

Bayport Securitisation (RF) Ltd  
Investor Report  
August 2012

## Monthly Investor Report

### Financial statistics for the period ended August 2012

		Aug 12	Jul 12	Jun 12	May 12	Apr 12	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11
<b>Performance ratios *</b>													
Total income as a % of ave gross loans and advances	%	<b>36.4%</b>	35.5%	36.3%	36.3%	36.9%	37.4%	36.8%	37.2%	37.6%	37.6%	37.6%	37.9%
Direct and indirect expenses to ave gross loans and advance	%	<b>11.3%</b>	11.7%	11.5%	11.4%	11.3%	11.1%	11.0%	10.9%	10.7%	10.4%	10.0%	9.5%
Direct and indirect expenses to total income	%	<b>31.0%</b>	32.8%	32.0%	31.5%	30.6%	29.9%	29.9%	29.4%	28.5%	27.7%	26.6%	25.1%
Return on assets	%	<b>3.1%</b>	2.8%	3.2%	3.2%	3.6%	3.8%	3.0%	3.3%	3.7%	3.8%	4.0%	4.4%
Gearing ratio	times	<b>3.2</b>	3.4	3.6	3.7	3.8	3.8	3.8	3.8	3.8	3.7	3.7	3.7
Interest margin	%	<b>20.8%</b>	20.1%	20.5%	20.7%	20.9%	21.2%	20.5%	20.2%	20.5%	20.7%	20.7%	20.9%
<b>Asset and credit quality ratios</b>													
Gross loans and advances	R '000	<b>4 562 000</b>	4 378 319	4 251 633	4 190 887	4 050 117	3 909 388	3 670 663	3 589 566	3 479 013	3 360 009	3 217 859	3 087 287
Non-Performing Loans ("NPLs")	R '000	<b>1 367 012</b>	1 289 822	1 255 961	1 209 977	1 152 165	1 081 954	932 902	902 000	852 284	810 976	767 391	733 989
Impairment provision	R '000	<b>705 816</b>	657 336	639 856	621 680	600 180	562 782	475 684	455 734	429 848	412 325	402 732	390 706
Net loans and advances	R '000	<b>3 856 184</b>	3 720 983	3 611 777	3 569 207	3 449 937	3 346 606	3 194 979	3 133 832	3 049 165	2 947 684	2 815 127	2 696 581
Non-performing loans ratio	%	<b>30.0%</b>	29.5%	29.5%	28.9%	28.4%	27.7%	25.4%	25.1%	24.5%	24.1%	23.8%	23.8%
Provision coverage	%	<b>15.5%</b>	15.0%	15.0%	14.8%	14.8%	14.4%	13.0%	12.7%	12.4%	12.3%	12.5%	12.7%
<b>Funding and cash reserves</b>													
Interest bearing liabilities	R '000	<b>3 546 931</b>	3 433 566	3 696 138	3 378 753	3 380 493	3 192 572	3 052 230	2 936 389	2 991 486	3 143 025	2 711 968	2 580 254
Average cost of borrowings	%	<b>11.4%</b>	11.4%	11.5%	11.4%	11.6%	11.7%	11.6%	11.6%	11.6%	11.4%	11.6%	11.6%
Cash and cash equivalents	R '000	<b>87 192</b>	68 556	463 492	156 216	242 377	196 047	134 686	60 130	249 570	465 646	141 944	98 488

\* 12 months rolling average

## Monthly Investor Report

### Origination

		% change MOM	Aug 12	Jul 12	Jun 12	May 12	Apr 12	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11
Disbursements	R '000	0.7%	<b>234 499</b>	232 898	177 163	244 306	226 452	234 723	210 054	207 276	210 076	252 077	241 500	206 558
Number of new loans		6.8%	<b>19 117</b>	17 892	14 570	17 584	15 681	16 882	14 533	15 622	15 755	18 920	17 484	15 205
Number of loans on book		2.7%	<b>326 315</b>	317 665	310 876	308 009	301 992	296 588	283 038	280 359	275 007	268 683	261 346	257 879
Average loan value at acquisition Rand		(5.8%)	<b>12 267</b>	13 017	12 159	13 894	14 441	13 904	14 454	13 268	13 334	13 323	13 813	13 585
Average term at aquisition	Months	(2.6%)	<b>30.2</b>	31.0	30.1	31.9	33.0	32.1	32.6	31.4	31.6	30.5	31.5	31.6

### Statistics

#### Loans and advances by geographic location

Province	Cellular	Payroll	Debit order	Total
Eastern Cape	11%	10%	10%	10%
Free State	6%	7%	8%	7%
Gauteng	32%	47%	29%	32%
Kwazulu-Natal	16%	11%	20%	19%
Limpopo	7%	3%	6%	6%
Mpumalanga	8%	3%	5%	5%
Northern Cape	3%	2%	3%	3%
Northwest	7%	5%	5%	5%
Western Cape	10%	12%	14%	13%
	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

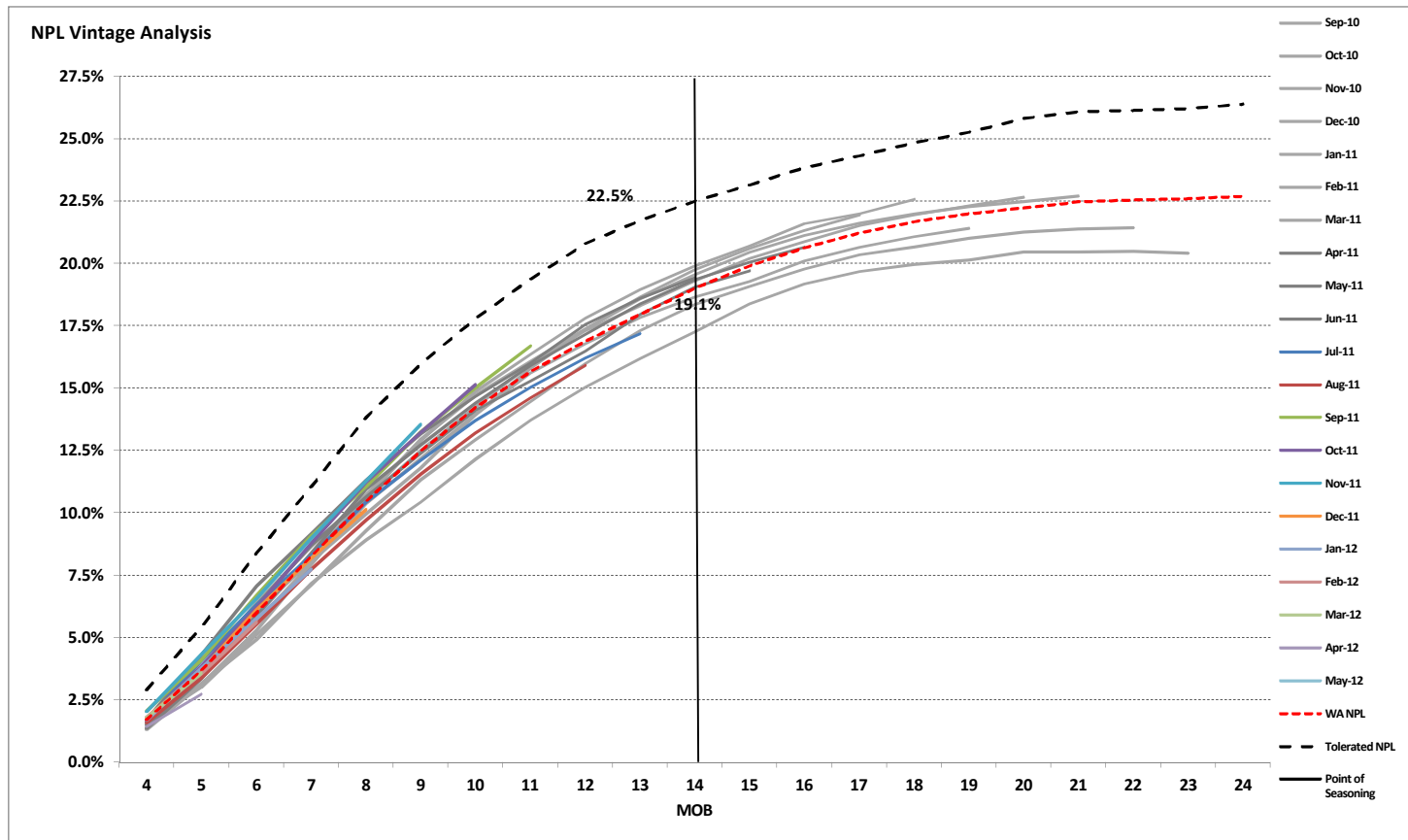
## Monthly Investor Report

### Asset quality

	% change MOM	Aug 12 R'000	Jul 12 R'000	Jun 12 R'000	May 12 R'000	Apr 12 R'000	Mar 12 R'000	Feb 12 R'000	Jan 12 R'000	Dec 11 R'000	Nov 11 R'000	Oct 11 R'000	Sep 11 R'000
<b>Gross loans and advances</b>	4.2%	<b>4 562 000</b>	4 378 319	4 251 633	4 190 887	4 050 117	3 909 388	3 670 663	3 589 566	3 479 013	3 360 009	3 217 859	3 087 287
Performing loans	3.4%	<b>3 194 988</b>	3 088 497	2 995 672	2 980 910	2 897 952	2 827 434	2 737 761	2 687 566	2 626 729	2 549 033	2 450 468	2 353 298
Non-performing loans	6.0%	<b>1 367 012</b>	1 289 822	1 255 961	1 209 977	1 152 165	1 081 954	932 902	902 000	852 284	810 976	767 391	733 989
<b>Impairment provision</b>													
Opening balance	2.7%	<b>657 336</b>	639 856	621 680	600 180	562 782	475 684	455 734	429 848	412 325	402 732	390 706	357 613
Bad debt written-off	3.7%	<b>(23 923)</b>	(23 080)	(21 773)	(21 598)	(9 614)	(26 404)	(43 661)	(19 114)	(15 345)	(24 086)	(21 995)	(26 949)
Provision raised	78.5%	<b>72 403</b>	40 560	39 949	43 098	47 012	113 502	63 611	45 000	32 868	33 679	34 021	60 042
Closing balance	7.4%	<b>705 816</b>	657 336	639 856	621 680	600 180	562 782	475 684	455 734	429 848	412 325	402 732	390 706

# Monthly Investor Report

## Asset quality (continued)



## Monthly Investor Report

### Asset quality (continued)

<b>Contractual delinquency (CD) loans and advances distribution *</b>	<b>Aug 12</b>	Jul 12	Jun 12	May 12	Apr 12	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11
	<b>%</b>	%	%	%	%	%	%	%	%	%	%	%
0	<b>59.8%</b>	59.4%	59.0%	60.4%	60.5%	61.0%	62.7%	63.4%	64.2%	65.3%	65.1%	64.0%
1	<b>4.5%</b>	5.2%	5.6%	4.9%	5.1%	5.3%	6.0%	5.5%	5.6%	5.0%	5.1%	5.4%
2	<b>2.9%</b>	3.2%	3.1%	3.1%	3.1%	3.4%	3.2%	3.3%	3.2%	2.9%	3.0%	3.7%
3	<b>2.8%</b>	2.7%	2.8%	2.7%	2.9%	2.6%	2.7%	2.7%	2.5%	2.7%	3.0%	3.1%
4 +	<b>30.0%</b>	29.5%	29.5%	28.9%	28.4%	27.7%	25.4%	25.1%	24.5%	24.1%	23.8%	23.8%
<b>Monthly loans and advances movement</b>												
	<b>R'000</b>	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Opening balance	<b>4 378 319</b>	4 251 633	4 190 887	4 050 117	3 909 388	3 670 663	3 589 566	3 479 013	3 360 009	3 217 859	3 087 287	2 950 291
Disbursements	<b>234 499</b>	232 898	177 163	244 306	226 452	234 723	210 054	207 276	210 076	252 077	241 500	206 558
Interest and other similiar income	<b>156 115</b>	92 689	95 734	91 323	90 090	118 904	79 502	81 257	82 452	77 637	78 301	74 416
Non-interest revenue	<b>62 960</b>	66 582	53 452	67 166	60 133	63 259	59 113	55 466	64 493	64 039	60 587	80 218
Collections	<b>(250 281)</b>	(246 577)	(248 800)	(245 235)	(230 157)	(237 997)	(226 042)	(216 259)	(225 488)	(229 442)	(233 682)	(207 845)
Bad debt write-offs and write-backs	<b>(19 613)</b>	(18 905)	(16 803)	(16 790)	(5 789)	59 836	(41 530)	(17 187)	(12 529)	(22 161)	(16 134)	(16 351)
Closing balance	<b>4 562 000</b>	4 378 319	4 251 633	4 190 887	4 050 117	3 909 388	3 670 663	3 589 566	3 479 013	3 360 009	3 217 859	3 087 287

\* Arrears instalments

## Monthly Investor Report

### Liquidity and funding

	% change MOM	<b>Aug 12</b> <b>R'000</b>	Jul 12 R'000	Jun 12 R'000	May 12 R'000	Apr 12 R'000	Mar 12 R'000	Feb 12 R'000	Jan 12 R'000	Dec 11 R'000	Nov 11 R'000	Oct 11 R'000	Sep 11 R'000
<b>Funding</b>													
Class A Notes (senior)	2.2%	<b>2 331 493</b>	2 281 493	2 268 384	2 268 384	2 268 384	2 148 572	2 148 572	2 148 572	2 199 711	2 199 711	1 814 711	1 724 711
Senior warehouse funding	0.0%	-	-	255 813	253 719	251 584	252 971	171 727	70 527	70 000	220 000	220 000	200 000
Class B Notes (Mezzanine)	30.6%	<b>213 648</b>	163 648	167 878	167 878	167 878	168 907	168 907	168 907	169 848	169 848	114 848	114 848
Other subordinated funding	1.4%	<b>1 001 790</b>	988 425	1 004 063	688 772	692 647	622 122	563 024	548 383	551 927	553 466	562 409	540 695
Total interest bearing liabilities	3.3%	<b>3 546 931</b>	3 433 566	3 696 138	3 378 753	3 380 493	3 192 572	3 052 230	2 936 389	2 991 486	3 143 025	2 711 968	2 580 254
Average cost of borrowings	0.1%	<b>11.4%</b>	11.4%	11.5%	11.4%	11.6%	11.7%	11.6%	11.6%	11.6%	11.4%	11.6%	11.6%
Cash and cash equivalents	27.2%	<b>87 192</b>	68 556	463 492	156 216	242 377	196 047	134 686	60 130	249 570	465 646	141 944	98 488
Average cash reserves (3 months)	(10.0%)	<b>206 413</b>	229 421	287 361	198 213	191 037	130 288	148 129	258 449	285 720	235 360	119 559	104 438

## Monthly Investor Report

### Liquidity and funding (continued)

#### Listed notes in issue

Instrument	Coupon rate	Class	Nominal amount at issue	Month end principal balance	Issue date	Maturity date
BAYA01	12.550%	A	425 000 000	301 286 639	2010/03/31	2016/03/31
BAYA02	3-month JIBAR plus 4.750%	A	75 000 000	75 000 000	2010/03/31	2013/06/30
BAYA04	11.480%	A	20 000 000	14 256 648	2010/08/31	2015/09/30
BAYA05	11.450%	A	33 000 000	23 534 407	2010/09/27	2015/09/30
BAYA06	11.920% *	A	550 000 000	472 381 683	2010/09/30	2016/09/30
BAYA07	11.360%	A	34 000 000	24 642 791	2010/10/25	2015/12/31
BAYA08	11.780%	A	50 000 000	50 000 000	2010/11/15	2017/12/31
BAYA09	3-month JIBAR plus 5.000%	A	75 000 000	53 411 759	2010/12/06	2015/12/31
BAYA10	3-month JIBAR plus 5.000%	A	40 000 000	28 426 134	2010/12/13	2015/12/31
BAYA11	3-month JIBAR plus 5.000%	A	60 000 000	46 056 677	2011/01/03	2016/03/31
BAYA12	11.005%	A	20 000 000	15 980 637	2011/01/12	2016/03/31
BAYA13	12.070%	A	80 000 000	64 273 971	2011/03/10	2016/03/31
BAYA14	11.480%	A	13 000 000	9 266 824	2010/08/31	2015/09/30
BAYA15	11.530%	A	100 000 000	84 353 856	2011/06/14	2016/06/30
BAYA16	10.380%	A	10 000 000	9 158 103	2011/10/12	2016/09/30
BAYA17	3-month JIBAR plus 4.450%	A	80 000 000	73 211 846	2011/10/21	2016/09/30
BAYA18	3-month JIBAR plus 4.450%	A	100 000 000	91 514 807	2011/11/30	2016/09/30
BAYA19	3-month JIBAR plus 4.450%	A	135 000 000	124 258 173	2011/11/30	2016/12/31
BAYA20	3-month JIBAR plus 3.900%	A	150 000 000	125 478 516	2011/11/30	2014/09/30
BAYA21	3-month JIBAR plus 1.750%	A	100 000 000	100 000 000	2012/04/30	2013/03/30
BAYA22	3-month JIBAR plus 3.800%	A	100 000 000	100 000 000	2012/04/30	2015/09/30
BAYA23	10.51%	A	300 000 000	300 000 000	2012/07/02	2017/06/30
BAYA24	11.09%	A	95 000 000	95 000 000	2012/07/02	2017/06/30
BAYA25	3-month JIBAR plus 4.150%	A	50 000 000	50 000 000	2012/08/15	2017/06/30
<b>Subtotal Class A notes</b>			<b>2 695 000 000</b>	<b>2 331 493 471</b>		
BAYB02	15.550%	B	30 000 000	21 818 437	2010/03/31	2016/03/31
BAYB03	15.360%	B	55 000 000	55 000 000	2011/11/30	2016/12/31
BAYB04	14.23%	B	90 000 000	86 829 767	2012/04/02	2017/03/31
BAYB05	3-month JIBAR plus 7.500%	B	50 000 000	50 000 000	2012/08/15	2019/06/30
<b>Subtotal Class B notes</b>			<b>225 000 000</b>	<b>213 648 204</b>		
<b>Total</b>			<b>2 920 000 000</b>	<b>2 545 141 675</b>		

\*To 30 Sep 2012, the greater of (1) 11.920% and (2) 3-month JIBAR plus 4.750% and from 1 Oct 2012, 3-month JIBAR plus 4.750%. Current rate 11.920%.



## Monthly Investor Report

### Covenant compliance

	Current requirement	Aug 12	Jul 12	Jun 12	May 12	Apr 12	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11
<b>Financial covenants</b>													
Senior Debt Cash Flow Cover Ratio	≥ 1.50 times	<b>4.4</b>	4.7	4.3	4.4	3.9	3.7	4.1	3.7	4.3	5.1	5.3	4.8
Senior Debt Interest Cover Ratio	≥ 3.50 times	<b>7.8</b>	5.7	4.7	5.6	4.6	5.8	4.7	4.8	4.3	4.8	5.0	7.2
Senior Debt to Net Qualifying Asset Value	≤ 72.5%	<b>59.1%</b>	60.2%	67.2%	67.7%	68.2%	68.5%	69.7%	69.5%	69.7%	70.9%	68.8%	68.9%
Bad and Doubtful Debt Ratio	≤ 17.5%	<b>14.6%</b>	14.6%	14.6%	14.3%	14.3%	14.4%	14.5%	14.4%	14.3%	14.3%	14.4%	14.5%
Equity invested in the Company by the Originator	> 19%	<b>30.4%</b>	30.7%	31.8%	23.1%	23.8%	22.4%	20.6%	19.8%	20.5%	21.0%	22.2%	22.0%
Cellular Contracts as a % of the Portfolio	≤ 20%	<b>7.0%</b>	6.9%	7.0%	7.1%	7.1%	6.5%	6.9%	7.1%	7.1%	7.2%	7.2%	7.3%

	Current requirement	Aug 12	Jul 12	Jun 12	May 12	Apr 12	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11
<b>Cash reserves</b>													
Arrears reserve													
Weighted NPLs as a percentage of the portfolio	≤ 26.2%	<b>22.2%</b>	21.8%	21.8%	21.8%	21.8%	20.5%	20.9%	20.9%	20.9%	20.8%	20.8%	20.7%
Reserve required (R'000)		-	-	-	-	-	-	-	-	-	-	-	-
Asset performance reserve													
Collections Ratio	≥ 80.75%	<b>121.5%</b>	122.8%	123.5%	123.8%	125.3%	128.6%	127.4%	125.0%	122.6%	118.2%	113.7%	107.1%
Reserve required (R'000)		-	-	-	-	-	-	-	-	-	-	-	-
		<b>R'000</b>	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Expected collections (6 month average)		<b>168 612</b>	167 472	167 047	164 715	162 525	158 601	157 797	157 501	156 281	155 894	154 995	154 710
Actual receipts (6 month average)		<b>204 862</b>	205 641	206 273	203 998	203 689	203 908	201 037	196 899	191 525	184 273	176 178	165 705
<b>Capital Redemption reserve</b>													

## Monthly Investor Report

### Glossary of terms

<b>CD</b>	Contractual delinquency = accumulated arrears / contractual instalments originally due
<b>MOB</b>	Month on book
<b>MoM</b>	Month on Month
<b>YTD</b>	Year to date
<b>Non-performing loans</b>	The balance outstanding of loans and advances with a contractual delinquency greater than three months excluding loans and advances with a contractual delinquency greater than three months where three consecutive receipts have been received in the three-month period preceding the measurement date
<b>Non-performing loans ratio</b>	Non-performing loans / Gross loans and advances
<b>Provision coverage</b>	Impairment provision / Gross loans and advances