

# 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 decreased from R135.71 billion to R121.62 billion for the quarter ended March 2018, a decrease of 10.38% when compared to the previous quarter and an increase of 4.43% year on year. The number of applications for credit increased by 4,000 to 10.49 million in March 2018, representing an increase of 0.04% for the quarter. The rejection rate for applications was 48.54%.

The Banks' share of total credit granted was R94.66 billion (77.83%), Retailers R4.29 billion (3.53%), Non-Bank financiers R10.91 billion (8.97%) and "Other credit providers" R11.76 billion (9.67%). 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 March 2018 was R1.78 trillion, representing a quarter-on-quarter growth of 1.26%. The number of accounts decreased by 1.80% for the quarter ended March 2018. Mortgages accounted for R913.78 billion (51.41%); "Secured credit agreements" for R412.56 billion (23.21%); Credit facilities for R229.73 billion (12.92%); Unsecured credit for R172.56 billion (9.71%); Developmental credit for R46.32 billion (2.61%) and Short-term credit for R2.59 billion (0.15%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended March 2018

- The value of mortgages granted decreased by 14.36% quarter-on-quarter from R41.33 billion to R35.40 billion;
- Secured credit granted decreased from R46.37 billion for December 2017 to R41.48 billion for March 2018 (a quarter-on-quarter decrease of 10.54%);



For further information on credit bureau information, please access the Credit Bureau Monitor on [www.ncr.org.za](http://www.ncr.org.za)

1. Market overview.....	3
2. Mortgage agreements.....	7
3. Secured credit .....	9
4. Credit facilities.....	11
5. Unsecured credit transactions.....	13
6. Short-term credit transactions.....	16
7. Developmental credit.....	19
8. Definitions.....	22
9. Appendix tables.....	23

- Unsecured credit agreements decreased from R25.07 billion to R23.23 billion for March 2018 (a quarter-on-quarter decrease of 7.34%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts decreased from R17.51 billion to R16.72 billion for March 2018 (a quarter-on-quarter decrease of 4.50%);
- Short-term credit showed a quarter-on-quarter decrease of 13.60% from R3.73 billion to R3.22 billion;
- Developmental credit showed a quarter-on-quarter decrease of 7.83% from R1.71 billion to R1.58 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 March 2018 (2018-Q1).

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 March 2017 to the quarter ended March 2018 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended December 2017 to the quarter ended March 2018. 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 R22.05 billion (1.26%) for the quarter ended March 2018. The value of credit granted to consumers decreased by R14.09 billion (10.38%) from R135.71 billion to R121.62 billion for the quarter ended March 2018.

Figure 1.1 Total credit granted and gross debtors book March 2018

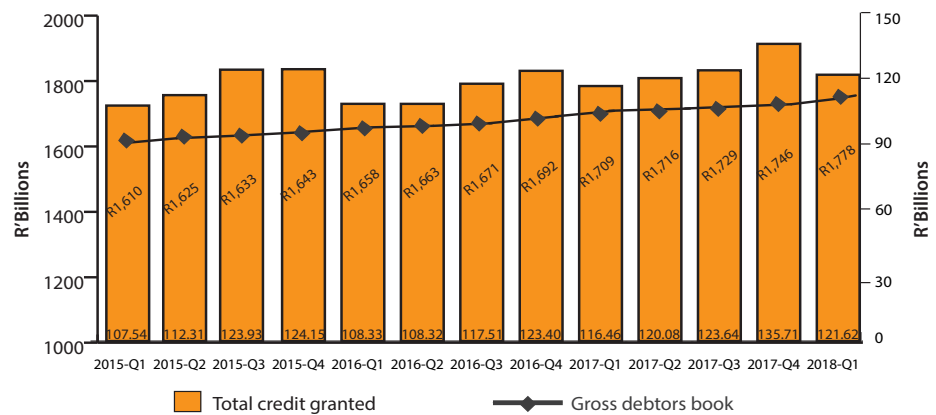


Table 1.1: Credit granted

Agreements	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	% Change (Q1/Q4)	% Change (Y/Y)
Credit transactions	101,134,863	104,767,016	107,507,669	118,202,320	104,899,218	-11.25%	3.72%
Credit facilities	15,324,297	15,315,739	16,131,232	17,509,131	16,721,039	-4.50%	9.11%
<b>Total</b>	<b>116,459,161</b>	<b>120,082,755</b>	<b>123,638,901</b>	<b>135,711,451</b>	<b>121,620,256</b>	<b>-10.38%</b>	<b>4.43%</b>

### 1.1 Credit granted

The value of consumer credit granted for the quarter ended March 2018 showed a decrease of R14.09 billion (10.38%) when compared to the quarter ended December 2017 as depicted in Table 1.1. On a y-o-y basis the value of credit granted increased by R5.16 billion (4.43%).

Table 1.2: Credit granted – number of agreements

Agreements	2017-Q1 000	2017-Q2 000	2017-Q3 000	2017-Q4 000	2018-Q1 000	% Change (Q1/Q4)	% Change (Y/Y)
Number of credit transactions	2,510	2,544	2,486	2,903	2,494	-14.07%	-0.62%
Number of credit facilities	1,834	2,038	2,312	2,093	1,904	-9.07%	3.78%
<b>Total</b>	<b>4,344</b>	<b>4,582</b>	<b>4,799</b>	<b>4,996</b>	<b>4,398</b>	<b>-11.97%</b>	<b>1.24%</b>

The total number of credit agreements entered into was 4.40 million for the quarter ended March 2018. This was a decrease of 11.97% 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 1.24%.

Table 1.3: Credit granted – per industry

Agreements	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Banks	86,645,728	89,094,877	94,376,982	104,011,413	94,655,693	77.83%	-8.99%	9.24%
Non-bank vehicle financiers	11,131,629	10,985,434	11,124,874	12,291,821	10,911,534	8.97%	-11.23%	-1.98%
Retailers	4,132,029	4,706,838	4,832,402	5,583,938	4,289,789	3.53%	-23.18%	3.82%
Other credit providers	14,549,775	15,295,605	13,304,644	13,824,280	11,763,241	9.67%	-14.91%	-19.15%
<b>Total</b>	<b>116,459,161</b>	<b>120,082,755</b>	<b>123,638,901</b>	<b>135,711,451</b>	<b>121,620,256</b>	<b>100.00%</b>	<b>-10.38%</b>	<b>4.43%</b>

Banks accounted for 77.83% of the total value of credit granted for the quarter ended March 2018 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (8.97%), retailers (3.53%) and other credit providers (9.67%).

Table 1.4: Number of applications received and rejected

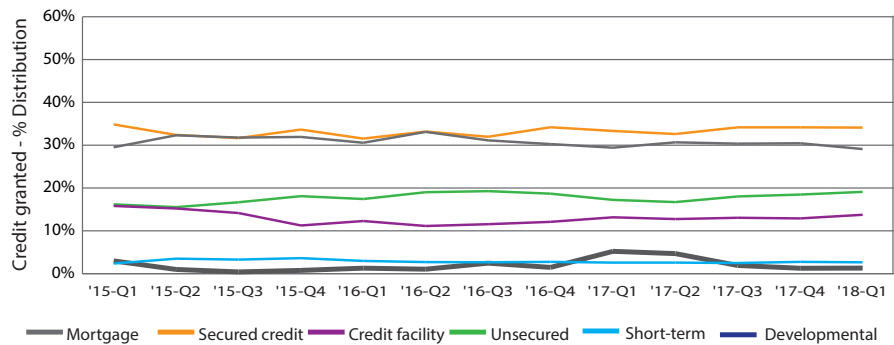
Agreements	2017-Q1 000	2017-Q2 000	2017-Q3 000	2017-Q4 000	2018-Q1 000	% Change (Q1/Q4)	% Change (Y/Y)
Number of applications received	9,526	9,392	9,875	10,485	10,489	0.04%	10.11%
Number of applications rejected	4,738	4,767	5,075	5,216	5,091	-2.39%	7.45%
<b>% of applications rejected</b>	<b>49.74%</b>	<b>50.76%</b>	<b>51.39%</b>	<b>49.74%</b>	<b>48.54%</b>		

The rejection rate decreased from 49.74% for the quarter ended December 2017 to 48.54% for the quarter ended March 2018 as indicated in Table 1.4. The number of applications received increased by 0.04% and number of applications rejected decreased by 2.39% for the quarter ended March 2018.

Table 1.5: Credit granted – credit type

Agreements	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	34,266,367	36,832,457	37,538,937	41,330,905	35,395,124	29.10%	-14.36%	3.29%
Secured credit	38,817,928	39,162,275	42,250,238	46,367,038	41,479,880	34.11%	-10.54%	6.86%
Credit facilities	15,324,297	15,315,739	16,131,232	17,509,131	16,721,039	13.75%	-4.50%	9.11%
Unsecured credit	20,066,170	20,065,586	22,292,789	25,065,092	23,225,946	19.10%	-7.34%	15.75%
Short-term credit	3,010,186	3,092,426	3,068,306	3,726,109	3,219,184	2.65%	-13.60%	6.94%
Developmental credit	4,974,212	5,614,272	2,357,400	1,713,176	1,579,083	1.30%	-7.83%	-68.25%
<b>Total</b>	<b>116,459,161</b>	<b>120,082,755</b>	<b>123,638,901</b>	<b>135,711,451</b>	<b>121,620,256</b>	<b>100.00%</b>	<b>-10.38%</b>	<b>4.43%</b>

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted decreased from R25.07 billion for the quarter ended December 2017 to R23.23 billion for the quarter ended March 2018 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted decreased from R41.33 billion for the quarter ended December 2017 to R35.40 billion for the quarter ended March 2018.

Table 1.6: Gross debtors book – credit type

Agreements	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	884,058,970	889,107,005	895,400,798	904,116,898	913,782,081	51.41%	1.07%	3.36%
Secured credit	389,388,153	392,968,762	398,630,777	406,524,961	412,560,709	23.21%	1.48%	5.95%
Credit facilities	223,578,067	224,996,901	224,189,718	227,146,603	229,734,628	12.92%	1.14%	2.75%
Unsecured credit	165,744,844	165,413,758	165,816,900	169,795,735	172,564,730	9.71%	1.63%	4.11%
Short-term credit	2,666,933	2,563,122	2,539,149	2,684,322	2,589,924	0.15%	-3.52%	-2.89%
Developmental Credit	43,164,963	41,075,374	42,417,433	45,231,666	46,320,923	2.61%	2.41%	7.31%
<b>Total</b>	<b>1,708,601,930</b>	<b>1,716,124,921</b>	<b>1,728,994,775</b>	<b>1,755,500,185</b>	<b>1,777,552,995</b>	<b>100.00%</b>	<b>1.26%</b>	<b>4.04%</b>

There was a q-o-q growth of R22.05 billion (1.26%) in the value of gross debtors book for the period ended March 2018 as indicated in Table 1.6. The corresponding y-o-y growth was R68.95 billion (4.04%). The Mortgage credit book grew by R9.67 billion (1.07%) q-o-q and by R29.72 billion (3.36%) on a y-o-y basis. The Secured book grew by R6.04 billion (1.48%) q-o-q and by R23.17 billion (5.95%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Banks	1,400,157,130	1,406,740,809	1,414,769,864	1,432,666,859	1,452,195,706	81.70%	1.36%	3.72%
Retailers	36,345,599	36,704,550	36,318,024	38,252,813	36,564,340	2.06%	-4.41%	0.60%
Non-bank vehicle financiers	99,233,347	101,294,876	103,039,092	104,645,811	106,589,824	6.00%	1.86%	7.41%
Other credit providers	172,865,854	171,384,687	174,867,796	179,934,702	182,203,124	10.25%	1.26%	5.40%
<b>Total</b>	<b>1,708,601,930</b>	<b>1,716,124,921</b>	<b>1,728,994,775</b>	<b>1,755,500,185</b>	<b>1,777,552,995</b>	<b>100.00%</b>	<b>1.26%</b>	<b>4.04%</b>

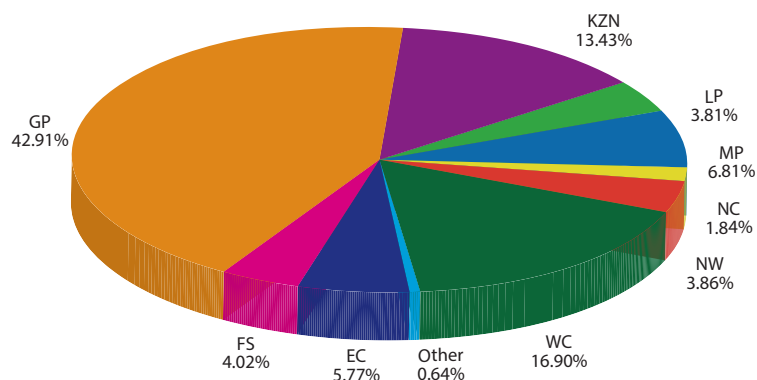
There was a q-o-q (1.26%) and y-o-y (4.04%) increase in the gross debtors book per industry type as indicated in Table 1.7.

Table 1.8: Gross debtors book – number of accounts

Agreements	2017-Q1 000	2017-Q2 000	2017-Q3 000	2017-Q4 000	2018-Q1 000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	1,746	1,736	1,730	1,725	1,722	4.62%	-0.17%	-1.34%
Secured credit	3,707	3,672	3,640	3,678	3,625	9.72%	-1.44%	-2.20%
Credit facilities	25,434	25,249	25,404	25,379	24,816	66.53%	-2.22%	-2.43%
Unsecured credit	5,552	5,308	5,278	5,135	5,042	13.52%	-1.82%	-9.19%
Short-term credit	994	960	954	1,005	1,021	2.74%	1.55%	2.70%
Developmental credit	1,276	1,054	1,167	1,062	1,074	2.88%	1.20%	-15.81%
<b>Total</b>	<b>38,708</b>	<b>37,979</b>	<b>38,174</b>	<b>37,984</b>	<b>37,300</b>	<b>100.00%</b>	<b>-1.80%</b>	<b>-3.64%</b>

The number of accounts that make up the debtors book decreased by 1.80% from 37.98 million to 37.30 million for the quarter ended March 2018. The total number of accounts decreased by 3.64% on a y-o-y basis. Credit facilities had a biggest share of 66.53% of the total number of accounts for the quarter ended March 2018 as indicated in Table 1.8.

Figure 1.3: Provincial distribution of credit granted: 2018-Q1



A significant portion of credit granted went to consumers in the Gauteng province at R52.19 billion (42.91%). The Western Cape and KwaZulu-Natal accounted for R20.56 billion (16.90%) and R16.34 billion (13.43%) respectively. The remaining provinces constituted R32.53 billion (26.75%) as illustrated in Figure 1.3.

## 2. Mortgage agreements

### 2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R50K	15,007	14,090	13,998	15,496	12,453	0.04%	-19.63%	-17.02%
R51K-R100K	118,457	88,946	87,146	95,787	89,367	0.25%	-6.70%	-24.56%
R101K-R150K	140,233	138,416	134,991	142,818	117,836	0.33%	-17.49%	-15.97%
R151K-R350K	1,144,151	1,174,140	1,215,221	1,230,197	1,075,748	3.04%	-12.55%	-5.98%
R351K-R700K	5,907,636	6,247,393	6,393,473	6,913,704	5,606,054	15.84%	-18.91%	-5.10%
≥R700K	26,940,883	29,169,473	29,694,108	32,932,904	28,493,666	80.50%	-13.48%	5.76%
<b>Total</b>	<b>34,266,367</b>	<b>36,832,457</b>	<b>37,538,937</b>	<b>41,330,905</b>	<b>35,395,124</b>	<b>100.00%</b>	<b>-14.36%</b>	<b>3.29%</b>

The rand value of mortgage agreements granted decreased by 14.36% for the quarter ended March 2018 as indicated in Table 2.1. The majority (80.50%) of mortgage agreements granted during the March 2018 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 3.29%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R50K	432	388	395	419	352	0.99%	-15.99%	-18.52%
R51K-R100K	1,440	1,064	1,053	1,155	1,074	3.03%	-7.01%	-25.42%
R101K-R150K	1,060	1,039	1,016	1,063	892	2.51%	-16.09%	-15.85%
R151K-R350K	4,360	4,438	4,629	4,712	4,060	11.44%	-13.84%	-6.88%
R351K-R700K	11,186	11,835	12,048	12,952	10,524	29.66%	-18.75%	-5.92%
≥ R700K	17,541	18,829	19,122	21,301	18,578	52.36%	-12.78%	5.91%
<b>Total</b>	<b>36,019</b>	<b>37,593</b>	<b>38,263</b>	<b>41,602</b>	<b>35,480</b>	<b>100.00%</b>	<b>-14.72%</b>	<b>-1.50%</b>

The number of mortgage agreements entered into decreased by 14.72% for the quarter ended March 2018 as indicated in Table 2.2. The majority (52.36%) of mortgages were granted in favour of larger sized credit agreements (≥R700k). On a y-o-y basis mortgage agreements decreased by 1.50%.

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

Level of income	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K	324	394	385	383	234
% share of credit granted	0.90%	1.05%	1.01%	0.92%	0.66%
R10.1K-R15K	1,228	1,320	1,538	1,252	1,080
% share of credit granted	3.41%	3.51%	4.02%	3.01%	3.04%
>R15K	34,467	35,874	36,339	39,963	34,166
% share of credit granted	95.69%	95.44%	94.97%	96.07%	96.30%
<b>Total number of mortgages</b>	<b>36,019</b>	<b>37,588</b>	<b>38,262</b>	<b>41,598</b>	<b>35,480</b>

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

Level of income	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K (R000)	160,776	149,222	145,204	149,933	85,345
% share of credit granted	0.47%	0.41%	0.39%	0.36%	0.24%
R10.1K-R15K (R000)	438,442	480,003	674,667	473,240	392,055
% share of credit granted	1.28%	1.30%	1.80%	1.15%	1.11%
>R15K (R000)	33,666,899	36,178,486	36,716,229	40,682,875	34,917,724
% share of credit granted	98.25%	98.29%	97.82%	98.49%	98.65%
<b>Total value of mortgages(R000)</b>	<b>34,266,117</b>	<b>36,807,711</b>	<b>37,536,100</b>	<b>41,306,048</b>	<b>35,395,124</b>

## 2.2 Mortgages granted by level of income<sup>1</sup>

Table 2.3 and 2.4 showed that the majority of mortgages granted for the March 2018 quarter remained in favour of individuals with a gross monthly income of greater than R15k for both rand values and number of accounts.

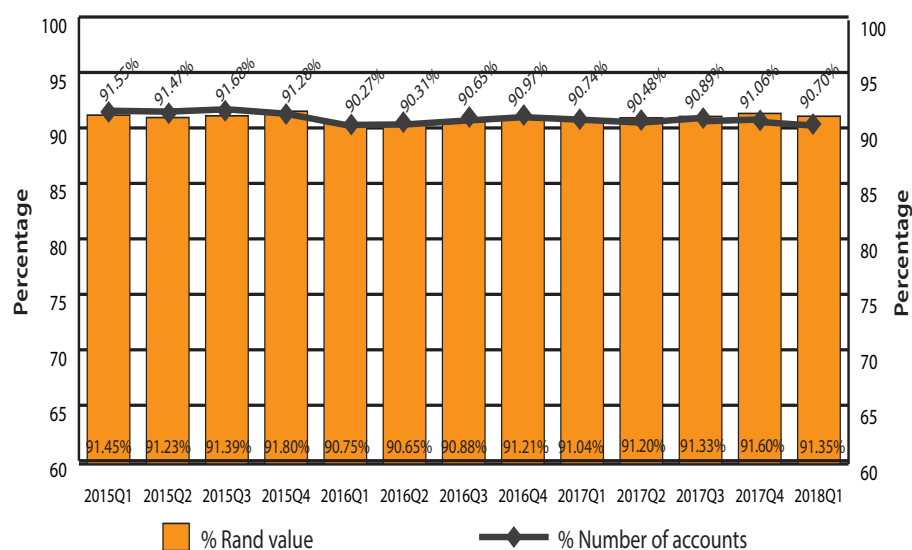
Table 2.5: Gross debtors book – mortgages

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	884,058,970	889,107,005	895,400,798	904,116,898	913,782,081	1.07%	3.36%
Number of accounts	1,745,606	1,736,436	1,730,232	1,725,103	1,722,172	-0.17%	-1.34%

## 2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R9.67 billion (1.07%) on a q-o-q and by R29.72 billion (3.36%) on a y-o-y basis. The number of accounts decreased by 0.17% q-o-q and by 1.34% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



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.



## 2.4 Age analysis of gross debtors book - mortgages

The percentage (rand value) of the gross debtors book for mortgages reported as "current" decreased from 91.60% for the quarter ended December 2017 to 91.35% for the quarter ended March 2018. The percentage (number) of accounts reported as "current" decreased from 91.06% to 90.70% 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	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)
Vehicle	35,161,327	33,442,991	38,353,535	42,094,953	38,420,919	92.63%	-8.73%
Retirement benefits	180,473	325,561	252,830	331,750	328,404	0.79%	-1.01%
Insurance policy	155,310	123,397	89,660	88,224	112,959	0.27%	28.04%
Furniture & other durables	1,000,782	1,125,155	1,144,133	1,636,922	977,161	2.36%	-40.31%
Other security	2,320,035	4,145,170	2,410,079	2,215,189	1,640,438	3.95%	-25.95%
<b>Total</b>	<b>38,817,928</b>	<b>39,162,275</b>	<b>42,250,238</b>	<b>46,367,038</b>	<b>41,479,880</b>	<b>100.00%</b>	<b>-10.54%</b>

As indicated in Table 3.1 the value of secured credit granted decreased by R4.89 billion (10.54%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R38.42 billion (92.63%).

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

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q1 % Distribution	% Change (Q1/Q4)
Vehicle	136,686	129,611	146,378	156,736	144,424	57.42%	-7.86%
Retirement benefits	1,506	2,518	1,882	2,221	2,131	0.85%	-4.05%
Insurance policy	10,239	7,969	6,406	6,011	8,010	3.18%	33.26%
Furniture & other durables	95,773	108,310	106,211	145,492	89,409	35.54%	-38.55%
Other security	9,163	13,108	6,238	6,854	7,566	3.01%	10.39%
<b>Total</b>	<b>253,367</b>	<b>261,516</b>	<b>267,115</b>	<b>317,314</b>	<b>251,540</b>	<b>100.00%</b>	<b>-20.73%</b>

Table 3.2. indicated a decrease in the number of secured credit agreements by 20.73% for the quarter ended March 2018. Vehicles as a form of security had the biggest share in 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	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K	76,289	83,240	82,682	111,910	71,982
% share of credit granted	30.40%	32.12%	31.22%	35.54%	28.87%
R10.1K-R15K	28,395	30,545	30,384	35,488	27,881
% share of credit granted	11.32%	11.79%	11.47%	11.27%	11.18%
>R15K	146,236	145,374	151,743	167,490	149,493
% share of credit granted	58.28%	56.09%	57.30%	53.19%	59.95%
<b>Total number of secured credit agreements</b>	<b>250,920</b>	<b>259,159</b>	<b>264,809</b>	<b>314,888</b>	<b>249,356</b>

There was a decrease in the percentage share of the numbers of secured credit agreements for individuals with a gross monthly income of “Up to R10K” from 35.54% to 28.87% for the quarter ended March 2018 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” increased from 53.19% to 59.95% for the quarter ended March 2018.

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

Level of income	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K (R000)	1,545,284	1,658,020	1,669,543	2,043,193	1,536,267
% share of credit granted	4.08%	4.31%	4.04%	4.48%	3.77%
R10.1K-R15K (R000)	2,700,095	2,812,178	2,901,521	3,195,187	2,772,459
% share of credit granted	7.12%	7.31%	7.03%	7.01%	6.80%
>R15K (R000)	33,657,180	33,975,837	36,720,466	40,331,217	36,456,575
% share of credit granted	88.80%	88.37%	88.93%	88.50%	89.43%
<b>Total value of secured credit (R000)</b>	<b>37,902,560</b>	<b>38,446,036</b>	<b>41,291,530</b>	<b>45,569,598</b>	<b>40,765,301</b>

Individuals with a gross monthly income of “Greater than R15K” had the biggest rand value share for secured credit granted for quarter ended March 2018 as indicated in Table 3.4.

### 3.3 Gross debtors book – secured credit

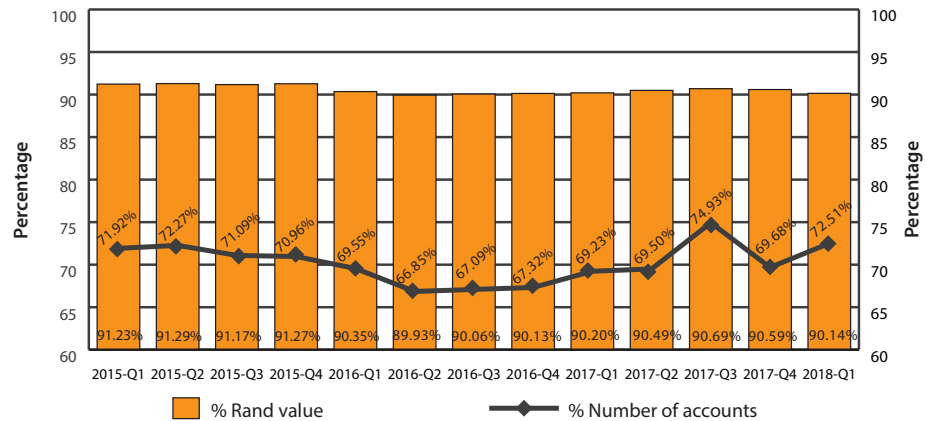
Table 3.5: Gross debtors book – secured credit

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	389,388,153	392,968,762	398,630,777	406,524,961	412,560,709	1.48%	5.95%
Number of accounts	3,706,538	3,671,567	3,640,481	3,678,029	3,624,912	-1.44%	-2.20%

The rand value of the gross debtors book for secured credit showed an increase of R6.04 billion (1.48%) for the quarter ended March 2018 and R23.17 billion (5.95%) on a y-o-y basis. The number of accounts decreased by 1.44% q-o-q and by 2.20% 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 90.59% for the quarter ended December 2017 to 90.14% for the quarter ended March 2018. The percentage (number) of accounts reported as “current” increased from 69.68% to 72.51% 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	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Credit and/or Garage cards	6,218,591	5,957,652	7,125,488	7,132,281	7,063,349	42.24%	-0.97%	13.58%
Bank overdraft	3,138,938	3,213,141	3,113,924	3,910,603	3,887,954	23.25%	-0.58%	23.86%
Services	264,620	383,651	124,114	116,237	138,862	0.83%	19.46%	-47.52%
Store cards	3,525,608	4,115,369	4,389,786	4,598,222	3,736,252	22.34%	-18.75%	5.97%
Other facilities	2,176,541	1,645,927	1,377,921	1,751,788	1,894,623	11.33%	8.15%	-12.95%
<b>Total</b>	<b>15,324,297</b>	<b>15,315,739</b>	<b>16,131,232</b>	<b>17,509,131</b>	<b>16,721,039</b>	<b>100.00%</b>	<b>-4.50%</b>	<b>9.11%</b>

Table 4.2: Credit facilities granted – number of agreements

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Credit and/or Garage cards	329,651	329,662	362,632	362,140	356,959	18.75%	-1.43%	8.28%
Bank overdraft	97,567	107,274	118,163	117,432	128,386	6.74%	9.33%	31.59%
Services	5,063	4,214	4,478	4,309	5,280	0.28%	22.53%	4.29%
Store cards	1,245,761	1,456,174	1,721,470	1,504,908	1,318,523	69.27%	-12.39%	5.84%
Other facilities	156,202	140,564	105,687	104,592	94,443	4.96%	-9.70%	-39.54%
<b>Total</b>	<b>1,834,244</b>	<b>2,037,888</b>	<b>2,312,430</b>	<b>2,093,381</b>	<b>1,903,591</b>	<b>100.00%</b>	<b>-9.07%</b>	<b>3.78%</b>

Credit and garage cards received R7.06 billion of the total rand value of credit facilities granted (R16.72 billion), followed by bank overdraft at R3.89 billion for the quarter ended March 2018 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R1.40 billion (9.11%). Table 4.2 indicated that the store cards (69.27%) dominated the number of agreements for the quarter ended March 2018.

## 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	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K	1,052,817	1,214,137	1,303,819	1,209,688	1,025,829
% share of credit granted	57.51%	59.67%	56.46%	57.89%	54.00%
R10.1K-R15K	219,890	241,640	277,924	240,388	224,420
% share of credit granted	12.01%	11.88%	12.04%	11.50%	11.81%
>R15K	557,835	578,863	727,383	639,523	649,348
% share of credit granted	30.47%	28.45%	31.50%	30.61%	34.18%
<b>Total number of credit facilities</b>	<b>1,830,542</b>	<b>2,034,640</b>	<b>2,309,126</b>	<b>2,089,599</b>	<b>1,899,597</b>

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

Level of income	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K (R000)	2,750,196	3,159,118	3,284,477	3,416,681	2,787,794
% share of credit granted	18.41%	21.33%	20.75%	20.16%	17.40%
R10.1K-R15K (R000)	1,366,116	1,594,645	1,436,969	1,451,859	1,334,865
% share of credit granted	9.15%	10.77%	9.08%	8.57%	8.33%
>R15K (R000)	10,818,671	10,058,467	11,104,354	12,082,341	11,901,515
% share of credit granted	72.44%	67.91%	70.17%	71.28%	74.27%
<b>Total value of credit facilities (R000)</b>	<b>14,934,983</b>	<b>14,812,230</b>	<b>15,825,800</b>	<b>16,950,881</b>	<b>16,024,175</b>

Table 4.3 showed a decrease in the percentage share of the number of credit facilities granted to individuals with a gross monthly income of “Up to R10K” from 57.89% to 54.00%. Table 4.4 showed a decrease in the same category from 20.16% to 17.40% for the quarter ended March 2018.

## 4.3 Gross debtors book – credit facilities

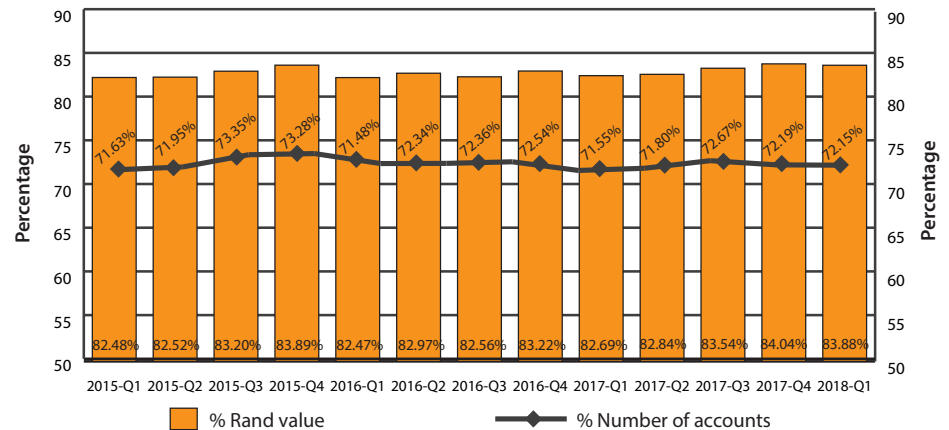
Table 4.5: Gross debtors book – credit facilities

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	223,578,067	224,996,901	224,189,718	227,146,603	229,734,628	1.14%	2.75%
Number of accounts	25,433,527	25,248,614	25,403,984	25,379,145	24,816,351	-2.22%	-2.43%

The rand value of the gross debtors book for credit facilities showed an increase of R2.59 billion (1.14%) q-o-q and by R6.16 billion (2.75%) on a y-o-y basis. The number of accounts decreased by 2.22% q-o-q and by 2.43% 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” decreased from 84.04% for the quarter ended December 2017 to 83.88% for the quarter ended March 2018. The percentage (number) of accounts reported as “current” decreased from 72.19% to 72.15% 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	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤6 Months	346,126	312,630	282,807	327,577	291,300	1.25%	-11.07%	-15.84%
7-12 Months	1,489,013	1,653,915	1,687,533	1,834,172	1,481,227	6.38%	-19.24%	-0.52%
13-18 Months	676,851	672,341	647,358	777,478	743,407	3.20%	-4.38%	9.83%
19-24 Months	1,427,395	1,470,572	1,496,808	1,775,533	1,605,047	6.91%	-9.60%	12.45%
25-36 Months	2,812,538	2,827,249	2,898,799	3,241,170	2,873,917	12.37%	-11.33%	2.18%
3.1-5 Years	11,427,900	11,149,197	12,480,832	14,123,712	13,407,721	57.73%	-5.07%	17.32%
5.1-10 +Years	1,886,347	1,979,683	2,798,651	2,985,451	2,823,328	12.16%	-5.43%	49.67%
<b>Total</b>	<b>20,066,170</b>	<b>20,065,586</b>	<b>22,292,789</b>	<b>25,065,092</b>	<b>23,225,946</b>	<b>100.00%</b>	<b>-7.34%</b>	<b>15.75%</b>

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

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤6 Months	71,108	64,637	67,944	62,846	54,027	7.48%	-14.03%	-24.02%
7-12 Months	178,890	186,229	172,837	201,728	177,914	24.63%	-11.81%	-0.55%
13-18 Months	44,071	46,671	46,885	56,009	47,886	6.63%	-14.50%	8.66%
19-24 Months	81,336	90,646	92,023	106,545	95,477	13.22%	-10.39%	17.39%
25-36 Months	98,771	101,826	97,968	109,498	94,265	13.05%	-13.91%	-4.56%
3.1-5 Years	203,102	208,160	217,139	237,903	222,210	30.76%	-6.60%	9.41%
5.1-10 +Years	26,151	26,501	31,843	32,419	30,625	4.24%	-5.53%	17.11%
<b>Total</b>	<b>703,429</b>	<b>724,670</b>	<b>726,639</b>	<b>806,948</b>	<b>722,404</b>	<b>100.00%</b>	<b>-10.48%</b>	<b>2.70%</b>

On a q-o-q basis both rand value and numbers of agreements decreased 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	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0K-R3K	183,820	183,836	173,740	160,642	193,350	0.83%	20.36%	5.18%
R3.1K-R5K	262,129	290,769	301,908	334,493	487,790	2.10%	45.83%	86.09%
R5.1K-R8K	415,155	451,568	449,067	537,497	609,411	2.62%	13.38%	46.79%
R8.1K-R10K	686,079	716,422	601,900	689,318	810,613	3.49%	17.60%	18.15%
R10.1K-R15K	1,000,966	1,123,251	1,114,848	1,332,259	1,449,377	6.24%	8.79%	44.80%
> R15.1K	17,518,021	17,299,740	19,651,327	22,010,882	19,675,407	84.71%	-10.61%	12.32%
<b>Total</b>	<b>20,066,170</b>	<b>20,065,586</b>	<b>22,292,789</b>	<b>25,065,092</b>	<b>23,225,947</b>	<b>100.00%</b>	<b>-7.34%</b>	<b>15.75%</b>

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

Number of agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0K-R3K	103,653	101,691	101,000	92,326	84,520	11.70%	-8.45%	-18.46%
R3.1K-R5K	62,156	68,946	73,112	80,993	80,222	11.10%	-0.95%	29.07%
R5.1K-R8K	64,556	69,657	68,944	82,838	71,316	9.87%	-13.91%	10.47%
R8.1K-R10K	73,326	76,028	63,688	73,413	69,408	9.61%	-5.46%	-5.34%
R10.1K-R15K	81,476	89,604	89,271	106,655	92,647	12.82%	-13.13%	13.71%
> R15.1K	318,262	318,744	330,624	370,723	324,291	44.89%	-12.52%	1.89%
<b>Total</b>	<b>703,429</b>	<b>724,670</b>	<b>726,639</b>	<b>806,948</b>	<b>722,404</b>	<b>100.00%</b>	<b>-10.48%</b>	<b>2.70%</b>

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 84.71% and 44.89% respectively for the quarter ended March 2018.

## 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	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K	287,783	299,599	276,703	312,125	254,195
% share of credit granted	40.92%	41.35%	38.09%	38.68%	35.19%
R10.1K-R15K	133,647	138,600	140,153	151,759	136,796
% share of credit granted	19.00%	19.13%	19.29%	18.81%	18.94%
>R15K	281,875	286,400	309,666	342,994	331,361
% share of credit granted	40.08%	39.53%	42.62%	42.51%	45.87%
<b>Total number of unsecured credit</b>	<b>703,305</b>	<b>724,599</b>	<b>726,522</b>	<b>806,878</b>	<b>722,352</b>

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

Level of income	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K (R000)	4,349,471	4,385,844	4,286,216	4,920,124	4,071,012
% share of credit granted	21.68%	21.86%	19.23%	19.63%	17.53%
R10.1K-R15K (R000)	3,637,886	3,674,999	3,827,884	4,261,076	3,861,103
% share of credit granted	18.13%	18.32%	17.17%	17.00%	16.63%
>R15K (R000)	12,075,166	12,002,688	14,173,997	15,881,886	15,292,078
% share of credit granted	60.19%	59.82%	63.59%	63.37%	65.85%
<b>Total value of unsecured credit (R000)</b>	<b>20,062,522</b>	<b>20,063,531</b>	<b>22,288,097</b>	<b>25,063,086</b>	<b>23,224,193</b>

There was a decrease in the share of the number of unsecured credit agreements for individuals with a gross monthly income of “Up to R10k” from 38.68% for the quarter ended December 2017 to 35.19% for the quarter ended March 2018 as indicated in Table 5.5. There was an increase in the share of rand value of unsecured credit agreements granted to individuals with a gross monthly income of “Greater than R15k” from 63.37% to 65.85% for the same period as indicated in Table 5.6.

## 5.3 Gross debtors book – unsecured credit

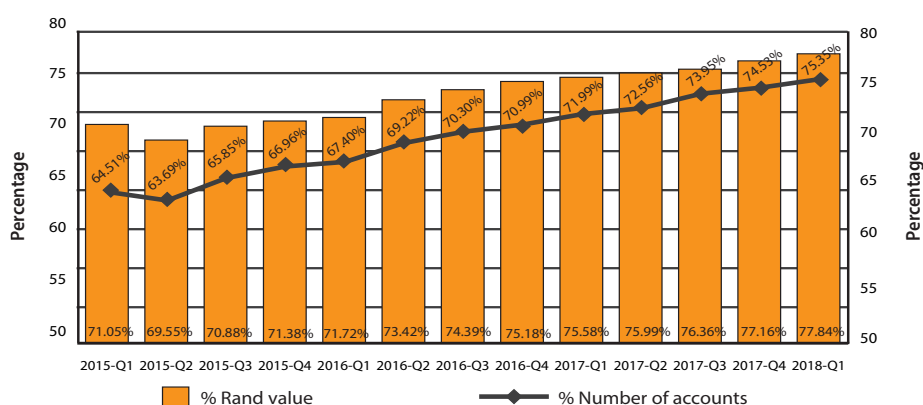
Table 5.7: Gross debtors book – unsecured credit

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	165,744,844	165,413,758	165,816,900	169,795,735	172,564,730	1.63%	4.11%
Number of accounts	5,551,788	5,308,068	5,278,144	5,134,866	5,041,592	-1.82%	-9.19%

The rand value of gross debtors book for unsecured credit increased by R2.77 billion (1.63%) q-o-q and by R6.82 billion (4.11%) on a y-o-y basis. The number of accounts decreased by 1.82% q-o-q and by 9.19% 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 77.16% for the quarter ended December 2017 to 77.84% for the quarter ended March 2018. The percentage (number) of accounts reported as “current” increased from 74.53% to 75.35% 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	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤1 Month	1,645,646	1,683,289	1,686,857	2,124,692	1,770,489	55.00%	-16.67%	7.59%
2-3 Months	184,462	210,148	203,052	223,414	222,302	6.91%	-0.50%	20.51%
4-6 Months	1,180,078	1,198,989	1,178,396	1,378,004	1,226,393	38.10%	-11.00%	3.92%
Total	3,010,186	3,092,426	3,068,306	3,726,109	3,219,184	100.00%	-13.60%	6.94%

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

Agreements per repayment period	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤1 Month	899 241	895 166	910 252	1 147 933	954 504	66.18%	-16.85%	6.15%
2-3 Months	71 479	81 170	80 483	85 137	87 401	6.06%	2.66%	22.28%
4-6 Months	395 313	411 231	406 438	466 585	400 296	27.76%	-14.21%	1.26%
Total	1 366 033	1 387 567	1 397 173	1 699 655	1 442 201	100.00%	-15.15%	5.58%



The majority of short-term credit agreements were for "Up to 1 month" for numbers and rand values for the quarter ended March 2018. The rand value of short-term credit decreased by R506.93 million (13.60%) q-o-q and increased by R209.00 million (6.94%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted decreased by 15.15% q-o-q but increased by 5.58% y-o-y as indicated in Table 6.2.

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

Agreements	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R1000	259,930	264,169	273,067	322,992	279,192	8.67%	-13.56%	7.41%
R1001-R2000	570,302	601,494	609,684	750,610	614,486	19.09%	-18.14%	7.75%
R2001-R3000	511,816	521,909	520,729	623,193	526,490	16.35%	-15.52%	2.87%
R3001-R5000	782,615	777,970	722,201	880,107	761,673	23.66%	-13.46%	-2.68%
R5001-R8000	885,523	926,884	942,626	1,149,207	1,037,343	32.22%	-9.73%	17.14%
<b>Total</b>	<b>3,010,186</b>	<b>3,092,426</b>	<b>3,068,306</b>	<b>3,726,109</b>	<b>3,219,184</b>	<b>100.00%</b>	<b>-13.60%</b>	<b>6.94%</b>

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

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R1000	441,331	442,061	459,395	549,757	472,029	32.73%	-14.14%	6.96%
R1001-R2000	387,641	405,322	410,234	509,092	415,686	28.82%	-18.35%	7.23%
R2001-R3000	202,632	206,422	205,800	247,600	209,234	14.51%	-15.50%	3.26%
R3001-R5000	197,601	193,842	180,424	220,470	190,361	13.20%	-13.66%	-3.66%
R5001-R8000	136,828	139,920	141,320	172,736	154,891	10.74%	-10.33%	13.20%
<b>Total</b>	<b>1,366,033</b>	<b>1,387,567</b>	<b>1,397,173</b>	<b>1,699,655</b>	<b>1,442,201</b>	<b>100.00%</b>	<b>-15.15%</b>	<b>5.58%</b>

All categories of short-term credit for both rand value and number experienced a q-o-q decrease 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	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K	713,633	783,661	757,374	957,629	772,442
% share of credit granted	52.24%	56.48%	54.22%	56.34%	53.56%
R10.1K-R15K	214,202	186,716	218,794	274,057	240,580
% share of credit granted	15.68%	13.46%	15.66%	16.12%	16.68%
>R15K	438,182	417,158	420,766	467,934	429,161
% share of credit granted	32.08%	30.06%	30.12%	27.53%	29.76%
<b>Total number of short-term credit</b>	<b>1,366,017</b>	<b>1,387,535</b>	<b>1,396,934</b>	<b>1,699,620</b>	<b>1,442,183</b>

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

Level of income	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R10K (R000)	1,240,763	1,288,933	1,267,221	1,580,367	1,257,277
% share of credit granted	41.22%	41.68%	41.31%	42.42%	39.06%
R10.1K-R15K (R000)	500,238	473,554	522,628	647,774	582,887
% share of credit granted	16.62%	15.31%	17.04%	17.39%	18.11%
>R15K (R000)	1,269,143	1,329,800	1,277,771	1,497,802	1,378,954
% share of credit granted	42.16%	43.00%	41.65%	40.20%	42.84%
<b>Total value of short-term credit (R000)</b>	<b>3,010,144</b>	<b>3,092,287</b>	<b>3,067,621</b>	<b>3,725,942</b>	<b>3,219,118</b>

There was a decrease in the share of the number of short-term credit agreements for individuals with a gross monthly income of “Up to R10k” from 56.34% for the quarter ended December 2017 to 53.56% for the quarter ended March 2018 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” increased from 40.20% to 42.84% for the same period as indicated in Table 6.6.

### 6.3 Gross debtors book – short-term credit

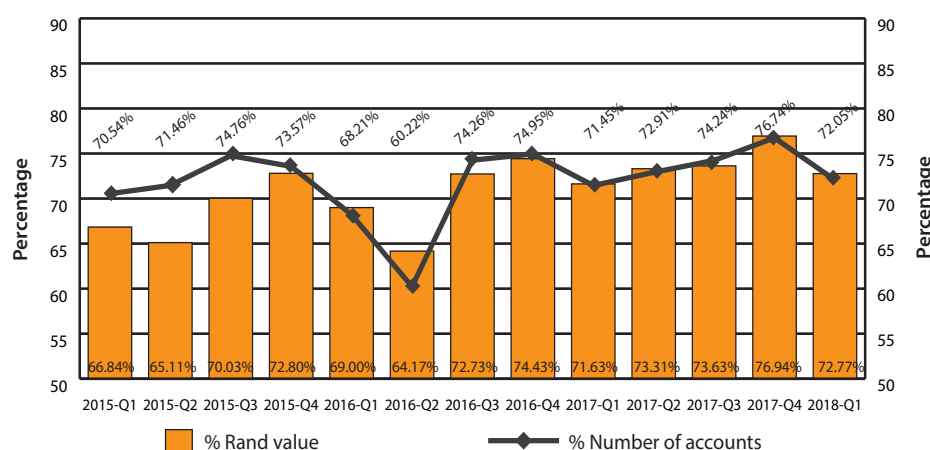
Table 6.7: Gross debtors book - short-term credit

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	2,666,933	2,563,122	2,539,149	2,684,322	2,589,924	-3.52%	-2.89%
Number of accounts	993,917	960,343	953,759	1,005,174	1,020,719	1.55%	2.70%

The rand value of the gross debtors book for short-term credit decreased by R94.40 million (3.52%) q-o-q and by R77.01 million (2.89%) on a y-o-y basis. The number of accounts increased by 1.55% q-o-q and by 2.70% 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" decreased from 76.94% for the quarter ended December 2017 to 72.77% for the quarter ended March 2018. The percentage (number) of accounts reported as "current" decreased from 76.74% to 72.05% 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	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)
<= 4 Months	22,840	3,524	9,448	1,235	23,879	1.51%	1833.25%
5-12 Months	285,480	45,654	59,601	40,106	312,315	19.78%	678.72%
12.1-24 Months	167,819	24,104	27,554	28,496	110,621	7.01%	288.20%
24.1-36 Months	75,408	32,768	29,188	44,181	105,327	6.67%	138.40%
> 36 months	4,423,092	5,508,222	2,231,608	1,599,158	1,026,941	65.03%	-35.78%
<b>Total</b>	<b>4,974,639</b>	<b>5,614,272</b>	<b>2,357,400</b>	<b>1,713,176</b>	<b>1,579,083</b>	<b>100.00%</b>	<b>-7.83%</b>

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

Number of agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q1 % Distribution	% Change (Q1/Q4)
<= 4 Months	1,582	265	770	134	1,673	3.91%	1148.51%
5-12 Months	16,110	2,794	4,546	1,588	14,557	34.02%	816.69%
12.1-24 Months	9,249	1,604	2,132	1,669	6,058	14.16%	262.97%
24.1-36 Months	3,007	1,455	1,398	1,820	4,202	9.82%	130.88%
> 36 months	121,226	126,368	48,450	32,117	16,302	38.10%	-49.24%
<b>Total</b>	<b>151,174</b>	<b>132,486</b>	<b>57,296</b>	<b>37,328</b>	<b>42,792</b>	<b>100.00%</b>	<b>14.64%</b>

The value of developmental credit granted decreased by R134.09 million (7.83%) for the quarter ended March 2018 as indicated in Table 7.1. The number of developmental credit agreements increased by 14.64% for the same period.

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

Rand value of agreements	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q1 % Distribution	% Change (Q1/Q4)
R0-R1500	1,195	636	720	484	969	0.06%	100.29%
R1501-R3000	8,497	5,023	6,033	3,087	5,327	0.34%	72.56%
R3.01K-R5K	25,359	10,117	11,848	6,240	11,972	0.76%	91.86%
R5.01K-R10K	156,713	68,993	43,392	71,955	45,292	2.87%	-37.06%
R10.1K-R20K_D	426,889	231,995	121,287	68,492	134,578	8.52%	96.49%
> R20K	4,355,559	5,297,508	2,174,121	1,562,917	1,380,944	87.45%	-11.64%
<b>Total</b>	<b>4,974,212</b>	<b>5,614,272</b>	<b>2,357,400</b>	<b>1,713,176</b>	<b>1,579,083</b>	<b>100.00%</b>	<b>-7.83%</b>

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

Number of agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q1 % Distribution	% Change (Q1/Q4)
R0-R1500	2,054	914	1,081	537	1,316	3.08%	145.07%
R1501-R3000	3,594	2,304	2,731	1,351	2,232	5.22%	65.21%
R3.01K-R5K	6,134	2,467	2,850	1,514	2,922	6.83%	93.00%
R5.01K-R10K	20,292	9,041	5,933	8,679	6,039	14.11%	-30.42%
R10.1K-R20K_D	28,312	15,338	8,193	4,525	9,050	21.15%	100.00%
> R20K	90,785	102,422	36,508	20,722	21,233	49.62%	2.47%
<b>Total</b>	<b>151,171</b>	<b>132,486</b>	<b>57,296</b>	<b>37,328</b>	<b>42,792</b>	<b>100.00%</b>	<b>14.64%</b>

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 87.45% in rand value and 49.62% in numbers for the quarter ended March 2018.

## 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	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
<=R10K	17,083	3,951	4,663	2,508	15,046
% share	54.26%	53.20%	46.40%	38.01%	54.20%
R10.1K-R15K	14,400	3,475	5,386	4,090	12,713
% share	45.74%	46.80%	53.60%	61.99%	45.80%
<b>Total number of developmental credit</b>	<b>31,483</b>	<b>7,426</b>	<b>10,049</b>	<b>6,598</b>	<b>27,759</b>

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

Level of income	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
<=R10K	768,124	447,771	118,518	365,562	702,321
% share	65.56%	69.07%	18.99%	52.24%	63.84%
R10.1K-R15K	403,493	200,534	505,663	334,233	397,845
% share	34.44%	30.93%	81.01%	47.76%	36.16%
<b>Total rand value of developmental credit</b>	<b>1,171,617</b>	<b>648,305</b>	<b>624,182</b>	<b>699,795</b>	<b>1,100,166</b>

The number of developmental credit agreements granted to individuals with a gross monthly income of “less than R10k” had the largest share of 54.20% 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 63.84% as indicated in Table 7.6.

## 7.3 Gross debtors book – developmental credit

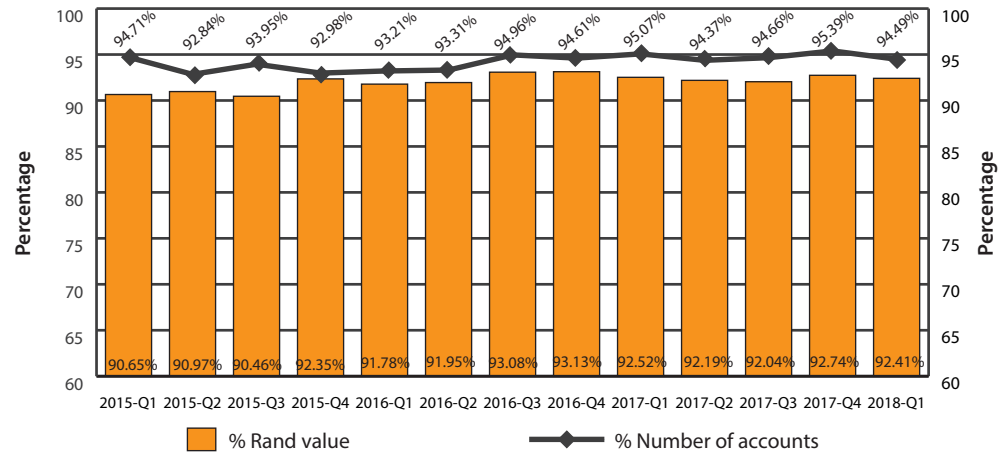
Table 7.7: Gross debtors book - developmental credit

Agreements	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	43,164,963	41,075,374	42,417,433	45,231,666	46,320,923	2.41%	7.31%
Number of accounts	1,276,215	1,053,969	1,167,165	1,061,766	1,074,467	1.20%	-15.81%

The rand value of the gross debtors book for developmental credit increased by R1.09 billion (2.41%) q-o-q and by R3.16 billion (7.31%) on a y-o-y basis. The number of accounts increased by 1.20% on a q-o-q and decreased by 15.81% 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” decreased from 92.74% for the quarter ended December 2017 to 92.41% for the quarter ended March 2018. The percentage (number) of accounts reported as “current” decreased from 95.39% to 94.49% for the same period as illustrated in Figure 7.1.

## 8. Definitions

Terms used in the report	Definition
<b>Applications received</b>	Includes solicited and unsolicited applications for credit.
<b>Credit facilities</b>	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.
<b>Credit transactions</b>	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.
<b>Gross debtors book</b>	The outstanding balances as at the end of the period including fees and interest that have been earned and capitalized to the debtors book.
<b>Mortgage agreements</b>	An agreement that is secured by a pledge of immovable property.
<b>Secured credit transactions</b>	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.
<b>Short-term credit transactions</b>	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.
<b>Unsecured credit transactions</b>	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.
<b>Developmental credit transactions</b>	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](http://www.ncr.org.za)

## 9. Appendix tables

### A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
Eastern Cape	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	7,021,403,648
Free State	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	4,885,889,441
Gauteng	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	52,192,436,477
Kwazulu-Natal	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	16,337,356,553
Limpopo	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	4,631,982,822
Mpumalanga	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	8,281,192,660
Northern Cape	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	2,232,439,427
North West	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	4,697,823,290
Western Cape	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	20,559,369,885
Other	402,609,034	901,460,731	854,271,675	520,271,361	675,111,266	683,158,245	791,710,058	635,105,657	780,362,219
<b>Total</b>	<b>108,331,207,004</b>	<b>108,320,278,432</b>	<b>117,512,807,549</b>	<b>123,402,688,583</b>	<b>116,459,160,715</b>	<b>120,082,755,186</b>	<b>123,638,901,309</b>	<b>135,711,451,296</b>	<b>121,620,256,422</b>

### B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
≤R1500	1,746,603	2,017,006	1,520,084	1,390,839	1,567,699	1,621,555	1,276,188	1,174,247	1,096,613
R1500-R3000	16,043,096	23,035,732	20,507,915	15,978,910	10,270,177	13,474,542	9,400,363	10,634,763	8,681,260
R3.1K-R5K	56,952,804	53,713,372	59,821,021	79,963,787	64,309,219	66,245,504	66,528,596	84,855,218	56,226,913
R5.1K-R10K	336,458,476	348,226,946	346,094,668	494,965,238	335,422,139	361,429,238	349,056,454	457,550,258	305,250,979
R10.1K-R20K	342,711,806	358,762,338	399,575,981	620,556,309	394,418,021	454,948,185	454,161,680	659,219,448	396,047,601
R20.1K-R40K	229,644,263	238,808,974	252,335,971	389,472,186	291,946,438	297,177,895	299,886,219	437,949,924	266,659,984
R40.1K-R60K	209,305,684	195,490,152	192,007,468	317,638,665	215,492,009	188,268,290	183,258,561	206,994,945	165,102,379
R60.1K-R100K	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	787,238,076
R101K-R150K	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	3,101,627,247
R151K-R200K	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	5,568,538,576
R201K-R400K	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	16,415,069,389
>R400K	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	14,408,340,775
<b>Total</b>	<b>34,162,984,130</b>	<b>35,956,470,714</b>	<b>37,566,481,171</b>	<b>42,187,683,608</b>	<b>38,817,928,453</b>	<b>39,162,274,504</b>	<b>42,250,237,578</b>	<b>46,367,037,838</b>	<b>41,479,879,792</b>

Table 3: Number of agreements for secured credit granted

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
≤R1500	1,525	1,692	1,371	1,304	1,349	1,378	1,335	1,042	980
R1500-R3000	6,721	9,480	8,452	6,625	4,450	5,606	4,013	4,449	3,702
R3.1K-R5K	14,139	13,266	14,955	20,207	15,921	16,945	16,641	20,843	13,625
R5.1K-R10K	45,927	47,474	46,637	66,498	45,429	48,630	46,968	61,164	40,830
R10.1K-R20K	24,980	26,473	29,423	45,352	28,828	33,253	33,040	47,597	28,854
R20.1K-R40K	8,398	8,764	9,337	14,539	10,722	10,980	11,102	16,338	10,241
R40.1K-R60K	4,154	3,883	3,814	4,299	4,314	3,778	3,698	4,207	3,764
R60.1K-R100K	12,434	12,304	11,912	11,405	12,177	10,447	10,366	10,461	10,240
R101K-R150K	28,138	27,259	27,988	27,824	26,919	25,849	26,480	26,555	24,718
R151K-R200K	27,725	28,439	29,091	31,560	28,885	29,445	31,590	33,386	31,996
R201K-R400K	47,071	50,318	52,804	57,664	53,716	54,942	59,055	64,523	59,163
>R400K	16,312	17,789	19,213	21,492	20,657	20,263	22,827	26,749	23,427
<b>Total</b>	<b>237,524</b>	<b>247,141</b>	<b>254,997</b>	<b>308,769</b>	<b>253,367</b>	<b>261,516</b>	<b>267,115</b>	<b>317,314</b>	<b>251,540</b>

## C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
R0-R3500	150,000		1,938,707	230,700	41,780,527	1,119,702	1,824,430	3,231,167	46,588
R3501-R5500	4,685,580	3,826,350	3,142,167	2,473,200	5,775,150	2,289,051	2,835,930	3,443,967	1,554,534
R5501-R7500	33,387,351	35,648,052	52,625,012	59,158,065	58,460,448	77,361,828	73,959,365	82,092,818	46,775,075
R7501-R10K	81,093,568	82,439,149	78,278,475	68,510,401	54,759,972	68,450,933	66,584,471	61,165,039	36,969,088
R10.1K-R15K	614,843,078	645,553,364	663,644,524	556,567,075	438,442,066	480,003,337	674,666,822	473,239,882	392,054,640
>R15K	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	34,917,724,265
<b>Total</b>	<b>33,117,939,684</b>	<b>35,866,319,759</b>	<b>36,578,162,635</b>	<b>37,342,883,398</b>	<b>34,266,116,974</b>	<b>36,807,711,075</b>	<b>37,536,099,621</b>	<b>41,306,047,585</b>	<b>35,395,124,190</b>

Table 5: Number of mortgages granted by income category

Income Category	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
R0-R3500	2		4	2	7	5	5	4	1
R3501-R5500	20	20	23	11	13	12	15	16	11
R5501-R7500	110	128	134	130	116	167	164	164	98
R7501-R10K	312	301	278	234	188	210	201	199	124
R10.1K-R15K	1,809	1,901	1,908	1,568	1,228	1,320	1,538	1,252	1,080
>R15K	34,229	36,491	36,490	37,596	34,467	35,874	36,339	39,963	34,166
<b>Total</b>	<b>36,482</b>	<b>38,841</b>	<b>38,837</b>	<b>39,541</b>	<b>36,019</b>	<b>37,588</b>	<b>38,262</b>	<b>41,598</b>	<b>35,480</b>

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

Income Category	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
R0-R3500	279,626,352	293,287,745	294,227,578	457,416,750	279,844,579	311,893,466	310,363,474	437,961,404	257,256,822
R3501-R5500	162,798,481	165,365,083	174,031,882	263,638,978	188,704,433	207,538,836	211,046,419	293,612,180	191,010,364
R5501-R7500	286,493,999	278,853,564	272,039,610	316,417,099	279,114,170	305,998,281	322,692,273	379,379,951	294,660,800
R7501-R10K	785,942,781	766,877,482	757,604,596	824,194,962	797,620,673	832,589,438	825,440,801	932,239,439	793,338,906
R10.1K-R15K	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	2,772,458,830
>R15K	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	36,456,574,803
<b>Total</b>	<b>33,349,608,978</b>	<b>35,153,728,545</b>	<b>36,838,630,952</b>	<b>41,375,756,210</b>	<b>37,902,559,536</b>	<b>38,446,035,943</b>	<b>41,291,530,032</b>	<b>45,569,597,700</b>	<b>40,765,300,525</b>



Table 7: Number of secured credit granted by income category

Income Category	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
R0-R3500	35,279	36,296	36,506	55,715	34,064	37,211	37,455	52,181	30,555
R3501-R5500	15,066	15,541	16,420	25,069	16,887	18,553	18,494	25,544	16,934
R5501-R7500	10,722	10,524	11,219	15,887	11,212	12,106	12,086	16,005	10,905
R7501-R10K	14,206	13,969	14,356	18,464	14,126	15,370	14,647	18,180	13,588
R10.1K-R15K	28,526	29,339	28,974	34,062	28,395	30,545	30,384	35,488	27,881
>R15K	130,781	138,931	145,107	157,225	146,236	145,374	151,743	167,490	149,493
<b>Total</b>	<b>234,580</b>	<b>244,600</b>	<b>252,582</b>	<b>306,422</b>	<b>250,920</b>	<b>259,159</b>	<b>264,809</b>	<b>314,888</b>	<b>249,356</b>

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

Income Category	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
R0-R3500	880,133,424	817,747,418	824,303,677	736,356,799	768,054,864	913,810,507	907,110,614	948,870,251	747,928,752
R3501-R5500	580,931,002	668,085,120	731,202,009	734,943,847	669,240,959	773,180,997	862,480,140	910,315,660	723,690,596
R5501-R7500	475,758,626	530,685,490	578,006,301	593,942,453	556,483,375	635,059,254	666,735,720	684,789,210	570,042,698
R7501-R10K	647,270,021	684,848,961	724,816,959	784,325,898	756,416,377	837,066,814	848,150,510	872,705,652	746,132,412
R10.1K-R15K	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	1,334,865,070
>R15K	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	11,901,515,023
<b>Total</b>	<b>12,959,938,808</b>	<b>11,707,666,084</b>	<b>13,150,951,941</b>	<b>14,514,939,044</b>	<b>14,934,982,598</b>	<b>14,812,230,070</b>	<b>15,825,800,023</b>	<b>16,950,881,177</b>	<b>16,024,174,551</b>

Table 9: Number of credit facilities granted by income category

Income Category	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
R0-R3500	648,505	630,635	584,531	583,975	517,388	609,506	589,134	582,079	478,406
R3501-R5500	237,728	300,256	298,218	282,982	226,719	259,687	315,309	277,389	235,713
R5501-R7500	158,326	191,171	188,144	178,445	148,888	167,479	194,891	171,486	150,180
R7501-R10K	171,478	194,233	192,453	182,796	159,822	177,465	204,485	178,734	161,530
R10.1K-R15K	230,386	246,855	251,725	239,226	219,890	241,640	277,924	240,388	224,420
>R15K	511,498	524,264	558,849	564,014	557,835	578,863	727,383	639,523	649,348
<b>Total</b>	<b>1,957,921</b>	<b>2,087,414</b>	<b>2,073,920</b>	<b>2,031,438</b>	<b>1,830,542</b>	<b>2,034,640</b>	<b>2,309,126</b>	<b>2,089,599</b>	<b>1,899,597</b>

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

Income Category	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
R0-R3500	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	401,916,858
R3501-R5500	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	841,818,405
R5501-R7500	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	1,089,928,789
R7501-R10K	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	1,737,348,050
R10.1K-R15K	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	3,861,102,982
>R15K	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	15,292,077,998
<b>Total</b>	<b>18,876,416,455</b>	<b>20,601,482,015</b>	<b>22,646,136,970</b>	<b>23,050,792,814</b>	<b>20,062,522,464</b>	<b>20,063,531,166</b>	<b>22,288,097,414</b>	<b>25,063,086,019</b>	<b>23,224,193,082</b>

Table 11: Number of unsecured credit granted by income category

Income Category	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
R0-R3500	111,876	92,892	86,151	80,717	54,130	45,796	39,467	47,998	32,990
R3501-R5500	104,368	102,046	101,142	102,517	79,971	88,864	81,798	92,564	72,932
R5501-R7500	87,488	84,117	81,478	82,979	70,296	76,429	71,100	79,369	67,245
R7501-R10K	102,646	99,526	98,084	98,336	83,386	88,510	84,338	92,194	81,028
R10.1K-R15K	145,923	147,231	147,812	149,978	133,647	138,601	140,153	151,759	136,796
>R15K	320,987	293,575	288,512	299,070	281,875	286,400	309,666	342,994	331,361
<b>Total</b>	<b>873,288</b>	<b>819,387</b>	<b>803,179</b>	<b>813,597</b>	<b>703,305</b>	<b>724,600</b>	<b>726,522</b>	<b>806,878</b>	<b>722,352</b>

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

Income Category	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
R0-R3500	352,199,082	393,091,760	372,094,384	401,731,545	290,470,503	294,244,506	248,942,096	276,715,791	206,262,237
R3501-R5500	396,434,227	414,711,004	418,296,210	402,880,501	321,191,909	361,519,400	351,928,170	493,730,085	347,858,099
R5501-R7500	354,881,354	345,950,375	352,019,695	348,853,261	296,986,513	310,335,499	319,513,968	406,528,984	347,748,378
R7501-R10K	397,764,817	368,273,527	361,824,400	373,696,175	332,114,155	322,833,866	346,837,193	403,391,970	355,408,602
R10.1K-R15K	588,664,141	518,983,153	507,760,288	540,903,607	500,237,925	473,553,642	522,627,803	647,773,634	582,886,852
>R15K	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	1,378,953,834
<b>Total</b>	<b>3,214,333,676</b>	<b>2,919,344,552</b>	<b>3,129,386,220</b>	<b>3,396,684,642</b>	<b>3,010,143,864</b>	<b>3,092,286,999</b>	<b>3,067,620,725</b>	<b>3,725,942,202</b>	<b>3,219,118,002</b>

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

Income Category	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
R0-R3500	256,784	274,396	257,360	282,599	221,075	270,987	224,382	253,861	200,981
R3501-R5500	240,928	219,617	219,706	216,065	187,779	215,904	209,667	302,841	227,816
R5501-R7500	185,423	157,086	162,761	164,122	150,536	152,991	161,704	217,505	184,741
R7501-R10K	193,976	157,230	157,273	164,445	154,243	143,779	161,621	183,422	158,904
R10.1K-R15K	258,797	205,460	209,694	225,068	214,202	186,716	218,794	274,057	240,580
>R15K	373,855	282,474	387,508	459,792	438,182	417,158	420,766	467,934	429,161
<b>Total</b>	<b>1,509,763</b>	<b>1,296,263</b>	<b>1,394,302</b>	<b>1,512,091</b>	<b>1,366,017</b>	<b>1,387,535</b>	<b>1,396,934</b>	<b>1,699,620</b>	<b>1,442,183</b>

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

Income Category	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
R0-R1500	12,703,397	2,069,062	1,531,971	376,976	12,159,034	831,232	1,713,416	257,629	12,266,600
R1501-R3500	17,783,398	3,547,055	2,630,176	2,256,503	18,355,812	1,433,494	2,511,613	348,738	18,279,764
R3501-R5500	43,250,680	8,192,231	7,094,391	4,046,749	44,467,387	3,380,787	6,328,813	1,091,058	41,194,756
R5501-R7500	92,087,941	14,263,798	14,468,441	8,900,923	94,363,931	10,260,347	14,826,919	5,031,549	88,089,409
R7501-R10K	533,500,245	476,611,059	410,364,765	576,103,160	598,777,497	431,864,756	93,137,458	358,832,860	542,490,787
R10.1K-R15K	348,876,917	248,999,577	280,128,027	309,726,208	403,492,899	200,534,281	505,663,407	334,233,323	397,844,871
<b>Total</b>	<b>1,048,202,578</b>	<b>753,682,782</b>	<b>716,217,771</b>	<b>901,410,519</b>	<b>1,171,616,560</b>	<b>648,304,897</b>	<b>624,181,626</b>	<b>699,795,157</b>	<b>1,100,166,187</b>

Table 15: Number of developmental credit granted by income category

Income Category	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
R0-R1500	597	215	143	94	547	110	149	49	569
R1501-R3500	855	310	255	196	765	102	196	34	738
R3501-R5500	2,325	624	617	333	2,086	267	516	103	1,759
R5501-R7500	5,841	1,816	1,581	1,131	5,336	1,444	1,566	818	4,678
R7501-R10K	9,085	2,522	2,612	3,018	8,349	2,028	2,236	1,504	7,302
R10.1K-R15K	13,042	3,730	6,364	1,993	14,400	3,475	5,386	4,090	12,713
<b>Total</b>	<b>31,745</b>	<b>9,217</b>	<b>11,572</b>	<b>6,765</b>	<b>31,483</b>	<b>7,426</b>	<b>10,049</b>	<b>6,598</b>	<b>27,759</b>

## D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
Current	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	834,753,411,292
30 Days	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	26,785,050,590
31-60 Days	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	13,612,644,616
61-90 Days	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	7,186,984,894
91-120 Days	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	4,807,732,010
120+ Days	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	26,636,257,345
<b>Total</b>	<b>863,372,793,281</b>	<b>866,070,424,089</b>	<b>867,252,539,679</b>	<b>875,294,486,645</b>	<b>884,058,970,380</b>	<b>889,107,005,072</b>	<b>895,400,798,446</b>	<b>904,116,897,969</b>	<b>913,782,080,747</b>

Table 17: Age analysis of accounts – mortgages

Ageing	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
Current	1,609,993	1,599,405	1,593,419	1,592,237	1,583,877	1,571,192	1,572,693	1,570,933	1,562,089
30 Days	74,076	71,622	67,449	63,196	62,981	62,491	60,534	59,682	58,659
31-60 Days	25,560	25,481	25,367	22,992	23,987	26,840	23,760	22,206	25,229
61-90 Days	14,692	15,060	13,943	12,981	12,895	15,268	13,024	12,337	13,354
91-120 Days	9,909	10,107	9,701	9,616	10,305	10,327	10,614	10,540	9,696
120+ Days	49,366	49,414	47,943	49,333	51,561	50,318	49,607	49,405	53,145
<b>Total</b>	<b>1,783,596</b>	<b>1,771,089</b>	<b>1,757,822</b>	<b>1,750,355</b>	<b>1,745,606</b>	<b>1,736,436</b>	<b>1,730,232</b>	<b>1,725,103</b>	<b>1,722,172</b>

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

Ageing	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
Current	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	371,888,228,168
30 Days	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	16,045,273,540
31-60 Days	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	6,289,514,140
61-90 Days	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	2,791,312,374
91-120 Days	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	2,227,371,310
120+ Days	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	13,319,009,825
<b>Total</b>	<b>370,506,280,978</b>	<b>374,586,638,412</b>	<b>379,052,288,914</b>	<b>384,923,862,073</b>	<b>389,388,153,175</b>	<b>392,968,761,764</b>	<b>398,630,776,890</b>	<b>406,524,960,713</b>	<b>412,560,709,357</b>

Table 19: Age analysis of accounts – secured credit

Ageing	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
Current	2,790,143	2,602,972	2,573,322	2,562,699	2,566,018	2,551,759	2,727,875	2,562,671	2,628,598
30 Days	317,591	338,544	311,465	303,769	292,780	282,595	247,215	274,129	213,837
31-60 Days	154,767	155,329	143,448	139,681	128,398	119,730	109,725	125,376	114,329
61-90 Days	107,159	98,907	87,488	83,712	78,929	74,865	60,996	76,211	73,558
91-120 Days	88,991	99,486	93,928	88,797	65,587	62,507	51,432	60,087	59,208
120+ Days	553,303	598,643	626,064	628,178	574,826	580,111	443,238	579,555	535,382
<b>Total</b>	<b>4,011,954</b>	<b>3,893,881</b>	<b>3,835,715</b>	<b>3,806,836</b>	<b>3,706,538</b>	<b>3,671,567</b>	<b>3,640,481</b>	<b>3,678,029</b>	<b>3,624,912</b>

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

Ageing	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
Current	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	192,703,637,792
30 Days	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	11,287,144,521
31-60 Days	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	4,506,516,955
61-90 Days	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	2,754,826,382
91-120 Days	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	2,701,129,761
120+ Days	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	15,781,372,174
<b>Total</b>	<b>219,202,997,278</b>	<b>218,996,855,582</b>	<b>217,909,982,164</b>	<b>221,474,816,727</b>	<b>223,578,066,594</b>	<b>224,996,900,795</b>	<b>224,189,718,354</b>	<b>227,146,603,012</b>	<b>229,734,627,585</b>

Table 21: Age analysis of accounts – credit facilities

Ageing	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
Current	18,684,929	18,785,220	18,615,386	18,593,085	18,198,277	18,128,511	18,460,847	18,320,423	17,905,534
30 Days	2,463,909	2,263,093	2,228,869	2,303,944	2,280,170	2,142,905	2,105,741	2,261,782	2,182,464
31-60 Days	1,022,006	883,740	855,106	819,860	952,359	852,579	776,930	775,013	843,149
61-90 Days	660,079	615,145	584,720	543,923	609,039	569,164	517,539	499,806	555,636
91-120 Days	470,170	503,364	471,357	450,707	453,888	481,632	424,291	676,529	460,029
120+ Days	2,837,415	2,918,324	2,972,314	2,918,733	2,939,794	3,073,823	3,118,636	2,845,592	2,869,539
<b>Total</b>	<b>26,138,508</b>	<b>25,968,886</b>	<b>25,727,752</b>	<b>25,630,252</b>	<b>25,433,527</b>	<b>25,248,614</b>	<b>25,403,984</b>	<b>25,379,145</b>	<b>24,816,351</b>

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

Ageing	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
Current	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	134,317,761,301
30 Days	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	6,009,002,362
31-60 Days	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	3,332,996,827
61-90 Days	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	2,395,200,774
91-120 Days	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	2,095,362,306
120+ Days	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	24,414,405,991
<b>Total</b>	<b>165,164,069,360</b>	<b>162,722,321,136</b>	<b>163,168,261,701</b>	<b>164,640,466,779</b>	<b>165,744,844,261</b>	<b>165,413,757,694</b>	<b>165,816,900,235</b>	<b>169,795,734,942</b>	<b>172,564,729,561</b>

Table 23: Age analysis of accounts – unsecured credit

Ageing	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
Current	4,307,297	4,248,085	4,141,408	4,066,317	3,996,610	3,851,727	3,903,288	3,826,798	3,798,923
30 Days	419,749	368,634	295,643	283,374	272,703	246,971	225,569	229,696	223,255
31-60 Days	199,358	181,741	170,351	152,631	161,326	141,926	131,269	119,665	124,554
61-90 Days	132,491	138,823	125,617	114,593	111,079	105,016	94,318	88,109	89,240
91-120 Days	98,479	128,711	130,395	130,031	90,857	83,894	81,358	78,568	75,866
120+ Days	1,233,665	1,070,726	1,028,046	981,207	919,213	878,534	842,342	792,030	729,754
<b>Total</b>	<b>6,391,039</b>	<b>6,136,720</b>	<b>5,891,460</b>	<b>5,728,153</b>	<b>5,551,788</b>	<b>5,308,068</b>	<b>5,278,144</b>	<b>5,134,866</b>	<b>5,041,592</b>

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

Ageing	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)
Current	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	1,884,787,971
30 Days	324,226,980	229,910,970	190,096,053	188,437,144	182,307,452	158,722,872	157,635,869	163,602,390	169,230,311
31-60 Days	176,643,931	131,695,111	128,471,166	121,913,290	127,129,839	102,080,913	97,127,674	100,841,734	116,645,373
61-90 Days	145,061,096	110,291,674	99,964,511	94,313,568	100,291,334	81,495,540	77,918,967	72,422,633	85,305,028
91-120 Days	80,325,174	94,436,131	81,435,682	77,250,218	68,977,757	61,236,049	58,864,253	57,831,387	65,395,588
120+ Days	232,016,572	520,166,313	271,506,178	269,415,234	277,979,311	280,446,525	278,009,799	224,186,543	268,560,123
<b>Total</b>	<b>3,091,249,905</b>	<b>3,032,470,995</b>	<b>2,828,860,380</b>	<b>2,937,780,664</b>	<b>2,666,932,545</b>	<b>2,563,121,879</b>	<b>2,539,148,531</b>	<b>2,684,322,088</b>	<b>2,589,924,394</b>

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

Ageing	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
Current	765,919	763,648	809,028	811,516	710,109	700,196	708,075	771,363	735,440
30 Days	119,236	102,422	84,571	76,272	72,802	64,133	62,709	64,635	77,333
31-60 Days	56,482	48,121	54,037	51,666	57,403	47,929	43,228	45,713	56,815
61-90 Days	43,216	35,100	35,470	34,759	38,304	33,250	30,579	29,592	35,554
91-120 Days	22,663	26,714	23,797	25,040	27,294	22,277	20,583	19,236	25,706
120+ Days	115,431	292,078	82,558	83,529	88,005	92,558	88,585	74,635	89,871
<b>Total</b>	<b>1,122,947</b>	<b>1,268,083</b>	<b>1,089,461</b>	<b>1,082,782</b>	<b>993,917</b>	<b>960,343</b>	<b>953,759</b>	<b>1,005,174</b>	<b>1,020,719</b>

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

Ageing	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
Current	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	42,803,941,945
30 Days	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	1,026,214,924
31-60 Days	261,817,852	312,060,411	321,304,425	347,623,234	411,821,267	417,633,419	424,613,002	401,230,446	453,353,077
61-90 Days	146,472,925	164,413,912	157,898,064	162,489,814	178,293,353	238,211,612	226,766,385	207,320,409	226,558,391
91-120 Days	110,641,815	113,461,451	122,061,311	126,698,402	138,181,351	167,553,191	188,579,809	180,188,188	165,204,710
120+ Days	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	1,645,649,942
<b>Total</b>	<b>36,885,125,153</b>	<b>37,882,940,979</b>	<b>41,344,464,624</b>	<b>42,494,802,043</b>	<b>43,164,963,345</b>	<b>41,075,373,893</b>	<b>42,417,432,931</b>	<b>45,231,666,346</b>	<b>46,320,922,989</b>

Table 27: Age analysis of accounts – developmental credit

Ageing	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1
Current	1,063,554	1,060,396	1,100,541	1,111,832	1,213,359	994,602	1,104,831	1,012,780	1,015,293
30 Days	24,449	26,302	6,959	6,248	6,847	5,570	5,121	4,564	5,159
31-60 Days	7,786	8,689	7,237	8,223	8,108	8,756	8,925	7,729	8,112
61-90 Days	4,651	5,431	4,809	6,213	4,720	5,665	6,023	6,237	4,423
91-120 Days	3,999	4,066	3,953	5,129	3,754	4,436	4,726	5,018	3,284
120+ Days	36,601	31,508	35,504	37,558	39,427	34,940	37,539	25,438	38,196
<b>Total</b>	<b>1,141,040</b>	<b>1,136,392</b>	<b>1,159,003</b>	<b>1,175,203</b>	<b>1,276,215</b>	<b>1,053,969</b>	<b>1,167,165</b>	<b>1,061,766</b>	<b>1,074,467</b>

