

Senior Loan Officer Opinion Survey on Bank Lending Practices
at Large Japanese Banks (January 2004)

Demand for Loans (Questions 1-6)

1. How has demand for loans from borrowers (firms, local governments, and households) changed over the past three months (apart from normal seasonal fluctuations)?

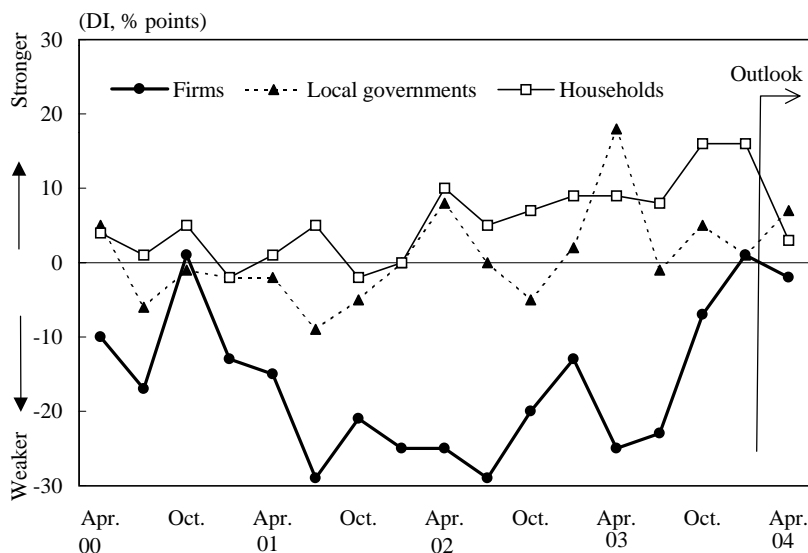
| | DI for demand for loans(% point) | (October 2003) |
|-------------------|----------------------------------|----------------|
| Firms | 1 | -7 |
| Local governments | 1 | 5 |
| Households | 16 | 16 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------------|----------------|-------------------|----------------------|-------|
| Substantially stronger | Moderately stronger | About the same | Moderately weaker | Substantially weaker | |
| 0 (0%) | 6 (12%) | 40 (80%) | 3 (6%) | 1 (2%) | 50 |
| 2 (4%) | 3 (6%) | 40 (80%) | 4 (8%) | 1 (2%) | |
| 3 (6%) | 12 (25%) | 32 (65%) | 2 (4%) | 0 (0%) | 49 |

* DI for demand for loans

= (percentage of respondents selecting "substantially stronger" + percentage of respondents selecting "moderately stronger" × 0.5) - (percentage of respondents selecting "substantially weaker" + percentage of respondents selecting "moderately weaker" × 0.5)
(same for question 2 and 4)

Demand for loans from borrowers: classified by borrower type



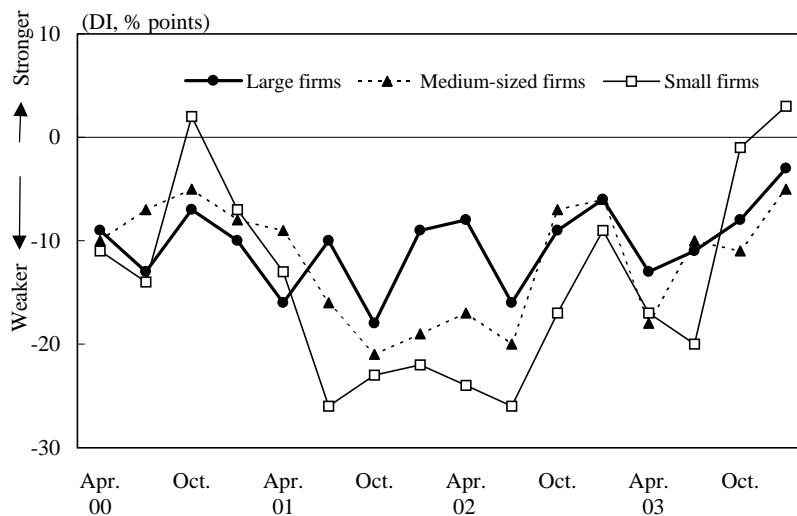
* See question 6. for the outlook.

2. How has demand for loans from firms changed over the past three months? Please give a breakdown by industry and firm size.

| All industries | DI for demand for loans(% point) | (October 2003) |
|--------------------|----------------------------------|----------------|
| Large firms | -3 | -8 |
| Medium-sized firms | -5 | -11 |
| Small firms | 3 | -1 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------------|----------------|-------------------|----------------------|-------|
| Substantially stronger | Moderately stronger | About the same | Moderately weaker | Substantially weaker | |
| 0 (0%) | 4 (8%) | 40 (80%) | 5 (10%) | 1 (2%) | 50 |
| 0 (0%) | 1 (2%) | 44 (88%) | 4 (8%) | 1 (2%) | 50 |
| 0 (0%) | 9 (18%) | 36 (72%) | 4 (8%) | 1 (2%) | 50 |

Demand for loans from firms: classified by firm size



| Manufacturing | DI for demand for loans(% point) | (October 2003) |
|--------------------|----------------------------------|----------------|
| Large firms | -7 | -7 |
| Medium-sized firms | -2 | -9 |
| Small firms | 1 | -8 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------------|----------------|-------------------|----------------------|-------|
| Substantially stronger | Moderately stronger | About the same | Moderately weaker | Substantially weaker | |
| 0 (0%) | 4 (8%) | 37 (74%) | 7 (14%) | 2 (4%) | 50 |
| 0 (0%) | 4 (8%) | 41 (82%) | 4 (8%) | 1 (2%) | 50 |
| 0 (0%) | 7 (14%) | 37 (74%) | 6 (12%) | 0 (0%) | 50 |

| Nonmanufacturing | DI for demand for loans(% point) | (October 2003) |
|--------------------|----------------------------------|----------------|
| Large firms | -3 | -11 |
| Medium-sized firms | -5 | -9 |
| Small firms | 2 | 1 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------------|----------------|-------------------|----------------------|-------|
| Substantially stronger | Moderately stronger | About the same | Moderately weaker | Substantially weaker | |
| 0 (0%) | 4 (8%) | 40 (80%) | 5 (10%) | 1 (2%) | 50 |
| 0 (0%) | 1 (2%) | 44 (88%) | 4 (8%) | 1 (2%) | 50 |
| 0 (0%) | 8 (16%) | 36 (72%) | 6 (12%) | 0 (0%) | 50 |

Of which:

| Construction and real estate | DI for demand for loans(% point) | (October 2003) |
|------------------------------|----------------------------------|----------------|
| Large firms | -7 | -10 |
| Medium-sized firms | 2 | -3 |
| Small firms | 2 | -1 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------------|----------------|-------------------|----------------------|-------|
| Substantially stronger | Moderately stronger | About the same | Moderately weaker | Substantially weaker | |
| 1 (2%) | 1 (2%) | 40 (80%) | 6 (12%) | 2 (4%) | 50 |
| 1 (2%) | 4 (8%) | 41 (82%) | 4 (8%) | 0 (0%) | 50 |
| 0 (0%) | 7 (14%) | 38 (76%) | 5 (10%) | 0 (0%) | 50 |

| Finance and insurance | DI for demand for loans(% point) | (October 2003) |
|-----------------------|----------------------------------|----------------|
| Large firms | 2 | -10 |
| Medium-sized firms | -4 | -2 |
| Small firms | -11 | -1 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------------|----------------|-------------------|----------------------|-------|
| Substantially stronger | Moderately stronger | About the same | Moderately weaker | Substantially weaker | |
| 1 (2%) | 8 (16%) | 35 (70%) | 4 (8%) | 2 (4%) | 50 |
| 0 (0%) | 0 (0%) | 45 (92%) | 4 (8%) | 0 (0%) | 49 |
| 0 (0%) | 2 (4%) | 37 (76%) | 7 (14%) | 3 (6%) | 49 |

| Other nonmanufacturing | DI for demand for loans(% point) | (October 2003) |
|------------------------|----------------------------------|----------------|
| Large firms | -2 | -11 |
| Medium-sized firms | -4 | -14 |
| Small firms | 4 | -3 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------------|----------------|-------------------|----------------------|-------|
| Substantially stronger | Moderately stronger | About the same | Moderately weaker | Substantially weaker | |
| 0 (0%) | 4 (8%) | 40 (80%) | 6 (12%) | 0 (0%) | 50 |
| 0 (0%) | 2 (4%) | 43 (86%) | 4 (8%) | 1 (2%) | 50 |
| 0 (0%) | 8 (16%) | 38 (76%) | 4 (8%) | 0 (0%) | 50 |

3.a. If demand for loans from firms has increased at your bank (that is, the answer to question 2, "All industries" is either "Substantially stronger" or "Moderately stronger"), to what factors do you attribute this increase? (Please rate each possible reason using the following scale: 3=important, 2=somewhat important, 1=not important.)

| | Large firms | Medium-sized firms | Small firms |
|--|-------------|--------------------|-------------|
| | Average | Average | Average |
| (1) Customers' sales increased | 1.75 | 3.00 | 1.56 |
| (2) Customers' fixed investment increased | 1.50 | 2.00 | 1.56 |
| (3) Customers' funding from other sources became difficult to obtain | 1.00 | 1.00 | 1.22 |
| (4) Customers' internally-generated funds decreased | 1.25 | 1.00 | 1.11 |
| (5) Customers' borrowing shifted from other sources to your bank | 2.00 | 1.00 | 1.22 |
| (6) Decline in interest rates | 1.75 | 1.00 | 1.56 |
| (7) Other factors | 1.00 | n.a. | 1.33 |
| Number of banks responding | 4 | 1 | 9 |

* Average is calculated by multiplying the share of respondents selecting each option by the scale of each option, then adding up the result (same for question 3b, 5a and 5b)

3.b. If demand for loans from firms has decreased at your bank (that is, the answer to question 2, "All industries" is either "Substantially weaker" or "Moderately weaker"), to what factors do you attribute this decrease? (Please rate each possible reason using the following scale: 3=important, 2=somewhat important, 1=not important.)

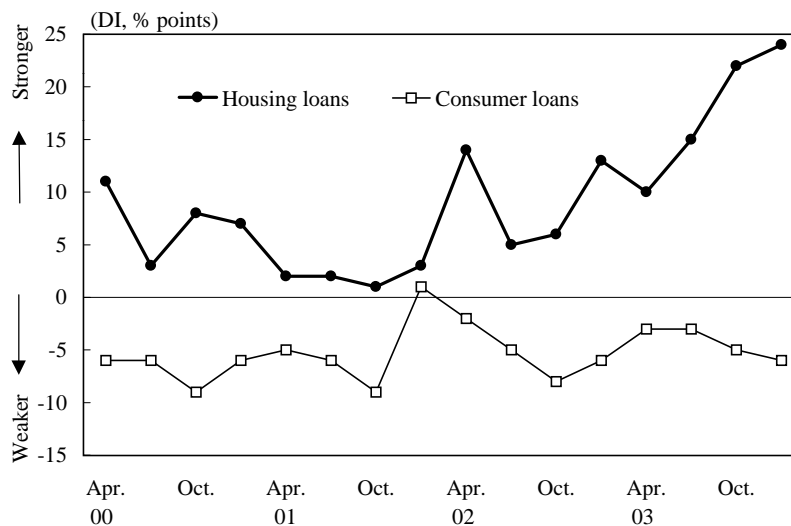
| | Large firms | Medium-sized firms | Small firms |
|--|-------------|--------------------|-------------|
| | Average | Average | Average |
| (1) Customers' sales decreased | 1.67 | 1.60 | 2.00 |
| (2) Customers' fixed investment decreased | 1.67 | 1.80 | 2.20 |
| (3) Customers' funding from other sources became easy to obtain | 1.17 | 1.00 | 1.00 |
| (4) Customers' internally-generated funds increased | 1.50 | 1.60 | 1.00 |
| (5) Customers' borrowing shifted from your bank to other sources | 2.00 | 1.60 | 1.00 |
| (6) Rise in interest rates | 1.00 | 1.00 | 1.00 |
| (7) Other factors | 1.00 | 1.00 | 1.75 |
| Number of banks responding | 6 | 5 | 5 |

4. How has demand from households for housing and consumer loans changed?

| | DI for demand for loans(% point) | (October 2003) |
|----------------|----------------------------------|----------------|
| Housing loans | 24 | 22 |
| Consumer loans | -6 | -5 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------------|----------------|-------------------|----------------------|-------|
| Substantially stronger | Moderately stronger | About the same | Moderately weaker | Substantially weaker | |
| 5 (10%) | 16 (33%) | 26 (53%) | 1 (2%) | 1 (2%) | 49 |
| 1 (2%) | 2 (4%) | 34 (72%) | 10 (21%) | 0 (0%) | 47 |

Demand for loans from households: classified by type of loan



5.a. If demand for loans from households has increased at your bank (that is, the answer to question 4 is either "Substantially stronger" or "Moderately stronger"), to what factors do you attribute this increase? (Please rate each possible reason using the following scale: 3=important, 2=somewhat important, 1=not important.)

| | Housing loans | Consumer loans |
|---------------------------------------|---------------|----------------|
| | Average | Average |
| (1) Increase in housing investment | 1.43 | 1.33 |
| (2) Increase in household consumption | 1.10 | 1.33 |
| (3) Decrease in income | 1.10 | 1.67 |
| (4) Decline in interest rates | 2.19 | 2.00 |
| (5) Other factors | 2.23 | 1.00 |
| Number of banks responding | 21 | 3 |

5.b. If demand for loans from households has decreased at your bank (that is, the answer to question 4 is either "Substantially weaker" or "Moderately weaker"), to what factors do you attribute this decrease? (Please rate each possible reason using the following scale: 3=important, 2=somewhat important, 1=not important.)

| | Housing loans | Consumer loans |
|---------------------------------------|---------------|----------------|
| | Average | Average |
| (1) Decrease in housing investment | 2.50 | 1.00 |
| (2) Decrease in household consumption | 2.00 | 2.20 |
| (3) Increase in income | 1.00 | 1.00 |
| (4) Rise in interest rates | 1.50 | 1.00 |
| (5) Other factors | n.a. | 1.00 |
| Number of banks responding | 2 | 10 |

6. How are demand for loans from borrowers (firms, local governments, and households) likely to change over the next three months (apart from normal seasonal fluctuations)?

| | DI for demand for loans(% point) | (October 2003) |
|-------------------|----------------------------------|----------------|
| Firms | -2 | -3 |
| Local governments | 7 | 3 |
| Households | 3 | 4 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|-------------------|-----------------------|-------------------|------------------------|-------|
| Increase substantially | Increase somewhat | Remain about the same | Decrease somewhat | Decrease substantially | |
| 0 (0%) | 4 (8%) | 40 (80%) | 6 (12%) | 0 (0%) | 50 |
| 1 (2%) | 7 (14%) | 40 (80%) | 2 (4%) | 0 (0%) | 50 |
| 0 (0%) | 7 (14%) | 38 (78%) | 4 (8%) | 0 (0%) | 49 |

* DI for demand for loans

= (percentage of respondents selecting "increase substantially" + percentage of respondents selecting "increase somewhat" × 0.5) - (percentage of respondents selecting "decrease substantially" + percentage of respondents selecting "decrease somewhat" × 0.5)

Lending Policies (Questions 7-13)

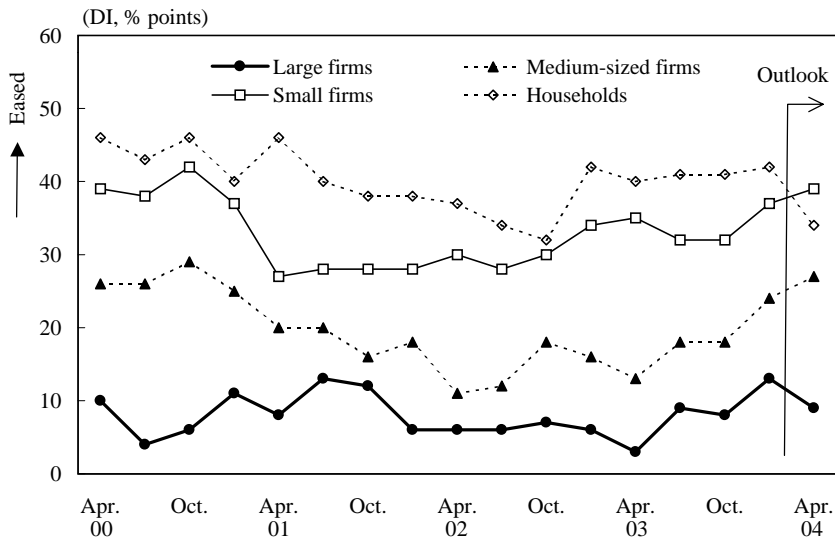
7. Over the past three months, how have your bank's credit standards for approving applications from firms and households changed?

| | DI for credit standards(% point) | (October 2003) |
|--------------------|----------------------------------|----------------|
| Large firms | 13 | 8 |
| Medium-sized firms | 24 | 18 |
| Small firms | 37 | 32 |
| Households | 42 | 41 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|----------------|------------------------------|--------------------|------------------------|-------|
| Eased considerably | Eased somewhat | Remained basically unchanged | Tightened somewhat | Tightened considerably | |
| 2 (4%) | 10 (20%) | 37 (74%) | 1 (2%) | 0 (0%) | 50 |
| 4 (8%) | 17 (34%) | 28 (56%) | 1 (2%) | 0 (0%) | 50 |
| 11 (22%) | 15 (30%) | 24 (48%) | 0 (0%) | 0 (0%) | 50 |
| 14 (29%) | 13 (27%) | 22 (45%) | 0 (0%) | 0 (0%) | 49 |

* DI for credit standards
 = (percentage of respondents selecting "eased considerably" + percentage of respondents selecting "eased somewhat" × 0.5) - (percentage of respondents selecting "tightened considerably" + percentage of respondents selecting "tightened somewhat" × 0.5)

Credit standards for approving applications for loan: classified by firms and households



* See question 11. for the outlook.

8.a. If your bank has eased its credit standards for loans to firms over the past three months (as described in questions 7), what were the important factors that led to the change? (Please rate each possible reason using the following scale: 3=important, 2=somewhat important, 1=not important.)

| | Large firms | Medium-sized firms | Small firms |
|---|-------------|--------------------|-------------|
| | Average | Average | Average |
| (1) An improvement in your bank's asset portfolio | 1.33 | 1.38 | 1.35 |
| (2) A more favorable or less uncertain economic outlook | 1.25 | 1.10 | 1.12 |
| (3) An improvement in industry- or firm-specific problems | 1.33 | 1.33 | 1.31 |
| (4) More aggressive competition from other banks | 2.25 | 2.29 | 2.23 |
| (5) More aggressive competition from non-banks | 1.67 | 1.33 | 1.12 |
| (6) More aggressive competition from capital markets | 1.83 | 1.24 | 1.04 |
| (7) An increased tolerance for risk | 1.17 | 1.14 | 1.19 |
| (8) Others | 2.50 | 2.00 | 2.17 |
| Number of banks responding | 12 | 21 | 26 |

* Average is calculated by multiplying the share of respondents selecting each option by the scale of each option, then adding up the result (same for question 8b)

8.b. If your bank has tightened its credit standards for loans to firms over the past three months (as described in questions 7), what were the important factors that led to the change? (Please rate each possible reason using the following scale: 3=important, 2=somewhat important, 1=not important.)

| | Large firms | Medium-sized firms | Small firms |
|---|-------------|--------------------|-------------|
| | Average | Average | Average |
| (1) An deterioration in your bank's asset portfolio | 1.00 | 1.00 | n.a. |
| (2) A less favorable or more uncertain economic outlook | 1.00 | 1.00 | n.a. |
| (3) A worsening of industry- or firm-specific problems | 1.00 | 1.00 | n.a. |
| (4) Less aggressive competition from other banks | 1.00 | 1.00 | n.a. |
| (5) Less aggressive competition from non-banks | 1.00 | 1.00 | n.a. |
| (6) Less aggressive competition from capital markets | 1.00 | 1.00 | n.a. |
| (7) A reduced tolerance for risk | 1.00 | 1.00 | n.a. |
| (8) Others | 2.00 | 2.00 | n.a. |
| Number of banks responding | 1 | 1 | 0 |

9. Over the past three months, how have the terms and conditions of loans to firms changed?

| | DI for terms and conditions of loans (% point) | | |
|--|--|--------------------|-------------|
| | Large firms | Medium-sized firms | Small firms |
| (1) Maximum size of credit lines | 9 | 10 | 11 |
| (2) Spreads of loan rates over your bank's cost of funds (wider spreads = tightened, narrower spreads = eased) | 2 | -1 | -6 |
| (3) Premiums charged on riskier loans | -3 | -3 | -9 |
| (4) Collateralization requirements | 2 | 3 | 4 |
| (5) Others | 25 | 25 | 25 |
| Number of banks responding | 50 | 50 | 50 |

* DI for terms and conditions of loans

= (percentage of respondents selecting "eased considerably" + percentage of respondents selecting "eased somewhat" × 0.5) - (percentage of respondents selecting "tightened considerably" + percentage of respondents selecting "tightened somewhat" × 0.5)

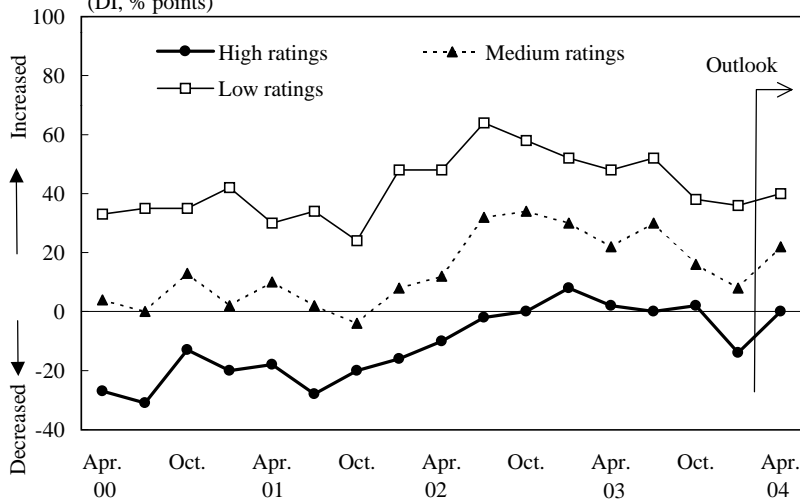
10. Over the past three months, how has your bank changed the spreads of loan rates over your bank's cost of funds?

| For firms with | DI for spreads of loan rates(% point) | (October 2003) |
|----------------|---------------------------------------|----------------|
| High ratings | -14 | 2 |
| Medium ratings | 8 | 16 |
| Low ratings | 36 | 38 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | Total |
|--|------------------------------|--------------|-------|
| Increased | Remained basically unchanged | Decreased | |
| 1 (2%) | 41 (82%) | 8 (16%) | 50 |
| 7 (14%) | 40 (80%) | 3 (6%) | 50 |
| 19 (38%) | 30 (60%) | 1 (2%) | 50 |

* DI for spreads of loan rates
= percentage of respondents selecting "increased" - percentage of respondents selecting "decreased"

Spreads of loan rates over reporting banks' cost of funds: classified by rating of borrower firm
(DI, % points)



* See question 13. for the outlook.

11. Over the next three months, how are your bank's credit standards for firms and households likely to change?

| | DI for credit standards(% point) | (October 2003) |
|--------------------|----------------------------------|----------------|
| Large firms | 9 | 10 |
| Medium-sized firms | 27 | 25 |
| Small firms | 39 | 38 |
| Households | 34 | 35 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | | | Total |
|--|---------------|----------------------------|------------------|----------------------|-------|
| Ease considerably | Ease somewhat | Remain basically unchanged | Tighten somewhat | Tighten considerably | |
| 2 (4%) | 8 (16%) | 37 (74%) | 3 (6%) | 0 (0%) | 50 |
| 6 (12%) | 16 (32%) | 27 (54%) | 1 (2%) | 0 (0%) | 50 |
| 12 (24%) | 15 (30%) | 23 (46%) | 0 (0%) | 0 (0%) | 50 |
| 10 (20%) | 13 (27%) | 26 (53%) | 0 (0%) | 0 (0%) | 49 |

* DI for credit standards
= (percentage of respondents selecting "ease considerably" + percentage of respondents selecting "ease somewhat" × 0.5) - (percentage of respondents selecting "tighten considerably" + percentage of respondents selecting "tighten somewhat" × 0.5)

12. Over the next three months, how are your bank's terms and conditions of loans to firms likely to change?

| | DI for terms and conditions of loans (% point) | | |
|--|--|--------------------|-------------|
| | Large firms | Medium-sized firms | Small firms |
| (1) Maximum size of credit lines | 5 | 11 | 12 |
| (2) Spreads of loan rates over your bank's cost of funds (wider spreads = tightened, narrower spreads = eased) | -5 | -7 | -11 |
| (3) Premiums charged on riskier loans | -5 | -5 | -7 |
| (4) Collateralization requirements | 2 | 3 | 4 |
| (5) Others | 0 | 0 | 0 |
| Number of banks responding | 50 | 50 | 50 |

* DI for terms and conditions of loans

= (percentage of respondents selecting "ease considerably" + percentage of respondents selecting "ease somewhat" × 0.5) - (percentage of respondents selecting "tighten considerably" + percentage of respondents selecting "tighten somewhat" × 0.5)

13. Over the next three months, how does your bank intend to change the spreads of loan rates?

| For firms with | DI for spreads of loan rates(% point) | (October 2003) |
|----------------|---------------------------------------|----------------|
| High ratings | 0 | 8 |
| Medium ratings | 22 | 26 |
| Low ratings | 40 | 44 |

| Number of respondents selecting each option (percentage of respondents selecting each option) | | | Total |
|---|-----------------|--------------|-------|
| Increase | Remain the same | Decrease | |
| 5 (10%) | 40 (80%) | 5 (10%) | 50 |
| 13 (26%) | 35 (70%) | 2 (4%) | |
| 20 (40%) | 30 (60%) | 0 (0%) | 50 |

* DI for spreads of loan rates

= percentage of respondents selecting "increase" - percentage of respondents selecting "decrease"

(Footnotes)

1)The aggregated loan amount of the fifty reporting banks accounts for approximately 74 percent of average amount of outstanding of the domestic loans of Japanese private banks (city banks, regional banks, regional banksII, trust banks, long-term credit banks, and *shinkin* banks) in the year 2002.

2) Households do not include small firms owned and run by individuals.

3) Local governments include administrations of prefectures and cities, as well as their directly managed businesses such as public transportation, water, electricity and gas utilities, hospitals, and others.

4) Definitions of firm size are as follows.

Large: Corporations with capital of Y1 billion and over with more than 300 regular employees (wholesaling and services firms capitalized at Y1 billion and over with more than 100 regular employees; and retailing, food and beverage services firms capitalized at Y1 billion and over with more than 50 regular employees).

Small: Corporations with capital of Y300 million or less or with 300 regular employees or fewer (wholesaling firms capitalized at Y100 million or less with 100 regular employees or fewer; retailing, food and beverage services and other services firms capitalized at Y50 million or less with 50 regular employees or fewer [100 or fewer for services firms]).

Medium-sized: Corporations which fall between the above two categories.

5) Rating in questions 10 and 13 refers to the banks' internal ratings. These are broad ratings as indicated below.

High: AAA-BBB for domestic ratings of long-term corporate bonds.

Medium: BB-B for domestic ratings of long-term corporate bonds.

Low: CCC or lower for domestic ratings of long-term corporate bonds.