



**ASSIFACT**

Associazione Italiana per il Factoring

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**Comitato Esecutivo del 4 maggio 2021**

**Punto 2 all' ODG  
Comunicazioni**

**ALLEGATO 2.2  
Dati FCI e EUF sul mercato del factoring**

## Latest News

# Press Release: 2020 Preliminary Global Factoring Statistics

The first estimates for the factoring industry worldwide in 2020 have been announced today by the FCI Secretary General.

The global figure gives a significant indication that the industry had a very challenging year, in line with the havoc that the 2020 pandemic created globally, all countries impacted differently based on their own specific measures and response to this crisis. Some reached the lowest levels in the six years reported while others managed to cope better to the environment. We entered 2020 with the residue from the trade war, major geopolitical issues, and the finalization of BREXIT. However, the most significant event, COVID-19 was just unknowingly right around the corner, and the biggest threat to world trade. Fast forward to the year end, and compared with the previous year's 2,917 billion euro, the 2020 estimated volume of **2,724 billion euro** represents a decline of approximately 6.6%. International factoring volume also declined by 4%.



**Europe**, the largest contributor representing around 68% of the total, with 1,842 billion euro shows an overall decline of close to 7%. From a factoring volume perspective, top five players include France (-8%), Germany (-0.2%), United Kingdom (-17%), Italy (-11%) and Spain (-2%) which makes up 70% of the market. Vast majority of the countries reported declines as it can be seen in the report but there are a few positive and noteworthy exceptions like the Netherlands (+1.4%), Romania (+3.5%) and Hungary (+3.2%). Turkey, another significant player in Europe showed a significant decline, from 22 Billion in 2019 to 16.5 billion in 2020, representing a -25%.

The **Asia Pacific** region, one of the two regions presenting an increase, represents around 26% of the global volume with 697 billion euro, an increase of 1.4% over 2019's 687 billion euro. In 2020, over 521 billion euro relate to Greater China (Mainland China +7%, Hong Kong -5% and Taiwan -12%). Possible explanation of China's growth could be due to the increase in exports in the 2H2020 and also due to the rebound expected after the previous year of decline. Japan showed a growth rate of 3.5% reaching 51 billion euro while on the opposite side, with the lowest value in the last 6 years, Singapore reported a decline of around 27% with 29 billion euro and India -30% with 3.5 billion euro.

**The Americas** together is in third position, representing 5% share of the total world factoring volume with an overall figure of 150 billion euro, having reported a decline of around 30%, certainly the hardest hit region globally.

**South and Central America**, 3% share of the total world factoring volume with 84 billion euro experienced a staggering decline of 37%. The top three players present themselves as follows: Chile (-20%), Brazil (-60%), Mexico (-43%) while Peru, another important factoring market showed only a decline of 2%.

**North America**, 2% share of the total world factoring volume with just less than 67 billion euro, continued its decline trend reported in the last years with -23% from 2019. The North America region was hit hard by retail bankruptcies in the 1H2020, which impacted the P&L of many members there, but also in part affected volume for the remainder of the year.

**Africa**, which has grown nicely over the past few years, witnessed a slight growth in volume in 2020, representing a +3% increase. The total market adds up to a total of 25 billion euro indicating only slight growth, accounting for less than one percent of world factoring volume.

Certainly the decline was driven by the massive reduction in GDP experienced in the first and second quarters of 2020. However, as FCI reports its figures in EURO, considering the Eurozone countries account for over half of global volume, there were some major swings in currency valuations during the year, which in some cases drastically impacted the translated figures. You can see that most major currencies depreciated against the EURO in 2020, including the US Dollar close to -10%, the Brazilian Real -42%, the Mexican Peso -15%, the South African Rand -14%, Turkish Lira -36%, the Japanese Yen -4%, to name a few. So the declines experienced globally but especially in the Americas have to be taken into consideration in light of this significant depreciation in world currencies. FCI also reports the figures in US Dollars, which understandably shows a much better performance, with world growth by +2.6%.

The FCI Global Factoring Statistical Report presents on an annual basis the key factoring data around the world. They cover domestic and cross-border factoring volume collected from over 350 members in 94 countries. The full final statistical report is expected to be released by end May 2021 and will also be made available on the FCI website.

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## FCI Latest News

29 APRIL 2021



### [Press Release: FCI Academy offers new online courses to all industry stakeholders](#)

Amsterdam, 29 April 2021 FCI Academy announces the opening of the certificate programmes and the specialized online courses to all industry stakeholder. FCI

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21 APRIL 2021



### [Press Release: 2020 Preliminary Global Factoring Statistics](#)

The first estimates for the factoring industry worldwide in 2020 have been announced today by the FCI Secretary General. The global figure gives a significant indication that the industry had a very challenging year

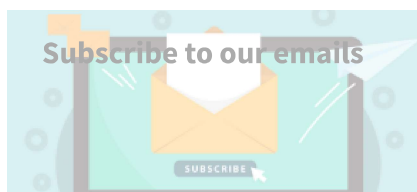
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15 APRIL 2021

### [FCI welcomes its new Associate member in Turkey: Bien Finans Faktoring A.S.](#)

Bien Finans Faktoring A.S, was established in September 2020 in Turkey and received official authorization from the Banking Regulation and Supervision Agency in

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## EUF STATISTICS

### 31 December 2020

#### 1. ESTIMATES OF EU TURNOVER VOLUMES

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

31 December 2020	Estimate of the EU Total	% on Total Turnover	Significance of the sample on total turnover	
<b>Total Turnover</b>	<b>1.781.185</b>	<b>100%</b>	<b>100%</b>	
<i>of which:</i>				
Domestic	1.415.302	79%	67%	
International	365.883	21%	67%	
Recourse	832.372	47%	67%	<sup>1</sup>
Non Recourse	948.813	53%	67%	<sup>1</sup>
Owned by banks and banking groups	1.703.198	96%	68%	<sup>1</sup>
Owned by non banking companies	77.987	4%	68%	<sup>1</sup>

#### 2. ESTIMATES OF EU BALANCES

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

31 December 2020	Estimate of the EU Total	% on Security Values	Significance of the sample on total turnover	
<b>Total Advances</b>	<b>244.534</b>	<b>77,3%</b>	<b>78%</b>	<sup>2</sup>
<b>Total Security Values</b>	<b>316.443</b>		<b>44%</b>	<sup>3</sup>

#### 3. CUSTOMERS

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

31 December 2020	Estimate of the EU Total	Significance of the sample on total turnover	
<b>Total Number of Active Client (Supplier) Relationships</b>	<b>258.543</b>	<b>79%</b>	<sup>4</sup>

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

<sup>2</sup> The sample includes Austria, Belgium, Croatia, Czechia, Denmark, France, Italy, Netherlands, Poland, Portugal, Spain and UK.

<sup>3</sup> The sample includes Belgium, Denmark, Italy, Netherlands, Poland and UK.

<sup>4</sup> The sample includes Austria, Belgium, France, Germany, Italy, Netherlands, Poland and UK.

## EUF STATISTICS

### 31 December 2020

#### 4. TURNOVER VOLUMES

##### Turnover volumes by Country (Millions of €)

31 December 2020	Notes	Total Turnover	pct var. on the previous year (Total)	GDP Penetration	EU Market Share	GDP pct var. on the PY
Austria*		26.762	-2%	7,1%	1,5%	-5,5%
Belgium*		81.716	-4%	18,2%	4,6%	-5,6%
Bulgaria	(1)/(2)	3.300	-7%	5,4%	0,2%	-1,0%
Croatia*	(1)/(2)	1.132	1%	2,3%	0,1%	-9,5%
Cyprus	(2)	2.940	-8%	14,0%	0,2%	-5,8%
Czechia*	(1)	6.990	0%	3,3%	0,4%	-4,6%
Denmark*	(1)	18.695	-2%	6,0%	1,0%	-1,2%
Estonia	(3)	3.900	0%	14,4%	0,2%	-3,4%
Finland	(3)	28.000	0%	11,8%	1,6%	-1,3%
France*		323.567	-7%	14,2%	18,2%	-6,1%
Germany*	(2)	275.000	0%	8,3%	15,4%	-3,4%
Greece*		14.430	-4%	8,7%	0,8%	-9,6%
Hungary	(1)/(2)	8.820	14%	6,5%	0,5%	-7,2%
Ireland	(3)	28.424	0%	7,8%	1,6%	2,9%
Italy*		234.842	-11%	14,2%	13,2%	-7,8%
Latvia	(2)	815	1%	2,8%	0,0%	-3,6%
Lithuania	(2)	2.700	-21%	5,5%	0,2%	0,0%
Luxemburg	(3)	339	0%	0,5%	0,0%	1,0%
Malta	(3)	696	0%	5,4%	0,0%	-5,7%
Netherlands*		113.758	1%	14,3%	6,4%	-1,6%
Norway *	(1)	25.235	1%	7,9%	1,4%	-12,2%
Poland*	(1)	62.864	3%	12,1%	3,5%	-2,7%
Portugal*		31.468	-7%	15,5%	1,8%	-5,3%
Romania	(1)/(2)	5.023	5%	2,3%	0,3%	-2,3%
Slovakia	(2)	1.604	-21%	1,8%	0,1%	-2,9%
Slovenia	(2)	1.750	-13%	3,8%	0,1%	-4,3%
Spain*		182.264	-2%	16,3%	10,2%	-10,0%
Sweden	(1)/(3)	21.473	0%	4,5%	1,2%	-0,5%
United Kingdom*	(1)	272.677	-12%	11,3%	15,3%	-4,8%
<b>EU Total Turnover</b>	<b>(1)/(2)/(3)</b>	<b>1.781.185</b>	<b>-5,4%</b>	<b>11,1%</b>	<b>100,0%</b>	<b>-6,4%</b>
<b>EUF Members (*)</b>	<b>(1)/(2)</b>	<b>1.671.401</b>	<b>-5,7%</b>	<b>11,8%</b>	<b>93,8%</b>	

**Notes:**

- 1) Pct variation has been corrected in order to avoid biases due to exchange rates fluctuation.
- 2) Estimates on the basis of available information
- 3) Estimates of the turnover - the previous year's turnover implemented

**Source: EUF Members, FCI, Eurostat, ONS (GDP values in current market prices)**

## EUF STATISTICS

### 31 December 2020

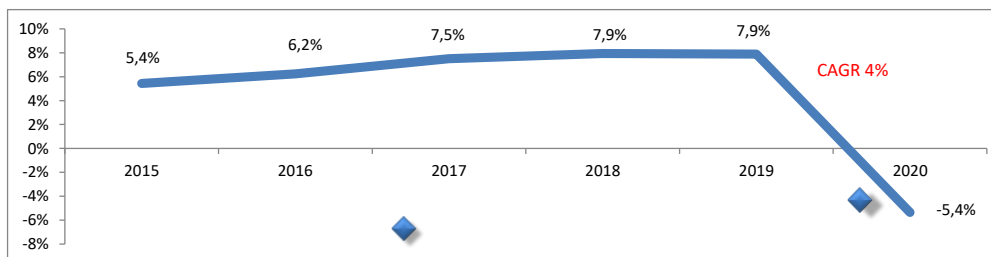
#### 5. TURNOVER VOLUMES - ANNUAL TRENDS

##### 5.1 Turnover volumes by Country, last 6 years (Millions of €)

31 December 2020	2015	2016	2017	2018	2019	2020	CAGR 2015-2020
Austria	18.264	19.621	21.091	24.107	27.220	26.762	8%
Belgium	61.169	62.846	69.641	76.340	84.819	81.716	6%
Bulgaria	1.820	1.947	2.919	3.211	3.532	3.300	13%
Croatia	2.885	2.825	1.340	1.094	1.140	1.132	-17%
Cyprus	2.414	2.925	2.830	3.585	3.181	2.940	4%
Czechia	5.064	4.848	6.121	6.778	7.240	6.990	7%
Denmark	12.606	13.237	14.948	18.637	18.838	18.695	8%
Estonia	2.010	2.495	2.495	3.600	3.900	3.900	14%
Finland	23.095	22.000	24.000	25.800	28.000	28.000	4%
France	248.194	268.160	290.803	320.409	349.714	323.567	5%
Germany	209.001	216.878	232.431	241.814	275.491	275.000	6%
Greece	12.869	12.782	13.151	14.635	15.045	14.430	2%
Hungary	3.779	3.635	5.730	6.911	8.550	8.820	18%
Ireland	25.978	23.952	26.294	26.294	28.424	28.424	2%
Italy	190.488	208.642	228.421	247.430	263.364	234.842	4%
Latvia	867	867	720	784	805	815	-1%
Lithuania	3.150	3.100	3.000	3.660	3.400	2.700	-3%
Luxemburg	339	339	339	339	339	339	0%
Malta	275	275	350	554	696	696	20%
Netherlands	65.698	82.848	89.713	98.368	112.148	113.758	12%
Norway	18.476	21.867	22.682	25.923	26.441	25.235	6%
Poland	35.020	39.756	44.300	56.474	66.141	62.864	12%
Portugal	22.921	24.517	27.008	31.757	33.800	31.468	7%
Romania	3.651	4.016	4.560	5.007	4.854	5.023	7%
Slovakia	1.036	1.646	1.646	2.521	2.032	1.604	9%
Slovenia	329	1.000	1.200	1.400	2.000	1.750	40%
Spain	115.220	130.656	146.292	166.391	185.559	182.264	10%
Sweden	26.078	20.481	20.094	19.822	20.625	21.473	-4%
United Kingdom	376.601	326.878	324.260	320.193	328.966	272.677	-6%
<b>EU Total Turnover</b>	<b>1.470.821</b>	<b>1.503.170</b>	<b>1.605.697</b>	<b>1.753.837</b>	<b>1.906.265</b>	<b>1.781.185</b>	<b>4%</b>
<b>EU Total Turnover (Growth, %)*</b>	<b>5,4%</b>	<b>6,2%</b>	<b>7,5%</b>	<b>7,9%</b>	<b>7,9%</b>	<b>-5,4%</b>	

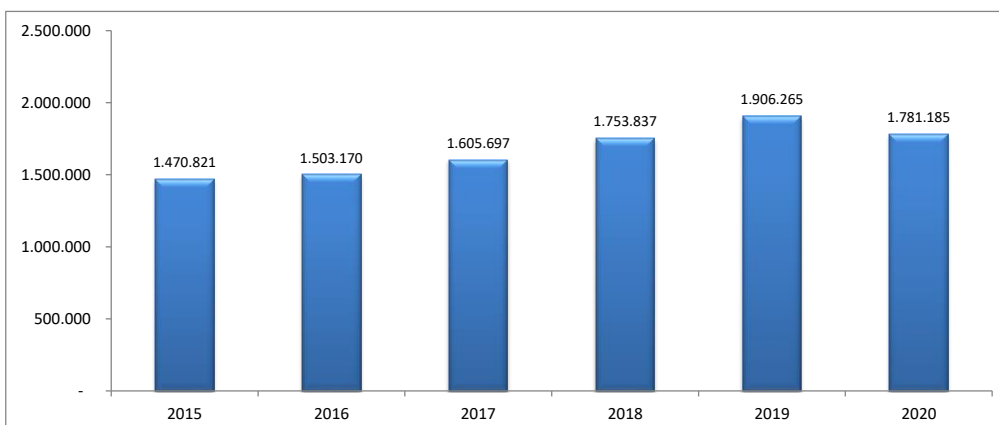
\* Pct Variation, where possible, has been corrected in order to avoid biases due to exchange rate fluctuation

##### 5.2 EU Turnover growth, last 6 years (%)



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

##### 5.3 EU Total Turnover, last 6 years (Millions of €)



## EUF STATISTICS

### 31 December 2020

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

31 December 2020	Total	International (%)	Non recourse (%)	Not notification (%)	Maturity Factoring (%)	Reverse Factoring (%)	Made by banks and banking groups (%)
Austria	26.762	54,8%	66,2%	55,0%			
Belgium	81.716		41,9%	64,9%			
Bulgaria	3.300	37,9%					
Croatia	1.132	3,5%		1,5%			88,4%
Cyprus	2.940	1,4%					
Czechia	6.990	35,3%	45,0%				
Denmark	18.695	47,5%					
Estonia	3.900						
Finland	28.000						
France	323.567	32,2%					97,6%
Germany	275.000		99,0%				
Greece	14.430	13,4%	38,9%	21,9%			
Hungary	8.820	8,6%					
Italy	234.842	22,0%	79,5%	48,4%	20,9%	9,8%	89,9%
Ireland	28.424						
Latvia	815	50,6%					
Lithuania	2.700	50,0%					
Luxembourg	339						
Malta	696						
Netherlands	113.758						100,0%
Norway	25.235						
Poland	62.864	17,3%	49,0%	10,4%		21,0%	97,5%
Portugal	31.468	12,4%	23,1%			39,6%	
Romania	5.023	16,3%					
Slovakia	1.604						
Slovenia	1.750	42,9%					
Spain	182.264	12,0%	25,1%			51,3%	97,0%
Sweden	21.473						
United Kingdom	272.677	7,7%	11,0%				94,8%
<b>EU<sup>1</sup></b>	<b>1.781.185</b>	<b>20,5%</b>	<b>53,3%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>95,6%</b>

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