

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 R120.08 billion to R123.64 billion for the quarter ended September 2017, an increase of 2.96% when compared to the previous quarter and an increase of 5.21% year on year. The number of applications for credit increased by 483,000 from 9.39 million in June 2017 to 9.87 million in September 2017, representing an increase of 5.15% for the quarter. The rejection rate for applications was 51.39%.

The Banks' share of total credit granted was R94.38 billion (76.33%), Retailers R4.83 billion (3.91%), Non-Bank financiers R11.12 billion (9.00%) and "Other credit providers" R13.30 billion (10.76%). 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 2017 was R1.73 trillion, representing a quarter-on-quarter growth of 0.75%. The number of accounts increased by 0.51% for the quarter ended September 2017. Mortgages accounted for R895.40 billion (51.79%); "Secured credit agreements" for R398.63 billion (23.06%); Credit facilities for R224.19 billion (12.97%); Unsecured credit for R165.82 billion (9.59%); Developmental credit for R42.42 billion (2.45%) and Short-term credit for R2.54 billion (0.15%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended September 2017

- The value of mortgages granted increased by 1.92% quarter-on-quarter from R36.83 billion to R37.54 billion;



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- Secured credit granted increased from R39.16 billion for June 2017 to R42.25 billion for September 2017 (a quarter-on-quarter increase of 7.89%);
- Unsecured credit agreements increased from R20.07 billion to R22.29 billion for September 2017 (a quarter-on-quarter increase of 11.10%)
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased from R15.32 billion to R16.13 billion for September 2017 (a quarter-on-quarter increase of 5.32%);
- Short-term credit showed a quarter-on-quarter decrease of 0.78% from R3.09 billion to R3.07 billion;
- Developmental credit showed a quarter-on-quarter decrease of 58.01% from R5.61 billion to R2.36 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 2017 (2017-Q3).

The reporting requirements of the NCA differentiate between small credit providers, defined as credit providers for whom annual disbursements are less than R15 million, and larger credit providers. Credit providers with annual disbursements of more than R15 million are required to submit quarterly returns. Credit providers with annual disbursements of less than R15 million are only required to submit annual returns. The statistics included in the report follow the scope and definitions in the NCA. The report thus reflects all consumer credit, as well as agreements with juristic persons with a turnover or net assets of less than R1 million. It excludes all other juristic persons. 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 2016 to the quarter ended September 2017 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended June 2017 to the quarter ended September 2017. 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 R12.87 billion (0.75%) for the quarter ended September 2017. The value of credit granted to consumers increased by R3.56 billion (2.96%) from R120.08 billion to R123.64 billion for the quarter ended September 2017.

Figure 1.1 Total credit granted and gross debtors book September 2017

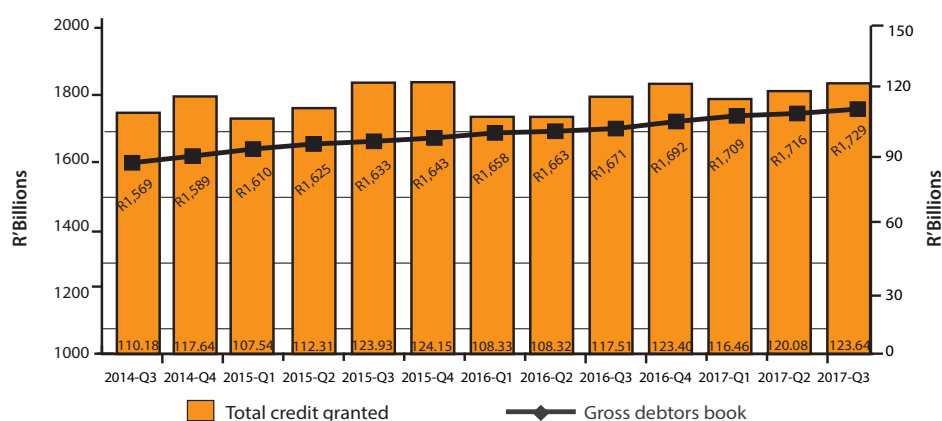


Table 1.1: Credit granted

Agreements	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	% Change (Q3/Q2)	% Change (Y/Y)
Credit transactions	103,939,423	108,469,264	101,134,863	104,767,016	107,507,669	2.62%	3.43%
Credit facilities	13,573,384	14,933,424	15,324,297	15,315,739	16,131,232	5.32%	18.84%
Total	117,512,808	123,402,689	116,459,161	120,082,755	123,638,901	2.96%	5.21%

1.1 Credit granted

The value of consumer credit granted for the quarter ended September 2017 showed an increase of R3.56 billion (2.96%) when compared to the quarter ended June 2017 as depicted in Table 1.1. On a y-o-y basis the value of credit granted increased by R6.13 billion (5.21%).

Table 1.2: Credit granted – number of agreements

Agreements	2016-Q3 000	2016-Q4 000	2017-Q1 000	2017-Q2 000	2017-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of credit transactions	2,584	2,732	2,510	2,544	2,486	-2.25%	-3.77%
Number of credit facilities	2,077	2,035	1,834	2,038	2,312	13.47%	11.31%
Total	4,661	4,767	4,344	4,582	4,799	4.74%	2.95%

The total number of credit agreements entered into was 4.80 million for the quarter ended September 2017. This was an increase of 4.74% 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 increased by 2.95%.

Table 1.3: Credit granted – per industry

Agreements	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	88,338,117	92,600,879	86,645,728	89,094,877	94,376,982	76.33%	5.93%	6.84%
Non-bank vehicle financiers	10,586,568	11,774,985	11,131,629	10,985,434	11,124,874	9.00%	1.27%	5.08%
Retailers	4,255,821	4,905,711	4,132,029	4,706,838	4,832,402	3.91%	2.67%	13.55%
Other credit providers	14,332,301	14,121,114	14,549,775	15,295,605	13,304,644	10.76%	-13.02%	-7.17%
Total	117,512,808	123,402,689	116,459,161	120,082,755	123,638,901	100.00%	2.96%	5.21%

Banks accounted for 76.33% of the total value of credit granted for the quarter ended September 2017 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (9.00%), retailers (3.91%) and other credit providers (10.76%).

Table 1.4: Number of applications received and rejected

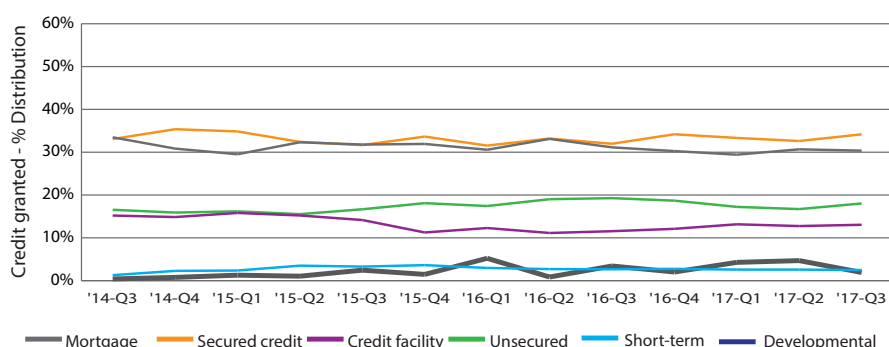
Agreements	2016-Q3 000	2016-Q4 000	2017-Q1 000	2017-Q2 000	2017-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of applications received	10,084	10,524	9,526	9,392	9,875	5.15%	-2.07%
Number of applications rejected	5,334	5,514	4,738	4,767	5,075	6.46%	-4.86%
% of applications rejected	52.90%	52.39%	49.74%	50.76%	51.39%		

The rejection rate increased from 50.76% for the quarter ended June 2017 to 51.39% for the quarter ended September 2017 as indicated in Table 1.4. The number of applications received and applications rejected increased by 5.15% and 6.46% respectively for the quarter ended September 2017.

Table 1.5: Credit granted – credit type

Agreements	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	36,578,163	37,342,883	34,266,367	36,832,457	37,538,937	30.36%	1.92%	2.63%
Secured credit	37,566,481	42,187,684	38,817,928	39,162,275	42,250,238	34.17%	7.89%	12.47%
Credit facilities	13,573,384	14,933,424	15,324,297	15,315,739	16,131,232	13.05%	5.32%	18.84%
Unsecured credit	22,647,455	23,052,711	20,066,170	20,065,586	22,292,789	18.03%	11.10%	-1.57%
Short-term credit	3,129,516	3,396,784	3,010,186	3,092,426	3,068,306	2.48%	-0.78%	-1.96%
Developmental credit	4,017,809	2,489,202	4,974,212	5,614,272	2,357,400	1.91%	-58.01%	-41.33%
Total	117,512,808	123,402,689	116,459,161	120,082,755	123,638,901	100.00%	2.96%	5.21%

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted increased from R20.07 billion for the quarter ended June 2017 to R22.29 billion for the quarter ended September 2017 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted increased from R36.83 billion for the quarter ended June 2017 to R37.54 billion for the quarter ended September 2017.

Table 1.6: Gross debtors book – credit type

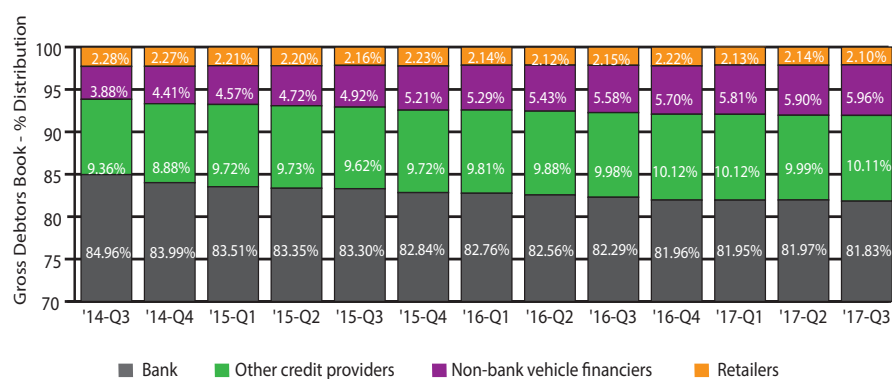
Agreements	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	867,252,540	875,294,487	884,058,970	889,107,005	895,400,798	51.79%	0.71%	3.25%
Secured credit	379,052,289	384,923,862	389,388,153	392,968,762	398,630,777	23.06%	1.44%	5.17%
Credit facilities	217,909,982	221,474,817	223,578,067	224,996,901	224,189,718	12.97%	-0.36%	2.88%
Unsecured credit	163,168,262	164,640,467	165,744,844	165,413,758	165,816,900	9.59%	0.24%	1.62%
Short-term credit	2,828,860	2,937,781	2,666,933	2,563,122	2,539,149	0.15%	-0.94%	-10.24%
Developmental Credit	41,344,465	42,494,802	43,164,963	41,075,374	42,417,433	2.45%	3.27%	2.60%
Total	1,671,556,397	1,691,766,215	1,708,601,930	1,716,124,921	1,728,994,775	100.00%	0.75%	3.44%

There was a q-o-q growth of R12.89 billion (0.75%) in the value of gross debtors book for the period ended September 2017 as indicated in Table 1.6. The corresponding y-o-y growth was R57.44 billion (3.44%). The Mortgage credit book grew by R6.29 billion (0.71%) q-o-q and by R28.15 billion (3.25%) on a y-o-y basis. The Secured book grew by R5.66 billion (1.44%) q-o-q and by R19.58 billion (5.17%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	1,375,553,447	1,386,597,645	1,400,157,130	1,406,740,809	1,414,769,864	81.83%	0.57%	2.85%
Retailers	35,895,469	37,528,696	36,345,599	36,704,550	36,318,024	2.10%	-1.05%	1.18%
Non-bank vehicle financiers	93,312,822	96,485,098	99,233,347	101,294,876	103,039,092	5.96%	1.72%	10.42%
Other credit providers	166,794,660	171,154,776	172,865,854	171,384,687	174,867,796	10.11%	2.03%	4.84%
Total	1,671,556,397	1,691,766,215	1,708,601,930	1,716,124,921	1,728,994,775	100.00%	0.75%	3.44%

Figure 1.3: Gross debtors book – industry type



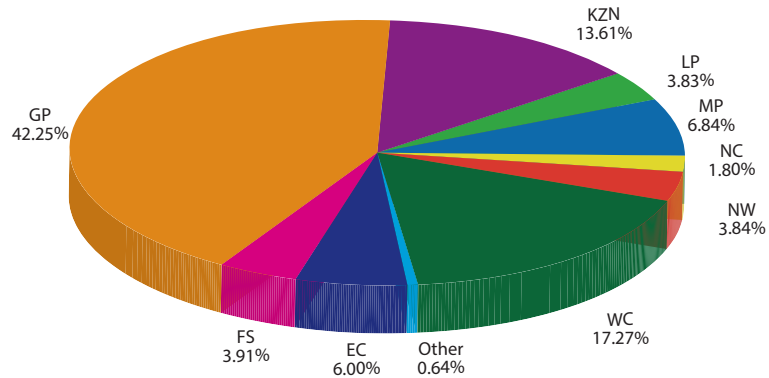
There was a q-o-q (0.75%) and y-o-y (3.44%) increase in the gross debtors book per industry type as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.8: Gross debtors book – number of accounts

Agreements	2016-Q3 000	2016-Q4 000	2017-Q1 000	2017-Q2 000	2017-Q3 000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	1,758	1,750	1,746	1,736	1,730	4.53%	-0.36%	-1.57%
Secured credit	3,836	3,807	3,707	3,672	3,640	9.54%	-0.85%	-5.09%
Credit facilities	25,728	25,630	25,434	25,249	25,404	66.55%	0.62%	-1.26%
Unsecured credit	5,891	5,728	5,552	5,308	5,278	13.83%	-0.56%	-10.41%
Short-term credit	1,089	1,083	994	960	954	2.50%	-0.69%	-12.46%
Developmental credit	1,159	1,175	1,276	1,054	1,167	3.06%	10.74%	0.70%
Total	39,461	39,174	38,708	37,979	38,174	100.00%	0.51%	-3.26%

The number of accounts that make up the debtors book increased by 0.51% from 37.98 million to 38.17 million for the quarter ended September 2017. The total number of accounts decreased by 3.26% on a y-o-y basis. Credit facilities had a biggest share of 66.55% of the total number of accounts for the quarter ended September 2017 as indicated in Table 1.8.

Figure 1.4: Provincial distribution of credit granted: 2017-Q3



A significant portion of credit granted went to consumers in the Gauteng province at R52.24 billion (42.25%). The Western Cape and KwaZulu-Natal accounted for R21.35 billion (17.27%) and R16.83 billion (13.61%) respectively. The remaining provinces constituted R33.21 billion (26.86%) as illustrated in Figure 1.4.

2. Mortgage agreements

2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	13,480	13,213	15,007	14,090	13,998	0.04%	-0.65%	3.84%
R51K-R100K	105,697	113,876	118,457	88,946	87,146	0.23%	-2.02%	-17.55%
R101K-R150K	141,338	161,838	140,233	138,416	134,991	0.36%	-2.47%	-4.49%
R151K-R350K	1,245,914	1,252,312	1,144,151	1,174,140	1,215,221	3.24%	3.50%	-2.46%
R351K-R700K	6,724,773	6,796,213	5,907,636	6,247,393	6,393,473	17.03%	2.34%	-4.93%
≥R700K	28,346,960	29,005,430	26,940,883	29,169,473	29,694,108	79.10%	1.80%	4.75%
Total	36,578,163	37,342,883	34,266,367	36,832,457	37,538,937	100.00%	1.92%	2.63%

The rand value of mortgage agreements granted increased by 1.92% for the quarter ended September 2017 as indicated in Table 2.1. The majority (79.10%) of mortgage agreements granted during the September 2017 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 2.63%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	374	382	432	388	395	1.03%	1.80%	5.61%
R51K-R100K	1,295	1,387	1,440	1,064	1,053	2.75%	-1.03%	-18.69%
R101K-R150K	1,070	1,159	1,060	1,039	1,016	2.66%	-2.21%	-5.05%
R151K-R350K	4,699	4,698	4,360	4,438	4,629	12.10%	4.30%	-1.49%
R351K-R700K	12,844	12,936	11,186	11,835	12,048	31.49%	1.80%	-6.20%
≥ R700K	18,555	18,979	17,541	18,829	19,122	49.98%	1.56%	3.06%
Total	38,837	39,541	36,019	37,593	38,263	100.00%	1.78%	-1.48%

The number of mortgage agreements entered into increased by 1.78% for the quarter ended September 2017 as indicated in Table 2.2. The majority (49.98%) of mortgages were granted in favour of larger sized credit agreements (≥R700k). On a y-o-y basis mortgage agreements declined by 1.48%.

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

Level of income	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K	439	377	324	394	385
% share of credit granted	1.13%	0.95%	0.90%	1.05%	1.01%
R10.1K-R15K	1,908	1,568	1,228	1,320	1,538
% share of credit granted	4.91%	3.97%	3.41%	3.51%	4.02%
>R15K	36,490	37,596	34,467	35,874	36,339
% share of credit granted	93.96%	95.08%	95.69%	95.44%	94.97%
Total number of mortgages	38,837	39,541	36,019	37,588	38,262

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

Level of income	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K (R000)	135,984	130,372	160,776	149,222	145,204
% share of credit granted	0.37%	0.35%	0.47%	0.41%	0.39%
R10.1K-R15K (R000)	663,645	556,567	438,442	480,003	674,667
% share of credit granted	1.81%	1.49%	1.28%	1.30%	1.80%
>R15K (R000)	35,778,534	36,655,944	33,666,899	36,178,486	36,716,229
% share of credit granted	97.81%	98.16%	98.25%	98.29%	97.82%
Total value of mortgages(R000)	36,578,163	37,342,883	34,266,117	36,807,711	37,536,100

2.2 Mortgages granted by level of income¹

Table 2.3 and 2.4 showed that the majority of mortgages granted for the September 2017 quarter remained in favour of individuals with a gross monthly income of greater than R15k for both rand values and number of accounts.

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

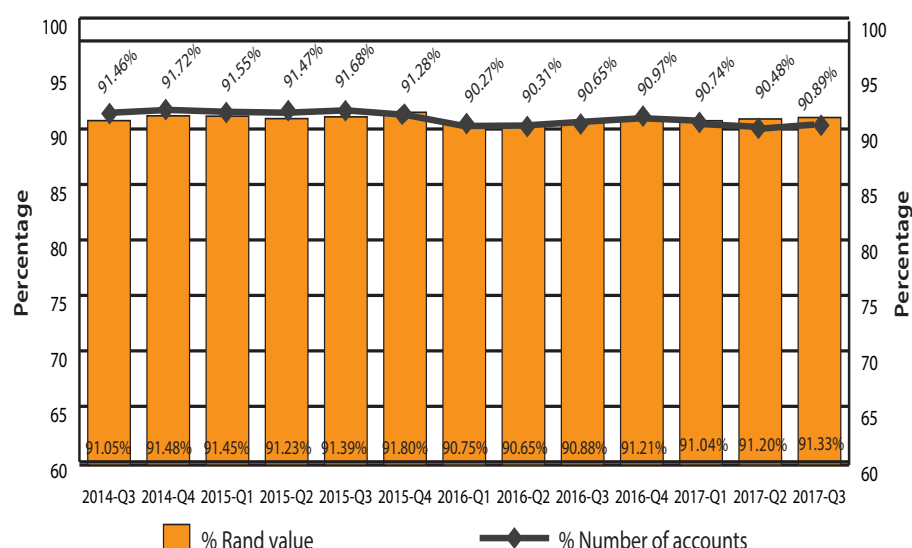
Table 2.5: Gross debtors book – mortgages

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	867,252,540	875,294,487	884,058,970	889,107,005	895,400,798	0.71%	3.25%
Number of accounts	1,757,822	1,750,355	1,745,606	1,736,436	1,730,232	-0.36%	-1.57%

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R6.29 billion (0.71%) on a q-o-q and by R28.15 billion (3.25%) on a y-o-y basis. The number of accounts decreased by 0.36% q-o-q and by 1.57% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



2.4 Age analysis of gross debtors book - mortgages

The percentage (rand value) of the gross debtors book for mortgages reported as “current” increased from 91.20% for the quarter ended June 2017 to 91.33% for the quarter ended September 2017. The percentage (number) of accounts reported as “current” increased from 90.48% to 90.89% 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	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	34,371,445	37,256,900	35,161,327	33,442,991	38,353,535	90.78%	14.68%
Retirement benefits	349,832	341,184	180,473	325,561	252,830	0.60%	-22.34%
Insurance policy	145,316	160,470	155,310	123,397	89,660	0.21%	-27.34%
Furniture & other durables	989,469	1,541,992	1,000,782	1,125,155	1,144,133	2.71%	1.69%
Other security	1,710,421	2,887,138	2,320,035	4,145,170	2,410,079	5.70%	-41.86%
Total	37,566,481	42,187,684	38,817,928	39,162,275	42,250,238	100.00%	7.89%

As indicated in Table 3.1 the value of secured credit granted increased by R3.09 billion (7.89%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R38.35 billion (90.78%).

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

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	136,950	145,526	136,686	129,611	146,378	54.80%	12.94%
Retirement benefits	3,265	2,941	1,506	2,518	1,882	0.70%	-25.26%
Insurance policy	8,806	8,982	10,239	7,969	6,406	2.40%	-19.61%
Furniture & other durables	100,560	145,614	95,773	108,310	106,211	39.76%	-1.94%
Other security	5,416	5,706	9,163	13,108	6,238	2.34%	-52.41%
Total	254,997	308,769	253,367	261,516	267,115	100.00%	2.14%

Table 3.2. indicated an increase in the number of secured credit agreements by 2.14% for the quarter ended September 2017. Vehicles as a form of security had the biggest share in rand value and numbers.

3.2 Secured credit granted by level of income

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

Level of income	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K	78,501	115,135	76,289	83,240	82,682
% share of credit granted	31.08%	37.57%	30.40%	32.12%	31.22%
R10.1K-R15K	28,974	34,062	28,395	30,545	30,384
% share of credit granted	11.47%	11.12%	11.32%	11.79%	11.47%
>R15K	145,107	157,225	146,236	145,374	151,743
% share of credit granted	57.45%	51.31%	58.28%	56.09%	57.30%
Total number of secured credit agreements	252,582	306,422	250,920	259,159	264,809

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 32.12% to 31.22% for the quarter ended September 2017 as indicated in Table 3.3. The number of secured credit agreements entered into with individuals with a gross monthly income of "Greater than R15K" increased from 56.09% to 57.30% for the quarter ended September 2017.

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

Level of income	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K (R000)	1,497,904	1,861,668	1,545,284	1,658,020	1,669,543
% share of credit granted	4.07%	4.50%	4.08%	4.31%	4.04%
R10.1K-R15K (R000)	2,661,527	2,899,333	2,700,095	2,812,178	2,901,521
% share of credit granted	7.22%	7.01%	7.12%	7.31%	7.03%
>R15K (R000)	32,679,200	36,614,755	33,657,180	33,975,837	36,720,466
% share of credit granted	88.71%	88.49%	88.80%	88.37%	88.93%
Total value of secured credit (R000)	36,838,631	41,375,756	37,902,560	38,446,036	41,291,530

Individuals with a gross monthly income of “Greater than R15K” had the biggest rand value share for secured credit granted for quarter ended September 2017 as indicated in Table 3.4.

3.3 Gross debtors book – secured credit

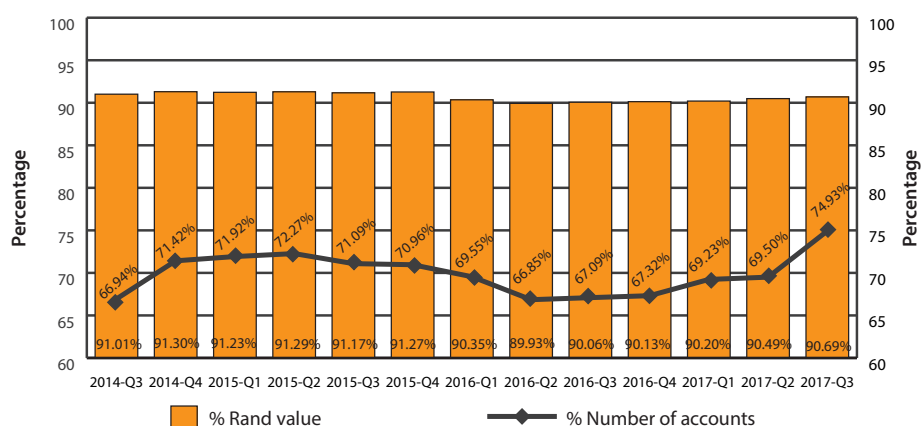
Table 3.5: Gross debtors book – secured credit

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	379,052,289	384,923,862	389,388,153	392,968,762	398,630,777	1.44%	5.17%
Number of accounts	3,835,715	3,806,836	3,706,538	3,671,567	3,640,481	-0.85%	-5.09%

The rand value of the gross debtors book for secured credit showed an increase of R5.66 billion (1.44%) for the quarter ended September 2017 and R19.58 billion (5.17%) on a y-o-y basis. The number of accounts decreased by 0.85% q-o-q and by 5.09% 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 90.49% for the quarter ended June 2017 to 90.69% for the quarter ended September 2017. The percentage (number) of accounts reported as “current” increased from 69.50% to 74.93% 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	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	4,994,844	5,648,847	6,218,591	5,957,652	7,125,488	44.17%	19.60%	42.66%
Bank overdraft	3,284,505	3,233,546	3,138,938	3,213,141	3,113,924	19.30%	-3.09%	-5.19%
Services	359,417	69,027	264,620	383,651	124,114	0.77%	-67.65%	-65.47%
Store cards	3,704,882	3,869,195	3,525,608	4,115,369	4,389,786	27.21%	6.67%	18.49%
Other facilities	1,229,735	2,112,810	2,176,541	1,645,927	1,377,921	8.54%	-16.28%	12.05%
Total	13,573,384	14,933,424	15,324,297	15,315,739	16,131,232	100.00%	5.32%	18.84%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	254,808	306,182	329,651	329,662	362,632	15.68%	10.00%	42.32%
Bank overdraft	94,318	81,657	97,567	107,274	118,163	5.11%	10.15%	25.28%
Services	2,720	3,713	5,063	4,214	4,478	0.19%	6.26%	64.63%
Store cards	1,528,847	1,473,644	1,245,761	1,456,174	1,721,470	74.44%	18.22%	12.60%
Other facilities	196,733	169,638	156,202	140,564	105,687	4.57%	-24.81%	-46.28%
Total	2,077,426	2,034,834	1,834,244	2,037,888	2,312,430	100.00%	13.47%	11.31%

Credit and garage cards received R7.13 billion of the total rand value of credit facilities granted (R16.13 billion), followed by store cards at R4.39 billion for the quarter ended September 2017 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R2.56 billion (18.84%). Table 4.2 indicated that the store cards (74.44%) dominated the number of agreements for the quarter ended September 2017.

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	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K	1,263,346	1,228,198	1,052,817	1,214,137	1,303,819
% share of credit granted	60.92%	60.46%	57.51%	59.67%	56.46%
R10.1K-R15K	251,725	239,226	219,890	241,640	277,924
% share of credit granted	12.14%	11.78%	12.01%	11.88%	12.04%
>R15K	558,849	564,014	557,835	578,863	727,383
% share of credit granted	26.95%	27.76%	30.47%	28.45%	31.50%
Total number of credit facilities	2,073,920	2,031,438	1,830,542	2,034,640	2,309,126

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

Level of income	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K (R000)	2,858,329	2,849,569	2,750,196	3,159,118	3,284,477
% share of credit granted	21.73%	19.63%	18.41%	21.33%	20.75%
R10.1K-R15K (R000)	1,214,548	1,335,725	1,366,116	1,594,645	1,436,969
% share of credit granted	9.24%	9.20%	9.15%	10.77%	9.08%
>R15K (R000)	9,078,075	10,329,645	10,818,671	10,058,467	11,104,354
% share of credit granted	69.03%	71.17%	72.44%	67.91%	70.17%
Total value of credit facilities (R000)	13,150,952	14,514,939	14,934,983	14,812,230	15,825,800

Table 4.3 and 4.4 showed a similar trend where the percentage share of the rand value and the number of credit facilities granted to individuals with a gross monthly income of “Up to R10K” decreased for the quarter ended September 2017.

4.3 Gross debtors book – credit facilities

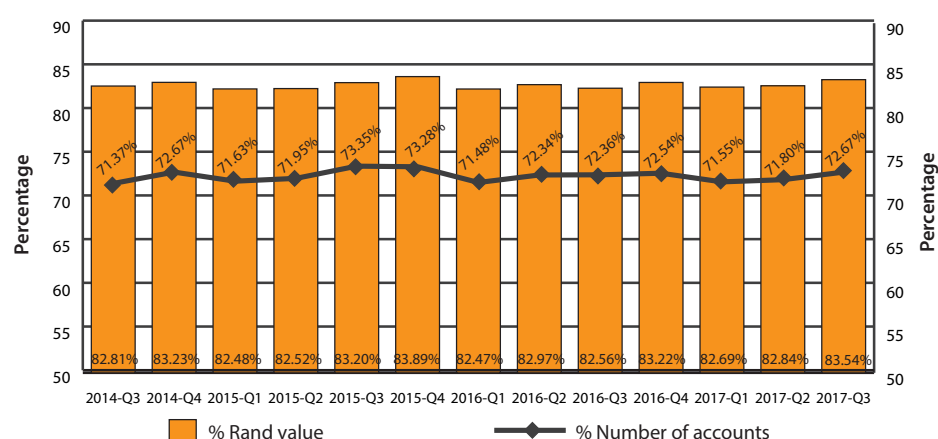
Table 4.5: Gross debtors book – credit facilities

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	217,909,982	221,474,817	223,578,067	224,996,901	224,189,718	-0.36%	2.88%
Number of accounts	25,727,752	25,630,252	25,433,527	25,248,614	25,403,984	0.62%	-1.26%

The rand value of the gross debtors book for credit facilities showed a decrease of R807.18 million (0.36%) q-o-q but increased by R6.28 billion (2.88%) on a y-o-y basis. The number of accounts increased by 0.62% q-o-q but decreased by 1.26% 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 82.84% for the quarter ended June 2017 to 83.54% for the quarter ended September 2017. The percentage (number) of accounts reported as “current” increased from 71.80% to 72.67% 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	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	319,160	345,529	346,126	312,630	282,807	1.27%	-9.54%	-11.39%
7-12 Months	2,180,321	1,922,155	1,489,013	1,653,915	1,687,533	7.57%	2.03%	-22.60%
13-18 Months	727,793	749,601	676,851	672,341	647,358	2.90%	-3.72%	-11.05%
19-24 Months	1,632,743	1,809,927	1,427,395	1,470,572	1,496,808	6.71%	1.78%	-8.33%
25-36 Months	3,358,548	3,436,718	2,812,538	2,827,249	2,898,799	13.00%	2.53%	-13.69%
3.1-5 Years	12,709,363	12,978,124	11,427,900	11,149,197	12,480,832	55.99%	11.94%	-1.80%
5.1-10 +Years	1,719,528	1,810,656	1,886,347	1,979,683	2,798,651	12.55%	41.37%	62.76%
Total	22,647,455	23,052,711	20,066,170	20,065,586	22,292,789	100.00%	11.10%	-1.57%

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

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	65,113	68,415	71,108	64,637	67,944	9.35%	5.12%	4.35%
7-12 Months	206,179	208,792	178,890	186,229	172,837	23.79%	-7.19%	-16.17%
13-18 Months	51,762	53,760	44,071	46,671	46,885	6.45%	0.46%	-9.42%
19-24 Months	98,249	104,411	81,336	90,646	92,023	12.66%	1.52%	-6.34%
25-36 Months	123,816	120,953	98,771	101,826	97,968	13.48%	-3.79%	-20.88%
3.1-5 Years	235,539	232,221	203,102	208,160	217,139	29.88%	4.31%	-7.81%
5.1-10 +Years	22,636	25,141	26,151	26,501	31,843	4.38%	20.16%	40.67%
Total	803,294	813,693	703,429	724,670	726,639	100.00%	0.27%	-9.54%

On a q-o-q basis both 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	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	185,246	179,764	183,820	183,836	173,740	0.78%	-5.49%	-6.21%
R3.1K-R5K	277,089	289,113	262,129	290,769	301,908	1.35%	3.83%	8.96%
R5.1K-R8K	482,499	540,178	415,155	451,568	449,067	2.01%	-0.55%	-6.93%
R8.1K-R10K	762,372	808,182	686,079	716,422	601,900	2.70%	-15.99%	-21.05%
R10.1K-R15K	1,366,230	1,301,663	1,000,966	1,123,251	1,114,848	5.00%	-0.75%	-18.40%
> R15.1K	19,574,019	19,933,812	17,518,021	17,299,740	19,651,327	88.15%	13.59%	0.39%
Total	22,647,455	23,052,711	20,066,170	20,065,586	22,292,789	100.00%	11.10%	-1.57%

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

Number of agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	107,907	101,426	103,653	101,691	101,000	13.90%	-0.68%	-6.40%
R3.1K-R5K	65,040	67,957	62,156	68,946	73,112	10.06%	6.04%	12.41%
R5.1K-R8K	73,812	83,105	64,556	69,657	68,944	9.49%	-1.02%	-6.60%
R8.1K-R10K	81,734	86,616	73,326	76,028	63,688	8.76%	-16.23%	-22.08%
R10.1K-R15K	109,472	104,400	81,476	89,604	89,271	12.29%	-0.37%	-18.45%
> R15.1K	365,329	370,189	318,262	318,744	330,624	45.50%	3.73%	-9.50%
Total	803,294	813,693	703,429	724,670	726,639	100.00%	0.27%	-9.54%

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 88.15% and 45.50% respectively for the quarter ended September 2017.

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	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K	366,855	364,549	287,783	299,599	276,703
% share of credit granted	45.68%	44.81%	40.92%	41.35%	38.09%
R10.1K-R15K	147,812	149,978	133,647	138,600	140,153
% share of credit granted	18.40%	18.43%	19.00%	19.13%	19.29%
>R15K	288,512	299,070	281,875	286,400	309,666
% share of credit granted	35.92%	36.76%	40.08%	39.53%	42.62%
Total number of unsecured credit	803,179	813,597	703,305	724,599	726,522

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

Level of income	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K (R000)	5,635,411	5,691,429	4,349,471	4,385,844	4,286,216
% share of credit granted	24.88%	24.69%	21.68%	21.86%	19.23%
R10.1K-R15K (R000)	4,101,972	4,202,439	3,637,886	3,674,999	3,827,884
% share of credit granted	18.11%	18.23%	18.13%	18.32%	17.17%
>R15K (R000)	12,908,754	13,156,926	12,075,166	12,002,688	14,173,997
% share of credit granted	57.00%	57.08%	60.19%	59.82%	63.59%
Total value of unsecured credit (R000)	22,646,137	23,050,793	20,062,522	20,063,531	22,288,097

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 41.35% for the quarter ended June 2017 to 38.09% for the quarter ended September 2017 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 59.82% to 63.59% for the same period as indicated in Table 5.6.

5.3 Gross debtors book – unsecured credit

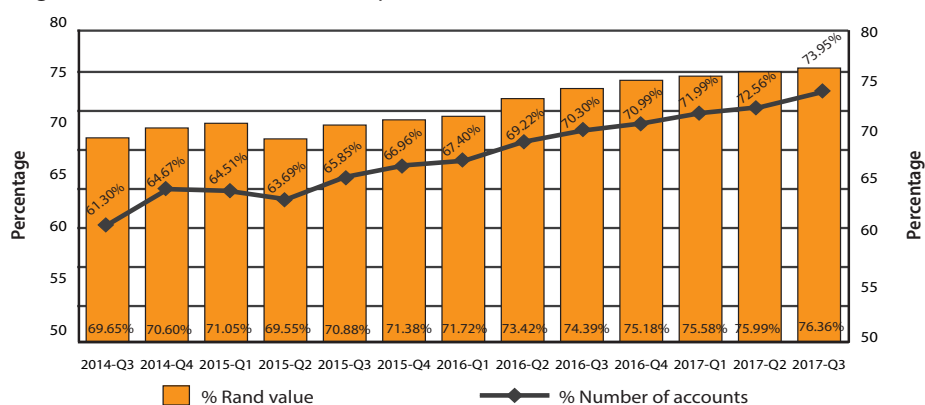
Table 5.7: Gross debtors book – unsecured credit

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	163,168,262	164,640,467	165,744,844	165,413,758	165,816,900	0.24%	1.62%
Number of accounts	5,891,460	5,728,153	5,551,788	5,308,068	5,278,144	-0.56%	-10.41%

The rand value of gross debtors book for unsecured credit increased by R403.14 million (0.24%) q-o-q and increased by R2.65 billion (1.62%) on a y-o-y basis. The number of accounts decreased by 0.56% q-o-q and by 10.41% 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” increased from 75.99% for the quarter ended June 2017 to 76.36% for the quarter ended September 2017. The percentage (number) of accounts reported as “current” increased from 72.56% to 73.95% 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	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	1,450,461	1,710,595	1,645,646	1,683,289	1,686,857	54.98%	0.21%	16.30%
2-3 Months	230,814	230,323	184,462	210,148	203,052	6.62%	-3.38%	-12.03%
4-6 Months	1,448,240	1,455,866	1,180,078	1,198,989	1,178,396	38.41%	-1.72%	-18.63%
Total	3,129,516	3,396,784	3,010,186	3,092,426	3,068,306	100.00%	-0.78%	-1.96%

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

Agreements per repayment period	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	802,767	933,975	899,241	895,166	910,252	65.15%	1.69%	13.39%
2-3 Months	88,862	84,319	71,479	81,170	80,483	5.76%	-0.85%	-9.43%
4-6 Months	502,714	493,826	395,313	411,231	406,438	29.09%	-1.17%	-19.15%
Total	1,394,343	1,512,120	1,366,033	1,387,567	1,397,173	100.00%	0.69%	0.20%

The majority of short-term credit agreements were for “Up to 1 month” for numbers and rand values for the quarter ended September 2017. The rand value of short-term credit decreased by R24.12 million (0.78%) q-o-q and by R61.21 million (1.96%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted increased by 0.69% q-o-q and by 0.20% y-o-y as indicated in Table 6.2.

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

Agreements	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	319,808	311,396	259,930	264,169	273,067	8.90%	3.37%	-14.62%
R1001-R2000	576,516	644,987	570,302	601,494	609,684	19.87%	1.36%	5.75%
R2001-R3000	510,259	550,748	511,816	521,909	520,729	16.97%	-0.23%	2.05%
R3001-R5000	801,569	881,782	782,615	777,970	722,201	23.54%	-7.17%	-9.90%
R5001-R8000	921,364	1,007,870	885,523	926,884	942,626	30.72%	1.70%	2.31%
Total	3,129,516	3,396,784	3,010,186	3,092,426	3,068,306	100.00%	-0.78%	-1.96%

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

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	464 987	476,096	441,331	442,061	459,395	32.88%	3.92%	-1.20%
R1001-R2000	386 400	439,604	387,641	405,322	410,234	29.36%	1.21%	6.17%
R2001-R3000	199 073	216,251	202,632	206,422	205,800	14.73%	-0.30%	3.38%
R3001-R5000	202 407	223,645	197,601	193,842	180,424	12.91%	-6.92%	-10.86%
R5001-R8000	141 476	156,524	136,828	139,920	141,320	10.11%	1.00%	-0.11%
Total	1 394 343	1,512,120	1,366,033	1,387,567	1,397,173	100.00%	0.69%	0.20%

The categories of R2001- R3000 and R3001-R5000 for both rand value and number experienced a q-o-q decrease 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	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K	797,100	827,231	713,633	783,661	757,374
% share of credit granted	57.17%	54.71%	52.24%	56.48%	54.22%
R10.1K-R15K	209,694	225,068	214,202	186,716	218,794
% share of credit granted	15.04%	14.88%	15.68%	13.46%	15.66%
>R15K	387,508	459,792	438,182	417,158	420,766
% share of credit granted	27.79%	30.41%	32.08%	30.06%	30.12%
Total number of short-term credit	1,394,302	1,512,091	1,366,017	1,387,535	1,396,934

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

Level of income	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R10K (R000)	1,504,235	1,527,161	1,240,763	1,288,933	1,267,221
% share of credit granted	48.07%	44.96%	41.22%	41.68%	41.31%
R10.1K-R15K (R000)	507,760	540,904	500,238	473,554	522,628
% share of credit granted	16.23%	15.92%	16.62%	15.31%	17.04%
>R15K (R000)	1,117,391	1,328,620	1,269,143	1,329,800	1,277,771
% share of credit granted	35.71%	39.12%	42.16%	43.00%	41.65%
Total value of short-term credit (R000)	3,129,386	3,396,685	3,010,144	3,092,287	3,067,621

There was a decrease in the share of the number of short-term credit agreements for individuals with a gross monthly income of “Up to R10k” from 56.48% for the quarter ended June 2017 to 54.22% for the quarter ended September 2017 as indicated in Table 6.5. The rand value of short-term credit agreements granted to individuals with a gross monthly income of “Greater than R15k” decreased from 43.00% to 41.65% for the same period as indicated in Table 6.6.

6.3 Gross debtors book – short-term credit

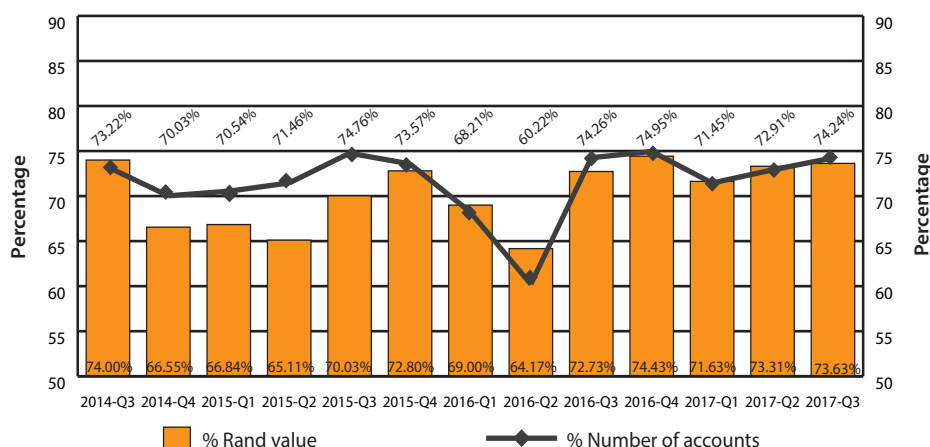
Table 6.7: Gross debtors book - short-term credit

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	2,828,860	2,937,781	2,666,933	2,563,122	2,539,149	-0.94%	-10.24%
Number of accounts	1,089,461	1,082,782	993,917	960,343	953,759	-0.69%	-12.46%

The rand value of the gross debtors book for short-term credit decreased by R23.97 million (0.94%) q-o-q and by R289.71 million (10.24%) on a y-o-y basis. The number of accounts decreased by 0.69% q-o-q and by 12.46% 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 73.31% for the quarter ended June 2017 to 73.63% for the quarter ended September 2017. The percentage (number) of accounts reported as “current” increased from 72.91% to 74.24% 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	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)
<= 4 Months	5,481	2,686	22,840	3,524	9,448	0.40%	168.12%
5-12 Months	62,961	32,096	285,480	45,654	59,601	2.53%	30.55%
12.1-24 Months	48,751	32,138	167,819	24,104	27,554	1.17%	14.31%
24.1-36 Months	29,014	32,410	75,408	32,768	29,188	1.24%	-10.92%
> 36 months	3,871,602	2,391,872	4,423,092	5,508,222	2,231,608	94.66%	-59.49%
Total	4,017,809	2,491,202	4,974,639	5,614,272	2,357,400	100.00%	-58.01%

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

Number of agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)
<= 4 Months	669	155	1,582	265	770	1.34%	190.57%
5-12 Months	4,941	1,585	16,110	2,794	4,546	7.93%	62.71%
12.1-24 Months	3,298	1,751	9,249	1,604	2,132	3.72%	32.92%
24.1-36 Months	1,143	1,211	3,007	1,455	1,398	2.44%	-3.92%
> 36 months	82,260	52,933	121,226	126,368	48,450	84.56%	-61.66%
Total	92,311	57,635	151,174	132,486	57,296	100.00%	-56.75%

The value of developmental credit granted decreased by R3.26 billion (58.01%) for the quarter ended September 2017 as indicated in Table 7.1 and Table 7.2. The number of developmental credit agreements decreased by 56.75% for the same period.

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

Rand value of agreements	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q2 R000	2017-Q3 R000	2017-Q3 % Distribution	% Change (Q3/Q2)
R0-R1500	425	870	1,195	636	720	0.03%	13.29%
R1501-R3000	3,915	3,937	8,497	5,023	6,033	0.26%	20.11%
R3.01K-R5K	8,529	10,009	25,359	10,117	11,848	0.50%	17.11%
R5.01K-R10K	33,085	30,707	156,713	68,993	43,392	1.84%	-37.11%
R10.1K-R20K_D	195,019	178,818	426,889	231,995	121,287	5.14%	-47.72%
> R20K	3,776,835	2,264,861	4,355,559	5,297,508	2,174,121	92.23%	-58.96%
Total	4,017,809	2,489,202	4,974,212	5,614,272	2,357,400	100.00%	-58.01%

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

Number of agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q3 % Distribution	% Change (Q3/Q2)
R0-R1500	890	1,164	2,054	914	1,081	1.89%	18.27%
R1501-R3000	1,469	1,761	3,594	2,304	2,731	4.77%	18.53%
R3.01K-R5K	1,962	2,421	6,134	2,467	2,850	4.97%	15.52%
R5.01K-R10K	4,075	4,044	20,292	9,041	5,933	10.35%	-34.38%
R10.1K-R20K_D	13,895	12,821	28,312	15,338	8,193	14.30%	-46.58%
> R20K	70,020	35,424	90,785	102,422	36,508	63.72%	-64.36%
Total	92,311	57,635	151,171	132,486	57,296	100.00%	-56.75%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 92.23% in rand value and 63.72% in numbers for the quarter ended September 2017.

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	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
<=R10K	5,208	4,772	17,083	3,951	4,663
% share	45.01%	70.54%	54.26%	53.20%	46.40%
R10.1K-R15K	6,364	1,993	14,400	3,475	5,386
% share	54.99%	29.46%	45.74%	46.80%	53.60%
Total number of developmental credit	11,572	6,765	31,483	7,426	10,049

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

Level of income	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
<=R10K	436,090	591,684	768,124	447,771	118,518
% share	60.89%	65.64%	65.56%	69.07%	18.99%
R10.1K-R15K	280,128	309,726	403,493	200,534	505,663
% share	39.11%	34.36%	34.44%	30.93%	81.01%
Total rand value of developmental credit	716,218	901,411	1,171,617	648,305	624,182

The number of developmental credit agreements granted to individuals with a gross monthly income of “R10.1K-R15K” had the largest share of 53.60% 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 81.01% as indicated in Table 7.6.

7.3 Gross debtors book – developmental credit

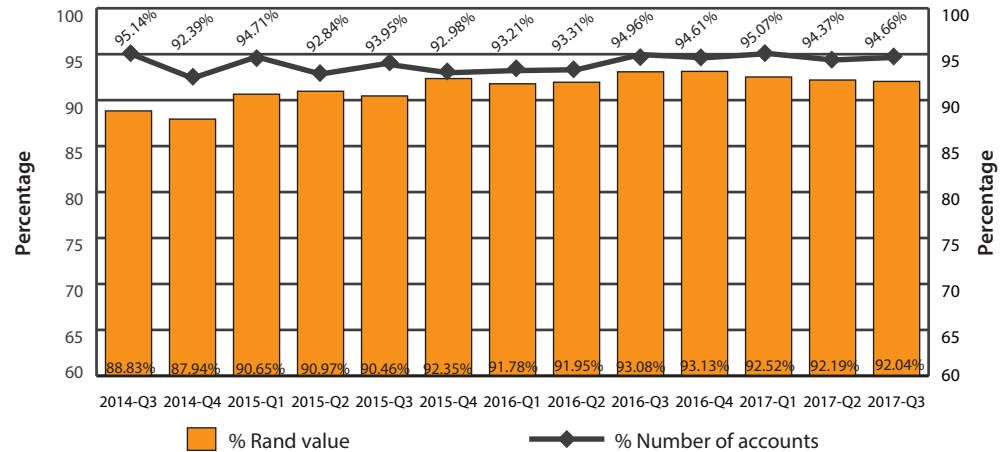
Table 7.7: Gross debtors book - developmental credit

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	41,344,465	42,494,802	43,164,963	41,075,374	42,417,433	3.27%	2.60%
Number of accounts	1,159,003	1,175,203	1,276,215	1,053,969	1,167,165	10.74%	0.70%

The rand value of the gross debtors book for developmental credit increased by R1.34 billion (3.27%) q-o-q and R1.07 billion (2.60%) on a y-o-y basis. The number of accounts increased by 10.74% on a q-o-q and by 0.70% 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 92.19% for the quarter ended June 2017 to 92.04% for the quarter ended September 2017. The percentage (number) of accounts reported as “current” increased from 94.37% to 94.66% for the same period as illustrated in Figure 7.1.

8. Definitions

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

Notes

- Where values have been rounded off the percentage calculations and summed totals are calculated off the unrounded values.
- Please refer to the NCR website for the complete set of tables. Website address www.ncr.org.za

9. Appendix tables

A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
Eastern Cape	7,100,538,887	7,223,020,207	6,622,692,041	6,088,597,515	6,909,939,391	7,382,167,817	7,237,902,134	7,462,256,592	7,418,855,335
Free State	5,399,050,935	5,137,099,819	4,259,921,022	4,040,222,408	4,836,152,746	5,287,676,716	4,563,971,615	4,724,073,285	4,837,044,401
Gauteng	54,924,394,212	54,221,996,838	47,559,682,046	48,221,594,914	50,978,735,772	52,618,906,106	50,750,348,108	52,151,946,660	52,242,574,131
Kwazulu-Natal	16,246,341,254	16,388,409,950	14,668,842,787	14,648,407,573	15,544,919,360	16,788,715,572	15,596,013,662	16,140,463,484	16,830,281,158
Limpopo	4,626,168,275	4,715,369,165	4,351,591,938	4,059,695,457	4,659,911,356	4,966,414,728	4,647,559,739	4,696,302,426	4,730,814,074
Mpumalanga	8,064,667,890	8,548,219,829	6,794,915,115	6,995,809,574	7,614,502,019	8,445,032,992	7,413,547,733	7,561,317,512	8,456,780,598
Northern Cape	2,476,914,108	2,563,716,672	2,259,453,398	1,963,935,444	2,409,040,417	2,389,629,078	2,062,855,399	2,024,723,118	2,229,699,145
North West	4,852,997,965	5,136,418,276	3,827,313,863	3,824,961,540	4,229,757,350	4,672,582,822	4,481,444,510	4,582,311,525	4,749,028,539
Western Cape	19,152,210,983	19,452,302,703	17,584,185,760	17,575,593,276	19,475,577,463	20,331,291,391	19,030,406,549	20,056,202,339	21,352,113,870
Other	1,091,501,727	760,478,342	402,609,034	901,460,731	854,271,675	520,271,361	675,111,266	683,158,245	791,710,058
Total	123,934,786,234	124,147,031,801	108,331,207,004	108,320,278,432	117,512,807,549	123,402,688,583	116,459,160,715	120,082,755,186	123,638,901,309

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
≤R1500	3,217,185	2,237,051	1,746,603	2,017,006	1,520,084	1,390,839	1,567,699	1,621,555	1,276,188
R1500-R3000	26,400,681	25,748,386	16,043,096	23,035,732	20,507,915	15,978,910	10,270,177	13,474,542	9,400,363
R3.1K-R5K	84,552,917	97,242,883	56,952,804	53,713,372	59,821,021	79,963,787	64,309,219	66,245,504	66,528,596
R5.1K-R10K	486,878,415	647,779,634	336,458,476	348,226,946	346,094,668	494,965,238	335,422,139	361,429,238	349,056,454
R10.1K-R20K	497,768,559	755,202,294	342,711,806	358,762,338	399,575,981	620,556,309	394,418,021	454,948,185	454,161,680
R20.1K-R40K	304,091,242	401,654,649	229,644,263	238,808,974	252,335,971	389,472,186	291,946,438	297,177,895	299,886,219
R40.1K-R60K	239,559,456	237,069,291	209,305,684	195,490,152	192,007,468	317,638,665	215,492,009	188,268,290	183,258,561
R60.1K-R100K	1,226,929,704	1,214,806,820	1,023,254,851	1,012,977,478	987,293,261	938,834,024	997,459,615	857,128,061	854,432,959
R101K-R150K	4,140,685,478	4,411,395,338	3,551,378,912	3,439,551,879	3,543,326,424	3,520,486,827	3,408,077,845	3,275,006,799	3,362,085,317
R151K-R200K	5,552,750,536	6,061,569,832	4,802,966,745	4,942,129,597	5,068,325,625	5,500,148,278	5,031,735,156	5,129,225,239	5,511,826,518
R201K-R400K	14,415,392,010	15,442,480,908	12,977,234,810	13,946,269,444	14,677,210,651	16,051,088,055	14,902,101,212	15,272,553,205	16,367,884,727
>R400K	12,255,950,722	12,475,150,172	10,615,286,080	11,395,487,796	12,018,462,102	14,257,160,490	13,165,128,923	13,245,195,991	14,790,439,996
Total	39,234,176,905	41,772,337,258	34,162,984,130	35,956,470,714	37,566,481,171	42,187,683,608	38,817,928,453	39,162,274,504	42,250,237,578

Table 3: Number of agreements for secured credit granted

Agreements	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
≤R1500	3,109	2,175	1,525	1,692	1,371	1,304	1,349	1,378	1,335
R1500-R3000	10,977	10,685	6,721	9,480	8,452	6,625	4,450	5,606	4,013
R3.1K-R5K	20,977	23,898	14,139	13,266	14,955	20,207	15,921	16,945	16,641
R5.1K-R10K	67,005	88,588	45,927	47,474	46,637	66,498	45,429	48,630	46,968
R10.1K-R20K	36,710	55,565	24,980	26,473	29,423	45,352	28,828	33,253	33,040
R20.1K-R40K	11,302	15,134	8,398	8,764	9,337	14,539	10,722	10,980	11,102
R40.1K-R60K	4,751	4,722	4,154	3,883	3,814	4,299	4,314	3,778	3,698
R60.1K-R100K	14,874	14,689	12,434	12,304	11,912	11,405	12,177	10,447	10,366
R101K-R150K	32,843	34,927	28,138	27,259	27,988	27,824	26,919	25,849	26,480
R151K-R200K	32,057	35,034	27,725	28,439	29,091	31,560	28,885	29,445	31,590
R201K-R400K	52,075	56,260	47,071	50,318	52,804	57,664	53,716	54,942	59,055
>R400K	18,464	19,506	16,312	17,789	19,213	21,492	20,657	20,263	22,827
Total	305,144	361,183	237,524	247,141	254,997	308,769	253,367	261,516	267,115

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
R0-R3500	2,063,520	1,338,968	150,000		1,938,707	230,700	41,780,527	1,119,702	1,824,430
R3501-R5500	5,071,171	3,532,104	4,685,580	3,826,350	3,142,167	2,473,200	5,775,150	2,289,051	2,835,930
R5501-R7500	55,941,258	38,695,371	33,387,351	35,648,052	52,625,012	59,158,065	58,460,448	77,361,828	73,959,365
R7501-R10K	134,861,550	98,864,876	81,093,568	82,439,149	78,278,475	68,510,401	54,759,972	68,450,933	66,584,471
R10.1K-R15K	947,437,638	837,290,621	614,843,078	645,553,364	663,644,524	556,567,075	438,442,066	480,003,337	674,666,822
>R15K	38,244,137,434	38,658,694,967	32,383,780,107	35,098,852,844	35,778,533,750	36,655,943,957	33,666,898,811	36,178,486,224	36,716,228,603
Total	39,389,512,571	39,638,416,907	33,117,939,684	35,866,319,759	36,578,162,635	37,342,883,398	34,266,116,974	36,807,711,075	37,536,099,621

Table 5: Number of mortgages granted by income category

Income Category	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
R0-R3500	4	4	2		4	2	7	5	5
R3501-R5500	26	26	20	20	23	11	13	12	15
R5501-R7500	133	135	110	128	134	130	116	167	164
R7501-R10K	496	372	312	301	278	234	188	210	201
R10.1K-R15K	2,781	2,415	1,809	1,901	1,908	1,568	1,228	1,320	1,538
>R15K	41,232	40,191	34,229	36,491	36,490	37,596	34,467	35,874	36,339
Total	44,672	43,143	36,482	38,841	38,837	39,541	36,019	37,588	38,262

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

Income Category	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
R0-R3500	466,968,526	685,170,738	279,626,352	293,287,745	294,227,578	457,416,750	279,844,579	311,893,466	310,363,474
R3501-R5500	241,360,206	380,068,688	162,798,481	165,365,083	174,031,882	263,638,978	188,704,433	207,538,836	211,046,419
R5501-R7500	354,551,262	485,516,409	286,493,999	278,853,564	272,039,610	316,417,099	279,114,170	305,998,281	322,692,273
R7501-R10K	914,338,035	1,163,788,335	785,942,781	766,877,482	757,604,596	824,194,962	797,620,673	832,589,438	825,440,801
R10.1K-R15K	3,118,225,070	3,651,127,569	2,688,122,024	2,738,168,699	2,661,527,221	2,899,333,210	2,700,095,422	2,812,178,477	2,901,521,231
>R15K	33,373,332,131	34,506,646,456	29,146,625,341	30,911,175,972	32,679,200,065	36,614,755,211	33,657,180,259	33,975,837,445	36,720,465,834
Total	38,468,775,230	40,872,318,195	33,349,608,978	35,153,728,545	36,838,630,952	41,375,756,210	37,902,559,536	38,446,035,943	41,291,530,032

Table 7: Number of secured credit granted by income category

Income Category	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
R0-R3500	57,618	79,578	35,279	36,296	36,506	55,715	34,064	37,211	37,455
R3501-R5500	22,310	30,969	15,066	15,541	16,420	25,069	16,887	18,553	18,494
R5501-R7500	15,343	20,731	10,722	10,524	11,219	15,887	11,212	12,106	12,086
R7501-R10K	18,830	24,377	14,206	13,969	14,356	18,464	14,126	15,370	14,647
R10.1K-R15K	35,268	43,019	28,526	29,339	28,974	34,062	28,395	30,545	30,384
>R15K	153,697	160,472	130,781	138,931	145,107	157,225	146,236	145,374	151,743
Total	303,066	359,146	234,580	244,600	252,582	306,422	250,920	259,159	264,809

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

Income Category	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
R0-R3500	1,004,702,473	714,981,488	880,133,424	817,747,418	824,303,677	736,356,799	768,054,864	913,810,507	907,110,614
R3501-R5500	1,125,904,816	650,206,265	580,931,002	668,085,120	731,202,009	734,943,847	669,240,959	773,180,997	862,480,140
R5501-R7500	818,509,997	508,365,975	475,758,626	530,685,490	578,006,301	593,942,453	556,483,375	635,059,254	666,735,720
R7501-R10K	1,057,475,329	716,713,978	647,270,021	684,848,961	724,816,959	784,325,898	756,416,377	837,066,814	848,150,510
R10.1K-R15K	1,848,955,193	1,260,111,145	1,158,464,819	1,136,147,731	1,214,548,271	1,335,725,072	1,366,115,619	1,594,645,364	1,436,968,790
>R15K	11,412,587,699	9,773,652,218	9,217,380,916	7,870,151,364	9,078,074,724	10,329,644,975	10,818,671,404	10,058,467,134	11,104,354,249
Total	17,268,135,507	13,624,031,069	12,959,938,808	11,707,666,084	13,150,951,941	14,514,939,044	14,934,982,598	14,812,230,070	15,825,800,023

Table 9: Number of credit facilities granted by income category

Income Category	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
R0-R3500	507,333	469,809	648,505	630,635	584,531	583,975	517,388	609,506	589,134
R3501-R5500	401,381	252,494	237,728	300,256	298,218	282,982	226,719	259,687	315,309
R5501-R7500	225,938	150,503	158,326	191,171	188,144	178,445	148,888	167,479	194,891
R7501-R10K	223,476	159,838	171,478	194,233	192,453	182,796	159,822	177,465	204,485
R10.1K-R15K	295,761	206,997	230,386	246,855	251,725	239,226	219,890	241,640	277,924
>R15K	633,398	468,908	511,498	524,264	558,849	564,014	557,835	578,863	727,383
Total	2,287,287	1,708,549	1,957,921	2,087,414	2,073,920	2,031,438	1,830,542	2,034,640	2,309,126

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

Income Category	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
R0-R3500	1,388,000,061	1,583,874,017	1,087,225,379	956,394,946	997,797,053	991,586,128	650,690,419	465,236,830	437,378,839
R3501-R5500	1,329,855,861	1,477,670,971	1,089,804,189	1,133,773,129	1,204,450,591	1,244,274,845	891,794,952	965,683,689	925,714,543
R5501-R7500	1,493,629,423	1,615,134,158	1,261,595,145	1,291,703,475	1,330,564,749	1,357,059,890	1,085,645,475	1,172,248,232	1,153,707,161
R7501-R10K	2,155,353,327	2,378,690,592	1,886,861,117	1,963,875,436	2,102,598,815	2,098,507,639	1,721,340,377	1,782,674,827	1,769,415,931
R10.1K-R15K	3,821,348,098	4,231,837,022	3,486,911,144	3,775,034,345	4,101,971,743	4,202,438,602	3,637,885,619	3,674,999,371	3,827,884,030
>R15K	10,475,590,642	11,178,063,064	10,064,019,481	11,480,700,684	12,908,754,019	13,156,925,710	12,075,165,622	12,002,688,217	14,173,996,910
Total	20,663,777,412	22,465,269,824	18,876,416,455	20,601,482,015	22,646,136,970	23,050,792,814	20,062,522,464	20,063,531,166	22,288,097,414

Table 11: Number of unsecured credit granted by income category

Income Category	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
R0-R3500	144,637	159,634	111,876	92,892	86,151	80,717	54,130	45,796	39,467
R3501-R5500	121,277	134,547	104,368	102,046	101,142	102,517	79,971	88,864	81,798
R5501-R7500	98,690	108,345	87,488	84,117	81,478	82,979	70,296	76,429	71,100
R7501-R10K	112,610	123,472	102,646	99,526	98,084	98,336	83,386	88,510	84,338
R10.1K-R15K	152,942	172,359	145,923	147,231	147,812	149,978	133,647	138,601	140,153
>R15K	320,251	376,047	320,987	293,575	288,512	299,070	281,875	286,400	309,666
Total	950,407	1,074,404	873,288	819,387	803,179	813,597	703,305	724,600	726,522

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

Income Category	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
R0-R3500	384,618,550	476,041,437	352,199,082	393,091,760	372,094,384	401,731,545	290,470,503	294,244,506	248,942,096
R3501-R5500	464,377,091	572,728,562	396,434,227	414,711,004	418,296,210	402,880,501	321,191,909	361,519,400	351,928,170
R5501-R7500	448,928,930	507,971,076	354,881,354	345,950,375	352,019,695	348,853,261	296,986,513	310,335,499	319,513,968
R7501-R10K	524,040,036	566,911,919	397,764,817	368,273,527	361,824,400	373,696,175	332,114,155	322,833,866	346,837,193
R10.1K-R15K	792,533,229	849,423,569	588,664,141	518,983,153	507,760,288	540,903,607	500,237,925	473,553,642	522,627,803
>R15K	1,454,688,072	1,519,657,372	1,124,390,055	878,334,733	1,117,391,243	1,328,619,553	1,269,142,859	1,329,800,086	1,277,771,495
Total	4,069,185,908	4,492,733,935	3,214,333,676	2,919,344,552	3,129,386,220	3,396,684,642	3,010,143,864	3,092,286,999	3,067,620,725

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

Income Category	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
R0-R3500	317,108	359,660	256,784	274,396	257,360	282,599	221,075	270,987	224,382
R3501-R5500	333,204	360,631	240,928	219,617	219,706	216,065	187,779	215,904	209,667
R5501-R7500	266,608	272,356	185,423	157,086	162,761	164,122	150,536	152,991	161,704
R7501-R10K	285,877	282,792	193,976	157,230	157,273	164,445	154,243	143,779	161,621
R10.1K-R15K	381,876	381,844	258,797	205,460	209,694	225,068	214,202	186,716	218,794
>R15K	521,204	519,276	373,855	282,474	387,508	459,792	438,182	417,158	420,766
Total	2,105,877	2,176,559	1,509,763	1,296,263	1,394,302	1,512,091	1,366,017	1,387,535	1,396,934

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

Income Category	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
R0-R1500	964,679	4,037,983	12,703,397	2,069,062	1,531,971	376,976	12,159,034	831,232	1,713,416
R1501-R3500	1,804,587	3,939,757	17,783,398	3,547,055	2,630,176	2,256,503	18,355,812	1,433,494	2,511,613
R3501-R5500	7,235,937	10,344,089	43,250,680	8,192,231	7,094,391	4,046,749	44,467,387	3,380,787	6,328,813
R5501-R7500	15,707,177	24,296,766	92,087,941	14,263,798	14,468,441	8,900,923	94,363,931	10,260,347	14,826,919
R7501-R10K	453,975,331	541,076,496	533,500,245	476,611,059	410,364,765	576,103,160	598,777,497	431,864,756	93,137,458
R10.1K-R15K	198,623,247	258,773,261	348,876,917	248,999,577	280,128,027	309,726,208	403,492,899	200,534,281	505,663,407
Total	678,310,958	842,468,352	1,048,202,578	753,682,782	716,217,771	901,410,519	1,171,616,560	648,304,897	624,181,626

Table 15: Number of developmental credit granted by income category

Income Category	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
R0-R1500	149	227	597	215	143	94	547	110	149
R1501-R3500	254	352	855	310	255	196	765	102	196
R3501-R5500	895	864	2,325	624	617	333	2,086	267	516
R5501-R7500	2,144	2,397	5,841	1,816	1,581	1,131	5,336	1,444	1,566
R7501-R10K	3,955	4,364	9,085	2,522	2,612	3,018	8,349	2,028	2,236
R10.1K-R15K	5,756	5,637	13,042	3,730	6,364	1,993	14,400	3,475	5,386
Total	13,153	13,841	31,745	9,217	11,572	6,765	31,483	7,426	10,049

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
Current	788,032,808,769	785,565,327,913	783,478,308,746	785,060,950,205	788,153,497,096	798,360,933,753	804,848,356,863	810,835,986,366	817,761,579,034
30 Days	28,713,107,779	29,383,150,352	32,714,339,613	31,510,777,734	30,632,969,383	29,154,458,596	29,092,250,188	28,348,064,260	27,576,121,135
31-60 Days	10,548,811,122	9,199,826,633	11,816,188,894	12,518,979,739	11,959,755,837	11,407,723,937	12,590,822,468	11,773,229,961	12,091,259,153
61-90 Days	5,725,125,880	5,041,297,827	6,663,088,656	7,783,231,479	7,617,893,870	7,054,492,395	6,897,982,817	7,563,187,494	7,166,448,154
91-120 Days	4,263,489,301	3,856,101,535	4,594,774,910	4,842,370,667	4,652,292,687	4,689,242,217	5,004,433,835	5,093,911,690	5,414,621,232
120+ Days	24,974,510,373	22,725,326,714	24,106,092,462	24,354,114,265	24,236,130,806	24,627,635,747	25,625,124,209	25,492,625,301	25,390,769,738
Total	862,257,853,224	855,771,030,974	863,372,793,281	866,070,424,089	867,252,539,679	875,294,486,645	884,058,970,380	889,107,005,072	895,400,798,446

Table 17: Age analysis of accounts – mortgages

Ageing	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Current	1,664,386	1,633,654	1,609,993	1,599,405	1,593,419	1,592,237	1,583,877	1,571,192	1,572,693
30 Days	62,528	68,288	74,076	71,622	67,449	63,196	62,981	62,491	60,534
31-60 Days	20,459	20,578	25,560	25,481	25,367	22,992	23,987	26,840	23,760
61-90 Days	11,716	12,071	14,692	15,060	13,943	12,981	12,895	15,268	13,024
91-120 Days	7,937	8,421	9,909	10,107	9,701	9,616	10,305	10,327	10,614
120+ Days	48,379	46,803	49,366	49,414	47,943	49,333	51,561	50,318	49,607
Total	1,815,405	1,789,815	1,783,596	1,771,089	1,757,822	1,750,355	1,745,606	1,736,436	1,730,232

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

Ageing	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
Current	329,420,967,300	337,326,409,861	334,745,084,992	336,872,028,729	341,388,943,427	346,937,364,287	351,247,191,279	355,597,443,771	361,506,447,225
30 Days	13,721,011,940	13,648,741,034	15,461,165,758	14,930,806,290	14,651,404,509	14,922,508,315	15,856,409,532	15,452,660,258	14,302,809,952
31-60 Days	4,594,306,840	4,596,513,194	5,222,683,793	5,110,904,967	4,969,881,757	5,160,448,873	5,645,726,626	5,419,747,710	5,478,587,259
61-90 Days	2,396,996,654	2,325,871,758	2,338,100,289	2,338,672,405	2,112,183,437	2,294,410,755	2,461,502,213	2,509,811,573	2,437,827,702
91-120 Days	1,765,360,895	1,829,147,023	1,887,745,906	4,018,838,089	4,317,280,771	4,306,561,895	2,083,470,521	2,024,800,088	2,013,879,271
120+ Days	9,437,086,429	9,846,500,839	10,851,500,240	11,315,387,932	11,612,595,013	11,302,567,948	12,093,853,004	11,964,298,364	12,891,225,481
Total	361,335,730,058	369,573,183,709	370,506,280,978	374,586,638,412	379,052,288,914	384,923,862,073	389,388,153,175	392,968,761,764	398,630,776,890

Table 19: Age analysis of accounts – secured credit

Ageing	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Current	2,985,293	2,968,562	2,790,143	2,602,972	2,573,322	2,562,699	2,566,018	2,551,759	2,727,875
30 Days	284,950	282,292	317,591	338,544	311,465	303,769	292,780	282,595	247,215
31-60 Days	155,937	147,367	154,767	155,329	143,448	139,681	128,398	119,730	109,725
61-90 Days	110,264	105,325	107,159	98,907	87,488	83,712	78,929	74,865	60,996
91-120 Days	92,319	89,114	88,991	99,486	93,928	88,797	65,587	62,507	51,432
120+ Days	570,621	590,939	553,303	598,643	626,064	628,178	574,826	580,111	443,238
Total	4,199,384	4,183,599	4,011,954	3,893,881	3,835,715	3,806,836	3,706,538	3,671,567	3,640,481

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

Ageing	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
Current	176,409,604,455	181,226,553,507	180,780,995,221	181,698,694,215	179,897,038,635	184,300,825,006	184,872,379,996	186,376,680,352	187,285,774,759
30 Days	10,350,696,878	10,296,384,704	11,692,558,289	11,034,135,277	11,442,963,928	11,316,947,343	11,573,306,042	11,239,201,938	11,111,527,331
31-60 Days	4,227,697,035	4,010,303,675	5,384,428,308	4,259,618,399	4,159,125,776	3,897,680,764	4,729,549,308	4,307,500,611	3,963,737,083
61-90 Days	2,665,813,212	2,532,796,229	3,020,835,969	2,895,855,099	2,739,523,709	2,584,699,615	2,895,609,022	2,874,231,785	2,676,355,738
91-120 Days	2,611,972,764	2,563,674,408	2,829,429,179	3,174,758,524	3,129,332,247	2,901,032,516	2,907,729,989	3,111,803,922	2,759,485,335
120+ Days	15,769,233,460	15,409,055,173	15,494,750,312	15,933,794,068	16,541,997,869	16,473,631,483	16,599,492,237	17,087,482,187	16,392,838,108
Total	212,035,017,804	216,038,767,696	219,202,997,278	218,996,855,582	217,909,982,164	221,474,816,727	223,578,066,594	224,996,900,795	224,189,718,354

Table 21: Age analysis of accounts – credit facilities

Ageing	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Current	19,256,548	19,296,266	18,684,929	18,785,220	18,615,386	18,593,085	18,198,277	18,128,511	18,460,847
30 Days	2,302,177	2,428,395	2,463,909	2,263,093	2,228,869	2,303,944	2,280,170	2,142,905	2,105,741
31-60 Days	855,222	852,862	1,022,006	883,740	855,106	819,860	952,359	852,579	776,930
61-90 Days	580,001	576,740	660,079	615,145	584,720	543,923	609,039	569,164	517,539
91-120 Days	453,315	447,143	470,170	503,364	471,357	450,707	453,888	481,632	424,291
120+ Days	2,805,895	2,732,406	2,837,415	2,918,324	2,972,314	2,918,733	2,939,794	3,073,823	3,118,636
Total	26,253,158	26,333,812	26,138,508	25,968,886	25,727,752	25,630,252	25,433,527	25,248,614	25,403,984

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

Ageing	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
Current	114,655,385,618	117,552,102,340	118,456,580,759	119,462,982,488	121,378,852,223	123,770,691,648	125,274,883,107	125,689,838,414	126,611,543,830
30 Days	6,847,568,162	7,516,704,623	8,004,225,479	6,325,279,216	5,880,720,959	6,085,625,499	6,163,342,034	5,803,635,844	5,596,047,818
31-60 Days	3,495,795,156	3,480,231,545	3,790,674,465	3,707,426,615	3,485,606,265	3,264,958,873	3,633,811,698	3,464,282,324	3,186,594,253
61-90 Days	2,632,352,513	2,509,492,097	2,559,674,938	2,762,086,121	2,567,290,180	2,464,764,155	2,503,701,850	2,558,534,982	2,325,132,736
91-120 Days	2,094,343,479	1,955,794,315	1,854,697,544	2,806,780,614	2,946,816,299	2,959,389,450	2,053,806,064	2,128,356,082	2,102,730,883
120+ Days	32,035,071,953	31,671,930,181	30,498,216,175	27,657,766,082	26,908,975,775	26,095,037,154	26,115,299,508	25,769,110,048	25,994,850,715
Total	161,760,516,881	164,686,255,101	165,164,069,360	162,722,321,136	163,168,261,701	164,640,466,779	165,744,844,261	165,413,757,694	165,816,900,235

Table 23: Age analysis of accounts – unsecured credit

Ageing	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Current	4,320,651	4,363,986	4,307,297	4,248,085	4,141,408	4,066,317	3,996,610	3,851,727	3,903,288
30 Days	377,591	414,200	419,749	368,634	295,643	283,374	272,703	246,971	225,569
31-60 Days	187,075	185,401	199,358	181,741	170,351	152,631	161,326	141,926	131,269
61-90 Days	142,296	133,744	132,491	138,823	125,617	114,593	111,079	105,016	94,318
91-120 Days	109,880	104,398	98,479	128,711	130,395	130,031	90,857	83,894	81,358
120+ Days	1,423,933	1,315,944	1,233,665	1,070,726	1,028,046	981,207	919,213	878,534	842,342
Total	6,561,426	6,517,673	6,391,039	6,136,720	5,891,460	5,728,153	5,551,788	5,308,068	5,278,144

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

Ageing	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)
Current	2,264,943,971	2,648,131,574	2,132,976,152	1,945,970,796	2,057,386,790	2,186,451,210	1,910,246,852	1,879,139,980	1,869,591,969
30 Days	231,713,562	275,275,060	324,226,980	229,910,970	190,096,053	188,437,144	182,307,452	158,722,872	157,635,869
31-60 Days	102,165,832	129,596,983	176,643,931	131,695,111	128,471,166	121,913,290	127,129,839	102,080,913	97,127,674
61-90 Days	83,831,873	92,170,462	145,061,096	110,291,674	99,964,511	94,313,568	100,291,334	81,495,540	77,918,967
91-120 Days	77,026,687	63,826,159	80,325,174	94,436,131	81,435,682	77,250,218	68,977,757	61,236,049	58,864,253
120+ Days	474,764,826	428,649,200	232,016,572	520,166,313	271,506,178	269,415,234	277,979,311	280,446,525	278,009,799
Total	3,234,446,751	3,637,649,438	3,091,249,905	3,032,470,995	2,828,860,380	2,937,780,664	2,666,932,545	2,563,121,879	2,539,148,531

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

Ageing	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Current	1,029,614	952,417	765,919	763,648	809,028	811,516	710,109	700,196	708,075
30 Days	97,720	95,139	119,236	102,422	84,571	76,272	72,802	64,133	62,709
31-60 Days	43,002	44,324	56,482	48,121	54,037	51,666	57,403	47,929	43,228
61-90 Days	31,443	30,843	43,216	35,100	35,470	34,759	38,304	33,250	30,579
91-120 Days	23,903	19,697	22,663	26,714	23,797	25,040	27,294	22,277	20,583
120+ Days	151,527	152,142	115,431	292,078	82,558	83,529	88,005	92,558	88,585
Total	1,377,209	1,294,562	1,122,947	1,268,083	1,089,461	1,082,782	993,917	960,343	953,759

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

Ageing	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Current	29,172,856,488	30,999,620,560	33,854,961,449	34,831,818,092	38,484,041,075	39,575,910,283	39,935,067,230	37,868,137,032	39,041,266,805
30 Days	839,496,633	759,535,846	1,054,352,600	1,097,411,237	945,201,281	948,155,714	1,125,787,199	1,136,173,936	1,096,438,075
31-60 Days	269,979,155	237,905,348	261,817,852	312,060,411	321,304,425	347,623,234	411,821,267	417,633,419	424,613,002
61-90 Days	144,747,947	149,997,426	146,472,925	164,413,912	157,898,064	162,489,814	178,293,353	238,211,612	226,766,385
91-120 Days	113,275,237	106,894,295	110,641,815	113,461,451	122,061,311	126,698,402	138,181,351	167,553,191	188,579,809
120+ Days	1,708,820,087	1,313,136,749	1,456,878,512	1,363,775,876	1,313,958,468	1,333,924,596	1,375,812,945	1,247,664,703	1,439,768,855
Total	32,249,175,547	33,567,090,224	36,885,125,153	37,882,940,979	41,344,464,624	42,494,802,043	43,164,963,345	41,075,373,893	42,417,432,931

Table 27: Age analysis of accounts – developmental credit

Ageing	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Current	1,019,634	1,043,198	1,063,554	1,060,396	1,100,541	1,111,832	1,213,359	994,602	1,104,831
30 Days	27,163	28,064	24,449	26,302	6,959	6,248	6,847	5,570	5,121
31-60 Days	4,453	6,439	7,786	8,689	7,237	8,223	8,108	8,756	8,925
61-90 Days	2,465	5,207	4,651	5,431	4,809	6,213	4,720	5,665	6,023
91-120 Days	1,887	4,370	3,999	4,066	3,953	5,129	3,754	4,436	4,726
120+ Days	29,661	34,723	36,601	31,508	35,504	37,558	39,427	34,940	37,539
Total	1,085,263	1,122,001	1,141,040	1,136,392	1,159,003	1,175,203	1,276,215	1,053,969	1,167,165

