

## Finbond Group Limited

### South Africa Micro Finance Institution Analysis

October 2011

Security class	Rating scale	Currency	Rating	Rating watch	Expiry date
Long term	National	Rand	BB	No	09/2012

#### Financial data:

(US\$m Comparative)

	28/02/10	28/02/11
R/US\$ (avg.)	8.06	7.26
R/US\$ (close)	7.75	7.07
Total assets	62.3	62.2
Core capital‡	32.6	33.3
Borrowings	23.0	25.2
Net advances	12.4	13.5
Liquid assets	7.6	5.2
Operating income	34.5	19.6
Net profit after tax	7.2	(2.8)
Market cap. <sup>°</sup>	US\$8.2m/R64.9m	
Market share*	0.6%	
Market penetration <sup>¶</sup>	1.1%	

‡ Refers to common shareholders equity.

<sup>°</sup> Stock value on AltX (27 September 2011).

\* As a % of total unsecured credit extended for the period ended 28 February 2011.

<sup>¶</sup> Market share is based on direct peers only.

#### Fundamentals:

Finbond Group Limited ("Finbond" or "the group") is a listed, non-bank financial entity, focussing mainly on providing micro-finance products (credit and insurance) to the lower income mass market. The group operates a total of 185 hall-type branches (including an outlet in Namibia) - staffed/managed by 506 employees. Ownership of the group is spread between directors (39.2%), other institutional and private investors.

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#### Rating rationale

The rating is based on the following key factors:

- From a structural perspective, the group appears well positioned to transition out of infancy into a more stable growth phase, the most obvious of these building blocks relate to: *leadership* - the management team is recruited from within the micro-finance fraternity, hence possesses all the hard skills and expertise to take the business forward and/or respond to challenges; *infrastructure* - opting to build scale upfront has made the group accessible on a country wide basis, whilst also creating a fair amount of spare capacity; and finally, *market prospects* - operating in a growth segment, the group benefits from a steady client demand flow. This is further enhanced by the state's efforts to boost inclusion.
- Operationally, the group's recent activities have been varied, with observations thereon categorised as follows: *capital adequacy* - given the current level of shareholder participation, the group is considered suitably capitalised and boasts strong protection ratios. These include: an asset cover of 0.5x, total funding cover of 1.3x and arrears coverage (based on portfolio-at-risk 30-days) of 12.4x. It is noted though, that should the group's business move into a more formal environment, current best practise needs to evolve; *asset quality* - notwithstanding the group's success in transforming portfolio efficiency, some underlying quality issues remain, particularly the rate at which loan arrears transition through the ageing buckets after a failed payment/s. The resultant pooling of past due loans, combined with the contraction in gross loans outstanding, over accentuates the noted deterioration in portfolio quality; and *profitability* - consolidated bottom line earnings remained under pressure, with such held back by, one: the drag related to non-income producing assets, two: the cost hangover from non-core/phased out business units, and three: expansion costs. With profit erosion currently exceeding % of gross income, the group has been unable to become profitable on a recurring basis. The inferred level of earnings volatility is also considered a constraining factor (from a modelling and ratings perspective).

#### Financial flexibility

Made up entirely of debt sources, the group's total funding base remained fairly flat during the review period (up only 0.3% to R178.5m). By source, the funding pool comprises term facilities (89.1%), related party loans (4.6%) and short-term overdrafts (6.3%).



## Corporate profile

### Business summary

Finbond<sup>1</sup> is a locally-based microfinance institution (or “MFI”), focussed on providing suitable financial assistance to applicants in the lower income brackets.

Channel†	Coverage	Payment platform
Own branches	184 national, 1 regional	Direct debit order

† Summary of distribution points/footprint at end-February 2011.

### Ownership structure

The table below provides a basic breakdown of the group’s main shareholders as at end-February 2011.

Table 1: Effective shareholding	%
Public shareholders <sup>²</sup>	31.7%
Private shareholders	68.3%
<i>With the latter split between:</i>	
Statutory directors†	39.2%
Institutional entities	22.2%
Other‡	6.9%

<sup>²</sup> Being Metropolitan Life, Coronation, Investec and Grindrod Bank.

† Held by a trust, with the group CEO and chief CO as beneficiaries.

‡ Shares bought OTC by Finbond and those held by other individuals.

Source: Finbond.

### Governance structure<sup>2</sup>

The current directorate is made up of four executive directors and four non-executive directors (with these all considered to be independent of management). Furthermore, the duties of the chief executive and non-executive chairman have been separated so that no single individual and/or minority group has unfettered control over the decision making process.

The following items were also reviewed by GCR and found to be broadly in-line with pre-set requirements.

Testing description	Findings
Tenure of non-executive directors	Nine years, then re-elect
Board and management committees	Single layer feeding input
Composition of board/committees	Non-compliance disclosed
Committee charters & procedure docs.	Yes, last updated in 2011
Internal audit & compliance function	Yes (with board level input)
External auditors & rotation policy	KPMG, every seven years
Code of conduct/ Ethical practice rules	Yes, group wide principals

<sup>1</sup> Founded in 2001 as Finbond Property Finance Limited, the company originally operated as a private, mainstream mortgage originator (and was listed as such on the AltX in June 2007). From there, the company, via several business acquisitions (in March 2007 & 2009), expanded its operations - entering both the micro credit and credit life insurance markets - to form the present group (renamed in September 2009). Driven by a lack of approval volumes (with contribution to earnings falling back from 45.5% in F2008 down to 1% in F2010), the group decided to exit the mortgage origination business (in March 2010) – this also led to a complete restructuring of the group (at a business level) with all credit channels renamed to function under a single brand (Finbond Micro Finance) and all bond origination channels outsourced.

<sup>2</sup> Given the intricacies associated with good corporate governance (and the fact that these issues fall outside the scope of this report), GCR recommends an independent assessment to test true compliance.

## Operating environment<sup>3</sup>

The sections below provide a brief scoping of the company’s main operational area (or target market<sup>4</sup>).

### General overview

As is the case with most developing nations, access to financial services is, for the most part, an exclusive concept - with population demographics and slow socio-economic development playing a major role.

Description	Spectrum‡
<b>Basic demographics</b>	
Total population	48.7m
Total number of households	12.5m
<sup>°</sup> Average number members per household	3.9
<sup>°</sup> Average number contributors per household	1.2
Total working age population <sup>°</sup>	30.8m
<sup>°</sup> Population split by gross monthly income: FSM <sup>°</sup> 1 to 3	43.2%
<sup>°</sup> Population split by gross monthly income: FSM 4 to 6	44.8%
<sup>°</sup> Population split by gross monthly income: FSM 7 to 8	12.0%
<sup>°</sup> Age adjusted dependency ratio†	58.3%
<sup>°</sup> Male : Female sex split	47.6% : 52.4%
<sup>°</sup> Rural/Tribal : Urban/Peri-Urban location split	38.2% : 61.8%
Number of unemployed adults (actively seeking)	7.1m
Number of unemployed adults (discouraged)	10.0m
Number of employed adults	13.7m
<sup>°</sup> Labour force participation rate (all sectors)*	67.6%
<sup>°</sup> Unemployment rate (actual)	55.6%

‡ Per FinAccess & Stats SA’s latest national estimations (issued 2009).

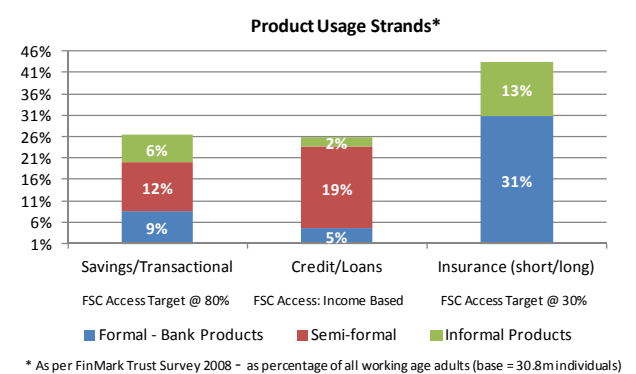
<sup>°</sup> Excludes population <14-years (24.8%) and >65-years of age (12.0%).

<sup>°</sup> Financial Services Measure, a socio-economic wealth profiling tool.

† Measures the pressure (or burden) on the productive population.

\* Includes employed and unemployed (but actively seeking) adults.

This notion is particularly evident when analysing basic product usage statistics - *low client integration*,



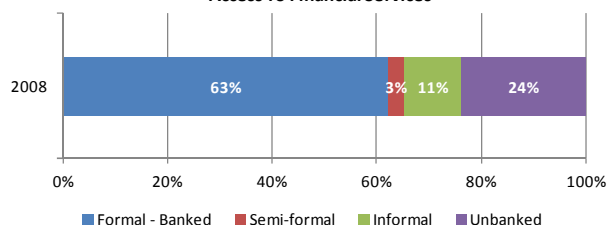
in combination with active users’ choice of service and/or product provider - *constricted access frontier*<sup>5</sup>.

<sup>3</sup> Covering the period up until 2008/2009 (most recent published data).

<sup>4</sup> Defined as working age adults that are employed by the formal sector.

<sup>5</sup> Whilst absolute usage percentages/penetration levels have improved markedly, some backward slippage was, however, noted. As personal incomes came under pressure (starting 2008), the cost of operating a savings/transactional account (if > 2%) became a burden (shown by an increase in the percentage of dormant accounts), especially considering the low usage rate (1-3 transactions per month in the lower income brackets, a fact that is not reflected by the product access statistics).

### Access To Financial Services\*



° Formal - the banked, those that use a bank, bank-like institution or insurance products  
 ° Semi-formal - those that use services from non-bank financial institutions like SACCOs & MFIs  
 ° Informal - those that use services like ASCAs, ROSCAs and groups/individuals other than family/friends  
 ° Excluded - those which use no financial services (no borrowing/lending/insuring, cash-based only)  
 \* As per FinMark Trust Survey 2008 - as percentage of all working age adults (base = 30.8m individuals)

### Other market metrics

Converting the premise of opportunity into useful numerical boundaries/estimations, however, requires a number of subjective tweaks and assumptions to compensate for the shallow pool of inclusive data<sup>6</sup>.

Description	Spectrum†
<b>Basic target market calculations</b>	
Total number of individuals formally employed	9.9m
Gross wallet size (personal income per annum)	R284.2bn
Haircut: No borrowing desire <sup>°</sup>	29.2%
Haircut: Do not meet borrowing criteria†	30.0%
Total number of individuals in target zone	4.9m
Gross wallet size (personal income per annum)‡	R22.1bn

† Per FinAccess & Stats SA's latest national estimations (issued 2009).  
 ° Include total market captured by/provider outreach of MFIs (2.7%).  
 † Where essential expenses & loan repayments ≥ 70% of gross income.  
 ‡ Affordability based on a 25% effective interest rate and a 20% i2i.

### Competitive landscape<sup>7</sup>

Government's latest attempt at stimulating broad-based financial inclusion<sup>8</sup> will see Postbank enter the market as a fully-fledged, state-owned retail bank.

Capacity metrics	ABL†	Capitec	Ubank‡	Postbank <sup>°</sup>
Contact points	478	363	96	2,466
Value of deposits	-	6.2bn	2.6bn	3.7bn
Value of loan book	R30.6bn	R10.9bn	R467.6m	-

† African Bank does not take deposits, all funding commercial nature.  
 ‡ Re-branded in 2010 (in-line with Teba Bank's expansion strategy).  
 ° Postbank's expansive reach will be a major competitive advantage. At present loans are provided to clients via Bayport (no risk taken on).

Whilst it is likely to be some time before Postbank matures into a serious player, the potential crowding-out effect must be seen as the single largest risk here<sup>9</sup>.

<sup>6</sup> As such, the agency focussed solely on profiling the potential credit market (static view). Savings behaviour (albeit important to gauge banks' funding mobilisation strategies) fluctuates hugely based on prevailing economic fortunes (both country and personal) – thus predictions/estimations hereon are not accounted for (no discount).

<sup>7</sup> Finbond has applied for a Mutual Banking licence, which will allow the group to take deposits – and also be more comparable to its peers.

<sup>8</sup> After several failed attempts to engage the private sector in extending its reach (see the Financial Services Charter and the Mzansi account).

<sup>9</sup> Anecdotal evidence supports government's support to ailing (state run) commercial enterprises (e.g. South African Airways). As such, it will be impossible for the private sector to compete against the depth of the state's purse. Also, infrastructure will be developed via the tax-base.

## Financial profile

### Funding structure

The company's funding structure is made up entirely of borrowings – sourced, in part, from international development agencies and local wholesale lenders.

Table 2: Funding base	F10		F11	
	R'000	%	R'000	%
<b>Long-term borrowings</b>	<b>140,026</b>	<b>78.7</b>	<b>159,112</b>	<b>89.1</b>
Term facilities <sup>°</sup>	103,514	58.2	134,800	75.5
Preference shares <sup>°</sup>	36,500	20.5	24,299	13.6
Other	12	-	13	-
<b>Short-term borrowings</b>	<b>38,009</b>	<b>21.3</b>	<b>19,371</b>	<b>10.9</b>
Related party loans	13,473	7.5	8,055	4.6
Bank overdrafts <sup>°</sup>	24,536	13.8	11,316	6.3
<b>Total</b>	<b>178,035</b>	<b>100.0</b>	<b>178,483</b>	<b>100.0</b>
Due within 12-months	74,163	41.7	70,186	39.3
Due after 12-months	103,872	58.3	108,297	60.7

<sup>°</sup> With most of the underlying facilities provided on a secured basis.

Source: Finbond.

The salient features of all non-permanent funding facilities, in turn, are described in more detail below.

Grantor	Facility	Interest (%)	Final maturity
<b>ABSA Bank</b>			
Mortgage bond <sup>°</sup>	R1.4m	Prime less 1.7%	February 2027
Overdraft*	R1.3m	Prime/Overdraft	On demand
<b>Standard Chartered</b>			
Term facility <sup>°†</sup>	R55.8m	3M Jibar plus 3%	June 2013
Overdraft <sup>°</sup>	R9.9m	Prime plus 2%	On demand
<b>FMO</b>			
Term facility <sup>°</sup>	R24.8m	6M Jibar plus 6%	September 2013
Mezzanine facility <sup>10°</sup>	R49.6m	6M Jibar plus 2%	September 2013
<b>Investec Bank</b>			
Preference shares <sup>°</sup>	R24.3m	80% of overdraft	January 2013
<b>Nedbank</b>			
Mortgage bond <sup>°</sup>	R3.2m	Prime less 0.4%	February 2012
<b>Related party loans</b>			
Term facility	R8.1m	3M Jibar plus 15%	No fixed terms

<sup>°</sup> Secured by investment property with a book value of R48m (total).

\* Secured by property, plant and equipment to the value of R5.3m.

† Subsequent to year-end, the group paid instalments due of R11.1m.

<sup>°</sup> Secured by gross loans at 1.6x (StanChart) and 0.6x cover (Investec).

Source: Finbond.

Combining the expected amortisation profile of the existing funding with the group's real life usage statistics (dynamic cash out) indicates a need for a deeper and more flexible pool of funding<sup>11</sup> - if the forecasted level of business growth is to be achieved.

<sup>10</sup> Although the group regards the mezzanine tranche as secondary capital (per internal memo's and capital adequacy calculations), the fact that the loan is (i) not unsecured, (ii) not subordinated, and (iii) not free of restrictive clauses, makes it ineligible to be used as such.

<sup>11</sup> Firstly, to grow at the envisaged rates, the group needs more funding with less restrictions (thus making it cheaper). This is also relevant given the fast approaching refinance dates (average of 2-years out). Secondly, with the group operating in a fairly seasonal environment, the heavy demand for loans at the beginning and end of each calendar year pushes the business into a cash negative/net outflow position during those periods – week 1 & 2 (based on cash sweepings) and month 1,2,3, 10 & 11 (based on monthly operational cash flows).

Planned fund raising	Amount	Term	Issue date
Private bond/note issue	R50m	3-years	November 2011
Private bond/note issue	R50m	2-years	November 2011
Issue through debt market	R150m	Undecided	August 2012

Being a caveat to the above, though, is the fact that nearly all of the group's funding is of a secured nature, with just under 7/8 of the gross loan portfolio<sup>12</sup> and 1/3 of the investment properties so encumbered - making such ineligible for any future debt pledges<sup>13</sup>.

Access to security - Availability profile†	Amount	Share
Loans and advances (all inclusive)	R8.0m	6.3%
Investment property	R136.1m	65.7%
Property, plant and equipment	R17.2m	76.4%

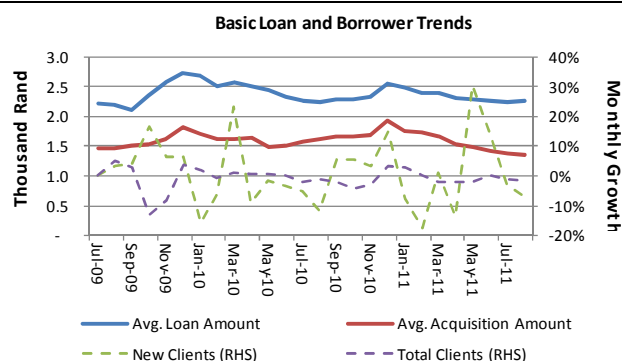
† As at year-end - however, loans of R17.6m were released post publish.

It also implies that should the group be successful with its proposed funding plans, the claims of all new lenders will be subordinated to the existing funders.

## Micro-finance operations

### Portfolio evolution

Before considering the company's growth history, note must be taken that the supplied data covers only a limited time frame/period, thus resulting in a slight skewing of the business and client evolution trends.



What is more, the extreme short-dated nature of the book largely eliminates the usefulness of standard portfolio growth markers (used to gauge activity<sup>14</sup>) - as is depicted by the downward sloping trend<sup>15</sup> in clients/loans on book and gross loans outstanding, despite the underlying level of inter-month activity.

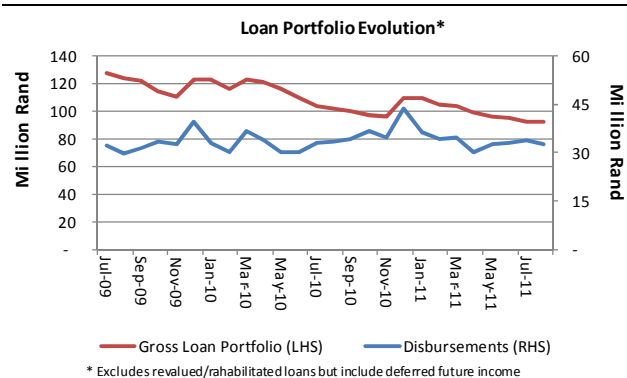
What is important, though, is as the portfolio leaned out, intrinsic risk started to ease off - as shown by the gradual drop off in the average acquisition amount.

<sup>12</sup> Being gross loans including deferred income and revalued loans.

<sup>13</sup> Unless early debt repayments help to release/free up some collateral.

<sup>14</sup> Given the increased focus on advancing shorter-term loan products, a significant number of open accounts are settled/paid up before month/year-end, and is therefore excluded from the balance sheet. This, in turn, understates the true level of business/loan activity.

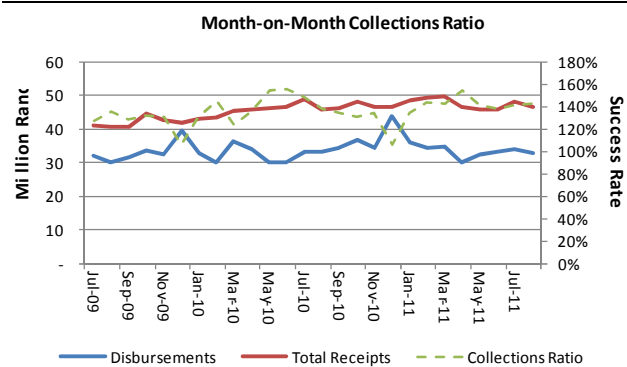
<sup>15</sup> This was exacerbated further by the introduction of an upfront loan scoring filter (Codix Credit Scores) in March 2011 - with the pre-set rejection rates largely skewed towards the medium-term products.



\* Excludes revalued/rehabilitated loans but include deferred future income

Finally, the increase in the loan churn rate has led to committed cash being collected much faster<sup>16</sup>, thus sustaining the higher inter-month business volumes.

What should also be considered is that the collections success rate is (i) largely concentrated in the earlier loan ageing buckets<sup>17</sup>, and thus (ii) relies heavily on the origination frequency of new loans into the book.



### Portfolio quality

Despite the group's success in transforming portfolio efficiency, some underlying quality issues remain - particularly the rate at which loan arrears transition through the ageing buckets after a failed payment/s.

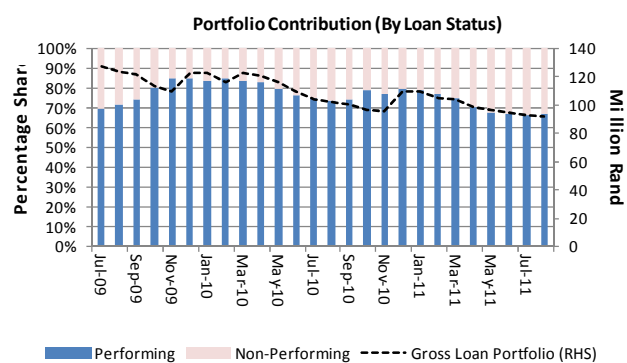
Table 3: Asset quality	F09	F10
	R'000	R'000
<b>Gross advances</b>	<b>102,994</b>	<b>106,425</b>
Total balance - per board pack	116,534	105,146
Add: Rehabilitated debtors	15,177	22,621
Less: Deferred future income	(28,717)	(21,342)
Performing	85,346	82,197
Non-performing	17,648	24,228
Less: Provisions	(6,819)	(10,704)
<b>Net advances</b>	<b>96,175</b>	<b>95,721</b>
<b>Gross non-performing loan ratio</b>	<b>17.1%</b>	<b>22.8%</b>
<b>Net non-performing loan ratio</b>	<b>11.3%</b>	<b>14.1%</b>
<b>Credit loss ratio (avg. advances)</b>	<b>22.5%</b>	<b>22.4%</b>
<b>Credit loss ratio (avg. instalments)</b>	<b>19.4%</b>	<b>19.2%</b>
<b>Provisions to average advances</b>	<b>5.5%</b>	<b>10.2%</b>

Source: Finbond.

<sup>16</sup> The book now turns in 2.4-months, compared to 3.3-months initially.

<sup>17</sup> Stripping out the impact of loans granted/cash received in the same month and the average collections rate drop to 11.1% (last 12M's).

The resultant pooling of past due loans, combined with the contraction in gross loans outstanding, over accentuates the perceived weakening in asset quality.



Analysing the back-end data also reveals quite a lot of action off-balance sheet, and whilst credit was given to the relative success of the group's remedial activities, the fact remains that the core of the book must be improved to minimise the reliance on such.

Description	Result
<b>Bucket roll rates†</b>	
Current to 30-days	55.8%
31-days to 60-days	82.9%
61-days to 90 days	87.4%
<b>Other data</b>	
Average write-off rate*	23.6%
Average term to write-off	6.4-months
Provision coverage (≥ 90-days)²	61.4%
Average recovery rate‡	21.5%

† Gross forward roll rates, based on days past contractual due date.

\* Shown as a percentage of loans in arrears for 90-days and/or more.

‡ Shown as a percentage of the last 12-month cumulative write-offs.

² Relates to the allocation of total provisions to this ageing bucket.

## Financial performance

A 5-year financial synopsis is reflected at the back of this report, supplemented by the commentary below.

Table 4: Profit share (by source/division)†	F10		F11	
	R'm	%	R'm	%
<b>Including asset based gains/ (losses)</b>				
Micro-finance	4,086	7.0	7,774	(38.2)
Property investments	105,766	181.7	(902)	4.4
Mortgage origination	(4,671)	(8.0)	717	(3.5)
Group reconciling	(46,984)	(80.7)	(27,933)	137.3
<b>Net profit/ (loss) after tax</b>	<b>58,198</b>	<b>100.0</b>	<b>(20,344)</b>	<b>100.0</b>
<b>Excluding asset based gains/ (losses)</b>				
Micro-finance	348	(0.4)	7,751	(795.9)
Property investments	(33,015)	39.2	(902)	92.6
Mortgage origination	(4,671)	5.5	717	(73.6)
Group reconciling	(46,984)	55.7	(8,541)	876.9
<b>Net profit/ (loss) after tax</b>	<b>(84,322)</b>	<b>100.0</b>	<b>(974)</b>	<b>100.0</b>

† Income before headline adjustments.

Source: Finbond.

Bottom line earnings remained under pressure - with such held back by, one: the drag related to non-income producing assets, two: the cost hangover from non-core business units, and three: expansion costs.

For the group to return to profitability, though, the level of expenditure must either be reigned in or income from operations must be increased to match and/or moderate the effect leakages have on profits.

A summary of all the gyrating forces on the income statement, and its eventual outcome, is shown below.

### Movement per main income statement lines

Net interest income	↓ 7.4% due to the impact of a 150bps drop in the prime interest rate on cash held, and the fairly subdued growth in advances. This was, however, partially offset by a reduction in liquidity costs (at the expense of using cash).
Other income	Net fee income (initiation and service fees) ↑ 32.4% to R96.2m; Net commission income (from mortgage business) ↓ 0.8% to R1.4m; Other income (mainly insurance premiums) ↑ 35.8%. In total, annuity income ↑ 32.5%.
Asset based income	Made up of fair value adjustments on assets, impairment gains/ (losses) on intangibles, and profit/ (loss) on sale/purchase of subsidiaries. The impact of these are considered distortive and should be excluded from any/all analysis.
Impairment charge	Provisions raised ↓ 15.2% as actual bad debt write-offs were ↓ 36.7% at R31.6m and net recoveries increased from R8.8m to R12.5m.
Operating expenses	Total expenses ↓ 23.2%, albeit still very high. Staff compensation costs fairly flat (↑ 0.6%).

## Future prospects

Although specifics are omitted from this report, the year-to-date reporting packs, as well as the associated budgets have been reviewed - that said, the group is still in a large loss generating position, making the attainment of the budgets for the period unlikely.

# Finbond Group Limited

(South African Rand in '000 except as noted)

For the year ended 28 February

<b>Income Statement</b>	<b>2007</b>	<b>2008*<sup>§</sup></b>	<b>2009*</b>	<b>2010<sup>§</sup></b>	<b>2011</b>
Interest income	391	63,669	55,197	65,599	58,427
Interest expense	-	(5,459)	(15,498)	(19,724)	(15,949)
<b>Net interest income</b>	<b>391</b>	<b>58,210</b>	<b>39,699</b>	<b>45,875</b>	<b>42,478</b>
Asset related gains / (losses) <sup>¶</sup>	1,651	4,114	(67,412)	142,520	(19,370)
Other income	12,497	112,155	84,770	89,929	119,193
<b>Total operating income</b>	<b>14,538</b>	<b>174,479</b>	<b>57,057</b>	<b>278,324</b>	<b>142,301</b>
Loan loss provision	(14)	(3,893)	(7,745)	(27,669)	(23,461)
Operating expenditure	(6,175)	(81,928)	(111,369)	(189,307)	(145,327)
<b>Net profit/ (loss) before tax</b>	<b>8,349</b>	<b>88,658</b>	<b>(62,058)</b>	<b>61,348</b>	<b>(26,487)</b>
Tax	(2,551)	(25,989)	4,376	(3,150)	6,143
<b>Net profit/ (loss) after tax</b>	<b>5,798</b>	<b>62,669</b>	<b>(57,681)</b>	<b>58,198</b>	<b>(20,344)</b>
Other after-tax income / (expenses)	-	(2,403)	(3,279)	-	323
<b>Net attributable income/ (loss)</b>	<b>5,798</b>	<b>60,265</b>	<b>(60,960)</b>	<b>58,198</b>	<b>(20,021)</b>
<b>Balance Sheet</b>					
Ordinary share capital and reserves	9,720	276,269	193,689	252,451	235,536
<b>Total capital and reserves</b>	<b>9,720</b>	<b>293,186</b>	<b>213,885</b>	<b>252,593</b>	<b>235,095</b>
Long-term borrowings	1,463	77,332	145,491	140,026	159,112
Short-term borrowings	-	-	8,094	38,009	19,371
Other liabilities	4,790	70,841	47,764	52,145	25,846
<b>Total capital and liabilities</b>	<b>15,973</b>	<b>441,359</b>	<b>415,234</b>	<b>482,773</b>	<b>439,424</b>
Cash and liquid assets	1,101	47,999	86,759	58,686	36,938
Net customer loans	6,077	109,117	118,391	95,635	95,578
Other loans	5,053	9,210	11,253	540	143
Other assets	3,742	275,034	198,831	327,912	306,765
<b>Total assets</b>	<b>15,973</b>	<b>441,359</b>	<b>415,234</b>	<b>482,773</b>	<b>439,424</b>
<b>Contingencies</b>	<b>284.44</b>	<b>19,409</b>	<b>14,766</b>	<b>33,686</b>	<b>33,798</b>
<b>Key ratios (%)</b>					
<b>Financial management</b>					
Interest expenses / Average gross advances	n.a.	7.7	11.4	16.0	15.2
Interest expenses / Average funding liabilities	n.a.	13.9	13.4	11.9	8.9
Interest bearing debt / Total capital (:1)	0.2	0.3	0.7	0.7	0.8
Total capital / Total assets	60.8	66.4	51.5	52.3	53.5
Internal capital generation	36.3	14.2	(13.9)	12.1	(4.6)
Cash and liquid assets / Total assets	6.9	10.9	20.9	12.2	8.4
<b>Asset quality</b>					
Portfolio at risk‡ / Gross advances	no data <sup>°</sup>	no data <sup>°</sup>	no data <sup>°</sup>	11.7	17.7
Loan loss reserves / Average gross advances	n.a.	16.5	9.8	5.5	10.2
Loan loss reserves / Portfolio at risk‡	no data <sup>°</sup>	no data <sup>°</sup>	no data <sup>°</sup>	56.6	56.8
Bad debt charge / Average gross advances	n.a.	5.5	5.7	22.5	22.4
Bad debt charge / Total operating income	0.1	2.2	13.6	9.9	16.5
<b>Efficiency and Productivity</b>					
Operating expenses / Average gross advances	n.a.	116.1	81.6	153.9	138.8
Cost per loan (Rand value)	no data <sup>°</sup>	no data <sup>°</sup>	no data <sup>°</sup>	4,082.4	3,298.8
Operating expenses / Operating income	42.5	47.0	195.2	68.0	102.1
<b>Profitability</b>					
Net interest margin	n.a.	70.9	21.9	25.5	29.6
Net interest income / Average gross advances	n.a.	82.5	29.1	37.3	40.6
Non interest income / Total operating income	86.0	64.3	148.6	32.3	83.8
Net profit margin	57.4	50.8	(108.8)	22.0	(18.6)
Portfolio yield	n.a.	249.2	102.6	126.4	169.6
ROaE	n.a.	39.8	(24.0)	25.0	(8.2)
ROaA	n.a.	26.4	(14.2)	13.0	(4.3)
<b>Nominal growth indicators</b>					
Total assets	n.a.	28.0x	(5.9)	16.3	(9.0)
Net customer loans	n.a.	24.5x	8.5	(19.2)	(0.1)
Shareholders equity	n.a.	28.4x	(29.9)	30.3	(6.7)
Attributable income	n.a.	10.4x	(201.2)	n.a.	n.a.

\* Several business acquisitions were made to form the Finbond Group (1 March 2007 & 2009).

§ Finbond was listed on the local bourse's second tier, or AltX, on 15 June 2007 (or 2Q F2008).

¶ Finbond Group exits mortgage origination business (1 March 2011) - profit contribution now less than 1%.

° Relates to revaluations, recognition of goodwill, net profit on sale/purchase and impairment losses on intangibles.

° The ageing data provided were not sufficiently detailed to calculate the risk percentages for these fields.

‡ Refers to loans past due for more than 30-days.