



HASAL MICROFINANCE BANK LIMITED

CORPORATE PROFILE



Who We Are

HASAL Microfinance Bank Limited was incorporated in 2003 as RIL-GWARI Community Bank Limited but commenced business as a fully licensed microfinance bank on October 2, 2008 with a shareholders fund in excess of N300 million. The bank is wholly owned by private citizens from diverse professional and ethnic divides of Nigeria. The bank received final operating license from the Central Bank of Nigeria on September 4, 2008 and commenced operations in Abuja on October 2, 2008.

The bank has a five-man Board of Directors made up of seasoned professionals in banking, corporate finance, oil & gas, capital market and commerce. The Board is chaired by Professor Ndi Okereke-Onyiuke, while Mr. Rogers Augustine Nwoke leads the Management team as the Chief Executive Officer. The HASAL Group is an assemblage of young energetic and intelligent professionals operating on a strategic platform to provide services in microfinance, asset management, bureau de change services, capital market and corporate finance consultancy. At HASAL Microfinance Bank, our focus is to provide creative solutions to the business problems of people at the bottom of the pyramid who though economically active, have no access to financial services.

Our Philosophy

Our corporate philosophy is enshrined in the commonality of purpose of all stakeholders of HASAL and is best expressed in our vision and mission statements with evident manifestation in a set of core values. Our business success is built on these values and hinged on four cardinal points of professionalism, performance, punctuality and practicality.



OUR VISION....

To build a unique financial services organisation focused at providing creative solutions to the business problems of Micro, Small and Medium Enterprises.

OUR MISSION...

To provide microfinance services in a professionally unique manner and so create wealth for our customers, employees and shareholders.

OUR CORE VALUES

- Professionalism
- Team work
- Passion for service
- Learning
- Ethics
- Reliability

OUR CORPORATE OBJECTIVE

- To achieve international best practices on good corporate governance.
- To be the preferred partners on poverty alleviation schemes in Nigeria
- To rank among top Microfinance Service Providers in Nigeria.



CORRESPONDENT BANKS

HASAL Microfinance Bank Limited presently maintains a correspondent banking relationship with the following commercial banks; Access Bank, Fidelity Bank, Diamond Bank and First Bank of Nigeria. Customers have the freedom to deposit and withdraw from any of these correspondent banks they choose. All Hasal cheques are cleared through these banks. Also all transactions required from commercial banks are routed through the networks of these correspondent banks.

AFFILIATED COMPANIES

Apart from HASAL Microfinance Bank Limited, the HASAL group also offers a wide range of specialized financial services through other subsidiaries which include:

- ❖ HASAL Bureau De Change *For efficient foreign exchange transactions*
- ❖ Capital Structures Limited...*Asset Management and Capital Market Consultancy*
- ❖ HASAL Capital Ltd...*Corporate Finance and Project Management*

OUR PRODUCTS & SERVICES

Hasal MFB products have been well packaged to meet customers' individual needs. Our products have been built around the customer with the view to developing a lasting savings culture

HASAL SAVINGS PRODUCTS

HASAL DAILY CONTRIBUTION SCHEME (HASUSU)

This is HASAL's innovate of the traditional ESUSU daily savings scheme offered in a structured and institutionalized form to provide an opportunity for capital accumulation and develop a savings culture in people at the bottom of the pyramid. The product has been repackaged, restructured and institutionalized as HASUSU Savings product.



HASUSU is opened with a minimum balance of N500, least minimum weekly contribution of N500 and has a uniform interest rate of 5% per annum. HASUSU has excellent features which come with the following benefits:

- ❖ Access to micro-credits of up to N500,000 depending on average daily savings amounts. Loan amount is 100 times the daily savings amount
- ❖ Free debit card which can be used to access funds anywhere in the country, internet, mobile and telephone banking
- ❖ Flexible savings plan to accommodate unique income patterns
- ❖ Free and convenient cash collection service
- ❖ Free corporate gift

HIGH YIELD TARGET SAVINGS A/C (HYTSA)

HYTSA is offered to support customers towards saving for a specific project. It is a flexible product that allows several savings plans to accommodate various diverse and complex means of capital accumulation for project execution. It allows a customer to deposit agreed amounts periodically until a specified amount is accumulated towards the project. The benefits include:

- ❖ Attracts a high interest rate of up to 7.5% depending on savings plan
- ❖ Grants access to Project Finance Opportunities
- ❖ Amount saved qualifies as equity contribution Project Financing loan
- ❖ Flexible and convenient cash collection
- ❖ Free Corporate gift

HASAL NEW WORLD ACCOUNT (HASANWA)

The birth of a new baby in any African culture is greeted with excitement and creates opportunities to friends and relations to present cash and other gifts to the new born. HASAL New World Account is a children's savings plan that allows parents to save for the education and future of the children. The product is targeted at new born babies who traditionally get gifts in cash while allowing parents to save specific amounts



regularly towards the education of the new born child. It's a bright new world for a HASANWA child who is assured of a secured future a savings plan that take care of you from the cradle. The benefits include:

- ❖ Flexible savings plan to accommodate all income levels
- ❖ Can be used as collateral by parents for short time borrowings
- ❖ Flexible interest rates depending on choice of savings plan
- ❖ Flexible withdrawal patterns allowable
- ❖ Convenient cash collection
- ❖ Child could benefit from scholarship schemes

HASAL SAVINGS A/C (HASA ACCOUNT)

This is a savings account with a minimum opening balance of N1, 000 and is operated at various levels. In other words, anybody and everybody should have an account. It attracts a 3% annual interest, the highest so far in the banking industry.

CURRENT ACCOUNT PRODUCTS

HASAL ON-LINE SALARY EMPOWERMENT A/C (HOSEA)

This is a current account that also serves as a salary account. Customers are empowered through an automatic overdraft facility of up to 25% of the monthly salary accounts. A COT-free account that qualifies the account holder to benefit from asset acquisition facilities to improve the quality of life.

HIGH CLASS CURRENT ACCOUNT (HICA)

For the professional who wants a convenient account at minimal operational cost, the HASAL HICA comes handy with a zero COT rate on withdrawals. The account also attracts interest for minimum account balances of up to N500,000.00. HICA customers are specially packaged into a first class lounge of HNI and private banking services that are unequalled.

HASAL CURRENT ACCOUNT (HACA)

This is normal current account operated in other banks that can be opened by anybody with the proper documentation. It also attracts the lowest COT cost and CAC search in the banking industry with opportunities for working capital loans.

INVESTMENT ACCOUNTS

- ❖ [Hasal Term Deposit](#)
- ❖ [Hasal Ownership Participation & Equity Scheme \(HOPES\)](#)
- ❖ [Guaranteed Commercial Papers/Bankers Acceptances](#)

LOAN PRODUCTS

- ❖ [Hasal L.P.O Support Scheme](#)
- ❖ [Hasal Asset Acquisition Scheme](#)
- ❖ [Hasal Working Capital Support Scheme](#)
- ❖ [Hasal Traders Express \(HATREX\)](#)

- ❖ [Joint Liability Group Lending scheme](#)

This is a joint liability lending scheme where members borrow as a group and hold themselves both jointly and severally liable to the repayment of the credit facility. The groups may include cooperative societies, community interest groups, trade peer groups, church groups, etc. The following group schemes currently exist in Hasal Microfinance Bank Limited:

- ❖ **Yoghurt Women Cooperative Society:** are groups of 28 women traders in Dutse Alhaji who we have impacted their lives for good. They sell Yoghurt, cold water amongst others who have been in the line of business for quite a while. A loan of Three Million Naira Only was granted to buy in bulk quantity and stock goods for a period of Six (6) months.





- ❖ **Tattase, Okro, Onions & Soup Ingredients (MPCS):** are groups of 21 women trader in Utako Market who we have impacted their lives for good. They sell Tattase, Okro, Onion, Spices amongst others and have been in business for a while. A loan of Four Million Two Hundred Thousand Naira Only was granted for them to buy more spices and ingredients for a period of Six months.

- ❖ **N.S.C.D.C Cooperatives:** is the Nigeria Security and Civil Defense Cooperative Society which is made up of more than Three Hundred (300) members who are staff of the Civil Defense Corp. Of which some of the members have shops, some sell house hold items amongst others. A loan of Ten Million Naira Only was granted to them for some of their members (36) to purchase land for a period of Eight (8) months.

- ❖ **People Aqua Culture Multipurpose cooperative society:** are groups of 10 members who are majorly traders that sell fish and poultry products at the Kado Fish market. A loan of Eight Million Naira Only was granted to them to stock their goods for a period of Six (6) months.

- ❖ **Giant Stride Multipurpose Cooperative Society:** are group 8 members who are both men and women and are majorly traders of different products like building materials, provisions, fast foods, drinks amongst others which they sell at Gudu Street Kubwa. A loan facility of Two Million Five Hundred Thousand Naira Only was granted to them to stock their goods for a period of Six (6) months.

OUR BRANCH NETWORK

We have approval from the Central Bank of Nigeria for 5 branches and 5 cash centers which is our first phase of branch expansion, out of which they are already up and running.

Head Office

Plot 2105 Herbert Macaulay Way
Wuse Zone 6, Abuja,



Garki Cash Centre

Block C10; Shop 30 Mustajeed Street
Garki 1 Model Market, Garki District

Utako Cash Centre

Warehouse line 83
Utako Model Market, Utako District

Wuse Market

No 2 Herbert Macaulay Way, CBD

Nyanya Branch

Chris Gold Plaza,
Abuja – Keffi High Way



Kado Cash Centre

Store No Ls 76 (Shop 76)
Kado Fish Market Kado.

Dutse Alhaji Branch

Plot 70b Police Station Road,
Dutsen-Alhaji, Bwari

Dei – Dei Branch

Shop A3/372 Dei-dei building Material
Market



Kubwa Branch

Plot 83/84, Gado Nasko Road
Opposite Abattoir
Kubwa

Coming Soon:

Kuje; Gwagwalada; Jikwoyi; Abuja CBD; Gudu District

BOARD OF DIRECTORS AND MANAGEMENT TEAM

PROFESSOR MRS. NDI OKEREKE-ONYIUKE, OON (CHAIRMAN)



Professor Onyiuke is a world acclaimed financial expert, who has distinguished herself in her field of endeavour and has contributed immensely to the economy of Nigeria. She has competence in strategic planning and management of change in a rapidly changing business environment, human resources management, training and manpower planning, and general management and administration of financial and investment services operations. Professor Onyiuke is a grounded professional having worked with CHIYOKE Defence Industries Inc, New York, The New York Stock Exchange where she worked as Exchange Services and Systems Consultant.

Professor Onyiuke distinguished herself academically graduating with First Class Honours. She won \$60,000 post-graduate Research Award which resulted in her being awarded Fellowship as an adjunct professor. She was also nominated and listed in the Who is Who of America Colleges and Universities (1976). Professor Onyiuke has been trained professionally in many internationally recognized institutions, including President Carter's Executive Exchange Programme (1980) at the White House, Washington D.C, Chase Manhattan Bank, IBM school of Computer Systems Software Management, to mention a few. She belongs to many professional Institutions including Chartered Institute of Stockbrokers (Fellow), African Stock Exchanges Association (ASEA), World Federation of Exchanges (WFE), World Economic Forum (WEF), International Platform Association, Nigerian Institute of Management (Fellow), USA Market Research Institute (Fellow), Nigerian Institute of Directors (Fellow) Nigeria-American Chamber of Commerce, Nigeria-British Chamber of Commerce, Nigeria-South Africa Chamber of Commerce to mention a few. Professor Onyiuke also sits on the board of other organizations. She has brought her wealth of experience into microfinancing.

ROGERS AUGUSTINE IKECHUKWU NWOKE (MANAGING DIRECTOR/CEO)



Rogers obtained a Bachelors degree in Accounting from the University of Nigeria in 1992 and qualified as a professional Accountant with the Institute of Chartered Accountants of Nigeria in November 1996. He also has a Masters in Business Administration (MBA) from Warwick Business School, University of Warwick, a top 5 UK business school and has attended several professional courses covering financial services products marketing, credit analysis and administration, customer services, team building, etc.

Rogers commenced his banking career in April 1994 with Ivory Merchant Bank Limited as a Reconciliation Officer with responsibility for managing the bank's nostro accounts.

He later joined the retail banking team of Diamond Bank Ltd in July 1995 as a relationship officer and served in private banking and consumer banking units before moving to Abuja in 1996 as the head of commercial banking in the pioneer branch and later Dei-Dei branch where he was a major driver of the bank's commercial banking breakthrough in the building materials segment of the commercial banking business. He later took on additional responsibility for the bank's entire commercial banking business in Abuja until he resigned in 2000 to pursue other interests. With the emergence of universal banking regime in Nigeria, Rogers moved to Devcom Bank Limited as part of the team to set up strategic framework and prepare the bank for commercial banking business. With the launch of the commercial banking strategy, he joined Associated Discount House Limited as it's Head of Business Development for Abuja and grew the balance sheet by 315% over a 12 month period. Rogers joined Access Bank Plc on October 2, 2002 as Manager with responsibility for driving the bank's Commercial Banking Business in Abuja. He led the branch to break-even after 6 months. For an outstanding performance at the bank's recapitalization exercise in 2004, he was promoted to Senior Manager position in April 2005. After the merger with Capital Bank International and Marina International Bank in 2005, Abuja became a commercial banking region with three branches. In April 2006, Rogers assumed responsibility as the Group Head, Abuja Commercial Banking and transformed the region to a profit centre within the first 3 months.

Rogers proceeded on a 12 months study leave between September 2006 and September 2007 during which he obtained an MBA from Warwick Business School, UK. Upon return to the bank in October 2007, Rogers was given the responsibility of starting a second Commercial Banking region in Abuja with only one existing branch, Herbert Macaulay Branch and a mandate to open 10 new branches by December 2008. Before leaving Access Bank to set up HASAL Microfinance Bank in November 2008, he built a team of highly motivated employees for the region and surpassed all quantitative targets. Born 40 years ago, Rogers is very happily married to Joyce and blessed with 3 children: Michael, Emmanuel and Mitchelle.

DAGOGO EMMAN IYEIMO



Dagogo is a thoroughbred Capital Market Professional with over ten years experience. He is an Authorized Dealing Clerk on the Floors of the Nigerian Stock Exchange (NSE). For six and half years, Dagogo worked in the Central Securities Clearing System Ltd (CSCS) where he acquired uncommon skills in the Clearing, Settlement and Delivery processes which comprise the core of the back office operations of the Stock Market. To achieve a rounded market experience, he has been a floor-based trader for three years now.

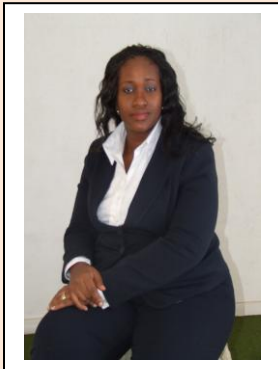
Dagogo has executed complex market-related transaction including acquisitions, corporate financing, quotation, portfolio management among others. Dagogo graduated with a Second Class Upper in English Studies from the University of PortHarcourt in

1998. He went on to qualify as a Chartered Accountant (ICAN) and Chartered Stockbroker (CIS). His core competencies include:

- i) Asset/Fund Management
- ii) Corporate Finance
- iii) Stockbroking and Dealing
- iv) Quotation/Listing Advisory

He has attended various competence enhancement courses both locally and internationally. He was a participant at the NSE organized Investment Road Show in Nashville Tennessee, USA in 2005. Dagogo was born 33 years ago and loves playing Chess and Tennis.

NWOKE-ROGERS JOYCE ANIEKAN (EXECUTIVE DIRECTOR)



Mrs. Nwoke holds a Bachelors Degree in Economics from the University of Abuja. She is a seasoned banker with over eight years banking experience, with competence in Business Development, Credit Administration, but with a special bias in banking operations. While in First City Merchant Bank, now FCMB Plc, Joyce was instrumental to the success of the operations of her branch. She rose to the position of the acting head of operations in the Abuja branch of the bank. She joined United Bank for Africa in 2004 where she gained much experience and rose to the position of Head, Savings Department of the Main Branch of UBA in Abuja.

Joyce has an Advanced Certificate in Computer Fundamentals. She is also a member of the Nigerian Institute of Management and a student member of the Chartered Institute of Stockbrokers. Joyce has brought her wealth of experience to the development of the operational framework of Hasal Microfinance Bank, having attended several professional courses on banking operations, customer service, and risk management.

Other Management Staff include

CHINENYE ALARIBE (HEAD, SPECIAL PROJECTS)

Chinenye is the Head, Special Projects of the Bank. He commenced his career in financial services with Associated Discount House Limited, a leading wholesale financial institution in 2000, where he held administrative, operations and marketing responsibilities, from where he moved to Oak Pensions Limited in 2006, as the pioneer Assistant Regional Head, North. He joined Hasal Microfinance Bank Limited in September 2008 as the pioneer Head of Business Development of the Bank, a position he held until January, 2009 when he was redeployed to Financial Control and Strategy as its head. He has brought his wealth of experience especially in startup to bear in



Hasal Microfinance Bank. He is currently the Managing Director of Oche Microfinance Bank Ltd, which was outsourced by Hasal Microfinance Bank. Mr. Chinenye believes in hard-work and self development and this has made him not to relent in his quest for professional knowledge. While in Federal Polytechnic Bauchi, he won many academic awards including being best student in the institution as well as winning the Minister of Education Scholarship award consecutively for four years. Chinenye is a Chartered Accountant (**ICAN**) with over 8 years financial services experience. He is also a student member of the Chartered Institute of Stockbrokers (**CIS**). He has attended so many trainings in prestigious training institutions in Nigeria such as Lagos Business School, Philips Consulting, to mention a few. He is happily married and blessed with a child.

ALANI MUKADAZ BALOGUN (HEAD INTERNAL CONTROL)

Alani Mukadaz Balogun is a qualified, experienced self motivated Chartered Accountant, who possesses a great analytical and numerical mind with solid-extensive knowledge of local and international treasury, financial management, banking operations, accounting, internal and external auditing and a lot more. Alani commenced his audit career as far back as 1983. He was Audit clerk in Pannel Kerr Forster Chartered Accountants, Jos from 1983-1984. He was promoted to the position of Audit Senior in 1986. He then moved to AIDEAS Banc Financial Services Ltd, Lagos in 1988. From there, he moved to Commercial Trust Bank Nig. Ltd, Victoria Island as a treasurer. Alani joined Devcom Merchant Bank Ltd, Victoria Island in 1998; he was later transferred to the Portharcourt branch as Head, Operations in 1999. In November, 2001, Alani joined Inland Bank, now FIN Bank as a deputy manager, Branch Monitoring and Review and Head, Regional Audit Team, Eastern Region. He became deputy manager, Field Inspection. Alani is happily married and blessed with two children.

IKECHUKWU ONYEANYUNA (HEAD TREASURY OPERATIONS/BANKING CORRESPONDENCE)

Mr. Ikechukwu Onyeanyuna is the Head of Financials & External Reporting of the bank. He is a registered student member of the Institute of Chartered Accountants of Nigeria and holds a Higher National Diploma in Accounting from The Kaduna Polytechnic. Mr. Ikechukwu is a thorough and detailed accountant who is an adherent of laid down rules and regulations and accepted concepts. He is experienced having worked successfully with such international organizations as Delattre Bezons Nigerian Limited and Gitto Costruzioni Generali Nigeria Limited. While in Delattre he served as the accountant in charge of the Kaduna office. Delattre Bezons Nigeria Limited is an international oil servicing company spread across the globe with its head office in Paris France. While in Gitto Costruzioni Generali Nigeria Limited, he served as the project accountant in Yenogoa Bayelsa State. Gitto Costruzioni Generali Nigeria Limited is a company with its global office in Italy. Mr. Oyeanyuna has had experiences in many other organizations. He is happily married.



EGWAKHIDE FRANK (HEAD INFORMATION TECHNOLOGY)

Mr Frank Oziegbe Egwakhide is an ICT specialist having acquired several computer certifications in addition to his first degree in Mathematics, which he obtained from the University of Benin in 2001. The Certifications are as follows

Cisco Certified Network professional 2008
Microsoft Certified Systems Engineer **(MCSE 2003)** February 2007,
Microsoft Certified Systems Administrator **[MCSA]** February 2007
Microsoft certified professional **MCP]** September 2005,
Cisco certified network Associate **[CCNA]** July 2005.

He started his working career with the Federal Training Centre, Maiduguri, Borno State as a Mathematics/Statistics/Computer Science Lecturer where he did his NYSC between May 2001 – May 2002. Thereafter he worked as Network/Systems Engineer at Authentic Computers Nig. Limited, Abuja in 2002 and at Primcom Computers and Communication Limited, Abuja, 2002 – 2004 in the capacity of Systems Engineer. In 2004 he joined Huawei Technologies, Abuja as Network Administrator where he had the opportunity of working on so many assignments amongst which are the following:-
Construction of Local Area Network of 215 points (both voice and Data), Maintaining satellite links, Installation of Lotus Notes, Installation of APC Interrupted Power supply, Installing & troubleshooting of Network Printers, Training of staff on new IT implementation, Deploying company information Security polices, Over seeing the functions of the File server, Application server, Lotus Notes Server, Mail server, Public Box Exchange Switches. (PBX), Accurate Documentation of Network Resources, Installing and configuring of Microsoft Information Right management system (IRM) office 2003, Creating user accounts and privileges and permissions, Liaising with computer providers, Maintenance of Access control and CCTV.

GABRIEL AYILA AGIBI (HEAD BUSINESS DEVELOPMENT & MARKETING, 'CITY CENTRE')

Gabriel Ayila Agibi holds a post graduate diploma in Management (PGDM) credit and a HND Marketing with an upper credit. He is seasoned banker with over fourteen (14) years banking experience with competence in business development and marketing. While in Commercial Bank for Africa, Lagos (now Fortune Bank Nig. Plc) he worked as an officer (marketing). From being an officer, he was promoted to assistant manager's position where he was responsible for generating branch targets and cash deposits. Gabriel moved to Fortis Microfinance Bank, Wuse main branch, Abuja as the business manager. In June, 2008 he became Head, Corporate High Networth Individual and Special Products. He has no doubt brought his depth of experience in marketing to help push HASAL MFB forward. He is happily married with four lovely sons.

JOHNSON OKHUMODE EMMANUEL (HEAD BUSINESS DEVELOPMENT & MARKETING 'NYANYA REGION')

Johnson is the Head Branch Services of the bank. He holds a Post Graduate Diploma in Agricultural Economics from Ladoke Akintola University of Technology. He



commenced his banking career in 2002 with Trade Allianz Finance Ltd as a teller, from which position he got promoted to the Head of Operations. He then moved to IMEDO, in 2004 as Programme Development Officer. Part of his duties at IMEDO was business creation and start-ups. In 2005 he joined Ajim Nigeria Abuja as the Head of Operations. With the strengthening of the Microfinance Sub-sector, Johnson moved to Fortis Microfinance Bank in 2007, a pioneer staff. He moved to Utako Branch as Branch Manager at its opening. He became Assistant Group Head - Customer Service of the Bank. He has brought his wealth of experience in anchoring the operations of HASAL MFB, having also attended trainings in; “Effective Time Management, Organizational Change, Diplomacy and Conflict Appreciation, Enterprise Development through Cooperatives” amongst others. He is happily married with kids.

QUEEN AJANI (HEAD KUBWA REGION)

Queen holds a post Graduate Diploma in Business Administration from the University of Abuja. She started her banking career in 2003 with Omega bank now Spring Bank as a Customer Service Officer from where she rose to be Team Leader of their High Net worth customers. She has over six years banking experience and has brought her expertise to the Central Region Business of HASAL MFB having attended various courses over this period like ‘Professional Selling and Marketing of Financial Services, Money Laundering & Risk Management, Credit Administration, amongst others’. She is happily married with children.

BASSEY LILIAN GILDA (HEAD HUMAN CAPITAL DEVELOPMENT)

Lilian Bassegy currently heads the Human Capital Development unit of the bank. She holds a Bachelors Degree in Philosophy from the University of Ibadan. She has acquired good skills in managing people having had six years professional experience working with Accenture Global Management Consulting Outsourcing & Technology firm where she thrived in the capacity of an Event Coordinator, in 2002, Admin Officer 2003, Executive Assistant 2004-2005 and Project Administrator from 2006-2008. She is happily married.

JOHN IGBAN OCHU (HEAD, BRANCH SERVICES)

John holds a B.sc in Accounting from the University of Nigeria, Nsukka. He is a member of the Nigeria Institute of Management and a student member of the Institute of Chartered Accountants of Nigeria. John worked with Olam Nigeria Limited as the Accounting Officer from 2005-2007. At Olam, he was responsible for the preparation of Branch Account Paddy Extension, Makurdi, Branch Bank Reconciliation, amongst others. John was, until his appointment as the Head, Correspondence Banking, the Fund Accountant of First Alliance Pension and Benefits Ltd, Abuja, with responsibilities of reconciling investment bank balance with GL Bank balance, preparation of the fraud account of RSA Fund & NNPC Fund, amongst others. John is a committed professional with strong analytical skills, which he has brought to Hasal. He is happily married with children.