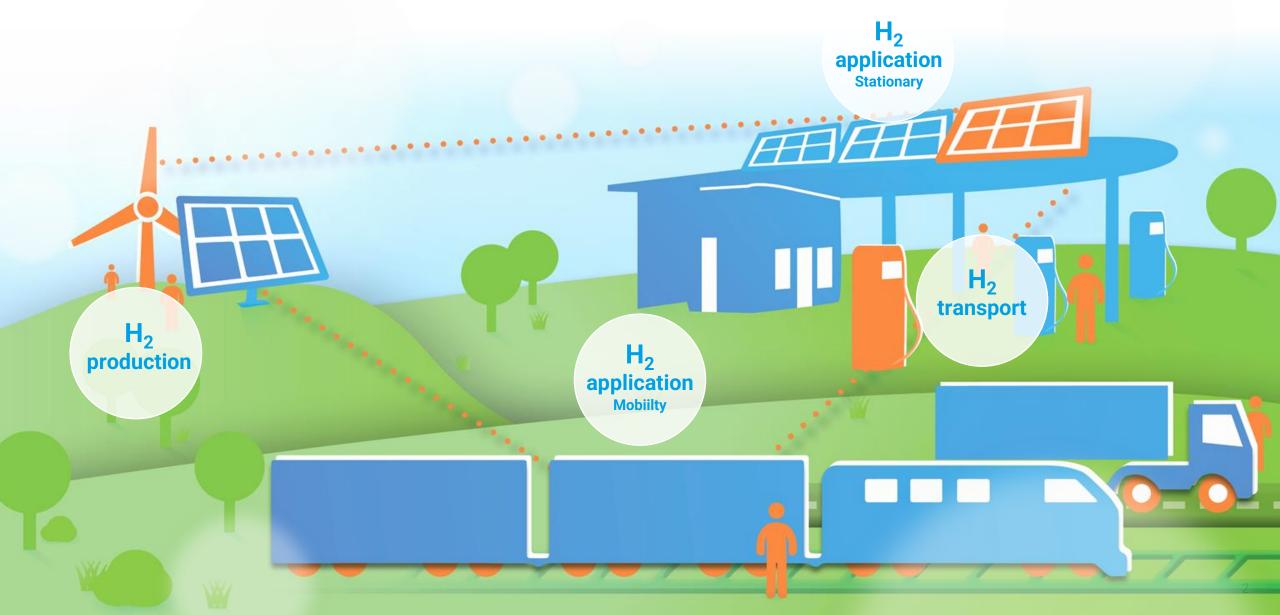


HeavHy – our speed boat Set-up & legal framework

André Kaufung | CEO innos GmbH Ulrike Munz | Business Development innos GmbH

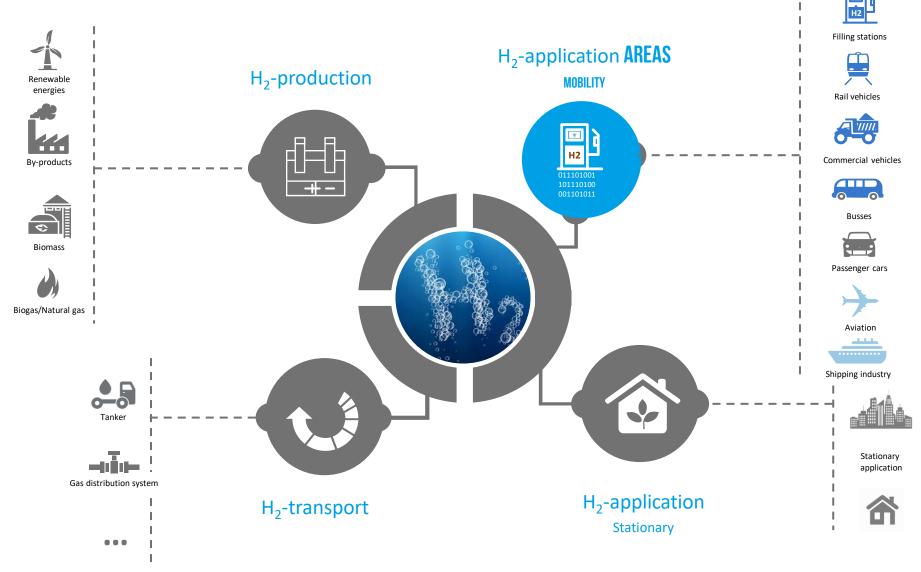
Interoperability through standardized communication





The H₂-Value Chain





Our Challenges





- different systems depending on manufacturer and branch
- interface communication requires standardized communication protocol

apparently, no consistent protocols available yet



Costs

missing interoperability

- no seamless customer Journey
- missing functions and added value services





- no standardized interface = substantial cost increase
- slow market ramp up
- missing security for investments
- countering and very detailed solution approaches

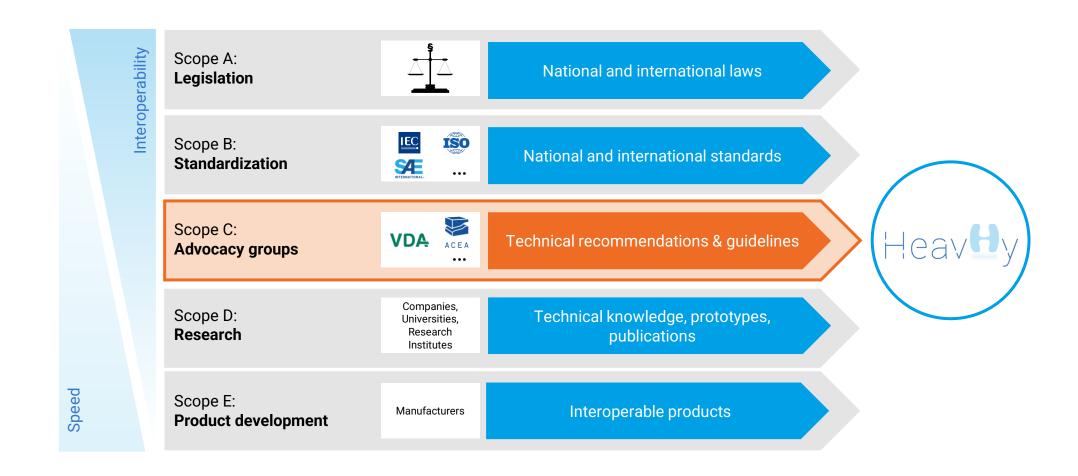






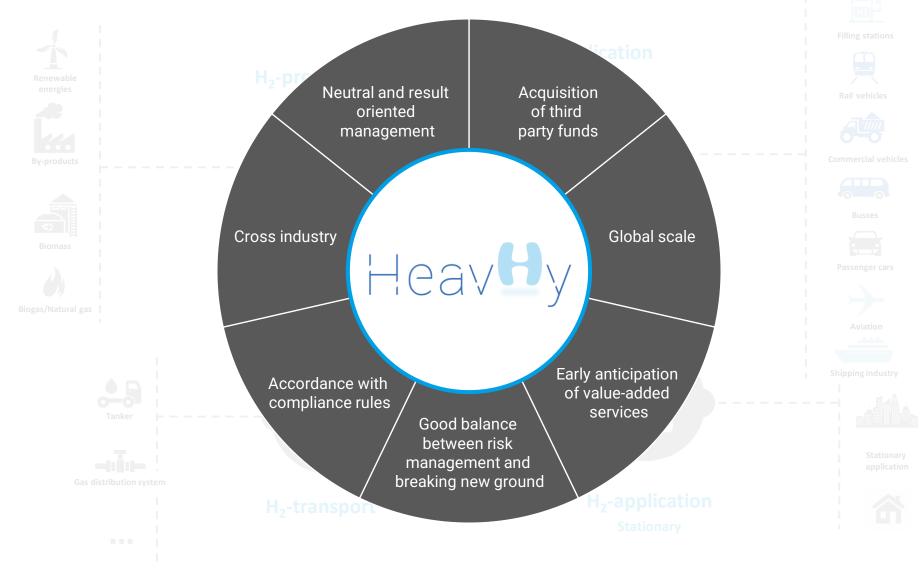
Our Answer





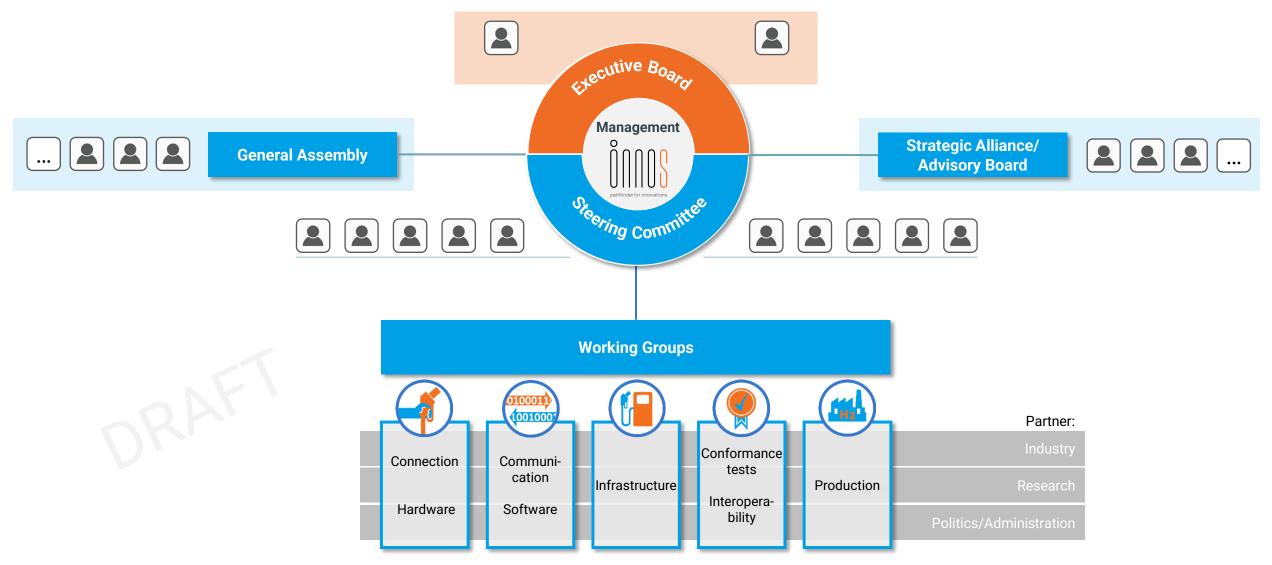
Our Matchwinners





Organizational Structure





Legal Framework



	Incorporated German Association (e.V.)	Swiss Association
Effort to found	Low	Low
Time required for association setup	Medium (minimum of 7 Core Members necessary)	Low (minimum of 2 Core Members necessary)
Availability of national funding programs	Large number of eligible funding programs	Small number of eligible funding programs
Access to relevant players in research	Broad research excellence in hydrogen and fuell cell technology	Few top-notch research institutions
Access to relevant players in industry	Hotspot for the European vehicle / train manufacturer	No large industry, some activities
Access to hydrogen lead markets (→ EU single market)	Part of the European Union → No customs duty and smooth & quick handling of customs clearance process (e.g. with regard to pilots and events)	Not part of the European Union → More expensive and time consuming customs clearance process (e.g. with regard to pilots and events)
Distance to Core Members HQ	Yes (neutrality given)	Yes (neutrality given)
Costs for Coordination Office advantage	Medium	High (office space rental, high salary costs in European comparison)

Types of Membership



Founder members



Premium members



Regular members

Financial contributions:

Types of members:

10.000 Euro

In the first two years, the founder members commit to finance up to a maximum of **50,000 euros** per year to secure the start-up phase.

10.000 Euro

5.000 Euro



Founder Member – Rights and Duties





Type of member





Rights

- Lifetime seat on Committee
- Agenda setting (purpose and scope)
- Voting of operational Executive Board
- Opening and closing of working groups
- Steering of topics and budgets

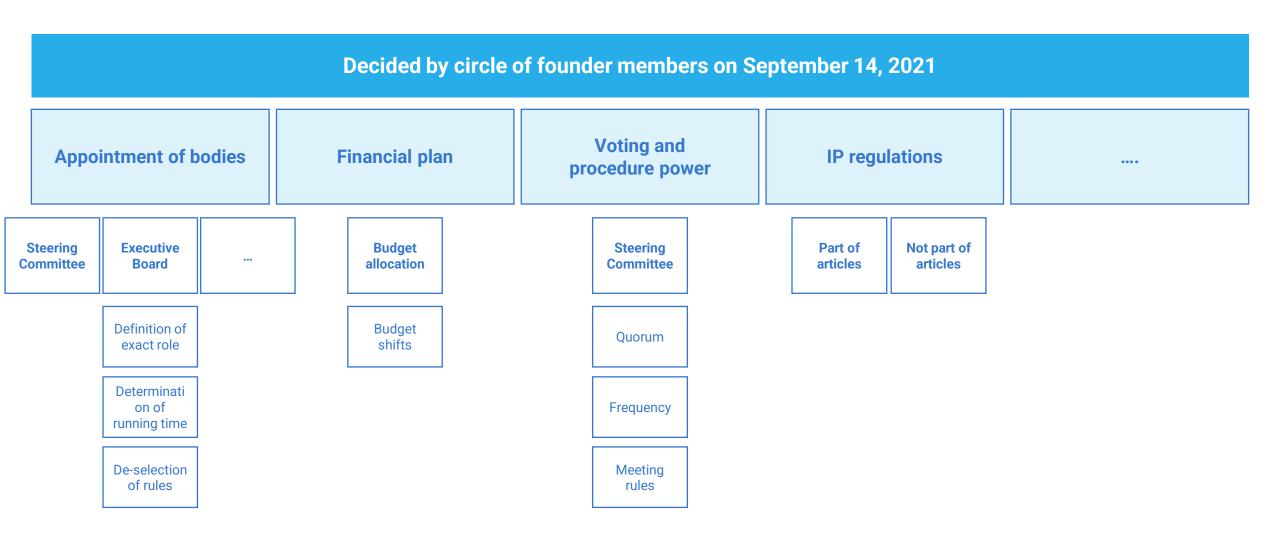


Duties

- Financial contribution
- Provision of FTE for operational work
- Frequent participation in Steering Committee meetings

Selected Aspects from our Articles of Association





Your Global Team





Next steps



16. June 2021

Kick-off event

17. June - 15. October 2021

Draft legal framework is made available

November 2021

Founding and pre-operations

16. June 2021 - 15. October 2021

Submission of letters of intent

14 October 2021

Founder member Q&A workshop

January 2022

Association starts operations



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