



ETERNAL POWER & aireg  Aviation Initiative for
Renewable Energy in Germany e.V.

Webinar by aireg

Introduction to **Hydrogen-As-A-Service** to reduce adoption barriers in gH₂ economy

November 12, 2025

**ETERNAL
POWER**

AGENDA, 12. NOVEMBER 2025

Key topics for today's webinar

Today's agenda

Time

Responsible

- Welcome and introduction to Webinar
 - Overview Eternal Power
 - Introduction to Hydrogen-as-a-Service offering and potential for eSAF projects / production
 - Q&A
 - Wrap-up and closing remarks
-

18:00 - 18:05

U. Gaudig

18:05 – 18:15

M. Schwencke

18:15 – 18:35

A. Frede

18:35 – 18:55

All

18:55 – 19:00

U. Gaudig



EXECUTIVE SUMMARY: ETERNAL POWER ON ONE PAGE ...



Eternal Power is actively “connecting the hydrogen dots”, developing a leading “hydrogen platform” with investable projects & secured offtake

Strategy

Eternal Power is addressing the **major bottleneck** of the hydrogen sector: the **mass production of green molecules at competitive and decreasing costs**. It is growing from a **project developer** out of **Germany and Sweden** to a **global integrated H₂ and derivatives IPP-like company** serving various international markets while **focusing on the EU** for its **first growth phase**

Approach

Eternal Power is covering the **entire value chain**, from **identifying and securing best locations for low-cost production** to delivering green hydrogen and derivatives to customers, **covering also sales, logistics and operations**



How to get there


Eternal Power has developed data-driven processes in addition to its unique network through personal relationships, co-founders, Senior Advisors and investors that enable a head start for developing high-quality, de-risked projects



Eternal Power is publicly recognized as a leading green hydrogen platform e.g. by UBS, BNP Paribas and H2UB



We are strategically shaping the market ramp-up through large-scale projects and small to mid-scale projects

ETERNAL POWER BUSINESS LINES	
<h3>LARGE-SCALE PROJECTS</h3> <ul style="list-style-type: none">Focus on “Core” EU projectsProject development in Utility-scale <div data-bbox="398 756 1402 868"><p>Project Dummerstorf</p></div> <ul style="list-style-type: none">Northern Germany (~ 20 km south of Rostock)80MW_{el} & planned extension of additional 300MW_{el} to 380MW_{el} <div data-bbox="398 1098 1402 1209"><p>Project Piteå</p></div> <ul style="list-style-type: none">Northern Sweden500MW wind, of which ~400MW ready to build, 400MW_{el}, 900 tpd methanol plant	<h3>HYDROGEN-AS-A-SERVICE</h3> <ul style="list-style-type: none">Focus on customers/projects in DACH regionScale: 1 – 50 MWStrategic partnerships with leading H2 players:<ul style="list-style-type: none">Electrolyser OEMsTechnical Partners & Advisors 



INTEGRATED BUSINESS MODEL

Eternal Power acts as an integrator and one-stop shop along the value chain



Site assessment

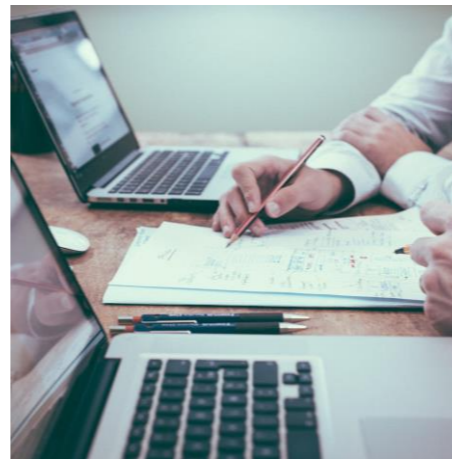


From **identifying, assessing, securing** and **developing** best locations for low-cost productions ...

Project development



Project finance

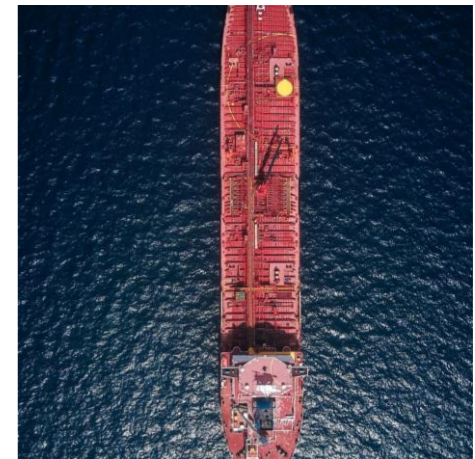


... via securing **Offtake** (term-sheets), to structuring **Project Finance** and **reaching FID** ...

Operations



Sales & logistics



... to **delivering** the **green hydrogen** or **derivatives** to **our customers**

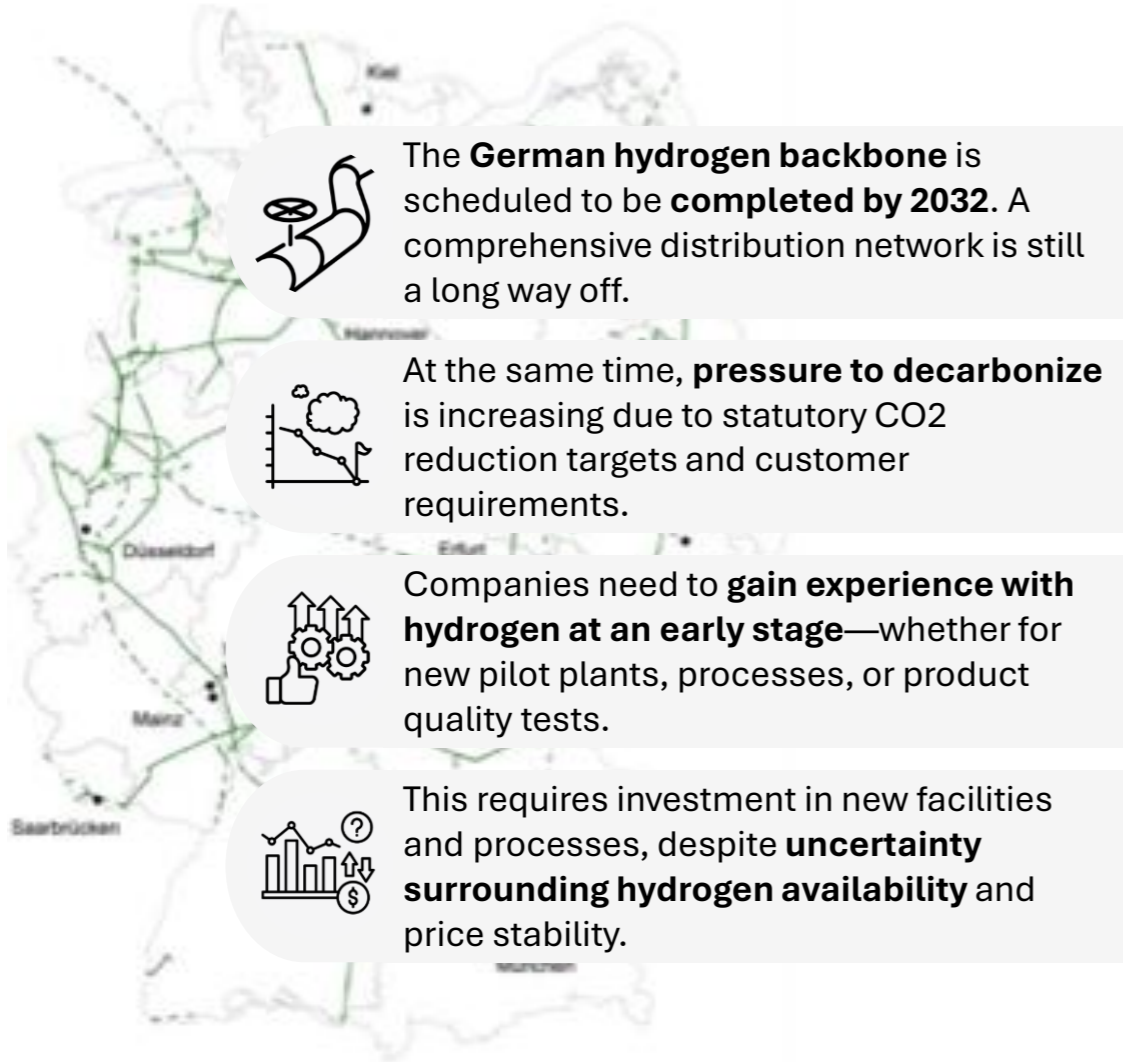
VALUE PROPOSITION: ONE-STOP-SOLUTION FOR GLOBAL SUPPLY OF GREEN HYDROGEN + RISK & PORTFOLIO OPTIMIZATION RESULTS IN TRADING OPTIONALITY

 ETERNAL POWER BUSINESS LINES	
<p>LARGE-SCALE PROJECTS</p> <ul style="list-style-type: none">▪ Focus on “Core” EU projects▪ Project development in Utility-scale <p>Project Dummerstorf</p> <ul style="list-style-type: none">▪ Northern Germany (~ 20 km south of Rostock)▪ 80MW_{el} & planned extension of additional 300MW_{el} to 380MW_{el} <p>Project Piteå</p> <ul style="list-style-type: none">▪ Northern Sweden▪ 500MW wind, of which ~400MW ready to build, 400MW_{el}, 900 tpd methanol plant	<p>HYDROGEN-AS-A-SERVICE</p> <ul style="list-style-type: none">▪ Focus on customers/projects in DACH region▪ Scale: 1 – 50 MW▪ Strategic partnerships with leading H2 players:<ul style="list-style-type: none">▪ Electrolyser OEMs▪ Technical Partners & Advisors



CHALLENGE

Hydrogen is becoming a key technology – but reality is lagging behind



The **German hydrogen backbone** is scheduled to be **completed by 2032**. A comprehensive distribution network is still a long way off.



At the same time, **pressure to decarbonize** is increasing due to statutory CO2 reduction targets and customer requirements.



Companies need to **gain experience with hydrogen at an early stage**—whether for new pilot plants, processes, or product quality tests.



This requires investment in new facilities and processes, despite **uncertainty surrounding hydrogen availability** and price stability.

Low-threshold entry into hydrogen use – **no banks or complex project financing.**



We select and deliver the **right technology for your application** and your company.



We use our **project development and implementation expertise** to ensure seamless implementation beyond the pure financing solution.



We operate the plant so that you can purchase hydrogen in the same way you currently purchase electricity and natural gas, without being the plant operator.



Overcoming the challenges of green hydrogen with industry pioneers

Our team

Strategic partnership between Eternal Power and electrolyzer OEMs for the implementation of hydrogen-as-a-service projects:



Our answers to “your” challenges regarding gH2

Financing

- **No bank or complex project financing** – electrolyzer remains with the OEM
- **Predictable and competitive prices** – long-term agreement (5–10 years)

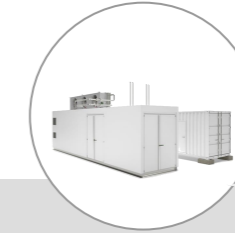
De-Risking & Implementation

- **One-Stop-Shop** – From concept to hydrogen supply, everything from a single source
- **Very high standardization** – from project workflow to containerized technical solution
- **Professional operation** – through our 24/7 remote operation

Technology

- **ZERO technology risk** – Manufacturer takes full responsibility for system performance
- **Standardized, containerized** – Configuration of the H2 production plant by the manufacturer

Business model and implementation in line with customer needs

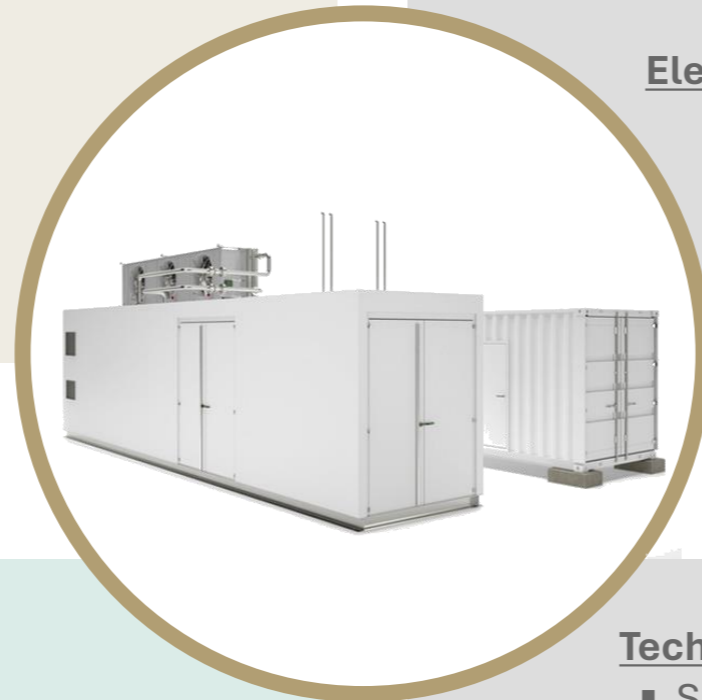


Customer provides or has access to:

- Grid connection / capacity (& renewable energy)
- Water
- Project site
- Hydrogen demand / offtake

Elektrolyser OEMs

- Leading manufacturers of electrolyzers (PEM or AWE)
- Configuration, ownership, and operation of the electrolyzer
- Service and maintenance provided by us and our partners



We deliver / bring:

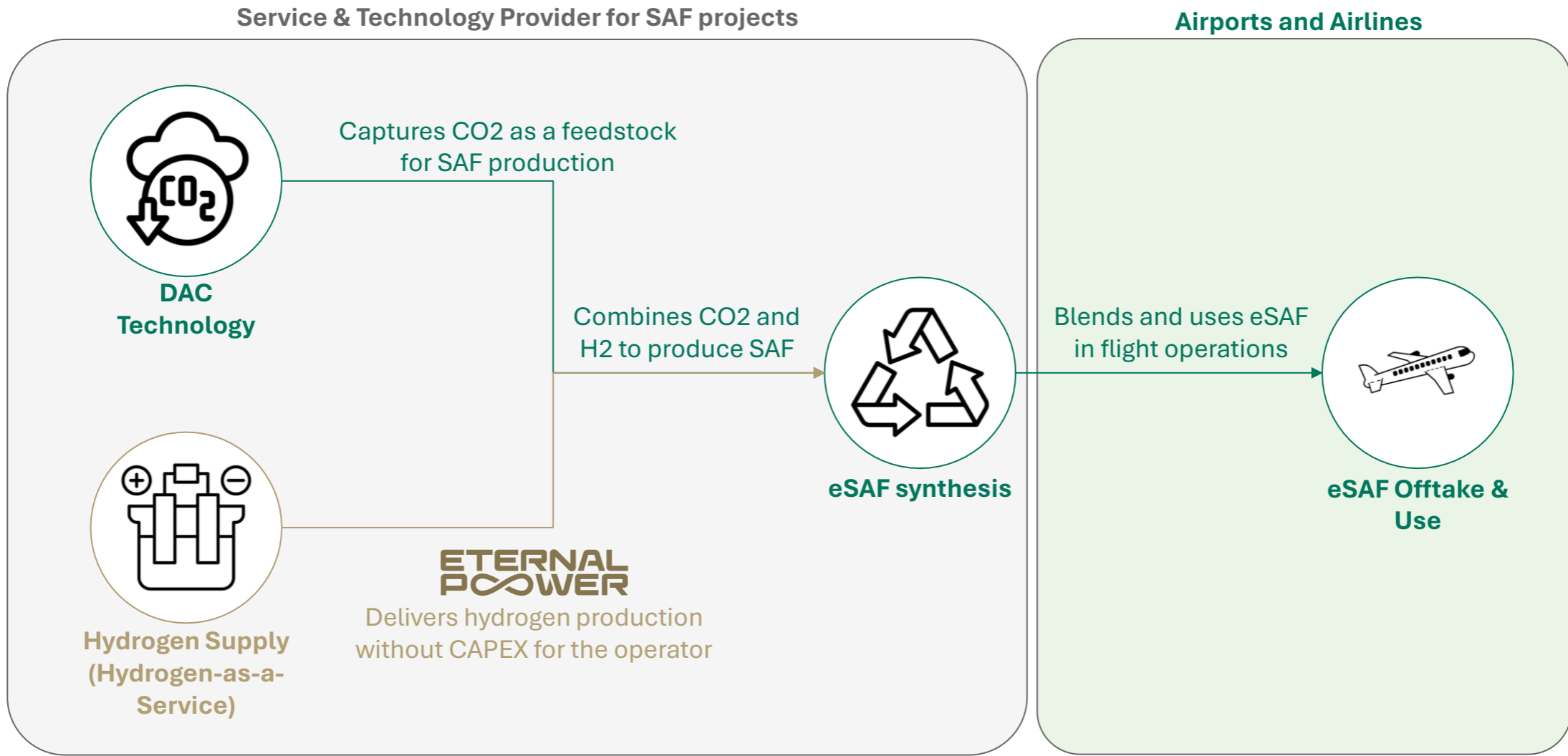
- „Single-Face to the Customer“
- H2 expertise (including “solution concept” for grid connection & electricity)
- Structured Project development process
- Selecting the right electrolyser technology

Technical partners & advisors

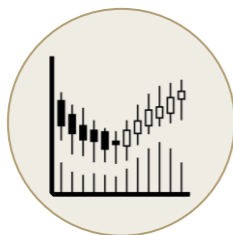
- Support with regulatory approval tasks
- Takeover of owner's engineering & EPC
- Plant engineering and infrastructure beyond the electrolyzer (e.g., conditioning, filling, etc.)

Hydrogen-as-a-Service for eSAF production (Example)

Dezentralised production of Sustainable Aviation Fuel (SAF) by combining CO2 utilisation and green hydrogen – directly at or near airports.



Three models for different customer needs



Volume-based Pricing-Model

(Price per kg of hydrogen depending on actual consumption)

- Billing based on the volume of hydrogen delivered
- Hydrogen price indexed to the electricity price
- Flexible production within a year
- Ideal for customers with flexible hydrogen requirements or a focus on cost optimization

Customer benefit:

Lower hydrogen price thanks to optimized driving style



Fixed Fee Pricing-Model

(Monthly fee for installed capacity to cover the customer profile)

- Fixed monthly fee regardless of actual consumption
- Complies with the budgeting practices of industrial customers (OPEX style)
- Transparent, easily calculable cost structure
- Customer provides the electricity or reimburses the electricity costs

Customer benefit:

Planning reliability & low complexity



Hybride Pricing-Modell

(Combination of fixed fee and variable price per kg)

- Fixed monthly fee for installed capacity and variable price per kg for hydrogen supplied
- Hydrogen price indexed to the electricity price
- Ideal for customers with seasonal or partially predictable demand within a year

Customer benefit:

Balanced approach between cost certainty and flexibility

CONTACT DETAILS

We are looking forward to follow up on this webinar!

“This compact webinar is meant to give a first overview of our innovative hydrogen-as-a-service offering:

We are looking forward to go into more detail in a bilateral follow-up meeting with you and your colleagues: please get in touch to schedule a follow-up meeting.”



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[Book a meeting with me.](#)