies and their partners
Outcome	Elaborate contributions within each WS and ideas for spill-overs	Indicate links within and between work streams. Work plan including tasks

Infrastructure for match-making

An all-in-one event management solution for virtual, hybrid, and physical events specialized in b2b matchmaking.

Products, Services, Projects

- Online Registration
- Publishing Project Profiles
- B2B Meetings management
- Mobile App (for Participants)
- Personalized Event Agendas
- Event Feedback Survey



Included Support

- Support provided via email/chat
- Live training how to use b2match (1 hour)
- Quality check of your event's configuration (1 hour)

Virtual Solution

- 1:1 Meetings via Video Calls
- Big streaming conferences
- Integrated Webinar solution (< 100 participants)
- Closed Group Webinars
- Easy integration of external streaming provider

Long Term Matchmaking

- Messaging between participants
- Matchmaking between participants
- 1:1 Video calls between participants
- Only for 1:1 meetings outside of the agenda sessions initiated by participants

Next steps

- Task Force and Steering Committee:
 - define an overall narrative for IPCEI H2 (details to be prepared for 2 waves)
 - Define work streams
 - Allocate companies to work streams and challenges
- **Selected** companies are invited to Challenge Sessions
- **All** companies are invited to Work Stream Sessions

Next steps for companies

- Compile **profile** on b2match: outline focus of projects and match-making needs
- **Engage** independently with others on b2match:
 - ✓ browse the other participants and engage in **virtual b2b match-making sessions**
 - ✓ engage in b2b sessions **at any time**
 - ✓ access **'marketplace'** and display your project in a blog, which other companies may browse
- **Prepare**: What are specific obstacles and missing links in your sector/segment that you would like to address during match-making?

THANK YOU

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