

# Consumer Credit Market Report

## Executive Summary

This report and its appendix represent the analysis of quarterly data of the South African consumer credit market in terms of the National Credit Act which came into effect in June 2006.

The total value of new credit granted increased from R134.71 billion to R143.00 billion for the quarter ended September 2019, an increase of 6.16% when compared to the previous quarter and an increase of 7.01% year on year. The number of applications for credit increased from 11.29 million to 11.95 million in September 2019, representing an increase of 5.79% for the quarter. The rejection rate for applications was 57.67%.

The Banks' share of total credit granted was R114.48 billion (80.06%), Retailers R6.23 billion (4.36%), Non-Bank financiers R11.11 billion (7.77%) and "Other credit providers" R11.18 billion (7.82%). Other credit providers consists primarily of pension backed lenders, developmental lenders, micro-loan lenders, agricultural lenders, insurers, non-bank mortgage lenders and securitised debt.

The total outstanding gross debtors book of consumer credit for the quarter ended September 2019 was R1.93 trillion, representing a quarter-on-quarter growth of 1.49%. The number of accounts increased by 1.48% for the quarter ended September 2019. Mortgages accounted for R969.99 billion (50.18%); "Secured credit agreements" for R439.39 billion (22.73%); Credit facilities for R254.99 billion (13.19%); Unsecured credit for R212.64 billion (11.00%); Developmental credit for R53.72 billion (2.78%) and Short-term credit for R2.27 billion (0.12%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended September 2019

- The value of mortgages granted increased by 7.41% quarter-on-quarter from R40.18 billion to R43.16 billion;



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- Secured credit granted increased from 41.20 billion for June 2019 to R43.33 billion for September 2019 (a quarter-on-quarter increase of 5.17%);
- Unsecured credit agreements increased from R28.64 billion to R30.07 billion for September 2019 (a quarter-on-quarter increase of 4.99%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased from R21.11 billion to R22.57 billion for September 2019 (a quarter-on-quarter increase of 6.94%);
- Short-term credit showed a quarter-on-quarter decrease of 1.01% from R2.37 billion to R2.34 billion;
- Developmental credit showed a quarter-on-quarter increase of 26.07% from R1.21 billion to R1.53 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 2019 (2019-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, defined as credit providers for whom annual disbursement is more than R15 million. Credit providers with annual disbursements of more than R15 million are required to submit quarterly returns. Credit providers with annual disbursements of less than R15 million are only required to submit annual returns. The statistics included in the report follow the scope and definitions in the NCA. The report thus reflects all consumer credit, as well as agreements with juristic persons with a turnover or net assets of less than R1 million. It excludes all other juristic persons. The reporting quarters (Q) in the CCMR are as explained in the table below:

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

“Secured credit” in this report refers to transactions which were classified as “Other credit agreements” in the previous Consumer Credit Market Reports. This credit type includes transactions that do not fall within any of the other categories in the NCA. It includes a range of secured credit agreements, such as pension-backed loans, Insurance-backed loans, retail furniture accounts and motor vehicle accounts and consists of all credit that is secured, other than mortgages and credit facilities. Detailed tables on the data shown in this report can be found in the Appendix.

Abbreviations - “year-on-year (y-o-y)” as used in this report refers to a comparison of the quarter ended September 2018 to the quarter ended September 2019 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended June 2019 to the quarter ended September 2019. The totals reported in the “Credit granted” sections do not add up to the totals reported in the “Level of income” sections due to loans granted to juristic persons where the level of income is not reported by credit providers. This applies to all the credit types reflected in this report.

## 1. Market overview

The value of the outstanding gross debtors book as depicted in Figure 1.1 increased by R28.29 billion (1.49%) for the quarter ended September 2019. The value of credit granted to consumers increased by R8.29 billion (6.16%) from R134.71 billion to R143.00 billion for the quarter ended September 2019.

Figure 1.1 Total credit granted and gross debtors book September 2019

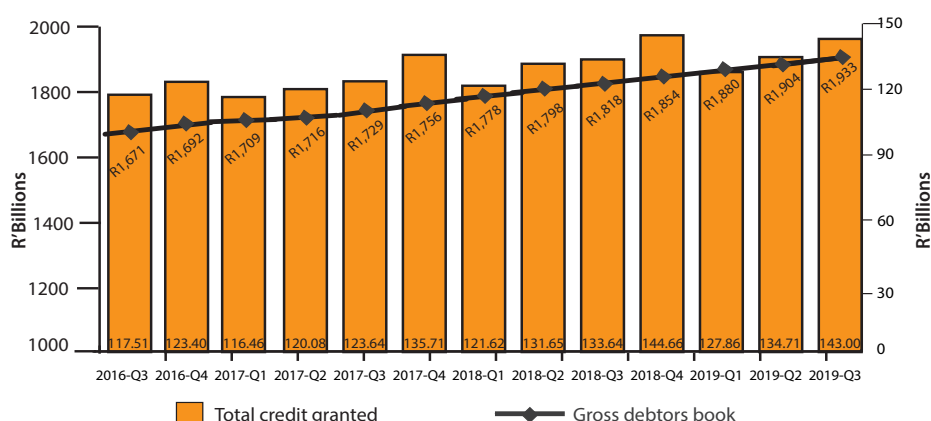


Table 1.1: Credit granted

Agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	% Change (Q3/Q2)	% Change (Y/Y)
Credit transactions	114,791,831	122,986,171	107,592,238	113,602,773	120,431,099	6.01%	4.91%
Credit facilities	18,844,672	21,670,829	20,263,914	21,108,047	22,572,414	6.94%	19.78%
<b>Total</b>	<b>133,636,503</b>	<b>144,657,000</b>	<b>127,856,152</b>	<b>134,710,821</b>	<b>143,003,514</b>	<b>6.16%</b>	<b>7.01%</b>

### 1.1 Credit granted

The value of consumer credit granted for the quarter ended September 2019 showed an increase of R8.29 billion (6.16%) when compared to the quarter ended June 2019 as depicted in Table 1.1. On a y-o-y basis the value of credit granted increased by R9.37 billion (7.01%).

Table 1.2: Credit granted – number of agreements

Agreements	2018-Q3 000	2018-Q4 000	2019-Q1 000	2019-Q2 000	2019-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of credit transactions	2,439	2,532	2,033	2,011	2,040	1.43%	-16.36%
Number of credit facilities	2,529	2,455	2,158	2,660	2,762	3.83%	9.20%
<b>Total</b>	<b>4,968</b>	<b>4,987</b>	<b>4,191</b>	<b>4,672</b>	<b>4,802</b>	<b>2.79%</b>	<b>-3.34%</b>

The total number of credit agreements entered into was 4.80 million for the quarter ended September 2019. This was an increase of 2.79% when compared to the previous quarter as indicated in Table 1.2. On a y-o-y basis the total number of credit agreements entered into decreased by 3.34%.

Table 1.3: Credit granted – per industry

Agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	102,396,195	112,118,722	101,049,141	107,534,360	114,482,656	80.06%	6.46%	11.80%
Non-bank vehicle financiers	10,573,651	11,760,599	10,408,321	10,440,857	11,105,382	7.77%	6.36%	5.03%
Retailers	6,321,666	6,819,777	5,559,800	5,635,878	6,232,971	4.36%	10.59%	-1.40%
Other credit providers	14,344,990	13,957,903	10,838,890	11,099,726	11,182,505	7.82%	0.75%	-22.05%
<b>Total</b>	<b>133,636,503</b>	<b>144,657,000</b>	<b>127,856,152</b>	<b>134,710,821</b>	<b>143,003,514</b>	<b>100.00%</b>	<b>6.16%</b>	<b>7.01%</b>

Banks accounted for 80.06% of the total value of credit granted for the quarter ended September 2019 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (7.77%), retailers (4.36%) and other credit providers (7.82%).

Table 1.4: Number of applications received and rejected

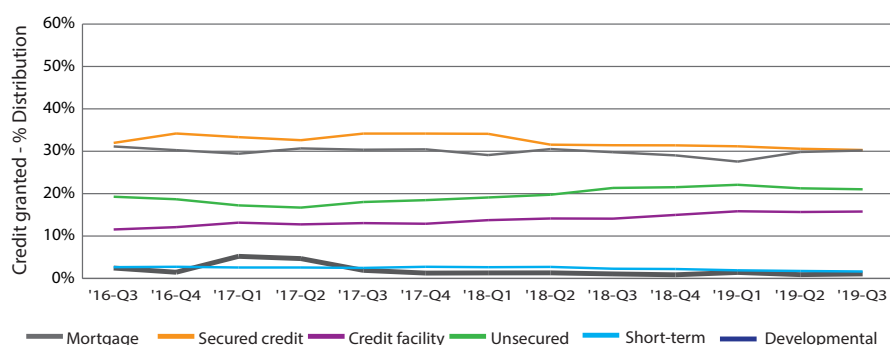
Agreements	2018-Q3 000	2018-Q4 000	2019-Q1 000	2019-Q2 000	2019-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of applications received	11,324	11,959	10,753	11,292	11,946	5.79%	5.49%
Number of applications rejected	6,075	6,705	6,004	6,260	6,889	10.04%	13.40%
<b>% of applications rejected</b>	<b>53.65%</b>	<b>56.07%</b>	<b>55.84%</b>	<b>55.44%</b>	<b>57.67%</b>		

The rejection rate increased from 55.44% for the quarter ended June 2019 to 57.67% for the quarter ended September 2019 as indicated in Table 1.4. The number of applications received increased by 5.79% and number of applications rejected increased by 10.04% for the quarter ended September 2019.

Table 1.5: Credit granted – credit type

Agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3 Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	39,792,621	41,987,504	35,239,545	40,184,436	43,160,531	30.18%	7.41%	8.46%
Secured credit	41,989,883	45,412,106	39,850,388	41,203,406	43,333,966	30.30%	5.17%	3.20%
Credit facilities	18,844,672	21,670,829	20,263,914	21,108,047	22,572,414	15.78%	6.94%	19.78%
Unsecured credit	28,524,241	31,131,005	28,245,060	28,637,233	30,067,134	21.03%	4.99%	5.41%
Short-term credit	3,060,046	3,211,484	2,447,528	2,366,709	2,342,794	1.64%	-1.01%	-23.44%
Developmental credit	1,425,040	1,244,072	1,809,717	1,210,990	1,526,675	1.07%	26.07%	7.13%
<b>Total</b>	<b>133,636,503</b>	<b>144,657,000</b>	<b>127,856,152</b>	<b>134,710,821</b>	<b>143,003,514</b>	<b>100.00%</b>	<b>6.16%</b>	<b>7.01%</b>

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted increased from R28.64 billion for the quarter ended June 2019 to R30.07 billion for the quarter ended September 2019 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted increased from R40.18 billion for the quarter ended June 2019 to R43.16 billion for the quarter ended September 2019.

Table 1.6: Gross debtors book – credit type

Agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	928,586,679	939,076,667	948,419,453	958,478,749	969,987,324	50.18%	1.20%	4.46%
Secured credit	421,520,090	427,233,151	432,411,529	435,878,137	439,388,718	22.73%	0.81%	4.24%
Credit facilities	232,477,342	238,310,963	243,671,808	249,858,533	254,990,274	13.19%	2.05%	9.68%
Unsecured credit	184,435,277	194,823,887	200,869,566	205,662,189	212,644,958	11.00%	3.40%	15.30%
Short-term credit	2,508,472	2,904,830	2,594,098	2,265,673	2,272,335	0.12%	0.29%	-9.41%
Developmental Credit	48,657,437	51,455,925	52,350,433	52,577,196	53,721,975	2.78%	2.18%	10.41%
<b>Total</b>	<b>1,818,185,296</b>	<b>1,853,805,424</b>	<b>1,880,316,887</b>	<b>1,904,720,477</b>	<b>1,933,005,585</b>	<b>100.00%</b>	<b>1.49%</b>	<b>6.32%</b>

There was a q-o-q growth of R28.29 billion (1.49%) in the value of gross debtors book for the period ended September 2019 as indicated in Table 1.6. The corresponding y-o-y growth was R114.82 billion (6.32%). The Mortgage credit book grew by R11.51 billion (1.20%) q-o-q and by R41.40 billion (4.46%) on a y-o-y basis. The Secured book grew by R3.51 billion (0.81%) q-o-q and by R17.87 billion (4.24%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	1,487,206,274	1,514,374,518	1,540,257,826	1,561,705,023	1,588,864,211	82.20%	1.74%	6.84%
Retailers	36,731,550	41,983,750	41,366,243	41,208,604	42,181,653	2.18%	2.36%	14.84%
Non-bank vehicle financiers	108,450,371	116,521,145	118,597,645	118,615,357	118,313,689	6.12%	-0.25%	9.09%
Other credit providers	185,797,101	180,926,011	180,095,174	183,191,492	183,646,032	9.50%	0.25%	-1.16%
<b>Total</b>	<b>1,818,185,296</b>	<b>1,853,805,424</b>	<b>1,880,316,887</b>	<b>1,904,720,477</b>	<b>1,933,005,585</b>	<b>100.00%</b>	<b>1.49%</b>	<b>6.32%</b>

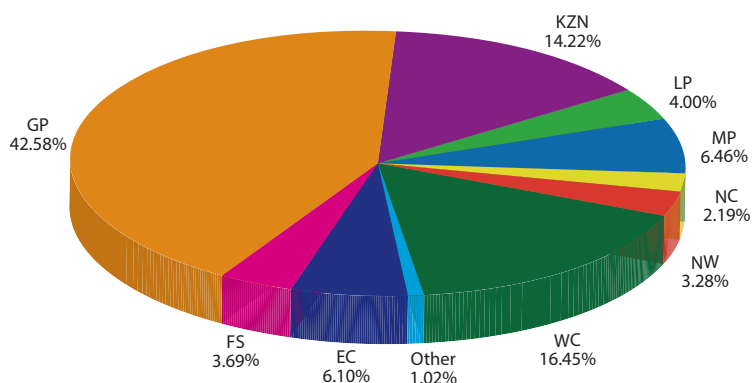
There was a q-o-q (1.49%) and y-o-y (6.32%) increase in the gross debtors book per industry type as indicated in Table 1.7.

Table 1.8: Gross debtors book – number of accounts

Agreements	2018-Q3 000	2018-Q4 000	2019-Q1 000	2019-Q2 000	2019-Q3 000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	1,705	1,706	1,700	1,705	1,708	4.39%	0.13%	0.14%
Secured credit	3,562	3,569	3,458	3,430	3,404	8.75%	-0.77%	-4.44%
Credit facilities	25,236	25,668	25,703	26,095	26,718	68.66%	2.39%	5.87%
Unsecured credit	5,031	5,217	5,239	5,212	5,180	13.31%	-0.61%	2.97%
Short-term credit	1,019	1,015	903	801	794	2.04%	-0.89%	-22.06%
Developmental credit	1,089	1,111	1,116	1,104	1,112	2.86%	0.77%	2.18%
<b>Total</b>	<b>37,641</b>	<b>38,285</b>	<b>38,119</b>	<b>38,348</b>	<b>38,915</b>	<b>100.00%</b>	<b>1.48%</b>	<b>3.39%</b>

The number of accounts that make up the debtors book increased by 1.48% from 38.35 million to 38.92 million for the quarter ended September 2019. The total number of accounts increased by 3.39% on a y-o-y basis. Credit facilities had a biggest share of 68.66% of the total number of accounts for the quarter ended September 2019 as indicated in Table 1.8.

Figure 1.3: Provincial distribution of credit granted: 2019-Q3



A significant portion of credit granted went to consumers in the Gauteng province at R60.89 billion (42.58%). The Western Cape and KwaZulu-Natal accounted for R23.52 billion (16.45%) and R20.34 billion (14.22%) respectively. The remaining provinces constituted R38.26 billion (26.75%) as illustrated in Figure 1.3.

## 2. Mortgage agreements

### 2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	11,525	14,930	12,827	14,062	15,575	0.04%	10.76%	35.14%
R51K-R100K	81,832	86,192	85,125	81,885	85,202	0.20%	4.05%	4.12%
R101K-R150K	132,459	128,715	119,795	132,255	135,613	0.31%	2.54%	2.38%
R151K-R350K	1,096,138	1,149,576	977,179	1,074,402	1,129,465	2.62%	5.13%	3.04%
R351K-R700K	6,337,322	7,028,408	5,328,655	6,038,411	6,673,016	15.46%	10.51%	5.30%
≥R700K	32,133,345	33,579,685	28,715,964	32,843,422	35,121,661	81.37%	6.94%	9.30%
<b>Total</b>	<b>39,792,621</b>	<b>41,987,504</b>	<b>35,239,545</b>	<b>40,184,436</b>	<b>43,160,531</b>	<b>100.00%</b>	<b>7.41%</b>	<b>8.46%</b>

The rand value of mortgage agreements granted increased by 7.41% for the quarter ended September 2019 as indicated in Table 2.1. The majority (81.37%) of mortgage agreements granted during the September 2019 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 8.46%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	315	418	365	381	403	0.95%	5.77%	27.94%
R51K-R100K	977	1,033	1,024	995	1,029	2.43%	3.42%	5.32%
R101K-R150K	996	973	903	996	1,021	2.41%	2.51%	2.51%
R151K-R350K	4,162	4,356	3,750	4,096	4,357	10.27%	6.37%	4.69%
R351K-R700K	11,870	12,936	9,809	11,088	12,262	28.91%	10.59%	3.30%
≥ R700K	21,577	22,496	18,939	22,211	23,339	55.03%	5.08%	8.17%
<b>Total</b>	<b>39,897</b>	<b>42,212</b>	<b>34,790</b>	<b>39,767</b>	<b>42,411</b>	<b>100.00%</b>	<b>6.65%</b>	<b>6.30%</b>

The number of mortgage agreements entered into increased by 6.65% for the quarter ended September 2019 as indicated in Table 2.2. The majority (55.03%) of mortgages were granted in favour of larger sized credit agreements (≥R700k). On a y-o-y basis mortgage agreements increased by 6.30%.

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K	348	261	126	207	200
% share of credit granted	0.87%	0.62%	0.36%	0.52%	0.47%
R10.1K-R15K	1,051	952	635	646	694
% share of credit granted	2.63%	2.26%	1.83%	1.62%	1.64%
>R15K	38,497	40,999	34,029	38,914	41,517
% share of credit granted	96.49%	97.13%	97.81%	97.86%	97.89%
<b>Total number of mortgages</b>	<b>39,896</b>	<b>42,212</b>	<b>34,790</b>	<b>39,767</b>	<b>42,411</b>

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K (R000)	144,402	101,088	49,231	93,530	72,201
% share of credit granted	0.36%	0.24%	0.14%	0.23%	0.17%
R10.1K-R15K (R000)	394,368	356,222	232,891	247,176	257,778
% share of credit granted	0.99%	0.85%	0.66%	0.62%	0.60%
>R15K (R000)	39,253,719	41,530,195	34,957,423	39,843,730	42,830,552
% share of credit granted	98.65%	98.91%	99.20%	99.15%	99.24%
<b>Total value of mortgages(R000)</b>	<b>39,792,489</b>	<b>41,987,504</b>	<b>35,239,545</b>	<b>40,184,436</b>	<b>43,160,531</b>

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

Table 2.3 and 2.4 showed that the majority of mortgages granted for the September 2019 quarter remained in favour of individuals with a gross monthly income of greater than R15k for both rand values and number of accounts.

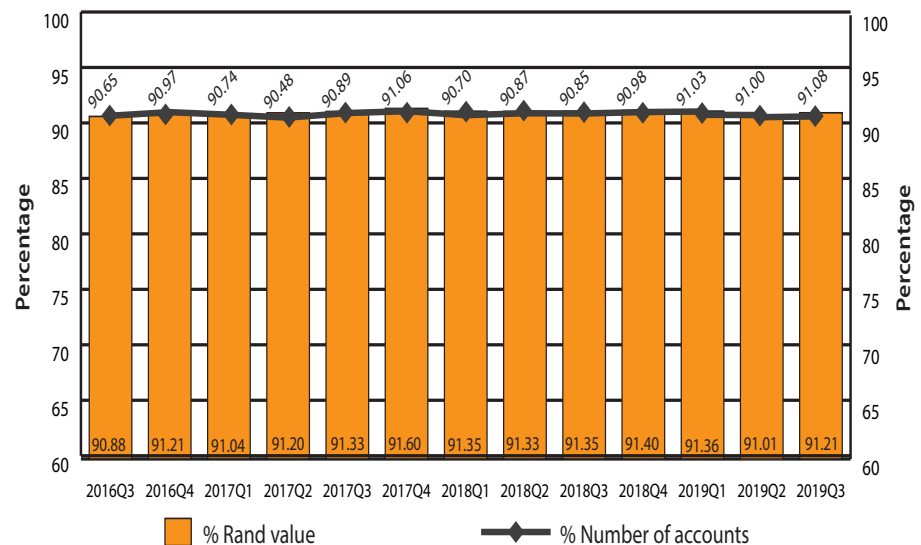
Table 2.5: Gross debtors book – mortgages

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	928,586,679	939,076,667	948,419,453	958,478,749	969,987,324	1.20%	4.46%
Number of accounts	1,705,209	1,705,543	1,700,436	1,705,447	1,707,681	0.13%	0.14%

## 2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R11.51 billion (1.20%) on a q-o-q and by R41.40 billion (4.46%) on a y-o-y basis. The number of accounts increased by 0.13% q-o-q and by 0.14% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



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

## 2.4 Age analysis of gross debtors book - mortgages

The percentage (rand value) of the gross debtors book for mortgages reported as “current” increased from 91.01% for the quarter ended June 2019 to 91.21% for the quarter ended September 2019. The percentage (number) of accounts reported as “current” increased from 91.00% to 91.08% for the same period as illustrated in Figure 2.1

## 3. Secured credit

### 3.1 Secured credit granted

In terms of the Regulations, the category “Other credit agreements” refers to secured credit agreements but excludes mortgages and credit facilities.

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

Type of security	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)
Vehicle	38,867,369	42,041,640	37,128,070	38,013,203	40,307,153	93.02%	6.03%
Retirement benefits	322,857	364,884	286,630	342,629	373,818	0.86%	9.10%
Insurance policy	95,759	101,245	92,971	85,312	88,260	0.20%	3.45%
Furniture & other durables	1,181,541	1,158,305	1,032,539	1,163,819	1,260,659	2.91%	8.32%
Other security	1,522,357	1,746,032	1,310,179	1,598,443	1,304,076	3.01%	-18.42%
<b>Total</b>	<b>41,989,883</b>	<b>45,412,106</b>	<b>39,850,388</b>	<b>41,203,406</b>	<b>43,333,966</b>	<b>100.00%</b>	<b>5.17%</b>

As indicated in Table 3.1 the value of secured credit granted increased by R2.13 Billion (5.17%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R40.31 billion (93.02%).

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

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q3% Distribution	% Change (Q3/Q2)
Vehicle	141,708	182,936	135,812	136,616	143,159	53.90%	4.79%
Retirement benefits	2,239	2,379	1,811	2,276	2,385	0.90%	4.79%
Insurance policy	6,334	7,453	6,646	6,650	6,495	2.45%	-2.33%
Furniture & other durables	107,757	107,256	91,617	104,469	107,829	40.60%	3.22%
Other security	6,077	5,875	5,142	5,499	5,753	2.17%	4.62%
<b>Total</b>	<b>264,115</b>	<b>305,899</b>	<b>241,028</b>	<b>255,510</b>	<b>265,621</b>	<b>100.00%</b>	<b>3.96%</b>

Table 3.2. indicated an increase in the number of secured credit agreements by 3.96% for the quarter ended September 2019. Vehicles as a form of security had the biggest share in numbers.

### 3.2 Secured credit granted by level of income

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K	85,864	107,864	71,948	80,207	83,292
% share of credit granted	32.79%	35.53%	30.10%	31.63%	31.60%
R10.1K-R15K	27,169	31,012	23,807	25,595	26,156
% share of credit granted	10.37%	10.21%	9.96%	10.09%	9.92%
>R15K	148,847	164,735	143,294	147,772	154,105
% share of credit granted	56.84%	54.26%	59.94%	58.28%	58.47%
<b>Total number of secured credit agreements</b>	<b>261,880</b>	<b>303,611</b>	<b>239,049</b>	<b>253,574</b>	<b>263,553</b>

There was a decrease in the percentage share of the numbers of secured credit agreements for individuals with a gross monthly income of “Up to R10K” from 31.63% to 31.60% for the quarter ended September 2019 as indicated in Table 3.3. The percentage share of the number of secured credit agreements entered into with individuals with a gross monthly income of “Greater than R15K” increased from 58.28% to 58.47% for the quarter ended September 2019.

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K (R000)	1,693,939	1,947,485	1,424,011	1,561,459	1,637,393
% share of credit granted	4.10%	4.36%	3.64%	3.86%	3.84%
R10.1K-R15K (R000)	2,626,206	2,773,801	2,334,529	2,444,018	2,510,776
% share of credit granted	6.36%	6.20%	5.97%	6.04%	5.88%
>R15K (R000)	36,956,006	39,982,339	35,356,696	36,479,057	38,520,410
% share of credit granted	89.53%	89.44%	90.39%	90.11%	90.28%
<b>Total value of secured credit (R000)</b>	<b>41,276,150</b>	<b>44,703,625</b>	<b>39,115,236</b>	<b>40,484,535</b>	<b>42,668,579</b>

Individuals with a gross monthly income of “Greater than R15K” had the biggest rand value share for secured credit granted for quarter ended September 2019 as indicated in Table 3.4.

### 3.3 Gross debtors book – secured credit

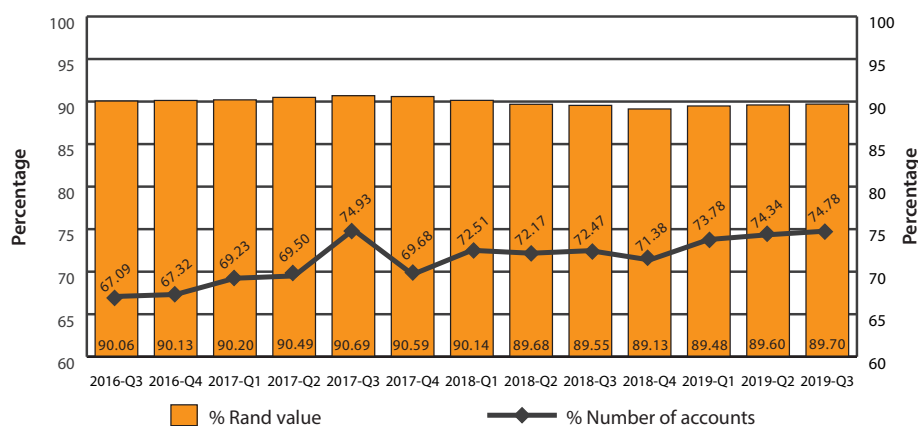
Table 3.5: Gross debtors book – secured credit

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	421,520,090	427,233,151	432,411,529	435,878,137	439,388,718	0.81%	4.24%
Number of accounts	3,561,663	3,569,081	3,458,440	3,430,215	3,403,679	-0.77%	-4.44%

The rand value of the gross debtors book for secured credit showed an increase of R3.51 billion (0.81%) for the quarter ended September 2019 and by R17.87 billion (4.24%) on a y-o-y basis. The number of accounts decreased by 0.77% q-o-q and by 4.44% on a y-o-y basis as indicated in Table 3.5.

### 3.4 Age analysis of gross debtors book – secured credit

Figure 3.1: Secured credit book reported as “current”



The percentage (rand value) of the gross debtors book for secured credit reported as “current” increased from 89.60% for the quarter ended June 2019 to 89.70% for the quarter ended September 2019. The percentage (number) of accounts reported as “current” increased from 74.34% to 74.78% for the same period as illustrated in Figure 3.1.

## 4. Credit facilities

### 4.1 Credit facilities granted

Table 4.1: Credit facilities granted – rand value

Agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	8,081,283	9,601,366	10,136,110	10,324,687	10,992,923	48.70%	6.47%	36.03%
Bank overdraft	3,182,817	3,649,257	3,332,108	3,269,108	3,522,732	15.61%	7.76%	10.68%
Services	111,100	170,710	149,767	254,298	220,567	0.98%	-13.26%	98.53%
Store cards	5,711,445	6,061,435	4,204,760	4,882,716	5,430,500	24.06%	11.22%	-4.92%
Other facilities	1,758,027	2,188,061	2,441,168	2,377,239	2,405,692	10.66%	1.20%	36.84%
<b>Total</b>	<b>18,844,672</b>	<b>21,670,829</b>	<b>20,263,914</b>	<b>21,108,047</b>	<b>22,572,414</b>	<b>100.00%</b>	<b>6.94%</b>	<b>19.78%</b>

Table 4.2: Credit facilities granted – number of agreements

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	399,938	447,348	484,126	506,845	531,253	19.23%	4.82%	32.83%
Bank overdraft	169,442	156,344	135,030	132,456	123,843	4.48%	-6.50%	-26.91%
Services	4,596	10,757	6,347	119,388	115,548	4.18%	-3.22%	2414.10%
Store cards	1,876,776	1,762,238	1,448,058	1,814,698	1,896,581	68.66%	4.51%	1.06%
Other facilities	78,674	78,338	83,994	87,082	95,016	3.44%	9.11%	20.77%
<b>Total</b>	<b>2,529,426</b>	<b>2,455,025</b>	<b>2,157,555</b>	<b>2,660,469</b>	<b>2,762,241</b>	<b>100.00%</b>	<b>3.83%</b>	<b>9.20%</b>

Credit and garage cards received R10.99 billion of the total rand value of credit facilities granted (R22.57 billion), followed by store cards at R5.43 billion for the quarter ended September 2019 as

indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R3.73 billion (19.78%). Table 4.2 indicated that the store cards (68.66%) dominated the number of agreements for the quarter ended September 2019.

## 4.2 Credit facilities granted by level of income

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K	1,451,755	1,443,722	1,185,597	1,541,364	1,674,400
% share of credit granted	57.49%	58.92%	55.06%	58.02%	60.69%
R10.1K-R15K	279,757	258,703	236,107	290,706	274,500
% share of credit granted	11.08%	10.56%	10.97%	10.94%	9.95%
>R15K	793,656	748,000	731,529	824,708	809,817
% share of credit granted	31.43%	30.53%	33.97%	31.04%	29.35%
<b>Total number of credit facilities</b>	<b>2,525,168</b>	<b>2,450,425</b>	<b>2,153,233</b>	<b>2,656,778</b>	<b>2,758,717</b>

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K (R000)	4,520,869	5,200,787	3,978,948	4,468,564	4,904,543
% share of credit granted	24.27%	24.38%	19.82%	21.39%	22.07%
R10.1K-R15K (R000)	1,656,890	1,783,214	1,605,603	1,735,397	1,776,650
% share of credit granted	8.89%	8.36%	8.00%	8.31%	8.00%
>R15K (R000)	12,453,432	14,347,310	14,489,942	14,688,729	15,538,836
% share of credit granted	66.84%	67.26%	72.18%	70.31%	69.93%
<b>Total value of credit facilities (R000)</b>	<b>18,631,190</b>	<b>21,331,311</b>	<b>20,074,493</b>	<b>20,892,690</b>	<b>22,220,029</b>

Table 4.3 showed an increase in the percentage share of the number of credit facilities granted to individuals with a gross monthly income of “Up to R10K” from 58.02% to 60.69%. Table 4.4 showed an increase in the same category from 21.39% to 22.07% for the quarter ended September 2019.

## 4.3 Gross debtors book – credit facilities

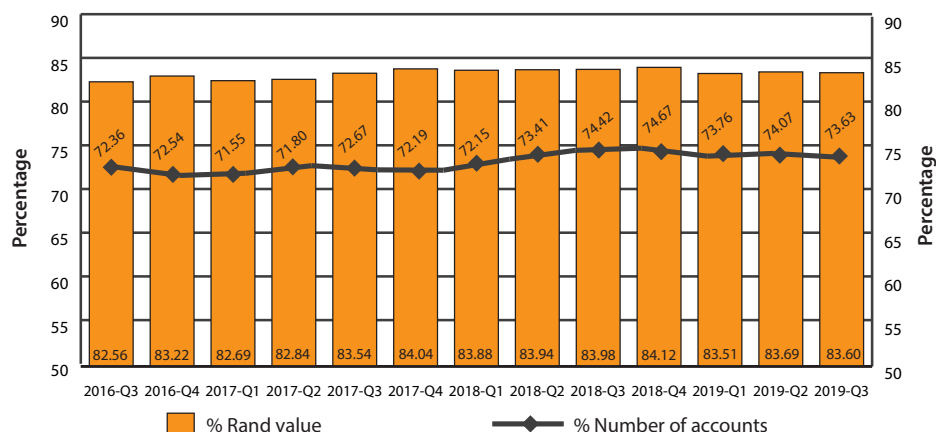
Table 4.5: Gross debtors book – credit facilities

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	232,477,342	238,310,963	243,671,808	249,858,533	254,990,274	2.05%	9.68%
Number of accounts	25,235,931	25,668,359	25,703,175	26,095,291	26,717,720	2.39%	5.87%

The rand value of the gross debtors book for credit facilities showed an increase of R5.13 billion (2.05%) q-o-q and by R22.51 billion (9.68%) on a y-o-y basis. The number of accounts increased by 2.39% q-o-q and by 5.87% on a y-o-y basis as indicated in Table 4.5.

#### 4.4 Age analysis of gross debtors book – credit facilities

Figure 4.1: Credit facilities book reported as “current”



The percentage (rand value) of the gross debtors book for credit facilities reported as “current” decreased from 83.69% for the quarter ended June 2019 to 83.60% for the quarter ended September 2019. The percentage (number) of accounts reported as “current” decreased from 74.07% to 73.63% for the same period as illustrated in Figure 4.1.

## 5. Unsecured credit transactions

### 5.1 Unsecured credit transactions

Unsecured credit transactions include all transactions in respect of which the lender does not have any security (other than credit facilities or short-term credit).

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

Agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	247,219	274,754	236,294	241,939	230,963	0.77%	-4.54%	-6.58%
7-12 Months	2,550,406	2,400,767	1,669,424	1,373,884	1,555,934	5.17%	13.25%	-38.99%
13-18 Months	819,527	1,024,448	973,508	1,013,631	995,886	3.31%	-1.75%	21.52%
19-24 Months	1,831,596	1,972,037	1,777,765	1,755,478	1,798,357	5.98%	2.44%	-1.81%
25-36 Months	3,226,164	3,780,546	3,438,641	3,673,526	3,956,699	13.16%	7.71%	22.64%
3.1-5 Years	14,999,812	16,914,435	15,618,734	15,654,028	15,406,573	51.24%	-1.58%	2.71%
5.1-10 +Years	4,849,518	4,764,019	4,530,694	4,924,748	6,122,722	20.36%	24.33%	26.25%
<b>Total</b>	<b>28,524,241</b>	<b>31,131,005</b>	<b>28,245,060</b>	<b>28,637,233</b>	<b>30,067,134</b>	<b>100.00%</b>	<b>4.99%</b>	<b>5.41%</b>

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

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	40,454	36,916	33,229	31,763	27,852	3.52%	-12.31%	-31.15%
7-12 Months	200,806	210,705	181,917	136,862	150,975	19.07%	10.31%	-24.82%
13-18 Months	51,547	66,450	58,351	66,990	64,917	8.20%	-3.09%	25.94%
19-24 Months	102,752	105,401	96,546	95,667	98,899	12.49%	3.38%	-3.75%
25-36 Months	99,718	120,356	109,808	118,597	125,476	15.85%	5.80%	25.83%
3.1-5 Years	245,084	283,721	260,603	265,768	262,851	33.19%	-1.10%	7.25%
5.1-10 +Years	47,076	44,819	43,357	47,507	60,924	7.69%	28.24%	29.42%
<b>Total</b>	<b>787,438</b>	<b>868,368</b>	<b>783,811</b>	<b>763,154</b>	<b>791,894</b>	<b>100.00%</b>	<b>3.77%</b>	<b>0.57%</b>

On a q-o-q basis rand value and numbers of agreements increased as indicated in Table 5.1 and 5.2. Unsecured credit agreements with a repayment period of “3.1-5 Years” dominated both rand values and numbers.

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

Rand value of agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	133,103	115,096	115,889	92,080	99,234	0.33%	7.77%	-25.45%
R3.1K-R5K	284,833	307,257	277,509	236,029	267,783	0.89%	13.45%	-5.99%
R5.1K-R8K	527,448	599,964	512,357	509,865	534,653	1.78%	4.86%	1.37%
R8.1K-R10K	631,094	771,919	680,100	639,633	667,618	2.22%	4.38%	5.79%
R10.1K-R15K	1,257,376	1,471,400	1,228,592	1,218,390	1,209,901	4.02%	-0.70%	-3.78%
> R15.1K	25,690,388	27,865,370	25,430,614	25,941,236	27,287,944	90.76%	5.19%	6.22%
<b>Total</b>	<b>28,524,241</b>	<b>31,131,005</b>	<b>28,245,060</b>	<b>28,637,233</b>	<b>30,067,134</b>	<b>100.00%</b>	<b>4.99%</b>	<b>5.41%</b>

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

Number of agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	72,284	59,043	60,033	49,569	51,025	6.44%	2.94%	-29.41%
R3.1K-R5K	65,526	70,347	63,978	54,360	61,580	7.78%	13.28%	-6.02%
R5.1K-R8K	79,707	90,656	78,136	77,638	81,499	10.29%	4.97%	2.25%
R8.1K-R10K	66,911	80,851	72,388	67,277	68,205	8.61%	1.38%	1.93%
R10.1K-R15K	99,695	114,542	98,446	97,531	96,586	12.20%	-0.97%	-3.12%
> R15.1K	403,315	452,929	410,830	416,779	432,999	54.68%	3.89%	7.36%
<b>Total</b>	<b>787,438</b>	<b>868,368</b>	<b>783,811</b>	<b>763,154</b>	<b>791,894</b>	<b>100.00%</b>	<b>3.77%</b>	<b>0.57%</b>

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 90.76% and 54.68% respectively for the quarter ended September 2019.

## 5.2 Unsecured credit granted by level of income

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K	285,730	321,172	283,016	266,826	272,272
% share of credit granted	36.29%	36.99%	36.11%	34.97%	34.39%
R10.1K-R15K	142,225	146,644	133,873	125,019	129,324
% share of credit granted	18.06%	16.89%	17.08%	16.38%	16.33%
>R15K	359,411	400,498	366,888	371,245	390,230
% share of credit granted	45.65%	46.12%	46.81%	48.65%	49.28%
<b>Total number of unsecured credit</b>	<b>787,366</b>	<b>868,314</b>	<b>783,777</b>	<b>763,090</b>	<b>791,826</b>

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K (R000)	4,805,535	5,400,496	5,502,311	4,724,523	4,837,659
% share of credit granted	16.85%	17.35%	19.48%	16.50%	16.09%
R10.1K-R15K (R000)	4,451,781	4,634,636	4,080,237	4,120,647	4,322,512
% share of credit granted	15.61%	14.89%	14.45%	14.39%	14.38%
>R15K (R000)	19,264,601	21,093,478	18,660,159	19,789,592	20,904,766
% share of credit granted	67.54%	67.76%	66.07%	69.11%	69.53%
<b>Total value of unsecured credit (R000)</b>	<b>28,521,917</b>	<b>31,128,611</b>	<b>28,242,706</b>	<b>28,634,762</b>	<b>30,064,937</b>

There was a decrease in the share of the number of unsecured credit agreements for individuals with a gross monthly income of “Up to R10k” from 34.97% for the quarter ended June 2019 to 34.39% for the quarter ended September 2019 as indicated in Table 5.5. There was an increase in the share of rand value of unsecured credit agreements granted to individuals with a gross monthly income of “Greater than R15k” from 69.11% to 69.53% for the same period as indicated in Table 5.6.

## 5.3 Gross debtors book – unsecured credit

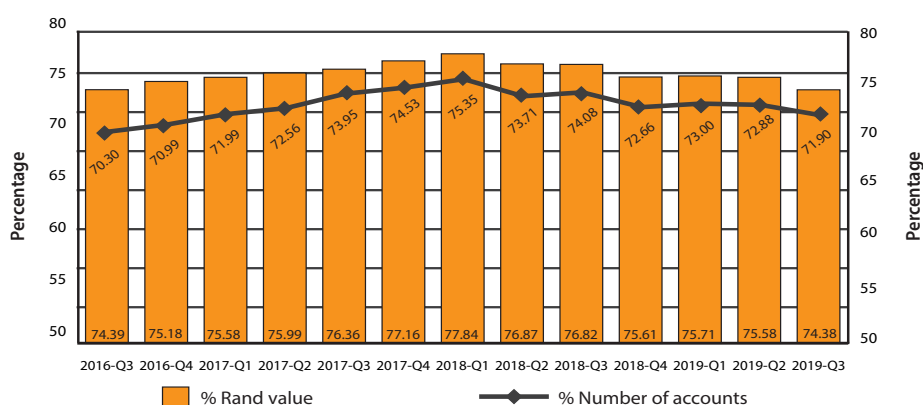
Table 5.7: Gross debtors book – unsecured credit

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	184,435,277	194,823,887	200,869,566	205,662,189	212,644,958	3.40%	15.30%
Number of accounts	5,030,506	5,216,735	5,239,066	5,211,668	5,179,768	-0.61%	2.97%

The rand value of gross debtors book for unsecured credit increased by R6.98 billion (3.40%) q-o-q and by R28.21 billion (15.30%) on a y-o-y basis. The number of accounts decreased by 0.61% q-o-q and increased by 2.97% y-o-y as indicated in Table 5.7.

## 5.4 Age analysis of gross debtors book – unsecured credit

Figure 5.1: Unsecured credit book reported as “current”



The percentage (rand value) of the gross debtors book for unsecured credit reported as “current” decreased from 75.58% for the quarter ended June 2019 to 74.38% for the quarter ended September 2019. The percentage (number) of accounts reported as “current” decreased from 72.88% to 71.90% for the same period as illustrated in Figure 5.1.

## 6. Short-term credit transactions

### 6.1 Short-term credit granted

The short-term figures in this report reflect only data reported by entities that submit quarterly returns. The majority of short-term lenders are smaller entities which report on an annual basis and are therefore excluded from these figures.

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

Agreements per repayment period	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	1,424,014	1,430,620	1,040,448	1,141,920	1,091,563	46.59%	-4.41%	-23.35%
2-3 Months	282,466	324,256	249,409	285,538	301,471	12.87%	5.58%	6.73%
4-6 Months	1,353,566	1,456,607	1,157,671	939,250	949,760	40.54%	1.12%	-29.83%
<b>Total</b>	<b>3,060,046</b>	<b>3,211,484</b>	<b>2,447,528</b>	<b>2,366,709</b>	<b>2,342,794</b>	<b>100.00%</b>	<b>-1.01%</b>	<b>-23.44%</b>

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

Agreements per repayment period	2018-Q3 000	2018-Q4 000	2019-Q1 000	2019-Q2 000	2019-Q3 000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	803,448	786,451	534,231	600,228	583,465	62.96%	-2.79%	-27.38%
2-3 Months	105,368	112,364	87,810	97,521	101,287	10.93%	3.86%	-3.87%
4-6 Months	414,865	405,765	320,405	245,618	242,020	26.11%	-1.46%	-41.66%
<b>Total</b>	<b>1,323,681</b>	<b>1,304,580</b>	<b>942,446</b>	<b>943,367</b>	<b>926,772</b>	<b>100.00%</b>	<b>-1.76%</b>	<b>-29.99%</b>

The majority of short-term credit agreements were "Up to 1 month" for rand values and numbers for the quarter ended September 2019. The rand value of short-term credit decreased by R23.91 million (1.01%) q-o-q and by R717.25 million (23.44%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted decreased by 1.76% q-o-q and by 29.99% y-o-y as indicated in Table 6.2.

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

Agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	237,762	225,259	159,047	171,450	165,021	7.04%	-3.75%	-30.59%
R1001-R2000	575,896	527,469	376,257	367,265	363,958	15.54%	-0.90%	-36.80%
R2001-R3000	499,094	501,149	382,939	358,196	351,774	15.02%	-1.79%	-29.52%
R3001-R5000	720,016	797,917	602,036	553,197	549,686	23.46%	-0.63%	-23.66%
R5001-R8000	1,027,278	1,159,690	927,249	916,600	912,355	38.94%	-0.46%	-11.19%
<b>Total</b>	<b>3,060,046</b>	<b>3,211,484</b>	<b>2,447,528</b>	<b>2,366,709</b>	<b>2,342,794</b>	<b>100.00%</b>	<b>-1.01%</b>	<b>-23.44%</b>

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

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q3% Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	410,774	387,686	261,259	288,395	280,075	30.22%	-2.88%	-31.82%
R1001-R2000	385,320	351,377	247,299	244,807	241,635	26.07%	-1.30%	-37.29%
R2001-R3000	196,785	195,855	148,584	138,239	135,425	14.61%	-2.04%	-31.18%
R3001-R5000	178,571	197,578	148,282	136,535	135,319	14.60%	-0.89%	-24.22%
R5001-R8000	152,231	172,084	137,022	135,372	134,318	14.49%	-0.78%	-11.77%
<b>Total</b>	<b>1,323,681</b>	<b>1,304,580</b>	<b>942,446</b>	<b>943,348</b>	<b>926,772</b>	<b>100.00%</b>	<b>-1.76%</b>	<b>-29.99%</b>

All categories of short term credit for rand values experienced a q-o-q decrease as indicated in Table 6.3. All categories of short term credit for numbers experienced a q-o-q decrease as indicated in Table 6.4.

## 6.2 Short-term credit granted by level of income

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K	720,839	712,980	475,055	486,065	481,786
% share of credit granted	54.46%	54.65%	50.41%	51.53%	51.99%
R10.1K-R15K	225,512	211,492	152,252	147,694	143,864
% share of credit granted	17.04%	16.21%	16.15%	15.66%	15.52%
>R15K	377,287	380,083	315,139	309,550	301,081
% share of credit granted	28.50%	29.14%	33.44%	32.82%	32.49%
<b>Total number of short-term credit</b>	<b>1,323,638</b>	<b>1,304,555</b>	<b>942,446</b>	<b>943,309</b>	<b>926,731</b>

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R10K (R000)	1,273,561	1,394,241	956,237	934,630	943,539
% share of credit granted	41.62%	43.42%	39.07%	39.49%	40.28%
R10.1K-R15K (R000)	560,349	550,897	423,733	392,798	391,215
% share of credit granted	18.31%	17.15%	17.31%	16.60%	16.70%
>R15K (R000)	1,225,971	1,266,267	1,067,559	1,039,138	1,007,883
% share of credit granted	40.07%	39.43%	43.62%	43.91%	43.02%
<b>Total value of short-term credit (R000)</b>	<b>3,059,880</b>	<b>3,211,404</b>	<b>2,447,528</b>	<b>2,366,566</b>	<b>2,342,637</b>

There was an increase in the share of the number of short-term credit agreements for individuals with a gross monthly income of “Up to R10k” from 51.53% for the quarter ended June 2019 to 51.99% for the quarter ended September 2019 as indicated in Table 6.5. The percentage share of rand value for short-term credit agreements granted to individuals with a gross monthly income of “Greater than R15k” decreased from 43.91% to 43.02% for the same period as indicated in Table 6.6.

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

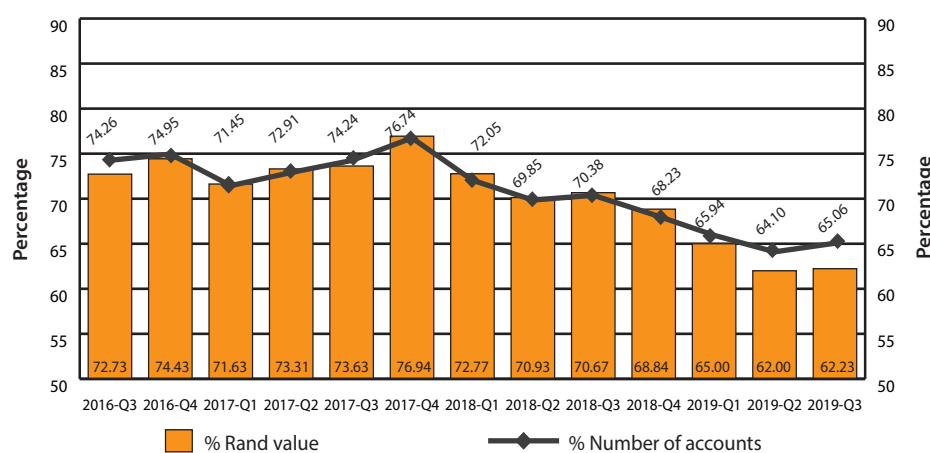
Table 6.7: Gross debtors book - short-term credit

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	2,508,472	2,904,830	2,594,098	2,265,673	2,272,335	0.29%	-9.41%
Number of accounts	1,018,615	1,014,861	902,583	801,059	793,947	-0.89%	-22.06%

The rand value of the gross debtors book for short-term credit increased by R6.66 million (0.29%) q-o-q and decreased by R236.14 million (9.41%) on a y-o-y basis. The number of accounts decreased by 0.89% q-o-q and by 22.06% on a y-o-y basis as indicated in Table 6.7.

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

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



The percentage (rand value) of the gross debtors book for short term credit reported as "current" increased from 62.00% for the quarter ended June 2019 to 62.23% for the quarter ended September 2019. The percentage (number) of accounts reported as "current" increased from 64.10% to 65.06% for the same period as illustrated in Figure 6.1.

## 7. Developmental credit transactions

### 7.1 Developmental credit transactions

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

Rand value of agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)
<= 4 Months	8,253	1,139	24,378	2,452	10,669	0.70%	335.16%
5-12 ,Months	63,326	49,698	313,741	61,164	78,946	5.17%	29.07%
12.1-24 Months	35,276	26,373	112,701	30,185	35,668	2.34%	18.16%
24.1-36 Months	32,355	37,437	131,155	41,421	38,864	2.55%	-6.17%
> 36 months	1,285,467	1,129,425	1,227,741	1,075,768	1,362,527	89.25%	26.66%
<b>Total</b>	<b>1,424,678</b>	<b>1,244,072</b>	<b>1,809,717</b>	<b>1,210,990</b>	<b>1,526,675</b>	<b>100.00%</b>	<b>26.07%</b>

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

Number of agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q3% Distribution	% Change (Q3/Q2)
<= 4 Months	827	114	1,647	232	1,005	7.65%	333.19%
5-12 Months	4,403	1,369	13,442	2,416	4,193	31.90%	73.55%
12.1-24 Months	2,247	1,514	5,656	1,918	2,343	17.82%	22.16%
24.1-36 Months	1,719	1,605	5,268	2,072	2,233	16.99%	7.77%
> 36 months	14,511	6,606	5,226	2,727	3,371	25.64%	23.62%
<b>Total</b>	<b>23,707</b>	<b>11,208</b>	<b>31,239</b>	<b>9,365</b>	<b>13,145</b>	<b>100.00%</b>	<b>40.36%</b>

The value of developmental credit granted increased by R315.68 million (26.07%) for the quarter ended September 2019 as indicated in Table 7.1. The number of developmental credit agreements increased by 40.36% for the same period.

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

Rand value of agreements	2018-Q3 R000	2018-Q4 R000	2019-Q1 R000	2019-Q2 R000	2019-Q3 R000	2019-Q3% Distribution	% Change (Q3/Q2)
R0-R1500	705	266	288	433	382	0.03%	-11.74%
R1501-R3000	3,992	1,404	2,608	1,224	1,606	0.11%	31.18%
R3.01K-R5K	10,514	3,573	8,580	3,429	6,140	0.40%	79.06%
R5.01K-R10K	35,903	9,958	31,254	11,620	17,763	1.16%	52.87%
R10.1K-R20K_D	108,088	33,374	87,051	23,456	41,011	2.69%	74.84%
> R20K	1,265,838	1,195,496	1,679,936	1,170,828	1,459,773	95.62%	24.68%
<b>Total</b>	<b>1,425,040</b>	<b>1,244,072</b>	<b>1,809,717</b>	<b>1,210,990</b>	<b>1,526,675</b>	<b>100.00%</b>	<b>26.07%</b>

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

Number of agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q3% Distribution	% Change (Q3/Q2)
R0-R1500	877	334	980	531	379	2.88%	-28.63%
R1501-R3000	1,734	633	1,141	527	694	5.28%	31.69%
R3.01K-R5K	2,488	860	2,097	811	1,503	11.43%	85.33%
R5.01K-R10K	4,888	1,338	4,121	1,556	2,407	18.31%	54.69%
R10.1K-R20K_D	5,005	2,265	5,804	1,522	2,681	20.40%	76.15%
> R20K	8,715	5,778	17,096	4,418	5,481	41.70%	24.06%
<b>Total</b>	<b>23,707</b>	<b>11,208</b>	<b>31,239</b>	<b>9,365</b>	<b>13,145</b>	<b>100.00%</b>	<b>40.36%</b>

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 95.62% in rand value and 41.70% in numbers for the quarter ended September 2019.

## 7.2 Developmental credit granted by level of income

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
<=R10K	4,657	1,580	13,913	2,717	4,735
% share	40.93%	22.53%	45.77%	29.24%	36.66%
R10.1K-R15K	6,722	5,432	16,483	6,575	8,180
% share	59.07%	77.47%	54.23%	70.76%	63.34%
<b>Total number of developmental credit</b>	<b>11,379</b>	<b>7,012</b>	<b>30,396</b>	<b>9,292</b>	<b>12,915</b>

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

Level of income	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
<=R10K	75,641	48,521	366,412	31,270	65,530
% share	6.87%	4.35%	20.62%	2.59%	4.33%
R10.1K-R15K	1,024,840	1,067,757	1,410,433	1,175,864	1,446,326
% share	93.13%	95.65%	79.38%	97.41%	95.67%
<b>Total rand value of developmental credit</b>	<b>1,100,481</b>	<b>1,116,278</b>	<b>1,776,845</b>	<b>1,207,134</b>	<b>1,511,857</b>

The number of developmental credit agreements granted to individuals with a gross monthly income of "R10.1k-R15k" had the largest share of 63.34% as indicated in Table 7.5. The rand value of developmental credit agreements granted to individuals with a gross monthly income of "R10.1k-R15k" had the largest share of 95.67% as indicated in Table 7.6.

## 7.3 Gross debtors book – developmental credit

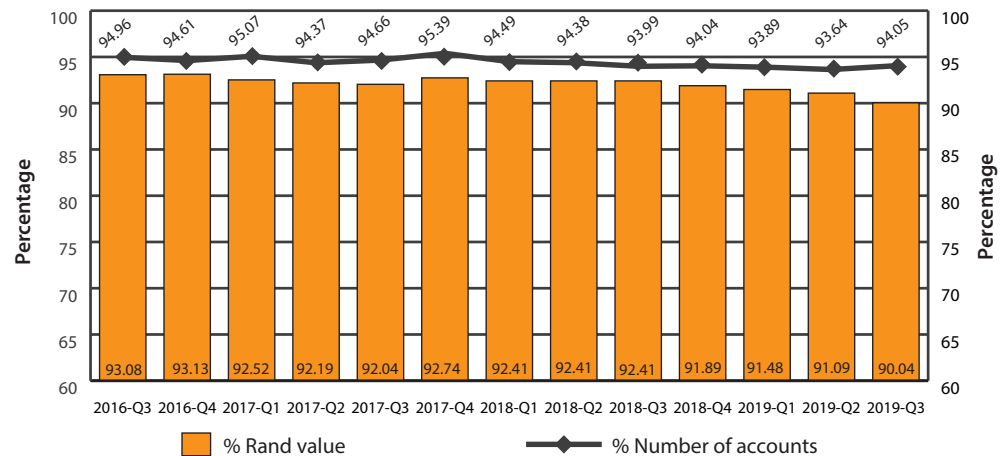
Table 7.7: Gross debtors book - developmental credit

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	48,657,437	51,455,925	52,350,433	52,577,196	53,721,975	2.18%	10.41%
Number of accounts	1,088,747	1,110,752	1,115,730	1,103,905	1,112,437	0.77%	2.18%

The rand value of the gross debtors book for developmental credit increased by R1.14 billion (2.18%) q-o-q and by R5.06 billion (10.41%) on a y-o-y basis. The number of accounts increased by 0.77% on a q-o-q and by 2.18% on a y-o-y basis as indicated in Table 7.7.

### 7.4 Age analysis of gross debtors book – developmental credit

Figure 7.1: Developmental credit book reported as “current”



The percentage (rand value) of the gross debtors book for developmental credit reported as “current” decreased from 91.09% for the quarter ended June 2019 to 90.04% for the quarter ended September 2019. The percentage (number) of accounts reported as “current” increased from 93.64% to 94.05% for the same period as illustrated in Figure 7.1.

## 8. Definitions

Terms used in the report	Definition
<b>Applications received</b>	Includes solicited and unsolicited applications for credit.
<b>Credit facilities</b>	An agreement that meets all the criteria as set out in section 8 (3) of the NCA. The values (rand value and number of accounts) reported for "credit facility" includes both new credit facilities and limit increases for existing credit facility agreements. These values represent the potential exposure of the credit providers and not the actual usage/consumption by consumers. This does not apply to the gross value of the debtors book values where actual credit usage by consumers is reported.
<b>Credit transactions</b>	An agreement that meets all the criteria as set out in section 8 (4) of the NCA. This includes all types of credit agreements, but excludes credit facility agreements.
<b>Gross debtors book</b>	The outstanding balances as at the end of the period including fees and interest that have been earned and capitalized to the debtors book.
<b>Mortgage agreements</b>	An agreement that is secured by a pledge of immovable property.
<b>Secured credit transactions</b>	Credit transactions that do not fall within the other named categories in the NCA. This category includes pension-backed loans, insurance-backed loans, retail furniture accounts and motor vehicle accounts.
<b>Short-term credit transactions</b>	An agreement that meets all the criteria as set out in section 39 (2) of the National Credit Regulations.  This includes amounts not exceeding R8 000 and repayable within 6 months.
<b>Unsecured credit transactions</b>	An agreement that meets all the criteria as set out in section 39 (3) of the National Credit Regulations.  Where the loan or credit is not secured by any pledge or personal security.
<b>Developmental credit transactions</b>	Developmental credit agreement means a credit agreement that satisfies the criteria set out in Section 10;  This includes educational loan; small business; the acquisition, rehabilitation, building or expansion of low income housing; or any other purpose in terms of sub section (2) (a)

### Notes

1. Where values have been rounded off the percentage calculations and summed totals are calculated off the unrounded values.
2. Please refer to the NCR website for the complete set of tables. Website address [www.ncr.org.za](http://www.ncr.org.za)

## 9. Appendix tables

### A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
Eastern Cape	7,418,855,335	7,776,923,200	7,021,403,648	7,816,430,325	7,854,469,911	8,591,740,803	7,680,998,022	7,986,442,567	8,730,097,416
Free State	4,837,044,401	5,596,836,180	4,885,889,441	5,073,567,210	5,447,221,249	5,868,694,985	4,704,131,844	5,005,283,744	5,283,168,110
Gauteng	52,242,574,131	57,720,834,224	52,192,436,477	55,778,374,880	56,829,090,750	61,592,503,488	54,414,942,072	58,096,508,909	60,891,447,424
Kwazulu-Natal	16,830,281,158	18,394,981,322	16,337,356,553	18,243,362,507	18,171,442,903	20,088,288,284	18,182,281,867	19,023,618,642	20,336,591,011
Limpopo	4,730,814,074	5,219,664,421	4,631,982,822	5,381,327,990	5,533,581,315	5,920,088,663	4,931,834,107	5,336,536,313	5,714,823,432
Mpumalanga	8,456,780,598	9,216,537,379	8,281,192,660	8,634,205,108	8,981,475,214	9,708,353,973	8,709,154,602	8,505,120,487	9,236,323,546
Northern Cape	2,229,699,145	2,606,692,527	2,232,439,427	2,466,555,565	2,433,901,052	2,995,767,625	2,337,556,200	2,724,623,240	3,129,598,355
North West	4,749,028,539	5,333,785,702	4,697,823,290	4,591,842,122	4,847,701,477	4,867,776,104	4,420,671,068	4,243,958,425	4,697,336,482
Western Cape	21,352,113,870	23,210,090,684	20,559,369,885	22,772,732,294	22,267,191,594	24,115,277,711	21,319,908,833	22,517,211,683	23,519,308,080
Other	791,710,058	635,105,657	780,362,219	889,487,129	1,270,427,454	908,508,365	1,154,673,161	1,271,516,558	1,464,819,957
<b>Total</b>	<b>123,638,901,309</b>	<b>135,711,451,296</b>	<b>121,620,256,422</b>	<b>131,647,885,130</b>	<b>133,636,502,919</b>	<b>144,656,999,999</b>	<b>127,856,151,777</b>	<b>134,710,820,568</b>	<b>143,003,513,813</b>

### B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
≤R1500	1,276,188	1,174,247	1,096,613	1,532,857	1,078,854	968,757	913,868	1,114,780	952,883
R1500-R3000	9,400,363	10,634,763	8,681,260	10,675,354	8,396,365	8,462,091	6,806,234	8,524,542	8,706,655
R3.1K-R5K	66,528,596	84,855,218	56,226,913	67,206,219	62,158,886	66,989,858	47,195,914	55,990,918	51,749,108
R5.1K-R10K	349,056,454	457,550,258	305,250,979	338,972,493	326,162,014	456,958,994	316,767,431	355,135,589	356,226,904
R10.1K-R20K	454,161,680	659,219,448	396,047,601	434,629,523	490,841,862	654,835,645	406,880,239	449,808,537	489,853,421
R20.1K-R40K	299,886,219	437,949,924	266,659,984	293,339,366	336,736,822	467,006,205	294,667,056	323,965,003	364,432,591
R40.1K-R60K	183,258,561	206,994,945	165,102,379	170,773,455	180,163,304	201,850,702	160,738,162	169,614,685	175,479,820
R60.1K-R100K	854,432,959	861,408,100	787,238,076	767,127,927	739,034,189	714,093,042	690,042,048	683,231,027	712,374,621
R101K-R150K	3,362,085,317	3,369,578,627	3,101,627,247	2,983,083,175	2,853,292,522	2,860,826,193	2,693,351,024	2,637,846,375	2,716,700,398
R151K-R200K	5,511,826,518	5,824,239,142	5,568,538,576	5,481,759,492	5,304,954,919	5,720,256,831	5,231,519,145	5,178,824,790	5,218,540,565
R201K-R400K	16,367,884,727	18,005,403,610	16,415,069,389	16,125,040,589	16,514,348,149	17,534,625,632	15,432,554,569	15,716,663,162	16,854,962,835
>R400K	14,790,439,996	16,448,029,556	14,408,340,775	14,866,953,378	15,172,715,289	16,725,231,819	14,568,952,374	15,622,686,529	16,383,985,868
<b>Total</b>	<b>42,250,237,578</b>	<b>46,367,037,838</b>	<b>41,479,879,792</b>	<b>41,541,093,828</b>	<b>41,989,883,175</b>	<b>45,412,105,769</b>	<b>39,850,388,064</b>	<b>41,203,405,937</b>	<b>43,333,965,669</b>

Table 3: Number of agreements for secured credit granted

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
≤R1500	1,335	1,042	980	1,434	969	1,111	801	990	846
R1500-R3000	4,013	4,449	3,702	4,698	3,434	3,685	2,924	3,930	3,766
R3.1K-R5K	16,641	20,843	13,625	16,618	14,945	16,515	11,363	13,673	12,664
R5.1K-R10K	46,968	61,164	40,830	45,629	48,928	61,362	42,848	47,842	47,825
R10.1K-R20K	33,040	47,597	28,854	31,592	34,496	47,357	29,655	32,639	35,390
R20.1K-R40K	11,102	16,338	10,241	10,805	11,848	17,484	10,905	12,084	13,621
R40.1K-R60K	3,698	4,207	3,764	3,420	3,594	4,108	3,240	3,438	3,567
R60.1K-R100K	10,366	10,461	10,240	9,294	8,966	8,713	8,432	8,377	8,779
R101K-R150K	26,480	26,555	24,718	23,485	22,503	22,525	21,201	20,745	21,419
R151K-R200K	31,590	33,386	31,996	31,351	30,312	32,671	29,880	29,594	29,754
R201K-R400K	59,055	64,523	59,163	58,023	59,308	63,068	55,813	56,932	60,998
>R400K	22,827	26,749	23,427	24,609	24,812	27,300	23,966	25,266	26,992
<b>Total</b>	<b>267,115</b>	<b>317,314</b>	<b>251,540</b>	<b>260,958</b>	<b>264,115</b>	<b>305,899</b>	<b>241,028</b>	<b>255,510</b>	<b>265,621</b>

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

Table 4: Rand value of mortgages granted by income category

Income Category	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
R0-R3500	1,824,430	3,231,167	46,588	1,141,787	450,000	432,667		4,211,210	447,187
R3501-R5500	2,835,930	3,443,967	1,554,534	2,477,985	3,143,703	2,295,000	2,804,398	1,116,674	832,024
R5501-R7500	73,959,365	82,092,818	46,775,075	70,501,694	95,273,713	57,488,850	4,598,630	39,336,741	39,300,896
R7501-R10K	66,584,471	61,165,039	36,969,088	49,378,919	45,534,403	40,871,211	41,827,655	48,865,416	31,620,597
R10.1K-R15K	674,666,822	473,239,882	392,054,640	389,092,295	394,367,616	356,222,143	232,890,675	247,175,681	257,778,043
>R15K	36,716,228,603	40,682,874,712	34,917,724,265	39,662,187,370	39,253,719,102	41,530,194,608	34,957,423,482	39,843,730,297	42,830,552,493
<b>Total</b>	<b>37,536,099,621</b>	<b>41,306,047,585</b>	<b>35,395,124,190</b>	<b>40,174,780,050</b>	<b>39,792,488,537</b>	<b>41,987,504,479</b>	<b>35,239,544,840</b>	<b>40,184,436,019</b>	<b>43,160,531,240</b>

Table 5: Number of mortgages granted by income category

Income Category	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
R0-R3500	5	4	1	3	1	2		8	1
R3501-R5500	15	16	11	15	11	7	9	8	6
R5501-R7500	164	164	98	143	177	118	21	78	87
R7501-R10K	201	199	124	165	159	134	96	113	106
R10.1K-R15K	1,538	1,252	1,080	1,054	1,051	952	635	646	694
>R15K	36,339	39,963	34,166	38,880	38,497	40,999	34,029	38,914	41,517
<b>Total</b>	<b>38,262</b>	<b>41,598</b>	<b>35,480</b>	<b>40,260</b>	<b>39,896</b>	<b>42,212</b>	<b>34,790</b>	<b>39,767</b>	<b>42,411</b>

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

Income Category	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
R0-R3500	310,363,474	437,961,404	257,256,822	303,557,916	319,353,272	419,409,602	267,208,764	284,103,777	297,346,199
R3501-R5500	211,046,419	293,612,180	191,010,364	219,818,188	246,443,785	321,773,956	209,916,925	245,557,263	263,885,807
R5501-R7500	322,692,273	379,379,951	294,660,800	335,755,262	324,304,267	357,446,085	262,846,036	286,835,367	314,108,995
R7501-R10K	825,440,801	932,239,439	793,338,906	862,110,295	803,837,338	848,855,065	684,039,456	744,962,927	762,051,807
R10.1K-R15K	2,901,521,231	3,195,187,444	2,772,458,830	2,838,281,897	2,626,205,595	2,773,801,143	2,334,528,736	2,444,018,110	2,510,776,155
>R15K	36,720,465,834	40,331,217,282	36,456,574,803	36,282,319,173	36,956,006,062	39,982,338,887	35,356,695,726	36,479,057,057	38,520,409,656
<b>Total</b>	<b>41,291,530,032</b>	<b>45,569,597,700</b>	<b>40,765,300,525</b>	<b>40,841,842,731</b>	<b>41,276,150,319</b>	<b>44,703,624,738</b>	<b>39,115,235,643</b>	<b>40,484,534,501</b>	<b>42,668,578,619</b>

Table 7: Number of secured credit granted by income category

Income Category	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
R0-R3500	37,455	52,181	30,555	35,591	37,381	47,708	30,134	33,035	33,928
R3501-R5500	18,494	25,544	16,934	19,311	22,095	28,381	19,347	22,388	23,637
R5501-R7500	12,086	16,005	10,905	11,870	12,464	15,175	10,450	11,900	12,657
R7501-R10K	14,647	18,180	13,588	14,323	13,924	16,600	12,017	12,884	13,070
R10.1K-R15K	30,384	35,488	27,881	29,180	27,169	31,012	23,807	25,595	26,156
>R15K	151,743	167,490	149,493	148,498	148,847	164,735	143,294	147,772	154,105
<b>Total</b>	<b>264,809</b>	<b>314,888</b>	<b>249,356</b>	<b>258,773</b>	<b>261,880</b>	<b>303,611</b>	<b>239,049</b>	<b>253,574</b>	<b>263,553</b>

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

Income Category	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
R0-R3500	907,110,614	948,870,251	747,928,752	1,216,293,604	1,279,743,135	1,907,106,328	1,335,927,436	1,426,758,246	1,538,012,525
R3501-R5500	862,480,140	910,315,660	723,690,596	1,180,105,674	1,302,589,372	1,231,699,403	926,684,789	1,103,571,455	1,285,310,286
R5501-R7500	666,735,720	684,789,210	570,042,698	858,488,544	910,395,133	937,189,315	753,449,197	905,644,227	1,009,123,254
R7501-R10K	848,150,510	872,705,652	746,132,412	1,016,040,957	1,028,140,956	1,124,791,786	962,886,564	1,032,590,495	1,072,096,674
R10.1K-R15K	1,436,968,790	1,451,859,012	1,334,865,070	1,653,790,434	1,656,889,953	1,783,214,326	1,605,602,749	1,735,397,014	1,776,649,786
>R15K	11,104,354,249	12,082,341,392	11,901,515,023	12,398,715,591	12,453,431,523	14,347,309,554	14,489,942,111	14,688,728,509	15,538,836,057
<b>Total</b>	<b>15,825,800,023</b>	<b>16,950,881,177</b>	<b>16,024,174,551</b>	<b>18,323,434,804</b>	<b>18,631,190,072</b>	<b>21,331,310,712</b>	<b>20,074,492,846</b>	<b>20,892,689,946</b>	<b>22,220,028,582</b>

Table 9: Number of credit facilities granted by income category

Income Category	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
R0-R3500	589,134	582,079	478,406	624,212	639,957	682,488	557,937	729,699	718,390
R3501-R5500	315,309	277,389	235,713	320,518	386,334	361,816	282,184	372,757	518,273
R5501-R7500	194,891	171,486	150,180	189,038	215,243	203,004	172,227	226,002	229,342
R7501-R10K	204,485	178,734	161,530	186,660	210,221	196,414	173,249	212,906	208,395
R10.1K-R15K	277,924	240,388	224,420	247,726	279,757	258,703	236,107	290,706	274,500
>R15K	727,383	639,523	649,348	684,185	793,656	748,000	731,529	824,708	809,817
<b>Total</b>	<b>2,309,126</b>	<b>2,089,599</b>	<b>1,899,597</b>	<b>2,252,339</b>	<b>2,525,168</b>	<b>2,450,425</b>	<b>2,153,233</b>	<b>2,656,778</b>	<b>2,758,717</b>

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

Income Category	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
R0-R3500	437,378,839	561,033,394	401,916,858	249,047,813	245,040,265	297,595,604	1,318,346,601	189,491,618	163,224,755
R3501-R5500	925,714,543	1,071,142,828	841,818,405	1,022,092,892	1,095,399,098	1,321,082,724	1,016,505,313	1,171,983,298	1,208,483,090
R5501-R7500	1,153,707,161	1,306,320,874	1,089,928,789	1,322,457,749	1,405,832,924	1,554,116,659	1,283,730,344	1,421,144,575	1,482,417,094
R7501-R10K	1,769,415,931	1,981,626,955	1,737,348,050	2,006,530,564	2,059,262,643	2,227,701,346	1,883,729,092	1,941,903,636	1,983,533,877
R10.1K-R15K	3,827,884,030	4,261,076,042	3,861,102,982	4,400,522,941	4,451,780,570	4,634,636,319	4,080,236,568	4,120,646,740	4,322,512,103
>R15K	14,173,996,910	15,881,885,926	15,292,077,998	16,998,163,824	19,264,601,345	21,093,477,975	18,660,158,512	19,789,591,679	20,904,766,429
<b>Total</b>	<b>22,288,097,414</b>	<b>25,063,086,019</b>	<b>23,224,193,082</b>	<b>25,998,815,783</b>	<b>28,521,916,845</b>	<b>31,128,610,627</b>	<b>28,242,706,430</b>	<b>28,634,761,546</b>	<b>30,064,937,349</b>

Table 11: Number of unsecured credit granted by income category

Income Category	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
R0-R3500	39,467	47,998	32,990	28,188	28,012	33,926	42,959	18,169	16,111
R3501-R5500	81,798	92,564	72,932	86,331	91,098	107,782	84,280	92,455	95,907
R5501-R7500	71,100	79,369	67,245	76,810	80,162	87,415	74,652	78,199	80,994
R7501-R10K	84,338	92,194	81,028	87,437	86,458	92,049	81,125	78,003	79,260
R10.1K-R15K	140,153	151,759	136,796	144,868	142,225	146,644	133,873	125,019	129,324
>R15K	309,666	342,994	331,361	352,227	359,411	400,498	366,888	371,245	390,230
<b>Total</b>	<b>726,522</b>	<b>806,878</b>	<b>722,352</b>	<b>775,861</b>	<b>787,366</b>	<b>868,314</b>	<b>783,777</b>	<b>763,090</b>	<b>791,826</b>

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

Income Category	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
R0-R3500	248,942,096	276,715,791	206,262,237	208,646,730	160,450,787	175,752,112	110,434,440	105,009,542	102,831,285
R3501-R5500	351,928,170	493,730,085	347,858,099	427,513,757	392,127,438	467,388,160	291,613,015	293,300,625	300,062,151
R5501-R7500	319,513,968	406,528,984	347,748,378	429,590,742	370,255,043	396,942,483	286,319,500	284,556,561	290,286,343
R7501-R10K	346,837,193	403,391,970	355,408,602	419,601,475	350,727,516	354,158,268	267,869,665	251,763,328	250,358,980
R10.1K-R15K	522,627,803	647,773,634	582,886,852	691,236,627	560,348,741	550,896,745	423,732,980	392,797,974	391,215,158
>R15K	1,277,771,495	1,497,801,738	1,378,953,834	1,402,633,014	1,225,970,705	1,266,266,651	1,067,558,628	1,039,138,283	1,007,883,328
<b>Total</b>	<b>3,067,620,725</b>	<b>3,725,942,202</b>	<b>3,219,118,002</b>	<b>3,579,222,345</b>	<b>3,059,880,230</b>	<b>3,211,404,419</b>	<b>2,447,528,228</b>	<b>2,366,566,313</b>	<b>2,342,637,245</b>

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

Income Category	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
R0-R3500	224,382	253,861	200,981	197,865	141,457	146,374	93,418	95,770	89,153
R3501-R5500	209,667	302,841	227,816	296,412	240,042	244,505	154,884	161,164	163,432
R5501-R7500	161,704	217,505	184,741	245,435	187,753	179,504	124,529	128,230	130,247
R7501-R10K	161,621	183,422	158,904	200,443	151,587	142,597	102,224	100,901	98,954
R10.1K-R15K	218,794	274,057	240,580	298,733	225,512	211,492	152,252	147,694	143,864
>R15K	420,766	467,934	429,161	445,242	377,287	380,083	315,139	309,550	301,081
<b>Total</b>	<b>1,396,934</b>	<b>1,699,620</b>	<b>1,442,183</b>	<b>1,684,130</b>	<b>1,323,638</b>	<b>1,304,555</b>	<b>942,446</b>	<b>943,309</b>	<b>926,731</b>

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

Income Category	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
R0-R1500	1,713,416	257,629	12,266,600	731,301	2,140,721	212,087	14,175,063	1,189,724	2,523,068
R1501-R3500	2,511,613	348,738	18,279,764	941,367	3,166,688	637,256	24,838,273	2,122,548	4,117,905
R3501-R5500	6,328,813	1,091,058	41,194,756	3,111,541	7,451,980	1,011,051	46,454,338	3,321,898	8,806,348
R5501-R7500	14,826,919	5,031,549	88,089,409	8,134,263	17,012,251	4,699,799	94,579,424	9,283,106	19,561,650
R7501-R10K	93,137,458	358,832,860	542,490,787	39,994,977	45,868,946	41,961,186	186,364,880	15,352,776	30,521,413
R10.1K-R15K	505,663,407	334,233,323	397,844,871	721,437,210	1,024,840,421	1,067,756,821	1,410,433,405	1,175,863,799	1,446,326,139
<b>Total</b>	<b>624,181,626</b>	<b>699,795,157</b>	<b>1,100,166,187</b>	<b>774,350,659</b>	<b>1,100,481,007</b>	<b>1,116,278,200</b>	<b>1,776,845,383</b>	<b>1,207,133,851</b>	<b>1,511,856,523</b>

Table 15: Number of developmental credit granted by income category

Income Category	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
R0-R1500	149	49	569	101	160	53	541	116	177
R1501-R3500	196	34	738	74	206	31	901	95	233
R3501-R5500	516	103	1,759	285	516	105	1,863	240	558
R5501-R7500	1,566	818	4,678	1,289	1,590	733	3,965	1,232	1,659
R7501-R10K	2,236	1,504	7,302	1,022	2,185	658	6,643	1,034	2,108
R10.1K-R15K	5,386	4,090	12,713	4,648	6,722	5,432	16,483	6,575	8,180
<b>Total</b>	<b>10,049</b>	<b>6,598</b>	<b>27,759</b>	<b>7,419</b>	<b>11,379</b>	<b>7,012</b>	<b>30,396</b>	<b>9,292</b>	<b>12,915</b>

## D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
Current	817,761,579,034	828,182,824,138	834,753,411,292	842,289,753,404	848,254,607,371	858,277,449,159	866,463,935,396	872,358,345,789	884,708,055,576
30 Days	27,576,121,135	27,203,271,198	26,785,050,590	27,933,470,176	28,368,767,358	28,172,417,519	26,815,022,127	29,227,987,899	28,996,449,404
31-60 Days	12,091,259,153	11,439,899,075	13,612,644,616	12,218,824,598	10,971,955,881	11,405,716,615	11,723,938,047	12,276,577,792	12,546,568,189
61-90 Days	7,166,448,154	6,923,551,185	7,186,984,894	6,952,325,925	6,092,877,755	5,882,673,383	6,329,947,344	6,546,514,996	6,690,484,292
91-120 Days	5,414,621,232	5,288,856,813	4,807,732,010	5,003,566,940	5,658,303,868	5,607,937,377	6,171,226,251	6,306,722,201	6,357,530,576
120+ Days	25,390,769,738	25,078,495,560	26,636,257,345	27,822,772,089	29,240,166,362	29,730,473,414	30,915,383,525	31,762,600,485	30,688,236,396
<b>Total</b>	<b>895,400,798,446</b>	<b>904,116,897,969</b>	<b>913,782,080,747</b>	<b>922,220,713,132</b>	<b>928,586,678,595</b>	<b>939,076,667,467</b>	<b>948,419,452,690</b>	<b>958,478,749,162</b>	<b>969,987,324,433</b>

Table 17: Age analysis of accounts – mortgages

Ageing	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
Current	1,572,693	1,570,933	1,562,089	1,560,593	1,549,218	1,551,634	1,547,923	1,551,982	1,555,344
30 Days	60,534	59,682	58,659	58,960	57,577	55,966	53,407	56,402	55,096
31-60 Days	23,760	22,206	25,229	22,968	20,587	21,559	20,880	21,977	21,944
61-90 Days	13,024	12,337	13,354	12,335	11,259	10,476	11,747	11,670	11,724
91-120 Days	10,614	10,540	9,696	9,327	10,875	10,809	11,133	11,129	11,355
120+ Days	49,607	49,405	53,145	53,228	55,693	55,099	55,346	52,287	52,218
<b>Total</b>	<b>1,730,232</b>	<b>1,725,103</b>	<b>1,722,172</b>	<b>1,717,411</b>	<b>1,705,209</b>	<b>1,705,543</b>	<b>1,700,436</b>	<b>1,705,447</b>	<b>1,707,681</b>

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

Ageing	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
Current	361,506,447,225	368,273,427,088	371,888,228,168	373,113,177,839	377,460,927,824	380,800,787,387	386,933,426,201	390,542,820,920	394,120,233,759
30 Days	14,302,809,952	15,126,632,258	16,045,273,540	16,892,113,439	18,083,333,193	19,468,965,190	17,943,813,756	17,818,000,988	17,936,540,319
31-60 Days	5,478,587,259	5,603,618,828	6,289,514,140	6,263,738,726	6,097,898,444	6,380,689,201	6,738,481,828	6,703,608,987	6,716,224,277
61-90 Days	2,437,827,702	2,638,967,846	2,791,312,374	2,948,484,392	2,776,439,123	2,998,699,518	3,138,098,755	3,171,514,204	3,050,917,051
91-120 Days	2,013,879,271	2,118,126,854	2,227,371,310	2,455,224,569	2,423,367,064	2,510,923,318	2,621,483,796	2,678,525,383	2,709,652,384
120+ Days	12,891,225,481	12,764,187,839	13,319,009,825	14,382,268,909	14,678,123,974	15,073,086,241	15,036,224,946	14,963,666,531	14,855,150,313
<b>Total</b>	<b>398,630,776,890</b>	<b>406,524,960,713</b>	<b>412,560,709,357</b>	<b>416,055,007,873</b>	<b>421,520,089,622</b>	<b>427,233,150,855</b>	<b>432,411,529,282</b>	<b>435,878,137,013</b>	<b>439,388,718,103</b>

Table 19: Age analysis of accounts – secured credit

Ageing	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
Current	2,727,875	2,562,671	2,628,598	2,602,064	2,581,294	2,547,559	2,551,724	2,550,056	2,545,133
30 Days	247,215	274,129	213,837	210,797	215,632	235,372	213,020	212,430	210,337
31-60 Days	109,725	125,376	114,329	108,089	106,372	112,447	118,346	110,753	109,952
61-90 Days	60,996	76,211	73,558	70,638	69,588	71,040	72,434	71,190	69,013
91-120 Days	51,432	60,087	59,208	60,767	58,457	55,609	57,332	56,770	55,803
120+ Days	443,238	579,555	535,382	553,299	530,320	547,054	445,584	429,016	413,441
<b>Total</b>	<b>3,640,481</b>	<b>3,678,029</b>	<b>3,624,912</b>	<b>3,605,654</b>	<b>3,561,663</b>	<b>3,569,081</b>	<b>3,458,440</b>	<b>3,430,215</b>	<b>3,403,679</b>

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

Ageing	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
Current	187,285,774,759	190,898,529,483	192,703,637,792	194,118,914,151	195,243,688,518	200,462,711,070	203,482,940,277	209,117,359,607	213,177,750,516
30 Days	11,111,527,331	11,133,158,089	11,287,144,521	11,137,010,776	10,485,498,236	10,858,854,666	11,501,877,558	11,161,508,313	11,101,906,093
31-60 Days	3,963,737,083	3,889,418,712	4,506,516,955	4,255,820,816	4,042,328,231	4,079,792,075	4,809,521,370	4,439,627,817	4,178,271,556
61-90 Days	2,676,355,738	2,624,981,845	2,754,826,382	2,904,144,923	2,680,230,468	2,695,319,426	3,120,404,838	3,135,231,809	3,139,940,214
91-120 Days	2,759,485,335	2,710,585,538	2,701,129,761	2,755,965,606	2,872,374,775	2,483,976,282	2,920,938,295	3,459,336,717	3,067,961,226
120+ Days	16,392,838,108	15,889,929,345	15,781,372,174	16,100,314,830	17,153,221,946	17,730,309,509	17,836,126,052	18,545,468,619	20,324,444,464
<b>Total</b>	<b>224,189,718,354</b>	<b>227,146,603,012</b>	<b>229,734,627,585</b>	<b>231,272,171,102</b>	<b>232,477,342,174</b>	<b>238,310,963,028</b>	<b>243,671,808,390</b>	<b>249,858,532,882</b>	<b>254,990,274,069</b>

Table 21: Age analysis of accounts – credit facilities

Ageing	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
Current	18,460,847	18,320,423	17,905,534	18,451,540	18,781,462	19,166,569	18,958,631	19,328,645	19,672,349
30 Days	2,105,741	2,261,782	2,182,464	2,095,949	2,042,410	2,271,027	2,215,486	2,206,972	2,144,570
31-60 Days	776,930	775,013	843,149	766,077	729,383	731,295	921,395	795,232	719,736
61-90 Days	517,539	499,806	555,636	522,910	495,839	486,175	601,468	614,952	520,985
91-120 Days	424,291	676,529	460,029	466,214	428,126	419,910	497,759	564,410	450,327
120+ Days	3,118,636	2,845,592	2,869,539	2,832,093	2,758,711	2,593,383	2,508,436	2,585,080	3,209,753
<b>Total</b>	<b>25,403,984</b>	<b>25,379,145</b>	<b>24,816,351</b>	<b>25,134,783</b>	<b>25,235,931</b>	<b>25,668,359</b>	<b>25,703,175</b>	<b>26,095,291</b>	<b>26,717,720</b>

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

Ageing	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
Current	126,611,543,830	131,007,891,960	134,317,761,301	137,275,804,761	141,689,165,204	147,312,573,163	152,079,790,246	155,433,035,533	158,167,071,529
30 Days	5,596,047,818	6,095,784,151	6,009,002,362	6,583,970,916	6,646,298,745	7,338,051,901	7,387,624,159	7,237,528,239	8,550,217,984
31-60 Days	3,186,594,253	3,205,391,426	3,332,996,827	3,671,410,631	3,671,522,762	3,931,398,344	4,280,516,709	4,306,832,128	4,804,463,181
61-90 Days	2,325,132,736	2,390,255,625	2,395,200,774	2,571,063,481	2,576,107,890	2,710,356,672	2,964,516,400	3,157,625,264	3,272,112,144
91-120 Days	2,102,730,883	2,242,174,839	2,095,362,306	2,771,477,806	2,830,270,187	3,082,501,891	3,185,826,037	3,541,456,795	3,768,025,162
120+ Days	25,994,850,715	24,854,236,941	24,414,405,991	25,703,540,150	27,021,911,936	30,449,004,922	30,971,292,540	31,985,710,932	34,083,068,466
<b>Total</b>	<b>165,816,900,235</b>	<b>169,795,734,942</b>	<b>172,564,729,561</b>	<b>178,577,267,745</b>	<b>184,435,276,724</b>	<b>194,823,886,893</b>	<b>200,869,566,091</b>	<b>205,662,188,891</b>	<b>212,644,958,466</b>

Table 23: Age analysis of accounts – unsecured credit

Ageing	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
Current	3,903,288	3,826,798	3,798,923	3,734,785	3,726,629	3,790,442	3,824,681	3,798,182	3,724,308
30 Days	225,569	229,696	223,255	240,007	226,359	243,589	244,248	233,025	253,658
31-60 Days	131,269	119,665	124,554	133,889	114,586	129,807	137,541	134,547	144,067
61-90 Days	94,318	88,109	89,240	92,695	105,437	90,446	97,432	97,994	97,333
91-120 Days	81,358	78,568	75,866	100,166	74,294	98,813	100,937	107,382	109,014
120+ Days	842,342	792,030	729,754	765,156	783,201	863,638	834,227	840,538	851,388
<b>Total</b>	<b>5,278,144</b>	<b>5,134,866</b>	<b>5,041,592</b>	<b>5,066,698</b>	<b>5,030,506</b>	<b>5,216,735</b>	<b>5,239,066</b>	<b>5,211,668</b>	<b>5,179,768</b>

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

Ageing	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)
Current	1,869,591,969	2,065,437,401	1,884,787,971	1,848,063,831	1,772,805,351	1,999,780,254	1,686,256,007	1,404,800,910	1,414,078,781
30 Days	157,635,869	163,602,390	169,230,311	187,629,250	158,238,247	158,926,713	146,595,192	98,023,073	101,326,035
31-60 Days	97,127,674	100,841,734	116,645,373	115,018,915	123,033,567	155,096,181	150,035,510	121,520,026	119,259,840
61-90 Days	77,918,967	72,422,633	85,305,028	89,086,352	86,523,235	104,379,699	114,764,223	94,588,401	79,144,852
91-120 Days	58,864,253	57,831,387	65,395,588	61,603,065	68,662,876	88,506,414	84,205,103	84,717,977	81,126,462
120+ Days	278,009,799	224,186,543	268,560,123	304,197,034	299,209,112	398,141,004	412,242,028	462,022,962	477,399,435
<b>Total</b>	<b>2,539,148,531</b>	<b>2,684,322,088</b>	<b>2,589,924,394</b>	<b>2,605,598,447</b>	<b>2,508,472,388</b>	<b>2,904,830,265</b>	<b>2,594,098,063</b>	<b>2,265,673,349</b>	<b>2,272,335,405</b>

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

Ageing	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
Current	708,075	771,363	735,440	697,137	716,868	692,439	595,137	513,501	516,568
30 Days	62,709	64,635	77,333	87,894	78,033	65,897	63,362	49,631	47,227
31-60 Days	43,228	45,713	56,815	50,481	53,009	63,133	58,588	52,466	51,161
61-90 Days	30,579	29,592	35,554	37,424	38,118	38,896	39,624	34,278	29,971
91-120 Days	20,583	19,236	25,706	22,419	28,383	31,861	29,499	27,770	26,904
120+ Days	88,585	74,635	89,871	102,651	104,204	122,635	116,373	123,413	122,116
<b>Total</b>	<b>953,759</b>	<b>1,005,174</b>	<b>1,020,719</b>	<b>998,006</b>	<b>1,018,615</b>	<b>1,014,861</b>	<b>902,583</b>	<b>801,059</b>	<b>793,947</b>

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

Ageing	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
Current	39,041,266,805	41,949,972,356	42,803,941,945	43,464,686,439	44,962,132,202	47,282,998,306	47,889,635,739	47,891,721,475	48,371,870,552
30 Days	1,096,438,075	935,829,823	1,026,214,924	1,018,849,195	1,065,846,143	1,178,268,211	1,298,761,735	1,407,725,875	1,491,166,059
31-60 Days	424,613,002	401,230,446	453,353,077	431,832,366	474,380,246	514,819,826	519,840,752	523,375,133	608,954,215
61-90 Days	226,766,385	207,320,409	226,558,391	227,075,796	236,770,832	278,210,588	301,494,773	304,928,098	355,738,094
91-120 Days	188,579,809	180,188,188	165,204,710	177,315,016	171,894,771	208,315,745	220,178,948	231,107,216	298,265,547
120+ Days	1,439,768,855	1,557,125,124	1,645,649,942	1,714,759,664	1,746,412,406	1,993,312,395	2,120,520,662	2,218,338,067	2,595,980,075
<b>Total</b>	<b>42,417,432,931</b>	<b>45,231,666,346</b>	<b>46,320,922,989</b>	<b>47,034,518,476</b>	<b>48,657,436,600</b>	<b>51,455,925,071</b>	<b>52,350,432,609</b>	<b>52,577,195,864</b>	<b>53,721,974,542</b>

Table 27: Age analysis of accounts – developmental credit

Ageing	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3
Current	1,104,831	1,012,780	1,015,293	1,019,212	1,023,274	1,044,569	1,047,521	1,033,648	1,046,257
30 Days	5,121	4,564	5,159	5,056	5,484	6,320	6,701	6,675	6,904
31-60 Days	8,925	7,729	8,112	8,369	9,618	8,071	9,236	3,157	5,898
61-90 Days	6,023	6,237	4,423	5,678	6,347	6,779	5,103	8,361	8,809
91-120 Days	4,726	5,018	3,284	4,454	4,931	5,774	3,790	6,898	6,371
120+ Days	37,539	25,438	38,196	37,136	39,093	39,239	43,379	45,166	38,198
<b>Total</b>	<b>1,167,165</b>	<b>1,061,766</b>	<b>1,074,467</b>	<b>1,079,905</b>	<b>1,088,747</b>	<b>1,110,752</b>	<b>1,115,730</b>	<b>1,103,905</b>	<b>1,112,437</b>

