

Bayport Securitisation (RF) Ltd

Investor Report

April 2012

## Monthly Investor Report

### Financial statistics for the period ended April 2012

		Apr 12	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11	Aug 11	Jul 11	Jun 11	May 11
<b>Performance ratios *</b>													
Total income as a % of ave gross loans and advances	%	<b>36.9%</b>	37.4%	36.8%	37.2%	37.6%	37.6%	37.6%	37.9%	37.0%	36.9%	38.1%	38.5%
Direct and indirect expenses as a % of ave gross loans and advances	%	<b>11.3%</b>	11.1%	11.0%	10.9%	10.7%	10.4%	10.0%	9.5%	8.8%	8.1%	8.0%	8.0%
Direct and indirect expenses to total income	%	<b>30.6%</b>	29.9%	29.9%	29.4%	28.5%	27.7%	26.6%	25.1%	23.7%	22.1%	21.0%	20.7%
Return on assets	%	<b>3.6%</b>	3.8%	3.0%	3.3%	3.7%	3.8%	4.0%	4.4%	4.6%	4.8%	5.1%	5.6%
Gearing ratio	times	<b>3.8</b>	3.8	3.8	3.8	3.8	3.7	3.7	3.7	3.7	3.8	3.8	3.8
Net interest margin	%	<b>20.9%</b>	21.2%	20.5%	20.2%	20.5%	20.7%	20.7%	20.9%	21.2%	21.0%	21.3%	21.5%
<b>Asset and credit quality ratios</b>													
Gross loans and advances	R '000	<b>4 050 117</b>	3 909 388	3 670 663	3 589 566	3 479 013	3 360 009	3 217 859	3 087 287	2 950 291	2 861 894	2 772 130	2 670 880
Non-Performing Loans ("NPLs")	R '000	<b>1 152 165</b>	1 081 954	932 902	902 000	852 284	810 976	767 391	733 989	684 712	660 216	620 000	598 161
Impairment provision	R '000	<b>600 180</b>	562 782	475 684	455 734	429 848	412 325	402 732	390 706	357 613	345 117	325 719	312 996
Net loans and advances	R '000	<b>3 449 937</b>	3 346 606	3 194 979	3 133 832	3 049 165	2 947 684	2 815 127	2 696 581	2 592 678	2 516 777	2 446 411	2 357 884
Non-performing loans ratio	%	<b>28.4%</b>	27.7%	25.4%	25.1%	24.5%	24.1%	23.8%	23.8%	23.2%	23.1%	22.4%	22.4%
Provision coverage	%	<b>14.8%</b>	14.4%	13.0%	12.7%	12.4%	12.3%	12.5%	12.7%	12.1%	12.1%	11.7%	11.7%
<b>Funding and cash reserves</b>													
Interest bearing liabilities	R '000	<b>3 380 493</b>	3 192 572	3 052 230	2 936 389	2 991 486	3 143 025	2 711 968	2 580 254	2 412 384	2 354 652	2 384 738	2 304 949
Average cost of borrowings	%	<b>11.6%</b>	11.7%	11.6%	11.6%	11.6%	11.4%	11.6%	11.6%	11.8%	11.7%	11.7%	11.8%
Cash and cash equivalents	R '000	<b>242 377</b>	196 047	134 686	60 130	249 570	465 646	141 944	98 488	118 244	96 581	147 921	193 349

\* 12 months rolling average

## Monthly Investor Report

### Origination

		% change MOM	Apr 12	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11	Aug 11	Jul 11	Jun 11	May 11
Disbursements	R '000	(3.5%)	<b>226 452</b>	234 723	210 054	207 276	210 076	252 077	241 500	206 558	165 146	158 479	176 013	138 052
Number of new loans		(7.1%)	<b>15 681</b>	16 882	14 533	15 622	15 755	18 920	17 484	15 205	14 043	13 354	14 970	12 336
Number of loans on book		1.8%	<b>301 992</b>	296 588	283 038	280 359	275 007	268 683	261 346	257 879	254 288	246 472	242 570	236 319
Average loan value at acquisition	Rand	3.9%	<b>14 441</b>	13 904	14 454	13 268	13 334	13 323	13 813	13 585	11 728	11 338	11 922	11 462
Average term at acquisition	Months	2.9%	<b>33.0</b>	32.1	32.6	31.4	31.6	30.5	31.5	31.6	29.7	29.4	29.9	28.8

### Statistics

#### Loans and advances by geographic location

Province	Debit			Total
	Cellular	Payroll	order	
Eastern Cape	11%	10%	10%	10%
Free State	6%	7%	7%	7%
Gauteng	32%	47%	30%	33%
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%	12%
	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

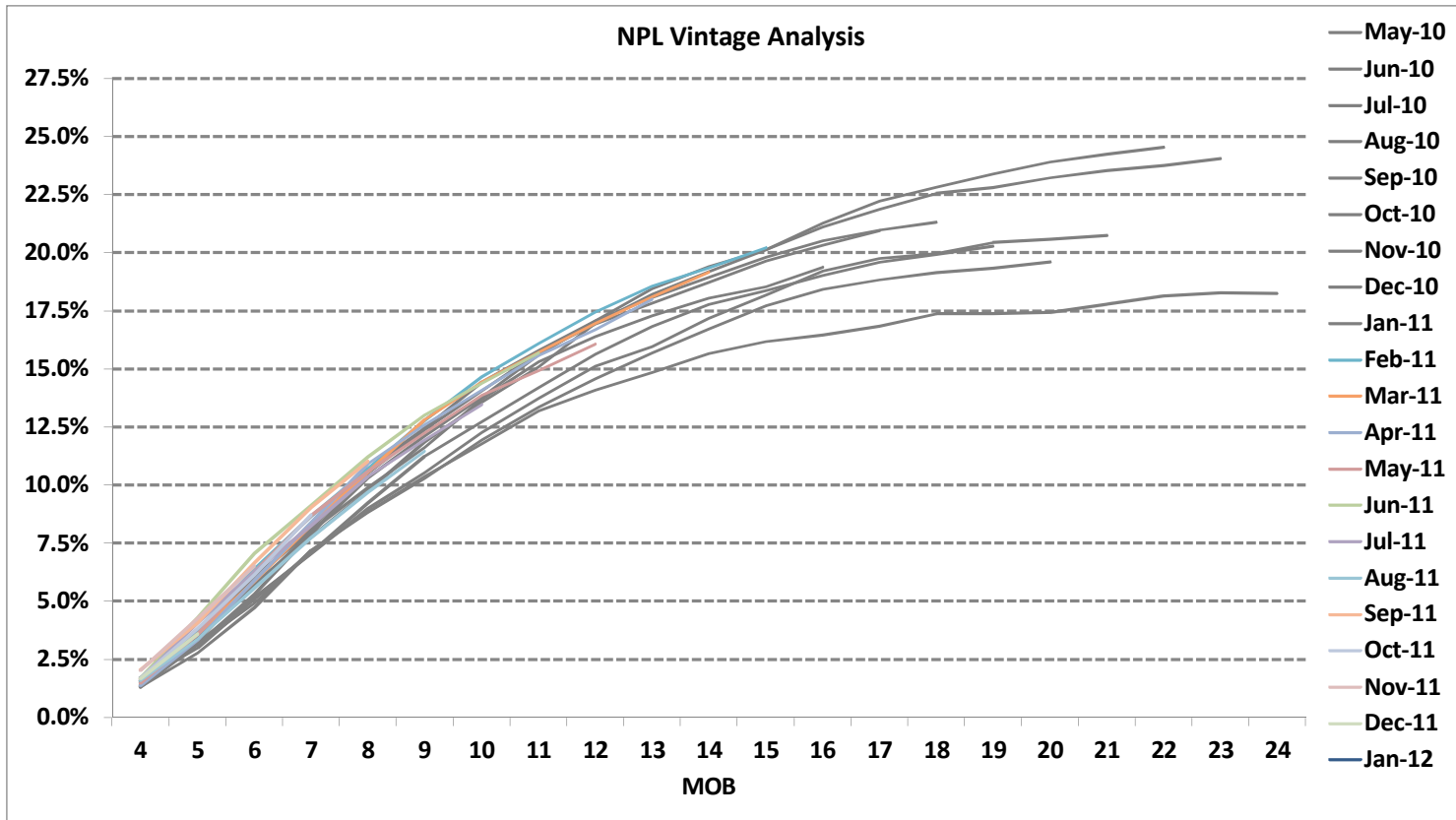
## Monthly Investor Report

### Asset quality

	% change MOM	<b>Apr 12</b> <b>R'000</b>	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	Aug 11 R'000	Jul 11 R'000	Jun 11 R'000	May 11 R'000
<b>Gross loans and advances</b>	3.6%	<b>4 050 117</b>	3 909 388	3 670 663	3 589 566	3 479 013	3 360 009	3 217 859	3 087 287	2 950 291	2 861 894	2 772 130	2 670 880
Performing loans	2.5%	<b>2 897 952</b>	2 827 434	2 737 761	2 687 566	2 626 729	2 549 033	2 450 468	2 353 298	2 265 579	2 201 678	2 152 130	2 072 719
Non-performing loans	6.5%	<b>1 152 165</b>	1 081 954	932 902	902 000	852 284	810 976	767 391	733 989	684 712	660 216	620 000	598 161
<b>Impairment provision</b>													
Opening balance	18.3%	<b>562 782</b>	475 684	455 734	429 848	412 325	402 732	390 706	357 613	345 117	325 719	312 996	308 505
Bad debt written-off	(63.6%)	<b>(9 614)</b>	(26 404)	(43 661)	(19 114)	(15 345)	(24 086)	(21 995)	(26 949)	(20 598)	(3 761)	(18 987)	(19 624)
Provision raised	(58.6%)	<b>47 012</b>	113 502	63 611	45 000	32 868	33 679	34 021	60 042	33 094	23 159	31 710	24 115
Closing balance	6.6%	<b>600 180</b>	562 782	475 684	455 734	429 848	412 325	402 732	390 706	357 613	345 117	325 719	312 996

## Monthly Investor Report

### Asset quality (continued)



## Monthly Investor Report

### Asset quality (continued)

<b>Contractual delinquency (CD) loans and advances distribution *</b>	<b>Apr 12</b>	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11	Aug 11	Jul 11	Jun 11	May 11
	<b>%</b>	%	%	%	%	%	%	%	%	%	%	%
0	<b>60.5%</b>	61.0%	62.7%	63.4%	64.2%	65.3%	65.1%	64.0%	62.0%	64.3%	65.3%	65.0%
1	<b>5.1%</b>	5.3%	6.0%	5.5%	5.6%	5.0%	5.1%	5.4%	7.9%	5.9%	5.8%	5.6%
2	<b>3.1%</b>	3.4%	3.2%	3.3%	3.2%	2.9%	3.0%	3.7%	3.8%	3.7%	3.5%	3.8%
3	<b>2.9%</b>	2.6%	2.7%	2.7%	2.5%	2.7%	3.0%	3.1%	3.1%	3.0%	3.0%	3.2%
4 +	<b>28.4%</b>	27.7%	25.4%	25.1%	24.5%	24.1%	23.8%	23.8%	23.2%	23.1%	22.4%	22.4%
<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>3 909 388</b>	3 670 663	3 589 566	3 479 013	3 360 009	3 217 859	3 087 287	2 950 291	2 861 894	2 772 130	2 670 880	2 604 357
Disbursements	<b>226 452</b>	234 723	210 054	207 276	210 076	252 077	241 500	206 558	165 146	158 479	176 013	138 052
Interest and other similiar income	<b>90 090</b>	118 904	79 502	81 257	82 452	77 637	78 301	74 416	80 084	78 558	67 745	69 282
Non-interest revenue	<b>60 133</b>	63 259	59 113	55 466	64 493	64 039	60 587	80 218	46 638	39 530	40 390	42 459
Collections	<b>(230 157)</b>	(237 997)	(226 042)	(216 259)	(225 488)	(229 442)	(233 682)	(207 845)	(190 479)	(188 728)	(166 105)	(167 835)
Bad debt write-offs and write-backs	<b>(5 789)</b>	59 836	(41 530)	(17 187)	(12 529)	(22 161)	(16 134)	(16 351)	(12 992)	1 925	(16 793)	(15 435)
Closing balance	<b>4 050 117</b>	3 909 388	3 670 663	3 589 566	3 479 013	3 360 009	3 217 859	3 087 287	2 950 291	2 861 894	2 772 130	2 670 880

\* Arrears instalments

## Monthly Investor Report

### Liquidity and funding

	% change MOM	<b>Apr 12</b> <b>R'000</b>	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	Aug 11 R'000	Jul 11 R'000	Jun 11 R'000	May 11 R'000
<b>Funding</b>													
Class A Notes (senior)	5.6%	<b>2 268 384</b>	2 148 572	2 148 572	2 148 572	2 199 711	2 199 711	1 814 711	1 724 711	1 775 599	1 775 599	1 775 599	1 703 579
Senior warehouse funding	(0.5%)	<b>251 584</b>	252 971	171 727	70 527	70 000	220 000	220 000	200 000	35 000	-	-	-
Class B Notes (Mezzanine)	(0.6%)	<b>167 878</b>	168 907	168 907	168 907	169 848	169 848	114 848	114 848	115 783	115 783	115 783	116 695
Other subordinated funding	11.3%	<b>692 647</b>	622 122	563 024	548 383	551 927	553 466	562 409	540 695	486 002	463 270	493 356	484 675
Total interest bearing liabilities	5.9%	<b>3 380 493</b>	3 192 572	3 052 230	2 936 389	2 991 486	3 143 025	2 711 968	2 580 254	2 412 384	2 354 652	2 384 738	2 304 949
Average cost of borrowings	(0.1%)	<b>11.6%</b>	11.7%	11.6%	11.6%	11.6%	11.4%	11.6%	11.6%	11.8%	11.7%	11.7%	11.8%
Cash and cash equivalents	23.6%	<b>242 377</b>	196 047	134 686	60 130	249 570	465 646	141 944	98 488	118 244	96 581	147 921	193 349
Average cash reserves (3 months)	46.6%	<b>191 037</b>	130 288	148 129	258 449	285 720	235 360	119 559	104 438	120 916	145 950	182 882	200 662

## 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	316 853 803	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
BAYA03	3-month JIBAR plus 4.900%	A	300 000 000	300 000 000	2010/06/28	2012/06/30
BAYA04	11.480%	A	20 000 000	15 151 221	2010/08/31	2015/09/30
BAYA05	11.450%	A	33 000 000	25 013 123	2010/09/27	2015/09/30
BAYA06	11.920% *	A	550 000 000	492 823 236	2010/09/30	2016/09/30
BAYA07	11.360%	A	34 000 000	26 059 310	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	56 533 281	2010/12/06	2015/12/31
BAYA10	3-month JIBAR plus 5.000%	A	40 000 000	30 088 037	2010/12/13	2015/12/31
BAYA11	3-month JIBAR plus 5.000%	A	60 000 000	48 532 013	2011/01/03	2016/03/31
BAYA12	11.005%	A	20 000 000	16 833 085	2011/01/12	2016/03/31
BAYA13	12.070%	A	80 000 000	67 628 041	2011/03/10	2016/03/31
BAYA14	11.480%	A	13 000 000	9 848 295	2010/08/31	2015/09/30
BAYA15	11.530%	A	100 000 000	88 464 184	2011/06/14	2016/06/30
BAYA16	10.380%	A	10 000 000	9 583 025	2011/10/12	2016/09/30
BAYA17	3-month JIBAR plus 4.450%	A	80 000 000	76 636 964	2011/10/21	2016/09/30
BAYA18	3-month JIBAR plus 4.450%	A	100 000 000	95 796 205	2011/11/30	2016/09/30
BAYA19	3-month JIBAR plus 4.450%	A	135 000 000	129 677 067	2011/11/30	2016/12/31
BAYA20	3-month JIBAR plus 3.900%	A	150 000 000	137 863 141	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
<b>Subtotal Class A notes</b>			<b>2 550 000 000</b>	<b>2 268 384 031</b>		
BAYB02	15.550%	B	30 000 000	22 877 708	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	90 000 000	2012/04/02	2017/03/31
<b>Subtotal Class B notes</b>			<b>175 000 000</b>	<b>167 877 708</b>		
<b>Total</b>			<b>2 725 000 000</b>	<b>2 436 261 739</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

<b>Financial covenants</b>	Current requirement	<b>Apr 12</b>	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11	Aug 11	Jul 11	Jun 11	May 11
Senior Debt Cash Flow Cover Ratio	≥ 1.50 times	<b>3.9</b>	3.7	4.1	3.7	4.3	5.1	5.3	4.8	4.4	4.6	5.5	5.6
Senior Debt Interest Cover Ratio	≥ 3.50 times	<b>4.6</b>	5.8	4.7	4.8	4.3	4.8	5.0	7.2	5.4	4.8	4.9	5.1
Senior Debt to Net Qualifying Asset Value	≤ 72.5%	<b>68.2%</b>	68.5%	69.7%	69.5%	69.7%	70.9%	68.8%	68.9%	66.8%	67.9%	68.4%	66.8%
Bad and Doubtful Debt Ratio	≤ 17.5%	<b>14.3%</b>	14.4%	14.5%	14.4%	14.3%	14.3%	14.4%	14.5%	14.6%	14.5%	14.4%	14.3%
Equity invested in the Company by the Originator	> 19%	<b>23.8%</b>	22.4%	20.6%	19.8%	20.5%	21.0%	22.2%	22.0%	22.0%	21.4%	22.6%	22.8%
Cellular Contracts as a % of the Portfolio	≤ 20%	<b>7.1%</b>	6.5%	6.9%	7.1%	7.1%	7.2%	7.2%	7.3%	8.8%	8.6%	8.6%	8.5%

<b>Cash reserves</b>	Current requirement	<b>Apr 12</b>	Mar 12	Feb 12	Jan 12	Dec 11	Nov 11	Oct 11	Sep 11	Aug 11	Jul 11	Jun 11	May 11
Arrears reserve													
Weighted NPLs as a percentage of the portfolio	≤ 26.2%	<b>21.8%</b>	20.5%	20.9%	20.9%	20.9%	20.8%	20.8%	20.7%	20.6%	20.7%	20.9%	21.1%
Reserve required (R'000)		-	-	-	-	-	-	-	-	-	-	-	-
Asset performance reserve													
Collections Ratio	≥ 80.75%	<b>125.3%</b>	128.6%	127.4%	125.0%	122.6%	118.2%	113.7%	107.1%	103.0%	101.2%	98.7%	98.6%
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>162 525</b>	158 601	157 797	157 501	156 281	155 894	154 995	154 710	152 801	149 383	145 764	141 575
Actual receipts (6 month average)		<b>203 689</b>	203 908	201 037	196 899	191 525	184 273	176 178	165 705	157 445	151 120	143 906	139 525
Capital Redemption reserve													

## Monthly Investor Report

### Glossary of terms

<b>CD</b>	Contractual delinquency = accumulated arrears / original contractual instalment
<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
<b>Net interest margin</b>	Net interest income / Average gross loans and advances