

# KEY HIGHLIGHTS

## FIVE YEAR HISTORY

		Audited				
		2005	2006	2007	2008	2009
Cumulative commitments	R'000s	363,189	410,189	447,539	580,739	620,240
Cumulative disbursements	R'000s	330,120	411,669	489,599	595,909	681,701
Cumulative facilities approved	number	71	74	78	86	91
End user loans financed p.a	number	15,202	26,648	32,028	37,643	40,537
Annual commitments	R'000s	75,650	47,000	37,350	133,200	39,501
Annual disbursements	R'000s	69,145	81,549	77,930	106,310	85,792
Annual disbursements including mez funding	R'000s	69,145	81,549	89,930	118,310	139,313
Total capital employed	R'000s	134,031	188,260	146,062	272,385	280,060
RHLF gross advances book	R'000s	96,493	115,370	117,165	176,038	227,911
Advance impairments	R'000s	13,327	20,454	18,450	28,318	37,138
Advance impairment %	%	13.8%	17.7%	15.7%	16.1%	16.3%
Interest income	R'000s	14,308	17,725	22,681	30,521	40,671
Operating costs	R'000s	9,546	9,088	8,987	9,633	9,694
Net impairments raised	R'000s	8,225	7,119	6,403	10,001	8,821
Surplus / (deficit) after tax	R'000s	(272)	2,103	4,616	5,867	8,430
Headcount	number	11	11	10	9	8
% Staff PDI	%	90.9%	90.9%	80.0%	77.8%	75.0%

## STRATEGIC PERFORMANCE INDICATORS

For the year ending 31 March 2009

Key Performance Area	Measurement	Strategic Objective	Outcome	Variance
Active clients	number	12	11	-8%
Annual disbursements	R'000s	111,600	139,313	25%
End user loans financed	number	35,000	40,537	16%
Surplus	R'000s	6,776	9,092	34%
Expenditure	R'000s	(12,027)	(9,694)	19%
Cost Revenue %	%	31%	24%	24%
Loans receivable impairment %	%	19%	16%	16%
Committed funding	R'000s	0	28,386	100%

## KEY HIGHLIGHTS (CONTINUED)

### DEVELOPMENTAL IMPACT

Development impact statistics compiled from monthly Housing Impact Monitoring Reports	2006	2007	2008	2009
Number of new loans	26,648	32,028	36,310	40,537
<b>Loan usage</b>				
New House	2%	2%	6%	8%
Extension	6%	10%	8%	17%
Improvement	49%	48%	56%	50%
Services	16%	10%	4%	3%
	<b>74%</b>	<b>70%</b>	<b>74%</b>	<b>78%</b>
Others (mainly education)	26%	30%	26%	22%
	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Repeat loan borrowers	25%	27%	25%	22%
Borrowers using loan together with government subsidy	12%	25%	27%	28%
<b>Gender of borrower</b>				
Male	51%	49%	48%	46%
Female	49%	51%	52%	54%
<b>Borrower's employment</b>				
Private sector	41%	43%	44%	43%
Public sector	57%	55%	54%	53%
Self-employed, informal	1%	2%	2%	4%
<b>Borrower's income</b>				
less than R1 500	21%	25%	29%	30%
R1 500-R2 500	22%	19%	14%	12%
R2 500-R3 500	19%	20%	15%	17%
	<b>62%</b>	<b>64%</b>	<b>58%</b>	<b>59%</b>
R3 500-R6 000	26%	22%	24%	22%
more than R6 000	12%	14%	18%	19%
	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>