



Annex II. Survey content

CHAPTER 1. FUNDAMENTALS

1.1 First name

1.2 Last name

1.3 Name of your organization

1.4 Website

1.5 Professional email address

1.6 Professional phone number (including country code)

Country Code

(+1)

Phone number

1.7 Name of the hydrogen valley project [\(b\)](#)

1.8 Website / URL

1.9 Short description

1.10 In which **country** is your main project located? [\(b\)](#)

1.11 In which **city** is your main project located?

1.12 What are the coordinates (latitude and longitude) of your primary project location? [\(b\)](#)

On your computer, please open Google Maps and insert the name or address of your primary project location. You will see that a red pin has appeared in the map indicating the



exact location. You can obtain the coordinates by clicking in a point nearby in the map; the coordinates will appear in a taskbar at the bottom of the page. You will find two different numbers (e.g. 50.835052, 4.354251), please place both numbers in the pertinent boxes, being the latitude the first one.

Latitude

Longitude

1.13 Do you have other locations for your project? [\(c\)](#)

Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

1.14 Who is the lead developer entity of your project? [\(a\)\(b\)](#)

1.15 Who are the **project partners**? [\(c\)](#)

Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

1.16 Who are your main **political sponsors**? [\(a\)\(c\)](#)

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1.17 Are there other projects with **interdependencies** to your project? [\(a\)](#)

Direct connections in the form of i.e. dedicated H2 suppliers.

1.18 How much **H2 is produced** within the project per day? [\(c\)](#) tonnes/day

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1.19 How much **H2 is consumed** by the project within one day? [\(c\)](#) tonnes/day

Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.



1.20 What is the **investment volume** over the project lifetime?[\(a\)\(c\)](#) Capital expenditures (million EUR)

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1.21 How many **staff members** are working on the project development (full-time equivalent personnel)?

1.22 What are the main drivers of the project?[\(c\)](#)

Political (industrial / ecological)

Economic

Other

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1.23 What is the start date of the project preparation? (indicative date if not known yet)[\(c\)](#)

The project preparation phase indicates the identification of all project work and the definition of rough goals and objectives. Additionally, a decision making process for managing further planning and development of the project is being established.

Date

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1.24 What is the date for the financing closure? (indicative date if not known yet)

The financing closure indicates the securing of all project-related financial resources.

Date

1.25 What is the start date of the project implementation? (indicative date if not known yet)

The project implementation phase indicates the realization of the project vision and plans.

Date



1.26 What is the date of the project finalization? (indicative date if not known yet)[\(c\)](#)

The project finalization phase indicates the completion of all activities related to the project implementation.

Date

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1.27 What is the **current status** of the project?[\(b\)](#)

1.28 What is your key underlying business model across the value chain (energyflow)?[\(a\)\(c\)](#)

- Power-to-power
- Power-to-gas
- Power-to-liquids
- Power-to-heat
- Power-to-industry
- Power-to-mobility
- Other

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1.29 What are your key products and services?[\(a\)](#)

- Products
- Services

1.30 Who are the **key offtakers** of the project?[\(a\)\(c\)](#)

1.30.1 What industry do your key customers belong to?



1.30.2 Where does the geographical scope of the customers lie?

- Local
- Regional
- National
- International
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1.31 Do you have any plans to **expand your project activities** beyond the currently envisioned scope?

1.31.1 What is the timeframe for a potential expansion?

1.31.2 What is the size expected for the expansion (increase by a factor of 10x, 100x, 1000x...)?

- (a)** More detailed questions will follow on this topic.
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Vertical Tabs

CHAPTER 2. VALUE CHAIN AND TECHNOLOGY

2.1 Does your project include investment in primary energy production?

2.2 What and how much technology do you use/intend to use along the value chain?**(c)**



- 2.2.1 Primary energy sourcing
- 2.2.2 H2 production
- 2.2.3 H2 storage / conversion
- 2.2.4 H2 transport / distribution
- 2.2.5. H2 Distribution
- Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

2.3 Which application does your production have and how much will be applied? [\(c\)](#)

- 2.3.1 User mobility (hydrogen fuel cell electric or hydrogen combustion or hydrogen hybrid vehicles)
- 2.3.2 Energy (power, heat)
- 2.3.3 Industrial use as feedstock
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CHAPTER 3. PREPARATION

Title

3.1 How much time did you **plan to prepare** the project?



3.2 How much time did you actually **need to prepare** the project?

3.3 How much time did you **plan to obtain your major construction and deployment permits**?

3.4 Have you already **obtained any major construction or deployment permit**?

3.5 How many **stakeholders** are involved in preparing the project, i.e. how many parties/entities played a major role in shaping the project concept and getting it off the ground (technically, financially, legally, in terms of project management, etc.), incl. companies, public authorities, research & academia, NGOs/NPOs, etc.?(c)

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3.6 How many **staff members** across all stakeholders are involved in preparing the project (full-time equivalent personnel)?

3.7 What share of the overall **budget** are you spending for the preparation phase?

3.8 What is the main **funding source** for the preparation phase?(c)

Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

3.9 What is the name of the **lead entity** in the preparation phase?

What kind of stakeholder is it?

3.10 Do you have major commercial **risk sharing mechanisms** between the project stakeholders in place?(c)

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3.11 Do you have a more or less formal and dedicated **governance mechanism** in place?

3.12 What are key regulatory provisions along the value chain supporting your project (e.g. exemptions from taxes/levies/duties, FIT for H2 injection to gas grid, quotas for sustainable fuels)?[\(c\)](#)

- Political
- Economic
- Social
- Technological
- Environmental
- Legal
- Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

3.13 What are the main regulatory hurdles that you have to overcome?[\(c\)](#)

- Missing or inadequate permitting procedures
- Lack of H2 experience of permitting authorities
- Missing / too strict safety regulation in the context of H2 deployment
- Taxes/levies/duties on electricity from RES
- Other
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3.14 Do you have **clarity** on all required **permitting procedures**?

3.15 Do you have all **permitting procedures** for your project in **place**?



3.16 What are the main activities in the preparation phase?

- Business model / business case development
- Partnering (with technology providers etc.)
- Technical feasibility
- Permitting processes
- Financing preparation
- Other

3.17 What are the main hurdles and barriers in the preparation phase?[\(c\)](#)

- Technological readiness / technological performance (e.g. availability, efficiency, duration/lifetime)
- Regulatory provisions
- Permitting and authorization procedures
- Political backing and buy-in
- Funding
- Experienced staff
- Local public acceptance
- Project's business case
- Stakeholder cooperation
- Risk sharing mechanisms between project partners
- Project governance model
- Other



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3.18 What are the key success factors for the preparation phase?[\(c\)](#)

- Business model / business case development
- Partnering (with technology providers etc.)
- Technological readiness / technological performance (e.g. availability, efficiency, duration/lifetime)
- Regulatory provisions
- Permitting and authorization procedures
- Political backing and buy-in
- Funding
- Experienced staff
- Local public acceptance
- Project's business case
- Stakeholder cooperation
- Risk sharing mechanisms between project partners
- Project governance model
- Other

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CHAPTER 4. COMMERCIAL AND FINANCING

Title

4.1 What was the total **budget planned**? (CAPEX over total project life) million EUR

Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

4.2 What is the total **budget spent** to date? million EUR

4.3 What is the **overhead share** of your project? (% of total CAPEX investment)
The overhead share of a budget refers to ongoing business expenses not directly attributed to creating a product or service, such as utilities, taxes or accounting fees. %

4.4 What are the main public and private sources for your budget?(c)

Public budget

Private budget

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4.5 What funding instruments are you using?(c)

Grants / subsidies

Equity

Debt

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4.6 What is your (anticipated) average **cost of electricity**?



4.7 What is your (anticipated) average **cost of natural gas**?

4.8 What is your (anticipated) average **cost of green H2**?

4.9 Do you make use of blue H2?

4.10 Do you make use of grey H2?

4.11 What is your sales price of H2 internally?
(For instance for internal accounting between production entity and application usage)

4.12 What is your sales price of H2 externally?

4.13 How competitive are your (anticipated) products or services compared to offerings based on conventional technology?

4.14 What are the main activities in the commercials and financing phase?

- Searching for eligible public subsidy / grant schemes
- Applying for public subsidy / grant schemes
- Negotiating with private investors
- Building a financial model
- Preparing documentation for a due diligence process
- Putting a de-risking framework in place
- Other

4.15 What are the main hurdles and barriers for the commercials and financing phase?[\(c\)](#)

- Securing public financial support (subsidy / grant)
- Securing private investors
- Building a financial model
- Securing customer commitments to de-risk the financial model



- Other
- Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

4.16 What are the key success factors for the commercials and financing phase?[\(c\)](#)

- Applying for public subsidy / grant schemes
- Securing private investors
- Securing public financial support (subsidy / grant)
- Building a financial model
- Preparing documentation for a due diligence process
- Putting a de-risking framework in place
- Securing customer commitments to de-risk the financial model
- Other
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CHAPTER 5. IMPACT & ANALYSIS

Title

5.1 How much **CO2** is being produced by your project (direct emissions)? [\(c\)](#) tonnes/year



Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

5.2 How much **CO₂ has been reduced** by your project? [\(c\)](#) tonnes/year

Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

5.3 How much **NO_x was reduced** by your project to date? [\(c\)](#) kg/year

Your answer to this question will be used for a detailed profile of your project on the platform and will therefore not be anonymized. If you do not want this information to be public, please tick the box.

5.4 What level of **noise reduction** has been accomplished by your project to date? [\(c\)](#) dB/year

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5.5 What is the **economic value added** of the project? Value-added equates to the sum of compensation of labour, return on capital (i.e. annualised capital expenditures (CAPEX)) and a margin (i.e. gross profits)[\(c\)](#) million EUR/year

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5.6 What are the employment benefits of this project? How many jobs are created over the project lifetime?

During project preparation

During project operation

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5.7 What overarching **industrial policy goals** are part of your H2 Valley (e.g. scale-up of electrolyzer technology)? [\(c\)](#)



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5.8 What are additional **project benefits** communicated to project stakeholders? [\(c\)](#)

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