



**Matchmaking registration form  
Green Hydrogen in Uruguay**



<b>Institution or company name</b>	Mitsui & Co				
<b>Institution webpage</b>	<a href="http://www.mitsui.com">www.mitsui.com</a>				
<b>Other web sites of interest</b>	<a href="http://www.linkedin.com/company/mitsui-&amp;-co--ltd-/mycompany">www.linkedin.com/company/mitsui-&amp;-co--ltd-/mycompany</a>				
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<b>Type of institution</b> (please select all that apply)	<i>Public</i>	<input type="checkbox"/>	<i>Private</i>	<input checked="" type="checkbox"/>	<i>Academy</i>

**Short description of your institution/company:**

A global company with a diversified portfolio of trading, investment and business activities. Mitsui has built a strong and diverse core business portfolio covering the Mineral and Metal Resources, Energy, Machinery and Infrastructure, Mobility, Corporate Development Business, and Chemicals. Our business fields within the infrastructure department are **Oil & Gas** (LNG receiving/export terminal, gas pipeline-distribution; chemical plant; drillship, subsea) **Power** (Centralized generation: renewable power, thermal power. Distributed generation: renewable power, energy storage, demand response, power retail/wholesale) **Social Environment Infrastructure** (Port infrastructure, airport infrastructure, Inland logistics terminal, grain distribution) **Comprehensive Strength & New business** (hydrogen production, logistics/supply, emission credit business).

<b>Your institution provides</b> (please select all that apply)	<i>Products</i>	X	<i>services</i>	x
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**Short description of your relevant market, i.e. your relevant product/service and geographic market:**

- Market: Global
- Product/service: i) project management; ii) EPC Management; iii) finance arrangement; iv) grants arrangement; v: synergies with technology developers; vi: trading.
- Footprint:
  - Investment in First Element Fuel, largest hydrogen station operator in California
  - Investment in New Zealand based Hiringa Energy for joint development of green hydrogen production projects in New Zealand.
  - Investment in Hexagon Composite, largest type 4 cylinder producer for CNG, LPG and H2.
  - Investment in CaetanoBus, the No.1 Bus Manufacturer in Portugal which also offers EV and FC City Bus.

**Area(s) of activity (please select all that apply) in connection with Green H2**

<i>Hydrogen and other products production</i>	X	<i>Renewable Energy</i>	X	<i>Transport</i>	X
<i>Logistic</i>	X	<i>Industrial</i>	X	<i>Finance</i>	x
<i>Legal</i>					

**Expertise areas (please select all that apply)**

<i>R&amp;D</i>		<i>Technology transfer</i>		<i>Technology developer</i>	
<i>Technology end-user</i>		<i>Technology supplier</i>	X	<i>Investor</i>	X
Other: H2 project management; finance arrangement					

**Main technological capacities and facilities**

Mitsui has been developing projects in the hydrogen value chain for more than 10 years. During this time, we have created an ecosystem that incorporates assets in the production, distribution, storage and supply stage (First Element Fuel, Hexagon, Hiringa).

Our short-term strategy seeks to develop / create local demand and then meet said demand. In the medium term we also seek to develop / create demand, but more oriented to specific sectors (oil, mining). In the long term, we envision potential export to Asian markets including Japan and European market as well. The premise is scalability, which is reflected in our development of the hydrogen value chain globally

Main capabilities are: i) project management; ii) EPC Management; iii) finance arrangement; iv) grants arrangement; v: synergies with technology developers; vi: trading.

**About the partner(s) you are looking for**

**Where are you looking for a partner (please select all that apply):**

<i>In Uruguay</i>	x	<i>Abroad</i>	x
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**Looking for partners in the area(s) (please select all that apply)**

<i>Hydrogen and other products production</i>	X	<i>Renewable Energy</i>		<i>Transport</i>	X
<i>Logistic</i>		<i>Industrial</i>	X	<i>Finance</i>	
<i>Legal</i>					

**What kind of partner(s) are you looking for**

- o Local partner with strong expertise in project development.
- o Global partner with hydrogen and other products production with strong expertise in Uruguay.
- o Local partner interested to participate in the project as end user.

**Which capacities and/or facilities are you looking for**

**Date:** July 21, 2021