

# Credit Conditions Survey

Survey results | 2017 Q4



BANK OF ENGLAND





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# Credit Conditions Survey

2017 Q4

As part of its mission to maintain monetary stability and financial stability, the Bank needs to understand trends and developments in credit conditions. This quarterly survey of bank and building society lenders is an input to this work. Lenders are asked about the past three months and the coming three months. The survey covers secured and unsecured lending to households; and lending to non-financial corporations, small businesses, and to non-bank financial firms.

This report presents the results of the 2017 Q4 survey. It was conducted between 20 November and 8 December 2017.

Additional background information on the survey can be found in the 2007 Q3 *Quarterly Bulletin* article 'The Bank of England Credit Conditions Survey'.

This report, covering the results of the 2017 Q4 survey, and copies of the questionnaires are available on the Bank's website at [www.bankofengland.co.uk/credit-conditions-survey/2017/2017-q4](http://www.bankofengland.co.uk/credit-conditions-survey/2017/2017-q4).

The 2018 Q1 *Credit Conditions Survey* will be published on 12 April 2018.



# Credit Conditions Survey

2017 Q4

## Supply

- Lenders reported that the availability of **secured credit to households** was unchanged in the three months to mid-December 2017 and expected no change over the next three months to mid-March 2018.
- The availability of **unsecured credit to households** was reported to have decreased again in Q4, such that reductions were reported in all four quarters of 2017 (**Chart 1**). Lenders expected a significant decrease in Q1. Credit scoring criteria for granting total unsecured loan applications tightened again in Q4, and lenders expected them to tighten significantly further in Q1.
- The overall availability of **credit to the corporate sector** was reported to have been unchanged again in Q4.

## Demand

- Lenders reported that household demand for **secured lending for remortgaging** increased significantly in Q4. At +49, the net percentage balance suggested the largest quarter-on-quarter change in demand for this type of lending since the falls reported in early 2009. Demand for **secured lending for house purchase** was reported to have increased slightly in Q4.
- While demand for **credit card lending** was reported to be broadly unchanged in Q4, demand for **other unsecured lending** was reported to have fallen significantly (**Chart 2**). This is the first material reported fall in demand for either component of unsecured lending since 2015 Q4. No further changes in demand for unsecured lending were expected for Q1.
- Lenders reported a slight decrease in demand for lending from large PNFCs, and expected this to decrease significantly in Q1 (**Chart 3**). Overall demand for **corporate lending** from small and medium businesses was reported to be unchanged in Q4.

## Loan pricing

- Overall spreads on **secured lending to households** — relative to Bank Rate or the appropriate swap rate — were reported to have narrowed significantly in Q4 and were expected to be unchanged in Q1 (**Chart 4**). This was the case for spreads on both **buy-to-let** and **prime lending**.
- Lenders reported that overall **unsecured lending** spreads tightened in Q4, and expected them to be unchanged in Q1. The length of interest free period for balance transfers on new credit card lending decreased significantly in Q4 and was expected to decrease significantly again in Q1.
- Spreads on **lending to businesses** were unchanged for medium-sized firms in Q4, but widened on loans to small businesses and widened slightly for large PNFCs (**Chart 5**). They were expected to widen on lending to small and medium sized businesses in Q1.

## Defaults

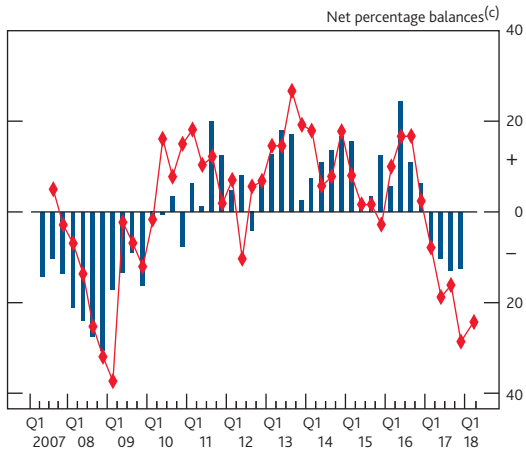
- Lenders reported that default rates on **secured loans to households** fell significantly in Q4, and expected these to fall further in Q1. Losses given default on secured loans were unchanged in Q4 and were expected to remain unchanged in Q1.
- Default rates and losses given default were reported to have increased for **total unsecured lending**, with further increases for both expected in Q1. In Q4, these increases were reported to have been slightly larger for credit card relative to other unsecured lending, although the survey balances were positive for both (**Chart 6**).
- Lenders reported that default rates on **loans to corporates** increased slightly for small businesses, while remaining unchanged for medium and large PNFCs. Losses given default on corporate loans were reported to have been unchanged in Q4 for medium and large businesses, but decreased slightly for small businesses.

This report presents the results of the 2017 Q4 survey. It was conducted between 20 November and 8 December 2017. 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 their 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  $\pm 100$ .

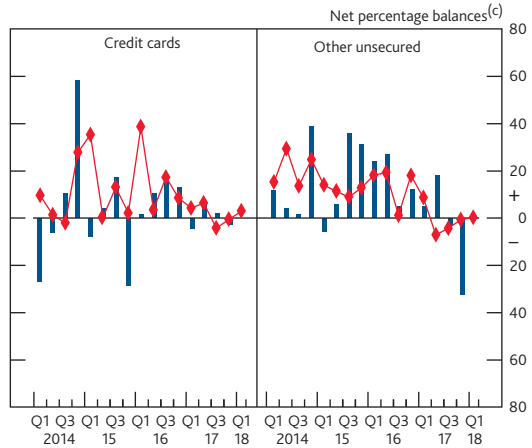
This report and copies of the questionnaires are available on the Bank's website at [www.bankofengland.co.uk/credit-conditions-survey/2017/2017-q4](http://www.bankofengland.co.uk/credit-conditions-survey/2017/2017-q4).

**Chart 1 Household unsecured credit availability<sup>(a)(b)</sup>**



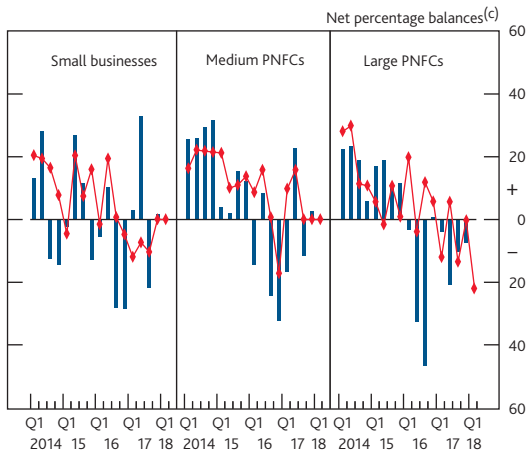
- (a) Net percentage balances are calculated by weighting together the responses of those lenders who answered the question. The blue bars show the responses over the previous three months. The red diamonds show the expectations over the next three months. Expectations balances have been moved forward one quarter so that they can be compared with the actual outturns in the following quarter.
- (b) Question: 'How has the availability of unsecured credit provided to households changed?'
- (c) A positive balance indicates that more unsecured credit is available.

**Chart 2 Demand for unsecured lending by loan type<sup>(a)(b)</sup>**



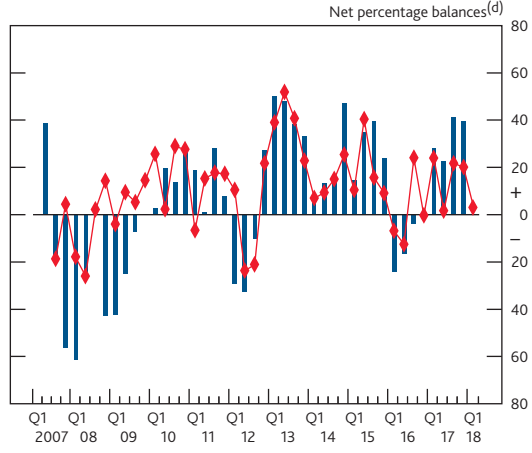
- (a) See footnote (a) to Chart 1.
- (b) Question: 'How has demand for credit card/other unsecured lending from households changed?'
- (c) A positive balance indicates an increase in demand.

**Chart 3 Corporate demand for lending by firm size<sup>(a)(b)</sup>**



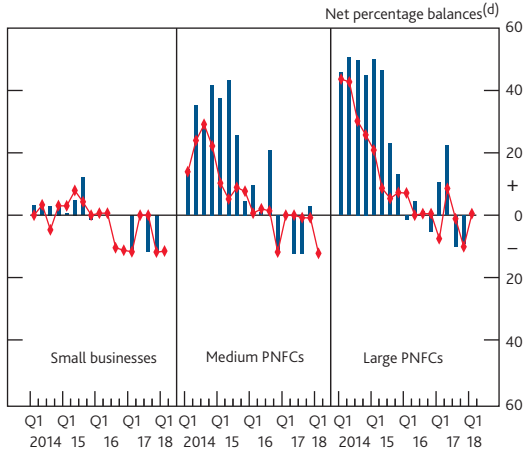
- (a) See footnote (a) to Chart 1.
- (b) Question: 'How has overall demand for lending from small businesses, medium PNFCs and large PNFCs changed?'
- (c) A positive balance indicates an increase in demand.

**Chart 4 Spreads on secured lending to households<sup>(a)(b)(c)</sup>**



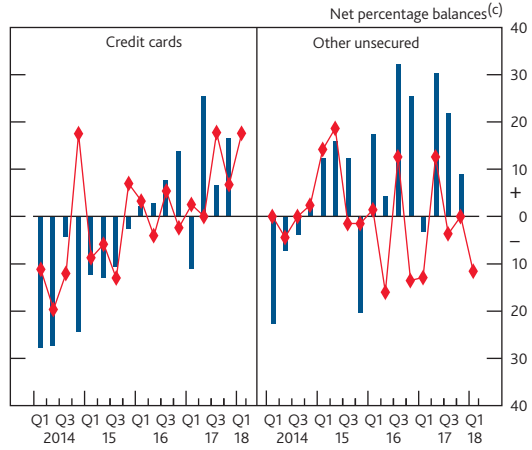
- (a) See footnote (a) to Chart 1.
- (b) Spreads are over Bank Rate or the relevant swap rate.
- (c) Question: 'How have overall secured lending spreads changed?'
- (d) A positive balance indicates that spreads have fallen such that, all else being equal, it is cheaper for households to borrow.

**Chart 5 Spreads on lending to corporates by firm size<sup>(a)(b)(c)</sup>**



- (a) See footnote (a) to Chart 1.
- (b) Spreads are over Bank Rate or the relevant swap rate.
- (c) Question: 'How have spreads on loans to small businesses, medium PNFCs and large PNFCs changed?'
- (d) A positive balance indicates that spreads have fallen such that, all else being equal, it is cheaper for corporates to borrow.

**Chart 6 Default rates on unsecured lending to households<sup>(a)(b)</sup>**



- (a) See footnote (a) to Chart 1.
- (b) Question: 'How has the default rate on credit card/other unsecured loans to households changed?'
- (c) A positive balance indicates an increase in the default rate.

## Annex 1

### Secured lending to households questionnaire results

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 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  $\pm 100$ . This annex reports the net percentage balance of respondents for each question in the secured lending questionnaire.

Positive balances indicate that lenders, on balance, reported/expected demand/credit availability/defaults to be higher than over the previous/current three-month period, or that the terms and conditions on which credit was provided became cheaper or looser respectively.

Where the survey balances are discussed, descriptions of a 'significant' change refer to a net percentage balance greater than 20 in absolute terms, and a 'slight' change refers to a net percentage balance of between 5 and 10 in absolute terms. Survey balances between 0 and 5 in absolute terms are described as unchanged.

The first *Credit Conditions Survey* was conducted in 2007 Q2 and additional questions have been included since 2007 Q4. A full set of results is available in Excel on the Bank's website at <https://www.bankofengland.co.uk/credit-conditions-survey/2017/2017-q4>.

		Net percentage balances <sup>(a)</sup>											
		2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>How has the availability of secured credit provided to households changed?</b>	Past three months	-4.1	8.8	15.5	5.4	-3.4	-5.4	-1.8	-3.9	3.6	10.0	7.2	1.5
	Next three months	8.5	7.5	15.2	14.6	16.3	4.6	4.1	8.7	13.4	-7.5	-1.7	4.2
<b>Factors contributing to changes in credit availability:<sup>(b)</sup></b>													
changing economic outlook	Past three months	0.0	0.0	2.2	0.0	-1.2	0.0	-4.5	-0.1	2.0	-1.9	-2.0	-0.6
	Next three months	0.0	2.2	0.0	0.0	5.9	-8.7	-3.8	-1.6	6.6	-1.9	0.0	-3.3
market share objectives	Past three months	5.2	7.4	5.5	9.1	2.7	14.5	11.2	21.7	7.4	15.1	19.5	10.8
	Next three months	6.4	9.8	12.4	11.1	14.7	13.8	18.3	13.7	24.1	19.9	8.5	9.8
changing appetite for risk	Past three months	0.0	9.3	1.2	2.4	-1.9	-7.6	-3.3	3.4	0.0	-2.5	0.0	0.0
	Next three months	8.9	1.7	3.6	8.7	0.7	-7.3	1.5	4.2	0.0	-7.7	5.7	2.0
tight wholesale funding conditions	Past three months	0.0	2.1	0.0	4.9	0.0	0.0	-1.9	-1.6	-2.3	0.0	0.0	0.0
	Next three months	0.0	-4.9	-2.2	0.8	-11.0	-2.1	5.2	0.0	0.0	0.0	0.0	-2.2
expectations for house prices	Past three months	0.0	1.7	0.0	21.3	13.1	14.1	-4.5	1.5	0.0	5.3	-2.0	0.0
	Next three months	0.0	1.7	0.0	21.3	13.1	5.5	-8.3	7.9	-2.0	-2.8	0.0	0.0
<b>How has the availability of household secured credit to the following types of borrower changed?</b>													
Borrowers with low loan to value ratios (75% or less)	Past three months	-6.8	15.0	6.4	3.5	3.6	0.8	-0.8	2.8	2.6	1.1	6.6	3.9
	Next three months	16.3	0.8	7.8	7.4	-1.2	-0.8	3.4	0.0	13.6	4.4	-2.5	1.8
Borrowers with high loan to value ratios (more than 75%)	Past three months	-2.4	11.4	16.4	1.5	6.4	-3.8	-1.1	-5.2	1.0	4.7	-5.6	1.2
	Next three months	-0.1	1.8	2.6	3.4	1.6	7.9	0.6	6.4	8.9	-7.9	6.8	6.5
<b>Have you become more willing to lend to borrowers with housing equity less than 10% of the value of their home?</b>	Past three months	9.0	-1.2	1.8	7.7	-0.8	19.5	2.4	-0.4	-14.6	3.2	-4.1	0.4
	Next three months	0.0	11.5	10.3	5.8	12.2	7.0	3.1	-1.8	0.4	-13.0	-1.5	4.9

		Net percentage balances <sup>(a)</sup>											
		2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>How have credit scoring criteria for granting loan applications by households changed?</b>	Past three months	2.0	8.4	3.1	0.6	-0.5	-6.6	-8.3	0.3	-1.7	9.0	-2.1	-1.0
	Next three months	1.9	3.7	-4.8	1.2	9.5	3.6	0.4	0.7	13.6	-7.7	-12.0	-0.9
<b>How has the proportion of household loan applications being approved changed?</b>	Past three months	-1.0	13.0	9.2	-10.4	2.6	0.1	-10.2	-2.3	-1.4	18.5	-5.3	4.4
	Next three months	11.8	5.8	-0.7	12.4	0.7	5.5	0.3	-7.7	22.1	-4.1	-3.0	-4.6
<b>How has the average credit quality of new secured lending to households changed?</b>	Past three months	-1.4	-3.0	0.7	4.6	-4.9	-7.8	3.6	-5.4	1.6	3.5	0.9	-4.5
	Next three months	9.9	10.4	2.6	0.9	-8.0	10.7	-1.9	0.0	-5.9	1.9	0.0	0.0
<b>How has the default rate on secured loans to households changed?</b>	Past three months	-34.6	-17.3	-15.5	-22.4	-16.2	-17.2	-15.0	-13.7	2.7	-23.2	-21.7	-23.6
	Next three months	-11.0	-14.1	-14.6	-6.4	-8.6	-15.2	-11.6	-1.1	-2.8	-9.6	-19.7	-19.2
<b>How have losses given default on secured loans to households changed?</b>	Past three months	-33.9	-24.5	-33.1	-24.0	6.0	-19.5	-0.2	-20.5	-7.3	-4.5	16.2	3.4
	Next three months	20.1	-10.0	-14.9	-18.8	-3.3	-16.3	5.0	-0.7	-12.8	7.6	0.4	-2.3
<b>How has demand for secured lending for house purchase from households changed?</b>	Past three months	-40.8	32.1	23.3	7.9	12.2	21.5	-44.0	5.7	-15.3	2.4	-6.0	8.2
	Next three months	17.5	15.9	3.1	11.0	7.2	6.4	18.2	3.3	15.5	15.8	-1.0	-0.2
<i>of which: demand for prime lending</i>	Past three months	-44.3	31.3	15.4	-7.7	12.5	20.4	-42.5	6.5	-6.7	10.6	-6.2	5.5
	Next three months	16.8	15.9	17.1	1.0	7.5	9.9	11.0	4.2	16.1	6.6	-2.0	-9.1
<i>of which: demand for buy-to-let lending</i>	Past three months	-15.8	22.2	43.4	21.6	7.6	-7.7	-63.8	34.7	-39.9	-25.0	3.3	2.3
	Next three months	3.6	16.9	-10.3	29.7	-24.3	-16.6	7.8	-14.2	-4.6	10.4	-12.3	-7.3
<b>How has demand for secured lending for remortgaging from households changed?</b>	Past three months	-26.8	11.9	17.5	13.8	15.0	4.8	-11.6	32.2	-0.3	-5.9	16.2	49.1
	Next three months	8.3	11.2	15.7	-0.2	13.3	10.7	14.0	3.9	19.6	3.6	4.7	1.7
<b>How have overall secured lending spreads changed?</b>	Past three months	14.4	35.0	39.7	23.8	-24.3	-16.7	-3.7	-1.0	28.0	22.5	41.0	39.6
	Next three months	40.3	15.6	9.1	-6.9	-12.5	24.0	-0.4	24.0	1.6	21.7	20.0	3.1
<i>of which: spreads on prime lending</i>	Past three months	14.4	35.0	41.3	24.7	-18.6	-16.7	-5.8	1.0	28.4	22.8	41.0	41.6
	Next three months	38.4	15.6	9.8	-6.9	-12.5	22.5	-0.3	24.6	1.7	22.0	20.0	1.3
<i>of which: spreads on buy-to-let lending</i>	Past three months	-10.4	10.2	35.7	20.5	-24.1	-14.1	-18.1	-9.2	35.4	29.6	41.0	38.9
	Next three months	17.4	21.1	17.1	-6.4	-9.1	25.5	-2.5	35.3	13.0	13.7	20.0	3.2
<b>How have fees on secured lending changed?</b>	Past three months	9.8	6.4	0.0	0.0	1.6	9.3	0.0	-2.2	1.6	0.0	-9.5	-5.3
	Next three months	7.0	0.0	0.0	0.0	0.7	0.0	1.5	2.2	2.1	0.0	0.7	0.0
<b>How have maximum loan to value ratios changed?</b>	Past three months	11.0	0.8	0.7	8.0	0.0	1.6	1.6	1.9	1.6	-1.6	1.7	0.0
	Next three months	-4.0	-0.8	1.9	1.5	2.3	0.7	-2.7	4.8	-1.6	0.0	-1.7	-3.6
<b>How have maximum loan to income ratios changed?</b>	Past three months	-18.5	-0.3	6.1	-3.3	-1.9	-5.1	1.4	-0.8	9.1	-5.3	-4.1	-8.9
	Next three months	-9.0	6.0	-0.7	-7.5	0.0	2.1	1.9	1.8	-5.3	0.0	-8.7	-7.6

(a) Net percentage balances are calculated by weighting together the responses of those lenders who answered the question by their market shares. Positive balances indicate that lenders, on balance, reported/expected demand/credit availability/defaults to be higher than over the previous/current three-month period, or that the terms and conditions on which credit was provided became cheaper or looser respectively.

(b) A positive balance indicates that the changes in the factors described have served to increase credit availability.

## Annex 2

### Unsecured lending to households questionnaire results

The methodology for calculating, and interpretation of, the aggregate results are as described in Annex 1.

		Net percentage balances <sup>(a)</sup>											
		2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>How has the availability of unsecured credit provided to households changed?</b>	Past three months	15.4	2.6	3.5	12.5	5.6	24.5	11.0	6.2	-6.6	-10.3	-13.0	-12.4
	Next three months	1.6	1.6	-2.8	10.0	16.6	16.7	2.4	-7.9	-18.8	-16.2	-28.6	-24.3
<b>Factors contributing to changes in credit availability:<sup>(b)</sup></b>													
changing economic outlook	Past three months	0.0	0.0	0.0	0.0	0.5	0.0	-0.7	-1.9	-10.6	0.0	-1.4	0.6
	Next three months	0.0	0.0	0.0	0.0	0.0	0.0	-0.9	-8.4	-8.8	-11.6	-6.8	-4.0
market share objectives	Past three months	13.1	-1.6	19.0	5.9	1.4	-0.4	-1.5	4.1	1.7	0.1	9.2	0.0
	Next three months	15.7	8.5	7.7	11.9	4.5	4.0	2.2	3.7	0.2	-0.3	0.0	-4.7
changing appetite for risk	Past three months	5.8	1.3	0.2	7.4	0.5	0.4	0.0	-0.5	-2.1	-10.8	-2.8	-0.4
	Next three months	1.3	0.8	1.1	4.4	6.0	0.0	-0.5	-0.2	-0.7	-7.0	-10.1	-14.5
changing cost/availability of funds	Past three months	0.0	0.0	0.0	0.4	0.3	-0.5	0.0	0.5	0.5	-0.8	0.0	1.1
	Next three months	0.0	0.0	-5.1	1.1	0.0	9.3	-0.5	0.0	0.5	-0.8	0.0	1.8
<b>How have credit scoring criteria for granting credit card loan applications by households changed?</b>	Past three months	27.2	1.1	1.4	1.0	-5.0	10.9	5.0	-19.2	-11.8	-20.4	-11.4	-9.2
	Next three months	9.9	-0.4	-28.1	-6.0	17.3	6.5	0.0	-11.2	-32.7	-9.9	-6.1	-25.8
<b>How have credit scoring criteria for granting other unsecured loan applications by households changed?</b>	Past three months	0.0	6.5	7.8	17.0	22.7	21.6	11.6	14.9	-10.3	-18.5	-19.7	-27.0
	Next three months	6.3	6.5	0.3	20.9	8.9	11.9	9.5	-4.4	-4.5	-24.0	-27.2	-15.8
<b>How have credit scoring criteria for granting total unsecured loan applications by households changed?</b>	Past three months	22.2	2.1	2.8	3.9	0.2	12.9	6.2	-12.7	-11.5	-20.0	-13.0	-12.4
	Next three months	9.2	0.9	-23.0	-1.1	15.8	7.5	1.8	-9.9	-27.2	-12.7	-10.0	-24.0
<b>How has the proportion of credit card loan applications from households being approved changed?</b>	Past three months	-11.0	-5.4	-3.0	-20.1	-10.0	6.4	2.7	-5.8	-13.4	16.3	-21.3	-16.7
	Next three months	16.4	12.7	-10.7	12.2	33.2	17.3	2.5	1.2	3.1	-6.8	-15.0	-33.4
<b>How has the proportion of other unsecured loan applications from households being approved changed?</b>	Past three months	9.5	-2.3	18.3	-2.0	7.1	13.5	5.5	4.2	17.1	-9.4	-20.4	-21.7
	Next three months	3.6	8.0	14.1	15.8	26.2	11.9	13.7	12.9	-4.5	-21.3	-22.8	-31.1
<b>How has the proportion of total unsecured loan applications from households being approved changed?</b>	Past three months	-7.3	-4.8	0.9	-16.8	-6.8	7.7	3.2	-3.9	-7.6	11.3	-21.2	-17.6
	Next three months	14.1	11.8	-6.3	12.8	31.9	16.3	4.6	3.4	1.6	-9.6	-16.4	-32.9
<b>How has the average credit quality of new credit card lending to households changed?<sup>(c)</sup></b>	Past three months	-18.3	7.2	-23.3	-15.5	-11.2	0.1	-20.6	5.5	-0.2	-0.5	-7.7	-4.3
	Next three months	-1.1	1.1	-0.4	35.0	-16.8	-2.5	3.3	-4.7	2.7	4.6	0.9	5.7
<b>How has the average credit quality of new other unsecured lending to households changed?<sup>(c)</sup></b>	Past three months	12.8	4.6	15.3	-13.5	4.0	7.0	-5.0	25.5	1.4	19.6	-0.5	22.9
	Next three months	1.1	0.0	0.0	1.7	5.5	1.3	6.6	11.7	1.9	13.9	26.6	9.3
<b>How has the average credit quality of new total unsecured lending to households changed?<sup>(c)</sup></b>	Past three months	-12.6	6.7	-16.3	-15.1	-8.4	1.4	-17.7	9.3	0.1	3.4	-6.3	0.6
	Next three months	-0.7	0.9	-0.4	28.7	-12.6	-1.8	3.9	-1.6	2.6	6.5	5.7	6.4

		Net percentage balances <sup>(a)</sup>											
		2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
How has the default rate on credit card loans to households changed?	Past three months	-12.4	-13.0	-10.6	-2.7	2.2	2.9	7.7	13.9	-11.2	25.4	6.7	16.7
	Next three months	-5.8	-13.0	6.9	3.3	-4.1	5.4	-2.4	2.5	0.0	17.7	6.7	17.6
How has the default rate on other unsecured loans to households changed?	Past three months	12.4	16.0	12.4	-20.3	17.5	4.4	32.3	25.5	-3.3	30.3	21.9	8.9
	Next three months	18.6	-1.5	-1.5	1.5	-16.0	12.6	-13.5	-12.9	12.6	-3.7	0.0	-11.6
How has the default rate on total unsecured loans to households changed?	Past three months	-7.8	-7.6	-6.5	-6.0	5.0	3.2	12.4	16.1	-9.6	26.4	9.5	15.3
	Next three months	-1.3	-10.8	5.4	2.9	-6.3	6.7	-4.5	-0.4	2.4	13.6	5.5	12.3
How have losses given default on credit card loans to households changed?	Past three months	13.9	-12.4	-14.7	-17.1	-22.4	-10.9	-0.8	-17.0	-11.9	0.0	7.4	11.3
	Next three months	-12.4	-0.6	-27.8	-12.3	-10.8	-10.9	0.0	-22.4	-10.9	0.0	1.2	11.0
How have losses given default on other unsecured loans to households changed?	Past three months	0.0	-5.0	-8.0	-11.0	0.0	0.0	3.7	6.6	1.1	-2.8	0.0	7.8
	Next three months	-6.3	-6.5	-12.8	-1.4	0.0	-7.0	2.6	0.0	0.0	-2.3	0.0	5.9
How have losses given default on total unsecured loans to households changed?	Past three months	11.3	-11.0	-13.5	-16.0	-18.2	-8.9	0.1	-12.5	-9.4	-0.5	6.0	10.7
	Next three months	-11.3	-1.7	-25.1	-10.2	-8.8	-10.2	0.5	-18.1	-8.8	-0.5	1.0	10.1
How has demand for credit card lending from households changed?	Past three months	-7.7	4.2	17.0	-28.5	1.5	10.7	15.1	13.1	-4.5	7.2	1.9	-2.7
	Next three months	0.3	13.1	2.2	38.7	3.5	17.3	8.6	4.3	6.4	-4.2	-0.5	3.0
How has demand for other unsecured lending from households changed?	Past three months	-5.4	5.7	35.7	31.3	24.0	26.9	5.2	12.0	5.0	18.0	-3.2	-32.5
	Next three months	11.4	9.0	12.8	18.2	19.3	1.3	18.1	8.7	-7.1	-4.3	-0.7	0.3
How has demand for total unsecured lending from households changed?	Past three months	-7.2	4.5	20.4	-17.3	5.7	13.7	12.2	12.9	-2.7	9.3	0.9	-8.1
	Next three months	2.4	12.3	4.5	34.8	6.4	14.3	10.4	5.2	3.8	-4.2	-0.5	2.5
How have spreads on credit cards changed?	Past three months	0.0	0.4	11.8	1.6	-17.8	-4.7	-1.1	7.0	6.3	-15.1	5.4	16.8
	Next three months	1.1	0.0	0.0	1.0	0.0	-10.4	-7.0	17.8	1.0	1.1	0.0	-9.9
How have spreads on other unsecured lending products changed?	Past three months	36.7	16.7	43.3	-22.8	-5.4	-17.3	-38.2	7.3	-7.0	21.4	-6.1	12.3
	Next three months	33.4	23.9	-9.5	-6.4	-18.1	-24.1	30.9	6.3	-8.0	8.6	23.3	20.3
How have overall unsecured lending spreads changed?	Past three months	6.4	3.3	17.2	-2.1	-15.6	-6.9	-8.1	7.1	3.7	-8.0	3.3	15.8
	Next three months	6.7	4.2	-1.6	-0.1	-3.0	-12.9	0.2	15.9	-0.6	2.5	4.0	-4.1
How have credit card limits changed?	Past three months	-5.9	-15.2	11.2	13.9	0.6	12.4	22.5	-1.6	2.3	12.0	1.0	4.4
	Next three months	6.6	9.3	3.2	12.9	17.4	10.9	3.3	6.4	1.4	-7.0	-16.8	-5.7
How has the minimum proportion of credit card balances to be paid changed?	Past three months	0.0	-1.1	-1.6	-2.5	2.3	1.0	7.7	11.4	3.2	0.0	3.2	4.1
	Next three months	0.0	-12.5	-2.0	-2.8	0.6	0.0	7.7	3.3	-7.7	-10.9	0.0	4.1
<b>How have the following terms on new credit card lending to households changed?</b>													
Length of interest free period on balance transfers	Past three months	31.1	20.4	0.7	21.0	1.1	7.9	13.3	2.1	16.9	28.5	-9.6	-29.6
	Next three months	28.5	1.2	1.3	1.1	8.8	2.2	18.3	15.5	29.3	-13.7	0.9	-21.3
Length of interest free period for purchases	Past three months	0.0	7.7	13.5	11.1	1.7	12.6	0.0	7.7	16.9	35.0	8.4	-8.4
	Next three months	-5.6	1.2	-1.1	0.0	13.6	-2.8	3.9	0.2	16.9	0.0	-3.3	-5.8
How have maximum maturities on loans changed? <sup>(d)</sup>	Past three months	0.0	0.0	-2.3	4.4	0.0	0.0	0.0	0.0	-3.7	3.5	0.0	8.9
	Next three months	0.0	0.0	0.0	0.0	0.0	0.0	0.0	8.8	2.6	0.0	5.1	0.0

\*\* Additional question not asked in survey.

(a) Net percentage balances are calculated by weighting together the responses of those lenders who answered the question by their market shares. Positive balances indicate that lenders, on balance, reported/expected demand/credit availability/defaults to be higher than over the previous/current three-month period, or that the terms and conditions on which credit was provided became cheaper or looser respectively.

(b) A positive balance indicates that the changes in the factors described have served to increase credit availability/demand.

(c) A positive balance indicates an improvement in the credit quality of new borrowing.

(d) A positive balance indicates an increase in maximum maturities on new loans. The sign convention was changed in 2009 Q4 and was applied to the back data accordingly.



## Annex 3

### Corporate lending questionnaire results

The methodology for calculating, and interpretation of, the aggregate results are as described in Annex 1.

		Net percentage balances <sup>(a)</sup>											
		2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>How has the availability of credit provided to the corporate sector overall changed?</b>	Past three months	0.6	0.6	1.4	-0.1	3.2	1.2	0.0	-1.8	1.0	0.9	2.0	1.0
	Next three months	1.5	9.6	1.4	2.4	0.2	0.0	0.0	0.2	1.0	0.9	0.0	0.0
<i>of which: commercial real estate sector</i>	Past three months	6.7	2.7	1.4	2.2	4.6	-11.5	-0.7	-0.9	0.0	0.0	0.0	0.0
	Next three months	3.6	9.7	0.8	3.4	1.3	-10.7	0.0	0.0	0.0	0.0	0.0	-10.9
<b>How have commercial property prices affected credit availability to the commercial real estate sector, and/or secured lending to PNFCs?</b>	Past three months	0.6	0.6	1.7	0.6	2.0	-10.9	-12.1	-12.4	0.0	0.0	0.0	0.0
	Next three months	-3.9	0.0	1.1	0.6	1.1	-10.9	-12.1	-12.9	0.0	-9.6	0.0	0.0
<b>Factors contributing to changes in credit availability:<sup>(b)</sup></b>													
changing economic outlook	Past three months	0.6	0.6	0.6	0.6	9.0	0.0	-2.5	0.0	0.0	0.0	0.0	-0.8
	Next three months	0.0	6.9	-1.0	8.6	6.6	-8.3	0.0	8.4	2.0	2.2	2.4	2.5
changing sector-specific risks	Past three months	0.0	0.0	0.1	1.2	3.5	-8.8	-0.5	0.8	1.4	0.0	2.2	-1.6
	Next three months	5.4	1.5	-1.3	1.2	2.5	-7.1	0.7	10.0	3.3	1.5	1.8	-0.8
market share objectives	Past three months	7.1	13.5	0.4	0.0	0.6	0.0	0.0	-1.8	0.0	0.0	1.0	1.0
	Next three months	8.6	3.8	0.0	0.6	0.6	0.0	0.0	1.5	0.0	0.0	1.7	1.0
market pressures from capital markets	Past three months	0.6	-1.7	-0.4	-0.4	1.3	2.4	0.0	0.0	0.0	0.0	0.8	0.0
	Next three months	0.0	-2.4	0.0	-0.4	0.0	1.2	0.0	-1.3	0.7	0.7	0.8	0.0
changing appetite for risk	Past three months	0.0	0.0	1.4	-1.4	3.8	0.0	0.1	0.0	1.0	0.9	0.0	-0.8
	Next three months	3.7	1.4	0.0	1.1	0.9	1.3	0.0	-2.0	1.7	2.4	1.6	0.9
tight wholesale funding conditions	Past three months	1.3	0.0	0.0	-0.7	0.0	0.0	0.0	0.7	0.0	0.0	0.8	0.0
	Next three months	1.3	0.0	0.0	-0.7	0.0	0.0	0.0	0.8	0.0	0.0	0.8	0.0
<b>How has the availability of credit provided to small businesses changed?</b>	Past three months	0.0	19.0	5.2	1.4	1.4	0.0	0.0	0.0	0.0	1.3	0.0	0.0
	Next three months	21.0	13.9	23.6	2.1	1.4	0.0	0.0	0.0	1.4	1.3	0.0	13.1
<b>How has the availability of credit provided to medium PNFCs changed?</b>	Past three months	0.6	-0.7	1.5	1.4	3.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Next three months	0.6	3.4	1.5	4.2	-6.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>How has the availability of credit provided to large PNFCs changed?</b>	Past three months	12.0	-1.4	0.0	-1.4	-1.3	1.2	-1.1	-1.8	1.0	1.0	0.8	-0.6
	Next three months	-0.1	2.7	0.0	2.5	2.4	0.0	0.0	0.2	1.0	1.0	0.8	-0.8
<b>How has the proportion of loan applications from small businesses being approved changed?</b>	Past three months	-11.1	26.6	44.2	19.9	10.6	-0.7	-4.8	0.0	10.0	0.0	0.0	0.0
	Next three months	7.0	3.6	13.3	12.7	12.0	0.7	-4.8	-10.3	1.4	0.0	0.0	-11.5
<b>How has the proportion of loan applications from medium PNFCs being approved changed?</b>	Past three months	-0.5	-0.4	8.3	0.0	-0.7	-0.7	-4.8	0.0	0.0	-0.8	0.0	1.4
	Next three months	1.2	1.2	0.0	0.9	0.7	1.4	-4.8	0.0	0.0	-9.1	9.8	0.0
<b>How has the proportion of loan applications from large PNFCs being approved changed?</b>	Past three months	-0.7	6.4	0.6	0.0	-1.7	-0.6	-4.6	0.5	2.0	1.9	-1.4	0.5
	Next three months	-0.1	18.0	0.0	0.8	-1.7	0.6	-3.3	-0.8	0.0	-9.3	0.0	0.0

		Net percentage balances <sup>(a)</sup>											
		2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
Has there been a change in average credit quality on newly arranged PNFC borrowing facilities? <sup>(c)</sup>	Past three months	-7.7	-9.2	0.0	10.5	0.0	0.0	0.0	0.0	0.0	-0.9	0.0	-0.8
	Next three months	-1.1	-1.3	0.0	0.0	-1.1	0.0	0.0	0.0	10.9	0.0	0.0	0.8
Has there been any change in 'target hold' levels associated with corporate lending?	Past three months	-6.6	0.0	-0.6	1.0	1.1	0.0	0.0	1.8	-0.9	-1.3	0.0	-0.8
	Next three months	-0.6	-1.9	0.0	-0.6	0.0	0.0	0.0	1.8	-0.9	-2.2	0.0	-0.8
How have loan tenors on new corporate loans changed? <sup>(d)</sup>	Past three months	-0.7	11.5	11.5	-0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.8
	Next three months	11.3	11.5	10.1	0.1	0.0	0.0	0.0	0.0	1.2	0.0	0.0	-0.8
Has there been a change in draw-downs on committed lines by PNFCs?	Past three months	-0.1	-0.1	1.5	2.0	0.0	-24.5	0.0	0.0	0.0	0.0	-0.8	2.1
	Next three months	0.6	0.6	1.0	1.4	0.0	-0.7	0.0	0.0	0.0	0.0	-0.8	0.8
How has the default rate on loans to small businesses changed?	Past three months	-10.3	-34.8	-19.7	-23.6	-26.9	-21.0	-1.8	9.6	-11.0	-11.1	0.0	9.8
	Next three months	-10.8	-15.1	-4.4	-11.3	-11.2	-11.1	-11.3	11.7	0.0	11.7	11.8	11.5
How has the default rate on loans to medium PNFCs changed?	Past three months	-11.2	-7.3	-1.9	-11.0	4.5	0.0	0.0	11.3	-3.1	-26.3	0.0	1.4
	Next three months	-0.8	-3.4	-0.6	11.5	0.0	0.0	0.0	0.0	1.7	11.5	11.6	12.7
How has the default rate on loans to large PNFCs changed?	Past three months	-20.0	-12.2	1.5	1.0	2.7	0.0	0.0	0.0	9.8	-5.5	-1.5	4.4
	Next three months	0.0	-4.0	7.3	12.9	13.8	1.2	0.0	0.0	0.0	10.9	9.4	15.1
How has losses given default on loans to small businesses changed?	Past three months	-3.5	-19.3	-14.6	-13.5	-11.9	-11.1	-11.3	0.0	0.0	-9.1	0.0	-9.8
	Next three months	-2.9	-7.1	-12.8	-12.5	-11.2	-11.1	-11.3	0.0	0.0	0.0	0.0	0.0
How have losses given default on loans to medium PNFCs changed?	Past three months	-16.7	-17.3	-14.1	9.1	-0.7	0.0	0.0	0.0	0.0	0.0	10.1	0.0
	Next three months	0.0	-4.1	0.0	-1.7	0.0	0.0	0.0	0.0	0.0	0.0	10.1	0.0
How have losses given default on loans to large PNFCs changed?	Past three months	-14.0	-18.3	-10.9	-0.6	0.7	0.0	0.0	0.0	0.0	0.0	9.3	0.0
	Next three months	0.0	-4.1	0.0	-0.6	1.3	0.0	0.0	0.0	0.0	0.0	9.3	0.0
How has demand for credit card lending from small businesses changed?	Past three months	23.1	22.7	41.8	2.8	-1.0	27.6	-2.7	-3.3	-17.0	-18.0	-28.9	-2.6
	Next three months	8.4	8.1	9.7	6.7	34.8	-12.9	18.1	6.9	6.8	-0.1	0.0	6.7
How has demand for other unsecured lending from small businesses changed?	Past three months	-7.5	19.6	-11.0	12.4	19.4	-1.1	-15.4	-39.6	-4.0	12.0	-6.5	-9.2
	Next three months	13.5	3.5	32.4	-4.6	-6.7	-1.1	-11.5	-12.5	4.5	-11.8	1.6	15.8
How has demand for total unsecured lending from small businesses changed?	Past three months	17.2	22.1	32.1	4.9	3.4	22.0	-4.7	-9.7	-14.1	-12.3	-24.6	-3.8
	Next three months	9.3	7.2	15.2	4.7	24.4	-10.6	10.9	4.1	6.2	-2.6	0.3	8.4
How has demand for secured lending from small businesses changed?	Past three months	-13.6	19.2	-6.6	-12.2	-4.2	3.0	-17.5	-44.8	-3.5	38.6	-4.2	-22.0
	Next three months	-18.9	5.3	2.3	-7.2	10.9	11.1	-11.7	-12.1	0.0	-23.4	8.6	13.6
How has overall demand for lending from small businesses changed?	Past three months	-2.5	27.0	11.5	-12.8	-5.5	10.5	-28.0	-28.6	3.1	32.9	-22.0	1.7
	Next three months	20.4	7.4	16.0	-1.5	19.4	0.7	-4.8	-11.9	-7.3	-10.4	0.0	0.0
How has demand for lending from medium PNFCs changed?	Past three months	4.1	2.2	15.5	12.3	-14.4	8.5	-24.5	-32.4	-16.7	22.7	-11.6	2.8
	Next three months	10.0	10.9	13.7	8.7	15.8	0.7	-17.2	9.8	15.8	0.0	0.0	0.0
How has demand for lending from large PNFCs changed?	Past three months	17.0	19.1	10.3	11.7	-3.3	-32.8	-46.8	0.6	-3.9	-20.9	-10.3	-7.5
	Next three months	-1.6	10.7	0.9	19.8	-3.9	11.8	5.7	-12.1	5.6	-13.5	-0.3	-22.0

		Net percentage balances <sup>(a)</sup>											
		2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>How has demand for lending from OFCs changed?</b>	Past three months	0.0	27.4	39.9	26.1	17.6	0.0	8.8	34.8	9.2	0.8	0.9	1.7
	Next three months	27.4	18.0	26.0	21.3	12.6	0.0	8.8	9.0	9.2	0.0	0.0	0.8
<b>What have been the main factors contributing to changes in demand for lending:<sup>(b)</sup></b>													
mergers and acquisitions	Past three months	10.3	16.0	12.4	32.3	-12.6	-7.2	-22.8	12.6	11.5	-6.3	21.9	13.0
	Next three months	17.7	7.3	9.2	18.8	-16.6	-11.1	5.1	0.1	2.7	10.9	10.7	-11.5
capital investment	Past three months	11.7	0.1	9.2	11.2	-0.7	7.8	-7.0	-31.6	-20.4	-10.9	-12.4	-18.9
	Next three months	1.1	10.5	0.0	0.6	-4.9	0.0	-6.0	-2.6	11.5	-10.9	-11.0	-11.0
inventory finance	Past three months	-4.2	-1.4	16.3	1.6	-0.2	0.0	-7.0	-0.8	-8.6	-7.9	0.8	2.1
	Next three months	0.0	0.0	12.9	0.6	0.0	0.0	-6.0	0.0	-7.8	-7.7	0.0	13.3
balance sheet restructuring	Past three months	6.0	-1.0	-1.1	1.7	-4.7	-0.8	-17.5	0.0	0.0	8.7	0.0	1.0
	Next three months	7.1	-1.0	0.0	8.6	1.1	1.5	4.4	-0.8	0.0	0.0	0.0	9.6
commercial real estate	Past three months	32.4	11.2	7.5	15.2	15.5	-33.2	-33.1	-23.3	1.7	9.7	-10.0	-0.8
	Next three months	10.1	17.4	10.9	15.2	0.9	-5.1	-10.3	-11.1	0.8	-11.2	-11.6	-2.1
<b>How have spreads on loans to small businesses changed?</b>	Past three months	0.6	4.9	12.1	-1.4	0.7	0.0	0.0	0.0	-11.7	0.0	-11.8	-11.5
	Next three months	7.9	4.2	0.0	0.6	0.7	-10.5	-11.3	-11.7	0.0	0.0	-11.8	-11.5
<b>How have fees/commissions on loans to small businesses changed?</b>	Past three months	12.8	0.0	9.8	12.0	12.6	11.1	0.0	0.0	0.0	0.0	1.4	1.4
	Next three months	0.0	0.0	0.0	12.0	0.7	0.0	0.0	0.0	-11.7	1.3	13.2	-11.5
<b>How have collateral requirements for loans to small businesses changed?</b>	Past three months	0.0	0.0	0.0	7.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Next three months	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>How have maximum credit lines for small businesses changed?</b>	Past three months	0.8	0.6	0.7	0.7	0.7	0.0	0.0	0.0	0.0	0.0	11.8	0.0
	Next three months	0.0	0.0	0.0	0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>How have loan covenants for small businesses changed?</b>	Past three months	5.3	0.0	0.0	0.0	0.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Next three months	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>How have spreads on loans to medium PNFCs changed?</b>	Past three months	37.5	43.4	25.7	4.5	9.6	0.9	20.8	-11.7	0.0	-12.2	-12.3	-1.1
	Next three months	5.2	8.9	7.7	0.6	2.0	1.4	-11.8	0.0	0.0	-0.8	-0.9	-12.2
<b>How have fees/commissions on loans to medium PNFCs changed?</b>	Past three months	22.1	28.2	12.1	4.6	9.6	5.5	9.5	0.0	0.0	-0.8	-0.9	-0.9
	Next three months	5.2	8.3	0.0	12.0	2.0	1.4	0.0	0.0	-11.7	-0.8	-0.9	10.4
<b>How have collateral requirements for loans to medium PNFCs changed?</b>	Past three months	0.0	8.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Next three months	6.8	8.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.8	-0.9	-0.9
<b>How have maximum credit lines for medium PNFCs changed?</b>	Past three months	6.8	8.3	8.7	8.2	10.0	0.0	0.0	8.9	0.0	-0.8	0.0	0.0
	Next three months	6.8	8.3	0.6	9.6	9.3	0.0	0.0	0.0	0.0	-0.8	0.0	0.0
<b>How have loan covenants for medium PNFCs changed?</b>	Past three months	10.8	12.3	11.5	0.0	0.7	9.2	9.5	0.0	0.0	-0.8	-0.9	-0.9
	Next three months	10.8	9.0	0.0	0.0	0.0	9.2	0.0	0.0	0.0	-0.8	-0.9	-0.9

		Net percentage balances <sup>(a)</sup>											
		2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
How have spreads on loans to large PNFCs changed?	Past three months	50.0	46.3	23.0	13.1	-1.3	4.6	1.2	-5.3	10.7	22.4	-10.1	-9.1
	Next three months	8.7	5.3	7.3	7.1	0.0	0.5	0.5	-7.5	8.6	-1.2	-10.1	0.5
How have fees/commissions on loans to large PNFCs changed?	Past three months	34.9	31.3	21.3	11.7	0.6	4.6	0.0	-6.5	9.3	11.7	1.4	11.2
	Next three months	8.7	1.3	8.4	8.5	1.9	1.3	0.0	-7.5	-2.5	0.2	10.8	10.4
How have collateral requirements for loans to large PNFCs changed?	Past three months	3.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Next three months	0.0	0.0	0.0	7.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
How have maximum credit lines for large PNFCs changed?	Past three months	7.6	2.5	9.7	1.1	0.7	0.0	0.0	-0.8	1.0	0.0	0.0	-0.8
	Next three months	7.8	2.5	7.6	8.4	0.0	0.0	0.0	0.0	1.0	0.0	-0.8	-1.6
How have loan covenants for large PNFCs changed?	Past three months	23.8	29.2	12.4	11.7	0.6	0.0	1.1	1.8	0.7	11.7	9.2	11.2
	Next three months	12.6	2.5	1.5	9.1	0.0	0.0	1.1	1.8	0.7	11.7	9.2	9.6
How have spreads on loans to OFCs changed?	Past three months	26.3	27.9	32.5	29.9	-7.1	0.0	8.8	0.0	21.2	-0.8	-14.6	-11.6
	Next three months	27.0	22.2	7.9	12.5	-21.2	0.0	-8.8	0.0	21.2	8.5	-14.6	-11.6
How have fees/commissions on loans to OFCs changed?	Past three months	26.3	26.6	14.3	17.2	0.0	0.0	8.8	11.8	9.2	-0.8	-14.6	-0.8
	Next three months	14.7	26.6	0.0	12.5	0.0	0.0	8.8	-9.0	-11.8	-0.8	-14.6	-0.8
How have collateral requirements for loans to OFCs changed?	Past three months	-14.7	7.7	7.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-6.9	0.8
	Next three months	-14.7	0.0	7.9	0.0	9.5	0.0	0.0	0.0	0.0	0.0	-6.9	0.8
How have maximum credit lines for OFCs changed?	Past three months	13.5	32.8	20.6	17.2	4.0	27.0	-8.8	9.0	0.0	-0.8	1.8	0.8
	Next three months	25.8	25.2	7.9	0.0	4.0	18.0	-8.8	9.0	0.0	-0.8	1.8	0.8

(a) Net percentage balances are calculated by weighting together the responses of those lenders who answered the question by their market shares. Positive balances indicate that lenders, on balance, reported/expected demand/credit availability/defaults to be higher than over the previous/current three-month period, or that the terms and conditions on which credit was provided became cheaper or looser respectively.

(b) A positive balance indicates that the changes in the factors described have served to increase credit availability/demand.

(c) A positive balance indicates an improvement in the credit quality of new borrowing.

(d) A positive balance indicates an increase in new corporate loan tenors. The sign convention was changed in 2009 Q3 and was applied to the back data accordingly.