

> TrustBond Mortgage Bank: Providing Real Estate Finance Solutions



A dilemma sometimes occurs in real estate development that affects developers and potential homeowners. It concerns deferred balance payments made by the potential homeowners having provisional allocation at the risk of developers' inability to continuously fund the completion of housing units.

In Nigeria, TrustBond Mortgage Bank provided a way out of the dilemma with its I Val Mortgage.

I Val is one of the innovative mortgage and real estate finance solutions developed by TrustBond. This special product seeks to address the payment of outstanding balances from subscribers through a convenient repayment plan at an affordable mortgage interest rate agreed between developers and TrustBond over an agreed period of time. The end result is a convenient payment approach for potential homeowners and collection strategy for developers alike.

As a national mortgage bank offering mortgage, real estate finance, and financial advisory services, TrustBond supports people in their struggle to gain stability through home ownership, making it possible for them to have a tangible stake in the country's development.

SERVICES

TrustBond constantly challenges itself with customer-centric standards of quality service delivery and a relentless dedication to offering innovative mortgage and real estate finance solutions.

The bank's strategic alliance and collaboration with key players in the mortgage subsector has made it the go-to mortgage bank in Nigeria thanks to its consistent involvement in various housing pilot programmes in both the public and private sectors.

“TrustBond is in the forefront of market development initiatives to improve the mortgage landscape and home ownership rates.”

TrustBond makes housing finance easy through:

- Real estate construction finance
- Housing estate improvement
- Property refinancing
- Employee mortgage facility
- Home ownership scheme
- Home improvement
- Rent loan
- Endowment savings
- Target investment

WHY TRUSTBOND

Resilience is its forte – against all odds, TrustBond breaks barriers. The company has over 100 years combined management experience in providing real estate finance solutions with seasoned professionals. The bank's commitment to best practices in enterprise risk management and corporate governance standards enhanced the rating awarded by external rating agencies

and earned it a good reputation among key stakeholders.

TrustBond is in the forefront of market development initiatives to improve the mortgage landscape and home ownership rates. Besides its strong capital base, TrustBond has capacity to refinance large portfolio of mortgages with the Nigeria Mortgage Refinance Company, the premier mortgage refinance company of the country. The bank is highly committed to excellence in customer service and displays tenacity to deliver on promises as it proudly tells its customers “... we've done your homework.”

HISTORY

Established in 2003 as Partnership Savings and Loans, a subsidiary of Gateway Bank, TrustBond has a long history. Intercontinental Homes Savings and Loans emerged in the wake of the recapitalisation of Nigerian banks in 2005 on the acquisition of the parent bank by Intercontinental Bank. Thereafter, the mortgage bank was converted to a public limited liability company in 2007 after a successful private placement offer. Again in 2011, the erstwhile parent bank was acquired by Access Bank.

In compliance with the directive of the Central Bank of Nigeria on commercial banking licenses, Access bank divested from the mortgage bank in 2013. This divestment led to the transformation of the mortgage bank to TrustBond Mortgage Bank Plc. On recapitalisation, the bank, in line with new regulatory requirements, consolidated on its operating license to emerge as a national player. ✨

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