

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.

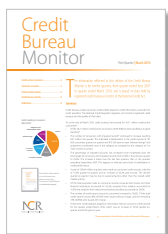
The total value of new credit granted increased from R121.62 billion to R131.65 billion for the quarter ended June 2018, an increase of 8.25% when compared to the previous quarter and an increase of 9.63% year on year. The number of applications for credit increased from 10.49 million to 11.10 million in June 2018, representing an increase of 5.79% for the quarter. The rejection rate for applications was 50.06%.

The Banks' share of total credit granted was R101.62 billion (77.19%), Retailers R5.83 billion (4.43%), Non-Bank financiers R10.37 billion (7.88%) and "Other credit providers" R13.82 billion (10.50%). 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 June 2018 was R1.80 trillion, representing a quarter-on-quarter growth of 1.14%. The number of accounts increased by 0.81% for the quarter ended June 2018. Mortgages accounted for R922.22 billion (51.30%); "Secured credit agreements" for R416.06 billion (23.14%); Credit facilities for R231.27 billion (12.86%); Unsecured credit for R178.58 billion (9.93%); Developmental credit for R47.03 billion (2.62%) and Short-term credit for R2.61 billion (0.14%) of the total gross debtors book.

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

- The value of mortgages granted increased by 13.50% quarter-on-quarter from R35.40 billion to R40.17 billion;
- Secured credit granted increased from R41.48 billion for March 2018 to R41.54 billion for June 2018



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(a quarter-on-quarter increase of 0.15%);

- Unsecured credit agreements increased from R23.23 billion to R26.00 billion for June 2018 (a quarter-on-quarter increase of 11.95%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased from R16.72 billion to R18.62 billion for June 2018 (a quarter-on-quarter increase of 11.35%);
- Short-term credit showed a quarter-on-quarter increase of 11.19% from R3.22 billion to R3.58 billion;
- Developmental credit showed a quarter-on-quarter increase of 9.78% from R1.58 billion to R1.73 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 30 June 2018 (2018-Q2).

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 June 2017 to the quarter ended June 2018 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended March 2018 to the quarter ended June 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 R20.21 billion (1.14%) for the quarter ended June 2018. The value of credit granted to consumers increased by R10.03 billion (8.25%) from R121.62 billion to R131.65 billion for the quarter ended June 2018.

Figure 1.1 Total credit granted and gross debtors book June 2018

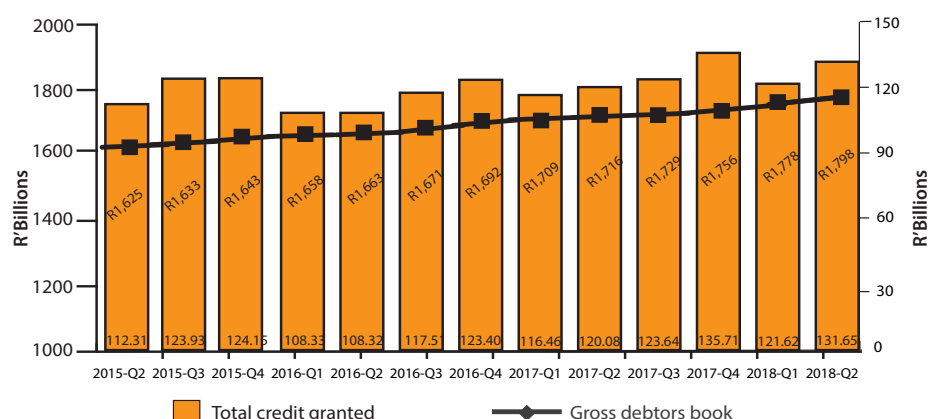


Table 1.1: Credit granted

Agreements	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	% Change (Q2/Q1)	% Change (Y/Y)
Credit transactions	104,767,016	107,507,669	118,202,320	104,899,218	113,029,491	7.75%	7.89%
Credit facilities	15,315,739	16,131,232	17,509,131	16,721,039	18,618,394	11.35%	21.56%
Total	120,082,755	123,638,901	135,711,451	121,620,256	131,647,885	8.25%	9.63%

1.1 Credit granted

The value of consumer credit granted for the quarter ended June 2018 showed an increase of R10.03 billion (8.25%) when compared to the quarter ended March 2018 as depicted in Table 1.1. On a y-o-y basis the value of credit granted increased by R11.57 billion (9.63%).

Table 1.2: Credit granted – number of agreements

Agreements	2017-Q2 000	2017-Q3 000	2017-Q4 000	2018-Q1 000	2018-Q2 000	% Change (Q2/Q1)	% Change (Y/Y)
Number of credit transactions	2,544	2,486	2,903	2,494	2,794	12.03%	9.85%
Number of credit facilities	2,038	2,312	2,093	1,904	2,256	18.53%	10.72%
Total	4,582	4,799	4,996	4,398	5,051	14.84%	10.24%

The total number of credit agreements entered into was 5.05 million for the quarter ended June 2018. This was an increase of 14.84% 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 10.24%.

Table 1.3: Credit granted – per industry

Agreements	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Banks	89,094,877	94,376,982	104,011,413	94,655,693	101,619,539	77.19%	7.36%	14.06%
Non-bank vehicle financiers	10,985,434	11,124,874	12,291,821	10,911,534	10,373,091	7.88%	-4.93%	-5.57%
Retailers	4,706,838	4,832,402	5,583,938	4,289,789	5,830,654	4.43%	35.92%	23.88%
Other credit providers	15,295,605	13,304,644	13,824,280	11,763,241	13,824,601	10.50%	17.52%	-9.62%
Total	120,082,755	123,638,901	135,711,451	121,620,256	131,647,885	100.00%	8.25%	9.63%

Banks accounted for 77.19% of the total value of credit granted for the quarter ended June 2018 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (7.88%), retailers (4.43%) and other credit providers (10.50%).

Table 1.4: Number of applications received and rejected

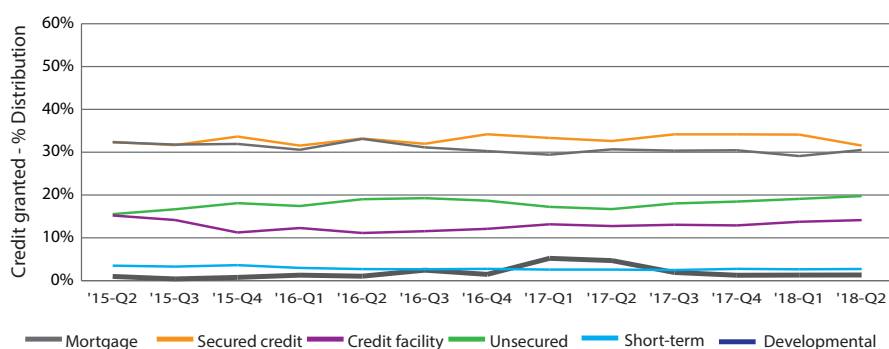
Agreements	2017-Q2 000	2017-Q3 000	2017-Q4 000	2018-Q1 000	2018-Q2 000	% Change (Q2/Q1)	% Change (Y/Y)
Number of applications received	9,392	9,875	10,485	10,489	11,096	5.79%	18.14%
Number of applications rejected	4,767	5,075	5,216	5,091	5,555	9.11%	16.52%
% of applications rejected	50.76%	51.39%	49.74%	48.54%	50.06%		

The rejection rate increased from 48.54% for the quarter ended March 2018 to 50.06% for the quarter ended June 2018 as indicated in Table 1.4. The number of applications received increased by 5.79% and number of applications rejected increased by 9.11% for the quarter ended June 2018.

Table 1.5: Credit granted – credit type

Agreements	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Mortgages	36,832,457	37,538,937	41,330,905	35,395,124	40,174,780	30.52%	13.50%	9.07%
Secured credit	39,162,275	42,250,238	46,367,038	41,479,880	41,541,094	31.55%	0.15%	6.07%
Credit facilities	15,315,739	16,131,232	17,509,131	16,721,039	18,618,394	14.14%	11.35%	21.56%
Unsecured credit	20,065,586	22,292,789	25,065,092	23,225,946	26,000,787	19.75%	11.95%	29.58%
Short-term credit	3,092,426	3,068,306	3,726,109	3,219,184	3,579,352	2.72%	11.19%	15.75%
Developmental credit	5,614,272	2,357,400	1,713,176	1,579,083	1,733,479	1.32%	9.78%	-69.12%
Total	120,082,755	123,638,901	135,711,451	121,620,256	131,647,885	100.00%	8.25%	9.63%

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted increased from R23.23 billion for the quarter ended March 2018 to R26.00 billion for the quarter ended June 2018 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted increased from R35.40 billion for the quarter ended March 2018 to R40.17 billion for the quarter ended June 2018.

Table 1.6: Gross debtors book – credit type

Agreements	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Mortgages	889,107,005	895,400,798	904,116,898	913,782,081	922,220,713	51.30%	0.92%	3.72%
Secured credit	392,968,762	398,630,777	406,524,961	412,560,709	416,055,008	23.14%	0.85%	5.87%
Credit facilities	224,996,901	224,189,718	227,146,603	229,734,628	231,272,171	12.86%	0.67%	2.79%
Unsecured credit	165,413,758	165,816,900	169,795,735	172,564,730	178,577,268	9.93%	3.48%	7.96%
Short-term credit	2,563,122	2,539,149	2,684,322	2,589,924	2,605,598	0.14%	0.61%	1.66%
Developmental Credit	41,075,374	42,417,433	45,231,666	46,320,923	47,034,518	2.62%	1.54%	14.51%
Total	1,716,124,921	1,728,994,775	1,755,500,185	1,777,552,995	1,797,765,277	100.00%	1.14%	4.76%

There was a q-o-q growth of R20.21 billion (1.14%) in the value of gross debtors book for the period ended June 2018 as indicated in Table 1.6. The corresponding y-o-y growth was R81.64 billion (4.76%). The Mortgage credit book grew by R8.44 billion (0.92%) q-o-q and by R33.11 billion (3.72%) on a y-o-y basis. The Secured book grew by R3.49 billion (0.85%) q-o-q and by R23.09 billion (5.87%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Banks	1,406,740,809	1,414,769,864	1,432,666,859	1,452,195,706	1,469,648,221	81.75%	1.20%	4.47%
Retailers	36,704,550	36,318,024	38,252,813	36,564,340	36,808,771	2.05%	0.67%	0.28%
Non-bank vehicle financiers	101,294,876	103,039,092	104,645,811	106,589,824	107,281,112	5.97%	0.65%	5.91%
Other credit providers	171,384,687	174,867,796	179,934,702	182,203,124	184,027,173	10.24%	1.00%	7.38%
Total	1,716,124,921	1,728,994,775	1,755,500,185	1,777,552,995	1,797,765,277	100.00%	1.14%	4.76%

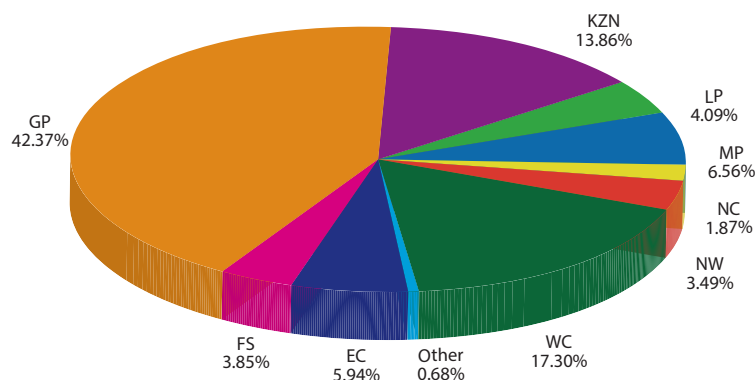
There was a q-o-q (1.14%) and y-o-y (4.76%) increase in the gross debtors book per industry type as indicated in Table 1.7.

Table 1.8: Gross debtors book – number of accounts

Agreements	2017-Q2 000	2017-Q3 000	2017-Q4 000	2018-Q1 000	2018-Q2 000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Mortgages	1,736	1,730	1,725	1,722	1,717	4.57%	-0.28%	-1.10%
Secured credit	3,672	3,640	3,678	3,625	3,606	9.59%	-0.53%	-1.80%
Credit facilities	25,249	25,404	25,379	24,816	25,135	66.84%	1.28%	-0.45%
Unsecured credit	5,308	5,278	5,135	5,042	5,067	13.47%	0.50%	-4.55%
Short-term credit	960	954	1,005	1,021	998	2.65%	-2.23%	3.92%
Developmental credit	1,054	1,167	1,062	1,074	1,080	2.87%	0.51%	2.46%
Total	37,979	38,174	37,984	37,300	37,602	100.00%	0.81%	-0.99%

The number of accounts that make up the debtors book increased by 0.81% from 37.30 million to 37.60 million for the quarter ended June 2018. The total number of accounts decreased by 0.99% on a y-o-y basis. Credit facilities had a biggest share of 66.84% of the total number of accounts for the quarter ended June 2018 as indicated in Table 1.8.

Figure 1.3: Provincial distribution of credit granted: 2018-Q2



A significant portion of credit granted went to consumers in the Gauteng province at R55.78 billion (42.37%). The Western Cape and KwaZulu-Natal accounted for R22.77 billion (17.30%) and R18.24 billion (13.86%) respectively. The remaining provinces constituted R34.85 billion (26.47%) as illustrated in Figure 1.3.

2. Mortgage agreements

2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R50K	14,090	13,998	15,496	12,453	13,631	0.03%	9.46%	-3.26%
R51K-R100K	88,946	87,146	95,787	89,367	94,020	0.23%	5.21%	5.70%
R101K-R150K	138,416	134,991	142,818	117,836	141,232	0.35%	19.85%	2.03%
R151K-R350K	1,174,140	1,215,221	1,230,197	1,075,748	1,165,369	2.90%	8.33%	-0.75%
R351K-R700K	6,247,393	6,393,473	6,913,704	5,606,054	6,292,783	15.66%	12.25%	0.73%
≥R700K	29,169,473	29,694,108	32,932,904	28,493,666	32,467,746	80.82%	13.95%	11.31%
Total	36,832,457	37,538,937	41,330,905	35,395,124	40,174,780	100.00%	13.50%	9.07%

The rand value of mortgage agreements granted increased by 13.50% for the quarter ended June 2018 as indicated in Table 2.1. The majority (80.82%) of mortgage agreements granted during the June 2018 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 9.07%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R50K	388	395	419	352	371	0.92%	5.40%	-4.38%
R51K-R100K	1,064	1,053	1,155	1,074	1,128	2.80%	5.03%	6.02%
R101K-R150K	1,039	1,016	1,063	892	1,064	2.64%	19.28%	2.41%
R151K-R350K	4,438	4,629	4,712	4,060	4,441	11.03%	9.38%	0.07%
R351K-R700K	11,835	12,048	12,952	10,524	11,787	29.28%	12.00%	-0.41%
≥ R700K	18,829	19,122	21,301	18,578	21,469	53.33%	15.56%	14.02%
Total	37,593	38,263	41,602	35,480	40,260	100.00%	13.47%	7.09%

The number of mortgage agreements entered into increased by 13.47% for the quarter ended June 2018 as indicated in Table 2.2. The majority (53.33%) of mortgages were granted in favour of larger sized credit agreements (≥R700k). On a y-o-y basis mortgage agreements increased by 7.09%.

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

Level of income	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K	394	385	383	234	326
% share of credit granted	1.05%	1.01%	0.92%	0.66%	0.81%
R10.1K-R15K	1,320	1,538	1,252	1,080	1,054
% share of credit granted	3.51%	4.02%	3.01%	3.04%	2.62%
>R15K	35,874	36,339	39,963	34,166	38,880
% share of credit granted	95.44%	94.97%	96.07%	96.30%	96.57%
Total number of mortgages	37,588	38,262	41,598	35,480	40,260

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

Level of income	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K (R000)	149,222	145,204	149,933	85,345	123,500
% share of credit granted	0.41%	0.39%	0.36%	0.24%	0.31%
R10.1K-R15K (R000)	480,003	674,667	473,240	392,055	389,092
% share of credit granted	1.30%	1.80%	1.15%	1.11%	0.97%
>R15K (R000)	36,178,486	36,716,229	40,682,875	34,917,724	39,662,187
% share of credit granted	98.29%	97.82%	98.49%	98.65%	98.72%
Total value of mortgages(R000)	36,807,711	37,536,100	41,306,048	35,395,124	40,174,780

2.2 Mortgages granted by level of income¹

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

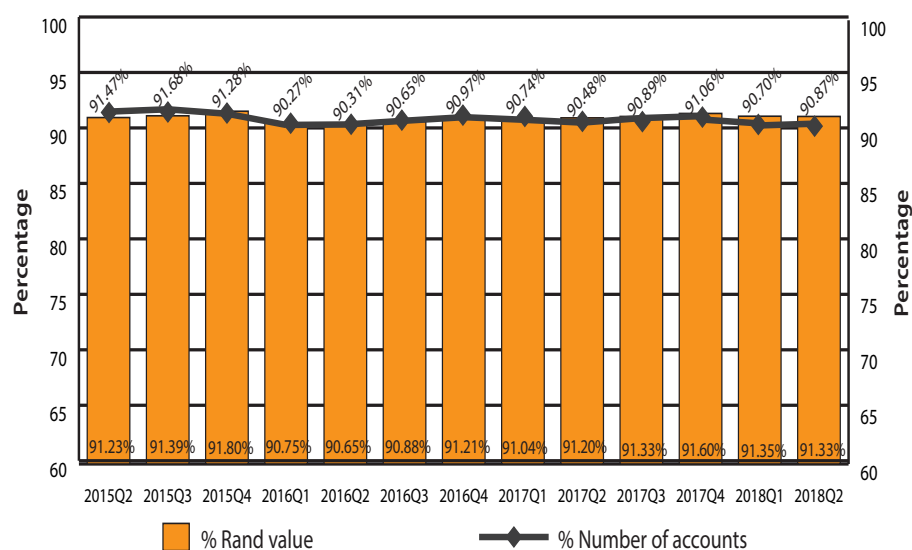
Table 2.5: Gross debtors book – mortgages

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	889,107,005	895,400,798	904,116,898	913,782,081	922,220,713	0.92%	3.72%
Number of accounts	1,736,436	1,730,232	1,725,103	1,722,172	1,717,411	-0.28%	-1.10%

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R8.44 billion (0.92%) on a q-o-q and by R33.11 billion (3.72%) on a y-o-y basis. The number of accounts decreased by 0.28% q-o-q and by 1.10% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



- 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 91.35% for the quarter ended March 2018 to 91.33% for the quarter ended June 2018. The percentage (number) of accounts reported as "current" increased from 90.70% to 90.87% 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-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)
Vehicle	33,442,991	38,353,535	42,094,953	38,420,919	38,600,264	92.92%	0.47%
Retirement benefits	325,561	252,830	331,750	328,404	303,843	0.73%	-7.48%
Insurance policy	123,397	89,660	88,224	112,959	116,779	0.28%	3.38%
Furniture & other durables	1,125,155	1,144,133	1,636,922	977,161	1,083,959	2.61%	10.93%
Other security	4,145,170	2,410,079	2,215,189	1,640,438	1,436,248	3.46%	-12.45%
Total	39,162,275	42,250,238	46,367,038	41,479,880	41,541,094	100.00%	0.15%

As indicated in Table 3.1 the value of secured credit granted increased by R61.21 million (0.15%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R38.60 billion (92.92%).

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

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2 % Distribution	% Change (Q2/Q1)
Vehicle	129,611	146,378	156,736	144,424	142,578	54.64%	-1.28%
Retirement benefits	2,518	1,882	2,221	2,131	2,122	0.81%	-0.42%
Insurance policy	7,969	6,406	6,011	8,010	7,208	2.76%	-10.01%
Furniture & other durables	108,310	106,211	145,492	89,409	102,993	39.47%	15.19%
Other security	13,108	6,238	6,854	7,566	6,057	2.32%	-19.94%
Total	261,516	267,115	317,314	251,540	260,958	100.00%	3.74%

Table 3.2. indicated an increase in the number of secured credit agreements by 3.74% for the quarter ended June 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-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K	83,240	82,682	111,910	71,982	81,095
% share of credit granted	32.12%	31.22%	35.54%	28.87%	31.34%
R10.1K-R15K	30,545	30,384	35,488	27,881	29,180
% share of credit granted	11.79%	11.47%	11.27%	11.18%	11.28%
>R15K	145,374	151,743	167,490	149,493	148,498
% share of credit granted	56.09%	57.30%	53.19%	59.95%	57.39%
Total number of secured credit agreements	259,159	264,809	314,888	249,356	258,773

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 28.87% to 31.34% for the quarter ended June 2018 as indicated in Table 3.3. The percentage share of the number of secured credit agreements entered into with individuals with a gross monthly income of “Greater than R15K” decreased from 59.95% to 57.39% for the quarter ended June 2018.

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

Level of income	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K (R000)	1,658,020	1,669,543	2,043,193	1,536,267	1,721,242
% share of credit granted	4.31%	4.04%	4.48%	3.77%	4.21%
R10.1K-R15K (R000)	2,812,178	2,901,521	3,195,187	2,772,459	2,838,282
% share of credit granted	7.31%	7.03%	7.01%	6.80%	6.95%
>R15K (R000)	33,975,837	36,720,466	40,331,217	36,456,575	36,282,319
% share of credit granted	88.37%	88.93%	88.50%	89.43%	88.84%
Total value of secured credit (R000)	38,446,036	41,291,530	45,569,598	40,765,301	40,841,843

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

3.3 Gross debtors book – secured credit

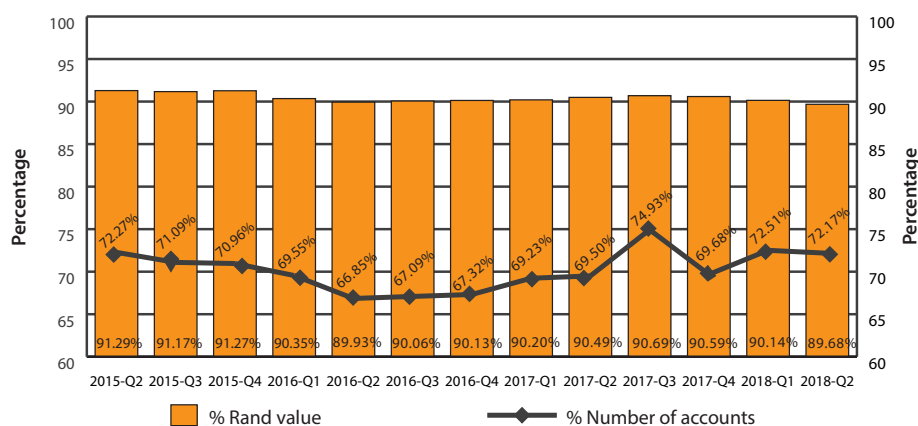
Table 3.5: Gross debtors book – secured credit

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	392,968,762	398,630,777	406,524,961	412,560,709	416,055,008	0.85%	5.87%
Number of accounts	3,671,567	3,640,481	3,678,029	3,624,912	3,605,654	-0.53%	-1.80%

The rand value of the gross debtors book for secured credit showed an increase of R3.49 billion (0.85%) for the quarter ended June 2018 and R23.09 billion (5.87%) on a y-o-y basis. The number of accounts decreased by 0.53% q-o-q and by 1.80% 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 90.14% for the quarter ended March 2018 to 89.68% for the quarter ended June 2018. The percentage (number) of accounts reported as “current” decreased from 72.51% to 72.17% 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-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Credit and/or Garage cards	5,957,652	7,125,488	7,132,281	7,063,349	7,803,937	41.92%	10.48%	30.99%
Bank overdraft	3,213,141	3,113,924	3,910,603	3,887,954	3,380,261	18.16%	-13.06%	5.20%
Services	383,651	124,114	116,237	138,862	105,023	0.56%	-24.37%	-72.63%
Store cards	4,115,369	4,389,786	4,598,222	3,736,252	5,568,572	29.91%	49.04%	35.31%
Other facilities	1,645,927	1,377,921	1,751,788	1,894,623	1,760,601	9.46%	-7.07%	6.97%
Total	15,315,739	16,131,232	17,509,131	16,721,039	18,618,394	100.00%	11.35%	21.56%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Credit and/or Garage cards	329,662	362,632	362,140	356,959	380,495	16.86%	6.59%	15.42%
Bank overdraft	107,274	118,163	117,432	128,386	147,651	6.54%	15.01%	37.64%
Services	4,214	4,478	4,309	5,280	4,232	0.19%	-19.85%	0.43%
Store cards	1,456,174	1,721,470	1,504,908	1,318,523	1,624,205	71.98%	23.18%	11.54%
Other facilities	140,564	105,687	104,592	94,443	99,771	4.42%	5.64%	-29.02%
Total	2,037,888	2,312,430	2,093,381	1,903,591	2,256,354	100.00%	18.53%	10.72%

Credit and garage cards received R7.80 billion of the total rand value of credit facilities granted (R18.62 billion), followed by store cards at R5.57 billion for the quarter ended June 2018 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R3.30 billion (21.56%). Table 4.2 indicated that the store cards (71.98%) dominated the number of agreements for the quarter ended June 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-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K	1,214,137	1,303,819	1,209,688	1,025,829	1,320,428
% share of credit granted	59.67%	56.46%	57.89%	54.00%	58.62%
R10.1K-R15K	241,640	277,924	240,388	224,420	247,726
% share of credit granted	11.88%	12.04%	11.50%	11.81%	11.00%
>R15K	578,863	727,383	639,523	649,348	684,185
% share of credit granted	28.45%	31.50%	30.61%	34.18%	30.38%
Total number of credit facilities	2,034,640	2,309,126	2,089,599	1,899,597	2,252,339

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

Level of income	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K (R000)	3,159,118	3,284,477	3,416,681	2,787,794	4,270,929
% share of credit granted	21.33%	20.75%	20.16%	17.40%	23.31%
R10.1K-R15K (R000)	1,594,645	1,436,969	1,451,859	1,334,865	1,653,790
% share of credit granted	10.77%	9.08%	8.57%	8.33%	9.03%
>R15K (R000)	10,058,467	11,104,354	12,082,341	11,901,515	12,398,716
% share of credit granted	67.91%	70.17%	71.28%	74.27%	67.67%
Total value of credit facilities (R000)	14,812,230	15,825,800	16,950,881	16,024,175	18,323,435

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 54.00% to 58.62%. Table 4.4 showed an increase in the same category from 17.40% to 23.31% for the quarter ended June 2018.

4.3 Gross debtors book – credit facilities

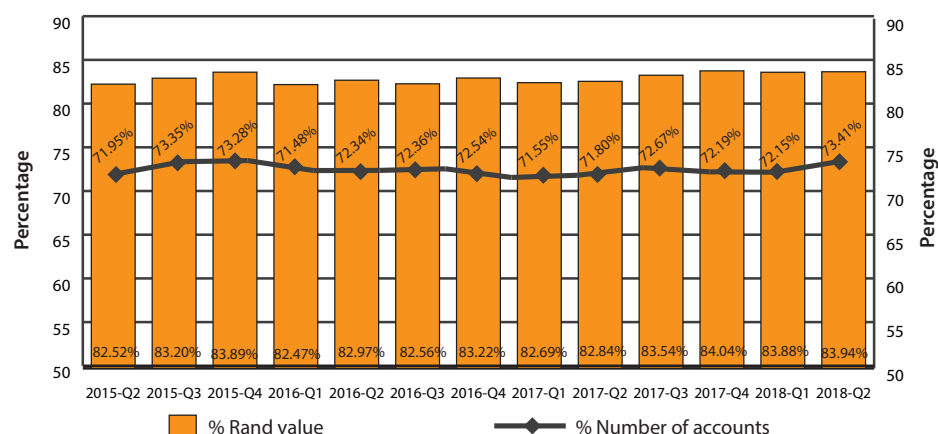
Table 4.5: Gross debtors book – credit facilities

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	224,996,901	224,189,718	227,146,603	229,734,628	231,272,171	0.67%	2.79%
Number of accounts	25,248,614	25,403,984	25,379,145	24,816,351	25,134,783	1.28%	-0.45%

The rand value of the gross debtors book for credit facilities showed an increase of R1.54 billion (0.67%) q-o-q and R6.28 billion (2.79%) on a y-o-y basis. The number of accounts increased by 1.28% q-o-q and decreased by 0.45% 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 83.88% for the quarter ended March 2018 to 83.94% for the quarter ended June 2018. The percentage (number) of accounts reported as “current” increased from 72.15% to 73.41% 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-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
≤6 Months	312,630	282,807	327,577	291,300	246,336	0.95%	-15.44%	-21.21%
7-12 Months	1,653,915	1,687,533	1,834,172	1,481,227	1,603,016	6.17%	8.22%	-3.08%
13-18 Months	672,341	647,358	777,478	743,407	742,387	2.86%	-0.14%	10.42%
19-24 Months	1,470,572	1,496,808	1,775,533	1,605,047	1,666,024	6.41%	3.80%	13.29%
25-36 Months	2,827,249	2,898,799	3,241,170	2,873,917	3,139,913	12.08%	9.26%	11.06%
3.1-5 Years	11,149,197	12,480,832	14,123,712	13,407,721	15,252,334	58.66%	13.76%	36.80%
5.1-10 +Years	1,979,683	2,798,651	2,985,451	2,823,328	3,350,778	12.89%	18.68%	69.26%
Total	20,065,586	22,292,789	25,065,092	23,225,946	26,000,787	100.00%	11.95%	29.58%

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

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
≤6 Months	64,637	67,944	62,846	54,027	42,258	5.45%	-21.78%	-34.62%
7-12 Months	186,229	172,837	201,728	177,914	191,815	24.72%	7.81%	3.00%
13-18 Months	46,671	46,885	56,009	47,886	49,475	6.38%	3.32%	6.01%
19-24 Months	90,646	92,023	106,545	95,477	101,489	13.08%	6.30%	11.96%
25-36 Months	101,826	97,968	109,498	94,265	103,861	13.39%	10.18%	2.00%
3.1-5 Years	208,160	217,139	237,903	222,210	251,799	32.45%	13.32%	20.96%
5.1-10 +Years	26,501	31,843	32,419	30,625	35,233	4.54%	15.05%	32.95%
Total	724,670	726,639	806,948	722,404	775,930	100.00%	7.41%	7.07%

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	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0K-R3K	183,836	173,740	160,642	193,350	138,516	0.53%	-28.36%	-24.65%
R3.1K-R5K	290,769	301,908	334,493	487,790	296,848	1.14%	-39.14%	2.09%
R5.1K-R8K	451,568	449,067	537,497	609,411	540,377	2.08%	-11.33%	19.67%
R8.1K-R10K	716,422	601,900	689,318	810,613	608,024	2.34%	-24.99%	-15.13%
R10.1K-R15K	1,123,251	1,114,848	1,332,259	1,449,377	1,249,701	4.81%	-13.78%	11.26%
> R15.1K	17,299,740	19,651,327	22,010,882	19,675,407	23,167,319	89.10%	17.75%	33.92%
Total	20,065,586	22,292,789	25,065,092	23,225,947	26,000,787	100.00%	11.95%	29.58%

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

Number of agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0K-R3K	101,691	101,000	92,326	84,520	77,033	9.93%	-8.86%	-24.25%
R3.1K-R5K	68,946	73,112	80,993	80,222	69,320	8.93%	-13.59%	0.54%
R5.1K-R8K	69,657	68,944	82,838	71,316	81,262	10.47%	13.95%	16.66%
R8.1K-R10K	76,028	63,688	73,413	69,408	64,449	8.31%	-7.14%	-15.23%
R10.1K-R15K	89,604	89,271	106,655	92,647	98,869	12.74%	6.72%	10.34%
> R15.1K	318,744	330,624	370,723	324,291	384,997	49.62%	18.72%	20.79%
Total	724,670	726,639	806,948	722,404	775,930	100.00%	7.41%	7.07%

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 89.10% and 49.62% respectively for the quarter ended June 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-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K	299,599	276,703	312,125	254,195	278,766
% share of credit granted	41.35%	38.09%	38.68%	35.19%	35.93%
R10.1K-R15K	138,600	140,153	151,759	136,796	144,868
% share of credit granted	19.13%	19.29%	18.81%	18.94%	18.67%
>R15K	286,400	309,666	342,994	331,361	352,227
% share of credit granted	39.53%	42.62%	42.51%	45.87%	45.40%
Total number of unsecured credit	724,599	726,522	806,878	722,352	775,861

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

Level of income	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K (R000)	4,385,844	4,286,216	4,920,124	4,071,012	4,600,129
% share of credit granted	21.86%	19.23%	19.63%	17.53%	17.69%
R10.1K-R15K (R000)	3,674,999	3,827,884	4,261,076	3,861,103	4,400,523
% share of credit granted	18.32%	17.17%	17.00%	16.63%	16.93%
>R15K (R000)	12,002,688	14,173,997	15,881,886	15,292,078	16,998,164
% share of credit granted	59.82%	63.59%	63.37%	65.85%	65.38%
Total value of unsecured credit (R000)	20,063,531	22,288,097	25,063,086	23,224,193	25,998,816

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 35.19% for the quarter ended March 2018 to 35.93% for the quarter ended June 2018 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 65.85% to 65.38% for the same period as indicated in Table 5.6.

5.3 Gross debtors book – unsecured credit

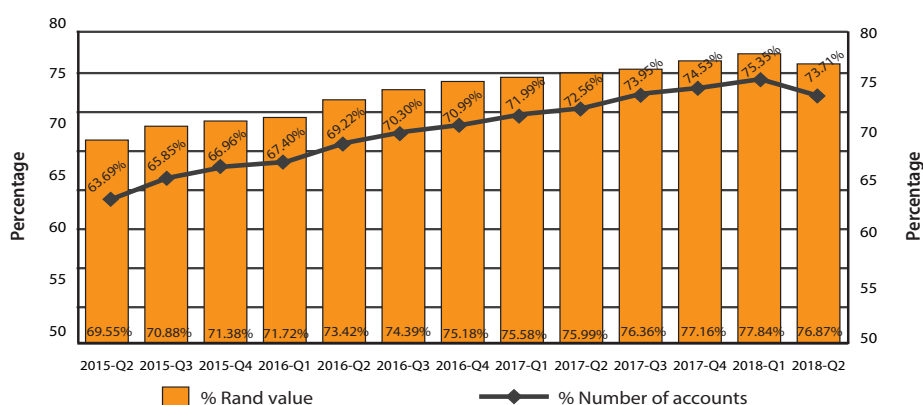
Table 5.7: Gross debtors book – unsecured credit

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	165,413,758	165,816,900	169,795,735	172,564,730	178,577,268	3.48%	7.96%
Number of accounts	5,308,068	5,278,144	5,134,866	5,041,592	5,066,698	0.50%	-4.55%

The rand value of gross debtors book for unsecured credit increased by R6.01 billion (3.48%) q-o-q and by R13.16 billion (7.96%) on a y-o-y basis. The number of accounts increased by 0.50% q-o-q and decreased by 4.55% 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” decreased from 77.84% for the quarter ended March 2018 to 76.87% for the quarter ended June 2018. The percentage (number) of accounts reported as “current” decreased from 75.35% to 73.71% 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-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
≤1 Month	1,683,289	1,686,857	2,124,692	1,770,489	1,942,669	54.27%	9.72%	15.41%
2-3 Months	210,148	203,052	223,414	222,302	263,012	7.35%	18.31%	25.16%
4-6 Months	1,198,989	1,178,396	1,378,004	1,226,393	1,373,672	38.38%	12.01%	14.57%
Total	3,092,426	3,068,306	3,726,109	3,219,184	3,579,352	100.00%	11.19%	15.75%

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

Agreements per repayment period	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
≤1 Month	895,166	910,252	1,147,933	954,504	1,150,157	68.29%	20.50%	28.49%
2-3 Months	81,170	80,483	85,137	87,401	101,042	6.00%	15.61%	24.48%
4-6 Months	411,231	406,438	466,585	400,296	432,963	25.71%	8.16%	5.28%
Total	1,387,567	1,397,173	1,699,655	1,442,201	1,684,162	100.00%	16.78%	21.38%

The majority of short-term credit agreements were for "Up to 1 month" for numbers and rand values for the quarter ended June 2018. The rand value of short-term credit increased by R360.17 million (11.19%) q-o-q and by R486.93 million (15.75%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted increased by 16.78% q-o-q and by 21.38% y-o-y as indicated in Table 6.2.

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

Agreements	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R1000	264,169	273,067	322,992	279,192	328,796	9.19%	17.77%	24.46%
R1001-R2000	601,494	609,684	750,610	614,486	720,944	20.14%	17.32%	19.86%
R2001-R3000	521,909	520,729	623,193	526,490	595,965	16.65%	13.20%	14.19%
R3001-R5000	777,970	722,201	880,107	761,673	848,375	23.70%	11.38%	9.05%
R5001-R8000	926,884	942,626	1,149,207	1,037,343	1,085,272	30.32%	4.62%	17.09%
Total	3,092,426	3,068,306	3,726,109	3,219,184	3,579,352	100.00%	11.19%	15.75%

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

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R1000	442,061	459,395	549,757	472,029	580,766	34.48%	23.04%	31.38%
R1001-R2000	405,322	410,234	509,092	415,686	491,292	29.17%	18.19%	21.21%
R2001-R3000	206,422	205,800	247,600	209,234	237,703	14.11%	13.61%	15.15%
R3001-R5000	193,842	180,424	220,470	190,361	212,054	12.59%	11.40%	9.40%
R5001-R8000	139,920	141,320	172,736	154,891	162,347	9.64%	4.81%	16.03%
Total	1,387,567	1,397,173	1,699,655	1,442,201	1,684,162	100.00%	16.78%	21.38%

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	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K	783,661	757,374	957,629	772,442	940,155
% share of credit granted	56.48%	54.22%	56.34%	53.56%	55.82%
R10.1K-R15K	186,716	218,794	274,057	240,580	298,733
% share of credit granted	13.46%	15.66%	16.12%	16.68%	17.74%
>R15K	417,158	420,766	467,934	429,161	445,242
% share of credit granted	30.06%	30.12%	27.53%	29.76%	26.44%
Total number of short-term credit	1,387,535	1,396,934	1,699,620	1,442,183	1,684,130

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

Level of income	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R10K (R000)	1,288,933	1,267,221	1,580,367	1,257,277	1,485,353
% share of credit granted	41.68%	41.31%	42.42%	39.06%	41.50%
R10.1K-R15K (R000)	473,554	522,628	647,774	582,887	691,237
% share of credit granted	15.31%	17.04%	17.39%	18.11%	19.31%
>R15K (R000)	1,329,800	1,277,771	1,497,802	1,378,954	1,402,633
% share of credit granted	43.00%	41.65%	40.20%	42.84%	39.19%
Total value of short-term credit (R000)	3,092,287	3,067,621	3,725,942	3,219,118	3,579,222

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 53.56% for the quarter ended March 2018 to 55.82% for the quarter ended June 2018 as indicated in Table 6.5. The percentage share of rand value for short-term credit agreements granted to individuals with a gross monthly income of “Greater than R15k” decreased from 42.84% to 39.19% for the same period as indicated in Table 6.6.

6.3 Gross debtors book – short-term credit

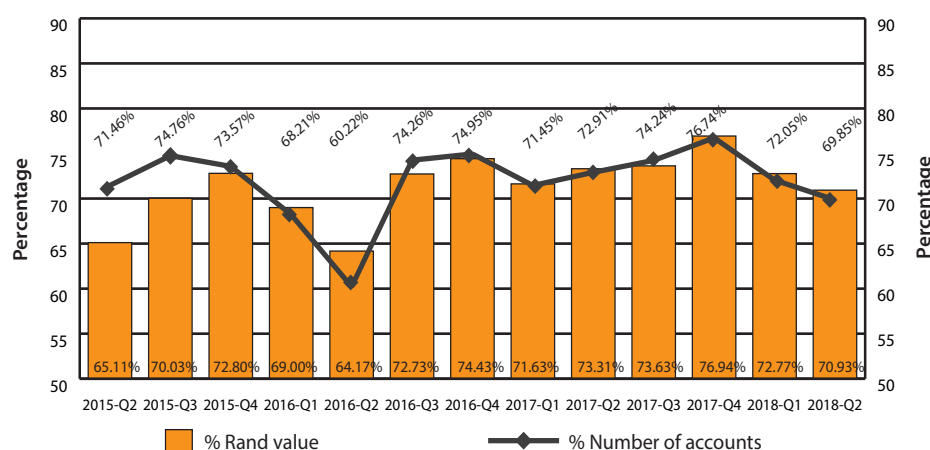
Table 6.7: Gross debtors book - short-term credit

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	2,563,122	2,539,149	2,684,322	2,589,924	2,605,598	0.61%	1.66%
Number of accounts	960,343	953,759	1,005,174	1,020,719	998,006	-2.23%	3.92%

The rand value of the gross debtors book for short-term credit increased by R15.68 million (0.61%) q-o-q and by R42.48 million (1.66%) on a y-o-y basis. The number of accounts decreased by 2.23% q-o-q and increased by 3.92% 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 72.77% for the quarter ended March 2018 to 70.93% for the quarter ended June 2018. The percentage (number) of accounts reported as "current" decreased from 72.05% to 69.85% 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-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)
<= 4 Months	3,524	9,448	1,235	23,879	1,907	0.11%	-92.01%
5-12 Months	45,654	59,601	40,106	312,315	47,032	2.71%	-84.94%
12.1-24 Months	24,104	27,554	28,496	110,621	31,041	1.79%	-71.94%
24.1-36 Months	32,768	29,188	44,181	105,327	32,469	1.87%	-69.17%
> 36 months	5,508,222	2,231,608	1,599,158	1,026,941	1,621,030	93.51%	57.85%
Total	5,614,272	2,357,400	1,713,176	1,579,083	1,733,479	100.00%	9.78%

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

Number of agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2 % Distribution	% Change (Q2/Q1)
<= 4 Months	265	770	134	1,673	197	0.59%	-88.22%
5-12 Months	2,794	4,546	1,588	14,557	2,484	7.49%	-82.94%
12.1-24 Months	1,604	2,132	1,669	6,058	1,805	5.45%	-70.20%
24.1-36 Months	1,455	1,398	1,820	4,202	1,424	4.30%	-66.11%
> 36 months	126,368	48,450	32,117	16,302	27,239	82.17%	67.09%
Total	132,486	57,296	37,328	42,792	33,149	100.00%	-22.53%

The value of developmental credit granted increased by R154.40 million (9.78%) for the quarter ended June 2018 as indicated in Table 7.1. The number of developmental credit agreements decreased by 22.53 for the same period.

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

Rand value of agreements	2017-Q2 R000	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q2 % Distribution	% Change (Q2/Q1)
R0-R1500	636	720	484	969	600	0.03%	-38.10%
R1501-R3000	5,023	6,033	3,087	5,327	2,485	0.14%	-53.35%
R3.01K-R5K	10,117	11,848	6,240	11,972	5,907	0.34%	-50.66%
R5.01K-R10K	68,993	43,392	71,955	45,292	19,792	1.14%	-56.30%
R10.1K-R20K_D	231,995	121,287	68,492	134,578	76,583	4.42%	-43.09%
> R20K	5,297,508	2,174,121	1,562,917	1,380,944	1,628,111	93.92%	17.90%
Total	5,614,272	2,357,400	1,713,176	1,579,083	1,733,479	100.00%	9.78%

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

Number of agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2 % Distribution	% Change (Q2/Q1)
R0-R1500	914	1,081	537	1,316	745	2.25%	-43.39%
R1501-R3000	2,304	2,731	1,351	2,232	1,101	3.32%	-50.67%
R3.01K-R5K	2,467	2,850	1,514	2,922	1,417	4.27%	-51.51%
R5.01K-R10K	9,041	5,933	8,679	6,039	2,600	7.84%	-56.95%
R10.1K-R20K_D	15,338	8,193	4,525	9,050	5,025	15.16%	-44.48%
> R20K	102,422	36,508	20,722	21,233	22,261	67.15%	4.84%
Total	132,486	57,296	37,328	42,792	33,149	100.00%	-22.53%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 93.92% in rand value and 67.15% in numbers for the quarter ended June 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-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
<=R10K	3,951	4,663	2,508	15,046	2,771
% share	53.20%	46.40%	38.01%	54.20%	37.35%
R10.1K-R15K	3,475	5,386	4,090	12,713	4,648
% share	46.80%	53.60%	61.99%	45.80%	62.65%
Total number of developmental credit	7,426	10,049	6,598	27,759	7,419

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

Level of income	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
<=R10K	447,771	118,518	365,562	702,321	52,913
% share	69.07%	18.99%	52.24%	63.84%	6.83%
R10.1K-R15K	200,534	505,663	334,233	397,845	721,437
% share	30.93%	81.01%	47.76%	36.16%	93.17%
Total rand value of developmental credit	648,305	624,182	699,795	1,100,166	774,351

The number of developmental credit agreements granted to individuals with a gross monthly income of "R10.1k-R15k" had the largest share of 62.65% as indicated in Table 7.5. The rand value of developmental credit agreements granted to individuals with a gross monthly income of "R10.1k-R15k" had the largest share of 93.17% as indicated in Table 7.6.

7.3 Gross debtors book – developmental credit

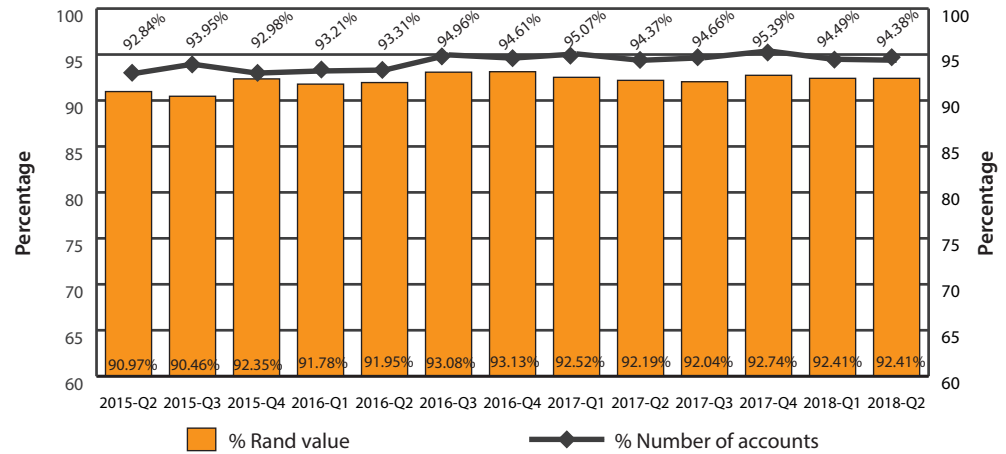
Table 7.7: Gross debtors book - developmental credit

Agreements	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	41,075,374	42,417,433	45,231,666	46,320,923	47,034,518	1.54%	14.51%
Number of accounts	1,053,969	1,167,165	1,061,766	1,074,467	1,079,905	0.51%	2.46%

The rand value of the gross debtors book for developmental credit increased by R713.60 million (1.54%) q-o-q and by R5.96 billion (14.51%) on a y-o-y basis. The number of accounts increased by 0.51% on a q-o-q and by 2.46% 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” remained constant at 92.41% for the quarter ended June 2018. The percentage (number) of accounts reported as “current” decreased from 94.49% to 94.38% 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	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
Eastern Cape	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	7,816,430,325
Free State	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	5,073,567,210
Gauteng	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	55,778,374,880
Kwazulu-Natal	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	18,243,362,507
Limpopo	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	5,381,327,990
Mpumalanga	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	8,634,205,108
Northern Cape	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	2,466,555,565
North West	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	4,591,842,122
Western Cape	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	22,772,732,294
Other	901,460,731	854,271,675	520,271,361	675,111,266	683,158,245	791,710,058	635,105,657	780,362,219	889,487,129
Total	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	121,620,256,422	131,647,885,130

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
≤R1500	2,017,006	1,520,084	1,390,839	1,567,699	1,621,555	1,276,188	1,174,247	1,096,613	1,532,857
R1500-R3000	23,035,732	20,507,915	15,978,910	10,270,177	13,474,542	9,400,363	10,634,763	8,681,260	10,675,354
R3.1K-R5K	53,713,372	59,821,021	79,963,787	64,309,219	66,245,504	66,528,596	84,855,218	56,226,913	67,206,219
R5.1K-R10K	348,226,946	346,094,668	494,965,238	335,422,139	361,429,238	349,056,454	457,550,258	305,250,979	338,972,493
R10.1K-R20K	358,762,338	399,575,981	620,556,309	394,418,021	454,948,185	454,161,680	659,219,448	396,047,601	434,629,523
R20.1K-R40K	238,808,974	252,335,971	389,472,186	291,946,438	297,177,895	299,886,219	437,949,924	266,659,984	293,339,366
R40.1K-R60K	195,490,152	192,007,468	317,638,665	215,492,009	188,268,290	183,258,561	206,994,945	165,102,379	170,773,455
R60.1K-R100K	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	767,127,927
R101K-R150K	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	2,983,083,175
R151K-R200K	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	5,481,759,492
R201K-R400K	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	16,125,040,589
>R400K	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	14,866,953,378
Total	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	41,479,879,792	41,541,093,828

Table 3: Number of agreements for secured credit granted

Agreements	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
≤R1500	1,692	1,371	1,304	1,349	1,378	1,335	1,042	980	1,434
R1500-R3000	9,480	8,452	6,625	4,450	5,606	4,013	4,449	3,702	4,698
R3.1K-R5K	13,266	14,955	20,207	15,921	16,945	16,641	20,843	13,625	16,618
R5.1K-R10K	47,474	46,637	66,498	45,429	48,630	46,968	61,164	40,830	45,629
R10.1K-R20K	26,473	29,423	45,352	28,828	33,253	33,040	47,597	28,854	31,592
R20.1K-R40K	8,764	9,337	14,539	10,722	10,980	11,102	16,338	10,241	10,805
R40.1K-R60K	3,883	3,814	4,299	4,314	3,778	3,698	4,207	3,764	3,420
R60.1K-R100K	12,304	11,912	11,405	12,177	10,447	10,366	10,461	10,240	9,294
R101K-R150K	27,259	27,988	27,824	26,919	25,849	26,480	26,555	24,718	23,485
R151K-R200K	28,439	29,091	31,560	28,885	29,445	31,590	33,386	31,996	31,351
R201K-R400K	50,318	52,804	57,664	53,716	54,942	59,055	64,523	59,163	58,023
>R400K	17,789	19,213	21,492	20,657	20,263	22,827	26,749	23,427	24,609
Total	247,141	254,997	308,769	253,367	261,516	267,115	317,314	251,540	260,958

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
R0-R3500		1,938,707	230,700	41,780,527	1,119,702	1,824,430	3,231,167	46,588	1,141,787
R3501-R5500	3,826,350	3,142,167	2,473,200	5,775,150	2,289,051	2,835,930	3,443,967	1,554,534	2,477,985
R5501-R7500	35,648,052	52,625,012	59,158,065	58,460,448	77,361,828	73,959,365	82,092,818	46,775,075	70,501,694
R7501-R10K	82,439,149	78,278,475	68,510,401	54,759,972	68,450,933	66,584,471	61,165,039	36,969,088	49,378,919
R10.1K-R15K	645,553,364	663,644,524	556,567,075	438,442,066	480,003,337	674,666,822	473,239,882	392,054,640	389,092,295
>R15K	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	39,662,187,370
Total	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	35,395,124,190	40,174,780,050

Table 5: Number of mortgages granted by income category

Income Category	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
R0-R3500		4	2	7	5	5	4	1	3
R3501-R5500	20	23	11	13	12	15	16	11	15
R5501-R7500	128	134	130	116	167	164	164	98	143
R7501-R10K	301	278	234	188	210	201	199	124	165
R10.1K-R15K	1,901	1,908	1,568	1,228	1,320	1,538	1,252	1,080	1,054
>R15K	36,491	36,490	37,596	34,467	35,874	36,339	39,963	34,166	38,880
Total	38,841	38,837	39,541	36,019	37,588	38,262	41,598	35,480	40,260

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

Income Category	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
R0-R3500	293,287,745	294,227,578	457,416,750	279,844,579	311,893,466	310,363,474	437,961,404	257,256,822	303,557,916
R3501-R5500	165,365,083	174,031,882	263,638,978	188,704,433	207,538,836	211,046,419	293,612,180	191,010,364	219,818,188
R5501-R7500	278,853,564	272,039,610	316,417,099	279,114,170	305,998,281	322,692,273	379,379,951	294,660,800	335,755,262
R7501-R10K	766,877,482	757,604,596	824,194,962	797,620,673	832,589,438	825,440,801	932,239,439	793,338,906	862,110,295
R10.1K-R15K	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	2,838,281,897
>R15K	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	36,282,319,173
Total	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	40,765,300,525	40,841,842,731

Table 7: Number of secured credit granted by income category

Income Category	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
R0-R3500	36,296	36,506	55,715	34,064	37,211	37,455	52,181	30,555	35,591
R3501-R5500	15,541	16,420	25,069	16,887	18,553	18,494	25,544	16,934	19,311
R5501-R7500	10,524	11,219	15,887	11,212	12,106	12,086	16,005	10,905	11,870
R7501-R10K	13,969	14,356	18,464	14,126	15,370	14,647	18,180	13,588	14,323
R10.1K-R15K	29,339	28,974	34,062	28,395	30,545	30,384	35,488	27,881	29,180
>R15K	138,931	145,107	157,225	146,236	145,374	151,743	167,490	149,493	148,498
Total	244,600	252,582	306,422	250,920	259,159	264,809	314,888	249,356	258,773

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

Income Category	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
R0-R3500	817,747,418	824,303,677	736,356,799	768,054,864	913,810,507	907,110,614	948,870,251	747,928,752	1,216,293,604
R3501-R5500	668,085,120	731,202,009	734,943,847	669,240,959	773,180,997	862,480,140	910,315,660	723,690,596	1,180,105,674
R5501-R7500	530,685,490	578,006,301	593,942,453	556,483,375	635,059,254	666,735,720	684,789,210	570,042,698	858,488,544
R7501-R10K	684,848,961	724,816,959	784,325,898	756,416,377	837,066,814	848,150,510	872,705,652	746,132,412	1,016,040,957
R10.1K-R15K	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	1,653,790,434
>R15K	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	12,398,715,591
Total	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	16,024,174,551	18,323,434,804

Table 9: Number of credit facilities granted by income category

Income Category	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
R0-R3500	630,635	584,531	583,975	517,388	609,506	589,134	582,079	478,406	624,212
R3501-R5500	300,256	298,218	282,982	226,719	259,687	315,309	277,389	235,713	320,518
R5501-R7500	191,171	188,144	178,445	148,888	167,479	194,891	171,486	150,180	189,038
R7501-R10K	194,233	192,453	182,796	159,822	177,465	204,485	178,734	161,530	186,660
R10.1K-R15K	246,855	251,725	239,226	219,890	241,640	277,924	240,388	224,420	247,726
>R15K	524,264	558,849	564,014	557,835	578,863	727,383	639,523	649,348	684,185
Total	2,087,414	2,073,920	2,031,438	1,830,542	2,034,640	2,309,126	2,089,599	1,899,597	2,252,339

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

Income Category	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
R0-R3500	956,394,946	997,797,053	991,586,128	650,690,419	465,236,830	437,378,839	561,033,394	401,916,858	249,047,813
R3501-R5500	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	1,022,092,892
R5501-R7500	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	1,322,457,749
R7501-R10K	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	2,006,530,564
R10.1K-R15K	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	4,400,522,941
>R15K	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	16,998,163,824
Total	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	23,224,193,082	25,998,815,783

Table 11: Number of unsecured credit granted by income category

Income Category	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
R0-R3500	92,892	86,151	80,717	54,130	45,796	39,467	47,998	32,990	28,188
R3501-R5500	102,046	101,142	102,517	79,971	88,864	81,798	92,564	72,932	86,331
R5501-R7500	84,117	81,478	82,979	70,296	76,429	71,100	79,369	67,245	76,810
R7501-R10K	99,526	98,084	98,336	83,386	88,510	84,338	92,194	81,028	87,437
R10.1K-R15K	147,231	147,812	149,978	133,647	138,601	140,153	151,759	136,796	144,868
>R15K	293,575	288,512	299,070	281,875	286,400	309,666	342,994	331,361	352,227
Total	819,387	803,179	813,597	703,305	724,600	726,522	806,878	722,352	775,861

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

Income Category	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
R0-R3500	393,091,760	372,094,384	401,731,545	290,470,503	294,244,506	248,942,096	276,715,791	206,262,237	208,646,730
R3501-R5500	414,711,004	418,296,210	402,880,501	321,191,909	361,519,400	351,928,170	493,730,085	347,858,099	427,513,757
R5501-R7500	345,950,375	352,019,695	348,853,261	296,986,513	310,335,499	319,513,968	406,528,984	347,748,378	429,590,742
R7501-R10K	368,273,527	361,824,400	373,696,175	332,114,155	322,833,866	346,837,193	403,391,970	355,408,602	419,601,475
R10.1K-R15K	518,983,153	507,760,288	540,903,607	500,237,925	473,553,642	522,627,803	647,773,634	582,886,852	691,236,627
>R15K	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	1,402,633,014
Total	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	3,219,118,002	3,579,222,345

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

Income Category	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
R0-R3500	274,396	257,360	282,599	221,075	270,987	224,382	253,861	200,981	197,865
R3501-R5500	219,617	219,706	216,065	187,779	215,904	209,667	302,841	227,816	296,412
R5501-R7500	157,086	162,761	164,122	150,536	152,991	161,704	217,505	184,741	245,435
R7501-R10K	157,230	157,273	164,445	154,243	143,779	161,621	183,422	158,904	200,443
R10.1K-R15K	205,460	209,694	225,068	214,202	186,716	218,794	274,057	240,580	298,733
>R15K	282,474	387,508	459,792	438,182	417,158	420,766	467,934	429,161	445,242
Total	1,296,263	1,394,302	1,512,091	1,366,017	1,387,535	1,396,934	1,699,620	1,442,183	1,684,130

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

Income Category	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
R0-R1500	2,069,062	1,531,971	376,976	12,159,034	831,232	1,713,416	257,629	12,266,600	731,301
R1501-R3500	3,547,055	2,630,176	2,256,503	18,355,812	1,433,494	2,511,613	348,738	18,279,764	941,367
R3501-R5500	8,192,231	7,094,391	4,046,749	44,467,387	3,380,787	6,328,813	1,091,058	41,194,756	3,111,541
R5501-R7500	14,263,798	14,468,441	8,900,923	94,363,931	10,260,347	14,826,919	5,031,549	88,089,409	8,134,263
R7501-R10K	476,611,059	410,364,765	576,103,160	598,777,497	431,864,756	93,137,458	358,832,860	542,490,787	39,994,977
R10.1K-R15K	248,999,577	280,128,027	309,726,208	403,492,899	200,534,281	505,663,407	334,233,323	397,844,871	721,437,210
Total	753,682,782	716,217,771	901,410,519	1,171,616,560	648,304,897	624,181,626	699,795,157	1,100,166,187	774,350,659

Table 15: Number of developmental credit granted by income category

Income Category	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
R0-R1500	215	143	94	547	110	149	49	569	101
R1501-R3500	310	255	196	765	102	196	34	738	74
R3501-R5500	624	617	333	2,086	267	516	103	1,759	285
R5501-R7500	1,816	1,581	1,131	5,336	1,444	1,566	818	4,678	1,289
R7501-R10K	2,522	2,612	3,018	8,349	2,028	2,236	1,504	7,302	1,022
R10.1K-R15K	3,730	6,364	1,993	14,400	3,475	5,386	4,090	12,713	4,648
Total	9,217	11,572	6,765	31,483	7,426	10,049	6,598	27,759	7,419

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
Current	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	842,289,753,404
30 Days	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	27,933,470,176
31-60 Days	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	12,218,824,598
61-90 Days	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	6,952,325,925
91-120 Days	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	5,003,566,940
120+ Days	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	27,822,772,089
Total	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	913,782,080,747	922,220,713,132

Table 17: Age analysis of accounts – mortgages

Ageing	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
Current	1,599,405	1,593,419	1,592,237	1,583,877	1,571,192	1,572,693	1,570,933	1,562,089	1,560,593
30 Days	71,622	67,449	63,196	62,981	62,491	60,534	59,682	58,659	58,960
31-60 Days	25,481	25,367	22,992	23,987	26,840	23,760	22,206	25,229	22,968
61-90 Days	15,060	13,943	12,981	12,895	15,268	13,024	12,337	13,354	12,335
91-120 Days	10,107	9,701	9,616	10,305	10,327	10,614	10,540	9,696	9,327
120+ Days	49,414	47,943	49,333	51,561	50,318	49,607	49,405	53,145	53,228
Total	1,771,089	1,757,822	1,750,355	1,745,606	1,736,436	1,730,232	1,725,103	1,722,172	1,717,411

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

Ageing	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
Current	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	373,113,177,839
30 Days	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	16,892,113,439
31-60 Days	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	6,263,738,726
61-90 Days	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	2,948,484,392
91-120 Days	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	2,455,224,569
120+ Days	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	14,382,268,909
Total	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	412,560,709,357	416,055,007,873

Table 19: Age analysis of accounts – secured credit

Ageing	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
Current	2,602,972	2,573,322	2,562,699	2,566,018	2,551,759	2,727,875	2,562,671	2,628,598	2,602,064
30 Days	338,544	311,465	303,769	292,780	282,595	247,215	274,129	213,837	210,797
31-60 Days	155,329	143,448	139,681	128,398	119,730	109,725	125,376	114,329	108,089
61-90 Days	98,907	87,488	83,712	78,929	74,865	60,996	76,211	73,558	70,638
91-120 Days	99,486	93,928	88,797	65,587	62,507	51,432	60,087	59,208	60,767
120+ Days	598,643	626,064	628,178	574,826	580,111	443,238	579,555	535,382	553,299
Total	3,893,881	3,835,715	3,806,836	3,706,538	3,671,567	3,640,481	3,678,029	3,624,912	3,605,654

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

Ageing	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
Current	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	194,118,914,151
30 Days	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	11,137,010,776
31-60 Days	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	4,255,820,816
61-90 Days	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	2,904,144,923
91-120 Days	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	2,755,965,606
120+ Days	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	16,100,314,830
Total	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	229,734,627,585	231,272,171,102

Table 21: Age analysis of accounts – credit facilities

Ageing	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
Current	18,785,220	18,615,386	18,593,085	18,198,277	18,128,511	18,460,847	18,320,423	17,905,534	18,451,540
30 Days	2,263,093	2,228,869	2,303,944	2,280,170	2,142,905	2,105,741	2,261,782	2,182,464	2,095,949
31-60 Days	883,740	855,106	819,860	952,359	852,579	776,930	775,013	843,149	766,077
61-90 Days	615,145	584,720	543,923	609,039	569,164	517,539	499,806	555,636	522,910
91-120 Days	503,364	471,357	450,707	453,888	481,632	424,291	676,529	460,029	466,214
120+ Days	2,918,324	2,972,314	2,918,733	2,939,794	3,073,823	3,118,636	2,845,592	2,869,539	2,832,093
Total	25,968,886	25,727,752	25,630,252	25,433,527	25,248,614	25,403,984	25,379,145	24,816,351	25,134,783

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

Ageing	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
Current	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	137,275,804,761
30 Days	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	6,583,970,916
31-60 Days	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	3,671,410,631
61-90 Days	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	2,571,063,481
91-120 Days	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	2,771,477,806
120+ Days	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	25,703,540,150
Total	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	172,564,729,561	178,577,267,745

Table 23: Age analysis of accounts – unsecured credit

Ageing	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
Current	4,248,085	4,141,408	4,066,317	3,996,610	3,851,727	3,903,288	3,826,798	3,798,923	3,734,785
30 Days	368,634	295,643	283,374	272,703	246,971	225,569	229,696	223,255	240,007
31-60 Days	181,741	170,351	152,631	161,326	141,926	131,269	119,665	124,554	133,889
61-90 Days	138,823	125,617	114,593	111,079	105,016	94,318	88,109	89,240	92,695
91-120 Days	128,711	130,395	130,031	90,857	83,894	81,358	78,568	75,866	100,166
120+ Days	1,070,726	1,028,046	981,207	919,213	878,534	842,342	792,030	729,754	765,156
Total	6,136,720	5,891,460	5,728,153	5,551,788	5,308,068	5,278,144	5,134,866	5,041,592	5,066,698

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

Ageing	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)
Current	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	1,848,063,831
30 Days	229,910,970	190,096,053	188,437,144	182,307,452	158,722,872	157,635,869	163,602,390	169,230,311	187,629,250
31-60 Days	131,695,111	128,471,166	121,913,290	127,129,839	102,080,913	97,127,674	100,841,734	116,645,373	115,018,915
61-90 Days	110,291,674	99,964,511	94,313,568	100,291,334	81,495,540	77,918,967	72,422,633	85,305,028	89,086,352
91-120 Days	94,436,131	81,435,682	77,250,218	68,977,757	61,236,049	58,864,253	57,831,387	65,395,588	61,603,065
120+ Days	520,166,313	271,506,178	269,415,234	277,979,311	280,446,525	278,009,799	224,186,543	268,560,123	304,197,034
Total	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	2,589,924,394	2,605,598,447

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

Ageing	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
Current	763,648	809,028	811,516	710,109	700,196	708,075	771,363	735,440	697,137
30 Days	102,422	84,571	76,272	72,802	64,133	62,709	64,635	77,333	87,894
31-60 Days	48,121	54,037	51,666	57,403	47,929	43,228	45,713	56,815	50,481
61-90 Days	35,100	35,470	34,759	38,304	33,250	30,579	29,592	35,554	37,424
91-120 Days	26,714	23,797	25,040	27,294	22,277	20,583	19,236	25,706	22,419
120+ Days	292,078	82,558	83,529	88,005	92,558	88,585	74,635	89,871	102,651
Total	1,268,083	1,089,461	1,082,782	993,917	960,343	953,759	1,005,174	1,020,719	998,006

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

Ageing	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
Current	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	43,464,686,439
30 Days	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	1,018,849,195
31-60 Days	312,060,411	321,304,425	347,623,234	411,821,267	417,633,419	424,613,002	401,230,446	453,353,077	431,832,366
61-90 Days	164,413,912	157,898,064	162,489,814	178,293,353	238,211,612	226,766,385	207,320,409	226,558,391	227,075,796
91-120 Days	113,461,451	122,061,311	126,698,402	138,181,351	167,553,191	188,579,809	180,188,188	165,204,710	177,315,016
120+ Days	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	1,714,759,664
Total	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	46,320,922,989	47,034,518,476

Table 27: Age analysis of accounts – developmental credit

Ageing	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2
Current	1,060,396	1,100,541	1,111,832	1,213,359	994,602	1,104,831	1,012,780	1,015,293	1,019,212
30 Days	26,302	6,959	6,248	6,847	5,570	5,121	4,564	5,159	5,056
31-60 Days	8,689	7,237	8,223	8,108	8,756	8,925	7,729	8,112	8,369
61-90 Days	5,431	4,809	6,213	4,720	5,665	6,023	6,237	4,423	5,678
91-120 Days	4,066	3,953	5,129	3,754	4,436	4,726	5,018	3,284	4,454
120+ Days	31,508	35,504	37,558	39,427	34,940	37,539	25,438	38,196	37,136
Total	1,136,392	1,159,003	1,175,203	1,276,215	1,053,969	1,167,165	1,061,766	1,074,467	1,079,905

