

A diversified electrical, renewable energy, air-conditioning systems  
and generators solutions provider.



COMPANY PROFILE

*“There are no secrets to success. It is the  
result of preparation, hard work, and  
learning from failure.”- Colin Powell*

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*“If you're trying to create a company, it's like baking a cake. You have to have all the ingredients in the right proportion.”-Elon Musk*

# INTRODUCTION TO TOWB



TOWB Nig. Ltd. started its value driven service in 1996 as TOWB ventures focusing squarely in offering solutions in the area of Air Conditioning systems design, supply, installation and maintenance. In 2001, TOWB Nig. Ltd, was born and birthed a business value addition in Electrical power and distribution as well as Generators. In our over two decades of existence, we have partnered with different world renowned companies both in-country and abroad. Furtherance to the provision of efficient and effective engineering solutions to her numerous customers, TOWB formed alliances with Elite Electromechanical Solutions Ltd. and Addak Engineering.

Currently TOWB is positioned to offer solutions in renewable energy as is necessitated by the energy challenges evident in the Nigeria and the African Sub-region. Our team is run by industry professionals with expertise across various fields of Engineering to offer unique service as well as to shore up gaps witnessed in industry service delivery. Our seasoned principals each have industry experience of over 20 years.

TOWB has its core competencies in the listed areas:

- ✓ Electrical services
- ✓ Air Conditioning
- ✓ Generators
- ✓ Renewable Energy



*I think a simple rule of business is, if you do the things that are easier first, then you can actually make a lot of progress. - Mark Zuckerberg*

## MESSAGE FROM THE MANAGING DIRECTOR

*“Humanity has the ability to make development sustainable so as to ensure that it meets the needs of the present without compromising the ability of future generations to meet their own needs.” - Engr. Daniel Amrovhe*

We in TOWB completely identify with the conclusion of the 1987 World Commission on Environment Development as we bring home top level engineering services to all.

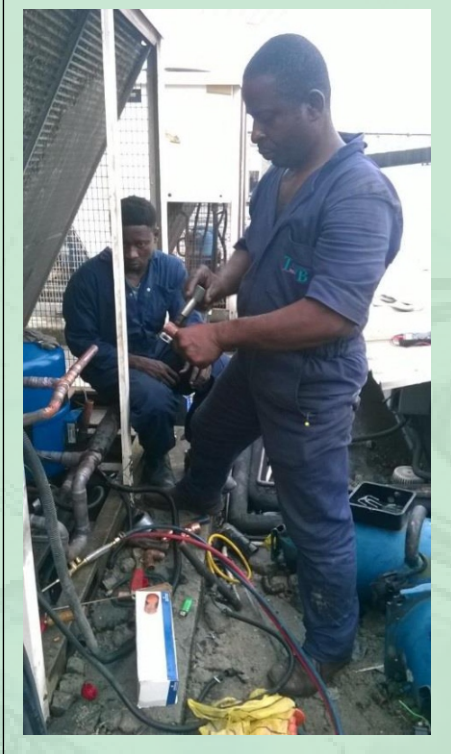
Our vision being to be a complete participant in the provision of innovative engineering services and solutions in Nigeria and beyond.



*Good business leaders create a vision, articulate the vision, passionately own the vision, and relentlessly drive it to completion. - Jack Welch*



## BUSINESS APPROACH AND VALUES



TOWB's attitude to her various areas of solution provision is fundamentally hinged on an integrated quality management system developed and run in the organisation.

By strategically positioning quality management at the heart of its operation, TOWB has bound together the full value chain of an infrastructure company.

At TOWB we abide by values that ensures sustenance of relationships and focus on a greener tomorrow.

TOWB Values:

- Integrity
- Teamwork
- Innovation
- Environmental care



*We need business to understand its social responsibility, that the main task and objective for a business is not to generate extra income and to become rich and transfer the money abroad, but to look and evaluate what a businessman has done for the country, for the people, on whose account he or she has become so rich. - Vladimir Putin*

## STRATEGY & QUALITY STATEMENT



Our business strategy is to provide superior engineering services that rely on innovation as a core differentiator. We take an all-inclusive approach to the critical elements that customers require. The elements of our business strategy include:

**Innovation:** - We rely on innovation in engineering planning and design, project implementation, project management and support services to ensure continuing engineering leadership, which our customers experience in the form of greater cost efficiencies.

**Solutions-based selling model:** - We use a solution-based selling model that emphasize on tailor-made solutions to address unique customer's business requirements and needs.

TOWB is committed to consistently provide quality services and products that meet and exceed customer and regulatory requirements through continuous improvement of her Quality Management System.



*"A business has to be involving, it has to be fun, and it has to exercise your creative instincts." – Richard Branson*

## SKILL DEVELOPMENT & SOCIAL RESPONSIBILITY



### Skill Development

We actively encourage growth and development in all our staff and view skills development and capacity building as a critical component of our business. In addition to on the job training and close mentorship, we find short training courses as well as diplomas for our staff interested in personal development.

### Social Responsibility

It is our intention to stimulate the interest of the teeming youth in engineering careers as a means of nation building. To that end, we undertake to do the following:

#### Vacation Training

During vacations the sponsored students will work in the company, to increase their exposure to the technical working environment and to familiarise themselves with our operations. More importantly, they will work with a mentor within the company, to ensure that their career choices are well explained and planned.

#### Final Placing

Upon completion of studies and training, the students will be offered employment within the company. Where there are no vacancies at that point in time, they will be free to join any organisation of their choice



*"Strive not to be a success, but rather to be of value."*  
– Albert Einstein



## OUR ALLIANCE PARTNERS



Engr. Emmanuel Nwosu is a Mechanical Engineer whose career exposure stems from manufacturing, Oil & Gas and the construction sectors.

He runs an engineering solutions company whose major activity is in Commercial Air Conditioning design, sale, installation and after sales maintenance

He is the Managing Partner of Elite Electromechanical Solutions Ltd. with offices in Lagos and Rivers State.

Engr. Tunde Adekola is a seasoned Electrical Engineer whose profession has seen him designing and executing various electrical based solutions ranging from power distribution, auditing, load analysis, etc.

He runs an engineering contracting firm focused in servicing the Oil & Gas, Manufacturing, Building Services Industry and other key sectors..

He is the Managing Director of Addak Power Engineering Ltd. with offices in Lagos and Rivers State.



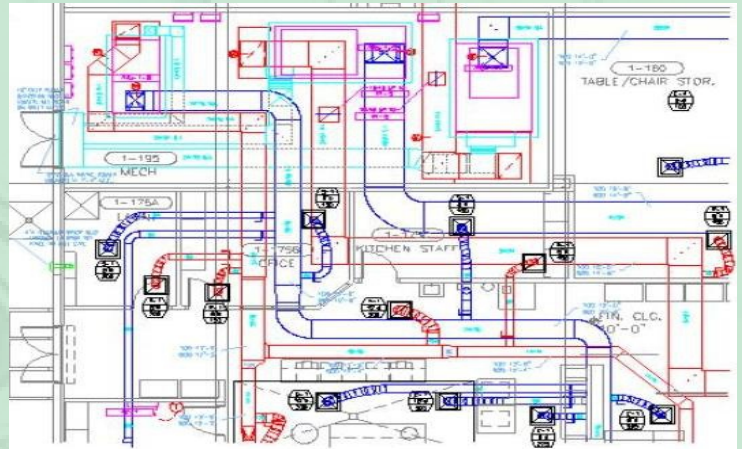
*"The purpose of business is to create and keep a customer."- Peter F. Drucker*

## OUR CORE COMPETENCE

TOWB Nig. Ltd embodies the belief that service must only be carried out in excellence, taking resource and time into full consideration without degrading our environment. We focus our solutions on the foundations of the following essential activities:-

### EXTENSIVE DESIGN

Detailed design is an indispensable requirement in obtaining an accurate solution. Several vital components are put in the mix to produce the desired solution. We overtly and stealthily ensure that we do due diligence in our design to produce a final finish that totally assures customer satisfaction.



### QUALITY AND AFFORDABLE EQUIPMENT SUPPLY

The vital aspect of our service is hinged in offering affordable and quality conscious equipment's to our client. Due to technological advancement, Mechanical, Electrical and Plumbing equipment's are now being made more affordable without jeopardizing quality and efficiency. At TOWB Nigeria Ltd, we ensure you get offered only the best at the right cost.

*"It's more effective to do something valuable than to hope a logo or name will say it for you."* —Jason Cohen

## VALUE ENGINEERING

At TOWB we apply a systematic and organized approach to providing the necessary functions in a project to achieve lowest costs. We continually promote the substitution of materials and methods with less expensive alternatives, without sacrificing functionality. We focus solely on the functions of various components and materials.



## INSTALLATION

TOWB show's that with us project execution can be done in style through our systematic installation flow process. We do work just right. Safety is always in place to express our desire to ensure that we do not impact the lives of any member of our team in a negative manner.



## SUPPLY CHAIN MANAGEMENT

We use our experience in the areas of operations management, logistics, procurement, and information technology to strive at planning, execution, control, and monitoring of the flow of goods and materials from point of origin to point of consumption with the objective of creating net value.





## MAINTENANCE AND AFTER SALES SUPPORT

Performing routine preventive maintenance actions keeps the equipment in optimal working order. Should equipment become out of order or broken, our service team are readily on hand to ensure the downtime is minimal



## PROJECT MANAGEMENT

Our organisation continually tasks herself in ensuring our team of engineers are saddled with the objective of initiating, planning, executing, controlling, and closing out projects so as to achieve specific corporate goals thereby meeting specific success criteria. We take pleasure in seeing our strategy and plan succeed both for our internal clients and our external clients.



*“Get big quietly, so you don’t tip off potential competitors.” – Chris Dixon,*

WHAT WE DO

MECHANICAL BUSINESS UNIT	ELECTRICAL BUSINESS UNIT	GENERATOR BUSINESS UNIT	MAINTENANCE UNIT
Commercial Air conditioning designs	Power Audit & Load Analysis	Procurement, Installation & Maintenance	Commercial buildings
Commercial Air conditioning designs	Power distribution	Repairs and Zero-hour Restoration.	Residential apartments
Solar renewable solutions	Lights	Rentals	Places of worship
Project Management	Project Management	Diesel Scrubbing to attain perfect combustible fuel	

*“Chase the vision, not the money, the money  
will end up following you.” – Tony Hsieh,*

## WHAT WE'VE DONE







**PROJECT:** HVAC SUPPLY, INSTALLATION,  
COMMISSIONING AND MAINTENANCE TOYOTA  
NIGERIA LTD COMMERCIAL HEAD OFFICE

**PROJECT VALUE:** N 96,000,000.00

**PROJECT LOCATION:** LEKKI, LAGOS STATE

**CLIENT:** TOYOTA NIGERIA LIMITED

**EQUIPMENT DETAILS:**

15 TONS DAIKIN DUCTED SPLIT UNITS	6 NOS
5 TONS DAIKIN DUCTED SPLIT UNITS	9 NOS
1.5 TONS DAIKIN CASSETTE UNITS	48 NOS
1.5 TONS DAIKIN HIGH WALL SPLITS	40 NOS

**ACCESSORY DETAILS:** GI SHEET DUCTING WORK

**SUMMARY:**

PROJECT AWARDED AUGUST 2016

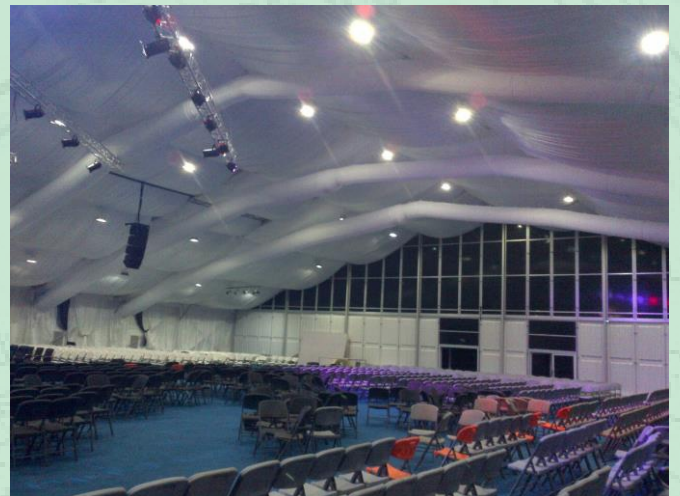
PROJECT COMPLETION APRIL 2017

MAINTENANCE ACTIVITY ON-GOING

TRANE DUCTED UNIT REPAIRS WERE EXECUTED

ALL SYSTEMS WERE FULLY OPTIZED AND ARE  
FUNCTIONING EFFECTIVELY







**PROJECT:** HVAC SUPPLY, INSTALLATION,  
COMMISSIONING AND MAINTENANCE OF  
GOLDEN HEART FOUNDATION 10,000 SEATER  
AUDITORIUM

**PROJECT VALUE:** N 146,000,000.00

**PROJECT LOCATION:** AJAH, LAGOS STATE

**CLIENT:** DOMINION CITY {GOLDEN HEART FOUNDATION}

**EQUIPMENT DETAILS:**

30 TONS LG ROOFTOP UNITS	-	2 NOS
25 TONS LG ROOFTOP UNITS	-	4 NOS
20 TONS LG ROOFTOP UNITS	-	2 NOS
25 TONS HITACHI ROOFTOP UNITS		5 NOS
15 TONS HITACHI ROOFTOP UNITS		2 NOS
30 TONS DAIKIN DUCTED SPLIT UNITS		4 NOS

**ACCESSORY DETAILS:** FABRIC AIR DUCTING

**SUMMARY:** PROJECT AWARDED FEBRUARY 2016  
PROJECT COMPLETION DECEMBER 2016  
MAINTENANCE ACTIVITY ON-GOING









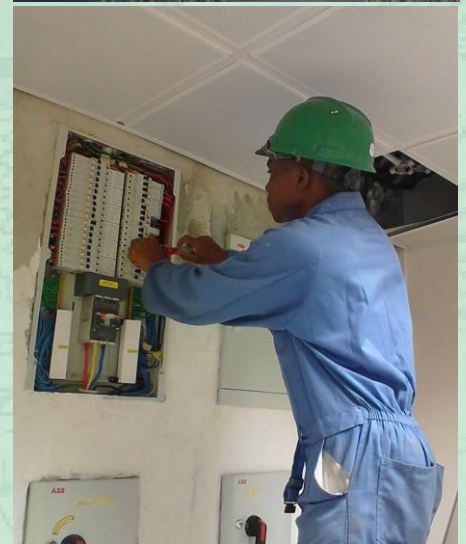
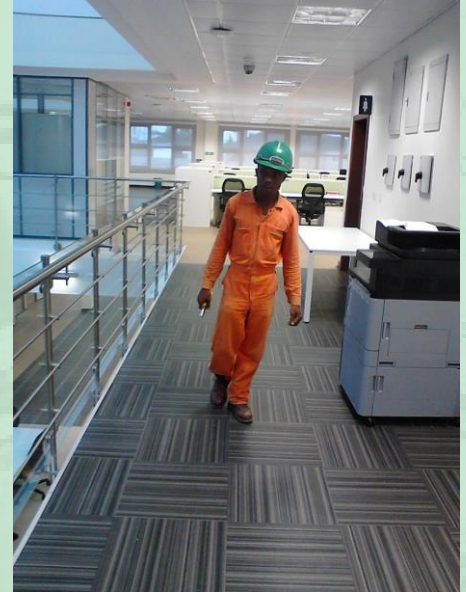
**PROJECT:** ELECTRICAL POWER DISTRIBUTION FOR OFFICE  
INCLUSIVE OF CENTRAL HVAC INSTALLATION IN  
SHELL INDUSTRIAL AREA PORT HARCOURT,  
RIVERS STATE

**PROJECT VALUE:** N 96,000,000.00

**PROJECT LOCATION:** PORT HARCOURT, RIVERS STATE

**CLIENT:** SHELL PETROLEUM DEVELOPMENT COMPANY

**SUMMARY:** PROJECT AWARDED 2011  
PROJECT COMPLETION 2012  
MAINTENANCE ON-GOING









PROJECT:	SUPPLY, INSTALLATION, COMMISSIONING AND		
	MAINTENANCE OF GENERATORS FOR		
	FEDERAL HIGH COURT ABUJA		
	PRAISE COURT ESTATE, MAKOKO, LAGOS		
PROJECT VALUE:	N 108,000,000.00 {COMBINED COST}		
PROJECT LOCATION:	ABUJA & LAGOS STATE		
CLIENT:	FEDERAL GOVERNMENT / INVESTOR		
EQUIPMENT DETAILS:	810 KVA CATERPILLAR	-	1 NOS
	500 KVA CATERPILLAR	-	1 NOS
	365 KVA CATERPILLAR	-	1 NOS
	150 KVA CATERPILLAR		1 NOS
	150 KVA PERKINS		1 NOS
	10 KVA PERKINS		4 NOS
SUMMARY:	PROJECT AWARDED 2009		
	PROJECT COMPLETION 2012		
	MAINTENANCE ACTIVITY ON-GOING		

## OUR CLIENT SPREAD

	<p>Total Vendor for <b>Electricals, Air-conditioning, Plumbing and Generator maintenance</b> in Lagoon Base Office</p>
	<p>Installation of 88 Nos Split ACs Installation of 2 Nos 300 KVA Diesel Perkins Generator (SP) for New Federal High Court at Akure and Oshogo</p>
	<ul style="list-style-type: none"> <li>❖ Supply and maintenance of 17 various diesel generators for Warri Streetlight Project (Phase 1)</li> <li>❖ Supply of 12 nos. diesel generator for <b>Warri Street light project (phase 2)</b></li> <li>❖ Supply of Spares for Routine Maintenance of generators in 23 sub-stations for <b>Warri streetlight project.</b></li> </ul>
	<ul style="list-style-type: none"> <li>❖ Supply, installation and Commissioning of Central Air Conditioning systems' for Kelsey Harrison Hospital and Maxillofacial Hospital, Port Harcourt, Rivers State {Project Management}</li> <li>❖ Power distribution for medical equipment's</li> </ul>



<b>Light House Procurement</b> Services, 1, Zainab Crescent, Medina Estate, Lagos Nigeria.	❖ Supply of 300nos., 12V, 200AH, Deep Cycle Batteries at Grace Court Estate, Makoko, Yaba, Lagos
<b>Jafaru Sayad</b> Zaria, Nigeria.	❖ <b>Supply and installation of 67 nos. Split Air-conditioners,</b> ❖ Supply and installation of 3 nos. 100KVA, John Deere Generators in 3 locations in Abuja, ❖ Supply and installation of 200 KVA and 300 KVA Perkins Generator at Ministers Hill, Maitama, Abuja, and 100 KVA Transformer at Zaria
<b>Treasure Garden Estate,</b> 3 <sup>rd</sup> R/About, Lekki Expressway Lekki Lagos Nigeria	❖ Supply and installation of 725KVA CAT generator, 1 year service contract. ❖ Installation of <b>streetlights along the Access dual carriage way.</b>
<b>Lighthouse Procurement</b> Services Limited, Lagos, Nigeria.	❖ Supply of 3 Nos. 500kva CAT Diesel Generators at Grace Court Estate, Makoko, Yaba. Supply of 1no. 320kva CAT Diesel Generator for VISION AIDS at Banana Island.






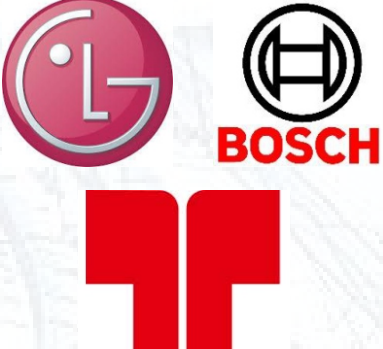




## ON GOING PROJECTS

1.0	Yearly Maintenance of 5nos, 500KVA DIESEL Generators at <b>NEW FEDERAL HIGH COURT, CENTRAL AREA, ABUJA</b>	N7,022,913.00 (\$50,890.57)	August, 2010 Till date.	<b>ORRI-TECH (NIG.)</b> Limited, km 14 Lekki-Epe Express way, Lagos, Nigeria.
2.0	Procurement of Spares and maintenance for 3nos CAT Generators at <b>Grace Court Estate, Makoko, Yaba.</b>	N10,755,471.00 (\$76,824.80)	October, 2010 Till date.	<b>Amarch Consultants</b> , 38 Mcneil Street, Sabo, Yaba, Lagos Nigeria
3.0	Supply, Installation and maintenance of 1 x 810 KVA Diesel Generator at <b>Grace Court Estate, Makoko, Yaba, Lagos</b>	N33,580,000.00 (\$239,857.14)	December, 2011 Till date.	<b>Amarch Consultants</b> , 38 Mcneil Street, Sabo, Yaba, Lagos Nigeria
4.0	External Electrical infrastructure Installation works at <b>Diamond Estate, along Epe-Lekki expressway.</b>	N69,914,692.58 (\$482,170.29)	March, 2012 Till date.	<b>FEMAB Properties Ltd.</b> Limited, 7 Oba Oyekan Estate Road, Lekki Phase 1, Lagos, Nigeria.
5.0	Supply, Installation and Maintenance of 1 x 725 KVA and 1 x 365 KVA Caterpillar Generators	N41,650,000.00 (\$277,666.60)	February, 2013 Till date.	<b>Light House Procurement</b> Services, 1, Zainab Crescent, Medina Estate, Lagos, Nigeria.

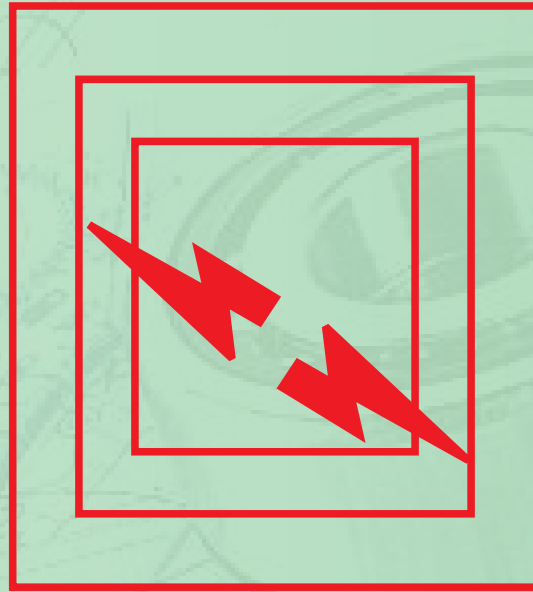
6.0	<b>45nos ceiling concealed ducted split Air Conditioners At New Federal High Court, Central Area, Abuja.</b>	N33,000,000.00 (\$206,250.00)	August 2014	<b>Aritse Ventures Ltd</b> , Suite J2-3, Road 5, Ikota Shopping Complex, Lagos Nigeria.
7.0	Supply, Installation & Commissioning of 350KVA diesel Generator.  Yearly O & M of Power Solution.	N17,817,575.20 (\$95,793.41)	July 2015.  to  December 2015	<b>Etranzact International Plc</b> , Fortune Towers, 27/29, Adeyemo Alakija str. V/Island, Lagos Nigeria.
8.0	(i) Supply and installation of 1 X <b>350KVA, 1 X 250KVA and 1 X 150KVA diesel Generator</b> at Palm Royal Villa along Lekki expressway  (ii) Complete power distribution within the entire Estate of <b>55 Apartments</b>	N55,200,000.00 (\$277,386.93)	April 2016	<b>Jofame Integrated Ltd</b> , 2, Royal Palm Villa Drive, Off Cardinal Olubunmi Okogie Rd, Lekki Expressway, Lagos, Nigeria
9.0	Installation of 40 electric poles with 4 x 250watt halogen bulb fitting per pole supplied by a 1250amps interlock PANEL	N11,070,610.00 (\$38,981.00)	May 2016	<b>Toyota Nig. Ltd</b> , Plot TPAO 992, Ojulari Road, Lekki Peninsula Scheme, Lagos, Nigeria

## OUR BRAND PARTNERS

	<p>Partnership relationship with Dextra Dom Ltd opened up sale and supplies of Samsung VRF and DX Air Conditioners and other home appliances</p>	
	<p>Partnership relationship with Elite Electromech Solutions Ltd &amp; ME Aircons Ltd has enabled us oversee Mitsubishi Electric's VRF installations</p>	
	<p>Partnership relationship with Blue Ocean Technical Services Ltd provided us with a broad business alliance with various broad spectrum OEM's such as LG, Thermax, etc. for VRF, Sewage and Water treatment, Extra Low Voltage Systems, etc.</p>	
	<p>Partnership relationship with Addak Power Engineering Ltd has allowed TOWB Nigeria Limited to extensively service electrical power distribution, audit and design projects.</p>	

OUR LOCATION & CONTACT INFORMATION

<u>CONTACT DETAILS</u>		
<u>ADDRESS</u>	<b>OFFICE:</b> EDO HOUSE, SUITE 130, PLOT 1225, BISHOP OLUWOLE STREET, V/ISLAND, LAGOS. P.O.BOX:73896, V/ISLAND. <b>YARD:</b> 31, LAGASA ROAD, OFF LEKKI-EPE EXPRESSWAY, ORIBANWA, LAGOS.	
<u>TELEPHONE</u>	0802 051 8512, 0805 650 1212.	
<u>EMAIL</u>	GENERAL: TOWBNIG@YAHOO.COM	
<u>WEBSITE</u>	WWW.TOWBNIG.COM	
<u>COMPANY INFORMATION</u>		
<u>REGISTRATION NAME</u>	TOWB NIG. LIMITED	
<u>BANKERS</u>	FCMB PLC	
<u>MANAGEMENT</u>	<u>AMROVHE, DANIEL</u> {MANAGING DIRECTOR}	
<u>TAX CONSULTANTS</u>	<u>EMMANUEL AWODE (MD, LUCLYSTER SERVICES LTD.</u>	



*...tested and proven solution providers.*