

Abridged Biography - Simon Stockley

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 programme 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.

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Wednesday, September 02, 2009