



Localize or Lag: Rewiring Mortgage Tech for Nigeria.

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Peerless Software Global Service

www.peerless.co

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Executive Summary

Nigeria's mortgage industry faces significant challenges, contributing less than 1% to GDP despite a staggering 28 million unit housing deficit. The core issue stems from legacy imported technology, which acts as the primary barrier to growth. The clear and decisive solution is localization.



Underperforming Market

The mortgage industry's minimal contribution to GDP highlights a vast, untapped potential within the housing sector.



Technology Barrier

Outdated, imported technological infrastructures are impeding efficiency, compliance, and scalability.



The Localized Solution

Tailoring technology to local needs and regulations is essential for unlocking growth and addressing the housing deficit.

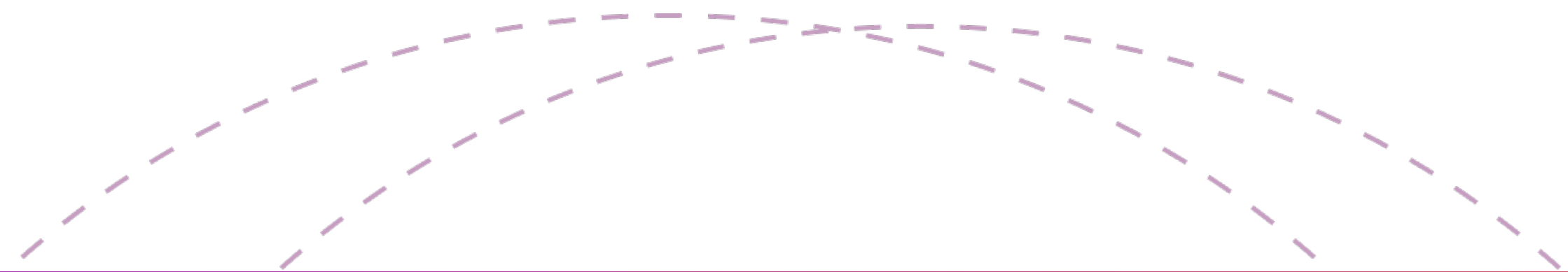




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Section 1

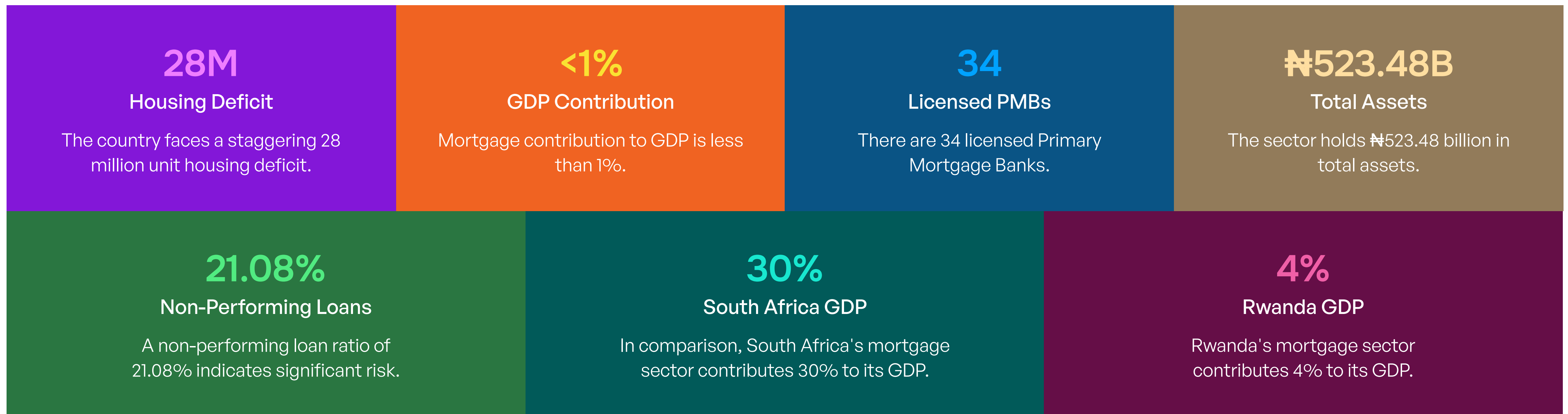
The Mortgage Market Reality



The Mortgage Market Reality

Structure and Scale of Nigeria's Mortgage Sector

Nigeria's mortgage industry, despite its significant potential, faces considerable challenges as reflected in key statistics and its performance compared to other African nations.



The Mortgage Market Reality

Operational Bottlenecks

At an operational level, Nigerian mortgage banks face three interrelated obstacles: manual processes, fragmented data systems, and complex compliance obligations.

These operational and digital gaps translate into higher total operating costs and slower market responsiveness. They also weaken customer trust, as borrowers experience significant delays and inconsistent communication throughout the loan process.



Manual Processes

Loan origination currently takes 12-16 weeks, hindering efficiency and customer satisfaction.



Fragmented Data Systems

Disconnected software solutions lead to data silos, inconsistency, and operational inefficiencies.



Compliance Complexity

Quarterly reporting requirements impose a heavy burden, demanding extensive resources and increasing the risk of errors.

The Cost of Technological Mismatch

Imported systems were built for mature markets, not Nigeria's environment. Key issues:



Extensive Customization

Required (6-12 months)



USD-Denominated Fees

Maintenance fees



Naira Depreciation

Impact (25% annually 2019-2024)



Manual Data Reformatting

For regulatory compliance

The Innovation Divide in Financial Services



Fintech Sector Thriving

Nigeria's fintech sector is thriving, evidenced by a massive increase in electronic transactions and rapid loan approvals:

- ₦1.08 quadrillion in electronic transactions in 2024
- Digital lenders approve loans in minutes



Mortgage Institutions Lag

In contrast, mortgage institutions are significantly behind, hampered by slow processes and outdated systems:

- Mortgage banks take months for loan approvals
- Legacy tech debt is the primary barrier

The Mortgage Market Reality

The Opportunity Ahead

IFC estimates housing finance gap in Sub-Saharan Africa exceeds \$300 billion, with Nigeria representing nearly one-third. Urban population grows 4% annually. Closing the deficit requires 500,000 new homes annually and ₦5 trillion per year in funding.

\$100B+

Housing Finance Gap

Nigeria's share of Sub-Saharan Africa's housing finance deficit.

4%

Annual Urban Growth

Rate at which Nigeria's urban population expands each year.

500K

House Needed

New homes required annually to close the housing deficit.

₦5T

Annual Funding

Required investment per year to meet housing demands.

Key Takeaways

- 1 Nigeria's mortgage sector contributes less than 1% to GDP despite significant housing demand.
- 2 Operational inefficiency, manual processes, and foreign technology dependence are main barriers.
- 3 Exchange rate volatility increases imported system costs by 25%+ annually.
- 4 Absence of unified data systems complicates CBN and NDIC compliance.
- 5 Localization of technology offers practical path to efficiency, compliance, and scalability.



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Section 2


The Hidden Cost of Foreign Cores

The Hidden Cost of Foreign Cores

The Legacy of Imported Infrastructure


For 20+ years, Nigerian mortgage banks have depended on imported core systems designed for mature markets.

Extensive Customization




These systems require extensive customization, often leading to prolonged implementation periods and increased costs.

Vendor Dependency




They create significant vendor dependency, limiting local innovation and control over critical banking infrastructure.

Adaptation Challenges



These systems prevent rapid adaptation to local regulatory changes and unique market demands.

Regulatory Mismatch



CBN's Banking Industry IT Standards Blueprint mandates complex frameworks that foreign systems rarely meet, leading to compliance challenges.

The FX Burden and Cost Escalation

Most licenses and support contracts for foreign core systems are USD-denominated, leading to significant financial challenges:

Naira Depreciation



The Naira depreciated sharply from ₦360/USD in 2019 to ₦1,400/USD in 2024, drastically increasing costs.

Cost Escalation Example



A \$500k license that cost ₦200M in 2020 now costs ₦750M in 2024.

Liquidity Depletion



Banks must purchase dollars from the open market, depleting liquidity and increasing operational risk.

The Solution: Local Systems



Localized systems, priced in Naira, eliminate this FX burden and provide stability.

The Hidden Cost of Foreign Cores

Compliance Delays and Data Integrity Risks



Foreign Systems Mismatch

Foreign systems are not built with Nigerian requirements in mind.



Manual Data Processes

Manual data exports and reformatting are required for CBN/NDIC submissions.



Regulatory Deficiencies

NDIC identified "data reconciliation discrepancies and delayed submissions" as key deficiencies.



Compliance Penalties

Compliance lapses attract penalties and supervisory concerns.



Automated Local Solutions

Localized systems automate report generation with pre-configured templates.

The Hidden Cost of Foreign Cores

Productivity Losses and Innovation Slowdown



Long Release Cycles & Vendor Approval

Foreign cores have long release cycles and require vendor approval for modifications.



Delayed Product Launches

New product launches delayed by months.



Hampered Staff Productivity

Staff productivity hampered by fragmented workflows.



High Maintenance Costs

70-80% of IT budgets consumed by maintaining legacy systems.



Reduced Revenue

Slow processing leads to fewer completed transactions and lower revenue per staff member.

The Hidden Cost of Foreign Cores

Security and Data Sovereignty Concerns

CBN Cybersecurity Framework



CBN's Risk-Based Cybersecurity Framework requires strong controls on data storage and cross-border transmission.

NITDA Mandate



NITDA mandates local hosting or jurisdictional compliance.

Foreign Systems Complicate Compliance



Foreign systems hosted on offshore servers complicate compliance.

Localized Infrastructure Solution



Localized infrastructure aligns naturally with Nigeria's data protection laws and enables hybrid hosting.

The Hidden Cost of Foreign Cores

The Strategic Case for Localization

The combined effects of foreign exchange exposure, compliance delays, productivity losses, and security concerns have brought the industry to a pivotal decision point. Continued dependence on imported systems is unsustainable.

The path forward lies in building and adopting technology developed for the realities of African financial systems. Localization is not merely a shift in software preference; it is a redefinition of strategic independence. It allows institutions to control their upgrade cycles, comply with domestic policies faster, and redirect capital from maintenance to innovation.

Localized systems also create ecosystem advantages. They stimulate the growth of indigenous technology talent, strengthen data sovereignty, and improve institutional resilience. Most importantly, they restore the link between technology investment and business value.

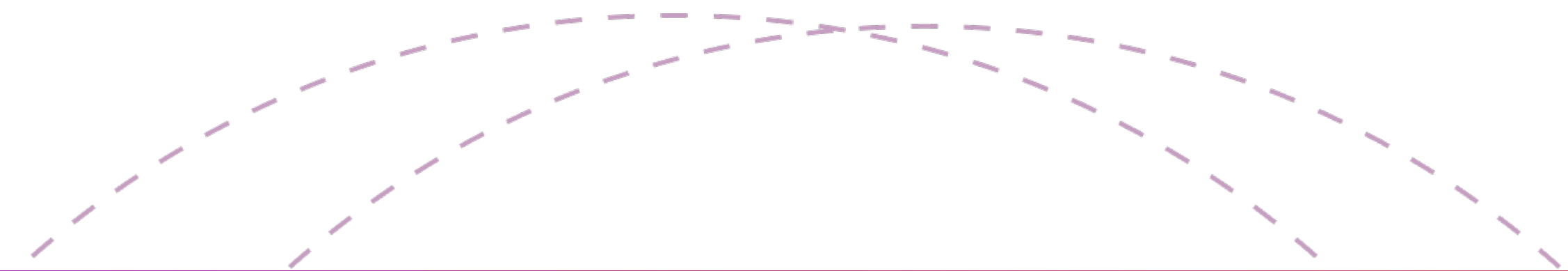
For Nigeria's mortgage sector, localization represents more than cost savings. It is the foundation for agility, trust, and long-term competitiveness. Institutions that act now to localize their core infrastructure will not only reduce operational drag but also position themselves to lead the next era of mortgage finance in Africa.



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Section 3

Localization as a Competitive Edge



Localization as a Competitive Edge

What Localization Really Means

Localization in financial technology is often misunderstood as a matter of language or interface translation. In the mortgage and financial services context, localization goes far deeper. It involves designing technology that aligns directly with a country's regulatory policies, currency environment, workflow models, and operational culture.

For Nigerian mortgage banks, localization means deploying systems that are aware of local regulatory reporting structures, pricing models in naira, and the unique approval chains common to mortgage origination. It means integrating features for the Mortgage Refinance Companies Act, MREIF reporting, and FMBN liquidity windows. Localization creates systems that reflect the environment they serve.

A key component of localization is data sovereignty. As the National Information Technology Development Agency (NITDA) and the Central Bank of Nigeria (CBN) increasingly mandate data residency, mortgage institutions must ensure that customer information and financial records are stored within national borders or within compliant regional data centers. Local or hybrid cloud hosting provides both efficiency and regulatory assurance.

The African Union's Digital Transformation Strategy (2020–2030) reinforces this approach, emphasizing that African nations must strengthen domestic digital infrastructure to maintain data control and economic independence. The report calls for “regionalized data storage and local innovation capacity” to reduce reliance on external technology ecosystems. For Nigerian mortgage banks, this means systems that process, secure, and evolve with local policy rather than external dependencies.

What Localization Really Means Contd.

Localization also encompasses interoperability. Nigerian financial institutions operate within a fast-changing digital ecosystem of payment gateways, credit bureaus, and fintech platforms. Localized systems can integrate with these networks through open APIs tailored to domestic standards such as the NIBSS Instant Payment (NIP) framework and the Open Banking Nigeria specification. By contrast, foreign systems often require additional middleware or adaptation layers before achieving compatibility.

In essence, localization transforms technology from a foreign utility into a national advantage. It empowers institutions to align with regulatory mandates, adapt quickly to change, and strengthen resilience without compromising efficiency.

- ✓ Regulatory reporting structures
- ✓ Pricing in naira
- ✓ Unique approval chains
- ✓ Mortgage Refinance Companies Act compliance
- ✓ MREIF reporting
- ✓ FMBN liquidity windows
- ✓ Data sovereignty
- ✓ Open APIs for local integration

Localization as a Competitive Edge

Economic Advantage of Localization



FX Volatility Eliminated

Naira pricing provides stability, eliminating FX volatility.



Redirect IT Budgets

70-80% of IT budgets currently consumed by legacy maintenance can be redirected to innovation.



Faster Support

Support response times improve from days to hours.



Predictable Costs

Enables better financial planning due to predictable costs.



Focus on Growth

Agile institutions can focus on innovation, customer acquisition, and product diversification.

Localization as a Competitive Edge

Regulatory Alignment and Compliance

01

Meet CBN Supervisory Framework

Localized platforms meet CBN Supervisory Framework requirements.

02

Automated Reporting

Automate case tracking and regulatory-compliant reports.

03

Real-time Alignment

Real-time regulatory alignment when policy updates occur.

04

Xplorer CRM Integration

Xplorer CRM's Case Management feature aligns with CBN's directive.

05






Reduced Risk & Improved Accuracy

Reduces regulatory risk and improves data accuracy.

Localization as a Competitive Edge

Workforce Empowerment

Localization empowers local teams to innovate.

-  Reduces dependency on foreign expertise.
-  Aligns system design with available technical skills.
-  Improves training efficiency with local interfaces and terminologies.
-  Enables local teams to prototype new products internally.
-  Contributes to Nigeria's digital skills ecosystem (65% growth projected by 2027).



Localization as a Competitive Edge

Peerless Localization

Peerless builds with localization at its core. Every product in the company's enterprise suite is designed for regulatory precision, operational adaptability, and workforce empowerment within emerging markets.

- SeaBaas provides a fully localized core banking environment that integrates CBN and NDIC reporting templates, supports naira billing, and offers hybrid or on-premise hosting for data sovereignty compliance.
- Kusala simplifies mortgage operations by automating internal workflows such as approvals, documentation reviews, and regulatory validations. Its visual process builder helps non-technical teams digitize complex workflows without writing code.
- Xplorer CRM complements both SeaBaas and Kusala through its Case Management feature, which satisfies the CBN's directive for case management reporting. Mortgage institutions can use Xplorer to track borrower communications, regulatory responses, and customer issue resolutions in real time. The platform also consolidates insights for internal audits and compliance teams, ensuring full traceability.

Together, these systems embody what localization should deliver: compliance precision, operational efficiency, and national capability building.

Peerless envisions a financial sector where technology reflects local realities. Our products help mortgage institutions move from dependency to self-determination, from reaction to leadership, and from fragmented operations to integrated excellence.



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Section 4

Digital Infrastructure Economics

Reframing Infrastructure as ROI

Digital infrastructure historically treated as compliance necessity, not growth enabler. Well-structured digital infrastructure improves margins, accelerates innovation, and strengthens risk management.

7.84%

Digital Microcredit ROE

1% increase in digital microcredit services correlates with 7.84% enhancement in ROE.

3.71%

Mobile Banking ROE

Mobile banking availability augments ROE by 3.71%.

5.43%

ATM Availability ROE

ATM availability augments ROE by 5.43%.

The FX Impact Model

Foreign exchange volatility is a major hidden drain.



Maintenance Cost (2020)

\$500k annual maintenance at
 $\text{₦}400/\text{USD} = \text{₦}200\text{M}$.



Maintenance Cost (2025)

Same payment at
 $\text{₦}1,500/\text{USD} = \text{₦}750\text{M}$.



Expenditure Impact

Without additional revenue,
technology expenditure triples.



Monetary Policy Concern

Nigeria's monetary policy continues
to highlight FX volatility as key
downside risk.



The Solution

Localized infrastructure eliminates
this burden.

Resilience Metrics



Enhanced Returns

Digital leaders deliver more than double shareholder returns (2018-2022).



Strategic Architecture

McKinsey recommends cloud-based, platform-oriented architecture.



Mitigating Disruptions

Downtime disrupts customer service, delays disbursements, affects compliance reporting.



Comprehensive Resilience

Resilience includes cybersecurity and regulatory continuity.



Localized Infrastructure

Localized infrastructure with compliant data storage improves visibility and response coordination.



Digital Infrastructure Economics

Data Productivity

Nigerian mortgage banks handle vast volumes of data but most remains underutilized. Fragmented systems make analytics difficult.

Smarter underwriting

Up by

92%

Enhancement in accuracy

Over traditional methods (with Big Data & Machine Learning) 20% in Non-Performing Loans (NPL) Exposure

Proactive Risk Management

Over

50%

Reduction in Loan Defaults

Through Data & Advanced Analytics

Smarter underwriting

Up by

7.84%

Enhancement in Return on Equity (ROE)

For every 1% increase in Digital Microcredir Services

The Economics of Integration

One of the often-overlooked dimensions of digital infrastructure economics is integration. When systems cannot communicate effectively, institutions incur hidden costs in data reconciliation, duplicate licensing, and parallel maintenance. Industry analysis of legacy financial systems confirms this, noting that a primary challenge is "fragmented information architectures where critical data resides in disconnected systems," which "forces manual reconciliation processes that introduce error risks.

Localization simplifies this challenge. Systems built with open API architectures tailored to Nigerian standards, such as the Open Banking Nigeria API Framework (2024), allow seamless connectivity between mortgage platforms, payment processors, credit bureaus, and regulatory portals. Integration that once required months can now be achieved in weeks with standardized connectors.

For mortgage banks, integrated systems streamline the entire value chain—from borrower onboarding and document verification to loan servicing and repayment tracking. Each connected process reduces manual intervention and operational friction.

Integration also enhances the customer experience. Borrowers can view loan status updates, receive automated reminders, and make payments through digital channels. These conveniences improve satisfaction and retention, driving organic growth without additional acquisition costs.

As Nigeria's financial ecosystem becomes increasingly API-driven, integration-ready architecture will determine which institutions stay ahead of the curve. Those equipped with localized, modular platforms will move faster, partner smarter, and grow stronger.

The Strategic Payoff

Digital infrastructure economics is ultimately about compounding advantage. Institutions that invest early in localized, efficient, and integrated systems build a structural lead that is difficult for competitors to match.

Localized platforms transform cost structures, enhance resilience, and convert data into strategic insight. They empower teams to innovate faster and comply effortlessly. Over time, these efficiencies accumulate into a decisive competitive edge—measured not just in cost savings but in market share and trust.

For Nigeria’s mortgage sector, localization represents the opportunity to redefine financial infrastructure as an engine of growth rather than a line item on the expense sheet. The journey from manual systems to intelligent, connected platforms will determine which institutions remain relevant in the next decade.

The vision aligns with Peerless’ philosophy of creating technology that liberates institutions from outdated dependencies. Localization is not only an operational upgrade; it is a statement of intent to build Africa’s financial future on African innovation.



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Section 5

Re-engineering the Mortgage Value Chain



Re-engineering the Mortgage Value Chain

Loan Origination

Loan origination remains one of the most time-consuming and paper-intensive stages of the mortgage process in Nigeria. It is widely acknowledged by industry participants that the origination process, from initial borrower application to disbursement, is not a matter of days, but frequently takes several months to complete. The delays stem from fragmented workflows, manual verification, and redundant approval layers.

Localization and automation offer a breakthrough. A digital origination system configured for Nigerian conditions can integrate Know Your Customer (KYC) checks, credit bureau reports, property valuations, and board approvals within a single workflow.

Global best practices in digital finance confirm that automation of origination is the fastest route to cost reduction in emerging markets. Process digitization has been proven to dramatically reduce loan approval times—in many cases, by more than half. In Nigeria, where documentation and compliance requirements are high, this education can be transformative.

Kusala, the workflow automation platform by Peerless, embodies this opportunity. Its no-code builder allows institutions to design digital workflows for loan origination, embedding approval hierarchies, valuation steps, and compliance validation in one interface. With integration to local credit bureaus and regulatory data systems, Kusala supports real-time decision-making while maintaining audit trails for accountability.

By digitizing origination, mortgage institutions can reduce manual handling, eliminate duplication, and achieve faster disbursement without sacrificing compliance accuracy. The customer experience improves alongside institutional efficiency.

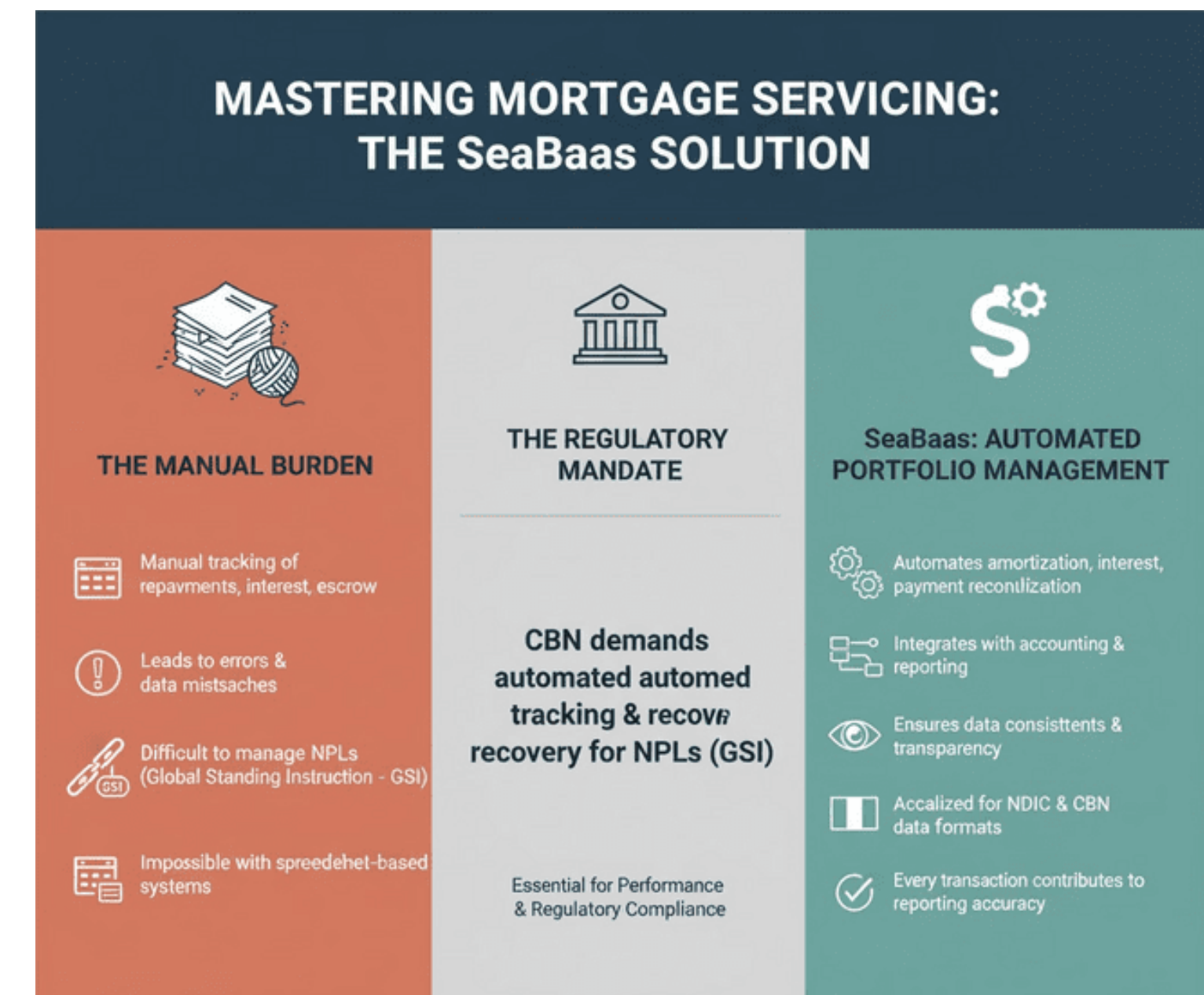
Mortgage Servicing and Portfolio Management

Once a mortgage is approved and disbursed, the institution must manage repayment schedules, interest calculations, escrow accounts, and potential delinquencies. For many Nigerian mortgage banks, this servicing phase remains largely manual. Separate spreadsheets are used to track repayments, escrow balances, and customer contact history, often leading to errors and data mismatches.

This operational gap is a critical regulatory concern. The Central Bank of Nigeria (CBN) has implemented robust, data-driven frameworks like the Global Standing Instruction (GSI), which is designed to automate the tracking and recovery of non-performing loans (NPLs) across the entire financial system—a process that is impossible to manage effectively with manual, spreadsheet-based systems. Automated portfolio management is essential for both performance monitoring and regulatory compliance.

SeaBaas, Peerless' core banking system, provides an infrastructure capable of automating mortgage servicing and portfolio tracking. It manages amortization schedules, interest rate adjustments, and payment reconciliations in real time. SeaBaas can also integrate with accounting and reporting modules, ensuring data consistency across departments.

In an industry that depends heavily on trust, automation strengthens transparency. Borrowers can receive accurate statements, while internal teams can track performance at portfolio or branch level without manual reconciliation. With localized configuration for NDIC and CBN data formats, SeaBaas ensures that every transaction contributes directly to regulatory reporting accuracy.



Credit: Peerless & CBN

Customer Relationship and Case Management



CBN Supervisory Framework

CBN's Supervisory Framework requires a Case Management System for tracking complaints, responses, and resolutions in real time.



Comprehensive Tracking

It logs and monitors all customer inquiries, complaints, and regulatory correspondence.



Integrated Xplorer CRM

Xplorer CRM combines relationship management with a robust Case Management module.



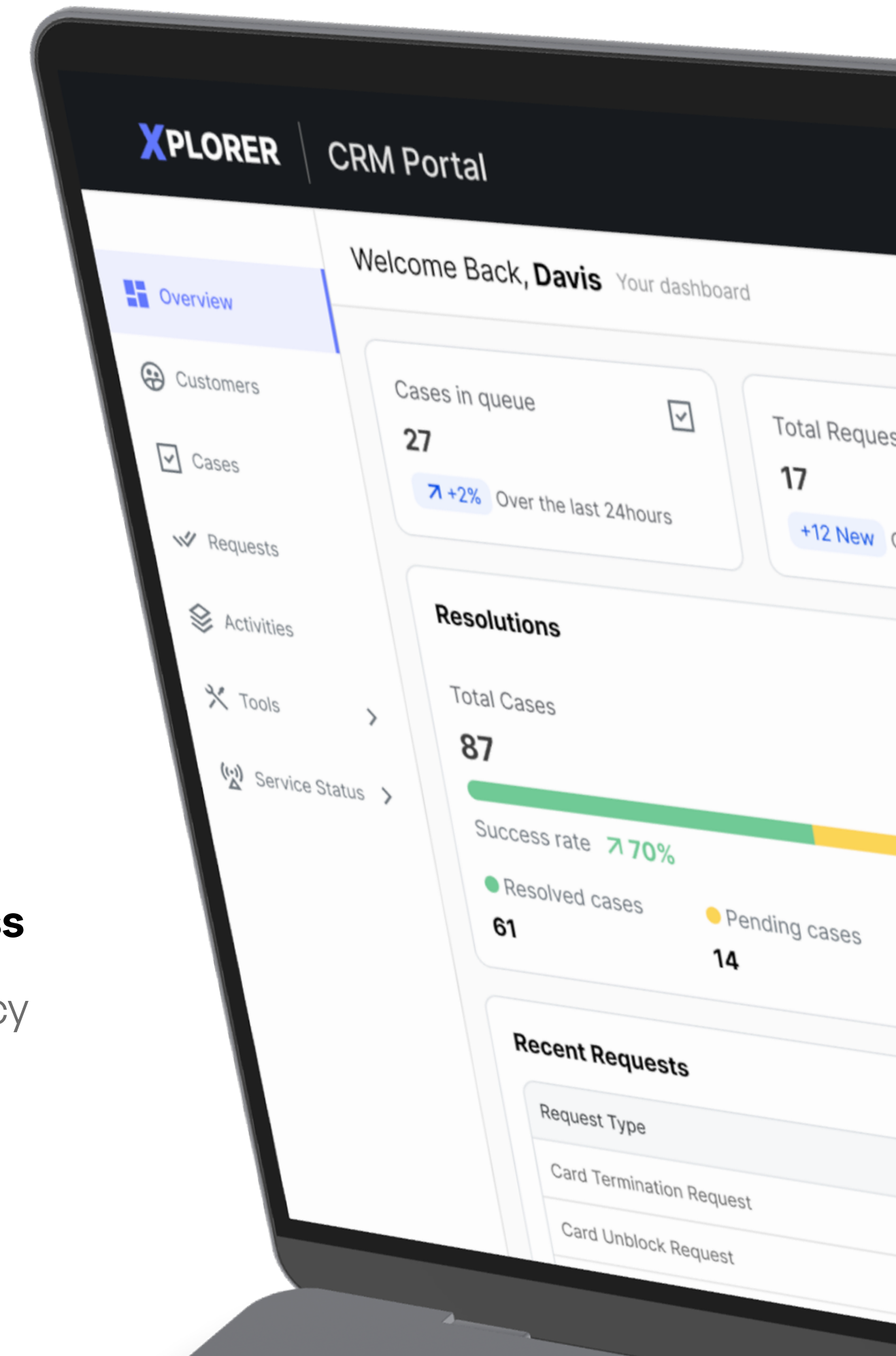
Standardized Data

Data is time-stamped, linked to customer records, and categorized per CBN standards.



Transparency & Audit Readiness

This system enhances transparency and audit readiness.



Re-engineering the Mortgage Value Chain

Product Diversification and Islamic Finance

One of the emerging opportunities in Nigeria’s mortgage sector is Islamic housing finance. A growing segment of the population seeks Sharia-compliant products that avoid interest-based structures and adhere to profit-sharing principles. The 2024 "Islamic Finance Development Report"—published by the Islamic Development Bank (IsDB) and the London Stock Exchange Group (LSEG)—highlights this global trend, reporting that global Islamic finance assets grew by 11% in 2023 to reach \$4.9 trillion, with Nigeria consistently identified as a key high-potential market.

Developing Sharia-compliant mortgage offerings requires systems capable of handling contract types such as *Murabaha* (cost-plus financing) or *Ijara* (lease-to-own). Foreign systems rarely support these models without costly reconfiguration.

Global Islamic Finance Assets are Surging

11% Growth to

\$4.9T

Global Assets in 2023

Source: Islamic Finance Development Report
(IsDB & LSEG, 2024)

What is Sharia-Compliant Finance?

 Avoids interest based structures

 Adheres to profit-sharing principles

Nigeria: A key High-Potential Market

Growing segment of the population seeks Sharia-complaint housing products

Consistently identified as key high-potential market.

Re-engineering the Mortgage Value Chain

Product Diversification and Islamic a Finance Contd.

Mizan, Peerless' Islamic core banking platform, addresses this need. It supports the full lifecycle of Sharia-compliant financing, from origination and contract management to profit distribution and compliance audits. Built on the same modular architecture as SeaBaas, Mizan integrates seamlessly with regulatory reporting systems and provides transparency aligned with both CBN and Sharia governance standards.

By adopting Mizan, mortgage institutions can expand their market reach and serve a broader customer base without managing separate systems for conventional and Islamic finance. This diversification enhances both financial inclusion and institutional competitiveness.

Re-engineering the Mortgage Value Chain

Compliance and Risk Management

Compliance and risk oversight sit at the heart of sustainable mortgage banking. Nigerian regulators require consistent, timely, and accurate data submissions covering liquidity ratios, capital adequacy, and credit exposure. Manual reporting slows these processes and increases the risk of inconsistencies.

The CBN's Supervisory Framework for Other Financial Institutions (2023), which governs mortgage banks, emphasizes this by mandating that their Management Information Systems must be able to generate regulatory reports in line with the prescribed formats and that internal controls must be automated to ensure completeness and integrity of data. Automated systems that align with domestic policy frameworks can transform compliance from a reactive exercise into a continuous, proactive function.

Through SeaBaas, mortgage banks can automate the generation of NDIC and CBN reports directly from operational data. Templates embedded within the platform ensure compliance with standard reporting formats. Meanwhile, Kusala supports internal compliance tracking by managing document approvals, exception monitoring, and policy adherence checks.

Together, these systems improve governance and reduce operational risk. They ensure that institutions meet their regulatory obligations while maintaining internal efficiency. When paired with Xplorer CRM's case management features, they create a transparent environment where every customer interaction, loan decision, and compliance record can be audited and validated.



Re-engineering the Mortgage Value Chain

The Integrated Future

Re-engineering the mortgage value chain is ultimately about creating connectivity. In a modern mortgage institution, every function, from loan origination to risk management, should flow through a unified digital fabric. Localization ensures that this connectivity aligns with Nigeria's market conditions, language, and regulation.

An integrated ecosystem of SeaBaas, Kusala, Xplorer CRM, and Mizan represents a complete transformation architecture. Each product addresses a specific link in the mortgage value chain while collectively driving efficiency, compliance, and customer satisfaction.

- SeaBaas provides the operational core.
- Kusala automates and accelerates processes.
- Xplorer CRM unifies customer relationships and case management.
- Mizan opens new frontiers in inclusive Islamic finance.

Together, they form a localized technology suite capable of powering a modern mortgage institution that is both agile and compliant.

Re-engineering is a practical roadmap for mortgage banks that intend to compete in a market defined by speed, transparency, and trust. Localization delivers that roadmap, anchored in real systems that work for Nigeria's institutions and its people.



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Section 6

Building the Case for Local Transformation

Building the Case for Local Transformation

The Mindset Shift

Nigeria's mortgage industry stands at the threshold of a structural transformation. The question is no longer whether institutions should modernize but how they will choose to do so. For decades, digital investment in the sector has been reactive, focused on compliance and maintenance rather than innovation and competitiveness. The next phase demands a shift in mindset.

Technology should not be viewed as a foreign product to be imported. It should be treated as a strategic national asset. Localized technology keeps value within the economy, strengthens data sovereignty, and builds the foundation for sustainable growth.

This impact is verifiable; a 2023 World Bank report noted that in Nigeria, exposure to internet coverage increased wage employment by up to 8 percent and reduced extreme poverty by 7 percent when aligned with financial inclusion and housing goals. For Nigeria, a market with deep mortgage potential, localization represents both an efficiency gain and a growth multiplier.

This mindset shift aligns with a broader global trend. Emerging economies are rethinking their digital dependencies. Nations such as India (with its UPI) and Brazil (with Pix) have shown that localizing financial technology stimulates job creation, enhances national security, and drives competitive export potential. The United Nations Economic Commission for Africa (UNECA), in a 2023 report, encourages African nations to invest in "an indigenous and resilient African digital ecosystem" to ensure "control, adaptability, and sustained innovation" across critical sectors like finance and housing.

When mortgage banks adopt local digital systems, they not only enhance their own operations but also contribute to national capacity building. Every deployment creates demand for skilled labor, data centers, and training programs that strengthen Nigeria's economic infrastructure.

Building the Case for Local Transformation

Collaboration and Ecosystem Roadmap

Transformation cannot happen in isolation.



Multi-Stakeholder Collaboration

Requires collaboration between institutions, regulators, technology providers, MBAN.



Shared Regulatory Standards

Collaborative modernization ensures systems evolve around shared regulatory standards.



Open Banking Framework

CBN's Regulatory Framework for Open Banking fosters sharing of customer-permissioned data.



African Success Models

Kenya's mobile-money sector and Rwanda's national credit registry show success of coordinated digital agenda.

Building the Case for Local Transformation

Financing the Transition

Financial barrier remains key concern.

CapEx to OpEx Shift



SaaS models convert CapEx to OpEx. Allows institutions to pay subscription fees scaling with usage rather than large one-time costs. Cloud adoption provides budget flexibility and reduced maintenance costs.

Afreximbank Partnerships



African Export-Import Bank (Afreximbank) partners with digital infrastructure funds.

DBN MSME Support



Development Bank of Nigeria (DBN) supports MSMEs in digital adoption.

BOI Tech Partnerships



Bank of Industry (BOI) partners with tech platforms for digital transformation.

The Future State Vision



World Bank's DE4A

Africa's digital economy could contribute \$712 billion to GDP by 2050.



Growth Drivers

Growth contingent on structural digital transformation in finance and housing.



Nigerian Mortgage Goal

Elevating mortgage sector from <1% to 3-5% of GDP is strategic goal.



Localized Systems Benefits

Localized systems enable scaling, reduce NPAs, deliver faster transparent services.



Regulatory Visibility

Real-time compliance reporting gives regulators better visibility.



National Development

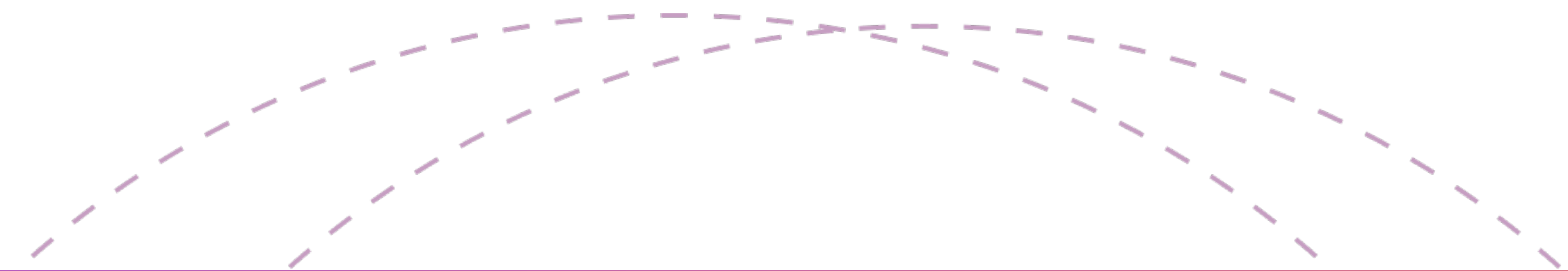
This is national development milestone.



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Section 7

Peerless Case Insights



The Sterling Experience

Before: Legacy Systems

- Multiple disconnected platforms
- Manual reconciliation
- Slow regulatory reporting
- Lengthy product development cycles

Sterling Bank embarked on a modernization journey to replace these legacy systems, implementing the SeaBaas localized core banking platform.

Results with SeaBaas

2B

Transactions processed

5M

End users served

100%

System Availability

60%

Reduction in processing time

66%

Surge in digital platform adoption

\$\$M

In cost savings

Indicative Outcomes for Mortgage Institutions

Five dimensions of measurable progress:



Efficiency

Automation shortens loan processing from months to weeks.



Compliance

Built-in regulatory templates reduce errors and delays.



Agility

Flexible architecture enables rapid product launches.



Reliability

Local hosting improves uptime and data control.



Cost Stability

Local licensing eliminates FX exposure.



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Section 8

Building The Future...Together.

Building The Future...Together.

The Transformation Imperative

Nigeria's mortgage industry stands at historic inflection point.

Challenges with Legacy Systems

- 1 Imported legacy systems have reached their limits.
- 2 Cannot keep pace with regulatory environment, currency dynamics, or customer expectations.
- 3 Consume capital that should drive innovation.

Benefits of Localization

- 1 Localization offers proven alternative.
- 2 Unlocks value across entire ecosystem.
- 3 Simplifies compliance, reduces cost, improves customer experience, strengthens resilience.
- 4 Restores ownership and control to institutions.



Building The Future...Together.

The Path Forward

Success of Sterling Bank illustrates what is possible when ambition meets locally grounded innovation. Nigerian mortgage banks can follow same trajectory.

Localized Infrastructure

By adopting localized infrastructure built to specific needs, they can process loans faster, comply effortlessly, serve customers with transparency and precision.

Economic Growth

Institutions that lead this shift will grow balance sheets and contribute to stronger national economy.

Peerless exists to make this future real.

Product Portfolio

Core Banking Platform



Sharia Banking Platform



CRM



Workflow





Building The Future...Together.

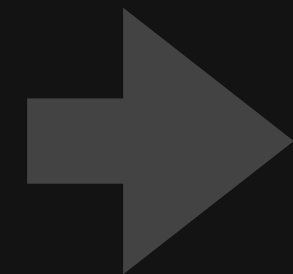
Next Steps

The next decade will belong to institutions that act with purpose. Africa's financial future will not be imported. It will be created, built, and sustained here. For Nigeria's mortgage banks ready to lead that transformation, the time to act is now.

Contact Peerless to begin your transformation journey. Visit bepeerless.co



Localize to regain control.



Localize to reduce risk.



Localize to lead.



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Peerless is a company incorporated under the laws of the United Arab Emirates with its registered office Unit IH-00-01-02-OF-01, Level 02, Innovation One, Dubai International Financial Centre, Dubai, United Arab Emirates and Nigeria, with its office in FF Millenium Towers, Victoria island, Lagos, Nigeria.

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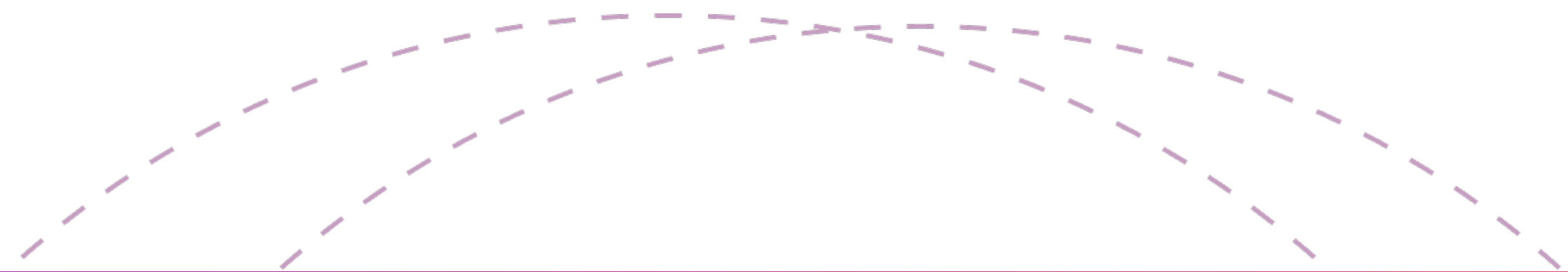
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Appendix

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