

Consumer Credit Market Report

Executive Summary

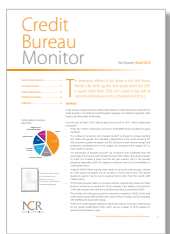
This report and its appendix represent the analysis of quarterly data of the South African consumer credit market in terms of the National Credit Act which came into effect in June 2006.

The total value of new credit granted increased from R117.21 billion to R118.66 billion for the quarter ended December 2013, an increase of 1.24% when compared to the previous quarter but it decreased by 1.06% a year ago. The number of applications for credit increased by 525,000 from 10.22 million in September 2013 to 10.75 million in December 2013, representing an increase of 5.14% for the quarter. The rejection rate of applications was 57.37%. Mortgages accounted for R34.72 billion (29.26%); "Secured credit agreements" for R40.58 billion (34.20%); Credit facilities for R18.70 billion (15.76%); Unsecured credit for R21.61 billion (18.22%); Short-term credit for R1,38 billion (1.16%); and Developmental credit for R1.68 billion (1.41%) of the total credit granted.

The total outstanding gross debtors book of consumer credit for the quarter ended December 2013 was R1.52 trillion, representing a quarter-on-quarter growth of 1.79%. The number of accounts increased by 0.40% for the quarter ended December 2013. Mortgages accounted for R818.06 billion (53.82%); "Secured credit agreements" for R323.11 billion (21.26%); Credit facilities for R185.37 billion (12.19%); Unsecured credit for R170.75 billion (11.23%); Short-term credit for R791.29 million (0.05%); and Developmental credit for R21.95 billion (1.44%) of the total gross debtors book.

The following were some of the most significant trends observed for the quarter ended December 2013:

- The value of mortgages granted increased by 0.57% quarter-on-quarter from R34.52 billion to R34.72 billion;
- Secured credit which is dominated by vehicle finance, showed an increase from R39.91 billion for September 2013 to R40.58 billion for December 2013 (a quarter-on-quarter increase of 1.67%);



For further information on credit bureau information, please access the Credit Bureau Monitor on www.ncr.org.za

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- Unsecured credit agreements increased from R20.90 billion for September 2013 to R21.61 billion for December 2013 (a quarter-on-quarter decrease of 3.43%);
- Credit facilities which consist mainly of credit cards, store cards and bank overdrafts increased by 5.52% quarter-on-quarter from R17.72 billion to R18.70 billion;
- Short-term credit showed a quarter-on-quarter decrease of 1.21% from R1.39 billion to R1.38 billion.
- Developmental credit showed a quarter-on-quarter decrease of 39.46% from R2.77 billion to R1.68 billion.

Introduction

The Consumer Credit Market Report is issued by the National Credit Regulator. It is based upon returns which credit providers are required to submit in terms of the National Credit Act (NCA). The statistics presented in this report cover the quarters up to 31 December 2013 (2013-Q4).

The reporting requirements of the NCA differentiate between small credit providers, defined as credit providers for whom annual disbursements are less than R15 million, and larger credit providers. Credit providers with annual disbursements of more than R15 million are required to submit quarterly returns. Credit providers with annual disbursements of less than R15 million are only required to submit annual returns. The statistics included in the report follow the scope and definitions in the NCA. The report thus reflects all consumer credit, as well as agreements with juristic persons with a turnover or net assets of less than R1 million. It excludes all other juristic persons. 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). The reporting quarters (Q) in the CCMR are as explained in the table below:

Quarters	Reporting period
Quarter 1 (Q1)	1 January – 31 March
Quarter 2 (Q2)	1 April – 30 June
Quarter 3 (Q3)	1 July – 30 September
Quarter 4 (Q4)	1 October – 31 December

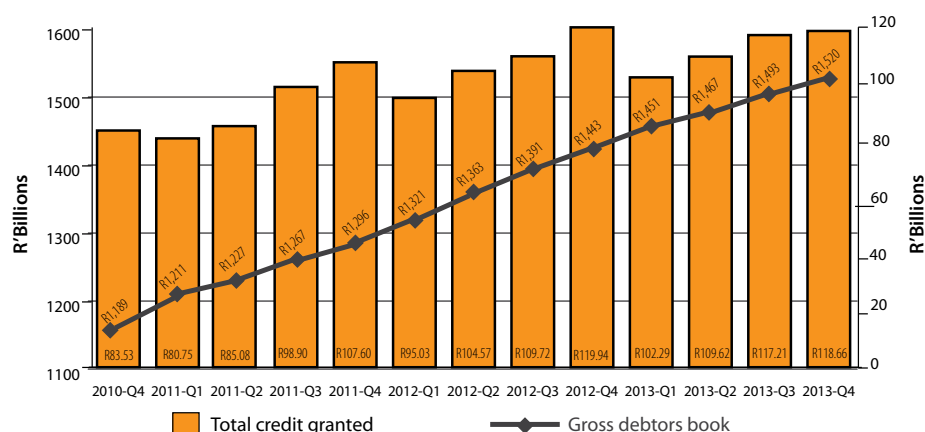
“Secured credit” in this report refers to transactions which were classified as “Other credit agreements” in the previous Consumer Credit Market Reports. This credit type includes transactions that do not fall within any of the other categories in the NCA. It includes a range of secured credit agreements, such as pension-backed loans, Insurance-backed loans, retail furniture accounts and motor vehicle accounts and consists of all credit that is secured, other than mortgages and credit facilities. Detailed tables on the data shown in this report can be found in the Appendix.

Abbreviations - “year-on-year (y-o-y)” as used in this report refers to a comparison of the quarter ended December 2012 to the quarter ended December 2013 and “quarter-on-quarter (q-o-q)” refers to a comparison of the quarter ended September 2013 to the quarter ended December 2013. 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 credit granted to consumers increased by R1.45 billion (1.24%) from R117.21 billion for the quarter ended September 2013 to R118.66 billion for the quarter ended December 2013. The value of the outstanding gross debtors book as depicted in figure 1.1 increased by R26.68 billion (1.79%) from R1.49 trillion to R1.52 trillion during the same period.

Figure 1.1 Total credit granted and gross debtors book at December 2013



1.1 Credit granted

Table 1.1 below indicates that credit transactions granted during the quarter increased by R471.95 million (0.47%) q-o-q but decreased by R792.74 million (0.79%) on a y-o-y basis. The value of credit facilities granted for the quarter ended December 2013 increased by R978.39 million (5.52%) on a q-o-q basis. When compared to the same period in the previous year, the value of credit facilities granted decreased by R484.02 million (2.52%).

Table 1.1: Credit granted

Agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	% Change (Q4/Q3)	% Change (Y/Y)
Credit transactions	100,758,403	85,560,626	92,988,299	99,493,712	99,965,663	0.47%	-0.79%
Credit facilities	19,182,321	16,725,388	16,627,607	17,719,904	18,698,299	5.52%	-2.52%
Total	119,940,724	102,286,014	109,615,905	117,213,616	118,663,962	1.24%	-1.06%

The total number of credit agreements concluded during the December 2013 quarter increased by 3.79% on a q-o-q basis as indicated in Table 1.2. The number of total agreements entered into decreased by 11.99% on a y-o-y basis.

Table 1.2: Credit granted – number of agreements

Agreements	2012-Q4 000	2013-Q1 000	2013-Q2 000	2013-Q3 000	2013-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of credit transactions	3,311	2,771	2,709	2,603	2,690	3.35%	-18.76%
Number of credit facilities	3,133	2,253	2,869	2,862	2,982	4.18%	-4.83%
Total	6,444	5,024	5,578	5,464	5,671	3.79%	-11.99%

For the quarter ended December 2013 the banks accounted for 81.02% of the total value of credit granted as indicated in Table 1.3. The balance was shared by non-bank vehicle financiers (5.65%), retailers (4.69%) and other credit providers (8.64%).

Table 1.3: Credit granted – per industry

Agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	95,860,851	83,333,949	87,734,609	94,112,147	96,142,386	81.02%	2.16%	0.29%
Non-bank vehicle financiers	6,273,258	5,761,037	6,397,432	6,551,934	6,710,032	5.65%	2.41%	6.96%
Retailers	5,726,464	3,453,361	3,871,942	3,990,970	5,563,600	4.69%	39.40%	-2.84%
Other credit providers	12,080,145	9,737,667	11,611,922	12,558,565	10,247,944	8.64%	-18.40%	-15.17%
Total	119,940,724	102,286,014	109,615,905	117,213,616	118,663,962	100.00%	1.24%	-1.06%

There was a marginal increase in the rejection rate from 57.23% for the quarter ended September 2013 to 57.37% for the quarter ended December 2013 as indicated in Table 1.4. The number of applications received and the number of applications rejected increased by 5.14% and 5.41% respectively for the quarter ended December 2013.

Table 1.4: Number of applications received and rejected

Agreements	2012-Q4 000	2013-Q1 000	2013-Q2 000	2013-Q3 000	2013-Q4 000	% Change (Q4/Q3)	% Change (Y/Y)
Number of applications received	11,813	10,117	10,350	10,222	10,748	5.14%	-9.02%
Number of applications rejected	6,301	5,631	5,811	5,850	6,166	5.41%	-2.14%
% of applications rejected	53.34%	55.65%	56.14%	57.23%	57.37%		

Mortgages' percentage share of total credit granted decreased to 29.26% for the quarter ended December 2013 from 29.45% for the previous quarter. Unsecured credit as a percentage of total credit granted continued to grow from 17.83% for the quarter ended September 2013 to 18.22% for the quarter ended December 2013, as indicated in Table 1.5 and Figure 1.2.

Table 1.5: Credit granted – credit type

Agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	28,603,463	25,039,734	30,099,218	34,521,936	34,717,349	29.26%	0.57%	21.37%
Secured credit	39,478,512	35,185,813	37,539,671	39,911,580	40,579,597	34.20%	1.67%	2.79%
Credit facilities	19,182,321	16,725,388	16,627,607	17,719,904	18,698,299	15.76%	5.52%	-2.52%
Unsecured credit	29,072,652	22,592,797	22,064,444	20,897,196	21,614,882	18.22%	3.43%	-25.65%
Short-term credit	1,707,277	1,590,561	1,450,531	1,394,880	1,378,018	1.16%	-1.21%	-19.29%
Developmental credit	1,896,498	1,151,721	1,834,435	2,768,119	1,675,816	1.41%	-39.46%	-11.64%
Total	119,940,724	102,286,014	109,615,905	117,213,616	118,663,962	100.00%	1.24%	-1.06%

Figure 1.2: Credit granted – percentage distribution

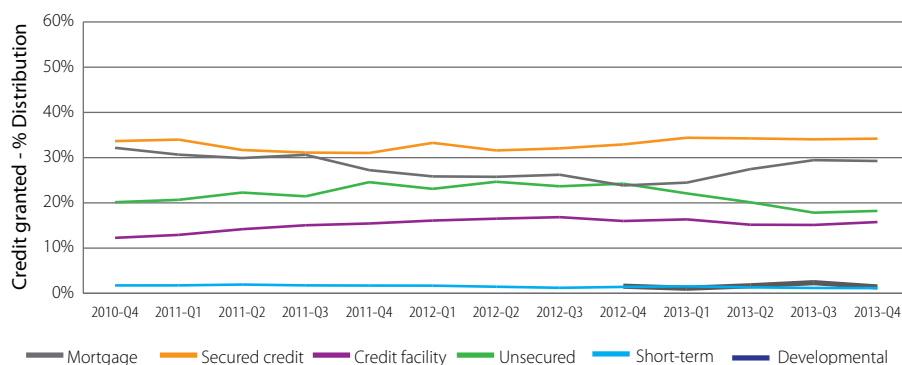


Table 1.6 indicates that the value of the gross debtors book for the period ended December 2013 grew by R26.68 billion (1.79%) and by R76.90 billion (5.33%) on a y-o-y basis. The unsecured credit book grew by R3.34 billion (2.00%) q-o-q and by R11.50 billion (7.22%) y-o-y. The mortgages book grew by R8.17 billion (1.01%) and secured credit book grew by R11.74 billion (3.77%) for the December 2013 quarter.

Table 1.6: Gross debtors book – credit type

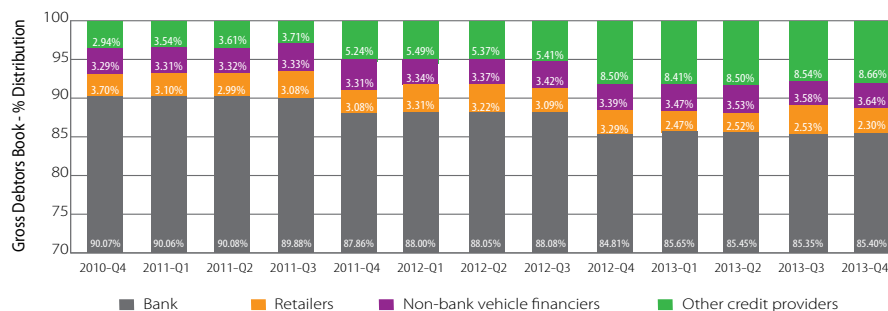
Agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	809,135,730	798,484,218	799,410,683	809,892,603	818,063,679	53.82%	1.01%	1.10%
Secured credit	286,559,482	295,037,398	300,931,964	311,369,161	323,107,724	21.26%	3.77%	12.75%
Credit facilities	165,857,623	171,440,472	175,901,220	179,902,744	185,366,895	12.19%	3.04%	11.76%
Unsecured credit	159,254,492	164,605,846	168,061,177	167,405,316	170,750,012	11.23%	2.00%	7.22%
Short-term credit	1,135,923	999,930	870,714	817,406	791,291	0.05%	-3.19%	-30.34%
Developmental Credit	21,188,021	20,759,566	21,709,071	23,960,372	21,951,795	1.44%	-8.38%	3.60%
Total	1,443,131,271	1,451,327,429	1,466,884,829	1,493,347,602	1,520,031,397	100.00%	1.79%	5.33%

There was an overall increase q-o-q (1.79%) and y-o-y (5.33%) in the gross debtors' book for all industries except retailers as indicated in Table 1.7 and illustrated in Figure 1.3.

Table 1.7: Gross debtors book – industry type

Industry	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Banks	1,223,969,289	1,243,099,775	1,253,485,296	1,274,615,966	1,298,099,285	85.40%	1.84%	6.06%
Retailers	47,469,049	35,877,639	36,906,769	37,712,598	34,985,300	2.30%	-7.23%	-26.30%
Non-bank vehicle financiers	48,976,829	50,321,188	51,813,430	53,503,145	55,280,512	3.64%	3.32%	12.87%
Other credit providers	122,716,103	122,028,826	124,679,335	127,515,893	131,666,299	8.66%	3.25%	7.29%
Total	1,443,131,271	1,451,327,429	1,466,884,829	1,493,347,602	1,520,031,397	100.00%	1.79%	5.33%

Figure 1.3: Gross debtors book – industry type



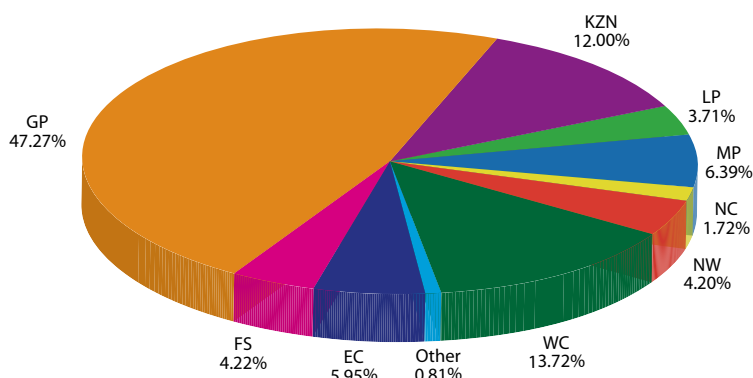
The number of accounts that make up the debtors book increased by 0.40% from 41.13 million to 41.29 million accounts for the quarter ended December 2013. On a y-o-y basis the total number of accounts increased by 0.18%. Credit facilities had a share of 60.04% of the total number of accounts for the quarter ended December 2013 as indicated in Table 1.8.

Table 1.8: Gross debtors book – number of accounts

Agreements	2012-Q4 000	2013-Q1 000	2013-Q2 000	2013-Q3 000	2013-Q4 000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Mortgages	1,847	1,842	1,825	1,828	1,841	4.46%	0.73%	-0.32%
Secured credit	4,752	4,722	4,712	4,674	4,693	11.37%	0.41%	-1.25%
Credit facilities	24,395	23,971	24,078	24,418	24,791	60.04%	1.53%	1.63%
Unsecured credit	8,545	8,642	8,635	8,621	8,444	20.45%	-2.05%	-1.18%
Short-term credit	578	544	473	443	399	0.97%	-9.92%	-30.98%
Developmental credit	1,102	1,116	1,121	1,145	1,125	2.72%	-1.82%	2.07%
Total	41,218	40,837	40,843	41,129	41,293	100.00%	0.40%	0.18%

Guateng province accounted for R56.10 billion (47.27%) of the total R118.66 billion of credit granted. Western Cape and Kwazulu Natal accounted for R16.28 billion (13.72%) and R14.24 billion (12.00%) respectively. The remaining provinces constituted R32.05 billion (27.01%) as illustrated in Figure 1.4.

Figure 1.4: Provincial distribution of credit granted – 2013-Q4



2. Mortgage agreements

2.1 Mortgages granted

Table 2.1 below indicates that there was an overall q-o-q increase of 0.57% in the rand value of mortgage agreements granted for the quarter ended December 2013. The majority (71.39%) of mortgage agreements granted during the December 2013 quarter were in excess of R700K.

Table 2.1: Mortgages granted – size of agreements

Agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	35,846	51,070	36,621	33,008	38,750	0.11%	17.40%	8.10%
R51K-R100K	180,499	185,678	179,555	174,358	165,330	0.48%	-5.18%	-8.40%
R101K-R150K	218,538	230,223	238,051	241,926	226,155	0.65%	-6.52%	3.49%
R151K-R350K	1,916,675	1,620,523	1,823,065	1,972,058	1,905,584	5.49%	-3.37%	-0.58%
R351K-R700K	6,464,382	5,539,957	6,374,716	7,450,421	7,598,281	21.89%	1.98%	17.54%
≥R700K	19,787,523	17,412,282	21,447,209	24,650,164	24,783,248	71.39%	0.54%	25.25%
Total	28,603,463	25,039,734	30,099,218	34,521,936	34,717,349	100.00%	0.57%	21.37%

The number of mortgage agreements concluded increased by 0.04% for the quarter ended December 2013 as indicated in Table 2.2. The majority (72.78%) of mortgages were granted in favour of larger sized credit agreements. On a y-o-y basis, mortgage agreements increased by 13.18%.

Table 2.2: Mortgages granted – number of agreements by size

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R50K	1,025	1,825	1,033	932	1,081	2.46%	15.99%	5.46%
R51K-R100K	2,201	2,260	2,172	2,106	1,997	4.54%	-5.18%	-9.27%
R101K-R150K	1,648	1,737	1,799	1,827	1,699	3.86%	-7.01%	3.09%
R151K-R350K	7,266	6,201	6,921	7,466	7,191	16.35%	-3.68%	-1.03%
R351K-R700K	12,577	10,764	12,406	14,457	14,680	33.38%	1.54%	16.72%
≥R700K	14,134	12,116	14,889	17,167	17,324	39.40%	0.91%	22.57%
Total	38,851	34,903	39,220	43,955	43,972	100.00%	0.04%	13.18%

2.2 Mortgages granted by level of income¹

The number of agreements that were concluded with individuals in the greater than R15K income category constituted more than 85% as indicated in Table 2.3. This income category also accounted for 95.88% of the rand value of the mortgages granted during the quarter ended December 2013 as indicated in Table 2.4.

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	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K	1,186	1,144	1,000	1,072	1,038
% share of credit granted	3.07%	3.29%	2.56%	2.45%	2.37%
R10.1K-R15K	3,791	3,354	3,523	3,738	3,523
% share of credit granted	9.80%	9.65%	9.03%	8.55%	8.05%
>R15K	33,717	30,262	34,488	38,928	39,219
% share of credit granted	87.14%	87.06%	88.41%	89.00%	89.58%
Total number of mortgages	38,694	34,760	39,011	43,738	43,780

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K (R000)	269,917	210,541	236,620	260,179	242,376
% share of credit granted	0.95%	0.85%	0.80%	0.76%	0.71%
R10.1K-R15K (R000)	1,208,509	981,329	1,146,680	1,233,152	1,171,389
% share of credit granted	4.26%	3.95%	3.86%	3.61%	3.41%
>R15K (R000)	26,920,211	23,654,688	28,313,860	32,658,951	32,935,414
% share of credit granted	94.79%	95.20%	95.34%	95.63%	95.88%
Total value of mortgages(R000)	28,398,638	24,846,558	29,697,161	34,152,282	34,349,179

2.3 Gross debtors book – mortgages

The rand value of gross debtors book for mortgages showed an increase of R8.17 billion (1.01%) on a q-o-q and R8.93 billion (1.10%) on a y-o-y basis. The number of accounts increased by 0.73% q-o-q but decreased by 0.32% on a y-o-y basis as indicated in Table 2.5.

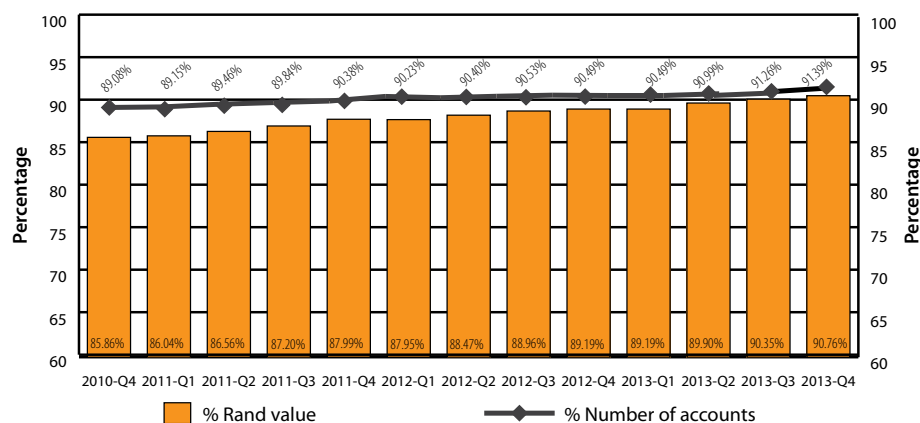
Table 2.5: Gross debtors book – mortgages

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	809,135,730	798,484,218	799,410,683	809,892,603	818,063,679	1.01%	1.10%
Number of accounts	1,846,868	1,842,323	1,824,563	1,827,731	1,841,015	0.73%	-0.32%

2.4 Age analysis of gross debtors book - mortgages

The rand value of the gross debtors book for mortgages reported as “current” increased from 90.35% to 90.76% for the quarter ended December 2013. The number of accounts reported as “current” increased marginally from 91.26% to 91.39% 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. The value of secured credit granted increased by R668.02 million (1.67%) on a q-o-q basis as indicated in Table 3.1. Vehicles as a form of security continued to dominate secured credit at R34.70 billion (85.50%).

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

Type of security	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)
Vehicle	34,151,506	31,053,160	33,422,791	34,754,470	34,696,204	85.50%	-0.17%
Retirement benefits	644,633	617,127	651,192	707,911	632,839	1.56%	-10.60%
Insurance policy	108,579	138,333	107,414	107,524	102,943	0.25%	-4.26%
Furniture & other durables	2,853,132	1,500,511	1,607,015	1,820,943	2,426,492	5.98%	33.25%
Other security	1,699,401	1,863,671	1,751,258	2,520,732	2,721,120	6.71%	7.95%
Total	39,457,251	35,172,802	37,539,671	39,911,580	40,579,597	100.00%	1.67%

The number of secured credit agreements showed an increase of 17.18% for the quarter ended December 2013 as indicated in Table 3.2. The number of transactions concluded for "furniture and other durables" continued to dominate in the secured credit category at 62.86%.

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

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)
Vehicle	171,914	152,340	160,586	163,583	159,512	33.17%	-2.49%
Retirement benefits	8,782	7,791	8,367	9,018	7,871	1.64%	-12.72%
Insurance policy	5,938	6,611	5,600	5,248	5,020	1.04%	-4.34%
Furniture & other durables	371,209	216,096	215,266	226,943	302,312	62.86%	33.21%
Other security	7,872	13,688	6,535	5,638	6,218	1.29%	10.29%
Total	565,715	396,526	396,354	410,430	480,933	100.00%	17.18%

3.2 Secured credit granted by level of income

The number of secured credit agreements for individuals with a gross monthly income of “Up to R10K” increased from 53.46% for the quarter ended September 2013 to 60.69% for the quarter ended December 2013 as indicated in Table 3.3. The number of secured credit agreements entered into with individuals with a gross monthly income of “Greater than R15K” decreased from 36.50% for the quarter ended September 2013 to 30.40% for the quarter ended December 2013.

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K	355,181	218,798	209,489	218,689	291,042
% share of credit granted	62.93%	55.34%	53.03%	53.46%	60.69%
R10.1K-R15K	53,693	40,147	40,991	41,051	42,743
% share of credit granted	9.51%	10.15%	10.38%	10.04%	8.91%
>R15K	155,505	136,461	144,572	149,321	145,780
% share of credit granted	27.55%	34.51%	36.60%	36.50%	30.40%
Total number of secured credit agreements	564,379	395,406	395,052	409,061	479,565

The rand value of secured credit agreements for both the “Up to R10K” and the “Greater than R15K” gross monthly income categories increased while the “R10.1K-R15K” category decreased for the quarter ended December 2013 as indicated in Table 3.4.

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K (R000)	4,409,121	3,263,011	3,037,539	3,184,303	3,687,313
% share of credit granted	11.34%	9.40%	8.20%	8.08%	9.20%
R10.1K-R15K (R000)	4,125,603	3,426,448	3,625,056	3,722,643	3,699,980
% share of credit granted	10.61%	9.87%	9.78%	9.45%	9.23%
>R15K (R000)	30,342,363	28,031,259	30,399,784	32,505,906	32,712,503
% share of credit granted	78.05%	80.73%	82.02%	82.48%	81.58%
Total value of secured credit (R000)	38,877,088	34,720,718	37,062,379	39,412,852	40,099,797

3.3 Gross debtors book – secured credit

The rand value of the gross debtors book for secured credit showed an increase of R11.74 billion (3.77%) for the quarter ended December 2013 and by R36.55 billion (12.75%) on a y-o-y basis. The number of accounts increased by 0.41% q-o-q but decreased by 1.25% on a y-o-y basis as indicated in Table 3.5.

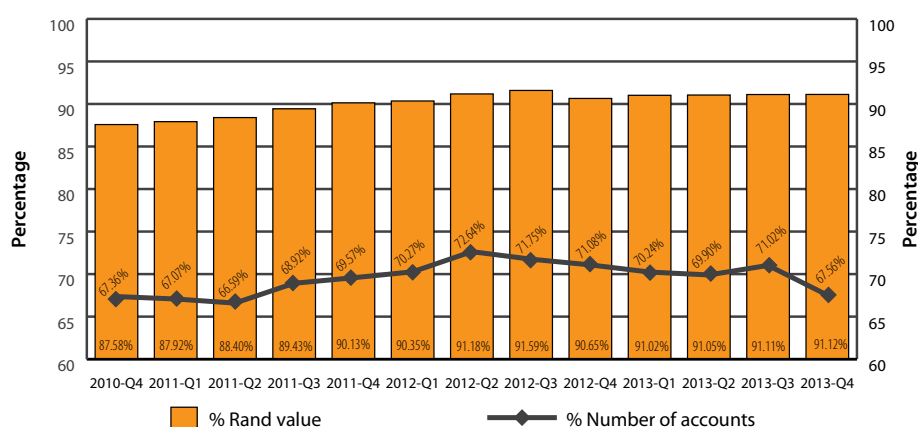
Table 3.5: Gross debtors book – secured credit

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	286,559,482	295,037,398	300,931,964	311,369,161	323,107,724	3.77%	12.75%
Number of accounts	4,752,430	4,722,069	4,711,848	4,673,837	4,693,051	0.41%	-1.25%

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 marginally from 91.11% for the quarter ended September 2013 to 91.12% for the quarter ended December 2013. The number of accounts reported as “current” decreased from 71.02% to 67.56% 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

The total rand value of credit facilities granted increased by R978.39 million (5.52%) q-o-q and the numbers increased by 119 000 (4.18%) as indicated in Table 4.1 and 4.2. On a y-o-y basis the total rand value of credit facilities decreased by R484.02 million (2.52%) and the number of accounts decreased by 151 000 (4.83%).

Table 4.1: Credit facilities granted – rand value

Agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	6,303,369	5,951,162	6,501,664	8,361,510	8,792,496	47.02%	5.15%	39.49%
Bank overdraft	5,156,361	4,500,925	3,722,893	3,614,468	4,041,263	21.61%	11.81%	-21.63%
Services	848,312	906,306	1,318,996	1,301,678	1,089,114	5.82%	-16.33%	28.39%
Store cards	4,388,341	2,968,619	3,390,666	3,274,437	3,735,483	19.98%	14.08%	-14.88%
Other facilities	2,485,939	2,398,376	1,693,388	1,167,811	1,039,942	5.56%	-10.95%	-58.17%
Total	19,182,321	16,725,388	16,627,607	17,719,904	18,698,299	100.00%	5.52%	-2.52%

Table 4.2: Credit facilities granted – number of agreements

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
Credit and/or Garage cards	499,667	452,201	585,999	702,296	648,048	21.73%	-7.72%	29.70%
Bank overdraft	119,356	119,520	105,693	98,634	102,559	3.44%	3.98%	-14.07%
Services	78,474	69,681	72,313	74,810	73,567	2.47%	-1.66%	-6.25%
Store cards	2,363,505	1,550,605	2,054,522	1,957,120	2,128,803	71.40%	8.77%	-9.93%
Other facilities	71,931	60,697	50,550	29,026	28,663	0.96%	-1.25%	-60.15%
Total	3,132,933	2,252,704	2,869,077	2,861,886	2,981,640	100.00%	4.18%	-4.83%

4.2 Credit facilities granted by level of income

For the quarter ended December 2013 the number of credit facilities granted to individuals with a gross monthly income of "Up to R10k" had the largest share of 66.04% as indicated in Table 4.3. The rand value of credit facilities granted to individuals with a gross monthly income of "Greater than R15K" had the largest share of 55.92% as indicated in Table 4.4.

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K	1,978,151	1,404,749	1,945,814	1,865,694	1,967,865
% share of credit granted	63.21%	62.42%	67.84%	65.23%	66.04%
R10.1K-R15K	371,500	289,183	312,182	332,868	336,070
% share of credit granted	11.87%	12.85%	10.88%	11.64%	11.28%
>R15K	780,082	556,669	610,128	661,509	675,684
% share of credit granted	24.92%	24.73%	21.27%	23.13%	22.68%
Total number of credit facilities	3,129,733	2,250,601	2,868,124	2,860,071	2,979,619

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K (R000)	4,957,555	3,706,984	5,231,104	5,550,551	6,089,494
% share of credit granted	26.52%	22.93%	33.18%	32.85%	33.91%
R10.1K-R15K (R000)	2,127,778	1,825,850	1,730,030	1,746,926	1,825,269
% share of credit granted	11.38%	11.30%	10.97%	10.34%	10.17%
>R15K (R000)	11,609,463	10,631,114	8,804,695	9,600,586	10,040,921
% share of credit granted	62.10%	65.77%	55.85%	56.81%	55.92%
Total value of credit facilities (R000)	18,694,796	16,163,947	15,765,829	16,898,064	17,955,685

4.3 Gross debtors book – credit facilities

The rand value of gross debtors book for credit facilities showed an increase of R5.46 billion (3.04%) on a q-o-q and R19.51 billion (11.76%) on a y-o-y basis. The number of accounts increased by 1.53% on a q-o-q and by 1.63% on a y-o-y basis as indicated in Table 4.5.

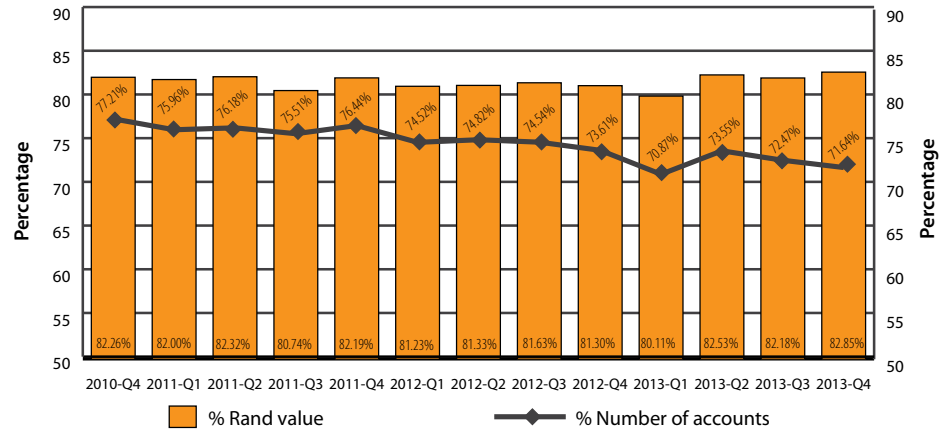
Table 4.5: Gross debtors book – credit facilities

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	165,857,623	171,440,472	175,901,220	179,902,744	185,366,895	3.04%	11.76%
Number of accounts	24,394,575	23,970,587	24,077,725	24,418,213	24,791,327	1.53%	1.63%

4.4 Age analysis of gross debtors book – credit facilities

The rand value of the gross debtors book for credit facilities reported as “current” increased from 82.18% for the quarter ended September 2013 to 82.85% for the quarter ended December 2013. The number of accounts reported as “current” decreased from 72.47% to 71.64% 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). The rand value of unsecured credit granted increased to R21.61 billion (3.43%) for the quarter ended December 2013 as indicated in Table 5.1. On a y-o-y basis the rand value of unsecured credit agreements decreased by R7.46 billion (25.65%). The number of accounts for unsecured credit increased by 6.76% for the quarter ended in December 2013 as indicated in Table 5.2. On a y-o-y basis number of accounts for unsecured credit decreased by 22.91%. A significant portion of unsecured credit agreements were granted with a repayment period of 3.1-5 Years for rand value as illustrated in Table 5.1.

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

Agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	618,652	783,142	824,792	642,596	667,520	3.09%	3.88%	7.90%
7-12 Months	1,105,747	951,709	824,201	1,253,553	1,205,649	5.58%	-3.82%	9.03%
13-18 Months	1,027,898	761,468	663,552	499,698	542,968	2.51%	8.66%	-47.18%
19-24 Months	2,847,420	2,130,536	1,926,299	1,793,609	1,976,542	9.14%	10.20%	-30.58%
25-36 Months	5,416,480	4,032,132	3,948,361	3,566,348	3,795,178	17.56%	6.42%	-29.93%
3.1-5 Years	13,945,054	11,001,620	10,871,492	10,111,499	10,190,493	47.15%	0.78%	-26.92%
5.1-10 +Years	4,111,402	2,932,191	3,005,747	3,029,893	3,236,532	14.97%	6.82%	-21.28%
Total	29,072,652	22,592,797	22,064,444	20,897,196	21,614,882	100.00%	3.43%	-25.65%

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

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤6 Months	218,524	267,254	297,774	297,454	321,239	26.18%	8.00%	47.00%
7-12 Months	169,968	146,266	143,200	164,861	196,418	16.01%	19.14%	15.56%
13-18 Months	154,542	111,141	96,514	55,474	47,620	3.88%	-14.16%	-69.19%
19-24 Months	261,074	191,924	171,367	150,590	165,849	13.52%	10.13%	-36.47%
25-36 Months	336,241	237,345	228,833	182,695	191,667	15.62%	4.91%	-43.00%
3.1-5 Years	379,312	289,989	285,053	254,058	257,360	20.97%	1.30%	-32.15%
5.1-10 +Years	72,109	50,236	48,965	44,228	46,870	3.82%	5.97%	-35.00%
Total	1,591,770	1,294,155	1,271,706	1,149,360	1,227,023	100.00%	6.76%	-22.91%

Tables 5.3 and 5.4 indicate that the rand value and the number of unsecured credit granted for agreements in excess of R15K had a share of 81.00% and 31.64% respectively for the quarter ended December 2013.

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

Rand value of agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	449,854	456,959	495,429	516,650	586,728	2.71%	13.56%	30.43%
R3.1K-R5K	717,171	625,759	597,838	448,240	488,436	2.26%	8.97%	-31.89%
R5.1K-R8K	1,596,738	1,241,267	1,146,874	842,292	931,477	4.31%	10.59%	-41.66%
R8.1K-R10K	1,210,969	883,311	822,731	659,197	664,569	3.07%	0.81%	-45.12%
R10.1K-R15K	2,411,343	1,700,627	1,643,704	1,340,822	1,436,494	6.65%	7.14%	-40.43%
> R15.1K	22,686,578	17,684,874	17,357,868	17,089,996	17,507,178	81.00%	2.44%	-22.83%
Total	29,072,652	22,592,797	22,064,444	20,897,196	21,614,882	100.00%	3.43%	-25.65%

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

Number of agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0K-R3K	277,960	286,693	310,504	339,360	367,082	29.92%	8.17%	32.06%
R3.1K-R5K	176,397	153,042	148,416	112,806	123,446	10.06%	9.43%	-30.02%
R5.1K-R8K	258,216	199,248	184,206	139,170	155,340	12.66%	11.62%	-39.84%
R8.1K-R10K	133,732	96,626	90,711	71,191	71,129	5.80%	-0.09%	-46.81%
R10.1K-R15K	204,005	143,919	139,209	112,762	121,770	9.92%	7.99%	-40.31%
> R15.1K	541,460	414,627	398,660	374,071	388,256	31.64%	3.79%	-28.29%
Total	1,591,770	1,294,155	1,271,706	1,149,360	1,227,023	100.00%	6.76%	-22.91%

5.2 Unsecured credit granted by level of income

The number of unsecured credit agreements granted to individuals with a gross monthly income of "Up to R10K" category had the largest share of 48.36% for the quarter ended December 2013 as indicated in Table 5.5. The rand value of unsecured credit agreements granted to individuals with a gross monthly income of "Greater than R15K" category had the largest share of 46.70% as indicated in Table 5.6.

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K	922,700	647,738	630,799	552,828	593,357
% share of credit granted	57.88%	50.05%	49.60%	48.10%	48.36%
R10.1K-R15K	260,819	234,646	235,087	219,954	230,267
% share of credit granted	16.36%	18.13%	18.49%	19.14%	18.77%
>R15K	410,767	411,771	405,820	376,578	403,399
% share of credit granted	25.76%	31.82%	31.91%	32.76%	32.88%
Total number of unsecured credit	1,594,286	1,294,155	1,271,706	1,149,360	1,227,023

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K (R000)	11,371,817	7,812,559	7,555,512	6,932,843	7,355,763
% share of credit granted	39.12%	34.58%	34.24%	33.18%	34.03%
R10.1K-R15K (R000)	5,718,771	4,563,918	4,444,427	4,078,088	4,164,238
% share of credit granted	19.67%	20.20%	20.14%	19.52%	19.27%
>R15K (R000)	11,981,994	10,216,320	10,064,505	9,886,265	10,094,881
% share of credit granted	41.21%	45.22%	45.61%	47.31%	46.70%
Total value of unsecured credit (R000)	29,072,582	22,592,797	22,064,444	20,897,196	21,614,882

5.3 Gross debtors book – unsecured credit

The rand value of gross debtors book for unsecured credit showed an increase of R3.34 billion (2.00%) on a q-o-q and R11.50 billion (7.22%) on a y-o-y basis. The number of accounts decreased by 2.05% q-o-q and 1.18% y-o-y as indicated in Table 5.7.

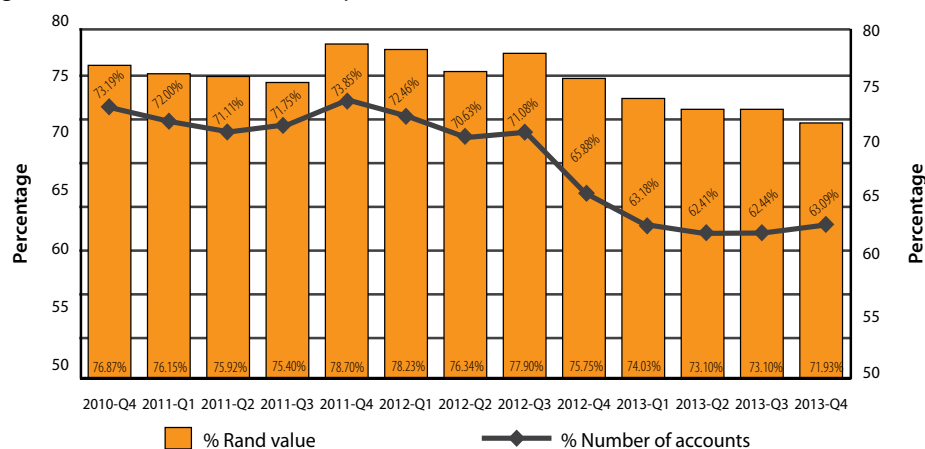
Table 5.7: Gross debtors book – unsecured credit

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	159,254,492	164,605,846	168,061,177	167,405,316	170,750,012	2.00%	7.22%
Number of accounts	8,544,646	8,642,085	8,634,592	8,620,766	8,444,082	-2.05%	-1.18%

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 73.10% for the quarter ended September 2013 to 71.93% for the quarter ended December 2013. The number of accounts reported as “current” increased from 62.44% to 63.09% 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 rand value of short-term credit granted for the December 2013 quarter decreased by R16.86 million (1.21%) as indicated in Table 6.1. The "Up to 1 month" category received the largest share (76.34%) of the total credit granted. On a y-o-y basis the rand value of short-term credit granted decreased by R329.26 million (19.29%). The number of agreements for short-term credit granted decreased by 2.66% on a q-o-q basis and by 14.90% y-o-y as indicated in Table 6.2.

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

Agreements per repayment period	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	1,215,508	1,240,634	1,137,160	1,104,421	1,051,922	76.34%	-4.75%	-13.46%
2-3 Months	189,287	125,392	100,780	98,196	105,158	7.63%	7.09%	-44.45%
4-6 Months	302,482	224,534	212,591	192,263	220,938	16.03%	14.91%	-26.96%
Total	1,707,277	1,590,561	1,450,531	1,394,880	1,378,018	100.00%	-1.21%	-19.29%

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

Agreements per repayment period	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
≤1 Month	839,364	862,957	828,956	788,607	754,992	86.33%	-4.26%	-10.05%
2-3 Months	87,965	52,385	38,131	34,475	35,429	4.05%	2.77%	-59.72%
4-6 Months	100,263	80,230	77,739	75,351	84,084	9.62%	11.59%	-16.14%
Total	1,027,592	995,572	944,826	898,433	874,505	100.00%	-2.66%	-14.90%

All categories for short-term credit agreements granted experienced an overall decline on a q-o-q basis for both rand value and numbers as indicated in Table 6.3 and 6.4.

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

Agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	280,258	277,514	272,160	257,004	251,728	18.27%	-2.05%	-10.18%
R1001-R2000	439,714	431,552	399,087	387,296	371,531	26.96%	-4.07%	-15.51%
R2001-R3000	349,051	325,028	291,010	290,903	278,124	20.18%	-4.39%	-20.32%
R3001-R5000	518,009	465,664	395,919	368,409	356,483	25.87%	-3.24%	-31.18%
R5001-R8000	120,245	90,803	92,355	91,269	120,153	8.72%	31.65%	-0.08%
Total	1,707,277	1,590,561	1,450,531	1,394,880	1,378,018	100.00%	-1.21%	-19.29%

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

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)	% Change (Y/Y)
R0-R1000	464,817	464,132	459,240	427,019	418,372	47.84%	-2.02%	-9.99%
R1001-R2000	285,796	279,608	262,645	255,013	244,082	27.91%	-4.29%	-14.60%
R2001-R3000	136,485	127,387	114,430	114,253	109,015	12.47%	-4.58%	-20.13%
R3001-R5000	122,648	110,851	94,563	88,215	84,848	9.70%	-3.82%	-30.82%
R5001-R8000	17,846	13,594	13,948	13,933	18,188	2.08%	30.54%	1.92%
Total	1,027,592	995,572	944,826	898,433	874,505	100.00%	-2.66%	-14.90%

6.2 Short-term credit granted by level of income

Individuals with a gross monthly income of “Up to R10K” received 63.33% of the total number of short-term credit agreements granted for the quarter ended December 2013 as indicated in Table 6.5. Individuals with a gross monthly income of “Up to R10K” received 50.85% of the rand value of short-term credit granted for the quarter ended December 2013 as indicated in Table 6.6 .

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K	672,850	620,696	589,912	562,322	553,823
% share of credit granted	65.48%	62.35%	62.44%	62.59%	63.33%
R10.1K-R15K	165,525	172,994	162,221	149,922	142,294
% share of credit granted	16.11%	17.38%	17.17%	16.69%	16.27%
>R15K	189,217	201,882	192,693	186,189	178,388
% share of credit granted	18.41%	20.28%	20.39%	20.72%	20.40%
Total number of short-term credit	1,027,592	995,572	944,826	898,433	874,505

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R10K (R000)	903,583	775,832	717,228	696,991	700,769
% share of credit granted	52.93%	48.78%	49.45%	49.97%	50.85%
R10.1K-R15K (R000)	324,570	323,005	286,243	264,946	252,987
% share of credit granted	19.01%	20.31%	19.73%	18.99%	18.36%
>R15K (R000)	479,123	491,724	447,060	432,944	424,262
% share of credit granted	28.06%	30.92%	30.82%	31.04%	30.79%
Total value of short-term credit (R000)	1,707,277	1,590,561	1,450,531	1,394,880	1,378,018

6.3 Gross debtors book – short-term credit

The rand value of gross debtors book for short-term credit showed a decrease of R26.12 million (3.19%) on a q-o-q and R 344.63 million (30.34%) on a y-o-y basis. The number of accounts decreased by 9.92% q-o-q and 30.98% on a y-o-y basis as indicated in Table 6.7.

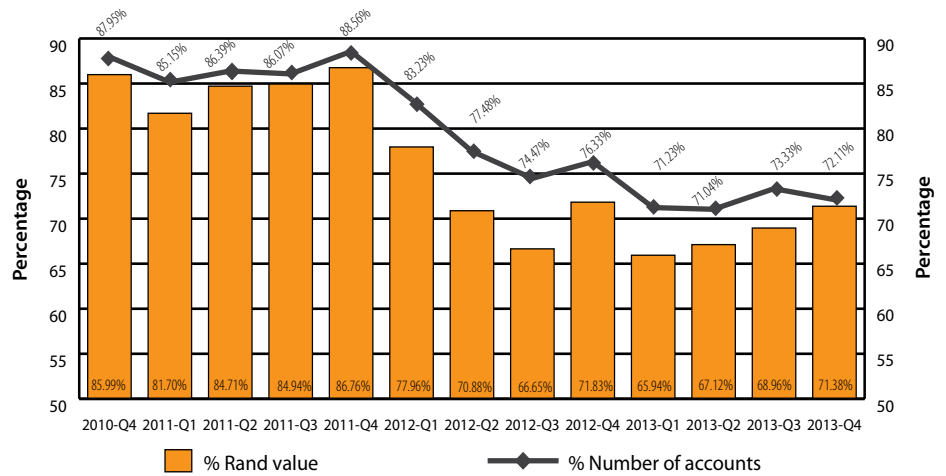
Table 6.7: Gross debtors book - short-term credit

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	% Change (Q4/Q3)	% Change (Y/Y)
Gross debtors book (R000)	1,135,923	999,930	870,714	817,406	791,291	-3.19%	-30.34%
Number of accounts	577,708	544,331	473,208	442,632	398,741	-9.92%	-30.98%

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” increased from 68.96% for the quarter ended September 2013 to 71.38% for the quarter ended December 2013. The number of accounts reported as “current” decreased from 73.33% to 72.11% for the same period as illustrated in Figure 6.1.

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



7. Developmental credit transactions

7.1 Developmental credit transactions

Both the rand value and the number of developmental credit agreements in excess of 36 months had a share of 92.76% and 86.46% respectively for the quarter ended December 2013 as indicated in Table 7.1.

Table 7.1: Developmental credit granted – term of agreement (Rand Value)

Rand value of agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)
<= 4 Months	568	402	384	0	92	0.01%	0.00%
5-12 Months	20,700	56,023	24,913	36,125	20,364	1.22%	-43.63%
12.1-24 Months	68,866	155,970	52,014	68,915	62,404	3.72%	-9.45%
24.1-36 Months	88,300	63,797	66,152	47,367	38,387	2.29%	-18.96%
> 36 months	1,718,064	875,528	1,690,973	2,615,712	1,554,570	92.76%	-40.57%
Total	1,896,498	1,151,721	1,834,435	2,768,119	1,675,816	100.00%	-39.46%

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

Number of agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)
<= 4 Months	21	11	9	0	45	0.07%	0.00%
5-12 Months	3,987	11,342	4,317	7,314	1,738	2.74%	-76.24%
12.1-24 Months	6,463	12,872	4,516	6,136	4,701	7.42%	-23.39%
24.1-36 Months	5,027	3,744	4,128	2,713	2,094	3.30%	-22.82%
> 36 months	71,221	21,717	43,501	84,165	54,783	86.46%	-34.91%
Total	86,719	49,686	56,471	100,328	63,361	100.00%	-36.85%

Table 7.3 and 7.4 indicated that the majority of developmental credit granted were for agreements in excess of R20K at 83.14% and 55.25% respectively for the quarter ended December 2013.

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

Rand value of agreements	2012-Q4 R000	2013-Q1 R000	2013-Q2 R000	2013-Q3 R000	2013-Q4 R000	2013-Q4% Distribution	% Change (Q4/Q3)
R0-R1500	1,036	1,112	210	503	437	0.03%	-13.13%
R1501-R3000	8,730	10,560	3,271	7,175	3,610	0.22%	-49.68%
R3.01K-R5K	50,258	32,855	9,939	20,026	17,120	1.02%	-14.51%
R5.01K-R10K	129,721	67,018	78,267	113,239	77,423	4.62%	-31.63%
R10.1K-R20K_D	240,946	169,105	139,709	314,329	184,022	10.98%	-41.46%
> R20K	1,465,806	871,069	1,603,041	2,312,848	1,393,204	83.14%	-39.76%
Total	1,896,498	1,151,721	1,834,435	2,768,119	1,675,816	100.00%	-39.46%

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

Number of agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4% Distribution	% Change (Q4/Q3)
R0-R1500	1,049	970	180	448	424	0.67%	-5.36%
R1501-R3000	3,633	4,235	1,376	3,001	1,474	2.33%	-50.88%
R3.01K-R5K	12,138	5,239	2,392	4,853	4,201	6.63%	-13.43%
R5.01K-R10K	17,283	9,427	10,093	15,194	10,150	16.02%	-33.20%
R10.1K-R20K_D	15,895	12,089	9,542	20,254	12,104	19.10%	-40.24%
> R20K	36,721	17,726	32,888	56,578	35,008	55.25%	-38.12%
Total	86,719	49,686	56,471	100,328	63,361	100.00%	-36.85%

7.2 Developmental credit granted by level of income

The rand value of developmental credit agreements granted to individuals with a gross monthly income of “<=R10K” category had the largest share of 56.83% as indicated in Table 7.6. The number of developmental credit agreements granted to individuals with a gross monthly income of “R10.1K-R15K” category had the largest share of 50.92% as indicated in Table 7.5.

Table 7.5: Developmental credit granted – gross monthly income of individuals (number of agreements)

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
<=R10K	9,846	16,190	7,479	9,366	5,034
% share	53.90%	54.45%	51.11%	52.56%	49.08%
R10.1K-R15K	8,422	13,542	7,154	8,455	5,222
% share	46.10%	45.55%	48.89%	47.44%	50.92%
Total number of developmental credit	18,268	29,732	14,633	17,821	10,256

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

Level of income	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
<=R10K	112,297	161,056	282,743	258,901	164,295
% share	17.28%	24.43%	65.74%	62.46%	56.83%
R10.1K-R15K	537,498	498,325	147,327	155,585	124,813
% share	82.72%	75.57%	34.26%	37.54%	43.17%
Total rand value of developmental credit	649,795	659,381	430,070	414,486	289,108

7.3 Gross debtors book – developmental credit

The rand value and number of accounts of the gross debtors book for developmental credit showed a decrease of R2.01 billion (8.38%) on a q-o-q basis and 1.82% respectively for the quarter ended December 2013 as indicated in Table 7.7.

Table 7.7: Gross debtors book - developmental credit

Agreements	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	% Change (Q4/Q3)
Gross debtors book (R000)	21,188,021	20,759,566	21,709,071	23,960,372	21,951,795	-8.38%
Number of accounts	1,101,716	1,116,082	1,121,097	1,145,354	1,124,519	-1.82%

7.4 Age analysis of gross debtors book – developmental credit

The rand value of the gross debtors book for developmental credit reported as “current” was 86.46% for the quarter ended December 2013. The number of accounts reported as “current” was 96.92% for the same period as indicated in Table 7.9.

Table 7.8 Developmental credit book age analysis (rand value)

Period	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4 % Distribution
Current	18,797,125,039	18,141,010,352	18,870,418,372	20,556,711,400	18,978,686,912	86.46%
30 Days	695,313,190	743,939,629	785,351,311	563,172,857	701,682,145	3.20%
31-60 Days	258,615,376	303,148,562	306,571,054	227,796,021	261,310,324	1.19%
61-90 Days	178,919,315	191,874,533	191,180,845	155,978,104	187,402,284	0.85%
91-120 Days	165,718,173	148,485,471	155,286,539	130,566,764	152,353,248	0.69%
120+ Days	1,092,330,011	1,231,107,268	1,400,262,835	2,326,146,364	1,670,359,939	7.61%
Grand Total	21,188,021,104	20,759,565,815	21,709,070,956	23,960,371,510	21,951,794,852	100%

Table 7.9 Developmental credit book age analysis (number of accounts)

Period	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4	2013-Q4 % Distribution
Current	1,077,483	1,089,286	1,089,930	1,109,472	1,089,843	96.92%
30 Days	6,355	6,813	8,137	7,130	7,414	0.66%
31-60 Days	3,163	4,113	4,472	3,969	4,178	0.37%
61-90 Days	1,976	2,201	2,629	2,713	3,133	0.28%
91-120 Days	3,375	1,734	2,099	2,217	2,743	0.24%
120+ Days	9,364	11,936	13,830	19,853	17,208	1.53%
Grand Total	1,101,716	1,116,083	1,121,097	1,145,354	1,124,519	100%

8. 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.
Developmental credit transactions	Developmental credit agreement means a credit agreement that satisfies the criteria set out in Section 10; This includes educational loan; small business; the acquisition, rehabilitation, building or expansion of low income housing; or any other purpose in terms of sub section (2) (a)

Notes

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

9. Appendix tables

A: Provincial Distribution

Table 1: Provincial distribution – total credit granted

Provincial	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
Eastern Cape	7,408,234,517	6,101,830,664	6,753,673,557	6,849,466,933	7,843,898,108	6,134,979,822	6,914,465,756	6,977,361,330	7,065,654,036
Free State	4,671,472,903	3,794,911,199	4,164,341,610	4,437,331,245	5,191,326,247	4,110,460,139	4,119,553,834	4,749,237,123	5,012,379,031
Gauteng	49,168,460,721	44,078,024,940	48,274,266,388	51,317,873,076	54,846,486,316	48,553,451,845	52,250,536,524	55,220,734,637	56,096,332,160
Kwazulu-Natal	13,493,096,170	12,480,759,362	13,090,083,920	13,333,336,987	14,921,937,023	12,586,451,819	13,546,384,650	14,053,951,981	14,240,046,666
Limpopo	4,351,501,612	3,608,020,304	4,164,964,499	4,238,427,176	5,005,683,458	3,917,645,378	4,115,867,090	4,411,896,644	4,400,887,465
Mpumalanga	6,763,514,481	5,913,952,053	6,481,088,576	6,839,583,672	7,495,528,094	6,358,047,887	6,615,023,989	7,044,523,494	7,588,245,920
Northern Cape	2,368,289,247	2,145,950,818	2,376,678,603	2,474,282,035	2,688,342,023	1,771,993,872	1,899,104,656	1,848,235,836	2,039,582,975
North West	4,611,147,670	3,834,074,289	4,131,296,660	4,357,277,586	4,956,114,055	4,398,860,782	4,289,495,807	4,646,281,961	4,979,666,833
Western Cape	14,137,358,602	12,382,041,267	14,272,916,698	14,936,704,468	16,029,134,467	13,788,916,201	15,063,625,443	16,758,439,787	16,278,808,336
Other	630,473,540	690,091,393	865,578,262	938,802,249	962,274,284	665,206,177	801,847,510	1,502,953,027	962,358,425
Total	107,603,549,463	95,029,656,289	104,574,888,773	109,723,085,427	119,940,724,075	102,286,013,921	109,615,905,259	117,213,615,820	118,663,961,847

B: Secured Credit Granted

Table 2: Secured credit granted – size of agreement

Agreements	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
≤R1500	5,263,068	3,788,153	6,039,341	5,297,537	12,832,410	6,515,197	6,569,111	4,916,098	4,492,588
R1500-R3000	73,000,477	44,002,710	49,053,291	44,854,291	86,916,571	50,709,825	50,967,992	46,081,169	62,201,390
R3.1K-R5K	373,962,840	221,526,042	238,074,433	213,464,642	325,857,541	199,028,071	208,054,841	185,037,917	238,051,592
R5.1K-R10K	1,123,120,045	653,319,673	789,800,355	808,360,916	1,259,042,355	681,409,425	696,023,274	777,705,823	1,045,403,625
R10.1K-R20K	825,439,308	428,902,433	568,305,838	593,416,188	930,855,896	496,415,473	541,958,351	656,373,433	861,776,167
R20.1K-R40K	409,095,556	336,140,501	311,513,024	288,540,950	395,203,914	340,617,460	278,434,996	310,677,054	352,369,510
R40.1K-R60K	577,517,358	604,998,786	479,047,158	464,082,313	476,348,687	534,622,921	389,077,115	395,694,490	366,532,116
R60.1K-R100K	2,410,617,590	2,207,103,464	2,114,512,432	2,064,346,547	2,131,418,460	1,973,902,693	1,847,054,667	1,832,756,306	1,743,239,530
R101K-R150K	5,754,880,511	5,476,644,043	5,785,373,016	5,912,367,127	6,298,417,024	5,484,493,525	5,717,600,015	5,675,306,738	5,437,656,612
R151K-R200K	4,956,585,205	4,805,850,496	4,920,724,906	5,271,058,457	5,837,946,864	5,061,066,752	5,500,494,209	5,787,842,169	5,625,034,192
R201K-R400K	11,395,038,805	11,286,453,684	11,534,838,614	12,644,286,756	13,920,817,748	12,792,503,912	13,870,702,398	14,721,181,398	14,844,857,308
>R400K	5,489,980,970	5,546,445,410	6,236,883,917	6,854,486,371	7,802,854,402	7,564,527,537	8,432,733,917	9,518,007,517	9,997,982,837
Total	33,394,501,733	31,615,175,395	33,034,166,325	35,164,562,095	39,478,511,872	35,185,812,791	37,539,670,886	39,911,580,112	40,579,597,467

Table 3: Number of agreements for secured credit granted

Agreements	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
≤R1500	4,732	3,490	5,581	5,378	6,689	5,476	5,559	4,369	4,239
R1500-R3000	30,620	18,347	20,953	21,973	31,028	22,359	20,673	18,329	25,878
R3.1K-R5K	93,805	55,342	58,647	59,642	79,354	52,391	50,931	44,437	58,471
R5.1K-R10K	161,803	94,400	115,642	124,983	179,053	100,637	98,408	108,063	144,817
R10.1K-R20K	62,707	32,024	42,754	48,772	71,727	38,566	40,512	49,807	64,684
R20.1K-R40K	14,723	11,769	10,928	10,700	14,950	11,686	9,951	11,413	12,923
R40.1K-R60K	11,412	12,027	9,429	9,143	9,663	10,457	7,643	7,739	7,163
R60.1K-R100K	29,622	27,322	25,900	25,332	26,113	24,172	22,476	22,121	20,937
R101K-R150K	46,317	43,988	46,253	47,241	50,148	43,406	44,997	44,368	42,324
R151K-R200K	28,689	27,766	28,421	30,429	33,710	29,080	31,599	32,967	31,956
R201K-R400K	41,246	40,872	41,562	45,671	50,139	45,917	49,662	52,138	52,457
>R400K	9,171	9,479	10,558	11,548	13,141	12,379	13,943	14,679	15,084
Total	534,847	376,826	416,628	440,812	565,715	396,526	396,354	410,430	480,933

C: Analysis of credit granted by level of income

Table 4: Rand value of mortgages granted by income category

Income Category	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
R0-R3500	1,582,012	185,000	3,468,702	1,482,700	110,000	2,001,540	469,700	752,000	120,368
R3501-R5500	15,358,110	11,208,228	11,600,810	7,329,795	6,189,362	8,189,411	4,419,800	8,121,633	6,847,243
R5501-R7500	112,658,007	68,902,856	55,513,232	53,878,712	40,988,256	30,811,017	39,618,806	42,192,239	43,877,133
R7501-R10K	425,393,002	289,727,485	253,738,062	240,312,695	222,629,200	169,538,930	192,111,866	209,112,905	191,531,616
R10.1K-R15K	1,804,469,670	1,342,467,388	1,269,473,794	1,277,787,145	1,208,509,375	981,328,804	1,146,680,159	1,233,151,868	1,171,389,110
>R15K	26,696,575,305	22,687,654,557	24,856,083,383	26,949,257,013	26,920,211,387	23,654,687,903	28,313,860,454	32,658,951,366	32,935,413,743
Total	29,056,036,106	24,400,145,514	26,449,877,983	28,530,048,060	28,398,637,580	24,846,557,605	29,697,160,785	34,152,282,011	34,349,179,213

Table 5: Number of mortgages granted by income category

Income Category	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
R0-R3500	13	5	9	8	2	15	4	3	3
R3501-R5500	100	67	73	48	45	86	32	46	51
R5501-R7500	581	384	303	300	234	243	213	208	225
R7501-R10K	1,729	1,192	1,053	1,005	905	800	751	815	759
R10.1K-R15K	5,752	4,560	4,463	4,360	3,791	3,354	3,523	3,738	3,523
>R15K	33,930	30,841	33,113	35,127	33,717	30,262	34,488	38,928	39,219
Total	42,105	37,049	39,014	40,848	38,694	34,760	39,011	43,738	43,780

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

Income Category	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
R0-R3500	1,012,116,921	867,272,251	915,849,742	813,907,976	1,656,550,626	1,234,065,587	946,164,168	1,041,235,439	1,447,248,745
R3501-R5500	703,256,403	519,462,667	456,223,292	502,918,724	517,585,914	281,220,028	288,281,929	318,901,507	412,149,606
R5501-R7500	728,020,730	494,828,545	644,410,857	623,133,364	711,598,172	511,169,367	530,038,438	541,660,723	545,829,557
R7501-R10K	1,430,048,861	1,161,285,904	1,296,843,675	1,372,959,440	1,523,386,389	1,236,555,519	1,271,560,273	1,282,505,377	1,282,085,447
R10.1K-R15K	3,788,765,393	3,255,957,813	3,511,818,385	3,775,237,007	4,125,602,996	3,426,448,261	3,625,056,034	3,722,642,704	3,699,980,229
>R15K	25,225,201,820	24,868,264,050	25,764,378,576	27,614,987,457	30,342,363,457	28,031,258,789	30,401,277,964	32,505,906,240	32,712,502,948
Total	32,887,410,128	31,167,071,230	32,589,524,527	34,703,143,968	38,877,087,554	34,720,717,551	37,062,378,806	39,412,851,990	40,099,796,532

Table 7: Number of secured credit granted by income category

Income Category	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
R0-R3500	157,520	95,553	118,735	124,544	219,268	136,374	130,371	137,604	188,305
R3501-R5500	92,161	64,437	55,646	68,641	60,170	33,949	31,883	33,929	47,140
R5501-R7500	41,175	20,758	29,266	29,559	37,692	23,609	22,448	22,408	27,927
R7501-R10K	40,614	24,151	30,794	30,937	38,051	24,866	24,786	24,748	27,670
R10.1K-R15K	56,590	39,131	45,299	45,870	53,693	40,147	40,991	41,051	42,743
>R15K	145,083	131,584	135,210	139,675	155,505	136,461	144,573	149,321	145,780
Total	533,143	375,614	414,950	439,226	564,379	395,406	395,052	409,061	479,565

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

Income Category	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
R0-R3500	2,108,155,071	1,800,711,939	1,618,095,495	1,981,854,742	1,851,924,388	1,421,472,640	2,007,504,284	1,490,094,628	1,547,187,414
R3501-R5500	954,839,382	682,442,019	774,028,011	785,315,587	1,022,970,168	656,185,583	1,677,811,937	2,337,616,848	2,667,046,017
R5501-R7500	744,855,984	554,038,320	703,057,623	727,510,098	790,415,510	575,513,706	600,499,629	687,451,121	761,575,131
R7501-R10K	1,104,594,778	910,640,065	1,072,791,606	1,177,872,958	1,292,245,419	1,053,811,626	945,287,782	1,035,388,832	1,113,685,498
R10.1K-R15K	1,773,950,450	1,536,549,413	1,762,367,602	1,998,529,942	2,127,778,012	1,825,849,513	1,730,030,432	1,746,926,494	1,825,269,496
>R15K	9,431,780,370	9,310,048,820	10,834,199,414	11,252,175,286	11,609,462,679	10,631,114,315	8,804,695,304	9,600,585,769	10,040,921,352
Total	16,118,176,035	14,794,430,576	16,764,539,751	17,923,258,613	18,694,796,176	16,163,947,383	15,765,829,368	16,898,063,692	17,955,684,908

Table 9: Number of credit facilities granted by income category

Income Category	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
R0-R3500	997,197	714,721	803,773	814,591	858,799	629,871	953,025	743,592	835,121
R3501-R5500	404,832	307,764	331,325	355,200	454,158	315,078	485,369	567,907	563,199
R5501-R7500	268,988	212,516	245,727	266,372	346,259	214,076	255,337	279,223	289,671
R7501-R10K	259,754	219,222	261,291	277,363	318,935	245,724	252,083	274,972	279,874
R10.1K-R15K	289,967	263,021	311,496	334,549	371,500	289,183	312,182	332,868	336,070
>R15K	597,057	585,382	718,758	713,504	780,082	556,669	610,128	661,509	675,684
Total	2,817,795	2,302,626	2,672,370	2,761,579	3,129,733	2,250,601	2,868,124	2,860,071	2,979,619

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

Income Category	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
R0-R3500	2,947,568,709	2,469,519,652	2,387,886,573	2,412,361,364	2,898,334,340	1,622,867,935	1,525,118,607	1,322,699,442	1,491,191,833
R3501-R5500	2,043,690,288	1,809,407,494	2,180,620,092	2,068,993,889	2,213,764,987	1,481,080,755	1,409,790,615	1,306,710,073	1,396,632,371
R5501-R7500	3,113,142,954	2,466,268,788	3,224,732,485	2,875,065,282	2,889,417,723	2,079,347,904	1,962,940,017	1,791,915,242	1,862,095,607
R7501-R10K	2,962,213,923	2,627,019,069	3,050,185,853	3,156,064,878	3,370,300,167	2,629,262,828	2,657,662,705	2,511,518,065	2,605,843,565
R10.1K-R15K	5,646,176,069	4,609,711,639	5,362,431,112	5,387,977,147	5,718,771,015	4,563,918,277	4,444,426,623	4,078,087,881	4,164,237,767
>R15K	9,725,894,963	7,932,030,974	9,595,176,792	10,072,191,402	11,981,994,226	10,216,319,695	10,064,504,953	9,886,265,388	10,094,881,107
Total	26,438,686,906	21,913,957,616	25,801,032,907	25,972,653,962	29,072,582,458	22,592,797,394	22,064,443,520	20,897,196,091	21,614,882,250

Table 11: Number of unsecured credit granted by income category

Income Category	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
R0-R3500	425,927	305,484	307,659	291,461	361,214	210,378	201,333	161,207	182,317
R3501-R5500	197,804	153,584	180,377	164,951	190,709	136,577	129,286	113,873	122,058
R5501-R7500	199,458	154,277	201,199	165,395	181,382	140,340	135,343	121,913	126,482
R7501-R10K	165,898	142,171	152,750	159,530	189,395	160,443	164,837	155,835	162,500
R10.1K-R15K	241,278	198,914	213,054	217,934	260,819	234,646	235,087	219,954	230,267
>R15K	317,615	274,796	294,510	317,997	410,767	411,771	405,820	376,578	403,399
Total	1,547,980	1,229,226	1,349,549	1,317,268	1,594,286	1,294,155	1,271,706	1,149,360	1,227,023

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

Income Category	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
R0-R3500	296,170,838	224,642,887	247,172,387	222,312,723	242,512,256	165,366,633	150,937,726	157,353,046	163,710,822
R3501-R5500	212,046,807	179,213,354	184,511,007	166,952,028	210,416,880	180,865,981	171,280,775	168,157,002	172,439,462
R5501-R7500	247,254,246	218,333,430	206,371,497	181,379,277	225,575,757	208,288,837	188,744,912	176,184,021	171,579,878
R7501-R10K	224,344,647	201,452,837	185,342,467	166,489,636	225,078,580	221,310,523	206,264,539	195,296,650	193,038,863
R10.1K-R15K	360,359,944	328,656,164	290,890,633	249,892,527	324,570,383	323,004,645	286,243,423	264,945,637	252,987,131
>R15K	507,369,379	460,041,669	413,057,279	354,987,014	479,123,148	491,724,196	447,059,718	432,943,517	424,262,160
Total	1,847,545,861	1,612,340,341	1,527,345,270	1,342,013,205	1,707,277,004	1,590,560,815	1,450,531,093	1,394,879,873	1,378,018,316

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

Income Category	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
R0-R3500	313,072	245,527	237,184	211,274	228,801	172,766	153,980	152,086	150,742
R3501-R5500	188,569	163,080	150,708	137,601	160,292	156,098	155,804	150,715	152,237
R5501-R7500	186,211	168,513	150,131	132,764	151,807	152,023	143,632	131,155	125,957
R7501-R10K	146,832	133,371	117,804	106,155	131,950	139,809	136,496	128,366	124,887
R10.1K-R15K	200,913	182,165	158,106	137,102	165,525	172,994	162,221	149,922	142,294
>R15K	218,440	195,576	174,053	148,887	189,217	201,882	192,693	186,189	178,388
Total	1,254,037	1,088,232	987,986	873,783	1,027,592	995,572	944,826	898,433	874,505

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

Income Category	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
R0-R1500					1,710,731	2,097,522	1,018,658	1,093,934	666,549
R1501-R3500					3,050,093	4,511,542	2,127,912	2,246,258	1,063,343
R3501-R5500					20,048,114	24,441,333	12,274,592	11,982,819	7,525,391
R5501-R7500					32,908,383	42,416,959	23,060,110	23,952,086	17,687,694
R7501-R10K					54,580,020	87,588,774	244,262,015	219,625,908	137,351,846
R10.1K-R15K					537,497,540	498,324,556	147,326,502	155,584,860	124,813,025
Total					649,794,881	659,380,686	430,069,789	414,485,865	289,107,848

Table 15: Number of developmental credit granted by income category

Income Category	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
R0-R1500					134	64	85	58	38
R1501-R3500					415	596	290	342	127
R3501-R5500					2,038	2,920	1,286	1,641	795
R5501-R7500					2,950	4,443	2,100	2,862	1,479
R7501-R10K					4,309	8,167	3,718	4,463	2,595
R10.1K-R15K					8,422	13,542	7,154	8,455	5,222
Total					18,268	29,732	14,633	17,821	10,256

D: Age analysis of debtors book

Table 16: Age analysis of gross debtors book – mortgages

Ageing	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
Current	696,132,116,849	700,402,206,785	720,677,046,328	729,183,879,901	721,679,870,604	712,146,540,162	718,672,636,493	731,746,521,673	742,443,700,159
30 Days	24,950,551,598	25,726,161,574	26,607,592,443	25,248,315,661	27,184,895,137	26,495,639,128	25,583,114,855	25,706,245,806	26,367,734,157
31-60 Days	8,630,982,981	9,142,762,258	9,068,518,696	8,992,971,445	9,049,128,860	9,814,167,744	8,951,710,274	9,268,344,174	8,822,418,650
61-90 Days	5,394,774,774	5,547,226,995	5,251,175,187	5,445,975,310	5,319,051,723	5,698,255,305	5,130,561,052	5,082,904,879	5,071,016,670
91-120 Days	8,139,943,237	8,340,031,630	7,461,009,689	6,956,760,496	7,180,800,578	7,442,159,296	6,627,364,702	5,864,916,580	3,495,477,713
120+ Days	47,861,085,731	47,171,100,756	45,579,737,879	43,851,984,518	38,721,983,264	36,887,455,871	34,445,295,263	32,223,670,170	31,863,332,060
Total	791,109,455,170	796,329,489,998	814,645,080,222	819,679,887,331	809,135,730,166	798,484,217,506	799,410,682,639	809,892,603,282	818,063,679,409

Table 17: Age analysis of accounts – mortgages

Ageing	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
Current	1,650,953	1,646,529	1,670,750	1,669,938	1,671,248	1,667,127	1,660,198	1,667,979	1,682,496
30 Days	59,022	60,853	60,794	58,960	62,815	61,860	58,975	58,842	62,540
31-60 Days	18,280	19,213	18,985	19,380	19,739	21,088	19,018	19,768	19,325
61-90 Days	10,867	11,444	12,810	11,471	11,805	12,743	11,573	11,319	11,383
91-120 Days	13,862	14,004	13,785	12,632	14,043	14,787	13,285	11,578	7,667
120+ Days	73,737	72,853	71,128	72,334	67,218	64,719	61,514	58,245	57,604
Total	1,826,721	1,824,896	1,848,252	1,844,715	1,846,868	1,842,324	1,824,563	1,827,731	1,841,015

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

Ageing	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
Current	225,341,218,385	230,885,090,748	239,895,689,968	248,614,322,445	259,764,062,447	268,539,077,806	273,993,875,368	283,696,738,674	294,411,498,208
30 Days	8,499,972,240	9,030,063,292	8,865,933,111	8,932,242,551	9,987,865,455	10,068,335,554	10,578,783,242	11,251,330,855	12,047,455,071
31-60 Days	2,771,890,276	3,017,196,396	2,793,779,057	2,869,507,693	3,010,956,888	3,312,253,865	3,419,239,058	3,565,177,864	3,788,618,257
61-90 Days	1,395,969,048	1,436,638,962	1,348,041,162	1,334,861,781	1,520,938,482	1,587,985,080	1,771,576,941	1,758,634,544	1,927,430,109
91-120 Days	1,651,171,395	1,657,449,424	1,369,734,727	1,265,523,015	1,462,119,969	1,446,183,604	1,339,407,555	1,256,527,994	1,268,562,945
120+ Days	10,344,452,801	9,526,746,751	8,835,110,056	8,438,483,258	10,813,538,452	10,083,561,929	9,829,081,356	9,840,750,619	9,664,159,804
Total	250,004,674,145	255,553,185,573	263,108,288,081	271,454,940,743	286,559,481,693	295,037,397,838	300,931,963,520	311,369,160,550	323,107,724,394

Table 19: Age analysis of accounts – secured credit

Ageing	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
Current	3,198,736	3,131,266	3,233,668	3,237,723	3,378,052	3,316,551	3,293,603	3,319,405	3,170,708
30 Days	349,493	336,326	324,871	336,527	303,339	305,132	289,441	287,465	371,602
31-60 Days	181,488	187,285	154,697	173,677	163,421	179,630	171,536	167,157	182,117
61-90 Days	123,944	126,252	106,202	115,355	111,692	122,178	127,694	118,473	128,367
91-120 Days	101,643	101,360	83,386	90,454	98,770	105,490	105,325	99,502	104,030
120+ Days	642,388	573,269	548,753	558,553	697,156	693,088	724,249	681,835	736,227
Total	4,597,692	4,455,758	4,451,577	4,512,289	4,752,430	4,722,069	4,711,848	4,673,837	4,693,051

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

Ageing	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
Current	116,101,233,960	119,686,362,829	124,894,645,404	129,687,072,392	134,846,597,183	137,334,427,616	145,176,857,951	147,844,236,528	153,570,222,409
30 Days	10,804,635,158	11,908,706,577	12,344,163,344	12,942,944,477	13,915,555,503	14,609,712,584	11,552,696,469	12,501,932,669	11,823,172,061
31-60 Days	2,655,093,579	3,518,401,493	3,348,536,963	3,317,203,748	3,503,097,156	4,637,514,040	3,695,358,788	3,742,970,881	3,651,120,235
61-90 Days	1,553,544,380	1,941,096,898	2,048,014,494	1,912,716,874	2,123,137,830	2,733,829,094	2,428,827,888	2,444,671,418	2,267,014,772
91-120 Days	1,286,497,129	1,449,801,555	1,619,648,915	1,625,741,330	1,829,810,189	2,189,571,855	2,302,533,585	2,241,216,783	2,249,657,681
120+ Days	8,855,192,401	8,836,607,373	9,310,909,790	9,381,132,339	9,639,425,209	9,935,416,594	10,744,945,736	11,127,716,031	11,805,707,777
Total	141,256,196,607	147,340,976,725	153,565,918,910	158,866,811,160	165,857,623,070	171,440,471,783	175,901,220,417	179,902,744,310	185,366,894,935

Table 21: Age analysis of accounts – credit facilities

Ageing	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
Current	18,143,745	17,768,218	18,097,123	18,196,801	17,957,637	16,987,394	17,710,003	17,697,148	17,759,659
30 Days	2,334,480	2,428,367	2,332,834	2,537,811	2,673,772	2,732,693	2,696,123	2,738,196	2,840,694
31-60 Days	771,733	964,901	861,758	816,163	874,771	1,092,094	913,848	916,627	858,872
61-90 Days	474,537	569,222	553,951	505,780	527,978	652,665	603,868	732,445	559,085
91-120 Days	318,951	360,433	409,148	400,634	404,932	456,006	474,785	462,690	495,542
120+ Days	1,691,319	1,752,364	1,932,375	1,955,977	1,955,485	2,049,735	1,679,098	1,871,107	2,277,475
Total	23,734,765	23,843,505	24,187,189	24,413,166	24,394,575	23,970,587	24,077,725	24,418,213	24,791,327

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

Ageing	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
Current	88,926,537,191	94,514,486,191	100,242,693,804	109,049,687,134	120,642,089,674	121,856,109,752	122,858,326,913	122,372,639,673	122,813,598,903
30 Days	4,624,932,726	4,910,594,574	6,234,485,364	5,615,425,411	7,655,571,667	8,237,935,133	8,004,541,113	8,193,812,383	8,883,315,454
31-60 Days	2,000,489,178	2,480,227,873	2,831,325,714	2,696,737,992	3,384,621,594	4,237,966,756	4,246,461,063	4,083,277,047	4,007,064,913
61-90 Days	1,443,986,459	1,727,311,282	2,153,629,944	2,040,580,971	2,539,870,013	2,996,185,902	3,272,691,727	3,167,868,997	3,158,525,153
91-120 Days	1,628,299,012	1,696,117,302	2,210,926,598	2,341,761,432	2,684,813,478	2,378,856,131	2,737,141,586	2,177,329,027	2,131,320,899
120+ Days	14,364,436,133	15,482,404,195	17,636,861,436	18,234,480,495	22,347,525,960	24,898,791,993	26,942,014,614	27,410,388,894	29,756,187,149
Total	112,988,680,699	120,811,141,417	131,309,922,860	139,978,673,435	159,254,492,386	164,605,845,667	168,061,177,016	167,405,316,021	170,750,012,471

Table 23: Age analysis of accounts – unsecured credit

Ageing	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
Current	5,543,500	5,393,472	5,332,237	5,281,661	5,629,408	5,460,276	5,389,260	5,383,062	5,327,025
30 Days	380,671	400,941	413,838	384,290	460,368	490,453	462,111	447,670	442,660
31-60 Days	172,006	201,241	204,792	184,025	216,223	255,803	249,784	236,634	220,557
61-90 Days	124,835	141,625	159,906	140,518	166,536	186,594	188,718	180,119	172,185
91-120 Days	133,114	128,398	157,652	162,486	176,658	142,878	157,785	152,015	148,177
120+ Days	1,151,904	1,177,951	1,280,758	1,277,236	1,895,453	2,106,082	2,186,934	2,221,266	2,133,478
Total	7,506,030	7,443,628	7,549,183	7,430,216	8,544,646	8,642,086	8,634,592	8,620,766	8,444,082

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

Ageing	2011-Q4 (R)	2012-Q1 (R)	2012-Q2 (R)	2012-Q3 (R)	2012-Q4 (R)	2013-Q1 (R)	2013-Q2 (R)	2013-Q3 (R)	2013-Q4 (R)
Current	804,629,572	687,599,778	606,254,395	568,096,358	815,910,903	659,375,569	584,414,823	563,689,345	564,836,232
30 Days	44,395,566	57,360,332	64,905,256	71,926,324	105,223,130	79,392,300	57,163,550	44,440,033	58,563,510
31-60 Days	21,981,639	32,553,014	40,294,499	35,907,349	48,092,276	53,576,476	33,071,716	27,646,108	27,833,248
61-90 Days	15,869,961	28,886,586	42,297,698	34,544,754	51,406,873	51,027,287	33,269,378	20,081,110	30,911,530
91-120 Days	6,219,665	13,033,501	17,333,211	14,924,694	23,169,896	30,048,951	15,010,417	10,435,170	5,913,455
120+ Days	34,270,739	62,598,502	84,179,738	127,008,740	92,119,629	126,509,683	147,784,224	151,114,575	103,232,940
Total	927,367,142	882,031,713	855,264,797	852,408,219	1,135,922,707	999,930,266	870,714,108	817,406,341	791,290,915

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

Ageing	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
Current	559,519	518,427	441,487	381,502	440,993	387,720	336,150	324,596	287,539
30 Days	26,470	36,200	34,722	32,227	43,028	41,104	25,869	21,206	29,363
31-60 Days	12,043	18,050	21,762	19,352	22,328	27,721	15,277	16,110	18,085
61-90 Days	8,816	14,956	26,335	22,610	24,979	22,377	19,072	10,355	18,362
91-120 Days	7,007	9,387	10,744	10,007	11,071	15,078	9,638	6,555	4,337
120+ Days	17,962	25,838	34,744	46,594	35,309	50,331	67,202	63,810	41,055
Total	631,817	622,858	569,794	512,292	577,708	544,331	473,208	442,632	398,741

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

Ageing	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
Current					18,797,125,039	18,141,010,352	18,870,418,372	20,556,711,400	18,978,686,912
30 Days					695,313,190	743,939,629	785,351,311	563,172,857	701,682,145
31-60 Days					258,615,376	303,148,562	306,571,054	227,796,021	261,310,324
61-90 Days					178,919,315	191,874,533	191,180,845	155,978,104	187,402,284
91-120 Days					165,718,173	148,485,471	155,286,539	130,566,764	152,353,248
120+ Days					1,092,330,011	1,231,107,268	1,400,262,835	2,326,146,364	1,670,359,939
Total					21,188,021,104	20,759,565,815	21,709,070,956	23,960,371,510	21,951,794,852

Table 27: Age analysis of accounts – developmental credit

Ageing	2011-Q4	2012-Q1	2012-Q2	2012-Q3	2012-Q4	2013-Q1	2013-Q2	2013-Q3	2013-Q4
Current					1,077,483	1,089,286	1,089,930	1,109,472	1,089,843
30 Days					6,355	6,813	8,137	7,130	7,414
31-60 Days					3,163	4,113	4,472	3,969	4,178
61-90 Days					1,976	2,201	2,629	2,713	3,133
91-120 Days					3,375	1,734	2,099	2,217	2,743
120+ Days					9,364	11,936	13,830	19,853	17,208
Total					1,101,716	1,116,083	1,121,097	1,145,354	1,124,519

