

**Accumulative Turnover Figures for All FCI Members Compared to Worldwide Factoring
Turnover (in Millions of EUR and USD)**

	EUR 2006	EUR 2007	EUR 2008	EUR 2009	EUR 2010	EUR 2011	EUR 2012	INCREASE 2011/2012
Invoice Discounting	193,829	219,914	206,915	197,993	204,527	237,884	302,030	26.97%
Recourse Factoring	139,978	168,683	167,860	159,037	234,889	308,752	306,187	-0.83%
Non-Recourse Factoring	247,818	237,585	243,413	242,444	283,198	331,257	352,353	6.37%
Collections	12,604	13,934	25,940	23,806	23,394	26,018	27,786	6.79%
Total Domestic Factoring FCI	594,229	640,116	644,128	623,280	746,008	903,912	988,529	9.36%
Export Factoring	59,302	68,424	88,244	75,654	126,032	162,972	192,573	18.16%
Import Factoring	14,944	17,416	22,363	17,626	23,584	30,943	36,707	18.63%
Export Invoice Discounting	24,179	32,430	33,801	40,353	29,818	51,069	85,163	66.76%
Total International Factoring FCI	98,425	118,271	144,408	133,633	179,434	244,983	314,442	28.35%
Grand Total FCI	692,654	758,386	788,537	756,913	925,442	1,148,895	1,302,971	13.41%
World Domestic Factoring	1,030,598	1,153,131	1,148,943	1,118,100	1,402,331	1,750,899	1,779,785	1.65%
World International Factoring	103,690	145,996	176,168	165,459	245,898	264,108	352,446	33.45%
World Total	1,134,288	1,299,127	1,325,111	1,283,559	1,648,229	2,015,007	2,132,231	5.82%
	USD 2006	USD 2007	USD 2008	USD 2009	USD 2010	USD 2011	USD 2012	INCREASE 2011/2012
Invoice Discounting	255,855	321,074	291,750	283,130	271,755	308,227	398,226	29.20%
Recourse Factoring	184,771	246,277	236,683	227,423	312,097	398,277	403,708	1.36%
Non Recourse Factoring	327,120	346,874	343,212	346,695	376,285	431,984	464,577	7.54%
Collections	16,637	20,344	36,575	34,043	31,083	34,183	36,635	7.17%
Total Domestic Factoring FCI	784,382	934,569	908,221	891,290	991,220	1,172,671	1,303,147	11.13%
Export Factoring	78,279	99,899	124,424	108,185	167,459	211,162	253,907	20.24%
Import Factoring	19,727	25,428	31,532	25,205	31,336	40,092	48,398	20.72%
Export Invoice Discounting	31,916	47,348	45,727	57,705	39,619	66,170	112,288	69.70%
Total International Factoring FCI	129,921	172,675	201,683	191,095	238,414	317,425	414,592	30.61%
Grand Total FCI	914,304	1,107,244	1,109,904	1,082,386	1,229,634	1,488,623	1,717,968	15.41%
World Domestic Factoring	1,360,389	1,683,571	1,620,010	1,598,883	1,863,278	2,268,640	2,346,646	3.44%
World International Factoring	136,870	213,154	248,397	236,606	326,724	342,204	464,700	35.80%
World Total	1,497,260	1,896,725	1,868,407	1,835,489	2,190,002	2,610,844	2,811,346	7.68%

FACTORING TURNOVER BY COUNTRY IN 2012 IN MILLIONS OF EUR

Nr. of Companies		Domestic	International	Total
EUROPE				
4	Austria	8,042	2,927	10,969
5	Belgium	31,852	10,500	42,352
1	Bosnia & Herzegovina	30	15	45
7	Bulgaria	1,275	225	1,500
20	Croatia	2,153	116	2,269
3	Cyprus	3,300	50	3,350
8	Czech Rep.	3,654	1,542	5,196
6	Denmark	5,300	3,500	8,800
4	Estonia	1,669	208	1,877
5	Finland	14,450	2,550	17,000
11	France	152,658	33,836	186,494
210	Germany	120,230	37,190	157,420
12	Greece	11,160	1,601	12,761
19	Hungary	2,332	344	2,676
7	Ireland	18,950	1,006	19,956
41	Italy	143,374	38,504	181,878
8	Latvia	274	267	542
8	Lithuania	928	1,560	2,488
1	Luxembourg	163	136	299
2	Malta	112	128	240
4	Netherlands	42,500	7,500	50,000
6	Norway	15,927	2,188	18,115
29	Poland	20,340	4,170	24,510
14	Portugal	20,548	2,400	22,948
11	Romania	2,240	680	2,920
31	Russia	34,783	393	35,176
16	Serbia	750	200	950
5	Slovakia	690	334	1,024
4	Slovenia	480	170	650
21	Spain	111,411	12,625	124,036
40	Sweden	32,149	1,000	33,149
8	Switzerland	2,700	300	3,000
71	Turkey	25,640	6,062	31,702
50	Ukraine	1,226	7	1,233
40	United Kingdom	271,675	19,525	291,200
732	Total Europe	1,104,966	193,759	1,298,725
AMERICAS				
5	Argentina	593	21	614
1	Bolivia	21	14	35
1,000	Brazil	43,571	56	43,627
58	Canada	5,965	1,135	7,100
140	Chile	22,200	1,800	24,000
98	Colombia	4,347	215	4,562
7	Costa Rica	180	0	180
15	El Salvador	300	0	300
4	Guatemala	230	0	230
1	Honduras	0	30	30
11	Mexico	26,101	29	26,130
23	Nicaragua	265	5	270
18	Panama	850	2	852
9	Peru	2,087	223	2,310
110	United States	70,000	7,543	77,543
2	Uruguay	60	1	61
1,502	Total Americas	176,770	11,074	187,844
AFRICA				
8	Egypt	120	100	220
1	Mauritius	128	0	128
5	Morocco	1,677	167	1,844
5	South Africa	21,238	140	21,378
8	Tunisia	318	39	357
27	Total Africa	23,481	446	23,928
ASIA				
2	Armenia	0	0	0
27	China	272,487	71,272	343,759
16	Hong Kong	7,043	22,301	29,344
12	India	3,500	150	3,650
1	Indonesia	0	3	3
6	Israel	1,015	407	1,422
4	Japan	96,360	850	97,210
1	Jordan	0	12	12
10	Korea	0	8,000	8,000
1	Lebanon	286	15	301
5	Malaysia	1,425	357	1,782
1	Qatar	45	30	75
9	Singapore	5,680	2,990	8,670
21	Taiwan	30,000	40,000	70,000
8	Thailand	4,215	124	4,339
5	United Arab Emirates	2,500	400	2,900
6	Vietnam	40	21	61
135	Total Asia	424,596	146,932	571,528
AUSTRALASIA				
20	Australia	49,456	150	49,606
7	New Zealand	516	84	600
27	Total Australasia	49,972	234	50,206
2,272	TOTAL WORLD	1,779,785	352,446	2,132,231

FACTORING TURNOVER BY COUNTRY IN 2012 IN MILLIONS OF USD

Nr. of Companies		Domestic	International	Total
EUROPE				
4	Austria	10,603	3,859	14,463
5	Belgium	41,997	13,844	55,841
1	Bosnia & Herzegovina	40	20	59
7	Bulgaria	1,681	297	1,978
20	Croatia	2,839	153	2,992
3	Cyprus	4,351	66	4,417
8	Czech Rep.	4,818	2,033	6,851
6	Denmark	6,988	4,615	11,603
4	Estonia	2,201	274	2,475
5	Finland	19,052	3,362	22,415
11	France	201,280	44,613	245,892
210	Germany	158,523	49,035	207,558
12	Greece	14,714	2,111	16,825
19	Hungary	3,075	454	3,528
7	Ireland	24,986	1,326	26,312
41	Italy	189,039	50,768	239,806
8	Latvia	362	352	714
8	Lithuania	1,224	2,057	3,280
1	Luxembourg	215	179	394
2	Malta	148	169	316
4	Netherlands	56,036	9,889	65,925
6	Norway	21,000	2,885	23,885
29	Poland	26,818	5,498	32,316
14	Portugal	27,093	3,164	30,257
11	Romania	2,953	897	3,850
31	Russia	45,861	518	46,380
16	Serbia	989	264	1,253
5	Slovakia	910	440	1,350
4	Slovenia	633	224	857
21	Spain	146,895	16,646	163,541
40	Sweden	42,388	1,319	43,707
8	Switzerland	3,560	396	3,956
71	Turkey	33,806	7,993	41,799
50	Ukraine	1,616	9	1,626
40	United Kingdom	358,204	25,744	383,947
732	Total Europe	1,456,897	255,472	1,712,369
AMERICAS				
5	Argentina	782	28	810
1	Bolivia	28	18	46
1,000	Brazil	57,448	74	57,522
58	Canada	7,865	1,496	9,361
140	Chile	29,271	2,373	31,644
98	Colombia	5,732	283	6,015
7	Costa Rica	237	0	237
15	El Salvador	396	0	396
4	Guatemala	303	0	303
1	Honduras	0	40	40
11	Mexico	34,414	38	34,452
23	Nicaragua	349	7	356
18	Panama	1,121	3	1,123
9	Peru	2,752	294	3,046
110	United States	92,295	9,945	102,240
2	Uruguay	79	1	80
1,502	Total Americas	233,071	14,601	247,673
AFRICA				
8	Egypt	158	132	290
1	Mauritius	169	0	169
5	Morocco	2,211	220	2,431
5	South Africa	28,003	185	28,187
8	Tunisia	419	51	471
27	Total Africa	30,960	588	31,549
ASIA				
2	Armenia	0	0	0
27	China	359,274	93,972	453,246
16	Hong Kong	9,286	29,404	38,690
12	India	4,615	198	4,813
1	Indonesia	0	4	4
6	Israel	1,338	537	1,875
4	Japan	127,051	1,121	128,171
1	Jordan	0	16	16
10	Korea	0	10,548	10,548
1	Lebanon	377	20	397
5	Malaysia	1,879	471	2,350
1	Qatar	59	40	99
9	Singapore	7,489	3,942	11,431
21	Taiwan	39,555	52,740	92,295
8	Thailand	5,557	163	5,721
	United Arab Emirates	3,296	527	3,824
6	Vietnam	53	28	80
135	Total Asia	559,830	193,730	753,560
AUSTRALASIA				
20	Australia	65,208	198	65,406
7	New Zealand	680	111	791
27	Total Australasia	65,888	309	66,197
2,272	TOTAL WORLD	2,346,646	464,700	2,811,346

Total Factoring Volume by Country in the Last 7 Years (in Millions of EUR)

	2006	2007	2008	2009	2010	2011	2012	Var
EUROPE								
Austria	4,733	5,219	6,350	6,630	8,307	8,986	10,969	22%
Belgium	16,700	19,200	22,500	23,921	32,203	38,204	42,352	11%
Bosnia & Herzegovina				35	45	45	45	0%
Bulgaria	35	300	450	340	550	1,010	1,500	49%
Croatia	340	1,100	2,100	2,450	2,793	2,269	2,269	0%
Cyprus	2,546	2,985	3,255	3,350	3,450	3,758	3,350	-11%
Czech Rep.	4,025	4,780	5,000	3,760	4,410	5,115	5,196	2%
Denmark	7,685	8,474	5,500	7,100	8,000	9,160	8,800	-4%
Estonia	2,900	1,300	1,427	1,000	1,227	1,164	1,877	61%
Finland	11,100	12,650	12,650	10,752	12,400	13,000	17,000	31%
France	100,009	121,660	135,000	128,182	153,252	174,580	186,494	7%
Germany	72,000	89,000	106,000	96,200	129,536	158,034	157,420	0%
Greece	5,230	7,420	10,200	12,300	14,715	14,731	12,761	-13%
Hungary	2,880	3,100	3,200	2,520	3,339	2,817	2,676	-5%
Ireland	29,693	22,919	24,000	19,364	20,197	18,330	19,956	9%
Italy	120,435	122,800	128,200	124,250	143,745	175,182	181,878	4%
Latvia	276	1,160	1,520	900	328	371	542	46%
Lithuania	1,896	2,690	3,350	1,755	1,540	2,134	2,488	17%
Luxembourg	306	490	600	349	321	180	299	66%
Malta	1	25	52	105	136	200	240	20%
Netherlands	25,500	31,820	30,000	30,000	35,000	46,000	50,000	9%
Norway	11,465	17,000	15,000	15,100	15,075	16,395	18,115	10%
Poland	4,425	7,900	7,800	12,000	16,210	17,900	24,510	37%
Portugal	16,886	16,888	18,000	17,711	20,756	27,879	22,948	-18%
Romania	750	1,300	1,650	1,400	1,800	2,582	2,920	13%
Russia	8,555	13,100	16,150	8,580	12,163	21,174	35,176	66%
Serbia	150	226	370	410	500	926	950	3%
Slovakia	1,311	1,380	1,600	1,130	981	1,171	1,024	-13%
Slovenia	340	455	650	650	650	550	650	18%
Spain	66,772	83,699	100,000	104,222	112,909	122,125	124,036	2%
Sweden	21,700	21,700	16,000	18,760	18,760	29,259	33,149	13%
Switzerland	2,000	2,513	2,590	5,000	4,000	3,450	3,000	-13%
Turkey	14,925	19,625	18,050	20,280	38,988	30,869	31,702	3%
Ukraine	620	890	1,314	530	540	955	1,233	29%
United Kingdom	248,769	286,496	188,000	195,613	226,243	268,080	291,200	9%
Total Europe	806,958	932,264	888,528	876,649	1,045,069	1,218,585	1,298,725	7%
AMERICAS								
Argentina	333	362	355	335	350	475	614	29%
Bolivia				18	18	35	35	0%
Brazil	20,054	21,060	22,055	29,640	49,050	45,623	43,627	-4%
Canada	3,386	4,270	3,000	3,250	3,723	5,284	7,100	34%
Chile	11,300	14,620	15,800	14,500	16,422	21,500	24,000	12%
Colombia	100	2,030	2,100	2,392	2,784	4,990	4,562	-9%
Costa Rica					160	30	180	500%
El Salvador							300	
Guatemala							230	
Honduras					160	30	30	0%
Mexico	8,150	9,200	9,550	2,120	14,538	21,074	26,130	24%
Nicaragua							270	
Panama	607	483	460	500	600	700	852	22%
Peru	563	648	875	758	2,712	2,461	2,310	-6%
United States	96,000	97,000	100,000	88,500	95,000	105,000	77,543	-26%
Uruguay							61	
Total Americas	140,493	149,673	154,195	142,013	185,517	207,202	187,844	-9%
AFRICA								
Egypt	3	20	50	110	200	200	220	10%
Mauritius				121	125	127	128	1%
Morocco	440	660	850	910	1,071	1,406	1,844	31%
South Africa	7,800	9,780	12,110	13,500	15,120	21,378	21,378	0%
Tunisia	270	245	253	276	295	340	357	5%
Total Africa	8,513	10,705	13,263	14,917	16,811	23,451	23,928	2%
ASIA								
Armenia	50	50	7	7	14	14	0	
China	14,300	32,976	55,000	67,300	154,550	273,690	343,759	26%
Hong Kong	9,710	7,700	8,500	8,079	14,400	17,388	29,344	69%
India	3,560	5,055	5,200	2,650	2,750	2,800	3,650	30%
Indonesia						3	3	0%
Israel	375	800	1,400	1,400	1,650	1,650	1,422	-14%
Japan	74,530	77,721	106,500	83,700	98,500	111,245	97,210	-13%
Jordan				43	43	12	12	0%
Korea	850	955	900	2,937	5,079	8,087	8,000	-1%
Lebanon	95	176	306	420	450	327	301	-8%
Malaysia	480	468	550	700	1,058	1,050	1,782	70%
Qatar				23	23	75	75	0%
Singapore	2,955	3,270	4,000	4,700	5,800	6,670	8,670	30%
Taiwan	40,000	42,500	48,750	33,800	67,000	79,800	70,000	-12%
Thailand	1,925	2,240	2,367	2,107	2,095	3,080	4,339	41%
United Arab Emirates	810	340	1,860	1,910	2,000	1,750	2,900	66%
Vietnam	16	43	85	95	65	67	61	-9%
Total Asia	149,606	174,244	235,418	209,863	355,463	507,694	571,528	13%
AUSTRALASIA								
Australia	27,573	33,080	32,546	39,410	44,915	57,491	49,606	-14%
New Zealand	0	700	700	700	600	600	600	0%
Total Australasia	27,573	33,780	33,246	40,110	45,515	58,091	50,206	-14%
TOTAL WORLD	1,133,143	1,300,666	1,324,650	1,283,552	1,648,375	2,015,023	2,132,231	6%

Total Factoring Volume by Country in the Last 7 Years (in Millions of USD)

	2006	2007	2008	2009	2010	2011	2012	Var
EUROPE								
Austria	6,248	7,620	8,954	9,481	11,038	11,643	14,463	24%
Belgium	22,044	28,032	31,725	34,207	42,788	49,501	55,841	13%
Bosnia & Herzegovina				50	60	58	59	2%
Bulgaria	46	438	635	486	731	1,309	1,978	51%
Croatia	449	1,606	2,961	3,504	3,711	2,940	2,992	2%
Cyprus	3,361	4,358	4,590	4,791	4,584	4,869	4,417	-9%
Czech Rep.	5,313	6,979	7,050	5,377	5,860	6,628	6,851	3%
Denmark	10,144	12,372	7,755	10,153	10,630	11,869	11,603	-2%
Estonia	3,828	1,898	2,012	1,430	1,630	1,508	2,475	64%
Finland	14,652	18,469	17,837	15,375	16,476	16,844	22,415	33%
France	132,012	177,624	190,350	183,300	203,626	226,203	245,892	9%
Germany	95,040	129,940	149,460	137,566	172,114	204,765	207,558	1%
Greece	6,904	10,833	14,382	17,589	19,552	19,087	16,825	-12%
Hungary	3,802	4,526	4,512	3,604	4,437	3,650	3,528	-3%
Ireland	39,195	33,462	33,840	27,691	26,836	23,750	26,312	11%
Italy	158,974	179,288	180,762	177,678	190,994	226,983	239,806	6%
Latvia	364	1,694	2,143	1,287	436	481	714	49%
Lithuania	2,503	3,927	4,724	2,510	2,046	2,765	3,280	19%
Luxembourg	404	715	846	499	427	233	394	69%
Malta	1	37	73	150	181	259	316	22%
Netherlands	33,660	46,457	42,300	42,900	46,505	59,602	65,925	11%
Norway	15,134	24,820	21,150	21,593	20,030	21,243	23,885	12%
Poland	5,841	11,534	10,998	17,160	21,539	23,193	32,316	39%
Portugal	22,290	24,656	25,380	25,327	27,578	36,123	30,257	-16%
Romania	990	1,898	2,327	2,002	2,392	3,345	3,850	15%
Russia	11,293	19,126	22,772	12,269	16,161	27,435	46,380	69%
Serbia	198	330	522	586	664	1,200	1,253	4%
Slovakia	1,731	2,015	2,256	1,616	1,303	1,517	1,350	-11%
Slovenia	449	664	917	930	864	713	857	20%
Spain	88,139	122,201	141,000	149,037	150,022	158,237	163,541	3%
Sweden	28,644	31,682	22,560	26,827	24,926	37,911	43,707	15%
Switzerland	2,640	3,669	3,652	7,150	5,315	4,470	3,956	-12%
Turkey	19,701	28,653	25,451	29,000	51,803	39,997	41,799	5%
Ukraine	818	1,299	1,853	758	717	1,237	1,626	31%
United Kingdom	328,375	418,284	265,080	279,727	300,609	347,351	383,947	11%
Total Europe	1,065,185	1,361,105	1,252,824	1,253,608	1,388,584	1,578,921	1,712,369	8%
AMERICAS								
Argentina	439	529	501	479	465	615	810	32%
Bolivia				26	24	45	46	2%
Brazil	26,471	30,748	31,098	42,385	65,173	59,114	57,522	-3%
Canada	4,470	6,234	4,230	4,648	4,947	6,846	9,361	37%
Chile	14,916	21,345	22,278	20,735	21,820	27,858	31,644	14%
Colombia	132	2,964	2,961	3,420	3,699	6,466	6,015	-7%
Costa Rica							237	
El Salvador							396	
Guatemala							303	
Honduras	0	139	7	150	213	39	40	2%
Mexico	10,758	13,432	13,466	3,032	19,317	27,306	34,452	26%
Nicaragua							356	
Panama	801	705	649	715	797	907	1,123	24%
Peru	743	946	1,234	1,084	3,603	3,189	3,046	-4%
United States	126,720	141,620	141,000	126,555	126,227	136,049	102,240	-25%
Uruguay							80	
Total Americas	185,450	218,661	217,422	203,228	246,284	268,433	247,673	-8%
AFRICA								
Egypt	4	29	71	157	266	259	290	12%
Mauritius				173	166	165	169	3%
Morocco	581	964	1,199	1,301	1,423	1,822	2,431	33%
South Africa	10,296	14,279	17,075	19,305	20,090	27,700	28,187	2%
Tunisia	356	358	357	395	392	441	471	7%
Total Africa	11,237	15,629	18,701	21,331	22,337	30,386	31,549	4%
ASIA								
Armenia			10	10	18	18		
China	18,876	48,145	77,550	96,239	205,351	354,620	453,246	28%
Hong Kong	12,817	11,242	11,985	11,553	19,133	22,530	38,690	72%
India	4,699	7,380	7,332	3,790	3,654	3,628	4,813	33%
Indonesia						4	4	2%
Israel	495	1,168	1,974	2,002	2,192	2,138	1,875	-12%
Japan	98,380	113,473	150,165	119,691	130,877	144,140	128,171	-11%
Jordan				61	57	16	16	2%
Korea	1,122	1,394	1,269	4,200	6,748	10,478	10,548	1%
Lebanon	125	257	564	601	598	423	397	-6%
Malaysia	634	683	776	1,001	1,406	1,360	2,350	73%
Qatar				33	31	97	99	2%
Singapore	3,901	4,774	5,640	6,721	7,706	8,642	11,431	32%
Taiwan	52,800	62,050	68,738	48,334	89,023	103,397	92,295	-11%
Thailand	2,541	3,270	3,337	3,013	2,784	3,991	5,721	43%
United Arab Emirates	1,069	496	2,623	2,731	2,657	2,267	3,824	69%
Vietnam	21	63	120	135	86	87	80	-7%
Total Asia	197,480	254,396	332,082	300,114	472,322	657,837	753,560	15%
AUSTRALASIA								
Australia	36,396	48,297	45,890	56,356	59,679	74,491	65,406	-12%
New Zealand	370	1,022	987	1,001	797	777	791	2%
Total Australasia	36,766	49,319	46,877	57,357	60,476	75,269	66,197	-12%
TOTAL WORLD	1,496,118	1,899,111	1,867,906	1,835,639	2,190,002	2,610,844	2,811,346	8%