























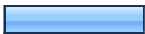

1. Name of your association:

		Response Percent	Response Count
ACT – United Kingdom		7,8%	44
ACTSR - Switzerland		6,0%	34
AFTE - France		13,7%	77
AITI - Italy		8,9%	50
ASSET - Spain		10,7%	60
ATEB - Belgium		2,1%	12
ATEL – Luxembourg		0,2%	1
CACT - Croatia		2,7%	15
CAT – Czech Republic		6,2%	35
DACT - Netherlands		6,6%	37
FACT - Finland		3,4%	19
GEFIU - Germany		2,5%	14
HTC - Hungary		2,8%	16
IACT - Ireland		5,3%	30
ÖPWZ - Austria		0,0%	0
PCTA - Poland		0,0%	0
SACT - Sweden		0,0%	0
SAF - Slovakia		2,7%	15
SCTA - Slovenia		3,4%	19
VDT - Germany		14,9%	84
answered question			562
skipped question			0




2. Your company turnover:

		Response Percent	Response Count
Less than 100 million Euros		17,0%	91
Between 100 and 500 million Euros		21,5%	115
Between 500 million and 1 billion Euros		14,6%	78
Between 1 and 2 billion Euros		12,7%	68
More than 2 billion Euros		34,2%	183
		answered question	535
		skipped question	27



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

		Response Percent	Response Count
Yes		22,1%	111
No		77,9%	391
		answered question	502
		skipped question	60



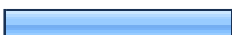
4. If yes, were the lines committed, uncommitted or a mixture?

		Response Percent	Response Count
Committed		22,0%	24
Uncommitted		28,4%	31
Mixture		49,5%	54
		answered question	109
		skipped question	453



5. Has your company had any credit lines cancelled?

		Response Percent	Response Count
Yes		13,4%	66
No		86,6%	427
answered question			493
skipped question			69





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

		Response Percent	Response Count
Committed		22,7%	15
Uncommitted		40,9%	27
Mixture		36,4%	24
answered question			66
skipped question			496



7. Has any of your banks increased the margin applied to your uncommitted short term credits?

		Response Percent	Response Count
Yes		49,4%	240
No		50,6%	246
answered question			486
skipped question			76


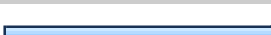


8. If yes, the increase of the margin is:

		Response Percent	Response Count
Less than 50 basis points		39,7%	94
From 50 to 100 basis points		39,7%	94
From 100 to 300 basis points		16,9%	40
More than 300 basis points		3,8%	9
answered question			237
skipped question			325

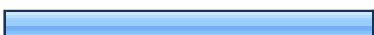

9. Has any of your banks changed the margin and / or other charges applied to your committed lines of credit?

		Response Percent	Response Count
Yes		35,6%	170
No		64,4%	308
answered question			478
skipped question			84



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

		Response Percent	Response Count
Less than 50 basis points		42,7%	73
From 50 to 100 basis points		42,7%	73
From 100 to 300 basis points		12,9%	22
More than 300 basis points		1,8%	3
answered question			171
skipped question			391



11. If margins have increased, do you consider that any element of the increase is attributable to the credit standing of the lending bank?

		Response Percent	Response Count
Yes		59,2%	213
No		40,8%	147
answered question			360
skipped question			202



12. Have you asked your banks to increase uncommitted short term lines of credit?

		Response Percent	Response Count
Yes		26,5%	123
No		73,5%	342
answered question			465
skipped question			97



13. If yes, your banks:

		Response Percent	Response Count
Accepted		61,4%	78
Refused		38,6%	49
answered question			127
skipped question			435



14. Have you asked your banks to increase committed lines of credit?

		Response Percent	Response Count
Yes		32,0%	148
No		68,0%	315
answered question			463
skipped question			99

15. If yes, your banks:

		Response Percent	Response Count
Accepted		74,3%	110
Refused		25,7%	38
answered question			148
skipped question			414

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

		Response Percent	Response Count
Yes		28,2%	129
No		71,8%	329
answered question			458
skipped question			104

17. Are banks actively seeking to tie ancillary operational business to lending commitments?

		Response Percent	Response Count
Yes, more than pre crisis		56,9%	259
No more than pre crisis		43,1%	196
answered question			455
skipped question			107



18. Has any of your banks stopped financing in some currencies?

		Response Percent	Response Count
Yes		19,3%	88
No		80,7%	367
answered question			455
skipped question			107

19. Comments:

	Response Count
	54
answered question	54
skipped question	508



20. Do you consider the behaviour of your banks?

		Response Percent	Response Count
Flexible		55,8%	251
Not flexible		44,2%	199
answered question			450
skipped question			112

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

	Response Count
	238
answered question	238
skipped question	324

22. Have your banks informed your company on the likely impact on pricing of implementing Basel III and CRD IV?

		Response Percent	Response Count
Yes		42,9%	192
No		57,1%	256
answered question			448
skipped question			114

23. Are your banks concentrating on trying to attract your surplus cash directly in their balance sheets, as opposed to encouraging other types of investments such as UCITS?

		Response Percent	Response Count
Yes		41,0%	182
No		22,5%	100
N/A		36,5%	162
answered question			444
skipped question			118

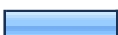

24. Are you financing your company more on the financial/capital markets (commercial paper, bonds ...) and less with your banks?

		Response Percent	Response Count
Yes		26,2%	116
No		52,8%	234
N/A		21,0%	93
answered question			443
skipped question			119




25. What is the percentage of your financial loans covered by your banks?

		Response Percent	Response Count
N/A		15,3%	68
Less than 33%		30,7%	136
Between 34 and 66%		16,7%	74
More than 67%		37,2%	165
answered question			443
skipped question			119

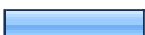
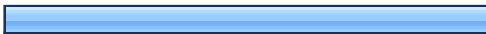
26. Since the beginning of the financial crisis, have you asked a credit rating agency to rate your company?

		Response Percent	Response Count
Yes		17,8%	79
No		82,2%	364
answered question			443
skipped question			119

27. What is the classification of your company under the Markets in Financial Instruments Directive (MiFID)?

		Response Percent	Response Count
Retail client		15,9%	70
Professional client		72,6%	320
Eligible counterparty		11,6%	51
answered question			441
skipped question			121

28. Under MiFID, do any of your banks ask you to complete a survey on suitability and appropriateness tests?

		Response Percent	Response Count
Yes		21,9%	96
No		78,1%	342
answered question			438
skipped question			124

29. Comments:

	Response Count
	12
answered question	12
skipped question	550