



BASSCOMM NIGERIA LIMITED - THE LAST ONE YEAR

Three years ago, Basscomm Nigeria Limited decided to increase its portfolio from the regular extra low voltage systems to

- **Mechanical & Electrical Systems,**
- **Process Control & Instrumentation and**
- **Extra low voltage systems.**

March 31st 2008, marks the **end of the 2007 Financial Year** for Basscomm Nigeria Limited. Sales for this year totaled over 1.5 Billion Naira a strong **300% increase** than the previous financial year.

Projects of the Year (2007/2008)



Adamawa Plaza

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The High Court, Abuja

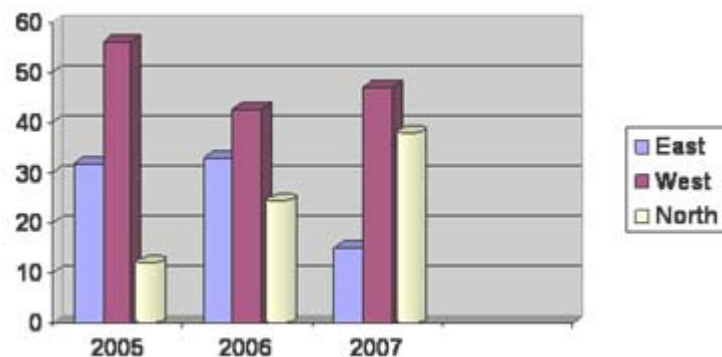
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Growth by Geography

Operations in the Northern part of Nigeria posted a triple-digit growth for the financial year, with sales up a strong 250% from the earlier year. Thanks to a very buoyant market in Jos, Gombe, Kano and Abuja. Building services solutions continued to enjoy high demand and they also made a significant contribution.

Activities in the Eastern regions also made a significant contribution, with a growth of around 42% from the previous year but a reduction of 18% in the total sales percentage to the company. This can be associated to the recent reoccurring Niger Delta Crisis.

In the Western Region of Nigeria, growth was strongest in Lagos where sales lifted by 350% and increase in global sales of 5% thanks to the vibrant Building services and infrastructure market.



Growth by Business

Organic growth in Mechanical & Electrical services (41.5% of Sales) was higher in Building services due to the increase in the integrated Building solutions.



Ipapa Project
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Ipapa Training Facility
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The Lagos Trade Fair



NDIC
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Our traditional market Extra – Low voltage systems accounted for 58.6% of the Group Sales for the 2007 financial year.

Recent Highlights

Partnerships

- **Schneider-Electric** - as part of our strategy to improve on our service delivery to all our clients, Basscomm became the only systems integrators for Schneider Electric Nigeria on the 3rd of August 2007 at the Schneider Office in Ikeja.
- **Head Count Systems** – the world wide leader in Vehicle and People counting and also a subsidiary of Nortech International made their services available to the West African coast through Basscomm Nigeria Limited.

Conferences, Seminars and Workshops

During the 2007 financial year the Basscomm team was opportune to organize a total of three events:

1. Lagos Sheraton "**Solutions that Work**" Basscomm – Schneider Electric Seminar
2. Abuja Hilton "**Partnership that Works**" Basscomm – Schneider Electric Seminar
3. IFSEC 2007; - Basscomm team was at IFSEC 2007 in Birmingham, UK with a 26 man delegation

Workshops organized include: -

1. **CCure Training UK May 2007**
2. **Hochiki training Uk August 2007**
3. **Building Management System training UK May**



NIB Water Mist

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Queens Drive

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SPDC

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SPDC

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20074. **Ecodial Training Lagos September 2007.****Outlook**

The acceleration of Basscomm Nigeria's growth potential reflects the deep transformation and diversity of its end-markets exposure following the repositioning of its business portfolio.

With the current economic and business conditions, Basscomm Nigeria revised upward to around 300% its organic sales growth target for full-year 2007.

Basscomm Nigeria: Giving the best services to everyone, everywhere, at any time, Basscomm anticipates and satisfies its customers' requirements in the residential, building, industry, energy and infrastructure markets with 103 employees and operations in over 10 major cities in Nigeria.

+ Upcoming Events

Date: 12th – 15th May
2008 **Event:** IFSEC 2008
Location: NEC Centre,
Birmingham, UK.

For more information on the seminar please visit:

[The IFSEC section of our website](#)

+ Baseline Archives

- [Baseline Volume 3 Edition 2 - Safety & Security](#)
- [Baseline Volume 3 Edition 3 - Basscomm, Schneider-Electric February 2008 Seminar](#)
- [Baseline Volume 3 Edition 3 - Basscomm, Schneider-Electric February 2008 Seminar - A Report](#)



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