

EUF STATISTICS
31 December 2017

1. ESTIMATES OF EU TURNOVER VOLUMES

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

31 December 2017	Estimate of the EU Total	% on Total Turnover	Significance of the sample on total turnover
Total Turnover	1.605.697	100%	100%
of which:			
Domestic	1.259.652	78%	100%
International	346.044	22%	100%
Recourse	830.013	52%	74% ¹
Non Recourse	775.683	48%	74% ¹
Owned by banks and banking groups	1.528.357	95%	51% ¹
Owned by non banking companies	77.340	5%	51% ¹

2. ESTIMATES OF EU BALANCES

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

31 December 2017	Estimate of the EU Total	% on Security Values	Significance of the sample on total turnover
Total Advances	217.725	78,6%	58% ²
Total Security Values	277.027		65% ³

3. CUSTOMERS

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

31 December 2017	Estimate of the EU Total	Significance of the sample on total turnover
Total Number of Active Client (Supplier) Relationships	201.520	78% ⁴

Figures 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 Austria, Czech Republic, Denmark, Greece, Ireland, Italy, Netherlands, Poland, Spain, 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 2017	Notes	Total Turnover	pct var. on the previous year	GDP Penetration	EU Market Share
Austria*		21.091	7%	6%	1,3%
Belgium*	(2)	69.641	11%	16%	4,3%
Bulgaria	(1)/(2)	2.919	50%	6%	0,2%
Croatia	(1)/(2)	1.340	-53%	3%	0,1%
Cyprus	(2)	2.830	-3%	15%	0,2%
Czech Republic*	(1)	6.121	19%	3%	0,4%
Denmark*	(1)	14.948	13%	5%	0,9%
Estonia	(2)	2.495	0%	11%	0,2%
Finland	(2)	24.000	9%	11%	1,5%
France*		290.803	8%	13%	18,1%
Germany*		232.431	7%	7%	14,5%
Greece*		13.151	3%	7%	0,8%
Hungary	(1)/(2)	5.730	58%	5%	0,4%
Ireland*		26.294	10%	9%	1,6%
Italy*		228.421	9%	13%	14,2%
Latvia	(2)	720	-17%	3%	0,0%
Lithuania	(2)	3.000	-3%	7%	0,2%
Luxemburg	(2)	339	0%	1%	0,0%
Malta	(2)	350	27%	3%	0,0%
Netherlands*		89.713	8%	12%	5,6%
Poland*	(1)	44.300	5%	10%	2,8%
Portugal*		27.008	10%	14%	1,7%
Romania	(1)/(2)	4.560	17%	2%	0,3%
Slovakia	(2)	1.646	0%	2%	0,1%
Slovenia	(2)	1.200	20%	3%	0,1%
Spain*		146.292	12%	13%	9,1%
Sweden*	(1)	20.094	1%	4%	1,3%
United Kingdom*	(1)	324.260	3%	14%	20,2%
EU Total Turnover	(1)	1.605.697	7,5%	10,5%	100,0%
EUF Members (*)	(1)	1.554.568	7,5%	10,8%	96,8%

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

Source: EUF Members, FCI

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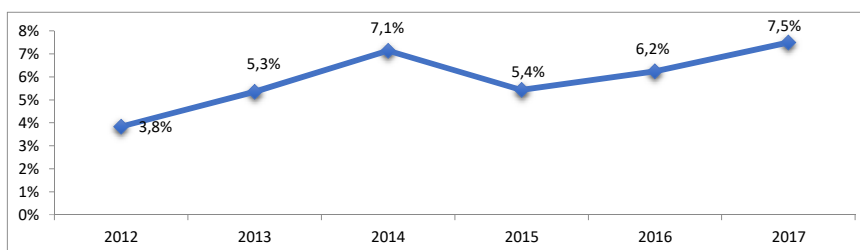
5. TURNOVER VOLUMES - ANNUAL TRENDS

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

31 December 2017	2012	2013	2014	2015	2016	2017	CAGR
Austria	10.969	14.110	16.458	18.264	19.621	21.091	14%
Belgium	42.352	47.684	55.374	61.169	62.846	69.641	10%
Bulgaria	1.500	1.700	1.728	1.820	1.947	2.919	14%
Croatia	2.269	3.146	2.498	2.885	2.825	1.340	-10%
Cyprus	3.250	2.823	2.671	2.414	2.925	2.830	-3%
Czech Republic	5.196	5.302	5.912	5.064	4.848	6.121	3%
Denmark	8.800	8.932	10.463	12.606	13.237	14.948	11%
Estonia	1.877	1.899	2.010	2.010	2.495	2.495	6%
Finland	17.000	17.699	20.554	23.095	22.000	24.000	7%
France	186.494	200.499	226.598	248.194	268.160	290.803	9%
Germany	157.424	171.290	189.880	209.001	216.878	232.431	8%
Greece	12.761	12.095	13.017	12.869	12.782	13.151	1%
Hungary	2.676	2.661	2.827	3.779	3.635	5.730	16%
Ireland	19.956	21.206	25.476	25.978	23.952	26.294	6%
Italy	181.878	178.002	183.004	190.488	208.642	228.421	5%
Latvia	542	592	680	867	867	720	6%
Lithuania	2.488	2.763	5.550	3.150	3.100	3.000	4%
Luxembourg	299	407	339	339	339	339	3%
Malta	240	178	296	275	275	350	8%
Netherlands	51.188	52.902	57.378	65.698	82.848	89.713	12%
Poland	24.510	31.588	33.497	35.020	39.756	44.300	13%
Portugal	22.948	22.302	21.404	22.921	24.517	27.008	3%
Romania	2.920	2.713	2.700	3.651	4.016	4.560	9%
Slovakia	1.024	1.068	1.036	1.036	1.646	1.646	10%
Slovenia	650	626	536	329	1.000	1.200	13%
Spain	124.036	116.546	112.976	115.220	130.656	146.292	3%
Sweden	33.149	30.554	28.290	26.078	20.481	20.094	-10%
United Kingdom	278.993	308.096	350.622	376.601	326.878	324.260	3%
EU Total Turnover	1.197.388	1.259.383	1.373.774	1.470.821	1.503.170	1.605.697	6%
EU Total Turnover (Growth, %)*	3,8%	5,3%	7,1%	5,4%	6,2%	7,5%	

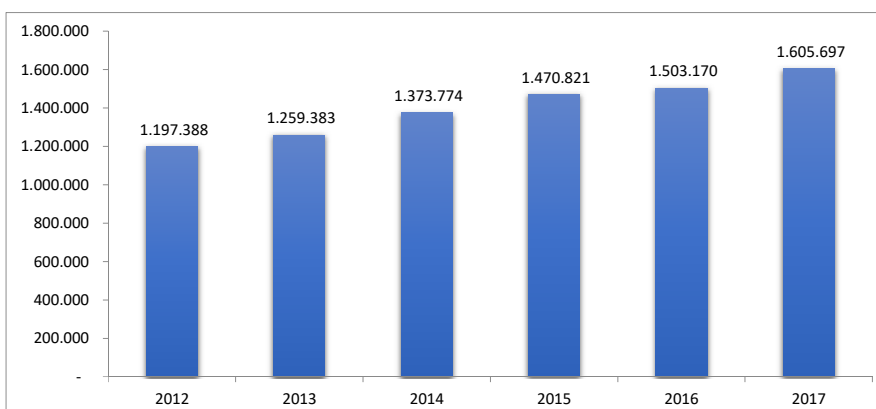
* Pct Variation, where possible, has been corrected in order to avoid biases due to exchange rate fluctuation

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 2017	Total	International (%)	Non recourse (%)	Not notification (%)	Maturity Factoring (%)	Reverse Factoring (%)	Made by banks and banking groups (%)
Austria	21.091	34,2%	42,7%	23,2%			
Belgium	69.641	44,4%	41,3%				
Bulgaria	2.919	33,3%	20,0%				
Croatia	1.340	16,4%	3,4%				
Cyprus	2.830	1,1%	0,6%				0,0%
Czech Republic	6.121	36,6%	40,3%				97,7%
Denmark	14.948	44,3%					
Estonia	2.495	17,2%	14,0%				
Finland	24.000	8,3%	22,1%				
France	290.803	26,2%					97,0%
Germany	232.431	30,9%	99,0%	54,5%	4,6%	0,9%	
Greece	13.151	15,0%	37,5%				100,0%
Hungary	5.730	13,0%	8,6%				
Italy	228.421	25,5%	74,0%	38,7%	22,5%	7,3%	90,8%
Latvia	720	44,4%	24,9%				
Lithuania	3.000	60,0%	54,0%				
Luxemburg	339		2,4%				
Malta	350	71,4%	74,6%				
Netherlands	89.713	22,3%					100,0%
Poland	44.300	20,6%	56,3%	11,0%	0,4%	12,5%	95,0%
Portugal	27.008	15,8%	31,6%			33,0%	
Romania	4.560	19,3%	20,5%				
Slovakia	1.646	0,5%	40,1%				
Slovenia	1.200	16,7%	38,6%				
Spain	146.292	10,9%	27,2%			48,5%	96,7%
Sweden	20.094	2,9%					
United Kingdom and Ireland ¹	350.554	9,4%	13,2%				
EU²	1.605.697	21,6%	48,3%	-	-	-	95,2%

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

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