Special Feature:

Stokvels/savings & investment clubs
### Stokvels / savings & investment clubs

<table>
<thead>
<tr>
<th>Category</th>
<th>July 2011</th>
<th>Nov 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Black Households</td>
<td>48%</td>
<td>36%</td>
</tr>
<tr>
<td>Less than R6k pm HH</td>
<td>48%</td>
<td>31%</td>
</tr>
<tr>
<td>R6k – R13 999 pm HH</td>
<td>49%</td>
<td>38%</td>
</tr>
<tr>
<td>R14k – R19 999 pm HH</td>
<td>62%</td>
<td>47%</td>
</tr>
<tr>
<td>R20k – R40k pm HH</td>
<td>37%</td>
<td>37%</td>
</tr>
<tr>
<td>R40k+ pm HH</td>
<td>29%</td>
<td>35%</td>
</tr>
</tbody>
</table>
Two types of stokvels:

- Accumulating Stokvel: 67%
- Rotating Stokvel: 33%
Stokvels / savings & investment clubs

How many stokvels do people belong to:

One  81%
Two  19%

Average membership:

Overall  15
Stokvels / savings & investment clubs

Stokvels as a lender:
Members 36%
Outsiders 13%

Average interest rate charged: 29%
<table>
<thead>
<tr>
<th>Income Bracket</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Black Households</td>
<td>R520</td>
</tr>
<tr>
<td>Less than R6k pm HH</td>
<td>R369</td>
</tr>
<tr>
<td>R6k – R13 999 pm HH</td>
<td>R475</td>
</tr>
<tr>
<td>R14k – R19 999 pm HH</td>
<td>R466</td>
</tr>
<tr>
<td>R20k – R40k pm HH</td>
<td>R820</td>
</tr>
<tr>
<td>R40k+ pm HH</td>
<td>R670</td>
</tr>
</tbody>
</table>
Most important reasons for belonging to a stokvel

Disciplined savings / don’t want to let anyone down

I know my money will be safe

I enjoy the social aspect / networking
What do you use your stokvel payouts for?

- Food
- Christmas shopping
- Clothes
- Furniture and appliances
- School fees
- To pay off debt
The value of stokvels in South Africa

In 2005, The Unilever Institute estimated that there were 800 000 stokvels in SA

Urban areas
Let’s assume that there are now 320 000 stokvels in SA in urban areas
Average membership is 15:
320 000 x 15 = 4.8 m members
@ R520 per month/member = R2.50 bn per month

Rural areas
Let’s assume that there are now 480 000 stokvels in SA in rural areas
Average membership is 15:
480 000 x 15 = 7.2 m members
@ R100 per month/member = R720 m per month

TOTAL ESTIMATE: R38.6 billion per annum
In Summary

- While South Africans continue to be financially stressed, there is a degree of resilience and they are finding ways to cut down on expenses.

- “Nowism” is a consumer trend that is becoming more pronounced, especially given the difficult times, and it has implications for the products and services that consumers purchase.

- One in two working metro South Africans believe that the government and/or their children will look after them.

- The Old Mutual Sandwich Generation Indicator shows that fewer people are able to support both children and parents.