



Femi Johnson & Company Limited (*Incorporated Insurance Brokers*) RC.7415

COMPANY PROFILE



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COMPANY PROFILE

FEMI JOHNSON & COMPANY LTD (*known and referred to industry- wide as 'FJC'*) is Nigeria's foremost firm of Incorporated Insurance Brokers. The firm is 100% owned and managed by Nigerians.

Incorporated on the 5th of August 1970 as a Private Limited Liability Company, The firm operates today as a Private Limited Liability Company under the provisions of the **Insurance Act Of 2003**.

A corporate member of the Nigerian Corporation Of Registered Insurance Brokers, Femi Johnson & Company Limited has provided 2 Past Presidents and Regular Council Membership) remains the leading firm of Insurance Brokers in Nigeria today with a history of over thirty years of providing Innovative and Dedicated Insurance and Risk Management solutions and services to our numerous clients.

HISTORY

The firm commenced operations on the 1st of January 1970 with an authorised and paid share capital of N2000.00 and has grown to become the model Insurance Broking Firm in Nigeria and the West African Sub Region handling business in excess of N1billion annually.

From inception, the firm benefited immensely from the dynamism and foresight of her founder, the **Late Mr. `Femi Johnson (FCIB)** (1934 - 1987), widely regarded as one of Africa's finest Insurance Broking practitioners with an international standing of repute for adherence to the highest standards of Professional Practice, Ethics and above all Integrity; principles which have remain the guiding tenets of our firm.

'FJC' was the first firm of Insurance Brokers in Nigeria to (fully) computerise her operations in 1978 and ever since, has remained in the forefront of setting industry standards for Development, Adoption and Deployment of the



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most up-to-date technology in the delivery of quality broking services to her clients.

Our Head Office is situated at the centre of Ibadan approximately 160 kilometres north of Lagos in the first Fully Glazed Insulated Curtain Wall Multi Story Building in West Africa, "The Broking House", our corporate building and headquarters.

Some of the major risks our firm has placed in our thirty years of operation include such major landmark projects such as the

- Construction of the New National Stadium, Abuja Nigeria.
- Arrangement of Insurance Covers for the establishment and operation of the largest private GSM telephone network in Nigeria
- The Shehu Musa Yar`dua Centre, Abuja Nigeria.
- The Dualisation of the East /West Highway ,Port Harcourt - Warri Delta State Nigeria
- The Minna-Sakin Pawa- Abuja/ Kaduna Expressway project (LOT 22)
- The rehabilitation of the Yola Airport, Adamawa State Nigeria.
- Dualisation Of The Mbiama - Yenogoa Road, Bayelsa State Nigeria
- Construction of The Okigwe- Afikpo Road , Ebonyi State Nigeria
- Ajaokuta Steel Plant Complex - Lot 11
- Ajaokuta Steel Rolling Mill -Lot 1
- The Challawa Gorge Dam, Hadejia - Jama' are River Basin, Kano State
- The Gusau Barrage, Water Treatment Plant and Water Supply Scheme
- Final Phase of Eko Bridge, Lagos State
- Ikeja - Apapa Tin Can Island Expressway
- Construction of the Tuga River Bridge, Sokoto State
- Construction of the Gurara River Bridge and the link with the Lokoja - Kaduna Road at Gegubeki



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- Nigerian Sugar Company - Factory and Growing Cane Insurance
- The Asa Dam, Kwara State
- Yola - Mubi - Michika Road and Construction of Kudzum Bridge.
- Construction of Match factories in Ibadan, Ilorin, Lagos and Port - Harcourt
- Construction of Flour Mills in Lagos, Kano and Port-Harcourt.



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CHAIRMAN'S STATEMENT



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Our firm has for over thirty years been providing for the benefit of our local and international clients the broadest spectrum of professional risk management advice and services utilizing the most appropriate and current technologies available to help ensure that our clients maximize the gains accruing from proper risk management practices.

Personally, it is a source of great pride for me to have witnessed the development of our firm from her most humble beginnings to become the model firm in what is indeed a most dynamic and competitive industry and market by investing in the most current service delivery technologies and above all, the talents and skills of our most dedicated staff.

At Femi Johnson & Company Limited, our commitment to the tenets of adherence to professional **Principles**, provision of unrivalled **Services and Results** and **Commitment** to growth with **Integrity** of our firm and those we serve through access to the finest technical, financial and technological resources while developing new products and services that add value to existing clients programmes and delivery of services that are truly world class remain our goal.

Brig.-Gen. M. O. Johnson (Rtd.)

Chairman, Board of Directors

Femi Johnson & Co. Ltd



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BOARD
OF
DIRECTORS.



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BOARD OF DIRECTORS.

Current members of the Board of Directors are as follows:-

- **Brigadier-General Mobolaji O. Johnson (Rtd.) - CHAIRMAN**

Apart from his tenure of office as the Military Governor of Lagos State between 1967 and 1975 with an unblemished record, he has been in business and holds the Directorship of many companies, including Chairmanship of Nigeria's foremost construction company - **JULIUS BERGER NIGERIA PLC.**

- **Mr. C.O. Fatanmi, FCIB. - MANAGING DIRECTOR**

Mr Fatanmi joined the Company in 1973 after a varied career in insurance. He was posted to our Kano Branch Office as Ag. Branch Manager in 1976. He became a substantive Branch Manager in 1977. In 1982, he was appointed the Northern Area Manager and in 1984, he was promoted to General Manager of the Company and transferred to our Lagos Office. He is a Fellow of the Nigerian Corporation of Insurance Brokers. He was appointed an Executive Director in charge of Lagos Area Operations in January, 1988. He has since become a Shareholder and a Member of the Company. He was appointed Managing Director of the company in July 2001.

- **Sir (Chief) S.O. Oguntimehin OON, KSC, FCA. FCIT. - DIRECTOR**

A fellow of the Institute of Chartered Accountants of Nigeria (ICAN), Treasurer of ICAN for over ten years, and past National President of ICAN. Sir (Chief) Oguntimehin is a Knight of the Anglican Church, and Gbogi of Ondo land. He holds the Directorship of many companies. In recognition of his outstanding contributions to the growth of the financial sector of the economy, he was honoured with a National title of Officer of the Order of the Niger by the Federal Government of Nigeria in 2002.



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- **Mr. D.A. Johnson, B.A (Hons), CPL. - EXECUTIVE DIRECTOR**

Mr Johnson is a graduate of the University of London in the field of Economics and Political Science. His professional insurance experience commenced over 20 years ago with our U.K. Associates in the Lloyd's Market. He is the son of our late Founder, Mr Femi Johnson and sits as a Director on the Boards of several companies. He is also a Shareholder and Member of the Company

- **Sir F. S. Frank - EXECUTIVE DIRECTOR**

He is responsible for the operations of the Northern areas. Apart from looking after all the operations for Abuja and environs, he oversees all activities in the Northern parts of the country and regularly visits our offices and clients in Kano and Kaduna. He joined the company in March 1979 after completion of his Insurance education at the Ahmadu Bello University, Zaria. He was appointed an Executive Director in April 2001 and has since become a Shareholder and Member of the Company.



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OUR
BRANCHES



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OUR BRANCHES

Abuja Office

Mezzanine Floor
Nicon Hilton Hotel
Tel: +234 (9) 4131926, 4131811
Cell: + 234 (0) 8033440128
Fax: +234 (9) 4131926
Contact: Mr. F. S. Frank (Executive Director)

Lagos Office

5th Floor, New Africa House
31 Marina, Lagos
Tel: +234 (0) 1 2660286, 2660757, 2660728,
Cell: + 234 (0) 803 344 0143
Fax: +234 1 2662478
Contact: Mr. G A Adegunsoye

Port Harcourt Office

Plot 144, Trans Amadi Industrial Layout
Tel: +234 (0) 84 232987
Cell: + 234 (0) 8033440724
Fax: +234 (0) 84 232987
Contact: Mr. F.S. Alabi

Kano Office

1st Floor, Royal Exchange Building
2b Post Office Road,
Tel: +234 (0) 64 630287
Cell: + 234 (0) 8033440720
Fax: +234 64 630287
Contact: Mrs. W.A. Ayodele

Kaduna Office

Plot 5, Ahmadu Bello Way
Tel: +234 (0) 62 247147
Cell: + 234 (0) 8033440113
Fax: +234 62 247147
Contact: Mrs L.A.Adiatu

Benin City Office

UNIC Building
47, Siuko Road,
Tel: +234 (0) 52 251386, 255837
Contact: Mr. J.A Sekoni



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**OUR
DIVISIONS**



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DIVISIONS OF FEMI JOHNSON & CO LIMITED

CORPORATE CLIENTS DIVISION

The Division comprises a team of experienced and qualified Underwriters whose primary job is to satisfy our clients that their interests are safeguarded. The services we offer include the initial analysis and profiling of the specific risks exposures and determination of appropriate solutions which provide flexible options. This ensures eventual arrangement of the selected solution is in line with the business objectives of the client.

We have facilities for placing risks overseas, when required, through our International Correspondent's with access to Lloyds and other markets.

Our "elite and preferred" status with all leading Insurance Companies ensures expeditious water-tight Underwriting arrangements and prompt processing of Claims.

PERSONAL LINES DIVISION

Our Personal Lines Division provides for the benefit of our individual clients, a wide range of customised services covering every conceivable aspect of Risk Management and Personal Benefit Administration. The divisional team made up of some of our most experienced and qualified Underwriters and Claims specialists works round the clock to provide the most innovative risk management services to our numerous clients.

MARINE & AVIATION DIVISION

We have been effectively involved in the Underwriting and the Claims Administration of Aviation insurances for over 25 years including the portfolio of the following clients:



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- (1) Federal Ministry of Internal Affairs (Border Patrol Unit)
- (2) Nigerian Airways Limited
- (3) Nigerian National Petroleum Corporation
- (4) Kabo Airlines
- (5) Okada Airlines
- (6) Presidential Air Fleet (Presidency)

The Division is overseen by our Managing Director. Placements and Settlements of claims have been effected, particularly in the Lloyd's Aviation Market through our Overseas Associates.

ACCOUNTS DIVISION

Under the supervision of a General Manager, our team of Accountants complement our other Divisions and our Accounting System has been computerised for over 25 years now. Our Accounts Division is known industry wide for prompt remittance of premiums and setting the pace in the Innovative Funds Management and other critical Financial Advisory Support Services to our various divisions and by extension our clients

LIFE & PENSIONS DIVISION

Pensions are designed to provide income in retirement and in view of their importance, Government allows them certain tax privileges. An off-shoot of our Underwriting Division in 1974, our team in this Division provides services which typically include but are not limited to

- Placement of Individual Life, Group Pensions, Group Life and Self Administered Schemes.



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- Preparation of Trust Deed and Rules for Pensions Schemes and facilitating the approval of such by the Joint Tax Board.
- Advising, Brokering and servicing of the scheme.

INTERNATIONAL DIVISION

Our International Division was established to coordinate the firm's International Client Servicing Programme, the major focus of which involves the global representation of our clients.

The Division provides services through On-Line Service schemes and Web Based Clients Extranet facilities. This ensures the reduction of transaction time without compromising confidentiality of business information, a feature which will no doubt be extremely useful to all our clients are spread all over the country.



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INTERNATIONAL CORRESPONDENTS



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INTERNATIONAL CORRESPONDENTS

Our Overseas Associates and Correspondents include:-

Alexander Forbes

Alexander Forbes Place

90 Rivonia Road

Sandton, 2196

P.O. Box 781692, Sandton, 2196 South Africa

Tel: +27-11-669-3000

Fax: +27-11-669-1900

Website: www.alexanderforbes.com

Further to the commitment of the Governments of the Federal Republic of Nigeria and the Republic of South Africa to the attainment of the objectives of the New Partnership for Africa's Development – NEPAD, and in line with our objectives of effective representation of our clients across the African Continent, we have partnered with our South African correspondents, Alexander Forbes Risks Services. Through their Afrinet Scheme, we provide our numerous clients with coordinated representation in most countries on the continent.

Where we have mutual clients of South African origin, this partnership facilitates an expeditious understanding of the Approach/Philosophy of the “Home Organisation” to Insurance/Risk Management and the structure of their “Group/Home” Insurance Portfolio. This places us in a strategic position to



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assess and appreciate the clients Corporate Insurance/Risk Management philosophy and then facilitate the arrangement of appropriate and/or complimentary programmes within the Nigerian context that meet the Group/Home Organisations' corporate aspirations and approach to Insurance.

Other non-exclusive international relationships are also maintained in various Countries and Continents with Specialist Service Providers without detriment or prejudice to our Professional Correspondent Relations.



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CLIENTS

ACCOUNTS



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Some of the over 2000 clients Accounts we have serviced which speak for our company are as follows:-

CONSTRUCTION/ENGINEERING/MATERIALS

Daewoo Nigeria Ltd
Grinaker-LTA Construction Nigeria Ltd.
Eto Nigeria Ltd
Holman Brothers Nigeria Ltd
Jafco Construction Company Ltd
Julius Berger Nigeria Plc
Kopek Construction
Kramer - Italo
L'Dalberto and Company Ltd
Murray & Roberts Contractors (Nigeria) Ltd.
Nitro Atlasco Ltd
Nuova Cimi Montubi Nigeria Ltd
Patterson Candy International
Ponti & Company Italware Ltd.

Siemens Nigeria Ltd
Soimi Nigeria Ltd
Spie Batignolles Nigeria Ltd
S.T.I. Nigeria Ltd
West African Portland Cement PLC

CHEMICAL/PHARMACEUTICALS

Abbott Laboratories Nigeria Ltd
Afrab-Chem Nig Ltd
Ashmina Ltd
Avon Cosmetics Nigeria Ltd
Cybele Cosmetics Ltd
Health Care Products Nigeria Ltd (Formerly Johnson & Johnson Nig Ltd)
Johnson Wax Nigeria Ltd
Pfizer Products Ltd/ Niemeth Nigeria Ltd
Pharma-Deko Ltd
Procter and Gamble Nigeria Ltd
Ranbaxy Montari Nigeria Ltd
Ranmax Laboratories Nigeria Ltd
Sterling Products Nigeria Ltd



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TRANSPORTATION/TERMINALS/STEVEDORING/SHIPYARDS/CLEARING

SDV Nigeria Limited (Formerly Alraine Nigeria Ltd.)

Alraine Nigeria Ltd

Coastal Services Nigeria Ltd

Damen Shipyards Nigeria Ltd

Gulflink Ltd

H. Safieddine Transport Ltd (H.S.T. Ltd)

Industrial Bulk Haulage Ltd

Khalil & Dibbo Transport Ltd

Koak McDonald Nigeria Ltd

Modant Ltd/Moudaco Ltd

Panalpina World Transport Nigeria Ltd

Premier Plant Leasing

Ris Haulage Ltd

Rommac Agencies

Roro Terminal

Shaaibu Gomina & Sons Ltd

Trans Continental Nigeria Ltd

Trans Nab

Triana Ltd

Umarco Nigeria Ltd

OIL AND GAS

Amber Resources Nigeria Ltd

Agip Nigeria PLC

Baker Nigeria Ltd.

B+B Gas and Oil Company Ltd

B.J. Services

H.L.S. (formerly Gearhart Nigeria Ltd)

I.D.F. Oil Chem Drilling Fluids

Kaduna Refining and Petrochemical Company

Nigerian National Petroleum Corporation

S.G.S. Inspection Services

Star Oil Field Supplies and Services Ltd

Total Nigeria Ltd

United Geophysical Nigeria Ltd



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AVIATION

Federal Ministry of Internal Affairs
Kabo Air
Okada Air
Nigeria Airways
Nigerian National Petroleum Corporation
Presidential Air Fleet (Presidency)

AGRICULTURE/MILLING/REFINING/PROCESSING/BREWING/EXPORT

Africana Breweries
Allam Agro Allied Ltd
Allison Fisheries
Bagauda Biscuits Company Ltd
Crown Flour Mills Ltd
Diamonds Foods
Goldfish Sweet and Biscuit Company Ltd
Gusau Sweet Factory
Halawa Confectioneries Nigeria Ltd
Jay Kay Foods Nigeria Ltd
Kano Pickling and Tanning Company Ltd
Kano Sweet Factory Nigeria Ltd
Karmadex Nigeria Ltd
Livestock Feeds Ltd
Milestone Enterprises Nigeria Ltd
Mix & Baker Flour Mills Ltd
Nigerian Sugar Company Ltd
Nigerian Yeast and Alcohol Manufacturing Company Ltd
Obelawo Farcha Fishing Industry Ltd
Piedmont Plywood (Nigeria) Ltd
Premier Timber Industry Nig. Ltd
Piedmont Nig. Rubber Products Ltd
Pro-Foods Ltd
Riv Biscuits Ltd
Safa Splints
Sawyer Bottling Company Ltd
Standard Breweries Nigeria Ltd.
Stanmark Cocoa Processing Industry
Standard Flour Mills
Sunrise Flour Mills Ltd



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Sunti Sugar Company Ltd
Sword Sweets Nigeria Ltd
Tropic Foods Ltd
Taraku Mills
Temple and Golders
Vabo Agricultural Industry Ltd
Vale Farms
Wasselli Enterprises Ltd
Wholesome Food Processing Ltd

MANUFACTURING

Ali Tahir Nigeria Ltd
Altak Industries
Amalgamated Plastic Industry Ltd
Associated Match Industries Nigeria Ltd
Atobi Metal and Paper Industries Ltd
Berec Nigeria Ltd
Black Horse Plastics Nigeria Ltd
F.K.I. Industries Ltd
Global Plastics
Iddo Plastics Nigeria Ltd
International Cards Nigeria Ltd
International Plastics
Kaypee Furniture and Joinery Ltd
Litho-Chrome Ltd
Metropolitan Batteries
Nigerian Gas Cylinders Manufacturing Company Ltd
Nitol Textile Manufacturing Co Ltd
Oluwa Glass Company Ltd
Sosaplast Nigeria Ltd
S. Raccah and Sons & Subsidiaries
Standard Packaging Nigeria Ltd
Tiger Batteries
Tulear Plastics
Union Products Ltd
Vina Ltd
United Agro Ventures Ltd
Universal Rubber Company Ltd
West African Batteries Ltd



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HOTELS/CATERING/MERCHANDISING/REAL ESTATE

Abuja Sheraton Hotel and Towers
Adegoke Motors Ltd
Adonis Stores

B-Jay's Hotel
Concorde Holiday and Health Farms
Equator Hotels and Tourism
Green Springs Hotel
Hold Trade Holdings Ltd
Ikoya Properties Ltd
Nabhans Ltd
Nicon Hilton Hotel
Nigerian Estates and Properties
Nigerparts Industries Ltd
Olona Motors
Segi Restaurant
Star Motels
Universal Packaging Nigeria Ltd
Vee-Home Design Centre
Verotex Offshore Services Ltd
West End Ltd

MEDICAL

Conac Optical Nigeria Ltd
Medicus Nigeria Ltd
Obafemi Awolowo Univerisity Teaching Hospital
Oke-Ado Hospital
Queen's Hospital
St. Nicholas Hospital
Topmed Laboratory Services



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PUBLISHING

Evans Brothers (Nigeria) Publishers Ltd
Guardian Press Nigeria Ltd
Heinemann Educational Books Nigeria Ltd
Sketch Press Ltd
Spectrum Books Ltd
Times Press Ltd
University Press Ltd

BANKING AND FINANCIAL

Commercial Bond Securities Finance Ltd
Devserve Finance and Securities
Federal Mortgage Bank
Fund-Link Finance and Investments Ltds
Ipara Community Bank
Irongate Finance and Trust Company Ltd
Kenneth Michael and Company Ltd
May Group
Savannah Bank of Nigeria Ltd.
Union Bank of Nigeria Ltd
Urban Development Bank

EDUCATIONAL/RESEARCH/RELIGIOUS/CULTURAL/CLUB/ASSOCIATION

All Saints Church School
Cherubim & Seraphim Church
Commonwealth Handball Association
Credu Institute of African Studies
Forestry Management Evaluation and Co-ordinating Unit
Ibadan Anglican Diocese
Ibadan Chamber of Commerce
Ibadan Golf Club
Ibadan Polo Club
Ibadan Recreation Club
Independent Mission of Kano
International Institute for Tropical Agriculture
L'Alliance Francaise, Ibadan
Lambo Foundation
National Horticultural Research Institute



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Obafemi Awolowo University, Ile-Ife
Our Lady of Apostles Secondary School
Port Harcourt Chamber of Commerce
Roman Catholic Diocese of Abuja
Roman Catholic Diocese of Benin
Roman Catholic Diocese of Ibadan
Roman Catholic Diocese of Issele-Uku
Roman Catholic Diocese of Kaduna
Roman Catholic Diocese of Lokoja
Roman Catholic Diocese of Minna
Roman Catholic Diocese of Port Harcourt
Roman Catholic Diocese of Warri
Rotary International - District 9130
Scripture Pasture Christian Centre
St. Catherines Anglican Grammar School
St. Paul's National Missionary
St. Louis Secondary School
University of Agriculture, Abeokuta
University of Ibadan

PROFESSIONAL/SERVICE

Advance Technology Typesetters Ltd
Akintola Williams and Company
Biscordint Travel Agency Ltd
CPI-Moore Nigeria Ltd
Design Group Nigeria Ltd
E. Akin Taiwo and Company
Environmental Resource Surveys Ltd.
Fire, Equity and General Insurance Company Ltd
Frydrew Atkinson Architects Nigeria
Genasec Nominees Ltd
International Computers Nigeria Ltd
International Messengers Nigeria Ltd
Nigerian Bar Association
Nigeria Reinsurance Corporation
Ogilvy Benson and Mather
Osot Associates Consulting Engineers
Oyelami soetan Adeleke & Co
PAI Associates
Team Architectural



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Teco-Stork Nigeria Ltd
Tess Travels Nigeria Ltd
Towry - Coker Associates
HBL - Z.O. Ososanya and Company

UTILITIES/AUTHORITIES/MUNICIPALITIES

Embassy of Korea
Federal Capital Development Authority
Federal Capital Local Governments
Federal Ministry of Internal Affairs
Federal Road Safety Commission
Ghana High Commission
Iddo Local Government
Ilesha Local Government
National Board for Community banks
National Export Processing Authority
Natural Resource Conservation
Nigerian Student Loans Board
Ogun State Television Corporation
Osun State Transport Company Ltd
Policy Development Centre

TELECOMMUNICATIONS/INFORMATION/MEDIA

MTN Nigeria Communicatios Ltd.
Siemens Telecommunications Nigeria Ltd.
ITT Nigeria Ltd.
Plessey Nigeria Ltd.
Alcatel Nigeria Ltd.