

EUF STATISTICS  
31 December 2018

**1. ESTIMATES OF EU TURNOVER VOLUMES**

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

| 31 December 2018                  | Estimate of the EU Total | % on Total Turnover | Significance of the sample on total turnover |
|-----------------------------------|--------------------------|---------------------|--|
| <b>Total Turnover</b>             | <b>1.727.914</b>         | <b>100%</b>         | <b>100%</b>                                  |
| <i>of which:</i>                  |                          |                     |  |
| Domestic                          | 1.385.538                | 80%                 | 93%  |
| International                     | 342.376                  | 20%                 | 93%  |
| Recourse                          | 867.565                  | 50%                 | 69% <sup>1</sup>                             |
| Non Recourse                      | 860.349                  | 50%                 | 69% <sup>1</sup>                             |
| Owned by banks and banking groups | 1.656.612                | 96%                 | 73% <sup>1</sup>                             |
| Owned by non banking companies    | 71.302                   | 4%                  | 73% <sup>1</sup>                             |

**2. ESTIMATES OF EU BALANCES**

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

| 31 December 2018             | Estimate of the EU Total | % on Security Values | Significance of the sample on total turnover |
|------------------------------|--------------------------|----------------------|--|
| <b>Total Advances</b>        | <b>241.978</b>           | <b>78,4%</b>         | <b>62%</b> <sup>2</sup>                      |
| <b>Total Security Values</b> | <b>308.523</b>           |                      | <b>66%</b> <sup>3</sup>                      |

**3. CUSTOMERS**

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

| 31 December 2018  | Estimate of the EU Total | Significance of the sample on total turnover |
|---|--------------------------|--|
| <b>Total Number of Active Client (Supplier) Relationships</b> | <b>218.060</b>           | <b>80%</b> <sup>4</sup>                      |

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**

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

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

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

<sup>4</sup> The sample includes Austria, Belgium, France, Germany, Italy, Netherlands, Poland and UK.

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#### 4. TURNOVER VOLUMES

##### Turnover volumes by Country (Millions of €)

| 31 December 2018         | Notes          | Total Turnover   | pct var. on the previous year | GDP Penetration | EU Market Share |
|--------------------------|----------------|------------------|-------------------------------|-----------------|-----------------|
| Austria*                 |                | 24.107           | 14%                           | 6%              | 1,4%            |
| Belgium*                 | (2)            | 76.340           | 10%                           | 17%             | 4,4%            |
| Bulgaria                 | (1)/(2)        | 3.211            | 10%                           | 6%              | 0,2%            |
| Croatia                  | (1)/(2)        | 1.094            | -19%                          | 2%              | 0,1%            |
| Cyprus                   | (2)            | 3.585            | 27%                           | 17%             | 0,2%            |
| Czech Republic*          | (1)            | 6.778            | 12%                           | 3%              | 0,4%            |
| Denmark*                 | (1)            | 18.637           | 24%                           | 6%              | 1,1%            |
| Estonia                  | (2)            | 3.600            | 44%                           | 14%             | 0,2%            |
| Finland                  |                | 25.800           | 8%                            | 12%             | 1,5%            |
| France*                  |                | 320.409          | 10%                           | 14%             | 18,5%           |
| Germany*                 |                | 241.814          | 4%                            | 7%              | 14,0%           |
| Greece*                  |                | 14.635           | 11%                           | 8%              | 0,8%            |
| Hungary                  | (1)/(2)        | 6.911            | 25%                           | 5%              | 0,4%            |
| Ireland*                 | (2)            | 26.294           | 0%                            | 8%              | 1,5%            |
| Italy*                   |                | 247.430          | 8%                            | 14%             | 14,3%           |
| Latvia                   | (2)            | 784              | 9%                            | 3%              | 0,0%            |
| Lithuania                | (2)            | 3.660            | 22%                           | 8%              | 0,2%            |
| Luxemburg                | (2)            | 339              | 0%                            | 1%              | 0,0%            |
| Malta                    | (2)            | 554              | 58%                           | 4%              | 0,0%            |
| Netherlands*             |                | 98.368           | 10%                           | 13%             | 5,7%            |
| Poland*                  | (1)            | 56.474           | 27%                           | 11%             | 3,3%            |
| Portugal*                |                | 31.757           | 18%                           | 16%             | 1,8%            |
| Romania                  | (1)/(2)        | 5.007            | 10%                           | 2%              | 0,3%            |
| Slovakia                 | (2)            | 2.521            | 53%                           | 3%              | 0,1%            |
| Slovenia                 | (2)            | 1.400            | 17%                           | 3%              | 0,1%            |
| Spain*                   |                | 166.391          | 14%                           | 14%             | 9,6%            |
| Sweden*                  | (1)            | 19.822           | 3%                            | 4%              | 1,1%            |
| United Kingdom*          | (1)            | 320.193          | 0%                            | 13%             | 18,5%           |
| <b>EU Total Turnover</b> | <b>(1)/(2)</b> | <b>1.727.914</b> | <b>7,9%</b>                   | <b>10,9%</b>    | <b>100,0%</b>   |
| <b>EUF Members (*)</b>   | <b>(1)/(2)</b> | <b>1.669.448</b> | <b>7,7%</b>                   | <b>11,2%</b>    | <b>96,6%</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

**Source: EUF Members, FCI**

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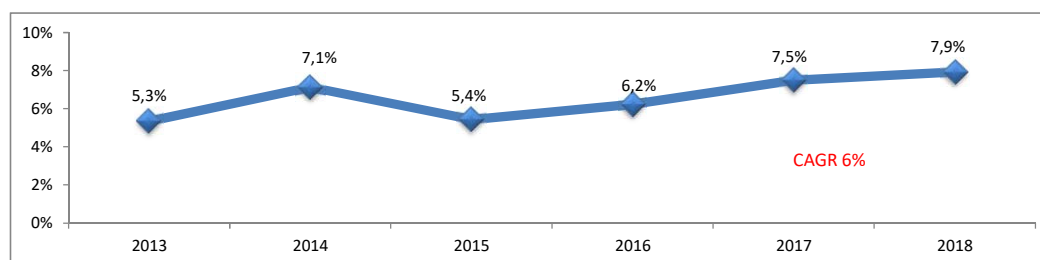
### 5. TURNOVER VOLUMES - ANNUAL TRENDS

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

| 31 December 2018                      | 2012             | 2013             | 2014             | 2015             | 2016             | 2017             | 2018             | CAGR      |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-----------|
| Austria                               | 10.969           | 14.110           | 16.458           | 18.264           | 19.621           | 21.091           | 24.107           | 14%       |
| Belgium                               | 42.352           | 47.684           | 55.374           | 61.169           | 62.846           | 69.641           | 76.340           | 10%       |
| Bulgaria                              | 1.500            | 1.700            | 1.728            | 1.820            | 1.947            | 2.919            | 3.211            | 14%       |
| Croatia                               | 2.269            | 3.146            | 2.498            | 2.885            | 2.825            | 1.340            | 1.094            | -11%      |
| Cyprus                                | 3.250            | 2.823            | 2.671            | 2.414            | 2.925            | 2.830            | 3.585            | 2%        |
| Czech Republic                        | 5.196            | 5.302            | 5.912            | 5.064            | 4.848            | 6.121            | 6.778            | 5%        |
| Denmark                               | 8.800            | 8.932            | 10.463           | 12.606           | 13.237           | 14.948           | 18.637           | 13%       |
| Estonia                               | 1.877            | 1.899            | 2.010            | 2.010            | 2.495            | 2.495            | 3.600            | 11%       |
| Finland                               | 17.000           | 17.699           | 20.554           | 23.095           | 22.000           | 24.000           | 25.800           | 7%        |
| France                                | 186.494          | 200.499          | 226.598          | 248.194          | 268.160          | 290.803          | 320.409          | 9%        |
| Germany                               | 157.424          | 171.290          | 189.880          | 209.001          | 216.878          | 232.431          | 241.814          | 7%        |
| Greece                                | 12.761           | 12.095           | 13.017           | 12.869           | 12.782           | 13.151           | 14.635           | 2%        |
| Hungary                               | 2.676            | 2.661            | 2.827            | 3.779            | 3.635            | 5.730            | 6.911            | 17%       |
| Ireland                               | 19.956           | 21.206           | 25.476           | 25.978           | 23.952           | 26.294           | 26.294           | 5%        |
| Italy                                 | 181.878          | 178.002          | 183.004          | 190.488          | 208.642          | 228.421          | 247.430          | 5%        |
| Latvia                                | 542              | 592              | 680              | 867              | 867              | 720              | 784              | 6%        |
| Lithuania                             | 2.488            | 2.763            | 5.550            | 3.150            | 3.100            | 3.000            | 3.660            | 7%        |
| Luxembourg                            | 299              | 407              | 339              | 339              | 339              | 339              | 339              | 2%        |
| Malta                                 | 240              | 178              | 296              | 275              | 275              | 350              | 554              | 15%       |
| Netherlands                           | 51.188           | 52.902           | 57.378           | 65.698           | 82.848           | 89.713           | 98.368           | 12%       |
| Poland                                | 24.510           | 31.588           | 33.497           | 35.020           | 39.756           | 44.300           | 56.474           | 15%       |
| Portugal                              | 22.948           | 22.302           | 21.404           | 22.921           | 24.517           | 27.008           | 31.757           | 6%        |
| Romania                               | 2.920            | 2.713            | 2.700            | 3.651            | 4.016            | 4.560            | 5.007            | 9%        |
| Slovakia                              | 1.024            | 1.068            | 1.036            | 1.036            | 1.646            | 1.646            | 2.521            | 16%       |
| Slovenia                              | 650              | 626              | 536              | 329              | 1.000            | 1.200            | 1.400            | 14%       |
| Spain                                 | 124.036          | 116.546          | 112.976          | 115.220          | 130.656          | 146.292          | 166.391          | 5%        |
| Sweden                                | 33.149           | 30.554           | 28.290           | 26.078           | 20.481           | 20.094           | 19.822           | -8%       |
| United Kingdom                        | 278.993          | 308.096          | 350.622          | 376.601          | 326.878          | 324.260          | 320.193          | 3%        |
| <b>EU Total Turnover</b>              | <b>1.197.388</b> | <b>1.259.383</b> | <b>1.373.774</b> | <b>1.470.821</b> | <b>1.503.170</b> | <b>1.605.697</b> | <b>1.727.914</b> | <b>6%</b> |
| <b>EU Total Turnover (Growth, %)*</b> | <b>3,8%</b>      | <b>5,3%</b>      | <b>7,1%</b>      | <b>5,4%</b>      | <b>6,2%</b>      | <b>7,5%</b>      | <b>7,9%</b>      |           |

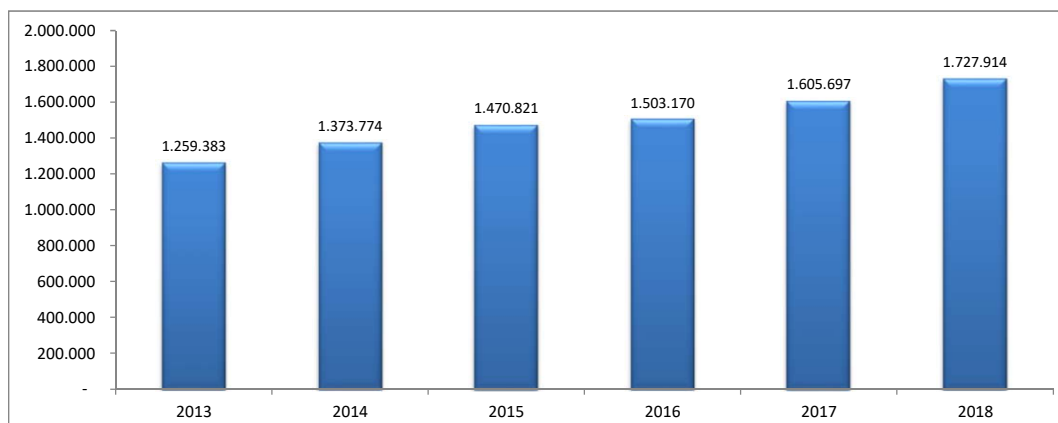
\* Pct Variation, where possible, has been corrected in order to avoid biases due to exchange rate fluctuation

#### 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 2018      | Total            | International (%) | Non recourse (%) | Not notification (%) | Maturity Factoring (%) | Reverse Factoring (%) | Made by banks and banking groups (%) |
|-----------------------|------------------|-------------------|------------------|----------------------|------------------------|-----------------------|--------------------------------------|
| Austria               | 24.107           | 28,0%             |                  |                      |                        |                       |                                      |
| Belgium               | 76.340           |                   | 41,3%            | ##                   | 61,6%                  |                       |                                      |
| Bulgaria              | 3.211            | 33,3%             | 20,0%            |                      |                        |                       |                                      |
| Croatia               | 1.094            | 5,3%              | 3,4%             |                      |                        |                       |                                      |
| Cyprus                | 3.585            | 1,3%              | 0,6%             |                      |                        |                       |                                      |
| Czech Republic        | 6.778            | 35,1%             | 41,6%            |                      |                        |                       | 97,8%                                |
| Denmark               | 18.637           | 45,3%             |                  |                      |                        |                       |                                      |
| Estonia               | 3.600            | 17,0%             | 14,0%            |                      |                        |                       |                                      |
| Finland               | 25.800           | 7,8%              | 22,1%            |                      |                        |                       |                                      |
| France                | 320.409          | 30,2%             |                  |                      |                        |                       |                                      |
| Germany               | 241.814          | 31,4%             | 99,0%            | 51,5%                | 4,5%                   | 1,9%                  | 97,2%                                |
| Greece                | 14.635           | 14,7%             | 38,5%            | 22,3%                |                        |                       | 100,0%                               |
| Hungary               | 6.911            | 5,7%              | 8,6%             |                      |                        |                       |                                      |
| Italy                 | 247.430          | 23,7%             | 75,5%            | 42,6%                | 20,4%                  | 9,1%                  | 92,4%                                |
| Ireland               | 26.294           |                   |                  |                      |                        |                       |                                      |
| Latvia                | 784              | 50,3%             | 24,9%            |                      |                        |                       |                                      |
| Lithuania             | 3.660            | 59,0%             | 54,0%            |                      |                        |                       |                                      |
| Luxemburg             | 339              |                   | 2,4%             |                      |                        |                       |                                      |
| Malta                 | 554              | 35,4%             | 74,6%            |                      |                        |                       |                                      |
| Netherlands           | 98.368           | 20,0%             |                  |                      |                        |                       | 100,0%                               |
| Poland                | 56.474           | 17,4%             | 50,8%            | 9,2%                 |                        | 15,1%                 | 88,9%                                |
| Portugal              | 31.757           | 16,1%             |                  |                      |                        | 36,8%                 | 100,0%                               |
| Romania               | 5.007            | 18,6%             | 20,5%            |                      |                        |                       |                                      |
| Slovakia              | 2.521            | 36,5%             | 40,1%            |                      |                        |                       |                                      |
| Slovenia              | 1.400            | 33,6%             | 38,6%            |                      |                        |                       |                                      |
| Spain                 | 166.391          | 11,7%             | 28,2%            |                      |                        | 48,7%                 | 97,1%                                |
| Sweden                | 19.822           |                   |                  |                      |                        |                       |                                      |
| United Kingdom        | 320.193          | 8,7%              | 11,7%            |                      |                        |                       | 95,9%                                |
| <b>EU<sup>2</sup></b> | <b>1.727.914</b> | <b>21,3%</b>      | <b>49,8%</b>     | <b>-</b>             | <b>-</b>               | <b>-</b>              | <b>95,9%</b>                         |

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

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