Eurosystem bank lending survey

Results for Germany, unweighted changes1)2)

Revision of the questionnaire introduced in the April round 2024

1. Over the past three months, how have your bank's credit standards as applied to the approval of loans or credit lines to enterprises changed?

	2015				2016				2017				2018				2019			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage	,		Net perc	entage			Net perc	entage [*]			Net perc	entage			Net perc	entage	,	
* Overall	0	-3	3	0	0	-6	-3	-3	0	-3	-3	-9	-3	-3	-3	-3	-3	3	3	3
* Loans to small and medium-sized enterprises	0	-7	0	0	0	-3	-3	0	0	-3	-3	-6	-3	-3	-3	-3	0	3	0	-3
* Loans to large enterprises	-3	3	0	0	0	-10	0	-3	0	-4	0	-13	0	-3	-3	-3	-7	3	3	0
* Short-term loans	0	-6	0	0	0	-9	-3	-3	0	-6	-3	-3	-3	-3	-3	-3	-3	0	3	3
* Long-term loans	0	3	0	0	0	-9	-3	-3	0	-3	-3	-12	-3	-3	-3	-3	-3	3	-3	3

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perc	entage			Net perc	entage			Net perce	entage			Net perc	entage		
* Overall	0	13	9	6	6	6	-3	3	0	3	3	19	19	16	10	10	6	6		
* Loans to small and medium-sized enterprises	3	7	13	7	7	6	-6	3	0	10	0	20	20	13	10	7	3	7		
* Loans to large enterprises	-3	14	13	10	7	7	-3	7	0	3	3	21	17	17	10	14	10	14		
* Short-term loans	0	10	13	9	6	6	-3	3	0	6	3	16	19	13	6	6	6	6		
* Long-term loans	0	10	13	6	6	9	0	3	0	3	3	23	19	16	10	10	10	6		

More details and background information on the bank lending survey are contained in the following articles: "A bank lending survey for the euro area", ECB Monthly Bulletin, April 2003, pp 65 - 75, "Bank Lending Survey: an interim word education of the developments, Doutsche Bundesbank, Monthly Report, January 2009, pp 15 - 30, Bulk Lenting Survey, Technical States and Lenting Survey, Lenting States and Lenting Survey, Lenting States and Lenti

¹⁷The results reported in the respective month refer to the previous quarter.

²) Discrepancies may exist between the net balances presented here and the harmonised data for Germany published in the ECB's Statistical Datawarehouse owing to differences in the treatment of the "not applicable" response category.

For questions concerning supply, difference between the total number of "inchesed considerably" and "inchesed somewhat" and the total number of "essed somewhat" and "decreased considerably" responses (as a percentage of all responses).

"For questions concerning demand: the difference between the total number of "increased considerably" and "increased considerab

2. Over the past three months, how have the following <u>factors</u> affected your bank's <u>credit</u> standards as applied to the approval of <u>loans or credit lines to enterprises</u> (as described in question 1)?

	2015				2016				2017				2018				2019			
Overall	January	April	July	October																
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Cost of funds and balance sheet constraints																				
* Your bank's capital and the costs related to your																				
bank's capital position 1)	0	0	0	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0	3	3
* Your bank's ability to access market financing						-				-				-						
(e.g. money or bond market financing including true-																				
sale securitisation 2)	0	-3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
* Your bank`s liquidity position	0	-3	0	0	0	-3	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B) Pressure from competition																				
* Competition from other banks	-3	-9	0	0	0	-6	3	0	0	0	0	-6	-3	-6	-6	-3	-3	-6	-3	0
* Competition from non-banks	0	0	0	0	-3	-3	0	0	0	0	0	0	0	-6	-6	-3	0	-3	0	0
* Competition from market financing	0	0	0	0	0	-3	0	0	0	0	0	0	0	-3	-3	-3	0	0	0	0
C) Perception of risk																				
* General economic situation and outlook	0	0	0	0	0	0	0	0	0	0	0	0	-3	0	3	0	0	6	3	3
* Industry or firm-specific situation and																				
outlook/borrower's creditworthiness 3)	0	0	3	0	0	-3	0	0	0	0	0	-3	0	0	-3	-3	0	3	6	6
* Risk on the collateral demanded	0	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
D) Your bank's risk tolerance																I				
* Your bank's risk tolerance	-	-3	3	3	3	-3	0	-3	0	0	0	0	0	-3	0	0	0	0	0	0

	2020				2021				2022				2023				2024			
Overall	January	April	July	October	January	April	July	Octobe												
	Net perc	entage [*]			Net perc	entage [*]			Net perc	entage [*]			Net perc	entage [*]			Net perc	entage		
A) Cost of funds and balance sheet constraints																				
* Your bank's capital and the costs related to your																				
bank's capital position 1)	0	10	9	0	0	0	0	0	0	3	0	6	10	0	0	0	0	0		
* Your bank's ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation 2)	0	3	6	-3	0	-3	-3	0	0	-3	3	3	3	3	0	3	0	-3		
* Your bank's liquidity position	0	0	3	-3	0	0	0	0	0	-3	0	3	3	0	0	0	0	0		
B) Pressure from competition																				
* Competition from other banks	-3	-3	0	0	0	-3	0	0	0	-3	0	0	3	0	0	0	0	0		
* Competition from non-banks	0	0	0	0	0	0	0	0	0	0	0	0	-3	0	0	0	0	0		
* Competition from market financing	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
C) Perception of risk																				
* General economic situation and outlook	0	17	25	6	6	6	-3	-3	0	3	6	26	19	13	6	6	3	10		
* Industry or firm-specific situation and																				
outlook/borrower's creditworthiness 3)	3	20	34	22	6	9	-3	0	0	6	3	13	16	10	3	13	3	10		
* Risk on the collateral demanded	0	7	6	3	0	3	0	0	0	3	0	0	0	3	0	3	3	0		
D) Your bank's risk tolerance																				
* Your bank's risk tolerance	0	3	6	3	0	3	-3	0	0	3	0	13	3	0	6	3	0	-3		

Your Dank's nsk tolerance
1) Can involve the use of credit derivatives, with the loans remaining on the bank's balance sheet.
2) Involves the sale of loans from the bank's balance sheet, i.e. off-balance sheet funding.

³⁾ Risks related to non-performing loans may be reflected not only in the "industry or firm-specific situation and outlook/borrower's creditworthiness", but also in the bank's "cost of funds and balance sheet constraints".

Continued 2. Over the past three months, how have the following factors affected your bank's credit standards as applied to the approval of loans or credit lines to enterprises (as described in question 1)?

	2015				2016				2017				2018				2019			
Loans to small and medium-sized enterprises	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage [*]			Net perc	entage			Net perc	entage [*]			Net perc	entage [*]			Net perc	entage [°]		
 A) Cost of funds and balance sheet constraints 																				
* Your bank's capital and the costs related to your bank's capital position 1)	0	0	0	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0	3	0
* Your bank's ability to access market financing (e.g. money or bond market financing including true-																	0	0	0	0
sale securitisation ²⁾) * Your bank's liquidity position	0	-3 -3	0	0	0	0 -3	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0
B) Pressure from competition * Competition from other banks	-3	-13	0	0	0	-7	-3	0	0	0	0	-6	0	-7 -7	-7 -7	-3	0	-3	-3	-3
* Competition from non-banks * Competition from market financing	0	0	0	0	-3 0	-3 -3	0	0	0	0	0	0	0	-7	-/ -3	-3 -3	0	-3 0	-3 n	0
C) Perception of risk * General economic situation and outlook * Industry or firm-specific situation and	0	0	0	0	3	0	0	0	0	0	0	0	0	0	3	0	0	3	0	0
outlook/borrower's creditworthiness 3) * Risk on the collateral demanded	0	0	0	0	3	-3 0	0	0	0	0	0	-3 0	0	0	-3 0	-3 0	0	3	7 0	3
Your bank's risk tolerance Your bank's risk tolerance	-	-7	0	0	3	-3	0	0	0	0	0	0	0	-3	0	0	0	0	0	-3

	2020				2021				2022				2023				2024			
Loans to small and medium-sized enterprises	January	April	July	October	January	April	July	Octobe												
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Cost of funds and balance sheet constraints																				
* Your bank's capital and the costs related to your																				
bank's capital position 1)	0	10	10	0	0	0	0	0	0	3	3	3	10	0	0	0	0	0		
* Your bank's ability to access market financing	0	3	7	-3	0	0	-3	0	0	0	3	3	0	0	0	0	0	0		
(e.g. money or bond market financing including true-																				
sale securitisation ²⁾) * Your bank's liquidity position	0	0	3	-3	0	0	0	0	0	0	0	3	0	0	0	0	0	0		
B) Pressure from competition										-			-	_						
* Competition from other banks	0	-3	0	0	0	-3	-3	0	0	0	0	0	3	0	0	0	0	0		
* Competition from non-banks	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
* Competition from market financing	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
C) Perception of risk																				
* General economic situation and outlook * Industry or firm-specific situation and	0	14	23	10	7	6	0	0	0	7	3	27	20	17	7	10	3	3		
outlook/borrower's creditworthiness 3)	3	17	33	20	7	10	-3	0	0	10	7	13	13	7	0	13	3	7		
* Risk on the collateral demanded	0	3	7	3	0	3	0	0	0	3	-3	0	0	0	0	3	3	0		
D) Your bank's risk tolerance																				
* Your bank's risk tolerance	0	0	10	3	0	3	0	0	0	3	0	13	3	0	7	3	0	-3		

Your Dank's fisk tolerance

10 Can involve the use of credit derivatives, with the loans remaining on the bank's balance sheet.

2) Involves the sale of loans from the bank's balance sheet, i.e. off-balance sheet funding.

3) Risks related to non-performing loans may be reflected not only in the "industry or firm-specific situation and outlook/borrower's creditworthiness", but also in the bank's "cost of funds and balance sheet constraints".

Continued 2. Over the past three months, how have the following factors affected your bank's credit standards as applied to the approval of loans or credit lines to enterprises (as described in question 1)?

	2015				2016				2017				2018				2019			
Loans to large enterprises	January	April	July	October																
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Cost of funds and balance sheet constraints																				
* Your bank's capital and the costs related to your																				
bank's capital position 1)	0	3	0	0	3	0	0	0	0	4	0	0	0	0	0	0	0	0	3	3
* Your bank's ability to access market financing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(e.g. money or bond market financing including true-																				
sale securitisation ²⁾) * Your bank's liquidity position	0	0	0	0	0	-3	0	0	0	0	0	0	0	0	0	0	0	0	0	0
B) Pressure from competition																				
* Competition from other banks	-3	0	-3	0	0	-3	3	0	0	0	0	-10	-3	-7	-7	-3	-3	-3	-3	0
* Competition from non-banks	0	0	0	0	-3	-3	0	0	0	0	0	-3	0	-7	-7	-3	0	0	0	0
* Competition from market financing	0	0	0	0	0	-3	0	0	0	0	0	0	0	-3	-3	-3	0	0	0	0
C) Perception of risk																				
* General economic situation and outlook	0	0	0	0	0	-3	0	0	0	0	0	0	-3	0	3	0	0	7	3	3
* Industry or firm-specific situation and																				
outlook/borrower's creditworthiness 3)	0	0	3	0	0	-3	0	0	0	0	0	-3	3	0	-3	-3	0	3	7	7
* Risk on the collateral demanded	0	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
D) Your bank's risk tolerance					l .		١.												Ι.	I .
* Your bank's risk tolerance	-	0	3	3	3	-3	0	-3	0	-4	0	0	3	-3	-3	0	0	0	0	0

	2020				2021				2022				2023				2024			
Loans to large enterprises	January	April	July	October																
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Cost of funds and balance sheet constraints																				
* Your bank's capital and the costs related to your																				
bank's capital position 1)	0	11	10	0	0	0	0	0	0	3	3	7	10	0	0	0	0	0		
* Your bank's ability to access market financing	0	4	7	-3	0	-3	-3	0	0	-3	3	3	3	3	0	3	0	-3		
(e.g. money or bond market financing including true-																				
sale securitisation 2)																				
* Your bank`s liquidity position	0	0	3	-3	0	0	0	0	0	-3	0	3	3	0	0	0	0	0		
B) Pressure from competition																				
* Competition from other banks	-3	-4	0	0	0	-3	0	0	0	-3	0	0	3	0	0	0	0	0		
* Competition from non-banks	0	0	0	0	0	0	0	0	0	0	0	0	-3	0	0	0	0	0		
* Competition from market financing	0	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
C) Perception of risk																				
* General economic situation and outlook	0	18	27	13	7	7	0	-3	0	3	7	28	14	10	7	7	3	10		
* Industry or firm-specific situation and																				
outlook/borrower's creditworthiness 3)	0	18	33	20	7	10	-3	0	0	7	7	14	10	7	3	14	7	10		
* Risk on the collateral demanded	0	7	7	3	0	3	0	0	0	3	0	0	0	3	0	0	0	0		
D) Your bank's risk tolerance				I												I				
* Your bank's risk tolerance	0	0	7	3	0	0	0	0	0	3	0	14	3	0	7	7	0	-3		

<sup>To Can involve the use of credit deviratives, with the loans remaining on the bank's balance sheet.

Involves the sale of loans from the bank's balance sheet.

Note:
Involves the sale of loans from the bank's balance sheet.

Reflected not only in the "industry or firm-specific situation and outlook/borrower's creditworthiness", but also in the bank's "cost of funds and balance sheet constraints".</sup>

3. Over the past three months, how have your bank's <u>terms and conditions</u> for new <u>loans or credit lines to enterprises</u> changed?

	2015				2016				2017				2018				2019			
Overall	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage [*]			Net perc	entage [*]			Net perc	entage			Net perc	entage [*]			Net perc	entage [*]		
A) Overall terms and conditions																				
* Overall terms and conditions	-	-3	-9	-16	-25	-13	0	-3	-13	-13	-13	-9	-13	-19	-9	-10	-3	3	6	0
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	-22	-9	-28	-13	-16	-16	-9	-19	-6	-19	-19	-3	-13	-25	-19	-16	-6	3	3	6
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on riskier loans	-13	3	-13	3	-13	-6	3	0	-6	-13	-13	3	0	-13	-6	-6	3	0	3	16
C) Other terms and conditions																				
* Non interest rate charges	-6	-9	-9	-9	-16	-9	-6	0	-3	3	-3	0	-3	-6	-3	-6	0	0	0	-3
* Size of the loan or credit line	-9	-3	-6	-6	-13	-9	0	-3	-3	-3	-3	0	0	-6	-3	-3	-3	-3	-3	-3
* Collateral requirements	-6	-9	-6	-6	-13	-9	-3	-6	-3	-6	-6	-6	-3	-3	-3	-3	0	0	0	-3
* Loan covenants	-9	-6	-9	-9	-13	-13	-6	-9	-9	-10	-16	-9	0	-6	-6	-3	0	0	3	-6
* Maturity	-9	-6	-9	-9	-16	-3	0	0	-3	-6	-13	-9	-3	-13	-6	0	3	3	3	0

	2020				2021				2022				2023				2024			
Overall	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perc	entage			Net perce	entage [']			Net perc	entage			Net perc	entage		
A) Overall terms and conditions																				
* Overall terms and conditions	6	7	16	9	13	0	-9	0	-6	0	10	29	26	10	19	13	10	3		
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-3		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	6	7	16	3	13	3	-3	0	-9	0	10	29	29	13	19	3	3	0		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on riskier loans	6	7	25	9	22	6	0	3	-6	6	10	19	19	10	16	10	6	6		
C) Other terms and conditions																				
* Non interest rate charges	0	0	9	3	3	0	0	0	0	3	0	3	3	3	0	3	3	0		
* Size of the loan or credit line	3	3	3	6	0	-6	-3	0	0	-3	3	10	10	3	0	6	3	3		
* Collateral requirements	3	13	19	13	13	-3	0	0	0	0	6	13	3	10	6	6	0	6		
* Loan covenants	0	10	3	3	0	-3	0	0	-3	0	6	10	0	3	3	3	10	3		
* Maturity	0	3	0	0	6	0	-3	0	0	-3	3	3	6	3	0	3	3	0		

Continued 3. Over the past three months, how have your bank's <u>terms and conditions</u> for new loans or credit lines to enterprises changed?

	2015				2016				2017				2018				2019			
Loans to small and medium-sized enterprises	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perce	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Overall terms and conditions																				
* Overall terms and conditions	-	-3	-3	-7	-13	-7	3	7	-7	-7	-10	-3	-10	-13	-7	-17	0	3	3	0
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,	1																			
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's loan margin (i.e. the spread over a relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread = eased)	-20	-7	-20	-7	-3	-10	-3	-3	0	-10	-14	0	-10	-20	-17	-14	-7	3	0	7
* Your bank s loan margin (i.e. the spread over a relevant market reference rate) on riskier loans	-10	7	-10	3	-3	-3	3	3	0	-7	-7	3	3	-10	-3	-7	0	0	0	17
C) Other terms and conditions																				
* Non interest rate charges	-7	-7	-7	-7	-7	-10	-7	0	-3	3	0	0	-3	-7	-3	-7	0	0	0	-3
* Size of the loan or credit line	-10	-3	-3	-3	-3	-7	-3	-3	-3	-3	0	0	0	-7	-3	-3	0	-3	-3	-3
* Collateral requirements	-7	-7	-3	-3	-3	-7	-3	-7	-3	-7	-3	-6	-3	-3	-3	-3	0	0	-3	-3
* Loan covenants	-7	-3	-7	-3	-7	-7	-3	-3	-7	-7	-10	-6	0	-3	-3	-7	0	0	3	-3
* Maturity	-10	-3	-7	-3	-7	-3	0	3	-3	-3	-7	-6	-3	-7	-3	-3	3	3	3	-3

	2020				2021				2022				2023				2024			
Loans to small and medium-sized enterprises	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perce	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Overall terms and conditions																				
* Overall terms and conditions	7	3	10	13	17	6	-3	0	0	0	10	30	23	10	17	13	3	3		
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-3		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	7	7	13	7	13	6	-6	3	-3	3	10	30	23	10	17	7	-3	0		
* Your bank's loan margin (i.e. the spread over a						-	_													
relevant market reference rate) on riskier loans	7	7	20	10	20	6	0	3	-3	7	10	20	17	10	17	10	3	7		
C) Other terms and conditions																				
* Non interest rate charges	0	0	3	7	3	0	0	0	0	3	0	3	3	3	0	3	3	0		
* Size of the loan or credit line	3	0	3	10	3	-3	-3	0	0	0	3	10	10	7	0	3	3	3		
* Collateral requirements	3	14	17	17	13	0	0	0	0	0	10	17	10	7	3	3	0	7		
* Loan covenants	0	3	3	10	3	0	3	0	0	0	10	13	7	3	0	3	3	3		
* Maturity	0	3	0	3	7	0	0	0	0	0	3	3	3	3	0	3	0	0		

Continued 3. Over the past three months, how have your bank's terms and conditions for new loans or credit lines to enterprises changed?

	2015				2016				2017				2018				2019			
Loans to large enterprises	January	April	July	October		April	July	October		April	July	October		April	July	October		April	July	October
	Net perc				Net perc	entage			Net perc				Net perc				Net perc			
A) Overall terms and conditions																				
* Overall terms and conditions		-3	-10	-14	-24	-17	-3	-7	-14	-14	-18	-13	-17	-21	-10	-10	-3	3	7	3
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	-21	-3	-31	-10	-14	-24	-17	-21	-7	-21	-21	-13	-17	-28	-17	-17	-7	7	7	13
* Your bank`s loan margin (i.e. the spread over a																				
relevant market reference rate) on riskier loans	-14	7	-14	0	-10	-10	3	-3	-7	-14	-14	0	0	-14	-7	-7	7	3	7	20
C) Other terms and conditions																				
* Non interest rate charges	-7	-10	-10	-7	-14	-14	-10	-3	-7	4	-4	-3	-10	-7	-3	-7	0	0	0	0
* Size of the loan or credit line	-10	-3	-7	-7	-14	-14	-3	-7	-3	-4	0	0	0	-7	-3	-3	-3	0	0	0
* Collateral requirements	-7	-10	-7	-7	-14	-17	-7	-3	-3	-7	0	-7	-3	-3	-3	-3	0	0	-3	3
* Loan covenants	-10	-7	-10	-10	-10	-17	-7	-10	-10	-11	-14	-13	-7	-7	-3	-3	0	0	3	0
* Maturity	-10	-7	-10	-10	-17	-7	0	0	-3	-7	-11	-10	-7	-14	-7	0	3	3	3	3

	2020				2021				2022				2023				2024			
Loans to large enterprises	January	April	July	October	January	April	July	October												
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perce	entage		
A) Overall terms and conditions																				
* Overall terms and conditions	7	7	17	10	17	0	-7	0	-3	0	10	31	24	10	21	10	7	0		
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	- 1	-	-	-	-	-7		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	7	7	17	7	13	3	0	0	-10	0	14	31	28	10	21	0	3	-3		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on riskier loans	7	7	27	10	23	7	0	3	-3	7	14	21	21	10	17	10	7	3		
C) Other terms and conditions																				
* Non interest rate charges	0	0	13	3	3	0	0	0	0	3	0	3	3	3	0	0	3	0		
* Size of the loan or credit line	3	4	3	7	0	-7	-3	0	0	-3	3	14	14	3	0	3	0	3		
* Collateral requirements	3	14	17	13	13	-3	0	0	0	0	10	17	7	10	3	3	0	7		
* Loan covenants	0	11	7	3	0	-3	-3	0	-3	0	10	10	3	3	3	3	10	3		
* Maturity	0	4	3	3	10	0	-3	0	3	0	7	3	7	3	0	3	3	0		

4. Over the past three months, how have the following <u>factors</u> affected your bank's <u>credit</u> <u>terms and conditions</u> as applied to new <u>loans or credit lines to enterprises</u> (as defined in the notes to question 3)?

	2015				2016				2017				2018				2019			
	January		July	October			July	October	January			October			July	October	January			October
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net per	entage		
Overall impact on your bank's credit terms and																				
conditions																			_	
A) Cost of funds and balance sheet constraints*)		3	-3	0	-6	0	6	3	-3	0	0	-3	0	-9	0	0	0	3	3	9
* Your bank's capital and the costs related to your	1	3	-3	U	-0	0	O	3	-3	U	0	-3	U	-9	0	0	U	3	3	9
bank's capital position	l .				_	_	_	_	_	_	_	_	_	_		l .	_		_	_
* Your bank's ability to access market financing (e.g.	I -				_		_	_		_	_			_		_		_	_	
money or bond market financing, incl. true-sale																				
securitisation)		-	_		_	_	_	_	_	_	-		_	_	_		_	_	_	_
* Your bank's liquidity position		-			_		_			_	_			_			_	-	-	-
B) Pressure of competition*)		-13	-16	-22	-22	-13	-13	-19	-9	-10	-23	-15	-19	-22	-22	-16	-19	-9	-9	-6
* Competition from other banks		-	-			-	-	-	-	-	-	-	-		-	-	-	-	-	-
* Competition from non-banks		-			_		_			_	_			_			_	-	-	-
* Competition from market financing	-	-	-	-	_	-	-	_	-	-	-	-	-	-	-	-	-	-	_	_
C) Perception of risk*)		-3	0	-9	-9	0	0	0	3	-3	0	0	0	0	0	0	3	0	0	3
* General economic situation and outlook	-	-	1 -				ı .		Ī	-	-	Ī		-	1 -	I -	Ī		ı .	
* Industry or firm-specific situation and	I		l	I		l			l				l		l	I				
outlook/borrower's creditworthiness	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Risk related to the collateral demanded	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D) Your bank's risk tolerance		-3	0	-6	3	-3	0	-3	0	-3	-3	0	0	0	0	0	6	0	0	-3
									_				_							
Impact on your bank's margin on average loans																				
A) Cost of funds and balance sheet constraints*)		-3	0	0	-6	3	3	3	-3	0	0	0	0	-6	0	0	0	3	3	16
* Your bank's capital and the costs related to your	1																			
bank's capital position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's ability to access market financing (e.g.																				
money or bond market financing, incl. true-sale																				
securitisation)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B) Pressure of competition*)	-	-22	-22	-22	-16	-13	-13	-22	-6	-13	-26	-12	-25	-25	-28	-26	-19	-9	-9	-13
* Competition from other banks	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Competition from non-banks	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Competition from market financing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C) Perception of risk*)	-	-6	0	0	-3	0	0	0	0	-3	0	0	0	0	0	0	3	0	0	3
* General economic situation and outlook	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Industry or firm-specific situation and																				
outlook/borrower's creditworthiness	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Risk related to the collateral demanded	-	-	-		-	-	-			-	-			-	-	-	-	-	-	0
D) Your bank's risk tolerance	ــنــا	-3	0	0	3	-3	0	-3	0	-3	-3	0	0	0	0	0	6	0	0	- 0
Impact on your bank's margin on riskier loans																				
A) Cost of funds and balance sheet constraints*)		3	0	3	-3	3	6	3	-3	-3	0	0	0	-3	0	0	3	3	3	16
* Your bank's capital and the costs related to your		3	0	3	-3	3	O	3	-3	-3	0	U	U	-3	0	0	3	3	3	10
bank's capital position		_																		
* Your bank's ability to access market financing (e.g.	l -	_	· ·	· ·	-	· ·	-	-	-	-	-		-	-	· ·	l -	_	_	-	-
money or bond market financing, incl. true-sale																				
securitisation)	l .	_			_	_	_	_	_	_	_	_	_	_		l .	_		_	_
* Your bank's liquidity position																1 .				
B) Pressure of competition*)	-	-13	-16	-13	-13	-9	-9	-9	-6	-10	-16	-6	-16	-9	-9	-10	-9	-6	-6	-6
* Competition from other banks	١	-13	. · · ·		-	Ĭ	ı .		Ĭ	-	-	ı -		-	-5	l :~	-	-	ı -	-
* Competition from non-banks		-			-		- 1			-	-	-	-	-	-		-	-	- 1	-
* Competition from market financing	-	-		l -	-			-		-	-	-		-		l -	-	-	- 1	-
C) Perception of risk*)		-3	0	0	-3	0	0	0	3	0	0	0	0	0	0	0	6	0	0	9
* General economic situation and outlook	1 -	-	_		-		-	-	-	-	-	-	-	-	_		-	-	-	
* Industry or firm-specific situation and			l	I		l									l	l				
outlook/borrower's creditworthiness	-	-	-		-		-	-	-	-	-	-	-	-	-		-	-	-	-
* Risk related to the collateral demanded	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D) Your bank's risk tolerance	-	3	3	3	3	0	0	-3	0	0	-3	0	0	0	0	0	9	0	0	0
								• <u> </u>												

Continued 4. Over the past three months, how have the following factors¹⁾ affected your bank's <u>credit terms and conditions</u> as applied to new loans or credit lines to enterprises (as defined in the notes to question 3)?

Net percentage Net		2005				0000				0000				0000				000 '			
Met percentage Net		2020	A	laste:	Oatab -	2021	A	lede	Ontob :	2022	A	laste:	Oatab -	2023	A	lade	Ostab -	2024	A	lade	Oatak :
All Control funds and belience abetes constraints 9				July	Uctober			July	Uctober			July	Uctober			July	Uctober			July	Uctober
A Count of funds and halance at heat constrainted: 9 3 0 3 6 3 6 0 9 	0	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
Al Cost of funds and balance sheet constraints** 9 3 0 3 0 3 6 3 6 0 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0																					
Vour bank's capilal and the costs related to your bank's capilal posterior in the same of the same o	conditions											_			_	_					
Vour bank's capilal and the costs related to your bank's capilal posterior in the same of the same o	A) Cost of friends and balance about constraints*)	0	_	0	2		2		0												
bank's capilal position		9	3	U	-3	· ·	3	-0	U	-9	_	-	-	-	-	-			_		
Your bank's ability to access market financing (e.g., memory or bourd market financing, incl. true-sale securisation) **The property of the market financing, incl. true-sale securisation** **The property of the market financing, incl. true-sale securisation** **The property of the property of t											6	16	10	10	10	10	0	2	0		
money or bond market finanches, incl. true-sale		-	· ·	-	-		_			-	0	10	10	10	10	10	U	3	0		
Securisation																					
Your bank's liquidity position											2	6	6	12	10	10	10	0	2		
B) Pressure of Competition from other hanks																					
Competition from onther banks		-6	-7	0	0	3	-3	0	0	0		-		-	-	_	-		Ŭ		
Competition from non-banks		-0	-/	-	-	3	-3	-	-			0		3			-3				
Competition from market financing																					
Competion from charter Competion from the training Competion from the training Competion from the training Competion from market financing Competion from market fin																					
Central economic situation and outbook		3	17	41	13	16	6	3	0	0	-	-	-	-		-	-	-	-		
**Industry or firm-specific stutation and outlook form-specific st		ı .	¨		-	l :	-	ıĭ		-	0	19	32	32		13	13	13	10		
Second control contr			l			l					lĭ		٥.					l	l		
Fisk related to the collateral demanded			l .			l .		1 . !	١.		3	19	26	26	13	10	13	10	6		
Digressity banks risk tolerance 0 7 19 9 3 0 0 0 0 0 3 6 16 3 0 3 6 3 0 0 0 0 0 0 0 0 0		_	_	-			_	_		_											
Magnet on your bank's margin on average loans. Al Cost of funds and balance sheet constraints*) 9 0 0 -3 6 3 -3 0 -9 - - - - - - - -		0	7	19	9	3	0	0	0	0											
A Cost of funds and balance sheet constraints* 9									_								_				
"Your bank's capital and the costs related to your bank's acapital opstition "Your bank's ability to access market financing (e.g. money or bord market financing, incl. true-sale securifisation) "Your bank's ability to access market financing (e.g. money or bord market financing, incl. true-sale securifisation) "Your bank's liquidity position	Impact on your bank's margin on average loans																				
"Your bank's capital and the costs related to your bank's acapital opstition "Your bank's ability to access market financing (e.g. money or bord market financing, incl. true-sale securifisation) "Your bank's ability to access market financing (e.g. money or bord market financing, incl. true-sale securifisation) "Your bank's liquidity position	A) Cost of funds and balance sheet constraints*)	9	0	0	-3	6	3	-3	0	-9	-	-	-	-	-	-	-	-	-		
bank's capital position 'Vour bank's laiguility to access market financing (e.g., money or bond market financing, incl. true-sale securifisation) 'Vour bank's laiguility position 'Competition from other banks 'Com		-	_	_	-		-	-	-	-											
"Your bank's ability to access market financing (e.g. money or bond market financing, incl. true-sale securitisation) "Your bank's liquidity position		-	-	-	-	-	-	-	-	-	6	19	10	10	10	10	0	3	0		
money or bond market financing, incl. true-sale securifisation)											_						-		_		
*Your bank's liquidity position																					
B) Pressure of commettion** - 6 - 7 - 6 - 3 - 3	securitisation)	-	-	-	-	-	-	-	-	-	-3	10	6	13	10	10	13	0	-3		
**Competition from non-banks	* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-3	3	6	6	0	3	0	0	0		
Competition from nan-banks	B) Pressure of competition*)	-6	-7	-6	-3	3	-3	0	0	0		-			-	-		-	-		
**Competition from market financing		-	-	-	-	-	-	-	-	-	-3	0	0	3	3	3	-3	0	-6		
C) Perception of fisk*) 3 13 28 9 6 6 3 0 -3 - - - - - - - -	* Competition from non-banks	-	-	-	-	-	-	-	-	-	0	0	0	0	0	3	0	0	0		
**General economic situation and outlook **Industry or firm-specific situation and outlook **Industry or firm-specific situation and outlook **Industry or firm-specific situation and outlook /*Industry or firm-specific situation and outlook **Industry or firm-specific situation and outlook **Ind		-	-	-	-	-	-	-	-	-	0	0	0	0	0	0	0	0	0		
'Industry or firm-specific situation and outlook for mover's creditworthiness		3	13	28	9	6	6	3	0	-3		-		-				-	-		
outlook/borrower's creditworthiness		-	-	-	-	-	-	-	-	-	-3	16	32	26	10	10	10	3	6		
*Risk related to the collaberal demanded 0 3 6 6 6 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0																					
D) Your bank's risk televance		-	-	-	-	-	-	-	-	-											
Impact on your bank's margin on riskier loans		-	-	-	-	-	-	-	-	-											
Al Cost of funds and balance sheet constraints*) 9 0 0 0 6 6 6 0 0 0 -6		0	3	19	6	0	0	0	0	-3	0	0	16	3	0	3	6	0	0	ш	
"Your bank's capital and the costs related to your bank's capital position "Your bank's capital position "Your bank's capital position "Your bank's ability to access market financing (e.g. money or bord market financing, incl. true-sale securitisation)	Impact on your bank's margin on riskier loans																				
bank's capital position		9	0	0	0	6	6	0	0	-6	-	-	-	-	-	-	-	-	-		
"Your bank's ability to access market financing (e.g. money or bond market financing, incl. true-sale securitisation) 0 10 6 6 10 6 13 3 -3 -3 -3 -3 -3 -3 -3 -3 -3 -3 -3 -3																					
money of bond market financing, incl. true-sale securifisation 0 10 6 6 10 6 13 3 -3 -3 -3 -3 -3 -3		-	-	-	-	-	-	-	-	-	3	16	10	10	10	10	0	6	0		
Securitsation																					
"Your bank's liquidity position																					
B) Pressure of competition*)		-	-	-	-	-	-	-	-	-											
**Competition from onther banks		-	-	-	-	-	-	-	-	-	0	3	6	3	0	0	0	3	0		
Competition from non-banks		-6	0	-6	0	3	0	0	3	0	1 :	-				- 1			1 :		
**Competition from market financing		-	l -	-	-	l -	-	-	-	-											
C) Perception of risk* 3 17 34 13 19 6 3 0 3		-	· ·	-	-	l -	-	-	-	-											
**General economic situation and outlook		-	<u> </u>	-	-	-	-	-	-	-	_	-3	0	0	_	0	0	3	0		
*Industry or firm-specific situation and outlook/borrower's creditworthiness 3 16 32 19 6 3 16 13 6 ** Di Your bank's risk tolerance 0 7 25 6 0 0 0 0 0 0 3 10 16 3 0 6 10 6 0		3	17	34	13	19	6	3	0	3		-	-	-		-	-		-		
outlook/borrower's creditivorthiness - <td< td=""><td></td><td>-</td><td>l -</td><td>-</td><td>-</td><td>l -</td><td>-</td><td> - </td><td>-</td><td>-</td><td>0</td><td>16</td><td>32</td><td>23</td><td>6</td><td>10</td><td>10</td><td>16</td><td>10</td><td></td><td></td></td<>		-	l -	-	-	l -	-	-	-	-	0	16	32	23	6	10	10	16	10		
*Risk related to the collateral demanded 3 3 10 3 3 0 3 3 0 0 0 0 0 0 0 0 0 0 0			l			l					_	40	-00	40			40	40	_		
D) Your bank's risk tolerance 0 7 25 6 0 0 0 0 0 3 10 16 3 0 6 10 6 0		-	-	-	-	· ·	-	-	-	-											
		-	- 7	- 25	-	-	-	-	-	-										-	
	The factors refer to the same sub-factors as in question 2.	- 0	/	25	- 6	U	0	U	0	U	3	10	16	3	U	0	10	ь	0		

<sup>The factors refer to the same sub-factors as in question 2.
The survey of the "above items" has been deleted as of Q1 2022.</sup>

5. Over the past three months (apart from seasonal fluctuations), has the share of formal and informal enterprise loan applications that were completely rejected by your bank. increased, remained unchanged or decreased (loan volume, relative to the total volume of loan applications in that loan category?

	2015				2016				2017				2018				2019			
Overall	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perc	entage			Net perce	entage			Net perc	entage			Net perc	entage		
* Share of rejected applications	-	-9	0	-3	0	0	3	0	0	0	-3	0	-3	-3	0	0	0	0	6	13
	2020				2021				2022				2023				2024			
Overall	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perc	entage			Net perce	entage			Net perc	entage			Net perc	entage		
* Share of rejected applications	13	13	19	3	6	0	3	3	0	0	3	13	13	16	13	10	10	3		
									•							•				
	2020				2021				2022				2023				2024			
Loans to small and medium-size enterprises	2020 January	April	July	October		April	July	October	2022 January	April	July	October		April	July	October		April	July	October
Loans to small and medium-size enterprises		-	July							_	July			_	July	October				October
Loans to small and medium-size enterprises * Share of rejected applications	January	-	July -		January				January	_	July 3		January	_	July 10	October 17	January			Octobei
·	January Net perc	-	July -		January				January	_	July 3		January	entage	July 10	October 17	January Net perc			October
·	January Net perc	-	July -		January				January	_	July 3		January	entage	July 10	October 17	January Net perc			October
·	January Net perc	entage -	·		January Net perc - 2021	entage -	-		January Net perce - 2022	entage [*]	3		January Net perc 17 2023	entage 13	10	17	January Net perc 13	entage [*] 3		
* Share of rejected applications Loans to large enterprises	January Net perc - 2020	entage - April	July	- October	January Net perc - 2021	entage - April	- July	- October	January Net perce - 2022	3 April	3 July	13 October	January Net perc 17 2023	13 April	10 July	17	January Net perc 13 2024	entage 3 April	July	October

6. Over the past three months, how has the <u>demand for loans or credit lines to enterprises</u> changed at your bank, apart from normal seasonal fluctuations? Please refet to the financing need to enterprises independent of whether this need will result in a loan or not.

	2015				2016				2017				2018				2019			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage	•		Net perce	entage			Net perce	entage			Net perc	entage"			Net perc	entage		
* Overall	22	0	6	13	34	22	6	6	19	13	10	18	9	9	25	10	22	16	9	9
* Loans to small and medium-sized enterprises	-3	-7	10	17	23	17	10	3	13	17	7	10	7	13	20	10	20	13	7	7
* Loans to large enterprises	24	0	-3	0	34	10	3	3	7	4	-4	13	14	0	17	3	13	17	7	10
* Short-term loans	-3	6	0	6	22	13	6	0	6	6	3	3	9	9	13	-6	6	9	-3	-9
* Long-term loans	25	0	13	22	47	31	13	6	19	13	13	15	22	13	34	16	34	9	13	16

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perce	entage			Net perc	entage			Net perce	entage			Net perce	entage			Net perc	entage		
* Overall	6	40	56	28	6	13	0	9	16	23	23	3	-32	-26	-32	-23	-16	-13		
* Loans to small and medium-sized enterprises	7	34	60	30	10	16	0	10	19	27	27	0	-33	-23	-27	-27	-10	-13		
* Loans to large enterprises	-7	39	47	17	10	3	-3	10	17	17	21	7	-24	-24	-31	-28	-14	-14		
* Short-term loans	6	30	50	22	6	9	-3	-3	13	13	23	26	-10	-3	-16	-3	-10	-6		
* Long-term loans	13	30	34	22	6	9	3	3	16	23	3	-26	-48	-45	-39	-35	-19	-19		

7. Over the past three months, how have the following factors affected the overall demand for loans or credit lines to enterprises (as defined in the notes to question 6)?

	2015				2016				2017				2018				2019			
Overall	January	April	July	October		April	July	October	January	April	July	October	January	April	July	October		April	July	October
	Net perc				Net perc	entage			Net perce	entage	•		Net perc	entage			Net perc			
A) Financing needs/underlying drivers or purpose of																				
loan demand																				
* Fixed investment	13	-16	0	16	31	13	6	0	6	-3	6	15	22	13	13	19	22	19	13	13
* Inventories and working capital	-22	-13	-3	-9	9	9	6	0	6	6	0	-6	3	3	6	0	0	13	-3	-6
* Mergers/acquisitions and corporate restructuring																				
	16	9	3	9	13	13	9	3	9	-3	3	9	3	6	9	3	0	-3	-6	6
* General level of interest rates	-	16	22	25	19	13	22	6	22	6	13	9	3	6	16	10	9	6	3	16
* Debt refinancing/restructuring and renegotiation																				
(when leading to an increase or prolongation of the																				
amount borrowed)	13	0	16	16	16	16	16	9	16	3	13	6	3	9	6	-6	6	6	3	3
B) Use of alternative finance																				
* Internal financing	-9	-25	-16	-13	-9	-16	-19	-19	-28	-10	-19	-15	-19	-16	-9	-19	-9	-3	-13	-6
* Loans from other banks	0	-3	-9	-13	-9	-9	-9	-9	-6	-10	-13	-6	-13	-13	-13	-10	-6	-6	0	-3
* Loans from non-banks	-3	-3	-3	-3	-9	-3	-6	-6	-3	-3	-6	-6	0	-3	-9	-3	0	-3	-3	-3
* Issuance/redemption of debt securities	-3	-6	-3	-9	-6	-6	-3	-9	-3	-6	0	-3	-3	-6	-3	-3	-3	-3	0	-3
* Issuance/redemption of equity	0	-3	3	-6	-3	-3	-3	-3	-3	-3	-3	0	0	0	0	0	0	0	0	0

	2020				2021				2022				2023				2024			
Overall	January	April	July	October		April	July	October	January	April	July	October		April	July	October		April	July	October
	Net perc	entage			Net perc	entage			Net perce	entage			Net perc	entage			Net perc	entage		
A) Financing needs/underlying drivers or purpose of																				
loan demand																				
* Fixed investment	6	-3	-19	-13	-16	3	6	3	9	10	-10	-19	-35	-26	-32	-26	-23	-10		
* Inventories and working capital	0	23	50	31	16	9	6	3	13	13	39	42	10	13	-3	-3	-3	10		
* Mergers/acquisitions and corporate restructuring																				
	-3	-13	-13	-9	-3	0	6	0	6	3	-3	-3	-10	-16	-16	-16	-6	-10		
* General level of interest rates	19	7	0	3	3	0	6	3	6	10	-3	-10	-42	-35	-39	-39	-19	-10		
* Debt refinancing/restructuring and renegotiation																				
(when leading to an increase or prolongation of the																				
amount borrowed)	9	3	19	16	13	16	9	6	0	0	3	6	3	-6	-10	-3	0	6		
B) Use of alternative finance	_	_	_	_	_	_	_	_	_	_	_		_		_	_	_	_		
* Internal financing	-3	3	9	6	3	-6	-6	-3	0	3	0	3	3	0	-3	3	0	3		
* Loans from other banks	-3	3	-3	6	0	-6	-13	-16	0	0	0	3	0	0	0	0	0	0		
* Loans from non-banks	-3	0	0	3	0	0	0	-3	0	0	0	3	0	0	3	0	3	0		
* Issuance/redemption of debt securities	-3	3	3	0	0	3	0	0	3	0	0	6	6	3	-3	0	0	0		
* Issuance/redemption of equity	0	0	0	0	0	3	0	0	0	0	-3	0	0	0	0	3	0	0		

Continued 7. Over the past three months, how have the following factors affected the overall demand for <u>loans or credit lines to enterprises</u> (as defined in the notes to question

	2020				2021				2022				2023				2024			
Loans to small and medium-size enterprises	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage [*]			Net perc	entage			Net perc	entage	•		Net perc	entage			Net perc	entage		
A) Financing needs/underlying drivers or purpose of																				
loan demand																				
* Fixed investment	-	-	-	-	-	-	-	-	-	13	-3	-13	-37	-30	-30	-30	-23	-10		
* Inventories and working capital	-	-	-	-	-	-	-	-	-	13	47	40	7	20	7	7	-3	10		
* Mergers/acquisitions and corporate restructuring																				
	-	-	-	-	-	-	-	-	-	3	-3	0	-10	-17	-13	-13	-7	-7		
* General level of interest rates	-	-	-	-	-	-	-	-	-	10	-3	-17	-43	-37	-40	-43	-20	-10		
* Debt refinancing/restructuring and renegotiation																				
(when leading to an increase or prolongation of the																				
amount borrowed)	-	-	-	-	-	-	-	-	-	0	3	3	-3	-7	-10	-3	0	7		
B) Use of alternative finance																				
* Internal financing	-	-	-	-	-	-	-	-	-	3	0	3	0	0	0	0	0	3		
* Loans from other banks	-	-	-	-	-	-	-	-	-	0	0	7	0	0	0	0	0	0		
* Loans from non-banks	-	-	-	-	-	-	-	-	-	0	0	7	0	0	3	0	3	0		
* Issuance/redemption of debt securities	-	-	-	-	-	-	-	-	-	0	0	0	3	0	0	0	0	0		
* Issuance/redemption of equity	-	-	-	-	-	-	-	-	-	0	-3	0	0	0	0	0	0	0		

	2020				2021				2022				2023				2024			
Loans to large enterprises	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc				Net perc	entage			Net perce	entage [*]			Net perc	entage"			Net perc	entage		
A) Financing needs/underlying drivers or purpose of																				
loan demand																			i	
* Fixed investment	-	-	-	-	-	-	-	-	-	10	-10	-24	-38	-24	-34	-34	-24	-10	i	
* Inventories and working capital	-	-	-	-	-	-	-	-	-	10	41	48	10	14	-7	-3	-7	10	í	
* Mergers/acquisitions and corporate restructuring																			i	
	-	-	-	-	-	-	-	-	-	3	-3	-3	-10	-21	-14	-17	-7	-10	i	
* General level of interest rates	-	-	-	-	-	-	-	-	-	3	-7	-14	-45	-38	-38	-38	-24	-7	í	
* Debt refinancing/restructuring and renegotiation																			í	
(when leading to an increase or prolongation of the																			i	
amount borrowed)	-	-	-	-		-		-	-	0	3	0	7	-7	-7	-7	-3	7		
B) Use of alternative finance																			í	
* Internal financing	-	-	-	-	-	-	-	-	-	3	0	3	3	0	-3	3	0	3	í	
* Loans from other banks	-	-	-	-	-	-	-	-	-	0	0	3	0	0	0	0	0	0	í	
* Loans from non-banks	-	-	-	-	-	-	-	-	-	0	0	3	0	0	3	0	3	0	i	
* Issuance/redemption of debt securities	-	-	-	-	-	-	-	-	-	0	0	7	7	3	-3	0	0	-3	i	
* Issuance/redemption of equity	-	-	-	-	-	-	-	-	-	0	-3	0	0	0	0	3	0	0	í	

8. Please indicate how you expect your bank's <u>credit standards</u> as applied to the approval of loans or credit lines to enterprises to change over the next three months. Please note that we are asking about the <u>change</u> in credit standards, rather than about their level.

	2015	2015 20 January April July October Jan			2016				2017				2018				2019			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perc	entage			Net perc	entage	,		Net perc	entage	,		Net perc	entage		
* Overall	-9	3	-3	-6	-6	0	-6	0	0	-3	-3	-3	-3	-3	3	-6	3	0	0	3
* Loans to small and medium-sized enterprises	-13	-3	-7	-3	-7	-3	-3	-3	-7	0	-3	-3	-10	-7	3	-7	3	0	-7	7
* Loans to large enterprises	-7	0	-3	0	-7	0	0	3	3	-4	-4	0	-7	-3	3	-10	3	-3	0	3
* Short-term loans	-13	3	-9	-6	-3	0	-6	-3	-6	-3	-3	-3	-6	-6	3	-6	0	-3	-3	3
* Long-term loans	-9	3	-3	-3	-6	0	-6	3	-3	0	-3	-3	-3	-3	3	-6	3	0	-3	6

	2020				2021				2022				2023				2024			
	January	April	July	October																
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
* Overall	-6	7	0	-3	16	3	9	-3	-3	16	13	29	16	13	0	10	10	6		
* Loans to small and medium-sized enterprises	-7	3	0	0	20	-3	3	-6	-3	13	13	33	23	13	0	10	7	10		
* Loans to large enterprises	-7	11	0	0	17	3	17	-3	-3	17	14	28	14	14	3	21	28	14		
* Short-term loans	-3	3	3	0	19	3	6	-3	0	16	10	23	13	13	0	3	10	3		
* Long-term loans	-3	13	0	-3	19	0	6	-3	-3	16	13	29	16	16	0	16	10	6		

9. Please indicate how you expect demand for loans or credit lines to enterprises to change at your bank over the next three months (apart from normal seasonal fluctuations). Please refer to the financing need of enterprises independent of whether this need will result in a loan or not.

	2015				2016				2017				2018				2019			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perc	entage			Net perc	entage [*]			Net perc	entage"	•		Net perc	entage [*]		
* Overall	0	9	9	9	19	6	16	13	6	13	10	9	9	3	16	13	9	9	З	-6
* Loans to small and medium-sized enterprises	3	7	10	10	20	17	17	13	10	10	14	13	17	7	13	10	10	3	7	0
* Loans to large enterprises	3	10	10	10	17	-3	17	14	0	7	4	3	7	0	10	7	10	3	-3	-10
* Short-term loans	0	0	3	6	16	9	9	9	3	10	6	6	3	0	6	10	6	6	3	-19
* Long-term loans	6	19	13	16	22	19	25	19	6	16	13	15	19	9	19	16	9	6	6	-6

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage			Net perc	entage			Net perce	entage			Net perc	entage			Net perc	entage		
* Overall	-9	60	22	31	19	19	38	19	13	19	-3	0	-26	-3	-3	-13	-6	0		
* Loans to small and medium-sized enterprises	-3	69	33	43	30	23	42	23	16	20	7	-3	-13	-3	-3	-13	-7	-7		
* Loans to large enterprises	-10	57	10	17	20	7	33	17	13	10	-10	-10	-17	-3	0	-10	-7	0		
* Short-term loans	-6	67	34	34	34	34	31	16	13	23	13	23	-3	3	10	3	3	3		
* Long-term loans	-13	20	-6	19	9	13	31	22	13	6	-19	-39	-42	-10	-13	-13	-6	-3		

Loans to private households
 Cover the past three months, how have your bank's <u>credit standards</u> as applied to the approval of <u>loans to households</u> changed? Please note that we are asking about the <u>change</u> in credit standards, rather than about their level.

	2015				2016				2017				2018				2019			
	January	anuary April July October Ja et percentage Ne			January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc					entage [*]	,		Net perc	entage [*]			Net perce	entage [*]			Net perc	entage [*]		
* Loans for house purchase	0	Net percentage Net 0 3 3 7		0	21	28	10	0	-14	0	-7	-7	-7	-7	-3	0	7	-3	0	
* Consumer credit and other lending	-10	0	-3	0	0	3	0	-3	-7	-3	3	-6	0	-9	-3	3	0	0	0	0

	2020				2021				2022				2023				2024			
	January	anuary April July October Jan let percentage Net			January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net per					entage			Net perc	entage			Net perc	entage			Net perc	entage		
* Loans for house purchase	0	3	21	7	0	0	-7	4	4	7	32	39	29	11	11	4	0	7		
* Consumer credit and other lending	0	10	20	7	0	-3	-17	-3	0	0	20	37	25	14	14	7	4	14		ı

Over the past three months, how have the following factors affected your <u>bank's</u> credit standards as applied to the approval of <u>loans to households for house purchase</u> (as defined in the notes to question 10)?

	2015				2016				2017				2018				2019			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	Octobe
	Net perc	entage [*]			Net perce	entage [*]			Net perce	entage			Net perce	entage			Net perce	entage		
A) Costs of funds and balance sheet constraints*)																				
	0	0	3	0	-3	0	0	0	0	0	0	0	0	0	0	0	0	0	3	0
* Your bank's capital and the costs related to your																				
bank's capital position 1)	-	-	-	-	-	-	-	-	-	-	-	-	-	_	-	-	-	_	-	-
* Your bank's ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation 2)	-	-	-	-	-	-	-	-	-	-	-	-	-	_	-	-	-	_	-	-
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B) Pressure from competition																				
* Competition from other banks	0	0	0	0	0	0	-3	0	-3	0	0	0	-10	-10	-7	-7	0	-3	-3	0
* Competition from non-banks	0	0	3	0	0	0	-3	0	0	0	0	0	-3	-7	-3	-3	0	0	-3	0
C) Perception of risk																				
* General economic situation and outlook	0	0	3	0	0	0	-3	0	0	0	0	-3	0	0	0	0	0	0	0	0
* Housing market prospects, including expected																				
house price developments	3	0	3	0	0	0	0	0	3	0	4	0	-3	-3	0	0	0	0	0	0
* Borrower's creditworthiness 3)	-	-	-	-	-	0	3	0	3	0	-4	0	0	0	0	3	0	0	0	0
D) Your bank's risk tolerance	-	-3	3	3	-3	0	-3	0	Λ	-7	Λ	-3	0	-7	-3	0	0	3	0	0

	2020				2021				2022				2023				2024			
	January	April	July	October																
	Net perc	entage [*]			Net perc	entage [*]			Net perc	entage [*]			Net perc	entage [*]			Net perc	entage [*]		
A) Costs of funds and balance sheet constraints*)	0	0	-4	0	0	0	0	0	0	0	0	0	0	-	-			,		
* Your bank's capital and the costs related to your																				
bank's capital position 1)	-	-	-	-	-	-	-	-	-	4	11	7	0	4	0	0	4	0		
* Your bank's ability to access market financing (e.g. money or bond market financing including true-																				
sale securitisation 2)	-	-	-	-	-	-	-	-	-	4	4	4	4	4	0	0	4	0		
* Your bank`s liquidity position	-	-	-	-	-		-	-	-	0	4	4	4	0	0	0	0	0		
B) Pressure from competition																				
* Competition from other banks	0	0	0	0	0	0	-4	0	0	0	0	0	0	0	0	0	-4	0		
* Competition from non-banks	0	0	0	0	0	-4	-4	0	0	0	0	0	0	0	0	0	0	0		
C) Perception of risk * General economic situation and outlook	0	7	25	11	0	0	-7	4	0	4	18	39	32	7	0	7	-4	0		
* Housing market prospects	0	3	18	7	0	-4	-4	4	0	11	18	18	29	11	11	0	0	0		
* Borrower's creditworthiness 3)	0	7	18	4	0	0	-4	4	0	7	21	29	21	11	4	4	0	4		
D) Your bank's risk tolerance	3	7	7	4	0	0	-4	4	0	4	4	11	0	4	7	0	0	0		

[&]quot;Can involve the use of credit derivatives, with the loans remaining on the bank's balance sheet.

Involves the sale of loans from the bank's balance sheet i.e. off-slance sheet fundino.

Resides related to non-performing loans may be reflected not only in the "borrower's creditivorthiness", but also in the bank's "cost of funds and balance sheet constraints".

The survey of the "above item" has been deleted as of Q1 2022.

12. Over the past three months, how have your bank's <u>terms and conditions</u> for new loans to households for house purchase changed?

	2015				2016				2017				2018				2019			
	January	April	July	October																
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Overall terms and conditions																				
* Overall terms and conditions	-	-3	0	-7	0	3	7	7	3	-4	-14	-13	-10	-10	-7	-7	-7	0	7	10
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	- 1	-	-	-
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	-7	-10	-24	-10	-10	-3	0	-7	0	-21	-25	-20	-21	-24	-21	-17	-14	-17	-3	17
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on riskier loans	-3	0	-14	3	-7	0	7	3	10	-7	-21	-17	-10	-14	-10	-3	-10	3	7	28
C) Other terms and conditions																				
* Collateral requirements	0	0	0	0	0	0	-3	3	-3	-4	-4	-7	0	0	0	0	0	0	3	3
*"Loan-to-value" ratio	3	3	0	-3	0	0	-3	0	-3	-4	4	0	0	0	0	-3	0	-3	3	3
* Other loan size limits	-	0	0	0	0	0	-3	3	-3	0	4	0	0	0	0	0	0	0	0	0
* Maturity	0	0	-3	-3	0	10	-3	3	0	0	0	3	-3	0	-3	0	0	0	0	-3
* Non-interest rate charges	0	0	0	0	3	0	3	3	0	4	0	0	0	0	0	0	0	0	0	-3

	2020				2021				2022				2023				2024			
	January	April	July	October																
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Overall terms and conditions																				
* Overall terms and conditions	3	7	18	7	7	0	-4	7	-4	7	25	39	18	-7	7	7	-7	-4		
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	- 1	-	-	-	-	-	-	-	-	-	-	-	-	-11		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	3	14	0	4	7	4	-7	7	-11	0	21	21	14	-29	4	-7	-7	-4		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on riskier loans	7	10	7	11	11	7	0	7	-4	7	25	25	21	-14	7	14	0	4		
C) Other terms and conditions																				
* Collateral requirements	0	0	4	4	0	0	0	0	0	4	0	11	4	0	0	0	0	0		
*"Loan-to-value" ratio	3	3	14	11	0	0	-4	0	0	11	7	11	7	0	0	0	4	0		
* Other loan size limits	0	0	4	4	0	-4	0	0	0	4	7	7	4	0	-4	0	-4	4		
* Maturity	0	0	0	-4	0	0	0	0	0	0	0	0	4	0	0	0	0	0		
* Non-interest rate charges	-3	0	0	0	0	0	0	0	0	0	0	7	4	0	0	0	0	0		

13. Over the past three months, how have the following <u>factors</u> affected your bank's <u>credit terms and conditions</u> as applied to new <u>loans to households for house purchase</u> (as defined in the notes to question 12)?

	2015				2016				2017				2018				2019			
	January		July	October	January		July		January		July	October			July		January		July	October
	Net perc	entage [*]			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
Overall impact on your bank's credit terms and																				
conditions																				
 A) Cost of funds and balance sheet constraints*) 	-	3	-3	0	-3	0	-3	3	0	0	0	0	3	-3	0	-3	0	3	3	14
* Your bank's capital and the costs related to your	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank`s ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation	_	_	_		_	_	_		_	_	_	_			-			_	_	
* Your bank's liquidity position	_	-	-	-	_	-	_	-	_	-	_	_	-	- 1	-	-	-	-	_	-
B) Pressure of competition	-	-3	-3	-10	3	-3	-3	-10	7	-11	-14	-20	-17	-14	-17	-10	-7	-14	-3	0
C) Perception of risk	-	ō	ō	0	3	ō	-3	0	0	-4	-4	0	0	-3	0	0	ó	0	ō	ō
D) Your bank's risk tolerance	-	-3	0	0	-3	3	0	-3	-3	-4	4	0	0	-3	-3	0	0	0	0	0
Impact on your bank's margin on average loans																				
A) Cost of funds and balance sheet constraints*)	-	3	3	0	-7	0	0	3	0	0	0	0	3	0	0	-3	0	3	3	17
* Your bank's capital and the costs related to your	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's ability to access market financing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B) Pressure of competition	-	-10	-28	-17	-3	0	-14	-14	0	-18	-25	-23	-24	-31	-28	-21	-14	-31	-10	-3
C) Perception of risk	-	3	-3	3	3	0	0	-3	0	0	-4	0	0	-3	-3	-3	0	0	0	0
D) Your bank's risk tolerance	-	0	0	0	0	0	-3	-3	-3	0	4	0	0	-3	-3	0	0	0	0	0
Impact on your bank's margin on riskier loans																				
A) Cost of funds and balance sheet constraints*)	-	3	3	3	-7	0	3	3	0	0	0	0	3	-3	0	0	0	3	3	14
* Your bank's capital and the costs related to your	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's ability to access market financing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B) Pressure of competition	-	0	-17	-3	0	-3	-3	-7	3	-11	-21	-20	-17	-24	-7	-3	-10	-10	0	3
C) Perception of risk	-	3	-3	3	3	0	0	3	3	0	0	0	0	-3	3	3	0	0	0	3
D) Your bank's risk tolerance	-	0	0	0	0	0	-3	-3	0	0	0	0	0	-3	-3	0	0	0	0	3

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	Octobe
	Net perc	entage [*]			Net perc	entage [*]			Net perc	entage [*]			Net perc	entage [*]			Net perc	entage	•	
Overall impact on your bank's credit terms and																				
conditions																				
A) Cost of funds and balance sheet constraints*)	3	7	0	0	4	0	0	4	0	0	7	11	7	-4	4	4	0	-		
* Your bank's capital and the costs related to your	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4		
* Your bank's ability to access market financing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0		
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0		
B) Pressure of competition	0	0	0	0	4	0	-11	4	-11	-4	7	4	0	-29	-4	-18	-7	-7		
C) Perception of risk	0	7	14	4	0	0	0	0	0	11	21	32	14	0	4	11	0	4		
D) Your bank's risk tolerance	3	7	18	4	4	4	-4	0	0	7	4	14	4	0	0	4	4	0		
Impact on your bank's margin on average loans. A) Cost of funds and balance sheet constraints') Your bank's capital and the costs related to your 'Your bank's ability to access market financing 'Your bank's signifity position B) Pressure of competition C) Perception of risk D) Your bank's risk tolerance	3 - - -3 0	7 - - 0 10	0 - - -4 7 4	0 - - 4 0	4 - - 0 0	0 0 0 0	0 - - - -7 0	4 - - 4 0	-4 - - -11 0	0 - - 0 -4 -4	0 - - 14 7 0	14 - - - 4 36 14	7 - - -4 7 4	-4 - - -29 0	4 - - 0 0	4 - - - -25 7 4	0 - - - -7 0	- 4 0 0 -11 0		
Impact on your bank's marrin on riskier loans A) Cost of funds and balance sheet constraints') 'Your bank's capital and the costs related to your 'Your bank's ability to access market financing 'Your bank's sleuidify position B) Pressure of competition C) Perception of risk	3 0 0	3 - - 0 10	4 - - 0 11	4 - - 7 11	4 - - - 4 4	4 7 4	0 - - - -4 4	4 - - - 7 0	0 - - -4 0	0 - - 7 4	4 - - 11 14	11 - - - 0 32	4 - - - 4 11	-4 - - -18 0	4 4 4	4 - - - -4 11	0 0 0	4 0 0 0		
D) Your bank's risk tolerance	0	10	7	11	4	4	0	0	0	0	0	11	4	0	0	4	4	0		

The factors refer to the same sub-factors as in question 11.

^{*)} The survey of the "above item" has been deleted as of Q1 2024.

14. Over the past three months, how have the following factors affected your bank's credit standards as applied to the approval of consumer credit and other lending to households (as defined in the notes to question 10)?

	2015				2016				2017				2018				2019			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	entage [*]			Net perc	entage			Net perce	entage	'		Net perc	entage [*]			Net perc	entage		
A) Costs of funds and balance sheet constraints*)	-3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
* Your bank's capital and the costs related to your bank's capital position	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-	-			-
* Your bank's ability to access market financing (e.g. money or bond market financing including true- sale securitisation	-	-	_	_			_	_			_	_	-	_		_			-	_
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B) Pressure from competition * Competition from other banks * Competition from non-banks	-7 -3	-3 0	-7 -3	0	-3	0	0	-3 0	-3 -3	-3 0	0	-3 0	0	6 6	-3 -3	0	0	,3 ,3	-3	0
C) Perception of risk																				
* General economic situation and outlook	0	0	-3	0	-3	0	0	-3	0	0	0	-3	0	0	0	0	0	0	0	0
* Creditworthiness of consumers 1)	-3	-3	0	0	-3	0	0	0	0	0	0	0	3	0	0	3	0	-3	-3	0
* Risk on the collateral demanded	0	0	0	0	-3	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
D) Your bank's risik tolerance	-	0	0	0	0	0	0	0	0	0	0	-3	3	-9	0	3	0	3	0	0

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	Octobe
	Net perc	entage			Net perc	entage [*]			Net perc	entage			Net perc	entage			Net perc	entage [*]		
Costs of funds and balance sheet constraints*)																				
	0	0	0	0	0	0	0	0	0	-	-	-	-	-	-	-	-	-		
* Your bank's capital and the costs related to your bank's capital position * Your bank's ability to access market financing	-	-	-	-			-	-		0	3	7	0	4	0	0	4	0		
(e.g. money or bond market financing including true- sale securitisation	-	-	-	-	-	-	-	-	-	0	0	3	4	4	0	0	4	0		
* Your bank`s liquidity position		-	_	-			-	-		0	0	3	4	- 0	- 0	- 0	- 0	- 0		
B) Pressure from competition * Competition from other banks * Competition from non-banks	0	0	0	0	0	0	-3 0	-3 0	0	0	0	0	0	0	0	0	0	0		
C) Perception of risk * General economic situation and outlook * Creditworthiness of consumers 1) * Risk on the collateral demanded	0 0	7 7 7	33 30 3	13 13 3	3 0 0	-3 0 0	-7 -7 0	-7 -3 0	0 0	0 0	7 10 3	40 33 3	29 18 7	11 14 0	4 4 4	7 4 0	0 0	7 14 0		
D) Your bank's risik tolerance	0	10	13	3	-3	0	-10	0	0	0	0	10	4	4	7	0	0	7		

^{&#}x27;Risks related to non-performing loans may be reflected not only in the "borrower's creditworthiness", but also in the bank's "cost of funds and balance sheet constraints".

") The survey of the "above item" has been deleted as of Q1 2022.

15. Over the past three months, how have your bank's terms and conditions for new consumer credit and other lending to households changed?

	2015				2016				2017				2018				2019			_
	January	April	July	October																
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Overall terms and conditions																				
* Overall terms and conditions	-	-10	-7	-3	-7	0	7	3	0	-3	3	-3	0	-6	-6	6	0	-3	-3	3
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	-3	-20	-30	-7	-13	13	7	3	0	-7	-7	-3	3	-13	-13	0	0	-3	-3	-10
* Your bank`s loan margin (i.e. the spread over a																				
relevant market reference rate) on riskier loans	-7	-7	-20	-3	-13	3	7	3	0	-3	-7	-6	3	-6	-6	3	0	0	0	-10
C) Other terms and conditions																				
* Collateral requirements	-7	0	-3	0	-3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3
* Size of the loan														-3	0	0	0	0	0	0
* Maturity	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-3
* Non-interest rate charges	0	0	0	0	3	0	0	3	0	3	3	0	0	0	0	0	0	0	0	0

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	Octobe												
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
A) Overall terms and conditions																				
* Overall terms and conditions	-3	3	17	-7	0	0	-13	0	-3	0	7	17	7	11	11	0	0	11		
B) Interest rates and margins																				
* Your bank's lending rates (higher rate = tightened,																				
lower rate = eased)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	- 1	0		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on average loans																				
(wider spread = tighenend, narrower spread =																				
eased)	-10	3	3	0	-10	-3	-3	-3	0	-3	3	20	14	7	11	4	7	11		
* Your bank's loan margin (i.e. the spread over a																				
relevant market reference rate) on riskier loans	-6	14	0	3	-7	-3	3	3	-3	-3	3	13	11	4	11	0	4	7		
C) Other terms and conditions																				
* Collateral requirements	0	3	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
* Size of the loan	0	7	13	0	3	0	-10	0	0	0	3	13	7	0	4	4	4	7		
* Maturity	0	3	3	-3	0	0	-3	-3	0	-3	0	0	4	0	0	0	0	4		
* Non-interest rate charges	0	0	Λ	0	0	0	0	0	0	0	0	Λ	0	0	Λ	0	0	0		

16. Over the past three months, how have the following factors¹⁾ affected your bank's credit terms and conditions as applied to new consumer credit and other lending to households (as defined in the notes to question 12)?

	2015				2016				2017				2018				2019			
	January		July	October	January		July		January				January		July	October			July	October
	Net perc	entage			Net perce	entage			Net perc	entage			Net perc	entage			Net perc	entage		
Overall impact on your bank's credit terms and																				
conditions																				
 A) Cost of funds and balance sheet constraints*) 	-	3	-7	0	-7	0	3	3	0	0	-3	-3	3	-3	0	0	0	3	3	3
* Your bank's capital and the costs related to your																				
bank's capital position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's liquidity position	-	-	-	-	- 1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B) Pressure of competition	-	-10	-10	-3	-3	-3	-3	-3	3	-3	-7	-3	-3	-6	-9	-3	0	-10	-6	-6
C) Perception of risk	-	-3	-3	0	0	0	0	0	0	-3	0	0	3	-3	0	3	0	0	0	0
D) Your bank's risk tolerance	-	0	0	0	0	0	0	0	0	-3	0	-3	3	-3	0	0	0	0	0	0
Impact on your bank's margin on average loans																				
A) Cost of funds and balance sheet constraints*)	-	3	-3	0	-10	3	3	3	0	0	0	-3	3	-3	0	0	0	3	3	3
* Your bank's capital and the costs related to your																				
bank's capital position	-	-	-	-	- 1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank`s liquidity position	-	-	-	-	- 1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B) Pressure of competition	-	-17	-20	-7	-10	-7	-3	-3	3	-7	-10	-3	-3	-9	-13	-3	-3	-13	-10	-16
C) Perception of risk	-	-3	-7	0	0	3	0	0	0	0	0	0	3	0	0	3	0	0	0	0
D) Your bank's risk tolerance	-	0	0	0	0	3	0	0	0	0	0	0	3	-3	0	0	0	0	0	0
Impact on your bank's margin on riskier loans																				
A) Cost of funds and balance sheet constraints*)	-	3	0	3	-10	3	3	0	0	0	0	-3	3	-3	0	0	0	3	3	0
* Your bank's capital and the costs related to your																				
bank's capital position	-	-	-	-	- 1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Your bank's liquidity position	- 1	-	-	-	- 1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B) Pressure of competition	-	-7	-20	-3	-7	-7	0	-3	3	-3	-7	-6	-3	-6	-6	0	0	-3	-3	-13
C) Perception of risk	-	0	-7	0	0	0	0	0	0	0	0	0	3	3	0	0	0	0	0	0
D) Your bank's risk tolerance	-	0	Ó	Ō	Ó	ō	ō	ō	Ö	Ó	ō	ō	3	-3	ō	ō	ō	Ö	0	Ö

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	Octobe
	Net perc	entage [*]			Net perc	entage [*]			Net perc	entage			Net perc	entage			Net perc	entage		
Overall impact on your bank's credit terms and																				
conditions																				
A) Cost of funds and balance sheet constraints*)	0	0	0	-3	0	-3	0	0	0	-3	3	10	4	4	7	0	0	-		
* Your bank's capital and the costs related to your																				
bank's capital position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0		
* Your bank's ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4		
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0		
B) Pressure of competition	-6	0	0	0	-7	0	-7	-3	-3	3	0	0	-7	0	0	0	0	0		
C) Perception of risk	0	7	20	3	0	3	-7	0	0	3	10	17	14	4	7	4	4	11		
D) Your bank's risk tolerance	0	7	13	0	3	0	-3	0	0	0	0	10	7	4	4	0	4	14		
Impact on your bank's margin on average loans																				
A) Cost of funds and balance sheet constraints*)	0	0	3	-7	0	-3	0	0	3	-3	0	10	0	0	7	0	0	-		
* Your bank's capital and the costs related to your																				
bank's capital position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0		
* Your bank's ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4		
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0		
B) Pressure of competition	-10	0	3	0	-7	0	-3	-3	-3	3	3	-3	-4	0	0	0	0	0		
C) Perception of risk	0	7	7	3	0	3	0	-3	0	3	7	20	14	4	4	4	4	7		
D) Your bank's risk tolerance	0	7	7	0	0	0	0	0	0	0	0	7	4	4	4	0	4	11		
Impact on your bank's margin on riskier loans																				
A) Cost of funds and balance sheet constraints*)	0	0	3	-3	0	-3	0	0	0	-3	0	3	0	0	7	0	0	-		
* Your bank's capital and the costs related to your																				
bank's capital position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0		
* Your bank's ability to access market financing																				
(e.g. money or bond market financing including true-																				
sale securitisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4		
* Your bank's liquidity position	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0		
B) Pressure of competition	-6	0	3	0	-3	0	3	-3	-3	3	3	-3	-4	-4	0	0	0	0		
C) Perception of risk	0	7	10	7	3	7	0	7	0	3	7	17	11	4	4	0	4	7		
D) Your bank's risk tolerance	0	10	7	0	0	0	0	-3	0	0	0	3	4	4	4	0	4	11		
1) The factors refer to the same sub-factors as in question 14.																				
*) The survey of the "above item" has been deleted as of Q1 2024.																				

17. Over the past three months (apart from seasonal fluctuations), has the <a href="mailto:share of tormal and informal household loan applications that were completely rejected by your bank increased, ternained unchanged or decreased (loan volume, relative to the total volume of loan applications in that loan category)?

	2015				2016				2017				2018				2019			
	January	April	July	October																
	Net perc	entage			Net perc	entage	,		Net perc	entage			Net perc	entage			Net perc	entage		
A) Share of rejected applications																				
* Loans for house purchase		-3	0	3	-3	0	24	3	3	0	-4	3	-3	0	10	10	10	10	7	7
* Consumer credit and other lending	-	-3	-3	0	-6	0	3	-10	0	-3	0	0	0	6	0	0	6	6	-3	3

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc					entage			Net perc	entage			Net perc	entage			Net perce	entage		
A) Share of rejected applications																				
* Loans for house purchase	0	0	11	18	4	0	4	4	4	0	25	36	43	21	14	18	7	7		
* Consumer credit and other lending	0	7	27	27	-3	0	-3	-7	0	-3	10	20	32	29	14	11	7	14		

18. Over the past three months, how has the <u>demand for loans to households</u> changed at your bank, apart from normal seasonal fluctuations? Please refer to the financing need of households independent of whether this need will result in a loan or not.

	2015				2016				2017				2018				2019			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net per	January April July October Jan Net percentage Net			Net perc	entage			Net perc	entage			Net perc	entage [*]			Net perc	entage		
* Loans for house purchase	21	45	45	41	7	21	7	-10	3	4	-7	0	0	14	21	3	10	14	38	28
* Consumer credit and other lending	23	13	29	23	10	13	26	19	3	20	10	19	3	9	38	6	10	6	10	6

	2020				2021				2022				2023				2024			
	January April July October J Net percentage N			January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	
	Net perc					entage	,		Net perc	entage			Net perc	entage			Net perc	entage		
* Loans for house purchase	17	24	-29	36	11	0	11	18	11	32	-4	-71	-93	-75	-32	-32	-7	46		
* Consumer credit and other lending	6	24	-43	-3	-3	-30	10	13	10	10	23	-23	-46	-46	-14	-4	-4	14		i

19. Over the past three months, how have the following factors affected the <u>demand for</u> loans to households for house purchase (as defined in the notes to question 18)?

	2015				2016				2017				2018				2019			
	January	April	July.	October		Anril	July	October		April	July	October		Anril	July	October	January	Anril	July	October
	Net perc				Net perc				Net perc				Net perc				Net perc			O O LO DO .
A) Financial needs/underlying drivers or purpose of																				
loan demand																				
* Housing market prospects, including expected																				
house price developments	21	21	38	38	10	14	17	28	10	18	7	20	21	24	31	7	14	14	14	17
* Consumer confidence	10	10	17	24	7	14	17	17	10	11	4	7	7	10	7	7	7	3	3	0
* General level of interest rates	-	34	45	34	14	28	21	34	14	32	18	27	21	21	34	7	24	24	34	28
* Non-housing related consumption expenditure ¹⁾	0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Debt refinancing/restructuring and renegotiation																				
(when leading to an increase or prolongation of the																				
amount borrowed)	-	24	7	0	7	17	0	0	0	4	4	3	-7	7	3	0	0	0	7	3
* Regulatory and fiscal regime of housing markets	-	3	3	-3	3	7	-7	-10	-3	0	0	-3	-3	-7	0	-3	3	0	0	0
B) Use of alternative sources for housing finance																				
(substitution effects)																				
* Household savings1)	-10	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Internal finance of house purchase out of																				
savings/down payment (i.e. share financed via the			I								I									
household's own funds)	-	-34	-10	-7	-10	-10	-7	-3	-3	-7	-7	-7	-7	-7	-14	-3	-3	-7	-3	-3
* Loans from other banks	-7	-10	-7	7	-14	-10	-7	-10	-3	-11	-14	-10	-7	-7	-14	-17	-10	-7	3	0
* Other sources of external finance	0	-3	0	0	0	-3	0	0	0	0	0	0	0	0	0	-3	0	0	0	0

¹⁾ Factor was withdrawn from the 1st quarter of 2015.

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	Octobe												
	Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage			Net perc	entage		
 A) Financial needs/underlying drivers or purpose of 																				
loan demand																				
* Housing market prospects	17	7	11	18	4	4	4	7	7	11	0	-39	-79	-71	-29	-21	-21	21		
* Consumer confidence	3	-7	-50	-4	-11	-4	14	11	-4	0	-14	-54	-64	-54	-21	-11	-14	7		
* General level of interest rates	17	17	-4	11	7	4	11	7	0	25	0	-79	-86	-89	-39	-46	-18	32		
* Non-housing related consumption expenditure1)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
* Debt refinancing/restructuring and renegotiation																				
(when leading to an increase or prolongation of the																				
amount borrowed)	3	7	0	4	4	4	4	4	4	4	0	-4	-7	-11	0	-4	-4	0		
* Regulatory and fiscal regime of housing markets	0	0	0	0	0	4	-4	0	0	4	0	-7	-7	-7	-4	-7	0	4		
B) Use of alternative sources for housing finance																				
(substitution effects)																				
* Household savings1)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
* Internal finance of house purchase out of																				
savings/down payment (i.e. share financed via the																				
household's own funds)	-3	-7	-7	-4	-4	-11	-4	0	0	0	0	-14	-4	-4	-4	4	0	4		
* Loans from other banks	-7	3	-11	0	0	4	-4	4	-11	0	0	-7	0	-4	0	-7	4	0		
* Other sources of external finance	0	0	0	0	0	0	0	0	0	0	0	-4	0	0	0	0	4	0		

Factor was withdrawn from the 1st quarter of 2015.

20. Over the past three months, how have the following factors affected the <u>demand for consumer credit and other lending to households</u> (as defined in the notes to question 18)?

	2015				2016				2017				2018				2019			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	Octobe
	Net perce	entage"			Net perc	entage			Net perce	entage	•		Net perc	entage			Net perc	entage		
A) Financial needs/underlying drivers or purpose of																				
loan demand																				
* Spending on durable consumer goods, such as																				
cars, furniture, etc.	19	13	23	16	16	10	26	26	23	23	20	22	13	9	25	10	6	13	0	6
* Consumer confidence	10	13	23	19	10	13	23	19	13	20	13	25	19	9	22	16	6	0	3	3
* Securities purchases ¹⁾	0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* General level of interest rates	- 1	13	23	19	13	19	16	23	10	23	13	16	10	3	13	0	6	6	3	10
* Consumption expenditure financed through real-																				
estate guaranteed loans ("mortgage equity																				
withdrawal")	-	3	0	3	3	-3	0	-3	-10	0	0	0	3	0	0	0	3	0	0	0
B) Use of alternative finance																				
* Household savings ¹⁾	-3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
* Internal finance out of savings	- 1	-13	-6	0	-3	-16	-10	-6	-6	-7	-3	-6	0	-3	-3	-3	0	-3	-3	-3
* Loans from other banks	6	0	0	0	-10	-10	-3	-6	-3	0	-7	0	0	-6	0	-10	-3	-3	3	0
* Other sources of external finance	0	0	0	0	0	-3	0	-3	0	0	0	0	0	-3	0	0	0	0	0	0

¹⁾ Factor was withdrawn from the 1st quarter of 2015.

	2020				2021				2022				2023				2024			
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October
	Net perc	let percentage N			Net percentage			Net percentage				Net percentage				Net percentage				
 A) Financial needs/underlying drivers or purpose of 																				
loan demand																				
* Spending on durable consumer goods, such as																				
cars, furniture, etc.	0	7	-37	0	0	-27	7	10	-3	3	10	-17	-46	-43	-7	-7	-7	7		
* Consumer confidence	0	3	-50	-17	-7	-27	3	7	-7	3	0	-20	-43	-39	-4	-4	-4	-4		
* Securities purchases1)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
* General level of interest rates	6	3	-3	0	0	0	7	0	0	0	3	-20	-43	-43	-32	-18	-4	4		
* Consumption expenditure financed through real-																				
estate guaranteed loans ("mortgage equity"																				
withdrawal")	0	0	-7	-3	-3	0	3	0	0	0	3	-3	-4	-11	-4	0	0	0		
B) Use of alternative finance																				
* Household savings1)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
* Internal finance out of savings	-3	-3	-3	-7	3	-13	-3	-3	0	0	7	-3	-4	0	-4	0	0	4		
* Loans from other banks	0	-3	-3	-3	-3	-3	0	0	-3	-3	0	0	0	0	-4	4	0	0		
* Other sources of external finance	0	0	-3	-3	-3	-3	0	0	0	0	0	0	0	0	0	0	0	0		

Factor was withdrawn from the 1st quarter of 2015.

21. Please indicate how you expect your bank's <u>credit standards</u> as applied to the approval of <u>loans to households</u> to change over the next three months. Please note that we are asking about the change in credit standards, rather than about their level.

	2015				2016	2016				2017							2019				
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	
	Net per	centage			Net perc	Net percentage				Net percentage				Net percentage				Net percentage			
* Loans for house purchase	-3	-3 0 -3 -3		17	34	3	-10	-7	-7	-7	-7	0	-14	-14	0	3	0	-3	-3		
* Consumer credit and other lending	-7	0	0	-3	3	7	0	-7	-3	0	0	0	-6	0	0	0	3	0	0	3	

	2020			2021	2021				2022							2024				
	January	April	July	October																
	Net percentage				Net percentage				Net percentage				Net percentage				Net percentage			
* Loans for house purchase	3	14	4	0	4	-4	7	-4	4	11	21	32	14	7	4	7	18	11		
* Consumer credit and other lending	0	10	0	-3	-7	-7	0	-3	-3	7	17	23	29	14	-4	7	21	7		

22. Please indicate how you expect demand for loans to households to change over the next three months at your bank (apart from normal seasonal fluctuations). Please refer to the financing need of households independent of whether this need will result in a loan or not.

	2015	2015				2016				2017							2019				
	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	January	April	July	October	
	Net perc	entage [*]			Net perc	Net percentage"				Net percentage"				Net percentage"				Net percentage"			
* Loans for house purchase	7	17	3	7	-3	10	10	10	14	11	14	20	17	10	14	14	10	17	10	17	
* Consumer credit and other lending	10	19	10	6	3	16	16	19	13	17	13	13	13	13	6	6	10	13	3	6	

														2023							
		2020				2021	2021				2022							2024			
		January	January April July October Ja			January	April	July	October	January	January April July October			r January April July Octobe			October	January April Ju			October
		Net perc	Net percentage				entage		Net percentage				Net percentage			Net per			t percentage		
* Loans for he	ouse purchase	17	-59	-32	-4	-11	-7	11	11	14	0	-43	-75	-39	-25	-4	0	21	39		
* Consumer of	credit and other lending	16	7	10	13	-3	13	53	20	17	0	13	-23	-21	-11	0	0	-4	11		