



# Hydrogen Market Pathways

IEF INTERNATIONAL  
ENERGY  
FORUM

ICE

## Introductory Remarks

13:00-13:05  
GMT

### Welcome Remarks

Mason Hamilton

*Special Assistant to the Secretary-General, International Energy Forum*

## Hydrogen Market Pathways Roundtable Discussion

13:05-15:00  
GMT

### Moderators

Egbert-Jan Schutte-Hiemstra

*Senior Director, Business Development Utility Markets*

Anne-Sophie Corbeau

*Global Research Scholar, Columbia Center on Global Energy Policy*

### Panelists

- Noé van Hulst  
*Chair at IPHE, Hydrogen Advisor to IEA and Gasunie*
- René Schutte  
*Director HyNorth*
- Erik Rakhou  
*Associate Director, BCG*
- Peter van Ees  
*Banker Renewable Energy, ABN AMRO*
- Neil Brown  
*Managing Director, KKR Global Institute and KKR Infrastructure*
- Bart Cornelissen  
*Partner, Deloitte*



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## Discussion Topics:

1. Can hydrogen be economically competitive with other low-carbon energy options given the inefficient conversions hydrogen undergoes during production and for transportation?
2. Can a higher carbon price alone make hydrogen a competitive low-carbon energy option? Are other price support mechanisms needed (feed-in tariffs, premium, contract for difference, etc.)?
3. At this stage of hydrogen's market development, what elements of the regulation are the most essential to support the take-off of hydrogen?
4. What other industry or commodity is the market for hydrogen most likely to mirror? (LNG, LPG, ethylene? or iron ore)?
5. What makes a hydrogen supply project "investable" other than Return on Investment?
  1. backed by long-term demand contracts?
  2. advantageous production costs?
  3. low cost of capital through subsidies/incentives?
6. What questions/demands are financiers asking/making that the hydrogen industry has yet to find a sufficient answer to?
7. Beyond Hydrogen Hubs connected via pipelines, what technology or mechanism is most likely to link different regional markets into one global commoditized market? (as LNG has for natural gas)
  1. Liquified hydrogen
  2. H<sub>2</sub> to ammonia (and back to H<sub>2</sub>?)
  3. H<sub>2</sub> to methanol (and back to H<sub>2</sub>?)
  4. Other liquid organic hydrogen carriers?