

Third Quarter | September 2011

Consumer Credit Market Report

Executive Summary

This report and its appendix represent the analysis of quarterly data of the South African consumer credit market in terms of the National Credit Act which came into effect in June 2006.

“One of the challenges that the NCR is engaged in resolving is that of credit providers who have inadequately or incorrectly reported data. This has, in the past, resulted in the data of such credit providers remaining unreported. The NCR has undertaken to validate such data thus enabling proper reporting and disclosure of vital statistics to the industry”.

The information contained in this publication includes data from credit providers which was not included in previous publications. This inclusion has impacted the trends evident in all categories of credit for both “total credit granted” and the “gross debtors book”. Data from these additional credit providers was not published for prior periods, hence there is no retrospective application.

The total outstanding gross debtors book of consumer credit for the quarter ended September 2011 was R1.27 trillion, representing a quarter-on-quarter growth of 3.24%. Had the additional credit providers’ data not been included, the increase in the outstanding gross debtors book would have been 1.57% quarter-on-quarter and 7.89% year-on-year. With the inclusion of additional credit providers, the gross debtors book of unsecured credit was impacted the most. This resulted in the debtors book growing from R87.98 billion to R101.10 billion, an increase of 14.92%. Had the additional credit providers data not been included, the increase would have been from R87.98 billion to R95.62 billion, an increase of 8.69%. The number of accounts increased by 6.51% for the quarter ended September 2011, and without the additional data the increase would have been 3.94% for the quarter. Mortgages accounted for R786.00 billion (62.06%); “Secured credit agreements” for R240.61 billion (19.00%); Credit facilities for R138.02 billion (10.90%); Unsecured credit for R101.10 billion (7.98%) and Short-term credit for R816.71 million (0.06%) of the total gross debtors book.

The banks continued to dominate the total consumer credit market as at 30 September 2011. The banks’ share was R1.12 trillion (88.37%), retailers R38.97 billion (3.08%), non-bank vehicle financiers R41.87 billion (3.31%) and “Other credit providers” R66.41 billion (5.24%). “Other credit providers” consist primarily of pension-backed lenders, developmental lenders, micro-lenders, agricultural lenders, insurers, non-bank mortgage lenders and securitised debt. The total value of new credit granted increased from R85.08 billion to R98.90 billion for the quarter ended September 2011, an increase of 16.24% when compared to the previous quarter but 31.63% more than a year ago. The



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increase in new credit granted would have been 13.36% quarter-on-quarter and 28.36% year-on-year without the additional credit providers' data. The number of applications for credit increased by 1,671,600 from 6.64 million in June 2011 to 8.31 million in September 2011 representing an increase of 25.19% for the quarter. The rejection rate of applications was 44.61%.

The following were some of the most significant trends observed for the quarter ended September 2011:

- The value of new mortgages granted increased by 18.98% quarter-on-quarter from R25.45 billion to R30.28 billion;
- Secured credit, which is dominated by vehicle finance, showed an increase from R26.96 billion for June 2011 to R30.78 billion for September 2011 (a quarter-on-quarter increase of 14.16%);
- Unsecured credit increased from R18.95 billion for June 2011 to R21.21 billion for September 2011 (a quarter-on-quarter increase of 11.92%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased by 23.36% quarter-on-quarter from R12.06 billion to R14.88 billion;
- Short-term credit showed a quarter-on-quarter increase of 5.72% from R1.65 billion to R1.75 billion.

Introduction

The Consumer Credit Market Report is issued by the National Credit Regulator. It is based upon returns which credit providers are required to submit in terms of the National Credit Act (NCA). The statistics presented in this report cover the quarters up to 30 September 2011 (2011-Q3), from this quarter on, the report includes additional data from credit providers which was previously not included.

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 51 large credit providers. (previously 40), representing 95% of the consumer credit market (previously 90%) of the consumer credit market. 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).

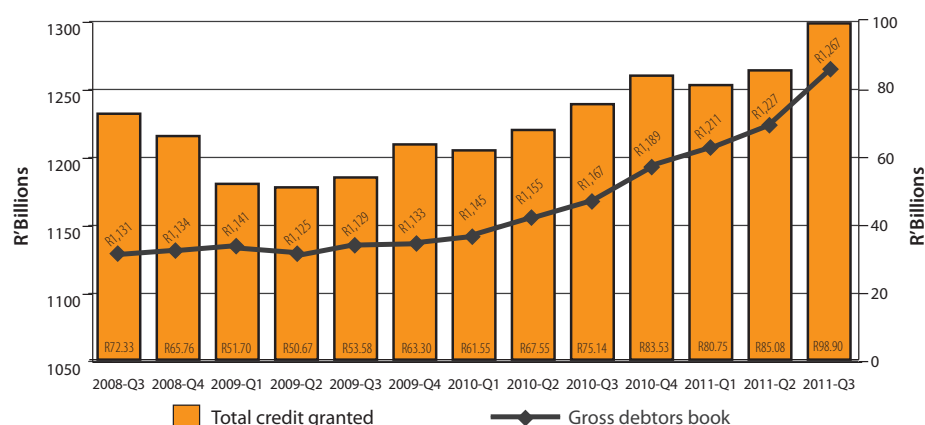
"Secured credit" in this report refers to transactions which were classified as "Other credit agreements" in the previous Consumer Credit Market Reports. This credit type includes transactions that do not fall within any of the other categories in the NCA. It includes a range of secured credit agreements, 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 September 2010 to the quarter ended September 2011 and "quarter-on-quarter (q-o-q)" refers to a comparison of the quarter ended June 2011 to the quarter ended September 2011. The totals reported in the "Credit granted" sections do not add up to the totals reported in the "Level of income" sections due to loans granted to juristic persons where the level of income is not reported by credit providers. This applies to all the credit types reflected in this report.

1. Market overview

The value of the outstanding gross debtors book as depicted in Figure 1.1 increased by R39.73 billion (3.24%) for the quarter ended September 2011. The value of credit granted to consumers increased by R13.82 billion (16.24%) when compared to the quarter ended June 2011.

Figure 1.1 Total credit granted and gross debtors book at September 2011



1.1 Credit granted

The value of consumer credit granted for the September 2011 quarter showed positive growth on a q-o-q basis as indicated in Table 1.1. Credit transactions granted during the quarter increased by R11.00 billion (15.07%) q-o-q and by R17.70 billion (26.68%) on a y-o-y basis. The value of credit facilities granted for the same period increased by R2.82 billion (23.36%) on a q-o-q basis. When compared to the same period in the previous year, the value of credit facilities granted increased by R6.07 billion (68.86%).

Table 1.1: Credit granted

Agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	% Change (Q3/Q2)	% Change (Y/Y)
Credit transactions	66,322,098	73,285,907	70,322,237	73,015,210	84,016,682	15.07%	26.68%
Credit facilities	8,813,263	10,245,638	10,431,232	12,064,178	14,882,323	23.36%	68.86%
Total	75,135,362	83,531,545	80,753,469	85,079,389	98,899,004	16.24%	31.63%

The number of credit agreements concluded during the September 2011 quarter increased by 3.78% on a q-o-q basis as indicated in Table 1.2. The number of agreements entered into increased by 28.60% on a y-o-y basis.

Table 1.2: Credit granted – number of agreements

Agreements	2010-Q3 000	2010-Q4 000	2011-Q1 000	2011-Q2 000	2011-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of credit transactions	2,682	3,053	2,942	3,213	3,529	9.83%	31.57%
Number of credit facilities	1,917	2,249	1,790	2,486	2,386	-4.03%	24.44%
Total	4,599	5,301	4,732	5,699	5,915	3.78%	28.60%

Banks accounted for 83.16% of the total value of credit granted for the quarter ended September 2011 as indicated in Table 1.3. The balance was shared by the non-bank vehicle financiers (5.34%), retailers (4.77%) and other credit providers (6.73%).

Table 1.3: Credit granted – per industry

Agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	63,699,206	70,012,671	68,407,940	71,733,108	82,248,554	83.16%	14.66%	29.12%
Non-bank vehicle financiers	4,401,483	5,000,930	4,759,477	4,775,612	5,278,131	5.34%	10.52%	19.92%
Retailers	3,638,842	4,814,284	3,635,621	4,334,814	4,719,109	4.77%	8.87%	29.69%
Other credit providers	3,395,830	3,703,660	3,950,430	4,235,855	6,653,211	6.73%	57.07%	95.92%
Total	75,135,362	83,531,545	80,753,469	85,079,389	98,899,004	100.00%	16.24%	31.63%

There was an increase in the rejection rate from 43.76% for the quarter ended June 2011 to 44.61% for the quarter ended September 2011 as indicated in Table 1.4. The number of applications received and the number of applications rejected increased by 25.19% and 27.64% respectively for the quarter ended September 2011.

Table 1.4: Number of applications received and rejected

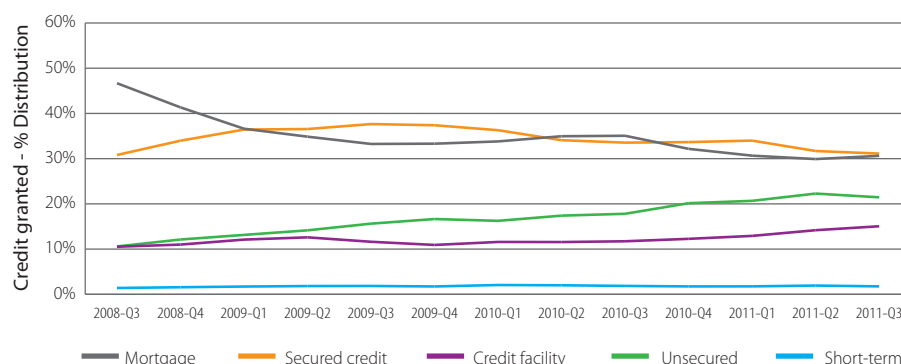
Agreements	2010-Q3 000	2010-Q4 000	2011-Q1 000	2011-Q2 000	2011-Q3 000	% Change (Q3/Q2)	% Change (Y/Y)
Number of applications received	6,875	6,718	5,800	6,635	8,307	25.19%	20.83%
Number of applications rejected	2,690	2,903	2,509	2,903	3,706	27.64%	37.76%
% of applications rejected	39.13%	43.21%	43.25%	43.76%	44.61%		

On a y-o-y basis there was an overall growth of 31.63% of total credit granted. Mortgages' percentage share of total credit granted increased to 30.62% for the quarter ended September 2011 from 29.91% for the previous quarter as indicated in Table 1.5. and Figure 1.2.

Table 1.5: Credit granted – credit type

Agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	26,340,185	26,867,971	24,759,915	25,448,516	30,278,386	30.62%	18.98%	14.95%
Secured credit	25,198,591	28,120,840	27,447,578	26,961,813	30,779,506	31.12%	14.16%	22.15%
Credit facilities	8,813,263	10,245,638	10,431,232	12,064,178	14,882,323	15.05%	23.36%	68.86%
Unsecured credit	13,384,913	16,834,873	16,694,204	18,954,134	21,213,694	21.45%	11.92%	58.49%
Short-term credit	1,398,409	1,462,223	1,420,539	1,650,746	1,745,095	1.76%	5.72%	24.79%
Total	75,135,362	83,531,545	80,753,469	85,079,389	98,899,004	100.00%	16.24%	31.63%

Figure 1.2: Credit granted – percentage distribution



The value of the gross debtors book for the period ended September 2011 grew by R39.73 billion (3.24%) and y-o-y growth was R99.30 billion (8.51%) as indicated in Table 1.6. The unsecured credit book grew by R13.12 billion (14.92%) q-o-q and by R34.92 billion (52.78%) y-o-y. Had the additional credit providers' data not been included, the unsecured credit book would have grown by R7.65 billion (8.69%) q-o-q and by R29.45 billion (44.51%) y-o-y. The mortgages book and secured credit book grew by R12.63 billion (1.63%) and R11.64 billion (5.08%) respectively on a q-o-q basis.

Table 1.6: Gross debtors book – credit type

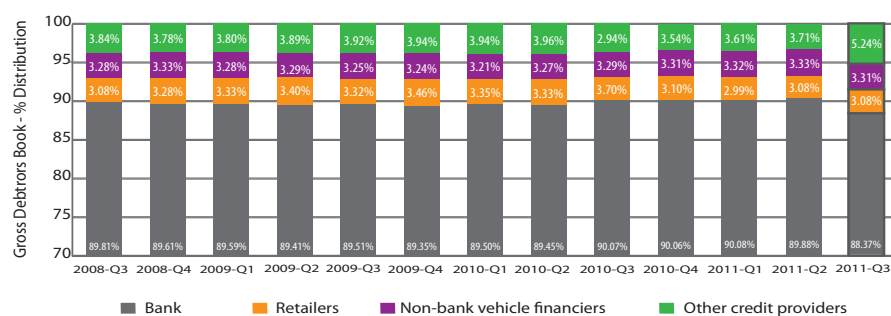
Agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	755,385,615	760,679,133	769,891,414	773,371,066	786,002,454	62.06%	1.63%	4.05%
Secured credit	215,339,271	221,715,121	226,348,046	228,974,115	240,613,866	19.00%	5.08%	11.74%
Credit facilities	129,687,691	131,855,932	133,031,600	135,751,871	138,020,910	10.90%	1.67%	6.43%
Unsecured credit	66,173,578	73,797,286	80,864,530	87,977,920	101,102,222	7.98%	14.92%	52.78%
Short-term credit	668,029	728,570	697,482	747,099	816,713	0.06%	9.32%	22.26%
Total	1,167,254,185	1,188,776,042	1,210,833,072	1,226,822,071	1,266,556,164	100.00%	3.24%	8.51%

There was an overall increase q-o-q and y-o-y in the gross debtors book for all industries as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.7: Gross debtors book – industry type

Industry	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Banks	1,051,325,315	1,070,593,198	1,090,717,331	1,102,686,261	1,119,300,860	88.37%	1.51%	6.47%
Retailers	34,351,320	36,797,850	36,254,891	37,764,044	38,971,470	3.08%	3.20%	13.45%
Non-bank vehicle financiers	38,425,946	39,354,295	40,152,189	40,865,813	41,874,024	3.31%	2.47%	8.97%
Other credit providers	43,151,605	42,030,698	43,708,661	45,505,953	66,409,809	5.24%	45.94%	53.90%
Total	1,167,254,185	1,188,776,042	1,210,833,072	1,226,822,071	1,266,556,164	100.00%	3.24%	8.51%

Figure 1.3: Gross debtors book – industry type



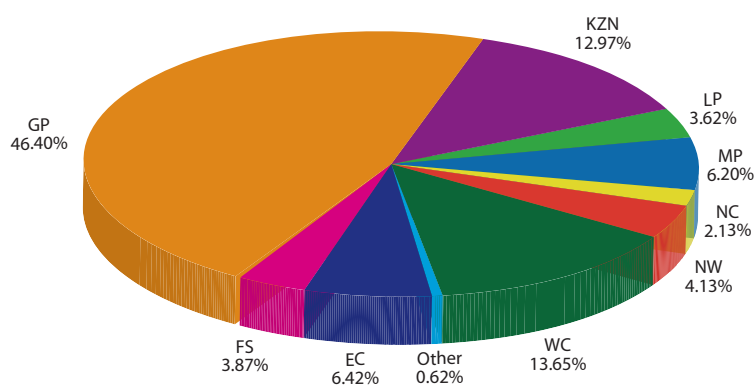
The consumer credit market consisted of a total of 38.15 million accounts for the quarter ended September 2011. The total number of accounts increased by 6.51% on a q-o-q basis and by 10.65% on a y-o-y basis. Credit facilities had a share of 63.13% of the total number of accounts for the quarter ended September 2011 as indicated in Table 1.8.

Table 1.8: Gross debtors book – number of accounts

Agreements	2010-Q3 000	2010-Q4 000	2011-Q1 000	2011-Q2 000	2011-Q3 000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Mortgages	1,811	1,813	1,814	1,810	1,825	4.78%	0.78%	0.73%
Secured credit	4,630	4,612	4,482	4,335	4,585	12.02%	5.78%	-0.96%
Credit facilities	22,182	22,381	22,399	22,829	24,081	63.13%	5.48%	8.56%
Unsecured credit	5,399	5,737	6,030	6,292	7,074	18.54%	12.44%	31.04%
Short-term credit	454	512	517	548	583	1.53%	6.35%	28.33%
Total	34,476	35,055	35,243	35,814	38,148	100.00%	6.51%	10.65%

A significant portion R45.88 billion (46.40%) of the total value of credit granted went to consumers in the Gauteng province. The Western Cape received R13.50 billion (13.65%) of the total R98.90 billion granted during the third quarter of 2011 followed by Kwazulu Natal with R12.83 billion (12.97%).

Figure 1.4: Provincial distribution of credit granted – 2011-Q3



2. Mortgage agreements

2.1 Mortgages granted

There was an overall q-o-q increase of 18.98% in the rand value of mortgage agreements granted for the quarter ended September 2011. Mortgage agreements of up to R150K declined on a y-o-y basis whereas agreements above R150K increased. The majority of mortgage agreements granted during the September 2011 quarter were in excess of R700K.

Table 2.1: Mortgages granted – size of agreements

Agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	67,603	65,440	60,362	52,186	57,960	0.19%	11.06%	-14.26%
R51K-R100K	265,574	245,691	240,188	207,741	232,248	0.77%	11.80%	-12.55%
R101K-R150K	317,923	303,724	273,714	249,958	280,198	0.93%	12.10%	-11.87%
R151K-R350K	2,428,281	2,554,039	2,227,881	2,094,388	2,522,200	8.33%	20.43%	3.87%
R351K-R700K	6,622,079	6,817,467	6,095,519	6,215,484	7,667,365	25.32%	23.36%	15.78%
>=R700K	16,638,726	16,881,609	15,862,251	16,628,758	19,518,416	64.46%	17.38%	17.31%
Total	26,340,185	26,867,971	24,759,915	25,448,516	30,278,386	100.00%	18.98%	14.95%

For the quarter ended September 2011 the number of mortgage agreements concluded increased by 19.42%. The majority of the mortgage agreements were granted in favour of larger sized credit agreements. On a y-o-y basis, mortgage agreements of up to R150K declined.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R50K	2,049	2,038	1,758	1,642	1,905	4.16%	16.02%	-7.03%
R51K-R100K	3,218	2,965	2,901	2,524	2,822	6.17%	11.81%	-12.31%
R101K-R150K	2,405	2,304	2,076	1,891	2,126	4.65%	12.43%	-11.60%
R151K-R350K	9,391	9,785	8,607	8,023	9,605	20.99%	19.72%	2.28%
R351K-R700K	12,974	13,353	11,921	12,165	14,961	32.69%	22.98%	15.32%
>=R700K	12,037	12,205	11,281	12,079	14,347	31.35%	18.78%	19.19%
Total	42,074	42,650	38,544	38,324	45,766	100.00%	19.42%	8.78%

2.2 Mortgages granted by level of income¹

More than 80% of the number of agreements were concluded with individuals in the greater than R15K income category. This income category also accounted for 92.33% of the rand value of the mortgages granted during the quarter ended September 2011.

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

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R10K	2,430	2,530	2,147	2,090	2,568
% share of credit granted	5.81%	5.96%	5.61%	5.47%	5.64%
R10.1K-R15K	4,972	5,288	4,577	4,523	5,708
% share of credit granted	11.88%	12.46%	11.96%	11.84%	12.53%
>R15K	34,433	34,620	31,539	31,574	37,270
% share of credit granted	82.31%	81.58%	82.43%	82.68%	81.83%
Total number of mortgages	41,835	42,438	38,263	38,187	45,546

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R10K (R000)	473,821	524,507	427,601	426,745	561,907
% share of credit granted	1.82%	1.97%	1.75%	1.69%	1.88%
R10.1K-R15K (R000)	1,311,137	1,459,625	1,282,986	1,315,816	1,737,170
% share of credit granted	5.02%	5.48%	5.26%	5.21%	5.80%
>R15K (R000)	24,316,870	24,663,044	22,688,839	23,534,847	27,666,652
% share of credit granted	93.16%	92.55%	92.99%	93.11%	92.33%
Total value of mortgages(R000)	26,101,829	26,647,176	24,399,425	25,277,408	29,965,728

2.3 Gross debtors book – mortgages

The gross debtors book increased by R12.63 billion (1.63%) for the quarter ended September 2011 and by R30.62 billion (4.05%) on a y-o-y basis. The number of accounts increased by 0.78% q-o-q and on a y-o-y basis by 0.73%.

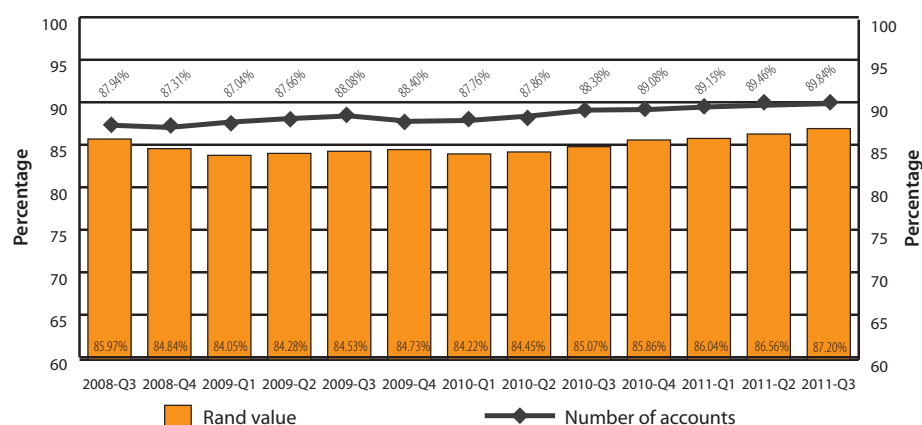
Table 2.5: Gross debtors book – mortgages

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	755,385,615	760,679,133	769,891,414	773,371,066	786,002,454	1.63%	4.05%
Number of accounts	1,811,295	1,812,662	1,813,950	1,810,491	1,824,538	0.78%	0.73%

2.4 Age analysis of gross debtors book - mortgages

The rand value of the gross debtors book reported as “current” increased from 86.56% to 87.20% for the quarter ended September 2011. The number of accounts reported as “current” increased from 89.46% to 89.84% for the same period as illustrated in Figure 2.1.

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. As indicated in Table 3.1 the value of secured credit granted increased by R3.82 billion (14.16%) on a q-o-q basis. The rand value of vehicles as a form of security continued to dominate secured credit at R27.38 billion (88.95%).

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

Type of security	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	22,420,635	24,798,702	24,412,471	23,894,724	27,377,226	88.95%	14.57%
Retirement benefits	338,594	428,661	321,304	396,820	515,873	1.68%	30.00%
Insurance policy	36,079	46,519	31,847	26,460	23,494	0.08%	-11.21%
Furniture & other durables	1,407,481	1,783,373	1,376,772	1,267,840	1,729,179	5.62%	36.39%
Other security	995,802	1,063,586	1,305,185	1,375,969	1,133,734	3.68%	-17.60%
Total	25,198,591	28,120,840	27,447,578	26,961,813	30,779,506	100.00%	14.16%

Table 3.2 indicated an increase in the number of secured credit agreements of 17.48% for the quarter ended September 2011. The number of credit transactions concluded for “furniture and other durables” continued to dominate in the secured credit category at 59.00%.

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

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q3 % Distribution	% Change (Q3/Q2)
Vehicle	135,927	146,127	141,853	137,028	154,832	36.98%	12.99%
Retirement benefits	6,571	7,164	5,313	6,428	8,504	2.03%	32.30%
Insurance policy	3,772	3,389	3,695	3,138	2,625	0.63%	-16.35%
Furniture & other durables	222,860	276,765	215,178	203,756	247,043	59.00%	21.24%
Other security	5,622	5,983	7,687	6,069	5,714	1.36%	-5.85%
Total	374,752	439,428	373,726	356,419	418,718	100.00%	17.48%

3.2 Secured credit granted by level of income

There was a decrease in the share of the number of secured credit agreements for individuals with a gross monthly income of up to R10K from 57.79% for the quarter ended June 2011 to 56.86% for the quarter ended September 2011 as indicated in Table 3.3. The number of credit transactions entered into with individuals with a gross monthly income greater than R15K increased from 31.11% to 31.49% for the quarter ended September 2011.

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R10K	221,754	274,035	215,146	205,343	237,071
% share of credit granted	59.33%	62.48%	57.78%	57.79%	56.86%
R10.1K-R15K	43,584	47,744	42,224	39,463	48,559
% share of credit granted	11.66%	10.89%	11.34%	11.11%	11.65%
>R15K	108,438	116,792	114,984	110,535	131,283
% share of credit granted	29.01%	26.63%	30.88%	31.11%	31.49%
Total number of secured credit	373,776	438,571	372,354	355,341	416,913

Table 3.4 indicated a marginal decline in the rand value for both “Up to R10K” and “Greater than R15K” gross monthly income categories while the R10.1K to R15K category increased for the period ended September 2011.

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R10K (R000)	2,744,550	3,285,201	2,736,924	2,667,768	3,000,220
% share of credit granted	10.98%	11.76%	10.10%	10.02%	9.92%
R10.1K-R15K (R000)	3,207,920	3,600,348	3,220,576	3,137,292	3,612,331
% share of credit granted	12.83%	12.89%	11.88%	11.78%	11.94%
>R15K (R000)	19,050,108	21,051,003	21,150,095	20,829,434	23,639,799
% share of credit granted	76.19%	75.35%	78.02%	78.20%	78.14%
Total value of secured credit (R000)	25,002,578	27,936,552	27,107,595	26,634,494	30,252,350

3.3 Gross debtors book – secured credit

The gross debtors book increased by R11.64 billion (5.08%) for the quarter ended September 2011 and by R25.27 billion (11.74%) on a y-o-y basis. The number of accounts increased by 5.78% q-o-q and decreased by 0.96% y-o-y basis as indicated in Table 3.5.

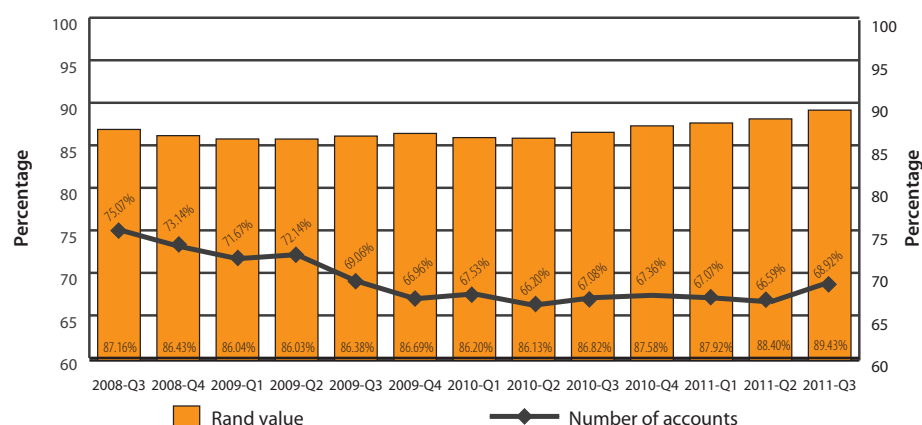
Table 3.5: Gross debtors book – secured credit

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	215,339,271	221,715,121	226,348,046	228,974,115	240,613,866	5.08%	11.74%
Number of accounts	4,629,883	4,612,485	4,482,471	4,334,879	4,585,295	5.78%	-0.96%

3.4 Age analysis of gross debtors book – secured credit

As illustrated in Figure 3.1 the rand value of the gross debtors book reported as “current” increased from 88.40% to 89.43% for the quarter ended September 2011. The number of accounts reported as “current” increased from 66.59% to 68.92% for the same period.

Figure 3.1: Secured credit book reported as “current”



4. Credit facilities

4.1 Credit facilities granted

Table 4.1 and 4.2 indicated credit and garage cards received R5.29 billion (35.53%) of the total R14.88 billion of the value of credit facilities granted, followed closely by store cards with R3.58 billion (24.03%) for the quarter ended September 2011. On a y-o-y basis the value of credit facilities increased by R6.07 billion (68.86%). The number of credit facilities granted decreased by 4.03% on a q-o-q basis and increased by 24.44% y-o-y.

Table 4.1: Credit facilities granted – rand value

Agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	3,177,065	3,262,319	3,576,292	4,325,145	5,287,609	35.53%	22.25%	66.43%
Bank overdraft	1,456,742	1,681,003	1,838,887	2,349,628	2,953,869	19.85%	25.72%	102.77%
Services	392,475	267,561	475,469	492,978	644,288	4.33%	30.69%	64.16%
Store cards	2,774,168	3,861,213	2,699,047	3,633,027	3,575,589	24.03%	-1.58%	28.89%
Other facilities	1,012,813	1,173,542	1,841,537	1,263,400	2,420,968	16.27%	91.62%	139.03%
Total	8,813,263	10,245,638	10,431,232	12,064,178	14,882,323	100.00%	23.36%	68.86%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Credit and/or Garage cards	348,803	325,047	324,688	499,941	525,352	22.02%	5.08%	50.62%
Bank overdraft	52,894	51,925	63,538	70,976	79,841	3.35%	12.49%	50.95%
Services	44,845	31,404	48,401	55,922	57,931	2.43%	3.59%	29.18%
Store cards	1,422,618	1,791,051	1,298,332	1,809,405	1,661,347	69.63%	-8.18%	16.78%
Other facilities	48,184	49,295	54,581	49,757	61,429	2.57%	23.46%	27.49%
Total	1,917,344	2,248,722	1,789,540	2,486,001	2,385,900	100.00%	-4.03%	24.44%

4.2 Credit facilities granted by level of income

Table 4.3 indicated the number of credit facilities granted to individuals with a gross monthly income of up to R10K declined from 70.49% for the quarter ended June 2011 to 68.03% for the quarter ended September 2011. The rand value figures shown in Table 4.4 depicted a similar declining trend.

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R10K	1,338,142	1,609,793	1,173,566	1,750,130	1,621,391
% share of credit granted	69.97%	71.72%	66.30%	70.49%	68.03%
R10.1K-R15K	202,312	228,165	193,223	227,250	235,950
% share of credit granted	10.58%	10.16%	10.92%	9.15%	9.90%
>R15K	372,060	406,656	403,421	505,392	526,116
% share of credit granted	19.45%	18.12%	22.79%	20.36%	22.07%
Total number of credit facilities	1,912,514	2,244,614	1,770,210	2,482,772	2,383,457

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R10K (R000)	3,242,547	4,130,090	3,257,798	4,189,275	4,587,595
% share of credit granted	38.17%	41.21%	32.36%	35.67%	31.55%
R10.1K-R15K (R000)	1,023,239	1,159,617	1,183,345	1,321,117	1,544,535
% share of credit granted	12.05%	11.57%	11.75%	11.25%	10.62%
>R15K (R000)	4,228,330	4,733,204	5,627,539	6,235,718	8,410,450
% share of credit granted	49.78%	47.22%	55.89%	53.09%	57.83%
Total value of credit facilities (R000)	8,494,116	10,023,911	10,068,682	11,746,110	14,542,580

4.3 Gross debtors book – credit facilities

The gross debtors book increased by R2.27 billion (1.67%) for the quarter ended September 2011 and by R8.33 billion (6.43%) on a y-o-y basis as indicated in Table 4.5. The number of accounts increased by 5.48% q-o-q and 8.56% y-o-y.

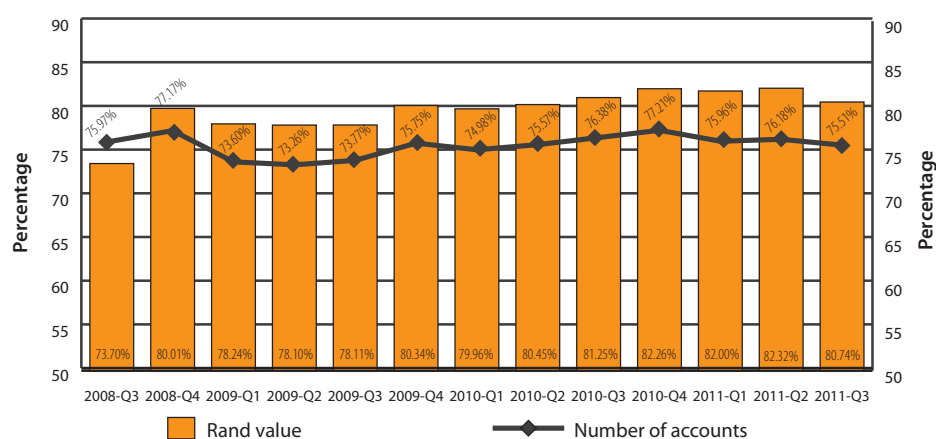
Table 4.5: Gross debtors book – credit facilities

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	129,687,691	131,855,932	133,031,600	135,751,871	138,020,910	1.67%	6.43%
Number of accounts	22,181,620	22,381,117	22,399,446	22,829,325	24,080,817	5.48%	8.56%

4.4 Age analysis of gross debtors book – credit facilities

The rand value of the gross debtors book reported as “current” decreased from 82.32% to 80.74% for the quarter ended September 2011. The number of accounts reported as “current” decreased from 76.18% to 75.51% for the same period as illustrated in Figure 4.1.

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). Table 5.1 and 5.2 indicated the value of unsecured credit granted increased to R21.21 billion (11.92%) for the quarter ended September 2011. On a y-o-y basis there was an increase of 58.49% in the rand value of unsecured credit agreements. On a q-o-q and y-o-y basis, there was an increase in the number of accounts by 13.53% and 41.72% respectively. A significant portion of unsecured agreements were granted with a repayment period of 3.1 to 5 years for both categories of "rand value" and "number of accounts".

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

Agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
<= 6 Months	112,744	150,069	174,658	193,090	305,902	1.44%	58.42%	171.32%
7-12 Months	749,565	885,311	937,294	890,449	940,342	4.43%	5.60%	25.45%
13-18 Months	678,686	827,626	933,920	1,006,053	1,157,506	5.46%	15.05%	70.55%
19-24 Months	1,722,542	2,058,163	1,933,711	2,149,858	2,632,326	12.41%	22.44%	52.82%
25-36 Months	3,318,081	4,022,532	3,604,464	3,921,834	4,731,520	22.30%	20.65%	42.60%
3.1-5 Years	6,391,360	8,103,338	8,599,971	9,927,661	10,656,575	50.23%	7.34%	66.73%
5.1-10 +Years	411,935	787,834	510,186	865,188	789,523	3.72%	-8.75%	91.66%
Total	13,384,913	16,834,873	16,694,204	18,954,134	21,213,694	100.00%	11.92%	58.49%

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

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
<= 6 Months	18,033	31,791	42,800	53,388	97,151	7.45%	81.97%	438.74%
7-12 Months	153,586	193,202	196,456	193,219	196,854	15.10%	1.88%	28.17%
13-18 Months	83,725	106,506	106,731	124,461	148,738	11.41%	19.51%	77.65%
19-24 Months	169,633	206,104	176,612	196,122	240,662	18.46%	22.71%	41.87%
25-36 Months	244,426	300,704	244,052	264,030	298,365	22.88%	13.00%	22.07%
3.1-5 Years	243,354	302,471	286,139	306,483	311,868	23.92%	1.76%	28.15%
5.1-10 +Years	7,278	15,743	8,367	10,759	10,219	0.78%	-5.02%	40.41%
Total	920,035	1,156,521	1,061,157	1,148,462	1,303,857	100.00%	13.53%	41.72%

The rand value and the number of unsecured credit granted for agreements in excess of R15K had a share of 73.04% and 32.10% respectively for the September 2011 quarter as indicated in Table 5.3 and 5.4.

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

Rand value of agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	238,270	280,535	261,364	293,894	336,332	1.59%	14.44%	41.16%
R3.1K-R5K	521,533	654,480	595,530	657,834	783,579	3.69%	19.12%	50.25%
R5.1K-R8K	935,971	1,208,546	1,094,758	1,117,519	1,256,405	5.92%	12.43%	34.24%
R8.1K-R10K	766,068	927,783	851,103	911,950	1,095,240	5.16%	20.10%	42.97%
R10.1K-R15K	1,854,359	2,320,847	1,978,565	2,034,473	2,248,141	10.60%	10.50%	21.24%
> R15.1K	9,068,711	11,442,683	11,912,885	13,938,465	15,493,998	73.04%	11.16%	70.85%
Total	13,384,913	16,834,873	16,694,204	18,954,134	21,213,694	100.00%	11.92%	58.49%

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

Number of agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0K-R3K	111,259	147,554	124,147	140,143	155,687	11.94%	11.09%	39.93%
R3.1K-R5K	132,592	164,440	144,041	160,447	186,696	14.32%	16.36%	40.80%
R5.1K-R8K	155,098	198,907	196,986	204,917	240,190	18.42%	17.21%	54.86%
R8.1K-R10K	83,176	100,925	92,116	99,746	118,973	9.12%	19.28%	43.04%
R10.1K-R15K	154,727	193,933	164,523	168,065	183,756	14.09%	9.34%	18.76%
> R15.1K	283,183	350,764	339,344	375,143	418,555	32.10%	11.57%	47.80%
Total	920,035	1,156,523	1,061,157	1,148,461	1,303,857	100.00%	13.53%	41.72%

5.2 Unsecured credit granted by level of income

Table 5.5 indicated the percentage of the agreements of unsecured credit granted to individuals with a gross monthly income of up to R10K decreased from 64.36% to 63.79% of the total number of unsecured credit agreements granted for the quarter ended September 2011. In the income bands greater than R10K there was an increase from 35.64% to 36.21% in the number of unsecured agreements for the same period. The rand value of the agreements of unsecured credit granted to individuals with a gross monthly income of up to R10K increased from 42.57% to 43.57% over the same period, as indicated in Table 5.6.

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
≤R10K	617,714	788,285	668,784	739,115	831,662
% share of credit granted	67.14%	68.16%	63.02%	64.36%	63.79%
R10.1K-R15K	146,712	172,896	172,309	184,476	204,971
% share of credit granted	15.95%	14.95%	16.24%	16.06%	15.72%
>R15K	155,604	195,336	220,052	224,862	267,213
% share of credit granted	16.91%	16.89%	20.74%	19.58%	20.49%
Total number of unsecured credit	920,030	1,156,517	1,061,145	1,148,453	1,303,846

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
≤R10K (R000)	6,390,111	8,156,231	7,137,817	8,060,214	9,240,612
% share of credit granted	47.77%	48.46%	42.78%	42.57%	43.57%
R10.1K-R15K (R000)	2,959,121	3,532,721	3,581,452	4,213,763	4,575,060
% share of credit granted	22.12%	20.99%	21.46%	22.26%	21.57%
>R15K (R000)	4,027,995	5,142,771	5,966,125	6,657,912	7,392,903
% share of credit granted	30.11%	30.55%	35.76%	35.17%	34.86%
Total value of unsecured credit (R000)	13,377,227	16,831,723	16,685,394	18,931,889	21,208,575

5.3 Gross debtors book – unsecured credit

The gross debtors book increased by R13.12 billion (14.92%) for the quarter ended September 2011 and by R34.99 billion (52.78%) on a y-o-y basis. The number of accounts increased by 12.44% q-o-q and 31.04% y-o-y basis as indicated in Table 5.7.

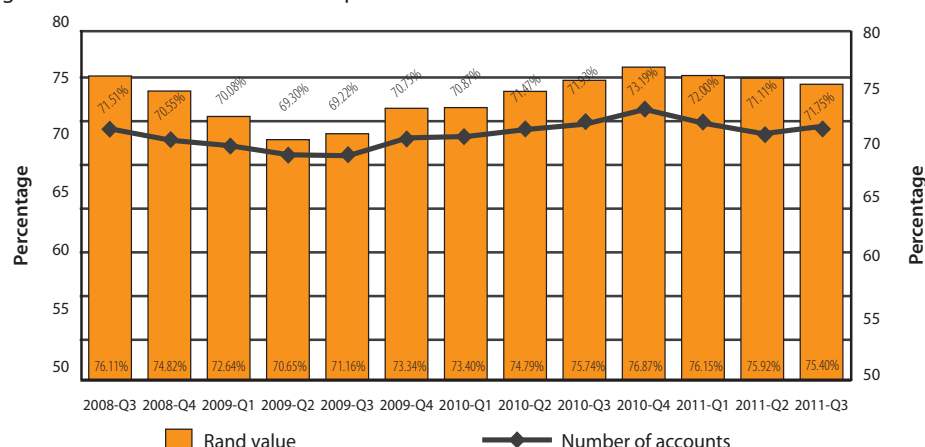
Table 5.7: Gross debtors book – unsecured credit

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	66,173,578	73,797,286	80,864,530	87,977,920	101,102,222	14.92%	52.78%
Number of accounts	5,398,501	5,736,773	6,030,211	6,291,530	7,073,980	12.44%	31.04%

5.4 Age analysis of gross debtors book – unsecured credit

The rand value of the gross debtors book reported as “current” decreased from 75.92% to 75.40% for the quarter ended September 2011. The number of accounts reported as “current” increased from 71.11% to 71.75% for the same period as illustrated in Figure 5.1.

Figure 5.1: Unsecured credit book reported as “current”



6. Short-term credit transactions

6.1 Short-term credit granted

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

Table 6.1 indicated the rand value of short-term credit granted for the September 2011 quarter increased by R94.35 million (5.72%) with the "Up to 1 month" category receiving the largest share at 68.65%. On a y-o-y basis the rand value of short-term credit granted increased by R346.69 million (24.79%). Table 6.2 indicated the number of agreements for short-term credit granted increased by 5.43% on a q-o-q basis and 30.87% on a y-o-y basis.

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

Agreements per repayment period	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Up to 1 Month	919,589	929,831	984,601	1,127,766	1,197,939	68.65%	6.22%	30.27%
2-3 Months	277,919	298,016	225,911	241,517	222,081	12.73%	-8.05%	-20.09%
4-6 Months	200,900	234,377	210,027	281,463	325,076	18.63%	15.49%	61.81%
Total	1,398,409	1,462,223	1,420,539	1,650,746	1,745,095	100.00%	5.72%	24.79%

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

Agreements per repayment period	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
Up to 1 Month	1,137,946	1,166,034	1,254,543	1,419,972	1,519,658	86.32%	7.02%	33.54%
2-3 Months	129,144	150,196	121,517	126,037	102,818	5.84%	-18.42%	-20.38%
4-6 Months	78,163	97,869	92,478	123,913	138,070	7.84%	11.42%	76.64%
Total	1,345,253	1,414,099	1,468,538	1,669,922	1,760,546	100.00%	5.43%	30.87%

Table 6.3 and 6.4 indicated the majority of short-term credit granted relates to agreements not exceeding R2,000, at 62.31% of the rand value of credit granted, while 88.94% of the number of accounts were for the same categories.

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

Agreements	2010-Q3 R000	2010-Q4 R000	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	450,924	482,962	512,917	577,603	602,163	34.51%	4.25%	33.54%
R1001-R2000	383,889	397,040	387,820	460,094	485,173	27.80%	5.45%	26.38%
R2001-R3000	230,850	235,142	215,135	253,761	275,962	15.81%	8.75%	19.54%
R3001-R5000	198,162	202,093	195,270	238,471	261,088	14.96%	9.48%	31.75%
R5001-R8000	134,584	144,986	109,398	120,819	120,710	6.92%	-0.09%	-10.31%
Total	1,398,409	1,462,223	1,420,539	1,650,746	1,745,095	100.00%	5.72%	24.79%

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

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q3 % Distribution	% Change (Q3/Q2)	% Change (Y/Y)
R0-R1000	931,084	983,930	1,061,249	1,185,130	1,244,167	70.67%	4.98%	33.63%
R1001-R2000	253,581	264,157	257,642	305,425	321,695	18.27%	5.33%	26.86%
R2001-R3000	88,992	91,061	83,275	99,678	108,795	6.18%	9.15%	22.25%
R3001-R5000	50,750	51,899	49,493	60,940	67,191	3.82%	10.26%	32.40%
R5001-R8000	20,846	23,052	16,879	18,749	18,698	1.06%	-0.27%	-10.30%
Total	1,345,253	1,414,099	1,468,538	1,669,922	1,760,546	100.00%	5.43%	30.87%

6.2 Short-term credit granted by level of income

Table 6.5 indicated individuals with a gross monthly income of “Up to R10K” received 63.61% of the total number of short-term credit agreements granted for the quarter ended September 2011. The remainder of the number of short-term credit agreements was shared across the remaining income categories. Table 6.6 indicated individuals with a gross month income of “Up to R10K” received 55.94% of the rand value of unsecured credit granted for the quarter ended September 2011.

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R10K	896,715	937,048	938,360	1,060,845	1,119,826
% share of credit granted	66.66%	66.26%	63.90%	63.53%	63.61%
R10.1K-R15K	249,316	250,105	269,217	310,060	318,406
% share of credit granted	18.53%	17.69%	18.33%	18.57%	18.09%
>R15K	199,222	226,946	260,961	299,017	322,314
% share of credit granted	14.81%	16.05%	17.77%	17.91%	18.31%
Total number of short-term credit	1,345,253	1,414,099	1,468,538	1,669,922	1,760,546

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

Level of income	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R10K (R000)	837,767	868,180	799,829	923,853	976,201
% share of credit granted	59.91%	59.37%	56.30%	55.97%	55.94%
R10.1K-R15K (R000)	279,984	277,629	280,373	331,339	340,938
% share of credit granted	20.02%	18.99%	19.74%	20.07%	19.54%
>R15K (R000)	280,658	316,415	340,338	395,554	427,957
% share of credit granted	20.07%	21.64%	23.96%	23.96%	24.52%
Total value of short-term credit (R000)	1,398,409	1,462,223	1,420,539	1,650,746	1,745,095

6.3 Gross debtors book – short-term credit

The gross debtors book increased by R69,61 million (9.32%) for the quarter ended September 2011 and by R148.68 million (22.26%) on a y-o-y basis. The number of accounts increased by 6.35% q-o-q and 28.33% on a y-o-y basis as indicated in Table 6.7.

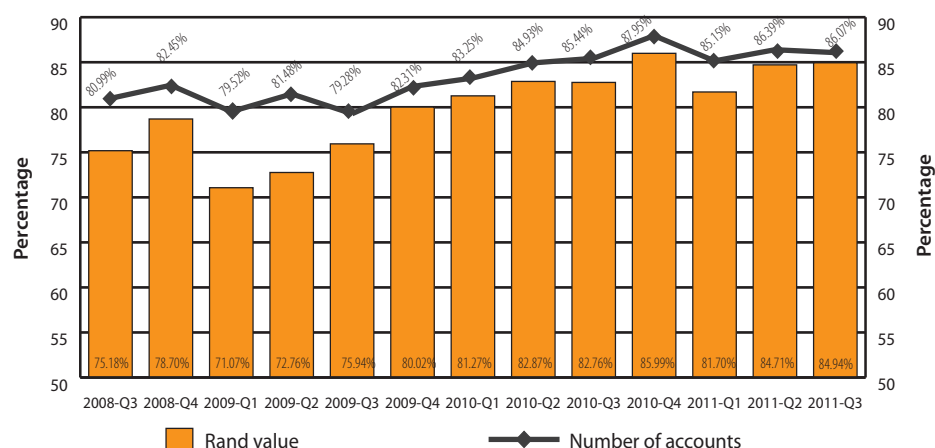
Table 6.7: Gross debtors book - short-term credit

Agreements	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	% Change (Q3/Q2)	% Change (Y/Y)
Gross debtors book (R000)	668,029	728,570	697,482	747,099	816,713	9.32%	22.26%
Number of accounts	454,299	511,841	516,992	548,205	583,005	6.35%	28.33%

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

The rand value of the gross debtors book reported as “current” increased from 84.71% to 84.94% for the quarter ended September 2011. The number of accounts reported as “current” decreased from 86.39% to 86.07% for the same period as illustrated in Figure 6.1.

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



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.
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.

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

8. Appendix tables

A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
Eastern Cape	3,375,688,529	4,055,865,677	3,893,976,969	4,335,991,074	4,877,560,135	5,462,066,433	5,346,653,403	5,615,660,575	6,347,050,743
Free State	1,992,254,403	2,511,640,092	2,454,534,172	2,581,657,622	3,000,861,224	3,516,131,326	3,234,618,075	3,223,080,240	3,828,322,881
Gauteng	24,590,852,416	28,604,750,992	27,858,599,612	30,413,608,680	34,538,396,721	36,742,680,630	37,749,023,709	39,965,781,579	45,884,300,356
Kwazulu-Natal	6,889,151,856	8,185,687,202	8,029,759,882	8,787,917,284	9,500,604,551	11,458,518,062	10,217,176,418	10,711,632,322	12,829,432,535
Limpopo	1,960,570,142	2,320,212,204	2,247,521,491	2,503,847,623	2,775,043,747	3,214,285,841	2,854,046,971	3,105,731,685	3,579,398,405
Mpumalanga	3,239,064,222	3,833,256,464	3,690,130,042	4,046,392,074	4,551,581,407	5,177,450,337	4,812,329,287	5,032,169,912	6,130,874,130
Northern Cape	820,756,190	1,022,325,340	908,440,748	1,055,316,249	1,162,809,421	1,432,598,446	1,232,937,015	1,458,343,332	2,109,668,937
North West	2,136,593,780	2,637,604,294	2,539,294,298	2,773,110,467	3,148,323,683	3,603,161,998	3,205,197,739	3,379,967,267	4,082,955,858
Western Cape	7,939,613,667	9,492,162,652	9,013,880,580	10,347,167,396	11,054,932,377	12,399,775,070	11,509,944,457	11,963,194,621	13,496,133,751
Other	637,028,399	631,869,390	909,620,714	703,563,096	525,248,578	524,876,804	591,541,567	623,826,987	610,866,668
Total	53,581,573,604	63,295,374,307	61,545,758,508	67,548,571,565	75,135,361,844	83,531,544,947	80,753,468,641	85,079,388,520	98,899,004,264

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
<=R1500	18,834,574	12,824,164	10,625,276	10,514,980	10,095,249	9,290,120	8,350,849	6,817,456	5,136,027
R1500-R3000	130,462,783	110,738,318	97,885,671	90,500,167	80,774,999	84,560,407	73,828,668	67,656,642	62,755,425
R3.1K-R5K	427,702,023	429,712,694	321,559,391	300,468,488	278,686,964	343,799,882	273,973,870	256,186,168	274,876,710
R5.1K-R10K	684,144,556	776,975,371	565,546,947	560,571,322	597,007,695	797,217,202	586,193,711	567,144,101	743,240,165
R10.1K-R20K	334,405,480	444,927,317	361,698,011	349,970,563	353,358,733	460,560,245	348,927,118	341,973,208	521,943,779
R20.1K-R40K	291,026,342	374,116,294	327,414,024	303,529,678	275,228,432	274,230,114	254,962,883	240,213,740	331,649,727
R40.1K-R60K	615,939,636	700,200,557	660,056,868	596,421,469	600,909,503	611,453,640	584,250,700	540,927,353	571,813,535
R60.1K-R100K	2,383,515,325	2,761,889,865	2,396,170,501	2,289,058,231	2,427,213,138	2,487,539,125	2,315,420,958	2,162,665,761	2,442,454,727
R101K-R150K	3,734,985,859	4,385,336,930	4,053,527,511	4,261,811,634	4,697,521,732	5,154,072,499	4,992,105,453	4,895,254,308	5,559,162,709
R151K-R200K	2,862,140,510	3,365,946,895	3,401,061,049	3,514,339,162	3,871,764,158	4,279,152,619	4,154,096,846	3,977,595,650	4,521,345,292
R201K-R400K	6,115,131,664	7,256,876,630	6,966,521,561	7,609,414,234	8,373,230,039	9,517,425,339	9,422,282,121	9,279,988,369	10,662,597,583
>R400K	2,575,364,799	3,047,269,054	3,173,944,055	3,131,912,816	3,632,800,245	4,101,538,603	4,433,185,299	4,625,390,473	5,082,529,850
Total	20,173,653,551	23,666,814,089	22,336,010,865	23,018,512,744	25,198,590,887	28,120,839,795	27,447,578,476	26,961,813,229	30,779,505,529

Table 3: Number of agreements of secured credit granted

Agreements	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
<=R1500	18,020	12,092	10,108	10,569	9,608	8,301	7,873	6,382	4,663
R1500-R3000	55,105	46,526	41,629	38,237	34,133	35,423	31,127	28,731	26,526
R3.1K-R5K	106,892	106,731	80,843	75,075	69,888	85,675	68,958	64,572	69,541
R5.1K-R10K	98,780	112,290	81,768	80,883	86,239	114,882	84,832	82,179	107,342
R10.1K-R20K	25,156	33,390	27,067	26,413	26,749	35,231	26,548	26,033	39,689
R20.1K-R40K	9,852	12,784	11,231	10,342	9,345	9,474	8,681	8,138	11,534
R40.1K-R60K	12,135	13,779	13,034	11,741	11,833	12,034	11,574	10,700	11,299
R60.1K-R100K	29,779	34,464	29,925	28,555	30,154	30,794	28,728	26,721	30,072
R101K-R150K	30,452	35,726	32,939	34,478	38,001	41,575	40,271	39,436	44,792
R151K-R200K	16,653	19,587	19,779	20,431	22,528	24,874	24,092	23,045	26,197
R201K-R400K	22,358	26,419	25,450	27,548	30,334	34,220	34,008	33,319	38,403
>R400K	3,834	4,738	4,989	5,199	5,940	6,945	7,034	7,163	8,660
Total	429,016	458,526	378,762	369,471	374,752	439,428	373,726	356,419	418,718

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
R0-R3500	5,047,842	4,747,324	4,889,523	2,488,354	2,200,744	2,823,600	2,680,207	3,385,280	1,268,890
R3501-R5500	35,020,615	33,404,329	23,155,972	22,586,377	22,546,099	27,691,084	18,748,006	19,682,222	16,885,976
R5501-R7500	128,196,952	117,241,208	92,317,672	91,965,442	96,106,568	107,081,207	84,274,342	85,474,134	109,480,204
R7501-R10K	328,008,288	334,569,707	265,668,571	312,425,049	352,967,334	386,910,700	321,898,812	318,203,779	434,271,907
R10.1K-R15K	933,503,391	1,120,490,653	1,063,223,293	1,173,510,612	1,311,137,342	1,459,624,631	1,282,985,628	1,315,815,723	1,737,169,547
>R15K	15,907,597,730	19,071,685,538	19,133,546,775	21,794,317,712	24,316,870,441	24,663,044,399	22,688,838,503	23,534,846,961	27,666,651,599
Total	17,337,374,819	20,682,138,759	20,582,801,806	23,397,293,546	26,101,828,528	26,647,175,621	24,399,425,498	25,277,408,099	29,965,728,123

Table 5: Number of mortgages granted by income category

Income Category	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
R0-R3500	39	42	37	22	26	22	15	19	7
R3501-R5500	246	221	159	145	142	156	135	122	122
R5501-R7500	792	732	580	588	581	596	506	480	596
R7501-R10K	1,655	1,700	1,401	1,575	1,681	1,756	1,491	1,469	1,843
R10.1K-R15K	4,166	4,710	4,418	4,785	4,972	5,288	4,577	4,523	5,708
>R15K	25,774	29,385	28,625	31,699	34,433	34,620	31,539	31,574	37,270
Total	32,672	36,790	35,220	38,814	41,835	42,438	38,263	38,187	45,546

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

Income Category	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
R0-R3500	789,558,087	814,441,442	677,213,384	581,011,962	603,834,917	831,523,624	657,640,045	488,331,041	536,648,539
R3501-R5500	492,087,618	514,666,583	377,202,282	381,626,556	363,303,619	427,236,051	334,988,233	468,625,053	478,214,034
R5501-R7500	609,610,064	710,966,381	557,026,093	547,699,362	543,665,622	628,823,498	540,114,312	535,254,962	622,290,362
R7501-R10K	1,126,707,422	1,388,076,199	1,117,578,864	1,179,208,152	1,233,746,201	1,397,618,187	1,204,180,939	1,175,556,647	1,363,067,299
R10.1K-R15K	2,707,997,870	3,329,634,139	2,887,099,265	2,959,880,962	3,207,919,669	3,600,347,546	3,220,576,085	3,137,291,657	3,612,330,581
>R15K	14,290,835,097	16,626,371,746	16,573,724,990	17,148,036,487	19,050,108,346	21,051,002,937	21,150,094,891	20,829,434,481	23,639,799,222
Total	20,016,796,158	23,384,156,490	22,189,844,878	22,797,463,481	25,002,578,374	27,936,551,843	27,107,594,505	26,634,493,841	30,252,350,037

Table 7: Number of secured credit granted by income category

Income Category	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
R0-R3500	169,810	163,272	124,474	121,566	120,975	155,053	117,640	90,585	107,560
R3501-R5500	59,682	62,931	47,679	44,060	42,628	51,352	40,665	62,029	65,041
R5501-R7500	32,680	37,883	30,299	27,746	27,439	32,698	26,926	25,034	31,020
R7501-R10K	32,422	38,100	33,417	30,961	30,712	34,932	29,915	27,695	33,450
R10.1K-R15K	43,095	51,310	44,744	42,929	43,584	47,744	42,224	39,463	48,559
>R15K	90,721	104,130	100,449	101,172	108,438	116,792	114,984	110,535	131,283
Total	428,410	457,626	381,062	368,434	373,776	438,571	372,354	355,341	416,913

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

Income Category	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
R0-R3500	1,054,112,797	1,563,241,751	1,057,072,391	1,329,834,967	1,634,437,771	2,172,402,074	1,582,250,863	1,969,261,723	2,215,146,717
R3501-R5500	404,886,649	430,140,075	361,473,104	452,987,126	502,507,119	620,133,308	483,662,955	729,960,800	779,319,245
R5501-R7500	358,019,548	383,491,095	357,030,560	420,290,402	473,055,845	593,120,272	508,235,101	635,439,593	632,568,764
R7501-R10K	518,056,296	548,221,879	519,135,375	595,428,495	632,546,719	745,433,861	683,649,035	854,612,784	960,560,510
R10.1K-R15K	814,702,884	859,484,434	875,255,640	966,841,794	1,023,238,968	1,159,617,119	1,183,345,017	1,321,116,695	1,544,534,833
>R15K	2,864,030,623	2,977,239,815	3,680,974,707	3,890,807,653	4,228,329,761	4,733,204,320	5,627,539,154	6,235,718,320	8,410,449,614
Total	6,013,808,797	6,761,819,049	6,850,941,777	7,656,190,437	8,494,116,183	10,023,910,954	10,068,682,125	11,746,109,915	14,542,579,683

Table 9: Number of credit facilities granted by income category

Income Category	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
R0-R3500	866,165	1,024,140	817,043	1,009,936	713,888	887,193	607,556	1,036,518	887,399
R3501-R5500	189,439	212,265	176,182	242,536	261,996	303,539	227,183	308,290	314,818
R5501-R7500	112,568	128,063	110,642	150,037	185,823	216,470	171,082	206,099	209,478
R7501-R10K	110,817	123,495	110,489	147,613	176,435	202,591	167,745	199,223	209,696
R10.1K-R15K	120,271	133,638	122,429	161,766	202,312	228,165	193,223	227,250	235,950
>R15K	202,060	220,769	236,064	290,316	372,060	406,656	403,421	505,392	526,116
Total	1,601,320	1,842,370	1,572,849	2,002,204	1,912,514	2,244,614	1,770,210	2,482,772	2,383,457

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

Income Category	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
R0-R3500	2,603,660,704	1,678,417,952	1,256,097,573	1,445,876,961	1,740,365,001	2,491,116,353	1,890,084,092	2,141,777,955	2,493,855,143
R3501-R5500	951,818,527	1,252,836,018	969,125,427	1,153,229,890	1,373,032,431	1,637,741,445	1,357,512,941	1,506,577,787	1,779,580,514
R5501-R7500	818,016,724	1,303,599,978	1,187,705,364	1,350,875,009	1,605,101,231	2,019,730,531	1,937,743,992	2,198,926,239	2,404,420,809
R7501-R10K	870,303,870	1,370,169,974	1,270,260,483	1,470,122,347	1,671,612,105	2,007,642,693	1,952,475,799	2,212,931,762	2,562,755,092
R10.1K-R15K	1,428,655,010	2,231,470,904	2,205,633,234	2,625,155,459	2,959,121,051	3,532,721,359	3,581,451,696	4,213,762,903	4,575,059,811
>R15K	1,698,429,360	2,694,022,392	3,112,861,832	3,698,769,243	4,027,995,285	5,142,770,843	5,966,125,427	6,657,911,860	7,392,903,246
Total	8,370,884,195	10,530,517,218	10,001,683,913	11,744,028,909	13,377,227,104	16,831,723,224	16,685,393,947	18,931,888,506	21,208,574,615

Table 11: Number of unsecured credit granted by income category

Income Category	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
R0-R3500	337,803	271,266	196,526	220,410	256,406	355,216	273,308	311,817	352,931
R3501-R5500	103,761	134,444	104,188	116,872	136,806	161,680	135,638	147,841	167,788
R5501-R7500	67,068	102,511	93,228	102,261	122,544	149,443	141,923	153,494	164,318
R7501-R10K	60,209	87,073	79,201	88,858	101,958	121,946	117,915	125,963	146,625
R10.1K-R15K	80,845	117,437	114,308	130,174	146,712	172,896	172,309	184,476	204,971
>R15K	72,619	109,977	125,567	147,697	155,604	195,336	220,052	224,862	267,213
Total	722,305	822,708	713,018	806,272	920,030	1,156,517	1,061,145	1,148,453	1,303,846

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

Income Category	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
R0-R3500	224,123,894	244,506,494	236,393,069	263,121,083	281,249,061	296,006,487	241,256,956	282,381,906	298,550,655
R3501-R5500	132,693,419	151,204,287	173,133,908	187,343,114	190,572,092	191,695,688	181,775,698	205,292,037	222,807,124
R5501-R7500	117,387,613	136,042,666	164,966,892	180,897,299	189,254,173	200,577,665	199,276,450	230,522,289	241,866,772
R7501-R10K	124,894,330	134,992,379	160,181,658	171,282,230	176,691,680	179,900,487	177,519,565	205,656,638	212,976,028
R10.1K-R15K	211,685,693	224,667,103	264,805,098	274,839,617	279,984,258	277,628,564	280,373,038	331,339,272	340,937,601
>R15K	179,080,231	209,165,387	269,631,373	273,532,791	280,658,100	316,414,585	340,337,637	395,554,214	427,957,247
Total	989,865,180	1,100,578,316	1,269,111,998	1,351,016,134	1,398,409,364	1,462,223,476	1,420,539,344	1,650,746,356	1,745,095,427

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

Income Category	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
R0-R3500	243,654	255,067	263,262	285,719	315,297	334,384	305,573	354,012	377,599
R3501-R5500	138,524	153,878	185,904	196,921	210,543	215,247	220,842	244,594	262,088
R5501-R7500	112,796	127,185	162,417	179,771	198,737	210,951	226,153	253,483	263,344
R7501-R10K	107,099	116,131	144,618	157,591	172,138	176,466	185,792	208,756	216,795
R10.1K-R15K	158,225	172,089	210,253	227,700	249,316	250,105	269,217	310,060	318,406
>R15K	102,997	121,580	163,212	180,955	199,222	226,946	260,961	299,017	322,314
Total	863,295	945,930	1,129,666	1,228,657	1,345,253	1,414,099	1,468,538	1,669,922	1,760,546

D: Age analysis of debtors book

Table 14: Age analysis of gross debtors book – mortgages

Ageing	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
Current	622,645,016,154	627,807,869,245	628,274,672,268	632,537,731,519	642,619,545,751	653,114,692,825	662,441,881,427	669,396,733,441	685,430,708,886
30 Days	25,621,992,517	25,507,388,801	26,530,107,494	26,783,192,720	24,267,553,629	23,702,127,314	25,348,914,342	25,498,307,856	26,026,820,257
31-60 Days	11,887,595,550	11,163,928,641	12,690,435,826	11,105,379,208	11,374,584,924	10,542,823,060	10,413,991,387	10,108,834,895	9,374,544,740
61-90 Days	8,375,649,869	7,823,646,376	8,268,352,386	8,102,411,172	7,436,664,224	6,215,108,471	5,973,803,957	6,082,801,872	5,735,403,356
91-120 Days	14,110,679,772	14,250,894,287	14,472,739,452	14,475,834,846	12,918,640,238	12,241,714,811	12,090,820,342	11,487,361,159	9,311,611,650
120+ Days	53,924,599,512	54,396,317,254	55,735,608,984	56,027,297,646	56,768,626,630	54,862,666,815	53,622,002,635	50,797,027,038	50,123,364,835
Total	736,565,533,374	740,950,044,604	745,971,916,410	749,031,847,111	755,385,615,396	760,679,133,296	769,891,414,089	773,371,066,261	786,002,453,724

Table 15: Age analysis of accounts – mortgages

Ageing	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
Current	1,605,236	1,607,482	1,594,382	1,594,201	1,600,748	1,614,772	1,617,068	1,619,650	1,639,204
30 Days	59,325	57,024	62,386	62,344	58,133	55,927	58,070	59,711	60,657
31-60 Days	25,730	23,878	26,584	24,296	24,005	21,373	21,622	21,458	20,114
61-90 Days	17,303	15,723	16,627	15,910	14,981	12,715	12,524	12,915	11,934
91-120 Days	25,730	25,444	25,966	26,364	23,290	21,955	21,983	18,912	16,168
120+ Days	89,117	88,937	90,760	91,333	90,138	85,920	82,683	77,845	76,461
Total	1,822,441	1,818,488	1,816,705	1,814,448	1,811,295	1,812,662	1,813,950	1,810,491	1,824,538

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

Ageing	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
Current	183,209,845,528	183,761,339,220	182,365,082,571	185,194,011,820	186,958,881,461	194,179,285,636	199,012,216,720	202,408,313,474	215,190,749,827
30 Days	10,328,446,818	10,051,019,673	10,369,562,318	10,507,857,947	9,593,922,461	9,259,765,539	9,156,087,374	8,875,755,789	8,584,715,966
31-60 Days	4,876,181,822	4,157,052,551	3,848,732,161	3,399,899,850	3,318,562,087	3,333,257,885	3,400,327,309	3,458,871,279	2,902,644,622
61-90 Days	2,430,467,224	2,093,862,654	1,978,889,723	1,893,433,562	1,793,040,495	1,730,452,274	1,749,136,116	1,689,893,162	1,451,405,721
91-120 Days	2,745,542,678	2,849,018,302	3,749,518,457	3,288,207,481	3,272,738,036	2,809,523,786	2,464,569,181	2,129,725,254	1,770,771,075
120+ Days	8,512,815,232	9,070,370,186	9,245,486,352	10,735,025,612	10,402,126,883	10,402,835,766	10,565,708,949	10,411,555,627	10,713,578,334
Total	212,103,299,302	211,982,662,586	211,557,271,582	215,018,436,272	215,339,271,423	221,715,120,886	226,348,045,650	228,974,114,585	240,613,865,545

Table 17: Age analysis of accounts – secured credit

Ageing	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
Current	3,526,558	3,477,633	3,352,579	3,232,664	3,105,615	3,106,792	3,006,407	2,886,697	3,160,198
30 Days	430,093	448,675	429,769	433,207	395,940	406,772	394,413	367,876	357,792
31-60 Days	269,015	250,818	246,786	241,296	216,704	213,581	219,945	206,561	193,437
61-90 Days	205,683	175,189	172,535	169,867	148,871	141,636	144,186	136,447	128,632
91-120 Days	146,084	141,774	149,823	144,030	127,040	118,422	115,837	110,214	106,509
120+ Days	528,826	699,448	612,904	661,927	635,713	625,282	601,683	627,084	638,727
Total	5,106,259	5,193,537	4,964,396	4,882,991	4,629,883	4,612,485	4,482,471	4,334,879	4,585,295

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

Ageing	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
Current	100,005,846,586	100,544,072,355	103,287,763,768	103,867,351,573	105,367,542,320	108,464,198,379	109,091,834,990	111,750,028,603	111,443,931,732
30 Days	10,649,562,147	8,745,854,098	9,375,125,676	8,867,070,774	8,684,844,854	8,823,587,179	9,106,486,448	9,265,191,258	11,268,774,135
31-60 Days	3,330,924,733	2,435,444,353	2,997,227,175	2,466,112,599	2,326,013,343	2,212,555,271	2,745,020,966	2,544,901,742	2,841,738,272
61-90 Days	2,285,455,505	1,763,818,191	1,925,050,247	1,778,083,966	1,554,999,223	1,418,974,770	1,552,095,631	1,656,135,682	1,648,475,275
91-120 Days	1,618,616,512	1,333,786,377	1,334,752,169	1,401,911,600	1,218,839,522	1,042,276,709	1,031,697,065	1,210,000,990	1,381,480,478
120+ Days	10,141,777,491	10,321,826,191	10,256,913,189	10,734,419,378	10,535,452,012	9,894,339,682	9,504,464,466	9,325,613,046	9,436,510,014
Total	128,032,182,974	125,144,801,565	129,176,832,224	129,114,949,890	129,687,691,274	131,855,931,990	133,031,599,566	135,751,871,321	138,020,909,906

Table 19: Age analysis of accounts – credit facilities

Ageing	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
Current	16,185,257	16,703,777	16,368,870	16,688,782	16,942,078	17,280,636	17,015,476	17,391,317	18,183,596
30 Days	2,190,271	2,153,895	2,181,833	2,110,519	2,104,917	2,188,153	2,281,319	2,235,743	2,438,830
31-60 Days	855,225	676,930	836,963	724,250	684,842	643,288	808,474	738,090	851,504
61-90 Days	536,046	415,926	479,515	452,324	408,649	369,360	430,869	449,036	570,179
91-120 Days	379,017	309,195	302,974	329,634	285,943	261,554	272,947	323,399	340,896
120+ Days	1,795,320	1,794,484	1,659,673	1,778,638	1,755,191	1,638,126	1,590,361	1,691,740	1,695,812
Total	21,941,136	22,054,207	21,829,828	22,084,147	22,181,620	22,381,117	22,399,446	22,829,325	24,080,817

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

Ageing	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
Current	36,900,495,987	40,042,515,099	42,056,313,724	45,726,877,325	50,117,434,228	56,731,285,723	61,581,006,584	66,788,801,560	76,228,581,219
30 Days	3,001,152,747	2,916,089,917	3,089,908,682	3,175,677,074	3,133,143,567	3,784,212,150	4,919,362,373	5,642,722,341	6,393,888,739
31-60 Days	1,225,334,072	1,102,272,102	1,175,840,618	1,151,940,056	1,146,562,194	1,203,582,546	1,599,974,651	1,766,558,202	2,063,524,156
61-90 Days	965,310,615	900,626,646	885,227,713	874,462,238	887,704,215	836,174,689	1,061,463,979	1,257,002,349	1,430,448,085
91-120 Days	846,953,247	771,722,743	732,751,940	940,772,443	1,058,264,369	1,010,230,985	1,011,196,199	1,229,528,934	1,464,386,830
120+ Days	8,916,410,630	8,861,993,584	9,353,681,587	9,268,738,514	9,830,469,808	10,231,799,864	10,691,526,362	11,293,306,935	13,521,392,534
Total	51,855,657,299	54,595,220,091	57,293,724,264	61,138,467,650	66,173,578,381	73,797,285,957	80,864,530,148	87,977,920,321	101,102,221,563

Table 21: Age analysis of accounts – unsecured credit

Ageing	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
Current	3,509,034	3,622,083	3,619,456	3,727,271	3,883,227	4,198,885	4,342,028	4,474,018	5,075,476
30 Days	315,284	302,450	315,335	315,191	300,711	329,368	392,228	424,751	452,860
31-60 Days	139,240	128,698	133,737	126,851	122,100	118,583	147,707	156,920	169,627
61-90 Days	108,636	104,071	100,754	95,908	93,665	88,030	103,569	115,690	123,309
91-120 Days	82,542	75,689	70,722	99,714	114,909	107,013	99,007	115,868	133,744
120+ Days	915,022	886,677	866,859	850,148	883,889	894,895	945,672	1,004,283	1,118,964
Total	5,069,758	5,119,668	5,106,863	5,215,083	5,398,501	5,736,774	6,030,211	6,291,530	7,073,980

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

Ageing	2009-Q3 (R)	2009-Q4 (R)	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)
Current	454,073,327	554,492,022	585,337,870	566,058,762	552,871,106	626,521,163	569,865,126	632,839,215	693,732,243
30 Days	44,734,252	46,890,869	46,415,316	40,553,104	46,973,808	39,776,446	54,330,972	47,964,260	49,696,777
31-60 Days	13,073,764	13,480,418	18,466,342	14,720,664	15,091,281	15,659,940	21,905,360	17,596,971	18,700,690
61-90 Days	10,671,352	10,545,526	14,644,805	11,542,571	11,245,554	11,533,029	15,730,802	13,856,855	14,664,770
91-120 Days	7,132,427	3,788,430	3,734,122	4,301,013	4,508,794	4,529,893	3,784,350	4,415,056	5,748,738
120+ Days	68,271,663	63,736,359	51,656,217	45,927,083	37,338,069	30,549,039	31,865,809	30,426,336	34,169,555
Total	597,956,785	692,933,624	720,254,672	683,103,197	668,028,612	728,569,510	697,482,419	747,098,693	816,712,773

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

Ageing	2009-Q3	2009-Q4	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3
Current	285,061	326,587	352,656	356,372	388,164	450,150	440,208	473,616	501,775
30 Days	28,004	27,129	27,945	25,426	29,267	26,131	35,359	33,008	34,629
31-60 Days	7,836	7,574	9,806	8,311	8,590	8,815	11,948	11,037	12,091
61-90 Days	6,077	5,376	7,262	6,175	5,971	6,597	8,743	8,413	8,995
91-120 Days	2,391	1,946	1,935	1,881	2,282	2,321	2,440	4,154	6,775
120+ Days	30,187	28,147	23,982	21,458	20,025	17,827	18,294	17,977	18,740
Total	359,556	396,759	423,586	419,623	454,299	511,841	516,992	548,205	583,005

