

HY-Plug |

The connection for the sea

**Consulting firm
for innovative projects
in yachting industry**



HY-Plug is a signatory of



Connecting people



Consulting firm in marine energy transition

HY-Plug was born from a desire to contribute to **the energy transition** by connecting the actors of this transition.

Combining **environmental values**, **business know-how**, and a **network** of more than **800 experts and suppliers**, HY-Plug will be the ideal partner for the deployment of sustainable solutions in yachting, marine and inland waterways industries.

OUR FIELDS OF ACTION

Port



- Permanent or mobile refueling station
- User study and industry evolution

Yachting



- Engine propulsion system (ICE, electric, fuel cell)
- Generators
- Tenders or propulsion for tenders

Training



- Training about the fundamentals of the energy transition
 - Energy
 - Technology
 - Regulatory
 - Value chain of a yacht

Regulatory



- Reading of current texts
- Search for information

“

Collaborative work
is the essence of
energy transition

”

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Consulting firm in marine energy transition



THE TECHNOLOGIES & ENERGIES WE STUDY

Hydrogen



Electricity



Bio-fuel



Bio-Methanol



Our core business:

- market research
- permanent sourcing
- benchmark

OUR PROCESS

First Meeting



- Discovering your company
- Presentation of HY-Plug and its services

Get to know you +



- Presentation of your project
- HY-Plug Check-up :
 - field of action
 - greenwashing ?
 - needs
 - feasibility
 - requests

To agree



- Proposal for collaboration
- Customer feedback
- Agreement or discontinuation of trade
- Drafting a contract:
 - Timing
 - Resources
 - Time required
 - Final Report

Study and Report



- Launch of the study
- Benchmark
- Intermediate point
- Writing of the final report
- Presentation of the report and analysis

We do not buy, sell or develop technologies.

We **analyze, study** and **advise**.

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Ports & marinas



OUR SERVICES



We can work on **two aspects** within a port:

- On one side **refueling station**,
- And on the other **energy production** itself.

We are looking for refueling stations:




- Electric charging station,
- H2 distribution station,
- Refueling in bio-fuel or bio-methanol.

These solutions can be **mobile** or **permanent**.

We are also looking for the production plan:

- Energy supplier
- Energy producer

End-user study:

-  Research and interviews of innovations in the industry
-  Analysis of market trends
-  Global study or by catchment area

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Yachting



OUR SERVICES



We study the **propulsion** and the **generator(s)**. You know the characteristics of the desired product, we find it and verify that it corresponds to your need.

For both **motorization** and **re-motorization**, we can look for a **fuel cell**, an **electric motor**, or a **combustion engine** (H₂, bio-fuels, bio-methanol, bio-combustion, etc.)

The generators can be **electro-hydrogen** or **thermal**. For bio-fuels, we are able to provide you with **performance studies** between the use of fossil fuels and sustainable fuels.

Industry Trends



For the next 5 years, **60%** of **sustainable yachting projects** are **concerned** with the energies studied by our consulting firm.

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Suppliers



OUR SERVICES



END USERS

HY-Plug does not promote one company over another outside of its **technology studies** with a final recommendation to its client based on factual data.

On the other hand, we offer you **market research**, without mentioning your company but with precise data from potential **end users**.

The objective of this service is to allow you to better **understand the needs** in a strategic area.

OUR METHOD



Market analysis of potential users of your solutions (shipowners, shipyards, architects, etc.)



Study of the needs of a market within a defined strategic area.



Research of existing products, permanent sourcing and benchmark.

We worked for a **liquid hydrogen technology** company to study the **potential market** in France on a defined **target of ships**.

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Training



OUR SERVICES



Fundamentals of Energy Transition in Yachting

1 day

Face-to-face or distance learning

French or English

In Monaco

At the heart of this training course are two parts. The first is a 5-hour presentation of the fundamentals, including a mini-brainstorming session and a mini-quiz on each theme. The second part lasts between 1h30 and 3 hours, depending on the number of participants.



La Belle Classe
Academy
by the Yacht Club de Monaco

Part 1 - 4 themes

- Energies and their colors
- The technologies
- The regulations
- Sustainability, a global vision of the value chain

Part 2 - Exchanges

- Brainwriting
- Brainstorming
- Discussions: Questions, Participants' profiles, Training summary.

Yachting and related professionals, hobbyists and students are all welcome.



Within your company

We can carry out the second part of the training according to your subjects, challenges and problems. In this case, we study the profiles of your participants beforehand.

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Regulatory



OUR SERVICES



FOR PORTS

Within ports, the **regulations applicable** to the energy used can be complex.

HY-Plug accompanies you to understand, **according to the chosen solution**, what is the **applicable regulatory framework within the limits of non-regulated professions**.

For **permanent** or **mobile** solutions, dockside or at sea, with **hydrogen**, **electricity**, **bio-fuels** or **bio-methanol**.

Some texts need to **evolve** in order to consider **new fuelling solutions**, but a **framework already exists** and we can refer to it in certain cases.

FOR A CUSTOMIZED SOLUTION

We accompany you in **the research** and **the understanding of the texts applicable to an innovative solution**. Depending on the vessel and the desired solution, there are **restrictions**, **constraints**, **distances**... We help you to see more clearly!

For more advanced support, we can work with a law firm that will have full legal responsibility.



Did you know?

ZMEL : Light equipment anchorage area, 300 in France.

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Camille Lopez

Founding president



Passionate about **engines**, Camille Lopez began her career in the **automotive industry**. She has built up a solid commercial and logistical experience.

At the same time, she has been practicing **mechanics in karting competitions** for many years, which brings her extensive knowledge in this field.





A **confirmed rider**, it is through contact with nature that the choice to put her action at the service of the preservation of the environment became clear to her.

Born on the shores of the Mediterranean, she was naturally trained to the stakes of sustainable boating.

Graduated with a **Master International Management from the International University of Monaco**, she now assists her clients in identifying and adopting more sustainable solutions with the primary objective of **reducing the carbon footprint**.



HER VALUES

-  Independence
-  Equity
-  Trust
-  Requirement



Awards



May 2021



HY-Plug was awarded two prizes, the Special Yachting Award and the Special Sustainable Award, at the Mark Challenge 2021 in Monaco, combining luxury, the environment and a lucrative business model.

June 2021



HY-Plug won the 2021 edition of the MOPC category 1 student. A great representation of the commitment to environmental preservation and market transformation.

December 2022



Last December, HY-Plug received a great reward when it won **the First Prize of the Government** at the ceremony of the Young Economic Chamber of Monaco!

Show & Meet Up



OFFICIAL PARTNER of the MYS
Sustainability Hub

Exhibitor 2022 & 2023



PARTICIPATION in the
PIBS

Exhibitor 2023



ALSO PRESENT AT TRADE SHOWS

Nautical



CANNES
YACHTING
FESTIVAL



METS
TRADE



Energy



They trust us



Market research of potential users of LH2 solution:



Passengers transportation vessels



CTV



Inland water



Market study of H2 yacht projections in 5 years and proposal of bunkering solutions.



It is a pre-study for the installation of a H2 distributor in the Gulf. We are working with two subcontractors on this project.



Accompaniment in the understanding of the regulations in force for their case of mobile bunkering in hydrogen in the form of compressed gas in the ports.

CONFIDENTIAL



They support us



Since the beginning and we thank them for it



The **Directorate of Maritime Affairs** is in charge of the following responsibilities: the fleet under the Monegasque flag, the fight against pollution, international relations, safety and port and maritime activity. We are supported by the director Mrs. Armelle Roudaut-Lafon.



It is a **public organization** in charge of representing the interests of the commercial, industrial and service companies of the Var and of providing them with certain services. We are supported by the former director Mr. Stéphane Gueydon.



The **SEA Index** demonstrates the Principality of Monaco's commitment to **excellence, innovation** and **environmental leadership** in the yachting industry.



Their mission is to **affirm Monaco's position** as a **center of excellence** and an **exemplary model** in terms of environmental protection, but also on a societal and educational level.



The **National Pact for Energy Transition** is a Government of Monaco programme that enables you to take action on Monaco's 3 main carbon issues: **Mobility, Waste** and **Energy**.

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