

Consumer Credit Market Report

Executive Summary

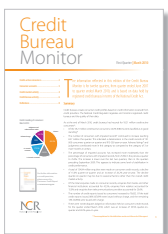
This report and its appendix represent the analysis of quarterly data of the South African consumer credit market in terms of the National Credit Act which came into effect in June 2006.

The total value of new credit granted increased from R123.93 billion to R124.15 billion for the quarter ended December 2015, an increase of 0.17% when compared to the previous quarter and an increase of 5.53% a year ago. The number of applications for credit decreased by 529,000 from 11.85 million in September 2015 to 11.32 million in December 2015, representing a decrease of 4.47% for the quarter. The rejection rate for applications was 52.05%. Mortgages accounted for R39.64 billion (31.93%); "Secured credit agreements" for R41.77 billion (33.65%); Credit facilities for R13.97 billion (11.25%); Unsecured credit for R22.47 billion (18.10%); Developmental credit for R1.81 billion (1.46%) and Short-term credit for R4.49 billion (3.62%) of the total credit granted.

The total outstanding gross debtors book of consumer credit for the quarter ended December 2015 was R1.64 trillion, representing a quarter-on-quarter growth of 0.64%. The number of accounts decreased by 0.12% for the quarter ended December 2015. Mortgages accounted for R855.77 billion (52.08%); "Secured credit agreements" for R369.57 billion (22.49%); Credit facilities for R216.04 billion (13.15%); Unsecured credit for R164.69 billion (10.02%); Developmental credit for R33.57 billion (2.04%) and Short-term credit for R3.64 billion (0.22%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended December 2015:

- The value of mortgages granted increased by 0.63% quarter-on-quarter from R39.39 billion to R39.64 billion;
- Secured credit granted increased from R39.23 billion for September 2015 to R41.77 billion for December 2015 (a quarter-on-quarter increase of 6.47%);



For further information on credit bureau information, please access the Credit Bureau Monitor on www.ncr.org.za

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- Unsecured credit agreements increased from R20.66 billion for September 2015 to R22.47 billion for December 2015 (a quarter-on-quarter increase of 8.77%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts decreased by 20.42% quarter-on-quarter from R17.55 billion to R13.97 billion;
- Short-term credit showed a quarter-on-quarter increase of 10.41% from R4.07 billion to R4.49 billion;
- Developmental credit showed a quarter-on-quarter decrease of 40.38% from R3.03 billion to R1.81 billion.

Introduction

The Consumer Credit Market Report is issued by the National Credit Regulator. It is based upon returns which credit providers are required to submit in terms of the National Credit Act (NCA). The statistics presented in this report cover the quarters up to 31 December 2015 (2015-Q4).

The reporting requirements of the NCA differentiate between small credit providers, defined as credit providers for whom annual disbursements are less than R15 million, and larger credit providers. Credit providers with annual disbursements of more than R15 million are required to submit quarterly returns. Credit providers with annual disbursements of less than R15 million are only required to submit annual returns. The statistics included in the report follow the scope and definitions in the NCA. The report thus reflects all consumer credit, as well as agreements with juristic persons with a turnover or net assets of less than R1 million. It excludes all other juristic persons. It includes credit provided by banks as well as by any other registered credit providers but excludes credit providers that are not required to register with the NCR (e.g. where the entity has fewer than 100 agreements or less than R500,000 in outstanding credit). The reporting quarters (Q) in the CCMR are as explained in the table below:

Quarters	Reporting period
Quarter 1 (Q1)	1 January – 31 March
Quarter 2 (Q2)	1 April – 30 June
Quarter 3 (Q3)	1 July – 30 September
Quarter 4 (Q4)	1 October – 31 December

“Secured credit” in this report refers to transactions which were classified as “Other credit agreements” in the previous Consumer Credit Market Reports. This credit type includes transactions that do not fall within any of the other categories in the NCA. It includes a range of secured credit agreements, such as pension-backed loans, Insurance-backed loans, retail furniture accounts and motor vehicle accounts and consists of all credit that is secured, other than mortgages and credit facilities. Detailed tables on the data shown in this report can be found in the Appendix.

Abbreviations - “year-on-year (y-o-y)” as used in this report refers to a comparison of the quarter ended December 2014 to the quarter ended December 2015 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended September 2015 to the quarter ended December 2015. The totals reported in the “Credit granted” sections do not add up to the totals reported in the “Level of income” sections due to loans granted to juristic persons where the level of income is not reported by credit providers. This applies to all the credit types reflected in this report.

1. Market overview

The value of credit granted increased by R212.25 million (0.17%) from R123.93 billion for the quarter ended September to R124.15 billion for the quarter ended December 2015. The value of the outstanding gross debtors book as depicted in Figure 1.1 increased by R10.41 billion (0.64%) from R1.63 trillion to R1.64 trillion during the same period.

Figure 1.1 Total credit granted and gross debtors book at December 2015

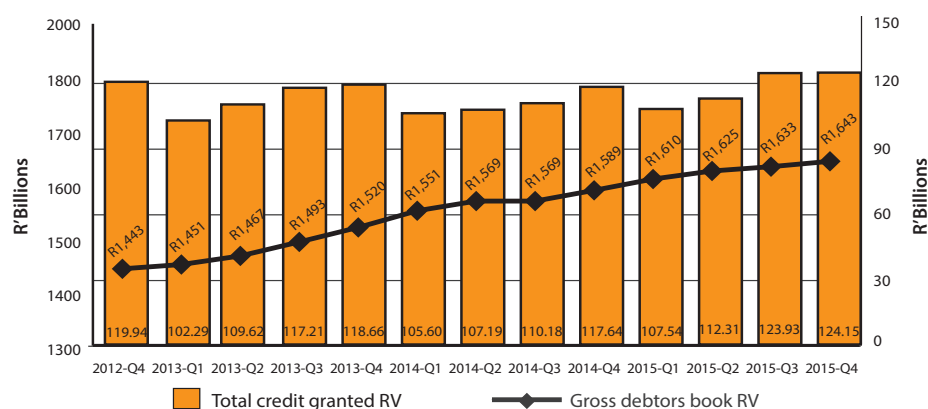


Table 1.1: Credit granted

Agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	% Change (Q4/Q3)	% Change (Y/Y)
Credit transactions	100,167,940	90,534,733	95,214,901	106,383,359	110,179,397	3.57%	9.99%
Credit facilities	17,475,900	17,001,713	17,091,561	17,551,427	13,967,635	-20.42%	-20.07%
Total	117,643,841	107,536,447	112,306,461	123,934,786	124,147,032	0.17%	5.53%

1.1 Credit granted

Table 1.1 above indicated that the credit transactions granted during the quarter increased by R3.80 billion (3.57%) q-o-q and by R10.01 billion (9.99%) on a y-o-y basis. The value of credit facilities granted for the quarter ended December 2015 decreased by R3.58 billion (20.42%) q-o-q and by R3.51 billion (20.07%) on a y-o-y basis.

Table 1.2: Credit granted – number of agreements

Agreements	2014-Q4 000	2015-Q1 000	2015-Q2 000	2015-Q3 000	2015-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of credit transactions	3,183	2,927	3,236	3,489	3,704	6.17%	16.35%
Number of credit facilities	2,611	2,096	2,348	2,289	1,711	-25.27%	-34.48%
Total	5,795	5,023	5,584	5,778	5,415	-6.29%	-6.55%

The total number of credit agreements concluded during the December 2015 quarter decreased by 6.29% q-o-q and by 6.55% on a y-o-y basis as indicated in Table 1.2.

Table 1.3: Credit granted – per industry

Agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	89,183,095	82,692,898	87,412,624	94,640,969	96,524,792	77.75%	1.99%	7.96%
Non-bank vehicle financiers	10,507,563	9,438,715	9,437,980	10,293,565	11,089,597	8.93%	7.73%	5.54%
Retailers	5,572,294	4,245,280	4,393,525	4,539,449	3,687,792	2.97%	-18.76%	-33.82%
Other credit providers	12,380,889	11,159,554	11,062,332	14,460,802	12,844,851	10.35%	-11.17%	5.68%
Total	117,643,841	107,536,447	112,306,461	123,934,786	124,147,032	100.00%	0.17%	5.53%

For the quarter ended December 2015 the banks accounted for 77.75% of the total value of credit granted as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (8.93%), retailers (2.97%) and other credit providers (10.35%).

Table 1.4: Number of applications received and rejected

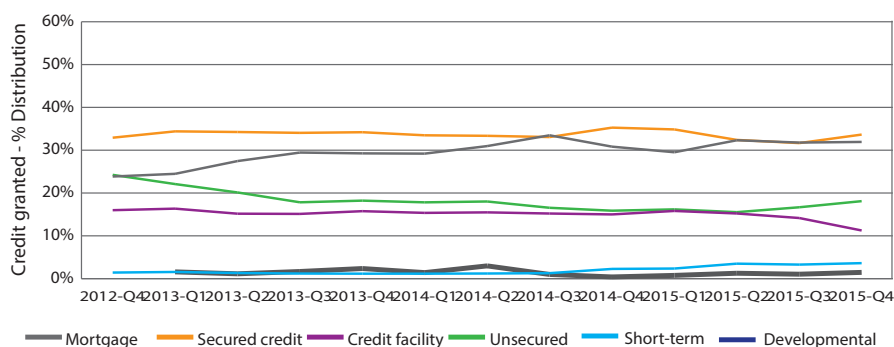
Agreements	2014-Q4 000	2015-Q1 000	2015-Q2 000	2015-Q3 000	2015-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of applications received	11,528	10,390	12,134	11,847	11,317	-4.47%	-1.83%
Number of applications rejected	6,166	5,461	6,798	6,248	5,890	-5.74%	-4.48%
% of applications rejected	53.49%	52.56%	56.03%	52.74%	52.05%		

There was a marginal decrease in the rejection rate from 52.74% for the quarter ended September 2015 to 52.05% for the quarter ended December 2015 as indicated in Table 1.4. The number of applications received decreased by 4.47% and the number of applications rejected decreased by 5.74% for the quarter ended December 2015.

Table 1.5: Credit granted – credit type

Agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	36,280,430	31,739,678	36,292,828	39,389,513	39,638,417	31.93%	0.63%	9.26%
Secured credit	41,608,878	37,478,357	36,383,925	39,234,177	41,772,337	33.65%	6.47%	0.39%
Credit facilities	17,475,900	17,001,713	17,091,561	17,551,427	13,967,635	11.25%	-20.42%	-20.07%
Unsecured credit	18,702,266	17,400,813	17,445,341	20,655,901	22,466,738	18.10%	8.77%	20.13%
Short-term credit	2,678,063	2,542,144	3,926,721	4,069,338	4,492,852	3.62%	10.41%	67.76%
Developmental credit	898,303	1,373,741	1,166,086	3,034,431	1,809,053	1.46%	-40.38%	101.39%
Total	117,643,841	107,536,447	112,306,461	123,934,786	124,147,032	100.00%	0.17%	5.53%

Figure 1.2: Credit granted – percentage distribution



Mortgages' percentage share of total credit granted increased to 31.93% for the quarter ended December 2015 from 31.78% for the previous quarter. Secured Credit as percentage of total credit granted grew from 31.66% for the quarter ended September 2015 to 33.65% for the quarter ended December 2015 as indicated in Table 1.5 and Figure 1.2.

Table 1.6: Gross debtors book – credit type

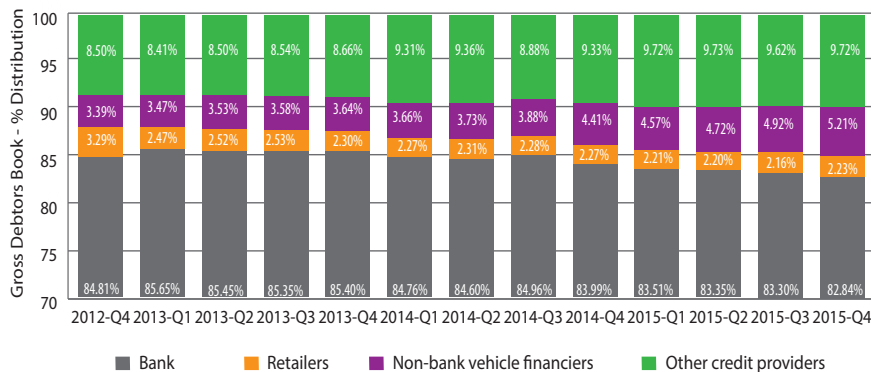
Agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	841,246,868	848,558,077	856,953,264	862,257,853	855,771,031	52.08%	-0.75%	1.73%
Secured credit	347,746,674	353,706,060	357,070,777	361,335,749	369,573,184	22.49%	2.28%	6.28%
Credit facilities	203,385,334	207,476,200	211,527,383	212,035,018	216,038,768	13.15%	1.89%	6.22%
Unsecured credit	168,973,449	166,638,102	162,672,953	161,760,517	164,686,255	10.02%	1.81%	-2.54%
Short-term credit	2,049,788	2,026,413	3,327,299	3,234,447	3,637,649	0.22%	12.47%	77.46%
Developmental Credit	25,141,074	32,468,147	33,498,781	32,249,176	33,567,090	2.04%	4.09%	33.51%
Total	1,588,543,187	1,610,872,999	1,625,050,457	1,632,872,759	1,643,273,977	100.00%	0.64%	3.45%

Table 1.6 indicated that the value of gross debtors book for the period ended December 2015 grew by R10.40 billion (0.64%) and by R54.73 billion (3.45%) on a y-o-y basis. The Unsecured credit book grew by R2.93 billion (1.81%) q-o-q but decreased by R4.29 billion (2.54%) on a y-o-y basis. The Mortgage's book decreased by R6.49 billion (0.75%) q-o-q and increased by R14.52 billion (1.73%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	1,334,212,984	1,345,209,332	1,354,511,056	1,360,180,846	1,361,226,785	82.84%	0.08%	2.00%
Retailers	36,109,078	35,522,117	35,684,342	35,315,312	36,701,223	2.23%	3.92%	1.64%
Non-bank vehicle financiers	70,069,055	73,575,693	76,719,097	80,305,480	85,607,679	5.21%	6.60%	22.18%
Other credit providers	148,152,071	156,565,857	158,135,961	157,071,122	159,738,291	9.72%	1.70%	8.05%
Total	1,588,543,187	1,610,872,999	1,625,050,457	1,632,872,759	1,643,273,977	100.00%	0.64%	3.45%

Figure 1.3: Gross debtors book – industry type



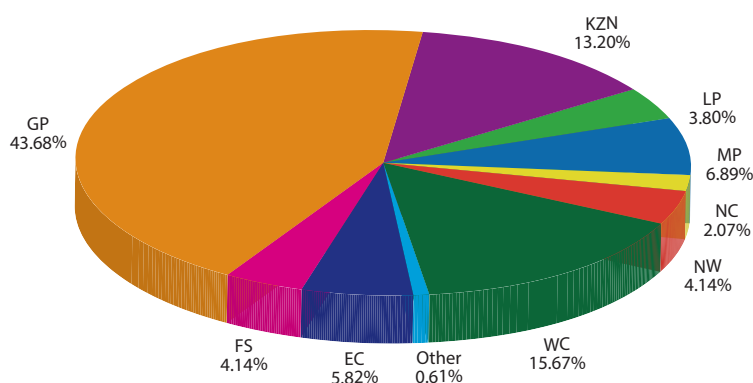
There was an overall increase q-o-q (0.64%) and y-o-y (3.45%) in the gross debtors book for all industries as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.8: Gross debtors book – number of accounts

Agreements	2014-Q4 000	2015-Q1 000	2015-Q2 000	2015-Q3 000	2015-Q4 000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	1,828	1,824	1,824	1,815	1,790	4.34%	-1.41%	-2.08%
Secured credit	4,523	4,404	4,329	4,200	4,184	10.14%	-0.39%	-7.50%
Credit facilities	25,765	26,189	26,154	26,253	26,334	63.85%	0.31%	2.21%
Unsecured credit	7,437	7,087	6,719	6,561	6,518	15.80%	-0.67%	-12.36%
Short-term credit	896	923	1,423	1,377	1,295	3.14%	-6.00%	44.45%
Developmental credit	776	1,187	861	1,085	1,122	2.72%	3.39%	44.60%
Total	41,225	41,614	41,310	41,292	41,241	100.00%	-0.12%	0.04%

The number of accounts that make up the debtors book decreased by 0.12% from 41.29 million to 41.24 million for the quarter ended December 2015. On a y-o-y the total number of accounts increased by 0.04%. Credit facilities had a share of 63.85% of the total number of accounts for the quarter ended December 2015 as indicated in Table 1.8.

Figure 1.4: Provincial distribution of credit granted – 2015-Q4



Gauteng province accounted for R54.22 billion (43.68%) of the total credit granted R124.15 billion. The Western Cape and KwaZulu Natal accounted for R19.45 billion (15.67%) and R16.39 billion (13.20%) respectively. The remaining provinces constituted R34.08 billion (27.45%) as illustrated in Figure 1.4.

2. Mortgage agreements

2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	28,085	22,936	26,749	30,248	22,353	0.06%	-26.10%	-20.41%
R51K-R100K	133,932	119,002	121,596	138,187	130,106	0.33%	-5.85%	-2.86%
R101K-R150K	186,291	164,677	161,962	187,895	178,192	0.45%	-5.16%	-4.35%
R151K-R350K	1,671,958	1,412,250	1,475,897	1,572,507	1,504,347	3.80%	-4.33%	-10.02%
R351K-R700K	7,418,287	6,175,754	6,905,230	7,892,524	7,356,590	18.56%	-6.79%	-0.83%
≥R700K	26,841,877	23,845,060	27,601,395	29,568,152	30,446,828	76.81%	2.97%	13.43%
Total	36,280,430	31,739,678	36,292,828	39,389,513	39,638,417	100.00%	0.63%	9.26%

Table 2.1 above indicated that there was an overall q-o-q increase of 0.63% in the rand value of mortgage agreements granted for the quarter ended December 2015. The majority (76.81%) of mortgage agreements granted during the December 2015 quarter were in excess of R700K.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	808	639	783	870	640	1.48%	-26.44%	-20.79%
R51K-R100K	1,624	1,433	1,470	1,687	1,609	3.73%	-4.62%	-0.92%
R101K-R150K	1,413	1,246	1,224	1,416	1,340	3.11%	-5.37%	-5.17%
R151K-R350K	6,298	5,325	5,554	5,947	5,682	13.17%	-4.46%	-9.78%
R351K-R700K	14,199	11,819	13,212	15,055	14,016	32.49%	-6.90%	-1.29%
≥ R700K	18,508	15,980	17,932	19,697	19,856	46.02%	0.81%	7.28%
Total	42,850	36,442	40,175	44,672	43,143	100.00%	-3.42%	0.68%

The number of mortgage agreements concluded decreased by 3.42% for the quarter ended December 2015 as indicated in Table 2.2. The majority (78.51%) of mortgages were granted in favour of larger sized credit agreements (≥R351). On a y-o-y basis mortgage agreements increased by 0.68%.

Table 2.3: Mortgages granted – gross monthly income of individuals (number of agreements)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K	797	591	559	659	537
% share of credit granted	1.86%	1.62%	1.39%	1.48%	1.24%
R10.1K-R15K	2,941	2,249	2,345	2,781	2,415
% share of credit granted	6.86%	6.17%	5.84%	6.23%	5.60%
>R15K	39,108	33,602	37,270	41,232	40,191
% share of credit granted	91.28%	92.21%	92.77%	92.30%	93.16%
Total number of mortgages	42,846	36,442	40,174	44,672	43,143

Table 2.4: Mortgages granted – gross monthly income of individuals (rand value)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K (R000)	207,796	153,503	140,271	197,937	142,431
% share of credit granted	0.57%	0.48%	0.39%	0.50%	0.36%
R10.1K-R15K (R000)	992,010	747,622	788,983	947,438	837,291
% share of credit granted	2.73%	2.36%	2.17%	2.41%	2.11%
>R15K (R000)	35,074,571	30,838,553	35,362,705	38,244,137	38,658,695
% share of credit granted	96.69%	97.16%	97.44%	97.09%	97.53%
Total value of mortgages(R000)	36,274,377	31,739,678	36,291,958	39,389,513	39,638,417

2.2 Mortgages granted by level of income¹

The number of agreements that were concluded with individuals in the greater than R15k income category constituted 93.16% as indicated in Table 2.3. This income category also accounted for 97.53% of the rand value of mortgages granted during the quarter ended December 2015 as indicated in Table 2.4.

1. The totals reported in the “Credit granted” sections do not add up to the totals reported in the “Level of income” sections due to loans granted to juristic persons where level of income is not reported by credit providers. This applies to all the credit types.

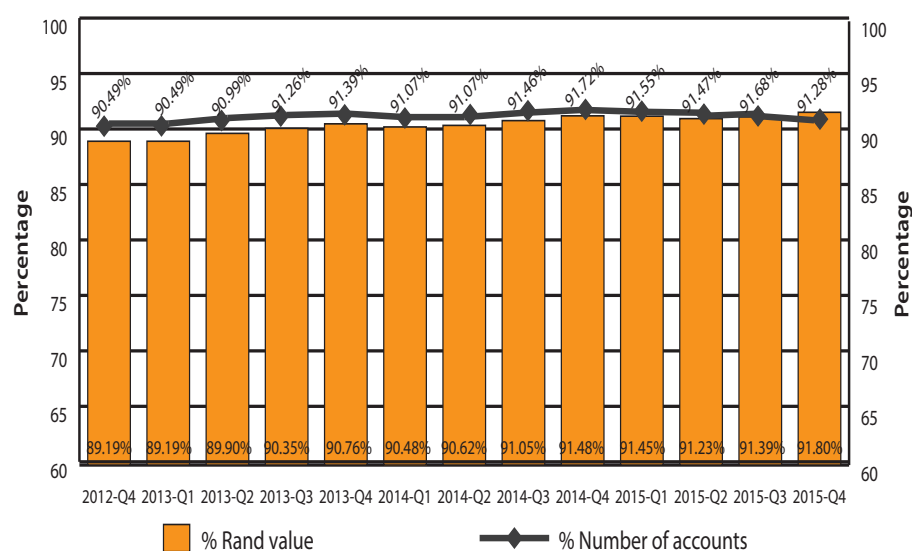
Table 2.5: Gross debtors book – mortgages

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	841,246,868	848,558,077	856,953,264	862,257,853	855,771,031	-0.75%	1.73%
Number of accounts	1,827,795	1,824,258	1,823,659	1,815,405	1,789,815	-1.41%	-2.08%

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed a decrease of R6.49 billion (0.75%) on a q-o-q and an increase of R14.52 billion (1.73%) on a y-o-y basis. The number of accounts decreased by 1.41% q-o-q and by 2.08% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



2.4 Age analysis of gross debtors book - mortgages

The rand value of the gross debtors book for mortgages reported as “current” increased from 91.39% for the quarter ended September 2015 to 91.80% for the quarter ended December 2015. The number of accounts reported as “current” decreased from 91.68% to 91.28% for the same period as illustrated in Figure 2.1.

3. Secured credit

3.1 Secured credit granted

In terms of the Regulations, the category “Other credit agreements” refers to secured credit agreements but excludes mortgages and credit facilities.

Table 3.1: Secured credit granted – type of security (rand value)

Type of security	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	36,260,206	33,276,643	32,544,711	34,738,338	37,253,138	89.18%	7.24%
Retirement benefits	440,493	421,700	433,504	436,577	433,163	1.04%	-0.78%
Insurance policy	190,348	213,498	208,404	254,237	175,322	0.42%	-31.04%
Furniture & other durables	2,592,492	1,432,627	1,427,793	1,222,077	1,852,377	4.43%	51.58%
Other security	2,125,339	2,133,888	1,769,513	2,582,948	2,058,338	4.93%	-20.31%
Total	41,608,878	37,478,357	36,383,925	39,234,177	41,772,337	100.00%	6.47%

The value of secured credit granted increased by R2.54 billion (6.47%) on a q-o-q basis as indicated in Table 3.1. Vehicles as a form of security continued to dominate secured credit at R37.25 billion (89.18%).

Table 3.2: Secured credit granted – type of security (number)

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	158,270	144,092	137,484	146,801	156,954	43.46%	6.92%
Retirement benefits	5,136	4,580	4,807	4,711	4,378	1.21%	-7.07%
Insurance policy	11,893	13,131	11,964	14,135	9,176	2.54%	-35.08%
Furniture & other durables	306,057	171,363	167,422	135,103	186,753	51.71%	38.23%
Other security	9,364	8,752	5,689	4,394	3,922	1.09%	-10.74%
Total	490,720	341,918	327,366	305,144	361,183	100.00%	18.36%

The number of secured credit agreements showed an increase of 18.36% for the quarter ended December 2015 as indicated in Table 3.2. The number of transactions concluded for “furniture and other durables” dominate secured credit granted at 51.71%.

3.2 Secured credit granted by level of income

Table 3.3: Secured credit granted – gross monthly income of individuals (number of agreements)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K	274,106	161,056	146,410	114,101	155,655
% share of credit granted	56.00%	47.37%	44.99%	37.65%	43.34%
R10.1K-R15K	50,463	36,966	35,469	35,268	43,019
% share of credit granted	10.31%	10.87%	10.90%	11.64%	11.98%
>R15K	164,877	141,992	143,541	153,697	160,472
% share of credit granted	33.69%	41.76%	44.11%	50.71%	44.68%
Total number of secured credit agreements	489,446	340,014	325,420	303,066	359,146

The number of secured credit agreements for individuals with a gross monthly income of “>R15K” decreased from 50.71% for the quarter ended September 2015 to 44.68% for the quarter ended December 2015 as indicated in Table 3.3.

Table 3.4: Secured credit granted – gross monthly income of individuals (rand value)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K (R000)	3,276,969	2,523,056	2,347,202	1,977,218	2,714,544
% share of credit granted	7.98%	6.82%	6.58%	5.14%	6.64%
R10.1K-R15K (R000)	3,646,397	2,994,087	2,870,007	3,118,225	3,651,128
% share of credit granted	8.88%	8.10%	8.04%	8.11%	8.93%
>R15K (R000)	34,140,983	31,454,654	30,460,542	33,373,332	34,506,646
% share of credit granted	83.14%	85.08%	85.38%	86.75%	84.43%
Total value of secured credit (R000)	41,064,350	36,971,796	35,677,752	38,468,775	40,872,318

The rand value of secured credit for both the “up to R10K” and “R10.1K-R15K” gross monthly income categories increased while the “greater than R15k” decreased for the quarter ended December 2015 as indicated in Table 3.4.

3.3 Gross debtors book – secured credit.

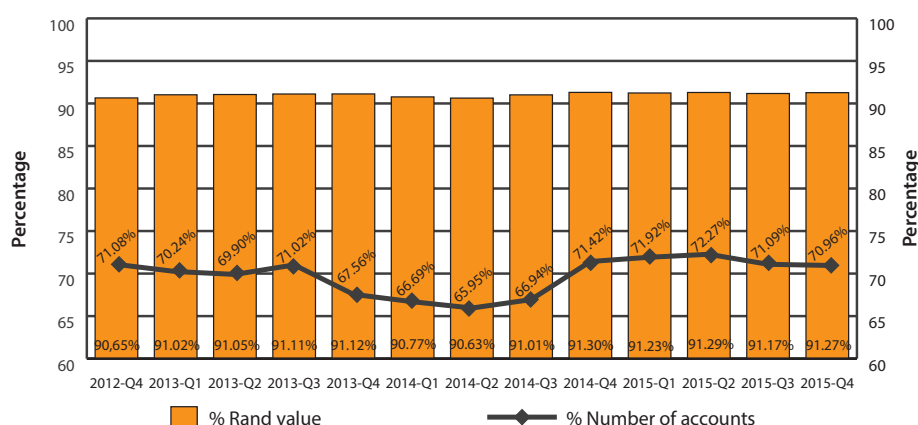
Table 3.5: Gross debtors book – secured credit

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	347,746,674	353,706,060	357,070,777	361,335,749	369,573,184	2.28%	6.28%
Number of accounts	4,522,945	4,404,348	4,329,135	4,199,929	4,183,599	-0.39%	-7.50%

The rand value of the gross debtors book for secured credit showed an increase of R8.24 billion (2.28%) quarter ended December 2015 and by R21.83 billion (6.28%) on a y-o-y basis. The number of accounts decreased by 0.39 % q-o-q and by 7.50 % on a y-o-y basis as indicated in Table 3.5.

3.4 Age analysis of gross debtors book – secured credit

Figure 3.1: Secured credit book reported as “current”



The rand value of the gross debtors book for secured credit reported as “current” increased from 91.17% for the quarter ended September 2015 to 91.27% for the quarter ended December 2015. The number of accounts reported as “current” decreased from 71.09% to 70.96% for the same period as illustrated in Figure 3.1.

4. Credit facilities

4.1 Credit facilities granted

Table 4.1: Credit facilities granted – rand value

Agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	5,864,948	6,278,581	6,399,943	6,168,931	4,818,231	34.50%	-21.90%	-17.85%
Bank overdraft	4,605,385	4,235,059	4,186,712	4,625,989	4,354,172	31.17%	-5.88%	-5.45%
Services	725,682	511,914	310,975	233,195	160,046	1.15%	-31.37%	-77.95%
Store cards	4,753,100	4,256,283	4,709,528	4,923,525	3,266,853	23.39%	-33.65%	-31.27%
Other facilities	1,526,785	1,719,876	1,484,403	1,599,788	1,368,332	9.80%	-14.47%	-10.38%
Total	17,475,900	17,001,713	17,091,561	17,551,427	13,967,635	100.00%	-20.42%	-20.07%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	370,348	386,255	346,743	367,529	257,944	15.08%	-29.82%	-30.35%
Bank overdraft	126,108	149,265	131,742	164,044	111,966	6.54%	-31.75%	-11.21%
Services	16,182	16,310	7,318	7,268	2,286	0.13%	-68.55%	-85.87%
Store cards	2,063,454	1,506,511	1,832,130	1,719,651	1,221,624	71.41%	-28.96%	-40.80%
Other facilities	35,067	37,193	30,182	30,774	117,015	6.84%	280.24%	233.69%
Total	2,611,159	2,095,534	2,348,115	2,289,266	1,710,835	100.00%	-25.27%	-34.48%

The total rand value of credit facilities granted decreased by R3.58 billion (20.42%) q-o-q and the numbers decreased by 578 000 (25.27%) as indicated in Table 4.1 and 4.2. On a y-o-y basis the total rand value of credit facilities decreased by R3.51 billion (20.07%) and the number of accounts decreased by 900 000 (34.48%).

4.2 Credit facilities granted by level of income

Table 4.3: Credit facilities granted – gross monthly income of individuals (number of agreements)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K	1,678,283	1,226,918	1,453,157	1,358,128	1,032,644
% share of credit granted	64.33%	58.61%	61.93%	59.38%	60.44%
R10.1K-R15K	316,852	265,879	283,020	295,761	206,997
% share of credit granted	12.14%	12.70%	12.06%	12.93%	12.12%
>R15K	613,890	600,541	610,095	633,398	468,908
% share of credit granted	23.53%	28.69%	26.00%	27.69%	27.44%
Total number of credit facilities	2,609,025	2,093,338	2,346,272	2,287,287	1,708,549

Table 4.4: Credit facilities granted – gross monthly income of individuals (rand value)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K (R000)	4,709,485	3,822,488	3,903,989	4,006,593	2,590,268
% share of credit granted	27.36%	22.88%	23.21%	23.20%	19.01%
R10.1K-R15K (R000)	1,795,436	1,725,046	1,758,506	1,848,955	1,260,111
% share of credit granted	10.43%	10.33%	10.45%	10.71%	9.25%
>R15K (R000)	10,708,064	11,159,800	11,159,959	11,412,588	9,773,652
% share of credit granted	62.21%	66.80%	66.34%	66.09%	71.74%
Total value of credit facilities (R000)	17,212,984	16,707,333	16,822,453	17,268,136	13,624,031

For the quarter ended December 2015 the number of credit facilities granted to individuals with a gross monthly income of “<R10k” decreased whilst the higher income categories increased as indicated in Table 4.3. The rand value of credit facilities to individuals with a gross monthly income of “>R15k” had the largest share of 71.74 as indicated in Table 4.4.

4.3 Gross debtors book – credit facilities

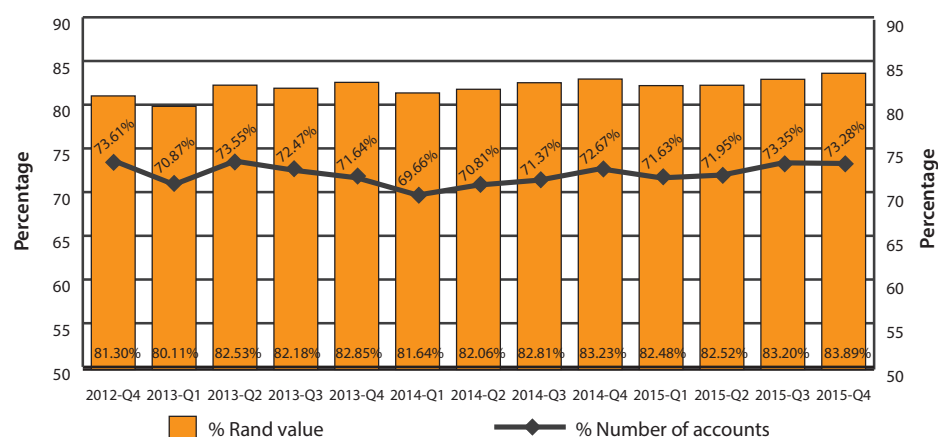
Table 4.5: Gross debtors book – credit facilities

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	203,385,334	207,476,200	211,527,383	212,035,018	216,038,768	1.89%	6.22%
Number of accounts	25,765,194	26,188,853	26,154,490	26,253,158	26,333,812	0.31%	2.21%

The rand value of the gross debtors book for credit facilities showed an increase of R4.00 billion (1.89%) q-o-q and R12.65 billion (6.22%) on a y-o-y basis. The number of accounts increased by 0.31% q-o-q and by 2.21% on a y-o-y basis as indicated in Table 4.5.

4.4 Age analysis of gross debtors book – credit facilities

Figure 4.1: Credit facilities book reported as “current”



The rand value of the gross debtors book for credit facilities reported as “current” increased from 83.20% for the quarter ended September 2015 to 83.89% for the quarter ended December 2015. The number of accounts reported as “current” decreased from 73.35% to 73.28% for the same period as illustrated in Figure 4.1.

5. Unsecured credit transactions

5.1 Unsecured credit transactions

Unsecured credit transactions include all transactions in respect of which the lender does not have any security (other than credit facilities or short-term credit).

Table 5.1: Rand value of unsecured credit granted – term of agreement

Agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	1,064,829	1,013,897	183,052	268,143	301,398	1.34%	12.40%	-71.70%
7-12 Months	1,174,151	927,876	1,130,384	2,041,327	1,831,421	8.15%	-10.28%	55.98%
13-18 Months	742,430	738,512	781,882	957,623	1,075,969	4.79%	12.36%	44.93%
19-24 Months	1,702,380	1,483,579	1,548,864	1,714,046	1,941,411	8.64%	13.26%	14.04%
25-36 Months	3,526,449	3,012,347	3,199,855	3,383,359	3,706,265	16.50%	9.54%	5.10%
3.1-5 Years	9,526,864	9,286,558	9,665,283	11,106,378	12,125,952	53.97%	9.18%	27.28%
5.1-10 +Years	965,163	938,044	936,021	1,185,026	1,484,322	6.61%	25.26%	53.79%
Total	18,702,266	17,400,813	17,445,341	20,655,901	22,466,738	100.00%	8.77%	20.13%

The rand value of unsecured credit granted increased from R20.66 billion to R22.47 billion for the quarter ended December 2015. A significant portion of unsecured credit agreements were granted with a repayment period of “3.1-5 Years” for rand value as indicated in Table 5.1. On a y-o-y basis the rand value of unsecured credit agreements increased by R3.76 billion (20.13%).

Table 5.2: Number of unsecured credit agreements granted – term of agreement

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	417,313	419,159	60,469	67,376	80,830	7.52%	19.97%	-80.63%
7-12 Months	128,304	114,891	144,062	187,598	229,696	21.38%	22.44%	79.02%
13-18 Months	158,591	136,870	159,897	168,429	181,688	16.91%	7.87%	14.56%
19-24 Months	161,602	144,571	139,077	143,545	156,879	14.60%	9.29%	-2.92%
25-36 Months	155,142	127,051	130,096	137,385	153,862	14.32%	11.99%	-0.83%
3.1-5 Years	209,829	198,682	201,130	229,099	250,243	23.29%	9.23%	19.26%
5.1-10 +Years	16,678	15,387	15,207	17,221	21,299	1.98%	23.68%	27.71%
Total	1,247,459	1,156,611	849,938	950,653	1,074,497	100.00%	13.03%	-13.87%

The number of accounts for unsecured credit increased by 13.03% for the quarter ended December 2015 as indicated in Table 5.2. On a y-o-y basis number of accounts for unsecured credit decreased by 13.87%.

Table 5.3: Rand value of unsecured credit granted – size of agreements

Rand value of agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	677,275	650,863	392,555	362,045	376,319	1.68%	3.94%	-44.44%
R3.1K-R5K	701,166	590,623	327,887	425,435	496,166	2.21%	16.63%	-29.24%
R5.1K-R8K	769,794	658,261	475,952	563,415	668,565	2.98%	18.66%	-13.15%
R8.1K-R10K	634,679	550,382	559,960	701,719	864,865	3.85%	23.25%	36.27%
R10.1K-R15K	1,082,949	935,822	1,014,188	1,406,701	1,353,419	6.02%	-3.79%	24.98%
> R15.1K	14,836,404	14,014,861	14,674,799	17,196,587	18,707,405	83.27%	8.79%	26.09%
Total	18,702,266	17,400,813	17,445,341	20,655,901	22,466,738	100.00%	8.77%	20.13%

Table 5.4: Unsecured credit granted – number of agreements per size

Number of agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	466,994	462,801	246,997	227,793	258,292	24.04%	13.39%	-44.69%
R3.1K-R5K	179,003	150,696	77,751	102,075	117,615	10.95%	15.22%	-34.29%
R5.1K-R8K	123,857	107,363	74,025	89,215	105,329	9.80%	18.06%	-14.96%
R8.1K-R10K	67,059	58,726	58,984	74,031	92,213	8.58%	24.56%	37.51%
R10.1K-R15K	85,921	75,522	80,090	103,092	107,892	10.04%	4.66%	25.57%
> R15.1K	324,625	301,504	312,091	354,447	393,156	36.59%	10.92%	21.11%
Total	1,247,459	1,156,612	849,938	950,653	1,074,497	100.00%	13.03%	-13.87%

Table 5.3 and 5.4 indicated that the rand value and number of unsecured credit granted for agreements in excess of R15k had a share of 83.27% and 36.59% respectively for the quarter ended December 2015.

5.2 Unsecured credit granted by level of income

Table 5.5: Unsecured credit granted – gross monthly income of individuals (number of agreements)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K	558,986	505,055	387,786	477,214	525,998
% share of credit granted	44.81%	43.67%	45.63%	50.21%	48.96%
R10.1K-R15K	249,846	232,173	139,822	152,942	172,359
% share of credit granted	20.03%	20.07%	16.45%	16.09%	16.04%
>R15K	438,547	419,303	322,304	320,251	376,047
% share of credit granted	35.16%	36.26%	37.92%	33.70%	35.00%
Total number of unsecured credit	1,247,379	1,156,531	849,912	950,407	1,074,404

Table 5.6: Unsecured credit granted – gross monthly income of individuals (rand value)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K (R000)	5,584,381	4,942,974	5,401,272	6,366,839	7,055,370
% share of credit granted	29.86%	28.41%	30.97%	30.81%	31.41%
R10.1K-R15K (R000)	3,779,290	3,454,752	3,456,832	3,821,348	4,231,837
% share of credit granted	20.21%	19.86%	19.82%	18.49%	18.84%
>R15K (R000)	9,337,793	9,001,649	8,584,737	10,475,591	11,178,063
% share of credit granted	49.93%	51.74%	49.22%	50.70%	49.76%
Total value of unsecured credit (R000)	18,701,464	17,399,375	17,442,841	20,663,777	22,465,270

The number of unsecured credit granted to individuals with a gross monthly income of “Up to R10k” had the largest share of 48.96% for the quarter ended December 2015 as indicated in Table 5.5. The number of unsecured credit granted to individuals with a gross monthly income of “Greater than R15k” category had the largest share of 49.76% as indicated in Table 5.6.

5.3 Gross debtors book – unsecured credit

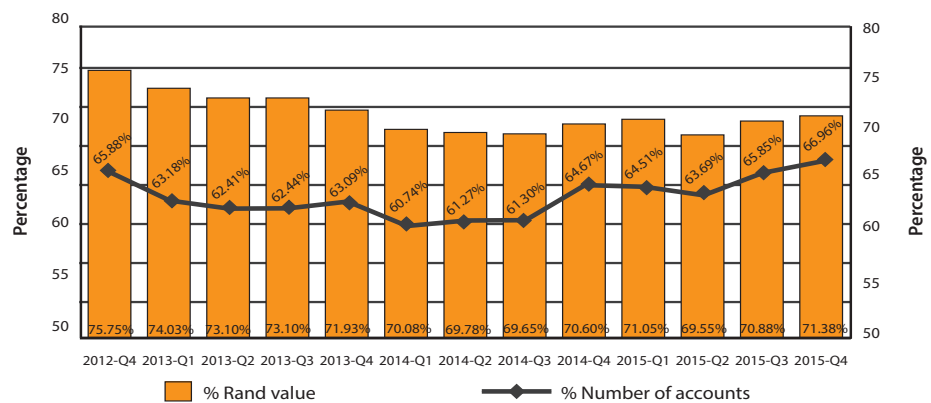
Table 5.7: Gross debtors book – unsecured credit

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	168,973,449	166,638,102	162,672,953	161,760,517	164,686,255	1.81%	-2.54%
Number of accounts	7,436,831	7,086,546	6,719,367	6,561,426	6,517,673	-0.67%	-12.36%

The rand value of gross debtors book for unsecured credit increased by R2.93 billion (1.81%) q-o-q but decreased by R4.29 billion (2.54%) on a y-o-y basis. The number of accounts decreased by 0.67% q-o-q and by 12.36% y-o-y as indicated in Table 5.7.

5.4 Age analysis of gross debtors book – unsecured credit

Figure 5.1: Unsecured credit book reported as “current”



The rand value of the gross debtors book for unsecured credit reported as “current” increased from 70.88% for the quarter ended September 2015 to 71.38% for the quarter ended December 2015. The number of accounts reported as “current” increased from 65.85% to 66.96% for the same period as illustrated in Figure 5.1.

6. Short-term credit transactions

6.1 Short-term credit granted

The short-term figures in this report reflect only data reported by entities that submit quarterly returns. The majority of short-term lenders are smaller entities which report on an annual basis and are therefore excluded from these figures.

Table 6.1: Short-term credit granted – rand value distribution per repayment period

Agreements per repayment period	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	1,959,157	1,881,972	2,617,028	2,554,758	2,540,966	56.56%	-0.54%	29.70%
2-3 Months	181,131	170,437	177,583	203,764	238,754	5.31%	17.17%	31.81%
4-6 Months	537,775	489,735	1,132,109	1,310,816	1,713,132	38.13%	30.69%	218.56%
Total	2,678,063	2,542,144	3,926,721	4,069,338	4,492,852	100.00%	10.41%	67.76%

The rand value of short term credit granted for December 2015 quarter increased by R423.51 million (10.41%) as indicated in Table 6.1. The “≤1 month” category received the largest share of 56.56% of the total credit granted. On a y-o-y basis the rand value of short term credit increased by R1.81 billion (67.76%).

Table 6.2: Short-term credit granted – number of agreements per repayment period

Agreements per repayment period	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	1,143,024	1,118,322	1,489,832	1,536,522	1,490,931	68.50%	-2.97%	30.44%
2-3 Months	69,591	64,754	66,071	73,824	85,371	3.92%	15.64%	22.68%
4-6 Months	164,226	155,671	441,960	495,585	600,289	27.58%	21.13%	265.53%
Total	1,376,841	1,338,747	1,997,863	2,105,931	2,176,591	100.00%	3.36%	58.09%

The number of agreements for short-term credit granted increased by 3.36% q-o-q and by 58.09% on a y-o-y basis as indicated in Table 6.2.

Table 6.3: Short-term credit granted – rand value per agreement size

Agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	341,931	334,888	454,490	486,324	463,286	10.31%	-4.74%	35.49%
R1001-R2000	547,857	527,289	834,388	880,272	871,282	19.39%	-1.02%	59.03%
R2001-R3000	464,976	445,684	697,670	725,674	786,522	17.51%	8.39%	69.15%
R3001-R5000	733,638	704,298	1,098,735	1,161,053	1,338,138	29.78%	15.25%	82.40%
R5001-R8000	589,661	529,985	841,438	816,015	1,033,624	23.01%	26.67%	75.29%
Total	2,678,063	2,542,144	3,926,721	4,069,338	4,492,852	100.00%	10.41%	67.76%

Table 6.4: Short-term credit granted – number per agreement size

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	565,078	563,817	751,288	808,135	773,227	35.52%	-4.32%	36.84%
R1001-R2000	364,763	351,005	562,715	593,694	595,657	27.37%	0.33%	63.30%
R2001-R3000	180,751	173,710	277,678	287,498	312,660	14.36%	8.75%	72.98%
R3001-R5000	178,957	171,297	275,274	289,054	335,004	15.39%	15.90%	87.20%
R5001-R8000	87,292	78,918	130,908	127,550	160,043	7.35%	25.47%	83.34%
Total	1,376,841	1,338,747	1,997,863	2,105,931	2,176,591	100.00%	3.36%	58.09%

All categories "greater than R2K" of short term credit granted experienced an increase on a q-o-q basis for both rand value and number as indicated in Table 6.3 and 6.4.

6.2 Short-term credit granted by level of income

Table 6.5: Short-term credit granted – gross monthly income of individuals (number of agreements)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K	852,972	811,165	1,138,587	1,202,797	1,275,439
% share of credit granted	61.95%	60.59%	56.99%	57.12%	58.60%
R10.1K-R15K	236,462	238,384	365,658	381,876	381,844
% share of credit granted	17.17%	17.81%	18.30%	18.13%	17.54%
>R15K	287,407	289,198	493,585	521,204	519,276
% share of credit granted	20.87%	21.60%	24.71%	24.75%	23.86%
Total number of short-term credit	1,376,841	1,338,747	1,997,830	2,105,877	2,176,559

Table 6.6: Short-term credit granted – gross monthly income of individuals (rand value)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R10K (R000)	1,249,997	1,146,489	1,707,581	1,821,965	2,123,653
% share of credit granted	46.68%	45.10%	43.49%	44.77%	47.27%
R10.1K-R15K (R000)	540,458	526,748	770,583	792,533	849,424
% share of credit granted	20.18%	20.72%	19.62%	19.48%	18.91%
>R15K (R000)	887,608	868,907	1,448,448	1,454,688	1,519,657
% share of credit granted	33.14%	34.18%	36.89%	35.75%	33.82%
Total value of short-term credit (R000)	2,678,063	2,542,144	3,926,612	4,069,186	4,492,734

Individuals with a gross monthly income of "up to R10k" received 58.60% and 47.27% of the total number and rand value of short term agreements granted for the quarter ended December 2015 as indicated in Table 6.5 and Table 6.6 respectively.

6.3 Gross debtors book – short-term credit

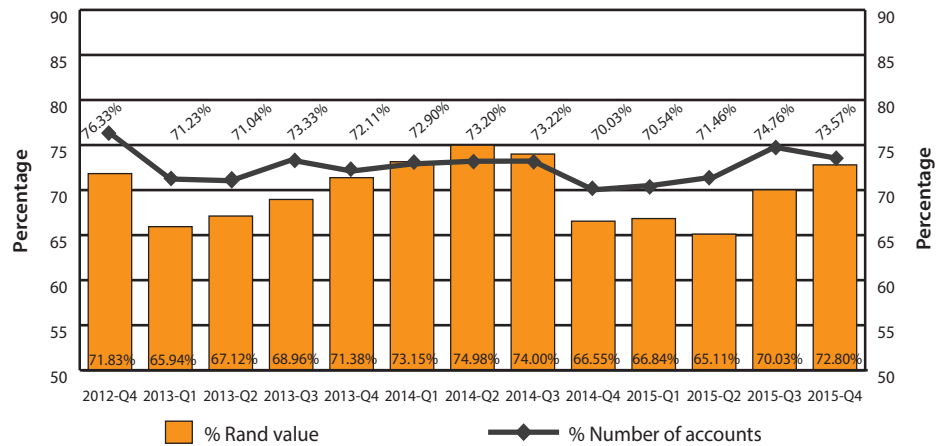
Table 6.7: Gross debtors book - short-term credit

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	2,049,788	2,026,413	3,327,299	3,234,447	3,637,649	12.47%	77.46%
Number of accounts	896,202	923,393	1,422,758	1,377,209	1,294,562	-6.00%	44.45%

The rand value of the gross debtors book for short-term credit increased by R403.20 million (12.47%) q-o-q and by increased by R1.59 billion (77.46%) on a y-o-y basis. The number of accounts decreased by 6.00% q-o-q but increased by 44.45% on a y-o-y basis as indicated in Table 6.7.

6.4 Age analysis of gross debtors book – short-term credit

Figure 6.1: Short-term credit book reported as “current”



The rand value of the gross debtors book for short-term credit reported as “current” increased from 70.03% for the quarter ended September 2015 to 72.80% for the quarter ended December 2015. The number of accounts reported as “current” decreased from 74.76% to 73.57% for the same period as illustrated in Figure 6.1.

7. Developmental credit transactions

7.1 Developmental credit transactions

Table 7.1: Developmental credit granted – term of agreement (rand value)

Rand value of agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	9,921	18,947	1,436	8,405	15,006	0.83%	78.54%
5-12 Months	35,046	204,858	17,241	40,999	89,742	4.96%	118.89%
12.1-24 Months	59,691	213,070	56,506	62,857	58,147	3.21%	-7.49%
24.1-36 Months	34,295	40,908	32,571	29,936	32,961	1.82%	10.11%
> 36 months	759,349	895,958	1,058,331	2,892,235	1,613,198	89.17%	-44.22%
Total	898,303	1,373,741	1,166,086	3,034,431	1,809,053	100.00%	-40.38%

Table 7.2: Developmental credit granted – term of agreement (number of accounts)

Number of agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	2,197	2,864	186	524	952	1.96%	81.68%
5-12 Months	3,193	14,527	2,875	4,971	5,484	11.30%	10.32%
12.1-24 Months	4,397	13,710	3,591	4,554	3,711	7.65%	-18.51%
24.1-36 Months	1,746	2,139	1,657	1,466	1,756	3.62%	19.78%
> 36 months	14,046	20,223	11,970	70,907	36,622	75.47%	-48.35%
Total	25,579	53,463	20,279	82,422	48,525	100.00%	-41.13%

Developmental credit agreements of "greater than 36 months" had the largest share for both the rand and the number of accounts for the quarter ended December 2015. On a q-o-q basis the rand value of developmental credit decreased by R1.23 billion (40.38%) as indicated in Table 7.1. The number of developmental credit agreements decreased by 41.13% on a q-o-q basis as indicated in Table 7.2.

Table 7.3: Developmental credit granted – size of agreements (Rand value)

Rand value of agreements	2014-Q4 R000	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2015-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	1,728	2,272	684	1,578	666	0.04%	-57.78%
R1501-R3000	5,278	7,079	1,872	6,202	4,042	0.22%	-34.82%
R3.01K-R5K	11,678	18,748	4,738	14,859	9,661	0.53%	-34.98%
R5.01K-R10K	37,931	83,520	19,226	70,131	74,054	4.09%	5.59%
R10.1K-R20K_D	91,483	244,445	64,655	267,575	174,709	9.66%	-34.71%
> R20K	750,206	1,017,676	1,074,909	2,674,086	1,545,920	85.45%	-42.19%
Total	898,303	1,373,741	1,166,086	3,034,431	1,809,053	100.00%	-40.38%

Table 7.4: Developmental credit granted – size of agreements (Number of accounts)

Number of agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2015-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	1,913	2,527	808	2,455	1,289	2.66%	-47.49%
R1501-R3000	2,201	3,037	801	2,631	1,751	3.61%	-33.45%
R3.01K-R5K	2,848	4,629	1,165	3,644	2,403	4.95%	-34.06%
R5.01K-R10K	5,064	10,955	2,559	9,648	10,897	22.46%	12.95%
R10.1K-R20K_D	6,269	15,883	4,234	16,516	11,461	23.62%	-30.61%
> R20K	7,284	16,431	10,712	47,528	20,724	42.71%	-56.40%
Total	25,579	53,462	20,279	82,422	48,525	100.00%	-41.13%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 85.45% in rand value and 42.71% in numbers for the quarter ended December 2015.

7.2 Developmental credit granted by level of income

Table 7.5: Developmental credit granted – gross monthly income of individuals (number of agreements)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
<=R10K	7,784	21,073	5,925	7,397	8,204
% share	58.36%	60.60%	56.00%	56.24%	59.27%
R10.1K-R15K	5,554	13,699	4,656	5,756	5,637
% share	41.64%	39.40%	44.00%	43.76%	40.73%
Total number of developmental credit	13,338	34,772	10,581	13,153	13,841

Table 7.6: Developmental credit granted – gross monthly income of individuals (rand value)

Level of income	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
<=R10K	319,693	627,724	610,603	479,688	583,695
% share	46.60%	65.42%	69.30%	70.72%	69.28%
R10.1K-R15K	366,336	331,788	270,541	198,623	258,773
% share	53.40%	34.58%	30.70%	29.28%	30.72%
Total rand value of developmental credit	686,029	959,513	881,144	678,311	842,468

The number of developmental credit agreements granted to individuals with a gross monthly income of “<=R10k” category had the largest share of 59.27% as indicated in Table 7.5. The rand value of developmental credit agreements granted to individuals with a gross monthly income of “<=R10k” category had the largest share of 69.28% as indicated in Table 7.6.

7.3 Gross debtors book – developmental credit

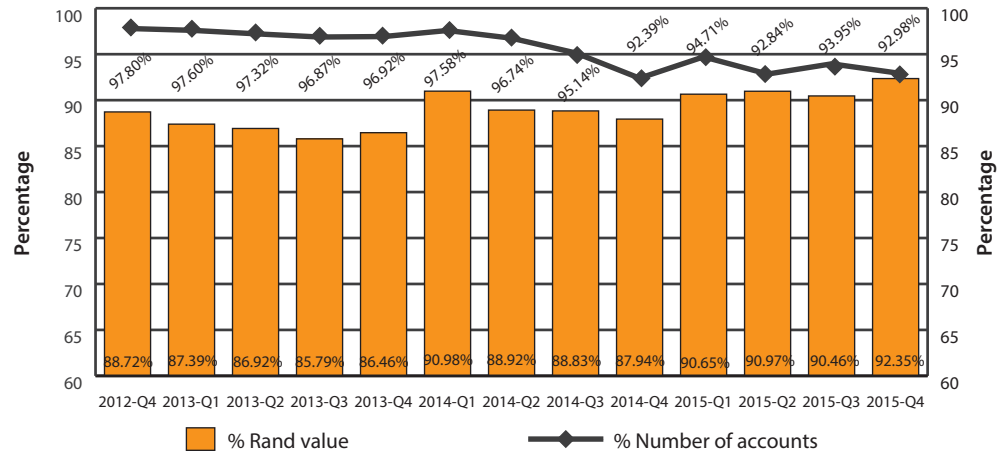
Table 7.7: Gross debtors book - developmental credit

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	25,141,074	32,468,147	33,498,781	32,249,176	33,567,090	4.09%	33.51%
Number of accounts	775,947	1,186,853	860,611	1,085,263	1,122,001	3.39%	44.60%

The rand value of the gross debtors book for developmental credit increased by R1.32 billion (4.09%) q-o-q and by R8.43 billion (33.51%) on a y-o-y basis. The number of accounts increased by 3.39% q-o-q and by 44.60% on a y-o-y basis as indicated in Table 7.7.

7.4 Age analysis of gross debtors book – developmental credit

Figure 7.1: Developmental credit book reported as “current”



The rand value of the gross debtors book for short-term credit reported as “current” increased from 90.46% for the quarter ended September 2015 to 92.35% for the quarter ended December 2015. The number of accounts reported as “current” decreased from 93.95% to 92.98% for the same period as illustrated in Figure 6.1.

8. Definitions

Terms used in the report	Definition
Applications received	Includes solicited and unsolicited applications for credit.
Credit facilities	An agreement that meets all the criteria as set out in section 8 (3) of the NCA. The values (rand value and number of accounts) reported for "credit facility" includes both new credit facilities and limit increases for existing credit facility agreements. These values represent the potential exposure of the credit providers and not the actual usage/consumption by consumers. This does not apply to the gross value of the debtors book values where actual credit usage by consumers is reported.
Credit transactions	An agreement that meets all the criteria as set out in section 8 (4) of the NCA. This includes all types of credit agreements, but excludes credit facility agreements.
Gross debtors book	The outstanding balances as at the end of the period including fees and interest that have been earned and capitalized to the debtors book.
Mortgage agreements	An agreement that is secured by a pledge of immovable property.
Secured credit transactions	Credit transactions that do not fall within the other named categories in the NCA. This category includes pension-backed loans, insurance-backed loans, retail furniture accounts and motor vehicle accounts.
Short-term credit transactions	An agreement that meets all the criteria as set out in section 39 (2) of the National Credit Regulations. This includes amounts not exceeding R8 000 and repayable within 6 months.
Unsecured credit transactions	An agreement that meets all the criteria as set out in section 39 (3) of the National Credit Regulations. Where the loan or credit is not secured by any pledge or personal security.
Developmental credit transactions	Developmental credit agreement means a credit agreement that satisfies the criteria set out in Section 10; This includes educational loan; small business; the acquisition, rehabilitation, building or expansion of low income housing; or any other purpose in terms of sub section (2) (a)

Notes

1. Where values have been rounded off the percentage calculations and summed totals are calculated off the unrounded values.
2. Please refer to the NCR website for the complete set of tables. Website address www.ncr.org.za

9. Appendix tables

A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
Eastern Cape	7,065,654,036	5,930,465,600	6,024,814,409	5,994,079,897	6,652,674,095	6,201,918,550	6,357,497,553	7,100,538,887	7,223,020,207
Free State	5,012,379,031	4,129,852,870	3,874,224,484	4,500,537,484	4,801,971,146	4,496,073,671	4,283,953,425	5,399,050,935	5,137,099,819
Gauteng	56,096,332,160	50,657,555,112	51,603,926,570	52,836,990,360	55,477,936,356	47,642,964,901	50,345,844,152	54,924,394,212	54,221,996,838
Kwazulu-Natal	14,240,046,666	13,484,053,171	13,155,044,738	13,295,210,401	14,386,617,805	14,100,402,011	15,048,035,342	16,246,341,254	16,388,409,950
Limpopo	4,400,887,465	3,681,341,105	3,712,266,510	3,636,353,470	4,093,910,942	3,871,306,048	4,109,092,506	4,626,168,275	4,715,369,165
Mpumalanga	7,588,245,920	6,249,663,661	6,531,453,525	6,631,635,913	7,327,428,071	7,370,956,589	7,325,351,741	8,064,667,890	8,548,219,829
Northern Cape	2,039,582,975	1,776,837,033	1,840,315,723	2,204,125,645	2,205,944,642	2,055,840,184	2,034,161,524	2,476,914,108	2,563,716,672
North West	4,979,666,833	4,229,449,629	3,914,240,417	3,762,128,889	4,647,410,857	4,326,362,013	4,302,576,868	4,852,997,965	5,136,418,276
Western Cape	16,278,808,336	14,447,714,353	15,236,771,193	15,819,066,952	16,979,150,410	16,345,865,705	17,367,469,809	19,152,210,983	19,452,302,703
Other	962,358,425	1,017,981,737	1,298,595,639	1,503,916,761	1,070,796,188	1,124,756,861	1,132,478,193	1,091,501,727	760,478,342
Total	118,663,961,847	105,604,914,271	107,191,653,208	110,184,045,772	117,643,840,512	107,536,446,533	112,306,461,113	123,934,786,234	124,147,031,801

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
≤R1500	4,492,588	3,140,578	3,362,750	3,226,141	4,966,990	3,885,156	3,411,454	3,217,185	2,237,051
R1500-R3000	62,201,390	42,306,919	35,355,179	33,472,162	55,022,051	33,248,706	33,227,304	26,400,681	25,748,386
R3.1K-R5K	238,051,592	155,516,651	145,096,417	146,913,277	213,563,270	118,855,426	104,873,890	84,552,917	97,242,883
R5.1K-R10K	1,045,403,625	585,602,023	663,341,584	718,575,987	1,097,738,428	635,051,451	632,021,010	486,878,415	647,779,634
R10.1K-R20K	861,776,167	412,943,538	488,596,790	566,725,589	1,029,595,736	527,904,754	532,043,647	497,768,559	755,202,294
R20.1K-R40K	352,369,509	236,513,584	236,255,485	240,387,535	402,311,232	301,811,136	292,617,258	304,091,242	401,654,649
R40.1K-R60K	366,532,116	368,672,437	312,445,501	263,925,459	282,586,056	274,975,046	244,604,394	239,559,456	237,069,291
R60.1K-R100K	1,743,239,530	1,634,442,835	1,531,550,943	1,416,399,259	1,458,308,420	1,397,191,603	1,221,713,089	1,226,929,704	1,214,806,820
R101K-R150K	5,437,656,610	4,838,447,980	4,762,433,288	4,399,061,338	4,740,855,777	4,296,326,824	3,953,519,541	4,140,685,478	4,411,395,338
R151K-R200K	5,625,034,191	4,975,821,445	5,086,565,026	5,027,049,532	5,914,415,546	5,511,745,472	5,178,643,553	5,552,750,536	6,061,569,832
R201K-R400K	14,844,857,308	12,904,103,416	13,071,584,796	13,144,501,287	14,620,810,093	13,336,876,453	13,015,774,609	14,415,392,010	15,442,480,908
>R400K	9,997,982,836	9,195,479,616	9,420,258,204	10,477,287,348	11,788,704,583	11,040,484,631	11,171,474,791	12,255,950,722	12,475,150,172
Total	40,579,597,462	35,352,991,022	35,756,845,963	36,437,524,914	41,608,878,182	37,478,356,658	36,383,924,540	39,234,176,905	41,772,337,258

Table 3: Number of agreements for secured credit granted

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
≤R1500	4,239	3,044	2,992	2,849	4,338	4,166	3,357	3,109	2,175
R1500-R3000	25,878	17,712	14,695	13,737	22,559	13,889	13,797	10,977	10,685
R3.1K-R5K	58,471	38,234	35,526	35,967	52,279	29,378	25,923	20,977	23,898
R5.1K-R10K	144,817	82,975	93,918	100,650	152,889	88,855	87,639	67,005	88,588
R10.1K-R20K	64,684	30,908	36,645	42,599	76,287	39,707	39,664	36,710	55,565
R20.1K-R40K	12,923	8,333	8,509	8,725	15,115	11,018	10,879	11,302	15,134
R40.1K-R60K	7,163	7,156	6,159	5,218	5,612	5,427	4,928	4,751	4,722
R60.1K-R100K	20,937	19,731	18,446	17,249	17,771	17,183	14,952	14,874	14,689
R101K-R150K	42,324	37,622	36,956	34,925	37,636	34,171	31,382	32,843	34,927
R151K-R200K	31,956	28,200	28,830	29,119	34,269	31,944	29,945	32,057	35,034
R201K-R400K	52,457	45,648	46,137	47,665	52,757	48,201	47,074	52,075	56,260
>R400K	15,084	13,880	14,621	17,565	19,208	17,979	17,826	18,464	19,506
Total	480,933	333,443	343,434	356,268	490,720	341,918	327,366	305,144	361,183

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
R0-R3500	120,368	1,343,348	50,000	90,000	2,198,647	2,408,325	2,457,436	2,063,520	1,338,968
R3501-R5500	6,847,243	5,806,898	6,269,257	7,201,492	7,242,959	4,074,538	4,047,920	5,071,171	3,532,104
R5501-R7500	43,877,133	32,384,145	39,449,115	33,256,130	38,271,603	36,682,275	29,636,685	55,941,258	38,695,371
R7501-R10K	191,531,616	158,400,855	149,006,448	155,093,378	160,082,986	110,337,705	104,128,783	134,861,550	98,864,876
R10.1K-R15K	1,171,389,110	923,862,647	871,062,098	984,036,663	992,009,505	747,622,296	788,982,591	947,437,638	837,290,621
>R15K	32,935,413,743	29,419,058,158	31,920,685,927	35,481,532,837	35,074,570,855	30,838,553,338	35,362,704,936	38,244,137,434	38,658,694,967
Total	34,349,179,213	30,540,856,051	32,986,522,845	36,661,210,500	36,274,376,555	31,739,678,477	36,291,958,351	39,389,512,571	39,638,416,907

Table 5: Number of mortgages granted by income category

Income Category	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
R0-R3500	3	9	1	1	5	5	7	4	4
R3501-R5500	51	46	41	46	46	25	27	26	26
R5501-R7500	225	181	192	182	143	143	133	133	135
R7501-R10K	759	622	602	600	603	418	392	496	372
R10.1K-R15K	3,523	2,804	2,686	2,988	2,941	2,249	2,345	2,781	2,415
>R15K	39,219	34,186	35,675	39,415	39,108	33,602	37,270	41,232	40,191
Total	43,780	37,848	39,197	43,232	42,846	36,442	40,174	44,672	43,143

Table 6: Rand value of secured credit granted by income category

Income Category	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
R0-R3500	1,447,248,745	942,546,027	920,539,394	973,143,464	1,093,122,074	803,555,609	739,639,290	466,968,526	685,170,738
R3501-R5500	412,149,606	226,149,404	237,187,812	256,898,694	562,535,253	411,787,384	340,734,000	241,360,206	380,068,688
R5501-R7500	545,829,557	384,435,202	379,632,848	345,774,788	513,407,740	372,985,179	369,896,072	354,551,262	485,516,409
R7501-R10K	1,282,085,447	984,095,394	973,838,532	870,704,552	1,107,904,370	934,727,431	896,932,653	914,338,035	1,163,788,335
R10.1K-R15K	3,699,980,229	3,050,715,679	3,093,044,672	2,916,272,021	3,646,397,228	2,994,087,066	2,870,007,141	3,118,225,070	3,651,127,569
>R15K	32,712,502,948	29,297,267,971	29,718,543,353	30,525,419,850	34,140,983,170	31,454,653,652	30,460,542,477	33,373,332,131	34,506,646,456
Total	40,099,796,532	34,885,209,677	35,322,786,611	35,888,213,369	41,064,349,835	36,971,796,321	35,677,751,633	38,468,775,230	40,872,318,195

Table 7: Number of secured credit granted by income category

Income Category	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
R0-R3500	188,305	113,825	120,788	126,618	151,307	81,836	77,744	57,618	79,578
R3501-R5500	47,140	25,102	25,792	28,721	59,718	38,373	28,888	22,310	30,969
R5501-R7500	27,927	15,947	16,207	16,825	31,206	18,995	18,369	15,343	20,731
R7501-R10K	27,670	18,119	18,249	18,138	31,875	21,852	21,409	18,830	24,377
R10.1K-R15K	42,743	31,853	32,353	32,022	50,463	36,966	35,469	35,268	43,019
>R15K	145,780	127,321	128,834	132,576	164,877	141,992	143,541	153,697	160,472
Total	479,565	332,167	342,223	354,900	489,446	340,014	325,420	303,066	359,146

Table 8: Rand value of credit facilities granted by income category

Income Category	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
R0-R3500	1,547,187,414	1,233,011,941	1,471,645,971	1,697,353,210	1,392,031,869	1,325,921,066	1,274,650,558	1,004,702,473	714,981,488
R3501-R5500	2,667,046,017	1,343,274,706	1,366,535,479	1,333,263,347	1,395,453,015	804,637,305	879,575,696	1,125,904,816	650,206,265
R5501-R7500	761,575,131	666,534,292	745,313,448	788,122,781	817,735,631	706,914,670	747,361,311	818,509,997	508,365,975
R7501-R10K	1,113,685,498	981,886,847	1,057,081,332	1,068,749,734	1,104,264,042	985,015,228	1,002,401,088	1,057,475,329	716,713,978
R10.1K-R15K	1,825,269,496	1,676,999,727	1,800,614,074	1,745,600,468	1,795,435,866	1,725,045,571	1,758,505,771	1,848,955,193	1,260,111,145
>R15K	10,040,921,352	9,594,466,410	9,609,163,372	9,630,581,549	10,708,063,775	11,159,799,568	11,159,959,052	11,412,587,699	9,773,652,218
Total	17,955,684,908	15,496,173,923	16,050,353,676	16,263,671,089	17,212,984,198	16,707,333,408	16,822,453,476	17,268,135,507	13,624,031,069

Table 9: Number of credit facilities granted by income category

Income Category	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
R0-R3500	835,121	594,472	786,712	682,976	709,568	536,344	665,574	507,333	469,809
R3501-R5500	563,199	368,717	404,015	409,127	444,840	290,676	346,377	401,381	252,494
R5501-R7500	289,671	242,640	261,076	266,098	266,684	195,879	221,654	225,938	150,503
R7501-R10K	279,874	237,804	255,651	261,366	257,191	204,019	219,552	223,476	159,838
R10.1K-R15K	336,070	290,599	309,880	322,014	316,852	265,879	283,020	295,761	206,997
>R15K	675,684	575,323	623,957	623,617	613,890	600,541	610,095	633,398	468,908
Total	2,979,619	2,309,555	2,641,291	2,565,198	2,609,025	2,093,338	2,346,272	2,287,287	1,708,549

Table 10: Rand value of unsecured credit granted by income category

Income Category	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
R0-R3500	1,491,191,833	1,038,688,935	1,237,346,856	1,038,782,054	1,041,823,027	861,812,500	1,043,006,594	1,388,000,061	1,583,874,017
R3501-R5500	1,396,632,371	1,122,510,393	1,200,735,848	1,062,367,683	1,042,261,523	915,865,340	1,033,444,891	1,329,855,861	1,477,670,971
R5501-R7500	1,862,095,607	1,504,273,353	1,544,629,912	1,383,095,471	1,409,113,760	1,268,120,846	1,373,506,039	1,493,629,423	1,615,134,158
R7501-R10K	2,605,843,565	2,116,347,490	2,182,968,958	2,033,169,038	2,091,182,942	1,897,175,789	1,951,314,673	2,155,353,327	2,378,690,592
R10.1K-R15K	4,164,237,767	3,687,033,688	3,837,684,312	3,639,412,809	3,779,289,716	3,454,751,731	3,456,831,877	3,821,348,098	4,231,837,022
>R15K	10,094,881,107	9,353,458,076	9,316,377,902	9,077,098,988	9,337,793,048	9,001,649,137	8,584,736,940	10,475,590,642	11,178,063,064
Total	21,614,882,250	18,822,311,935	19,319,743,788	18,233,926,043	18,701,464,016	17,399,375,343	17,442,841,014	20,663,777,412	22,465,269,824

Table 11: Number of unsecured credit granted by income category

Income Category	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
R0-R3500	182,317	122,831	134,326	113,746	146,097	123,519	102,975	144,637	159,634
R3501-R5500	122,058	97,638	102,716	101,089	120,951	109,061	94,243	121,277	134,547
R5501-R7500	126,482	103,114	107,144	110,085	125,670	118,050	90,055	98,690	108,345
R7501-R10K	162,500	136,635	144,115	155,461	166,268	154,425	100,513	112,610	123,472
R10.1K-R15K	230,267	206,227	219,952	218,609	249,846	232,173	139,822	152,942	172,359
>R15K	403,399	376,634	393,316	367,174	438,547	419,303	322,304	320,251	376,047
Total	1,227,023	1,043,079	1,101,569	1,066,164	1,247,379	1,156,531	849,912	950,407	1,074,404

Table 12: Rand value of short-term credit granted by income category

Income Category	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
R0-R3500	163,710,822	132,044,524	157,125,617	350,500,639	282,704,048	242,211,491	354,353,746	384,618,550	476,041,437
R3501-R5500	172,439,462	150,821,792	172,984,782	162,790,624	302,732,882	279,819,306	424,106,290	464,377,091	572,728,562
R5501-R7500	171,579,878	146,113,288	160,525,564	121,323,320	303,376,125	283,003,856	422,170,989	448,928,930	507,971,076
R7501-R10K	193,038,863	166,283,398	167,219,640	163,457,538	361,184,069	341,454,791	506,949,655	524,040,036	566,911,919
R10.1K-R15K	252,987,131	224,394,031	223,812,333	224,788,574	540,457,952	526,748,056	770,583,223	792,533,229	849,423,569
>R15K	424,262,160	409,121,783	405,436,982	392,553,832	887,607,890	868,906,688	1,448,447,867	1,454,688,072	1,519,657,372
Total	1,378,018,316	1,228,778,816	1,287,104,918	1,415,414,527	2,678,062,966	2,542,144,188	3,926,611,770	4,069,185,908	4,492,733,935

Table 13: Number of short-term credit granted by income category

Income Category	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
R0-R3500	150,742	125,922	143,693	335,108	250,101	225,919	305,087	317,108	359,660
R3501-R5500	152,237	140,372	158,376	114,448	232,300	223,768	307,105	333,204	360,631
R5501-R7500	125,957	114,050	120,187	82,323	181,647	176,123	251,983	266,608	272,356
R7501-R10K	124,887	115,024	116,587	99,022	188,924	185,355	274,412	285,877	282,792
R10.1K-R15K	142,294	133,003	135,018	126,735	236,462	238,384	365,658	381,876	381,844
>R15K	178,388	171,899	170,871	162,400	287,407	289,198	493,585	521,204	519,276
Total	874,505	800,270	844,732	920,036	1,376,841	1,338,747	1,997,830	2,105,877	2,176,559

Table 14: Rand value of developmental credit granted by income category

Income Category	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
R0-R1500	666,549	575,203	800,742	260,144	923,570	8,685,168	170,499	964,679	4,037,983
R1501-R3500	1,063,343	2,782,472	2,720,456	1,698,461	1,169,126	15,166,721	699,713	1,804,587	3,939,757
R3501-R5500	7,525,391	15,878,408	10,662,839	8,156,901	5,175,746	38,630,534	4,135,223	7,235,937	10,344,089
R5501-R7500	17,687,694	33,156,633	21,570,432	16,507,278	18,916,780	85,607,637	11,813,260	15,707,177	24,296,766
R7501-R10K	137,351,846	252,959,584	236,348,918	133,604,749	293,507,390	479,634,343	593,784,207	453,975,331	541,076,496
R10.1K-R15K	124,813,025	228,882,018	148,212,938	155,632,370	366,336,062	331,788,411	270,541,114	198,623,247	258,773,261
Total	289,107,848	534,234,318	420,316,325	315,859,903	686,028,674	959,512,814	881,144,016	678,310,958	842,468,352

Table 15: Number of developmental credit granted by income category

Income Category	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
R0-R1500	38	41	65	28	330	840	144	149	227
R1501-R3500	127	361	324	283	187	1,096	124	254	352
R3501-R5500	795	1,798	1,037	976	579	2,589	433	895	864
R5501-R7500	1,479	3,406	1,802	1,754	3,974	7,789	1,901	2,144	2,397
R7501-R10K	2,595	6,143	3,660	3,208	2,714	8,759	3,323	3,955	4,364
R10.1K-R15K	5,222	12,709	4,015	6,899	5,554	13,699	4,656	5,756	5,637
Total	10,256	24,458	10,903	13,148	13,338	34,772	10,581	13,153	13,841

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
Current	742,443,700,159	744,914,312,312	756,065,040,559	759,734,822,399	769,568,168,320	776,006,157,056	781,814,033,883	788,032,808,769	785,565,327,913
30 Days	26,367,734,157	28,312,964,436	27,863,104,177	27,727,602,656	27,190,443,352	26,964,673,237	28,394,921,142	28,713,107,779	29,383,150,352
31-60 Days	8,822,418,650	10,069,217,352	9,949,462,139	9,317,503,379	8,624,585,916	9,551,225,171	10,269,289,658	10,548,811,122	9,199,826,633
61-90 Days	5,071,016,670	5,572,115,583	5,940,086,180	5,164,505,927	4,764,030,470	5,376,949,682	5,921,404,048	5,725,125,880	5,041,297,827
91-120 Days	3,495,477,713	3,857,728,570	4,166,354,469	4,040,940,042	3,666,095,240	3,973,846,134	4,243,908,663	4,263,489,301	3,856,101,535
120+ Days	31,863,332,060	30,600,335,443	30,383,138,972	28,415,557,172	27,433,544,614	26,685,225,361	26,309,706,454	24,974,510,373	22,725,326,714
Total	818,063,679,409	823,326,673,696	834,367,186,496	834,400,931,575	841,246,867,912	848,558,076,641	856,953,263,848	862,257,853,224	855,771,030,974

Table 17: Age analysis of accounts – mortgages

Ageing	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
Current	1,682,496	1,671,588	1,676,278	1,671,481	1,676,400	1,670,019	1,668,039	1,664,386	1,633,654
30 Days	62,540	66,232	65,309	64,333	62,655	62,878	63,141	62,528	68,288
31-60 Days	19,325	21,750	21,364	20,239	19,212	20,771	21,025	20,459	20,578
61-90 Days	11,383	12,435	13,195	11,460	10,638	11,533	12,292	11,716	12,071
91-120 Days	7,667	8,518	8,027	7,185	6,884	8,595	8,650	7,937	8,421
120+ Days	57,604	54,928	56,508	52,914	52,006	50,462	50,512	48,379	46,803
Total	1,841,015	1,835,451	1,840,681	1,827,612	1,827,795	1,824,258	1,823,659	1,815,405	1,789,815

Table 18: Age analysis of gross debtors book – secured credit

Ageing	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
Current	294,411,498,208	301,091,194,170	308,478,093,778	310,242,638,504	317,501,116,656	322,684,110,270	325,987,034,485	329,420,967,300	337,326,409,861
30 Days	12,047,455,071	13,003,991,570	13,015,224,991	12,594,224,025	12,723,498,207	13,189,786,977	12,901,280,537	13,721,011,940	13,648,741,034
31-60 Days	3,788,618,257	4,251,966,564	4,256,949,802	3,997,995,906	4,243,385,222	4,568,888,745	4,573,764,438	4,594,306,840	4,596,513,194
61-90 Days	1,927,430,109	2,049,196,023	2,151,946,510	1,991,408,423	2,124,527,082	2,291,132,485	2,445,035,104	2,396,996,654	2,325,871,758
91-120 Days	1,268,562,945	1,343,608,025	1,419,750,551	1,341,688,846	1,474,173,598	1,527,763,753	1,730,997,529	1,765,360,895	1,829,147,023
120+ Days	9,664,159,804	9,976,541,669	11,033,943,899	10,706,700,664	9,679,973,450	9,444,606,401	9,432,664,511	9,437,086,429	9,846,500,839
Total	323,107,724,394	331,716,498,021	340,355,909,531	340,874,656,367	347,746,674,215	353,706,288,631	357,070,776,604	361,335,730,058	369,573,183,709

Table 19: Age analysis of accounts – secured credit

Ageing	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
Current	3,170,708	3,091,509	3,044,015	3,028,370	3,230,334	3,167,658	3,128,611	2,985,293	2,968,562
30 Days	371,602	375,369	349,324	331,350	315,349	313,065	292,744	284,950	282,292
31-60 Days	182,117	188,994	175,584	164,706	164,318	172,732	162,864	155,937	147,367
61-90 Days	128,367	133,787	127,662	116,935	112,981	118,083	117,571	110,264	105,325
91-120 Days	104,030	107,322	105,460	97,018	91,077	93,412	100,511	92,319	89,114
120+ Days	736,227	738,389	813,271	785,708	608,886	539,398	526,834	570,621	590,939
Total	4,693,051	4,635,370	4,615,316	4,524,086	4,522,945	4,404,348	4,329,135	4,199,384	4,183,599

Table 20: Age analysis of gross debtors book – credit facilities

Ageing	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
Current	153,570,222,409	155,596,343,128	160,223,903,195	163,817,011,452	169,282,669,120	171,126,853,183	174,542,837,449	176,409,604,455	181,226,553,507
30 Days	11,823,172,061	12,791,331,747	12,325,908,666	11,832,846,189	11,970,881,592	12,723,709,767	11,261,484,802	10,350,696,878	10,296,384,704
31-60 Days	3,651,120,235	4,671,157,553	4,289,670,848	4,095,257,756	3,831,603,617	4,667,791,694	4,766,181,530	4,227,697,035	4,010,303,675
61-90 Days	2,267,014,772	2,802,741,431	2,702,506,010	2,508,452,293	2,645,855,210	2,734,988,145	2,899,798,991	2,665,813,212	2,532,796,229
91-120 Days	2,249,657,681	2,319,278,730	2,792,320,079	2,461,390,516	2,397,531,314	2,328,114,127	2,650,418,501	2,611,972,764	2,563,674,408
120+ Days	11,805,707,777	12,405,659,168	12,925,737,062	13,096,618,807	13,256,793,575	13,894,742,718	15,406,661,838	15,769,233,460	15,409,055,173
Total	185,366,894,935	190,586,511,757	195,260,045,860	197,811,577,013	203,385,334,428	207,476,199,634	211,527,383,111	212,035,017,804	216,038,767,696

Table 21: Age analysis of accounts – credit facilities

Ageing	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
Current	17,759,659	17,158,364	17,518,356	17,729,365	18,724,243	18,759,820	18,817,479	19,256,548	19,296,266
30 Days	2,840,694	2,843,336	2,582,957	2,565,562	2,562,152	2,605,532	2,453,610	2,302,177	2,428,395
31-60 Days	858,872	1,069,097	917,308	869,957	819,067	986,152	906,842	855,222	852,862
61-90 Days	559,085	654,008	631,101	576,490	546,708	620,176	613,021	580,001	576,740
91-120 Days	495,542	521,326	580,366	509,462	454,636	453,139	501,012	453,315	447,143
120+ Days	2,277,475	2,384,572	2,511,360	2,589,522	2,658,388	2,764,034	2,862,526	2,805,895	2,732,406
Total	24,791,327	24,630,703	24,741,448	24,840,358	25,765,194	26,188,853	26,154,490	26,253,158	26,333,812

Table 22: Age analysis of gross debtors book – unsecured credit

Ageing	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
Current	122,813,598,903	121,216,269,276	120,160,031,508	118,267,378,019	119,302,558,911	118,397,798,500	113,137,846,454	114,655,385,618	117,552,102,340
30 Days	8,883,315,454	8,933,635,027	8,830,061,194	9,124,898,138	9,039,528,957	7,718,542,250	6,931,819,972	6,847,568,162	7,516,704,623
31-60 Days	4,007,064,913	4,485,955,117	4,044,343,146	3,952,669,632	4,185,394,870	4,131,801,882	3,967,356,672	3,495,795,156	3,480,231,545
61-90 Days	3,158,525,153	3,143,565,698	3,332,151,077	3,039,676,746	3,150,445,907	3,010,478,276	2,992,227,976	2,632,352,513	2,509,492,097
91-120 Days	2,131,320,899	2,043,713,639	2,152,428,134	1,846,038,214	1,947,223,070	1,809,885,571	2,415,817,632	2,094,343,479	1,955,794,315
120+ Days	29,756,187,149	33,147,492,792	33,681,610,191	33,566,304,189	31,348,297,145	31,569,595,456	33,227,884,222	32,035,071,953	31,671,930,181
Total	170,750,012,471	172,970,631,549	172,200,625,250	169,796,964,938	168,973,448,860	166,638,101,935	162,672,952,928	161,760,516,881	164,686,255,101

Table 23: Age analysis of accounts – unsecured credit

Ageing	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
Current	5,327,025	5,027,857	4,920,250	4,637,764	4,809,660	4,571,616	4,279,310	4,320,651	4,363,986
30 Days	442,660	475,072	422,117	422,837	482,386	441,792	391,098	377,591	414,200
31-60 Days	220,557	244,659	218,722	199,997	220,847	219,375	206,207	187,075	185,401
61-90 Days	172,185	163,908	168,762	152,057	167,620	158,878	161,029	142,296	133,744
91-120 Days	148,177	133,341	147,891	124,296	137,077	129,007	127,877	109,880	104,398
120+ Days	2,133,478	2,233,415	2,153,031	2,028,874	1,619,241	1,565,878	1,553,846	1,423,933	1,315,944
Total	8,444,082	8,278,252	8,030,773	7,565,825	7,436,831	7,086,546	6,719,367	6,561,426	6,517,673

Table 24: Age analysis of gross debtors book – short-term credit

Ageing	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)
Current	564,836,232	517,436,938	528,574,813	545,918,606	1,364,213,283	1,354,396,380	2,166,529,107	2,264,943,971	2,648,131,574
30 Days	58,563,510	42,703,077	36,237,400	43,557,826	202,751,795	148,764,048	289,879,750	231,713,562	275,275,060
31-60 Days	27,833,248	32,959,015	28,219,933	33,310,643	90,216,437	97,197,213	147,225,952	102,165,832	129,596,983
61-90 Days	30,911,530	22,842,770	19,976,592	20,912,003	62,682,559	57,753,325	134,408,083	83,831,873	92,170,462
91-120 Days	5,913,455	7,733,943	9,531,008	9,103,378	44,962,892	41,028,835	119,661,367	77,026,687	63,826,159
120+ Days	103,232,940	83,666,783	82,446,503	84,886,941	284,960,711	327,273,565	469,594,834	474,764,826	428,649,200
Total	791,290,915	707,342,526	704,986,249	737,689,397	2,049,787,677	2,026,413,366	3,327,299,093	3,234,446,751	3,637,649,438

Table 25: Age analysis of accounts – short-term credit

Ageing	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
Current	287,539	277,826	268,741	278,179	627,636	651,343	1,016,700	1,029,614	952,417
30 Days	29,363	21,917	16,597	18,034	74,128	64,496	113,679	97,720	95,139
31-60 Days	18,085	19,103	20,016	20,399	31,674	36,536	52,658	43,002	44,324
61-90 Days	18,362	12,394	11,286	11,668	23,174	21,316	42,199	31,443	30,843
91-120 Days	4,337	6,417	7,285	7,536	17,376	14,939	33,328	23,903	19,697
120+ Days	41,055	43,456	43,195	44,084	122,214	134,763	164,194	151,527	152,142
Total	398,741	381,113	367,120	379,900	896,202	923,393	1,422,758	1,377,209	1,294,562

Table 26: Age analysis of gross debtors book – developmental credit

Ageing	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
Current	18,978,686,912	28,813,105,571	23,210,342,183	22,264,569,346	22,109,418,742	29,433,286,777	30,473,045,580	29,172,856,488	30,999,620,560
30 Days	701,682,145	695,589,690	685,600,883	668,106,273	736,557,639	769,377,145	759,200,358	839,496,633	759,535,846
31-60 Days	261,310,324	252,432,489	256,932,600	222,128,084	246,657,302	249,399,567	253,420,809	269,979,155	237,905,348
61-90 Days	187,402,284	165,690,033	164,584,208	142,279,021	158,499,415	153,351,727	143,744,628	144,747,947	149,997,426
91-120 Days	152,353,248	151,074,278	135,111,938	129,551,779	131,311,504	139,189,661	116,491,976	113,275,237	106,894,295
120+ Days	1,670,359,939	1,591,830,017	1,650,467,035	1,636,424,410	1,758,628,923	1,723,541,871	1,752,877,787	1,708,820,087	1,313,136,749
Total	21,951,794,852	31,669,722,078	26,103,038,847	25,063,058,913	25,141,073,525	32,468,146,748	33,498,781,138	32,249,175,547	33,567,090,224

Table 27: Age analysis of accounts – developmental credit

Ageing	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4
Current	1,089,843	1,163,040	858,591	544,270	716,881	1,124,071	798,960	1,019,634	1,043,198
30 Days	7,414	7,316	7,119	6,742	9,895	15,824	14,820	27,163	28,064
31-60 Days	4,178	3,333	3,354	3,045	6,494	6,646	8,433	4,453	6,439
61-90 Days	3,133	1,917	2,103	1,842	5,465	4,138	5,513	2,465	5,207
91-120 Days	2,743	1,775	1,684	1,569	4,254	3,124	6,116	1,887	4,370
120+ Days	17,208	14,543	14,691	14,610	32,958	33,050	26,769	29,661	34,723
Total	1,124,519	1,191,924	887,542	572,078	775,947	1,186,853	860,611	1,085,263	1,122,001

