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Finance Company Survey

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I Consumer Loans

These questions ask about loans your company extends to consumers.

1. **Over the past three months**, how have your company's **lending standards** changed for approving applications for consumer loans?

- A. ☐ Tightened considerably
- B. ☐ Tightened somewhat
- C. ☐ Remained about the same
- D. ☐ Eased somewhat
- E. ☐ Eased considerably

2. How does your company expect its **lending standards** for such loans to change **over the next six months** compared with its current standards?

- A. ___Tighten considerably
- B. ___Tighten somewhat
- C. ___Remain about the same
- D. ___Ease somewhat
- E. ___Ease considerably

3. Apart from normal seasonal variation, how has **demand** from consumers for such loans changed **over the past three months**?

- A. ___Substantially stronger
- B. ___Moderately stronger
- C. ___Remained about the same
- D. ___Moderately weaker
- E. ___Substantially weaker

4. How does your company expect **demand** for such loans from your company to change **over the next six months** compared with its current level?

- A. ___Strengthen substantially
- B. ___Strengthen moderately
- C. ___Remain about the same
- D. ___Weaken moderately
- E. ___Weaken substantially

5. How does your company expect the **credit performance** of its loans to consumers, as measured by your company's outlook for delinquencies and charge-offs on these loans, to change **over the next six months**?

- A. ___Strengthen substantially
- B. ___Strengthen moderately
- C. ___Remain about the same
- D. ___Weaken moderately

E. ___ Weaken substantially

II Economic Conditions

How do you expect **economic conditions** to become **over the next six months**?

A. ___ Significantly stronger

B. ___ Somewhat stronger

C. ___ About the same

D. ___ Somewhat weaker

E. ___ Significantly weaker

III Other Factors

If your company plans to tighten or ease lending standards **over the next six months**, how important are the following **possible reasons for the change**?

A. Possible reasons for *tightening* lending standards:

___ a. Less favorable or more uncertain economic outlook

___ b. Deterioration in, or desire to improve, your company's capital position

___ c. Deterioration in, or desire to improve, your company's liquidity position

___ d. Less aggressive competition from other bank or nonbank lenders

___ e. Reduced tolerance for risk

___ f. Increased difficulty of selling loans in the secondary market

___ g. Deterioration in credit quality of consumer loans

___ h. Deterioration in credit quality of loans other than consumer loans

___ i. Increased concerns about your company's funding costs

___ j. Other (please specify)

B. Possible reasons for *easing* lending standards:

___ a. More favorable or less uncertain economic outlook

- ___ b. Improvement in your company's capital position
- ___ c. Improvement in your company's liquidity position
- ___ d. More aggressive competition from other bank or nonbank lenders
- ___ e. Increased tolerance for risk
- ___ f. Increased ease of selling loans in the secondary market
- ___ g. Improvement in credit quality of consumer loans
- ___ h. Improvement in credit quality of loans other than consumer loans
- ___ i. Reduced concerns about your company's funding costs
- ___ j. Other (please specify)