

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 outstanding gross debtors book of consumer credit for the quarter ended September 2013 was R1.49 trillion, representing a quarter-on-quarter growth of 1.80%. The number of accounts increased by 0.70% for the same period. Mortgages accounted for R809.89 billion (54.23%); "Secured credit agreements" for R311.37 billion (20.85%); Credit facilities for R179.90 billion (12.05%); Unsecured credit for R167.41 billion (11.21%); Short-term credit for R817.41 million (0.05%); and Developmental credit for R23.96 billion (1.60%) of the total gross debtors book.

The total value of new credit granted to consumers increased from R109.62 billion to R117.21 billion for the quarter ended September 2013, an increase of 6.93% when compared to the previous quarter and increased by 6.83% on a year-on-year basis. The number of applications for credit decreased by 127,700 from 10.35 million for the quarter ended June 2013 to 10.22 million for the quarter ended September 2013, representing a decrease of 1.23%. The rejection rate for applications was 57.23%.

The banks continued to dominate the total consumer credit market as at 30 September 2013. The banks' share of total credit granted was R94.11 billion (80.29%), retailers R3.99 billion (3.40%), non bank financiers R6.55 billion (5.59%) and "Other credit providers" R12.56 billion (10.71%). "Other credit providers" consist primarily of pension backed lenders, developmental lenders, micro-lenders, agricultural lenders, insurers, non-bank mortgage lenders and securitised debt.

The following were some of the most significant trends observed for the quarter ended September 2013:

- The value of mortgages granted increased by 14.69% quarter-on-quarter from R30.10 billion to R34.52 billion;



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- Secured credit which is dominated by vehicle finance, increased from R37.54 billion for June 2013 to R39.91 billion for September 2013 (a quarter-on-quarter increase of 6.32%);
- Unsecured credit decreased from R22.06 billion for June 2013 to R20.90 billion for September 2013 (a quarter-on-quarter decrease of 5.29%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased by 6.57% quarter-on-quarter from R16.63 billion to R17.72 billion;
- Short-term credit showed a quarter-on-quarter decrease of 3.84% from R1.45 billion to R1.39 billion.
- Developmental credit showed a quarter-on-quarter increase of 50.90% from R1.83 billion to R2.77 billion.

Introduction

The Consumer Credit Market Report is issued by the National Credit Regulator. It is based upon returns which credit providers are required to submit in terms of the National Credit Act (NCA). The statistics presented in this report cover the quarters up to 30 September 2013 (2013-Q3).

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

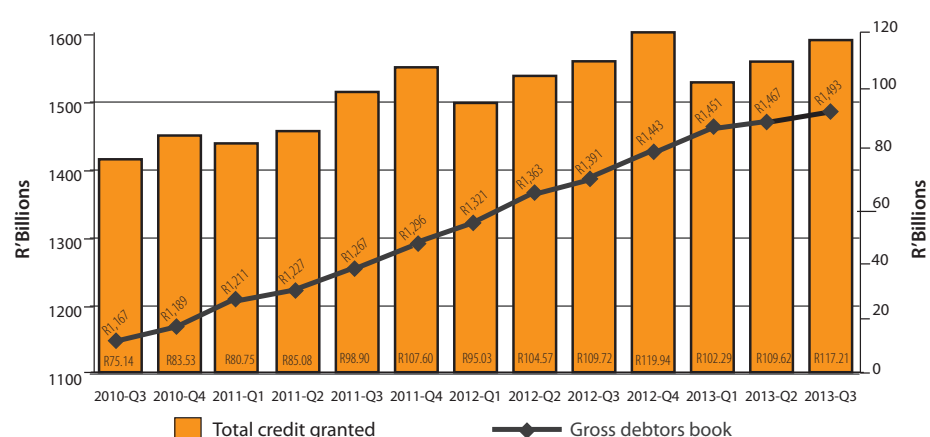
“Secured credit” in this report refers to transactions which were classified as “Other credit agreements” in the previous Consumer Credit Market Reports. This credit type includes transactions that do not fall within any of the other categories in the NCA. It includes a range of secured credit agreements, 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 September 2012 to the quarter ended September 2013 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended June 2013 to the quarter ended September 2013. 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 outstanding gross debtors' book as depicted in figure 1.1 increased by R26.46 billion (1.80%) for the quarter ended September 2013. The value of credit granted to consumers increased by R7.60 billion (6.93%) when compared to the quarter ended June 2013.

Figure 1.1 Total credit granted and gross debtors book at September 2013



1.1 Credit granted

The value of credit granted for the September 2013 quarter showed positive growth on a q-o-q basis as indicated in Table 1.1. Credit transactions granted during the quarter increased by R6.51 billion (7.00%) and by R8.25 billion (9.04%) on a y-o-y basis. The value of credit facilities granted for the same period increased by R1.09 billion (6.57%) on a q-o-q basis. When compared to the same period in the previous year the value of credit facilities granted decreased by R759.56 million (4.11%).

Table 1.1: Credit granted

Agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	% Change (Q3/Q2)	% Change (Y/Y)
Credit transactions	91,243,623	100,758,403	85,560,626	92,988,299	99,493,712	7.00%	9.04%
Credit facilities	18,479,463	19,182,321	16,725,388	16,627,607	17,719,904	6.57%	-4.11%
Total	109,723,085	119,940,724	102,286,014	109,615,905	117,213,616	6.93%	6.83%

The number of credit agreements concluded during the September 2013 quarter decreased by 2.03% on a q-o-q basis as indicated in Table 1.2. The number of agreements entered into increased by 0.50% on a y-o-y basis.

Table 1.2: Credit granted – number of agreements

Agreements	2012-Q3 000	2012-Q4 000	2013-Q1 000	2013-Q2 000	2013-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of credit transactions	2,673	3,311	2,771	2,709	2,603	-3.92%	-2.63%
Number of credit facilities	2,764	3,133	2,253	2,869	2,862	-0.25%	3.53%
Total	5,437	6,444	5,024	5,578	5,464	-2.03%	0.50%

Banks accounted for 80.29% of the total value of credit granted for the quarter ended September 2013 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (5.59%), retailers (3.40%) and other credit providers (10.71%).

Table 1.3: Credit granted – per industry

Agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Banks	92,257,022	95,860,851	83,333,949	87,734,609	94,112,147	80.29%	7.27%	2.01%
Non-bank vehicle financiers	6,113,069	6,273,258	5,761,037	6,397,432	6,551,934	5.59%	2.42%	7.18%
Retailers	4,989,360	5,726,464	3,453,361	3,871,942	3,990,970	3.40%	3.07%	-20.01%
Other credit providers	6,363,634	12,080,145	9,737,667	11,611,922	12,558,565	10.71%	8.15%	97.35%
Total	109,723,085	119,940,724	102,286,014	109,615,905	117,213,616	100.00%	6.93%	6.83%

There was an increase in the rejection rate from 56.14% for the quarter ended June 2013 to 57.23% for the quarter ended September 2013 as indicated in Table 1.4. The number of applications received decreased by 1.23% and the number of applications rejected increased by 0.68% for the quarter ended September 2013.

Table 1.4: Number of applications received and rejected

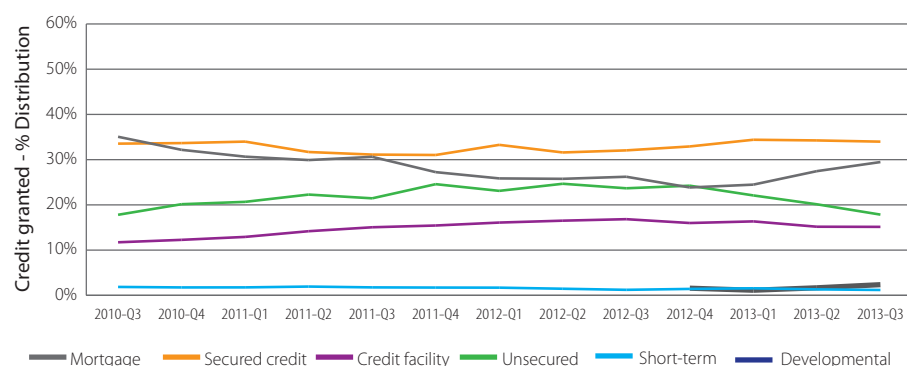
Agreements	2012-Q3 000	2012-Q4 000	2013-Q1 000	2013-Q2 000	2013-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of applications received	10,380	11,813	10,117	10,350	10,222	-1.23%	-1.52%
Number of applications rejected	5,563	6,301	5,631	5,811	5,850	0.68%	5.15%
% of applications rejected	53.60%	53.34%	55.65%	56.14%	57.23%		

On a y-o-y basis there was an overall growth of 6.83% of total credit granted. Mortgages percentage share of total credit granted increased to 29.45% for the quarter ended September 2013 from 27.46% for the previous quarter as indicated in Table 1.5 and Figure 1.2.

Table 1.5: Credit granted – credit type

Agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	28,764,393	28,603,463	25,039,734	30,099,218	34,521,936	29.45%	14.69%	20.02%
Secured credit	35,164,562	39,478,512	35,185,813	37,539,671	39,911,580	34.05%	6.32%	13.50%
Credit facilities	18,479,463	19,182,321	16,725,388	16,627,607	17,719,904	15.12%	6.57%	-4.11%
Unsecured credit	25,972,654	29,072,652	22,592,797	22,064,444	20,897,196	17.83%	-5.29%	-19.54%
Short-term credit	1,342,013	1,707,277	1,590,561	1,450,531	1,394,880	1.19%	-3.84%	3.94%
Developmental credit		1,896,498	1,151,721	1,834,435	2,768,119	2.36%	50.90%	0.00%
Total	109,723,085	119,940,724	102,286,014	109,615,905	117,213,616	100.00%	6.93%	6.83%

Figure 1.2: Credit granted – percentage distribution



The value of the gross debtors book for the period ended September 2013 grew by R26.46 billion (1.80%) and y-o-y growth was R102.51 billion (7.37%). The unsecured credit book decreased by R655.86 million (-0.39%) q-o-q but increased by R27.43 billion (19.59%) y-o-y. The mortgages book grew by R10.48 billion (1.31%) q-o-q but declined by R9.79 billion (1.19%) y-o-y as indicated in Table 1.6.

Table 1.6: Gross debtors book – credit type

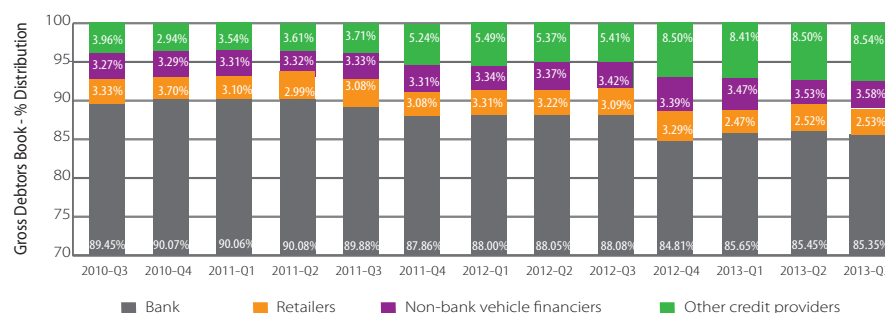
Agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	819,679,887	809,135,730	798,484,218	799,410,683	809,892,603	54.23%	1.31%	-1.19%
Secured credit	271,454,941	286,559,482	295,037,398	300,931,964	311,369,161	20.85%	3.47%	14.70%
Credit facilities	158,866,811	165,857,623	171,440,472	175,901,220	179,902,744	12.05%	2.27%	13.24%
Unsecured credit	139,978,673	159,254,492	164,605,846	168,061,177	167,405,316	11.21%	-0.39%	19.59%
Short-term credit	852,408	1,135,923	999,930	870,714	817,406	0.05%	-6.12%	-4.11%
Developmental Credit		21,188,021	20,759,566	21,709,071	23,960,372	1.60%	10.37%	0.00%
Total	1,390,832,721	1,443,131,271	1,451,327,429	1,466,884,829	1,493,347,602	100.00%	1.80%	7.37%

There was an overall increase q-o-q and y-o-y in the gross debtors' book for all industries except retailers as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.7: Gross debtors book – industry type

Industry	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	1,225,065,956	1,223,969,289	1,243,099,775	1,253,485,296	1,274,615,966	85.35%	1.69%	4.04%
Retailers	42,988,652	47,469,049	35,877,639	36,906,769	37,712,598	2.53%	2.18%	-12.27%
Non-bank vehicle financiers	47,588,125	48,976,829	50,321,188	51,813,430	53,503,145	3.58%	3.26%	12.43%
Other credit providers	75,189,988	122,716,103	122,028,826	124,679,335	127,515,893	8.54%	2.28%	69.59%
Total	1,390,832,721	1,443,131,271	1,451,327,429	1,466,884,829	1,493,347,602	100.00%	1.80%	7.37%

Figure 1.3: Gross debtors book – industry type



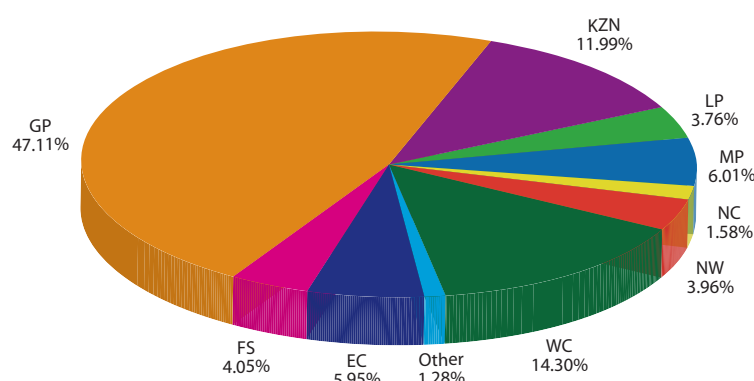
The consumer credit market consisted of a total of 41,13 million accounts for the quarter ended September 2013. The total number of accounts increased by 0.70% on a q-o-q basis and by 6.24% on a y-o-y basis. Credit facilities had a share of 59.37% of the total number of accounts for the quarter ended September 2013 as indicated in Table 1.8.

Table 1.8: Gross debtors book – number of accounts

Agreements	2012-Q3 000	2012-Q4 000	2013-Q1 000	2013-Q2 000	2013-Q3 000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	1,845	1,847	1,842	1,825	1,828	4.44%	0.17%	-0.92%
Secured credit	4,512	4,752	4,722	4,712	4,674	11.36%	-0.81%	3.58%
Credit facilities	24,413	24,395	23,971	24,078	24,418	59.37%	1.41%	0.02%
Unsecured credit	7,430	8,545	8,642	8,635	8,621	20.96%	-0.16%	16.02%
Short-term credit	512	578	544	473	443	1.08%	-6.46%	-13.60%
Developmental credit		1,102	1,116	1,121	1,145	2.78%	2.16%	0.00%
Total	38,713	41,218	40,837	40,843	41,129	100.00%	0.70%	6.24%

A significant portion of R55.22 billion (47.11%) of the total value of credit granted went to consumers in the Gauteng province. The Western Cape received R16.76 billion (14.30%) of the total R117.21 billion granted during the third quarter of 2013 followed by Kwazulu Natal R14.05 billion (11.99%) as illustrated in Figure 1.4.

Figure 1.4: Provincial distribution of credit granted – 2013-Q3



2. Mortgage agreements

2.1 Mortgages granted

There was an overall q-o-q increase of 14.69% in the rand value of mortgage agreements granted for the quarter ended September 2013 as indicated in Table 2.1 below. Mortgage agreements in categories "R351K-R700K" and "≥R700K" showed q-o-q growth of 16.87% and 14.93% respectively. On a y-o-y basis mortgage agreements increased by 20.02%.

Table 2.1: Mortgages granted – size of agreements

Agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	46,491	35,846	51,070	36,621	33,008	0.10%	-9.86%	-29.00%
R51K-R100K	197,401	180,499	185,678	179,555	174,358	0.51%	-2.89%	-11.67%
R101K-R150K	250,907	218,538	230,223	238,051	241,926	0.70%	1.63%	-3.58%
R151K-R350K	2,065,168	1,916,675	1,620,523	1,823,065	1,972,058	5.71%	8.17%	-4.51%
R351K-R700K	6,932,404	6,464,382	5,539,957	6,374,716	7,450,421	21.58%	16.87%	7.47%
≥R700K	19,272,021	19,787,523	17,412,282	21,447,209	24,650,164	71.40%	14.93%	27.91%
Total	28,764,393	28,603,463	25,039,734	30,099,218	34,521,936	100.00%	14.69%	20.02%

For the quarter ended September 2013 the number of mortgage agreements concluded increased by 12.07% as indicated in Table 2.2. The majority of the mortgage agreements were granted in favour of larger sized credit agreements. On a y-o-y basis mortgage agreements increased by 7.16%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	1,476	1,025	1,825	1,033	932	2.12%	-9.78%	-36.86%
R51K-R100K	2,381	2,201	2,260	2,172	2,106	4.79%	-3.04%	-11.55%
R101K-R150K	1,881	1,648	1,737	1,799	1,827	4.16%	1.56%	-2.87%
R151K-R350K	7,832	7,266	6,201	6,921	7,466	16.99%	7.87%	-4.67%
R351K-R700K	13,464	12,577	10,764	12,406	14,457	32.89%	16.53%	7.38%
≥ R700K	13,985	14,134	12,116	14,889	17,167	39.06%	15.30%	22.75%
Total	41,019	38,851	34,903	39,220	43,955	100.00%	12.07%	7.16%

2.2 Mortgages granted by level of income¹

More than 85% of the number of agreements were concluded with individuals in the greater than R15K income category. This income category also accounted for 95.63% of the rand value of the mortgages granted during the quarter ended September 2013. The percentage share of share of income categories less than R10K continued to decline for both rand value and number of agreements as shown in Tables 2.3 and 2.4.

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K	1,361	1,186	1,144	1,000	1,072
% share of credit granted	3.33%	3.07%	3.29%	2.56%	2.45%
R10.1K-R15K	4,360	3,791	3,354	3,523	3,738
% share of credit granted	10.67%	9.80%	9.65%	9.03%	8.55%
>R15K	35,127	33,717	30,262	34,488	38,928
% share of credit granted	85.99%	87.14%	87.06%	88.41%	89.00%
Total number of mortgages	40,848	38,694	34,760	39,011	43,738

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K (R000)	303,004	269,917	210,541	236,620	260,179
% share of credit granted	1.06%	0.95%	0.85%	0.80%	0.76%
R10.1K-R15K (R000)	1,277,787	1,208,509	981,329	1,146,680	1,233,152
% share of credit granted	4.48%	4.26%	3.95%	3.86%	3.61%
>R15K (R000)	26,949,257	26,920,211	23,654,688	28,313,860	32,658,951
% share of credit granted	94.46%	94.79%	95.20%	95.34%	95.63%
Total value of mortgages(R000)	28,530,048	28,398,638	24,846,558	29,697,161	34,152,282

2.3 Gross debtors book – mortgages

The gross debtors book increased by R10.48 billion (1.31%) on a q-o-q but decreased by R9.79 billion (1.19%) on a y-o-y basis. The number of accounts increased by 0.17% q-o-q but decreased by 0.92% on a y-o-y basis as indicated in Table 2.5.

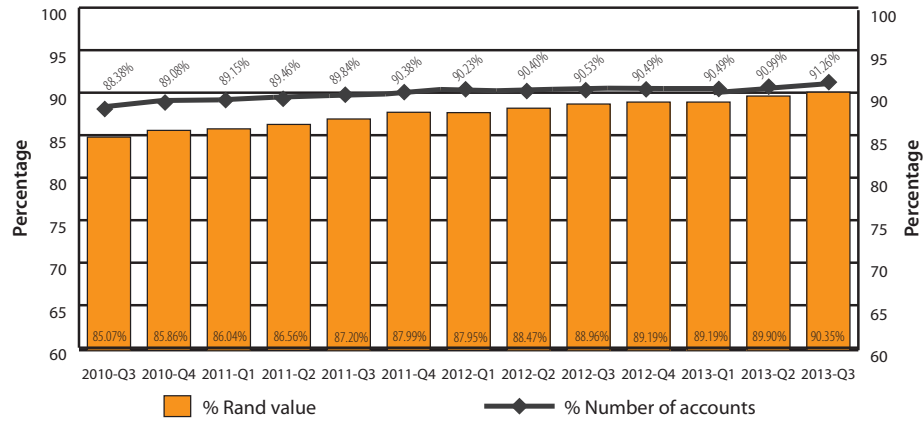
Table 2.5: Gross debtors book – mortgages

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	819,679,887	809,135,730	798,484,218	799,410,683	809,892,603	1.31%	-1.19%
Number of accounts	1,844,715	1,846,868	1,842,323	1,824,563	1,827,731	0.17%	-0.92%

2.4 Age analysis of gross debtors book - mortgages

The rand value of the gross debtors book for mortgages reported as “current” increased from 89.90% to 90.35% for the quarter ended September 2013. The number of accounts reported as “current” increased from 90.99% to 91.26% 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. As indicated in Table 3.1 the rand value of secured credit granted for the quarter ended September 2013 increased by R2.37 billion (6.32%) when compared to the previous quarter. The rand value of credit granted for vehicles as a form of security continued to dominate secured credit at R35.18 billion (88.14%).

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

Type of security	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)
Vehicle	31,234,786	34,151,506	31,053,160	33,422,791	35,178,181	88.14%	5.25%
Retirement benefits	660,135	644,633	617,127	651,192	707,911	1.77%	8.71%
Insurance policy	19,880	108,579	138,333	107,414	107,524	0.27%	0.10%
Furniture & other durables	1,812,848	2,853,132	1,500,511	1,607,015	1,397,232	3.50%	-13.05%
Other security	1,436,914	1,699,401	1,863,671	1,751,258	2,520,732	6.32%	43.94%
Total	35,164,562	39,457,251	35,172,802	37,539,671	39,911,580	100.00%	6.32%

Table 3.2 indicated an increase in the number of secured credit agreements of 3.55% for the quarter ended September 2013. The number of transactions concluded for vehicles dominated secured credit granted at 50.68%.

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

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/Q2)
Vehicle	160,263	171,914	152,340	160,586	207,989	50.68%	29.52%
Retirement benefits	9,517	8,782	7,791	8,367	9,018	2.20%	7.78%
Insurance policy	1,990	5,938	6,611	5,600	5,248	1.28%	-6.29%
Furniture & other durables	262,465	371,209	216,096	215,266	182,537	44.47%	-15.20%
Other security	6,577	7,872	13,688	6,535	5,638	1.37%	-13.73%
Total	440,812	565,715	396,526	396,354	410,430	100.00%	3.55%

3.2 Secured credit granted by level of income

There was a slight decrease in share of the number of secured credit agreements for individuals with a gross monthly income of greater than R15K from 36.60% for the quarter ended June 2013 to 36.50% for the quarter ended September 2013 as indicated in Table 3.3. The number of credit transactions entered into with individuals with a gross monthly income of up to R10K increased from 53.03% to 53.46% for the quarter ended September 2013.

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K	253,681	355,181	218,798	209,489	218,689
% share of credit granted	57.76%	62.93%	55.34%	53.03%	53.46%
R10.1K-R15K	45,870	53,693	40,147	40,991	41,051
% share of credit granted	10.44%	9.51%	10.15%	10.38%	10.04%
>R15K	139,675	155,505	136,461	144,572	149,321
% share of credit granted	31.80%	27.55%	34.51%	36.60%	36.50%
Total number of secured credit agreements	439,226	564,379	395,406	395,052	409,061

Table 3.4 indicated an increase in the rand value for “Up to R10K” category while the “Greater than R15K” gross monthly income category marginally increased for the period ended September 2013.

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K (R000)	3,312,920	4,409,121	3,263,011	3,037,539	3,184,303
% share of credit granted	9.55%	11.34%	9.40%	8.20%	8.08%
R10.1K-R15K (R000)	3,775,237	4,125,603	3,426,448	3,625,056	3,722,643
% share of credit granted	10.88%	10.61%	9.87%	9.78%	9.45%
>R15K (R000)	27,614,987	30,342,363	28,031,259	30,399,784	32,505,906
% share of credit granted	79.57%	78.05%	80.73%	82.02%	82.48%
Total value of secured credit (R000)	34,703,144	38,877,088	34,720,718	37,062,379	39,412,852

3.3 Gross debtors book – secured credit

The gross debtors book increased by R10.44 billion (3.47%) for the quarter ended September 2013 and by R39.91 billion (14.70%) on a y-o-y basis. The number of accounts decreased by 0.81% q-o-q but increased by 3.58% on a y-o-y basis as indicated in Table 3.5.

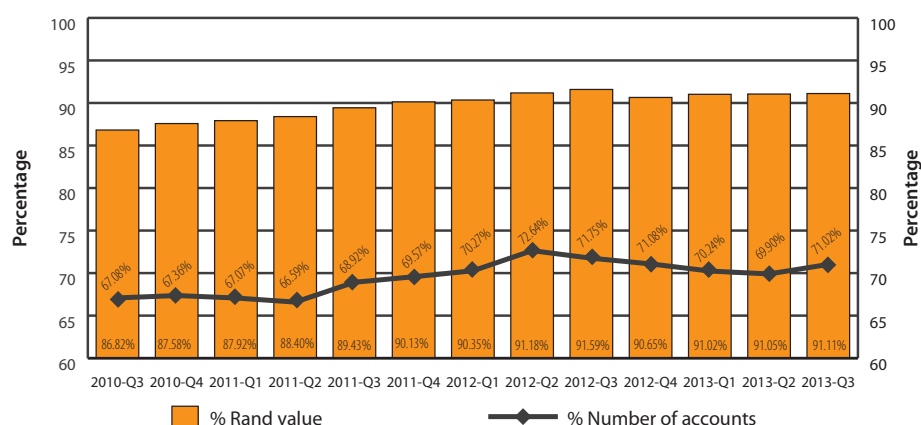
Table 3.5: Gross debtors book – secured credit

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	271,454,941	286,559,482	295,037,398	300,931,964	311,369,161	3.47%	14.70%
Number of accounts	4,512,289	4,752,430	4,722,069	4,711,848	4,673,837	-0.81%	3.58%

3.4 Age analysis of gross debtors book – secured credit

As illustrated in Figure 3.1 the rand value of the gross debtors book for secured credit reported as “current” increased from 91.05% for the quarter ended June 2013 to 91.11% for the quarter ended September 2013. The number of accounts reported as “current” increased from 69.90% to 71.02% for the same period.

Figure 3.1: Secured credit book reported as “current”



4. Credit facilities

4.1 Credit facilities granted

Table 4.1 and 4.2 indicated “Credit and garage cards” received R8.36 billion (47.19%) of the total R17.72 billion value of credit facilities granted, followed by bank overdraft at R3.61 billion (20.40%) for the quarter ended September 2013. On a y-o-y basis the value of credit facilities decreased by R759.56 million (4.11%). The number of credit facilities granted decreased by 0.25% on a q-o-q but increased by 3.53% on y-o-y.

Table 4.1: Credit facilities granted – rand value

Agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	6,430,870	6,303,369	5,951,162	6,501,664	8,361,510	47.19%	28.61%	30.02%
Bank overdraft	4,501,368	5,156,361	4,500,925	3,722,893	3,614,468	20.40%	-2.91%	-19.70%
Services	894,718	848,312	906,306	1,318,996	1,301,678	7.35%	-1.31%	45.48%
Store cards	4,147,422	4,388,341	2,968,619	3,390,666	3,274,437	18.48%	-3.43%	-21.05%
Other facilities	2,505,085	2,485,939	2,398,376	1,693,388	1,167,811	6.59%	-31.04%	-53.38%
Total	18,479,463	19,182,321	16,725,388	16,627,607	17,719,904	100.00%	6.57%	-4.11%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	536,610	499,667	452,201	585,999	702,296	24.54%	19.85%	30.88%
Bank overdraft	98,835	119,356	119,520	105,693	98,634	3.45%	-6.68%	-0.20%
Services	83,374	78,474	69,681	72,313	74,810	2.61%	3.45%	-10.27%
Store cards	1,968,430	2,363,505	1,550,605	2,054,522	1,957,120	68.39%	-4.74%	-0.57%
Other facilities	77,007	71,931	60,697	50,550	29,026	1.01%	-42.58%	-62.31%
Total	2,764,256	3,132,933	2,252,704	2,869,077	2,861,886	100.00%	-0.25%	3.53%

4.2 Credit facilities granted by level of income

Table 4.3 indicated the number of credit facilities granted to individuals with a gross monthly income of greater than R15K increased from 21.27% for the quarter ended June 2013 to 23.13% for the quarter ended September 2013. The rand value figures shown in Table 4.4 depicted an increase on a q-o-q basis for the same income category.

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K	1,713,526	1,978,151	1,404,749	1,945,814	1,865,694
% share of credit granted	62.05%	63.21%	62.42%	67.84%	65.23%
R10.1K-R15K	334,549	371,500	289,183	312,182	332,868
% share of credit granted	12.11%	11.87%	12.85%	10.88%	11.64%
>R15K	713,504	780,082	556,669	610,128	661,509
% share of credit granted	25.84%	24.92%	24.73%	21.27%	23.13%
Total number of credit facilities	2,761,579	3,129,733	2,250,601	2,868,124	2,860,071

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K (R000)	4,672,553	4,957,555	3,706,984	5,231,104	5,550,551
% share of credit granted	26.07%	26.52%	22.93%	33.18%	32.85%
R10.1K-R15K (R000)	1,998,530	2,127,778	1,825,850	1,730,030	1,746,926
% share of credit granted	11.15%	11.38%	11.30%	10.97%	10.34%
>R15K (R000)	11,252,175	11,609,463	10,631,114	8,804,695	9,600,586
% share of credit granted	62.78%	62.10%	65.77%	55.85%	56.81%
Total value of credit facilities (R000)	17,923,259	18,694,796	16,163,947	15,765,829	16,898,064

4.3 Gross debtors book – credit facilities

The gross debtors book increased by R4.00 billion (2.27%) for the quarter ended September 2013 and by R21.04 billion (13.24%) on a y-o-y basis as indicated in Table 4.5. The number of accounts increased by 1.41% on q-o-q and by 0.02% on a y-o-y basis.

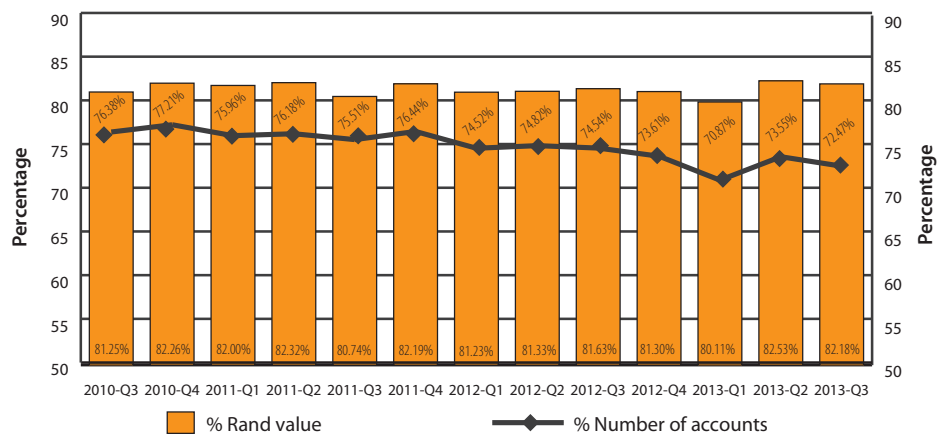
Table 4.5: Gross debtors book – credit facilities

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	158,866,811	165,857,623	171,440,472	175,901,220	179,902,744	2.27%	13.24%
Number of accounts	24,413,166	24,394,575	23,970,587	24,077,725	24,418,213	1.41%	0.02%

4.4 Age analysis of gross debtors book – credit facilities

The rand value of the gross debtors book for credit facilities reported as “current” decreased from 82.53% for the quarter ended June 2013 to 82.18% for the quarter ended September 2013. The number of accounts reported as “current” decreased from 73.55% to 72.47% 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). Table 5.1 indicated the value of unsecured credit granted decreased from R22.06 billion to R20.90 billion for the quarter ended September 2013. On a y-o-y basis there was a decrease of R5.08 billion (19.54%) in the rand value of unsecured credit agreements. Table 5.2 indicated there was a decline of 9.62% q-o-q and 12.75% y-o-y.

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

Agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	417,670	618,652	783,142	824,792	642,596	3.08%	-22.09%	53.85%
7-12 Months	800,716	1,105,747	951,709	824,201	1,253,553	6.00%	52.09%	56.55%
13-18 Months	819,344	1,027,898	761,468	663,552	499,698	2.39%	-24.69%	-39.01%
19-24 Months	1,771,699	2,847,420	2,130,536	1,926,299	1,793,609	8.58%	-6.89%	1.24%
25-36 Months	4,838,417	5,416,480	4,032,132	3,948,361	3,566,348	17.07%	-9.68%	-26.29%
3.1-5 Years	13,235,317	13,945,054	11,001,620	10,871,492	10,111,499	48.39%	-6.99%	-23.60%
5.1-10 +Years	4,089,491	4,111,402	2,932,191	3,005,747	3,029,893	14.50%	0.80%	-25.91%
Total	25,972,654	29,072,652	22,592,797	22,064,444	20,897,196	100.00%	-5.29%	-19.54%

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

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	169,291	218,524	267,254	297,774	297,454	25.88%	-0.11%	75.71%
7-12 Months	156,103	169,968	146,266	143,200	164,861	14.34%	15.13%	5.61%
13-18 Months	120,483	154,542	111,141	96,514	55,474	4.83%	-42.52%	-53.96%
19-24 Months	151,629	261,074	191,924	171,367	150,590	13.10%	-12.12%	-0.69%
25-36 Months	289,770	336,241	237,345	228,833	182,695	15.90%	-20.16%	-36.95%
3.1-5 Years	356,529	379,312	289,989	285,053	254,058	22.10%	-10.87%	-28.74%
5.1-10 +Years	73,463	72,109	50,236	48,965	44,228	3.85%	-9.67%	-39.80%
Total	1,317,268	1,591,770	1,294,155	1,271,706	1,149,360	100.00%	-9.62%	-12.75%

The rand value and the number of unsecured credit granted for agreements in excess of R15K had a share of 81.78% and 32.55% respectively for the quarter ended September 2013 as indicated in Tables 5.3 and 5.4.

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

Rand value of agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	377,257	449,854	456,959	495,429	516,650	2.47%	4.28%	36.95%
R3.1K-R5K	567,618	717,171	625,759	597,838	448,240	2.14%	-25.02%	-21.03%
R5.1K-R8K	1,083,470	1,596,738	1,241,267	1,146,874	842,292	4.03%	-26.56%	-22.26%
R8.1K-R10K	923,836	1,210,969	883,311	822,731	659,197	3.15%	-19.88%	-28.65%
R10.1K-R15K	1,975,922	2,411,343	1,700,627	1,643,704	1,340,822	6.42%	-18.43%	-32.14%
> R15.1K	21,044,551	22,686,578	17,684,874	17,357,868	17,089,996	81.78%	-1.54%	-18.79%
Total	25,972,654	29,072,652	22,592,797	22,064,444	20,897,196	100.00%	-5.29%	-19.54%

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

Number of agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	229,327	277,960	286,693	310,504	339,360	29.53%	9.29%	47.98%
R3.1K-R5K	139,945	176,397	153,042	148,416	112,806	9.81%	-23.99%	-19.39%
R5.1K-R8K	178,932	258,216	199,248	184,206	139,170	12.11%	-24.45%	-22.22%
R8.1K-R10K	102,955	133,732	96,626	90,711	71,191	6.19%	-21.52%	-30.85%
R10.1K-R15K	167,254	204,005	143,919	139,209	112,762	9.81%	-19.00%	-32.58%
> R15.1K	498,855	541,460	414,627	398,660	374,071	32.55%	-6.17%	-25.01%
Total	1,317,268	1,591,770	1,294,155	1,271,706	1,149,360	100.00%	-9.62%	-12.75%

5.2 Unsecured credit granted by level of income

Table 5.5 indicated the percentage of the agreements of unsecured credit granted to individuals with a gross monthly income of up to R10K decreased from 49.60% to 48.10% of the total number of unsecured credit agreements granted for the quarter ended September 2013. In the income bands greater than R10K there was an increase from 50.40% to 51.90% for the same period. The rand value of the agreements of unsecured credit granted to individuals with a gross monthly income of up to R10K decreased from 34.24% to 33.18% over the same period as indicated in Table 5.6.

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K	781,337	922,700	647,738	630,799	552,828
% share of credit granted	59.31%	57.88%	50.05%	49.60%	48.10%
R10.1K-R15K	217,934	260,819	234,646	235,087	219,954
% share of credit granted	16.54%	16.36%	18.13%	18.49%	19.14%
>R15K	317,997	410,767	411,771	405,820	376,578
% share of credit granted	24.14%	25.76%	31.82%	31.91%	32.76%
Total number of unsecured credit	1,317,268	1,594,286	1,294,155	1,271,706	1,149,360

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K (R000)	10,512,485	11,371,817	7,812,559	7,555,512	6,932,843
% share of credit granted	40.48%	39.12%	34.58%	34.24%	33.18%
R10.1K-R15K (R000)	5,387,977	5,718,771	4,563,918	4,444,427	4,078,088
% share of credit granted	20.74%	19.67%	20.20%	20.14%	19.52%
>R15K (R000)	10,072,191	11,981,994	10,216,320	10,064,505	9,886,265
% share of credit granted	38.78%	41.21%	45.22%	45.61%	47.31%
Total value of unsecured credit (R000)	25,972,654	29,072,582	22,592,797	22,064,444	20,897,196

5.3 Gross debtors book – unsecured credit

The gross debtors book for unsecured credit decreased by R655.86 million (0.39%) on a q-o-q but increased by R27.43 billion (19.59%) on a y-o-y basis. The number of accounts decreased by 0.16% on a q-o-q but increased by 16.02% on a y-o-y as indicated in Table 5.7.

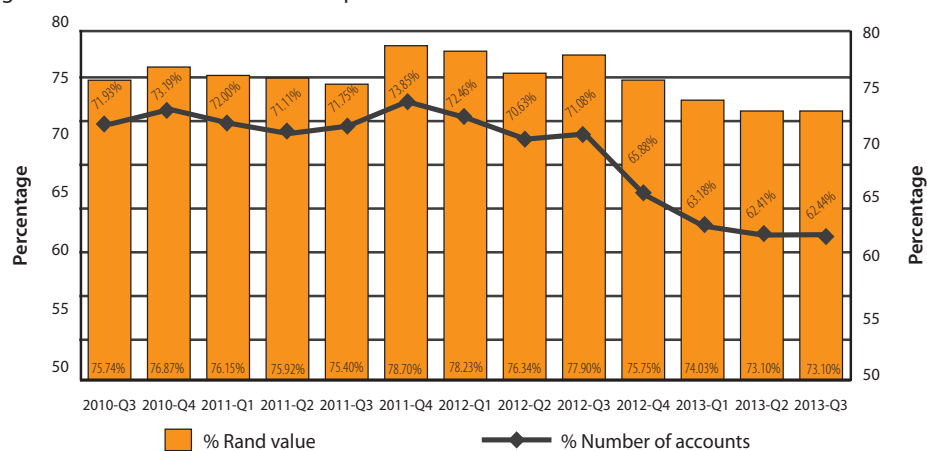
Table 5.7: Gross debtors book – unsecured credit

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	139,978,673	159,254,492	164,605,846	168,061,177	167,405,316	-0.39%	19.59%
Number of accounts	7,430,216	8,544,646	8,642,085	8,634,592	8,620,766	-0.16%	16.02%

5.4 Age analysis of gross debtors book – unsecured credit

The rand value of the gross debtors book for unsecured credit reported as “current” remained constant at 73.10% for the quarter ended September 2013. The number of accounts reported as “current” increased marginally from 62.41% to 62.44% 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.

Table 6.1 indicated the rand value of short-term credit granted for September 2013 quarter decreased by R55.65 million (3.84%). The "Up to 1 month" category received the largest share (79.18%) of the total credit granted. On a y-o-y basis the rand value of short-term credit granted increased by R52.87 million (3.94%). Table 6.2 indicated the number of agreements for short-term credit granted decreased by 4.91% on a q-o-q basis but increased by 2.82% y-o-y.

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

Agreements per repayment period	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	963,881	1,215,508	1,240,634	1,137,160	1,104,421	79.18%	-2.88%	14.58%
2-3 Months	170,680	189,287	125,392	100,780	98,196	7.04%	-2.56%	-42.47%
4-6 Months	207,453	302,482	224,534	212,591	192,263	13.78%	-9.56%	-7.32%
Total	1,342,013	1,707,277	1,590,561	1,450,531	1,394,880	100.00%	-3.84%	3.94%

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

Agreements per repayment period	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	733,039	839,364	862,957	828,956	788,607	87.78%	-4.87%	7.58%
2-3 Months	79,208	87,965	52,385	38,131	34,475	3.84%	-9.59%	-56.48%
4-6 Months	61,536	100,263	80,230	77,739	75,351	8.39%	-3.07%	22.45%
Total	873,783	1,027,592	995,572	944,826	898,433	100.00%	-4.91%	2.82%

Table 6.3 and 6.4 indicated the majority of short-term credit granted relates to agreements not exceeding R3000 at 67.05% of the rand value and 88.63% of the number of accounts of credit granted for the same category.

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

Agreements	2012-Q3 R000	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	256,841	280,258	277,514	272,160	257,004	18.42%	-5.57%	0.06%
R1001-R2000	353,213	439,714	431,552	399,087	387,296	27.77%	-2.95%	9.65%
R2001-R3000	261,712	349,051	325,028	291,010	290,903	20.86%	-0.04%	11.15%
R3001-R5000	369,717	518,009	465,664	395,919	368,409	26.41%	-6.95%	-0.35%
R5001-R8000	100,530	120,245	90,803	92,355	91,269	6.54%	-1.18%	-9.21%
Total	1,342,013	1,707,277	1,590,561	1,450,531	1,394,880	100.00%	-3.84%	3.94%

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

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	437,437	464,817	464,132	459,240	427,019	47.53%	-7.02%	-2.38%
R1001-R2000	230,692	285,796	279,608	262,645	255,013	28.38%	-2.91%	10.54%
R2001-R3000	102,518	136,485	127,387	114,430	114,253	12.72%	-0.15%	11.45%
R3001-R5000	88,313	122,648	110,851	94,563	88,215	9.82%	-6.71%	-0.11%
R5001-R8000	14,823	17,846	13,594	13,948	13,933	1.55%	-0.11%	-6.00%
Total	873,783	1,027,592	995,572	944,826	898,433	100.00%	-4.91%	2.82%

6.2 Short-term credit granted by level of income

Table 6.5 indicated individuals with a gross monthly income of “Up to R10K” represented 62.59% of the total number for the quarter ended September 2013. The rest was shared across the remaining income categories. Table 6.6 indicated individuals with a gross monthly income of “Up to R10K” received 49.97% of the rand value of short-term credit granted for the quarter ended September 2013.

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K	587,794	672,850	620,696	589,912	562,322
% share of credit granted	67.27%	65.48%	62.35%	62.44%	62.59%
R10.1K-R15K	137,102	165,525	172,994	162,221	149,922
% share of credit granted	15.69%	16.11%	17.38%	17.17%	16.69%
>R15K	148,887	189,217	201,882	192,693	186,189
% share of credit granted	17.04%	18.41%	20.28%	20.39%	20.72%
Total number of short-term credit	873,783	1,027,592	995,572	944,826	898,433

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

Level of income	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R10K (R000)	737,134	903,583	775,832	717,228	696,991
% share of credit granted	54.93%	52.93%	48.78%	49.45%	49.97%
R10.1K-R15K (R000)	249,893	324,570	323,005	286,243	264,946
% share of credit granted	18.62%	19.01%	20.31%	19.73%	18.99%
>R15K (R000)	354,987	479,123	491,724	447,060	432,944
% share of credit granted	26.45%	28.06%	30.92%	30.82%	31.04%
Total value of short-term credit (R000)	1,342,013	1,707,277	1,590,561	1,450,531	1,394,880

6.3 Gross debtors book – short-term credit

The gross debtors book for short-term credit decreased by R53.31 million (6.12%) for the quarter ended September 2013 and R35.00 million (4.11%) on a y-o-y basis. The number of accounts decreased by 6.46% q-o-q and 13.60% on a y-o-y basis as indicated in Table 6.7.

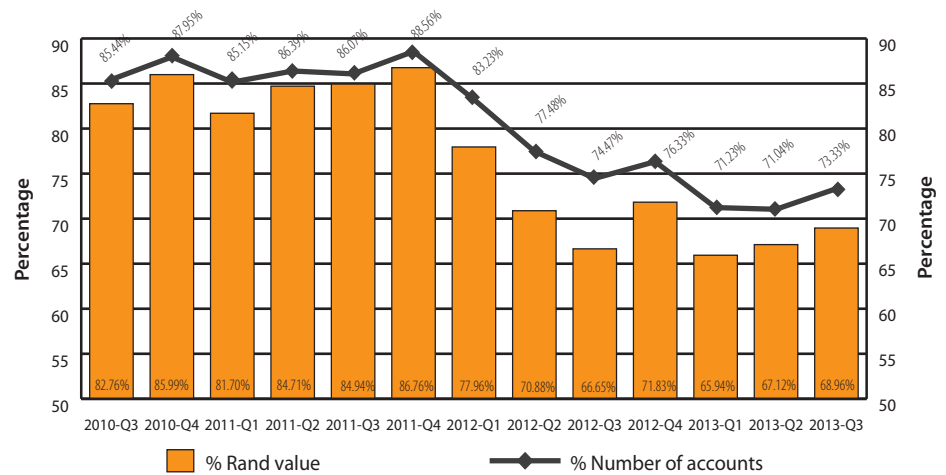
Table 6.7: Gross debtors book - short-term credit

Agreements	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	852,408	1,135,923	999,930	870,714	817,406	-6.12%	-4.11%
Number of accounts	512,292	577,708	544,331	473,208	442,632	-6.46%	-13.60%

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” increased from 67.12% for the quarter ended June 2013 to 68.96% for the quarter ended September 2013. The number of accounts reported as “current” increased from 71.04% to 73.33% 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

Developmental credit agreements of “> 36 months” had the largest share for both the rand value and the number of agreements for the quarter ended September 2013. On a q-o-q basis the rand value of developmental credit granted increased by R933.68 million (50.90%) as indicated in Table 7.1. The number of agreements for developmental credit granted increased by 77.66% on a q-o-q basis as indicated in Table 7.2.

Table 7.1: Developmental credit granted – term of agreement (Rand Value)

Rand value of agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)
<= 4 Months	568	402	384	0	0.00%	-100.00%
5-12 Months	20,700	56,023	24,913	36,125	1.31%	45.01%
12.1-24 Months	68,866	155,970	52,014	68,915	2.49%	32.49%
24.1-36 Months	88,300	63,797	66,152	47,367	1.71%	-28.40%
> 36 months	1,718,064	875,528	1,690,973	2,615,712	94.49%	54.69%
Total	1,896,498	1,151,721	1,834,435	2,768,119	100.00%	50.90%

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

Number of agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/ Q2)
<= 4 Months	21	11	9	0	0.00%	-100.00%
5-12 Months	3,987	11,342	4,317	7,314	7.29%	69.42%
12.1-24 Months	6,463	12,872	4,516	6,136	6.12%	35.87%
24.1-36 Months	5,027	3,744	4,128	2,713	2.70%	-34.28%
> 36 months	71,221	21,717	43,501	84,165	83.89%	93.48%
Total	86,719	49,686	56,471	100,328	100.00%	77.66%

Table 7.3 and 7.4 indicated the majority of developmental credit granted were for agreements in excess of R20K at 83.55% and 56.39% respectively for the quarter ended September 2013.

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

Rand value of agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q3% Distribution	% Change (Q3/Q2)
R0-R1500	1,036	1,112	210	503	0.02%	140.04%
R1501-R3000	8,730	10,560	3,271	7,175	0.26%	119.39%
R3.01K-R5K	50,258	32,855	9,939	20,026	0.72%	101.50%
R5.01K-R10K	129,721	67,018	78,267	113,239	4.09%	44.68%
R10.1K-R20K_D	240,946	169,105	139,709	314,329	11.36%	124.99%
> R20K	1,465,806	871,069	1,603,041	2,312,848	83.55%	44.28%
Total	1,896,498	1,151,721	1,834,435	2,768,119	100.00%	50.90%

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

Number of agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q3% Distribution	% Change (Q3/Q2)
R0-R1500	1,049	970	180	448	0.45%	148.89%
R1501-R3000	3,633	4,235	1,376	3,001	2.99%	118.10%
R3.01K-R5K	12,138	5,239	2,392	4,853	4.84%	102.88%
R5.01K-R10K	17,283	9,427	10,093	15,194	15.14%	50.54%
R10.1K-R20K_D	15,895	12,089	9,542	20,254	20.19%	112.26%
> R20K	36,721	17,726	32,888	56,578	56.39%	72.03%
Total	86,719	49,686	56,471	100,328	100.00%	77.66%

7.2 Developmental credit granted by level of income

The rand value of developmental credit agreements granted to individuals with a gross monthly income of “<=R10K” category had the largest share of 62.46% as indicated in Table 7.6. The number of developmental credit agreements granted to individuals with a gross monthly income of “<=R10K” category had the largest share of 52.56% as indicated in Table 7.5.

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3
<=R10K	9,846	16,190	7,479	9,366
% share	53.90%	54.45%	51.11%	52.56%
R10.1K-R15K	8,422	13,542	7,154	8,455
% share	46.10%	45.55%	48.89%	47.44%
Total number of developmental credit	18,268	29,732	14,633	17,821

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3
<=R10K	112,297	161,056	282,743	258,901
% share	17.28%	24.43%	65.74%	62.46%
R10.1K-R15K	537,498	498,325	147,327	155,585
% share	82.72%	75.57%	34.26%	37.54%
Total rand value of developmental credit	649,795	659,381	430,070	414,486

7.3 Gross debtors book – developmental credit

The rand value of the gross debtors book for developmental credit showed an increase of R2.25 billion (10.37%) on a q-o-q basis. The number of accounts increased by 2.16% for the quarter ended September 2013 as indicated in Table 7.7.

Table 7.7: Gross debtors book - developmental credit

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	% Change (Q3/Q2)
Gross debtors book (R000)	21,188,021	20,759,566	21,709,071	23,960,372	10.37%
Number of accounts	1,101,716	1,116,082	1,121,097	1,145,354	2.16%

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 85.79% for the quarter ended September 2013. The number of accounts reported as “current” was 96.87% for the same period as indicated in Table 7.9.

Table 7.8 Developmental credit book age analysis (rand value)

Period	2012-Q4 Rand value	2013-Q1 Rand value	2013-Q2 Rand value	2013-Q3 Rand value	2013- Q3 % Distribution
Current	18,797,125,039	18,141,010,352	18,870,418,372	20,556,711,400	85.79%
30 Days	695,313,190	743,939,629	785,351,311	563,172,857	2.35%
31-60 Days	258,615,376	303,148,562	306,571,054	227,796,021	0.95%
61-90 Days	178,919,315	191,874,533	191,180,845	155,978,104	0.65%
91-120 Days	165,718,173	148,485,471	155,286,539	130,566,764	0.54%
120+ Days	1,092,330,011	1,231,107,268	1,400,262,835	2,326,146,364	9.71%
Grand Total	21,188,021,104	20,759,565,815	21,709,070,956	23,960,371,510	100%

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

Period	2012-Q4 Number of accounts	2013-Q1 Number of accounts	2013-Q2 Number of accounts	2013-Q3 Number of accounts	2013- Q3 % Distribution
Current	1,077,483	1,089,286	1,089,930	1,109,472	96.87%
30 Days	6,355	6,813	8,137	7,130	0.62%
31-60 Days	3,163	4,113	4,472	3,969	0.35%
61-90 Days	1,976	2,201	2,629	2,713	0.24%
91-120 Days	3,375	1,734	2,099	2,217	0.19%
120+ Days	9,364	11,936	13,830	19,853	1.73%
Grand Total	1,101,716	1,116,083	1,121,097	1,145,354	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	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
Eastern Cape	6,347,050,743	7,408,234,517	6,101,830,664	6,753,673,557	6,849,466,933	7,843,898,108	6,134,979,822	6,914,465,756	6,977,361,330
Free State	3,828,322,881	4,671,472,903	3,794,911,199	4,164,341,610	4,437,331,245	5,191,326,247	4,110,460,139	4,119,553,834	4,749,237,123
Gauteng	45,884,300,356	49,168,460,721	44,078,024,940	48,274,266,388	51,317,873,076	54,846,486,316	48,553,451,845	52,250,536,524	55,220,734,637
Kwazulu-Natal	12,829,432,535	13,493,096,170	12,480,759,362	13,090,083,920	13,333,336,987	14,921,937,023	12,586,451,819	13,546,384,650	14,053,951,981
Limpopo	3,579,398,405	4,351,501,612	3,608,020,304	4,164,964,499	4,238,427,176	5,005,683,458	3,917,645,378	4,115,867,090	4,411,896,644
Mpumalanga	6,130,874,130	6,763,514,481	5,913,952,053	6,481,088,576	6,839,583,672	7,495,528,094	6,358,047,887	6,615,023,989	7,044,523,494
Northern Cape	2,109,668,937	2,368,289,247	2,145,950,818	2,376,678,603	2,474,282,035	2,688,342,023	1,771,993,872	1,899,104,656	1,848,235,836
North West	4,082,955,858	4,611,147,670	3,834,074,289	4,131,296,660	4,357,277,586	4,956,114,055	4,398,860,782	4,289,495,807	4,646,281,961
Western Cape	13,496,133,751	14,137,358,602	12,382,041,267	14,272,916,698	14,936,704,468	16,029,134,467	13,788,916,201	15,063,625,443	16,758,439,787
Other	610,866,668	630,473,540	690,091,393	865,578,262	938,802,249	962,274,284	665,206,177	801,847,510	1,502,953,027
Total	98,899,004,264	107,603,549,463	95,029,656,289	104,574,888,773	109,723,085,427	119,940,724,075	102,286,013,921	109,615,905,259	117,213,615,820

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
≤R1500	5,136,027	5,263,068	3,788,153	6,039,341	5,297,537	12,832,410	6,515,197	6,569,111	4,916,098
R1500-R3000	62,755,425	73,000,477	44,002,710	49,053,291	44,854,291	86,916,571	50,709,825	50,967,992	46,081,169
R3.1K-R5K	274,876,710	373,962,840	221,526,042	238,074,433	213,464,642	325,857,541	199,028,071	208,054,841	185,037,917
R5.1K-R10K	743,240,165	1,123,120,045	653,319,673	789,800,355	808,360,916	1,259,042,355	681,409,425	696,023,274	777,705,823
R10.1K-R20K	521,943,779	825,439,308	428,902,433	568,305,838	593,416,188	930,855,896	496,415,473	541,958,351	656,373,433
R20.1K-R40K	331,649,727	409,095,556	336,140,501	311,513,024	288,540,950	395,203,914	340,617,460	278,434,996	310,677,054
R40.1K-R60K	571,813,535	577,517,358	604,998,786	479,047,158	464,082,313	476,348,687	534,622,921	389,077,115	395,694,490
R60.1K-R100K	2,442,454,727	2,410,617,590	2,207,103,464	2,114,512,432	2,064,346,547	2,131,418,460	1,973,902,693	1,847,054,667	1,832,756,306
R101K-R150K	5,559,162,709	5,754,880,511	5,476,644,043	5,785,373,016	5,912,367,127	6,298,417,024	5,484,493,525	5,717,600,015	5,675,306,738
R151K-R200K	4,521,345,292	4,956,585,205	4,805,850,496	4,920,724,906	5,271,058,457	5,837,946,864	5,061,066,752	5,500,494,209	5,787,842,169
R201K-R400K	10,662,597,583	11,395,038,805	11,286,453,684	11,534,838,614	12,644,286,756	13,920,817,748	12,792,503,912	13,870,702,398	14,721,181,398
>R400K	5,082,529,850	5,489,980,970	5,546,445,410	6,236,883,917	6,854,486,371	7,802,854,402	7,564,527,537	8,432,733,917	9,518,007,517
Total	30,779,505,529	33,394,501,733	31,615,175,395	33,034,166,325	35,164,562,095	39,478,511,872	35,185,812,791	37,539,670,886	39,911,580,112

Table 3: Number of agreements for secured credit granted

Agreements	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
≤R1500	4,663	4,732	3,490	5,581	5,378	6,689	5,476	5,559	4,369
R1500-R3000	26,526	30,620	18,347	20,953	21,973	31,028	22,359	20,673	18,329
R3.1K-R5K	69,541	93,805	55,342	58,647	59,642	79,354	52,391	50,931	44,438
R5.1K-R10K	107,342	161,803	94,400	115,642	124,983	179,053	100,637	98,408	108,064
R10.1K-R20K	39,689	62,707	32,024	42,754	48,772	71,727	38,566	40,512	49,806
R20.1K-R40K	11,534	14,723	11,769	10,928	10,700	14,950	11,686	9,951	11,413
R40.1K-R60K	11,299	11,412	12,027	9,429	9,143	9,663	10,457	7,643	7,738
R60.1K-R100K	30,072	29,622	27,322	25,900	25,332	26,113	24,172	22,476	22,121
R101K-R150K	44,792	46,317	43,988	46,253	47,241	50,148	43,406	44,997	44,367
R151K-R200K	26,197	28,689	27,766	28,421	30,429	33,710	29,080	31,599	32,966
R201K-R400K	38,403	41,246	40,872	41,562	45,671	50,139	45,917	49,662	52,140
>R400K	8,660	9,171	9,479	10,558	11,548	13,402	12,688	13,942	14,678
Total	418,718	534,847	376,826	416,628	440,812	565,976	396,835	396,353	410,429

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
R0-R3500	1,268,890	1,582,012	185,000	3,468,702	1,482,700	110,000	2,001,540	469,700	752,000
R3501-R5500	16,885,976	15,358,110	11,208,228	11,600,810	7,329,795	6,189,362	8,189,411	4,419,800	8,121,633
R5501-R7500	109,480,204	112,658,007	68,902,856	55,513,232	53,878,712	40,988,256	30,811,017	39,618,806	42,192,239
R7501-R10K	434,271,907	425,393,002	289,727,485	253,738,062	240,312,695	222,629,200	169,538,930	192,111,866	209,112,905
R10.1K-R15K	1,737,169,547	1,804,469,670	1,342,467,388	1,269,473,794	1,277,787,145	1,208,509,375	981,328,804	1,146,680,159	1,233,151,868
>R15K	27,666,651,599	26,696,575,305	22,687,654,557	24,856,083,383	26,949,257,013	26,920,211,387	23,654,687,903	28,313,860,454	32,658,951,366
Total	29,965,728,123	29,056,036,106	24,400,145,514	26,449,877,983	28,530,048,060	28,398,637,580	24,846,557,605	29,697,160,785	34,152,282,011

Table 5: Number of mortgages granted by income category

Income Category	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
R0-R3500	7	13	5	9	8	2	15	4	3
R3501-R5500	122	100	67	73	48	45	86	32	46
R5501-R7500	596	581	384	303	300	234	243	213	208
R7501-R10K	1,843	1,729	1,192	1,053	1,005	905	800	751	815
R10.1K-R15K	5,708	5,752	4,560	4,463	4,360	3,791	3,354	3,523	3,738
>R15K	37,270	33,930	30,841	33,113	35,127	33,717	30,262	34,488	38,928
Total	45,546	42,105	37,049	39,014	40,848	38,694	34,760	39,011	43,738

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

Income Category	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
R0-R3500	536,648,539	1,012,116,921	867,272,251	915,849,742	813,907,976	1,656,550,626	1,234,065,587	946,164,168	1,041,235,439
R3501-R5500	478,214,034	703,256,403	519,462,667	456,223,292	502,918,724	517,585,914	281,220,028	288,281,929	318,901,507
R5501-R7500	622,290,362	728,020,730	494,828,545	644,410,857	623,133,364	711,598,172	511,169,367	530,038,438	541,660,723
R7501-R10K	1,363,067,299	1,430,048,861	1,161,285,904	1,296,843,675	1,372,959,440	1,523,386,389	1,236,555,519	1,271,560,273	1,282,505,377
R10.1K-R15K	3,612,330,581	3,788,765,393	3,255,957,813	3,511,818,385	3,775,237,007	4,125,602,996	3,426,448,261	3,625,056,034	3,722,642,704
>R15K	23,639,799,222	25,225,201,820	24,868,264,050	25,764,378,576	27,614,987,457	30,342,363,457	28,031,258,789	30,401,277,964	32,505,906,240
Total	30,252,350,037	32,887,410,128	31,167,071,230	32,589,524,527	34,703,143,968	38,877,087,554	34,720,717,551	37,062,378,806	39,412,851,990

Table 7: Number of secured credit granted by income category

Income Category	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
R0-R3500	107,560	157,520	95,553	118,735	124,544	219,268	136,374	130,371	137,604
R3501-R5500	65,041	92,161	64,437	55,646	68,641	60,170	33,949	31,883	33,929
R5501-R7500	31,020	41,175	20,758	29,266	29,559	37,692	23,609	22,448	22,408
R7501-R10K	33,450	40,614	24,151	30,794	30,937	38,051	24,866	24,786	24,748
R10.1K-R15K	48,559	56,590	39,131	45,299	45,870	53,693	40,147	40,991	41,051
>R15K	131,283	145,083	131,584	135,210	139,675	155,505	136,461	144,573	149,321
Total	416,913	533,143	375,614	414,950	439,226	564,379	395,406	395,052	409,061

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

Income Category	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
R0-R3500	2,215,146,717	2,108,155,071	1,800,711,939	1,618,095,495	1,981,854,742	1,851,924,388	1,421,472,640	2,007,504,284	1,490,094,628
R3501-R5500	779,319,245	954,839,382	682,442,019	774,028,011	785,315,587	1,022,970,168	656,185,583	1,677,811,937	2,337,616,848
R5501-R7500	632,568,764	744,855,984	554,038,320	703,057,623	727,510,098	790,415,510	575,513,706	600,499,629	687,451,121
R7501-R10K	960,560,510	1,104,594,778	910,640,065	1,072,791,606	1,177,872,958	1,292,245,419	1,053,811,626	945,287,782	1,035,388,832
R10.1K-R15K	1,544,534,833	1,773,950,450	1,536,549,413	1,762,367,602	1,998,529,942	2,127,778,012	1,825,849,513	1,730,030,432	1,746,926,494
>R15K	8,410,449,614	9,431,780,370	9,310,048,820	10,834,199,414	11,252,175,286	11,609,462,679	10,631,114,315	8,804,695,304	9,600,585,769
Total	14,542,579,683	16,118,176,035	14,794,430,576	16,764,539,751	17,923,258,613	18,694,796,176	16,163,947,383	15,765,829,368	16,898,063,692

Table 9: Number of credit facilities granted by income category

Income Category	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
R0-R3500	887,399	997,197	714,721	803,773	814,591	858,799	629,871	953,025	743,592
R3501-R5500	314,818	404,832	307,764	331,325	355,200	454,158	315,078	485,369	567,907
R5501-R7500	209,478	268,988	212,516	245,727	266,372	346,259	214,076	255,337	279,223
R7501-R10K	209,696	259,754	219,222	261,291	277,363	318,935	245,724	252,083	274,972
R10.1K-R15K	235,950	289,967	263,021	311,496	334,549	371,500	289,183	312,182	332,868
>R15K	526,116	597,057	585,382	718,758	713,504	780,082	556,669	610,128	661,509
Total	2,383,457	2,817,795	2,302,626	2,672,370	2,761,579	3,129,733	2,250,601	2,868,124	2,860,071

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

Income Category	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
R0-R3500	2,493,855,143	2,947,568,709	2,469,519,652	2,387,886,573	2,412,361,364	2,898,334,340	1,622,867,935	1,525,118,607	1,322,699,442
R3501-R5500	1,779,580,514	2,043,690,288	1,809,407,494	2,180,620,092	2,068,993,889	2,213,764,987	1,481,080,755	1,409,790,615	1,306,710,073
R5501-R7500	2,404,420,809	3,113,142,954	2,466,268,788	3,224,732,485	2,875,065,282	2,889,417,723	2,079,347,904	1,962,940,017	1,791,915,242
R7501-R10K	2,562,755,092	2,962,213,923	2,627,019,069	3,050,185,853	3,156,064,878	3,370,300,167	2,629,262,828	2,657,662,705	2,511,518,065
R10.1K-R15K	4,575,059,811	5,646,176,069	4,609,711,639	5,362,431,112	5,387,977,147	5,718,771,015	4,563,918,277	4,444,426,623	4,078,087,881
>R15K	7,392,903,246	9,725,894,963	7,932,030,974	9,595,176,792	10,072,191,402	11,981,994,226	10,216,319,695	10,064,504,953	9,886,265,388
Total	21,208,574,615	26,438,686,906	21,913,957,616	25,801,032,907	25,972,653,962	29,072,582,458	22,592,797,394	22,064,443,520	20,897,196,091

Table 11: Number of unsecured credit granted by income category

Income Category	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
R0-R3500	352,931	425,927	305,484	307,659	291,461	361,214	210,378	201,333	161,207
R3501-R5500	167,788	197,804	153,584	180,377	164,951	190,709	136,577	129,286	113,873
R5501-R7500	164,318	199,458	154,277	201,199	165,395	181,382	140,340	135,343	121,913
R7501-R10K	146,625	165,898	142,171	152,750	159,530	189,395	160,443	164,837	155,835
R10.1K-R15K	204,971	241,278	198,914	213,054	217,934	260,819	234,646	235,087	219,954
>R15K	267,213	317,615	274,796	294,510	317,997	410,767	411,771	405,820	376,578
Total	1,303,846	1,547,980	1,229,226	1,349,549	1,317,268	1,594,286	1,294,155	1,271,706	1,149,360

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

Income Category	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
R0-R3500	298,550,655	296,170,838	224,642,887	247,172,387	222,312,723	242,512,256	165,366,633	150,937,726	157,353,046
R3501-R5500	222,807,124	212,046,807	179,213,354	184,511,007	166,952,028	210,416,880	180,865,981	171,280,775	168,157,002
R5501-R7500	241,866,772	247,254,246	218,333,430	206,371,497	181,379,277	225,575,757	208,288,837	188,744,912	176,184,021
R7501-R10K	212,976,028	224,344,647	201,452,837	185,342,467	166,489,636	225,078,580	221,310,523	206,264,539	195,296,650
R10.1K-R15K	340,937,601	360,359,944	328,656,164	290,890,633	249,892,527	324,570,383	323,004,645	286,243,423	264,945,637
>R15K	427,957,247	507,369,379	460,041,669	413,057,279	354,987,014	479,123,148	491,724,196	447,059,718	432,943,517
Total	1,745,095,427	1,847,545,861	1,612,340,341	1,527,345,270	1,342,013,205	1,707,277,004	1,590,560,815	1,450,531,093	1,394,879,873

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

Income Category	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
R0-R3500	377,599	313,072	245,527	237,184	211,274	228,801	172,766	153,980	152,086
R3501-R5500	262,088	188,569	163,080	150,708	137,601	160,292	156,098	155,804	150,715
R5501-R7500	263,344	186,211	168,513	150,131	132,764	151,807	152,023	143,632	131,155
R7501-R10K	216,795	146,832	133,371	117,804	106,155	131,950	139,809	136,496	128,366
R10.1K-R15K	318,406	200,913	182,165	158,106	137,102	165,525	172,994	162,221	149,922
>R15K	322,314	218,440	195,576	174,053	148,887	189,217	201,882	192,693	186,189
Total	1,760,546	1,254,037	1,088,232	987,986	873,783	1,027,592	995,572	944,826	898,433

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

Income Category	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
R0-R1500						1,710,731	2,097,522	1,018,658	1,093,934
R1501-R3500						3,050,093	4,511,542	2,127,912	2,246,258
R3501-R5500						20,048,114	24,441,333	12,274,592	11,982,819
R5501-R7500						32,908,383	42,416,959	23,060,110	23,952,086
R7501-R10K						54,580,020	87,588,774	244,262,015	219,625,908
R10.1K-R15K						537,497,540	498,324,556	147,326,502	155,584,860
Total						649,794,881	659,380,686	430,069,789	414,485,865

Table 15: Number of developmental credit granted by income category

Income Category	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
R0-R1500						134	64	85	58
R1501-R3500						415	596	290	342
R3501-R5500						2,038	2,920	1,286	1,641
R5501-R7500						2,950	4,443	2,100	2,862
R7501-R10K						4,309	8,167	3,718	4,463
R10.1K-R15K						8,422	13,542	7,154	8,455
Total						18,268	29,732	14,633	17,821

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
Current	685,430,708,886	696,132,116,849	700,402,206,785	720,677,046,328	729,183,879,901	721,679,870,604	712,146,540,162	718,672,636,493	731,746,521,673
30 Days	26,026,820,257	24,950,551,598	25,726,161,574	26,607,592,443	25,248,315,661	27,184,895,137	26,495,639,128	25,583,114,855	25,706,245,806
31-60 Days	9,374,544,740	8,630,982,981	9,142,762,258	9,068,518,696	8,992,971,445	9,049,128,860	9,814,167,744	8,951,710,274	9,268,344,174
61-90 Days	5,735,403,356	5,394,774,774	5,547,226,995	5,251,175,187	5,445,975,310	5,319,051,723	5,698,255,305	5,130,561,052	5,082,904,879
91-120 Days	9,311,611,650	8,139,943,237	8,340,031,630	7,461,009,689	6,956,760,496	7,180,800,578	7,442,159,296	6,627,364,702	5,864,916,580
120+ Days	50,123,364,835	47,861,085,731	47,171,100,756	45,579,737,879	43,851,984,518	38,721,983,264	36,887,455,871	34,445,295,263	32,223,670,170
Total	786,002,453,724	791,109,455,170	796,329,489,998	814,645,080,222	819,679,887,331	809,135,730,166	798,484,217,506	799,410,682,639	809,892,603,282

Table 17: Age analysis of accounts – mortgages

Ageing	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
Current	1,639,204	1,650,953	1,646,529	1,670,750	1,669,938	1,671,248	1,667,127	1,660,198	1,667,979
30 Days	60,657	59,022	60,853	60,794	58,960	62,815	61,860	58,975	58,842
31-60 Days	20,114	18,280	19,213	18,985	19,380	19,739	21,088	19,018	19,768
61-90 Days	11,934	10,867	11,444	12,810	11,471	11,805	12,743	11,573	11,319
91-120 Days	16,168	13,862	14,004	13,785	12,632	14,043	14,787	13,285	11,578
120+ Days	76,461	73,737	72,853	71,128	72,334	67,218	64,719	61,514	58,245
Total	1,824,538	1,826,721	1,824,896	1,848,252	1,844,715	1,846,868	1,842,324	1,824,563	1,827,731

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

Ageing	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
Current	215,190,749,827	225,341,218,385	230,885,090,748	239,895,689,968	248,614,322,445	259,764,062,447	268,539,077,806	273,993,875,368	283,696,738,674
30 Days	8,584,715,966	8,499,972,240	9,030,063,292	8,865,933,111	8,932,242,551	9,987,865,455	10,068,335,554	10,578,783,242	11,251,330,855
31-60 Days	2,902,644,622	2,771,890,276	3,017,196,396	2,793,779,057	2,869,507,693	3,010,956,888	3,312,253,865	3,419,239,058	3,565,177,864
61-90 Days	1,451,405,721	1,395,969,048	1,436,638,962	1,348,041,162	1,334,861,781	1,520,938,482	1,587,985,080	1,771,576,941	1,758,634,544
91-120 Days	1,770,771,075	1,651,171,395	1,657,449,424	1,369,734,727	1,265,523,015	1,462,119,969	1,446,183,604	1,339,407,555	1,256,527,994
120+ Days	10,713,578,334	10,344,452,801	9,526,746,751	8,835,110,056	8,438,483,258	10,813,538,452	10,083,561,929	9,829,081,356	9,840,750,619
Total	240,613,865,545	250,004,674,145	255,553,185,573	263,108,288,081	271,454,940,743	286,559,481,693	295,037,397,838	300,931,963,520	311,369,160,550

Table 19: Age analysis of accounts – secured credit

Ageing	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
Current	3,160,198	3,198,736	3,131,266	3,233,668	3,237,723	3,378,052	3,316,551	3,293,603	3,319,405
30 Days	357,792	349,493	336,326	324,871	336,527	303,339	305,132	289,441	287,465
31-60 Days	193,437	181,488	187,285	154,697	173,677	163,421	179,630	171,536	167,157
61-90 Days	128,632	123,944	126,252	106,202	115,355	111,692	122,178	127,694	118,473
91-120 Days	106,509	101,643	101,360	83,386	90,454	98,770	105,490	105,325	99,502
120+ Days	638,727	642,388	573,269	548,753	558,553	697,156	693,088	724,249	681,835
Total	4,585,295	4,597,692	4,455,758	4,451,577	4,512,289	4,752,430	4,722,069	4,711,848	4,673,837

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

Ageing	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
Current	111,443,931,732	116,101,233,960	119,686,362,829	124,894,645,404	129,687,072,392	134,846,597,183	137,334,427,616	145,176,857,951	147,844,236,528
30 Days	11,268,774,135	10,804,635,158	11,908,706,577	12,344,163,344	12,942,944,477	13,915,555,503	14,609,712,584	11,552,696,469	12,501,932,669
31-60 Days	2,841,738,272	2,655,093,579	3,518,401,493	3,348,536,963	3,317,203,748	3,503,097,156	4,637,514,040	3,695,358,788	3,742,970,881
61-90 Days	1,648,475,275	1,553,544,380	1,941,096,898	2,048,014,494	1,912,716,874	2,123,137,830	2,733,829,094	2,428,827,888	2,444,671,418
91-120 Days	1,381,480,478	1,286,497,129	1,449,801,555	1,619,648,915	1,625,741,330	1,829,810,189	2,189,571,855	2,302,533,585	2,241,216,783
120+ Days	9,436,510,014	8,855,192,401	8,836,607,373	9,310,909,790	9,381,132,339	9,639,425,209	9,935,416,594	10,744,945,736	11,127,716,031
Total	138,020,909,906	141,256,196,607	147,340,976,725	153,565,918,910	158,866,811,160	165,857,623,070	171,440,471,783	175,901,220,417	179,902,744,310

Table 21: Age analysis of accounts – credit facilities

Ageing	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
Current	18,183,596	18,143,745	17,768,218	18,097,123	18,196,801	17,957,637	16,987,394	17,710,003	17,697,148
30 Days	2,438,830	2,334,480	2,428,367	2,332,834	2,537,811	2,673,772	2,732,693	2,696,123	2,738,196
31-60 Days	851,504	771,733	964,901	861,758	816,163	874,771	1,092,094	913,848	916,627
61-90 Days	570,179	474,537	569,222	553,951	505,780	527,978	652,665	603,868	732,445
91-120 Days	340,896	318,951	360,433	409,148	400,634	404,932	456,006	474,785	462,690
120+ Days	1,695,812	1,691,319	1,752,364	1,932,375	1,955,977	1,955,485	2,049,735	1,679,098	1,871,107
Total	24,080,817	23,734,765	23,843,505	24,187,189	24,413,166	24,394,575	23,970,587	24,077,725	24,418,213

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

Ageing	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
Current	76,228,581,219	88,926,537,191	94,514,486,191	100,242,693,804	109,049,687,134	120,642,089,674	121,856,109,752	122,858,326,913	122,372,639,673
30 Days	6,393,888,739	4,624,932,726	4,910,594,574	6,234,485,364	5,615,425,411	7,655,571,667	8,237,935,133	8,004,541,113	8,193,812,383
31-60 Days	2,063,524,156	2,000,489,178	2,480,227,873	2,831,325,714	2,696,737,992	3,384,621,594	4,237,966,756	4,246,461,063	4,083,277,047
61-90 Days	1,430,448,085	1,443,986,459	1,727,311,282	2,153,629,944	2,040,580,971	2,539,870,013	2,996,185,902	3,272,691,727	3,167,868,997
91-120 Days	1,464,386,830	1,628,299,012	1,696,117,302	2,210,926,598	2,341,761,432	2,684,813,478	2,378,856,131	2,737,141,586	2,177,329,027
120+ Days	13,521,392,534	14,364,436,133	15,482,404,195	17,636,861,436	18,234,480,495	22,347,525,960	24,898,791,993	26,942,014,614	27,410,388,894
Total	101,102,221,563	112,988,680,699	120,811,141,417	131,309,922,860	139,978,673,435	159,254,492,386	164,605,845,667	168,061,177,016	167,405,316,021

Table 23: Age analysis of accounts – unsecured credit

Ageing	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
Current	5,075,476	5,543,500	5,393,472	5,332,237	5,281,661	5,629,408	5,460,276	5,389,260	5,383,062
30 Days	452,860	380,671	400,941	413,838	384,290	460,368	490,453	462,111	447,670
31-60 Days	169,627	172,006	201,241	204,792	184,025	216,223	255,803	249,784	236,634
61-90 Days	123,309	124,835	141,625	159,906	140,518	166,536	186,594	188,718	180,119
91-120 Days	133,744	133,114	128,398	157,652	162,486	176,658	142,878	157,785	152,015
120+ Days	1,118,964	1,151,904	1,177,951	1,280,758	1,277,236	1,895,453	2,106,082	2,186,934	2,221,266
Total	7,073,980	7,506,030	7,443,628	7,549,183	7,430,216	8,544,646	8,642,086	8,634,592	8,620,766

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

Ageing	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
Current	693,732,243	804,629,572	687,599,778	606,254,395	568,096,358	815,910,903	659,375,569	584,414,823	563,689,345
30 Days	49,696,777	44,395,566	57,360,332	64,905,256	71,926,324	105,223,130	79,392,300	57,163,550	44,440,033
31-60 Days	18,700,690	21,981,639	32,553,014	40,294,499	35,907,349	48,092,276	53,576,476	33,071,716	27,646,108
61-90 Days	14,664,770	15,869,961	28,886,586	42,297,698	34,544,754	51,406,873	51,027,287	33,269,378	20,081,110
91-120 Days	5,748,738	6,219,665	13,033,501	17,333,211	14,924,694	23,169,896	30,048,951	15,010,417	10,435,170
120+ Days	34,169,555	34,270,739	62,598,502	84,179,738	127,008,740	92,119,629	126,509,683	147,784,224	151,114,575
Total	816,712,773	927,367,142	882,031,713	855,264,797	852,408,219	1,135,922,707	999,930,266	870,714,108	817,406,341

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

Ageing	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
Current	501,775	559,519	518,427	441,487	381,502	440,993	387,720	336,150	324,596
30 Days	34,629	26,470	36,200	34,722	32,227	43,028	41,104	25,869	21,206
31-60 Days	12,091	12,043	18,050	21,762	19,352	22,328	27,721	15,277	16,110
61-90 Days	8,995	8,816	14,956	26,335	22,610	24,979	22,377	19,072	10,355
91-120 Days	6,775	7,007	9,387	10,744	10,007	11,071	15,078	9,638	6,555
120+ Days	18,740	17,962	25,838	34,744	46,594	35,309	50,331	67,202	63,810
Total	583,005	631,817	622,858	569,794	512,292	577,708	544,331	473,208	442,632

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

Ageing	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)
Current						18,797,125,039	18,141,010,352	18,870,418,372	20,556,711,400
30 Days						695,313,190	743,939,629	785,351,311	563,172,857
31-60 Days						258,615,376	303,148,562	306,571,054	227,796,021
61-90 Days						178,919,315	191,874,533	191,180,845	155,978,104
91-120 Days						165,718,173	148,485,471	155,286,539	130,566,764
120+ Days						1,092,330,011	1,231,107,268	1,400,262,835	2,326,146,364
Total						21,188,021,104	20,759,565,815	21,709,070,956	23,960,371,510

Table 27: Age analysis of accounts – developmental credit

Ageing	2011-Q3	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3
Current						1,077,483	1,089,286	1,089,930	1,109,472
30 Days						6,355	6,813	8,137	7,130
31-60 Days						3,163	4,113	4,472	3,969
61-90 Days						1,976	2,201	2,629	2,713
91-120 Days						3,375	1,734	2,099	2,217
120+ Days						9,364	11,936	13,830	19,853
Total						1,101,716	1,116,083	1,121,097	1,145,354

