

ROYAL EXCHANGE FINANCE COMPANY PROFILE

INVESTMENTS | WEALTH MANAGEMENT | ADVISORY
SERVICES | LENDING | FINANCE LEASE

www.royalexchangefinance.ng

Licensed By:



Central Bank of Nigeria



Securities And Exchange
Commission



Table Of Content



01

About Us

02

Vision and Mission Statement

03

Our Shared Value

04

Products & Services

05

Why Choose Us

06

Leadership Team

07

Contact Us

About Us



Royal Exchange Finance Company Limited (REFCO) is a premier financial services provider and a proud member of the Royal Exchange Group which has been in existence for more than 100 years. Initially incorporated as Royal Exchange Finance (REAN) on October 11, 2004, REFCO was licensed by the Central Bank of Nigeria in April 2005 and Licensed by SEC on 15th of November 2017 to offer finance and financial advisory services. Over the years, the company has evolved to meet the dynamic needs of its clients, undergoing several name changes to reflect its growing service offerings: it became Royal Exchange Finance & Investment Limited in 2009, Royal Exchange Finance & Asset Management (REFAM) in 2014, and adopted its current name, Royal Exchange Finance Company Limited, in June 2018.

REFCO is committed to bridging service gaps within Nigeria's financial sector by offering customer-centric solutions, particularly for small and medium-sized enterprises (SMEs). Although wholly owned by Royal Exchange Plc, the company operates independently, allowing it to respond swiftly to client needs. REFCO's strategy focuses on building strong relationships and partnerships, leveraging its technical expertise to deliver high-quality financial services.

Brief History

Royal Exchange Finance Company Limited (REFCO) has a legacy of providing top-tier financial services. Incorporated initially as Royal Exchange Finance (REAN) in 2004, the company quickly secured its license from the Central Bank of Nigeria in 2005, and also Licensed by SEC on 15th of November 2017 allowing it to offer comprehensive financial services.

REFCO has expanded its offerings over the years, with significant milestones including the rebranding to Royal Exchange Finance & Investment Limited in 2009, then to Royal Exchange Finance & Asset Management (REFAM) in 2014, and ultimately adopting its current name in 2018. These changes reflect the company's evolving role in delivering diverse and innovative financial solutions.





The Parent Company Royal Exchange Plc

Royal Exchange Plc began its operations over 100 years in Nigeria since 1918 as a representative office of Royal Exchange Assurance, London (REA). Initially represented by Barclays Bank DCO, the office was upgraded to a branch on February 28, 1921. On December 29, 1969, the company was reconstituted and incorporated as Royal Exchange Assurance (Nigeria) Plc (REAN), transitioning to a public company in 1989 and listing on the Nigerian Stock Exchange on December 3, 1990.

Our Vision

Our vision is to be Nigeria's leading financial services provider, known for addressing financial challenges with innovative and effective solutions. We aim to empower clients while driving economic growth and sustainability.

Through transparency, accountability, and superior service delivery, REFCO strives to redefine financial services in Nigeria. We are committed to being a trusted partner, inspiring confidence and fostering long-term prosperity for all stakeholders.



Our Mission

Royal Exchange Finance Company Limited (REFCO) empowers individuals and businesses, especially SMEs, with innovative financial solutions tailored to bridge service gaps in Nigeria's financial industry. We deliver efficient, customer-centric services that help clients achieve their financial goals.

We prioritize fostering relationships built on respect, teamwork, and integrity. By honoring commitments and upholding professionalism, we ensure transparency and trust in every client engagement, driving mutual growth and success.

Shared Values

01

Resilient

In finance, "resilient" refers to the ability of an investment, financial institution, or individual to recover from economic setbacks, market fluctuations, or financial crises. A resilient financial strategy can withstand external shocks like economic downturns, interest rate changes, or unforeseen market events. Resilience in finance is key to long-term sustainability and maintaining stability despite adverse conditions.

02

Outstanding

"Outstanding" in finance refers to the value or number of financial instruments or liabilities that remain unpaid or unresolved. For example, "outstanding shares" refer to the total shares of a company's stock that are currently owned by shareholders. "Outstanding debts" could indicate the amount of money still owed by a company or individual. Financially, outstanding items require monitoring and management to ensure proper cash flow and financial health.

03

Yielding

In financial terms, "yielding" refers to the income generated from an investment, typically expressed as a percentage. For example, bond yields refer to the return an investor receives from holding a bond, often in the form of interest payments. Yielding investments, such as dividend-paying stocks or fixed-income securities, provide a steady stream of income to investors, making them crucial for those seeking regular returns.

04

Ambitious

In finance, "ambitious" refers to the pursuit of high-growth opportunities, often associated with taking calculated risks to achieve significant financial returns. An ambitious investor, entrepreneur, or financial institution seeks to expand their wealth and influence through innovative strategies, aggressive expansion, or entering new markets. Ambitious financial goals may involve aiming for above-average returns or striving to overcome market challenges to achieve long-term success.

05

Leadership

In a financial context, "leadership" refers to the ability to guide and influence others in making key financial decisions. Effective financial leadership involves strategic vision, risk management, and the capacity to navigate complex financial environments. Leaders in finance—whether in corporations, investment firms, or financial institutions—set the tone for decision-making, establishing a culture of accountability, and ensuring that resources are allocated in ways that drive growth and profitability. Leadership also includes guiding teams to achieve financial goals while maintaining ethical and transparent practices.



Product & Services

01

SME CORPORATE

The SME Corporate Loan products, including New, Consolidation, Top Up, and Renewal, offer flexible financing to small and medium-sized businesses in Lagos for purposes such as business expansion, equipment purchase, working capital, and operational costs, with loan limits based on the business's financial capacity and revenue, repayment sourced from business operations, and terms ranging from 3 to 18 months.

Eligibility requires businesses to be registered, operational for at least 2 years, and have a good credit history, with collateral like land, vehicles, or inventory.

Required documentation includes business bank statements, tax returns, financial statements, and proof of collateral, along with insurance fees and credit search fees.

02

LEASE FINANCE

Lease Finance is a financing solution tailored to businesses in Lagos, offering flexible acquisition of equipment, machinery, and vehicles through leasing, with a loan limit based on the asset type and financial capacity.

A minimum tenor of 6 months and maximum of 36 months, repayments sourced from business operations via Direct Debit Mandate, requiring businesses to be registered for at least 2 years, with satisfactory credit history.

Collateral including the leased asset itself and potential additional guarantees, and the need for documentation such as registration forms, bank statements, tax returns, valid ID cards, proof of address, and appropriate insurance policies depending on the asset type.

**Product &
Services**



Product & Services

03

PAY DAY LOAN

The Payday Loan products, including New, Consolidation, Top Up, and Renewal, provide salary earners in Nigeria with quick financial support ranging from N100,000 to N10,000,000, with flexible repayment terms from 3 to 15 months.

No collateral required, and repayments deducted directly from salary, with eligibility based on a minimum salary of N200,000, at least 1 year of employment, a clean credit history, and job loss insurance offered, catering to both new borrowers and those seeking to consolidate or top up existing loans.

04

TRADERS FINANCE

Product & Services

The Traders' Finance Loan products New, Consolidation, Top Up, and Renewal are designed to support small business owners and traders in Lagos, offering loans up to N100 million based on capacity for purposes such as restocking inventory, expanding business capacity, managing operational expenses, and seizing business opportunities. Loans are available for terms between 3 and 12 months, with repayment sourced from business, personal, and other income, and repayment is facilitated through Direct Debit Mandate.

Eligibility requires at least two years of business operation, a satisfactory credit history, and the provision of collateral such as landed property, vehicles, or inventory (for loans over five million), along with documentation including bank statements, registration documents, valid IDs, and indemnity forms.

For Consolidation loans, applicants must have good standing with existing loans, while for Top Up loans, applicants must have an active facility with REFCO and a good repayment history. All products require insurance based on the collateral provided.

Other Credit Products

01

Equipment Leasing

Customized leasing and financing solutions for businesses across industries, including Sale and Leaseback, Deferred and Seasonal Payment Lease, and Step-up/Step-down Payment Lease.

02

Consumer Lending

Low Interest loans to employees of blue-chip companies, including personal loans, vehicle/household equipment loans, educational loans, and rent payment loans.

03

Business Finance

Loans and advances for asset acquisition and working capital management.

04

Receivable/Invoice Discounting Finance

Provides immediate liquidity based on the authenticity and reliability of invoices.

05

Project/Contract Finance

Financing for medium- to long-term projects through joint ventures.

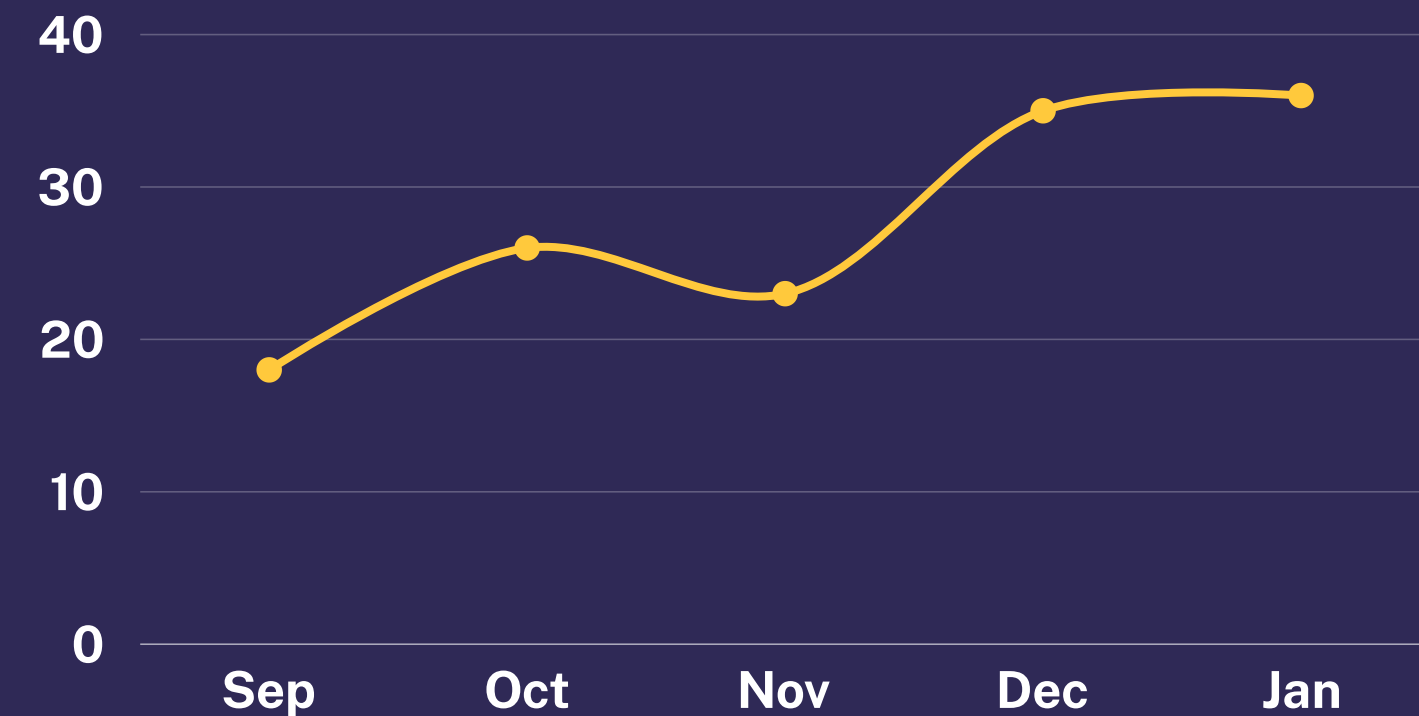
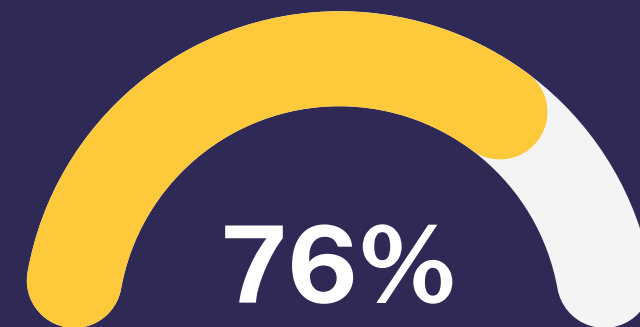
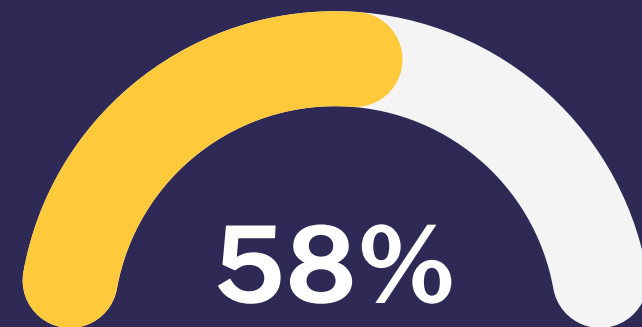
**“Anything worth
having takes time.”**

Royal Exchnage
Finance

2025

Financial Advisory Services

- Financial Advisory
- Private Equity Funding
- Loan Syndication
- Funds & Portfolio Management



Report Chart

REFCO applies comprehensive research and strategic allocation of funds to manage portfolios, ensuring above-market returns with minimal risk.

Board of Directors



Angela Ezenweani
Chairperson

Angela Ezenweani is a seasoned leader with over 20 years of experience in strategic leadership and business management. She currently serves as the Executive Director, Practice and Strategy at PUNUKA Attorneys & Solicitors, and Acting CEO of CSN Investments Concept Ltd, where she has demonstrated her expertise in steering business strategies, managing multidisciplinary teams, and fostering organizational growth.

An accomplished investment manager, Angela successfully transformed an investment company's portfolio to exceed a valuation of nine billion Naira. She holds an MBA in Financial Management from Lagos State University, is a Chartered Accountant, and is affiliated with ICAN, NIMN, and BRIPAN. Angela has honed her leadership acumen through advanced training at the London School of Business and Finance and Lagos Business School, and she remains an advocate for organizational integrity and values.

Board of Directors



Hewett Benson Director

Hewett Benson, CEO of Royal Exchange Plc., has over 30 years of expertise in project development and transaction financing. As a key architect of Nigeria's financial and infrastructure landscape, he played a central role in establishing the Asset Management Corporation of Nigeria (AMCON), raising N5.7 trillion in debt and managing assets worth over N360 billion.

At 3V Partners, he spearheaded the \$2.3 billion Red Line Metro Rail project, achieving significant milestones, including securing international credit insurance and facilitating financing agreements. Hewett is an alumnus of Imperial College London (First-Class Honors, Aeronautical Engineering), MIT (Master's in Aeronautics and Astronautics), and Cambridge University.

Innocent T. Isichei Director

Innocent T. Isichei is a public policy expert with over 17 years of experience in financial inclusion, trade policy, banking regulation, and technology. At the Central Bank of Nigeria, he co-developed frameworks to enhance credit access and modernize payment systems, earning commendations from Nigeria's Vice President.

He has held leadership roles with ACIOE Associates, Paystack, and IBM West Africa, among others, where he contributed to policy advocacy, streamlined regulatory frameworks, and facilitated strategic investments. Innocent holds advanced degrees from the University of Michigan and Harvard University, blending academic rigor with a proven ability to deliver impactful solutions.



Board of Directors



Sharfuddeen Zubair Mahmoud Director

Sharfuddeen Zubair Mahmoud is a distinguished professional with expertise in electricity regulation, risk management, and finance. During his tenure at the Nigerian Electricity Regulatory Commission (NERC), he led initiatives such as the Service-Based Tariff regime, the Eligible Customer Regulation, and the Performance Improvement Plan template.

His contributions have been recognized with numerous accolades, including NERC’s Leadership Award. Sharfuddeen also served as Chair of the ECOWAS Regional Electricity Regulatory Authority's Tariff and Pricing Working Group. Currently, he is part of the Kano State Committee on Energy Policy, focusing on drafting an electricity law and market framework for Kano State.



Richard Rotoye MD/CEO

Richard Rotoye is a seasoned finance and compliance professional with expertise in financial services, risk management, financial modeling, and corporate governance. He is a Fellow of the Institute of Credit Administration (FICA), an Associate of the Chartered Institute of Stockbrokers (ACS), a Member of the Chartered Institute for Securities & Investment (MCSI), and a Member of the Institute of Directors (M.IoD).

Currently, he serves as the Managing Director/Chief Executive Officer of Royal Exchange Finance Company, having previously held leadership roles as Managing Director of Creditville Group, Director at Redwood Asset Management, Director at Creditville Microfinance Bank, and senior management positions in other organizations.

He is committed to thoughtful leadership in the finance sector, advocating for greater access to financial technology for Other Financial Institutions. He holds a Master’s Degree Program in Risk Management from the University of Lagos and a Bachelor’s Degree Program from Obafemi Awolowo University and has completed the Stanford Graduate School of Business Seed Transformation Program (for Entrepreneurs and CEOs).

Management Team



Richard Rotoye
MD/CEO



Martina Chejeh
**Head of Wealth
Management**

With over 10 years of proven experience in the financial services industry, She has honed her expertise in wealth management, fund mobilization, and client-centric investment solutions. Her career has been dedicated to helping individuals and organizations build, preserve, and grow their wealth through tailored financial strategies and a commitment to delivering exceptional value.



Babatunde Aiyeola
Finance Manager

Tunde is a trained Chartered Accountant with over 15 years Banking experience. He holds a B.Sc. in Applied Physics - Geophysics from the University of Lagos, Lagos and MBA (Finance) in Business Administration from the Obafemi Awolowo, Ile – Ife, Osun State. He is a Fellow of the Chartered Institute of Finance and Control and Associate member of the Chartered Institute of Taxation of Nigeria.



Prudential Aro
Head Corporate Sales

Prudential is a trailblazing financial expert, harnessing 12 years of expertise in credit innovation. From seed to scale, Prudential has spearheaded microcredit revolutions and corporate banking credit strategies, igniting growth, excellence, and collaborative brilliance in the financial services arena.

GET IN TOUCH

Address

1668b Oyin Jolayemi Street, Victoria Island, Lagos.

Email

customerexperience@royalexchangeplc.com

Website

www.royalexchange.ng

Phone

+234 705 240 0000



[Royal Exchange Finance](#)



[royal_exchange_finance](#)



[Royal Exchange Finance Co Ltd](#)

