

# 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 R54.68 billion to R129.45 billion for the quarter ended September 2020, an increase of 136.72% when compared to the previous quarter and a decrease of 9.48% year on year. The number of applications for credit increased from 5.78 million to 9.04 million in September 2020, representing an increase of 56.36% for the quarter. The rejection rate for applications was 64.33%.

The Banks' share of total credit granted was R106.38 billion (82.18%), Retailers R3.44 billion (2.66%), Non-Bank financiers R11.20 billion (8.65%) and "Other credit providers" R8.43 billion (6.51%). 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 2020 was R1.98 trillion, representing a quarter-on-quarter increase of 0.83%. The number of accounts decreased by 2.67% for the quarter ended September 2020. Mortgages accounted for R993.19 billion (50.16%); "Secured credit agreements" for R449.55 billion (22.71%); Credit facilities for R260.91 billion (13.18%); Unsecured credit for R218.57 billion (11.04%); Developmental credit for R55.75 billion (2.82%) and Short-term credit for R1.89 billion (0.10%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended September 2020

- The value of mortgages granted increased by 279.29% quarter-on-quarter from R12.99 billion to R49.25 billion;



For further information on credit bureau information, please access the Credit Bureau Monitor on [www.ncr.org.za](http://www.ncr.org.za)

1. Market overview.....	3
2. Mortgage agreements.....	7
3. Secured credit .....	9
4. Credit facilities .....	11
5. Unsecured credit transactions .....	13
6. Short-term credit transactions.....	16
7. Developmental credit .....	19
8. Definitions .....	22
9. Appendix tables .....	23

- Secured credit granted increased from R20.51 billion for June 2020 to R43.25 billion for September 2020 (a quarter-on-quarter increase of 110.85%);
- Unsecured credit agreements increased from R10.22 billion to R20.29 billion for September 2020 (a quarter-on-quarter increase of 98.60%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased from R9.51 billion to R14.00 billion for September 2020 (a quarter-on-quarter increase of 47.27%);
- Short-term credit showed a quarter-on-quarter increase of 52.54% from R1.04 billion to R1.58 billion;
- Developmental credit showed a quarter-on-quarter increase of 151.72% from R425.83 million to R1.07 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 2020 (2020-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 2019 to the quarter ended September 2020 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended June 2020 to the quarter ended September 2020. 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 R16.24 billion (0.83%) for the quarter ended September 2020. The value of credit granted to consumers increased by R74.76 billion (136.72%) from R54.68 billion to R129.45 billion for the quarter ended September 2020.

Figure 1.1 Total credit granted and gross debtors book September 2020

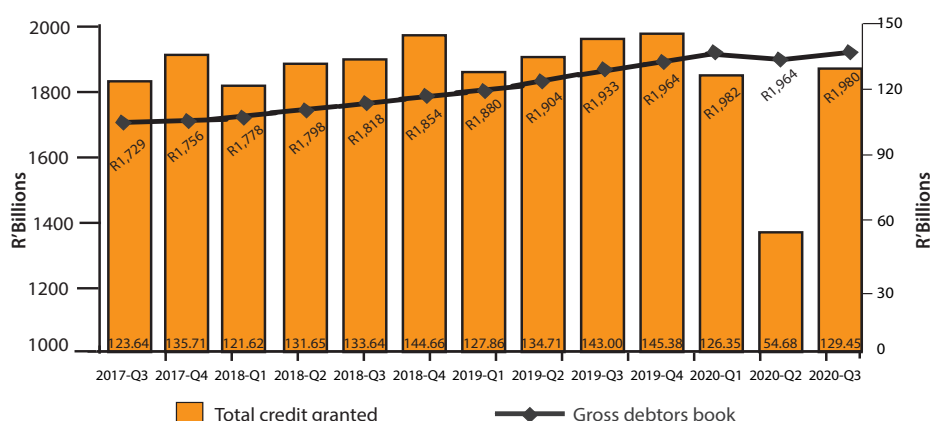


Table 1.1: Credit granted

Agreements	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	% Change (Q3/Q2)	% Change (Y/Y)
Credit transactions	120,431,099	124,075,795	107,135,851	45,177,842	115,447,796	155.54%	-4.14%
Credit facilities	22,572,414	21,306,448	19,215,217	9,505,285	13,998,170	47.27%	-37.99%
<b>Total</b>	<b>143,003,514</b>	<b>145,382,243</b>	<b>126,351,067</b>	<b>54,683,126</b>	<b>129,445,966</b>	<b>136.72%</b>	<b>-9.48%</b>

### 1.1 Credit granted

The value of consumer credit granted for the quarter ended September 2020 showed an increase of R74.76 billion (136.72%) when compared to the quarter ended June 2020 as depicted in Table 1.1. On a y-o-y basis the value of credit granted decreased by R13.56 billion (9.48%).

Table 1.2: Credit granted – number of agreements

Agreements	2019-Q3 000	2019-Q4 000	2020-Q1 000	2020-Q2 000	2020-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of credit transactions	2,040	2,145	1,815	825	1,399	69.52%	-31.42%
Number of credit facilities	2,762	2,607	2,111	1,227	1,679	36.88%	-39.22%
<b>Total</b>	<b>4,802</b>	<b>4,752</b>	<b>3,926</b>	<b>2,052</b>	<b>3,078</b>	<b>50.00%</b>	<b>-35.91%</b>

The total number of credit agreements entered into was 3.08 million for the quarter ended September 2020. This was an increase of 50.00% 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 35.91%.

Table 1.3: Credit granted – per industry

Agreements	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	114,482,656	115,934,808	102,187,493	42,855,322	106,377,750	82.18%	148.23%	-7.08%
Non-bank vehicle financiers	11,105,382	11,887,962	9,904,496	6,072,429	11,200,925	8.65%	84.46%	0.86%
Retailers	6,232,971	6,180,329	4,737,247	1,758,383	3,436,948	2.66%	95.46%	-44.86%
Other credit providers	11,182,505	11,379,144	9,521,831	3,996,993	8,430,343	6.51%	110.92%	-24.61%
<b>Total</b>	<b>143,003,514</b>	<b>145,382,243</b>	<b>126,351,067</b>	<b>54,683,126</b>	<b>129,445,966</b>	<b>100.00%</b>	<b>136.72%</b>	<b>-9.48%</b>

Banks accounted for 82.18% of the total value of credit granted for the quarter ended September 2020 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (8.65%), retailers (2.66%) and other credit providers (6.51%).

Table 1.4: Number of applications received and rejected

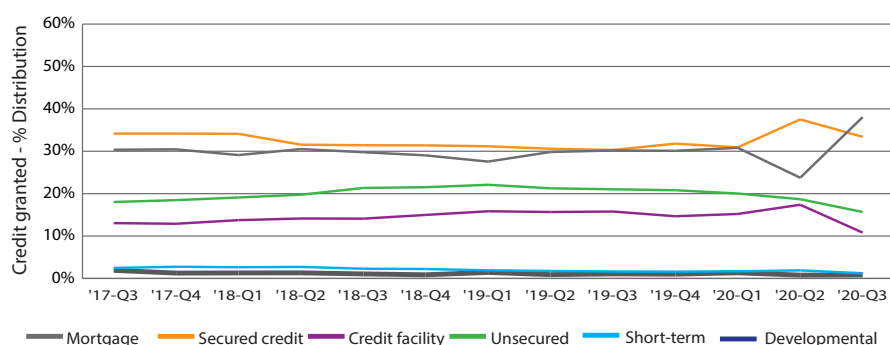
Agreements	2019-Q3 000	2019-Q4 000	2020-Q1 000	2020-Q2 000	2020-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of applications received	11,946	11,944	10,447	5,783	9,042	56.36%	-24.30%
Number of applications rejected	6,889	7,044	6,373	3,898	5,817	49.21%	-15.56%
<b>% of applications rejected</b>	<b>57.67%</b>	<b>58.97%</b>	<b>61.00%</b>	<b>67.41%</b>	<b>64.33%</b>		

The rejection rate decreased from 67.41% for the quarter ended June 2020 to 64.33% for the quarter ended September 2020. The number of applications received increased by 56.36% and number of applications rejected increased by 49.21% for the quarter ended September 2020.

Table 1.5: Credit granted – credit type

Agreements	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	43,160,531	43,733,484	38,932,900	12,985,206	49,251,586	38.05%	279.29%	14.11%
Secured credit	43,333,966	46,191,486	39,080,872	20,512,091	43,250,064	33.41%	110.85%	-0.19%
Credit facilities	22,572,414	21,306,448	19,215,217	9,505,285	13,998,170	10.81%	47.27%	-37.99%
Unsecured credit	30,067,134	30,224,428	25,314,143	10,217,700	20,292,392	15.68%	98.60%	-32.51%
Short-term credit	2,342,794	2,466,306	2,122,244	1,037,012	1,581,829	1.22%	52.54%	-32.48%
Developmental credit	1,526,675	1,460,091	1,685,692	425,833	1,071,926	0.83%	151.72%	-29.79%
<b>Total</b>	<b>143,003,514</b>	<b>145,382,243</b>	<b>126,351,067</b>	<b>54,683,126</b>	<b>129,445,966</b>	<b>100.00%</b>	<b>136.72%</b>	<b>-9.48%</b>

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted increased from R10.22 billion for the quarter ended June 2020 to R20.29 billion for the quarter ended September 2020 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted increased from R12.99 billion for the quarter ended June 2020 to R49.25 billion for the quarter ended September 2020.

Table 1.6: Gross debtors book – credit type

Agreements	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	969,987,324	978,624,379	988,636,098	984,375,509	993,194,573	50.16%	0.90%	2.39%
Secured credit	439,388,718	446,276,382	448,012,944	443,503,348	449,548,418	22.71%	1.36%	2.31%
Credit facilities	254,990,274	261,260,573	264,244,477	257,281,372	260,907,673	13.18%	1.41%	2.32%
Unsecured credit	212,644,958	220,311,786	223,869,956	220,899,741	218,565,228	11.04%	-1.06%	2.78%
Short-term credit	2,272,335	2,386,144	2,163,595	1,794,348	1,889,860	0.10%	5.32%	-16.83%
Developmental Credit	53,721,975	55,752,199	55,353,387	55,765,369	55,750,871	2.82%	-0.03%	3.78%
<b>Total</b>	<b>1,933,005,585</b>	<b>1,964,611,462</b>	<b>1,982,280,456</b>	<b>1,963,619,687</b>	<b>1,979,856,623</b>	<b>100.00%</b>	<b>0.83%</b>	<b>2.42%</b>

There was a q-o-q increase of R16.24 billion (0.83%) in the value of gross debtors book for the period ended September 2020 as indicated in Table 1.6. The corresponding y-o-y growth was R46.86 billion (2.42%). The Mortgage credit book increased by R8.82 billion (0.90%) q-o-q and by R23.21 billion (2.39%) on a y-o-y basis. The Secured book increased by R6.05 billion (1.36%) q-o-q and by R10.16 billion (2.31%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	1,588,864,211	1,613,168,508	1,631,455,827	1,617,445,873	1,637,769,779	82.72%	1.26%	3.08%
Retailers	42,181,653	45,018,125	42,597,663	40,187,857	38,719,783	1.96%	-3.65%	-8.21%
Non-bank vehicle financiers	118,313,689	119,362,813	119,053,020	118,673,412	119,165,197	6.02%	0.41%	0.72%
Other credit providers	183,646,032	187,062,016	189,173,946	187,312,544	184,201,863	9.30%	-1.66%	0.30%
<b>Total</b>	<b>1,933,005,585</b>	<b>1,964,611,462</b>	<b>1,982,280,456</b>	<b>1,963,619,687</b>	<b>1,979,856,623</b>	<b>100.00%</b>	<b>0.83%</b>	<b>2.42%</b>

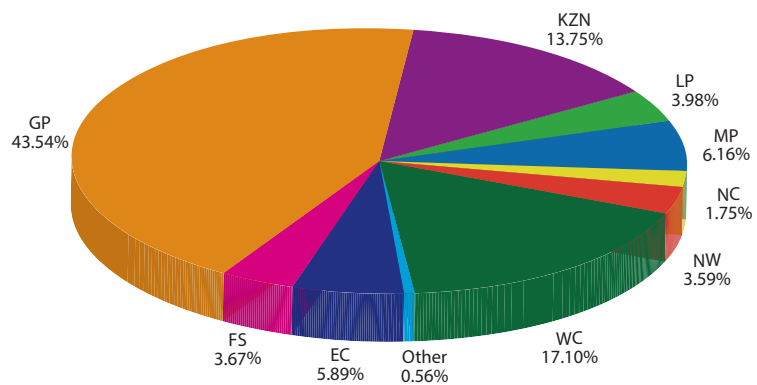
There was a q-o-q (0.83%) and y-o-y (2.42%) increase in the gross debtors book per industry type as indicated in Table 1.7.

**Table 1.8: Gross debtors book – number of accounts**

Agreements	2019-Q3 000	2019-Q4 000	2020-Q1 000	2020-Q2 000	2020-Q3 000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	1,708	1,700	1,715	1,664	1,655	4.43%	-0.54%	-3.06%
Secured credit	3,404	3,499	3,438	3,382	3,351	8.97%	-0.94%	-1.56%
Credit facilities	26,718	27,019	26,280	26,259	25,454	68.16%	-3.07%	-4.73%
Unsecured credit	5,180	5,282	5,230	5,296	5,140	13.76%	-2.96%	-0.78%
Short-term credit	794	798	676	635	614	1.64%	-3.42%	-22.72%
Developmental credit	1,112	1,221	1,153	1,134	1,133	3.03%	-0.15%	1.82%
<b>Total</b>	<b>38,915</b>	<b>39,518</b>	<b>38,492</b>	<b>38,372</b>	<b>37,346</b>	<b>100.00%</b>	<b>-2.67%</b>	<b>-4.03%</b>

The number of accounts that make up the debtors book decreased by 2.67% from 38.37 million to 37.35 million for the quarter ended September 2020. The total number of accounts decreased by 4.03% on a y-o-y basis. Credit facilities had a biggest share of 68.16% of the total number of accounts for the quarter ended September 2020 as indicated in Table 1.8.

**Figure 1.3: Provincial distribution of credit granted: 2020-Q3**



A significant portion of credit granted went to consumers in the Gauteng province at R56.36 billion (43.54%). The Western Cape and KwaZulu-Natal accounted for R22.13 billion (17.10%) and R17.80 billion (13.75%) respectively. The remaining provinces constituted R33.15 billion (25.61%) as illustrated in Figure 1.3.

## 2. Mortgage agreements

### 2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R50K	15,575	17,208	14,101	5,794	9,542	0.02%	64.67%	-38.74%
R51K-R100K	85,202	78,436	100,074	25,964	50,297	0.10%	93.72%	-40.97%
R101K-R150K	135,613	125,600	119,727	42,267	91,398	0.19%	116.24%	-32.60%
R151K-R350K	1,129,465	1,085,313	989,229	318,333	846,061	1.72%	165.78%	-25.09%
R351K-R700K	6,673,016	6,524,039	5,799,782	1,760,263	6,473,354	13.14%	267.75%	-2.99%
≥R700K	35,121,661	35,902,889	31,909,986	10,832,584	41,780,934	84.83%	285.70%	18.96%
<b>Total</b>	<b>43,160,531</b>	<b>43,733,484</b>	<b>38,932,900</b>	<b>12,985,206</b>	<b>49,251,586</b>	<b>100.00%</b>	<b>279.29%</b>	<b>14.11%</b>

The rand value of mortgage agreements granted increased by 279.29% for the quarter ended September 2020 as indicated in Table 2.1. The majority (84.83%) of mortgage agreements granted during the September 2020 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 14.11%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	403	447	417	161	257	0.58%	59.63%	-36.23%
R51K-R100K	1,029	946	980	314	604	1.37%	92.36%	-41.30%
R101K-R150K	1,021	941	899	317	685	1.56%	116.09%	-32.91%
R151K-R350K	4,357	4,136	3,797	1,244	3,207	7.29%	157.80%	-26.39%
R351K-R700K	12,262	11,966	10,659	3,200	11,795	26.81%	268.59%	-3.81%
≥ R700K	23,339	23,845	21,481	7,115	27,449	62.39%	285.79%	17.61%
<b>Total</b>	<b>42,411</b>	<b>42,281</b>	<b>38,233</b>	<b>12,351</b>	<b>43,997</b>	<b>100.00%</b>	<b>256.22%</b>	<b>3.74%</b>

The number of mortgage agreements entered into increased by 256.22% for the quarter ended September 2020 as indicated in Table 2.2. The majority (62.39%) of mortgages were granted in favour of larger sized credit agreements (≥R700k). On a y-o-y basis mortgage agreements increased by 3.74%.

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

Level of income	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K	200	224	158	66	230
% share of credit granted	0.47%	0.53%	0.41%	0.53%	0.52%
R10.1K-R15K	694	700	613	120	622
% share of credit granted	1.64%	1.66%	1.60%	0.97%	1.41%
>R15K	41,517	41,357	37,462	12,165	43,145
% share of credit granted	97.89%	97.81%	97.98%	98.49%	98.06%
<b>Total number of mortgages</b>	<b>42,411</b>	<b>42,281</b>	<b>38,233</b>	<b>12,351</b>	<b>43,997</b>

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

Level of income	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K (R000)	72,201	90,463	54,680	26,623	110,112
% share of credit granted	0.17%	0.21%	0.14%	0.21%	0.22%
R10.1K-R15K (R000)	257,778	268,554	242,854	52,447	248,979
% share of credit granted	0.60%	0.61%	0.62%	0.40%	0.51%
>R15K (R000)	42,830,552	43,374,467	38,635,366	12,906,136	48,892,494
% share of credit granted	99.24%	99.18%	99.24%	99.39%	99.27%
<b>Total value of mortgages(R000)</b>	<b>43,160,531</b>	<b>43,733,484</b>	<b>38,932,900</b>	<b>12,985,206</b>	<b>49,251,586</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 quarter ended September 2020 remained in favour of individuals with a gross monthly income of “Greater than R15k” for both rand values and number of accounts.

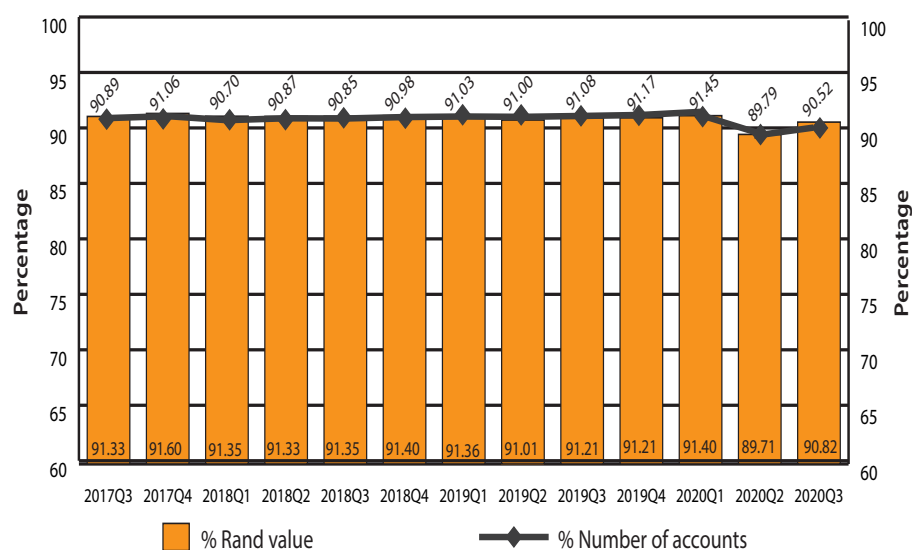
Table 2.5: Gross debtors book – mortgages

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	969,987,324	978,624,379	988,636,098	984,375,509	993,194,573	0.90%	2.39%
Number of accounts	1,707,681	1,699,634	1,715,135	1,664,342	1,655,372	-0.54%	-3.06%

## 2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R8.82 billion (0.90%) on a q-o-q and of R23.21 billion (2.39%) on a y-o-y basis. The number of accounts decreased by 0.54% q-o-q and by 3.06% 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 89.71% for June 2020 to 90.82% for September 2020. The percentage (number) of accounts reported as “current” increased from 89.79% to 90.52% 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	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	40,307,153	42,461,583	36,482,391	19,147,243	40,556,728	93.77%	111.81%
Retirement benefits	373,818	374,299	436,532	164,334	464,498	1.07%	182.65%
Insurance policy	88,260	91,130	78,748	36,187	62,880	0.15%	73.77%
Furniture & other durables	1,260,659	1,814,661	980,085	533,787	1,186,428	2.74%	122.27%
Other security	1,304,076	1,449,812	1,103,116	630,540	979,530	2.26%	55.35%
<b>Total</b>	<b>43,333,966</b>	<b>46,191,486</b>	<b>39,080,872</b>	<b>20,512,091</b>	<b>43,250,064</b>	<b>100.00%</b>	<b>110.85%</b>

As indicated in Table 3.1 the value of secured credit granted increased by R22.74 billion (110.85%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R40.56 billion (93.77%).

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

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	143,159	148,818	130,036	63,889	133,865	55.14%	109.53%
Retirement benefits	2,385	2,405	2,497	847	2,359	0.97%	178.51%
Insurance policy	6,495	7,093	5,930	2,449	4,251	1.75%	73.58%
Furniture & other durables	107,829	152,466	86,643	50,560	100,036	41.21%	97.86%
Other security	5,753	3,245	2,607	1,269	2,258	0.93%	77.94%
<b>Total</b>	<b>265,621</b>	<b>314,027</b>	<b>227,713</b>	<b>119,014</b>	<b>242,769</b>	<b>100.00%</b>	<b>103.98%</b>

Table 3.2. indicated an increase in the number of secured credit agreements by 103.98% for the quarter ended September 2020. 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	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K	83,292	118,058	68,155	34,809	76,614
% share of credit granted	31.60%	37.85%	30.19%	29.47%	31.79%
R10.1K-R15K	26,156	29,768	20,827	11,657	22,642
% share of credit granted	9.92%	9.54%	9.22%	9.87%	9.39%
>R15K	154,105	164,091	136,802	71,665	141,764
% share of credit granted	58.47%	52.61%	60.59%	60.67%	58.82%
<b>Total number of secured credit agreements</b>	<b>263,553</b>	<b>311,917</b>	<b>225,784</b>	<b>118,131</b>	<b>241,020</b>

There was an increase in the percentage share of the numbers of secured credit agreements for individuals with a gross monthly income of “Up to R10K” from 29.47% to 31.79% for the quarter ended September 2020 as indicated in Table 3.3. The percentage share of the number of secured credit agreements entered into with individuals with a gross monthly income of “Greater than R15K” decreased from 60.67% to 58.82% for the quarter ended September 2020.

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

Level of income	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K (R000)	1,637,393	2,032,522	1,341,616	699,018	1,607,467
% share of credit granted	3.84%	4.48%	3.49%	3.47%	3.78%
R10.1K-R15K (R000)	2,510,776	2,684,913	2,129,097	1,162,617	2,449,439
% share of credit granted	5.88%	5.91%	5.54%	5.76%	5.76%
>R15K (R000)	38,520,410	40,685,790	34,961,761	18,311,100	38,503,861
% share of credit granted	90.28%	89.61%	90.97%	90.77%	90.47%
<b>Total value of secured credit (R000)</b>	<b>42,668,579</b>	<b>45,403,224</b>	<b>38,432,474</b>	<b>20,172,735</b>	<b>42,560,767</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 2020 as indicated in Table 3.4.

### 3.3 Gross debtors book – secured credit

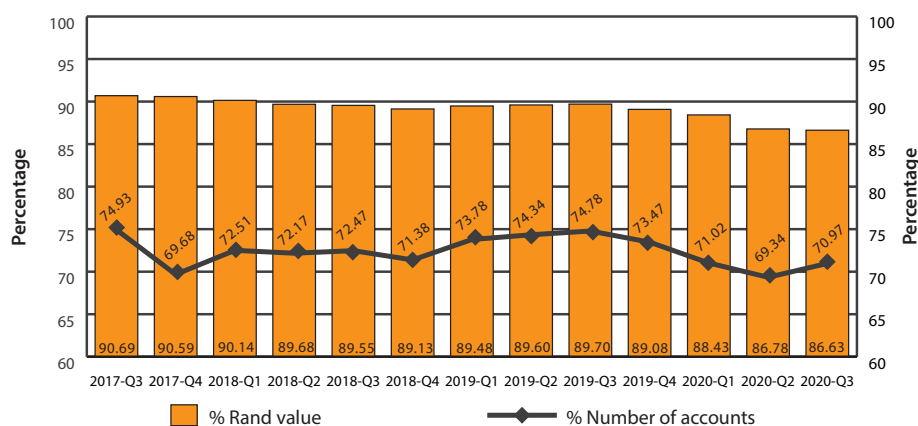
Table 3.5: Gross debtors book – secured credit

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	439,388,718	446,276,382	448,012,944	443,503,348	449,548,418	1.36%	2.31%
Number of accounts	3,403,679	3,498,839	3,437,808	3,382,471	3,350,542	-0.94%	-1.56%

The rand value of the gross debtors book for secured credit showed an increase of R6.05 billion (1.36%) for the quarter ended September 2020 and of R10.16 billion (2.31%) on a y-o-y basis. The number of accounts decreased by 0.94% q-o-q and by 1.56% on a y-o-y basis as indicated in Table 3.5.

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

Figure 3.1: Secured credit book reported as “current”



The percentage (rand value) of the gross debtors book for secured credit reported as “current” decreased from 86.78% for the quarter ended June 2020 to 86.63% for the quarter ended September 2020. The percentage (number) of accounts reported as “current” increased from 69.34% to 70.97% 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	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	10,992,923	10,362,574	8,730,905	3,360,422	5,295,961	37.83%	57.60%	-51.82%
Bank overdraft	3,522,732	2,877,395	3,261,405	1,728,814	1,905,433	13.61%	10.22%	-45.91%
Services	220,567	290,889	240,458	158,066	187,952	1.34%	18.91%	-14.79%
Store cards	5,430,500	5,531,879	4,547,655	1,947,027	2,306,713	16.48%	18.47%	-57.52%
Other facilities	2,405,692	2,243,711	2,434,793	2,310,956	4,302,112	30.73%	86.16%	78.83%
<b>Total</b>	<b>22,572,414</b>	<b>21,306,448</b>	<b>19,215,217</b>	<b>9,505,285</b>	<b>13,998,170</b>	<b>100.00%</b>	<b>47.27%</b>	<b>-37.99%</b>

Table 4.2: Credit facilities granted – number of agreements

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	531,253	477,591	417,906	189,852	292,770	17.44%	54.21%	-44.89%
Bank overdraft	123,843	89,197	108,777	38,208	54,487	3.25%	42.61%	-56.00%
Services	115,548	134,387	101,751	415	1,378	0.08%	232.05%	-98.81%
Store cards	1,896,581	1,809,046	1,397,059	950,278	1,232,767	73.43%	29.73%	-35.00%
Other facilities	95,016	96,661	85,396	47,809	97,459	5.81%	103.85%	2.57%
<b>Total</b>	<b>2,762,241</b>	<b>2,606,882</b>	<b>2,110,889</b>	<b>1,226,562</b>	<b>1,678,861</b>	<b>100.00%</b>	<b>36.88%</b>	<b>-39.22%</b>

Credit and garage cards received R5.30 billion of the total rand value of credit facilities granted (R14.00 billion), followed by Other facilities at R4.30 billion for the quarter ended September 2020 as indicated

in Table 4.1. On a y-o-y basis the total rand value of credit facilities decreased by R8.57 billion (37.99%). Table 4.2 indicated that the store cards (73.43%) dominated the number of agreements for the quarter ended September 2020.

## 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	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K	1,674,400	1,577,125	1,260,551	762,004	963,495
% share of credit granted	60.69%	60.57%	59.78%	62.17%	57.43%
R10.1K-R15K	274,500	261,798	200,725	121,715	181,369
% share of credit granted	9.95%	10.05%	9.52%	9.93%	10.81%
>R15K	809,817	764,860	647,381	342,042	532,966
% share of credit granted	29.35%	29.37%	30.70%	27.90%	31.77%
<b>Total number of credit facilities</b>	<b>2,758,717</b>	<b>2,603,783</b>	<b>2,108,657</b>	<b>1,225,761</b>	<b>1,677,830</b>

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

Level of income	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K (R000)	4,904,543	4,421,043	3,881,186	1,410,962	2,045,513
% share of credit granted	22.07%	20.95%	20.38%	15.01%	14.75%
R10.1K-R15K (R000)	1,776,650	1,657,352	1,365,677	666,794	1,069,457
% share of credit granted	8.00%	7.85%	7.17%	7.09%	7.71%
>R15K (R000)	15,538,836	15,026,710	13,800,500	7,324,808	10,752,364
% share of credit granted	69.93%	71.20%	72.45%	77.90%	77.54%
<b>Total value of credit facilities (R000)</b>	<b>22,220,029</b>	<b>21,105,105</b>	<b>19,047,363</b>	<b>9,402,563</b>	<b>13,867,334</b>

Table 4.3 showed a decrease in the percentage share of the number of credit facilities granted to individuals with a gross monthly income of “Up to R10K” from 62.17% to 57.43%. Table 4.4 showed a decrease in the same category from 15.01% to 14.75% for the quarter ended September 2020.

## 4.3 Gross debtors book – credit facilities

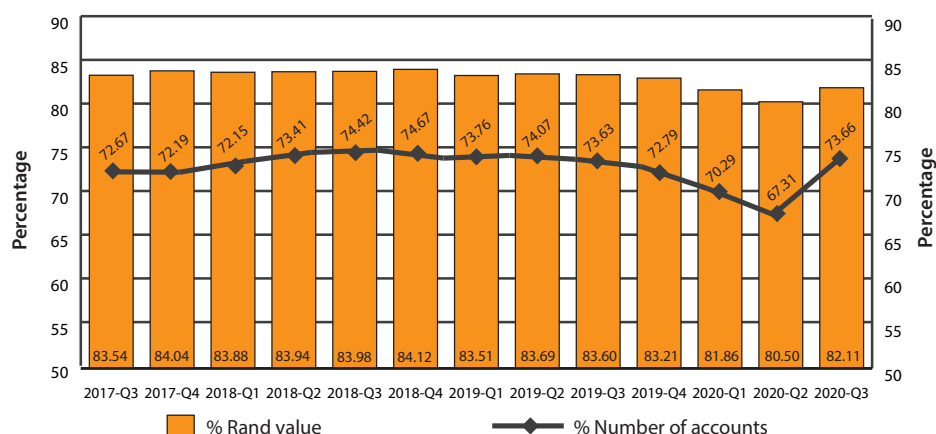
Table 4.5: Gross debtors book – credit facilities

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	254,990,274	261,260,573	264,244,477	257,281,372	260,907,673	1.41%	2.32%
Number of accounts	26,717,720	27,019,276	26,279,748	26,259,107	25,453,917	-3.07%	-4.73%

The rand value of the gross debtors book for credit facilities showed an increase of R3.63 billion (1.41%) q-o-q and of R5.92 billion (2.32%) on a y-o-y basis. The number of accounts decreased by 3.07% q-o-q and by 4.73% on a y-o-y basis as indicated in Table 4.5.

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

Figure 4.1: Credit facilities book reported as “current”



The percentage (rand value) of the gross debtors book for credit facilities reported as “current” increased from 80.50% for the quarter ended June 2020 to 82.11% for the quarter ended September 2020. The percentage (number) of accounts reported as “current” increased from 67.31% to 73.66% 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	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	230,963	277,888	214,282	82,200	129,506	0.64%	57.55%	-43.93%
7-12 Months	1,555,934	1,921,604	1,274,290	794,663	1,858,490	9.16%	133.87%	19.45%
13-18 Months	995,886	1,014,631	864,284	311,615	670,699	3.31%	115.23%	-32.65%
19-24 Months	1,798,357	1,945,075	1,474,835	534,796	1,070,650	5.28%	100.20%	-40.47%
25-36 Months	3,956,699	3,962,425	3,074,015	1,078,925	2,209,456	10.89%	104.78%	-44.16%
3.1-5 Years	15,406,573	15,077,214	13,293,249	5,553,354	10,093,826	49.74%	81.76%	-34.48%
5.1-10 +Years	6,122,722	6,025,591	5,119,187	1,862,146	4,259,764	20.99%	128.76%	-30.43%
<b>Total</b>	<b>30,067,134</b>	<b>30,224,428</b>	<b>25,314,143</b>	<b>10,217,700</b>	<b>20,292,392</b>	<b>100.00%</b>	<b>98.60%</b>	<b>-32.51%</b>

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

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	27,852	30,761	25,990	7,433	10,333	2.12%	39.02%	-62.90%
7-12 Months	150,975	180,971	140,200	73,703	142,641	29.23%	93.53%	-5.52%
13-18 Months	64,917	64,545	53,400	20,706	43,194	8.85%	108.61%	-33.46%
19-24 Months	98,899	107,832	82,607	30,394	47,205	9.67%	55.31%	-52.27%
25-36 Months	125,476	122,788	93,122	28,267	55,396	11.35%	95.97%	-55.85%
3.1-5 Years	262,851	261,816	224,765	81,783	146,591	30.04%	79.24%	-44.23%
5.1-10 +Years	60,924	60,929	52,179	16,794	42,576	8.73%	153.52%	-30.12%
<b>Total</b>	<b>791,894</b>	<b>829,642</b>	<b>672,263</b>	<b>259,080</b>	<b>487,936</b>	<b>100.00%</b>	<b>88.33%</b>	<b>-38.38%</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	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	99,234	106,229	97,066	44,938	67,636	0.33%	50.51%	-31.84%
R3.1K-R5K	267,783	324,134	260,175	104,746	182,688	0.90%	74.41%	-31.78%
R5.1K-R8K	534,653	627,771	492,615	185,181	338,408	1.67%	82.74%	-36.71%
R8.1K-R10K	667,618	645,366	531,487	207,869	408,380	2.01%	96.46%	-38.83%
R10.1K-R15K	1,209,901	1,228,972	956,547	354,249	723,450	3.57%	104.22%	-40.21%
> R15.1K	27,287,944	27,291,954	22,976,253	9,320,717	18,571,830	91.52%	99.25%	-31.94%
<b>Total</b>	<b>30,067,134</b>	<b>30,224,428</b>	<b>25,314,143</b>	<b>10,217,700</b>	<b>20,292,392</b>	<b>100.00%</b>	<b>98.60%</b>	<b>-32.51%</b>

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

Number of agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	51,025	53,668	48,152	22,314	28,170	5.77%	26.24%	-44.79%
R3.1K-R5K	61,580	73,700	59,066	23,012	40,773	8.36%	77.18%	-33.79%
R5.1K-R8K	81,499	96,777	76,430	29,394	54,595	11.19%	85.74%	-33.01%
R8.1K-R10K	68,205	67,260	55,977	22,106	43,758	8.97%	97.95%	-35.84%
R10.1K-R15K	96,586	97,467	75,937	27,507	57,890	11.86%	110.46%	-40.06%
> R15.1K	432,999	440,770	356,701	134,747	262,750	53.85%	95.00%	-39.32%
<b>Total</b>	<b>791,894</b>	<b>829,642</b>	<b>672,263</b>	<b>259,080</b>	<b>487,936</b>	<b>100.00%</b>	<b>88.33%</b>	<b>-38.38%</b>

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 91.52% and 53.85% respectively for the quarter ended September 2020 as indicated in Table 5.3 and 5.4.

## 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	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K	272,272	278,014	202,522	79,239	152,097
% share of credit granted	34.39%	33.51%	30.13%	30.59%	31.17%
R10.1K-R15K	129,324	135,972	107,855	45,448	82,178
% share of credit granted	16.33%	16.39%	16.04%	17.54%	16.84%
>R15K	390,230	415,563	361,841	134,361	253,622
% share of credit granted	49.28%	50.10%	53.83%	51.87%	51.98%
<b>Total number of unsecured credit</b>	<b>791,826</b>	<b>829,549</b>	<b>672,218</b>	<b>259,048</b>	<b>487,897</b>

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

Level of income	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K (R000)	4,837,659	4,529,739	3,247,814	1,306,933	2,527,080
% share of credit granted	16.09%	15.00%	12.83%	12.79%	12.45%
R10.1K-R15K (R000)	4,322,512	4,255,412	3,320,063	1,486,882	2,758,696
% share of credit granted	14.38%	14.09%	13.12%	14.55%	13.60%
>R15K (R000)	20,904,766	21,409,456	18,745,376	7,423,174	15,005,610
% share of credit granted	69.53%	70.90%	74.05%	72.66%	73.95%
<b>Total value of unsecured credit (R000)</b>	<b>30,064,937</b>	<b>30,194,607</b>	<b>25,313,252</b>	<b>10,216,990</b>	<b>20,291,387</b>

There was an increase in the share of the number of unsecured credit agreements for individuals with a gross monthly income of “Up to R10k” from 30.59% for the quarter ended June 2020 to 31.17% for the quarter ended September 2020 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 72.66% to 73.95% for the same period as indicated in Table 5.6.

## 5.3 Gross debtors book – unsecured credit

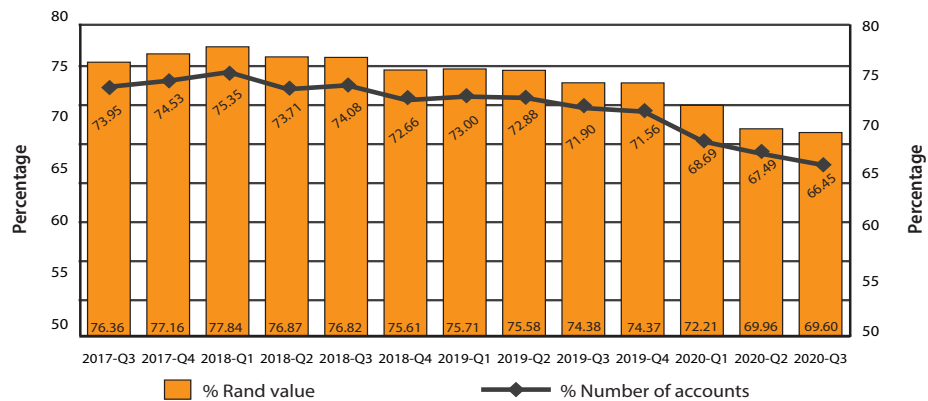
Table 5.7: Gross debtors book – unsecured credit

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	212,644,958	220,311,786	223,869,956	220,899,741	218,565,228	-1.06%	2.78%
Number of accounts	5,179,768	5,281,905	5,229,822	5,296,493	5,139,592	-2.96%	-0.78%

The rand value of gross debtors book for unsecured credit decreased by R2.33billion (1.06%) q-o-q and increased by R5.92 billion (2.78%) on a y-o-y basis. The number of accounts decreased by 2.96% q-o-q and by 0.78% 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 69.96% for the quarter ended June 2020 to 69.60% for the quarter ended September 2020. The percentage (number) of accounts reported as “current” decreased from 67.49% to 66.45% 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	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	1,091,563	1,166,559	1,083,339	491,385	602,364	38.08%	22.58%	-44.82%
2-3 Months	301,471	308,735	238,732	124,251	204,597	12.93%	64.66%	-32.13%
4-6 Months	949,760	991,012	800,172	421,375	774,868	48.99%	83.89%	-18.41%
<b>Total</b>	<b>2,342,794</b>	<b>2,466,306</b>	<b>2,122,244</b>	<b>1,037,012</b>	<b>1,581,829</b>	<b>100.00%</b>	<b>52.54%</b>	<b>-32.48%</b>

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

Agreements per repayment period	2019-Q3 000	2019-Q4 000	2020-Q1 000	2020-Q2 000	2020-Q3 000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	583,465	607,623	566,159	279,921	344,934	56.08%	23.23%	-40.88%
2-3 Months	101,287	100,105	81,033	42,129	75,387	12.26%	78.94%	-25.57%
4-6 Months	242,020	243,958	200,453	109,000	194,700	31.66%	78.62%	-19.55%
<b>Total</b>	<b>926,772</b>	<b>951,686</b>	<b>847,645</b>	<b>431,050</b>	<b>615,021</b>	<b>100.00%</b>	<b>42.68%</b>	<b>-33.64%</b>

The majority of short-term credit agreements were “4-6 months” for rand values and “Up to 1 month” for numbers for the quarter ended September 2020. The rand value of short-term credit increased by R544.82 million (52.54%) q-o-q and decreased by R760.96 million (32.48%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted increased by 42.68% q-o-q and decreased by 33.64% y-o-y as indicated in Table 6.2.

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

Agreements	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	165,021	158,436	146,471	77,512	103,235	6.53%	33.19%	-37.44%
R1001-R2000	363,958	375,893	336,183	174,435	247,795	15.67%	42.06%	-31.92%
R2001-R3000	351,774	355,036	309,728	154,388	240,312	15.19%	55.65%	-31.69%
R3001-R5000	549,686	569,950	495,424	239,119	377,642	23.87%	57.93%	-31.30%
R5001-R8000	912,355	1,006,990	834,438	391,558	612,845	38.74%	56.51%	-32.83%
<b>Total</b>	<b>2,342,794</b>	<b>2,466,306</b>	<b>2,122,244</b>	<b>1,037,012</b>	<b>1,581,829</b>	<b>100.00%</b>	<b>52.54%</b>	<b>-32.48%</b>

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

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	280,075	275,424	258,363	138,493	180,037	29.27%	30.00%	-35.72%
R1001-R2000	241,635	250,439	224,548	116,471	161,740	26.30%	38.87%	-33.06%
R2001-R3000	135,425	137,252	119,861	59,910	92,536	15.05%	54.46%	-31.67%
R3001-R5000	135,319	140,347	122,148	58,851	92,103	14.98%	56.50%	-31.94%
R5001-R8000	134,318	148,224	122,725	57,325	88,605	14.41%	54.57%	-34.03%
<b>Total</b>	<b>926,772</b>	<b>951,686</b>	<b>847,645</b>	<b>431,050</b>	<b>615,021</b>	<b>100.00%</b>	<b>42.68%</b>	<b>-33.64%</b>

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

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

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

Level of income	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K	481,786	502,091	421,805	228,790	340,988
% share of credit granted	51.99%	52.76%	49.76%	53.08%	55.45%
R10.1K-R15K	143,864	148,013	134,837	65,986	92,685
% share of credit granted	15.52%	15.55%	15.91%	15.31%	15.07%
>R15K	301,081	301,556	290,988	136,256	181,319
% share of credit granted	32.49%	31.69%	34.33%	31.61%	29.48%
<b>Total number of short-term credit</b>	<b>926,731</b>	<b>951,660</b>	<b>847,630</b>	<b>431,032</b>	<b>614,992</b>

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

Level of income	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R10K (R000)	943,539	981,816	741,694	387,878	658,249
% share of credit granted	40.28%	39.81%	34.95%	37.41%	41.62%
R10.1K-R15K (R000)	391,215	418,421	364,738	181,620	277,886
% share of credit granted	16.70%	16.97%	17.19%	17.52%	17.57%
>R15K (R000)	1,007,883	1,065,943	1,015,758	467,436	645,592
% share of credit granted	43.02%	43.22%	47.86%	45.08%	40.82%
<b>Total value of short-term credit (R000)</b>	<b>2,342,637</b>	<b>2,466,180</b>	<b>2,122,189</b>	<b>1,036,934</b>	<b>1,581,726</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 53.08% for the quarter ended June 2020 to 55.45% for the quarter ended September 2020 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 45.08% to 40.82% for the same period as indicated in Table 6.6.

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

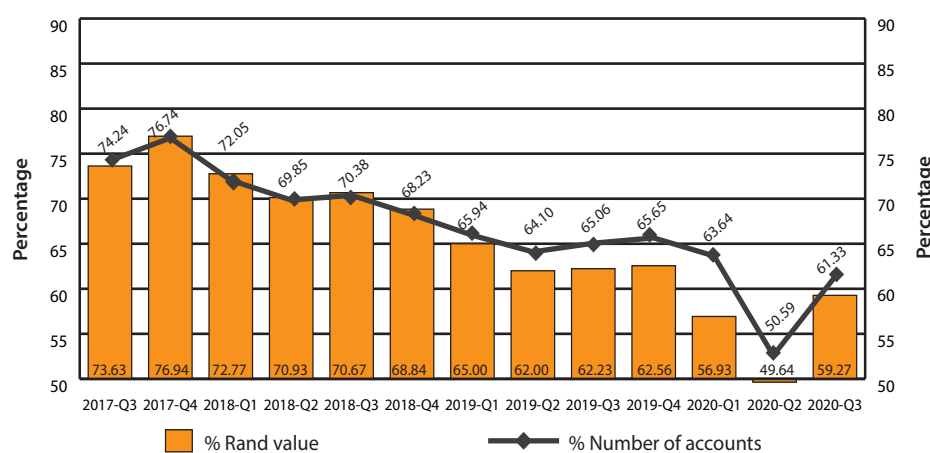
Table 6.7: Gross debtors book - short-term credit

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	2,272,335	2,386,144	2,163,595	1,794,348	1,889,860	5.32%	-16.83%
Number of accounts	793,947	797,688	676,429	635,310	613,595	-3.42%	-22.72%

The rand value of the gross debtors book for short-term credit increased by R95.51million (5.32%) q-o-q and decreased by R382.48 million (16.83%) on a y-o-y basis. The number of accounts decreased by 3.42% q-o-q and by 22.72% 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 49.64% for the quarter ended June 2020 to 59.27% for the quarter ended September 2020. The percentage (number) of accounts reported as “current” increased from 50.59% to 61.33% 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	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)
<= 4 Months	10,669	1,436	28,798	1,418	6,582	0.61%	364.24%
5-12 ,Months	78,946	32,354	272,146	9,296	45,452	4.24%	388.94%
12.1-24 Months	35,668	21,853	110,750	9,295	24,339	2.27%	161.86%
24.1-36 Months	38,864	38,843	122,002	58,584	68,565	6.40%	17.04%
> 36 months	1,362,527	1,365,605	1,151,996	347,240	926,989	86.48%	166.96%
<b>Total</b>	<b>1,526,675</b>	<b>1,460,091</b>	<b>1,685,692</b>	<b>425,833</b>	<b>1,071,926</b>	<b>100.00%</b>	<b>151.72%</b>

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

Number of agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q3 % Distribution	% Change (Q3/Q2)
<= 4 Months	1,005	119	1,727	100	566	6.10%	466.00%
5-12 Months	4,193	1,068	12,014	951	2,631	28.37%	176.66%
12.1-24 Months	2,343	1,361	5,497	607	1,541	16.61%	153.87%
24.1-36 Months	2,233	1,844	5,241	1,199	2,324	25.06%	93.83%
> 36 months	3,371	3,388	4,640	941	2,213	23.86%	135.18%
<b>Total</b>	<b>13,145</b>	<b>7,780</b>	<b>29,119</b>	<b>3,798</b>	<b>9,275</b>	<b>100.00%</b>	<b>144.21%</b>

The value of developmental credit granted increased by R646.09 million (151.72%) for the quarter ended September 2020 as indicated in Table 7.1. The number of developmental credit agreements increased by 144.21% for the same period.

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

Rand value of agreements	2019-Q3 R000	2019-Q4 R000	2020-Q1 R000	2020-Q2 R000	2020-Q3 R000	2020-Q3 % Distribution	% Change (Q3/Q2)
R0-R1500	382	252	609	198	215	0.02%	8.83%
R1501-R3000	1,606	683	2,452	419	910	0.08%	117.31%
R3.01K-R5K	6,140	2,098	8,586	1,215	2,904	0.27%	139.09%
R5.01K-R10K	17,763	7,327	32,272	5,061	13,388	1.25%	164.52%
R10.1K-R20K_D	41,011	15,653	74,623	7,956	27,625	2.58%	247.21%
> R20K	1,459,773	1,434,079	1,567,149	410,985	1,026,885	95.80%	149.86%
<b>Total</b>	<b>1,526,675</b>	<b>1,460,091</b>	<b>1,685,692</b>	<b>425,833</b>	<b>1,071,926</b>	<b>100.00%</b>	<b>151.72%</b>

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

Number of agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	2020-Q3 % Distribution	% Change (Q3/Q2)
R0-R1500	379	268	613	214	216	2.33%	0.93%
R1501-R3000	694	299	1,049	180	394	4.25%	118.89%
R3.01K-R5K	1,503	503	2,046	287	698	7.53%	143.21%
R5.01K-R10K	2,407	985	4,186	657	1,785	19.25%	171.69%
R10.1K-R20K_D	2,681	1,042	4,891	538	1,855	20.00%	244.80%
> R20K	5,481	4,683	16,334	1,922	4,327	46.65%	125.13%
<b>Total</b>	<b>13,145</b>	<b>7,780</b>	<b>29,119</b>	<b>3,798</b>	<b>9,275</b>	<b>100.00%</b>	<b>144.21%</b>

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 95.80% in rand value and 46.65% in numbers for the quarter ended September 2020.

## 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	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
<=R10K	4,735	1,355	12,664	1,133	2,981
% share	36.66%	17.98%	44.23%	32.59%	33.09%
R10.1K-R15K	8,180	6,181	15,965	2,343	6,027
% share	63.34%	82.02%	55.77%	67.41%	66.91%
<b>Total number of developmental credit</b>	<b>12,915</b>	<b>7,536</b>	<b>28,629</b>	<b>3,476</b>	<b>9,008</b>

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

Level of income	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
<=R10K	65,530	13,695	321,322	15,040	46,895
% share	4.33%	0.95%	19.26%	3.92%	4.50%
R10.1K-R15K	1,446,326	1,435,213	1,347,319	368,942	994,385
% share	95.67%	99.05%	80.74%	96.08%	95.50%
<b>Total rand value of developmental credit</b>	<b>1,511,857</b>	<b>1,448,908</b>	<b>1,668,641</b>	<b>383,982</b>	<b>1,041,280</b>

The number of developmental credit agreements granted to individuals with a gross monthly income of “R10.1k-R15k” had the largest share of 66.91% 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 95.50% as indicated in Table 7.6.

## 7.3 Gross debtors book – developmental credit

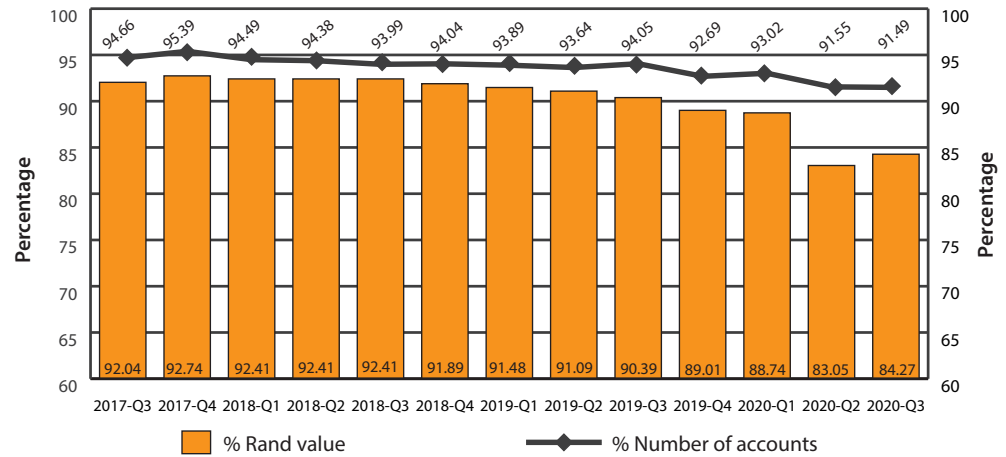
Table 7.7: Gross debtors book - developmental credit

Agreements	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	53,721,975	55,752,199	55,353,387	55,765,369	55,750,871	-0.03%	3.78%
Number of accounts	1,112,437	1,221,107	1,153,207	1,134,461	1,132,734	-0.15%	1.82%

The rand value of the gross debtors book for developmental credit decreased by R14.50 million (0.03%) q-o-q and increased by R2.03 billion (3.78%) on a y-o-y basis. The number of accounts decreased by 0.15% q-o-q and increased by 1.82% 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” increased from 83.05% for the quarter ended June 2020 to 84.27% for the quarter ended September 2020. The percentage (number) of accounts reported as “current” decreased from 91.55% to 91.49% 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	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
Eastern Cape	7,854,469,911	8,591,740,803	7,680,998,022	7,986,442,567	8,730,097,416	8,773,762,745	7,431,292,989	3,253,887,312	7,627,099,219
Free State	5,447,221,249	5,868,694,985	4,704,131,844	5,005,283,744	5,283,168,110	5,496,544,053	4,633,353,131	2,452,839,054	4,755,632,109
Gauteng	56,829,090,750	61,592,503,488	54,414,942,072	58,096,508,909	60,891,447,424	62,574,659,941	54,917,101,163	23,545,848,549	56,363,658,392
Kwazulu-Natal	18,171,442,903	20,088,288,284	18,182,281,867	19,023,618,642	20,336,591,011	20,215,476,462	17,977,156,847	7,824,323,523	17,804,851,497
Limpopo	5,533,581,315	5,920,088,663	4,931,834,107	5,336,536,313	5,714,823,432	5,794,456,190	4,824,314,663	2,509,597,419	5,154,645,267
Mpumalanga	8,981,475,214	9,708,353,973	8,709,154,602	8,505,120,487	9,236,323,546	9,233,657,268	7,798,485,386	3,841,837,664	7,969,597,184
Northern Cape	2,433,901,052	2,995,767,625	2,337,556,200	2,724,623,240	3,129,598,355	2,671,482,695	2,307,901,057	1,206,339,607	2,267,342,340
North West	4,847,701,477	4,867,776,104	4,420,671,068	4,243,958,425	4,697,336,482	5,402,924,038	4,448,316,139	2,165,949,761	4,647,391,871
Western Cape	22,267,191,594	24,115,277,711	21,319,908,833	22,517,211,683	23,519,308,080	23,879,513,361	21,020,855,193	7,548,563,301	22,131,247,662
Other	1,270,427,454	908,508,365	1,154,673,161	1,271,516,558	1,464,819,957	1,339,765,829	992,290,614	333,940,127	724,500,262
<b>Total</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>145,382,242,582</b>	<b>126,351,067,182</b>	<b>54,683,126,317</b>	<b>129,445,965,803</b>

### B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
≤R1500	1,078,854	968,757	913,868	1,114,780	952,883	1,062,878	712,943	299,273	458,365
R1500-R3000	8,396,365	8,462,091	6,806,234	8,524,542	8,706,655	10,931,279	6,566,136	2,571,043	4,846,713
R3.1K-R5K	62,158,886	66,989,858	47,195,914	55,990,918	51,749,108	62,866,122	43,555,308	35,204,278	43,390,063
R5.1K-R10K	326,162,014	456,958,994	316,767,431	355,135,589	356,226,904	496,711,803	301,589,380	172,993,526	337,866,009
R10.1K-R20K	490,841,862	654,835,645	406,880,239	449,808,537	489,853,421	706,308,643	368,121,889	202,362,318	464,273,633
R20.1K-R40K	336,736,822	467,006,205	294,667,056	323,965,003	364,432,591	509,320,817	272,958,504	125,364,588	312,815,430
R40.1K-R60K	180,163,304	201,850,702	160,738,162	169,614,685	175,479,820	172,877,303	146,749,363	67,009,199	128,357,174
R60.1K-R100K	739,034,189	714,093,042	690,042,048	683,231,027	712,374,621	629,658,253	585,161,706	238,334,934	477,002,986
R101K-R150K	2,853,292,522	2,860,826,193	2,693,351,024	2,637,846,375	2,716,700,398	2,625,948,025	2,365,847,444	938,639,810	2,141,111,875
R151K-R200K	5,304,954,919	5,720,256,831	5,231,519,145	5,178,824,790	5,218,540,565	5,297,047,095	4,690,840,493	2,120,144,768	4,360,895,596
R201K-R400K	16,514,348,149	17,534,625,632	15,432,554,569	15,716,663,162	16,854,962,835	17,946,072,891	15,506,291,304	7,932,111,797	16,583,404,214
>R400K	15,172,715,289	16,725,231,819	14,568,952,374	15,622,686,529	16,383,985,868	17,732,681,226	14,792,477,314	8,677,055,396	18,395,641,743
<b>Total</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>	<b>46,191,486,335</b>	<b>39,080,871,784</b>	<b>20,512,090,930</b>	<b>43,250,063,801</b>

Table 3: Number of agreements for secured credit granted

Agreements	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
≤R1500	969	1,111	801	990	846	932	636	259	403
R1500-R3000	3,434	3,685	2,924	3,930	3,766	4,486	2,769	1,117	2,071
R3.1K-R5K	14,945	16,515	11,363	13,673	12,664	15,145	10,405	8,839	10,443
R5.1K-R10K	48,928	61,362	42,848	47,842	47,825	67,296	41,095	23,096	44,847
R10.1K-R20K	34,496	47,357	29,655	32,639	35,390	50,953	26,935	14,902	33,917
R20.1K-R40K	11,848	17,484	10,905	12,084	13,621	19,211	10,209	4,683	11,729
R40.1K-R60K	3,594	4,108	3,240	3,438	3,567	3,564	2,970	1,361	2,626
R60.1K-R100K	8,966	8,713	8,432	8,377	8,779	7,583	7,106	2,923	5,757
R101K-R150K	22,503	22,525	21,201	20,745	21,419	20,655	18,616	7,377	16,804
R151K-R200K	30,312	32,671	29,880	29,594	29,754	30,153	26,717	12,055	24,846
R201K-R400K	59,308	63,068	55,813	56,932	60,998	64,838	56,187	28,410	59,307
>R400K	24,812	27,300	23,966	25,266	26,992	29,211	24,068	13,992	30,019
<b>Total</b>	<b>264,115</b>	<b>305,899</b>	<b>241,028</b>	<b>255,510</b>	<b>265,621</b>	<b>314,027</b>	<b>227,713</b>	<b>119,014</b>	<b>242,769</b>

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

Table 4: Rand value of mortgages granted by income category

Income Category	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
R0-R3500	450,000	432,667		4,211,210	447,187	2,039,473	324,332		385,037
R3501-R5500	3,143,703	2,295,000	2,804,398	1,116,674	832,024	2,637,310	1,577,660	659,619	2,333,362
R5501-R7500	95,273,713	57,488,850	4,598,630	39,336,741	39,300,896	42,172,287	26,845,553	18,230,124	66,334,374
R7501-R10K	45,534,403	40,871,211	41,827,655	48,865,416	31,620,597	43,613,453	25,932,099	7,733,375	41,059,613
R10.1K-R15K	394,367,616	356,222,143	232,890,675	247,175,681	257,778,043	268,554,453	242,854,250	52,446,755	248,978,956
>R15K	39,253,719,102	41,530,194,608	34,957,423,482	39,843,730,297	42,830,552,493	43,374,466,881	38,635,366,059	12,906,135,808	48,892,494,290
<b>Total</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>	<b>43,733,483,857</b>	<b>38,932,899,953</b>	<b>12,985,205,681</b>	<b>49,251,585,632</b>

Table 5: Number of mortgages granted by income category

Income Category	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
R0-R3500	1	2		8	1	4	1		2
R3501-R5500	11	7	9	8	6	16	11	5	15
R5501-R7500	177	118	21	78	87	79	59	35	109
R7501-R10K	159	134	96	113	106	125	87	26	104
R10.1K-R15K	1,051	952	635	646	694	700	613	120	622
>R15K	38,497	40,999	34,029	38,914	41,517	41,357	37,462	12,165	43,145
<b>Total</b>	<b>39,896</b>	<b>42,212</b>	<b>34,790</b>	<b>39,767</b>	<b>42,411</b>	<b>42,281</b>	<b>38,233</b>	<b>12,351</b>	<b>43,997</b>

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

Income Category	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
R0-R3500	319,353,272	419,409,602	267,208,764	284,103,777	297,346,199	459,673,011	256,626,774	140,860,875	325,124,204
R3501-R5500	246,443,785	321,773,956	209,916,925	245,557,263	263,885,807	370,305,835	201,695,520	100,710,072	221,560,769
R5501-R7500	324,304,267	357,446,085	262,846,036	286,835,367	314,108,995	363,711,395	235,232,771	120,217,128	285,193,238
R7501-R10K	803,837,338	848,855,065	684,039,456	744,962,927	762,051,807	838,831,489	648,060,480	337,229,449	775,589,053
R10.1K-R15K	2,626,205,595	2,773,801,143	2,334,528,736	2,444,018,110	2,510,776,155	2,684,912,627	2,129,097,269	1,162,617,267	2,449,439,181
>R15K	36,956,006,062	39,982,338,887	35,356,695,726	36,479,057,057	38,520,409,656	40,685,789,685	34,961,760,902	18,311,099,971	38,503,860,747
<b>Total</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>	<b>45,403,224,042</b>	<b>38,432,473,716</b>	<b>20,172,734,762</b>	<b>42,560,767,192</b>

Table 7: Number of secured credit granted by income category

Income Category	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
R0-R3500	37,381	47,708	30,134	33,035	33,928	52,640	29,531	15,474	35,658
R3501-R5500	22,095	28,381	19,347	22,388	23,637	32,938	18,703	9,256	19,515
R5501-R7500	12,464	15,175	10,450	11,900	12,657	16,249	9,671	4,676	10,191
R7501-R10K	13,924	16,600	12,017	12,884	13,070	16,231	10,250	5,403	11,250
R10.1K-R15K	27,169	31,012	23,807	25,595	26,156	29,768	20,827	11,657	22,642
>R15K	148,847	164,735	143,294	147,772	154,105	164,091	136,802	71,665	141,764
<b>Total</b>	<b>261,880</b>	<b>303,611</b>	<b>239,049</b>	<b>253,574</b>	<b>263,553</b>	<b>311,917</b>	<b>225,784</b>	<b>118,131</b>	<b>241,020</b>

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

Income Category	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
R0-R3500	1,279,743,135	1,907,106,328	1,335,927,436	1,426,758,246	1,538,012,525	1,190,877,293	1,304,348,944	465,392,292	610,807,212
R3501-R5500	1,302,589,372	1,231,699,403	926,684,789	1,103,571,455	1,285,310,286	1,238,730,755	981,374,536	320,229,505	469,175,861
R5501-R7500	910,395,133	937,189,315	753,449,197	905,644,227	1,009,123,254	963,744,149	767,303,182	278,044,120	437,605,705
R7501-R10K	1,028,140,956	1,124,791,786	962,886,564	1,032,590,495	1,072,096,674	1,027,690,556	828,159,016	347,296,305	527,924,102
R10.1K-R15K	1,656,889,953	1,783,214,326	1,605,602,749	1,735,397,014	1,776,649,786	1,657,351,867	1,365,677,198	666,793,548	1,069,457,425
>R15K	12,453,431,523	14,347,309,554	14,489,942,111	14,688,728,509	15,538,836,057	15,026,710,213	13,800,499,963	7,324,807,723	10,752,363,886
<b>Total</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>	<b>21,105,104,833</b>	<b>19,047,362,839</b>	<b>9,402,563,493</b>	<b>13,867,334,191</b>

Table 9: Number of credit facilities granted by income category

Income Category	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
R0-R3500	639,957	682,488	557,937	729,699	718,390	642,601	546,263	379,421	443,129
R3501-R5500	386,334	361,816	282,184	372,757	518,273	507,369	395,842	178,429	235,379
R5501-R7500	215,243	203,004	172,227	226,002	229,342	224,077	165,861	108,344	151,636
R7501-R10K	210,221	196,414	173,249	212,906	208,395	203,078	152,585	95,810	133,351
R10.1K-R15K	279,757	258,703	236,107	290,706	274,500	261,798	200,725	121,715	181,369
>R15K	793,656	748,000	731,529	824,708	809,817	764,860	647,381	342,042	532,966
<b>Total</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>	<b>2,603,783</b>	<b>2,108,657</b>	<b>1,225,761</b>	<b>1,677,830</b>

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

Income Category	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
R0-R3500	245,040,265	297,595,604	1,318,346,601	189,491,618	163,224,755	148,806,126	80,832,091	50,937,939	78,159,556
R3501-R5500	1,095,399,098	1,321,082,724	1,016,505,313	1,171,983,298	1,208,483,090	1,107,639,464	715,921,952	255,067,772	575,952,369
R5501-R7500	1,405,832,924	1,554,116,659	1,283,730,344	1,421,144,575	1,482,417,094	1,363,529,799	979,587,230	384,868,921	739,196,948
R7501-R10K	2,059,262,643	2,227,701,346	1,883,729,092	1,941,903,636	1,983,533,877	1,909,763,458	1,471,472,866	616,058,642	1,133,771,121
R10.1K-R15K	4,451,780,570	4,634,636,319	4,080,236,568	4,120,646,740	4,322,512,103	4,255,411,743	3,320,062,599	1,486,882,493	2,758,696,282
>R15K	19,264,601,345	21,093,477,975	18,660,158,512	19,789,591,679	20,904,766,429	21,409,456,366	18,745,375,563	7,423,173,867	15,005,610,246
<b>Total</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>	<b>30,194,606,956</b>	<b>25,313,252,301</b>	<b>10,216,989,634</b>	<b>20,291,386,522</b>

Table 11: Number of unsecured credit granted by income category

Income Category	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
R0-R3500	28,012	33,926	42,959	18,169	16,111	18,775	11,809	7,855	12,510
R3501-R5500	91,098	107,782	84,280	92,455	95,907	94,882	64,010	22,770	48,692
R5501-R7500	80,162	87,415	74,652	78,199	80,994	81,766	61,482	23,017	44,172
R7501-R10K	86,458	92,049	81,125	78,003	79,260	82,591	65,221	25,597	46,723
R10.1K-R15K	142,225	146,644	133,873	125,019	129,324	135,972	107,855	45,448	82,178
>R15K	359,411	400,498	366,888	371,245	390,230	415,563	361,841	134,361	253,622
<b>Total</b>	<b>787,366</b>	<b>868,314</b>	<b>783,777</b>	<b>763,090</b>	<b>791,826</b>	<b>829,549</b>	<b>672,218</b>	<b>259,048</b>	<b>487,897</b>

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

Income Category	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
R0-R3500	160,450,787	175,752,112	110,434,440	105,009,542	102,831,285	106,845,457	75,131,315	56,568,363	93,642,457
R3501-R5500	392,127,438	467,388,160	291,613,015	293,300,625	300,062,151	312,125,161	217,387,012	108,076,924	191,545,172
R5501-R7500	370,255,043	396,942,483	286,319,500	284,556,561	290,286,343	299,778,540	231,896,915	115,865,461	199,436,112
R7501-R10K	350,727,516	354,158,268	267,869,665	251,763,328	250,358,980	263,067,236	217,279,005	107,367,703	173,624,796
R10.1K-R15K	560,348,741	550,896,745	423,732,980	392,797,974	391,215,158	418,420,772	364,737,524	181,619,557	277,886,073
>R15K	1,225,970,705	1,266,266,651	1,067,558,628	1,039,138,283	1,007,883,328	1,065,943,236	1,015,757,682	467,435,713	645,591,779
<b>Total</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>	<b>2,466,180,402</b>	<b>2,122,189,453</b>	<b>1,036,933,721</b>	<b>1,581,726,389</b>

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

Income Category	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
R0-R3500	141,457	146,374	93,418	95,770	89,153	91,778	73,147	53,128	84,117
R3501-R5500	240,042	244,505	154,884	161,164	163,432	173,236	141,200	72,330	107,301
R5501-R7500	187,753	179,504	124,529	128,230	130,247	135,426	117,377	58,957	85,720
R7501-R10K	151,587	142,597	102,224	100,901	98,954	101,651	90,081	44,375	63,850
R10.1K-R15K	225,512	211,492	152,252	147,694	143,864	148,013	134,837	65,986	92,685
>R15K	377,287	380,083	315,139	309,550	301,081	301,556	290,988	136,256	181,319
<b>Total</b>	<b>1,323,638</b>	<b>1,304,555</b>	<b>942,446</b>	<b>943,309</b>	<b>926,731</b>	<b>951,660</b>	<b>847,630</b>	<b>431,032</b>	<b>614,992</b>

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

Income Category	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
R0-R1500	2,140,721	212,087	14,175,063	1,189,724	2,523,068	231,298	13,117,622	525,788	1,743,661
R1501-R3500	3,166,688	637,256	24,838,273	2,122,548	4,117,905	438,187	19,841,504	669,337	2,586,001
R3501-R5500	7,451,980	1,011,051	46,454,338	3,321,898	8,806,348	1,519,302	45,894,681	1,887,383	6,028,144
R5501-R7500	17,012,251	4,699,799	94,579,424	9,283,106	19,561,650	3,858,715	95,582,724	4,949,176	13,885,405
R7501-R10K	45,868,946	41,961,186	186,364,880	15,352,776	30,521,413	7,647,099	146,885,562	7,008,589	22,651,870
R10.1K-R15K	1,024,840,421	1,067,756,821	1,410,433,405	1,175,863,799	1,446,326,139	1,435,213,184	1,347,318,614	368,942,110	994,385,267
<b>Total</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>	<b>1,448,907,785</b>	<b>1,668,640,707</b>	<b>383,982,383</b>	<b>1,041,280,348</b>

Table 15: Number of developmental credit granted by income category

Income Category	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
R0-R1500	160	53	541	116	177	49	509	60	103
R1501-R3500	206	31	901	95	233	30	696	36	137
R3501-R5500	516	105	1,863	240	558	89	1,622	81	318
R5501-R7500	1,590	733	3,965	1,232	1,659	654	4,148	583	1,023
R7501-R10K	2,185	658	6,643	1,034	2,108	533	5,689	373	1,400
R10.1K-R15K	6,722	5,432	16,483	6,575	8,180	6,181	15,965	2,343	6,027
<b>Total</b>	<b>11,379</b>	<b>7,012</b>	<b>30,396</b>	<b>9,292</b>	<b>12,915</b>	<b>7,536</b>	<b>28,629</b>	<b>3,476</b>	<b>9,008</b>

## D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
Current	848,254,607,371	858,277,449,159	866,463,935,396	872,358,345,789	884,708,055,576	892,602,512,243	903,612,662,697	883,078,489,633	901,998,876,442
30 Days	28,368,767,358	28,172,417,519	26,815,022,127	29,227,987,899	28,996,449,404	28,674,580,495	26,506,347,920	25,096,439,945	25,395,526,705
31-60 Days	10,971,955,881	11,405,716,615	11,723,938,047	12,276,577,792	12,546,568,189	12,470,303,990	12,708,057,761	14,588,893,448	11,187,666,428
61-90 Days	6,092,877,755	5,882,673,383	6,329,947,344	6,546,514,996	6,690,484,292	6,706,606,155	6,573,389,085	11,862,284,732	6,775,405,549
91-120 Days	5,658,303,868	5,607,937,377	6,171,226,251	6,306,722,201	6,357,530,576	7,019,612,229	7,263,509,187	11,066,175,901	7,771,545,503
120+ Days	29,240,166,362	29,730,473,414	30,915,383,525	31,762,600,485	30,688,236,396	31,150,763,447	31,972,131,185	38,683,225,341	40,065,552,472
<b>Total</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>	<b>978,624,378,559</b>	<b>988,636,097,835</b>	<b>984,375,509,000</b>	<b>993,194,573,099</b>

Table 17: Age analysis of accounts – mortgages

Ageing	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
Current	1,549,218	1,551,634	1,547,923	1,551,982	1,555,344	1,549,612	1,568,444	1,494,390	1,498,505
30 Days	57,577	55,966	53,407	56,402	55,096	53,959	49,840	45,812	47,050
31-60 Days	20,587	21,559	20,880	21,977	21,944	21,189	21,289	25,782	20,270
61-90 Days	11,259	10,476	11,747	11,670	11,724	11,602	11,324	18,708	11,887
91-120 Days	10,875	10,809	11,133	11,129	11,355	12,230	12,226	17,656	13,845
120+ Days	55,693	55,099	55,346	52,287	52,218	51,042	52,012	61,994	63,815
<b>Total</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>	<b>1,699,634</b>	<b>1,715,135</b>	<b>1,664,342</b>	<b>1,655,372</b>

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

Ageing	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
Current	377,460,927,824	380,800,787,387	386,933,426,201	390,542,820,920	394,120,233,759	397,533,939,023	396,179,859,179	384,887,182,243	389,439,854,817
30 Days	18,083,333,193	19,468,965,190	17,943,813,756	17,818,000,988	17,936,540,319	21,152,136,572	21,948,624,533	19,800,303,362	21,833,564,849
31-60 Days	6,097,898,444	6,380,689,201	6,738,481,828	6,703,608,987	6,716,224,277	6,993,433,782	7,842,868,152	8,960,830,962	9,129,507,925
61-90 Days	2,776,439,123	2,998,699,518	3,138,098,755	3,171,514,204	3,050,917,051	3,253,691,153	3,621,836,451	6,110,218,126	4,997,877,988
91-120 Days	2,423,367,064	2,510,923,318	2,621,483,796	2,678,525,383	2,709,652,384	2,606,047,771	2,961,579,404	4,812,790,943	3,706,252,073
120+ Days	14,678,123,974	15,073,086,241	15,036,224,946	14,963,666,531	14,855,150,313	14,737,133,416	15,458,176,261	18,932,022,293	20,441,360,197
<b>Total</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>	<b>446,276,381,717</b>	<b>448,012,943,980</b>	<b>443,503,347,929</b>	<b>449,548,417,849</b>

Table 19: Age analysis of accounts – secured credit

Ageing	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
Current	2,581,294	2,547,559	2,551,724	2,550,056	2,545,133	2,570,621	2,441,559	2,345,324	2,378,021
30 Days	215,632	235,372	213,020	212,430	210,337	247,368	288,779	208,558	215,448
31-60 Days	106,372	112,447	118,346	110,753	109,952	116,007	131,943	135,471	121,346
61-90 Days	69,588	71,040	72,434	71,190	69,013	72,750	82,915	108,318	83,636
91-120 Days	58,457	55,609	57,332	56,770	55,803	57,283	65,578	90,857	67,670
120+ Days	530,320	547,054	445,584	429,016	413,441	434,810	427,034	493,943	484,421
<b>Total</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>	<b>3,498,839</b>	<b>3,437,808</b>	<b>3,382,471</b>	<b>3,350,542</b>

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

Ageing	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
Current	195,243,688,518	200,462,711,070	203,482,940,277	209,117,359,607	213,177,750,516	217,389,621,304	216,301,139,843	207,111,684,737	214,235,024,693
30 Days	10,485,498,236	10,858,854,666	11,501,877,558	11,161,508,313	11,101,906,093	11,742,110,434	14,111,346,795	12,033,101,165	10,116,458,795
31-60 Days	4,042,328,231	4,079,792,075	4,809,521,370	4,439,627,817	4,178,271,556	4,382,134,093	5,212,547,020	4,794,094,476	4,445,919,375
61-90 Days	2,680,230,468	2,695,319,426	3,120,404,838	3,135,231,809	3,139,940,214	3,320,596,169	3,862,631,891	3,758,206,287	3,075,372,409
91-120 Days	2,872,374,775	2,483,976,282	2,920,938,295	3,459,336,717	3,067,961,226	3,407,577,089	4,037,286,859	4,858,912,037	4,012,715,971
120+ Days	17,153,221,946	17,730,309,509	17,836,126,052	18,545,468,619	20,324,444,464	21,018,534,232	20,719,524,348	24,725,373,388	25,022,181,343
<b>Total</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>	<b>261,260,573,321</b>	<b>264,244,476,756</b>	<b>257,281,372,090</b>	<b>260,907,672,586</b>

Table 21: Age analysis of accounts – credit facilities

Ageing	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
Current	18,781,462	19,166,569	18,958,631	19,328,645	19,672,349	19,668,131	18,472,518	17,675,389	18,750,427
30 Days	2,042,410	2,271,027	2,215,486	2,206,972	2,144,570	2,281,801	2,690,906	2,561,256	1,631,813
31-60 Days	729,383	731,295	921,395	795,232	719,736	754,375	783,761	796,818	613,575
61-90 Days	495,839	486,175	601,468	614,952	520,985	531,481	596,250	499,209	471,514
91-120 Days	428,126	419,910	497,759	564,410	450,327	432,846	449,868	537,737	527,080
120+ Days	2,758,711	2,593,383	2,508,436	2,585,080	3,209,753	3,350,642	3,286,445	4,188,698	3,459,508
<b>Total</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>	<b>27,019,276</b>	<b>26,279,748</b>	<b>26,259,107</b>	<b>25,453,917</b>

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

Ageing	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
Current	141,689,165,204	147,312,573,163	152,079,790,246	155,433,035,533	158,167,071,529	163,848,353,935	161,648,765,495	154,533,134,934	152,122,321,556
30 Days	6,646,298,745	7,338,051,901	7,387,624,159	7,237,528,239	8,550,217,984	8,496,650,946	11,451,807,384	11,117,247,748	11,021,680,119
31-60 Days	3,671,522,762	3,931,398,344	4,280,516,709	4,306,832,128	4,804,463,181	5,004,185,055	5,705,323,977	6,243,307,116	6,146,349,954
61-90 Days	2,576,107,890	2,710,356,672	2,964,516,400	3,157,625,264	3,272,112,144	3,503,441,139	3,810,767,139	4,369,026,465	4,303,556,083
91-120 Days	2,830,270,187	3,082,501,891	3,185,826,037	3,541,456,795	3,768,025,162	4,010,424,047	4,311,311,858	5,119,665,353	4,411,198,085
120+ Days	27,021,911,936	30,449,004,922	30,971,292,540	31,985,710,932	34,083,068,466	35,448,731,293	36,941,979,875	39,517,359,107	40,560,122,613
<b>Total</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>	<b>220,311,786,415</b>	<b>223,869,955,728</b>	<b>220,899,740,723</b>	<b>218,565,228,410</b>

Table 23: Age analysis of accounts – unsecured credit

Ageing	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
Current	3,726,629	3,790,442	3,824,681	3,798,182	3,724,308	3,779,691	3,592,118	3,574,691	3,415,442
30 Days	226,359	243,589	244,248	233,025	253,658	261,823	363,235	337,513	319,631
31-60 Days	114,586	129,807	137,541	134,547	144,067	149,370	163,644	187,764	190,597
61-90 Days	105,437	90,446	97,432	97,994	97,333	105,588	109,480	130,256	122,494
91-120 Days	74,294	98,813	100,937	107,382	109,014	115,450	118,602	141,723	120,783
120+ Days	783,201	863,638	834,227	840,538	851,388	869,983	882,743	924,546	970,645
<b>Total</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>	<b>5,281,905</b>	<b>5,229,822</b>	<b>5,296,493</b>	<b>5,139,592</b>

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

Ageing	2018-Q3 (R)	2018-Q4 (R)	2019-Q1 (R)	2019-Q2 (R)	2019-Q3 (R)	2019-Q4 (R)	2020-Q1 (R)	2020-Q2 (R)	2020-Q3 (R)
Current	1,772,805,351	1,999,780,254	1,686,256,007	1,404,800,910	1,414,078,781	1,492,700,166	1,231,785,202	890,686,320	1,120,028,145
30 Days	158,238,247	158,926,713	146,595,192	98,023,073	101,326,035	113,804,080	133,692,473	230,113,442	93,699,746
31-60 Days	123,033,567	155,096,181	150,035,510	121,520,026	119,259,840	112,025,579	116,407,718	112,203,228	70,947,246
61-90 Days	86,523,235	104,379,699	114,764,223	94,588,401	79,144,852	73,168,246	88,670,687	99,693,522	54,038,808
91-120 Days	68,662,876	88,506,414	84,205,103	84,717,977	81,126,462	67,895,350	75,920,310	100,857,795	54,938,504
120+ Days	299,209,112	398,141,004	412,242,028	462,022,962	477,399,435	526,550,107	517,118,179	360,793,552	496,207,436
<b>Total</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>	<b>2,386,143,528</b>	<b>2,163,594,569</b>	<b>1,794,347,859</b>	<b>1,889,859,885</b>

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

Ageing	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
Current	716,868	692,439	595,137	513,501	516,568	523,650	430,506	321,423	376,340
30 Days	78,033	65,897	63,362	49,631	47,227	51,278	66,752	71,285	42,090
31-60 Days	53,009	63,133	58,588	52,466	51,161	44,949	44,962	45,804	29,792
61-90 Days	38,118	38,896	39,624	34,278	29,971	27,633	26,992	34,832	19,443
91-120 Days	28,383	31,861	29,499	27,770	26,904	23,148	23,554	30,195	17,675
120+ Days	104,204	122,635	116,373	123,413	122,116	127,030	83,663	131,771	128,255
<b>Total</b>	<b>1,018,615</b>	<b>1,014,861</b>	<b>902,583</b>	<b>801,059</b>	<b>793,947</b>	<b>797,688</b>	<b>676,429</b>	<b>635,310</b>	<b>613,595</b>

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

Ageing	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
Current	44,962,132,202	47,282,998,306	47,889,635,739	47,891,721,475	48,561,210,086	49,625,259,423	49,118,856,250	46,312,296,660	46,981,973,224
30 Days	1,065,846,143	1,178,268,211	1,298,761,735	1,407,725,875	1,491,166,059	1,640,297,755	1,792,230,535	2,291,263,395	1,560,060,888
31-60 Days	474,380,246	514,819,826	519,840,752	523,375,133	602,474,327	669,342,963	738,480,937	2,146,000,750	1,149,514,396
61-90 Days	236,770,832	278,210,588	301,494,773	304,928,098	331,544,605	393,620,621	422,343,915	803,066,048	1,067,014,608
91-120 Days	171,894,771	208,315,745	220,178,948	231,107,216	292,722,349	322,422,907	308,225,206	534,808,376	783,797,469
120+ Days	1,746,412,406	1,993,312,395	2,120,520,662	2,218,338,067	2,442,857,116	3,101,254,854	2,973,250,634	3,677,933,773	4,208,510,431
<b>Total</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>	<b>55,752,198,523</b>	<b>55,353,387,477</b>	<b>55,765,369,002</b>	<b>55,750,871,016</b>

Table 27: Age analysis of accounts – developmental credit

Ageing	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1	2020-Q2	2020-Q3
Current	1,023,274	1,044,569	1,047,521	1,033,648	1,046,257	1,131,798	1,072,755	1,038,550	1,036,342
30 Days	5,484	6,320	6,701	6,675	6,904	8,672	7,394	8,009	5,893
31-60 Days	9,618	8,071	9,236	3,157	5,898	9,644	10,348	13,724	11,891
61-90 Days	6,347	6,779	5,103	8,361	8,809	8,129	5,956	9,716	9,711
91-120 Days	4,931	5,774	3,790	6,898	6,371	7,452	4,183	8,062	8,188
120+ Days	39,093	39,239	43,379	45,166	38,198	55,412	52,571	56,400	60,709
<b>Total</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>	<b>1,221,107</b>	<b>1,153,207</b>	<b>1,134,461</b>	<b>1,132,734</b>

