

...built around you



**CORPORATEPROFILE**



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📍 **ASO Grove Estate, Abuja**

ASO Savings & Loans PLC is a Primary Mortgage Institution (PMI), incorporated in Nigeria as a limited liability company on November 9, 1995.

We formally commenced business on January 2, 1997 and converted to a public liability company (PLC) on September 22, 2005.

We are regulated by the Central Bank of Nigeria under the Mortgage Institution Decree No. 53 of 1989 to carry out the business of mortgage banking in Nigeria.

Between November 2006 and January 2007, we transited from a majority Government owned Company to a majority privately owned Company with Government holding about 16% of the Company's equity, and in the process acquired over 3,000 new shareholders. As at December 2007, ASO had shareholders funds in excess of N4.5bn.

We were listed on the floor of the Nigerian Stock Exchange on April 25, 2008.



## ● **OurVision**

To be the Mortgage Bank of Choice.

## ● **OurMission**

To build mutually profitable relationships anchored on a passion for excellence.

## ● **OurAchievements**

- Over N30 billion mortgage originations for over 12,000 homeowners.
- Successfully championed and originated mortgages for over 88% of the residential mortgage securities during the 2007 N25billion Sale of Federal Government Houses bond in Abuja.
- Delivered social mortgages to numerous beneficiaries under the National Housing Fund Scheme.
- Built a deep and unsurpassed working knowledge of the FCT and now operates from twenty-one (21) branches and two cash centers within the FCT, Lagos, Rivers, Ondo, Kano, Niger, Kaduna and Edo states of the Federation.
- Directly developed five housing estates around Abuja.

## ● **OurRecognition**

ASO has been recognized by various bodies including:

- 2013 **LEADERSHIP MORTGAGE BANK OF THE YEAR 2012**
- 2012 **LEADERSHIP MORTGAGE BANK OF THE YEAR 2011.**
- 2012 **NATIONAL LEADER IN MORTGAGES** (agusto & Co. Report)
- 2011 RIMA Awards for **RECORDS AND INFORMATION MANAGEMENT**
- 2010 **SECTORAL LEADERSHIP AWARD** for Mortgage Companies in Nigeria
- 2010 Winner of the Pearl award for '**BEST MORTGAGE INSTITUTION IN NIGERIA FOR 2009**'.
- 2010 Winner of the **GUARDIAN 2010 BRAND OF THE YEAR FOR SAVINGS AND LOANS COMPANY OF THE YEAR.**

- 2009 Awarded **TRIPLE A RATING (SHORT TERM)** by Global Credit Rating Co. (GCR)
- 2009 Winner, Microsoft Business Transformation Award for **ENTERPRISE PERFORMANCE MANAGEMENT**
- 2009 MBAN **AWARD OF EXCELLENCE**
- 2009 Winner of the **LEADERSHIP NEWSPAPER'S MORTGAGE BANK OF THE YEAR AWARD.**
- 2008 Awarded **TRIPLE A RATING (SHORT TERM)** by |Global Credit Rating Co. (GCR)
- 2008 Nominated by the Nigeria Stock Exchange as the **OTHER FINANCIAL INSTITUTION OF THE YEAR.**
- 2008 Winners of the **GOLD STAR AWARD FOR WORLD QUALITY COMMITMENT IN PARIS, FRANCE.**

## ◉ Our **Corporate Statement**

We shall entrench ourselves by consistently delivering unmatched seamless services and products that exceed expectations.

## ◉ Our **Stakeholders focused Themes**

- Act on strong business principles
- Performance delivery with a long term view
- Engage and relate with added value
- A dynamic and caring innovator.

## ◉ **Core Values**

- Respect for the individual
- Integrity
- Innovation
- Passion
- Excellence

# ABOUT US - WHERE WE ARE COMING FROM

**2012** National Leader in Mortgages (Agusto & Co. Report)

**2012** Leadership Mortgage Bank of the Year 2011

**2011** RIMA Awards for Records and Information Management.

**2010** Winner of the Guardian 2010 Brand of the Year for Savings and Loans Company of the year.

**2010** Sectoral Leadership Award for Mortgage Companies in Nigeria.

**2010** Winner of the Pearl award for 'Best Mortgage Institution in Nigeria for 2009'

**2009** Awarded triple A Rating (Short Term) by Global Credit Rating Co. (GCR)

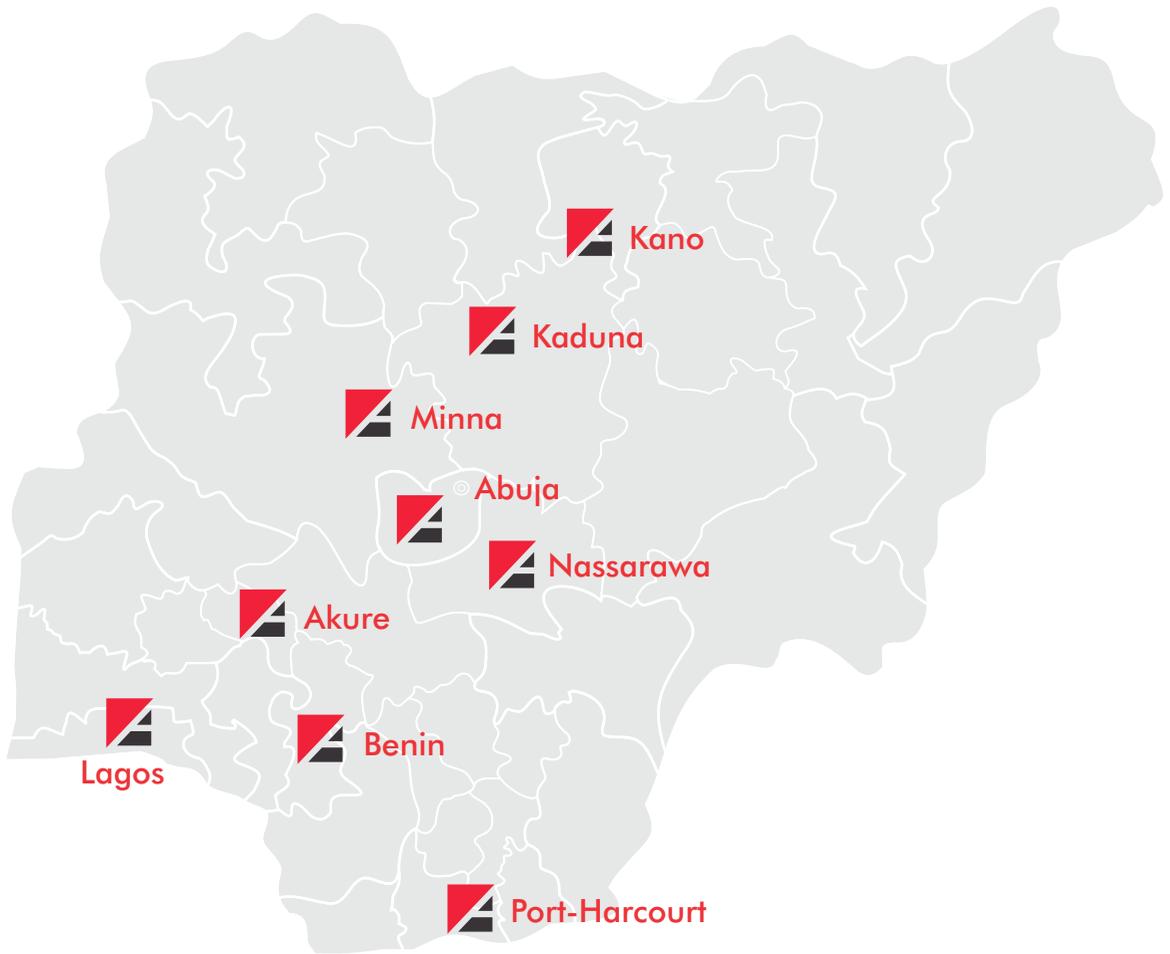
**2009** Winner, Microsoft Business Transformation Award for Enterprise Performance Management

**2009** MBAN Award of Excellence, 2008-Awarded triple A Rating (Short Term) by Global Credit Rating Co.(GCR)

**2009** Winner of the Leadership Newspaper's Mortgage Bank of the Year award.

**2008** Nominated by the Nigeria Stock Exchange as the Other Financial Institution of the Year.

**2008** Winner of the Gold Star Award for World Quality Commitment in Paris, France.



## Corporate Head Office

Plot 266, FMBN Building, Cadastral Zone AO,  
Central Business District, Abuja.  
Tel: +234 (09) 623 3233, +234 (0) 704 163 1121

### ABUJA

- ✦ **Area 7 Branch**  
5, Abriba Close, Area 7, Garki.
- ✦ **Area 11 Branch**  
Plot 599, Cadastral Zone A3,  
Sharon Shopping Centre,  
Ahmadu Bello Way, Garki, Area 11
- ✦ **Bwari Branch**  
Bwari Township Highway, Bwari
- ✦ **Eagle Square Branch**  
Parking Lot, Federal Secretariat Building,  
Central Business District.
- ✦ **Garki II Branch**  
Plot 1580 Kabo Crescent, Garki II, Abuja
- ✦ **Gudu Branch**  
Gudu Market.
- ✦ **Head Office Branch**  
Plot 266, FMBN building, Cadastral Zone AO,  
Central Business District.
- ✦ **Jikwoyi Branch**  
Phase One, Near Jikwoyi Police Station, Jikwoyi.
- ✦ **Kado Branch**  
Kado Fish Market, Kado.
- ✦ **Kubwa Branch**  
Plot 185, Hamza Abudullahi Road  
Off Gado Nasko Street.
- ✦ **Kuje Branch**  
Area Council Secretariat Road, Kuje
- ✦ **National Assembly branch**  
Three Arms Zone, National Assembly
- ✦ **Wuse Branch**  
Wuse Market, Zone 6.

### Zuba Branch

Along Zuba Motor Park Road, Zuba.

### EDO

#### Benin Branch

6, Akpakpava Road, Benin City, Edo.

### KADUNA

#### Kaduna Branch

28, Imam House, Ahmadu Bello Way, Kaduna.

### KANO

Murtala Mohammed Way  
No 18, Opposite Daula Hotel, Kano.

### LAGOS

#### Victoria Island Branch

No. 18, Construction House,  
Adeyemo Alakija Street, Victoria Island,  
Lagos.

### Lagos Branch

19, Oba Akran Way, Ikeja, Lagos

### NASSARAWA

Keffi/Nyanya Road, Mararaba,  
Nasarawa State.

### NIGER

NICON Building, No. 1, Bank Road,  
Minna.

### RIVERS

No. 27, Aba Road,  
Beside PDP Secretariat, Port- Harcourt.

### ONDO

Tisco House Alagbaka, Akure.

## Cash Centers

### CENTRAL BUSINESS DISTRICT

Federal Secretariat Complex,  
Central Business District, Abuja

### GWAGWALADA

High Court, Along Specialist  
Hospital Road, Gwagwalada, Abuja

### MABUSHI

VIO Office, Mabushi, Abuja

### MAITAMA

FCT High Court, Maitama, Abuja

### WUSE ZONE 2

High Court, Zone 2, Abuja



● Lakeview Estate, Kado, Abuja

## INDIVIDUAL BANKING SOLUTIONS



### ○ Current Account



A low maintenance current account to use for your basic banking needs

#### Features

- Opening Account Balance of N10,000.00
- Minimum Balance of N1,000.00
- Automatic Loan Account



A basic current/checking account customized to meet the needs of Nigerians in Diaspora.

#### Features

- Opening/Minimum Account Balance of N30, 000.00
- Automatic Loan Account



A superior current account with savings account features, great for individuals with high volume transactions. This account is a non-borrowing account with zero COT charge if the minimum balance frequency is maintained and withdrawal statement is incomplete

#### Features

- Opening and minimum balance of N100,000 for individuals and 250,000 for corporate account holders.
- Customized Cheque Book
- Zero COT charge (if minimum balance is maintained)



## ○ Savings Account



A simple savings account with a low opening balance.

### Features

- Opening Account Balance of N2,000.00
- Minimum Daily Balance of N1,000.00
- Attractive Interest Rate



A basic savings account customized to meet the needs of Nigerians in Diaspora.

### Features

- Opening/Minimum Account Balance of N30,000.00
- Cash transfer to and from other Accounts
- Attractive interest rates



This superior savings account enables instant cash withdrawal without any notice or charges. This account is great for traders and start-ups trying to avoid COTs.

### Features

- Opening/Minimum Balance of N10,000.00
- Cash transfer to and from other accounts
- Lodgement of Dividend Warrants
- Personalised Withdrawal Book (Not Valid for Clearing)



## ○ Savings Account



A savings account for children. It is an ideal way to start saving towards your child's future.

### Features

- Opening/Minimum account balance of N5,000
- Convenient gift certificate available
- Account only available to persons under 16 years old
- Waiver on charges for bank draft for payment of school fees
- Converts to regular current account once child turns 16, or becomes a university undergraduate (on application)



A target savings account for holy travel.

### Features

- Opening and Minimum balance of N50,000
- Account can be converted into a regular savings account after trip
- Customers notify ASO of travel plans at least 45 days before planned travel
- Customers indicates target amount and a flexible deposit option is arranged i.e. daily, monthly, quarterly



## ○ Savings Account



The My House Account is a target savings account that gives account holders the opportunity to save towards a mortgage. It has four savings options under this product.

### Features

 <b>My House Tiers</b>	 <b>Opal Account</b>	 <b>Pearl Account</b>	 <b>Ruby Account</b>	 <b>Black Diamond Account</b>
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	<b>Tier 1</b>	<b>Tier 2</b>	<b>Tier 3</b>	<b>Tier 4</b>
<b>Opening Balance</b>	N10,000	N20,000	N200,000	N500,000
<b>Minimum Monthly Payments</b>	N7,000 – N19,999	N20,000 – N74,999	N75,000 – N499,999	N500,000
<b>Savings Period</b>	6 – 48 months	6 – 36 months	6 – 24 months	6 – 12 months
<b>Equity Contribution (30%)</b>	Starting from N360,000	Starting from N720,000	Starting from N1,800,000	Starting from N6,000,000
<b>House Values*</b>	N1.1 – N2.39million	N2.4 – N5.9million	N6.0 – 19.9million	N20million and above
<b>Starting Income</b>	Starting From N420,000/yr	Starting From N1.2mil/yr	Starting From N2.8mil/yr	Starting From N18mil/yr

\*based on minimum monthly payments. Can increase house value by increasing equity contribution.  
Mortgage interest rate is 2% below current money market rate

## BUSINESS BANKING SOLUTIONS



### ○ Business Banking



This is tailored to meet the needs of Sole Proprietorships; Private and Public Limited Liability Companies, NGOs and Religious Organisations wanting to transact their business and deposit funds in a secure and conducive banking environment

#### Features

- Opening/Minimum balance of N20,000.00
- Technical support on business development
- Access to bank's attractive Mortgage Products
- Attractive fixed deposit rate



A superior current account with savings account features, great for businesses with high volume transactions. This account is a non-borrowing account with zero COT charge if the minimum balance is maintained and frequency of withdrawals adhered to.

#### Features

- Opening & minimum balance of N250,000.00
- Zero COT charges if minimum balance is maintained
- Customized cheque books

### ▣ Other Products available for businesses

- Fixed Deposit
- Term/Time Loans
- Margin loans
- Lease Facility
- Invoice Discounting
- Traders' Facility
- Real Estate Investment Facility
- Revolving Credits
- Overdraft Facility
- Bond & Guarantees

## HOME FINANCE SOLUTIONS



### ○ Home Finance



This is a loan for the acquisition of a house or property. The loan is principally collateralized by that particular real estate and is used for residential purposes. This could be in variants of single family or multi-family depending on the type of house/building. The options under residential mortgage loans are:

#### **My Home Purchase Mortgage Loan**

This is a Residential Loan that is acquired to finance the buying of a real estate/landed property which should be for residential purpose only. The house type can be for single family or a multiple family unit. The maximum units of houses allowed under this product type are 4.

#### **Equity Contribution**

- Civil Servants – 10%
- Other Employees – 20%
- Self Employed – 30%

#### **Tenor:**

- Maximum tenor of 10 years

#### **My Home Construction Mortgage Loan**

This is a loan that is acquired to finance the construction of residential real estate. It is secured by the real estate being constructed. In most cases, the Customer already owns the landed property. Our search in this case will therefore be on the Customer's legal title to the property.

#### **Equity Contribution**

- Civil Servants – 10%
- Other Employees – 20%
- Self Employed – 30%

#### **Tenor:**

- Maximum tenor of 10 years

#### **My Home Improvement Mortgage Loan**

This loan is acquired to finance the renovation or remodelling of a property. While home renovations often refer to building projects that alter the structure of an existing home, it can also include improvements to lawns, gardens and outdoor structures such as garages.

#### **Equity Contribution**

- Civil Servants – 10%
- Other Employees – 20%
- Self Employed – 30%

#### **Tenor:**

- Maximum tenor of 10 years



## ○ Home Finance

### **My Home Refinancing Mortgage (Previous loan)**

This is the process of paying off an existing loan by taking a new loan using the same property as security. It is a loan that is acquired to replace an existing mortgage obligation.

#### **Tenor:**

- Maximum tenor of 10 years

### **My Home Equity (Equity release - Cash out)**

My Home Equity is the process of freeing up surplus funds, which would have remained part of the dormant value of a property. It is defined as a process that allows the customer to release cash from his property as one lump sum or in instalments.

#### **Tenor:**

- Maximum tenor of 7 years



This is a loan that is collateralized by real estate and in which the real estate is used for business purposes. It is typically taken on by businesses instead of individual borrowers. The borrower may be a partnership, incorporated business, or limited company. Examples of commercial mortgages are build/buy to let, rent or lease etc.

#### **Equity Contribution**

- Civil Servants – 30%
- Other Employees – 30%
- Self Employed – 30%

#### **Tenor:**

- Maximum tenor of 10 years



## ○ Home Finance



The National Housing Fund (NHF) is an FMBN product, administered through PMIs, aimed at providing mortgage finance to Nigerians who are contributors to the National Housing scheme.

The contributors can access loans ranging from N1 - N15,000,000.00 with an equity contribution of 10% - 30% of the loan amount depending on the loan amount. The Funds are disbursed by Federal Mortgage Bank of Nigeria to ASO Savings and loans PLC for onward disbursement to the individual customers.

	<b>National Housing Fund (NHF)</b>
<b>Best if you are:</b>	An individual opting for a mortgage generated through a contributory fund where contributors pay 2.5% of their monthly income to the fund and are in return eligible to access Mortgage Loan of up to a maximum of N15 million
<b>Interest Rate:</b>	6% (fixed throughout the duration of the loan)
<b>Maximum Loan:</b>	N15 million
<b>Maximum Term:</b>	35 years in active work service or 60 years minus the applicant's age
<b>Loan to Value:</b>	N1 million - N5 million = 10% equity contribution i.e. LTV=90%; N5 million - N10 million = 20% equity contribution i.e. LTV=80%; N10 million - N15 million = 30% equity contribution i.e. LTV=70%
<b>Equity Deposit:</b>	N1 million - N5 million = 10% equity contribution; N5 million - N10 million = 20% equity contribution; N10 million - N15 million = 30% equity contribution

## E-BANKING SOLUTIONS



### ○ E - Banking



ASO Mobile



Internet Banking



ATM/Debit Cards (ASO Express) Service



ASO E Pay



Point of Sale (POS)



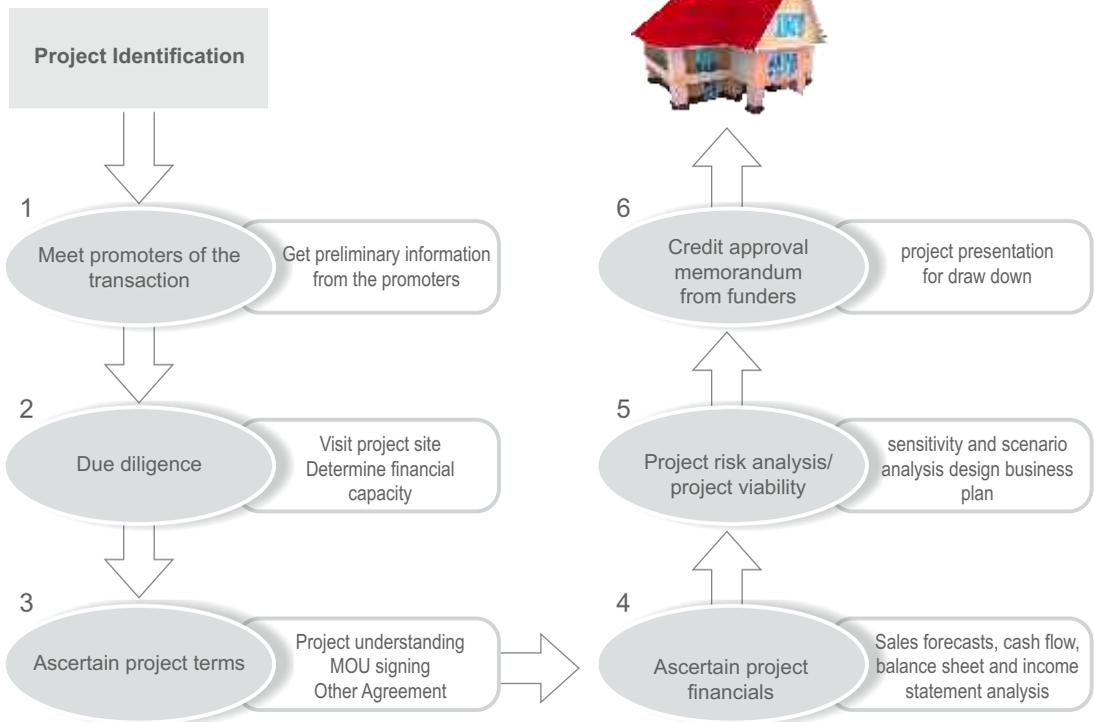
SMS/Mobile Alert

## REAL ESTATE INVESTMENT BANKING



### ○ Real Estate

#### ▣ Project Funding Process



ASO Real Estate Investment Banking team focuses on Real Estate Investment and Financial Advisory Services. We source funding for project promoters to meet their funding requirements. By so doing we intermedate, incubate, syndicate and manage portfolio of funds. We also offer financial advisory services on real estate projects and carry out thorough due diligence in order to optimize returns on investment.



## ○ Real Estate

### ▣ Our Product Offerings

#### **Residential and Commercial Real Estate Finance**

The fact that real estate business will continue to be lucrative in Africa cannot be over-emphasized, especially in Nigeria where population spurn daily and the quest for affordable houses is increasing, making housing demand outstrip its supply. For big ticket projects such as mass housing for the low income earners, we source offshore construction loans, giving room for affordability for project promoter(s) in terms of loan repayment and also a soft repayment on mortgages for the mortgagors.

#### **Loan Syndication and Structuring**

Considering the instability in the financial global market coupled with the possibility of a recurrent global economic turn down, we match "local funds" with "projects" to create liquidity in terms of earnings for the group and the bank at large. In this model we have an extensive project pipeline and match them with investor funds based on agreed return on investment.

#### **Financial Advisory (Commercial and Residential Real Estate)**

As a group, we see real estate investment as a sensitive investment decision and we go the extra mile at ensuring we guide project promoters/clients on their investment strategies by analysing their project financials, putting accompanied investment risk into consideration and ensuring our clients make the right real estate investment decision.

#### **Integrated Financing**

Today, real estate banks are no longer only creditors. In the last few years, in order to offer investors optimal financing in every instance, most classical mortgage banks developed into integrated financial service providers which combine real estate markets with capital markets know-how. Large investors operate globally - this means for us as a group that today, as a rule, bringing to the market large volume credit for commercial real estate, as structured financing. Then we spread the financing contributions out in various tranches – in Mezzanine loans.

#### **Buy and Sell Model (Commercial and Residential)**

As real estate business evolve, we are mindful of its appreciation rate and pedantically invest from pool of our portfolios by way of purchase of high yielding return residential estates backed with off takings.

#### **Build and Sell Model (Commercial and Residential)**

The build-then-sell concept we operate is essentially a 20:30:30:20 model whereby the house purchaser float a structured payment. 20% of the purchase price first and then pay the remaining in 30%, 30% and 20% of the purchase price upon the completion of the house with certificate of fitness issued. We float this model through our pool of funder(s) upon complete due diligence.



## ○ Real Estate

### ▣ Our Product Offerings

#### **Sell and Build Model (Commercial and Residential)**

The conventional sell-then-build require the purchaser to pay 20% of the purchase price upon the signing of the sale & purchase agreement and the remaining 80% is progressively paid to the developer in accordance with term of payment according to stages of construction as stipulated in the sale & purchase agreement. The house purchaser can pay the developer by cash or bank loan. In essence, in the sell-then-build, the house buyer part finance the developer in the construction of the project and we basically syndicate loan on behalf of individual purchasers via the bank's pool or through our established strategic alliance with funding partners.

#### **Other services are:**

- Deal Underwriting and Structuring
- Analysis of Lease Documents
- Business Plan Modeling



● **Amina Court, Apo, Abuja**



- **Mr. Olatunde John Ayeni**

Chairman

Mr. Ayeni is a pioneering member and a Director in several corporate bodies such as Olutoyl Estate Development & Services Ltd, Prime Union Investment Ltd, Prime Union Travels and Tours Ltd, Beton Bau (Nig) Ltd, Oluwatoyin Ayeni Educational Foundation, Joint Aviation Services Ltd, Duport Marine Ltd etc. He was also a pioneering member of Bond Bank Ltd now merged with Skye Bank PLC).

Mr. Ayeni holds a Law degree from Ahmadu Bello University, Zaria and was called to the Nigerian Bar after his successful graduation from the Nigerian Law School.

He had a stint of legal practice with Professor Adesanya & Co, before joining Rodco (Nig) Ltd. where he served as the Legal Adviser for about 4 years. In 1994, he set up a private Law firm, Legal Resources Alliance which currently has over 50 Legal practitioners in its employ.



- **Mr. Joshua Maikori**

Director

Mr. Maikori was a Director in the Office of the Accountant-General of the Federation having performed directorial roles at the Presidency and the FCDA, all in Abuja.

Mr. Maikori, having risen through several positions at the FCDA provides ASO with a vast knowledge of matters related to property and procedure in the FCT. Adding to his experience with Sherman Bass Trent & Co. (Chartered Accountants), UK, he has also spent periods of his career working at the Ahmadu Bello University, Zaria.

An accountant by training, he has an MBA from the University of Hull, UK and holds postgraduate qualifications from the London School of Accountancy, UK; ASCON, Badagry, Lagos and the Royal Institute of Public Administration (RIPA), London, UK.



## • Dr. Musa Ahmed Musa

Director

Dr. Musa Ahmed Musa is currently the Chairman Board of Directors of Abuja Property Development Company. He is the Group Managing Director of Abuja Investment Company Limited and the Chairman of the Board for Abuja Urban Mass Transport Company and Abuja Markets Management Limited. He also Chairs the Board of Abuja Auto-Complex Limited and sits on the Board of Abuja Leasing Company Limited.

Dr. Musa has a long serving experience of over 18 years in the Public Service, part of which was as a Counselor on Economic and Multilateral Affairs, Embassy/Permanent Mission of Nigeria, Vienna, Austria. He also served at the International Economic Cooperation Directorate (IECD) and facilitated Foreign Affairs on International Monetary Fund (IMF), World Bank, African Development Bank and other notable affairs. He also served as the Senior Special Assistant (Finance and Economic Matters) to the Honorable Minister of the FCT.

He holds a Degree in Government and Politics from Maryland University, in the United States, a Master's Degree in Business Administration from Central Michigan University and a Ph. D in Political Economy & International Relations from Howard University Washington, D.C.



## • Olutoyin Okeowo

Director

Mr. Olutoyin Okeowo is a graduate of the University of Wales Institute of Science & Technology where he obtained a Master's Degree in Management Science & Technology. He was a lecturer in the Faculty of Business Administration, University of Lagos before resigning to join the family business in 1986.

He is currently the chairman of Oasis Insurance Plc and the Managing Director/Chief Executive Officer of Metropolitan Motors Limited (an accredited Dealer of Toyota Nigeria Limited in Nigeria). He is also the Chairman of the following companies; Daewoo Autoland Nigeria Limited, Mitob Ventures Limited and TMJ Properties Limited.

He also sits on the board of the following companies and association; Mainland Trust LTD ( a member of the Nigerian Stock Exchange), VT Leasing LTD, Oasis Insurance PLC, Equipment Leasing Association of Nigeria, DN Meyer PLC and Funds Electronic Transfer Systems LTD.

He is an active member of the Anglican Church of Nigeria. He is currently the Treasurer of the Diocese of Lagos West (Anglican Communion) and the Treasurer of the Supra-Diocesan Board West comprising of about 44 Dioceses.

He is a member of the governing Council of the following institutions; Archbishop Vining College of Theology, Akure, Immanuel College of Theology, Ibadan, Ezekiel College of Theology, Ekpoma and Babington Macaulay Junior Seminary, Ikorodu.

He is also a member of the Governing Council of the Ajayi Crowther University, Oyo.

He is an alumnus of Lagos Business School and a former member of the Governing Council of the Alumni.

He is happily married with children.



- **Mr. Ali Magashi**

Director

Ali Mohammed Magashi is a graduate of Aeronautical Electronics and Telecommunications Engineering, from Nigerian College of Aviation Technology, Zaria. An Avionics Engineer, a Flight Engineer, and a former Instructor and National Examiner on the Boeing-727 aircraft.

He has attended executive programs in Corporate Strategy and Strategic Finance at Harvard Business School, International Housing Finance at Wharton School and Fannie Mae Institute, in the United States of America. He held the position of Deputy President of the Mortgage Banking Association of Nigeria (MBAN), and created the largest pool of perfected NHF mortgages ever in Nigeria. While at Jigawa Savings and Loans Limited he successfully turned around the moribund and obscure outfit into a national household name in Mortgage Banking. He was also in many State and Federal Government Committees on Land Reforms and Housing Finance.

He was a consultant to the World Bank on Housing Finance, Land Reforms and Urban Renewal, and Doing Business in Nigeria (DBN), and was the coordinator for the Nigeria Vision 20:2020 National Technical Working Group on Housing, and later selected to serve on the 27 man Central Working Committee that produced the final blue print for Nigeria.

He is currently the Aviation Consultant and Advisor to the Asset Management Corporation of Nigeria (AMCON). Ali teaches Real Estate Management and Mortgage Finance to MBA students at the Post Graduate School of Business of Bayero University, Kano



- **Hassan Musa Usman**

Managing Director  
and Chief Executive Officer

A Chartered Accountant, Hassan possesses a highly relevant, award-winning career spanning over eighteen years in Finance and Investment Advisory and Privatisation Services, covering various sectors and global regions. He brings a deep knowledge in creating various financing solutions to broaden ASO's offering.

Prior to becoming CEO of ASO, Hassan served as Executive Director (Investments) at Abuja Investment and Property Development Company Ltd., the Federal Capital Territory's premier development agency. He has also headed key units of the Bureau of Public Enterprises, including Petrochemicals and Gas, Transport Sector Reform and Telecommunications. At Citibank Nigeria, where he worked for 7 years, until 2000, Hassan headed the Structured and Cross-border Finance Team within its Corporate Finance Group. During this time he helped to arrange over 500 million US Dollars worth of transactions and arranged millions more in developmental loans from multilateral institutions. This followed

stints managing Capital Markets and Corporate Banking relationships. Prior to Citibank, he worked for 3 years within the Financial Markets Division of Arthur Andersen S.C. London, and before then, as Research Assistant in the International Economic and Monetary Relations department of the Central Bank of Nigeria, Lagos. He has served on the boards of major corporations, including NITEL.

Hassan graduated with a BA, in Economics (2:1) from the University of Sussex, and an M.Phil in Development Economics from Darwin College, University of Cambridge. He is an Associate of the Institute of Chartered Accountants in England and Wales. He is also a Registered US National Association of Securities Dealers Series 7 Investment Banking Representative.



## • Mohammed Inuwa Shehu

Executive Director,  
Operations & Technology

Mohammed is the Divisional Head, Operations and Technology. In this position, he oversees Operations, Customer Service, Information and Communication Technology activities of the bank.

He is a graduate of Economics from Ahmadu Bello University, Zaria. Mohammed started his career with Citigroup at Kano Branch. He was subsequently transferred to Lagos where he worked in various units including Branch Operations and Trade services (International Operations). Mohammed has also worked in Citibank branches outside the country including India, Poland, and Egypt in 2007. He was appointed the Country Head of Operations for Citigroup Congo which was his last posting before joining ASO Savings & Loans PLC.



## • Peter Longe

Executive Director, Finance

Peter Longe is the Executive Director, Finance. Peter epitomizes the versatility and dynamism of ASO Savings & Loans PLC. His exceptional leadership abilities, excellent communication skills, well-developed presentation style and unprecedented analytical and problem solving skills stand him out as a key figure in Nigeria's financial services.

Before joining the services of ASO Savings in November 2010, Peter served in various capacities within the banking sector. He served as Deputy Financial Controller for Nigeria International Bank Limited Lagos, as well as Financial Controller with United Bank of Africa (UBA). Peter was the Business Process Team Leader (BPTL) and subsequently the Project Manager for UBA's SAP R/3 Enterprise Resource Planning (ERP) implementation projects. He was very instrumental in the creation of a private equity capability for the bank.

As the Managing Director/Chief Executive Officer of UBA Private Equity Limited (UBAPE), Peter exercised responsibility for the management of the bank's N3.5 Billion small business private equity fund called the Small &

Medium Enterprises Equity Investment Scheme (SMEIEIS) Fund.

Prior to this, he worked for five & a half years in the United Kingdom (UK) in the fields of financial accounting, auditing & taxation practice with Paul & Perlin & Co. Limited, as well as fund management book-keeping and client administration with Philips & Drew Fund Management Limited.

Peter Longe is a Graduate of Economics from the University of Ibadan. He is an Associate Member of The Institute of Chartered Accountants of Nigeria (ICAN) and a fellow of the Association of Chartered Certified Accountants (ACCA), United Kingdom

He has also attended several professional/certification courses in some of the world's leading Business Management Institutions outside Nigeria among them; Executive Education Alumnus, Microfinance Banking Summer Academy, Frankfurt School of Finance & Management (Germany), Strategic Leadership for Microfinance, Harvard Business School (USA), Fundamentals of Islamic Finance (International Faculty of Finance, Bentima House, London (UK), Advanced Management Programme, INSEAD Business School, Boulevard de Constance (France) and many more.



📍 **Diamond Court, Life Camp II, Abuja**

- **Hassan Musa Usman**

Managing Director and Chief Executive Officer

“To be the Mortgage Bank of Choice”

A Chartered Accountant, Hassan possesses a highly relevant, award-winning career spanning over eighteen years in Finance and Investment Advisory and Privatisation Services, covering various sectors and global regions. He brings a deep knowledge in creating various financing solutions to broaden ASO's offering.

Prior to becoming CEO of ASO, Hassan served as Executive Director (Investments) at Abuja Investment and Property Development Company Ltd., the Federal Capital Territory's premier development agency. He has also headed key units of the Bureau of Public Enterprises, including Petrochemicals and Gas, Transport Sector Reform and Telecommunications. At Citibank Nigeria, where he worked for 7 years, until 2000, Hassan headed the Structured and Cross-border Finance Team within its Corporate Finance Group. During this time he helped to arrange over 500 million US Dollars worth of transactions and arranged millions more in developmental loans from multilateral institutions. This followed stints managing Capital Markets and Corporate Banking relationships. Prior to Citibank, he worked for 3 years within the Financial Markets Division of Arthur Andersen S.C. London, and before then, as Research Assistant in the International Economic and Monetary Relations department of the Central Bank of Nigeria, Lagos. He has served on the boards of major corporations, including NITEL.

Hassan graduated with a BA, in Economics (2:1) from the University of Sussex, and an M.Phil in Development Economics from Darwin College, University of Cambridge. He is an Associate of the Institute of Chartered Accountants in England and Wales. He is also a Registered US National Association of Securities Dealers Series 7 Investment Banking Representative.



- **Mohammed Inuwa Shehu**

Executive Director, Operations & Technology

“We shall entrench ourselves by consistently delivering unmatched seamless services and products that exceed all expectations.”



Mohammed is the Divisional Head, Operations and Technology. In this position, he oversees Operations, Customer Service, Information and Communication Technology activities of the bank.

He is a graduate of Economics from Ahmadu Bello University, Zaria. Mohammed started his career with Citigroup at Kano Branch. He was subsequently transferred to Lagos where he worked in various units including Branch Operations and Trade services (International Operations). Mohammed has also worked in Citibank branches outside the country including India, Poland, and Egypt in 2007. He was appointed the Country Head of Operations for Citigroup Congo which was his last posting before joining ASO Savings & Loans PLC.

## • Peter Longe

Executive Director, Finance

“ Financial leadership, responsibly and dependably.”

Peter Longe is the Executive Director, Finance. Peter epitomizes the versatility and dynamism of ASO Savings & Loans PLC. His exceptional leadership abilities, excellent communication skills, well-developed presentation style and unprecedented analytical and problem solving skills stand him out as a key figure in Nigeria's financial services.

Before joining the services of ASO Savings in November 2010, Peter served in various capacities within the banking sector. He served as Deputy Financial Controller for Nigeria International Bank Limited Lagos, as well as Financial Controller with United Bank of Africa (UBA). Peter was the Business Process Team Leader (BPTL) and subsequently the Project Manager for UBA's SAP R/3 Enterprise Resource Planning (ERP) implementation projects. He was very instrumental in the creation of a private equity capability for the bank.

As the Managing Director/Chief Executive Officer of UBA Private Equity responsibility for the management of the bank's N3.5 Billion small business private equity fund called the Small & Medium Enterprises Equity Investment Scheme (SMEEIS) Fund.

Prior to this, he worked for five & a half years in the United Kingdom (UK) in the fields of financial accounting, auditing & taxation practice with Paul & Perlin & Co. Limited, as well as fund management book-keeping and client administration with Philips & Drew Fund Management Limited.

Peter Longe is a Graduate of Economics from the University of Ibadan. He is an Associate Member of The Institute of Chartered Accountants of Nigeria (ICAN) and a fellow of the Association of Chartered Certified Accountants (ACCA), United Kingdom

He has also attended several professional/certification courses in some of the world's leading Business Management Institutions outside Nigeria among them; Executive Education Alumnus, Microfinance Banking Summer Academy , Frankfurt School of Finance & Management (Germany), Strategic Leadership for Microfinance, Harvard Business School (USA), Fundamentals of Islamic Finance (International Faculty of Finance, Bentima House, London (UK), Advanced Management Programme, INSEAD Business School, Boulevard de Constance (France) and many more.



## • Bilkisu Rimi

Company Secretary/General Counsel

“ Providing the best stakeholder experience implies that as an organisation, we will continue to evolve our brand by pushing the frontiers of our profession.”

Bilkisu is a lawyer who has practiced in a law firm and worked within banking and investment during the course of her practice.

At Abuja Investment and Property Development Company (AIPDC), Bilkisu's expertise in creating legal agreements on major Build Operate and Transfer (BOT) transactions and in handling litigious issues is a useful complimentary facet in repositioning ASO and developing our primary product. Her experience with banking services at FSB International Bank (now Fidelity Bank) will create the assurance that customer satisfaction at ASO does not conflict with legal compliance.

Bilkisu is an LLB and LLM graduate both from the University of Buckingham, and holds an MBA from the University of Liverpool in the United Kingdom.



- Raheem Owodeyi**

Chief Inspector

“ In exceeding stakeholders’s expectations, we shall strive to establish sustainable and rewarding business practices”

Raheem is the Bank’s Chief Inspector. In this position, he oversees the evaluation of the effectiveness of risk management, control and governance processes.

Before joining the employ of ASO Savings & Loans PLC in October 2011, Raheem was Deputy General Manager and Head, Compliance & Internal Control (International) for Access Bank PLC. In this capacity, he was responsible for implementing the bank’s Compliance & Internal controls framework across all subsidiaries and the alignment of group policies with regulatory requirements in banking subsidiaries in eight African countries and the United Kingdom and three non-banking subsidiaries in Nigeria.

Preceding this was his two-year work experience in the employ of BDO Stoy Hayward LLP, UK, as a Senior Internal Auditor during which he conducted clients’ audits in areas bordering on Sarbanes-Oxley s404 compliance, Compliance and Corporate Governance, Treasury & Cash Management, to mention a few. His vast experience also includes his 6-year service in Triumph Bank PLC, Nigeria as Head Operations & Technology and Head Compliance & Controls and nine years in the employ of Citibank Nigeria spanning Internal Controls, Cash Management Operations and Business Process Improvement.

Raheem holds a first Class degree in Economics; is a Senior Member of the Chartered Institute of Bankers (HCIB), and a member of the Institute of Internal Auditors. He has attended a lot of professional courses in accounting and auditing.



- Salma Muhammed**

Group Head,  
Corporate Services

“ Learning and adopting a culture of continuous improvement - by competing with ourselves and our competitors. ”

Salma's award-winning experience in service delivery within banking, business development, sales and marketing will deliver a strong focus in developing our talent and channeling ASO into a highly proactive and consumer driven institution.

Salma worked as Head of Private Banking at Bond Bank and in the Treasury, Foreign Exchange and Consumer Banking roles at Intercontinental Bank PLC.

Salma has a Master's degree in Human Resources Management from University of Luton and this is coupled with an Accounting degree from Bayero University Kano.



- **Tony Edeh**

Group Head,  
Enterprise Risk Management

“Creating unmatched shareholder value through best-in-class enterprise risk management methodologies.”

Anthony Edeh is the Group Head of Enterprise Risk Management.

He brings to the company a rich wealth of experience in financial risk management, financial reporting, financial due diligence, financial and management accounting, process review and a contemporary approach to emerging trends within the African Business environment.

Tony started his career in Computer Warehouse Group as a Finacle e-banking consultant. He then joined world-renowned audit firm KPMG Professional Services (former Arthur Andersen) where he spent nearly a decade. While at KPMG, He led various risk management projects on Basel II, Enterprise-wide Risk Management, Asset and Liability Management, Credit Risk, Operational Risk, Market Risk and Regulatory Compliance Risks.

His extensive experience includes implementation of credit risk, market risk, operational risk frameworks and credit modeling. In the last couple of years, Tony has been involved in conducting risk workshops and has trained a number of banking practitioners and industry players on Basle II, Internal Capital Adequacy Assessment Process (ICAAP), Enterprise-wide Risk Management, Credit risk management and Operational risk modeling techniques.

During his time at KPMG, Tony was accredited by KPMG International to provide advisory services to clients in Operational Risk, Credit Risk and Economic Capital Modeling. He is a certified coach (experienced and senior-level businessperson) of the prestigious Cartier awards; an award sponsored by Cartier Paris and supported by Mckinsey and INSEAD Business School. His coachee (MN Enterprises) won the Cartier Awards for 2009. He graduated from the University of Ilorin with a degree in Computer Science as the best student. He attended INSEAD Business School (France and Singapore) for his MBA where he was a recipient of the INSEAD-Goldman Sachs Scholarship. While at INSEAD he was the leader of the Emergent Young African Entrepreneurs. He is also an Alumni of the Wharton Program on International Housing Finance.

He is an Associate Chartered Accountant (ACA), a Certified Information System Auditor (CISA) and a Certified Risk and Information Systems Control (CRISC) Professional. He has also undertaken several professional training courses across the globe including trainings in Canada, United Kingdom, Hungary, Germany, France, Holland, Denmark, Singapore, USA etc.





● Starlake Estate, Maitama, Abuja

OTHER PROPERTIES FINANCED BY **ASO**



◉ Nile Street | Estate

Hanover Estate ◉



OTHER PROPERTIES FINANCED BY **ASO**



◉ American Homes

Gambara Estate ◉



OTHER PROPERTIES FINANCED BY **ASO**



● Shekinah Green Estate

Dolman Estate ●



OTHER PROPERTIES FINANCED BY **ASO**



◉ Kedari Estate (The Cedars)

Ethan Court ◉



OTHER PROPERTIES FINANCED BY **ASO**



● **Nata'ala Estate**

**Mende Villas** ●

