

Techbuild Contractors Analysis(2024)

Client Name

All

Contract Status

- ☐ Active
☐ Completed
☐ Pending

Payment Status

- ☐ Paid
☐ Partial
☐ Unpaid

Months

All

₦416.5M

Total Contract Value

₦233.5M

Revenue

183M

Outstanding Balance

-₦100.3M

Actual Profit

₦82.7M

Projected Profit

69.95%

Collection Rate

Sum of Revenue Sum of Contract Value (Naira)

100M

50M

0M

2024 April

2024 May

2024 June

2024 July

2024 August

2024 September

2024 October

2024 November

2024 December

Payment Status of Clients

Payment Status Paid Partial Unpaid

Unpaid

Paid

Partial

Top Clients By Contract Value

Warri Port Authority

Uvwie LGA

Coastal Marine Services

Shell Vendor Network

Warri Refinery Services Ltd

0M

10M

20M

30M

40M

50M

Top Clients

Client Name

Contract Value

Revenue

Outstanding

Coastal Marine Services

₦41,500,000

₦18,000,000

₦23,500,000

Shell Vendor Network

₦38,000,000

₦15,000,000

₦23,000,000

Uvwie LGA

₦45,000,000

₦25,000,000

₦20,000,000

Warri Port Authority

₦52,000,000

₦52,000,000

₦0

Total

₦208,500,000

₦130,000,000

₦78,500,000

Summary Table

Client Name

Contract Value (Naira)

Amount Received

Amount Spent



Outstanding

Total Projected Profit

Contract Status

Payment Status

OilServe Nigeria Ltd

₦27,500,000

₦0

₦22,000,000

₦27,500,000

₦5,500,000

Active

Unpaid

Coastal Marine Services

₦41,500,000

₦18,000,000

₦33,000,000

₦23,500,000

₦8,500,000

Active

Partial

Shell Vendor Network

₦38,000,000

₦15,000,000

₦29,000,000

₦23,000,000

₦9,000,000

Active

Partial

Osubi Airport Authority

₦21,300,000

₦0

₦16,500,000

₦21,300,000

₦4,800,000

Pending

Unpaid

Uvwie LGA

₦45,000,000

₦25,000,000

₦38,000,000

₦20,000,000

₦7,000,000

Active

Partial

Local Energy Co-op

₦19,600,000

₦0

₦15,000,000

₦19,600,000

₦4,600,000

Active

Unpaid

Delta Rural Electrification

₦24,800,000

₦10,000,000

₦19,500,000

₦14,800,000

₦5,300,000

Active

Partial

Warri Refinery Services Ltd

₦32,000,000

₦20,000,000

₦26,500,000

₦12,000,000

₦5,500,000

Active

Partial

Apex Logistics Ltd

₦7,900,000

₦0

₦6,300,000

₦7,900,000

₦1,600,000

Pending

Unpaid

Sunrise Farms Ltd

₦14,200,000

₦7,000,000

₦11,300,000

₦7,200,000

₦2,900,000

Active

Partial

Community Health Initiative

₦6,200,000

₦0

₦4,900,000

₦6,200,000

₦1,300,000

Pending

Unpaid

Bright Homes Ltd

₦12,750,000

₦12,750,000

₦9,800,000

₦0

₦2,950,000

Completed

Paid

Delta State Water Board

₦18,500,000

₦18,500,000

₦14,200,000

₦0

₦4,300,000

Completed

Paid

Divine Touch Hospital

₦8,750,000

₦8,750,000

₦6,800,000

₦0

₦1,950,000

Completed

Paid

Federal Housing Scheme

₦11,400,000

₦11,400,000

₦9,100,000

₦0

₦2,300,000

Completed

Paid

Total

₦416,500,000

₦233,500,000

₦333,800,000

₦183,000,000

₦82,700,000

Insights & Recommendations (2024)

Cashflow Problem. Good Contracts Bad Collections

Despite a strong **N416.5M** contract value deals , slow collections have pushed the business into a **cashflow negative position**. This means Techbuild is currently financing the operations of contracts with its own capital.

Major Collection Issue

Actual profit is negative N100.3M due to outstanding owed by some clients

25% of clients have paid nothing till date (zero-payment risk)

Oilserve, Coastal and Shell contracts have the largest unpaid balances

Oilserve, Osubi airport authority and Local Energy Co-op have made zero payment to date

Government Client Dependency

Uwvie LGA and Warri Port make up 26% of the total contract value

Slow payments from Uwvie LGA (20 million outstanding) and Oilserve

High value but high churn; strategy lacks upfront deposit

Contracts Are Profitable

Project pipeline is profitable if collections are made

N82.7M projected profit if all receivables are collected

Completed Contracts show that Clients do pay in full when projects are completed.

Recommended Management Actions

Prioritize immediate follow-up on N183M receivables to improve cashflow

Enforce upfront deposits for Uwvie LGA and other government contracts

Reprioritize, pause new work for Apex, Oilserve and Osubi Airport Authority until initial payments are secured.