

FACTORING TURNOVER BY COUNTRY IN 2014 IN MILLIONS OF EUR

Nr. of Companies	EUROPE	Domestic	International	Total
4	Austria	11.816	4.595	16.400
5	Belgium	41.531	13.844	55.374
7	Bulgaria	1.315	413	1.728
17	Croatia	2.440	58	2.498
2	Cyprus	2.655	16	2.671
6	Czech Rep.	4.205	1.707	5.912
6	Denmark	4.963	5.500	10.463
4	Estonia	1.729	281	2.010
	Finland	17.420	3.134	20.554
14	France	169.625	56.973	226.598
190	Germany	141.780	48.100	189.880
6	Greece	10.863	2.154	13.017
18	Hungary	2.552	275	2.827
6	Ireland	23.947	1.529	25.476
40	Italy	142.505	40.499	183.004
6	Latvia	580	100	680
7	Lithuania	2.198	3.352	5.550
1	Luxembourg	331	8	339
2	Malta	148	148	296
1	Moldova	3	10	13
5	Netherlands	45.278	8.100	53.378
6	Norway	14.765	2.417	17.182
35	Poland	29.797	3.700	33.497
14	Portugal	18.602	2.802	21.404
16	Romania	2.025	675	2.700
64	Russia	28.711	459	29.170
12	Serbia	264	42	306
5	Slovakia	621	415	1.036
3	Slovenia	322	241	563
18	Spain	97.409	15.567	112.976
30	Sweden	27.441	849	28.290
6	Switzerland	3.760	72	3.832
76	Turkey	33.633	7.596	41.229
23	Ukraine	1.021	14	1.035
40	United Kingdom	352.561	23.537	376.098
695	Total Europe	1.238.816	249.181	1.487.996
	AMERICAS			
5	Argentina	1.245	54	1.299
1	Bolivia	4	18	22
1.142	Brazil	31.717	65	31.782
57	Canada	5.456	375	5.831
60	Chile	23.600	1.250	24.850
33	Colombia	8.668	317	8.985
7	Costa Rica	2.337	0	2.337
18	Mexico	25.140	345	25.486
9	Peru	7.798	495	8.293
110	United States	81.670	16.000	97.670
2	Uruguay	68	2	70
1.444	Total Americas	187.703	18.921	206.625
	AFRICA			
6	Egypt	326	109	435
2	Mauritius	200	6	206
5	Morocco	4.100	100	4.200
13	South Africa	15.859	39	15.898
3	Tunisia	330	25	355
29	Total Africa	20.815	279	21.094
	ASIA			
5	Armenia	55	15	70
25	China	261.573	144.529	406.102
2	Georgia	4	1	5
16	Hong Kong	9.800	21.000	30.800
6	India	3.500	840	4.340
1	Indonesia	800	10	810
8	Israel	2.700	300	3.000
4	Japan	50.412	660	51.072
19	Korea	7.563	5.150	12.713
2	Lebanon	401	15	416
5	Malaysia	1.425	357	1.782
1	Qatar	62	0	62
9	Singapore	29.754	8.086	37.840
1	Sri Lanka	19	19	38
22	Taiwan	14.590	42.090	56.680
15	Thailand	4.100	44	4.144
6	United Arab Emirates	5.000	20	5.020
8	Vietnam	20	80	100
155	Total Asia	391.778	223.216	614.994
	AUSTRALASIA			
7	Australia	42.245	45	42.290
7	Total Australasia	42.245	45	42.290
2.330	TOTAL WORLD	1.881.358	491.642	2.372.989

Accumulative Turnover Figures for All FCI Members Compared to Worldwide Factoring Turnover (in Millions of EUR/USD)

	EUR 2008	EUR 2009	EUR 2010	EUR 2011	EUR 2012	EUR 2013	EUR 2014	VARIATION 2013/2014
<i>Invoice Discounting</i>	206.915	197.993	204.527	279.113	302.030	330.518	299.930	-9%
<i>Recourse Factoring</i>	167.860	159.037	234.889	267.523	306.187	339.644	356.058	5%
<i>Non-Recourse Factoring</i>	243.413	242.444	283.198	331.257	352.353	344.863	372.115	8%
<i>Collections</i>	25.940	23.806	23.394	26.018	27.786	31.399	40.123	28%
Total Domestic Factoring FCI	644.128	623.280	746.008	903.912	988.529	1.046.425	1.068.226	2%
<i>Export Factoring</i>	88.244	75.654	126.032	162.972	192.573	219.285	242.472	11%
<i>Import Factoring</i>	22.363	17.626	23.584	30.943	36.707	50.481	54.081	7%
<i>Export Invoice Discounting</i>	33.801	40.353	29.818	51.069	85.163	87.447	89.025	2%
Total International Factoring FCI	144.408	133.633	179.434	244.983	314.442	357.213	385.579	8%
Grand Total FCI	788.537	756.913	925.442	1.148.895	1.302.971	1.403.638	1.453.804	4%
<i>World Domestic Factoring</i>	1.148.943	1.118.100	1.402.331	1.750.899	1.779.785	1.805.574	1.881.358	4%
<i>World International Factoring</i>	176.168	165.459	245.898	264.108	352.446	402.798	491.642	22%
World Total	1.325.111	1.283.559	1.648.229	2.015.007	2.132.231	2.208.372	2.372.989	7%

	USD 2008	USD 2009	USD 2010	USD 2011	USD 2012	USD 2013	USD 2014	VARIATION 2013/2014
<i>Invoice Discounting</i>	291.750	283.130	271.755	361.647	398.897	456.181	359.946	-21%
<i>Recourse Factoring</i>	236.683	227.423	312.097	346.630	403.552	468.777	427.305	-9%
<i>Non Recourse Factoring</i>	343.212	346.695	376.285	429.210	464.291	475.980	446.576	-6%
<i>Collections</i>	36.575	34.043	31.083	33.712	36.635	43.337	48.151	11%
Total Domestic Factoring FCI	908.221	891.290	991.220	1.171.198	1.303.375	1.444.275	1.281.978	-11%
<i>Export Factoring</i>	124.424	108.185	167.459	211.162	253.907	302.658	290.990	-4%
<i>Import Factoring</i>	31.532	25.205	31.336	40.092	48.398	69.674	64.903	-7%
<i>Export Invoice Discounting</i>	45.727	57.705	39.619	66.170	112.288	120.694	106.839	-11%
Total International Factoring FCI	201.683	191.095	238.414	317.425	414.592	493.025	462.733	-6%
Grand Total FCI	1.109.904	1.082.386	1.229.634	1.488.623	1.717.968	1.937.301	1.744.710	-10%
<i>World Domestic Factoring</i>	1.620.010	1.598.883	1.863.278	2.268.640	2.346.646	2.492.053	2.257.817	-9%
<i>World International Factoring</i>	248.397	236.606	326.724	342.204	464.700	555.941	590.020	6%
World Total	1.868.407	1.835.489	2.190.002	2.610.844	2.811.346	3.047.994	2.847.837	-7%

Total Factoring Volume by Country in the Last 7 Years (in Millions of EUR)

	2007	2008	2009	2010	2011	2012	2013	2014	Var
EUROPE									
Austria	5.219	6.350	6.630	8.307	8.986	10.969	14.110	16.400	16%
Belgium	19.200	22.500	23.921	32.203	38.204	42.352	47.684	55.374	16%
Bulgaria	300	450	340	550	1.010	1.500	1.600	1.728	8%
Croatia	1.100	2.100	2.450	2.793	2.269	2.269	3.146	2.498	-21%
Cyprus	2.985	3.255	3.350	3.450	3.758	3.350	2.823	2.671	-5%
Czech Rep.	4.780	5.000	3.760	4.410	5.115	5.196	5.302	5.912	12%
Denmark	8.474	5.500	7.100	8.000	9.160	8.800	8.932	10.463	17%
Estonia	1.300	1.427	1.000	1.227	1.164	1.877	1.899	2.010	6%
Finland	12.650	12.650	10.752	12.400	13.000	17.000	17.699	20.554	16%
France	121.660	135.000	128.182	153.252	174.580	186.494	200.459	226.598	13%
Germany	89.000	106.000	96.200	129.536	158.034	157.420	171.290	189.880	11%
Greece	7.420	10.200	12.300	14.715	14.731	12.761	12.094	13.017	8%
Hungary	3.100	3.200	2.520	3.339	2.817	2.676	2.661	2.827	6%
Ireland	22.919	24.000	19.364	20.197	18.330	19.956	21.206	25.476	20%
Italy	122.800	128.200	124.250	143.745	175.182	181.878	178.002	183.004	3%
Latvia	1.160	1.520	900	328	371	542	592	680	15%
Lithuania	2.690	3.350	1.755	1.540	2.134	2.488	2.763	5.550	101%
Luxembourg	490	600	349	321	180	299	407	339	-17%
Malta	25	52	105	136	200	240	178	296	66%
Moldova								13	
Netherlands	31.820	30.000	30.000	35.000	46.000	50.000	52.000	53.378	3%
Norway	17.000	15.000	15.100	15.075	16.395	18.115	16.296	17.182	5%
Poland	7.900	7.800	12.000	16.210	17.900	24.510	31.588	33.497	6%
Portugal	16.888	18.000	17.711	20.756	27.879	22.948	22.303	21.404	-4%
Romania	1.300	1.650	1.400	1.800	2.582	2.920	2.713	2.700	0%
Russia	13.100	16.150	8.580	12.163	21.174	35.176	41.960	29.170	-30%
Serbia	226	370	410	500	926	950	679	306	-55%
Slovakia	1.380	1.600	1.130	981	1.171	1.024	1.068	1.036	-3%
Slovenia	455	650	650	650	550	650	626	563	-10%
Spain	83.699	100.000	104.222	112.909	122.125	124.036	116.546	112.976	-3%
Sweden	21.700	16.000	18.760	18.760	29.259	33.149	30.544	28.290	-7%
Switzerland	2.513	2.590	5.000	4.000	3.450	3.000	3.100	3.832	24%
Turkey	19.625	18.050	20.280	38.988	30.869	31.702	32.036	41.229	29%
Ukraine	890	1.314	530	540	955	1.233	1.340	1.035	-23%
United Kingdom	286.496	188.000	195.613	226.243	268.080	291.200	308.096	376.098	22%
Total Europe	932.264	888.528	876.614	1.045.024	1.218.540	1.298.680	1.354.192	1.487.986	10%
AMERICAS									
Argentina	362	355	335	350	475	614	856	1.299	52%
Bolivia			18	18	35	35	31	22	-29%
Brazil	21.060	22.055	29.640	49.050	45.623	43.627	31.552	31.782	1%
Canada	4.270	3.000	3.250	3.723	5.284	7.100	5.680	5.831	3%
Chile	14.620	15.800	14.500	16.422	21.500	24.000	25.500	24.850	-3%
Colombia	2.030	2.100	2.392	2.784	4.990	4.562	7.076	8.985	27%
Costa Rica				160	30	180	115	2.337	
Mexico	9.200	9.550	2.120	14.538	21.074	26.130	28.061	25.486	-9%
Peru	648	875	758	2.712	2.461	2.310	8.163	8.293	2%
United States	97.000	100.000	88.500	95.000	105.000	77.543	83.739	97.670	17%
Uruguay						61	58	70	21%
Total Americas	149.673	154.195	142.013	185.517	207.202	187.844	191.555	206.625	8%
AFRICA									
Egypt	20	50	110	200	200	220	450	435	-3%
Mauritius			121	125	127	128	145	206	42%
Morocco	660	850	910	1.071	1.406	1.844	2.755	4.200	52%
South Africa	9.780	12.110	13.500	15.120	21.378	21.378	19.400	15.898	-18%
Tunisia	245	253	276	295	340	357	373	355	-5%
Total Africa	10.705	13.263	14.917	16.811	23.451	23.928	23.123	21.094	-9%
ASIA									
Armenia	50	7	7	14	14	0	62	70	13%
China	32.976	55.000	67.300	154.550	273.690	343.759	378.128	406.102	7%
Georgia							0	5	
Hong Kong	7.700	8.500	8.079	14.400	17.388	29.344	32.250	30.800	-4%
India	5.055	5.200	2.650	2.750	2.800	3.650	5.240	4.340	-17%
Indonesia					3	3	819	810	-1%
Israel	800	1.400	1.400	1.650	1.650	1.422	1.060	3.000	183%
Japan	77.721	106.500	83.700	98.500	111.245	97.210	77.255	51.072	-34%
Korea	955	900	2.937	5.079	8.087	8.000	12.343	12.713	3%
Lebanon	176	306	420	450	327	301	352	416	18%
Malaysia	468	550	700	1.058	1.050	1.782	1.782	1.782	0%
Qatar			23	23	75	75	88	62	-30%
Singapore	3.270	4.000	4.700	5.800	6.670	8.670	9.970	37.840	280%
Sri Lanka								38	
Taiwan	42.500	48.750	33.800	67.000	79.800	70.000	73.000	56.680	-22%
Thailand	2.240	2.367	2.107	2.095	3.080	4.339	3.348	4.144	24%
United Arab Emirates	340	1.860	1.910	2.000	1.750	2.900	3.500	5.020	43%
Vietnam	43	85	95	65	67	61	100	100	0%
Total Asia	174.244	235.418	209.863	355.463	507.694	571.528	599.297	614.994	3%
AUSTRALASIA									
Australia	33.080	32.546	39.410	44.915	57.491	49.606	40.206	42.290	5%
Total Australasia	33.780	33.246	40.110	45.515	58.091	50.206	40.206	42.290	5%
TOTAL WORLD	1.300.666	1.324.650	1.283.517	1.648.330	2.014.978	2.132.186	2.208.372	2.372.989	7%