

Green Corridors – a collaborative approach in unlocking deployment of the new fuels

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The maritime industry has been through a number of fuel-transitions over the last centuries, from wind to steam to fuel oil. Each transition required both technical, safety and mindset changes. But the transitions were governed by clear operational and efficiency benefits. The transition The climate crisis requires a new fuel transition, from the fossil-based fuel currently used to sustainable low/zero emission fuel. But the transition is challenged by the lack of direct benefit for the individual vessels, as the reasoning is of global character. But with the same technical and safety challenges as seen before. In addition, the new low/zero emission fuels are significantly more expensive than their fossil-based equivalent.

Green corridor projects aim to bring first mover countries, ports and companies together in a collaborative setting, allowing some of the roadblocks to be removed by, and the total cost to be reduced. However, there will still be a residual cost gap, which have to be closed in order for these important projects to move ahead, and thereby showcasing the deployment of the new fuels. Closing the cost gap can be done by supportive financial instruments and a business development attitude, understanding that the first projects are not handled in a traditional business context, but are to be seen as investment into the future, both for the business and for the generation to come.

The Mærsk Mc-Kinney Møller Center for Zero Carbon Shipping has, together with its knowledge partners, developed stringent and transparent methodologies for the maturation of green corridors in the early phases. This allows countries and companies to know how to engage in such projects. The methodologies also involve specific tools for the suggested analysis and provide a guideline as to how the residual cost gap can be qualified and quantified. This will ease communication with those stakeholders (public and/or private) who will have to assist in closing the cost gap. It furthermore provides the decision makers a transparent tool to select which corridors should be supported.

The **Mærsk Mc-Kinney Møller Center for Zero Carbon Shipping** is real climate action. We are a not-for-profit, independent research and development center looking to sustainably drive the transition towards a net-zero future for the maritime industry. With our partners, we drive and facilitate the development and implementation of new technologies; build confidence in new concepts and mature viable strategic ways to drive the required systemic and regulatory change.