

EUF STATISTICS  
31 December 2016

**1. ESTIMATES OF EU TURNOVER VOLUMES**

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

31 December 2016	Estimate of the EU Total	% on Total Turnover	Significance of the sample on total turnover
<b>Total Turnover</b>	<b>1.503.170</b>	<b>100,00%</b>	<b>100%</b>
<i>of which:</i>			
Domestic	1.174.747	78,2%	100%
International	328.424	21,8%	100%
Recourse	777.135	51,7%	71% <sup>1</sup>
Non Recourse	726.035	48,3%	71% <sup>1</sup>
Owned by banks and banking groups	1.439.932	95,8%	54% <sup>1</sup>
Owned by non banking companies	63.238	4,2%	54% <sup>1</sup>

**2. ESTIMATES OF EU BALANCES**

31 December 2016	Estimate of the EU Total	% on Security Values	Significance of the sample on total turnover
<b>Total Advances</b>	<b>201.596</b>	<b>77,1%</b>	<b>62%</b> <sup>2</sup>
<b>Total Security Values</b>	<b>261.480</b>		<b>68%</b> <sup>3</sup>

**3. CUSTOMERS**

31 December 2016	Estimate of the EU Total	Significance of the sample on total turnover
<b>Total Number of Active Client (Supplier) Relationships</b>	<b>179.675</b>	<b>83%</b> <sup>4</sup>

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**

<sup>1</sup> See sheet "TURNOVER DETAILS" for info about the composition of the sample.

<sup>2</sup> The sample includes Austria, Belgium, Czech Republic, Denmark, Ireland, Italy, Netherlands, Poland, Spain, Sweden and UK.

<sup>3</sup> The sample includes Belgium, Denmark, France, Ireland, Italy, Netherlands, Poland and UK.

<sup>4</sup> The sample includes Austria, Belgium, 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 2016	Notes	Total Turnover	pct var. on the previous year (Total)	GDP Penetration	EU Market Share
Austria*		19.621	7,43%	5,6%	1,3%
Belgium*		62.846	2,74%	14,9%	4,2%
Bulgaria	(1)	1.947	6,75%	4,1%	0,1%
Croatia	(1)	2.825	-3,08%	6,2%	0,2%
Cyprus		2.925	21,17%	16,3%	0,2%
Czech Republic*	(1)	4.848	-4,29%	2,8%	0,3%
Denmark*	(1)	13.237	4,72%	4,8%	0,9%
Estonia		2.495	24,13%	11,9%	0,2%
Finland		22.000	-4,74%	10,3%	1,5%
France*		268.160	8,04%	12,1%	17,8%
Germany*		216.878	3,77%	6,9%	14,4%
Greece*		12.782	-0,68%	7,3%	0,9%
Hungary	(1)	3.635	-5,68%	3,2%	0,2%
Ireland*	(3)	23.952	-7,80%	9,1%	1,6%
Italy*		208.642	9,53%	12,5%	13,9%
Latvia	(2)	867	0,00%	3,5%	0,1%
Lithuania		3.100	-1,59%	8,0%	0,2%
Luxemburg	(2)	339	0,00%	0,7%	0,0%
Malta	(2)	275	0,00%	2,8%	0,0%
Netherlands*		82.848	26,10%	11,9%	5,5%
Poland*	(1)	39.756	17,85%	9,4%	2,6%
Portugal*		24.517	6,96%	13,2%	1,6%
Romania	(1)	4.016	10,36%	2,4%	0,3%
Slovakia		1.646	58,88%	2,0%	0,1%
Slovenia	(2)	1.000	203,95%	2,5%	0,1%
Spain*		130.656	13,40%	11,7%	8,7%
Sweden*	(1)/(3)	20.481	-18,36%	4,4%	1,4%
United Kingdom*	(1)	326.878	1,25%	13,8%	21,7%
<b>EU Total Turnover</b>	<b>(1)</b>	<b>1.503.172</b>	<b>6,2%</b>	<b>10,1%</b>	<b>100,0%</b>
<b>EUF Members (*)</b>	<b>(1)</b>	<b>1.456.100</b>	<b>6,3%</b>	<b>10,4%</b>	<b>96,9%</b>

#### Notes:

- 1) Pct variation has been corrected in order to avoid biases due to exchange rates fluctuation.
- 2) Estimates on the basis of the available information
- 3) Estimates of the international turnover on the basis of the available information

Source: EUF Members, FCI

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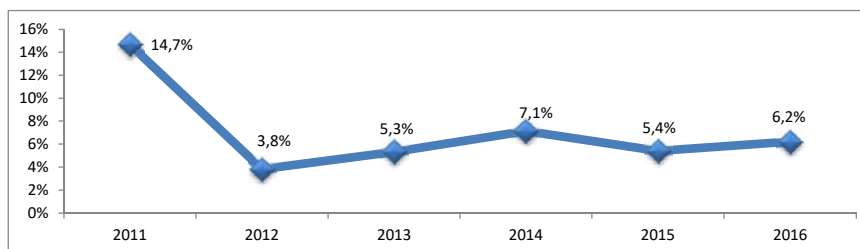
#### 5. TURNOVER VOLUMES - ANNUAL TRENDS

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

31 December 2016	2011	2012	2013	2014	2015	2016
Austria	8.802	10.969	14.110	16.458	18.264	19.621
Belgium	36.871	42.352	47.684	55.374	61.169	62.846
Bulgaria	1.016	1.500	1.700	1.728	1.820	1.947
Croatia	2.269	2.269	3.146	2.498	2.885	2.825
Cyprus	3.758	3.250	2.823	2.671	2.414	2.925
Czech Republic	5.132	5.196	5.302	5.912	5.064	4.848
Denmark	9.159	8.800	8.932	10.463	12.606	13.237
Estonia	1.164	1.877	1.899	2.010	2.010	2.495
Finland	13.000	17.000	17.699	20.554	23.095	22.000
France	173.319	186.494	200.499	226.598	248.194	268.160
Germany	157.260	157.424	171.290	189.880	209.001	216.878
Greece	14.732	12.761	12.095	13.017	12.869	12.782
Hungary	2.817	2.676	2.661	2.827	3.779	3.635
Ireland	18.330	19.956	21.206	25.476	25.978	23.952
Italy	175.182	181.878	178.002	183.004	190.488	208.642
Latvia	371	542	592	680	867	867
Lithuania	2.134	2.488	2.763	5.550	3.150	3.100
Luxembourg	180	299	407	339	339	339
Malta	200	240	178	296	275	275
Netherlands	46.000	51.188	52.902	57.378	65.698	82.848
Poland	17.900	24.510	31.588	33.497	35.020	39.756
Portugal	27.879	22.948	22.302	21.404	22.921	24.517
Romania	2.600	2.920	2.713	2.700	3.651	4.016
Slovakia	1.171	1.024	1.068	1.036	1.036	1.646
Slovenia	550	650	626	536	329	1.000
Spain	122.125	124.036	116.546	112.976	115.220	130.656
Sweden	29.259	33.149	30.554	28.290	26.078	20.481
United Kingdom	271.591	278.993	308.096	350.622	376.601	326.878
<b>EU Total Turnover</b>	<b>1.144.771</b>	<b>1.197.388</b>	<b>1.259.383</b>	<b>1.373.774</b>	<b>1.470.821</b>	<b>1.503.172</b>
<b>EU Total Turnover (Growth, %)*</b>	<b>14,7%</b>	<b>3,8%</b>	<b>5,3%</b>	<b>7,1%</b>	<b>5,4%</b>	<b>6,2%</b>

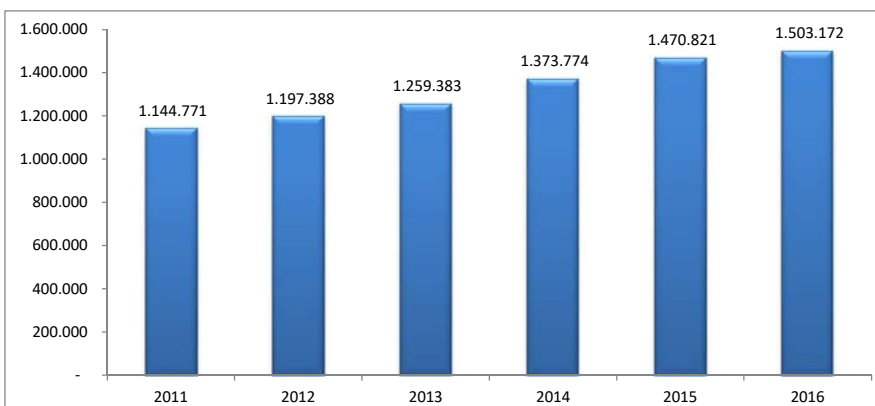
\* Pct Variation, where possible, has been corrected in order to avoid biases due to exchange rate fluctuation

##### 5.2 EU Turnover growth, last 6 years (%)



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

##### 5.3 EU Total Turnover, last 6 years (Millions of €)



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

31 December 2016	Total	International (%)	Non recourse (%)	Not notification (%)	Maturity Factoring (%)	Reverse Factoring (%)	Made by banks and banking groups (%)
Austria	19.621	42,0%	62,3%				
Belgium	62.846	49,2%	38,9%	56,3%			100,0%
Bulgaria	1.947	20,0%					
Croatia	2.825	4,8%					
Cyprus	2.925	0,9%					
Czech Republic	4.848	36,8%	37,7%				97,6%
Denmark	13.237	45,7%					
Estonia	2.495	17,2%					
Finland	22.000	9,1%					
France	268.160	29,3%					96,6%
Germany <sup>1</sup>	216.878	31,3%	99,0%	53,3%	4,7%	1,3%	
Greece	12.782	14,1%	39,8%	18,5%			100,0%
Hungary	3.635	8,7%					
Italy	208.642	23,5%	72,5%	36,9%	22,6%	5,0%	90,6%
Latvia	867	24,9%					
Lithuania	3.100	51,6%					
Luxemburg	339						
Malta	275	74,5%					
Netherlands	82.848	19,5%					100,0%
Poland	39.756	18,9%	48,5%	9,3%	0,1%	11,8%	89,3%
Portugal	24.517	14,1%	27,3%			34,6%	
Romania	4.016	19,5%					
Slovakia	1.646	0,5%					
Slovenia	1.000	12,7%					
Spain	130.656	16,5%	27,3%			48,0%	99,2%
Sweden	20.481	2,8%					
United Kingdom and Ireland <sup>2</sup>	350.830	8,1%	13,2%				
<b>EU<sup>3</sup></b>	<b>1.503.170</b>	<b>21,9%</b>	<b>48,3%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>95,8%</b>

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. Detailed figures for UK and Ireland are available only aggregated

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