



Case Study

Client

Global Trading Company

Project Number

22217

Technical and Market Research of Clean Hydrogen

Summary of Client and Challenge They Faced

The Client, a Global Trading Company with commercial activities in the chemical, energy, and food products sectors, came to LEC seeking to gain insight into the emerging hydrogen economy. The Client specifically wanted to understand new commercial opportunities arising in the hydrogen space.

Our Approach to the Solution

LEC assembled a team of experts in hydrogen production technology, markets, transportation and logistics, low-carbon incentive programs, and competitive analysis to provide a comprehensive state of the industry overview. LEC explored many different paths to producing low-carbon hydrogen, including:

- ❖ Steam Methane Reforming ("SMR") with Carbon Capture and Sequestration
- ❖ Various electrolysis technologies



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- ❖ Gasification
- ❖ Pyrolysis

LEC compared the technological maturity, production costs, and carbon incentive structures for the pathways to develop a complete picture of the advantages and disadvantages for the different technological paths. LEC also identified key industry players and reviewed the competitive state of various aspects of hydrogen markets.

Client Results and Benefits

LEC's team performed a deep dive into the areas specified by the Client, resulting in a three-volume report of approximately 600 pages total. LEC's detailed research produced a comprehensive overview of the technologies and markets for low-carbon hydrogen. Further, LEC applied the fundamental research to identify potential profitable market sectors, and a market-entry plan for opportunities that were best aligned with the Client's resources and capabilities.

The Client leveraged LEC's work to develop an approach to clean hydrogen projects. The Client has since gone on to make strategic investments in green hydrogen production and in hydrogen for aviation.