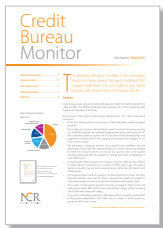


Consumer Credit Market Report

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 NCR has expanded the number of credit providers whose figures are incorporated into the production and publication of the CCMR. This incorporation is effective from the fourth quarter of 2014 and has not been applied retrospectively. The inclusion has influenced the trends in all categories of credit for both "Total credit granted" and the "Gross debtors book", this was more evident on secured and short-term credit.



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

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The total value of new credit granted increased from R110.18 billion to R117.64 billion for the quarter ended December 2014, an increase of 6.77% when compared to the previous quarter but decreased by 0.86% on a year on year basis. If the additional credit providers data was not included, the increase in the credit granted would have been 2.60% quarter on quarter and a decrease of 4.73% year-on-year. The number of applications for credit increased by 1,887,000 from 9.64 million for the quarter ended September 2014 to 11.53 million for the quarter ended December 2014, representing an increase of 19.58% and without the additional data the increase would have been 4.02%. Mortgages accounted for R36.28 billion (30.84%); "Secured credit agreements" for R41.61 billion(35.37%); Credit facilities for R17.48 billion (14.85%); Unsecured credit for R18.70 billion (15.90%); Short-term credit for R2.68 billion (2.28%); and Developmental credit for R898.30 million (0.76%) of the total credit granted. The rejection rate for applications was 53.49%.

The total outstanding gross debtors book of consumer credit for the quarter ended December 2014 was R1.59 trillion, representing a quarter-on-quarter growth of 1.27% and 4.51% on a year on year basis. The gross debtors book would have increased marginally by 0.22% quarter on quarter and 3.43% year on year without the additional credit providers' data. The number of accounts increased by 3.82% for the quarter ended December 2014, and without additional data, there would have been

a decrease of 1.59% for the quarter. Mortgages accounted for R841.25 billion (52.96%); “Secured credit agreements” for R347.75 billion (21.89%); Credit facilities for R203.39 billion (12.80%); Unsecured credit for R168.97 billion (10.64%); Developmental credit for R25.14 billion (1.58%) and Short-term credit for R2.05 billion (0.13%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended December 2014:

- The value of mortgages granted decreased by 1.66% quarter-on-quarter from R36.89 billion to R36.28 billion;
- Secured credit granted, showed an increase from R36.44 billion for September 2014 to R41.61 billion for December 2014 (a quarter-on-quarter increase of 14.19%);
- Unsecured credit agreements increased from R18.23 billion for September 2014 to R18.70 billion for December 2014 (a quarter-on-quarter increase of 2.57%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased by 4.24% quarter-on-quarter from R16.76 billion to R17.48 billion;
- Short-term credit showed a quarter-on-quarter increase of 89.31% from R1.42 billion to R2.68 billion;
- Developmental credit showed a quarter-on-quarter increase of 103.58% from R441.26 million to R898.30 million.

Introduction

The Consumer Credit Market Report is issued by the National Credit Regulator. It is based upon returns which credit providers are required to submit in terms of the National Credit Act (NCA). The statistics presented in this report cover the quarters up to 31 December 2014 (2014-Q4).

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

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

“Secured credit” in this report refers to transactions which were classified as “Other credit agreements” in the previous Consumer Credit Market Reports. This credit type includes transactions that do not fall within any of the other categories in the NCA. It includes a range of secured credit agreements, such as pension-backed loans, Insurance-backed loans, retail furniture accounts and motor vehicle

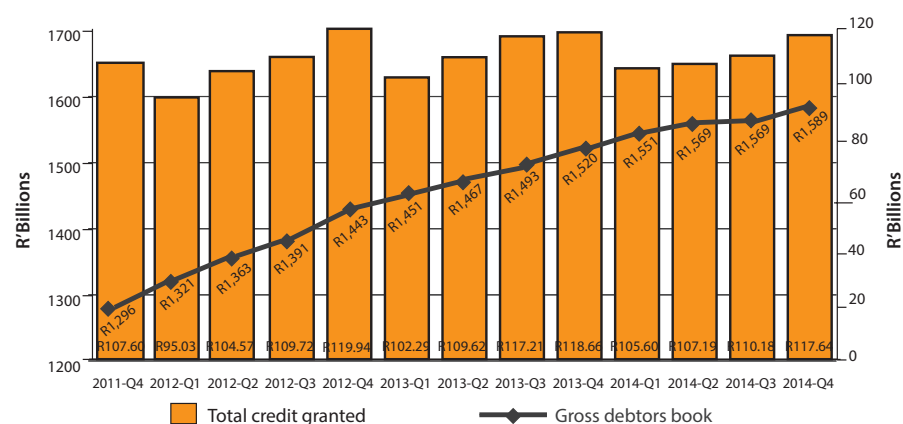
accounts and consists of all credit that is secured, other than mortgages and credit facilities. Detailed tables on the data shown in this report can be found in the Appendix.

Abbreviations - "year-on-year (y-o-y)" as used in this report refers to a comparison of the quarter ended December 2013 to the quarter ended December 2014 and "quarter-on-quarter (q-o-q)" refers to a comparison of the quarter ended September 2014 to the quarter ended December 2014. The totals reported in the "Credit granted" sections do not add up to the totals reported in the "Level of income" sections due to loans granted to juristic persons where the level of income is not reported by credit providers. This applies to all the credit types reflected in this report.

1. Market overview

The value of credit granted increased by R7.46 billion (6.77%) from R110.18 billion for the quarter ended September 2014 to R117.64 billion for the quarter ended December 2014. The value of the outstanding gross debtors book as depicted in Figure 1.1 increased by R19.86 billion (1.27%) from R1.57 trillion to R1.59 trillion during the same period.

Figure 1.1 Total credit granted and gross debtors book at September 2014



1.1 Credit granted

Table 1.1 below indicated that credit transactions granted during the quarter increased by R6.75 billion (7.22%) q-o-q and by R202.28 million (0.20%) on a y-o-y basis. The value of credit facilities granted for the quarter ended December 2014 increased by R711.63 million (4.24%) on a q-o-q basis. When compared to the same period in the previous year, the value of credit facilities granted decreased by R1.22 billion (6.54%).

Table 1.1: Credit granted

Agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	% Change (Q4/Q3)	% Change (Y/Y)
Credit transactions	99,965,663	89,385,859	90,598,672	93,419,773	100,167,940	7.22%	0.20%
Credit facilities	18,698,299	16,219,056	16,592,981	16,764,273	17,475,900	4.24%	-6.54%
Total	118,663,962	105,604,914	107,191,653	110,184,046	117,643,841	6.77%	-0.86%

The total number of credit agreements concluded during the December 2014 quarter increased by 16.38% on a q-o-q basis as indicated in Table 1.2. The number of total agreements entered into increased by 2.17% on a y-o-y basis.

Table 1.2: Credit granted – number of agreements

Agreements	2013-Q4 000	2014-Q1 000	2014-Q2 000	2014-Q3 000	2014-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of credit transactions	2,690	2,354	2,372	2,412	3,183	31.98%	18.35%
Number of credit facilities	2,982	2,311	2,643	2,567	2,611	1.72%	-12.43%
Total	5,671	4,666	5,015	4,979	5,795	16.38%	2.17%

For the quarter ended December 2014 the banks accounted for 75.81% of the total value of credit granted as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (8.93%), retailers (4.74%) and other credit providers (10.52%).

Table 1.3: Credit granted – per industry

Agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	96,142,386	84,738,874	87,154,235	88,374,051	89,183,095	75.81%	0.92%	-7.24%
Non-bank vehicle financiers	6,710,032	6,507,397	7,004,213	7,816,818	10,507,563	8.93%	34.42%	56.59%
Retailers	5,563,600	3,876,905	4,314,925	4,636,771	5,572,294	4.74%	20.18%	0.16%
Other credit providers	10,247,944	10,481,738	8,718,281	9,356,406	12,380,889	10.52%	32.33%	20.81%
Total	118,663,962	105,604,914	107,191,653	110,184,046	117,643,841	100.00%	6.77%	-0.86%

There was a marginal decrease in the rejection rate from 54.36% for the quarter ended September 2014 to 53.49% for the quarter ended December 2014 as indicated in Table 1.4. The number of applications received increased by 19.58% and the number of applications rejected increased by 17.68% for the quarter ended December 2014.

Table 1.4: Number of applications received and rejected

Agreements	2013-Q4 000	2014-Q1 000	2014-Q2 000	2014-Q3 000	2014-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of applications received	10,748	9,671	10,368	9,640	11,528	19.58%	7.26%
Number of applications rejected	6,166	5,701	6,042	5,240	6,166	17.68%	0.00%
% of applications rejected	57.37%	58.95%	58.28%	54.36%	53.49%		

Mortgages' percentage share of total credit granted decreased to 30.84% for the quarter ended December 2014 from 33.48% for the previous quarter. Secured credit as a percentage of total credit granted grew from 33.07% for the quarter ended September 2014 to 35.37% for the quarter ended December 2014 from as indicated in Table 1.5 and Figure 1.2.

Table 1.5: Credit granted – credit type

Agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	34,717,349	30,839,052	33,183,161	36,891,647	36,280,430	30.84%	-1.66%	4.50%
Secured credit	40,579,597	35,352,991	35,756,846	36,437,525	41,608,878	35.37%	14.19%	2.54%
Credit facilities	18,698,299	16,219,056	16,592,981	16,764,273	17,475,900	14.85%	4.24%	-6.54%
Unsecured credit	21,614,882	18,822,312	19,319,744	18,233,926	18,702,266	15.90%	2.57%	-13.48%
Short-term credit	1,378,018	1,228,779	1,287,105	1,415,415	2,678,063	2.28%	89.21%	94.34%
Developmental credit	1,675,816	3,142,725	1,051,816	441,261	898,303	0.76%	103.58%	-46.40%
Total	118,663,962	105,604,914	107,191,653	110,184,046	117,643,841	100.00%	6.77%	-0.86%

Figure 1.2: Credit granted – percentage distribution

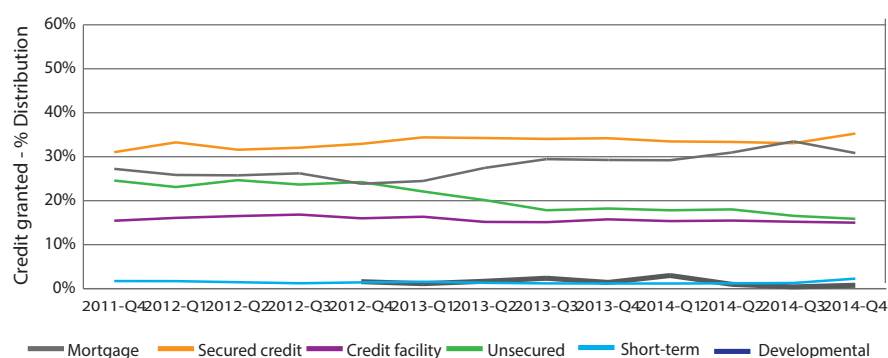


Table 1.6 indicated that the value of the gross debtors book for the period ended December 2014 grew by R19.86 billion (1.27%) and by R68.51 billion (4.51%) on a y-o-y basis. The unsecured credit book decreased by R823.52 million (0.49%) q-o-q and by R1.78 billion (1.04%) on a y-o-y basis. The mortgages book grew by R6.85 billion (0.82%) q-o-q and by R23.18 billion (2.83%) on a y-o-y basis.

Table 1.6: Gross debtors book – credit type

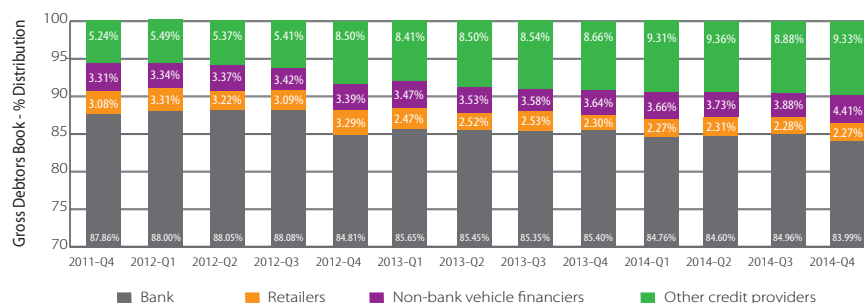
Agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	818,063,679	823,326,674	834,367,186	834,400,932	841,246,868	52.96%	0.82%	2.83%
Secured credit	323,107,724	331,716,498	340,355,910	340,874,656	347,746,674	21.89%	2.02%	7.63%
Credit facilities	185,366,895	190,586,512	195,260,046	197,811,577	203,385,334	12.80%	2.82%	9.72%
Unsecured credit	170,750,012	172,970,632	172,200,625	169,796,965	168,973,449	10.64%	-0.49%	-1.04%
Short-term credit	791,291	707,343	704,986	737,689	2,049,788	0.13%	177.87%	159.04%
Developmental Credit	21,951,795	31,669,722	26,103,039	25,063,059	25,141,074	1.58%	0.31%	14.53%
Total	1,520,031,397	1,550,977,380	1,568,991,792	1,568,684,878	1,588,543,187	100.00%	1.27%	4.51%

There was an overall increase q-o-q (1.27%) and y-o-y (4.51%) in the gross debtors book for all industries as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.7: Gross debtors book – industry type

Industry	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	1,298,099,285	1,314,644,922	1,327,380,413	1,332,808,700	1,334,212,984	83.99%	0.11%	2.78%
Retailers	34,985,300	35,173,126	36,292,585	35,692,802	36,109,078	2.27%	1.17%	3.21%
Non-bank vehicle financiers	55,280,512	56,714,497	58,445,504	60,929,959	70,069,055	4.41%	15.00%	26.75%
Other credit providers	131,666,299	144,444,834	146,873,290	139,253,417	148,152,071	9.33%	6.39%	12.52%
Total	1,520,031,397	1,550,977,380	1,568,991,792	1,568,684,878	1,588,543,187	100.00%	1.27%	4.51%

Figure 1.3: Gross debtors book – industry type



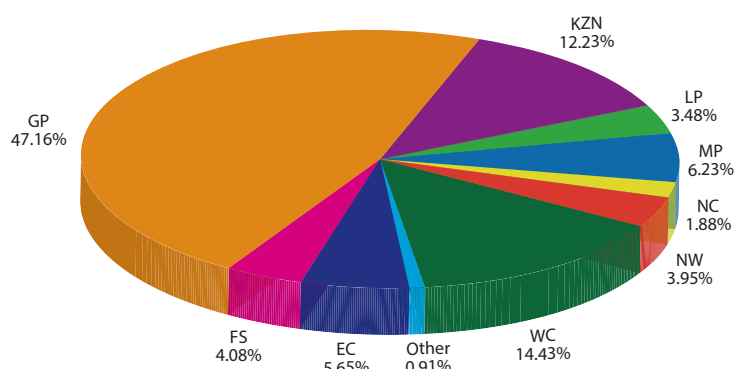
The number of accounts that make up the debtors book increased by 3.82% from 39.71 million to 41,22 million for the quarter ended December 2014. On a y-o-y basis the total number of accounts decreased by 0.16%. Credit facilities had a share of 62.50% of the total number of accounts for the quarter ended December 2014 as indicated in Table 1.8.

Table 1.8: Gross debtors book – number of accounts

Agreements	2013-Q4 000	2014-Q1 000	2014-Q2 000	2014-Q3 000	2014-Q4 000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	1,841	1,835	1,841	1,828	1,828	4.43%	0.01%	-0.72%
Secured credit	4,693	4,635	4,615	4,524	4,523	10.97%	-0.03%	-3.62%
Credit facilities	24,791	24,631	24,741	24,840	25,765	62.50%	3.72%	3.93%
Unsecured credit	8,444	8,278	8,031	7,566	7,437	18.04%	-1.70%	-11.93%
Short-term credit	399	381	367	380	896	2.17%	135.90%	124.76%
Developmental credit	1,125	1,192	888	572	776	1.88%	35.64%	-31.00%
Total	41,293	40,953	40,483	39,710	41,225	100.00%	3.82%	-0.16%

Gauteng province accounted for R55.48 billion (47.16%) of the total R117.64 billion of credit granted. Western Cape and Kwazulu Natal accounted for R16.98 billion (14.43%) and R14.39 billion (12.23%) respectively. The remaining provinces constituted R30.80 billion (26.18%) as illustrated in Figure 1.4.

Figure 1.4: Provincial distribution of credit granted – 2014-Q4



2. Mortgage agreements

2.1 Mortgages granted

Table 2.1 below indicated that there was an overall q-o-q decrease of 1.66% in the rand value of mortgage agreements granted for the quarter ended December 2014. The majority (73.98%) of mortgage agreements granted during the December 2014 quarter were in excess of R700K.

Table 2.1: Mortgages granted – size of agreements

Agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	38,750	35,205	29,459	27,625	28,085	0.08%	1.66%	-27.52%
R51K-R100K	165,330	153,152	135,190	139,893	133,932	0.37%	-4.26%	-18.99%
R101K-R150K	226,155	201,529	178,015	192,123	186,291	0.51%	-3.04%	-17.63%
R151K-R350K	1,905,584	1,628,985	1,601,153	1,692,893	1,671,958	4.61%	-1.24%	-12.26%
R351K-R700K	7,598,281	6,347,428	6,669,387	7,493,888	7,418,287	20.45%	-1.01%	-2.37%
≥R700K	24,783,248	22,472,752	24,569,957	27,345,226	26,841,877	73.98%	-1.84%	8.31%
Total	34,717,349	30,839,052	33,183,161	36,891,647	36,280,430	100.00%	-1.66%	4.50%

The number of mortgage agreements concluded decreased by 1.25% for the quarter ended December 2014 as indicated in Table 2.2. The majority (91.03%) of mortgages were granted in favour of larger sized credit agreements (≥R151). On a y-o-y basis mortgage agreements decreased by 2.55%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	1,081	991	835	779	808	1.89%	3.72%	-25.25%
R51K-R100K	1,997	1,859	1,648	1,685	1,624	3.79%	-3.62%	-18.68%
R101K-R150K	1,699	1,516	1,335	1,453	1,413	3.30%	-2.75%	-16.83%
R151K-R350K	7,191	6,191	6,077	6,401	6,298	14.70%	-1.61%	-12.42%
R351K-R700K	14,680	12,229	12,773	14,404	14,199	33.14%	-1.42%	-3.28%
≥R700K	17,324	15,239	16,668	18,672	18,508	43.19%	-0.88%	6.83%
Total	43,972	38,025	39,336	43,394	42,850	100.00%	-1.25%	-2.55%

2.2 Mortgages granted by level of income¹

The number of agreements that were concluded with individuals in the “Greater than R15K” income category constituted more than 91% as indicated in Table 2.3. This income category also accounted for 96.69% of the rand value of the mortgages granted during the quarter ended December 2014 as indicated in Table 2.4.

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K	1,038	858	836	829	797
% share of credit granted	2.37%	2.27%	2.13%	1.92%	1.86%
R10.1K-R15K	3,523	2,804	2,686	2,988	2,941
% share of credit granted	8.05%	7.41%	6.85%	6.91%	6.86%
>R15K	39,219	34,186	35,675	39,415	39,108
% share of credit granted	89.58%	90.32%	91.01%	91.17%	91.28%
Total number of mortgages	43,780	37,848	39,197	43,232	42,846

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K (R000)	242,376	197,935	194,775	195,641	207,796
% share of credit granted	0.71%	0.65%	0.59%	0.53%	0.57%
R10.1K-R15K (R000)	1,171,389	923,863	871,062	984,037	992,010
% share of credit granted	3.41%	3.03%	2.64%	2.68%	2.73%
>R15K (R000)	32,935,414	29,419,058	31,920,686	35,481,533	35,074,571
% share of credit granted	95.88%	96.33%	96.77%	96.78%	96.69%
Total value of mortgages(R000)	34,349,179	30,540,856	32,986,523	36,661,211	36,274,377

2.3 Gross debtors book – mortgages

The rand value of gross debtors book for mortgages showed an increase of R6.85 billion (0.82%) on a q-o-q and R23.18 billion (2.83%) on a y-o-y basis. The number of accounts increased by 0.01% q-o-q but decreased by 0.72% on a y-o-y basis as indicated in Table 2.5.

Table 2.5: Gross debtors book – mortgages

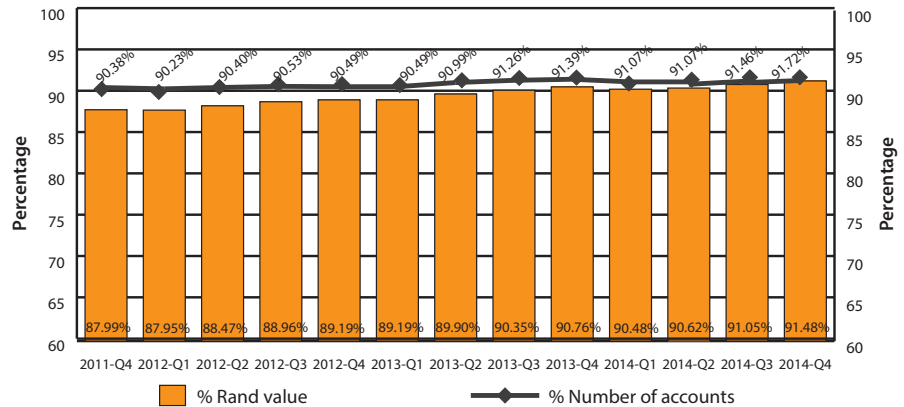
Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	818,063,679	823,326,674	834,367,186	834,400,932	841,246,868	0.82%	2.83%
Number of accounts	1,841,015	1,835,451	1,840,681	1,827,612	1,827,795	0.01%	-0.72%

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

2.4 Age analysis of gross debtors book - mortgages

The rand value of the gross debtors book for mortgages reported as “current” increased from 91.05% for the quarter ended September 2014 to 91.48% for the quarter ended December 2014. The number of accounts reported as “current” increased from 91.46% to 91.72% for the same period as illustrated in Figure 2.1.

Figure 2.1: Mortgages book reported as “current”



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. The value of secured credit granted increased by R5.17 billion (14.19%) on a q-o-q basis as indicated in Table 3.1. If the additional credit providers data was not included, the quarter on quarter increase would have been R2.69 billion (7.38%). Vehicles as a form of security continued to dominate secured credit at R36.26 billion (87.15%).

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

Type of security	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	34,696,204	30,935,479	31,628,072	32,205,604	36,260,206	87.15%	12.59%
Retirement benefits	632,839	559,613	515,421	426,058	440,493	1.06%	3.39%
Insurance policy	102,943	105,906	81,595	103,327	190,348	0.46%	84.22%
Furniture & other durables	2,426,492	1,285,647	1,471,105	1,616,604	2,592,492	6.23%	60.37%
Other security	2,721,120	2,466,346	2,060,653	2,085,932	2,125,339	5.11%	1.89%
Total	40,579,597	35,352,991	35,756,846	36,437,525	41,608,878	100.00%	14.19%

The number of secured credit agreements showed an increase of 37.74% for the quarter ended December 2014 as indicated Table 3.2. If the additional credit providers data was not included, the quarter on quarter increase would have been 28.68%. The number of transactions concluded for “furniture and other durables” dominate secured credit granted at 62.37%.

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

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	159,512	141,512	142,285	143,896	158,270	32.25%	9.99%
Retirement benefits	7,871	6,500	5,734	4,926	5,136	1.05%	4.26%
Insurance policy	5,020	4,891	3,559	4,192	11,893	2.42%	183.71%
Furniture & other durables	302,312	172,210	185,736	198,453	306,057	62.37%	54.22%
Other security	6,218	8,330	6,120	4,801	9,364	1.91%	95.04%
Total	480,933	333,443	343,434	356,268	490,720	100.00%	37.74%

3.2 Secured credit granted by level of income

The number of secured credit agreements for individuals with a gross monthly income of “up to R10k” increased from 53.62% for the quarter ended September 2014 to 56.00% for the quarter ended December 2014 as indicated in Table 3.3. The number of secured credit agreements entered into with individuals with a gross monthly income of “Greater than R15k” decreased from 37.36% for the quarter ended September 2014 to 33.69% for quarter ended December 2014.

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K	291,042	172,993	181,036	190,302	274,106
% share of credit granted	60.69%	52.08%	52.90%	53.62%	56.00%
R10.1K-R15K	42,743	31,853	32,353	32,022	50,463
% share of credit granted	8.91%	9.59%	9.45%	9.02%	10.31%
>R15K	145,780	127,321	128,834	132,576	164,877
% share of credit granted	30.40%	38.33%	37.65%	37.36%	33.69%
Total number of secured credit agreements	479,565	332,167	342,223	354,900	489,446

The rand value of secured credit agreements for both the “up to R10k” and “R10.1-R15k” gross monthly income categories increased while the “Greater than R15k” decreased for the quarter ended December 2014 as indicated in Table 3.4.

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K (R000)	3,687,313	2,537,226	2,511,199	2,446,521	3,276,969
% share of credit granted	9.20%	7.27%	7.11%	6.82%	7.98%
R10.1K-R15K (R000)	3,699,980	3,050,716	3,093,045	2,916,272	3,646,397
% share of credit granted	9.23%	8.75%	8.76%	8.13%	8.88%
>R15K (R000)	32,712,503	29,297,268	29,718,543	30,525,420	34,140,983
% share of credit granted	81.58%	83.98%	84.13%	85.06%	83.14%
Total value of secured credit (R000)	40,099,797	34,885,210	35,322,787	35,888,213	41,064,350

3.3 Gross debtors book – secured credit

The rand value of the gross debtors book for secured credit showed an increase of R6.87 billion (2.02%) for the quarter ended December 2014 and by R24.64 billion (7.63%) on a y-o-y basis. The number of accounts decreased by 0.03% q-o-q and by 3.62% on a y-o-y basis as indicated in Table 3.5.

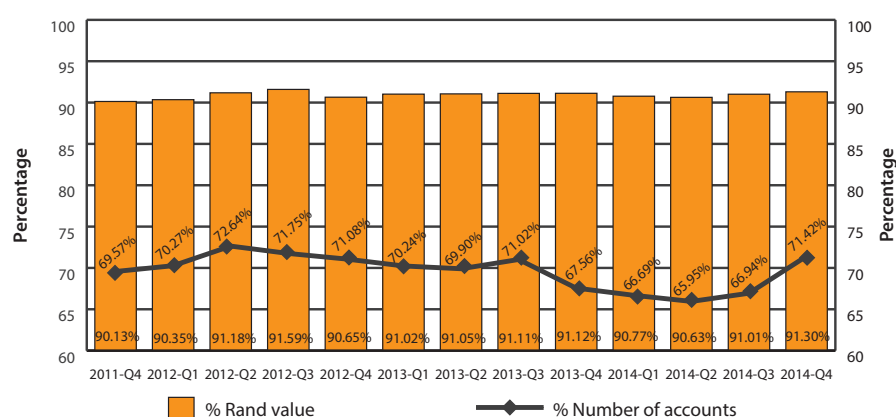
Table 3.5: Gross debtors book – secured credit

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	323,107,724	331,716,498	340,355,910	340,874,656	347,746,674	2.02%	7.63%
Number of accounts	4,693,051	4,635,370	4,615,316	4,524,086	4,522,945	-0.03%	-3.62%

3.4 Age analysis of gross debtors book – secured credit

The rand value of the gross debtors book for secured credit reported as “current” increased from 91.01% for the quarter ended September 2014 to 91.30% for the quarter ended December 2014. The number of accounts reported as “current” increased from 66.94% to 71.42% for the same period as illustrated in Figure 3.1.

Figure 3.1: Secured credit book reported as “current”



4. Credit facilities

4.1 Credit facilities granted

The total rand value of credit facilities granted increased by R711.63 million (4.24%) q-o-q and the numbers increased by 44,000 (1.72%) as indicated in Table 4.1 and 4.2. On a y-o-y basis the total rand value of credit facilities decreased by R1.22 billion (6.54%) and the number of accounts decreased by 370,000 (12.43%).

Table 4.1: Credit facilities granted – rand value

Agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	8,792,496	7,006,197	7,710,215	6,971,756	5,864,948	33.56%	-15.88%	-33.30%
Bank overdraft	4,041,263	3,731,795	3,304,585	3,800,334	4,605,385	26.35%	21.18%	13.96%
Services	1,089,114	1,106,567	456,533	432,698	725,682	4.15%	67.71%	-33.37%
Store cards	3,735,483	2,931,544	3,779,149	4,226,182	4,753,100	27.20%	12.47%	27.24%
Other facilities	1,039,942	1,442,952	1,342,500	1,333,303	1,526,785	8.74%	14.51%	46.81%
Total	18,698,299	16,219,056	16,592,981	16,764,273	17,475,900	100.00%	4.24%	-6.54%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	648,048	469,507	484,582	427,702	370,348	14.18%	-13.41%	-42.85%
Bank overdraft	102,559	112,410	113,145	124,182	126,108	4.83%	1.55%	22.96%
Services	73,567	61,486	11,304	11,488	16,182	0.62%	40.86%	-78.00%
Store cards	2,128,803	1,635,111	2,001,475	1,975,187	2,063,454	79.02%	4.47%	-3.07%
Other facilities	28,663	32,872	32,933	28,565	35,067	1.34%	22.76%	22.34%
Total	2,981,640	2,311,386	2,643,439	2,567,124	2,611,159	100.00%	1.72%	-12.43%

4.2 Credit facilities granted by level of income

For the quarter ended December 2014 the number of credit facilities granted to individuals with gross monthly income of “Up to R10k” had the largest share of 64.33% as indicated on Table 4.3. The rand value of credit facilities granted to individuals with a gross monthly income of “Greater than R15k” had the largest share of 62.21% as indicated in Table 4.4.

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K	1,967,865	1,443,633	1,707,454	1,619,567	1,678,283
% share of credit granted	66.04%	62.51%	64.64%	63.14%	64.33%
R10.1K-R15K	336,070	290,599	309,880	322,014	316,852
% share of credit granted	11.28%	12.58%	11.73%	12.55%	12.14%
>R15K	675,684	575,323	623,957	623,617	613,890
% share of credit granted	22.68%	24.91%	23.62%	24.31%	23.53%
Total number of credit facilities	2,979,619	2,309,555	2,641,291	2,565,198	2,609,025

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K (R000)	6,089,494	4,224,708	4,640,576	4,887,489	4,709,485
% share of credit granted	33.91%	27.26%	28.91%	30.05%	27.36%
R10.1K-R15K (R000)	1,825,269	1,677,000	1,800,614	1,745,600	1,795,436
% share of credit granted	10.17%	10.82%	11.22%	10.73%	10.43%
>R15K (R000)	10,040,921	9,594,466	9,609,163	9,630,582	10,708,064
% share of credit granted	55.92%	61.92%	59.87%	59.22%	62.21%
Total value of credit facilities (R000)	17,955,685	15,496,174	16,050,354	16,263,671	17,212,984

4.3 Gross debtors book – credit facilities

The rand value of gross debtors book for credit facilities showed an increase of R5.57 billion (2.82%) on a q-o-q and R18.02 (9.72%) on a y-o-y basis. The number of accounts increased by 3.72% on a q-o-q and by 3.93% on a y-o-y basis as indicated in Table 4.5.

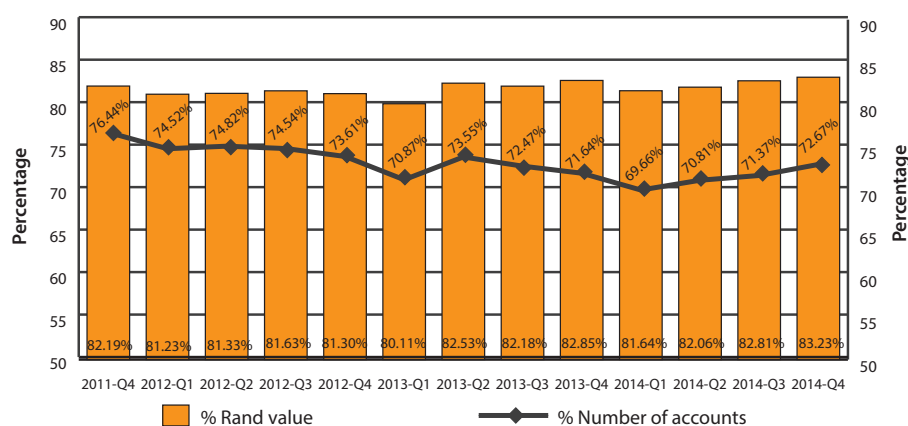
Table 4.5: Gross debtors book – credit facilities

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	185,366,895	190,586,512	195,260,046	197,811,577	203,385,334	2.82%	9.72%
Number of accounts	24,791,327	24,630,703	24,741,448	24,840,358	25,765,194	3.72%	3.93%

4.4 Age analysis of gross debtors book – credit facilities

The rand value of the gross debtors book for credit facilities reported as “current” increased from 82.81% for the quarter ended September 2014 to 83.23% for the quarter ended December 2014. The number of accounts reported as “current” increased from 71.37% to 72.67% for the same period as illustrated in Figure 4.1.

Figure 4.1: Credit facilities book reported as “current”



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). The rand value of unsecured credit granted increased from R18.23 billion to R18.70 billion for the quarter ended December 2014. A significant portion of unsecured credit agreements were granted with a repayment period of 3.1-5 years for rand value as illustrated in Table 5.1. On a y-o-y basis the rand value of unsecured credit agreements decreased by R2.91 billion (13.48%). The number of accounts for unsecured credit increased by 17.00% for the quarter ended December 2014 as indicated in Table 5.2. On a y-o-y basis number of accounts for unsecured credit increased by 1.67%.

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

Agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	667,520	725,556	792,536	931,831	1,064,829	5.69%	14.27%	59.52%
7-12 Months	1,205,649	993,453	831,988	1,084,775	1,174,151	6.28%	8.24%	-2.61%
13-18 Months	542,968	476,215	517,638	545,593	742,430	3.97%	36.08%	36.74%
19-24 Months	1,976,542	1,556,024	1,550,368	1,488,911	1,702,380	9.10%	14.34%	-13.87%
25-36 Months	3,795,178	3,158,613	3,565,665	3,708,774	3,526,449	18.86%	-4.92%	-7.08%
3.1-5 Years	10,190,493	8,955,449	9,223,147	8,971,651	9,526,864	50.94%	6.19%	-6.51%
5.1-10 +Years	3,236,532	2,957,002	2,838,401	1,502,392	965,163	5.16%	-35.76%	-70.18%
Total	21,614,882	18,822,312	19,319,744	18,233,926	18,702,266	100.00%	2.57%	-13.48%

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

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	321,239	299,793	337,599	393,791	417,313	33.45%	5.97%	29.91%
7-12 Months	196,418	155,402	151,306	113,981	128,304	10.29%	12.57%	-34.68%
13-18 Months	47,620	44,803	43,356	46,737	158,591	12.71%	239.33%	233.03%
19-24 Months	165,849	127,021	127,767	115,544	161,602	12.95%	39.86%	-2.56%
25-36 Months	191,667	152,964	170,219	166,123	155,142	12.44%	-6.61%	-19.06%
3.1-5 Years	257,360	219,727	226,134	201,369	209,829	16.82%	4.20%	-18.47%
5.1-10 +Years	46,870	43,369	45,188	28,619	16,678	1.34%	-41.72%	-64.42%
Total	1,227,023	1,043,079	1,101,569	1,066,164	1,247,459	100.00%	17.00%	1.67%

Table 5.3 indicated that the rand value of unsecured credit granted for agreements in excess of R15K had a share of 79.33% for the quarter ended December 2014. The number of unsecured credit granted for agreements for R0- R3k had a share of 37.44% for the same period as indicated in Table 5.4.

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

Rand value of agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	586,728	526,011	592,803	638,963	677,275	3.62%	6.00%	15.43%
R3.1K-R5K	488,436	440,923	531,089	554,732	701,166	3.75%	26.40%	43.55%
R5.1K-R8K	931,477	753,361	691,243	562,366	769,794	4.12%	36.88%	-17.36%
R8.1K-R10K	664,569	502,941	545,109	525,158	634,679	3.39%	20.85%	-4.50%
R10.1K-R15K	1,436,494	1,141,560	1,182,854	1,000,057	1,082,949	5.79%	8.29%	-24.61%
> R15.1K	17,507,178	15,457,516	15,776,646	14,952,649	14,836,404	79.33%	-0.78%	-15.26%
Total	21,614,882	18,822,312	19,319,744	18,233,926	18,702,266	100.00%	2.57%	-13.48%

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

Number of agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	367,082	320,743	351,856	384,519	466,994	37.44%	21.45%	27.22%
R3.1K-R5K	123,446	109,238	127,966	131,220	179,003	14.35%	36.41%	45.01%
R5.1K-R8K	155,340	124,267	113,515	87,292	123,857	9.93%	41.89%	-20.27%
R8.1K-R10K	71,129	53,815	58,226	55,580	67,059	5.38%	20.65%	-5.72%
R10.1K-R15K	121,770	96,405	99,897	79,663	85,921	6.89%	7.86%	-29.44%
> R15.1K	388,256	338,611	350,109	327,890	324,625	26.02%	-1.00%	-16.39%
Total	1,227,023	1,043,079	1,101,569	1,066,164	1,247,459	100.00%	17.00%	1.67%

5.2 Unsecured credit granted by level of income

The number of unsecured credit agreements granted to individuals with a gross monthly income of “Up to R10k” had the largest share of 44.81% for the quarter ended December 2014 as indicated in Table 5.5. The rand value of unsecured credit agreements granted to individuals with a gross monthly income of “Greater than R15k” category had the largest share of 49.93% as indicated in Table 5.6.

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K	593,357	460,218	488,301	480,381	558,986
% share of credit granted	48.36%	44.12%	44.33%	45.06%	44.81%
R10.1K-R15K	230,267	206,227	219,952	218,609	249,846
% share of credit granted	18.77%	19.77%	19.97%	20.50%	20.03%
>R15K	403,399	376,634	393,316	367,174	438,547
% share of credit granted	32.88%	36.11%	35.71%	34.44%	35.16%
Total number of unsecured credit	1,227,023	1,043,079	1,101,569	1,066,164	1,247,379

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K (R000)	7,355,763	5,781,820	6,165,682	5,517,414	5,584,381
% share of credit granted	34.03%	30.72%	31.91%	30.26%	29.86%
R10.1K-R15K (R000)	4,164,238	3,687,034	3,837,684	3,639,413	3,779,290
% share of credit granted	19.27%	19.59%	19.86%	19.96%	20.21%
>R15K (R000)	10,094,881	9,353,458	9,316,378	9,077,099	9,337,793
% share of credit granted	46.70%	49.69%	48.22%	49.78%	49.93%
Total value of unsecured credit (R000)	21,614,882	18,822,312	19,319,744	18,233,926	18,701,464

5.3 Gross debtors book – unsecured credit

The rand value of gross debtors book for unsecured credit decreased by R823.52 million (0.49%) on a q-o-q and by R1.78 billion (1.04%) on a y-o-y basis. The number of accounts decreased by 1.70% q-o-q and by 11.93% y-o-y as indicated in Table 5.7.

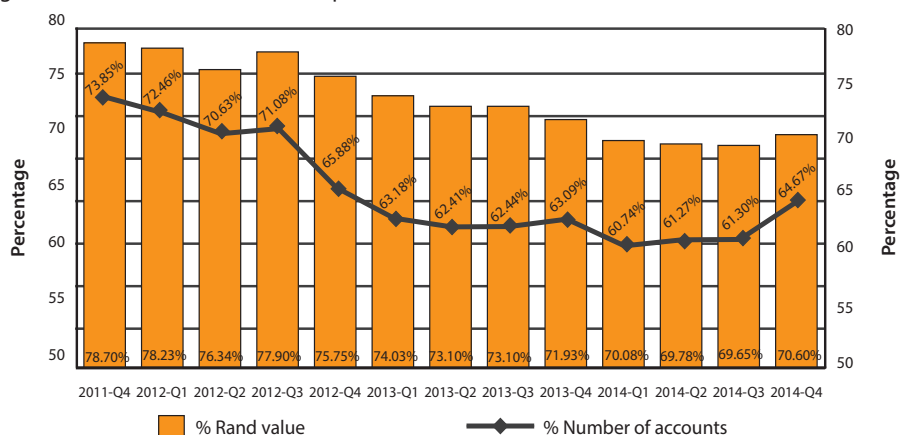
Table 5.7: Gross debtors book – unsecured credit

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	170,750,012	172,970,632	172,200,625	169,796,965	168,973,449	-0.49%	-1.04%
Number of accounts	8,444,082	8,278,252	8,030,773	7,565,825	7,436,831	-1.70%	-11.93%

5.4 Age analysis of gross debtors book – unsecured credit

The rand value of the gross debtors book for unsecured credit reported as “current” increased from 69.65% for the quarter ended September 2014 to 70.60% for the quarter ended December 2014. The number of accounts reported as “current” increased from 61.30% to 64.67% for the same period as illustrated in Figure 5.1.

Figure 5.1: Unsecured credit book reported as “current”



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.

The rand value of short-term credit granted for December 2014 quarter increased by R1.26 billion (89.21%) as indicated in Table 6.1. The "Up to 1 Month" category received the largest share (73.16%) of the total credit granted. On a y-o-y basis the rand value of short-term credit granted increased by R1.30 billion (94.34%). If the additional credit providers data was not included, the quarter on quarter increase would have been R191.05 million (13.50%) and R228.45 million (16.58%) y-o-y. The number of agreements for short-term credit granted increased by 49.65% on a q-o-q and by 57.44% y-o-y as indicated in Table 6.2.

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

Agreements per repayment period	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	1,051,922	957,489	983,306	1,121,887	1,959,157	73.16%	74.63%	86.25%
2-3 Months	105,158	85,520	64,796	66,161	181,131	6.76%	173.77%	72.25%
4-6 Months	220,938	185,770	239,003	227,366	537,775	20.08%	136.52%	143.41%
Total	1,378,018	1,228,779	1,287,105	1,415,415	2,678,063	100.00%	89.21%	94.34%

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

Agreements per repayment period	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	754,992	697,447	736,326	820,071	1,143,024	83.02%	39.38%	51.40%
2-3 Months	35,429	29,162	21,678	21,682	69,591	5.05%	220.96%	96.42%
4-6 Months	84,084	73,661	86,728	78,283	164,226	11.93%	109.79%	95.31%
Total	874,505	800,270	844,732	920,036	1,376,841	100.00%	49.65%	57.44%

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

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

Agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	251,728	236,317	257,366	283,955	341,931	12.77%	20.42%	35.83%
R1001-R2000	371,531	332,157	340,656	363,798	547,857	20.46%	50.59%	47.46%
R2001-R3000	278,124	236,733	246,841	265,824	464,976	17.36%	74.92%	67.18%
R3001-R5000	356,483	315,273	314,229	357,056	733,638	27.39%	105.47%	105.80%
R5001-R8000	120,153	108,299	128,013	144,781	589,661	22.02%	307.28%	390.76%
Total	1,378,018	1,228,779	1,287,105	1,415,415	2,678,063	100.00%	89.21%	94.34%

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

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	418,372	397 572	429,944	472,737	565,078	41.04%	19.53%	35.07%
R1001-R2000	244,082	218 873	225,524	242,120	364,763	26.49%	50.65%	49.44%
R2001-R3000	109,015	92 844	96,169	100,041	180,751	13.13%	80.68%	65.80%
R3001-R5000	84,848	74 830	74,357	81,575	178,957	13.00%	119.38%	110.91%
R5001-R8000	18,188	16 151	18,738	23,563	87,292	6.34%	270.46%	379.94%
Total	874,505	800 270	844,732	920,036	1,376,841	100.00%	49.65%	57.44%

6.2 Short-term credit granted by level of income

Individuals with a gross monthly income of “Up to R10k” received 61.95% of the total number of short term credit agreements granted for the quarter ended December 2014 as indicated Table 6.5. Individuals with a gross monthly income of “Up to R10k” received 46.68% of the rand value of short term credit granted for the quarter ended December 2014 as indicated in Table 6.6.

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

Level of income	2013-Q4	2013-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K	553,823	495,368	538,843	630,901	852,972
% share of credit granted	63.33%	61.90%	63.79%	68.57%	61.95%
R10.1K-R15K	142,294	133,003	135,018	126,735	236,462
% share of credit granted	16.27%	16.62%	15.98%	13.78%	17.17%
>R15K	178,388	171,899	170,871	162,400	287,407
% share of credit granted	20.40%	21.48%	20.23%	17.65%	20.87%
Total number of short-term credit	874,505	800,270	844,732	920,036	1,376,841

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R10K (R000)	700,769	595,263	657,856	798,072	1,249,997
% share of credit granted	50.85%	48.44%	51.11%	56.38%	46.68%
R10.1K-R15K (R000)	252,987	224,394	223,812	224,789	540,458
% share of credit granted	18.36%	18.26%	17.39%	15.88%	20.18%
>R15K (R000)	424,262	409,122	405,437	392,554	887,608
% share of credit granted	30.79%	33.29%	31.50%	27.73%	33.14%
Total value of short-term credit (R000)	1,378,018	1,228,779	1,287,105	1,415,415	2,678,063

6.3 Gross debtors book – short-term credit

The rand value of gross debtors book for short-term credit showed an increase of R1.31 billion (177.87%) on a q-o-q and R1.26 billion (159.04%) on a y-o-y basis. The number of accounts increased by 135.90% q-o-q and by 124.76% on a y-o-y basis as indicated in Table 6.7. If the additional credit providers data was not included, the quarter on quarter increase for rand value would have been R116.73 million (15.82%) and R63.13 million (7.98%) y-o-y. Numbers would have increased by 6.28% q-o-q and 1.26% y-o-y.

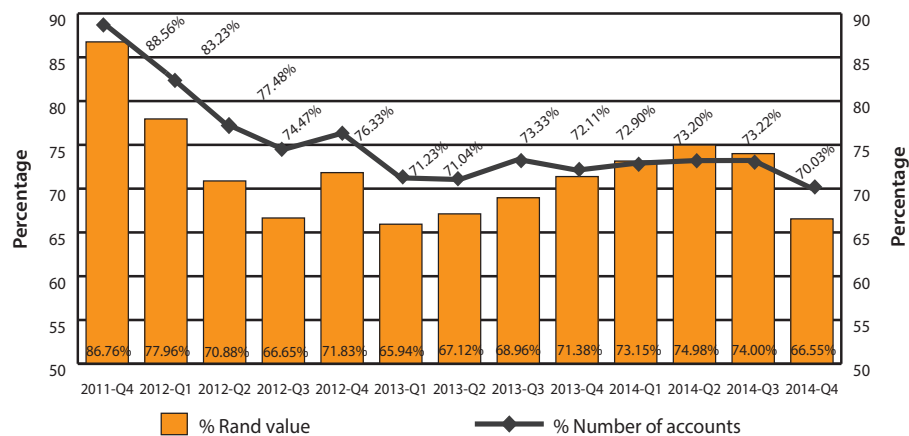
Table 6.7: Gross debtors book - short-term credit

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	791,291	707,343	704,986	737,689	2,049,788	177.87%	159.04%
Number of accounts	398,741	381,113	367,120	379,900	896,202	135.90%	124.76%

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

The rand value of the gross debtors book for short-term credit reported as “current” decreased from 74.00% for the quarter ended September 2014 to 66.55% for the quarter ended December 2014. The number of accounts reported as “current” decreased from 73.22% to 70.03% for the same period as illustrated in Figure 6.1.

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



7. Developmental credit transactions

7.1 Developmental credit transactions

Both the rand value and the number of developmental credit agreements in excess of 36 months had the largest share of 84.53% and 54.91% respectively for the quarter ended December 2014 as indicated in Table 7.1 and 7.2.

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

Rand value of agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	92	469	103	364	9,921	1.10%	2629.28%
5-12 Months	20,364	44,115	9,001	16,885	35,046	3.90%	107.56%
12.1-24 Months	62,404	172,585	60,074	68,759	59,691	6.64%	-13.19%
24.1-36 Months	38,387	36,725	46,490	41,138	34,295	3.82%	-16.63%
> 36 months	1,554,570	2,888,831	936,148	314,115	759,349	84.53%	141.74%
Total	1,675,816	3,142,725	1,051,816	441,261	898,303	100.00%	103.58%

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

Number of agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	45	228	46	180	2,197	8.59%	1120.56%
5-12 Months	1,738	8,339	1,714	3,787	3,193	12.48%	-15.69%
12.1-24 Months	4,701	11,907	4,445	5,498	4,397	17.19%	-20.03%
24.1-36 Months	2,094	2,236	2,699	2,316	1,746	6.83%	-24.61%
> 36 months	54,783	116,723	33,996	14,342	14,046	54.91%	-2.06%
Total	63,361	139,433	42,900	26,123	25,579	100.00%	-2.08%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 83.51% and 28.48% respectively for the quarter ended December 2014.

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

Rand value of agreements	2013-Q4 R000	2014-Q1 R000	2014-Q2 R000	2014-Q3 R000	2014-Q4 R000	2014-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	437	828	649	901	1,728	0.19%	91.70%
R1501-R3000	3,610	21,305	6,848	6,696	5,278	0.59%	-21.18%
R3.01K-R5K	17,120	105,173	24,468	15,780	11,678	1.30%	-26.00%
R5.01K-R10K	77,423	230,190	74,193	67,322	37,931	4.22%	-43.66%
R10.1K-R20K_D	184,022	370,342	126,827	68,680	91,483	10.18%	33.20%
> R20K	1,393,204	2,414,887	818,831	281,881	750,206	83.51%	166.14%
Total	1,675,816	3,142,725	1,051,816	441,261	898,303	100.00%	103.58%

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

Number of agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	424	705	610	761	1,913	7.48%	151.38%
R1501-R3000	1,474	9,288	3,146	2,786	2,201	8.60%	-21.00%
R3.01K-R5K	4,201	25,228	6,130	3,929	2,848	11.13%	-27.51%
R5.01K-R10K	10,150	31,136	10,245	9,292	5,064	19.80%	-45.50%
R10.1K-R20K_D	12,104	26,944	8,690	4,894	6,269	24.51%	28.10%
> R20K	35,008	46,132	14,079	4,461	7,284	28.48%	63.28%
Total	63,361	139,433	42,900	26,123	25,579	100.00%	-2.08%

7.2 Developmental credit granted by level of income

The number of developmental credit agreements granted to individuals with a gross monthly income of “<=R10k” category had the largest share of 58.36% 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” category had the largest share of 53.40% as indicated in Table 7.6.

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
<=R10K	5,034	11,749	6,888	6,249	7,784
% share	49.08%	48.04%	63.18%	47.53%	58.36%
R10.1K-R15K	5,222	12,709	4,015	6,899	5,554
% share	50.92%	51.96%	36.82%	52.47%	41.64%
Total number of developmental credit	10,256	24,458	10,903	13,148	13,338

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

Level of income	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
<=R10K	164,295	305,352	272,103	160,228	319,693
% share	56.83%	57.16%	64.74%	50.73%	46.60%
R10.1K-R15K	124,813	228,882	148,213	155,632	366,336
% share	43.17%	42.84%	35.26%	49.27%	53.40%
Total rand value of developmental credit	289,108	534,234	420,316	315,860	686,029

7.3 Gross debtors book – developmental credit

The rand value of the gross debtors book for developmental credit showed an increase of R78.01 million (0.31%) on a q-o-q and of R3.19 billion (14.53%) on a y-o-y basis. The number of accounts increased by 35.64% q-o-q but decreased by 31.00% on a y-o-y basis as indicated in Table 7.7.

Table 7.7: Gross debtors book - developmental credit

Agreements	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	21,951,795	31,669,722	26,103,039	25,063,059	25,141,074	0.31%	14.53%
Number of accounts	1,124,519	1,191,924	887,542	572,078	775,947	35.64%	-31.00%

7.4 Age analysis of gross debtors book – developmental credit

The rand value of the gross debtors book for developmental credit reported as “current” was 87.94% for the quarter ended December 2014 as indicated in Table 7.8. The number of accounts reported as “current” was 92.39% for the same period as indicated in Table 7.9.

Table 7.8: Developmental credit book age analysis (rand value)

Period	2013-Q4	2014-Q1	2014Q2	2014Q3	2014Q4	2014-Q4 %Distribution
Current	18,978,686,912	28,813,105,571	23,210,342,183	22,264,569,346	22,109,418,742	87.94%
30 Days	701,682,145	695,589,690	685,600,883	668,106,273	736,557,639	2.93%
31-60 Days	261,310,324	252,432,489	256,932,600	222,128,084	246,657,302	0.98%
61-90 Days	187,402,284	165,690,033	164,584,208	142,279,021	158,499,415	0.63%
91-120 Days	152,353,248	151,074,278	135,111,938	129,551,779	131,311,504	0.52%
120+ Days	1,670,359,939	1,591,830,017	1,650,467,035	1,636,424,410	1,758,628,923	7.00%
Grand Total	21,951,794,852	31,669,722,078	26,103,038,847	25,063,058,913	25,141,073,525	100%

Table 7.9: Developmental credit book age analysis (number of accounts)

Period	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4	2014-Q4 % Distribution
Current	1,089,843	1,163,040	858,591	544,270	716,881	92.39%
30 Days	7,414	7,316	7,119	6,742	9,895	1.28%
31-60 Days	4,178	3,333	3,354	3,045	6,494	0.84%
61-90 Days	3,133	1,917	2,103	1,842	5,465	0.70%
91-120 Days	2,743	1,775	1,684	1,569	4,254	0.55%
120+ Days	17,208	14,543	14,691	14,610	32,958	4.25%
Grand Total	1,124,519	1,191,924	887,542	572,078	775,947	100%

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	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
Eastern Cape	7,843,898,108	6,134,979,822	6,914,465,756	6,977,361,330	7,065,654,036	5,930,465,600	6,024,814,409	5,994,079,897	6,652,674,095
Free State	5,191,326,247	4,110,460,139	4,119,553,834	4,749,237,123	5,012,379,031	4,129,852,870	3,874,224,484	4,500,537,484	4,801,971,146
Gauteng	54,846,486,316	48,553,451,845	52,250,536,524	55,220,734,637	56,096,332,160	50,657,555,112	51,603,926,570	52,836,990,360	55,477,936,356
Kwazulu-Natal	14,921,937,023	12,586,451,819	13,546,384,650	14,053,951,981	14,240,046,666	13,484,053,171	13,155,044,738	13,295,210,401	14,386,617,805
Limpopo	5,005,683,458	3,917,645,378	4,115,867,090	4,411,896,644	4,400,887,465	3,681,341,105	3,712,266,510	3,636,353,470	4,093,910,942
Mpumalanga	7,495,528,094	6,358,047,887	6,615,023,989	7,044,523,494	7,588,245,920	6,249,663,661	6,531,453,525	6,631,635,913	7,327,428,071
Northern Cape	2,688,342,023	1,771,993,872	1,899,104,656	1,848,235,836	2,039,582,975	1,776,837,033	1,840,315,723	2,204,125,645	2,205,944,642
North West	4,956,114,055	4,398,860,782	4,289,495,807	4,646,281,961	4,979,666,833	4,229,449,629	3,914,240,417	3,762,128,889	4,647,410,857
Western Cape	16,029,134,467	13,788,916,201	15,063,625,443	16,758,439,787	16,278,808,336	14,447,714,353	15,236,771,193	15,819,066,952	16,979,150,410
Other	962,274,284	665,206,177	801,847,510	1,502,953,027	962,358,425	1,017,981,737	1,298,595,639	1,503,916,761	1,070,796,188
Total	119,940,724,075	102,286,013,921	109,615,905,259	117,213,615,820	118,663,961,847	105,604,914,271	107,191,653,208	110,184,045,772	117,643,840,512

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014Q2 (R)	2014Q3 (R)	2014Q4 (R)
≤R1500	12,832,410	6,515,197	6,569,111	4,916,098	4,492,588	3,140,578	3,362,750	3,226,141	4,966,990
R1500-R3000	86,916,571	50,709,825	50,967,992	46,081,170	62,201,390	42,306,919	35,355,179	33,472,162	55,022,051
R3.1K-R5K	325 857 541	199,028,071	208,054,841	185,037,917	238,051,592	155,516,651	145,096,417	146,913,277	213,563,270
R5.1K-R10K	1,259,042,355	681,409,425	696,023,274	777,705,823	1,045,403,625	585,602,023	663,341,584	718,575,987	1,097,738,428
R10.1K-R20K	930,855,896	496,415,473	541,958,351	656,373,433	861,776,167	412,943,538	488,596,790	566,725,589	1,029,595,736
R20.1K-R40K	395,203,914	340,617,460	278,434,996	310,677,054	352,369,509	236,513,584	236,255,485	240,387,535	402,311,232
R40.1K-R60K	476,348,687	534,622,921	389,077,115	395,694,490	366,532,116	368,672,437	312,445,501	263,925,459	282,586,056
R60.1K-R100K	2,131,418,460	1,973,902,693	1,847,054,667	1,832,756,307	1,743,239,530	1,634,442,835	1,531,550,943	1,416,399,259	1,458,308,420
R101K-R150K	6,298,417,024	5,484,493,525	5,717,600,015	5,675,306,739	5,437,656,610	4,838,447,980	4,762,433,288	4,399,061,338	4,740,855,777
R151K-R200K	5,837,946,864	5,061,066,752	5,500,494,209	5,787,842,168	5,625,034,191	4,975,821,445	5,086,565,026	5,027,049,532	5,914,415,546
R201K-R400K	13,920,817,748	12,792,503,912	13,870,702,399	14,721,181,398	14,844,857,308	12,904,103,416	13,071,584,796	13,144,501,287	14,620,810,093
>R400K	7,802,854,402	7,564,527,537	8,432,733,918	9,518,007,516	9,997,982,836	9,195,479,616	9,420,258,204	10,477,287,348	11,788,704,583
Total	39,478,511,872	35,185,812,791	37,539,670,888	39,911,580,113	40,579,597,462	35,352,991,022	35,756,845,963	36,437,524,914	41,608,878,182

Table 3: Number of agreements for secured credit granted

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
≤R1500	6,689	5,476	5,559	4,369	4,239	3,044	2,992	2,849	4,338
R1500-R3000	31,028	22,359	20,673	18,329	25,878	17,712	14,695	13,737	22,559
R3.1K-R5K	79,354	52,391	50,931	44,437	58,471	38,234	35,526	35,967	52,279
R5.1K-R10K	179,053	100,637	98,408	108,063	144,817	82,975	93,918	100,650	152,889
R10.1K-R20K	71,727	38,566	40,512	49,807	64,684	30,908	36,645	42,599	76,287
R20.1K-R40K	14,950	11,686	9,951	11,413	12,923	8,333	8,509	8,725	15,115
R40.1K-R60K	9,663	10,457	7,643	7,739	7,163	7,156	6,159	5,218	5,612
R60.1K-R100K	26,113	24,172	22,476	22,121	20,937	19,731	18,446	17,249	17,771
R101K-R150K	50,148	43,406	44,997	44,368	42,324	37,622	36,956	34,925	37,636
R151K-R200K	33,710	29,080	31,599	32,967	31,956	28,200	28,830	29,119	34,269
R201K-R400K	50,139	45,917	49,662	52,138	52,457	45,648	46,137	47,665	52,757
>R400K	13,141	12,379	13,943	14,679	15,084	13,880	14,621	17,565	19,208
Total	565,715	396,526	396,354	410,430	480,933	333,443	343,434	356,268	490,720

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
R0-R3500	110,000	2,001,540	469,700	752,000	120,368	1,343,348	50,000	90,000	2,198,647
R3501-R5500	6,189,362	8,189,411	4,419,800	8,121,633	6,847,243	5,806,898	6,269,257	7,201,492	7,242,959
R5501-R7500	40,988,256	30,811,017	39,618,806	42,192,239	43,877,133	32,384,145	39,449,115	33,256,130	38,271,603
R7501-R10K	222,629,200	169,538,930	192,111,866	209,112,905	191,531,616	158,400,855	149,006,448	155,093,378	160,082,986
R10.1K-R15K	1,208,509,375	981,328,804	1,146,680,159	1,233,151,868	1,171,389,110	923,862,647	871,062,098	984,036,663	992,009,505
>R15K	26,920,211,387	23,654,687,903	28,313,860,454	32,658,951,366	32,935,413,743	29,419,058,158	31,920,685,927	35,481,532,837	35,074,570,855
Total	28,398,637,580	24,846,557,605	29,697,160,785	34,152,282,011	34,349,179,213	30,540,856,051	32,986,522,845	36,661,210,500	36,274,376,555

Table 5: Number of mortgages granted by income category

Income Category	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
R0-R3500	2	15	4	3	3	9	1	1	5
R3501-R5500	45	86	32	46	51	46	41	46	46
R5501-R7500	234	243	213	208	225	181	192	182	143
R7501-R10K	905	800	751	815	759	622	602	600	603
R10.1K-R15K	3,791	3,354	3,523	3,738	3,523	2,804	2,686	2,988	2,941
>R15K	33,717	30,262	34,488	38,928	39,219	34,186	35,675	39,415	39,108
Total	38,694	34,760	39,011	43,738	43,780	37,848	39,197	43,232	42,846

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

Income Category	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
R0-R3500	1,656,550,626	1,234,065,587	947,657,902	1,041,235,439	1,447,248,745	942,546,027	920,539,394	973,143,464	1,093,122,074
R3501-R5500	517,585,914	281,220,028	288,281,929	318,901,507	412,149,606	226,149,404	237,187,812	256,898,694	562,535,253
R5501-R7500	711,598,172	511,169,367	530,038,438	541,660,723	545,829,557	384,435,202	379,632,848	345,774,788	513,407,740
R7501-R10K	1,523,386,389	1,236,555,519	1,271,560,273	1,282,505,377	1,282,085,447	984,095,394	973,838,532	870,704,552	1,107,904,370
R10.1K-R15K	4,125,602,996	3,426,448,261	3,625,056,034	3,722,642,704	3,699,980,229	3,050,715,679	3,093,044,672	2,916,272,021	3,646,397,228
>R15K	30,342,363,457	28,031,258,789	30,399,784,230	32,505,906,240	32,712,502,948	29,297,267,971	29,718,543,353	30,525,419,850	34,140,983,170
Total	38,877,087,554	34,720,717,551	37,062,378,806	39,412,851,990	40,099,796,532	34,885,209,677	35,322,786,611	35,888,213,369	41,064,349,835

Table 7: Number of secured credit granted by income category

Income Category	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
R0-R3500	219,268	136,374	130,372	137,604	188,305	113,825	120,788	126,618	151,307
R3501-R5500	60,170	33,949	31,883	33,929	47,140	25,102	25,792	28,721	59,718
R5501-R7500	37,692	23,609	22,448	22,408	27,927	15,947	16,207	16,825	31,206
R7501-R10K	38,051	24,866	24,786	24,748	27,670	18,119	18,249	18,138	31,875
R10.1K-R15K	53,693	40,147	40,991	41,051	42,743	31,853	32,353	32,022	50,463
>R15K	155,505	136,461	144,572	149,321	145,780	127,321	128,834	132,576	164,877
Total	564,379	395,406	395,052	409,061	479,565	332,167	342,223	354,900	489,446

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

Income Category	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
R0-R3500	1,851,924,388	1,421,472,640	2,007,504,284	1,490,094,628	1,547,187,414	1,233,011,941	1,471,645,971	1,697,353,210	1,392,031,869
R3501-R5500	1,022,970,168	656,185,583	1,677,811,937	2,337,616,848	2,667,046,017	1,343,274,706	1,366,535,479	1,333,263,347	1,395,453,015
R5501-R7500	790,415,510	575,513,706	600,499,629	687,451,121	761,575,131	666,534,292	745,313,448	788,122,781	817,735,631
R7501-R10K	1,292,245,419	1,053,811,626	945,287,782	1,035,388,832	1,113,685,498	981,886,847	1,057,081,332	1,068,749,734	1,104,264,042
R10.1K-R15K	2,127,778,012	1,825,849,513	1,730,030,432	1,746,926,494	1,825,269,496	1,676,999,727	1,800,614,074	1,745,600,468	1,795,435,866
>R15K	11,609,462,679	10,631,114,315	8,804,695,304	9,600,585,769	10,040,921,352	9,594,466,410	9,609,163,372	9,630,581,549	10,708,063,775
Total	18,694,796,176	16,163,947,383	15,765,829,368	16,898,063,692	17,955,684,908	15,496,173,923	16,050,353,676	16,263,671,089	17,212,984,198

Table 9: Number of credit facilities granted by income category

Income Category	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
R0-R3500	858,799	629,871	953,025	743,592	835,121	594,472	786,712	682,976	709,568
R3501-R5500	454,158	315,078	485,369	567,907	563,199	368,717	404,015	409,127	444,840
R5501-R7500	346,259	214,076	255,337	279,223	289,671	242,640	261,076	266,098	266,684
R7501-R10K	318,935	245,724	252,083	274,972	279,874	237,804	255,651	261,366	257,191
R10.1K-R15K	371,500	289,183	312,182	332,868	336,070	290,599	309,880	322,014	316,852
>R15K	780,082	556,669	610,128	661,509	675,684	575,323	623,957	623,617	613,890
Total	3,129,733	2,250,601	2,868,124	2,860,071	2,979,619	2,309,555	2,641,291	2,565,198	2,609,025

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

Income Category	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
R0-R3500	2,898,334,340	1,622,867,935	1,525,118,607	1,322,699,442	1,491,191,833	1,038,688,935	1,237,346,856	1,038,782,054	1,041,823,027
R3501-R5500	2,213,764,987	1,481,080,755	1,409,790,615	1,306,710,073	1,396,632,371	1,122,510,393	1,200,735,848	1,062,367,683	1,042,261,523
R5501-R7500	2,889,417,723	2,079,347,904	1,962,940,017	1,791,915,242	1,862,095,607	1,504,273,353	1,544,629,912	1,383,095,471	1,409,113,760
R7501-R10K	3,370,300,167	2,629,262,828	2,657,662,705	2,511,518,065	2,605,843,565	2,116,347,490	2,182,968,958	2,033,169,038	2,091,182,942
R10.1K-R15K	5,718,771,015	4,563,918,277	4,444,426,623	4,078,087,881	4,164,237,767	3,687,033,688	3,837,684,312	3,639,412,809	3,779,289,716
>R15K	11,981,994,226	10,216,319,695	10,064,504,953	9,886,265,388	10,094,881,107	9,353,458,076	9,316,377,902	9,077,098,988	9,337,793,048
Total	29,072,582,458	22,592,797,394	22,064,443,520	20,897,196,091	21,614,882,250	18,822,311,935	19,319,743,788	18,233,926,043	18,701,464,016

Table 11: Number of unsecured credit granted by income category

Income Category	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
R0-R3500	361,214	210,378	201,333	161,207	182,317	122,831	134,326	113,746	146,097
R3501-R5500	190,709	136,577	129,286	113,873	122,058	97,638	102,716	101,089	120,951
R5501-R7500	181,382	140,340	135,343	121,913	126,482	103,114	107,144	110,085	125,670
R7501-R10K	189,395	160,443	164,837	155,835	162,500	136,635	144,115	155,461	166,268
R10.1K-R15K	260,819	234,646	235,087	219,954	230,267	206,227	219,952	218,609	249,846
>R15K	410,767	411,771	405,820	376,578	403,399	376,634	393,316	367,174	438,547
Total	1,594,286	1,294,155	1,271,706	1,149,360	1,227,023	1,043,079	1,101,569	1,066,164	1,247,379

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

Income Category	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
R0-R3500	242,512,256	165,366,633	150,937,726	157,353,046	163,710,822	132,044,524	157,125,617	350,500,639	282,704,048
R3501-R5500	210,416,880	180,865,981	171,280,775	168,157,002	172,439,462	150,821,792	172,984,782	162,790,624	302,732,882
R5501-R7500	225,575,757	208,288,837	188,744,912	176,184,021	171,579,878	146,113,288	160,525,564	121,323,320	303,376,125
R7501-R10K	225,078,580	221,310,523	206,264,539	195,296,650	193,038,863	166,283,398	167,219,640	163,457,538	361,184,069
R10.1K-R15K	324,570,383	323,004,645	286,243,423	264,945,637	252,987,131	224,394,031	223,812,333	224,788,574	540,457,952
>R15K	479,123,148	491,724,196	447,059,718	432,943,517	424,262,160	409,121,783	405,436,982	392,553,832	887,607,890
Total	1,707,277,004	1,590,560,815	1,450,531,093	1,394,879,873	1,378,018,316	1,228,778,816	1,287,104,918	1,415,414,527	2,678,062,966

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

Income Category	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
R0-R3500	228,801	172,766	153,980	152,086	150,742	125,922	143,693	335,108	250,101
R3501-R5500	160,292	156,098	155,804	150,715	152,237	140,372	158,376	114,448	232,300
R5501-R7500	151,807	152,023	143,632	131,155	125,957	114,050	120,187	82,323	181,647
R7501-R10K	131,950	139,809	136,496	128,366	124,887	115,024	116,587	99,022	188,924
R10.1K-R15K	165,525	172,994	162,221	149,922	142,294	133,003	135,018	126,735	236,462
>R15K	189,217	201,882	192,693	186,189	178,388	171,899	170,871	162,400	287,407
Total	1,027,592	995,572	944,826	898,433	874,505	800,270	844,732	920,036	1,376,841

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

Income Category	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
R0-R1500	1,710,731	2,097,522	1,018,658	1,093,934	666,549	575,203	800,742	260,144	923,570
R1501-R3500	3,050,093	4,511,542	2,127,912	2,246,258	1,063,343	2,782,472	2,720,456	1,698,461	1,169,126
R3501-R5500	20,048,114	24,441,333	12,274,592	11,982,819	7,525,391	15,878,408	10,662,839	8,156,901	5,175,746
R5501-R7500	32,908,383	42,416,959	23,060,110	23,952,086	17,687,694	33,156,633	21,570,432	16,507,278	18,916,780
R7501-R10K	54,580,020	87,588,774	244,262,015	219,625,908	137,351,846	252,959,584	236,348,918	133,604,749	293,507,390
R10.1K-R15K	537,497,540	498,324,556	147,326,502	155,584,860	124,813,025	228,882,018	148,212,938	155,632,370	366,336,062
Total	649,794,881	659,380,686	430,069,789	414,485,865	289,107,848	534,234,318	420,316,325	315,859,903	686,028,674

Table 15: Number of developmental credit granted by income category

Income Category	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
R0-R1500	134	64	85	58	38	41	65	28	330
R1501-R3500	415	596	290	342	127	361	324	283	187
R3501-R5500	2,038	2,920	1,286	1,641	795	1,798	1,037	976	579
R5501-R7500	2,950	4,443	2,100	2,862	1,479	3,406	1,802	1,754	3,974
R7501-R10K	4,309	8,167	3,718	4,463	2,595	6,143	3,660	3,208	2,714
R10.1K-R15K	8,422	13,542	7,154	8,455	5,222	12,709	4,015	6,899	5,554
Total	18,268	29,732	14,633	17,821	10,256	24,458	10,903	13,148	13,338

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
Current	721,679,870,604	712,146,540,162	718,672,636,493	731,746,521,673	742,443,700,159	744,914,312,312	756,065,040,559	759,734,822,399	769,568,168,320
30 Days	27,184,895,137	26,495,639,128	25,583,114,855	25,706,245,806	26,367,734,157	28,312,964,436	27,863,104,177	27,727,602,656	27,190,443,352
31-60 Days	9,049,128,860	9,814,167,744	8,951,710,274	9,268,344,174	8,822,418,650	10,069,217,352	9,949,462,139	9,317,503,379	8,624,585,916
61-90 Days	5,319,051,723	5,698,255,305	5,130,561,052	5,082,904,879	5,071,016,670	5,572,115,583	5,940,086,180	5,164,505,927	4,764,030,470
91-120 Days	7,180,800,578	7,442,159,296	6,627,364,702	5,864,916,580	3,495,477,713	3,857,728,570	4,166,354,469	4,040,940,042	3,666,095,240
120+ Days	38,721,983,264	36,887,455,871	34,445,295,263	32,223,670,170	31,863,332,060	30,600,335,443	30,383,138,972	28,415,557,172	27,433,544,614
Total	809,135,730,166	798,484,217,506	799,410,682,639	809,892,603,282	818,063,679,409	823,326,673,696	834,367,186,496	834,400,931,575	841,246,867,912

Table 17: Age analysis of accounts – mortgages

Ageing	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
Current	1,671,248	1,667,127	1,660,198	1,667,979	1,682,496	1,671,588	1,676,278	1,671,481	1,676,400
30 Days	62,815	61,860	58,975	58,842	62,540	66,232	65,309	64,333	62,655
31-60 Days	19,739	21,088	19,018	19,768	19,325	21,750	21,364	20,239	19,212
61-90 Days	11,805	12,743	11,573	11,319	11,383	12,435	13,195	11,460	10,638
91-120 Days	14,043	14,787	13,285	11,578	7,667	8,518	8,027	7,185	6,884
120+ Days	67,218	64,719	61,514	58,245	57,604	54,928	56,508	52,914	52,006
Total	1,846,868	1,842,324	1,824,563	1,827,731	1,841,015	1,835,451	1,840,681	1,827,612	1,827,795

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

Ageing	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
Current	259,764,062,447	268,539,077,806	273,993,875,368	283,696,738,674	294,411,498,208	301,091,194,170	308,478,093,778	310,242,638,504	317,501,116,656
30 Days	9,987,865,455	10,068,335,554	10,578,783,242	11,251,330,855	12,047,455,071	13,003,991,570	13,015,224,991	12,594,224,025	12,723,498,207
31-60 Days	3,010,956,888	3,312,253,865	3,419,239,058	3,565,177,864	3,788,618,257	4,251,966,564	4,256,949,802	3,997,995,906	4,243,385,222
61-90 Days	1,520,938,482	1,587,985,080	1,771,576,941	1,758,634,544	1,927,430,109	2,049,196,023	2,151,946,510	1,991,408,423	2,124,527,082
91-120 Days	1,462,119,969	1,446,183,604	1,339,407,555	1,256,527,994	1,268,562,945	1,343,608,025	1,419,750,551	1,341,688,846	1,474,173,598
120+ Days	10,813,538,452	10,083,561,929	9,829,081,356	9,840,750,619	9,664,159,804	9,976,541,669	11,033,943,899	10,706,700,664	9,679,973,450
Total	286,559,481,693	295,037,397,838	300,931,963,520	311,369,160,550	323,107,724,394	331,716,498,021	340,355,909,531	340,874,656,367	347,746,674,215

Table 19: Age analysis of accounts – secured credit

Ageing	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
Current	3,378,052	3,316,551	3,293,603	3,319,405	3,170,708	3,091,509	3,044,015	3,028,370	3,230,334
30 Days	303,339	305,132	289,441	287,465	371,602	375,369	349,324	331,350	315,349
31-60 Days	163,421	179,630	171,536	167,157	182,117	188,994	175,584	164,706	164,318
61-90 Days	111,692	122,178	127,694	118,473	128,367	133,787	127,662	116,935	112,981
91-120 Days	98,770	105,490	105,325	99,502	104,030	107,322	105,460	97,018	91,077
120+ Days	697,156	693,088	724,249	681,835	736,227	738,389	813,271	785,708	608,886
Total	4,752,430	4,722,069	4,711,848	4,673,837	4,693,051	4,635,370	4,615,316	4,524,086	4,522,945

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

Ageing	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
Current	134,846,597,183	137,334,427,616	145,176,857,951	147,844,236,528	153,570,222,409	155,596,343,128	160,223,903,195	163,817,011,452	169,282,669,120
30 Days	13,915,555,503	14,609,712,584	11,552,696,469	12,501,932,669	11,823,172,061	12,791,331,747	12,325,908,666	11,832,846,189	11,970,881,592
31-60 Days	3,503,097,156	4,637,514,040	3,695,358,788	3,742,970,881	3,651,120,235	4,671,157,553	4,289,670,848	4,095,257,756	3,831,603,617
61-90 Days	2,123,137,830	2,733,829,094	2,428,827,888	2,444,671,418	2,267,014,772	2,802,741,431	2,702,506,010	2,508,452,293	2,645,855,210
91-120 Days	1,829,810,189	2,189,571,855	2,302,533,585	2,241,216,783	2,249,657,681	2,319,278,730	2,792,320,079	2,461,390,516	2,397,531,314
120+ Days	9,639,425,209	9,935,416,594	10,744,945,736	11,127,716,031	11,805,707,777	12,405,659,168	12,925,737,062	13,096,618,807	13,256,793,575
Total	165,857,623,070	171,440,471,783	175,901,220,417	179,902,744,310	185,366,894,935	190,586,511,757	195,260,045,860	197,811,577,013	203,385,334,428

Table 21: Age analysis of accounts – credit facilities

Ageing	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
Current	17,957,637	16,987,394	17,710,003	17,697,148	17,759,659	17,158,364	17,518,356	17,729,365	18,724,243
30 Days	2,673,772	2,732,693	2,696,123	2,738,196	2,840,694	2,843,336	2,582,957	2,565,562	2,562,152
31-60 Days	874,771	1,092,094	913,848	916,627	858,872	1,069,097	917,308	869,957	819,067
61-90 Days	527,978	652,665	603,868	732,445	559,085	654,008	631,101	576,490	546,708
91-120 Days	404,932	456,006	474,785	462,690	495,542	521,326	580,366	509,462	454,636
120+ Days	1,955,485	2,049,735	1,679,098	1,871,107	2,277,475	2,384,572	2,511,360	2,589,522	2,658,388
Total	24,394,575	23,970,587	24,077,725	24,418,213	24,791,327	24,630,703	24,741,448	24,840,358	25,765,194

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

Ageing	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
Current	120,642,089,674	121,856,109,752	122,858,326,913	122,372,639,673	122,813,598,903	121,216,269,276	120,160,031,508	118,267,378,019	119,302,558,911
30 Days	7,655,571,667	8,237,935,133	8,004,541,113	8,193,812,383	8,883,315,454	8,933,635,027	8,830,061,194	9,124,898,138	9,039,528,957
31-60 Days	3,384,621,594	4,237,966,756	4,246,461,063	4,083,277,047	4,007,064,913	4,485,955,117	4,044,343,146	3,952,669,632	4,185,394,870
61-90 Days	2,539,870,013	2,996,185,902	3,272,691,727	3,167,868,997	3,158,525,153	3,143,565,698	3,332,151,077	3,039,676,746	3,150,445,907
91-120 Days	2,684,813,478	2,378,856,131	2,737,141,586	2,177,329,027	2,131,320,899	2,043,713,639	2,152,428,134	1,846,038,214	1,947,223,070
120+ Days	22,347,525,960	24,898,791,993	26,942,014,614	27,410,388,894	29,756,187,149	33,147,492,792	33,681,610,191	33,566,304,189	31,348,297,145
Total	159,254,492,386	164,605,845,667	168,061,177,016	167,405,316,021	170,750,012,471	172,970,631,549	172,200,625,250	169,796,964,938	168,973,448,860

Table 23: Age analysis of accounts – unsecured credit

Ageing	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
Current	5,629,408	5,460,276	5,389,260	5,383,062	5,327,025	5,027,857	4,920,250	4,637,764	4,809,660
30 Days	460,368	490,453	462,111	447,670	442,660	475,072	422,117	422,837	482,386
31-60 Days	216,223	255,803	249,784	236,634	220,557	244,659	218,722	199,997	220,847
61-90 Days	166,536	186,594	188,718	180,119	172,185	163,908	168,762	152,057	167,620
91-120 Days	176,658	142,878	157,785	152,015	148,177	133,341	147,891	124,296	137,077
120+ Days	1,895,453	2,106,082	2,186,934	2,221,266	2,133,478	2,233,415	2,153,031	2,028,874	1,619,241
Total	8,544,646	8,642,086	8,634,592	8,620,766	8,444,082	8,278,252	8,030,773	7,565,825	7,436,831

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

Ageing	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)	2014-Q1 (R)	2014-Q2 (R)	2014-Q3 (R)	2014-Q4 (R)
Current	815,910,903	659,375,569	584,414,823	563,689,345	564,836,232	517,436,938	528,574,813	545,918,606	1,364,213,283
30 Days	105,223,130	79,392,300	57,163,550	44,440,033	58,563,510	42,703,077	36,237,400	43,557,826	202,751,795
31-60 Days	48,092,276	53,576,476	33,071,716	27,646,108	27,833,248	32,959,015	28,219,933	33,310,643	90,216,437
61-90 Days	51,406,873	51,027,287	33,269,378	20,081,110	30,911,530	22,842,770	19,976,592	20,912,003	62,682,559
91-120 Days	23,169,896	30,048,951	15,010,417	10,435,170	5,913,455	7,733,943	9,531,008	9,103,378	44,962,892
120+ Days	92,119,629	126,509,683	147,784,224	151,114,575	103,232,940	83,666,783	82,446,503	84,886,941	284,960,711
Total	1,135,922,707	999,930,266	870,714,108	817,406,341	791,290,915	707,342,526	704,986,249	737,689,397	2,049,787,677

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

Ageing	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
Current	440,993	387,720	336,150	324,596	287,539	277,826	268,741	278,179	627,636
30 Days	43,028	41,104	25,869	21,206	29,363	21,917	16,597	18,034	74,128
31-60 Days	22,328	27,721	15,277	16,110	18,085	19,103	20,016	20,399	31,674
61-90 Days	24,979	22,377	19,072	10,355	18,362	12,394	11,286	11,668	23,174
91-120 Days	11,071	15,078	9,638	6,555	4,337	6,417	7,285	7,536	17,376
120+ Days	35,309	50,331	67,202	63,810	41,055	43,456	43,195	44,084	122,214
Total	577,708	544,331	473,208	442,632	398,741	381,113	367,120	379,900	896,202

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

Ageing	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
Current	18,797,125,039	18,141,010,352	18,870,418,372	20,556,711,400	18,978,686,912	28,813,105,571	23,210,342,183	22,264,569,346	22,109,418,742
30 Days	695,313,190	743,939,629	785,351,311	563,172,857	701,682,145	695,589,690	685,600,883	668,106,273	736,557,639
31-60 Days	258,615,376	303,148,562	306,571,054	227,796,021	261,310,324	252,432,489	256,932,600	222,128,084	246,657,302
61-90 Days	178,919,315	191,874,533	191,180,845	155,978,104	187,402,284	165,690,033	164,584,208	142,279,021	158,499,415
91-120 Days	165,718,173	148,485,471	155,286,539	130,566,764	152,353,248	151,074,278	135,111,938	129,551,779	131,311,504
120+ Days	1,092,330,011	1,231,107,268	1,400,262,835	2,326,146,364	1,670,359,939	1,591,830,017	1,650,467,035	1,636,424,410	1,758,628,923
Total	21,188,021,104	20,759,565,815	21,709,070,956	23,960,371,510	21,951,794,852	31,669,722,078	26,103,038,847	25,063,058,913	25,141,073,525

Table 27: Age analysis of accounts – developmental credit

Ageing	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2014-Q1	2014-Q2	2014-Q3	2014-Q4
Current	1,077,483	1,089,286	1,089,930	1,109,472	1,089,843	1,163,040	858,591	544,270	716,881
30 Days	6,355	6,813	8,137	7,130	7,414	7,316	7,119	6,742	9,895
31-60 Days	3,163	4,113	4,472	3,969	4,178	3,333	3,354	3,045	6,494
61-90 Days	1,976	2,201	2,629	2,713	3,133	1,917	2,103	1,842	5,465
91-120 Days	3,375	1,734	2,099	2,217	2,743	1,775	1,684	1,569	4,254
120+ Days	9,364	11,936	13,830	19,853	17,208	14,543	14,691	14,610	32,958
Total	1,101,716	1,116,083	1,121,097	1,145,354	1,124,519	1,191,924	887,542	572,078	775,947

