

2021

*Annual Factoring
Survey Highlights*



**Secured Finance
Network**

An association of professionals
putting capital to work

Introduction

This report summarizes the headline results from the Secured Finance Network's 2021 Annual Factoring Industry Survey.

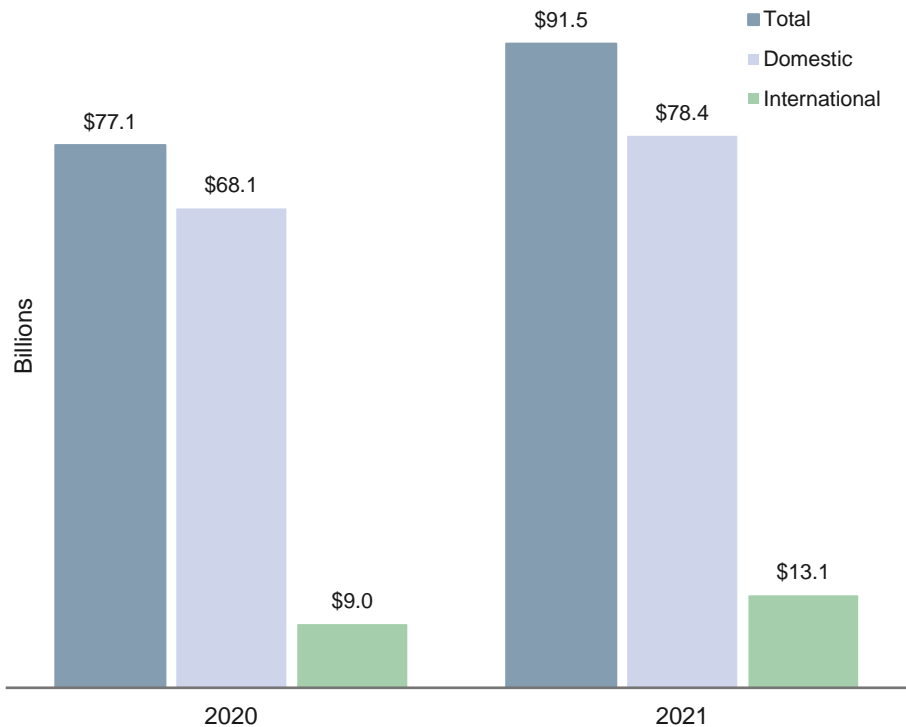
SFNet members who participate in these annual surveys receive more detailed reports each year to help them understand industry trends and benchmark their organization's performance and metrics relative to the broader respondent base. If you are a member and are interested in participating, please contact 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 and overall number the lenders providing data for this report changes from year to year. As such, the values presented in this report correspond only to lenders that responded in this most recent cycle and previous year values shown in this report may not be consistent with the previous years' reports. Please refer to the subheadings for each chart for further clarification on the values being shown.

If you have any questions about the data represented in this report or have suggestions about how the report can be improved in the future, please contact Andy Yewdell at Keybridge Research at ayewdell@keybridgedc.com.

Factoring Volume

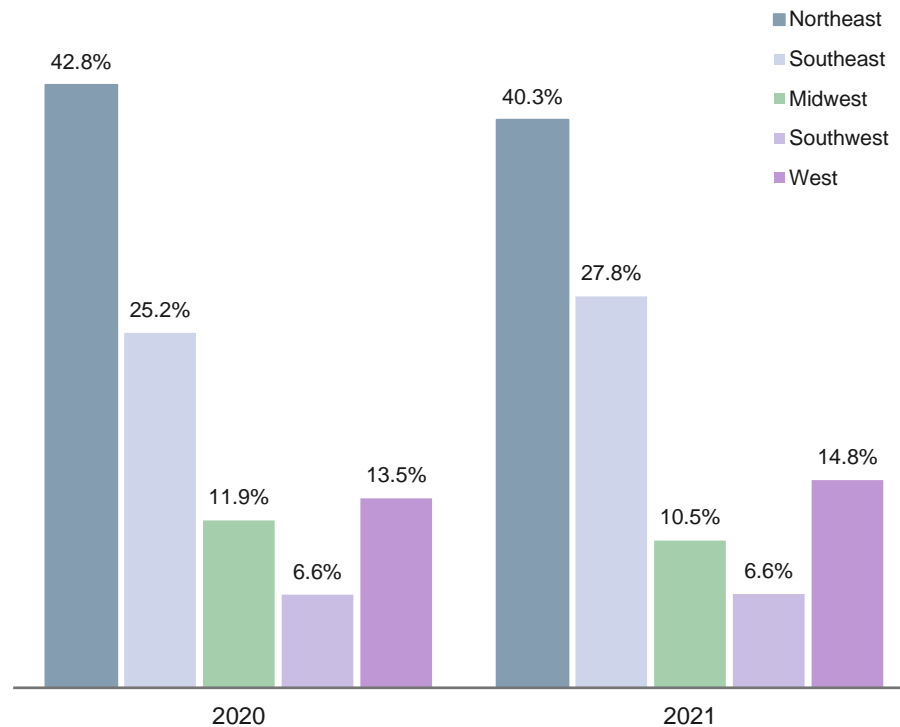
All factors responding for both years



Factoring volume increased 18.7% from 2020 to 2021, with a 15.1% gain in domestic volume and 45.6% gain in international volume..

% of U.S. Factoring Volume by Region

All factors responding for either year

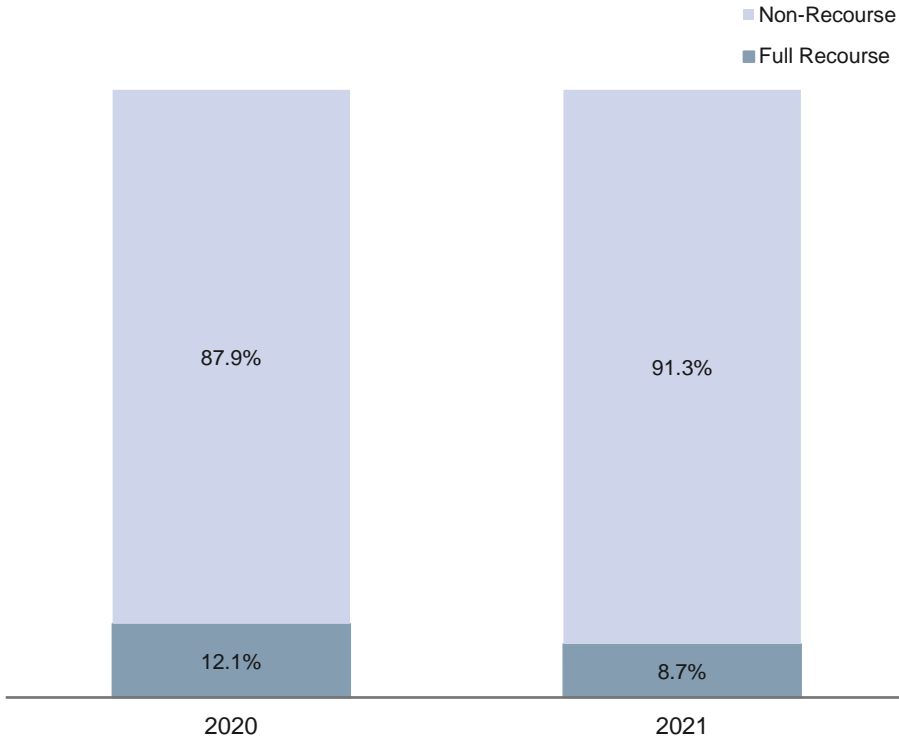


The regional distribution of U.S. factoring volume shifted slightly, with the Southeast and West gaining in their share of U.S. volume and with Northeast and Midwest declining.

% of Factoring Volume

Full Recourse vs. Non-Recourse

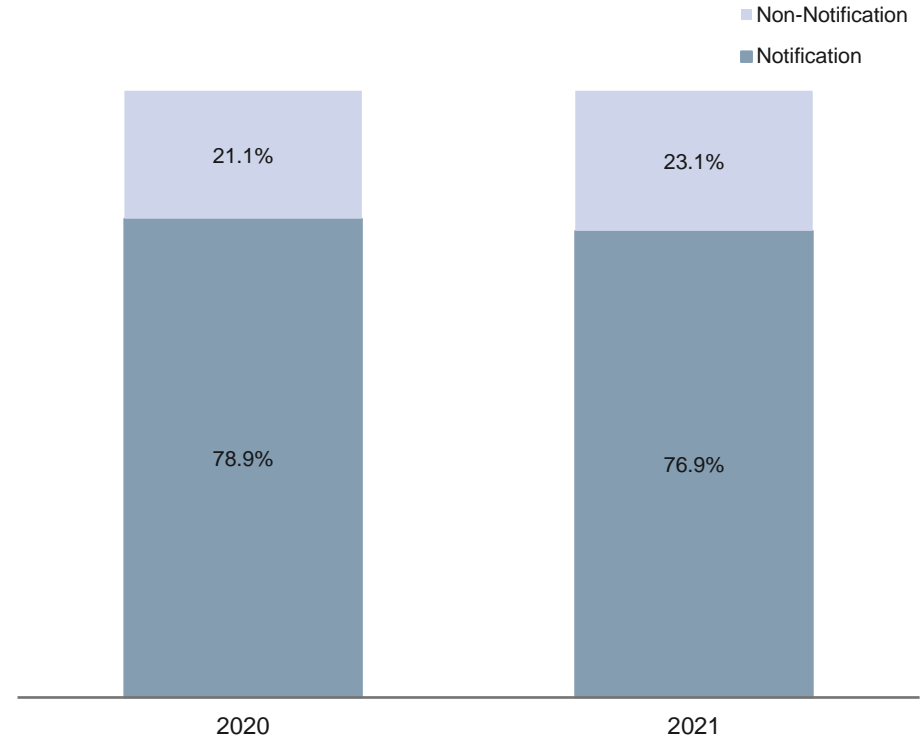
All factors responding for either year



Non-recourse factoring increased in market share by volume.

Notification vs. Non-Notification

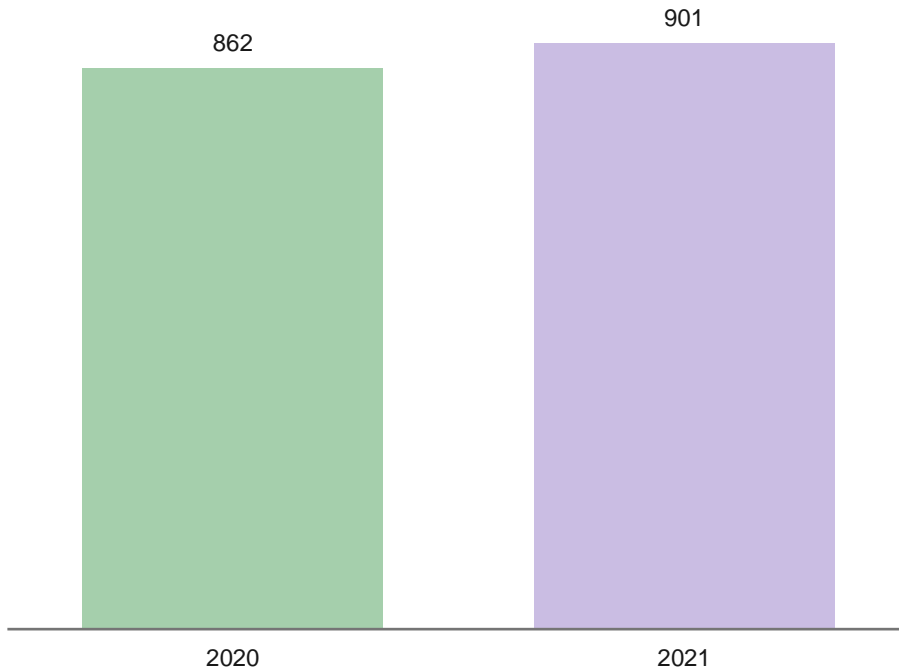
All factors responding for either year



Notification factoring declined slightly in market share by volume.

Number of Employees

All factors responding for both years



The number of factoring employees increased by 4.5%.