



NARODOWY
BANK POLSKI

Senior loan officer opinion survey

on bank lending practices and credit conditions

3rd quarter 2025



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Summary of the survey results

In the second quarter of 2025, the banks eased the lending policy and recorded an increase in demand in all the credit market segments. The easing of the lending standards was mainly driven by growing competitive pressure from other banks. The cutting of the NBP interest rates was another reason for the easing of the lending standards on loans to households, and at the same time it boosted demand for loans. The banks eased the lending standards in all market segments by reducing their credit margins, mostly on housing loans and consumer loans.

In the third quarter of 2025, the banks intend to maintain the current standards on corporate loans but continue easing the standards on loans to households. They expect a rise in demand for all types of loans, except short-term loans for large enterprises.

Corporate loans

Lending policy: the easing of the standards on loans to large enterprises and small and medium-sized enterprises (SMEs), and the easing of the lending policy, i.e. the raising of the maximum loan size and the lowering of the collateral requirements; the changes are justified by an improvement in the quality of the credit portfolio and a rise in competitive pressure from other banks.

Demand for loans: a pickup in demand for all types of loans, especially from SMEs, on the back of higher financing needs for mergers and acquisitions, fixed investment and working capital.

Expectations for the third quarter of 2025: no change in the lending policy, with growing demand for loans, especially on the part of SMEs.

Housing loans

Lending policy: the easing of the standards on loans and the lowering of the credit margins due to the growing competitive pressure from other banks.

Demand for loans: a sharp rise in demand justified, among other things, by the easing of the lending standards, housing market prospects and the cutting of the NBP reference rate.

Expectations for the third quarter of 2025: further easing of the lending policy and a rise in demand for housing loans, although to a much smaller extent than in the second quarter of the year.

Consumer loans

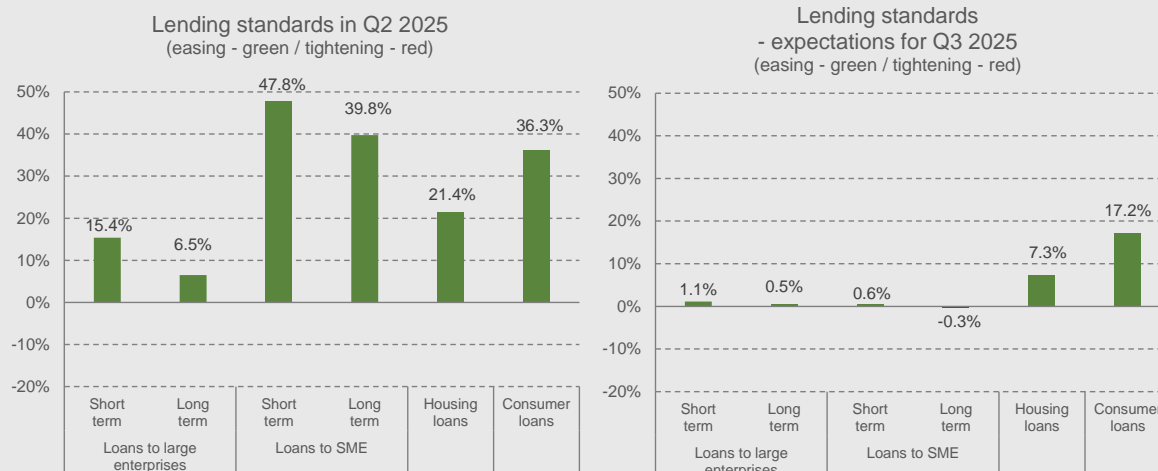
Lending policy: further easing of the lending standards and the easing of most of the terms on loans (including reduced credit margins), mainly due to competitive pressure from other banks and the NBP interest rate cuts.

Demand for loans: a further increase in demand, among other things, as a result of the improved economic standing of households and growing financing needs for the purchase of durable goods.

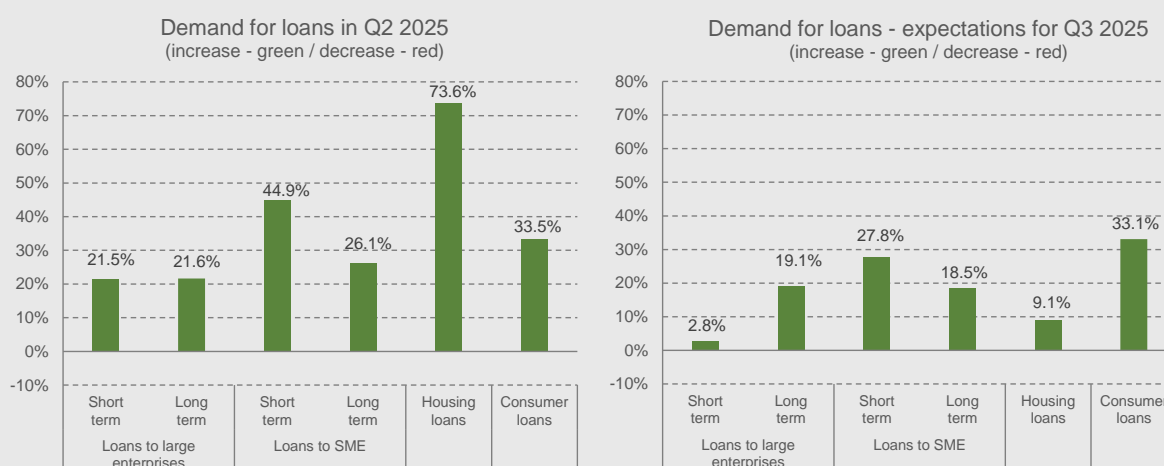
Expectations for the third quarter of 2025: further easing of the lending policy and further growth in demand for consumer loans expected by most banks.

Summary of the survey results

Lending standards



Demand for loans



Introduction

The objective of the survey is to define the direction of changes in lending policy, i.e. standards and terms on loans as well as changes in demand for loans in the Polish banking system. Lending standards are understood as minimum standards of creditworthiness, set by banks, that the borrower is required to meet to obtain a loan. Terms on loans are the features of the loan agreement between the bank and the borrower, including margin, non-interest loan costs, maximum loan size, collateral requirements and maximum loan maturity.

This edition of the *Senior loan officer opinion survey* presents trends in banks' lending policy and in demand developments in the second quarter of 2025 as well as their expectations for the third quarter of 2025.

The survey was conducted in early July 2025 among 23 banks with a total share of around 89% in loans to enterprises and households in the banking sector's portfolio. The survey is addressed to the chairpersons of banks' credit committees. Banks' responses may not take account of the opinions of banks' divisions other than the credit divisions.

The survey results are presented in the form of structures, i.e. the percentage of the banks which chose a given option in response to particular questions. The banks' responses to all questions are weighted with the share of the given bank in the market segment to which a given question relates.

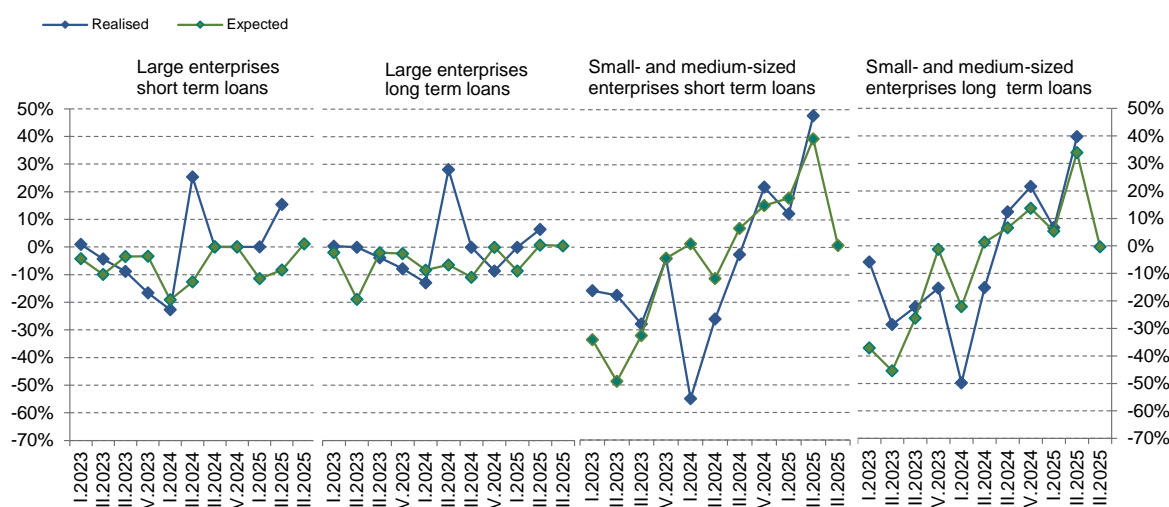
The aggregation of data behind the results consisted in the calculation of weighted percentages of responses and the net percentage, i.e. the difference between the structures presenting opposite trends. In addition, an alternative measure of banks' responses in the form of diffusion index is published. The diffusion index is defined as the net percentage weighted according to the response intensity, i.e. by the weight of "100%" for responses marked as "significantly/significant" and by the weight of "50%" for responses marked as "insignificantly/insignificant". Unless otherwise indicated, the number of the banks cited in the text reporting a given change in their lending policies or in demand for loans means the net percentage of the banks. In line with the adopted methodology, words describing quantities (majority, half, significant percentage of the banks, etc.) refer to weighted percentages and not to the number of banks. Thus, the phrase "the majority of the banks" should be understood as "the market share-weighted majority of the banks". Details of the calculation methodology are presented in Appendix 1.

The values of the measures of net percentage and the diffusion index for specific questions are available in separate downloadable files on the NBP website.

Corporate loans

In the second quarter of 2025, the banks eased the lending standards for enterprises, especially for the SME sector (the respective net percentages for short-term and long terms being 15% and 7% (large enterprises), 48% and 40% (SMEs), see Figure 1).

Figure 1. Credit standards on corporate loans



Figures in this study present net percentage. A positive value of net percentage should be interpreted as an easing of lending policy or a rise in loan demand, while a negative value of net percentage should be interpreted as a tightening of lending policy or a drop in loan demand. Details of the calculation methodology are presented in Appendix 1.

The survey-responding banks eased most of the terms on corporate loans, among other things, they increased the maximum loan size and lowered the loan collateral requirements (net percentage in each category: 12%, see Figure 2), as well as extending the maximum loan maturity and reducing the credit margin (respective net percentages: 10% and 9%). They also indicated other factors influencing changes in lending policy, not included in the survey (net percentage: 29%), such as the easing of the terms for new customers in the sole proprietor segment.

The banks justified the easing of the lending policy by the decrease in the impaired loan ratio and growing competitive pressure from other banks (respective net percentages: 27% and 18%, see Figure 3). The survey-responding institutions pointed to the growing risk of a negative economic outlook and the industry-specific risk (among other things in the automotive industry) as factors contributing to the tightening of the lending policy (respective net percentages: 15% and 12%).

Figure 2. Terms on corporate loans

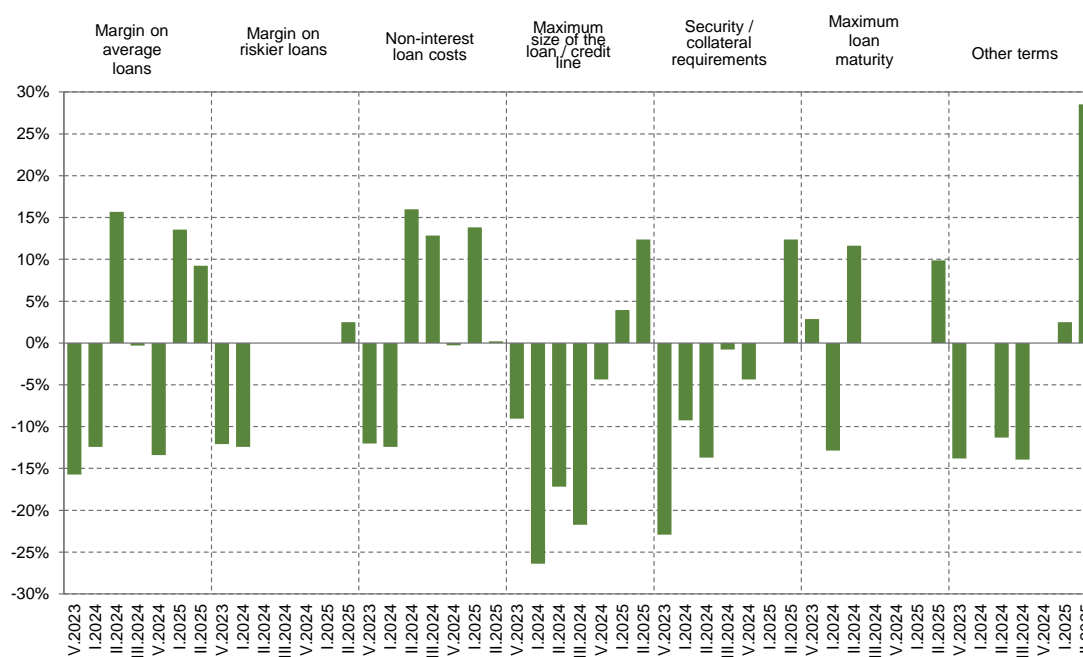
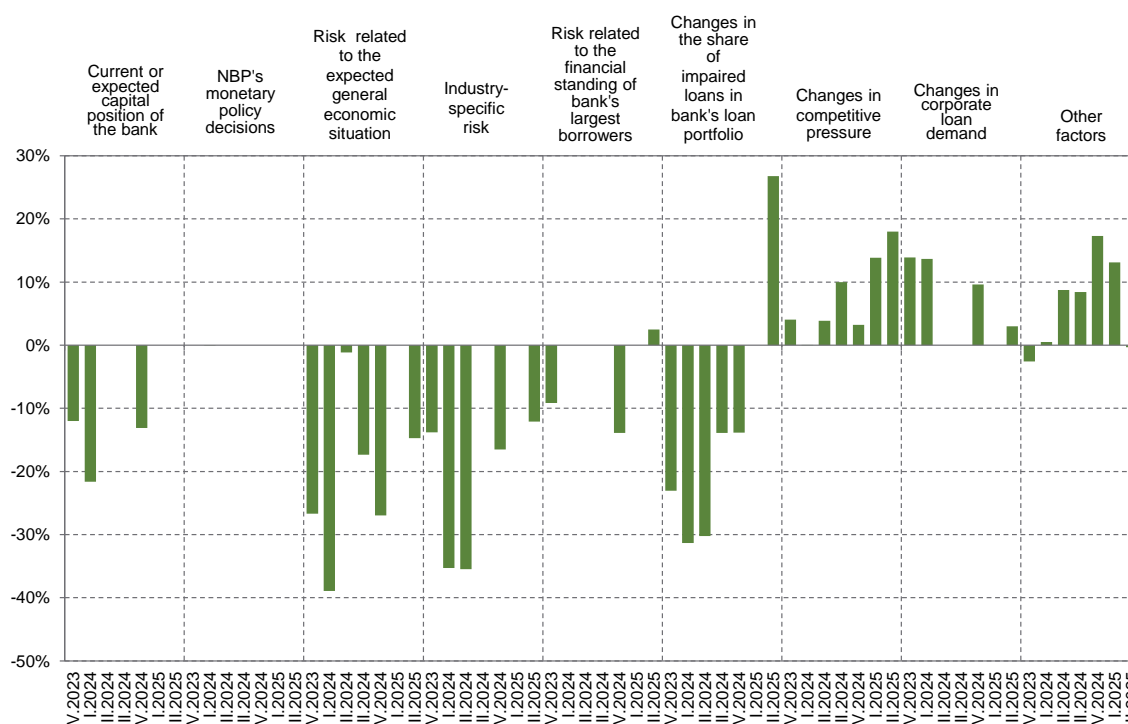


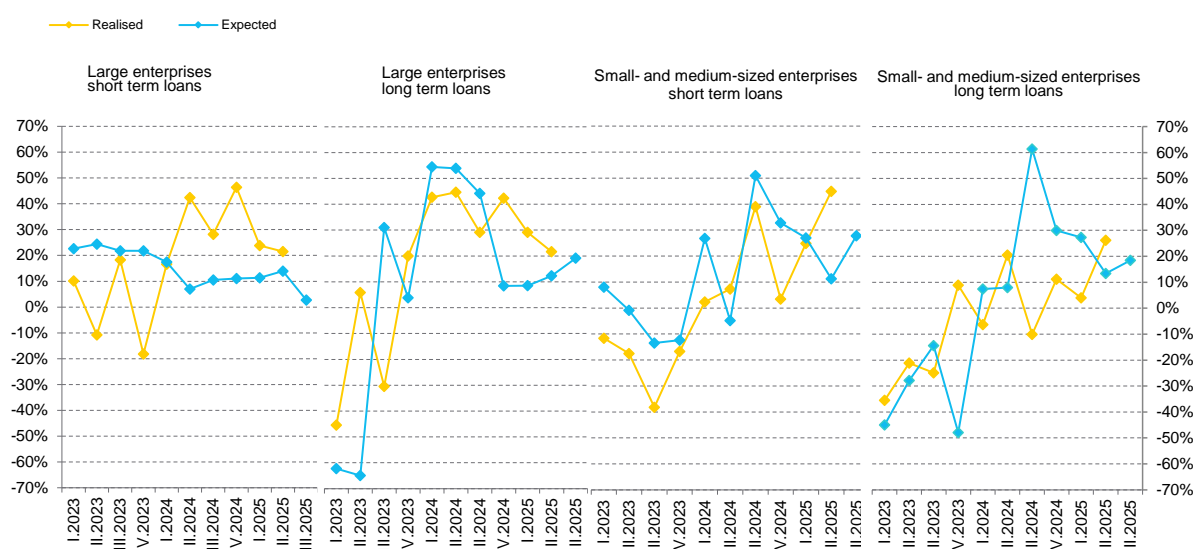
Figure 3. Factors influencing changes in lending policy



* Banks assess changes in competitive pressure from other banks, non-bank financial institutions and financial markets. This figure shows the arithmetic mean of these assessments.

In the second quarter of 2025, the survey-responding banks once again saw an increase in loan demand from large enterprises (net percentages concerning short-term and long-term loans: 22% for both categories; see Figure 4) and the SME sector (respective net percentages for short-term and long-term loans of 45% and 26%).

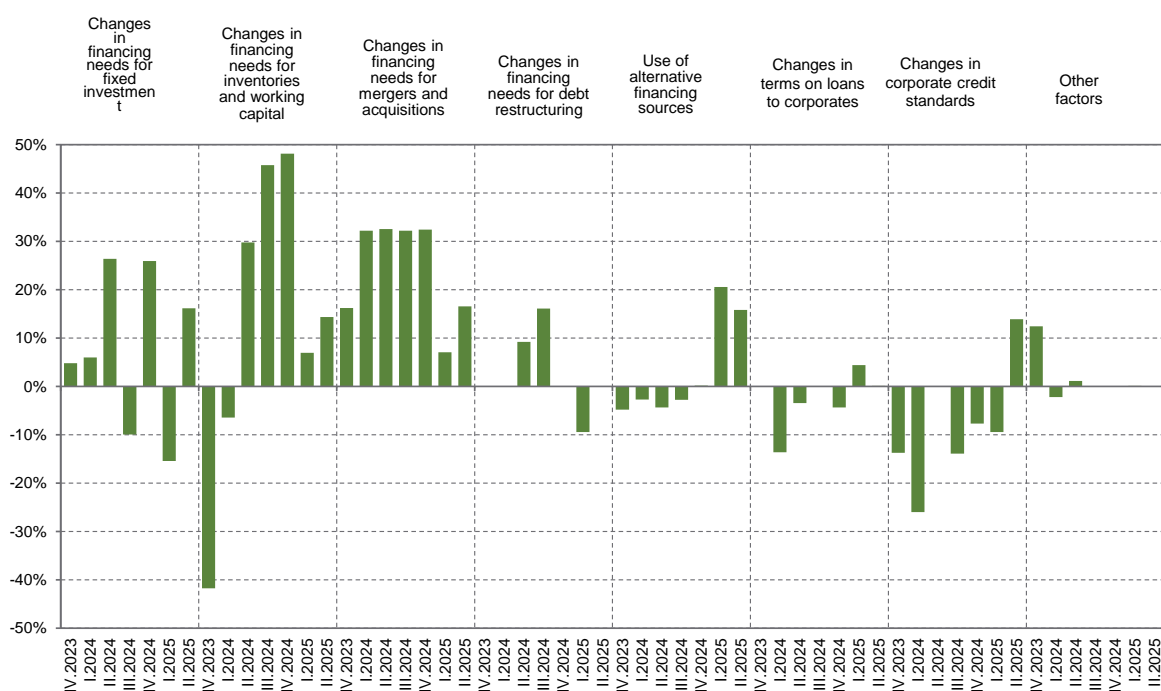
Figure 4. Corporate loan demand



The banks attributed growing corporate loan demand primarily to growing financing needs for mergers and acquisitions, fixed investment and working capital (respective net percentages: 17%, 16% and 15%, see Figure 5). In addition, the survey-responding institutions were of the opinion that the growth in demand was driven by the decreased use of alternative financing sources (net percentage: 16%, see Figure 5), including own funds and debt securities issued (net percentage: 16% in both categories), but also the easing of the lending terms by the banks (net percentage: 14%).

In the third quarter of 2025, the banks do not intend to change the standards for large enterprises and the SME sector (in no case does the net percentage exceed 1%). At the same time, they expect demand for corporate loans to grow, especially in the SME sector (see Figure 4).

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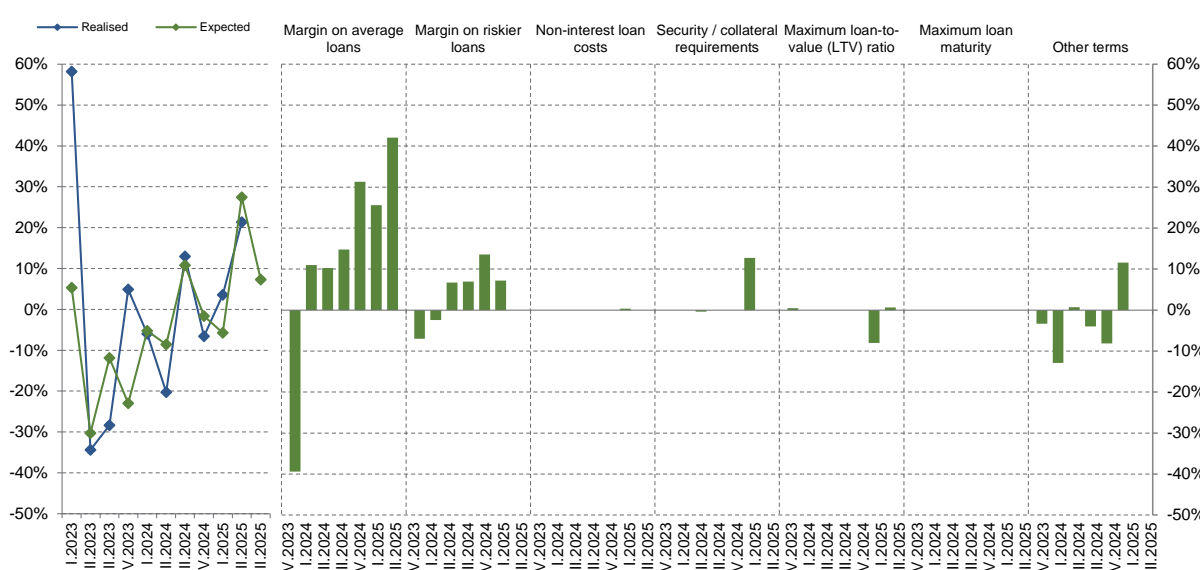


Loans to households

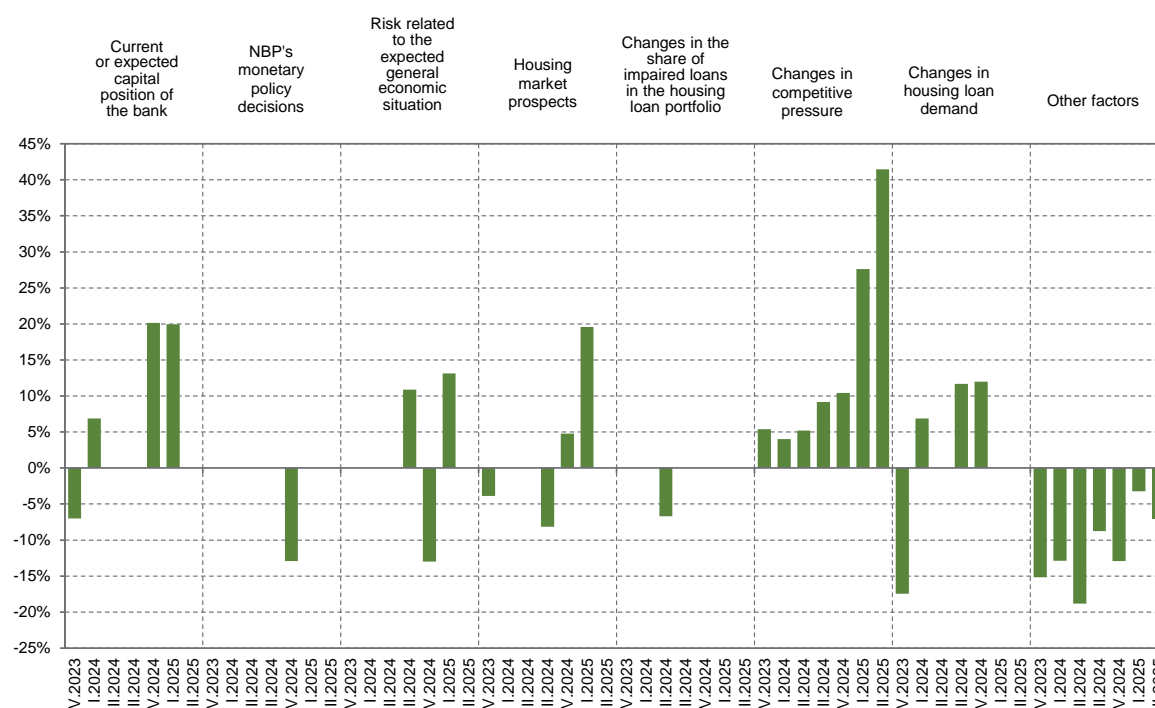
Housing loans

In the second quarter of 2025, the banks eased the standards on housing loans (net percentage: 21%, see Figure 6). Except for credit margin cuts by a large group of banks (net percentage: 42%), the other terms on housing loans enumerated in the survey did not change.

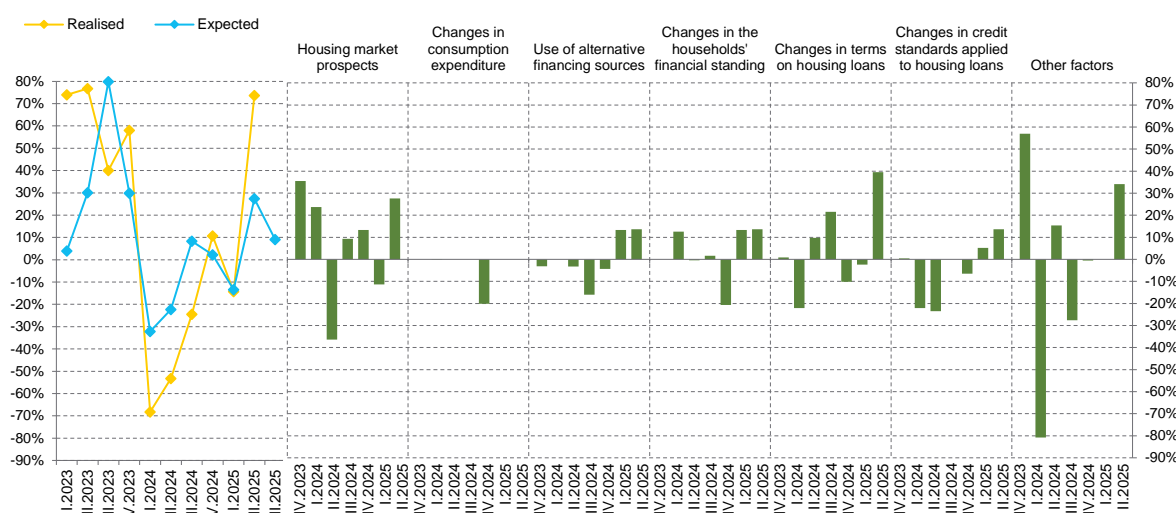
Figure 6. Standards and terms on housing loans



Among the factors that the respondents mentioned as a stimulus to ease their lending policies were an **increase in competitive pressure** (net percentage: 42%, see Figure 7), **mainly from other universal banks**. As far as other causes of changes in the lending policy, not included in the survey, are concerned, the banks mentioned (net percentage: -7%) an expansion of the range of products and services for affluent customers.

Figure 7. Factors influencing changes in lending policy – housing loans


* Banks assess changes in competitive pressure from other banks, non-bank financial institutions and financial markets. This figure shows the arithmetic mean of these assessments.

Figure 8. Demand for housing loans and factors influencing its changes


* Banks assess changes in the use of alternative financing sources: loans from other banks, household savings and other financing sources. This figure shows the assessment concerning the financing source the use of which has changed the most.

In the second quarter of 2025, following a drop in the previous reporting periods, a vast majority of the survey-responding banks recorded a rise in demand for housing loans (net percentage: 74%, see Figure 8). In their opinion, this was mainly due to the easing of the lending terms in the previous quarters, housing

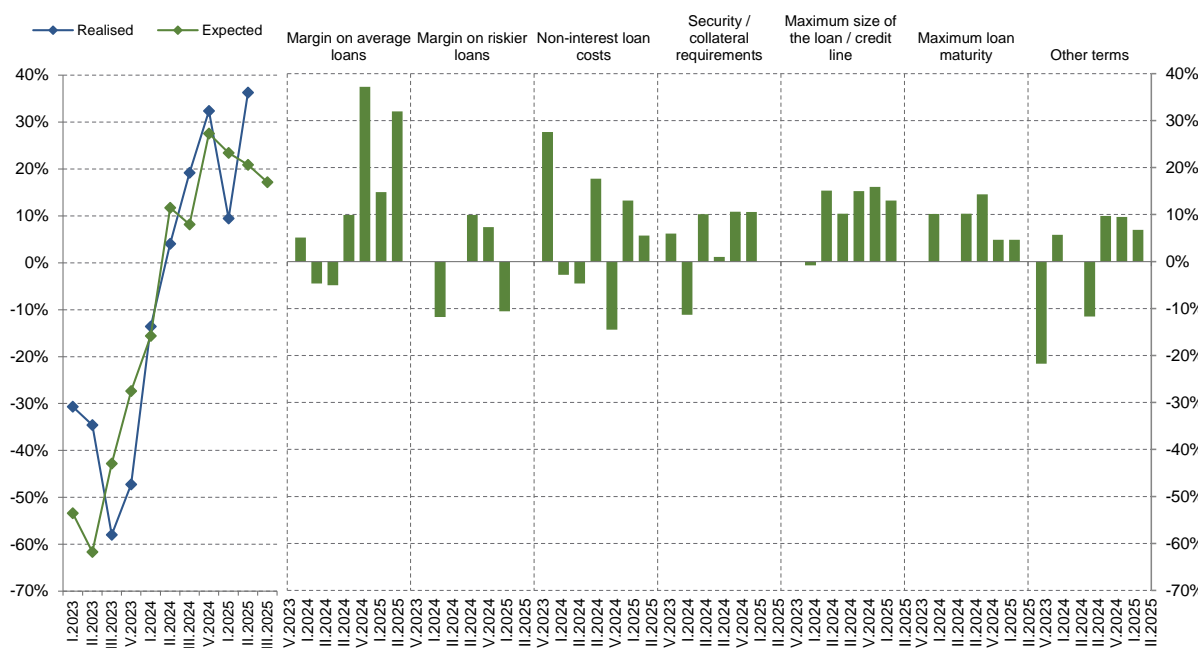
market prospects (respective net percentages: 40% and 28%, see Figure 8) **and the cutting of the NBP reference rate** (net percentage: 34%). The banks believed that demand was boosted by the easing of the standards on housing loans and an improvement in the economic standing of households (net percentage: 14% in both categories) and the use of alternative financing sources (net percentage: 14% in all categories).

In the third quarter of 2025, the banks intend to continue easing their standards on housing loans (net percentage: 7%, see Figure 6) **and they do not expect any further growth in demand for such loans** (net percentage: 9%, see Figure 8).

Consumer loans

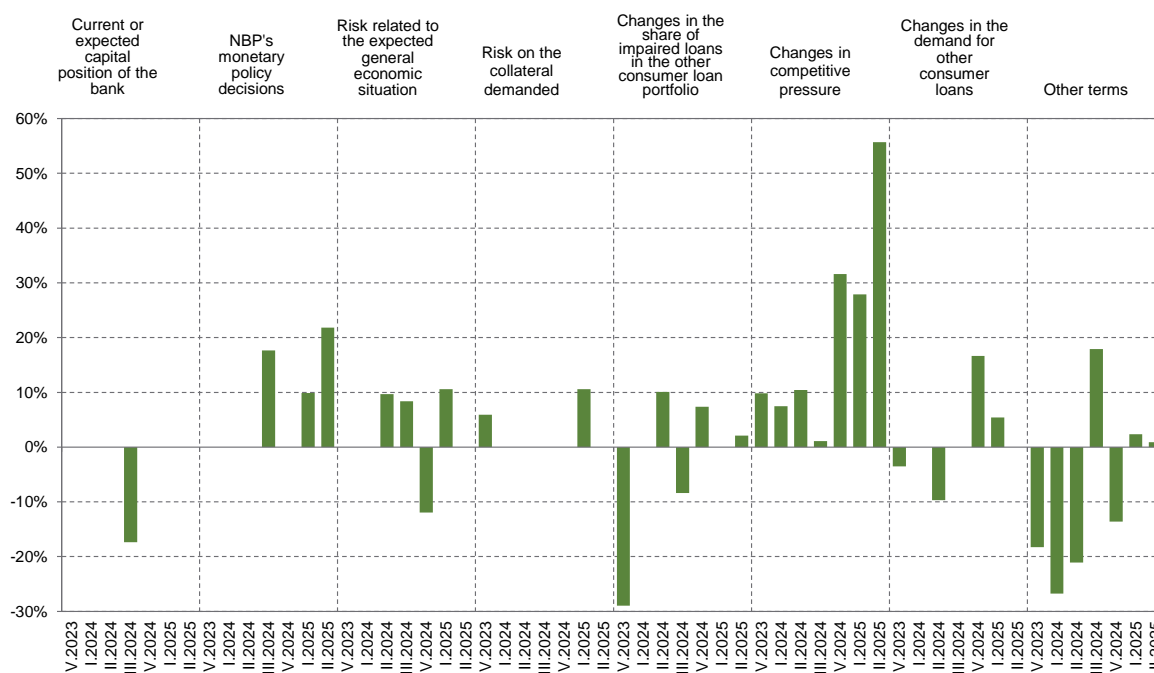
In the second quarter of 2025, the banks eased the standards on consumer loans again (net percentage: 36%, see Figure 9). **At the same time, they eased most of the lending terms, in particular they reduced their credit margins** (net percentage: 32%) and extended the maximum loan maturity (net percentage: 13%).

Figure 9. Standards and terms on consumer loans



According to the banks, the main reasons why lending policy was eased were a rise in competitive pressure (primarily from other banks) and the cutting of the NBP reference rate (respective net percentages: 56% and 22%, see Figure 10).

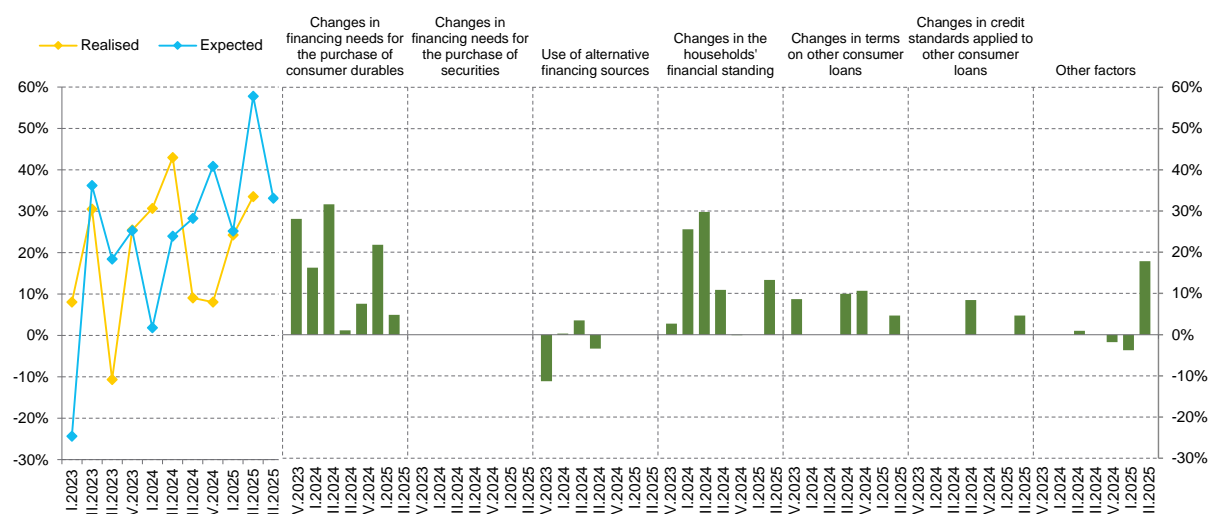
Figure 10. Factors influencing changes in lending policy – consumer loans



** Banks assess changes in competitive pressure from other banks and non-bank financial institutions. This figure shows the arithmetic mean of these assessments.

In the second quarter of 2025, the banks once again saw an increase in demand for consumer loans, which had started in the second quarter 2023 (net percentage: 34%, see Figure 11). The survey-responding institutions were of the opinion that the increased demand for consumer loans stemmed, among other things, from the improved economic standing of households (net percentage: 13%). Among other causes of changes in demand, not included in the survey, the banks mentioned (net percentage: 18%) the cutting of the NBP reference rate and the launch of the vacation promotional offer.

Figure 11. Demand for consumer loans and factors influencing its changes



* Banks assess changes in the use of alternative financing sources: own funds, loans from non-bank financial institutions, issues of debt securities and equities. This figure shows the assessment concerning the financing source the use of which has changed the most.

In the third quarter of 2025, the banks intend to ease the lending standards on consumer loans again (net percentage: 17%, see Figure 9) and expect further growth in demand (net percentage: 33%, see Figure 11).

Appendix 1

Methodology

The survey results are presented in the form of structures, i.e. the percentages of banks which chose a given option in response to particular questions. The responses are weighted with the share of the given bank in the market segment to which a given question relates.¹

The importance of particular banks in each market segment is represented by the share of loans outstanding of a given bank in the loan portfolio of all the 23 survey-responding banks, broken down by particular types of loans. The table below presents the market segment to which particular questions refer and the type of loans outstanding which was used to calculate the shares of particular banks in a given market segment.

Table 1. Market segment and the respective type of loans taken into account in calculation of the weights

| Question no. | Market segment | Type of loans |
|---------------------------|--|--|
| 1, 4, 6, 7 | Short-term loans to small and medium-sized enterprises | Loans outstanding from small and medium-sized enterprises with the basic term to maturity of up to one year, together with an overdraft on the current account |
| 1, 4, 6, 7 | Short-term loans to large enterprises | Loans outstanding from large enterprises with the basic term to maturity of up to one year, together with an overdraft on the current account |
| 1, 4, 6, 7 | Long-term loans to small and medium-sized enterprises | Loans outstanding from small and medium-sized enterprises with the basic term to maturity above one year |
| 1, 4, 6, 7 | Long-term loans to large enterprises | Loans outstanding from large enterprises with the basic term to maturity above one year |
| 2, 3, 5 | Total corporate loans | Total amount of loans outstanding from enterprises |
| 8, 9, 10, 13, 14, 16, 17 | Housing loans to households | Housing loans to individuals |
| 8, 11, 12, 13, 15, 16, 17 | Consumer loans and other loans to households | Total loans outstanding from individuals less housing loans to individuals |

Note: All types of claims apply to residents only.

Source: NBP.

¹ Weighing of responses of particular entities is a solution frequently applied in the preparation of results of qualitative surveys. See M. Bieć, "Business survey. Methods, techniques, experience", Papers and Materials of the Research Institute for Economic Development, No. 48, SGH Warsaw School of Economics, 1996, pp. 71-114 (in Polish only).

Thus, individual responses to *all questions* are assigned a weight corresponding to a given bank's share in a given market segment. When calculating the weights, the average amount of claims of a given type in the first two months covered by the survey was taken into account.²

In addition to structures, the so-called net percentage was calculated for each response, i.e. the difference between the percentages of responses that show the opposite direction of change, and the diffusion index defined as the net percentage weighted according to the response intensity, i.e. by the weight of "100%" for responses marked as "significantly/significant" and by the weight of "50%" for responses marked as "insignificantly/insignificant". This magnitude indicates a general tendency in the specific market segment. The method of calculating the net percentage for particular questions is presented in Table 2.

Table 2. Method of calculating the net percentage

| Question no. | Definition of net percentage |
|--------------|---|
| 1, 8 | The difference between the percentage of responses "Eased considerably" and "Eased somewhat" and the percentage of responses "Tightened considerably" and "Tightened somewhat". A negative index indicates a tendency of tightening the credit standards. |
| 2, 9, 11 | The difference between the percentage of responses "Eased considerably" and "Eased somewhat" and the percentage of responses "Tightened considerably" and "Tightened somewhat". A negative index indicates a tendency of tightening the terms of loans. |
| 3, 10, 12 | The difference between the percentage of responses "Contributed considerably to the easing of lending policies" and "Contributed somewhat to the easing of lending policies" and the percentage of responses "Contributed to the tightening of lending policies" and "Contributed somewhat to the tightening of lending policies". A negative index indicates a given factor's greater contribution to the tightening than to the easing of lending policies. |
| 4, 13 | The difference between the percentage of responses "Increased considerably" and "Increased somewhat" and the percentage of responses "Decreased considerably" and "Decreased somewhat". A positive index indicates an increase in demand. |
| 5, 14, 15 | The difference between the percentage of responses "Contributed considerably to higher demand" and "Contributed somewhat to higher demand" and the percentage of responses "Contributed considerably to lower demand" and "Contributed somewhat to lower demand". A positive index means that a given factor contributed to an increase in demand, and a negative one, to a decrease in demand. |
| 6, 16 | The difference between the percentage of responses "Ease considerably" and "Ease somewhat" and the percentage of responses "Tighten considerably" and "Tighten somewhat". A positive index indicates an expected easing of lending policy. |
| 7, 17 | The difference between the percentage of responses "Increase considerably" and "Increase somewhat" and the percentage of responses "Decrease considerably" and "Decrease somewhat". A positive index indicates an expected increase in demand. |

Source: NBP.

² Due to a delay in reporting of around three weeks, no data on loans of particular banks in the third month of the period are available at the time of analysing the results of the survey.

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