

# Eiffel Nigeria Limited – Detailed Company Profile

## I. Company Identity

Eiffel Nigeria is a benchmark industrial engineering and steel construction company based in Lagos, operating across the Nigerian territory. A subsidiary of the NESSCO Group, Eiffel Nigeria was established with the vision of addressing the growing demand for modern, functional, and rapidly deployable infrastructure in a country with immense potential.

As a local integrator, Eiffel Nigeria designs and delivers high-value projects, leveraging solid engineering, proven technological expertise, and a network of international industrial partners.

## II. Strategic Positioning

Eiffel Nigeria stands out through a hybrid positioning:

- A local industrial player embedded in Nigerian realities (regulatory framework, technical needs, mobility of teams, availability of local resources),
- A facilitator of imported technologies through strategic alliances with European manufacturers (notably Eiffage Métal),
- A project structuring specialist, combining technical and financial setup for public administrations, private companies, free zones, or development institutions.

## III. Fields of Activity

### A. Bridging Infrastructure

Eiffel Nigeria designs, supplies, and installs engineering structures aimed at improving urban, interurban, and industrial connectivity:

- **Modular Steel Bridges (Smart Crossings)** (spanning 20 to 1000 meters): intelligent prefabricated structures for rapid crossings, with potential integration of traffic control systems, solar lighting, access ramps. Dismountable or permanent solutions, single or dual carriageways, or double dual carriageways, adapted for emergency or long-term development programs.
- **Pedestrian Walkways**: ensuring safe crossing in urban areas, school zones, industrial zones, or highways.

All structures comply with international standards as per the client's specifications.

### B. Industrial Installations and Heavy Structures

Eiffel Nigeria is equipped to design and implement complex industrial projects:

- **Oil Platforms (onshore and inshore)**: steel structures for operational sites, living quarters, drilling and pumping platforms, technical facilities.
- **Mining Installations**: conveyor systems, support structures, maintenance walkways, overhead cranes.
- **Cement Plants**: construction of structures for silos, hoppers, production halls, heavy frames for mechanical equipment.

These projects are carried out in close collaboration with technical project owners, with a strong focus on resistance to dynamic loads, vibrations, and corrosion.

### C. Steel Buildings and Special Structures

- **Industrial Warehouses**: logistics halls, fleet garages, port storage units.

- **Steel-Frame High-Rises:** fast and modular alternative to concrete buildings, offering advantages in lightness and construction speed.
- **Port Structures and Free Trade Zones:** structures for dry ports, customs halls, and exhibition buildings.

## **IV. Integrated Services**

### **1. Complete Engineering**

- Feasibility studies, topographic surveys, geotechnical investigations
- Structural analysis and stability assessments
- Execution engineering (plans, technical notes, BOQ)
- BIM / 3D modeling of structures
- QHSE management system

### **2. Fabrication & Logistics**

- Prefabrication in local or international partner facilities (Europe, etc.)
- Port and road logistics
- Specialized transport for heavy components
- Customs supervision and on-site delivery

### **3. Installation & Supervision**

- Erection using adapted cranes and equipment
- Technical supervision by qualified engineers
- Collaboration with certified local subcontractors
- Training of client's operating personnel

### **4. Maintenance and After-Sales Service**

- Preventive maintenance plans
- Spare parts supply
- Repairs and upgrades
- Remote or on-site technical support

## **V. Financial Structuring & Support**

Eiffel Nigeria offers structured financing solutions to make its projects accessible and competitive:

- PPPs (Public-Private Partnerships), leasing, BOT, or EPC+F
- Facilitation of preliminary studies through agreements with donors
- Development of financial models, disbursement schedules, support in negotiations with governments or financial institutions

## **VI. Target Clients & Technical Partners**

### **Target Clients:**

- Federal ministries and state agencies (Works, Transport, Defense, Mining & Energy)
- State governments, local authorities, municipalities

- Oil companies
- Cement manufacturers
- Industrial and customs zones
- NGOs, development donors and infrastructure-focused investment funds

#### **Technical Partners:**

- **Eiffage Métal (France):** technical and financial cooperation
- Engineering firms based in Nigeria, West Africa, and Europe
- Network of certified subcontractors, transporters, and assemblers

### **VII. Core Values & Commitments**

- **Professionalism:** rigor, compliance with standards, transparency
- **Innovation:** smart technical solutions, tailored to real needs
- **Responsiveness:** ability to mobilize and deliver within short deadlines
- **Skills Transfer:** training, local capacity-building
- **Impact:** improved mobility, safety, and economic development

### **VIII. Added Value**

#### **Dual Local and International Expertise**

With local anchoring via NESSCO and technical partnerships with European leaders (e.g., Eiffage Métal), Eiffel Nigeria combines field reality awareness with international engineering standards. This ensures clients benefit from technically robust yet locally optimized solutions.

#### **Ability to Structure Complex Projects**

Eiffel Nigeria is more than a solution provider. It supports clients from start to finish in:

- Technical setup (design, engineering, sizing)
- Administrative support (permits, local norms)
- Financial modeling (export credit, Treasury loans, PPP)

It is a strategic partner for mid- to large-scale infrastructure programs.

#### **Fast-Track Deployment Capacity**

Thanks to component industrialization, prefabrication, and optimized logistics, Eiffel Nigeria can deploy bridges, walkways, warehouses, or platforms in a matter of weeks—where traditional infrastructure would take months.

#### **Flexibility and Modularity of Solutions**

All systems are designed to be:

- Adaptable to challenging environments (remote zones, climate, traffic)
- Modular by size, load, and function
- Scalable for future extensions or reconfigurations

#### **Financial Engineering and Access to Capital**

Eiffel Nigeria embeds financial strategy into its project offer:

- Structuring of bankable dossiers

- Access to secure financing options
- Engagement with donors and ministries for project funding

This is a game-changer for both public and private stakeholders.

### **Knowledge Transfer and Local Empowerment**

Eiffel Nigeria actively contributes to:

- Training engineers and local technicians
- Strengthening national expertise
- Promoting employment and subcontracting with local businesses

This ensures long-term sustainability, local ownership, and corporate responsibility.

### **Standards Compliance and Safety**

All projects are designed in compliance with international regulations and meet local safety and operational standards.