



Global Industry Activity Report 2007

	Argentina	Armenia	Australia&NZ	Austria	Belux	Brazil	Bulgaria
Year of establishment 1st company		2000		1965	1963	1982	2001
Year of establishment National Association				1970	1991	1982	NA
Number companies 2007		5	20	5	5	700	5
Market share Market Leader				60%	57%		100%
Market share 3 biggest				98%	90%		100%
Company Type Market Leader *				SB	SB	IC	SB
Company Type n°2 *				SB	SB	IC	IC
Company Type n° 3 *				SB	SB	IC	IC
Turnover 2005 (in million €)				4.273	13.547		20
Turnover 2006 (in million €)	300	0	28.020	4.733	16.481	25.000	200
Turnover 2007 (in million €)	362	0	33.425	5.304	19.493	27.000	300
Growth 2007-2006	20,67%	0,00%	19,29%	12,06%	18,28%	8,00%	50,00%
World Market share of the country		0,00%	2,84%	0,45%	1,66%	2,30%	0,03%
Awareness		low		medium		high	low
Understanding		low		medium		medium	
Acceptance		low		medium		medium	average
Factoring Penetration Ratio (turnover/GDP)	0,23%	0,00%	5,92%	2,28%	6,26%	3,28%	1,21%
Description of trends				Double Digit Growth and Trend towards non-recourse		Growth expected	growth

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	Canada	Chile	China	Colombia	Croatia	Cyprus	Czech Rep.
Year of establishment 1st company		1986	1988		2003	1991	1991
Year of establishment National Association			2008		NA	NA	2000
Number companies 2007		50	17	5	18	4	10
Market share Market Leader					30%	50%	24%
Market share 3 biggest	0%	0%	0%	0%	75%	100%	63%
Company Type Market Leader *			DB		IC	DB	SB
Company Type n°2 *			DB		SB	SB	SB
Company Type n° 3 *			DB		DB	DB	SB
Turnover 2005 (in million €)		9.600	5.830		250	2.455	2.850
Turnover 2006 (in million €)	4.000	11.500	14.300	2.000	600	2.556	4.009
Turnover 2007 (in million €)	4.270	14.700	32.976	2.030	1.200	2.984	5.074
Growth 2007-2006	6,75%	27,83%	130,60%	1,50%	100,00%	16,74%	26,57%
World Market share of the country	0,36%	1,25%	2,80%	0,17%	0,10%	0,25%	0,43%
Awareness		medium	low		medium	medium	medium
Understanding		low	low		medium	medium	
Acceptance		medium	low		high	medium	low
Factoring Penetration Ratio (turnover/GDP)	0,48%	14,40%	1,60%	1,86%	3,78%	22,92%	4,75%
Description of trends					growing market and growing competition	growth of non- recourse	growth non- recourse, supplier finance and reverse

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	Denmark	Estonia	Finland	France	Germany	Greece	Hong Kong
Year of establishment 1st company	1965	1995	1959	1964	1964	1995	
Year of establishment National Association	1984	NA	NA	1984	1974	2008	NA
Number companies 2007	8	3	9	29	22	10	10
Market share Market Leader	0%	46%	42%	0%		32%	NA
Market share 3 biggest	0%	96%		0%	0%	80%	NA
Company Type Market Leader *	SB	SB	SB	SB		SB	DB
Company Type n°2 *	SB	SB		IC		SB	DB
Company Type n° 3 *	SB	DB		SB		DB	DB
Turnover 2005 (in million €)	7.500	1.389	10.470	87.976	55.109	4.500	7.700
Turnover 2006 (in million €)	7.600	1.300	11.100	100.126	80.000	5.200	9.710
Turnover 2007 (in million €)	8.500	1.300	11.500	121.660	87.043	7.000	7.700
Growth 2007-2006	11,84%	0,00%	3,60%	21,51%	8,80%	34,62%	-20,70%
World Market share of the country	0,72%	0,11%	0,98%	10,35%	7,40%	0,60%	0,65%
Awareness	low	average	medium	high	medium	average	medium
Understanding	low		medium		low	medium	medium
Acceptance	medium	average	medium	high	medium	high	medium
Factoring Penetration Ratio (turnover/GDP)	4,31%	9,96%	7,67%	7,62%	4,21%	3,09%	5,97%
Description of trends	lower growth because of floating charge banks	10% growth	growth/off balance		growth 10-15%	growth	very much a banking activity

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	Hungary	Iceland	India	Indonesia	Israel	Italy	Japan
Year of establishment 1st company	1992			1980	2000	1963	1972
Year of establishment National Association	2003			2000	2007	1988	
Number companies 2007	28	1	7	18	11	33	14
Market share Market Leader	NA			44%	34%	22%	40%
Market share 3 biggest	NA			8%	74%	53%	60%
Company Type Market Leader *	NA			SB	IC	SB	SB
Company Type n°2 *	NA			SB	DB	SB	SB
Company Type n° 3 *	NA			IC	DB	SB	DB
Turnover 2005 (in million €)	NA			246	600	101.068	77.220
Turnover 2006 (in million €)	3.000	5	4.000	304	800	108.805	74.530
Turnover 2007 (in million €)	3.160	5	5.055	152	1.100	114.685	77.721
Growth 2007-2006	5,33%	0,00%	26,38%	-50,00%	37,50%	5,40%	4,28%
World Market share of the country	0,27%	0,00%	0,43%	0,01%	0,09%	9,75%	8732,70%
Awareness	low			low	medium	medium	high
Understanding	medium			low	low	medium	medium
Acceptance	medium			medium	medium	medium	medium
Factoring Penetration Ratio (turnover/GDP)	3,65%	0,04%	0,73%	0,06%	1,12%	8,73%	2,82%
Description of trends	low growth			big potential for Invoice Discounting	30% growth + ABL products		growth

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	Latvia	Lithuania	Malta	Mexico	Moldova	Morocco	Netherlands
Year of establishment 1st company	1996	1998	2006		2004	1988	1962
Year of establishment National Association	NA	1998	NA	1988		1993	NA
Number companies 2007	7	8		472	1	4	4
Market share Market Leader	55%	41%	100%	22%	100%	38%	34%
Market share 3 biggest	90%	85%	100%	55%	100%	86%	87%
Company Type Market Leader *	SB	SB	DB	DB	IC	DB	SB
Company Type n°2 *	SB	DB		DB		SB	SB
Company Type n° 3 *	SB	SB		IC		DB	SB
Turnover 2005 (in million €)	737	1.639	0		3	299	23.300
Turnover 2006 (in million €)	1.021	1.896	25	9.000	3	328	27.500
Turnover 2007 (in million €)	1.347	2.689	25	10.696	4	350	32.000
Growth 2007-2006	31,93%	41,82%	0,00%	18,84%	37,89%	6,64%	16,36%
World Market share of the country	0,11%	0,23%	0,00%	0,91%	0,00%	39,33%	3595,51%
Awareness	medium	medium	low	low	low	medium	low
Understanding	medium	medium		low	medium	medium	low
Acceptance	medium	medium	average	low	medium	medium	medium
Factoring Penetration Ratio (turnover/GDP)	7,86%	11,66%	0,61%	1,90%	0,17%	0,76%	6,68%
Description of trends	strong growth	strong growth also in ABL	starting		growth	growth 25%	more ABL, bigger volumes

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	Norway	Poland	Portugal	Romania	Russia	Serbia	Singapore
Year of establishment 1st company		1994	1965	1993	1999	2005	1974
Year of establishment National Association		2006	1989	NA	2007	NA	NA
Number companies 2007	7	11	11	9	31	10	10
Market share Market Leader		27%	29%	35%	23%	61%	26%
Market share 3 biggest		67%	61%	83%	54%	79%	70%
Company Type Market Leader *		SB	DB	DB	IC	IC	DB
Company Type n°2 *		SB	SB	DB	DB	IC	DB
Company Type n° 3 *		SB	SB	DB	IC	IC	DB
Turnover 2005 (in million €)		3.952	16.954	550	4.633	NA	2.200
Turnover 2006 (in million €)	17.000	4.746	19.838	750	8.420	200	3.095
Turnover 2007 (in million €)	17.000	8.575	20.609	1.100	14.700	226	3.995
Growth 2007-2006	0,00%	80,68%	3,89%	46,67%	74,58%	13,00%	29,08%
World Market share of the country	1,45%	0,73%	1,75%	0,09%	1,25%	25,39%	448,88%
Awareness		medium	medium	medium	medium		high
Understanding		medium	medium	low	low		medium
Acceptance		medium	high	medium	medium		low
Factoring Penetration Ratio (turnover/GDP)	7,25%	3,27%	14,78%	1,09%	1,89%	0,88%	4,10%
Description of trends		strong growth		60 % growth and without recourse	growth 80%		non disclosed with credit protection will grow (exports)

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	Slovakia	Slovenia	Spain	Sweden	Switzerland	Thailand	Tunisia
Year of establishment 1st company	1992	1994	1980	1963	1963	1985	1999
Year of establishment National Association	2003	NA	1988	NA	2004	2003	
Number companies 2007	8	5	24	10	7	14	3
Market share Market Leader	21%	48%	28%	NA	NA	NA	60%
Market share 3 biggest	56%	100%	60%	NA	NA	NA	100%
Company Type Market Leader *	SB	SB	SB	NA	NA	NA	IC
Company Type n°2 *	SB	IC	SB	NA	NA	NA	SB
Company Type n° 3 *	SB	SB	DB	NA	NA	NA	DB
Turnover 2005 (in million €)	970	223	58.023	20.450	1.900	NA	175
Turnover 2006 (in million €)	1.340	300	66.772	18.920	2.000	1.336	204
Turnover 2007 (in million €)	1.421	455	83.699	26.285	2.513	1.336	221
Growth 2007-2006	6,04%	51,67%	25,35%	38,93%	25,65%	0,00%	8,33%
World Market share of the country	0,12%	0,04%	7,12%	2,24%	0,21%	150,11%	24,83%
Awareness	medium	average	medium	medium	low	medium	high
Understanding	medium		medium	medium	low	medium	medium
Acceptance	high	average	medium	medium	low	high	medium
Factoring Penetration Ratio (turnover/GDP)	3,13%	1,61%	9,32%	9,59%	0,96%	0,93%	1,02%
Description of trends	growth without recourse	increased international business		growth non recourse and supply finance	growth in invoice discounting	growth export and no recourse	growth in non recourse

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	Turkey	UK+Ireland	Ukraine	USA	TOTAL WORLD
Year of establishment 1st company	1990	1960			1984
Year of establishment National Association	1994	1996			
Number companies 2007	81	66		110	1960
Market share Market Leader	19%	NA			40,84%
Market share 3 biggest	40%	NA			61,36%
Company Type Market Leader *	SB	SB			
Company Type n°2 *	SB	SB			
Company Type n° 3 *	SB	SB			
Turnover 2005 (in million €)	11.830	188.371			728.812
Turnover 2006 (in million €)	14.925	219.410	890	82.385	1.022.484
Turnover 2007 (in million €)	19.625	242.916	890	87.575	1.175.952
Growth 2007-2006	31,49%	10,71%	0,00%	6,30%	15,01%
World Market share of the country	1,67%	20,66%	0,08%	7,45%	100,00%
Awareness	medium	medium			
Understanding	medium	medium			
Acceptance	high	medium			
Factoring Penetration Ratio (turnover/GDP)	6,41%	12,71%	1,07%	1,00%	3,85%
Description of trends	growth 25-30 %	continued growth in ID and ABL			

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