



COMPANY HISTORY

ASO Savings and 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.

OUR ACHIEVEMENTS

- Over N30 billion mortgage originations for over 12,000 homeowners
- Successfully championed and originated mortgages for over 88% of the residential mortgages securities by 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 three cash centers within the FCT, Lagos, Rivers, Ondo, Kano, Niger, Kaduna and Edo states of the Federation.
- Directly developed five housing estates around Abuja.

RECOGNITION

In recognition of the milestones it has achieved, ASO has been recognized by various bodies including:

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| 2010 | Winner of the Pearl award for 'Best Mortgage Institution in Nigeria for 2009 |
| | Winner of the Guardian 2010 Brands of the Year for 'Savings and Loans company of the year, |
| 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 in 2008. |
| 2008 | Winners of the Gold Star Award for World Quality Commitment in Paris, France. |

Our Vision

We will be the national leader in mortgages and a leading financial services provider by 2012

Our Mission

Build mutually profitable relationships anchored on a passion for excellence.

Our Corporate Statement

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

Our Stakeholder 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

Board of Directors

ASO Savings and Loans Plc have a six-member board of directors chaired by Dr. Abdu Mukhtar.

Dr. Abdu Mukhtar **Chairman**



Dr. Mukhtar was the Senior Special Assistant to the FCT Minister on Economic Matters.

He holds a Doctor of Medicine degree from the Ahmadu Bello University School of Medicine and has a Doctor of Philosophy degree in Pathology and Laboratory Science from the Boston University School of Medicine. In his professional quest, he obtained an MBA from the Harvard Business School. He also has a certificate in Senior Managers in Government (SMG) Executive Education Program.

Dr. Mukhtar has worked as a Medical Officer in the Ministry of Health Kano and ASO Clinic Abuja. He served as a Research Associate for over 6 years at the Boston University Medical Centre, and also served as a Consultant for about 2 years at the Harvard Centre for International Development. He was an Associate Consultant at Pittiglio Rabin Todd & McGrath (PRTM) Consulting before proceeding to the Bureau of Public enterprises (BPE) where he served as a Transactions Adviser/Special Assistant to the Director General.

Mr. Olatunde John Ayeni

Director



Mr. Ayeni is a pioneering member and a Director in several corporate bodies such as Olutoye 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 is 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.

Mr. Collins Chikeluba

Director



Mr. Chikeluba is the MD/CEO of GMO Group of Companies. He is also on the board of National sports Lottery, Skye Bank Plc, Pharmadeco Plc, American Hospitals Limited and Staco Insurance Limited.

Mr. Chikeluba obtained a Bsc degree in Business Administration from the Fontbone College, St Louis, USA, and an MBA from the Webster University, St Louis, USA. He also holds a degree in Law (Juris Doctoris) from the St Louis University School of law, USA. He was called to the Nigerian Bar in 1988.

He had about 3 years experience in Private legal practice before he was appointed a Director in GMO & Co Limited.

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.

Kudi Badmus

Executive Director, Home Finance



Kudi was Deputy General Manager on the Executive Committee of Bond Bank Ltd. She was a key resource in the integration team of Skye Bank in the post consolidation process during the banking reform of 2005/06 when Bond Bank merged with other banks to become Skye Bank. Her prior responsibility as Treasurer and Head, Operations and Branch Coordination in Bond Bank is integral to achieving ASO's forward-looking efficiency strategy.

In a career of over 20 years spanning Skye Bank, Bond Bank, First City Monument Bank and Akintola Williams & Co., Kudi has managed every core division of commercial banking and she is an experienced Treasurer. Consequently, she is the recipient of numerous awards for performance. She is a member of the Financial Markets Association of Nigeria.

Kudi is a Chartered Accountant and Accounting graduate of Ahmadu Bello University, Zaria.

Shehu Inuwa Mohammed

Executive Director, Operations and Technology



Mohammed is the Divisional Head, Operations and Technology. In this position, he oversees Operations, Customer Service, Supply Chain Management, 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 and Loans Plc.

Maimuna S. Aliyu

Executive Director, Marketing



Maimuna is the Divisional Head, Products and Markets. In this position, she oversees Mortgage, Commercial, Retail and Consumer Banking activities of the bank.

Prior to joining ASO Savings and Loans Plc in April 2009, Maimuna was the MD/CEO Maison Belle Global Services

and Maison Belle Interiors Nigeria Limited. With more than 15 years professional work experience;

She was the Zonal Head, North of the First City Monument Bank (FCMB) responsible for branch expansion across the Northern states of Nigeria and ensuring that set targets are met. She was also the head of Public Sector in Abuja and the North and was responsible for Quality Risk Asset Creation in FCMB. In the course of her banking career, she also served as the Zonal Director North of Continental Trust Bank Ltd.

A graduate of University of Maiduguri, Maimuna earned a bachelor's degree in Accounting. She also holds an MBA Finance from the University of Maiduguri.

She is a member of several professional bodies, notable amongst which are the Institute of Certified Public Accountants of Nigeria, Institute of Industrial and Corporate Administration and the Nigerian Institute of Management.

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 (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

Management Committee

ASO's Management team is made up of professional achievers drawn from successful organizations, all possessing strong career and academic pedigree.

Hassan Musa Usman

Managing Director and Chief Executive Officer (See page 7)



Kudi Badmus

Executive Director, Finance and Risk (See page 8)



Executive Director, Operations and Technology (See page 9)



Maimuna S. Aliyu

Executive Director, Products and Markets (See page 9)



Peter Longe

Executive Director, Finance (See page 10)



Bilkisu Rimi

Company Secretary/General Counsel



Bilkisu is a lawyer with 10 years post-bar experience, 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 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 in the United Kingdom.

Salma Mohammed

Group Head, Human Capital and Corporate Management



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 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**



Anthony Edeh is the Group Head of Enterprise Risk Management. He earlier had a brief stint with ASO, albeit on a consultancy basis between 2007 and 2008, as the Group Head, Finance & 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.

Anthony Edeh 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, serving in various capacities with strong emphasis on Credit Risk, Operational Risk, Asset & Liability Management. 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 second class upper 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 an Associate Chartered Accountant, a Certified Information System Auditor and a CRISC Professional. He has also undertaken several professional training courses across the globe including trainings in Canada, United Kingdom, Hungary, Germany, France, Holland, Denmark, USA etc.

OUR NETWORK

HEAD OFFICE

Plot 266,
FMBN Building,
Cadastral Zone A0,
Central Business District, Abuja.
Tel: 09-4611587
ABUJA

Area 7 Branch

No. 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 Street,

Garki 2, Abuja

Gudu Branch

Gudu Market

Head Office Branch

Plot 266 FMBN building,
Cadastral Zone A0,
Central Business District

Jikwoyi Branch

Phase One,
Near Jikwoyi Police Station, Jikwoyi.

Kubwa Branch

Plot 185 Hamza Abudullahi Road
Off Gado Nasko Street.

Kuje Branch

Area Council Secretariat Road, Kuje

Mararaba Branch

Keffi/Nyanya Road,
Mararaba, Nasarawa State.

Wuse Branch

Wuse Market, Zone 6.

Zuba Branch

Along Zuba Motor Park Road, Zuba.

Cash Centres

Gwagwalada

Muslim Pilgrims Welfare Board,
Gwagwalada.

Mabushi

VIO Office, Mabushi.

Kado,

Kado Fish Market, Kado

Edo

No. 6 Akpakpava Road
Benin City

Kaduna

6A Bida/Yakubu Gowon 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.

Ikeja Branch

28, Oba Akran Way,
Ikeja, Lagos.

Niger

NICON Building,
No.1 Bank Road,
Minna.

Rivers

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

Ondo

Tisco House
Alagbaka, Akure.

