

Annual  
**2019**

*Annual Factoring  
Survey Highlights*



**Secured Finance  
Network**

An association of professionals  
putting capital to work

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## Introduction

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

Seven SFNet members engaged in factoring 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](mailto:asavaser@SFNet.com). If you are not a member, please contact James Kravitz at [jkravitz@SFNet.com](mailto:jkravitz@SFNet.com) to learn about the many benefits of membership.

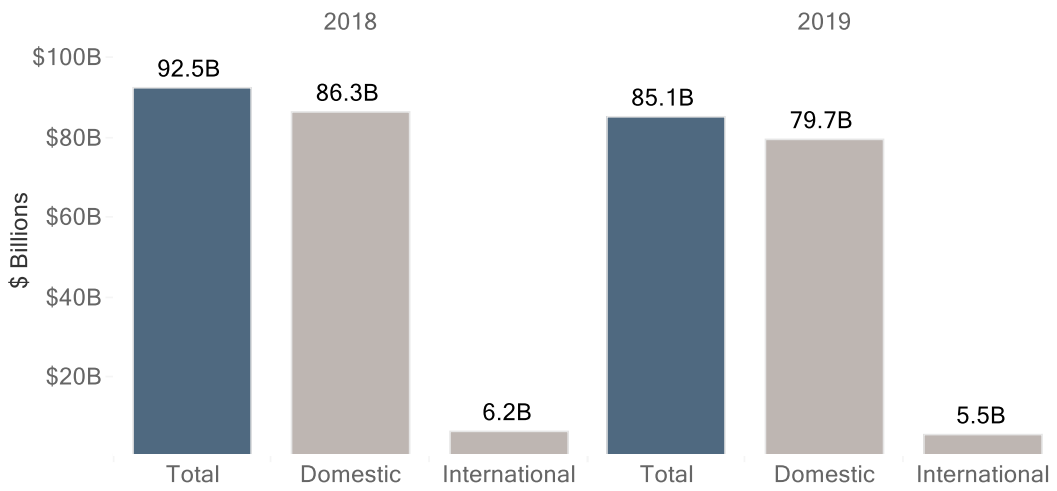
The makeup of the lenders providing data for this report changes from year to year. Participating members also have the ability to revise their previously reported data. As such, the data presented in this report reflects only organizations who responded during the current data collection cycle and 2018 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 [CFADatInitiative@westat.com](mailto:CFADatInitiative@westat.com) or 1-855-887-3820.

# Annual Factoring Report Highlights

### Domestic vs. International Factoring

2018 vs. 2019

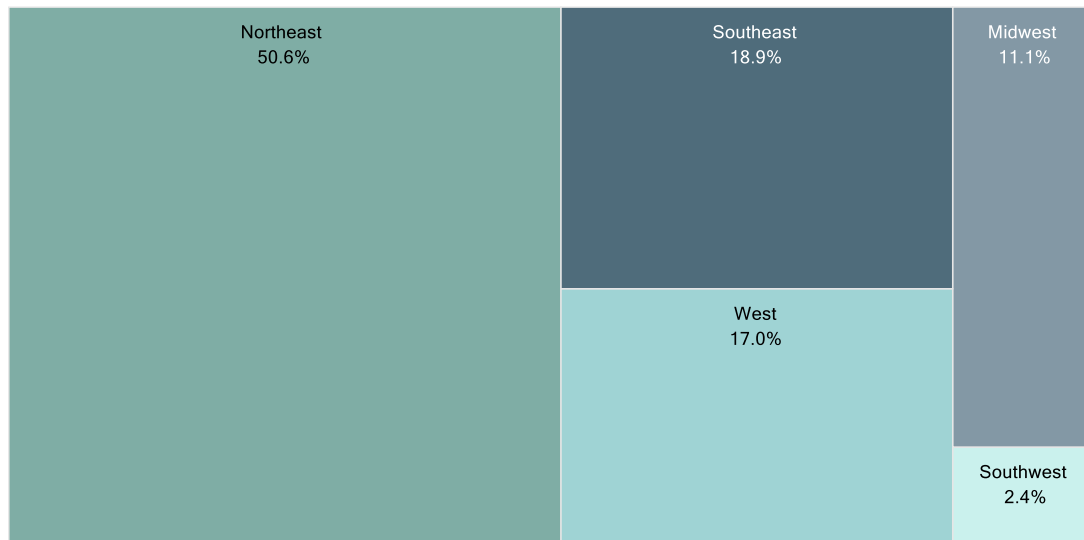


Domestic factoring volume decreased 7.6% from 2018 to 2019. International factoring volume decreased 11.3% over the same period.

Note: "International" factoring volume is attributable to clients based outside of the U.S.  
Note: Data represents lenders who responded to SFNet's 2019 Annual Factoring Survey

### Regional Factoring Markets by Volume

2019

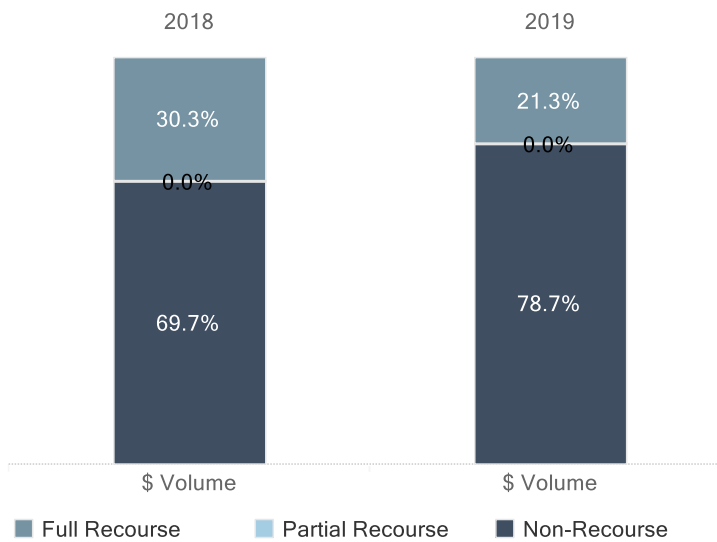


The Northeast region represented about 50% of the total factoring volume in 2019.

Note: Data represents lenders who responded to SFNet's 2019 Annual Factoring Survey

### Recourse vs. Non-Recourse Factoring

2018 vs. 2019

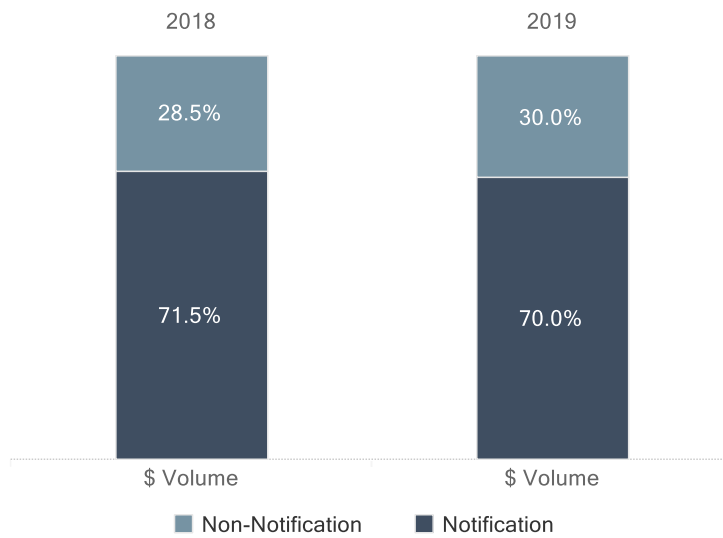


The distribution of factoring types remained largely consistent from 2018 to 2019. The majority of factoring volume continues to be on a non-recourse basis.

Note: Data represents lenders who responded to SFNet's 2019 Annual Factoring Survey

### Notification vs. Non-Notification Factoring

2018 vs. 2019



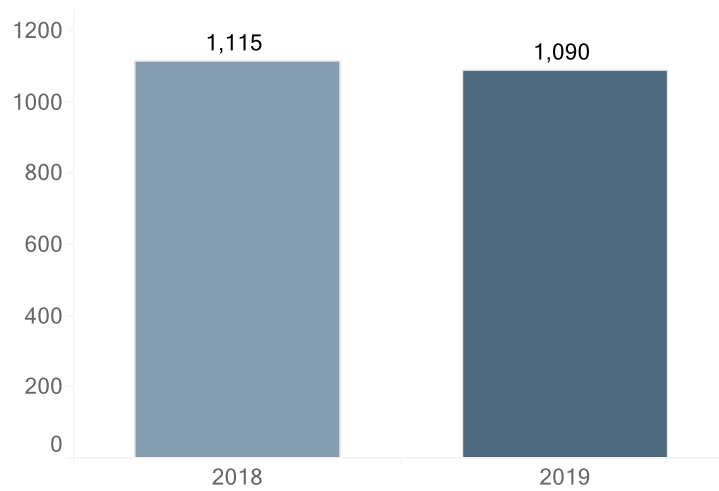
Market share for notification factoring decreased 150 basis points in 2019 to 70.0% of total reported factoring volume.

Note: Data represents lenders who responded to SFNet's 2019 Annual Factoring Survey



### Number of Employees

*2018 vs. 2019*



The number of reported factoring employees decreased by 2.2% in 2019.

Note: Data represents lenders who responded to SFNet's 2019 Annual Factoring Survey