

# Consumer Credit Market Report

## Executive Summary

This report and its appendix represent the disclosure and analysis of quarterly data on the South African credit market since the National Credit Regulator (NCR) commenced compiling statistics in terms of the National Credit Act.



For further information on credit bureau information, please access the Credit Bureau Monitor on [www.ncr.org.za](http://www.ncr.org.za)

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The total value of new credit granted increased from R61.55 billion for the quarter ended March 2010 to R67.55 billion for the quarter ended June 2010, an increase of 9.75% when compared to the previous quarter, but 33.32% higher than a year ago.

As at June 2010, the total outstanding consumer credit balances (or gross debtors' book) was R1.15 trillion representing a quarter on quarter growth of 0.90%. The breakdown was as follows: Mortgages accounted for R749.03 billion (64.85%); "Secured credit agreements" was R215.02 billion (18.62%); Credit facilities were R129.11 billion (11.18%); Unsecured credit was R61.14 billion (5.29%); and Short-term credit was R683.10 million (0.06%).

The number of applications received for credit increased by 503,500 from 6.04 million in March 2010 to 6.54 million in June 2010 representing an increase of 8.34% (an increase of 17.13% when compared to the same period last year). The number of applications for credit that were rejected amounted to 40.26%.

The following were some of the most significant trends observed for the quarter ended June 2010:

- The value of new mortgages granted increased by 13.48% quarter-on-quarter from R20.81 billion to R23.61 billion;
- Secured credit, which is dominated by vehicle finance, showed an increase from R22.34 billion for March 2010 to R23.02 billion for June 2010 (a quarter-on-quarter increase of 3.06%);
- Unsecured credit increased from R10.00 billion for March 2010 to R11.75 billion for June 2010 (a quarter-on-quarter increase of 17.49%);

- Short-term credit showed a quarter-on-quarter increase of 6.45% from R1.27 billion to R1.35 billion;
- Individuals with a gross monthly income of more than R15, 000 per month received on average 80% of the number of mortgages granted over the period June 2009 to June 2010.

The banks' share of the total outstanding consumer credit as at June 2010 was R1,03 trillion (89.45%) with the retailers at R38,47 billion (3.33%), non-bank vehicle financiers at R37,71 billion (3.27%) and "Other credit providers" at R45,71 billion (3.96%). Other credit providers consist primarily of pension backed lenders, insurers, non-bank mortgage lenders and securitized debt.

## 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 covers quarters up to 30 June 2010 (2010-Q2).

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. This report is based on the quarterly returns from the 40 most significant credit providers.

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. It includes credit provided by banks as well as by any other registered credit provider but excludes credit providers that are not required to register with the NCR (e.g. where the entity has fewer than 100 agreements or less than R500,000 in outstanding credit).

"Secured credit" as referred to 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.

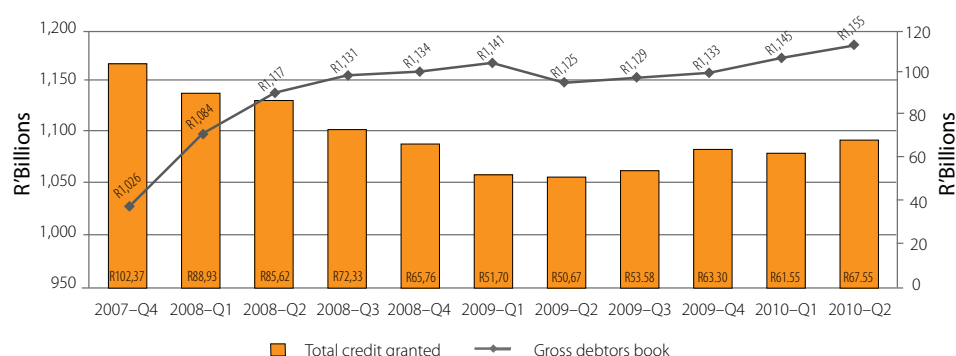
Abbreviations - "year-on-year (y-o-y)" as used in this report refers to a comparison of the quarter ended June 2009 to the quarter ended June 2010 and "quarter-on-quarter (q-o-q)" refers to a comparison of the quarter ended March 2010 to the quarter ended June 2010.

The totals reported in "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.

## 1. Market overview

The outstanding balance for the gross debtors book increased by R10.26 billion (0.90%) on a q-o-q basis when compared to the quarter ended March 2010. The value of credit granted for the same period also increased by R6.00 billion (9.75%).

Figure 1.1 Total credit granted and gross debtors book at June 2010



### 1.1 Credit granted

The value of credit transactions granted during the June 2010 quarter increased by R5.32 billion (9.77%) when compared to the previous quarter. On a y-o-y basis the value of credit transactions granted increased by R15.46 billion (34.91%) when compared to the same quarter last year. The value of credit facilities granted showed a similar pattern with a growth of R684.54 million (9.60%) q-o-q and R1.43 billion (22.34%) y-o-y. The overall number of credit agreements entered into for the latest quarter increased by 16.01% when compared to the quarter ended March 2010 while on a y-o-y basis the number of credit agreements declined by 5.89%.

Table 1.1: Credit granted

Agreement	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	% Change (Q2/Q1)	% Change (Y/Y)
Credit transactions	44,280,198	47,354,199	56,386,028	54,418,634	59,736,903	9.77%	34.91%
Credit facilities	6,384,971	6,227,374	6,909,346	7,127,124	7,811,669	9.60%	22.34%
<b>Total</b>	<b>50,665,169</b>	<b>53,581,574</b>	<b>63,295,374</b>	<b>61,545,759</b>	<b>67,548,572</b>	<b>9.75%</b>	<b>33.32%</b>

Table 1.2: Credit granted – number of agreements

Agreement	2009-Q2 000	2009-Q3 000	2009-Q4 000	2010-Q1 000	2010-Q2 000	% Change (Q2/Q1)	% Change (Y/Y)
Number of credit transactions	1,944	2,048	2,264	2,257	2,443	8.26%	25.66%
Number of credit facilities	2,781	1,605	1,847	1,577	2,004	27.10%	-27.95%
<b>Total</b>	<b>4,726</b>	<b>3,653</b>	<b>4,111</b>	<b>3,834</b>	<b>4,447</b>	<b>16.01%</b>	<b>-5.89%</b>

More than 85% of the value of credit granted during the June 2010 quarter was granted by the banks with the balance shared by the other industries. The significant 21.97% q-o-q increase in the value of credit granted by retailers was largely driven by seasonal movements for clothing retailers.

Table 1.3: Credit granted – per industry

Agreements	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Banks	41,663,865	44,391,086	53,038,906	52,568,689	57,430,642	85.02%	9.25%	37.84%
Non-bank vehicle financiers	3,192,686	3,672,824	3,927,750	3,700,380	3,896,608	5.77%	5.30%	22.05%
Other credit providers	2,196,543	2,312,255	2,356,077	2,480,788	2,811,144	4.16%	13.32%	27.98%
Retailers	3,612,075	3,205,409	3,972,641	2,795,902	3,410,177	5.05%	21.97%	-5.59%
<b>Total</b>	<b>50,665,169</b>	<b>53,581,574</b>	<b>63,295,374</b>	<b>61,545,759</b>	<b>67,548,572</b>	<b>100.00%</b>	<b>9.75%</b>	<b>33.32%</b>

The number of applications received for credit increased by 503,500 applications (8.34%) when compared to the previous quarter, on a y-o-y basis the number of applications for credit also increased by 17.13%. The number of applications for credit rejected increased in line with the number of applications for credit received, with a q-o-q increase of 8.25% and a y-o-y increase of 6.37%. The rejection rate for credit applications remained flat at 40.26%.

Table 1.4: Number of applications received and rejected

Agreement	2009-Q2 000	2009-Q3 000	2009-Q4 000	2010-Q1 000	2010-Q2 000	% Change (Q2/Q1)	% Change (Y/Y)
Number of applications received	5,584	5,815	6,456	6,038	6,541	8.34%	17.13%
Number of applications rejected	2,476	2,566	2,811	2,433	2,633	8.25%	6.37%
% of applications rejected	44.33%	44.13%	43.54%	40.29%	40.26%		

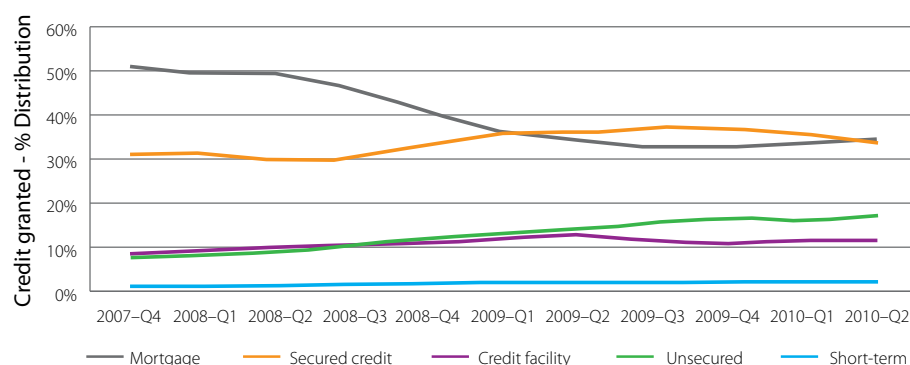
Although unsecured credit had the largest q-o-q increase (17.49%) for the quarter ended June 2010, in absolute terms mortgages had the largest rand value increase of R2.80 billion followed by unsecured credit at R1.75 billion. On a q-o-q basis secured credit had the least growth at 3.06% although in absolute terms the rand value increase was higher than that of short-term credit at R682,50 million.

Table 1.5: Credit granted – credit type

Agreement	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Mortgages	17,660,598	17,817,046	21,082,462	20,809,943	23,614,617	34.96%	13.48%	33.71%
Secured credit	18,519,487	20,173,654	23,666,814	22,336,011	23,018,513	34.08%	3.06%	24.29%
Credit facilities	6,384,971	6,227,374	6,909,346	7,127,124	7,811,669	11.56%	9.60%	22.34%
Unsecured credit	7,171,291	8,373,634	10,536,173	10,003,568	11,752,757	17.40%	17.49%	63.89%
Short-term credit	928,822	989,865	1,100,578	1,269,112	1,351,016	2.00%	6.45%	45.45%
<b>Total</b>	<b>50,665,169</b>	<b>53,581,574</b>	<b>63,295,374</b>	<b>61,545,759</b>	<b>67,548,572</b>	<b>100.00%</b>	<b>9.75%</b>	<b>33.32%</b>

The value of credit granted for mortgages showed an improvement for the June 2010 quarter at 34.96% of the total value of credit granted. This was the first time in five quarters that mortgages received the largest share of total credit granted. Secured credit (34.08%) seemed to return to its original position as the second largest credit type in terms of value of total credit granted.

Figure 1.2: Credit granted – percentage distribution



The total gross debtors book showed a 2.66% increase when comparing the balance for the quarter ended June 2010 to the same period last year. On a q-o-q basis the credit facilities book showed a decline of 0.05%. On a q-o-q basis the credit facilities and short-term books showed declines with the other credit types recording positive growth.

Table 1.6: Gross debtors book – credit type

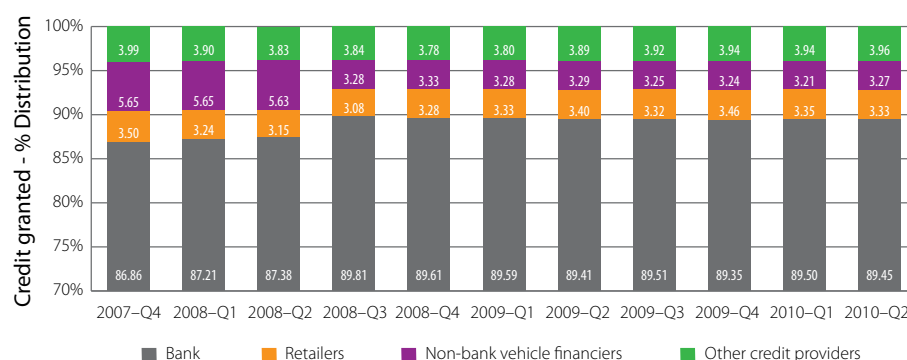
Agreement	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Mortgages	734,150,740	736,565,533	740,950,045	745,971,916	749,031,847	64.85%	0.41%	2.03%
Secured credit	214,151,337	212,103,299	211,982,663	211,557,272	215,018,436	18.62%	1.64%	0.40%
Credit facilities	126,987,643	128,032,183	125,144,802	129,176,832	129,114,950	11.18%	-0.05%	1.68%
Unsecured credit	49,217,786	51,855,657	54,595,220	57,293,724	61,138,468	5.29%	6.71%	24.22%
Short-term credit	594,490	597,957	692,934	720,255	683,103	0.06%	-5.16%	14.91%
<b>Total</b>	<b>1,125,101,995</b>	<b>1,129,154,630</b>	<b>1,133,365,662</b>	<b>1,144,719,999</b>	<b>1,154,986,804</b>	<b>100.00%</b>	<b>0.90%</b>	<b>2.66%</b>

The banking industry continued to dominate the consumer credit market with a share of 89.45% of the value of the book for the quarter ended June 2010. Retailers, non-bank vehicle financiers and other credit providers constituted about 10.55% of the remainder of the credit market.

Table 1.7: Gross debtors book – industry type

Industry	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Banks	1,005,999,532	1,010,676,144	1,012,673,843	1,024,555,080	1,033,093,825	89.45%	0.83%	2.69%
Retailers	38,290,338	37,447,506	39,270,034	38,366,961	38,467,682	3.33%	0.26%	0.46%
Non-bank vehicle financiers	37,006,781	36,714,861	36,737,800	36,688,759	37,710,910	3.27%	2.79%	1.90%
Other credit providers	43,805,344	44,316,119	44,683,985	45,109,201	45,714,387	3.96%	1.34%	4.36%
<b>Total</b>	<b>1,125,101,995</b>	<b>1,129,154,630</b>	<b>1,133,365,662</b>	<b>1,144,719,999</b>	<b>1,154,986,804</b>	<b>100.00%</b>	<b>0.90%</b>	<b>2.66%</b>

Figure 1.3: Gross debtors book – industry type



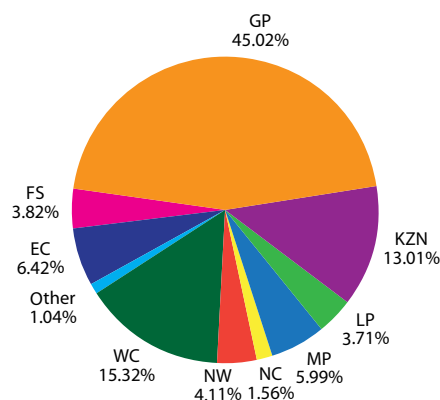
The number of accounts that make up the debtors book remained relatively flat at 0.81% for the quarter ended June 2010. On a y-o-y basis the number of accounts declined by 175,700 (0.51%) accounts. Mortgages, secured credit and short-term credit experienced q-o-q declines in the number of accounts that make up the debtors book.

Table 1.8: Gross debtors book – number of accounts

Agreement	2009-Q2 000	2009-Q3 000	2009-Q4 000	2010-Q1 000	2010-Q2 000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Mortgages	1,829	1,822	1,818	1,817	1,814	5.27%	-0.12%	-0.81%
Secured credit	5,392	5,106	5,194	4,964	4,883	14.19%	-1.64%	-9.43%
Credit facilities	21,997	21,941	22,054	21,830	22,084	64.17%	1.17%	0.40%
Unsecured credit	5,032	5,070	5,120	5,107	5,215	15.15%	2.12%	3.63%
Short-term credit	342	360	397	424	420	1.22%	-0.94%	22.67%
<b>Total</b>	<b>34,592</b>	<b>34,299</b>	<b>34,583</b>	<b>34,141</b>	<b>34,416</b>	<b>100.00%</b>	<b>0.81%</b>	<b>-0.51%</b>

Gauteng accounted for R30.41 billion (45.02 %) of the total R67.55 billion in credit granted. Western Cape and Kwazulu-Natal account for R10.35 billion (15.32%) and R8.79 billion (13.01%) respectively. The balance of the remaining provinces constituted R18.00 billion (26.65%)

Figure 1.4: Provincial distribution of credit granted – 2010-Q2



## 2. Mortgage agreements

### 2.1 Mortgages granted

Mortgages granted for the quarter ended June 2010 had a significant improvement of R2.80 billion (13.48%) on a q-on-q basis when compared to the previous quarter. The highest growth for quarterly and yearly comparison was recorded in the upper category of R700 000 and above. The majority of the rand value of mortgages granted was also in favour of this credit category.

Table 2.1: Mortgages granted – size of agreements

Agreements	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R50K	75,805	78,878	86,235	73,364	78,596	0.33%	7.13%	3.68%
R51K-R100K	263,766	268,676	296,621	270,366	276,101	1.17%	2.12%	4.68%
R101K-R150K	298,544	313,187	321,530	297,624	308,024	1.30%	3.49%	3.18%
R151K-R350K	2,140,326	2,113,377	2,230,429	2,084,904	2,208,187	9.35%	5.91%	3.17%
R351K-R700K	4,977,353	4,795,730	5,408,396	5,216,077	5,875,377	24.88%	12.64%	18.04%
>=R700K	9,904,802	10,247,199	12,739,251	12,867,608	14,868,332	62.96%	15.55%	50.11%
<b>Total</b>	<b>17,660,598</b>	<b>17,817,046</b>	<b>21,082,462</b>	<b>20,809,943</b>	<b>23,614,617</b>	<b>100.00%</b>	<b>13.48%</b>	<b>33.71%</b>

A total number of 39,000 mortgage agreements were concluded for the quarter ended June 2010, this represented an increase of 3,570 (10.10%) on a q-o-q basis while on the y-o-y the growth was 5,770 mortgage agreements. All mortgage categories had a positive growth for both q-o-q and y-o-y respectively.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R50K	2,339	2,365	2,601	2,180	2,468	6.33%	13.21%	5.52%
R51K-R100K	3,240	3,297	3,623	3,280	3,361	8.61%	2.47%	3.73%
R101K-R150K	2,280	2,384	2,436	2,256	2,333	5.98%	3.41%	2.32%
R151K-R350K	8,506	8,376	8,715	8,138	8,643	22.15%	6.21%	1.61%
R351K-R700K	9,858	9,525	10,658	10,198	11,480	29.42%	12.57%	16.45%
>=R700K	7,023	7,167	9,097	9,389	10,734	27.51%	14.33%	52.84%
<b>Total</b>	<b>33,246</b>	<b>33,114</b>	<b>37,130</b>	<b>35,441</b>	<b>39,019</b>	<b>100.00%</b>	<b>10.10%</b>	<b>17.36%</b>

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

The value of credit granted to the highest category of income earners continued to increase for the quarter ended June 2010. More than 80% of the agreements were concluded with individuals in this income category with 93.15% of the rand value of the mortgages granted in their favour.

1. The totals reported in "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 2.3: Mortgages granted – gross monthly income of individuals (number of agreements)

Level of income	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R10K	2,565	2,732	2,695	2,177	2,330
% share of credit granted	7.83%	8.36%	7.33%	6.18%	6.00%
R10.1K-R15K	3,854	4,166	4,710	4,418	4,785
% share of credit granted	11.76%	12.75%	12.80%	12.54%	12.33%
>R15K	26,345	25,774	29,385	28,625	31,699
% share of credit granted	80.41%	78.89%	79.87%	81.27%	81.67%
<b>Total number of mortgages</b>	<b>32,764</b>	<b>32,672</b>	<b>36,790</b>	<b>35,220</b>	<b>38,814</b>

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

Level of income	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R10K (R000)	R 430,953	R 496,274	R 489,963	R 386,032	R 429,465
% share of credit granted	2.51%	2.86%	2.37%	1.88%	1.84%
R10.1K-R15K (R000)	R 797,579	R 933,503	R 1,120,491	R 1,063,223	R 1,173,511
% share of credit granted	4.64%	5.38%	5.42%	5.17%	5.02%
>R15K (R000)	R 15,946,543	R 15,907,598	R 19,071,686	R 19,133,547	R 21,794,318
% share of credit granted	92.85%	91.75%	92.21%	92.96%	93.15%
<b>Total value of mortgages(R000)</b>	<b>17,175,076</b>	<b>17,337,375</b>	<b>20,682,139</b>	<b>20,582,802</b>	<b>23,397,294</b>

## 2.3 Gross debtors book – mortgages

The debtors book for mortgages showed a marginal growth of R3.06 billion (0.41%) on a q-o-q basis while the number of accounts continued to decline (0.12% q-o-q). On a y-o-y basis the same trend was observed where the rand value of the book increased by R14.88 billion (2.03 %) while the number of accounts declined by 0.81%.

Table 2.5: Gross debtors book – mortgages

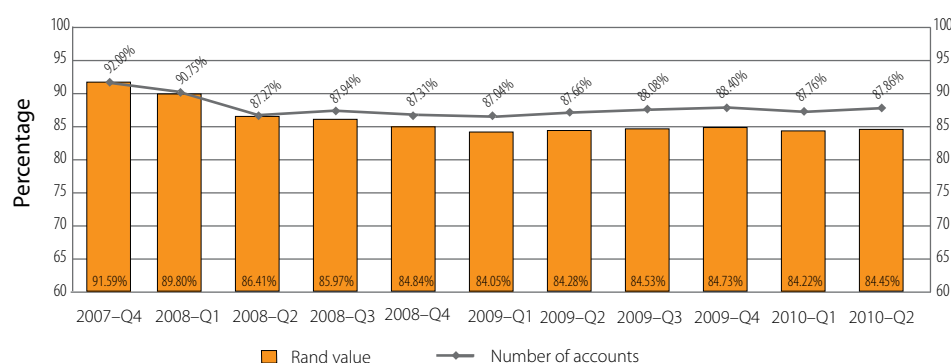
Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	R 734,150,740	R 736,565,533	R 740,950,045	R 745,971,916	R 749,031,847	0.41%	2.03%
Number of accounts	1,829,256	1,822,441	1,818,488	1,816,705	1,814,448	-0.12%	-0.81%

## 2.4 Age analysis of gross debtors book -mortgages

The mortgages debtors book showed positive movements for the June 2010 quarter, with the portion of the rand value of the book reported as “current” improving slightly from 84.22% for the March 2010 quarter to 84.45% for the June 2010 quarter. The portion of the number of accounts reported as “current” also increased from 87.76% for the March 2010 quarter to 87.86% for the June 2010 quarter.



Figure 2.1: Mortgages book reported as "current"



## 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. The value of credit granted for this class of credit transactions has improved since its lowest levels at R15.13 billion for the quarter ended March 2009. For the quarter ended June 2010 the value of credit granted for vehicles as a form of security was R20.17 billion. The apparent dramatic movement for credit transactions against insurance policies is due to seasonality factors.

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

Type of security	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)
Vehicle	15,374,667	17,089,449	20,083,398	19,227,072	20,165,042	87.60%	4.88%
Retirement benefits	359,467	377,991	492,394	457,098	460,465	2.00%	0.74%
Insurance policy	50,615	42,307	44,544	158,653	53,463	0.23%	-66.30%
Furniture & other durables	1,705,811	1,685,617	1,956,110	1,505,849	1,419,763	6.17%	-5.72%
Other security	1,028,926	978,290	1,090,368	987,340	919,780	4.00%	-6.84%
<b>Total</b>	<b>18,519,487</b>	<b>20,173,654</b>	<b>23,666,814</b>	<b>22,336,011</b>	<b>23,018,513</b>	<b>100.00%</b>	<b>3.06%</b>

The number of transactions concluded for furniture and other durables has consistently been dominant. This represented more than 60% of total secured credit transactions granted. The overall number of secured credit transactions for the June 2010 quarter declined by 2.45%.

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

Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q2 % Distribution	% Change (Q2/Q1)
Vehicle	104,145	112,589	129,867	120,343	123,765	33.50%	2.84%
Retirement benefits	7,252	7,539	9,695	7,933	8,307	2.25%	4.71%
Insurance policy	4,902	4,450	4,004	5,911	4,186	1.13%	-29.18%
Furniture & other durables	319,252	299,216	308,592	237,295	227,813	61.66%	-4.00%
Other security	5,166	5,222	6,368	7,280	5,399	1.46%	-25.84%
<b>Total</b>	<b>440,717</b>	<b>429,016</b>	<b>458,526</b>	<b>378,762</b>	<b>369,470</b>	<b>100.00%</b>	<b>-2.45%</b>

### 3.2 Secured credit granted by level of income

The number of credit transactions entered into with persons with a gross monthly income of up to R10,000 continued to decline for the current quarter at 60.89%. The number of credit transactions entered to with persons with a gross monthly income of "greater than R15k" increased from 26.36% for the quarter ended March 2010 to 27.46% for the quarter ended June 2010. More than 75% of the rand value of secured credit granted for the June 2010 quarter was granted in favour of individuals with a gross monthly income in excess of R15,000.

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

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R10K	313,525	294,594	302,186	235,869	224,333
% share of credit granted	71.26%	68.76%	66.03%	61.90%	60.89%
R10.1K-R15K	42,491	43,095	51,310	44,744	42,929
% share of credit granted	9.66%	10.06%	11.21%	11.74%	11.65%
>R15K	83,975	90,721	104,130	100,449	101,172
% share of credit granted	19.09%	21.18%	22.75%	26.36%	27.46%
<b>Total number of secured credit</b>	<b>439,991</b>	<b>428,410</b>	<b>457,626</b>	<b>381,062</b>	<b>368,434</b>

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

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R10K(R000)	R 3,240,402	R 3,017,963	R 3,428,151	R 2,729,021	R 2,689,546
% share of credit granted	17.71%	15.08%	14.66%	12.30%	11.80%
R10.1K-R15K(R000)	R 2,525,405	R 2,707,998	R 3,329,634	R 2,887,099	R 2,959,881
% share of credit granted	13.80%	13.53%	14.24%	13.01%	12.98%
>R15K(R000)	R 12,530,112	R 14,290,835	R 16,626,372	R 16,573,725	R 17,148,036
% share of credit granted	68.49%	71.39%	71.10%	74.69%	75.22%
<b>Total value of secured credit (R000)</b>	<b>18,295,919</b>	<b>20,016,796</b>	<b>23,384,156</b>	<b>22,189,845</b>	<b>22,797,463</b>

### 3.3 Gross debtors book – secured credit

The rand value of the secured credit debtors book experienced an increase of R3.46 billion (1.64 %) for the quarter ended June 2010 when compared to the quarter ended March 2010. The secured credit debtors book increased by 0.40% for the June 2010 quarter when compared to the same period in the previous year. The number of secured credit agreements accounts declined both on a q-o-q and y-o-y basis.

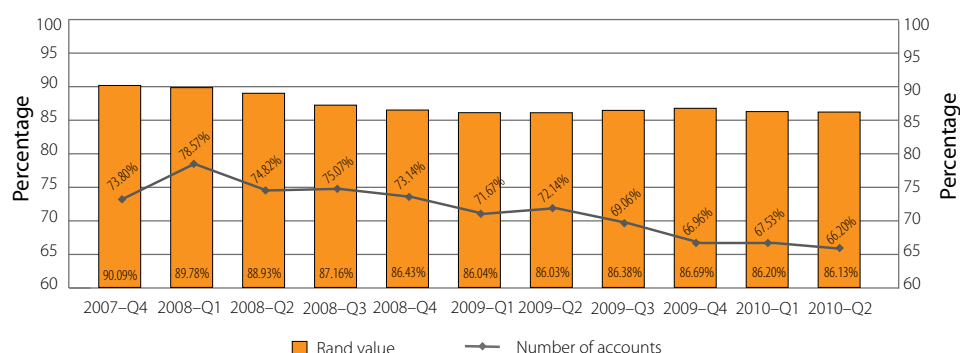
Table 3.5: Gross debtors book – secured credit

Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	R 214,151,337	R 212,103,299	R 211,982,663	R 211,557,272	R 215,018,436	1.64%	0.40%
Number of accounts	5,391,630	5,106,259	5,193,537	4,964,396	4,882,995	-1.64%	-9.43%

### 3.4 Age analysis of gross debtors book – secured credit

The rand value of the secured book reported as “current” declined marginally from 86.20% for the quarter ended March 2010 to 86.13% for the quarter ended June 2010. There was also a decline in the number of secured accounts reported as “current” from 67.53% for the quarter ended March 2010 to 66.20% for the quarter ended June 2010.

Figure 3.1: Secured credit book reported as “current”



## 4. Credit facilities

### 4.1 Credit facilities granted

The value of credit facilities granted for the quarter increased by 9.60% when compared to the March 2010 quarter. On a y-o-y basis the value of credit facilities granted increased by 22.34%. Of the R7.81 billion granted in credit facilities, credit and garage cards amounted to R2.75 billion (35.21%). The number of credit facilities granted for the quarter ended June 2010 increased by 27.09% with approximately 80% of the credit facilities granted in the form of store cards.

Table 4.1: Credit facilities granted – rand value

Agreements	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Credit and/or Garage cards	2,281,236	2,233,556	2,185,459	2,183,883	2,750,509	35.21%	25.95%	20.57%
Bank overdraft	1,065,526	1,054,017	1,120,002	1,543,336	1,295,156	16.58%	-16.08%	21.55%
Services	143,392	195,375	126,757	290,435	234,653	3.00%	-19.21%	63.64%
Store cards	2,198,915	2,051,150	2,731,895	1,973,878	2,578,197	33.00%	30.62%	17.25%
Other facility	695,901	693,276	745,233	1,135,592	953,154	12.20%	-16.07%	36.97%
<b>Total</b>	<b>6,384,971</b>	<b>6,227,374</b>	<b>6,909,346</b>	<b>7,127,124</b>	<b>7,811,669</b>	<b>100.00%</b>	<b>9.60%</b>	<b>22.34%</b>

Table 4.2: Credit facilities granted – number of agreements

Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Credit and/or Garage cards	236,614	226,240	238,850	235,024	290,180	14.48%	23.47%	22.64%
Bank overdraft	45,183	43,762	39,857	49,852	50,313	2.51%	0.92%	11.35%
Services	25,963	25,233	21,699	25,322	26,726	1.33%	5.54%	2.94%
Store cards	2,435,607	1,268,452	1,496,469	1,224,210	1,593,587	79.53%	30.17%	-34.57%
Other facility	37,936	41,302	49,814	42,287	43,073	2.15%	1.86%	13.54%
<b>Total</b>	<b>2,781,303</b>	<b>1,604,989</b>	<b>1,846,689</b>	<b>1,576,695</b>	<b>2,003,879</b>	<b>100.00%</b>	<b>27.09%</b>	<b>-27.95%</b>

## 4.2 Credit facilities granted by level of income

The number of credit facility agreements granted for individuals with a gross monthly income of up to R10,000 increased from 77.21% for the March 2010 quarter to 77.42% for the June 2010 quarter. The rand value of credit facilities granted for the same income group increased from 33.49% to 36.55% for the same time period.

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

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
≤R10K	2,408,790	1,278,989	1,487,963	1,214,356	1,550,122
% share of credit granted	86.71%	79.87%	80.76%	77.21%	77.42%
R10.1K-R15K	144,930	120,271	133,638	122,429	161,766
% share of credit granted	5.22%	7.51%	7.25%	7.78%	8.08%
>R15K	224,346	202,060	220,769	236,064	290,316
% share of credit granted	8.08%	12.62%	11.98%	15.01%	14.50%
<b>Total number of credit facilities</b>	<b>2,778,066</b>	<b>1,601,320</b>	<b>1,842,370</b>	<b>1,572,849</b>	<b>2,002,204</b>

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

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
≤R10K (R000)	R 2,619,678	R 2,335,075	R 2,925,095	R 2,294,711	R 2,798,541
% share of credit granted	41.91%	38.83%	43.26%	33.49%	36.55%
R10.1K-R15K (R000)	R 764,737	R 814,703	R 859,484	R 875,256	R 966,842
% share of credit granted	12.23%	13.55%	12.71%	12.78%	12.63%
>R15K (R000)	R 2,866,955	R 2,864,031	R 2,977,240	R 3,680,975	R 3,890,808
% share of credit granted	45.86%	47.62%	44.03%	53.73%	50.82%
<b>Total value of credit facilities (R000)</b>	<b>6,251,370</b>	<b>6,013,809</b>	<b>6,761,819</b>	<b>6,850,942</b>	<b>7,656,190</b>

### 4.3 Gross debtors book – credit facilities

The credit facilities gross debtors book remained relatively flat with a slight decrease of 0.05% for the quarter ended June 2010 when compared to the previous quarter. When compared to the same period in the previous year the credit facilities debtors book recorded an increase of 1.68%. The number of credit facilities accounts also remained relatively flat with a q-o-q positive movement of 1.17%. On a y-o-y basis the number of accounts increased marginally by 0.40%.

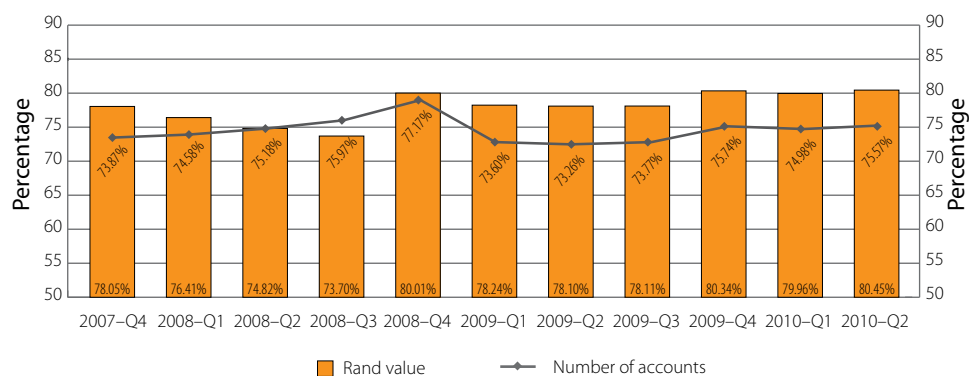
Table 4.5: Gross debtors book – credit facilities

Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	R 126,987,643	R 128,032,183	R 125,144,802	R 129,176,832	R 129,114,950	-0.05%	1.68%
Number of accounts	21,996,662	21,941,136	22,054,207	21,829,828	22,084,147	1.17%	0.40%

### 4.4 Age analysis of gross debtors book – credit facilities

The credit facilities debtors book recorded positive movements for the quarter ended June 2010. The rand value of the credit facilities book reported as “current” increased from 79.96% to 80.45% on a q-o-q basis while the corresponding number of accounts reported as “current” also improved from 74.98% to 75.57%.

Figure 4.1: Credit facilities book reported as “current”



## 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). The value of unsecured credit granted for the quarter ended June 2010 increased significantly by 17.49% while on a y-o-y basis there was an improvement of 63.89%. The corresponding number of unsecured credit agreements concluded increased by 13.08% on a q-o-q basis while on a y-o-y basis there was an increase of 21.47%. The significant growth in unsecured credit is largely attributed to credit providers granting higher value loans over longer repayment periods.

Table 5.1: Unsecured credit granted – term of loan

Agreements	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
<= 6 Months	67,069	70,838	74,826	76,651	107,578	0.92%	40.35%	60.40%
7-12 Months	659,998	677,483	756,044	648,381	670,245	5.70%	3.37%	1.55%
13-18 Months	341,932	416,059	504,864	472,299	639,450	5.44%	35.39%	87.01%
19-24 Months	1,329,448	1,416,536	1,620,760	1,415,467	1,570,027	13.36%	10.92%	18.10%
25-36 Months	2,134,359	2,476,561	2,882,098	2,454,579	2,782,300	23.67%	13.35%	30.36%
3.1-5 Years	2,467,364	3,071,732	4,238,943	4,505,489	5,433,084	46.23%	20.59%	120.20%
5.1-10 +Years	171,123	244,425	458,637	430,702	550,074	4.68%	27.72%	221.45%
<b>Total</b>	<b>7,171,291</b>	<b>8,373,634</b>	<b>10,536,173</b>	<b>10,003,568</b>	<b>11,752,757</b>	<b>100.00%</b>	<b>17.49%</b>	<b>63.89%</b>

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

Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
<= 6 Months	11,958	10,618	6,618	6,312	16,505	2.05%	161.49%	38.02%
7-12 Months	156,007	161,297	156,737	123,560	130,447	16.18%	5.58%	-16.38%
13-18 Months	47,644	57,751	68,405	64,810	79,963	9.92%	23.38%	67.83%
19-24 Months	156,798	162,776	181,346	146,458	154,085	19.11%	5.21%	-1.73%
25-36 Months	168,460	183,845	223,772	182,189	203,475	25.24%	11.68%	20.79%
3.1-5 Years	119,527	141,894	177,876	181,186	211,517	26.23%	16.74%	76.96%
5.1-10 +Years	3,356	4,140	7,960	8,511	10,278	1.27%	20.76%	206.26%
<b>Total</b>	<b>663,750</b>	<b>722,321</b>	<b>822,714</b>	<b>713,026</b>	<b>806,280</b>	<b>100.00%</b>	<b>13.08%</b>	<b>21.47%</b>

The rand value of unsecured credit granted for agreements in excess of R15,100 continued to increase its share with 67.63% of all unsecured credit granted for this agreement size. On a y-o-y basis both the rand value and number of agreements concluded for the R0-R3K loan category declined.

Table 5.3: Unsecured credit granted – distribution of agreement

Rand value of Agreements	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0K-R3K	215,081	223,028	219,115	164,616	183,154	1.56%	11.26%	-14.84%
R3.1K-R5K	471,636	491,503	533,985	435,623	480,492	4.09%	10.30%	1.88%
R5.1K-R8K	763,210	806,305	916,236	758,994	813,525	6.92%	7.18%	6.59%
R8.1K-R10K	650,652	702,609	820,271	684,332	705,517	6.00%	3.10%	8.43%
R10.1K-R15K	1,463,713	1,529,588	1,732,303	1,511,433	1,621,727	13.80%	7.30%	10.80%
> R15.1K	3,607,000	4,620,601	6,314,263	6,448,570	7,948,342	67.63%	23.26%	120.36%
<b>Total</b>	<b>7,171,291</b>	<b>8,373,634</b>	<b>10,536,173</b>	<b>10,003,568</b>	<b>11,752,757</b>	<b>100.00%</b>	<b>17.49%</b>	<b>63.89%</b>

Table 5.4: Unsecured credit granted – number of agreements

Rand value of Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0K-R3K	117,634	123,156	106,822	78,378	90,266	11.20%	15.17%	-23.27%
R3.1K-R5K	118,805	123,229	134,844	110,170	121,756	15.10%	10.52%	2.48%
R5.1K-R8K	124,346	130,770	150,711	126,010	135,638	16.82%	7.64%	9.08%
R8.1K-R10K	69,592	75,626	89,699	74,526	76,746	9.52%	2.98%	10.28%
R10.1K-R15K	114,059	119,414	138,897	123,779	135,519	16.81%	9.48%	18.81%
> R15.1K	119,314	150,126	201,741	200,162	246,365	30.56%	23.08%	106.48%
<b>Total</b>	<b>663,750</b>	<b>722,321</b>	<b>822,714</b>	<b>713,025</b>	<b>806,280</b>	<b>100.00%</b>	<b>13.08%</b>	<b>21.47%</b>

## 5.2 Unsecured credit granted by level of income

Although a significant portion (65.54%) of the unsecured credit granted for the quarter ended June 2010 was granted in favour of the “Up to R10,000” income category, its share has gradually declined for the past five quarters. A similar trend was apparent for the number of credit agreements concluded over the same time period.

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

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R10K	527,256	568,841	595,294	473,143	528,401
% share of credit granted	79.44%	78.75%	72.36%	66.36%	65.54%
R10.1K-R15K	70,951	80,845	117,437	114,308	130,174
% share of credit granted	10.69%	11.19%	14.27%	16.03%	16.15%
>R15K	65,542	72,619	109,977	125,567	147,697
% share of credit granted	9.87%	10.05%	13.37%	17.61%	18.32%
<b>Total number of unsecured credit</b>	<b>663,749</b>	<b>722,305</b>	<b>822,708</b>	<b>713,018</b>	<b>806,272</b>

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

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R10K(R000)	R 4,613,143	R 5,243,800	R 5,605,024	R 4,683,189	R 5,420,104
% share of credit granted	64.34%	62.64%	53.23%	46.82%	46.15%
R10.1K-R15K(R000)	R 1,135,534	R 1,428,655	R 2,231,471	R 2,205,633	R 2,625,155
% share of credit granted	15.84%	17.07%	21.19%	22.05%	22.35%
>R15K(R000)	R 1,421,015	R 1,698,429	R 2,694,022	R 3,112,862	R 3,698,769
% share of credit granted	19.82%	20.29%	25.58%	31.12%	31.49%
<b>Total value of unsecured credit (R000)</b>	<b>7,169,691</b>	<b>8,370,884</b>	<b>10,530,517</b>	<b>10,001,684</b>	<b>11,744,029</b>

### 5.3 Gross debtors book – unsecured credit

The gross value of the debtors book for unsecured credit grew by R3.84 billion (6.71%) on a q-o-q basis and R11.92 billion (24.22%) on a y-o-y basis. The corresponding number of accounts increased by 2.12% on a q-o-q basis and by 3.63% on a y-o-y basis.

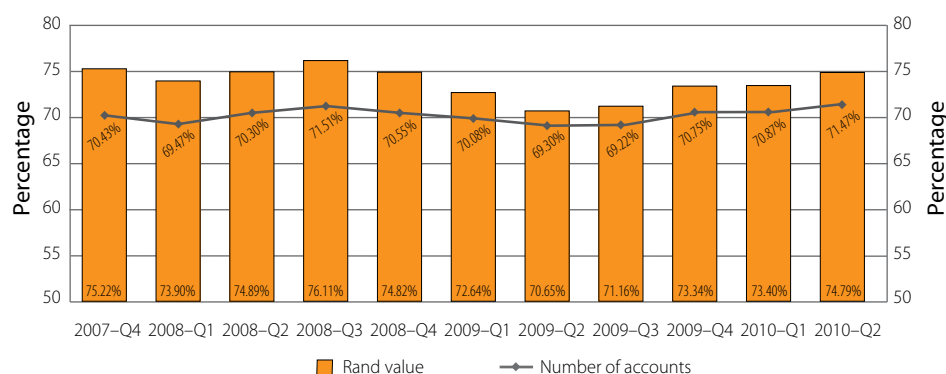
Table 5.7: Gross debtors book – unsecured credit

Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	R 49,217,786	R 51,855,657	R 54,595,220	R 57,293,724	R 61,138,468	6.71%	24.22%
Number of accounts	5,032,377	5,069,758	5,119,668	5,106,863	5,215,082	2.12%	3.63%

### 5.4 Age analysis of gross debtors book – unsecured credit

The rand value of the unsecured book reported as “current” improved marginally from 73.40% for the quarter ended March 2010 to 74.79% for the quarter ended June 2010. The number of accounts reported as “current” showed a similar pattern with a marginal growth from 70.87% to 71.47% for the same period.

Figure 5.1: Unsecured credit book reported as “current”





## 6. Short-term credit transactions

### 6.1 Short-term credit granted

“Short-term credit” is defined as unsecured credit agreements of less than R8 000, repayable over periods shorter than 6 months. 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.

The rand value of short-term credit granted for “Up to 1 month” category grew by 11.74% on a q-o-q basis and 67.15% on a y-o-y basis. Overall, short-term credit recorded very strong growth for the quarter ended June 2010 when compared to the same period in the previous year.

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

Agreements per repayment period	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Up to 1 Month	524,465	557,630	592,760	784,529	876,663	64.89%	11.74%	67.15%
2-3 Months	251,482	259,579	310,941	297,233	279,392	20.68%	-6.00%	11.10%
4-6 Months	152,874	172,657	196,878	187,349	194,961	14.43%	4.06%	27.53%
<b>Total</b>	<b>928,822</b>	<b>989,865</b>	<b>1,100,578</b>	<b>1,269,112</b>	<b>1,351,016</b>	<b>100.00%</b>	<b>6.45%</b>	<b>45.45%</b>

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

Agreements per repayment period	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
Up to 1 Month	648,527	694,982	757,105	944,334	1,050,727	85.52%	11.27%	62.02%
2-3 Months	105,692	109,058	123,522	124,250	112,947	9.19%	-9.10%	6.86%
4-6 Months	52,508	59,257	65,303	61,082	64,983	5.29%	6.39%	23.76%
<b>Total</b>	<b>806,727</b>	<b>863,297</b>	<b>945,930</b>	<b>1,129,666</b>	<b>1,228,657</b>	<b>100.00%</b>	<b>8.76%</b>	<b>52.30%</b>

All categories for short-term credit agreements experienced q-o-q positive growth with the exception of the last category (“R5001 to R8000”) which experienced a decline of 5.03% and 4.68% for the rand value and number of accounts respectively. Agreements not exceeding R3000 accounted for more than 73% of the rand value of the total short-term credit granted and about 93% of the number of accounts.

Table 6.3: Short-term credit granted – rand value

Agreement	2009-Q2 R000	2009-Q3 R000	2009-Q4 R000	2010-Q1 R000	2010-Q2 R000	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R1000	266,775	282,950	304,184	367,047	403,182	29.84%	9.84%	51.13%
R1001-R2000	258,277	274,768	283,300	328,622	361,901	26.79%	10.13%	40.12%
R2001-R3000	145,233	153,017	166,904	215,149	232,183	17.19%	7.92%	59.87%
R3001-R5000	150,119	158,313	186,483	199,461	202,904	15.02%	1.73%	35.16%
R5001-R8000	108,418	120,817	159,707	158,831	150,846	11.17%	-5.03%	39.13%
<b>Total</b>	<b>928,822</b>	<b>989,865</b>	<b>1,100,578</b>	<b>1,269,112</b>	<b>1,351,016</b>	<b>100.00%</b>	<b>6.45%</b>	<b>45.45%</b>

Table 6.4: Short-term credit granted – number

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q2 % Distribution	% Change (Q2/Q1)	% Change (Y/Y)
R0-R1000	523,038	561,798	620,809	756,583	826,581	67.28%	9.25%	58.03%
R1001-R2000	171,406	182,142	187,233	215,290	237,770	19.35%	10.44%	38.72%
R2001-R3000	57,032	60,127	65,655	82,759	89,303	7.27%	7.91%	56.58%
R3001-R5000	38,495	40,555	47,564	50,617	51,729	4.21%	2.20%	34.38%
R5001-R8000	16,756	18,675	24,669	24,417	23,274	1.89%	-4.68%	38.90%
<b>Total</b>	<b>806,727</b>	<b>863,297</b>	<b>945,930</b>	<b>1,129,666</b>	<b>1,228,657</b>	<b>100.00%</b>	<b>8.76%</b>	<b>52.30%</b>

## 6.2 Short-term credit granted by level of income

The number of agreements for short-term credit granted for the “Up to R10,000” income category declined marginally from 66.94% to 66.74 for the quarter ended June 2010 while the category of greater than R15,000 showed a slight increase from 14.45% to 14.73 for the same period

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

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R10K	565,899	602,073	652,261	756,201	820,002
% share of credit granted	70.15%	69.74%	68.95%	66.94%	66.74%
R10.1K-R15K	147,627	158,225	172,089	210,253	227,700
% share of credit granted	18.30%	18.33%	18.19%	18.61%	18.53%
>R15K	93,201	102,997	121,580	163,212	180,955
% share of credit granted	11.55%	11.93%	12.85%	14.45%	14.73%
<b>Total number of short-term credit</b>	<b>806,727</b>	<b>863,295</b>	<b>945,930</b>	<b>1,129,666</b>	<b>1,228,657</b>

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

Agreement	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R10K(R000)	R 565,055	R 599,099	R 666,746	R 734,676	R 802,644
% share of credit granted	60.84%	60.52%	60.58%	57.89%	59.41%
R10.1K-R15K(R000)	R 200,779	R 211,686	R 224,667	R 264,805	R 274,840
% share of credit granted	21.62%	21.39%	20.41%	20.87%	20.34%
>R15K(R000)	R 162,988	R 179,080	R 209,165	R 269,631	R 273,533
% share of credit granted	17.55%	18.09%	19.01%	21.25%	20.25%
<b>Total value of short-term credit (R000)</b>	<b>928,822</b>	<b>989,865</b>	<b>1,100,578</b>	<b>1,269,112</b>	<b>1,351,016</b>

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

The rand value of gross debtors book for short-term credit declined by R37.15 million (5.16%) q-o-q, but increased by R88.61 (14.91%) y-o-y. The corresponding number of accounts showed a similar pattern with a decline of 0.94% q-o-q and an increase of 22.67% y-o-y.

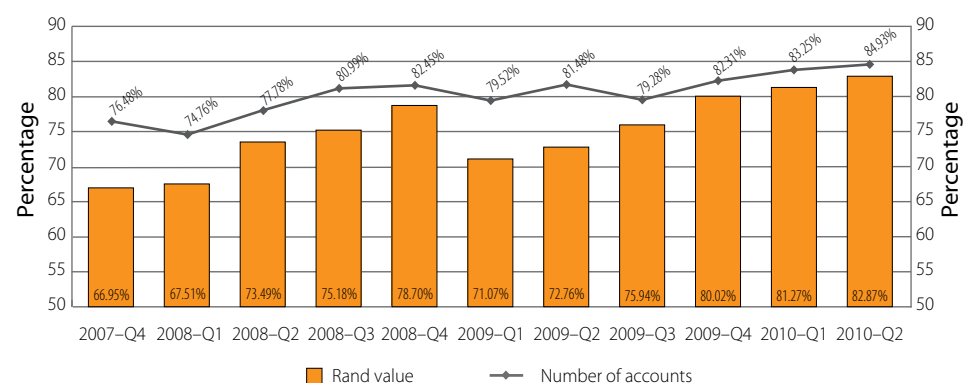
Table 6.7: Gross debtors book - short-term credit

Agreements	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2	% Change (Q2/Q1)	% Change (Y/Y)
Gross debtors book (R000)	R 594,490	R 597,957	R 692,934	R 720,255	R 683,103	-5.16%	14.91%
Number of accounts	342,080	359,556	396,758	423,586	419,623	-0.94%	22.67%

### 6.4 Age analysis of gross debtors book – short-term credit

The value of the short-term book reported as “current” continued to improve from 71.07% for the quarter ended March 2009 to 82.87% for the quarter ended June 2010. The number of short-term accounts reported as “current” showed a similar trend from the quarter ended September 2009.

Figure 6.1: Short-term credit book reported as “current”



## 7. 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.

### 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)

## 8. Appendix tables

### A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
Eastern Cape	4,484,672,625	4,195,324,410	4,081,864,161	3,122,354,355	3,163,483,264	3,375,688,529	4,055,865,677	3,893,976,969	R 4,335,991,074
Free State	2,931,283,727	2,653,196,955	2,587,103,133	2,026,557,672	1,895,686,599	1,992,254,403	2,511,640,092	2,454,534,172	R 2,581,657,622
Gauteng	43,161,035,525	35,538,481,792	29,958,578,862	23,810,110,340	23,197,606,219	24,590,852,416	28,604,750,992	27,858,599,612	R 30,413,608,680
Kwazulu-Natal	9,579,457,737	8,239,286,164	8,674,337,002	6,686,889,603	6,420,601,128	6,889,151,856	8,185,687,202	8,029,759,882	R 8,787,917,284
Limpopo	2,460,134,611	2,130,327,097	2,166,437,856	1,785,729,840	1,738,192,935	1,960,570,142	2,320,212,204	2,247,521,491	R 2,503,847,623
Mpumalanga	4,659,553,794	4,359,988,605	3,789,875,706	2,982,382,883	2,995,228,281	3,239,064,222	3,833,256,464	3,690,130,042	R 4,046,392,074
Northern Cape	1,171,418,811	1,044,909,392	1,018,285,680	915,338,312	827,066,223	820,756,190	1,022,325,340	908,440,748	R 1,055,316,249
North West	2,841,450,015	2,662,807,810	2,499,260,035	1,917,892,215	1,880,920,426	2,136,593,780	2,637,604,294	2,539,294,298	R 2,773,110,467
Western Cape	13,174,782,915	10,513,928,378	10,202,190,725	7,658,104,326	7,934,226,470	7,939,613,667	9,492,162,652	9,013,880,580	R 10,347,167,396
Other	1,159,482,591	989,209,874	785,758,455	798,072,768	612,157,184	637,028,399	631,869,390	909,620,714	R 703,563,096
<b>Total</b>	<b>85,623,272,351</b>	<b>72,327,460,477</b>	<b>65,763,691,615</b>	<b>51,703,432,314</b>	<b>50,665,168,729</b>	<b>53,581,573,604</b>	<b>63,295,374,307</b>	<b>61,545,758,508</b>	<b>R 67,548,571,565</b>

### B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
<=R1500	25,939,795	21,829,189	20,155,437	17,290,125	21,036,591	18,834,574	12,824,164	10,625,276	10,514,980
R1500-R3000	242,255,308	198,150,747	230,591,186	173,841,734	149,381,614	130,462,783	110,738,318	97,885,671	90,500,167
R3.1K-R5K	444,461,779	426,066,225	645,301,289	484,680,722	465,569,961	427,702,023	429,712,694	321,559,391	300,468,488
R5.1K-R10K	557,055,702	571,436,358	933,737,554	675,798,362	676,989,575	684,144,556	776,975,371	565,546,947	560,571,322
R10.1K-R20K	251,150,373	281,750,110	453,376,313	338,913,283	329,421,095	334,405,480	444,927,317	361,698,011	349,970,563
R20.1K-R40K	337,084,916	325,051,157	367,185,461	340,139,986	281,774,088	291,026,342	374,116,294	327,414,024	303,529,678
R40.1K-R60K	866,219,050	805,314,296	785,504,163	675,773,464	576,503,707	615,939,636	700,200,557	660,056,868	596,421,469
R60.1K-R100K	3,656,206,016	3,283,663,018	3,056,436,820	2,395,807,324	2,310,994,997	2,383,515,325	2,761,889,865	2,396,170,501	2,289,058,231
R101K-R150K	5,327,328,644	4,637,519,077	4,287,488,176	3,469,641,310	3,486,984,697	3,734,985,859	4,385,336,930	4,053,527,511	4,261,811,634
R151K-R200K	3,765,828,295	3,383,227,343	3,288,389,190	2,648,690,125	2,656,610,734	2,862,140,510	3,365,946,895	3,401,061,049	3,514,339,162
R201K-R400K	6,376,659,129	5,702,423,947	5,729,694,889	4,994,154,186	5,183,734,934	6,115,131,664	7,256,876,630	6,966,521,561	7,609,414,234
>R400K	3,932,922,848	2,647,089,336	2,542,492,854	2,621,038,022	2,380,485,215	2,575,364,799	3,047,269,054	3,173,944,055	3,131,912,816
<b>Total</b>	<b>25,783,111,855</b>	<b>22,283,520,803</b>	<b>22,340,353,332</b>	<b>18,835,768,643</b>	<b>18,519,487,208</b>	<b>20,173,653,551</b>	<b>23,666,814,089</b>	<b>22,336,010,865</b>	<b>23,018,512,744</b>

Table 3: Secured credit granted – number of agreements

Agreements	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
<=R1500	23,740	19,706	18,184	15,767	19,167	18,020	12,092	10,108	10,569
R1500-R3000	102,522	85,848	97,531	73,903	63,581	55,105	46,526	41,629	38,237
R3.1K-R5K	113,473	109,875	163,876	123,413	117,983	106,892	106,731	80,843	75,075
R5.1K-R10K	81,036	84,043	136,851	99,168	98,666	98,780	112,290	81,768	80,883
R10.1K-R20K	18,814	21,319	34,673	25,569	25,130	25,156	33,390	27,067	26,413
R20.1K-R40K	11,213	11,084	12,500	11,487	9,581	9,852	12,784	11,231	10,342
R40.1K-R60K	17,043	15,848	15,483	13,337	11,333	12,135	13,779	13,034	11,741
R60.1K-R100K	45,603	41,135	38,166	30,044	28,903	29,779	34,464	29,925	28,555
R101K-R150K	43,443	37,825	34,975	28,360	28,447	30,452	35,726	32,939	34,478
R151K-R200K	22,009	19,673	19,124	15,459	15,481	16,653	19,587	19,779	20,431
R201K-R400K	24,051	21,483	21,343	18,512	19,156	22,358	26,419	25,450	27,548
>R400K	4,757	3,603	3,491	3,263	3,289	3,834	4,738	4,989	5,199
<b>Total</b>	<b>507,704</b>	<b>471,442</b>	<b>596,197</b>	<b>458,282</b>	<b>440,717</b>	<b>429,016</b>	<b>458,526</b>	<b>378,762</b>	<b>369,471</b>

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

Table 4: Mortgages granted by income category – Rand value

Income Category	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
R0-R3500	23,081,394	20,662,417	11,557,123	5,479,937	8,696,652	5,047,842	4,747,324	4,889,523	2,488,354
R3501-R5500	107,423,763	104,501,038	49,109,318	36,719,220	34,957,067	35,020,615	33,404,329	23,155,972	22,586,377
R5501-R7500	306,649,564	242,322,281	156,901,500	98,944,465	108,708,205	128,196,952	117,241,208	92,317,672	91,965,442
R7501-R10K	691,176,264	546,139,673	370,450,117	245,756,224	278,591,553	328,008,288	334,569,707	265,668,571	312,425,049
R10.1K-R15K	2,100,253,817	1,677,940,509	1,210,567,730	821,320,462	797,579,203	933,503,391	1,120,490,653	1,063,223,293	1,173,510,612
>R15K	38,193,814,888	29,829,328,813	24,403,291,329	17,135,906,355	15,946,543,001	15,907,597,730	19,071,685,538	19,133,546,775	21,794,317,712
<b>Total</b>	<b>41,422,399,690</b>	<b>32,420,894,731</b>	<b>26,201,877,117</b>	<b>18,344,126,663</b>	<b>17,175,075,681</b>	<b>17,337,374,819</b>	<b>20,682,138,759</b>	<b>20,582,801,806</b>	<b>23,397,293,546</b>

Table 5: Mortgages granted by income category – Number

Income Category	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
R0-R3500	315	257	189	69	79	39	42	37	22
R3501-R5500	1,007	884	531	314	262	246	221	159	145
R5501-R7500	2,304	1,816	1,224	766	706	792	732	580	588
R7501-R10K	4,210	3,355	2,312	1,542	1,518	1,655	1,700	1,401	1,575
R10.1K-R15K	9,649	7,831	5,878	4,109	3,854	4,166	4,710	4,418	4,785
>R15K	62,424	50,127	41,089	29,114	26,345	25,774	29,385	28,625	31,699
<b>Total</b>	<b>79,909</b>	<b>64,270</b>	<b>51,223</b>	<b>35,914</b>	<b>32,764</b>	<b>32,672</b>	<b>36,790</b>	<b>35,220</b>	<b>38,814</b>

Table 6: Secured credit granted by income category – Rand value

Income Category	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
R0-R3500	944,993,756	901,367,411	1,234,153,859	912,420,638	823,934,071	789,558,087	814,441,442	677,213,384	581,011,962
R3501-R5500	1,267,181,350	643,077,829	756,384,492	507,579,409	536,361,198	492,087,618	514,666,583	377,202,282	381,626,556
R5501-R7500	1,529,883,130	887,081,344	892,425,838	588,764,210	698,860,069	609,610,064	710,966,381	557,026,093	547,699,362
R7501-R10K	1,873,453,653	1,452,382,066	1,466,850,921	1,079,776,516	1,181,246,631	1,126,707,422	1,388,076,199	1,117,578,864	1,179,208,152
R10.1K-R15K	3,121,955,321	2,926,584,029	3,102,555,901	2,420,423,045	2,525,404,767	2,707,997,870	3,329,634,139	2,887,099,265	2,959,880,962
>R15K	15,071,449,677	14,890,356,412	14,457,440,454	13,100,638,644	12,530,111,970	14,290,835,097	16,626,371,746	16,573,724,990	17,148,036,487
<b>Total</b>	<b>23,808,916,888</b>	<b>21,700,849,090</b>	<b>21,909,811,465</b>	<b>18,609,602,462</b>	<b>18,295,918,706</b>	<b>20,016,796,158</b>	<b>23,384,156,490</b>	<b>22,189,844,878</b>	<b>22,797,463,481</b>

Table 7: Secured credit granted by income category – Number

Income Category	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
R0-R3500	194,140	194,879	265,673	194,227	182,028	169,810	163,272	124,474	121,566
R3501-R5500	74,545	60,096	88,796	65,286	63,372	59,682	62,931	47,679	44,060
R5501-R7500	44,248	30,936	45,078	30,635	34,535	32,680	37,883	30,299	27,746
R7501-R10K	40,411	34,122	42,438	33,340	33,590	32,422	38,100	33,417	30,961
R10.1K-R15K	43,808	43,659	53,228	42,593	42,491	43,095	51,310	44,744	42,929
>R15K	101,143	105,359	98,973	91,055	83,975	90,721	104,130	100,449	101,172
<b>Total</b>	<b>498,295</b>	<b>469,051</b>	<b>594,186</b>	<b>457,136</b>	<b>439,991</b>	<b>428,410</b>	<b>457,626</b>	<b>381,062</b>	<b>368,434</b>

Table 8: Credit facilities approved by income category – Rand value

Income Category	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
R0-R3500	1,206,986,177	862,404,889	1,753,965,343	1,033,752,058	1,372,685,818	1,054,112,797	1,563,241,751	1,057,072,391	1,329,834,967
R3501-R5500	605,821,093	472,390,282	496,781,374	392,879,833	415,781,922	404,886,649	430,140,075	361,473,104	452,987,126
R5501-R7500	636,306,334	470,154,114	409,828,550	345,852,577	343,161,042	358,019,548	383,491,095	357,030,560	420,290,402
R7501-R10K	626,823,244	501,446,477	550,873,734	482,517,488	488,049,594	518,056,296	548,221,879	519,135,375	595,428,495
R10.1K-R15K	992,814,804	906,209,960	923,450,864	781,967,035	764,736,867	814,702,884	859,484,434	875,255,640	966,841,794
>R15K	4,297,002,440	3,784,375,764	2,889,111,865	3,054,386,690	2,866,954,986	2,864,030,623	2,977,239,815	3,680,974,707	3,890,807,653
<b>Total</b>	<b>8,365,754,093</b>	<b>6,996,981,486</b>	<b>7,024,011,730</b>	<b>6,091,355,681</b>	<b>6,251,370,229</b>	<b>6,013,808,797</b>	<b>6,761,819,049</b>	<b>6,850,941,777</b>	<b>7,656,190,437</b>

Table 9: Credit facilities approved by income category – Number

Income Category	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
R0-R3500	990,291	692,429	1,603,058	1,197,527	1,804,972	866,165	1,024,140	817,043	1,009,936
R3501-R5500	270,789	200,502	268,870	218,491	292,631	189,439	212,265	176,182	242,536
R5501-R7500	170,031	125,277	146,988	124,251	163,052	112,568	128,063	110,642	150,037
R7501-R10K	137,341	105,693	130,989	120,792	148,135	110,817	123,495	110,489	147,613
R10.1K-R15K	167,198	117,665	132,218	124,541	144,930	120,271	133,638	122,429	161,766
>R15K	328,905	208,910	217,276	213,474	224,346	202,060	220,769	236,064	290,316
<b>Total</b>	<b>2,064,555</b>	<b>1,450,476</b>	<b>2,499,399</b>	<b>1,999,076</b>	<b>2,778,066</b>	<b>1,601,320</b>	<b>1,842,370</b>	<b>1,572,849</b>	<b>2,002,204</b>

Table 10: Unsecured credit granted by income category – Rand value

Income Category	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
R0-R3500	2,431,730,599	2,577,708,950	2,664,119,368	2,008,484,167	2,274,997,025	2,603,660,704	1,678,417,952	1,256,097,573	1,445,876,961
R3501-R5500	1,101,759,123	1,053,471,675	1,073,285,562	837,571,193	841,465,466	951,818,527	1,252,836,018	969,125,427	1,153,229,890
R5501-R7500	844,462,214	818,612,793	827,165,726	725,733,376	738,714,765	818,016,724	1,303,599,978	1,187,705,364	1,350,875,009
R7501-R10K	834,338,187	791,127,697	821,449,578	736,675,800	757,965,522	870,303,870	1,370,169,974	1,270,260,483	1,470,122,347
R10.1K-R15K	989,124,940	1,061,808,955	1,196,353,697	1,070,449,553	1,135,533,848	1,428,655,010	2,231,470,904	2,205,633,234	2,625,155,459
>R15K	1,386,071,219	1,322,521,562	1,379,585,856	1,405,390,270	1,421,014,558	1,698,429,360	2,694,022,392	3,112,861,832	3,698,769,243
<b>Total</b>	<b>7,587,486,282</b>	<b>7,625,251,633</b>	<b>7,961,959,787</b>	<b>6,784,304,359</b>	<b>7,169,691,184</b>	<b>8,370,884,195</b>	<b>10,530,517,218</b>	<b>10,001,683,913</b>	<b>11,744,028,909</b>

Table 11: Unsecured credit granted by income category – Number

Income Category	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
R0-R3500	362,773	376,839	408,789	293,551	311,306	337,803	271,266	196,526	220,410
R3501-R5500	133,515	132,263	137,716	102,863	97,248	103,761	134,444	104,188	116,872
R5501-R7500	80,613	80,389	82,788	67,365	63,618	67,068	102,511	93,228	102,261
R7501-R10K	71,692	70,167	73,112	59,780	55,084	60,209	87,073	79,201	88,858
R10.1K-R15K	71,657	78,783	88,274	73,389	70,951	80,845	117,437	114,308	130,174
>R15K	75,241	73,852	79,422	71,099	65,542	72,619	109,977	125,567	147,697
<b>Total</b>	<b>795,491</b>	<b>812,293</b>	<b>870,101</b>	<b>668,047</b>	<b>663,749</b>	<b>722,305</b>	<b>822,708</b>	<b>713,018</b>	<b>806,272</b>

Table 12: Short-term credit granted by income category – Rand value

Income Category	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
R0-R3500	669,865,723	752,925,112	242,670,909	208,371,400	215,086,873	224,123,894	244,506,494	236,393,069	263,121,083
R3501-R5500	109,937,697	99,666,823	137,691,417	115,847,101	123,744,743	132,693,419	151,204,287	173,133,908	187,343,114
R5501-R7500	63,309,760	63,944,759	121,760,599	103,782,424	108,690,736	117,387,613	136,042,666	164,966,892	180,897,299
R7501-R10K	33,214,731	47,240,123	128,455,352	113,855,829	117,532,215	124,894,330	134,992,379	160,181,658	171,282,230
R10.1K-R15K	23,457,767	31,706,361	216,608,936	191,945,296	200,779,205	211,685,693	224,667,103	264,805,098	274,839,617
>R15K	12,772,387	17,456,450	184,093,572	153,819,510	162,987,895	179,080,231	209,165,387	269,631,373	273,532,791
<b>Total</b>	<b>912,558,065</b>	<b>1,012,939,628</b>	<b>1,031,280,785</b>	<b>887,621,560</b>	<b>928,821,667</b>	<b>989,865,180</b>	<b>1,100,578,316</b>	<b>1,269,111,998</b>	<b>1,351,016,134</b>

Table 13: Short-term credit granted by income category – Number

Income Category	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
R0-R3500	632,196	679,776	252,029	222,240	234,102	243,654	255,067	263,262	285,719
R3501-R5500	89,674	90,273	140,667	122,438	128,633	138,524	153,878	185,904	196,921
R5501-R7500	43,027	49,035	114,697	100,608	103,620	112,796	127,185	162,417	179,771
R7501-R10K	19,281	31,665	108,375	96,717	99,544	107,099	116,131	144,618	157,591
R10.1K-R15K	12,756	18,419	159,719	140,506	147,627	158,225	172,089	210,253	227,700
>R15K	6,032	9,376	104,687	87,687	93,201	102,997	121,580	163,212	180,955
<b>Total</b>	<b>802,966</b>	<b>878,544</b>	<b>880,174</b>	<b>770,196</b>	<b>806,727</b>	<b>863,295</b>	<b>945,930</b>	<b>1,129,666</b>	<b>1,228,657</b>

## D: Age analysis of debtors book

Table 14: Age analysis of gross debtors book – mortgages

Ageing	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
Current	610,449,119,956	622,321,314,445	622,732,230,408	622,402,236,564	618,732,375,209	622,645,016,154	627,807,869,245	628,274,672,268	632,537,731,519
30 Days	41,065,333,273	38,301,723,142	35,208,833,205	29,595,267,956	27,936,156,709	25,621,992,517	25,507,388,801	26,530,107,494	26,783,192,720
31-60 Days	17,826,002,525	16,440,419,724	18,032,464,214	17,882,003,192	12,566,489,015	11,887,595,550	11,163,928,641	12,690,435,826	11,105,379,208
61-90 Days	8,060,096,039	10,074,699,620	10,965,215,038	11,323,355,050	8,882,177,534	8,375,649,869	7,823,646,376	8,268,352,386	8,102,411,172
91-120 Days	8,712,997,130	11,290,598,239	13,860,885,792	17,062,605,691	16,733,918,620	14,110,679,772	14,250,894,287	14,472,739,452	14,475,834,846
120+ Days	20,351,233,478	25,487,285,203	33,231,958,309	42,259,622,180	49,299,623,042	53,924,599,512	54,396,317,254	55,735,608,984	56,027,297,646
<b>Total</b>	<b>706,464,782,401</b>	<b>723,916,040,373</b>	<b>734,031,586,966</b>	<b>740,525,090,633</b>	<b>734,150,740,129</b>	<b>736,565,533,374</b>	<b>740,950,044,604</b>	<b>745,971,916,410</b>	<b>749,031,847,111</b>



Table 15: Age analysis of accounts – mortgages

Ageing	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
Current	1,602,706	1,616,909	1,608,056	1,602,882	1,603,588	1,605,236	1,607,482	1,594,382	1,594,201
30 Days	120,134	93,426	86,879	73,509	66,921	59,325	57,024	62,386	62,344
31-60 Days	37,900	36,823	38,563	37,748	27,534	25,730	23,878	26,584	24,296
61-90 Days	17,156	20,725	22,184	22,612	18,275	17,303	15,723	16,627	15,910
91-120 Days	15,390	20,740	25,415	30,728	29,356	25,730	25,444	25,966	26,364
120+ Days	43,236	49,928	60,747	74,125	83,582	89,117	88,937	90,760	91,333
<b>Total</b>	<b>1,836,522</b>	<b>1,838,551</b>	<b>1,841,844</b>	<b>1,841,604</b>	<b>1,829,256</b>	<b>1,822,441</b>	<b>1,818,488</b>	<b>1,816,705</b>	<b>1,814,448</b>

Table 16: Age analysis of gross debtors book – secured credit

Ageing	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
Current	205,571,021,431	196,079,738,856	193,739,803,456	189,944,807,651	184,237,121,304	183,209,845,528	183,761,339,220	182,365,082,571	185,194,011,820
30 Days	12,409,496,902	13,656,955,025	14,101,585,370	12,529,273,407	11,198,880,692	10,328,446,818	10,051,019,673	10,369,562,318	10,507,857,947
31-60 Days	4,356,075,300	5,107,277,167	5,162,272,223	5,652,448,030	4,882,003,976	4,876,181,822	4,157,052,551	3,848,732,161	3,399,899,850
61-90 Days	2,186,558,841	2,403,962,175	2,518,773,873	2,606,176,216	2,626,746,140	2,430,467,224	2,093,862,654	1,978,889,723	1,893,433,562
91-120 Days	1,528,607,423	1,765,015,967	1,917,308,743	2,429,274,269	2,650,189,806	2,745,542,678	2,849,018,302	3,749,518,457	3,288,207,481
120+ Days	5,101,110,889	5,957,895,689	6,723,984,355	7,604,344,825	8,556,394,728	8,512,815,232	9,070,370,186	9,245,486,352	10,735,025,612
<b>Total</b>	<b>231,152,870,786</b>	<b>224,970,844,879</b>	<b>224,163,728,020</b>	<b>220,766,324,398</b>	<b>214,151,336,646</b>	<b>212,103,299,302</b>	<b>211,982,662,586</b>	<b>211,557,271,582</b>	<b>215,018,436,272</b>

Table 17: Age analysis of accounts – secured credit

Ageing	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
Current	4,373,120	4,187,172	4,057,470	3,918,732	3,889,788	3,526,558	3,477,633	3,352,579	3,232,664
30 Days	531,653	481,106	519,262	452,606	420,962	430,093	448,675	429,769	433,207
31-60 Days	282,523	279,042	281,981	281,619	249,962	269,015	250,818	246,786	241,296
61-90 Days	182,724	168,870	170,330	177,056	164,899	205,683	175,189	172,535	169,867
91-120 Days	127,319	116,055	118,635	139,461	119,265	146,084	141,774	149,823	144,030
120+ Days	347,733	345,750	400,237	498,534	546,754	528,826	699,448	612,904	661,927
<b>Total</b>	<b>5,845,071</b>	<b>5,577,995</b>	<b>5,547,915</b>	<b>5,468,008</b>	<b>5,391,630</b>	<b>5,106,259</b>	<b>5,193,537</b>	<b>4,964,396</b>	<b>4,882,991</b>

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

Ageing	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
Current	99,657,247,295	99,618,905,697	101,998,186,964	101,486,172,100	99,177,552,672	100,005,846,586	100,544,072,355	103,287,763,768	103,867,351,573
30 Days	11,829,126,810	13,132,117,085	10,632,763,854	11,673,974,412	10,805,598,143	10,649,562,147	8,745,854,098	9,375,125,676	8,867,070,774
31-60 Days	3,883,420,778	3,717,557,258	3,394,104,832	4,182,187,966	3,609,876,199	3,330,924,733	2,435,444,353	2,997,227,175	2,466,112,599
61-90 Days	3,068,532,932	2,812,012,786	2,342,667,387	2,727,172,283	2,615,609,894	2,285,455,505	1,763,818,191	1,925,050,247	1,778,083,966
91-120 Days	1,616,306,370	1,772,722,911	1,470,465,350	1,565,463,721	1,799,721,328	1,618,616,512	1,333,786,377	1,334,752,169	1,401,911,600
120+ Days	13,141,370,445	14,109,098,323	7,643,377,412	8,077,004,218	8,979,284,408	10,141,777,491	10,321,826,191	10,256,913,189	10,734,419,378
<b>Total</b>	<b>133,196,004,630</b>	<b>135,162,414,060</b>	<b>127,481,565,799</b>	<b>129,711,974,700</b>	<b>126,987,642,644</b>	<b>128,032,182,974</b>	<b>125,144,801,565</b>	<b>129,176,832,224</b>	<b>129,114,949,890</b>

Table 19: Age analysis of accounts – credit facilities

Ageing	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
Current	17,180,093	17,307,813	18,066,624	16,252,010	16,113,878	16,185,257	16,703,777	16,368,870	16,688,782
30 Days	2,348,452	2,366,970	2,329,985	2,416,539	2,266,608	2,190,271	2,153,895	2,181,833	2,110,519
31-60 Days	925,405	841,195	806,025	1,017,916	916,185	855,225	676,930	836,963	724,250
61-90 Days	578,912	510,371	481,009	588,674	589,042	536,046	415,926	479,515	452,324
91-120 Days	409,910	338,767	328,037	344,785	420,370	379,017	309,195	302,974	329,634
120+ Days	1,410,622	1,416,566	1,400,539	1,460,864	1,690,579	1,795,320	1,794,484	1,659,673	1,778,638
<b>Total</b>	<b>22,853,394</b>	<b>22,781,682</b>	<b>23,412,219</b>	<b>22,080,788</b>	<b>21,996,662</b>	<b>21,941,136</b>	<b>22,054,207</b>	<b>21,829,828</b>	<b>22,084,147</b>

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

Ageing	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
Current	33,875,148,654	35,077,781,248	35,809,275,641	35,615,658,826	34,770,654,618	36,900,495,987	40,042,515,099	42,056,313,724	45,726,877,325
30 Days	2,031,777,760	2,094,365,606	2,751,872,896	3,057,045,064	3,136,767,446	3,001,152,747	2,916,089,917	3,089,908,682	3,175,677,074
31-60 Days	1,045,717,339	1,222,055,634	1,141,119,697	1,428,050,742	1,303,410,332	1,225,334,072	1,102,272,102	1,175,840,618	1,151,940,056
61-90 Days	834,673,427	898,450,011	904,750,482	1,035,149,416	1,074,682,517	965,310,615	900,626,646	885,227,713	874,462,238
91-120 Days	652,693,101	776,410,467	744,366,464	817,507,141	900,621,675	846,953,247	771,722,743	732,751,940	940,772,443
120+ Days	6,792,361,749	6,020,926,126	6,507,021,637	7,074,802,224	8,031,648,933	8,916,410,630	8,861,993,584	9,353,681,587	9,268,738,514
<b>Total</b>	<b>45,232,372,030</b>	<b>46,089,989,092</b>	<b>47,858,406,817</b>	<b>49,028,213,413</b>	<b>49,217,785,521</b>	<b>51,855,657,299</b>	<b>54,595,220,091</b>	<b>57,293,724,264</b>	<b>61,138,467,650</b>

Table 21: Age analysis of accounts – unsecured credit

Ageing	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
Current	3,442,254	3,551,822	3,606,315	3,528,374	3,487,479	3,509,034	3,622,083	3,619,456	3,727,271
30 Days	255,509	251,656	296,806	311,574	310,347	315,284	302,450	315,335	315,191
31-60 Days	150,952	158,401	152,746	167,718	156,093	139,240	128,698	133,737	126,851
61-90 Days	119,534	119,291	119,130	119,952	123,408	108,636	104,071	100,754	95,908
91-120 Days	91,624	88,638	91,938	84,392	89,145	82,542	75,689	70,722	99,714
120+ Days	836,312	797,279	844,432	822,707	865,905	915,022	886,677	866,859	850,148
<b>Total</b>	<b>4,896,185</b>	<b>4,967,087</b>	<b>5,111,367</b>	<b>5,034,717</b>	<b>5,032,377</b>	<b>5,069,758</b>	<b>5,119,668</b>	<b>5,106,863</b>	<b>5,215,083</b>

Table 22: Age analysis of gross debtors book – short-term credit

Ageing	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)
Current	485,419,109	529,174,914	542,901,850	435,673,008	432,530,132	454,073,327	554,492,022	585,337,870	566,058,762
30 Days	26,590,601	23,296,617	20,564,974	42,589,561	39,415,340	44,734,252	46,890,869	46,415,316	40,553,104
31-60 Days	20,033,837	17,755,075	17,484,287	22,431,233	16,440,676	13,073,764	13,480,418	18,466,342	14,720,664
61-90 Days	15,775,662	14,773,022	13,651,112	19,011,084	14,580,640	10,671,352	10,545,526	14,644,805	11,542,571
91-120 Days	7,364,363	8,316,140	6,001,129	5,788,926	5,611,418	7,132,427	3,788,430	3,734,122	4,301,013
120+ Days	105,355,114	110,523,961	89,204,487	87,501,635	85,911,904	68,271,663	63,736,359	51,656,217	45,927,083
<b>Total</b>	<b>660,538,686</b>	<b>703,839,729</b>	<b>689,807,839</b>	<b>612,995,447</b>	<b>594,490,110</b>	<b>597,956,785</b>	<b>692,933,624</b>	<b>720,254,672</b>	<b>683,103,197</b>

Table 23: Age analysis of accounts – short-term credit

Ageing	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q4	2010-Q1	2010-Q2
Current	327,635	342,922	344,139	279,505	278,739	285,061	326,587	352,656	356,372
30 Days	16,150	12,446	11,431	13,009	10,429	28,004	27,129	27,945	25,426
31-60 Days	11,919	9,000	9,107	10,753	8,808	7,836	7,574	9,806	8,311
61-90 Days	9,273	7,462	6,641	7,813	7,464	6,077	5,376	7,262	6,175
91-120 Days	4,033	2,592	1,742	1,857	2,381	2,391	1,946	1,935	1,881
120+ Days	52,201	48,990	44,338	38,563	34,259	30,187	28,147	23,982	21,458
<b>Total</b>	<b>421,211</b>	<b>423,412</b>	<b>417,398</b>	<b>351,500</b>	<b>342,080</b>	<b>359,556</b>	<b>396,759</b>	<b>423,586</b>	<b>419,623</b>

