

S/No	Industry	Our Service Model
1	Advanced Electronics	<p>Advanced Electronics</p> <p>In line with the quest of customers for self-service across layers of interactions hitherto executed by humans. Impact of Big Data, Artificial Intelligence, Supercomputing, Semiconductors etc. has remain outstanding that a small handheld device can accommodate information that could occupy a city-full floppy, Micro SD CD plates etc before now. This has further enhanced the rate of automation across industries and societal fabrics of the Afrcan Continent. However, opportunities for automation & customizations still exist in areas where technological virtues have not been fully embrased or implemented.</p>
2	Aerospace, Defense and Government Services	<p>Aerospace, Defense & Government Services</p> <p>Aerospace, defense and government services firms are facing several industry challenges and changes. Aerospace companies are experiencing a rebound in demand from emerging markets such as ours, hence the need for proper analysis of As Is situations vs. To Be requirements, precursor to proper planning towards the replacement of legacy machines & equipment with replica of what the developed market fleets have. Meanwhile, defense ministries in Africa are facing declining budgets – with umpteenth surge in crisis, insurgency & wars. Business Transformation is poised to assist clients in optimizing current strategies as we have experienced military servicemen of all professional extractions in our workforce</p>
3	Agriculture	<p>Agriculture (Food-processing, Storage and Nutrition)</p> <p>Our team is currently on many agro-allied support service engagements having worked on many in the past. As stakeholders and value aggregators in the agriculture industry our partners harmonize resources across value chains thereby helping clients achieve superior results across metrics that matter to them. We collaboratively engage with our client’s workforce to anticipate potential industry game-changers, while applying differentiated strategies on agricultural trends and opportunities – resulting in businesses with deep foundational paths that assure enduring stakeholder profitability, sustainability and continuity. The opportunity for growth of the agro-allied industry on the African continent is endless – further brightened by the AfCFTA which is billed to start soon.</p>
4	Airlines and Transportation	<p>Our transportation specialists support transportation and logistics companies in their strategic, tactical and operational improvement activities. Our team’s data management prowess enhances top management’s decision making efforts in the face of unforgiving timetables, complex pricing decisions and volatile inputs costs. We cover various forms of transportation e.g. Passenger, Freight Services & Logistics and Air Transportation & Services.</p>

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5	Automotive	<p>Automotive</p> <p>Faced with especially demanding strategic questions ranging from portfolio composition, to digitalization and future mobility business models, the decisions automotive companies make today will determine winners and losers over the next decade. More than ever, operational and organizational optimization is required to offset high investments in technology, capacity and talent. Business Transformation works with companies across the automotive value chain to address these challenges. We help top management make breakthrough decisions that generate profitable growth through improved cost positioning, operational effectiveness and efficiency.</p>
6	Chemical & Allied Products	<p>Chemicals</p> <p>The global market for chemicals is one of the most turbulent industries in the world. Upstream shifts in the cost and availability of both conventional and unconventional feedstocks are forcing companies to evaluate geographic and product portfolios. Macroeconomic forces are changing the demand patterns for some chemicals to developing countries and accelerating demand for certain specialty chemicals. To each client engagement we do, our team brings deep chemical market experience and the ability to draw lessons from other industries that have experienced similar levels of turbulence in recent past. Our specialist approach to safe transportation and storage is also highly sought after.</p>
7	Consumer Packaged Goods	<p>Consumer Packaged Goods & Products</p> <p>Consumer products companies face new challenges created by complex consumer and shopper behavior, retail consolidation and emerging markets. But these same challenges also open new routes to profitable growth. Our team is helping to increase profits and build sustained value for leading consumer product companies worldwide. We have worked with top African brands in the last 17years, therefore poised to deploy our experience in optimizing return on investment for our clients.</p>

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8	Energy (e.g. Electric Power & Natural Gas)	<p>Energy</p> <p>Energy is heat. It is light. It is work. It is either generated or harnessed from various forms of resources (mostly natural or occasionally synthetic). Today's energy companies know that powering our world means thinking beyond industry definitions, pushing performance boundaries and redefining markets. Business Transformation's energy experts provide your company with deep experience across the oil & gas, utilities & renewables and petrochemicals sectors to deliver operational excellence and fuel strategic growth.</p>
9	Financial Services	<p>Financial Services</p> <p>From banking, investment services, pension administration and insurance to wealth management and securities distribution, We have dedicated financial services teams serving all major areas of the financial services industry, within the African continent. Our work draws on decades of experience on the field - the expertise of our team of professionals. Our understanding remains that financial services players will need to harness better business models to overcome shortcomings of the past relative to current challenges. The team draws on deep experience across industries to help financial services institutions in every region, to find innovative ways to optimize processes, reduce back office costs, align IT, manage risks, capture the economic benefits of building loyal customers, and planning effective navigation paths in evolving competitive and regulatory landscapes.</p> <p>We collaborate with leading institutions in the banking and insurance sectors in all major areas, including:</p> <ul style="list-style-type: none"> Retail banking Private banking and wealth management Clients and capital markets business Transaction banking Asset management Life and property insurance Health insurance Reinsurance Risk, liquidity and capital management Stock markets

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		<p>Our expertise in financial services empowers us to look beyond the industry today and draw upon our capabilities across complementary / lateral service sectors. We tailor these offerings to the needs of our financial services clients to help them solve problems or pursue opportunities in other areas such as:</p> <ul style="list-style-type: none"> Growth strategy Organizational effectiveness Operational excellence Compliance Information technology Mergers and acquisitions Change management Private equity Performance improvement Customer experience Customer loyalty and insights
10	Forest Products, Paper & Packaging	<p>Forest Products, Paper & Packaging</p> <p>Forest products, paper and packaging is a huge industry vertical that spans a diverse range of sub-sectors. In Nigeria & the West African Coast, some segments will continue to grow (flexible packaging, tissue); some appear stagnant (paper-based packaging) due to the state of paper manufacturing firms within Nigeria and other countries (being primarily owned by government – thereby un-operational or under-utilized); and others have faced the twin challenges of uncertain secular decline combined with economic volatility (coated paper, newsprint, uncoated freesheet paper). All markets are growing rapidly in the developing world—attracting new capacity and offering growth opportunities to those willing to invest. Our partners here are at the forefront of revamp of moribund firms – with strategic impetus to reactivate for profitable engagement of stakeholders and their representatives.</p>
11	Healthcare Systems & Services	<p>Healthcare Systems & Services</p> <p>Healthcare companies face dramatic changes in customer behavior, market dynamics and regulatory demands. Our works with healthcare clients aim to deliver better value for patients, fuels-innovation and reduces cost and</p>

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		complexity of operating systems. We seek value-addition across their business components and strategies relative to target customers, places, promotional activities and pricing of outputs.
12	Metals Mining & Heavy Equipment	<p>Metals Mining & Heavy Equipment</p> <p>Mining of precious stones, various extractives and rare metals has been a human activity since pre-historic times. Modern mining processes involve prospecting for ore bodies, analysis of the profit potential of a proposed mine, extraction of the desired materials, and final reclamation of the land after the mine is closed. Our support partners deploy strategies that enhances the enterprise resource planning, customer relationship management system, special depth monitoring sensors and computation systems, drilling rigs etc.,</p>
13	Oil, Gas & Petrochemicals	<p>Oil, Gas & Petrochemicals</p> <p>Nigeria and many African countries are hydrocarbon (Oil & Gas) rich. However petrochemical, in the strictest sense, any of a large group of chemicals (as distinct from fuels) derived from petroleum and natural gas and used for a variety of commercial purposes. Our chemical engineers and scientific partners work progressively with clients to improve current performance while positioning services and product offerings for future market, competing products and the competition.</p>
14	Infrastructure Construction & Building Products	<p>Infrastructure, Construction & Building Products</p> <p>Business Transformation has a long history working with the world’s leading construction and building products firms. We have worked with our clients across multiple global and regional construction market cycles—together with our clients, we develop strategies & tactics that will deliver results across favorable and unfavorable market environments.</p>

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15	Paper, Forest Products and Packaging	<p>Paper, Forest Products and Packaging</p> <p>Discovery of paper and allied products remain one of the most outstanding discovery of the world since the pre-civilization era. Paper as a forest product has also transformed over the ages as either a communication, packaging or as hybrid component of manufacturing of other products. Current global digitization efforts have also emphasized reduced usage of papers as one of the materials for communication and preservation of information. Moreover, this and other constraints have not reduced the usage of papers as usage continues to increase exponentially. This is why as a forward-looking firm we have found growth within organs of our client’s firms by implementing consistent cost enhancement programs, refocusing their portfolios, transforming their organizational structures, and searching for operational improvements. Their innovation and R&D, especially in packaging and digitization, were seen to help clients realize growth in their operations and target markets.</p>
16	Pharmaceuticals & Medical Products	<p>Since pharmaceutical industry discovers, develops, produces, and markets drugs or pharmaceutical drugs for use as medications to be administered (or self-administered) to patients, with the aim to cure them, vaccinate them, or alleviate the symptoms. While medical products are used to diagnose or manage patients. Examples are. exam gloves, swabs, mattresses, lab products, protective garments, drains, dressings, etc. Our partners responsible for serving the needs of these industries support all start-up, growth and continuous improvement needs of clients – we assure progressive sustainability of these going-concerns, being sometimes highly-g geared capital intensive entities.</p>
17	Private Equity	<p>Private Equity</p> <p>Our private equity support partners, assist clients in raising funds from institutions and wealthy individuals, who desire to invest money in buying businesses or going-concerns they believe have future propensity to grow their funds. We ensure that such firms get properly structured thereby laying veritable preservation of investor’s funds / trust. Many organizations crave funds from banks, venture capitalists, crowdfunding ventures, members of the public, family, friends etc., without due diligence on elements that indicates effectiveness and efficiency. These we do with clients pre and post investments thereby enhancing their sustainability and progressive profitability, for value creation and preservation for all stakeholders.</p>

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18	Public & Social Sector	<p>Public & Social Sector</p> <p>Our partners here assure alignment of clients to needs of their environments, people and other social / public contents. We provoke their thinking towards continuous questioning of current situation, circumstances and events – seeking how to be relevant to their yearnings. While we understand that it takes focus to transform public-sector agencies in order to serve a diverse set of people. A ready reference, based on lessons from top business leaders and experienced government officials remains veritable tools that grants access to root causes of issues which informs solutions proffered by support teams. The African public & Social sectors require speedy re-engineering in order to enhance its chances of partaking in the benefits of the 4th industrial revolution – currently ongoing. Therefore our partners support stakeholders across constituents in these sectors to transform for progressive improvement service delivery to members of the public.</p>
19	Real Estates	<p>Real Estates</p> <p>Our partners understand that real estate is the property, land, buildings, air rights above the land and underground rights below the land. The term real estate means real, or physical, property. We are saddled with tasks that assist clients in planning, acquiring and running their real estates holding as asset that brings in desired returns in consistent fashion. Partners understand that cultural differences across climes drive how real estates are managed in different parts of Africa. These we factor into our various strategies thereby positioning client’s real estates / assets for incremental value appreciation. We have experts in residential real estate, industrial real estate, commercial real estate and land. However we deploy strategies that broadens ownership of real estates across various customer segments offering packages customized to their desires and social conditions.</p>
20	Retail & Commerce	<p>Retail & Commerce</p> <p>We understand that the term retail, as it is used today often refers to both traditional in-store retail and electronic commerce or e-commerce. E-commerce refers to the sale or purchase of goods or services, conducted over computer-mediated networks. The goods and services are ordered over those networks, but the payment and the ultimate delivery of the good or service may be conducted on or off-line. This platforms / media presents golden opportunities to African businesses enabling them to globalize their offerings. Our partners interact with MSMEs, corporate entities, non-governmental concerns etc., in order to enhance their transformation from the analog realm where they currently function to the digital phase of operation. Mobile penetration around the continent is on the rise, with several private and governmental entities seeking profitable pathways to deploy broadband services, non-digitally compliant businesses of today, may lose market relevance if adequate digital positioning strategies are not developed and implemented.</p>

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21	Semiconductors & Allied Industry	<p>Semiconductors & Allied Industry</p> <p>Strategic positioning of China – which remains a global power today is anchored on her policies that encouraged industrially advanced corporation of yesteryears to establish their production concerns within their territories. This resulted in giant leap that led to involuntary knowledge transfer to the locals thereby accelerating their growth and development in less than 3 decades. Such opportunities are what our partners create for our semi-conductors and allied industry clients, encouraging them to position as global players that optimize value that reduces risks, wastes, process defects and absence of required local contents in their firms. Our strategies expands industry knowledge / opportunities that make out a level-playing field for big-time players to partner with local industrialists for optimal benefits to stakeholders.</p>
22	Technology (IT) & Communications	<p>Technology (IT) & Communications</p> <p>Communications technology, also known as information technology, refers to all applications, equipment and programs used to process and communicate information. Professionals in the communication technology field specialize in the development, installation, and service of these hardware and software systems – these we facilitate through clear elicitation of clients requirements, strategies and designs. We proceed to support implementation and deployments as desired across stakeholder domains. Partners experientially integrate basic structural elements of client’s processes with tested frameworks for design, test and implementation of cutting-edge support solutions.</p>
23	Transport & Logistics	<p>Transport & Logistics</p> <p>Considering huge deficit in infrastructures and other elements that make up transport and logistics in Africa – our partners synergize strengths of existing stakeholders and prospective players / investors, in order to harness the opportunities. Transport being the movement of people, animals and goods from one location to another (as defined by Wikipedia). Modes of transport include air, rail, road, water, cable, pipeline and space. The media here, can be divided into infrastructure, vehicles and operational components. Transportation is also important since it enables trade between people, which in turn establishes civilizations. Whereas, logistics is defined as the process of planning, implementing, and controlling procedures for the efficient and effective transportation and storage of goods including services, and related information, from the point of origin to the point of consumption, for the purpose of conforming to customer requirements. Having these understanding of the complementary concepts our stakeholders are also strategically aligned to informal & formal Travels, Transport & Logistics operators, seeking effective – efficient ways of rendering services across the African continent.</p>

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24	Textiles & Apparels	<p>Textiles & Apparels</p> <p>Our team of partners understand that textile and apparel industries are one of the fastest-growing industries, providing employment to millions. Moreover the textile and apparel industry is characterized by unpredictable demand, short product life cycles, quick response time, large product variety, and a volatile, inflexible, and complex supply chain structure (Fischer, 1997). Having lost out in the recently concluded industrial revolution, most African traditional factories lost the race to more agile firms in Asia, Europe and America. This phenomenon led to bankruptcy of the local African textile / apparel firms, as a result of availability of cheaper / better substitutes in the market. While several governments seek to revamp the industry, our partners are positioned to create synergies between local entrepreneurs with knowledge, skills and abilities and their established foreign partners, for a Win-Win partnership.</p>
25	Youths Development & Sports (Public & Private)	<p>Travels, Hotels & Tourism</p> <p>Retrospectively, the travel and tourism industry was one of the biggest and fastest growing industries across major parts of the globe. Also tourism comprises the activities of persons travelling to and staying in places outside their usual environment for not more than one consecutive year for leisure, business and other purposes. However opportunities for unrestrained growth is currently being explored by our partners, via several synergistic impetus and environmental needs of target markets. Furthermore growth is rife within the industry as Africans integrate trade amongst themselves through her intercontinental treaties / agreements, one of which is AfCFTA. We engage existing customers and new across this industry to develop seasonal strategies that empower their going concerns for steady growth, improvement and development.</p>
26	Youths Development & Sports (Public & Private)	<p>Youths Development & Sports (Public & Private)</p> <p>This segment is dear to the hearts of all our partners in the firm. Having believed that through public-private partnerships, youth development / sports are able to stay up and running, in society's quest for stable and virile communities. The public aspect of this is structured to be powered by local / state government agencies, while the private aspect is billed for operation by non-profit organizations or other interested non-commercial ventures. We recognized the need to prepare a youth with enhanced physical / mental development with penchant crave for continuous development – veritable impetus for just and prosperous society.</p>