CibusCell

SaaS for production & optimization of Green Hydrogen

Enabling the Green Hydrogen Revolution through Software & AI

INNOVATIONSPREIS RHEINLAND-PFALZ
PREISTRÄGER 2024

Co-funded by the European Union

Microsoft Managed Partner

Available on SAP Store

Problem

Green H_2 is in demand...

$11Bn
41 Mio t

today

$642Bn
170 Mio t

2030

$1.4Tr
600 Mio t

2050

- **Surging Demand**: Green hydrogen demand is set to rise sixfold by 2050.
- **Climate Goals**: 70+ countries rely on Green Hydrogen for net-zero targets.
- **Global Investments**: 3.5 $ Billion are being poured into green hydrogen projects.
- **Clean Production**: Produced sustainably using renewable energy sources.

*Source: Deloitte's 2023 global Green Hydrogen outlook

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but compared to conventional H_2, expensive to produce

3€/kg

Conventional

4€/kg

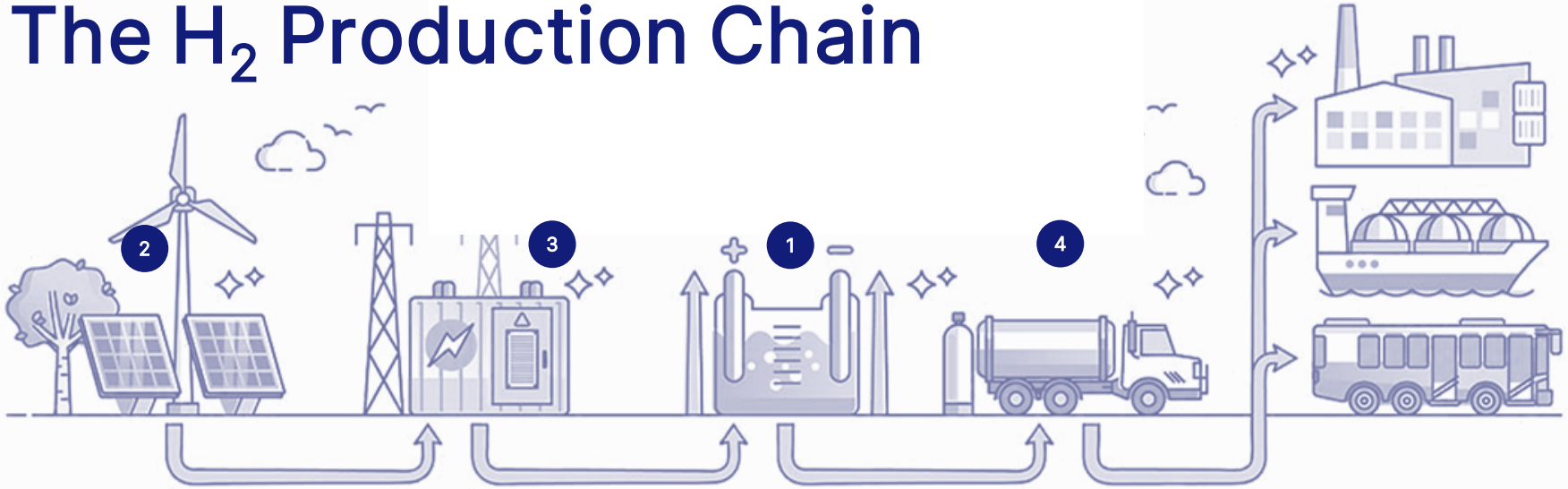
Low Carbon

8 €/kg

Renewable

Challenge

The H_2 Production Chain



1 Green hydrogen production mainly occurs through electrolysis, a process in which water is split into hydrogen and oxygen.

2 The electricity required to procuce Green Hydrogen comes from renewable sources like wind or solar energy.

3 However, electricity costs remain high, and fluctuations in energy availability due to weather conditions affect process efficiency.

4 Transporting, storing and using hydrogen in various industries presents further challenges, especially in cost control and efficient resource utilization.

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Cibuscell's SaaS & AI can help to **optimize the entire process** & improve the economic viability of hydrogen production.

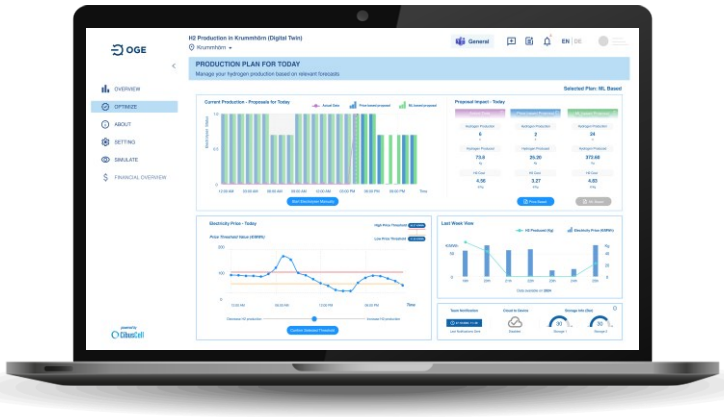
Complete Suite for H_2 Planning and Production

The Platform

- **Robust Platform foundation** with latest and most modern cloud architecture
- Real-time connection to devices for sensor data and cloud-to-device (C2D) communications
- **Own** secure IoT Hub to view your connected devices and get access to relevant connection strings.
- Blob Storage for large amounts of unstructured data
- Integration of your legacy data from different systems into one container
- Data analytics and visualization tools enabling real-time handling of data from IoT Hub or Blob Storage

H_2 Production Optimization

- **Connect** the hydrogen value chain end-to-end in a business process
- **Access** the real time electricity market prices & weather data
- **Monitor** an hourly view of current production across your locations and location clusters
- **Optimize production** for the next 24 hrs with real-time recommendations leveraging machine learning
- **Expand data** from other hydrogen value chains into one view
- **Collaborate to connect** the value chain with all coupled sectors & allow everyone to collaborate with one tool such as MS Teams



Financial Simulation & Optimization

- **Optimize** CAPEX and OPEX with the real data
- **Check** the revenue of electricity and H_2 production per hour
- **Monitor** the saved amount of CO2 emissions & corresponding gained value per hour
- **Simulate** the production plan over a period of 5 days to make the right business decision
- **Analyse** hydrogen production & price
- **Monitor** data to scale any certification process

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Reducing H_2 costs with our SaaS & AI

Electricity

AI helps to adjust production to maximize output when energy prices are low and minimize it during peak costs.

This can reduce energy consumption by at least 30%.

Supply Chain

Our SaaS can help plan & efficiently utilize raw material deliveries to avoid shortages and overcapacity. That way supply always aligns with current production needs.

Reducing storage costs and increasing flexibility by (3-4%).

OPEX / Personnel

Predictive maintenance solutions, powered by AI, utilize historical & real-time data to needs before issues arise

Thus, lowering operational costs significantly (3-4%).

Waste / Resources

AI-powered automation continuously monitors the process, detecting deviations in real-time.

This reduces waste and saves resources (3-4%).

Up to

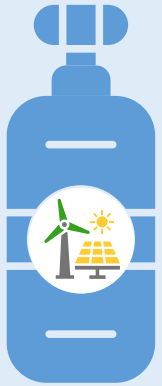
40%

reduction in costs

=

5 €/kg

Software-Optimized Hydrogen



Hydrogen Project Example

OGE: Krummhörn

Live Client Info

KRUH2 Project by Open Grid Europe

OGE

A major project to promote hydrogen technology and the energy transition in Lower Saxony, Germany.

- Hydrogen cycle at an OGE operating site; production of hydrogen by local electrolysis
- Use of the generated H_2 for on-site heat supply (boiler feed) renewable power generation & Mobility
- Partnerships / Collaborations with **Uniper**
- This is 1 of 53 locations that could be producing & supplying Hydrogen.

➡ **50x** roll-out **possible with CibusCell**

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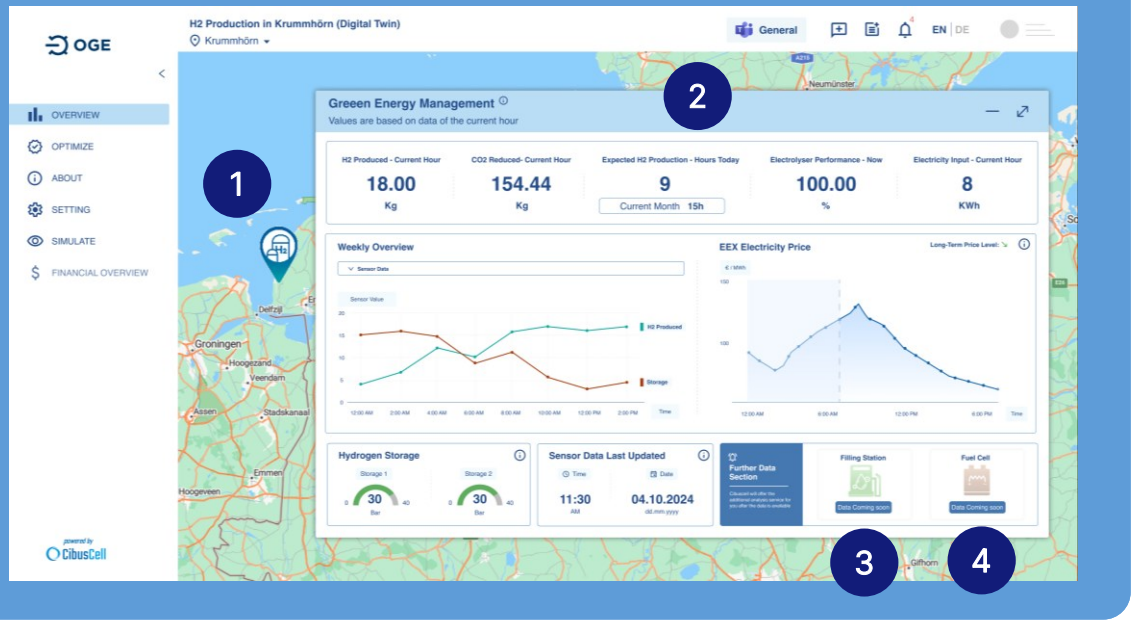
KRUH2

Gas Compressor Station

24h live data of KRUH2‘s H_2 Production



OVERVIEW

The main dashboard of the digital twin shows:

1. A map view of the hydrogen production site
2. A collection of real-time data from all connected hardware points
3. H_2 Filling station
4. Fuel Cell – Heat Supply

OPTIMIZE

Next **Day Plan** of Hydrogen Production Electrolyser Production Schedule

6. Production Optimization of H_2 in real-time with optimal electrolyser usage
7. Different Production Plan Scenarios & Recommendations
8. Today’s Electricity Price
9. H2 Produced this week

AI tells you when to produce H_2

Live Client Info: OGE / KRUH2

1. Optimized Electrolyser utilization with intermittent renewables with optimal efficiencies
2. Three Different Electrolyser Production Schedules (Actual Data, Price based Proposal, ML based Proposal.
3. Cloud to Device option to start the electrolyser via CibusCell manually
4. Optimized electricity procurement considering electricity market and weather conditions
5. H_2 Production based on High Price and Low Priced Threshold
6. User can decrease and increase the H_2 production via Threshold Slider easily

Compare H_2 production scenarios

Showing 3 different production proposals and their impact on the H_2 production and Costs per KG of H_2:

1. Production based on actual Data
2. Production based on Electricity Price
3. **Machine Learning** based Proposal

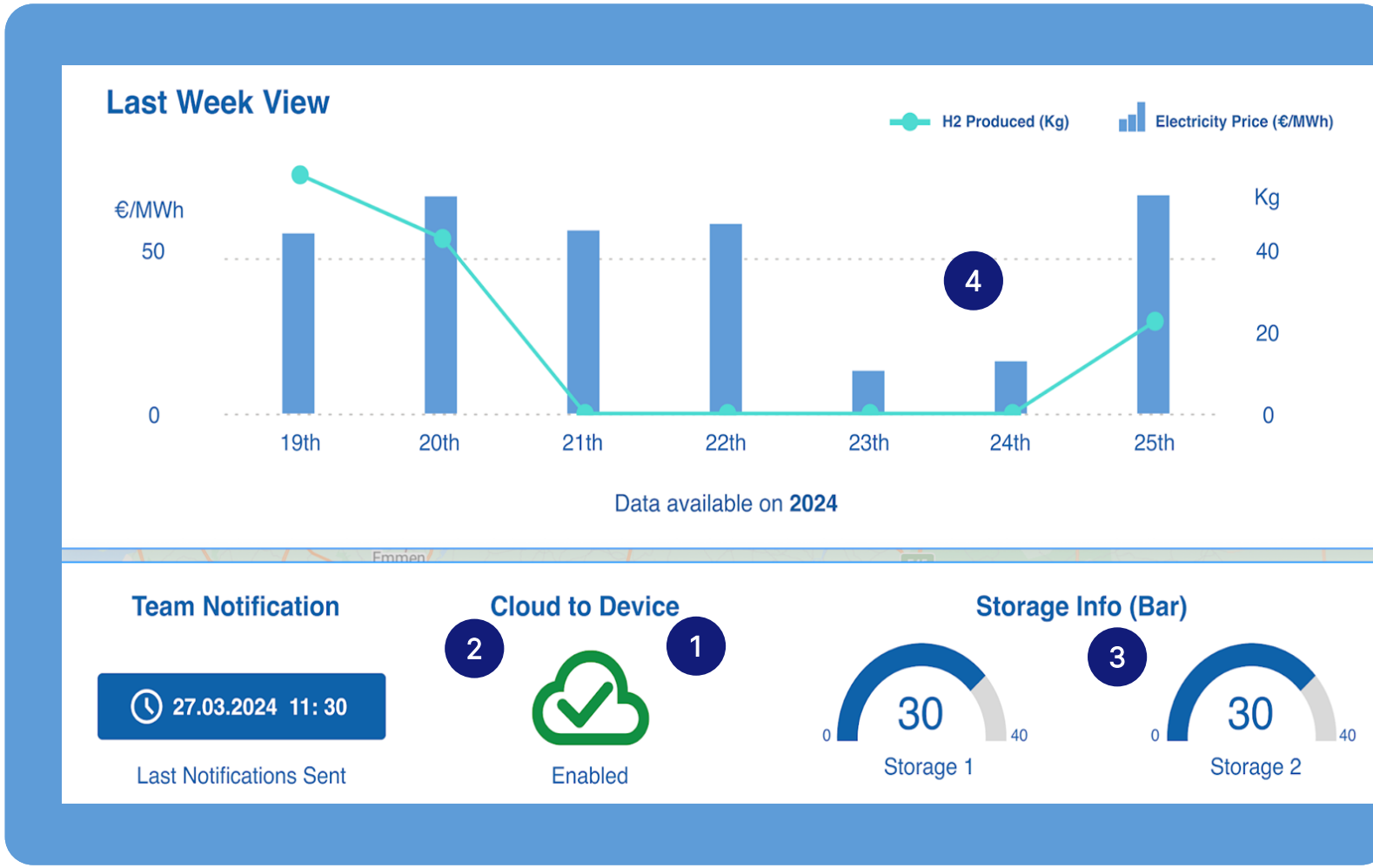
The latter optimizes OGE's operations by **analysing weather, electricity prices, demand patterns, and hardware performance.**

Savings of more than €1 per kg of H_2.

Review & monitor H_2 production

1. Cloud to Device enables full automation of hydrogen production reducing OPEX and personnel for decentralized sites
2. MS Teams Notifications allow decentralized teams to always know what is going on
3. Optimization of H_2 storage and demand management
4. Also shows how much H_2 was produced per day and according to which electricity price

Cloud to Device CibusCell allows to run the value chain fully automated.



Live Client Info: OGE / KRUH2

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Attractive SaaS Pricing (per plant site / 3 years)

Small Edition

€20,000
setup costs

€3,000
monthly costs

5	2MW
user licenses	plant size

Medium Edition

€45,000
setup costs

€6,000
monthly costs

10	8MW
user licenses	plant size

Enterprise Edition

€58,000
setup costs

€10,000
monthly costs

50	50MW
user licenses	plant size

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Unique SaaS AI & Hydrogen experience

Marcus Ruebsam

Co-Founder, GTM & Customer Success

15 years of entrepreneurship and 15 years of senior management at SAP.

Management of product strategy and large go-to-market organizations hydrogen.

David Schwarz

Co-Founder, Strategy & Product

Engineering M.Sc. from RWTH Aachen University, business education in Canada and MBA in China.

Background in artificial intelligence and Green hydrogen.

Armin Schwarz

Co-Founder, CTO

More than 30 years of experience in software development and in-depth management knowledge.

Former member of the SAP global leadership team.

Praise Thampi

Head of Development (former Oracle PM)

Tanuja Sathyanarayana

Chief Architect (former Dell PM)

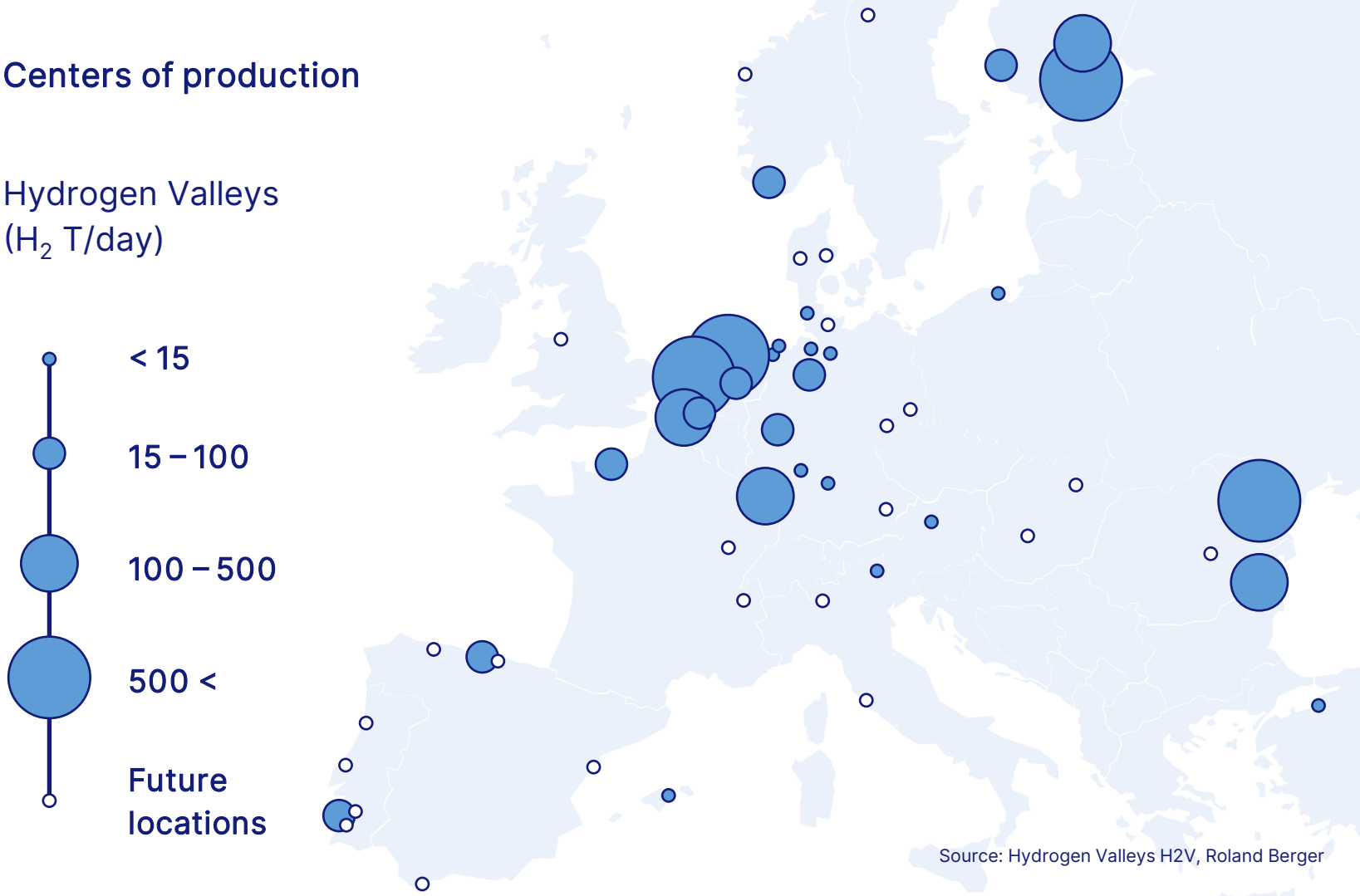
10 Team overall

8 Tech

2 Marketing, Sales, Product, Operations

DELL SAP ORACLE HSLU Hochschule Luzern Kingston University London RWTH AACHEN UNIVERSITY Technische Universität Kaiserslautern FUZHOU UNIVERSITY INSEAD The Business School for the World SEM School of Economics and Management, Tsinghua University Visvesvaraya Technological University, Belagavi

Strong market momentum for Green H_2 – Europe is in the lead



Source: Hydrogen Valleys H2V, Roland Berger

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Why now?

- **Massive Investment:**
  Global Green H_2 projects attracted over €150Bn in 2023, continued growth expected.
- **Major Projects:**
  Over 1,000 green H_2 projects are in development globally. Europe, US and Asia are in the lead.
- **Government Policies:**
  Over 45 countries have H_2 strategies, with many focused on Green H_2, including the EU's €470Bn hydrogen strategy.
- **Corporate Interest:**
  Major corporations like Shell, BP, and Siemens are investing heavily in Green H_2 production & infrastructure.

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