

# 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 R117.51 billion to R123.40 billion for the quarter ended December 2016, an increase of 5.01% when compared to the previous quarter and a decrease of 0.60% year on year. The number of applications for credit increased by 440,000 from 10.08 million in September 2016 to 10.52 million in December 2016, representing an increase of 4.36% for the quarter. The rejection rate for applications was 52.39%.

The Banks' share of total granted was R92.60 billion (75.04%), Retailers R4.91 billion (3.98%), Non Bank financiers R11.77 billion (9.54%) and "Other credit providers" R14.12 billion (11.44%). 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 2016 was R1.69 trillion, representing a quarter-on-quarter growth of 1.21%. The number of accounts decreased by 0.73% for the quarter ended December 2016. Mortgages accounted for R875.29 billion (51.74%); "Secured credit agreements" for R384.92 billion (22.75%); Credit facilities for R221.47 billion (13.09%); Unsecured credit for R164.64 billion (9.73%); Developmental credit for R42.49 billion (2.51%) and Short-term credit for R2.94 billion (0.17%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended December 2016

- The value of mortgages granted increased by 2.09% quarter-on-quarter from R36.58 billion to R37.34 billion;



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- Secured credit granted increased from R37.57 billion for September 2016 to R42.19 billion for December 2016 (a quarter-on-quarter increase of 12.30%);
- Unsecured credit agreements increased from R22.65 billion for September 2016 to R23.05 billion for December 2016 (a quarter-on-quarter increase of 1.79%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased by 10.02% quarter-on-quarter from R13.57 billion to R14.93 billion;
- Short-term credit showed a quarter-on-quarter increase of 8.54% from R3.13 billion to R3.40 billion;
- Developmental credit showed a quarter-on-quarter decrease of 38.05% from R4.02 billion to R2.49 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 2016 (2016-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 2015 to the quarter ended December 2016 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended September 2016 to the quarter ended December 2016. The totals reported in the “Credit granted” sections do not add up to the totals reported in the “Level of income” sections due to loans granted to juristic persons where the level of income is not reported by credit providers. This applies to all the credit types reflected in this report.

## 1. Market overview

The value of the outstanding gross debtors book as depicted in Figure 1.1 increased by R20.21 billion (1.21%) for the quarter ended December 2016. The value of credit granted to consumers increased by R5.89 billion (5.01%) from R117.51 billion to R123.40 billion for the quarter ended December 2016.

Figure 1.1 Total credit granted and gross debtors book at December 2016

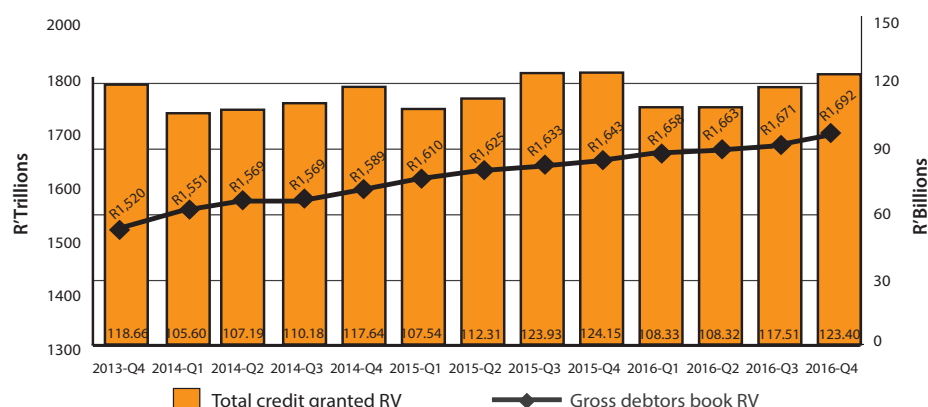


Table 1.1: Credit granted

Agreements	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	% Change (Q4/Q3)	% Change (Y/Y)
Credit transactions	110,179,397	95,022,336	96,268,376	103,939,423	108,469,264	4.36%	-1.55%
Credit facilities	13,967,635	13,308,871	12,051,903	13,573,384	14,933,424	10.02%	6.91%
<b>Total</b>	<b>124,147,032</b>	<b>108,331,207</b>	<b>108,320,278</b>	<b>117,512,808</b>	<b>123,402,689</b>	<b>5.01%</b>	<b>-0.60%</b>

### 1.1 Credit granted

The value of consumer credit granted for the quarter ended December 2016 showed an increase of R5.89 billion (5.01%) when compared to the quarter ended September 2016 as depicted in Table 1.1. On a year on year basis the value of credit granted declined by R744.43 million (0.60%).

Table 1.2: Credit granted – number of agreements

Agreements	2015-Q4 000	2016-Q1 000	2016-Q2 000	2016-Q3 000	2016-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of credit transactions	3,704	2,814	2,419	2,584	2,732	5.73%	-26.25%
Number of credit facilities	1,711	1,960	2,090	2,077	2,035	-2.05%	18.94%
<b>Total</b>	<b>5,415</b>	<b>4,774</b>	<b>4,509</b>	<b>4,661</b>	<b>4,767</b>	<b>2.26%</b>	<b>-11.97%</b>

The total number of credit agreements entered into was 4.77 million for the quarter ended December 2016. This was an increase of 2.26% 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 11.97%.

Table 1.3: Credit granted – per industry

Agreements	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	96,524,792	81,463,176	83,895,115	88,338,117	92,600,879	75.04%	4.83%	-4.07%
Non-bank vehicle financiers	11,089,597	8,924,954	10,115,317	10,586,568	11,774,985	9.54%	11.23%	6.18%
Retailers	3,687,792	2,938,713	2,972,729	4,255,821	4,905,711	3.98%	15.27%	33.03%
Other credit providers	12,844,851	15,004,364	11,337,116	14,332,301	14,121,114	11.44%	-1.47%	9.94%
<b>Total</b>	<b>124,147,032</b>	<b>108,331,207</b>	<b>108,320,278</b>	<b>117,512,808</b>	<b>123,402,689</b>	<b>100.00%</b>	<b>5.01%</b>	<b>-0.60%</b>

Banks accounted for 75.04% of the total value of credit granted for the quarter ended December 2016 as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (9.54%), retailers (3.98%) and other credit providers (11.44%).

Table 1.4: Number of applications received and rejected

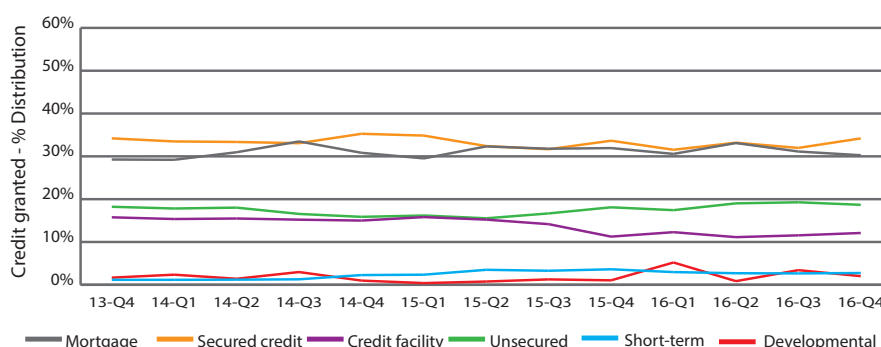
Agreements	2015-Q4 000	2016-Q1 000	2016-Q2 000	2016-Q3 000	2016-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of applications received	11,317	9,990	9,951	10,084	10,524	4.36%	-7.01%
Number of applications rejected	5,890	5,371	5,417	5,334	5,514	3.36%	-6.39%
<b>% of applications rejected</b>	<b>52.05%</b>	<b>53.76%</b>	<b>54.44%</b>	<b>52.90%</b>	<b>52.39%</b>		

The rejection rate decreased from 52.90% for the quarter ended September 2016 to 52.39% for the quarter ended December 2016 as indicated in Table 1.4. The number of applications received increased by 4.36% and the number of applications rejected increased by 3.36% for the quarter ended December 2016.

Table 1.5: Credit granted – credit type

Agreements	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	39,638,417	33,117,940	35,867,070	36,578,163	37,342,883	30.26%	2.09%	-5.79%
Secured credit	41,772,337	34,162,984	35,956,471	37,566,481	42,187,684	34.19%	12.30%	0.99%
Credit facilities	13,967,635	13,308,871	12,051,903	13,573,384	14,933,424	12.10%	10.02%	6.91%
Unsecured credit	22,466,738	18,878,324	20,603,334	22,647,455	23,052,711	18.68%	1.79%	2.61%
Short-term credit	4,492,852	3,214,364	2,919,345	3,129,516	3,396,784	2.75%	8.54%	-24.40%
Developmental credit	1,809,053	5,648,723	922,157	4,017,809	2,489,202	2.02%	-38.05%	37.60%
<b>Total</b>	<b>124,147,032</b>	<b>108,331,207</b>	<b>108,320,278</b>	<b>117,512,808</b>	<b>123,402,689</b>	<b>100.00%</b>	<b>5.01%</b>	<b>-0.60%</b>

Figure 1.2: Credit granted – percentage distribution



The Unsecured credit share of total credit granted increased from R22.65 billion for the quarter ended September 2016 to R23.05 billion for the quarter ended December 2016 as indicated in Table 1.5 and Figure 1.2. Mortgages' share of total credit granted increased from R36.58 billion for the quarter ended September 2016 to R37.34 billion for the quarter ended December 2016.

Table 1.6: Gross debtors book – credit type

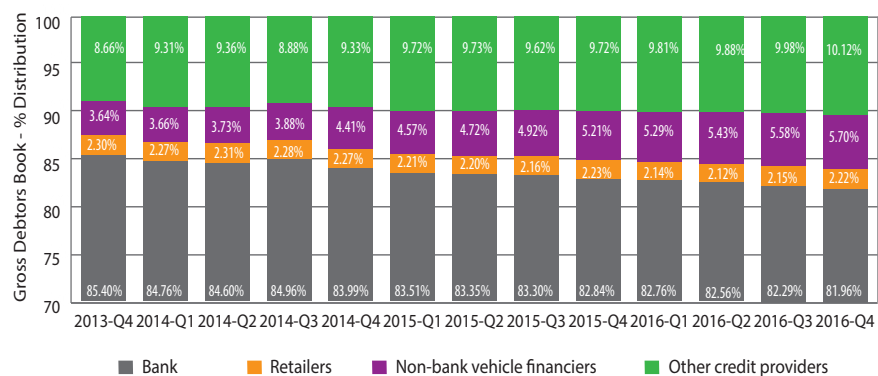
Agreements	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	855,771,031	863,372,793	866,070,424	867,252,540	875,294,487	51.74%	0.93%	2.28%
Secured credit	369,573,184	370,506,281	374,586,638	379,052,289	384,923,862	22.75%	1.55%	4.15%
Credit facilities	216,038,768	219,202,997	218,996,856	217,909,982	221,474,817	13.09%	1.64%	2.52%
Unsecured credit	164,686,255	165,164,069	162,722,321	163,168,262	164,640,467	9.73%	0.90%	-0.03%
Short-term credit	3,637,649	3,091,250	3,032,471	2,828,860	2,937,781	0.17%	3.85%	-19.24%
Developmental Credit	33,567,090	36,885,125	37,882,941	41,344,465	42,494,802	2.51%	2.78%	26.60%
<b>Total</b>	<b>1,643,273,977</b>	<b>1,658,222,516</b>	<b>1,663,291,651</b>	<b>1,671,556,397</b>	<b>1,691,766,215</b>	<b>100.00%</b>	<b>1.21%</b>	<b>2.95%</b>

There was a q-o-q growth of R20.21 billion (1.21%) in the value of gross debtors book for the period ended December 2016 as indicated in Table 1.6. The corresponding y-o-y growth was R48.49 billion (2.95%). The Mortgage credit book grew by R8.04 billion (0.93%) q-o-q and by R19.52 billion (2.28%) on a y-o-y basis. The Secured book grew by R5.87 billion (1.55%) q-o-q and by R15.35 billion (4.15%) on a y-o-y basis.

Table 1.7: Gross debtors book – industry type

Industry	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	1 361 226,785	1,372,295,561	1,373,255,171	1,375,553,447	1,386,597,645	81.96%	0.80%	1.86%
Retailers	36,701,223	35,560,391	35,298,222	35,895,469	37,528,696	2.22%	4.55%	2.25%
Non-bank vehicle financiers	85,607,679	87,711,398	90,396,445	93,312,822	96,485,098	5.70%	3.40%	12.71%
Other credit providers	159,738,291	162,655,166	164,341,814	166,794,660	171,154,776	10.12%	2.61%	7.15%
<b>Total</b>	<b>1,643,273,977</b>	<b>1,658,222,516</b>	<b>1,663,291,651</b>	<b>1,671,556,397</b>	<b>1,691,766,215</b>	<b>100.00%</b>	<b>1.21%</b>	<b>2.95%</b>

Figure 1.3: Gross debtors book – industry type



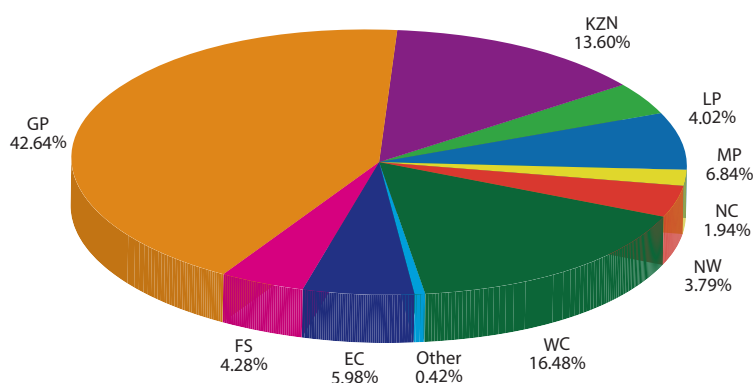
There was an increase q-o-q (1.21%) and y-o-y (2.95%) in the gross debtors book per industry type as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.8: Gross debtors book – number of accounts

Agreements	2015-Q4 000	2016-Q1 000	2016-Q2 000	2016-Q3 000	2016-Q4 000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	1,790	1,784	1,771	1,758	1,750	4.47%	-0.42%	-2.20%
Secured credit	4,184	4,012	3,894	3,836	3,807	9.72%	-0.75%	-9.01%
Credit facilities	26,334	26,139	25,969	25,728	25,630	65.43%	-0.38%	-2.67%
Unsecured credit	6,518	6,391	6,137	5,891	5,728	14.62%	-2.77%	-12.11%
Short-term credit	1,295	1,123	1,268	1,089	1,083	2.76%	-0.61%	-16.36%
Developmental credit	1,122	1,141	1,136	1,159	1,175	3.00%	1.40%	4.74%
<b>Total</b>	<b>41,241</b>	<b>40,589</b>	<b>40,175</b>	<b>39,461</b>	<b>39,174</b>	<b>100.00%</b>	<b>-0.73%</b>	<b>-5.01%</b>

The number of accounts that make up the debtors book decreased by 0.73% from 39.46 million to 39.17 million for the quarter ended December 2016. The total number of accounts decreased by 5.01% on a y-o-y basis. Credit facilities had a biggest share of 65.43% of the total number of accounts for the quarter ended December 2016 as indicated in Table 1.8.

Figure 1.4: Provincial distribution of credit granted – 2016-Q4



A significant portion of credit granted went to consumers in the Gauteng province R52.62 billion (42.64%). The Western Cape and Kwazulu Natal accounted for R20.33 billion (16.48%) and R16.79 billion (13.60%) respectively. The remaining provinces constituted R33.66 billion (27.28%) as illustrated in Figure 1.4.

## 2. Mortgage agreements

### 2.1 Mortgages granted

Table 2.1: Mortgages granted – size of agreements

Agreements	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	22,353	19,944	18,936	13,480	13,213	0.04%	-1.98%	-40.89%
R51K-R100K	130,106	117,628	115,649	105,697	113,876	0.30%	7.74%	-12.47%
R101K-R150K	178,192	153,898	152,063	141,338	161,838	0.43%	14.50%	-9.18%
R151K-R350K	1,504,347	1,249,056	1,280,760	1,245,914	1,252,312	3.35%	0.51%	-16.75%
R351K-R700K	7,356,590	6,167,364	6,636,644	6,724,773	6,796,213	18.20%	1.06%	-7.62%
≥R700K	30,446,828	25,410,049	27,663,018	28,346,960	29,005,430	77.67%	2.32%	-4.73%
<b>Total</b>	<b>39,638,417</b>	<b>33,117,940</b>	<b>35,867,070</b>	<b>36,578,163</b>	<b>37,342,883</b>	<b>100.00%</b>	<b>2.09%</b>	<b>-5.79%</b>

The rand value of mortgage agreements granted increased by 2.09% for the quarter ended December 2016 as indicated in Table 2.1. The majority (77.67%) of mortgage agreements granted during the December 2016 quarter were in excess of R700K. All categories declined on a year on year basis.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	640	559	524	374	382	0.97%	2.14%	-40.31%
R51K-R100K	1,609	1,454	1,422	1,295	1,387	3.51%	7.10%	-13.80%
R101K-R150K	1,340	1,161	1,152	1,070	1,159	2.93%	8.32%	-13.51%
R151K-R350K	5,682	4,722	4,839	4,699	4,698	11.88%	-0.02%	-17.32%
R351K-R700K	14,016	11,695	12,566	12,844	12,936	32.72%	0.72%	-7.71%
≥ R700K	19,856	16,891	18,339	18,555	18,979	48.00%	2.29%	-4.42%
<b>Total</b>	<b>43,143</b>	<b>36,482</b>	<b>38,842</b>	<b>38,837</b>	<b>39,541</b>	<b>100.00%</b>	<b>1.81%</b>	<b>-8.35%</b>

The number of mortgage agreements entered into increased by 1.81% for the quarter ended December 2016 as indicated in Table 2.2. The majority (80.72%) of mortgages were granted in favour of larger sized credit agreements (≥R351). On a y-o-y basis mortgage agreements declined by 8.35%.

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

Level of income	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K	537	444	449	439	377
% share of credit granted	1.24%	1.22%	1.16%	1.13%	0.95%
R10.1K-R15K	2,415	1,809	1,901	1,908	1,568
% share of credit granted	5.60%	4.96%	4.89%	4.91%	3.97%
>R15K	40,191	34,229	36,491	36,490	37,596
% share of credit granted	93.16%	93.82%	93.95%	93.96%	95.08%
<b>Total number of mortgages</b>	<b>43,143</b>	<b>36,482</b>	<b>38,841</b>	<b>38,837</b>	<b>39,541</b>

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

Level of income	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K (R000)	142,431	119,316	121,914	135,984	130,372
% share of credit granted	0.36%	0.36%	0.34%	0.37%	0.35%
R10.1K-R15K (R000)	837,291	614,843	645,553	663,645	556,567
% share of credit granted	2.11%	1.86%	1.80%	1.81%	1.49%
>R15K (R000)	38,658,695	32,383,780	35,098,853	35,778,534	36,655,944
% share of credit granted	97.53%	97.78%	97.86%	97.81%	98.16%
<b>Total value of mortgages(R000)</b>	<b>39,638,417</b>	<b>33,117,940</b>	<b>35,866,320</b>	<b>36,578,163</b>	<b>37,342,883</b>

## 2.2 Mortgages granted by level of income<sup>1</sup>

Table 2.3 and 2.4 showed that the majority of mortgages granted for the December 2016 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.



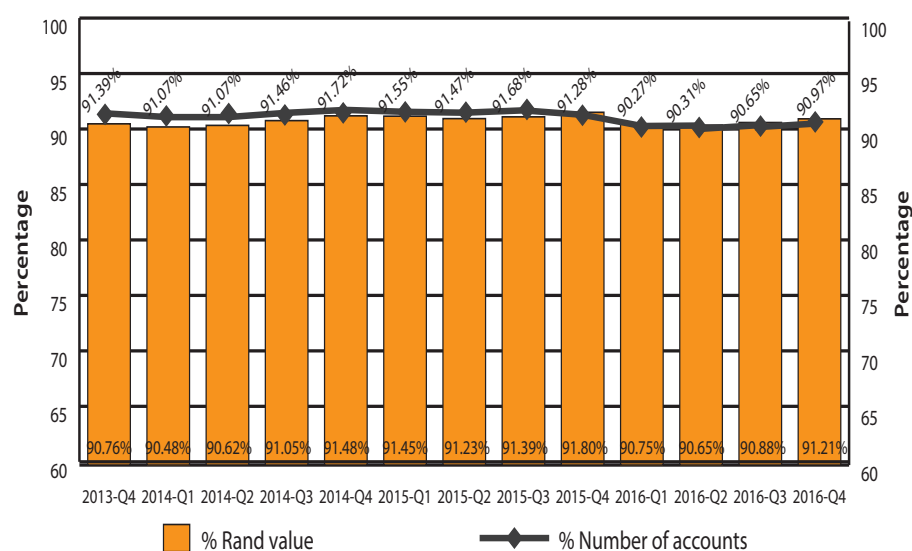
Table 2.5: Gross debtors book – mortgages

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	855,771,031	863,372,793	866,070,424	867,252,540	875,294,487	0.93%	2.28%
Number of accounts	1,789,815	1,783,596	1,771,089	1,757,822	1,750,355	-0.42%	-2.20%

## 2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed an increase of R8.04 billion (0.93%) on a q-o-q and by R19.52 billion (2.28%) on a y-o-y basis. The number of accounts decreased by 0.42% q-o-q and by 2.20% 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” increased from 90.88 % for the quarter ended September 2016 to 91.21% for the quarter ended December 2016. The number of accounts reported as “current” increased from 90.65 to 90.97 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	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	37,253,138	31,006,234	32,724,903	34,371,445	37,256,900	88.31%	8.39%
Retirement benefits	433,163	395,180	422,739	349,832	341,184	0.81%	-2.47%
Insurance policy	175,322	186,419	170,549	145,316	160,470	0.38%	10.43%
Furniture & other durables	1,852,377	854,291	900,268	989,469	1,541,992	3.66%	55.84%
Other security	2,058,338	1,720,861	1,738,011	1,710,421	2,887,138	6.84%	68.80%
<b>Total</b>	<b>41,772,337</b>	<b>34,162,984</b>	<b>35,956,471</b>	<b>37,566,481</b>	<b>42,187,684</b>	<b>100.00%</b>	<b>12.30%</b>

As indicated in Table 3.1 the value of secured credit granted increased by R4.62 billion (12.30%) on a q-o-q basis. Vehicles as a form of security continued to dominate secured credit at R37.26 billion (88.31%).

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

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)
Vehicle	156,954	128,390	131,708	136,950	145,526	47.13%	6.26%
Retirement benefits	4,378	4,106	4,423	3,265	2,941	0.95%	-9.92%
Insurance policy	9,176	10,491	9,646	8,806	8,982	2.91%	2.00%
Furniture & other durables	186,753	90,362	96,246	100,560	145,614	47.16%	44.80%
Other security	3,922	4,175	5,118	5,416	5,706	1.85%	5.35%
<b>Total</b>	<b>361,183</b>	<b>237,524</b>	<b>247,141</b>	<b>254,997</b>	<b>308,769</b>	<b>100.00%</b>	<b>21.09%</b>

Table 3.2. indicated an increase in the number of secured credit agreements by 21.09% for the quarter ended December 2016. Vehicles (88.31%) as a form of security had the biggest share in rand value, but Furniture & other durable (47.16%) 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	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K	155,655	75,273	76,330	78,501	115,135
% share of credit granted	43.34%	32.09%	31.21%	31.08%	37.57%
R10.1K-R15K	43,019	28,526	29,339	28,974	34,062
% share of credit granted	11.98%	12.16%	11.99%	11.47%	11.12%
>R15K	160,472	130,781	138,931	145,107	157,225
% share of credit granted	44.68%	55.75%	56.80%	57.45%	51.31%
<b>Total number of secured credit agreements</b>	<b>359,146</b>	<b>234,580</b>	<b>244,600</b>	<b>252,582</b>	<b>306,422</b>

There was an increase in the percentage share of the numbers of secured credit agreements for individuals with a gross monthly income of "Up to R10K" from 31.08% to 37.57% for the quarter ended December 2016 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" decreased from 57.45% to 51.31% for the quarter ended December 2016.

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

Level of income	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K (R000)	2,714,544	1,514,862	1,504,384	1,497,904	1,861,668
% share of credit granted	6.64%	4.54%	4.28%	4.07%	4.50%
R10.1K-R15K (R000)	3,651,128	2,688,122	2,738,169	2,661,527	2,899,333
% share of credit granted	8.93%	8.06%	7.79%	7.22%	7.01%
>R15K (R000)	34,506,646	29,146,625	30,911,176	32,679,200	36,614,755
% share of credit granted	84.43%	87.40%	87.93%	88.71%	88.49%
Total value of secured credit (R000)	40,872,318	33,349,609	35,153,729	36,838,631	41,375,756

Individuals with a gross monthly income of “Greater than R15K” had the biggest rand value share for secured credit granted for quarter ended December 2016 as indicated in Table 3.4.

### 3.3 Gross debtors book – secured credit.

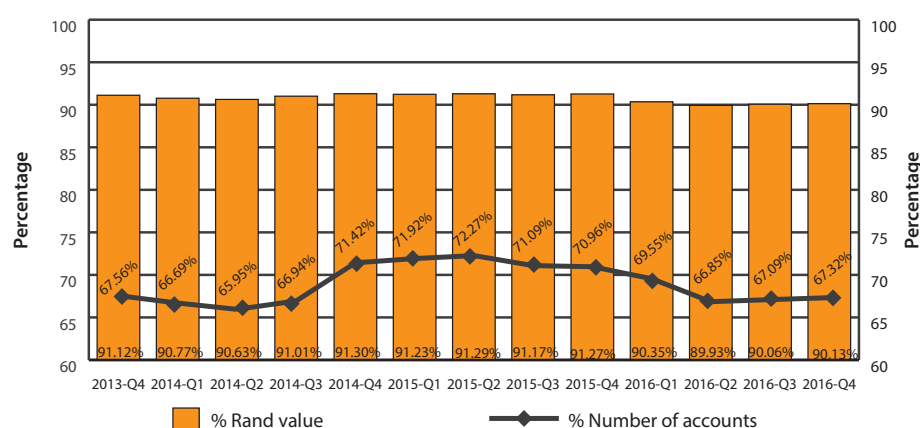
Table 3.5: Gross debtors book – secured credit

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	369,573,184	370,506,281	374,586,638	379,052,289	384,923,862	1.55%	4.15%
Number of accounts	4,183,599	4,011,954	3,893,881	3,835,715	3,806,836	-0.75%	-9.01%

The rand value of the gross debtors book for secured credit showed an increase of R5.87 billion (1.55%) for the quarter ended December 2016 and by R15.35 billion (4.15%) on a y-o-y basis. The number of accounts decreased by 0.75% q-o-q and by 9.01% 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 90.06% for the quarter ended September 2016 to 90.13% for the quarter ended December 2016. The number of accounts reported as “current” increased from 67.09% to 67.32% 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	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	4,818,231	4,686,096	4,276,444	4,994,844	5,648,847	37.83%	13.09%	17.24%
Bank overdraft	4,354,172	3,506,648	2,829,680	3,284,505	3,233,546	21.65%	-1.55%	-25.74%
Services	160,046	266,052	312,508	359,417	69,027	0.46%	-80.79%	-56.87%
Store cards	3,266,853	3,111,880	3,484,870	3,704,882	3,869,195	25.91%	4.44%	18.44%
Other facilities	1,368,332	1,738,195	1,148,401	1,229,735	2,112,810	14.15%	71.81%	54.41%
<b>Total</b>	<b>13,967,635</b>	<b>13,308,871</b>	<b>12,051,903</b>	<b>13,573,384</b>	<b>14,933,424</b>	<b>100.00%</b>	<b>10.02%</b>	<b>6.91%</b>

Table 4.2: Credit facilities granted – number of agreements

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	257,944	284,212	241,210	254,808	306,182	15.05%	20.16%	18.70%
Bank overdraft	111,966	101,387	95,150	94,318	81,657	4.01%	-13.42%	-27.07%
Services	2,286	3,093	3,233	2,720	3,713	0.18%	36.51%	62.42%
Store cards	1,221,624	1,356,673	1,576,397	1,528,847	1,473,644	72.42%	-3.61%	20.63%
Other facilities	117,015	214,655	173,956	196,733	169,638	8.34%	-13.77%	44.97%
<b>Total</b>	<b>1,710,835</b>	<b>1,960,020</b>	<b>2,089,946</b>	<b>2,077,426</b>	<b>2,034,834</b>	<b>100.00%</b>	<b>-2.05%</b>	<b>18.94%</b>

Credit and garage cards received R5.65 billion of the total rand value of credit facilities granted (R14.93 billion), followed by store cards at R3.87 billion for the quarter ended December 2016 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R965.79 million (6.91%). Table 4.2 indicated that the store cards (72.42%) dominated the number of agreements for the quarter ended December 2016.

### 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	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K	1,032,644	1,216,037	1,316,295	1,263,346	1,228,198
% share of credit granted	60.44%	62.11%	63.06%	60.92%	60.46%
R10.1K-R15K	206,997	230,386	246,855	251,725	239,226
% share of credit granted	12.12%	11.77%	11.83%	12.14%	11.78%
>R15K	468,908	511,498	524,264	558,849	564,014
% share of credit granted	27.44%	26.12%	25.12%	26.95%	27.76%
<b>Total number of credit facilities</b>	<b>1,708,549</b>	<b>1,957,921</b>	<b>2,087,414</b>	<b>2,073,920</b>	<b>2,031,438</b>

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

Level of income	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K (R000)	2,590,268	2,584,093	2,701,367	2,858,329	2,849,569
% share of credit granted	19.01%	19.94%	23.07%	21.73%	19.63%
R10.1K-R15K (R000)	1,260,111	1,158,465	1,136,148	1,214,548	1,335,725
% share of credit granted	9.25%	8.94%	9.70%	9.24%	9.20%
>R15K (R000)	9,773,652	9,217,381	7,870,151	9,078,075	10,329,645
% share of credit granted	71.74%	71.12%	67.22%	69.03%	71.17%
<b>Total value of credit facilities (R000)</b>	<b>13,624,031</b>	<b>12,959,939</b>	<b>11,707,666</b>	<b>13,150,952</b>	<b>14,514,939</b>

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 December 2016.

### 4.3 Gross debtors book – credit facilities

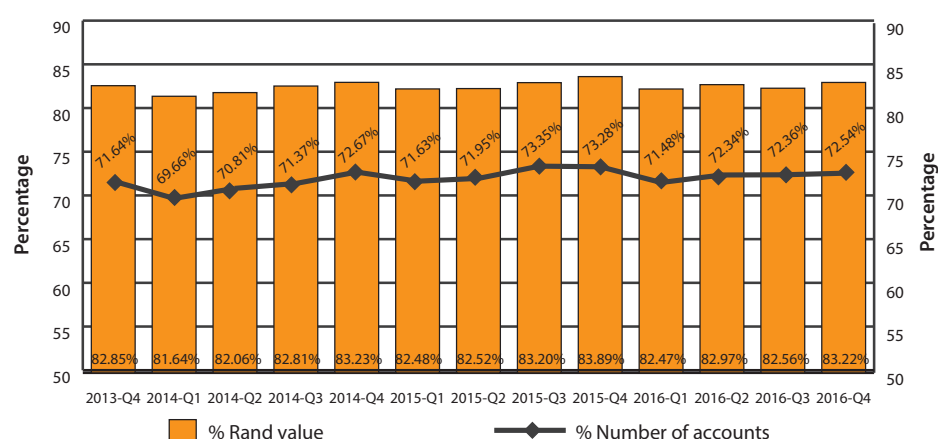
Table 4.5: Gross debtors book – credit facilities

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	216,038,768	219,202,997	218,996,856	217,909,982	221,474,817	1.64%	2.52%
Number of accounts	26,333,812	26,138,508	25,968,886	25,727,752	25,630,252	-0.38%	-2.67%

The rand value of the gross debtors book for credit facilities showed an increase of R3.56 billion (1.64%) q-o-q and by R5.44 billion (2.52%) on a y-o-y basis. The number of accounts decreased by 0.38% q-o-q and by 2.67% 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” increased from 82.56% for the quarter ended September 2016 to 83.22% for the quarter ended December 2016. The number of accounts reported as “current” increased from 72.36% to 72.54% 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	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	301,398	276,315	284,195	319,160	345,529	1.50%	8.26%	14.64%
7-12 Months	1,831,421	1,475,141	1,774,733	2,180,321	1,922,155	8.34%	-11.84%	4.95%
13-18 Months	1,075,969	904,900	793,752	727,793	749,601	3.25%	3.00%	-30.33%
19-24 Months	1,941,411	1,562,505	1,578,541	1,632,743	1,809,927	7.85%	10.85%	-6.77%
25-36 Months	3,706,265	2,978,657	3,234,285	3,358,548	3,436,718	14.91%	2.33%	-7.27%
3.1-5 Years	12,125,952	10,267,202	11,374,981	12,709,363	12,978,124	56.30%	2.11%	7.03%
5.1-10 +Years	1,484,322	1,413,605	1,562,846	1,719,528	1,810,656	7.85%	5.30%	21.99%
<b>Total</b>	<b>22,466,738</b>	<b>18,878,324</b>	<b>20,603,334</b>	<b>22,647,455</b>	<b>23,052,711</b>	<b>100.00%</b>	<b>1.79%</b>	<b>2.61%</b>

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

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	80,830	61,649	62,080	65,113	68,415	8.41%	5.07%	-15.36%
7-12 Months	229,696	195,128	202,412	206,179	208,792	25.66%	1.27%	-9.10%
13-18 Months	181,688	138,740	80,267	51,762	53,760	6.61%	3.86%	-70.41%
19-24 Months	156,879	124,843	106,892	98,249	104,411	12.83%	6.27%	-33.44%
25-36 Months	153,862	118,982	125,404	123,816	120,953	14.86%	-2.31%	-21.39%
3.1-5 Years	250,243	214,232	221,362	235,539	232,221	28.54%	-1.41%	-7.20%
5.1-10 +Years	21,299	19,793	21,032	22,636	25,141	3.09%	11.07%	18.04%
<b>Total</b>	<b>1,074,497</b>	<b>873,367</b>	<b>819,449</b>	<b>803,294</b>	<b>813,693</b>	<b>100.00%</b>	<b>1.29%</b>	<b>-24.27%</b>

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	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	376,319	320,260	242,470	185,246	179,764	0.78%	-2.96%	-52.23%
R3.1K-R5K	496,166	408,143	308,271	277,089	289,113	1.25%	4.34%	-41.73%
R5.1K-R8K	668,565	520,871	510,835	482,499	540,178	2.34%	11.95%	-19.20%
R8.1K-R10K	864,865	713,757	732,989	762,372	808,182	3.51%	6.01%	-6.55%
R10.1K-R15K	1,353,419	1,076,253	1,268,106	1,366,230	1,301,663	5.65%	-4.73%	-3.82%
> R15.1K	18,707,405	15,839,040	17,540,663	19,574,019	19,933,812	86.47%	1.84%	6.56%
<b>Total</b>	<b>22,466,738</b>	<b>18,878,324</b>	<b>20,603,334</b>	<b>22,647,455</b>	<b>23,052,711</b>	<b>100.00%</b>	<b>1.79%</b>	<b>2.61%</b>

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

Number of agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	258,292	204,827	142,127	107,907	101,426	12.46%	-6.01%	-60.73%
R3.1K-R5K	117,615	96,462	72,151	65,040	67,957	8.35%	4.48%	-42.22%
R5.1K-R8K	105,329	82,704	79,123	73,812	83,105	10.21%	12.59%	-21.10%
R8.1K-R10K	92,213	76,300	78,411	81,734	86,616	10.64%	5.97%	-6.07%
R10.1K-R15K	107,892	86,486	101,420	109,472	104,400	12.83%	-4.63%	-3.24%
> R15.1K	393,156	326,588	346,217	365,329	370,189	45.49%	1.33%	-5.84%
<b>Total</b>	<b>1,074,497</b>	<b>873,367</b>	<b>819,449</b>	<b>803,294</b>	<b>813,693</b>	<b>100.00%</b>	<b>1.29%</b>	<b>-24.27%</b>

Unsecured credit granted for agreements in excess of R15k dominated both in rand values and numbers at 86.47% and 45.49% respectively for the quarter ended December 2016.

## 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	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K	525,998	406,378	378,581	366,855	364,549
% share of credit granted	48.96%	46.53%	46.20%	45.68%	44.81%
R10.1K-R15K	172,359	145,923	147,231	147,812	149,978
% share of credit granted	16.04%	16.71%	17.97%	18.40%	18.43%
>R15K	376,047	320,987	293,575	288,512	299,070
% share of credit granted	35.00%	36.76%	35.83%	35.92%	36.76%
<b>Total number of unsecured credit</b>	<b>1,074,404</b>	<b>873,288</b>	<b>819,387</b>	<b>803,179</b>	<b>813,597</b>

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

Level of income	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K (R000)	7,055,370	5,325,486	5,345,747	5,635,411	5,691,429
% share of credit granted	31.41%	28.21%	25.95%	24.88%	24.69%
R10.1K-R15K (R000)	4,231,837	3,486,911	3,775,034	4,101,972	4,202,439
% share of credit granted	18.84%	18.47%	18.32%	18.11%	18.23%
>R15K (R000)	11,178,063	10,064,019	11,480,701	12,908,754	13,156,926
% share of credit granted	49.76%	53.32%	55.73%	57.00%	57.08%
<b>Total value of unsecured credit (R000)</b>	<b>22,465,270</b>	<b>18,876,416</b>	<b>20,601,482</b>	<b>22,646,137</b>	<b>23,050,793</b>

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 45.68% for the quarter ended September 2016 to 44.80% for the quarter ended December 2016 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 57.00% to 57.08% for the same period as indicated in Table 5.6.

### 5.3 Gross debtors book – unsecured credit

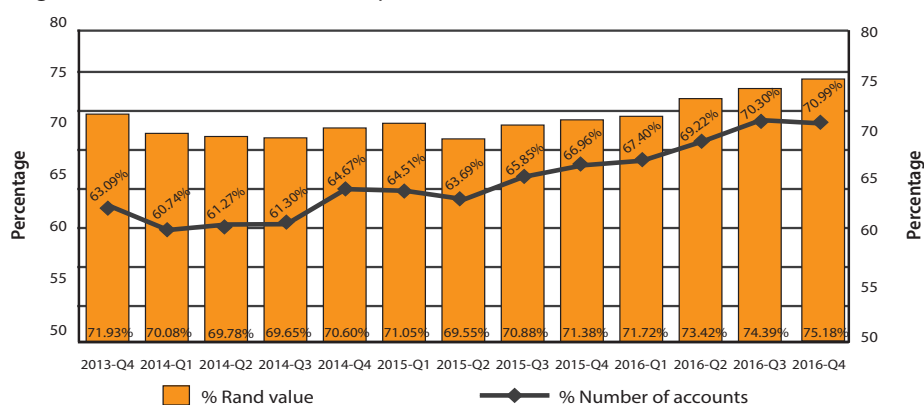
Table 5.7: Gross debtors book – unsecured credit

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	164,686,255	165,164,069	162,722,321	163,168,262	164,640,467	0.90%	-0.03%
Number of accounts	6,517,673	6,391,039	6,136,720	5,891,460	5,728,153	-2.77%	-12.11%

The rand value of gross debtors book for unsecured credit increased by R1.47 billion (0.90%) q-o-q, but decreased by R45.79 million (0.03%) on a y-o-y basis. The number of accounts decreased by 2.77% q-o-q and by 12.11% 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 74.39% for the quarter ended September 2016 to 75.18% for the quarter ended December 2016. The number of accounts reported as “current” increased from 70.30% to 70.99% 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	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	2,540,966	1,685,860	1,264,196	1,450,461	1,710,595	50.36%	17.93%	-32.68%
2-3 Months	238,754	205,664	238,606	230,814	230,323	6.78%	-0.21%	-3.53%
4-6 Months	1,713,132	1,322,840	1,416,542	1,448,240	1,455,866	42.86%	0.53%	-15.02%
<b>Total</b>	<b>4,492,852</b>	<b>3,214,364</b>	<b>2,919,345</b>	<b>3,129,516</b>	<b>3,396,784</b>	<b>100.00%</b>	<b>8.54%</b>	<b>-24.40%</b>

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

Agreements per repayment period	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	1,490,931	962,261	703,936	802,767	933,975	61.77%	16.34%	-37.36%
2-3 Months	85,371	77,012	92,257	88,862	84,319	5.58%	-5.11%	-1.23%
4-6 Months	600,289	470,504	500,070	502,714	493,826	32.66%	-1.77%	-17.74%
<b>Total</b>	<b>2,176,591</b>	<b>1,509,777</b>	<b>1,296,263</b>	<b>1,394,343</b>	<b>1,512,120</b>	<b>100.00%</b>	<b>8.45%</b>	<b>-30.53%</b>

The majority of short term credit agreements were for "Up to 1 month" for numbers and for rand values for the quarter ended December 2016. The rand value of short term credit increased by R267.27 million (8.54%) q-o-q, but decreased by R1.10 billion (24.40%) on a y-o-y basis as indicated in Table 6.1. The number of agreements for short-term credit granted increased by 8.45% q-o-q, but decreased by 30.53% y-o-y as indicated in Table 6.2.

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

Agreements	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	463,286	335,108	301,891	319,808	311,396	9.17%	-2.63%	-32.79%
R1001-R2000	871,282	607,589	536,799	576,516	644,987	18.99%	11.88%	-25.97%
R2001-R3000	786,522	521,869	458,641	510,259	550,748	16.21%	7.93%	-29.98%
R3001-R5000	1,338,138	864,967	751,929	801,569	881,782	25.96%	10.01%	-34.10%
R5001-R8000	1,033,624	884,831	870,084	921,364	1,007,870	29.67%	9.39%	-2.49%
<b>Total</b>	<b>4,492,852</b>	<b>3,214,364</b>	<b>2,919,345</b>	<b>3,129,516</b>	<b>3,396,784</b>	<b>100.00%</b>	<b>8.54%</b>	<b>-24.40%</b>

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

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	773,227	533,759	433,446	464 987	476,096	31.49%	2.39%	-38.43%
R1001-R2000	595,657	410,616	359,875	386 400	439,604	29.07%	13.77%	-26.20%
R2001-R3000	312,660	205,576	178,756	199 073	216,251	14.30%	8.63%	-30.84%
R3001-R5000	335,004	221,977	190,747	202 407	223,645	14.79%	10.49%	-33.24%
R5001-R8000	160,043	137,849	133,439	141 476	156,524	10.35%	10.64%	-2.20%
<b>Total</b>	<b>2,176,591</b>	<b>1,509,777</b>	<b>1,296,263</b>	<b>1 394 343</b>	<b>1,512,120</b>	<b>100.00%</b>	<b>8.45%</b>	<b>-30.53%</b>

Only R0-R1000 rand value declined, whilst All other categories for short term credit agreements granted experienced an increased 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	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K	1,275,439	877,111	808,329	797,100	827,231
% share of credit granted	58.60%	58.10%	62.36%	57.17%	54.71%
R10.1K-R15K	381,844	258,797	205,460	209,694	225,068
% share of credit granted	17.54%	17.14%	15.85%	15.04%	14.88%
>R15K	519,276	373,855	282,474	387,508	459,792
% share of credit granted	23.86%	24.76%	21.79%	27.79%	30.41%
<b>Total number of short-term credit</b>	<b>2,176,559</b>	<b>1,509,763</b>	<b>1,296,263</b>	<b>1,394,302</b>	<b>1,512,091</b>

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

Level of income	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R10K (R000)	2,123,653	1,501,279	1,522,027	1,504,235	1,527,161
% share of credit granted	47.27%	46.71%	52.14%	48.07%	44.96%
R10.1K-R15K (R000)	849,424	588,664	518,983	507,760	540,904
% share of credit granted	18.91%	18.31%	17.78%	16.23%	15.92%
>R15K (R000)	1,519,657	1,124,390	878,335	1,117,391	1,328,620
% share of credit granted	33.82%	34.98%	30.09%	35.71%	39.12%
<b>Total value of short-term credit (R000)</b>	<b>4,492,734</b>	<b>3,214,334</b>	<b>2,919,345</b>	<b>3,129,386</b>	<b>3,396,685</b>

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 57.17% for the quarter ended September 2016 to 54.71% for the quarter ended December 2016 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 35.71% to 39.12% for the same period as indicated in Table 6.6.

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

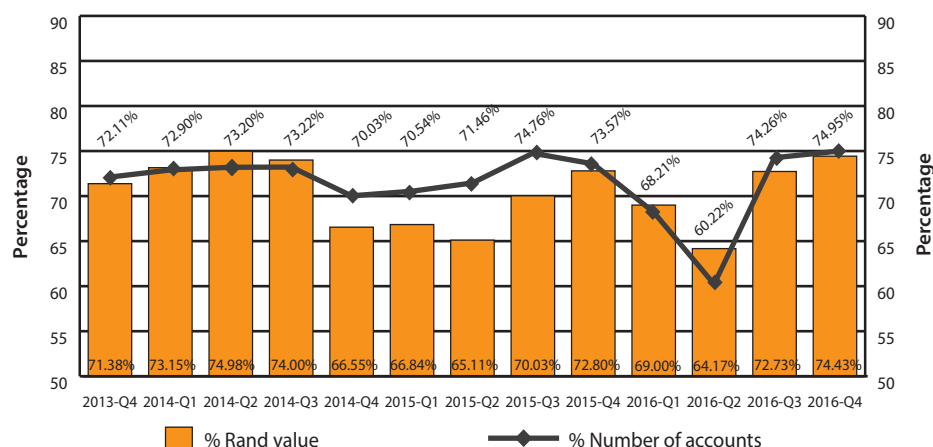
Table 6.7: Gross debtors book - short-term credit

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	3,637,649	3,091,250	3,032,471	2,828,860	2,937,781	3.85%	-19.24%
Number of accounts	1,294,562	1,122,947	1,268,083	1,089,461	1,082,782	-0.61%	-16.36%

The rand value of the gross debtors book for short-term credit increased by R108.92 million (3.85%) q-o-q, but decreased by R699.87 million (19.24%) on a y-o-y basis. The number of accounts decreased by 0.61% q-o-q and by 16.36% 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” increased from 72.73% for the quarter ended September 2016 to 74.43% for the quarter ended December 2016. The number of accounts reported as “current” increased from 74.26% to 74.95% 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	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	15,006	26,299	3,801	5,481	2,686	0.11%	-51.00%
5-12 Months	89,742	241,804	23,994	62,961	32,096	1.29%	-49.02%
12.1-24 Months	58,147	159,071	47,282	48,751	32,138	1.29%	-34.08%
24.1-36 Months	32,961	88,959	32,235	29,014	32,410	1.30%	11.71%
> 36 months	1,613,198	5,132,590	814,846	3,871,602	2,391,872	96.01%	-38.22%
<b>Total</b>	<b>1,809,053</b>	<b>5,648,723</b>	<b>922,157</b>	<b>4,017,809</b>	<b>2,491,202</b>	<b>100.00%</b>	<b>-38.00%</b>

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

Number of agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)
<= 4 Months	952	1,635	290	669	155	0.27%	-76.83%
5-12 Months	5,484	14,009	3,109	4,941	1,585	2.75%	-67.92%
12.1-24 Months	3,711	10,249	2,850	3,298	1,751	3.04%	-46.91%
24.1-36 Months	1,756	4,343	1,224	1,143	1,211	2.10%	5.95%
> 36 months	36,622	126,536	10,236	82,260	52,933	91.84%	-35.65%
<b>Total</b>	<b>48,525</b>	<b>156,772</b>	<b>17,709</b>	<b>92,311</b>	<b>57,635</b>	<b>100.00%</b>	<b>-37.56%</b>

As indicated in Table 7.1 and Table 7.2 the value of developmental credit granted decreased by R1.53 billion (38.00%) for the quarter ended December 2016. The number of developmental credit agreements decreased by 37.56% for the same period.

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

Rand value of agreements	2015-Q4 R000	2016-Q1 R000	2016-Q2 R000	2016-Q3 R000	2016-Q4 R000	2016-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	666	1,558	579	425	870	0.03%	104.78%
R1501-R3000	4,042	7,973	1,200	3,915	3,937	0.16%	0.56%
R3.01K-R5K	9,661	23,029	7,842	8,529	10,009	0.40%	17.35%
R5.01K-R10K	74,054	140,441	23,493	33,085	30,707	1.23%	-7.19%
R10.1K-R20K_D	174,709	609,635	65,228	195,019	178,818	7.18%	-8.31%
> R20K	1,545,920	4,866,087	823,814	3,776,835	2,264,861	90.99%	-40.03%
<b>Total</b>	<b>1,809,053</b>	<b>5,648,723</b>	<b>922,157</b>	<b>4,017,809</b>	<b>2,489,202</b>	<b>100.00%</b>	<b>-38.05%</b>

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

Number of agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2016-Q4 % Distribution	% Change (Q4/Q3)
R0-R1500	1,289	2,511	1,066	890	1,164	2.02%	30.79%
R1501-R3000	1,751	3,483	535	1,469	1,761	3.06%	19.88%
R3.01K-R5K	2,403	5,688	1,620	1,962	2,421	4.20%	23.39%
R5.01K-R10K	10,897	19,688	2,729	4,075	4,044	7.02%	-0.76%
R10.1K-R20K_D	11,461	31,688	4,535	13,895	12,821	22.25%	-7.73%
> R20K	20,724	93,714	7,224	70,020	35,424	61.46%	-49.41%
<b>Total</b>	<b>48,525</b>	<b>156,772</b>	<b>17,709</b>	<b>92,311</b>	<b>57,635</b>	<b>100.00%</b>	<b>-37.56%</b>

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 90.99% in rand value and 61.46% in numbers for the quarter ended December 2016.

## 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	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
<=R10K	8,204	18,703	5,487	5,208	4,772
% share	59.27%	58.92%	59.53%	45.01%	70.54%
R10.1K-R15K	5,637	13,042	3,730	6,364	1,993
% share	40.73%	41.08%	40.47%	54.99%	29.46%
<b>Total number of developmental credit</b>	<b>13,841</b>	<b>31,745</b>	<b>9,217</b>	<b>11,572</b>	<b>6,765</b>

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

Level of income	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
<=R10K	583,695	699,326	504,683	436,090	591,684
% share	69.28%	66.72%	66.96%	60.89%	65.64%
R10.1K-R15K	258,773	348,877	249,000	280,128	309,726
% share	30.72%	33.28%	33.04%	39.11%	34.36%
<b>Total rand value of developmental credit</b>	<b>842,468</b>	<b>1,048,203</b>	<b>753,683</b>	<b>716,218</b>	<b>901,411</b>

The number of developmental credit agreements granted to individuals with a gross monthly income of "<=R10K" had the largest share of 70.54% 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 65.64% as indicated in Table 7.6.

## 7.3 Gross debtors book – developmental credit

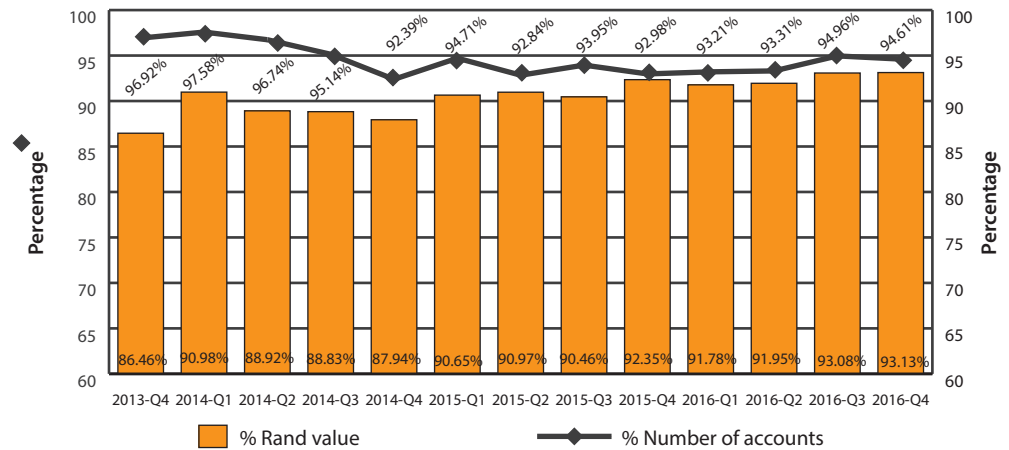
Table 7.7: Gross debtors book - developmental credit

Agreements	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	33,567,090	36,885,125	37,882,941	41,344,465	42,494,802	2.78%	26.60%
Number of accounts	1,122,001	1,141,040	1,136,392	1,159,003	1,175,203	1.40%	4.74%

The rand value of the gross debtors book for developmental credit increased by R1.15 billion (2.78%) q-o-q and by R8.93 billion (26.60%) on a y-o-y basis. The number of accounts increased by 1.40% q-o-q and 4.74% 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” increased from 93.08% for the quarter ended September 2016 to 93.13% for the quarter ended December 2016. The number of accounts reported as “current” decreased from 94.96% to 94.61% for the same period as illustrated in Figure 7.1.

## 8. Definitions

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

### Notes

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

## 9. Appendix tables

### A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
Eastern Cape	6,652,674,095	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
Free State	4,801,971,146	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
Gauteng	55,477,936,356	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
Kwazulu-Natal	14,386,617,805	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
Limpopo	4,093,910,942	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
Mpumalanga	7,327,428,071	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
Northern Cape	2,205,944,642	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
North West	4,647,410,857	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
Western Cape	16,979,150,410	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
Other	1,070,796,188	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
<b>Total</b>	<b>117,643,840,512</b>	<b>107,536,446,533</b>	<b>112,306,461,113</b>	<b>123,934,786,234</b>	<b>124,147,031,801</b>	<b>108,331,207,004</b>	<b>108,320,278,432</b>	<b>117,512,807,549</b>	<b>123,402,688,583</b>

### B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
≤R1500	4,966,990	3,885,156	3,411,454	3,217,185	2,237,051	1,746,603	2,017,006	1,520,084	1,390,839
R1500-R3000	55,022,051	33,248,706	33,227,304	26,400,681	25,748,386	16,043,096	23,035,732	20,507,915	15,978,910
R3.1K-R5K	213,563,270	118,855,426	104,873,890	84,552,917	97,242,883	56,952,804	53,713,372	59,821,021	79,963,787
R5.1K-R10K	1,097,738,428	635,051,451	632,021,010	486,878,415	647,779,634	336,458,476	348,226,946	346,094,668	494,965,238
R10.1K-R20K	1,029,595,736	527,904,754	532,043,647	497,768,559	755,202,294	342,711,806	358,762,338	399,575,981	620,556,309
R20.1K-R40K	402,311,232	301,811,136	292,617,258	304,091,242	401,654,649	229,644,263	238,808,974	252,335,971	389,472,186
R40.1K-R60K	282,586,056	274,975,046	244,604,394	239,559,456	237,069,291	209,305,684	195,490,152	192,007,468	317,638,665
R60.1K-R100K	1,458,308,420	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
R101K-R150K	4,740,855,777	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
R151K-R200K	5,914,415,546	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
R201K-R400K	14,620,810,093	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
>R400K	11,788,704,583	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
<b>Total</b>	<b>41,608,878,182</b>	<b>37,478,356,658</b>	<b>36,383,924,540</b>	<b>39,234,176,905</b>	<b>41,772,337,258</b>	<b>34,162,984,130</b>	<b>35,956,470,714</b>	<b>37,566,481,171</b>	<b>42,187,683,608</b>



Table 3: Number of agreements for secured credit granted

Agreements	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
≤R1500	4,338	4,166	3,357	3,109	2,175	1,525	1,692	1,371	1,304
R1500-R3000	22,559	13,889	13,797	10,977	10,685	6,721	9,480	8,452	6,625
R3.1K-R5K	52,279	29,378	25,923	20,977	23,898	14,139	13,266	14,955	20,207
R5.1K-R10K	152,889	88,855	87,639	67,005	88,588	45,927	47,474	46,637	66,498
R10.1K-R20K	76,287	39,707	39,664	36,710	55,565	24,980	26,473	29,423	45,352
R20.1K-R40K	15,115	11,018	10,879	11,302	15,134	8,398	8,764	9,337	14,539
R40.1K-R60K	5,612	5,427	4,928	4,751	4,722	4,154	3,883	3,814	4,299
R60.1K-R100K	17,771	17,183	14,952	14,874	14,689	12,434	12,304	11,912	11,405
R101K-R150K	37,636	34,171	31,382	32,843	34,927	28,138	27,259	27,988	27,824
R151K-R200K	34,269	31,944	29,945	32,057	35,034	27,725	28,439	29,091	31,560
R201K-R400K	52,757	48,201	47,074	52,075	56,260	47,071	50,318	52,804	57,664
>R400K	19,208	17,979	17,826	18,464	19,506	16,312	17,789	19,213	21,492
<b>Total</b>	<b>490,720</b>	<b>341,918</b>	<b>327,366</b>	<b>305,144</b>	<b>361,183</b>	<b>237,524</b>	<b>247,141</b>	<b>254,997</b>	<b>308,769</b>

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

Table 4: Rand value of mortgages granted by income category

Income Category	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
R0-R3500	2,198,647	2,408,325	2,457,436	2,063,520	1,338,968	150,000		1,938,707	230,700
R3501-R5500	7,242,959	4,074,538	4,047,920	5,071,171	3,532,104	4,685,580	3,826,350	3,142,167	2,473,200
R5501-R7500	38,271,603	36,682,275	29,636,685	55,941,258	38,695,371	33,387,351	35,648,052	52,625,012	59,158,065
R7501-R10K	160,082,986	110,337,705	104,128,783	134,861,550	98,864,876	81,093,568	82,439,149	78,278,475	68,510,401
R10.1K-R15K	992,009,505	747,622,296	788,982,591	947,437,638	837,290,621	614,843,078	645,553,364	663,644,524	556,567,075
>R15K	35,074,570,855	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
<b>Total</b>	<b>36,274,376,555</b>	<b>31,739,678,477</b>	<b>36,291,958,351</b>	<b>39,389,512,571</b>	<b>39,638,416,907</b>	<b>33,117,939,684</b>	<b>35,866,319,759</b>	<b>36,578,162,635</b>	<b>37,342,883,398</b>

Table 5: Number of mortgages granted by income category

Income Category	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
R0-R3500	5	5	7	4	4	2		4	2
R3501-R5500	46	25	27	26	26	20	20	23	11
R5501-R7500	143	143	133	133	135	110	128	134	130
R7501-R10K	603	418	392	496	372	312	301	278	234
R10.1K-R15K	2,941	2,249	2,345	2,781	2,415	1,809	1,901	1,908	1,568
>R15K	39,108	33,602	37,270	41,232	40,191	34,229	36,491	36,490	37,596
<b>Total</b>	<b>42,846</b>	<b>36,442</b>	<b>40,174</b>	<b>44,672</b>	<b>43,143</b>	<b>36,482</b>	<b>38,841</b>	<b>38,837</b>	<b>39,541</b>

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

Income Category	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
R0-R3500	1,093,122,074	803,555,609	739,639,290	466,968,526	685,170,738	279,626,352	293,287,745	294,227,578	457,416,750
R3501-R5500	562,535,253	411,787,384	340,734,000	241,360,206	380,068,688	162,798,481	165,365,083	174,031,882	263,638,978
R5501-R7500	513,407,740	372,985,179	369,896,072	354,551,262	485,516,409	286,493,999	278,853,564	272,039,610	316,417,099
R7501-R10K	1,107,904,370	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
R10.1K-R15K	3,646,397,228	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
>R15K	34,140,983,170	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
<b>Total</b>	<b>41,064,349,835</b>	<b>36,971,796,321</b>	<b>35,677,751,633</b>	<b>38,468,775,230</b>	<b>40,872,318,195</b>	<b>33,349,608,978</b>	<b>35,153,728,545</b>	<b>36,838,630,952</b>	<b>41,375,756,210</b>

Table 7: Number of secured credit granted by income category

Income Category	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
R0-R3500	151,307	81,836	77,744	57,618	79,578	35,279	36,296	36,506	55,715
R3501-R5500	59,718	38,373	28,888	22,310	30,969	15,066	15,541	16,420	25,069
R5501-R7500	31,206	18,995	18,369	15,343	20,731	10,722	10,524	11,219	15,887
R7501-R10K	31,875	21,852	21,409	18,830	24,377	14,206	13,969	14,356	18,464
R10.1K-R15K	50,463	36,966	35,469	35,268	43,019	28,526	29,339	28,974	34,062
>R15K	164,877	141,992	143,541	153,697	160,472	130,781	138,931	145,107	157,225
<b>Total</b>	<b>489,446</b>	<b>340,014</b>	<b>325,420</b>	<b>303,066</b>	<b>359,146</b>	<b>234,580</b>	<b>244,600</b>	<b>252,582</b>	<b>306,422</b>

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

Income Category	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
R0-R3500	1,392,031,869	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
R3501-R5500	1,395,453,015	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
R5501-R7500	817,735,631	706,914,670	747,361,311	818,509,997	508,365,975	475,758,626	530,685,490	578,006,301	593,942,453
R7501-R10K	1,104,264,042	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
R10.1K-R15K	1,795,435,866	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
>R15K	10,708,063,775	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
<b>Total</b>	<b>17,212,984,198</b>	<b>16,707,333,408</b>	<b>16,822,453,476</b>	<b>17,268,135,507</b>	<b>13,624,031,069</b>	<b>12,959,938,808</b>	<b>11,707,666,084</b>	<b>13,150,951,941</b>	<b>14,514,939,044</b>

Table 9: Number of credit facilities granted by income category

Income Category	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
R0-R3500	709,568	536,344	665,574	507,333	469,809	648,505	630,635	584,531	583,975
R3501-R5500	444,840	290,676	346,377	401,381	252,494	237,728	300,256	298,218	282,982
R5501-R7500	266,684	195,879	221,654	225,938	150,503	158,326	191,171	188,144	178,445
R7501-R10K	257,191	204,019	219,552	223,476	159,838	171,478	194,233	192,453	182,796
R10.1K-R15K	316,852	265,879	283,020	295,761	206,997	230,386	246,855	251,725	239,226
>R15K	613,890	600,541	610,095	633,398	468,908	511,498	524,264	558,849	564,014
<b>Total</b>	<b>2,609,025</b>	<b>2,093,338</b>	<b>2,346,272</b>	<b>2,287,287</b>	<b>1,708,549</b>	<b>1,957,921</b>	<b>2,087,414</b>	<b>2,073,920</b>	<b>2,031,438</b>

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

Income Category	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
R0-R3500	1,041,823,027	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
R3501-R5500	1,042,261,523	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
R5501-R7500	1,409,113,760	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
R7501-R10K	2,091,182,942	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
R10.1K-R15K	3,779,289,716	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
>R15K	9,337,793,048	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
<b>Total</b>	<b>18,701,464,016</b>	<b>17,399,375,343</b>	<b>17,442,841,014</b>	<b>20,663,777,412</b>	<b>22,465,269,824</b>	<b>18,876,416,455</b>	<b>20,601,482,015</b>	<b>22,646,136,970</b>	<b>23,050,792,814</b>

Table 11: Number of unsecured credit granted by income category

Income Category	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q3	2016-Q1	2016-Q2	2016-Q3	2016-Q4
R0-R3500	146,097	123,519	102,975	144,637	159,634	111,876	92,892	86,151	80,717
R3501-R5500	120,951	109,061	94,243	121,277	134,547	104,368	102,046	101,142	102,517
R5501-R7500	125,670	118,050	90,055	98,690	108,345	87,488	84,117	81,478	82,979
R7501-R10K	166,268	154,425	100,513	112,610	123,472	102,646	99,526	98,084	98,336
R10.1K-R15K	249,846	232,173	139,822	152,942	172,359	145,923	147,231	147,812	149,978
>R15K	438,547	419,303	322,304	320,251	376,047	320,987	293,575	288,512	299,070
<b>Total</b>	<b>1,247,379</b>	<b>1,156,531</b>	<b>849,912</b>	<b>950,407</b>	<b>1,074,404</b>	<b>873,288</b>	<b>819,387</b>	<b>803,179</b>	<b>813,597</b>

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

Income Category	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
R0-R3500	282,704,048	242,211,491	354,353,746	384,618,550	476,041,437	352,199,082	393,091,760	372,094,384	401,731,545
R3501-R5500	302,732,882	279,819,306	424,106,290	464,377,091	572,728,562	396,434,227	414,711,004	418,296,210	402,880,501
R5501-R7500	303,376,125	283,003,856	422,170,989	448,928,930	507,971,076	354,881,354	345,950,375	352,019,695	348,853,261
R7501-R10K	361,184,069	341,454,791	506,949,655	524,040,036	566,911,919	397,764,817	368,273,527	361,824,400	373,696,175
R10.1K-R15K	540,457,952	526,748,056	770,583,223	792,533,229	849,423,569	588,664,141	518,983,153	507,760,288	540,903,607
>R15K	887,607,890	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	1,328,619,552
<b>Total</b>	<b>2,678,062,966</b>	<b>2,542,144,188</b>	<b>3,926,611,770</b>	<b>4,069,185,908</b>	<b>4,492,733,935</b>	<b>3,214,333,676</b>	<b>2,919,344,552</b>	<b>3,129,386,220</b>	<b>3,396,684,641</b>

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

Income Category	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
R0-R3500	250,101	225,919	305,087	317,108	359,660	256,784	274,396	257,360	282,599
R3501-R5500	232,300	223,768	307,105	333,204	360,631	240,928	219,617	219,706	216,065
R5501-R7500	181,647	176,123	251,983	266,608	272,356	185,423	157,086	162,761	164,122
R7501-R10K	188,924	185,355	274,412	285,877	282,792	193,976	157,230	157,273	164,445
R10.1K-R15K	236,462	238,384	365,658	381,876	381,844	258,797	205,460	209,694	225,068
>R15K	287,407	289,198	493,585	521,204	519,276	373,855	282,474	387,508	459,792
<b>Total</b>	<b>1,376,841</b>	<b>1,338,747</b>	<b>1,997,830</b>	<b>2,105,877</b>	<b>2,176,559</b>	<b>1,509,763</b>	<b>1,296,263</b>	<b>1,394,302</b>	<b>1,512,091</b>

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

Income Category	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
R0-R1500	923,570	8,685,168	170,499	964,679	4,037,983	12,703,397	2,069,062	1,531,971	376,976
R1501-R3500	1,169,126	15,166,721	699,713	1,804,587	3,939,757	17,783,398	3,547,055	2,630,176	2,256,503
R3501-R5500	5,175,746	38,630,534	4,135,223	7,235,937	10,344,089	43,250,680	8,192,231	7,094,391	4,046,749
R5501-R7500	18,916,780	85,607,637	11,813,260	15,707,177	24,296,766	92,087,941	14,263,798	14,468,441	8,900,923
R7501-R10K	293,507,390	479,634,343	593,784,207	453,975,331	541,076,496	533,500,245	476,611,059	410,364,765	576,103,160
R10.1K-R15K	366,336,062	331,788,411	270,541,114	198,623,247	258,773,261	348,876,917	248,999,577	280,128,027	309,726,208
<b>Total</b>	<b>686,028,674</b>	<b>959,512,814</b>	<b>881,144,016</b>	<b>678,310,958</b>	<b>842,468,352</b>	<b>1,048,202,578</b>	<b>753,682,782</b>	<b>716,217,771</b>	<b>901,410,519</b>

Table 15: Number of developmental credit granted by income category

Income Category	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
R0-R1500	330	840	144	149	227	597	215	143	94
R1501-R3500	187	1,096	124	254	352	855	310	255	196
R3501-R5500	579	2,589	433	895	864	2,325	624	617	333
R5501-R7500	3,974	7,789	1,901	2,144	2,397	5,841	1,816	1,581	1,131
R7501-R10K	2,714	8,759	3,323	3,955	4,364	9,085	2,522	2,612	3,018
R10.1K-R15K	5,554	13,699	4,656	5,756	5,637	13,042	3,730	6,364	1,993
<b>Total</b>	<b>13,338</b>	<b>34,772</b>	<b>10,581</b>	<b>13,153</b>	<b>13,841</b>	<b>31,745</b>	<b>9,217</b>	<b>11,572</b>	<b>6,765</b>

## D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
Current	769,568,168,320	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
30 Days	27,190,443,352	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
31-60 Days	8,624,585,916	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
61-90 Days	4,764,030,470	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
91-120 Days	3,666,095,240	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
120+ Days	27,433,544,614	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
<b>Total</b>	<b>841,246,867,912</b>	<b>848,558,076,641</b>	<b>856,953,263,848</b>	<b>862,257,853,224</b>	<b>855,771,030,974</b>	<b>863,372,793,281</b>	<b>866,070,424,089</b>	<b>867,252,539,679</b>	<b>875,294,486,645</b>

Table 17: Age analysis of accounts – mortgages

Ageing	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
Current	1,676,400	1,670,019	1,668,039	1,664,386	1,633,654	1,609,993	1,599,405	1,593,419	1,592,237
30 Days	62,655	62,878	63,141	62,528	68,288	74,076	71,622	67,449	63,196
31-60 Days	19,212	20,771	21,025	20,459	20,578	25,560	25,481	25,367	22,992
61-90 Days	10,638	11,533	12,292	11,716	12,071	14,692	15,060	13,943	12,981
91-120 Days	6,884	8,595	8,650	7,937	8,421	9,909	10,107	9,701	9,616
120+ Days	52,006	50,462	50,512	48,379	46,803	49,366	49,414	47,943	49,333
<b>Total</b>	<b>1,827,795</b>	<b>1,824,258</b>	<b>1,823,659</b>	<b>1,815,405</b>	<b>1,789,815</b>	<b>1,783,596</b>	<b>1,771,089</b>	<b>1,757,822</b>	<b>1,750,355</b>

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

Ageing	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
Current	317,501,116,656	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
30 Days	12,723,498,207	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
31-60 Days	4,243,385,222	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
61-90 Days	2,124,527,082	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
91-120 Days	1,474,173,598	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
120+ Days	9,679,973,450	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
<b>Total</b>	<b>347,746,674,215</b>	<b>353,706,288,631</b>	<b>357,070,776,604</b>	<b>361,335,730,058</b>	<b>369,573,183,709</b>	<b>370,506,280,978</b>	<b>374,586,638,412</b>	<b>379,052,288,914</b>	<b>384,923,862,073</b>

Table 19: Age analysis of accounts – secured credit

Ageing	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
Current	3,230,334	3,167,658	3,128,611	2,985,293	2,968,562	2,790,143	2,602,972	2,573,322	2,562,699
30 Days	315,349	313,065	292,744	284,950	282,292	317,591	338,544	311,465	303,769
31-60 Days	164,318	172,732	162,864	155,937	147,367	154,767	155,329	143,448	139,681
61-90 Days	112,981	118,083	117,571	110,264	105,325	107,159	98,907	87,488	83,712
91-120 Days	91,077	93,412	100,511	92,319	89,114	88,991	99,486	93,928	88,797
120+ Days	608,886	539,398	526,834	570,621	590,939	553,303	598,643	626,064	628,178
<b>Total</b>	<b>4,522,945</b>	<b>4,404,348</b>	<b>4,329,135</b>	<b>4,199,384</b>	<b>4,183,599</b>	<b>4,011,954</b>	<b>3,893,881</b>	<b>3,835,715</b>	<b>3,806,836</b>

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

Ageing	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
Current	169,282,669,120	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
30 Days	11,970,881,592	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
31-60 Days	3,831,603,617	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
61-90 Days	2,645,855,210	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
91-120 Days	2,397,531,314	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
120+ Days	13,256,793,575	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
<b>Total</b>	<b>203,385,334,428</b>	<b>207,476,199,634</b>	<b>211,527,383,111</b>	<b>212,035,017,804</b>	<b>216,038,767,696</b>	<b>219,202,997,278</b>	<b>218,996,855,582</b>	<b>217,909,982,164</b>	<b>221,474,816,727</b>

Table 21: Age analysis of accounts – credit facilities

Ageing	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
Current	18,724,243	18,759,820	18,817,479	19,256,548	19,296,266	18,684,929	18,785,220	18,615,386	18,593,085
30 Days	2,562,152	2,605,532	2,453,610	2,302,177	2,428,395	2,463,909	2,263,093	2,228,869	2,303,944
31-60 Days	819,067	986,152	906,842	855,222	852,862	1,022,006	883,740	855,106	819,860
61-90 Days	546,708	620,176	613,021	580,001	576,740	660,079	615,145	584,720	543,923
91-120 Days	454,636	453,139	501,012	453,315	447,143	470,170	503,364	471,357	450,707
120+ Days	2,658,388	2,764,034	2,862,526	2,805,895	2,732,406	2,837,415	2,918,324	2,972,314	2,918,733
<b>Total</b>	<b>25,765,194</b>	<b>26,188,853</b>	<b>26,154,490</b>	<b>26,253,158</b>	<b>26,333,812</b>	<b>26,138,508</b>	<b>25,968,886</b>	<b>25,727,752</b>	<b>25,630,252</b>

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

Ageing	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
Current	119,302,558,911	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
30 Days	9,039,528,957	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
31-60 Days	4,185,394,870	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
61-90 Days	3,150,445,907	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
91-120 Days	1,947,223,070	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
120+ Days	31,348,297,145	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
<b>Total</b>	<b>168,973,448,860</b>	<b>166,638,101,935</b>	<b>162,672,952,928</b>	<b>161,760,516,881</b>	<b>164,686,255,101</b>	<b>165,164,069,360</b>	<b>162,722,321,136</b>	<b>163,168,261,701</b>	<b>164,640,466,779</b>

Table 23: Age analysis of accounts – unsecured credit

Ageing	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
Current	4,809,660	4,571,616	4,279,310	4,320,651	4,363,986	4,307,297	4,248,085	4,141,408	4,066,317
30 Days	482,386	441,792	391,098	377,591	414,200	419,749	368,634	295,643	283,374
31-60 Days	220,847	219,375	206,207	187,075	185,401	199,358	181,741	170,351	152,631
61-90 Days	167,620	158,878	161,029	142,296	133,744	132,491	138,823	125,617	114,593
91-120 Days	137,077	129,007	127,877	109,880	104,398	98,479	128,711	130,395	130,031
120+ Days	1,619,241	1,565,878	1,553,846	1,423,933	1,315,944	1,233,665	1,070,726	1,028,046	981,207
<b>Total</b>	<b>7,436,831</b>	<b>7,086,546</b>	<b>6,719,367</b>	<b>6,561,426</b>	<b>6,517,673</b>	<b>6,391,039</b>	<b>6,136,720</b>	<b>5,891,460</b>	<b>5,728,153</b>

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

Ageing	2014-Q4 (R)	2015-Q1 (R)	2015-Q2 (R)	2015-Q3 (R)	2015-Q4 (R)	2016-Q1 (R)	2016-Q2 (R)	2016-Q3 (R)	2016-Q4 (R)
Current	1,364,213,283	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
30 Days	202,751,795	148,764,048	289,879,750	231,713,562	275,275,060	324,226,980	229,910,970	190,096,053	188,437,144
31-60 Days	90,216,437	97,197,213	147,225,952	102,165,832	129,596,983	176,643,931	131,695,111	128,471,166	121,913,290
61-90 Days	62,682,559	57,753,325	134,408,083	83,831,873	92,170,462	145,061,096	110,291,674	99,964,511	94,313,568
91-120 Days	44,962,892	41,028,835	119,661,367	77,026,687	63,826,159	80,325,174	94,436,131	81,435,682	77,250,218
120+ Days	284,960,711	327,273,565	469,594,834	474,764,826	428,649,200	232,016,572	520,166,313	271,506,178	269,415,234
<b>Total</b>	<b>2,049,787,677</b>	<b>2,026,413,366</b>	<b>3,327,299,093</b>	<b>3,234,446,751</b>	<b>3,637,649,438</b>	<b>3,091,249,905</b>	<b>3,032,470,995</b>	<b>2,828,860,380</b>	<b>2,937,780,664</b>

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

Ageing	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
Current	627,636	651,343	1,016,700	1,029,614	952,417	765,919	763,648	809,028	811,516
30 Days	74,128	64,496	113,679	97,720	95,139	119,236	102,422	84,571	76,272
31-60 Days	31,674	36,536	52,658	43,002	44,324	56,482	48,121	54,037	51,666
61-90 Days	23,174	21,316	42,199	31,443	30,843	43,216	35,100	35,470	34,759
91-120 Days	17,376	14,939	33,328	23,903	19,697	22,663	26,714	23,797	25,040
120+ Days	122,214	134,763	164,194	151,527	152,142	115,431	292,078	82,558	83,529
<b>Total</b>	<b>896,202</b>	<b>923,393</b>	<b>1,422,758</b>	<b>1,377,209</b>	<b>1,294,562</b>	<b>1,122,947</b>	<b>1,268,083</b>	<b>1,089,461</b>	<b>1,082,782</b>

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

Ageing	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
Current	22,109,418,742	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
30 Days	736,557,639	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
31-60 Days	246,657,302	249,399,567	253,420,809	269,979,155	237,905,348	261,817,852	312,060,411	321,304,425	347,623,234
61-90 Days	158,499,415	153,351,727	143,744,628	144,747,947	149,997,426	146,472,925	164,413,912	157,898,064	162,489,814
91-120 Days	131,311,504	139,189,661	116,491,976	113,275,237	106,894,295	110,641,815	113,461,451	122,061,311	126,698,402
120+ Days	1,758,628,923	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
<b>Total</b>	<b>25,141,073,525</b>	<b>32,468,146,748</b>	<b>33,498,781,138</b>	<b>32,249,175,547</b>	<b>33,567,090,224</b>	<b>36,885,125,153</b>	<b>37,882,940,979</b>	<b>41,344,464,624</b>	<b>42,494,802,043</b>

Table 27: Age analysis of accounts – developmental credit

Ageing	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4
Current	716,881	1,124,071	798,960	1,019,634	1,043,198	1,063,554	1,060,396	1,100,541	1,111,832
30 Days	9,895	15,824	14,820	27,163	28,064	24,449	26,302	6,959	6,248
31-60 Days	6,494	6,646	8,433	4,453	6,439	7,786	8,689	7,237	8,223
61-90 Days	5,465	4,138	5,513	2,465	5,207	4,651	5,431	4,809	6,213
91-120 Days	4,254	3,124	6,116	1,887	4,370	3,999	4,066	3,953	5,129
120+ Days	32,958	33,050	26,769	29,661	34,723	36,601	31,508	35,504	37,558
<b>Total</b>	<b>775,947</b>	<b>1,186,853</b>	<b>860,611</b>	<b>1,085,263</b>	<b>1,122,001</b>	<b>1,141,040</b>	<b>1,136,392</b>	<b>1,159,003</b>	<b>1,175,203</b>

