

EUF STATISTICS

31 December 2015

1. ESTIMATES OF EU TURNOVER VOLUMES

1.1 Turnover volumes by product, allocation and notification (Estimates of EU Totals, Millions of €)

31 December 2015	Estimate of the EU Total	% on Total Turnover	Significance of the sample on total turnover
Total Turnover	1.470.821	100,00%	100%
<i>of which:</i>			
Domestic	1.188.768	80,82%	100%
International	282.053	19,18%	100%
Recourse	797.997	54,26%	67% ¹
Non Recourse	672.824	45,74%	67% ¹
Owned by banks and banking groups	1.337.292	90,92%	46% ¹
Owned by non banking companies	133.529	9,08%	46% ¹

2. ESTIMATES OF EU BALANCES AT PERIOD END

2.1 Balances at period end (Estimate of EU Totals, Millions of €)

31 December 2015	Estimate of the EU Total	% on Security Values	Significance of the sample on total turnover
Total Advances	168.154	66,97%	50% ²
Total Security Values	251.070		66% ³

3. CUSTOMERS

3.1 Number of Active Client (Supplier) Relationships (Estimate of EU Total, Number)

31 December 2015	Estimate of the EU Total	Significance of the sample on total turnover
Total Number of Active Client (Supplier) Relationships	171.426	79% ⁴

Figures in this page are estimated on the basis of the data provided by the EUF Members and of the significance of the sample on total turnover, which is provided as well for reference.

Notes

¹ See sheet "TURNOVER DETAILS" for info about the composition of the sample.

² The sample includes Czech Republic, Denmark, Ireland, Italy, Netherlands, Poland, Sweden and UK.

³ The sample includes Austria, Denmark, France, Ireland, Italy, Netherlands, Poland and UK.

⁴ The sample includes Austria, France, Germany, Ireland, Italy, Netherlands, Poland and UK.

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4. TURNOVER VOLUMES

4.1 Turnover volumes by Country (Millions of€)

31 December 2015	Notes	Total Turnover	pct var. on the previous year (Total)	GDP Penetration	EU Market Share
Austria*		18.264	10,97%	5,42%	1,24%
Belgium*		61.169	10,47%	14,93%	4,16%
Bulgaria	(1)	1.820	5,32%	4,12%	0,12%
Croatia	(1)	2.885	15,49%	6,57%	0,20%
Cyprus		2.414	-9,62%	13,86%	0,16%
Czech Republic*	(1)	5.064	-16,51%	na	0,34%
Denmark*	(1)	12.606	20,64%	4,73%	0,86%
Estonia	(3)	2.010	0,00%	9,82%	0,14%
Finland		23.095	21,62%	11,15%	1,57%
France*		248.194	9,53%	11,37%	16,87%
Germany*		209.001	10,07%	6,91%	14,21%
Greece*		12.869	-1,14%	7,31%	0,87%
Hungary	(1)	3.779	33,86%	3,48%	0,26%
Ireland*		25.978	1,97%	12,10%	1,77%
Italy*		190.488	4,09%	11,64%	12,95%
Latvia		867	27,50%	3,56%	0,06%
Lithuania		3.150	-43,24%	8,47%	0,21%
Luxemburg	(3)	339	0,00%	0,65%	0,02%
Malta		275	-7,09%	3,13%	0,02%
Netherlands*		65.698	14,50%	9,68%	4,47%
Poland*	(1)	35.020	4,53%	8,19%	2,38%
Portugal*		22.921	7,09%	12,78%	1,56%
Romania	(1)	3.651	36,55%	2,29%	0,25%
Slovakia	(3)	1.036	0,00%	1,33%	0,07%
Slovenia		329	-51,02%	0,85%	0,02%
Spain*		115.220	1,99%	10,66%	7,83%
Sweden*	(1)	26.078	-9,82%	5,87%	1,77%
United Kingdom*	(1) / (2)	376.601	1,08%	14,66%	25,60%
EU Total Turnover	(1)	1.470.821	5,43%	10,16%	100,00%
EUF Members (*)	(1) / (2)	1.425.171	5,33%	10,46%	96,90%

Notes:

- 1) Pct variation has been corrected in order to avoid biases due to exchange rates fluctuation.
- 2) Figures for the year 2014 were slightly changed due to the availability of updated information during the year.
- 3) Estimates on the basis of the available information

Source: EUF Members, FCI, IFG

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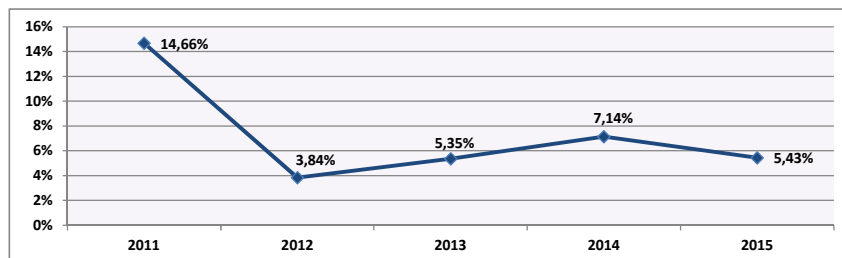
5. TURNOVER VOLUMES - ANNUAL TRENDS

5.1 Turnover volumes by Country, last 6 years (Millions of €)

31 December 2015	2010	2011	2012	2013	2014	2015
Austria	8.307	8.802	10.969	14.110	16.458	18.264
Belgium	32.200	36.871	42.352	47.684	55.374	61.169
Bulgaria	475	1.016	1.500	1.700	1.728	1.820
Croatia	2.793	2.269	2.269	3.146	2.498	2.885
Cyprus	3.450	3.758	3.250	2.823	2.671	2.414
Czech Republic	4.498	5.132	5.196	5.302	5.912	5.064
Denmark	8.179	9.159	8.800	8.932	10.463	12.606
Estonia	1.220	1.164	1.877	1.899	2.010	2.010
Finland	12.400	13.000	17.000	17.699	20.554	23.095
France	153.252	173.319	186.494	200.499	226.598	248.194
Germany	132.280	157.260	157.424	171.290	189.880	209.001
Greece	14.716	14.732	12.761	12.095	13.017	12.869
Hungary	3.254	2.817	2.676	2.661	2.827	3.779
Ireland	20.197	18.330	19.956	21.206	25.476	25.978
Italy	143.745	175.182	181.878	178.002	183.004	190.488
Latvia	328	371	542	592	680	867
Lithuania	1.540	2.134	2.488	2.763	5.550	3.150
Luxemburg	321	180	299	407	339	339
Malta	136	200	240	178	296	275
Netherlands	35.500	46.000	51.188	52.902	57.378	65.698
Poland	16.210	17.900	24.510	31.588	33.497	35.020
Portugal	24.488	27.879	22.948	22.302	21.404	22.921
Romania	1.800	2.600	2.920	2.713	2.700	3.651
Slovakia	981	1.171	1.024	1.068	1.036	1.036
Slovenia	650	550	650	626	536	329
Spain	112.909	122.125	124.036	116.546	112.976	115.220
Sweden	30.516	29.259	33.149	30.554	28.290	26.078
United Kingdom	226.401	271.591	278.993	308.096	350.622	376.601
EU Total Turnover	992.746	1.144.771	1.197.388	1.259.383	1.373.774	1.470.821
EU Total Turnover (Growth, %)*	17,75%	14,66%	3,84%	5,35%	7,14%	5,43%

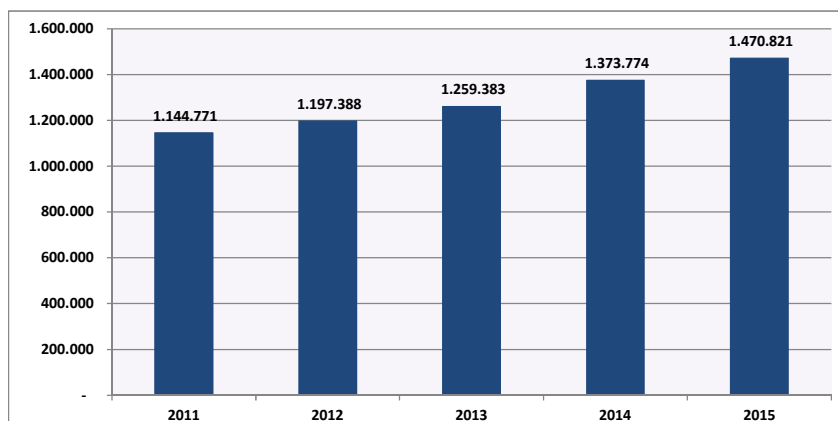
* Pct Variation, where possible, has been corrected in order to avoid biases due to exchange rate fluctuation

5.2 EU Turnover growth, last 5 years (%)



* Pct Variation, where possible, has been corrected in order to avoid biases due to exchange rate fluctuation

5.3 EU Total Turnover, last 5 years (Millions of €)



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5.4 Turnover volumes by product, allocation and notification (Best estimates, Country totals, % shares)

31 December 2015	Total	International (%)	Non recourse (%)	Not notification (%)	Maturity Factoring (%)	Reverse Factoring (%)	Made by banks and banking groups (%)
Austria	18.264	30,17%	62,54%				
Belgium	61.169	41,34%					
Bulgaria	1.820	20,00%					
Croatia	2.885	3,40%					
Cyprus	2.414	0,58%					
Czech Republic	5.064	33,02%	35,52%				97,73%
Denmark	12.606	47,68%					
Estonia	2.010	13,98%					
Finland	23.095	22,06%					
France	248.194	27,18%					83,48%
Germany	209.001	28,51%	99,00%	57,04%	5,04%	1,30%	100,00%
Greece	12.869	15,03%	41,21%	33,36%			
Hungary	3.779	8,57%					
Italy	190.488	22,07%	67,97%	36,56%	25,84%	4,95%	92,69%
Latvia	867	24,91%					
Lithuania	3.150	53,97%					
Luxemburg	339	2,36%					
Malta	275	74,55%					
Netherlands	65.698	14,61%					100,00%
Poland	35.020	20,42%	56,41%	9,16%	0,07%	10,05%	97,36%
Portugal	22.921	12,38%				34,14%	
Romania	3.651	20,49%					
Slovakia	1.036	40,07%					
Slovenia	329	38,60%					
Spain	115.220	14,25%	25,46%			49,01%	95,58%
Sweden	26.078	3,00%					
United Kingdom and Ireland ³	402.579	6,50%	11,97%				
EU⁴	1.470.821	19,18%	45,74%	43,89%	-	-	90,92%

1. No exact data for the German market are available but non-recourse factoring generally dominates the market, due to the legal factoring framework in Germany

2. For Spain figures about non-recourse factoring is available only with regard to the domestic factoring

3. Detailed figures for UK and Ireland are available only aggregated

4. EU figure is a weighted average (the weight is the country turnover)

5. Figures refer only to Austria, Czech Republic, Germany, Greece, Ireland, Italy, Netherlands, Poland, Portugal, Spain and UK, which covers about 73% of the EU market in terms of turnover