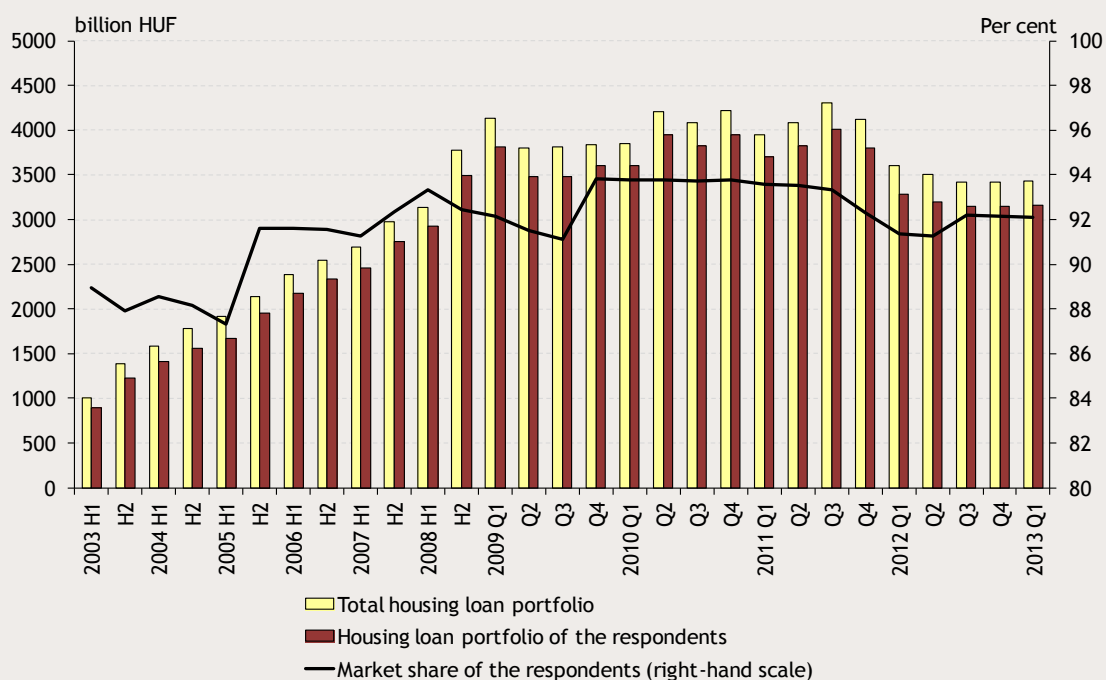


## ANNEX 1: CHARTS ON DEVELOPMENTS IN LOAN PORTFOLIOS AND ANSWERS TO THE QUESTIONNAIRE

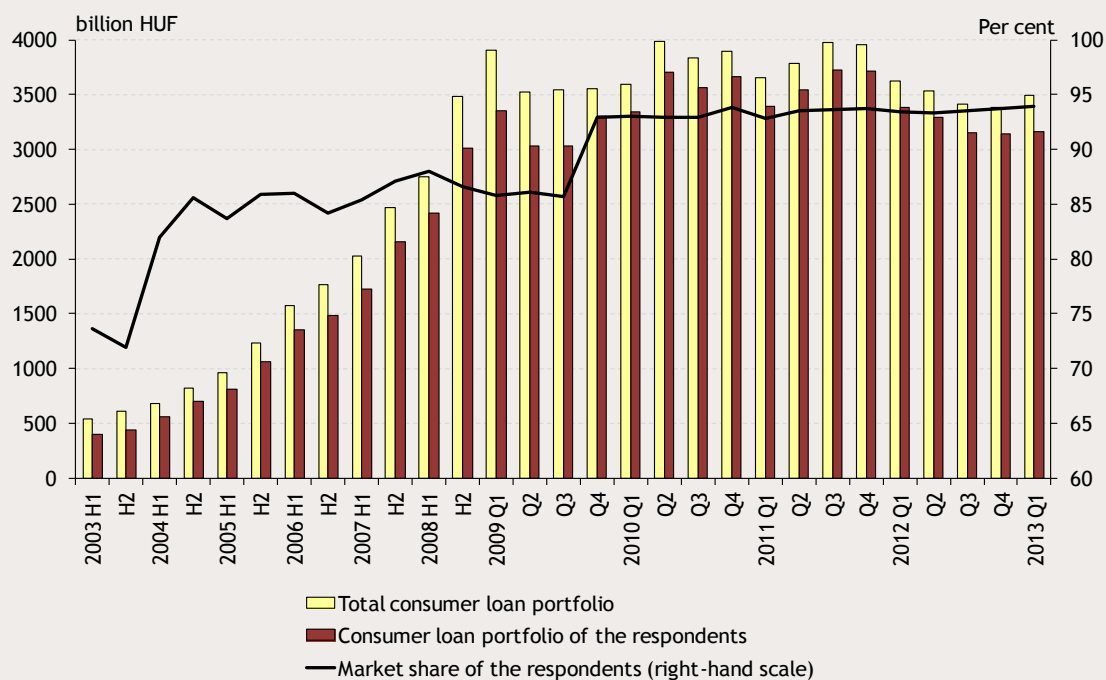
### LENDING TO HOUSEHOLDS

**Chart 1 Outstanding amount of housing loans and the market share of banks completing the questionnaire**



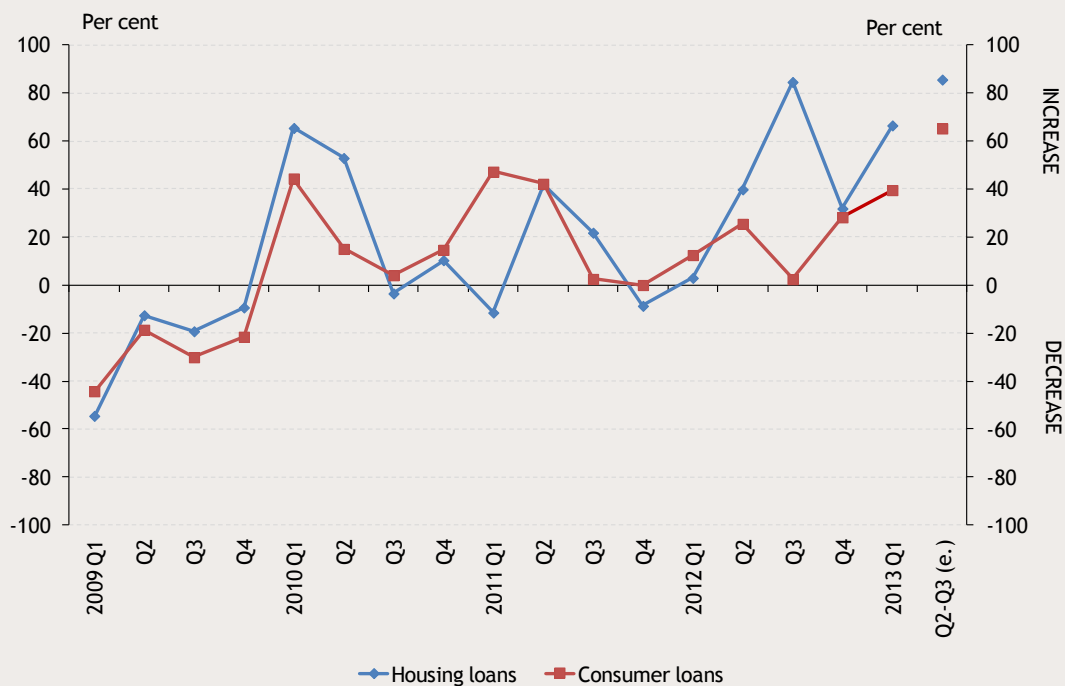
*Note: The number and scope of banks varied during the half-year periods under review (e.g. as a result of mergers and the inclusion of new banks). As of 2009, stock data also include those for credit institutions and branches.*

**Chart 2 Outstanding amount of consumer loans and the market share of banks completing the questionnaire**

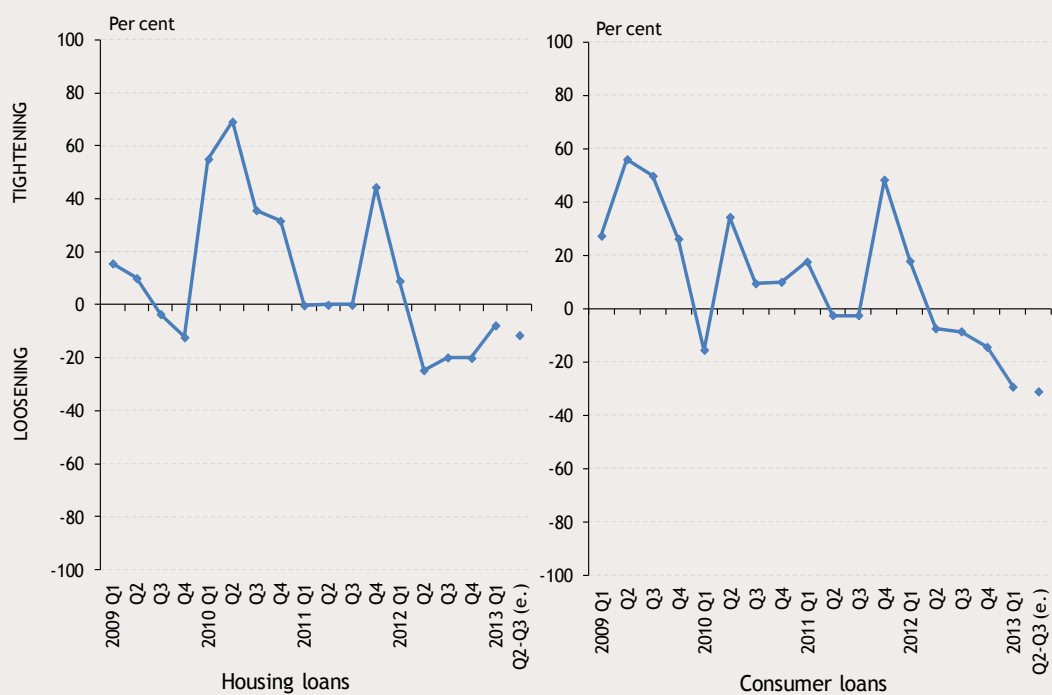


*Note: The number and scope of banks varied during the half-year periods under review. The chart only plots market shares of the banks surveyed; it does not plot market shares of financial enterprises. As of 2009, stock data also include those for credit institutions and branches.*

**Chart 3 Willingness of banks to extend housing loans and consumer loans (net percentage balance of respondents reporting increased/decreased credit availability weighted by market share)**

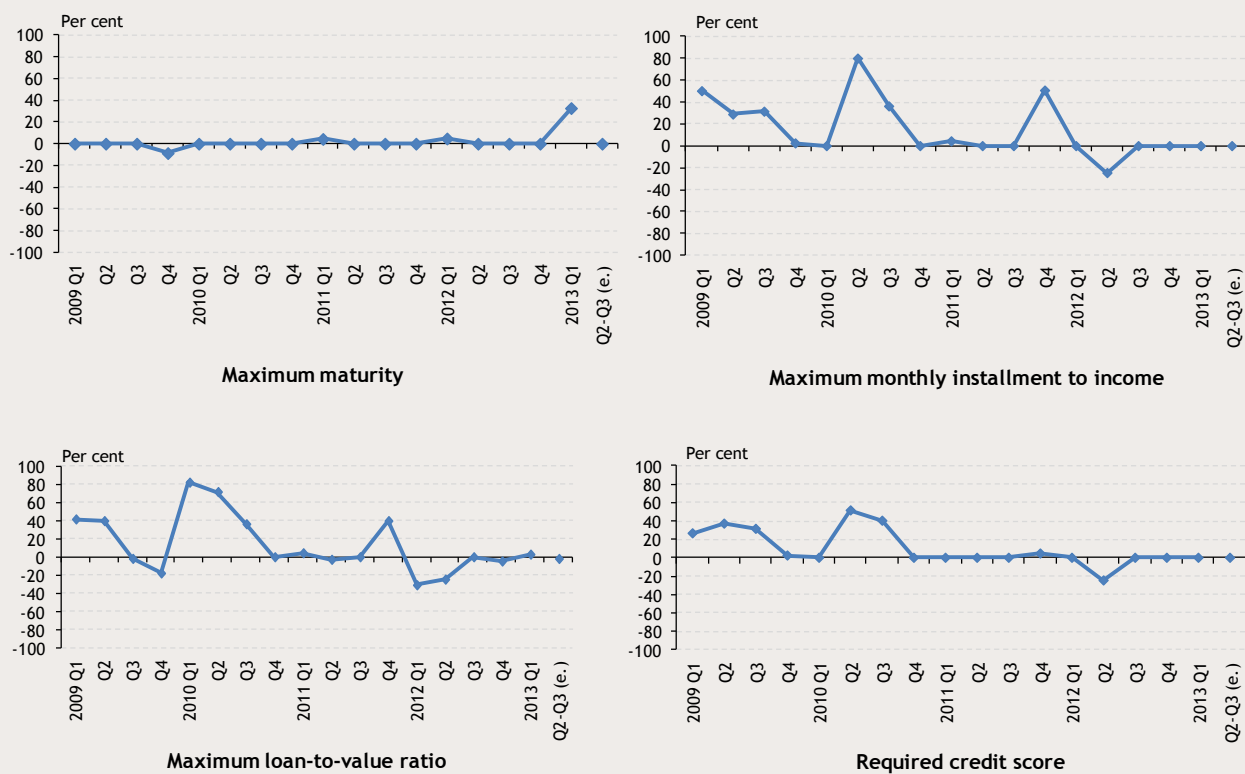


**Chart 4 Credit conditions in the housing loan and consumer loan markets**  
**(net percentage balance of respondents tightening/easing credit standards weighted by market share)**



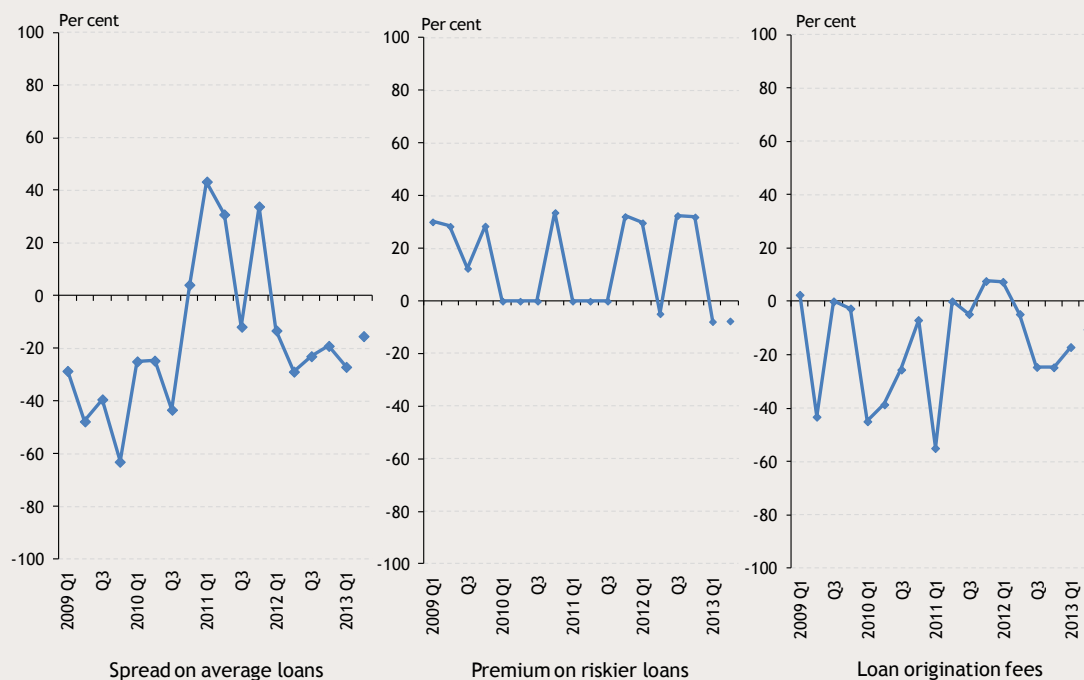
*Note: The magnitude of tightening/easing is not shown in the chart.*

**Chart 5: Credit conditions in the housing loan market - non-pricing conditions**  
**(net percentage balance of respondents tightening/easing credit conditions weighted by market share)**



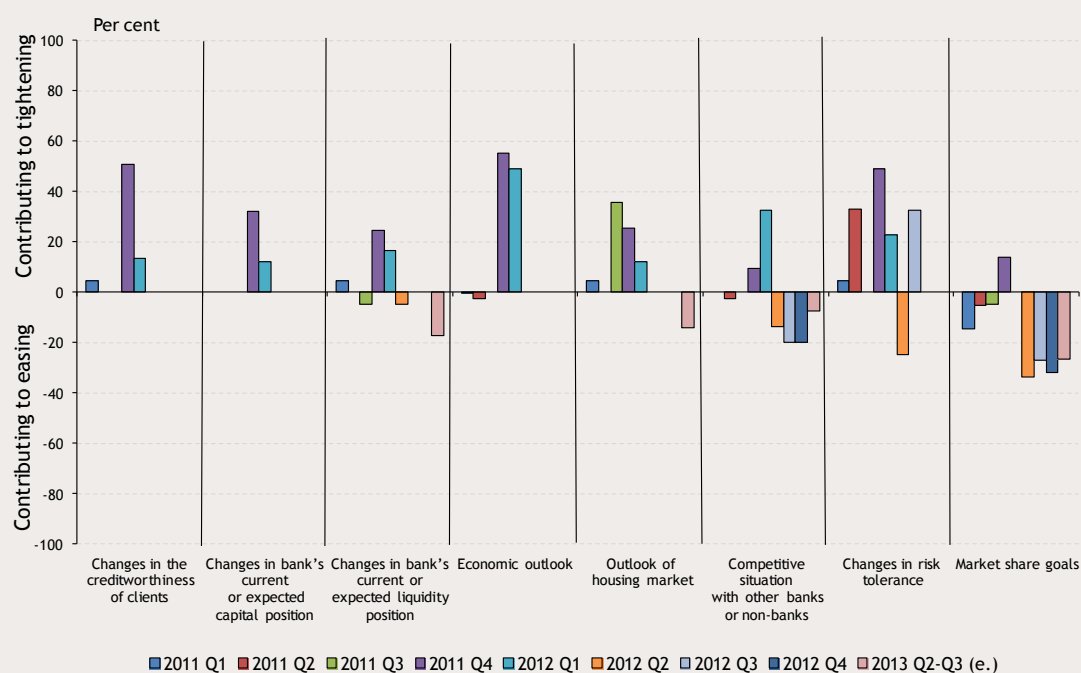
*Note: The magnitude of tightening/easing is not shown in the chart.*

**Chart 6: Credit conditions in the housing loan market -pricing conditions**  
(net percentage balance of respondents tightening/easing credit conditions weighted by market share)



Note: The magnitude of tightening/easing is not shown in the chart.

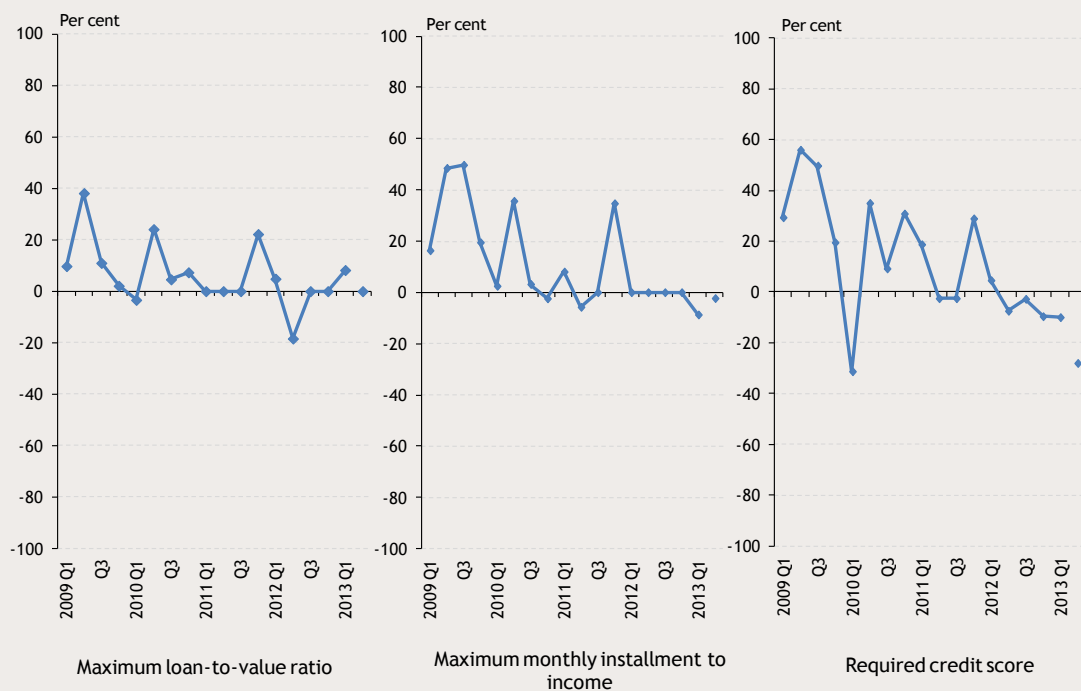
**Chart 7 Factors contributing to changes in credit conditions in the case of housing loans**  
(net percentage balance of banks indicating a contribution of individual factors to tightening or easing weighted by market share)



**Chart 8 Perceived demand for loans in the household segment**  
(net percentage balance of respondents reporting increase/decrease in demand weighted by market share)

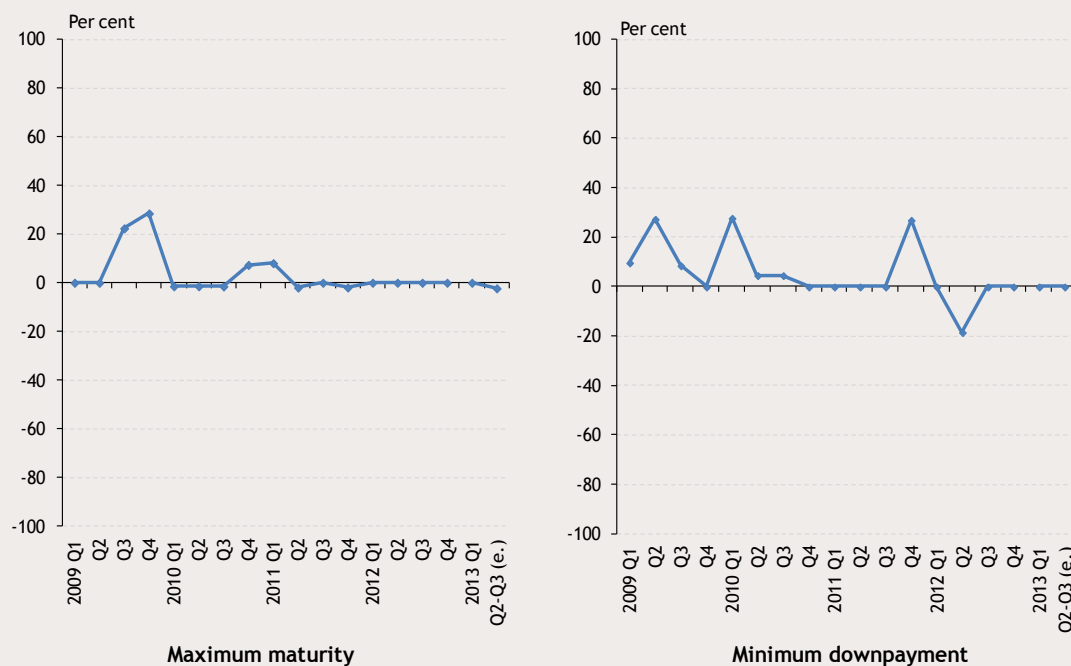


**Chart 9/1 Credit conditions in the consumer loan market -non-pricing conditions**  
(net percentage balance of respondents tightening/easing credit conditions weighted by market share)



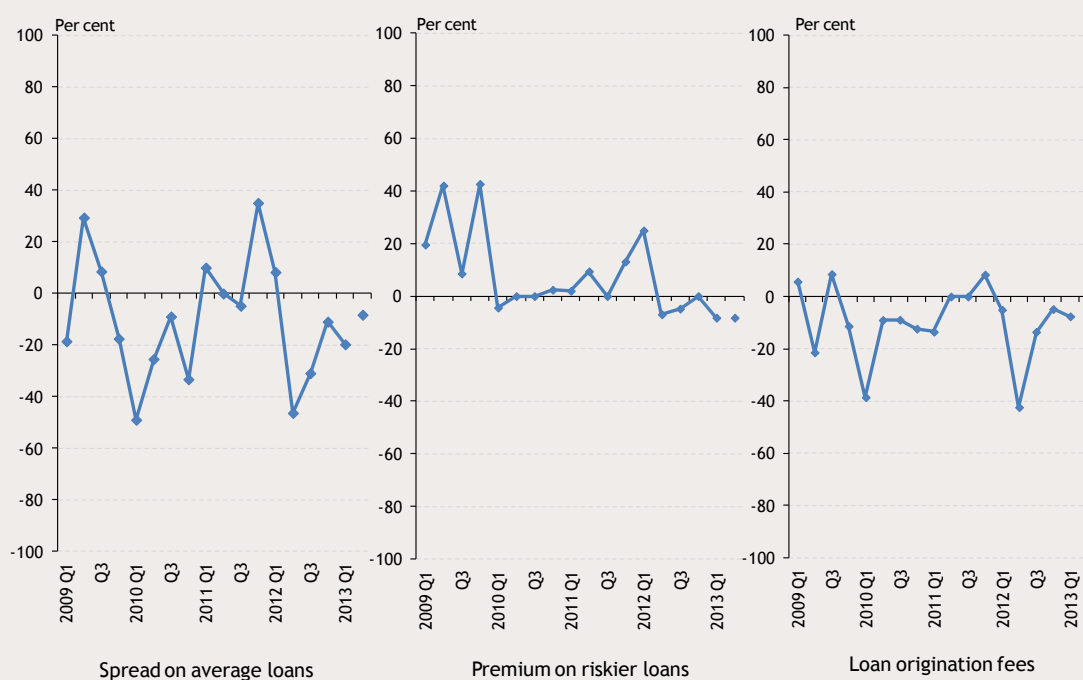
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 9/2 Credit conditions in the consumer loan market -non-pricing conditions  
(net percentage balance of respondents tightening/easing credit conditions weighted by market share)**



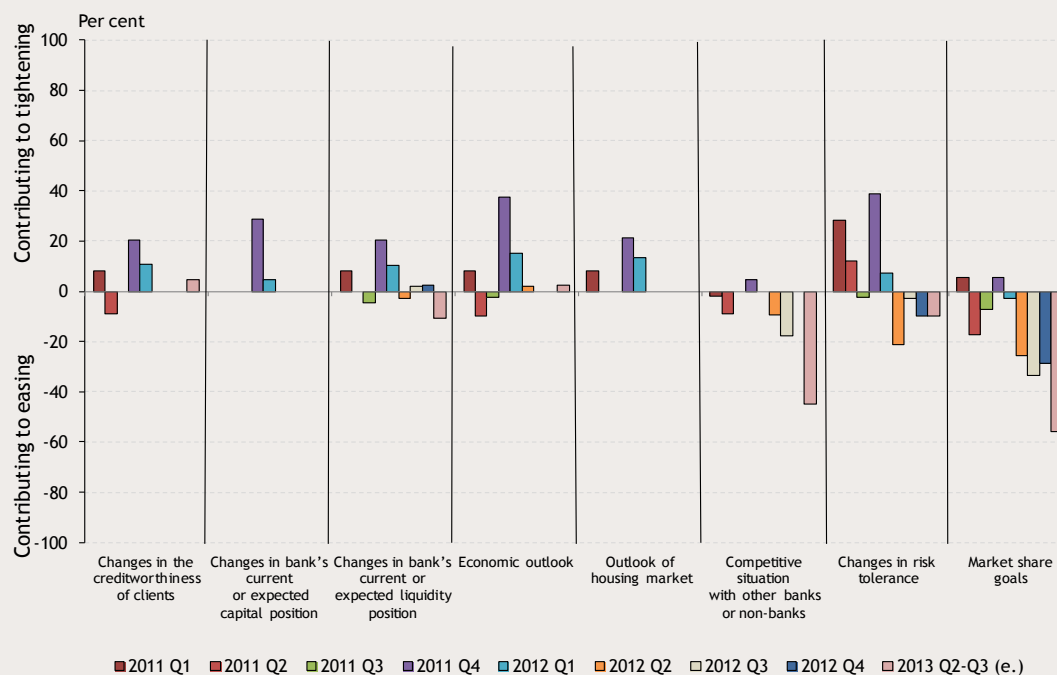
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 10 Credit conditions in the consumer loan market -pricing conditions  
(net percentage balance of respondents tightening/easing credit conditions weighted by market share)**

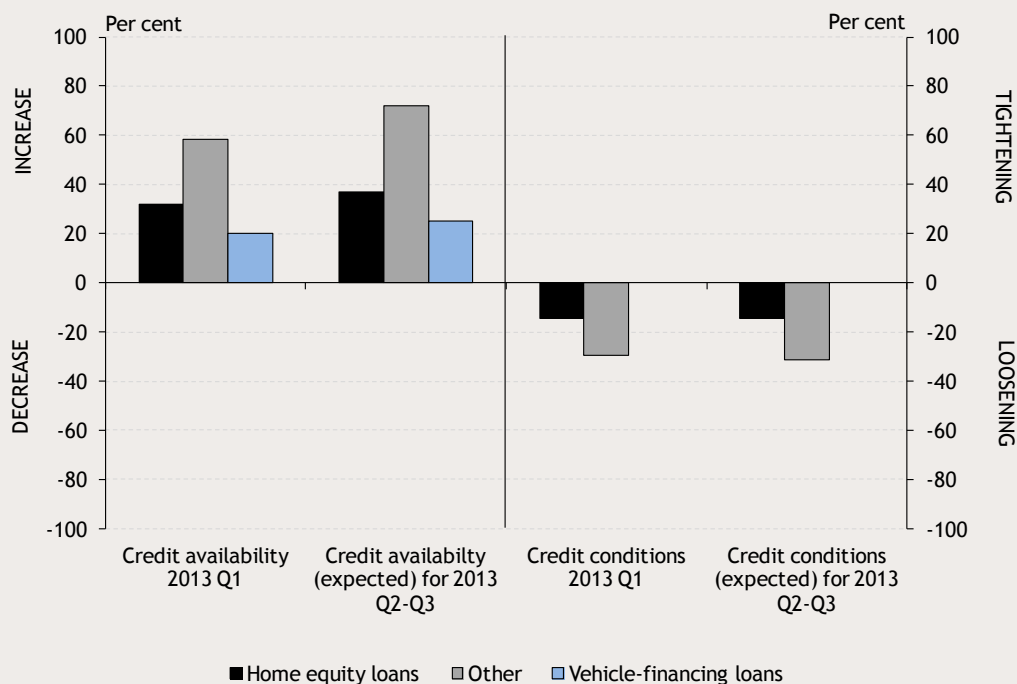


Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 11 Factors contributing to changes in credit conditions in the case of consumer loans**  
(net percentage balance of banks indicating a contribution of individual factors to tightening or easing weighted by market share)



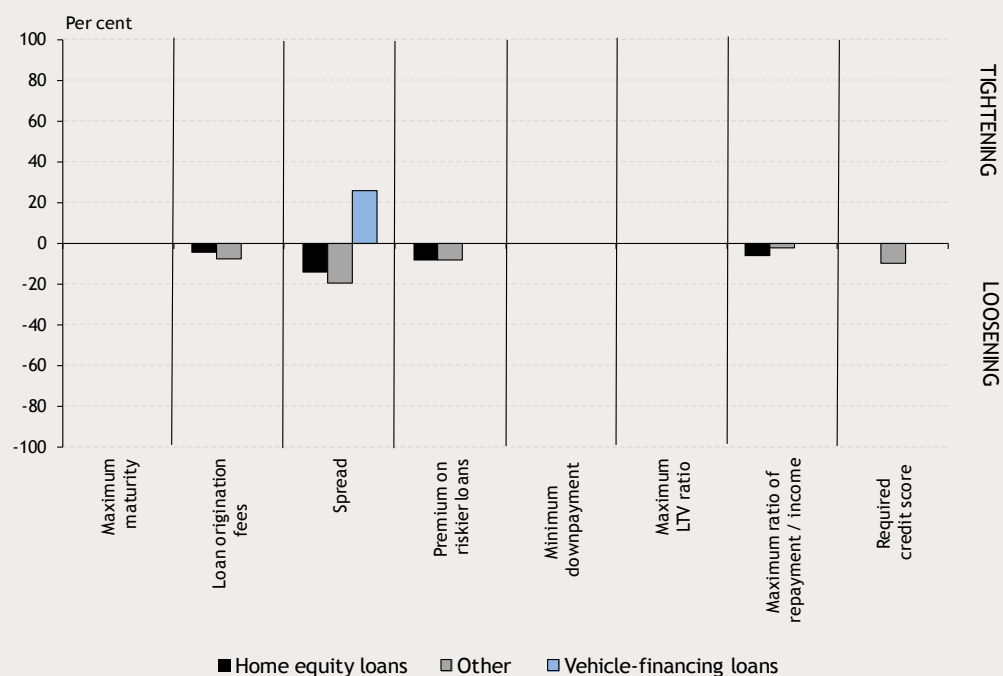
**Chart 12 Willingness to lend and credit conditions for different consumer loan products**  
(net percentage balance of respondents weighted by market share)



Note: The magnitude of tightening/easing is not shown in the chart.

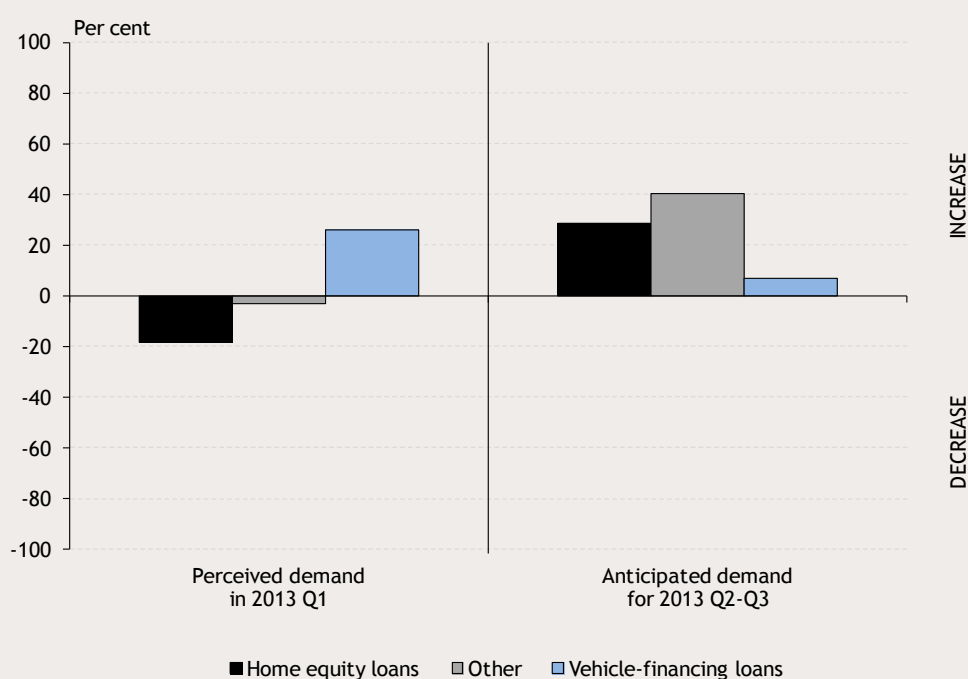


**Chart 13 Credit conditions for different consumer loan products (2013 Q1)**  
 (net percentage balance of respondents tightening/easing credit conditions weighted by market share)

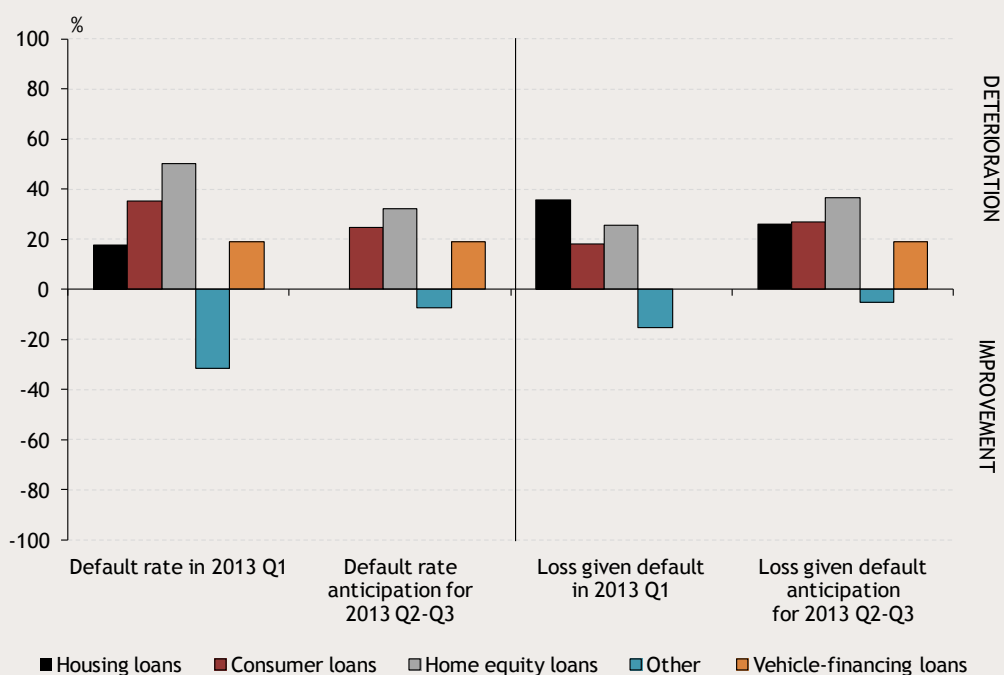


Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 14 Demand for different consumer loan products (net percentage balance of banks reporting increase or decrease weighted by market share)**

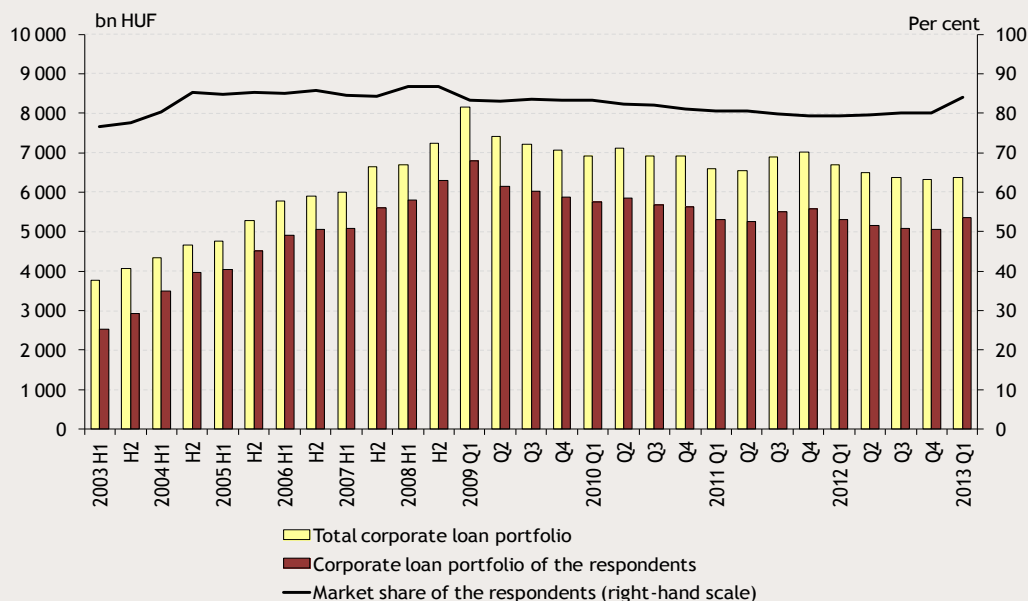


**Chart 15 Default rate of loans to households and loss given default**  
*(net percentage balance of banks reporting increase or decrease weighted by market share)*



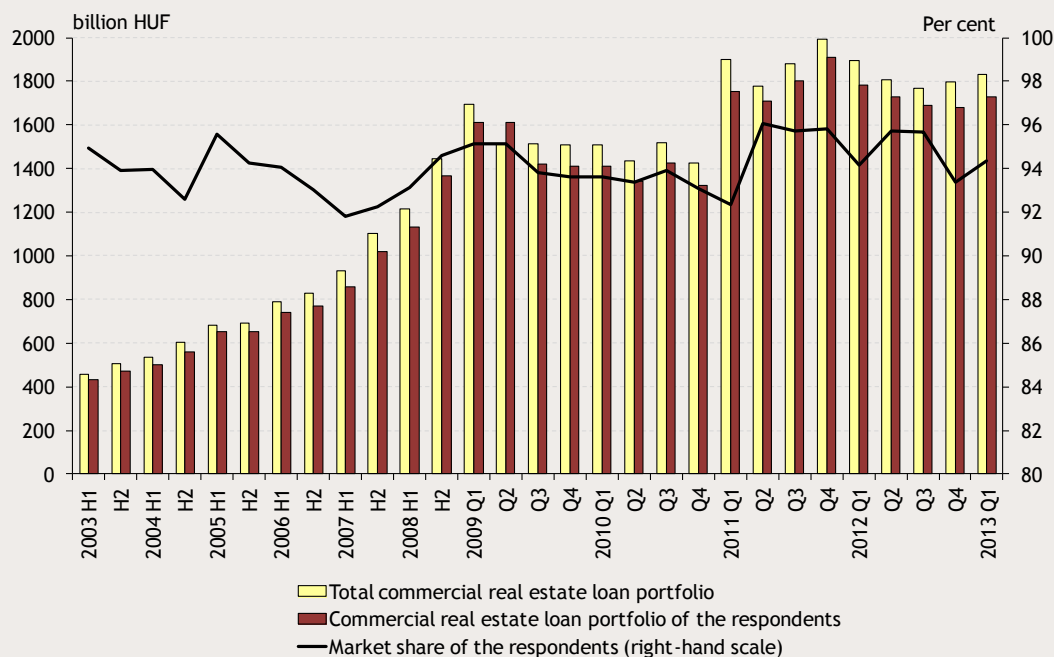
## LENDING TO THE CORPORATE SECTOR

**Chart 16 Outstanding amount of corporate loans and the market share of banks completing the questionnaire**



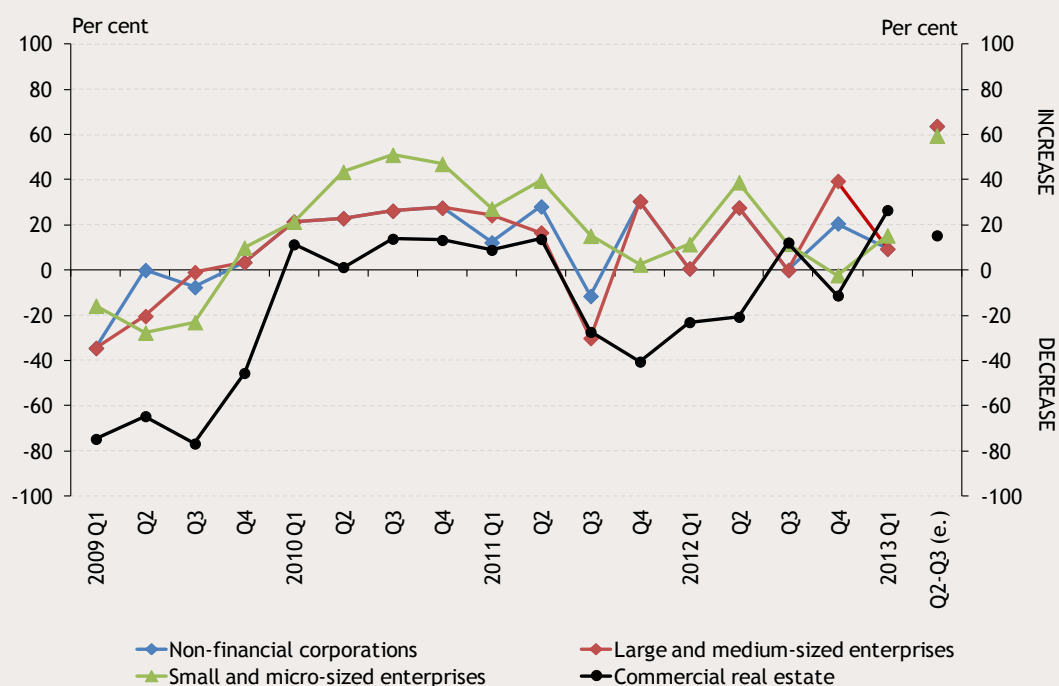
Note: As of 2009, stock data also include those for credit institutions and branches.

**Chart 17 Outstanding amount of commercial real estate loans and the market share of banks completing the questionnaire**

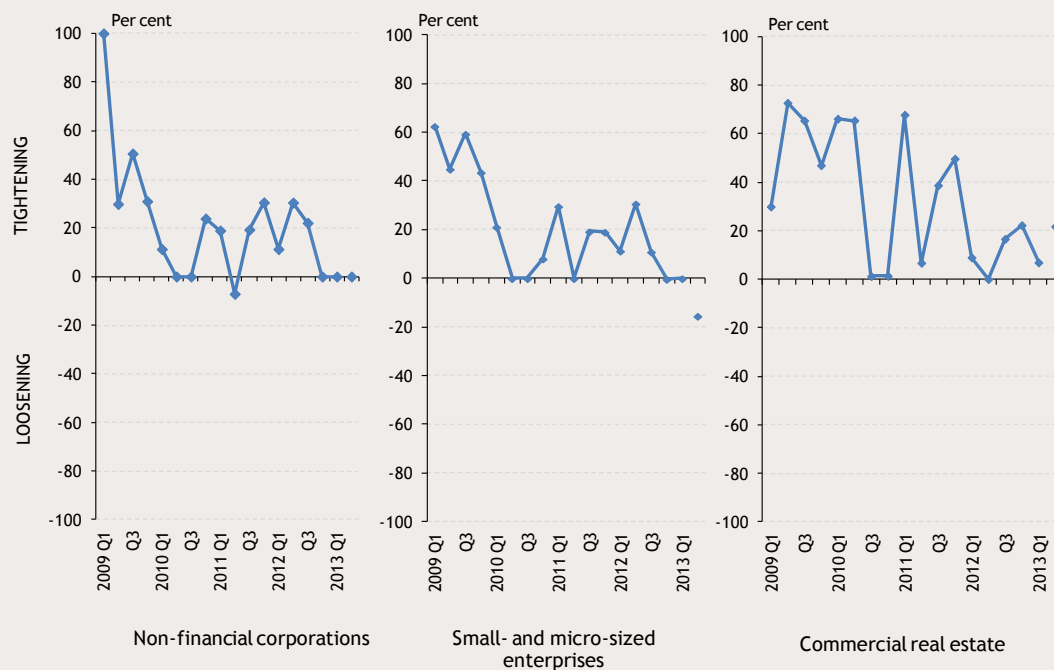


Note: As of 2009, stock data also include those for credit institutions and branches. As of 2011 the data includes loans for commercial real estate purchase, not just for development.

**Chart 18 Willingness of banks to extend corporate loans**  
(net percentage balance of respondents reporting increased/decreased credit availability weighted by market share)

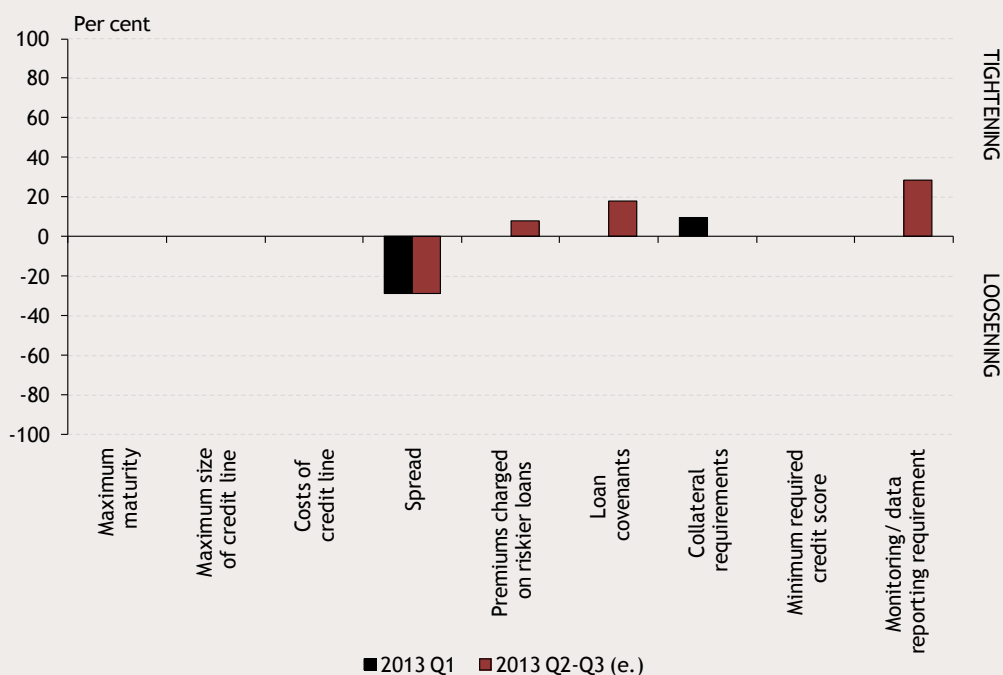


**Chart 19 Credit conditions by corporate category and for commercial real estate loans**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)



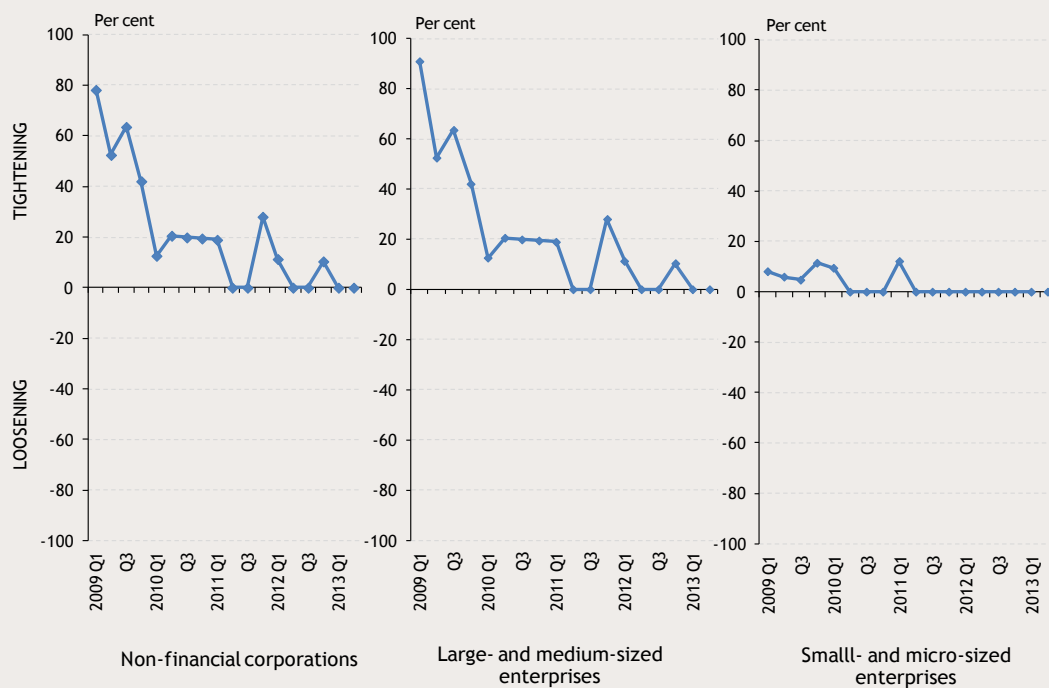
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 20 Credit conditions in the corporate segment (net percentage balance of respondents reporting tightening/easing weighted by market share)**



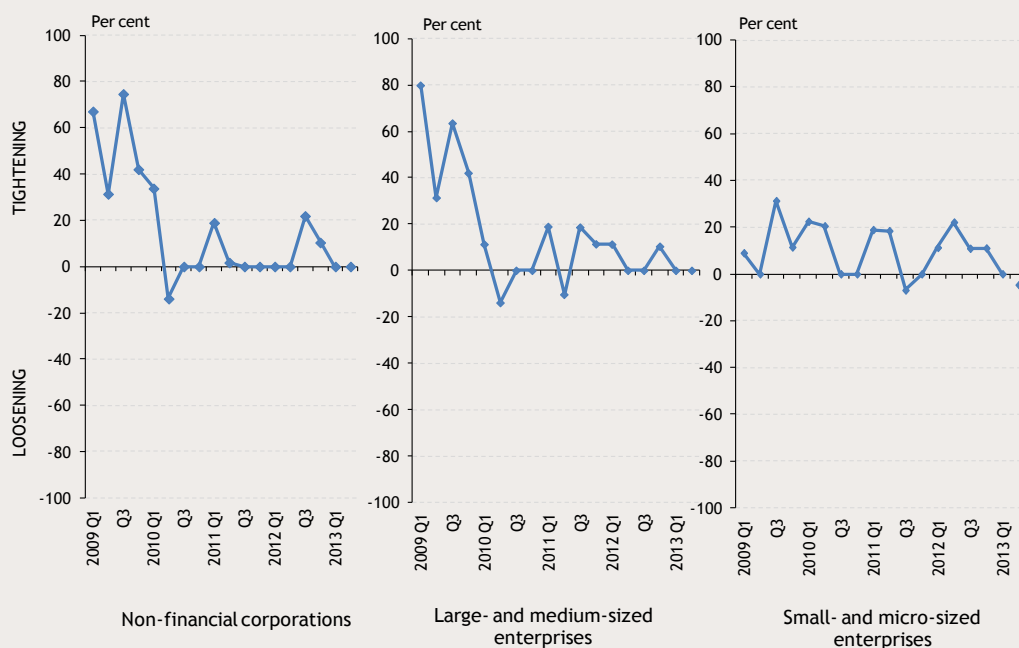
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 21 Maximum maturities by corporate category (net percentage balance of respondents reporting tightening/easing weighted by market share)**



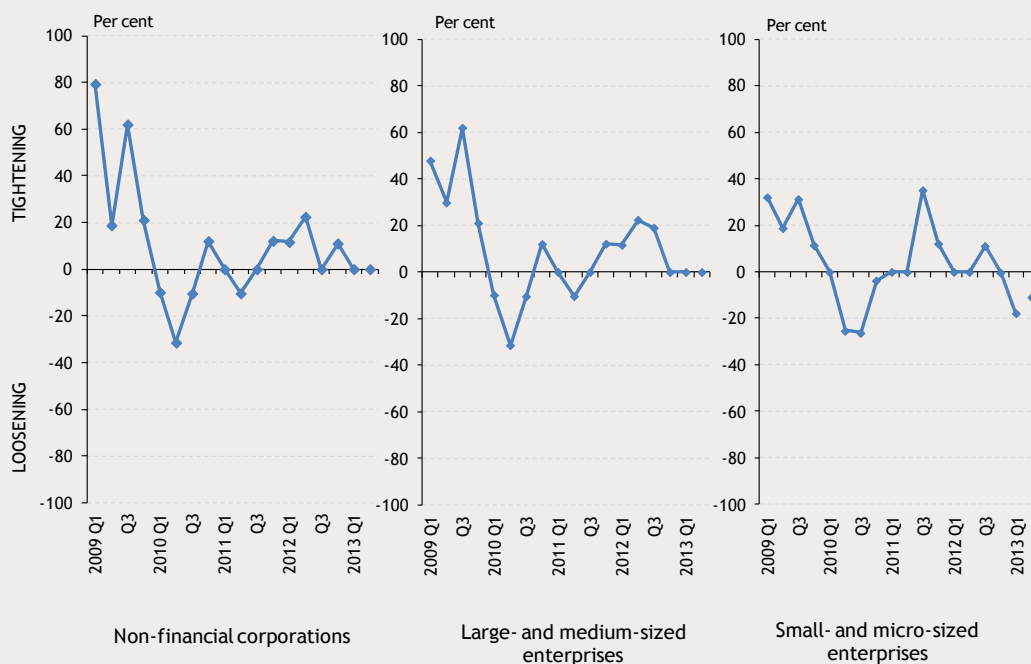
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 22 Maximum size of loans/credit lines by corporate category**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)



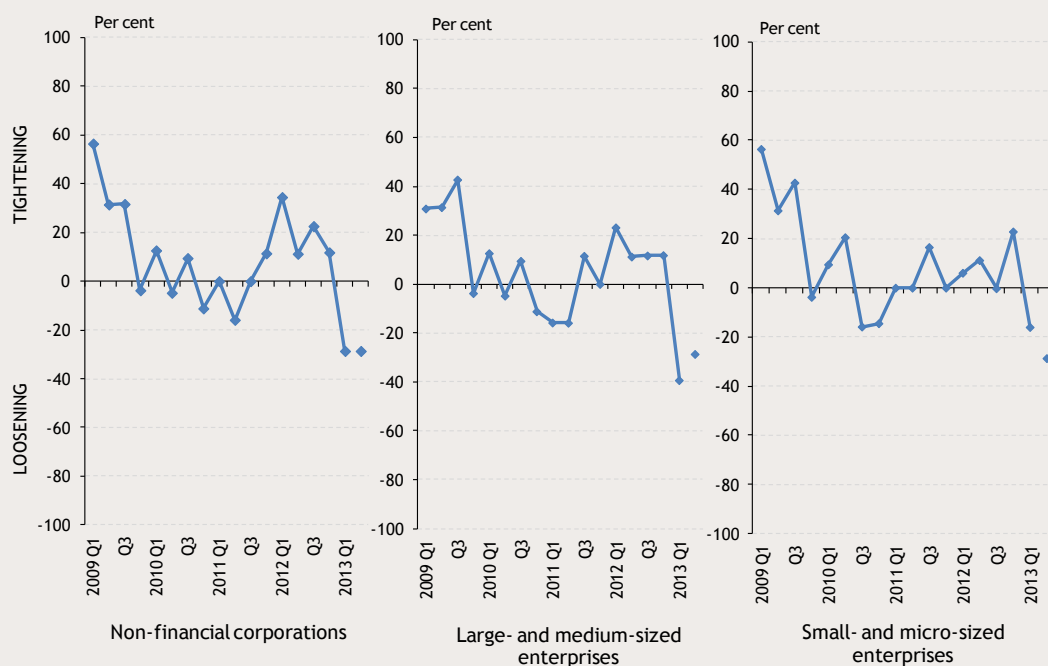
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 23 Fee(s) charged for extending loans/credit lines by corporate category**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)



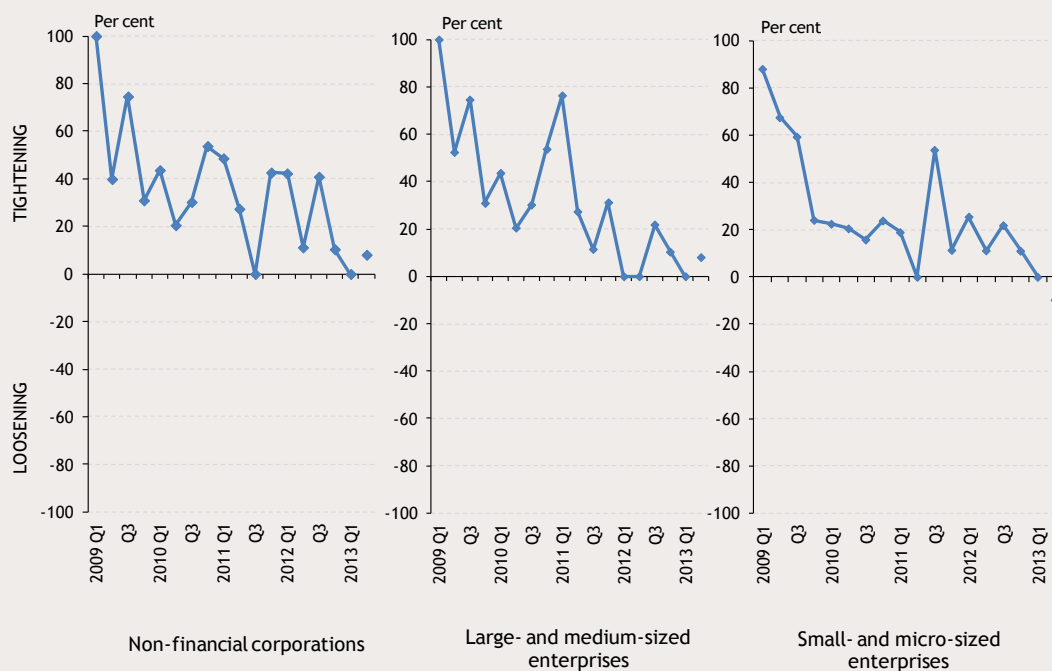
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 24 Spread between lending rates and cost of funds by corporate category**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)



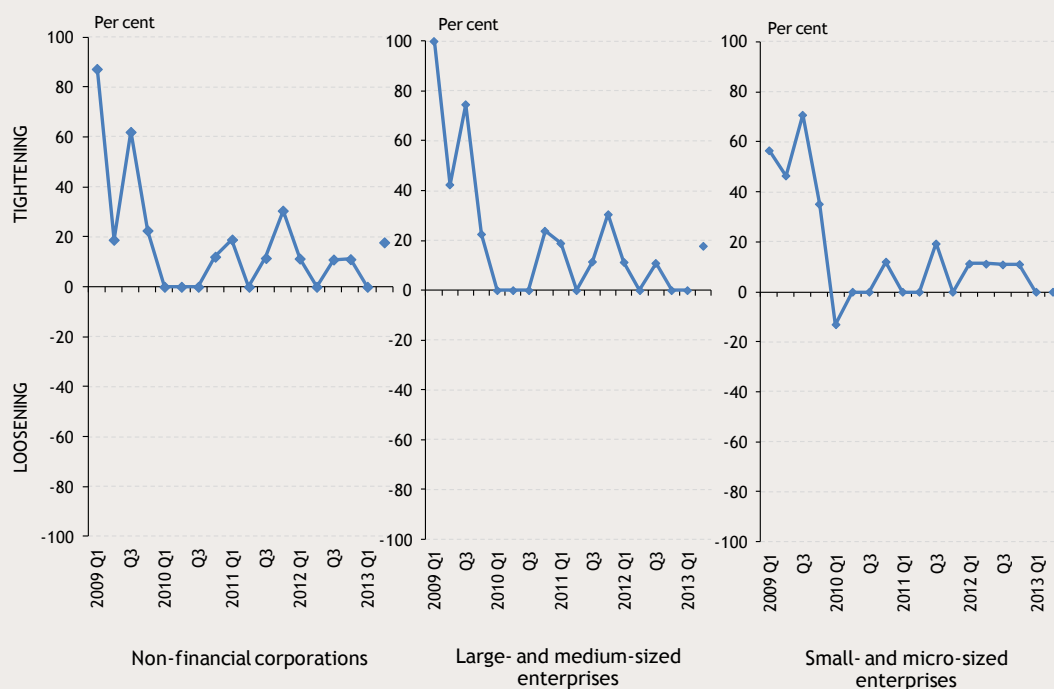
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 25 Premium on higher risk loans by corporate sector**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)



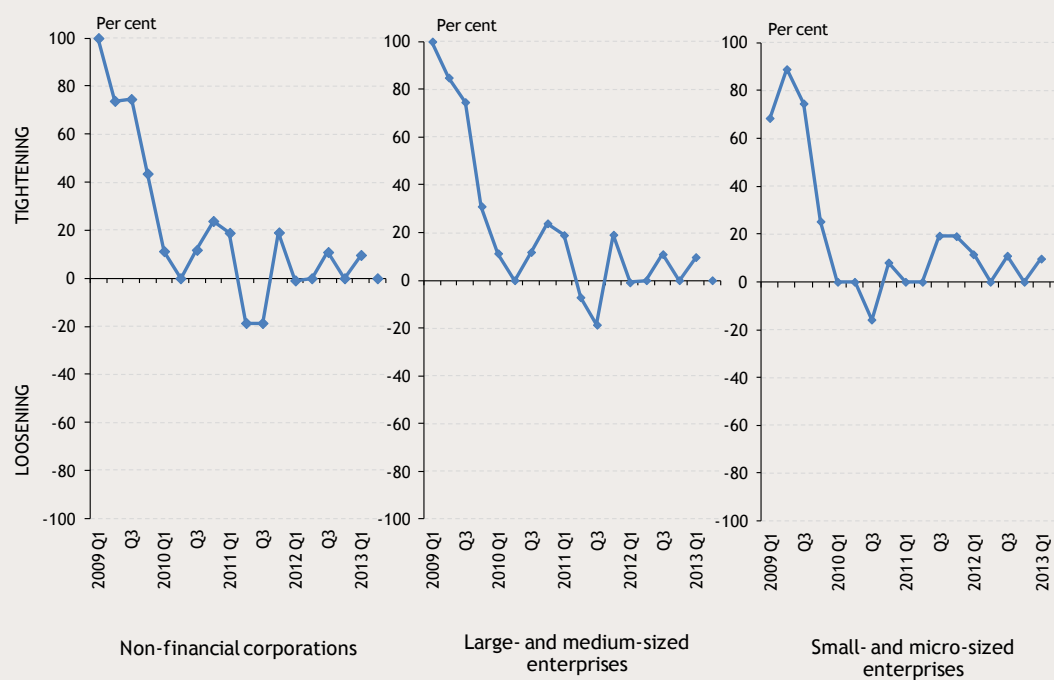
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 26 Covenant requirements by corporate category**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)



Note: The magnitude of tightening/easing is not shown in the chart.

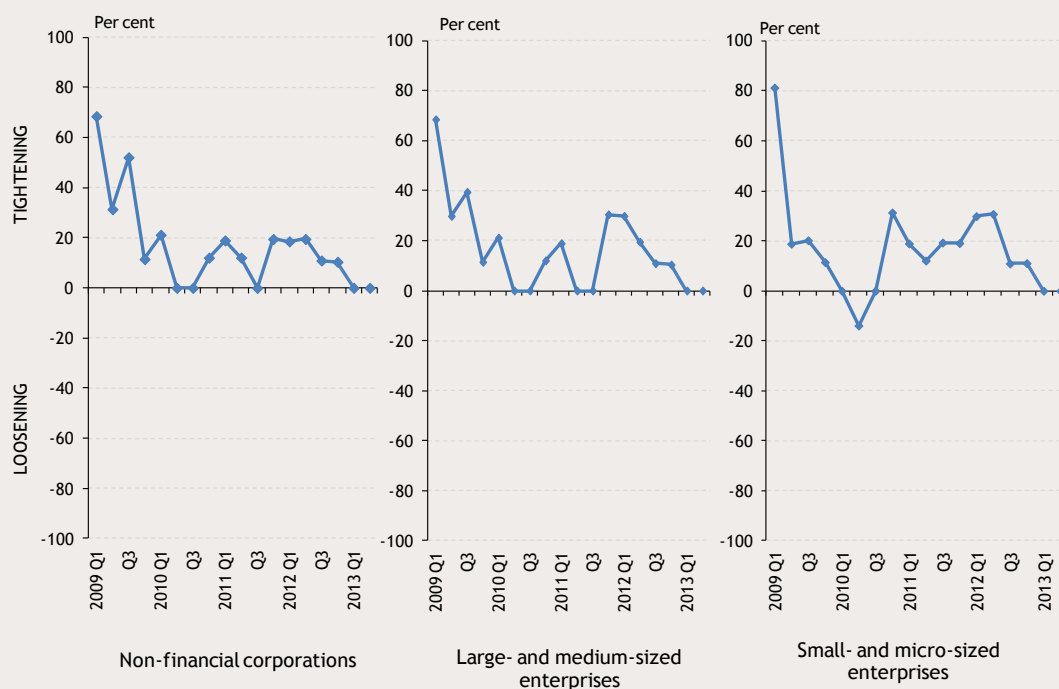
**Chart 27 Collateral requirements by corporate category**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)



Note: The magnitude of tightening/easing is not shown in the chart.

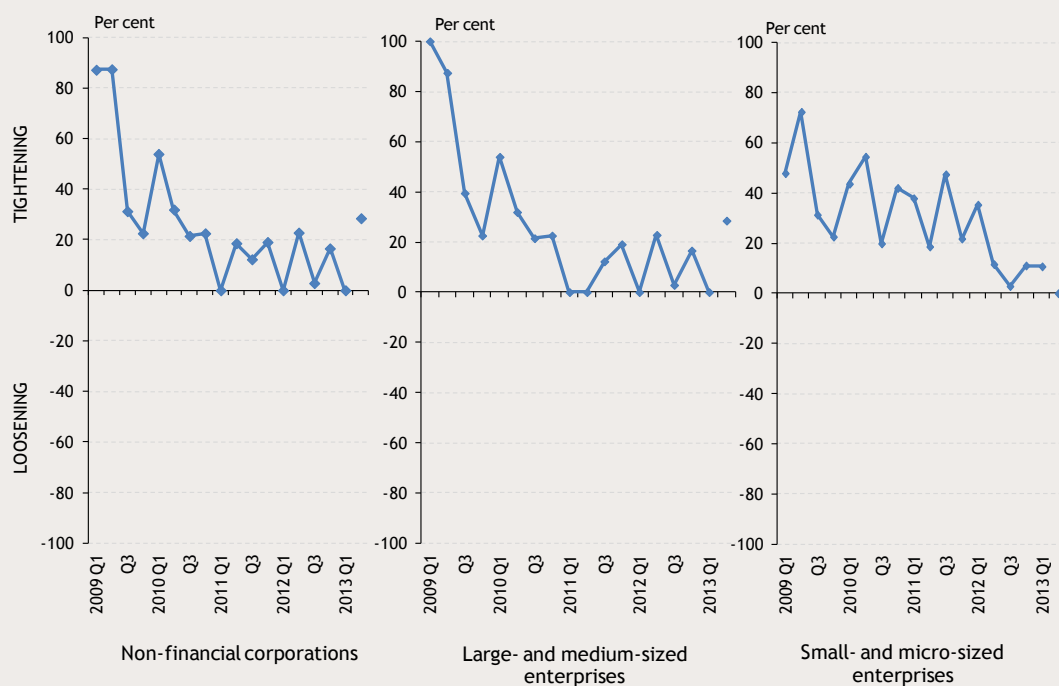


**Chart 28 Minimum required credit score by corporate category**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)



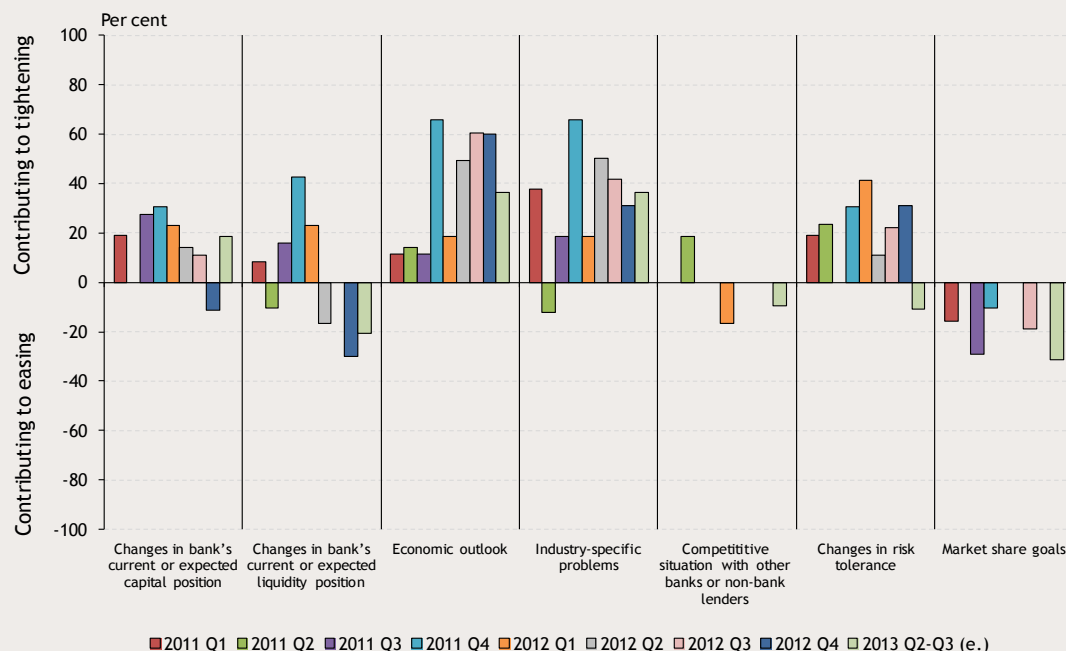
Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 29 Monitoring/reporting requirements by corporate category**  
(net percentage balance of respondents reporting tightening/easing weighted by market share)

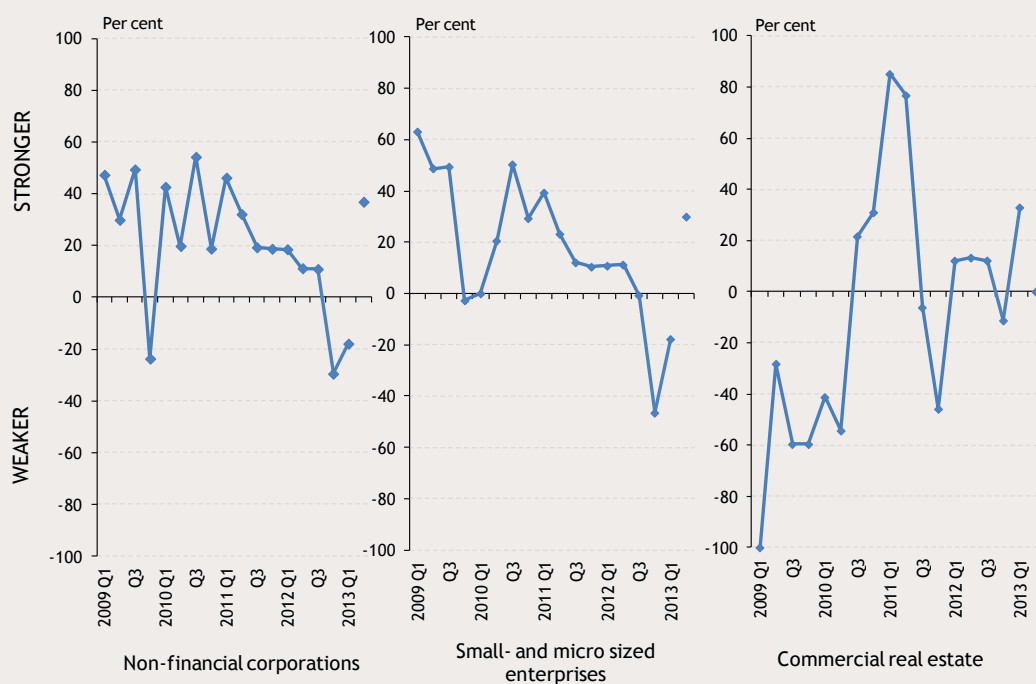


Note: The magnitude of tightening/easing is not shown in the chart.

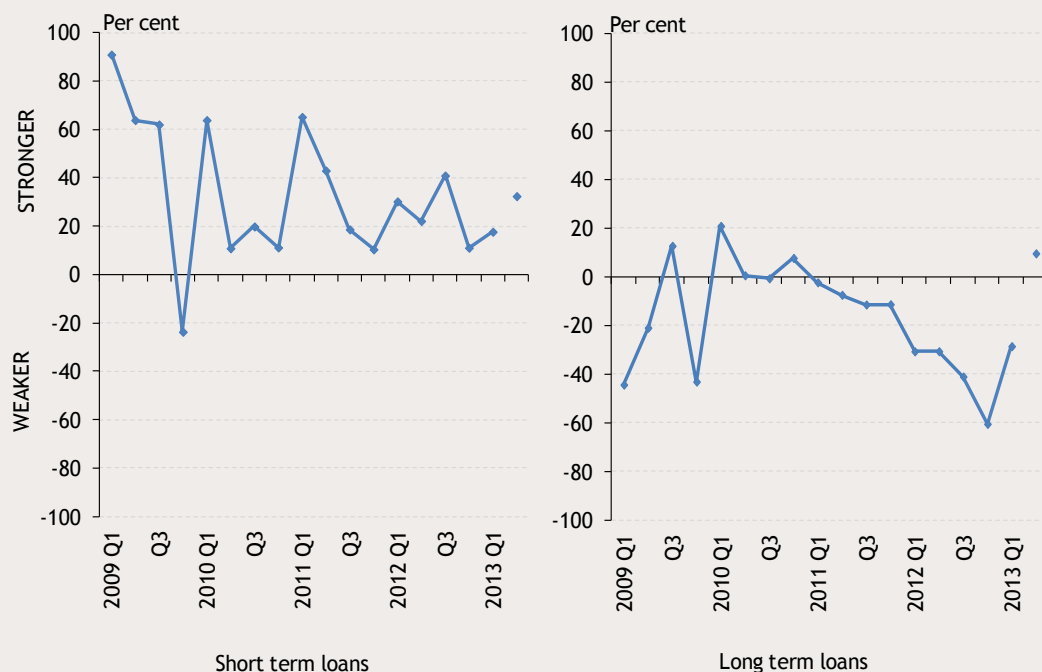
**Chart 30 Factors contributing to changes in credit conditions on corporate loans (net percentage balance of banks indicating a contribution of individual factors to tightening or easing weighted by market share)**



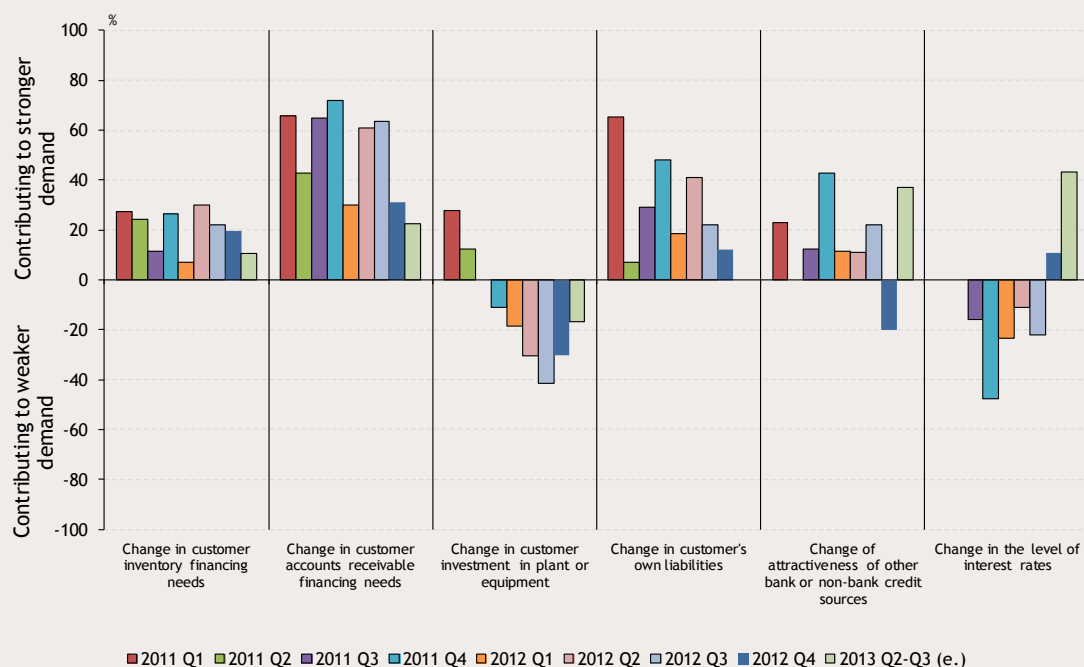
**Chart 31 Perceived demand for corporate loans (net percentage balance of respondents reporting increase/decrease in demand weighted by market share)**



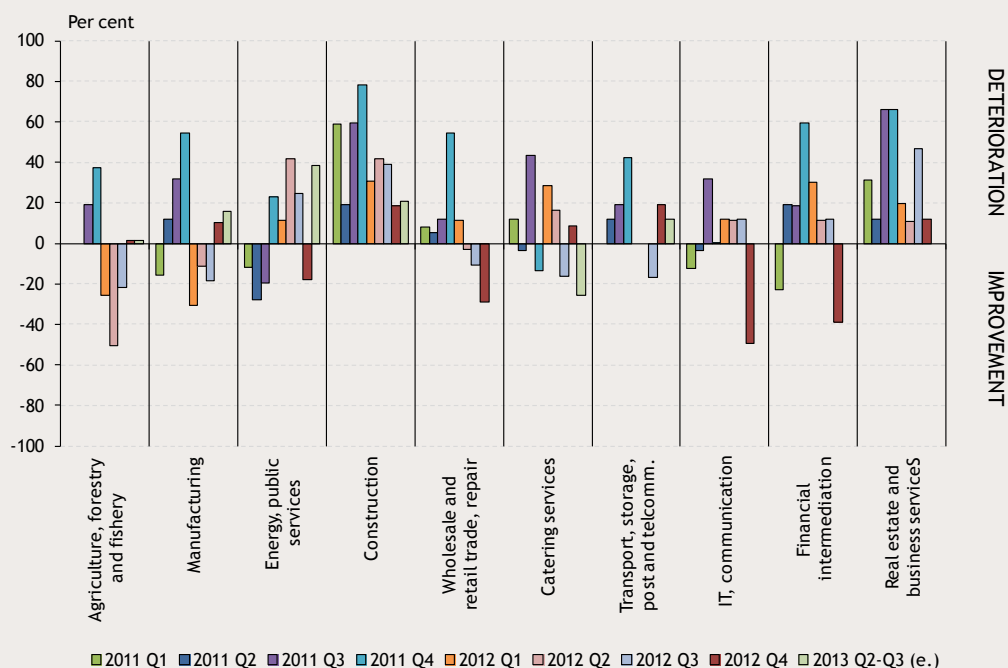
**Chart 32 Perceived demand for corporate loans by maturity**  
(net percentage balance of respondents reporting increase/decrease in demand weighted by market share)



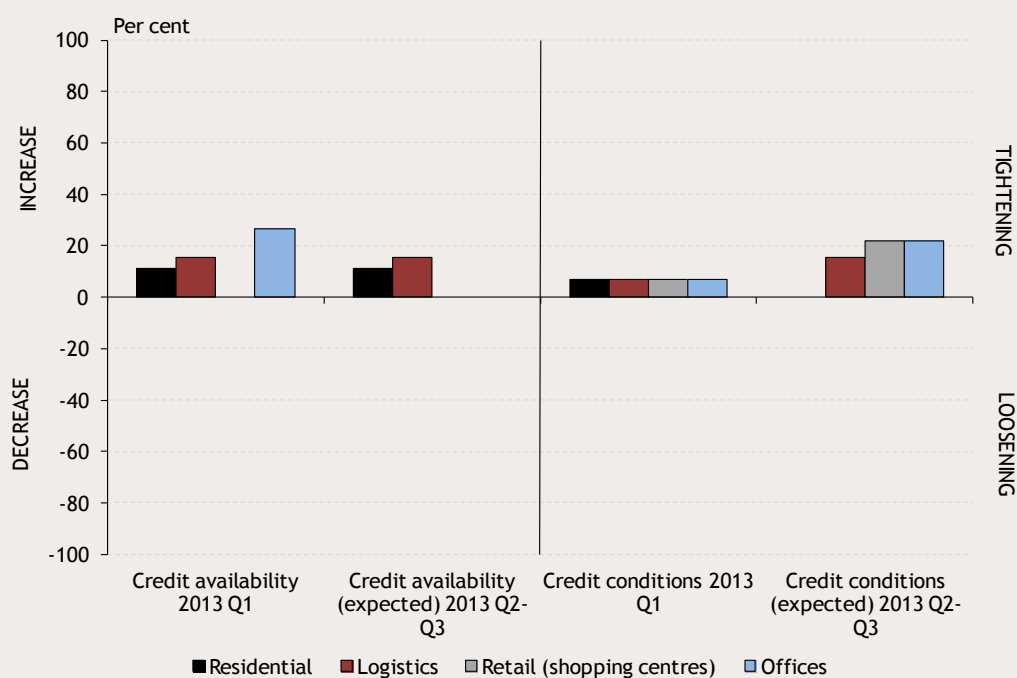
**Chart 33 Factors contributing to corporations' demand for loans based on banks' perceptions**



**Chart 34 Changes in loan portfolio quality by sector**  
(net percentage balance of respondents reporting improvement/deterioration weighted by market share)

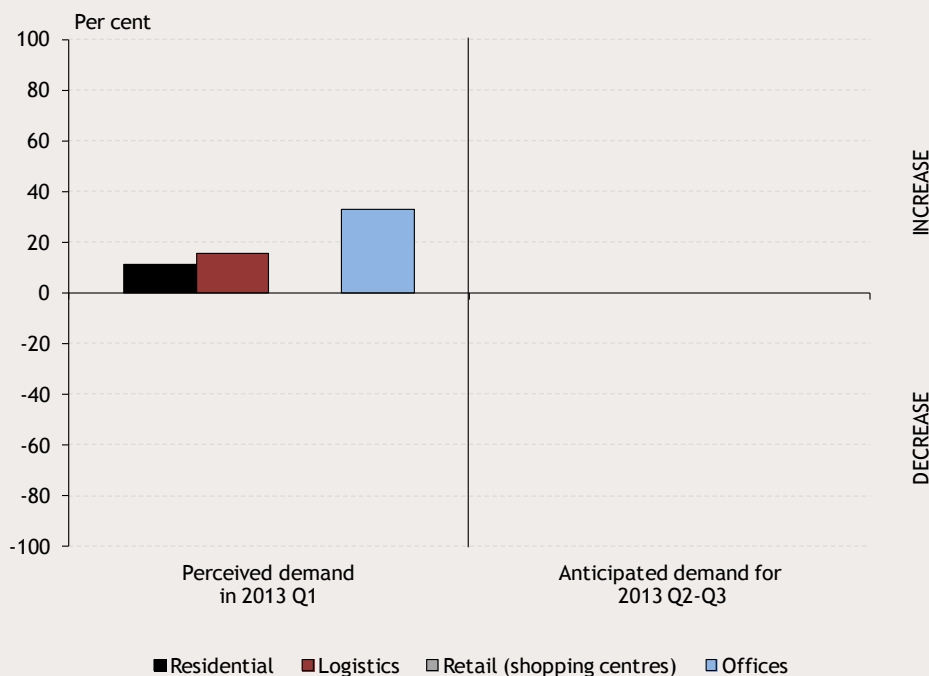


**Chart 35 Credit availability (Willingness to lend) and credit conditions in the commercial real-estate segment** (net percentage balance of respondents reporting an increase/decrease and tightening/easing weighted by market share)

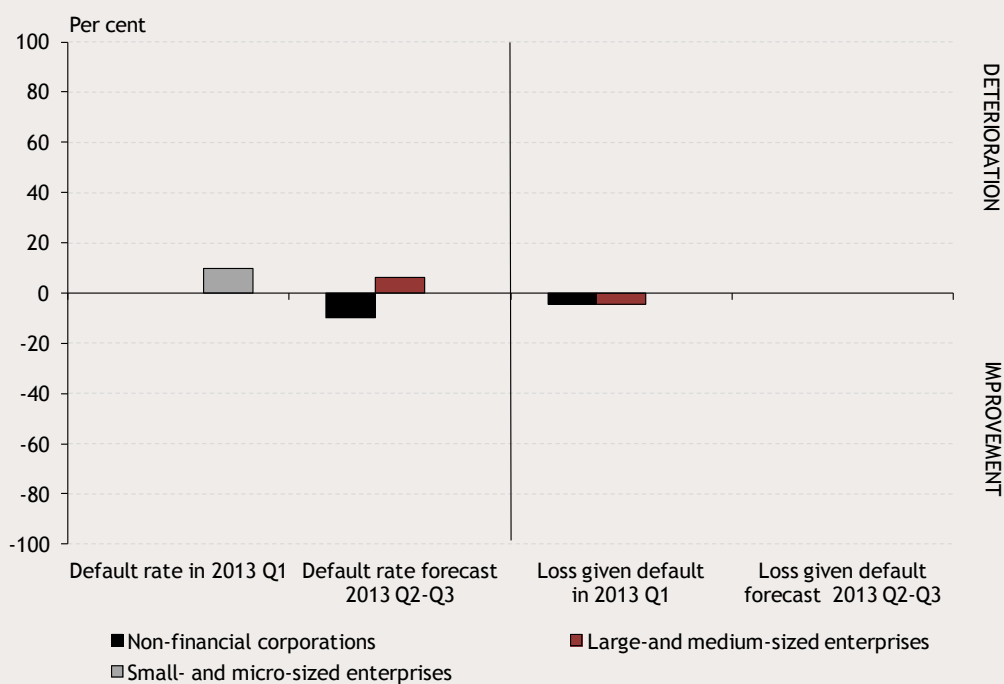


Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 36 Demand for loans in specific segments of the commercial real-estate market**  
(net percentage balance of respondents reporting an increase/decrease in demand weighted by market share)



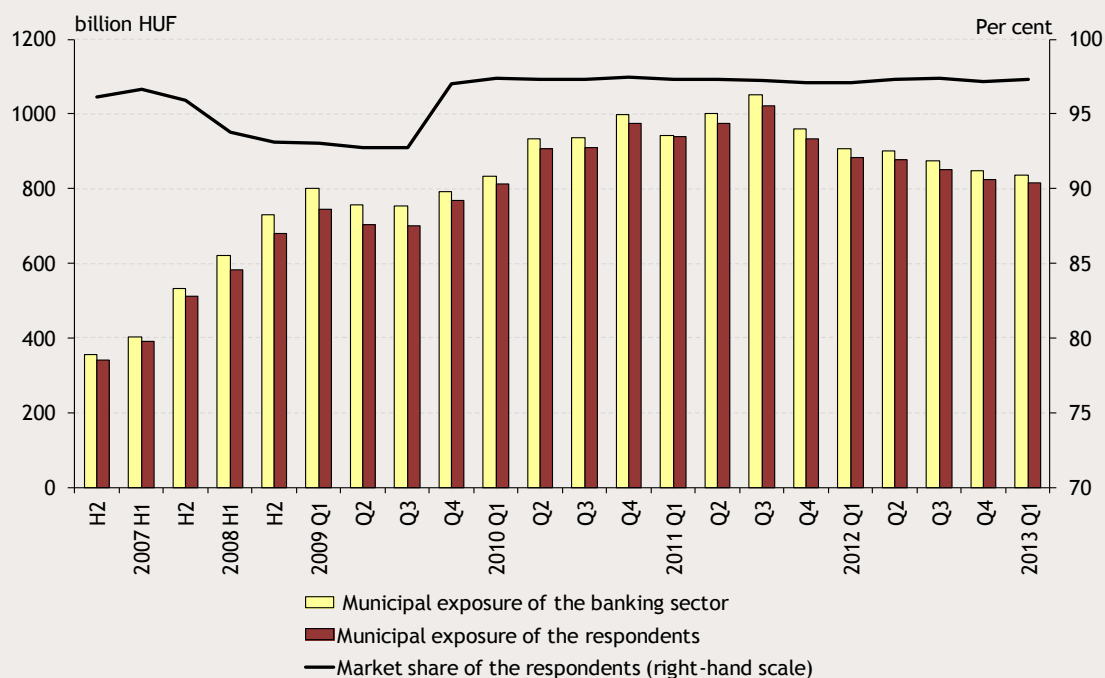
**Chart 37 Developments in perceptions of risk associated with corporate loans based on answers provided on default rate and loss given default** (net percentage balance of respondents reporting increased/decreased risk (weighted by market share))



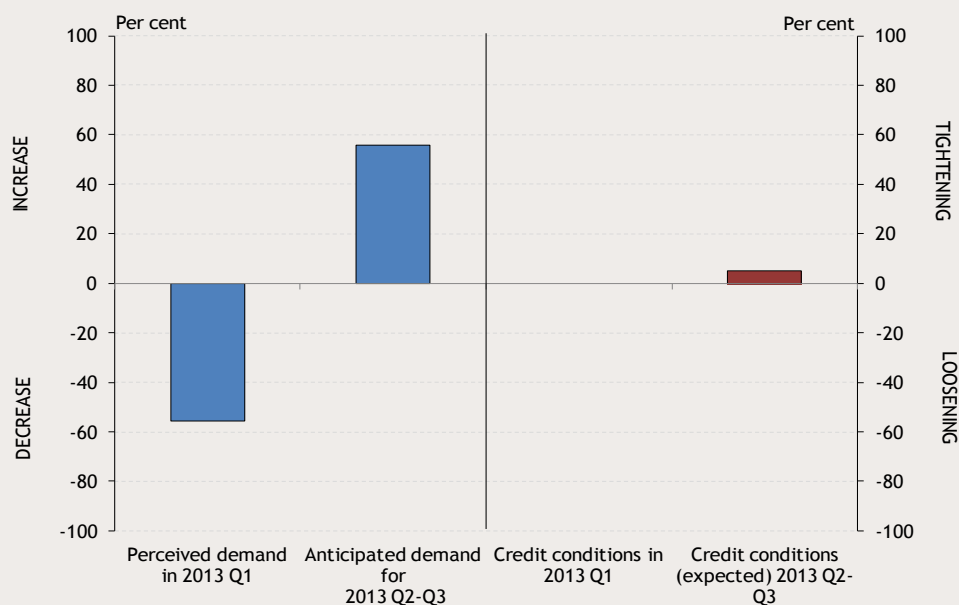
**Chart 38 Changes in the quality of the commercial real estate loan portfolio**  
*(net percentage balance of respondents reporting improvement/deterioration weighted by market share)*



## LENDING TO MUNICIPALITIES

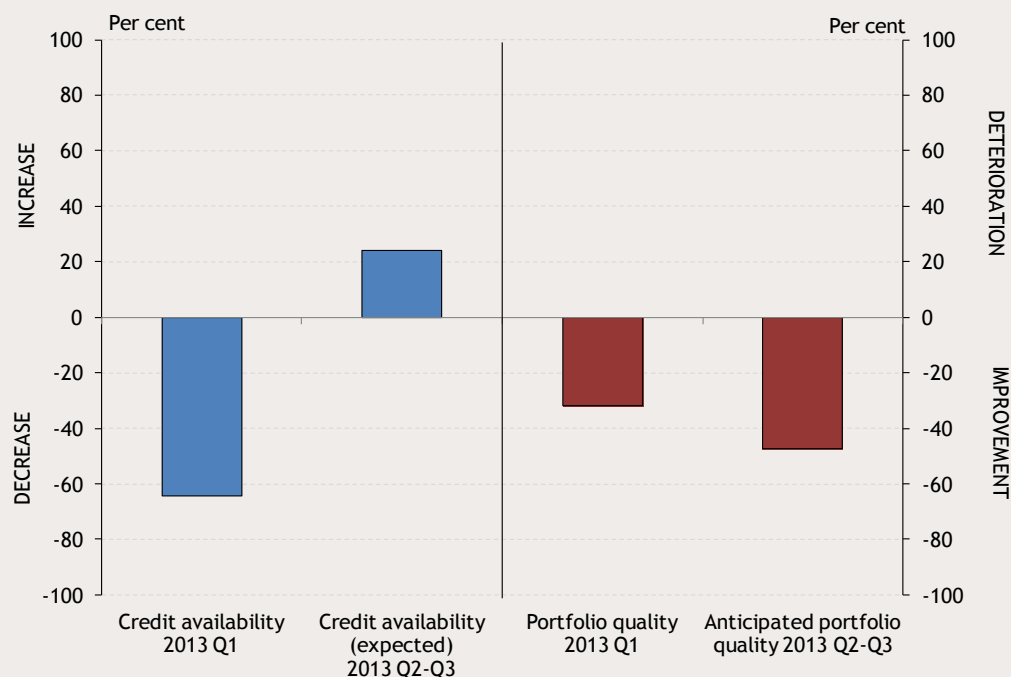
**Chart 39 Total exposure to municipalities and the share of banks completing the questionnaire**

Note: As of 2009, stock data also include those for credit institutions and branches.

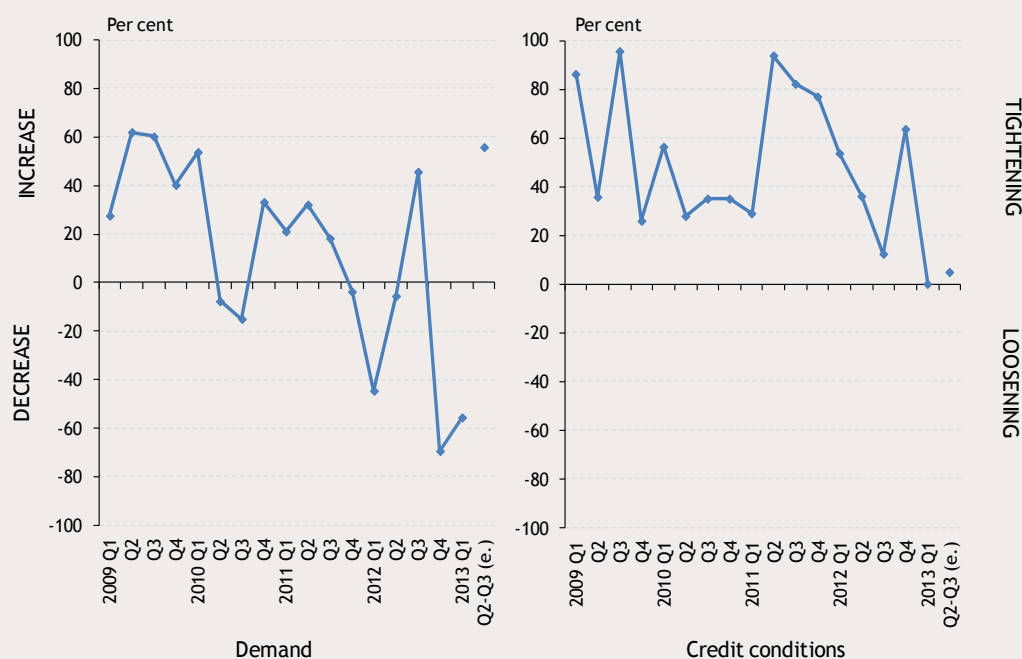
**Chart 40 Perceived demand for loans and credit conditions in lending to municipalities (net percentage balance of respondents reporting an increase/decrease and tightening/easing weighted by market share)**

Note: The magnitude of tightening/easing is not shown in the chart.

**Chart 41 Credit availability (willingness to lend) and portfolio quality in lending to municipalities  
(net percentage balance of respondents reporting an increase/decrease and deterioration/improvement weighted by market share)**



**Chart 42 Perceived demand and credit conditions in lending to municipalities since 2007 H2  
(net percentage balance of respondents reporting an increase/decrease and tightening/easing weighted by market share)**





## ANNEX 2: METHODOLOGICAL NOTES

In terms of methodology – starting from January 2010 – the survey consists of the standard questionnaire in each segment, and we might also ask ad hoc questions of current concerns related to the lending segment. The retrospective questions in the questionnaire refer to the previous quarter year (previous quarter in the past), (e.g. to 2013 Q1 in April 2013), whereas forward-looking questions contain projections for the upcoming half year (e.g. for 2013 Q2-Q3 in April 2013), relative to the trends of the previous quarter year (previous half year in the past).

To indicate changes, the survey used the so-called net change indicator, expressed as a percentage of respondents. This indicator is calculated as follows: market share-weighted ratio of respondents projecting a change (tightening/increasing/strengthening) minus market share-weighted ratio of respondents projecting a change in the opposite direction (easing/decreasing/weakening).

The standard part of the questionnaire asked respondents for changes in willingness to lend (volume of loans), credit standards and credit/disbursement conditions, as well as changes in demand (observed in the last quarter and, as expected for the next half year, seasonally adjusted changes in new credit applications) and in portfolio quality as perceived by the respondent, and changes in the risk assessment of different sectors in the case of the corporate questionnaire. The survey applied a five-step scaling to assess changes in the willingness to lend, demand, standards/conditions, risk parameters, however on the charts we only show the direction, excluding magnitude:

- A rating of 1 reflects a considerable increase in demand and in willingness to lend, a considerable tightening in credit standards/credit conditions, a considerable increase in housing prices and risk parameters and, in the case of the risk assessment of sectors, a score of 1 indicates a considerable increase in risk perception relative to the half year preceding the survey, or relative to the current half year or for the upcoming half year in the case of a forecast.
- A rating of 3 indicates an unchanged assessment, both for the current half year and for the forecast pertaining to the upcoming half year.
- A rating of 5 reflects a considerable decrease in demand and in willingness to lend, a considerable loosening of credit standards/credit conditions, a considerable decline in housing prices and risk parameters and, in the case of the risk assessment of sectors, a rating of 5 indicates a significantly safer climate relative to the half year preceding the survey, or relative to the current half year or for the upcoming half year in the case of a forecast.

Ratings of 2 and 4 allow for an intermediate assessment between two extremes (e.g. demand increasing to some extent).

Keywords used for the purposes of the questionnaire are defined as follows:

**Credit availability** (willingness to lend) reflects the respondent's intention to expand and increase its portfolio in the specific segment.

In terms of **credit conditions**<sup>1</sup>, there is a distinction between price-related and non-price related factors. Non-price related credit conditions (such as collateralisation requirements, loan covenants, maximum size of loans/credit lines, etc.) represent specific contractual terms; the bank will not disburse the loan unless these conditions are met. Regarding the non-price related factors, the survey queried respondents on items such as the spread between the interest rate level and the cost of funds, and risk premium.

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<sup>1</sup> As credit standards and credit conditions are interrelated concepts, we surveyed overall changes in credit conditions and standards, followed by a separate query on individual credit conditions.