



ENERLEQ

Africa's longest-standing pure play hydrogen consultancy.

Since 2008, Enerleq has helped manufacturers enter African markets, investors test a technology before committing, and governments set national direction, across hydrogen, fuel cells and electrolyzers. Principal-led, backed by a global network of specialist associates.

Areas of practice

Enerleq's work spans the full value chain, from catalyst and component manufacturing to electrolyser and fuel cell production, project development, and operations. It has been concentrated in Africa, and has reached across the Middle East, Europe, India and the United States.

01 Strategy & Market Entry Growth and market-entry strategy for organisations moving into hydrogen and fuel cells, or into Africa.	02 Commercial Representation Acting as a manufacturer's commercial presence in a market: customers, tenders, partners and sales.	03 Feasibility & Business Development Feasibility studies, business cases, and the hands-on work of standing up new hydrogen ventures.	04 Interim & Executive Management Stepping into a COO, MD, or GM role to build, scale, or turn around a hydrogen or fuel cell business.
05 Market Studies & Intelligence Market sizing, competitive and supply-chain analysis, and technology landscaping, delivered as decision-ready studies.	06 Technical & Commercial Due Diligence Independent assessment of technology, manufacturing readiness and performance claims, for investors.	07 Board & Advisory Roles Non-executive and advisory-board positions, and ongoing strategic counsel to sector leadership teams.	08 Policy & Government Advisory National hydrogen strategy, regulatory design, and support for the public bodies shaping the sector.

Why Enerleq

01 One sector, in depth Enerleq works in hydrogen, fuel cells and electrolyzers, and in the systems they are deployed alongside. Every engagement draws on work done inside the sector: manufacturing, deployment and policy.	02 Advice from operators Enerleq's principal has specified manufacturing equipment, built a production facility, and run businesses in the sector, as chief operating officer and as general manager, under mandates that ran for years.	03 Principal-led, network-backed Engagements are led personally by Dr Sakib Khan. Where additional specialist capacity is needed, it comes from a curated global network of people who have worked in the sector.
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Selected engagements

Advisory, representation and executive leadership. Commercial clients are not named.

01 STRATEGY & MARKET ENTRY

Building a European manufacturer's African business from the ground up

A European manufacturer with no African presence needed a route to market. Enerleq established and ran its sub-Saharan business under a multi-year mandate.

ROLE General Manager, sub-Saharan Africa, under a consulting mandate

03 POLICY & GOVERNMENT ADVISORY

Shaping South Africa's first national hydrogen and fuel cell strategy

Enerleq served on the working group that co-authored South Africa's first national hydrogen and fuel cell strategy, and supported its launch.

ROLE Member of Core Working Group

05 MARKET STUDIES & INTELLIGENCE

Where a platinum producer fits in the hydrogen economy

A PGM producer supplies material used as catalysts in key fuel cell and electrolyser technologies. It commissioned Enerleq to work out what that market could become, and what it could do to build it.

ROLE Commissioned study

02 INTERIM & EXECUTIVE MANAGEMENT

Establishing fuel cell component manufacturing in South Africa

A venture building South Africa's fuel cell component manufacturing capability needed executive leadership. Enerleq provided its Chief Operating Officer under a multi-year mandate.

ROLE Chief Operating Officer, under a consulting mandate

04 TECHNICAL & COMMERCIAL DUE DILIGENCE

Technical due diligence for an investor in fuel cell manufacturing

A global strategy consulting firm running diligence for an investor needed the technology assessed. Enerleq tested the target's performance data and manufacturing readiness against the investment case.

ROLE Technical due diligence

06 BOARD & ADVISORY ROLES

Standing advisory positions

Three current advisory appointments: a hydrogen equipment manufacturer, an African battery developer and an AI venture.

ROLE Advisory board member and advisor

Dr Sakib Khan

FOUNDER & PRINCIPAL

Dr Sakib Khan is the founder of Enerleq, with close to thirty years' experience in hydrogen and fuel cells across research, commercial development and executive leadership. He holds a PhD from the University of Surrey in computational modelling of fuel cell electrolyte materials, fully sponsored by British Gas.

Before founding Enerleq in 2008, he established and led Intelligent Energy's South African business as Managing Director for Africa. Through Enerleq, he has since held Chief Operating Officer and regional General Manager roles under consulting mandates.

Discuss a hydrogen or fuel cell challenge.

Every engagement is led personally by the practice principal, with specialist associates brought in where the scope requires.

EMAIL sakib@enerleq.com
CELL +27 83 641 9099
OFFICE +27 10 141 0021
WEB www.enerleq.com
REPORTS www.enerleq.com/reports
ADDRESS CubeWS, 205 Rivonia Road
Morningside, Sandton 2057, South Africa