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## Executive Summary and Key Selling Points

- Securitisation forms part of Nedbank's funding strategy and is driven by the bank's Group ALCO \& Executive Risk Committee
- GreenHouse Funding (Pty) Limited ("GreenHouse"), Nedbank's inaugural home loan securitisation transaction, is a Segregated Series Medium Term Note Programme.
- The debut issue of between R1,5 billion and R3 billion under Series 1 will be exclusively placed with local investors
- The Originator, Seller and Servicer of the Home Loan Portfolio is Nedbank Retail: Home Loans, a division of Nedbank Limited, one of the four largest home loan lenders in South Africa.



## Transaction Summary



## Structure

- 5 Year Revolving Period with coupon step-up and call option after year 5 and conservative early amortisation triggers that include:
- The balance of loans greater than 3 instalments in arrears divided by the initial pool balance exceeding $2.5 \%$ of the initial home loan portfolio (Arrears Trigger);
- Inability to fund the Arrears Reserve at its required amount for 2 consecutive quarters;
- A positive balance on the Principal Deficiency Ledger; or
- Removal of Nedbank as servicer
- A dynamic Arrears Reserve which will be funded if arrears exceed certain thresholds
- Excess Spread of 1,17\%
- Liquidity Facility of $2,75 \%$
- Redraw Facility of $2,25 \%$


## Funding Developments and Nedbank's Funding Strategy

\section*{| Liquidity developments | Nedbank funding strategy overview |
| :--- | :--- |}

- SA Banks have experienced high asset growth in the recent years
- Continuing upside risk to interest rates in the short term has reduced client appetite for term funding particularly prior to MPC meeting dates
- Low savings levels in SA leading to declining retail deposit base
- Higher levels of deposit aggregation
- Increasing reliance on a relatively young SA capital market
- Negative international liquidity developments
- Limited SA contagion re US sub prime fallout to date

Liquidity developments (Nedbank specific)

- Nedbank was behind the curve with regard to asset growth because of the merger
- Nedbank has the largest individuals deposit base
- Nedbank has made limited use of securitisation to date (Octane 1)
- Nedbank has made limited use of the foreign markets to date (2 bank dual currency syndications over the pas 2 years)

Nedbank's funding requirements have been comfortably met domestically.

## Domestic markets <br> Foreign markets

- Approved registration of $\$ 3$ billion EMTN, multicurrency, 3 to 5 years programme for senior debt and capital tier 2 raisings
- Syndicated debt raisings from international banks
- Foreign securitisation of appropriate asset classes
- Utilise to raise matched funding to support foreign denominated lending initiated through the clusters
Various securitisation initiatives planned for 2008-2010 (R15 billion securitisation programme approved)
- Capital bonds and notes
- $\quad$ Senior bond programme
- Secondary capital instruments
$-\quad$ Hybrid debt instruments (roadshowing)

- The Nedbank Home Loans monoline was formed in early 2005 as a division of Nedbank Retail
- On formation of the monoline a new management team was appointed and Nedbank has since shown healthy home loan growth, with total market share of $16.88 \%$ and a total book size of R107 billion as at August 2007
- Nedbank Home Loans is a dedicated and focused home loan business operating in the South African market and employing 1200 staff
- The Nedbank target market is diverse as it aims through its multiple distribution channels (external \& internal) to attract clients from the lower, middle and upper market segments
- Processing of home loans is performed in 3 regions namely Inland (Johannesburg), Western \& Eastern Cape (Cape Town) and KZN (Durban)
- Nedbank Home Loans also processes home loans on behalf of other divisions within Nedbank, i.e. Business Banking, Small Business Services, Nedbank Private Bank as well as, until recently, Old Mutual Bank. No home loans from these divisions are included in this transaction
- Nedbank Home Loans utilises sophisticated Basel II AIRB approved application scorecards to assess potential and existing clients, and applies a risk based pricing methodology to determine price.The business has also made substantial investment into its collections department through the introduction of a comprehensive automated collections system. Collections activity is managed centrally in Johannesburg
- It is important to note that all loans eligible for securitisation were originated post 1 September 2006, meaning that the full positive impact of risk based pricing and enhanced credit policies were in place at the time of origination of these loans.

Nedbank Home Loans - Market Share


| Management | - Introduction of new management team |
| :---: | :---: |
| Structure | - Formation of monoline structure <br> - Clear product, segment and channel responsibilities within Nedbank Retail |
| Process | - Re-engineering of the end-to-end processes with a significant reduction in turnaround times ( $8-11$ days down to $2-4$ days) <br> - Improved efficiencies |
| Relationships | - Rebuilt relationships with key stakeholders in the market (i.e. mortgage originators \& estate agents) |
| Sales | - Focused sales \& retention strategies <br> - Expansion of sales force |
| Marketing | - Introduction of the "Proud Home" campaign |
| Customer | - Client centric approach with added focus on turnaround times <br> - Launch of the "Ask Once" campaign |



New business market share


## Nedbank Home Loans - Distribution Channels and Origination Statistics





|  | Intake |  | Registrations |  | Book Balance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | \# Accounts | Value (Rm's) | \# Accounts | Value (Rm's) | \# Accounts | Value (Rm's) |
| H105 | 119,639 | 47,002 | 34,400 | 12,153 | 320,283 | 60,357 |
| H205 | 131,039 | 55,272 | 40,742 | 15,440 | 339,839 | 67,593 |
| H106 | 149,212 | 69,681 | 37,632 | 14,955 | 339,625 | 75,081 |
| H206 | 177,973 | 88,045 | 53,459 | 23,328 | 345,009 | 88,118 |
| H107 | 190,470 | 103,601 | 49,291 | 23,022 | 353,405 | 101,877 |

Nedbank Home Loans - Credit Structure and Credit Assessment Process


## Nedbank Home Loans - Collections System and Process

## DEBT MANAGER

## Successful introduction of an internationally recognised, automated end-to-end collections

 workflow system in November 2006, replacing the less sophisticated system that was internally developed in conjunction with Experian.
## Benefits \& Enhancements



## EARLY STAGE COLLECTIONS <br> (0-3 months)

## CLIENT CREDIT MANAGEMENT (CCM)

- The primary objective of CCM is to rehabilitate clients by entering into an arrangement with them to repay the arrears

All accounts are managed via the Debt Manager workflow system in terms of different risk strategies.
CCM consists in the main of call centre agents who either contact clients (outbound) or receive calls (inbound) from clients who wish to enter into an arrangement.
Outbound calls are managed by way of a predictive dialler housed within Debt Manager
Additional methods of contact are telegrams and letters
Where no arrangement is possible a letter of demand is sent to the client demanding repayment of the arrears.
If there is no possibility of arrangement, alternatively if the client fails to respond to the letter of demand, the account is handed over to the Foreclosures (Legal) department to commence legal action.

LATE STAGE COLLECTIONS
(3 months +)

```
FORECLOSURES (LEGAL)
SHORTFALL RECOVERIES \& PIP MANAGEMENT
```

- Institute legal proceedings through Nedbank's national panel of attorneys to realise the underlying security
Objective remains to rehabilitate the account prior to sale in execution, in ine with internal risk strategies
s have been pursued and rehabilitation not possible, the property is sold at sale-in-execution either to a $3^{\text {rd }}$ party or bought in by he bank
Monitor transfer of properties to either bank or 3 rd party
All stakeholders are monitored in terms of strict prescribed turnaround times and performance targets

Continuous internal efforts (as well as external once internal efforts show limited success) to recover amounts still owing post realisation of the security to maximise recovery
Marketing of bought-in properties to obtain fair value to protect client and minimise losses
Monitor transfer of properties to new purchaser

## Historical Performance of Home Loan Book

DI 500 Credit Risk Indicators
Total Arrears
The Proportion of Mortgages Outstanding that have been in default for 3 months or more


- The investments in Nedbank's credit and collections systems, processes and policies have significantly improved the relative level of non-performing mortgage loans.
- Improved collection procedures \& systems as well enhanced credit risk policies has had a positive impact on delinquencies, despite the increasing interest rate environment.
- Delinquencies in the less than 2 months categories have increased in comparison to the positive decline being experienced in the 3 months+ categories, pointing to improved collection procedures limiting clients rolling forward.


## The National Credit Act (NCA)

IMPACT ANALYSIS OF THE NCA ON NEDBANK HOME LOANS

| Credit granting process | Only contractual obligations considered for affordability purposes, subject to RTI rules | Contractual as well retail and other obligations considered for affordability purposes, subject to RTI rules |
| :---: | :---: | :---: |
| Client interaction | Final letter of grant | Quotation \& Pre-agreement statement |
|  | Provision of decline reasons | Right of client to be provided with decline reasons in writing |
| Collections | Letter of demand (7 day) | Letter of demand (10 day) |
|  | No debt counselling assistance | External debt counselling service available to clients |
| Documentation | Cumbersome and legalistic documentation | Client friendly documentation incorporating plain language |
|  | Loan agreement based on previous legislation | Updated loan agreement incorporating the requirements of the NCA |
| Interest rate \& fees | Ceiling rate determined by Usury Act | Ceiling rate linked to reference / base rate determined by NCA |
|  | Initiation, administration as well valuation fees | Only initiation and service fees allowed |
| Credit bureaux | Limited accessibility to credit bureaux | Full accessibility including right to challenge |
| Insurance | Use of own home owners cover and life policies limited | Freedom of choice to opt for home owners cover and life policy of choice |
| Reckless lending | No recourse for irresponsible lending by credit providers | Introduction of reckless lending and overindebted provisions |
| Agents | No disclosure of fees or commission | Full disclosure of fees and commissions |

## Current Market Conditions

## Rising interest rates

- Interest rates have risen by $3.5 \%$ in the period June 2006 to October 2007. Notwithstanding the lag impact of the latest hikes, the risk remains that further hikes will be necessary in order for the government's inflation targeting objectives to be met. In this context some of the key focus areas continue to be:
- further investing in Collections and optimising the performance of the Debt Manager collection system;
- managing capacity across the business; and
- adopting an even more prudent approach towards the setting of credit policy


## US sub-prime crisis

- Given the impact on global markets it is important to note that the sub-prime market is a niche segment of the home loan market in the United States, and that there is no similar segment in South Africa
- Sub-prime refers to lending of a lower credit quality (i.e. it bears no relation to the situation in South Africa where variable rate pricing is relative to the Prime lending rate, and is often at a discount to this rate). Key features of the US sub-prime market included teaser rates, self-certification of income and interest only options. None of these options are offered by Nedbank Home Loans


## GreenHouse Funding Series 1



## Salient Structural Features

## Arrears Reserve

- Should the aggregate Principal Balance of Home Loans in respect of which there are greater than 3 instalments in arrears exceed $1 \%$ of Principal Balance of the Home Loan Pool the Issuer will trap funds in an Arrears Reserve to provide additional credit enhancement for the different Classes of Notes
- The trigger will reverse if the aggregate Principal Balance of Home Loans which are more than 3 instalments in arrears falls below $0,50 \%$
- The Arrears Reserve Required Amount equals the Principal Balance of Home Loans that are more than 3 instalments in arrears, less $65 \%$ of the respective property value. Hence, the size of the Arrears Reserve adjusts dynamically


## Arrears Trigger

- Should the 3-month rolling average of the aggregate Principal Balances of the Home Loans in respect of which there are arrears in an amount greater than 3 instalments exceeds $2,50 \%$ of the aggregate Principal Balances of the Home Loan Pool - it would constitute an early amortisation event


## Stop Purchase Events

- On the occurrence of the following Stop Purchase Events (early amortisation events) the revolving period will come to an end:
- Enforcement of the Security
- Any Servicer Event of Default
- Nedbank ceases for any reason to be the Servicer
- The Arrears Reserve is not funded at the Arrears Reserve Required Amount on 2 consecutive Payment Dates
- An Arrears Trigger occurs
- The Principal Deficiency calculated on the Determination Date immediately preceding the date on which Additional Loan Agreements are purchased exceeds zero
- The Issuer amending the Eligibility Criteria


## Principal Deficiency Ledger

- A Principal Deficiency Ledger will be established to record the Principal Deficiency (if any) on each Determination Date, being the amount, if any, by which the Potential Redemption Amount exceeds the cash remaining in the Pre Enforcement Priority of Payments on such determination date after the payment of or provision for items 1 to 10 in the Pre-Enforcement Priority of Payments


## Interest Deferral

- Interest on subordinated Notes is deferred in accordance with the size of the Principal Deficiency recorded
- Interest gets deferred in a reverse sequential order, thus providing structural protection for senior Noteholders


## Liquidity

- Liquidity Shortfalls (i.e. items 1-6 in Pre-enforcement Priority of Payments) will be met by a combination of a Liquidity Facility and/or a Liquidity Reserve. The Liquidity Required Amount will be an amount equal to $2.75 \%$ of the Outstanding Principal Amount of the Notes. The Liquidity Required Amount can be made up of:
- Liquidity Facilities; and/or
- Liquidity Reserve
- Calyon Corporate and Investment Bank will initially provide the Liquidity Facility


## Redraws, Re-Advances and Further Advances

- The Issuer is obliged to advance Redraws to Borrowers during the Revolving Period and during the Amortisation Period and Post Enforcement. This obligation is, however, cancelable at the discretion of the Issuer
- The Issuer may, in its discretion, advance Re-advances and Further Advances to Borrowers during the Revolving Period only
- These advances to the Borrowers will be funded in the ordinary course through repayment and prepayments received under the Home Loans and to the extent that this proves to be insufficient, by a combination of a Redraw Facility and/or a Redraw Reserve
- The Redraw Required Amount will be an amount equal to $2.25 \%$ of the Outstanding Principal Amount of the Notes
- Where the sum of the amount standing to the credit of the Redraw Reserve and the Redraw Facility Limits falls below $1 / 3$ of the Redraw Required Amount, the Issuer will be obliged to cancel the redraw obligation to Borrowers


## Guaranteed Investment Contract (GIC)

- To mitigate negative carry
- Monies in the transaction and the collection accounts will be invested in a GIC with Nedbank


## Hedging

- The Issuer will enter into appropriate Derivative Contracts with Derivative Counterparties with the Required Credit Rating to mitigate the interest rate risks arising from the inclusion of Loan Agreements in the Loan Portfolio bearing interest on a different basis to the Notes


## Indicative Terms and Capital Structure



Further CE: Excess spread [1,17\%]

| Terms of the notes |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Tranching | Class A1 | Class A2 | Class B | Class C | Class D |
| Size (\%) | [20,0\%] | [64,9\%] | [4,9\%] | [3,8\%] | [1,95\%] |
| Prepayment | Yes* | No | No | No | No |
| Base Rate | 3 m JIBAR | 3 m JIBAR | 3 m JIBAR | 3 m JIBAR | 3 m JIBAR |
| Issue Margin | Pre-placed | [50bps] | [70bps] | [100bps] | Retained |
| Step-up Rate | 15bps | 20 bps | 25bps | 25bps | N/A |
| Fitch | AAA (zaf) | AAA (zaf) | AA (zaf) | A (zaf) | BBB (zaf) |
| Moody's | Aaa.za | Aaa.za | Aa1.za | Aa3.za | A2.za |
| WAL | 5 yrs | 5 yrs | 5 yrs | 5 yrs | 5 yrs |
| Interest Payments | Quarterly | Quarterly | Quarterly | Quarterly | Quarterly |
| Step Up Date | Nov 2012 | Nov 2012 | Nov 2012 | Nov 2012 | Nov 2012 |
| Scheduled Maturity | Nov 2012 | Nov 2012 | Nov 2012 | Nov 2012 | Nov 2012 |
| Legal Maturity | Nov 2039 | Nov 2039 | Nov 2039 | Nov 2039 | Nov 2039 |
| Listing | BESA | BESA** | BESA | BESA | beSA |

Total Class A Notes represent [84,9]\% of the notes outstanding

* Will prepay if there are insufficient eligible Home Loans to purchase or to the extent that Home Loans sold are not transferred within 12 months of Issue Date
** Notes may be converted to unlisted notes at request

| Simplified Pre-Enforcement Priority of Payments |  |  |
| :---: | :---: | :---: |
| Senior Fees and Expenses up to Issuer Expense Cap |  |  |
| Senior Servicing Fees |  | Senior Administration Fees |
| Interest on Redraw Facility | Interest on Liquidity Facility | Interest on Warehouse Facility |
| Class A Interest |  | Hedge Payments |
| Class B Interest (subject to interest deferral) |  |  |
| Class C Interest (subject to interest deferral) |  |  |
| Class D Interest (subject to interest deferral) |  |  |
| Arrears Reserve |  |  |
| Redraw Reserv |  | Liquidity Reserve |
| Principal on Warehouse Facility | Principal on Liquidity Facility | Principal on Liquidity Facility |
| Additional Home Loans |  |  |
| Purchase Reserve |  |  |
| Principal on the Notes |  |  |
| Subordinated expenses and fees |  |  |
| Interest and Principal on $2^{\text {nd }}$ loss loan |  |  |
| Interest and Principal on $1^{\text {st }}$ loss loan |  |  |
| Preference Share Dividend |  |  |

Redemption of notes

- The Class A1 notes are super-senior
- From the beginning of the transaction, principal payments on the Class $A, B, C$ and $D$ notes are made in sequential order
 being allocated to the junior tranches respectively
- The structure will switch back into sequential paydown should:
- A principal deficiency exist
- The Arrears Reserve not be funded at the required level
- Arrears in the portfolio exceed defined thresholds


## Home Loan Pool

## Eligibility Criteria

- Type: Home Loans in respect of residential property - including freehold and sectional title, but excluding vacant plots and incomplete buildings
- Minimum Amount: R100 000 at inception and R50 000 at date of sale
- Maximum Amount: R3 500000
- Maximum Term: 25 years
- Margin: Minimum interest rate yield of Prime less 2,2\%
- LTV Ratio: OLTV of less than or equal to $100 \%$
- PTI Ratio: Less than or equal to $33 \%$
- Insurance: Borrowers obliged to take out and maintain homeowner's insurance
- Fully Performing: Borrowers not in arrear by more than one instalment at date of sale
- Minimum Seasoning: At least one instalment has been received
- Security: First Ranking Mortgage Bonds or Guarantee backed by Indemnity Bond


## Portfolio Covenants

- WA LTV Ratio does not exceed the WA LTV Ratio of the Initial Home Loan Portfolio by more than $1 \%$
- WA PTI Ratio does not exceed the WA PTI Ratio of the Initial Home Loan Portfolio by more than 1\%
- WA Concession of the Home Loan Portfolio is not more than $0,2 \%$ more than the WA Concession of the Home Loans in the Initial Home Loan Portfolio
- The percentage of Home Loans advanced to Self-employed Borrowers does not exceed 30\%
- The percentage of Home Loans in respect of which the Properties securing such Home Loans are not Owneroccupied does not exceed 23\%
- The percentage of Home Loans in the Home Loans Portfolio valued by means of AVM does not exceed 30\%
- The percentage of Home Loans which bearing interest at a fixed rate does not exceed $15 \%$

| Pool Summary (Pool Cut as at 18 September 2007) |  |  |
| :---: | :---: | :---: |
| Current Balance | Aggregate Current Balance | 3,192,842,968.78 |
|  | Average Current Balance | 422,389.60 |
|  | Min Current Balance | 57,704.04 |
|  | Max Current Balance | 2,681,533.58 |
|  | Max LTV (cur) | 100\% |
|  | Min LTV (cur) | 10.04\% |
|  | Weighted Ave LTV (cur) | 73.95\% |
| \# | Number of Accounts | 7,559 |
| Original Balance | Aggregate Original Balance | 3,409,587,007.29 |
|  | Average Original Balance | 451,063.24 |
|  | Min Original Balance | 100,000.00 |
|  | Max Original Balance | 3,000,000.00 |
|  | Max LTV (Original) | 100\% |
|  | Min LTV (Original) | 11.09\% |
|  | Weighted Ave LTV (Original) | 77.30\% |
| $\begin{aligned} & \text { PTI } \\ & \text { (\%) } \end{aligned}$ | Max PTI | 30.00 |
|  | Min PTI | 0.13 |
|  | Weighted Ave PTI | 21.43 |
| Maturity (Years) | Max Maturity | 18.25 |
|  | Min Maturity | 11.20 |
|  | Weighted Ave Maturity | 12.04 |
| Seasoning Since Inception Date (Months) | Max Seasoning (Incep) | 239.00 |
|  | Min Seasoning (incep) | 2.00 |
|  | Weighted Ave Seasoning (Incep) | 28.67 |
| Seasoning Since Loan Grant Date (Months) | Max Seasoning (Grant) | 12.00 |
|  | Min Seasoning (Grant) | 2.00 |
|  | Weighted Ave Seasoning (Grant) | 6.16 |
| Yield (\%) | Max Yield | 18.25 |
|  | Min Yield | 11.20 |
|  | Ave. Yield | 12.30 |
|  | Weighted Ave Yield | 12.04 |
| Redraws | Max Redraw | 1,578,277 |
|  | Min Redraw | - |
|  | Ave. Redraw | 25,685 |
|  | Aggregate Redraw | 194,154,182 |

Home Loan Pool - Composition


## Transaction Timetable

| Roadshow: | $8-15$ November 2007 |
| :--- | :--- |
| Bookbuild: | [26] November 2007 |
| Time: | $09: 00-11: 00$ |
| Bookbuild Policy: | [Hybrid Feedback/Dutch Auction] |
| MPC: | 6 December 2007 |
| Settlement (T+10): | 10 December 2007 |
| First Interest Reset Date: | 18 February 2008 |

## Contacts

| Nedbank Retail: Home Loans | Group ALM |
| :---: | :---: |
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## Conclusion

GreenHouse Funding is a new entry in the SA RMBS market and offers investors:

- A high quality and diverse asset pool of prime home loans with low LTV's and PTI's;
- A simple and robust legal and capital structure, with dual ratings on the Notes;
- Structured, originated and serviced by one of South Africa's big four banks; and
- An excellent portfolio diversification opportunity for investors.


## Thank You

## Appendix A - Home Loan Pool Statistics

Outstanding Balance

| Home Loan (R) | Number of Home Loans | $\begin{gathered} \text { Proportion of Total } \\ \text { Number (\%) } \end{gathered}$ | Aggregate Drawn Balance of Home Loans (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| 250,000.00 | 2,599 | 34.38\% | 447,653,849 | 14.02\% |
| 250001-500000 | 2,819 | 37.29\% | 1,031,975,301 | 32.32\% |
| 500001-750000 | 1,253 | 16.58\% | 763,781,272 | 23.92\% |
| 7500001 -1000000 | 521 | 6.89\% | 449,238,161 | 14.07\% |
| 1000001-1250000 | 182 | 2.41\% | 202,618,156 | 6.35\% |
| 1250001-2000000 | 159 | 2.10\% | 237,886,215 | 7.45\% |
| 2000001-2500000 | 22 | 0.29\% | 49,162,476 | 1.54\% |
| $2500000+$ | 4 | 0.05\% | 10,527,539 | 0.33\% |
| Totals | 7559 | 100\% | 3,192,842,969 | 100\% |



Borrower's Income

| Income bracket | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| 0-10,000 | 953 | 12.61\% | 143,270,275 | 4.49\% |
| 10,001-20,000 | 2,465 | 32.61\% | 649,795,318 | 20.35\% |
| 20,001-30,000 | 1,670 | 22.09\% | 699,023,548 | 21.89\% |
| 30,001-40,000 | 1,055 | 13.96\% | 582,686,076 | 18.25\% |
| 40,001-50,000 | 578 | 7.65\% | 376,748,317 | 11.80\% |
| 50,001-60,000 | 352 | 4.66\% | 279,126,227 | 8.74\% |
| 60,001-70,000 | 187 | 2.47\% | 167,046,287 | 5.23\% |
| 70,001-80,000 | 92 | 1.22\% | 86,280,448 | 2.70\% |
| 80,001-90,000 | 54 | 0.71\% | 57,592,308 | 1.80\% |
| $90,000+$ | 153 | 2.02\% | 151,274,165 | 4.74\% |
| Totals | 7559 | 100\% | 3,192,842,969 | 100\% |



Single or Joint Bond

| Method | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans ( R ) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| JOINT BOND | 3,900 | 51.59\% | 1,665,589,336 | 52.17\% |
| SINGLE | 3,307 | 43.75\% | 1,313,963,046 | 41.15\% |
| OTHER | 269 | 3.56\% | 180,036,648 | 5.64\% |
| No Data | 83 | 1.10\% | 33,253,938 | 1.04\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |

Remaining Maturity

| Number of years to maturity | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| 0-5 | 103 | 1.36\% | 447,932 | 0.01\% |
| 6-10 | 130 | 1.72\% | 55,110,897 | 1.73\% |
| 11 - 15 | 670 | 8.86\% | 200,044,973 | 6.27\% |
| 15-20 | 6,656 | 88.05\% | 2,937,239,167 | 91.99\% |
| $25+$ | - | 0.00\% | - | 0.00\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |

Loan Origination Channel


Geographical Split By Province

| Region | Number of Home | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans $(R)$ | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| Western Cape | 710 | 9.39\% | 321,104,114 | 10.06\% |
| Eastern Cape | 999 | 13.22\% | 367,512,383 | 11.51\% |
| Free State and Northern Cape | 730 | 9.66\% | 335,264,463 | 10.50\% |
| Gauteng | 3,852 | 50.96\% | 1,667,274,635 | 52.22\% |
| Kwazulu Natal | 325 | 4.30\% | 90,912,432 | 2.85\% |
| North West | 352 | 4.66\% | 134,633,186 | 4.22\% |
| Mpumalanga | 591 | 7.82\% | 276,141,756 | 8.65\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |

Individual Score Rating from Experian or ITC

| Score Level | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| 0-500 | 144 | 1.91\% | 67,554,962 | 2.12\% |
| 501-550 | 138 | 1.83\% | 40,550,180 | 1.27\% |
| 551-600 | 978 | 12.94\% | 358,105,360 | 11.22\% |
| 601-650 | 1,888 | 24.98\% | 771,370,483 | 24.16\% |
| 651-700 | 2,271 | 30.04\% | 1,006,265,214 | 31.52\% |
| 701-750 | 1,060 | 14.02\% | 502,315,095 | 15.73\% |
| 751-800 | 516 | 6.83\% | 231,293,649 | 7.24\% |
| 801-850 | 126 | 1.67\% | 51,984,028 | 1.63\% |
| $850+$ | 16 | 0.21\% | 6,793,610 | 0.21\% |
| No Data | 422 | 5.58\% | 156,610,387 | 4.91\% |
| Totals | 7559 | 100\% | 3,192,842,969 | 100\% |



BLG Score Provided by ITC or Experian

| Method | Number of Home Loans | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Number (\%) } \end{aligned}$ | Aggregate Drawn Balance of Home Loans (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| ITC | 3,285 | 43.46\% | 1,391,457,683 | 44\% |
| EXPERIAN | 3,619 | 47.88\% | 1,556,929,131 | 49\% |
| No Data - Not known | 655 | 8.67\% | 244,456,155 | 8\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |

Original Loan to Value Ratio

| LTV (\%) | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| 0-30\% | 389 | 5.15\% | 77,769,224 | 2.44\% |
| 31-40\% | 528 | 6.99\% | 135,756,049 | 4.25\% |
| 41-50\% | 738 | 9.76\% | 219,941,814 | 6.89\% |
| 51-60\% | 774 | 10.24\% | 283,434,907 | 8.88\% |
| 61-70\% | 820 | 10.85\% | 336,955,226 | 10.55\% |
| 71-80\% | 929 | 12.29\% | 446,151,567 | 13.97\% |
| 81-90\% | 1,145 | 15.15\% | 547,281,442 | 17.14\% |
| 91-95\% | 393 | 5.20\% | 191,322,772 | 5.99\% |
| 95\% + | 1,843 | 24.38\% | 954,229,967 | 29.89\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |



Owner Employment Status

| Method | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans ( R ) | Proportion of Total |
| :---: | :---: | :---: | :---: | :---: |
| Self Employed | 723 | 9.56\% | 398,933,563 | 12\% |
| Formally Employed | 6,439 | 8\% | 2,615,964,312 | 82\% |
| No Data | 397 | 5.25\% | 177,945,095 | \% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |

Current Loan to Value Ratio

| LTV (\%) | Number of Home Loans | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Number (\%) } \end{aligned}$ | Aggregate Drawn Balance of Home Loans (R) | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Amount (\%) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| 0-30\% | 581 | 7.69\% | 120,177,255 | 3.76\% |
| 31-40\% | 635 | 8.40\% | 173,181,943 | 5.42\% |
| 41-50\% | 776 | 10.27\% | 254,445,162 | 7.97\% |
| 51-60\% | 829 | 10.97\% | 321,754,927 | 10.08\% |
| 61-70\% | 833 | 11.02\% | 374,566,790 | 11.73\% |
| 71-80\% | 934 | 12.36\% | 460,500,906 | 14.42\% |
| 81-90\% | 1,060 | 14.02\% | 513,861,853 | 16.09\% |
| 91-95\% | 372 | 4.92\% | 180,989,568 | 5.67\% |
| 95\%+ | 1,539 | 20.36\% | 793,364,565 | 24.85\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |



Interest Rate Distribution

| Rate Charged (\%) | Number of Home Loans | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Number (\%) } \end{aligned}$ | Aggregate Drawn Balance of Home Loans (R) | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Amount (\%) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| 0-11.5 | 116 | .53\% | 127,468,484 | .99\% |
| 11.5-11.75 | 1,092 | 14.45\% | 839,142,264 | 26.28\% |
| 11.75-12.0 | 1,584 | 20.96\% | 825,773,423 | 25.86\% |
| 12.0-12.5 | 2,338 | 30.93\% | 881,084,749 | 27.60\% |
| 12.5-13.0 | 1,269 | 16.79\% | 300,520,620 | 9.41\% |
| 13.0-13.5 | 609 | 8.06\% | 109,796,555 | 3.44\% |
| 13.5-14.0 | 528 | 6.99\% | 105,179,305 | 3.29\% |
| 14.0-14.5 | 9 | 0.12\% | 1,156,013 | 0.04\% |
| 14 + | 14 | 0.19\% | 2,721,556 | 0.09\% |
| Totals | 7559 | 100\% | 3,192,842,969 | 100\% |



Owner Employment Status

| PTI (\%) | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Amount (\%) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| 0-5 | 119 | 1.57\% | 39,645,591 | 1.24\% |
| 6-10 | 473 | 6.26\% | 134,620,796 | 4.22\% |
| 11-15 | 1,098 | 14.53\% | 367,814,228 | 11.52\% |
| 16-20 | 1,591 | 21.05\% | 610,280,383 | 19.11\% |
| 20-25 | 2,014 | 26.64\% | 902,333,758 | 28.26\% |
| 26-30 | 2,263 | 29.94\% | 1,136,348,872 | 35.59\% |
| $30+$ | 1 | 0.01\% | 1,799,341 | 0.06\% |
| Totals | 7559 | 100\% | 3,192,842,969 | 100\% |



Borrowers Age

| Age bracket | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| Younger than $25 \mathrm{Y} / \mathrm{O}$ | 88 | 1.16\% | 32,762,535 | 1.03\% |
| 26 to 30 | 566 | 7.49\% | 232,747,874 | 7.29\% |
| 31 to 35 | 1,172 | 15.50\% | 530,621,626 | 16.62\% |
| 36 to 40 | 1,502 | 19.87\% | 642,540,081 | 20.12\% |
| 41 to 45 | 1,311 | 17.34\% | 540,486,016 | 16.93\% |
| 46 to 50 | 1,195 | 15.81\% | 476,416,263 | 14.92\% |
| 51 to 55 | 787 | 10.41\% | 321,566,099 | 10.07\% |
| 56 to 60 | 455 | 6.02\% | 179,431,357 | 5.62\% |
| 61 to 65 | 152 | 2.01\% | 56,093,142 | 1.76\% |
| 66 to 70 | 39 | 0.52\% | 19,355,654 | 0.61\% |
| 71 to 75 | 13 | 0.17\% | 9,486,305 | 0.30\% |
| Older Than 76 Y O | 6 | 0.08\% | 493,989 | 0.02\% |
| No Data | 273 | 3.61\% | 150,842,026 | 4.72\% |
| Totals | 7559 | 100\% | 3,192,842,969 | 100\% |

Owner Occupancy Type

| Method | Number of Home Loans | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Number (\%) } \end{aligned}$ | Aggregate Drawn Balance of Home Loans (R) | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Amount (\%) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| One Property | 5,957 | 78.81\% | 2,384,999,131 | 75\% |
| More Than One Property | 1,602 | 21.19\% | 807,843,837 | 25\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |



Seasoning Since Inception

| Number of Months | Number of Home Loans | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Number (\%) } \\ & \hline \end{aligned}$ | Aggregate Drawn Balance of Home Loans ( R ) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| $>12$ | 4,148 | 54.87\% | 1,904,112,619 | 59.64\% |
| 12-24 | 390 | 5.16\% | 195,492,826 | 6.12\% |
| 24-36 | 418 | 5.53\% | 208,190,928 | 6.52\% |
| 36-48 | 472 | 6.24\% | 197,214,400 | 6.18\% |
| 48-60 | 371 | 4.91\% | 156,167,857 | 4.89\% |
| 60-72 | 376 | 4.97\% | 131,242,183 | 4.11\% |
| 72-84 | 270 | 3.57\% | 79,321,306 | 2.48\% |
| 84-96 | 232 | 3.07\% | 80,273,416 | 2.51\% |
| <96 | 882 | 11.67\% | 240,827,433 | 7.54\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |

Seasoning Since Recent Grant Date

| Number of Months | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans ( R ) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| >3 | 453 | 5.99\% | 194,259,067 | 6.08\% |
| 3-4 | 911 | 12.05\% | 405,909,910 | 12.71\% |
| 4-5 | 1,025 | 13.56\% | 436,461,652 | 13.67\% |
| 5-6 | 900 | 11.91\% | 374,055,709 | 11.72\% |
| 6-7 | 893 | 11.81\% | 383,383,075 | 12.01\% |
| 7-8 | 970 | 12.83\% | 387,347,580 | 12.13\% |
| 8-9 | 539 | 7.13\% | 222,930,331 | 6.98\% |
| 9-10 | 868 | 11.48\% | 371,936,235 | 11.65\% |
| <10 | 1,000 | 13.23\% | 416,559,410 | 13.05\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |



Property Valuation Method

| Method | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Amount (\%) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| AVM | 2,511 | 33.22\% | 943,576,373 | 30\% |
| Physical Valuation | 5,048 | 66.78\% | 2,249,266,596 | 70\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |



Payment to Income

| Method | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| Self Employed | 723 | 9.56\% | 398,933,563 | 12\% |
| Formally Employed | 6,439 | 85.18\% | 2,615,964,312 | 82\% |
| No Data | 397 | 5.25\% | 177,945,095 | 6\% |
| Totals | 7,559 | 100\% | 3,192,842,969 | 100\% |

Distribution of Home Loan Size

| Region | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Drawn Balance of Home Loans (R) | $\begin{aligned} & \text { Proportion of Total } \\ & \text { Amount (\%) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| Payment Investment \{1\} | 2 | 0.03\% | 799,387 | 0.03\% |
| Debit Order - Debit order from a Nedbank account $\{2\}$ | 5,957 | 78.81\% | 2,737,790,964 | 85.75\% |
| ACB Credits \{3\} | 1,094 | 14.47\% | 267,563,376 | 8.38\% |
| Salary Scheme \{4\} | 13 | 0.17\% | 3,552,207 | 0.11\% |
| Ned Credits / Hyphen Electronic Facility, similar to ACB \{5\} | 18 | 0.24\% | 3,582,538 | 0.11\% |
| Electronic Payment - Such as Internet Transfer or SST \{6\} | 117 | 1.55\% | 55,317,211 | 1.73\% |
| Teller - Cash \& Cheq \{7\} | 61 | 0.81\% | 26,407,059 | 0.83\% |
| Internally Affected $\{8\}$ | 6 | 0.08\% | 2,366,555 | 0.07\% |
| Sundry Credits \{9\} | 93 | 1.23\% | 41,705,993 | 1.31\% |
| Teller - Cash \{10\} | 198 | 2.62\% | 53,757,679 | 1.68\% |
| Totals | 7559 | 100\% | 3,192,842,969 | 100\% |



| Original Bond (R) | Number of Home Loans | Proportion of Total Number (\%) | Aggregate Bond Amount (R) | Proportion of Total Amount (\%) |
| :---: | :---: | :---: | :---: | :---: |
| >200000 | 1,534 | 20.29\% | 228,448,583 | 6.70\% |
| 200001-300000 | 1,400 | 18.52\% | 341,961,901 | 10.03\% |
| 300001 -400000 | 1,200 | 15.88\% | 412,858,892 | 12.11\% |
| 400001 - 500000 | 954 | 12.62\% | 424,205,563 | 12.44\% |
| 500001-600000 | 697 | 9.22\% | 376,964,672 | 11.06\% |
| 600001-700000 | 498 | 6.59\% | 318,278,246 | 9.33\% |
| 700001-800000 | 345 | 4.56\% | 254,987,305 | 7.48\% |
| 800001-900000 | 268 | 3.55\% | 224,939,318 | 6.60\% |
| 900001-1000000 | 172 | 2.28\% | 162,284,529 | 4.76\% |
| 1000001-1100000 | 130 | 1.72\% | 134,025,788 | 3.93\% |
| 1100001-1200000 | 74 | 0.98\% | 83,835,043 | 2.46\% |
| 1200001-1300000 | 64 | 0.85\% | 79,011,034 | 2.32\% |
| 1300001-1400000 | 64 | 0.85\% | 85,598,034 | 2.51\% |
| 1400001-1500000 | 33 | 0.44\% | 47,247,283 | 1.39\% |
| 1500001-1600000 | 35 | 0.46\% | 53,388,549 | 1.57\% |
| 1600001-1700000 | 17 | 0.22\% | 27,631,370 | 0.81\% |
| 1700001-1800000 | 14 | 0.19\% | 24,518,206 | 0.72\% |
| 1800001-1900000 | 12 | 0.16\% | 21,878,591 | 0.64\% |
| 1900001-2000000 | 8 | 0.11\% | 15,436,870 | 0.45\% |
| 2000001-2100000 | 8 | 0.11\% | 16,016,395 | 0.47\% |
| 2100001-2200000 | 8 | 0.11\% | 17,094,671 | 0.50\% |
| 2200001-2300000 | 5 | 0.07\% | 11,163,992 | 0.33\% |
| 2300001-2400000 | 7 | 0.09\% | 16,419,000 | 0.48\% |
| 2400001-2500000 | 3 | 0.04\% | 7,255,904 | 0.21\% |
| 2500001-2600000 | 3 | 0.04\% | 7,587,271 | 0.22\% |
| 2600001-2700000 | 3 | 0.04\% | 7,900,000 | 0.23\% |
| 2700001-2800000 | 1 | 0.01\% | 2,700,000 | 0.08\% |
| 2800001-2900000 | - | 0.00\% | - | 0.00\% |
| 2900001-3000000 | 1 | 0.01\% | 2,950,000 | 0.09\% |
| <3000000 | 1 | 0.01\% | 3,000,000 | 0.09\% |
| Totals | 755 | 100\% | 3,409,587,007 | 100\% |



## GreenHouse Funding Series 1 - R10 Billion Segregated Programme



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