Global Industry Activity Report 2007

Overview of Factoring, Commercial Finance and Asset Based Lending in the world

International Factors Group

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Research Method

1. Survey with more than 50 questions sent out in April 2008 to companies (IFG-member or national association) in 55 countries where IFG is represented.
2. Most countries participated, but for some questions there is often no information available.
3. Summary of the most important data per country is attached in a spreadsheet.
4. Detailed report on each individual country will be published in country reports (only accessible for IFG-members) on IFG's website.
5. This survey will be repeated yearly.

Key Findings

- The number of industry players in 2008 can be estimated at almost 2.000 companies. However : Brazil (700) and Mexico (472) are markets with an exceptionally high number of very small players. A more reasonable figure is therefore 1.000 companies.
- The three biggest players in each country have on average together almost 60 % of the market in hands.
- 57 % from the market leaders are bank subsidiaries, 24 % are bank divisions and 19 % are independent companies.
- Total turnover (value of assigned receivables) of the industry in 2007 can be estimated at 1.176 billion EUR, an increase with 15% compared to 2006.

World Market Shares

1. UK and Ireland : 20,66 %
2. France : 10,35 %
3. Italy : 9,75 %
4. USA : 7,45 %
5. Germany : 7,40 %
6. Spain : 7,12 %
7. Japan : 6,61 %
8. Australia & New Zealand : 2,84 %
9. China : 2,80 %
10. Netherlands : 2,72 %

Penetration Ratios (turnover/GDP)

Average penetration of factoring activity in the world : **2,19%**

1. Cyprus : 22,92 %
2. Portugal : 14,78 %
3. Chile : 14,40 %
4. UK&Ireland : 12,71 %
5. Lithuania : 11,66%
6. Estonia : 9,96 %
7. Sweden : 9,59 %
8. Spain : 9,32 %
9. Italy : 8,73 %
10. Latvia : 7,86 %

Other facts and figures (mostly estimates)

- Financed amount by the industry at year end : 152 billion EUR
- In addition : financed amount in ABL (asset based lending) : 363 billion EUR (mostly USA)
- In addition : financed amount in reverse factoring : 4,3 billion EUR
- Number of clients served by the industry : more than 500.000
- Number of employees in the industry : 80.000
- Estimate of importance of products:
  - Without recourse : 31 % of turnover
  - With Recourse : 48 % of turnover
  - Invoice Discounting (with or without recourse) : 21 % of turnover
  - Export : 15 % of turnover
  - Import : 4 % of turnover