


Results for: EACT Survey on Borrowing Conditions



1) Name of your association:

		Percentage	Responses
ACT - United Kingdom		0.0	0
ACTSR - Switzerland		0.0	0
AFTE - France		0.0	0
AITI - Italy		0.0	0
ASSET - Spain		0.0	0
ATEB - Belgium		0.0	0
ATEL - Luxembourg		0.0	0
CACT - Croatia		0.0	0
CAT - Czech Republic		100.0	28
DACT - Netherlands		0.0	0
FACT - Finland		0.0	0
GEFIU - Germany		0.0	0
HTC - Hungary		0.0	0
IACT - Ireland		0.0	0
ÖPWZ - Austria		0.0	0
PCTA - Poland		0.0	0
SACT - Sweden		0.0	0
SAF - Slovakia		0.0	0
SCTA - Slovenia		0.0	0
VDT - Germany		0.0	0
Total responses:		28	




2) Your company turnover:

		Percentage	Responses
Less than 100 million Euros		39.3	11
Between 100 and 500 million Euros		25.0	7
Between 500 million and 1 billion Euros		10.7	3
Between 1 and 2 billion Euros		17.9	5
More than 2 billion Euros		7.1	2
Total responses:		28	



3) Has your company had any credit lines reduced by the lenders?

		Percentage	Responses
Yes		28.6	8
No		71.4	20
Total responses:		28	

4) If yes, were the lines committed, uncommitted or a mixture?

		Percentage	Responses
Committed		18.2	2
Uncommitted		36.4	4
Mixture		45.5	5
Total responses:			11

5) Has your company had any credit lines cancelled?

		Percentage	Responses
Yes		17.9	5
No		82.1	23
Total responses:			28



6) If yes, were the lines committed, uncommitted or a mixture?

		Percentage	Responses
Committed		0.0	0
Uncommitted		75.0	3
Mixture		25.0	1
Total responses:			4




7) Has any of your banks changed the reference rate applied to your credits (for instance, applying Euribor instead Eonia)?

		Percentage	Responses
Yes		34.6	9
No		65.4	17
Total responses:			26

8) Has any of your banks increased the margin applied to your uncommitted short term credits?

		Percentage	Responses
Yes		51.9	14
No		48.1	13
Total responses:			27

9) If yes, the increase of the margin is:

		Percentage	Responses
Less than 0.50%		46.7	7
From 0.50% to 1%		40.0	6
More than 1%		13.3	2
Total responses:			15



10) Has any of your banks decreased the margin applied to your uncommitted short term credits?

		Percentage	Responses
Yes		18.5	5
No		81.5	22
Total responses:			27


11) If yes, the decrease of the margin is:

		Percentage	Responses
Less than 0.50%		80.0	4
From 0.50% to 1%		20.0	1
More than 1%		0.0	0
Total responses:			5

12) Has any of your banks changed the margin and / or other charges applied to your committed lines of credit?

		Percentage	Responses
Yes		38.5	10
No		61.5	16
Total responses:			26

13) If yes, the increase of the margin (or equivalent in other charges) is:

		Percentage	Responses
Less than 0.50%		55.6	5
From 0.50% to 1%		44.4	4
More than 1%		0.0	0
Total responses:			9

14) Have you asked your banks to increase uncommitted short term lines of credit?

Percentage Responses

Yes		46.4	13
No		53.6	15
Total responses:			28



15) If yes, your banks:

		Percentage	Responses
Accepted		61.5	8
Refused		38.5	5
Total responses:			13

16) Have you asked your banks to increase committed lines of credit?

		Percentage	Responses
Yes		32.0	8
No		68.0	17
Total responses:			25

17) If yes, your banks:

		Percentage	Responses
Accepted		62.5	5
Refused		37.5	3
Total responses:			8

18) Has any of your banks seeking additional securities (pledges, guarantees, raising the level of covenants, ...) in return for lending or other credit commitments?

		Percentage	Responses
Yes		32.1	9
No		67.9	19
Total responses:			28

19) Are banks actively seeking to tie ancillary operational business to lending commitments?

		Percentage	Responses
Yes, more than pre-crisis		44.4	12
No more than pre-crisis		55.6	15
Total responses:			27

20) Has any of your banks stopped financing in some currencies?

		Percentage	Responses
Yes		0.0	0
No		100.0	28
		Total responses:	28

21) Comments:




(all results shown)

- it is visible that ample liquidity is on the market, baks are trying to find new possibilities for financing and they face limited demand due to subdued investments

22) Do you consider the behaviour of your banks?

		Percentage	Responses
Flexible		75.0	21
Not flexible		25.0	7
		Total responses:	28

23) Do you consider that 'normal' pre-financial crisis conditions have already returned to the borrowing market – and if not, do you have a view on when this may happen?

		Percentage	Responses
Normal borrowing market conditions have returned		7.7	2
Expect normal conditions by September 2010		7.7	2
Expect normal conditions by March 2011		23.1	6
Cannot identify a date by which normal conditions will have returned		46.2	12
Normal borrowing market conditions will never return		15.4	4
		Total responses:	26

24) In your view have treasurers learnt from the financial crisis in terms of management of their bank borrowings?

(all results shown)

- **yes**
- **I am not sure, maybe.**
- **Yes**

- **No.**
- **You can not trust anyone ...**
- **yes**
- **Yes, currently it is not easy to prepare the groundwork for the application of short-term loan.**
- **yes**
- **I hope the learnt that they don't have to rely on banks and credit availability. They have to take care more on their liquidity by themselves.**
- **The problem is not in the work/knowledge of treasurers, it depends solely on banks. Treasurers learnt that their possibilities to negotiate are very limited during the crisis.**
- **Yes, cash is a king**
- **I think, yes.**
- **yes**
- **NO - it is not easy, banks have strict rules without discussions**