

STRATEGIC DEVELOPMENT MANUAL

**TRANSFORMING TOM-CHESS T
GROUP OF COMPANIES LTD**

INTO THE

**DIAMOND & GOLD STANDARD IN
PETROL FILLING STATION AND GAS
PLANT CONSTRUCTION INDUSTRY
ACROSS SOUTH SOUTH NIGERIA**

PREPARED BY:

**TOM-CHESS T GROUP OF
COMPANIES LTD**

JUNE 2025

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CHAIRMAN'S OPENING STATEMENT

At Tom Chess T Group of Companies Ltd, we have consistently positioned ourselves as a results-driven and quality-conscious enterprise committed to delivering cutting-edge solutions in Nigeria's petroleum infrastructure landscape. From our core competencies in petrol filling station construction and LPG plant installations to our specialized expertise in underground tank repair and automation, we have built a legacy of performance, precision, and partnership.

This document is a comprehensive articulation of who we are, what we do, and how we intend to scale our operations responsibly and profitably. It captures not just our present capabilities, but also our forward-looking vision anchored on operational excellence, financial discipline, and sustainable growth.

As a self-funded and professionally managed indigenous company, we take pride in executing technically demanding projects without compromising on safety, environmental compliance, or ethical standards. Our team of highly experienced professionals—comprising engineers, project managers, technical specialists, and support staff—brings dedication and innovation to every assignment, regardless of scope or complexity.

Over the years, we have expanded our operational footprint across key cities in Nigeria, with active presence in Abuja, Warri, and Port Harcourt. This strategic geographic spread positions us to respond quickly to market demands while remaining intimately connected to our clients and project sites.

What makes Tom Chess T Group truly different is our culture of accountability, our attention to detail, and our unwavering focus on value delivery. Every project is treated as a flagship engagement, with measurable benchmarks for quality, safety, and client satisfaction. We believe in building long-term relationships based on mutual respect, performance integrity, and a shared commitment to growth.

This document is intended not just as a profile, but as an invitation - to collaborate, to invest, and to grow with us. We welcome you to explore the opportunities outlined herein and to partner with a company that understands your needs, shares your vision, and delivers on its promises.

Yours faithfully,

For: **TOM CHESS T GROUP OF COMPANIES LIMITED**



AUC. THOMPSON O.S. DOUGLAS FIMC, ARPM, MCPN, MNCS, MCAI, MISPO, MITAN,
Executive Group Chairman/CEO

TOMCHESS-T GROUP OF COMPANIES NIGERIA LIMITED

ABUJA OFFICE: THE CHESOPIRI GLASSHOUSE: Plot 122 TOS Douglas Crescent Cadastral Zone B11,
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1. EXECUTIVE SUMMARY

Tom Chess T Group of Services Limited is a premier indigenous design and construction company specializing in petrol filling station construction, LPG plant development, underground tank leakage repairs, and bulk petroleum product procurement. Established on the 2nd of August, 2010, and headquartered at Plot 122, T.O.S Douglas Crescent, Cadastral Zone B11, Kaura District, Abuja, FCT, the company has, over the years, established itself as a reputable name in Nigeria's petroleum infrastructure sector. With its roots firmly planted in the Federal Capital Territory (FCT), Tom Chess T Group is now strategically expanding into Warri, Delta State, with the singular vision of becoming the go-to company for all filling station and gas plant development needs in the South-South region of Nigeria.

At the core of the company's services is the design and construction of petrol filling stations. With an emphasis on innovation, precision, and quality delivery, Tom Chess T Group undertakes both new station developments and upgrades of existing ones. The company works across multiple branding specifications including Shell Oil, Caltex, and Sapphire-branded outlets, incorporating state-of-the-art technology, reliable fuel distribution systems, and all essential civil and electrical works. Their construction capabilities extend to safety systems including firewater pumps and thunder arrestors, as well as underground storage tanks (USTs) with capacities ranging from 30,000 to 120,000 litres.

In response to the global demand for cleaner and alternative energy, Tom Chess T Group has expanded its expertise to include Liquefied Petroleum Gas (LPG) plant construction. The firm is proficient in designing and building mini, medium, and standard gas bottling plants. These plants are delivered as turnkey projects complete with modern safety systems, precision instrumentation, efficient piping systems, and expertly executed civil works. This move into the LPG space has positioned the company to contribute significantly to Nigeria's clean energy drive, aligning with national and global energy transition goals.

One of the most innovative and value-driven services provided by Tom Chess T Group is the automation of petrol filling stations. The company installs Automatic Tank Gauging (ATG) systems and other advanced automation solutions, providing real-time monitoring and data integration for station operators. These technologies significantly enhance operational efficiency, accuracy in fuel dispensing, and inventory management.

A unique niche within the company's offerings is its underground storage tank services, which include leakage detection and repairs, tank stratification, and Hydroseal applications. These critical services ensure environmental safety, minimize operational downtime, and extend the lifespan of storage assets. With increasing regulatory attention on underground fuel storage, the company's proactive and expertly delivered repair services have become a major point of differentiation in the industry.

Furthermore, Tom Chess T Group is actively engaged in Bulk PMS and AGO purchase services, offering large-scale procurement and supply solutions to petroleum marketers and station owners. This bulk trading arm of the business ensures clients have access to competitively priced and reliably delivered petroleum products, leveraging the company's strategic relationships with top-tier suppliers.

Tom Chess T Group primarily serves entrepreneurs and investors looking to enter or expand their footprint in the petroleum downstream sector. Their clientele includes petrol filling station owners, LPG plant operators, petroleum product traders, and storage facility owners. With deep industry knowledge and client-focused solutions, the company delivers tailor-made services that optimize time, cost, and long-term asset value.

While the company's operations have been concentrated in the FCT, the vision is now squarely aimed at dominating the petroleum infrastructure market in Warri, Delta State. This strategic expansion is timely and deliberate, targeting an area rich in oil and gas history yet underserved by world-class facility development expertise. The company has already executed a project in Ughelli, Delta State — the full upgrade and automation of a filling station, which also included resolving a complex underground tank leakage problem. This successful intervention has signalled the company's arrival in the South-South market.

In terms of growth strategy, Tom Chess T Group is currently finalizing the setup of its new regional office in Warri, located within the NNPC Service Management Building at NNPC Housing Complex, Ekpan, Uvwie. This office will serve as the operations and client engagement hub for all on-going and future projects within Delta State. The plan is to fully conquer the Warri market within two years, after which the company will expand operations to Bayelsa State and Edo State, building on its brand strength and operational excellence.

The company's vision over the next 3–5 years is to become the leading, most reliable, and most sought-after brand in Delta State for petrol station construction, gas plant design and delivery, automation of fuel stations, and underground storage system repairs. By combining technical expertise, safety compliance, and customer-focused innovation, the company aims to redefine infrastructure standards within the petroleum downstream sector in Warri and the greater South-South region.

What distinguishes Tom Chess T Group in the market is not just its comprehensive suite of services but its core operational principles. These include speed of delivery, unwavering commitment to safety, technological innovation, affordable pricing, and a proven track record of excellence. With over five successfully completed projects in the FCT and recent achievements in Delta State, the company has both the competence and confidence to deliver exceptional results even under complex conditions.

The company operates under the visionary leadership of AUC. Thompson Douglas, the Executive Group Chairman, whose drive for perfection and industry knowledge continues to propel the business toward new frontiers. Under his leadership, Tom Chess T Group has cultivated a culture of performance, ethical standards, and innovation, consistently delivering top-tier results for clients across Nigeria.

With its slogan, "Building Perfection", Tom Chess T Group is not just constructing structures; it is engineering reliability, efficiency, and trust into every project it undertakes. As it sets its sights on dominating the Delta State market and eventually the South-South region, the company is well-positioned to serve as a strategic partner to all stakeholders seeking excellence in petroleum infrastructure development.

In conclusion, Tom Chess T Group of Services Limited is not only a company with experience — it is a brand with a vision. The journey to becoming the go-to company in Warri and beyond is well underway, backed by solid foundations, expert knowledge, and an unrelenting drive to build perfection.

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2. COMPANY OVERVIEW

Tom Chess T Group of Services Limited
RC: 903532

Tom Chess T Group of Services Limited is a distinguished Nigerian limited liability company established on the 2nd of August, 2010. Strategically headquartered at Plot 122, T.O.S Douglas Crescent, Cadastral Zone B11, Kaura District, Abuja, the company has steadily grown into a dynamic force within the engineering and construction industry. Built on the pillars of innovation, integrity, and uncompromising quality, Tom Chess T Group has carved out a niche in the design, construction, and automation of petrol filling stations, LPG gas plants, and bulk petroleum product solutions.

The company's establishment was fuelled by a vision to revolutionize infrastructure delivery in Nigeria through precision engineering, adherence to safety, and deployment of state-of-the-art systems in energy distribution facilities. Since inception, the company has remained focused on delivering turnkey infrastructure projects while helping investors navigate the technical, regulatory, and commercial aspects of petroleum-based facility development.

Legal Identity and Regulatory Status

Registered with the Corporate Affairs Commission (CAC) under RC number 903532, Tom Chess T Group of Services Limited operates as a limited liability entity with full compliance to statutory business regulations. The company is duly recognized by key Nigerian regulatory bodies, including the Nigerian Upstream Petroleum Regulatory Commission (NUPRC), Nigerian Midstream and Downstream Petroleum Regulatory Authority (NMDPRA), National Oil Spill Detection and Response Agency (NOSDRA), National Environmental Standards and Regulations Enforcement Agency (NESREA), and holds Environmental Management Services (EMS) ISO 14001:2015. These licenses validate the company's capability and operational compliance within Nigeria's sensitive petroleum infrastructure domain.

Founding and Leadership

Tom Chess T Group was founded by AUC. Thompson Douglas, a visionary entrepreneur and infrastructure development expert. As the Executive Group Chairman, Mr. Douglas serves as the driving force behind the company's steady expansion and quality assurance across its various lines of service. His leadership is anchored on strategic growth, safety-conscious project execution, and localized technical empowerment.

Core Competencies and Services

Tom Chess T Group of Services Limited specializes in delivering comprehensive engineering and construction solutions across the energy and infrastructure sectors. The company's core service lines include:

1. **Petrol Filling Station Construction:** The Company excels in designing and constructing modern petrol filling stations tailored to both international and indigenous fuel retail brands such as Shell, Caltex, and Sapphire. From concept to commissioning, Tom

Chess T delivers fully integrated stations equipped with modern fuel distribution systems, civil works, electrical systems, safety installations (including firewater pumps and thunder arrestors), and high-capacity underground storage tanks ranging from 30,000 to 120,000 litres.

2. **LPG Gas Plant Construction:** In response to the global shift toward cleaner energy alternatives, Tom Chess T Group has emerged as a trusted name in LPG infrastructure development. The company builds mini, medium, and standard gas bottling plants equipped with advanced automation, leak detection systems, and environmentally compliant safety infrastructure. Each project is delivered as a complete turnkey solution, from civil works and piping to instrumentation and commissioning.
3. **Petrol Station Automation Services:** Tom Chess T provides specialized automation solutions to improve operational efficiency and monitoring in petrol stations. These include the installation of Automatic Tank Gauges (ATGs), point-of-sale integrations, inventory control systems, and remote monitoring technology, helping station owners streamline their fuel management processes and mitigate operational risks.
4. **Underground Tank Repairs and Hydroséal Application:** Recognizing the environmental and financial risks associated with leaking underground tanks, the company offers advanced tank leakage detection, tank stratification, and Hydroséal application services. These solutions not only extend the lifespan of existing installations but also prevent contamination and product loss.
5. **Bulk PMS and AGO Purchase Services:** The company facilitates high-volume procurement and supply of Premium Motor Spirit (PMS) and Automotive Gas Oil (AGO) for clients operating filling stations, storage depots, or involved in large-scale distribution.

These service offerings reflect Tom Chess T Group's all-round competence in energy infrastructure—delivering not just construction, but systems that are secure, sustainable, and future-ready.

Operational Structure and Capacity

Tom Chess T Group operates under a performance-driven organizational structure led by the Executive Group Chairman. Though the company operates with a lean and agile team, its operations are structured into core technical, logistics, commercial, compliance, and support units. The team is reinforced by highly trained service providers and vetted technical professionals who ensure execution excellence on all projects.

The company owns an array of engineering tools, construction equipment, and testing instruments that empower it to execute multiple projects simultaneously. Its operational capacity is rated excellent, based on successful project delivery timelines and field performance in high-pressure environments.

Clients and Market Segments

The company's clientele cuts across Nigeria's energy and construction landscape. These include:

- Entrepreneurs establishing new petrol or gas stations

- Independent marketers
- Petroleum products traders and dealers
- Petrol filling station owners
- Storage depot facility owners
- Energy investment firms seeking turnkey infrastructure delivery

The company also collaborates with several trusted vendors and Original Equipment Manufacturers (OEMs) to ensure that projects benefit from the most reliable products and parts available.

Milestones and Achievements

Among its growing list of achievements, Tom Chess T Group recently completed the comprehensive upgrade and automation of the Efezino Petrol Filling Station, located along the Ughelli–Patani Expressway in Delta State. This project included the successful detection and repair of underground tank leakages, automation of the fuelling systems, and enhancement of safety protocols - demonstrating the company's ability to solve complex infrastructure problems end-to-end.

The company has also completed over five other projects within the Federal Capital Territory, each delivered with full client satisfaction and safety certification.

Culture, Values, and Philosophy

Tom Chess T Group of Services Limited is a company driven by values. At its core is a culture of innovation, a commitment to safety, and an obsession with delivering quality. Its project teams are trained to think proactively, act responsibly, and operate collaboratively. The company is also highly focused on local content development, continuously empowering local talent through skill transfer and employment opportunities.

Core Values:

- Integrity
 - Safety
 - Quality Service Delivery
 - Customer Satisfaction
 - Local Content Development
-

Mission and Vision

Mission:

To provide innovative, safe, and high-quality infrastructure solutions while adhering to the highest standards of integrity and customer satisfaction.

Vision:

To be the premier provider of engineering, construction, and related services, contributing to sustainable development across Nigeria and beyond.

Tom Chess T Group of Services Limited stands at the intersection of opportunity, innovation, and reliability in Nigeria's energy infrastructure space. With over a decade of experience, regulatory compliance, proven delivery history, and an expansion drive targeting Warri, Delta State and beyond, the company is poised to redefine excellence in petrol station, LPG plant construction, and bulk petroleum service delivery. "Building Perfection" is not just a slogan - it's the operational standard and the strategic commitment of Tom Chess T Group.



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3. STRATEGIC OBJECTIVES

Tom Chess T Group of Services Limited is committed to a results-driven growth strategy anchored on innovation, quality service delivery, and sustainable infrastructure development. The company's strategic objectives reflect a deep understanding of Nigeria's energy and construction landscape, as well as a clear roadmap for corporate expansion and operational excellence. These objectives are categorized into short-term, medium-term, and long-term goals, in addition to specific sustainability and innovation priorities that will define our leadership role in the downstream petroleum and energy infrastructure sectors.

1. Short-Term Objectives (1–2 Years)

In the immediate future, Tom Chess T Group is focused on consolidating its operations and penetrating key commercial hubs, particularly in the South-South geopolitical zone. A core target is to aggressively enter the Warri market, leveraging our technical expertise, strong brand reputation, and relationship-driven marketing approach to secure strategic projects in petroleum infrastructure.

To support this expansion, the company will invest significantly in capacity building, including comprehensive staff training, acquisition of modern equipment, and achieving ISO 9001:2015 Quality Management System (QMS) certification. These efforts will enhance our internal capabilities and position the company for competitive advantage in high-value projects.

Furthermore, Tom Chess T Group is embarking on an internal transformation agenda, which involves automating routine processes, introducing digital transformation tools, and embedding quality assurance systems across all operational workflows. These initiatives are intended to improve project delivery timelines, reduce rework, enhance compliance, and ultimately boost client satisfaction.

2. Medium-Term Objectives (2–5 Years)

Over the medium term, the company seeks to achieve regional dominance in the South-South region, expanding operations beyond Delta State into Bayelsa, Rivers, Edo, and Akwa Ibom States. This expansion will be anchored on the establishment of Zonal operational bases, supported by mobile technical teams capable of delivering turnkey petrol and LPG plant solutions with efficiency and precision.

A key component of our medium-term strategy includes forming strategic partnerships with reputable service providers and vendors to broaden our project execution capacity. While we currently operate with a strong and self-sufficient team, the evolving demands of large-scale infrastructure delivery may necessitate temporary or project-based alliances. These will be evaluated on a case-by-case basis to maintain quality and operational integrity.

Our medium-term focus also encompasses achieving excellence in operational performance, boosting profitability, and increasing our market share in the downstream construction segment. We aim to standardize our service offerings, optimize cost structures, and adopt lean construction methodologies that ensure project cost-efficiency without compromising safety or quality. Through consistent delivery and client satisfaction, we envision securing a preferred contractor status with major petroleum marketers and government regulatory agencies.

3. Long-Term Objectives (5 Years and Beyond)

In the long run, Tom Chess T Group aspires to be a nationally recognized leader in petroleum infrastructure development, known for its professionalism, technical expertise, and commitment to safety and sustainability. Our long-term strategic goal is to institutionalize excellence and position the company as a regulatory compliance hub within the petroleum construction ecosystem. This means offering consulting, technical, and training services to clients on NMDPRA, NUPRC, NOSDRA, EMS, and NESREA compliance, alongside project execution.

We aim to develop a comprehensive compliance advisory arm, which will serve as a one-stop shop for environmental, safety, and quality compliance solutions in petroleum installations. This vision is supported by our in-house expertise and regulatory alignment experience, giving us a unique advantage in helping clients navigate the often-complex landscape of government approvals and environmental certifications.

Additionally, our long-term focus includes building a robust corporate structure with governance frameworks, data-driven decision-making systems, and sustainable financial models that can support expansion into other African markets if the need arises.

4. Sustainability and Innovation Goals

Sustainability and innovation are at the core of Tom Chess T Group's strategic roadmap. The company recognizes the global shift towards clean energy, efficient technology, and responsible construction practices. In line with this, we are committed to introducing renewable energy options—particularly solar-powered systems—as part of our petrol and LPG station designs, thereby supporting Nigeria's broader energy transition agenda.

We are also actively committed to promoting local content, in full alignment with the Nigerian Content Development and Monitoring Board (NCDMB) guidelines. This involves engaging indigenous professionals, sourcing locally fabricated materials where feasible, and building capacity within our host communities through mentorship and training.

From a technological standpoint, Tom Chess T Group plans to introduce digital construction technologies, including automated tank gauging systems, underground tank stratification solutions, Hydroséal application techniques, and smart metering systems. These innovations will improve accuracy, enhance safety, and support real-time monitoring and reporting across fuel dispensing and storage systems.

Our innovation agenda extends beyond tools to include systems. We are building a smart back-office management system that integrates HR, procurement, inventory, and project tracking into a seamless digital interface. This will improve transparency, accountability, and speed across all departments.

5. Strategic Partnerships and Alliances

While the company currently operates a strong and highly capable team across its service lines, we maintain an open stance toward future strategic partnerships, particularly in areas where new expertise or capital-intensive technologies are required. However, our immediate focus remains on consolidating in-house strengths and ensuring optimal service delivery.

In the near future, partnerships with Original Equipment Manufacturers (OEMs) are on our roadmap. These collaborations will be pursued specifically for high-tech petroleum infrastructure equipment, such as fuel dispensers, LPG compressors, automated monitoring devices, leak detection systems, and explosion-proof electrical fittings. By aligning with global OEMs, we will not only enhance our technical offerings but also boost the durability, efficiency, and compliance of our project outcomes.

Additionally, we anticipate engaging with financial institutions and development partners where long-term financing is required for high-impact projects. These alliances will be guided by the company's principles of transparency, sustainability, and value for all stakeholders.

The strategic objectives of Tom Chess T Group of Services Limited represent a thoughtful, phased, and scalable blueprint for long-term success. Whether through territorial expansion, technological innovation, compliance leadership, or operational excellence, the company is well-positioned to deliver exceptional value to clients and contribute meaningfully to Nigeria's petroleum infrastructure growth. Through these objectives, we reaffirm our commitment to innovation, safety, local empowerment, and enduring client satisfaction.



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4. TARGET MARKET AND CUSTOMER PROFILE

The company's operations are strategically oriented to meet the evolving needs of Nigeria's petroleum infrastructure development and compliance sectors. By targeting a specific blend of geographical markets, industry segments, and client profiles, the company has positioned itself as a responsive, high-impact service provider for clients requiring excellence in petrol station construction, LPG plant development, regulatory compliance, and support services.

Geographic Focus

Currently, the company operates within the Federal Capital Territory (FCT), Abuja, which serves as both its base and primary zone of influence. Abuja offers proximity to key regulatory bodies, national institutions, and headquarters of major petroleum marketers and infrastructure developers. Operating in this capital territory has helped the company build credibility, establish brand visibility among national players, and maintain close contact with both public and private sector clients.

Looking ahead, the company is pursuing a deliberate and aggressive expansion strategy into the South-South region, with Warri identified as a priority target market. Warri, a prominent oil city in Delta State, is the commercial heartbeat of the downstream petroleum sector in the Niger Delta. Expanding into Warri aligns with the company's goal of increasing its footprint in high-demand petroleum zones and tapping into the region's robust construction and compliance needs. South-South Nigeria, being host to numerous depots, tank farms, and independent marketers, presents a ready market for the company's integrated services.

Industry Segments

The company primarily targets the oil and gas sector, especially downstream infrastructure including filling stations, add-on LPG plants, and regulatory compliance support. This focus enables specialization in petroleum product handling and the associated construction standards, leak detection technologies, and automation systems that the sector demands.

While the oil and gas sector remains the company's core industry, its client base also includes entities operating in related fields such as real estate development, general construction, and public-private partnerships (PPPs). These organizations often require services that align with the company's capabilities in engineering, procurement, and compliance documentation.

Both public and private sector clients form part of the company's target audience. On the public side, government ministries, regulatory agencies, and parastatals that fund, supervise, or approve petroleum projects require expert consultants and turnkey contractors. On the private side, the company services independent petroleum marketers, depot owners, high-net-worth individuals, property developers, and corporate oil marketing companies with a focus on infrastructural development and regulatory conformity.

Client Types

The company's typical clients include independent petrol station owners looking to build new stations or upgrade existing ones to meet modern standards; major marketers aiming for multi-state construction rollouts or network expansion; government contractors who need a reliable execution partner with regulatory fluency; construction companies seeking experienced collaborators in fuel facility components; and multinational firms looking for local experts with credible delivery track records.

The company also serves a diverse group of stakeholders such as end users who require direct execution and advisory services; contractors and subcontractors who need technical support, documentation assistance, or specialist installations; and consultants who depend on the company's knowledge base in quality assurance, environmental compliance, and construction regulations.

Decision Makers

The company typically interfaces with high-level decision makers who can directly authorize project execution and procurement commitments. These include Managing Directors, Chief Executive Officers, Chief Operating Officers, and Heads of Operations or Projects. By targeting top-level management, the company reduces decision delays, builds trust at the highest levels, and positions itself as a preferred partner capable of delivering on complex, multi-dimensional project mandates.

These decision-makers value responsiveness, quality delivery, long-term cost-efficiency, and most importantly, strict regulatory compliance, which the company provides through a combination of technical know-how, high-quality materials, and documentation expertise.

Customer Needs

A key pain point for many clients in this sector is poor-quality construction, often resulting from engaging unqualified or poorly equipped contractors. Projects are frequently delivered below regulatory standards, leading to delays in commissioning or operational risk. The company resolves this by maintaining high construction quality, adherence to engineering codes, and strict implementation of quality management systems.

Another major challenge client's face is underground storage tank leakage and water ingress, which not only leads to product loss but also regulatory sanctions and environmental contamination. By integrating proper installation methods, using superior tank materials, and applying certified leak detection technologies, the company proactively addresses this challenge and adds measurable value to the client's asset longevity and operational safety.

Ideal Customer Profile

The ideal customer is typically a mid- to large-sized organization operating within Nigeria's petroleum or construction value chain. These clients understand the importance of compliance, quality execution, and vendor integrity. While they may operate within constrained budgets common to the Nigerian business environment, they prioritize value-for-

money solutions over cheap and unreliable alternatives. The ideal client is results-driven, compliance-conscious, and open to automation and digital transformation, making them suitable for long-term collaboration and upselling of more advanced services such as remote monitoring systems, automation integration, and leak detection infrastructure.

They may be expanding operations regionally or consolidating within existing locations, and often need a partner who can help navigate Nigeria's regulatory landscape, obtain necessary permits, or handle technical design documentation. They are also more likely to appreciate proactive communication, transparency in billing, and flexible project execution timelines—traits which the company strongly upholds.

Customer Retention and Loyalty

Yes, the company enjoys repeat business from a considerable number of satisfied clients. Many clients, after an initial successful engagement, have returned for additional projects, referrals, or expansion work. This is largely due to the quality of work delivered, the speed of project execution, and the company's ability to anticipate and mitigate compliance or construction risks. Additionally, the company is known for maintaining an open and responsive communication channel throughout the life of each project—a trait often missing in the industry.

Clients also value the firm's deep understanding of Nigeria's regulatory environment and its proactive approach to documentation, design accuracy, and construction standards. Where others offer generic services, the company delivers tailored solutions aligned with both industry best practices and local regulatory expectations, thereby minimizing delays and legal complications for its clients.

Moreover, the long-term durability of constructed stations and plants—achieved through use of high-grade materials and skilled workmanship—builds client confidence and boosts referrals. The company's strong emphasis on after-project support, continuous innovation, and the introduction of digital tools also helps retain customers who are forward-thinking and growth-oriented.

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5. BRAND POSITIONING AND VALUE PROPOSITION

At the core of our brand is a relentless commitment to building perfection. We are driven by a mission to provide innovative, safe, and high-quality infrastructure solutions while maintaining the highest levels of integrity and client satisfaction. As a company uniquely focused on the specialized niche of petrol filling stations and LPG plant construction, our brand stands for reliability, speed, and forward-thinking execution.

We are not just another construction firm; we are a precision-driven service partner that consistently delivers technical excellence and rapid deployment, ensuring our clients are not only satisfied but empowered by our solutions.

Unique Brand Identity

Our company's tagline — "Building Perfection" — encapsulates our brand philosophy and daily operating culture. It is not a cliché but a standard we embody in every project, from concept to commissioning. We want to be known not just for what we build, but how we build it — with diligence, modern expertise, and unwavering consistency.

When stakeholders hear our name, we want them to immediately associate it with a reliable, innovative, and fast-moving organization that solves complex problems in the petroleum infrastructure sector with remarkable precision. Whether the client is a petrol station owner, a real estate developer, or a government contractor, we aim to be top-of-mind as the most dependable and efficient service provider in the field.

What Sets Us Apart (Our Unique Edge)

Our greatest differentiation lies in our deep specialization and end-to-end project execution within the petroleum infrastructure sector. Unlike generalist firms that dabble across different construction categories, we have chosen to focus exclusively on petrol stations, LPG plants, CNG conversions, compliance services, and associated upgrades such as automation systems, leak detection, and underground tank repair. This specialization gives us a clear operational edge, faster execution timelines, and more technically sound project outcomes.

We adopt advanced digital construction technologies, such as remote monitoring tools, tank integrity assessment equipment, and automated dispensing system integrations. These technologies help mitigate risks and minimize post-construction faults. We also adhere to quality management systems (QMS), prioritize staff training and certification, and apply strict quality assurance procedures during project delivery.

Additionally, our quality assurance protocols and client risk-reduction strategies are unmatched. We run rigorous inspection regimes, adhere strictly to regulatory standards, and incorporate preventive technologies like water ingress detection systems. This proactive approach not only assures our clients of long-lasting infrastructure but also minimizes operational downtime and compliance violations.

Customer-Centric Perception

We position ourselves as the go-to company for petrol station and gas plant construction, including automation services, bulk PMS & AGO purchase facilitation, and underground tank leakage detection and repairs. Our services are crafted around solving industry-specific pain points such as construction failures, project delivery delays, substandard materials, and the growing problem of underground tank leakage and contamination.

We solve these problems better than others in the market because we apply a strategic combination of technical expertise, specialized equipment, and compliance-focused execution. Our clients do not have to worry about post-project issues, regulatory hitches, or inefficiencies — we anticipate them and design solutions accordingly.

One silent promise we uphold is that we will never compromise on quality, no matter the scale of the project or the budget. Even when this promise is not expressly advertised, it remains the unshakable foundation of how we operate. We guarantee not only timely delivery but smart infrastructure built to outlast expectations.

Evidence of Delivery

Our most recent project — the automation upgrade at Efezino Petrol Filling Station, located at No. 20 Ughelli-Patani Expressway, Delta State — serves as a clear demonstration of our capacity to deliver quality swiftly and efficiently. The project involved the integration of real-time automation, underground tank servicing, and point-of-sale efficiency systems, all completed within a tight delivery schedule and in full compliance with safety regulations.

Clients consistently commend us for our rapid response times, technical competence, aesthetic finishing, and seamless execution. We do not just complete projects — we deliver infrastructure that enhances the client's operational efficiency and business image.

This trust has translated into a strong base of repeat clients and client referrals, a reflection of the loyalty and satisfaction that our brand inspires. Once clients work with us, they rarely go elsewhere — and that is the ultimate testament to our value proposition.

Aspirational Brand Vision

Over the next five years, we aspire to build a reputation as Nigeria's foremost specialist contractor for downstream petroleum infrastructure. Our vision is to be seen as the undisputed brand leader in the South-South and FCT regions — and eventually across Nigeria — for high-quality petrol station construction, gas plant integration, automation, and compliance solutions.

We intend to achieve this by expanding into emerging markets like Warri and key cities in the Niger Delta, applying scalable project delivery models, embracing sustainability, and aligning with the local content initiatives of the Nigerian Content Development and Monitoring Board (NCDMB).

While no single market leader exists today with a narrow focus on petrol station and LPG plant construction alone, our ambition is to create that brand niche and dominate it. Most

players operate as general contractors; we, on the other hand, want to be known as the first and most trusted brand that builds only petroleum infrastructure — and builds it perfectly.

The Value We Bring

Our value proposition is simple yet powerful: we provide technically excellent, time-bound, and regulatory-compliant construction services that solve real pain points for clients in the petroleum sector. We back this up with strategic innovation, credible execution, high-quality finishing, and long-term reliability.

Clients work with us because we take their projects seriously — we understand their business, their timelines, their budget pressures, and their need for compliance. And we deliver in a way that few others can — with precision, innovation, and integrity.

This combination of specialist focus, real-world problem-solving, consistent delivery, and smart branding is what positions us not just as a vendor, but as a strategic infrastructure partner.

The logo for Chess-1 Group features a large, stylized 'C' in the background, composed of a yellow outer ring and a blue inner ring. Below the 'C', the text 'chess-1' is written in a yellow, lowercase, sans-serif font, and 'group' is written in a blue, lowercase, sans-serif font.

chess-1
group

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6. SERVICE PORTFOLIO AND TECHNICAL CAPABILITY

At the core of our operations is an unwavering commitment to delivering superior infrastructure solutions tailored to the evolving needs of the downstream oil and gas sector in Nigeria. Our service portfolio reflects a deep understanding of the industry, customer expectations, and regulatory compliance requirements. From construction to automation, and from procurement to bulk facilitation, we are equipped with the tools, experience, and expertise required to execute projects with excellence, speed, and precision.

6.1. Comprehensive Service Portfolio

Our range of services is strategically grouped into key categories to reflect our integrated approach to project delivery:

A. Construction Services

We specialize in the end-to-end construction of:

- Petrol Filling Stations
- Liquefied Petroleum Gas (LPG) Plants
- Compressed Natural Gas (CNG) Vehicle Conversion Facilities

Our construction services encompass site preparation, civil works, installation of tanks and pumps, piping systems, safety mechanisms, and final commissioning. We deliver turnkey projects that adhere to industry regulations and exceed client expectations.

B. Automation & Upgrades

In today's energy business, automation is no longer optional - it's essential. We deploy state-of-the-art solutions including:

- Tank Automation
- POS Integration
- Remote Fuel Monitoring Systems

Our automation services increase operational efficiency, enhance inventory accuracy, reduce product losses, and improve station security.

C. Maintenance & Repairs

We are known for our rapid response to critical infrastructure challenges. One of our standout offerings is:

- Underground Tank Leak Repair Solutions

We utilize advanced diagnostic tools to detect leakage points and apply industry-approved remediation methods that restore full integrity to underground fuel storage systems.

D. Procurement Services

We facilitate the timely procurement and supply of:

- Fuel Pumps and Dispensers
- Underground Storage Tanks
- Automation Devices
- Spare Parts and Accessories

Our vendor network is robust, enabling us to guarantee quality components at competitive pricing, backed by technical support and warranty.

E. Bulk Sales Facilitation

Our operational reach and client trust allow us to facilitate:

- Bulk Purchase and Delivery of PMS (Premium Motor Spirit)
- Bulk Purchase and Delivery of AGO (Automotive Gas Oil)

We serve both independent marketers and institutional clients, providing supply coordination that reduces downtimes and improves their sales performance.

6.2. Technical Specialization and Capability

Our company's technical backbone is built on a multidisciplinary blend of mechanical, civil, and petroleum engineering competencies. This enables us to interpret complex site requirements, manage infrastructure projects across different terrains, and customize solutions to client-specific operational realities.

Tools, Technology, and Methodology

We deploy cutting-edge tools and proprietary technologies including:

- 3D CAD Modelling for precision design and layout planning
- Hydroseal Materials for superior leak-proof installations
- Stratification Testing Equipment for underground tank integrity checks
- Digital Automation Systems for real-time fuel and station monitoring

These technologies allow us to simulate, analyse, and perfect site plans long before actual construction, reducing design flaws and saving time and resources during execution.

Regulatory and Quality Compliance

We operate under the highest standards as set by:

- Nigerian Upstream Petroleum Regulatory Commission (NUPRC)
- Nigerian Midstream and Downstream Petroleum Regulatory Authority (NMDPRA)
- Standards Organisation of Nigeria (SON)
- International Organization for Standardization (ISO)

Every project we undertake is designed, built, and commissioned in full compliance with safety, environmental, and engineering standards as applicable to downstream oil and gas facilities.

Advanced Techniques

What sets us apart is our ability to creatively deploy advanced field techniques such as:

- Custom-designed fuel piping systems that reduce line losses
- Leak isolation using non-invasive technology to preserve surface structures
- High-pressure testing and calibration techniques for tank and pipe verification

These approaches enhance the longevity of our projects and significantly lower the client's long-term maintenance costs.

Efficiency and Accuracy

Our technical methods are not only reliable but also time- and cost-efficient. By combining digital planning with hands-on field expertise, we avoid costly reworks, reduce project timelines, and ensure projects are delivered right the first time.

3. Key Equipment and Technical Resources

We are fully equipped - or have strategic access - to all the critical resources necessary for successful project implementation, including:

- Heavy Machinery: Excavators, concrete mixers, compactors
- Installation Hardware: Fuel dispensers, gas skids, automation panels
- Software Systems: Remote monitoring platforms, inventory control systems
- Testing Equipment: Tank calibration tools, leak detection systems
- Human Capital: Licensed engineers, certified technicians, trained welders, automation specialists

These resources empower us to scale our operations quickly, maintain strict quality control, and tackle projects of any size or complexity.

4. Project Execution Model

Our project delivery framework is structured around a flexible but accountable EPC (Engineering, Procurement, and Construction) model. This model includes:

- Turnkey Project Execution
- In-house and Subcontracted Teams
- Design-Build Capabilities
- Commissioning and Post-Completion Support

We approach every job with a commitment to transparency, regular progress updates, milestone-based delivery, and closeout documentation. Whether for a standard petrol station build or a complex automation retrofit, our process includes:

1. Feasibility Assessment and Site Survey
2. Design Engineering and Regulatory Documentation
3. Procurement and Logistics Planning
4. On-Site Execution
5. Inspection, Testing, and Final Commissioning

Our typical project timeline averages 6 months depending on project scope, terrain challenges, and client readiness. Despite variables, we are known for our speed of delivery without compromising quality or safety.

Our comprehensive service suite, technical prowess, and robust execution framework position us as a formidable force in the downstream energy infrastructure space. From fuelling Nigeria's roads to enabling automation in remote locations, we bring a rare blend of professional integrity, innovation, and reliability that inspires client confidence and repeat patronage.

We do not just build facilities - we engineer lasting value.



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7. OPERATIONS FRAMEWORK

This document presents a detailed Operations Framework outlining the internal structure, workflow systems, quality control measures, safety policies, and client engagement strategies that define and guide the execution of all our service offerings. It has been carefully developed to reflect our professional ethos and commitment to excellence in the energy infrastructure and facility development sector.

A. Organizational Structure

The company operates with a well-defined and functional organizational structure designed to promote efficiency, accountability, and project success. Our departments are structured as follows:

- Engineering Department – Responsible for design, technical reviews, and structural integrity of projects.
- Procurement Department – Manages sourcing, vendor prequalification, material acquisition, and logistics coordination.
- Project Management Office (PMO) – Oversees planning, scheduling, resource allocation, and project delivery.
- Business Development Unit – Handles client acquisition, proposal development, stakeholder engagement, and strategic growth.
- Finance Department – Manages budgeting, financial controls, and expenditure tracking.

All project operations are coordinated under the leadership of the Executive Group Chairman, who holds final authority and control over strategic direction, execution, and approvals. Each project is handled by a dedicated team of professionals who receive direct instructions from the Chairman, ensuring a centralized and streamlined approach to management and accountability.

B. Operations Process Flow

Our operations follow a proven and sequential project delivery cycle to ensure efficiency, compliance, and client satisfaction:

- I. Client Engagement – Initial contact, needs assessment, and consultation.
- II. Site Visit – Field assessment and feasibility review.
- III. Compliance Registration – Acquisition of all required regulatory approvals (e.g., NMDPRA, SON, Town Planning).
- IV. Design and planning – Detailed technical and architectural drawings, including 3D modelling where required.
- V. Procurement – Acquisition of materials, equipment, and third-party services from prequalified vendors.
- VI. Construction and Installation – Execution of engineering, civil, and mechanical works.
- VII. Commissioning and Testing – Quality testing, automation setup, safety checks, and functional commissioning.
- VIII. Handover – Formal client handover with documentation and project sign-off.
- IX. Post-Completion Support – Warranty-based maintenance, monitoring, and routine inspections.

Although we currently do not utilize project management software tools, we are in the process of integrating standard digital platforms to automate tracking, improve reporting, and facilitate better decision-making.

C. Quality Assurance & Control Measures

We are in the advanced stages of obtaining ISO 9001:2015 (Quality Management Systems) certification, which will further institutionalize our approach to quality assurance across all levels.

- Our QA/QC model includes the use of checklists and compliance benchmarks at each milestone phase.
- All project activities are cross-verified by in-house engineers, with documentation required for every phase.
- Our standard practice mandates double-inspection - first by the project execution team and then by a QA/QC oversight professional.
- We also embed client sign-offs at critical stages to ensure alignment with expectations and project scope.

This meticulous system of quality assurance ensures that our deliverables consistently exceed industry benchmarks and client specifications.

D. Health, Safety & Environment (HSE) Policy

The company operates under a structured HSE system, already certified under ISO 14001:2015 (Environmental Management Systems), with ISO 9001:2015 certification in progress.

- We maintain a dedicated Safety Officer who monitors compliance and conducts regular on-site inspections.
- All field staff undergo routine Toolbox Talks, safety briefings, and operational risk management sessions.
- Compliance with NMDPRA, Federal Ministry of Environment, and national building codes is mandatory.
- Personal Protective Equipment (PPE) is strictly enforced across all work sites.

Our safety culture is deeply embedded in our operational philosophy, and every project is designed and executed with the health and safety of personnel and the environment in mind.

E. Staffing & Human Resources

Our human resource model consists of a core team of professionals supported by contract-based technical experts as needed.

- The Executive Group Chairman is solely responsible for hiring, Onboarding, and training decisions.

- Certified professionals are engaged across engineering, compliance, and construction functions.
- Staff competence is ensured through a combination of mentoring, internal workshops, and performance-based role assignments.
- Staff retention is promoted by rewarding exceptional performance and offering continuous project-based engagement.

We believe that human capital is central to our success, and we prioritize assembling a dynamic, skilled, and motivated workforce.

F. Vendor & Supply Chain Management

Vendor selection and procurement processes are highly structured and governed by transparency and value-for-money principles:

- We maintain a database of prequalified and trusted vendors for all categories of procurement - fuel dispensers, tanks, pumps, CNG kits, automation platforms, etc.
- Every vendor is evaluated on delivery performance, material quality, price competitiveness, and regulatory compliance.
- While procurement is internally managed, logistics and transportation are handled through a network of third-party logistics partners.

This system guarantees timely delivery, cost control, and quality across our supply chain.

G. Client Communication & Reporting

Our approach to client communication is open, responsive, and systematic:

- Regular project updates are shared via WhatsApp, email, or official letters based on client preference.
- We conduct biweekly project status meetings, either virtual or on-site.
- Formal documentation - such as Gantt charts, progress reports, and photographic evidence - is used to keep clients informed.
- Clients are assigned a dedicated point of contact to ensure seamless communication throughout the project cycle.

This ensures that our clients are always informed, confident, and reassured of our commitment to delivering value.

H. Document Management & Record Keeping

All documents, permits, contracts, technical drawings, and project files are stored in hardcopy format at our administrative offices.

- We maintain a categorized filing system aligned with project stages.
- Plans are underway to digitize our records using cloud-based platforms such as Google Drive for real-time access and backup.

- All documentation is managed under strict confidentiality and is retrievable for regulatory audits and internal reviews.

We believe in the integrity of records and ensure that documentation is both comprehensive and securely managed.

I. Post-Completion Support & Warranty

We offer robust post-completion services to guarantee client satisfaction and operational continuity:

- Warranty periods vary depending on the project scope and material warranty.
- Clients receive a Project Closeout Document detailing equipment specs, maintenance schedules, and warranty terms.
- Our team remains available for technical support, periodic inspection, and minor repairs post-handover.
- A structured escalation path exists for clients to report issues, request additional services, or schedule evaluations.

This enduring commitment to service distinguishes our brand and ensures long-term client relationships.

This Operations Framework is a reflection of our commitment to precision, safety, quality, and customer satisfaction. Through defined processes, trained professionals, and structured systems, we consistently deliver value-driven results that meet and exceed the expectations of our clients in the downstream petroleum infrastructure sector. As we scale and automate, our processes will remain rooted in professionalism, compliance, and strategic execution.

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8. CLIENT RELATIONSHIP AND AFTER-SALES MANAGEMENT FRAMEWORK

A. Client Acquisition Strategy

Our client acquisition strategy is a multifaceted approach that leverages traditional and modern methods. We attract new clients primarily through direct referrals from satisfied customers, targeted marketing campaigns, strategic outdoor advertising, and direct sales efforts. The visibility of our services and past project success stories plays a crucial role in attracting prospects who value reliability and quality.

At the moment, we do not operate a fully automated Customer Relationship Management (CRM) system or a documented sales pipeline. However, plans are underway to integrate a robust CRM solution that will enable efficient tracking of client interactions, project lifecycle management, and future sales conversion.

The Executive Group Chairman remains the primary figurehead for client acquisition. His contact information is featured on all advertising materials and project Signages, reinforcing the personal nature of our service and providing a direct point of contact for potential clients. His longstanding reputation and industry presence help secure trust and foster immediate credibility.

B. Client Onboarding Process

Once a client expresses interest in our services, the on boarding process is activated seamlessly. It begins with an introductory meeting—either physical or virtual—where the client's needs, expectations, and vision are carefully discussed. This is followed by a physical site visit to assess the scope and peculiarities of the project location.

Following the site visit, a structured needs assessment is carried out, after which a formal proposal is developed. This proposal outlines the project scope, budget estimates, delivery timeline, and key technical considerations. We provide formal contracts to ensure clear expectations and commitments. While we do not yet issue welcome kits or orientation handbooks, our on boarding documents include comprehensive project briefs and client service expectations. These measures ensure transparency and a strong project foundation.

C. Client Communication Protocol

Effective communication is the cornerstone of our project delivery. We maintain consistent communication with clients throughout the project lifecycle via regular telephone calls, structured WhatsApp group updates, organized email threads, and weekly on-site progress meetings. These channels are used interchangeably, depending on the client's preferred mode of communication.

We provide scheduled progress reports, including weekly updates and milestone briefings. These reports detail work completed, challenges encountered, and next steps, ensuring clients remain fully informed and engaged.

All client communications are managed directly by the Executive Group Chairman. This direct approach reinforces our commitment to personalized service and ensures accountability at the highest level.

D. Issue Resolution & Complaint Handling

We have a clearly defined complaint resolution process in place. All complaints, whether verbal or written, are acknowledged within 24 hours and evaluated for appropriate action. A complaint resolution file is maintained for each incident, ensuring traceability and accountability.

The Executive Group Chairman oversees the resolution of all disputes, giving clients the assurance that their concerns are addressed with top-level attention. Our Service Level Agreements (SLAs) with external service providers and subcontractors ensure that complaints are resolved within agreed timelines and standards. This structure fosters trust and minimizes escalation.

E. Feedback Collection & Client Satisfaction

Client feedback is a vital component of our quality improvement system. At the end of each project, we conduct a structured client satisfaction survey, which may be in the form of a written feedback form, one-on-one verbal review, or a digital survey link.

Feedback is analysed by senior management to identify areas of excellence and those requiring improvement. Where necessary, feedback findings are integrated into our operational practices. This continuous improvement approach not only helps enhance client satisfaction but also informs future training and team development.

F. After-Sales Support Structure

Our commitment to our clients extends beyond project completion. We provide comprehensive after-sales support, which includes routine site inspections, scheduled maintenance visits, and technical consultations where needed.

We maintain a post-project engagement schedule that outlines follow-up timelines. This includes calls within the first 30 days post-handover, bi-monthly check-ins during the first six months, and annual service inspections as part of our extended support services.

All completed projects are backed by formal warranties and service agreements. These documents clearly define the scope and duration of support, giving clients peace of mind and confidence in the durability of our work.

G. Relationship Building & Loyalty Programs

We understand the value of maintaining long-term relationships with clients. As such, we operate several relationship-building initiatives. These include loyalty discounts for repeat business, personalized appreciation messages after project completion, and holiday greetings via WhatsApp and email.

Our Business Development desk maintains a client engagement calendar to ensure regular, non-intrusive check-ins with past clients. This proactive engagement has helped us secure repeat projects and referrals across different sectors.

In recognition of our loyal clients, we occasionally host appreciation events, such as end-of-year dinners and stakeholder luncheons. These events foster deeper business relationships and celebrate shared project successes.

H. Record of Key Clients & Repeat Business

Our clientele comprises organizations and individuals from various sectors, including petroleum marketing, real estate, construction, and retail. We maintain a structured client database that documents all project engagements, communication logs, and client preferences. This allows us to deliver personalized services when clients return for subsequent projects.

We have built enduring relationships with clients who have engaged us for multiple projects. These long-term clients not only return for additional services but also refer our company to their networks. Examples include clients for whom we have executed multiple petrol station constructions, LPG plants, and billboard installations.

This track record of repeat business affirms the strength of our client relationship framework and the quality of service we deliver.

Our client relationship and after-sales management system is designed to foster long-term partnerships, not just one-off transactions. From the first point of contact through project execution and into post-completion support, we place a high premium on professionalism, responsiveness, and personalized service.

By maintaining open lines of communication, a responsive issue resolution protocol, and a structured after-sales support system, we create a business environment where clients feel heard, valued, and supported. Our goal is to be the company of first choice whenever our clients think of excellence, reliability, and value in engineering and construction services.

With planned improvements such as the integration of a CRM system and the expansion of our client appreciation initiatives, we are poised to elevate our client relationship strategy to new heights, ensuring we remain competitive and client-centric in a fast-evolving market.

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9. Regulatory & Compliance Strategy

In a regulated and complex industry such as petroleum infrastructure and engineering, maintaining robust compliance systems is fundamental to sustainable operations. Our Regulatory and Compliance Strategy is a multi-pronged framework that ensures our projects, personnel, and processes meet all legal, technical, environmental, and safety requirements. This document outlines our approach to compliance across all phases of project delivery.

A. Regulatory Bodies & Licensing

Our operations are supervised by key regulatory bodies, including:

- Nigerian Upstream Petroleum Regulatory Commission (NUPRC)
- Nigerian Midstream and Downstream Petroleum Regulatory Authority (NMDPRA)
- Standards Organisation of Nigeria (SON)
- National Environmental Standards and Regulations Enforcement Agency (NESREA)
- Council for the Regulation of Engineering in Nigeria (COREN)

Each of our projects - whether a petrol station or LPG facility - requires project-specific licenses and permits. For petrol and gas facilities, these typically include:

- Site Suitability Report
- License to Establish (LTE)
- Authority to Construct (ATC)
- Fire Safety Report
- Police Interim Report
- Engineering Drawing Approvals
- Building Plan Approvals
- Final License to Operate (LTO)

These licenses are not blanket approvals but are project-specific and must be obtained separately for each site.

B. Internal Compliance Procedures

We maintain a dedicated internal compliance team responsible for monitoring and ensuring full adherence to regulatory requirements.

To keep our licenses, permits, and reports current, we use an Excel-based database and checklist system, categorically itemizing:

- Expiry dates of licenses and permits
- Application and renewal schedules
- Inspection logs and upcoming compliance deadlines

This living document is reviewed weekly to ensure no certificate or permit lapses unnoticed. Our internal compliance structure is designed to proactively manage risks before they materialize into noncompliance issues.

C. Statutory Reporting & Audits

Yes, our company is subject to regular inspections and audits by regulatory authorities, especially the NMDPRA, NESREA, and various local agencies.

Preparation for audits includes:

- Organizing all regulatory files in both digital and physical formats
- Internal pre-audit reviews by the compliance team
- Conducting mock inspections to assess site readiness

All audit and inspection communications are handled directly by the Executive Group Chairman, whose hands-on engagement builds trust with regulators and ensures a coordinated response.

D. Industry Standards & Certifications

In addition to mandatory government approvals, we are aligned with key industry standards, including:

- ISO 9001:2015 – Quality Management System
- ISO 14001:2015 – Environmental Management System
- HSE Guidelines – For Health, Safety, and Environmental protection

Although full certification is in progress, we are aggressively pursuing accreditation, integrating ISO-aligned practices into project execution. Our compliance team uses ISO checklists for daily operations to bridge the gap between current practices and future certification.

On-going compliance is achieved through:

- Staff training on ISO principles
 - Internal quality and environmental audits
 - Regular performance reviews to identify non-conformities
-

E. Legal Risk Management

While legal experts are not retained on a permanent basis, they are consulted as needed, particularly when navigating complex regulatory terrain or drafting project-specific agreements.

To minimize risk of fines or shutdowns:

- All permits are obtained prior to commencement of work
- Projects are monitored for any deviation from approved specifications
- Communications with regulators are prompt and transparent

Our approach has ensured that no compliance-related legal challenges have arisen. This proactive attitude towards legal risk is a major pillar of our operational philosophy.

F. Environmental Compliance

Environmental stewardship is integral to our compliance posture. For every construction project, an Environmental Impact Assessment (EIA) or similar report is mandated by NESREA or other relevant bodies.

Our on-going environmental compliance is supported through:

- Use of eco-friendly materials
- Noise and emission controls during construction
- Monthly site audits to check for oil spills, gas leaks, or improperly disposed waste

Waste management practices include:

- Segregation and proper disposal of construction waste
- Collaboration with certified waste disposal firms
- Adherence to local environmental sanitation guidelines

G. Health & Safety Compliance

We adopt strict health and safety standards on all project sites. Our practices are in line with national HSE requirements and global best practices. Key features include:

- Mandatory use of PPEs (Personal Protective Equipment)
- Fire extinguishers, spill kits, and first-aid boxes at all sites
- Daily toolbox meetings and safety briefings

Demonstration of compliance during audits includes:

- HSE manuals and incident logs
- Training records and attendance sheets
- Walkthroughs with auditors to confirm on-site compliance

Though we have no recorded safety incidents to date, every team member is trained to report hazards immediately, ensuring that safety remains a top priority.

H. Tax & Financial Compliance

We are fully compliant with federal and state tax regulations. Our financial systems are subject to regular auditing by an external certified auditor, who prepares statutory reports in line with:

- Federal Inland Revenue Service (FIRS) requirements
- State Internal Revenue Service (SIRS) mandates

The external accountant also:

- Files monthly and annual tax returns
- Handles all PAYE and VAT submissions

- Liaises with tax officials on our behalf

All financial documents are stored securely and maintained in accordance with regulatory retention timelines.

I. Training & Awareness

Our compliance strength lies in our investment in continuous training and awareness programs. All staff undergo:

- Mandatory induction on safety and regulatory expectations
- Annual refresher courses covering ISO standards, legal compliance, and site-specific regulations
- On-site briefings every week for project staff

To ensure compliance on project sites, we:

- Conduct unannounced internal inspections
- Display regulatory posters and safety notices
- Use job-specific compliance checklists for supervisors

This culture of compliance is not seen as an obligation, but as a core part of our operational excellence. Staff are encouraged to view compliance as a shared responsibility, creating an atmosphere of vigilance and accountability.

Our Regulatory and Compliance Strategy is a dynamic and integrated system that aligns with national laws, international best practices, and project-specific requirements. Through strong leadership, strategic recordkeeping, internal training, and proactive engagement with regulators, we ensure full-spectrum compliance. This approach not only safeguards our licenses and approvals but also enhances our reputation as a responsible and ethical engineering and infrastructure development firm.

By upholding these standards across all business units, we position ourselves as a trusted partner to clients and regulators alike — delivering projects that are safe, sustainable, and fully compliant from start to finish.

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10. MARKETING AND BUSINESS DEVELOPMENT STRATEGY

A. Brand Positioning

Our company is defined by its unwavering commitment to quality, innovation, and customer satisfaction. The unique selling proposition (USP) lies in our ability to deliver end-to-end services in petrol filling station and LPG plant construction - starting from concept, through regulatory approvals, to project execution and handover. We combine deep regulatory expertise, modern construction standards, and customer-specific design approaches, ensuring clients' investments are maximized.

What makes us stand out in the industry is our versatility across sectors - petroleum infrastructure, outdoor advertising, and real estate services - while maintaining a track record of timely project delivery and regulatory compliance. Our comprehensive approach includes securing complex permits, developing investor-grade documentation, and integrating sustainability into each facility.

We want our brand to be perceived as dependable, professional, and forward-thinking. We are more than just contractors—we are solution providers and growth partners. The market sees us as innovative leaders, committed to excellence and ethical practice.

B. Target Market Identification

Our primary target clients are:

- Entrepreneurs building new petrol stations or LPG gas plants
- Owners of existing petrol stations or fuel depots looking for expansion or upgrades
- PMS and AGO traders seeking facility design, construction, or licensing
- Investors looking to diversify into the oil and gas downstream sector

We focus our marketing efforts strictly within the oil and gas sector, targeting all regulatory-compliant service areas under the NMDPRA, NUPRC, and SON oversight. We aim to support sustainable infrastructure growth in both urban and semi-urban settings.

Geographically, we prioritize fast-developing commercial hubs in Nigeria, including Lagos, Abuja, Port Harcourt, Asaba, Warri, and Uyo. These cities provide the highest opportunity for scalable operations, real estate development integration, and advertising ROI.

C. Marketing Channels & Campaigns

We currently utilize a robust mix of traditional and digital marketing channels, which include:

- Outdoor billboard advertising in strategic locations
- Active WhatsApp marketing to curated B2B groups
- Radio and TV promotions targeting business audiences
- Referrals from satisfied clients and regulatory partners

We run campaigns periodically based on seasonality and internal directives from the Executive Chairman. Campaigns typically align with project completion announcements,

license renewals, or new service launches. We prioritize visibility and credibility over high-volume advertising.

Our marketing budget is determined and approved by the Executive Chairman on a case-by-case basis. We operate within his directives, ensuring alignment with overall corporate goals.

D. Business Development Approaches

New business is pursued through targeted proposal dispatch, social media business content, strategic referrals, and live presentation opportunities. Our team actively identifies prospects and reaches out using both digital and physical channels.

We have a dedicated Business Development Officer responsible for day-to-day lead generation, follow-up, and on boarding.

Prospects and leads are tracked manually and on Excel sheets. Though not automated, the system is rigorously maintained and reviewed periodically. Customer information, follow-up dates, and project outcomes are systematically logged.

E. Strategic Partnerships & Alliances

We often collaborate with independent consultants, subcontractors, and regulatory experts where specialist input is needed. These partnerships have helped us scale quickly and meet client expectations without compromising quality.

We are open to joint ventures and franchising-style arrangements, especially in the billboard advertising and gas plant sectors. These models support shared risk, quick replication, and expansion into new markets.

Our high-level industry relationships include regulatory consultants, government compliance liaisons, and material suppliers. These networks are instrumental in project delivery and risk mitigation.

F. Proposal Development & Bidding

All bid documents and proposals are prepared by the Business Development Manager, in collaboration with the Executive Chairman where strategic insights are needed.

Our process for identifying opportunities includes:

- Monitoring regulatory agency tenders
- Referrals from industry partners
- Inbound inquiries from marketing campaigns
- Cold outreach to identified prospects in our database

We maintain a well-organized library of proposals, templates, licenses, and supporting documentation for quick adaptation and submission. This archive accelerates our bidding process and ensures compliance with varied client and regulatory expectations.

G. Customer Retention & Upselling

We maintain strong post-project relationships with clients through:

- Periodic check-ins and advisory support
- Offering upgrades and expansions at competitive rates
- Sharing regulatory updates and compliance alerts

We also implement loyalty offerings such as reduced fees for repeat clients and bundled services. After-sales support includes document archiving, routine site inspections (on request), and facility maintenance recommendations.

Our value-added services include:

- Digital congratulatory cards and signage design
- Assistance with advertising licensing
- Real estate marketing for associated properties

These services position us as a long-term partner—not just a project contractor.

H. Digital Presence & Online Strategy

Our digital footprint includes a professional website at www.chestgroup.com.ng, which features project portfolios, service descriptions, contact forms, and regulatory documentation support.

We are active on the following social media platforms:

- WhatsApp: Client support, marketing broadcasts
 - LinkedIn: Business-to-business visibility
 - Facebook: Brand awareness
 - Twitter: Regulatory commentary and outreach
 - TikTok: Visual showcase of projects and team activities
-

I. Growth Targets & Metrics

Our short-term goal is to increase our client base by 30% in the next 12 months, especially in gas plant licensing and construction services. We aim to enter at least three new geographic markets during this period.

Our long-term goal includes:

- Becoming the preferred contractor for petrol station infrastructure across Nigeria

- Launching a tech-enabled client portal for licensing, compliance tracking, and project updates

We measure marketing success through the following metrics:

- Number of qualified leads generated per campaign
- Conversion rate from inquiry to contract
- Client referral rate and repeat business ratio
- Project value growth per annum

Our KPIs include:

- Monthly lead count and follow-up effectiveness
- Percentage of revenue from returning clients
- Proposal-to-win ratio
- Online engagement rates (website)

This Marketing and Business Development Strategy is designed to align our promotional efforts, operational excellence, and customer engagement practices with the overall corporate objectives of growth, profitability, and sustainable market leadership.

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11. GROWTH PLAN AND GEOGRAPHIC EXPANSION STRATEGY

A. Current Business Footprint Tom Chess T Group of Companies Ltd currently operates in the Federal Capital Territory (FCT) and Delta State, with a growing reputation for excellence in the construction of petrol stations, LPG plants, and other specialized energy infrastructure. The company maintains fully functional offices in Abuja (which serves as the operational headquarters), Port Harcourt, and Warri. These locations provide strategic access to key markets in the South-South and North-Central regions of Nigeria. With field teams and administrative support in these locations, the company is well-positioned to efficiently deliver its services across project sites.

B. Growth Vision & Objectives: In line with the company's long-term aspirations, Tom Chess T Group of Companies Ltd envisions establishing itself as Nigeria's most trusted name in petrol filling station and LPG plant design and construction. Over the next five years, the company targets expansion into not less than five additional states, with at least 5 new projects completed annually. Revenue projections are set to grow by 200% in this period, driven by both direct client contracts and recurring business from strategic partnerships.

The company also plans to diversify its service offerings to include solar-integrated CNG refueling stations, advanced automatic car wash installations, and comprehensive real estate development services. This diversification aligns with emerging trends in clean energy adoption, urbanization, and integrated service delivery.

C. Market Analysis & Opportunity Mapping: the South-South region of Nigeria presents the most promising market for the company's expansion, due to the concentration of oil and gas activities, on-going infrastructural development, and the rising demand for professionally built, compliant fuel dispensing facilities. States such as Bayelsa, Akwa Ibom, Cross River, and Edo offer high potential, especially with increasing private sector involvement in petroleum distribution.

Tom Chess T Group also considers underserved markets and high-demand zones across the South-East as viable frontier. The driving forces behind this expansion include the federal government's push for deregulation, urbanization trends requiring retail fuel infrastructure, and a general boom in commercial real estate and transport logistics hubs.

D. Expansion Model & Strategy: the Company's expansion will be executed through direct branch setups in selected states. Each new branch will be staffed with a full team comprising business development officers, project engineers, operations managers, and support personnel. This ensures autonomy, quick decision-making and deep penetration into the local business environment.

Expansion will follow a hybrid model: phased annually to ensure financial sustainability and based on contract wins that warrant immediate mobilization to new areas. Strategic site selection will be guided by client demand, existing infrastructure, local government support, and ease of compliance.

E. Resources & Infrastructure Planning Expansion will require a calibrated increase in human resources, heavy-duty construction equipment, and working capital. The company intends to scale through structured workforce recruitment and training, leasing or procurement of mobile construction units, and phased capital allocation.

Tom Chess T Group has longstanding vendor relationships and reliable logistics partners that allow swift mobilization to new project sites. Where feasible, the company will lease or acquire land for office space, project yards, and equipment storage in key expansion territories, ensuring long-term presence and operational stability.

F. Risk Management & Compliance in New Areas: Compliance with state-specific regulations, engagement with host communities, and alignment with government agencies will be core to the expansion protocol. The company will deploy community liaison officers to build goodwill and establish early communication lines.

Security and operational risks, especially in volatile areas, will be mitigated through local intelligence networks, partnerships with private security providers, and by adhering strictly to regulatory and community expectations. Risk profiles for each new region will be updated regularly to inform executive decisions.

G. Branding & Local Market Penetration: Brand positioning in new markets will emphasize professionalism, safety, and innovation. Tom Chess T Group will leverage a blend of digital marketing, outdoor advertisements, and traditional media to build presence. Strategic use of local ambassadors, influencers, and existing client referrals will support rapid recognition.

Localized marketing strategies will adapt messaging to reflect the cultural and business nuances of the host community. Brochures, radio jingles, and signage will be translated where necessary, and messaging will highlight the company's record of quality delivery and client satisfaction.

H. Strategic Partnerships & Collaborations: Where necessary, the company is open to partnering with local consultants, suppliers, and construction outfits that align with its standards. This will help fast-track project execution and create local economic value.

Tom Chess T Group is also exploring joint venture opportunities with landowners who wish to develop their property for petroleum-related use, and with investors seeking entry into the fuel retailing and infrastructure development space. Such partnerships will be structured to ensure mutual benefits and operational control.

I. Monitoring, Evaluation & Success Metrics: Success of the expansion strategy will be tracked through key performance indicators (KPIs) such as:

- Number of new branches successfully opened
- Volume and value of contracts secured in new regions
- Client satisfaction scores
- Time-to-completion ratios for new projects
- Return on Investment (ROI) from new areas within the first 12-18 months

The Executive Group Chairman will oversee the rollout of the geographic expansion and growth plan, supported by a dedicated growth monitoring committee. Growth targets will be reviewed quarterly, with detailed evaluation reports to guide strategic adjustments and ensure that the company remains on track to achieve its five-year objectives.

Tom Chess T Group of Companies Ltd is primed for sustained national growth and regional dominance. With strong foundational experience, a dynamic leadership structure, and a solid reputation for quality, the company's geographic expansion strategy presents a roadmap to greater visibility, profitability, and industry leadership. By investing in people, processes, partnerships, and places, Tom Chess T Group is not just expanding its footprint – it is expanding its legacy.



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12. FINANCIAL PROJECTIONS & REVENUE STREAMS

Tom Chess T Group of Companies Ltd is strategically positioned in Nigeria's thriving oil and gas infrastructure space, with a strong focus on the design and construction of petrol filling stations and LPG plants. This section outlines a structured financial roadmap, detailing revenue generation, growth assumptions, expense management, and profitability outlook for the next 3 to 5 years, based on available historical data and projected expansion.

A. Revenue Streams

Tom Chess T Group of Companies Ltd generates its core revenues from two major service lines:

- Petrol Station Construction: This includes the design, construction, and automation of modern petrol filling stations.
- LPG Plant Installation: Comprehensive installation and commissioning of LPG bottling and refilling plants.

While these constitute the current primary revenue streams, the company remains open to integrating new income opportunities over time, especially those that align with its existing operations and industry strengths.

The company also benefits from associated operational payments made in the course of executing projects. These contribute to a holistic project revenue picture, complementing the standard service fees charged per project.

B. Historical Financials

In the most recent fiscal year, Tom Chess T Group of Companies Ltd executed a major renovation and automation project valued at ₦600 million for an established fuel retail brand. This single engagement underscores the firm's capacity for large-scale project delivery.

- Annual Revenue (Past Year): ₦600,000,000 (from one major project)
 - Gross Profit Margins: Averaging 30% of project cost, inclusive of direct service fees and associated inflows
 - Major Recurring Costs:
 - Salaries and allowances
 - Project materials and consumables
 - Equipment rentals and maintenance
 - Logistics and site mobilization expenses
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C. Pricing Model & Project Volume

Tom Chess T Group of Companies Ltd operates on a project-based billing structure. Each project is priced individually, with a professional service charge that reflects both the complexity and the scale of work involved.

- Service Fee Model: 10% of total project cost (officially billed)
- Additional Income: An average of another 10% may be derived from associated operational inflows (such as logistics handling, technical supervision, or procurement management), subject to each project's structure.
- Average Project Value: ₦500 million per project
- Annual Project Target: 5 projects per year

The firm executed one high-value project in the last financial year and is focused on scaling up to five high-quality projects per annum across various regions in Nigeria.

D. Growth Assumptions & Projections

With the company poised for controlled geographic and operational expansion, Tom Chess T Group of Companies Ltd forecasts significant revenue growth over the next three to five years. The key growth drivers include:

- Increased market demand for retail fuel infrastructure
- A steady pipeline of new projects from existing and referred clients
- Rising interest in LPG as a cleaner alternative to traditional fuels
- Competitive pricing and service efficiency

Revenue Projection (Based on 5 Projects Annually):

Year	Projects	Average Value	Projected Revenue
2025	5	₦500M	₦2.5 Billion
2026	5	₦500M	₦2.5 Billion
2027	5	₦500M	₦2.5 Billion

The above figures reflect gross project value. The company's actual income from each project includes service fees and other operational value-adding payments.

E. Operating Expenses

Tom Chess T Group of Companies Ltd categorizes its expenses into fixed and variable components:

- Fixed Expenses:
 - Staff salaries and administrative overhead
 - Office Management, rent and utilities (Abuja, Warri, Port Harcourt)
 - Equipment insurance and asset maintenance
- Variable Expenses:
 - Project-specific procurement
 - Site logistics, transportation, and handling
 - Temporary labour and consultants
 - Rentals and third-party subcontracting

Capital Investments Planned:

- Acquisition of dispensing equipment, HDPE Pipes etc. for demonstration and training purposes
- Setup of new project offices in high-growth regions

Estimated investment over the next 3 years is conservatively projected at ₦250 million, funded entirely from company revenue.

F. Profitability & ROI

Tom Chess T Group of Companies Ltd aims to maintain a healthy profitability benchmark, both on a per-project basis and across its portfolio.

- Target Profit Per Project: 30% of the project value, combining direct service earnings with project-related margin opportunities.
- Annual Profit Expectation (From 5 Projects): ₦750 million
- Break-Even Point for New Locations or Service Lines: Within 6–12 months, depending on project size and pace of mobilization.

Financial Risk Outlook:

- Risk of delayed payments from clients
- Rising cost of construction materials
- Regional security and logistics disruptions
- Regulatory changes in construction or LPG licensing

These risks are actively mitigated through upfront agreements, payment milestones, vendor partnerships, and regulatory liaison services.

G. Investment & Funding

Tom Chess T Group of Companies Ltd is 100% self-funded. All capital injections and project mobilization resources are internally sourced from revenue and retained earnings. The company does not rely on external investors or bank loans at this time.

- Current Funding Model: Owner equity and project cash flow
- No active fundraising efforts or capital solicitations
- Expansion into new markets and procurement of capital equipment will be fully revenue-driven

This funding approach ensures lean operations and efficient cost management, allowing the company to remain financially agile.

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H. Financial Tracking & Systems

The company manages its financial operations through a combination of manual systems and Excel spreadsheet. Although rudimentary, these systems have proven effective for budgeting, invoicing, expense tracking, and cash flow monitoring.

- Accounting Method: Manual records and Excel-based tools
- Team: A dedicated internal finance and accounts officer oversees cash flow, payables, receivables, and reconciliations
- Future Plans: Migration to digital accounting platforms (e.g., Tally, QuickBooks or Zoho Books) for improved efficiency and compliance

Internal audits are conducted periodically, and financial reports are prepared in line with on-going project cycles and executive requirements.

Tom Chess T Group of Companies Ltd is on a clear path to sustainable financial growth. With a tested revenue model, efficient pricing structure, and strict cost controls, **the company is targeting a multi-billion-naira annual turnover within three years**. This financial strength supports its on-going expansion and reinforces its reputation as a reliable, professional force in Nigeria's petrol and gas infrastructure industry.

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13. UNDERGROUND TANK REPAIRS: SPECIALIZED SECTION

Tom Chess T Group of Companies Ltd is a premier provider of specialized underground tank repair services in Nigeria, delivering efficient, non-intrusive, and high-performance solutions for petrol and diesel underground tanks. Our reputation is built on superior expertise, adherence to environmental safety standards, and innovative application techniques that restore structural integrity without costly excavation or tank replacement.

A. Scope of Services: Our underground tank repair services are targeted at addressing leaks, stratification challenges, and operational inefficiencies in petroleum storage systems. We primarily:

- Plug underground tank leaks using high-performance Hydroseal technology
 - Perform full tank stratification to restore internal structural integrity and pressure stabilization
 - Handle petrol and diesel tanks alike, providing seamless service regardless of tank type or product stored
 - Offer removal and replacement of tanks only in extreme cases; however, our approach is designed to avoid such costly measures. Through our advanced non-intrusive repair system, we work directly on the tanks without excavation, minimizing downtime and preserving structural installations
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B. Repair Process & Technology: Our step-by-step process includes the following stages:

- I. **Site Inspection & Diagnosis:** A comprehensive assessment is carried out using advanced leak detection tools and pressure testing to determine leak points and stratification issues.
- II. **Degassing & Ventilation:** For safety, tanks are professionally degassed and ventilated to eliminate explosive vapours. We adhere strictly to safety standards and gas-free certification protocols.
- III. **Internal Tank Access:** Technicians enter the tank where required, using confined space protocols. The tank's interior is cleaned, dried, and prepped for treatment.
- IV. **Hydroseal Application:** Hydroseal, a premium-grade sealing compound, is applied directly to leak points and weak zones. It expands and solidifies under pressure, forming a chemical-resistant and fuel-impermeable seal.
- V. **Tank Stratification:** We conduct tank stratification to ensure the floor, walls, and dome is pressure-balanced and reinforced. This process prolongs tank life and ensures safe operational capacity.
- VI. **Final Testing & Certification:** Post-repair, tanks are tested for integrity using hydrostatic pressure tests. Once certified leak-free, they are recommissioned for use.

Technology Highlights:

- i. **Hydroseal Sealant:** High-grade polymer-based material designed to resist fuel corrosion, expand within micro-cracks, and maintain elasticity.
 - ii. **Non-Intrusive Repair Technique:** Eliminates need for tank excavation or displacement, reducing environmental impact and operational disruptions.
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C. Expertise & Personnel: Our tank repair operations are executed by a team of highly experienced engineers, technicians, and certified safety officers. We maintain a hybrid workforce made up of both in-house experts and specialized outsourced professionals, depending on the complexity of each job.

Certifications held by our team include:

- Petroleum Equipment Maintenance Certification
- Confined Space Entry and Rescue Certification
- Environmental Compliance & Safety Standards (Local & International)

With years of field experience and a safety-first work culture, our personnel consistently deliver durable and regulation-compliant repair outcomes.

D. Risk Management & Safety: Underground tank repair carries inherent risks related to fuel contamination, vapour accumulation, and structural instability. At Tom Chess T Group, we mitigate these risks through:

- Comprehensive Pre-Work Safety Analysis: Conducting hazard identification and risk assessment prior to repair commencement.
 - Degassing Protocols: Implementing full degassing procedures to eliminate explosive vapours inside tanks.
 - PPE & Monitoring: Our personnel are equipped with full PPE (flame-retardant coveralls, SCBA kits, gas detectors, ventilation fans, helmets, gloves, boots, and harnesses). Continuous air monitoring ensures oxygen levels and vapour content remain safe.
 - Tank Structural Assessments: Before entry, tanks are assessed for potential collapse risk. Repairs are staged to stabilize weak zones.
 - Environmental Compliance: We align our work with DPR (Department of Petroleum Resources) and NESREA environmental protection guidelines.
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E. Cost and Timeline: Though pricing varies based on the extent of damage and tank size, most standard underground tank repair projects are completed within two weeks. We prioritize quality over speed while still ensuring operational timelines are respected.

Each repair project comes with a warranty, offering peace of mind and assurance of quality.

F. Past Projects & Clients: We have completed several underground tank rehabilitation projects across Nigeria for notable clients in both the private and public sectors. While confidential client data prevents public disclosure, our results have contributed to operational continuity, cost savings, and environmental compliance in all cases.

We maintain a visual repository of before-and-after documentation, showcasing our consistent ability to restore leaking tanks to full operational status without excavation, as demonstrated by our project execution history

G. Why Choose Tom Chess T Group of Companies Ltd

- Non-Destructive Solutions: We offer excavation-free underground tank repairs, preserving site integrity and cutting costs.
- Advanced Hydroseal Technology: Our sealing materials are fuel-resistant and long-lasting, ensuring reliability.
- Certified & Experienced Personnel: Our hybrid workforce brings together top-tier technical and safety compliance expertise.
- Full Safety Protocols: Gas detection, tank degassing, PPE use, and risk management procedures are standard.
- Timely Delivery & Warranty: Projects are delivered within a fixed timeframe and backed with warranty support.
- Client-Centred Service: We provide on-going post-repair support, emergency response readiness, and detailed client communication at every stage.

Our specialized service ensures that petroleum marketing firms, station operators, and depot managers no longer need to shut down or excavate due to underground tank issues. With Tom Chess T Group of Companies Ltd, solutions are brought to your tank—not your tank to the solution.

Underground tank repairs are no longer synonymous with downtime, excavation, or excessive capital outlay. Tom Chess T Group of Companies Ltd delivers a smarter, faster, and more durable approach. We are the future of fuel infrastructure maintenance in Nigeria.

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CONCLUSION

Tom Chess T Group of Companies Ltd has consistently demonstrated its unwavering commitment to excellence, safety, innovation, and sustainable growth across all facets of its operations. From the construction and upgrade of petrol filling stations to the intricate work of LPG plant installations and advanced underground tank repairs, our business philosophy is rooted in value creation, operational integrity, and the pursuit of long-term client satisfaction.

This comprehensive document reflects not only the depth and breadth of our technical capabilities but also the strategic foresight guiding our expansion, financial prudence, human capital development, and brand positioning. We have established a strong presence in the Federal Capital Territory (FCT), Delta State, and beyond—built on a foundation of trust, expert project delivery, and client-focused solutions. With our operational headquarters in Abuja and field offices in Warri and Port Harcourt, we are poised for further geographic expansion in the South-South region and other emerging growth corridors in Nigeria.

Our commitment to quality is not simply a business objective—it is a corporate culture. This culture informs our talent recruitment and retention strategy, our approach to risk management, our insistence on regulatory compliance, and our capacity to deliver cost-effective services without compromising safety or project excellence.

Looking ahead, Tom Chess T Group remains self-funded, deliberately growth-driven, and strategically positioned to seize new market opportunities through partnerships, innovation, and unmatched service delivery. We have designed systems that ensure operational efficiency and fiscal responsibility, enabling us to scale sustainably while maintaining profitability.

Above all, we are committed to building enduring relationships—with clients, communities, and stakeholders—grounded in mutual respect, accountability, and transparency. Every project we undertake is not just a contract fulfilled; it is a statement of our values and a promise to do more, better.

As we move into the next phase of our growth and expansion, we remain focused on delivering value beyond expectation, creating safe and sustainable infrastructure, and upholding our reputation as a leading player in Nigeria's petroleum engineering and infrastructure services sector.

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