

BAYPORT SECURITISATION (RF) LTD

INVESTOR REPORT

OCTOBER 2018

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BAYPORT
FINANCIAL SERVICES

Monthly Investor Report

Note: This report has been prepared in accordance with IFRS 9.

Financial statistics for the period ended October 2018

		Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
Performance ratios *													
Total income as a % of ave gross loans and advances (excl. dividends)	%	17.4%	17.4%	17.3%	17.3%	17.5%	17.5%	17.5%	17.6%	17.6%	17.7%	17.8%	17.6%
Dividend income as a % of ave gross loans and advances	%	1.5%	1.9%	1.8%	1.8%	1.7%	2.2%	2.2%	2.1%	2.1%	2.1%	2.0%	1.8%
Total income as a % of ave gross loans and advances (incl. dividends)	%	18.9%	19.2%	19.2%	19.1%	19.2%	19.7%	19.7%	19.7%	19.8%	19.8%	19.7%	19.3%
Direct and indirect expenses to ave gross loans and advances	%	5.6%	5.6%	5.4%	5.1%	4.8%	4.6%	4.6%	4.7%	4.7%	4.8%	4.8%	4.7%
Direct and indirect expenses to total income (excl. dividends)	%	32.1%	32.5%	31.0%	29.4%	27.7%	26.4%	26.4%	26.7%	26.9%	27.0%	27.1%	27.0%
Direct and indirect expenses to total income (incl. dividends)	%	29.6%	29.4%	28.0%	26.7%	25.2%	23.4%	23.5%	23.8%	24.0%	24.1%	24.4%	24.5%
Return on assets (incl. dividends)	%	2.4%	2.8%	3.1%	4.0%	3.1%	4.5%	4.3%	3.9%	4.0%	3.9%	4.0%	4.1%
Gearing ratio	times	2.0	2.0	2.0	2.0	2.0	2.0	1.9	1.9	1.8	1.8	1.8	1.8
Interest margin	%	9.9%	10.0%	9.9%	10.4%	10.4%	10.3%	10.2%	10.2%	10.2%	10.2%	10.3%	10.2%
Income statement extract													
Interest income	R '000	71 680	73 017	74 552	70 830	71 772	69 618	71 240	67 443	62 970	68 445	69 946	65 583
Non-interest revenue (excl. dividends)	R '000	5 341	5 245	5 391	5 698	5 296	4 996	5 752	5 157	5 270	5 120	8 609	5 424
Dividend income	R '000	2 108	2 023	2 098	2 056	4 002	2 811	4 103	6 044	-	8 163	11 296	33 814
Total income	R '000	79 129	80 285	82 041	78 584	81 070	77 425	81 095	78 644	68 240	81 728	89 851	104 821
Interest expenses	R '000	(27 851)	(27 932)	(28 535)	(28 377)	(26 984)	(27 583)	(26 513)	(27 082)	(24 717)	(27 249)	(21 831)	(26 458)
Direct and indirect expenses	R '000	(8 505)	(24 959)	(24 726)	(24 846)	(24 261)	(25 128)	(25 457)	(24 529)	(24 568)	(24 702)	(30 442)	(28 337)
Total expenses	R '000	(36 356)	(52 891)	(53 261)	(53 223)	(51 245)	(52 711)	(51 970)	(51 612)	(49 286)	(51 952)	(52 273)	(54 795)

* 12 months rolling average

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Financial statistics for the period ended October 2018 (continued)

		Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
Asset and credit quality ratios													
Gross loans and advances	R '000	5 277 302	5 317 496	5 261 940	5 367 098	5 286 296	5 140 560	5 262 866	5 079 964	5 091 708	5 124 718	5 048 731	5 035 021
Non-performing loans ("NPLs")	R '000	1 722 401	1 711 733	1 687 044	1 668 900	1 654 433	1 666 935	1 649 497	1 645 476	1 646 731	1 633 846	1 627 121	1 615 406
Carrying value of written off book	R '000	201 372	180 885	186 490	179 807	178 901	178 276	175 558	176 364	178 919	182 107	194 804	205 071
Impairment provision	R '000	2 727 270	2 733 070	2 735 939	2 740 483	2 728 569	2 704 503	2 731 520	2 673 445	2 700 410	2 720 719	2 737 218	2 712 430
Net loans and advances	R '000	2 751 405	2 765 311	2 712 490	2 806 422	2 736 628	2 614 333	2 706 904	2 582 883	2 570 218	2 586 105	2 506 317	2 527 661
Number of loans on book		175 266	177 864	177 564	182 265	181 173	177 830	182 242	178 458	179 464	181 351	179 622	180 394
Non-performing loans ratio	%	32.6%	32.2%	32.1%	31.1%	31.3%	32.4%	31.3%	32.4%	32.3%	31.9%	32.2%	32.1%
Provision coverage	%	51.7%	51.4%	52.0%	51.1%	51.6%	52.6%	51.9%	52.6%	53.0%	53.1%	54.2%	53.9%
Investment in Zenthyme Investments (Proprietary) Limited	R '000	145 612	145 612	145 612	145 612	145 612	145 612	145 612	145 612	145 612	148 049	148 049	202 127
Funding and cash reserves													
Interest bearing liabilities	R '000	2 781 110	2 939 009	2 938 197	2 941 668	2 814 762	2 787 855	2 810 250	2 676 755	2 697 965	2 700 872	2 758 472	2 570 185
Average cost of borrowings	%	11.9%	11.9%	12.0%	12.1%	12.2%	12.1%	12.1%	12.1%	12.2%	12.2%	12.0%	12.1%
Cash and cash equivalents	R '000	517 959	668 584	698 971	579 650	575 969	663 714	532 273	574 653	579 557	549 268	743 955	534 199

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Origination

		% change MOM	Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
Disbursements	R '000	46.6%	188 502	128 546	140 515	140 173	132 938	142 525	118 035	130 143	135 367	126 419	131 066	172 970
Number of new loans		37.3%	6 256	4 557	5 001	5 171	5 070	5 437	4 613	5 300	5 312	5 129	5 669	7 049
Average loan value at acquisition	Rand	6.8%	30 131	28 208	28 097	27 108	26 221	26 214	25 588	24 555	25 483	24 648	23 120	24 538
Average term at aquisition	Months	6.5%	38.4	36.0	35.7	36.0	34.6	34.5	33.8	32.7	32.9	32.6	31.2	31.3

Loan claims purchased by Bayport Securitisation (RF) Ltd *

		% change MOM	Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
Loan claims purchased	R '000	(32.6%)	132 121	196 101	37 542	189 135	249 057	28 904	236 208	105 200	107 293	188 665	138 965	61 144
Number of loans purchased		(41.5%)	4 295	7 343	568	7 054	9 821	1 020	8 335	4 321	3 684	7 162	5 336	2 580
Average loan value purchased	Rand	15.2%	30 762	26 706	66 095	26 812	25 360	28 337	28 339	24 346	29 124	26 343	26 043	23 699
Average remaining term of loans purchased	Months	6.0%	38.4	36.3	53.7	36.2	34.6	34.5	33.8	32.7	32.7	32.6	31.2	31.3

* Loans disbursed by the originator that are not sold to Bayport Tutari RF (Ltd) are purchased by the issuer. The claims purchased by Tutari will be sold periodically to the issuer and thus a consolidated view of all originations has been disclosed.

Statistics

Loans and advances by geographic location

Province	Cellular	Payroll	Debit order	Total
Eastern Cape	11%	6%	9%	9%
Free State	5%	5%	5%	5%
Gauteng	39%	58%	41%	41%
Kwazulu-Natal	14%	12%	14%	14%
Limpopo	5%	2%	6%	6%
Mpumulanga	6%	3%	6%	6%
Northern Cape	1%	2%	2%	2%
North-West	6%	4%	5%	5%
Western Cape	13%	8%	12%	12%
Grand Total	100%	100%	100%	100%

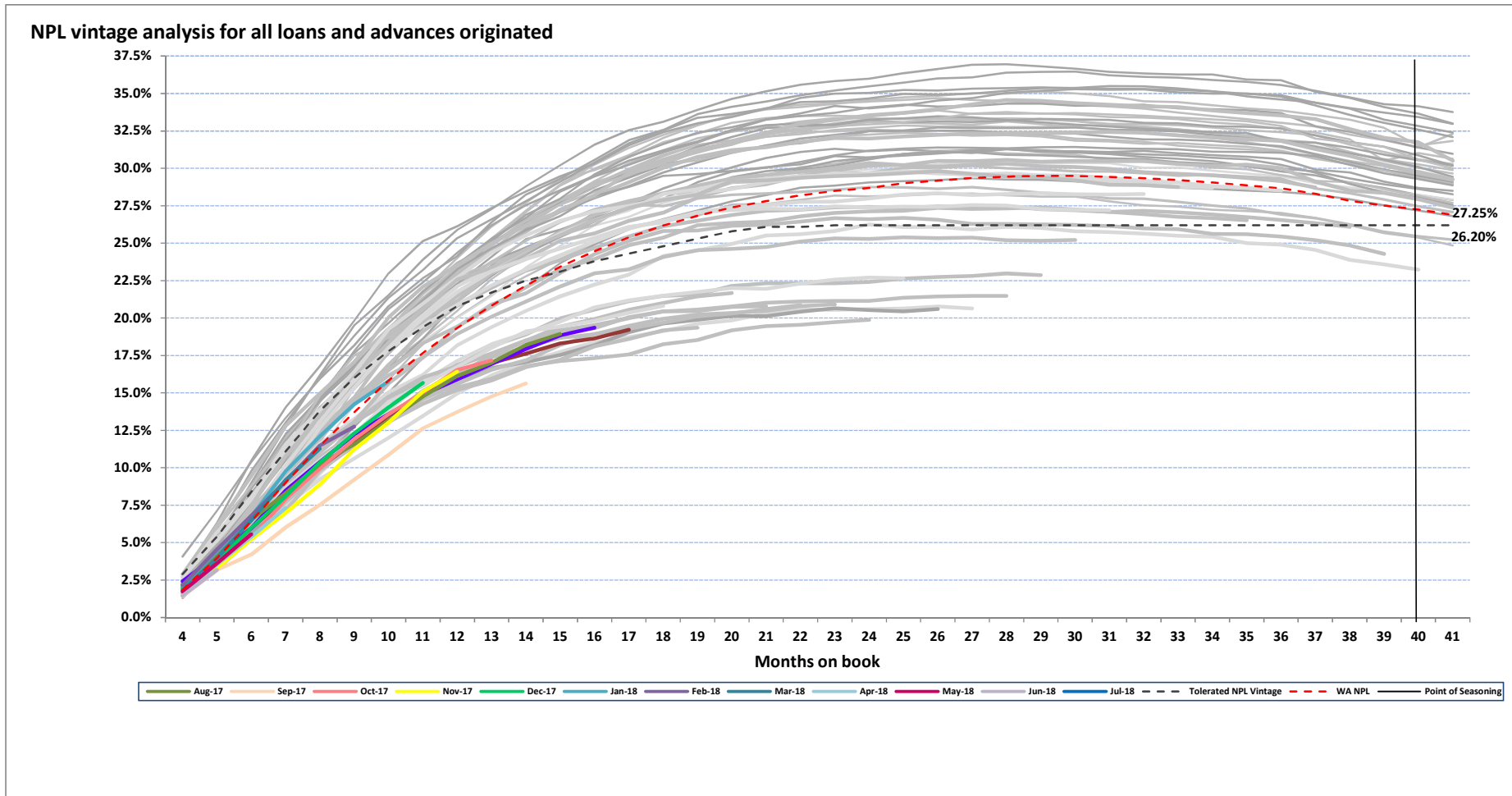
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Asset quality

	% change MOM	Oct 18 R'000	Sep 18 R'000	Aug 18 R'000	Jul 18 R'000	June 18 R'000	May 18 R'000	Apr 18 R'000	Mar 18 R'000	Feb 18 R'000	Jan 18 R'000	Dec 17 R'000	Nov 17 R'000
Gross loans and advances	(0.8%)	5 277 302	5 317 496	5 261 940	5 367 098	5 286 296	5 140 560	5 262 866	5 079 964	5 091 708	5 124 718	5 048 731	5 035 021
Performing loans	(1.4%)	3 554 901	3 605 763	3 574 896	3 698 198	3 631 863	3 473 625	3 613 369	3 434 488	3 444 977	3 490 872	3 421 610	3 419 615
Non-performing loans	0.6%	1 722 401	1 711 733	1 687 044	1 668 900	1 654 433	1 666 935	1 649 497	1 645 476	1 646 731	1 633 846	1 627 121	1 615 406
Impairment provision													
Opening balance	(0.1%)	2 733 070	2 735 939	2 740 483	2 728 569	2 704 503	2 731 520	2 673 445	2 700 410	2 720 719	2 737 218	2 712 430	2 734 957
Bad debt written-off	0.8%	(39 925)	(39 627)	(28 600)	(29 469)	(50 506)	(52 742)	(46 083)	(45 976)	(48 838)	(47 855)	(33 447)	(48 135)
Provision raised	(7.2%)	34 125	36 758	24 056	41 383	74 572	25 724	104 158	19 011	28 528	31 356	58 235	25 608
Closing balance	(0.2%)	2 727 270	2 733 070	2 735 939	2 740 483	2 728 569	2 704 503	2 731 520	2 673 445	2 700 410	2 720 719	2 737 218	2 712 430

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Asset quality (continued)



Monthly Investor Report

Asset quality (continued)

Reported under IFRS 9

Loans and advances distribution by contractual delinquency (CD)

	Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
For all loans and advances originated	%	%	%	%	%	%	%	%	%	%	%	%
0	60.1%	59.8%	60.4%	60.2%	60.0%	60.1%	60.5%	60.0%	59.5%	59.8%	60.3%	60.9%
1	3.9%	4.2%	3.8%	4.0%	4.3%	4.0%	3.9%	3.9%	4.5%	4.6%	4.3%	4.0%
2	3.1%	2.9%	3.1%	3.3%	3.3%	3.2%	3.2%	3.5%	3.5%	3.3%	3.2%	3.1%
3	2.6%	2.7%	2.7%	2.8%	2.8%	2.7%	2.8%	2.7%	2.8%	2.8%	2.7%	2.5%
4 +	30.3%	30.4%	30.0%	29.7%	29.6%	30.0%	29.6%	29.9%	29.8%	29.5%	29.5%	29.5%
For Bayport Securitisation (RF) Ltd	Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
	%	%	%	%	%	%	%	%	%	%	%	%
0	57.4%	57.8%	58.1%	58.7%	58.3%	57.5%	58.8%	57.3%	56.5%	57.2%	57.0%	57.9%
1	4.0%	4.2%	3.8%	4.0%	4.3%	4.1%	3.9%	3.9%	4.7%	4.7%	4.5%	4.1%
2	3.2%	3.0%	3.2%	3.3%	3.3%	3.3%	3.1%	3.6%	3.6%	3.3%	3.4%	3.2%
3	2.7%	2.8%	2.8%	2.9%	2.8%	2.7%	2.9%	2.8%	2.9%	2.9%	2.8%	2.7%
4 +	32.7%	32.2%	32.1%	31.1%	31.3%	32.4%	9.9%	32.4%	32.3%	31.9%	32.2%	32.1%
Monthly loans and advances movement	Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Opening balance	5 317 496	5 261 940	5 367 098	5 286 296	5 140 560	5 262 866	5 079 964	5 091 708	5 124 718	5 048 731	5 035 021	5 128 663
Disbursements	132 121	196 101	37 542	189 135	249 057	28 904	236 208	105 200	107 293	188 665	138 965	58 903
Interest and other similar income	67 905	67 877	69 585	68 364	63 373	65 181	66 955	59 786	61 648	63 063	58 999	56 096
Non-interest revenue and other movements	(26 367)	1 561	(2 308)	25 656	58 706	4 942	79 432	26 456	4 528	18 675	9 835	(817)
Collections	(173 928)	(170 356)	(181 377)	(172 884)	(174 894)	(168 591)	(153 610)	(157 210)	(157 641)	(146 563)	(160 642)	(159 689)
Bad debt write-offs and write-backs	(39 925)	(39 627)	(28 600)	(29 469)	(50 506)	(52 742)	(46 083)	(45 976)	(48 838)	(47 855)	(33 447)	(48 135)
Closing balance	5 277 302	5 317 496	5 261 940	5 367 098	5 286 296	5 140 560	5 262 866	5 079 964	5 091 708	5 124 718	5 048 731	5 035 021

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Liquidity and funding

	% change MOM	Oct 18 R'000	Sep 18 R'000	Aug 18 R'000	Jul 18 R'000	June 18 R'000	May 18 R'000	Apr 18 R'000	Mar 18 R'000	Feb 18 R'000	Jan 18 R'000	Dec 17 R'000	Nov 17 R'000
Funding													
Class A Notes (senior)	(11.2%)	2 001 254	2 253 410	2 253 410	2 253 410	2 153 526	2 153 526	2 153 526	2 006 963	2 006 963	2 006 963	2 094 720	1 946 078
Senior warehouse funding		-	-	-	-	-	-	-	-	-	-	-	-
Class B Notes (Mezzanine)	62.5%	442 000	272 000	272 000	272 000	271 000	271 000	271 000	271 000	271 000	271 000	271 000	271 000
Other subordinated funding	(18.3%)	337 856	413 599	412 787	416 258	390 236	363 329	385 724	398 792	420 002	422 909	392 752	353 107
Total interest bearing liabilities	(5.4%)	2 781 110	2 939 009	2 938 197	2 941 668	2 814 762	2 787 855	2 810 250	2 676 755	2 697 965	2 700 872	2 758 472	2 570 185
Average cost of borrowings	0.3%	11.9%	11.9%	12.0%	12.1%	12.2%	12.1%	12.1%	12.1%	12.2%	12.2%	12.0%	12.1%
Cash and cash equivalents	(22.5%)	517 959	668 584	698 971	579 650	575 969	663 714	532 273	574 653	579 557	549 268	743 955	534 199

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Liquidity and funding (continued)

Instrument	Coupon rate	Class	Nominal amount at issue	Month end principal balance	Issue date	Maturity date
BAYA45	3-month JIBAR plus 4.250%	A	150 000 000	150 000 000	2014/03/31	2019/04/01
BAYA51	3-month JIBAR plus 5.100%	A	40 000 000	7 707 765	2016/04/06	2019/03/31
BAYA52	3-month JIBAR plus 5.100%	A	225 000 000	43 441 624	2016/03/31	2019/03/31
BAYA54	3-month JIBAR plus 5.100%	A	275 500 000	103 361 657	2016/09/30	2019/09/30
BAYA57	3-month JIBAR plus 5.500%	A	50 000 000	50 000 000	2017/04/03	2022/04/03
BAYA58	3-month JIBAR plus 5.100%	A	526 000 000	330 292 650	2017/06/30	2020/06/30
BAYA59	13.150%	A	187 000 000	187 000 000	2017/06/30	2022/06/30
BAYA60	3-month JIBAR plus 5.100%	A	85 000 000	85 000 000	2017/06/30	2020/06/30
BAYA61	3-month JIBAR plus 5.100%	A	38 500 000	38 500 000	2017/06/30	2020/06/30
BAYA62	3-month JIBAR plus 4.400%	A	120 000 000	91 722 137	2017/12/01	2020/09/30
BAYA63	3-month JIBAR plus 4.250%	A	58 000 000	58 000 000	2017/12/01	2020/09/30
BAYA64	3-month JIBAR plus 4.500%	A	40 000 000	40 000 000	2017/12/01	2022/09/30
BAYA65	3-month JIBAR plus 4.000%	A	52 000 000	39 680 910	2017/12/01	2020/09/30
BAYA66	3-month JIBAR plus 4.400%	A	218 000 000	186 546 867	2018/04/03	2021/03/31
BAYA67	11.170%	A	100 000 000	100 000 000	2018/04/03	2023/03/31
BAYA68	3-month JIBAR plus 3.750%	A	71 000 000	160 000 000	2018/07/02	2021/06/30
BAYA69	3-month JIBAR plus 3.750%	A	125 000 000	125 000 000	2018/07/02	2021/06/30
BAYA70	3-month JIBAR plus 4.300%	A	33 000 000	33 000 000	2018/07/02	2021/06/30
BAYA71	3-month JIBAR plus 4.250%	A	172 000 000	172 000 000	2018/07/02	2021/06/30
Subtotal Class A notes			2 566 000 000	2 001 253 611		
BAYB07	3-month JIBAR plus 7.500%	B	20 000 000	20 000 000	2013/02/22	2020/03/31
BAYB08	3-month JIBAR plus 8.000%	B	50 000 000	50 000 000	2013/03/25	2020/09/30
BYB10U	3-month JIBAR plus 8.000%	B	5 000 000	5 000 000	2016/09/30	2021/09/30
BYB10U_1	3-month JIBAR plus 8.000%	B	1 000 000	1 000 000	2017/06/30	2021/09/30
BAYB11	3-month JIBAR plus 8.000%	B	115 000 000	115 000 000	2017/06/30	2020/06/30
BAYB12	3-month JIBAR plus 6.000%	B	1 000 000	1 000 000	2018/07/02	2021/06/30
BAYB13	3-month JIBAR plus 6.250%	B	170 000 000	170 000 000	2018/10/01	2023/09/30
BAYB14	3-month JIBAR plus 7.500%	B	50 000 000	50 000 000	2018/10/01	2023/09/30
BAYB15	3-month JIBAR plus 7.500%	B	30 000 000	30 000 000	2018/10/01	2023/09/30
Subtotal Class B notes			442 000 000	442 000 000		
Total			3 008 000 000	2 443 253 611		

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Covenant compliance

Financial covenants	Current requirement	Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
Senior Debt Cash Flow Cover Ratio	≥ 1.50 times	2.9	2.5	2.5	2.4	2.4	2.3	2.2	2.6	2.6	2.8	3.0	2.9
Senior Debt Interest Cover Ratio	≥ 3.50 times	4.4	4.1	4.0	4.2	4.2	4.0	4.4	4.0	4.1	3.9	4.3	4.0
Senior Debt to Net Qualifying Asset Value	≤ 70.0%	61.2%	65.6%	66.1%	66.5%	65.0%	65.7%	66.5%	63.6%	63.7%	64.0%	64.4%	63.6%
Bad and Doubtful Debt Ratio	≤ 17.5%	6.3%	6.2%	5.9%	5.6%	6.6%	6.0%	6.2%	6.1%	5.9%	5.8%	5.5%	5.0%
Equity invested in the Company by the Originator	> 22.5%	37.0%	38.5%	39.2%	37.5%	37.5%	38.4%	37.1%	39.6%	40.1%	39.9%	40.0%	38.6%
Cellular Contracts as a % of the Portfolio	≤ 10.0%	1.9%	1.9%	1.9%	1.9%	1.9%	2.0%	2.0%	2.0%	2.1%	2.2%	2.2%	2.2%

Cash reserves	Current requirement	Oct 18	Sep 18	Aug 18	Jul 18	June 18	May 18	Apr 18	Mar 18	Feb 18	Jan 18	Dec 17	Nov 17
Liquidity reserve (R'000)	≥ 250,000	250 000	250 000	250 000	250 000	250 000	250 000	250 000	250 000	250 000	250 000	250 000	250 000
Arrears reserve													
Weighted NPLs as a percentage of the portfolio	≤ 26.2%	27.3%	27.6%	27.6%	28.0%	27.7%	27.3%	27.9%	27.6%	27.6%	27.4%	27.4%	27.4%
Reserve required (R'000)		7 232	9 389	9 663	12 482	9 959	7 075	11 828	8 899	8 997	7 761	7 562	7 695
Asset performance reserve													
Collections ratio	≥ 80.75%	122.9%	121.3%	120.0%	116.8%	114.1%	112.4%	111.4%	110.9%	110.4%	110.8%	111.9%	111.9%
Reserve required (R'000)		-	-	-	-	-	-	-	-	-	-	-	-
Reserved cash (R'000)		242 768	240 611	240 337	237 518	240 041	242 925	238 172	241 101	241 003	242 239	242 438	242 305
Expected collections (6 month average) (R'000)		91 520	90 593	89 354	89 027	87 670	86 901	87 905	89 398	90 040	91 095	91 953	90 543
Actual receipts (6 month average) (R'000)		112 450	109 863	107 209	104 004	100 053	97 716	97 955	99 158	99 440	100 960	102 879	101 300
Capital redemption reserve (R'000)		25 000	128 663	107 219	85 775	215 282	154 354	93 427	178 210	143 092	107 973	72 855	71 667

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Glossary of terms

CD	Contractual delinquency = accumulated arrears / contractual instalment originally due
MOB	Months on book
MoM	Months on month
YTD	Year to date
Non-performing loans	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
Non-performing loans ratio	Non-performing loans / Gross loans and advances
Provision coverage	Impairment provision / Gross loans and advances