

Annual
2020

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.

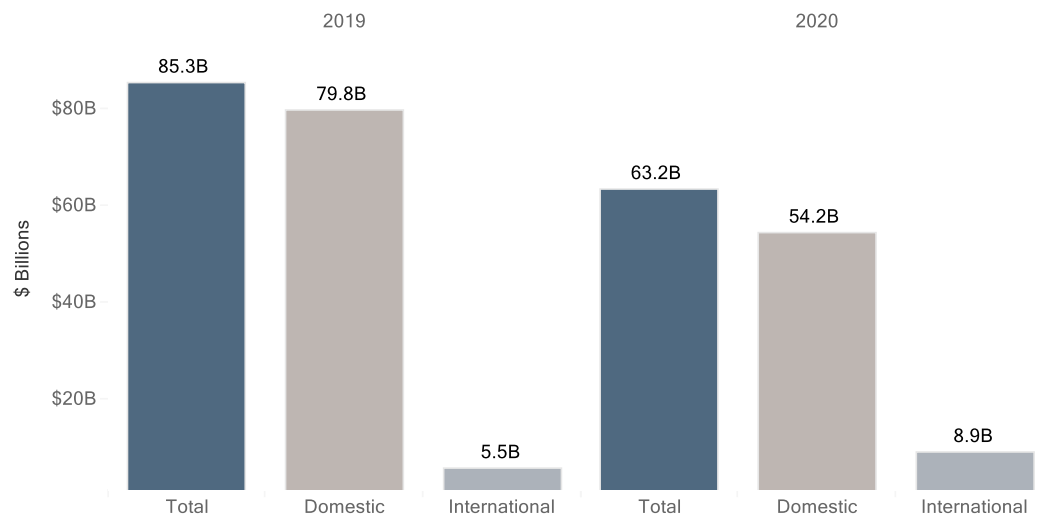
Seven SFNet members engaged in factoring participated in this year's surveys. Members who participated in the surveys received more detailed reports mapping additional facets of their industry. If you are a member and are interested in participating, please contact Aydan Savaser at asavaser@SFNet.com. 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 Factoring Report Highlights

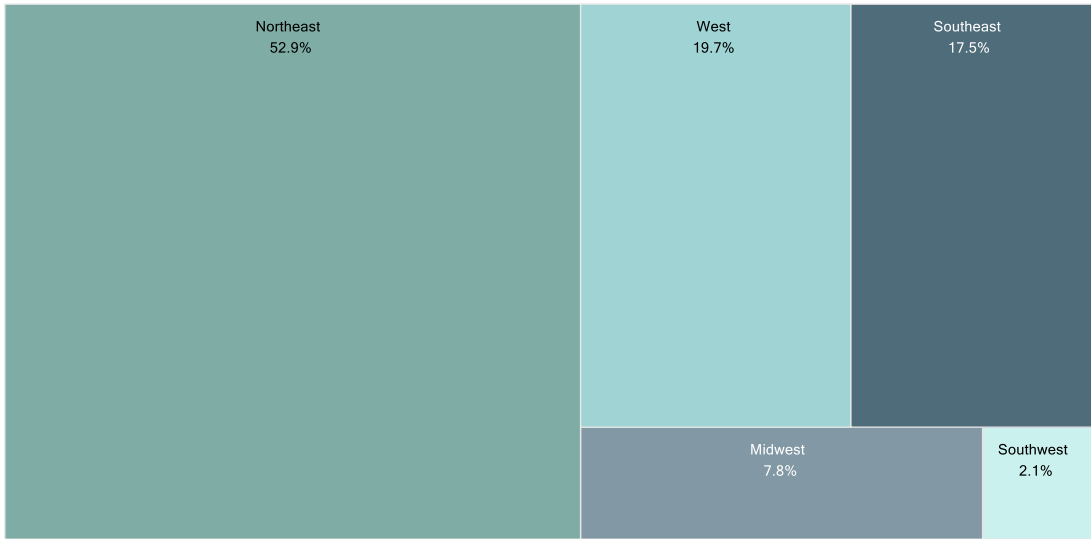
Domestic vs. International Factoring



Domestic factoring volume decreased 25.9% from 2019 to 2020. International factoring volume increased 61.8% 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 2020 Annual Factoring Survey

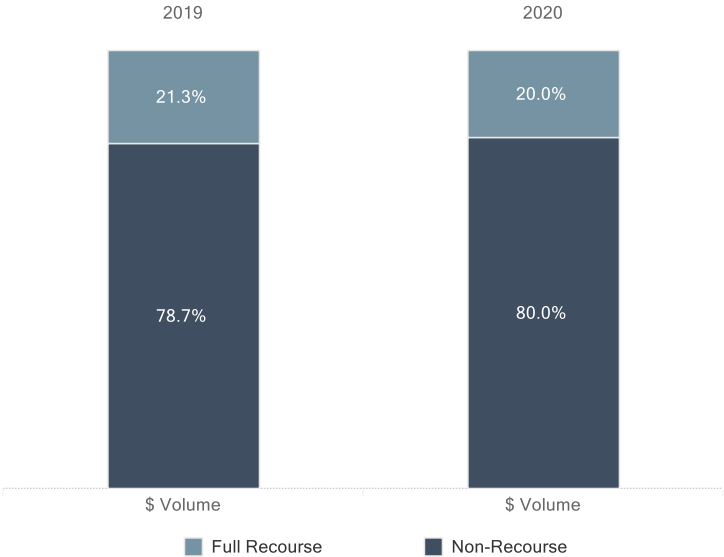
Regional Factoring Markets by Volume



The Northeast region represented about half of the total factoring volume in 2020.

Note: Data represents lenders who responded to SFNet's 2020 Annual Factoring Survey

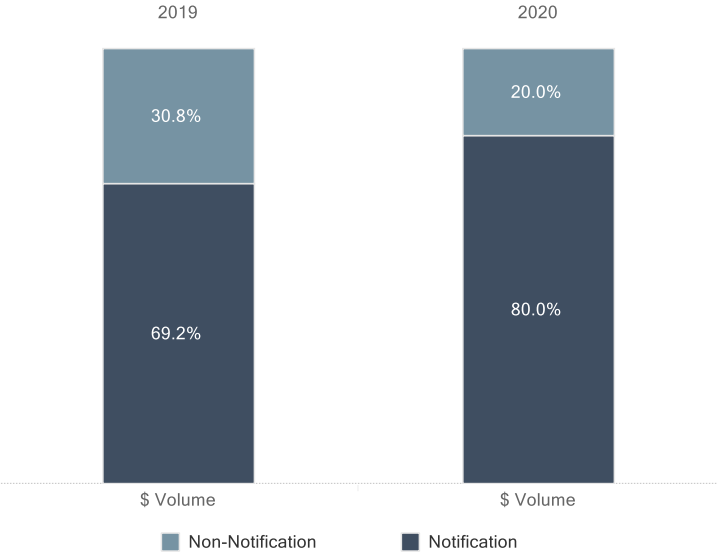
Recourse vs. Non-Recourse Factoring



The distribution of factoring types remained largely consistent from 2019 to 2020. The majority of factoring volume continues to be on a non-recourse basis.

Note: Data represents lenders who responded to SFNet's 2020 Annual Factoring Survey

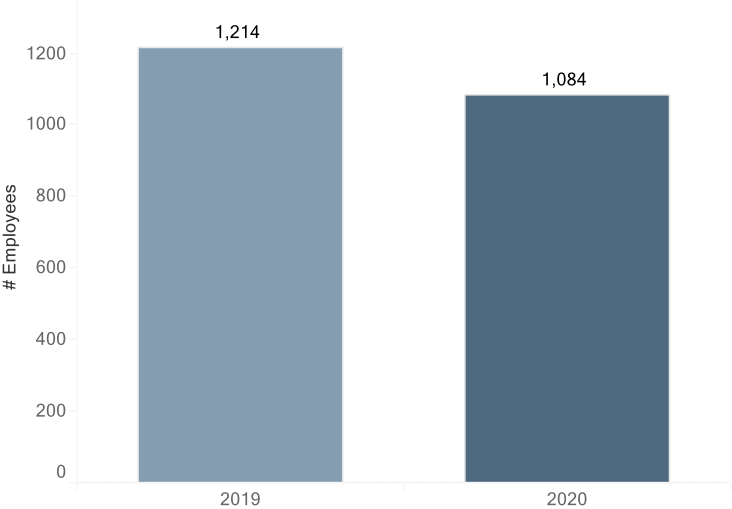
Notification vs. Non-Notification Factoring



Market share for notification factoring increased 1,080 basis points in 2020 to 80.0% of total reported factoring volume.

Note: Data represents lenders who responded to SFNet's 2020 Annual Factoring Survey

Number of Employees



The number of reported factoring employees decreased by 10.7% in 2020.

Note: Data represents lenders who responded to SFNet's 2020 Annual Factoring Survey