

IN MILLIONS OF EURO					
Country	dom	int	tot	#cos	Continent
Armenia	40	60	100		6 Europe
Austria	11.373	8.248	19.621		4 Europe
Azerbaijan	56	-	56		1 Europe
Belarus	130	200	330		6 Europe
Belgium	31.946	30.900	62.846		5 Europe
Bulgaria	1.558	389	1.947		8 Europe
Croatia	2.688	137	2.825		12 Europe
Cyprus	2.900	25	2.925		2 Europe
Czech Republic	3.062	1.786	4.848		6 Europe
Denmark	7.194	6.043	13.237		9 Europe
Estonia	2.065	430	2.495		6 Europe
Finland	20.000	2.000	22.000		5 Europe
France	189.499	78.661	268.160		13 Europe
Georgia	14	-	14		3 Europe
Germany	148.914	67.964	216.878		186 Europe
Greece	10.975	1.807	12.782		7 Europe
Hungary	3.317	318	3.635		15 Europe
Ireland	22.515	1.437	23.952		6 Europe
Italy	159.550	49.092	208.642		40 Europe
(+) Kazakhstan	106	-	106		21 Europe
(+) Latvia	651	216	867		6 Europe
Lithuania	1.500	1.600	3.100		9 Europe
(+) Luxembourg	339	-	339		1 Europe
(+) Malta	70	205	275		3 Europe
(+) Moldova	10	7	17		17 Europe
Netherlands	66.655	16.193	82.848		5 Europe
Norway	19.041	2.826	21.867		4 Europe
Poland	32.239	7.157	39.396		21 Europe
Portugal	21.068	3.449	24.517		14 Europe
Romania	3.205	832	4.037		12 Europe
Russia	27.808	196	28.004		46 Europe
Serbia	500	55	555		14 Europe
Slovakia	1.637	9	1.646		10 Europe
Slovenia	550	450	1.000		6 Europe
Spain	109.042	21.614	130.656		20 Europe
(#) Sweden	19.903	578	20.481		12 Europe
(+) Switzerland	3.750	82	3.832		6 Europe
Turkey	29.026	6.059	35.085		62 Europe
(*) U K (*)	301.541	25.337	326.878		46 Europe
Ukraine	294	1	295		19 Europe
<b>Europe Total</b>	<b>1.256.731</b>	<b>336.363</b>	<b>1.593.094</b>		<b>694 Europe Total</b>
Canada	4.979	630	5.609		65 North America
(*) U S A	82.231	7.232	89.463		700 North America
<b>North America Total</b>	<b>87.210</b>	<b>7.862</b>	<b>95.072</b>		<b>765 North America Total</b>
Argentina	1.853	38	1.891		5 South America
(+) Bolivia	27	17	44		1 South America
Brazil	45.262	117	45.379		594 South America
Chile	23.950	1.100	25.050		150 South America
Colombia	7.550	80	7.630		18 South America
Costa Rica	230	1	231		34 South America
Honduras	17	10	27		2 South America
Mexico	22.050	460	22.510		18 South America
Peru	1.200	350	1.550		8 South America
Uruguay	75	9	84		2 South America
<b>South America Total</b>	<b>102.214</b>	<b>2.182</b>	<b>104.396</b>		<b>832 South America Total</b>
Egypt	476	74	550		7 Africa
(+) Kenya	193	22	215		5 Africa
Mauritius	223	33	256		3 Africa
(+) Morocco	2.603	105	2.708		5 Africa
South Africa	15.215	1.076	16.291		13 Africa
Tunisia	360	13	373		5 Africa
<b>Africa Total</b>	<b>19.070</b>	<b>1.323</b>	<b>20.393</b>		<b>38 Africa Total</b>
Australia	47.648	10	47.658		6 Asia-Pacific
China	237.216	64.419	301.635		5615 Asia-Pacific
Hong Kong	11.029	31.647	42.676		17 Asia-Pacific
India	3.493	388	3.881		11 Asia-Pacific
(+) Indonesia	680	2	682		2 Asia-Pacific
Japan	48.584	882	49.466		3 Asia-Pacific
(#) Korea	8.413	5.728	14.142		16 Asia-Pacific
Malaysia	870	657	1.527		4 Asia-Pacific
Singapore	19.500	21.000	40.500		9 Asia-Pacific
(+) Sri Lanka	100	16	116		1 Asia-Pacific
Taiwan	13.986	33.203	47.189		22 Asia-Pacific
Thailand	5.150	150	5.300		19 Asia-Pacific
Vietnam	166	492	658		4 Asia-Pacific
<b>Asia-Pacific Total</b>	<b>396.835</b>	<b>158.595</b>	<b>555.430</b>		<b>5729 Asia-Pacific Total</b>
Israel	2.750	330	3.080		10 Middle East
Lebanon	490	120	610		3 Middle East
(+) Qatar	62	-	62		1 Middle East
UAE	3.493	338	3.831		4 Middle East
<b>Middle East Total</b>	<b>6.795</b>	<b>788</b>	<b>7.583</b>		<b>18 Middle East Total</b>
<b>World Total</b>	<b>1.868.855</b>	<b>507.112</b>	<b>2.375.967</b>		<b>8.076</b>

EU MEMBER STATES

- (\*) Total UK figure recalculated using the growth rate in GBP volume
- (\*) For the USA the figures related to the "big 9" were used as in the previous years
- (+) No feedback received - used same figure as 2015
- (#) Estimate

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

	2010	2011	2012	2013	2014	2015	2016	Var	2016 SHARE
<b>EUROPE</b>									
Armenia	14	14	0	62	70	75	100	33,33%	
Austria	8.307	8.986	10.969	14.110	16.400	18.264	19.621	7,43%	
Azerbaijan						13	56		
Belarus						320	330	3,13%	
Belgium	32.203	38.204	42.352	47.684	55.374	61.169	62.846	2,74%	
Bulgaria	550	1.010	1.500	1.600	1.728	1.820	1.947	6,98%	
Croatia	2.793	2.269	2.269	3.146	2.498	2.885	2.825	-2,08%	
Cyprus	3.450	3.758	3.350	2.823	2.671	2.414	2.925	21,17%	
Czech Republic	4.410	5.115	5.196	5.302	5.912	5.064	4.848	-4,27%	
Denmark	8.000	9.160	8.800	8.932	10.463	12.606	13.237	5,01%	
Estonia	1.227	1.164	1.877	1.899	2.010	2.010	2.495	24,13%	
Finland	12.400	13.000	17.000	17.699	20.554	23.095	22.000	-4,74%	
France	153.252	174.580	186.494	200.459	226.598	248.193	268.160	8,04%	
Germany	129.536	158.034	157.420	171.290	189.880	209.001	216.878	3,77%	
Greece	14.715	14.731	12.761	12.094	13.017	12.869	12.782	-0,68%	
Hungary	3.339	2.817	2.676	2.661	2.827	3.779	3.635	-3,81%	
Ireland	20.197	18.330	19.956	21.206	25.476	25.978	23.952	-7,80%	
Italy	143.745	175.182	181.878	178.002	183.004	190.488	208.642	9,53%	
Latvia	328	371	542	592	680	867	867	0,00%	
Lithuania	1.540	2.134	2.488	2.763	5.550	3.150	3.100	-1,59%	
Luxembourg	321	180	299	407	339	339	339	0,00%	
Malta	136	200	240	178	296	275	275	0,00%	
Moldova					13	17	17	0,00%	
Netherlands	35.000	46.000	50.000	52.000	53.378	65.698	82.848	26,10%	
Norway	15.075	16.395	18.115	16.296	17.182	18.476	21.867	18,35%	
Poland	16.210	17.900	24.510	31.588	33.497	35.020	39.396	12,50%	
Portugal	20.756	27.879	22.948	22.303	21.404	22.921	24.517	6,96%	
Romania	1.800	2.582	2.920	2.713	2.700	3.651	4.037	10,57%	
Russia	12.163	21.174	35.176	41.960	29.170	23.332	28.004	20,02%	
Serbia	500	926	950	679	306	445	555	24,72%	
Slovakia	981	1.171	1.024	1.068	1.036	1.036	1.646	58,88%	
Slovenia	650	550	650	626	563	329	1.000	203,95%	
Spain	112.909	122.125	124.036	116.546	112.976	115.220	130.656	13,40%	
Sweden	18.760	29.259	33.149	30.544	28.290	26.078	20.481	-21,46%	
Switzerland	4.000	3.450	3.000	3.100	3.832	3.832	3.832	0,00%	
Turkey	38.988	30.869	31.702	32.036	41.229	39.310	35.085	-10,75%	
Ukraine	540	955	1.233	1.340	1.035	442	295	-33,26%	
U K (*)	226.243	268.080	291.200	308.096	350.622	376.571	326.878	1,25%	
<b>Total Europe</b>	<b>1.045.038</b>	<b>1.218.554</b>	<b>1.298.680</b>	<b>1.353.804</b>	<b>1.462.580</b>	<b>1.557.052</b>	<b>1.592.974</b>	<b>2,31%</b>	<b>67%</b>
<b>NORTH AMERICA</b>									
Canada	3.723	5.284	7.100	5.680	5.831	5.530	5.609	1,43%	
U S A	95.000	105.000	77.543	83.739	97.670	95.000	89.463	-5,83%	
<b>Total North America</b>	<b>98.723</b>	<b>110.284</b>	<b>84.643</b>	<b>89.419</b>	<b>103.501</b>	<b>100.530</b>	<b>95.072</b>	<b>-5,43%</b>	
<b>SOUTH AMERICA</b>									
Argentina	350	475	614	856	1.299	1.551	1.891	21,92%	
Bolivia	18	35	35	31	22	44	44	0,00%	
Brazil	49.050	45.623	43.627	31.552	31.782	28.965	45.379	56,67%	
Caribbean						45			
Chile	16.422	21.500	24.000	25.500	24.850	22.300	25.050	12,33%	
Colombia	2.784	4.990	4.562	7.076	8.985	10.333	7.630	-26,16%	
Costa Rica	160	30	180	115	2.337	2.710	231	-91,48%	
Honduras						22	27	22,73%	
Mexico	14.538	21.074	26.130	28.061	25.486	19.291	22.510	16,69%	
Peru	2.712	2.461	2.310	8.163	8.293	1.475	1.550	5,08%	
Uruguay			61	58	70	90	84	-6,67%	
<b>Total South America</b>	<b>86.034</b>	<b>96.188</b>	<b>101.519</b>	<b>101.412</b>	<b>103.124</b>	<b>86.826</b>	<b>104.396</b>	<b>20,24%</b>	<b>4%</b>
<b>AFRICA</b>									
Egypt	200	200	220	450	435	537	550	2,42%	
Kenya						215	215	0,00%	
Mauritius	125	127	128	145	206	235	256	8,94%	
Morocco	1.071	1.406	1.844	2.755	4.200	2.708	2.708	0,00%	
South Africa	15.120	21.378	21.378	19.400	15.898	14.672	16.291	11,03%	
Tunisia	295	340	357	373	355	354	373	5,37%	
<b>Total Africa</b>	<b>16.811</b>	<b>23.451</b>	<b>23.928</b>	<b>23.123</b>	<b>21.094</b>	<b>18.721</b>	<b>20.393</b>	<b>8,93%</b>	<b>1%</b>
<b>ASIA PACIFIC</b>									
Australia	44.915	57.491	49.606	40.206	42.290	41.761	47.658	14,12%	
China	154.550	273.690	343.759	378.128	406.102	352.879	301.635	-14,52%	
Georgia				0	5	14	14	0,00%	
Hong Kong	14.400	17.388	29.344	32.250	30.800	33.425	42.676	27,68%	
India	2.750	2.800	3.650	5.240	4.340	3.700	3.881	4,89%	
Indonesia		3	3	819	810	682	682	0,00%	
Japan	98.500	111.245	97.210	77.255	51.072	54.184	49.466	-8,71%	
Kazakhstan						106	106	0,00%	
Korea	5.079	8.087	8.000	12.343	12.713	13.094	14.142	8,00%	
Malaysia	1.058	1.050	1.782	1.782	1.782	330	1.527	362,73%	
Singapore	5.800	6.670	8.670	9.970	37.840	38.900	40.500	4,11%	
Sri Lanka					38	116	116	0,00%	
Taiwan	67.000	79.800	70.000	73.000	56.680	52.693	47.189	-10,45%	
Thailand	2.095	3.080	4.339	3.348	4.144	4.414	5.300	20,06%	
Vietnam	65	67	61	100	100	335	658	96,42%	
<b>Total Asia Pacific</b>	<b>396.212</b>	<b>561.371</b>	<b>616.424</b>	<b>634.441</b>	<b>648.716</b>	<b>596.633</b>	<b>555.550</b>	<b>-6,89%</b>	<b>23%</b>
<b>MIDDLE EAST</b>									
Israel	1.650	1.650	1.422	1.060	3.000	2.108	3.080	46,11%	
Lebanon	450	327	301	352	416	508	610	20,08%	
Qatar	23	75	75	88	62	62	62	0,00%	
UAE	2.000	1.750	2.900	3.500	5.020	5.350	3.831	-28,39%	
<b>Total Middle East</b>	<b>4.123</b>	<b>3.802</b>	<b>4.698</b>	<b>5.000</b>	<b>8.498</b>	<b>8.028</b>	<b>7.583</b>	<b>-5,54%</b>	
<b>TOTAL WORLD</b>	<b>1.648.330</b>	<b>2.014.978</b>	<b>2.132.186</b>	<b>2.208.372</b>	<b>2.347.513</b>	<b>2.367.790</b>	<b>2.375.967</b>	<b>0,35%</b>	

(\*) UK - Pct variation has been corrected in order to avoid biases due to exchange rates fluctuation

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

	EUR 2010	EUR 2011	EUR 2012	EUR 2013	EUR 2014	EUR 2015	EUR 2016	VARIATION 2015/2016	Share Total
Invoice Discounting	204.527	279.113	302.030	330.518	299.930	310.313	<b>333.544</b>	<b>7,49%</b>	
Recourse Factoring	234.889	267.523	306.187	339.644	356.058	301.948	<b>236.613</b>	<b>-21,64%</b>	
Non-Recourse Factoring	283.198	331.257	352.353	344.863	372.115	434.456	<b>481.172</b>	<b>10,75%</b>	
Collections	23.394	26.018	27.786	31.399	40.123	57.725	<b>47.472</b>	<b>-17,76%</b>	
<b>Total Domestic Factoring FCI</b>	<b>746.008</b>	<b>903.912</b>	<b>988.529</b>	<b>1.046.425</b>	<b>1.068.226</b>	<b>1.104.441</b>	<b>1.098.800</b>	<b>-0,51%</b>	<b>59%</b>
Export Factoring	126.032	162.972	192.573	219.285	242.472	261.214	<b>256.551</b>	<b>-1,78%</b>	
Import Factoring	23.584	30.943	36.707	50.481	54.081	66.612	<b>63.446</b>	<b>-4,75%</b>	
Export Invoice Discounting	29.818	51.069	85.163	87.447	89.025	96.871	<b>108.038</b>	<b>11,53%</b>	
<b>Total International Factoring FCI</b>	<b>179.434</b>	<b>244.983</b>	<b>314.442</b>	<b>357.213</b>	<b>385.579</b>	<b>424.697</b>	<b>428.035</b>	<b>0,79%</b>	<b>84%</b>
<b>Grand Total FCI</b>	<b>925.442</b>	<b>1.148.895</b>	<b>1.302.971</b>	<b>1.403.638</b>	<b>1.453.804</b>	<b>1.529.138</b>	<b>1.526.836</b>	<b>-0,15%</b>	<b>64%</b>
World Domestic Factoring	1.402.331	1.750.899	1.779.785	1.827.680	1.857.410	1.838.366	<b>1.868.855</b>	<b>1,66%</b>	<b>79%</b>
World International Factoring	245.898	264.108	352.446	402.798	490.114	529.379	<b>507.112</b>	<b>-4,21%</b>	<b>21%</b>
<b>World Total</b>	<b>1.648.229</b>	<b>2.015.007</b>	<b>2.132.231</b>	<b>2.230.477</b>	<b>2.347.524</b>	<b>2.367.745</b>	<b>2.375.967</b>	<b>0,35%</b>	