

# Credit Conditions Survey

Survey Results 2014 Q1



*Central Bank of Nigeria*



# Credit Conditions Survey

## 2014 Q1

As part of its mission to maintain monetary and financial stability, the Bank needs to understand trends and developments in credit conditions. This quarterly survey of bank lenders is an input to this work. Lenders were asked about trends and developments in credit conditions in the previous and next quarters. The survey covers secured and unsecured lending to households; and lending to non-financial corporations, small businesses and to non-bank financial firms. Along with various data sources and discussions between the major lenders and Bank staff, this survey serves as an input into the Monetary Policy documents which presents the CBN assessment of the latest trends in lending to the Nigerian economy.

This report presents the results of the 2014 Q1 survey which was conducted from 17<sup>th</sup> – 27<sup>th</sup> February, 2014.

# Credit Conditions Survey

## Executive Summary

### Supply

- The availability of **secured credit to households** increased in the Q1, 2014 and a further increase was expected in the next quarter. Market share objectives remained a major factor behind this increase; lenders further reported that changing economic outlook and changing liquidity positions also made significant contributions.
- Lenders reported that the availability of **unsecured credit to households** increased in Q1 2014, and it is expected to increase further in Q2 2014. Lenders reported that market share objectives, changing cost/availability of funds and changing economic outlook contributed to the increased availability of unsecured credit in Q1 2014.
- The overall availability of **credit to the corporate** sector increased in Q1 2014 and was expected to increase further in Q2, 2014. The most important factors contributing to increased credit availability were changing liquidity conditions, changing economic outlook and market share objectives.

### Demand

- Demand for **secured lending** for house purchase and consumer loans increased in Q1 2014, and were expected to increase further in Q2, 2014. Despite the tightening in the credit scoring criteria in Q1, 2014 the proportion of loan applications approved increased.
- Demand for **unsecured credit card lending** increased in the current quarter, while **unsecured overdraft/personal loans** from household declined in the quarter. Both loans were expected to increase in Q2, 2014. Following the tightening in the credit scoring criteria in total unsecured loan applications in Q1, 2014 the proportion of approved households total loan applications declined.
- Lenders reported **increased demand for corporate credit** across all firm sizes in Q1, 2014. It is expected that credit demand would further increase for all businesses in the next quarter. Following the narrow spread between bank rates (on small businesses and medium PNFCs) and MPR, the **proportion of loan applications approved** for small businesses and medium PNFCs increased in Q1, 2014 and further increase is anticipated in the next quarter.

## Defaults

- **Secured loan performance**, as measured by default rates and losses given default, improved in the review quarter. Similarly, lenders expected improved performance as both default rates and loss given default are expected to further fall in Q2, 2014.
- **Unsecured loan performance on credit card loans and overdraft/personal loans** to households, as measured by default rate and losses given default improved in Q1 2014 and were expected to further improve in the next quarter.
- **Corporate loan performance** was better as default rates and losses given default on lending to all sized businesses fell in Q1, 2014 and were expected to fall further in Q2, 2014.

## Loan pricing

- Lenders reported that the **overall spreads on secured lending rates** on approved new loans to households relative to MPR

narrowed in 2014 Q1, but it is expected to widen in 2014 Q2.

- Lenders reported that **spreads on credit card lending** on approved new loans narrowed in 2014 Q1, and is expected to further narrow in Q2, 2014. **Spreads on other unsecured lending products** on approved new loans such as overdrafts/personal loans narrowed in 2014 Q1, and were expected to narrow further in Q2, 2014.

Changes in **spreads between bank rates** and MPR on approved new loan applications to the small, medium and large PNFCs and OFCs was mixed in Q1, 2014. While spreads to small businesses narrowed in the review quarter and expected to further narrow in the next quarter, spreads on medium PNFCs narrowed in Q1, 2014 but expected to widen in the next quarter. Spreads on Large PNFCs and OFCs are expected to widen in both the current and next quarters.

This report presents the results of the 2014 Q1 survey which was conducted from 17<sup>th</sup> to 27<sup>th</sup> February 2014. The results are based on lenders' own responses to the survey. They do not necessarily reflect the Bank's views on credit conditions. To calculate aggregate results, each lender is assigned a score based on his response. Lenders who report that credit conditions have changed 'a lot' are assigned twice the score of those who report

that conditions have changed 'a little'. These scores are then weighted by lenders' market shares. The results are analysed by calculating 'net percentage balances' — the difference between the weighted balance of lenders reporting that, for example, demand was higher/lower or terms and conditions were tighter/looser. The net percentage balances are scaled to lie between  $\pm 100$ .

## Credit Conditions Survey

In the current quarter relative to the previous quarter, lenders reported increases in credit availability to households and corporates. Lenders also expected further increases in credit availability for households and corporate in Q2 2014. Spreads on overall secured lending to household narrowed in Q1 2014 but is anticipated to widen in the next quarter. However, the spread in unsecured lending narrowed in both quarters. Changes in spreads on newly approved corporate lending were mixed across the business types. Lenders reported that household demand for lending for house purchase increased in Q1, 2014 and was expected to rise in the next quarter. Demand for unsecured credit card lending was up in Q1 2014 and was expected to continue in the next quarter. Demand for unsecured overdraft/personal loans from households was down in Q1, 2014 but was expected to rise in the next quarter. Demand for corporate lending from small, medium and large PNFCs and OFCs increased in 2014 Q1 and was expected to increase further in the next quarter. Corporate loan performance was better as default rates and losses given default on lending to all sized businesses fell in Q1, 2014 and were expected to fall further in Q2, 2014.

### Secured lending to households

In the current quarter relative to the previous quarter, lenders reported an increase in the availability of secured credit to households (Question 6). Lenders reported that market share objectives had been a major factor behind this increase, although changing economic outlook and changing liquidity positions also made some contributions. The expansion of availability for secured credit was expected to continue in the next quarter with changing liquidity positions and market share objectives as the major contributory factors (Question 6).

Despite the lenders tightening in the credit scoring criteria in Q1, 2014 the proportion of loan applications approved increased. Similarly, lenders expect a further tightening of credit scoring criteria and increase in the proportion of household's loan applications to be approved in Q2, 2014 (Questions 3 & 4).

Maximum LTV ratios were expected to decrease in the current and increase in next quarter (Question 5c). Lenders expressed their willingness to lend at 75% or less in both the current and next quarters. However, they expressed their unwillingness to lend at high loan to value ratios (LTV) (more than 75%) in both current and next quarters (Question 10). Consistent with this, average credit quality on new secured lending improved in Q1, 2014 and was expected to further improve in Q2, 2014 (Question 9). Some lenders opined that new update to lending processes and improved risk management practices contributed to improving the quality of the overall lending.

Lenders reported that the overall spreads on secured lending rates to households relative to MPR narrowed in Q1 2014 but are expected to widen in Q2, 2014. Within the total, an increase in spreads was reported for prime lending in Q1, 2014 and was expected to increase further in the next quarter. Overall spreads on buy-to-let

lending and other lending narrowed in the current quarter and were expected to widen in the next quarter (Question 5a).

Households demand for lending for house purchase rose in 2014 Q1 and was expected to also rise in the next quarter. Of the total demand, increases in households demand for prime lending were reported and was expected to increase in the next quarter. Households demand for buy to let lending decreased in the current quarter, but was expected to increase in Q2, 2014 (Question 1a).

Households demand for consumer loans, mortgage/remortgaging and small businesses rose and were expected to rise further in Q2, 2014 (Questions 1b, 1c and 2).

Secured loan performance, as measured by default rates and losses given default declined in Q1, 2014 and lenders expected further improvement in Q2, 2014. Some lenders attributed this lower default rate to domiciliation of salary accounts of consumer loan beneficiaries, as it has helped to reduce significantly the incidence of defaults on loans to households (Questions 7 & 8).

### **Unsecured lending to households**

The availability of unsecured credit provided to households rose in the current quarter relative to the previous quarter and was expected to increase further in the next quarter (Question 6). Lenders reported that, market share objectives, changing cost/availability of funds and changing economic outlook contributed to the changes in credit availability in Q1 2014.

Following the tightening in the credit scoring criteria in total unsecured loan applications in Q1 2014, the proportion of approved households total loan applications declined. Though lenders expect tightening of credit scoring criteria next quarter, they are optimistic that the total loans applications to be approved in Q2, 2014 will increase (Questions 3c & 4c). However, lenders relaxed credit scoring criteria for granting credit card loan applications which in turn increased the proportion of approved credit card applications in Q1, 2014. A similar trend is expected in Q2, 2014 (Questions 3a & 4a).

Though lenders tightened the credit scoring criteria in granting overdraft/personal loan applications in Q1, 2014, the proportion of approved household's overdraft/personal loan applications increased. Similar trend is expected in the next quarter (Questions 3b & 4b).

Lenders reported that spreads on credit card lending, and unsecured overdrafts /personal loans on approved new loan applications narrowed in Q1, 2014 and were expected to also narrow in Q2, 2014 (Questions 5a and b). The limit on unsecured credit cards on approved new loan applications increased in Q1, 2014 but was expected to remain unchanged in the next quarter (Question 5d). The minimum proportion of credit card balances to be paid on approved new loan applications declined in Q1, 2014 and but was expected to increase in the next quarter (Question 5e). Maximum maturities on approved new

loan applications were extended in Q1, 2014 but were expected to be shortened in the next quarter (Question 5f). Some lenders reported that price and non-price terms on approved new loans applications by households were competitively determined in line with the banks' risk adjusted returns on capital.

Demand for unsecured credit card lending from households increased in Q1, 2014 and was expected to also increase in Q2, 2014 (Questions 1a). Demand for unsecured overdraft/personal loans decreased in Q1 2014 and was expected to increase in Q2 2014 (Questions 1b).

Lenders experienced lower default rate on credit card loans and overdraft/personal loans to households in Q1, 2014 and expect lower default rates in Q2, 2014 (Questions 7a & 7b). Losses given default on credit cards and overdraft/personal loans to households fell in Q1, 2014 and were expected to also fall in Q2, 2014 (Questions 8a & 8b).

### **Lending to corporates and small businesses**

Credit conditions in the corporate sector vary by the size of business, so this survey asks lenders to report developments in the corporate sector overall split by large and

medium-sized private non-financial corporations (PNFCs) and small businesses<sup>1</sup>.

The overall availability of credit to the corporate sector increased in Q1, 2014 and was expected to also increase in Q2, 2014 (Question 4a). The most important factors contributing to increased credit availability were changing liquidity conditions, changing economic outlook, market share objective and changing sector specific risk (Question 4b). Lenders also reported that commercial property prices positively influenced both credit availability of the commercial real estate sector and secured lending to PNFCs in the current quarter and were expected to have positive impact in Q2, 2014 (Questions 4c1 and c2).

Availability of credit increased across all firm sizes in Q1, 2014 and the next quarter except for other financial corporation which was expected to decrease in Q2 2014 (Question 1).

Changes in spreads between bank rates and MPR on approved new loan applications to the small, medium and large PNFCs and OFCs were mixed in Q1, 2014. While the spread on loans to large PNFCs and OFCs widened in the current quarter, the spread on small and medium PNFCs narrowed. Lenders expect that spreads to all firms will

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<sup>1</sup> Small businesses are defined as those with an annual turnover of under ₦5 million. Medium-sized corporates are defined as those with an annual turnover of between ₦5 million and ₦100 million. Large corporates are defined as those with an annual turnover of more than ₦100 million



widen in the next quarter, except that of the small businesses which was expected to narrow in Q2, 2014 (Question 6).

Despite the wide spread between bank rates and MPR, the proportion of loan applications approved for small business, medium and large PNFCs increased in Q1 2014 and was expected to also increase in the next quarter (Question 5).

Fees/ commissions on approved new loan applications to all firms were mixed in Q1, 2014. While fees and commission on loans fell for large PNFCs and OFCs, it rose for small and medium PNFCs. Lenders expect fees and commission to fall for all firms in Q2, 2014 except for large PNFCs. All firms benefitted from an increase in maximum credit lines on approved new loan applications in Q1, 2014, and were expected to benefit in the next quarter except OFCs (Question 6).

Lenders demanded more collateral requirements from all sized firms on approved new loan application in Q1, 2014 except large PNFCs. However, lenders were expected to demand for more collateral in the next quarter for all sized firms. Also, lenders required much stronger loan covenants from all sized firms on approved new loan application in Q1, 2014 and were expected to demand for same in the next quarter (Question 6).

Demand for corporate lending from small, medium and large PNFCs and OFCs increased in Q1, 2014 and was expected to increase in the next quarter. The lenders who reported increase in demand for secured lending from small businesses in Q1, 2014 were higher in comparison with other business types (Question 2). The most significant factor cited by lenders as the main driver of change in the demand for lending was increase in inventory finance in Q1, 2014 and was expected to also be the main driver in the next quarter. Capital investment also contributed in the current and next quarters.

Corporate loan performance was better as default rates and losses given default on lending to all sized businesses fell in Q1, 2014 and was expected to also fall in Q2, 2014 (Question 7 & 8).

The average credit quality on newly arranged PNFCs borrowing facilities improved in Q1, 2014 and was expected to further improve in Q2, 2014. The target hold levels associated with corporate lending (share of risks that lenders wish to hold of deals that they underwrite in the short term) increased in Q1, 2013 and were expected to increase further in Q2, 2014. Also, loan tenors on new corporate loans and draw down on committed lines by PNFCs were expected to follow similar trend (Question 9).



**Table 1 Secured Lending To Households Questionnaire Result**

SECURED LENDING			2013			
			Q2	Q3	Q4	2014
QUESTIONS						
1(a). How has demand for secured lending for House purchase from HOUSEHOLDS changed	<i>Current quarter</i>	50.0	54.0	20.0	21.9	
	<i>Next quarter</i>	100.0	57.5	31.0	34.1	
<i>of which</i> : Demand for prime lending	<i>Current quarter</i>	11.1	35.0	16.3	19.2	
	<i>Next quarter</i>	33.0	35.8	20.4	29.0	
<i>of which</i> : Demand for buy to let lending	<i>Current quarter</i>	-10.1	18.2	3.7	-5.0	
	<i>Next quarter</i>	16.8	37.3	-21.7	22.9	
<i>of which</i> : Demand for other lending	<i>Current quarter</i>	10.2	25.0	24.7	26.6	
	<i>Next quarter</i>	45.6	38.6	22.1	32.9	
1(b). How has demand for secured lending for Consumer Loans from HOUSEHOLDS changed	<i>Current quarter</i>	32.0	57.0	42.3	37.0	
	<i>Next quarter</i>	59.1	42.4	42.8	53.0	
1(c). How has demand for secured lending for Mortgage/re-mortgate from HOUSEHOLDS changed	<i>Current quarter</i>	-1.4	27.6	1.1	20.7	
	<i>Next quarter</i>	28.7	23.7	19.3	32.3	
2. How has demand for secured lending for small businesses from HOUSEHOLDS changed	<i>Current quarter</i>	28.7	15.0	26.1	28.6	
	<i>Next quarter</i>	46.0	36.6	15.3	42.8	
3. How have credit scoring criteria for granting loan applications by HOUSEHOLDS changed	<i>Current quarter</i>	-0.1	2.5	0.8	0.3	
	<i>Next quarter</i>	-0.4	4.2	3.7	0.3	
4. How has the proportion of HOUSEHOLD loan applications being approved changed	<i>Current quarter</i>	30.9	35.9	14.7	35.9	
	<i>Next quarter</i>	55.7	41.5	31.8	29.9	
5(a). How have the overall secured lending spreads changed	<i>Current quarter</i>	0.0	-6.1	-1.8	6.4	
	<i>Next quarter</i>	35.4	-7.0	-0.7	-14.8	
<i>of which</i> : Spreads on prime lending	<i>Current quarter</i>	5.4	1.8	1.5	-6.1	
	<i>Next quarter</i>	3.5	5.4	5.8	-11.7	
<i>of which</i> : Spreads on buy to let lending	<i>Current quarter</i>	6.4	5.2	-0.7	7.2	
	<i>Next quarter</i>	0.7	1.5	-0.3	-16.5	
<i>of which</i> : Spreads on other lending	<i>Current quarter</i>	6.5	6.7	-0.8	9.6	
	<i>Next quarter</i>	0.7	0.4	7.1	-18.7	
5(b). How have fees on secured lending changed	<i>Current quarter</i>	10.1	-2.9	-6.4	2.9	
	<i>Next quarter</i>	5.2	-3.0	0.1	4.9	
5(c). How have the maximum loan to value ratios changed	<i>Current quarter</i>	-0.3	0.0	-0.5	4.4	
	<i>Next quarter</i>	-2.2	-10.2	-0.5	-0.6	
5(d). How have the maximum loan to income ratios changed	<i>Current quarter</i>	-0.4	-4.2	-5.3	4.0	
	<i>Next quarter</i>	-6.8	-8.8	-5.0	-1.1	
6. How has the availability of secured credit provided to households changed	<i>Current quarter</i>	-33.7	-18.9	-25.5	-21.3	
	<i>Next quarter</i>	-49.9	-22.4	-18.7	-11.8	
<i>Factors contributing to changes in credit availability</i>						
Changing economic outlook	<i>Current quarter</i>	-33.5	-22.7	-14.7	-14.4	
	<i>Next quarter</i>	-52.8	-10.4	-18.3	-11.3	
Market share objectives	<i>Current quarter</i>	-51.9	-34.2	-33.8	-29.8	
	<i>Next quarter</i>	-63.7	-19.6	-32.7	-23.4	
Changing appetite for risk	<i>Current quarter</i>	-38.7	-34.4	-5.5	-7.4	
	<i>Next quarter</i>	-54.2	-22.8	-11.2	-7.7	
Tight wholesale funding conditions	<i>Current quarter</i>	0.8	-15.6	-5.0	-4.0	
	<i>Next quarter</i>	-1.1	2.6	-9.0	-7.8	
Changing liquidity positions	<i>Current quarter</i>	-26.2	1.1	-18.6	-9.2	
	<i>Next quarter</i>	-48.1	19.5	-15.4	-24.6	

**Table 1 Secured Lending to Households Questionnaire Result (contd)**

SECURED LENDING		2013				2014
		Q2	Q3	Q4	Q1	
7. Has the default rate on secured loans to households changed	<i>Current quarter</i>	-19.8	1.5	7.5	-31.9	
	<i>Next quarter</i>	-36.8	-25.1	-12.8	-46.0	
8. How have losses given default to households changed?	<i>Current quarter</i>	-27.7	-3.0	-2.6	-23.4	
	<i>Next quarter</i>	-32.3	-18.8	-16.7	-23.1	
9. How has the average credit quality of new secured lending to HOUSEHOLDS changed	<i>Current quarter</i>	37.7	23.7	23.0	33.8	
	<i>Next quarter</i>	40.7	32.8	26.3	38.9	
10. How has the availability of households secured credit to the following types of borrowers changed:						
Borrowers with low loan to value ratios (75% or less)	<i>Current quarter</i>	20.8	-13.5	7.3	14.4	
	<i>Next quarter</i>	24.7	-6.0	11.2	10.4	
Borrowers with high loan to value ratios (more than 75% )	<i>Current quarter</i>	13.7	-2.6	10.7	-5.5	
	<i>Next quarter</i>	15.3	-5.2	2.4	-2.1	

**Table 2 Unsecured Lending To Households Questionnaire Result**

UNSECURED LENDING		2013			2014
		Q2	Q3	Q4	Q1
1(a). How has demand for unsecured credit cards lending from HOUSEHOLDS changed	<i>Current quarter</i>	28.5	-3.1	18.7	20.3
	<i>Next quarter</i>	34.5	-13.2	25.9	19.6
1(b). How has demand for unsecured overdraft/ personal loans from HOUSEHOLDS changed	<i>Current quarter</i>	9.2	15.8	3.3	-1.3
	<i>Next quarter</i>	11.7	-2.4	3.2	7.5
1(c). How has demand for total unsecured lending from HOUSEHOLDS changed	<i>Current quarter</i>	7.5	15.0	2.9	1.3
	<i>Next quarter</i>	7.7	-3.3	-6.8	-1.3
2(a). How has demand for unsecured credit cards lending from SMALL BUSINESSES changed	<i>Current quarter</i>	11.3	2.5	-3.7	-8.1
	<i>Next quarter</i>	21.7	18.7	-2.6	-13.8
2(b). How has demand for unsecured overdraft/ personal loans from SMALL BUSINESSES changed	<i>Current quarter</i>	-5.8	-16.9	0.9	-4.6
	<i>Next quarter</i>	0.6	-2.6	7.4	-1.7
2(c). How has demand for total unsecured lending from SMALL BUSINESSES changed	<i>Current quarter</i>	-5.8	-15.4	-14.1	-0.6
	<i>Next quarter</i>	-4.4	4.5	-7.3	-2.9
3(a). How have credit scoring criteria for granting credit card loan applications by HOUSEHOLDS changed	<i>Current quarter</i>	11.1	-2.1	0.6	-2.9
	<i>Next quarter</i>	-1.5	0.0	14.3	-9.0
3(b). How have credit scoring criteria for granting overdraft/personal loan applications by HOUSEHOLDS changed	<i>Current quarter</i>	14.8	9.9	2.7	10.5
	<i>Next quarter</i>	3.1	13.9	13.6	7.6
3(c). How have credit scoring criteria for granting total unsecured loan applications by HOUSEHOLDS changed	<i>Current quarter</i>	24.2	11.6	3.0	13.4
	<i>Next quarter</i>	24.2	16.5	15.0	8.0
4(a). How has the proportion of HOUSEHOLD credit card loan applications being approved changed	<i>Current quarter</i>	43.9	26.9	29.9	3.8
	<i>Next quarter</i>	50.5	11.3	23.6	12.6
4(b). How has the proportion of HOUSEHOLD overdraft/personal loan applications being approved changed	<i>Current quarter</i>	19.1	40.1	7.3	6.0
	<i>Next quarter</i>	12.4	20.4	-2.8	5.8
4(c). How has the proportion of HOUSEHOLD total loan applications being approved changed	<i>Current quarter</i>	12.5	33.0	-5.4	-3.3
	<i>Next quarter</i>	12.4	20.4	-2.8	5.8
5(a). How have spreads on credit cards changed?	<i>Current quarter</i>	-5.6	-7.9	-4.2	9.0
	<i>Next quarter</i>	2.8	4.2	9.8	6.2
5(b). How have spreads on overdraft/personal loans changed?	<i>Current quarter</i>	-10.7	-10.0	3.8	2.4
	<i>Next quarter</i>	-2.3	5.8	12.0	5.4
5(c). How have spreads on overall unsecured lending changed?	<i>Current quarter</i>	-10.5	-10.6	4.0	7.4
	<i>Next quarter</i>	0.0	6.2	12.6	5.6
5(d). How have unsecured credit card limits changed?	<i>Current quarter</i>	-5.5	3.0	6.0	-6.7
	<i>Next quarter</i>	-0.6	0.0	-3.4	0.0
5(e). How has the minimum proportion of credit cards balances to be paid changed?	<i>Current quarter</i>	5.2	1.5	8.6	-2.9
	<i>Next quarter</i>	10.4	3.3	14.8	0.6
5(f). How have maximum maturities on loans changed	<i>Current quarter</i>	11.2	3.2	6.4	-1.2
	<i>Next quarter</i>	2.0	-1.7	9.9	1.2
6. How has the availability of unsecured credit provided to households changed	<i>Current quarter</i>	-25.6	-18.4	-16.2	-11.7
	<i>Next quarter</i>	-20.7	-20.0	-21.6	-7.0
<i>Factors contributing to changes in credit availability</i>					
Changing economic outlook	<i>Current quarter</i>	-36.1	-37.6	-16.1	-10.4
	<i>Next quarter</i>	-27.1	-28.5	-16.0	-9.9
Market share objectives	<i>Current quarter</i>	-41.0	-35.3	-23.9	-31.1
	<i>Next quarter</i>	-32.7	-30.4	-19.5	-18.3
Changing appetite for risk	<i>Current quarter</i>	-21.2	-24.7	-10.2	-6.2
	<i>Next quarter</i>	-19.2	-24.4	-8.6	-5.2
Changing cost/ availability of funds	<i>Current quarter</i>	-35.1	-44.6	-27.9	-25.6
	<i>Next quarter</i>	-28.4	-34.7	-25.4	-17.7

**Table 2 Unsecured Lending to Households Questionnaire Result (contd)**

UNSECURED LENDING		2013				2014
		Q2	Q3	Q4	Q1	
QUESTIONS						
7(a). How has the default rate on credit card loans to households changed?	<i>Current quarter</i>	-10.5	-29.7	-43.1	-26.5	
	<i>Next quarter</i>	-35.7	-23.8	-20.0	-20.5	
7(b). How has the default rate on overdraft/ personal loans to households changed?	<i>Current quarter</i>	-19.2	-19.2	-27.5	-35.7	
	<i>Next quarter</i>	-45.5	-24.4	-28.1	-20.3	
7(c). How has the default rate on total unsecured loans to households changed?	<i>Current quarter</i>	-10.9	-23.4	-30.5	-35.7	
	<i>Next quarter</i>	-32.6	-25.9	-29.2	-20.3	
8(a). How have losses given default on credit card loans to households changed?	<i>Current quarter</i>	0.0	-45.3	-29.6	-5.8	
	<i>Next quarter</i>	-14.9	-37.5	-23.2	-24.9	
8(b). How have losses given default on overdraft/personal loans to households changed?	<i>Current quarter</i>	-5.3	-34.3	-22.2	-22.5	
	<i>Next quarter</i>	-21.4	-29.7	-28.5	-28.3	
8(c). How have losses given default on total unsecured loans to households changed?	<i>Current quarter</i>	-5.3	-33.2	-24.9	-22.5	
	<i>Next quarter</i>	-21.4	-31.7	-24.8	-27.3	
9(a). How has the average credit quality of new credit card lending to HOUSEHOLDS changed?	<i>Current quarter</i>	1.0	30.0	-0.5	-15.8	
	<i>Next quarter</i>	0.8	25.1	-16.9	-9.2	
9(b). How has the average credit quality of new overdraft/personal lending to HOUSEHOLDS changed?	<i>Current quarter</i>	9.6	26.4	19.4	-2.1	
	<i>Next quarter</i>	11.9	28.8	19.4	-6.0	
9(c). How has the average credit quality of new total unsecured lending to HOUSEHOLDS changed?	<i>Current quarter</i>	9.6	26.4	24.3	-2.2	
	<i>Next quarter</i>	11.9	28.8	24.8	-6.0	

**Table 3 Corporate Lending Questionnaire Result**

CORPORATE LENDING		2013			2014
		Q2	Q3	Q4	Q1
1(a). How has availability of credit provided to small businesses changed?	<i>Current quarter</i>	-34.30	-28.5	-36.1	-27.4
	<i>Next quarter</i>	-46.25	-21.2	-39.6	-32.7
1(b). How has availability of credit provided to medium PNFCs changed?	<i>Current quarter</i>	-31.23	-21.2	-28.5	-20.5
	<i>Next quarter</i>	-51.22	-24.9	-31.9	-28.9
1(c). How has availability of credit provided to large PNFCs changed?	<i>Current quarter</i>	-45.53	-38.9	-40.2	-40.1
	<i>Next quarter</i>	-38.74	-31.1	-37.5	-30.8
1(d). How has availability of credit provided to OFCs changed?	<i>Current quarter</i>	-13.58	-19.3	-13.2	-6.5
	<i>Next quarter</i>	-19.90	-16.5	-23.5	3.1
2(a). How has demand for credit cards lending from SMALL BUSINESSES changed?	<i>Current quarter</i>	35.06	35.3	23.5	16.4
	<i>Next quarter</i>	45.38	29.0	39.1	27.1
2(b). How has demand for overdraft/ personal loans from SMALL BUSINESSES changed?	<i>Current quarter</i>	42.98	41.8	37.4	31.4
	<i>Next quarter</i>	48.39	38.2	40.3	27.6
2(c). How has demand for secured lending from SMALL BUSINESSES changed?	<i>Current quarter</i>	42.22	42.3	28.1	33.8
	<i>Next quarter</i>	52.74	30.3	38.1	31.6
2(d). How has demand for lending from Medium PNFCs changed?	<i>Current quarter</i>	48.73	40.4	33.4	19.3
	<i>Next quarter</i>	62.32	39.0	42.9	24.5
2(e). How has demand for lending from Large PNFCs changed?	<i>Current quarter</i>	50.65	45.6	37.3	30.5
	<i>Next quarter</i>	50.43	30.5	33.7	40.3
2(f). How has demand for lending from OFCs changed?	<i>Current quarter</i>	30.89	39.6	20.3	4.6
	<i>Next quarter</i>	37.34	29.8	18.3	13.9
3. What have been the main factors contributing to changes in demand for lending?					
(a1) Merger and acquisition	<i>Current quarter</i>	-6.20	-38.1	-22.9	-11.7
	<i>Next quarter</i>	5.82	-20.3	-27.0	-13.1
(a2) Capital Investments	<i>Current quarter</i>	55.31	39.5	28.2	39.2
	<i>Next quarter</i>	48.55	22.7	23.7	35.6
(a3) Inventory Finance	<i>Current quarter</i>	57.23	50.5	38.6	41.0
	<i>Next quarter</i>	61.64	41.1	40.8	42.1
(a4) Balance sheet restructuring	<i>Current quarter</i>	6.05	0.5	-16.2	-9.3
	<i>Next quarter</i>	13.51	-2.7	-18.6	6.7
(a5) Commercial Real Estate	<i>Current quarter</i>	17.85	1.1	-3.7	7.6
	<i>Next quarter</i>	17.85	1.1	-3.7	7.6
4(a). How has the overall availability of credit to the corporate sector changed?	<i>Current quarter</i>	-36.92	-46.1	-40.6	-37.0
	<i>Next quarter</i>	-64.72	-49.0	-35.3	-32.2
Of which: Commercial real estate sector	<i>Current quarter</i>	-19.34	-0.6	3.8	-4.6
	<i>Next quarter</i>	-28.28	-9.6	-8.7	-15.9
4(b). Factors contributing to changes in credit availability.					
Changing economic outlook	<i>Current quarter</i>	-63.61	-53.0	-44.4	-32.8
	<i>Next quarter</i>	-51.49	-28.1	-39.5	-23.5
Changing sector specific risks	<i>Current quarter</i>	-47.65	-40.2	-44.9	-29.4
	<i>Next quarter</i>	-50.78	-26.6	-38.0	-26.0
Market share objectives	<i>Current quarter</i>	-44.33	-37.2	-37.7	-32.6
	<i>Next quarter</i>	-38.20	-30.9	-39.6	-20.7
Market pressures from capital markets	<i>Current quarter</i>	21.40	6.7	27.8	12.6
	<i>Next quarter</i>	11.53	13.5	15.5	12.0
Changing appetite for risk	<i>Current quarter</i>	-41.70	-39.5	-28.6	-14.2
	<i>Next quarter</i>	-40.89	-19.3	-27.8	-5.6
Tight wholesale funding conditions	<i>Current quarter</i>	-36.46	-44.3	-40.6	-24.5
	<i>Next quarter</i>	-38.01	-30.1	-36.9	-17.2
Changing liquidity conditions	<i>Current quarter</i>	-52.44	-44.2	-41.4	-40.3
	<i>Next quarter</i>	-53.73	-39.6	-42.1	-36.2

**Table 3 Corporate Lending Questionnaire Result (contd)**

CORPORATE LENDING		2013			2014
		Q2	Q3	Q4	Q1
QUESTIONS					
4(c1). How have commercial property prices affected <i>credit availability to the commercial real estate sector</i> ?	<i>Current quarter</i>	-4.62	10.9	-7.9	-6.9
	<i>Next quarter</i>	-5.27	11.6	-13.7	-17.2
4(c2). How have commercial property prices affected <i>secured lending to PNFCs</i> ?	<i>Current quarter</i>	-21.87	-7.1	-5.1	-20.7
	<i>Next quarter</i>	-22.11	-6.3	-6.8	-24.0
5(a). How has the proportion of loan applications from small businesses being approved changed?	<i>Current quarter</i>	37.29	29.3	24.5	24.6
	<i>Next quarter</i>	43.17	14.7	26.2	35.3
5(b). How has the proportion of loan applications from medium PNFCs being approved changed?	<i>Current quarter</i>	42.33	32.0	16.8	23.7
	<i>Next quarter</i>	48.83	21.3	19.0	24.2
5(c). How has the proportion of loan applications from large PNFCs being approved changed?	<i>Current quarter</i>	41.43	43.7	21.6	30.9
	<i>Next quarter</i>	43.03	29.8	12.1	26.5
6(a1). How have spreads on loans to small businesses changed?	<i>Current quarter</i>	9.46	7.5	-18.7	-8.8
	<i>Next quarter</i>	9.19	4.6	-3.1	-0.1
6(a2). How have fees/commissions on loans to small businesses changed?	<i>Current quarter</i>	21.14	13.2	7.5	-5.5
	<i>Next quarter</i>	12.88	12.1	3.8	0.3
6(a3). How have collateral requirements for loans to small businesses changed?	<i>Current quarter</i>	-7.82	-12.1	-10.1	-13.3
	<i>Next quarter</i>	-7.82	-16.3	-6.6	-2.2
6(a4). How have maximum credit lines for loans to small businesses changed?	<i>Current quarter</i>	-18.58	-16.8	-13.5	-11.1
	<i>Next quarter</i>	-18.84	-9.6	-11.7	-8.2
6(a5). How have Loan covenants for loans to small businesses changed?	<i>Current quarter</i>	-8.08	-13.5	-13.3	-9.2
	<i>Next quarter</i>	-8.08	-16.3	-10.2	-3.0
6(b1). How have spreads on loans to medium PNFCs changed?	<i>Current quarter</i>	13.36	8.2	-13.3	-4.9
	<i>Next quarter</i>	0.67	1.7	0.5	1.5
6(b2). How have fees/commissions on loans to medium PNFCs changed?	<i>Current quarter</i>	23.32	13.8	4.8	-4.5
	<i>Next quarter</i>	7.54	12.1	1.0	0.3
6(b3). How have collateral requirements for loans to medium PNFCs changed?	<i>Current quarter</i>	-4.16	-11.5	-9.8	-10.2
	<i>Next quarter</i>	-3.93	-16.6	-0.9	-1.5
6(b4). How have maximum credit lines for loans to medium PNFCs changed?	<i>Current quarter</i>	-8.39	-16.2	-10.7	-1.1
	<i>Next quarter</i>	-12.30	-9.6	-15.3	-2.5
6(b5). How have Loan covenants for loans to medium PNFCs changed?	<i>Current quarter</i>	-8.34	-11.7	-13.1	-1.8
	<i>Next quarter</i>	-8.15	-16.6	-12.9	-1.7
6(c1). How have spreads on loans to large PNFCs changed?	<i>Current quarter</i>	13.36	4.2	-5.8	5.2
	<i>Next quarter</i>	4.73	8.5	-1.1	1.5
6(c2). How have fees/commissions on loans to large PNFCs changed?	<i>Current quarter</i>	27.25	8.8	14.3	7.7
	<i>Next quarter</i>	14.96	12.1	3.8	-5.6
6(c3). How have collateral requirements for loans to large PNFCs changed?	<i>Current quarter</i>	4.15	-9.6	-1.0	4.2
	<i>Next quarter</i>	-1.96	-5.7	-0.9	-2.5
6(c4). How have maximum credit lines for loans to large PNFCs changed?	<i>Current quarter</i>	-16.37	-4.4	-21.9	-6.0
	<i>Next quarter</i>	-24.82	-8.1	-21.4	-7.5
6(c5). How have Loan covenants for loans to large PNFCs changed?	<i>Current quarter</i>	-0.04	-11.0	-13.1	-2.4
	<i>Next quarter</i>	-6.14	-6.8	-9.1	-2.8
6(d1). How have spreads on loans to OFCs changed?	<i>Current quarter</i>	10.50	8.4	-14.8	5.7
	<i>Next quarter</i>	0.19	6.9	-9.4	1.2
6(d2). How have fees/commissions on loans to OFCs changed?	<i>Current quarter</i>	16.10	14.4	8.7	1.3
	<i>Next quarter</i>	1.04	13.2	4.2	0.8
6(d3). How have collateral requirements for loans to OFCs changed?	<i>Current quarter</i>	-4.99	-5.8	-1.0	-9.6
	<i>Next quarter</i>	-4.99	-1.2	-1.0	-2.9
6(d4). How have maximum credit lines for loans to OFCs changed?	<i>Current quarter</i>	-10.40	-2.8	-15.3	-2.2
	<i>Next quarter</i>	-5.81	2.0	-5.8	2.8

**Table 3 Corporate Lending Questionnaire Result (contd)**

CORPORATE LENDING		2013			2014
		Q2	Q3	Q4	Q1
6(d5). How have Loan covenants for loans to OFCs changed?	<i>Current quarter</i>	-5.29	-5.8	0.4	-2.7
	<i>Next quarter</i>	-5.29	-1.2	-1.0	-3.2
7(a). How has the default rate on loans to small businesses changed?	<i>Current quarter</i>	-18.29	-26.0	-13.0	-11.5
	<i>Next quarter</i>	-28.95	-31.8	-18.0	-10.6
7(b). How has the default rate on loans to medium PNFCs changed?	<i>Current quarter</i>	-21.22	-15.6	-19.0	-21.6
	<i>Next quarter</i>	-30.62	-21.3	-23.6	-10.6
7(c). How has the default rate on loans to large PNFCs changed?	<i>Current quarter</i>	-21.22	-20.7	-19.2	-25.8
	<i>Next quarter</i>	-34.58	-28.0	-20.1	-14.7
7(d). How has the default rate on loans to OFCs changed?	<i>Current quarter</i>	-14.54	-22.6	-11.7	-16.9
	<i>Next quarter</i>	-34.31	-26.0	-20.6	-10.7
8(a). How have losses given default on loans to small businesses changed?	<i>Current quarter</i>	-27.91	-2.9	-28.0	-16.1
	<i>Next quarter</i>	-43.55	-9.6	-42.7	-17.0
8(b). How have losses given default on loans to medium PNFCs changed?	<i>Current quarter</i>	-34.41	-13.4	-28.0	-22.3
	<i>Next quarter</i>	-43.55	-20.0	-42.7	-23.3
8(c). How have losses given default on loans to large PNFCs changed?	<i>Current quarter</i>	-32.91	-18.7	-22.3	-28.9
	<i>Next quarter</i>	-47.52	-27.0	-34.2	-25.7
8(d). How have losses given default on loans to OFCs changed?	<i>Current quarter</i>	-16.87	-21.8	-16.7	-19.0
	<i>Next quarter</i>	-33.76	-23.5	-28.2	-18.5
9(a). Has there been a change in average credit quality on newly arranged PNFCs borrowing?	<i>Current quarter</i>	18.57	24.4	23.7	8.3
	<i>Next quarter</i>	22.87	17.0	29.3	15.1
9(b). Has there been any change in target hold levels associated with corporate lending?	<i>Current quarter</i>	20.18	5.0	12.5	12.6
	<i>Next quarter</i>	25.33	2.8	10.9	15.1
9(c). How have loan tenors on new corporate loans changed?	<i>Current quarter</i>	15.77	10.5	2.5	11.1
	<i>Next quarter</i>	15.99	2.8	-0.3	13.3
9(d). Has there been a change in draw down on committed lines by PNFCs?	<i>Current quarter</i>	17.69	24.4	16.3	2.4
	<i>Next quarter</i>	18.18	17.8	20.7	11.2