

Consumer Credit Report

Executive Summary

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

The value of total consumer credit granted has shown positive growth of 5.51% from R50.92 billion for the quarter ended June 2009 to R53.73 billion for the quarter ended September 2009. This is the first increase in quarterly credit extension since December 2007.

Secured and unsecured credit agreements contributed 92.67% of the total quarter on quarter (q-o-q) growth in credit granted. For the September 2009 quarter, secured credit increased by R1.54 billion on a q-o-q basis while unsecured credit increased by R1.20 billion. Mortgages and short-term credit granted increased by R156.44 million and R61.04 million respectively, while credit facilities declined by R157.59 million over the same period.

Despite the growth in credit granted, the aggregate value of the outstanding debtors book contracted for the second successive quarter, by 0.02% for the quarter ended September 2009. The contraction is significantly less than the previous quarter's contraction of 0.92%.

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Introduction

The Consumer Credit 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 five quarters: 01 July 2008 to 30 September 2008 (2008-Q3); 01 October 2008 to 31 December 2008 (2008-Q4); 01 January 2009 to 31 March 2009 (2009-Q1); 01 April 2009 to 30 June 2009 (2009-Q2) and 01 July 2009 to 30 September 2009 (2009-Q3).

The reporting requirements of the NCA differentiate between small credit providers, defined as credit providers for whom annual disbursements are less than R15 million, and larger credit providers. Credit providers with annual disbursements of more than R15 million are required to submit quarterly returns. Credit providers with annual disbursements of less than R15 million are only required to submit annual returns. This report is based on the quarterly returns from the 40 most significant credit providers.

The aggregated numbers contained in this report reflect an estimated 90% of the consumer credit market in South Africa. Estimates of the remainder of the market are not included. The basis of reporting will be expanded in future reports and will provide sufficient information to enable analysis of trends and comparison between periods.

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 Reports. 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.

The abbreviation "year-on-year" (y-o-y) as used in this report refers to a comparison of the quarter ended September 2008 to the quarter ended September 2009, and "quarter-on-quarter" (q-o-q) refers to a comparison of the quarter ended June 2009 to the quarter ended September 2009.

When reporting total credit granted according to income categories the values shown in the tables include credit extended to juristic persons. However, the income analysis shown in the appendix excludes credit granted to juristic persons.

1. Market overview

1.1 Credit granted

The value of total credit granted increased by 5.51% for the quarter ended September 2009, but on a y-o-y basis the value of total credit granted showed a decline of 25.71%.

Table 1.1: Credit granted

Agreement	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	% Change (Q3/Q2)	% Change (Y/Y)
Credit transactions	64,718,684	58,842,301	45,621,993	44,540,824	47,506,200	6.66%	-26.60%
Credit facilities	7,608,777	7,232,955	6,254,582	6,384,971	6,227,374	-2.47%	-18.16%
Total	72,327,460	66,075,256	51,876,576	50,925,795	53,733,575	5.51%	-25.71%

Table 1.2: Credit granted – number of agreements

Agreement	2008-Q3 000	2008-Q4 000	2009-Q1 000	2009-Q2 000	2009-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of credit transactions	2,228	2,401	1,934	1,946	2,049	5.30%	-8.04%
Number of credit facilities	2,181	2,504	2,003	2,781	1,605	-42.29%	-26.42%
Total	4,409	4,905	3,938	4,727	3,654	-22.70%	-17.14%

The number of applications for credit received increased by 230,000 (4.13%) from the previous quarter with the rejection rate remaining relatively stable at 44%. On a y-o-y basis the number of applications received for credit declined by 7.77% while the number of rejected applications declined by 9.19%.

Table 1.3: Number of applications received and rejected

Agreement	2008-Q3 000	2008-Q4 000	2009-Q1 000	2009-Q2 000	2009-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of applications received	6,305	6,576	5,702	5,584	5,815	4.13%	-7.77%
Number of applications rejected	2,825	2,911	2,505	2,476	2,566	3.64%	-9.19%
% of applications rejected	44.82%	44.27%	43.93%	44.33%	44.13%	–	–

Table 1.4 provides a breakdown of the value of credit transactions granted. The increase of 6.66% in the total for credit transactions was largely due to growth in both the values of secured (8.23%) and unsecured credit (16.77%) granted. Secured credit is the largest category of total credit transactions granted at 42.79% followed by mortgages at 37.50%.

Table 1.4: Credit transactions granted – credit type

Agreement	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	33,765,929	27,187,876	18,932,756	17,660,598	17,817,046	0.89%	-47.23%
Secured credit	22,283,521	22,651,917	19,008,912	18,780,113	20,325,655	8.23%	-8.79%
Unsecured credit	7,656,295	7,971,227	6,792,704	7,171,291	8,373,634	16.77%	9.37%
Short-term credit	1,012,940	1,031,281	887,622	928,822	989,865	6.57%	-2.28%
Total	64,718,684	58,842,301	45,621,993	44,540,824	47,506,200	6.66%	-26.60%

Table 1.5: Credit transactions granted – percentage distribution

Agreement	2008-Q3 % Distribution	2008-Q4 % Distribution	2009-Q1 % Distribution	2009-Q2 % Distribution	2009-Q3 % Distribution
Mortgages	52.17%	46.20%	41.50%	39.65%	37.50%
Secured credit	34.43%	38.50%	41.67%	42.16%	42.79%
Unsecured credit	11.83%	13.55%	14.89%	16.10%	17.63%
Short-term credit	1.57%	1.75%	1.95%	2.09%	2.08%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

Credit agreements are differentiated as per the definitions contained in the NCA Regulations. "Secured credit" (Other credit agreements) consists of all credit that is secured, but excludes mortgages and credit facilities. Unsecured credit transactions include all transactions in respect of which the lender does not have any security (and excludes credit facilities or short-term credit). Short-term credit consists of unsecured credit agreements of less than R8,000, repayable over periods shorter than 6 months.

The rand value of the gross debtors book declined slightly by 0.02% on a q-o-q basis mainly due to the decline in the secured credit book which constitutes 18.73% of the total debtors book. The decline in the secured credit book was as a result of debt write-offs by some large credit providers.

Table 1.6: Gross debtors book – credit type

Agreement	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	723,916,040	733,630,923	740,115,437	732,132,609	736,565,533	64.43%	0.61%	1.75%
Secured credit	224,970,845	226,787,196	222,898,530	220,399,369	214,087,287	18.73%	-2.86%	-4.84%
Credit facilities	135,162,414	137,743,172	141,290,512	140,184,817	140,004,000	12.25%	-0.13%	3.58%
Unsecured credit	46,089,989	47,922,104	49,088,605	50,132,041	51,919,285	4.54%	3.57%	12.65%
Short-term credit	703,840	689,808	612,995	594,490	597,957	0.05%	0.58%	-15.04%
Total	1,130,843,128	1,146,773,202	1,154,006,080	1,143,443,326	1,143,174,062	100.00%	-0.02%	1.09%

The rand value of the debtors book for the banks improved marginally by 0.03% q-o-q when compared to the quarter ended June 2009. The debtors book for the retailers declined by 2.2% on a q-o-q basis due to bad debts being written-off by a number of retail credit providers.

Table 1.7: Gross debtors book – industry type

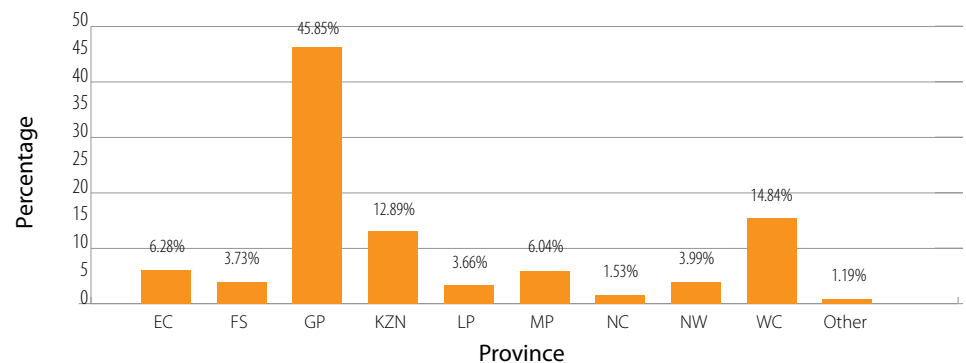
Industry	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	1,015,573,351	1,028,914,926	1,035,287,082	1,024,340,863	1,024,695,576	89.64%	0.03%	0.90%
Retailers	34,810,265	37,197,823	37,968,573	38,290,338	37,447,506	3.28%	-2.20%	7.58%
Non-bank vehicle financiers	37,084,384	37,744,640	37,395,359	37,006,781	36,714,861	3.21%	-0.79%	-1.00%
Other credit providers	43,375,128	42,915,813	43,355,066	43,805,344	44,316,119	3.88%	1.17%	2.17%
Total	1,130,843,128	1,146,773,202	1,154,006,080	1,143,443,326	1,143,174,062	100.00%	-0.02%	1.09%

Table 1.8: Gross debtors book – number of accounts

Agreement	2008-Q3 000	2008-Q4 000	2009-Q1 000	2009-Q2 000	2009-Q3 000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	1,839	1,840	1,839	1,822	1,822	5.31%	0.01%	-0.88%
Secured credit	5,578	5,576	5,495	5,430	5,132	14.95%	-5.49%	-8.00%
Credit facilities	22,782	23,420	22,089	22,008	21,949	63.93%	-0.27%	-3.65%
Unsecured credit	4,967	5,112	5,035	5,034	5,070	14.77%	0.72%	2.08%
Short-term credit	423	417	352	342	360	1.05%	5.11%	-15.08%
Total	35,589	36,364	34,809	34,636	34,333	100.00%	-0.87%	-3.53%

R24.63 billion (45.85%) of the total credit granted of R53.73 billion in 2009-Q3 was to borrowers in the Gauteng Province. The second largest share of credit granted occurred in the Western Cape with R7.97 billion (14.84%) while KwaZulu-Natal received R6.92 billion (12.89%) of credit granted. The overall provincial percentage distribution for credit granted has been fairly consistent between September 2008 and September 2009. The category "Other" as per Figure 1.1 relates to credit granted to persons with addresses outside the Republic of South Africa (for a detailed breakdown of Figures 1.1, refer to Tables 1 and 2 of the Appendix).

Figure 1.1: Provincial distribution of credit granted – 2009-Q3



2. Mortgage agreements

2.1 Mortgages granted

The rand value of mortgages granted showed a marginal increase of 0.89% to R17.81 billion for the first time in eight quarters. Smaller-sized mortgages (less than R150k) showed a slight improvement on a q-o-q basis, with the rate of decline on a y-o-y basis also showing a slight improvement when compared to the quarter ended June 2009. This applied to both the rand value and the number of mortgage agreements granted.

Table 2.1: Mortgages granted – size of agreements

Agreements	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	142,073	115,634	89,914	75,805	78,878	0.44%	4.05%	-44.48%
R51K-R100K	541,861	430,829	294,650	263,766	268,676	1.51%	1.86%	-50.42%
R101K-R150K	643,127	505,144	354,952	298,544	313,187	1.76%	4.90%	-51.30%
R151K-R350K	4,317,738	3,360,208	2,293,230	2,140,326	2,113,377	11.86%	-1.26%	-51.05%
R351K-R700K	9,771,145	7,856,589	5,375,363	4,977,353	4,795,730	26.92%	-3.65%	-50.92%
>=R700K	18,349,985	14,919,471	10,524,648	9,904,802	10,247,199	57.51%	3.46%	-44.16%
Total	33,765,929	27,187,876	18,932,756	17,660,598	17,817,046	100.00%	0.89%	-47.23%

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	4,369	3,598	2,852	2,339	2,365	7.14%	1.11%	-45.87%
R51K-R100K	6,660	5,279	3,631	3,240	3,297	9.96%	1.76%	-50.50%
R101K-R150K	4,915	3,867	2,698	2,280	2,384	7.20%	4.56%	-51.50%
R151K-R350K	17,151	13,250	9,097	8,506	8,376	25.29%	-1.53%	-51.16%
R351K-R700K	19,261	15,359	10,617	9,858	9,525	28.76%	-3.38%	-50.55%
>=R700K	13,332	10,781	7,654	7,023	7,167	21.64%	2.05%	-46.24%
Total	65,688	52,134	36,549	33,246	33,114	100.00%	-0.40%	-49.59%

2.2 Mortgages granted by level of income

The number of mortgages granted to individuals with a gross monthly income of up to R15,000 showed a marginal q-o-q improvement when compared to the previous quarter. This was in contrast to the higher income band which dropped marginally by 1.52% q-o-q. A similar declining trend was observed for the rand value of mortgages granted (for a detailed breakdown of Figures 2.1 and 2.2 refer to Tables 5 and 6 of the Appendix).

Figure 2.1: Mortgages granted – gross monthly income of individuals (number of agreements)

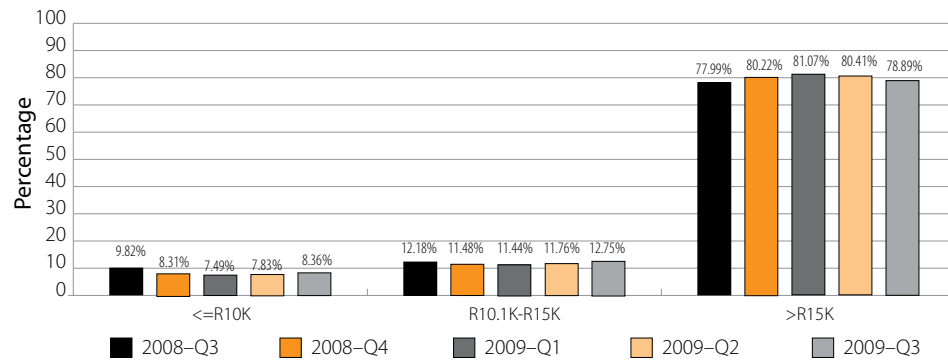
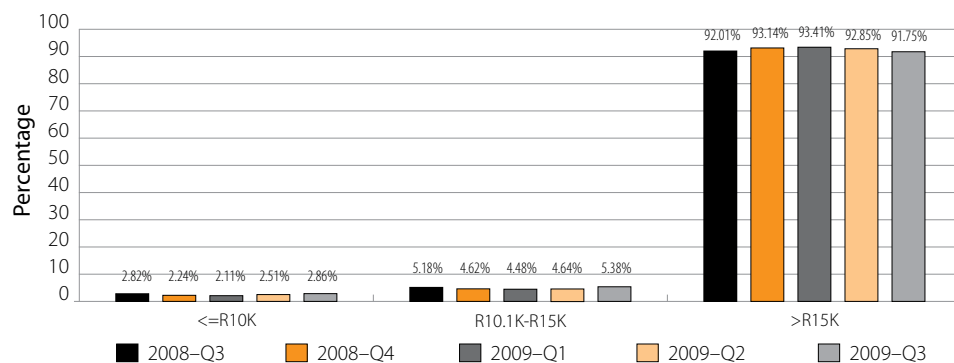


Figure 2.2: Mortgages granted – gross monthly income of individuals (rand value)



2.3 Gross debtors book – mortgages

The gross debtors book for mortgages improved marginally on a q-o-q basis in both rand value and the number of accounts. The rate of y-o-y growth for the gross debtors book was at its slowest at 1.75% for the quarter ended September 2009 since the quarter ended December 2007.

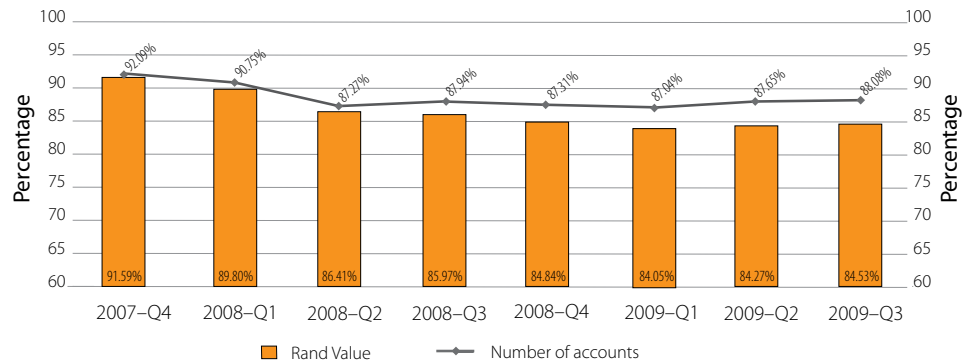
Table 2.3: Gross debtors book – mortgages

Agreements	2008-Q3 000	2008-Q4 000	2009-Q1 000	2009-Q2 000	2009-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book	R723,916,040	R733,630,923	R 740,115,437	R732,132,609	R736,565,533	0.61%	1.75%
Number of accounts	1,839	1,840	1,839	1,822	1,822	0.01%	-0.88%

2.4 Age analysis of gross debtors book – mortgages

Both the rand value and number of accounts reported as “current” have been improving since the quarter ended March 2009. The rand value of mortgages reported as “current” improved from 84.27% for the quarter ended June 2009 to 84.53% for the quarter ended September 2009. The number of accounts in “current” increased from 87.65% to 88.08% during the same period (for a detailed breakdown of Figure 2.3 refer to Tables 15 and 16 of the Appendix).

Figure 2.3: 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. Approximately 80% of this category is made up of motor vehicle finance and the balance includes items like furniture finance and loans secured against a pension fund, provident fund or insurance policy.

The rand value of secured credit granted showed an improvement of 8.23% on a q-o-q basis. Vehicle finance was the largest contributor to this positive growth. All other forms of secured credit, with the exception of retirement benefits, experienced q-o-q declines. Smaller sized agreements of R40,000 or less accounted for 9.29% of total secured credit granted while the remainder consists of secured agreements of R40,000 or more (see Tables 3 and 4 of the Appendix). Transactions for "furniture and other durables", which has the largest share of the number of secured credit agreements (69.57%), showed a 6.28% decline on a q-o-q basis. This largely contributed to the overall 2.69% decline in the number of secured accounts.

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

Type of security	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	18,586,990	18,034,207	15,257,800	15,511,886	17,205,080	84.65%	10.92%
Retirement benefits	443,513	451,537	344,830	359,467	377,991	1.86%	5.15%
Insurance policy	121,316	61,041	148,993	50,615	42,307	0.21%	-16.41%
Furniture & other durables	1,559,686	2,414,640	1,765,311	1,705,811	1,685,617	8.29%	-1.18%
Other security	1,572,016	1,690,492	1,491,978	1,152,333	1,014,660	4.99%	-11.95%
Total	22,283,521	22,651,917	19,008,912	18,780,113	20,325,655	100.00%	8.23%

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

Agreements	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	133,964	128,159	105,663	104,938	113,383	26.36%	8.05%
Retirement benefits	9,632	9,428	6,887	7,252	7,539	1.75%	3.96%
Insurance policy	6,726	5,179	8,735	4,902	4,450	1.03%	-9.22%
Furniture & other durables	311,533	445,774	330,899	319,252	299,216	69.57%	-6.28%
Other security	9,587	10,058	7,382	5,641	5,493	1.28%	-2.62%
Total	471,442	598,598	459,566	441,985	430,081	100.00%	-2.69%

3.2 Secured credit granted by level of income

The number of secured credit agreements granted to individuals with a gross monthly income of up to R10,000 declined by 2.46% between the quarters ended June 2009 (71.05%) and September 2009 (68.59%). The number of agreements granted to the higher income categories increased to 10.03% and 21.37% respectively for the quarter ended September 2009. Figure 3.2 shows that 76.61% of the rand value of secured credit granted in the September 2009 quarter was granted to individuals with a gross monthly income in excess of R15,000 (for a detailed breakdown of Figures 3.1 and 3.2 refer to Tables 7 and 8 of the Appendix).

Figure 3.1: Secured credit granted – gross monthly income of individuals (number of agreements)

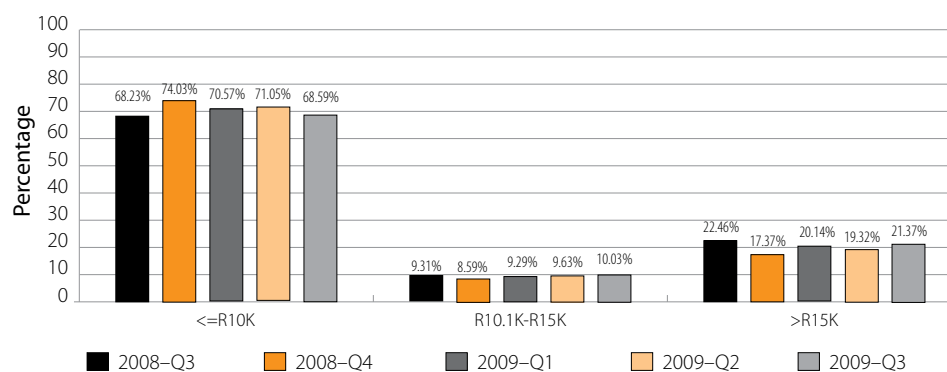
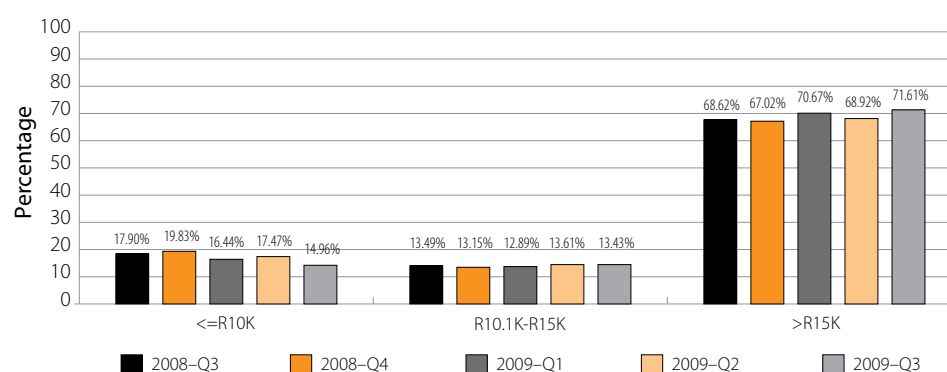


Figure 3.2: Secured credit granted – gross monthly income of individuals (rand value)



3.3 Gross debtors book – secured credit

The gross value of the debtors book for secured credit declined by 2.86% on a q-o-q basis for the quarter ended September 2009 from R220,39 billion to R214,08 billion. The decline was 4.84% on a y-o-y basis. For the same period, the number of accounts declined by 5.49% on a q-o-q basis while the decline on a y-o-y was by 8.00%.

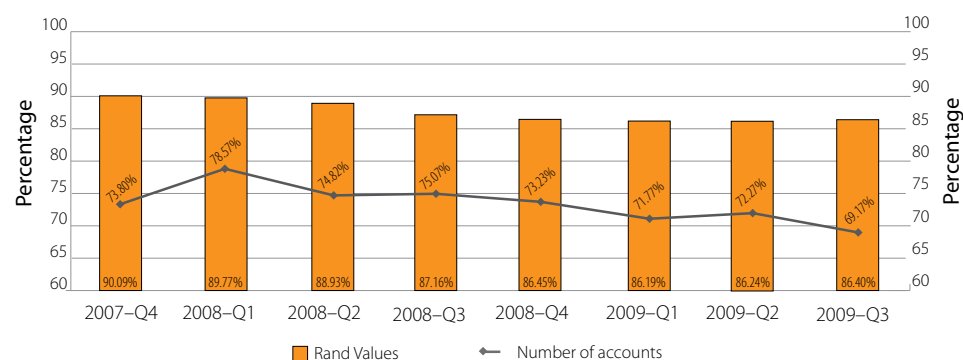
Table 3.3: Gross debtors book – secured credit

Agreements	2008-Q3 000	2008-Q4 000	2009-Q1 000	2009-Q2 000	2009-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book	R224,970,845	R226,787,196	R222,898,530	R220,399,369	R214,087,287	-2.86%	-4.84%
Number of accounts	5,578	5,576	5,495	5,430	5,132	-5.49%	-8.00%

3.4 Age analysis of gross debtors book – secured credit

The percentage of the debtors book for secured credit in “current” hovered around 86% for the last five quarters. There was a marginal improvement of 0.17% from the quarter ended June 2009 to the quarter ended September 2009. The number of accounts similarly hovered around 72% for the last three quarters, while the number of accounts declined by 3.10% (for a detailed breakdown of Figure 3.3 refer to Tables 17 and 18 of the Appendix).

Figure 3.3: Secured credit book reported as “current”



4. Credit facilities

4.1 Credit facilities granted

The value of credit facilities granted (both new facilities and increases on existing facility limits) declined by 2.47% on a q-o-q basis and by 18.16% on a y-o-y basis. Credit granted for “services” increased by 36.25% when comparing the quarter ended June 2009 to the quarter ended September 2009 due to some unusually large transactions by one of the credit providers. However, “services” constituted only 3.14% of the total rand value of credit facilities granted hence its increase did not significantly influence the total value of credit granted.

Table 4.1: Credit facilities granted – rand value

Agreements	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit/Garage card	3,393,450	2,646,003	2,338,130	2,281,236	2,233,556	35.87%	-2.09%	-34.18%
Bank overdraft	1,223,348	1,151,267	1,218,862	1,065,526	1,054,017	16.93%	-1.08%	-13.84%
Services	192,019	169,350	109,373	143,392	195,375	3.14%	36.25%	1.75%
Store cards	1,907,954	2,596,689	1,729,498	2,198,915	2,051,150	32.94%	-6.72%	7.51%
Other facility	892,006	669,645	858,719	695,901	693,276	11.13%	-0.38%	-22.28%
Total	7,608,777	7,232,955	6,254,582	6,384,971	6,227,374	100.00%	-2.47%	-18.16%

The number of credit facilities granted declined by 42.29% for the quarter ended September 2009 from 2.78 million agreements to 1.60 million agreements. This decline was due to annual credit limit increases on existing facilities which was applied in the previous quarter.

Table 4.2: Credit facilities granted – number of agreements

Agreements	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit/Garage card	254,986	248,025	234,945	236,614	226,240	14.10%	-4.38%	-11.27%
Bank overdraft	79,393	64,877	85,485	45,183	43,762	2.73%	-3.14%	-44.88%
Services	34,619	36,279	22,451	25,963	25,233	1.57%	-2.81%	-27.11%
Store cards	1,759,634	2,099,851	1,615,708	2,435,607	1,268,452	79.03%	-47.92%	-27.91%
Other facility	52,789	55,036	44,778	37,936	41,302	2.57%	8.87%	-21.76%
Total	2,181,421	2,504,068	2,003,367	2,781,303	1,604,989	100.00%	-42.29%	-26.42%

4.2 Credit facilities granted by level of income

The number of credit facilities granted to individuals with a gross monthly income of up to R10,000 declined by 6.84% between the second and third quarters of 2009. The rand value figures shown in Figure 4.2 showed a similar declining trend (for a detailed breakdown of Figures 4.1 and 4.2 refer to Tables 9 and 10 of the Appendix).

Figure 4.1: Credit facilities granted – gross monthly income of individuals (number of agreements)

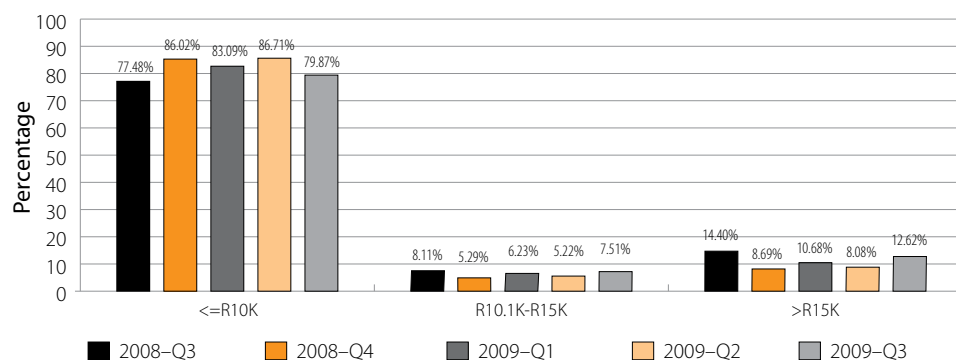
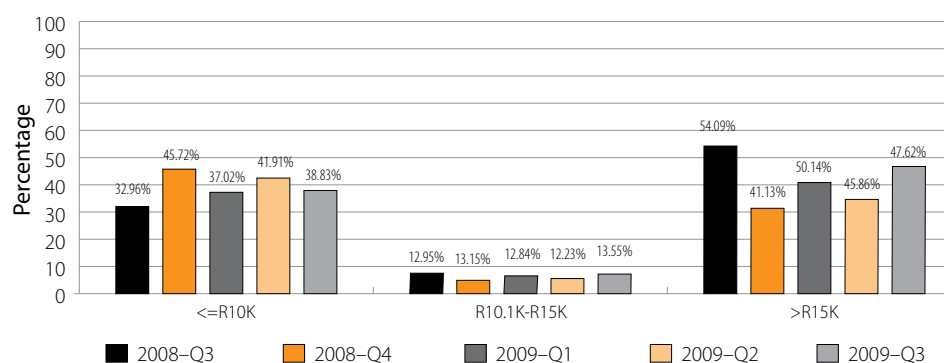


Figure 4.2: Credit facilities granted – gross monthly income of individuals (rand value)



4.3 Gross debtors book – credit facilities

The value of the gross debtors book for credit facilities declined by 0.13% on a q-o-q basis for the quarter ended September 2009 while the number of accounts also declined by 0.27% for the same period. On a y-o-y basis the rand value of the book showed an increase of 3.58% while the corresponding number of accounts declined by 3.65%.

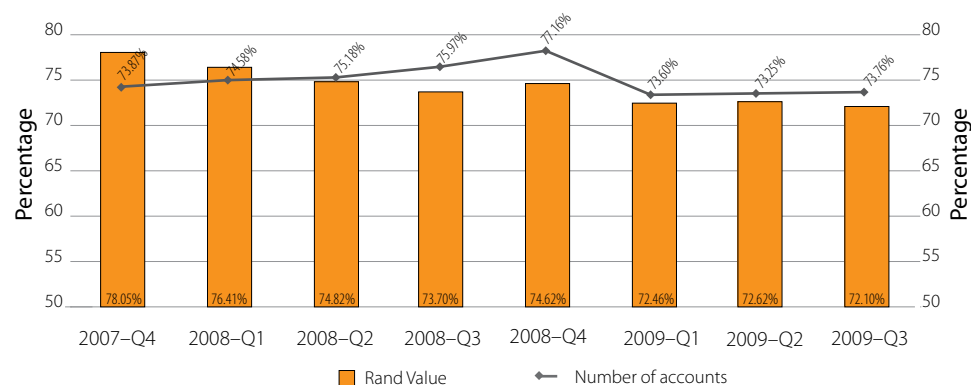
Table 4.3: Gross debtors book – credit facilities

Agreements	2008-Q3 000	2008-Q4 000	2009-Q1 000	2009-Q2 000	2009-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book	R135,162,414	R137,743,172	R141,290,512	R140,184,817	R140,004,000	-0.13%	3.58%
Number of accounts	22,782	23,420	22,089	22,008	21,949	-0.27%	-3.65%

4.4 Age analysis of gross debtors book – credit facilities

The number of Credit facilities reported as “current” improved slightly from 73.25% for the quarter ended June 2009 to 73.76% for the quarter ended September 2009. The rand value of the book reported as “current” shows a marginal decline to 72.10% for the quarter ended September 2009 (for a detailed breakdown of Figure 4.3, refer to Tables 19 and 20 of the Appendix).

Figure 4.3: Credit facilities book reported as “current”



5. Unsecured credit transactions

5.1 Unsecured credit transactions

Unsecured credit granted continued its upward trend with the quarter ending September 2009 showing a q-o-q increase of 16.77%. On an annual basis, the value of unsecured credit granted increased by 9.37%. Table 5.1 represents the distribution of unsecured credit granted across various repayment terms. Most unsecured credit agreements granted had repayment periods of between 19 and 60 months. Unsecured credit transactions include all transactions in respect of which the lender does not have any security (excluding credit facilities and short-term credit).

Table 5.1: Unsecured credit granted – term of loan

Agreements	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
<= 6 Months	202,180	119,092	103,446	67,069	70,838	0.85%	5.62%	-64.96%
7-12 Months	704,315	791,708	624,318	659,998	677,483	8.09%	2.65%	-3.81%
13-18 Months	362,285	408,024	296,904	341,932	416,059	4.97%	21.68%	14.84%
19-24 Months	1,376,996	1,416,061	1,150,327	1,329,448	1,416,536	16.92%	6.55%	2.87%
25-36 Months	2,811,502	2,939,134	2,255,183	2,134,359	2,476,561	29.58%	16.03%	-11.91%
3.1-5 Years	2,033,470	2,143,209	2,208,986	2,467,364	3,071,732	36.68%	24.49%	51.06%
5.1-10 +Years	165,547	154,000	153,540	171,123	244,425	2.92%	42.84%	47.65%
Total	7,656,295	7,971,227	6,792,704	7,171,291	8,373,634	100.00%	16.77%	9.37%

The number of unsecured agreements concluded for the quarter ended September 2009 increased by 8.82% when compared to the previous quarter. As mentioned above, a significant proportion (67.63%) of the number of unsecured credit agreements concluded during the September 2009 quarter had repayment periods of 19 and 60 months. On a y-o-y basis the number of Unsecured credit agreements declined by 11.08%.

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

Agreements	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
<= 6 Months	88,284	80,754	33,705	11,958	10,618	1.47%	-11.21%	-87.97%
7-12 Months	175,675	199,331	150,864	156,007	161,297	22.33%	3.39%	-8.18%
13-18 Months	53,565	61,155	43,148	47,644	57,751	8.00%	21.21%	7.81%
19-24 Months	158,969	167,497	137,820	156,798	162,776	22.54%	3.81%	2.39%
25-36 Months	234,702	253,446	190,245	168,460	183,845	25.45%	9.13%	-21.67%
3.1-5 Years	98,502	105,187	109,335	119,527	141,894	19.64%	18.71%	44.05%
5.1-10 +Years	2,610	2,740	2,946	3,356	4,140	0.57%	23.36%	58.62%
Total	812,307	870,110	668,063	663,750	722,321	100.00%	8.82%	-11.08%

Table 5.4 shows relatively even distribution across different sizes of unsecured credit agreements. Agreements larger than R15,000 experienced the largest q-o-q change.

Table 5.3: Unsecured credit granted – distribution of agreement

Rand value of Agreements	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	249,203	276,482	208,291	215,081	223,028	2.66%	3.69%	-10.50%
R3.1K-R5K	481,072	553,576	451,324	471,636	491,503	5.87%	4.21%	2.17%
R5.1K-R8K	803,009	910,215	724,880	763,210	806,305	9.63%	5.65%	0.41%
R8.1K-R10K	717,064	755,200	659,908	650,652	702,609	8.39%	7.99%	-2.02%
R10.1K-R15K	2,022,481	1,977,782	1,566,885	1,463,713	1,529,588	18.27%	4.50%	-24.37%
> R15.1K	3,383,466	3,497,972	3,181,416	3,607,000	4,620,601	55.18%	28.10%	36.56%
Total	7,656,295	7,971,227	6,792,704	7,171,291	8,373,634	100.00%	16.77%	9.37%

Table 5.4: Unsecured credit granted – number of agreements

Rand value of Agreements	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	196,831	205,738	134,298	117,634	123,156	17.05%	4.69%	-37.43%
R3.1K-R5K	119,739	138,921	114,377	118,805	123,229	17.06%	3.72%	2.91%
R5.1K-R8K	127,529	145,655	118,831	124,346	130,770	18.10%	5.17%	2.54%
R8.1K-R10K	77,108	81,834	70,521	69,592	75,626	10.47%	8.67%	-1.92%
R10.1K-R15K	162,606	161,150	123,049	114,059	119,414	16.53%	4.69%	-26.56%
> R15.1K	128,494	136,812	106,987	119,314	150,126	20.78%	25.82%	16.84%
Total	812,307	870,110	668,063	663,750	722,321	100.00%	8.82%	-11.08%

5.2 Unsecured credit granted by level of income

The majority (78.75%) of the Unsecured credit agreements were granted to individuals with gross monthly incomes of up to R10,000 during the September 2009 quarter. This was a marginal decline when compared to the previous quarter. The rand value of the unsecured credit granted, showed a trend similar to that of the number of accounts (for a detailed breakdown of Figures 5.1 and 5.2, refer to Tables 11 and 12 of the Appendix).

Figure 5.1: Unsecured credit granted – gross monthly income of individuals (number of agreements)

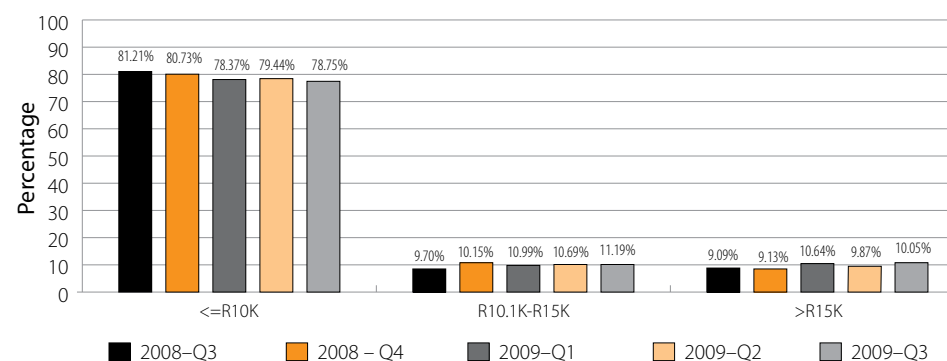
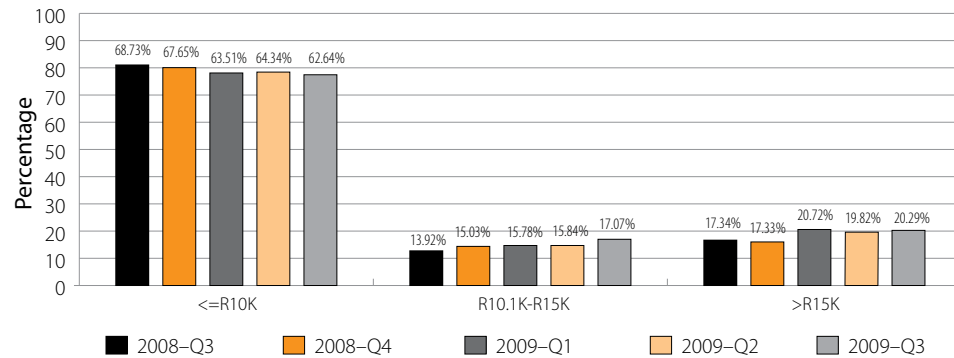


Figure 5.2: Unsecured credit granted – gross monthly income of individuals (rand value)



5.3 Gross debtors book – unsecured credit

The gross debtors book for unsecured credit increased by 3.57% on a q-o-q basis with the corresponding number of accounts increasing by 0.72%. On a y-o-y basis the gross debtors book increased by 12.65% with the number of unsecured accounts increasing by 2.08%.

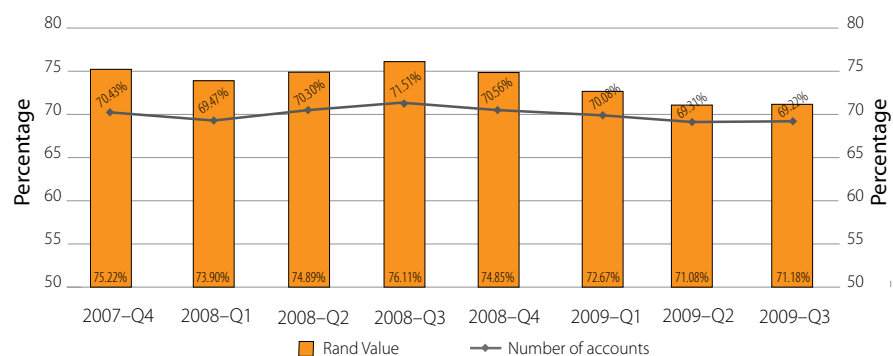
Table 5.5: Gross debtors book – unsecured credit

Agreements	2008-Q3 000	2008-Q4 000	2009-Q1 000	2009-Q2 000	2009-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book	R46,089,989	R47,922,104	R49,088,605	R50,132,041	R51,919,285	3.57%	12.65%
Number of accounts	4,967	5,112	5,035	5,034	5,070	0.72%	2.08%

5.4 Age analysis of gross debtors book – unsecured credit

The percentage of the number of accounts reported as “current” for the unsecured credit book been declining marginally since the quarter ended September 2008 from 71.51% to 69.22%. The rand value of the unsecured book followed a similar pattern but with a marginal improvement for the latest quarter (for a detailed breakdown of Figure 5.3 refer to Tables 21 and 22 of the Appendix).

Figure 5.3: 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 not included in these figures. The rand value of short-term credit granted for the September 2009 quarter increased by 6.57% on a q-o-q basis with the "Up to 1 month" loan category receiving the largest share (56.33%). On a y-o-y basis the rand value of credit granted declined by 2.28%. The number of short-term credit agreements showed a similar trend with an increase of 7.01% on a q-o-q basis and a decline of 1.74% on a y-o-y basis. More than 80% of the short-term credit agreements was granted for loans of up to 1 month.

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

Agreements per repayment periods	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Up to 1 Month	529,843	565,432	507,430	524,465	557,630	56.33%	6.32%	5.24%
2-3 Months	290,364	285,103	228,192	251,482	259,579	26.22%	3.22%	-10.60%
4-6 Months	192,733	180,746	152,000	152,874	172,657	17.44%	12.94%	-10.42%
Total	1,012,940	1,031,281	887,622	928,822	989,865	100.00%	6.57%	-2.28%

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

Agreements per repayment periods	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Up to 1 Month	686,442	698,724	624,326	648,527	694,982	80.50%	7.16%	1.24%
2-3 Months	127,599	119,139	94,907	105,692	109,058	12.63%	3.18%	-14.53%
4-6 Months	64,503	62,311	50,962	52,508	59,257	6.86%	12.85%	-8.13%
Total	878,544	880,174	770,195	806,727	863,297	100.00%	7.01%	-1.74%

Tables 6.3 and 6.4 indicate that the majority of short-term credit granted relates to agreements not exceeding R2,000, at 56.34% of the rand value of credit granted, while 86.18% of the number of accounts were for the same category of loans.

Table 6.3: Short-term credit granted – rand value

Agreements	2008-Q3 R000	2008-Q4 R000	2009-Q1 R000	2009-Q2 R000	2009-Q3 R000	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R1-R1000	288,398	287,704	252,907	266,775	282,950	28.58%	6.06%	-1.89%
R1001-R2000	270,634	279,754	240,831	258,277	274,768	27.76%	6.39%	1.53%
R2001-R3000	160,095	169,579	145,776	145,233	153,017	15.46%	5.36%	-4.42%
R3001-R5000	170,319	173,844	145,806	150,119	158,313	15.99%	5.46%	-7.05%
R5001-R8000	123,494	120,400	102,301	108,418	120,817	12.21%	11.44%	-2.17%
Total	1,012,940	1,031,281	887,622	928,822	989,865	100.00%	6.57%	-2.28%

Table 6.4: Short-term credit granted – number

Agreements	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3	2009-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	575,203	566,340	500,509	523,038	561,798	65.08%	7.41%	-2.33%
R1001-R2000	178,072	184,263	159,533	171,406	182,142	21.10%	6.26%	2.29%
R2001-R3000	62,599	66,320	56,890	57,032	60,127	6.96%	5.43%	-3.95%
R3001-R5000	43,667	44,552	37,407	38,495	40,555	4.70%	5.35%	-7.13%
R5001-R8000	19,003	18,699	15,856	16,756	18,675	2.16%	11.45%	-1.73%
Total	878,544	880,174	770,195	806,727	863,297	100.00%	7.01%	-1.74%

6.2 Short-term credit granted by level of income

The percentage of the number of short-term credit transactions granted to individuals with a gross monthly income of up to R15,000 remained consistent over the five periods. Figures 6.1 and 6.2 indicate that short-term credit is predominantly used by lower income people (for a detailed breakdown of Figures 6.1 and 6.2, refer to Tables 13 and 14 of the Appendix).

Figure 6.1: Short-term credit granted – gross monthly income of individuals (number of agreements)

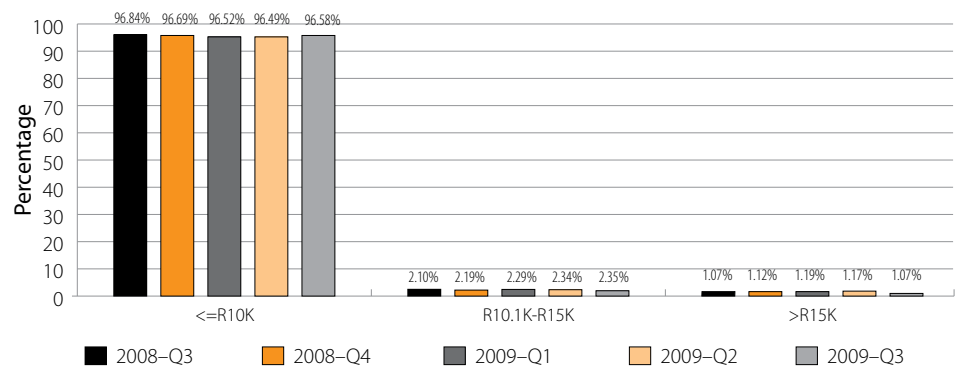
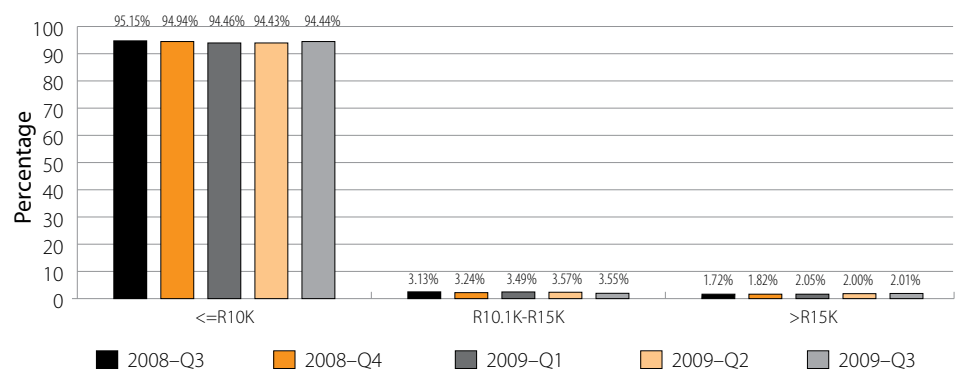


Figure 6.2: Short-term credit granted – gross monthly income of individuals (rand value)



6.3 Gross debtors book – short-term credit

The gross value of the short-term credit book remained relatively flat with a marginal q-o-q increase of 0.58% for the September 2009 quarter, while the corresponding number of accounts increased by 5.11%. On a y-o-y basis the book declined by 15.04% and 15.08% for the rand value and number of accounts respectively.

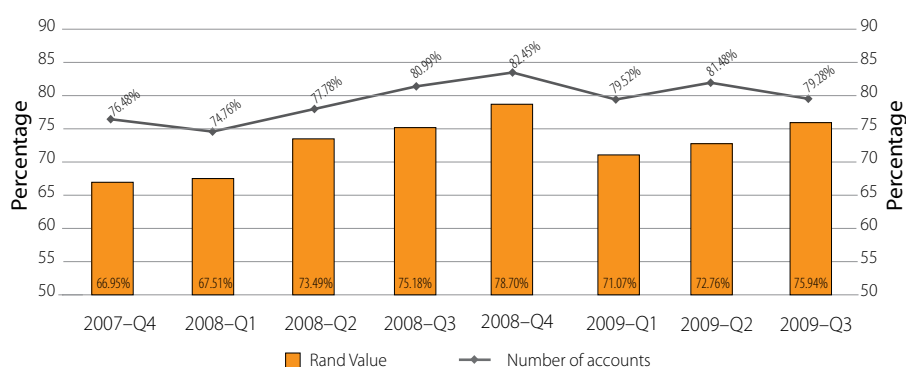
Table 6.5: Gross debtors book – short-term credit

Agreements	2008-Q3 000	2008-Q4 000	2009-Q1 000	2009-Q2 000	2009-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book	R703,840	R689,808	R612,995	R594,490	R597,957	0.58%	-15.04%
Number of accounts	423	417	352	342	360	5.11%	-15.08%

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

The percentage of the number of accounts reported as “current” declined from 81.48% for the June 2009 to 79.28% for the September 2009. The percentage of the rand value of the book reported as “current” has shown an improvement from the March 2009 quarter at 71.07% to 75.94% for the September 2009 quarter (for a detailed breakdown of Figure 6.3 refer to Tables 23 and 24 of the Appendix).

Figure 6.3: Short-term credit book reported as “current”



Econometrix Commentary on NCR Consumer Credit Data: Q3 2009

According to the figures published by the NCR, the decline in the value of credit granted, slowed down considerably to -25.7% y/y in Q3, from -40.5% y/y in Q2. The rise in credit granted is directly related to the relaxation of lending criteria by some banks in Q3. It is also in line with a slight increase in the y/y growth in durable household consumption expenditure in Q3 to -11.4% from -14.6% in Q2.

Despite the growth in credit granted in Q3, albeit still in negative territory, is still a cause for concern, as it is a possible signal of a faster recovery in consumer credit use in the economy than anticipated. This is a worrying trend, in the light of low employment levels during 2009, while the rise in credit growth is also likely to add upward pressure on consumer inflation in the year ahead. Furthermore, the apparent rise in credit growth in Q3 occurred concurrent with persistent high levels of household over-indebtedness in the economy. Although the ratio of household debt to disposable income (SARB) declined to 79.0% in *Q3, from 80.1% in Q2 and 80.9% in Q1, the ratio still remains well in excess of the 52.0% level which prevailed in 2002.

Interestingly, whilst growth in the value of credit granted rose, growth in the number of new credit accounts granted actually declined sharply from 6.3% y/y in Q2 to -17.1% in Q3. On a q/q basis, the value of credit granted grew by 5.5%, whilst the number of credit accounts granted declined by a notable -22.7%, suggesting that credit growth is accruing to already indebted individuals and households.

The share of credit granted in Q3 shifted towards unsecured credit, with an increased share of 17.6% in Q3 from 16.1% in Q2, whilst the share of mortgage advances declined from 39.7% in Q2 to 37.5% in Q3. Without the backing collateral, defaults in unsecured credit stand to be a greater threat to the stability of the financial system.

An analysis of the breakdown of credit granted by category shows that all categories, with the exception of short-term credit, showed an

increase in their y/y growth rates. The value of mortgages granted increased to -47.2% from -58.6%. This does not represent a dramatic acceleration, but it does suggest that the lagged effects of a 5% reduction in interest rates between December 2008 and August 2009, together with a slight easing in lending requirements on the part of banks, might be driving an increase in the demand for home loans. The move from a negative growth in house prices to a positive growth in recent months, might also be contributing towards this. In the case of the acceleration in growth of secured and unsecured growth, it suggests that the dampening effect on credit extension resulting from the introduction of the National Credit Act might be beginning to fade. In addition, there can be no doubt that the fall in interest rates last year must be having some beneficial effect.

The gross value of debtors' books slowed down in Q3 to 1.1% from 2.4% in Q2 (the fourth consecutive decline). This is in line with private sector credit extension data (PSCE), as released by SARB, which showed a consistent decline over the same period. Household credit extension growth slowed down to an average of 3.6% y/y in Q3 from 5.3% y/y in Q2 2009.

The overall growth in the gross value of debtors' books slowed down due to a decrease in the following categories: mortgages (from 3.6% y/y in Q2 to 1.7% y/y in Q3), credit facilities (from 5.2% to 3.6%), and short-term credit (from -15.0% to -10.0%). The only debtors' book showing an increase in its y/y growth in Q3 was unsecured credit (to 12.6% from 10.8% in Q2).

With so many economic indicators pointing to a significant recovery in domestic economic growth, the pressure on the Reserve Bank to try to boost real economic growth by reducing interest rates is diminishing. With the economy still recovering from the recession, economic conditions (including the slow improvement in mining and construction activity, weak domestic consumption, as well as strained household balance sheets) still present a strong argument

against any increase in interest rates, at least in the first half of the year. Nevertheless, based on the recent data, as well as a number of inflationary pressures in the economy (including the hike in the electricity tariff increase and rising commodity prices), one is not likely to see another decline in interest rates in the economy in Q1 of 2010, and possibly even Q2.

With the assistance of higher global economic growth, the lagged benefits of a 5% reduction in interest rates last year and the boost to spending provided by the Soccer World Cup, one ought to see higher economic

growth and further employment creation in 2010. It is anticipated that the domestic economic recovery, notwithstanding the significant improvements anticipated for the manufacturing sector, is going to be slow and gradual, while the magnitude of employment creation is unlikely to match what was recorded between 2005 and 2008.



7. Definitions

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

8. Appendix tables

A: Provincial distribution

Table 1: Provincial distribution – credit transactions granted

Provincial	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
Eastern Cape	5,634,213,151	4,093,840,692	4,004,435,242	3,690,813,754	3,597,041,759	2,738,444,756	2,749,687,612	2,960,953,851
Free State	3,608,275,568	2,728,559,264	2,608,869,454	2,339,755,561	2,281,471,066	1,769,191,092	1,680,579,297	1,751,962,347
Gauteng	45,358,658,060	41,744,761,130	39,545,589,991	32,607,816,006	27,188,249,270	21,469,350,777	20,673,001,762	22,036,049,746
Kwazulu-Natal	11,282,330,606	8,917,365,902	8,526,980,173	7,202,184,526	7,659,216,990	5,797,906,863	5,536,351,791	6,004,820,847
Limpopo	2,972,154,289	2,259,292,216	2,195,382,443	1,856,808,925	1,915,381,156	1,554,309,506	1,504,353,895	1,740,079,576
Mpumalanga	4,709,804,133	4,347,637,367	4,262,583,308	4,022,487,240	3,489,591,650	2,721,100,837	2,694,220,263	2,934,371,644
Northern Cape	1,485,951,446	1,034,263,155	1,023,816,029	908,532,453	856,125,194	780,761,953	700,033,202	685,374,102
North West	3,725,891,492	2,592,778,308	2,567,103,387	2,360,422,165	2,318,538,481	1,739,388,527	1,717,502,743	1,954,167,809
Western Cape	14,449,144,847	12,466,426,109	11,708,641,068	9,316,707,994	9,067,884,606	6,741,529,438	6,941,500,185	7,023,486,967
Other	748,394,596	527,090,382	540,631,587	413,155,351	468,801,054	310,009,683	343,592,828	414,933,467
Grand Total	93,974,818,188	80,712,014,524	76,984,032,682	64,718,683,975	58,842,301,226	45,621,993,432	44,540,823,578	47,506,200,356

Table 2: Provincial distribution – credit facilities approved

Provincial	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
Eastern Cape	457,924,163	412,585,482	480,237,383	504,510,656	501,407,760	395,768,784	424,330,430	415,134,929
Free State	294,278,290	266,261,255	322,414,273	313,441,394	319,473,959	266,887,292	261,853,249	251,240,890
Gauteng	3,969,358,874	3,702,984,891	3,615,445,534	2,930,665,786	2,872,900,624	2,388,366,658	2,575,574,005	2,599,968,076
Kwazulu-Natal	1,159,441,958	981,783,230	1,052,477,564	1,037,101,638	1,075,649,704	933,899,265	916,435,508	923,078,764
Limpopo	250,228,929	234,701,714	264,752,168	273,518,172	264,104,448	238,894,359	244,281,826	225,650,176
Mpumalanga	336,782,785	338,854,602	396,970,486	337,501,365	325,619,894	277,698,965	320,443,908	312,365,715
Northern Cape	130,206,600	122,468,215	147,602,782	136,376,939	167,988,209	138,558,721	135,495,043	135,382,088
North West	221,050,812	225,324,276	274,346,628	302,385,645	203,067,481	185,955,612	196,257,245	187,751,943
Western Cape	1,300,723,070	1,250,585,655	1,466,141,847	1,197,220,384	1,185,780,927	940,539,129	1,041,532,006	952,672,058
Other	276,034,661	679,466,902	618,851,004	576,054,523	316,961,501	488,013,502	268,767,832	224,129,633
Grand Total	8,396,030,142	8,215,016,222	8,639,239,669	7,608,776,502	7,232,954,507	6,254,582,287	6,384,971,052	6,227,374,272

B: Secured credit granted

Table 3: Secured credit granted – size of agreement

Agreements	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
<=R1500	34,373,513	33,163,090	25,939,795	21,829,189	20,159,537	17,290,125	21,036,591	18,834,574
R1500-R3000	364,281,866	263,701,184	242,255,308	198,150,747	230,591,186	173,841,734	149,381,614	130,462,783
R3.1K-R5K	874,146,503	493,446,874	444,461,779	426,066,225	645,301,289	484,680,722	465,569,961	427,702,023
R5.1K-R10K	1,220,525,814	602,393,426	557,055,702	571,436,358	933,745,827	675,804,329	677,023,756	684,157,991
R10.1K-R20K	503,370,810	304,146,478	251,150,373	281,750,110	453,582,461	338,962,615	329,535,377	334,473,516
R20.1K-R40K	477,118,158	403,189,890	337,084,916	325,051,157	368,344,958	340,837,867	282,685,671	291,931,118
R40.1K-R60K	1,093,225,841	950,906,691	866,219,050	805,314,296	790,350,419	678,495,890	579,516,567	618,738,905
R60.1K-R100K	4,508,485,760	4,012,208,968	3,656,206,016	3,283,663,018	3,101,181,725	2,413,185,889	2,324,782,644	2,401,279,563
R101K-R150K	6,846,000,053	6,080,030,043	5,327,328,644	4,637,519,077	4,387,352,472	3,533,821,059	3,529,143,076	3,768,612,843
R151K-R200K	4,173,971,392	4,036,076,564	3,765,828,295	3,383,227,343	3,368,832,765	2,693,504,754	2,703,852,699	2,915,586,831
R201K-R400K	7,884,398,109	7,171,012,885	6,376,659,129	5,702,423,947	5,809,981,956	5,036,965,831	5,257,625,002	6,158,509,631
>R400K	4,033,966,964	3,792,020,212	3,932,922,848	2,647,089,336	2,542,492,854	2,621,521,230	2,459,960,150	2,575,364,797
Grand Total	32,013,864,783	28,142,296,307	25,783,111,855	22,283,520,803	22,651,917,449	19,008,912,045	18,780,113,108	20,325,654,575

Table 4: Secured credit granted – number of agreements

Agreements	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
<=R1500	30,275	31,180	23,740	19,706	18,225	15,765	19,167	18,020
R1500-R3000	165,931	118,197	102,522	85,848	97,531	73,903	63,581	55,105
R3.1K-R5K	223,391	130,998	113,473	109,875	163,876	123,413	117,983	106,892
R5.1K-R10K	182,183	90,351	81,036	84,043	136,852	99,169	98,670	98,782
R10.1K-R20K	39,661	23,634	18,814	21,319	34,686	25,572	25,139	25,161
R20.1K-R40K	16,214	13,688	11,213	11,084	12,536	11,510	9,610	9,881
R40.1K-R60K	21,588	18,788	17,043	15,848	15,580	13,390	11,392	12,189
R60.1K-R100K	56,283	50,109	45,603	41,135	38,744	30,254	29,072	29,986
R101K-R150K	55,658	49,558	43,443	37,825	35,787	28,898	28,781	30,720
R151K-R200K	24,469	23,592	22,009	19,673	19,589	15,724	15,755	16,960
R201K-R400K	29,700	27,174	24,051	21,483	21,701	18,704	19,456	22,551
>R400K	5,122	4,656	4,757	3,603	3,491	3,264	3,379	3,834
Grand Total	850,475	581,925	507,704	471,442	598,598	459,566	441,985	430,081

C: Analysis of credit granted by level of income

Table 5: Mortgages granted by income category – Rand value

Agreement	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
R0-R3500	34,076,629	21,614,057	23,081,394	20,662,417	11,557,123	5,479,937	8,696,652	5,047,842
R3501-R5500	131,115,918	100,472,152	107,423,763	104,501,038	49,100,318	36,719,220	34,957,067	35,020,615
R5501-R7500	397,673,634	321,824,872	306,649,564	242,322,281	156,901,500	98,944,465	108,708,205	128,196,952
R7501-R10K	1,034,946,957	791,165,312	691,176,264	546,139,673	370,450,117	245,756,224	278,591,553	328,008,288
R10.1K-R15K	3,261,858,100	2,576,972,692	2,100,253,817	1,677,940,509	1,210,666,930	821,320,462	797,579,203	933,503,391
>R15K	46,951,534,158	39,547,567,288	38,193,814,888	29,829,328,813	24,403,291,329	17,135,906,355	15,946,543,001	15,907,597,730
Total	51,811,205,396	43,359,616,373	41,422,399,690	32,420,894,731	26,201,967,317	18,344,126,663	17,175,075,681	17,337,374,819

Table 6: Mortgages granted by income category – Number

Agreement	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
R0-R3500	416	360	315	257	189	69	79	39
R3501-R5500	1,491	1,133	1,007	884	531	314	262	246
R5501-R7500	3,173	2,549	2,304	1,816	1,224	766	706	792
R7501-R10K	6,053	4,808	4,210	3,355	2,312	1,542	1,518	1,655
R10.1K-R15K	13,909	11,383	9,649	7,831	5,878	4,109	3,854	4,166
>R15K	74,684	63,340	62,424	50,127	41,089	29,114	26,345	25,774
Total	99,726	83,573	79,909	64,270	51,223	35,914	32,764	32,672

Table 7: Secured credit granted by income category – Rand value

Agreement	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
R0-R3500	1,700,175,870	1,487,285,454	944,993,756	901,367,411	1,293,395,594	912,420,638	823,934,071	789,558,087
R3501-R5500	1,161,868,375	1,242,915,724	1,267,181,350	643,077,829	778,908,594	507,579,409	536,361,198	492,087,618
R5501-R7500	1,407,067,131	1,456,700,361	1,529,883,130	887,081,344	902,551,011	588,714,626	698,860,069	609,610,064
R7501-R10K	1,995,041,498	2,050,516,662	1,873,453,653	1,452,382,066	1,431,548,156	1,079,776,516	1,182,799,008	1,126,707,422
R10.1K-R15K	3,443,205,436	3,352,646,905	3,121,955,321	2,926,584,029	2,923,101,850	2,420,510,333	2,525,876,712	2,707,997,870
>R15K	19,429,533,442	16,323,297,256	15,071,449,677	14,890,356,412	14,891,870,376	13,273,744,342	12,788,713,550	14,442,836,121
Total	29,136,891,753	25,913,362,362	23,808,916,888	21,700,849,090	22,221,375,581	18,782,745,864	18,556,544,608	20,168,797,182

Table 8: Secured credit granted by income category – Number

Agreement	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
R0-R3500	392,878	226,737	194,140	194,879	266,088	194,227	182,028	169,810
R3501-R5500	132,066	87,161	74,545	60,096	88,947	65,286	63,372	59,682
R5501-R7500	63,115	50,665	44,248	30,936	44,860	30,634	34,535	32,680
R7501-R10K	54,189	46,589	40,411	34,122	41,784	33,340	33,596	32,422
R10.1K-R15K	56,704	48,453	43,808	43,659	51,273	42,594	42,496	43,095
>R15K	137,475	110,885	101,143	105,359	103,635	92,339	85,232	91,786
Total	836,426	570,491	498,295	469,051	596,587	458,420	441,259	429,475

Table 9: Credit facilities approved by income category – Rand value

Agreement	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
R0-R3500	983,114,756	805,871,935	1,206,986,177	862,404,889	1,753,965,343	1,033,752,058	1,372,685,818	1,054,112,797
R3501-R5500	573,235,113	499,514,900	605,821,093	472,390,282	496,783,374	392,879,833	415,781,922	404,886,649
R5501-R7500	502,983,469	499,661,005	636,306,334	470,154,114	409,828,550	345,852,577	343,161,042	358,019,548
R7501-R10K	618,486,309	491,429,300	626,823,244	501,446,477	550,873,734	482,517,488	488,049,594	518,056,296
R10.1K-R15K	833,647,573	835,385,672	992,814,804	906,209,960	923,450,864	781,967,035	764,736,867	814,702,884
>R15K	4,530,861,686	4,751,708,354	4,297,002,440	3,784,375,764	2,889,111,865	3,054,386,690	2,866,954,986	2,864,030,623
Total	8,042,328,905	7,883,571,167	8,365,754,093	6,996,981,486	7,024,013,730	6,091,355,681	6,251,370,229	6,013,808,797

Table 10: Credit facilities approved by income category – Number

Agreement	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
R0-R3500	879,965	576,674	990,291	692,429	1,603,058	1,197,527	1,804,972	866,165
R3501-R5500	224,810	167,283	270,789	200,502	268,870	218,491	292,631	189,439
R5501-R7500	120,099	97,480	170,031	125,277	146,988	124,251	163,052	112,568
R7501-R10K	110,924	74,926	137,341	105,693	130,989	120,792	148,135	110,817
R10.1K-R15K	101,042	80,126	167,198	117,665	132,218	124,541	144,930	120,271
>R15K	202,788	169,483	328,905	208,910	217,276	213,474	224,346	202,060
Total	1,639,628	1,165,971	2,064,555	1,450,476	2,499,399	1,999,076	2,778,066	1,601,320

Table 11: Unsecured credit granted by income category – Rand value

Agreement	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
R0-R3500	2,584,314,175	2,017,094,214	2,431,730,599	2,577,708,950	2,664,119,368	2,008,484,167	2,274,997,025	2,603,660,704
R3501-R5500	1,145,099,857	996,473,527	1,101,759,123	1,053,471,675	1,073,285,562	837,571,193	841,465,466	951,818,527
R5501-R7500	846,752,565	820,289,532	844,462,214	818,612,793	827,165,726	725,733,376	738,714,765	818,016,724
R7501-R10K	898,391,477	865,189,104	834,338,187	791,127,697	821,449,578	736,675,800	757,965,522	870,303,770
R10.1K-R15K	1,054,652,562	1,048,336,367	989,124,940	1,061,808,955	1,196,353,697	1,070,449,553	1,135,533,893	1,428,655,010
>R15K	1,399,505,857	1,399,563,013	1,386,071,219	1,322,521,562	1,379,585,856	1,405,390,270	1,421,014,558	1,698,429,360
Total	7,928,716,493	7,146,945,757	7,587,486,282	7,625,251,633	7,961,959,787	6,784,304,359	7,169,691,229	8,370,884,095

Table 12: Unsecured credit granted by income category – Number

Agreement	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
R0-R3500	418,351	343,603	362,773	376,839	408,789	293,551	311,306	337,803
R3501-R5500	150,335	134,241	133,515	132,263	137,716	102,863	97,248	103,761
R5501-R7500	85,773	81,120	80,613	80,389	82,788	67,365	63,618	67,068
R7501-R10K	80,560	75,889	71,692	70,167	73,112	59,780	55,084	60,209
R10.1K-R15K	76,892	74,008	71,657	78,783	88,274	73,389	70,951	80,845
>R15K	68,304	70,742	75,241	73,852	79,422	71,099	65,542	72,619
Total	880,215	779,603	795,491	812,293	870,101	668,047	663,749	722,305

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

Agreement	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
R0-R3500	657,905,923	581,157,642	669,865,723	752,925,112	766,798,005	641,916,324	666,390,657	695,265,554
R3501-R5500	104,145,908	94,636,435	109,937,697	99,666,823	98,803,472	90,729,293	96,746,846	125,123,037
R5501-R7500	56,811,940	55,036,793	63,309,760	63,944,759	64,368,974	59,832,324	63,944,936	65,696,844
R7501-R10K	30,484,124	28,867,650	33,214,731	47,240,123	49,114,150	45,951,001	50,025,405	48,791,775
R10.1K-R15K	22,495,307	21,190,954	23,457,767	31,706,361	33,463,833	31,018,339	33,122,776	35,130,203
>R15K	11,353,775	11,473,834	12,772,387	17,456,450	18,732,351	18,174,280	18,591,046	19,857,767
Total	883,196,977	792,363,308	912,558,065	1,012,939,628	1,031,280,785	887,621,561	928,821,666	989,865,180

Table 14: Short-term credit granted by income category – Number

Agreement	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
R0-R3500	643,698	576,615	632,196	679,776	674,553	577,619	601,915	629,823
R3501-R5500	86,181	81,154	89,674	90,273	93,742	88,283	92,832	116,827
R5501-R7500	40,062	38,924	43,027	49,035	50,249	46,856	50,572	53,824
R7501-R10K	18,673	17,676	19,281	31,665	32,534	30,642	33,089	33,266
R10.1K-R15K	12,506	11,882	12,756	18,419	19,268	17,635	18,867	20,320
>R15K	5,969	5,564	6,032	9,376	9,828	9,160	9,452	9,236
Total	807,089	731,815	802,966	878,544	880,174	770,195	806,727	863,296

D: Age analysis of debtors book

Table 15: Age analysis of gross debtors book – mortgages

Ageing	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
Current	602,263,639,831	612,521,283,601	610,449,119,956	622,321,314,445	622,422,361,957	622,101,361,261	616,946,405,369	622,645,016,154
30 Days	24,983,774,217	26,201,658,765	41,065,333,273	38,301,723,142	35,181,508,349	29,579,893,649	27,859,954,751	25,621,992,517
31-60 Days	9,083,980,860	13,430,877,347	17,826,002,525	16,440,419,724	18,030,031,955	17,876,144,475	12,545,449,628	11,887,595,550
61-90 Days	4,481,939,844	7,372,284,591	8,060,096,039	10,074,699,620	10,964,979,964	11,319,522,023	8,872,387,042	8,375,649,869
91-120 Days	3,307,320,530	5,928,106,020	8,712,997,130	11,290,598,239	13,860,885,792	17,052,138,185	16,726,307,992	14,110,679,772
120+ Days	13,471,369,488	16,677,982,085	20,351,233,478	25,487,285,203	33,171,154,809	42,186,377,734	49,182,104,448	53,924,599,512
Grand Total	657,592,024,770	682,132,192,409	706,464,782,401	723,916,040,373	733,630,922,826	740,115,437,327	732,132,609,230	736,565,533,374

Table 16: Age analysis of accounts – mortgages

Ageing	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
Current	1,670,785	1,655,683	1,602,706	1,616,909	1,606,133	1,600,947	1,597,252	1,605,236
30 Days	69,352	71,379	120,134	93,426	86,781	73,455	66,749	59,325
31-60 Days	22,298	31,157	37,900	36,823	38,553	37,738	27,501	25,730
61-90 Days	10,278	16,035	17,156	20,725	22,182	22,608	18,254	17,303
91-120 Days	6,677	10,734	15,390	20,740	25,415	30,727	29,344	25,730
120+ Days	34,896	39,467	43,236	49,928	60,455	73,782	83,105	89,117
Grand Total	1,814,286	1,824,455	1,836,522	1,838,551	1,839,519	1,839,257	1,822,205	1,822,441

Table 17: Age analysis of gross debtors book – secured credit

Ageing	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
Current	201,963,004,361	206,092,695,604	205,571,021,431	196,079,738,856	196,063,305,798	192,120,400,777	190,069,197,910	184,980,252,222
30 Days	11,482,177,187	11,641,554,526	12,409,496,902	13,656,955,025	14,283,131,311	12,608,467,095	11,431,910,061	10,370,045,355
31-60 Days	3,896,948,887	4,052,486,174	4,356,075,300	5,107,277,167	5,190,491,061	5,637,262,770	4,951,498,482	4,893,955,299
61-90 Days	1,805,334,714	2,014,273,202	2,186,558,841	2,403,962,175	2,544,618,348	2,596,424,781	2,657,365,874	2,445,809,799
91-120 Days	1,225,051,186	1,517,829,695	1,528,607,423	1,765,015,967	1,951,005,654	2,447,591,451	2,741,456,109	2,819,408,791
120+ Days	3,794,969,844	4,246,238,513	5,101,110,889	5,957,895,689	6,754,643,506	7,488,383,258	8,547,940,329	8,577,815,857
Grand Total	224,167,486,180	229,565,077,713	231,152,870,786	224,970,844,879	226,787,195,678	222,898,530,132	220,399,368,765	214,087,287,323

Table 18: Age analysis of accounts – secured credit

Ageing	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
Current	4,367,082	4,630,622	4,373,120	4,187,172	4,083,036	3,943,614	3,923,897	3,549,530
30 Days	642,086	465,458	531,653	481,106	520,062	453,337	422,259	430,582
31-60 Days	320,191	249,302	282,523	279,042	282,293	281,958	250,521	269,247
61-90 Days	185,604	163,106	182,724	168,870	170,674	177,230	165,202	205,866
91-120 Days	122,761	130,335	127,319	116,055	119,000	140,165	120,274	146,807
120+ Days	279,671	254,727	347,733	345,750	400,553	498,513	547,442	529,527
Grand Total	5,917,395	5,893,549	5,845,071	5,577,995	5,575,618	5,494,817	5,429,595	5,131,559

Table 19: Age analysis of gross debtors book – credit facilities

Ageing	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
Current	98,311,207,885	99,362,694,835	99,657,247,295	99,618,905,697	102,787,736,477	102,381,936,910	101,799,996,830	100,942,846,278
30 Days	11,083,206,260	11,459,787,677	11,829,126,810	13,132,117,085	11,396,233,942	12,463,866,031	11,642,507,505	11,010,211,550
31-60 Days	3,617,238,490	4,600,998,319	3,883,420,778	3,717,557,258	3,884,084,054	4,726,686,248	4,252,783,597	4,056,305,377
61-90 Days	2,169,651,844	3,702,302,736	3,068,532,932	2,812,012,786	2,958,491,637	2,802,791,134	2,743,905,487	2,915,025,684
91-120 Days	1,448,917,949	1,546,431,171	1,616,306,370	1,772,722,911	2,193,357,641	2,066,654,034	2,020,329,598	1,909,946,996
120+ Days	9,328,402,435	9,372,457,137	13,141,370,445	14,109,098,323	14,523,268,051	16,848,577,183	17,725,293,586	19,169,663,771
Grand Total	125,958,624,863	130,044,671,875	133,196,004,630	135,162,414,060	137,743,171,802	141,290,511,540	140,184,816,603	140,003,999,656

Table 20: Age analysis of accounts – credit facilities

Ageing	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
Current	16,352,955	16,429,299	17,180,093	17,307,813	18,071,489	16,256,793	16,121,927	16,190,280
30 Days	2,789,894	2,482,835	2,348,452	2,366,970	2,331,632	2,418,309	2,268,667	2,192,056
31-60 Days	1,009,172	1,072,932	925,405	841,195	806,251	1,018,170	916,337	855,336
61-90 Days	612,188	614,582	578,912	510,371	481,185	588,747	589,137	536,121
91-120 Days	357,253	356,404	409,910	338,767	328,120	344,857	420,431	379,083
120+ Days	1,015,383	1,072,895	1,410,622	1,416,566	1,401,279	1,461,971	1,691,813	1,796,412
Grand Total	22,136,845	22,028,947	22,853,394	22,781,682	23,419,956	22,088,847	22,008,312	21,949,288

Table 21: Age analysis of gross debtors book – unsecured credit

Ageing	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
Current	30,802,281,488	30,983,562,561	33,875,148,654	35,077,781,248	35,869,743,199	35,671,814,278	35,634,083,532	36,955,692,828
30 Days	2,048,904,759	2,209,615,468	2,031,777,760	2,094,365,606	2,752,540,551	3,058,001,596	3,155,572,882	3,003,683,690
31-60 Days	961,332,672	1,041,480,602	1,045,717,339	1,222,055,634	1,141,262,154	1,428,157,454	1,303,711,289	1,225,497,583
61-90 Days	734,387,045	776,109,054	834,673,427	898,450,011	904,729,691	1,035,340,535	1,075,212,737	965,563,995
91-120 Days	553,290,557	553,568,868	652,693,101	776,410,467	744,500,747	817,646,531	901,931,946	846,967,736
120+ Days	5,847,296,538	6,364,476,185	6,792,361,749	6,020,926,126	6,509,327,850	7,077,645,098	8,061,529,043	8,921,878,996
Grand Total	40,947,493,059	41,928,812,738	45,232,372,030	46,089,989,092	47,922,104,192	49,088,605,492	50,132,041,429	51,919,284,829

Table 22: Age analysis of accounts – unsecured credit

Ageing	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
Current	3,456,344	3,361,219	3,442,254	3,551,822	3,606,499	3,528,557	3,489,011	3,509,603
30 Days	277,872	289,470	255,509	251,656	296,798	311,582	310,378	315,302
31-60 Days	163,750	163,674	150,952	158,401	152,742	167,717	156,093	139,241
61-90 Days	129,531	125,839	119,534	119,291	119,128	119,953	123,412	108,637
91-120 Days	96,309	90,150	91,624	88,638	91,940	84,393	89,149	82,543
120+ Days	783,396	808,325	836,312	797,279	844,435	822,716	865,944	915,056
Grand Total	4,907,202	4,838,677	4,896,185	4,967,087	5,111,542	5,034,918	5,033,987	5,070,382

Table 23: Age analysis of gross debtors book – short-term credit

Ageing	2007-Q4 (R)	2008-Q1 (R)	2008-Q2 (R)	2008-Q3 (R)	2008-Q4 (R)	2009-Q1 (R)	2009-Q2 (R)	2009-Q3 (R)
Current	456,670,900	450,326,050	485,419,109	529,174,914	542,901,850	435,673,008	432,530,132	454,073,327
30 Days	53,758,352	40,336,312	26,590,601	23,296,617	20,564,974	42,589,561	39,415,340	44,734,252
31-60 Days	24,413,064	26,457,011	20,033,837	17,755,075	17,484,287	22,431,233	16,440,676	13,073,764
61-90 Days	17,718,671	19,914,033	15,775,662	14,773,022	13,651,112	19,011,084	14,580,640	10,671,352
91-120 Days	7,636,002	8,636,836	7,364,363	8,316,140	6,001,129	5,788,926	5,611,418	7,132,427
120+ Days	121,946,512	121,384,552	105,355,114	110,523,961	89,204,487	87,501,635	85,911,904	68,271,663
Grand Total	682,143,501	667,054,794	660,538,686	703,839,729	689,807,839	612,995,447	594,490,110	597,956,785

Table 24: Age analysis of accounts – short-term credit

Ageing	2007-Q4	2008-Q1	2008-Q2	2008-Q3	2008-Q4	2009-Q1	2009-Q2	2009-Q3
Current	339,427	320,189	327,635	342,922	344,139	279,505	278,739	285,061
30 Days	21,128	23,063	16,150	12,446	11,431	13,009	10,429	28,004
31-60 Days	11,786	14,224	11,919	9,000	9,107	10,753	8,808	7,836
61-90 Days	9,450	9,856	9,273	7,462	6,641	7,813	7,464	6,077
91-120 Days	4,355	4,098	4,033	2,592	1,742	1,857	2,381	2,391
120+ Days	57,685	56,833	52,201	48,990	44,338	38,563	34,259	30,187
Grand Total	443,831	428,263	421,211	423,412	417,398	351,500	342,080	359,556

