

Credit Conditions Survey

III Quarter, 2024



საქართველოს ეროვნული ბანკი
National Bank of Georgia

The National Bank of Georgia has been conducting a quarterly credit conditions survey since 2013. The survey is conducted through an online platform, and the respondents include senior managers of the banking sector. The purpose of the survey is to obtain information from respondents on current and future trends in lending. In particular, the survey includes questions about demand for loans and changes in interest and non-interest terms of lending to individuals and legal entities, as well as questions about the factors causing these changes.

The questionnaire consists of only qualitative questions and does not require quantitative evaluation by respondents. In order to convert the information into quantitative units, the methodology of balance sheet statistics is used. The index ranges from -100 to 100. 100 indicates that 100% of respondents perceive a significant improvement in the trend, while the index value of -100 indicates that 100% of respondents perceive a significant deterioration. 0 means that the trend has not changed compared to the previous quarter. When calculating the index, the answers of the respondents are given equal weight, regardless of the size of the bank.

Based on the analysis of the survey results, a report is prepared, which is published quarterly. In addition to the final results of the survey, this report includes official statistical information on lending trends.

The expectations presented in this report reflect only the assessment of the respondents of the credit conditions survey on the future trend of lending and do not represent the expectations of the representatives of the National Bank of Georgia.

Credit Conditions Survey

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Summary

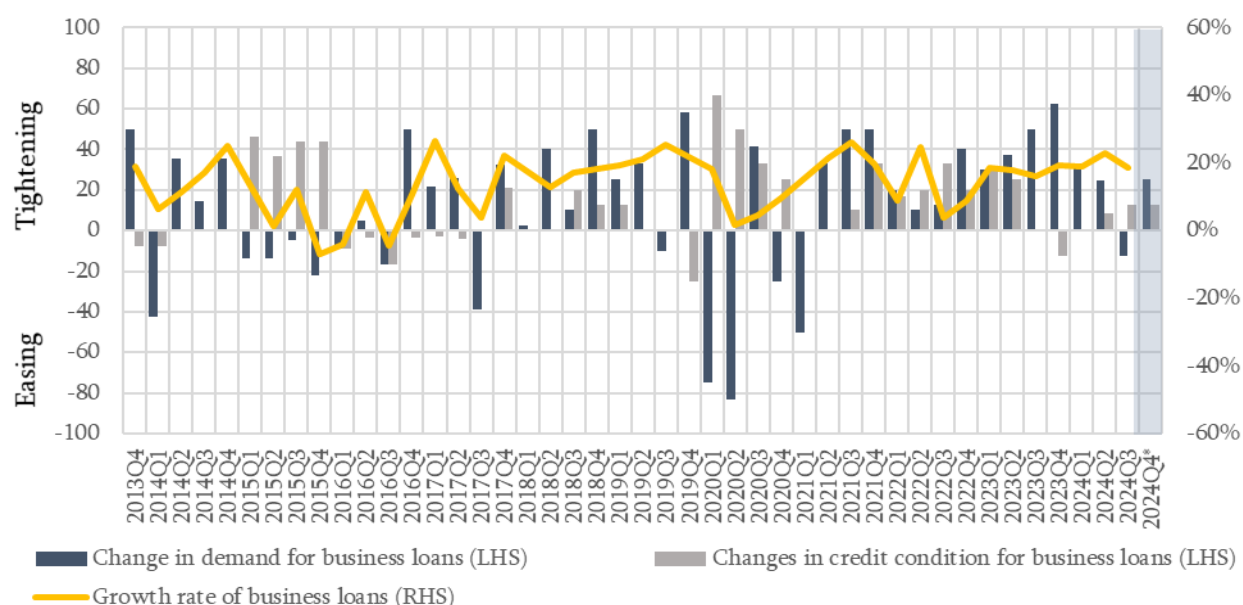
According to the credit conditions survey, in the third quarter of 2024, the demand for business loans decreased slightly compared to the previous quarter. Representatives of the banking sector anticipate a marginal increase in demand for business loans in the next quarter. According to the survey, in the third quarter of 2024, credit conditions for business loans have slightly tightened compared to the previous quarter. Representatives of the banking sector expect a modest tightening in credit conditions in the next quarter. Besides, the representatives of the banking sector expect interest rates for business loans to increase marginally in the next quarter.

According to the credit conditions survey, in the third quarter of 2024, compared to the previous quarter, demand for retail loans increased slightly. In the next quarter, a marginal increase in demand for retail loans is also expected. According to the survey, in the third quarter of 2024, credit conditions for retail loans have not changed and the respondents do not expect credit conditions to be changed in the next quarter as well. In addition, the respondents to the survey anticipate a slight increase in interest rates for mortgage loans issued in national currency in the next quarter.

Credit conditions and trends for business loans

According to the credit conditions survey, in the third quarter of 2024, the demand for business loans decreased slightly compared to the previous quarter. Representatives of the banking sector anticipate a **marginal increase in demand for business loans in the next quarter**. According to the data available to the National Bank, in the third quarter of 2024, compared to previous quarter, the annualized growth rate¹ of business loan portfolio increased and equaled to 18.4%. The growth of the business loan portfolio was equally driven by foreign and local currency loan growth. From sectoral perspective, the growth of business loans was primarily driven by an increase in loans issued to trade and construction. According to the survey, in the fourth quarter of 2024 a marginal increase in demand for business loans is expected (see Figure 1).

Figure 1. Changes in demand for business loans and credit conditions²



Source: Credit conditions Survey, NBG.

In the third quarter of 2024, credit conditions for business loans have slightly tightened compared to the previous quarter. This slight tightening was primarily driven by changes in economic trends, loosened risk appetite and increased cost of funds (see Figure 2). According to the data available to the National Bank, while the maturity for loans issued in GEL and USD increased slightly, loans issued in euro saw no change

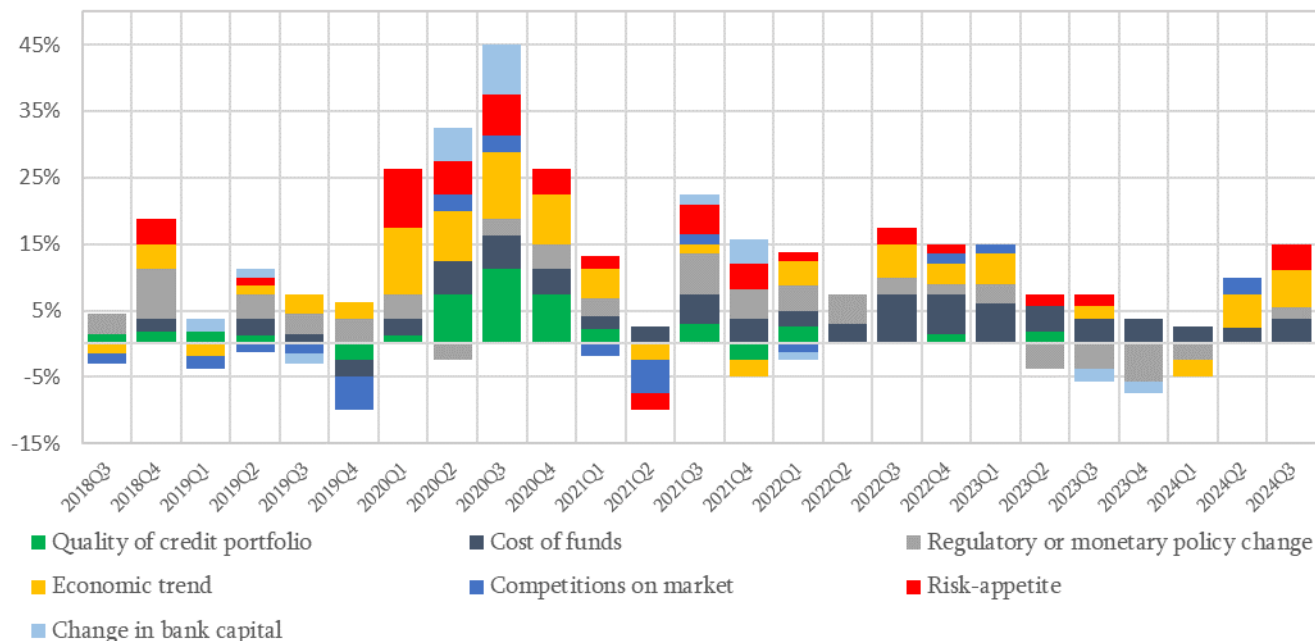
¹ The data reflects the annualized growth of seasonally adjusted loans, excluding the exchange rate effect.

² The index of change in credit conditions and demand ranges from -100 to 100. 100 indicates that 100% of respondents perceive a significant improvement in the trend, while the Index -100 indicates that 100% of respondents perceive a significant deterioration. 0 means that the trend has not changed compared to the previous quarter. 2024Q4* indicates the expectations over the third quarter of 2024 of representatives of the banking sector.

in maturity (see Figure 3). Representatives of the banking sector expect a modest tightening in credit conditions.

According to the data available to the National Bank, in September, compared to June, the interest rate on large business loans issued in national currency within the month declined by 0.5 pp to 11.5%. As for the foreign currency loans, in September, compared to June, the interest rate for corporate loans issued in euro did not change and amounts to 8.9%, while for loans issued in USD it increased by 0.3 pp to 9.8%. For SME loans, the interest rates on national currency loans increased by 0.3 pp to 12.8%. For the SME loans issued in euro interest rate increased by 0.2 pp and equaled 7.5%. While, for USD-denominated loans, interest rate increased by 0.2 pp to 9.0% (see Figure 3). According to the survey, interest rates for fixed-rate loans issued in local and foreign currency increased slightly. Representatives of the banking sector expect interest rates for business loans to increase marginally in the next quarter.

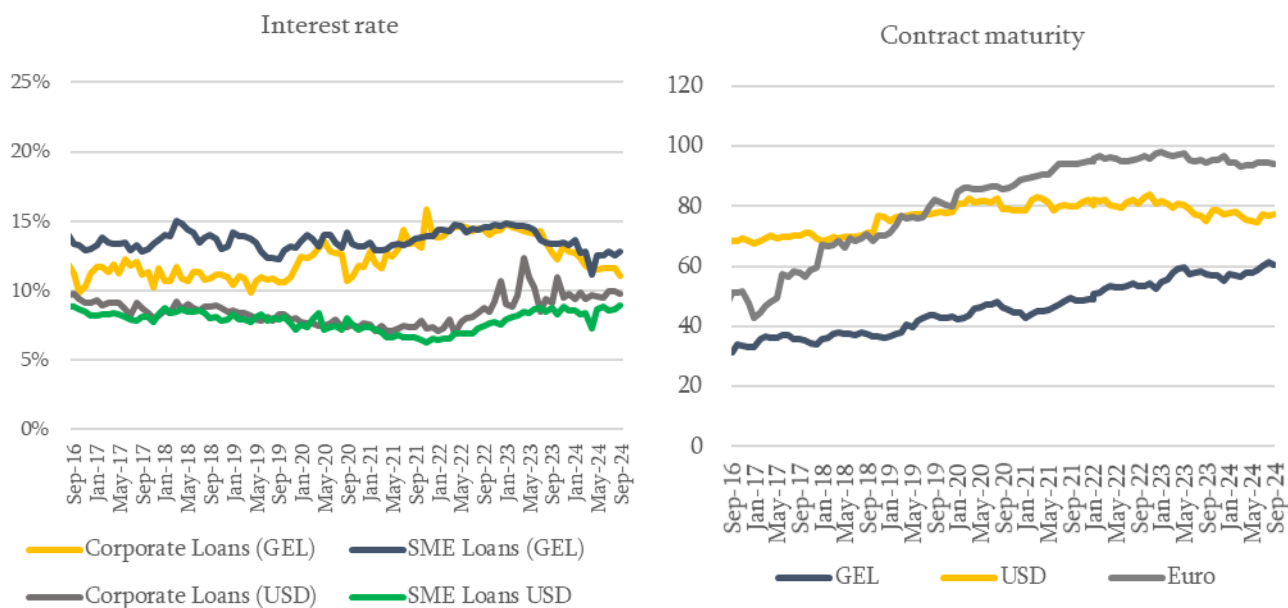
Figure 2. Factors affecting changes in the credit conditions for business loans³



Source: Credit conditions survey

³ The figure shows the share of each factor in the change in credit conditions. The positive share indicates the share of the factor in tightening, while a negative one indicates a share in easing.

Figure 3. Interest rates and contract maturity for business loans⁴



Source: NBG.

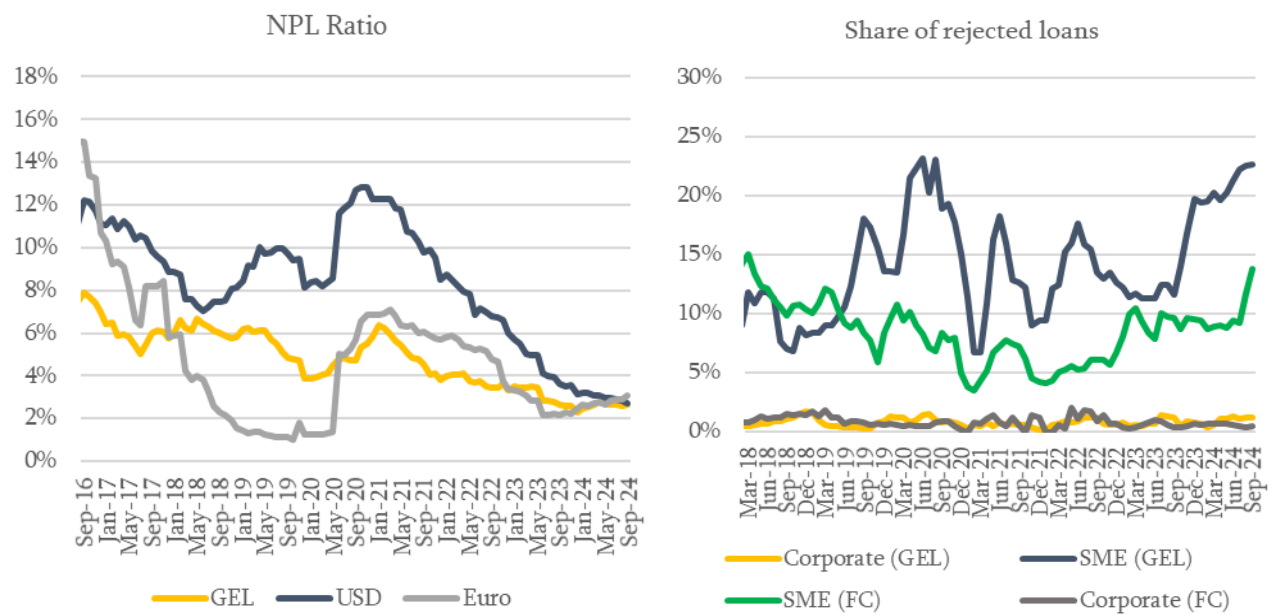
In the third quarter of 2024, compared to the previous quarter, the share of non-performing loans (NPL) in business loans declined slightly.⁵ In the third quarter, compared to the previous quarter, the overall share of NPLs in business loans declined to 2.77%. In terms of currencies, the share of NPLs in business loans issued in national currency did not change, while it declined by 0.2pp in USD and amounted to 2.7%. For euro-denominated loans NPLs increased by 0.2 pp and amounted to 3.1% (see Figure 4). According to the credit conditions survey, representatives of the banking sector expect slight decline in the share of NPLs in business loans in the next quarter.

In the third quarter of 2024, compared to the previous quarter, the share of rejected loans in corporate loans declined, while it increased in SME loans. In the third quarter, compared to the previous quarter, the share of rejected loans in SME loans issued in national currency increased by 2 pp and amounted to 23%. While for foreign currency SME loans, it increased by 4.4 pp and amounted to 13.8%. For corporate portfolio, the share of rejected loans issued in national currency declined by 0.1 pp and amounted to 1.25%, while, in foreign currency it declined to 0.4% (see Figure 4).

⁴ Interest rates on SME and large business loan flows issued within a month.

⁵ Starting from June 2023, the third-quarter report includes credit quality indicators calculated using the IFRS-9 approach.

Figure 4. Share of NPL⁶ and Rejected loans in business loans



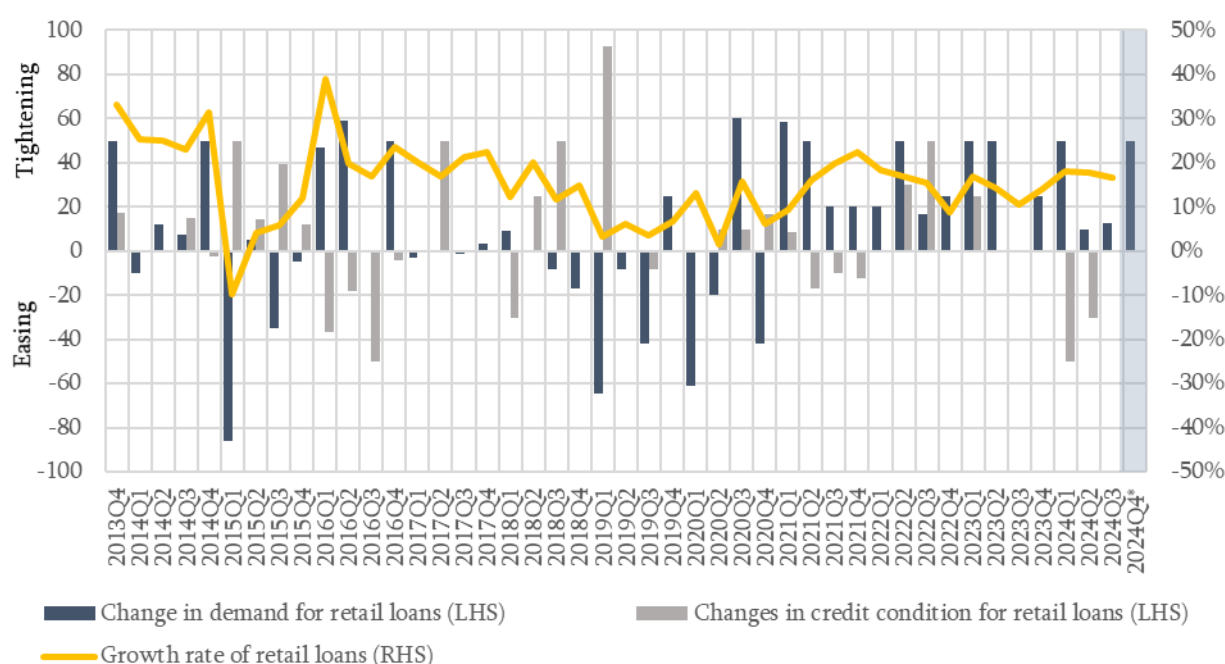
Source: NBG.

⁶ The graph displays NPL ratios calculated according to the NBG's methodology until June 2023, while data from June 2023 onwards reflects calculations based on the IFRS 9 methodology.

Credit conditions and trends for retail loans

According to the credit conditions survey, in the third quarter of 2024, compared to the previous quarter, demand for retail loans increased slightly. In the next quarter, a marginal increase in demand for retail loans is also expected. In particular, according to the data available to National Bank of Georgia, in the third quarter, compared to the previous quarter, the annualized growth rate⁷ of retail loans declined and amounted to 17.0% (see Figure 5). In terms of currencies, the growth of retail loan portfolio was mainly driven by domestic currency loans. Representatives of the banking sector expect a slight increase in demand for retail loans in the next quarter.

Figure 5. Changes in demand for retail loans and credit conditions⁸



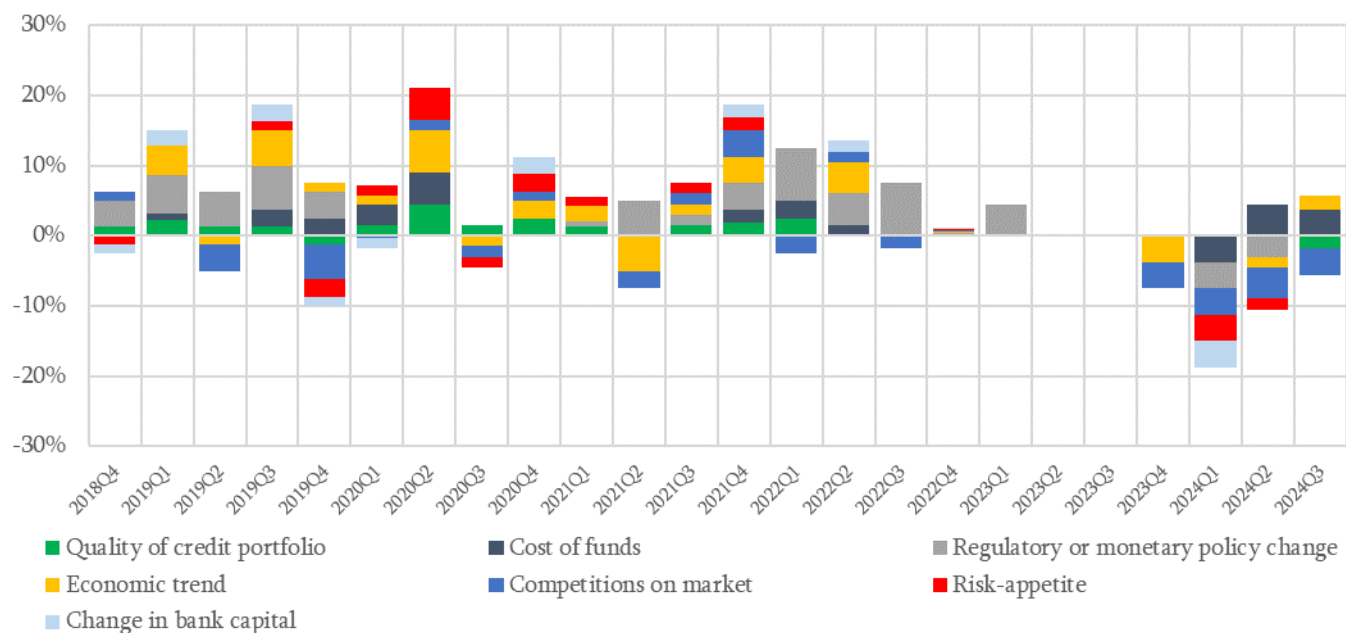
Source: Credit conditions Survey, NBG.

In the third quarter of 2024, credit conditions for retail loans have not changed. Based on the results of the survey, a decline in credit conditions was due to improvement in credit quality and increased competition in the market. However, according to the respondents, credit conditions was also tightened due to increased cost of funds and economic tendency. According to the data available to the National Bank, in the third quarter of 2024, loan maturity for mortgage loans declined compared to the previous quarter. Additionally, according to the distribution of loan-to-value ratio (LTV), the share of loans for which LTV is more than 50% increased, compared to the previous quarter. For PTI distribution, the share of loans for which PTI is more than 40% declined. Overall, we can conclude that credit conditions did not change on average (see Figures 6-8). Respondents do not expect credit conditions to be changed in the next quarter.

⁷ This data reflects the annualized growth of seasonally adjusted loans, excluding the exchange rate effect.

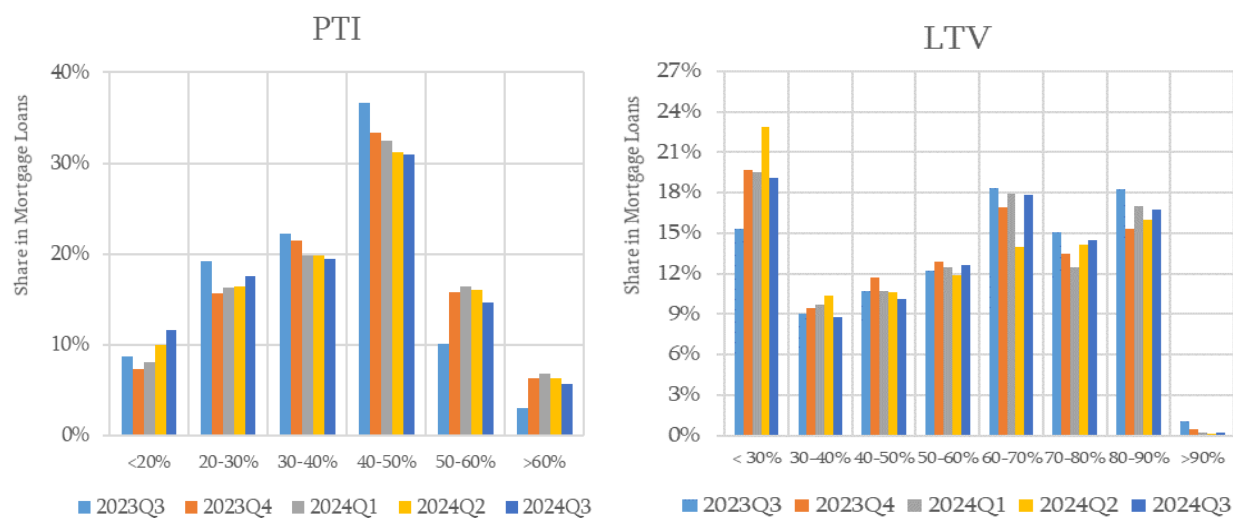
⁸ For further details please refer to footnote 2.

Figure 6. Factors affecting changes in the credit conditions for retail loans ⁹



Source: Credit conditions Survey

Figure 7. Distribution of payment-to-income (PTI) and loan-to-value (LTV) ratios

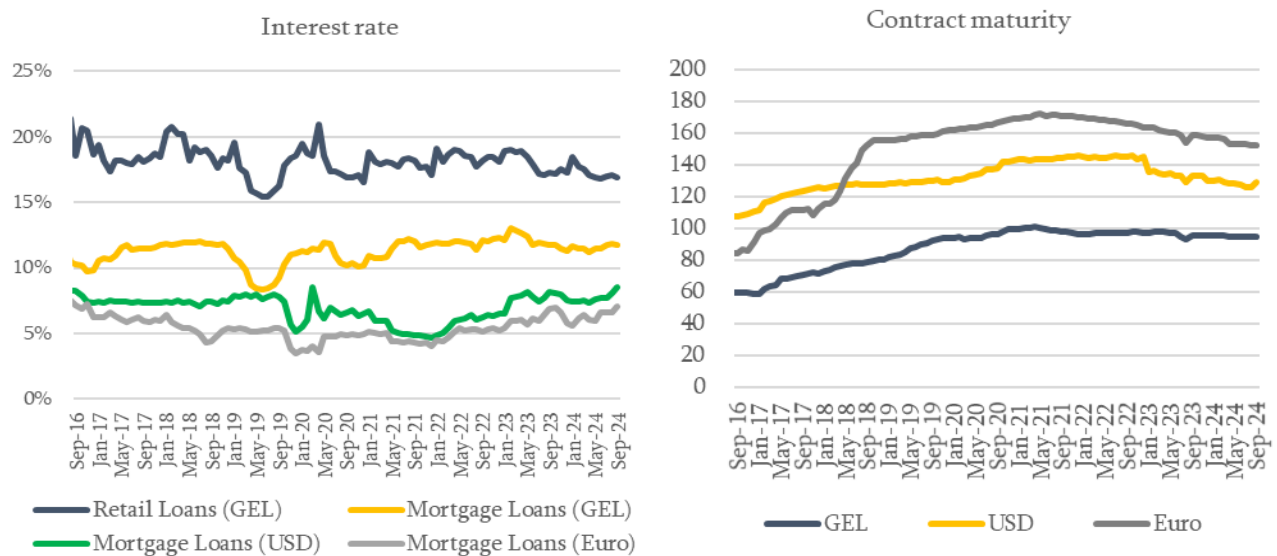


Source: NBG

⁹ See notes of Figure 2.

Interest rates for retail loans issued in domestic currency did not change significantly, while those for loans issued in foreign currency increased slightly. In particular, in September, compared to June, interest rates for consumer loans issued in domestic currency is around 16.9%. For mortgage loans issued in national currency, interest rates increased to 11.8%. Whereas for foreign currency dominated loans, interest rate for mortgage loans issued in USD increased by 0.8 pp and equals to 8.5%, while for mortgages issued in euro interest rate increased by 0.5 pp and amounted to 7.1% (see Figure 8). Respondents to the survey anticipate a slight increase in interest rates for mortgage loans issued in national currency in the next quarter.

Figure 8. Interest rates and contract maturity for retail loans¹⁰



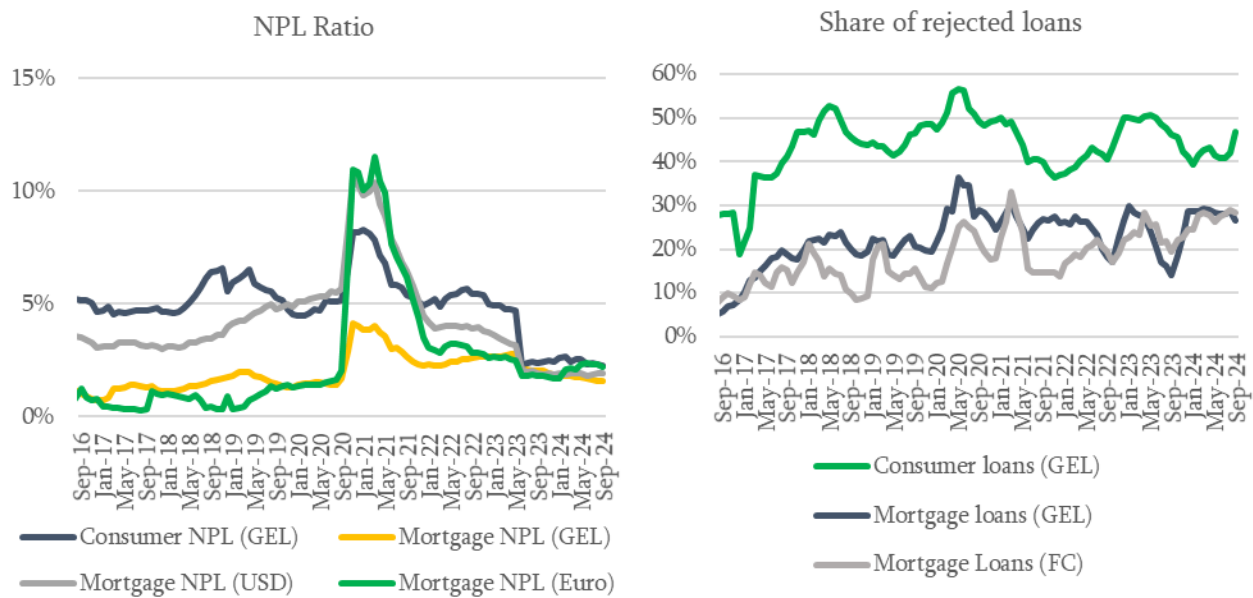
Source: NBG

In the third quarter of 2024, compared to the previous quarter, the share of non-performing loans (NPL) declined slightly. In particular, according to the data available to the National Bank, the share of NPLs in mortgage and consumer loans declined moderately to 1.7% and 2.3%, respectively. In terms of currencies, the share of NPLs in euro-denominated mortgage loans declined to 2.2%, while in USD it increased to 1.9%. The share of NPLs in mortgage loans issued in GEL declined to 1.6% (see Figure 9). Representatives of the banking sector expect moderate decrease in NPL ratio for consumer loans in the fourth quarter of 2024.

In the third quarter of 2024, the share of rejected loans increased slightly. In the third quarter of 2024, the share of rejected consumer loans issued in domestic currency decreased to 47% compared to the previous quarter. Meanwhile, for mortgage loans issued in domestic the share of rejected loans declined to 27%, while it increased to 28% in foreign currency (See Figure 9).

¹⁰ Interest rates on retail loan flows issued within a month.

Figure 9. Share of NPLs¹¹ and Rejected loans in retail loans



Source: NBG

¹¹ The graph displays NPL ratios calculated according to the NBG's methodology until June 2023, while data from June 2023 onwards reflects calculations based on the IFRS 9 methodology.

Disclaimer

The report was prepared by the Financial Stability Analysis and Macro-Financial Modeling Division of the Financial Stability Department of the National Bank of Georgia. The expectations presented in this report reflect only the assessment of the respondents of the credit conditions survey on the future trends of lending and not the expectations of the representatives of the National Bank. The statistics presented in the report on the current trends of lending are intended for current analytical purposes only, as some of the data presented here may be subject to periodic review and, consequently, they may contain measurement errors. Although every effort is made to ensure their timeliness, correctness, and completeness, the full accuracy of the data is not guaranteed by the National Bank of Georgia. Some data published in the report may differ from those published on the official website of the National Bank website because supervisory data is used in the calculations.

Data are presented as of 30/09/2024.

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