

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 decreased from R123.40 billion to R116.46 billion for the quarter ended March 2017, a decrease of 5.63% when compared to the previous quarter, but an increase of 7.50% year on year. The number of applications for credit decreased by 998,000 from 10.52 million in December 2016 to 9.53 million in March 2017, representing a decline of 9.49% for the quarter. The rejection rate for applications was 49.74%.

The Banks' share of total credit granted was R86.65 billion (74.40%), Retailers R4.13 billion (3.55%), Non Bank financiers R11.13 billion (9.56%) and "Other credit providers" R14.55 billion (12.49%). 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 March 2017 was R1.71 trillion, representing a quarter-on-quarter growth of 1.00%. The number of accounts decreased by 1.19% for the quarter ended March 2017. Mortgages accounted for R884.06 billion (51.74%); "Secured credit agreements" for R389.39 billion (22.79%); Credit facilities for R223.58 billion (13.09%); Unsecured credit for R165.74 billion (9.70%); Developmental credit for R43.16 billion (2.53%) and Short-term credit for R2.67 billion (0.16%) of the total gross debtors book.

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

- The value of mortgages granted decreased by 8.24% quarter-on-quarter from R37.34 billion to R34.27 billion;
- Secured credit granted decreased from R42.19 billion for December 2016 to R38.82 billion for



For further information
on credit bureau
information, please
access the
Credit Bureau Monitor
on www.ncr.org.za

1. Market overview.....	3
2. Mortgage agreements.....	7
3. Secured credit	9
4. Credit facilities.....	12
5. Unsecured credit transactions.....	14
6. Short-term credit transactions.....	17
7. Developmental credit.....	20
8. Definitions.....	23
9. Appendix tables.....	24

March 2017 (a quarter-on-quarter decline of 7.99%);

- Unsecured credit agreements decreased from R23.05 billion for December 2016 to R20.07 billion for March 2017 (a quarter-on-quarter decline of 12.96%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased by 2.62% quarter-on-quarter from R14.93 billion to R15.32 billion;
- Short-term credit showed a quarter-on-quarter decrease of 11.38% from R3.40 billion to R3.01 billion;
- Developmental credit showed a quarter-on-quarter increase of 99.83% from R2.49 billion to R4.97 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 March 2017 (2017-Q1).

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 March 2016 to the quarter ended March 2017 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended December 2016 to the quarter ended March 2017. The totals reported in the “Credit granted” sections do not add up to the totals reported in the “Level of income” sections due to loans granted to juristic persons where the level of income is not reported by credit providers. This applies to all the credit types reflected in this report.

1. Market overview

The value of the outstanding gross debtors book as depicted in Figure 1.1 increased by R16.84 billion (1.00%) for the quarter ended March 2017. The value of credit granted to consumers decreased by R6.94 billion (5.63%) from R123.40 billion to R116.46 billion for the quarter ended March 2017.

Figure 1.1 Total credit granted and gross debtors book March 2017

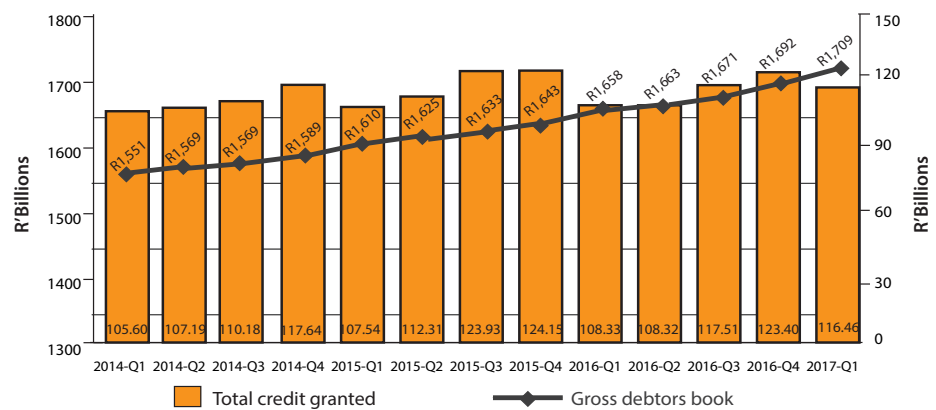


Table 1.1: Credit granted

Agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	% Change (Q1/Q4)	% Change (Y/Y)
Credit transactions	95,022,336	96,268,376	103,939,423	108,469,264	101,134,863	-6.76%	6.43%
Credit facilities	13,308,871	12,051,903	13,573,384	14,933,424	15,324,297	2.62%	15.14%
Total	108,331,207	108,320,278	117,512,808	123,402,689	116,459,161	-5.63%	7.50%

1.1 Credit granted

The value of consumer credit granted for the quarter ended March 2017 showed a decrease of R6.94 billion (5.63%) when compared to the quarter ended December 2016 as depicted in Table 1.1. On a y-o-y basis the value of credit granted increased by R8.13 billion (7.50%).

Table 1.2: Credit granted – number of agreements

Agreements	2016-Q1 000	2016-Q2 000	2016-Q3 000	2016-Q4 000	2017-Q1 000	% Change (Q1/Q4)	% Change (Y/Y)
Number of credit transactions	2,814	2,419	2,584	2,732	2,510	-8.12%	-10.80%
Number of credit facilities	1,960	2,090	2,077	2,035	1,834	-9.86%	-6.42%
Total	4,774	4,509	4,661	4,767	4,344	-8.86%	-9.00%

The total number of credit agreements entered into was 4.34 million for the quarter ended March 2017. This was a decrease of 8.12% 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 9.00%.

Table 1.3: Credit granted – per industry

Agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Banks	81,463,176	83,895,115	88,338,117	92,600,879	86,645,728	74.40%	-6.43%	6.36%
Non-bank vehicle financiers	8,924,954	10,115,317	10,586,568	11,774,985	11,131,629	9.56%	-5.46%	24.72%
Retailers	2,938,713	2,972,729	4,255,821	4,905,711	4,132,029	3.55%	-15.77%	40.61%
Other credit providers	15,004,364	11,337,116	14,332,301	14,121,114	14,549,775	12.49%	3.04%	-3.03%
Total	108,331,207	108,320,278	117,512,808	123,402,689	116,459,161	100.00%	-5.63%	7.50%

Banks accounted for 74.40% of the total value of credit granted for the quarter ended March 2017 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (9.56%), retailers (3.55%) and other credit providers (12.49%).

Table 1.4: Number of applications received and rejected

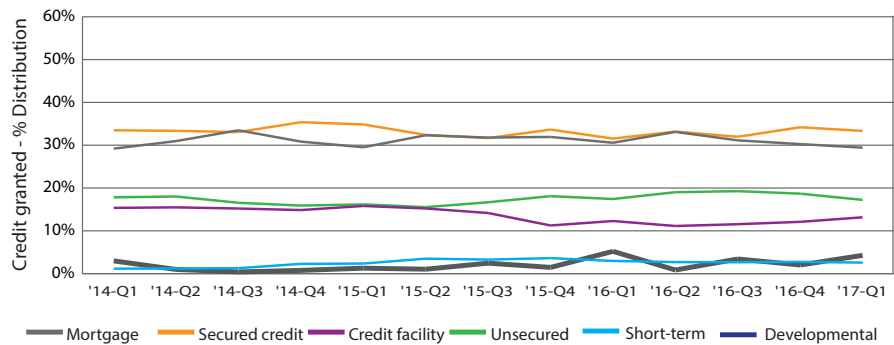
Agreements	2016-Q1 000	2016-Q2 000	2016-Q3 000	2016-Q4 000	2017-Q1 000	% Change (Q1/Q4)	% Change (Y/Y)
Number of applications received	9,990	9,951	10,084	10,524	9,526	-9.49%	-4.65%
Number of applications rejected	5,371	5,417	5,334	5,514	4,738	-14.07%	-11.79%
% of applications rejected	53.76%	54.44%	52.90%	52.39%	49.74%		

The rejection rate decreased from 52.39% for the quarter ended December 2016 to 49.74% for the quarter ended March 2017 as indicated in Table 1.4. The number of applications received decreased by 9.49% and the number of applications rejected decreased by 14.07% for the quarter ended March 2017.

Table 1.5: Credit granted – credit type

Agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	33,117,940	35,867,070	36,578,163	37,342,883	34,266,367	29.42%	-8.24%	3.47%
Secured credit	34,162,984	35,956,471	37,566,481	42,187,684	38,817,928	33.33%	-7.99%	13.63%
Credit facilities	13,308,871	12,051,903	13,573,384	14,933,424	15,324,297	13.16%	2.62%	15.14%
Unsecured credit	18,878,324	20,603,334	22,647,455	23,052,711	20,066,170	17.23%	-12.96%	6.29%
Short-term credit	3,214,364	2,919,345	3,129,516	3,396,784	3,010,186	2.58%	-11.38%	-6.35%
Developmental credit	5,648,723	922,157	4,017,809	2,489,202	4,974,212	4.27%	99.83%	-11.94%
Total	108,331,207	108,320,278	117,512,808	123,402,689	116,459,161	100.00%	-5.63%	7.50%

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted decreased from R23.05 billion for the quarter ended December 2016 to R20.07 billion for the quarter ended March 2017 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted decreased from R37.34 billion for the quarter ended December 2016 to R34.27 billion for the quarter ended March 2017.

Table 1.6: Gross debtors book – credit type

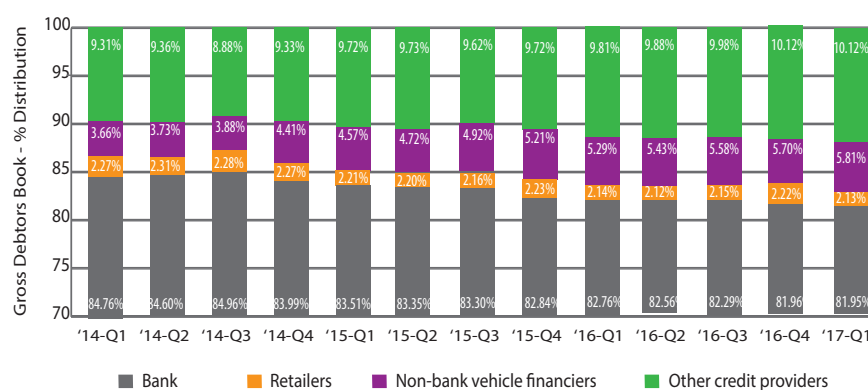
Agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	863,372,793	866,070,424	867,252,540	875,294,487	884,058,970	51.74%	1.00%	2.40%
Secured credit	370,506,281	374,586,638	379,052,289	384,923,862	389,388,153	22.79%	1.16%	5.10%
Credit facilities	219,202,997	218,996,856	217,909,982	221,474,817	223,578,067	13.09%	0.95%	2.00%
Unsecured credit	165,164,069	162,722,321	163,168,262	164,640,467	165,744,844	9.70%	0.67%	0.35%
Short-term credit	3,091,250	3,032,471	2,828,860	2,937,781	2,666,933	0.16%	-9.22%	-13.73%
Developmental Credit	36,885,125	37,882,941	41,344,465	42,494,802	43,164,963	2.53%	1.58%	17.03%
Total	1,658,222,516	1,663,291,651	1,671,556,397	1,691,766,215	1,708,601,930	100.00%	1.00%	3.04%

There was a q-o-q growth of R16.84 billion (1.00%) in the value of gross debtors book for the period ended March 2017 as indicated in Table 1.6. The corresponding y-o-y growth was R50.38 billion (3.04%). The Mortgage credit book grew by R8.76 billion (1.00%) q-o-q and by R20.69 billion (2.40%) on a y-o-y basis. The Secured book grew by R4.46 billion (1.16%) q-o-q and by R18.88 billion (5.10%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Banks	1,372,295,561	1,373,255,171	1,375,553,447	1,386,597,645	1,400,157,130	81.95%	0.98%	2.03%
Retailers	35,560,391	35,298,222	35,895,469	37,528,696	36,345,599	2.13%	-3.15%	2.21%
Non-bank vehicle financiers	87,711,398	90,396,445	93,312,822	96,485,098	99,233,347	5.81%	2.85%	13.14%
Other credit providers	162,655,166	164,341,814	166,794,660	171,154,776	172,865,854	10.12%	1.00%	6.28%
Total	1,658,222,516	1,663,291,651	1,671,556,397	1,691,766,215	1,708,601,930	100.00%	1.00%	3.04%

Figure 1.3: Gross debtors book – industry type



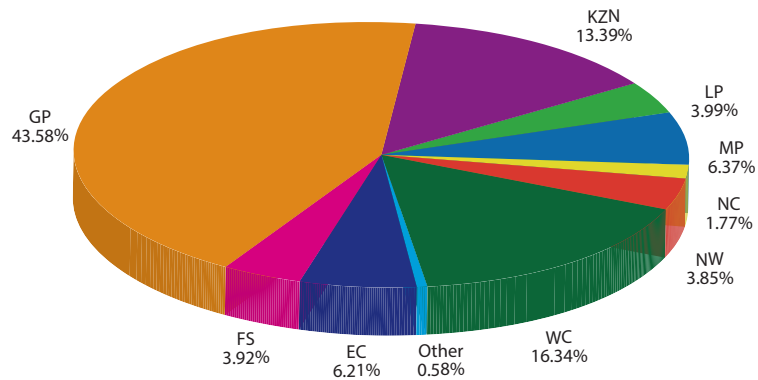
There was a q-o-q (1.00%) and y-o-y (3.04%) increase in the gross debtors book per industry type as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.8: Gross debtors book – number of accounts

Agreements	2016-Q1 000	2016-Q2 000	2016-Q3 000	2016-Q4 000	2017-Q1 000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	1,784	1,771	1,758	1,750	1,746	4.51%	-0.27%	-2.13%
Secured credit	4,012	3,894	3,836	3,807	3,707	9.58%	-2.63%	-7.61%
Credit facilities	26,139	25,969	25,728	25,630	25,434	65.71%	-0.77%	-2.70%
Unsecured credit	6,391	6,137	5,891	5,728	5,552	14.34%	-3.08%	-13.13%
Short-term credit	1,123	1,268	1,089	1,083	994	2.57%	-8.21%	-11.49%
Developmental credit	1,141	1,136	1,159	1,175	1,276	3.30%	8.60%	11.85%
Total	40,589	40,175	39,461	39,174	38,708	100.00%	-1.19%	-4.64%

The number of accounts that make up the debtors book decreased by 1.19% from 39.17 million to 38.71 million for the quarter ended March 2017. The total number of accounts decreased by 4.64% on a y-o-y basis. Credit facilities had a biggest share of 65.71% of the total number of accounts for the quarter ended March 2017 as indicated in Table 1.8.

Figure 1.4: Provincial distribution of credit granted – 2017-Q1



A significant portion of credit granted went to consumers in the Gauteng province R50.75 billion (43.58%). The Western Cape and Kwazulu Natal accounted for R19.03 billion (16.34%) and R15.60 billion (13.39%) respectively. The remaining provinces constituted R31.08 billion (26.69%) as illustrated in Figure 1.4.

2. Mortgage agreements

2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R50K	19,944	18,936	13,480	13,213	15,007	0.04%	13.57%	-24.75%
R51K-R100K	117,628	115,649	105,697	113,876	118,457	0.35%	4.02%	0.70%
R101K-R150K	153,898	152,063	141,338	161,838	140,233	0.41%	-13.35%	-8.88%
R151K-R350K	1,249,056	1,280,760	1,245,914	1,252,312	1,144,151	3.34%	-8.64%	-8.40%
R351K-R700K	6,167,364	6,636,644	6,724,773	6,796,213	5,907,636	17.24%	-13.07%	-4.21%
≥R700K	25,410,049	27,663,018	28,346,960	29,005,430	26,940,883	78.62%	-7.12%	6.02%
Total	33,117,940	35,867,070	36,578,163	37,342,883	34,266,367	100.00%	-8.24%	3.47%

The rand value of mortgage agreements granted decreased by 8.24% for the quarter ended March 2017 as indicated in Table 2.1. The majority (78.62%) of mortgage agreements granted during the March 2017 quarter were in excess of R700K. Total mortgage granted on a y-o-y basis increased by 3.47%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R50K	559	524	374	382	432	1.20%	13.09%	-22.72%
R51K-R100K	1,454	1,422	1,295	1,387	1,440	4.00%	3.82%	-0.96%
R101K-R150K	1,161	1,152	1,070	1,159	1,060	2.94%	-8.54%	-8.70%
R151K-R350K	4,722	4,839	4,699	4,698	4,360	12.10%	-7.19%	-7.67%
R351K-R700K	11,695	12,566	12,844	12,936	11,186	31.06%	-13.53%	-4.35%
≥ R700K	16,891	18,339	18,555	18,979	17,541	48.70%	-7.58%	3.85%
Total	36,482	38,842	38,837	39,541	36,019	100.00%	-8.91%	-1.27%

The number of mortgage agreements entered into decreased by 8.91% for the quarter ended March 2017 as indicated in Table 2.2. The majority (79.76%) of mortgages were granted in favour of larger sized credit agreements (≥R351). On a y-o-y basis mortgage agreements declined by 1.27%.

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K	444	449	439	377	324
% share of credit granted	1.22%	1.16%	1.13%	0.95%	0.90%
R10.1K-R15K	1,809	1,901	1,908	1,568	1,228
% share of credit granted	4.96%	4.89%	4.91%	3.97%	3.41%
>R15K	34,229	36,491	36,490	37,596	34,467
% share of credit granted	93.82%	93.95%	93.96%	95.08%	95.69%
Total number of mortgages	36,482	38,841	38,837	39,541	36,019

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K (R000)	119,316	121,914	135,984	130,372	160,776
% share of credit granted	0.36%	0.34%	0.37%	0.35%	0.47%
R10.1K-R15K (R000)	614,843	645,553	663,645	556,567	438,442
% share of credit granted	1.86%	1.80%	1.81%	1.49%	1.28%
>R15K (R000)	32,383,780	35,098,853	35,778,534	36,655,944	33,666,899
% share of credit granted	97.78%	97.86%	97.81%	98.16%	98.25%
Total value of mortgages(R000)	33,117,940	35,866,320	36,578,163	37,342,883	34,266,117

2.2 Mortgages granted by level of income¹

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

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

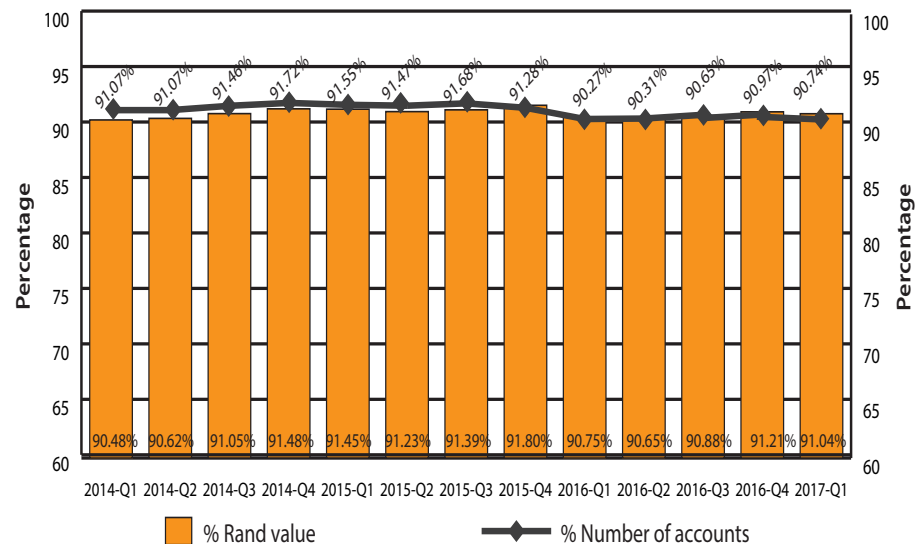
Table 2.5: Gross debtors book – mortgages

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	863,372,793	866,070,424	867,252,540	875,294,487	884,058,970	1.00%	2.40%
Number of accounts	1,783,596	1,771,089	1,757,822	1,750,355	1,745,606	-0.27%	-2.13%

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R8.76 billion (1.00%) on a q-o-q and by R20.69 billion (2.40%) on a y-o-y basis. The number of accounts decreased by 0.27% q-o-q and by 2.13% on a y-o-y basis as indicated in Table 2.5.

Figure 2.1: Mortgages book reported as “current”



2.4 Age analysis of gross debtors book - mortgages

The rand value of the gross debtors book for mortgages reported as “current” decreased from 91.21% for the quarter ended December 2016 to 91.04% for the quarter ended March 2017. The number of accounts reported as “current” decreased from 90.97% to 90.74% for the same period as illustrated in Figure 2.1.

3. Secured credit

3.1 Secured credit granted

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

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

Type of security	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)
Vehicle	31,006,234	32,724,903	34,371,445	37,256,900	35,161,327	90.58%	-5.62%
Retirement benefits	395,180	422,739	349,832	341,184	180,473	0.46%	-47.10%
Insurance policy	186,419	170,549	145,316	160,470	155,310	0.40%	-3.22%
Furniture & other durables	854,291	900,268	989,469	1,541,992	1,000,782	2.58%	-35.10%
Other security	1,720,861	1,738,011	1,710,421	2,887,138	2,320,035	5.98%	-19.64%
Total	34,162,984	35,956,471	37,566,481	42,187,684	38,817,928	100.00%	-7.99%

As indicated in Table 3.1 the value of secured credit granted decreased by R3.37 billion (7.99%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R35.16 billion (90.58%).

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

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)
Vehicle	128,390	131,708	136,950	145,526	136,686	53.95%	-6.07%
Retirement benefits	4,106	4,423	3,265	2,941	1,506	0.59%	-48.79%
Insurance policy	10,491	9,646	8,806	8,982	10,239	4.04%	13.99%
Furniture & other durables	90,362	96,246	100,560	145,614	95,773	37.80%	-34.23%
Other security	4,175	5,118	5,416	5,706	9,163	3.62%	60.59%
Total	237,524	247,141	254,997	308,769	253,367	100.00%	-17.94%

Table 3.2. indicated a decrease in the number of secured credit agreements by 17.94% for the quarter ended March 2017. Vehicles (53.95%) as a form of security had the biggest share in rand value and numbers.

3.2 Secured credit granted by level of income

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K	75,273	76,330	78,501	115,135	76,289
% share of credit granted	32.09%	31.21%	31.08%	37.57%	30.40%
R10.1K-R15K	28,526	29,339	28,974	34,062	28,395
% share of credit granted	12.16%	11.99%	11.47%	11.12%	11.32%
>R15K	130,781	138,931	145,107	157,225	146,236
% share of credit granted	55.75%	56.80%	57.45%	51.31%	58.28%
Total number of secured credit agreements	234,580	244,600	252,582	306,422	250,920

There was a decrease in the percentage share of the numbers of secured credit agreements for individuals with a gross monthly income of "Up to R10K" from 37.57% to 30.40% for the quarter ended March 2017 as indicated in Table 3.3. The number of secured credit agreements entered into with individuals with a gross monthly income of "Greater than R15K" increased from 51.31% to 58.28% for the quarter ended March 2017.

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K (R000)	1,514,862	1,504,384	1,497,904	1,861,668	1,545,284
% share of credit granted	4.54%	4.28%	4.07%	4.50%	4.08%
R10.1K-R15K (R000)	2,688,122	2,738,169	2,661,527	2,899,333	2,700,095
% share of credit granted	8.06%	7.79%	7.22%	7.01%	7.12%
>R15K (R000)	29,146,625	30,911,176	32,679,200	36,614,755	33,657,180
% share of credit granted	87.40%	87.93%	88.71%	88.49%	88.80%
Total value of secured credit (R000)	33,349,609	35,153,729	36,838,631	41,375,756	37,902,560

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

3.3 Gross debtors book – secured credit

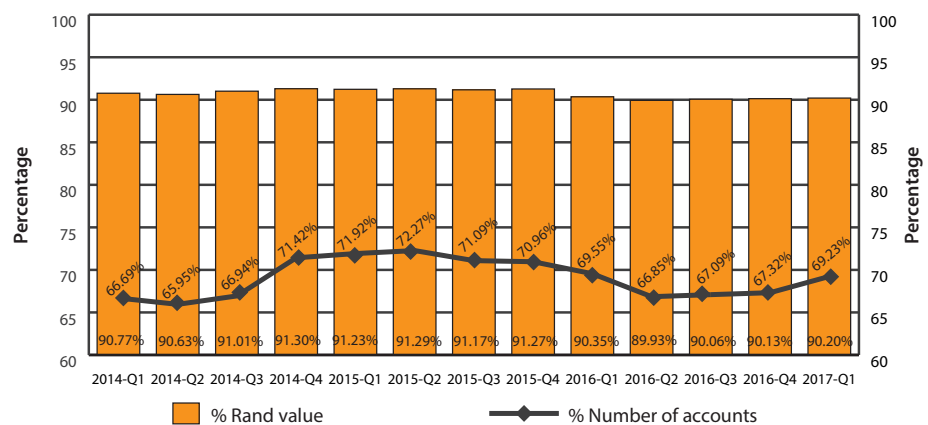
Table 3.5: Gross debtors book – secured credit

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	370,506,281	374,586,638	379,052,289	384,923,862	389,388,153	1.16%	5.10%
Number of accounts	4,011,954	3,893,881	3,835,715	3,806,836	3,706,538	-2.63%	-7.61%

The rand value of the gross debtors book for secured credit showed an increase of R4.46 billion (1.16%) for the quarter ended March 2017 and by R18.88 billion (5.10%) on a y-o-y basis. The number of accounts decreased by 2.63% q-o-q and by 7.61% 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 rand value of the gross debtors book for secured credit reported as “current” increased from 90.13% for the quarter ended December 2016 to 90.20% for the quarter ended March 2017. The number of accounts reported as “current” increased from 67.32% to 69.23% for the same period as illustrated in Figure 3.1.

4. Credit facilities

4.1 Credit facilities granted

Table 4.1: Credit facilities granted – rand value

Agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Credit and/or Garage cards	4,686,096	4,276,444	4,994,844	5,648,847	6,218,591	40.58%	10.09%	32.70%
Bank overdraft	3,506,648	2,829,680	3,284,505	3,233,546	3,138,938	20.48%	-2.93%	-10.49%
Services	266,052	312,508	359,417	69,027	264,620	1.73%	283.36%	-0.54%
Store cards	3,111,880	3,484,870	3,704,882	3,869,195	3,525,608	23.01%	-8.88%	13.30%
Other facilities	1,738,195	1,148,401	1,229,735	2,112,810	2,176,541	14.20%	3.02%	25.22%
Total	13,308,871	12,051,903	13,573,384	14,933,424	15,324,297	100.00%	2.62%	15.14%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Credit and/or Garage cards	284,212	241,210	254,808	306,182	329,651	17.97%	7.67%	15.99%
Bank overdraft	101,387	95,150	94,318	81,657	97,567	5.32%	19.48%	-3.77%
Services	3,093	3,233	2,720	3,713	5,063	0.28%	36.36%	63.69%
Store cards	1,356,673	1,576,397	1,528,847	1,473,644	1,245,761	67.92%	-15.46%	-8.18%
Other facilities	214,655	173,956	196,733	169,638	156,202	8.52%	-7.92%	-27.23%
Total	1,960,020	2,089,946	2,077,426	2,034,834	1,834,244	100.00%	-9.86%	-6.42%

Credit and garage cards received R6.22 billion of the total rand value of credit facilities granted (R15.32 billion), followed by store cards at R3.53 billion for the quarter ended March 2017 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R2.02 billion (15.14%). Table 4.2 indicated that the store cards (67.92%) dominated the number of agreements for the quarter ended March 2017.

4.2 Credit facilities granted by level of income

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K	1,216,037	1,316,295	1,263,346	1,228,198	1,052,817
% share of credit granted	62.11%	63.06%	60.92%	60.46%	57.51%
R10.1K-R15K	230,386	246,855	251,725	239,226	219,890
% share of credit granted	11.77%	11.83%	12.14%	11.78%	12.01%
>R15K	511,498	524,264	558,849	564,014	557,835
% share of credit granted	26.12%	25.12%	26.95%	27.76%	30.47%
Total number of credit facilities	1,957,921	2,087,414	2,073,920	2,031,438	1,830,542

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K (R000)	2,584,093	2,701,367	2,858,329	2,849,569	2,750,196
% share of credit granted	19.94%	23.07%	21.73%	19.63%	18.41%
R10.1K-R15K (R000)	1,158,465	1,136,148	1,214,548	1,335,725	1,366,116
% share of credit granted	8.94%	9.70%	9.24%	9.20%	9.15%
>R15K (R000)	9,217,381	7,870,151	9,078,075	10,329,645	10,818,671
% share of credit granted	71.12%	67.22%	69.03%	71.17%	72.44%
Total value of credit facilities (R000)	12,959,939	11,707,666	13,150,952	14,514,939	14,934,983

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

4.3 Gross debtors book – credit facilities

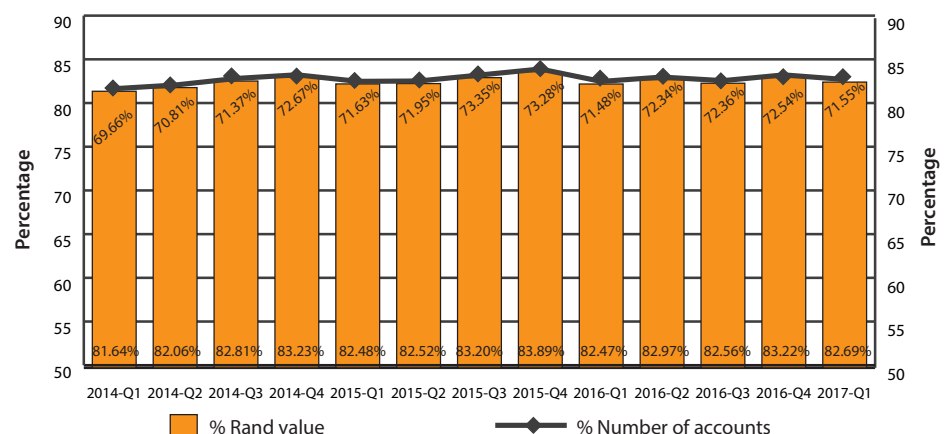
Table 4.5: Gross debtors book – credit facilities

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	219,202,997	218,996,856	217,909,982	221,474,817	223,578,067	0.95%	2.00%
Number of accounts	26,138,508	25,968,886	25,727,752	25,630,252	25,433,527	-0.77%	-2.70%

The rand value of the gross debtors book for credit facilities showed an increase of R2.10 billion (0.95%) q-o-q and by R4.38 billion (2.00%) on a y-o-y basis. The number of accounts decreased by 0.77% q-o-q and by 2.70% 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 rand value of the gross debtors book for credit facilities reported as “current” decreased from 83.22% for the quarter ended December 2016 to 82.69% for the quarter ended March 2017. The number of accounts reported as “current” decreased from 72.54% to 71.55% for the same period as illustrated in Figure 4.1.

5. Unsecured credit transactions

5.1 Unsecured credit transactions

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

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

Agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤6 Months	276,315	284,195	319,160	345,529	346,126	1.72%	0.17%	25.26%
7-12 Months	1,475,141	1,774,733	2,180,321	1,922,155	1,489,013	7.42%	-22.53%	0.94%
13-18 Months	904,900	793,752	727,793	749,601	676,851	3.37%	-9.71%	-25.20%
19-24 Months	1,562,505	1,578,541	1,632,743	1,809,927	1,427,395	7.11%	-21.14%	-8.65%
25-36 Months	2,978,657	3,234,285	3,358,548	3,436,718	2,812,538	14.02%	-18.16%	-5.58%
3.1-5 Years	10,267,202	11,374,981	12,709,363	12,978,124	11,427,900	56.95%	-11.94%	11.30%
5.1-10 +Years	1,413,605	1,562,846	1,719,528	1,810,656	1,886,347	9.40%	4.18%	33.44%
Total	18,878,324	20,603,334	22,647,455	23,052,711	20,066,170	100.00%	-12.96%	6.29%

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

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤6 Months	61,649	62,080	65,113	68,415	71,108	10.11%	3.94%	15.34%
7-12 Months	195,128	202,412	206,179	208,792	178,890	25.43%	-14.32%	-8.32%
13-18 Months	138,740	80,267	51,762	53,760	44,071	6.27%	-18.02%	-68.23%
19-24 Months	124,843	106,892	98,249	104,411	81,336	11.56%	-22.10%	-34.85%
25-36 Months	118,982	125,404	123,816	120,953	98,771	14.04%	-18.34%	-16.99%
3.1-5 Years	214,232	221,362	235,539	232,221	203,102	28.87%	-12.54%	-5.20%
5.1-10 +Years	19,793	21,032	22,636	25,141	26,151	3.72%	4.02%	32.12%
Total	873,367	819,449	803,294	813,693	703,429	100.00%	-13.55%	-19.46%

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

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

Rand value of agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0K-R3K	320,260	242,470	185,246	179,764	183,820	0.92%	2.26%	-42.60%
R3.1K-R5K	408,143	308,271	277,089	289,113	262,129	1.31%	-9.33%	-35.78%
R5.1K-R8K	520,871	510,835	482,499	540,178	415,155	2.07%	-23.14%	-20.30%
R8.1K-R10K	713,757	732,989	762,372	808,182	686,079	3.42%	-15.11%	-3.88%
R10.1K-R15K	1,076,253	1,268,106	1,366,230	1,301,663	1,000,966	4.99%	-23.10%	-7.00%
> R15.1K	15,839,040	17,540,663	19,574,019	19,933,812	17,518,021	87.30%	-12.12%	10.60%
Total	18,878,324	20,603,334	22,647,455	23,052,711	20,066,170	100.00%	-12.96%	6.29%

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

Number of agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0K-R3K	204,827	142,127	107,907	101,426	103,653	14.74%	2.20%	-49.39%
R3.1K-R5K	96,462	72,151	65,040	67,957	62,156	8.84%	-8.54%	-35.56%
R5.1K-R8K	82,704	79,123	73,812	83,105	64,556	9.18%	-22.32%	-21.94%
R8.1K-R10K	76,300	78,411	81,734	86,616	73,326	10.42%	-15.34%	-3.90%
R10.1K-R15K	86,486	101,420	109,472	104,400	81,476	11.58%	-21.96%	-5.79%
> R15.1K	326,588	346,217	365,329	370,189	318,262	45.24%	-14.03%	-2.55%
Total	873,367	819,449	803,294	813,693	703,429	100.00%	-13.55%	-19.46%

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 87.30% and 45.24% respectively for the quarter ended March 2017.

5.2 Unsecured credit granted by level of income

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K	406,378	378,581	366,855	364,549	287,783
% share of credit granted	46.53%	46.20%	45.68%	44.81%	40.92%
R10.1K-R15K	145,923	147,231	147,812	149,978	133,647
% share of credit granted	16.71%	17.97%	18.40%	18.43%	19.00%
>R15K	320,987	293,575	288,512	299,070	281,875
% share of credit granted	36.76%	35.83%	35.92%	36.76%	40.08%
Total number of unsecured credit	873,288	819,387	803,179	813,597	703,305

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K (R000)	5,325,486	5,345,747	5,635,411	5,691,429	4,349,471
% share of credit granted	28.21%	25.95%	24.88%	24.69%	21.68%
R10.1K-R15K (R000)	3,486,911	3,775,034	4,101,972	4,202,439	3,637,886
% share of credit granted	18.47%	18.32%	18.11%	18.23%	18.13%
>R15K (R000)	10,064,019	11,480,701	12,908,754	13,156,926	12,075,166
% share of credit granted	53.32%	55.73%	57.00%	57.08%	60.19%
Total value of unsecured credit (R000)	18,876,416	20,601,482	22,646,137	23,050,793	20,062,522

There was a decrease in the share of the number of unsecured credit agreements for individuals with a gross monthly income of “Up to R10k” from 44.81% for the quarter ended December 2016 to 40.92% for the quarter ended March 2017 as indicated in Table 5.5. There was an increase in the share of rand value of unsecured credit agreements granted to individuals with a gross monthly income of “Greater than R15k” increased from 57.08% to 60.19% for the same period as indicated in Table 5.6.

5.3 Gross debtors book – unsecured credit

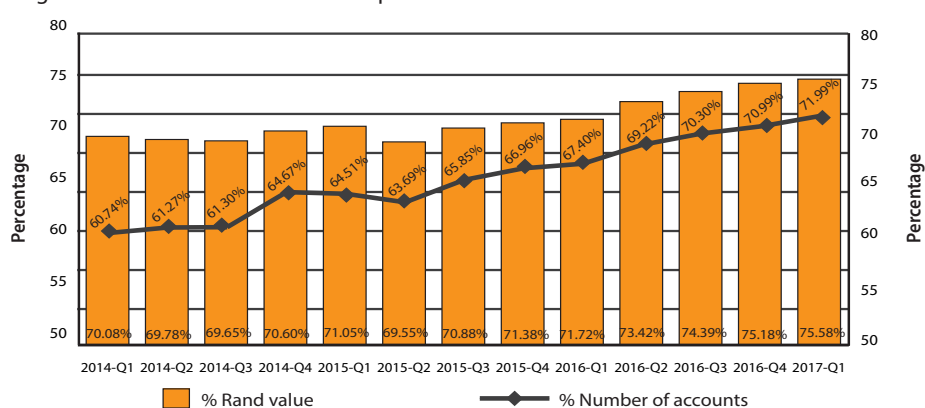
Table 5.7: Gross debtors book – unsecured credit

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	165,164,069	162,722,321	163,168,262	164,640,467	165,744,844	0.67%	0.35%
Number of accounts	6,391,039	6,136,720	5,891,460	5,728,153	5,551,788	-3.08%	-13.13%

The rand value of gross debtors book for unsecured credit increased by R1.10 billion (0.67%) q-o-q and increased by R580.77 million (0.35%) on a y-o-y basis. The number of accounts decreased by 3.08% q-o-q and by 13.13% 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 rand value of the gross debtors book for unsecured credit reported as “current” increased from 75.18% for the quarter ended December 2016 to 75.58% for the quarter ended March 2017. The number of accounts reported as “current” increased from 70.99% to 71.99% for the same period as illustrated in Figure 5.1.

6. Short-term credit transactions

6.1 Short-term credit granted

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

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

Agreements per repayment period	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤1 Month	1,685,860	1,264,196	1,450,461	1,710,595	1,645,646	54.67%	-3.80%	-2.39%
2-3 Months	205,664	238,606	230,814	230,323	184,462	6.13%	-19.91%	-10.31%
4-6 Months	1,322,840	1,416,542	1,448,240	1,455,866	1,180,078	39.20%	-18.94%	-10.79%
Total	3,214,364	2,919,345	3,129,516	3,396,784	3,010,186	100.00%	-11.38%	-6.35%

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

Agreements per repayment period	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
≤1 Month	962,261	703,936	802,767	933,975	899,241	65.83%	-3.72%	-6.55%
2-3 Months	77,012	92,257	88,862	84,319	71,479	5.23%	-15.23%	-7.18%
4-6 Months	470,504	500,070	502,714	493,826	395,313	28.94%	-19.95%	-15.98%
Total	1,509,777	1,296,263	1,394,343	1,512,120	1,366,033	100.00%	-9.66%	-9.52%

The majority of short-term credit agreements were for "Up to 1 month" for numbers and for rand values for the quarter ended March 2017. The rand value of short-term credit decreased by R386.60 million (11.38%) q-o-q and by R204.18 million (6.35%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted decreased by 9.66% q-o-q and by 9.52% y-o-y as indicated in Table 6.2.

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

Agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R1000	335,108	301,891	319,808	311,396	259,930	8.64%	-16.53%	-22.43%
R1001-R2000	607,589	536,799	576,516	644,987	570,302	18.95%	-11.58%	-6.14%
R2001-R3000	521,869	458,641	510,259	550,748	511,816	17.00%	-7.07%	-1.93%
R3001-R5000	864,967	751,929	801,569	881,782	782,615	26.00%	-11.25%	-9.52%
R5001-R8000	884,831	870,084	921,364	1,007,870	885,523	29.42%	-12.14%	0.08%
Total	3,214,364	2,919,345	3,129,516	3,396,784	3,010,186	100.00%	-11.38%	-6.35%

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

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R1000	533,759	433,446	464 987	476,096	441,331	32.31%	-7.30%	-17.32%
R1001-R2000	410,616	359,875	386 400	439,604	387,641	28.38%	-11.82%	-5.60%
R2001-R3000	205,576	178,756	199 073	216,251	202,632	14.83%	-6.30%	-1.43%
R3001-R5000	221,977	190,747	202 407	223,645	197,601	14.47%	-11.65%	-10.98%
R5001-R8000	137,849	133,439	141 476	156,524	136,828	10.02%	-12.58%	-0.74%
Total	1,509,777	1,296,263	1 394 343	1,512,120	1,366,033	100.00%	-9.66%	-9.52%

All categories for short-term credit agreements granted experienced a decline on a q-o-q basis for both rand value and number as indicated in Table 6.3 and 6.4.

6.2 Short-term credit granted by level of income

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K	877,111	808,329	797,100	827,231	713,633
% share of credit granted	58.10%	62.36%	57.17%	54.71%	52.24%
R10.1K-R15K	258,797	205,460	209,694	225,068	214,202
% share of credit granted	17.14%	15.85%	15.04%	14.88%	15.68%
>R15K	373,855	282,474	387,508	459,792	438,182
% share of credit granted	24.76%	21.79%	27.79%	30.41%	32.08%
Total number of short-term credit	1,509,763	1,296,263	1,394,302	1,512,091	1,366,017

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R10K (R000)	1,501,279	1,522,027	1,504,235	1,527,161	1,240,763
% share of credit granted	46.71%	52.14%	48.07%	44.96%	41.22%
R10.1K-R15K (R000)	588,664	518,983	507,760	540,904	500,238
% share of credit granted	18.31%	17.78%	16.23%	15.92%	16.62%
>R15K (R000)	1,124,390	878,335	1,117,391	1,328,620	1,269,143
% share of credit granted	34.98%	30.09%	35.71%	39.12%	42.16%
Total value of short-term credit (R000)	3,214,334	2,919,345	3,129,386	3,396,685	3,010,144

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 54.71% for the quarter ended December 2016 to 52.24% for the quarter ended March 2017 as indicated in Table 6.5. The rand value of short-term credit agreements granted to individuals with a gross monthly income of "Greater than R15k" increased from 39.12% to 42.16% for the same period as indicated in Table 6.6.

6.3 Gross debtors book – short-term credit

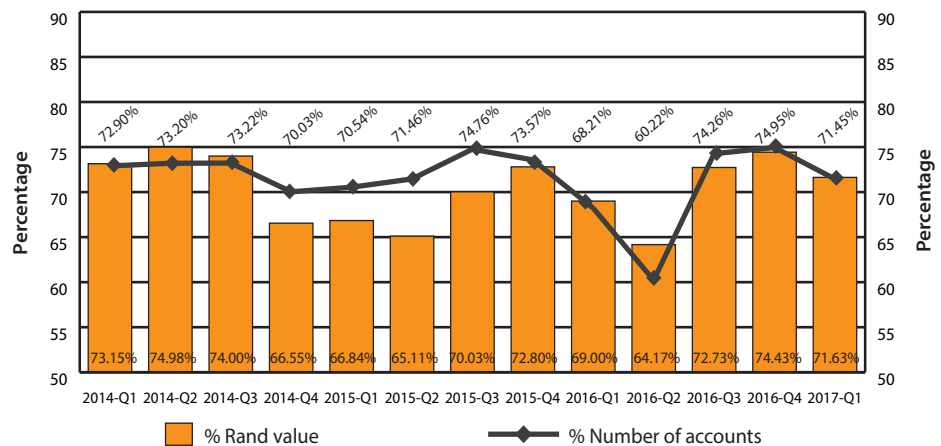
Table 6.7: Gross debtors book - short-term credit

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	3,091,250	3,032,471	2,828,860	2,937,781	2,666,933	-9.22%	-13.73%
Number of accounts	1,122,947	1,268,083	1,089,461	1,082,782	993,917	-8.21%	-11.49%

The rand value of the gross debtors book for short-term credit decreased by R270.85 million (9.22%) q-o-q and by R424.32 million (13.73%) on a y-o-y basis. The number of accounts decreased by 8.21% q-o-q and by 11.49% 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 rand value of the gross debtors book for short-term credit reported as “current” decreased from 74.43% for the quarter ended December 2016 to 71.63% for the quarter ended March 2017. The number of accounts reported as “current” decreased from 74.95% to 71.45% for the same period as illustrated in Figure 6.1.

7. Developmental credit transactions

7.1 Developmental credit transactions

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

Rand value of agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)
<= 4 Months	26,299	3,801	5,481	2,686	22,840	0.46%	750.48%
5-12 Months	241,804	23,994	62,961	32,096	285,480	5.74%	789.45%
12.1-24 Months	159,071	47,282	48,751	32,138	167,819	3.37%	422.18%
24.1-36 Months	88,959	32,235	29,014	32,410	75,408	1.52%	132.67%
> 36 months	5,132,590	814,846	3,871,602	2,391,872	4,423,092	88.91%	84.92%
Total	5,648,723	922,157	4,017,809	2,491,202	4,974,639	100.00%	99.69%

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

Number of agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)
<= 4 Months	1,635	290	669	155	1,582	1.05%	920.65%
5-12 Months	14,009	3,109	4,941	1,585	16,110	10.66%	916.40%
12.1-24 Months	10,249	2,850	3,298	1,751	9,249	6.12%	428.21%
24.1-36 Months	4,343	1,224	1,143	1,211	3,007	1.99%	148.31%
> 36 months	126,536	10,236	82,260	52,933	121,226	80.19%	129.02%
Total	156,772	17,709	92,311	57,635	151,174	100.00%	162.30%

As indicated in Table 7.1 and Table 7.2 the value of developmental credit granted increased by R2.49 billion (99.69%) for the quarter ended March 2017. The number of developmental credit agreements increased by 162.30% for the same period.

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

Rand value of agreements	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2017-Q1 R000	2017-Q1 % Distribution	% Change (Q1/Q4)
R0-R1500	1,558	579	425	870	1,195	0.02%	37.35%
R1501-R3000	7,973	1,200	3,915	3,937	8,497	0.17%	115.84%
R3.01K-R5K	23,029	7,842	8,529	10,009	25,359	0.51%	153.35%
R5.01K-R10K	140,441	23,493	33,085	30,707	156,713	3.15%	410.35%
R10.1K-R20K_D	609,635	65,228	195,019	178,818	426,889	8.58%	138.73%
> R20K	4,866,087	823,814	3,776,835	2,264,861	4,355,559	87.56%	92.31%
Total	5,648,723	922,157	4,017,809	2,489,202	4,974,212	100.00%	99.83%

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

Number of agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q1 % Distribution	% Change (Q1/Q4)
R0-R1500	2,511	1,066	890	1,164	2,054	1.36%	76.46%
R1501-R3000	3,483	535	1,469	1,761	3,594	2.38%	104.09%
R3.01K-R5K	5,688	1,620	1,962	2,421	6,134	4.06%	153.37%
R5.01K-R10K	19,688	2,729	4,075	4,044	20,292	13.42%	401.78%
R10.1K-R20K_D	31,688	4,535	13,895	12,821	28,312	18.73%	120.83%
> R20K	93,714	7,224	70,020	35,424	90,785	60.05%	156.28%
Total	156,772	17,709	92,311	57,635	151,171	100.00%	162.29%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 87.56% in rand value and 60.05% in numbers for the quarter ended March 2017.

7.2 Developmental credit granted by level of income

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
<=R10K	18,703	5,487	5,208	4,772	17,083
% share	58.92%	59.53%	45.01%	70.54%	54.26%
R10.1K-R15K	13,042	3,730	6,364	1,993	14,400
% share	41.08%	40.47%	54.99%	29.46%	45.74%
Total number of developmental credit	31,745	9,217	11,572	6,765	31,483

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

Level of income	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
<=R10K	699,326	504,683	436,090	591,684	768,124
% share	66.72%	66.96%	60.89%	65.64%	65.56%
R10.1K-R15K	348,877	249,000	280,128	309,726	403,493
% share	33.28%	33.04%	39.11%	34.36%	34.44%
Total rand value of developmental credit	1,048,203	753,683	716,218	901,411	1,171,617

The number of developmental credit agreements granted to individuals with a gross monthly income of "<=R10K" had the largest share of 54.26% as indicated in Table 7.5. The rand value of developmental credit agreements granted to individuals with a gross monthly income of "<=R10K" had the largest share of 65.56% as indicated in Table 7.6.

7.3 Gross debtors book – developmental credit

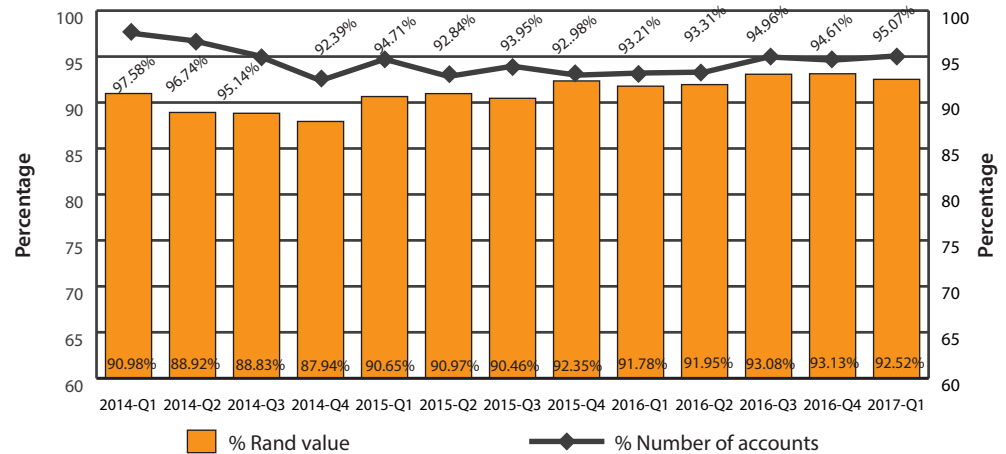
Table 7.7: Gross debtors book - developmental credit

Agreements	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	36,885,125	37,882,941	41,344,465	42,494,802	43,164,963	1.58%	17.03%
Number of accounts	1,141,040	1,136,392	1,159,003	1,175,203	1,276,215	8.60%	11.85%

The rand value of the gross debtors book for developmental credit increased by R670.16 million (1.58%) q-o-q and by R6.28 billion (17.039%) on a y-o-y basis. The number of accounts increased by 8.60% q-o-q and 11.85% 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 rand value of the gross debtors book for developmental credit reported as “current” decreased from 93.13% for the quarter ended December 2016 to 92.52% for the quarter ended March 2017. The number of accounts reported as “current” increased from 94.61% to 95.07% 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	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
Eastern Cape	6,201,918,550	6,357,497,553	7,100,538,887	7,223,020,207	6,622,692,041	6,088,597,515	6,909,939,391	7,382,167,817	7,237,902,134
Free State	4,496,073,671	4,283,953,425	5,399,050,935	5,137,099,819	4,259,921,022	4,040,222,408	4,836,152,746	5,287,676,716	4,563,971,615
Gauteng	47,642,964,901	50,345,844,152	54,924,394,212	54,221,996,838	47,559,682,046	48,221,594,914	50,978,735,772	52,618,906,106	50,750,348,108
Kwazulu-Natal	14,100,402,011	15,048,035,342	16,246,341,254	16,388,409,950	14,668,842,787	14,648,407,573	15,544,919,360	16,788,715,572	15,596,013,662
Limpopo	3,871,306,048	4,109,092,506	4,626,168,275	4,715,369,165	4,351,591,938	4,059,695,457	4,659,911,356	4,966,414,728	4,647,559,739
Mpumalanga	7,370,956,589	7,325,351,741	8,064,667,890	8,548,219,829	6,794,915,115	6,995,809,574	7,614,502,019	8,445,032,992	7,413,547,733
Northern Cape	2,055,840,184	2,034,161,524	2,476,914,108	2,563,716,672	2,259,453,398	1,963,935,444	2,409,040,417	2,389,629,078	2,062,855,399
North West	4,326,362,013	4,302,576,868	4,852,997,965	5,136,418,276	3,827,313,863	3,824,961,540	4,229,757,350	4,672,582,822	4,481,444,510
Western Cape	16,345,865,705	17,367,469,809	19,152,210,983	19,452,302,703	17,584,185,760	17,575,593,276	19,475,577,463	20,331,291,391	19,030,406,549
Other	1,124,756,861	1,132,478,193	1,091,501,727	760,478,342	402,609,034	901,460,731	854,271,675	520,271,361	675,111,266
Total	107,536,446,533	112,306,461,113	123,934,786,234	124,147,031,801	108,331,207,004	108,320,278,432	117,512,807,549	123,402,688,583	116,459,160,715

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
≤R1500	3,885,156	3,411,454	3,217,185	2,237,051	1,746,603	2,017,006	1,520,084	1,390,839	1,567,699
R1500-R3000	33,248,706	33,227,304	26,400,681	25,748,386	16,043,096	23,035,732	20,507,915	15,978,910	10,270,177
R3.1K-R5K	118,855,426	104,873,890	84,552,917	97,242,883	56,952,804	53,713,372	59,821,021	79,963,787	64,309,219
R5.1K-R10K	635,051,451	632,021,010	486,878,415	647,779,634	336,458,476	348,226,946	346,094,668	494,965,238	335,422,139
R10.1K-R20K	527,904,754	532,043,647	497,768,559	755,202,294	342,711,806	358,762,338	399,575,981	620,556,309	394,418,021
R20.1K-R40K	301,811,136	292,617,258	304,091,242	401,654,649	229,644,263	238,808,974	252,335,971	389,472,186	291,946,438
R40.1K-R60K	274,975,046	244,604,394	239,559,456	237,069,291	209,305,684	195,490,152	192,007,468	317,638,665	215,492,009
R60.1K-R100K	1,397,191,603	1,221,713,089	1,226,929,704	1,214,806,820	1,023,254,851	1,012,977,478	987,293,261	938,834,024	997,459,615
R101K-R150K	4,296,326,824	3,953,519,541	4,140,685,478	4,411,395,338	3,551,378,912	3,439,551,879	3,543,326,424	3,520,486,827	3,408,077,845
R151K-R200K	5,511,745,472	5,178,643,553	5,552,750,536	6,061,569,832	4,802,966,745	4,942,129,597	5,068,325,625	5,500,148,278	5,031,735,156
R201K-R400K	13,336,876,453	13,015,774,609	14,415,392,010	15,442,480,908	12,977,234,810	13,946,269,444	14,677,210,651	16,051,088,055	14,902,101,212
>R400K	11,040,484,631	11,171,474,791	12,255,950,722	12,475,150,172	10,615,286,080	11,395,487,796	12,018,462,102	14,257,160,490	13,165,128,923
Total	37,478,356,658	36,383,924,540	39,234,176,905	41,772,337,258	34,162,984,130	35,956,470,714	37,566,481,171	42,187,683,608	38,817,928,453

Table 3: Number of agreements for secured credit granted

Agreements	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
≤R1500	4,166	3,357	3,109	2,175	1,525	1,692	1,371	1,304	1,349
R1500-R3000	13,889	13,797	10,977	10,685	6,721	9,480	8,452	6,625	4,450
R3.1K-R5K	29,378	25,923	20,977	23,898	14,139	13,266	14,955	20,207	15,921
R5.1K-R10K	88,855	87,639	67,005	88,588	45,927	47,474	46,637	66,498	45,429
R10.1K-R20K	39,707	39,664	36,710	55,565	24,980	26,473	29,423	45,352	28,828
R20.1K-R40K	11,018	10,879	11,302	15,134	8,398	8,764	9,337	14,539	10,722
R40.1K-R60K	5,427	4,928	4,751	4,722	4,154	3,883	3,814	4,299	4,314
R60.1K-R100K	17,183	14,952	14,874	14,689	12,434	12,304	11,912	11,405	12,177
R101K-R150K	34,171	31,382	32,843	34,927	28,138	27,259	27,988	27,824	26,919
R151K-R200K	31,944	29,945	32,057	35,034	27,725	28,439	29,091	31,560	28,885
R201K-R400K	48,201	47,074	52,075	56,260	47,071	50,318	52,804	57,664	53,716
>R400K	17,979	17,826	18,464	19,506	16,312	17,789	19,213	21,492	20,657
Total	341,918	327,366	305,144	361,183	237,524	247,141	254,997	308,769	253,367

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
R0-R3500	2,408,325	2,457,436	2,063,520	1,338,968	150,000		1,938,707	230,700	41,780,527
R3501-R5500	4,074,538	4,047,920	5,071,171	3,532,104	4,685,580	3,826,350	3,142,167	2,473,200	5,775,150
R5501-R7500	36,682,275	29,636,685	55,941,258	38,695,371	33,387,351	35,648,052	52,625,012	59,158,065	58,460,448
R7501-R10K	110,337,705	104,128,783	134,861,550	98,864,876	81,093,568	82,439,149	78,278,475	68,510,401	54,759,972
R10.1K-R15K	747,622,296	788,982,591	947,437,638	837,290,621	614,843,078	645,553,364	663,644,524	556,567,075	438,442,066
>R15K	30,838,553,338	35,362,704,936	38,244,137,434	38,658,694,967	32,383,780,107	35,098,852,844	35,778,533,750	36,655,943,957	33,666,898,811
Total	31,739,678,477	36,291,958,351	39,389,512,571	39,638,416,907	33,117,939,684	35,866,319,759	36,578,162,635	37,342,883,398	34,266,116,974

Table 5: Number of mortgages granted by income category

Income Category	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
R0-R3500	5	7	4	4	2		4	2	7
R3501-R5500	25	27	26	26	20	20	23	11	13
R5501-R7500	143	133	133	135	110	128	134	130	116
R7501-R10K	418	392	496	372	312	301	278	234	188
R10.1K-R15K	2,249	2,345	2,781	2,415	1,809	1,901	1,908	1,568	1,228
>R15K	33,602	37,270	41,232	40,191	34,229	36,491	36,490	37,596	34,467
Total	36,442	40,174	44,672	43,143	36,482	38,841	38,837	39,541	36,019

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

Income Category	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
R0-R3500	803,555,609	739,639,290	466,968,526	685,170,738	279,626,352	293,287,745	294,227,578	457,416,750	279,844,579
R3501-R5500	411,787,384	340,734,000	241,360,206	380,068,688	162,798,481	165,365,083	174,031,882	263,638,978	188,704,433
R5501-R7500	372,985,179	369,896,072	354,551,262	485,516,409	286,493,999	278,853,564	272,039,610	316,417,099	279,114,170
R7501-R10K	934,727,431	896,932,653	914,338,035	1,163,788,335	785,942,781	766,877,482	757,604,596	824,194,962	797,620,673
R10.1K-R15K	2,994,087,066	2,870,007,141	3,118,225,070	3,651,127,569	2,688,122,024	2,738,168,699	2,661,527,221	2,899,333,210	2,700,095,422
>R15K	31,454,653,652	30,460,542,477	33,373,332,131	34,506,646,456	29,146,625,341	30,911,175,972	32,679,200,065	36,614,755,211	33,657,180,259
Total	36,971,796,321	35,677,751,633	38,468,775,230	40,872,318,195	33,349,608,978	35,153,728,545	36,838,630,952	41,375,756,210	37,902,559,536

Table 7: Number of secured credit granted by income category

Income Category	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
R0-R3500	81,836	77,744	57,618	79,578	35,279	36,296	36,506	55,715	34,064
R3501-R5500	38,373	28,888	22,310	30,969	15,066	15,541	16,420	25,069	16,887
R5501-R7500	18,995	18,369	15,343	20,731	10,722	10,524	11,219	15,887	11,212
R7501-R10K	21,852	21,409	18,830	24,377	14,206	13,969	14,356	18,464	14,126
R10.1K-R15K	36,966	35,469	35,268	43,019	28,526	29,339	28,974	34,062	28,395
>R15K	141,992	143,541	153,697	160,472	130,781	138,931	145,107	157,225	146,236
Total	340,014	325,420	303,066	359,146	234,580	244,600	252,582	306,422	250,920

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

Income Category	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
R0-R3500	1,325,921,066	1,274,650,558	1,004,702,473	714,981,488	880,133,424	817,747,418	824,303,677	736,356,799	768,054,864
R3501-R5500	804,637,305	879,575,696	1,125,904,816	650,206,265	580,931,002	668,085,120	731,202,009	734,943,847	669,240,959
R5501-R7500	706,914,670	747,361,311	818,509,997	508,365,975	475,758,626	530,685,490	578,006,301	593,942,453	556,483,375
R7501-R10K	985,015,228	1,002,401,088	1,057,475,329	716,713,978	647,270,021	684,848,961	724,816,959	784,325,898	756,416,377
R10.1K-R15K	1,725,045,571	1,758,505,771	1,848,955,193	1,260,111,145	1,158,464,819	1,136,147,731	1,214,548,271	1,335,725,072	1,366,115,619
>R15K	11,159,799,568	11,159,959,052	11,412,587,699	9,773,652,218	9,217,380,916	7,870,151,364	9,078,074,724	10,329,644,975	10,818,671,404
Total	16,707,333,408	16,822,453,476	17,268,135,507	13,624,031,069	12,959,938,808	11,707,666,084	13,150,951,941	14,514,939,044	14,934,982,598

Table 9: Number of credit facilities granted by income category

Income Category	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
R0-R3500	536,344	665,574	507,333	469,809	648,505	630,635	584,531	583,975	517,388
R3501-R5500	290,676	346,377	401,381	252,494	237,728	300,256	298,218	282,982	226,719
R5501-R7500	195,879	221,654	225,938	150,503	158,326	191,171	188,144	178,445	148,888
R7501-R10K	204,019	219,552	223,476	159,838	171,478	194,233	192,453	182,796	159,822
R10.1K-R15K	265,879	283,020	295,761	206,997	230,386	246,855	251,725	239,226	219,890
>R15K	600,541	610,095	633,398	468,908	511,498	524,264	558,849	564,014	557,835
Total	2,093,338	2,346,272	2,287,287	1,708,549	1,957,921	2,087,414	2,073,920	2,031,438	1,830,542

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

Income Category	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
R0-R3500	861,812,500	1,043,006,594	1,388,000,061	1,583,874,017	1,087,225,379	956,394,946	997,797,053	991,586,128	650,690,419
R3501-R5500	915,865,340	1,033,444,891	1,329,855,861	1,477,670,971	1,089,804,189	1,133,773,129	1,204,450,591	1,244,274,845	891,794,952
R5501-R7500	1,268,120,846	1,373,506,039	1,493,629,423	1,615,134,158	1,261,595,145	1,291,703,475	1,330,564,749	1,357,059,890	1,085,645,475
R7501-R10K	1,897,175,789	1,951,314,673	2,155,353,327	2,378,690,592	1,886,861,117	1,963,875,436	2,102,598,815	2,098,507,639	1,721,340,377
R10.1K-R15K	3,454,751,731	3,456,831,877	3,821,348,098	4,231,837,022	3,486,911,144	3,775,034,345	4,101,971,743	4,202,438,602	3,637,885,619
>R15K	9,001,649,137	8,584,736,940	10,475,590,642	11,178,063,064	10,064,019,481	11,480,700,684	12,908,754,019	13,156,925,710	12,075,165,622
Total	17,399,375,343	17,442,841,014	20,663,777,412	22,465,269,824	18,876,416,455	20,601,482,015	22,646,136,970	23,050,792,814	20,062,522,464

Table 11: Number of unsecured credit granted by income category

Income Category	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
R0-R3500	123,519	102,975	144,637	159,634	111,876	92,892	86,151	80,717	54,130
R3501-R5500	109,061	94,243	121,277	134,547	104,368	102,046	101,142	102,517	79,971
R5501-R7500	118,050	90,055	98,690	108,345	87,488	84,117	81,478	82,979	70,296
R7501-R10K	154,425	100,513	112,610	123,472	102,646	99,526	98,084	98,336	83,386
R10.1K-R15K	232,173	139,822	152,942	172,359	145,923	147,231	147,812	149,978	133,647
>R15K	419,303	322,304	320,251	376,047	320,987	293,575	288,512	299,070	281,875
Total	1,156,531	849,912	950,407	1,074,404	873,288	819,387	803,179	813,597	703,305

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

Income Category	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
R0-R3500	242,211,491	354,353,746	384,618,550	476,041,437	352,199,082	393,091,760	372,094,384	401,731,545	290,470,503
R3501-R5500	279,819,306	424,106,290	464,377,091	572,728,562	396,434,227	414,711,004	418,296,210	402,880,501	321,191,909
R5501-R7500	283,003,856	422,170,989	448,928,930	507,971,076	354,881,354	345,950,375	352,019,695	348,853,261	296,986,513
R7501-R10K	341,454,791	506,949,655	524,040,036	566,911,919	397,764,817	368,273,527	361,824,400	373,696,175	332,114,155
R10.1K-R15K	526,748,056	770,583,223	792,533,229	849,423,569	588,664,141	518,983,153	507,760,288	540,903,607	500,237,925
>R15K	868,906,688	1,448,447,867	1,454,688,072	1,519,657,372	1,124,390,055	878,334,733	1,117,391,243	1,328,619,553	1,269,142,859
Total	2,542,144,188	3,926,611,770	4,069,185,908	4,492,733,935	3,214,333,676	2,919,344,552	3,129,386,220	3,396,684,642	3,010,143,864

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

Income Category	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
R0-R3500	225,919	305,087	317,108	359,660	256,784	274,396	257,360	282,599	221,075
R3501-R5500	223,768	307,105	333,204	360,631	240,928	219,617	219,706	216,065	187,779
R5501-R7500	176,123	251,983	266,608	272,356	185,423	157,086	162,761	164,122	150,536
R7501-R10K	185,355	274,412	285,877	282,792	193,976	157,230	157,273	164,445	154,243
R10.1K-R15K	238,384	365,658	381,876	381,844	258,797	205,460	209,694	225,068	214,202
>R15K	289,198	493,585	521,204	519,276	373,855	282,474	387,508	459,792	438,182
Total	1,338,747	1,997,830	2,105,877	2,176,559	1,509,763	1,296,263	1,394,302	1,512,091	1,366,017

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

Income Category	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
R0-R1500	8,685,168	170,499	964,679	4,037,983	12,703,397	2,069,062	1,531,971	376,976	12,159,034
R1501-R3500	15,166,721	699,713	1,804,587	3,939,757	17,783,398	3,547,055	2,630,176	2,256,503	18,355,812
R3501-R5500	38,630,534	4,135,223	7,235,937	10,344,089	43,250,680	8,192,231	7,094,391	4,046,749	44,467,387
R5501-R7500	85,607,637	11,813,260	15,707,177	24,296,766	92,087,941	14,263,798	14,468,441	8,900,923	94,363,931
R7501-R10K	479,634,343	593,784,207	453,975,331	541,076,496	533,500,245	476,611,059	410,364,765	576,103,160	598,777,497
R10.1K-R15K	331,788,411	270,541,114	198,623,247	258,773,261	348,876,917	248,999,577	280,128,027	309,726,208	403,492,899
Total	959,512,814	881,144,016	678,310,958	842,468,352	1,048,202,578	753,682,782	716,217,771	901,410,519	1,171,616,560

Table 15: Number of developmental credit granted by income category

Income Category	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
R0-R1500	840	144	149	227	597	215	143	94	547
R1501-R3500	1,096	124	254	352	855	310	255	196	765
R3501-R5500	2,589	433	895	864	2,325	624	617	333	2,086
R5501-R7500	7,789	1,901	2,144	2,397	5,841	1,816	1,581	1,131	5,336
R7501-R10K	8,759	3,323	3,955	4,364	9,085	2,522	2,612	3,018	8,349
R10.1K-R15K	13,699	4,656	5,756	5,637	13,042	3,730	6,364	1,993	14,400
Total	34,772	10,581	13,153	13,841	31,745	9,217	11,572	6,765	31,483

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
Current	776,006,157,056	781,814,033,883	788,032,808,769	785,565,327,913	783,478,308,746	785,060,950,205	788,153,497,096	798,360,933,753	804,848,356,863
30 Days	26,964,673,237	28,394,921,142	28,713,107,779	29,383,150,352	32,714,339,613	31,510,777,734	30,632,969,383	29,154,458,596	29,092,250,188
31-60 Days	9,551,225,171	10,269,289,658	10,548,811,122	9,199,826,633	11,816,188,894	12,518,979,739	11,959,755,837	11,407,723,937	12,590,822,468
61-90 Days	5,376,949,682	5,921,404,048	5,725,125,880	5,041,297,827	6,663,088,656	7,783,231,479	7,617,893,870	7,054,492,395	6,897,982,817
91-120 Days	3,973,846,134	4,243,908,663	4,263,489,301	3,856,101,535	4,594,774,910	4,842,370,667	4,652,292,687	4,689,242,217	5,004,433,835
120+ Days	26,685,225,361	26,309,706,454	24,974,510,373	22,725,326,714	24,106,092,462	24,354,114,265	24,236,130,806	24,627,635,747	25,625,124,209
Total	848,558,076,641	856,953,263,848	862,257,853,224	855,771,030,974	863,372,793,281	866,070,424,089	867,252,539,679	875,294,486,645	884,058,970,380

Table 17: Age analysis of accounts – mortgages

Ageing	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
Current	1,670,019	1,668,039	1,664,386	1,633,654	1,609,993	1,599,405	1,593,419	1,592,237	1,583,877
30 Days	62,878	63,141	62,528	68,288	74,076	71,622	67,449	63,196	62,981
31-60 Days	20,771	21,025	20,459	20,578	25,560	25,481	25,367	22,992	23,987
61-90 Days	11,533	12,292	11,716	12,071	14,692	15,060	13,943	12,981	12,895
91-120 Days	8,595	8,650	7,937	8,421	9,909	10,107	9,701	9,616	10,305
120+ Days	50,462	50,512	48,379	46,803	49,366	49,414	47,943	49,333	51,561
Total	1,824,258	1,823,659	1,815,405	1,789,815	1,783,596	1,771,089	1,757,822	1,750,355	1,745,606

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

Ageing	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
Current	322,684,110,270	325,987,034,485	329,420,967,300	337,326,409,861	334,745,084,992	336,872,028,729	341,388,943,427	346,937,364,287	351,247,191,279
30 Days	13,189,786,977	12,901,280,537	13,721,011,940	13,648,741,034	15,461,165,758	14,930,806,290	14,651,404,509	14,922,508,315	15,856,409,532
31-60 Days	4,568,888,745	4,573,764,438	4,594,306,840	4,596,513,194	5,222,683,793	5,110,904,967	4,969,881,757	5,160,448,873	5,645,726,626
61-90 Days	2,291,132,485	2,445,035,104	2,396,996,654	2,325,871,758	2,338,100,289	2,338,672,405	2,112,183,437	2,294,410,755	2,461,502,213
91-120 Days	1,527,763,753	1,730,997,529	1,765,360,895	1,829,147,023	1,887,745,906	4,018,838,089	4,317,280,771	4,306,561,895	2,083,470,521
120+ Days	9,444,606,401	9,432,664,511	9,437,086,429	9,846,500,839	10,851,500,240	11,315,387,932	11,612,595,013	11,302,567,948	12,093,853,004
Total	353,706,288,631	357,070,776,604	361,335,730,058	369,573,183,709	370,506,280,978	374,586,638,412	379,052,288,914	384,923,862,073	389,388,153,175

Table 19: Age analysis of accounts – secured credit

Ageing	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
Current	3,167,658	3,128,611	2,985,293	2,968,562	2,790,143	2,602,972	2,573,322	2,562,699	2,566,018
30 Days	313,065	292,744	284,950	282,292	317,591	338,544	311,465	303,769	292,780
31-60 Days	172,732	162,864	155,937	147,367	154,767	155,329	143,448	139,681	128,398
61-90 Days	118,083	117,571	110,264	105,325	107,159	98,907	87,488	83,712	78,929
91-120 Days	93,412	100,511	92,319	89,114	88,991	99,486	93,928	88,797	65,587
120+ Days	539,398	526,834	570,621	590,939	553,303	598,643	626,064	628,178	574,826
Total	4,404,348	4,329,135	4,199,384	4,183,599	4,011,954	3,893,881	3,835,715	3,806,836	3,706,538

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

Ageing	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
Current	171,126,853,183	174,542,837,449	176,409,604,455	181,226,553,507	180,780,995,221	181,698,694,215	179,897,038,635	184,300,825,006	184,872,379,996
30 Days	12,723,709,767	11,261,484,802	10,350,696,878	10,296,384,704	11,692,558,289	11,034,135,277	11,442,963,928	11,316,947,343	11,573,306,042
31-60 Days	4,667,791,694	4,766,181,530	4,227,697,035	4,010,303,675	5,384,428,308	4,259,618,399	4,159,125,776	3,897,680,764	4,729,549,308
61-90 Days	2,734,988,145	2,899,798,991	2,665,813,212	2,532,796,229	3,020,835,969	2,895,855,099	2,739,523,709	2,584,699,615	2,895,609,022
91-120 Days	2,328,114,127	2,650,418,501	2,611,972,764	2,563,674,408	2,829,429,179	3,174,758,524	3,129,332,247	2,901,032,516	2,907,729,989
120+ Days	13,894,742,718	15,406,661,838	15,769,233,460	15,409,055,173	15,494,750,312	15,933,794,068	16,541,997,869	16,473,631,483	16,599,492,237
Total	207,476,199,634	211,527,383,111	212,035,017,804	216,038,767,696	219,202,997,278	218,996,855,582	217,909,982,164	221,474,816,727	223,578,066,594

Table 21: Age analysis of accounts – credit facilities

Ageing	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
Current	18,759,820	18,817,479	19,256,548	19,296,266	18,684,929	18,785,220	18,615,386	18,593,085	18,198,277
30 Days	2,605,532	2,453,610	2,302,177	2,428,395	2,463,909	2,263,093	2,228,869	2,303,944	2,280,170
31-60 Days	986,152	906,842	855,222	852,862	1,022,006	883,740	855,106	819,860	952,359
61-90 Days	620,176	613,021	580,001	576,740	660,079	615,145	584,720	543,923	609,039
91-120 Days	453,139	501,012	453,315	447,143	470,170	503,364	471,357	450,707	453,888
120+ Days	2,764,034	2,862,526	2,805,895	2,732,406	2,837,415	2,918,324	2,972,314	2,918,733	2,939,794
Total	26,188,853	26,154,490	26,253,158	26,333,812	26,138,508	25,968,886	25,727,752	25,630,252	25,433,527

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

Ageing	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
Current	118,397,798,500	113,137,846,454	114,655,385,618	117,552,102,340	118,456,580,759	119,462,982,488	121,378,852,223	123,770,691,648	125,274,883,107
30 Days	7,718,542,250	6,931,819,972	6,847,568,162	7,516,704,623	8,004,225,479	6,325,279,216	5,880,720,959	6,085,625,499	6,163,342,034
31-60 Days	4,131,801,882	3,967,356,672	3,495,795,156	3,480,231,545	3,790,674,465	3,707,426,615	3,485,606,265	3,264,958,873	3,633,811,698
61-90 Days	3,010,478,276	2,992,227,976	2,632,352,513	2,509,492,097	2,559,674,938	2,762,086,121	2,567,290,180	2,464,764,155	2,503,701,850
91-120 Days	1,809,885,571	2,415,817,632	2,094,343,479	1,955,794,315	1,854,697,544	2,806,780,614	2,946,816,299	2,959,389,450	2,053,806,064
120+ Days	31,569,595,456	33,227,884,222	32,035,071,953	31,671,930,181	30,498,216,175	27,657,766,082	26,908,975,775	26,095,037,154	26,115,299,508
Total	166,638,101,935	162,672,952,928	161,760,516,881	164,686,255,101	165,164,069,360	162,722,321,136	163,168,261,701	164,640,466,779	165,744,844,261

Table 23: Age analysis of accounts – unsecured credit

Ageing	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
Current	4,571,616	4,279,310	4,320,651	4,363,986	4,307,297	4,248,085	4,141,408	4,066,317	3,996,610
30 Days	441,792	391,098	377,591	414,200	419,749	368,634	295,643	283,374	272,703
31-60 Days	219,375	206,207	187,075	185,401	199,358	181,741	170,351	152,631	161,326
61-90 Days	158,878	161,029	142,296	133,744	132,491	138,823	125,617	114,593	111,079
91-120 Days	129,007	127,877	109,880	104,398	98,479	128,711	130,395	130,031	90,857
120+ Days	1,565,878	1,553,846	1,423,933	1,315,944	1,233,665	1,070,726	1,028,046	981,207	919,213
Total	7,086,546	6,719,367	6,561,426	6,517,673	6,391,039	6,136,720	5,891,460	5,728,153	5,551,788

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

Ageing	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)	2017-Q1 (R)
Current	1,354,396,380	2,166,529,107	2,264,943,971	2,648,131,574	2,132,976,152	1,945,970,796	2,057,386,790	2,186,451,210	1,910,246,852
30 Days	148,764,048	289,879,750	231,713,562	275,275,060	324,226,980	229,910,970	190,096,053	188,437,144	182,307,452
31-60 Days	97,197,213	147,225,952	102,165,832	129,596,983	176,643,931	131,695,111	128,471,166	121,913,290	127,129,839
61-90 Days	57,753,325	134,408,083	83,831,873	92,170,462	145,061,096	110,291,674	99,964,511	94,313,568	100,291,334
91-120 Days	41,028,835	119,661,367	77,026,687	63,826,159	80,325,174	94,436,131	81,435,682	77,250,218	68,977,757
120+ Days	327,273,565	469,594,834	474,764,826	428,649,200	232,016,572	520,166,313	271,506,178	269,415,234	277,979,311
Total	2,026,413,366	3,327,299,093	3,234,446,751	3,637,649,438	3,091,249,905	3,032,470,995	2,828,860,380	2,937,780,664	2,666,932,545

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

Ageing	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
Current	651,343	1,016,700	1,029,614	952,417	765,919	763,648	809,028	811,516	710,109
30 Days	64,496	113,679	97,720	95,139	119,236	102,422	84,571	76,272	72,802
31-60 Days	36,536	52,658	43,002	44,324	56,482	48,121	54,037	51,666	57,403
61-90 Days	21,316	42,199	31,443	30,843	43,216	35,100	35,470	34,759	38,304
91-120 Days	14,939	33,328	23,903	19,697	22,663	26,714	23,797	25,040	27,294
120+ Days	134,763	164,194	151,527	152,142	115,431	292,078	82,558	83,529	88,005
Total	923 393	1,422,758	1,377,209	1,294,562	1,122,947	1,268,083	1,089,461	1,082,782	993,917

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

Ageing	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
Current	29,433,286,777	30,473,045,580	29,172,856,488	30,999,620,560	33,854,961,449	34,831,818,092	38,484,041,075	39,575,910,283	39,935,067,230
30 Days	769,377,145	759,200,358	839,496,633	759,535,846	1,054,352,600	1,097,411,237	945,201,281	948,155,714	1,125,787,199
31-60 Days	249,399,567	253,420,809	269,979,155	237,905,348	261,817,852	312,060,411	321,304,425	347,623,234	411,821,267
61-90 Days	153,351,727	143,744,628	144,747,947	149,997,426	146,472,925	164,413,912	157,898,064	162,489,814	178,293,353
91-120 Days	139,189,661	116,491,976	113,275,237	106,894,295	110,641,815	113,461,451	122,061,311	126,698,402	138,181,351
120+ Days	1,723,541,871	1,752,877,787	1,708,820,087	1,313,136,749	1,456,878,512	1,363,775,876	1,313,958,468	1,333,924,596	1,375,812,945
Total	32,468,146,748	33,498,781,138	32,249,175,547	33,567,090,224	36,885,125,153	37,882,940,979	41,344,464,624	42,494,802,043	43,164,963,345

Table 27: Age analysis of accounts – developmental credit

Ageing	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1
Current	1,124,071	798,960	1,019,634	1,043,198	1,063,554	1,060,396	1,100,541	1,111,832	1,213,359
30 Days	15,824	14,820	27,163	28,064	24,449	26,302	6,959	6,248	6,847
31-60 Days	6,646	8,433	4,453	6,439	7,786	8,689	7,237	8,223	8,108
61-90 Days	4,138	5,513	2,465	5,207	4,651	5,431	4,809	6,213	4,720
91-120 Days	3,124	6,116	1,887	4,370	3,999	4,066	3,953	5,129	3,754
120+ Days	33,050	26,769	29,661	34,723	36,601	31,508	35,504	37,558	39,427
Total	1,186,853	860,611	1,085,263	1,122,001	1,141,040	1,136,392	1,159,003	1,175,203	1,276,215

