



IFG Global Industry Activity Report 2009

Country	1	2	3	4	5	6	7	8	9	10	11
	Argentina	Australia	Austria	Belgium	Brazil	Bulgaria	Canada	Chile	China	Colombia	Croatia
GDP 2009 (in million €)	229,114	708,317	290,508	347,166	1,125,068	34,815	976,843	118,231	3,018,381	169,030	48,373
Name		Norman Beetge	Gerhard Prenner	Dirk Van Strijthem				Fernando Gonzalez	Vivian Guo		
Organization		Coface Australia	Raiffeisen Factor Bank AG	KBC Commercial Finance				First Factors S.A.	JRF International Factoring Ltd		
Number of Companies 2007		20	5	5	700	5		50		5	18
Number of Companies 2008		20	5	5	684	5		29		40	18
Number of Companies 2009	5	150	5	5	590	7	57	30		14	17
Total Industry Turnover 2006 (in million €)	300	28,020	4,733	16,481	25,000	200	4,000	11,500	14,300	2,000	600
Total Industry Turnover 2007 (in million €)	372	33,425	5,304	19,493	27,000	300	4,270	14,700	32,976	2,030	1,200
Total Industry Turnover 2008 (in million €)	355	32,546	6,300	23,000	81,000	450	3,000	13,650	55,000	2,100	2,100
Total Industry Turnover 2009 (in Millions €)	335	43,293	6,631	23,291	29,640	340	3,250	12,000	67,300	2,392	2,450
GDP Penetration	0.15%	6.11%	2.28%	6.71%	2.63%	0.98%	0.33%	10.15%	2.23%	1.42%	5.06%
Total amount of financing (in Millions €)	42	5,412	600	2,911	3,705	43	406	12,000	7,000	299	306
Total number of clients	168	23,094	850	11,646	14,820	170	1,625	10,000	33,650	1,196	1,225
Number of debtors		252,893						n/a			
Total number of employees	34	4,329	150	2,329	2,964	34	325	1,200	6,730	239	245
Turnover/Employee (in million €)	10	10	44	10	10	10	10	10	10	10	10
Turnover/Client (in million €)	2	2	8	2	2	2	2	1	2	2	2
Non - recourse Factoring (with credit protection)		3%		0%				5%		70%	
Recourse factoring (without credit protection)		3%	50%	0%				90%		30%	
Invoice Discounting (debtor management stays with the supplier)		94%	80%	0%				5%			
Turnover in export (direct or 2-factor)				0%				4%		60%	
Turnover in import (direct or 2-factor)				0%				1%		20%	
Asset Based Lending - Volume estimate (in Millions. €)		no data									
Reverse Factoring or Supplier Finance - Volume estimate (in Millions. €)		no data									
Other products - Volume estimate (in Millions. €)		no data									
Newly established factoring companies in 2009										2	
Companies that left the market in 2009										0	
Awareness level	Medium	Medium	Low	Medium	Medium	Low	Medium	High	Low	Low	Medium
Acceptance level	Medium	Medium	Medium	Medium	Medium	Medium	Medium	High	High	Medium	Medium
The level of demand for factoring	Positive	Positive	Positive	Positive	Positive	Neutral	Positive	Positive	Positive	Positive	Positive
Your turnover	Negative	Positive	Positive	Positive	Positive	Negative	Negative	Positive	Positive	Positive	Negative
Your profitability	Negative	Neutral	Neutral	Neutral	Positive	Neutral	Negative	Positive	Positive	Neutral	Negative
Your debtor risk	Negative	Neutral	Neutral	Negative	Neutral	Negative	Negative	Neutral	Positive	Negative	Negative
Your client risk	Negative	Neutral	Neutral	Neutral	Neutral	Negative	Negative	Neutral	Positive	Negative	Negative
Your funding possibilities	Neutral	Neutral	Positive	Positive	Neutral	Negative	Neutral	Positive	Positive	Negative	Neutral
The future development of the industry in general	Positive	Neutral	Positive	Positive	Positive	Positive	Positive	Positive	Positive	Positive	Positive
Other comments or figures about the factoring market in your country:		Conversion rate at AUD/EURO at 0.68		Febelfin prevents the release of figures and further details				segments or types of factoring companies. Companies related a to bank (about 15 companies) that account for about 70% of the market share in terms of turnover and those who are independant companies related to important economic groups that hold about	International factoring is underdeveloped in China, major banks use FCI platform to handle the business. but I believe there will be more and more independet companies to enter the market.		

Legend

FCI Statistics
Last year figure/trend - used for total
Estimate
Agregate figure



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Country	12	13	14	15	16	17	18	19	20	21	22	23	24	
Country	Cyprus	Czech Republic	Denmark	Estonia	Finland	France	Germany	Greece	Hong Kong	Hungary	India	Indonesia	Israel	
GDP 2009 (in million €)	14,845	151,042	239,082	16,109	189,273	1,990,581	2,548,575	248,937	150,253	107,912	849,443	358,889	139,190	
Name		VONTOR Roman/Hana Stojan	christian Brandt		Jukka Immonen	Thierry WILLIEME	Wessel	Ms Effie Laiaki		Gabor Soos	Anupam Sareen	Dani Firmansjah	Shlomi Sarid	
Organization		NLB Factoring/Bibby	finans og leasing		Pohjola Bank plc	GE Capital France	DFV	EMPORIKI BANK SA, Credit Agricole		UniCredit Fact	Bibby Financial Ser	PT. IFS Capital Indor	Clal Factorin	
Number of Companies 2007	4	10	8	3	9	29	22	10	10	28	7	18	11	
Number of Companies 2008	3	10	7	3	9	28	24	10	11	32	7	17	11	
Number of Companies 2009	3	5	6	4	9	20	275	12	13	30	8	17	11	
Total Industry Turnover 2006 (in million €)	2,556	4,009	7,600	1,300	11,100	100,126	80,000	5,200	9,710	3,000	4,000	304	800	
Total Industry Turnover 2007 (in million €)	2,984	5,074	8,500	1,300	11,500	121,660	87,043	7,000	7,700	3,160	5,055	152	1,100	
Total Industry Turnover 2008 (in million €)	3,439	4,974	7,500	1,427	12,650	134,125	103,839	10,200	8,800	3,081	5,200	200	1,500	
Total Industry Turnover 2009 (in Millions €)	3,350	3,769	7,062	1,000	10,752	128,182	96,210	11,900	8,079	2,600	2,650	160	1,400	
GDP Penetration	22.57%	2.50%	2.95%	6.21%	5.68%	6.44%	3.78%	4.78%	5.38%	2.41%	0.31%	0.04%	1.01%	
Total amount of financing (in Millions €)	419	695	385	125	796	128,182	12,026	2,500	1,010	325	331	20	960	
Total number of clients	1,675	1,500	3,531	500	1,250	2,900	8,840	5,950	4,040	1,000	1,325	80	600	
Number of debtors		8,000	n/a		25,000		3,000,000					n/a	4,500	
Total number of employees	335	350	706	100	75	12,818	9,621	350	808	260	265	18	75	
Turnover/Employee (in million €)	10	11	10	10	143	10	10	34	10	10	10	10	19	
Turnover/Client (in million €)	2	3	2	2	9	44	11	2	2	3	2	2	2	
Non - recourse Factoring (with credit protection)		25%	35%		50%	60%	19%	0%		20%	0%	10%	90%	
Recourse factoring (without credit protection)		65%	55%		30%	20%		0%		75%	0%	90%		
Invoice Discounting (debtor management stays with the supplier)		10%	0%		10%	7%	78%	0%		5%	0%			
Turnover in export (direct or 2-factor)		17.80%	35%		10%	14.50%		0%		25%	0%		25%	
Turnover in import (direct or 2-factor)	1.5 %		10%					0%		1%	0%			
Asset Based Lending - Volume estimate (in Millions. €)		44			no data					0		3800		
Reverse Factoring or Supplier Finance - Volume estimate (in Millions. €)		150			500	7				no exact data				
Other products - Volume estimate (in Millions. €)												8000	Import Finan	
Newly established factoring companies in 2009		2			0	n/a		1		2	1			
Companies that left the market in 2009		2			1	n/a		1				n/a		
Awareness level	Medium	Medium	Medium	Medium	High	High	Medium	Medium	Medium	Medium	Medium	Low	Medium	
Acceptance level	Medium	Medium	Medium	Medium	Medium	Medium	High	Medium	Medium	Medium	Medium	Medium	Low	
The level of demand for factoring	Positive	Positive	Positive	Positive	Positive	Positive	Positive	Positive	Positive	Positive	Neutral	Positive	Positive	
Your turnover	Positive	Positive	Negative	Negative	Neutral	Neutral	Positive	Positive	Positive	Neutral	Positive	Positive	Positive	
Your profitability	Positive	Neutral	Positive	Negative	Positive	Negative	Neutral	Positive	Negative	Neutral	Positive	Positive	Positive	
Your debtor risk	Neutral	Negative	Positive	Negative	Negative	Neutral	Neutral	Negative	Negative	Neutral	Neutral	Positive	Positive	
Your client risk	Negative	Negative	Positive	Negative	Neutral	Neutral	Neutral	Negative	Negative	Negative	Neutral	Positive	Positive	
Your funding possibilities	Positive	Neutral	Positive	Neutral	Positive	Neutral	Negative	Neutral	Positive	Neutral	Positive	Positive	Positive	
The future development of the industry in general	Positive	Positive	Neutral	Positive	Neutral	Neutral	Neutral	Positive	Positive	Neutral	Neutral	Positive	Positive	
Other comments or figures about the factoring market in your country:		Domestic Export Import Total fact. Other Total Recourse Non-recourse Share Volume of funds drawn Factoring CS 835 103 24 962 77 1 039 714 248 26.4% 93 CSOB Factoring 721 170 0 891 0 891 639 253 22.7% 134 Transfinance 355 125 27 507 0 507 410 97 12.9% 83 Factoring KB 422 58 3 482 0 482 310 172 12.3% 55 Raiffeisenbank 299 125 0 424 0 424 393 31 10.8% 48 NLB Factoring 146 51 4 201 86 286 80 120 7.3% 241 Coface								DATA RELEASED FOR THE FACTORING MARKET IN GREECE WITH 2009, SINCE THE GREEK FACTORING ASSOCIATION WAS ONLY FOUNDED IN DECEMBER 2009. THEREFORE, ESTIMATION FOR THE MOST IMPORTANT		Reverse factoring is getting more & more widespread but there is absolutely no special statistics on it.	For Point nos.: 3, 4 & 5. No information is available on public domain. This data may be available sometime in May 2010. This is based on the fact that similar data for the year 2008 was uploaded in May 2009. Thanks	The biggest turnover in multifinance industry in Indonesia is contributed by consumer financing. Factoring is still not yet popular here as it is considered to be "unsecured" in addition to the weak legal framework.

Legend
FCI Statistics
Last year figure/trend - used for total
Estimate
Aggregate figure



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Country	25	26	27	28	29	30	31	32	33	34	35	36	37	38		
	Italy	Japan	Kazakhstan	Latvia	Lithuania	Malaysia	Malta	Mexico	Moldova	Morocco	Netherlands	New Zealand	Norway	Poland		
GDP 2009 (in million €)	1,599,832	3,425,199	92,256		23,570	33,030		136,001	5,197	757,668	4,220	60,232	600,256	91,185	313,962	367,664
Name	ALBERTO MONZA			Gundars Petersons												ANDRZEJ ZBIKOW
Organization	IFITALIA SPA			Parex Leasing and Factoring Ltd.												ING COMMERCIA
Number of Companies 2007	33	14	1	7	8	18		472	1	4	4	10		7		11
Number of Companies 2008	34	14	1	7	8	18		19	1	5	8	10		8		18
Number of Companies 2009	30	7	3	7	8	5	3	11	1	6	5	8		7		19
Total Industry Turnover 2006 (in million €)	108,805	74,530		1,021	1,896			25	9,000	3	328	27,500		17,000		4,746
Total Industry Turnover 2007 (in million €)	114,885	77,721		1,347	2,689			25	10,696	4	350	32,000		17,000		8,575
Total Industry Turnover 2008 (in million €)	121,935	70,000		1,784	3,271	550	52	9,550	6	9	45,000	700		16,338		11,486
Total Industry Turnover 2009 (in Millions €)	124,250	83,700		977	1,755	700	105	2,120	6	910	30,000	700		15,100		11,997
GDP Penetration	7.77%	2.44%	0.00%	4.15%	5.31%	0.51%	2.02%	0.28%	0.14%	1.51%	5.00%	0.77%		4.81%		3.26%
Total amount of financing (in Millions €)	31,000	10,463	-	149	219	88	13	265	1	114	3,750	88		1,888		1,500
Total number of clients	62,125	41,850	-	489	878	350	53	1,060	3	455	15,000	350		7,550		1,620
Number of debtors	NA															41,590
Total number of employees	12,425	8,370	-	98	176	70	11	212	1	91	3,000	70		1,510		600
Turnover/Employee (in million €)	10	10	-	10	10	10	10	10	10	10	10	10		10		20
Turnover/Client (in million €)	2	2	-	2	2	2	2	2	2	2	2	2		2		7
Non - recourse Factoring (with credit protection)	65%			30%												51%
Recourse factoring (without credit protection)	35%			70%												49%
Invoice Discounting (debtor management stays with the supplier)	NA			0%												0%
Turnover in export (direct or 2-factor)	NA															23%
Turnover in import (direct or 2-factor)	NA															1%
Asset Based Lending - Volume estimate (in Millions. €)	NA			90												
Reverse Factoring or Supplier Finance - Volume estimate (in Millions. €)	NA															
Other products - Volume estimate (in Millions. €)	NA															
Newly established factoring companies in 2009																2
Companies that left the market in 2009																2
Awareness level	Medium	Medium		Medium	High	Medium	Medium	Medium	Low	Low	Low	Medium	Medium	Medium		Medium
Acceptance level	Medium	Medium		Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Low	Medium	Medium		Medium
The level of demand for factoring	Positive	Negative		Positive	Positive	Positive	Positive	Neutral	Negative	Positive	Neutral	Positive	Positive	Positive		Positive
Your turnover	Positive	Negative		Positive	Negative	Positive	Negative	Negative	Negative	Neutral	Negative	Negative	Negative	Negative		Neutral
Your profitability	Positive	Negative		Positive	Negative	Positive	Negative	Positive	Negative	Neutral	Neutral	Negative	Negative	Negative		Neutral
Your debtor risk	Neutral	Negative		Neutral	Negative	Negative	Negative	Neutral	Negative	Neutral	Negative	Negative	Negative	Negative		Neutral
Your client risk	Neutral	Negative		Neutral	Negative	Negative	Negative	Neutral	Negative	Neutral	Negative	Negative	Negative	Negative		Neutral
Your funding possibilities	Positive			Neutral	Negative	Positive	Neutral	Neutral	Negative	Positive	Negative	Negative	Neutral	Positive		Positive
The future development of the industry in general	Positive	Negative		Positive	Positive	Neutral	Positive	Positive	Negative	Negative	Positive	Positive	Positive	Positive		Positive
Other comments or figures about the factoring market in your country:																
																TOTAL VALUE OF THE MARKET ESTIMATED ON THE PZF AND DATA AND PRESS RELEASE FOR THE BANKS

Legend

FCI Statistics
Last year figure/trend - used for total
Estimate
Aggregate figure



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Country	39	40	41	42	43	44	45	46	47
	Portugal	Romania	Russian Federation	Serbia	Singapore	Slovakia	Slovenia	Spain	Sweden
GDP 2009 (in million €)	169,324	139,590	1,121,773	34,928	126,945	66,251	38,103	1,119,232	334,911
Name	Nuno Francisco/Margarida Ferreira		Nikolaevskaya Daria		William Tay/Donald	Lubor Prochazka	Petra Beg/Nada Sk	Josep Selles	Lars Riddarström
Organization	Eurofactor Portugal/APFL		National Factoring Company (Closed Joint-Stock)		Coface Factoring/IF	Tatra banka.a.s.	Prvi faktor/PRVA	AEF	SEB (Skandinavisk)
Number of Companies 2007	11	9	31	10	10	8	5	24	10
Number of Companies 2008	11	7	23	10	10	8	7	24	11
Number of Companies 2009	13	14	35	9	10	8	6	24	40
Total Industry Turnover 2006 (in million €)	19,838	750	8,420	200	3,095	1,340	300	66,772	18,920
Total Industry Turnover 2007 (in million €)	20,609	1,100	14,700	226	3,995	1,421	455	83,699	26,285
Total Industry Turnover 2008 (in million €)	23,460	1,800	14,000	370	4,000	1,600	830	105,570	17,184
Total Industry Turnover 2009 (in Millions €)	23,564	1,200	7,490	410	4,200	1,113	550	104,222	18,760
GDP Penetration	13.92%	0.86%	0.67%	1.17%	3.31%	1.68%	1.44%	9.31%	5.60%
Total amount of financing (in Millions €)	5,717	150	4,981	51	475	139	500	13,028	1,595
Total number of clients	5,000	600	3,500	205	2,000	557	445	52,111	9,380
Number of debtors	35,000		15,000		50,000	/	650	no data	n.a
Total number of employees	300	320	900	41	400	100	85	10,422	1,876
Turnover/Employee (in million €)	79	10	8	10	11	11	6	10	10
Turnover/Client (in million €)	5	2	2	2	2	2	1	2	2
Non - recourse Factoring (with credit protection)	25%		13%		23%	44%	5%	42%	30%
Recourse factoring (without credit protection)	68%		86%		69%	56%	50%	2%	50%
Invoice Discounting (debtor management stays with the supplier)	0%		0%		8%		30%		20%
Turnover in export (direct or 2-factor)	6%		0.50%		25%	33%	10%	4.50%	
Turnover in import (direct or 2-factor)	1%		0.50%		1%	1%	5%	4.50%	
Asset Based Lending - Volume estimate (in Millions. €)									
Reverse Factoring or Supplier Finance - Volume estimate (in Millions. €)	5.632,9								
Other products - Volume estimate (in Millions. €)									
Newly established factoring companies in 2009			2				/		0
Companies that left the market in 2009			2						1
Awareness level	Medium	Medium	Medium	Medium	High	Medium	Medium	Medium	Medium
Acceptance level	Medium	Low	Medium	Medium	Low	Medium	Medium	Medium	Medium
The level of demand for factoring	Positive	Positive	Positive	Positive	Positive	Neutral	Neutral	Positive	Positive
Your turnover	Positive	Negative	Neutral	Negative	Positive	Neutral	Neutral	Negative	Positive
Your profitability	Positive	Negative	Neutral	Negative	Neutral	Positive	Neutral	Negative	Positive
Your debtor risk	Neutral	Negative	Positive	Negative	Negative	Negative	Negative	Negative	Neutral
Your client risk	Neutral	Negative	Positive	Negative	Negative	Negative	Negative	Negative	Neutral
Your funding possibilities	Positive	Neutral	Neutral	Neutral	Positive	Neutral	Negative	Neutral	Positive
The future development of the industry in general	Neutral	Negative	Positive	Positive	Positive	Neutral	Positive	Neutral	Positive
Other comments or figures about the factoring market in your country:	N/a							An important part of the turnover of the country (aprox 46% of total turnover) is formed by confirming (or factoring to supplier)	

Legend

FCI Statistics
Last year figure/trend - used for total
Estimate
Aggregate figure



IFG Global Industry Activity Report 2009

Country	48	49	50	51	52	53	54	TOTAL
	Switzerland	Thailand	Tunisia	Turkey	United Kingdom & Ireland	Ukraine	USA	
GDP 2009 (in million €)	340,806	181,886	28,034	554,133	2,042,425	125,834	9,910,355	37,914,780
Name	Bernhard Wenger	Paknam Sarakul		Betul Akdil	Kate Sharp			
Organization	UBS AG, Factoring Sol	IFS Capital (Thailand) PCL		Garanti Faktoring Hizmetleri A.S.	ABFA			
Number of Companies 2007	7	14	3	81	66	20	110	2,003
Number of Companies 2008	6	13	3	81	60	20	110	1,530
Number of Companies 2009	6	13	3	76	70	20	350	2,128
Total Industry Turnover 2006 (in million €)	2,000	1,336	204	14,925	219,410	890	82,385	1,022,478
Total Industry Turnover 2007 (in million €)	2,513	1,336	221	19,625	242,916	890	87,575	1,175,956
Total Industry Turnover 2008 (in million €)	2,590	2,367	248	18,555	231,154	1,314	98,067	1,320,226
Total Industry Turnover 2009 (in Millions €)	3,500	1,306	276	21,387	215,436	530	88,500	1,232,800
GDP Penetration	1.03%	0.72%	0.98%	3.86%	10.55%	0.42%	0.89%	3.25%
Total amount of financing (in Millions €)	438	163	35	2,673	15,915	66	11,063	287,022
Total number of clients	1,750	226	138	29,085	43,590	265	44,250	456,517
Number of debtors	n/a	3,500		Not Available				3,436,133
Total number of employees	70	67	28	2,139	21,544	53	8,850	117,985
Turnover/Employee (in million €)	50	19	10	10	10	10	10	16
Turnover/Client (in million €)	2	6	2	1	5	2	2	3
Non - recourse Factoring (with credit protection)	60%			24%				30.73%
Recourse factoring (without credit protection)	40%	100%		76%	9%			46.96%
Invoice Discounting (debtor management stays with the supplier)	70%	0%		32%	85%			23.22%
Turnover in export (direct or 2-factor)	30%			10%	5%			16.11%
Turnover in import (direct or 2-factor)	5%			1%	1%			3.12%
Asset Based Lending - Volume estimate (in Millions. €)	n/a				2558			6492
Reverse Factoring or Supplier Finance - Volume estimate (in Millions. €)	n/a							657
Other products - Volume estimate (in Millions. €)	n/a							8000
Newly established factoring companies in 2009				5	1			18
Companies that left the market in 2009					1			15
Awareness level	Medium	Medium	High	High	Medium	Medium	Medium	Medium
Acceptance level	Low	Medium	Medium	High	Medium	Medium	Medium	Medium
The level of demand for factoring	Neutral	Positive	Neutral	Positive	Positive	Positive	Positive	Positive
Your turnover	Negative	Positive	Neutral	Positive	Positive	Negative	Negative	Negative
Your profitability	Neutral	Positive	Neutral	Positive	Positive	Negative	Negative	Negative
Your debtor risk	Negative	Neutral	Negative	Positive	Neutral	Negative	Negative	Negative
Your client risk	Neutral	Neutral	Neutral	Positive	Neutral	Negative	Negative	Negative
Your funding possibilities	Neutral	Neutral	Neutral	Positive	Positive	Neutral	Neutral	Neutral
The future development of the industry in general	Neutral	Positive	Positive	Positive	Positive	Positive	Positive	Positive
Other comments or figures about the factoring market in your country:	UBS is the biggest player in the Swiss factoring market. However, the integration of our factoring services into UBS will lead to an adjustment of our products and services. The result of these changes may have an impact on the factoring market of our country. The worldwide economic crises had its impact on Switzerland's			We do not have the figure "total Amount of financing" at hand now. We are trying to get from the responsible agent and we will inform you as we receive the figures.				

Legend

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Last year figure/trend - used for total
Estimate
Aggregate figure