



Keeping critical operations running.

Industrial procurement, MRO supply and energy services for operators, contractors and industrial businesses in Nigeria, sourced locally and internationally.

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AT A GLANCE

WHAT WE ARE	An industrial procurement and MRO supply company serving maintenance-critical operations.
WHERE WE OPERATE	Offices in Port Harcourt and Lagos, Nigeria, sourcing across Nigerian, UK, European and wider international markets.
FOUNDED BY	Hanotu Weli and Daniel Nwachukwu. The company carries their names.
WHAT WE DELIVER	Equipment, spare parts, components, consumables and operational supplies, sourced to specification and coordinated to delivery.
HOW SPECIALIST WORK IS DELIVERED	Through qualified technical partners, mobilised and coordinated by us, with scope and responsibility stated openly.
WHO WE SERVE	Oil and gas operators, E&P companies, EPC contractors, power, marine, petrochemical, manufacturing, construction and heavy industry.

Han & Dan is Hanotu and Daniel.

The company carries its founders' names. It was established to apply what each of them had learned about why procurement fails, one from inside a managed procurement business in the United Kingdom, the other from financing operations in the Nigerian oil and gas sector.



Hanotu Weli

MANAGING DIRECTOR & CHIEF EXECUTIVE OFFICER

From 2021 to 2023 Hanotu Weli was the designer at Bloom Procurement Services in Newcastle upon Tyne, a UK managed procurement business serving several hundred public sector organisations through a network of thousands of suppliers. He worked on the systems through which buyers and suppliers transact, specification build, supplier onboarding, and the interface between the two, and it shaped the conviction on which Han & Dan is built: that procurement fails on process far more often than on product.

He brings over fourteen years' wider experience in enterprise transformation and technology leadership, and is a Harvard VPAL Cybersecurity alumnus. In previous and concurrent roles, including as Chief Technology Officer at SALI, he has worked on programmes involving the NHS, Shell, Barclays and the World Economic Forum. He also leads Youth Action Hub Nigeria.



Daniel Nwachukwu

CHIEF OPERATING OFFICER

Daniel Nwachukwu is a commercial banker with over seven years in oil and gas financing and an Associate Member of the Chartered Institute of Bankers of Nigeria. Over the course of his banking career he has structured transactions exceeding \$200 million, working across credit, risk and capital management for clients in the sector.

At Han & Dan he is responsible for commercial structure, financial discipline and operational delivery, including the working capital arrangements that allow the company to commit to supply ahead of client payment, so that a client's requirement is not held up by its own payment cycle.

WHY THIS MATTERS

A procurement company is only as good as its judgement about suppliers and its discipline about process. Han & Dan was founded by two people who have watched that judgement being exercised professionally, one in a business built entirely on managing the buyer-supplier relationship, the other in financing the operations that depend on it.

An industrial supply partner for maintenance-critical operations ■

Han & Dan Energy Services Limited helps businesses obtain the equipment, components, spare parts, consumables and specialist support required to keep plant, facilities and production systems operating.

We are a Nigerian industrial procurement, MRO supply and energy services company. Our clients are organisations for whom availability is an operational issue rather than an administrative one, oil and gas operators, indigenous exploration and production companies, EPC contractors, industrial manufacturers, power and utility businesses, marine and petrochemical operations, and construction, infrastructure and heavy-industry firms.

We source both locally and internationally. Our sourcing relationships give us practical access to manufacturers, authorised distributors and specialist suppliers in the United Kingdom, Europe and other international markets, and we are able to structure enquiries, obtain quotations and coordinate delivery across those markets.

Where a client requirement extends beyond product supply into specialist execution, we work through qualified technical partners and manage the commercial coordination between client, partner and supplier.

We are deliberate about what we are.

A procurement and supply organisation, not a general trading company. We work in maintenance-critical categories, where timing and specification carry consequence, and we source to requirement rather than holding stock against a catalogue.

And about what we are not.

We do not claim engineering capability we do not hold. Specialist engineering, fabrication, inspection, installation and commissioning are delivered by qualified partners, and we say so plainly on every enquiry where it applies.

Our value is not that we can buy things.

It is that we understand what the item is for, what happens if it arrives late, and what has to be managed in between.

“The item is rarely the problem. The process around it usually is.”

HANOTU WELI · MANAGING DIRECTOR & CHIEF EXECUTIVE OFFICER

Operations are rarely disrupted because something does not exist. They are disrupted because it is not there. ■

The equipment industry works. Manufacturers produce, distributors stock, logistics providers move goods across the world every day. And yet maintenance schedules still slip, shutdown windows still close before the work is finished, and production still stops for want of a component that could have been on site.

The failure is almost never in the product. It is in the space between the requirement and the delivery.

The specification is misunderstood

An enquiry is issued with incomplete information. A supplier quotes something adjacent to what was needed. The error surfaces at the point of installation, when the cost of being wrong is highest.

The supplier is not the right one

The source is unverified, the stock position is optimistic, the lead time quoted is aspirational, or the item is not what the paperwork says it is.

The delivery is delayed

Documentation is incomplete, clearance is slow, the freight route was never confirmed, and nobody is chasing, because the order is technically “placed”.

Nobody owns the process

The client's team is managing hundreds of lines. The supplier answers for its own scope. The freight agent answers for movement. Between them, the requirement falls into a gap.

The consequences do not stay proportionate to the item. A small component can hold a maintenance job, extend a shutdown, defer production and introduce operational risk that was entirely avoidable. Han & Dan was established to close that gap. ■

What we do.

Eight service areas, built around a single objective: moving a client from requirement to delivery with fewer surprises along the way.

01

Industrial procurement and supply

We source industrial equipment, spare parts, components, consumables and operational supplies from credible local and international suppliers. We work from part numbers, specifications, drawings, samples or a description of the application, and we identify options through manufacturers, authorised distributors and established suppliers rather than unverified intermediaries.

02

Maintenance, repair and operations (MRO) supply

We support routine, corrective and preventive maintenance, shutdowns, turnarounds and day-to-day operations. MRO supply is a distinct discipline: wide item variety, low volumes per line, high specification sensitivity and unforgiving timing. We handle both planned requirements and reactive ones, where the objective is the fastest credible route to a correct item.

03

Strategic and international sourcing

We identify suitable manufacturers, distributors and specialist suppliers for requirements that cannot be met efficiently within the local market, including sources in the United Kingdom, Europe and other international markets. Where an item is discontinued, restricted or carries an unacceptable lead time, we work to identify technically acceptable alternatives for the client's engineering team to review and approve.

04

Technical and commercial sourcing support

We help clarify requirements, review available specifications, structure supplier enquiries, compare quotations on a like-for-like basis and coordinate technical and commercial information, converting an incomplete requirement into an enquiry a supplier can actually price.

Engineering validation is carried out by a qualified technical partner or by the client's own engineering function. Han & Dan does not independently validate complex engineering designs.

Coordination, delivery and partner capability ■

05

Supplier and vendor coordination

We coordinate communication across clients, suppliers, manufacturers, distributors, logistics providers and technical partners. Most procurement problems are communication problems in a technical costume: multiple parties holding partial information and acting on different assumptions. We act as the coordinating point, consolidating information and chasing what is outstanding.

06

Order and delivery coordination

We monitor order progress, documentation, supplier communication, logistics coordination and delivery follow-up. An order that has been placed is not an order that has been delivered. We expedite actively, confirming dispatch status, verifying documentation before goods move, and reporting at agreed intervals rather than only when asked.

07

Project and contract support

For requirements that extend beyond product supply, we work with suitable technical and execution partners. This applies where a client's need is a scope of work rather than a list of items, equipment to be installed, systems commissioned, assets inspected or work executed on site. We structure the commercial arrangement and support coordination through the life of the requirement.

08

Technical partnership mobilisation

Where a requirement calls for specialist engineering, installation, maintenance, inspection, fabrication, commissioning, testing, technical manpower or execution capability, we support the commercial relationship and mobilise partners who hold that capability, remaining the client's single coordinating point throughout.

We are explicit on every enquiry about which scope is delivered by Han & Dan and which is delivered by a partner. Clients are never left uncertain about where responsibility sits.

OUR POSITION

We will not represent partner capability as our own, and we will not accept a scope simply because it has been offered. Where we are not the right organisation for a requirement, we will say so. Reputations in industrial supply are built slowly and lost in a single overstatement.

From requirement to delivery ■

A defined sequence, applied to every enquiry, whether it is a single gasket or a consolidated shutdown package.

01 Enquiry received

The client submits a requirement, a part number, specification, drawing, photograph, sample or a description of the application. We acknowledge promptly and confirm what we have understood.

02 Requirement clarified

We establish what matters: the equipment the item serves, operating conditions, criticality, quantity, acceptable alternatives, certification and documentation requirements, and the date it is genuinely needed. Ambiguity resolved here costs a conversation. Ambiguity resolved later costs a delivery.

03 Sourcing

We identify appropriate supply options through manufacturers, authorised distributors and established suppliers, locally and internationally, testing availability and lead time rather than accepting catalogue positions at face value.

04 Quotation and options

We return a structured quotation setting out price, lead time, source, origin and available documentation. Where a technically acceptable alternative offers a materially better position, it is presented as an option, clearly identified as an alternative, for the client's approval.

05 Order placement

On the client's approval we place the order, confirm commercial terms and establish the documentation and delivery route.

06 Expediting and coordination

We monitor progress, verify documentation, coordinate with logistics and clearance parties, and report at agreed intervals. Changes to lead time are communicated when they occur, not when they are discovered by the client.

07 Delivery and close-out

Goods are delivered to the agreed point with the agreed documentation. We confirm receipt, resolve any outstanding matters and remain available for follow-on requirements.

Local presence. International access.

Local and regional sourcing

For items available within Nigeria and the region, local sourcing offers the shortest route to delivery and avoids the cost, documentation burden and clearance exposure of importation. We work with Nigerian distributors, agents and suppliers, and we verify availability and authenticity rather than relying on stated positions alone.

International sourcing, UK, Europe and beyond

Much specialist equipment, instrumentation and certified componentry is most reliably obtained through established international channels. Our approach to international sourcing is grounded in direct working experience of the UK procurement market and in supplier relationships built there. We coordinate origin and authenticity, certification, export requirements, packing, freight routing and import documentation as part of the process, not as the client's problem once goods have shipped.

CATEGORIES WE SOURCE · WE SOURCE TO REQUIREMENT RATHER THAN HOLDING STOCK



Rotating equipment & spares

Pumps, motors, compressors, gearboxes, blowers, bearings, seals, couplings and impellers.



Valves, flow control & piping

Valves and actuators, fittings, flanges, gaskets, fasteners, hoses, tubing and piping components.



Instrumentation & control

Transmitters, gauges, sensors, switches, controllers and control system spares.



Electrical equipment

Switchgear components, cables and glands, panel components, protection devices and accessories.



Mechanical consumables

Filtration, lubricants, adhesives and sealants, welding consumables, abrasives and fasteners.



Safety, PPE & site supplies

Personal protective equipment, safety equipment, signage and general site consumables.



Tools & workshop equipment

Hand and power tools, calibrated and specialist tooling, lifting and rigging equipment.



Power & utility support

Generator spares, ancillary equipment and utility system components.



Specialist & hard-to-source

Obsolete, discontinued, restricted or long-lead items where finding a credible source is the challenge.

Where our work matters most.

Sectors in which equipment availability is measured against production, schedule and safety consequence rather than convenience.

Oil and gas, upstream, midstream, downstream

Operators, indigenous exploration and production companies and service providers, where maintenance-critical supply carries direct production and safety consequence.

Power and utilities

Generation, transmission and distribution businesses supporting continuous availability.

Marine and offshore

Vessel operators and offshore support businesses working to port calls and mobilisation windows.

Construction and infrastructure

Contractors requiring equipment, consumables and plant support across project sites.

EPC and engineering contractors

Project and construction organisations requiring coordinated supply across multiple categories, sources and schedules.

Petrochemical and process industries

Plants where scheduled maintenance and shutdown windows govern the supply calendar.

Manufacturing and general industry

Production facilities where equipment availability translates directly into output.

Mining and heavy industry

Operations working with heavy-duty equipment in demanding conditions and remote locations.

ALSO RELEVANT TO

Manufacturers and authorised distributors seeking a credible route to market in Nigeria ·
technical service companies looking for a commercial partner on Nigerian requirements ·
procurement, supply-chain and maintenance teams seeking a single accountable
coordinating point.

Our values spell out the one thing our clients are actually buying. ■

In maintenance-critical supply, trust is not a sentiment. It is a commercial requirement. Every client is asking the same question: can this company be relied upon when a plant is down, a shutdown window is closing, or a specification must be right first time? Five commitments define how we answer it.

T

TRANSPARENCY

We tell clients what we know, when we know it. If a lead time slips, if an item is on allocation, if an exact specification cannot be matched, we say so early and plainly. A client who has accurate information can plan around a delay. A client who has been reassured cannot.

R

RESPONSIVENESS

Industrial requirements carry a clock. We acknowledge enquiries quickly, keep clients informed while sourcing is in progress, and treat silence as a failure of service. Speed of response is frequently the difference between an issue that is managed and one that becomes a disruption.

U

UNDERSTANDING

We take time to understand the requirement behind the request, the equipment it serves, the operating conditions, the criticality and the deadline. This is what allows us to identify genuine alternatives when an item is unavailable, rather than simply reporting that it cannot be found.

S

STANDARDS

We source through credible manufacturers, authorised distributors and established suppliers, and we support client requirements for documentation, certification and traceability. Where specialist execution is required, we engage qualified technical partners rather than overstate our own scope.

T

TRACEABILITY

Every enquiry has a clear line of accountability: a documented specification, an identified source, a confirmed delivery route and a single point of contact. No client should have to ask where an order sits or who is responsible for it.

How capability is assembled

Han & Dan is a procurement and supply organisation. Where a requirement calls for specialist execution, we mobilise partners who hold that capability, and we say plainly which party is delivering what.

OUR TEAM · FUNCTIONS

Procurement & sourcing

Supplier identification, enquiry structuring, quotation analysis and order placement.

Commercial & finance

Commercial structure, terms, financial discipline and funding of supply.

Logistics & documentation

Freight routing, export and import documentation, clearance liaison and delivery follow-up.

Client relationship

Single point of contact, progress reporting and account coordination.

TECHNICAL PARTNERS

Absolute Risk Technologies Ltd

Established in 2009, ART provides systems engineering and system assurance services to major hazard industry sectors, together with consulting and advisory services spanning asset management and engineering, procurement and construction capability.

Royal Atlantic Ships & Engineering Services

RASES is an independent engineering and professional services company providing specialist consultancy and global engineering advisory services to the shipping and offshore energy industries.

Partner project references and credentials are held by the partners concerned and are available on request. Han & Dan does not present partner project history as its own delivery record.

MANUFACTURERS, DISTRIBUTORS & AUTHORISED CHANNELS

We work with manufacturers, authorised distributors and qualified technical partners in Nigeria and internationally. Partners are selected on relevant competence, track record in the specific discipline, available personnel and equipment, and appropriate certification and compliance standing.

Where a client requirement extends into specialist execution, we identify the appropriate partner, structure the commercial arrangement, and remain the client's single coordinating point across supply, partner and logistics.

Partner credentials, certifications and project references are held by the partners concerned and are provided on request as part of any proposal in which they are engaged.

Corporate documents & registrations

Han & Dan holds current Nigerian Content registration with the NCDMB and an oil and gas industry service permit from the NUPRC, the two credentials that determine eligibility to be considered for work in the sector.

DOCUMENT	ISSUING AUTHORITY	NUMBER / REFERENCE
Nigerian Content (NOGICJQS) registration	NCDMB	NOGICJQS/2025/N/18687
Oil & gas industry service permit	NUPRC	NUPRC/OGISP/25/1377915/N423460
Certificate of Incorporation	Corporate Affairs Commission (CAC)	RC 2005241 · 29 November 2022
Tax Identification Number	Federal Inland Revenue Service (FIRS)	31260509-0001
Industrial Training Fund compliance	ITF	RUM/0056504
D-U-N-S Number	Dun & Bradstreet	669824961
Memorandum & Articles of Association	Corporate Affairs Commission (CAC)	Available on request
CAC Status Report / Particulars of Directors	Corporate Affairs Commission (CAC)	Available on request
Bank reference	Fidelity Bank Plc	Available on request

Registered office: 12 North East Gate, Victory Estate, Elelenwo, Port Harcourt, Rivers State, Nigeria. Certified copies of all documents listed above are supplied as standard with vendor registration and prequalification submissions, together with completed forms in the client's own format.

ALSO AVAILABLE ON REQUEST

Company profile and capability statement · audited financial statements · bank reference letter · organisational structure · list of principal suppliers and technical partners.

Completed vendor registration and prequalification forms in the client's own format, together with any sector-specific declarations, HSE documentation and compliance attestations required by the client's procurement process.

Getting the paperwork right is part of getting the item right.

Quality & documentation

An item without its documentation is often an item that cannot be used. Certification, test records, traceability and import paperwork determine whether goods can be accepted on site, cleared through port and installed on equipment under regulatory oversight. We treat documentation as part of the deliverable: source integrity confirmed on request; specifications documented and agreed before orders are placed; alternatives never substituted without express client approval.

Health, safety and environment

Supplying to specification is itself a safety measure, incorrect or non-conforming items introduce risk into systems designed on the assumption of compliance. We provide material safety, handling and compliance documentation for goods supplied; we require technical partners mobilised for site execution to operate to the HSE standards of the client and the site; and our personnel comply with site induction, access and safety requirements without exception.

How to engage us

One-off and urgent requirements. Send the requirement; we revert with sourcing options and indicative lead times.

Ongoing MRO supply. A scheduled arrangement aligned to your maintenance calendar, with agreed reporting and review.

Project and shutdown supply. Coordinated multi-line supply against a defined schedule, with consolidated reporting through the window.

Partner-delivered scopes. A structured proposal identifying the executing partner, the scope and the commercial terms.

Vendor registration. We complete prequalification processes and provide supporting corporate, financial and compliance documentation.

WHAT YOU CAN EXPECT FROM US

- **A single point of contact.** One relationship, accountable across supply, partner and logistics.
- **A clarified requirement.** The questions that prevent errors, asked before commitment.
- **A structured quotation.** Price, lead time, source, origin and documentation, set out clearly.
- **Active expediting.** Progress reported at agreed intervals, not only when chased.
- **Honest reporting.** Including when the news is unwelcome.

WHAT HELPS US MOVE QUICKLY

- **The item.** Part number, drawing or specification, or a photograph and the equipment it belongs to.
- **Quantity and date.** The date it is genuinely needed on site.
- **Delivery location.** Including access or site conditions where relevant.
- **Documentation required.** Certification, test records or traceability needed on receipt.
- **Alternatives.** Whether technically acceptable equivalents may be considered.

Keeping critical operations running.

Han& Dan.

REGISTERED & OPERATIONAL OFFICE

12 North East Gate, Victory Estate,
Elelenwo, Port Harcourt,
Rivers State, Nigeria
+234 807 726 2278

NIGERIA, LAGOS

J2, Road 3, VGC,
Lagos State, Nigeria
+234 810 300 6714

UNITED KINGDOM

+44 (0)7903 416999

CONTACT

info@hananddan.com
www.hananddan.com

REGISTRATION

RC 2005241 · TIN 31260509-0001