



AFFORDABLE HOME OWNERSHIP

with

Imperial Homes Mortgage Bank

ABOUT US

- Imperial Homes Mortgage Bank Limited (“IHMBL”) formerly called GTHomes was a wholly-owned subsidiary of Guaranty Trust Bank until 2012 when Guaranty Trust Bank Limited decided to divest from all its subsidiaries including GTHomes.
- IHMBL has a “National Tier Mortgage Banking License” from the Central Bank of Nigeria and is also accredited by the Federal Mortgage Bank of Nigeria (“FMBN”).
- The Bank has fully operational offices in Lagos and Abuja from where we offer Mortgage Advisory Services and full Banking Transactional Services.

Mortgage Financing



What is a Mortgage???

- Long-term, to buy a Property
- Property serves a collateral

- Who gives Mortgage Loans
 - Primary Mortgage Banks (PMBs)
 - Commercial Banks



Things You Need to Know

- **Property** - You need to identify one first
- **Documentation** – intact; get someone to help you conduct a search
- **Equity Contribution** – 10% to 30% of the property price. Make sure you have a plan for it.
- **RSA** – Can be used as part of equity contribution





Eligibility

- Must have proof of consistent and verifiable regular income
- Minimum of 5 years left in active employment – subject to 60-year retirement benchmark
- Clean credit report from Credit bureau
- Co-borrowing allowed





Repayment

- Repayment is benchmarked to one third of monthly net income of the borrower
- Direct debit mandates will be placed on the salary/ primary accounts
- Where there is a co-borrower; the direct debit mandates will be placed on the accounts of the parties involved.



Mortgage financing options available

| Description | Imperial | MREIF | FHF | NHF |
|-----------------------------|--------------------------------|-------------------------|-------------------------|-------------------------|
| Interest Rate per annum | 27%-30% | 12% | 16.5% | 6% |
| Maximum tenor | 15 years | 20 years | 15 years | 30 years |
| Minimum Equity contribution | 30% | 20% | 10% | 10% |
| Maximum Mortgage Value | Up to N 250 million | N 50 million | N 63 million | N 50 million |
| Maximum House Value | N/A | N/A | N 70 million | N/A |

Why Should You Use Mortgage

1

Due Diligence

**Investment
Partner**

2

3

**Post Purchase
Support**

- **Insurance**
- **Title Perfection**



HomeVest



About the Product

HomeVest is a product designed to help prospective first-time homebuyers achieve their dream of acquiring a home within range of their earnings, capacity, need and location.

It is an end-to-end product which eases the journey of home ownership for First time Home owners. It is a product which fuses into one unique offering;

- Pre-qualified mortgageable variety of property options,
- Equity contribution savings and investment plan and
- Variety of mortgage financing options.



The Product is expected to “cure” the 3 main challenges for people just starting out in life to build a career and family.



Appropriately Priced Housing Units

Locking subscribers with specific housing units/ opportunities and housing units within their earning capacity and sustainable pricing range (N35m – N135m). Products will be sourced from:

- Development partners
- IHMB's Direct Project Investment (DPI)



Deposit/ Equity Contribution

Flexible plan for equity contribution to arrive at 10% - 20% equity contribution level (N5m – N15m):

- Monthly payment plan (within band of N150k to N1m per month) for up to 36 months
- Inclusion of RSA as part of equity
- Other bulk installment payment plans available



Mortgage Financing

Up to 20-year mortgage financing with blended opportunities:

- NHF, MOFI & Family Home
- Funds
- Commercial mortgage



Product Target Market

| | |
|-------------------|---|
| Currently Living | Rented, Mainland, Lekki Axis |
| Diaspora | Yes |
| Savings Band | Three Streams from N150,000 monthly |
| Earnings Band | From N300,000 monthly |
| Tenor | 9 months – 36 months savings period |
| Investment Income | 15% |
| Work Type | Salary earners, Business owners, Students, everyone |



Customer Property Journey

The process is as defined below:

1

**Commencement of
Mortgage Processing**
3 months after allocation

3

Allocation

Half way through
savings tenor plan
selected.

2

Handover/possession

After successful
savings completion.





Uniqueness




Contribution Period

Within 9 months to 36 months – optimum for financial cycles planning and delivery of related housing products. At 15% pa interest rate.



Alignment

Projects can be tracked to ensure delivery at completion



Technology

Mobile app available to track contributions and development status of allotted projects.



Housing Products

Contributors have options available to chose from at inception.



Allocation

Provisional allocations at set prices are done at Halfway through contribution tenor.







Imperial Homes

Thank You

Project HomeVest