

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 R131.65 billion to R133.64 billion for the quarter ended September 2018, an increase of 1.51% when compared to the previous quarter and an increase of 8.09% year on year. The number of applications for credit increased from 11.10 million to 11.32 million in September 2018, representing an increase of 2.06% for the quarter. The rejection rate for applications was 53.65%.

The Banks' share of total credit granted was R102.40 billion (76.62%), Retailers R6.32 billion (4.73%), Non-Bank financiers R10.57 billion (7.91%) and "Other credit providers" R14.34 billion (10.73%). 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 2018 was R1.82 trillion, representing a quarter-on-quarter growth of 1.14%. The number of accounts increased by 0.10% for the quarter ended September 2018. Mortgages accounted for R928.59 billion (51.07%); "Secured credit agreements" for R421.52 billion (23.18%); Credit facilities for R232.48 billion (12.79%); Unsecured credit for R184.44 billion (10.14%); Developmental credit for R48.66 billion (2.68%) and Short-term credit for R2.51 billion (0.14%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended September 2018

- The value of mortgages granted decreased by 0.95% quarter-on-quarter from R40.17 billion to R39.79 billion;



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- Secured credit granted increased from R41.54 billion for June 2018 to R41.99 billion for September 2018 (a quarter-on-quarter increase of 1.08%);
- Unsecured credit agreements increased from R26.00 billion to R28.52 billion for September 2018 (a quarter-on-quarter increase of 9.71%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased from R18.62 billion to R18.84 billion for September 2018 (a quarter-on-quarter increase of 1.22%);
- Short-term credit showed a quarter-on-quarter decrease of 14.51% from R3.58 billion to R3.06 billion;
- Developmental credit showed a quarter-on-quarter decrease of 17.79% from R1.73 billion to R1.43 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 2018 (2018-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 2017 to the quarter ended September 2018 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended September 2018 to the quarter ended September 2018. 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 R20.42 billion (1.14%) for the quarter ended September 2018. The value of credit granted to consumers increased by R1.99 billion (1.51%) from R131.65 billion to R133.64 billion for the quarter ended September 2018.

Figure 1.1 Total credit granted and gross debtors book September 2018

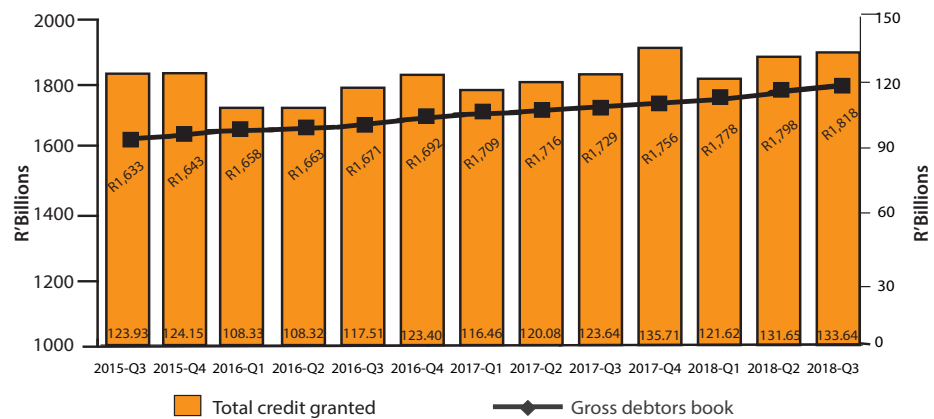


Table 1.1: Credit granted

Agreements	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	% Change (Q3/Q2)	% Change (Y/Y)
Credit transactions	107,507,669	118,202,320	104,899,218	113,029,491	114,791,831	1.56%	6.78%
Credit facilities	16,131,232	17,509,131	16,721,039	18,618,394	18,844,672	1.22%	16.82%
Total	123,638,901	135,711,451	121,620,256	131,647,885	133,636,503	1.51%	8.09%

1.1 Credit granted

The value of consumer credit granted for the quarter ended September 2018 showed an increase of R1.99 billion (1.51%) when compared to the quarter ended June 2018 as depicted in Table 1.1. On a y-o-y basis the value of credit granted increased by R10.00 billion (8.09%).

Table 1.2: Credit granted – number of agreements

Agreements	2017-Q3 000	2017-Q4 000	2018-Q1 000	2018-Q2 000	2018-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of credit transactions	2,486	2,903	2,494	2,794	2,439	-12.73%	-1.92%
Number of credit facilities	2,312	2,093	1,904	2,256	2,529	12.10%	9.38%
Total	4,799	4,996	4,398	5,051	4,968	-1.63%	3.53%

The total number of credit agreements entered into was 4.97 million for the quarter ended September 2018. This was a decrease of 1.63% 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 3.53%.

Table 1.3: Credit granted – per industry

Agreements	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	94,376,982	104,011,413	94,655,693	101,619,539	102,396,195	76.62%	0.76%	8.50%
Non-bank vehicle financiers	11,124,874	12,291,821	10,911,534	10,373,091	10,573,651	7.91%	1.93%	-4.95%
Retailers	4,832,402	5,583,938	4,289,789	5,830,654	6,321,666	4.73%	8.42%	30.82%
Other credit providers	13,304,644	13,824,280	11,763,241	13,824,601	14,344,990	10.73%	3.76%	7.82%
Total	123,638,901	135,711,451	121,620,256	131,647,885	133,636,503	100.00%	1.51%	8.09%

Banks accounted for 76.62% of the total value of credit granted for the quarter ended September 2018 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (7.91%), retailers (4.73%) and other credit providers (10.73%).

Table 1.4: Number of applications received and rejected

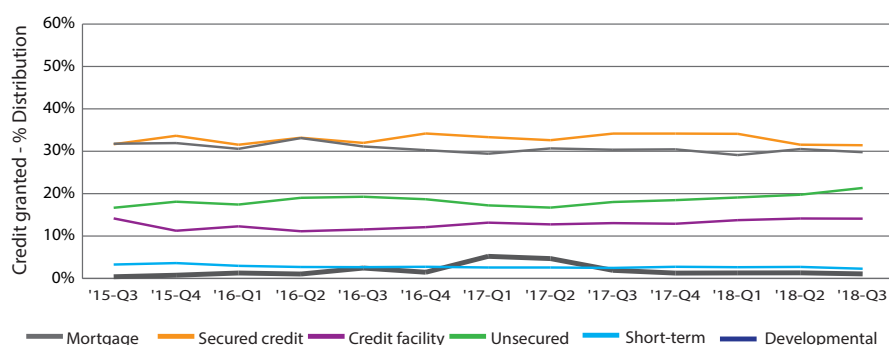
Agreements	2017-Q3 000	2017-Q4 000	2018-Q1 000	2018-Q2 000	2018-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of applications received	9,875	10,485	10,489	11,096	11,324	2.06%	14.67%
Number of applications rejected	5,075	5,216	5,091	5,555	6,075	9.36%	19.70%
% of applications rejected	51.39%	49.74%	48.54%	50.06%	53.65%		

The rejection rate increased from 50.06% for the quarter ended June 2018 to 53.65% for the quarter ended September 2018 as indicated in Table 1.4. The number of applications received increased by 2.06% and number of applications rejected increased by 9.36% for the quarter ended September 2018.

Table 1.5: Credit granted – credit type

Agreements	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	37,538,937	41,330,905	35,395,124	40,174,780	39,792,621	29.78%	-0.95%	6.00%
Secured credit	42,250,238	46,367,038	41,479,880	41,541,094	41,989,883	31.42%	1.08%	-0.62%
Credit facilities	16,131,232	17,509,131	16,721,039	18,618,394	18,844,672	14.10%	1.22%	16.82%
Unsecured credit	22,292,789	25,065,092	23,225,946	26,000,787	28,524,241	21.34%	9.71%	27.95%
Short-term credit	3,068,306	3,726,109	3,219,184	3,579,352	3,060,046	2.29%	-14.51%	-0.27%
Developmental credit	2,357,400	1,713,176	1,579,083	1,733,479	1,425,040	1.07%	-17.79%	-39.55%
Total	123,638,901	135,711,451	121,620,256	131,647,885	133,636,503	100.00%	1.51%	8.09%

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted increased from R26.00 billion for the quarter ended June 2018 to R28.52 billion for the quarter ended September 2018 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted decreased from R40.17 billion for the quarter ended June 2018 to R39.79 billion for the quarter ended September 2018.

Table 1.6: Gross debtors book – credit type

Agreements	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	895,400,798	904,116,898	913,782,081	922,220,713	928,586,679	51.07%	0.69%	3.71%
Secured credit	398,630,777	406,524,961	412,560,709	416,055,008	421,520,090	23.18%	1.31%	5.74%
Credit facilities	224,189,718	227,146,603	229,734,628	231,272,171	232,477,342	12.79%	0.52%	3.70%
Unsecured credit	165,816,900	169,795,735	172,564,730	178,577,268	184,435,277	10.14%	3.28%	11.23%
Short-term credit	2,539,149	2,684,322	2,589,924	2,605,598	2,508,472	0.14%	-3.73%	-1.21%
Developmental Credit	42,417,433	45,231,666	46,320,923	47,034,518	48,657,437	2.68%	3.45%	14.71%
Total	1,728,994,775	1,755,500,185	1,777,552,995	1,797,765,277	1,818,185,296	100.00%	1.14%	5.16%

There was a q-o-q growth of R20.42 billion (1.14%) in the value of gross debtors book for the period ended September 2018 as indicated in Table 1.6. The corresponding y-o-y growth was R89.19 billion (5.16%). The Mortgage credit book grew by R6.37 billion (0.69%) q-o-q and by R33.19 billion (3.71%) on a y-o-y basis. The Secured book grew by R5.47 billion (1.31%) q-o-q and by R22.89 billion (5.74%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	1,414,769,864	1,432,666,859	1,452,195,706	1,469,648,221	1,487,206,274	81.80%	1.19%	5.12%
Retailers	36,318,024	38,252,813	36,564,340	36,808,771	36,731,550	2.02%	-0.21%	1.14%
Non-bank vehicle financiers	103,039,092	104,645,811	106,589,824	107,281,112	108,450,371	5.96%	1.09%	5.25%
Other credit providers	174,867,796	179,934,702	182,203,124	184,027,173	185,797,101	10.22%	0.96%	6.25%
Total	1,728,994,775	1,755,500,185	1,777,552,995	1,797,765,277	1,818,185,296	100.00%	1.14%	5.16%

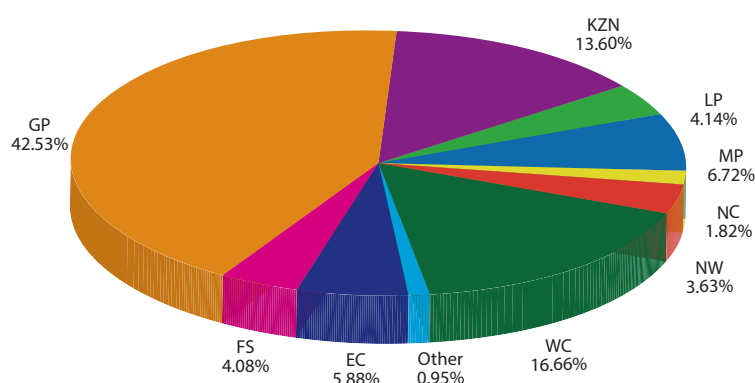
There was a q-o-q (1.14%) and y-o-y (5.16%) increase in the gross debtors book per industry type as indicated in Table 1.7.

Table 1.8: Gross debtors book – number of accounts

Agreements	2017-Q3 000	2017-Q4 000	2018-Q1 000	2018-Q2 000	2018-Q3 000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	1,730	1,725	1,722	1,717	1,705	4.53%	-0.71%	-1.45%
Secured credit	3,640	3,678	3,625	3,606	3,562	9.46%	-1.22%	-2.17%
Credit facilities	25,404	25,379	24,816	25,135	25,236	67.04%	0.40%	-0.66%
Unsecured credit	5,278	5,135	5,042	5,067	5,031	13.36%	-0.71%	-4.69%
Short-term credit	954	1,005	1,021	998	1,019	2.71%	2.07%	6.80%
Developmental credit	1,167	1,062	1,074	1,080	1,089	2.89%	0.82%	-6.72%
Total	38,174	37,984	37,300	37,602	37,641	100.00%	0.10%	-1.40%

The number of accounts that make up the debtors book increased by 0.10% from 37.60 million to 37.64 million for the quarter ended September 2018. The total number of accounts decreased by 1.40% on a y-o-y basis. Credit facilities had a biggest share of 67.04% of the total number of accounts for the quarter ended September 2018 as indicated in Table 1.8.

Figure 1.3: Provincial distribution of credit granted: 2018-Q3



A significant portion of credit granted went to consumers in the Gauteng province at R56.83 billion (42.53%). The Western Cape and KwaZulu-Natal accounted for R22.27 billion (16.66%) and R18.17 billion (13.60%) respectively. The remaining provinces constituted R36.37 billion (27.21%) as illustrated in Figure 1.3.

2. Mortgage agreements

2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	13,998	15,496	12,453	13,631	11,525	0.03%	-15.45%	-17.67%
R51K-R100K	87,146	95,787	89,367	94,020	81,832	0.21%	-12.96%	-6.10%
R101K-R150K	134,991	142,818	117,836	141,232	132,459	0.33%	-6.21%	-1.88%
R151K-R350K	1,215,221	1,230,197	1,075,748	1,165,369	1,096,138	2.75%	-5.94%	-9.80%
R351K-R700K	6,393,473	6,913,704	5,606,054	6,292,783	6,337,322	15.93%	0.71%	-0.88%
≥R700K	29,694,108	32,932,904	28,493,666	32,467,746	32,133,345	80.75%	-1.03%	8.21%
Total	37,538,937	41,330,905	35,395,124	40,174,780	39,792,621	100.00%	-0.95%	6.00%

The rand value of mortgage agreements granted decreased by 0.95% for the quarter ended September 2018 as indicated in Table 2.1. The majority (80.75%) of mortgage agreements granted during the September 2018 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 6.00%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	395	419	352	371	315	0.79%	-15.09%	-20.25%
R51K-R100K	1,053	1,155	1,074	1,128	977	2.45%	-13.39%	-7.22%
R101K-R150K	1,016	1,063	892	1,064	996	2.50%	-6.39%	-1.97%
R151K-R350K	4,629	4,712	4,060	4,441	4,162	10.43%	-6.28%	-10.09%
R351K-R700K	12,048	12,952	10,524	11,787	11,870	29.75%	0.70%	-1.48%
≥ R700K	19,122	21,301	18,578	21,469	21,577	54.08%	0.50%	12.84%
Total	38,263	41,602	35,480	40,260	39,897	100.00%	-0.90%	4.27%

The number of mortgage agreements entered into decreased by 0.90% for the quarter ended September 2018 as indicated in Table 2.2. The majority (54.08%) of mortgages were granted in favour of larger sized credit agreements (≥R700k). On a y-o-y basis mortgage agreements increased by 4.27%.

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

Level of income	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K	385	383	234	326	348
% share of credit granted	1.01%	0.92%	0.66%	0.81%	0.87%
R10.1K-R15K	1,538	1,252	1,080	1,054	1,051
% share of credit granted	4.02%	3.01%	3.04%	2.62%	2.63%
>R15K	36,339	39,963	34,166	38,880	38,497
% share of credit granted	94.97%	96.07%	96.30%	96.57%	96.49%
Total number of mortgages	38,262	41,598	35,480	40,260	39,896

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

Level of income	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K (R000)	145,204	149,933	85,345	123,500	144,402
% share of credit granted	0.39%	0.36%	0.24%	0.31%	0.36%
R10.1K-R15K (R000)	674,667	473,240	392,055	389,092	394,368
% share of credit granted	1.80%	1.15%	1.11%	0.97%	0.99%
>R15K (R000)	36,716,229	40,682,875	34,917,724	39,662,187	39,253,719
% share of credit granted	97.82%	98.49%	98.65%	98.72%	98.65%
Total value of mortgages(R000)	37,536,100	41,306,048	35,395,124	40,174,780	39,792,489

2.2 Mortgages granted by level of income¹

Table 2.3 and 2.4 showed that the majority of mortgages granted for the September 2018 quarter remained in favour of individuals with a gross monthly income of greater than R15k for both rand values and number of accounts.

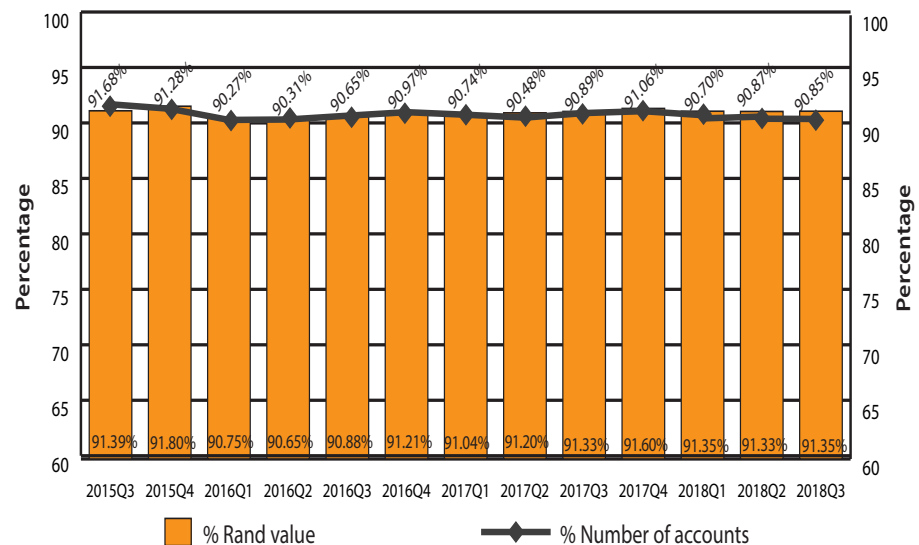
Table 2.5: Gross debtors book – mortgages

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	895,400,798	904,116,898	913,782,081	922,220,713	928,586,679	0.69%	3.71%
Number of accounts	1,730,232	1,725,103	1,722,172	1,717,411	1,705,209	-0.71%	-1.45%

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R6.37 billion (0.69%) on a q-o-q and by R33.19 billion (3.71%) on a y-o-y basis. The number of accounts decreased by 0.71% q-o-q and by 1.45% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



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

2.4 Age analysis of gross debtors book - mortgages

The percentage (rand value) of the gross debtors book for mortgages reported as “current” increased from 91.33% for the quarter ended June 2018 to 91.35% for the quarter ended September 2018. The percentage (number) of accounts reported as “current” decreased from 90.87% to 90.85% 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	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	38,353,535	42,094,953	38,420,919	38,600,264	38,867,369	92.56%	0.69%
Retirement benefits	252,830	331,750	328,404	303,843	322,857	0.77%	6.26%
Insurance policy	89,660	88,224	112,959	116,779	95,759	0.23%	-18.00%
Furniture & other durables	1,144,133	1,636,922	977,161	1,083,959	1,181,541	2.81%	9.00%
Other security	2,410,079	2,215,189	1,640,438	1,436,248	1,522,357	3.63%	6.00%
Total	42,250,238	46,367,038	41,479,880	41,541,094	41,989,883	100.00%	1.08%

As indicated in Table 3.1 the value of secured credit granted increased by R448.79 million (1.08%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R38.87 billion (92.56%).

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

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	146,378	156,736	144,424	142,578	141,708	53.65%	-0.61%
Retirement benefits	1,882	2,221	2,131	2,122	2,239	0.85%	5.51%
Insurance policy	6,406	6,011	8,010	7,208	6,334	2.40%	-12.13%
Furniture & other durables	106,211	145,492	89,409	102,993	107,757	40.80%	4.63%
Other security	6,238	6,854	7,566	6,057	6,077	2.30%	0.33%
Total	267,115	317,314	251,540	260,958	264,115	100.00%	1.21%

Table 3.2. indicated an increase in the number of secured credit agreements by 1.21% for the quarter ended September 2018. 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	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K	82,682	111,910	71,982	81,095	85,864
% share of credit granted	31.22%	35.54%	28.87%	31.34%	32.79%
R10.1K-R15K	30,384	35,488	27,881	29,180	27,169
% share of credit granted	11.47%	11.27%	11.18%	11.28%	10.37%
>R15K	151,743	167,490	149,493	148,498	148,847
% share of credit granted	57.30%	53.19%	59.95%	57.39%	56.84%
Total number of secured credit agreements	264,809	314,888	249,356	258,773	261,880

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 31.34% to 32.79% for the quarter ended September 2018 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 57.39% to 56.84% for the quarter ended September 2018.

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

Level of income	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K (R000)	1,669,543	2,043,193	1,536,267	1,721,242	1,693,939
% share of credit granted	4.04%	4.48%	3.77%	4.21%	4.10%
R10.1K-R15K (R000)	2,901,521	3,195,187	2,772,459	2,838,282	2,626,206
% share of credit granted	7.03%	7.01%	6.80%	6.95%	6.36%
>R15K (R000)	36,720,466	40,331,217	36,456,575	36,282,319	36,956,006
% share of credit granted	88.93%	88.50%	89.43%	88.84%	89.53%
Total value of secured credit (R000)	41,291,530	45,569,598	40,765,301	40,841,843	41,276,150

Individuals with a gross monthly income of “Greater than R15K” had the biggest rand value share for secured credit granted for quarter ended September 2018 as indicated in Table 3.4.

3.3 Gross debtors book – secured credit

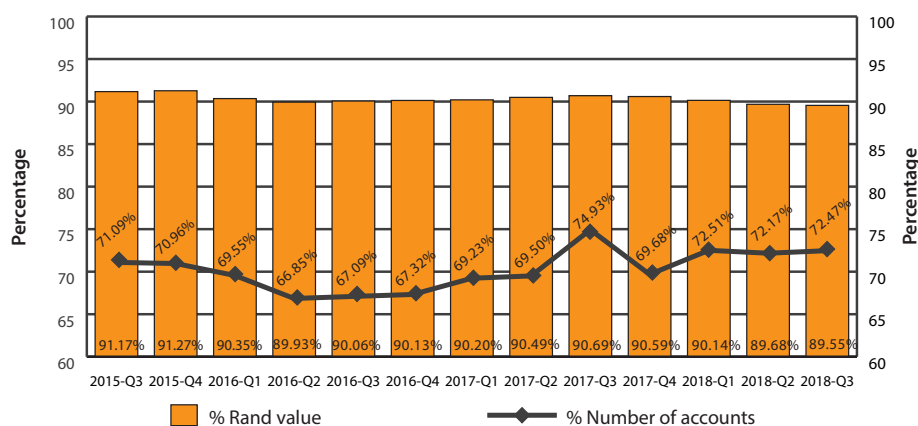
Table 3.5: Gross debtors book – secured credit

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	398,630,777	406,524,961	412,560,709	416,055,008	421,520,090	1.31%	5.74%
Number of accounts	3,640,481	3,678,029	3,624,912	3,605,654	3,561,663	-1.22%	-2.17%

The rand value of the gross debtors book for secured credit showed an increase of R5.47 billion (1.31%) for the quarter ended September 2018 and R22.89 billion (5.74%) on a y-o-y basis. The number of accounts decreased by 1.22% q-o-q and by 2.17% 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 89.68% for the quarter ended June 2018 to 89.55% for the quarter ended September 2018. The percentage (number) of accounts reported as “current” increased from 72.17% to 72.47% 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	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	7,125,488	7,132,281	7,063,349	7,803,937	8,081,283	42.88%	3.55%	13.41%
Bank overdraft	3,113,924	3,910,603	3,887,954	3,380,261	3,182,817	16.89%	-5.84%	2.21%
Services	124,114	116,237	138,862	105,023	111,100	0.59%	5.79%	-10.49%
Store cards	4,389,786	4,598,222	3,736,252	5,568,572	5,711,445	30.31%	2.57%	30.11%
Other facilities	1,377,921	1,751,788	1,894,623	1,760,601	1,758,027	9.33%	-0.15%	27.59%
Total	16,131,232	17,509,131	16,721,039	18,618,394	18,844,672	100.00%	1.22%	16.82%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	362,632	362,140	356,959	380,495	399,938	15.81%	5.11%	10.29%
Bank overdraft	118,163	117,432	128,386	147,651	169,442	6.70%	14.76%	43.40%
Services	4,478	4,309	5,280	4,232	4,596	0.18%	8.60%	2.64%
Store cards	1,721,470	1,504,908	1,318,523	1,624,205	1,876,776	74.20%	15.55%	9.02%
Other facilities	105,687	104,592	94,443	99,771	78,674	3.11%	-21.15%	-25.56%
Total	2,312,430	2,093,381	1,903,591	2,256,354	2,529,426	100.00%	12.10%	9.38%

Credit and garage cards received R8.08 billion of the total rand value of credit facilities granted (R18.84 billion), followed by store cards at R5.71 billion for the quarter ended September 2018 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R2.71 billion (16.82%).

Table 4.2 indicated that the store cards (74.20%) dominated the number of agreements for the quarter ended September 2018.

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	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K	1,303,819	1,209,688	1,025,829	1,320,428	1,451,755
% share of credit granted	56.46%	57.89%	54.00%	58.62%	57.49%
R10.1K-R15K	277,924	240,388	224,420	247,726	279,757
% share of credit granted	12.04%	11.50%	11.81%	11.00%	11.08%
>R15K	727,383	639,523	649,348	684,185	793,656
% share of credit granted	31.50%	30.61%	34.18%	30.38%	31.43%
Total number of credit facilities	2,309,126	2,089,599	1,899,597	2,252,339	2,525,168

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

Level of income	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K (R000)	3,284,477	3,416,681	2,787,794	4,270,929	4,520,869
% share of credit granted	20.75%	20.16%	17.40%	23.31%	24.27%
R10.1K-R15K (R000)	1,436,969	1,451,859	1,334,865	1,653,790	1,656,890
% share of credit granted	9.08%	8.57%	8.33%	9.03%	8.89%
>R15K (R000)	11,104,354	12,082,341	11,901,515	12,398,716	12,453,432
% share of credit granted	70.17%	71.28%	74.27%	67.67%	66.84%
Total value of credit facilities (R000)	15,825,800	16,950,881	16,024,175	18,323,435	18,631,190

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 58.62% to 57.49%. Table 4.4 showed an increase in the same category from 23.31% to 24.27% for the quarter ended September 2018.

4.3 Gross debtors book – credit facilities

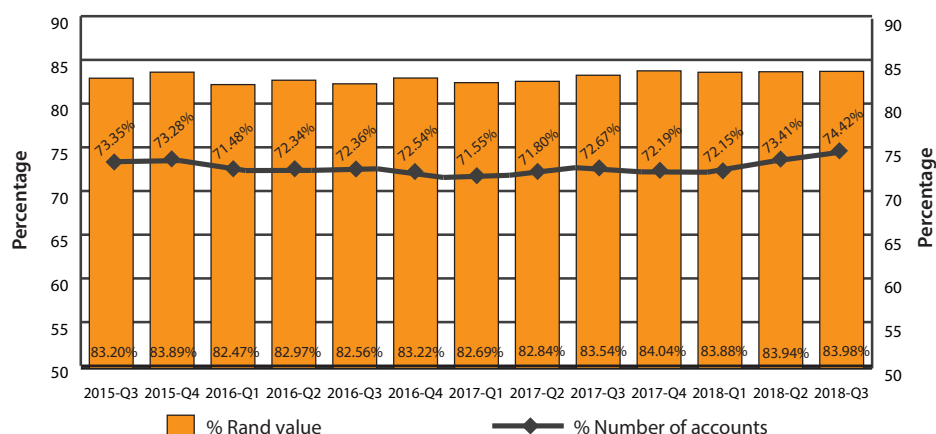
Table 4.5: Gross debtors book – credit facilities

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	224,189,718	227,146,603	229,734,628	231,272,171	232,477,342	0.52%	3.70%
Number of accounts	25,403,984	25,379,145	24,816,351	25,134,783	25,235,931	0.40%	-0.66%

The rand value of the gross debtors book for credit facilities showed an increase of R1.21 billion (0.52%) q-o-q and by R8.29 billion (3.70%) on a y-o-y basis. The number of accounts increased by 0.40% q-o-q and decreased by 0.66% 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 83.94% for the quarter ended June 2018 to 83.98% for the quarter ended September 2018. The percentage (number) of accounts reported as “current” increased from 73.41% to 74.42% 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	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	282,807	327,577	291,300	246,336	247,219	0.87%	0.36%	-12.58%
7-12 Months	1,687,533	1,834,172	1,481,227	1,603,016	2,550,406	8.94%	59.10%	51.13%
13-18 Months	647,358	777,478	743,407	742,387	819,527	2.87%	10.39%	26.60%
19-24 Months	1,496,808	1,775,533	1,605,047	1,666,024	1,831,596	6.42%	9.94%	22.37%
25-36 Months	2,898,799	3,241,170	2,873,917	3,139,913	3,226,164	11.31%	2.75%	11.29%
3.1-5 Years	12,480,832	14,123,712	13,407,721	15,252,334	14,999,812	52.59%	-1.66%	20.18%
5.1-10 +Years	2,798,651	2,985,451	2,823,328	3,350,778	4,849,518	17.00%	44.73%	73.28%
Total	22,292,789	25,065,092	23,225,946	26,000,787	28,524,241	100.00%	9.71%	27.95%

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

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤6 Months	67,944	62,846	54,027	42,258	40,454	5.14%	-4.27%	-40.46%
7-12 Months	172,837	201,728	177,914	191,815	200,806	25.50%	4.69%	16.18%
13-18 Months	46,885	56,009	47,886	49,475	51,547	6.55%	4.19%	9.94%
19-24 Months	92,023	106,545	95,477	101,489	102,752	13.05%	1.24%	11.66%
25-36 Months	97,968	109,498	94,265	103,861	99,718	12.66%	-3.99%	1.79%
3.1-5 Years	217,139	237,903	222,210	251,799	245,084	31.12%	-2.67%	12.87%
5.1-10 +Years	31,843	32,419	30,625	35,233	47,077	5.98%	33.62%	47.84%
Total	726,639	806,948	722,404	775,930	787,438	100.00%	1.48%	8.37%

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	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	173,740	160,642	193,350	138,516	133,103	0.47%	-3.91%	-23.39%
R3.1K-R5K	301,908	334,493	487,790	296,848	284,833	1.00%	-4.05%	-5.66%
R5.1K-R8K	449,067	537,497	609,411	540,377	527,448	1.85%	-2.39%	17.45%
R8.1K-R10K	601,900	689,318	810,613	608,024	631,094	2.21%	3.79%	4.85%
R10.1K-R15K	1,114,848	1,332,259	1,449,377	1,249,701	1,257,376	4.41%	0.61%	12.78%
> R15.1K	19,651,327	22,010,882	19,675,407	23,167,319	25,690,388	90.07%	10.89%	30.73%
Total	22,292,789	25,065,092	23,225,947	26,000,787	28,524,241	100.00%	9.71%	27.95%

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

Number of agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	101,000	92,326	84,520	77,033	72,284	9.18%	-6.16%	-28.43%
R3.1K-R5K	73,112	80,993	80,222	69,320	65,526	8.32%	-5.47%	-10.38%
R5.1K-R8K	68,944	82,838	71,316	81,262	79,707	10.12%	-1.91%	15.61%
R8.1K-R10K	63,688	73,413	69,408	64,449	66,911	8.50%	3.82%	5.06%
R10.1K-R15K	89,271	106,655	92,647	98,869	99,695	12.66%	0.84%	11.68%
> R15.1K	330,624	370,723	324,291	384,997	403,315	51.22%	4.76%	21.99%
Total	726,639	806,948	722,404	775,930	787,438	100.00%	1.48%	8.37%

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 90.07% and 51.22% respectively for the quarter ended September 2018.

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	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K	276,703	312,125	254,195	278,766	285,730
% share of credit granted	38.09%	38.68%	35.19%	35.93%	36.29%
R10.1K-R15K	140,153	151,759	136,796	144,868	142,225
% share of credit granted	19.29%	18.81%	18.94%	18.67%	18.06%
>R15K	309,666	342,994	331,361	352,227	359,411
% share of credit granted	42.62%	42.51%	45.87%	45.40%	45.65%
Total number of unsecured credit	726,522	806,878	722,352	775,861	787,366

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

Level of income	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K (R000)	4,286,216	4,920,124	4,071,012	4,600,129	4,805,535
% share of credit granted	19.23%	19.63%	17.53%	17.69%	16.85%
R10.1K-R15K (R000)	3,827,884	4,261,076	3,861,103	4,400,523	4,451,781
% share of credit granted	17.17%	17.00%	16.63%	16.93%	15.61%
>R15K (R000)	14,173,997	15,881,886	15,292,078	16,998,164	19,264,601
% share of credit granted	63.59%	63.37%	65.85%	65.38%	67.54%
Total value of unsecured credit (R000)	22,288,097	25,063,086	23,224,193	25,998,816	28,521,917

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 35.93% for the quarter ended June 2018 to 36.29% for the quarter ended September 2018 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 65.38% to 67.54% for the same period as indicated in Table 5.6.

5.3 Gross debtors book – unsecured credit

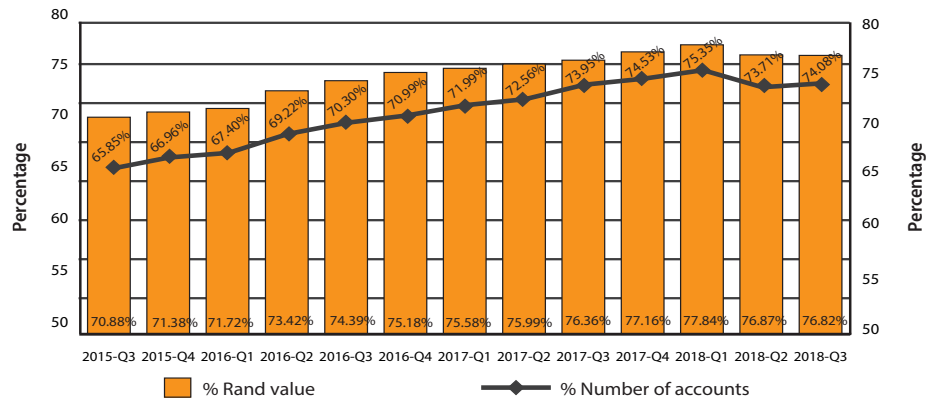
Table 5.7: Gross debtors book – unsecured credit

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	165,816,900	169,795,735	172,564,730	178,577,268	184,435,277	3.28%	11.23%
Number of accounts	5,278,144	5,134,866	5,041,592	5,066,698	5,030,506	-0.71%	-4.69%

The rand value of gross debtors book for unsecured credit increased by R5.86 billion (3.28%) q-o-q and by R18.62 billion (11.23%) on a y-o-y basis. The number of accounts decreased by 0.71% q-o-q and by 4.69% 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 76.87% for the quarter ended June 2018 to 76.82% for the quarter ended September 2018. The percentage (number) of accounts reported as “current” increased from 73.71% to 74.08% 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	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	1,686,857	2,124,692	1,770,489	1,942,669	1,424,014	46.54%	-26.70%	-15.58%
2-3 Months	203,052	223,414	222,302	263,012	282,466	9.23%	7.40%	39.11%
4-6 Months	1,178,396	1,378,004	1,226,393	1,373,672	1,353,566	44.23%	-1.46%	14.87%
Total	3,068,306	3,726,109	3,219,184	3,579,352	3,060,046	100.00%	-14.51%	-0.27%

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

Agreements per repayment period	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
≤1 Month	910,252	1,147,933	954,504	1,150,157	803,448	60.70%	-30.14%	-11.73%
2-3 Months	80,483	85,137	87,401	101,042	105,368	7.96%	4.28%	30.92%
4-6 Months	406,438	466,585	400,296	432,963	414,865	31.34%	-4.18%	2.07%
Total	1,397,173	1,699,655	1,442,201	1,684,162	1,323,681	100.00%	-21.40%	-5.26%

The majority of short-term credit agreements were for "Up to 1 month" for both numbers and rand values for the quarter ended September 2018. The rand value of short-term credit decreased by R519.31 million (14.51%) q-o-q and by R8.26 million (0.27%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted decreased by 21.40% q-o-q and by 5.26% y-o-y as indicated in Table 6.2.

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

Agreements	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	273,067	322,992	279,192	328,796	237,762	7.77%	-27.69%	-12.93%
R1001-R2000	609,684	750,610	614,486	720,944	575,896	18.82%	-20.12%	-5.54%
R2001-R3000	520,729	623,193	526,490	595,965	499,094	16.31%	-16.25%	-4.15%
R3001-R5000	722,201	880,107	761,673	848,375	720,016	23.53%	-15.13%	-0.30%
R5001-R8000	942,626	1,149,207	1,037,343	1,085,272	1,027,278	33.57%	-5.34%	8.98%
Total	3,068,306	3,726,109	3,219,184	3,579,352	3,060,046	100.00%	-14.51%	-0.27%

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

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	459,395	549,757	472,029	580,766	410,774	31.03%	-29.27%	-10.58%
R1001-R2000	410,234	509,092	415,686	491,292	385,320	29.11%	-21.57%	-6.07%
R2001-R3000	205,800	247,600	209,234	237,703	196,785	14.87%	-17.21%	-4.38%
R3001-R5000	180,424	220,470	190,361	212,054	178,571	13.49%	-15.79%	-1.03%
R5001-R8000	141,320	172,736	154,891	162,347	152,231	11.50%	-6.23%	7.72%
Total	1,397,173	1,699,655	1,442,201	1,684,162	1,323,681	100.00%	-21.40%	-5.26%

All categories of short-term credit 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	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K	757,374	957,629	772,442	940,155	720,839
% share of credit granted	54.22%	56.34%	53.56%	55.82%	54.46%
R10.1K-R15K	218,794	274,057	240,580	298,733	225,512
% share of credit granted	15.66%	16.12%	16.68%	17.74%	17.04%
>R15K	420,766	467,934	429,161	445,242	377,287
% share of credit granted	30.12%	27.53%	29.76%	26.44%	28.50%
Total number of short-term credit	1,396,934	1,699,620	1,442,183	1,684,130	1,323,638

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

Level of income	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R10K (R000)	1,267,221	1,580,367	1,257,277	1,485,353	1,273,561
% share of credit granted	41.31%	42.42%	39.06%	41.50%	41.62%
R10.1K-R15K (R000)	522,628	647,774	582,887	691,237	560,349
% share of credit granted	17.04%	17.39%	18.11%	19.31%	18.31%
>R15K (R000)	1,277,771	1,497,802	1,378,954	1,402,633	1,225,971
% share of credit granted	41.65%	40.20%	42.84%	39.19%	40.07%
Total value of short-term credit (R000)	3,067,621	3,725,942	3,219,118	3,579,222	3,059,880

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 55.82% for the quarter ended June 2018 to 54.46% for the quarter ended September 2018 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” increased from 39.19% to 40.07% for the same period as indicated in Table 6.6.

6.3 Gross debtors book – short-term credit

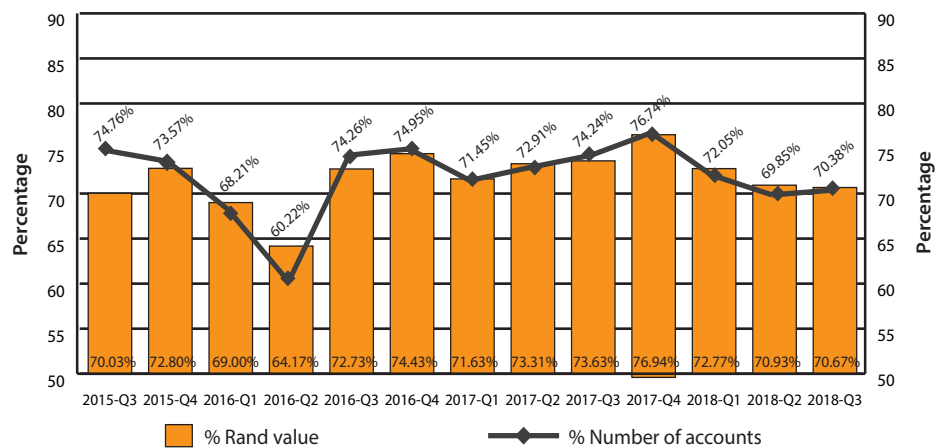
Table 6.7: Gross debtors book - short-term credit

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	2,539,149	2,684,322	2,589,924	2,605,598	2,508,472	-3.73%	-1.21%
Number of accounts	953,759	1,005,174	1,020,719	998,006	1,018,615	2.07%	6.80%

The rand value of the gross debtors book for short-term credit decreased by R97.13 million (3.73%) q-o-q and by R30.68 million (1.21%) on a y-o-y basis. The number of accounts increased by 2.07% q-o-q and by 6.80% 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” decreased from 70.93% for the quarter ended June 2018 to 70.67% for the quarter ended September 2018. The percentage (number) of accounts reported as “current” increased from 69.85% to 70.38% 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	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)
<= 4 Months	9,448	1,235	23,879	1,907	8,253	0.58%	332.80%
5-12 Months	59,601	40,106	312,315	47,032	63,326	4.44%	34.65%
12.1-24 Months	27,554	28,496	110,621	31,041	35,276	2.48%	13.64%
24.1-36 Months	29,188	44,181	105,327	32,469	32,355	2.27%	-0.35%
> 36 months	2,231,608	1,599,158	1,026,941	1,621,030	1,285,467	90.23%	-20.70%
Total	2,357,400	1,713,176	1,579,083	1,733,479	1,424,678	100.00%	-17.81%

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

Number of agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q3 % Distribution	% Change (Q3/Q2)
<= 4 Months	770	134	1,673	197	827	3.49%	319.80%
5-12 Months	4,546	1,588	14,557	2,484	4,403	18.57%	77.25%
12.1-24 Months	2,132	1,669	6,058	1,805	2,247	9.48%	24.49%
24.1-36 Months	1,398	1,820	4,202	1,424	1,719	7.25%	20.72%
> 36 months	48,450	32,117	16,302	27,239	14,511	61.21%	-46.73%
Total	57,296	37,328	42,792	33,149	23,707	100.00%	-28.48%

The value of developmental credit granted decreased by R308.44 million (17.81%) for the quarter ended September 2018 as indicated in Table 7.1. The number of developmental credit agreements decreased by 28.48% for the same period.

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

Rand value of agreements	2017-Q3 R000	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q3 % Distribution	% Change (Q3/Q2)
R0-R1500	720	484	969	600	705	0.05%	17.52%
R1501-R3000	6,033	3,087	5,327	2,485	3,992	0.28%	60.62%
R3.01K-R5K	11,848	6,240	11,972	5,907	10,514	0.74%	78.00%
R5.01K-R10K	43,392	71,955	45,292	19,792	35,903	2.52%	81.40%
R10.1K-R20K_D	121,287	68,492	134,578	76,583	108,088	7.58%	41.14%
> R20K	2,174,121	1,562,917	1,380,944	1,628,111	1,265,838	88.83%	-22.25%
Total	2,357,400	1,713,176	1,579,083	1,733,479	1,425,040	100.00%	-17.79%

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

Number of agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q3 % Distribution	% Change (Q3/Q2)
R0-R1500	1,081	537	1,316	745	877	3.70%	17.72%
R1501-R3000	2,731	1,351	2,232	1,101	1,734	7.31%	57.49%
R3.01K-R5K	2,850	1,514	2,922	1,417	2,488	10.49%	75.58%
R5.01K-R10K	5,933	8,679	6,039	2,600	4,888	20.62%	88.00%
R10.1K-R20K_D	8,193	4,525	9,050	5,025	5,005	21.11%	-0.40%
> R20K	36,508	20,722	21,233	22,261	8,715	36.76%	-60.85%
Total	57,296	37,328	42,792	33,149	23,707	100.00%	-28.48%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 88.83% in rand value and 36.76% in numbers for the quarter ended September 2018.

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	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
<=R10K	4,663	2,508	15,046	2,771	4,657
% share	46.40%	38.01%	54.20%	37.35%	40.93%
R10.1K-R15K	5,386	4,090	12,713	4,648	6,722
% share	53.60%	61.99%	45.80%	62.65%	59.07%
Total number of developmental credit	10,049	6,598	27,759	7,419	11,379

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

Level of income	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
<=R10K	118,518	365,562	702,321	52,913	75,641
% share	18.99%	52.24%	63.84%	6.83%	6.87%
R10.1K-R15K	505,663	334,233	397,845	721,437	1,024,840
% share	81.01%	47.76%	36.16%	93.17%	93.13%
Total rand value of developmental credit	624,182	699,795	1,100,166	774,351	1,100,481

The number of developmental credit agreements granted to individuals with a gross monthly income of “R10.1k-R15k” had the largest share of 59.07% 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 93.13% as indicated in Table 7.6.

7.3 Gross debtors book – developmental credit

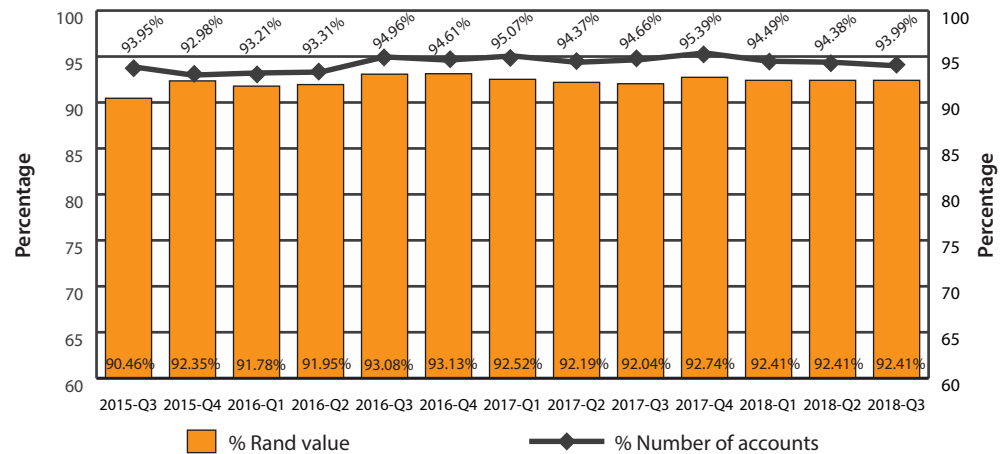
Table 7.7: Gross debtors book - developmental credit

Agreements	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	42,417,433	45,231,666	46,320,923	47,034,518	48,657,437	3.45%	14.71%
Number of accounts	1,167,165	1,061,766	1,074,467	1,079,905	1,088,747	0.82%	-6.72%

The rand value of the gross debtors book for developmental credit increased by R1.62 billion (3.45%) q-o-q and by R6.24 billion (14.71%) on a y-o-y basis. The number of accounts increased by 0.82% on a q-o-q and decreased by 6.72% 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” remained constant at 92.41% for the quarter ended September 2018. The percentage (number) of accounts reported as “current” decreased from 94.38% to 93.99% 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

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

9. Appendix tables

A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
Eastern Cape	6,909,939,391	7,382,167,817	7,237,902,134	7,462,256,592	7,418,855,335	7,776,923,200	7,021,403,648	7,816,430,325	7,854,469,911
Free State	4,836,152,746	5,287,676,716	4,563,971,615	4,724,073,285	4,837,044,401	5,596,836,180	4,885,889,441	5,073,567,210	5,447,221,249
Gauteng	50,978,735,772	52,618,906,106	50,750,348,108	52,151,946,660	52,242,574,131	57,720,834,224	52,192,436,477	55,778,374,880	56,829,090,750
Kwazulu-Natal	15,544,919,360	16,788,715,572	15,596,013,662	16,140,463,484	16,830,281,158	18,394,981,322	16,337,356,553	18,243,362,507	18,171,442,903
Limpopo	4,659,911,356	4,966,414,728	4,647,559,739	4,696,302,426	4,730,814,074	5,219,664,421	4,631,982,822	5,381,327,990	5,533,581,315
Mpumalanga	7,614,502,019	8,445,032,992	7,413,547,733	7,561,317,512	8,456,780,598	9,216,537,379	8,281,192,660	8,634,205,108	8,981,475,214
Northern Cape	2,409,040,417	2,389,629,078	2,062,855,399	2,024,723,118	2,229,699,145	2,606,692,527	2,232,439,427	2,466,555,565	2,433,901,052
North West	4,229,757,350	4,672,582,822	4,481,444,510	4,582,311,525	4,749,028,539	5,333,785,702	4,697,823,290	4,591,842,122	4,847,701,477
Western Cape	19,475,577,463	20,331,291,391	19,030,406,549	20,056,202,339	21,352,113,870	23,210,090,684	20,559,369,885	22,772,732,294	22,267,191,594
Other	854,271,675	520,271,361	675,111,266	683,158,245	791,710,058	635,105,657	780,362,219	889,487,129	1,270,427,454
Total	117,512,807,549	123,402,688,583	116,459,160,715	120,082,755,186	123,638,901,309	135,711,451,296	121,620,256,422	131,647,885,130	133,636,502,919

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
≤R1500	1,520,084	1,390,839	1,567,699	1,621,555	1,276,188	1,174,247	1,096,613	1,532,857	1,078,854
R1500-R3000	20,507,915	15,978,910	10,270,177	13,474,542	9,400,363	10,634,763	8,681,260	10,675,354	8,396,365
R3.1K-R5K	59,821,021	79,963,787	64,309,219	66,245,504	66,528,596	84,855,218	56,226,913	67,206,219	62,158,886
R5.1K-R10K	346,094,668	494,965,238	335,422,139	361,429,238	349,056,454	457,550,258	305,250,979	338,972,493	326,162,014
R10.1K-R20K	399,575,981	620,556,309	394,418,021	454,948,185	454,161,680	659,219,448	396,047,601	434,629,523	490,841,862
R20.1K-R40K	252,335,971	389,472,186	291,946,438	297,177,895	299,886,219	437,949,924	266,659,984	293,339,366	336,736,822
R40.1K-R60K	192,007,468	317,638,665	215,492,009	188,268,290	183,258,561	206,994,945	165,102,379	170,773,455	180,163,304
R60.1K-R100K	987,293,261	938,834,024	997,459,615	857,128,061	854,432,959	861,408,100	787,238,076	767,127,927	739,034,189
R101K-R150K	3,543,326,424	3,520,486,827	3,408,077,845	3,275,006,799	3,362,085,317	3,369,578,627	3,101,627,247	2,983,083,175	2,853,292,522
R151K-R200K	5,068,325,625	5,500,148,278	5,031,735,156	5,129,225,239	5,511,826,518	5,824,239,142	5,568,538,576	5,481,759,492	5,304,954,919
R201K-R400K	14,677,210,651	16,051,088,055	14,902,101,212	15,272,553,205	16,367,884,727	18,005,403,610	16,415,069,389	16,125,040,589	16,514,348,149
>R400K	12,018,462,102	14,257,160,490	13,165,128,923	13,245,195,991	14,790,439,996	16,448,029,556	14,408,340,775	14,866,953,378	15,172,715,289
Total	37,566,481,171	42,187,683,608	38,817,928,453	39,162,274,504	42,250,237,578	46,367,037,838	41,479,879,792	41,541,093,828	41,989,883,175

Table 3: Number of agreements for secured credit granted

Agreements	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
≤R1500	1,371	1,304	1,349	1,378	1,335	1,042	980	1,434	969
R1500-R3000	8,452	6,625	4,450	5,606	4,013	4,449	3,702	4,698	3,434
R3.1K-R5K	14,955	20,207	15,921	16,945	16,641	20,843	13,625	16,618	14,945
R5.1K-R10K	46,637	66,498	45,429	48,630	46,968	61,164	40,830	45,629	48,928
R10.1K-R20K	29,423	45,352	28,828	33,253	33,040	47,597	28,854	31,592	34,496
R20.1K-R40K	9,337	14,539	10,722	10,980	11,102	16,338	10,241	10,805	11,848
R40.1K-R60K	3,814	4,299	4,314	3,778	3,698	4,207	3,764	3,420	3,594
R60.1K-R100K	11,912	11,405	12,177	10,447	10,366	10,461	10,240	9,294	8,966
R101K-R150K	27,988	27,824	26,919	25,849	26,480	26,555	24,718	23,485	22,503
R151K-R200K	29,091	31,560	28,885	29,445	31,590	33,386	31,996	31,351	30,312
R201K-R400K	52,804	57,664	53,716	54,942	59,055	64,523	59,163	58,023	59,308
>R400K	19,213	21,492	20,657	20,263	22,827	26,749	23,427	24,609	24,812
Total	254,997	308,769	253,367	261,516	267,115	317,314	251,540	260,958	264,115

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
R0-R3500	1,938,707	230,700	41,780,527	1,119,702	1,824,430	3,231,167	46,588	1,141,787	450,000
R3501-R5500	3,142,167	2,473,200	5,775,150	2,289,051	2,835,930	3,443,967	1,554,534	2,477,985	3,143,703
R5501-R7500	52,625,012	59,158,065	58,460,448	77,361,828	73,959,365	82,092,818	46,775,075	70,501,694	95,273,713
R7501-R10K	78,278,475	68,510,401	54,759,972	68,450,933	66,584,471	61,165,039	36,969,088	49,378,919	45,534,403
R10.1K-R15K	663,644,524	556,567,075	438,442,066	480,003,337	674,666,822	473,239,882	392,054,640	389,092,295	394,367,616
>R15K	35,778,533,750	36,655,943,957	33,666,898,811	36,178,486,224	36,716,228,603	40,682,874,712	34,917,724,265	39,662,187,370	39,253,719,102
Total	36,578,162,635	37,342,883,398	34,266,116,974	36,807,711,075	37,536,099,621	41,306,047,585	35,395,124,190	40,174,780,050	39,792,488,537

Table 5: Number of mortgages granted by income category

Income Category	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
R0-R3500	4	2	7	5	5	4	1	3	1
R3501-R5500	23	11	13	12	15	16	11	15	11
R5501-R7500	134	130	116	167	164	164	98	143	177
R7501-R10K	278	234	188	210	201	199	124	165	159
R10.1K-R15K	1,908	1,568	1,228	1,320	1,538	1,252	1,080	1,054	1,051
>R15K	36,490	37,596	34,467	35,874	36,339	39,963	34,166	38,880	38,497
Total	38,837	39,541	36,019	37,588	38,262	41,598	35,480	40,260	39,896

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

Income Category	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
R0-R3500	294,227,578	457,416,750	279,844,579	311,893,466	310,363,474	437,961,404	257,256,822	303,557,916	319,353,272
R3501-R5500	174,031,882	263,638,978	188,704,433	207,538,836	211,046,419	293,612,180	191,010,364	219,818,188	246,443,785
R5501-R7500	272,039,610	316,417,099	279,114,170	305,998,281	322,692,273	379,379,951	294,660,800	335,755,262	324,304,267
R7501-R10K	757,604,596	824,194,962	797,620,673	832,589,438	825,440,801	932,239,439	793,338,906	862,110,295	803,837,338
R10.1K-R15K	2,661,527,221	2,899,333,210	2,700,095,422	2,812,178,477	2,901,521,231	3,195,187,444	2,772,458,830	2,838,281,897	2,626,205,595
>R15K	32,679,200,065	36,614,755,211	33,657,180,259	33,975,837,445	36,720,465,834	40,331,217,282	36,456,574,803	36,282,319,173	36,956,006,062
Total	36,838,630,952	41,375,756,210	37,902,559,536	38,446,035,943	41,291,530,032	45,569,597,700	40,765,300,525	40,841,842,731	41,276,150,319

Table 7: Number of secured credit granted by income category

Income Category	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
R0-R3500	36,506	55,715	34,064	37,211	37,455	52,181	30,555	35,591	37,381
R3501-R5500	16,420	25,069	16,887	18,553	18,494	25,544	16,934	19,311	22,095
R5501-R7500	11,219	15,887	11,212	12,106	12,086	16,005	10,905	11,870	12,464
R7501-R10K	14,356	18,464	14,126	15,370	14,647	18,180	13,588	14,323	13,924
R10.1K-R15K	28,974	34,062	28,395	30,545	30,384	35,488	27,881	29,180	27,169
>R15K	145,107	157,225	146,236	145,374	151,743	167,490	149,493	148,498	148,847
Total	252,582	306,422	250,920	259,159	264,809	314,888	249,356	258,773	261,880

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

Income Category	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
R0-R3500	824,303,677	736,356,799	768,054,864	913,810,507	907,110,614	948,870,251	747,928,752	1,216,293,604	1,279,743,135
R3501-R5500	731,202,009	734,943,847	669,240,959	773,180,997	862,480,140	910,315,660	723,690,596	1,180,105,674	1,302,589,372
R5501-R7500	578,006,301	593,942,453	556,483,375	635,059,254	666,735,720	684,789,210	570,042,698	858,488,544	910,395,133
R7501-R10K	724,816,959	784,325,898	756,416,377	837,066,814	848,150,510	872,705,652	746,132,412	1,016,040,957	1,028,140,956
R10.1K-R15K	1,214,548,271	1,335,725,072	1,366,115,619	1,594,645,364	1,436,968,790	1,451,859,012	1,334,865,070	1,653,790,434	1,656,889,953
>R15K	9,078,074,724	10,329,644,975	10,818,671,404	10,058,467,134	11,104,354,249	12,082,341,392	11,901,515,023	12,398,715,591	12,453,431,523
Total	13,150,951,941	14,514,939,044	14,934,982,598	14,812,230,070	15,825,800,023	16,950,881,177	16,024,174,551	18,323,434,804	18,631,190,072

Table 9: Number of credit facilities granted by income category

Income Category	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
R0-R3500	584,531	583,975	517,388	609,506	589,134	582,079	478,406	624,212	639,957
R3501-R5500	298,218	282,982	226,719	259,687	315,309	277,389	235,713	320,518	386,334
R5501-R7500	188,144	178,445	148,888	167,479	194,891	171,486	150,180	189,038	215,243
R7501-R10K	192,453	182,796	159,822	177,465	204,485	178,734	161,530	186,660	210,221
R10.1K-R15K	251,725	239,226	219,890	241,640	277,924	240,388	224,420	247,726	279,757
>R15K	558,849	564,014	557,835	578,863	727,383	639,523	649,348	684,185	793,656
Total	2,073,920	2,031,438	1,830,542	2,034,640	2,309,126	2,089,599	1,899,597	2,252,339	2,525,168

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

Income Category	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
R0-R3500	997,797,053	991,586,128	650,690,419	465,236,830	437,378,839	561,033,394	401,916,858	249,047,813	245,040,265
R3501-R5500	1,204,450,591	1,244,274,845	891,794,952	965,683,689	925,714,543	1,071,142,828	841,818,405	1,022,092,892	1,095,399,098
R5501-R7500	1,330,564,749	1,357,059,890	1,085,645,475	1,172,248,232	1,153,707,161	1,306,320,874	1,089,928,789	1,322,457,749	1,405,832,924
R7501-R10K	2,102,598,815	2,098,507,639	1,721,340,377	1,782,674,827	1,769,415,931	1,981,626,955	1,737,348,050	2,006,530,564	2,059,262,643
R10.1K-R15K	4,101,971,743	4,202,438,602	3,637,885,619	3,674,999,371	3,827,884,030	4,261,076,042	3,861,102,982	4,400,522,941	4,451,780,570
>R15K	12,908,754,019	13,156,925,710	12,075,165,622	12,002,688,217	14,173,996,910	15,881,885,926	15,292,077,998	16,998,163,824	19,264,601,345
Total	22,646,136,970	23,050,792,814	20,062,522,464	20,063,531,166	22,288,097,414	25,063,086,019	23,224,193,082	25,998,815,783	28,521,916,845

Table 11: Number of unsecured credit granted by income category

Income Category	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
R0-R3500	86,151	80,717	54,130	45,796	39,467	47,998	32,990	28,188	28,012
R3501-R5500	101,142	102,517	79,971	88,864	81,798	92,564	72,932	86,331	91,098
R5501-R7500	81,478	82,979	70,296	76,429	71,100	79,369	67,245	76,810	80,162
R7501-R10K	98,084	98,336	83,386	88,510	84,338	92,194	81,028	87,437	86,458
R10.1K-R15K	147,812	149,978	133,647	138,601	140,153	151,759	136,796	144,868	142,225
>R15K	288,512	299,070	281,875	286,400	309,666	342,994	331,361	352,227	359,411
Total	803,179	813,597	703,305	724,600	726,522	806,878	722,352	775,861	787,366

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

Income Category	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
R0-R3500	372,094,384	401,731,545	290,470,503	294,244,506	248,942,096	276,715,791	206,262,237	208,646,730	160,450,787
R3501-R5500	418,296,210	402,880,501	321,191,909	361,519,400	351,928,170	493,730,085	347,858,099	427,513,757	392,127,438
R5501-R7500	352,019,695	348,853,261	296,986,513	310,335,499	319,513,968	406,528,984	347,748,378	429,590,742	370,255,043
R7501-R10K	361,824,400	373,696,175	332,114,155	322,833,866	346,837,193	403,391,970	355,408,602	419,601,475	350,727,516
R10.1K-R15K	507,760,288	540,903,607	500,237,925	473,553,642	522,627,803	647,773,634	582,886,852	691,236,627	560,348,741
>R15K	1,117,391,243	1,328,619,553	1,269,142,859	1,329,800,086	1,277,771,495	1,497,801,738	1,378,953,834	1,402,633,014	1,225,970,705
Total	3,129,386,220	3,396,684,642	3,010,143,864	3,092,286,999	3,067,620,725	3,725,942,202	3,219,118,002	3,579,222,345	3,059,880,230

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

Income Category	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
R0-R3500	257,360	282,599	221,075	270,987	224,382	253,861	200,981	197,865	141,457
R3501-R5500	219,706	216,065	187,779	215,904	209,667	302,841	227,816	296,412	240,042
R5501-R7500	162,761	164,122	150,536	152,991	161,704	217,505	184,741	245,435	187,753
R7501-R10K	157,273	164,445	154,243	143,779	161,621	183,422	158,904	200,443	151,587
R10.1K-R15K	209,694	225,068	214,202	186,716	218,794	274,057	240,580	298,733	225,512
>R15K	387,508	459,792	438,182	417,158	420,766	467,934	429,161	445,242	377,287
Total	1,394,302	1,512,091	1,366,017	1,387,535	1,396,934	1,699,620	1,442,183	1,684,130	1,323,638

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

Income Category	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
R0-R1500	1,531,971	376,976	12,159,034	831,232	1,713,416	257,629	12,266,600	731,301	2,140,721
R1501-R3500	2,630,176	2,256,503	18,355,812	1,433,494	2,511,613	348,738	18,279,764	941,367	3,166,688
R3501-R5500	7,094,391	4,046,749	44,467,387	3,380,787	6,328,813	1,091,058	41,194,756	3,111,541	7,451,980
R5501-R7500	14,468,441	8,900,923	94,363,931	10,260,347	14,826,919	5,031,549	88,089,409	8,134,263	17,012,251
R7501-R10K	410,364,765	576,103,160	598,777,497	431,864,756	93,137,458	358,832,860	542,490,787	39,994,977	45,868,946
R10.1K-R15K	280,128,027	309,726,208	403,492,899	200,534,281	505,663,407	334,233,323	397,844,871	721,437,210	1,024,840,421
Total	716,217,771	901,410,519	1,171,616,560	648,304,897	624,181,626	699,795,157	1,100,166,187	774,350,659	1,100,481,007

Table 15: Number of developmental credit granted by income category

Income Category	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
R0-R1500	143	94	547	110	149	49	569	101	160
R1501-R3500	255	196	765	102	196	34	738	74	206
R3501-R5500	617	333	2,086	267	516	103	1,759	285	516
R5501-R7500	1,581	1,131	5,336	1,444	1,566	818	4,678	1,289	1,590
R7501-R10K	2,612	3,018	8,349	2,028	2,236	1,504	7,302	1,022	2,185
R10.1K-R15K	6,364	1,993	14,400	3,475	5,386	4,090	12,713	4,648	6,722
Total	11,572	6,765	31,483	7,426	10,049	6,598	27,759	7,419	11,379

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
Current	788,153,497,096	798,360,933,753	804,848,356,863	810,835,986,366	817,761,579,034	828,182,824,138	834,753,411,292	842,289,753,404	848,254,607,371
30 Days	30,632,969,383	29,154,458,596	29,092,250,188	28,348,064,260	27,576,121,135	27,203,271,198	26,785,050,590	27,933,470,176	28,368,767,358
31-60 Days	11,959,755,837	11,407,723,937	12,590,822,468	11,773,229,961	12,091,259,153	11,439,899,075	13,612,644,616	12,218,824,598	10,971,955,881
61-90 Days	7,617,893,870	7,054,492,395	6,897,982,817	7,563,187,494	7,166,448,154	6,923,551,185	7,186,984,894	6,952,325,925	6,092,877,755
91-120 Days	4,652,292,687	4,689,242,217	5,004,433,835	5,093,911,690	5,414,621,232	5,288,856,813	4,807,732,010	5,003,566,940	5,658,303,868
120+ Days	24,236,130,806	24,627,635,747	25,625,124,209	25,492,625,301	25,390,769,738	25,078,495,560	26,636,257,345	27,822,772,089	29,240,166,362
Total	867,252,539,679	875,294,486,645	884,058,970,380	889,107,005,072	895,400,798,446	904,116,897,969	913,782,080,747	922,220,713,132	928,586,678,595

Table 17: Age analysis of accounts – mortgages

Ageing	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
Current	1,593,419	1,592,237	1,583,877	1,571,192	1,572,693	1,570,933	1,562,089	1,560,593	1,549,218
30 Days	67,449	63,196	62,981	62,491	60,534	59,682	58,659	58,960	57,577
31-60 Days	25,367	22,992	23,987	26,840	23,760	22,206	25,229	22,968	20,587
61-90 Days	13,943	12,981	12,895	15,268	13,024	12,337	13,354	12,335	11,259
91-120 Days	9,701	9,616	10,305	10,327	10,614	10,540	9,696	9,327	10,875
120+ Days	47,943	49,333	51,561	50,318	49,607	49,405	53,145	53,228	55,693
Total	1,757,822	1,750,355	1,745,606	1,736,436	1,730,232	1,725,103	1,722,172	1,717,411	1,705,209

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

Ageing	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
Current	341,388,943,427	346,937,364,287	351,247,191,279	355,597,443,771	361,506,447,225	368,273,427,088	371,888,228,168	373,113,177,839	377,460,927,824
30 Days	14,651,404,509	14,922,508,315	15,856,409,532	15,452,660,258	14,302,809,952	15,126,632,258	16,045,273,540	16,892,113,439	18,083,333,193
31-60 Days	4,969,881,757	5,160,448,873	5,645,726,626	5,419,747,710	5,478,587,259	5,603,618,828	6,289,514,140	6,263,738,726	6,097,898,444
61-90 Days	2,112,183,437	2,294,410,755	2,461,502,213	2,509,811,573	2,437,827,702	2,638,967,846	2,791,312,374	2,948,484,392	2,776,439,123
91-120 Days	4,317,280,771	4,306,561,895	2,083,470,521	2,024,800,088	2,013,879,271	2,118,126,854	2,227,371,310	2,455,224,569	2,423,367,064
120+ Days	11,612,595,013	11,302,567,948	12,093,853,004	11,964,298,364	12,891,225,481	12,764,187,839	13,319,009,825	14,382,268,909	14,678,123,974
Total	379,052,288,914	384,923,862,073	389,388,153,175	392,968,761,764	398,630,776,890	406,524,960,713	412,560,709,357	416,055,007,873	421,520,089,622

Table 19: Age analysis of accounts – secured credit

Ageing	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
Current	2,573,322	2,562,699	2,566,018	2,551,759	2,727,875	2,562,671	2,628,598	2,602,064	2,581,294
30 Days	311,465	303,769	292,780	282,595	247,215	274,129	213,837	210,797	215,632
31-60 Days	143,448	139,681	128,398	119,730	109,725	125,376	114,329	108,089	106,372
61-90 Days	87,488	83,712	78,929	74,865	60,996	76,211	73,558	70,638	69,588
91-120 Days	93,928	88,797	65,587	62,507	51,432	60,087	59,208	60,767	58,457
120+ Days	626,064	628,178	574,826	580,111	443,238	579,555	535,382	553,299	530,320
Total	3,835,715	3,806,836	3,706,538	3,671,567	3,640,481	3,678,029	3,624,912	3,605,654	3,561,663

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

Ageing	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
Current	179,897,038,635	184,300,825,006	184,872,379,996	186,376,680,352	187,285,774,759	190,898,529,483	192,703,637,792	194,118,914,151	195,243,688,518
30 Days	11,442,963,928	11,316,947,343	11,573,306,042	11,239,201,938	11,111,527,331	11,133,158,089	11,287,144,521	11,137,010,776	10,485,498,236
31-60 Days	4,159,125,776	3,897,680,764	4,729,549,308	4,307,500,611	3,963,737,083	3,889,418,712	4,506,516,955	4,255,820,816	4,042,328,231
61-90 Days	2,739,523,709	2,584,699,615	2,895,609,022	2,874,231,785	2,676,355,738	2,624,981,845	2,754,826,382	2,904,144,923	2,680,230,468
91-120 Days	3,129,332,247	2,901,032,516	2,907,729,989	3,111,803,922	2,759,485,335	2,710,585,538	2,701,129,761	2,755,965,606	2,872,374,775
120+ Days	16,541,997,869	16,473,631,483	16,599,492,237	17,087,482,187	16,392,838,108	15,889,929,345	15,781,372,174	16,100,314,830	17,153,221,946
Total	217,909,982,164	221,474,816,727	223,578,066,594	224,996,900,795	224,189,718,354	227,146,603,012	229,734,627,585	231,272,171,102	232,477,342,174

Table 21: Age analysis of accounts – credit facilities

Ageing	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q2
Current	18,615,386	18,593,085	18,198,277	18,128,511	18,460,847	18,320,423	17,905,534	18,451,540	18,781,462
30 Days	2,228,869	2,303,944	2,280,170	2,142,905	2,105,741	2,261,782	2,182,464	2,095,949	2,042,410
31-60 Days	855,106	819,860	952,359	852,579	776,930	775,013	843,149	766,077	729,383
61-90 Days	584,720	543,923	609,039	569,164	517,539	499,806	555,636	522,910	495,839
91-120 Days	471,357	450,707	453,888	481,632	424,291	676,529	460,029	466,214	428,126
120+ Days	2,972,314	2,918,733	2,939,794	3,073,823	3,118,636	2,845,592	2,869,539	2,832,093	2,758,711
Total	25,727,752	25,630,252	25,433,527	25,248,614	25,403,984	25,379,145	24,816,351	25,134,783	25,235,931

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

Ageing	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
Current	121,378,852,223	123,770,691,648	125,274,883,107	125,689,838,414	126,611,543,830	131,007,891,960	134,317,761,301	137,275,804,761	141,689,165,204
30 Days	5,880,720,959	6,085,625,499	6,163,342,034	5,803,635,844	5,596,047,818	6,095,784,151	6,009,002,362	6,583,970,916	6,646,298,745
31-60 Days	3,485,606,265	3,264,958,873	3,633,811,698	3,464,282,324	3,186,594,253	3,205,391,426	3,332,996,827	3,671,410,631	3,671,522,762
61-90 Days	2,567,290,180	2,464,764,155	2,503,701,850	2,558,534,982	2,325,132,736	2,390,255,625	2,395,200,774	2,571,063,481	2,576,107,890
91-120 Days	2,946,816,299	2,959,389,450	2,053,806,064	2,128,356,082	2,102,730,883	2,242,174,839	2,095,362,306	2,771,477,806	2,830,270,187
120+ Days	26,908,975,775	26,095,037,154	26,115,299,508	25,769,110,048	25,994,850,715	24,854,236,941	24,414,405,991	25,703,540,150	27,021,911,936
Total	163,168,261,701	164,640,466,779	165,744,844,261	165,413,757,694	165,816,900,235	169,795,734,942	172,564,729,561	178,577,267,745	184,435,276,724

Table 23: Age analysis of accounts – unsecured credit

Ageing	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
Current	4,141,408	4,066,317	3,996,610	3,851,727	3,903,288	3,826,798	3,798,923	3,734,785	3,726,629
30 Days	295,643	283,374	272,703	246,971	225,569	229,696	223,255	240,007	226,359
31-60 Days	170,351	152,631	161,326	141,926	131,269	119,665	124,554	133,889	114,586
61-90 Days	125,617	114,593	111,079	105,016	94,318	88,109	89,240	92,695	105,437
91-120 Days	130,395	130,031	90,857	83,894	81,358	78,568	75,866	100,166	74,294
120+ Days	1,028,046	981,207	919,213	878,534	842,342	792,030	729,754	765,156	783,201
Total	5,891,460	5,728,153	5,551,788	5,308,068	5,278,144	5,134,866	5,041,592	5,066,698	5,030,506

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

Ageing	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)
Current	2,057,386,790	2,186,451,210	1,910,246,852	1,879,139,980	1,869,591,969	2,065,437,401	1,884,787,971	1,848,063,831	1,772,805,351
30 Days	190,096,053	188,437,144	182,307,452	158,722,872	157,635,869	163,602,390	169,230,311	187,629,250	158,238,247
31-60 Days	128,471,166	121,913,290	127,129,839	102,080,913	97,127,674	100,841,734	116,645,373	115,018,915	123,033,567
61-90 Days	99,964,511	94,313,568	100,291,334	81,495,540	77,918,967	72,422,633	85,305,028	89,086,352	86,523,235
91-120 Days	81,435,682	77,250,218	68,977,757	61,236,049	58,864,253	57,831,387	65,395,588	61,603,065	68,662,876
120+ Days	271,506,178	269,415,234	277,979,311	280,446,525	278,009,799	224,186,543	268,560,123	304,197,034	299,209,112
Total	2,828,860,380	2,937,780,664	2,666,932,545	2,563,121,879	2,539,148,531	2,684,322,088	2,589,924,394	2,605,598,447	2,508,472,388

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

Ageing	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
Current	809,028	811,516	710,109	700,196	708,075	771,363	735,440	697,137	716,868
30 Days	84,571	76,272	72,802	64,133	62,709	64,635	77,333	87,894	78,033
31-60 Days	54,037	51,666	57,403	47,929	43,228	45,713	56,815	50,481	53,009
61-90 Days	35,470	34,759	38,304	33,250	30,579	29,592	35,554	37,424	38,118
91-120 Days	23,797	25,040	27,294	22,277	20,583	19,236	25,706	22,419	28,383
120+ Days	82,558	83,529	88,005	92,558	88,585	74,635	89,871	102,651	104,204
Total	1,089,461	1,082,782	993,917	960,343	953,759	1,005,174	1,020,719	998,006	1,018,615

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

Ageing	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
Current	38,484,041,075	39,575,910,283	39,935,067,230	37,868,137,032	39,041,266,805	41,949,972,356	42,803,941,945	43,464,686,439	44,962,132,202
30 Days	945,201,281	948,155,714	1,125,787,199	1,136,173,936	1,096,438,075	935,829,823	1,026,214,924	1,018,849,195	1,065,846,143
31-60 Days	321,304,425	347,623,234	411,821,267	417,633,419	424,613,002	401,230,446	453,353,077	431,832,366	474,380,246
61-90 Days	157,898,064	162,489,814	178,293,353	238,211,612	226,766,385	207,320,409	226,558,391	227,075,796	236,770,832
91-120 Days	122,061,311	126,698,402	138,181,351	167,553,191	188,579,809	180,188,188	165,204,710	177,315,016	171,894,771
120+ Days	1,313,958,468	1,333,924,596	1,375,812,945	1,247,664,703	1,439,768,855	1,557,125,124	1,645,649,942	1,714,759,664	1,746,412,406
Total	41,344,464,624	42,494,802,043	43,164,963,345	41,075,373,893	42,417,432,931	45,231,666,346	46,320,922,989	47,034,518,476	48,657,436,600

Table 27: Age analysis of accounts – developmental credit

Ageing	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3
Current	1,100,541	1,111,832	1,213,359	994,602	1,104,831	1,012,780	1,015,293	1,019,212	1,023,274
30 Days	6,959	6,248	6,847	5,570	5,121	4,564	5,159	5,056	5,484
31-60 Days	7,237	8,223	8,108	8,756	8,925	7,729	8,112	8,369	9,618
61-90 Days	4,809	6,213	4,720	5,665	6,023	6,237	4,423	5,678	6,347
91-120 Days	3,953	5,129	3,754	4,436	4,726	5,018	3,284	4,454	4,931
120+ Days	35,504	37,558	39,427	34,940	37,539	25,438	38,196	37,136	39,093
Total	1,159,003	1,175,203	1,276,215	1,053,969	1,167,165	1,061,766	1,074,467	1,079,905	1,088,747

