

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 R123.64 billion to R135.71 billion for the quarter ended December 2017, an increase of 9.76% when compared to the previous quarter and an increase of 9.97% year on year. The number of applications for credit increased by 610,000 from 9.87 million in September 2017 to 10.48 million in December 2017, representing an increase of 6.18% for the quarter. The rejection rate for applications was 49.74%.

The Banks' share of total credit granted was R104.01 billion (76.64%), Retailers R5.58 billion (4.11%), Non-Bank financiers R12.29 billion (9.06%) and "Other credit providers" R13.82 billion (10.19%). Other credit providers consists primarily of pension backed lenders, developmental lenders, micro-loan lenders, agricultural lenders, insurers, non-bank mortgage lenders and securitised debt.

The total outstanding gross debtors book of consumer credit for the quarter ended December 2017 was R1.76 trillion, representing a quarter-on-quarter growth of 1.53%. The number of accounts decreased by 0.50% for the quarter ended December 2017. Mortgages accounted for R904.12 billion (51.50%); "Secured credit agreements" for R406.52 billion (23.16%); Credit facilities for R227.15 billion (12.94%); Unsecured credit for R169.80 billion (9.67%); Developmental credit for R45.23 billion (2.58%) and Short-term credit for R2.68 billion (0.15%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended December 2017

- The value of mortgages granted increased by 10.10% quarter-on-quarter from R37.54 billion to R41.33 billion;



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- Secured credit granted increased from R42.25 billion for September 2017 to R46.37 billion for December 2017 (a quarter-on-quarter increase of 9.74%);
- Unsecured credit agreements increased from R22.29 billion to R25.07 billion for December 2017 (a quarter-on-quarter increase of 12.44%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased from R16.13 billion to R17.51 billion for December 2017 (a quarter-on-quarter increase of 8.54%);
- Short-term credit showed a quarter-on-quarter increase of 21.44% from R3.07 billion to R3.73 billion;
- Developmental credit showed a quarter-on-quarter decrease of 27.33% from R2.36 billion to R1.71 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 2017 (2017-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. 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 2016 to the quarter ended December 2017 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended September 2017 to the quarter ended December 2017. 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 the outstanding gross debtors book as depicted in Figure 1.1 increased by R26.51 billion (1.53%) for the quarter ended December 2017. The value of credit granted to consumers increased by R12.07 billion (9.76%) from R123.64 billion to R135.71 billion for the quarter ended December 2017.

Figure 1.1 Total credit granted and gross debtors book December 2017

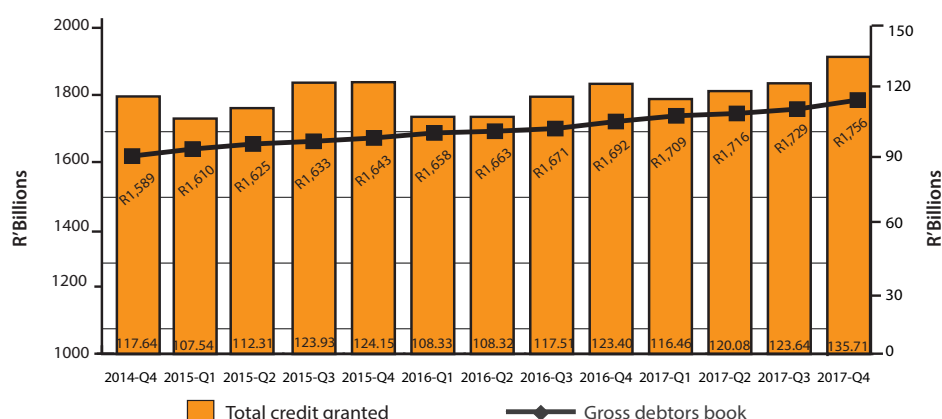


Table 1.1: Credit granted

Agreements	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	% Change (Q4/Q3)	% Change (Y/Y)
Credit transactions	108,469,264	101,134,863	104,767,016	107,507,669	118,202,320	9.95%	8.97%
Credit facilities	14,933,424	15,324,297	15,315,739	16,131,232	17,509,131	8.54%	17.25%
Total	123,402,689	116,459,161	120,082,755	123,638,901	135,711,451	9.76%	9.97%

1.1 Credit granted

The value of consumer credit granted for the quarter ended December 2017 showed an increase of R12.07 billion (9.76%) when compared to the quarter ended September 2017 as depicted in Table 1.1. On a y-o-y basis the value of credit granted increased by R12.31 billion (9.97%).

Table 1.2: Credit granted – number of agreements

Agreements	2016-Q4 000	2017-Q1 000	2017-Q2 000	2017-Q3 000	2017-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of credit transactions	2,732	2,510	2,544	2,486	2,903	16.74%	6.26%
Number of credit facilities	2,035	1,834	2,038	2,312	2,093	-9.47%	2.88%
Total	4,767	4,344	4,582	4,799	4,996	4.11%	4.82%

The total number of credit agreements entered into was 5.00 million for the quarter ended December 2017. This was an increase of 4.11% when compared to the previous quarter as indicated in Table 1.2. On a y-o-y basis the total number of credit agreements entered into increased by 4.82%.

Table 1.3: Credit granted – per industry

Agreements	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	92,600,879	86,645,728	89,094,877	94,376,982	104,011,413	76.64%	10.21%	12.32%
Non-bank vehicle financiers	11,774,985	11,131,629	10,985,434	11,124,874	12,291,821	9.06%	10.49%	4.39%
Retailers	4,905,711	4,132,029	4,706,838	4,832,402	5,583,938	4.11%	15.55%	13.83%
Other credit providers	14,121,114	14,549,775	15,295,605	13,304,644	13,824,280	10.19%	3.91%	-2.10%
Total	123,402,689	116,459,161	120,082,755	123,638,901	135,711,451	100.00%	9.76%	9.97%

Banks accounted for 76.64% of the total value of credit granted for the quarter ended December 2017 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (9.06%), retailers (4.11%) and other credit providers (10.19%).

Table 1.4: Number of applications received and rejected

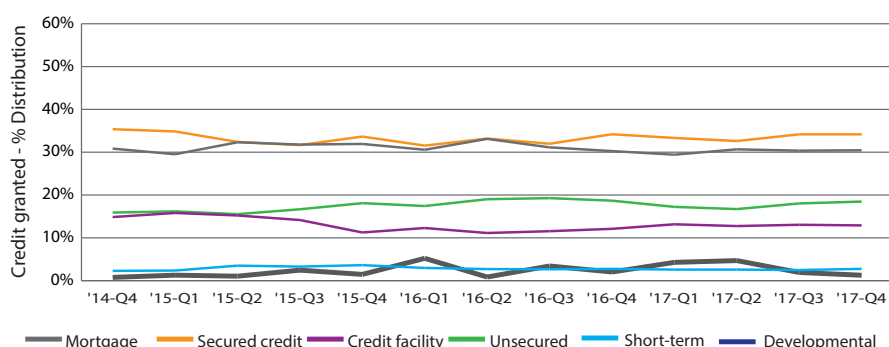
Agreements	2016-Q4 000	2017-Q1 000	2017-Q2 000	2017-Q3 000	2017-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of applications received	10,524	9,526	9,392	9,875	10,485	6.18%	-0.37%
Number of applications rejected	5,514	4,738	4,767	5,075	5,216	2.77%	-5.41%
% of applications rejected	52.39%	49.74%	50.76%	51.39%	49.74%		

The rejection rate decreased from 51.39% for the quarter ended September 2017 to 49.74% for the quarter ended December 2017 as indicated in Table 1.4. The number of applications received and applications rejected increased by 6.18% and 2.77% respectively for the quarter ended December 2017.

Table 1.5: Credit granted – credit type

Agreements	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	37,342,883	34,266,367	36,832,457	37,538,937	41,330,905	30.45%	10.10%	10.68%
Secured credit	42,187,684	38,817,928	39,162,275	42,250,238	46,367,038	34.17%	9.74%	9.91%
Credit facilities	14,933,424	15,324,297	15,315,739	16,131,232	17,509,131	12.90%	8.54%	17.25%
Unsecured credit	23,052,711	20,066,170	20,065,586	22,292,789	25,065,092	18.47%	12.44%	8.73%
Short-term credit	3,396,784	3,010,186	3,092,426	3,068,306	3,726,109	2.75%	21.44%	9.70%
Developmental credit	2,489,202	4,974,212	5,614,272	2,357,400	1,713,176	1.26%	-27.33%	-31.18%
Total	123,402,689	116,459,161	120,082,755	123,638,901	135,711,451	100.00%	9.76%	9.97%

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted increased from R22.29 billion for the quarter ended September 2017 to R25.07 billion for the quarter ended December 2017 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted increased from R37.54 billion for the quarter ended September 2017 to R41.33 billion for the quarter ended December 2017.

Table 1.6: Gross debtors book – credit type

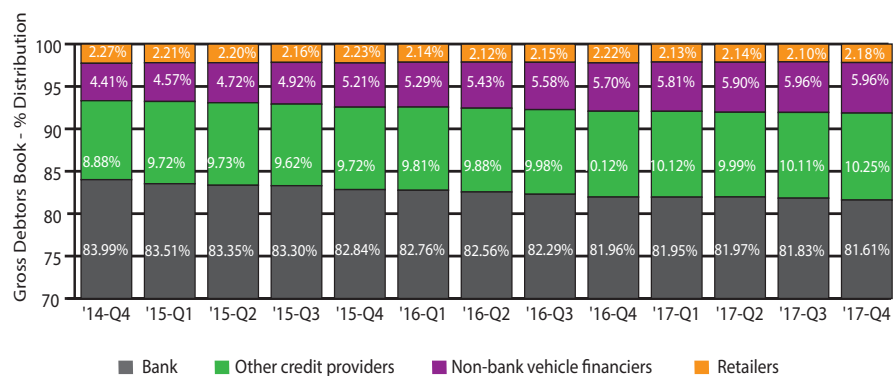
Agreements	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	875,294,487	884,058,970	889,107,005	895,400,798	904,116,898	51.50%	0.97%	3.29%
Secured credit	384,923,862	389,388,153	392,968,762	398,630,777	406,524,961	23.16%	1.98%	5.61%
Credit facilities	221,474,817	223,578,067	224,996,901	224,189,718	227,146,603	12.94%	1.32%	2.56%
Unsecured credit	164,640,467	165,744,844	165,413,758	165,816,900	169,795,735	9.67%	2.40%	3.13%
Short-term credit	2,937,781	2,666,933	2,563,122	2,539,149	2,684,322	0.15%	5.72%	-8.63%
Developmental Credit	42,494,802	43,164,963	41,075,374	42,417,433	45,231,666	2.58%	6.63%	6.44%
Total	1,691,766,215	1,708,601,930	1,716,124,921	1,728,994,775	1,755,500,185	100.00%	1.53%	3.77%

There was a q-o-q growth of R26.51 billion (1.53%) in the value of gross debtors book for the period ended December 2017 as indicated in Table 1.6. The corresponding y-o-y growth was R63.73 billion (3.77%). The Mortgage credit book grew by R8.72 billion (0.97%) q-o-q and by R28.82 billion (3.29%) on a y-o-y basis. The Secured book grew by R7.89 billion (1.98%) q-o-q and by R21.60 billion (5.61%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	1,386,597,645	1,400,157,130	1,406,740,809	1,414,769,864	1,432,666,859	81.61%	1.27%	3.32%
Retailers	37,528,696	36,345,599	36,704,550	36,318,024	38,252,813	2.18%	5.33%	1.93%
Non-bank vehicle financiers	96,485,098	99,233,347	101,294,876	103,039,092	104,645,811	5.96%	1.56%	8.46%
Other credit providers	171,154,776	172,865,854	171,384,687	174,867,796	179,934,702	10.25%	2.90%	5.13%
Total	1,691,766,215	1,708,601,930	1,716,124,921	1,728,994,775	1,755,500,185	100.00%	1.53%	3.77%

Figure 1.3: Gross debtors book – industry type



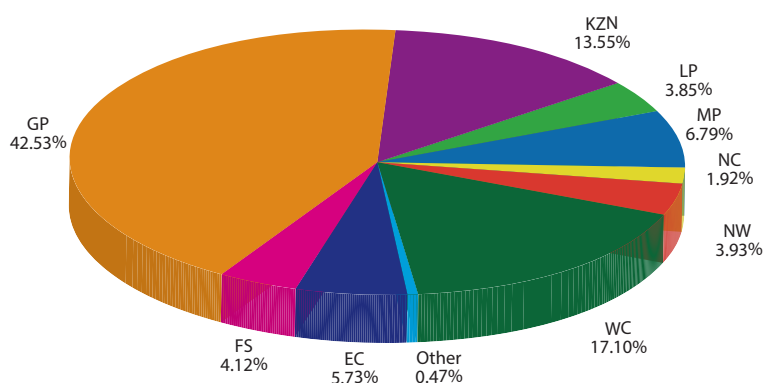
There was a q-o-q (1.53%) and y-o-y (3.77%) increase in the gross debtors book per industry type as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.8: Gross debtors book – number of accounts

Agreements	2016-Q4 000	2017-Q1 000	2017-Q2 000	2017-Q3 000	2017-Q4 000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	1,750	1,746	1,736	1,730	1,725	4.54%	-0.30%	-1.44%
Secured credit	3,807	3,707	3,672	3,640	3,678	9.68%	1.03%	-3.38%
Credit facilities	25,630	25,434	25,249	25,404	25,379	66.82%	-0.10%	-0.98%
Unsecured credit	5,728	5,552	5,308	5,278	5,135	13.52%	-2.71%	-10.36%
Short-term credit	1,083	994	960	954	1,005	2.65%	5.39%	-7.17%
Developmental credit	1,175	1,276	1,054	1,167	1,062	2.80%	-9.03%	-9.65%
Total	39,174	38,708	37,979	38,174	37,984	100.00%	-0.50%	-3.04%

The number of accounts that make up the debtors book decreased by 0.50% from 38.17 million to 37.98 million for the quarter ended December 2017. The total number of accounts decreased by 3.04% on a y-o-y basis. Credit facilities had a biggest share of 66.82% of the total number of accounts for the quarter ended December 2017 as indicated in Table 1.8.

Figure 1.4: Provincial distribution of credit granted: 2017-Q4



A significant portion of credit granted went to consumers in the Gauteng province at R57.72 billion (42.53%). The Western Cape and KwaZulu-Natal accounted for R23.21 billion (17.10%) and R18.39 billion (13.55%) respectively. The remaining provinces constituted R36.39 billion (26.81%) as illustrated in Figure 1.4.

2. Mortgage agreements

2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	13,213	15,007	14,090	13,998	15,496	0.04%	10.70%	17.27%
R51K-R100K	113,876	118,457	88,946	87,146	95,787	0.23%	9.92%	-15.88%
R101K-R150K	161,838	140,233	138,416	134,991	142,818	0.35%	5.80%	-11.75%
R151K-R350K	1,252,312	1,144,151	1,174,140	1,215,221	1,230,197	2.98%	1.23%	-1.77%
R351K-R700K	6,796,213	5,907,636	6,247,393	6,393,473	6,913,704	16.73%	8.14%	1.73%
≥R700K	29,005,430	26,940,883	29,169,473	29,694,108	32,932,904	79.68%	10.91%	13.54%
Total	37,342,883	34,266,367	36,832,457	37,538,937	41,330,905	100.00%	10.10%	10.68%

The rand value of mortgage agreements granted increased by 10.10% for the quarter ended December 2017 as indicated in Table 2.1. The majority (79.68%) of mortgage agreements granted during the December 2017 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 10.68%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	382	432	388	395	419	1.01%	6.08%	9.69%
R51K-R100K	1,387	1,440	1,064	1,053	1,155	2.78%	9.69%	-16.73%
R101K-R150K	1,159	1,060	1,039	1,016	1,063	2.56%	4.63%	-8.28%
R151K-R350K	4,698	4,360	4,438	4,629	4,712	11.33%	1.79%	0.30%
R351K-R700K	12,936	11,186	11,835	12,048	12,952	31.13%	7.50%	0.12%
≥ R700K	18,979	17,541	18,829	19,122	21,301	51.20%	11.40%	12.23%
Total	39,541	36,019	37,593	38,263	41,602	100.00%	8.73%	5.21%

The number of mortgage agreements entered into increased by 8.73% for the quarter ended December 2017 as indicated in Table 2.2. The majority (51.20%) of mortgages were granted in favour of larger sized credit agreements (≥R700k). On a y-o-y basis mortgage agreements increased by 5.21%.

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

Level of income	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K	377	324	394	385	383
% share of credit granted	0.95%	0.90%	1.05%	1.01%	0.92%
R10.1K-R15K	1,568	1,228	1,320	1,538	1,252
% share of credit granted	3.97%	3.41%	3.51%	4.02%	3.01%
>R15K	37,596	34,467	35,874	36,339	39,963
% share of credit granted	95.08%	95.69%	95.44%	94.97%	96.07%
Total number of mortgages	39,541	36,019	37,588	38,262	41,598

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

Level of income	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K (R000)	130,372	160,776	149,222	145,204	149,933
% share of credit granted	0.35%	0.47%	0.41%	0.39%	0.36%
R10.1K-R15K (R000)	556,567	438,442	480,003	674,667	473,240
% share of credit granted	1.49%	1.28%	1.30%	1.80%	1.15%
>R15K (R000)	36,655,944	33,666,899	36,178,486	36,716,229	40,682,875
% share of credit granted	98.16%	98.25%	98.29%	97.82%	98.49%
Total value of mortgages(R000)	37,342,883	34,266,117	36,807,711	37,536,100	41,306,048

2.2 Mortgages granted by level of income¹

Table 2.3 and 2.4 showed that the majority of mortgages granted for the December 2017 quarter remained in favour of individuals with a gross monthly income of greater than R15k for both rand values and number of accounts.

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.

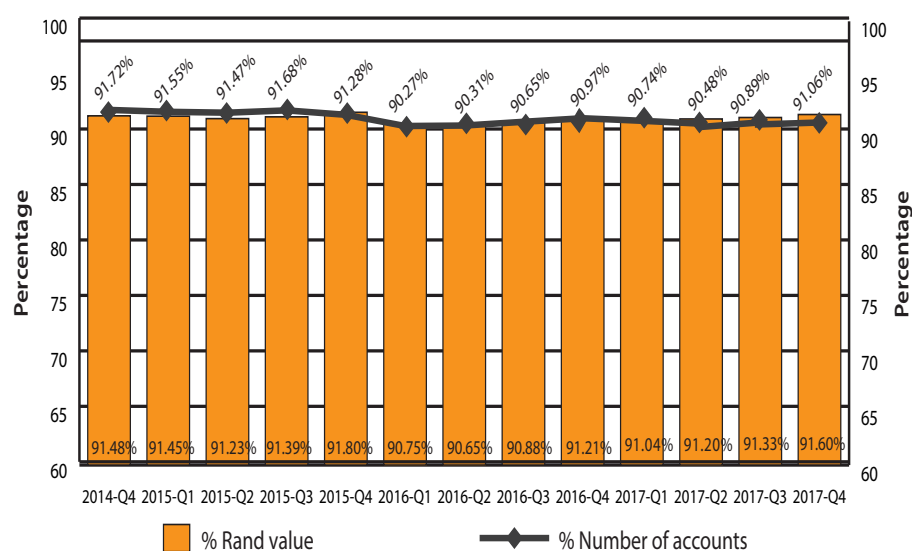
Table 2.5: Gross debtors book – mortgages

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	875,294,487	884,058,970	889,107,005	895,400,798	904,116,898	0.97%	3.29%
Number of accounts	1,750,355	1,745,606	1,736,436	1,730,232	1,725,103	-0.30%	-1.44%

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R8.72 billion (0.97%) on a q-o-q and by R28.82 billion (3.29%) on a y-o-y basis. The number of accounts decreased by 0.30% q-o-q and by 1.44% 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 percentage (rand value) of the gross debtors book for mortgages reported as “current” increased from 91.33% for the quarter ended September 2017 to 91.60% for the quarter ended December 2017. The percentage (number) of accounts reported as “current” increased from 90.89% to 91.06% 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	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	37,256,900	35,161,327	33,442,991	38,353,535	42,094,953	90.79%	9.76%
Retirement benefits	341,184	180,473	325,561	252,830	331,750	0.72%	31.21%
Insurance policy	160,470	155,310	123,397	89,660	88,224	0.19%	-1.60%
Furniture & other durables	1,541,992	1,000,782	1,125,155	1,144,133	1,636,922	3.53%	43.07%
Other security	2,887,138	2,320,035	4,145,170	2,410,079	2,215,189	4.78%	-8.09%
Total	42,187,684	38,817,928	39,162,275	42,250,238	46,367,038	100.00%	9.74%

As indicated in Table 3.1 the value of secured credit granted increased by R4.12 billion (9.74%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R42.09 billion (90.79%).

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

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	145,526	136,686	129,611	146,378	156,736	49.39%	7.08%
Retirement benefits	2,941	1,506	2,518	1,882	2,221	0.70%	18.01%
Insurance policy	8,982	10,239	7,969	6,406	6,011	1.89%	-6.17%
Furniture & other durables	145,614	95,773	108,310	106,211	145,492	45.85%	36.98%
Other security	5,706	9,163	13,108	6,238	6,854	2.16%	9.87%
Total	308,769	253,367	261,516	267,115	317,314	100.00%	18.79%

Table 3.2. indicated an increase in the number of secured credit agreements by 18.79% for the quarter ended December 2017. Vehicles as a form of security had the biggest share in rand value and numbers.

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	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K	115,135	76,289	83,240	82,682	111,910
% share of credit granted	37.57%	30.40%	32.12%	31.22%	35.54%
R10.1K-R15K	34,062	28,395	30,545	30,384	35,488
% share of credit granted	11.12%	11.32%	11.79%	11.47%	11.27%
>R15K	157,225	146,236	145,374	151,743	167,490
% share of credit granted	51.31%	58.28%	56.09%	57.30%	53.19%
Total number of secured credit agreements	306,422	250,920	259,159	264,809	314,888

There was an increase in the percentage share of the numbers of secured credit agreements for individuals with a gross monthly income of “Up to R10K” from 31.22% to 35.54% for the quarter ended December 2017 as indicated in Table 3.3. The number of secured credit agreements entered into with individuals with a gross monthly income of “Greater than R15K” decreased from 57.30% to 53.19% for the quarter ended December 2017.

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

Level of income	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K (R000)	1,861,668	1,545,284	1,658,020	1,669,543	2,043,193
% share of credit granted	4.50%	4.08%	4.31%	4.04%	4.48%
R10.1K-R15K (R000)	2,899,333	2,700,095	2,812,178	2,901,521	3,195,187
% share of credit granted	7.01%	7.12%	7.31%	7.03%	7.01%
>R15K (R000)	36,614,755	33,657,180	33,975,837	36,720,466	40,331,217
% share of credit granted	88.49%	88.80%	88.37%	88.93%	88.50%
Total value of secured credit (R000)	41,375,756	37,902,560	38,446,036	41,291,530	45,569,598

Individuals with a gross monthly income of “Greater than R15K” had the biggest rand value share for secured credit granted for quarter ended December 2017 as indicated in Table 3.4.

3.3 Gross debtors book – secured credit

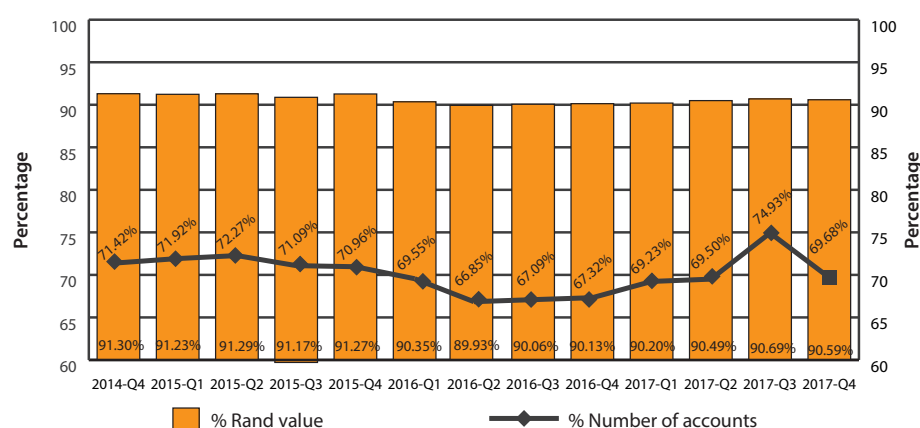
Table 3.5: Gross debtors book – secured credit

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	384,923,862	389,388,153	392,968,762	398,630,777	406,524,961	1.98%	5.61%
Number of accounts	3,806,836	3,706,538	3,671,567	3,640,481	3,678,029	1.03%	-3.38%

The rand value of the gross debtors book for secured credit showed an increase of R7.89 billion (1.98%) for the quarter ended December 2017 and R21.60 billion (5.61%) on a y-o-y basis. The number of accounts increased by 1.03% q-o-q and decreased by 3.38% 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 percentage (rand value) of the gross debtors book for secured credit reported as “current” decreased from 90.69% for the quarter ended September 2017 to 90.59% for the quarter ended December 2017. The percentage (number) of accounts reported as “current” decreased from 74.93% to 69.68% 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	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	5,648,847	6,218,591	5,957,652	7,125,488	7,132,281	40.73%	0.10%	26.26%
Bank overdraft	3,233,546	3,138,938	3,213,141	3,113,924	3,910,603	22.33%	25.58%	20.94%
Services	69,027	264,620	383,651	124,114	116,237	0.66%	-6.35%	68.39%
Store cards	3,869,195	3,525,608	4,115,369	4,389,786	4,598,222	26.26%	4.75%	18.84%
Other facilities	2,112,810	2,176,541	1,645,927	1,377,921	1,751,788	10.00%	27.13%	-17.09%
Total	14,933,424	15,324,297	15,315,739	16,131,232	17,509,131	100.00%	8.54%	17.25%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	306,182	329,651	329,662	362,632	362,140	17.30%	-0.14%	18.28%
Bank overdraft	81,657	97,567	107,274	118,163	117,432	5.61%	-0.62%	43.81%
Services	3,713	5,063	4,214	4,478	4,309	0.21%	-3.77%	16.05%
Store cards	1,473,644	1,245,761	1,456,174	1,721,470	1,504,908	71.89%	-12.58%	2.12%
Other facilities	169,638	156,202	140,564	105,687	104,592	5.00%	-1.04%	-38.34%
Total	2,034,834	1,834,244	2,037,888	2,312,430	2,093,381	100.00%	-9.47%	2.88%

Credit and garage cards received R7.13 billion of the total rand value of credit facilities granted (R17.51 billion), followed by store cards at R4.60 billion for the quarter ended December 2017 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R2.58 billion (17.25%). Table 4.2 indicated that the store cards (71.89%) dominated the number of agreements for the quarter ended December 2017.

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	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K	1,228,198	1,052,817	1,214,137	1,303,819	1,209,688
% share of credit granted	60.46%	57.51%	59.67%	56.46%	57.89%
R10.1K-R15K	239,226	219,890	241,640	277,924	240,388
% share of credit granted	11.78%	12.01%	11.88%	12.04%	11.50%
>R15K	564,014	557,835	578,863	727,383	639,523
% share of credit granted	27.76%	30.47%	28.45%	31.50%	30.61%
Total number of credit facilities	2,031,438	1,830,542	2,034,640	2,309,126	2,089,599

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

Level of income	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K (R000)	2,849,569	2,750,196	3,159,118	3,284,477	3,416,681
% share of credit granted	19.63%	18.41%	21.33%	20.75%	20.16%
R10.1K-R15K (R000)	1,335,725	1,366,116	1,594,645	1,436,969	1,451,859
% share of credit granted	9.20%	9.15%	10.77%	9.08%	8.57%
>R15K (R000)	10,329,645	10,818,671	10,058,467	11,104,354	12,082,341
% share of credit granted	71.17%	72.44%	67.91%	70.17%	71.28%
Total value of credit facilities (R000)	14,514,939	14,934,983	14,812,230	15,825,800	16,950,881

Table 4.3 showed an increase in the percentage share of the number of credit facilities granted to individuals with a gross monthly income of “Up to R10K” from 56.46% to 57.89%. Table 4.4 showed a decrease in the same category from 20.75% to 20.16% for the quarter ended December 2017.

4.3 Gross debtors book – credit facilities

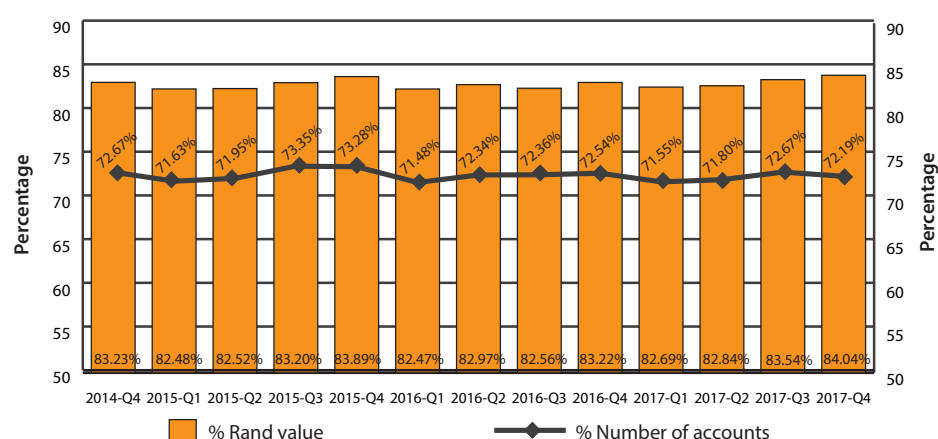
Table 4.5: Gross debtors book – credit facilities

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	221,474,817	223,578,067	224,996,901	224,189,718	227,146,603	1.32%	2.56%
Number of accounts	25,630,252	25,433,527	25,248,614	25,403,984	25,379,145	-0.10%	-0.98%

The rand value of the gross debtors book for credit facilities showed an increase of R2.96 billion (1.32%) q-o-q and by R5.67 billion (2.56%) on a y-o-y basis. The number of accounts decreased by 0.10% q-o-q and by 0.98% 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 percentage (rand value) of the gross debtors book for credit facilities reported as “current” increased from 83.54% for the quarter ended September 2017 to 84.04% for the quarter ended December 2017. The percentage (number) of accounts reported as “current” decreased from 72.67% to 72.19% 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	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	345,529	346,126	312,630	282,807	327,577	1.31%	15.83%	-5.20%
7-12 Months	1,922,155	1,489,013	1,653,915	1,687,533	1,834,172	7.32%	8.69%	-4.58%
13-18 Months	749,601	676,851	672,341	647,358	777,478	3.10%	20.10%	3.72%
19-24 Months	1,809,927	1,427,395	1,470,572	1,496,808	1,775,533	7.08%	18.62%	-1.90%
25-36 Months	3,436,718	2,812,538	2,827,249	2,898,799	3,241,170	12.93%	11.81%	-5.69%
3.1-5 Years	12,978,124	11,427,900	11,149,197	12,480,832	14,123,712	56.35%	13.16%	8.83%
5.1-10 +Years	1,810,656	1,886,347	1,979,683	2,798,651	2,985,451	11.91%	6.67%	64.88%
Total	23,052,711	20,066,170	20,065,586	22,292,789	25,065,092	100.00%	12.44%	8.73%

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

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	68,415	71,108	64,637	67,944	62,846	7.79%	-7.50%	-8.14%
7-12 Months	208,792	178,890	186,229	172,837	201,728	25.00%	16.72%	-3.38%
13-18 Months	53,760	44,071	46,671	46,885	56,009	6.94%	19.46%	4.18%
19-24 Months	104,411	81,336	90,646	92,023	106,545	13.20%	15.78%	2.04%
25-36 Months	120,953	98,771	101,826	97,968	109,498	13.57%	11.77%	-9.47%
3.1-5 Years	232,221	203,102	208,160	217,139	237,903	29.48%	9.56%	2.45%
5.1-10 +Years	25,141	26,151	26,501	31,843	32,419	4.02%	1.81%	28.95%
Total	813,693	703,429	724,670	726,639	806,948	100.00%	11.05%	-0.83%

On a q-o-q basis both rand value and numbers of agreements increased as indicated in Table 5.1 and 5.2. Unsecured credit agreements with a repayment period of “3.1-5 Years” dominated both rand values and numbers.

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

Rand value of agreements	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	179,764	183,820	183,836	173,740	160,642	0.64%	-7.54%	-10.64%
R3.1K-R5K	289,113	262,129	290,769	301,908	334,493	1.33%	10.79%	15.70%
R5.1K-R8K	540,178	415,155	451,568	449,067	537,497	2.14%	19.69%	-0.50%
R8.1K-R10K	808,182	686,079	716,422	601,900	689,318	2.75%	14.52%	-14.71%
R10.1K-R15K	1,301,663	1,000,966	1,123,251	1,114,848	1,332,259	5.32%	19.50%	2.35%
> R15.1K	19,933,812	17,518,021	17,299,740	19,651,327	22,010,882	87.81%	12.01%	10.42%
Total	23,052,711	20,066,170	20,065,586	22,292,789	25,065,092	100.00%	12.44%	8.73%

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

Number of agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	101,426	103,653	101,691	101,000	92,326	11.44%	-8.59%	-8.97%
R3.1K-R5K	67,957	62,156	68,946	73,112	80,993	10.04%	10.78%	19.18%
R5.1K-R8K	83,105	64,556	69,657	68,944	82,838	10.27%	20.15%	-0.32%
R8.1K-R10K	86,616	73,326	76,028	63,688	73,413	9.10%	15.27%	-15.24%
R10.1K-R15K	104,400	81,476	89,604	89,271	106,655	13.22%	19.47%	2.16%
> R15.1K	370,189	318,262	318,744	330,624	370,723	45.94%	12.13%	0.14%
Total	813,693	703,429	724,670	726,639	806,948	100.00%	11.05%	-0.83%

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 87.81% and 45.94% respectively for the quarter ended December 2017.

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	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K	364,549	287,783	299,599	276,703	312,125
% share of credit granted	44.81%	40.92%	41.35%	38.09%	38.68%
R10.1K-R15K	149,978	133,647	138,600	140,153	151,759
% share of credit granted	18.43%	19.00%	19.13%	19.29%	18.81%
>R15K	299,070	281,875	286,400	309,666	342,994
% share of credit granted	36.76%	40.08%	39.53%	42.62%	42.51%
Total number of unsecured credit	813,597	703,305	724,599	726,522	806,878

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

Level of income	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K (R000)	5,691,429	4,349,471	4,385,844	4,286,216	4,920,103
% share of credit granted	24.69%	21.68%	21.86%	19.23%	19.63%
R10.1K-R15K (R000)	4,202,439	3,637,886	3,674,999	3,827,884	4,261,076
% share of credit granted	18.23%	18.13%	18.32%	17.17%	17.00%
>R15K (R000)	13,156,926	12,075,166	12,002,688	14,173,997	15,881,886
% share of credit granted	57.08%	60.19%	59.82%	63.59%	63.37%
Total value of unsecured credit (R000)	23,050,793	20,062,522	20,063,531	22,288,097	25,063,065

There was an increase in the share of the number of unsecured credit agreements for individuals with a gross monthly income of “Up to R10k” from 38.09% for the quarter ended September 2017 to 38.68% for the quarter ended December 2017 as indicated in Table 5.5. There was a decrease in the share of rand value of unsecured credit agreements granted to individuals with a gross monthly income of “Greater than R15k” from 63.59% to 63.37% for the same period as indicated in Table 5.6.

5.3 Gross debtors book – unsecured credit

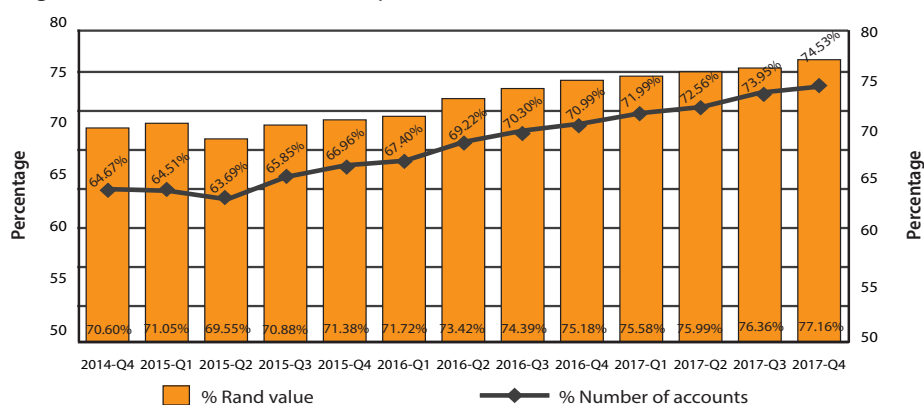
Table 5.7: Gross debtors book – unsecured credit

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	164,640,467	165,744,844	165,413,758	165,816,900	169,795,735	2.40%	3.13%
Number of accounts	5,728,153	5,551,788	5,308,068	5,278,144	5,134,866	-2.71%	-10.36%

The rand value of gross debtors book for unsecured credit increased by R3.98 billion (2.40%) q-o-q and by R5.16 billion (3.13%) on a y-o-y basis. The number of accounts decreased by 2.71% q-o-q and by 10.36% 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 percentage (rand value) of the gross debtors book for unsecured credit reported as “current” increased from 76.36% for the quarter ended September 2017 to 77.16% for the quarter ended December 2017. The percentage (number) of accounts reported as “current” increased from 73.95% to 74.53% 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	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	1,710,595	1,645,646	1,683,289	1,686,857	2,124,692	57.02%	25.96%	24.21%
2-3 Months	230,323	184,462	210,148	203,052	223,414	6.00%	10.03%	-3.00%
4-6 Months	1,455,866	1,180,078	1,198,989	1,178,396	1,378,004	36.98%	16.94%	-5.35%
Total	3,396,784	3,010,186	3,092,426	3,068,306	3,726,109	100.00%	21.44%	9.70%

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

Agreements per repayment period	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	933,975	899,241	895,166	910,252	1,147,933	67.54%	26.11%	22.91%
2-3 Months	84,319	71,479	81,170	80,483	85,137	5.01%	5.78%	0.97%
4-6 Months	493,826	395,313	411,231	406,438	466,585	27.45%	14.80%	-5.52%
Total	1,512,120	1,366,033	1,387,567	1,397,173	1,699,655	100.00%	21.65%	12.40%

The majority of short-term credit agreements were for “Up to 1 month” for numbers and rand values for the quarter ended December 2017. The rand value of short-term credit increased by R657.80 million (21.44%) q-o-q and by R329.33 million (9.70%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted increased by 21.65% q-o-q and by 12.40% y-o-y as indicated in Table 6.2.

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

Agreements	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	311,396	259,930	264,169	273,067	322,992	8.67%	18.28%	3.72%
R1001-R2000	644,987	570,302	601,494	609,684	750,610	20.14%	23.11%	16.38%
R2001-R3000	550,748	511,816	521,909	520,729	623,193	16.73%	19.68%	13.15%
R3001-R5000	881,782	782,615	777,970	722,201	880,107	23.62%	21.86%	-0.19%
R5001-R8000	1,007,870	885,523	926,884	942,626	1,149,207	30.84%	21.92%	14.02%
Total	3,396,784	3,010,186	3,092,426	3,068,306	3,726,109	100.00%	21.44%	9.70%

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

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	476,096	441,331	442,061	459,395	549,757	32.35%	19.67%	15.47%
R1001-R2000	439,604	387,641	405,322	410,234	509,092	29.95%	24.10%	15.81%
R2001-R3000	216,251	202,632	206,422	205,800	247,600	14.57%	20.31%	14.50%
R3001-R5000	223,645	197,601	193,842	180,424	220,470	12.97%	22.20%	-1.42%
R5001-R8000	156,524	136,828	139,920	141,320	172,736	10.16%	22.23%	10.36%
Total	1,512,120	1,366,033	1,387,567	1,397,173	1,699,655	100.00%	21.65%	12.40%

All categories of short-term credit for both rand value and number experienced a q-o-q increase 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	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K	827,231	713,633	783,661	757,374	957,629
% share of credit granted	54.71%	52.24%	56.48%	54.22%	56.34%
R10.1K-R15K	225,068	214,202	186,716	218,794	274,057
% share of credit granted	14.88%	15.68%	13.46%	15.66%	16.12%
>R15K	459,792	438,182	417,158	420,766	467,934
% share of credit granted	30.41%	32.08%	30.06%	30.12%	27.53%
Total number of short-term credit	1,512,091	1,366,017	1,387,535	1,396,934	1,699,620

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

Level of income	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R10K (R000)	1,527,161	1,240,763	1,288,933	1,267,221	1,580,367
% share of credit granted	44.96%	41.22%	41.68%	41.31%	42.42%
R10.1K-R15K (R000)	540,904	500,238	473,554	522,628	647,774
% share of credit granted	15.92%	16.62%	15.31%	17.04%	17.39%
>R15K (R000)	1,328,620	1,269,143	1,329,800	1,277,771	1,497,802
% share of credit granted	39.12%	42.16%	43.00%	41.65%	40.20%
Total value of short-term credit (R000)	3,396,685	3,010,144	3,092,287	3,067,621	3,725,942

There was an increase in the share of the number of short-term credit agreements for individuals with a gross monthly income of “Up to R10k” from 54.22% for the quarter ended September 2017 to 56.34% for the quarter ended December 2017 as indicated in Table 6.5. The rand value of short-term credit agreements granted to individuals with a gross monthly income of “Greater than R15k” decreased from 41.65% to 40.20% for the same period as indicated in Table 6.6.

6.3 Gross debtors book – short-term credit

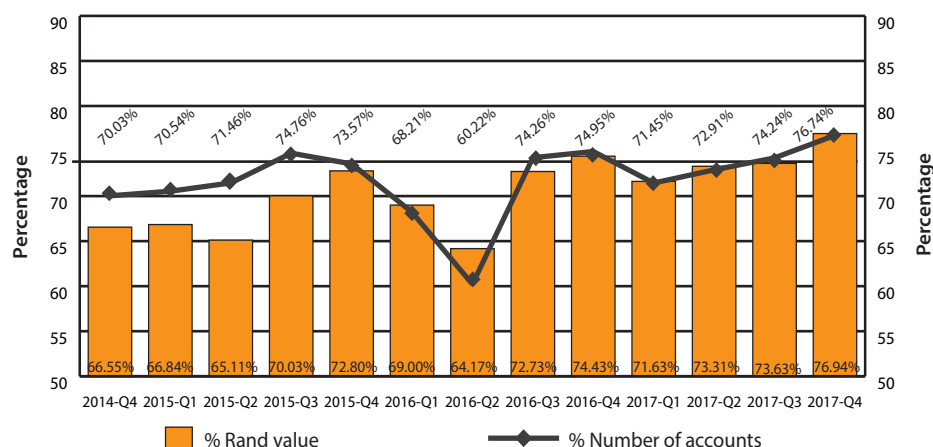
Table 6.7: Gross debtors book - short-term credit

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	2,937,781	2,666,933	2,563,122	2,539,149	2,684,322	5.72%	-8.63%
Number of accounts	1,082,782	993,917	960,343	953,759	1,005,174	5.39%	-7.17%

The rand value of the gross debtors book for short-term credit increased by R145.17 million (5.72%) q-o-q and decreased by R253.46 million (8.63%) on a y-o-y basis. The number of accounts increased by 5.39% q-o-q and decreased by 7.17% 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 percentage (rand value) of the gross debtors book for short-term credit reported as “current” increased from 73.63% for the quarter ended September 2017 to 76.94% for the quarter ended December 2017. The percentage (number) of accounts reported as “current” increased from 74.24% to 76.74% 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	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	2,686	22,840	3,524	9,448	1,235	0.07%	-86.93%
5-12 Months	32,096	285,480	45,654	59,601	40,106	2.34%	-32.71%
12.1-24 Months	32,138	167,819	24,104	27,554	28,496	1.66%	3.42%
24.1-36 Months	32,410	75,408	32,768	29,188	44,181	2.58%	51.37%
> 36 months	2,391,872	4,423,092	5,508,222	2,231,608	1,599,158	93.34%	-28.34%
Total	2,491,202	4,974,639	5,614,272	2,357,400	1,713,176	100.00%	-27.33%

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

Number of agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	155	1,582	265	770	134	0.36%	-82.60%
5-12 Months	1,585	16,110	2,794	4,546	1,588	4.25%	-65.07%
12.1-24 Months	1,751	9,249	1,604	2,132	1,669	4.47%	-21.72%
24.1-36 Months	1,211	3,007	1,455	1,398	1,820	4.88%	30.19%
> 36 months	52,933	121,226	126,368	48,450	32,117	86.04%	-33.71%
Total	57,635	151,174	132,486	57,296	37,328	100.00%	-34.85%

The value of developmental credit granted decreased by R644.22 million (27.33%) for the quarter ended December 2017 as indicated in Table 7.1. The number of developmental credit agreements decreased by 34.85% for the same period.

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

Rand value of agreements	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2017-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	870	1,195	636	720	484	0.03%	-32.84%
R1501-R3000	3,937	8,497	5,023	6,033	3,087	0.18%	-48.82%
R3.01K-R5K	10,009	25,359	10,117	11,848	6,240	0.36%	-47.33%
R5.01K-R10K	30,707	156,713	68,993	43,392	71,955	4.20%	65.83%
R10.1K-R20K_D	178,818	426,889	231,995	121,287	68,492	4.00%	-43.53%
> R20K	2,264,861	4,355,559	5,297,508	2,174,121	1,562,917	91.23%	-28.11%
Total	2,489,202	4,974,212	5,614,272	2,357,400	1,713,176	100.00%	-27.33%

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

Number of agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	1,164	2,054	914	1,081	537	1.44%	-50.32%
R1501-R3000	1,761	3,594	2,304	2,731	1,351	3.62%	-50.53%
R3.01K-R5K	2,421	6,134	2,467	2,850	1,514	4.06%	-46.88%
R5.01K-R10K	4,044	20,292	9,041	5,933	8,679	23.25%	46.28%
R10.1K-R20K_D	12,821	28,312	15,338	8,193	4,525	12.12%	-44.77%
> R20K	35,424	90,785	102,422	36,508	20,722	55.51%	-43.24%
Total	57,635	151,171	132,486	57,296	37,328	100.00%	-34.85%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 91.23% in rand value and 55.51% in numbers for the quarter ended December 2017.

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	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
<=R10K	4,772	17,083	3,951	4,663	2,508
% share	70.54%	54.26%	53.20%	46.40%	38.01%
R10.1K-R15K	1,993	14,400	3,475	5,386	4,090
% share	29.46%	45.74%	46.80%	53.60%	61.99%
Total number of developmental credit	6,765	31,483	7,426	10,049	6,598

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

Level of income	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
<=R10K	591,684	768,124	447,771	118,518	365,562
% share	65.64%	65.56%	69.07%	18.99%	52.24%
R10.1K-R15K	309,726	403,493	200,534	505,663	334,233
% share	34.36%	34.44%	30.93%	81.01%	47.76%
Total rand value of developmental credit	901,411	1,171,617	648,305	624,182	699,795

The number of developmental credit agreements granted to individuals with a gross monthly income of “R10.1K-R15K” had the largest share of 61.99% as indicated in Table 7.5. The rand value of developmental credit agreements granted to individuals with a gross monthly income of “less than R10k” had the largest share of 52.24% as indicated in Table 7.6.

7.3 Gross debtors book – developmental credit

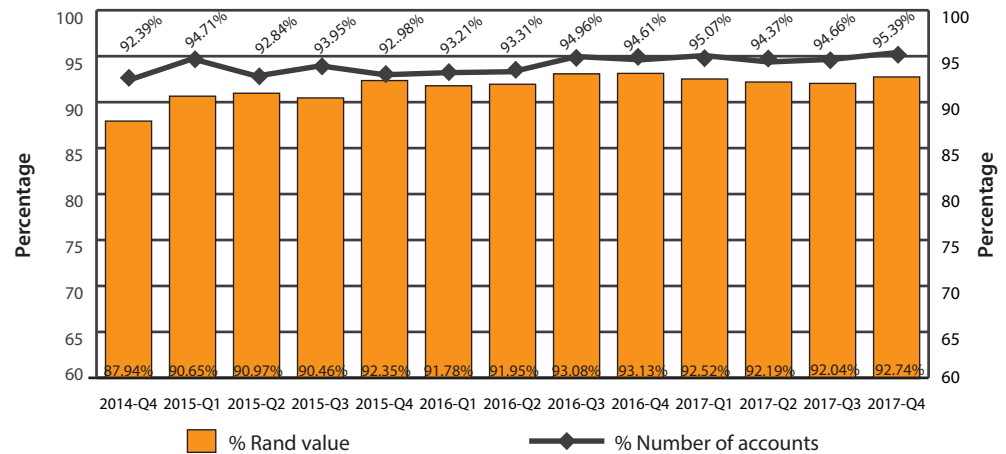
Table 7.7: Gross debtors book - developmental credit

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	42,494,802	43,164,963	41,075,374	42,417,433	45,231,666	6.63%	6.44%
Number of accounts	1,175,203	1,276,215	1,053,969	1,167,165	1,061,766	-9.03%	-9.65%

The rand value of the gross debtors book for developmental credit increased by R2.81 billion (6.63%) q-o-q and by R2.74 billion (6.44%) on a y-o-y basis. The number of accounts decreased by 9.03% on a q-o-q and by 9.65% 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 percentage (rand value) of the gross debtors book for developmental credit reported as “current” increased from 92.04% for the quarter ended September 2017 to 92.74% for the quarter ended December 2017. The percentage (number) of accounts reported as “current” increased from 94.66% to 95.39% for the same period as illustrated in Figure 7.1.

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	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
Eastern Cape	7,223,020,207	6,622,692,041	6,088,597,515	6,909,939,391	7,382,167,817	7,237,902,134	7,462,256,592	7,418,855,335	7,776,923,200
Free State	5,137,099,819	4,259,921,022	4,040,222,408	4,836,152,746	5,287,676,716	4,563,971,615	4,724,073,285	4,837,044,401	5,596,836,180
Gauteng	54,221,996,838	47,559,682,046	48,221,594,914	50,978,735,772	52,618,906,106	50,750,348,108	52,151,946,660	52,242,574,131	57,720,834,224
Kwazulu-Natal	16,388,409,950	14,668,842,787	14,648,407,573	15,544,919,360	16,788,715,572	15,596,013,662	16,140,463,484	16,830,281,158	18,394,981,322
Limpopo	4,715,369,165	4,351,591,938	4,059,695,457	4,659,911,356	4,966,414,728	4,647,559,739	4,696,302,426	4,730,814,074	5,219,664,421
Mpumalanga	8,548,219,829	6,794,915,115	6,995,809,574	7,614,502,019	8,445,032,992	7,413,547,733	7,561,317,512	8,456,780,598	9,216,537,379
Northern Cape	2,563,716,672	2,259,453,398	1,963,935,444	2,409,040,417	2,389,629,078	2,062,855,399	2,024,723,118	2,229,699,145	2,606,692,527
North West	5,136,418,276	3,827,313,863	3,824,961,540	4,229,757,350	4,672,582,822	4,481,444,510	4,582,311,525	4,749,028,539	5,333,785,702
Western Cape	19,452,302,703	17,584,185,760	17,575,593,276	19,475,577,463	20,331,291,391	19,030,406,549	20,056,202,339	21,352,113,870	23,210,090,684
Other	760,478,342	402,609,034	901,460,731	854,271,675	520,271,361	675,111,266	683,158,245	791,710,058	635,105,657
Total	124,147,031,801	108,331,207,004	108,320,278,432	117,512,807,549	123,402,688,583	116,459,160,715	120,082,755,186	123,638,901,309	135,711,451,296

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
≤R1500	2,237,051	1,746,603	2,017,006	1,520,084	1,390,839	1,567,699	1,621,555	1,276,188	1,174,247
R1500-R3000	25,748,386	16,043,096	23,035,732	20,507,915	15,978,910	10,270,177	13,474,542	9,400,363	10,634,763
R3.1K-R5K	97,242,883	56,952,804	53,713,372	59,821,021	79,963,787	64,309,219	66,245,504	66,528,596	84,855,218
R5.1K-R10K	647,779,634	336,458,476	348,226,946	346,094,668	494,965,238	335,422,139	361,429,238	349,056,454	457,550,258
R10.1K-R20K	755,202,294	342,711,806	358,762,338	399,575,981	620,556,309	394,418,021	454,948,185	454,161,680	659,219,448
R20.1K-R40K	401,654,649	229,644,263	238,808,974	252,335,971	389,472,186	291,946,438	297,177,895	299,886,219	437,949,924
R40.1K-R60K	237,069,291	209,305,684	195,490,152	192,007,468	317,638,665	215,492,009	188,268,290	183,258,561	206,994,945
R60.1K-R100K	1,214,806,820	1,023,254,851	1,012,977,478	987,293,261	938,834,024	997,459,615	857,128,061	854,432,959	861,408,100
R101K-R150K	4,411,395,338	3,551,378,912	3,439,551,879	3,543,326,424	3,520,486,827	3,408,077,845	3,275,006,799	3,362,085,317	3,369,578,627
R151K-R200K	6,061,569,832	4,802,966,745	4,942,129,597	5,068,325,625	5,500,148,278	5,031,735,156	5,129,225,239	5,511,826,518	5,824,239,142
R201K-R400K	15,442,480,908	12,977,234,810	13,946,269,444	14,677,210,651	16,051,088,055	14,902,101,212	15,272,553,205	16,367,884,727	18,005,403,610
>R400K	12,475,150,172	10,615,286,080	11,395,487,796	12,018,462,102	14,257,160,490	13,165,128,923	13,245,195,991	14,790,439,996	16,448,029,556
Total	41,772,337,258	34,162,984,130	35,956,470,714	37,566,481,171	42,187,683,608	38,817,928,453	39,162,274,504	42,250,237,578	46,367,037,838

Table 3: Number of agreements for secured credit granted

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
≤R1500	2,175	1,525	1,692	1,371	1,304	1,349	1,378	1,335	1,042
R1500-R3000	10,685	6,721	9,480	8,452	6,625	4,450	5,606	4,013	4,449
R3.1K-R5K	23,898	14,139	13,266	14,955	20,207	15,921	16,945	16,641	20,843
R5.1K-R10K	88,588	45,927	47,474	46,637	66,498	45,429	48,630	46,968	61,164
R10.1K-R20K	55,565	24,980	26,473	29,423	45,352	28,828	33,253	33,040	47,597
R20.1K-R40K	15,134	8,398	8,764	9,337	14,539	10,722	10,980	11,102	16,338
R40.1K-R60K	4,722	4,154	3,883	3,814	4,299	4,314	3,778	3,698	4,207
R60.1K-R100K	14,689	12,434	12,304	11,912	11,405	12,177	10,447	10,366	10,461
R101K-R150K	34,927	28,138	27,259	27,988	27,824	26,919	25,849	26,480	26,555
R151K-R200K	35,034	27,725	28,439	29,091	31,560	28,885	29,445	31,590	33,386
R201K-R400K	56,260	47,071	50,318	52,804	57,664	53,716	54,942	59,055	64,523
>R400K	19,506	16,312	17,789	19,213	21,492	20,657	20,263	22,827	26,749
Total	361,183	237,524	247,141	254,997	308,769	253,367	261,516	267,115	317,314

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
R0-R3500	1,338,968	150,000		1,938,707	230,700	41,780,527	1,119,702	1,824,430	3,231,167
R3501-R5500	3,532,104	4,685,580	3,826,350	3,142,167	2,473,200	5,775,150	2,289,051	2,835,930	3,443,967
R5501-R7500	38,695,371	33,387,351	35,648,052	52,625,012	59,158,065	58,460,448	77,361,828	73,959,365	82,092,818
R7501-R10K	98,864,876	81,093,568	82,439,149	78,278,475	68,510,401	54,759,972	68,450,933	66,584,471	61,165,039
R10.1K-R15K	837,290,621	614,843,078	645,553,364	663,644,524	556,567,075	438,442,066	480,003,337	674,666,822	473,239,882
>R15K	38,658,694,967	32,383,780,107	35,098,852,844	35,778,533,750	36,655,943,957	33,666,898,811	36,178,486,224	36,716,228,603	40,682,874,712
Total	39,638,416,907	33,117,939,684	35,866,319,759	36,578,162,635	37,342,883,398	34,266,116,974	36,807,711,075	37,536,099,621	41,306,047,585

Table 5: Number of mortgages granted by income category

Income Category	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
R0-R3500	4	2		4	2	7	5	5	4
R3501-R5500	26	20	20	23	11	13	12	15	16
R5501-R7500	135	110	128	134	130	116	167	164	164
R7501-R10K	372	312	301	278	234	188	210	201	199
R10.1K-R15K	2,415	1,809	1,901	1,908	1,568	1,228	1,320	1,538	1,252
>R15K	40,191	34,229	36,491	36,490	37,596	34,467	35,874	36,339	39,963
Total	43,143	36,482	38,841	38,837	39,541	36,019	37,588	38,262	41,598

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

Income Category	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
R0-R3500	685,170,738	279,626,352	293,287,745	294,227,578	457,416,750	279,844,579	311,893,466	310,363,474	437,961,404
R3501-R5500	380,068,688	162,798,481	165,365,083	174,031,882	263,638,978	188,704,433	207,538,836	211,046,419	293,612,180
R5501-R7500	485,516,409	286,493,999	278,853,564	272,039,610	316,417,099	279,114,170	305,998,281	322,692,273	379,379,951
R7501-R10K	1,163,788,335	785,942,781	766,877,482	757,604,596	824,194,962	797,620,673	832,589,438	825,440,801	932,239,439
R10.1K-R15K	3,651,127,569	2,688,122,024	2,738,168,699	2,661,527,221	2,899,333,210	2,700,095,422	2,812,178,477	2,901,521,231	3,195,187,444
>R15K	34,506,646,456	29,146,625,341	30,911,175,972	32,679,200,065	36,614,755,211	33,657,180,259	33,975,837,445	36,720,465,834	40,331,217,282
Total	40,872,318,195	33,349,608,978	35,153,728,545	36,838,630,952	41,375,756,210	37,902,559,536	38,446,035,943	41,291,530,032	45,569,597,700

Table 7: Number of secured credit granted by income category

Income Category	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
R0-R3500	79,578	35,279	36,296	36,506	55,715	34,064	37,211	37,455	52,181
R3501-R5500	30,969	15,066	15,541	16,420	25,069	16,887	18,553	18,494	25,544
R5501-R7500	20,731	10,722	10,524	11,219	15,887	11,212	12,106	12,086	16,005
R7501-R10K	24,377	14,206	13,969	14,356	18,464	14,126	15,370	14,647	18,180
R10.1K-R15K	43,019	28,526	29,339	28,974	34,062	28,395	30,545	30,384	35,488
>R15K	160,472	130,781	138,931	145,107	157,225	146,236	145,374	151,743	167,490
Total	359,146	234,580	244,600	252,582	306,422	250,920	259,159	264,809	314,888

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

Income Category	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
R0-R3500	714,981,488	880,133,424	817,747,418	824,303,677	736,356,799	768,054,864	913,810,507	907,110,614	948,870,251
R3501-R5500	650,206,265	580,931,002	668,085,120	731,202,009	734,943,847	669,240,959	773,180,997	862,480,140	910,315,660
R5501-R7500	508,365,975	475,758,626	530,685,490	578,006,301	593,942,453	556,483,375	635,059,254	666,735,720	684,789,210
R7501-R10K	716,713,978	647,270,021	684,848,961	724,816,959	784,325,898	756,416,377	837,066,814	848,150,510	872,705,652
R10.1K-R15K	1,260,111,145	1,158,464,819	1,136,147,731	1,214,548,271	1,335,725,072	1,366,115,619	1,594,645,364	1,436,968,790	1,451,859,012
>R15K	9,773,652,218	9,217,380,916	7,870,151,364	9,078,074,724	10,329,644,975	10,818,671,404	10,058,467,134	11,104,354,249	12,082,341,392
Total	13,624,031,069	12,959,938,808	11,707,666,084	13,150,951,941	14,514,939,044	14,934,982,598	14,812,230,070	15,825,800,023	16,950,881,177

Table 9: Number of credit facilities granted by income category

Income Category	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
R0-R3500	469,809	648,505	630,635	584,531	583,975	517,388	609,506	589,134	582,079
R3501-R5500	252,494	237,728	300,256	298,218	282,982	226,719	259,687	315,309	277,389
R5501-R7500	150,503	158,326	191,171	188,144	178,445	148,888	167,479	194,891	171,486
R7501-R10K	159,838	171,478	194,233	192,453	182,796	159,822	177,465	204,485	178,734
R10.1K-R15K	206,997	230,386	246,855	251,725	239,226	219,890	241,640	277,924	240,388
>R15K	468,908	511,498	524,264	558,849	564,014	557,835	578,863	727,383	639,523
Total	1,708,549	1,957,921	2,087,414	2,073,920	2,031,438	1,830,542	2,034,640	2,309,126	2,089,599

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

Income Category	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
R0-R3500	1,583,874,017	1,087,225,379	956,394,946	997,797,053	991,586,128	650,690,419	465,236,830	437,378,839	561,033,394
R3501-R5500	1,477,670,971	1,089,804,189	1,133,773,129	1,204,450,591	1,244,274,845	891,794,952	965,683,689	925,714,543	1,071,142,828
R5501-R7500	1,615,134,158	1,261,595,145	1,291,703,475	1,330,564,749	1,357,059,890	1,085,645,475	1,172,248,232	1,153,707,161	1,306,320,874
R7501-R10K	2,378,690,592	1,886,861,117	1,963,875,436	2,102,598,815	2,098,507,639	1,721,340,377	1,782,674,827	1,769,415,931	1,981,626,955
R10.1K-R15K	4,231,837,022	3,486,911,144	3,775,034,345	4,101,971,743	4,202,438,602	3,637,885,619	3,674,999,371	3,827,884,030	4,261,076,042
>R15K	11,178,063,064	10,064,019,481	11,480,700,684	12,908,754,019	13,156,925,710	12,075,165,622	12,002,688,217	14,173,996,910	15,881,885,926
Total	22,465,269,824	18,876,416,455	20,601,482,015	22,646,136,970	23,050,792,814	20,062,522,464	20,063,531,166	22,288,097,414	25,063,086,019

Table 11: Number of unsecured credit granted by income category

Income Category	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
R0-R3500	159,634	111,876	92,892	86,151	80,717	54,130	45,796	39,467	47,998
R3501-R5500	134,547	104,368	102,046	101,142	102,517	79,971	88,864	81,798	92,564
R5501-R7500	108,345	87,488	84,117	81,478	82,979	70,296	76,429	71,100	79,369
R7501-R10K	123,472	102,646	99,526	98,084	98,336	83,386	88,510	84,338	92,194
R10.1K-R15K	172,359	145,923	147,231	147,812	149,978	133,647	138,601	140,153	151,759
>R15K	376,047	320,987	293,575	288,512	299,070	281,875	286,400	309,666	342,994
Total	1,074,404	873,288	819,387	803,179	813,597	703,305	724,600	726,522	806,878

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

Income Category	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
R0-R3500	476,041,437	352,199,082	393,091,760	372,094,384	401,731,545	290,470,503	294,244,506	248,942,096	276,715,791
R3501-R5500	572,728,562	396,434,227	414,711,004	418,296,210	402,880,501	321,191,909	361,519,400	351,928,170	493,730,085
R5501-R7500	507,971,076	354,881,354	345,950,375	352,019,695	348,853,261	296,986,513	310,335,499	319,513,968	406,528,984
R7501-R10K	566,911,919	397,764,817	368,273,527	361,824,400	373,696,175	332,114,155	322,833,866	346,837,193	403,391,970
R10.1K-R15K	849,423,569	588,664,141	518,983,153	507,760,288	540,903,607	500,237,925	473,553,642	522,627,803	647,773,634
>R15K	1,519,657,372	1,124,390,055	878,334,733	1,117,391,243	1,328,619,553	1,269,142,859	1,329,800,086	1,277,771,495	1,497,801,738
Total	4,492,733,935	3,214,333,676	2,919,344,552	3,129,386,220	3,396,684,642	3,010,143,864	3,092,286,999	3,067,620,725	3,725,942,202

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

Income Category	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
R0-R3500	359,660	256,784	274,396	257,360	282,599	221,075	270,987	224,382	253,861
R3501-R5500	360,631	240,928	219,617	219,706	216,065	187,779	215,904	209,667	302,841
R5501-R7500	272,356	185,423	157,086	162,761	164,122	150,536	152,991	161,704	217,505
R7501-R10K	282,792	193,976	157,230	157,273	164,445	154,243	143,779	161,621	183,422
R10.1K-R15K	381,844	258,797	205,460	209,694	225,068	214,202	186,716	218,794	274,057
>R15K	519,276	373,855	282,474	387,508	459,792	438,182	417,158	420,766	467,934
Total	2,176,559	1,509,763	1,296,263	1,394,302	1,512,091	1,366,017	1,387,535	1,396,934	1,699,620

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

Income Category	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
R0-R1500	4,037,983	12,703,397	2,069,062	1,531,971	376,976	12,159,034	831,232	1,713,416	257,629
R1501-R3500	3,939,757	17,783,398	3,547,055	2,630,176	2,256,503	18,355,812	1,433,494	2,511,613	348,738
R3501-R5500	10,344,089	43,250,680	8,192,231	7,094,391	4,046,749	44,467,387	3,380,787	6,328,813	1,091,058
R5501-R7500	24,296,766	92,087,941	14,263,798	14,468,441	8,900,923	94,363,931	10,260,347	14,826,919	5,031,549
R7501-R10K	541,076,496	533,500,245	476,611,059	410,364,765	576,103,160	598,777,497	431,864,756	93,137,458	358,832,860
R10.1K-R15K	258,773,261	348,876,917	248,999,577	280,128,027	309,726,208	403,492,899	200,534,281	505,663,407	334,233,323
Total	842,468,352	1,048,202,578	753,682,782	716,217,771	901,410,519	1,171,616,560	648,304,897	624,181,626	699,795,157

Table 15: Number of developmental credit granted by income category

Income Category	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
R0-R1500	227	597	215	143	94	547	110	149	49
R1501-R3500	352	855	310	255	196	765	102	196	34
R3501-R5500	864	2,325	624	617	333	2,086	267	516	103
R5501-R7500	2,397	5,841	1,816	1,581	1,131	5,336	1,444	1,566	818
R7501-R10K	4,364	9,085	2,522	2,612	3,018	8,349	2,028	2,236	1,504
R10.1K-R15K	5,637	13,042	3,730	6,364	1,993	14,400	3,475	5,386	4,090
Total	13,841	31,745	9,217	11,572	6,765	31,483	7,426	10,049	6,598

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
Current	785,565,327,913	783,478,308,746	785,060,950,205	788,153,497,096	798,360,933,753	804,848,356,863	810,835,986,366	817,761,579,034	828,182,824,138
30 Days	29,383,150,352	32,714,339,613	31,510,777,734	30,632,969,383	29,154,458,596	29,092,250,188	28,348,064,260	27,576,121,135	27,203,271,198
31-60 Days	9,199,826,633	11,816,188,894	12,518,979,739	11,959,755,837	11,407,723,937	12,590,822,468	11,773,229,961	12,091,259,153	11,439,899,075
61-90 Days	5,041,297,827	6,663,088,656	7,783,231,479	7,617,893,870	7,054,492,395	6,897,982,817	7,563,187,494	7,166,448,154	6,923,551,185
91-120 Days	3,856,101,535	4,594,774,910	4,842,370,667	4,652,292,687	4,689,242,217	5,004,433,835	5,093,911,690	5,414,621,232	5,288,856,813
120+ Days	22,725,326,714	24,106,092,462	24,354,114,265	24,236,130,806	24,627,635,747	25,625,124,209	25,492,625,301	25,390,769,738	25,078,495,560
Total	855,771,030,974	863,372,793,281	866,070,424,089	867,252,539,679	875,294,486,645	884,058,970,380	889,107,005,072	895,400,798,446	904,116,897,969

Table 17: Age analysis of accounts – mortgages

Ageing	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
Current	1,633,654	1,609,993	1,599,405	1,593,419	1,592,237	1,583,877	1,571,192	1,572,693	1,570,933
30 Days	68,288	74,076	71,622	67,449	63,196	62,981	62,491	60,534	59,682
31-60 Days	20,578	25,560	25,481	25,367	22,992	23,987	26,840	23,760	22,206
61-90 Days	12,071	14,692	15,060	13,943	12,981	12,895	15,268	13,024	12,337
91-120 Days	8,421	9,909	10,107	9,701	9,616	10,305	10,327	10,614	10,540
120+ Days	46,803	49,366	49,414	47,943	49,333	51,561	50,318	49,607	49,405
Total	1,789,815	1,783,596	1,771,089	1,757,822	1,750,355	1,745,606	1,736,436	1,730,232	1,725,103

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

Ageing	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
Current	337,326,409,861	334,745,084,992	336,872,028,729	341,388,943,427	346,937,364,287	351,247,191,279	355,597,443,771	361,506,447,225	368,273,427,088
30 Days	13,648,741,034	15,461,165,758	14,930,806,290	14,651,404,509	14,922,508,315	15,856,409,532	15,452,660,258	14,302,809,952	15,126,632,258
31-60 Days	4,596,513,194	5,222,683,793	5,110,904,967	4,969,881,757	5,160,448,873	5,645,726,626	5,419,747,710	5,478,587,259	5,603,618,828
61-90 Days	2,325,871,758	2,338,100,289	2,338,672,405	2,112,183,437	2,294,410,755	2,461,502,213	2,509,811,573	2,437,827,702	2,638,967,846
91-120 Days	1,829,147,023	1,887,745,906	4,018,838,089	4,317,280,771	4,306,561,895	2,083,470,521	2,024,800,088	2,013,879,271	2,118,126,854
120+ Days	9,846,500,839	10,851,500,240	11,315,387,932	11,612,595,013	11,302,567,948	12,093,853,004	11,964,298,364	12,891,225,481	12,764,187,839
Total	369,573,183,709	370,506,280,978	374,586,638,412	379,052,288,914	384,923,862,073	389,388,153,175	392,968,761,764	398,630,776,890	406,524,960,713

Table 19: Age analysis of accounts – secured credit

Ageing	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
Current	2,968,562	2,790,143	2,602,972	2,573,322	2,562,699	2,566,018	2,551,759	2,727,875	2,562,671
30 Days	282,292	317,591	338,544	311,465	303,769	292,780	282,595	247,215	274,129
31-60 Days	147,367	154,767	155,329	143,448	139,681	128,398	119,730	109,725	125,376
61-90 Days	105,325	107,159	98,907	87,488	83,712	78,929	74,865	60,996	76,211
91-120 Days	89,114	88,991	99,486	93,928	88,797	65,587	62,507	51,432	60,087
120+ Days	590,939	553,303	598,643	626,064	628,178	574,826	580,111	443,238	579,555
Total	4,183,599	4,011,954	3,893,881	3,835,715	3,806,836	3,706,538	3,671,567	3,640,481	3,678,029

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

Ageing	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
Current	181,226,553,507	180,780,995,221	181,698,694,215	179,897,038,635	184,300,825,006	184,872,379,996	186,376,680,352	187,285,774,759	190,898,529,483
30 Days	10,296,384,704	11,692,558,289	11,034,135,277	11,442,963,928	11,316,947,343	11,573,306,042	11,239,201,938	11,111,527,331	11,133,158,089
31-60 Days	4,010,303,675	5,384,428,308	4,259,618,399	4,159,125,776	3,897,680,764	4,729,549,308	4,307,500,611	3,963,737,083	3,889,418,712
61-90 Days	2,532,796,229	3,020,835,969	2,895,855,099	2,739,523,709	2,584,699,615	2,895,609,022	2,874,231,785	2,676,355,738	2,624,981,845
91-120 Days	2,563,674,408	2,829,429,179	3,174,758,524	3,129,332,247	2,901,032,516	2,907,729,989	3,111,803,922	2,759,485,335	2,710,585,538
120+ Days	15,409,055,173	15,494,750,312	15,933,794,068	16,541,997,869	16,473,631,483	16,599,492,237	17,087,482,187	16,392,838,108	15,889,929,345
Total	216,038,767,696	219,202,997,278	218,996,855,582	217,909,982,164	221,474,816,727	223,578,066,594	224,996,900,795	224,189,718,354	227,146,603,012

Table 21: Age analysis of accounts – credit facilities

Ageing	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
Current	19,296,266	18,684,929	18,785,220	18,615,386	18,593,085	18,198,277	18,128,511	18,460,847	18,320,423
30 Days	2,428,395	2,463,909	2,263,093	2,228,869	2,303,944	2,280,170	2,142,905	2,105,741	2,261,782
31-60 Days	852,862	1,022,006	883,740	855,106	819,860	952,359	852,579	776,930	775,013
61-90 Days	576,740	660,079	615,145	584,720	543,923	609,039	569,164	517,539	499,806
91-120 Days	447,143	470,170	503,364	471,357	450,707	453,888	481,632	424,291	676,529
120+ Days	2,732,406	2,837,415	2,918,324	2,972,314	2,918,733	2,939,794	3,073,823	3,118,636	2,845,592
Total	26,333,812	26,138,508	25,968,886	25,727,752	25,630,252	25,433,527	25,248,614	25,403,984	25,379,145

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

Ageing	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
Current	117,552,102,340	118,456,580,759	119,462,982,488	121,378,852,223	123,770,691,648	125,274,883,107	125,689,838,414	126,611,543,830	131,007,891,960
30 Days	7,516,704,623	8,004,225,479	6,325,279,216	5,880,720,959	6,085,625,499	6,163,342,034	5,803,635,844	5,596,047,818	6,095,784,151
31-60 Days	3,480,231,545	3,790,674,465	3,707,426,615	3,485,606,265	3,264,958,873	3,633,811,698	3,464,282,324	3,186,594,253	3,205,391,426
61-90 Days	2,509,492,097	2,559,674,938	2,762,086,121	2,567,290,180	2,464,764,155	2,503,701,850	2,558,534,982	2,325,132,736	2,390,255,625
91-120 Days	1,955,794,315	1,854,697,544	2,806,780,614	2,946,816,299	2,959,389,450	2,053,806,064	2,128,356,082	2,102,730,883	2,242,174,839
120+ Days	31,671,930,181	30,498,216,175	27,657,766,082	26,908,975,775	26,095,037,154	26,115,299,508	25,769,110,048	25,994,850,715	24,854,236,941
Total	164,686,255,101	165,164,069,360	162,722,321,136	163,168,261,701	164,640,466,779	165,744,844,261	165,413,757,694	165,816,900,235	169,795,734,942

Table 23: Age analysis of accounts – unsecured credit

Ageing	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
Current	4,363,986	4,307,297	4,248,085	4,141,408	4,066,317	3,996,610	3,851,727	3,903,288	3,826,798
30 Days	414,200	419,749	368,634	295,643	283,374	272,703	246,971	225,569	229,696
31-60 Days	185,401	199,358	181,741	170,351	152,631	161,326	141,926	131,269	119,665
61-90 Days	133,744	132,491	138,823	125,617	114,593	111,079	105,016	94,318	88,109
91-120 Days	104,398	98,479	128,711	130,395	130,031	90,857	83,894	81,358	78,568
120+ Days	1,315,944	1,233,665	1,070,726	1,028,046	981,207	919,213	878,534	842,342	792,030
Total	6,517,673	6,391,039	6,136,720	5,891,460	5,728,153	5,551,788	5,308,068	5,278,144	5,134,866

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

Ageing	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)
Current	2,648,131,574	2,132,976,152	1,945,970,796	2,057,386,790	2,186,451,210	1,910,246,852	1,879,139,980	1,869,591,969	2,065,437,401
30 Days	275,275,060	324,226,980	229,910,970	190,096,053	188,437,144	182,307,452	158,722,872	157,635,869	163,602,390
31-60 Days	129,596,983	176,643,931	131,695,111	128,471,166	121,913,290	127,129,839	102,080,913	97,127,674	100,841,734
61-90 Days	92,170,462	145,061,096	110,291,674	99,964,511	94,313,568	100,291,334	81,495,540	77,918,967	72,422,633
91-120 Days	63,826,159	80,325,174	94,436,131	81,435,682	77,250,218	68,977,757	61,236,049	58,864,253	57,831,387
120+ Days	428,649,200	232,016,572	520,166,313	271,506,178	269,415,234	277,979,311	280,446,525	278,009,799	224,186,543
Total	3,637,649,438	3,091,249,905	3,032,470,995	2,828,860,380	2,937,780,664	2,666,932,545	2,563,121,879	2,539,148,531	2,684,322,088

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

Ageing	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
Current	952,417	765,919	763,648	809,028	811,516	710,109	700,196	708,075	771,363
30 Days	95,139	119,236	102,422	84,571	76,272	72,802	64,133	62,709	64,635
31-60 Days	44,324	56,482	48,121	54,037	51,666	57,403	47,929	43,228	45,713
61-90 Days	30,843	43,216	35,100	35,470	34,759	38,304	33,250	30,579	29,592
91-120 Days	19,697	22,663	26,714	23,797	25,040	27,294	22,277	20,583	19,236
120+ Days	152,142	115,431	292,078	82,558	83,529	88,005	92,558	88,585	74,635
Total	1,294,562	1,122,947	1,268,083	1,089,461	1,082,782	993,917	960,343	953,759	1,005,174

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

Ageing	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
Current	30,999,620,560	33,854,961,449	34,831,818,092	38,484,041,075	39,575,910,283	39,935,067,230	37,868,137,032	39,041,266,805	41,949,972,356
30 Days	759,535,846	1,054,352,600	1,097,411,237	945,201,281	948,155,714	1,125,787,199	1,136,173,936	1,096,438,075	935,829,823
31-60 Days	237,905,348	261,817,852	312,060,411	321,304,425	347,623,234	411,821,267	417,633,419	424,613,002	401,230,446
61-90 Days	149,997,426	146,472,925	164,413,912	157,898,064	162,489,814	178,293,353	238,211,612	226,766,385	207,320,409
91-120 Days	106,894,295	110,641,815	113,461,451	122,061,311	126,698,402	138,181,351	167,553,191	188,579,809	180,188,188
120+ Days	1,313,136,749	1,456,878,512	1,363,775,876	1,313,958,468	1,333,924,596	1,375,812,945	1,247,664,703	1,439,768,855	1,557,125,124
Total	33,567,090,224	36,885,125,153	37,882,940,979	41,344,464,624	42,494,802,043	43,164,963,345	41,075,373,893	42,417,432,931	45,231,666,346

Table 27: Age analysis of accounts – developmental credit

Ageing	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4
Current	1,043,198	1,063,554	1,060,396	1,100,541	1,111,832	1,213,359	994,602	1,104,831	1,012,780
30 Days	28,064	24,449	26,302	6,959	6,248	6,847	5,570	5,121	4,564
31-60 Days	6,439	7,786	8,689	7,237	8,223	8,108	8,756	8,925	7,729
61-90 Days	5,207	4,651	5,431	4,809	6,213	4,720	5,665	6,023	6,237
91-120 Days	4,370	3,999	4,066	3,953	5,129	3,754	4,436	4,726	5,018
120+ Days	34,723	36,601	31,508	35,504	37,558	39,427	34,940	37,539	25,438
Total	1,122,001	1,141,040	1,136,392	1,159,003	1,175,203	1,276,215	1,053,969	1,167,165	1,061,766

