

COMPANY & SERVICES PROFILE
SULTAN
ENGINEERING LTD(SEL)

From raw material to bankable business.

YOUR RESOURCE-TO-MARKET PARTNER

Sultan Engineering LTD (SEL) is an emerging engineering consultancy subsidiary of Hasal Group with focus on the following:-

Sourcing • Feasibility • Bankable Documentation • Equipment Procurement

Who We Are

Sultan Engineering Ltd is a **resource-to-market partner**. We take project promoters, investors and manufacturers from an idea a raw material, a technology, a market opportunity to a business that can be financed, built and operated.

We work across the full chain: sourcing and securing raw materials, validating the technology, proving the numbers, producing lender-grade documentation, and procuring the equipment that turns a plan into a plant. One partner. One standard of rigour. No hand-off gaps where good projects usually stall.

OUR PROMISE

We do not deliver reports for the shelf. Every document, model and specification we produce is built to survive due diligence by a bank, a development finance institution or an investment committee.

The Problem We Solve

Most resource-based and manufacturing projects do not fail because the opportunity is weak. They fail in the gap between idea and financial close. We close that gap.

Where projects stall	What it looks like	How Sultan fixes it
Unverified raw material	Unclear volumes, quality or supply security	Independent sourcing and utilisation assessment
Weak technology choice	Wrong process, wrong scale, unproven claims	Technology scouting, selection and validation
Numbers that do not hold	Optimistic models lenders reject on sight	Stress-tested financial analysis and sensitivities
Documents that fail diligence	Gaps, inconsistencies, missing evidence	Bankable feasibility and business plan suite
Costly equipment errors	Mis-specified, over-priced or late machinery	Specification-led procurement and vendor control

The Sultan Pipeline

Our seven services are not a menu of disconnected offers. They are stages of a single pipeline, and clients can enter at any point.

Stage	Focus	What happens	Output
1 Source	Raw materials and ideas	Locate, verify and secure inputs; identify the viable product pathway	Sourcing and utilisation strategy
2 Validate	Technology and technical case	Select and test process technology; define plant design basis	Technical feasibility
3 Prove	Financial and market case	Model returns, debt capacity and risk across scenarios	Financial analysis and model
4 Package	Bankable documentation	Assemble feasibility report, business plan and investor materials	Lender-ready dossier
5 Build	Equipment and execution	Specify, source and procure plant and machinery	Procured, commissioned equipment

Our Seven Core Services

Each service stands alone. Together they take a project from first idea to operating business.

Raw Materials Sourcing & Utilisation

Secure the right input, at the right quality, with a route to value.

WHAT WE DO	WHAT YOU RECEIVE
▪ Identify and assess raw material sources: solid minerals, agricultural and industrial inputs ▪ Verify volume, quality, location and long-term supply security ▪ Map supply chains, suppliers and off-takers; benchmark pricing ▪ Match each material to its most profitable processing and product pathway	▪ Raw material availability and quality assessment ▪ Supply-chain map and sourcing strategy ▪ Utilisation and value-addition options, ranked ▪ Supply and off-take term support

Investment in Resource-Based Projects

We originate, structure and back projects built on real resources.

WHAT WE DO	WHAT YOU RECEIVE
▪ Originate and screen resource-based opportunities against clear investment criteria ▪ Structure projects, partnerships and joint ventures ▪ Invest in or alongside promoters and co-investors where the fundamentals are proven ▪ Connect projects to capital, technology and markets	▪ A partner with capital and capability, not just advice ▪ Project structuring aligned with investor expectations ▪ Faster route to financial close ▪ Shared risk and shared accountability

Technology Development & Innovation

The right technology, adapted to local raw materials and conditions.

WHAT WE DO	WHAT YOU RECEIVE
▪ Scout, compare and select proven and emerging process technologies ▪ Support adaptation, pilot and demonstration work for local feedstocks ▪ Advise on technology transfer, licensing and local content ▪ Back innovation that improves yield, cost or product quality	▪ Technology options and selection report ▪ Process and scale recommendation ▪ Pilot and demonstration roadmap ▪ Technology risk register

Equipment Sourcing for Industrial & Manufacturing Projects

Right specification. Right supplier. Right price. On schedule.

WHAT WE DO	WHAT YOU RECEIVE
▪ Develop technical specifications from the approved design basis ▪ Shortlist vendors and run technical and commercial bid evaluation ▪ Negotiate terms; manage inspection and factory acceptance ▪ Coordinate logistics, delivery, installation and commissioning support	▪ Equipment specification and bill of quantities ▪ Vendor comparison and recommendation ▪ Procurement schedule and cost control ▪ Commissioning and spares plan

Financial Analysis & Bankable Technical Feasibility

The technical and financial proof that lenders and investors demand.

WHAT WE DO	WHAT YOU RECEIVE
▪ Define plant design basis, capacity, process flow, utilities and site requirements ▪ Build detailed capex, opex and working capital estimates ▪ Model NPV, IRR, payback, DSCR and break-even ▪ Run sensitivity and scenario analysis; assess environmental and social factors	▪ Technical feasibility assessment ▪ Fully traceable financial model ▪ Funding structure and debt-capacity analysis ▪ Risk analysis with mitigation measures

Feasibility Report Preparation & Products

Feasibility reports written to be read, trusted and funded.

WHAT WE DO	WHAT YOU RECEIVE
▪ Prepare pre-feasibility and full bankable feasibility studies ▪ Deliver market, technical, financial, legal and environmental sections in one coherent report ▪ Produce investor-facing products: executive summaries, teasers and information memoranda ▪ Align every report to lender and development-finance requirements	▪ Bankable feasibility study ▪ Executive summary and investor teaser ▪ Information memorandum ▪ Supporting data pack and assumptions register

Business Plan & Financial Analysis

clear, defensible plan that wins capital and guides execution.

WHAT WE DO	WHAT YOU RECEIVE
▪ Write investor- and lender-ready business plans ▪ Develop multi-year financial projections and funding requirements ▪ Define market strategy, operating model and implementation plan ▪ Prepare pitch materials for investors, banks and grant bodies	▪ Complete business plan ▪ Three-statement financial projections ▪ Funding proposal and use-of-funds schedule ▪ Pitch deck and investor Q&A preparation

Who We Serve

Client	Their challenge	Our contribution
Project promoters	A strong idea but no bankable path to funding	Feasibility, business plan and investor-ready packaging
Investors	Need verified opportunities and reliable numbers	Independent analysis, project screening and structuring
Manufacturers	Need secure inputs, right technology and right equipment	Raw material sourcing, technology selection and procurement
Financiers and institutions	Need documentation that meets credit standards	Diligence-grade technical and financial reports

How We Work

Step	Phase	Activities	Client receives
1	Scope	Understand the opportunity, objectives and constraints	Agreed scope and work plan
2	Assess	Desk and field assessment of materials, technology and market	Findings and go/no-go view
3	Develop	Design basis, financial model and documentation	Draft deliverables for review
4	Finalise	Review, stress-test and finalise the bankable package	Final dossier
5	Deliver	Support funding presentations and equipment procurement	Funded and equipped project

FLEXIBLE ENTRY

Clients may engage us for one service or the full pipeline. A promoter with a finished design may need only equipment sourcing. An investor with a raw material may need the whole journey.

Why Sultan Engineering

Our edge	What it means for you
Resource to market	One partner from raw material to operating plant, with no gaps between stages
Bankable by design	Documents built for lender and investor scrutiny from day one
Engineering-led	Technical credibility behind every financial claim
Capital-minded	We understand funders because we work with and alongside them
Independent judgement	We tell you early if a project does not stack up, which protects your capital

Let us turn your resource into a financeable business.