

# "JEREMIE" - Analysis – FACTORING

## General overview of the factoring markets and their relative importance

	Austria	Belgium + Luxembourg	Denmark	Finland	France	Germany	Greece	Italy	Netherlands	Portugal	Spain	Sweden	Ireland + UK	Europe 15	EU25 + Europe 2
turnover 2001		9.090	5.700	7.443	70.348	29.373	2.050	107.862	18.300	10.205		10.663	136.689	407.723	413.508
turnover 2002		9.670	5.850	9.066	71.490	30.156	2.700	119.197	19.400	11.013		11.214	160.159	449.915	457.390
turnover 2003		10.910	6.000	8.809	73.525	35.082	3.680	118.704	20.600	12.180		13.544	178.875	481.909	490.903
turnover 2004	3.702	13.250	7.300	9.205	80.428	45.312	4.430	105.126	22.000	14.711	45.504	16.468	201.245	568.681	579.996
turnover 2005	4.273	13.540	7.500	10.454	89.019	55.109	4.410	111.175	23.300	16.954	55.515	20.450	225.784	637.483	652.928
average growth last 5 years	15,42%	10,71%	7,40%	9,26%	6,14%	17,45%	21,98%	1,10%	6,23%	13,64%	22,00%	17,93%	13,39%	11,89%	12,17%
market share compared to EU 15	0,67%	2,12%	1,18%	1,64%	13,96%	8,64%	0,69%	17,44%	3,65%	2,66%	8,71%	3,21%	35,42%	100,00%	
market share compared to EU 10+2															
market share compared to EU25+2	0,65%	2,07%	1,15%	1,60%	13,63%	8,44%	0,68%	17,03%	3,57%	2,60%	8,50%	3,13%	34,58%	97,63%	100,00%
GDP 2005 in Mio €	245.102	327.576	208.609	157.377	1.710.024	2.241.000	181.087	1.417.241	505.646	147.378	905.455	287.970	1.951.833	10.286.298	10.947.213
factoring penetration ratio	1,74%	4,13%	3,60%	6,64%	5,21%	2,46%	2,44%	7,84%	4,61%	11,50%	6,13%	7,10%	11,57%	6,20%	5,96%
growth expectations	high growth in invoice discounting	stable increase of 10%	high growth in invoice discounting	continued high growth of off-balance solutions	12%	continued high growth	5-15 %	less than 5%	growth through bigger clients	12%	15-20%	growth will be lower than last years	12%		

	Cyprus	Republic of Czechia	Estonia	Hungary	Latvia	Lithuania	Malta	Poland	Slovakia	Slovenia	Bulgaria	Romania	Europe 10 + 2	EU25 + Europe 2
turnover 2001	1.482	1.290	559		202		0	2.070	0	75	2	105	5.785	413.508
turnover 2002	1.700	1.620	888		268		0	2.416	347	79	5	152	7.475	457.390
turnover 2003	1.853	1.940	905		318	772	0	2.426	421	124	10	225	8.994	490.903
turnover 2004	2.195	2.510	1.211		461	1.050	0	2.583	683	164	15	443	11.315	579.996
turnover 2005	2.455	2.850	1.389	1.820	737	1.639	0	2.925	837	223	20	550	15.445	652.928
average growth last 5 years	13,50%	22,07%	27,32%		39,04%	46,05%		9,21%	35,37%	32,63%	83,33%	53,46%	27,96%	12,17%
market share compared to EU 15														
market share compared to EU 10+2	15,90%	18,45%	8,99%	11,78%	4,77%	10,61%	0,00%	18,94%	5,42%	1,44%	0,13%	3,56%	100,00%	
market share compared to EU25+2	0,38%	0,44%	0,21%	0,28%	0,11%	0,25%	0,00%	0,45%	0,13%	0,03%	0,00%	0,08%	2,37%	100,00%
GDP 2005 in Mio €	13.417	99.733	11.060	88.800	12.837	20.621	4.515	243.398	38.138	27.634	21.448	79.314	660.915	10.947.213
factoring penetration ratio	18,30%	2,86%	12,56%	2,05%	5,74%	7,95%	0,00%	1,20%	2,19%	0,81%	0,09%	0,69%	2,34%	5,96%
growth expectations	10-15%	5-10% growth	10% growth	30% growth	40-50% growth	20% growth	high growth	20% growth	30% growth	high growth	growth rates above 100%	high growth rate		