

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 R133.64 billion to R144.66 billion for the quarter ended December 2018, an increase of 8.25% when compared to the previous quarter and an increase of 6.59% year on year. The number of applications for credit increased from 11.32 million to 11.96 million in December 2018, representing an increase of 5.60% for the quarter. The rejection rate for applications was 56.07%.

The Banks' share of total credit granted was R112.12 billion (77.51%), Retailers R6.82 billion (4.71%), Non-Bank financiers R11.76 billion (8.13%) and "Other credit providers" R13.96 billion (9.65%). 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 December 2018 was R1.85 trillion, representing a quarter-on-quarter growth of 1.96%. The number of accounts increased by 1.71% for the quarter ended December 2018. Mortgages accounted for R939.08 billion (50.66%); "Secured credit agreements" for R427.23 billion (23.05%); Credit facilities for R238.31 billion (12.86%); Unsecured credit for R194.82 billion (10.51%); Developmental credit for R51.46 billion (2.78%) and Short-term credit for R2.90 billion (0.16%) of the total gross debtors book.

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

- The value of mortgages granted increased by 5.52% quarter-on-quarter from R39.79 billion to R41.99 billion;



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- Secured credit granted increased from R41.99 billion for September 2018 to R45.41 billion for December 2018 (a quarter-on-quarter increase of 8.15%);
- Unsecured credit agreements increased from R28.52 billion to R31.13 billion for December 2018 (a quarter-on-quarter increase of 9.14%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased from R18.84 billion to R21.67 billion for December 2018 (a quarter-on-quarter increase of 15.00%);
- Short-term credit showed a quarter-on-quarter increase of 4.95% from R3.06 billion to R3.21 billion;
- Developmental credit showed a quarter-on-quarter decrease of 12.70% from R1.43 billion to R1.24 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 31 December 2018 (2018-Q4).

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 December 2017 to the quarter ended December 2018 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended September 2018 to the quarter ended December 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 R35.62 billion (1.96%) for the quarter ended December 2018. The value of credit granted to consumers increased by R11.02 billion (8.25%) from R133.64 billion to R144.66 billion for the quarter ended December 2018.

Figure 1.1 Total credit granted and gross debtors book December 2018

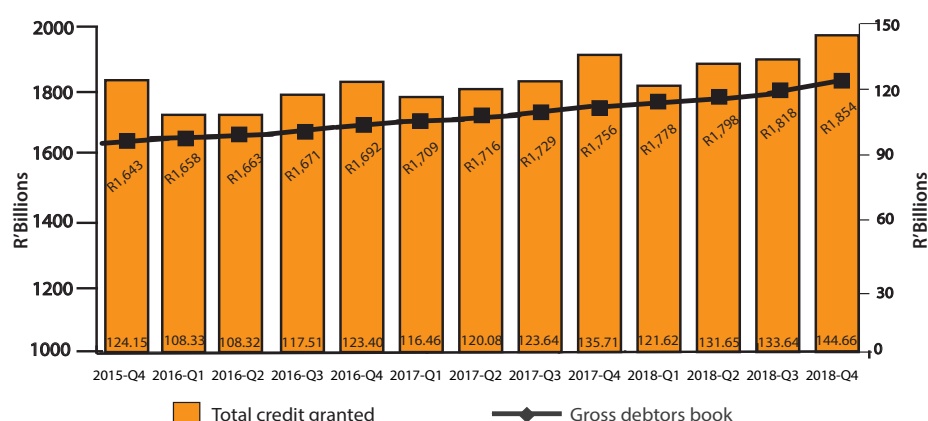


Table 1.1: Credit granted

Agreements	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	% Change (Q4/Q3)	% Change (Y/Y)
Credit transactions	118,202,320	104,899,218	113,029,491	114,791,831	122,986,171	7.14%	4.05%
Credit facilities	17,509,131	16,721,039	18,618,394	18,844,672	21,670,829	15.00%	23.77%
Total	135,711,451	121,620,256	131,647,885	133,636,503	144,657,000	8.25%	6.59%

1.1 Credit granted

The value of consumer credit granted for the quarter ended December 2018 showed an increase of R11.02 billion (8.25%) when compared to the quarter ended September 2018 as depicted in Table 1.1. On a y-o-y basis the value of credit granted increased by R8.95 billion (6.59%).

Table 1.2: Credit granted – number of agreements

Agreements	2017-Q4 000	2018-Q1 000	2018-Q2 000	2018-Q3 000	2018-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of credit transactions	2,903	2,494	2,794	2,439	2,532	3.83%	-12.77%
Number of credit facilities	2,093	1,904	2,256	2,529	2,455	-2.94%	17.28%
Total	4,996	4,398	5,051	4,968	4,987	0.38%	-0.18%

The total number of credit agreements entered into was 4.99 million for the quarter ended December 2018. This was a increase of 0.38% when compared to the previous quarter as indicated in Table 1.2. On a y-o-y basis the total number of credit agreements entered into decreased by 0.18%.

Table 1.3: Credit granted – per industry

Agreements	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	104,011,413	94,655,693	101,619,539	102,396,195	112,118,722	77.51%	9.50%	7.79%
Non-bank vehicle financiers	12,291,821	10,911,534	10,373,091	10,573,651	11,760,599	8.13%	11.23%	-4.32%
Retailers	5,583,938	4,289,789	5,830,654	6,321,666	6,819,777	4.71%	7.88%	22.13%
Other credit providers	13,824,280	11,763,241	13,824,601	14,344,990	13,957,903	9.65%	-2.70%	0.97%
Total	135,711,451	121,620,256	131,647,885	133,636,503	144,657,000	100.00%	8.25%	6.59%

Banks accounted for 77.51% of the total value of credit granted for the quarter ended December 2018 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (8.13%), retailers (4.71%) and other credit providers (9.65%).

Table 1.4: Number of applications received and rejected

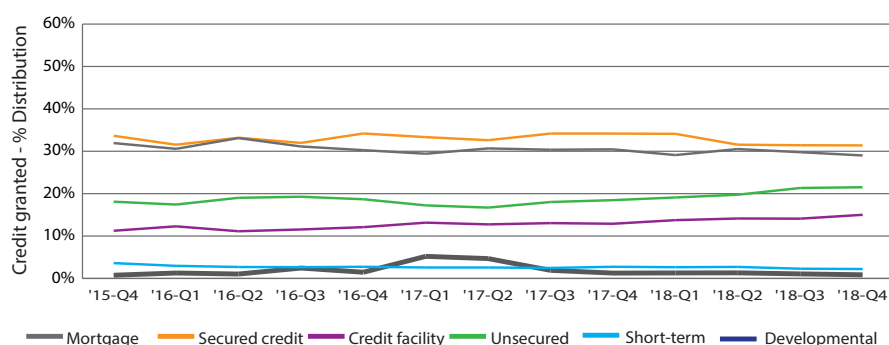
Agreements	2017-Q4 000	2018-Q1 000	2018-Q2 000	2018-Q3 000	2018-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of applications received	10,485	10,489	11,096	11,324	11,959	5.60%	14.06%
Number of applications rejected	5,216	5,091	5,555	6,075	6,705	10.38%	28.57%
% of applications rejected	49.74%	48.54%	50.06%	53.65%	56.07%		

The rejection rate increased from 53.65% for the quarter ended September 2018 to 56.07% for the quarter ended December 2018 as indicated in Table 1.4. The number of applications received increased by 5.60% and number of applications rejected increased by 10.38% for the quarter ended December 2018.

Table 1.5: Credit granted – credit type

Agreements	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	41,330,905	35,395,124	40,174,780	39,792,621	41,987,504	29.03%	5.52%	1.59%
Secured credit	46,367,038	41,479,880	41,541,094	41,989,883	45,412,106	31.39%	8.15%	-2.06%
Credit facilities	17,509,131	16,721,039	18,618,394	18,844,672	21,670,829	14.98%	15.00%	23.77%
Unsecured credit	25,065,092	23,225,946	26,000,787	28,524,241	31,131,005	21.52%	9.14%	24.20%
Short-term credit	3,726,109	3,219,184	3,579,352	3,060,046	3,211,484	2.22%	4.95%	-13.81%
Developmental credit	1,713,176	1,579,083	1,733,479	1,425,040	1,244,072	0.86%	-12.70%	-27.38%
Total	135,711,451	121,620,256	131,647,885	133,636,503	144,657,000	100.00%	8.25%	6.59%

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted increased from R28.52 billion for the quarter ended September 2018 to R31.13 billion for the quarter ended December 2018 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted increased from R39.79 billion for the quarter ended September 2018 to R41.99 billion for the quarter ended December 2018.

Table 1.6: Gross debtors book – credit type

Agreements	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	904,116,898	913,782,081	922,220,713	928,586,679	939,076,667	50.66%	1.13%	3.87%
Secured credit	406,524,961	412,560,709	416,055,008	421,520,090	427,233,151	23.05%	1.36%	5.09%
Credit facilities	227,146,603	229,734,628	231,272,171	232,477,342	238,310,963	12.86%	2.51%	4.92%
Unsecured credit	169,795,735	172,564,730	178,577,268	184,435,277	194,823,887	10.51%	5.63%	14.74%
Short-term credit	2,684,322	2,589,924	2,605,598	2,508,472	2,904,830	0.16%	15.80%	8.21%
Developmental Credit	45,231,666	46,320,923	47,034,518	48,657,437	51,455,925	2.78%	5.75%	13.76%
Total	1,755,500,185	1,777,552,995	1,797,765,277	1,818,185,296	1,853,805,424	100.00%	1.96%	5.60%

There was a q-o-q growth of R35.62 billion (1.96%) in the value of gross debtors book for the period ended December 2018 as indicated in Table 1.6. The corresponding y-o-y growth was R98.31 billion (5.60%). The Mortgage credit book grew by R10.49 billion (1.13%) q-o-q and by R34.96 billion (3.87%) on a y-o-y basis. The Secured book grew by R5.71 billion (1.36%) q-o-q and by R20.71 billion (5.09%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	1,432,666,859	1,452,195,706	1,469,648,221	1,487,206,274	1,514,374,518	81.69%	1.83%	5.70%
Retailers	38,252,813	36,564,340	36,808,771	36,731,550	41,983,750	2.26%	14.30%	9.75%
Non-bank vehicle financiers	104,645,811	106,589,824	107,281,112	108,450,371	116,521,145	6.29%	7.44%	11.35%
Other credit providers	179,934,702	182,203,124	184,027,173	185,797,101	180,926,011	9.76%	-2.62%	0.55%
Total	1,755,500,185	1,777,552,995	1,797,765,277	1,818,185,296	1,853,805,424	100.00%	1.96%	5.60%

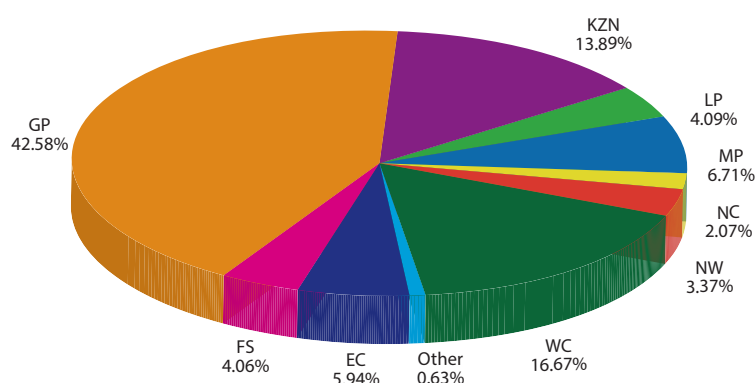
There was a q-o-q (1.96%) and y-o-y (5.60%) increase in the gross debtors book per industry type as indicated in Table 1.7.

Table 1.8: Gross debtors book – number of accounts

Agreements	2017-Q4 000	2018-Q1 000	2018-Q2 000	2018-Q3 000	2018-Q4 000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	1,725	1,722	1,717	1,705	1,706	4.45%	0.02%	-1.13%
Secured credit	3,678	3,625	3,606	3,562	3,569	9.32%	0.21%	-2.96%
Credit facilities	25,379	24,816	25,135	25,236	25,668	67.04%	1.71%	1.14%
Unsecured credit	5,135	5,042	5,067	5,031	5,217	13.63%	3.70%	1.59%
Short-term credit	1,005	1,021	998	1,019	1,015	2.65%	-0.37%	0.96%
Developmental credit	1,062	1,074	1,080	1,089	1,111	2.90%	2.02%	4.61%
Total	37,984	37,300	37,602	37,641	38,285	100.00%	1.71%	0.79%

The number of accounts that make up the debtors book increased by 1.71% from 37.64 million to 38.29 million for the quarter ended December 2018. The total number of accounts increased by 0.79% 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 December 2018 as indicated in Table 1.8.

Figure 1.3: Provincial distribution of credit granted: 2018-Q4



A significant portion of credit granted went to consumers in the Gauteng province at R61.59 billion (42.58%). The Western Cape and KwaZulu-Natal accounted for R24.12 billion (16.67%) and R20.09 billion (13.89%) respectively. The remaining provinces constituted R38.86 billion (26.86%) as illustrated in Figure 1.3.

2. Mortgage agreements

2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	15,496	12,453	13,631	11,525	14,930	0.04%	29.54%	-3.65%
R51K-R100K	95,787	89,367	94,020	81,832	86,192	0.21%	5.33%	-10.02%
R101K-R150K	142,818	117,836	141,232	132,459	128,715	0.31%	-2.83%	-9.87%
R151K-R350K	1,230,197	1,075,748	1,165,369	1,096,138	1,149,576	2.74%	4.88%	-6.55%
R351K-R700K	6,913,704	5,606,054	6,292,783	6,337,322	7,028,408	16.74%	10.91%	1.66%
≥R700K	32,932,904	28,493,666	32,467,746	32,133,345	33,579,685	79.98%	4.50%	1.96%
Total	41,330,905	35,395,124	40,174,780	39,792,621	41,987,504	100.00%	5.52%	1.59%

The rand value of mortgage agreements granted increased by 5.52% for the quarter ended December 2018 as indicated in Table 2.1. The majority (79.98%) of mortgage agreements granted during the December 2018 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 1.59%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	419	352	371	315	418	0.99%	32.70%	-0.24%
R51K-R100K	1,155	1,074	1,128	977	1,033	2.45%	5.73%	-10.56%
R101K-R150K	1,063	892	1,064	996	973	2.31%	-2.31%	-8.47%
R151K-R350K	4,712	4,060	4,441	4,162	4,356	10.32%	4.66%	-7.56%
R351K-R700K	12,952	10,524	11,787	11,870	12,936	30.65%	8.98%	-0.12%
≥ R700K	21,301	18,578	21,469	21,577	22,496	53.29%	4.26%	5.61%
Total	41,602	35,480	40,260	39,897	42,212	100.00%	5.80%	1.47%

The number of mortgage agreements entered into increased by 5.80% for the quarter ended December 2018 as indicated in Table 2.2. The majority (53.29%) of mortgages were granted in favour of larger sized credit agreements (≥R700k). On a y-o-y basis mortgage agreements increased by 1.47%.

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

Level of income	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K	383	234	326	348	261
% share of credit granted	0.92%	0.66%	0.81%	0.87%	0.62%
R10.1K-R15K	1,252	1,080	1,054	1,051	952
% share of credit granted	3.01%	3.04%	2.62%	2.63%	2.26%
>R15K	39,963	34,166	38,880	38,497	40,999
% share of credit granted	96.07%	96.30%	96.57%	96.49%	97.13%
Total number of mortgages	41,598	35,480	40,260	39,896	42,212

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

Level of income	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K (R000)	149,933	85,345	123,500	144,402	101,088
% share of credit granted	0.36%	0.24%	0.31%	0.36%	0.24%
R10.1K-R15K (R000)	473,240	392,055	389,092	394,368	356,222
% share of credit granted	1.15%	1.11%	0.97%	0.99%	0.85%
>R15K (R000)	40,682,875	34,917,724	39,662,187	39,253,719	41,530,195
% share of credit granted	98.49%	98.65%	98.72%	98.65%	98.91%
Total value of mortgages(R000)	41,306,048	35,395,124	40,174,780	39,792,489	41,987,504

2.2 Mortgages granted by level of income¹

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

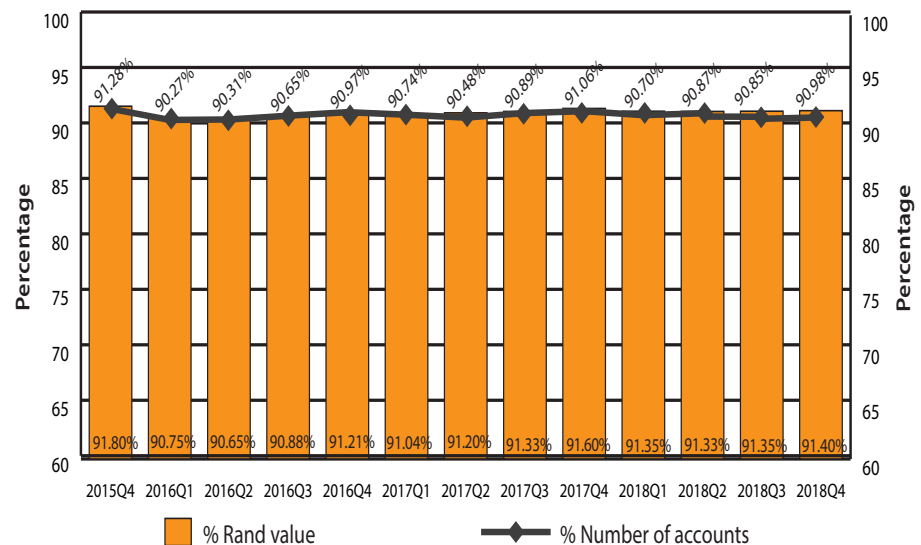
Table 2.5: Gross debtors book – mortgages

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	904,116,898	913,782,081	922,220,713	928,586,679	939,076,667	1.13%	3.87%
Number of accounts	1,725,103	1,722,172	1,717,411	1,705,209	1,705,543	0.02%	-1.13%

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R10.49 billion (1.13%) on a q-o-q and by R34.96 billion (3.87%) on a y-o-y basis. The number of accounts increased by 0.02% q-o-q and decreased by 1.13% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



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.

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 91.35% for the quarter ended September 2018 to 91.40% for the quarter ended December 2018. The percentage (number) of accounts reported as “current” increased from 90.85% to 90.98% 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-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	42,094,953	38,420,919	38,600,264	38,867,369	42,041,640	92.58%	8.17%
Retirement benefits	331,750	328,404	303,843	322,857	364,884	0.80%	13.02%
Insurance policy	88,224	112,959	116,779	95,759	101,245	0.22%	5.73%
Furniture & other durables	1,636,922	977,161	1,083,959	1,181,541	1,158,305	2.55%	-1.97%
Other security	2,215,189	1,640,438	1,436,248	1,522,357	1,746,032	3.84%	14.69%
Total	46,367,038	41,479,880	41,541,094	41,989,883	45,412,106	100.00%	8.15%

As indicated in Table 3.1 the value of secured credit granted increased by R3.42 Billion (8.15%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R42.04 billion (92.58%).

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

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2018-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	156,736	144,424	142,578	141,708	182,936	59.80%	29.09%
Retirement benefits	2,221	2,131	2,122	2,239	2,379	0.78%	6.25%
Insurance policy	6,011	8,010	7,208	6,334	7,453	2.44%	17.67%
Furniture & other durables	145,492	89,409	102,993	107,757	107,256	35.06%	-0.46%
Other security	6,854	7,566	6,057	6,077	5,875	1.92%	-3.32%
Total	317,314	251,540	260,958	264,115	305,899	100.00%	15.82%

Table 3.2. indicated an increase in the number of secured credit agreements by 15.82% for the quarter ended December 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-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K	111,910	71,982	81,095	85,864	107,864
% share of credit granted	35.54%	28.87%	31.34%	32.79%	35.53%
R10.1K-R15K	35,488	27,881	29,180	27,169	31,012
% share of credit granted	11.27%	11.18%	11.28%	10.37%	10.21%
>R15K	167,490	149,493	148,498	148,847	164,735
% share of credit granted	53.19%	59.95%	57.39%	56.84%	54.26%
Total number of secured credit agreements	314,888	249,356	258,773	261,880	303,611

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 32.79% to 35.53% for the quarter ended December 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 56.84% to 54.26% for the quarter ended December 2018.

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

Level of income	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K (R000)	2,043,193	1,536,267	1,721,242	1,693,939	1,947,485
% share of credit granted	4.48%	3.77%	4.21%	4.10%	4.36%
R10.1K-R15K (R000)	3,195,187	2,772,459	2,838,282	2,626,206	2,773,801
% share of credit granted	7.01%	6.80%	6.95%	6.36%	6.20%
>R15K (R000)	40,331,217	36,456,575	36,282,319	36,956,006	39,982,339
% share of credit granted	88.50%	89.43%	88.84%	89.53%	89.44%
Total value of secured credit (R000)	45,569,598	40,765,301	40,841,843	41,276,150	44,703,625

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

3.3 Gross debtors book – secured credit

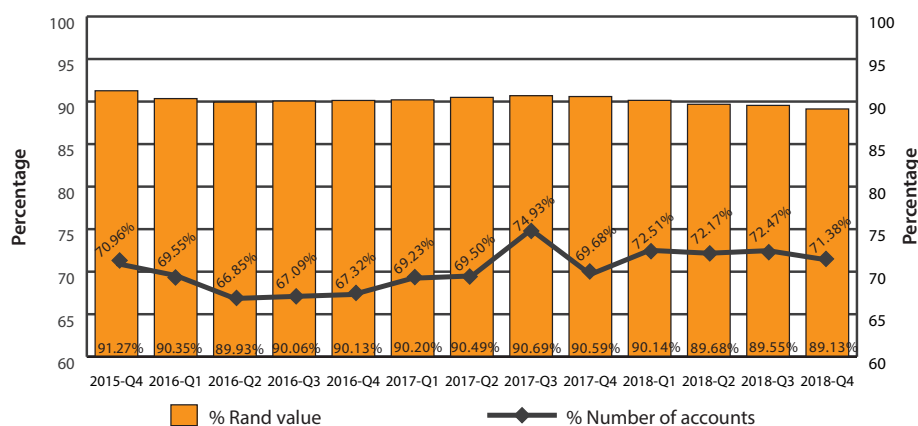
Table 3.5: Gross debtors book – secured credit

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	406,524,961	412,560,709	416,055,008	421,520,090	427,233,151	1.36%	5.09%
Number of accounts	3,678,029	3,624,912	3,605,654	3,561,663	3,569,081	0.21%	-2.96%

The rand value of the gross debtors book for secured credit showed an increase of R5.71 billion (1.36%) for the quarter ended December 2018 and by R20.71 billion (5.09%) on a y-o-y basis. The number of accounts increased by 0.21% q-o-q and a decrease of 2.96% 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 89.55% for the quarter ended September 2018 to 89.13% for the quarter ended December 2018. The percentage (number) of accounts reported as “current” decreased from 72.47% to 71.38% 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-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	7,132,281	7,063,349	7,803,937	8,081,283	9,601,366	44.31%	18.81%	34.62%
Bank overdraft	3,910,603	3,887,954	3,380,261	3,182,817	3,649,257	16.84%	14.65%	-6.68%
Services	116,237	138,862	105,023	111,100	170,710	0.79%	53.65%	46.86%
Store cards	4,598,222	3,736,252	5,568,572	5,711,445	6,061,435	27.97%	6.13%	31.82%
Other facilities	1,751,788	1,894,623	1,760,601	1,758,027	2,188,061	10.10%	24.46%	24.90%
Total	17,509,131	16,721,039	18,618,394	18,844,672	21,670,829	100.00%	15.00%	23.77%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	362,140	356,959	380,495	399,938	447,348	18.22%	11.85%	23.53%
Bank overdraft	117,432	128,386	147,651	169,442	156,344	6.37%	-7.73%	33.14%
Services	4,309	5,280	4,232	4,596	10,757	0.44%	134.05%	149.64%
Store cards	1,504,908	1,318,523	1,624,205	1,876,776	1,762,238	71.78%	-6.10%	17.10%
Other facilities	104,592	94,443	99,771	78,674	78,338	3.19%	-0.43%	-25.10%
Total	2,093,381	1,903,591	2,256,354	2,529,426	2,455,025	100.00%	-2.94%	17.28%

Credit and garage cards received R9.60 billion of the total rand value of credit facilities granted (R21.67 billion), followed by store cards at R6.06 billion for the quarter ended December 2018 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R4.16 billion (23.77%).

Table 4.2 indicated that the store cards (71.81%) dominated the number of agreements for the quarter ended December 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-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K	1,209,688	1,025,829	1,320,428	1,451,755	1,443,722
% share of credit granted	57.89%	54.00%	58.62%	57.49%	58.92%
R10.1K-R15K	240,388	224,420	247,726	279,757	258,703
% share of credit granted	11.50%	11.81%	11.00%	11.08%	10.56%
>R15K	639,523	649,348	684,185	793,656	748,000
% share of credit granted	30.61%	34.18%	30.38%	31.43%	30.53%
Total number of credit facilities	2,089,599	1,899,597	2,252,339	2,525,168	2,450,425

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

Level of income	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K (R000)	3,416,681	2,787,794	4,270,929	4,520,869	5,200,787
% share of credit granted	20.16%	17.40%	23.31%	24.27%	24.38%
R10.1K-R15K (R000)	1,451,859	1,334,865	1,653,790	1,656,890	1,783,214
% share of credit granted	8.57%	8.33%	9.03%	8.89%	8.36%
>R15K (R000)	12,082,341	11,901,515	12,398,716	12,453,432	14,347,310
% share of credit granted	71.28%	74.27%	67.67%	66.84%	67.26%
Total value of credit facilities (R000)	16,950,881	16,024,175	18,323,435	18,631,190	21,331,311

Table 4.3 showed an increase in the percentage share of the number of credit facilities granted to individuals with a gross monthly income of “Up to R10K” from 57.49% to 58.92%. Table 4.4 showed an increase in the same category from 24.27% to 24.38% for the quarter ended December 2018.

4.3 Gross debtors book – credit facilities

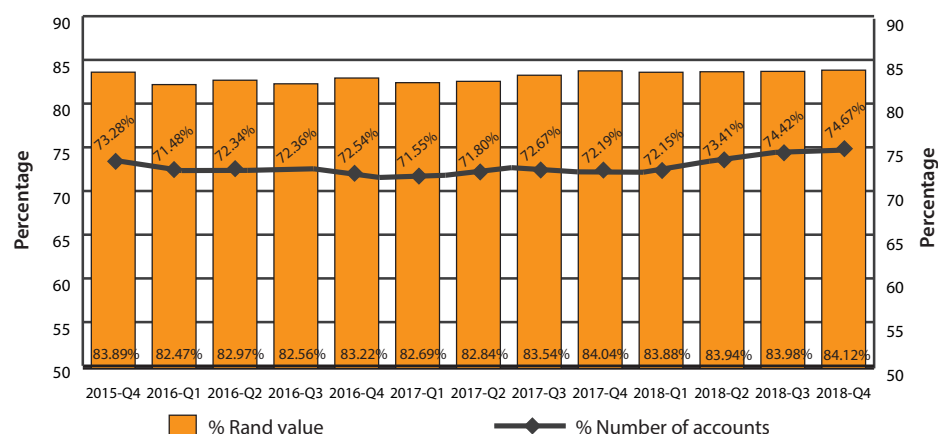
Table 4.5: Gross debtors book – credit facilities

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	227,146,603	229,734,628	231,272,171	232,477,342	238,310,963	2.51%	4.92%
Number of accounts	25,379,145	24,816,351	25,134,783	25,235,931	25,668,359	1.71%	1.14%

The rand value of the gross debtors book for credit facilities showed an increase of R5.83 billion (2.51%) q-o-q and by R11.16 billion (4.92%) on a y-o-y basis. The number of accounts increased by 1.71% q-o-q and by 1.14% 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 83.98% for the quarter ended September 2018 to 84.12% for the quarter ended December 2018. The percentage (number) of accounts reported as “current” increased from 74.42% to 74.67% 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	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	327,577	291,300	246,336	247,219	274,754	0.88%	11.14%	-16.13%
7-12 Months	1,834,172	1,481,227	1,603,016	2,550,406	2,400,767	7.71%	-5.87%	30.89%
13-18 Months	777,478	743,407	742,387	819,527	1,024,448	3.29%	25.00%	31.77%
19-24 Months	1,775,533	1,605,047	1,666,024	1,831,596	1,972,037	6.33%	7.67%	11.07%
25-36 Months	3,241,170	2,873,917	3,139,913	3,226,164	3,780,546	12.14%	17.18%	16.64%
3.1-5 Years	14,123,712	13,407,721	15,252,334	14,999,812	16,914,435	54.33%	12.76%	19.76%
5.1-10 +Years	2,985,451	2,823,328	3,350,778	4,849,518	4,764,019	15.30%	-1.76%	59.57%
Total	25,065,092	23,225,946	26,000,787	28,524,241	31,131,005	100.00%	9.14%	24.20%

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

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	62,846	54,027	42,258	40,454	36,916	4.25%	-8.75%	-41.26%
7-12 Months	201,728	177,914	191,815	200,806	210,705	24.26%	4.93%	4.45%
13-18 Months	56,009	47,886	49,475	51,547	66,450	7.65%	28.91%	18.64%
19-24 Months	106,545	95,477	101,489	102,752	105,401	12.14%	2.58%	-1.07%
25-36 Months	109,498	94,265	103,861	99,718	120,356	13.86%	20.70%	9.92%
3.1-5 Years	237,903	222,210	251,799	245,084	283,721	32.67%	15.76%	19.26%
5.1-10 +Years	32,419	30,625	35,233	47,077	44,819	5.16%	-4.79%	38.25%
Total	806,948	722,404	775,930	787,438	868,368	100.00%	10.28%	7.61%

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-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	160,642	193,350	138,516	133,103	115,096	0.37%	-13.53%	-28.35%
R3.1K-R5K	334,493	487,790	296,848	284,833	307,257	0.99%	7.87%	-8.14%
R5.1K-R8K	537,497	609,411	540,377	527,448	599,964	1.93%	13.75%	11.62%
R8.1K-R10K	689,318	810,613	608,024	631,094	771,919	2.48%	22.31%	11.98%
R10.1K-R15K	1,332,259	1,449,377	1,249,701	1,257,376	1,471,400	4.73%	17.02%	10.44%
> R15.1K	22,010,882	19,675,407	23,167,319	25,690,388	27,865,370	89.51%	8.47%	26.60%
Total	25,065,092	23,225,947	26,000,787	28,524,241	31,131,005	100.00%	9.14%	24.20%

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

Number of agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	92,326	84,520	77,033	72,284	59,043	6.80%	-18.32%	-36.05%
R3.1K-R5K	80,993	80,222	69,320	65,526	70,347	8.10%	7.36%	-13.14%
R5.1K-R8K	82,838	71,316	81,262	79,707	90,656	10.44%	13.74%	9.44%
R8.1K-R10K	73,413	69,408	64,449	66,911	80,851	9.31%	20.83%	10.13%
R10.1K-R15K	106,655	92,647	98,869	99,695	114,542	13.19%	14.89%	7.39%
> R15.1K	370,723	324,291	384,997	403,315	452,929	52.16%	12.30%	22.17%
Total	806,948	722,404	775,930	787,438	868,368	100.00%	10.28%	7.61%

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 89.51% and 52.16% respectively for the quarter ended December 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-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K	312,125	254,195	278,766	285,730	321,172
% share of credit granted	38.68%	35.19%	35.93%	36.29%	36.99%
R10.1K-R15K	151,759	136,796	144,868	142,225	146,644
% share of credit granted	18.81%	18.94%	18.67%	18.06%	16.89%
>R15K	342,994	331,361	352,227	359,411	400,498
% share of credit granted	42.51%	45.87%	45.40%	45.65%	46.12%
Total number of unsecured credit	806,878	722,352	775,861	787,366	868,314

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

Level of income	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K (R000)	4,920,124	4,071,012	4,600,129	4,805,535	5,400,496
% share of credit granted	19.63%	17.53%	17.69%	16.85%	17.35%
R10.1K-R15K (R000)	4,261,076	3,861,103	4,400,523	4,451,781	4,634,636
% share of credit granted	17.00%	16.63%	16.93%	15.61%	14.89%
>R15K (R000)	15,881,886	15,292,078	16,998,164	19,264,601	21,093,478
% share of credit granted	63.37%	65.85%	65.38%	67.54%	67.76%
Total value of unsecured credit (R000)	25,063,086	23,224,193	25,998,816	28,521,917	31,128,611

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 36.29% for the quarter ended September 2018 to 36.99% for the quarter ended December 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 67.54% to 67.76% for the same period as indicated in Table 5.6.

5.3 Gross debtors book – unsecured credit

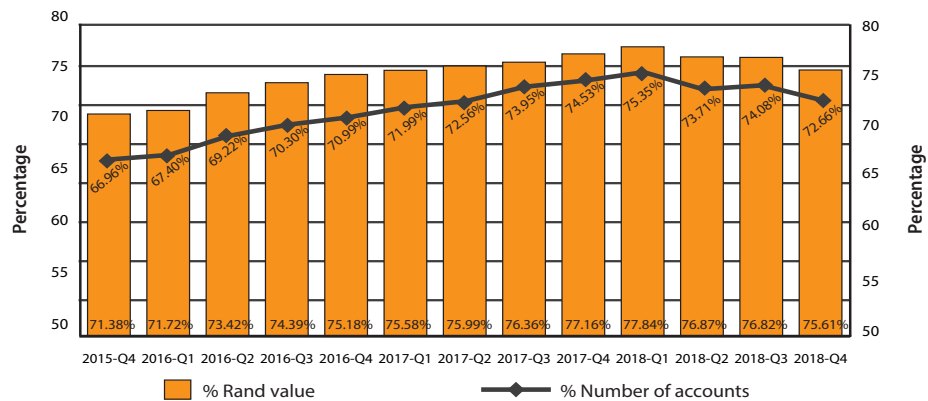
Table 5.7: Gross debtors book – unsecured credit

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	169,795,735	172,564,730	178,577,268	184,435,277	194,823,887	5.63%	14.74%
Number of accounts	5,134,866	5,041,592	5,066,698	5,030,506	5,216,735	3.70%	1.59%

The rand value of gross debtors book for unsecured credit increased by R10.39 billion (5.63%) q-o-q and by R25.03 billion (14.74%) on a y-o-y basis. The number of accounts increased by 3.70% q-o-q and by 1.59% 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 76.82% for the quarter ended September 2018 to 75.61% for the quarter ended December 2018. The percentage (number) of accounts reported as “current” decreased from 74.08% to 72.66% 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-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	2,124,692	1,770,489	1,942,669	1,424,014	1,430,620	44.55%	0.46%	-32.67%
2-3 Months	223,414	222,302	263,012	282,466	324,256	10.10%	14.79%	45.14%
4-6 Months	1,378,004	1,226,393	1,373,672	1,353,566	1,456,607	45.36%	7.61%	5.70%
Total	3,726,109	3,219,184	3,579,352	3,060,046	3,211,484	100.00%	4.95%	-13.81%

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

Agreements per repayment period	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	1,147,933	954,504	1,150,157	803,448	786,451	60.28%	-2.12%	-31.49%
2-3 Months	85,137	87,401	101,042	105,368	112,364	8.61%	6.64%	31.98%
4-6 Months	466,585	400,296	432,963	414,865	405,765	31.10%	-2.19%	-13.04%
Total	1,699,655	1,442,201	1,684,162	1,323,681	1,304,580	100.00%	-1.44%	-23.24%

The majority of short-term credit agreements were for "4-6 Months" for rand values and "Up to 1 month" for numbers for the quarter ended December 2018. The rand value of short-term credit increased by R151.44 million (4.95%) q-o-q and decreased by R514.63 million (13.81%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted decreased by 1.44% q-o-q and by 23.24% y-o-y as indicated in Table 6.2.

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

Agreements	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	322,992	279,192	328,796	237,762	225,259	7.01%	-5.26%	-30.26%
R1001-R2000	750,610	614,486	720,944	575,896	527,469	16.42%	-8.41%	-29.73%
R2001-R3000	623,193	526,490	595,965	499,094	501,149	15.60%	0.41%	-19.58%
R3001-R5000	880,107	761,673	848,375	720,016	797,917	24.85%	10.82%	-9.34%
R5001-R8000	1,149,207	1,037,343	1,085,272	1,027,278	1,159,690	36.11%	12.89%	0.91%
Total	3,726,109	3,219,184	3,579,352	3,060,046	3,211,484	100.00%	4.95%	-13.81%

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

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2018-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	549,757	472,029	580,766	410,774	387,686	29.72%	-5.62%	-29.48%
R1001-R2000	509,092	415,686	491,292	385,320	351,377	26.93%	-8.81%	-30.98%
R2001-R3000	247,600	209,234	237,703	196,785	195,855	15.01%	-0.47%	-20.90%
R3001-R5000	220,470	190,361	212,054	178,571	197,578	15.14%	10.64%	-10.38%
R5001-R8000	172,736	154,891	162,347	152,231	172,084	13.19%	13.04%	-0.38%
Total	1,699,655	1,442,201	1,684,162	1,323,681	1,304,580	100.00%	-1.44%	-23.24%

Categories "R0-R2000" of short-term credit for rand value experienced a q-o-q decrease and the remaining categories experienced increases as indicated in Table 6.3. Categories "R0-R3000" of short term credit for numbers experienced a q-o-q decrease and the remaining categories experienced increases as indicated in Table 6.4.

6.2 Short-term credit granted by level of income

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

Level of income	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K	957,629	772,442	940,155	720,839	712,980
% share of credit granted	56.34%	53.56%	55.82%	54.46%	54.65%
R10.1K-R15K	274,057	240,580	298,733	225,512	211,492
% share of credit granted	16.12%	16.68%	17.74%	17.04%	16.21%
>R15K	467,934	429,161	445,242	377,287	380,083
% share of credit granted	27.53%	29.76%	26.44%	28.50%	29.14%
Total number of short-term credit	1,699,620	1,442,183	1,684,130	1,323,638	1,304,555

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

Level of income	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R10K (R000)	1,580,367	1,257,277	1,485,353	1,273,561	1,394,241
% share of credit granted	42.42%	39.06%	41.50%	41.62%	43.42%
R10.1K-R15K (R000)	647,774	582,887	691,237	560,349	550,897
% share of credit granted	17.39%	18.11%	19.31%	18.31%	17.15%
>R15K (R000)	1,497,802	1,378,954	1,402,633	1,225,971	1,266,267
% share of credit granted	40.20%	42.84%	39.19%	40.07%	39.43%
Total value of short-term credit (R000)	3,725,942	3,219,118	3,579,222	3,059,880	3,211,404

There was an increase in the share of the number of short-term credit agreements for individuals with a gross monthly income of “Up to R10k” from 54.46% for the quarter ended September 2018 to 54.65% for the quarter ended December 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” decreased from 40.07% to 39.43% for the same period as indicated in Table 6.6.

6.3 Gross debtors book – short-term credit

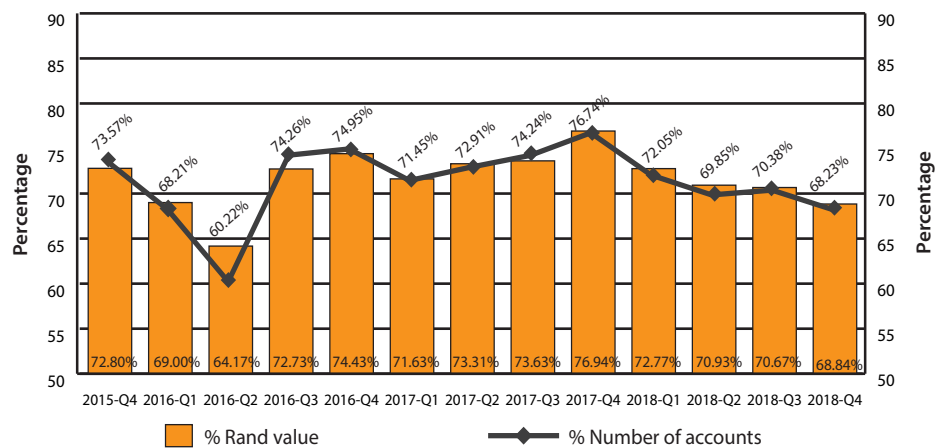
Table 6.7: Gross debtors book - short-term credit

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	2,684,322	2,589,924	2,605,598	2,508,472	2,904,830	15.80%	8.21%
Number of accounts	1,005,174	1,020,719	998,006	1,018,615	1,014,861	-0.37%	0.96%

The rand value of the gross debtors book for short-term credit increased by R396.36 million (15.80%) q-o-q and by R220.51 million (8.21%) on a y-o-y basis. The number of accounts decreased by 0.37% q-o-q and increased by 0.96% 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 70.67% for the quarter ended September 2018 to 68.84% for the quarter ended December 2018. The percentage (number) of accounts reported as "current" decreased from 70.38% to 68.23% 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-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	1,235	23,879	1,907	8,253	1,139	0.09%	-86.20%
5-12 Months	40,106	312,315	47,032	63,326	49,698	3.99%	-21.52%
12.1-24 Months	28,496	110,621	31,041	35,276	26,373	2.12%	-25.24%
24.1-36 Months	44,181	105,327	32,469	32,355	37,437	3.01%	15.71%
> 36 months	1,599,158	1,026,941	1,621,030	1,285,467	1,129,425	90.78%	-12.14%
Total	1,713,176	1,579,083	1,733,479	1,424,678	1,244,072	100.00%	-12.68%

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

Number of agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2018-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	134	1,673	197	827	114	1.02%	-86.22%
5-12 Months	1,588	14,557	2,484	4,403	1,369	12.21%	-68.91%
12.1-24 Months	1,669	6,058	1,805	2,247	1,514	13.51%	-32.62%
24.1-36 Months	1,820	4,202	1,424	1,719	1,605	14.32%	-6.63%
> 36 months	32,117	16,302	27,239	14,511	6,606	58.94%	-54.48%
Total	37,328	42,792	33,149	23,707	11,208	100.00%	-52.72%

The value of developmental credit granted decreased by R180.97 million (12.68%) for the quarter ended December 2018 as indicated in Table 7.1. The number of developmental credit agreements decreased by 52.72% for the same period.

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

Rand value of agreements	2017-Q4 R000	2018-Q1 R000	2018-Q2 R000	2018-Q3 R000	2018-Q4 R000	2018-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	484	969	600	705	266	0.02%	-62.32%
R1501-R3000	3,087	5,327	2,485	3,992	1,404	0.11%	-64.82%
R3.01K-R5K	6,240	11,972	5,907	10,514	3,573	0.29%	-66.01%
R5.01K-R10K	71,955	45,292	19,792	35,903	9,958	0.80%	-72.26%
R10.1K-R20K_D	68,492	134,578	76,583	108,088	33,374	2.68%	-69.12%
> R20K	1,562,917	1,380,944	1,628,111	1,265,838	1,195,496	96.10%	-5.56%
Total	1,713,176	1,579,083	1,733,479	1,425,040	1,244,072	100.00%	-12.70%

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

Number of agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2018-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	537	1,316	745	877	334	2.98%	-61.92%
R1501-R3000	1,351	2,232	1,101	1,734	633	5.65%	-63.49%
R3.01K-R5K	1,514	2,922	1,417	2,488	860	7.67%	-65.43%
R5.01K-R10K	8,679	6,039	2,600	4,888	1,338	11.94%	-72.63%
R10.1K-R20K_D	4,525	9,050	5,025	5,005	2,265	20.21%	-54.75%
> R20K	20,722	21,233	22,261	8,715	5,778	51.55%	-33.70%
Total	37,328	42,792	33,149	23,707	11,208	100.00%	-52.72%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 96.10% in rand value and 51.55% in numbers for the quarter ended December 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-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
<=R10K	2,508	15,046	2,771	4,657	1,580
% share	38.01%	54.20%	37.35%	40.93%	22.53%
R10.1K-R15K	4,090	12,713	4,648	6,722	5,432
% share	61.99%	45.80%	62.65%	59.07%	77.47%
Total number of developmental credit	6,598	27,759	7,419	11,379	7,012

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

Level of income	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
<=R10K	365,562	702,321	52,913	75,641	48,521
% share	52.24%	63.84%	6.83%	6.87%	4.35%
R10.1K-R15K	334,233	397,845	721,437	1,024,840	1,067,757
% share	47.76%	36.16%	93.17%	93.13%	95.65%
Total rand value of developmental credit	699,795	1,100,166	774,351	1,100,481	1,116,278

The number of developmental credit agreements granted to individuals with a gross monthly income of "R10.1k-R15k" had the largest share of 77.47% as indicated in Table 7.5. The rand value of developmental credit agreements granted to individuals with a gross monthly income of "R10.1k-R15k" had the largest share of 95.65% as indicated in Table 7.6.

7.3 Gross debtors book – developmental credit

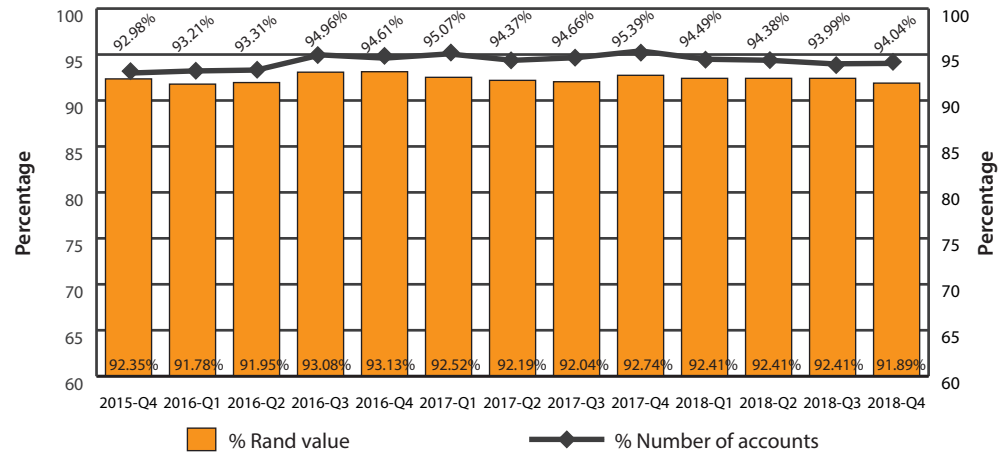
Table 7.7: Gross debtors book - developmental credit

Agreements	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	45,231,666	46,320,923	47,034,518	48,657,437	51,455,925	5.75%	13.76%
Number of accounts	1,061,766	1,074,467	1,079,905	1,088,747	1,110,752	2.02%	4.61%

The rand value of the gross debtors book for developmental credit increased by R2.80 billion (5.75%) q-o-q and by R6.22 billion (13.76%) on a y-o-y basis. The number of accounts increased by 2.02% on a q-o-q and by 4.61% 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 92.41% for the quarter ended September 2018 to 91.89% for the quarter ended December 2018. The percentage (number) of accounts reported as “current” increased from 93.99% to 94.04% 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-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
Eastern Cape	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	8,591,740,803
Free State	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	5,868,694,985
Gauteng	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	61,592,503,488
Kwazulu-Natal	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	20,088,288,284
Limpopo	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	5,920,088,663
Mpumalanga	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	9,708,353,973
Northern Cape	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	2,995,767,625
North West	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	4,867,776,104
Western Cape	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	24,115,277,711
Other	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	908,508,365
Total	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	144,656,999,999

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
≤R1500	1,390,839	1,567,699	1,621,555	1,276,188	1,174,247	1,096,613	1,532,857	1,078,854	968,757
R1500-R3000	15,978,910	10,270,177	13,474,542	9,400,363	10,634,763	8,681,260	10,675,354	8,396,365	8,462,091
R3.1K-R5K	79,963,787	64,309,219	66,245,504	66,528,596	84,855,218	56,226,913	67,206,219	62,158,886	66,989,858
R5.1K-R10K	494,965,238	335,422,139	361,429,238	349,056,454	457,550,258	305,250,979	338,972,493	326,162,014	456,958,994
R10.1K-R20K	620,556,309	394,418,021	454,948,185	454,161,680	659,219,448	396,047,601	434,629,523	490,841,862	654,835,645
R20.1K-R40K	389,472,186	291,946,438	297,177,895	299,886,219	437,949,924	266,659,984	293,339,366	336,736,822	467,006,205
R40.1K-R60K	317,638,665	215,492,009	188,268,290	183,258,561	206,994,945	165,102,379	170,773,455	180,163,304	201,850,702
R60.1K-R100K	938,834,024	997,459,615	857,128,061	854,432,959	861,408,100	787,238,076	767,127,927	739,034,189	714,093,042
R101K-R150K	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	2,860,826,193
R151K-R200K	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	5,720,256,831
R201K-R400K	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	17,534,625,632
>R400K	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	16,725,231,819
Total	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	45,412,105,769

Table 3: Number of agreements for secured credit granted

Agreements	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
≤R1500	1,304	1,349	1,378	1,335	1,042	980	1,434	969	1,111
R1500-R3000	6,625	4,450	5,606	4,013	4,449	3,702	4,698	3,434	3,685
R3.1K-R5K	20,207	15,921	16,945	16,641	20,843	13,625	16,618	14,945	16,515
R5.1K-R10K	66,498	45,429	48,630	46,968	61,164	40,830	45,629	48,928	61,362
R10.1K-R20K	45,352	28,828	33,253	33,040	47,597	28,854	31,592	34,496	47,357
R20.1K-R40K	14,539	10,722	10,980	11,102	16,338	10,241	10,805	11,848	17,484
R40.1K-R60K	4,299	4,314	3,778	3,698	4,207	3,764	3,420	3,594	4,108
R60.1K-R100K	11,405	12,177	10,447	10,366	10,461	10,240	9,294	8,966	8,713
R101K-R150K	27,824	26,919	25,849	26,480	26,555	24,718	23,485	22,503	22,525
R151K-R200K	31,560	28,885	29,445	31,590	33,386	31,996	31,351	30,312	32,671
R201K-R400K	57,664	53,716	54,942	59,055	64,523	59,163	58,023	59,308	63,068
>R400K	21,492	20,657	20,263	22,827	26,749	23,427	24,609	24,812	27,300
Total	308,769	253,367	261,516	267,115	317,314	251,540	260,958	264,115	305,899

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
R0-R3500	230,700	41,780,527	1,119,702	1,824,430	3,231,167	46,588	1,141,787	450,000	432,667
R3501-R5500	2,473,200	5,775,150	2,289,051	2,835,930	3,443,967	1,554,534	2,477,985	3,143,703	2,295,000
R5501-R7500	59,158,065	58,460,448	77,361,828	73,959,365	82,092,818	46,775,075	70,501,694	95,273,713	57,488,850
R7501-R10K	68,510,401	54,759,972	68,450,933	66,584,471	61,165,039	36,969,088	49,378,919	45,534,403	40,871,211
R10.1K-R15K	556,567,075	438,442,066	480,003,337	674,666,822	473,239,882	392,054,640	389,092,295	394,367,616	356,222,143
>R15K	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	41,530,194,608
Total	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	41,987,504,479

Table 5: Number of mortgages granted by income category

Income Category	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
R0-R3500	2	7	5	5	4	1	3	1	2
R3501-R5500	11	13	12	15	16	11	15	11	7
R5501-R7500	130	116	167	164	164	98	143	177	118
R7501-R10K	234	188	210	201	199	124	165	159	134
R10.1K-R15K	1,568	1,228	1,320	1,538	1,252	1,080	1,054	1,051	952
>R15K	37,596	34,467	35,874	36,339	39,963	34,166	38,880	38,497	40,999
Total	39,541	36,019	37,588	38,262	41,598	35,480	40,260	39,896	42,212

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

Income Category	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
R0-R3500	457,416,750	279,844,579	311,893,466	310,363,474	437,961,404	257,256,822	303,557,916	319,353,272	419,409,602
R3501-R5500	263,638,978	188,704,433	207,538,836	211,046,419	293,612,180	191,010,364	219,818,188	246,443,785	321,773,956
R5501-R7500	316,417,099	279,114,170	305,998,281	322,692,273	379,379,951	294,660,800	335,755,262	324,304,267	357,446,085
R7501-R10K	824,194,962	797,620,673	832,589,438	825,440,801	932,239,439	793,338,906	862,110,295	803,837,338	848,855,065
R10.1K-R15K	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	2,773,801,143
>R15K	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	39,982,338,887
Total	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	44,703,624,738

Table 7: Number of secured credit granted by income category

Income Category	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
R0-R3500	55,715	34,064	37,211	37,455	52,181	30,555	35,591	37,381	47,708
R3501-R5500	25,069	16,887	18,553	18,494	25,544	16,934	19,311	22,095	28,381
R5501-R7500	15,887	11,212	12,106	12,086	16,005	10,905	11,870	12,464	15,175
R7501-R10K	18,464	14,126	15,370	14,647	18,180	13,588	14,323	13,924	16,600
R10.1K-R15K	34,062	28,395	30,545	30,384	35,488	27,881	29,180	27,169	31,012
>R15K	157,225	146,236	145,374	151,743	167,490	149,493	148,498	148,847	164,735
Total	306,422	250,920	259,159	264,809	314,888	249,356	258,773	261,880	303,611

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

Income Category	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
R0-R3500	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	1,907,106,328
R3501-R5500	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	1,231,699,403
R5501-R7500	593,942,453	556,483,375	635,059,254	666,735,720	684,789,210	570,042,698	858,488,544	910,395,133	937,189,315
R7501-R10K	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	1,124,791,786
R10.1K-R15K	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	1,783,214,326
>R15K	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	14,347,309,554
Total	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	21,331,310,712

Table 9: Number of credit facilities granted by income category

Income Category	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
R0-R3500	583,975	517,388	609,506	589,134	582,079	478,406	624,212	639,957	682,488
R3501-R5500	282,982	226,719	259,687	315,309	277,389	235,713	320,518	386,334	361,816
R5501-R7500	178,445	148,888	167,479	194,891	171,486	150,180	189,038	215,243	203,004
R7501-R10K	182,796	159,822	177,465	204,485	178,734	161,530	186,660	210,221	196,414
R10.1K-R15K	239,226	219,890	241,640	277,924	240,388	224,420	247,726	279,757	258,703
>R15K	564,014	557,835	578,863	727,383	639,523	649,348	684,185	793,656	748,000
Total	2,031,438	1,830,542	2,034,640	2,309,126	2,089,599	1,899,597	2,252,339	2,525,168	2,450,425

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

Income Category	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
R0-R3500	991,586,128	650,690,419	465,236,830	437,378,839	561,033,394	401,916,858	249,047,813	245,040,265	297,595,604
R3501-R5500	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	1,321,082,724
R5501-R7500	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	1,554,116,659
R7501-R10K	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	2,227,701,346
R10.1K-R15K	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	4,634,636,319
>R15K	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	21,093,477,975
Total	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	31,128,610,627

Table 11: Number of unsecured credit granted by income category

Income Category	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
R0-R3500	80,717	54,130	45,796	39,467	47,998	32,990	28,188	28,012	33,926
R3501-R5500	102,517	79,971	88,864	81,798	92,564	72,932	86,331	91,098	107,782
R5501-R7500	82,979	70,296	76,429	71,100	79,369	67,245	76,810	80,162	87,415
R7501-R10K	98,336	83,386	88,510	84,338	92,194	81,028	87,437	86,458	92,049
R10.1K-R15K	149,978	133,647	138,601	140,153	151,759	136,796	144,868	142,225	146,644
>R15K	299,070	281,875	286,400	309,666	342,994	331,361	352,227	359,411	400,498
Total	813,597	703,305	724,600	726,522	806,878	722,352	775,861	787,366	868,314

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

Income Category	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
R0-R3500	401,731,545	290,470,503	294,244,506	248,942,096	276,715,791	206,262,237	208,646,730	160,450,787	175,752,112
R3501-R5500	402,880,501	321,191,909	361,519,400	351,928,170	493,730,085	347,858,099	427,513,757	392,127,438	467,388,160
R5501-R7500	348,853,261	296,986,513	310,335,499	319,513,968	406,528,984	347,748,378	429,590,742	370,255,043	396,942,483
R7501-R10K	373,696,175	332,114,155	322,833,866	346,837,193	403,391,970	355,408,602	419,601,475	350,727,516	354,158,268
R10.1K-R15K	540,903,607	500,237,925	473,553,642	522,627,803	647,773,634	582,886,852	691,236,627	560,348,741	550,896,745
>R15K	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	1,266,266,651
Total	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	3,211,404,419

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

Income Category	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
R0-R3500	282,599	221,075	270,987	224,382	253,861	200,981	197,865	141,457	146,374
R3501-R5500	216,065	187,779	215,904	209,667	302,841	227,816	296,412	240,042	244,505
R5501-R7500	164,122	150,536	152,991	161,704	217,505	184,741	245,435	187,753	179,504
R7501-R10K	164,445	154,243	143,779	161,621	183,422	158,904	200,443	151,587	142,597
R10.1K-R15K	225,068	214,202	186,716	218,794	274,057	240,580	298,733	225,512	211,492
>R15K	459,792	438,182	417,158	420,766	467,934	429,161	445,242	377,287	380,083
Total	1,512,091	1,366,017	1,387,535	1,396,934	1,699,620	1,442,183	1,684,130	1,323,638	1,304,555

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

Income Category	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
R0-R1500	376,976	12,159,034	831,232	1,713,416	257,629	12,266,600	731,301	2,140,721	212,087
R1501-R3500	2,256,503	18,355,812	1,433,494	2,511,613	348,738	18,279,764	941,367	3,166,688	637,256
R3501-R5500	4,046,749	44,467,387	3,380,787	6,328,813	1,091,058	41,194,756	3,111,541	7,451,980	1,011,051
R5501-R7500	8,900,923	94,363,931	10,260,347	14,826,919	5,031,549	88,089,409	8,134,263	17,012,251	4,699,799
R7501-R10K	576,103,160	598,777,497	431,864,756	93,137,458	358,832,860	542,490,787	39,994,977	45,868,946	41,961,186
R10.1K-R15K	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	1,067,756,821
Total	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	1,116,278,200

Table 15: Number of developmental credit granted by income category

Income Category	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
R0-R1500	94	547	110	149	49	569	101	160	53
R1501-R3500	196	765	102	196	34	738	74	206	31
R3501-R5500	333	2,086	267	516	103	1,759	285	516	105
R5501-R7500	1,131	5,336	1,444	1,566	818	4,678	1,289	1,590	733
R7501-R10K	3,018	8,349	2,028	2,236	1,504	7,302	1,022	2,185	658
R10.1K-R15K	1,993	14,400	3,475	5,386	4,090	12,713	4,648	6,722	5,432
Total	6,765	31,483	7,426	10,049	6,598	27,759	7,419	11,379	7,012

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
Current	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	858,277,449,159
30 Days	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	28,172,417,519
31-60 Days	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	11,405,716,615
61-90 Days	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	5,882,673,383
91-120 Days	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	5,607,937,377
120+ Days	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	29,730,473,414
Total	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	939,076,667,467

Table 17: Age analysis of accounts – mortgages

Ageing	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
Current	1,592,237	1,583,877	1,571,192	1,572,693	1,570,933	1,562,089	1,560,593	1,549,218	1,551,634
30 Days	63,196	62,981	62,491	60,534	59,682	58,659	58,960	57,577	55,966
31-60 Days	22,992	23,987	26,840	23,760	22,206	25,229	22,968	20,587	21,559
61-90 Days	12,981	12,895	15,268	13,024	12,337	13,354	12,335	11,259	10,476
91-120 Days	9,616	10,305	10,327	10,614	10,540	9,696	9,327	10,875	10,809
120+ Days	49,333	51,561	50,318	49,607	49,405	53,145	53,228	55,693	55,099
Total	1,750,355	1,745,606	1,736,436	1,730,232	1,725,103	1,722,172	1,717,411	1,705,209	1,705,543

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

Ageing	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
Current	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	380,800,787,387
30 Days	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	19,468,965,190
31-60 Days	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	6,380,689,201
61-90 Days	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	2,998,699,518
91-120 Days	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	2,510,923,318
120+ Days	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	15,073,086,241
Total	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	427,233,150,855

Table 19: Age analysis of accounts – secured credit

Ageing	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
Current	2,562,699	2,566,018	2,551,759	2,727,875	2,562,671	2,628,598	2,602,064	2,581,294	2,547,559
30 Days	303,769	292,780	282,595	247,215	274,129	213,837	210,797	215,632	235,372
31-60 Days	139,681	128,398	119,730	109,725	125,376	114,329	108,089	106,372	112,447
61-90 Days	83,712	78,929	74,865	60,996	76,211	73,558	70,638	69,588	71,040
91-120 Days	88,797	65,587	62,507	51,432	60,087	59,208	60,767	58,457	55,609
120+ Days	628,178	574,826	580,111	443,238	579,555	535,382	553,299	530,320	547,054
Total	3,806,836	3,706,538	3,671,567	3,640,481	3,678,029	3,624,912	3,605,654	3,561,663	3,569,081

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

Ageing	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
Current	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	200,462,711,070
30 Days	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	10,858,854,666
31-60 Days	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	4,079,792,075
61-90 Days	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	2,695,319,426
91-120 Days	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	2,483,976,282
120+ Days	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	17,730,309,509
Total	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	238,310,963,028

Table 21: Age analysis of accounts – credit facilities

Ageing	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
Current	18,593,085	18,198,277	18,128,511	18,460,847	18,320,423	17,905,534	18,451,540	18,781,462	19,166,569
30 Days	2,303,944	2,280,170	2,142,905	2,105,741	2,261,782	2,182,464	2,095,949	2,042,410	2,271,027
31-60 Days	819,860	952,359	852,579	776,930	775,013	843,149	766,077	729,383	731,295
61-90 Days	543,923	609,039	569,164	517,539	499,806	555,636	522,910	495,839	486,175
91-120 Days	450,707	453,888	481,632	424,291	676,529	460,029	466,214	428,126	419,910
120+ Days	2,918,733	2,939,794	3,073,823	3,118,636	2,845,592	2,869,539	2,832,093	2,758,711	2,593,383
Total	25,630,252	25,433,527	25,248,614	25,403,984	25,379,145	24,816,351	25,134,783	25,235,931	25,668,359

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

Ageing	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
Current	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	147,312,573,163
30 Days	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	7,338,051,901
31-60 Days	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	3,931,398,344
61-90 Days	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	2,710,356,672
91-120 Days	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	3,082,501,891
120+ Days	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	30,449,004,922
Total	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	194,823,886,893

Table 23: Age analysis of accounts – unsecured credit

Ageing	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
Current	4,066,317	3,996,610	3,851,727	3,903,288	3,826,798	3,798,923	3,734,785	3,726,629	3,790,442
30 Days	283,374	272,703	246,971	225,569	229,696	223,255	240,007	226,359	243,589
31-60 Days	152,631	161,326	141,926	131,269	119,665	124,554	133,889	114,586	129,807
61-90 Days	114,593	111,079	105,016	94,318	88,109	89,240	92,695	105,437	90,446
91-120 Days	130,031	90,857	83,894	81,358	78,568	75,866	100,166	74,294	98,813
120+ Days	981,207	919,213	878,534	842,342	792,030	729,754	765,156	783,201	863,638
Total	5,728,153	5,551,788	5,308,068	5,278,144	5,134,866	5,041,592	5,066,698	5,030,506	5,216,735

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

Ageing	2016-Q4 (R)	2017-Q1 (R)	2017-Q2 (R)	2017-Q3 (R)	2017-Q4 (R)	2018-Q1 (R)	2018-Q2 (R)	2018-Q3 (R)	2018-Q4 (R)
Current	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	1,999,780,254
30 Days	188,437,144	182,307,452	158,722,872	157,635,869	163,602,390	169,230,311	187,629,250	158,238,247	158,926,713
31-60 Days	121,913,290	127,129,839	102,080,913	97,127,674	100,841,734	116,645,373	115,018,915	123,033,567	155,096,181
61-90 Days	94,313,568	100,291,334	81,495,540	77,918,967	72,422,633	85,305,028	89,086,352	86,523,235	104,379,699
91-120 Days	77,250,218	68,977,757	61,236,049	58,864,253	57,831,387	65,395,588	61,603,065	68,662,876	88,506,414
120+ Days	269,415,234	277,979,311	280,446,525	278,009,799	224,186,543	268,560,123	304,197,034	299,209,112	398,141,004
Total	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	2,904,830,265

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

Ageing	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
Current	811,516	710,109	700,196	708,075	771,363	735,440	697,137	716,868	692,439
30 Days	76,272	72,802	64,133	62,709	64,635	77,333	87,894	78,033	65,897
31-60 Days	51,666	57,403	47,929	43,228	45,713	56,815	50,481	53,009	63,133
61-90 Days	34,759	38,304	33,250	30,579	29,592	35,554	37,424	38,118	38,896
91-120 Days	25,040	27,294	22,277	20,583	19,236	25,706	22,419	28,383	31,861
120+ Days	83,529	88,005	92,558	88,585	74,635	89,871	102,651	104,204	122,635
Total	1,082,782	993,917	960,343	953,759	1,005,174	1,020,719	998,006	1,018,615	1,014,861

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

Ageing	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
Current	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	47,282,998,306
30 Days	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	1,178,268,211
31-60 Days	347,623,234	411,821,267	417,633,419	424,613,002	401,230,446	453,353,077	431,832,366	474,380,246	514,819,826
61-90 Days	162,489,814	178,293,353	238,211,612	226,766,385	207,320,409	226,558,391	227,075,796	236,770,832	278,210,588
91-120 Days	126,698,402	138,181,351	167,553,191	188,579,809	180,188,188	165,204,710	177,315,016	171,894,771	208,315,745
120+ Days	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	1,993,312,395
Total	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	51,455,925,071

Table 27: Age analysis of accounts – developmental credit

Ageing	2016-Q4	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4
Current	1,111,832	1,213,359	994,602	1,104,831	1,012,780	1,015,293	1,019,212	1,023,274	1,044,569
30 Days	6,248	6,847	5,570	5,121	4,564	5,159	5,056	5,484	6,320
31-60 Days	8,223	8,108	8,756	8,925	7,729	8,112	8,369	9,618	8,071
61-90 Days	6,213	4,720	5,665	6,023	6,237	4,423	5,678	6,347	6,779
91-120 Days	5,129	3,754	4,436	4,726	5,018	3,284	4,454	4,931	5,774
120+ Days	37,558	39,427	34,940	37,539	25,438	38,196	37,136	39,093	39,239
Total	1,175,203	1,276,215	1,053,969	1,167,165	1,061,766	1,074,467	1,079,905	1,088,747	1,110,752

