

Banks are upbeat about their lending prospects, the survey showed. Financial institutions reported the highest ever increase in corporate loan demand. Demand for retail loans also continued to grow. Banks predict that lending and funding will increase and loan portfolio quality will improve in the next 12 months. Demand for hryvnia loans, SME loans, and mortgages will increase in the first three months of 2022, respondents said. Banks once again eased their lending standards for their clients. This move was driven by intensified competition from other financial institutions, high liquidity, increased borrower solvency, and improved expectations for economic activity overall. Approvals of applications for corporate loans and mortgages reached an all-time high, the current survey showed. Banks reported an increase in FX and credit risks, which they expected to grow during Q1 2022.

Expectations for next 12 months

The Q4 2021 survey showed that banks were optimistic about key lending indicators in 2022: 79%¹ of respondents expected an increase in the volume of the corporate portfolio, while 92% anticipated growth in the volume of loans to households. Banks projected that the quality of the loan portfolio would improve, specifically that the quality of retail loans issued by large banks would increase.

Financial institutions plan to build up funding: 63% of respondents expected an increase in retail deposits, and 71% anticipated growth in corporate deposits. However, some large banks were forecasting a reduction in corporate liabilities.

Demand

Respondents reported the largest increase in the demand for corporate loans since observations began, the current survey revealed. The strongest demand was for short-term, hryvnia-denominated, and SME loans, banks estimated. The growth in the demand was primarily driven by businesses' needs for working capital and, to a lesser extent, for capital investment. At the same time, low interest rates remained an additional factor underlying the increase in the demand from SMEs.

In the next quarter, banks forecast a slight increase in the demand for loans, mainly short-term and hryvnia ones. At the same time, demand for FX loans is expected to decrease.

Demand for retail loans has been growing for six straight quarters, financial institutions estimated. Higher interest rates boosted demand for mortgages, while demand for consumer loans was fueled by improved consumer sentiment and increased household spending on durable goods.

Financial institutions expect that retail loan demand will grow in the next three months.

Overall, banks rated the debt burden as average. Recent surveys have highlighted a tendency for the assessments of the debt burden of large businesses to improve and for those of SMEs to slightly deteriorate. The debt burden of households remains below average.

Lending conditions

Banks have been easing their corporate lending standards for five straight quarters. The most noticeable changes occurred in Q4. The requirements for hryvnia and SME loans have eased the most. Competition from other banks and high liquidity were the main reasons for the easing. At the same time, certain large banks tightened their lending standards for large companies due to inflation expectations and worse development prospects for some industries.

In Q1 2022, banks in general have not been planning to change their lending standards for businesses. Only some of the institutions expect to relax their lending requirements for short-term, hryvnia, and SME loans.

Last quarter, the rate of approval of corporate loan applications reached its highest level since the survey began. Applications for hryvnia, short-term, and SME loans received the most approvals by banks. The record level of application approvals was driven by increases in loans and credit lines, as well as more affordable collateral requirements.

Banks estimate that retail lending standards have also eased for five consecutive quarters. In Q4, the easing of loan requirements was mainly reported by large banks. Higher consumer solvency and intensified competition from other banks promoted the easing of consumer lending standards. Upbeat expectations for overall economic activity had a positive effect on mortgage requirements.

¹Here and below, responses have not been weighted: one response corresponds to one bank.

In the first three months of 2022, financial institutions plan to ease their lending standards for both mortgages and consumer loans.

Banks reported a growing rate of retail loan approvals. The Q4 survey saw a record increase in approved mortgage applications. Reasonable interest rates were the main driver of the increase in retail loan approvals. Mortgage approvals

were also driven by better collateral requirements, while retail lending was fueled by larger loan sizes.

Risks

The current survey recorded an increase in FX and credit risks. Meanwhile, interest rate risk edged lower. In Q1, banks expect that interest rate risk will continue to decline, while credit, FX, and liquidity risks will rise.

Survey Information

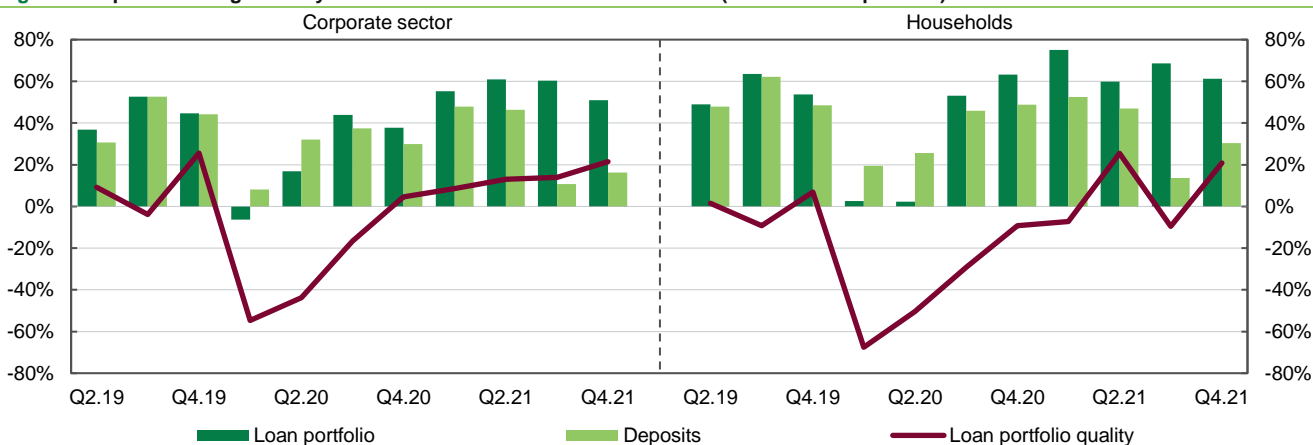
The survey on bank lending conditions is an analytical report based on the results of a quarterly survey of banks conducted by the NBU. The purpose of the survey is to deepen the understanding of the NBU and participants in the banking sector of the state and trends of the credit market. The report covers generalized estimates and forecasts of changes in standards and conditions of lending to the corporate sector and households, changes in loan demand, etc.

This survey offers an assessment of the state of the bank lending market in Q4 2021 and expectations for Q1 2022. The

survey was conducted from 17 December 2021 to 11 January 2022 among bank credit managers. All 24 financial institutions, which jointly account for 89% of banking system assets, provided answers. The results of the survey reflect the opinions of the respondents and are not estimates or forecasts of the NBU.

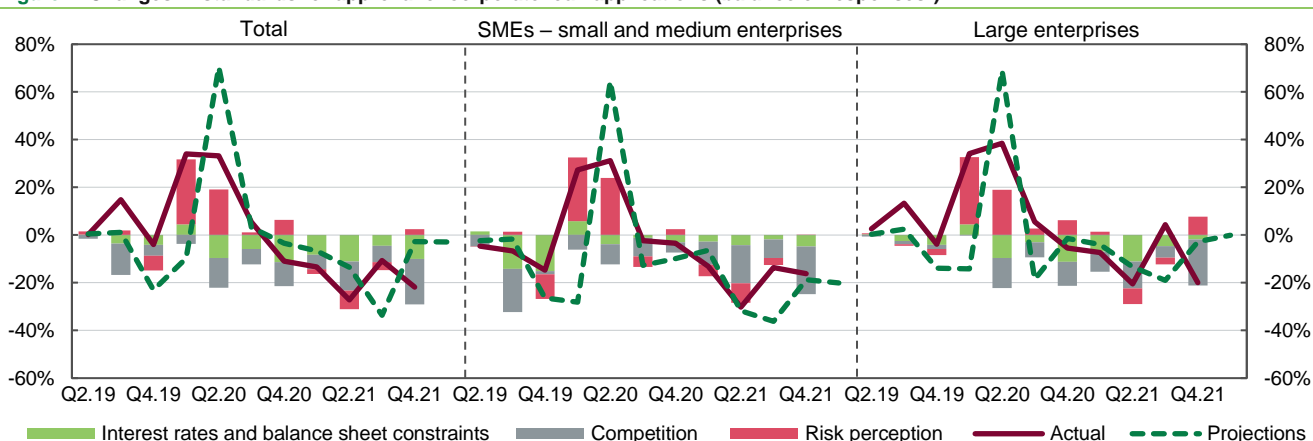
The next survey of bank lending conditions regarding expectations for Q2 will be published in April 2022.

Figure 1. Expected changes in key bank indicators over the next 12 months (balance of responses*)



* A positive balance of responses indicates expectations of growth for the respective indicator.

Figure 2. Changes in standards for approval of corporate loan applications (balance of responses*)

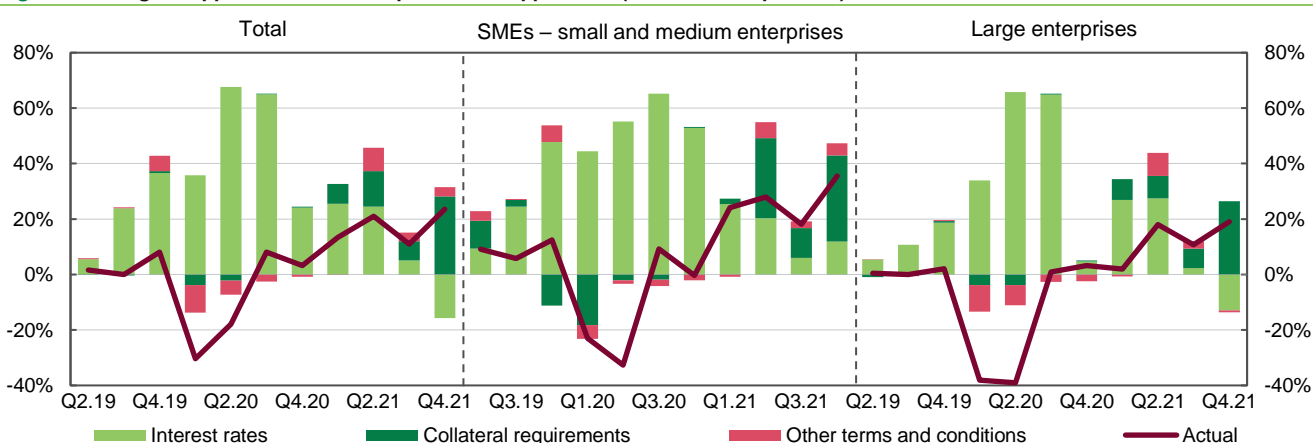


Note. The lines represent actual values and projections, with the factors that prompted the change in the indicator shown in the columns (overall reading of the indicator may differ from the total of individual factors).

Interest rates and balance sheet constraints are the mean of the bank’s capitalization and the bank’s liquidity position; Competition is the mean of competition with other banks and competition with non-banks; Risk perception is the mean of such factors, as expectations of overall economic activity, expectations of the development of industry or an enterprise, inflation expectations, exchange rate expectations, and collateral risk.

* A positive balance indicates a tightening of standards for approval of loan applications

Figure 3. Change in approval rates for corporate loan application (balance of responses*)

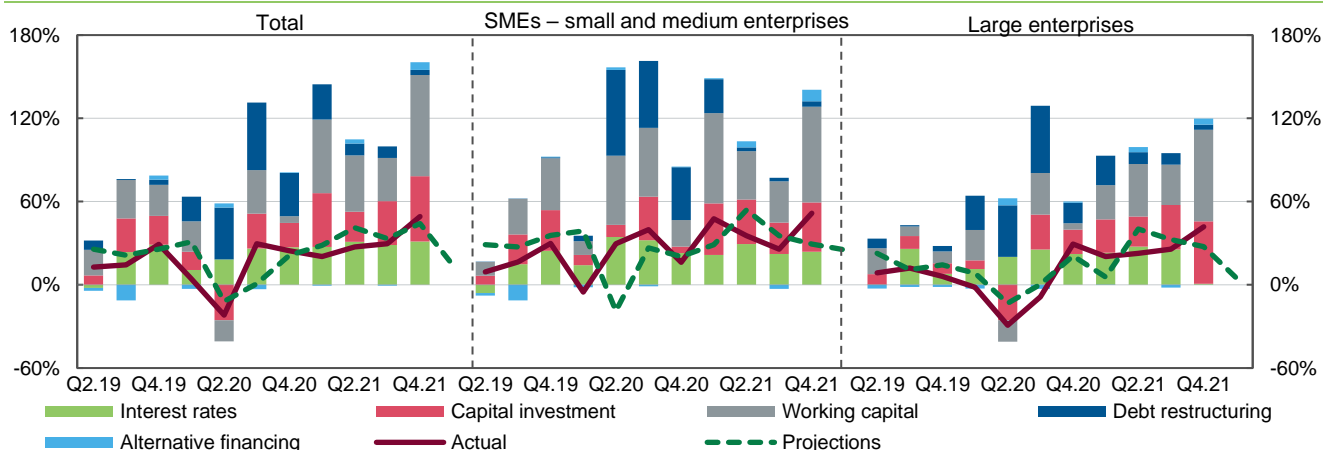


Note. The line represents actual values and projections, with the factors that prompted the change in the indicator shown in the columns (overall reading of the indicator may differ from the total of individual factors).

Interest rates mean the interest rates; Collateral requirements mean the collateral requirements; Other terms and conditions are mean of the following factors: change in non-interest payments, volume of a loan or a line of credit, loan agreement-related restrictions for borrowers, and loan term.

* A positive balance of responses indicates an increase in the approval rate for loan applications

Figure 4. Change in corporate demand for loans (balance of responses*)

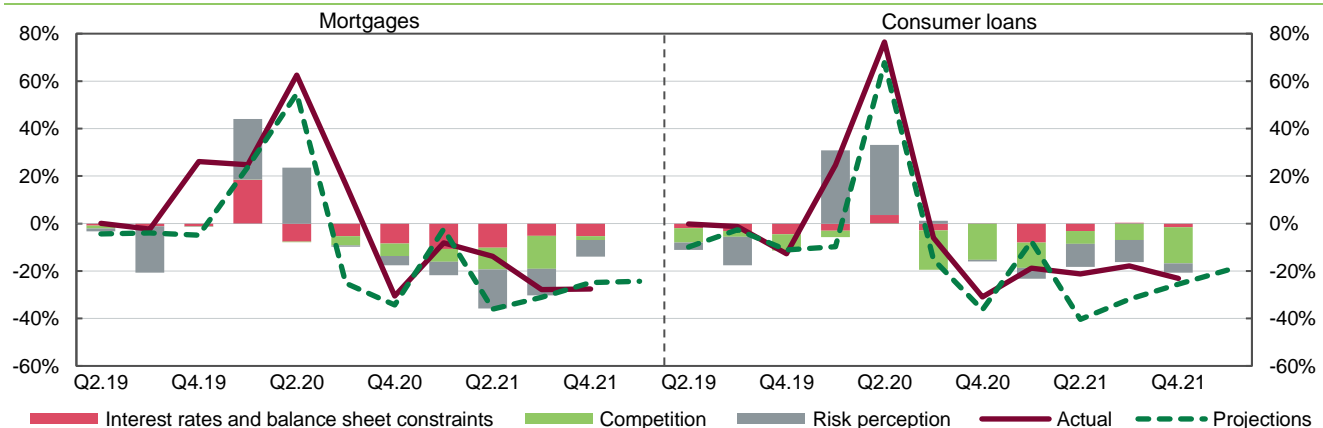


Note. The lines represent actual values and projections, with the factors that prompted the change in the indicator shown in the columns (overall reading of the indicator may differ from the total of individual factors).

Interest rates mean the change in interest rates; Capital investment means the need for capital investment; Working capital means the need for working capital; Debt restructuring means the debt restructuring; Alternative financing is the mean of the following factors: internal financing, loans from other banks, and asset sales.

* A positive balance of responses indicates an increase in demand.

Figure 5. Changes in the criteria for approving retail loan applications (balance of responses*)

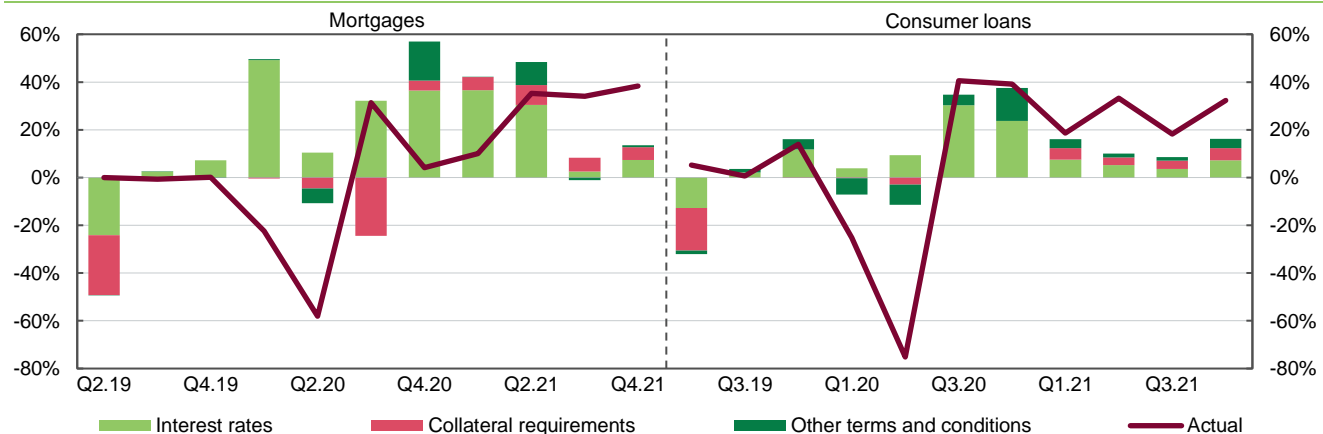


Note. The lines represent actual values and projections, with the factors that prompted the change in the indicator shown in the columns (overall reading of the indicator may differ from the total of individual factors).

Interest rates and balance sheet constraints mean the interest rates and balance sheet constraints factor; Competition is the mean of the competition with other banks and competition with non-banks factors; Risk perception is the mean of the following factors: expectations of overall economic activity, inflation expectations, exchange rate expectations and expectations on the real estate market (for mortgages); expectations of borrower solvency, and collateral risk (for consumer loans).

* A positive balance indicates a tightening of standards for approval of loan applications.

Figure 6. Change in the number of approved household loan applications (balance of responses*)

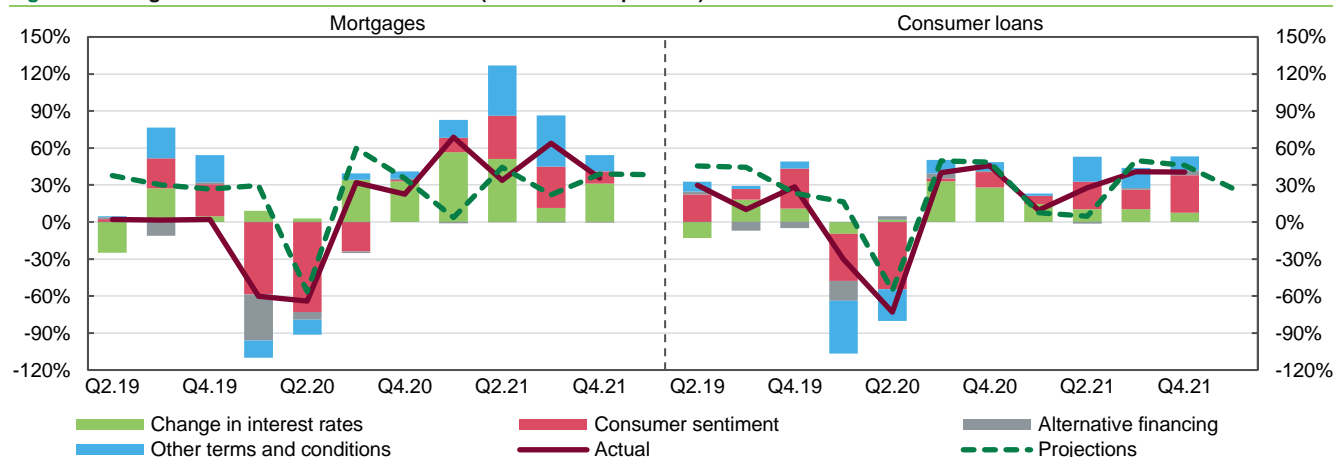


Note. The line represents actual values and projections, with the factors that prompted the change in the indicator shown in the columns (overall reading of the indicator may differ from the total of individual factors).

Interest rates mean the loan rates factor; Collateral requirements mean the collateral requirements factor; Other terms and conditions are defined as the mean of the following factors: loan term, change in non-interest payments, and the loan-to-value ratio (LTV) (for mortgages) and loan size (for consumer loans).

* A positive balance of responses indicates an increase in the number of approved loan applications.

Figure 7. Change in household demand for loans (balance of responses*)

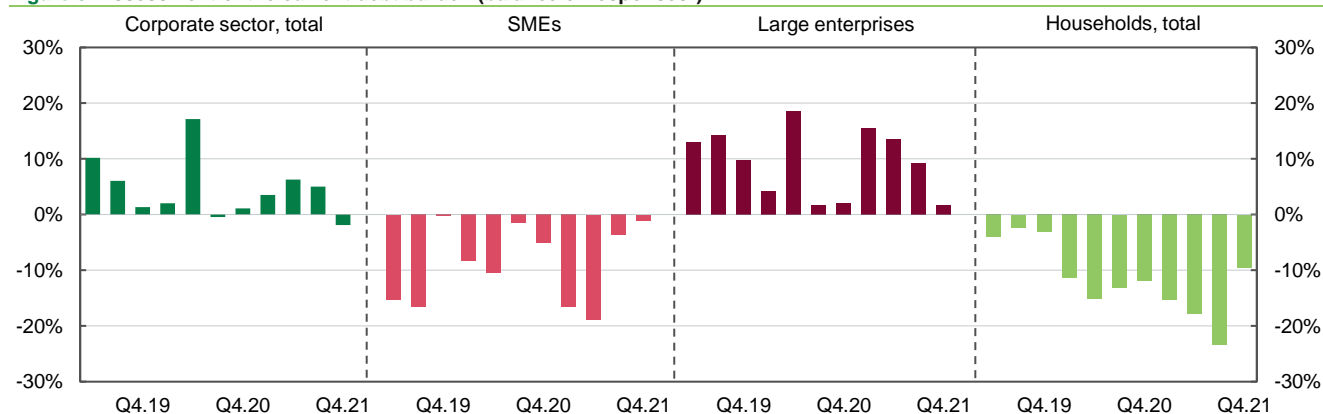


Note. The lines represent actual values and projections, with the factors that prompted the change in the indicator shown in the columns (overall reading of the indicator may differ from the total of individual factors).

Change in interest rates means the change in interest rates factor; *Consumer sentiment* means the consumer sentiment factor; *Alternative financing* is the non-weighted mean of the households' savings and loans from other banks factors; *Other terms and conditions* (for mortgage loans) mean the development prospects of the real estate market factor; other terms and conditions (for consumer loans) are defined as the non-weighted mean of the following factors: spending on durable goods and purchase of foreign currency.

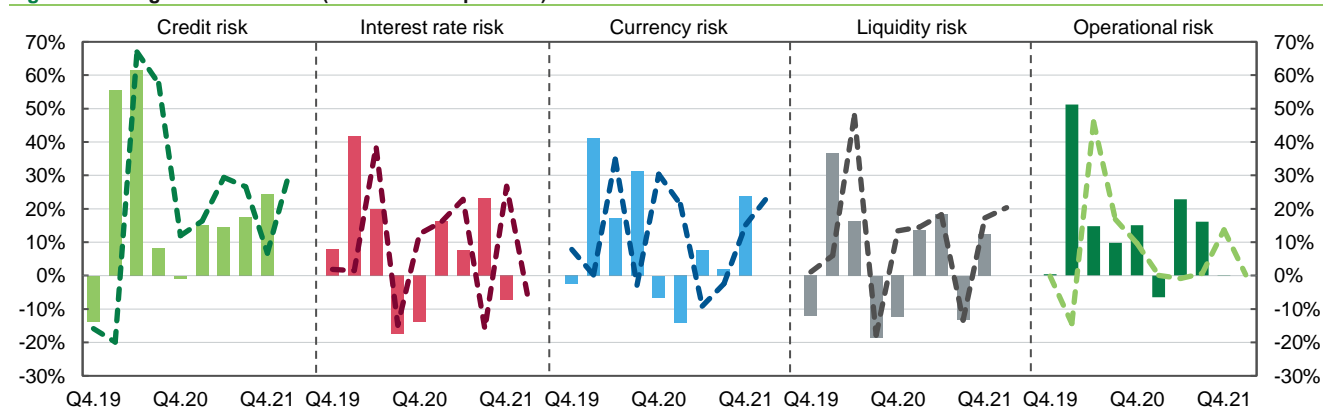
* A positive balance of responses indicates an increase in demand.

Figure 8. Assessment of the current debt burden (balance of responses*)



* Higher values for the balance of responses correlate with higher debt loads. A positive value indicates a high debt load, while a negative value indicates a lower debt load.

Figure 9. Change in banks' risks (balance of responses*)



The columns represent quarterly data, with the lines showing expectations for the next quarter.

* A positive balance of responses indicates an increase in risks.

Annex: Survey Findings

Each respondent bank was represented by a credit manager who filled out an electronic questionnaire. The questionnaire included three types of questions:

- questions with open responses (response options are not limited);
- multiple choice questions;
- multiple choice questions where responses are presented on an ordinal scale.

For questions where responses were on an ordinal scale (e.g., from “significantly increased” to “significantly decreased”), the indicator “balance of responses” was calculated (BR). For the purposes of the survey, the terms used shall mean:

- lending standards are the internal regulations and criteria governing the lending policies of a bank;
- lending conditions are the lending terms and conditions agreed on between a bank and a borrower.

The questionnaire covers changes in the past three months and expected changes over the next three months (i.e. for the quarter following the reporting quarter).

To calculate aggregated results for all banks, each response is assigned a score based on the respondent’s answers and

their weight in the total sample. The scores are presented on a range from -1 to 1 depending on the direction of indicator change. Responses indicating a significant change of the indicator are assigned a higher score than responses reflecting an insignificant change. The response “grew considerably” will have a score of 1, and the response “grew slightly” – a score of 0.5. Each score is weighted on the share of the respective respondent in the total sample depending on its share in assets or its loan portfolio of corporate sector/households of this sample.

The summary score for all banks is the BR that can also be interpreted as the difference between the weighted share of respondents reporting an “increase” of a certain index, and the weighted share of respondents reporting a “decrease” of the index. The BR can vary within the range of $\pm 100\%$. A positive balance indicates that respondents generally assess/expect a change in the index (of the standards of loan applications approval/loan applications approval rate/demand for loans/risks, etc.) towards an increase/strengthening compared with the previous quarter/next quarter. Detailed information about how to interpret the balance of responses to each question is provided in the notes to the relevant Figures.

Table. Survey Findings, %

| Balance of responses | 2019 | | | | 2020 | | | | 2021 | | | |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| I. Expectations for the next 12 months | | | | | | | | | | | | |
| How, in your opinion, will the following corporate readings change at your bank over the next 12 months? | | | | | | | | | | | | |
| Loan portfolio | 43.6 | 36.9 | 52.6 | 44.7 | -6.3 | 16.9 | 43.9 | 37.7 | 55.2 | 61.0 | 60.3 | 50.9 |
| Deposits | 38.5 | 30.6 | 52.7 | 44.2 | 8.1 | 32.0 | 37.4 | 30.0 | 47.9 | 46.3 | 10.7 | 16.2 |
| Loan Portfolio Quality | 24.3 | 9.1 | -3.9 | 25.6 | -54.7 | -43.9 | -16.5 | 4.6 | 8.6 | 13.0 | 13.9 | 21.4 |
| How, in your opinion, will the following retail readings change at your bank over the next 12 months? | | | | | | | | | | | | |
| Loan portfolio | 54.8 | 49.0 | 63.5 | 53.7 | 2.6 | 2.3 | 53.0 | 63.2 | 75.1 | 59.9 | 68.5 | 61.2 |
| Deposits | 51.4 | 47.9 | 62.1 | 48.4 | 19.4 | 25.6 | 45.9 | 48.8 | 52.5 | 46.9 | 13.6 | 30.3 |
| Loan Portfolio Quality | 25.0 | 1.5 | -9.3 | 6.9 | -67.5 | -50.4 | -29.2 | -9.2 | -7.2 | 25.5 | -9.5 | 20.9 |
| II. Risk assessment | | | | | | | | | | | | |
| How did the risks for your banks change within the last quarter? | | | | | | | | | | | | |
| Credit risk | -10.4 | 17.0 | 5.9 | -13.7 | 55.6 | 61.6 | 8.2 | -0.8 | 15.2 | 14.6 | 17.4 | 24.3 |
| Interest rate risk | -9.0 | 15.3 | 1.4 | 7.8 | 41.8 | 20.1 | -17.4 | -13.8 | 16.4 | 7.7 | 23.3 | -7.4 |
| Currency risk | -9.4 | -14.0 | 0.9 | -2.6 | 41.1 | 17.3 | 31.3 | -6.6 | -14.2 | 7.7 | 1.9 | 23.9 |
| Liquidity risk | -23.5 | 12.4 | -4.6 | -12.0 | 36.7 | 16.2 | -18.5 | -12.3 | 13.6 | 18.3 | -13.2 | 12.3 |
| Operational risk | -14.1 | 14.1 | -0.8 | 0.4 | 51.2 | 14.8 | 9.8 | 15.1 | -6.5 | 22.9 | 16.2 | 0.1 |
| What changes do you expect in the risks for your bank over the next quarter? | | | | | | | | | | | | |
| Credit risk | -15.6 | 14.2 | -15.9 | -19.9 | 67.0 | 57.5 | 12.0 | 16.4 | 29.4 | 26.6 | 6.7 | 30.7 |
| Interest rate risk | 0.0 | -14.9 | 1.9 | 1.5 | 38.7 | -14.9 | 12.5 | 16.0 | 22.8 | -15.9 | 26.8 | -7.3 |
| Currency risk | -9.0 | 18.4 | 7.8 | 0.2 | 34.9 | -2.9 | 30.4 | 21.3 | -9.1 | -2.4 | 15.2 | 23.5 |
| Liquidity risk | -1.5 | -12.8 | 1.1 | 6.0 | 47.9 | -17.8 | 13.4 | 14.5 | 18.2 | -13.3 | 17.3 | 20.4 |
| Operational risk | 0.3 | 13.9 | -0.1 | -14.4 | 46.0 | 16.9 | 9.6 | 0.1 | -0.9 | 0.7 | 13.7 | 0.2 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
|---|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----|
| III. Corporate Loans | | | | | | | | | | | | | |
| How did the standards for approval of corporate loan applications change within the last quarter? | | | | | | | | | | | | | |
| Total | -2.6 | 0.3 | 14.8 | -4.0 | 34.0 | 33.2 | 5.4 | -11.0 | -13.4 | -27.2 | -10.7 | -21.9 | |
| Loans to SMEs | -8.1 | -4.7 | -6.7 | -14.7 | 27.3 | 31.1 | -2.4 | -3.4 | -13.2 | -30.2 | -13.6 | -16.2 | |
| Loans to large enterprises | -2.7 | 2.6 | 13.3 | -3.8 | 34.2 | 38.5 | 5.5 | -5.4 | -7.3 | -20.4 | 4.3 | -19.9 | |
| Short-term loans | -5.2 | -2.2 | 0.4 | 2.7 | 34.3 | 10.8 | -4.5 | -9.1 | -17.0 | -30.5 | -13.7 | -34.2 | |
| Long-term loans | -2.5 | 0.5 | 12.3 | -2.5 | 36.3 | 36.3 | 5.8 | -4.8 | 5.6 | -19.0 | -9.3 | -9.2 | |
| Loans in domestic currency | -3.9 | -2.9 | 11.8 | -11.0 | 24.5 | 10.8 | 2.2 | -11.0 | -10.8 | -33.8 | -13.7 | -28.2 | |
| Loans in foreign currency | 0.7 | 3.0 | 4.3 | -0.8 | 38.5 | 39.3 | 5.5 | 1.6 | -5.3 | -6.6 | -7.4 | -20.9 | |
| What was the impact of the factors listed below on changes in standards for approval of corporate loan applications within the last quarter? | | | | | | | | | | | | | |
| Bank's capitalization | 0.1 | 0.1 | -2.7 | -2.7 | 7.1 | -2.8 | 10.4 | -5.8 | 0.6 | 1.0 | -4.0 | -3.5 | |
| Bank's liquidity position | -1.3 | 0.4 | -4.5 | -5.5 | 1.9 | -16.5 | -22.1 | -16.9 | -17.2 | -23.2 | -5.2 | -16.5 | |
| Competition with other banks | -1.8 | -3.1 | -13.1 | -9.3 | -7.3 | -18.3 | -12.8 | -20.1 | -13.7 | -22.8 | -13.6 | -35.7 | |
| Competition with non-bank institutions | 0.0 | -0.1 | -13.2 | 0.1 | 0.0 | -6.7 | -0.1 | 0.0 | 1.7 | -1.6 | 0.0 | -2.5 | |
| Expectations of general economic activity | 0.3 | 2.8 | -3.5 | -9.3 | 24.6 | 20.9 | -1.8 | 6.9 | -7.5 | -19.2 | -9.6 | 4.8 | |
| Inflation expectations | 0.5 | 0.4 | 0.4 | -9.7 | 28.2 | 5.6 | 0.0 | 1.4 | 1.7 | 0.0 | 0.0 | 7.8 | |
| Exchange rate expectations | 1.9 | 2.2 | 1.2 | -8.8 | 40.2 | 26.7 | 5.7 | 1.3 | 1.5 | 1.6 | 0.0 | 4.8 | |
| Expectations of industry or a specific enterprise development | -0.7 | -1.0 | -2.1 | -2.3 | 32.5 | 40.2 | 1.9 | 21.1 | -7.3 | -18.3 | -3.7 | 7.8 | |
| Collateral risk | 0.3 | 2.2 | 13.8 | -0.5 | 10.4 | 2.3 | 0.0 | 1.3 | 1.7 | -3.3 | -3.7 | -13.1 | |
| What changes do you expect in the standards for approval of corporate loan applications over the next quarter? | | | | | | | | | | | | | |
| Total | 0.4 | 1.1 | -23.0 | -9.7 | 70.4 | 3.1 | -3.4 | -6.6 | -13.5 | -33.6 | -2.8 | -3.0 | |
| Loans to SMEs | -2.4 | -1.6 | -26.4 | -28.1 | 64.5 | -12.7 | -9.8 | -6.3 | -31.8 | -36.2 | -18.8 | -20.1 | |
| Loans to large enterprises | 0.4 | 2.5 | -13.9 | -14.2 | 68.9 | -18.7 | -1.4 | -4.0 | -13.3 | -19.0 | -2.8 | -0.1 | |
| Short-term loans | -3.2 | -2.4 | -21.3 | -24.3 | 61.0 | -19.1 | -9.7 | -6.3 | -28.3 | -21.2 | -21.4 | -22.1 | |
| Long-term loans | 0.8 | 1.6 | -14.3 | 0.6 | 73.4 | 1.4 | -6.8 | -5.0 | -1.0 | -31.9 | -1.8 | 4.8 | |
| Loans in domestic currency | -3.1 | -3.3 | -21.4 | -24.3 | 59.8 | -3.3 | -9.7 | -8.0 | -22.8 | -30.1 | -8.3 | -19.6 | |
| Loans in foreign currency | 3.9 | 4.9 | -1.1 | -2.1 | 72.3 | 9.8 | -1.4 | 0.7 | -6.4 | -2.1 | -1.4 | 4.1 | |
| How did the approval rate of corporate loan applications change within the past quarter? | | | | | | | | | | | | | |
| Total | -0.3 | 1.6 | 0.0 | 8.0 | -30.3 | -18.0 | 8.0 | 3.2 | 13.4 | 21.0 | 10.9 | 23.6 | |
| Loans to SMEs | 7.4 | 9.1 | 5.7 | 12.4 | -23.0 | -32.7 | 9.2 | -0.4 | 24.1 | 27.9 | 18.1 | 35.5 | |
| Loans to large enterprises | -4.2 | 0.4 | 0.0 | 2.1 | -38.1 | -39.0 | 0.9 | 3.2 | 1.9 | 18.0 | 10.8 | 19.0 | |
| Short-term loans | 3.8 | 3.0 | -1.6 | 7.8 | -21.8 | -6.4 | 10.5 | 2.5 | 23.8 | 31.1 | 15.3 | 23.6 | |
| Long-term loans | -2.8 | 1.6 | -0.8 | 0.3 | -41.4 | -42.4 | 0.5 | 1.7 | 13.6 | 17.3 | 6.0 | 11.6 | |
| Loans in domestic currency | 2.5 | 2.9 | -0.1 | 7.9 | -23.3 | -10.1 | 12.3 | 4.4 | 18.5 | 23.4 | 5.9 | 20.9 | |
| Loans in foreign currency | -2.7 | 0.2 | -1.6 | 0.2 | -41.4 | -40.8 | 0.1 | 0.3 | -1.5 | 11.8 | 8.5 | 4.5 | |
| How did price and non-price terms of corporate loans change within the past quarter? | | | | | | | | | | | | | |
| Total | | | | | | | | | | | | | |
| Interest rates (increase – stricter conditions) | 11.9 | -5.6 | -23.9 | -36.5 | -35.8 | -67.6 | -65.0 | -24.1 | -25.5 | -24.5 | -5.0 | 15.7 | |
| Changes in non-interest rate | 0.2 | 0.0 | -0.3 | -0.1 | 2.7 | -7.1 | 16.9 | 8.4 | 1.7 | -1.7 | -0.8 | 4.3 | |
| Loan or facility amount | -3.7 | -2.1 | -1.3 | -8.6 | 28.9 | 18.9 | -5.3 | -0.6 | -8.4 | -17.8 | -10.2 | -15.5 | |
| Collateral eligibility requirements | -0.9 | 0.0 | 0.4 | -0.8 | 3.8 | 2.3 | -0.3 | -0.4 | -7.2 | -12.8 | -7.0 | -28.1 | |
| Restrictions imposed by the loan agreement on the borrower | 2.0 | 1.0 | 0.2 | 0.2 | 5.3 | 3.2 | 0.0 | -3.6 | 7.7 | -9.0 | 3.7 | -5.3 | |
| Loan maturity | 1.4 | -0.1 | 0.0 | -13.6 | 3.2 | 5.0 | -1.5 | -0.8 | -0.3 | -5.3 | -4.8 | 3.1 | |
| Small- and medium-sized enterprises (SMEs) | | | | | | | | | | | | | |
| Interest rates (increase – stricter conditions) | 3.4 | -9.3 | -24.5 | -47.8 | -44.4 | -55.2 | -65.2 | -52.8 | -25.3 | -20.3 | -6.0 | -11.9 | |
| Changes in non-interest rate | 0.2 | -0.1 | -0.3 | -0.2 | 3.2 | -7.3 | 17.1 | 12.1 | 1.7 | -1.7 | -0.8 | -0.5 | |
| Loan or facility amount | -2.5 | -7.8 | -1.4 | -8.4 | 20.1 | 9.4 | -8.2 | 1.2 | -6.5 | -14.1 | -8.3 | -14.4 | |
| Collateral eligibility requirements | 1.7 | -10.1 | -2.4 | 11.2 | 18.2 | 2.1 | 1.8 | -0.4 | -2.0 | -28.9 | -10.7 | -31.1 | |
| Restrictions imposed by the loan agreement on the borrower | 0.9 | 1.0 | 0.2 | 0.2 | -3.3 | 0.0 | 1.8 | -5.1 | 6.3 | -7.4 | 3.7 | -5.9 | |
| Loan maturity | -7.1 | -7.0 | 0.0 | -15.5 | 0.0 | 3.2 | -1.5 | 0.0 | 1.7 | -0.1 | -4.3 | 3.4 | |
| Large enterprises | | | | | | | | | | | | | |
| Interest rates (increase – stricter conditions) | 13.6 | -5.5 | -10.7 | -18.7 | -34.0 | -65.8 | -64.9 | -4.7 | -26.8 | -27.4 | -2.3 | 12.9 | |
| Changes in non-interest rate | 0.2 | 0.0 | -0.1 | -0.2 | 2.7 | 0.0 | 17.5 | 8.4 | 1.8 | -1.7 | -0.8 | 6.2 | |
| Loan or facility amount | -3.7 | -1.6 | 0.1 | -1.0 | 27.4 | 20.9 | -5.1 | 0.8 | -3.2 | -17.1 | -8.0 | -13.8 | |
| Collateral eligibility requirements | -0.2 | 1.0 | 0.5 | -0.6 | 3.8 | 3.8 | -0.3 | -0.4 | -7.6 | -8.2 | -7.1 | -26.5 | |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
|--|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Restrictions imposed by the loan agreement on the borrower | | 2.0 | 1.2 | 0.2 | 0.2 | 5.3 | 3.2 | 0.0 | 1.4 | 6.6 | -9.1 | 3.7 | 9.2 |
| Loan maturity | | 0.2 | 0.1 | 0.0 | -0.1 | 3.2 | 5.0 | -1.5 | -0.8 | -2.4 | -5.4 | -4.8 | 1.3 |
| How the corporate sector's demand changed within the last quarter, disregarding the seasonal changes? | | | | | | | | | | | | | |
| Total | | 12.3 | 12.8 | 14.3 | 29.1 | 4.3 | -21.7 | 29.5 | 24.5 | 20.5 | 27.2 | 29.5 | 49.3 |
| Loans to SMEs | | 5.5 | 9.2 | 16.5 | 29.8 | -5.2 | 29.7 | 39.7 | 16.3 | 47.6 | 35.4 | 25.6 | 51.6 |
| Loans to large enterprises | | 11.0 | 8.5 | 12.2 | 6.0 | -1.8 | -29.1 | -8.7 | 29.3 | 20.3 | 22.7 | 25.6 | 41.8 |
| Short-term loans | | 10.3 | 10.7 | 20.8 | 23.1 | 6.8 | -17.8 | 26.3 | 8.6 | 23.3 | 27.9 | 31.3 | 50.2 |
| Long-term loans | | 12.7 | 9.6 | 14.9 | 22.8 | -7.7 | -27.3 | 18.8 | 27.5 | 25.3 | 22.6 | 22.1 | 32.1 |
| Loans in domestic currency | | 10.6 | 13.4 | 17.8 | 28.3 | 3.4 | -18.9 | 26.3 | 22.2 | 29.4 | 36.3 | 26.9 | 42.7 |
| Loans in foreign currency | | 8.0 | 7.2 | 6.8 | 7.1 | -16.7 | -36.6 | 5.1 | 4.4 | 11.5 | 12.1 | 22.6 | 25.5 |
| What was the impact of the factors listed below on changes in corporate demand for loans within the last quarter? | | | | | | | | | | | | | |
| Interest rates | | -4.4 | -2.3 | 23.5 | 29.0 | 10.6 | 18.4 | 26.2 | 27.1 | 27.2 | 31.1 | 28.6 | 31.2 |
| Capital investment needs | | 11.5 | 6.7 | 24.2 | 20.8 | 13.2 | -25.5 | 25.1 | 17.5 | 38.9 | 21.7 | 31.8 | 47.0 |
| Working capital needs | | 17.6 | 18.4 | 27.7 | 22.2 | 21.9 | -15.2 | 31.5 | 4.8 | 53.2 | 40.6 | 31.0 | 73.0 |
| Debt restructuring | | 3.5 | 6.9 | 0.9 | 3.9 | 17.7 | 37.4 | 48.6 | 31.2 | 25.4 | 8.5 | 8.4 | 3.7 |
| Internal financing | | 1.0 | -2.0 | -15.3 | 11.3 | -3.6 | 5.3 | -1.8 | 5.0 | 5.3 | 1.5 | 7.6 | 8.7 |
| Loans from other banks | | -5.4 | -4.2 | -18.0 | -2.4 | -4.8 | 3.3 | -7.7 | -3.6 | -6.9 | 7.3 | -9.4 | 7.9 |
| Assets sale | | 2.7 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| How will the corporate demand for loans change over the next quarter, disregarding the seasonal changes, in your opinion? | | | | | | | | | | | | | |
| Total | | 25.8 | 21.3 | 25.7 | 31.0 | -12.0 | 0.8 | 21.4 | 28.5 | 41.1 | 33.2 | 44.2 | 14.3 |
| Loans to SMEs | | 28.9 | 27.4 | 35.6 | 38.9 | -18.8 | 26.6 | 20.3 | 28.9 | 53.9 | 35.3 | 29.4 | 25.2 |
| Loans to large enterprises | | 22.6 | 11.0 | 14.3 | 8.5 | -13.3 | 0.4 | 20.9 | 5.6 | 40.3 | 32.7 | 27.6 | 4.8 |
| Short-term loans | | 30.6 | 23.6 | 29.1 | 33.2 | -12.5 | 8.3 | 20.5 | 25.6 | 49.4 | 32.4 | 40.4 | 29.0 |
| Long-term loans | | 20.0 | 13.7 | 13.4 | 23.9 | -21.6 | -7.0 | 17.8 | 6.5 | 47.1 | 32.1 | 25.2 | 2.4 |
| Loans in domestic currency | | 24.3 | 18.8 | 37.9 | 28.6 | -12.8 | 8.1 | 18.5 | 25.5 | 43.0 | 37.2 | 34.6 | 28.9 |
| Loans in foreign currency | | -2.2 | 14.3 | 6.0 | 9.8 | -40.4 | -19.3 | 8.6 | 3.2 | 6.9 | 14.8 | 24.8 | -14.5 |
| How do you assess corporates' leverage in the past quarter? | | | | | | | | | | | | | |
| Total | | 17.3 | 10.2 | 6.0 | 1.3 | 2.0 | 17.2 | -0.4 | 1.1 | 3.5 | 6.3 | 5.0 | -1.9 |
| SMEs | | -1.3 | -15.3 | -16.6 | -0.2 | -8.4 | -10.4 | -1.5 | -5.0 | -16.6 | -18.8 | -3.8 | -1.1 |
| Large enterprises | | 25.8 | 13.1 | 14.3 | 9.7 | 4.1 | 18.6 | 1.6 | 2.0 | 15.5 | 13.6 | 9.3 | 1.7 |
| IV. Loans to households | | | | | | | | | | | | | |
| How did the standards for approval of retail loan applications changed within the last quarter? | | | | | | | | | | | | | |
| Mortgages | | 0.3 | 0.1 | -2.4 | 26.0 | 24.7 | 62.5 | 16.6 | -30.6 | -8.2 | -13.8 | -27.8 | -27.6 |
| Consumer loans | | -13.1 | -0.2 | -1.3 | -12.8 | 24.6 | 76.5 | -5.9 | -30.9 | -18.8 | -21.2 | -17.8 | -23.2 |
| What was the impact of the factors listed below on changes in standards for approval of retail loan applications within the last quarter? | | | | | | | | | | | | | |
| Cost of funding and balance sheet restrictions | | -2.4 | -2.6 | -3.8 | -5.2 | 13.6 | -4.8 | -6.0 | -5.8 | -8.1 | -3.2 | 0.4 | -1.6 |
| Competition with other banks | | -7.5 | -12.0 | -2.2 | -13.1 | -5.4 | -0.3 | -23.2 | -22.8 | -15.4 | -9.4 | -17.2 | -20.1 |
| Competition with non-bank institutions | | -4.0 | -0.1 | -2.7 | -1.5 | 0.0 | 0.0 | -8.4 | -10.1 | -6.0 | -3.7 | -3.9 | -6.1 |
| Expectations of general economic activity | | -7.1 | -5.1 | -22.0 | -3.9 | 46.2 | 51.8 | -6.5 | -5.0 | -7.2 | -14.7 | -17.1 | -11.4 |
| Inflation expectations | | 0.0 | 0.1 | -17.2 | -2.8 | 32.6 | 23.6 | 1.3 | -2.5 | -3.4 | -3.5 | -3.5 | -0.1 |
| Exchange rate expectations | | 0.0 | 0.1 | -0.1 | -1.5 | 33.3 | 24.4 | -0.3 | 0.0 | -3.4 | -3.2 | -3.5 | -0.1 |
| Real estate market expectations | | 0.0 | -1.8 | -17.5 | -0.2 | 0.4 | 1.4 | 0.0 | -6.2 | -5.1 | -26.3 | -3.5 | 2.6 |
| Borrowers' solvency expectations | | -4.9 | -9.5 | -23.9 | -6.5 | 64.5 | 55.2 | 7.1 | -0.9 | -5.2 | -10.3 | -5.5 | -21.1 |
| What changes do you expect in the standards for approval of retail loan applications over the next quarter? | | | | | | | | | | | | | |
| Mortgages | | -4.4 | -4.0 | -5.0 | 23.8 | 54.7 | -25.1 | -34.3 | -2.3 | -36.1 | -31.0 | -24.9 | -24.4 |
| Consumer loans | | -9.9 | -2.6 | -11.1 | -9.8 | 67.8 | -15.1 | -36.4 | -7.5 | -40.4 | -31.8 | -25.6 | -19.7 |
| How did the rate of approval of retail loan applications change within the past quarter? | | | | | | | | | | | | | |
| Mortgages | | 0.4 | 0.0 | -0.7 | 0.1 | -22.4 | -58.1 | 31.3 | 4.1 | 10.1 | 35.2 | 34.0 | 38.3 |
| Consumer loans | | 22.9 | 5.2 | 0.7 | 13.9 | -25.2 | -75.2 | 40.5 | 39.1 | 18.6 | 33.3 | 18.3 | 32.3 |
| How did price and non-price terms of retail loan change within the past quarter? | | | | | | | | | | | | | |
| Mortgages | | | | | | | | | | | | | |
| Interest rates on loans | | 6.6 | 24.1 | -2.5 | -7.2 | -49.2 | -10.4 | -32.2 | -36.5 | -36.6 | -30.4 | -2.5 | -7.3 |
| Collateral eligibility requirements | | 0.0 | 25.1 | 0.0 | 0.0 | 0.4 | 4.5 | 24.4 | -4.2 | -5.4 | -8.3 | -5.8 | -5.4 |
| Loan maturity | | 0.0 | 0.0 | 0.0 | 0.0 | 0.4 | 0.0 | 0.0 | -23.7 | 0.0 | 0.0 | 0.0 | -0.1 |
| Changes in non-interest rate | | 0.0 | 0.2 | 0.0 | 0.0 | -1.8 | -7.9 | 0.0 | -2.7 | -0.6 | -25.8 | 3.2 | 0.1 |
| Loan-to-value ratio (LTV) | | 0.0 | 0.1 | -0.4 | 0.0 | 0.4 | 26.5 | 0.0 | -22.6 | 0.0 | -3.2 | 0.0 | -2.4 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
|---|---|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|
| Consumer loans | | | | | | | | | | | | | |
| Interest rates on loans | | 0.8 | 12.8 | -2.1 | -11.7 | -3.8 | -9.4 | -30.2 | -23.7 | -7.5 | -5.3 | -3.6 | -7.3 |
| Collateral eligibility requirements | | 0.0 | 17.8 | 0.0 | 0.0 | 0.3 | 2.9 | 0.0 | 0.0 | -4.8 | -3.1 | -3.5 | -5.1 |
| Loan maturity | | -2.9 | -4.3 | -2.2 | -3.1 | 0.3 | -0.4 | -3.6 | -10.5 | 0.0 | 0.0 | -0.6 | -6.1 |
| Changes in non-interest rate | | -0.9 | -1.3 | -1.6 | -0.5 | -1.7 | -1.7 | -3.6 | -6.7 | -1.9 | -2.9 | 2.2 | 1.3 |
| Loan amount | | -3.8 | 9.8 | -0.9 | -9.6 | 21.7 | 27.7 | -6.0 | -24.6 | -9.6 | -2.4 | -6.0 | -6.9 |
| How did the households' demand for loans change in the past quarter (not seasonally adjusted)? | | | | | | | | | | | | | |
| Mortgages | | 0.6 | 1.9 | 1.6 | 2.0 | -60.2 | -64.2 | 31.8 | 22.6 | 68.7 | 33.7 | 63.9 | 35.4 |
| Consumer loans | | 36.8 | 30.0 | 10.0 | 28.5 | -30.1 | -73.1 | 39.9 | 45.8 | 9.5 | 27.7 | 40.7 | 40.4 |
| What was the impact of the factors listed below on changes in households' demand for loans in the past quarter? | | | | | | | | | | | | | |
| Mortgages | | | | | | | | | | | | | |
| Interest rates | | 3.3 | -25.0 | 27.2 | 4.5 | 9.2 | 2.8 | 34.2 | 32.8 | 56.7 | 51.1 | 11.5 | 31.0 |
| Real estate market outlook | | 1.0 | 0.6 | 25.1 | 22.0 | -14.1 | -12.0 | 5.1 | 5.9 | 14.5 | 40.8 | 41.5 | 13.2 |
| Consumer confidence | | -2.1 | 2.3 | 24.4 | 26.0 | -58.6 | -73.1 | -23.9 | 1.2 | 11.6 | 35.1 | 33.5 | 9.9 |
| Households savings | | 4.4 | 3.7 | 2.7 | 3.0 | -56.2 | -12.0 | -2.4 | 1.0 | -0.2 | 5.2 | 8.0 | 7.3 |
| Loans from other banks | | -5.0 | -0.4 | -24.9 | 0.1 | -18.3 | -0.5 | -0.5 | 0.8 | -1.8 | -5.7 | -9.0 | -8.2 |
| Consumer loans | | | | | | | | | | | | | |
| Interest rates | | 2.3 | -13.1 | 18.1 | 11.0 | -9.6 | 1.8 | 32.9 | 27.9 | 14.5 | 10.3 | 10.5 | 7.6 |
| Consumer confidence | | 12.2 | 22.3 | 8.7 | 32.4 | -38.0 | -54.4 | 2.3 | 12.4 | 6.7 | 22.3 | 15.6 | 30.3 |
| Spending on durable goods | | 8.2 | 12.3 | 3.0 | 9.2 | -42.8 | -48.6 | 15.1 | 12.7 | 3.7 | 25.4 | 28.9 | 23.1 |
| FX purchase | | 2.4 | 3.6 | 2.0 | 2.1 | -42.9 | -3.1 | 6.7 | 1.6 | -0.1 | 15.0 | 3.5 | 0.0 |
| Households savings | | 6.3 | 3.9 | 2.7 | 3.2 | -37.1 | -9.3 | 0.1 | 0.7 | -0.3 | 4.6 | 4.9 | 5.0 |
| Loans from other banks | | 3.4 | 0.7 | -16.6 | -13.2 | 4.5 | 14.8 | 8.3 | 1.1 | 0.6 | -7.0 | -2.1 | 2.6 |
| How will the households' demand for loans change over the next quarter (not seasonally adjusted), in your opinion? | | | | | | | | | | | | | |
| Mortgages | | 37.7 | 30.2 | 26.7 | 29.7 | -56.5 | 59.7 | 35.2 | 3.6 | 44.5 | 22.1 | 38.9 | 38.5 |
| Consumer loans | | 45.4 | 44.3 | 23.3 | 16.2 | -55.6 | 49.6 | 48.6 | 7.6 | 4.5 | 49.8 | 45.9 | 27.0 |
| How do you assess debt burden on households in the past quarter? | | | | | | | | | | | | | |
| Total | | -5.4 | -4.0 | -2.3 | -3.1 | -11.4 | -15.2 | -13.1 | -11.9 | -15.4 | -17.9 | -23.4 | -9.5 |