

OFFSHORE TECHNOLOGY · KENYA

Engineers India Wins \$450m EPCM Role for Dangote Kenya Refinery

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Engineers India Limited (EIL) has secured a contract exceeding \$450 million to serve as the Engineering, Procurement, and Construction Management (EPCM) consultant for Dangote Group's planned greenfield refinery and petrochemical facility in Kenya. The award positions EIL as the lead project management and engineering authority over what will be a significant downstream energy investment on the East African continent.

The Dangote Group, the Nigerian conglomerate already known for its large-scale refinery development in Lagos, is extending its downstream ambitions into East Africa with this Kenyan greenfield project. A greenfield refinery and integrated petrochemical facility of this nature represents one of the more consequential downstream investments in the East African region in recent years, with potential to reshape regional fuel supply chains and reduce import dependency.

The scale of the EPCM contract — exceeding \$450 million — signals that the overall project capital expenditure is likely to be substantially larger, as EPCM fees typically represent a fraction of total project cost. For the Norwegian service industry, which has deep experience in large-scale oil and gas project execution, this development is worth tracking closely. While the project is downstream and onshore in nature, the procurement, logistics, and construction management demands of a greenfield refinery of this scale will generate opportunities across engineering services, equipment supply, specialist inspection, and project controls.

Kenya's downstream energy sector has historically been constrained by import dependency and limited domestic refining capacity. A new greenfield refinery backed by Dangote capital and EIL's engineering credentials could materially alter that equation, stimulating associated infrastructure investment in pipeline connectivity, storage, and port logistics. Norwegian companies with competence in process engineering, rotating equipment, industrial instrumentation, and construction management services should monitor contractor and subcontractor procurement processes as the project progresses through FEED and into execution phases.

No timeline, production capacity, or further project specifications were disclosed in available reporting. Norwegian service companies should watch for EIL's subcontracting and vendor qualification rounds, which are typically launched following EPCM mobilisation and early FEED completion. Given EIL's Indian operational base, Norwegian firms seeking entry would likely need to position themselves as specialist technology or equipment vendors rather than competing for primary EPCM scope.

Why this matters to partners and clients of Saga

Norwegian companies should monitor EIL's subcontractor and vendor qualification processes as this project moves into detailed engineering, focusing on specialist equipment supply, inspection services, and process technology licensing. Direct EPCM competition is unlikely, but niche positions in rotating equipment, industrial instrumentation, and project controls remain viable entry points. Saga recommends a watch-and-engage posture, with targeted outreach to EIL's procurement function once FEED scope is confirmed.

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- **Service:** Norwegian inspection, testing, and quality assurance firms should position early for vendor qualification as EIL builds its approved supplier list for the Kenyan facility.
- **Pipeline:** A greenfield refinery will require product offtake pipeline and storage infrastructure, creating potential scope for Norwegian pipeline engineering and integrity specialists.

- **LNG:** Petrochemical integration at the facility may require gas feedstock logistics solutions, an area where Norwegian LNG and gas handling technology providers can offer competitive value.
- **Subsea/FPSO:** Limited direct relevance for subsea or FPSO operators at this stage, though any upstream Kenyan crude tie-in infrastructure developed to supply the refinery could generate future offshore scoping opportunities.
- **Drilling:** Indirectly relevant — increased downstream investment in Kenya may accelerate appetite for domestic crude production, which could stimulate drilling activity in Kenya's upstream blocks over the medium term.

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