Annual
2020

Annual Asset-Based Lending Survey Highlights

Secured Finance Network

An association of professionals putting capital to work

Table of Contents

Introduction

The Secured Finance Network's Annual Asset-Based Industry reports are designed to provide lenders year-end 'snapshots' of their respective industries that can be used to benchmark performance.

Thirty-four SFNet members engaged in asset-based lending participated in this year's surveys. Members who participated in the surveys received more detailed reports mapping additional facets of their industry. If you are a member and are interested in participating, please contact Aydan Savaser at asavaser@SFNet.com. If you are not a member, please contact James Kravitz at jkravitz@SFNet.com to learn about the many benefits of membership.

The makeup of the lenders providing data for this report changes from year to year. Participating members also have the ability to revise their previously reported data. As such, the data presented in this report reflects only organizations who responded during the current data collection cycle and 2019 values reported in this report may not be consistent with the previous year's reports.

If you have any questions about the data contained in this report, or if you have suggestions on how we can improve the report in future years, please contact the Westat analysis team at SFNetDataInitiative@westat.com or 1-855-887-3820.

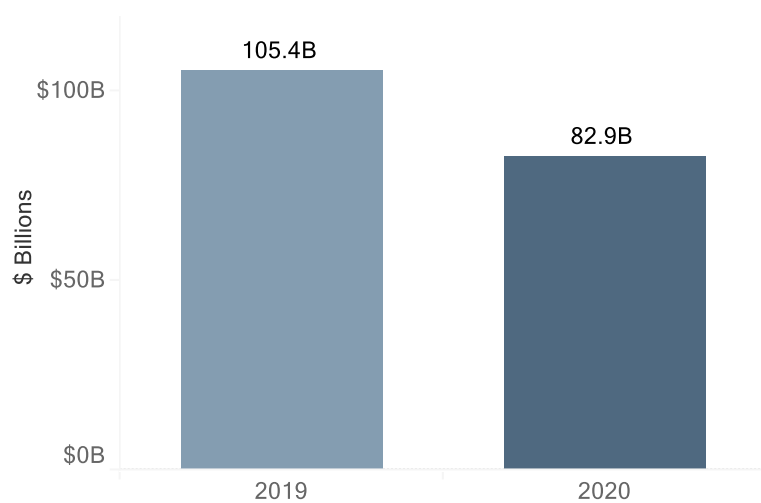# Annual Asset-Based Lending Report Highlights

Total Credit Commitments

Note: Data represents lenders who responded to SFNet's 2020 Annual
Asset-Based Lending Survey
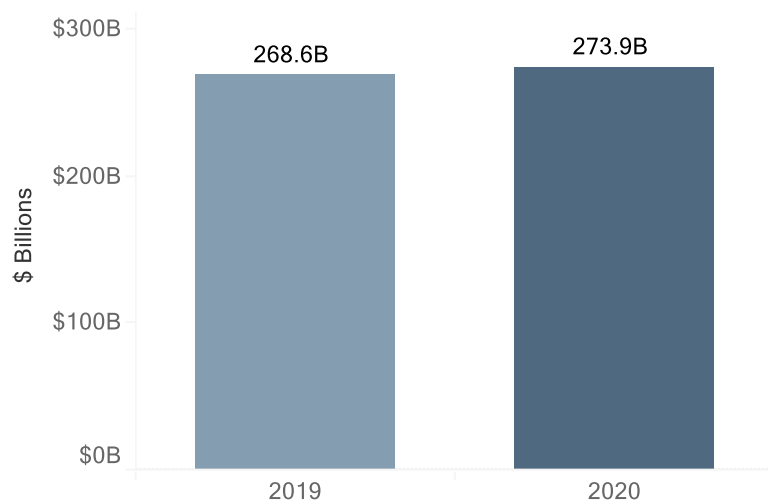
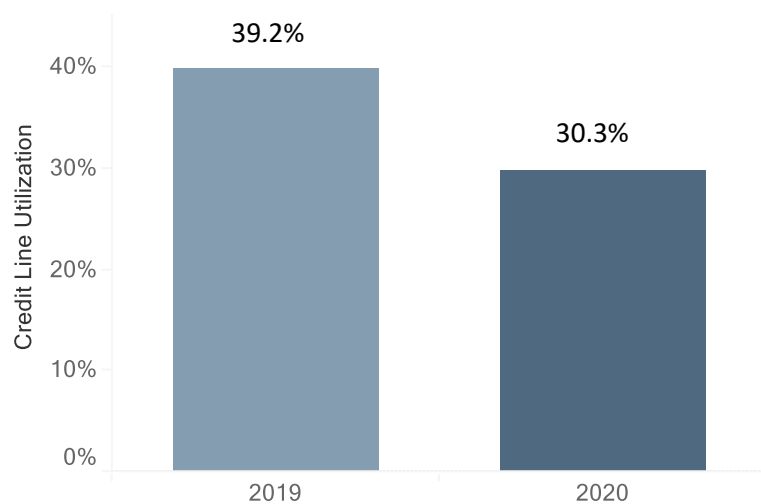Total credit commitments rose by 2.0% in 2020.

Asset-Based Loans Outstanding

Note: Data represents lenders who responded to SFNet's 2020 Annual Asset-Based Lending Survey

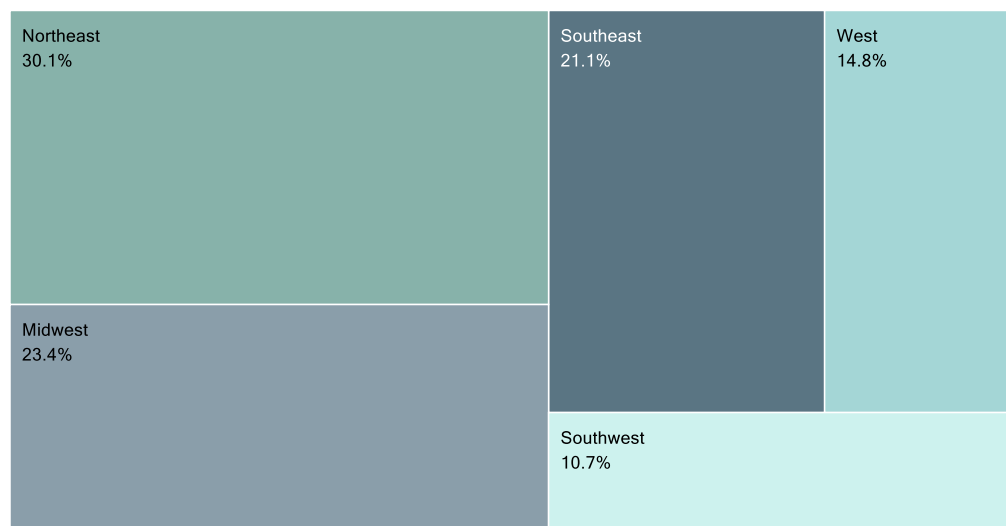Total asset-based loans outstanding decreased by 21.3% in 2020.

Credit Line Utilization

Credit line utilization decreased 990 basis points from 2019 to 2020.

Note: Data represents lenders who responded to SFNet's 2020 Annual Asset-Based Lending Survey
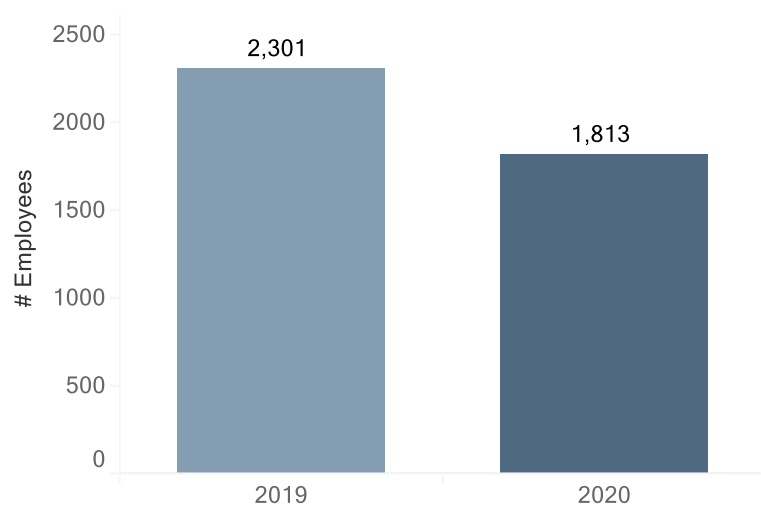
Regional Markets - Outstandings

Northeast 30.1%	Southeast 21.1%	West 14.8%
Midwest 23.4%	Southwest 10.7%	

The Northeast, Southeast and Midwest were home to 75% of the total outstandings loans in 2020.

Note: Data represents lenders who responded to SFNet's 2020 Annual Asset-Based Lending Survey

Asset-Based Lender Employees

Note: Data represents lenders who responded to SFNet's 2020 Annual Asset-Based Lending Survey

Total reported asset-based lending employees decreased 21.2% in 2020.