

Waste-to-hydrogen partner selection through detailed management interviews



Challenge

The client, a large energy company, was looking to add renewable hydrogen to the company's supply chain.



Solution

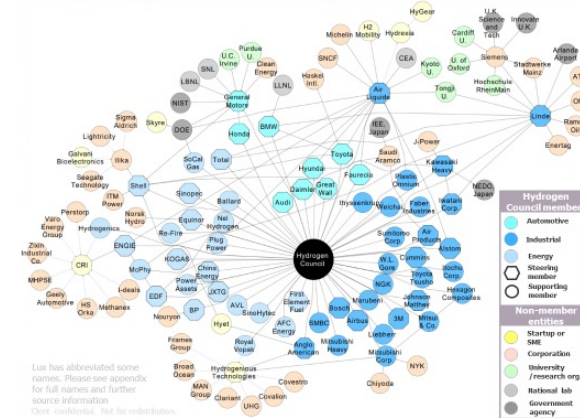
Lux shortlisted developers with differentiated technology and a proven ability to work on low-carbon, waste feedstocks and aligned those with the client's preferred regions. Combined with interviews with these developers, Lux evaluated technical capabilities, track records, and business execution to prioritize those developers that best fit the client's goals.



Value

Through Lux's work, the client obtained detailed insights and profiles on five high-potential hydrogen suppliers, together with detailed interview transcripts and documentation shared by the suppliers. After careful evaluation with multiple internal stakeholder groups, the client proceeded to negotiate long-term hydrogen supply agreements with a selection of these entities.

Hydrogen sees stronger-than-ever commercial momentum



The CEO-led Hydrogen Council has rapidly grown in size and impact

- Formed in 2017 by 13 companies, it now has ~60 members, representing over \$1 trillion in net revenues, and accelerates hydrogen through policy support and promoting investment (currently \$1.7 billion/year).
- China leads in hydrogen commercialization, with \$17 billion in announced investments through 2023 in hydrogen mobility alone.
- Major Industrials, including Shell, Saudi Aramco, Siemens, Air Liquide, Linde, Toyota, and Hyundai, have investment plans ranging up to several billion USD.
- **LUX TAKE:** Commercial momentum and investments suggest that hydrogen may be at a tipping point, finally carving out its share of the energy market.