

EUF STATISTICS

31 December 2014

1. ESTIMATES OF EU TURNOVER VOLUMES

1.1 Turnover volumes by product, allocation and notification (Estimates of EU Totals, Millions of €)

31 December 2014	Estimate of the EU Total	% on Total Turnover	Significance of the sample on total turnover
Total Turnover	1.373.774	100,00%	100%
<i>of which:</i>			
Domestic	1.121.238	81,62%	100%
International	252.535	18,38%	100%
Recourse	808.048	58,82%	78% ¹
Non Recourse	565.725	41,18%	78% ¹
Owned by banks and banking groups	1.269.056	92,38%	79% ¹
Owned by non banking companies	104.718	7,62%	79% ¹

2. ESTIMATES OF EU BALANCES AT PERIOD END

2.1 Balances at period end (Estimate of EU Totals, Millions of €)

31 December 2014	Estimate of the EU Total	% on Security Values	Significance of the sample on total turnover
Total Advances	172.963	72,93%	66% ²
Total Security Values	237.151		70% ³

3. CUSTOMERS

3.1 Number of Active Client (Supplier) Relationships (Estimate of EU Total, Number)

31 December 2014	Estimate of the EU Total	Significance of the sample on total turnover
Total Number of Active Client (Supplier) Relationships	164.069	83% ⁴

Figures in this page are estimated on the basis of the data provided by the EUF Members and of the significance of the sample on total turnover, which is provided as well for reference.

Notes

¹ See sheet "TURNOVER DETAILS" for info about the composition of the sample.

² The sample includes Austria, Belgium, Czech Republic, Denmark, Estonia, Germany, Ireland, Italy, Lithuania, Netherlands, Poland, Portugal, Spain, Sweden and UK.

³ The sample includes Belgium, Czech Republic, France, Ireland, Italy, Netherlands, Poland, Portugal and UK.

⁴ The sample includes Austria, Belgium, France, Germany, Ireland, Italy, Lithuania, Netherlands, Poland and UK.

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TURNOVER VOLUMES

Turnover volumes by Country (Millions of €)

31 December 2014	Notes	Total Turnover	pct var. on the previous year (Total)	GDP Penetration	EU Market Share
Austria*		16.458	16,64%	5,00%	1,20%
Belgium*		55.374	16,13%	13,77%	4,03%
Bulgaria	(1)	1.728	1,65%	4,11%	0,13%
Croatia	(1)	2.498	-20,25%	5,80%	0,18%
Cyprus		2.671	-5,38%	15,26%	0,19%
Czech Republic*	(1)	5.912	12,77%	3,82%	0,43%
Denmark*	(1)	10.463	16,36%	4,07%	0,76%
Estonia		2.010	5,85%	10,29%	0,15%
Finland		20.554	16,13%	10,07%	1,50%
France*		226.598	13,02%	10,58%	16,49%
Germany*		189.880	10,85%	6,54%	13,82%
Greece*		13.017	7,62%	7,27%	0,95%
Hungary	(1)	2.827	12,85%	2,74%	0,21%
Ireland*		25.476	20,14%	13,74%	1,85%
Italy*		183.004	2,81%	11,32%	13,32%
Latvia		680	14,86%	2,83%	0,05%
Lithuania		5.550	100,87%	15,29%	0,40%
Luxemburg		339	-16,71%	0,73%	0,02%
Malta		296	66,29%	3,72%	0,02%
Netherlands*		57.378	8,46%	8,78%	4,18%
Poland*	(1)	33.497	8,99%	8,13%	2,44%
Portugal*		21.404	-4,03%	12,27%	1,56%
Romania	(1)	2.700	-0,22%	1,79%	0,20%
Slovakia		1.036	-3,00%	1,38%	0,08%
Slovenia		536	-14,38%	1,44%	0,04%
Spain*		112.976	-3,06%	10,67%	8,22%
Sweden*	(1)	28.290	-1,83%	6,59%	2,06%
United Kingdom*	(1) / (2)	350.622	6,19%	15,81%	25,52%
EU Total Turnover	(1)	1.373.774	7,43%	9,87%	100,00%
EUF Members (*)	(1) / (2)	1.330.349	7,23%	10,14%	96,84%

Notes:

- 1) Pct variation has been corrected in order to avoid biases due to exchange rates fluctuation.
- 2) Figures for the year 2013 were slightly changed due to the availability of updated information during the year.

Source: EUF Members, FCI, IFG

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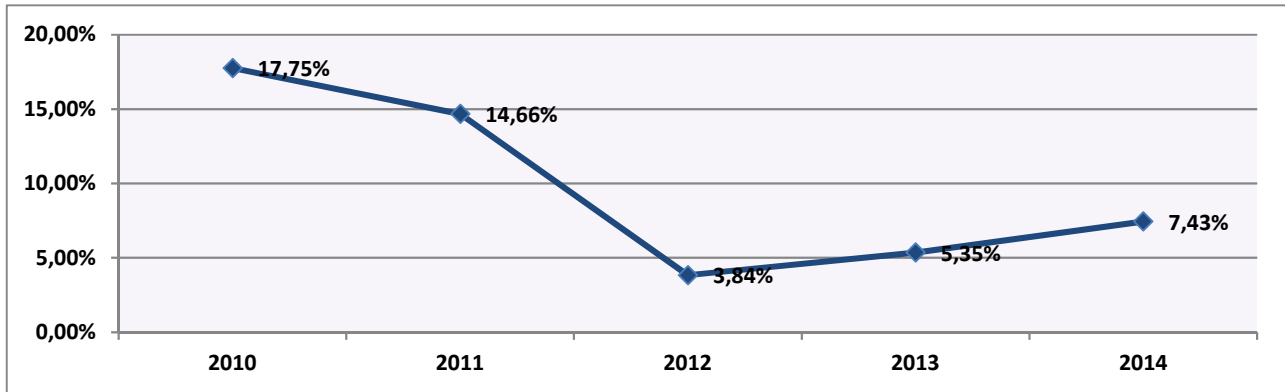
5. TURNOVER VOLUMES - ANNUAL TRENDS

5.1 Turnover volumes by Country, last 5 years (Millions of €)

31 December 2014	2010	2011	2012	2013	2014
Austria	8.307	8.802	10.969	14.110	16.458
Belgium	32.200	36.871	42.352	47.684	55.374
Bulgaria	475	1.016	1.500	1.700	1.728
Croatia	2.793	2.269	2.269	3.146	2.498
Cyprus	3.450	3.758	3.250	2.823	2.671
Czech Republic	4.498	5.132	5.196	5.302	5.912
Denmark	8.179	9.159	8.800	8.932	10.463
Estonia	1.220	1.164	1.877	1.899	2.010
Finland	12.400	13.000	17.000	17.699	20.554
France	153.252	173.319	186.494	200.499	226.598
Germany	132.280	157.260	157.424	171.290	189.880
Greece	14.716	14.732	12.761	12.095	13.017
Hungary	3.254	2.817	2.676	2.661	2.827
Ireland	20.197	18.330	19.956	21.206	25.476
Italy	143.745	175.182	181.878	178.002	183.004
Latvia	328	371	542	592	680
Lithuania	1.540	2.134	2.488	2.763	5.550
Luxemburg	321	180	299	407	339
Malta	136	200	240	178	296
Netherlands	35.500	46.000	51.188	52.902	57.378
Poland	16.210	17.900	24.510	31.588	33.497
Portugal	24.488	27.879	22.948	22.302	21.404
Romania	1.800	2.600	2.920	2.713	2.700
Slovakia	981	1.171	1.024	1.068	1.036
Slovenia	650	550	650	626	536
Spain	112.909	122.125	124.036	116.546	112.976
Sweden	30.516	29.259	33.149	30.554	28.290
United Kingdom	226.401	271.591	278.993	308.096	350.622
EU Total Turnover	992.746	1.144.771	1.197.388	1.259.383	1.373.774
EU Total Turnover (Growth, %)*	17,75%	14,66%	3,84%	5,35%	7,43%

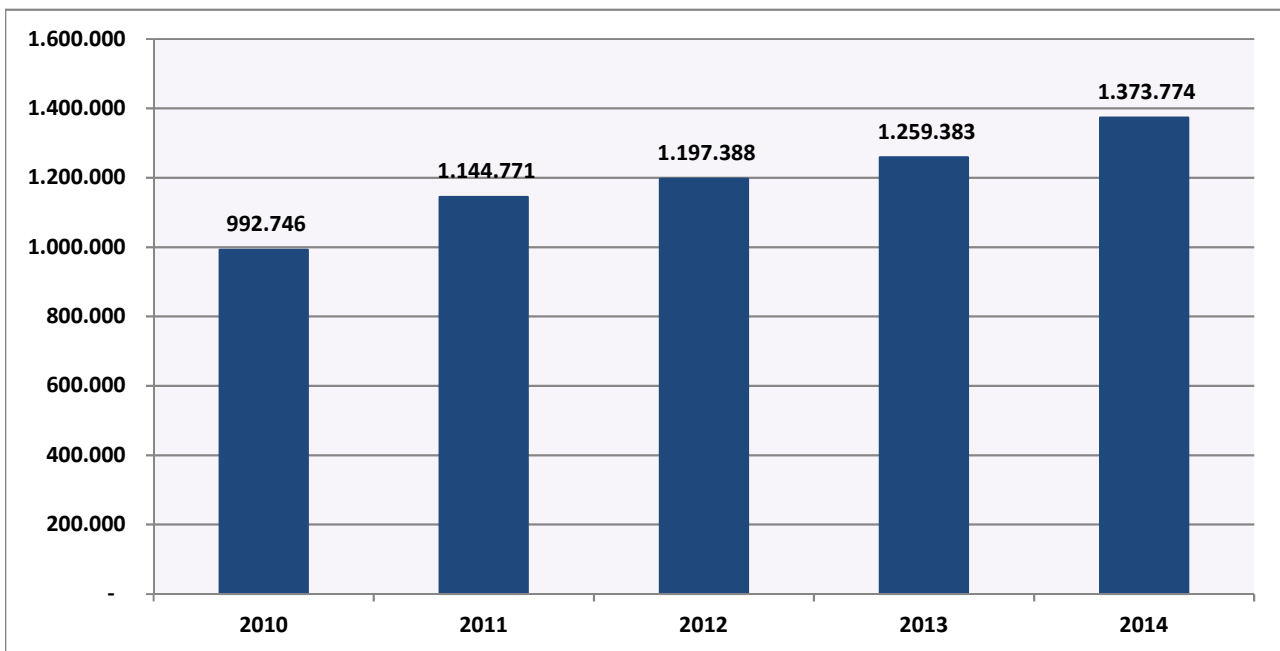
* Pct Variation, where possible, has been corrected in order to avoid biases due to exchange rate fluctuation

5.2 EU Turnover growth, last 5 years (%)



* Pct Variation, where possible, has been corrected in order to avoid biases due to exchange rate fluctuation

5.3 EU Total Turnover, last 5 years (Millions of €)



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5.3 Turnover volumes by product, allocation and notification (Best estimates, Country totals, % shares)

31 December 2014	Total	International (%)	Non recourse (%)	Not notification (%)	Maturity Factoring (%)	Reverse Factoring (%)	Made by banks and banking groups (%)
Austria	16.458	35,20%	61,64%				
Belgium	55.374	25,00%	32,06%	55,09%			100,00%
Bulgaria	1.728	23,90%	15,00%				
Croatia	2.498	2,32%	3,00%	17,00%			
Cyprus	2.671	0,60%					
Czech Republic	5.912	29,28%	37,81%	10,00%			98,51%
Denmark	10.463	52,57%					
Estonia	2.010	13,98%	10,00%				
Finland	20.554	15,25%					
France	226.598	25,14%					82,08%
Germany	189.880	25,38%	99,00%	57,83%	4,41%	0,70%	
Greece	13.017	16,54%	28,53%				100,00%
Hungary	2.827	9,73%					
Italy	183.004	22,13%	66,39%	36,08%	25,51%	4,68%	90,61%
Latvia	680	14,71%					
Lithuania	5.550	60,40%					
Luxemburg	339	2,36%				49,56%	
Malta	296	50,00%	10,00%				
Netherlands	57.378	35,50%	2,00%	89,00%			100,00%
Poland	33.497	17,01%	48,10%	17,78%	0,04%	9,18%	97,93%
Portugal	21.404	13,09%	28,03%	0,00%		32,55%	93,77%
Romania	2.700	25,00%	63,00%				
Slovakia	1.036	40,07%					
Slovenia	536	42,81%					
Spain	112.976	13,78%	28,00%			48,17%	96,45%
Sweden	28.290	3,00%					
United Kingdom and Ireland ³	376.098	6,24%	11,14%	11,14%			95,00%
EU⁴	1.373.774	18,38%	41,18%	33,11%	-	-	92,38%

1. no exact data for the German market are available but non-recourse factoring generally dominates the market, due to the legal factoring framework in Germany

2. For Spain figures about non-recourse factoring are available only with regard to the domestic factoring

3. Detailed figures for UK and Ireland are available only aggregated

4. EU figure is a weighted average (the weight is the country turnover)

5. Figures refer only to Austria, Czech Republic, Germany, Greece, Ireland, Italy, Netherlands, Poland, Spain and UK, which covers about 73% of the EU market in terms of turnover