Factors Chain International

Annual Review 2013

The factoring industry is exploring new horizons, both in geographical terms and in functionality.

Factors Chain International plays a very important role in that process, introducing the factoring concept in more and more markets and by extending the range of services typically offered by its members.

The world economy is still in turmoil but the factoring industry has shown to be an excellent service provider, even in difficult times, supporting and facilitating domestic and international trade.

International trade in particular is heavily relying on ocean transportation, and lighthouses have played for many centuries an essential role in providing ships with safe passage. Lighthouses symbolise, both at night and during day time, the guiding hand in this process. Found all around the world, lighthouses and horizons are inseparable, like factoring and trade.

Factors Chain International

Annual Review 2013

Factoring – Exploring new horizons

South Africa, Cape Recife Light, Port Elizabeth

Namibia, Pelican Point Light, Walvis Bay

Contents

Taiwan (R.O.C.), Fuguejiao (Fu-kuei Cape) Light, East China Sea

Sri Lanka, Dondra Head Light, Dondra

Introduction

By Jeroen Kohnstamm (outgoing Secretary General)
and Peter Mulroy (incoming Secretary General)
Factors Chain International (FCI)

For FCI, 2013 promises to be another very successful year, not only in terms of business development, but also in terms of new leadership with Peter Mulroy taking over the role of Secretary General when in July 2013 Jeroen Kohnstamm retires after 41 years of FCI involvement.

When looking at the previous year, it can be noted that the global factoring industry achieved another milestone in 2012, generating over EUR 2.1 Trillion in factored volume, increasing by 12% year-over-year for the past 25 years. In fact, since the global recession in 2009, the factoring industry has added nearly EUR 1 Trillion in volume, practically doubling in size. The strong emerging market-led rebound in the world after the financial crisis marked a significant milestone for trade finance in general and international factoring in particular. International factoring generated over EUR 352 Billion in volume last year, an increase of 33%, while the FCI two-factor system for international factoring grew with an even higher 36%. Jointly the FCI members attributed nearly 90% of this international volume, and more than 60% of the total factoring volume, making FCI the dominant force in both domestic factoring and especially in international factoring.

Today, FCI boasts 269 members located in 73 countries. Since its founding in Stockholm, Sweden in 1968, when FCI was created at the initiative of just five young and unrelated factoring companies located in Western and Northern Europe, FCI has been growing at an astonishing rate, nearly doubling in size in the past decade alone. FCI acts as a bridge between factoring companies located in two different countries, by providing a 'correspondent factoring' platform to an Export Factor, enabling the latter in offering export factoring to their local clients by using the services of a local Import Factor in the buyer's country. This 'bridge' permits the members to finance exporters against their accounts receivable, offering the comfort and knowledge that their accounts are protected and collected by an Import Factor in the buyer's market. This correspondent factoring concept, also known as the two-factor system, has witnessed unprecedented growth, mainly with the adoption and acceptance by commercial and central banks all over the world of the protective element that the two-factor system embodies.

Membership in FCI is taken very seriously. FCI has strict membership criteria and all members are bound by the rules of FCI, including the Constitution, the (FCI) General Rules of International Factoring and the FCI Rules of Arbitration. The adherence to common standards has been the basis for FCI's leading position in today's factoring industry. This commitment to excellence goes hand in hand with continuous training and education of our members and has in large part created the trust in the service necessary to witness such fantastic growth globally.

Such trust has resulted in open discussions with the ICC Banking Commission about the concept of having the ICC endorse the GRIF rules as the universal legal foundation for correspondent factoring on open account trading terms. Talks are progressing well and we anticipate entering into a final endorsement phase by 2014.

Trust has also led to talks with the World Bank/IFC over the past two years in order to investigate the launch of a guarantee program for Import Factors. This would allow Export Factors, previously unwilling to factor receivables approved by Import Factors in higher-risk emerging markets, to take this risk through the backing of the IFC.

Factoring is at an interesting crossroads – international factoring in particular. The product has undergone an unprecedented growth spurt. Although confronted with many challenges, both in the developed world and the developing world, the winds of change are blowing in favour of factoring, mainly stemming from an enhanced perception of risk, changes in regulatory capital requirements stemming from Basel III, and the continuous evolution of trade itself towards open account.

The Latest Developments in FCI

In the 'Introduction' comments have already been given about the continued growth of the factoring industry, with the FCI members as the market leaders in their respective countries. Despite a global slowdown in economic activity, the factoring industry has not only weathered the storm, it has experienced very good growth, in particular for international factoring. While factoring is still most suited for clients from the SME sector, the trend continues that large corporations seek factoring services as well, often unbundled, allowing the client to make a choice from the three basic elements of factoring: working capital finance, customer credit risk protection and professional collection services.

Much of the growth must be attributed to banks and bank-owned factors, as the result of greater awareness that for superior risk management traditional overdraft facilities should be replaced by factor financing, with or without the additional service of credit risk protection.

Inside FCI, no doubt the greatest change has been the arrival of Peter Mulroy as the new Secretary General. With many years of international factoring experience in one of the leading factoring companies in the USA, and with a very extensive network of contacts across the globe, the FCI Executive Committee have selected an excellent candidate to take over from Jeroen Kohnstamm who joined FCI in 1972.

Geographical Coverage

FCI has steadily extended its physical presence to all the major trading countries of the world, including the five BRICS countries. Not surprisingly, China is ahead of all the others, both in domestic and international factoring, but new members in Brazil, Russia and India will bring a welcome development in international capability. New members have reinforced our position in North Africa and promising contacts have been established for further expansion in South and Sub-Sahara Africa, Central America, Bangladesh and Sri Lanka. New members have joined in countries not covered so far: Armenia, Belarus, Costa Rica, Ecuador and Uruguay. A further influx of new members has kept 'Greater China' in the top position for FCI export factoring, followed by Turkey, Spain, Greece and Italy as the most enthusiastic providers of export factoring services.

Not surprisingly, the largest markets for import factoring are still the USA and a series of European Union countries where FCI is represented by all the local market leaders. Newer important markets for FCI import factoring are China, Taiwan and Hong Kong, illustrating that the international factoring concept has global application, including inter-Asian trade, covering more and more transactions in today's trading environment where the letter of credit is being replaced by open account trading terms.

Business Promotion

The FCI Marketing Committee develops on a continuous basis 'tools' for members in order to assist them in generating larger volumes of business. The committee also arranges for bench marking exercises, in an effort to stimulate the members to improve their service level and marketing effectiveness.

POM Seminar, Miami, USA, November 2012

Sales Seminar, Spitzingsee, Germany, February 2013

FCI 44th Annual Meeting 2012, Beijing, China

Educating FCI members is not enough. The market also needs to be informed about the true nature of factoring, its procedures and the commercial application in both domestic and international trade. Conferences to promote factoring are often sponsored jointly by FCI and local members and usually attract considerable interest from the business community and the media. In addition, FCI sponsored the publication of the sixteenth edition of the authoritative BCR World Factoring Yearbook, containing in-depth articles from more than fifty different countries.

FCI officials accepted many speaking engagements, all in an effort to promote the concept of international factoring. Last, but not least, with a very attractive and further expanded website, FCI will continue to disseminate information through the worldwide web. Target audiences are potential members, exporters, business advisors, journalists and an ever growing number of students from all around the world. The video presentations, accessible from the home page, are unique in the factoring industry. Five versions are available: English, Spanish, Chinese and Turkish aimed at exporters, plus an English video aimed at importers.

Education

FCI has developed a series of educational programmes which provide for a transfer of know-how from seasoned factoring professionals to less experienced staff members. Regular seminars, covering all aspects of factoring, are organised throughout the world. Just in 2012 and 2013, such seminars took place in Singapore, China, Hong Kong, Germany, Austria and USA.

In addition to its seminar programmes, FCI and its Education Committee continued to offer the member companies the possibility to enrol staff members in a series of different Courses, logically following a career path approach. Now in its twenty-seventh year and currently based on a state-of-the-art interactive programme accessible via the internet, the courses have been followed by nearly 6000 staff members from 65 countries. For new member companies, FCI endeavours to arrange various forms of on-the-job training, either by a comprehensive visit by the FCI Education Director or by internships with foreign FCI correspondents.

Legal Framework

The FCI General Rules for International Factoring (GRIF), developed and monitored by the FCI Legal Committee, have become the world's most widely recognised legal framework for international factoring.

The GRIF is the standard for correspondent factoring relationships and probably close to 95% of the world's cross border factoring volume has been governed by those rules, since the GRIF's introduction in July 2002.

The FCI Legal Committee offers on a continuous basis assistance to the FCI members in answering questions of a legal nature, or relating in particular to the FCI GRIF. For problem resolution between Export Factors and Import Factors, a more formal FCI Arbitration process is available, even though most conflicts are settled in an amicable manner, based on the strong ties which exist between most of the FCI members.

Brainstorming session, San Jose, Costa Rica

FCI Legal Committee, hosted in Mexico by Bancomext

Factoring team of VietinBank, Hanoi, Vietnam

FCI Secretariat, Amsterdam

Factoring team of Bolfactor, La Paz, Bolivia

Launch of Commercial Factoring sector, Ministry of Commerce Ceremony, Beijing

Jubilee celebration Jeroen Kohnstamm with FCI Executive Committee

As already mentioned in the 'Introduction', the FCI Legal Committee has started very interesting discussions with the ICC Banking Commission, promoting the General Rules for International Factoring (GRIF) as the universal rules for correspondent factoring. The project will require extensive presentations to the ICC banking community and a commitment to maintain the highest standards of transparency and cross-industry cooperation.

Communications

The strength of the FCI network is determined not only by geographical presence, but also by efficient communications between the individual correspondent factors. Today, 'communication' in FCI stands for a state-of-the-art application of EDI technology. The investments in the EDI infrastructure have been substantial over the previous years and the FCI Communication Committee has recently launched the latest edition of an upgraded Internet-based communication system, capable of meeting the requirements of an e-commerce environment.
The system was originally introduced in 2002, but with regular upgrades, the system enjoys excellent user-friendliness and superior cost-efficiency.

Much attention was given by the Communication Committee to the further development of a new service in FCI: Purchase Order Management (POM). Under the POM structure exporters can already obtain credit risk protection on foreign customers, from the moment the purchase order is confirmed. Import Factors will accept this pre-shipment risk, while Export Factors can enhance the service by adding pre-shipment finance. POM illustrates how factoring is indeed exploring new 'horizons' (see also page 19).

FCI Secretariat

The permanent FCI Secretariat in Amsterdam continues to play a crucial role in initiating and coordinating the activities which directly or indirectly affect the scope and strength of the FCI network. Numerous projects are acted upon in close cooperation with the FCI Executive Committee and with the technical committees. The POM project is a perfect example, originally spearheaded by an ad-hoc committee for POM development, then subsequently adopted by other committees.

FCI members also frequently seek advice from the Secretariat in a wide variety of situations. The full-time FCI staff has been responding to these needs for more than four decades. As an experienced professional team they enjoy supporting FCI members and look forward to continue their work under the new leadership of Peter Mulroy and a newly elected FCI Chairman and Executive Committee.

The Mission of Factors Chain International

FCI is a global network of leading companies, whose common aim is to facilitate international trade through factoring and related financial services.

FCI's mission is to become the worldwide standard for international factoring.

FCI helps its members achieve competitive advantage in international trade finance services through:

- **A global network of first-class factoring companies**
- **Modern and effective communication systems, to enable them to conduct their businesses in a cost-efficient way**
- **A reliable legal framework to protect exporters and importers**
- **Standard procedures, aimed at maintaining a universal quality**
- **A package of training programs**
- **Worldwide promotion aimed at positioning international factoring as the preferred method of trade finance**

FCI will always have a flexible and market oriented attitude. It will remain an open chain, encouraging quality factoring companies to join its ranks. As an open chain, FCI will view competition as a stimulus for superior service to exporters.

FCI: The *standard* in international factoring

USA, Pigeon Point Lighthouse, California, Big Sur

Australia, Cape Willoughby Light, Kangaroo Island

Australia, Cape Bowling Green Light, Sydney, New South Wales

A Growing Industry

A growing number of companies offer factoring services and many of these work internationally. Most factors are either owned by, or associated with, well-known international banking or other financial institutions as well as insurance companies or industrial organisations.

Factoring is now universally accepted as vital to the financial needs of small and medium-sized businesses. It has the support of government offices and central banks throughout the world.

As international trade continues to increase, so too do the opportunities for the factoring industry. Because international factoring works in a similar way to domestic factoring, exporters have realised that it can help them to become more competitive in complex world markets.

Many businesses that turn to factoring companies are reassured that the industry is closely related to banking. Although factoring companies remain highly specialised institutions, nearly all major banks now have factoring subsidiaries. This has enabled the industry to promote its services with great success and to work for businesses of every size.

Factoring has become well established in developing countries as well as those that are highly industrialised. In various Asian countries, the growth of factoring has been dramatic while in Latin America, financial institutions continue to join the industry. Similar growth has occurred in Central Europe, the Baltics and the Middle East. A new region for factoring is Middle Africa, from West Africa to East Africa.

Today, almost every industry can profit from factoring. Textiles, clothing and (consumer) electronics are the most popular but manufacturers of industrial and farm equipment, office equipment and processed food are increasingly turning to factoring.

FCI members report that more service industries and large corporates have become clients. There is also plenty of evidence to suggest that fast-growing, sales-driven organisations appreciate the improved cash flow, efficiency and profitability that factoring can offer.

The Netherlands, West Schouwen Lighthouse, Haamstede

Portugal, Cabo de São Vicente Light

A Global Network

Factors Chain International was established in 1968 to represent the interests of independent factoring companies around the world. With member companies offering domestic and international factoring services in countries across all five continents, FCI is by far the world's largest factoring network. Member transactions represent nearly 90% of the world's international factoring volume.

When FCI was founded, domestic factoring services were only available in North America and a few European countries. At the time the idea of international factoring was new, yet FCI members could see its potential.

They realised that they needed to do two things:

- Introduce the concept of factoring into countries where the service was not available.
- Develop a framework for international factoring that would allow factors in the country of both the exporter and importer to work closely together.

This framework has been built around the availability of local expertise and sensitivity to national cultures together with an understanding of the economic and commercial influences affecting each country.

FCI also believes that global alliances require flexibility. Members can maintain their preferred methods of operation as long as they are compatible with FCI's standard methods of communication.

Membership in FCI is popular but an application to join does not automatically mean acceptance. Members must meet strict admission standards which apply to financial strength and an established reputation for quality and service.

The Role of Factoring in International Trade

For many companies, selling in an international market place is the ultimate challenge. While the rewards can be substantial, success can also bring its share of problems. Different customs, currency systems, laws and languages still create barriers to trade in a world where sophisticated computer technology allows orders abroad to be placed within seconds.

One of the greatest problems facing exporters is the increasing insistence by importers that trade be conducted on open account terms. This often means that payment is received many weeks or even months after delivery. Unsurprisingly, many organisations find that giving buyers credit in this way can cause severe cash flow problems. Further problems can arise if the importer delays payment beyond originally agreed terms or makes no payment at all because of financial failure.

International factoring provides a simple solution regardless of whether the exporter is a small organisation or a major corporation.

The role of the factor is to collect money owed from abroad by approaching importers in their own country, in their own language and in the locally accepted manner. As a result, distances and cultural differences cease to be a problem. A factor can also provide exporters with 100% protection against the importer's inability to pay.

The advantages of export factoring have proved to be very attractive to international traders.
It is now seen as an excellent alternative to other forms of trade finance and the role of the letter of credit is gradually diminishing as a consequence.

This means that the prospects for international factoring can be seen as favourable in all countries. Not only those that are highly industrialised, but also those that are still developing. In the future though, the real challenge for factoring companies will be to maintain their flexibility, so that they can react quickly to changing market circumstances.

The Netherlands, Marken Light, Waterland

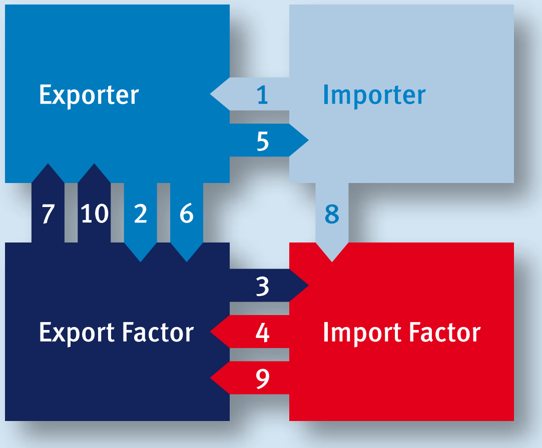
How Export Factoring Works with FCI

There is nothing complex about factoring. It is simply a unique package of services designed to ease the traditional problems of selling on open account. Typical services include investigating the creditworthiness of buyers, assuming credit risk and giving 100% protection against write-offs, collection and management of receivables and provision of finance through immediate cash advances against outstanding receivables.

When export factoring is carried out by members of FCI, the service normally involves a six-stage operation.

- The exporter signs a factoring contract assigning all agreed receivables to an Export Factor. The factor then becomes responsible for all aspects of the factoring operation.
- The Export Factor chooses an FCI correspondent to serve as an Import Factor in the country where goods are to be shipped. The receivables are then reassigned to the Import Factor.
- At the same time, the Import Factor investigates the credit standing of the buyer of the exporter's goods and establishes lines of credit. This allows the buyer to place an order on open account terms without opening Letters of Credit.
- Once the goods have been shipped, the Export Factor may advance up to 80% of the invoice value to the exporter.
- Once the sale has taken place, the Import Factor collects the full invoice value at maturity and is responsible for the swift transmission of funds to the Export Factor who then pays the exporter the outstanding balance.
- If after 90 days past due date an approved invoice remains unpaid, the Import Factor will pay 100% of the invoice value under guarantee.

Not only is each stage designed to ensure risk-free export sales, it lets the exporter offer more attractive terms to overseas customers. Both the exporter and the customer also benefit by spending less time and money on administration and documentation.



1. Exporter receives purchase order
2. Exporter sends importer's information for credit approval
3. Export Factor checks the importer's credit worthiness through FCI partner
4. Import Factor evaluates the importer and approves a credit limit
5. Exporter makes shipment to importer
6. Exporter submits invoice details and supporting documents
7. Export Factor makes cash advance up to 80% of factored invoices
8. Collections are carried out by the Import Factor
9. Import Factor remits funds to Export Factor
10. Export Factor remits 20% remaining Balance to Exporter's account less any charges

In all cases, exporters are assured of the best deal in each country. This is because Export Factors never appoint an Import Factor solely because the company is a fellow member of FCI. Import Factors are invited to compete for business and those with superior services are selected.

In some situations, FCI members handle their client's business without involving another factor. This is becoming more common in the European Community where national boundaries are disappearing. However FCI members conduct their business, one thing remains certain. Their aim is to make selling in the complex world of international trade as easy for clients as dealing with local customers.

Turkish rugs manufacturers prefer international factoring

Thanks to factoring, Step Carpet could grow their Exports significantly.

Step Halıcılık ve Mağazacılık San ve Tic A.S. is a well-known brand of contemporary rugs with boutiques in London, Paris, Milan, İstanbul, New York, Dubai and many other design capitals of the world.

Step Carpet focuses on the design and manufacturing of modern, fashionable rugs and home accessories. Combining traditional rug-making techniques with new technology, Step is known as a pioneer in the interior design business with innovative collections inspired by the latest fashion, colours and textures.

Step Carpet's strategy is to expand their business to further European markets. TEB Faktoring as Export Factor was recommended and introduced by one of their clients, İpliksan Isparta İplik San A.S, to Step Carpet, which shares the production facility with them.

New debtors from Germany and the Czech Republic were requiring longer open account terms in place of L/C's. After a positive assessment, TEB Faktoring was able to offer a full notification export factoring facility to Step Carpet.

In 2012, Step Carpet decided to sign an export factoring agreement with TEB to utilise their international factoring services, which includes the following benefits:

- 100 % credit protection against customer insolvency default backed by FCI Import Factors.
- Outsourcing of the receivables ledger bookkeeping workload and local collection services provided by Import Factors abroad.
- Short-term advances against the factored accounts receivable provided by TEB Faktoring.

Since then, thanks to the excellent service provided by TEB Faktoring and its Import Factor correspondents, Eurofactor AG in Germany and Factoring KB in the Czech Republic, Step Carpet has successfully exploited new markets, increased their export business, and solidified their supplier relationships. For Step, international factoring has been a useful financial tool which will enable them to generate an additional projected turnover of EUR 10 million in 2013.

Selling More Competitively Overseas

One of the greatest advantages of international factoring is that it allows both exporters and importers to trade on open account terms without risk.

FCI services to exporters

A member of FCI can offer three types of service to exporters that will give complete security, ensure administration is simpler and make a positive contribution towards cash flow:

- Export factoring establishes the credit-worthiness of existing and prospective customers and provides up to 100% credit protection.
- Sales ledger administration reduces non-productive overheads and frees up valuable management time.
- An agreed level of finance can be advanced once the goods have been shipped. The balance, less the factor's charges, is paid when the invoice is settled in full.

The advantages for exporters are

- They can expand sales abroad by offering competitive terms and conditions.
- They can offer open account terms by invoicing the importer and granting deferred payment terms, usually 30-90 days.
- They are fully covered against credit losses.
- They avoid the delays often encountered when arranging letters of credit.
- Speedy collection and remittance improves cash flow.
- Administration costs are reduced.
- They have access to a flexible source of working capital to help increase export sales.

FCI services to importers

A Letter of Credit is the most internationally accepted method of guaranteeing payment. Yet, while this method does have some merit, it is outdated and cumbersome plus it places financial burdens on both the exporters and the importers.

The alternative is for FCI members to guarantee payment to the exporter through an arrangement with a local factor. No Letter of Credit is necessary. All that is required is for a revolving credit limit to be established on the importer's business. When invoices are due for payment, the importer pays the Import Factor member who sends the funds on to the corresponding Export Factor.

The advantages for importers are

- They can buy on open account terms.
- They do not need to open Letters of Credit.
- They can expand their purchasing power without using existing lines of credit.
- They can purchase goods without incurring delays.
- They will find it easier to generate new sources of supply.

Step Halıcılık ve Mağazacılık

United States, Point Reyes Light, Reyes, California

Canada, Head Harbor (East Quoddy) Light, Campobello Island

Purchase Order Management – POM

Purchase Order Management or POM means different things to different people. For factors within FCI, POM means *visibility*... visibility into the entire Open Account transaction from order to collection of payment.

Historically, FCI has focused on the post-shipment portion of the Open Account transaction.
Exporters, however, have cash flow needs that start with the acceptance of the order and remain through pre-shipment and continue through post-shipment until payment is received.
POM in its simplest form is a method for Export and Import Factors to track transactions as they lead up to traditional factored invoices. However, POM was built to do more than just track a Purchase Order. POM can include the services of credit protection and order verification.

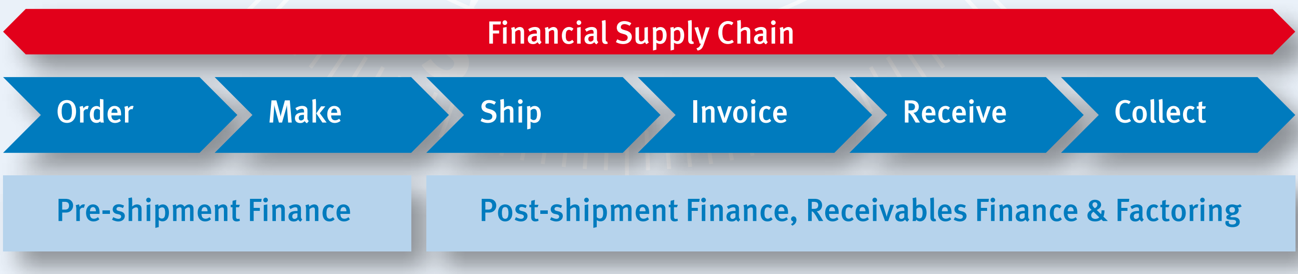
Credit Protection

A risk for any exporter when accepting a Purchase Order is: will the importer be able to pay for the goods once they are received? POM through the Import Factor provides credit protection against the insolvency of importers related to an approved Purchase Order.

Verification

Visibility into a pre-shipment transaction is more than a Purchase Order number and an amount. It is about recognising the validity of the Purchase Order. Through the strength of FCI's two-factor network, the Export Factor is provided with the knowledge that a Purchase Order is valid and supports the Export Factor in funding the seller during the pre-shipment period.

The POM is not only a financial service addressing the needs of sellers and buyers. The POM is a product providing ***visibility*** to factors thereby reducing risk inherent to pre-shipment finance.
FCI's commitment to ***exploring new horizons*** is evident with the development of the POM product to meet its clients' needs.



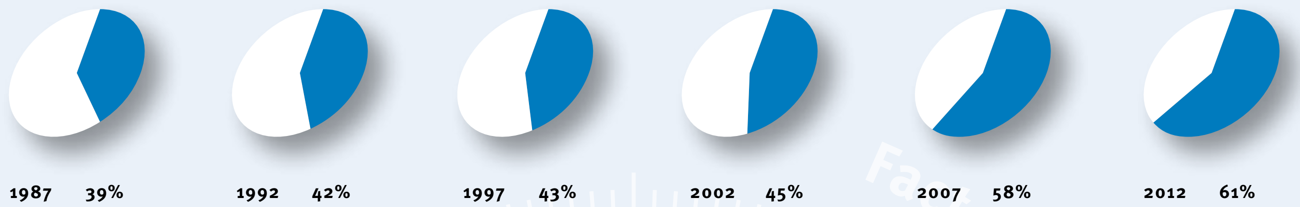
Chile, Isla Magdalena Lighthouse, Patagonia

Brazil, Santo Antônio da Barra / Farol de Barra, Salvador, Bahia

FCI Expressed in Figures

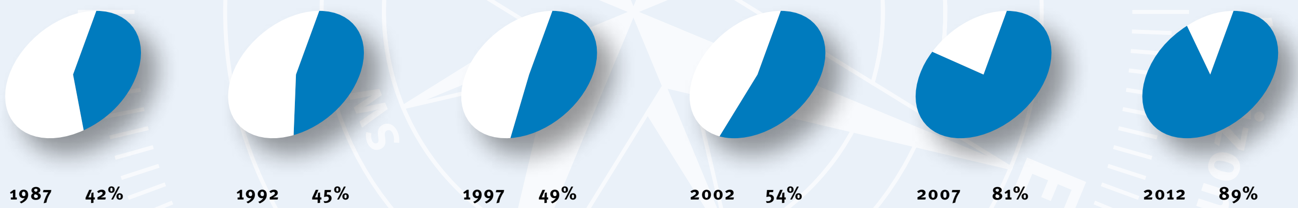
Twenty-five years of total factored volume for all FCI members (in millions of euros)

... and the FCI market share (in comparison to worldwide factored volume)

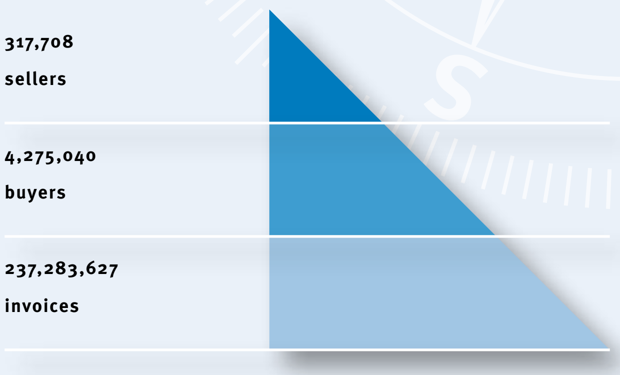


Twenty-five years of cumulative export and import factored volume for all FCI members (in millions of euros)

... and the FCI market share of international factoring (in comparison to worldwide figures)



FCI's impact on trade finance worldwide



Domestic and International Factoring by Country in 2012

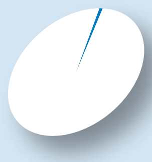
in millions of Euros

	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 Republic	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**

Total factoring volume

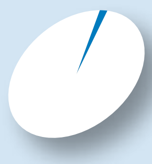
Europe 61%

Americas 9%



Africa 1%

Asia 27%



Australasia 2%

Total Factoring Volume by Country in the Last 7 Years

in millions of Euros

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

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