

DIASPORA HOME OWNERSHIP SCHEME

Making it possible for Diasporans
to own homes in Nigeria



**Mortgage Bank
of the Year 2023**

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ABOUT US



AG Mortgage Bank and the Diaspora Market

AG Mortgage Bank PLC (AGMB), is a CBN Licensed Mortgage Bank with National accreditation. The Bank commenced business in January 2005 with the Assemblies of God Nigeria as a core investor. The objective was and remains to help lower and medium families own affordable and livable homes in their cities of choice in Nigeria. Irrespective of their country of residence. The Bank was therefore structured from inception as a Faith-based to meet the needs of its diverse stakeholders, customers, communities, regulators, employees, and shareholders. The Bank is committed to positively impacting the Nigerian Economy through its Environmental, social, and Governance (ESG) projects, covering support for eco-friendly real estate development projects, environmental sustainability schemes, and community support programs in health, education, and financial inclusion.

Our Director possess over two hundred years of collective experience in Corporate governance across sectors and professionals, covering real estate, finance, manufacturing, law, and advisory in local and Multinational Institutions.

AG Mortgage Bank plc is rated by Augusto & Co. and BBB by Data Pro Rating Agencies.



Ngozi O. Anyogu

MD/CEO



ABOUT US



AG Mortgage Bank PLC, creates an accessible pathway to Home ownership for Diasporans in Nigeria. Over 17 million Nigerians live abroad, these Nigerians, motivated by cultural ties and long-term investment goals, represent a significant part of the underserved market in the real estate space in Nigeria. The Nigerian Diaspora population significantly contributes to the Nigerian economy through its huge home remittances (\$19.550M the highest in Africa in 2023). But beyond money remittances, what next?.

To help diasporans maximize return on their remittances on a sustainable basis, the bank had designed targeted products to meet these needs.

AGMB Diaspora service offerings are a deliberate extension of the Banks ESG Program by empowering Nigerians in the Diaspora to invest in the home country to support development in local communities, enhancing home ownership across demographics and particularly to first-time home buyers, providing mortgages to underserved markets to enhance homeownership rate and strengthening community ties.



Ngozi O. Anyogu

MD/CEO



Meet our Diaspora Product champions



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AGMB and the Diaspora Market: Our Service offerings

ONLINE CHANNELS



✉ info@agmortgagebankplc.com

INVESTMENT MODEL:

Fund size up to N5b
Average funds
N5million percentage
rate up to 20%, fund
tenor 12 month and
above

LENDING MODEL:

Loan size up to N75m
Annual percentage
from 24%
Loan tenure up to 7 yrs

PARTNERSHIP:

Federal Mortgage Bank of
Nigeria(FMBN)
Family Homes Fund(FHF)
Nigeria Mortgage
Refinance
Company(NMRC)
Development Bank of
Nigeria
Our Partnerships drive
affordable housing in
AGMB



RENT TO OWN



A partner you can trust....

Our Point of Difference (POD)

Deliverables	Conventional	AG Mortgage Bank
House Sourcing	By Customer	Jointly by AG Mortgage Bank Team
Loan Turn Around	Up to 60 days	30 days
Convenient Repayment	Monthly	Flexible according to borrower's cash flow, E/channel Transfer/Remitta
Customers Experience	Seen as a transaction	Long term relationship
pricing	Fixed	Negotiable
Initial Deposit	Min 30%of house value	Negotiable
Statutory charges on land title and transfer	Required	deferred

Rent to Own Target

- Middle to High-network individuals with regular income either from business or paid employment
- Must have located a house for purchase at monthly payments comparable to or slightly higher than a current rent payment
- Customer must have a well-serviced deposit/flexi (Current) account with AG Mortgage a bank plc for a minimum of six months

Terms and Conditions Apply.

LIMO

(Leap Into Mortgage)

AG Mortgage Bank Point of Difference (POD)

Deliverables	Conventional	AG Mortgage Bank
Convenience	Not Available	<ul style="list-style-type: none"> Borrow to build solution Incremental disbursement Ease of roll-over /access to additional loans
Documentation	N/A	Assistance from our Legal Team
Loan size	N/A	N10m Per tranche
Availability	N/A	Law acquisition and incremental Construction
Pricing/Tenor	N/A	Flexible /Tied to borrowers cashflow (Max 36 months)
Flexible Designs	N/A	Negotiable
Repayment	N/A	Tied to borrowers cashflow but repayable with 36 months per tranche

LIMO customers are typically families on lower/middle income
 Suitable for funding homes and offices
 Title documents must be perfected/perfectible and serves as collateral
 Available for group/cooperatives housing development.
Terms and Conditions Apply.



CONFIN

Construction Finance

AG Mortgage Bank Point of Difference (POD)

Deliverables	Conventional	AG Mortgage Bank
Availability	Mostly on the exclusion list or outside risk acceptance criteria	Core product are supported by technical and financial expertise.
Maximum Tenor	18 months	24-36 months
Loan Amount	Fixed	Case -by- Case
Equity Contribution	30%	Case -by- Case 20%
Disbursement	Stages subject to certification	Stage by stage monitored by in-house project experts
Customer Experience	Lack of credibility	Reliability and transparency
	Construction /defects/ project abandoned	Completed to quality and contract



CONFIN customers are typically individuals building residential/ commercial property or Developers

Not a Mortgage but construction product

Interest rate is usually market defined

Particularly useful for professional and Nigerian Diaspora earning in Stronger foreign currencies.

Terms and Conditions Apply.

MORTGAGE LOAN

AG Mortgage Bank Point of Difference (POD)

Deliverables	Conventional	AG Mortgage Bank
Culture Change	Cash and Carry home Purchase	Consistent saving index that evaluates applicants based on consistent savings habit -more accurate measures of financial discipline
Other Channel	Manual or Semi-Automated	Leveraging Mobile and Digital tools
Offering	Generic	Customized offering designed for the Nigerian Diaspora allowing them to pay in foreign currencies and benefit from flexible terms
Customer Experience	Generic	Enhanced Customer education, offer seamless , digital Mortgage application process, reducing processing times and improving customers satisfaction
Turnaround Time	3-6 Months	User friendly interface offering easy, intuitive experience for customers Max 30 days
Pricing	Upper 2 digits	Single digit on Banks owned properties and lower double digit of property not bank owned
Quality	Non-Certified	Avoids defaults by Developers increasing by EDGE Certified homes, energy and power Efficiency + infrastructure
Tenor	Varied	Max 10 years
Loan Amount	Varied	Not Exceeding N100m

Targeted at first time home buyer's resident in Nigeria or abroad

The offering is available from @2024

Turn around time counts from end of the consistent savings period of 18 months.

Terms and Conditions Apply.



REAL ESTATE INVESTMENT



A partner you can trust...

AG Mortgage Bank Point of Difference (POD)

Deliverables	Traditional	AG Mortgage Bank
Tenor	Varied	1 year and above
Pricing	Market rate	Flexible and up to 2% above market rates
Transparency	-	Investors track their investment through regular reports, interest and dividend payments
Repayment	30%	48 hours notice
Customer Experience	Varied	Zero default

Investors need not be a regular customer of AGMB

Investment income paid through channel and financial institution choice

All transactions evidenced by financial instrument executed by authorized signatories of AG Mortgage Bank PLC

Specifically beneficial to the Nigerians diaspora benefitting from local currency depreciation and high interest regime.

Terms and Conditions Apply.

ASSET BIN

ASSET BACKED INVESTMENT NOTE



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AG Mortgage Bank Point of Difference (POD)

Deliverables	Traditional	AG Mortgage Bank
Transaction Evidence	None	Debt Instrument
Collateral	None	Collateralized by pool of investment and properties
Minimum Investment	Varied	N100,000 and Multiples of N100,000 afterwards
Tenor	Varied	Up to 5 years, 1 year minimum
Returns	Market Rate	Flexible and significantly higher than fixed deposit
Roll over	Fixed Tenor and exit terms	Flexibility in Roll over and Exit
Safety of Investment	Non-explicit	Asset Backing gives significant additional comfort to the investor
Customer experience	Transactional	Max 10 years
Loan Amount	Varied	Relationship orientation, Ease of account opening and operations.

Available to individuals and corporate customers

Secured Investment with good returns on investment that supports home

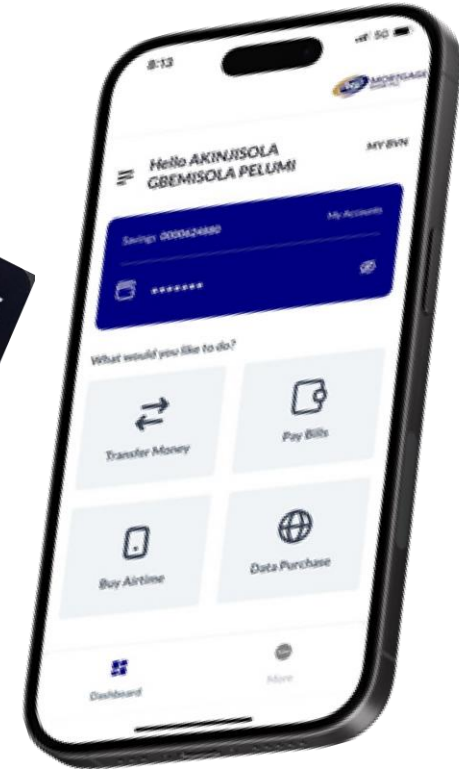
Ownership particularly attractive to diaspora Nigerians to benefit from currency devaluation and high-interest rate regime.

Terms and Conditions Apply.



AG MORTGAGE BANK MOBILE APP

- ☐ Savings app
- ☐ Banking App
- ☐ Mortgage APP
- ☐ AG NIGERIA APP
- ☐ OUR ATM CARD



Thank you

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