

Networking Break

Hydrogen & Fertilizers, Electric Power Generation & Fuels



William Northrop, Ph.D.
*Professor of Mechanical
Engineering , University of MN
&
Director,
T.E. Murphy Engine Research
Laboratory*

Renewable E-Fuels Including Green Ammonia: Focus on Minnesota

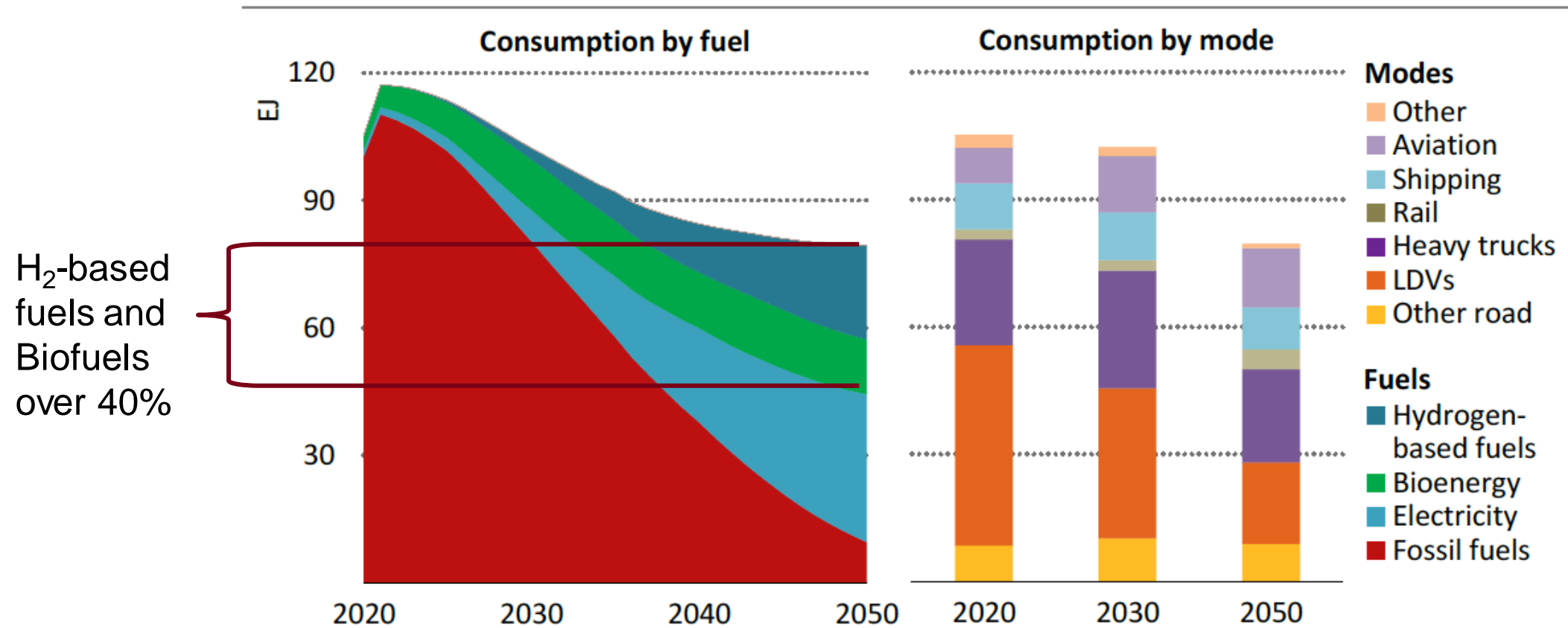
Will Northrop

- 1) Director, T.E. Murphy Engine Research Laboratory, University of Minnesota
- 2) Co-Founder, Aza Power Systems, Inc.

MN Renewable Energy Roundtable
December 6th, 2023



Renewable fuels to play a major role in achieving net-zero in transportation

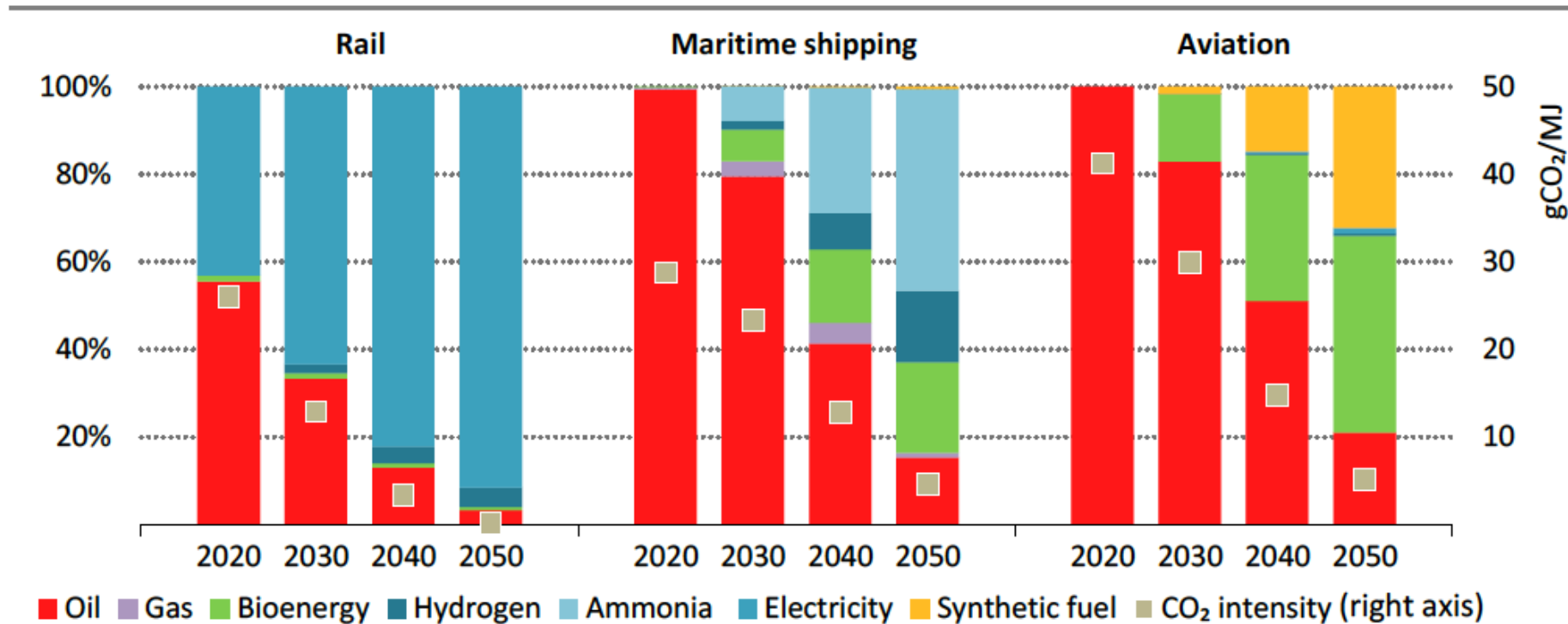


<https://www.iea.org/reports/net-zero-by-2050>

IEA. All rights reserved.



Shipping and aviation will rely on renewable fuels towards net-zero



IEA. All rights reserved.

In the U.S., rail unlikely to electrify – fuels will play a larger role

<https://www.iea.org/reports/net-zero-by-2050>

E-Fuels: drop-in replacements for existing fossil fuels like diesel and gasoline



36k gallons of fuel per year in 2023



145M gallons of fuel per year by 2030

<https://newsroom.porsche.com/en/2022/company/porsche-highly-innovative-fuels-hif-opening-efuels-pilot-plant-haru-oni-chile-synthetic-fuels-30732.html>

Biofuels in MN – e-fuel potential



MN Ethanol = 1.4B gallons/yr -> 4B kg **Pure** CO₂ -> 616M gallons e-gasoline/yr

<https://www.mnbiofuels.org/resources/production-in-minnesota>

SAF: A significant opportunity in MN due to confluence of renewable resources/interests



Ethanol to SAF and eventually H₂-based e-fuels from renewable resources in MN

<https://news.delta.com/minnesota-saf-hub-launches-first-its-kind-coalition-scale-sustainable-aviation-fuel>

Shipping in MN – Potential for renewable fuels like e-methanol and ammonia



~ 900 vessels and 35M short tons of cargo per year

Ammonia has three primary industrial uses

Fertilizer

- Well known industrial commodity
- Used for +100 years
- +180 million tons annual produced



Hydrogen Carrier

- 100x cheaper to store than H₂
- Can be cracked into hydrogen on demand
 - $2\text{NH}_3 \rightarrow \text{N}_2 + 3\text{H}_2$



Combustion Fuel

- Burned directly or as a blend
- Multiple industry applications
- Engines, turbines, burners...

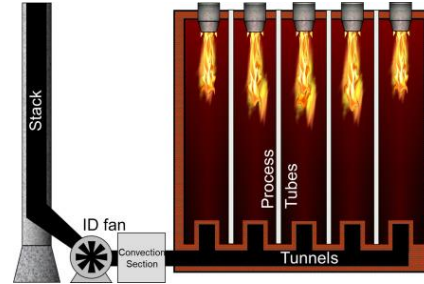


Green NH₃ – H₂-based fuel for off-highway applications

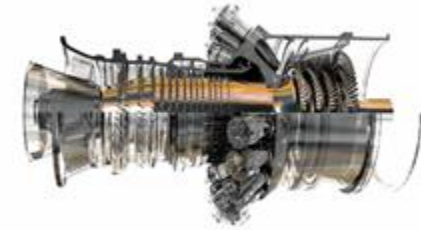
Steady State



Boilers/Dryers



Reforming/Cracking



Gas Turbine

Reciprocating



Locomotive



Genset



Mining & Construction



Short Haul Marine



Agriculture (Fuel + Fertilizer)



Maritime (long haul)




Ammonia combustion research and development is accelerating: **What are the key issues?**

Three "T's" of combustion: Time, Temperature, Turbulence

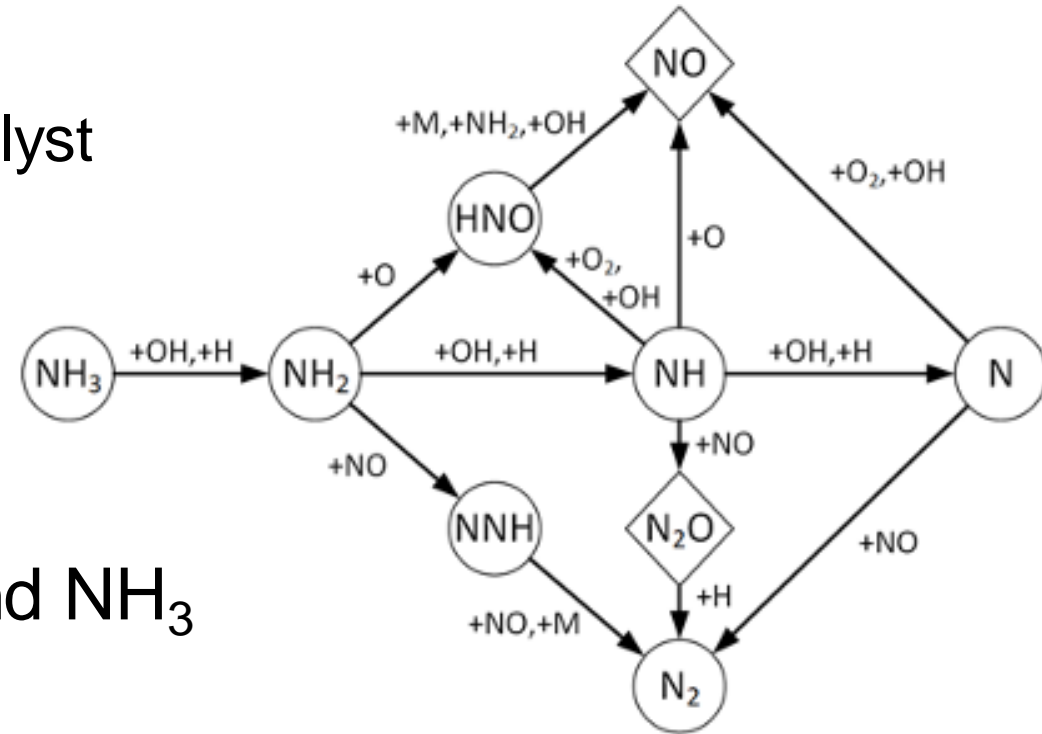
Time  Ammonia flame speed is lower than hydrocarbons

Temperature  Ammonia reactivity is low, high ignition energy

Turbulence  Ammonia is easy to extinguish under turbulence

Emissions from ammonia combustion are nitrogen-based and highly coupled

- **NO_x** forms more readily – fuel pathway
 - Treat with unburned ammonia in SCR catalyst
 - Thermal de-NO_x
- Unburned **NH₃** is a challenge
 - Incomplete combustion, low flame speed
 - Wall quenching
- **N₂O** forms by a reactions involving NO_x and NH₃
 - 300x CO₂ greenhouse gas
 - Negligible in HC fuel combustion, except for during aftertreatment



Adapted from: Miller and Bowman, (1989)
Mechanism and Modeling of Nitrogen
Chemistry in Combustion, *PECS*, 15, 287-338.

Summary:

1. Renewable fuels are important to the MN economy, E-fuels including SAF and green ammonia are promising.

2. SAF from corn ethanol is viable for utilization of MN biofuel infrastructure. There are opportunities to improve carbon footprint.

3. Ammonia is viable as a combustion fuel, but modifications will be required to allow clean, efficient operation.

4. Although it has poor reactivity, ammonia can be effectively used in combustion-powered devices.

5. Emissions from ammonia combustion include high NO, unburned NH₃ and N₂O, a potent greenhouse gas.

2013

UMN WCROC renewable ammonia production



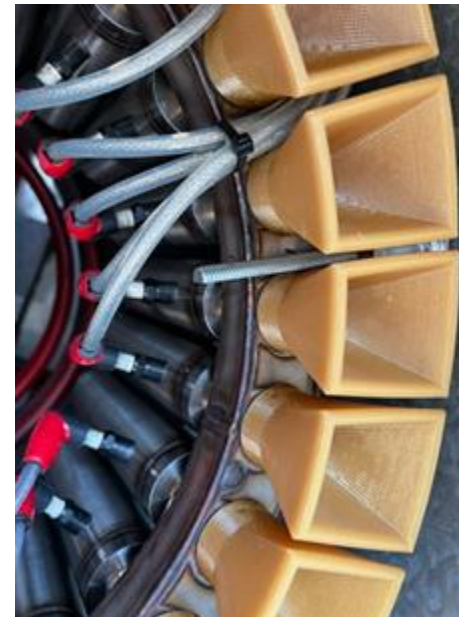
2019

50/50 by energy ammonia/diesel dual fuel tractor



2022

240 kW Ammonia Grain Dryer



2024

200 kW 100% ammonia genset



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Audience Q & A

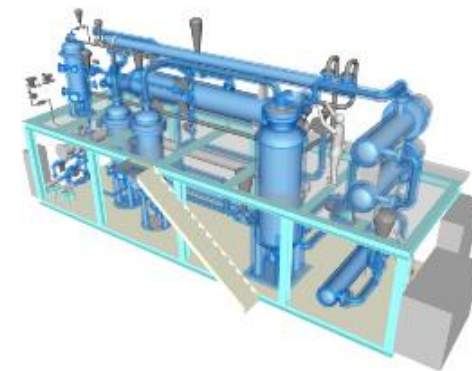


Tomoyuki Koide
*Deputy General Manager –
Marketing Department,
Tsubame BHB Co. Ltd.*

Distributed Green Ammonia Production

with locally available renewable energy
for circular economy

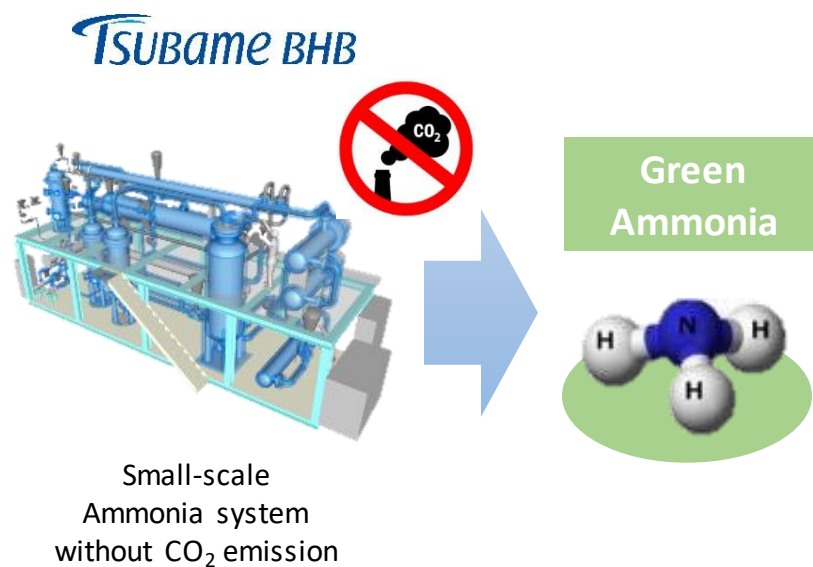
Tsubame BHB Co., Ltd.
Dec 2023



Tsubame BHB provides a solution to de-carbonize the agricultural industry through modular system

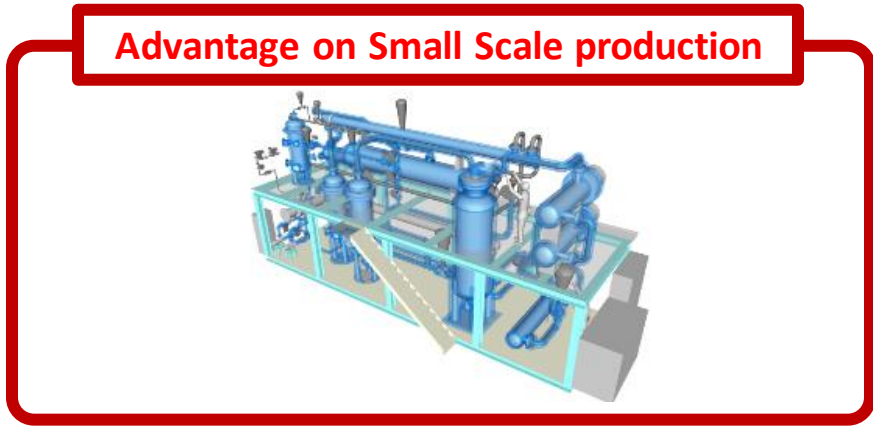
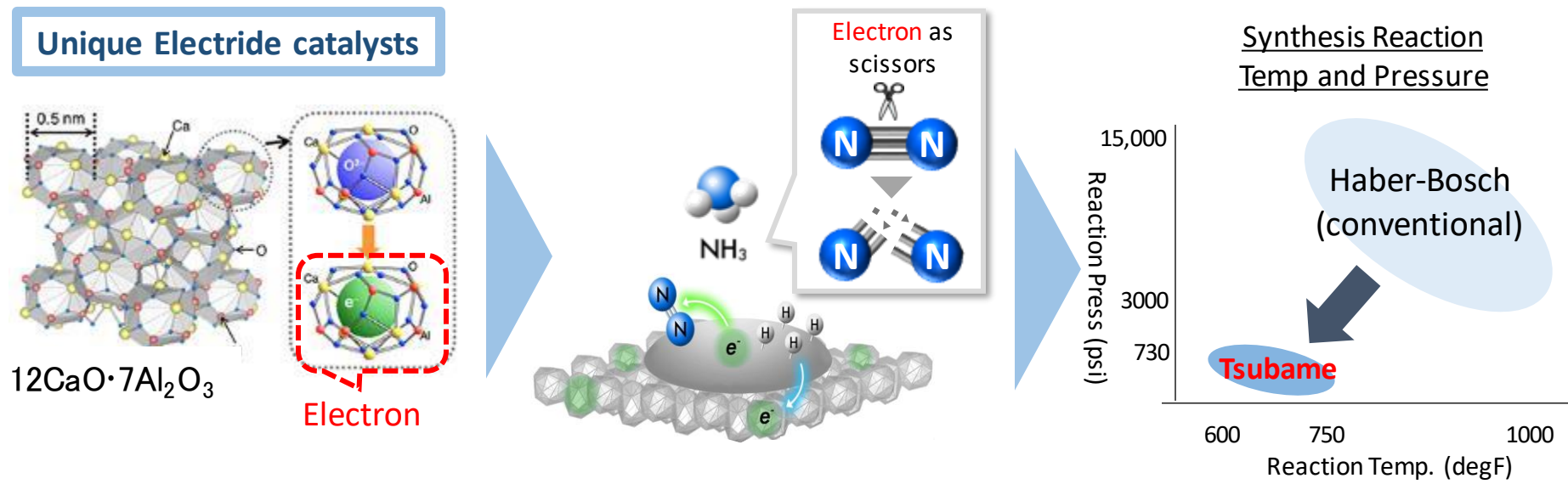
1. Replace conventional ammonia production with CO₂ emission to CO₂-free production

2. Reduce cost and stabilize ammonia supply-chain through distributed ammonia production



Tsubame's Electride Catalyst enables Low Temp. and Pressure Ammonia Synthesis

Our electride catalyst, developed by Tokyo Institute of Technology, creates an advantage on small-scale ammonia production compared to conventional Haber-Bosch process



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What word or image comes to mind when you hear the word "Green Ammonia"?

① Start presenting to display the poll results on this slide.

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How much is your interest level in green fertilizer, e.g. CO2-free vs. grey?

ⓘ Start presenting to display the poll results on this slide.

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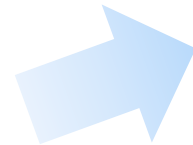
What is the most expected and earliest application of green ammonia?

ⓘ Start presenting to display the poll results on this slide.

Ammonia Market: New Application brings +100 M ton market demand

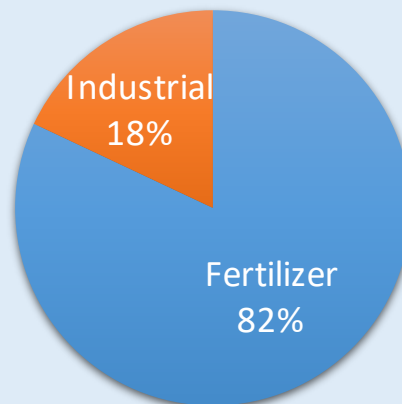


Ammonia



Existing Market: Total 180 M ton

Ammonia Application:



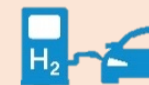
Emerging Market: **potentially new 100 M ton market in 2035**

Clean Fuel

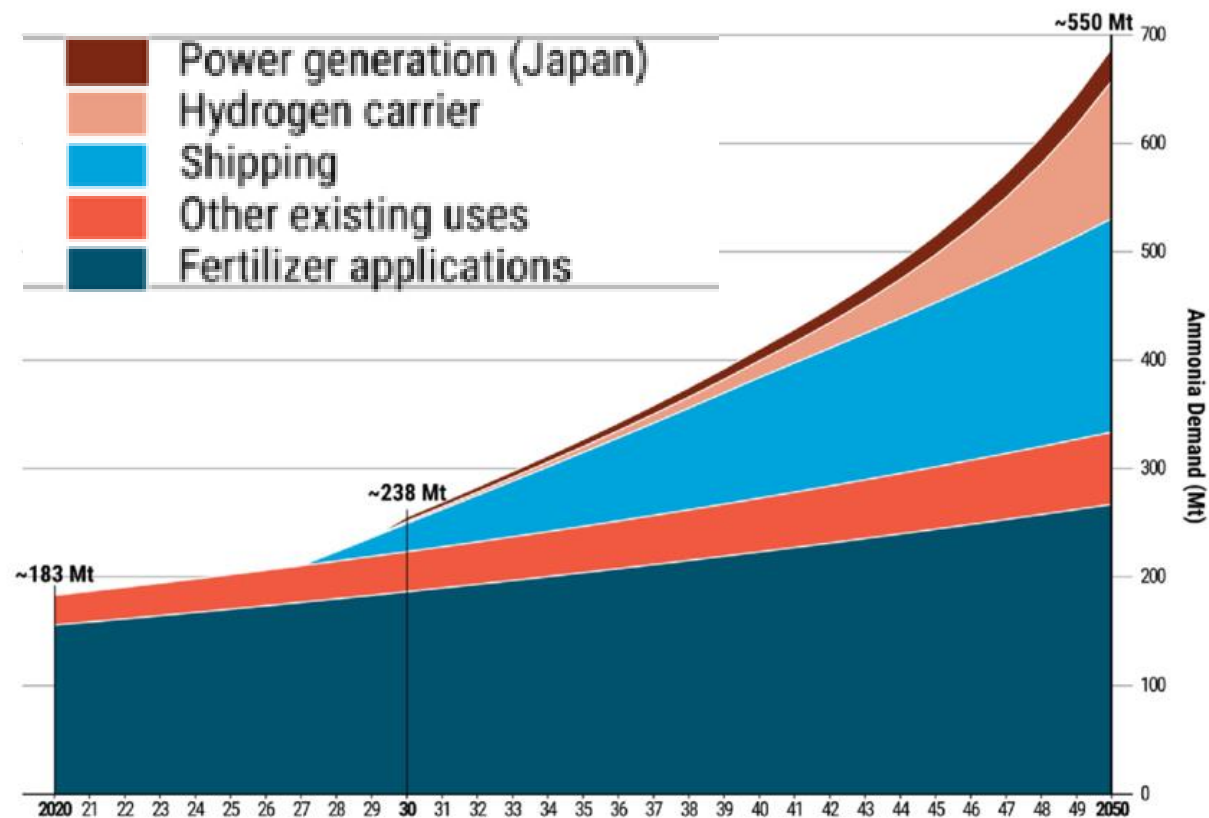
- Maritime Fuel
- fuel of coal power plant



Hydrogen Carrier





New Application brings big growth of ammonia demand, but timing is uncertain




Ammonia Production from Clean Hydrogen and the Implications for Global Natural Gas Demand Sustainability 2023, 15(2), 1623, Jan 2023

Clean Fuel

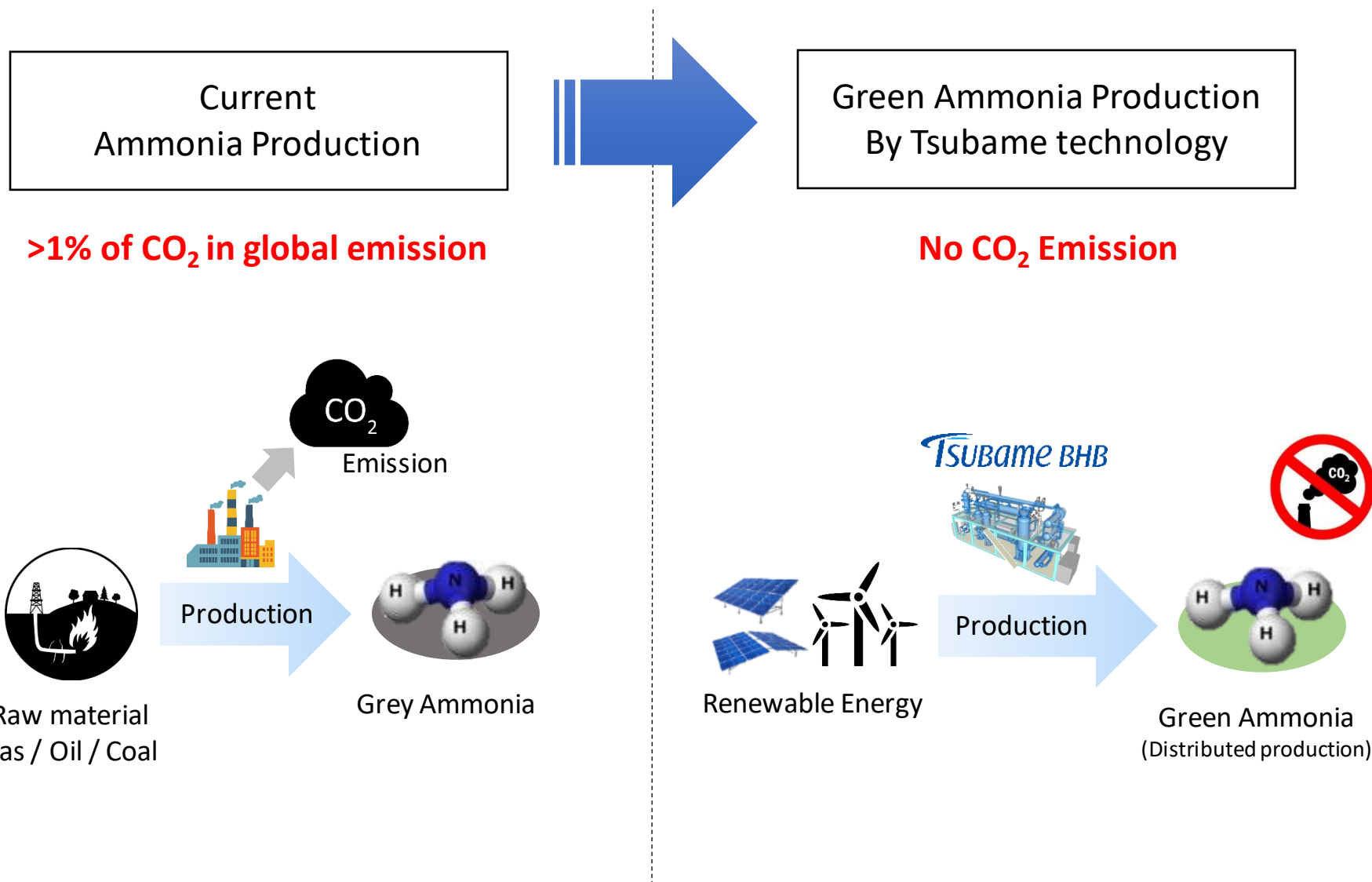
- Maritime Fuel 
- fuel of coal power plant 

Technology is under development

Hydrogen Carrier 

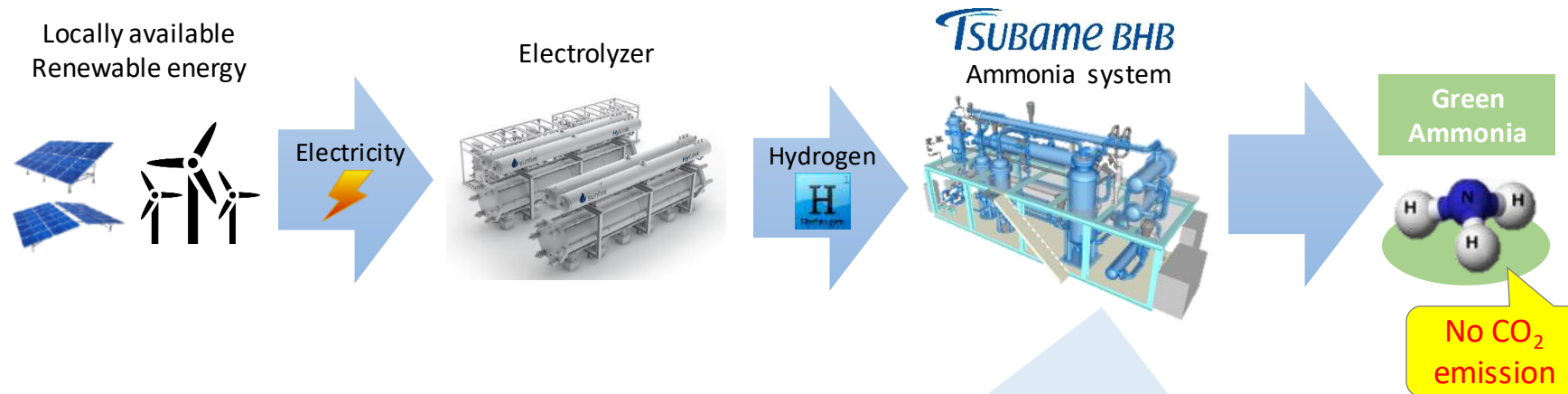
Awaiting Hydrogen demand to be raised

Existing Ammonia production is emitting 500 Mton-CO2



Green Ammonia Production by Small-scale production system

Semi-automated ammonia production system requires less operating labor, which enables user-friendly ammonia production.



Line-up of ammonia production system

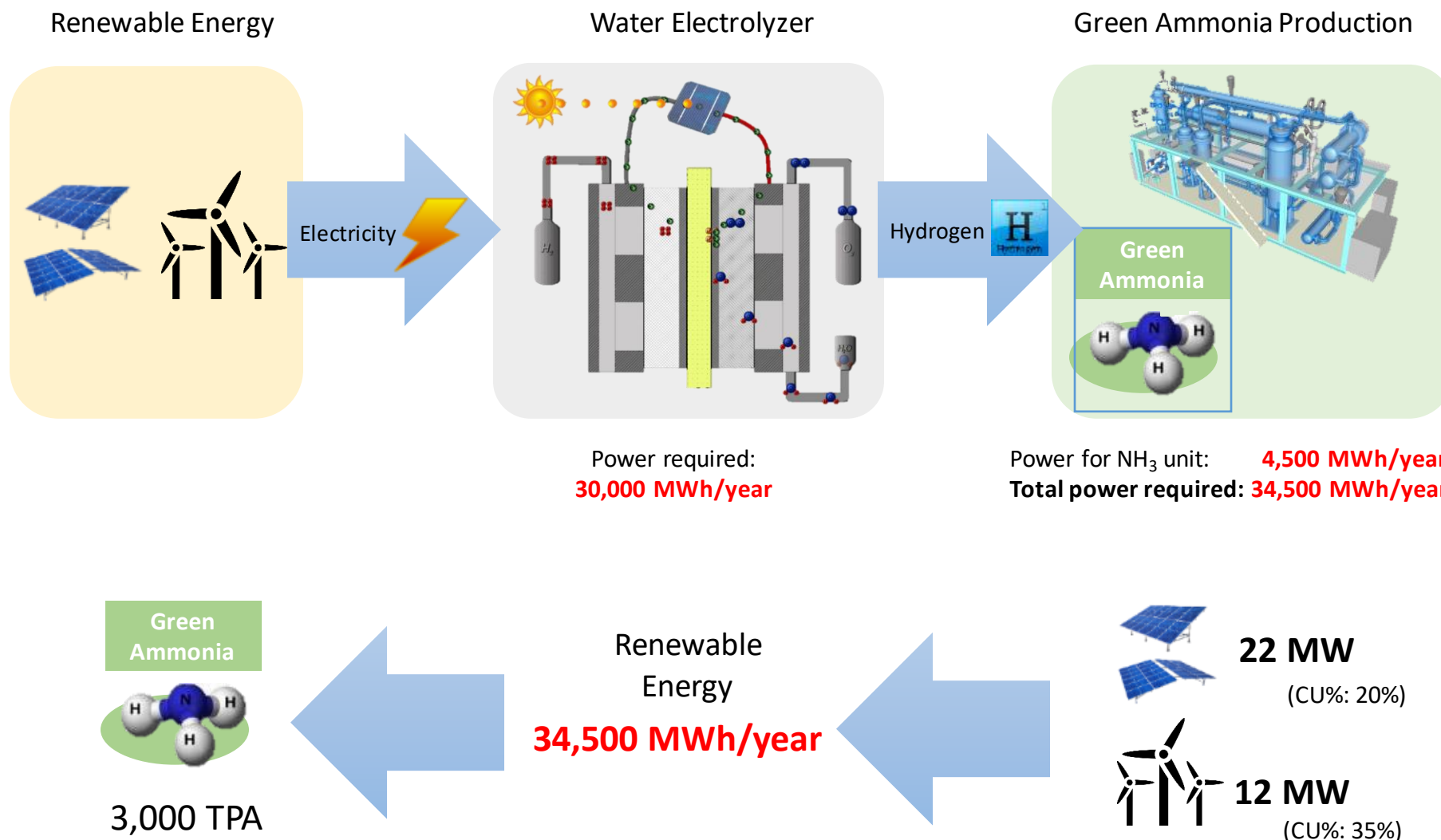
Type	Module			Plant
Name	TM-500	TM-3000	TM-5000	
Capacity (ton/yr)	500	3,000	5,000	10,000 – 50,000 (Future: 10,000 – 100,000)
Size (yd x yd)	17 x 23	22 x 33	27 x 37	TBC
CAPEX (*1) (M USD)	5-10	10-15	15-20	TBC
CO2 avoidance (*2) (ton-CO2/yr)	800	5,000	8,000	16k – 80k

(*1: CAPEX is for reference purpose only)

(*2: comparison with natural gas based ammonia production)

Hydrogen production consumes majority of power consumption

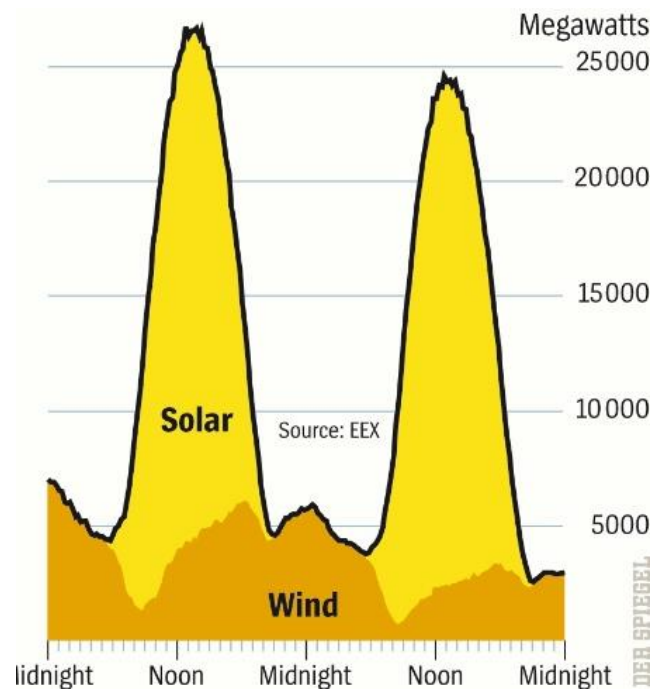
Required Power for Green Ammonia Production (Case: 3,000 TA)



Measures against fluctuation of Renewable Energy


Issue

Renewables have fluctuation of power generation



Option

a. Install Hydrogen Storage in minimum

 Run 100% + store hydrogen

 Minimum CU% operation

b. Stop at night &
Keep hot stand-by mode

c. Buy grid power to maintain operation
at night

Depends on:

- Power supply curve
- Offtake frequency and variation
- Requirement of green%

Appendix

Market Environment in USA

Based on below environment, Tsubame is focusing market development of USA.
We are accelerating market development, and plan to assign representative in US from March.

1. Subsidy

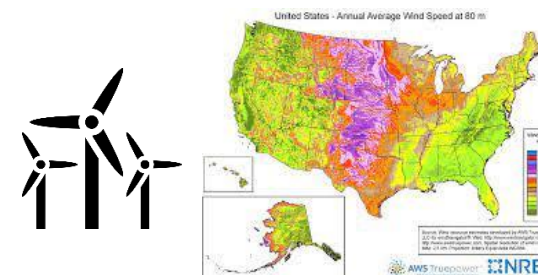
- IRA approved: subsidy on green-H₂ as 530 USD/ton-NH₃

2. Ammonia

- Existing large market demand by Fertilizer
Using anhydrous ammonia as direct fertilizer
- Supply chain:
 - Inland transportation costs high
 - Safety concern on transportation

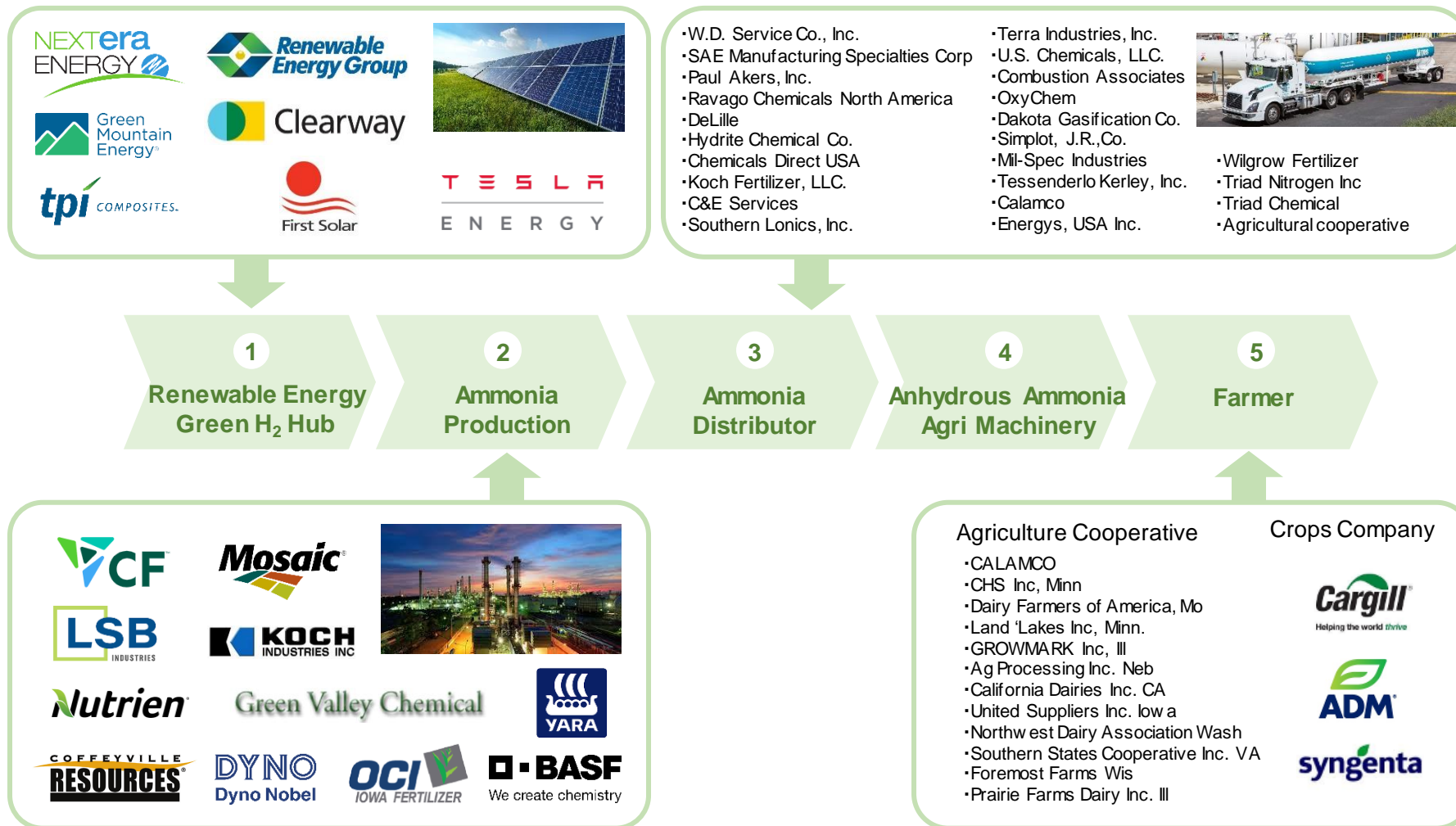
3. Renewable Energy

- Competitive renewable energy cost for both solar and wind



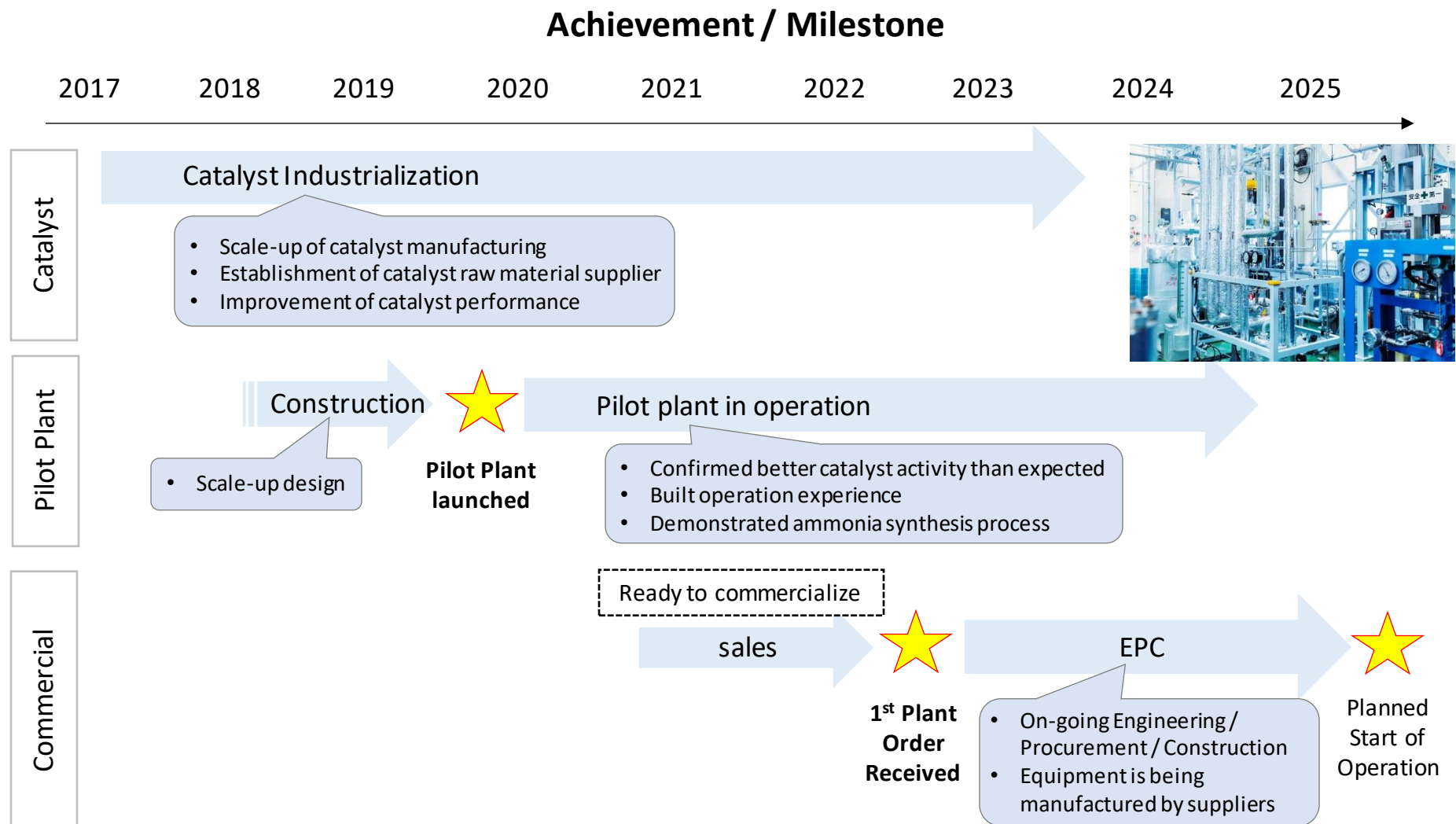
Partner Candidate

We'll contact and talk potential collaboration with these companies.



Ready for deployment of commercial plant

Engineering and Procurement of 1st commercial plant is on-going.
We are ready to deploy our system for customers.



Tsubame BHB: Startup Company from the Tokyo Institute of Technology (Tokyo Tech)

- Established in April 2017 with investments from UMI, Ajinomoto, and Tokyo Tech professors
- Company was established for the social implementation of an on-site ammonia system

Establishment Background



Hosono Laboratory
(Tokyo Institute of Tech)

Innovative ammonia synthesis catalyst technology

Nature Chem. **2012**, 4, 934-940



Tsubame BHB

Company Establishment



Ajinomoto Co., Inc.
(food and biotechnology)



Universal Materials Incubator Co., LTD.
(Venture Capital)

Company Overview

Name	Tsubame BHB Co., Ltd.
Main Address	4 th Floor, Konwa Building, Tsukiji 1-12-22, Chuo-ku, Tokyo
R&D Center	4259 Nagatsuta-cho, Midori-ku, Yokohama City, Kanagawa Suzukakedai Campus, Tokyo Institute of Technology, J-3 Building, Room 1417
Kawasaki Branch	1-1 Suzuki-cho, Kawasaki-ku, Kawasaki City, Kanagawa Ajinomoto Co., Inc., Kawasaki Pilot Plant
Established	April 2017
Business Activities	R&D, production, sales and maintenance of Ammonia synthesis catalyst and On-site ammonia supply systems
Employees	70 (Incl. temporary employees)

Main Stockholders



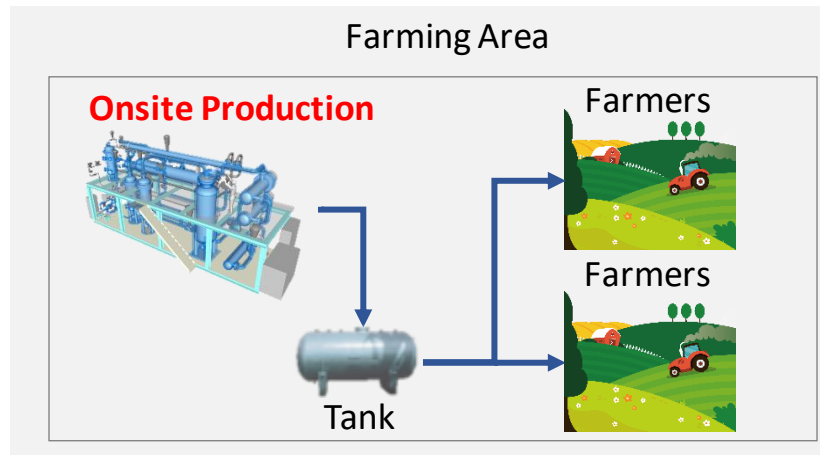
Our Solution : Small scale Onsite Ammonia Production

- Tsubame BHB offers Small sale Onsite ammonia production
- Our method enables customer's ammonia cost reduction by low pressure and temperature technology

Onsite Production

- Produce required volume at the next to consuming location
- Our Technology enables small scale ammonia plant

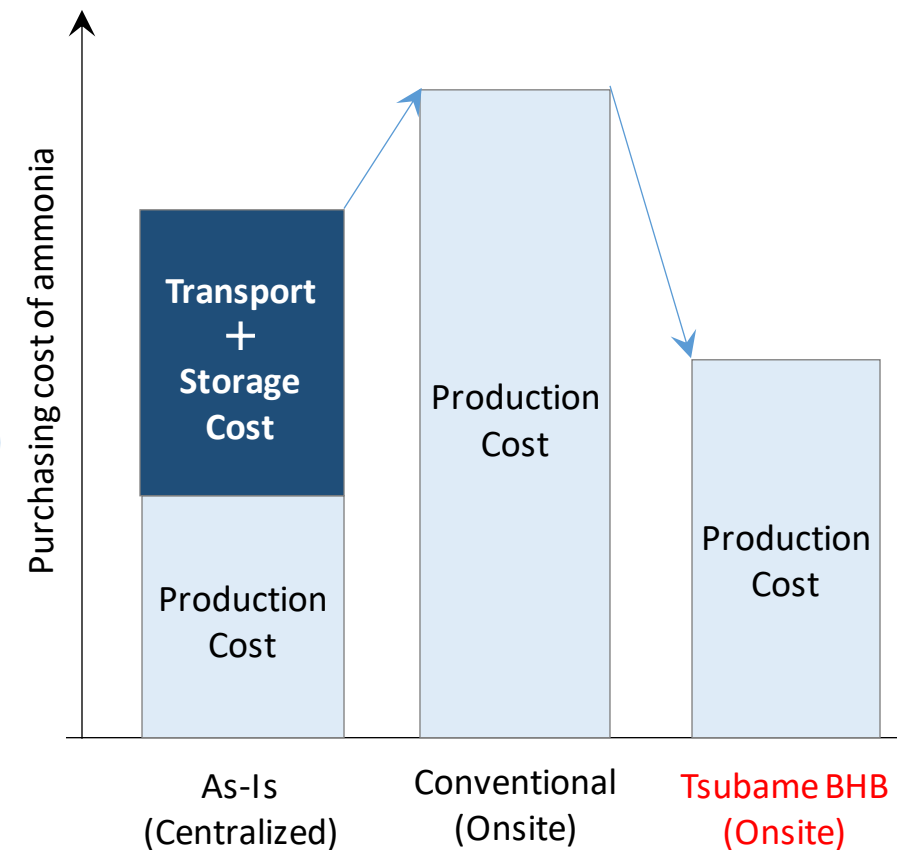
Example: Fertilizer application



Advantage

- No Transpiration and Storage cost
- Stable Supply

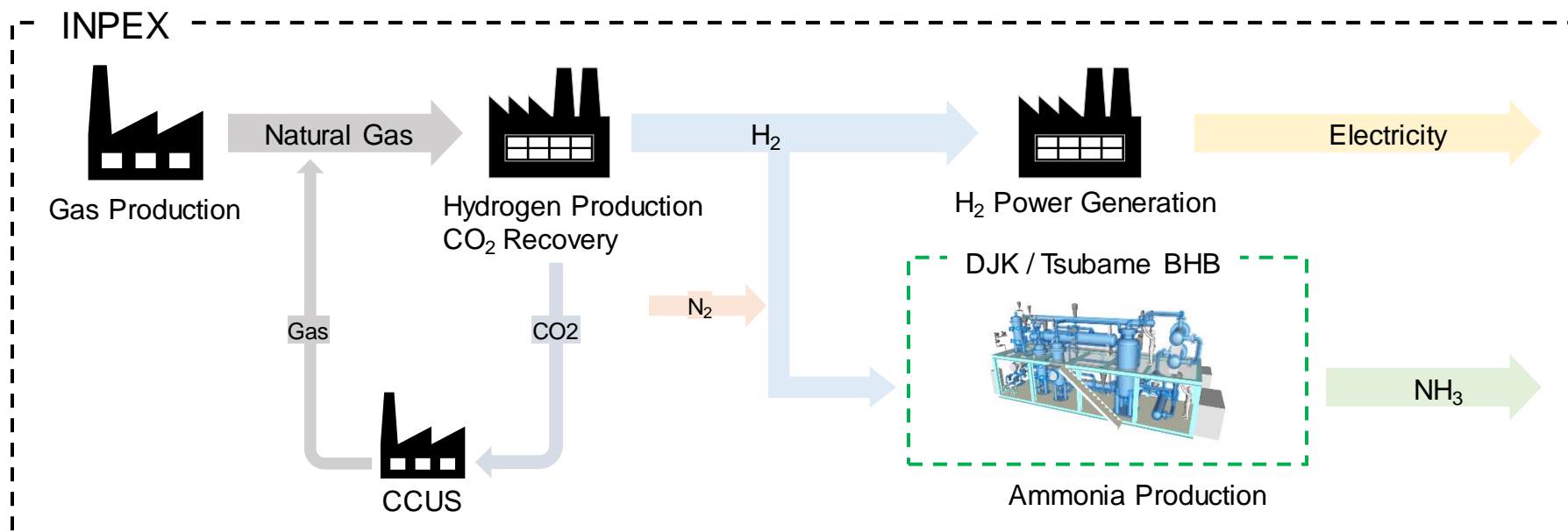
Cost Reduction from customer viewpoint



1st Commercial Plant Order

- We announced 1st commercial plant order of TM-500 from INPEX Co.
- Ammonia is produced by blue hydrogen with Tsubame's technology.

PJ Owner: INPEX Co.
 PJ: Hirai Blue hydrogen / Blue Ammonia Demonstration project
 Plant Location: Niigata, Japan
 Contractor: Daiichi Jitsugyo (DJK)
 EPC Period: Dec. 2022 ~ Aug. 2025, plan to start operation from Aug 2025
 Capacity: 500 TPA (TM-500)



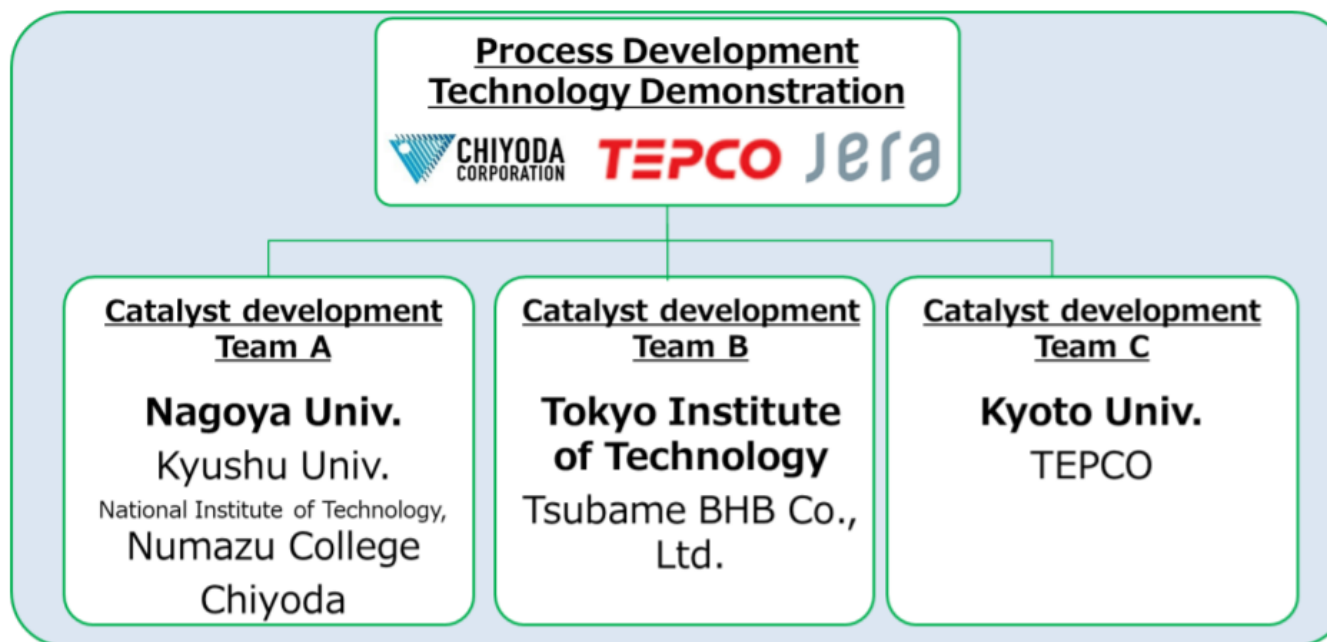
Development of New Generation catalyst for Large-scale Ammonia Plants

NEDO project for fuel ammonia was announced on Jan 2023.
 Tsubame BHB and Tokyo Institute of Technology was selected as subcontractors of catalyst.

GI Fund Project by NEDO

- Project Period: 2021 to 2030
- Main Company: Chiyoda Corporation / TEPCO / JERA
- Objective: Develop Ammonia production technology for large scale plant
- Role of Tsubame BHB: Develop **non-precious metal catalyst** for large scale plant by 2024 with Tokyo Institute of Technology

R&D Organization



(Reference: Chiyoda Corporation Press Release)

(Reference) Details on ammonia characteristics that indicate promise as a hydrogen carrier

<p>(1) High hydrogen density</p>	<ul style="list-style-type: none"> ➤ A nitrogen (N) atom bonds with three hydrogen (H) atoms, and the hydrogen density is 17.6% ➤ The energy density to volume is 1,200 times larger than hydrogen gas
<p>(2) Good liquefiability</p>	<ul style="list-style-type: none"> ➤ It liquefies at about 8 atmospheres at normal temperature and at -34°C under normal pressure ➤ Hydrogen liquefies at about 700 atmospheres at normal temperature and at -253°C under normal pressure ➤ Natural gas (methane) does not liquify at normal temperature, it liquifies under normal pressure at -162°C
<p>(3) Easy to handle</p>	<ul style="list-style-type: none"> ➤ A large amount of ammonia (18 million t/y) is distributed internationally, so existing facilities can be used ➤ The ignition point is high at 651°C, and ammonia itself is noncombustible so it is easier to handle than hydrogen
<p>(4) Large quantities of the raw materials are found on earth</p>	<ul style="list-style-type: none"> ➤ Made of nitrogen and hydrogen, which are inexhaustible on earth, so it can be produced using air, water, and renewable energy
<p>(5) CO₂-free fuel</p>	<ul style="list-style-type: none"> ➤ Potentially a CO₂-free fuel (ignition is needed initially using another fuel) → When burned without carbon (C) in the molecule, it becomes nitrogen (N₂) and no CO₂ is emitted ➤ Can be used as a raw material for fuel cell batteries, and electricity can be removed
<p>(6) Versatility</p>	<ul style="list-style-type: none"> ➤ Can be used as a raw material for fertilizers and chemicals, and can be diverted for various other purposes even when not used for energy

Comparison of Storage Costs between Ammonia and Hydrogen

Compound to be stored	Unit	Production costs	Storage costs		
			1 day	15 days	182 days
Ammonia (NH ₃)	€ kg ⁻¹ H ₂	3.40	0.03	0.05	0.49
Hydrogen (H ₂)	€ kg ⁻¹ H ₂	2.70	0.71	1.78	13.48

(Source) Vrijenhoef JP. Decentralised ammonia production in The Netherlands. HH3 fuel conference. 2016. Los Angeles (CA).

Audience Q & A



Karen Baert
Co-founder & CEO,
Ammobia

ammobia

Feeding and fueling our world with clean ammonia





slido



What pressure does the conventional ammonia synthesis process (Haber-Bosch) run at?

① Start presenting to display the poll results on this slide.

Traditional ammonia synthesis (Haber-Bosch) is **HIGH CAPEX** and **INFLEXIBLE**

Haber Bosch *Since 1913*



Runs on natural gas or coal

At extreme temperatures and pressures

This requires continuous operation

And centralized, large-scale production

In today's ~200B\$ market, this makes **end consumers SUFFER**

Natural gas dependency



Volatile, high prices



Long supply chains



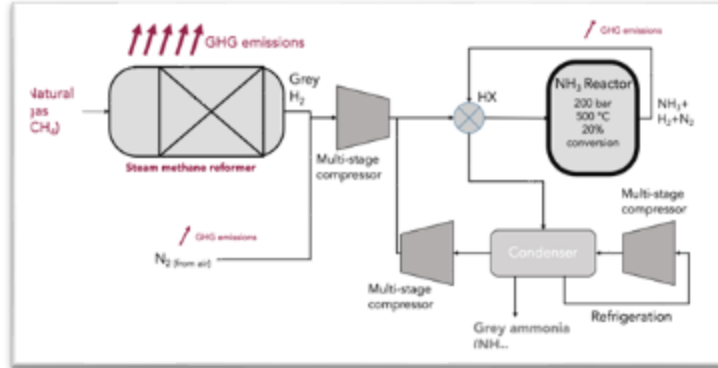
Safety concerns & high transportation costs



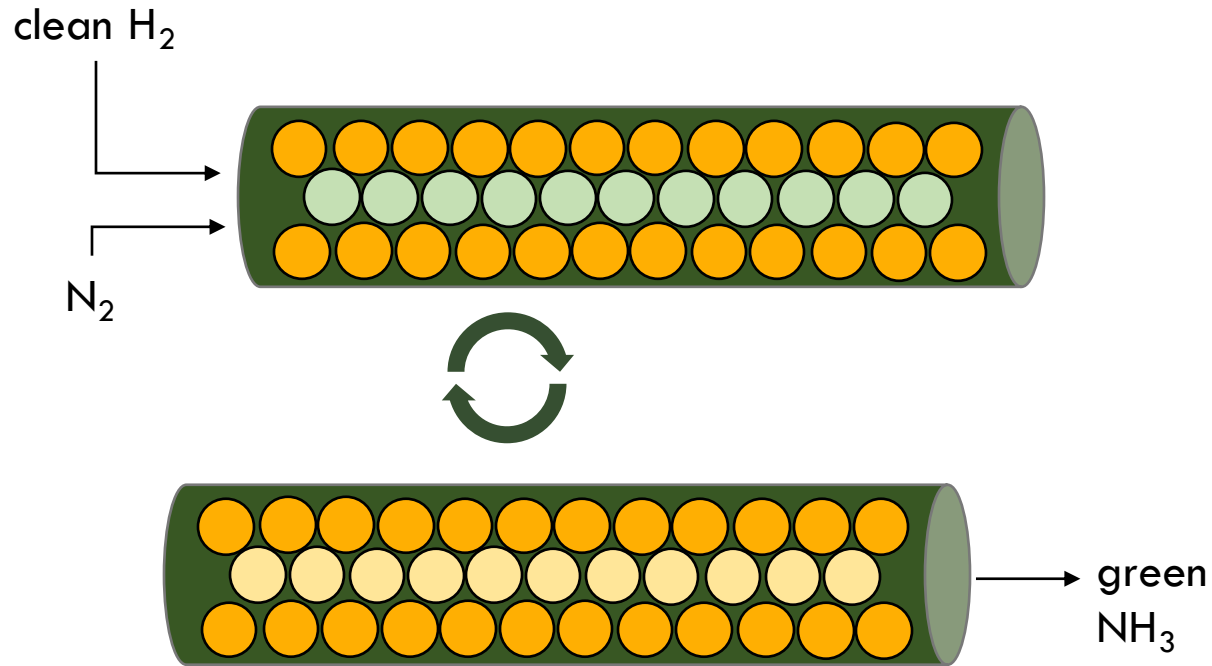
Polluting process
2% of global GHGs




Strong push to green without cost-effective alternative



Haber-Bosch 2.0: A LOW CAPEX, FLEXIBLE process

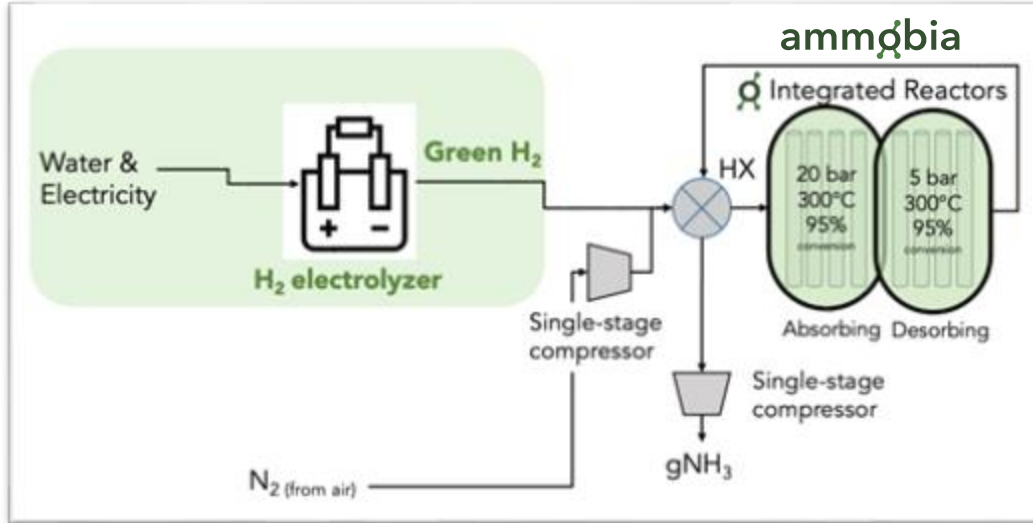


	Traditional Haber-Bosch	ammorbia Haber-Bosch 2.0
Temperature	~500°C	~300°C
Pressure	~200 bar	~20 bar
Single pass H ₂ conversion	<20%	Up to 95%
H ₂ source	Grey	Green


Capex ↓ 3X
 Safety ↑
 Flexibility ↑

Haber-Bosch 2.0 clean distributed, green NH₃ production

Haber Bosch 2.0 Since 2022



Runs on **renewables**

At **low temperatures and pressures**

This **enables flexible operation**

And **modular, distributed production**

ammqbia

This meets the customers' needs

~~Natural gas dependency~~
~~↓~~
~~Volatile, high prices~~

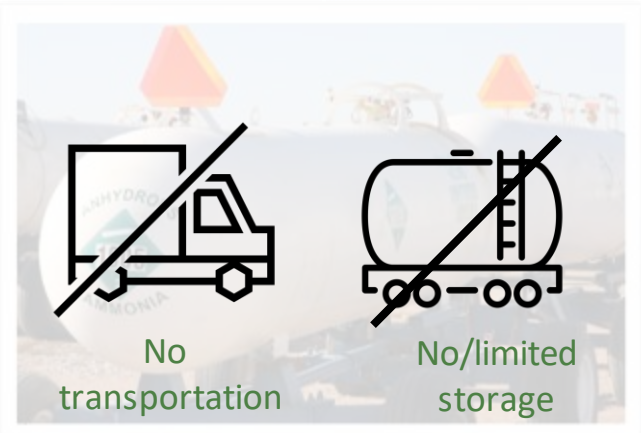
Reliable NH₃ at stable price



Year	Price (\$/Ton)
2015	~\$600
2016	~\$600
2017	~\$600
2018	~\$600
2019	~\$600
2020	~\$600
2021	~\$600
2022	~\$1,500

~~Long supply chains~~
~~↓~~
~~Safety concerns & high transportation costs~~

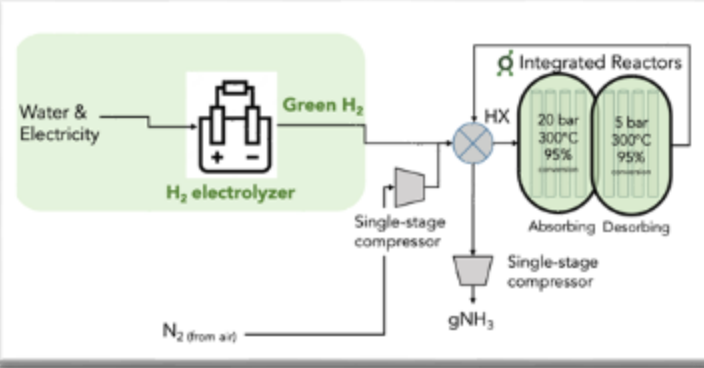
Safe operations



~~No transportation~~ ~~No/limited storage~~

~~Polluting process~~
~~20% of global GHGs~~
~~↓~~
~~Strong push to green without cost-effective alternative~~

80-95% emission reduction



ammqbia

Source: % green adapted from IRENA and AEA 2022

This enables the **~200B\$** current market to switch to clean

2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
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Feedstock for chemicals



Fertilizer



And the current market is just the start...

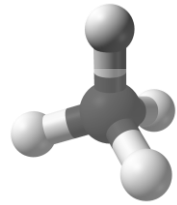
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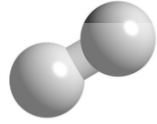
What is the liquefaction temperature for ammonia at ambient pressure?

ⓘ Start presenting to display the poll results on this slide.

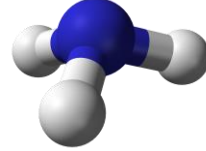
Ammonia (NH₃) will fuel our decarbonized world



Natural gas



Hydrogen



Ammonia

Carbon intensity* when burned (direct emissions)

70-75 gCO₂eq/MJ

~1 gCO₂eq/MJ

~1 gCO₂eq/MJ

Low-carbon fuel and energy carrier

Temperature to liquify at ambient pressure

-162°C

-253°C

-33°C

Cost-effective storage and transportation

New use-cases come with ~600B\$ NH₃ market growth

2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
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Fuel for shipping

LR, SDARI and MAN ES join forces on ammonia dual-fuel containership



MAN expects to put ammonia engine up for sale in late 2025

MAN Energy Solutions is about to launch the final tests of the ammonia engine that many hope will revolutionize the shipping industry.



Combustion fuel

Amogy Demonstrates First Ammonia-Powered, Zero-Emissions Tractor



Amogy Presents World's First Ammonia-Powered, Zero-Emission Semi Truck



Ammonia as a Hydrogen carrier (import/export)

Blue ammonia to comprise bulk of hydrogen transportation due to lower costs: HSBC

HIGHLIGHTS

Ammonia more energy-dense, easier to liquefy




Power redistribution

New 6GW green hydrogen project in Australia eyes ammonia export to Japan and Korea



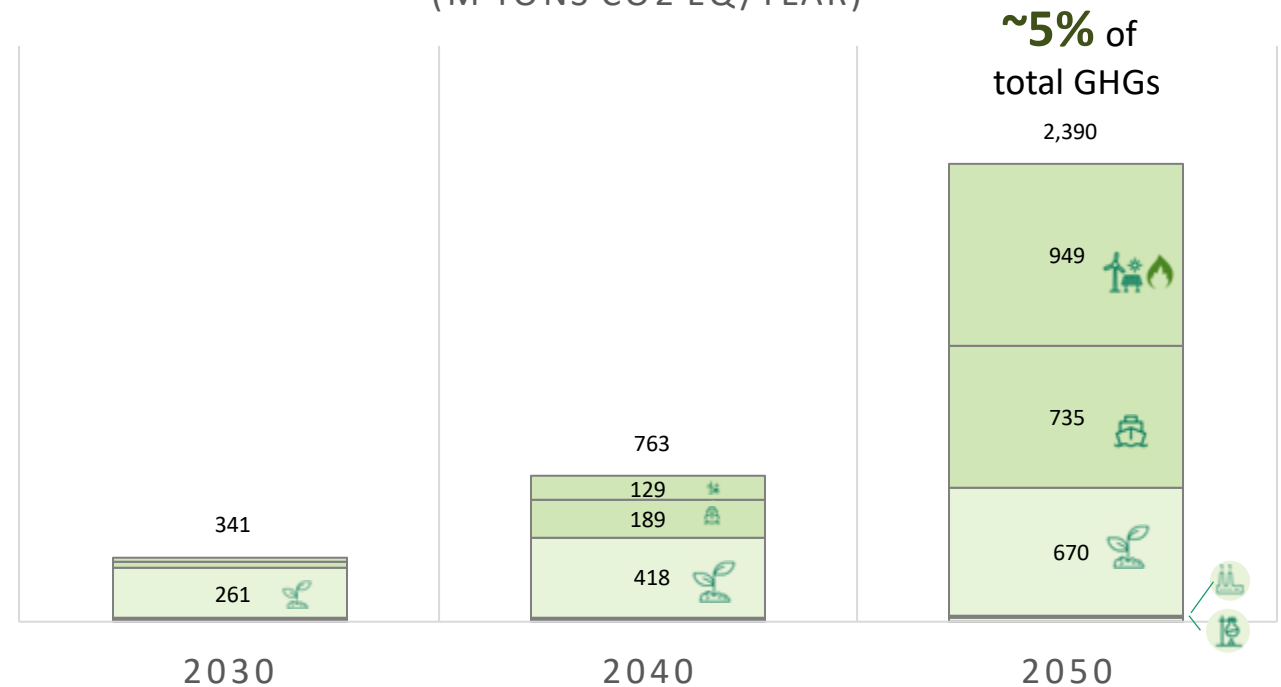
Potential to tackle up to 5% of global GHGs

Process	Traditional Haber-Bosch	ammqbia
Energy source	Coal or natural gas	(Renewable + grid) electricity*
Emissions	Up to 2.6 kg CO ₂ eq/kg NH ₃	~0.2-0.5 kg CO ₂ eq/kg NH ₃



80-90%
 GHG emission reduction

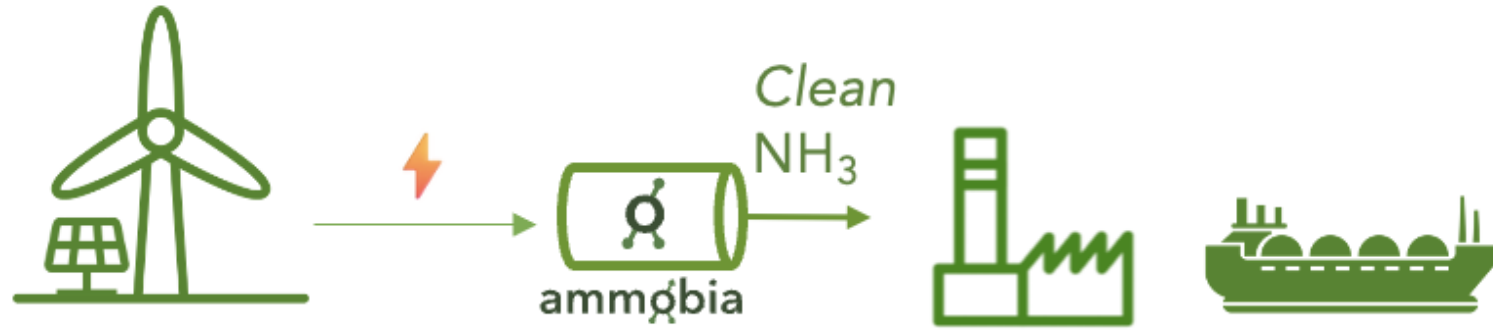
EMISSION REDUCTION POTENTIAL ENTIRE MARKET
(M TONS CO₂ EQ/YEAR)



(*) Assuming 60% direct connection to renewables, 40% grid electricity with 100 g CO₂/kWh cfr IEA net zero target 2030 and 45kWh/kg for electrolysis

What could this mean for Minnesota?

Cost-effective clean ammonia production from renewables



- ✓ Flexible production from renewables
- ✓ Reliable ammonia at stable prices (No natural gas dependency)
- ✓ ~90% reduction of carbon footprint

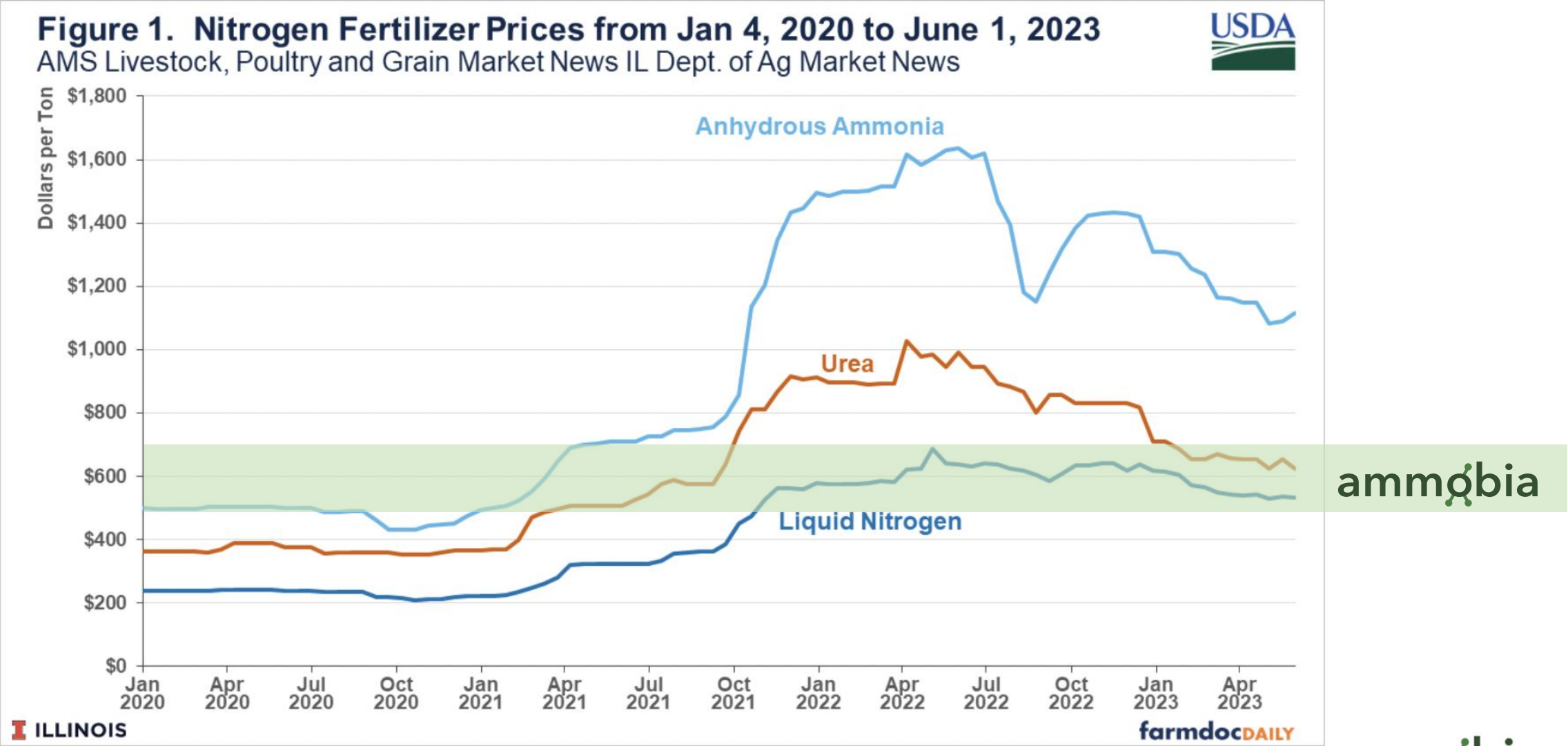
slido



How much do farmers in the Midwest pay for their ammonia in \$/ton today?

ⓘ Start presenting to display the poll results on this slide.

Stable, low cost



Source: Farmdocdaily



Decentralized ammonia production in US Midwest

Ammonia as fertilizer



Anhydrous NH₃ fertilizers at farm community level

ammqbia ~4 tons/day unit to supply ~8 medium-sized (~700 acres) corn farms



Ammonia in the power sector



Ammonia production for

- Power-to-X
- Demand Response
- Grid balancing
- Back-up power

Ammobia's team on a mission to decarbonize ammonia

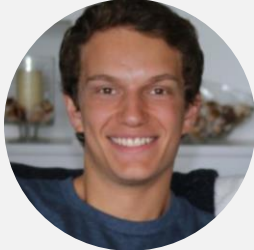
Founders



Karen Baert

Co-founder/CEO

MBA/ChemE bridging tech and market in climate tech across start-ups, Venture Capital & Strategy Consulting



Tristan Gilbert

Co-founder/CTO

MechE/ChemE with experience in science, systems and everything in between across academia & start-ups



Funding & Support



Team



Dr. Lee Tonkovich

Engineering consultant

~30y experience in process intensification and scale-up



Tim Krebs

Part-time CFO

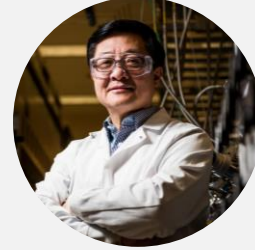
CFO experience at 10+ industrial climate start-ups incl. NH3



Bharti Singhla

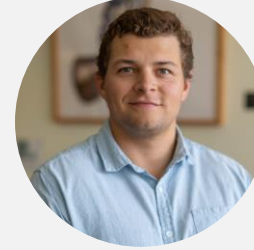
BusDev Lead

Stanford MBA and ex co-founder/COO in cleantech



Prof. Yong Wang

Scientist



Dr. Anthony Savoy

Scientist

Advisors



Sila Kiliccote



Entrepreneurship & VC



Prof. Matt Kanan



Science & Engineering



Naomi Boness



Industry expertise

Great traction with investors and industry partners

~4M\$ VC money raised* | ~500k\$ grants won



Other investors to be announced soon



Lols/LoSs secured with major industry players

Major player in shipping industry

Major player in shipping industry

Major player in chemical industry

Note: (*) official close later this month

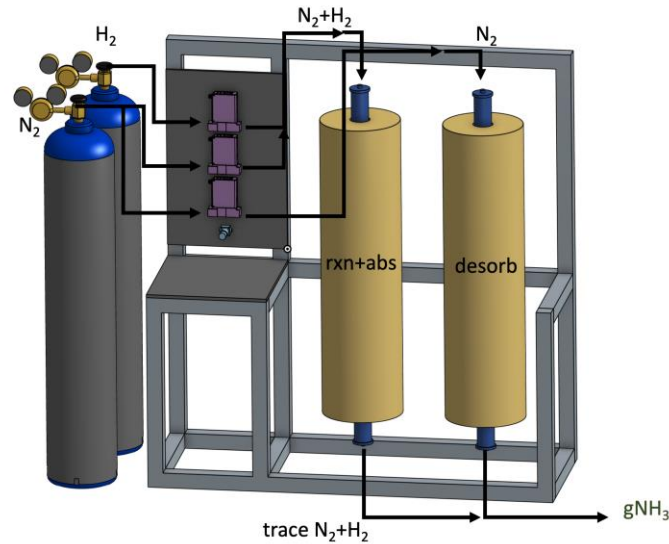
Revenue-generating commercial pilot in 2025

2023: Proof of concept



- Partnered with catalyst manufacturer
- Provisional patents filed

2024: Tech demonstrator



Operational by Q3 2024

- With demonstration partner

2025: Commercial pilot



Built by EOY 2025

- With demonstration partner & beachhead customer
- Revenue generating

Keen to hear from you/learn from you!

Looking to **partner with industry stakeholders for pilot projects**



Onsite dynamic ammonia synthesis demonstration in 2025

Technology partners

Farmer communities

Electric Coops

Farmer Coops

Other ammonia use-cases

Note: (*) official close later this month

Thank you 

Reach out karen@ammobia.co

Audience Q & A

Networking Lunch

12:00 – 1:00 p.m. CT

Thank you to our sponsors!

