

unaudited financial results

for the 6 months ended 31 August 2018

+20% to 2 128 cents
Headline earnings per share

+20% to R2.461 billion
Headline earnings

+20% to 630 cents
Interim dividend per share

27%

Return on equity

10.5m

Active clients

25%

Transaction volume growth

Strong client growth drives performance

Our focus on delivering simple, affordable, accessible solutions through personal service to our clients, and unlocking the full potential of our team, generates shareholder value and improves clients' financial lives.

We continuously improve efficiencies to ensure clients receive the best service and are able to be in control of their money. We attracted 109 000 additional active clients every month for the last 6 months.

Our digital innovation remains focused on offering clients convenience and security. Self-service banking transactions (including the banking app; internet banking; unstructured supplementary service data or USSD, which is mostly used by clients who do not have smart phones; in-branch self-service terminals and dual note recyclers) have increased in volume by 27% to 295 million at the end of August 2018 (August 2017: 231 million). For the 6 month period ended August 2018, 146 million transactions had been performed via our banking app. The app was used by 1.8 million clients – an increase of 62% from August 2017.

Continuous refinements to our credit strategy resulted in an improvement in the quality of the loan book. Arrears up to 3 months decreased by 10% and bad debts recovered increased by 14% for the 6 months since 1 March 2018.

We have expanded our product offering and introduced funeral insurance from 21 May 2018. The performance to date is in line with expectations and we are pleased with the market acceptance.

Earnings up 20%

Client centricity and a team dedicated to operating efficiently has resulted in a return on equity of 27%. Headline earnings increased by 20% to R2.46 billion for the period ended August 2018 from R2.05 billion for the comparative 6 month period ended August 2017.

Net transaction fee income growth of 32%

Net transaction fee income (non-lending) increased from R2.4 billion to R3.1 billion. Net transaction fee income now comprises 47% of total net income and covers 90% of operating expenses.

Total transactional volume, including self-service banking transactions, increased by 25% due to increased usage and a 15% increase in active clients. Of all possible transactions that can be performed in a branch or through self-service banking channels, clients elected to perform 84% through self-service banking channels for the 6 month period ended August 2018 (August 2017: 74%). Self-service banking increases efficiency, saving our clients time and money.

Conservative lending growth

The value of loan sales grew by 4% compared to the period ended 31 August 2017. The net loan book growth of 3% is in line with sales growth. Our credit granting strategy resulted in loan sales with a product term between 73 and 84 months increasing by 121%, and loan sales with a product term between 1 and 12 months decreasing by 10%. Credit card sales increased by 54% with the lowest credit card interest rate now being 10% per annum. As shown in table 2 below, the 1% increase in total lending and insurance income, excluding investment income, on a gross basis, is driven by sales of longer-term loans with lower interest rates.

In the prior period, we communicated improvements to our credit solution. Last year we strengthened our credit solution to allow clients to choose either the amount that suits their purpose, monthly instalments that suit their cash flow or an option that gives them the best interest rate. The stricter granting criteria applied since the prior period also resulted in extending loans to better quality clients.

We continue to improve our understanding of clients' behaviour and risk profiles. This allows us to price loans accordingly and achieve a healthier, more sustainable loan book.

Improved quality credit book, prudent provisioning retained

August 2018 compared to August 2017

The total up-to-date book growth was 6% from 31 August 2017. The arrears loan book at 31 August 2017 can be compared to loans up to 3 months in arrears on 31 August 2018. Total arrears up to 3 months decreased by 3%.

The coverage of total provision for doubtful debts to Stage 3 (excluding expected recoveries receivables) and Stage 2 (up to 1 month in arrears) is comparable to the prior year coverage ratio of provision for doubtful debts to arrears and all reschedules within 6 months. In the current period, this coverage was 121% compared to 120% in the prior period. We continue to be prudent in our approach to provisioning.

August 2018 compared to 1 March 2018

The up-to-date book growth was 7% from 1 March 2018. Up-to-date loans with a significant increase in credit risk (SICR) decreased by 21% from 1 March 2018 to 31 August 2018. This was due to improved behaviour scores and maintaining a strict credit granting strategy during this reporting period.

Loans up to 1 month in arrears decreased by 9% and loans 2 and 3 months in arrears decreased by 11% from 1 March 2018 to 31 August 2018.

Up-to-date loans that rescheduled from up-to-date (not yet rehabilitated) decreased by 11% and loans that rescheduled from arrears (not yet rehabilitated) increased by 8% when compared to 1 March 2018.

The improved up-to-date, SICR and loans up to 3 months in arrears is a direct result of the credit granting strategy applied. The improved quality of the book and better behaviour scores of clients in arrears have resulted in more clients being approved for rescheduling, according to our policy, during the last 6 months. This is due to improved performance of loans that rescheduled, rehabilitated and rolled back into up-to-date.

The coverage of total provision for doubtful debts to Stage 3 (excluding expected recoveries receivables) and Stage 2 (up to 1 month in arrears) decreased from 130% at 1 March 2018 to 121% at 31 August 2018. This is largely due to the change in our write-off policy, as discussed in the IFRS 9 section below.

IFRS 9

We prepare financial statements in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB). IFRS 9 is the revised accounting standard for financial instruments and was implemented to address perceived deficiencies that were believed to have contributed to the magnitude of the financial crisis of 2008. The new provision model under IFRS 9 addresses criticism of the provision models previously used, which only recognised credit losses once incurred. Under IFRS 9, however, credit losses are recognised on default events projected over the next 12 months or over the lifetime of the asset. Application of this new standard enhances consistency across credit providers' financial statements and disclosures.

We transitioned to IFRS 9 on 1 March 2018. We announced the publication of the audited IFRS 9 – Financial Instruments Transitional Report as at 1 March 2018 on SENS on 16 August 2018. The report can be viewed at https://resources.capitecbank.co.za/Capitec_-_IFRS9_transitional_report.pdf. The report illustrates the impact, provisioning methodology and revised accounting policies following the implementation of IFRS 9. As previously disclosed, the final impact on the retained earnings opening balance on 1 March 2018 was R900 million pre-tax, and R648 million post-tax.

The 6 month period ended 31 August 2018 is the first period during which the IFRS 9 provision methodology was applied. Comparative information was not restated, as permitted by IFRS 9.

Loans previously written off were not written back. By 31 August 2018, a large portion of loans more than 3 months in arrears had not yet been handed over or written off due to the change in accounting write-off policy. This has resulted in a build-up of loans on balance sheet that are more than 3 months in arrears, with an appropriate provision at 31 August 2018. Previously, these loans were written off. Table 1 below shows the proportionate change in write-off and appropriate provision raised under IFRS 9 compared with the prior period.

Table 1	6 months ended August			Change % August			
	2018		2017	2018/ 2017			
Net provision for doubtful debts charge	IFRS 9 Net	Illustrative Gross	Difference	Net	Gross		
Bad debts written off	R'm	1 029	1 029	–	3 400	(70)	(70)
Movement in provision for doubtful debts charge	R'm	2 304	2 746	442	(5)		
Gross provision for doubtful debts charge	R'm	3 333	3 775	442	3 395	(2)	11
Bad debts recovered	R'm	791	791	–	584	35	35
Net provision for doubtful debts charge	R'm	2 542	2 984	442	2 811	(10)	6

Under IFRS 9, once a loan rolls into Stage 3, the interest is recognised after deducting the related provision charge. On a gross basis (illustrative), the total provision for doubtful debts charge (bad debts written off and movement in provision) increased by 11% on a 10% growth in gross loans and advances in the current period.

The impact on interest and provision for doubtful debt charge on a gross and net basis, and the effect on related key performance indicators, are presented in table 2 below:

Table 2	6 months ended August			Change % August			
	2018		2017	2018/ 2017			
IFRS 9 income recognition impact	IFRS 9 Net	Illustrative Gross	Difference	Net	Gross		
Interest income	R'm	7 606	8 048	442	7 759	(2)	4
Total lending, investment and insurance income	R'm	8 299	8 741	442	8 399	(1)	4
Net lending, investment and insurance income	R'm	6 112	6 554	442	6 384	(4)	3
Total lending and insurance income (excluding investment income)	R'm	6 998	7 440	442	7 378	(5)	1
Net provision for doubtful debts charge	R'm	2 542	2 984	442	2 811	(10)	6
Earnings attributable to ordinary shareholders							
Basic	R'm	2 454	2 454	–	2 047	20	20
Headline	R'm	2 461	2 461	–	2 046	20	20
Cost-to-income ratio	%	38	36		36		

R66 billion in retail deposits

The total retail deposits increased to R66 billion by the end of August 2018 (August 2017: R55 billion). Retail call savings increased by 20% and retail fixed savings by 15%. The consistent growth within the current period is confirmation of continued brand confidence from retail depositors.

Wholesale funding decreased by 18%, to R5.8 billion (August 2017: R7.0 billion). The requirement for wholesale funding is low as loan growth was moderate in relation to fixed-term retail deposits and internal capital generation growth. Strong support from the market was again confirmed during our bond issuance in May 2018 where we received bids totalling R1.9 billion versus R500 million that was required and issued.

Robust capital and low liquidity risk retained

Our capital adequacy ratio was 36% at 31 August 2018. Should we re-allocate funds in the investment portfolio to lower-risk-weighted government instruments, the ratio could be increased by 4%. The bank is well positioned for growth from a capital perspective.

At 31 August 2018, our liquidity coverage ratio (LCR) was 1 923% and our net stable funding ratio (NSFR) was 205%. These market-leading ratios are the result of our conservatism when managing liquidity.

Credit ratings

S&P affirmed all of the credit ratings of Capitec Bank on 13 September 2018. The long-term global rating is 'BB' and the short-term global rating is 'B'. The outlook is stable. The South African national scale ratings are affirmed as 'zaAA' long term and 'zaA-1+' short term. Our global long-term rating is the same as the sovereign rating as well as those of other large South African banks.

Cost of operations up 11%

Our operating costs increased from R3.2 billion to R3.5 billion in the current period. Our cost-to-income ratio remained at 36% on an illustrative gross basis (38% under IFRS 9) comparative to the 6 month period last year.

Growth in staff, branches and investment in our IT infrastructure are the main drivers for the increase in costs.

The client growth created job opportunities and 377 employees have joined our team since February 2018. We hire for potential and train for competence, which resulted in more learning and training interventions over the past 6 months. The investment in IT infrastructure, increased up-take of self-service banking and more branch staff, unlocks the capacity to cross-sell and ensures our clients receive the best personal service.

We make use of cell captives for insurance and receive the profits in the cell captives after tax in the form of dividends. In the current period, the tax attributable to the profits on cell captives of R142 million was deducted from the net insurance income line as opposed to including it in the total tax expense line. This has resulted in the effective tax rate decreasing to 24.3% for the current period.

Prospects

We plan to expand our product offering to include business banking. This may include the acquisition of Mercantile Bank Holdings Limited, for which we submitted a formal bid on 31 August 2018. We await the outcome.

We completed the 2nd tranche investment in Cream Finance Holding Limited (Creamfinance) which included existing shareholders exercising their option on 10 September 2018. This takes our shareholding to 40.25%. The 3rd tranche is expected to be invested early in the next financial year.

Our 2020 financial year strategy and budget review started earlier this month and will factor in the implementation of IFRS 16, which is effective from 1 March 2019. IFRS 16 impacts operating leases whereby a lessee is required to recognise a leased asset for the right of use and a related liability as the present value of future lease payments. Our branches and ATM operating lease arrangements will be affected from 1 March 2019 under the new accounting standard.

Interim dividend

The directors declared a gross interim dividend for the 6 months ended 31 August 2018 of 630 cents per ordinary share (31 August 2017: 525 cents) on Tuesday, 25 September 2018. The dividend will be paid on Monday, 22 October 2018. There are 115 626 991 ordinary shares in issue.

The dividend meets the definition of a dividend in terms of the Income Tax Act (Act 58 of 1962). The dividend amount, net of South African dividend tax of 20%, is 504 cents per share. The distribution is made from income reserves. Capitec's tax reference number is 9405376840.

Last day to trade cum dividend Tuesday, 16 October 2018
Trading ex-dividend commences Wednesday, 17 October 2018
Record date Friday, 19 October 2018
Payment date Monday, 22 October 2018

Share certificates may not be dematerialised or rematerialised from Wednesday, 17 October 2018 to Friday, 19 October 2018, both days inclusive.

On behalf of the board


Riaan Stassen
Chairman

Stellenbosch
26 September 2018


Gerrie Fourie
Chief executive officer

This short-form announcement is the responsibility of the directors, and is a summary of information in the full announcement published on SENS and on the Capitec Bank website. Investment decisions should be based on a review of the full SENS announcement. The full announcement is also available for inspection at the company's registered office during normal business hours at no charge. Copies of the full announcement may be requested from the company by emailing enquiries@capitecbank.co.za.



CAPITEC
BANK
HOLDINGS LIMITED

Key performance indicators	6 months ended August		Change %	IFRS 9 adjusted		Year ended
	2018	2017		1 March ⁽¹⁾	February	
Profitability						
Interest income ⁽²⁾	R'm	7 606	7 759	(2)		15 474
Net loan fee and insurance income ⁽³⁾	R'm	693	640	8		1 380
Total lending, investment and insurance income ⁽²⁾	R'm	8 299	8 399	(1)		16 854
Interest expense	R'm	(2 187)	(2 015)	9		(4 184)
Net lending, investment and insurance income ⁽²⁾	R'm	6 112	6 384	(4)		12 670
Net transaction fee income	R'm	3 147	2 386	32		5 127
Other	R'm	25	18	39		(1)
Income from operations ⁽²⁾	R'm	9 284	8 788	6		17 796
Net provision for doubtful debts charge ⁽²⁾	R'm	(2 542)	(2 811)	(10)		(5 280)
Net income	R'm	6 742	5 977	13		12 516
Income from associates	R'm	9	–			3
Operating expenses	R'm	(3 500)	(3 156)	11		(6 364)
Income before tax	R'm	3 251	2 821	15		6 155
Tax ⁽³⁾	R'm	(792)	(767)	3		(1 685)
Preference dividend	R'm	(5)	(7)	(29)		(12)
Earnings attributable to ordinary shareholders						
Basic	R'm	2 454	2 047	20		4 458
Headline	R'm	2 461	2 046	20		4 461
Net transaction fee income to net income	%	47	40			41
Net transaction fee income to operating expenses	%	90	76			81
Cost-to-income ratio ⁽²⁾	%	38	36			36
Return on ordinary shareholders equity	%	27	26			27
Earnings per share						
Attributable	cents	2 122	1 770	20		3 855
Headline	cents	2 128	1 769	20		3 858
Diluted attributable	cents	2 118	1 765	20		3 843
Diluted headline	cents	2 124	1 764	20		3 846
Dividends per share						
Interim	cents	630	525	20		525
Final	cents					945
Total	cents					1 470
Dividend cover	x					2.6
Assets						
Net loans and advances	R'm	41 888	40 619	3	40 927	41 814
Financial investments ⁽⁴⁾	R'm	46 169	36 210	28	39 387	39 400
Available-for-sale financial assets	R'm	100	102	(2)		100
Other	R'm	4 030	3 749	7		3 139
Current income tax asset	R'm	–	52			107
Deferred income tax asset	R'm	1 438	404		1 168	397
Total assets	R'm	93 625	81 136	15		84 957
Liabilities						
Retail deposits and wholesale funding	R'm	71 983	62 406	15		64 030
Other	R'm	2 022	1 600	26	2 447	2 035
Total liabilities	R'm	74 005	64 006	16		66 065
Equity						
Shareholders' funds	R'm	19 620	17 130	15	18 244	18 892
Capital adequacy ratio	%	36	35			36
Net asset value per ordinary share	cents	16 876	14 695	15		16 241
Share price	cents	100 275	90 050	11		83 246
Market capitalisation	R'm	115 945	104 122	11		96 255
Number of shares in issue	'000	115 627	115 627			115 627
Share options						
Number outstanding	'000	691	837	(17)		777
Number outstanding to shares in issue	%	0.6	0.7			0.7
Average strike price	cents	48 795	37 950	29		38 561
Average time to maturity	months	23	23			19
Operations						
Branches		832	811	3		826
Employees		13 710	13 532	1		13 333
Active clients	'000	10 522	9 184	15		9 868
ATMs and DNRs						
Own		1 987	1 775	12		1 895
Partnership		2 925	2 506	17		2 750
Total		4 912	4 281	15		4 645
Capital expenditure	R'm	457	467	(2)		829
Credit sales						
Value of credit card disbursements/drawdowns	R'm	2 686	1 742	54		3 949
Value of term loans advanced	R'm	12 000	12 397	(3)		24 343
Value of total loans advanced	R'm	14 686	14 139	4		28 292
Number of total loans advanced ⁽⁵⁾	'000	2 354	1 871	26		3 947
Average of total credit card disbursements/drawdowns	R	1 910	2 521	(24)		2 296
Average of total term loans advanced	R	12 667	10 504	21		10 934
Average of total loans advanced	R	6 239	7 556	(17)		7 168
Credit book						
Gross loans and advances	R'm	51 359	46 544	10	47 642	47 642
Up-to-date	Stage 1 R'm	39 641	40 764	6	37 165	41 674
Up-to-date with SICR	Stage 2 R'm	3 485	4 401	6	4 401	41 674
Total up-to-date	R'm	43 126	40 764	6	41 566	41 674
Arrears – Up to 1 month in arrears	Stage 2 R'm	911	1 358	(33)	1 003	1 003
Arrears – 2 and 3 months in arrears	Stage 3 R'm	1 517	1 140	33	1 697	1 697
Total arrears up to 3 months	R'm	2 428	2 498	(3)	2 700	2 700
Application for debt review within 6 months	Stage 3 R'm	70			108	
Up-to-date that rescheduled from up-to-date (not yet rehabilitated ⁽⁶⁾)	Stage 3 R'm	963	1 049	(8)	1 085	1 085
Up-to-date that rescheduled from arrears (not yet rehabilitated ⁽⁶⁾)	Stage 3 R'm	1 373	1 396	(2)	1 277	1 277
Total up-to-date that rescheduled (not yet rehabilitated ⁽⁶⁾)	R'm	2 336	2 445	(4)	2 362	2 362
More than 3 months in arrears and legal status	Stage 3 R'm	3 001				
Expected recoveries receivable	Stage 3 R'm	398	837	(52)	906	906
Total provision for doubtful debts	R'm	9				