FEASIBILITY STUDY & BUSINESS PLAN | 2026

طاقة لصناعة المكونات و المعدات الصناعية

ENERGY INDUSTRIAL COMPONENTS AND EQUIPMENT MANUFACTURING

Precision Hydraulic Fittings · Stainless Steel Fittings · Motor Parts

CR No.:	229441 — MOCI, State of Qatar
Location:	Qatar Industrial Zone | 7,000 sqm Plot
Investment:	QAR 9,500,000 (100% Equity — Self Finance)
Sponsor:	[redacted]

Prepared by: UTS Services WLL | www.uts.qa | Doha, Qatar | May 2026

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Abbreviations & Key Terms

Abbreviation	Meaning
CNC	Computer Numerical Control
COO	Certificate of Origin
EPC	Engineering, Procurement & Construction
GDP	Gross Domestic Product
GCC	Gulf Cooperation Council
HS	Harmonized System (tariff code)
IRR	Internal Rate of Return
ISO	International Standards Organisation
KOC	Kuwait Oil Company
LC	Letter of Credit
LNG	Liquefied Natural Gas

Abbreviation	Meaning
MOCI	Ministry of Commerce & Industry — Qatar
MRO	Maintenance, Repair & Operations
NP	Net Profit
NPV	Net Present Value
OPEX	Operating Expenditure
PDO	Petroleum Development Oman
Q-Chem	Qatar Chemical Company
QAR	Qatari Riyal
RM	Raw Materials
SAE	Society of Automotive Engineers
WLL	With Limited Liability

Project Snapshot at a Glance

Total Investment	Annual Revenue Y5	Net Profit Y5	Payback Period
QAR 9.5M	**QAR 12.4M**	**QAR 4.6M**	**3.1 Years**
100% Equity	at Full Capacity	37.3% margin	from first production

IRR	NPV @ 10%	EBITDA Margin	Export Target Y5
24.2%	**QAR 4.4M**	**~40%**	**35%**
Internal Rate of Return	Net Present Value	Year 3–5 average	of total revenue

- Factory: CNC Hydraulic Fittings, Stainless Steel Fittings, and Motor Parts — 3 product lines
- Plot: 7,000 sqm | Built-up: 3,500 sqm | Location: Qatar Industrial Zone
- Staff: 23 employees (Technical Engineer + CNC Operators + skilled workers) | 2 shifts × 8h/day
- CR 229441 — MOCI | Sponsor: [redacted] (Qatari, 100% ownership)

Export Markets (from Year 3): NG Nigeria • AO Angola • DZ Algeria • KW Kuwait • OM Oman

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Executive Summary

الملخص التنفيذي

The Opportunity

Qatar imports QAR 107 million worth of hydraulic fittings and industrial components every year from Germany, Japan, China and the UAE — with zero local manufacturing capability. Energy Factory will be Qatar's first precision CNC hydraulic fittings manufacturer, capturing import substitution and regional export opportunity.

Import Substitution

Replace QAR 107M/yr import dependency

with Made-in-Qatar precision fittings

Industrial Growth

Qatar National Vision 2030

LNG expansion drives hydraulic component demand

Export Revenue

Africa + GCC export from Year 3

Nigeria, Angola, Algeria, Kuwait, Oman

Aligns with Qatar National Vision 2030 · MOCI Industrial Policy · Made-in-Qatar Preferential Procurement

Investment Highlights

Total Investment **QAR 9.5M** Self-financed (zero debt)	Fixed Capital **QAR 8.3M** Bldg + Machinery + Vehicles	Working Capital **QAR 1.2M** 3-month operating buffer
Year 1 Revenue **QAR 6.4M** 70% capacity utilisation	Year 5 Revenue **QAR 12.4M** 100% local + 35% export	Breakeven Util. **28%** Very low risk threshold
IRR **24.2%** vs. 10% hurdle rate	NPV @ 10% **QAR 4.4M** Positive value creation	Payback Period **3.1 Years** Investment recovered Y4

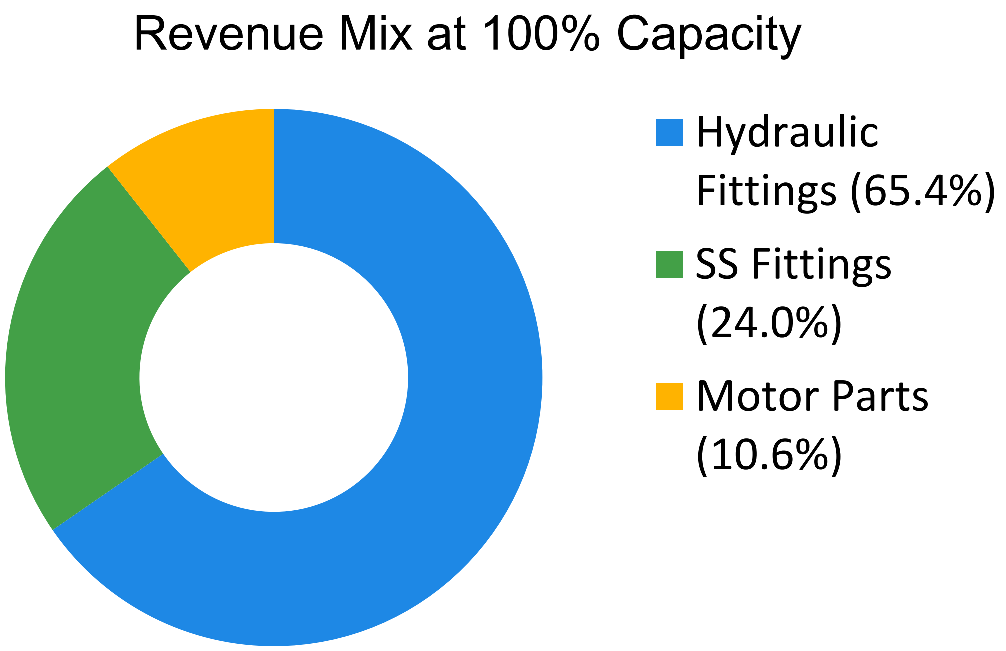
Financing Structure

100% equity investment by [redacted] sponsor — no bank debt, no interest cost. The factory achieves positive cumulative cash flow in Year 4 and fully recovers the initial investment with a QAR 4.4M surplus by Year 5.

Products & Revenue Mix

Product	Qty @ 100%	Unit Price	Annual Revenue	Rev. Mix
Hydraulic Fittings	1,200,000 pcs/yr	QAR 5/pc	QAR 6,000,000	65.4%
Stainless Steel Fittings	200,000 pcs/yr	QAR 11/pc	QAR 2,200,000	24.0%

TOTAL REVENUE AT 100% CAPACITY: QAR 9,175,000 / year



Hydraulic Fittings

CNC-machined carbon & cold-rolled steel. SAE J514 / BSP / metric standards. High-volume precision threads for oil field and industrial application.

Stainless Steel Fittings

Grade 316L / 304 stainless. Chemical, marine, and food-grade applications. Premium pricing due to material cost and tight tolerance machining.

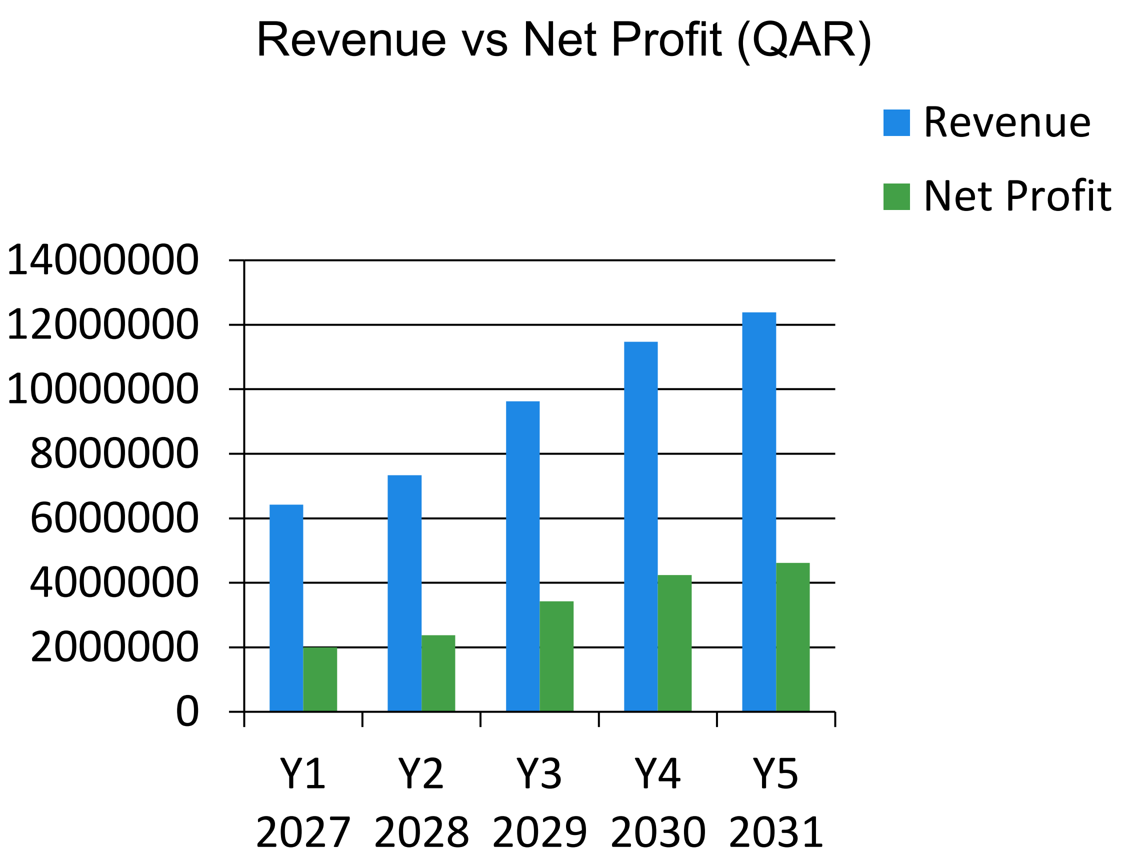
Parts of Motors

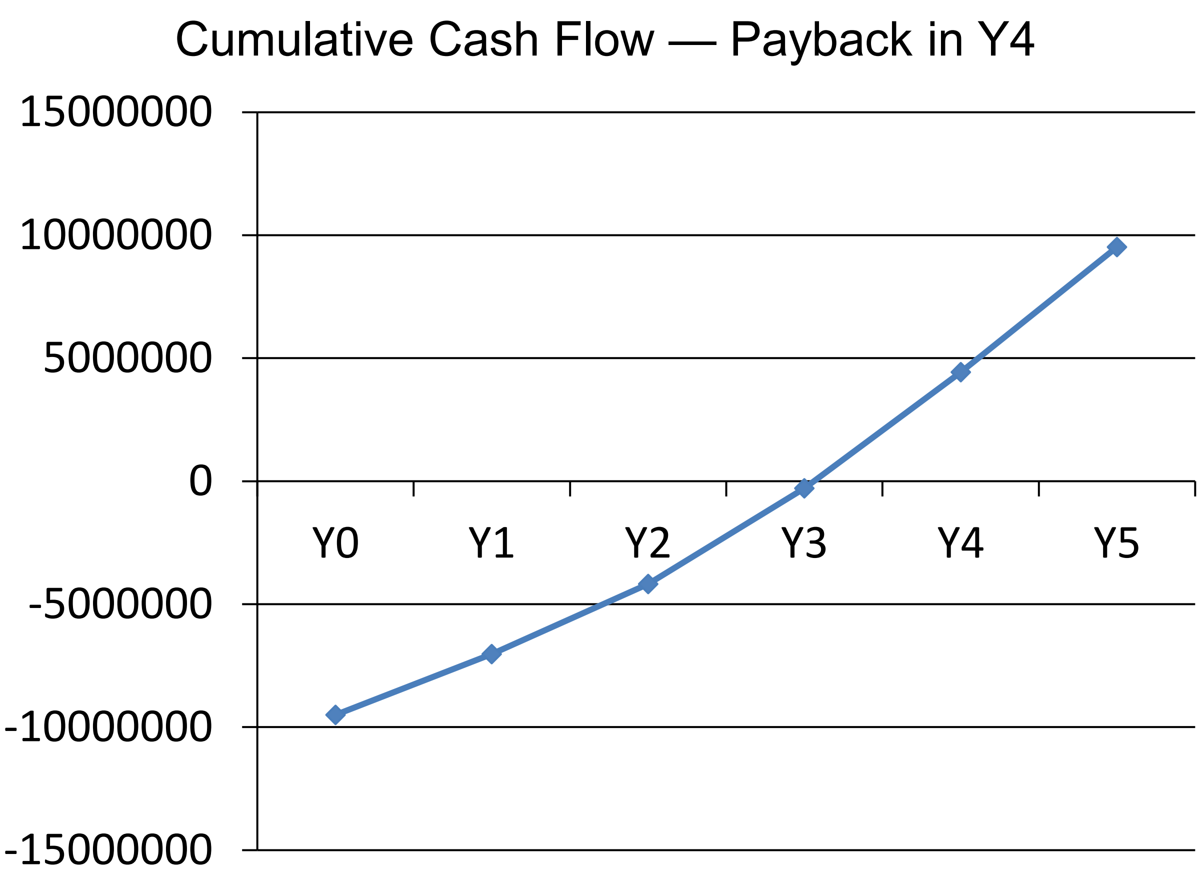
Custom hydraulic/pneumatic motor components. Bespoke orders for EPC contractors. Highest margin product line — 150 QAR/pc vs import price 180–220 QAR/pc.

5-Year Financial Summary

Item	Y1 — 2027	Y2 — 2028	Y3 — 2029	Y4 — 2030	Y5 — 2031
Capacity Utilisation	70%	80%	90%+Export	100%+Export	100%+Export
Revenue (QAR)	6,420,000	7,340,000	9,630,000	11,470,000	12,390,000
COGS (QAR)	3,090,000	3,531,000	4,632,000	5,517,000	5,960,000
Gross Profit (QAR)	3,330,000	3,809,000	4,998,000	5,953,000	6,430,000
Gross Margin	51.9%	51.9%	51.9%	51.9%	51.9%
OPEX (QAR)	860,000	960,000	1,100,000	1,240,000	1,340,000
EBITDA (QAR)	2,470,000	2,849,000	3,898,000	4,713,000	5,090,000
EBITDA Margin	38.5%	38.8%	40.5%	41.1%	41.1%
Depreciation (QAR)	474,000	474,000	474,000	474,000	474,000
Net Profit (QAR)	1,996,000	2,375,000	3,424,000	4,239,000	4,616,000
Net Margin	31.1%	32.3%	35.6%	37.0%	37.3%
Operating Cash Flow	2,470,000	2,849,000	3,898,000	4,713,000	5,090,000
Cumulative Cash (QAR)	(7,030,000)	(4,181,000)	(283,000)	4,430,000	9,520,000

Revenue, Profit & Cash Flow Trend





Why Invest Now? — Market Timing

Qatar LNG Expansion (2024–2030)

North Field expansion will add 48 MTPA LNG capacity. Each LNG train requires hundreds of thousands of hydraulic fittings for maintenance contracts — creating a captive local buyer for the factory's entire output.

Made-in-Qatar Policy

MOCI 2024 industrial strategy mandates 5–10% price preference for local manufacturers in government tenders. Energy Factory gains immediate cost advantage in Ashghal, KAHRAMAA and QP procurement.

Africa Oil Sector Boom

Nigeria Dangote Refinery (650K bpd) + Angola Block 17 + Algeria Sonatrach expansion create multi-billion dollar MRO procurement waves in 2026–2030. Early entry secures distributor relationships before competition.

No Local Competition

Zero CNC hydraulic fitting manufacturers in Qatar today. Being first-to-market secures 3–5 year lead in supplier qualification with oil majors — a barrier that late entrants cannot easily overcome.

Executive Recommendation

✓ RECOMMENDATION: PROCEED (GO)

Assessment Criterion	Rationale	Status
Financial Return	IRR 24.2% vs. 10% hurdle rate — 2.4× excess return	✓ PASS
Payback Period	3.1 years — within MOCI 5-year benchmark	✓ PASS
Market Opportunity	QAR 107M/yr import market — zero local competition	✓ PASS
Policy Support	Made-in-Qatar mandate + NV2030 industrial diversification	✓ PASS
Risk Level	Breakeven at 28% capacity — very comfortable margin	✓ PASS
Export Potential	35% revenue from export by Y5 adds upside optionality	✓ PASS
Equity Financing	No debt burden — maximises IRR and reduces failure risk	✓ PASS
Sponsor Strength	100% Qatari ownership — MOCI & tender advantage	✓ PASS