

# DOING BUSINESS IN NIGERIA

The Practical Aspects of Doing Business in Nigeria

The JULIUS BERGER Story | October 29th 2020



# Agenda

- ☐ The Company
- ☐ Operations
- ☐ Resources
- ☐ The JB Difference
- ☐ Project References
- ☐ Present Situation
- ☐ Outlook
- ☐ Setting Up Operations
- ☐ Human Resources



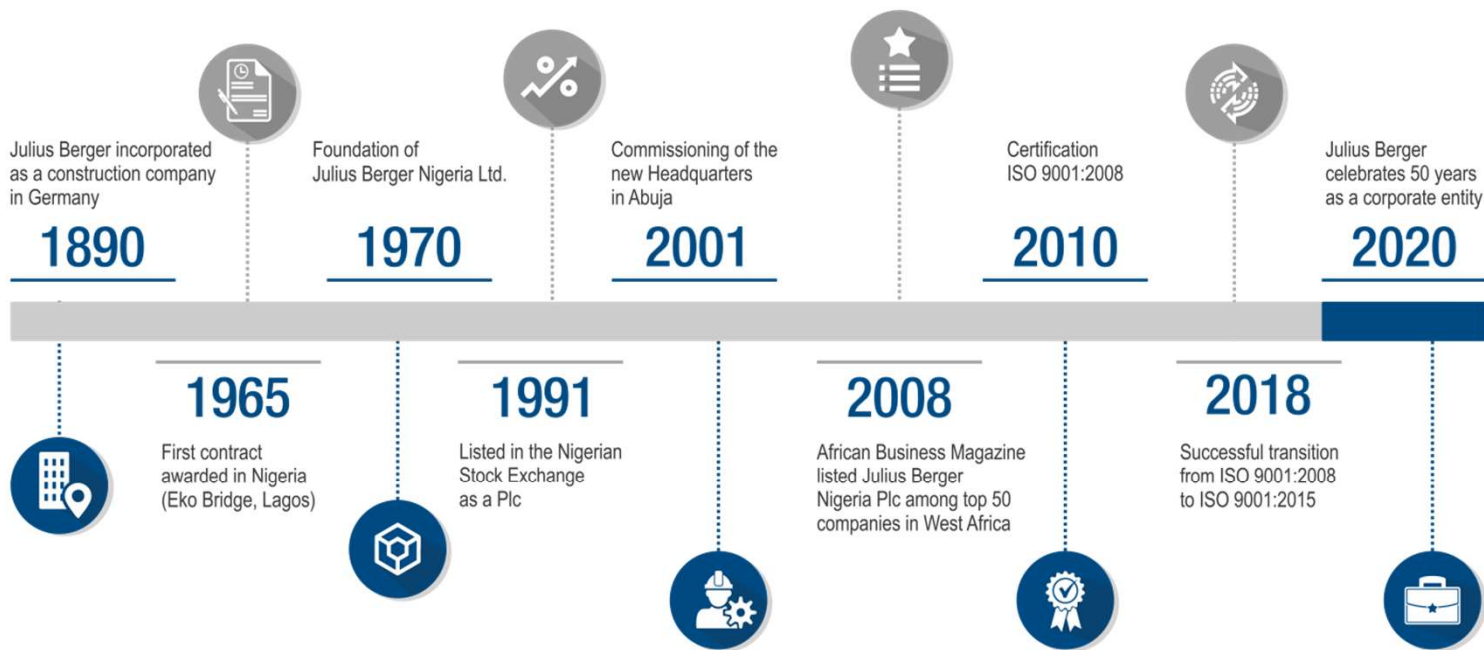
# Profile – Julius Berger Nigeria Plc

- ❑ Nigeria's leading construction company and one of the country's large private employers
- ❑ Over 50 years of experience in Nigeria
- ❑ Listed on the Nigerian Stock Exchange as a Public Limited Company (Plc) since 1991
- ❑ Meets international HSE guidelines
- ❑ Operates under a Quality Management System certified to fulfil the requirements of ISO 9001:2015
- ❑ Areas of expertise
  - ✓ Infrastructure
  - ✓ Industry
  - ✓ Buildings
  - ✓ Facility Services



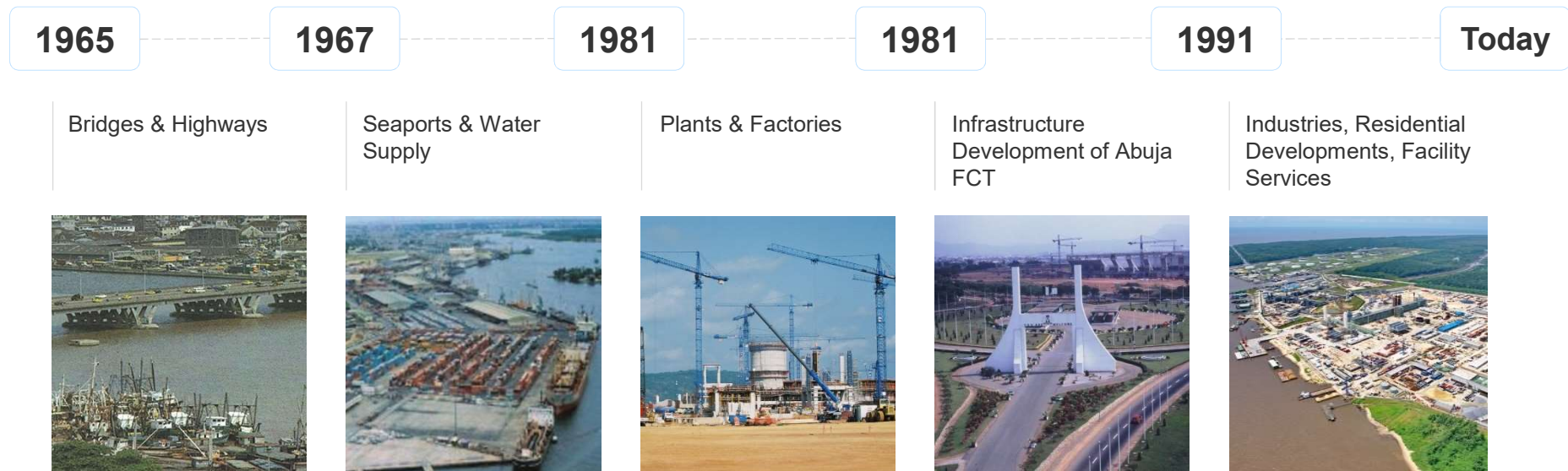
# The Company

A Tradition of History



# The Company

## Portfolio Development





# The Company

## Core Competence

- ❑ Providing state-of-the-art construction services
- ❑ Executing complex projects in challenging locations
- ❑ Delivering on accelerated time schedules
- ❑ Working according to sustainable construction practices
- ❑ Meeting international standards for Quality, Health, Safety and Environment
- ❑ Offering strong design capacities via both domestic and international offices



# The Company

Key Data as of December 31, 2019

## 226 Billion NGN Performance

**11,449**  
Employees

11,014 Local Staff

435 International Staff



# The Company

## Subsidiaries

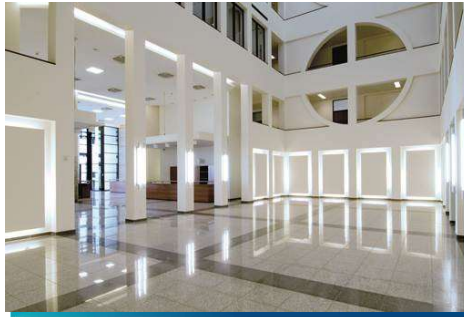




# Operations

## Areas of Expertise

Facility Services



Buildings



Industry



Infrastructure

# Operations

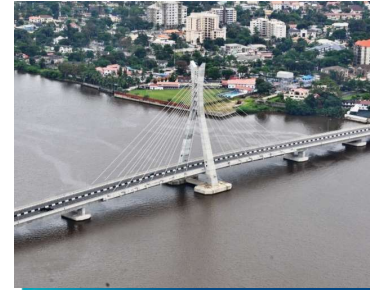
## Infrastructure - Areas of Expertise

- ❑ All project phases, from master plan to realization, including:
  - ✓ Roads and bridges
  - ✓ Railways
  - ✓ Jetties and marine structures
  - ✓ Residential and urban land development
  - ✓ Complete utility infrastructure concepts (water & sewage systems)

Roads & Expressways



Bridges & Flyovers



Jetties & Marine Structures



Land Development

# Operations

## Industry - Areas of Expertise

- ❑ All project phases, from master plan to realization, including:
  - ✓ Design and Engineering (architectural, structural, mechanical & electrical, infrastructural, geotechnical)
  - ✓ Front-end-engineering-design (FEED)
  - ✓ Construction of all trades
  - ✓ For oil & gas facilities, power plants, production plants and factory complexes
- ❑ Strong HSE compliance
- ❑ High local content

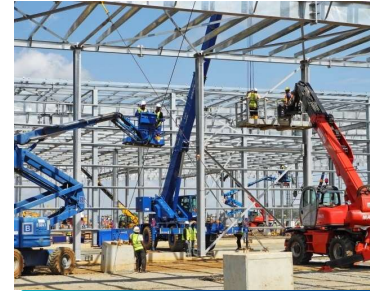
Oil & Gas Facilities



Power Plants



Production Plants



Factories & Complexes

# Operations

## Buildings - Areas of Expertise

- ❑ All project phases, from master plan to realization, including:
  - ✓ Permitting & feasibility studies
  - ✓ Design and Engineering (architectural, structural, mechanical & electrical, infrastructural, geotechnical)
  - ✓ Front-end-engineering-design (FEED)
  - ✓ Construction of all trades
  - ✓ For administrative / residential / commercial buildings and sports facilities
  - ✓ Sustainable construction and LEED references
- ❑ Strong HSE compliance
- ❑ High local content

Administrative Building



Residential Building



Commercial Building



Sports Facilities



# Operations

## Facility Services - Areas of Expertise

- ❑ Complete Facility Management
  - ✓ Predictive: regular measuring of asset condition
  - ✓ Preventative: routine tasks for continual functioning of asset
  - ✓ Corrective: repair activities to restore functionality of asset

**Mechanical / Electrical Works**



**HVAC / Water Treatment / Sanitary Works**



**Cleaning, Gardening & Pest Control**



**Refurbishment**

# Key Hubs



Region West



Region Central and North



Region South and East



Warri



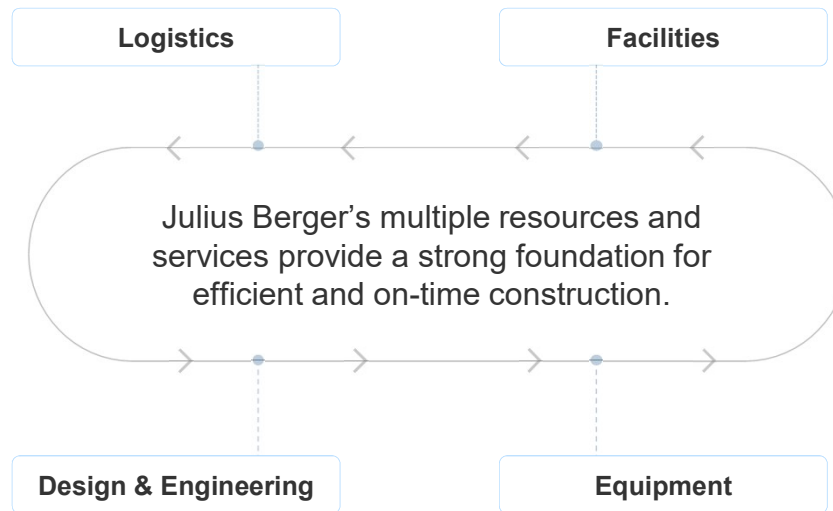
Special Project Unit





# Resources

## Vertical Integration



# Resources

## Logistics & Supply Management

- ❑ Procurement of goods from domestic and international suppliers
- ❑ Nationwide storage facilities support efficient project operations
- ❑ Reliable and secure land transportation guarantee just-in-time delivery
- ❑ Centralized road and marine transport logistics

International / Domestic  
Procurement



Port Facilities



Land Transport



Marine Transport

# Resources

## Facilities for Construction Support

- ❑ Support construction projects with necessary resources, products and services
- ❑ Fixed and site locations across Nigeria guarantee availability of products nationwide
- ❑ Strict quality control ensures consistent quality of products
- ❑ Comprise production and storage facilities, mixing plants, specialized workshops and laboratories

Asphalt & Concrete Plants



Production & Storage Facilities



Furniture Production (AFP)



Aluminium & Glass Production

# Resources

## Facilities for Construction Support

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Range of Equipment



Equipment Yards



Repair Centres



On-Site Equipment  
Maintenance



# Resources

Design & Engineering



# The JB Difference

- ❑ Well Trained & Highly Specialized Staffs
- ❑ Health, Safety & Environment Compliance
- ❑ Quality Assurance & Control
- ❑ Research & Development
- ❑ Nigerian Content
- ❑ Corporate Social Responsibility



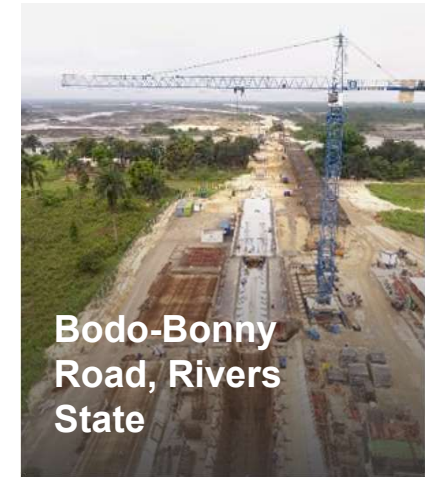




**Lekki-Ikoyi Link Bridge, Lagos**



**Town Roads Rehab, Port Harcourt**



**Bodo-Bonny Road, Rivers State**



**Airport Expressway, Abuja**



**Flyovers, Akwa Ibom**



**Lagos-Shagamu Dual Carriageway**

## **Project References - Infrastructure**

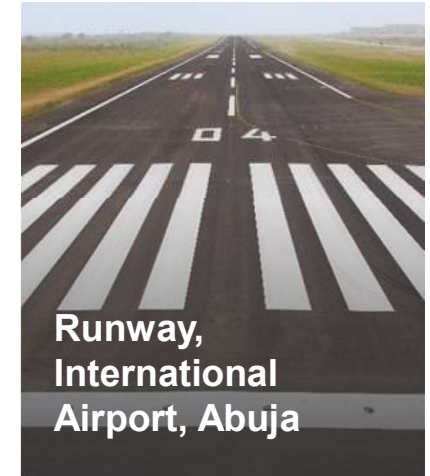




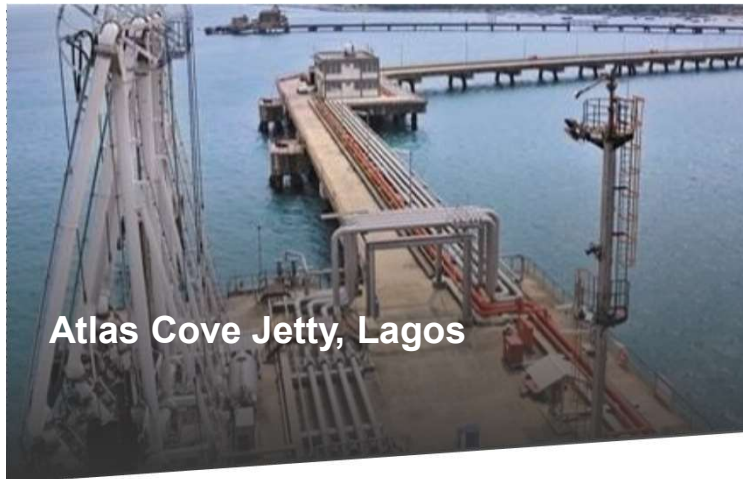
**Drainage System, Uyo**



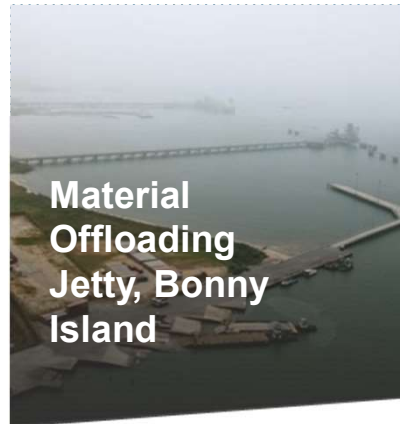
**Ajaokuta–Warri Railway Southwest**



**Runway,  
International  
Airport, Abuja**



**Atlas Cove Jetty, Lagos**



**Material  
Offloading  
Jetty, Bonny  
Island**



**Warri Port, Delta State**

## **Project References - Infrastructure**



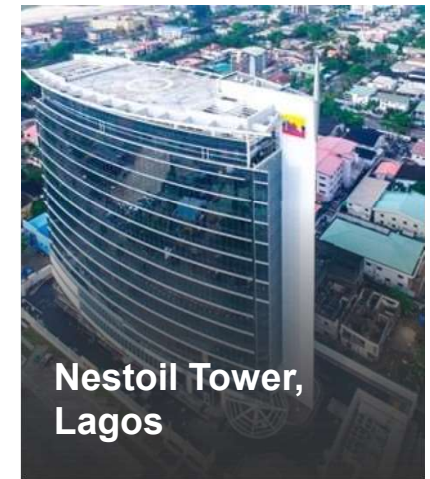




**EFCC Head Office, Abuja**



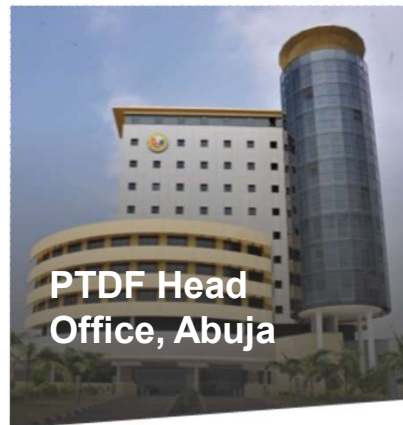
**Akwa Ibom Stadium Complex, Uyo**



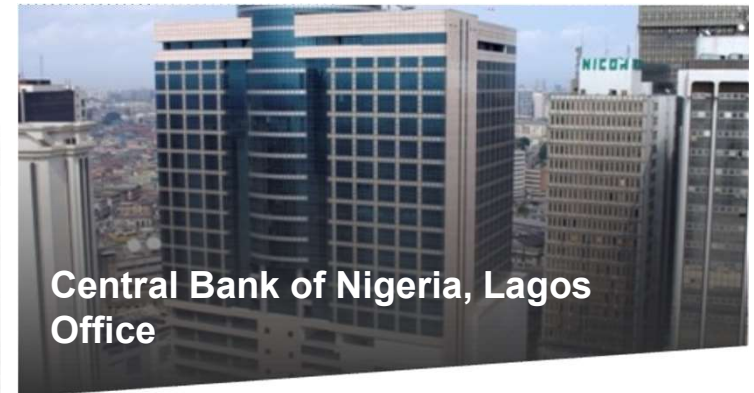
**Nestoil Tower, Lagos**



**National Institute for Legislative Studies, Abuja**



**PTDF Head Office, Abuja**



**Central Bank of Nigeria, Lagos Office**

## **Project References - Buildings**

# Present Situation

## ▣ 2020 - UNIQUE DEVELOPMENTS THAT HAVE IMPACTS ON THE ECONOMY (WORLDWIDE)

- Low Crude Oil Price (oil dependent economy)
- Inflation
- Interest Rates
- Exchange Rates
- Effect on Public Budgeting
- Effect on Private Investments
- COVID-19 Effects
- Other Disturbances

# Outlook

## □ 2021 - ECONOMIC RECOVERY EXPECTED

- Oil Price Development Depends Strongly on Globally-driven Factors
- Effect on Public Budgeting
- Increase of Private Investments (most likely on a small scale)
- Stable Inflation Rate Required
- COVID-19 Effects may/should Reduce
- New Business Fields

# SETTING-UP OPERATIONS

## ❑ REQUIREMENTS

- Product / Business Field
  - Construction Sector Requires a Good Infrastructure and a Working Supply Chain;
- The Brand JB
  - JB:
    - + Quality
    - + Time
    - + HSE
    - + “Carefree Package”
    - Price
  - JB sector: high end, luxury, time driven projects
- Find the Location
  - Major Cities or Special Projects with the Relevant Volume
- Your Competitors
  - Numerous companies are active in the construction area; this has a significant effect on pricing
- Business Partners in Country
  - JB encourages companies (e.g. subcontractors, suppliers, etc. who worked for JB before) to open their own business; with support, advices



# HUMAN RESOURCES

## ▣ STRUCTURE OF JB WORKFORCE

➤ Junior Staff	Lagos: 1,724
➤ Senior Staff / Supervisory Staff	Lagos: 94
➤ Management Staff	Lagos: 15

# HUMAN RESOURCES

## □ EMPLOYMENT SPLIT

- |  |                                 |
|--|---------------------------------|
| ➤ Mandatory Employment of x%, Depending on Site Location | Junior Staff                    |
| ➤ Returnees from Former Projects                         | Junior Staff / Senior Staff     |
| ➤ On Spot Employment via Workers                         | Junior Staff / Senior Staff     |
| ➤ Recruitment via National Recruiters                    | Senior Staff / Management Staff |
| ➤ Recruitment via International Recruiters               | Management Staff                |

# HUMAN RESOURCES

## □ TRAINING / DEVELOPMENT

- Training “On the Job”
- Internal Training / Seminars
- External Training / Seminars - in country & abroad

**THANK YOU!**

