

### Loans' Distribution by purpose of usage

June-13

Operative data\*

| <i>(in '000 ALL)</i>        | Outstanding Loan<br>Balance at begin of<br>month | New Loans during<br>the month | Weighted Interest<br>rate for new loans | Outstanding Loan<br>Balance end of<br>month |
|-----------------------------|--|-------------------------------|---|---|
|                             | 1  | 2                             | 3                                       | 4   |
| <b>Businesses</b>           |  |                               |   |   |
| <b>ALL</b>                  | <b>139,885,440</b>                               | <b>7,705,209</b>              |   | <b>141,253,147</b>                          |
| Overdraft                   | 46,716,434                                       | 3,660,345                     | 9.63                                    | 49,075,481                                  |
| Working capital             | 40,755,651                                       | 2,393,386                     | 11.29                                   | 39,386,779                                  |
| Machineries and appliances  | 21,071,615                                       | 553,692                       | 10.93                                   | 20,922,954                                  |
| Real estate                 | 31,341,741                                       | 1,097,785                     | 5.27                                    | 31,867,934                                  |
| <b>US\$</b>                 | <b>33,170,168</b>                                | <b>2,599,678</b>              |   | <b>32,622,445</b>                           |
| Overdraft                   | 14,467,095                                       | 1,610,137                     | 6.55                                    | 13,820,302                                  |
| Working capital             | 5,294,257  | 673,908                       | 6.62                                    | 5,414,166                                   |
| Machineries and appliances  | 8,597,125  | 310,053                       | 6.80                                    | 8,427,592                                   |
| Real estate                 | 4,811,691  | 5,579                         | 7.50                                    | 4,960,386                                   |
| <b>EURO</b>                 | <b>226,789,106</b>                               | <b>9,105,117</b>              |   | <b>227,450,593</b>                          |
| Overdraft                   | 61,140,833                                       | 2,699,250                     | 7.16                                    | 62,015,445                                  |
| Working capital             | 29,420,191                                       | 3,183,675                     | 6.91                                    | 30,333,108                                  |
| Machineries and appliances  | 60,615,181                                       | 2,108,022                     | 7.17                                    | 60,199,437                                  |
| Real estate                 | 75,612,901                                       | 1,114,169                     | 7.76                                    | 74,902,602                                  |
| <b>Other currencies</b>     | <b>64,870</b>                                    | -                             |   | <b>64,125</b>                               |
| Overdraft                   | 713  | -                             |   | 630   |
| Working capital             | -  | -                             |   | -   |
| Machineries and appliances  | -  | -                             |   | -   |
| Real estate                 | 64,158   | -                             |   | 63,495                                      |
| <b>Business Subtotal</b>    | <b>399,909,584</b>                               | <b>19,410,003</b>             | -                                       | <b>401,390,310</b>                          |
| <b>Retail (individuals)</b> |  |                               |   |   |
| <b>ALL</b>                  | <b>64,758,104</b>                                | <b>2,067,465</b>              |   | <b>65,309,528</b>                           |
| Overdraft                   | 5,626,778  | 272,211                       | 13.01                                   | 5,511,841                                   |
| Non-durable goods           | 15,613,097                                       | 597,415                       | 14.91                                   | 15,831,307                                  |
| Durable goods               | 5,374,985  | 249,986                       | 12.48                                   | 5,460,102                                   |
| Real estate                 | 34,231,155                                       | 890,659                       | 8.73                                    | 34,675,799                                  |
| Business activity           | 3,912,089  | 57,195                        | 19.22                                   | 3,830,479                                   |
| <b>US\$</b>                 | <b>1,795,869</b>                                 | <b>27,638</b>                 |   | <b>1,747,892</b>                            |
| Overdraft                   | 205,962  | 6,294                         | 6.07                                    | 178,092                                     |
| Non-durable goods           | 58,609   | 3,990                         | 4.70                                    | 58,825                                      |
| Durable goods               | 50,064   | 10,335                        | 3.26                                    | 59,986                                      |
| Real estate                 | 1,249,135  | 7,019                         | 6.75                                    | 1,222,164                                   |
| Business activity           | 232,099  | -                             |   | 228,825                                     |
| <b>EURO</b>                 | <b>75,679,110</b>                                | <b>1,152,870</b>              |   | <b>77,150,392</b>                           |
| Overdraft                   | 2,676,390  | 132,035                       | 7.60                                    | 3,738,994                                   |
| Non-durable goods           | 1,834,322  | 73,766                        | 7.30                                    | 1,868,013                                   |
| Durable goods               | 3,240,143  | 102,845                       | 6.39                                    | 3,242,770                                   |
| Real estate                 | 65,525,227                                       | 808,739                       | 6.09                                    | 65,924,115                                  |
| Business activity           | 2,403,030  | 35,485                        | 7.44                                    | 2,376,500                                   |
| <b>Other currencies</b>     | <b>404,992</b>                                   | <b>955</b>                    |   | <b>406,896</b>                              |
| Overdraft                   | 2,027  | 955                           | 7.90                                    | 2,779                                       |
| Non-durable goods           | -  | -                             |   | -   |
| Durable goods               | -  | -                             |   | -   |
| Real estate                 | 402,965  | -                             |   | 404,117                                     |
| Business activity           | -  | -                             |   | -   |
| <b>Retail Subtotal</b>      | <b>142,638,075</b>                               | <b>3,248,929</b>              | -                                       | <b>144,614,708</b>                          |
| <b>TOTAL</b>                | <b>542,547,659</b>                               | <b>22,658,932</b>             | -                                       | <b>546,005,018</b>                          |

\*Note: Loan figures are reported without calculated interests and include loans to residents only