



SIMON STOCKLEY

CURRICULUM VITAE

ABRIDGED BIOGRAPHY

Graduating with a Bachelor of Law degree in 1985 Simon Stockley, after serving articles of clerkship, left the profession to pursue an independent career in property development and marketing, establishing and managing the Townhouse Group of Companies over a ten-year period.

In 1998 he began researching alternative funding mechanisms for the South African mortgage market and in January 1999, in association with venture capitalists, established South African Home Loans, South Africa's first discount home loan specialist and non-bank mortgage lender. He was appointed the company's first Chief Executive Officer in 2000, a position he held until his resignation in October 2004. Simon was instrumental in raising initial venture capital required in order to establish the enterprise and subsequently negotiated equity participation in the company with The International Finance Corporation, JP Morgan and Standard Bank.

During his tenure as CEO of SA Home Loans, the Company grew its mortgage portfolio from a zero base to in excess of R20 billion (\$3.5 billion) and, at the time of his resignation, the business was taking on over 2000 clients per month, claiming a fifteen percent month on month market share of South Africa's highly competitive mortgage market.

Simon has received numerous awards in recognition of his management and, particularly, his marketing expertise, including The Institute of Marketing Managers' KwaZulu Natal Marketing Man of the Year Award and The British Airways/Natal Mercury Business Excellence Award.

He has spoken widely, both locally and internationally, and has written numerous articles on "securitisation". He led the team which brought South Africa's first residential mortgage backed security issue (Thekwini 1) to the market in November 2001 and was, subsequent to this issue, intimately involved in the structuring and marketing of a further three Thekwini bond portfolios and a single seller conduit program for the company. The Thekwini securitisation programme was the first private sector residential mortgage backed securitisation issuance outside of Europe, Australia, and the USA and represents an international benchmark for Emerging Market Securitisation. Simon is acknowledged as the pioneer of South Africa's securitisation industry.

Simon consulted exclusively to SA Home Loans for a year subsequent to his resignation and, in November 2005, was retained by Kingdom Installment as an advisor to the Board. Kingdom Installment is a specialist loan finance company operating in the Kingdom of Saudi Arabia. During the period November 2005 until October 2007, Simon successfully initiated and placed the Gulf's first Sharia compliant mortgage securitisation programme (KSA MBS) and executed a strategic alliance on behalf of the Company with Arab National Bank and the International Finance Corporation, in terms of which KIC was recapitalised and reconstituted as Saudi Home Loans (SHL) with a new subscription of capital in excess of \$550 million, making SHL the largest specialist home loan finance company operating in the Kingdom of Saudi Arabia.

In March 2007, Simon merged his investment and advisory activities under Catalis (Pty) Ltd, through which entity he now consults to a wide range of both national and international clients. In July 2007 Catalis acquired a private equity stake in Integer, a mortgage lender and originator in Cape Town, where Simon is currently deployed as Acting CEO. Under his tenure at Integer, the company successfully launched, as only the second non bank lender in South Africa, a fully integrated mortgage and current account offering. Integer is currently ramping up lending operations and has to date processed loans totaling in excess of R5billion. Simon has been actively involved in restructuring and reorganising Integer's business model and funding lines in response to global changes in financial markets.

In addition to Simon's executive responsibilities he acts as Non-Executive Chairman to a specialist mortgage finance company in Ghana, Ghana Home Loans, and is also an advisor to Diamond Bank and Diamond Mortgages, a Nigerian based mortgage lender. Simon's keen interest in Sharia finance and the Middle East continues through his association with Rasameel, the Kuwaiti specialist finance house. Simon has recently accepted a Board position in respect of Rasameel's newly launched United Arab Emirates Investment Bank subsidiary.



PERSONAL INFORMATION

Name	Simon John Stockley
Educational Qualification	BA LLB (Natal)
Postal Address	Local : PO Box 20280 Durban North South Africa, 4016 International : Suite 328 19-21 Crawford Street, London W1H 1PJ
Telephone	+27 (0)83 2760068 (South Africa) +44 (0)7980 430846 (International)
Fax No	+27 866 728133
E-mail Address	simon@stockleys.co.za
Date of Birth	8 March 1961
Place of Birth	Fareham, England
Nationality	South African & British
Dependents	Two
Languages	English/Afrikaans
Computer Literacy	Microsoft Office Suite Microsoft Project



PROFILE EXPERIENCE

Cox Yeats (1986 -1988)	Candidate Attorney
Townhouse Group (Pty) Ltd (1988 -1998)	Managing Director and owner
SA Home Loans (1998 - 2004)	Founder & Chief Executive Officer
SA Home Loans (2004 - 2005)	External consultant
Kingdom Installment Company (2005 - 2007)	Chief Operating Officer
Catalis (2005 to date)	Director
Integer (2007 to date)	Acting Chief Executive Officer

EDUCATION

1967	Grey Boys Junior, Port Elizabeth
1971	Selborne Boys Junior, East London
1974	Wynberg Boys High School, Cape Town
1978	Northlands Boys High, Durban (Matric Exemption)
1981 - 83	Bachelor of Arts (BA)University of Natal, Durban (English & Industrial Psychology)
1984 - 85	Bachelor of Law (LLB) University of Natal, Durban

COMPULSARY MILITARY SERVICE

Two years training in the South African Navy:

1979	Basic training, Saldhana Bay. Selected for training as a Naval Clearance Diver
1980	Passed out as the top rating on course; Posted to Naval Command, Durban
1981	Promoted to rank of Able Seaman
1984	Promoted to rank of Leading Seaman



AWARDS & ACHIEVEMENTS

School		Captain of First Team Water Polo Captain of Third Team Rugby School Prefect Member of School Dramatic & Debating Societies House Secretary
Military Service		Passed out as top rating on Naval divers course
University		Member of the 1985 Law Student Council Student Legal Aid Programme Co-ordinator Commercial Law Tutor 'Moot Court' Finalist Runner-up in the Barend Van Niekerk Prize for 'Outstanding Work in Jurisprudence'
Commercial	1986	Chairman of the Durban Candidate Attorney's Association
	1987	Awarded the Attorney's, Notaries and Conveyancers Fidelity Guarantee Fund Bursary for Overseas Study
	1994	Institute of Marketing Management (IMM) – 'Natal Marketing Man of the Year'
	1995	NBS Devco/Sunday Tribune Award – 'Newsmaker in Property'
	1996	British Airways/Natal Mercury Business Excellence Award 'NBS Bank Developer of the Year Award'
	1999	Sunday Tribune/Ernst & Young 'Business Personality of the Week'
	2001	Led the first ever securitisation of RMBS outside of USA, UK and Australia
	2002	Business Man of the Year award finalist, KwaZulu Natal
	2000	Present - National and International speaker
	2005	Led first ever global Sharia compliant RMBS Transaction
	2007	Successfully launched Integer, South Africa's second non-bank lender



PROFESSIONAL ASSOCIATIONS

1986 - 1998	Member, Natal Law Society
1988 - 2006	Member, Association of Legal Advisors (ALASA)
1994 - 2000	Young Presidents Organisation (YPO)
1999 - 2002	Member of Advisory Committee to Registrar of Banks on redrafting of securitisation regulations
2007 to date	IMM Global Advisory Board

INTERESTS

Sports	Deep sea yachting, ski-ing
Memberships	The Durban Club Berea Rovers Sports Club Point Yacht Club
Recreation	Travel, reading, cooking

CURRENT DIRECTORSHIPS

Chairman - Ghana Home Loans
www.ghanahomeloans.com

Acting Chief Executive Officer - Integer
www.integer.co.za

Director - Rasameel Investment Bank UAE
www.rasameel.com

Director - Catalis (Pty) Ltd
www.catalis.co.za

Director - Ferme Sterveda
www.fermesterveda.com



CAREER HISTORY

Cox Yeats (1986–1988)

Candidate Attorney

Responsible for:

Pre-trial drafting of Magistrate's Court pleadings - preparation for litigation in the Magistrate's Court - attending at trial, including the precognition of witnesses - the drawing of bills and costs in the Magistrate's Court and the preparation of Appeals from the Magistrate's Court.

Briefing of counsel to draw pleadings in the Supreme Court; the preparation of the Supreme Court process and, in particular, all the preparatory work in the preparation for trial; briefing counsel to appear on trial in the Supreme Court - attendance at trials - the preparation of bills of costs in the Supreme Court and the enforcement of the Supreme Court Judgements.

The preparation and drafting of wills and commercial agreements, including sale agreements of movable and immovable property, credit agreements, mortgages, leases and acknowledgements of debts.

The preparation of documents for the incorporation of companies, and the formation of close corporations.

Industrial Law with reference to the Industrial Court and its approach to unfair dismissals, status quo orders and unfair labour practices; Negotiations with Unions and establishment of Recognition Agreements and Conciliation Boards.

Property Law & Land Registration, Sectional Title work including the management of a sectional title complex and the representation of controlling bodies in disputes.

CAREER SYNOPSIS

Cox Yeats is a leading Durban commercial law firm. My practice during the period with this partnership was predominantly commercial in nature. Clients included SA Braby's Directories, Swan Publications, Hultrans, Trucrete and the Liberty Liquor Group. Labour interest included representation of the South African Nursing Association in various medical malpractice suits.



CAREER HISTORY

Townhouse Group (Proprietary) Limited (1988–1998) – Managing Director

Responsible for:

Project initiation, site location, needs analysis, market research and feasibility studies.

Project conception, construction design and analysis, consultation with architects, draughtsperson, engineers and surveyors for the preparation of suitable construction drawings and representations to local authorities to ensure approval in terms of the various town planning ordinances.

Project cost determinations - preparation of tender documents and specification of finishes, negotiations with builders, sub-contractors and suppliers and the drafting and preparation of building and supply contracts.

Project management - the control and organisation of a construction site with particular emphasis on quality and stock control, the scheduling and co-ordination of the various wet and dry trades, the co-ordination of finishes, negotiations with suppliers for the supply of materials and the co-ordination of delivery of same.

Project cost control - the preparation and implementation of proper books of account, cash flow analysis, the monitoring of building draws and the payment of subcontractors.

Project handover - ensuring the project completion, organising hand-over inspections, the preparation of snag lists and the calculation, determination and finalisation of extra-overs and retention monies.

Investor syndication - the location, establishment and servicing of a network of investors available for property syndication.

Financial syndication - the establishment of various investor syndicates in the form of a partnership, a share-block company, a close corporation or an inter-vivos trust and the preparation of all the legal documentation thereto.

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CAREER HISTORY

Townhouse Group (Proprietary) Limited (1988–1998) – Managing Director

Responsible for:

Project finance - the preparation of feasibility studies for presentation to financial institutions and negotiations with financial institutions to secure project funding.

Investment advice - risk analysis, portfolio management and consultancy, tax assessment and the securing of investment opportunities.

Project marketing - including the preparation of marketing plans, the design of advertising material and the selling of property off-plan.

Management and control of an estate agency - including negotiations for the sale of immovable property by private treaty and public auction, the alienation of business interests, the collection of rentals and property management including tenant procurement, letting and lease negotiations and building management together with the control and motivation of a sales and admin staff in excess of 75 people.

CAREER SYNOPSIS

On joining the Organisation in 1988 the total staff component comprised a secretary and two sales agents, with turnover of less than R1,500,000 per annum. During the period under my control the company grew to be the largest independently owned developer of residential property in KwaZulu-Natal, with the value of projects successfully completed totaling in excess of a quarter of a billion rands.

Developments included, inter-alia, the construction and marketing of approximately 340 residential units in Umgeni Park, three high rise apartment blocks in the Point area, (comprising 320 residential units) and the project management and marketing of various leisure complexes as far afield as the Natal North Coast, the Durban Harbour and Hartebeespoort Dam in Gauteng.

Commercial developments include construction and development of various mini factory complexes; the refurbishment of a suburban shopping and office park; the strategic plan and marketing strategy, including securing of development rights, for a waterfront precinct within the Durban harbour; an inner city housing project comprising over 5000 sectional title units and the formation and initial management of a multi-disciplinary task team assembled for the feasibility of Durban's new international airport.



CAREER HISTORY

South African Home Loans (Proprietary) Limited (1998–2004) – Chief Executive Officer

Responsible for:

Establishment of initial business viability - including research and development in respect of legal structures, liaising with the venture capital partners and the overriding control and implementation of the conceptual business model.

The identification of key strategic shareholders necessary to establish a sustainable business model (JP Morgan, The International Finance Corporation and The Standard Bank of Southern Africa) and conclusion of the sale of an equity stake to those entities.

The management of all external relationships - including those with customers, shareholders, funders, the investment community and the media.

Marketing and sales - including the establishment, promotion and maintenance of the brand and the strategic marketing and positioning of the company, vis a vis the public and investment community.

Ongoing policy strategy and general direction for the Organisation - including the forging of strategic alliances with funders, the allocation of resources in terms of the pre-agreed budgets and report backs of variances in respect of budgets, to the Board.

Compliance with all current legislation and the overseeing of all statutory returns - including liaison and ongoing interaction with the Central Bank and Regulators.

The management and control of a staff in excess of 400 individuals - including the Chairmanship of Executive, Remuneration and Credit Committees.

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CAREER HISTORY

South African Home Loans (Proprietary) Limited (1998–2004) – Chief Executive Officer

Responsible for:

Product development and diversification - including the launch of a credit card initiative, capped rate products and ancillary insurance offerings.

The conceptualisation and establishment of the securitisation programme utilised to fund the mortgage portfolio - including the launch and placement of the country's first RMBS transaction (Thekwini 1) and the marketing and sale of three subsequent publicly listed securities (Thekwini 2, 3 & 4) and the establishment of the SAHL conduit programme.

CAREER SYNOPSIS

Established in 1988, South African Home Loans (Pty) Ltd was the country's first national discounter of home loans and the first South African company to fund its lending through the process of securitisation. The company was, at the time the only non-bank lender offering mortgage and related products in the South African market and during my tennure as Chief Executive Officer grew its mortgage portfolio from a zero base to a value in excess of R20billion, representing a month on month share of the mortgage market in excess of fifteen percent.

I was responsible for conceptualising the business, attracting the necessary venture capital to write the required information technology systems, negotiating the sale of equity to key strategic shareholders and implementing the business model from inception to current position of profitability. Within the space of four years the company was, on a monthly basis, originating loans at the rate of R1billion per month and adding an additional 12,000 customers to its loan portfolio per quarter.

In addition to the retail component of the business model, I led the team that structured and sold the first securitisation transaction in the South African market (Thekwini 1) and was intimately involved in the development and growth of the securitisation industry within South Africa. Subsequent to this initial securitisation I managed 3 further bond issuances and established the conduit program for SAHL.

The company, initially capitalised with R5million of venture funding was, at the time of my departure, valued in excess of a billion rand with a loan portfolio in excess of R20billion.



CAREER HISTORY

Kingdom Installment Company (2004–2006) – Chief Operating Officer and Advisor to the Board

Responsible for:

Establishment of the initial liability including research and development in respect of legal structures and compliance with principles of Sharia law and the implementation of the conceptual business model.

The identification of key strategic partners and shareholders necessary to establish a sustainable business model (Arab National Bank, the International Finance Corporation and Dar Al Arkan) and the conclusion of the sale of an equity stake to each of those entities.

Compliance with all legislation and including applications for licences to the Saudi Arabian Monetary Authority and the Ministry of Commerce.

The conceptualisation and establishment of the first Middle East Sharia compliant residential securitisation programme (Kingdom Installment Company KSA MB 1) including the launch and placement of an off shore securitisation transaction and sale of said transaction to international investors.

CAREER SYNOPSIS

Kingdom Installment Company is a specialist loan finance company operating in the Kingdom of Saudi Arabia. I was recruited to rebrand and relaunch the Company as a fully fledged Sharia compliant mortgage bank which rebranding and launch included the execution of a strategic alliance on behalf of the Company with Arab National Bank and the International Finance Corporation in terms of which KIC was recapitalised and reconstituted as Saudi Home Loans (SHL) with a new subscription and capitalisation in excess of \$550million, making this the largest specialist home finance company operating in the Kingdom of Saudi Arabia. In addition to the establishment of the Company I was responsible for the establishment of a Sharia compliant mortgage securitisation programme (KSA MBS) which programme issued an international Sukuk (KSA MBS 1) in conjunction with the Standard Bank of London, Unicorn Investment Bank and Dar Al Arkan.



CAREER HISTORY

Integer (Pty) Ltd (2007 to date) – Acting Chief Executive Officer

Responsible for:

The validation of the initial business viability including research in respect of development of legal and securitisation structures and validation and verification of the initial business model.

Liaising with key strategic partners and the negotiation of a shareholders agreement between Investec Bank Ltd, Purple Capital Ltd and Catalis Holdings (Pty) Ltd.

Launch of the Company's mortgage and transactional banking offering, including the establishment, promotion and maintenance of the brand and the strategic marketing and positioning of its offering vis a vis the public.

The conceptualisation and establishment of the Company's funding platform including the launch of Phase I of a securitisation programme for the Company in consultation with Investec Bank Ltd.

Restructuring and reorganising the business model and shareholding in the light of the 'credit crunch' including the sourcing of new and alternate financing strategies.

CAREER SYNOPSIS

Launched in October 2007 Integer (Pty) Ltd was South Africa's second only non-bank lender offering mortgage and transactional banking services.

I was initially asked to act as an advisor to the existing management team and to assume a non-executive Board position but given conceptual difficulties in relation to the initial business plan and management shortcomings I was persuaded to accept a position initially as interim CEO and, finally, CEO on secondment to launch and manage the Company during the early phases of its evolution.

Since launch the Company has processed over R5billion worth of home loans applications and is currently approving loans in excess of R100million per month. Integer embarked, in the last quarter of 2008, on the structuring of its initial securitisation offering with a view to capping and refinancing its current warehouse facilities through the capital markets in the fourth quarter of 2008.

In the light of changes to global debt Capital Markets this programme was suspended and I was involved in restructuring and reorganising the alignment of shareholder interests to reflect current market conditions. Included in this task was the securing of new and alternate funding strategies.



CAREER HISTORY

Catalis Holdings (Pty) Ltd (2007 to date) – Owner/Director

www.catalis.co.za

Responsible for:

The establishment of the initial business plan including research and the canvassing for private equity and consulting opportunities.

Liaising with key strategic partners including Actis, International Finance Corporation (IFC), Investec Bank Ltd, Purple Capital Ltd, Gerson Lehrman Group, Rasameel Investment Bank, with the purpose of establishing an international network of consulting and private equity opportunities.

Negotiating the acquisition of the Company's primary investment (5.8%) into Integer (Pty) Ltd.

Various ad hoc consulting and advisory assignments within South Africa, United Arab Emirates, Nigeria and Ghana.

CAREER SYNOPSIS

Established in March 2007, Catalis was formed as a private equity vehicle and advisory service for my personal investment and international advisory assignments.

Catalis' most significant investment to date was a minority interest in the mortgage lender Integer, based in Cape Town, where I currently act as the Company's Chief Executive Officer.

Consulting services relate primarily to Diamond Mortgages (Nigeria), Rasameel Investment Bank (United Arab Emirates) and Ghana Home Loans (Ghana). Additional ad hoc consultancy services are rendered to a variety of clients through the IMN Global Advisory Board and the Gerson Lehrman Group, on an ongoing basis.

In addition Catalis currently manages an investment in Ferme Sterveda, a French based ski operator.

