

BAYPORT SECURITISATION (RF) LTD

INVESTOR REPORT

MARCH 2015

*your future now*

**BAYPORT**  
FINANCIAL SERVICES

## Monthly Investor Report

### Financial statistics for the period ended March 2015

		Mar 15	Feb 15	Jan 15	Dec 14	Nov 14	Oct 14	Sept 14	Aug 14	Jul 14	Jun 14	May 14	Apr 14
<b>Performance ratios *</b>													
Total income as a % of ave gross loans and advances	%	<b>26.3%</b>	26.4%	26.5%	26.2%	26.0%	26.2%	26.5%	26.8%	27.0%	27.3%	27.2%	27.7%
Direct and indirect expenses to ave gross loans and advances	%	<b>7.8%</b>	7.7%	7.5%	7.4%	7.4%	7.5%	7.8%	6.6%	6.6%	6.7%	6.6%	7.0%
Direct and indirect expenses to total income	%	<b>29.8%</b>	29.2%	28.5%	28.1%	28.6%	28.7%	29.3%	24.5%	24.5%	24.6%	24.4%	25.3%
Return on assets**	%	<b>(6.1%)</b>	(6.8%)	(7.0%)	(6.9%)	(4.7%)	(4.5%)	(4.4%)	(3.5%)	(3.1%)	(2.6%)	(0.1%)	(0.1%)
Gearing ratio	times	<b>3.4</b>	3.3	3.3	3.3	3.2	3.2	3.2	3.2	3.1	3.1	3.1	3.1
Interest margin	%	<b>15.5%</b>	15.7%	15.8%	15.6%	14.9%	15.1%	15.3%	16.0%	16.2%	16.4%	16.2%	16.6%
<b>Asset and credit quality ratios</b>													
Gross loans and advances	R '000	<b>4 734 663</b>	4 838 514	4 869 275	4 884 909	6 277 460	6 275 838	6 237 026	6 216 787	6 213 331	6 190 526	6 177 772	6 133 560
Non-Performing Loans ("NPLs")	R '000	<b>937 998</b>	996 626	965 861	957 874	2 343 835	2 337 381	2 324 997	2 323 214	2 298 176	2 296 387	2 291 983	2 293 754
Carrying value of written off book	R '000	<b>581 542</b>	557 649	550 438	541 995	216 921	211 567	205 478	199 067	194 035	188 854	183 147	178 357
Impairment provision	R '000	<b>1 726 438</b>	1 785 477	1 777 308	1 761 308	1 834 656	1 818 040	1 788 680	1 771 550	1 733 706	1 693 554	1 507 386	1 478 211
Net loans and advances	R '000	<b>3 589 767</b>	3 610 686	3 642 405	3 665 596	4 659 725	4 669 365	4 653 824	4 644 304	4 673 660	4 685 826	4 853 533	4 833 706
Non-performing loans ratio	%	<b>19.8%</b>	20.6%	19.8%	19.6%	37.3%	37.2%	37.3%	37.4%	37.0%	37.1%	37.1%	37.4%
Provision coverage	%	<b>36.5%</b>	36.9%	36.5%	36.1%	29.2%	29.0%	28.7%	28.5%	27.9%	27.4%	24.4%	24.1%
<b>Funding and cash reserves</b>													
Interest bearing liabilities	R '000	<b>4 779 344</b>	4 831 522	4 833 197	4 811 287	4 735 721	4 738 435	4 729 419	4 910 427	4 913 552	4 922 477	4 865 548	4 873 465
Average cost of borrowings	%	<b>10.8%</b>	10.7%	10.7%	10.8%	10.7%	10.6%	10.6%	10.4%	10.4%	10.3%	10.3%	10.2%
Cash and cash equivalents	R '000	<b>182 098</b>	259 932	213 390	148 760	109 243	82 266	63 757	323 178	287 746	276 783	284 943	285 532

\* 12 months rolling average

\*\* The one off change in the bad and doubtful debt policy has been excluded from the return on assets ratio to ensure that it reflects normal operating performance.

## Monthly Investor Report

### Origination

		% change MOM	Mar 15	Feb 15	Jan 15	Dec 14	Nov 14	Oct 14	Sept 14	Aug 14	Jul 14	Jun 14	May 14	Apr 14
Disbursements	R '000	8.7%	<b>75 397</b>	69 334	69 812	78 794	85 008	112 377	98 078	85 778	99 967	86 469	123 834	101 739
Number of new loans		8.8%	<b>3 177</b>	2 919	2 959	3 473	3 914	5 199	4 950	4 943	6 052	5 478	7 740	6 627
Number of loans on book		(1.6%)	<b>224 199</b>	227 928	234 908	237 304	310 395	313 932	318 156	322 514	325 263	327 497	331 037	332 442
Average loan value at acquisition	Rand	(0.1%)	<b>23 732</b>	23 753	23 593	22 688	21 719	21 615	19 814	17 353	16 518	15 785	15 999	15 352
Average term at acquisition	Months	3.7%	<b>41.5</b>	40.0	39.1	39.1	39.9	41.7	40.7	38.6	39.2	37.4	37.1	36.5

### Statistics

#### Loans and advances by geographic location

Province	Cellular	Payroll	Debit order	Total
Eastern Cape	12%	7%	12%	<b>12%</b>
Free State	6%	6%	8%	<b>7%</b>
Gauteng	35%	50%	32%	<b>33%</b>
Kwazulu-Natal	14%	12%	15%	<b>15%</b>
Limpopo	5%	3%	7%	<b>7%</b>
Mpumulanga	7%	3%	6%	<b>6%</b>
Northern Cape	3%	3%	2%	<b>2%</b>
North-West	7%	4%	6%	<b>6%</b>
Western Cape	11%	12%	12%	<b>12%</b>
<b>Grand Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

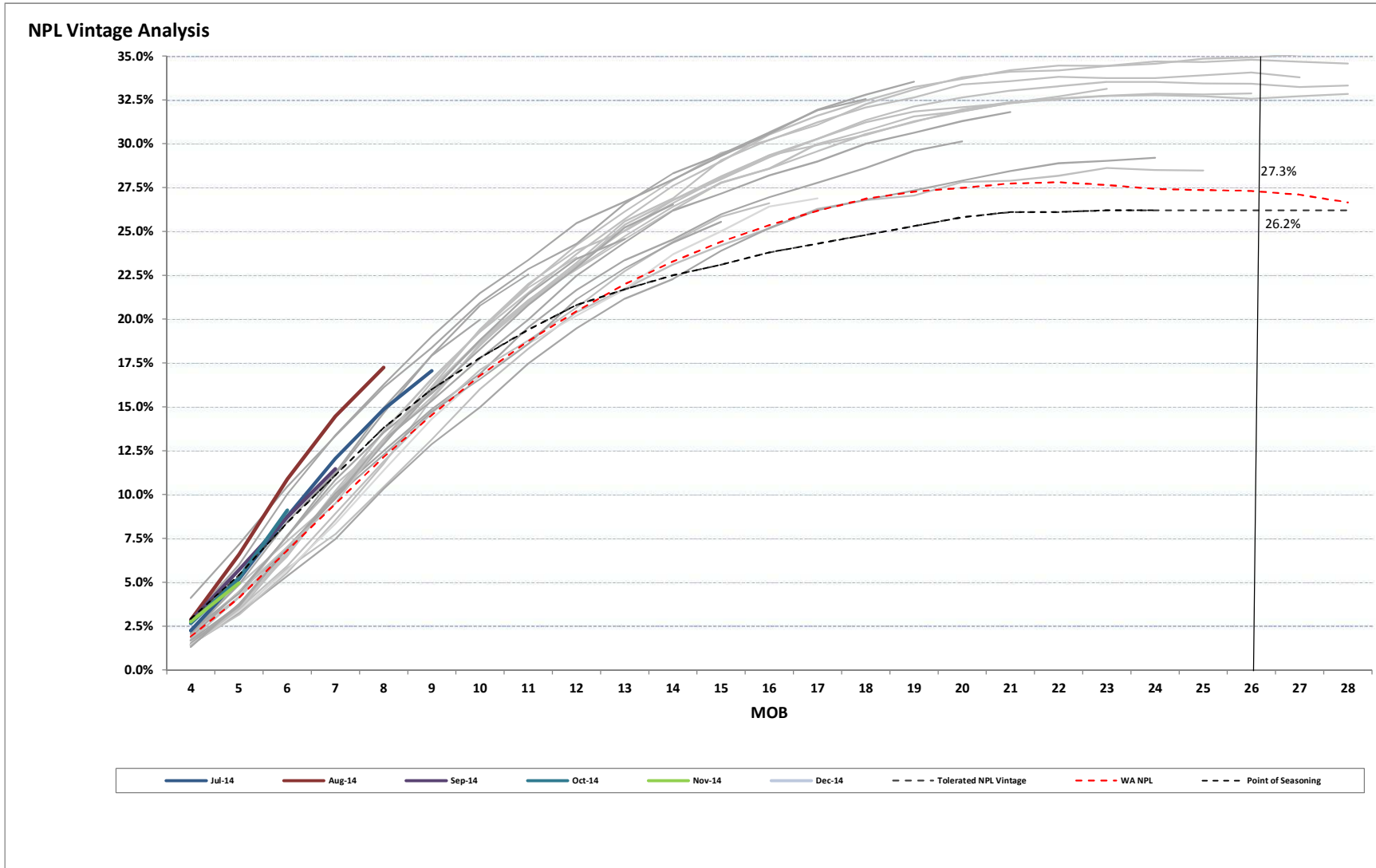
## Monthly Investor Report

### Asset quality

	% change MOM	Mar 15 R'000	Feb 15 R'000	Jan 15 R'000	Dec 14 R'000	Nov 14 R'000	Oct 14 R'000	Sept 14 R'000	Aug 14 R'000	Jul 14 R'000	Jun 14 R'000	May 14 R'000	Apr 14 R'000
<b>Gross loans and advances</b>	(2.1%)	<b>4 734 663</b>	4 838 514	4 869 275	4 884 909	6 277 460	6 275 838	6 237 026	6 216 787	6 213 331	6 190 526	6 177 772	6 133 560
Performing loans	(1.2%)	<b>3 796 665</b>	3 841 888	3 903 414	3 927 035	3 933 625	3 938 457	3 912 029	3 893 573	3 915 155	3 894 139	3 885 789	3 839 806
Non-performing loans	(5.9%)	<b>937 998</b>	996 626	965 861	957 874	2 343 835	2 337 381	2 324 997	2 323 214	2 298 176	2 296 387	2 291 983	2 293 754
<b>Impairment provision</b>													
Opening balance	0.5%	<b>1 785 477</b>	1 777 308	1 761 308	1 834 656	1 818 040	1 788 680	1 771 550	1 733 706	1 693 554	1 507 386	1 478 211	1 443 682
Bad debt written-off	200.4%	<b>(135 813)</b>	(45 207)	(65 804)	(1 456 375)	(62 872)	(54 212)	(61 091)	(61 552)	(58 100)	(57 146)	(54 384)	(58 044)
Provision raised	43.8%	<b>76 774</b>	53 376	81 804	1 383 027	79 488	83 572	78 221	99 396	98 252	243 314	83 559	92 571
Closing balance	(3.3%)	<b>1 726 438</b>	1 785 477	1 777 308	1 761 308	1 834 656	1 818 040	1 788 680	1 771 550	1 733 706	1 693 554	1 507 386	1 478 211

# Monthly Investor Report

## Asset quality (continued)



## Monthly Investor Report

### Asset quality (continued)

<b>Contractual delinquency (CD) loans and advances distribution *</b>	<b>Mar 15</b>	Feb 15	Jan 15	Dec 14	Nov 14	Oct 14	Sept 14	Aug 14	Jul 14	Jun 14	May 14	Apr 14
	<b>%</b>	%	%	%	%	%	%	%	%	%	%	%
0	<b>64.8%</b>	63.6%	64.1%	65.2%	53.1%	52.7%	52.6%	52.5%	53.3%	52.7%	52.7%	51.6%
1	<b>6.2%</b>	6.6%	7.3%	6.6%	3.6%	4.3%	4.3%	4.3%	3.9%	3.9%	3.7%	4.3%
2	<b>5.0%</b>	5.1%	4.7%	4.5%	3.0%	3.0%	3.0%	3.0%	2.9%	3.0%	3.3%	3.4%
3	<b>4.1%</b>	4.1%	4.1%	4.1%	3.0%	2.8%	2.8%	2.8%	2.9%	3.3%	3.2%	3.3%
4 +	<b>19.8%</b>	20.6%	19.8%	19.6%	37.3%	37.2%	37.3%	37.4%	37.0%	37.1%	37.1%	37.4%
<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>4 838 514</b>	4 869 275	4 884 909	6 277 460	6 275 838	6 237 026	6 216 787	6 213 331	6 190 526	6 177 772	6 133 560	6 116 658
Disbursements	<b>75 397</b>	69 334	69 812	78 794	85 008	112 377	98 078	85 778	99 967	86 469	123 834	101 739
Interest and other similiar income	<b>90 917</b>	80 325	111 851	112 263	112 798	121 817	116 703	122 213	119 794	120 856	121 406	115 990
Non-interest revenue	<b>52 980</b>	53 333	56 530	61 173	60 722	63 294	62 632	64 653	65 213	64 852	68 290	67 353
Collections	<b>(202 268)</b>	(194 958)	(193 521)	(196 533)	(202 428)	(214 510)	(205 847)	(215 463)	(211 973)	(210 435)	(222 653)	(217 642)
Bad debt write-offs and write-backs	<b>(120 878)</b>	(38 795)	(60 306)	(1 448 248)	(54 478)	(44 166)	(51 327)	(53 725)	(50 196)	(48 988)	(46 665)	(50 538)
Closing balance	<b>4 734 663</b>	4 838 514	4 869 275	4 884 909	6 277 460	6 275 838	6 237 026	6 216 787	6 213 331	6 190 526	6 177 772	6 133 560

\* Arrears instalments

## Monthly Investor Report

### Liquidity and funding

	% change MOM	Mar 15 R'000	Feb 15 R'000	Jan 15 R'000	Dec 14 R'000	Nov 14 R'000	Oct 14 R'000	Sept 14 R'000	Aug 14 R'000	Jul 14 R'000	Jun 14 R'000	May 14 R'000	Apr 14 R'000
<b>Funding</b>													
Class A Notes (senior)	(7.6%)	<b>2 543 591</b>	2 751 937	2 751 937	2 751 937	2 925 084	2 925 084	2 925 084	3 179 124	3 179 124	3 179 124	3 359 024	3 359 024
Senior warehouse funding	0.0%	<b>150 000</b>	-	-	-	200 000	200 000	200 000	200 000	200 000	200 000	-	-
Class B Notes (Mezzanine)	(1.7%)	<b>370 696</b>	376 978	376 978	376 978	382 994	382 994	382 994	388 797	388 797	388 797	394 422	394 422
Other subordinated funding	0.7%	<b>1 715 057</b>	1 702 607	1 704 282	1 682 372	1 227 642	1 230 356	1 221 340	1 142 506	1 145 631	1 154 556	1 112 102	1 120 019
Total interest bearing liabilities	(1.1%)	<b>4 779 344</b>	4 831 522	4 833 197	4 811 287	4 735 720	4 738 434	4 729 418	4 910 427	4 913 552	4 922 477	4 865 548	4 873 465
Average cost of borrowings	1.2%	<b>10.8%</b>	10.7%	10.7%	10.8%	10.7%	10.6%	10.6%	10.4%	10.4%	10.3%	10.3%	10.2%
Cash and cash equivalents	(29.9%)	<b>182 098</b>	259 932	213 390	148 760	109 243	82 266	63 757	323 178	287 746	276 783	284 943	285 532

## Monthly Investor Report

### Liquidity and funding (continued)

Instrument	Coupon rate	Class	Nominal amount at issue	Month end principal balance	Issue date	Maturity date
BAYA01	12.550%	A	425 000 000	94 386 466	2010/03/31	2016/03/31
BAYA04	11.480%	A	20 000 000	2 557 836	2010/08/31	2015/09/30
BAYA05	11.450%	A	33 000 000	4 205 260	2010/09/27	2015/09/30
BAYA06	3-month JIBAR plus 4.750%	A	550 000 000	191 976 850	2010/09/30	2016/09/30
BAYA07	11.360%	A	34 000 000	6 152 708	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	13 157 656	2010/12/06	2015/12/31
BAYA10	3-month JIBAR plus 5.000%	A	40 000 000	6 998 043	2010/12/13	2015/12/31
BAYA11	3-month JIBAR plus 5.000%	A	60 000 000	14 146 478	2011/01/03	2016/03/31
BAYA12	11.005%	A	20 000 000	4 913 709	2011/01/12	2016/03/31
BAYA13	12.070%	A	80 000 000	20 019 743	2011/03/10	2016/03/31
BAYA14	11.480%	A	13 000 000	1 662 596	2011/06/06	2015/09/30
BAYA15	11.530%	A	100 000 000	30 566 806	2011/06/14	2016/06/30
BAYA16	10.380%	A	10 000 000	3 694 003	2011/10/12	2016/09/30
BAYA17	3-month JIBAR plus 4.450%	A	80 000 000	29 404 304	2011/10/21	2016/09/30
BAYA18	3-month JIBAR plus 4.450%	A	100 000 000	36 755 378	2011/11/30	2016/09/30
BAYA19	3-month JIBAR plus 4.450%	A	135 000 000	54 952 692	2011/11/30	2016/12/31
BAYA22	3-month JIBAR plus 3.800%	A	100 000 000	17 411 478	2012/04/30	2015/09/30
BAYA23	10.510%	A	300 000 000	154 229 070	2012/07/02	2017/06/30
BAYA24	11.090%	A	95 000 000	95 000 000	2012/07/02	2017/06/30
BAYA25	3-month JIBAR plus 4.150%	A	50 000 000	26 372 273	2012/08/15	2017/06/30
BAYA26	10.225%	A	185 000 000	185 000 000	2012/09/27	2017/10/02
BAYA27	3-month JIBAR plus 3.500%	A	120 000 000	22 174 475	2012/10/01	2015/09/30
BAYA29	3-month JIBAR plus 3.500%	A	60 000 000	15 316 421	2012/10/09	2015/12/31
BAYA30	9.280%	A	150 000 000	41 443 002	2012/12/14	2015/12/31
BAYA31	3-month JIBAR plus 4.300%	A	60 000 000	60 000 000	2012/12/14	2018/12/31
BAYA32	10.108%	A	75 000 000	75 000 000	2013/02/28	2018/04/03
BAYA33	3-month JIBAR plus 4.000%	A	15 000 000	15 000 000	2013/03/25	2018/04/03
BAYA34	3-month JIBAR plus 4.250%	A	100 000 000	100 000 000	2013/03/25	2018/04/03
BAYA35	3-month JIBAR plus 4.250%	A	50 000 000	50 000 000	2013/03/25	2018/04/03
BAYA36	3-month JIBAR plus 3.880%	A	50 000 000	32 600 979	2013/04/02	2018/03/31
BAYA37	3-month JIBAR plus 3.880%	A	100 000 000	100 000 000	2013/04/02	2016/03/31
BAYA39	3-month JIBAR plus 4.250%	A	320 000 000	320 000 000	2013/09/30	2018/10/01
BAYA41	3-month JIBAR plus 3.900%	A	50 000 000	37 262 028	2013/09/30	2018/09/30
BAYA42	3-month JIBAR plus 4.250%	A	130 000 000	130 000 000	2013/09/30	2018/10/01
BAYA43	3-month JIBAR plus 3.900%	A	150 000 000	96 817 928	2014/01/24	2017/03/31
BAYA44	3-month JIBAR plus 3.900%	A	150 000 000	104 412 833	2014/03/31	2017/03/31
BAYA45	3-month JIBAR plus 4.250%	A	150 000 000	150 000 000	2014/03/31	2019/04/01
BAYA47	3-month JIBAR plus 2.000%	A	130 000 000	130 000 000	2014/09/30	2015/09/30
BAYA48	3-month JIBAR plus 2.500%	A	20 000 000	20 000 000	2015/03/31	2016/03/31
<b>Subtotal Class A notes</b>			<b>4 435 000 000</b>	<b>2 543 591 015</b>		
BAYB02	15.550%	B	30 000 000	7 081 541	2010/03/31	2016/03/31
BAYB03	15.360%	B	55 000 000	55 000 000	2011/11/30	2016/12/31
BAYB04	14.230%	B	90 000 000	43 614 295	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
BAYB06	3-month JIBAR plus 7.500%	B	30 000 000	30 000 000	2012/12/14	2019/12/31
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
BAYB09	3-month JIBAR plus 5.750%	B	115 000 000	115 000 000	2014/01/24	2018/10/01
<b>Subtotal Class B notes</b>			<b>440 000 000</b>	<b>370 695 836</b>		
<b>Total</b>			<b>4 875 000 000</b>	<b>2 914 286 851</b>		



## Monthly Investor Report

### Covenant compliance

	Current requirement	Mar 15	Feb 15	Jan 15	Dec 14	Nov 14	Oct 14	Sept 14	Aug 14	Jul 14	Jun 14	May 14	Apr 14
<b>Financial covenants</b>													
Senior Debt Cash Flow Cover Ratio	≥ 1.50 times	<b>2.0</b>	2.0	1.8	1.8	2.0	2.1	2.0	2.0	2.2	2.0	2.1	2.1
Senior Debt Interest Cover Ratio	≥ 3.50 times	<b>5.9</b>	3.9	5.0	4.4	4.4	4.6	4.4	4.4	4.3	4.5	4.6	4.4
Senior Debt to Net Qualifying Asset Value	≤ 72.5%	<b>71.4%</b>	71.1%	71.4%	72.1%	65.5%	65.8%	66.2%	68.0%	68.1%	68.1%	65.4%	65.6%
Bad and Doubtful Debt Ratio	≤ 17.5%	<b>14.4%</b>	15.2%	15.9%	16.0%	12.4%	12.3%	12.3%	13.2%	12.8%	12.4%	12.1%	12.2%
Equity invested in the Company by the Originator	> 20%	<b>23.0%</b>	22.5%	22.6%	22.1%	25.3%	25.4%	25.5%	23.9%	24.2%	24.8%	25.5%	25.9%
Cellular Contracts as a % of the Portfolio	≤ 10%	<b>3.8%</b>	5.1%	4.5%	4.4%	6.0%	6.1%	6.3%	6.3%	6.4%	6.4%	6.5%	6.6%

	Current requirement	Mar 15	Feb 15	Jan 15	Dec 14	Nov 14	Oct 14	Sept 14	Aug 14	Jul 14	Jun 14	May 14	Apr 14
<b>Cash reserves</b>													
Arrears reserve													
Weighted NPLs as a percentage of the portfolio	≤ 26.2%	<b>27.3%</b>	27.3%	27.7%	27.6%	27.5%	27.1%	27.0%	26.4%	26.2%	25.5%	25.2%	24.7%
Reserve required (R'000)		<b>9 927</b>	10 241	13 775	13 259	15 617	10 326	9 668	1 736	825	-	-	-
Asset performance reserve													
Collections Ratio	≥ 80.75%	<b>102.8%</b>	105.9%	109.0%	109.6%	110.2%	110.7%	110.3%	104.1%	109.5%	109.2%	109.7%	109.3%
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>106 827</b>	108 413	111 538	114 723	116 791	120 193	123 984	127 807	131 290	134 803	137 420	139 688
Actual receipts (6 month average)		<b>109 765</b>	114 844	121 602	125 708	128 715	133 034	136 761	133 012	143 819	147 172	150 730	152 717
Capital Redemption reserve		-	41 667	33 333	25 000	16 667	8 333	-	166 666	133 333	100 000	66 667	33 333

## 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