

## Final analysis confirms Factoring and Commercial Finance working capital and liquidity support grew again even in 2012's difficult economic environment



Data collated by the EU Federation for the Factoring and Commercial Finance Industry (EUF) show that factoring and commercial finance volumes overall grew nearly 5% to €1.2 Trillion in the EU for the year 2012, reaching a penetration of 9.63% of EU GDP.

At the year end, €170Bn of working capital was being provided by the Industry to 160,000 principally SME business, highlighting the vital role it plays in supporting commerce, growth and employment; this despite the continuing difficult economic environment and despite a reduction in traditional lending volumes.

85% of turnover was domestic, but the 15% cross border business demonstrates the increasing role this type of funding can provide in supporting international trade.

John Gielen, Independent Chairman of the EUF noted: *“These final figures confirm our initial assessment back in April; this is a significant result in the light of the continuing economic challenge that faces us in Europe. Factoring and commercial finance is ready and able to provide the appropriate solutions to meet the working capital needs of businesses that will help them to address their current issues and take advantage of recovery.*

ENDS 24.07.2013

Notes to Editors

The EUF is the Representative Body for the Factoring and Commercial Finance Industry in the EU. It comprises national and international industry associations that are active in the region. Its members represent over 97% of the Industry turnover.

The EUF seeks to engage with Government and legislators to enhance the availability of finance to business, with a particular emphasis on the SME community. The EUF acts as a platform between the Factoring and Commercial Finance Industry and key legislative decision makers across Europe, bringing together national experts to speak with one voice.

Data has been adjusted to ensure that currency exchange rate fluctuations do not distort the results.

For more information:

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# EUF STATISTICS

## 31 December 2012

### 1. ESTIMATES OF EU TURNOVER VOLUMES

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

31 December 2012	Estimate of the EU Total	% on Total Turnover	Significance of the sample on total turnover
<b>Total Turnover</b>	<b>1,207,326</b>	<b>100.00%</b>	<b>100%</b>
<i>of which:</i>			
Domestic	1,032,100	85.49%	97%
International	175,226	14.51%	97%
Recourse	664,057	55.00%	70%
Non Recourse	543,269	45.00%	70%
Owned by banks and banking groups	1,129,733	93.57%	92%
Owned by non banking companies	77,593	6.43%	92%

### 2. ESTIMATES OF EU BALANCES AT PERIOD END

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

31 December 2012	Estimate of the EU Total	% on Security Values	Significance of the sample on total turnover
<b>Total Advances</b>	<b>169,358</b>	<b>76.16%</b>	<b>64%</b>
<b>Total Security Values</b>	<b>222,376</b>		<b>68%</b>

### 3. CUSTOMERS

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

31 December 2012	Estimate of the EU Total	Significance of the sample on total turnover
<b>Total Number of Active Client (Supplier) Relationships</b>	<b>160,066</b>	<b>80%</b>

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

<sup>1</sup> The sample includes all EUF Members.

<sup>2</sup> The sample includes Austria, Czech Republic, Germany, Ireland, Italy, Poland, Portugal, Spain and UK.

<sup>3</sup> The sample includes Belgium, France, Germany, Greece, Ireland, Italy, Netherlands, Poland, Portugal, Spain and UK.

<sup>4</sup> The sample includes Austria, Belgium, Czech Republic, Ireland, Italy, Netherlands, Poland, Portugal, Spain and UK.

<sup>5</sup> The sample includes Belgium, French, Ireland, Italy, Netherlands, Poland, Portugal and UK.

<sup>6</sup> The sample includes Austria, Belgium, French, Germany, Ireland, Italy, Netherlands, Poland and UK.