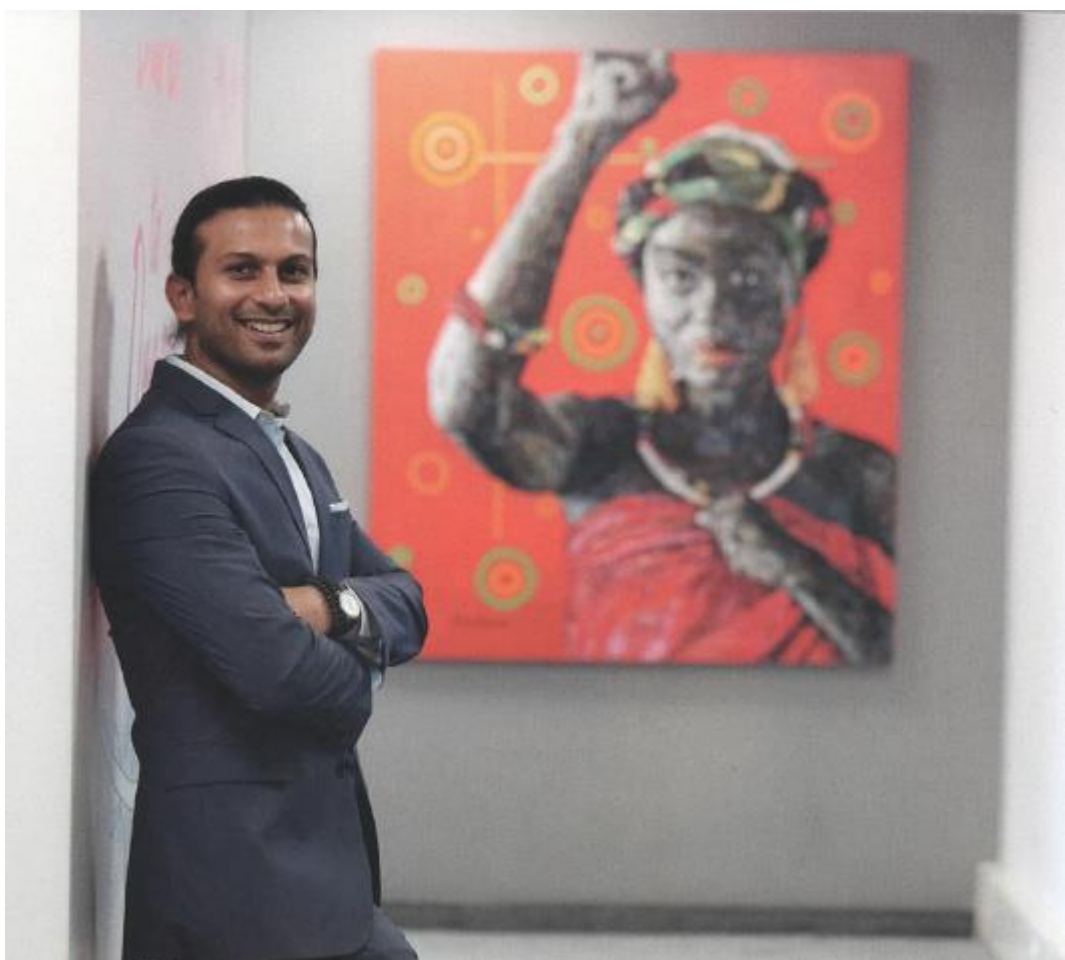


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Terence Naidu: Envisionit Stock Lending Solutions (Pty) Ltd

Established in 2014, as a joint venture between Envisionit Capital Solutions (ECS) and Sanlam, Envisionit Stock Lending Solutions (Envisionit) became the first black-owned-and-managed securities lending business in Africa. Envisionit was established as part of a greater drive to transform the South African financial services industry and empower black executives to run their own businesses.

Terence Naidu, Envisionit's founder and CEO, was tasked with establishing and growing the business from the ground up. In the years that followed, ECS bought out Sanlam and took over full strategic and operational control, before Peregrine purchased 40% of the business. Envisionit would go on to disrupt the status quo by developing the first online borrowing platform, and to date, they remain the only black-owned-and-operated securities lending business in the country.

While Envisionit has been instrumental in driving transformation within the industry, Naidu adds that they've also led the way in being a socially responsible South African business. "While we operate in a very capitalist industry, we've proven that with the right intentions, one can not only run a profitable business, but also give back to the community, ensuring the empowerment of previously disadvantaged South Africans through education."

Adding to this, Naidu says the business is also passionate about driving entrepreneurship through the Envisionit Prize, which is being launched this year. "Established as a competition, the R1 million Envisionit Prize (via bursaries and cash) will be awarded to a Grade 9 or 10 pupil from any public school in South Africa who innovates the best water-harvesting device. With a mindset of exponential returns, the aim of the prize is to solve a need in the country, get school pupils to think differently and become innovators and entrepreneurs while hopefully reducing unemployment by creating jobs via their innovation."

While undoubtedly a true pioneer in transformation within the securities lending industry, Envisionit never uses this fact as a reason for clients to do business with them. "We're always guided by our ethos of integrity, innovation and investment back into South Africa," concludes Naidu.

www.envisionit.africa

