

Table 2

## Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Branches and Agencies of Foreign Banks in the United States <sup>1</sup>

(Status of policy as of October 2008)

*Questions 1-6 ask about commercial and industrial (C&I) loans at your bank. Questions 1-3 deal with changes in your bank's lending policies over the past three months. Questions 4-5 deal with changes in demand for C&I loans over the past three months. Question 6 asks about changes in prospective demand for C&I loans at your bank, as indicated by the volume of recent inquiries about the availability of new credit lines or increases in existing lines. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.*

1. Over the past three months, how have your bank's credit standards for approving applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—changed?

	All Respondents	
	Banks	Percent
Tightened considerably	5	23.8
Tightened somewhat	10	47.6
Remained basically unchanged	6	28.6
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	21	100.0

2. For applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—that your bank currently is willing to approve, how have the terms of those loans changed over the past three months?

a. Maximum size of credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	7	33.3
Tightened somewhat	10	47.6
Remained basically unchanged	4	19.0
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	21	100.0

b. Maximum maturity of loans or credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	1	4.8
Tightened somewhat	10	47.6
Remained basically unchanged	10	47.6
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	21	100.0

c. Costs of credit lines

	All Respondents	
	Banks	Percent
Tightened considerably	12	57.1
Tightened somewhat	6	28.6
Remained basically unchanged	3	14.3
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	21	100.0

d. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

	All Respondents	
	Banks	Percent
Tightened considerably	12	57.1
Tightened somewhat	5	23.8
Remained basically unchanged	4	19.0
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	21	100.0

e. Premiums charged on riskier loans

	All Respondents	
	Banks	Percent
Tightened considerably	10	50.0
Tightened somewhat	8	40.0
Remained basically unchanged	2	10.0
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	20	100.0

f. Loan covenants

	All Respondents	
	Banks	Percent
Tightened considerably	2	9.5
Tightened somewhat	11	52.4
Remained basically unchanged	8	38.1
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	21	100.0

g. Collateralization requirements

	All Respondents	
	Banks	Percent
Tightened considerably	2	9.5
Tightened somewhat	9	42.9
Remained basically unchanged	10	47.6
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	21	100.0

3. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1 and 2), how important have been the following possible reasons for the change?

A. Possible reasons for tightening credit standards or loan terms:

a. Deterioration in your bank's current or expected capital position

	All Respondents	
	Banks	Percent
Not important	5	26.3
Somewhat important	11	57.9
Very important	3	15.8
<b>Total</b>	<b>19</b>	<b>100.0</b>

b. Less favorable or more uncertain economic outlook

	All Respondents	
	Banks	Percent
Not important	1	5.3
Somewhat important	3	15.8
Very important	15	78.9
<b>Total</b>	<b>19</b>	<b>100.0</b>

c. Worsening of industry-specific problems (please specify industries)

	All Respondents	
	Banks	Percent
Not important	2	10.5
Somewhat important	9	47.4
Very important	8	42.1
<b>Total</b>	<b>19</b>	<b>100.0</b>

d. Less aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)

	All Respondents	
	Banks	Percent
Not important	9	47.4
Somewhat important	8	42.1
Very important	2	10.5
<b>Total</b>	19	100.0

e. Reduced tolerance for risk

	All Respondents	
	Banks	Percent
Not important	3	15.8
Somewhat important	12	63.2
Very important	4	21.1
<b>Total</b>	19	100.0

f. Decreased liquidity in the secondary market for these loans

	All Respondents	
	Banks	Percent
Not important	5	26.3
Somewhat important	2	10.5
Very important	12	63.2
<b>Total</b>	19	100.0

g. Increase in defaults by borrowers in public debt markets

	All Respondents	
	Banks	Percent
Not important	9	47.4
Somewhat important	9	47.4
Very important	1	5.3
<b>Total</b>	19	100.0

h. Deterioration in your bank's current or expected liquidity position

	All Respondents	
	Banks	Percent
Not important	5	29.4
Somewhat important	10	58.8
Very important	2	11.8
<b>Total</b>	17	100.0

B. Possible reasons for easing credit standards or loan terms:

a. Improvement in your bank's current or expected capital position

	All Respondents	
	Banks	Percent
Not important	0	--
Somewhat important	0	--
Very important	0	--
<b>Total</b>	0	--

b. More favorable or less uncertain economic outlook

	All Respondents	
	Banks	Percent
Not important	0	--
Somewhat important	0	--
Very important	0	--
<b>Total</b>	0	--

c. Improvement in industry-specific problems (please specify industries)

	All Respondents	
	Banks	Percent
Not important	0	--
Somewhat important	0	--
Very important	0	--
<b>Total</b>	0	--

d. More aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)

	All Respondents	
	Banks	Percent
Not important	0	--
Somewhat important	0	--
Very important	0	--
<b>Total</b>	0	--



e. Increased tolerance for risk

	All Respondents	
	Banks	Percent
Not important	0	--
Somewhat important	0	--
Very important	0	--
<b>Total</b>	0	--

f. Increased liquidity in the secondary market for these loans

	All Respondents	
	Banks	Percent
Not important	0	--
Somewhat important	0	--
Very important	0	--
<b>Total</b>	0	--

g. Reduction in defaults by borrowers in public debt markets

	All Respondents	
	Banks	Percent
Not important	0	--
Somewhat important	0	--
Very important	0	--
<b>Total</b>	0	--

h. Improvement in your bank's current or expected liquidity position

	All Respondents	
	Banks	Percent
Not important	0	--
Somewhat important	0	--
Very important	0	--
<b>Total</b>	0	--

4. Apart from normal seasonal variation, how has demand for C&I loans changed over the past three months? (Please consider only funds actually disbursed as opposed to requests for new or increased lines of credit.)

	All Respondents	
	Banks	Percent
Substantially stronger	2	9.5
Moderately stronger	4	19.0
About the same	10	47.6
Moderately weaker	4	19.0
Substantially weaker	1	4.8
<b>Total</b>	21	100.0

5. If demand for C&I loans has strengthened or weakened over the past three months (as described in question 4), how important have been the following possible reasons for the change?

A. If stronger loan demand (answer 1 or 2 to question 4), possible reasons:

a. Customer inventory financing needs increased

	All Respondents	
	Banks	Percent
Not important	4	80.0
Somewhat important	1	20.0
Very important	0	0.0
<b>Total</b>	5	100.0

b. Customer accounts receivable financing needs increased

	All Respondents	
	Banks	Percent
Not important	4	80.0
Somewhat important	1	20.0
Very important	0	0.0
<b>Total</b>	5	100.0

c. Customer investment in plant or equipment increased

	All Respondents	
	Banks	Percent
Not important	4	80.0
Somewhat important	1	20.0
Very important	0	0.0
<b>Total</b>	5	100.0

d. Customer internally generated funds decreased

	All Respondents	
	Banks	Percent
Not important	3	60.0
Somewhat important	2	40.0
Very important	0	0.0
<b>Total</b>	5	100.0

e. Customer merger or acquisition financing needs increased

	All Respondents	
	Banks	Percent
Not important	4	80.0
Somewhat important	1	20.0
Very important	0	0.0
<b>Total</b>	<b>5</b>	<b>100.0</b>

f. Customer borrowing shifted to your bank from other bank or nonbank sources because these other sources became less attractive

	All Respondents	
	Banks	Percent
Not important	2	33.3
Somewhat important	1	16.7
Very important	3	50.0
<b>Total</b>	<b>6</b>	<b>100.0</b>

B. If weaker loan demand (answer 4 or 5 to question 4), possible reasons:

a. Customer inventory financing needs decreased

	All Respondents	
	Banks	Percent
Not important	4	80.0
Somewhat important	1	20.0
Very important	0	0.0
<b>Total</b>	<b>5</b>	<b>100.0</b>

b. Customer accounts receivable financing needs decreased

	All Respondents	
	Banks	Percent
Not important	4	80.0
Somewhat important	1	20.0
Very important	0	0.0
<b>Total</b>	5	100.0

c. Customer investment in plant or equipment decreased

	All Respondents	
	Banks	Percent
Not important	2	40.0
Somewhat important	3	60.0
Very important	0	0.0
<b>Total</b>	5	100.0

d. Customer internally generated funds increased

	All Respondents	
	Banks	Percent
Not important	3	75.0
Somewhat important	1	25.0
Very important	0	0.0
<b>Total</b>	4	100.0

e. Customer merger or acquisition financing needs decreased

	All Respondents	
	Banks	Percent
Not important	0	0.0
Somewhat important	2	40.0
Very important	3	60.0
<b>Total</b>	5	100.0

f. Customer borrowing shifted from your bank to other bank or nonbank credit sources because these other sources became more attractive

	All Respondents	
	Banks	Percent
Not important	3	100.0
Somewhat important	0	0.0
Very important	0	0.0
<b>Total</b>	3	100.0

6. At your bank, how has the number of inquiries from potential business borrowers regarding the availability and terms of new credit lines or increases in existing lines changed over the past three months? (Please consider only inquiries for additional C&I lines as opposed to the refinancing of existing loans.)

	All Respondents	
	Banks	Percent
The number of inquiries has increased substantially	0	0.0
The number of inquiries has increased moderately	4	19.0
The number of inquiries has stayed about the same	8	38.1
The number of inquiries has decreased moderately	9	42.9
The number of inquiries has decreased substantially	0	0.0
<b>Total</b>	21	100.0

*Questions 7-8 ask about changes in the dollar amount of outstanding C&I loans at your bank. Question 7 asks about changes in the outstanding dollar amount of C&I loans drawn under preexisting commitments and question 8 asks about changes in the outstanding dollar amount of C&I loans that were not drawn under preexisting commitments.*

7. At your bank, how has the dollar amount of C&I loans outstanding that were drawn under preexisting commitments changed over the past three months?

	All Respondents	
	Banks	Percent
Declined considerably	0	0.0
Declined somewhat	1	4.8
Remained basically unchanged	5	23.8
Increased somewhat	14	66.7
Increased considerably	1	4.8
<b>Total</b>	21	100.0

8. At your bank, how has the dollar amount of C&I loans outstanding that were not drawn under preexisting commitments changed over the past three months?

	All Respondents	
	Banks	Percent
Declined considerably	0	0.0
Declined somewhat	1	4.8
Remained basically unchanged	11	52.4
Increased somewhat	7	33.3
Increased considerably	2	9.5
<b>Total</b>	21	100.0

*Questions 9-10 ask about commercial real estate loans at your bank, including construction and land development loans and loans secured by nonfarm nonresidential real estate. Question 9 deals with changes in your bank's standards over the past three months. Question 10 deals with changes in demand. If your bank's lending standards or terms have not changed over the relevant period, please report them as unchanged even if they are either restrictive or accommodative relative to longer-term norms. If your bank's standards or terms have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.*

9. Over the past three months, how have your bank's credit standards for approving applications for commercial real estate loans changed?

	All Respondents	
	Banks	Percent
Tightened considerably	4	26.7
Tightened somewhat	6	40.0
Remained basically unchanged	5	33.3
Eased somewhat	0	0.0
Eased considerably	0	0.0
<b>Total</b>	15	100.0

10. Apart from normal seasonal variation, how has demand for commercial real estate loans changed over the past three months?

	All Respondents	
	Banks	Percent
Substantially stronger	0	0.0
Moderately stronger	1	6.7
About the same	7	46.7
Moderately weaker	5	33.3
Substantially weaker	2	13.3
<b>Total</b>	15	100.0

---

1. As of June 30, 2008, the 21 respondents had combined assets of \$1.0 trillion, compared to \$2.0 trillion for all foreign related banking institutions in the United States. The sample is selected from among the largest foreign-related banking institutions in those Federal Reserve Districts where such institutions are common.