

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

|  | EUR<br>2011      | EUR<br>2012      | EUR<br>2013      | EUR<br>2014      | EUR<br>2015      | EUR<br>2016      | EUR<br>2017      | VAR<br>YOY | FCI SHARE  |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------|------------|
| Invoice Discounting                      | 279.113          | 302.030          | 330.518          | 299.930          | 310.313          | 333.544          | <b>303.272</b>   | -9%        |            |
| Recourse Factoring                       | 267.523          | 306.187          | 339.644          | 356.058          | 301.948          | 236.613          | <b>231.270</b>   | -2%        |            |
| Non-Recourse Factoring                   | 331.257          | 352.353          | 344.863          | 372.115          | 434.456          | 481.172          | <b>478.640</b>   | -1%        |            |
| Collections                              | 26.018           | 27.786           | 31.399           | 40.123           | 57.725           | 47.472           | <b>40.866</b>    | -14%       |            |
| Reverse                                  |                  |                  |                  |                  |                  |                  | <b>50.010</b>    |            |            |
| <b>Total Domestic Factoring FCI</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>1.104.058</b> | <b>0%</b>  | <b>53%</b> |
| Export Factoring                         | 162.972          | 192.573          | 219.285          | 242.472          | 261.214          | 256.551          | <b>292.408</b>   | 14%        |            |
| Import Factoring                         | 30.943           | 36.707           | 50.481           | 54.081           | 66.612           | 63.446           | <b>55.460</b>    | -13%       |            |
| Export Invoice Discounting               | 51.069           | 85.163           | 87.447           | 89.025           | 96.871           | 108.038          | <b>106.104</b>   | -2%        |            |
| Reverse                                  |                  |                  |                  |                  |                  |                  | <b>4.497</b>     |            |            |
| <b>Total International Factoring FCI</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>458.469</b>   | <b>7%</b>  | <b>88%</b> |
| <b>Grand Total FCI</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>1.562.527</b> | <b>2%</b>  | <b>60%</b> |
| World Domestic Factoring                 | 1.750.899        | 1.779.785        | 1.827.680        | 1.857.410        | 1.838.366        | 1.868.855        | <b>2.078.758</b> | 11%        |            |
| World International Factoring            | 264.108          | 352.446          | 402.798          | 490.114          | 529.379          | 507.112          | <b>519.540</b>   | 2%         |            |
| <b>World Total</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>2.598.298</b> | <b>9%</b>  |            |

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

|  | USD<br>2011      | USD<br>2012      | USD<br>2013      | USD<br>2014      | USD<br>2015      | USD<br>2016      | USD<br>2017      | VARIATION<br>YOY | FCI SHARE  |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------|
| Invoice Discounting                      | 361.647          | 398.897          | 456.181          | 359.946          | 339.203          | 351.055          | <b>363.866</b>   | 7%               |            |
| Recourse Factoring                       | 346.630          | 403.552          | 468.777          | 427.305          | 330.060          | 249.035          | <b>277.478</b>   | -16%             |            |
| Non Recourse Factoring                   | 429.210          | 464.291          | 475.980          | 446.576          | 474.903          | 506.434          | <b>574.272</b>   | 21%              |            |
| Collections                              | 33.712           | 36.635           | 43.337           | 48.151           | 63.099           | 49.964           | <b>49.031</b>    | -22%             |            |
| Reverse Domestic                         |                  |                  |                  |                  |                  |                  | <b>60.002</b>    |                  |            |
| <b>Total Domestic Factoring FCI</b>      | <b>1.171.198</b> | <b>1.303.375</b> | <b>1.444.275</b> | <b>1.281.978</b> | <b>1.207.265</b> | <b>1.156.487</b> | <b>1.324.648</b> | <b>-6%</b>       | <b>53%</b> |
| Export Factoring                         | 211.162          | 253.907          | 302.658          | 290.990          | 285.533          | 270.020          | <b>350.831</b>   | 23%              |            |
| Import Factoring                         | 40.092           | 48.398           | 69.674           | 64.903           | 72.813           | 66.777           | <b>66.541</b>    | -9%              |            |
| Export Invoice Discounting               | 66.170           | 112.288          | 120.694          | 106.839          | 105.890          | 113.710          | <b>127.304</b>   | 20%              |            |
| Reverse International                    |                  |                  |                  |                  |                  |                  | <b>5.395</b>     |                  |            |
| <b>Total International Factoring FCI</b> | <b>317.425</b>   | <b>414.592</b>   | <b>493.025</b>   | <b>462.733</b>   | <b>464.236</b>   | <b>450.507</b>   | <b>550.071</b>   | <b>18%</b>       | <b>88%</b> |
| <b>Grand Total FCI</b>                   | <b>1.488.623</b> | <b>1.717.968</b> | <b>1.937.301</b> | <b>1.744.710</b> | <b>1.671.501</b> | <b>1.606.995</b> | <b>1.874.720</b> | <b>12%</b>       | <b>60%</b> |
| World Domestic Factoring                 | 2.268.640        | 2.346.646        | 2.522.564        | 2.229.078        | 2.009.518        | 1.966.970        | <b>2.494.094</b> | 24%              |            |
| World International Factoring            | 342.204          | 464.700          | 555.941          | 588.185          | 578.664          | 533.736          | <b>623.344</b>   | 8%               |            |
| <b>World Total</b>                       | <b>2.610.844</b> | <b>2.811.346</b> | <b>3.078.505</b> | <b>2.817.263</b> | <b>2.588.182</b> | <b>2.500.706</b> | <b>3.117.437</b> | <b>20%</b>       |            |

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

|                            | 2011             | 2012             | 2013             | 2014             | 2015             | 2016             | 2017             | Var        |
|----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------|
| <b>EUROPE</b>              |                  |                  |                  |                  |                  |                  |                  |            |
| Armenia                    | 14               | 0                | 62               | 70               | 75               | 100              | 120              | 20%        |
| Austria                    | 8.986            | 10.969           | 14.110           | 16.400           | 18.264           | 19.621           | 21.091           | 7%         |
| Azerbaijan                 |                  |                  |                  |                  | 13               | 56               | 65               | 16%        |
| Belarus                    |                  |                  |                  |                  | 320              | 330              | 250              | -24%       |
| Belgium                    | 38.204           | 42.352           | 47.684           | 55.374           | 61.169           | 62.846           | 69.641           | 11%        |
| Bulgaria                   | 1.010            | 1.500            | 1.600            | 1.728            | 1.820            | 1.947            | 2.919            | 50% (#)    |
| Croatia                    | 2.269            | 2.269            | 3.146            | 2.498            | 2.885            | 2.825            | 1.340            | -53%       |
| Cyprus                     | 3.758            | 3.350            | 2.823            | 2.671            | 2.414            | 2.925            | 2.830            | -3%        |
| Czech Republic             | 5.115            | 5.196            | 5.302            | 5.912            | 5.064            | 4.848            | 6.121            | 26%        |
| Denmark                    | 9.160            | 8.800            | 8.932            | 10.463           | 12.606           | 13.237           | 14.948           | 13%        |
| Estonia                    | 1.164            | 1.877            | 1.899            | 2.010            | 2.010            | 2.495            | 2.495            | 0%         |
| Finland                    | 13.000           | 17.000           | 17.699           | 20.554           | 23.095           | 22.000           | 24.000           | 9%         |
| France                     | 174.580          | 186.494          | 200.459          | 226.598          | 248.193          | 268.160          | 290.803          | 8% (#)     |
| Georgia                    |                  |                  | 0                | 5                | 14               | 14               | 25               | 79%        |
| Germany                    | 158.034          | 157.420          | 171.290          | 189.880          | 209.001          | 216.878          | 232.431          | 7% (#)     |
| Greece                     | 14.731           | 12.761           | 12.094           | 13.017           | 12.869           | 12.782           | 13.151           | 3% (#)     |
| Hungary                    | 2.817            | 2.676            | 2.661            | 2.827            | 3.779            | 3.635            | 5.730            | 58%        |
| Ireland                    | 18.330           | 19.956           | 21.206           | 25.476           | 25.978           | 23.952           | 26.294           | 10%        |
| Italy                      | 175.182          | 181.878          | 178.002          | 183.004          | 190.488          | 208.642          | 228.421          | 9%         |
| Latvia                     | 371              | 542              | 592              | 680              | 867              | 867              | 720              | -17%       |
| Lithuania                  | 2.134            | 2.488            | 2.763            | 5.550            | 3.150            | 3.100            | 3.000            | -3%        |
| Luxembourg                 | 180              | 299              | 407              | 339              | 339              | 339              | 339              | 0%         |
| Malta                      | 200              | 240              | 178              | 296              | 275              | 275              | 350              | 27%        |
| Moldova                    |                  |                  |                  | 13               | 17               | 17               | 3                | -82%       |
| Netherlands                | 46.000           | 50.000           | 52.000           | 53.378           | 65.698           | 82.848           | 89.713           | 8%         |
| Norway                     | 16.395           | 18.115           | 16.296           | 17.182           | 18.476           | 21.867           | 22.682           | 4%         |
| Poland                     | 17.900           | 24.510           | 31.588           | 33.497           | 35.020           | 39.396           | 44.300           | 12%        |
| Portugal                   | 27.879           | 22.948           | 22.303           | 21.404           | 22.921           | 24.517           | 27.008           | 10% (#)    |
| Romania                    | 2.582            | 2.920            | 2.713            | 2.700            | 3.651            | 4.037            | 4.560            | 13%        |
| Russia                     | 21.174           | 35.176           | 41.960           | 29.170           | 23.332           | 28.004           | 33.792           | 21%        |
| Serbia                     | 926              | 950              | 679              | 306              | 445              | 555              | 603              | 9%         |
| Slovakia                   | 1.171            | 1.024            | 1.068            | 1.036            | 1.036            | 1.646            | 1.646            | 0%         |
| Slovenia                   | 550              | 650              | 626              | 563              | 329              | 1.000            | 1.200            | 20% (#)    |
| Spain                      | 122.125          | 124.036          | 116.546          | 112.976          | 115.220          | 130.656          | 146.292          | 12%        |
| Sweden                     | 29.259           | 33.149           | 30.544           | 28.290           | 26.078           | 20.481           | 20.094           | -2%        |
| Switzerland                | 3.450            | 3.000            | 3.100            | 3.832            | 3.832            | 3.832            | 3.832            | 0%         |
| Turkey                     | 30.869           | 31.702           | 32.036           | 41.229           | 39.310           | 35.085           | 34.575           | -1%        |
| Ukraine                    | 955              | 1.233            | 1.340            | 1.035            | 442              | 295              | 295              | 0%         |
| U K                        | 268.080          | 291.200          | 308.096          | 350.622          | 376.571          | 326.878          | 324.260          | -1%        |
| <b>Total Europe</b>        | <b>1.218.540</b> | <b>1.298.680</b> | <b>1.353.742</b> | <b>1.462.510</b> | <b>1.556.977</b> | <b>1.592.988</b> | <b>1.701.939</b> | <b>7%</b>  |
| <b>NORTH AMERICA</b>       |                  |                  |                  |                  |                  |                  |                  |            |
| Canada                     | 5.284            | 7.100            | 5.680            | 5.831            | 5.530            | 5.609            | 5.392            | -4%        |
| U S A                      | 105.000          | 77.543           | 83.739           | 97.670           | 95.000           | 89.463           | 87.000           | -3%        |
| <b>Total North America</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>92.392</b>    | <b>-3%</b> |
| <b>SOUTH AMERICA</b>       |                  |                  |                  |                  |                  |                  |                  |            |
| Argentina                  | 475              | 614              | 856              | 1.299            | 1.551            | 1.891            | 2.282            | 21%        |

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

|                            | 2011             | 2012             | 2013             | 2014             | 2015             | 2016             | 2017             | Var         |
|----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------|
| Bolivia                    | 35               | 35               | 31               | 22               | 44               | 44               | 44               | 0%          |
| Brazil                     | 45.623           | 43.627           | 31.552           | 31.782           | 28.965           | 45.379           | 50.432           | 11%         |
| Caribbean                  |                  |                  |                  |                  | 45               |                  | 0                |             |
| Chile                      | 21.500           | 24.000           | 25.500           | 24.850           | 22.300           | 25.050           | 22.756           | -9%         |
| Colombia                   | 4.990            | 4.562            | 7.076            | 8.985            | 10.333           | 7.630            | 7.655            | 0%          |
| Costa Rica                 | 30               | 180              | 115              | 2.337            | 2.710            | 231              | 231              | 0%          |
| Dominican Rep              |                  |                  |                  |                  |                  |                  | 144              |             |
| Honduras                   |                  |                  |                  |                  | 22               | 27               | 27               | 0%          |
| Mexico                     | 21.074           | 26.130           | 28.061           | 25.486           | 19.291           | 22.510           | 23.314           | 4%          |
| Peru                       | 2.461            | 2.310            | 8.163            | 8.293            | 1.475            | 1.550            | 10.105           | 9% (*)      |
| Uruguay                    |                  | 61               | 58               | 70               | 90               | 84               | 98               | 17% (#)     |
| <b>Total South America</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>117.088</b>   | <b>12%</b>  |
| <b>AFRICA</b>              |                  |                  |                  |                  |                  |                  |                  |             |
| Egypt                      | 200              | 220              | 450              | 435              | 537              | 550              | 418              | -24%        |
| Kenya                      |                  |                  |                  |                  | 215              | 215              | 215              | 0%          |
| Mauritius                  | 127              | 128              | 145              | 206              | 235              | 256              | 208              | -19%        |
| Morocco                    | 1.406            | 1.844            | 2.755            | 4.200            | 2.708            | 2.708            | 3.374            | 25%         |
| South Africa               | 21.378           | 21.378           | 19.400           | 15.898           | 14.672           | 16.291           | 17.117           | 5% (#)      |
| Tunisia                    | 340              | 357              | 373              | 355              | 354              | 373              | 339              | -9%         |
| <b>Total Africa</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>21.671</b>    | <b>6%</b>   |
| <b>ASIA PACIFIC</b>        |                  |                  |                  |                  |                  |                  |                  |             |
| Australia                  | 57.491           | 49.606           | 40.206           | 42.290           | 41.761           | 47.658           | 47.658           | 0%          |
| China                      | 273.690          | 343.759          | 378.128          | 406.102          | 352.879          | 301.635          | 405.537          | 34% (#)(\$) |
| Hong Kong                  | 17.388           | 29.344           | 32.250           | 30.800           | 33.425           | 42.676           | 46.945           | 10%         |
| India                      | 2.800            | 3.650            | 5.240            | 4.340            | 3.700            | 3.881            | 4.269            | 10%         |
| Indonesia                  | 3                | 3                | 819              | 810              | 682              | 682              | 682              | 0%          |
| Japan                      | 111.245          | 97.210           | 77.255           | 51.072           | 54.184           | 49.466           | 37.284           | -25%        |
| Kazakhstan                 |                  |                  |                  |                  | 106              | 106              | 106              | 0%          |
| Korea                      | 8.087            | 8.000            | 12.343           | 12.713           | 13.094           | 14.142           | 13.094           | -7%         |
| Malaysia                   | 1.050            | 1.782            | 1.782            | 1.782            | 330              | 1.527            | 1.650            | 8% (#)      |
| Singapore                  | 6.670            | 8.670            | 9.970            | 37.840           | 38.900           | 40.500           | 44.000           | 9%          |
| Sri Lanka                  |                  |                  |                  | 38               | 116              | 116              | 116              | 0%          |
| Taiwan                     | 79.800           | 70.000           | 73.000           | 56.680           | 52.693           | 47.189           | 49.548           | 5% (#)      |
| Thailand                   | 3.080            | 4.339            | 3.348            | 4.144            | 4.414            | 5.300            | 5.600            | 6%          |
| Vietnam                    | 67               | 61               | 100              | 100              | 335              | 658              | 700              | 6%          |
| <b>Total Asia Pacific</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>657.189</b>   | <b>18%</b>  |
| <b>MIDDLE EAST</b>         |                  |                  |                  |                  |                  |                  |                  |             |
| Israel                     | 1.650            | 1.422            | 1.060            | 3.000            | 2.108            | 3.080            | 3.295            | 7%          |
| Lebanon                    | 327              | 301              | 352              | 416              | 508              | 610              | 662              | 9%          |
| Qatar                      | 75               | 75               | 88               | 62               | 62               | 62               | 62               | 0%          |
| UAE                        | 1.750            | 2.900            | 3.500            | 5.020            | 5.350            | 3.831            | 4.000            | 4%          |
| <b>Total Middle East</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>8.019</b>     | <b>6%</b>   |
| <b>TOTAL WORLD</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>2.598.298</b> | <b>9%</b>   |

(\*) Data reported in previous years for Peru were wrong; % var based on correct 2016 figure

(\$) Source CBA and Commercial Factors

(#) Changed from provisional figures

**2017 WORLD FACTORING VOLUMES (in millions)**

| Country                   | dom €          | int €          | tot €          | #cos        | dom \$         | int \$         | tot \$         |
|---------------------------|----------------|----------------|----------------|-------------|----------------|----------------|----------------|
| Egypt                     | 367            | 51             | 418            | 7           | 440            | 61             | 502            |
| Kenya                     | 193            | 22             | 215            | 5           | 232            | 26             | 258            |
| Mauritius                 | 203            | 5              | 208            | 3           | 244            | 6              | 250            |
| Morocco                   | 3.174          | 200            | 3.374          | 6           | 3.808          | 240            | 4.048          |
| South Africa              | 17.069         | 48             | 17.117         | 13          | 20.479         | 58             | 20.537         |
| Tunisia                   | 323            | 16             | 339            | 5           | 388            | 19             | 407            |
| <b>Africa Total</b>       | <b>21.329</b>  | <b>342</b>     | <b>21.671</b>  | <b>39</b>   | <b>25.591</b>  | <b>410</b>     | <b>26.001</b>  |
| Australia                 | 47.648         | 10             | 47.658         | 6           | 57.168         | 12             | 57.180         |
| China                     | 340.733        | 64.803         | 405.537        | 5000        | 408.812        | 77.751         | 486.563        |
| Hong Kong                 | 12.132         | 34.812         | 46.944         | 12          | 14.556         | 41.767         | 56.323         |
| India                     | 3.842          | 427            | 4.269          | 17          | 4.610          | 512            | 5.122          |
| Indonesia                 | 680            | 2              | 682            | 2           | 816            | 2              | 818            |
| Japan                     | 36.471         | 813            | 37.284         | 3           | 43.758         | 975            | 44.733         |
| Kazakhstan                | 106            |                | 106            |             | 127            | -              | 127            |
| Korea                     | 7.795          | 5.299          | 13.094         | 16          | 9.352          | 6.358          | 15.710         |
| Malaysia                  | 1.320          | 330            | 1.650          | 25          | 1.584          | 396            | 1.980          |
| Singapore                 | 25.300         | 18.700         | 44.000         | 8           | 30.355         | 22.436         | 52.791         |
| Sri Lanka                 | 100            | 16             | 116            | 1           | 120            | 19             | 139            |
| Taiwan                    | 17.113         | 32.435         | 49.548         | 22          | 20.532         | 38.916         | 59.448         |
| Thailand                  | 5.450          | 150            | 5.600          | 6           | 6.539          | 180            | 6.719          |
| Vietnam                   | 400            | 300            | 700            | 15          | 480            | 360            | 840            |
| <b>Asia-Pacific Total</b> | <b>499.091</b> | <b>158.098</b> | <b>657.188</b> | <b>5133</b> | <b>598.809</b> | <b>189.686</b> | <b>788.495</b> |
| Armenia                   | 50             | 70             | 120            | 7           | 60             | 84             | 144            |
| Austria                   | 13.912         | 7.179          | 21.091         | 4           | 16.692         | 8.613          | 25.305         |
| Azerbaijan                | 61             | 4              | 65             | 1           | 73             | 5              | 78             |
| Belarus                   | 220            | 30             | 250            | 6           | 264            | 36             | 300            |
| Belgium                   | 69.503         | 138            | 69.641         | 5           | 83.390         | 166            | 83.555         |
| Bulgaria                  | 1.948          | 971            | 2.919          | 9           | 2.337          | 1.165          | 3.502          |
| Croatia                   | 1.120          | 220            | 1.340          | 12          | 1.344          | 264            | 1.608          |
| Cyprus                    | 2.800          | 30             | 2.830          | 2           | 3.359          | 36             | 3.395          |
| Czech Republic            | 3.882          | 2.239          | 6.121          | 6           | 4.658          | 2.686          | 7.344          |
| Denmark                   | 8.330          | 6.618          | 14.948         | 9           | 9.994          | 7.940          | 17.935         |
| Estonia                   | 2.065          | 430            | 2.495          | 6           | 2.478          | 516            | 2.994          |
| Finland                   | 22.000         | 2.000          | 24.000         | 6           | 26.396         | 2.400          | 28.795         |
| France                    | 214.496        | 76.307         | 290.803        | 12          | 257.352        | 91.553         | 348.905        |
| Georgia                   | 23             | 2              | 25             | 3           | 28             | 2              | 30             |
| Germany                   | 160.651        | 71.780         | 232.431        | 190         | 192.750        | 86.121         | 278.871        |
| Greece                    | 11.177         | 1.974          | 13.151         | 7           | 13.410         | 2.368          | 15.779         |
| Hungary                   | 4.985          | 745            | 5.730          | 15          | 5.981          | 894            | 6.875          |
| Ireland                   | 24.716         | 1.578          | 26.294         | 5           | 29.655         | 1.893          | 31.548         |
| Italy                     | 170.245        | 58.176         | 228.421        | 30          | 204.260        | 69.800         | 274.060        |
| Latvia                    | 400            | 320            | 720            | 3           | 480            | 384            | 864            |
| Lithuania                 | 1.200          | 1.800          | 3.000          | 9           | 1.440          | 2.160          | 3.599          |
| Luxembourg                | 339            | -              | 339            | 1           | 407            | -              | 407            |
| Malta                     | 100            | 250            | 350            | 2           | 120            | 300            | 420            |
| Moldova                   |                | 3              | 3              | 1           | -              | 4              | 4              |
| Netherlands               | 71.770         | 17.943         | 89.713         | 5           | 86.110         | 21.528         | 107.638        |
| Norway                    | 20.033         | 2.649          | 22.682         | 4           | 24.036         | 3.178          | 27.214         |
| Poland                    | 35.173         | 9.127          | 44.300         | 22          | 42.201         | 10.951         | 53.151         |
| Portugal                  | 22.741         | 4.267          | 27.008         | 12          | 27.284         | 5.120          | 32.404         |
| Romania                   | 3.667          | 893            | 4.560          | 18          | 4.400          | 1.071          | 5.471          |
| Russia                    | 33.353         | 439            | 33.792         | 35          | 40.017         | 527            | 40.544         |
| Serbia                    | 555            | 48             | 603            | 11          | 666            | 58             | 723            |
| Slovakia                  | 1.637          | 9              | 1.646          | 10          | 1.964          | 11             | 1.975          |
| Slovenia                  | 1.000          | 200            | 1.200          | 6           | 1.200          | 240            | 1.440          |
| Spain                     | 114.229        | 32.063         | 146.292        | 22          | 137.052        | 38.469         | 175.521        |
| Sweden                    | 19.491         | 603            | 20.094         | 15          | 23.386         | 723            | 24.109         |

**2017 WORLD FACTORING VOLUMES (in millions)**

| Country                  | dom €            | int €          | tot €            | #cos         | dom \$           | int \$         | tot \$           |
|--------------------------|------------------|----------------|------------------|--------------|------------------|----------------|------------------|
| Switzerland              | 3.750            | 82             | 3.832            | 6            | 4.499            | 98             | 4.598            |
| Turkey                   | 28.000           | 6.575          | 34.575           | 72           | 33.594           | 7.889          | 41.483           |
| Ukraine                  | 294              | 1              | 295              | 19           | 353              | 1              | 354              |
| United Kingdom           | 291.834          | 32.426         | 324.260          | 38           | 350.142          | 38.905         | 389.047          |
| <b>Europe Total</b>      | <b>1.361.751</b> | <b>340.188</b> | <b>1.701.939</b> | <b>646</b>   | <b>1.633.829</b> | <b>408.158</b> | <b>2.041.987</b> |
| Israel                   | 2.925            | 370            | 3.295            | 10           | 3.509            | 444            | 3.953            |
| Lebanon                  | 661              | 1              | 662              | 3            | 793              | 1              | 794              |
| Qatar                    | 62               | -              | 62               | 1            | 74               | -              | 74               |
| UAE                      | 3.200            | 800            | 4.000            | 6            | 3.839            | 960            | 4.799            |
| <b>Middle East Total</b> | <b>6.848</b>     | <b>1.171</b>   | <b>8.019</b>     | <b>20</b>    | <b>8.216</b>     | <b>1.405</b>   | <b>9.621</b>     |
| Canada                   | 4.777            | 615            | 5.392            | 64           | 5.731            | 738            | 6.469            |
| United States            | 74.000           | 13.000         | 87.000           | 700          | 88.785           | 15.597         | 104.383          |
| <b>N. America Total</b>  | <b>78.777</b>    | <b>13.615</b>  | <b>92.392</b>    | <b>764</b>   | <b>94.517</b>    | <b>16.335</b>  | <b>110.852</b>   |
| Argentina                | 2.261            | 21             | 2.282            | 5            | 2.713            | 25             | 2.738            |
| Bolivia                  | 27               | 17             | 44               | 1            | 32               | 20             | 53               |
| Brazil                   | 50.327           | 105            | 50.432           | 600          | 60.382           | 126            | 60.508           |
| Chile                    | 18.465           | 4.291          | 22.756           | 20           | 22.154           | 5.148          | 27.303           |
| Colombia                 | 6.889            | 766            | 7.655            | 19           | 8.265            | 919            | 9.184            |
| Costa Rica               | 230              | 1              | 231              | 34           | 276              | 1              | 277              |
| Dominican Rep            | 121              | 23             | 144              | 9            | 145              | 28             | 173              |
| Honduras                 | 17               | 10             | 27               | 2            | 20               | 12             | 32               |
| Mexico                   | 22.851           | 463            | 23.314           | 18           | 27.417           | 556            | 27.972           |
| Peru                     | 9.689            | 416            | 10.105           | 34           | 11.625           | 499            | 12.124           |
| Uruguay                  | 85               | 13             | 98               | 2            | 102              | 16             | 118              |
| <b>S. America Total</b>  | <b>110.962</b>   | <b>6.126</b>   | <b>117.088</b>   | <b>744</b>   | <b>133.132</b>   | <b>7.350</b>   | <b>140.482</b>   |
| <b>Grand Total</b>       | <b>2.078.758</b> | <b>519.540</b> | <b>2.598.298</b> | <b>7.346</b> | <b>2.494.094</b> | <b>623.344</b> | <b>3.117.437</b> |

no input received used same figures as previous year

only total received - breakdown calculated with same proportion as previous year