ECOFIN AGENCY · ETHIOPIA

Técnicas Reunidas wins Ethiopia, South Africa fertilizer deals

Saga deep read · 30 October 2026 · Score 63

Spain's Técnicas Reunidas has secured two separate contracts across Africa in the fertilizer and green hydrogen sectors, strengthening its position on the continent. The company signed a contract with Dangote Group to supply two hydrogen production reformers for a planned urea complex in Gode, Ethiopia, and separately won a Front-End Engineering Design contract from Hive Hydrogen South Africa for a green hydrogen and ammonia project valued at $1.8 billion.

The Ethiopia engagement centres on Dangote Group's planned $4 billion urea complex in Gode, which is designed to produce three million tonnes of urea annually. Técnicas Reunidas' scope under the signed contract is to supply two hydrogen production reformers, with delivery scheduled within 18 months. The scale of the Gode project — one of the largest fertilizer investments on the continent — places it among the more consequential industrial developments currently progressing in East Africa. Dangote Group, the Nigerian-headquartered conglomerate, is the project developer.

In South Africa, Técnicas Reunidas has been awarded a FEED contract by Hive Hydrogen South Africa for a project valued at $1.8 billion. A FEED contract is a pre-investment engineering milestone that typically precedes a final investment decision; it does not constitute a construction or EPC award. The green hydrogen and ammonia scope aligns with South Africa's ambitions as an emerging green hydrogen export hub, though the project remains subject to further investment gating before construction commitments are made.

Taken together, the two engagements reflect growing industrial appetite for large-scale fertilizer and hydrogen infrastructure across Africa, driven by food security priorities in East Africa and green export ambitions in Southern Africa. The Gode urea complex, if completed at the planned capacity, would represent a significant shift in Ethiopia's domestic fertilizer supply, a country that currently depends heavily on imports. The South Africa FEED scope positions Hive Hydrogen to progress toward an FID, though timelines for that decision were not specified in available reporting.

Why this matters to partners and clients of Saga

The Dangote-Gode urea complex involves a signed contract and active equipment supply scope, making it appropriate for Norwegian process and industrial service companies to begin monitoring procurement pipelines and exploring subcontractor or technology-supply roles with Técnicas Reunidas as primary contractor. The Hive Hydrogen South Africa engagement is at FEED stage only — no procurement outreach is warranted yet, but Norwegian companies active in hydrogen plant engineering, ammonia handling infrastructure, or green energy process systems should track the project's progress toward FID. Relationship-building with both Técnicas Reunidas and Hive Hydrogen now would position Norwegian firms ahead of any construction tender process.

PARTNER ANGLES

- **LNG:** Norwegian companies with ammonia and hydrogen process technology or cryogenic handling experience should monitor the Hive Hydrogen South Africa FEED outcome as a potential construction-phase entry point.
- **Pipeline:** The Gode urea complex at $4 billion scale will require significant utility and process piping infrastructure — Norwegian pipeline and piping specialists should engage with Técnicas Reunidas on subcontract opportunities under the active contract.
- **Subsea/FPSO:** Limited direct relevance at this stage, but Norwegian engineering firms with modular plant or offshore-to-onshore process transfer experience may find applicable competencies in the hydrogen reformer supply chain.

- **Service:** Norwegian industrial service and maintenance companies should note that a three-million-tonne urea plant in Gode will require long-term operations and maintenance contracting once commissioned — early positioning with Dangote Group is advisable.

Original source: Ecofin Agency →

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