Font Corporation

Leveraging Hydrogen Innovation and Investments for Strengthening National Energy Independence

CEO Font Corporation
Carmen Font

Tartu Hydrogen Days 2025

9-10 Tartu, Estonia

1. About Us

Font Corporation

Your Partner in Europe

We are leading the development of hydrogen and natural hydrogen exploration in Europe working closely with the European Commission (EC), Member States, Clean Hydrogen Partnership (EC), the European Innovation Council (EIC), Member States and the Industry

Font Corporation leads Investments, Expansions and Scale ups Internationally and in Europe

We accelerate the implementation and scaling up of Deep Tech companies in the European Union and International Markets

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2. Business Areas

Font Corporation executes investments and expansions and implements international partnerships accelerating scale-ups in Europe and Internationally

Investments and Expansions

- Hydrogen and Natural Hydrogen
- European and International Partnerships
- Business Expansions for Deep Tech
- International Business Network
- Government Affairs and Public Policy
- EU Programmes and EU Funding

3. Working with the European Commission, Governments, Investors and Companies in H2 and Natural H2 sectors to create the Market for Hydrogen and Natural Hydrogen

Font Corporation

Implementing Renewable Hydrogen and Steam/C02 Reforming technologies producing hydrogen and scaling up in the European Union and Internationally

€ Millions secured of European Funding for Companies

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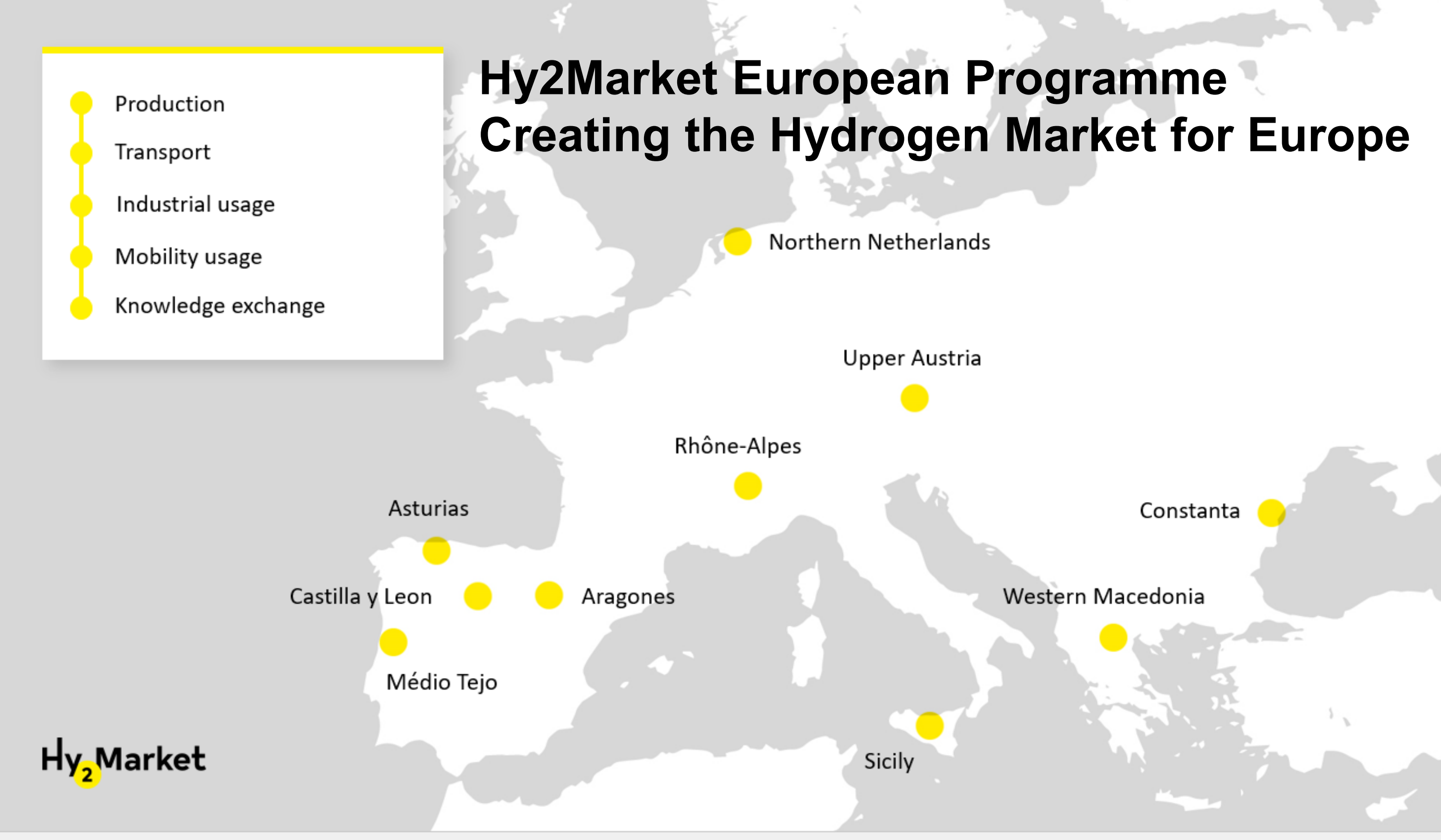
3. Working with the European Commission, Governments, Investors and Companies in the Hydrogen sector to enhance the Market



Hydrogen Europe

Hy2Market

European Commission

4. Natural Hydrogen
The International Energy Agency

IEA – Technology Collaboration Programme (TCP)

Task 49 - Natural Hydrogen (April 2024)

The TASK 49 brings together a worldwide Expert Committee to act jointly on research, exploration/production methods, evaluation of economic reserves, public policy, public acculturation, financing, infrastructures and environmental impacts.

The **general objective** is to promote the exploration/production of natural H2, guidelines on how to evaluate resources, develop methods for reserves economic evaluation or how to direct private funds to this sector

The CEO, Carmen Font, invited by the IEA to be part of TCP 49 Natural H2

Natural hydrogen is entering a new phase, it is now recognised as a potential strategic energy resource by the International Energy Agency's Hydrogen and Member States.

5. Natural Hydrogen. A Challenge made for Font Corp Increasing Energy Security and Sovereignty in the EU

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EUROPEAN PARLIAMENT

September 2023: Presented to the European Parliament a Proposal of Preparatory Action (PPPA) towards:

Exploration and Production of Natural Hydrogen's Reservoirs in the European Union

Mapping underground reservoirs of natural hydrogen in Europe and developing the necessary legislation for sustainable production in the framework of the EU's Climate Law, the EU strategy on energy system integration, the European Economic Security Strategy and European Energy Sovereignty

Objective:

- **Natural Hydrogen should be part of the Energy Mix.**
- **There is a need in the European Union for a regulatory framework in natural hydrogen within the Member States**

5. Natural Hydrogen. A Challenge made for Font Corp Increasing Energy Security and Sovereignty in the EU

As result of the Proposal of Preparatory Action Presented to the European Parliament by Font Corporation in 2023/2024, the European Commission has launched in July 2025 a TENDER on the field:

EUROPEAN COMMISSION
DIRECTORATE-GENERAL FOR INTERNAL MARKET, INDUSTRY, ENTREPRENEURSHIP AND SMES

DG GROW - Internal Market, Industry, Entrepreneurship and SMEs
DG GROW - Internal Market, Industry, Entrepreneurship and SMEs

European Commission

Call for tenders EC-GROW/2025/OP/0057 - Mapping underground reservoirs of natural hydrogen in Europe and developing the necessary legislation for sustainable production.

Open procedure

TENDER SPECIFICATIONS

5. Hydrogen and Natural Hydrogen

Increasing competitiveness in the Industry

Producing competitive hydrogen through partnering and working closely with Market Drivers globally: Green Steel, Fertilizers and Refineries

Producing competitive electrolysers through Fuel Cell Efficiency

Statista, April 4, 2025:

Natural gas prices in Europe were about three times higher than those in the U.S. Prices in Europe tend to be notably higher than those in the U.S. as the latter benefits from being a major hydrocarbon producer.

BloombergNEF (BNEF), December 2024

The cost of producing and installing electrolysers for green hydrogen production in China, the US and Europe — three of the world's biggest markets — has risen by more than 50% compared to 2023

6. Creating Strategic Partnerships between Cos.

Font Corporation has successfully led multiple companies in the hydrogen sector through successful investments and partnerships achieved:

1. Identification of suitable corporate Partners and Joint Ventures
2. Securing INVESTMENTS
3. Negotiating terms in LoIs and MoUs in:
   - 3.1. Hydrogen Production / Supply
   - 3.2. SAF Production / Supply
   - 3.3. Natural Hydrogen
4. Achieving signature of Letters of Intent (LoIs), MoUs and Agreements
5. Implementation of pilots, projects and scale ups in multiple countries

❑ Europe: e.g. France, Poland, Portugal, Germany, Greece, Italy

❑ Internationally: e.g. China, USA, Japan

7. Some of the Strategic Partnerships Achieved. Overview

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8. European Innovation Council (EIC) / European Commission

European Innovation Council

Font Corp Chairs the EIC´s Scaling Programme

Font Corporation is a strategic partner of the European Innovation Council (European Commission) through the EIC Scaling Programme for European Deep Tech.

Carmen Font, CEO, has been appointed *Chair of the Clean Fuels and Hydrogen Programme* being closely working with the EIC in this exclusive *Deep Tech European Investment Programme* supporting European startups to become unicorns.

EIC Scaling Club

Where deep tech scale ups meet investors and strategic partners to address market opportunities and grow together.

9. Tech Tour Europe SA

Font Corpotion is a strategic partner of Tech Tour Europe SA in Europe in the Hydrogen Sector due our extensive experience implementing investment projects and network of investors

In Europe, we have successfully co-organised several impactful Investment Summits focused on advancing hydrogen technologies being the latest Investment Summit, the European Giga Scale Production and Storage Hydrogen Investment Summit, held in Spain on 3-4 April 2025

10. How to continue accelerating Estonia´s Innovation and Investment Attraction. European Hydrogen Valleys S3 Partnership

We work closely with the European Hydrogen Valleys S3 Partnership (European Commission). 70 Regions in the European Union cooperating towards the development of local and regional H2 Ecosystems.

Font Corporation has been invited to present technologies, projects and an overview of natural hydrogen in Europe over years during the General Meetings of the *European H2 Valleys S3 Partnership in Brussels.*

RESULT: European Working Groups Created / Projects Scaling Up in EU / Investments Secured

10. How to continue accelerating Estonia´s Innovation and Investment Attraction.
European Hydrogen Valleys S3 Partnership

Mission of the Partnership: climate neutral economy by 2050 by facilitating exchanges of knowledge and practices between regions, strengthening the development of hydrogen ecosystems

Mission: Region in Estonia could be a Leading región and/or lead a Working Group

European Commission

EUROPEAN HYDROGEN VALLEYS PARTNERSHIP

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11. EU Policy and the European Innovation Council (EIC)

European Hydrogen Strategy (2020):

- **Target of 40 GW of electrolysis capacity by 2030, with priority given to green hydrogen.**
- **Support for blue hydrogen projects with carbon capture and storage (CCS).**

European Innovation Council (EIC):

- Funds start-ups and SMEs developing disruptive technologies.
- Facilitates the scaling of prototypes to industrial production through mentoring and international networking.

Hydrogen Valleys:

- **Pilot ecosystems integrating production, transport and end use of hydrogen.**
- **Encourage collaboration between industry, research centres and local authorities**

Critital to Accelerate Private and Public Investments. Nordic-Baltic H2 Corridor

Estonia: October 2025. Baltic Hydrogen Group received a €20 million state grant to build a larg scale green hydrogen and ammonia production plant in Sillamäe

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12. Policy and Regulatory Frameworks
Drivers of Innovation

European Roadmaps:
- **Integration of national plans with the European Hydrogen Strategy.**
- Clear targets for capacity, production and industrial adoption.

Regulation and Standards:
- Certification of origin for hydrogen (green, blue and, in the future, natural).
- Technical standards for transport, storage and industrial safety.
- **Fiscal incentives and funding programmes** (Horizon Europe, InnovFin, Cohesion Funds).

Objective:
- Ensure security, sustainability and competitiveness across the entire value chain.
- Reduce investor risk and accelerate the adoption of new technologies.

13. Innovation and Scale up

EIC Experience:

- Supports the transition of start-ups and technology unicorns from pilot phase to industrial production.
- Success cases: PEM electrolysers, solid storage, compressed and liquefied hydrogen.

Key Factors for Scale-up:

- Access to early-stage financing and specialised mentoring.
- Integration with industrial supply chains and collaboration with large corporations.
- Compliance with European standards and environmental certifications.

Impact:

- Emerging companies reach commercial scale capable of competing globally.
- Promote the creation of technology clusters within Hydrogen Valleys.

14. Energy Independence Imperative

Hydrogen innovation is a dual purpose strategy: it supports climate neutrality and reinforces national energy independence, resilience, and competitiveness.

Context:

- Europe’s energy security is under pressure due to geopolitical tensions and global fossil fuel market volatility.
- Estonia’s historic dependence on imported fuels and oil shale creates environmental and security risks.

Opportunity:

- **Renewable hydrogen can replace imported fossil fuels in transport, industry, and heating.**
- **Strategic hydrogen investments reduce exposure to energy price shocks and strengthen national resilience.**

15. Innovation & Investment in Action

Demonstrators:

- Mobility: Hydrogen buses in Tartu and Kohtla-Järve; refuelling infrastructure under development.
- Ports & Logistics: Maritime hydrogen refuelling in Tallinn supporting zero-emission shipping.
- Industry: Hydrogen adoption in fertiliser production, heavy industry, and power generation.

R&D Excellence:

- University of Tartu & TalTech: leading research in electrochemistry, fuel cells, hydrogen storage.
- Elcogen: globally recognised producer of solid oxide fuel cells and electrolysers.

International Dimension:

- Part of Baltic Sea Hydrogen Valley initiative (with Finland & Latvia).
- Active partnerships with global innovators (e.g., Chungnam Technopark, South Korea).
- Hosts events such as Tartu Hydrogen Days.

16. Why Estonia is an Attractive Investment Destination

Estonia offers investors a low-risk entry point to the European hydrogen economy, combining high scalability, strong institutional support, and a forward looking regulatory environment, making it an ideal platform for pioneering hydrogen investments.

Compelling Advantages:

- Complete hydrogen ecosystem in a small, agile country, enables fast scaling and piloting.
- Policy alignment with EU Green Deal, Clean Hydrogen Partnership, and Mission Innovation.
- Digital leadership via e-Government ensures efficient permitting and transparent governance.

Strategic Geography:

- Gateway to Nordic and Baltic hydrogen markets.
- Direct access to EU funding and robust investor protection framework.

Funding & Incentives:

- Horizon Europe, European Investment Bank, national green transition programmes.
- Government support for infrastructure and R&D pilots.
- National Specific Schemes

17. Foreign Investment Potential in Hydrogen for Estonia

Foreign Direct Investment (FDI) Opportunities in Hydrogen:

- Estonia: Investors´Gateway in Europe
- Opportunities in green hydrogen production, storage, transport, and industrial applications.
- EU aligned policies, incentives, and access to Horizon Europe and Cohesion Funds.
  The Renewable Energy Directive (RED III) is facing widespread delays in its transposition
- Access to research centres, universities, and pilot projects in Hydrogen Valleys.
- Skilled workforce, stable political environment, and strong renewable energy potential (wind, solar, biomass).

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18. MISSION INNOVATION: A Powerful Ally To Attract Investments

MISSION INNOVATION
CATALYSING CLEAN ENERGY SOLUTIONS FOR ALL

Mission Innovation is a global initiative catalysing a decade of action and **investment in research, development and demonstration to make clean energy affordable**, attractive and accessible for all. This will accelerate progress towards the Paris Agreement goals and pathways to net zero

Mission Innovation (MI) is a global initiative of 23 countries and the European Commission (on behalf of the European Union)

SEPT 2025: Netherlands joins the Carbon Dioxide Removal Mission: The Netherlands is looking forward to learning from other members and together exploring the technological approaches that can help shape future climate action.

19. Font Corporation. International Trusted & Reputated Firm

Official Invitation with HM The King Felipe VI in the Kingdom of Spain-Denmark H2 Business Summit

Font Corporation was honoured to be invited by the Spanish Ministry of Industry to accompany Their Royal Majesties, the King and Queen of Spain, on their state visit to Denmark. We attended the Spain-Denmark Business Summit on 7 November 2023 in Copenhagen, **co-chaired by His Majesty King Felipe VI and His Royal Highness Prince Frederik of Denmark**.

The Summit focused on advancing hydrogen initiatives, technologies and projects

20. The World Economic Forum 2025

Font Corporation invited to moderate a Round Table

at The World Economic Forum in Davos

Moderator of the Round Table, *Harnessing a Clean Energy for a Sustainable Future* hosted by the House of Kosovo to discussing the actual Clean Energy Transition taking place in the country and the role that natural hydrogen could play in the energy mix.

Honourable Minister, Mrs Artane Rizvanolli took part in the Round Table discussion.

Pleased to continue the conversation
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