

Consumer Credit Market Report

Executive Summary

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

The total value of new credit granted to consumers decreased from R107.60 billion to R95.03 billion for the quarter ended March 2012, a decline of 11.69% when compared to the previous quarter but increased by 17.68% on y-o-y basis. The number of applications for credit decreased by 552, 000 from 9.72 million for the quarter ended December 2011 to 9.16 million for the quarter ended March 2012, representing a decrease of 5.69%. The rejection rate for applications was 50.93%.

The banks' share of total credit granted was R79.00 billion (83.13%), retailers R4.14 billion (4.36%), non-bank vehicle financiers R5.50 billion (5.78%) and "Other credit providers" R6.40 billion (6.73%). "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 outstanding gross debtors book of consumer credit for the quarter ended March 2012 was R1.32 trillion, representing a quarter-on-quarter growth of 1.90%. The number of accounts decreased by 0.28% for the same period. Mortgages accounted for R796.33 billion (60.29%); Secured credit agreements for R255.55 billion (19.35%); Credit facilities for R147.34 billion (11.15%); Unsecured credit for R120.81 billion (9.15%) and Short-term credit for R882.03 million (0.07%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended March 2012:

- The value of mortgages granted decreased by 16.21% quarter-on-quarter from R29.31 billion to R24.56 billion;
- Secured credit, which is dominated by vehicle finance, showed a decrease from R33.39 billion for December 2011 to R31.62 billion for March 2012 (a quarter-on-quarter decrease of 5.33%);



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- Unsecured credit decreased from R26.45 billion for December 2011 to R21.95 billion for March 2012 (a quarter-on-quarter decrease of 17.02%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts decreased by 7.88% quarter-on-quarter from R16.60 billion to R15.29 billion;
- Short-term credit showed a quarter-on-quarter decrease of 12.73% from R1.85 billion to R1.61 billion.

Introduction

The Consumer Credit Market Report is issued by the National Credit Regulator. It is based upon returns which credit providers are required to submit in terms of the National Credit Act (NCA). The statistics presented in this report cover the quarters up to 31 March 2012 (2012-Q1).

The reporting requirements of the NCA differentiate between small credit providers, defined as credit providers for whom annual disbursements are less than R15 million, and larger credit providers. Credit providers with annual disbursements of more than R15 million are required to submit quarterly returns. Credit providers with annual disbursements of less than R15 million are only required to submit annual returns. This report is based on the quarterly returns from 51 large credit providers, representing 95% of the consumer credit market 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 providers 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).

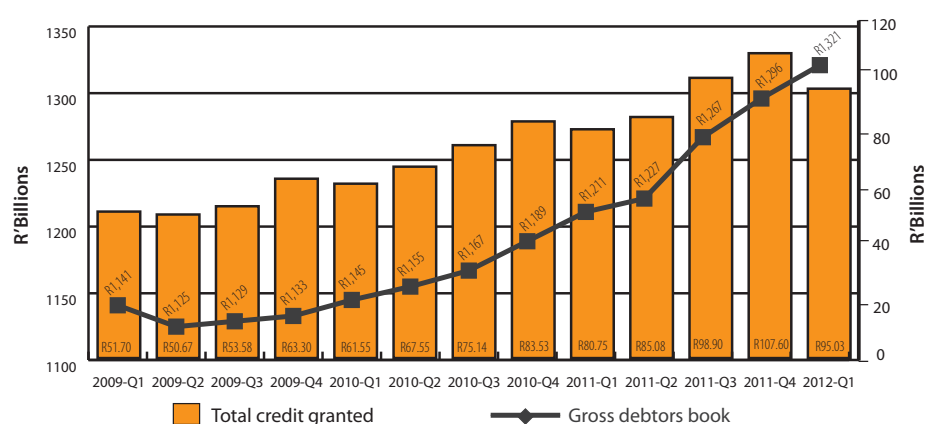
“Secured credit” in this report refers to transactions which were classified as “Other credit agreements” in the previous Consumer Credit Market Reports. This credit type includes transactions that do not fall within any of the other categories in the NCA. It includes a range of secured credit agreements, 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 March 2011 to the quarter ended March 2012 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended December 2011 to the quarter ended March 2012. 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 R24.63 billion (1.90%) from R1.30 trillion to R1.32 trillion for the quarter ended March 2012. The value of credit granted to consumers decreased by R12.57 billion (11.69%) from R107.60 billion for the quarter ended December 2011 to R95.03 billion for the quarter ended March 2012.

Figure 1.1 Total credit granted and gross debtors book at March 2012



1.1 Credit granted

The quarter ended March 2012 showed a decline in the value of consumer credit granted of R12.57 billion (11.69%) when compared to the quarter ended December 2011 as depicted in Table 1.1. When compared to the same period in the previous year, the value of consumer credit granted increased by R14.28 billion (17.68%).

Table 1.1: Credit granted

Agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	% Change (Q1/Q4)	% Change (Y/Y)
Credit transactions	70,322,237	73,015,210	84,016,682	91,007,804	79,740,349	-12.38%	13.39%
Credit facilities	10,431,232	12,064,178	14,882,323	16,596,388	15,289,307	-7.88%	46.57%
Total	80,753,469	85,079,389	98,899,004	107,604,192	95,029,656	-11.69%	17.68%

The total number of credit agreements entered into was 5.04 million for the quarter ended March 2012. This was a decrease of 18.76% when compared to the previous quarter as indicated in Table 1.2. On a y-o-y basis the number of total credit agreements entered into increased by 6.44%.

Table 1.2: Credit granted – number of agreements

Agreements	2011-Q1 000	2011-Q2 000	2011-Q3 000	2011-Q4 000	2012-Q1 000	% Change (Q1/Q4)	% Change (Y/Y)
Number of credit transactions	2,942	3,213	3,529	3,379	2,731	-19.17%	-7.15%
Number of credit facilities	1,790	2,486	2,386	2,820	2,304	-18.28%	28.78%
Total	4,732	5,699	5,915	6,199	5,036	-18.76%	6.44%

Banks accounted for 83.13% of the total value of credit granted for the quarter ended March 2012 as indicated in Table 1.3. The balance was shared by the non-bank vehicle financiers (5.78%), retailers (4.36%) and other credit providers (6.73%).

Table 1.3: Credit granted – per industry

Agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Banks	68,407,940	71,733,108	82,248,554	89,294,487	79,000,388	83.13%	-11.53%	15.48%
Non-bank vehicle financiers	4,759,477	4,775,612	5,278,131	5,585,873	5,495,101	5.78%	-1.63%	15.46%
Retailers	3,635,621	4,334,814	4,719,109	6,141,722	4,142,496	4.36%	-32.55%	13.94%
Other credit providers	3,950,430	4,235,855	6,653,211	6,582,110	6,391,671	6.73%	-2.89%	61.80%
Total	80,753,469	85,079,389	98,899,004	107,604,192	95,029,656	100.00%	-11.69%	17.68%

The rejection rate continued to increase from 45.74% for the quarter ended December 2011 to 50.93% for the quarter ended March 2012 as indicated in Table 1.4. The number of applications received decreased by 5.69% and the number of applications rejected increased by 5.02% for the quarter ended March 2012.

Table 1.4: Number of applications received and rejected

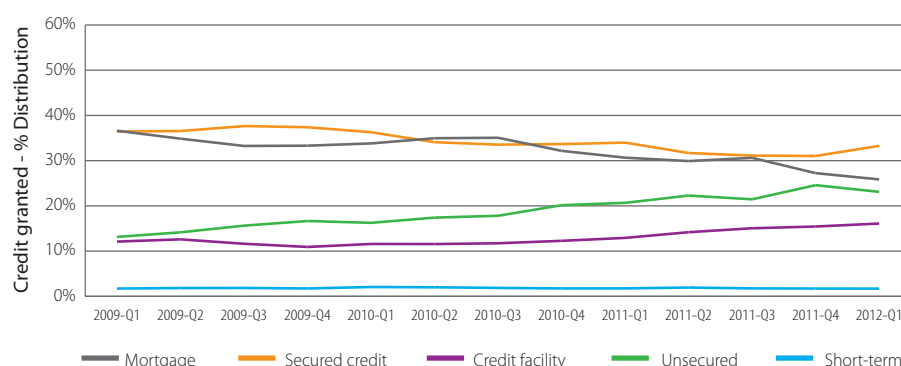
Agreements	2011-Q1 000	2011-Q2 000	2011-Q3 000	2011-Q4 000	2012-Q1 000	% Change (Q1/Q4)	% Change (Y/Y)
Number of applications received	5,800	6,635	8,307	9,717	9,165	-5.69%	58.00%
Number of applications rejected	2,509	2,903	3,706	4,444	4,667	5.02%	86.05%
% of applications rejected	43.25%	43.76%	44.61%	45.74%	50.93%		

Unsecured credit's share of the total credit granted decreased from R26.45 billion for the quarter ended December 2011 to R21.95 billion for the quarter ended March 2012, as indicated in Table 1.5. and Figure 1.2. Mortgages' share of total credit granted decreased to R24.56 billion in the quarter ended March 2012 from R29.31 billion for the previous quarter.

Table 1.5: Credit granted – credit type

Agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	24,759,915	25,448,516	30,278,386	29,313,825	24,563,230	25.85%	-16.21%	-0.79%
Secured credit	27,447,578	26,961,813	30,779,506	33,394,502	31,615,175	33.27%	-5.33%	15.18%
Credit facilities	10,431,232	12,064,178	14,882,323	16,596,388	15,289,307	16.09%	-7.88%	46.57%
Unsecured credit	16,694,204	18,954,134	21,213,694	26,451,931	21,949,604	23.10%	-17.02%	31.48%
Short-term credit	1,420,539	1,650,746	1,745,095	1,847,546	1,612,340	1.70%	-12.73%	13.50%
Total	80,753,469	85,079,389	98,899,004	107,604,192	95,029,656	100.00%	-11.69%	17.68%

Figure 1.2: Credit granted – percentage distribution



There was a q-o-q growth of R24.63 billion (1.90%) in the value of the gross debtors book for the period ended March 2012 as shown in Table 1.6. The corresponding y-o-y growth was R110.08 billion (9.09%). The growth in the unsecured credit book was R7.82 billion (6.92%) q-o-q and R39.95 billion (49.40%) y-o-y. The mortgages book grew marginally by R5.22 billion (0.66%) and secured credit book grew by R5.55 billion (2.22%) for the March 2012 quarter.

Table 1.6: Gross debtors book – credit type

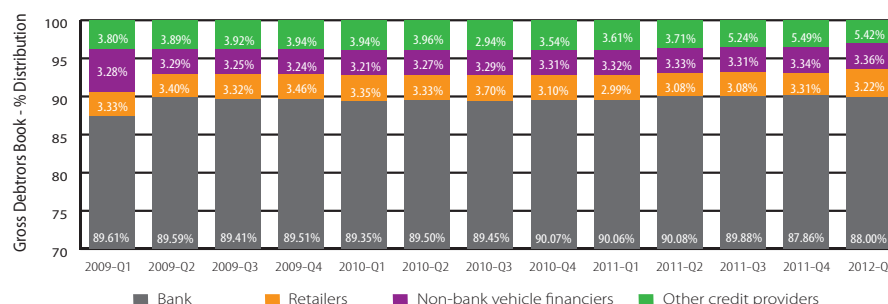
Agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	769,891,414	773,371,066	786,002,454	791,109,455	796,329,490	60.29%	0.66%	3.43%
Secured credit	226,348,046	228,974,115	240,613,866	250,004,674	255,553,186	19.35%	2.22%	12.90%
Credit facilities	133,031,600	135,751,871	138,020,910	141,256,197	147,340,977	11.15%	4.31%	10.76%
Unsecured credit	80,864,530	87,977,920	101,102,222	112,988,666	120,811,141	9.15%	6.92%	49.40%
Short-term credit	697,482	747,099	816,713	927,367	882,032	0.07%	-4.89%	26.46%
Total	1,210,833,072	1,226,822,071	1,266,556,164	1,296,286,359	1,320,916,825	100.00%	1.90%	9.09%

There was a q-o-q increase (1.90%) in the gross debtors book although the retailers book declined by 0.87% as indicated in Table 1.7. Bank's share of the total debtors book increased from 87.86% for the quarter ended December 2011 to 88.00% for the quarter ended March 2012 as illustrated in Figure 1.3.

Table 1.7: Gross debtors book – industry type

Industry	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Banks	1,090,717,331	1,102,686,261	1,119,300,860	1,138,876,773	1,162,422,217	88.00%	2.07%	6.57%
Retailers	36,254,891	37,764,044	38,971,470	42,858,782	42,485,026	3.22%	-0.87%	17.18%
Non-bank vehicle financiers	40,152,189	40,865,813	41,874,024	43,321,604	44,407,629	3.36%	2.51%	10.60%
Other credit providers	43,708,661	45,505,953	66,409,809	71,229,200	71,601,954	5.42%	0.52%	63.82%
Total	1,210,833,072	1,226,822,071	1,266,556,164	1,296,286,359	1,320,916,825	100.00%	1.90%	9.09%

Figure 1.3: Gross debtors book – industry type



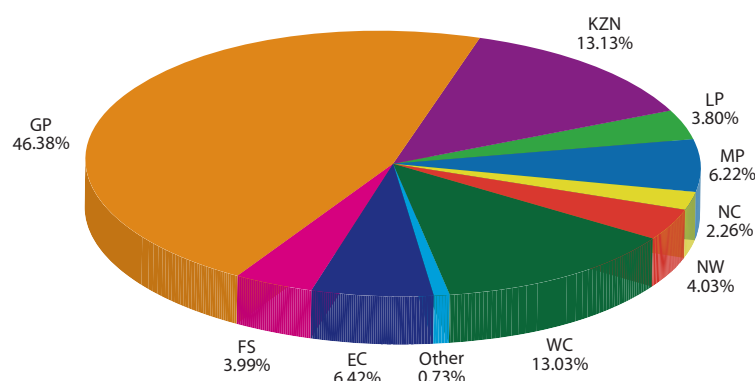
The number of accounts for the debtors book decreased by 0.28% from 38.30 million to 38.19 million for the quarter ended March 2012. The total number of debtors book accounts increased by 8.36% on a y-o-y basis. Credit facilities had a biggest share of 62.43% of the total number of debtors book accounts for the quarter ended March 2012 as indicated in Table 1.8.

Table 1.8: Gross debtors book – number of accounts

Agreements	2011-Q1 000	2011-Q2 000	2011-Q3 000	2011-Q4 000	2012-Q1 000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Mortgages	1,814	1,810	1,825	1,827	1,825	4.78%	-0.10%	0.60%
Secured credit	4,482	4,335	4,585	4,598	4,456	11.67%	-3.09%	-0.60%
Credit facilities	22,399	22,829	24,081	23,735	23,844	62.43%	0.46%	6.45%
Unsecured credit	6,030	6,292	7,074	7,506	7,444	19.49%	-0.83%	23.44%
Short-term credit	517	548	583	632	623	1.63%	-1.42%	20.48%
Total	35,243	35,814	38,148	38,297	38,191	100.00%	-0.28%	8.36%

A significant portion R44.10 billion (46.38%) of the total value of credit granted went to consumers in the Gauteng province. The Western Cape and Kwazulu Natal accounted for R12.39 billion (13.03%) and R12.49 billion (13.13%) respectively. The remaining provinces constituted R26.10 billion (27.45%) as depicted in Figure 1.4.

Figure 1.4: Provincial distribution of credit granted – 2012-Q1



2. Mortgage agreements

2.1 Mortgages granted

The rand value of mortgage agreements granted decreased by 16.21% for the quarter ended March 2012 as indicated in Table 2.1 below. Mortgage agreements of up to R700K declined on a y-o-y basis whereas agreements above R700K slightly increased. The majority (65.17%) of mortgage agreements granted during the March 2012 quarter were in excess of R700K.

Table 2.1: Mortgages granted – size of agreements

Agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R50K	60,362	52,186	57,960	45,935	52,323	0.21%	13.91%	-13.32%
R51K-R100K	240,188	207,741	232,248	194,269	188,139	0.77%	-3.16%	-21.67%
R101K-R150K	273,714	249,958	280,198	268,629	239,359	0.97%	-10.90%	-12.55%
R151K-R350K	2,227,881	2,094,388	2,522,200	2,404,369	2,023,747	8.24%	-15.83%	-9.16%
R351K-R700K	6,095,519	6,215,484	7,667,365	6,994,636	6,051,298	24.64%	-13.49%	-0.73%
>=R700K	15,862,251	16,628,758	19,518,416	19,405,986	16,008,364	65.17%	-17.51%	0.92%
Total	24,759,915	25,448,516	30,278,386	29,313,825	24,563,230	100.00%	-16.21%	-0.79%

The number of mortgage agreements entered into declined by 12.07% for the quarter ended March 2012 as indicated in Table 2.2. Similar to the trends shown in Table 2.1 only the greater than R700K band had a positive y-o-y growth. The majority (83.81%) of the mortgage agreements were granted in favour of larger sized (R151K- R350K and >=R700K) credit agreements.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R50K	1,758	1,642	1,905	1,411	1,914	5.15%	35.65%	8.87%
R51K-R100K	2,901	2,524	2,822	2,374	2,306	6.20%	-2.86%	-20.51%
R101K-R150K	2,076	1,891	2,126	2,025	1,801	4.84%	-11.06%	-13.25%
R151K-R350K	8,607	8,023	9,605	9,031	7,689	20.68%	-14.86%	-10.67%
R351K-R700K	11,921	12,165	14,961	13,743	11,826	31.81%	-13.95%	-0.80%
>=R700K	11,281	12,079	14,347	13,699	11,645	31.32%	-14.99%	3.23%
Total	38,544	38,324	45,766	42,283	37,181	100.00%	-12.07%	-3.54%

2.2 Mortgages granted by level of income¹

Tables 2.3 and 2.4 show that majority of mortgages granted for the March 2012 quarter remained in favour of persons with gross monthly income greater than R15K, for both the rand value and number of accounts.

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

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K	2,147	2,090	2,568	2,423	1,648
% share of credit granted	5.61%	5.47%	5.64%	5.75%	4.45%
R10.1K-R15K	4,577	4,523	5,708	5,752	4,560
% share of credit granted	11.96%	11.84%	12.53%	13.66%	12.31%
>R15K	31,539	31,574	37,270	33,930	30,841
% share of credit granted	82.43%	82.68%	81.83%	80.58%	83.24%
Total number of mortgages	38,263	38,187	45,546	42,105	37,049

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K (R000)	427,601	426,745	561,907	554,991	370,024
% share of credit granted	1.75%	1.69%	1.88%	1.91%	1.52%
R10.1K-R15K (R000)	1,282,986	1,315,816	1,737,170	1,804,470	1,342,467
% share of credit granted	5.26%	5.21%	5.80%	6.21%	5.50%
>R15K (R000)	22,688,839	23,534,847	27,666,652	26,696,575	22,687,655
% share of credit granted	92.99%	93.11%	92.33%	91.88%	92.98%
Total value of mortgages(R000)	24,399,425	25,277,408	29,965,728	29,056,036	24,400,146

2.3 Gross debtors book – mortgages

The rand value of the gross debtors book for mortgages showed a marginal growth of R5.22 billion (0.66%) on a q-o-q and R26.44 billion (3.43%) on a y-o-y basis. The number of accounts decreased by 0.10% q-o-q and increased by 0.60% on a y-o-y basis as indicated in Table 2.5.

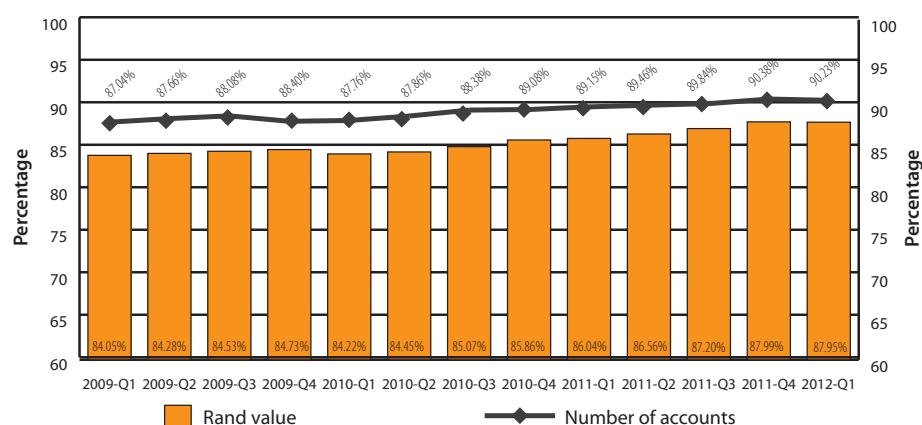
Table 2.5: Gross debtors book – mortgages

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	769,891,414	773,371,066	786,002,454	791,109,455	796,329,490	0.66%	3.43%
Number of accounts	1,813,950	1,810,491	1,824,538	1,826,721	1,824,896	-0.10%	0.60%

2.4 Age analysis of gross debtors book - mortgages

The rand value of the gross debtors book for mortgages reported as “current” decreased marginally from 87.99% to 87.95% for the quarter ended March 2012. The number of accounts reported as “current” decreased marginally from 90.38% to 90.23% 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 rand value of secured credit granted decreased by R 1.78 billion (5.33%) on a q-o-q basis. Vehicles as a form of security dominated secured credit at R28.16 billion (89.07%).

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

Type of security	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)
Vehicle	24,412,471	23,894,724	27,377,226	28,721,147	28,161,208	89.07%	-1.95%
Retirement benefits	321,304	396,820	515,873	566,164	529,107	1.67%	-6.55%
Insurance policy	31,847	26,460	23,494	23,657	26,851	0.08%	13.50%
Furniture & other durables	1,376,772	1,267,840	1,729,179	2,618,692	1,445,921	4.57%	-44.78%
Other security	1,305,185	1,375,969	1,133,734	1,464,842	1,452,089	4.59%	-0.87%
Total	27,447,578	26,961,813	30,779,506	33,394,502	31,615,175	100.00%	-5.33%

Table 3.2 indicated a decrease in the number of secured credit agreements by 29.55% for the quarter ended March 2012. Although vehicles as a form of security has a larger share in rand value terms (Table 3.1), “furniture and other durables” are dominant in the number of transactions at 53.72%.

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

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	2012-Q1 % Distribution	% Change (Q1/Q4)
Vehicle	141,853	137,028	154,832	159,131	150,594	39.96%	-5.36%
Retirement benefits	5,313	6,428	8,504	9,369	8,235	2.19%	-12.10%
Insurance policy	3,695	3,138	2,625	2,595	2,886	0.77%	11.21%
Furniture & other durables	215,178	203,756	247,043	356,460	202,448	53.72%	-43.21%
Other security	7,687	6,069	5,714	7,292	12,663	3.36%	73.66%
Total	373,726	356,419	418,718	534,847	376,826	100.00%	-29.55%

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 62.17% for the quarter ended December 2011 to 54.55% for the quarter ended March 2012 as indicated in Table 3.3. The number of secured credit agreements entered into with individuals with a gross monthly income greater than R15K increased from 27.21% to 35.03% for the quarter ended March 2012.

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K	215,146	205,343	237,071	331,470	204,899
% share of credit granted	57.78%	57.79%	56.86%	62.17%	54.55%
R10.1K-R15K	42,224	39,463	48,559	56,590	39,131
% share of credit granted	11.34%	11.11%	11.65%	10.61%	10.42%
>R15K	114,984	110,535	131,283	145,083	131,584
% share of credit granted	30.88%	31.11%	31.49%	27.21%	35.03%
Total number of secured credit agreements	372,354	355,341	416,913	533,143	375,614

A major portion of secured credit granted (79.79%) for the quarter ended March 2012 was for individuals with a gross monthly income greater than R15K as indicated in Table 3.4. The balance went to individuals in the lower income categories.

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K (R000)	2,736,924	2,667,768	3,000,220	3,873,443	3,042,849
% share of credit granted	10.10%	10.02%	9.92%	11.78%	9.76%
R10.1K-R15K (R000)	3,220,576	3,137,292	3,612,331	3,788,765	3,255,958
% share of credit granted	11.88%	11.78%	11.94%	11.52%	10.45%
>R15K (R000)	21,150,095	20,829,434	23,639,799	25,225,202	24,868,264
% share of credit granted	78.02%	78.20%	78.14%	76.70%	79.79%
Total value of secured credit (R000)	27,107,595	26,634,494	30,252,350	32,887,410	31,167,071

3.3 Gross debtors book – secured credit

The rand value of the gross debtors book for secured credit showed an increase of R5.55 billion (2.22%) on a q-o-q and R29.21 billion (12.90%) on a y-o-y basis. The number of accounts decreased by 3.09% q-o-q and by 0.60% on a y-o-y basis as indicated in Table 3.5.

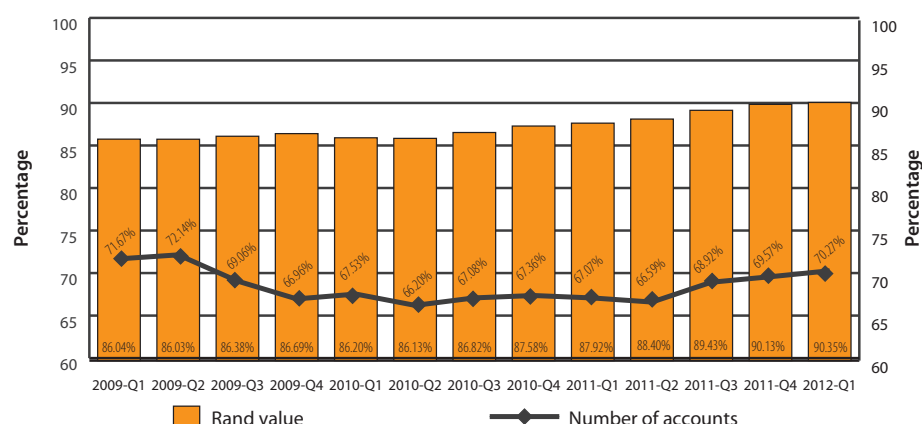
Table 3.5: Gross debtors book – secured credit

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	226,348,046	228,974,115	240,613,866	250,004,674	255,553,186	2.22%	12.90%
Number of accounts	4,482,471	4,334,879	4,585,295	4,597,692	4,455,758	-3.09%	-0.60%

3.4 Age analysis of gross debtors book – secured credit

The rand value of the gross debtors book for secured credit reported as “current” increased from 90.13% for the quarter ended December 2011 to 90.35% for the quarter ended March 2012. The number of accounts reported as “current” increased from 69.57% to 70.27% for the same period as illustrated in Figure 3.1.

Figure 3.1: Secured credit book reported as “current”



4. Credit facilities

4.1 Credit facilities granted

Credit and garage cards received R5.70 billion of the total rand value of credit facilities granted (R15.29 billion) followed closely by overdraft (R3.62 billion) for the quarter ended March 2012 as indicated in Table 4.1. On a y-o-y basis the total rand value of credit facilities increased by R4.86 billion (46.57%). Table 4.2 indicates that store cards dominated the number of agreements (68.08%) for credit facilities for the quarter ended March 2012.

Table 4.1: Credit facilities granted – rand value

Agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Credit and/or Garage cards	3,576,292	4,325,145	5,287,609	5,467,616	5,703,967	37.31%	4.32%	59.49%
Bank overdraft	1,838,887	2,349,628	2,953,869	3,735,809	3,623,139	23.70%	-3.02%	97.03%
Services	475,469	492,978	644,288	574,652	751,343	4.91%	30.75%	58.02%
Store cards	2,699,047	3,633,027	3,575,589	4,267,834	3,003,288	19.64%	-29.63%	11.27%
Other facilities	1,841,537	1,263,400	2,420,968	2,550,477	2,207,570	14.44%	-13.44%	19.88%
Total	10,431,232	12,064,178	14,882,323	16,596,388	15,289,307	100.00%	-7.88%	46.57%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Credit and/or Garage cards	324,688	499,941	525,352	535,234	488,577	21.20%	-8.72%	50.48%
Bank overdraft	63,538	70,976	79,841	82,891	105,475	4.58%	27.25%	66.00%
Services	48,401	55,922	57,931	70,247	69,422	3.01%	-1.17%	43.43%
Store cards	1,298,332	1,809,405	1,661,347	2,071,219	1,568,998	68.08%	-24.25%	20.85%
Other facilities	54,581	49,757	61,429	60,271	72,025	3.13%	19.50%	31.96%
Total	1,789,540	2,486,001	2,385,900	2,819,862	2,304,497	100.00%	-18.28%	28.78%

4.2 Credit facilities granted by level of income

For the quarter ended March 2012 both Tables 4.3 and 4.4 showed a similar trend where the rand value and number of accounts for credit facilities granted to individuals with a gross monthly income of up to R10K declined.

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K	1,173,566	1,750,130	1,621,391	1,930,771	1,454,223
% share of credit granted	66.30%	70.49%	68.03%	68.52%	63.15%
R10.1K-R15K	193,223	227,250	235,950	289,967	263,021
% share of credit granted	10.92%	9.15%	9.90%	10.29%	11.42%
>R15K	403,421	505,392	526,116	597,057	585,382
% share of credit granted	22.79%	20.36%	22.07%	21.19%	25.42%
Total number of credit facilities	1,770,210	2,482,772	2,383,457	2,817,795	2,302,626

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K (R000)	3,257,798	4,189,275	4,587,595	4,912,445	3,947,832
% share of credit granted	32.36%	35.67%	31.55%	30.48%	26.68%
R10.1K-R15K (R000)	1,183,345	1,321,117	1,544,535	1,773,950	1,536,549
% share of credit granted	11.75%	11.25%	10.62%	11.01%	10.39%
>R15K (R000)	5,627,539	6,235,718	8,410,450	9,431,780	9,310,049
% share of credit granted	55.89%	53.09%	57.83%	58.52%	62.93%
Total value of credit facilities (R000)	10,068,682	11,746,110	14,542,580	16,118,176	14,794,431

4.3 Gross debtors book – credit facilities

The rand value of the gross debtors book for credit facilities showed an increase of R6.08 billion (4.31%) on a q-o-q and R14.31 billion (10.76%) on a y-o-y basis. The number of accounts increased marginally by 0.46% q-o-q and by 6.45% on a y-o-y basis as indicated in Table 4.5.

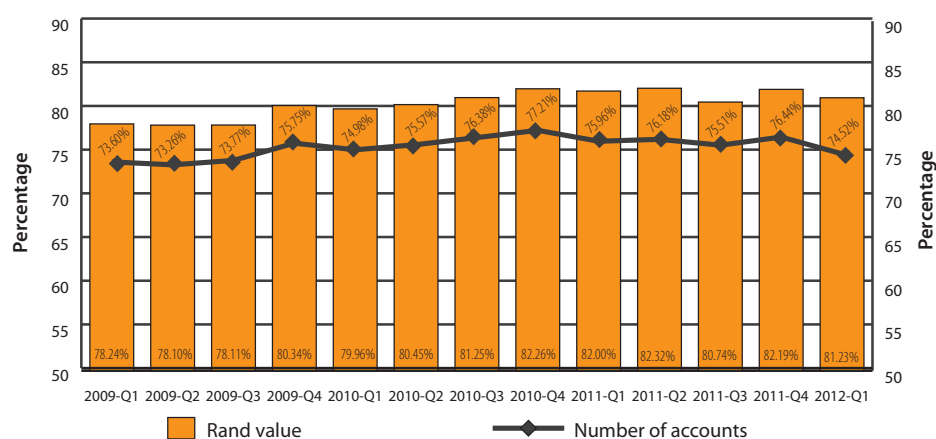
Table 4.5: Gross debtors book – credit facilities

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	133,031,600	135,751,871	138,020,910	141,256,197	147,340,977	4.31%	10.76%
Number of accounts	22,399,446	22,829,325	24,080,817	23,734,765	23,843,505	0.46%	6.45%

4.4 Age analysis of gross debtors book – credit facilities

The rand value of the gross debtors book for credit facilities reported as “current” decreased from 82.19% for the quarter ended December 2011 to 81.23% for the quarter ended March 2012. The number of accounts reported as “current” decreased from 76.44% to 74.52% 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). There was an overall decline in both the rand value and number of agreements for unsecured credit granted on a q-o-q basis. On a y-o-y basis both the rand value and the number of agreements increased as indicated in Tables 5.1 and 5.2. A significant portion of unsecured agreements were granted with a repayment period of 3.1 to 5 years for both the rand value and number of agreements

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

Agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
<= 6 Months	174,658	193,090	305,902	417,655	325,009	1.48%	-22.18%	86.08%
7-12 Months	937,294	890,449	940,342	1,067,179	952,553	4.34%	-10.74%	1.63%
13-18 Months	933,920	1,006,053	1,157,506	1,287,722	1,048,721	4.78%	-18.56%	12.29%
19-24 Months	1,933,711	2,149,858	2,632,326	2,569,021	1,975,167	9.00%	-23.12%	2.14%
25-36 Months	3,604,464	3,921,834	4,731,520	5,355,282	4,244,814	19.34%	-20.74%	17.77%
3.1-5 Years	8,599,971	9,927,661	10,656,575	14,790,429	12,454,287	56.74%	-15.94%	44.82%
5.1-10 +Years	510,186	865,188	789,523	964,643	949,052	4.32%	1.10%	86.02%
Total	16,694,204	18,954,134	21,213,694	26,451,931	21,949,604	100.00%	-17.02%	31.48%

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

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
<= 6 Months	42,800	53,388	97,151	140,370	136,612	11.11%	-2.68%	219.19%
7-12 Months	196,456	193,219	196,854	219,720	190,390	15.49%	-13.35%	-3.09%
13-18 Months	106,731	124,461	148,738	169,132	125,164	10.18%	-26.00%	17.27%
19-24 Months	176,612	196,122	240,662	252,488	178,493	14.52%	-29.31%	1.07%
25-36 Months	244,052	264,030	298,365	353,146	266,958	21.72%	-24.41%	9.39%
3.1-5 Years	286,139	306,483	311,868	401,578	321,048	26.12%	-20.18%	12.20%
5.1-10 +Years	8,367	10,759	10,219	11,559	10,584	0.86%	-3.14%	26.50%
Total	1,061,157	1,148,462	1,303,857	1,547,993	1,229,249	100.00%	-20.59%	15.84%

The rand value and the number of unsecured credit granted for agreements in excess of R15K had a share of 77.28% and 33.63% respectively for the quarter ended March 2012 as indicated in Tables 5.3 and 5.4.

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

Rand value of agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0K-R3K	261,364	293,894	336,332	404,346	290,689	1.32%	-28.11%	11.22%
R3.1K-R5K	595,530	657,834	783,579	915,570	668,273	3.04%	-27.01%	12.21%
R5.1K-R8K	1,094,758	1,117,519	1,256,405	1,534,520	1,207,672	5.50%	-21.30%	10.31%
R8.1K-R10K	851,103	911,950	1,095,240	1,288,244	986,186	4.49%	-23.45%	15.87%
R10.1K-R15K	1,978,565	2,034,473	2,248,141	2,470,266	1,834,219	8.36%	-25.75%	-7.30%
> R15.1K	11,912,885	13,938,465	15,493,998	19,838,986	16,962,564	77.28%	-14.50%	42.39%
Total	16,694,204	18,954,134	21,213,694	26,451,931	21,949,604	100.00%	-17.02%	31.48%

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

Number of agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0K-R3K	124,147	140,143	155,687	181,179	123,523	10.05%	-31.82%	-0.50%
R3.1K-R5K	144,041	160,447	186,696	213,202	157,077	12.78%	-26.32%	9.05%
R5.1K-R8K	196,986	204,917	240,190	307,265	277,053	22.54%	-9.83%	40.65%
R8.1K-R10K	92,116	99,746	118,973	138,739	107,241	8.72%	-22.70%	16.42%
R10.1K-R15K	164,523	168,065	183,756	203,257	150,898	12.28%	-25.76%	-8.28%
> R15.1K	339,344	375,143	418,555	504,351	413,457	33.63%	-18.02%	21.84%
Total	1,061,157	1,148,461	1,303,857	1,547,993	1,229,249	100.00%	-20.59%	15.84%

5.2 Unsecured credit granted by level of income

There was a decrease in the share of the number of unsecured credit agreements for individuals with a gross monthly income of “Up to R10K” from 63.90% for the quarter ended December 2011 to 61.46% for the quarter ended March 2012 as indicated in Table 5.5. The number of unsecured credit agreements entered into with individuals with a gross monthly income greater than R15K increased from 20.52% to 22.36% for the quarter ended March 2012. The rand value of unsecured credit agreements for the “Up to R10K” increased while the other income categories declined.

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K	668,784	739,115	831,662	989,087	755,516
% share of credit granted	63.02%	64.36%	63.79%	63.90%	61.46%
R10.1K-R15K	172,309	184,476	204,971	241,278	198,914
% share of credit granted	16.24%	16.06%	15.72%	15.59%	16.18%
>R15K	220,052	224,862	267,213	317,615	274,796
% share of credit granted	20.74%	19.58%	20.49%	20.52%	22.36%
Total number of unsecured credit	1,061,145	1,148,453	1,303,846	1,547,980	1,229,226

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K (R000)	7,137,817	8,060,214	9,240,612	11,066,616	9,372,215
% share of credit granted	42.78%	42.57%	43.57%	41.86%	42.77%
R10.1K-R15K (R000)	3,581,452	4,213,763	4,575,060	5,646,176	4,609,712
% share of credit granted	21.46%	22.26%	21.57%	21.36%	21.04%
>R15K (R000)	5,966,125	6,657,912	7,392,903	9,725,895	7,932,031
% share of credit granted	35.76%	35.17%	34.86%	36.79%	36.20%
Total value of unsecured credit (R000)	16,685,394	18,931,889	21,208,575	26,438,687	21,913,958

5.3 Gross debtors book – unsecured credit

The rand value of the gross debtors book for unsecured credit showed an increase of R7.82 billion (6.92%) on a q-o-q and R39.95 billion (49.40%) on a y-o-y basis. The number of accounts decreased marginally by 0.83% q-o-q while on a y-o-y basis there was an increase of 23.44% as indicated in Table 5.7.

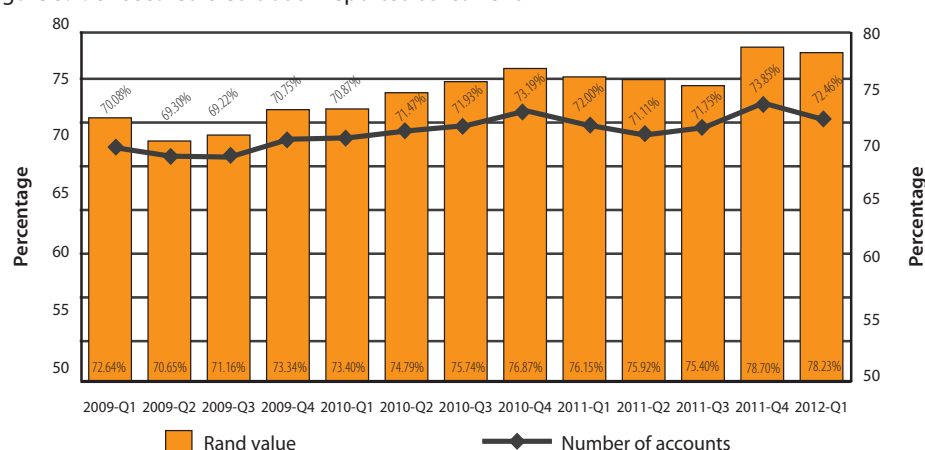
Table 5.7: Gross debtors book – unsecured credit

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	80,864,530	87,977,920	101,102,222	112,988,681	120,811,141	6.92%	49.40%
Number of accounts	6,030,211	6,291,530	7,073,980	7,506,030	7,443,628	-0.83%	23.44%

5.4 Age analysis of gross debtors book – unsecured credit

The rand value of the gross debtors book for unsecured credit reported as “current” decreased from 78.70% for the quarter ended December 2011 to 78.23% for the quarter ended March 2012. The number of accounts reported as “current” decreased from 73.85% to 72.46% 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.

The majority of short-term agreements were for "Up to one month" in both the rand value and the number of agreements for the quarter ended March 2012. The rand value of short-term credit decreased by R235.21 million (12.73%) q-o-q and increased by R191.80 million (13.50%) y-o-y, as indicated in Table 6.1. The number of agreements for short-term credit granted decreased by 13.22% on a q-o-q basis and 25.90% on a y-o-y basis as indicated in Table 6.2.

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

Agreements per repayment period	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Up to 1 Month	984,601	1,127,766	1,197,939	1,208,786	1,125,166	69.78%	-6.92%	14.28%
2-3 Months	225,911	241,517	222,081	252,477	187,393	11.62%	-25.78%	-17.05%
4-6 Months	210,027	281,463	325,076	386,284	299,780	18.59%	-22.39%	42.73%
Total	1,420,539	1,650,746	1,745,095	1,847,546	1,612,340	100.00%	-12.73%	13.50%

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

Agreements per repayment period	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
Up to 1 Month	1,254,543	1,419,972	1,519,658	987,232	891,746	81.94%	-9.67%	-28.92%
2-3 Months	121,517	126,037	102,818	113,578	83,356	7.66%	-26.61%	-31.40%
4-6 Months	92,478	123,913	138,070	153,227	113,130	10.40%	-26.17%	22.33%
Total	1,468,538	1,669,922	1,760,546	1,254,037	1,088,232	100.00%	-13.22%	-25.90%

All categories for short-term credit agreements experienced a q-o-q decline for both the rand value and the number of agreements as indicated in Tables 6.3 and 6.4. On a y-o-y basis the "R0-R1000" was the only category that declined for both the rand value and the number accounts by 37.81% and 48.33% respectively.

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

Agreements	2011-Q1 R000	2011-Q2 R000	2011-Q3 R000	2011-Q4 R000	2012-Q1 R000	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R1000	512,917	577,603	602,163	366,974	318,969	19.78%	-13.08%	-37.81%
R1001-R2000	387,820	460,094	485,173	506,533	444,027	27.54%	-12.34%	14.49%
R2001-R3000	215,135	253,761	275,962	361,069	318,713	19.77%	-11.73%	48.15%
R3001-R5000	195,270	238,471	261,088	472,085	414,532	25.71%	-12.19%	112.29%
R5001-R8000	109,398	120,819	120,710	140,885	116,099	7.20%	-17.59%	6.13%
Total	1,420,539	1,650,746	1,745,095	1,847,546	1,612,340	100.00%	-12.73%	13.50%

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

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	2012-Q1 % Distribution	% Change (Q1/Q4)	% Change (Y/Y)
R0-R1000	1,061,249	1,185,130	1,244,167	634,801	548,392	50.39%	-13.61%	-48.33%
R1001-R2000	257,642	305,425	321,695	338,238	294,941	27.10%	-12.80%	14.48%
R2001-R3000	83,275	99,678	108,795	144,062	126,062	11.58%	-12.49%	51.38%
R3001-R5000	49,493	60,940	67,191	115,000	100,920	9.27%	-12.24%	103.91%
R5001-R8000	16,879	18,749	18,698	21,936	17,917	1.65%	-18.32%	6.15%
Total	1,468,538	1,669,922	1,760,546	1,254,037	1,088,232	100.00%	-13.22%	-25.90%

6.2 Short-term credit granted by level of income

There was a decrease in the share of the number of short-term credit agreements for individuals with a gross monthly income of “Up to R10K” from 66.56% for the quarter ended December 2011 to 65.29% for the quarter ended March 2012 as indicated in Table 5.5. The number of unsecured credit agreements entered into with individuals with a gross monthly income greater than R15K increased from 17.42% to 17.97% for the quarter ended March 2012. The rand value of unsecured credit agreements for the “Up to R10K” decreased while the other income categories increased.

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K	938,360	1,060,845	1,119,826	834,684	710,491
% share of credit granted	63.90%	63.53%	63.61%	66.56%	65.29%
R10.1K-R15K	269,217	310,060	318,406	200,913	182,165
% share of credit granted	18.33%	18.57%	18.09%	16.02%	16.74%
>R15K	260,961	299,017	322,314	218,440	195,576
% share of credit granted	17.77%	17.91%	18.31%	17.42%	17.97%
Total number of short-term credit	1,468,538	1,669,922	1,760,546	1,254,037	1,088,232

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

Level of income	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R10K (R000)	799,829	923,853	976,201	979,817	823,643
% share of credit granted	56.30%	55.97%	55.94%	53.03%	51.08%
R10.1K-R15K (R000)	280,373	331,339	340,938	360,360	328,656
% share of credit granted	19.74%	20.07%	19.54%	19.50%	20.38%
>R15K (R000)	340,338	395,554	427,957	507,369	460,042
% share of credit granted	23.96%	23.96%	24.52%	27.46%	28.53%
Total value of short-term credit (R000)	1,420,539	1,650,746	1,745,095	1,847,546	1,612,340

6.3 Gross debtors book – short-term credit

The rand value of the gross debtors book for short-term credit showed a decrease of R45.34 million (4.89%) on a q-o-q and increased by R184.55 million (26.46%) on a y-o-y basis. The number of accounts decreased by 1.42% q-o-q while on a y-o-y basis there was an increase of 20.48% as indicated in Table 6.7.

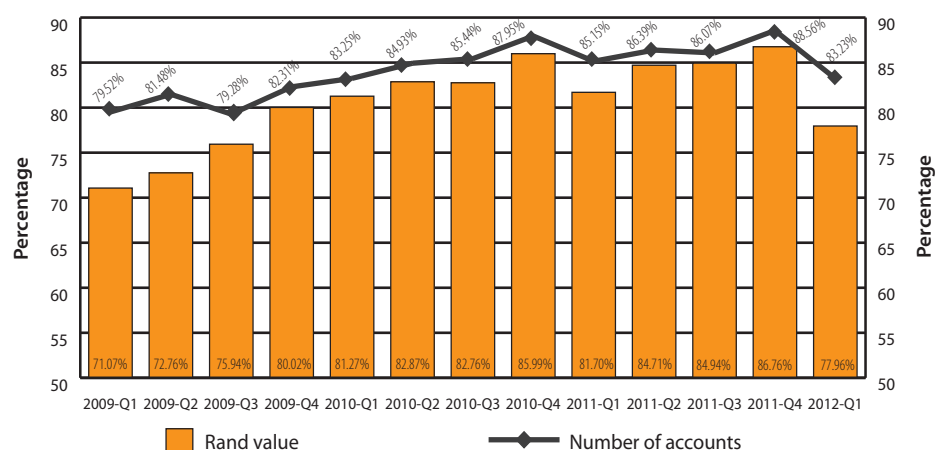
Table 6.7: Gross debtors book - short-term credit

Agreements	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1	% Change (Q1/Q4)	% Change (Y/Y)
Gross debtors book (R000)	697,482	747,099	816,713	927,367	882,032	-4.89%	26.46%
Number of accounts	516,992	548,205	583,005	631,817	622,858	-1.42%	20.48%

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

The rand value of the gross debtors book for short-term credit reported as “current” decreased from 86.76% for the quarter ended December 2011 to 77.96% for the quarter ended March 2012. The number of accounts reported as “current” decreased from 88.56% to 83.23% 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	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
Eastern Cape	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	7,408,234,517	6,101,830,664
Free State	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	4,671,472,903	3,794,911,199
Gauteng	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	49,168,460,721	44,078,024,940
Kwazulu-Natal	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	13,493,096,170	12,480,759,362
Limpopo	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	4,351,501,612	3,608,020,304
Mpumalanga	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	6,763,514,481	5,913,952,053
Northern Cape	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	2,368,289,247	2,145,950,818
North West	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	4,611,147,670	3,834,074,289
Western Cape	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	14,137,358,602	12,382,041,267
Other	909,620,714	703,563,096	525,248,578	524,876,804	591,541,567	623,826,987	610,866,668	630,473,540	690,091,393
Total	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	107,603,549,463	95,029,656,289

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
<=R1500	10,625,276	10,514,980	10,095,249	9,290,120	8,350,849	6,817,456	5,136,027	5,263,068	3,788,153
R1500-R3000	97,885,671	90,500,167	80,774,999	84,560,407	73,828,668	67,656,642	62,755,425	73,000,477	44,002,710
R3.1K-R5K	321,559,391	300,468,488	278,686,964	343,799,882	273,973,870	256,186,168	274,876,710	373,962,840	221,526,042
R5.1K-R10K	565,546,947	560,571,322	597,007,695	797,217,202	586,193,711	567,144,101	743,240,165	1,123,120,045	653,319,673
R10.1K-R20K	361,698,011	349,970,563	353,358,733	460,560,245	348,927,118	341,973,208	521,943,779	825,439,308	428,902,433
R20.1K-R40K	327,414,024	303,529,678	275,228,432	274,230,114	254,962,883	240,213,740	331,649,727	409,095,556	336,140,501
R40.1K-R60K	660,056,868	596,421,469	600,909,503	611,453,640	584,250,700	540,927,353	571,813,535	577,517,358	604,998,786
R60.1K-R100K	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	2,410,617,590	2,207,103,464
R101K-R150K	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	5,754,880,511	5,476,644,043
R151K-R200K	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	4,956,585,205	4,805,850,496
R201K-R400K	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	11,395,038,805	11,286,453,684
>R400K	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	5,489,980,970	5,546,445,410
Total	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	33,394,501,733	31,615,175,395

Table 3: Number of agreements for secured credit granted

Agreements	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
<=R1500	10,108	10,569	9,608	8,301	7,873	6,382	4,663	4,732	3,490
R1500-R3000	41,629	38,237	34,133	35,423	31,127	28,731	26,526	30,620	18,347
R3.1K-R5K	80,843	75,075	69,888	85,675	68,958	64,572	69,541	93,805	55,342
R5.1K-R10K	81,768	80,883	86,239	114,882	84,832	82,179	107,342	161,803	94,400
R10.1K-R20K	27,067	26,413	26,749	35,231	26,548	26,033	39,689	62,707	32,024
R20.1K-R40K	11,231	10,342	9,345	9,474	8,681	8,138	11,534	14,723	11,769
R40.1K-R60K	13,034	11,741	11,833	12,034	11,574	10,700	11,299	11,412	12,027
R60.1K-R100K	29,925	28,555	30,154	30,794	28,728	26,721	30,072	29,622	27,322
R101K-R150K	32,939	34,478	38,001	41,575	40,271	39,436	44,792	46,317	43,988
R151K-R200K	19,779	20,431	22,528	24,874	24,092	23,045	26,197	28,689	27,766
R201K-R400K	25,450	27,548	30,334	34,220	34,008	33,319	38,403	41,246	40,872
>R400K	4,989	5,199	5,940	6,945	7,034	7,163	8,660	9,171	9,479
Total	378,762	369,471	374,752	439,428	373,726	356,419	418,718	534,847	376,826

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
R0-R3500	4,889,523	2,488,354	2,200,744	2,823,600	2,680,207	3,385,280	1,268,890	1,582,012	185,000
R3501-R5500	23,155,972	22,586,377	22,546,099	27,691,084	18,748,006	19,682,222	16,885,976	15,358,110	11,208,228
R5501-R7500	92,317,672	91,965,442	96,106,568	107,081,207	84,274,342	85,474,134	109,480,204	112,658,007	68,902,856
R7501-R10K	265,668,571	312,425,049	352,967,334	386,910,700	321,898,812	318,203,779	434,271,907	425,393,002	289,727,485
R10.1K-R15K	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	1,804,469,670	1,342,467,388
>R15K	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	26,696,575,305	22,687,654,557
Total	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	29,056,036,106	24,400,145,514

Table 5: Number of mortgages granted by income category

Income Category	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
R0-R3500	37	22	26	22	15	19	7	13	5
R3501-R5500	159	145	142	156	135	122	122	100	67
R5501-R7500	580	588	581	596	506	480	596	581	384
R7501-R10K	1,401	1,575	1,681	1,756	1,491	1,469	1,843	1,729	1,192
R10.1K-R15K	4,418	4,785	4,972	5,288	4,577	4,523	5,708	5,752	4,560
>R15K	28,625	31,699	34,433	34,620	31,539	31,574	37,270	33,930	30,841
Total	35,220	38,814	41,835	42,438	38,263	38,187	45,546	42,105	37,049

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

Income Category	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
R0-R3500	677,213,384	581,011,962	603,834,917	831,523,624	657,640,045	488,331,041	536,648,539	1,012,116,921	867,272,251
R3501-R5500	377,202,282	381,626,556	363,303,619	427,236,051	334,988,233	468,625,053	478,214,034	703,256,403	519,462,667
R5501-R7500	557,026,093	547,699,362	543,665,622	628,823,498	540,114,312	535,254,962	622,290,362	728,020,730	494,828,545
R7501-R10K	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	1,430,048,861	1,161,285,904
R10.1K-R15K	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	3,788,765,393	3,255,957,813
>R15K	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	25,225,201,820	24,868,264,050
Total	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	32,887,410,128	31,167,071,230

Table 7: Number of secured credit granted by income category

Income Category	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
R0-R3500	124,474	121,566	120,975	155,053	117,640	90,585	107,560	157,520	95,553
R3501-R5500	47,679	44,060	42,628	51,352	40,665	62,029	65,041	92,161	64,437
R5501-R7500	30,299	27,746	27,439	32,698	26,926	25,034	31,020	41,175	20,758
R7501-R10K	33,417	30,961	30,712	34,932	29,915	27,695	33,450	40,614	24,151
R10.1K-R15K	44,744	42,929	43,584	47,744	42,224	39,463	48,559	56,590	39,131
>R15K	100,449	101,172	108,438	116,792	114,984	110,535	131,283	145,083	131,584
Total	381,062	368,434	373,776	438,571	372,354	355,341	416,913	533,143	375,614

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

Income Category	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
R0-R3500	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	2,108,155,071	1,800,711,939
R3501-R5500	361,473,104	452,987,126	502,507,119	620,133,308	483,662,955	729,960,800	779,319,245	954,839,382	682,442,019
R5501-R7500	357,030,560	420,290,402	473,055,845	593,120,272	508,235,101	635,439,593	632,568,764	744,855,984	554,038,320
R7501-R10K	519,135,375	595,428,495	632,546,719	745,433,861	683,649,035	854,612,784	960,560,510	1,104,594,778	910,640,065
R10.1K-R15K	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	1,773,950,450	1,536,549,413
>R15K	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	9,431,780,370	9,310,048,820
Total	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	16,118,176,035	14,794,430,576

Table 9: Number of credit facilities granted by income category

Income Category	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
R0-R3500	817,043	1,009,936	713,888	887,193	607,556	1,036,518	887,399	997,197	714,721
R3501-R5500	176,182	242,536	261,996	303,539	227,183	308,290	314,818	404,832	307,764
R5501-R7500	110,642	150,037	185,823	216,470	171,082	206,099	209,478	268,988	212,516
R7501-R10K	110,489	147,613	176,435	202,591	167,745	199,223	209,696	259,754	219,222
R10.1K-R15K	122,429	161,766	202,312	228,165	193,223	227,250	235,950	289,967	263,021
>R15K	236,064	290,316	372,060	406,656	403,421	505,392	526,116	597,057	585,382
Total	1,572,849	2,002,204	1,912,514	2,244,614	1,770,210	2,482,772	2,383,457	2,817,795	2,302,626

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

Income Category	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
R0-R3500	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	2,947,568,709	2,469,519,652
R3501-R5500	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	2,043,690,288	1,809,407,494
R5501-R7500	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	3,113,142,954	2,466,268,788
R7501-R10K	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	2,962,213,923	2,627,019,069
R10.1K-R15K	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	5,646,176,069	4,609,711,639
>R15K	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	9,725,894,963	7,932,030,974
Total	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	26,438,686,906	21,913,957,616

Table 11: Number of unsecured credit granted by income category

Income Category	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
R0-R3500	196,526	220,410	256,406	355,216	273,308	311,817	352,931	425,927	305,484
R3501-R5500	104,188	116,872	136,806	161,680	135,638	147,841	167,788	197,804	153,584
R5501-R7500	93,228	102,261	122,544	149,443	141,923	153,494	164,318	199,458	154,277
R7501-R10K	79,201	88,858	101,958	121,946	117,915	125,963	146,625	165,898	142,171
R10.1K-R15K	114,308	130,174	146,712	172,896	172,309	184,476	204,971	241,278	198,914
>R15K	125,567	147,697	155,604	195,336	220,052	224,862	267,213	317,615	274,796
Total	713,018	806,272	920,030	1,156,517	1,061,145	1,148,453	1,303,846	1,547,980	1,229,226

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

Income Category	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
R0-R3500	236,393,069	263,121,083	281,249,061	296,006,487	241,256,956	282,381,906	298,550,655	296,170,838	224,642,887
R3501-R5500	173,133,908	187,343,114	190,572,092	191,695,688	181,775,698	205,292,037	222,807,124	212,046,807	179,213,354
R5501-R7500	164,966,892	180,897,299	189,254,173	200,577,665	199,276,450	230,522,289	241,866,772	247,254,246	218,333,430
R7501-R10K	160,181,658	171,282,230	176,691,680	179,900,487	177,519,565	205,656,638	212,976,028	224,344,647	201,452,837
R10.1K-R15K	264,805,098	274,839,617	279,984,258	277,628,564	280,373,038	331,339,272	340,937,601	360,359,944	328,656,164
>R15K	269,631,373	273,532,791	280,658,100	316,414,585	340,337,637	395,554,214	427,957,247	507,369,379	460,041,669
Total	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	1,847,545,861	1,612,340,341

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

Income Category	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
R0-R3500	263,262	285,719	315,297	334,384	305,573	354,012	377,599	313,072	245,527
R3501-R5500	185,904	196,921	210,543	215,247	220,842	244,594	262,088	188,569	163,080
R5501-R7500	162,417	179,771	198,737	210,951	226,153	253,483	263,344	186,211	168,513
R7501-R10K	144,618	157,591	172,138	176,466	185,792	208,756	216,795	146,832	133,371
R10.1K-R15K	210,253	227,700	249,316	250,105	269,217	310,060	318,406	200,913	182,165
>R15K	163,212	180,955	199,222	226,946	260,961	299,017	322,314	218,440	195,576
Total	1,129,666	1,228,657	1,345,253	1,414,099	1,468,538	1,669,922	1,760,546	1,254,037	1,088,232

D: Age analysis of debtors book

Table 14: Age analysis of gross debtors book – mortgages

Ageing	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
Current	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	696,132,116,849	700,402,206,785
30 Days	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	24,950,551,598	25,726,161,574
31-60 Days	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	8,630,982,981	9,142,762,258
61-90 Days	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	5,394,774,774	5,547,226,995
91-120 Days	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	8,139,943,237	8,340,031,630
120+ Days	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	47,861,085,731	47,171,100,756
Total	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	791,109,455,170	796,329,489,998

Table 15: Age analysis of accounts – mortgages

Ageing	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
Current	1,594,382	1,594,201	1,600,748	1,614,772	1,617,068	1,619,650	1,639,204	1,650,953	1,646,529
30 Days	62,386	62,344	58,133	55,927	58,070	59,711	60,657	59,022	60,853
31-60 Days	26,584	24,296	24,005	21,373	21,622	21,458	20,114	18,280	19,213
61-90 Days	16,627	15,910	14,981	12,715	12,524	12,915	11,934	10,867	11,444
91-120 Days	25,966	26,364	23,290	21,955	21,983	18,912	16,168	13,862	14,004
120+ Days	90,760	91,333	90,138	85,920	82,683	77,845	76,461	73,737	72,853
Total	1,816,705	1,814,448	1,811,295	1,812,662	1,813,950	1,810,491	1,824,538	1,826,721	1,824,896

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

Ageing	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
Current	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	225,341,218,385	230,885,090,748
30 Days	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	8,499,972,240	9,030,063,292
31-60 Days	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	2,771,890,276	3,017,196,396
61-90 Days	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	1,395,969,048	1,436,638,962
91-120 Days	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	1,651,171,395	1,657,449,424
120+ Days	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	10,344,452,801	9,526,746,751
Total	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	250,004,674,145	255,553,185,573

Table 17: Age analysis of accounts – secured credit

Ageing	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
Current	3,352,579	3,232,664	3,105,615	3,106,792	3,006,407	2,886,697	3,160,198	3,198,736	3,131,266
30 Days	429,769	433,207	395,940	406,772	394,413	367,876	357,792	349,493	336,326
31-60 Days	246,786	241,296	216,704	213,581	219,945	206,561	193,437	181,488	187,285
61-90 Days	172,535	169,867	148,871	141,636	144,186	136,447	128,632	123,944	126,252
91-120 Days	149,823	144,030	127,040	118,422	115,837	110,214	106,509	101,643	101,360
120+ Days	612,904	661,927	635,713	625,282	601,683	627,084	638,727	642,388	573,269
Total	4,964,396	4,882,991	4,629,883	4,612,485	4,482,471	4,334,879	4,585,295	4,597,692	4,455,758

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

Ageing	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
Current	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	116,101,233,960	119,686,362,829
30 Days	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	10,804,635,158	11,908,706,577
31-60 Days	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	2,655,093,579	3,518,401,493
61-90 Days	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	1,553,544,380	1,941,096,898
91-120 Days	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	1,286,497,129	1,449,801,555
120+ Days	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	8,855,192,401	8,836,607,373
Total	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	141,256,196,607	147,340,976,725

Table 19: Age analysis of accounts – credit facilities

Ageing	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
Current	16,368,870	16,688,782	16,942,078	17,280,636	17,015,476	17,391,317	18,183,596	18,143,745	17,768,218
30 Days	2,181,833	2,110,519	2,104,917	2,188,153	2,281,319	2,235,743	2,438,830	2,334,480	2,428,367
31-60 Days	836,963	724,250	684,842	643,288	808,474	738,090	851,504	771,733	964,901
61-90 Days	479,515	452,324	408,649	369,360	430,869	449,036	570,179	474,537	569,222
91-120 Days	302,974	329,634	285,943	261,554	272,947	323,399	340,896	318,951	360,433
120+ Days	1,659,673	1,778,638	1,755,191	1,638,126	1,590,361	1,691,740	1,695,812	1,691,319	1,752,364
Total	21,829,828	22,084,147	22,181,620	22,381,117	22,399,446	22,829,325	24,080,817	23,734,765	23,843,505

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

Ageing	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
Current	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	88,926,537,191	94,514,486,191
30 Days	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	4,624,932,726	4,910,594,574
31-60 Days	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	2,000,489,178	2,480,227,873
61-90 Days	885,227,713	874,462,238	887,704,215	836,174,689	1,061,463,979	1,257,002,349	1,430,448,085	1,443,986,459	1,727,311,282
91-120 Days	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	1,628,299,012	1 696 117 302
120+ Days	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	14,364,436,133	15 482 404 195
Total	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	112,988,680,699	120 811 141 417

Table 21: Age analysis of accounts – unsecured credit

Ageing	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
Current	3,619,456	3,727,271	3,883,227	4,198,885	4,342,028	4,474,018	5,075,476	5,543,500	5,393,472
30 Days	315,335	315,191	300,711	329,368	392,228	424,751	452,860	380,671	400,941
31-60 Days	133,737	126,851	122,100	118,583	147,707	156,920	169,627	172,006	201,241
61-90 Days	100,754	95,908	93,665	88,030	103,569	115,690	123,309	124,835	141,625
91-120 Days	70,722	99,714	114,909	107,013	99,007	115,868	133,744	133,114	128,398
120+ Days	866,859	850,148	883,889	894,895	945,672	1,004,283	1,118,964	1,151,904	1,177,951
Total	5,106,863	5,215,083	5,398,501	5,736,774	6,030,211	6,291,530	7,073,980	7,506,030	7,443,628

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

Ageing	2010-Q1 (R)	2010-Q2 (R)	2010-Q3 (R)	2010-Q4 (R)	2011-Q1 (R)	2011-Q2 (R)	2011-Q3 (R)	2011-Q4 (R)	2012-Q1 (R)
Current	585,337,870	566,058,762	552,871,106	626,521,163	569,865,126	632,839,215	693,732,243	804,629,572	687,599,778
30 Days	46,415,316	40,553,104	46,973,808	39,776,446	54,330,972	47,964,260	49,696,777	44,395,566	57,360,332
31-60 Days	18,466,342	14,720,664	15,091,281	15,659,940	21,905,360	17,596,971	18,700,690	21,981,639	32,553,014
61-90 Days	14,644,805	11,542,571	11,245,554	11,533,029	15,730,802	13,856,855	14,664,770	15,869,961	28,886,586
91-120 Days	3,734,122	4,301,013	4,508,794	4,529,893	3,784,350	4,415,056	5,748,738	6,219,665	13,033,501
120+ Days	51,656,217	45,927,083	37,338,069	30,549,039	31,865,809	30,426,336	34,169,555	34,270,739	62,598,502
Total	720,254,672	683,103,197	668,028,612	728,569,510	697,482,419	747,098,693	816,712,773	927,367,142	882,031,713

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

Ageing	2010-Q1	2010-Q2	2010-Q3	2010-Q4	2011-Q1	2011-Q2	2011-Q3	2011-Q4	2012-Q1
Current	352,656	356,372	388,164	450,150	440,208	473,616	501,775	559,519	518,427
30 Days	27,945	25,426	29,267	26,131	35,359	33,008	34,629	26,470	36,200
31-60 Days	9,806	8,311	8,590	8,815	11,948	11,037	12,091	12,043	18,050
61-90 Days	7,262	6,175	5,971	6,597	8,743	8,413	8,995	8,816	14,956
91-120 Days	1,935	1,881	2,282	2,321	2,440	4,154	6,775	7,007	9,387
120+ Days	23,982	21,458	20,025	17,827	18,294	17,977	18,740	17,962	25,838
Total	423,586	419,623	454,299	511,841	516,992	548,205	583,005	631,817	622,858

