

Consiglio del 30 maggio 2018

**Punto 3 all' ODG
Comunicazioni del Presidente**

**ALLEGATO 3.1
Dati statistici FCI - Mercato mondiale del factoring**

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

	EUR 2011	EUR 2012	EUR 2013	EUR 2014	EUR 2015	EUR 2016	EUR 2017	VAR YOY	FCI SHARE
Invoice Discounting	279.113	302.030	330.518	299.930	310.313	333.544	303.272	-9%	
Recourse Factoring	267.523	306.187	339.644	356.058	301.948	236.613	231.270	-2%	
Non-Recourse Factoring	331.257	352.353	344.863	372.115	434.456	481.172	478.640	-1%	
Collections	26.018	27.786	31.399	40.123	57.725	47.472	40.866	-14%	
Reverse							50.010		
Total Domestic Factoring FCI	903.912	988.529	1.046.425	1.068.226	1.104.441	1.098.800	1.104.058	0%	53%
Export Factoring	162.972	192.573	219.285	242.472	261.214	256.551	292.408	14%	
Import Factoring	30.943	36.707	50.481	54.081	66.612	63.446	55.460	-13%	
Export Invoice Discounting	51.069	85.163	87.447	89.025	96.871	108.038	106.104	-2%	
Reverse							4.497		
Total International Factoring FCI	244.983	314.442	357.213	385.579	424.697	428.035	458.469	7%	88%
Grand Total FCI	1.148.895	1.302.971	1.403.638	1.453.804	1.529.138	1.526.836	1.562.527	2%	60%
World Domestic Factoring	1.750.899	1.779.785	1.827.680	1.857.410	1.838.366	1.868.855	2.078.758	11%	
World International Factoring	264.108	352.446	402.798	490.114	529.379	507.112	519.540	2%	
World Total	2.015.007	2.132.231	2.230.477	2.347.524	2.367.745	2.375.967	2.598.298	9%	

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

	USD 2011	USD 2012	USD 2013	USD 2014	USD 2015	USD 2016	USD 2017	VARIATION YOY	FCI SHARE
Invoice Discounting	361.647	398.897	456.181	359.946	339.203	351.055	363.866	7%	
Recourse Factoring	346.630	403.552	468.777	427.305	330.060	249.035	277.478	-16%	
Non Recourse Factoring	429.210	464.291	475.980	446.576	474.903	506.434	574.272	21%	
Collections	33.712	36.635	43.337	48.151	63.099	49.964	49.031	-22%	
Reverse Domestic							60.002		
Total Domestic Factoring FCI	1.171.198	1.303.375	1.444.275	1.281.978	1.207.265	1.156.487	1.324.648	-6%	53%
Export Factoring	211.162	253.907	302.658	290.990	285.533	270.020	350.831	23%	
Import Factoring	40.092	48.398	69.674	64.903	72.813	66.777	66.541	-9%	
Export Invoice Discounting	66.170	112.288	120.694	106.839	105.890	113.710	127.304	20%	
Reverse International							5.395		
Total International Factoring FCI	317.425	414.592	493.025	462.733	464.236	450.507	550.071	18%	88%
Grand Total FCI	1.488.623	1.717.968	1.937.301	1.744.710	1.671.501	1.606.995	1.874.720	12%	60%
World Domestic Factoring	2.268.640	2.346.646	2.522.564	2.229.078	2.009.518	1.966.970	2.494.094	24%	
World International Factoring	342.204	464.700	555.941	588.185	578.664	533.736	623.344	8%	
World Total	2.610.844	2.811.346	3.078.505	2.817.263	2.588.182	2.500.706	3.117.437	20%	

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

	2011	2012	2013	2014	2015	2016	2017	Var
EUROPE								
Armenia	14	0	62	70	75	100	120	20%
Austria	8.986	10.969	14.110	16.400	18.264	19.621	21.091	7%
Azerbaijan					13	56	65	16%
Belarus					320	330	250	-24%
Belgium	38.204	42.352	47.684	55.374	61.169	62.846	69.641	11%
Bulgaria	1.010	1.500	1.600	1.728	1.820	1.947	2.919	50% (#)
Croatia	2.269	2.269	3.146	2.498	2.885	2.825	1.340	-53%
Cyprus	3.758	3.350	2.823	2.671	2.414	2.925	2.830	-3%
Czech Republic	5.115	5.196	5.302	5.912	5.064	4.848	6.121	26%
Denmark	9.160	8.800	8.932	10.463	12.606	13.237	14.948	13%
Estonia	1.164	1.877	1.899	2.010	2.010	2.495	2.495	0%
Finland	13.000	17.000	17.699	20.554	23.095	22.000	24.000	9%
France	174.580	186.494	200.459	226.598	248.193	268.160	290.803	8% (#)
Georgia			0	5	14	14	25	79%
Germany	158.034	157.420	171.290	189.880	209.001	216.878	232.431	7% (#)
Greece	14.731	12.761	12.094	13.017	12.869	12.782	13.151	3% (#)
Hungary	2.817	2.676	2.661	2.827	3.779	3.635	5.730	58%
Ireland	18.330	19.956	21.206	25.476	25.978	23.952	26.294	10%
Italy	175.182	181.878	178.002	183.004	190.488	208.642	228.421	9%
Latvia	371	542	592	680	867	867	720	-17%
Lithuania	2.134	2.488	2.763	5.550	3.150	3.100	3.000	-3%
Luxembourg	180	299	407	339	339	339	339	0%
Malta	200	240	178	296	275	275	350	27%
Moldova				13	17	17	3	-82%
Netherlands	46.000	50.000	52.000	53.378	65.698	82.848	89.713	8%
Norway	16.395	18.115	16.296	17.182	18.476	21.867	22.682	4%
Poland	17.900	24.510	31.588	33.497	35.020	39.396	44.300	12%
Portugal	27.879	22.948	22.303	21.404	22.921	24.517	27.008	10% (#)
Romania	2.582	2.920	2.713	2.700	3.651	4.037	4.560	13%
Russia	21.174	35.176	41.960	29.170	23.332	28.004	33.792	21%
Serbia	926	950	679	306	445	555	603	9%
Slovakia	1.171	1.024	1.068	1.036	1.036	1.646	1.646	0%
Slovenia	550	650	626	563	329	1.000	1.200	20% (#)
Spain	122.125	124.036	116.546	112.976	115.220	130.656	146.292	12%
Sweden	29.259	33.149	30.544	28.290	26.078	20.481	20.094	-2%
Switzerland	3.450	3.000	3.100	3.832	3.832	3.832	3.832	0%
Turkey	30.869	31.702	32.036	41.229	39.310	35.085	34.575	-1%
Ukraine	955	1.233	1.340	1.035	442	295	295	0%
U K	268.080	291.200	308.096	350.622	376.571	326.878	324.260	-1%
Total Europe	1.218.540	1.298.680	1.353.742	1.462.510	1.556.977	1.592.988	1.701.939	7%
NORTH AMERICA								
Canada	5.284	7.100	5.680	5.831	5.530	5.609	5.392	-4%
U S A	105.000	77.543	83.739	97.670	95.000	89.463	87.000	-3%
Total North America	110.284	84.643	89.419	103.501	100.530	95.072	92.392	-3%
SOUTH AMERICA								
Argentina	475	614	856	1.299	1.551	1.891	2.282	21%

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

	2011	2012	2013	2014	2015	2016	2017	Var
Bolivia	35	35	31	22	44	44	44	0%
Brazil	45.623	43.627	31.552	31.782	28.965	45.379	50.432	11%
Caribbean					45		0	
Chile	21.500	24.000	25.500	24.850	22.300	25.050	22.756	-9%
Colombia	4.990	4.562	7.076	8.985	10.333	7.630	7.655	0%
Costa Rica	30	180	115	2.337	2.710	231	231	0%
Dominican Rep							144	
Honduras					22	27	27	0%
Mexico	21.074	26.130	28.061	25.486	19.291	22.510	23.314	4%
Peru	2.461	2.310	8.163	8.293	1.475	1.550	10.105	9% (*)
Uruguay		61	58	70	90	84	98	17% (#)
Total South America	96.188	101.519	101.412	103.124	86.826	104.396	117.088	12%
AFRICA								
Egypt	200	220	450	435	537	550	418	-24%
Kenya					215	215	215	0%
Mauritius	127	128	145	206	235	256	208	-19%
Morocco	1.406	1.844	2.755	4.200	2.708	2.708	3.374	25%
South Africa	21.378	21.378	19.400	15.898	14.672	16.291	17.117	5% (#)
Tunisia	340	357	373	355	354	373	339	-9%
Total Africa	23.451	23.928	23.123	21.094	18.721	20.393	21.671	6%
ASIA PACIFIC								
Australia	57.491	49.606	40.206	42.290	41.761	47.658	47.658	0%
China	273.690	343.759	378.128	406.102	352.879	301.635	405.537	34% (#)(\$)
Hong Kong	17.388	29.344	32.250	30.800	33.425	42.676	46.945	10%
India	2.800	3.650	5.240	4.340	3.700	3.881	4.269	10%
Indonesia	3	3	819	810	682	682	682	0%
Japan	111.245	97.210	77.255	51.072	54.184	49.466	37.284	-25%
Kazakhstan					106	106	106	0%
Korea	8.087	8.000	12.343	12.713	13.094	14.142	13.094	-7%
Malaysia	1.050	1.782	1.782	1.782	330	1.527	1.650	8% (#)
Singapore	6.670	8.670	9.970	37.840	38.900	40.500	44.000	9%
Sri Lanka				38	116	116	116	0%
Taiwan	79.800	70.000	73.000	56.680	52.693	47.189	49.548	5% (#)
Thailand	3.080	4.339	3.348	4.144	4.414	5.300	5.600	6%
Vietnam	67	61	100	100	335	658	700	6%
Total Asia Pacific	561.371	616.424	634.441	648.716	596.633	555.550	657.189	18%
MIDDLE EAST								
Israel	1.650	1.422	1.060	3.000	2.108	3.080	3.295	7%
Lebanon	327	301	352	416	508	610	662	9%
Qatar	75	75	88	62	62	62	62	0%
UAE	1.750	2.900	3.500	5.020	5.350	3.831	4.000	4%
Total Middle East	3.802	4.698	5.000	8.498	8.028	7.583	8.019	6%
TOTAL WORLD	2.014.978	2.132.186	2.208.372	2.347.513	2.367.790	2.375.967	2.598.298	9%

(*) Data reported in previous years for Peru were wrong; % var based on correct 2016 figure

(\$) Source CBA and Commercial Factors

(#) Changed from provisional figures

2017 WORLD FACTORING VOLUMES (in millions)

	Country	dom €	int €	tot €	#cos	dom \$	int \$	tot \$
	Egypt	367	51	418	7	440	61	502
	Kenya	193	22	215	5	232	26	258
	Mauritius	203	5	208	3	244	6	250
	Morocco	3.174	200	3.374	6	3.808	240	4.048
	South Africa	17.069	48	17.117	13	20.479	58	20.537
	Tunisia	323	16	339	5	388	19	407
Africa Total		21.329	342	21.671	39	25.591	410	26.001
	Australia	47.648	10	47.658	6	57.168	12	57.180
	China	340.733	64.803	405.537	5000	408.812	77.751	486.563
	Hong Kong	12.132	34.812	46.944	12	14.556	41.767	56.323
	India	3.842	427	4.269	17	4.610	512	5.122
	Indonesia	680	2	682	2	816	2	818
	Japan	36.471	813	37.284	3	43.758	975	44.733
	Kazakhstan	106		106		127	-	127
	Korea	7.795	5.299	13.094	16	9.352	6.358	15.710
	Malaysia	1.320	330	1.650	25	1.584	396	1.980
	Singapore	25.300	18.700	44.000	8	30.355	22.436	52.791
	Sri Lanka	100	16	116	1	120	19	139
	Taiwan	17.113	32.435	49.548	22	20.532	38.916	59.448
	Thailand	5.450	150	5.600	6	6.539	180	6.719
	Vietnam	400	300	700	15	480	360	840
Asia-Pacific Total		499.091	158.098	657.188	5133	598.809	189.686	788.495
	Armenia	50	70	120	7	60	84	144
	Austria	13.912	7.179	21.091	4	16.692	8.613	25.305
	Azerbaijan	61	4	65	1	73	5	78
	Belarus	220	30	250	6	264	36	300
	Belgium	69.503	138	69.641	5	83.390	166	83.555
	Bulgaria	1.948	971	2.919	9	2.337	1.165	3.502
	Croatia	1.120	220	1.340	12	1.344	264	1.608
	Cyprus	2.800	30	2.830	2	3.359	36	3.395
	Czech Republic	3.882	2.239	6.121	6	4.658	2.686	7.344
	Denmark	8.330	6.618	14.948	9	9.994	7.940	17.935
	Estonia	2.065	430	2.495	6	2.478	516	2.994
	Finland	22.000	2.000	24.000	6	26.396	2.400	28.795
	France	214.496	76.307	290.803	12	257.352	91.553	348.905
	Georgia	23	2	25	3	28	2	30
	Germany	160.651	71.780	232.431	190	192.750	86.121	278.871
	Greece	11.177	1.974	13.151	7	13.410	2.368	15.779
	Hungary	4.985	745	5.730	15	5.981	894	6.875
	Ireland	24.716	1.578	26.294	5	29.655	1.893	31.548
	Italy	170.245	58.176	228.421	30	204.260	69.800	274.060
	Latvia	400	320	720	3	480	384	864
	Lithuania	1.200	1.800	3.000	9	1.440	2.160	3.599
	Luxembourg	339	-	339	1	407	-	407
	Malta	100	250	350	2	120	300	420
	Moldova		3	3	1	-	4	4
	Netherlands	71.770	17.943	89.713	5	86.110	21.528	107.638
	Norway	20.033	2.649	22.682	4	24.036	3.178	27.214
	Poland	35.173	9.127	44.300	22	42.201	10.951	53.151
	Portugal	22.741	4.267	27.008	12	27.284	5.120	32.404
	Romania	3.667	893	4.560	18	4.400	1.071	5.471
	Russia	33.353	439	33.792	35	40.017	527	40.544
	Serbia	555	48	603	11	666	58	723
	Slovakia	1.637	9	1.646	10	1.964	11	1.975
	Slovenia	1.000	200	1.200	6	1.200	240	1.440
	Spain	114.229	32.063	146.292	22	137.052	38.469	175.521
	Sweden	19.491	603	20.094	15	23.386	723	24.109

2017 WORLD FACTORING VOLUMES (in millions)

	Country	dom €	int €	tot €	#cos	dom \$	int \$	tot \$
	Switzerland	3.750	82	3.832	6	4.499	98	4.598
	Turkey	28.000	6.575	34.575	72	33.594	7.889	41.483
	Ukraine	294	1	295	19	353	1	354
	United Kingdom	291.834	32.426	324.260	38	350.142	38.905	389.047
Europe Total		1.361.751	340.188	1.701.939	646	1.633.829	408.158	2.041.987
	Israel	2.925	370	3.295	10	3.509	444	3.953
	Lebanon	661	1	662	3	793	1	794
	Qatar	62	-	62	1	74	-	74
	UAE	3.200	800	4.000	6	3.839	960	4.799
Middle East Total		6.848	1.171	8.019	20	8.216	1.405	9.621
	Canada	4.777	615	5.392	64	5.731	738	6.469
	United States	74.000	13.000	87.000	700	88.785	15.597	104.383
N. America Total		78.777	13.615	92.392	764	94.517	16.335	110.852
	Argentina	2.261	21	2.282	5	2.713	25	2.738
	Bolivia	27	17	44	1	32	20	53
	Brazil	50.327	105	50.432	600	60.382	126	60.508
	Chile	18.465	4.291	22.756	20	22.154	5.148	27.303
	Colombia	6.889	766	7.655	19	8.265	919	9.184
	Costa Rica	230	1	231	34	276	1	277
	Dominican Rep	121	23	144	9	145	28	173
	Honduras	17	10	27	2	20	12	32
	Mexico	22.851	463	23.314	18	27.417	556	27.972
	Peru	9.689	416	10.105	34	11.625	499	12.124
	Uruguay	85	13	98	2	102	16	118
S. America Total		110.962	6.126	117.088	744	133.132	7.350	140.482
Grand Total		2.078.758	519.540	2.598.298	7.346	2.494.094	623.344	3.117.437

no input received used same figures as previous year

only total received - breakdown calculated with same proportion as previous year