

# Central Bank of Nigeria



## Credit Conditions Survey Report

**Q<sub>3</sub> 2017**

Statistics Department

*September 2017*

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## Executive Summary

**Supply:** The availability of **secured credit to households** increased in Q3 2017 and was expected to increase in the next quarter. Brighter economic outlook remained a major factor for the increase.

Lenders reported that the availability of **unsecured credit to households** increased in Q3 2017 and the increase in availability is also expected in Q4 2017. Most lenders adduced a favorable economic outlook to this increase.

The overall availability of **credit to the corporate sector** increased in Q3 2017 and was expected to increase in the next quarter. Favorable economic outlook was a major factor contributing to the increase.

**Demand:** Demand for **secured lending** for house purchase increased in Q3 2017. Similarly, more lenders expect demand for secured lending to increase further in the next quarter. The proportion of loan applications approved increased despite lenders stance in tightening the credit scoring criteria.

Demand for **total unsecured lending from households** increased in the current quarter, and was also expected to increase in the next quarter. Due to lenders stance on tightening the **credit scoring criteria**, the proportion of approved unsecured loan applications decreased in the current quarter, and was expected to decrease further in the next quarter.

Lenders reported increased **demand for corporate credit** across all firm sizes in Q3 2017,

except demand for credit card from small businesses and lending from other financial corporations (OFCs). They also expect increased demand across all firm sizes in the next quarter, except for demand from the OFCs.

**Defaults:** **Secured loan performance**, as measured by **default rates**, improved in the review quarter. Similarly, default rates is expected to be lower in the next quarter.

**Total unsecured loan performance** to households, as measured by default rates, deteriorated in Q3 2017, but is expected to improve in the next quarter.

**Corporate loan performance** improved across all firm sized businesses in the current quarter, as lenders expect lower default in the current and next quarter.

**Loan pricing:** Lenders reported that the **overall spreads on secured lending rates** on approved new loans to households relative to MPR widened in Q3 2017, and was expected to remain widened in the next quarter.

The **spreads on overall unsecured lending** narrowed in Q3 2017 and were expected to remain narrow in the next quarter.

Changes in **spreads between bank rates and MPR** on approved new loan applications to the small businesses, medium and large PNFCs, and OFCs widened in Q3 2017. Similarly, **spreads on loans** to medium and large PNFCs businesses is expected to be widened in the next quarter.

# Credit Conditions Survey Report

## 1.0 Introduction

Part of the Central Bank of Nigeria's (CBN) mandate is to nurture an efficient monetary and financial system in order to promote macroeconomic stability in Nigeria. To achieve this, the Bank needs to, among others, 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 current and next quarters. The survey covers secured and unsecured lending to households, lending to non-financial corporations, small businesses and 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 document, which presents the Bank's assessment of the latest trends in lending to the Nigerian economy.

This report presents the results of the Q3 2017, survey which was conducted from September 25 to 29, 2017. The results are based on lenders' own responses to the survey, and do not necessarily reflect the Bank's views on credit conditions. To calculate aggregate results, each lender is assigned a score based on their response. Lenders who report that credit conditions have changed "a lot" are assigned twice the score of those who report that credit conditions have change "a little". These scores are then weighted by lenders' market shares. The results are analyzed by calculating net percentage balances — the difference between the weighted balance of lenders reporting that demand was higher versus lower or terms and conditions were tighter versus loosened. The net percentage balances are scaled to lie between  $\pm 100$ .

The third quarter credit condition survey of households, small businesses and corporate entities indicated increases in the availability of secured, unsecured and corporate credit. Spreads on overall secured and corporate lending to household widened in Q3 2017. Lenders reported that household demand for total unsecured lending increased in the current quarter, and was also expected to increase in the next quarter. Demand for corporate lending increased across all firm sizes in the review quarter, except demand for credit card from small businesses and lending from other financial corporations (OFCs).

## 2.0 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. They noted that anticipation of a brighter economic outlook, favorable liquidity positions, market share objectives and higher appetite for risk were major factors behind the increase. The availability of secured credit was also expected to increase in the next quarter with favorable liquidity positions as a major contributory factor (Figs. 2.1 and 2.2).

Despite lenders' stance on tightening the credit scoring criteria in Q3 2017, the proportion of loan applications approved in the quarter increased. Lenders however expect to loosen the

credit scoring criteria in the next quarter, and thereby increase in the proportion of approved households' loan applications in Q4 2017.

Maximum Loan to Value (LTV) ratios increased in the current quarter and were expected to also increase in the next quarter. Lenders expressed their willingness to lend at low LTV ratios (75% or less) in both the current and next quarters. However, they expressed unwillingness to lend at high LTV (more than 75%) in the current quarter and the next quarter. The average credit quality on new secured lending improved in Q3 2017 and was expected to improve in Q4 2017.

Lenders reported that the overall spreads on secured lending rates to households relative to MPR widened in Q3 2017 and was expected to further widen in the next quarter. Widened spreads were reported for prime, buy to let and other lending in both quarters (Fig. 2.7).

Households demand for lending for house purchase increased in Q3, 2017 and was expected to increase in the next quarter. Of the total demand, increase in households demand for prime lending was reported. Demand for secured lending on the prime was expected to increase in the next quarter (Figs. 2.3 and 2.4).

Households demand for consumer loans rose in the current quarter and is expected to rise in the next quarter. Similarly, demand for mortgage/re-mortgaging from households rose in Q3 2017 and is expected to rise in Q4 2017.

Secured loan performance, as measured by default rates, improved in Q3 2017 and is expected to improve further in Q4 2017. Similarly, loss given default improved in the current quarter and it is expected to improve in the next quarter (Figs. 2.5 and 2.6).

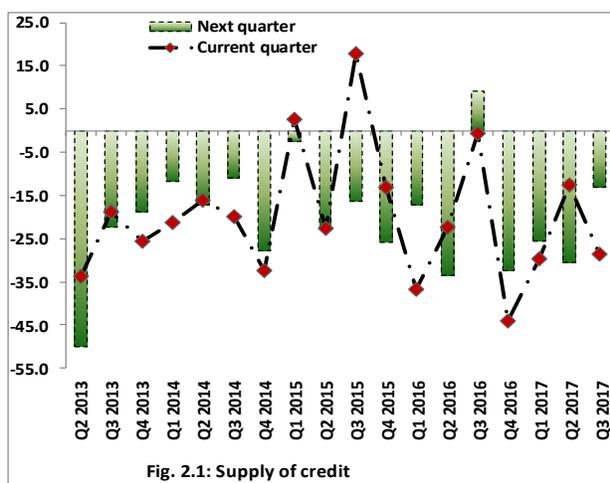


Fig. 2.1: Supply of credit

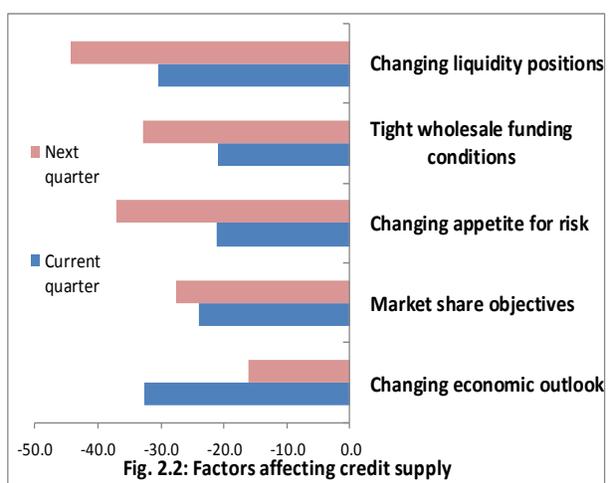
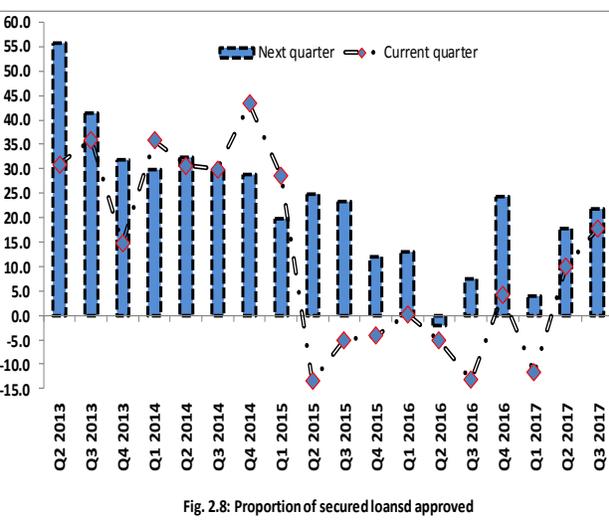
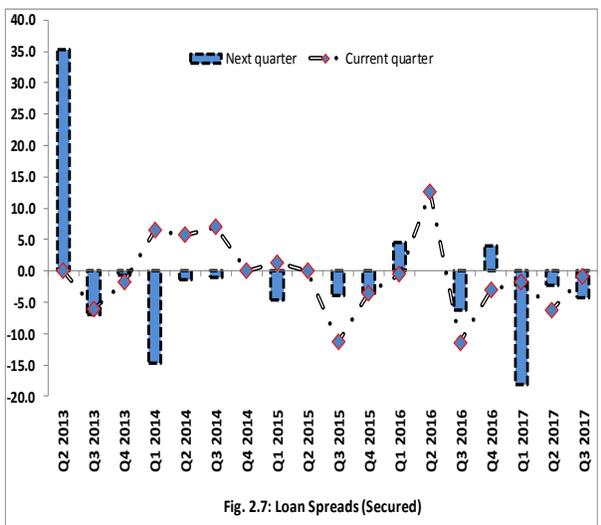
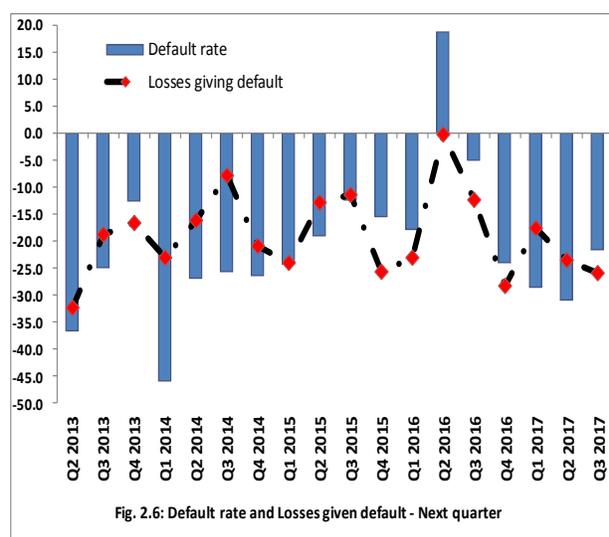
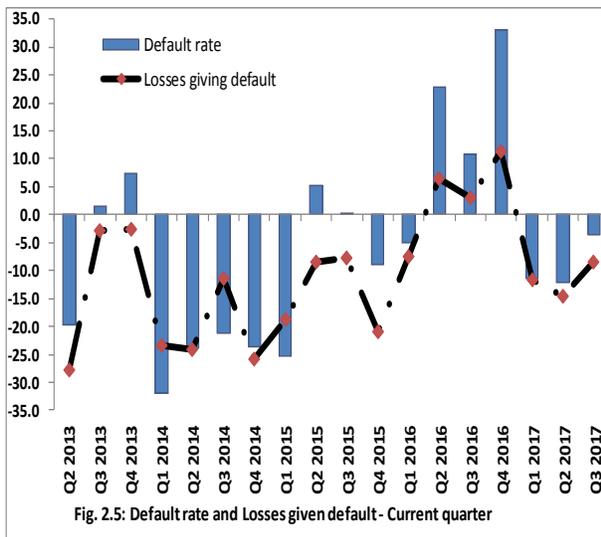
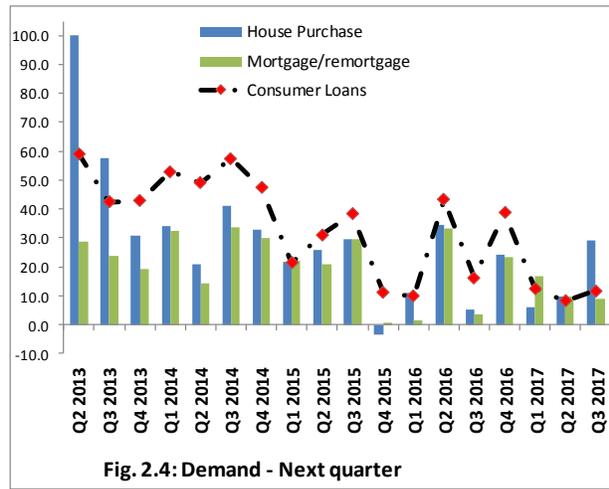
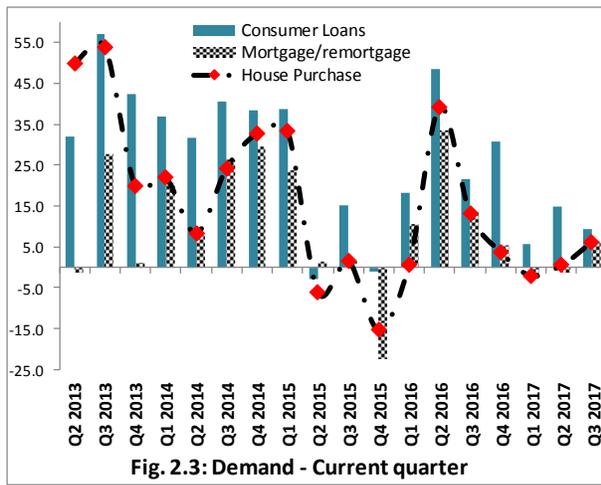


Fig. 2.2: Factors affecting credit supply



### 3.0 Unsecured lending to households

The availability of unsecured credit provided to households rose in the current quarter and was expected to rise in the next quarter. Lenders reported brighter economic outlook, higher appetite for risk and market share objectives as factors that contributed to the increase in Q3 2017 (Figs. 3.1 and 3.2).

Following lenders' resolve to tighten the credit scoring criteria for total unsecured loan applications in the review quarter, the proportion of approved total loan applications for households decreased. Lenders expect credit scoring criteria to be tightened in the next quarter, and anticipated that the total loans applications to be approved in Q4 2017 will decrease.

Similarly, the proportion of approved credit card and overdraft/personal loans applications decreased in Q3 2017 as a result of lenders stance to tighten the credit scoring criteria for granting credit card and overdraft/personal loan applications.

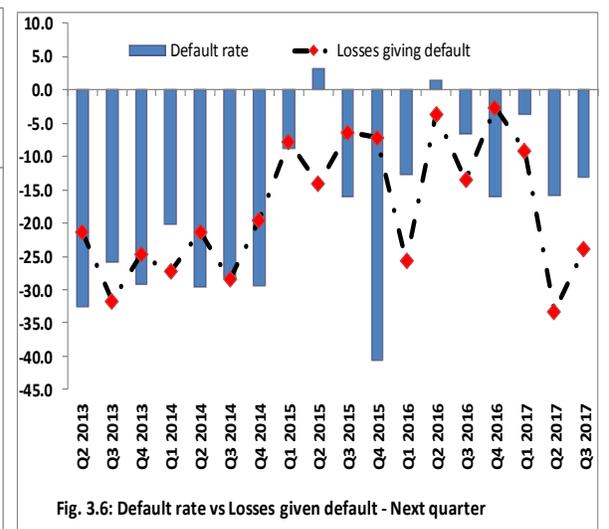
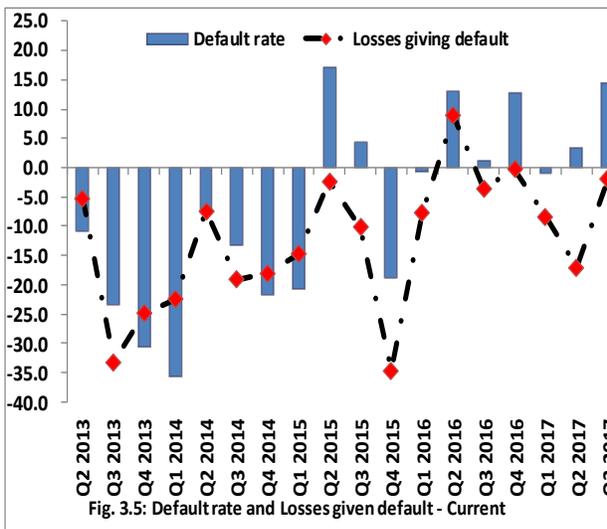
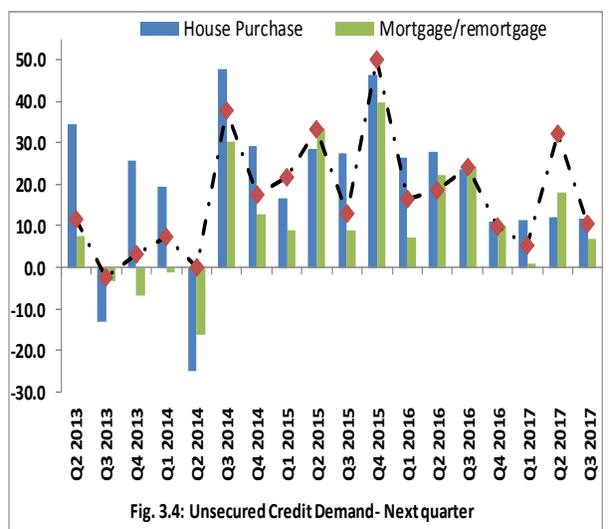
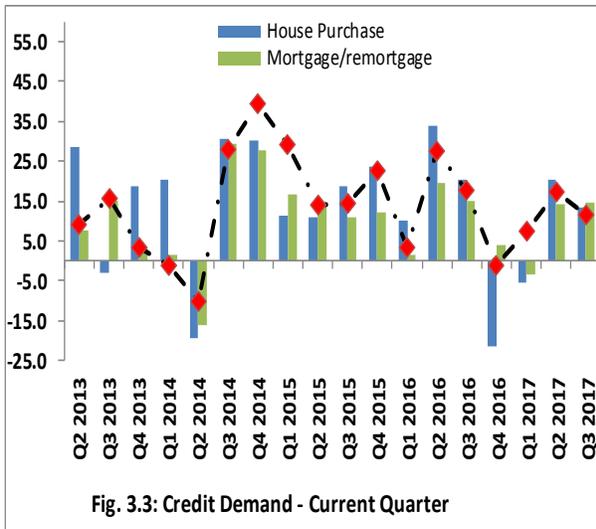
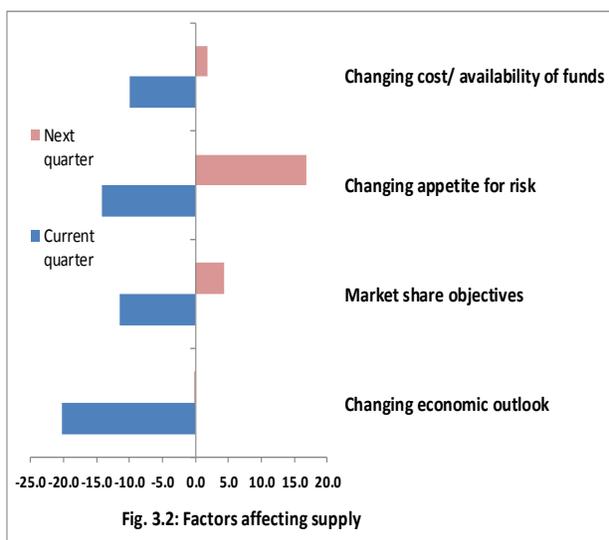
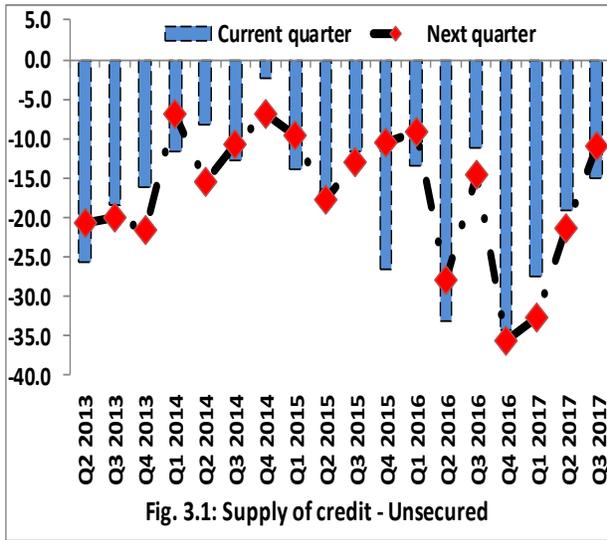
Lenders reported that spreads on credit card lending narrowed in Q3 2017 and was expected to remain same in the next quarter. Spreads on unsecured overdrafts/personal loans on approved new loan applications narrowed in the current quarter, but was expected to widen in the next quarter. Overall spreads on unsecured lending narrowed in the current quarter, and was expected to narrow in the next quarter (Fig. 3.7)

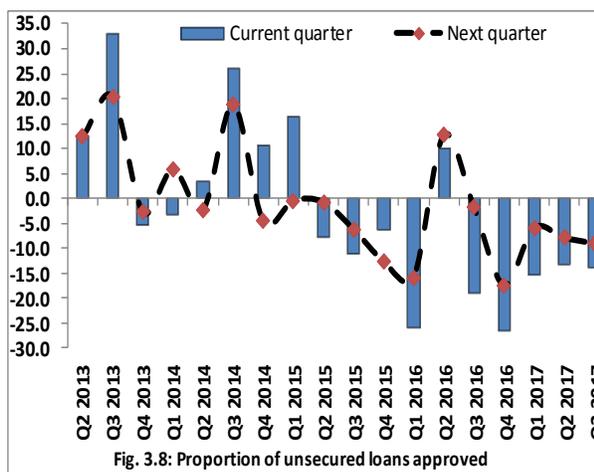
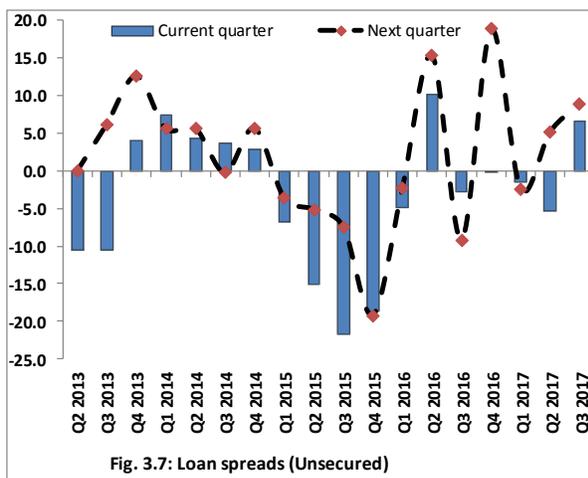
The limit on unsecured credit cards on approved new loan applications decreased in Q3 2017 and was expected to decrease further in the next quarter. The minimum proportion of credit card balances to be paid on approved new loan applications increased in the review quarter, and was expected to further increase in the next quarter.

Maximum maturities on approved unsecured new loan applications were shortened in the current quarter, and lenders anticipated that they will remain shortened in the next quarter.

Demand for unsecured credit card lending from households increased in Q3 2017 and was expected to increase in Q4 2017. Similarly, demand for unsecured overdraft/personal loans from households increased in Q3 2017 and was expected to increase further in Q4 2017 (Figs. 3.3 and 3.4).

Lenders experienced higher default rates on credit card and overdrafts/personal lending to households in the current quarter. They however, expect improvement in default rates in the next quarter. Losses given default on total unsecured loans to households improved in Q3 2017 and were expected to improve further in the next quarter (Figs. 3.5 and 3.6).





#### 4.0 Lending to corporates and small businesses

Credit conditions in the corporate sector vary by size of the business. The survey asked lenders to report developments in the corporate sector by large and medium-size PNFCs, OFCs and small businesses<sup>1</sup>.

The overall availability of credit to the corporate sector increased in Q3 2017 and was expected to increase in Q4 2017. This was driven by brighter economic outlook, changing sector specific risk, increased appetite for risk, tight wholesale funding conditions and favorable liquidity conditions. Lenders reported that the prevailing commercial property prices negatively influenced credit availability of the commercial real estate sector in the current and next quarters. Similarly, lenders expect the prevailing commercial property prices to positively influence secured lending to PNFCs in the current quarter.

Availability of credit increased for small and medium PNFCs businesses, but decreased for the Large PNFCs and the OFCs in Q3 2017. Lenders expect the same trend in the next quarter (Fig. 4.1).

Changes in spreads between bank rates and MPR on approved new loan applications to the small, medium and large PNFCs, and OFCs widened in Q3 2017. Similarly, spreads for all sized businesses were expected to widen in the next quarter (Figs. 4.7 and 4.8).

The proportion of loan applications approved for the small and medium size firms increased in the current quarter, while it decreased for the large firms.

Lenders required stronger loan covenants from all sized businesses in the current and next quarters. Fees/commissions on approved new loan applications fell for all firm sized businesses in the current quarter, but was expected to rise for all firm sizes in the next quarter.

<sup>1</sup> Small businesses are defined as those with an annual turnover of under ₦5 million. Medium-size 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

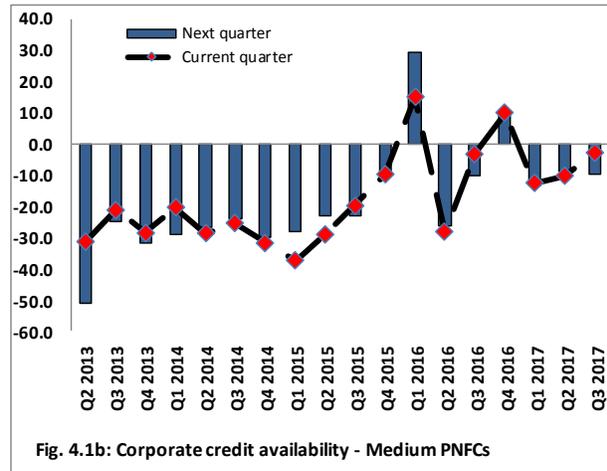
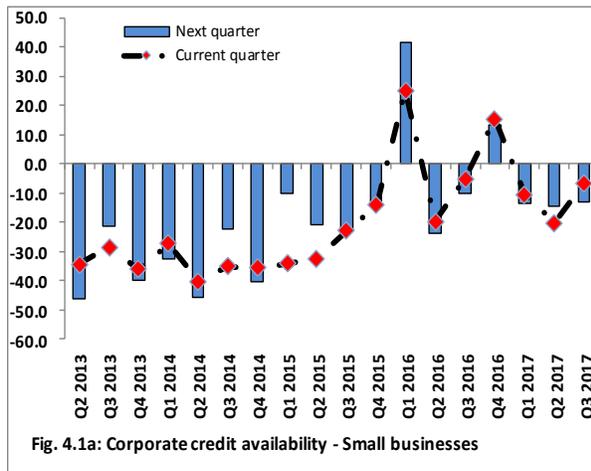
The small and medium businesses PNFCs benefitted from an increase in maximum credit lines on approved new loan applications, while the large PNFCs and OFCs did not benefit from an increase in maximum credit lines on approved new loan applications in Q3 2017.

More collateral requirements were demanded from all firm sizes on approved new loan application in Q3 2017. Similarly, more collateral would be demanded in the next quarter.

Demand for corporate lending from small businesses, medium and large PNFCs increased in the current quarter, and were also expected to increase in the next quarter. Demand for overdrafts/personal loans in Q3 2017 was higher in comparison with other loan types. The most significant factors that influenced demand for lending in the review quarter were the increase in inventory finance and capital investment, and they were expected to remain the main drivers in the next quarter (Figs. 4.3 and 4.4).

Corporate loan performance as measured by the default rates improved for all sized business in the review quarter. Lenders also expect lower default rates on lending to all sized businesses in the next quarter. (Figs. 4.5 and 4.6).

The average credit quality on newly arranged PNFCs borrowing facilities improved in both quarters. The target hold levels<sup>2</sup> associated with corporate lending improved in the current quarter and was expected to improve further in Q4 2017. Loan tenors on new corporate loans deteriorated in Q3 2017 and were expected to deteriorate further in the next quarter. Draw down on committed lines by PNFCs deteriorated in the current quarter, and is expected to deteriorate in the next quarter.



<sup>2</sup> Share of risks that lenders wish to hold of deals that they underwrite in the short term

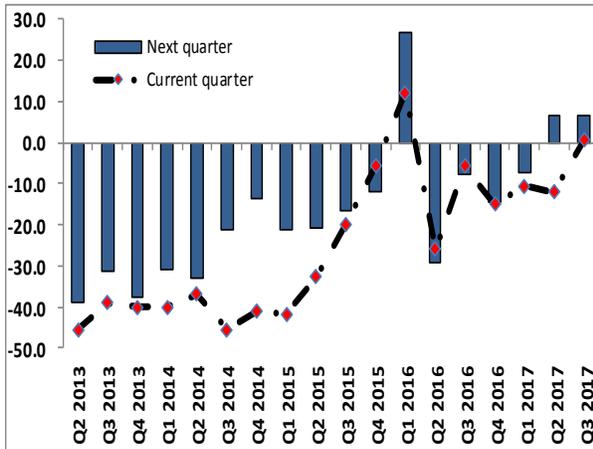


Fig. 4.1c: Corporate credit availability - Large PNFCs

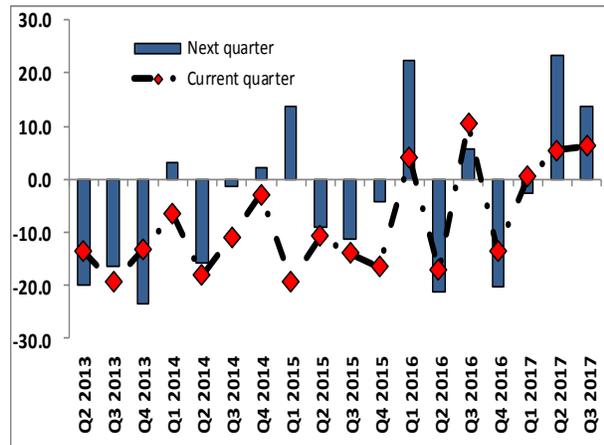


Fig. 4.1d: Corporate credit availability - OFCs

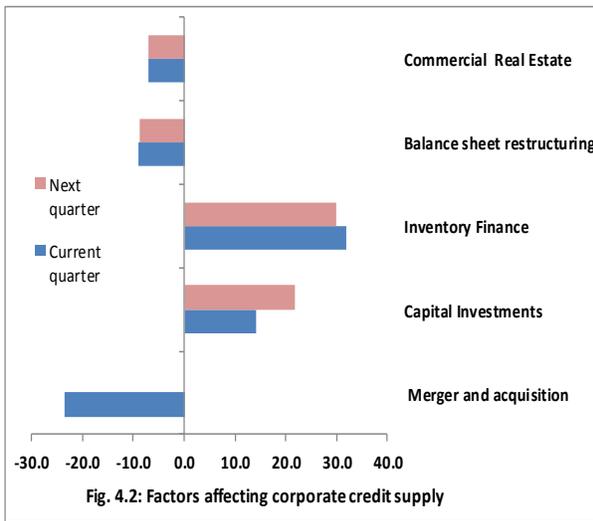


Fig. 4.2: Factors affecting corporate credit supply

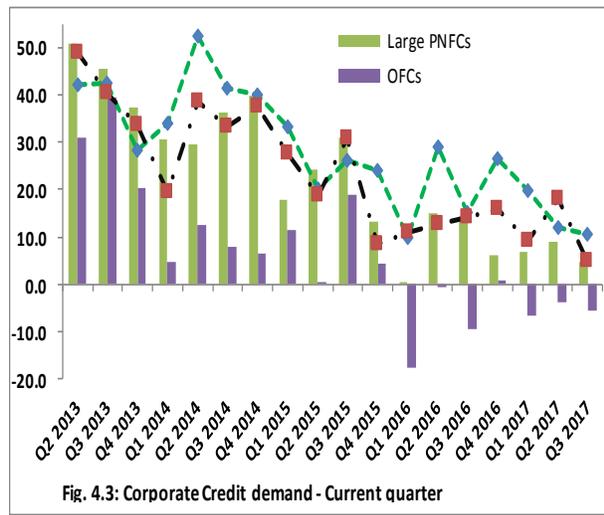


Fig. 4.3: Corporate Credit demand - Current quarter

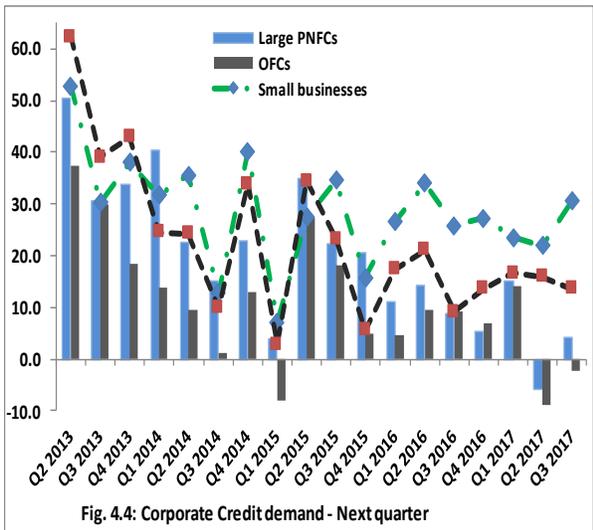


Fig. 4.4: Corporate Credit demand - Next quarter

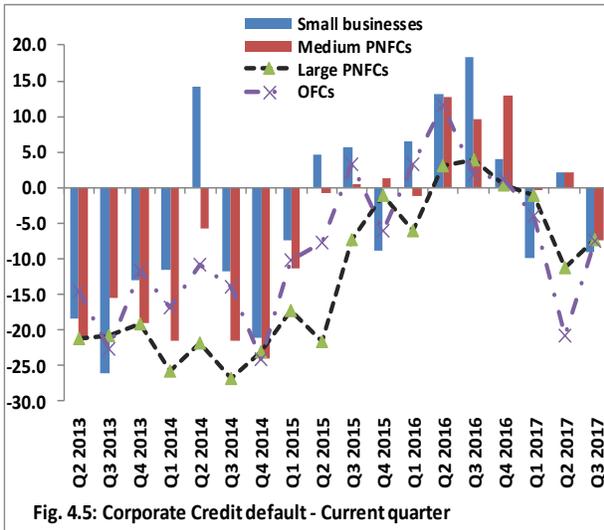
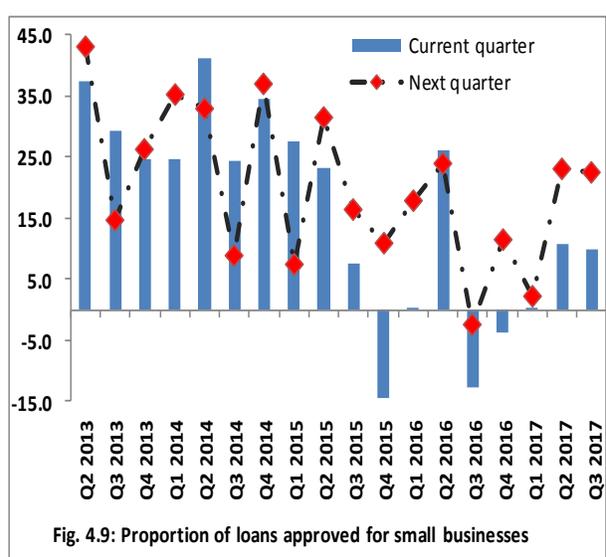
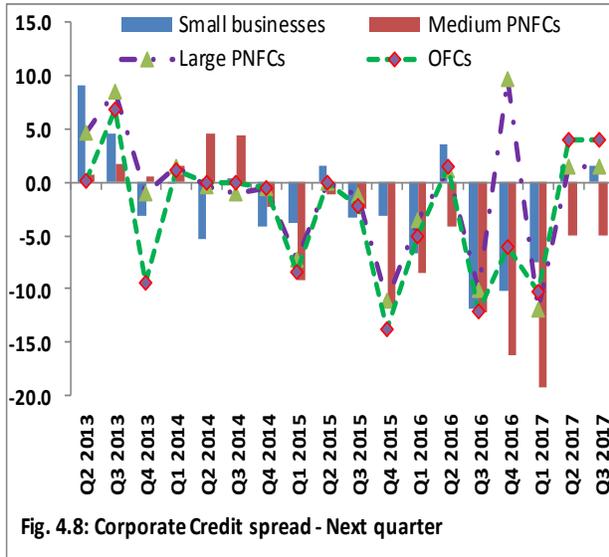
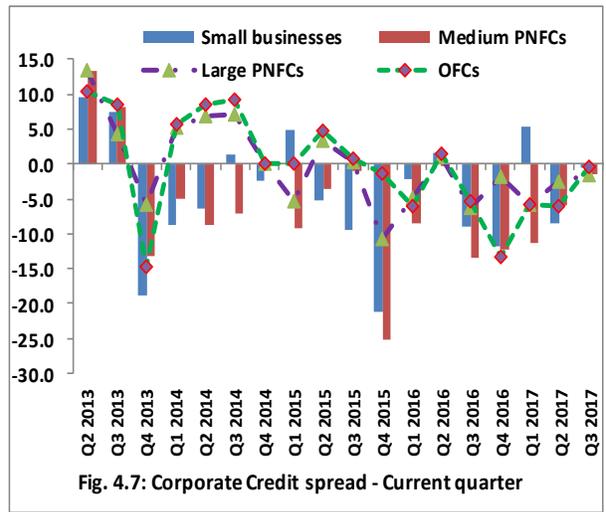
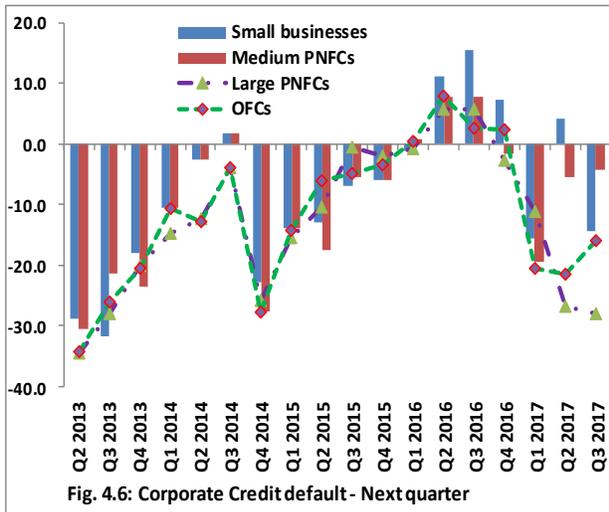


Fig. 4.5: Corporate Credit default - Current quarter



**Table 1: Analysis on Secured Lending to Households**

QUESTION		2014				2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
1(a). How has demand for secured lending for House purchase from HOUSEHOLDS changed?	Current quarter	21.9	8.3	24.3	32.8	33.4	-6.1	1.5	-15.3	0.7	39.2	13.1	3.8	-2.0	0.5	6.2	
	Next quarter	34.1	21.0	41.1	32.8	21.7	26.0	29.4	-3.7	10.9	34.6	5.3	24.1	6.0	9.7	29.3	
	Current quarter	19.2	3.0	17.1	36.0	36.9	-5.2	6.0	5.8	0.5	39.4	13.0	-10.3	-2.1	5.7	6.9	
	Next quarter	29.0	9.9	36.3	42.5	17.1	15.1	25.9	13.6	15.8	42.4	13.2	-14.7	12.1	11.0	10.1	
of which: Demand for prime lending	Current quarter	-5.0	-14.8	8.8	19.7	23.5	-27.1	-13.0	-26.4	-11.9	19.8	2.0	6.7	-11.1	0.3	-13.0	
	Next quarter	22.9	-11.7	10.3	36.9	16.4	29.1	19.0	-19.5	-6.1	35.3	-7.3	0.7	0.8	0.0	-7.5	
	Current quarter	26.6	30.3	24.6	24.2	24.4	-13.5	-20.3	-28.1	-11.9	14.1	9.6	3.4	-12.9	-5.2	-11.8	
	Next quarter	32.9	49.5	35.5	28.5	15.9	21.9	16.7	0.6	-6.5	29.8	-4.0	10.7	0.8	10.7	-8.8	
of which: Demand for buy to let lending	Current quarter	37.0	31.6	40.4	38.5	38.8	-2.8	15.0	-1.1	18.3	48.6	21.7	30.7	5.6	14.9	9.3	
	Next quarter	53.0	49.0	57.5	47.4	21.5	31.2	38.4	11.0	9.7	43.2	16.2	38.6	12.5	8.2	11.7	
of which: Demand for other lending	Current quarter	20.7	8.6	26.5	29.6	23.7	1.3	1.5	-22.4	10.4	33.5	13.5	5.3	-2.0	-1.4	6.3	
	Next quarter	32.3	14.2	33.7	29.8	22.3	20.9	29.4	0.6	1.7	33.5	3.4	23.3	16.7	9.7	8.9	
1(b). How has demand for secured lending for Consumer Loans from HOUSEHOLDS changed?	Current quarter	37.0	31.6	40.4	38.5	38.8	-2.8	15.0	-1.1	18.3	48.6	21.7	30.7	5.6	14.9	9.3	
Next quarter	53.0	49.0	57.5	47.4	21.5	31.2	38.4	11.0	9.7	43.2	16.2	38.6	12.5	8.2	11.7		
1(c). How has demand for secured lending for Mortgage/re-mortgage from HOUSEHOLDS changed?	Current quarter	20.7	8.6	26.5	29.6	23.7	1.3	1.5	-22.4	10.4	33.5	13.5	5.3	-2.0	-1.4	6.3	
Next quarter	32.3	14.2	33.7	29.8	22.3	20.9	29.4	0.6	1.7	33.5	3.4	23.3	16.7	9.7	8.9		
2. How has demand for secured lending for small businesses from HOUSEHOLDS changed?	Current quarter	28.6	44.6	26.4	46.1	29.2	-7.7	0.5	-7.2	12.1	30.4	23.1	29.8	-1.0	21.8	17.6	
	Next quarter	42.8	38.1	34.6	43.8	20.8	26.1	28.0	6.1	25.6	27.5	30.0	43.6	29.0	42.4	41.1	
3. How have credit scoring criteria for granting loan applications by HOUSEHOLDS changed?	Current quarter	0.3	0.0	0.0	-7.0	1.6	1.1	2.3	-24.4	3.8	11.9	11.9	20.4	6.4	13.4	7.1	
	Next quarter	0.3	-0.3	-4.3	-4.5	1.6	0.0	3.1	-11.1	0.5	12.8	10.4	29.9	9.4	9.7	-6.1	
4. How has the proportion of HOUSEHOLD loan applications being approved changed?	Current quarter	35.9	30.6	29.9	43.4	28.6	-13.5	-5.1	-4.2	0.2	-5.2	-13.2	4.1	-11.7	10.1	17.7	
	Next quarter	29.9	32.4	29.9	28.9	19.7	24.9	23.3	11.9	13.0	-2.2	7.5	24.3	3.9	17.7	21.7	
5(a). How have the overall secured lending spreads changed?	Current quarter	6.4	5.8	7.0	0.0	1.3	0.0	-11.4	-3.5	-0.5	12.5	-11.5	-3.1	-1.7	-6.2	-0.9	
	Next quarter	-14.8	-1.4	-1.1	0.0	-4.7	0.0	-3.9	-3.5	4.6	0.0	-6.2	4.0	-18.2	-2.3	-4.3	
	Current quarter	-6.1	6.4	-0.1	-1.9	-1.7	-2.0	-16.5	-4.0	-0.6	9.6	-4.7	-4.5	-3.0	-6.2	-5.1	
	Next quarter	-11.7	-1.5	-1.2	0.0	-5.5	0.0	-4.3	-9.2	5.0	2.6	-0.2	-17.0	-18.1	-2.3	-4.3	
of which: Spreads on buy to let lending	Current quarter	7.2	6.7	9.1	0.0	0.2	-0.1	-8.8	-3.8	2.8	13.2	-3.4	-14.1	-0.1	-4.5	-4.3	
	Next quarter	-16.5	-0.9	-0.9	0.0	-5.7	0.0	-5.0	-14.5	7.3	3.1	-0.2	4.5	-19.2	-2.6	-5.0	
	Current quarter	9.6	13.4	8.2	0.0	0.2	-0.1	-13.0	-3.5	2.2	15.1	-4.1	-8.2	-4.9	-4.4	-4.9	
	Next quarter	-18.7	4.7	-1.3	0.0	-6.0	0.0	-9.7	-3.5	6.2	3.6	-9.2	-7.2	-18.7	-2.5	-4.9	
5(b). How have fees on secured lending changed?	Current quarter	2.9	-0.9	-5.2	0.0	2.2	-14.3	-19.2	0.0	0.0	0.0	0.0	-25.7	-4.2	-1.1	6.5	
	Next quarter	4.9	0.0	-4.2	0.0	-4.2	-5.1	-3.8	0.0	0.0	0.0	-7.1	-23.1	-4.3	5.7	-1.1	
5(c). How have the maximum loan to value ratios changed?	Current quarter	4.4	0.0	0.0	2.7	-10.9	8.1	-3.8	-11.4	0.0	0.0	0.0	-10.2	0.0	-3.3	-7.2	
	Next quarter	-0.6	0.0	-4.5	0.0	-6.6	0.0	-3.8	-11.4	0.0	0.0	0.0	-23.1	0.0	5.7	-1.1	
5(d). How have the maximum loan to income ratios changed?	Current quarter	4.0	0.5	-1.6	-4.8	0.0	-4.6	-3.8	-4.1	3.6	0.0	0.0	-1.1	0.0	-3.3	-1.1	
	Next quarter	-1.1	0.0	-4.5	-2.4	-4.5	-5.1	-3.8	-2.0	-3.0	0.0	0.0	-11.5	0.0	7.6	-1.1	
6. How has the availability of secured credit provided to households changed?	Current quarter	-21.3	-16.2	-20.0	-32.5	2.6	-22.6	18.0	-13.1	-36.9	-22.4	-0.5	-44.0	-29.6	-12.5	-28.4	
	Next quarter	-11.8	-17.3	-10.9	-27.9	-2.6	-22.5	-16.2	-25.8	-17.3	-33.3	9.1	-32.4	-25.5	-30.4	-13.0	
Factors contributing to changes in credit availability	Changing economic outlook	Current quarter	-14.4	-11.2	-2.6	-38.2	2.6	-43.8	-16.2	-57.0	-54.1	-40.3	-55.0	-48.4	-33.4	-28.2	-32.7
	Next quarter	-11.3	-9.3	-6.3	-35.5	-13.2	-30.4	-25.2	-47.2	-18.0	-21.8	-24.8	-22.7	-27.9	-30.5	-16.1	
	Current quarter	-29.8	-23.4	-20.0	-24.5	-12.6	-30.7	-4.0	-35.3	-30.4	-19.3	-22.7	-23.8	-21.1	-0.7	-24.0	
	Next quarter	-23.4	-18.9	-21.4	-23.4	-11.0	-21.6	-22.7	-29.5	-19.8	-31.3	3.0	-8.4	-19.4	-8.1	-27.7	
Changing appetite for risk	Current quarter	-7.4	-7.4	-17.7	-16.5	-14.2	-51.0	-22.2	-47.0	-28.2	-35.1	-33.7	-23.0	-25.0	-23.1	-21.2	
	Next quarter	-7.7	-10.9	-18.2	-27.3	-4.5	-39.1	-19.2	-35.1	-10.6	-21.2	-6.5	-28.2	-23.1	-19.3	-37.1	
	Current quarter	-4.0	-17.9	-9.8	-11.6	6.3	-24.4	-4.4	-38.3	-19.3	-17.3	-24.7	-40.1	-32.4	-13.8	-21.0	
	Next quarter	-7.8	-6.4	-2.3	-10.9	0.6	-12.3	2.7	-22.9	-6.3	-18.4	-19.9	-33.1	-31.5	-26.4	-32.8	
Tight wholesale funding conditions	Current quarter	-9.2	-22.9	-5.5	-29.5	15.3	-27.6	5.8	-33.7	-22.9	-23.2	-30.7	-27.9	-17.7	-24.1	-30.4	
	Next quarter	-24.6	-13.0	-0.5	-27.9	8.1	-19.7	-8.6	-24.9	-12.6	-19.8	-21.2	-28.2	-17.5	-31.2	-44.3	
Changing liquidity positions	Current quarter	-31.9	-23.9	-21.1	-23.7	-25.5	5.2	0.1	-9.0	-5.0	22.9	10.9	33.0	-11.3	-12.1	-3.5	
	Next quarter	-46.0	-27.0	-25.7	-26.4	-24.3	-19.2	-12.5	-15.5	-18.0	18.8	-4.9	-24.0	-28.6	-30.9	-21.6	
7. Has the default rate on secured loans to households changed?	Current quarter	-23.4	-24.1	-11.4	-25.9	-18.7	-8.6	-7.7	-21.0	-7.6	6.5	3.0	11.4	-11.5	-14.5	-8.4	
Next quarter	-23.1	-16.1	-7.9	-20.9	-24.1	-13.0	-11.5	-25.8	-23.2	-0.4	-12.4	-28.4	-17.6	-23.6	-26.1		
8. How have losses given default to households changed?	Current quarter	33.8	33.7	35.3	22.3	26.6	30.5	25.2	30.9	25.3	22.7	20.9	27.7	25.1	15.0	14.0	
	Next quarter	38.9	36.9	43.4	37.3	28.2	32.4	29.2	20.5	28.5	17.9	11.4	2.9	34.3	12.2	1.1	
9. How has the average credit quality of new secured lending to HOUSEHOLDS changed?	Current quarter	14.4	18.6	13.4	3.9	-8.2	11.7	20.0	-17.1	9.3	-12.1	-13.5	-16.2	-9.4	8.2	0.0	
	Next quarter	10.4	6.9	4.9	10.7	-12.6	6.5	16.7	-20.8	12.3	-13.3	-22.3	-2.9	-6.2	11.6	15.1	
	Current quarter	-5.5	-3.0	-12.7	12.7	-9.2	0.0	-0.1	-9.7	12.9	-15.0	-5.0	-11.8	-7.5	-2.1	-19.0	
	Next quarter	-2.1	-9.2	-10.4	1.9	-9.2	-8.5	-2.3	-6.2	-2.6	-17.1	-7.7	-3.4	-3.1	-2.8	-26.8	
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)	Current quarter	14.4	18.6	13.4	3.9	-8.2	11.7	20.0	-17.1	9.3	-12.1	-13.5	-16.2	-9.4	8.2	0.0
	Next quarter	10.4	6.9	4.9	10.7	-12.6	6.5	16.7	-20.8	12.3	-13.3	-22.3	-2.9	-6.2	11.6	15.1	
Borrowers with high loan to value ratios (more than 75%)	Current quarter	-5.5	-3.0	-12.7	12.7	-9.2	0.0	-0.1	-9.7	12.9	-15.0	-5.0	-11.8	-7.5	-2.1	-19.0	
	Next quarter	-2.1	-9.2	-10.4	1.9	-9.2	-8.5	-2.3	-6.2	-2.6	-17.1	-7.7	-3.4	-3.1	-2.8	-26.8	

**Table 2: Analysis on Unsecured Lending to Households**

QUESTIONS		2014				2015				2016				2017		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
1(a). How has demand for unsecured credit cards lending from HOUSEHOLDS changed?	Current quarter	20.3	-19.7	30.4	30.3	11.5	11.1	18.9	23.6	10.2	33.9	20.4	-21.8	-5.6	20.3	13.4
	Next quarter	19.6	-25.0	47.7	29.4	16.7	28.7	27.4	46.4	26.4	28.0	23.7	10.9	11.5	12.1	11.6
1(b). How has demand for unsecured overdraft/ personal loans from HOUSEHOLDS changed?	Current quarter	-1.3	-10.2	28.0	39.4	29.4	14.0	14.3	22.6	3.2	27.7	17.6	-1.1	7.2	17.4	11.5
	Next quarter	7.5	-0.1	38.0	17.4	21.9	33.4	12.8	50.1	16.4	18.7	24.3	9.8	5.4	32.1	10.6
1(c). How has demand for total unsecured lending from HOUSEHOLDS changed?	Current quarter	1.3	-16.4	29.4	27.6	16.7	14.0	10.7	11.9	1.2	19.6	15.1	3.8	-3.5	14.0	14.5
	Next quarter	-1.3	-16.4	30.4	13.0	9.0	33.4	9.1	39.9	7.2	22.3	24.3	9.8	1.0	18.0	6.8
2(a). How has demand for unsecured credit cards lending from SMALL BUSINESSES changed?	Current quarter	-8.1	-9.2	21.4	13.3	-4.1	11.1	13.6	-12.6	22.6	28.3	10.9	9.1	-6.8	23.3	5.5
	Next quarter	-13.8	-4.0	7.6	-2.2	15.6	10.8	19.3	15.2	17.4	22.4	19.0	16.0	-16.0	20.1	13.4
2(b). How has demand for unsecured overdraft/ personal loans from SMALL BUSINESSES changed?	Current quarter	-4.6	7.2	8.6	18.8	1.2	6.6	2.4	-3.1	28.0	28.3	17.3	-3.7	9.5	29.3	16.5
	Next quarter	-1.7	11.4	10.9	4.5	17.0	-1.8	7.4	19.3	26.6	27.5	16.5	9.8	4.5	37.9	22.3
2(c). How has demand for total unsecured lending from SMALL BUSINESSES changed?	Current quarter	-0.6	-5.0	7.4	15.6	-1.6	-1.6	2.6	-5.3	23.2	27.5	10.5	2.0	0.1	21.8	13.6
	Next quarter	-2.9	-7.4	3.0	4.1	17.7	-1.8	8.2	11.6	23.3	29.8	16.5	9.8	-0.3	28.2	2.1
3(a). How have credit scoring criteria for granting credit card loan applications by HOUSEHOLDS changed?	Current quarter	-2.9	-4.8	-2.5	-5.6	0.0	13.8	8.0	1.1	4.8	13.8	20.8	28.6	2.5	14.6	0.0
	Next quarter	-9.0	-3.0	-5.3	-4.7	0.8	13.8	20.7	-12.9	7.6	14.7	-4.8	31.5	7.9	32.0	5.9
3(b). How have credit scoring criteria for granting overdraft/personal loan applications by HOUSEHOLDS changed?	Current quarter	10.5	11.1	1.5	-2.2	0.0	12.4	6.8	0.9	3.8	13.9	22.7	32.6	8.3	22.3	6.3
	Next quarter	7.6	0.0	-2.7	-4.5	1.6	12.4	17.7	-10.9	6.8	14.9	-3.7	28.0	6.9	29.5	11.0
3(c). How have credit scoring criteria for granting total unsecured loan applications by HOUSEHOLDS changed?	Current quarter	13.4	12.3	1.5	0.0	0.0	12.4	19.4	3.1	3.8	15.4	22.7	32.6	3.0	24.6	7.2
	Next quarter	8.0	0.0	-2.8	0.0	-0.5	12.4	19.4	-9.1	11.9	16.4	-3.7	28.6	7.6	32.5	12.5
4(a). How has the proportion of HOUSEHOLD credit card loan applications being approved changed?	Current quarter	3.8	20.9	37.2	28.6	28.7	8.5	11.8	1.4	-13.2	11.1	-15.0	-12.6	-14.1	-2.9	-1.0
	Next quarter	12.6	17.9	25.9	25.7	4.8	28.5	17.1	1.4	1.7	11.1	3.5	-2.5	-2.9	-2.9	-13.9
4(b). How has the proportion of HOUSEHOLD overdraft/personal loan applications being approved changed?	Current quarter	6.0	18.7	33.3	12.1	29.8	-6.3	-1.0	-4.3	-22.7	13.2	-18.9	-14.8	-18.3	-16.7	-16.6
	Next quarter	5.8	-2.3	18.9	-4.5	-0.5	-0.8	-6.2	-12.7	-15.9	12.7	-1.7	-17.5	-6.0	-7.9	-9.1
4(c). How has the proportion of HOUSEHOLD total loan applications being approved changed?	Current quarter	-3.3	3.3	25.9	10.5	16.5	-7.9	-11.2	-6.3	-26.0	10.0	-18.9	-26.5	-15.3	-13.4	-14.0
	Next quarter	5.8	-2.3	18.9	-4.5	-0.5	-0.8	-6.2	-12.7	-15.9	12.7	-1.7	-17.5	-6.0	-7.9	-9.1
5(a). How have spreads on credit cards changed?	Current quarter	9.0	6.2	1.9	6.9	-3.1	-14.4	-15.5	-8.2	-12.9	-1.0	-8.1	6.5	-5.5	-9.1	3.3
	Next quarter	6.2	5.0	-0.5	6.9	0.8	0.0	-2.7	-8.4	-2.9	14.2	-3.7	21.2	-2.6	5.7	12.8
5(b). How have spreads on overdraft/personal loans changed?	Current quarter	2.4	3.5	-2.5	2.4	-10.3	-10.5	-19.9	-13.3	-5.7	4.3	-2.8	-0.1	-9.1	-11.6	1.7
	Next quarter	5.4	3.7	1.8	5.6	0.7	-0.5	-2.3	-18.5	-3.1	9.0	-9.2	18.9	-2.2	5.1	-2.2
5(c). How have spreads on overall unsecured lending changed?	Current quarter	7.4	4.4	3.7	2.8	-6.9	-15.0	-21.8	-18.7	-4.9	10.1	-2.8	-0.1	-1.4	-5.4	6.6
	Next quarter	5.6	5.7	-0.2	5.7	-3.6	-5.2	-7.5	-19.2	-2.3	15.3	-9.2	18.9	-2.4	5.2	8.9
5(d). How have unsecured credit card limits changed?	Current quarter	-6.7	-0.2	-3.6	0.0	-3.1	-0.6	-14.3	0.0	3.8	11.5	-3.7	4.4	-2.5	2.9	10.2
	Next quarter	0.0	-1.2	0.0	0.0	0.0	-0.6	0.0	11.8	10.9	16.6	-11.6	21.5	2.8	6.2	13.6
5(e). How has the minimum proportion of credit cards balances to be paid changed?	Current quarter	-2.9	12.8	-1.9	1.7	1.6	0.0	0.0	-0.5	2.3	11.4	0.4	-1.2	-0.8	1.0	3.4
	Next quarter	0.6	-0.6	1.2	2.1	1.6	0.0	0.0	21.3	6.3	11.4	-6.1	4.9	5.0	9.4	20.9
5(f). How have maximum maturities on loans changed?	Current quarter	-1.2	4.8	-0.5	2.0	5.1	12.9	10.9	13.6	2.3	11.6	3.0	3.4	4.7	7.0	6.4
	Next quarter	1.2	14.2	1.9	2.0	6.1	20.2	13.8	6.5	2.3	16.7	3.1	6.6	8.7	-9.1	6.4
6. How has the availability of unsecured credit provided to households changed?	Current quarter	-11.7	-8.3	-12.7	-2.3	-13.9	-18.6	-11.7	-26.6	-13.5	-33.1	-11.3	-34.3	-27.6	-19.2	-15.0
	Next quarter	-7.0	-15.5	-10.6	-6.9	-9.7	-17.8	-13.0	-10.6	-9.2	-27.9	-14.5	-35.5	-32.7	-21.3	-11.0
Factors contributing to changes in credit availability																
Changing economic outlook	Current quarter	-10.4	-9.9	-15.1	-33.2	-2.6	-5.2	-15.8	-42.2	-25.7	-45.8	-10.6	-38.6	-44.9	-23.9	-20.3
	Next quarter	-9.9	-9.9	-7.9	-33.0	-8.4	-9.2	-11.7	-28.6	-13.4	-24.3	-10.2	-41.6	-43.3	-30.6	-0.2
Market share objectives	Current quarter	-31.1	-17.0	-26.0	-25.3	-10.1	-22.5	-7.9	-25.9	-15.0	-27.1	-18.0	-5.8	-22.4	11.5	-11.5
	Next quarter	-18.3	-19.9	-23.4	-17.6	-17.7	-21.7	-4.4	-15.1	-20.4	-26.9	-15.4	-7.4	-29.6	-14.4	4.3
Changing appetite for risk	Current quarter	-6.2	2.6	-13.6	-19.2	-7.6	-13.8	-16.6	-39.6	-29.2	-32.0	-24.6	-29.2	-33.4	-14.0	-14.2
	Next quarter	-5.2	-4.4	-10.8	-21.7	-18.8	-14.9	-10.2	-26.2	-17.9	-27.9	-24.1	-30.1	-32.4	-19.2	16.9
Changing cost/ availability of funds	Current quarter	-25.6	-22.7	-27.6	-30.5	-22.8	-25.3	-11.2	-30.5	0.8	-24.1	-8.2	-19.0	-15.6	-19.2	-10.0
	Next quarter	-17.7	-25.6	-23.5	-30.3	-13.6	-23.9	-13.0	-28.2	-9.2	-18.4	-8.3	-22.2	-20.4	-29.7	1.8
7(a). How has the default rate on credit card loans to households changed?	Current quarter	-26.5	-21.8	-21.2	-29.2	-13.4	18.3	1.6	-31.9	-10.1	5.2	-8.4	19.1	-13.3	1.6	0.6
	Next quarter	-20.5	-22.6	-27.3	-29.2	-5.8	3.5	-20.3	-29.9	-12.5	2.7	-12.2	-16.8	-32.5	-21.6	-21.2
7(b). How has the default rate on overdraft/ personal loans to households changed?	Current quarter	-35.7	-4.2	-11.2	-24.2	-20.3	26.5	3.9	-18.8	3.1	12.9	1.3	12.8	-11.1	14.7	3.2
	Next quarter	-20.3	-27.9	-28.3	-34.9	-9.2	3.3	-19.1	-40.6	-8.9	3.7	-7.0	-16.1	-25.3	-14.2	-13.1
7(c). How has the default rate on total unsecured loans to households changed?	Current quarter	-35.7	-7.4	-13.2	-21.7	-20.6	17.2	4.3	-18.8	-0.7	13.1	1.3	12.8	-1.0	3.4	14.4
	Next quarter	-20.3	-29.6	-28.3	-29.4	-8.8	3.1	-16.0	-40.6	-12.7	1.4	-6.7	-16.1	-3.6	-15.9	-13.1
8(a). How have losses given default on credit card loans to households changed?	Current quarter	-5.8	-6.2	-16.0	-33.8	-10.3	-0.4	-11.2	-13.9	6.5	15.6	1.7	13.6	1.2	0.7	3.7
	Next quarter	-24.9	-14.1	-27.3	-24.6	-2.0	-15.8	-11.4	-1.7	-14.0	-2.4	-12.2	-27.7	-8.1	-23.8	-14.5
8(b). How have losses given default on overdraft/personal loans to households changed?	Current quarter	-22.5	-7.0	-17.4	-18.0	-10.0	0.2	-9.3	-23.2	-7.6	8.9	-3.5	-0.3	-7.6	-15.2	-1.8
	Next quarter	-28.3	-20.1	-27.4	-19.6	-3.5	-14.9	-10.4	-12.2	-30.8	-8.7	-20.5	-7.5	-13.2	-34.6	-26.4
8(c). How have losses given default on total unsecured loans to households changed?	Current quarter	-22.5	-7.4	-19.1	-18.0	-14.8	-2.4	-10.2	-34.6	-7.6	8.9	-3.5	-0.3	-8.3	-17.0	-2.0
	Next quarter	-27.3	-21.3	-28.5	-19.6	-7.7	-14.2	-6.3	-7.1	-25.7	-3.6	-13.6	-2.6	-9.2	-33.3	-24.0
9(a). How has the average credit quality of new credit card lending to HOUSEHOLDS changed?	Current quarter	-15.8	21.9	19.8	21.6	22.0	8.4	2.2	26.7	6.2	10.2	9.2	5.8	11.5	26.9	11.4
	Next quarter	-9.2	16.6	26.9	5.3	24.4	16.4	14.1	13.2	12.3	20.7	6.9	2.8	9.7	-5.0	5.7
9(b). How has the average credit quality of new overdraft/personal lending to HOUSEHOLDS changed?	Current quarter	-2.1	13.8	19.3	20.6	20.9	1.9	0.6	9.9	13.5	2.2	-4.3	-2.8	-2.9	0.4	-0.1
	Next quarter	-6.0	20.2	22.8	10.0	22.1	15.5	13.6	1.0	13.0	9.8	-5.2	-1.1	-2.7	-8.9	0.0
9(c). How has the average credit quality of new total unsecured lending to HOUSEHOLDS changed?	Current quarter	-2.2	15.9	19.4	23.8	20.4	-0.8	0.7	14.9	18.7	7.4	2.0	1.9	1.8	11.2	4.9
	Next quarter	-6.0	26.1	22.9	10.0	18.9	14.7	15.0	1.3	18.1	15.1	1.3	3.6	2.1	13.2	5.0

**Table 3: Analysis on Corporate Lending**

QUESTION		2014				2015				2016				2017		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
1(a). How has availability of credit provided to small businesses changed?	Current quarter	-27.4	-40.1	-35.2	-35.7	-34.2	-32.4	-23.0	-14.1	25.0	-19.7	-5.2	15.2	-10.5	-20.1	-6.7
	Next quarter	-32.7	-45.9	-22.2	-40.1	-10.0	-20.8	-22.6	-13.1	41.6	-23.6	-10.3	13.0	-13.5	-14.5	-13.0
1(b). How has availability of credit provided to medium PNFCs changed?	Current quarter	-20.5	-28.7	-25.5	-31.7	-37.5	-28.9	-19.8	-10.0	14.9	-28.2	-3.4	9.9	-12.7	-10.4	-3.1
	Next quarter	-28.9	-26.7	-23.9	-30.1	-28.4	-23.2	-23.3	-8.9	29.2	-26.3	-10.2	9.3	-13.4	-9.0	-9.7
1(c). How has availability of credit provided to large PNFCs changed?	Current quarter	-40.1	-36.8	-45.4	-41.2	-41.7	-32.6	-20.1	-5.8	12.2	-26.0	-5.7	-15.1	-10.6	-12.1	0.6
	Next quarter	-30.8	-32.8	-21.4	-13.5	-21.2	-21.0	-16.7	-12.1	26.9	-29.2	-7.7	-14.4	-7.4	6.4	6.6
1(d). How has availability of credit provided to OFCs changed?	Current quarter	-6.5	-18.1	-10.9	-2.8	-19.2	-10.6	-13.9	-16.5	4.0	-17.2	10.4	-13.5	0.6	5.5	6.3
	Next quarter	3.1	-15.9	-1.4	2.2	13.9	-9.1	-11.1	-4.1	22.3	-21.1	5.8	-20.3	-2.7	23.5	13.6
2(a). How has demand for credit cards lending from SMALL BUSINESSES changed?	Current quarter	16.4	16.2	11.6	4.8	15.4	32.4	30.5	-15.9	3.9	22.7	17.2	1.0	8.3	1.7	-0.3
	Next quarter	27.1	13.2	15.3	15.5	3.1	27.6	27.2	-2.0	17.6	25.3	24.4	15.5	9.2	9.4	12.6
2(b). How has demand for overdraft/ personal loans from SMALL BUSINESSES changed?	Current quarter	31.4	50.5	42.8	29.1	34.4	25.3	42.2	26.7	24.2	32.7	21.8	26.8	21.1	18.4	22.0
	Next quarter	27.6	36.6	17.5	26.0	6.3	33.2	44.2	20.9	24.9	24.7	25.3	32.8	19.3	11.4	26.8
2(c). How has demand for secured lending from SMALL BUSINESSES changed?	Current quarter	33.8	52.4	41.5	39.9	33.1	20.3	26.2	24.1	9.7	29.0	15.3	26.5	19.7	11.9	10.4
	Next quarter	31.6	35.6	12.7	40.1	7.2	27.4	34.5	15.7	26.5	34.0	25.8	27.3	23.5	21.9	30.6
2(d). How has demand for lending from Medium PNFCs changed?	Current quarter	19.3	38.5	33.2	37.5	27.5	18.6	30.9	8.3	11.0	12.8	14.2	16.0	9.0	17.9	4.8
	Next quarter	24.5	24.2	9.9	33.8	2.9	34.4	23.3	5.6	17.4	21.0	9.2	13.6	16.6	15.9	13.6
2(e). How has demand for lending from Large PNFCs changed?	Current quarter	30.5	29.6	36.4	39.8	17.9	24.4	30.9	13.3	0.5	14.9	14.2	6.0	7.0	9.0	4.7
	Next quarter	40.3	22.5	15.1	22.8	3.8	34.9	22.2	20.5	11.1	14.4	8.8	5.4	15.1	-5.9	4.3
2(f). How has demand for lending from OFCs changed?	Current quarter	4.6	12.5	7.8	6.4	11.5	0.4	18.7	4.4	-17.8	-0.7	-9.5	0.9	-6.7	-3.9	-5.7
	Next quarter	13.9	9.4	1.2	13.0	-7.9	27.3	18.1	4.9	4.6	9.4	9.2	6.8	14.1	-8.9	-2.3
3. What have been the main factors contributing to changes in demand for lending?																
(a1) Merger and acquisition	Current quarter	-11.7	-12.4	-1.8	6.2	-15.3	-13.9	-8.2	-3.0	-58.7	7.2	-26.4	8.3	-40.6	-12.8	-23.5
	Next quarter	-13.1	4.5	-19.7	-10.1	-21.2	-6.9	0.0	-3.0	-8.8	7.5	0.0	-4.9	0.0	0.0	0.0
(a2) Capital Investments	Current quarter	39.2	50.9	37.1	47.7	48.8	38.9	31.2	23.1	8.4	16.8	16.4	21.5	15.2	15.2	14.3
	Next quarter	35.6	39.9	14.2	42.0	18.7	29.8	33.3	13.0	19.4	27.3	24.9	31.8	19.4	19.7	21.8
(a3) Inventory Finance	Current quarter	41.0	37.3	32.2	59.9	42.0	47.9	48.5	24.6	35.0	23.7	32.3	16.2	11.4	31.5	32.0
	Next quarter	42.1	39.9	32.7	46.9	19.0	35.7	46.2	23.8	20.1	24.9	30.7	44.3	30.1	25.6	30.0
(a4) Balance sheet restructuring	Current quarter	-9.3	4.2	7.0	27.2	-12.6	-5.6	-7.1	-13.9	-7.0	-14.0	-20.4	-18.9	-9.1	0.6	-8.9
	Next quarter	6.7	15.1	3.0	28.2	-11.1	14.4	8.1	-2.2	7.1	-8.6	-8.3	3.5	-1.1	-6.2	-8.9
(a5) Commercial Real Estate	Current quarter	7.6	-16.1	1.8	10.3	7.1	10.0	6.4	-13.2	0.1	7.5	-10.0	-20.3	-12.1	-17.7	-7.2
	Next quarter	7.6	-16.1	1.8	10.3	7.1	10.0	6.4	-13.2	0.1	7.5	-10.0	-20.3	-12.1	-17.7	-7.2
4(a). How has the overall availability of credit to the corporate sector changed?	Current quarter	-37.0	-26.2	-28.0	-43.1	-37.2	-22.3	-5.3	-8.7	-47.6	-8.0	-9.3	19.2	-29.5	-30.7	-27.1
	Next quarter	-32.2	-19.0	-23.5	-35.8	-13.1	-4.0	-11.7	-2.6	-29.4	-25.0	-14.6	13.7	-24.1	-31.7	-12.4
Of which: Commercial real estate sector	Current quarter	-4.6	1.7	-2.5	-23.3	-9.6	16.3	-12.5	0.5	-40.5	8.8	-23.8	36.7	-24.9	-20.8	-22.5
Next quarter	-15.9	-3.8	-5.0	-24.5	23.4	-4.1	-15.3	8.5	-28.1	-11.7	-25.3	24.5	-22.6	-50.6	-6.9	
4(b). Factors contributing to changes in credit availability.																
Changing economic outlook	Current quarter	-32.8	-38.3	-37.9	-44.9	-25.3	-59.1	-65.0	-65.4	-65.8	-55.5	-58.2	-60.4	-54.9	-43.7	-40.5
	Next quarter	-23.5	-17.1	-23.6	-38.6	-15.1	-50.6	-55.9	-62.2	-57.0	-40.2	-47.1	-26.0	-48.2	-26.8	-17.0
Changing sector specific risks	Current quarter	-29.4	-32.0	-30.2	-33.2	-25.6	-61.6	-54.5	-60.0	-56.4	-57.8	-50.7	-64.5	-40.1	-28.5	-37.7
	Next quarter	-26.0	-26.1	-29.6	-40.2	-25.4	-48.5	-55.5	-58.4	-31.6	-40.3	-44.3	-53.5	-32.0	-27.0	-12.1
Market share objectives	Current quarter	-32.6	-27.9	-27.7	-35.0	-19.2	-34.1	-24.1	-43.8	-32.3	-40.6	-37.4	-26.9	-23.6	-18.7	-27.3
	Next quarter	-20.7	-22.0	-22.4	-31.5	-9.1	-6.3	-23.7	-22.3	-28.4	-31.8	-20.9	-15.7	-25.7	-16.7	-15.2
Market pressures from capital markets	Current quarter	12.6	17.9	18.8	16.9	30.5	24.6	20.2	23.5	-23.4	-17.2	-17.0	-14.4	-4.9	-6.0	2.6
	Next quarter	12.0	10.5	18.8	12.8	25.7	24.0	5.4	0.4	-26.2	-4.2	-14.3	-18.8	-15.0	2.5	12.7
Changing appetite for risk	Current quarter	-14.2	-10.1	-25.3	-23.1	-18.8	-40.8	-32.3	-47.2	-31.6	-36.8	-28.2	-33.9	-26.3	-27.1	-32.1
	Next quarter	-5.6	-10.5	-13.4	-27.0	-5.3	-31.0	-23.4	-53.1	-32.9	-31.2	-39.9	-24.2	-36.7	-30.6	-26.8
Tight wholesale funding conditions	Current quarter	-24.5	-13.9	-12.2	-35.0	-14.1	-17.4	-33.5	-36.7	-36.2	-25.0	-35.8	-36.0	-36.9	-33.4	-30.1
	Next quarter	-17.2	-18.1	-18.3	-37.9	-4.5	-31.1	-27.3	-39.3	-29.8	-29.8	-39.9	-63.1	-38.0	-23.9	-30.1
Changing liquidity conditions	Current quarter	-40.3	-24.7	-39.7	-35.1	-15.9	-35.1	-41.9	-45.3	-41.9	-45.3	-38.1	-48.4	-42.3	-42.3	-29.6
	Next quarter	-36.2	-35.3	-34.5	-38.9	-10.9	-38.4	-34.0	-37.6	-30.9	-32.7	-50.8	-53.1	-37.1	-33.4	-28.7

**Table 3 (cont'd): Analysis on Corporate Lending**

QUESTION		2014				2015				2016				2017		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
4(c1). How have commercial property prices affected <i>credit availability to the commercial real estate sector</i> ?	<i>Current quarter</i>	-6.9	9.6	0.3	0.4	-5.0	-1.1	-3.4	-6.6	7.2	-13.8	10.1	7.6	-0.9	7.1	-0.7
	<i>Next quarter</i>	-17.2	3.4	6.7	-3.9	-1.1	-9.6	-15.5	-7.4	2.7	-13.8	0.7	7.2	-14.1	6.0	12.6
4(c2). How have commercial property prices affected secured lending to PNFCs?	<i>Current quarter</i>	-20.7	-11.7	-23.1	-11.6	-19.4	-16.8	-14.9	-23.0	-14.3	-13.9	-5.7	-0.7	-0.7	17.0	-0.2
	<i>Next quarter</i>	-24.0	-11.8	-10.3	-13.5	-2.8	-12.3	-14.5	-13.1	-14.3	-13.9	-14.1	1.6	-6.1	19.8	17.1
5(a). How has the proportion of loan applications from small businesses being approved changed?	<i>Current quarter</i>	24.6	41.3	24.3	34.5	27.4	23.3	7.6	-14.4	0.2	26.1	-12.7	-3.7	0.2	10.9	9.9
	<i>Next quarter</i>	35.3	32.8	9.0	36.9	7.4	31.6	16.4	10.8	17.8	23.9	-2.5	11.6	2.2	23.1	22.5
5(b). How has the proportion of loan applications from medium PNFCs being approved changed?	<i>Current quarter</i>	23.7	33.2	23.0	36.2	29.4	16.2	1.7	-0.4	-2.3	21.0	-6.9	-4.4	-4.5	-3.2	1.3
	<i>Next quarter</i>	24.2	21.2	-0.5	39.0	-19.4	10.6	5.8	2.4	3.5	12.4	-16.4	-2.1	2.4	-4.9	2.7
5(c). How has the proportion of loan applications from large PNFCs being approved changed?	<i>Current quarter</i>	30.9	40.6	39.0	30.2	25.4	9.7	-3.6	-0.5	-6.3	15.1	-12.6	7.8	-5.8	-14.9	-2.4
	<i>Next quarter</i>	26.5	27.1	10.7	37.3	-1.8	14.1	-1.3	-7.5	-6.5	7.1	-16.5	-1.3	-17.2	-23.6	-15.3
6(a1). How have spreads on loans to small businesses changed?	<i>Current quarter</i>	-8.8	-6.5	1.3	-2.4	5.0	-5.2	-9.5	-21.2	-2.2	1.5	-9.0	-11.9	5.3	-8.5	-0.4
	<i>Next quarter</i>	-0.1	-5.4	0.4	-4.2	-3.8	1.6	-3.3	-3.1	-6.6	3.6	-11.9	-10.1	-7.5	1.5	1.8
6(a2). How have fees/commissions on loans to small businesses changed?	<i>Current quarter</i>	-5.5	-9.9	-4.1	0.0	-2.4	0.0	0.0	-21.2	-5.5	6.5	3.1	-2.4	4.1	0.0	0.4
	<i>Next quarter</i>	0.3	-3.9	0.0	-1.8	-10.0	-6.5	-6.3	-1.4	-5.2	-0.3	-5.0	-3.8	-9.2	4.0	-0.9
6(a3). How have collateral requirements for loans to small businesses changed?	<i>Current quarter</i>	-13.3	-20.5	-14.1	-0.8	-6.2	-11.0	-6.6	-18.9	-41.6	-10.7	-21.1	-32.0	-12.8	-16.1	-11.5
	<i>Next quarter</i>	-2.2	-7.6	0.0	-1.8	-17.0	-6.7	-6.6	-9.1	-20.8	-10.4	-26.1	-34.6	-20.2	-20.0	-24.7
6(a4). How have maximum credit lines for loans to small businesses changed?	<i>Current quarter</i>	-11.1	-6.4	-0.1	-10.0	-18.4	-5.3	-7.0	-3.3	9.9	-5.0	7.7	-7.7	5.3	-2.8	-5.7
	<i>Next quarter</i>	-8.2	-15.2	-7.1	-10.0	-13.2	-7.4	-7.5	-6.6	4.6	-4.0	7.6	-5.2	-1.2	-5.7	-7.6
6(a5). How have Loan covenants for loans to small businesses changed?	<i>Current quarter</i>	-9.2	-14.6	-15.8	-2.4	-10.6	-4.0	-14.5	17.2	19.9	-18.3	-16.7	17.9	-14.1	-24.2	-15.1
	<i>Next quarter</i>	-3.0	-4.4	-0.4	-4.2	-8.4	-5.6	-5.7	-4.7	18.4	-14.7	-17.9	25.2	-19.6	-18.2	-15.1
6(b1). How have spreads on loans to medium PNFCs changed?	<i>Current quarter</i>	-4.9	-8.8	-7.1	0.0	-9.2	-3.6	-1.0	-25.3	-8.6	-0.3	-13.5	-12.2	-11.3	-6.0	-1.5
	<i>Next quarter</i>	1.5	4.7	4.5	-2.2	-9.1	-1.1	-2.5	-11.5	-8.5	-4.1	-12.2	-16.3	-19.3	-5.0	-0.3
6(b2). How have fees/commissions on loans to medium PNFCs changed?	<i>Current quarter</i>	-4.5	-14.3	-10.7	0.0	-8.3	-8.6	-1.9	-11.2	-11.1	-3.8	-3.7	-3.6	-2.8	2.4	0.4
	<i>Next quarter</i>	0.3	4.6	4.7	0.0	-3.6	-2.6	-6.2	-11.8	-20.3	-15.5	1.3	-11.7	-4.5	1.8	-3.1
6(b3). How have collateral requirements for loans to medium PNFCs changed?	<i>Current quarter</i>	-10.2	-11.0	-9.2	4.9	-13.6	-14.5	-10.8	-27.8	-23.7	-10.5	-21.8	-34.0	-18.1	-17.9	-13.1
	<i>Next quarter</i>	-1.5	0.0	0.0	-0.5	-14.0	-6.9	-8.9	-8.7	-20.2	-10.9	-21.8	-35.2	-23.2	-13.9	-25.7
6(b4). How have maximum credit lines for loans to medium PNFCs changed?	<i>Current quarter</i>	-1.1	-14.6	-7.2	-1.5	-8.5	-3.5	-8.1	-6.3	15.5	-12.9	5.3	1.9	1.0	7.7	-2.6
	<i>Next quarter</i>	-2.5	-7.8	-3.8	-0.5	-7.2	-5.7	-5.4	-3.1	5.1	-4.3	6.4	2.2	6.2	5.1	-0.4
6(b5). How have Loan covenants for loans to medium PNFCs changed?	<i>Current quarter</i>	-1.8	-9.8	-9.3	-2.4	-4.2	-8.5	-17.0	9.0	31.6	-16.4	-19.9	21.8	-26.8	-11.6	-20.9
	<i>Next quarter</i>	-1.7	-9.0	-1.0	-1.9	-5.4	-5.1	-6.4	-4.6	13.8	-14.2	-15.4	21.5	-23.3	-9.8	-18.6
6(c1). How have spreads on loans to large PNFCs changed?	<i>Current quarter</i>	5.2	6.9	7.1	0.0	-5.3	3.3	0.3	-10.7	-5.0	1.0	-6.3	-1.8	-5.7	-2.5	-1.5
	<i>Next quarter</i>	1.5	-0.4	-1.0	-0.5	-7.3	0.0	-1.1	-11.1	-3.5	1.2	-10.1	9.7	-12.0	1.5	-0.5
6(c2). How have fees/commissions on loans to large PNFCs changed?	<i>Current quarter</i>	7.7	6.4	8.7	0.0	-2.4	-8.5	-8.1	-17.7	-17.8	1.6	-4.8	-8.2	-7.5	0.1	-5.5
	<i>Next quarter</i>	-5.6	-5.4	-5.3	1.7	0.3	-2.1	0.0	-4.4	-5.9	1.3	-4.9	-8.5	-3.8	3.9	1.4
6(c3). How have collateral requirements for loans to large PNFCs changed?	<i>Current quarter</i>	4.2	-1.4	-2.9	-1.4	-10.5	-8.3	-0.6	-24.5	-16.1	-12.2	-14.3	-22.1	-17.1	-15.8	-11.3
	<i>Next quarter</i>	-2.5	-1.0	-0.9	-3.6	-10.7	-3.5	1.3	-3.6	-15.0	-5.0	-18.8	-34.0	-15.6	-13.8	-16.7
6(c4). How have maximum credit lines for loans to large PNFCs changed?	<i>Current quarter</i>	-6.0	-11.1	-5.3	-0.2	-19.4	-5.0	1.1	0.4	-6.0	-1.2	6.2	2.7	11.0	1.4	13.2
	<i>Next quarter</i>	-7.5	-9.0	-0.4	-2.4	-1.6	-2.2	-2.5	1.7	7.3	-2.6	14.7	-3.8	7.7	2.5	9.4
6(c5). How have Loan covenants for loans to large PNFCs changed?	<i>Current quarter</i>	-2.4	-9.2	-2.9	-1.0	-1.8	-8.0	-1.6	16.8	-15.5	-16.9	-9.6	-13.0	-19.2	-19.9	-13.2
	<i>Next quarter</i>	-2.8	-8.5	-0.9	-3.6	-4.4	-5.6	-1.1	-3.3	13.3	-12.7	-5.2	20.1	-18.5	-9.8	-18.6
6(d1). How have spreads on loans to OFCs changed?	<i>Current quarter</i>	5.7	8.6	9.3	0.0	0.1	4.8	0.8	-1.4	-5.9	1.5	-5.4	-13.2	-5.9	-6.0	-0.5
	<i>Next quarter</i>	1.2	0.0	0.0	-0.5	-8.4	0.0	-2.2	-13.8	-5.0	1.5	-12.2	-6.1	-10.3	4.0	-4.3
6(d2). How have fees/commissions on loans to OFCs changed?	<i>Current quarter</i>	1.3	-1.9	0.2	0.0	0.0	-3.4	-2.1	-1.5	-10.5	-2.5	3.2	-1.4	-1.5	6.6	1.4
	<i>Next quarter</i>	0.8	0.0	0.0	-0.6	-1.4	-2.3	0.0	-6.1	-7.5	-2.5	-6.8	-4.0	-4.1	4.0	-2.4
6(d3). How have collateral requirements for loans to OFCs changed?	<i>Current quarter</i>	-9.6	-0.4	1.2	-1.6	-10.4	-4.0	-5.0	-8.1	-17.5	-7.9	-11.4	-19.2	-14.8	-14.9	-16.3
	<i>Next quarter</i>	-2.9	0.0	0.0	-1.6	-8.9	-4.0	-4.4	-8.6	-14.6	-3.9	-18.2	-30.5	-15.3	-12.9	-7.8
6(d4). How have maximum credit lines for loans to OFCs changed?	<i>Current quarter</i>	-2.2	-5.7	-1.7	-1.6	-4.3	-1.2	3.8	-0.3	-4.8	1.9	18.4	4.2	8.4	2.4	2.0
	<i>Next quarter</i>	2.8	-4.4	0.0	-4.1	1.4	-2.5	-1.6	-2.0	-1.6	-2.3	8.2	2.0	2.0	-1.9	-3.4
6(d5). How have Loan covenants for loans to OFCs changed?	<i>Current quarter</i>	-2.7	-4.7	-0.4	-4.1	-4.2	-4.0	-5.1	-3.5	-14.3	-15.2	-8.6	-11.7	-18.8	-18.9	-16.9
	<i>Next quarter</i>	-3.2	-4.4	0.0	-4.1	-6.9	-5.8	-1.6	-4.0	-8.0	-15.8	-7.2	-19.2	-19.4	-16.9	-9.7

**Table 3 (cont'd): Analysis on Corporate Lending**

QUESTIONS		2014				2015				2016				2017		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
7(a). How has the default rate on loans to small businesses changed?	<i>Current quarter</i>	-11.5	14.3	-11.8	-21.0	-7.4	4.7	5.7	-8.9	6.6	13.1	18.3	4.1	-9.8	2.1	-9.0
	<i>Next quarter</i>	-10.6	-2.7	1.8	-22.8	-14.0	-13.0	-6.9	-6.1	-1.2	11.2	15.5	7.2	-15.6	4.1	-14.5
7(b). How has the default rate on loans to medium PNFCs changed?	<i>Current quarter</i>	-21.6	-5.7	-21.6	-24.1	-11.3	-0.8	0.6	1.3	-1.2	12.6	9.6	12.9	-0.3	2.1	-7.4
	<i>Next quarter</i>	-10.6	-2.7	1.8	-27.7	-14.0	-17.4	-5.5	-6.1	0.8	7.7	7.8	-1.5	-19.4	-5.4	-4.2
7(c). How has the default rate on loans to large PNFCs changed?	<i>Current quarter</i>	-25.8	-21.7	-26.8	-23.0	-17.2	-21.6	-7.2	-1.1	-6.1	3.1	3.8	0.4	-1.0	-11.2	-7.3
	<i>Next quarter</i>	-14.7	-12.4	-3.9	-25.8	-15.5	-10.4	-0.6	-2.0	-0.8	5.7	5.8	-2.7	-11.1	-26.8	-27.9
7(d). How has the default rate on loans to OFCs changed?	<i>Current quarter</i>	-16.9	-10.9	-13.9	-24.1	-10.3	-7.7	3.2	-6.0	3.3	11.7	1.9	1.2	-4.0	-20.7	-7.5
	<i>Next quarter</i>	-10.7	-12.9	-3.9	-27.7	-14.2	-6.1	-4.8	-3.4	0.5	7.8	2.5	2.5	-20.6	-21.5	-16.1
8(a). How have losses given default on loans to small businesses changed?	<i>Current quarter</i>	-16.1	-3.4	-5.3	-16.1	-9.4	-0.6	-1.1	-19.6	-2.3	17.0	15.4	5.2	-2.8	10.3	-2.2
	<i>Next quarter</i>	-17.0	-14.2	-21.0	-14.2	-14.1	-8.6	-13.3	-10.2	-22.1	-0.1	-7.8	-5.1	-12.6	-22.7	-11.8
8(b). How have losses given default on loans to medium PNFCs changed?	<i>Current quarter</i>	-22.3	-15.0	-16.2	-15.3	-11.4	1.5	0.8	-9.6	-1.7	15.6	9.6	-3.8	-2.5	6.1	-2.2
	<i>Next quarter</i>	-23.3	-11.7	-18.0	-15.2	-13.4	-6.4	-13.2	-10.1	-22.3	-2.3	-7.0	-14.2	-12.9	-20.3	-20.7
8(c). How have losses given default on loans to large PNFCs changed?	<i>Current quarter</i>	-28.9	-19.1	-21.6	-14.4	-17.3	-11.5	-11.5	3.2	-9.4	8.0	1.4	-10.1	-10.2	-0.9	-8.2
	<i>Next quarter</i>	-25.7	-16.3	-18.7	-15.8	-7.5	-6.0	-10.9	-3.6	-14.3	4.2	-0.9	-10.8	-7.7	-16.3	-14.8
8(d). How have losses given default on loans to OFCs changed?	<i>Current quarter</i>	-19.0	-24.3	-13.4	-9.3	-1.2	-0.6	-1.0	-1.2	2.8	13.9	8.3	-3.1	-3.9	1.3	-2.3
	<i>Next quarter</i>	-18.5	-14.7	-7.9	-11.5	-1.2	-6.1	-1.6	-5.1	-11.0	6.5	0.8	-10.6	-7.5	-16.8	-15.2
9(a). Has there been a change in average credit quality on newly arranged PNFCs borrowing facilities?	<i>Current quarter</i>	8.3	10.3	14.5	9.8	10.0	0.1	15.0	0.2	11.3	21.7	11.3	17.9	3.4	2.7	9.7
	<i>Next quarter</i>	15.1	13.7	2.1	12.1	7.2	6.0	9.8	15.2	16.8	13.8	8.1	5.5	4.4	-3.9	7.7
9(b). Has there been any change in target hold levels associated with corporate lending?	<i>Current quarter</i>	12.6	16.2	10.5	3.5	13.9	6.2	14.7	-2.0	14.4	19.7	8.3	15.4	8.4	6.4	7.9
	<i>Next quarter</i>	15.1	11.2	-4.6	7.4	15.0	9.7	12.1	7.8	13.7	17.5	3.1	5.7	2.3	1.9	5.9
9(c). How have loan tenors on new corporate loans changed?	<i>Current quarter</i>	11.1	11.5	6.7	0.7	5.0	5.5	10.7	15.5	-15.8	13.7	3.8	-1.1	8.7	-13.0	-2.4
	<i>Next quarter</i>	13.3	3.7	-7.6	-0.2	9.8	2.5	10.7	4.7	-0.1	15.8	6.1	-10.6	0.2	-29.7	2.4
9(d). Has there been a change in draw down on committed lines by PNFCs?	<i>Current quarter</i>	2.4	7.3	5.0	10.3	6.5	-1.0	6.3	-12.5	-3.2	11.5	-10.7	1.6	-0.4	8.9	-3.8
	<i>Next quarter</i>	11.2	2.3	-3.4	11.2	15.8	4.4	2.3	-0.1	0.1	9.8	-4.0	1.5	-3.4	-4.9	-3.8