

INSIDE: Reports on African Investment Forum in Atlanta

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African Leadership

...Promoting Innovation, Entrepreneurship & Development in Africa

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PROFILE

Muhammad Sani-Sidi
A New NEMA

AFRICA RISING

13 Young Businesses
to watch out for

LEADERSHIP

President Lan Khama
of Botswana
Sets the Pace

SIR EMEKA OFFOR

The Chrome Group as Vehicle for Global Impact



SIR EMEKA OFFOR

Determination is everything

By Sam Hart

He prefers to describe himself simply as the son of a Policeman. For Sir Emeka Offor, he hugs that identity like a strong suit. It is a way of reminding himself of where he is coming from for as his people will say, for as long as you remember where you are coming from, you will have a

clear idea of where you are going to.

Sir Emeka Offor has indeed, come far from those humble origins. He is today, the Executive Vice Chairman of the Chrome Group, a behemoth multi-billion dollar business empire with interests in Oil and Gas, Insurance, the Power Sector, Telecommunications and Logistics, both in Nigeria and overseas.

As a personal policy, he goes to great extents to stay away from the limelight. Rarely will you see him at society functions, harder yet will you hear that he granted an interview to any publication. He guards his privacy jealously and he believes in orchestrating events from the background while his line managers remain the faces of the various subsidiaries of his group.

You can then imagine our excitement at African Leadership Magazine when he consented to granting us this interview. As you read on, you will observe that we asked a wide range of questions. It is in tandem with the African proverb that when you climb an Iroko tree, you cut as many branches as you can because you don't know when next you will be able to climb the tree.

Born in Kafanchan, Kaduna State North West of Nigeria to a policeman, he is the first of ten children. He is a native of Oraifite in Ekwusigo Local Government Area of

Anambra State. He began his business career as an apprentice to his uncle and proved to be a quick study. In 1994, Sir Offor formed the Chrome Group, entering into Nigeria's rough-and-tumble oil and gas industry. Guided by a relentless work ethic and a keen nose for a good deal, he waded through the minefields inherent in the Oil and Gas sector.

With rare determination, grit, candour and faith in God, he has been able to establish the Chrome Group as a dynamic powerhouse in the nation's Energy Sector encompassing the whole gamut of Energy from Oil and Gas and ancillary businesses to Electric Power.

The subsidiaries of the Chrome Group include Kaztec Engineering Limited, Global Scansystems Nigeria Limited, Chrome Insurance Brokers Limited and Interstate Electrics- the newest subsidiary of the Chrome Group who recently won the bid for Enugu Distribution Company (DISCO). There are about 20 active companies in the group. Until recently Sir Emeka Offor was the Chairman of the board of EHRC Energy Inc., a United States of America based independent Oil and Gas Company focused on oil and gas exploration, and production in the Gulf of Guinea. He has been honoured by many corporate bodies, non-governmental organizations, governments and countries. He was honoured a couple of years ago by the Romanian Consulate in Nigeria for his invaluable contribution towards the development and enhancement of bilateral relations between Nigeria and Romania.

In line with his determination to stay true to his humble beginnings and lift as many people as he can from the shackles of poverty, in 2003, he established the Sir Emeka Offor Foundation (SEOF), a non-profit, charitable

organization, with a vision to reduce poverty and create life-improving economic opportunities for those residing in Nigeria's most marginalized communities through education, health care services, widows cooperative, youth empowerment/employment and infrastructural development.

Sir Emeka Offor, through the SEOF, has embarked on a number of projects like giving scholarships to less privileged students both in secondary and tertiary institutions, building and furnishing classroom blocks. In collaboration with Books For Africa (BFA) he donated over 10 million USD worth of books, computers and other educational materials to schools in Nigeria and West African countries, establishing health centres and providing free medical consultations, treatment and drugs, establishing a \$100,000 Glaucoma research grant at the Department of Ophthalmology, University of Mainz, Germany and also established a Nigerian fellowship of Cataract Surgery and Glaucoma Management at the same university, establishing widows cooperatives to help widows become and remain independent, offering automatic employment in his company and a brand new car to graduates of tertiary institutions who make first class honours, drilling boreholes that supply safe drinking water, provision and installation of transformers and road construction.

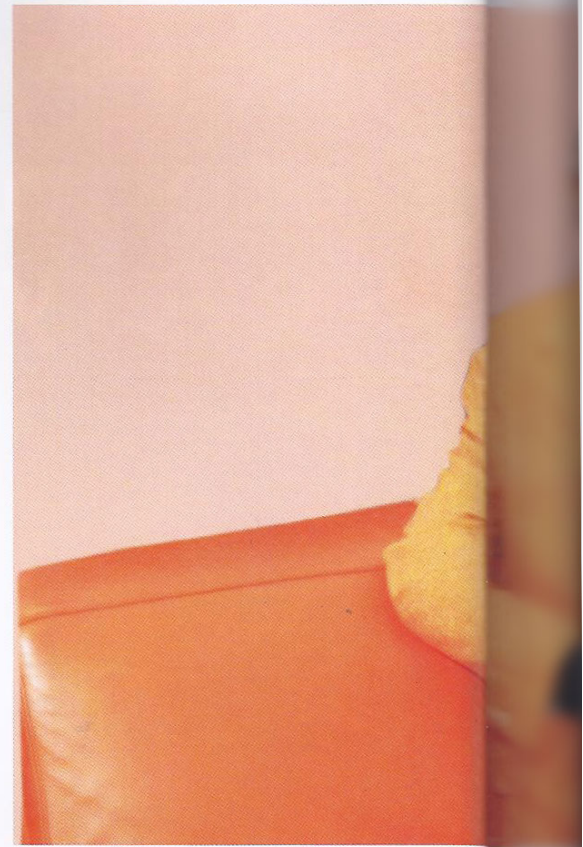
A member of Rotary International, Sir Offor was elevated to the status of the Foundation Circle of the Arch C. Klumph Society (AKS) of the Rotary Foundation of Rotary International. This is as a result of his singular donation of over \$1 million to Rotary Foundation spread across the four (4) cardinal endeavours of Rotary, viz; Peace and Conflict Management, Maternal and Child Death, Basic Education and Literacy, and Polio Eradication. By the above donation Sir Emeka remains Rotary's highest donor in the African continent.

Sir Emeka is an avid Sports lover with particular interest in Lawn Tennis.

He is married with children.

African Leadership Magazine recently raised a wide range of issues for **Sir Emeka Offor** to address. His responses are reproduced here.

The Chrome Group represents the best of the Nigerian Spirit



In a nutshell, how best do we describe you?

I am simply Sir Emeka Offor, the son of a policeman, born in Kafanchan. I stand for excellence. I am a goal-getter. I set big personal goals and enjoy the challenge of achieving the extraordinary and being the best I can be. I am a firm believer in the old Christian values of hard work and dedication to duty, and I am an ardent admirer of these qualities in others.

What triggered the philanthropic bent in you?

I have always had a desire and yearning to help people. Coming from a humble background, I know what it means to be on the other side of the divide. I have a passion to uplift people and make them independent and self-sufficient.

You are a successful man by all standards, how did you get here?

It is by the grace of God. One can only set goals for himself, and commit himself to realizing his vision of the future, choosing to be focused, diligent and courageous in his pursuit of excellence, trusting that with God, all things are possible. He has rewarded my efforts, and for that I am truly grateful.

Rotary International recently celebrated you. What is the extent of your involvement with Rotary?

I am a member of Rotary International. I am deeply involved in the 4 cardinal pursuits of the Rotary Foundation, which are; peace and Conflict Management, Maternal and Child Death, Basic Education and Literacy, and Polio and Guinea Worm Eradication. I have made an outstanding donation of 250,000 USD for Peace studies at Chulalongkorn University in Bangkok, Thailand, 250,000 USD for Polio eradication, 250,000 USD for Guinea worm eradication and another 250,000 USD for Women empowerment programs. Recently I was inducted into the Arch Klumph Society of the Rotary Foundation of Rotary International,

“It is by the grace of God. One can only set goals for himself, and commit himself to realizing his vision of the future, choosing to be focused, diligent and courageous in his pursuit of excellence, trusting that with God, all things are possible.”

an honour reserved for individuals who have donated over \$250,000 to its causes. I have donated over \$1 million, making me the highest donor to Rotary International from Africa.

Nigeria is still grappling with enormous challenges in the midst of plenty. Can you proffer a panacea to our national challenges?

Instead of asking what the government can do about the situation, I have always taken the position that there must be something in my power to do, some impact I can make, something I can contribute to help remedy the situation. I believe in the dictum, “A candle loses nothing by lighting another candle.” The problem of poverty is not unique to Nigeria alone. The answer to the question of wealth creation and distribution has always been the creation of value. The course we have adopted at the Chrome Group is one of job creation.



Great visions require great investment. It takes people to bring these visions to reality, and I am grateful to have good and competent people around me.

We also believe that the dire situation of things has, paradoxically, brought us to a unique place of opportunity as a nation. It has produced an army of young men and women eager to prove themselves. We believe that if their "hunger" and ambition can be channelled into positive, profitable enterprise, the youth of our great nation can and will deliver this great nation. To this effect, through the Sir Emeka Offor Foundation, we have embarked on various Youth Empowerment Schemes, with particular focus on skills acquisition programmes. I have unshakeable faith in the never-say-die spirit of the Nigerian.

They say that knowledge is power. This has informed our heavy investments in education. The Sir Emeka Offor Foundation is the largest single sponsor of Books For Africa, a not-for-profit organization, bringing in over 10 million USD worth of books, computers and other

“ The Chrome Group, which began as an engineering outfit handling projects such as refinery maintenance, has today become by the grace of God, a conglomerate with diverse interests in Oil and Gas, Finance/Investments, Telecommunications, Insurance, Maritime, Destination Inspection, Real Estate and the Power Sector. ”

educational materials to our national institutions of learning and public libraries.

Since we are of the opinion that only informed people can make informed decisions, we are not going to relent on our efforts.

We are well aware of the plight of widows in our nation. We are actively involved in empowering these women through our Widows` Cooperative Schemes. We are dissatisfied with merely doling out hand-outs to them, which can only ameliorate their conditions for a time, but seek to help them achieve a level of independence and self-sufficiency.

I strongly believe that if these efforts are replicated by others, the press will be singing a different tune about Nigeria in the not-too-distant future.

Interstate Electrics recently won the bid for the Enugu DISCO of the PHCN. How did you edge out other strategic players in the industry to emerge preferred bidders?

Interstate Electrics Limited is a consortium incorporated as a vehicle for the purpose of acquiring and operating Electricity Distribution Companies in Nigeria. It emerged the preferred bidder for the Enugu Electricity Distribution Company Plc after a rigorous bidding process in the sale of PHCN in 2012, with an Aggregate Technical, Commercial and Collection (ATC & C) loss reduction proposal of 20.83%. The Enugu Electricity Distribution Company Plc is one of the eleven electricity/marketing zones created out of the power Holding Company of Nigeria, covering the five states of the South East geo-political zone namely Abia, Anambra, Ebonyi, Enugu and Imo. The strength of Interstate Electrics Limited derives from its local knowledge of the operating environment, and the "Third World" experience of its key partner, Metropolitan Electricity Authority (Thailand). This synergy boasts a collective global experience of over 80 years and the requisite financial resources and technical competence required to reactivate, modernize and revolutionize the Enugu Distribution Company.

Is Interstate collaborating with foreign Technical Partners? Who are they and what experience are they coming with?

Our foreign technical partner is the Metropolitan Electricity Authority (MEA) of Thailand. Established in 1956, MEA is responsible for the distribution and sales of electricity to users in Bangkok and metropolitan vicinities. MEA's distribution area covers 3,195 square kilometres, which is divided into 14 districts with a population of about eight million and energy sales of 44,174 gigawatt hours of electricity. It is reputed to be one of the most efficient power distribution companies in the world with record technical and commercial losses of below five per cent over the past eight years.

What plans does Interstate Electrics have for Enugu DISCO going forward?

The strategic vision of Interstate Electrics Limited is to be one of the best electricity distribution companies in sub-Saharan Africa. To realize this vision, it will strive to provide cost-effective and high quality electricity distribution and retail supply services to its customers within the allotted distribution zone. We will build an electricity distribution network that employs innovative products and services together with intelligent monitoring, control and communication to help customers optimize energy use, provide customers with greater information and choice of supply; significantly reduce the environmental impact of the whole electricity supply system and deliver enhanced levels of reliability and security supply. It will operate a financially disciplined operation through CAPEX (Capital Expenditure) investment, robust cost management and a technology-driven financial reporting system. This will enable the Distribution Company return value to the shareholders and other various stakeholders through adequate remuneration of staff, taxes to government, investment in corporate social responsibility and dividend to shareholders. From the improvement of network processes, to the revamp, repair, redesign and optimization of the network, to network expansion in the long term, the company is poised to deliver unparalleled service to its customers.

What is the core Mandate of Kaztec Engineering, a subsidiary of the Chrome Group?

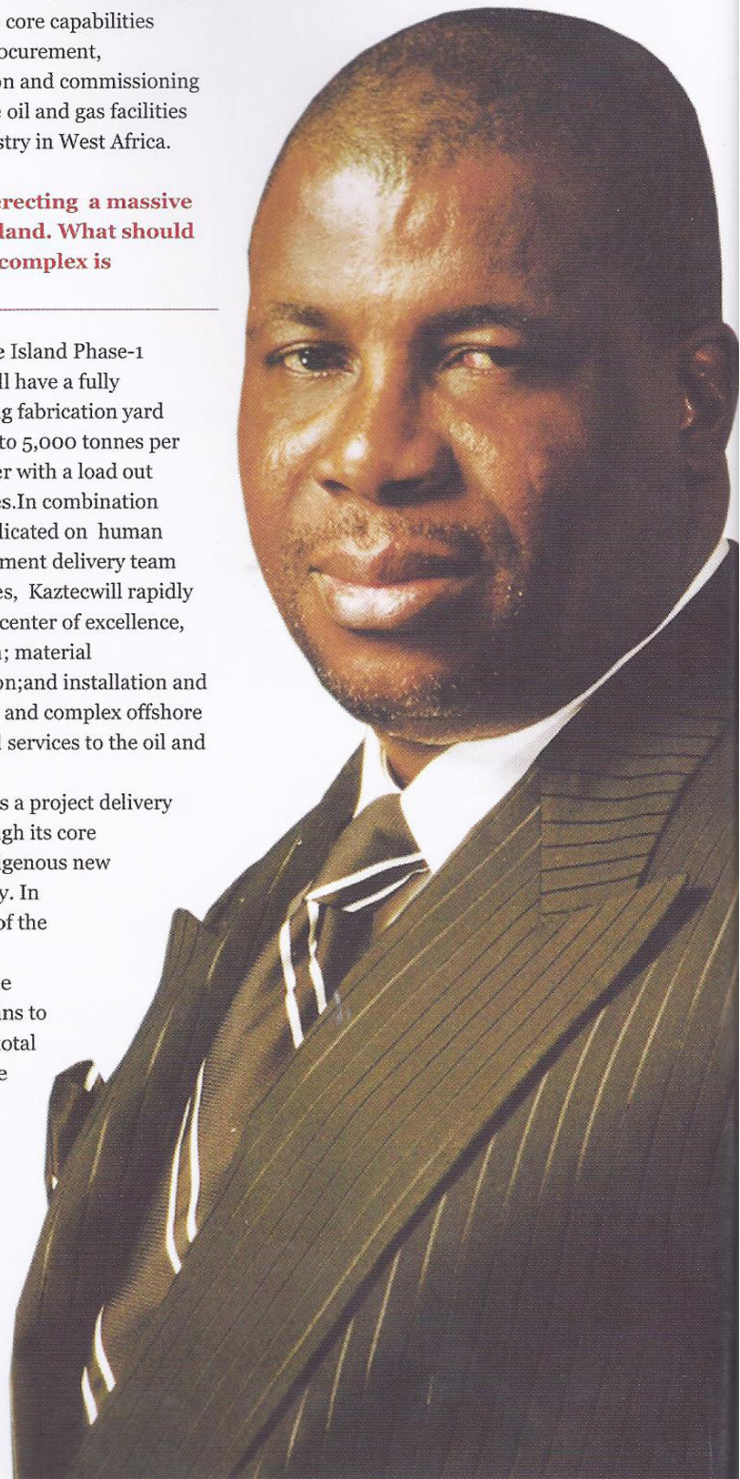
Kaztec Engineering Limited is fast becoming a leader in the fabrication of drilling and production platforms, as well as other specialized structures in the oil and gas industry. The company is equipped to provide turnkey onshore and offshore fabrication and installation services. Its core capabilities include engineering, procurement, construction, installation and commissioning of offshore and onshore oil and gas facilities for the oil and gas industry in West Africa.

Kaztec is currently erecting a massive complex in Snake Island. What should we expect when the complex is completed?

On completion of Snake Island Phase-1 construction Kaztec will have a fully integrated and operating fabrication yard capable of handling up to 5,000 tonnes per year fabrication together with a load out capacity of 4,000 tonnes. In combination with diverse assets predicated on human capital, project management delivery team and integrated processes, Kaztec will rapidly develop into a regional center of excellence, offering: detailed design; material procurement; fabrication; and installation and commissioning of large and complex offshore facilities and associated services to the oil and gas industry.

The essence of Kaztec as a project delivery vehicle is to build through its core leadership team an indigenous new breed of EPIC capability. In managing the delivery of the offshore and onshore infrastructure across the supply chain, Kaztec plans to significantly lower the total cost, appreciably reduce cycle times, reduce delivery risk, and provide a greater degree of assurance to potential operators, as well as:

- build and grow a 100% indigenous EPIC company on par with international contractors;
- significantly



improve upon overall quality and performance;

- integrated project management whereby the benefits of early constructability can be realized;
- build closer relationships with our clients founded on integrated scope delivery.

The vision of a world class EPIC capability of executing and delivering full turnkey projects will include:

1. FEED & Preliminary Engineering
2. Detailed Design
3. Material Procurement
4. Fabrication & Load-out
5. Transportation & Offshore Installation
6. Hook-up & Commissioning.

What projects have they (Kaztec) been able to execute/deliver on?

The company has delivered on various projects. A breakdown includes: the procurement and installation of 24-inch Gas Transmission pipelines, spanning 107 kilometres from Calabar to Adanga, also including the installation of a metering station. After its successful completion, Kaztec carried out the rehabilitation of its Oben-Sapele Gas Transmission pipelines, along with the upgrade of its metering station. More recently, Kaztec entered into an alliance with Addax Petroleum Development (Nigeria) Limited, to successfully execute the TB 1921 project, which entailed the installation of pipelines, topsides and other subsea equipment in Oil mining Lease 123, offshore Calabar.

The Chrome Group is a major employer of labour in Nigeria thereby developing our human capital infrastructure. What informed your faith in the Nigerian economy?

Our nation Nigeria is blessed with abundant human and natural resources. Our faith is first and foremost in the Nigerian people. I am fully convinced that if given the same opportunities, our local talent can compete with the best there is anywhere in the world. We as a nation are a talented and resourceful people, and once our new intakes come in and embrace the strong work ethic of the group, and imbibe our can-do mentality, there is no limit to what we can achieve.



What more should we expect from the Chrome Group?

From me, you can expect more heroic and focused leadership through Sir Emeka Ofor Foundation. Based on my commitment to education you will begin to see the actualisation of Chrome Energy Skills Centre which will provide vocational skills training and continuing education in the oil & gas, energy, and power sectors.

From the Group's involvement in destination inspection you will begin to see a more cohesive effort in streamlining port activities. From the Group's interest in Insurance you will begin to see the best in class insurance platform that delivers on its promises as well as creating innovative products for the 21st century. As Kaztec Engineering LTD fully consolidates as an EPCIC company and with the growing fleet of barges and vessels of Kaztec Marine Services providing complimentary services you will see a vertically integrated turnkey operation that will deliver on works at very competitive

prices. When you consider the Snake Island (Lagos) fabrication yard, with 4000 ton load out quay, you have a Group that can deliver services throughout the entire offshore construction value chain.

Interstate Electrics, the preferred bidder for Enugu Electricity Distribution Company Plc, has acquired 60% stake in this utility which supplies all 5 South Eastern States. IEL is poised to deploy Capex (Capital Expenditure) of up to N40 Billion over the next 5 years to improve the network, upgrade meters to reduce wastage and improve delivery of electricity. Chrome Group as a conglomerate is clearly aiming to be the leading multi-portfolio Oil and Gas Energy and Power (E & P) and Service delivery Company in Nigeria in the near term. The Elcrest Company will not only work with the NNPC/NPDC to maximally exploit OML 40, it will also seek other investing partners to develop OML 291 and other promising assets.

COVER

CHROME GROUP

Member Companies And Their Expertise

The Chrome Group is witnessing a tremendous growth era, due principally to key strategic investments made in the recent past, and each member of the group is a specialist in its area of core competence. These subsidiaries include:

Kaztec Engineering Limited (KEL) is a 100% indigenous Engineering, Procurement and Construction (EPC) Company. Established in 2005, KEL diversified into offshore operations in 2009. Today Kaztec Engineering is a leader in the fabrication of drilling and production platforms, as well as other specialized structures in the oil and gas industry. The company is equipped to provide turnkey onshore and offshore fabrication and installation services. Its core capabilities include engineering, procurement, construction, installation and commissioning of offshore and onshore oil and gas facilities.

KEL's processes are underpinned by a systematic approach to project delivery while maintaining highest industry safety standards and meeting clients' expectations.

Chrome Oil Services Nigeria Limited is taking up the Upstream Sector of the Oil and Gas Industry in Nigeria with strategic alliances, joint ventures and consortiums arrangement with major international engineering and construction companies.

The company has made tremendous inroad into the Oil and Gas Industry through the maintenance of refineries, petrochemical plants, rehabilitation of jetties, tanks and installation of oil and gas facilities; culminating in the award of the Turn Around Maintenance (TAM) of the old and new Port Harcourt Refineries in Nigeria to Chrome Consortium headed by Chrome Oil Services. The



first indigenous oil service firm to execute such project.

Global Scansystems Technology Limited (GSTL) is an indigenous company, incorporated to carry on business as an inspection agent, cargo inspector and customs examiner of imported and exported goods, at seaports, airports, border posts and customs warehouses within and outside Nigeria. GSTL provides its global clientele with petroleum and allied products inspection services, crude oil monitoring and anti-pollution services, as well as installation of requisite laboratory and communication equipment.

Interstate Electrics Limited is a consortium incorporated as a vehicle for the purpose of acquiring and operating Electricity Distribution Companies in Nigeria.

It emerged the preferred bidder for the Enugu Distribution Company (DISCO) after a rigorous bidding process in the sale of PHCN in 2012, with an Aggregate Technical, Commercial and Collection (ATC & C) loss reduction proposal of 20.83%.

Interstate Electrics Limited consortium comprises Chrome Consortium Energy Nigeria Limited, Powerhouse International Limited, and Metropolitan Electricity Authority, which parades a competent team of electricity infrastructure engineers, owners/operators of electricity power distribution companies, upstream and downstream oil operators

and empowerment partners, with a collective global experience of over 80 years, and the requisite financial resources and technical competence required to reactivate, modernize and operate the Enugu Distribution Company (DISCO).

Global Scansystems Limited (GSL) is a trade and facilitation company, with the main objective of

facilitating the Federal Government of Nigeria's reforms on importation and operations at the nation's seaports, airports and border posts. GSL provides Scanning and Risk Management services to support the Nigeria Customs Service in the execution of its statutory obligations.

The company has a high degree local content expertise which combines the effectiveness of a well trained workforce with the required commitment and top-of-the-range technology to meet client's needs by upholding international best practices.

Anchoff Strongholds Limited was incorporated as a clearing and forwarding agency in Nigeria, fully registered as a Nigeria Custom License Agent. Through the combination of prudent management, highly trained, dedicated and experienced staff, Anchoff Strongholds Limited has grown to become one of the leading indigenous providers of comprehensive import and export/freight forwarding services in Nigeria. The company is a major shareholder in Inland Containers Nigeria Limited. It has its headquarters in Lagos State and operational bases across the nation.

Anchoff Strongholds Limited was on 13th December, 2012 presented a Certificate of Commendation by the Port Working Committee (PWC) of the Nigerian Ports Authority (NPA), Calabar Port Complex, in recognition and appreciation of her numerous contributions to the success of the Calabar port.

Starcrest Nigeria Energy Limited has working interests in oil blocks in the Gulf of Guinea. These blocks are being operated by other companies and are at advanced stages of exploration and near production.

Chrome Insurance Brokers Limited (CIBL) is a company that is into insurance broking business. Prospective insurance clients are assisted with developing risk management strategies appropriate to their needs.

CIBL's services include risk identification, risk analysis and control, loss prevention, insurance placement (financial stability, creativity and innovation, underwriting flexibility, cost effectiveness, conformity to statutory requirements, and service reliability in claims management), policy documentation and claims management.

Other services offered by Chrome Insurance Brokers Limited include fast motor and travel insurance cover, various bonds and professional indemnity policies, cheaper premium rates, etc.

NIMEK Investments Limited is as an investment holding company with interests in real estate, insurance, energy and aviation.

NIMEK has equity holding in Guinea Insurance Plc., which is the oldest indigenous insurance company in Nigeria and the second largest investor in the company.

The Company has procured an expanse of land measuring 11,000 square meters from the Nigerian Ports Authority at the Tin Can Industrial Estate, Apapa, Lagos state, for the purpose of constructing a Jetty/Container Terminal.

NIMEK Investments Limited has an MOU with PIMA International Limited in the provision of secondary and tertiary infrastructure at Burun West (A) District in Abuja, on a partnership arrangement with the

Federal Capital Territory Administration (FCTA). Work is on-going at the site.

NIMEK in partnership with Addax Petroleum, is currently developing an ultra-modern deep seaport and an industrial park at the Snake Island, Lagos.

Choffan Communications Limited (CCL) is licensed by both the Nigerian Communications Commission (NCC), and the National Broadcasting Commission (NBC), to provide Fixed Wireless Access (FWA) operation as well as Broadcasting.

Broadcasting Services of Choffan Communications Blaze 91.5 FM

Located in Oraifite, Anambra State, BLAZE FM is an independent commercial radio station which transmits 18 hours daily (6a.m to midnight) on 91.5 MHZ on the Frequency Modulated band.

Equipped with a 10kw-FM transmitter and dipole antenna mounted on a 750-foot mast, the station has the unique advantage of using the first water-cooled transmitter installed for commercial broadcasting in Nigeria. This gives the station amazing reach as BLAZE FM is received in most states of the South-East. Also, the twin antennae ensure a near-zero reduction in downtime at the station.

Founded with a vision of providing all-round entertainment, BLAZE FM carries out the business of radio broadcasting with a dynamic and interactive Programming philosophy. The station has a commitment to quality and excellence, while ensuring professional independence at all times.

There is tremendous scope for expansion and considerable opportunity for viable investment, partnership and cooperation.

Fixed Wireless & Local Operator: Choffan's fixed wireless operation is on the 3.5 GHz frequency. The network is based on the Breeze Access OFDM platform and it is optimized to provide affordable voice, video and high speed data services to businesses and residential subscribers.

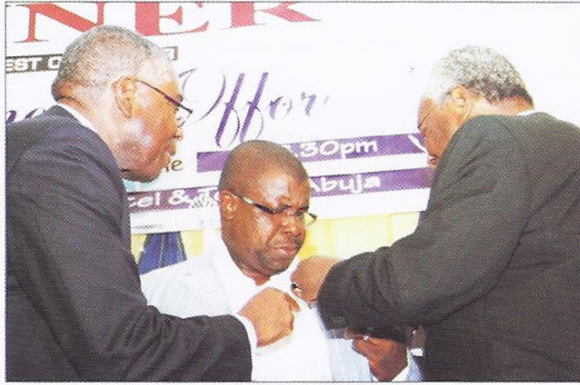
Internet Service Provider ISP: Choffan in strategic alliance with EasyCall Nigeria Limited provides nationwide dial-up and wireless data services to residential and business subscribers.

Pre-paid Calling Card & Operator: Choffan in partnership with EasyCall provides nationwide pre-paid calling card services that are affordable crystal clear with high quality voice.

VSAT: Choffan also carries on the business of providing Private Network Links (PNL) utilizing VSAT technology. It also has the capacity to engage in the sales and installation of this technology.

Communication Equipment: Choffan into the sales of ICT and Telecommunications equipment.

Openskys Services Limited is an indigenous Nigerian telecommunications company, Licensed by the Nigerian Communication Commission to offer telecommunication services on the 450MHz Band Nationwide. We intend to provide voice, video and data services in Nigeria.



DG Felix Obadan and Jonathan Majiyagbe (SAN), adorning Sir Emeka Offor with the Arch C. Klumph Society (AKS) lapel pin



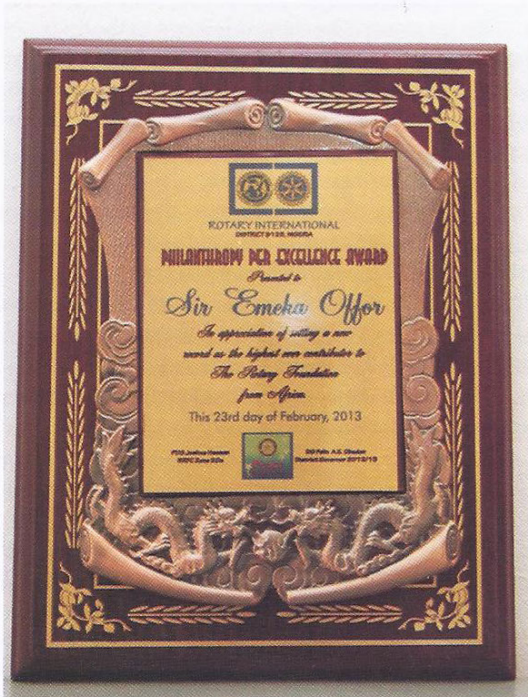
Sir Emeka Offor holding the Rotary Foundation plaque, flanked by DG Felix Obadan and Jonathan Majiyagbe (SAN)



DG Felix Obadan presenting the "Philanthropist per Excellence" award to Sir Emeka Offor, while Mr Inno Anoliefo, Group Admnan Manager, Chrome Group and past Rotary International President Jonathan Majiyagbe admire from the side.



Sir Emeka Offor acknowledging a congratulatory handshake from DG Felix Obadan amidst admiration from Mr Inno Anoliefo.



The "Philanthropist per Excellence" award plaque presented to Sir Emeka Offor for being the highest donor to the Rotary Foundation in Africa



The Rotary Foundation plaque that was presented to Sir Emeka Offor