



Global Industry Activity Report 2008

Country Name	1	2	3	4	5	6	7
	ARGENTINA	AUSTRALIA	AUSTRIA	BELGIUM	BRAZIL	BULGARIA	CANADA
GDP 2008 (in milion €)	413.078	573.479	236.927	280.875	1.428.609	67.471	939.736
Number of Companies 2007	6	20	5	5	700	5	61
Number of Companies 2008	6	20	5	5	664	5	61
Total Industry Turnover 2006 (in milion €)	300	28.020	4.733	16.481	25.000	200	4.000
Total Industry Turnover 2007 (in milion €)	372	33.425	5.304	19.493	27.000	300	4.270
Total Industry Turnover 2008 (in milion €)	355	32.546	6.300	23.000	29.983	450	3.000
Growth 2008/2007 (%)	-4,57%	-2,63%	18,78%	17,99%	11,05%	50,00%	-29,74%
GDP Penetration	0,09%	5,68%	2,66%	8,19%	2,10%	0,67%	0,32%
World Market Share	0,03%	2,67%	0,52%	1,88%	2,46%	0,04%	0,25%
Amount of financing (in milion €)	44,375	4068,25	700	2.875	21.468	40	375
Number of clients	178	16.273	850	11.500	140.000	300	1.500
Number of employees	36	3.255	150	340	2.998	50	300
Non-recourse Factoring* (% of Turnover)			40%			5%	
Recourse factoring ** (% of Turnover)			60%			95%	
Invoice Discounting ***(% of Turnover)			80%			1%	
Turnover in export (% of Turnover)						4%	
Turnover in import **** (% of Turnover)						1%	
The top industry serviced by factoring						Metal trade	
Market Share of the industry (%)						20,00%	
Asset Based Lending financed amount (in milion €)						N/A	
Reverse Factoring (in milion €)						N.A	
Awareness	Medium	Medium	High	Low	Medium	Low	Medium
Acceptance	Medium	Medium	Low	Low	Medium	Medium	Medium
Expected impact of the financial crisis on:							
... Demand for factoring	Positive	Positive	Positive	Neutral	Positive	Neutral	Positive
... Turnover	Negative	Negative	Positive	Negative	Positive	Negative	Negative
... Profitability	Negative	Negative	Positive	Negative	Positive	Neutral	Negative
... Debtor risk	Negative	Negative	Negative	Negative	Neutral	Negative	Negative
... Client risk	Negative	Negative	Negative	Negative	Neutral	Negative	Negative
... Funding possibilities	Neutral	Neutral	Negative	Neutral	Neutral	Negative	Neutral
... Future development of the industry	Positive	Positive	Positive	Positive	Positive	Positive	Positive

Legend:

0.721084511- USD/Euro Conversion Rate

Initial figure was either inaccurate or had to be re-interpreted

Estimate / Figure from other sources

* (with credit protection)

** (without credit protection)

*** (debtor management stays with the supplier)

****(direct of 2 factor)



Global Industry Activity Report 2008

	8	9	10	11	12	13	14
Country Name	CHILE	CHINA	COLOMBIA	CROATIA	CYPRUS	CZECH REPUBLIC	DENMARK
GDP 2008 (in million €)	175.255	5.708.379	480.280	59.325	16.371	189.046	147.145
Number of Companies 2007	50	17	30	18	4	10	8
Number of Companies 2008	29	17	40	18	3	10	7
Total Industry Turnover 2006 (in million €)	11.500	14.300	2.000	600	2.556	4.009	7.600
Total Industry Turnover 2007 (in million €)	14.700	32.976	2.030	1.200	2.984	5.074	8.500
Total Industry Turnover 2008 (in million €)	13.650	55.000	2.100	2.100	3.439	3.500	7.500
Growth 2008/2007 (%)	-7,14%	66,79%	3,45%	75,00%	15,25%	-31,02%	-11,76%
GDP Penetration	7,79%	0,96%	0,44%	3,54%	21,01%	1,85%	5,10%
World Market Share	1,12%	4,51%	0,17%	0,17%	0,28%	0,29%	0,61%
Amount of financing (in million €)	12.970	6.875	263	263	351	720	750
Number of clients	6.825	27.500	1.050	1.050	1.720	2.000	1.000
Number of employees	1.365	5.500	210	210	105	250	300
Non-recourse Factoring* (% of Turnover)	2%		30%			20%	35%
Recourse factoring ** (% of Turnover)	59%		60%			60%	55%
Invoice Discounting ***(% of Turnover)	30%		30%			10%	0%
Turnover in export (% of Turnover)	8,00%		10,00%			5,00%	35,00%
Turnover in import **** (% of Turnover)	1,00%		0,00%			5,00%	10,00%
The top industry serviced by factoring	manufacturing		manufacturing			manufacturing	
Market Share of the industry (%)	43%						
Asset Based Lending financed amount (in million €)							
Reverse Factoring (in million €)							
Awareness	High	Medium	Low	Medium	Medium	High	Medium
Acceptance	Medium	Medium	Medium	Medium	Medium	Low	Medium
Expected impact of the financial crisis on:							
... Demand for factoring	Positive	Positive	Positive	Positive	Positive	Negative	Positive
... Turnover	Positive	Negative	Positive	Negative	Positive	Negative	Negative
... Profitability	Negative	Negative	Neutral	Negative	Positive	Negative	Positive
... Debtor risk	Negative	Negative	Negative	Negative	Neutral	Negative	Positive
... Client risk	Neutral	Negative	Negative	Negative	Negative	Negative	Positive
... Funding possibilities	Neutral	Neutral	Negative	Neutral	Positive	Negative	Positive
... Future development of the industry	Positive	Positive	Positive	Positive	Positive	Neutral	Neutral

Legend:

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Estimate / Figure from other sources



Global Industry Activity Report 2008

	15	16	17	18	19	20	21
Country Name	ESTONIA	FINLAND	FRANCE	GERMANY	GREECE	HONG KONG	HUNGARY
GDP 2008 (in million €)	19.618	137.627	1.536.186	2.098.709	245.980	221.420	141.385
Number of Companies 2007	3	9	29	22	10	10	28
Number of Companies 2008	3	9	28	24	10	11	32
Total Industry Turnover 2006 (in million €)	1.300	11.100	100.126	80.000	5.200	9.710	3.000
Total Industry Turnover 2007 (in million €)	1.300	11.500	121.660	87.043	7.000	7.700	3.160
Total Industry Turnover 2008 (in million €)	1.427	12.650	134.125	103.839	10.200	8.800	3.081
Growth 2008/2007 (%)	9,77%	10,00%	10,25%	19,30%	45,71%	14,29%	-2,50%
GDP Penetration	7,27%	9,19%	8,73%	4,95%	4,15%	3,97%	2,18%
World Market Share	0,12%	1,04%	10,99%	8,51%	0,84%	0,72%	0,25%
Amount of financing (in million €)	178	1.581	25.106	12.980	1.275	1.100	466
Number of clients	714	6.325	28.764	5.431	5.100	4.400	4.439
Number of employees	143	1.265	2.610	1.281	1.020	200	308
Non-recourse Factoring* (% of Turnover)				99%		45,00%	27,00%
Recourse factoring ** (% of Turnover)				1%		55,00%	73,00%
Invoice Discounting ***(% of Turnover)				78%			N/A
Turnover in export (% of Turnover)			13,10%	27,00%			6,00%
Turnover in import **** (% of Turnover)			9,00%	2,00%			0,80%
The top industry serviced by factoring				Trade		Electronics	Wholesale
Market Share of the industry (%)				17,00%			
Asset Based Lending financed amount (in million €)							
Reverse Factoring (in million €)						little	
Awareness	Medium	Medium	Medium	High	Medium	Medium	Medium
Acceptance	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Expected impact of the financial crisis on:							
... Demand for factoring	Positive	Positive	Positive	Positive	Positive	Positive	Positive
... Turnover	Negative	Negative	Negative	Negative	Negative	Neutral	Negative
... Profitability	Negative	Negative	Negative	Positive	Negative	Negative	Neutral
... Debtor risk	Negative	Negative	Negative	Negative	Negative	Negative	Negative
... Client risk	Negative	Negative	Negative	Neutral	Negative	Negative	Negative
... Funding possibilities	Neutral	Neutral	Neutral	Positive	Neutral	Positive	Negative
... Future development of the industry	Positive	Positive	Positive	Neutral	Positive	Positive	Positive

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Global Industry Activity Report 2008

	22	23	24	25	26	27
Country Name	INDIA	INDONESIA	ISRAEL	ITALY	JAPAN	KAZAKHSTAN
GDP 2008 (in milion €)	2.371.160	654.919	144.671	1.308.449	3.139.848	128.024
Number of Companies 2007	7	18	11	33	14	1
Number of Companies 2008	7	17	11	34	14	1
Total Industry Turnover 2006 (in milion €)	4.000	304	800	108.805	74.530	
Total Industry Turnover 2007 (in milion €)	5.055	152	1.100	114.685	77.721	
Total Industry Turnover 2008 (in milion €)	5.200	200	1.500	121.935	70.000	
Growth 2008/2007 (%)	2,87%	31,58%	36,36%	6,32%	-9,93%	0,00%
GDP Penetration	0,22%	0,03%	1,04%	9,32%	2,23%	
World Market Share	0,43%	0,02%	0,12%	9,99%	5,73%	0,00%
Amount of financing (in milion €)	650	60	1.150	31.125	8.750	
Number of clients	2.600	100	925	60.968	35.000	
Number of employees	520	20	80	2.162	650	
Non-recourse Factoring* (% of Turnover)		20%	high	63%	42%	
Recourse factoring ** (% of Turnover)		80%	little	37%	52%	
Invoice Discounting ***(% of Turnover)			little		3,00%	
Turnover in export (% of Turnover)			40,00%		2,00%	
Turnover in import **** (% of Turnover)			10,00%		1,00%	
The top industry serviced by factoring			Manufacturing	Electronics		FMCG Market
Market Share of the industry (%)						
Asset Based Lending financed amount (in milion €)			0		N/A	
Reverse Factoring (in milion €)			10	little	N/A	
Awareness	Medium	Low	Medium	Medium	Medium	Medium
Acceptance	Medium	Medium	Low	Medium	Medium	Medium
Expected impact of the financial crisis on:						
... Demand for factoring	Positive	Positive	Positive	Positive	Negative	Positive
... Turnover	Negative	Positive	Negative	Neutral	Negative	Positive
... Profitability	Negative	Positive	Negative	Negative	Negative	Positive
... Debtor risk	Negative	Negative	Negative	Negative	Negative	Neutral
... Client risk	Negative	Negative	Negative	Negative	Negative	Neutral
... Funding possibilities	Neutral	Neutral	Negative	Positive		Neutral
... Future development of the industry	Positive	Positive	Positive	Positive	Negative	Positive

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Global Industry Activity Report 2008

	28	29	30	31	32	33	34	35
Country Name	LATVIA	LITHUANIA	MALAYSIA	MALTA	MEXICO	MOLDOVA	MOROCCO	NETHERLANDS
GDP 2008 (in milion €)	27.952	45.879	276.982	7.071	1.116.244	7.749	98.592	487.002
Number of Companies 2007	7	8	18		19	1	4	6
Number of Companies 2008	7	8	18	3	19	1	5	8
Total Industry Turnover 2006 (in milion €)	1.021	1.896		25	9.000	3	328	27.500
Total Industry Turnover 2007 (in milion €)	1.347	2.689	468	25	10.696	4	660	32.000
Total Industry Turnover 2008 (in milion €)	1.784	3.271	550	52	9.550	6	880	45.000
Growth 2008/2007 (%)	32,44%	21,64%	17,52%	108,00%	-10,71%	29,50%	33,33%	40,63%
GDP Penetration	6,38%	7,13%	0,20%	0,74%	0,86%	0,07%	0,89%	9,24%
World Market Share	0,15%	0,27%	0,05%	0,00%	0,78%	0,00%	0,07%	3,69%
Amount of financing (in milion €)	301	520	69	7	1.194	4,63	0,56	5.625
Number of clients	892	2.242	275	26	4.775	8	440	3.000
Number of employees	178	327	55	5	955	3	88	500
Non-recourse Factoring* (% of Turnover)			0%		28,00%	35,00%		3%
Recourse factoring ** (% of Turnover)			100%		24,00%	65,00%		9%
Invoice Discounting ***(% of Turnover)			5%		48,00%	0,00%		84%
Turnover in export (% of Turnover)		37,00%	0,00%		0,14%	90,00%	20,00%	2,00%
Turnover in import **** (% of Turnover)			0,00%		0,07%	10,00%	10,00%	2,00%
The top industry serviced by factoring		wholesale	Trading		Retail	Manufacturing	Manufacturing	Wholesale
Market Share of the industry (%)			40%		21%	60%	51%	53%
Asset Based Lending financed amount (in milion €)	232				N/A	0	N/A	
Reverse Factoring (in milion €)					1	0	N/A	
Awareness	Medium	High	Medium	Medium	Medium	Low	Low	Low
Acceptance	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Expected impact of the financial crisis on:								
... Demand for factoring	Negative	Positive	Positive	Positive	Neutral	Negative	Positive	Neutral
... Turnover	Negative	Negative	Positive	Negative	Negative	Negative	Neutral	Negative
... Profitability	Negative	Negative	Positive	Negative	Positive	Negative	Neutral	Neutral
... Debtor risk	Negative	Negative	Negative	Negative	Neutral	Negative	Neutral	Negative
... Client risk	Negative	Negative	Negative	Negative	Neutral	Negative	Neutral	Negative
... Funding possibilities	Negative	Negative	Positive	Neutral	Neutral	Negative	Positive	Negative
... Future development of the industry	Negative	Positive	Neutral	Positive	Positive	Negative	Negative	Positive

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Global Industry Activity Report 2008

	36	37	38	39	40	41	42
Country Name	NEW ZEALAND	NORWAY	POLAND	PORTUGAL	ROMANIA	RUSSIA	SERBIA
GDP 2008 (in milion €)	83.436	184.974	480.280	170.106	346.320	1.630.305	57.443
Number of Companies 2007	10	7	11	11	9	31	10
Number of Companies 2008	10	8	18	11	7	23	10
Total Industry Turnover 2006 (in milion €)		17.000	4.746	19.838	750	8.420	200
Total Industry Turnover 2007 (in milion €)	700	17.000	8.575	20.609	1.100	14.700	226
Total Industry Turnover 2008 (in milion €)	700	16.338	11.486	23.460	1.800	14.000	370
Growth 2008/2007 (%)	0,00%	-3,89%	33,95%	13,83%	63,64%	-4,76%	63,72%
GDP Penetration	0,84%	8,83%	2,39%	13,79%	0,52%	0,86%	0,64%
World Market Share	0,06%	1,34%	0,94%	1,92%	0,15%	1,15%	0,03%
Amount of financing (in milion €)	88	2.042	1.436	5.500	225	12.600	46
Number of clients	600	8.169	2.031	11.730	900	4.800	185
Number of employees	60	1.634	600	2.346	180	1.400	37
Non-recourse Factoring* (% of Turnover)	0,00%		29,00%	39,00%	30,00%	16%	
Recourse factoring ** (% of Turnover)	40,00%		49,00%	61,00%	70,00%	80%	
Invoice Discounting ***(% of Turnover)	60,00%		0%		3,00%	2%	
Turnover in export (% of Turnover)	0,00%	9,97%	21,00%	5,10%	20,00%	1,50%	
Turnover in import **** (% of Turnover)	0,00%	0,45%	1,00%	1,30%	10,00%	0,50%	
The top industry serviced by factoring	Cloathing / Textiles		Steel	Construction	Manufacturing	Wholesale trade	
Market Share of the industry (%)	30%		39%	20%	40%	68%	
Asset Based Lending financed amount (in milion €)			N/A	0	N/A		
Reverse Factoring (in milion €)			N/A	5.422	N/A		
Awareness	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Acceptance	Low	Medium	Medium	Medium	Low	High	Medium
Expected impact of the financial crisis on:							
... Demand for factoring	Positive	Positive	Positive	Positive	Positive	Positive	Positive
... Turnover	Negative	Negative	Negative	Negative	Negative	Negative	Negative
... Profitability	Negative	Negative	Positive	Negative	Negative	Neutral	Negative
... Debtor risk	Negative	Negative	Negative	Negative	Negative	Negative	Negative
... Client risk	Negative	Negative	Negative	Negative	Negative	Negative	Negative
... Funding possibilities	Negative	Neutral	Neutral	Neutral	Neutral	Negative	Neutral
... Future development of the industry	Positive	Positive	Positive	Positive	Negative	Negative	Positive

Legend:

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Estimate / Figure from other sources



Global Industry Activity Report 2008

	43	44	45	46	47	48	49
Country Name	SINGAPORE	SLOVAKIA	SLOVENIA	SPAIN	SWEDEN	SWITZERLAND	THAILAND
GDP 2008 (in milion €)	172.163	86.002	42.772	1.007.269	246.516	225.520	393.781
Number of Companies 2007	10	8	5	24	10	7	14
Number of Companies 2008	10	8	7	24	11	6	13
Total Industry Turnover 2006 (in milion €)	3.095	1.340	300	66.772	18.920	2.000	1.336
Total Industry Turnover 2007 (in milion €)	3.995	1.421	455	83.699	26.285	2.513	1.336
Total Industry Turnover 2008 (in milion €)	4.000	1.600	830	57.211	17.184	3.900	2.367
Growth 2008/2007 (%)	0,13%	12,60%	82,42%	-31,65%	-34,62%	55,19%	77,17%
GDP Penetration	2,32%	1,86%	1,94%	5,68%	6,97%	1,73%	0,60%
World Market Share	0,33%	0,13%	0,07%	4,69%	1,41%	0,32%	0,19%
Amount of financing (in milion €)	500	200	650	7.151	1.105	488	296
Number of clients	2.000	800	415	28.606	8.592	1.950	1.184
Number of employees	400	160	83	5.721	1.718	80	237
Non-recourse Factoring* (% of Turnover)	23,00%		5,00%	78,13%		60,00%	1%
Recourse factoring ** (% of Turnover)	69,00%		50,00%	12,10%		40,00%	100%
Invoice Discounting ***(% of Turnover)	8,00%		30,00%			80,00%	0%
Turnover in export (% of Turnover)	25,00%		10,00%	7,93%		40,00%	0,00%
Turnover in import **** (% of Turnover)	1,00%		5,00%	1,82%		10,00%	0,00%
The top industry serviced by factoring			Manufacturing	Manufacturing		Trading	
Market Share of the industry (%)			40%	26,21%			
Asset Based Lending financed amount (in milion €)	N/A		N/A	N/A	N/A		
Reverse Factoring (in milion €)	N/A		N/A	42.561	low		
Awareness	High	Medium	Medium	Medium	High	Medium	Medium
Acceptance	Low	Medium	Medium	Medium	Medium	Low	Medium
Expected impact of the financial crisis on:							
... Demand for factoring	Positive	Positive	Positive	Positive	Positive	Neutral	Positive
... Turnover	Neutral	Negative	Neutral	Negative	Neutral	Negative	Negative
... Profitability	Positive	Negative	Neutral	Negative	Positive	Negative	Negative
... Debtor risk	Negative	Negative	Negative	Negative	Neutral	Negative	Negative
... Client risk	Negative	Negative	Neutral	Negative	Negative	Negative	Negative
... Funding possibilities	Neutral	Neutral	Neutral	Neutral	Neutral	Neutral	Neutral
... Future development of the industry	Positive	Positive	Neutral	Neutral	Positive	Negative	Neutral

Legend:

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Estimate / Figure from other sources



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	50	51	52	53	54	
Country Name	TUNISIA	TURKEY	UK & IRELAND	UKRAINE	USA	TOTAL WORLD
GDP 2008 (in million €)	59.292	659.925	1.608.414	242.897	10.285.918	42.914.773
Number of Companies 2007	3	81	66	40	110	1.664
Number of Companies 2008	3	81	60	40	110	1.620
Total Industry Turnover 2006 (in million €)	204	14.925	219.410	890	82.385	1.022.478
Total Industry Turnover 2007 (in million €)	221	19.625	242.916	890	87.575	1.177.434
Total Industry Turnover 2008 (in million €)	248	18.555	231.154	1.314	98.067	1.221.557
Growth 2008/2007 (%)	12,22%	-5,45%	-4,84%	47,64%	11,98%	3,75%
GDP Penetration	0,42%	2,81%	14,37%	0,54%	0,95%	3,81%
World Market Share	0,02%	1,52%	18,94%	0,11%	8,03%	100%
Amount of financing (in million €)	188	2.319	19.004	164	12.258	210.164
Number of clients	380	23.094	48.152	657	49.034	571.268
Number of employees	70	1.866	6.000	131	9.807	59.934
Non-recourse Factoring* (% of Turnover)	36%	17,16%	11,20%			27,19%
Recourse factoring ** (% of Turnover)	64,00%	82,84%	9,37%			2281542,82%
Invoice Discounting ***(% of Turnover)	0%	49,65%	75,80%			29,45%
Turnover in export (% of Turnover)	14,00%	15,00%	5,52%			15,81%
Turnover in import **** (% of Turnover)	28,00%	1,00%	0,85%			4,23%
The top industry serviced by factoring	Trading and services	Textile	Services			Manufacturing
Market Share of the industry (%)	51%	13%	30%			N/A
Asset Based Lending financed amount (in million €)	0	N/A	5.217		425.439	430.888
Reverse Factoring (in million €)	0	N/A	N/A			47.994
Awareness	High	Medium	Medium	Medium	Medium	Medium
Acceptance	Medium	High	Medium	Medium	Medium	Medium
Expected impact of the financial crisis on:						N/A
... Demand for factoring	Neutral	Positive	Positive	Positive	Positive	Positive
... Turnover	Neutral	Negative	Negative	Negative	Negative	Negative
... Profitability	Neutral	Positive		Negative	Negative	Negative
... Debtor risk	Negative	Negative	Negative	Negative	Negative	Negative
... Client risk	Neutral	Negative	Negative	Negative	Negative	Negative
... Funding possibilities	Neutral	Negative	Positive	Neutral	Neutral	Neutral
... Future development of the industry	Positive	Positive	Positive	Positive	Positive	Positive

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