

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 R124.15 billion to R108.33 billion for the quarter ended March 2016, a decrease of 12.74% when compared to the previous quarter and an increase of 0.74% a year ago. The number of applications for credit decreased by 1,326,000 from 11.32 million in December 2015 to 9.99 million in March 2016, representing a decrease of 11.72% for the quarter. The rejection rate for applications was 53.76%.

The Banks' share of total granted was R81.46 billion (75.20%), Retailers R2.94 billion (2.71%), Non Bank financiers R8.92 billion (8.24%) and "Other credit providers" R15.00 billion (13.85%). 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 2016 was R1.66 trillion, representing a quarter-on-quarter growth of 0.91%. The number of accounts decreased by 1.58% for the quarter ended March 2016. Mortgages accounted for R863.37 billion (52.07%); "Secured credit agreements" for R370.51 billion (22.34%); Credit facilities for R219.20 billion (13.22%); Unsecured credit for R165.16 billion (9.96%); Developmental credit for R36.89 billion (2.22%) and Short-term credit for R3.09 billion (0.19%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended March 2016

- The value of mortgages granted decreased by 16.45% quarter-on-quarter from R39.64 billion to R33.12 billion;
- Secured credit granted decreased from R41.77 billion for December 2015 to R34.16 billion for



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March 2016 (a quarter-on-quarter decrease of 18.22%);

- Unsecured credit agreements decreased from R22.47 billion for December 2015 to R18.88 billion for March 2016 (a quarter-on-quarter decrease of 15.97%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts decreased by 4.72% quarter-on-quarter from R13.97 billion to R13.31 billion;
- Short-term credit showed a quarter-on-quarter decrease of 28.46% from R4.49 billion to R3.21 billion;
- Developmental credit showed a quarter-on-quarter increase of 212.25% from R1.81 billion to R5.65 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 2016 (2016-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 2015 to the quarter ended March 2016 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended December 2015 to the quarter ended March 2016. 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 R14.95 billion (0.91%) from R1.64 trillion to R1.66 trillion for the quarter ended March 2016. The value of credit granted to consumers decreased by R15.82 billion (12.74%) from R124.15 billion to R108.33 billion for the quarter ended March 2016.

Figure 1.1 Total credit granted and gross debtors book at March 2016

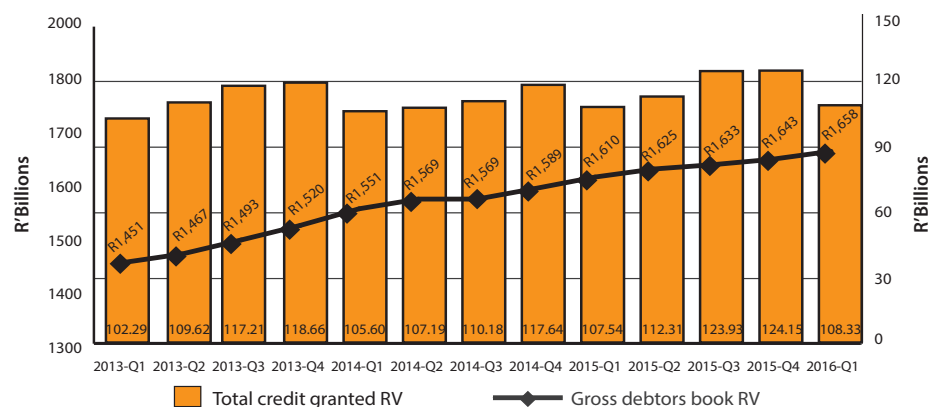


Table 1.1: Credit granted

Agreements	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	% Change (Q1/Q4)	% Change (Y/Y)
Credit transactions	90,534,733	95,214,901	106,383,359	110,179,397	95,022,336	-13.76%	4.96%
Credit facilities	17,001,713	17,091,561	17,551,427	13,967,635	13,308,871	-4.72%	-21.72%
Total	107,536,447	112,306,461	123,934,786	124,147,032	108,331,207	-12.74%	0.74%

1.1 Credit granted

The value of consumer credit granted for the quarter ended March 2016 showed a decline of R15.82 billion (12.74%) when compared to the quarter ended December 2015 as depicted in Table 1.1. On a year on year basis the value of credit granted increased by R794.76 million (0.74%)

Table 1.2: Credit granted – number of agreements

Agreements	2015-Q1 000	2015-Q2 000	2015-Q3 000	2015-Q4 000	2016-Q1 000	% Change (Q1/Q4)	% Change (Y/Y)
Number of credit transactions	2,927	3,236	3,489	3,704	2,814	-24.03%	-3.87%
Number of credit facilities	2,096	2,348	2,289	1,711	1,960	14.57%	-6.47%
Total	5,023	5,584	5,778	5,415	4,774	-11.83%	-4.95%

The total number of credit agreements entered into was 4.77 million for the quarter ended March 2016. This was a decrease of 11.83% 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 decreased by 4.95%.

Table 1.3: Credit granted – per industry

Agreements	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Banks	82,692,898	87,412,624	94,640,969	96,524,792	81,463,176	75.20%	-15.60%	-1.73%
Non-bank vehicle financiers	9,438,715	9,437,980	10,293,565	11,089,597	8,924,954	8.24%	-19.52%	-5.44%
Retailers	4,245,280	4,393,525	4,539,449	3,687,792	2,938,713	2.71%	-20.31%	-30.78%
Other credit providers	11,159,554	11,062,332	14,460,802	12,844,851	15,004,364	13.85%	16.81%	36.94%
Total	107,536,447	112,306,461	123,934,786	124,147,032	108,331,207	100.00%	-12.74%	0.74%

Banks accounted for 75.20% of the total value of credit granted for the quarter ended March 2016 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (8.24%), retailers (2.71%) and other credit providers (13.85%).

Table 1.4: Number of applications received and rejected

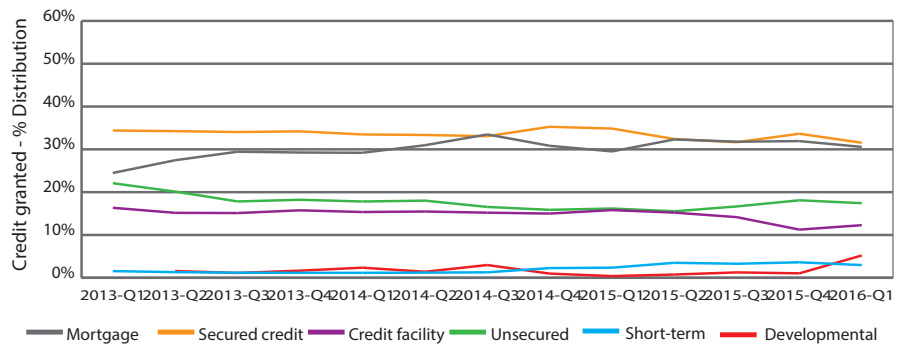
Agreements	2015-Q1 000	2015-Q2 000	2015-Q3 000	2015-Q4 000	2016-Q1 000	% Change (Q1/Q4)	% Change (Y/Y)
Number of applications received	10,390	12,134	11,847	11,317	9,990	-11.72%	-3.85%
Number of applications rejected	5,461	6,798	6,248	5,890	5,371	-8.80%	-1.64%
% of applications rejected	52.56%	56.03%	52.74%	52.05%	53.76%		

The rejection rate increased from 52.05% for the quarter ended December 2015 to 53.76% for the quarter ended March 2016 as indicated in Table 1.4. The number of applications received decreased by 11.72% and the number of applications rejected decreased by 8.80% for the quarter ended March 2016.

Table 1.5: Credit granted – credit type

Agreements	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	31,739,678	36,292,828	39,389,513	39,638,417	33,117,940	30.57%	-16.45%	4.34%
Secured credit	37,478,357	36,383,925	39,234,177	41,772,337	34,162,984	31.54%	-18.22%	-8.85%
Credit facilities	17,001,713	17,091,561	17,551,427	13,967,635	13,308,871	12.29%	-4.72%	-21.72%
Unsecured credit	17,400,813	17,445,341	20,655,901	22,466,738	18,878,324	17.43%	-15.97%	8.49%
Short-term credit	2,542,144	3,926,721	4,069,338	4,492,852	3,214,364	2.97%	-28.46%	26.44%
Developmental credit	1,373,741	1,166,086	3,034,431	1,809,053	5,648,723	5.21%	212.25%	311.19%
Total	107,536,447	112,306,461	123,934,786	124,147,032	108,331,207	100.00%	-12.74%	0.74%

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted decreased from R22.47 billion for the quarter ended December 2015 to R18.88 billion for the quarter ended March 2016 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted decreased from R39.64 billion for the quarter ended December 2015 to R33.12 billion for the quarter ended March 2016.

Table 1.6: Gross debtors book – credit type

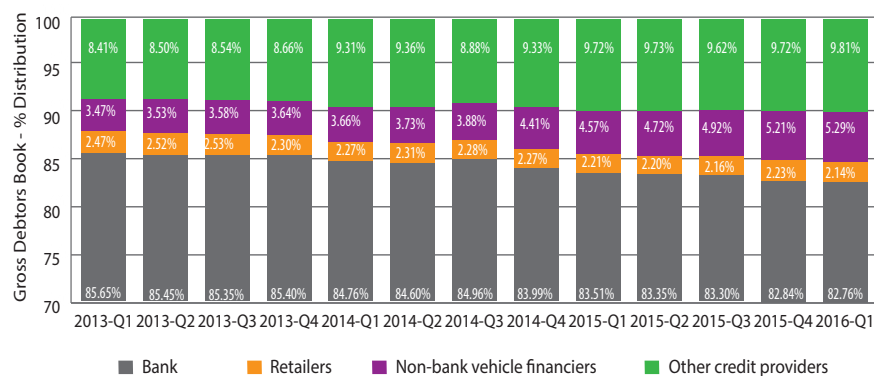
Agreements	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	848,558,077	856,953,264	862,257,853	855,771,031	863,372,793	52.07%	0.89%	1.75%
Secured credit	353,706,060	357,070,777	361,335,749	369,573,184	370,506,281	22.34%	0.25%	4.75%
Credit facilities	207,476,200	211,527,383	212,035,018	216,038,768	219,202,997	13.22%	1.46%	5.65%
Unsecured credit	166,638,102	162,672,953	161,760,517	164,686,255	165,164,069	9.96%	0.29%	-0.88%
Short-term credit	2,026,413	3,327,299	3,234,447	3,637,649	3,091,250	0.19%	-15.02%	52.55%
Developmental Credit	32,468,147	33,498,781	32,249,176	33,567,090	36,885,125	2.22%	9.88%	13.60%
Total	1,610,872,999	1,625,050,457	1,632,872,759	1,643,273,977	1,658,222,516	100.00%	0.91%	2.94%

There was a q-o-q growth of R14.95 billion (0.91%) in the value of gross debtors book for the period ended March 2016 as indicated in Table 1.6. The corresponding y-o-y growth was R47.35 billion (2.94%). The Mortgage credit book grew by R7.60 billion (0.89%) q-o-q and by R14.81 billion (1.75%) on a y-o-y basis. The Secured book grew by R933.10 million (0.25%) q-o-q and by R16.80 billion (4.75%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Banks	1,345,209,332	1,354,511,056	1,360,180,846	1,361,226,785	1,372,295,561	82.76%	0.81%	1.99%
Retailers	35,522,117	35,684,342	35,315,312	36,701,223	35,560,391	2.14%	-3.11%	0.11%
Non-bank vehicle financiers	73,575,693	76,719,097	80,305,480	85,607,679	87,711,398	5.29%	2.46%	19.21%
Other credit providers	156,565,857	158,135,961	157,071,122	159,738,291	162,655,166	9.81%	1.83%	4.10%
Total	1,610,872,999	1,625,050,457	1,632,872,759	1,643,273,977	1,658,222,516	100.00%	0.91%	2.94%

Figure 1.3: Gross debtors book – industry type



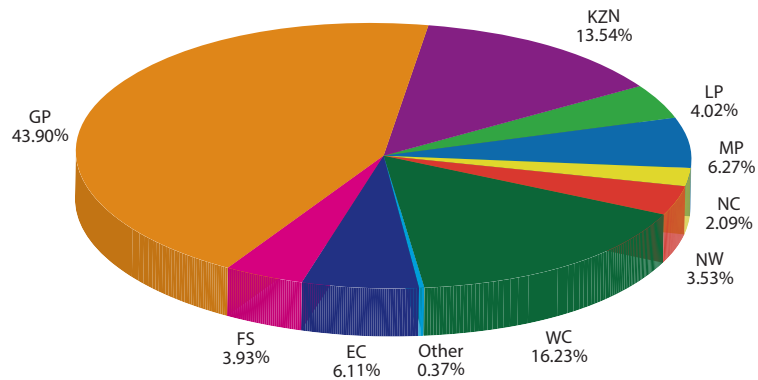
There was an increase q-o-q (0.91%) and y-o-y (2.94%) in the gross debtors book per industry type as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.8: Gross debtors book – number of accounts

Agreements	2015-Q1 000	2015-Q2 000	2015-Q3 000	2015-Q4 000	2016-Q1 000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	1,824	1,824	1,815	1,790	1,784	4.39%	-0.35%	-2.23%
Secured credit	4,404	4,329	4,200	4,184	4,012	9.88%	-4.10%	-8.91%
Credit facilities	26,189	26,154	26,253	26,334	26,139	64.40%	-0.74%	-0.19%
Unsecured credit	7,087	6,719	6,561	6,518	6,391	15.75%	-1.94%	-9.81%
Short-term credit	923	1,423	1,377	1,295	1,123	2.77%	-13.26%	21.61%
Developmental credit	1,187	861	1,085	1,122	1,141	2.81%	1.70%	-3.86%
Total	41,614	41,310	41,292	41,241	40,589	100.00%	-1.58%	-2.46%

The number of accounts that make up the debtors book decreased by 1.58% from 41.24 million to 40.59 million for the quarter ended March 2016. The total number of accounts decreased by 2.46% on a y-o-y basis. Credit facilities had a biggest share of 64.40% of the total number of accounts for the quarter ended March 2016 as indicated in Table 1.8.

Figure 1.4: Provincial distribution of credit granted – 2016-Q1



A significant portion of credit granted went to consumers in the Gauteng province R47.56 billion (43.90%). The Western Cape and Kwazulu Natal accounted for R17.58 billion (16.23%) and R14.67 billion (13.54%) respectively. The remaining provinces constituted R28.52 billion (26.33%) as illustrated in Figure 1.4.

2. Mortgage agreements

2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R50K	22,936	26,749	30,248	22,353	19,944	0.06%	-10.78%	-13.05%
R51K-R100K	119,002	121,596	138,187	130,106	117,628	0.36%	-9.59%	-1.15%
R101K-R150K	164,677	161,962	187,895	178,192	153,898	0.46%	-13.63%	-6.55%
R151K-R350K	1,412,250	1,475,897	1,572,507	1,504,347	1,249,056	3.77%	-16.97%	-11.56%
R351K-R700K	6,175,754	6,905,230	7,892,524	7,356,590	6,167,364	18.62%	-16.17%	-0.14%
≥R700K	23,845,060	27,601,395	29,568,152	30,446,828	25,410,049	76.73%	-16.54%	6.56%
Total	31,739,678	36,292,828	39,389,513	39,638,417	33,117,940	100.00%	-16.45%	4.34%

The rand value of mortgage agreements granted decreased by 16.45% for the quarter ended March 2016 as indicated in Table 2.1. The majority (76.73%) of mortgage agreements granted during the March 2016 quarter were in excess of R700K. All categories declined for the quarter ended March 2016.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R50K	639	783	870	640	559	1.53%	-12.66%	-12.52%
R51K-R100K	1,433	1,470	1,687	1,609	1,454	3.99%	-9.63%	1.47%
R101K-R150K	1,246	1,224	1,416	1,340	1,161	3.18%	-13.36%	-6.82%
R151K-R350K	5,325	5,554	5,947	5,682	4,722	12.94%	-16.90%	-11.32%
R351K-R700K	11,819	13,212	15,055	14,016	11,695	32.06%	-16.56%	-1.05%
≥ R700K	15,980	17,932	19,697	19,856	16,891	46.30%	-14.93%	5.70%
Total	36,442	40,175	44,672	43,143	36,482	100.00%	-15.44%	0.11%

The number of mortgage agreements entered into decreased by 15.44% for the quarter ended March 2016 as indicated in Table 2.2. The majority (78.36%) of mortgages were granted in favour of larger sized credit agreements (≥R351). On a y-o-y basis mortgage agreements increased by 0.11%.

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K	591	559	659	537	444
% share of credit granted	1.62%	1.39%	1.48%	1.24%	1.22%
R10.1K-R15K	2,249	2,345	2,781	2,415	1,809
% share of credit granted	6.17%	5.84%	6.23%	5.60%	4.96%
>R15K	33,602	37,270	41,232	40,191	34,229
% share of credit granted	92.21%	92.77%	92.30%	93.16%	93.82%
Total number of mortgages	36,442	40,174	44,672	43,143	36,482

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K (R000)	153,503	140,271	197,937	142,431	119,316
% share of credit granted	0.48%	0.39%	0.50%	0.36%	0.36%
R10.1K-R15K (R000)	747,622	788,983	947,438	837,291	614,843
% share of credit granted	2.36%	2.17%	2.41%	2.11%	1.86%
>R15K (R000)	30,838,553	35,362,705	38,244,137	38,658,695	32,383,780
% share of credit granted	97.16%	97.44%	97.09%	97.53%	97.78%
Total value of mortgages(R000)	31,739,678	36,291,958	39,389,513	39,638,417	33,117,940

2.2 Mortgages granted by level of income¹

Table 2.3 and 2.4 showed that the majority of mortgages granted for the March 2016 quarter remained in favour of individuals with a gross monthly income of greater than R15k for both rand values and number of accounts.

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

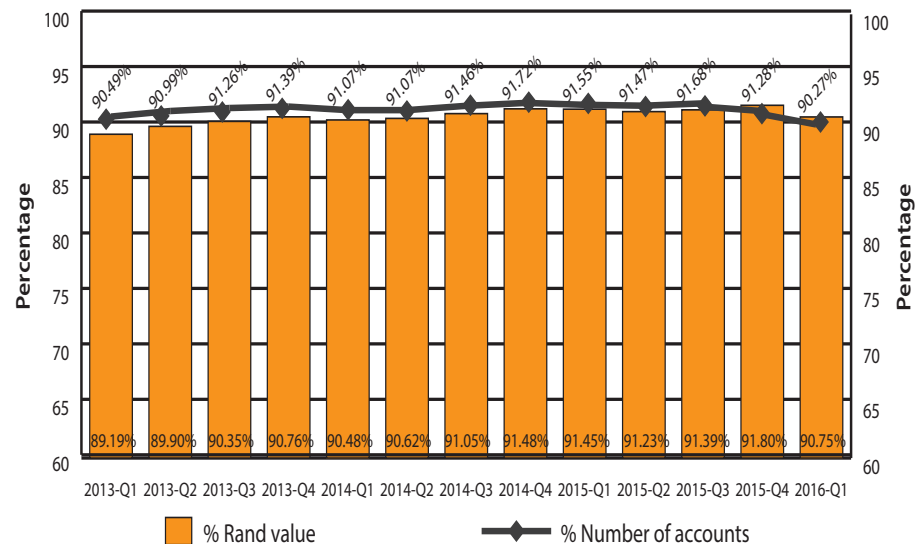
Table 2.5: Gross debtors book – mortgages

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	848,558,077	856,953,264	862,257,853	855,771,031	863,372,793	0.89%	1.75%
Number of accounts	1,824,258	1,823,659	1,815,405	1,789,815	1,783,596	-0.35%	-2.23%

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R7.60 billion (0.89%) on a q-o-q and an increase of R14.81 billion (1.75%) on a y-o-y basis. The number of accounts decreased by 0.35% q-o-q and by 2.23% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



2.4 Age analysis of gross debtors book - mortgages

The rand value of the gross debtors book for mortgages reported as “current” decreased from 91.80% for the quarter ended December 2015 to 90.75% for the quarter ended March 2016. The number of accounts reported as “current” decreased from 91.28% to 90.27% 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	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)
Vehicle	33,276,643	32,544,711	34,738,338	37,253,138	31,006,234	90.76%	-16.77%
Retirement benefits	421,700	433,504	436,577	433,163	395,180	1.16%	-8.77%
Insurance policy	213,498	208,404	254,237	175,322	186,419	0.55%	6.33%
Furniture & other durables	1,432,627	1,427,793	1,222,077	1,852,377	854,291	2.50%	-53.88%
Other security	2,133,888	1,769,513	2,582,948	2,058,338	1,720,861	5.04%	-16.40%
Total	37,478,357	36,383,925	39,234,177	41,772,337	34,162,984	100.00%	-18.22%

As indicated in Table 3.1 the value of secured credit granted decreased by R7.61 billion (18.22%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R31.01 billion (90.76%).

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

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)
Vehicle	144,092	137,484	146,801	156,954	128,390	54.05%	-18.20%
Retirement benefits	4,580	4,807	4,711	4,378	4,106	1.73%	-6.21%
Insurance policy	13,131	11,964	14,135	9,176	10,491	4.42%	14.33%
Furniture & other durables	171,363	167,422	135,103	186,753	90,362	38.04%	-51.61%
Other security	8,752	5,689	4,394	3,922	4,175	1.76%	6.45%
Total	341,918	327,366	305,144	361,183	237,524	100.00%	-34.24%

Table 3.2. indicated a decrease in the number of secured credit agreements by 34.24% for the quarter ended March 2016. Vehicles as a form of security had the biggest share both in rand value and numbers.

3.2 Secured credit granted by level of income

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K	161,056	146,410	114,101	155,655	75,273
% share of credit granted	47.37%	44.99%	37.65%	43.34%	32.09%
R10.1K-R15K	36,966	35,469	35,268	43,019	28,526
% share of credit granted	10.87%	10.90%	11.64%	11.98%	12.16%
>R15K	141,992	143,541	153,697	160,472	130,781
% share of credit granted	41.76%	44.11%	50.71%	44.68%	55.75%
Total number of secured credit agreements	340,014	325,420	303,066	359,146	234,580

There was a decrease in the share of the numbers of secured credit agreements for individuals with a gross monthly income of “Up to R10K” from 43.34% to 32.09% for the quarter ended March 2016 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 44.68% to 55.75% for the quarter ended March 2016.

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K (R000)	2,523,056	2,347,202	1,977,218	2,714,544	1,514,862
% share of credit granted	6.82%	6.58%	5.14%	6.64%	4.54%
R10.1K-R15K (R000)	2,994,087	2,870,007	3,118,225	3,651,128	2,688,122
% share of credit granted	8.10%	8.04%	8.11%	8.93%	8.06%
>R15K (R000)	31,454,654	30,460,542	33,373,332	34,506,646	29,146,625
% share of credit granted	85.08%	85.38%	86.75%	84.43%	87.40%
Total value of secured credit (R000)	36,971,796	35,677,752	38,468,775	40,872,318	33,349,609

Individuals with a gross monthly income of “Greater than R15K” had the biggest rand value share for secured credit granted for quarter ended March 2016 as indicated in Table 3.4.

3.3 Gross debtors book – secured credit.

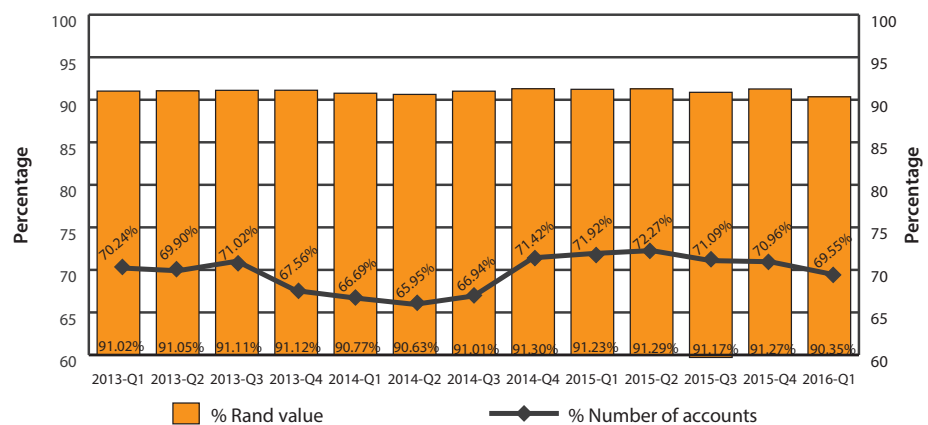
Table 3.5: Gross debtors book – secured credit

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	353,706,060	357,070,777	361,335,749	369,573,184	370,506,281	0.25%	4.75%
Number of accounts	4,404,348	4,329,135	4,199,929	4,183,599	4,011,954	-4.10%	-8.91%

The rand value of the gross debtors book for secured credit showed an increase of R933.10 million (0.25%) for the quarter ended March 2016 and by R16.80 billion (4.75%) on a y-o-y basis. The number of accounts decreased by 4.10% q-o-q and by 8.91% on a y-o-y basis as indicated in Table 3.5.

3.4 Age analysis of gross debtors book – secured credit

Figure 3.1: Secured credit book reported as “current”



The rand value of the gross debtors book for secured credit reported as “current” decreased from 91.27% for the quarter ended December 2015 to 90.35% for the quarter ended March 2016. The number of accounts reported as “current” decreased from 70.96% to 69.55% 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	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Credit and/or Garage cards	6,278,581	6,399,943	6,168,931	4,818,231	4,686,096	35.21%	-2.74%	-25.36%
Bank overdraft	4,235,059	4,186,712	4,625,989	4,354,172	3,506,648	26.35%	-19.46%	-17.20%
Services	511,914	310,975	233,195	160,046	266,052	2.00%	66.23%	-48.03%
Store cards	4,256,283	4,709,528	4,923,525	3,266,853	3,111,880	23.38%	-4.74%	-26.89%
Other facilities	1,719,876	1,484,403	1,599,788	1,368,332	1,738,195	13.06%	27.03%	1.07%
Total	17,001,713	17,091,561	17,551,427	13,967,635	13,308,871	100.00%	-4.72%	-21.72%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Credit and/or Garage cards	386,255	346,743	367,529	257,944	284,212	14.50%	10.18%	-26.42%
Bank overdraft	149,265	131,742	164,044	111,966	101,387	5.17%	-9.45%	-32.08%
Services	16,310	7,318	7,268	2,286	3,093	0.16%	35.30%	-81.04%
Store cards	1,506,511	1,832,130	1,719,651	1,221,624	1,356,673	69.22%	11.05%	-9.95%
Other facilities	37,193	30,182	30,774	117,015	214,655	10.95%	83.44%	477.14%
Total	2,095,534	2,348,115	2,289,266	1,710,835	1,960,020	100.00%	14.57%	-6.47%

Credit and garage cards received R4.69 billion of the total rand value of credit facilities granted (R13.31 billion), followed by bank overdraft R3.51 billion for the quarter ended March 2016 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities decreased by R3.69 billion (21.72%). Table 4.2 indicated that the store cards (69.22%) dominated the number of agreements for the quarter ended March 2016.

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	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K	1,226,918	1,453,157	1,358,128	1,032,644	1,216,037
% share of credit granted	58.61%	61.93%	59.38%	60.44%	62.11%
R10.1K-R15K	265,879	283,020	295,761	206,997	230,386
% share of credit granted	12.70%	12.06%	12.93%	12.12%	11.77%
>R15K	600,541	610,995	633,398	468,908	511,498
% share of credit granted	28.69%	26.00%	27.69%	27.44%	26.12%
Total number of credit facilities	2,093,338	2,346,272	2,287,287	1,708,549	1,957,921

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K (R000)	3,822,488	3,903,989	4,006,593	2,590,268	2,584,093
% share of credit granted	22.88%	23.21%	23.20%	19.01%	19.94%
R10.1K-R15K (R000)	1,725,046	1,758,506	1,848,955	1,260,111	1,158,465
% share of credit granted	10.33%	10.45%	10.71%	9.25%	8.94%
>R15K (R000)	11,159,800	11,159,959	11,412,588	9,773,652	9,217,381
% share of credit granted	66.80%	66.34%	66.09%	71.74%	71.12%
Total value of credit facilities (R000)	16,707,333	16,822,453	17,268,136	13,624,031	12,959,939

Table 4.3 and 4.4 showed a similar trend where the percentage share of the rand value and the number of credit facilities granted to individuals with a gross monthly income of “Up to R10K” increased for the quarter ended March 2016.

4.3 Gross debtors book – credit facilities

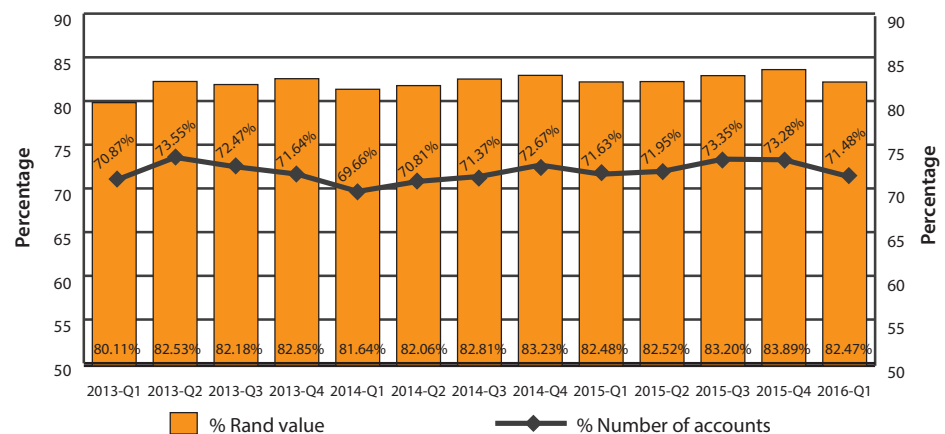
Table 4.5: Gross debtors book – credit facilities

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	207,476,200	211,527,383	212,035,018	216,038,768	219,202,997	1.46%	5.65%
Number of accounts	26,188,853	26,154,490	26,253,158	26,333,812	26,138,508	-0.74%	-0.19%

The rand value of the gross debtors book for credit facilities showed an increase of R3.16 billion (1.46%) q-o-q and R11.73 billion (5.65%) on a y-o-y basis. The number of accounts decreased by 0.74% q-o-q and by 0.19% on a y-o-y basis as indicated in Table 4.5.

4.4 Age analysis of gross debtors book – credit facilities

Figure 4.1: Credit facilities book reported as “current”



The rand value of the gross debtors book for credit facilities reported as “current” decreased from 83.89% for the quarter ended December 2015 to 82.47% for the quarter ended March 2016. The number of accounts reported as “current” decreased from 73.28% to 71.48% 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	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤6 Months	1,013,897	183,052	268,143	301,398	276,315	1.46%	-8.32%	-72.75%
7-12 Months	927,876	1,130,384	2,041,327	1,831,421	1,475,141	7.81%	-19.45%	58.98%
13-18 Months	738,512	781,882	957,623	1,075,969	904,900	4.79%	-15.90%	22.53%
19-24 Months	1,483,579	1,548,864	1,714,046	1,941,411	1,562,505	8.28%	-19.52%	5.32%
25-36 Months	3,012,347	3,199,855	3,383,359	3,706,265	2,978,657	15.78%	-19.63%	-1.12%
3.1-5 Years	9,286,558	9,665,283	11,106,378	12,125,952	10,267,202	54.39%	-15.33%	10.56%
5.1-10 +Years	938,044	936,021	1,185,026	1,484,322	1,413,605	7.49%	-4.76%	50.70%
Total	17,400,813	17,445,341	20,655,901	22,466,738	18,878,324	100.00%	-15.97%	8.49%

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

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤6 Months	419,159	60,469	67,376	80,830	61,649	7.06%	-23.73%	-85.29%
7-12 Months	114,891	144,062	187,598	229,696	195,128	22.34%	-15.05%	69.84%
13-18 Months	136,870	159,897	168,429	181,688	138,740	15.89%	-23.64%	1.37%
19-24 Months	144,571	139,077	143,545	156,879	124,843	14.29%	-20.42%	-13.65%
25-36 Months	127,051	130,096	137,385	153,862	118,982	13.62%	-22.67%	-6.35%
3.1-5 Years	198,682	201,130	229,099	250,243	214,232	24.53%	-14.39%	7.83%
5.1-10 +Years	15,387	15,207	17,221	21,299	19,793	2.27%	-7.07%	28.63%
Total	1,156,611	849,938	950,653	1,074,497	873,367	100.00%	-18.72%	-24.49%

There was an overall decline in both rand values and number of agreements for unsecured credit granted on a q-o-q basis. On a y-o-y basis the rand value increased whilst the number of agreements declined 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	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0K-R3K	650,863	392,555	362,045	376,319	320,260	1.70%	-14.90%	-50.79%
R3.1K-R5K	590,623	327,887	425,435	496,166	408,143	2.16%	-17.74%	-30.90%
R5.1K-R8K	658,261	475,952	563,415	668,565	520,871	2.76%	-22.09%	-20.87%
R8.1K-R10K	550,382	559,960	701,719	864,865	713,757	3.78%	-17.47%	29.68%
R10.1K-R15K	935,822	1,014,188	1,406,701	1,353,419	1,076,253	5.70%	-20.48%	15.01%
> R15.1K	14,014,861	14,674,799	17,196,587	18,707,405	15,839,040	83.90%	-15.33%	13.02%
Total	17,400,813	17,445,341	20,655,901	22,466,738	18,878,324	100.00%	-15.97%	8.49%

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

Number of agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0K-R3K	462,801	246,997	227,793	258,292	204,827	23.45%	-20.70%	-55.74%
R3.1K-R5K	150,696	77,751	102,075	117,615	96,462	11.04%	-17.98%	-35.99%
R5.1K-R8K	107,363	74,025	89,215	105,329	82,704	9.47%	-21.48%	-22.97%
R8.1K-R10K	58,726	58,984	74,031	92,213	76,300	8.74%	-17.26%	29.93%
R10.1K-R15K	75,522	80,090	103,092	107,892	86,486	9.90%	-19.84%	14.52%
> R15.1K	301,504	312,091	354,447	393,156	326,588	37.39%	-16.93%	8.32%
Total	1,156,612	849,938	950,653	1,074,497	873,367	100.00%	-18.72%	-24.49%

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 83.90% and 37.39% respectively for the quarter ended March 2016.

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	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K	505,055	387,786	477,214	525,998	406,378
% share of credit granted	43.67%	45.63%	50.21%	48.96%	46.53%
R10.1K-R15K	232,173	139,822	152,942	172,359	145,923
% share of credit granted	20.07%	16.45%	16.09%	16.04%	16.71%
>R15K	419,303	322,304	320,251	376,047	320,987
% share of credit granted	36.26%	37.92%	33.70%	35.00%	36.76%
Total number of unsecured credit	1,156,531	849,912	950,407	1,074,404	873,288

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K (R000)	4,942,974	5,401,272	6,366,839	7,055,370	5,325,486
% share of credit granted	28.41%	30.97%	30.81%	31.41%	28.21%
R10.1K-R15K (R000)	3,454,752	3,456,832	3,821,348	4,231,837	3,486,911
% share of credit granted	19.86%	19.82%	18.49%	18.84%	18.47%
>R15K (R000)	9,001,649	8,584,737	10,475,591	11,178,063	10,064,019
% share of credit granted	51.74%	49.22%	50.70%	49.76%	53.32%
Total value of unsecured credit (R000)	17,399,375	17,442,841	20,663,777	22,465,270	18,876,416

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 48.96% for the quarter ended December 2015 to 46.53% for the quarter ended March 2016 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” increased from 49.76% to 53.32% for the same period as indicated in Table 5.6.

5.3 Gross debtors book – unsecured credit

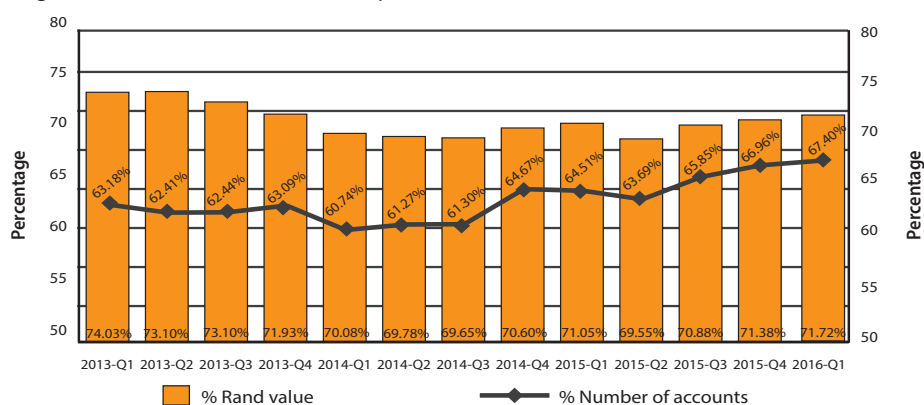
Table 5.7: Gross debtors book – unsecured credit

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	166,638,102	162,672,953	161,760,517	164,686,255	165,164,069	0.29%	-0.88%
Number of accounts	7,086,546	6,719,367	6,561,426	6,517,673	6,391,039	-1.94%	-9.81%

The rand value of gross debtors book for unsecured credit increased by R477.81 million (0.29%) q-o-q but decreased by R1.47 billion (0.88%) on a y-o-y basis. The number of accounts decreased by 1.94% q-o-q and by 9.81% y-o-y as indicated in Table 5.7.

5.4 Age analysis of gross debtors book – unsecured credit

Figure 5.1: Unsecured credit book reported as “current”



The rand value of the gross debtors book for unsecured credit reported as “current” increased from 71.38% for the quarter ended December 2015 to 71.72% for the quarter ended March 2016. The number of accounts reported as “current” increased from 66.96% to 67.40% 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	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤1 Month	1,881,972	2,617,028	2,554,758	2,540,966	1,685,860	52.45%	-33.65%	-10.42%
2-3 Months	170,437	177,583	203,764	238,754	205,664	6.40%	-13.86%	20.67%
4-6 Months	489,735	1,132,109	1,310,816	1,713,132	1,322,840	41.15%	-22.78%	170.11%
Total	2,542,144	3,926,721	4,069,338	4,492,852	3,214,364	100.00%	-28.46%	26.44%

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

Agreements per repayment period	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤1 Month	1,118,322	1,489,832	1,536,522	1,490,931	962,261	63.74%	-35.46%	-13.95%
2-3 Months	64,754	66,071	73,824	85,371	77,012	5.10%	-9.79%	18.93%
4-6 Months	155,671	441,960	495,585	600,289	470,504	31.16%	-21.62%	202.24%
Total	1,338,747	1,997,863	2,105,931	2,176,591	1,509,777	100.00%	-30.64%	12.78%

The majority of short term credit agreements were for “Up to 1 month” for both rand values and numbers for the quarter ended March 2016. The rand value of short term credit decreased by R1.28 billion (28.46%) q-o-q but increased by R672.22 million (26.44%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted decreased by 30.64% q-o-q but increased by 12.78% y-o-y as indicated in Table 6.2.

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

Agreements	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R1000	334,888	454,490	486,324	463,286	335,108	10.43%	-27.67%	0.07%
R1001-R2000	527,289	834,388	880,272	871,282	607,589	18.90%	-30.26%	15.23%
R2001-R3000	445,684	697,670	725,674	786,522	521,869	16.24%	-33.65%	17.09%
R3001-R5000	704,298	1,098,735	1,161,053	1,338,138	864,967	26.91%	-35.36%	22.81%
R5001-R8000	529,985	841,438	816,015	1,033,624	884,831	27.53%	-14.40%	66.95%
Total	2,542,144	3,926,721	4,069,338	4,492,852	3,214,364	100.00%	-28.46%	26.44%

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

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R1000	563,817	751,288	808,135	773,227	533,759	35.35%	-30.97%	-5.33%
R1001-R2000	351,005	562,715	593,694	595,657	410,616	27.20%	-31.07%	16.98%
R2001-R3000	173,710	277,678	287,498	312,660	205,576	13.62%	-34.25%	18.34%
R3001-R5000	171,297	275,274	289,054	335,004	221,977	14.70%	-33.74%	29.59%
R5001-R8000	78,918	130,908	127,550	160,043	137,849	9.13%	-13.87%	74.67%
Total	1,338,747	1,997,863	2,105,931	2,176,591	1,509,777	100.00%	-30.64%	12.78%

All categories for short term credit agreements granted experienced an overall decline on a q-o-q basis for both rand value and number as indicated in Table 6.3 and 6.4.

6.2 Short-term credit granted by level of income

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K	811,165	1,138,587	1,202,797	1,275,439	877,111
% share of credit granted	60.59%	56.99%	57.12%	58.60%	58.10%
R10.1K-R15K	238,384	365,658	381,876	381,844	258,797
% share of credit granted	17.81%	18.30%	18.13%	17.54%	17.14%
>R15K	289,198	493,585	521,204	519,276	373,855
% share of credit granted	21.60%	24.71%	24.75%	23.86%	24.76%
Total number of short-term credit	1,338,747	1,997,830	2,105,877	2,176,559	1,509,763

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R10K (R000)	1,146,489	1,707,581	1,821,965	2,123,653	1,501,279
% share of credit granted	45.10%	43.49%	44.77%	47.27%	46.71%
R10.1K-R15K (R000)	526,748	770,583	792,533	849,424	588,664
% share of credit granted	20.72%	19.62%	19.48%	18.91%	18.31%
>R15K (R000)	868,907	1,448,448	1,454,688	1,519,657	1,124,390
% share of credit granted	34.18%	36.89%	35.75%	33.82%	34.98%
Total value of short-term credit (R000)	2,542,144	3,926,612	4,069,186	4,492,734	3,214,334

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 58.60% for the quarter ended December 2015 to 58.10% for the quarter ended March 2016 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 33.82% to 34.98% for the same period as indicated in Table 6.6.

6.3 Gross debtors book – short-term credit

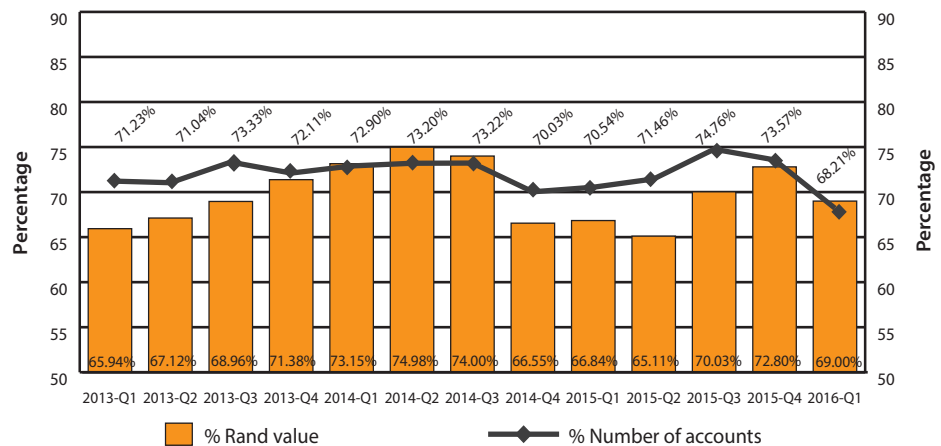
Table 6.7: Gross debtors book - short-term credit

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	2,026,413	3,327,299	3,234,447	3,637,649	3,091,250	-15.02%	52.55%
Number of accounts	923,393	1,422,758	1,377,209	1,294,562	1,122,947	-13.26%	21.61%

The rand value of the gross debtors book for short-term credit decreased by R546.40 million (15.02%) q-o-q but increased by R1.06 billion (52.55%) on a y-o-y basis. The number of accounts decreased by 13.26% q-o-q but increased by 21.61% on a y-o-y basis as indicated in Table 6.7.

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

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



The rand value of the gross debtors book for short-term credit reported as “current” decreased from 72.80% for the quarter ended December 2015 to 69.00% for the quarter ended March 2016. The number of accounts reported as “current” decreased from 73.57% to 68.21% 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	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)
<= 4 Months	18,947	1,436	8,405	15,006	26,299	0.47%	75.26%
5-12 Months	204,858	17,241	40,999	89,742	241,804	4.28%	169.44%
12.1-24 Months	213,070	56,506	62,857	58,147	159,071	2.82%	173.57%
24.1-36 Months	40,908	32,571	29,936	32,961	88,959	1.57%	169.89%
> 36 months	895,958	1,058,331	2,892,235	1,613,198	5,132,590	90.86%	218.16%
Total	1,373,741	1,166,086	3,034,431	1,809,053	5,648,723	100.00%	212.25%

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

Number of agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)
<= 4 Months	2,864	186	524	952	1,635	1.04%	71.74%
5-12 Months	14,527	2,875	4,971	5,484	14,009	8.94%	155.45%
12.1-24 Months	13,710	3,591	4,554	3,711	10,249	6.54%	176.18%
24.1-36 Months	2,139	1,657	1,466	1,756	4,343	2.77%	147.32%
> 36 months	20,223	11,970	70,907	36,622	126,536	80.71%	245.52%
Total	53,463	20,279	82,422	48,525	156,772	100.00%	223.07%

As indicated in Table 7.1 and Table 7.2 the value of developmental credit granted increased by R3.84 billion (212.25%) for the quarter ended March 2016. The number of developmental credit agreements increased by 223.07% for the same period.

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

Rand value of agreements	2015-Q1 R000	2015-Q2 R000	2015-Q3 R000	2015-Q4 R000	2016-Q1 R000	2016-Q1 % Distribution	% Change (Q1/Q4)
R0-R1500	2,272	684	1,578	666	1,558	0.03%	133.87%
R1501-R3000	7,079	1,872	6,202	4,042	7,973	0.14%	97.22%
R3.01K-R5K	18,748	4,738	14,859	9,661	23,029	0.41%	138.38%
R5.01K-R10K	83,520	19,226	70,131	74,054	140,441	2.49%	89.65%
R10.1K-R20K_D	244,445	64,655	267,575	174,709	609,635	10.79%	248.94%
> R20K	1,017,676	1,074,909	2,674,086	1,545,920	4,866,087	86.14%	214.77%
Total	1,373,741	1,166,086	3,034,431	1,809,053	5,648,723	100.00%	212.25%

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

Number of agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q1 % Distribution	% Change (Q1/Q4)
R0-R1500	2,527	808	2,455	1,289	2,511	1.60%	94.80%
R1501-R3000	3,037	801	2,631	1,751	3,483	2.22%	98.91%
R3.01K-R5K	4,629	1,165	3,644	2,403	5,688	3.63%	136.70%
R5.01K-R10K	10,955	2,559	9,648	10,897	19,688	12.56%	80.67%
R10.1K-R20K_D	15,883	4,234	16,516	11,461	31,688	20.21%	176.49%
> R20K	16,431	10,712	47,528	20,724	93,714	59.78%	352.20%
Total	53,462	20,279	82,422	48,525	156,772	100.00%	223.07%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 86.14% in rand value and 59.78% in numbers for the quarter ended March 2016.

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	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
<=R10K	21,073	5,925	7,397	8,204	18,703
% share	60.60%	56.00%	56.24%	59.27%	58.92%
R10.1K-R15K	13,699	4,656	5,756	5,637	13,042
% share	39.40%	44.00%	43.76%	40.73%	41.08%
Total number of developmental credit	34,772	10,581	13,153	13,841	31,745

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

Level of income	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
<=R10K	627,724	610,603	479,688	583,695	699,326
% share	65.42%	69.30%	70.72%	69.28%	66.72%
R10.1K-R15K	331,788	270,541	198,623	258,773	348,877
% share	34.58%	30.70%	29.28%	30.72%	33.28%
Total rand value of developmental credit	959,513	881,144	678,311	842,468	1,048,203

The number of developmental credit agreements granted to individuals with a gross monthly income of “Up to R10K” had the largest share of 58.92% as indicated in Table 7.5. The rand value of developmental credit agreements granted to individuals with a gross monthly income of “Up to R10K” had the largest share of 66.72% as indicated in Table 7.6.

7.3 Gross debtors book – developmental credit

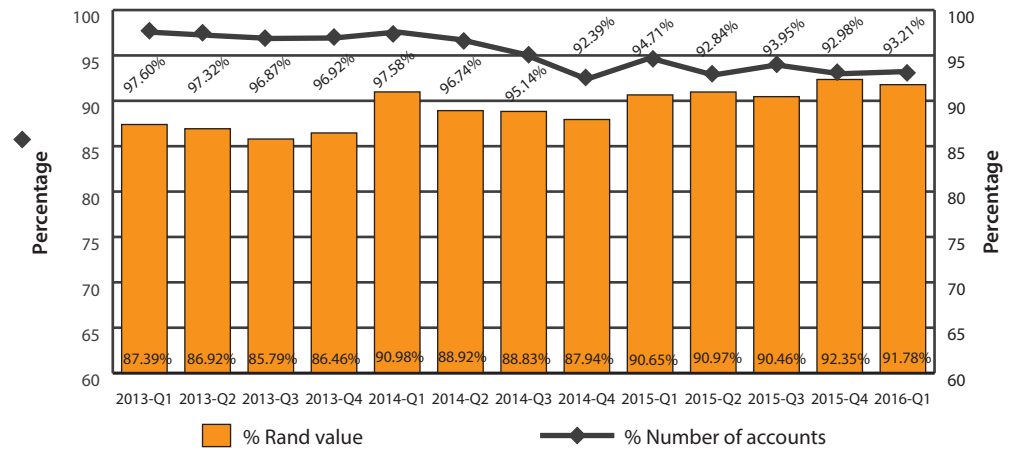
Table 7.7: Gross debtors book - developmental credit

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	32,468,147	33,498,781	32,249,176	33,567,090	36,885,125	9.88%	13.60%
Number of accounts	1,186,853	860,611	1,085,263	1,122,001	1,141,040	1.70%	-3.86%

The rand value of the gross debtors book for developmental credit increased by R3.32 billion (9.88%) q-o-q and by R4.42 billion (13.60%) on a y-o-y basis. The number of accounts increased by 1.70% q-o-q but decreased by 3.86% on a y-o-y basis as indicated in Table 7.7.

7.4 Age analysis of gross debtors book – developmental credit

Figure 7.1: Developmental credit book reported as “current”



The rand value of the gross debtors book for developmental credit reported as “current” decreased from 92.35% for the quarter ended December 2015 to 91.78% for the quarter ended March 2016. The number of accounts reported as “current” increased from 92.98% to 93.21% 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	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
Eastern Cape	5,930,465,600	6,024,814,409	5,994,079,897	6,652,674,095	6,201,918,550	6,357,497,553	7,100,538,887	7,223,020,207	6,622,692,041
Free State	4,129,852,870	3,874,224,484	4,500,537,484	4,801,971,146	4,496,073,671	4,283,953,425	5,399,050,935	5,137,099,819	4,259,921,022
Gauteng	50,657,555,112	51,603,926,570	52,836,990,360	55,477,936,356	47,642,964,901	50,345,844,152	54,924,394,212	54,221,996,838	47,559,682,046
Kwazulu-Natal	13,484,053,171	13,155,044,738	13,295,210,401	14,386,617,805	14,100,402,011	15,048,035,342	16,246,341,254	16,388,409,950	14,668,842,787
Limpopo	3,681,341,105	3,712,266,510	3,636,353,470	4,093,910,942	3,871,306,048	4,109,092,506	4,626,168,275	4,715,369,165	4,351,591,938
Mpumalanga	6,249,663,661	6,531,453,525	6,631,635,913	7,327,428,071	7,370,956,589	7,325,351,741	8,064,667,890	8,548,219,829	6,794,915,115
Northern Cape	1,776,837,033	1,840,315,723	2,204,125,645	2,205,944,642	2,055,840,184	2,034,161,524	2,476,914,108	2,563,716,672	2,259,453,398
North West	4,229,449,629	3,914,240,417	3,762,128,889	4,647,410,857	4,326,362,013	4,302,576,868	4,852,997,965	5,136,418,276	3,827,313,863
Western Cape	14,447,714,353	15,236,771,193	15,819,066,952	16,979,150,410	16,345,865,705	17,367,469,809	19,152,210,983	19,452,302,703	17,584,185,760
Other	1,017,981,737	1,298,595,639	1,503,916,761	1,070,796,188	1,124,756,861	1,132,478,193	1,091,501,727	760,478,342	402,609,034
Total	105,604,914,271	107,191,653,208	110,184,045,772	117,643,840,512	107,536,446,533	112,306,461,113	123,934,786,234	124,147,031,801	108,331,207,004

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
≤R1500	3,140,578	3,362,750	3,226,141	4,966,990	3,885,156	3,411,454	3,217,185	2,237,051	1,746,603
R1500-R3000	42,306,919	35,355,179	33,472,162	55,022,051	33,248,706	33,227,304	26,400,681	25,748,386	16,043,096
R3.1K-R5K	155,516,651	145,096,417	146,913,277	213,563,270	118,855,426	104,873,890	84,552,917	97,242,883	56,952,804
R5.1K-R10K	585,602,023	663,341,584	718,575,987	1,097,738,428	635,051,451	632,021,010	486,878,415	647,779,634	336,458,476
R10.1K-R20K	412,943,538	488,596,790	566,725,589	1,029,595,736	527,904,754	532,043,647	497,768,559	755,202,294	342,711,806
R20.1K-R40K	236,513,584	236,255,485	240,387,535	402,311,232	301,811,136	292,617,258	304,091,242	401,654,649	229,644,263
R40.1K-R60K	368,672,437	312,445,501	263,925,459	282,586,056	274,975,046	244,604,394	239,559,456	237,069,291	209,305,684
R60.1K-R100K	1,634,442,835	1,531,550,943	1,416,399,259	1,458,308,420	1,397,191,603	1,221,713,089	1,226,929,704	1,214,806,820	1,023,254,851
R101K-R150K	4,838,447,980	4,762,433,288	4,399,061,338	4,740,855,777	4,296,326,824	3,953,519,541	4,140,685,478	4,411,395,338	3,551,378,912
R151K-R200K	4,975,821,445	5,086,565,026	5,027,049,532	5,914,415,546	5,511,745,472	5,178,643,553	5,552,750,536	6,061,569,832	4,802,966,745
R201K-R400K	12,904,103,416	13,071,584,796	13,144,501,287	14,620,810,093	13,336,876,453	13,015,774,609	14,415,392,010	15,442,480,908	12,977,234,810
>R400K	9,195,479,616	9,420,258,204	10,477,287,348	11,788,704,583	11,040,484,631	11,171,474,791	12,255,950,722	12,475,150,172	10,615,286,080
Total	35,352,991,022	35,756,845,963	36,437,524,914	41,608,878,182	37,478,356,658	36,383,924,540	39,234,176,905	41,772,337,258	34,162,984,130

Table 3: Number of agreements for secured credit granted

Agreements	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
≤R1500	3,044	2,992	2,849	4,338	4,166	3,357	3,109	2,175	1,525
R1500-R3000	17,712	14,695	13,737	22,559	13,889	13,797	10,977	10,685	6,721
R3.1K-R5K	38,234	35,526	35,967	52,279	29,378	25,923	20,977	23,898	14,139
R5.1K-R10K	82,975	93,918	100,650	152,889	88,855	87,639	67,005	88,588	45,927
R10.1K-R20K	30,908	36,645	42,599	76,287	39,707	39,664	36,710	55,565	24,980
R20.1K-R40K	8,333	8,509	8,725	15,115	11,018	10,879	11,302	15,134	8,398
R40.1K-R60K	7,156	6,159	5,218	5,612	5,427	4,928	4,751	4,722	4,154
R60.1K-R100K	19,731	18,446	17,249	17,771	17,183	14,952	14,874	14,689	12,434
R101K-R150K	37,622	36,956	34,925	37,636	34,171	31,382	32,843	34,927	28,138
R151K-R200K	28,200	28,830	29,119	34,269	31,944	29,945	32,057	35,034	27,725
R201K-R400K	45,648	46,137	47,665	52,757	48,201	47,074	52,075	56,260	47,071
>R400K	13,880	14,621	17,565	19,208	17,979	17,826	18,464	19,506	16,312
Total	333,443	343,434	356,268	490,720	341,918	327,366	305,144	361,183	237,524

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
R0-R3500	1,343,348	50,000	90,000	2,198,647	2,408,325	2,457,436	2,063,520	1,338,968	150,000
R3501-R5500	5,806,898	6,269,257	7,201,492	7,242,959	4,074,538	4,047,920	5,071,171	3,532,104	4,685,580
R5501-R7500	32,384,145	39,449,115	33,256,130	38,271,603	36,682,275	29,636,685	55,941,258	38,695,371	33,387,351
R7501-R10K	158,400,855	149,006,448	155,093,378	160,082,986	110,337,705	104,128,783	134,861,550	98,864,876	81,093,568
R10.1K-R15K	923,862,647	871,062,098	984,036,663	992,009,505	747,622,296	788,982,591	947,437,638	837,290,621	614,843,078
>R15K	29,419,058,158	31,920,685,927	35,481,532,837	35,074,570,855	30,838,553,338	35,362,704,936	38,244,137,434	38,658,694,967	32,383,780,107
Total	30,540,856,051	32,986,522,845	36,661,210,500	36,274,376,555	31,739,678,477	36,291,958,351	39,389,512,571	39,638,416,907	33,117,939,684

Table 5: Number of mortgages granted by income category

Income Category	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
R0-R3500	9	1	1	5	5	7	4	4	2
R3501-R5500	46	41	46	46	25	27	26	26	20
R5501-R7500	181	192	182	143	143	133	133	135	110
R7501-R10K	622	602	600	603	418	392	496	372	312
R10.1K-R15K	2,804	2,686	2,988	2,941	2,249	2,345	2,781	2,415	1,809
>R15K	34,186	35,675	39,415	39,108	33,602	37,270	41,232	40,191	34,229
Total	37,848	39,197	43,232	42,846	36,442	40,174	44,672	43,143	36,482

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

Income Category	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
R0-R3500	942,546,027	920,539,394	973,143,464	1,093,122,074	803,555,609	739,639,290	466,968,526	685,170,738	279,626,352
R3501-R5500	226,149,404	237,187,812	256,898,694	562,535,253	411,787,384	340,734,000	241,360,206	380,068,688	162,798,481
R5501-R7500	384,435,202	379,632,848	345,774,788	513,407,740	372,985,179	369,896,072	354,551,262	485,516,409	286,493,999
R7501-R10K	984,095,394	973,838,532	870,704,552	1,107,904,370	934,727,431	896,932,653	914,338,035	1,163,788,335	785,942,781
R10.1K-R15K	3,050,715,679	3,093,044,672	2,916,272,021	3,646,397,228	2,994,087,066	2,870,007,141	3,118,225,070	3,651,127,569	2,688,122,024
>R15K	29,297,267,971	29,718,543,353	30,525,419,850	34,140,983,170	31,454,653,652	30,460,542,477	33,373,332,131	34,506,646,456	29,146,625,341
Total	34,885,209,677	35,322,786,611	35,888,213,369	41,064,349,835	36,971,796,321	35,677,751,633	38,468,775,230	40,872,318,195	33,349,608,978

Table 7: Number of secured credit granted by income category

Income Category	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
R0-R3500	113,825	120,788	126,618	151,307	81,836	77,744	57,618	79,578	35,279
R3501-R5500	25,102	25,792	28,721	59,718	38,373	28,888	22,310	30,969	15,066
R5501-R7500	15,947	16,207	16,825	31,206	18,995	18,369	15,343	20,731	10,722
R7501-R10K	18,119	18,249	18,138	31,875	21,852	21,409	18,830	24,377	14,206
R10.1K-R15K	31,853	32,353	32,022	50,463	36,966	35,469	35,268	43,019	28,526
>R15K	127,321	128,834	132,576	164,877	141,992	143,541	153,697	160,472	130,781
Total	332,167	342,223	354,900	489,446	340,014	325,420	303,066	359,146	234,580

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

Income Category	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
R0-R3500	1,233,011,941	1,471,645,971	1,697,353,210	1,392,031,869	1,325,921,066	1,274,650,558	1,004,702,473	714,981,488	880,133,424
R3501-R5500	1,343,274,706	1,366,535,479	1,333,263,347	1,395,453,015	804,637,305	879,575,696	1,125,904,816	650,206,265	580,931,002
R5501-R7500	666,534,292	745,313,448	788,122,781	817,735,631	706,914,670	747,361,311	818,509,997	508,365,975	475,758,626
R7501-R10K	981,886,847	1,057,081,332	1,068,749,734	1,104,264,042	985,015,228	1,002,401,088	1,057,475,329	716,713,978	647,270,021
R10.1K-R15K	1,676,999,727	1,800,614,074	1,745,600,468	1,795,435,866	1,725,045,571	1,758,505,771	1,848,955,193	1,260,111,145	1,158,464,819
>R15K	9,594,466,410	9,609,163,372	9,630,581,549	10,708,063,775	11,159,799,568	11,159,959,052	11,412,587,699	9,773,652,218	9,217,380,916
Total	15,496,173,923	16,050,353,676	16,263,671,089	17,212,984,198	16,707,333,408	16,822,453,476	17,268,135,507	13,624,031,069	12,959,938,808

Table 9: Number of credit facilities granted by income category

Income Category	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
R0-R3500	594,472	786,712	682,976	709,568	536,344	665,574	507,333	469,809	648,505
R3501-R5500	368,717	404,015	409,127	444,840	290,676	346,377	401,381	252,494	237,728
R5501-R7500	242,640	261,076	266,098	266,684	195,879	221,654	225,938	150,503	158,326
R7501-R10K	237,804	255,651	261,366	257,191	204,019	219,552	223,476	159,838	171,478
R10.1K-R15K	290,599	309,880	322,014	316,852	265,879	283,020	295,761	206,997	230,386
>R15K	575,323	623,957	623,617	613,890	600,541	610,095	633,398	468,908	511,498
Total	2,309,555	2,641,291	2,565,198	2,609,025	2,093,338	2,346,272	2,287,287	1,708,549	1,957,921

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

Income Category	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
R0-R3500	1,038,688,935	1,237,346,856	1,038,782,054	1,041,823,027	861,812,500	1,043,006,594	1,388,000,061	1,583,874,017	1,087,225,379
R3501-R5500	1,122,510,393	1,200,735,848	1,062,367,683	1,042,261,523	915,865,340	1,033,444,891	1,329,855,861	1,477,670,971	1,089,804,189
R5501-R7500	1,504,273,353	1,544,629,912	1,383,095,471	1,409,113,760	1,268,120,846	1,373,506,039	1,493,629,423	1,615,134,158	1,261,595,145
R7501-R10K	2,116,347,490	2,182,968,958	2,033,169,038	2,091,182,942	1,897,175,789	1,951,314,673	2,155,353,327	2,378,690,592	1,886,861,117
R10.1K-R15K	3,687,033,688	3,837,684,312	3,639,412,809	3,779,289,716	3,454,751,731	3,456,831,877	3,821,348,098	4,231,837,022	3,486,911,144
>R15K	9,353,458,076	9,316,377,902	9,077,098,988	9,337,793,048	9,001,649,137	8,584,736,940	10,475,590,642	11,178,063,064	10,064,019,481
Total	18,822,311,935	19,319,743,788	18,233,926,043	18,701,464,016	17,399,375,343	17,442,841,014	20,663,777,412	22,465,269,824	18,876,416,455

Table 11: Number of unsecured credit granted by income category

Income Category	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
R0-R3500	122,831	134,326	113,746	146,097	123,519	102,975	144,637	159,634	111,876
R3501-R5500	97,638	102,716	101,089	120,951	109,061	94,243	121,277	134,547	104,368
R5501-R7500	103,114	107,144	110,085	125,670	118,050	90,055	98,690	108,345	87,488
R7501-R10K	136,635	144,115	155,461	166,268	154,425	100,513	112,610	123,472	102,646
R10.1K-R15K	206,227	219,952	218,609	249,846	232,173	139,822	152,942	172,359	145,923
>R15K	376,634	393,316	367,174	438,547	419,303	322,304	320,251	376,047	320,987
Total	1,043,079	1,101,569	1,066,164	1,247,379	1,156,531	849,912	950,407	1,074,404	873,288

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

Income Category	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
R0-R3500	132,044,524	157,125,617	350,500,639	282,704,048	242,211,491	354,353,746	384,618,550	476,041,437	352,199,082
R3501-R5500	150,821,792	172,984,782	162,790,624	302,732,882	279,819,306	424,106,290	464,377,091	572,728,562	396,434,227
R5501-R7500	146,113,288	160,525,564	121,323,320	303,376,125	283,003,856	422,170,989	448,928,930	507,971,076	354,881,354
R7501-R10K	166,283,398	167,219,640	163,457,538	361,184,069	341,454,791	506,949,655	524,040,036	566,911,919	397,764,817
R10.1K-R15K	224,394,031	223,812,333	224,788,574	540,457,952	526,748,056	770,583,223	792,533,229	849,423,569	588,664,141
>R15K	409,121,783	405,436,982	392,553,832	887,607,890	868,906,688	1,448,447,867	1,454,688,072	1,519,657,372	1,124,390,055
Total	1,228,778,816	1,287,104,918	1,415,414,527	2,678,062,966	2,542,144,188	3,926,611,770	4,069,185,908	4,492,733,935	3,214,333,676

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

Income Category	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
R0-R3500	125,922	143,693	335,108	250,101	225,919	305,087	317,108	359,660	256,784
R3501-R5500	140,372	158,376	114,448	232,300	223,768	307,105	333,204	360,631	240,928
R5501-R7500	114,050	120,187	82,323	181,647	176,123	251,983	266,608	272,356	185,423
R7501-R10K	115,024	116,587	99,022	188,924	185,355	274,412	285,877	282,792	193,976
R10.1K-R15K	133,003	135,018	126,735	236,462	238,384	365,658	381,876	381,844	258,797
>R15K	171,899	170,871	162,400	287,407	289,198	493,585	521,204	519,276	373,855
Total	800,270	844,732	920,036	1,376,841	1,338,747	1,997,830	2,105,877	2,176,559	1,509,763

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

Income Category	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
R0-R1500	575,203	800,742	260,144	923,570	8,685,168	170,499	964,679	4,037,983	12,703,397
R1501-R3500	2,782,472	2,720,456	1,698,461	1,169,126	15,166,721	699,713	1,804,587	3,939,757	17,783,398
R3501-R5500	15,878,408	10,662,839	8,156,901	5,175,746	38,630,534	4,135,223	7,235,937	10,344,089	43,250,680
R5501-R7500	33,156,633	21,570,432	16,507,278	18,916,780	85,607,637	11,813,260	15,707,177	24,296,766	92,087,941
R7501-R10K	252,959,584	236,348,918	133,604,749	293,507,390	479,634,343	593,784,207	453,975,331	541,076,496	533,500,245
R10.1K-R15K	228,882,018	148,212,938	155,632,370	366,336,062	331,788,411	270,541,114	198,623,247	258,773,261	348,876,917
Total	534,234,318	420,316,325	315,859,903	686,028,674	959,512,814	881,144,016	678,310,958	842,468,352	1,048,202,578

Table 15: Number of developmental credit granted by income category

Income Category	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
R0-R1500	41	65	28	330	840	144	149	227	597
R1501-R3500	361	324	283	187	1,096	124	254	352	855
R3501-R5500	1,798	1,037	976	579	2,589	433	895	864	2,325
R5501-R7500	3,406	1,802	1,754	3,974	7,789	1,901	2,144	2,397	5,841
R7501-R10K	6,143	3,660	3,208	2,714	8,759	3,323	3,955	4,364	9,085
R10.1K-R15K	12,709	4,015	6,899	5,554	13,699	4,656	5,756	5,637	13,042
Total	24,458	10,903	13,148	13,338	34,772	10,581	13,153	13,841	31,745

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
Current	744,914,312,312	756,065,040,559	759,734,822,399	769,568,168,320	776,006,157,056	781,814,033,883	788,032,808,769	785,565,327,913	783,478,308,746
30 Days	28,312,964,436	27,863,104,177	27,727,602,656	27,190,443,352	26,964,673,237	28,394,921,142	28,713,107,779	29,383,150,352	32,714,339,613
31-60 Days	10,069,217,352	9,949,462,139	9,317,503,379	8,624,585,916	9,551,225,171	10,269,289,658	10,548,811,122	9,199,826,633	11,816,188,894
61-90 Days	5,572,115,583	5,940,086,180	5,164,505,927	4,764,030,470	5,376,949,682	5,921,404,048	5,725,125,880	5,041,297,827	6,663,088,656
91-120 Days	3,857,728,570	4,166,354,469	4,040,940,042	3,666,095,240	3,973,846,134	4,243,908,663	4,263,489,301	3,856,101,535	4,594,774,910
120+ Days	30,600,335,443	30,383,138,972	28,415,557,172	27,433,544,614	26,685,225,361	26,309,706,454	24,974,510,373	22,725,326,714	24,106,092,462
Total	823,326,673,696	834,367,186,496	834,400,931,575	841,246,867,912	848,558,076,641	856,953,263,848	862,257,853,224	855,771,030,974	863,372,793,281

Table 17: Age analysis of accounts – mortgages

Ageing	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Current	1,671,588	1,676,278	1,671,481	1,676,400	1,670,019	1,668,039	1,664,386	1,633,654	1,609,993
30 Days	66,232	65,309	64,333	62,655	62,878	63,141	62,528	68,288	74,076
31-60 Days	21,750	21,364	20,239	19,212	20,771	21,025	20,459	20,578	25,560
61-90 Days	12,435	13,195	11,460	10,638	11,533	12,292	11,716	12,071	14,692
91-120 Days	8,518	8,027	7,185	6,884	8,595	8,650	7,937	8,421	9,909
120+ Days	54,928	56,508	52,914	52,006	50,462	50,512	48,379	46,803	49,366
Total	1,835,451	1,840,681	1,827,612	1,827,795	1,824,258	1,823,659	1,815,405	1,789,815	1,783,596

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

Ageing	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
Current	301,091,194,170	308,478,093,778	310,242,638,504	317,501,116,656	322,684,110,270	325,987,034,485	329,420,967,300	337,326,409,861	334,745,084,992
30 Days	13,003,991,570	13,015,224,991	12,594,224,025	12,723,498,207	13,189,786,977	12,901,280,537	13,721,011,940	13,648,741,034	15,461,165,758
31-60 Days	4,251,966,564	4,256,949,802	3,997,995,906	4,243,385,222	4,568,888,745	4,573,764,438	4,594,306,840	4,596,513,194	5,222,683,793
61-90 Days	2,049,196,023	2,151,946,510	1,991,408,423	2,124,527,082	2,291,132,485	2,445,035,104	2,396,996,654	2,325,871,758	2,338,100,289
91-120 Days	1,343,608,025	1,419,750,551	1,341,688,846	1,474,173,598	1,527,763,753	1,730,997,529	1,765,360,895	1,829,147,023	1,887,745,906
120+ Days	9,976,541,669	11,033,943,899	10,706,700,664	9,679,973,450	9,444,606,401	9,432,664,511	9,437,086,429	9,846,500,839	10,851,500,240
Total	331,716,498,021	340,355,909,531	340,874,656,367	347,746,674,215	353,706,288,631	357,070,776,604	361,335,730,058	369,573,183,709	370,506,280,978

Table 19: Age analysis of accounts – secured credit

Ageing	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Current	3,091,509	3,044,015	3,028,370	3,230,334	3,167,658	3,128,611	2,985,293	2,968,562	2,790,143
30 Days	375,369	349,324	331,350	315,349	313,065	292,744	284,950	282,292	317,591
31-60 Days	188,994	175,584	164,706	164,318	172,732	162,864	155,937	147,367	154,767
61-90 Days	133,787	127,662	116,935	112,981	118,083	117,571	110,264	105,325	107,159
91-120 Days	107,322	105,460	97,018	91,077	93,412	100,511	92,319	89,114	88,991
120+ Days	738,389	813,271	785,708	608,886	539,398	526,834	570,621	590,939	553,303
Total	4,635,370	4,615,316	4,524,086	4,522,945	4,404,348	4,329,135	4,199,384	4,183,599	4,011,954

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

Ageing	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
Current	155,596,343,128	160,223,903,195	163,817,011,452	169,282,669,120	171,126,853,183	174,542,837,449	176,409,604,455	181,226,553,507	180,780,995,221
30 Days	12,791,331,747	12,325,908,666	11,832,846,189	11,970,881,592	12,723,709,767	11,261,484,802	10,350,696,878	10,296,384,704	11,692,558,289
31-60 Days	4,671,157,553	4,289,670,848	4,095,257,756	3,831,603,617	4,667,791,694	4,766,181,530	4,227,697,035	4,010,303,675	5,384,428,308
61-90 Days	2,802,741,431	2,702,506,010	2,508,452,293	2,645,855,210	2,734,988,145	2,899,798,991	2,665,813,212	2,532,796,229	3,020,835,969
91-120 Days	2,319,278,730	2,792,320,079	2,461,390,516	2,397,531,314	2,328,114,127	2,650,418,501	2,611,972,764	2,563,674,408	2,829,429,179
120+ Days	12,405,659,168	12,925,737,062	13,096,618,807	13,256,793,575	13,894,742,718	15,406,661,838	15,769,233,460	15,409,055,173	15,494,750,312
Total	190,586,511,757	195,260,045,860	197,811,577,013	203,385,334,428	207,476,199,634	211,527,383,111	212,035,017,804	216,038,767,696	219,202,997,278

Table 21: Age analysis of accounts – credit facilities

Ageing	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Current	17,158,364	17,518,356	17,729,365	18,724,243	18,759,820	18,817,479	19,256,548	19,296,266	18,684,929
30 Days	2,843,336	2,582,957	2,565,562	2,562,152	2,605,532	2,453,610	2,302,177	2,428,395	2,463,909
31-60 Days	1,069,097	917,308	869,957	819,067	986,152	906,842	855,222	852,862	1,022,006
61-90 Days	654,008	631,101	576,490	546,708	620,176	613,021	580,001	576,740	660,079
91-120 Days	521,326	580,366	509,462	454,636	453,139	501,012	453,315	447,143	470,170
120+ Days	2,384,572	2,511,360	2,589,522	2,658,388	2,764,034	2,862,526	2,805,895	2,732,406	2,837,415
Total	24,630,703	24,741,448	24,840,358	25,765,194	26,188,853	26,154,490	26,253,158	26,333,812	26,138,508

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

Ageing	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
Current	121,216,269,276	120,160,031,508	118,267,378,019	119,302,558,911	118,397,798,500	113,137,846,454	114,655,385,618	117,552,102,340	118,456,580,759
30 Days	8,933,635,027	8,830,061,194	9,124,898,138	9,039,528,957	7,718,542,250	6,931,819,972	6,847,568,162	7,516,704,623	8,004,225,479
31-60 Days	4,485,955,117	4,044,343,146	3,952,669,632	4,185,394,870	4,131,801,882	3,967,356,672	3,495,795,156	3,480,231,545	3,790,674,465
61-90 Days	3,143,565,698	3,332,151,077	3,039,676,746	3,150,445,907	3,010,478,276	2,992,227,976	2,632,352,513	2,509,492,097	2,559,674,938
91-120 Days	2,043,713,639	2,152,428,134	1,846,038,214	1,947,223,070	1,809,885,571	2,415,817,632	2,094,343,479	1,955,794,315	1,854,697,544
120+ Days	33,147,492,792	33,681,610,191	33,566,304,189	31,348,297,145	31,569,595,456	33,227,884,222	32,035,071,953	31,671,930,181	30,498,216,175
Total	172,970,631,549	172,200,625,250	169,796,964,938	168,973,448,860	166,638,101,935	162,672,952,928	161,760,516,881	164,686,255,101	165,164,069,360

Table 23: Age analysis of accounts – unsecured credit

Ageing	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Current	5,027,857	4,920,250	4,637,764	4,809,660	4,571,616	4,279,310	4,320,651	4,363,986	4,307,297
30 Days	475,072	422,117	422,837	482,386	441,792	391,098	377,591	414,200	419,749
31-60 Days	244,659	218,722	199,997	220,847	219,375	206,207	187,075	185,401	199,358
61-90 Days	163,908	168,762	152,057	167,620	158,878	161,029	142,296	133,744	132,491
91-120 Days	133,341	147,891	124,296	137,077	129,007	127,877	109,880	104,398	98,479
120+ Days	2,233,415	2,153,031	2,028,874	1,619,241	1,565,878	1,553,846	1,423,933	1,315,944	1,233,665
Total	8,278,252	8,030,773	7,565,825	7,436,831	7,086,546	6,719,367	6,561,426	6,517,673	6,391,039

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

Ageing	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)
Current	517,436,938	528,574,813	545,918,606	1,364,213,283	1,354,396,380	2,166,529,107	2,264,943,971	2,648,131,574	2,132,976,152
30 Days	42,703,077	36,237,400	43,557,826	202,751,795	148,764,048	289,879,750	231,713,562	275,275,060	324,226,980
31-60 Days	32,959,015	28,219,933	33,310,643	90,216,437	97,197,213	147,225,952	102,165,832	129,596,983	176,643,931
61-90 Days	22,842,770	19,976,592	20,912,003	62,682,559	57,753,325	134,408,083	83,831,873	92,170,462	145,061,096
91-120 Days	7,733,943	9,531,008	9,103,378	44,962,892	41,028,835	119,661,367	77,026,687	63,826,159	80,325,174
120+ Days	83,666,783	82,446,503	84,886,941	284,960,711	327,273,565	469,594,834	474,764,826	428,649,200	232,016,572
Total	707,342,526	704,986,249	737,689,397	2,049,787,677	2,026,413,366	3,327,299,093	3,234,446,751	3,637,649,438	3,091,249,905

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

Ageing	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Current	277,826	268,741	278,179	627,636	651,343	1,016,700	1,029,614	952,417	765,919
30 Days	21,917	16,597	18,034	74,128	64,496	113,679	97,720	95,139	119,236
31-60 Days	19,103	20,016	20,399	31,674	36,536	52,658	43,002	44,324	56,482
61-90 Days	12,394	11,286	11,668	23,174	21,316	42,199	31,443	30,843	43,216
91-120 Days	6,417	7,285	7,536	17,376	14,939	33,328	23,903	19,697	22,663
120+ Days	43,456	43,195	44,084	122,214	134,763	164,194	151,527	152,142	115,431
Total	381,113	367,120	379,900	896,202	923,393	1,422,758	1,377,209	1,294,562	1,122,947

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

Ageing	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Current	28,813,105,571	23,210,342,183	22,264,569,346	22,109,418,742	29,433,286,777	30,473,045,580	29,172,856,488	30,999,620,560	33,854,961,449
30 Days	695,589,690	685,600,883	668,106,273	736,557,639	769,377,145	759,200,358	839,496,633	759,535,846	1,054,352,600
31-60 Days	252,432,489	256,932,600	222,128,084	246,657,302	249,399,567	253,420,809	269,979,155	237,905,348	261,817,852
61-90 Days	165,690,033	164,584,208	142,279,021	158,499,415	153,351,727	143,744,628	144,747,947	149,997,426	146,472,925
91-120 Days	151,074,278	135,111,938	129,551,779	131,311,504	139,189,661	116,491,976	113,275,237	106,894,295	110,641,815
120+ Days	1,591,830,017	1,650,467,035	1,636,424,410	1,758,628,923	1,723,541,871	1,752,877,787	1,708,820,087	1,313,136,749	1,456,878,512
Total	31,669,722,078	26,103,038,847	25,063,058,913	25,141,073,525	32,468,146,748	33,498,781,138	32,249,175,547	33,567,090,224	36,885,125,153

Table 27: Age analysis of accounts – developmental credit

Ageing	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Current	1,163,040	858,591	544,270	716,881	1,124,071	798,960	1,019,634	1,043,198	1,063,554
30 Days	7,316	7,119	6,742	9,895	15,824	14,820	27,163	28,064	24,449
31-60 Days	3,333	3,354	3,045	6,494	6,646	8,433	4,453	6,439	7,786
61-90 Days	1,917	2,103	1,842	5,465	4,138	5,513	2,465	5,207	4,651
91-120 Days	1,775	1,684	1,569	4,254	3,124	6,116	1,887	4,370	3,999
120+ Days	14,543	14,691	14,610	32,958	33,050	26,769	29,661	34,723	36,601
Total	1,191,924	887,542	572,078	775,947	1,186,853	860,611	1,085,263	1,122,001	1,141,040

