

GREEN HYDROGEN



DESCRIPTION

A leading provider of Green Hydrogen production solutions, offering services from consulting and engineering to plant construction, maintenance, and digital solutions.

FOUNDED

2021

EMPLOYEES

40+

LOCATION

Vienna & Graz

WEBSITE LINK

www.andritz.com/green-hydrogen

Electrolyzer **technology partnership 2022**

Industrial-scale solution for **green hydrogen production** with **Salzgitter**



Venture birth during
ANDRITZ Ventures
Startup Contest **2021**

100 MEUR+
Order Intake
2023

“Thanks to ANDRITZ’s core assets and market trust, we had a strong edge with our venture over hydrogen startups.”

Peter Eisenköck, VP Global Sales and Service, ANDRITZ Green Hydrogen



4 KEY LEARNINGS

ANDRITZ Green Hydrogen

1.

MARKET VALIDATION IS KEY

Early validation through customer interviews, market data, and technological feasibility assessments proved the venture's potential early on.

2.

LEVERAGE CORE STRENGTHS

ANDRITZ's large-scale manufacturing experience gave it a competitive edge over hydrogen startups, highlighting the importance of utilizing competitive advantages in venture building.

3.

STRATEGIC PARTNERSHIPS ACCELERATE GROWTH

Collaborating with partners like HydrogenPRO accelerated market entry by combining specialized market expertise with ANDRITZ's core proficiency.

4.

STRONG SUPPORT, CLEAR TIMELINES

Top-management support and the environment of the ANDRITZ Ventures Startup Contest facilitated rapid decision making and growth with a clear process, milestones and criteria.