

2022

# *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 2022 Annual Factoring Industry Survey.

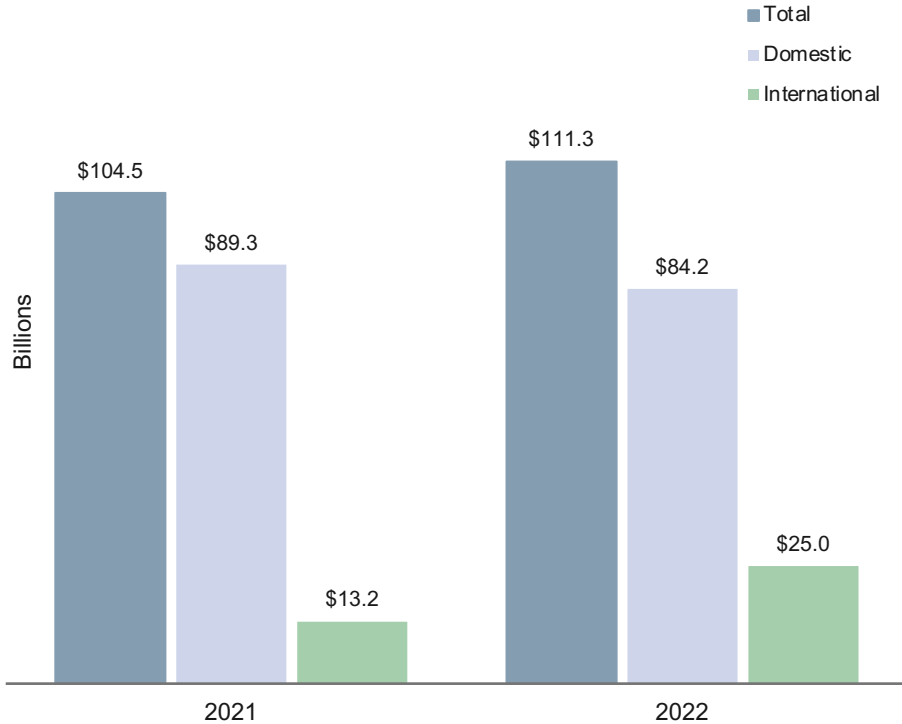
SFNet members who participate in these annual surveys receive more detailed reports each year to help them understand industry trends and benchmark their organization's performance and metrics relative to the broader respondent base. If you are a member and are interested in participating, please contact Aydan Savaser at [asavaser@SFNet.com](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 and overall number of 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](mailto:ayewdell@keybridgedc.com).

## Factoring Volume

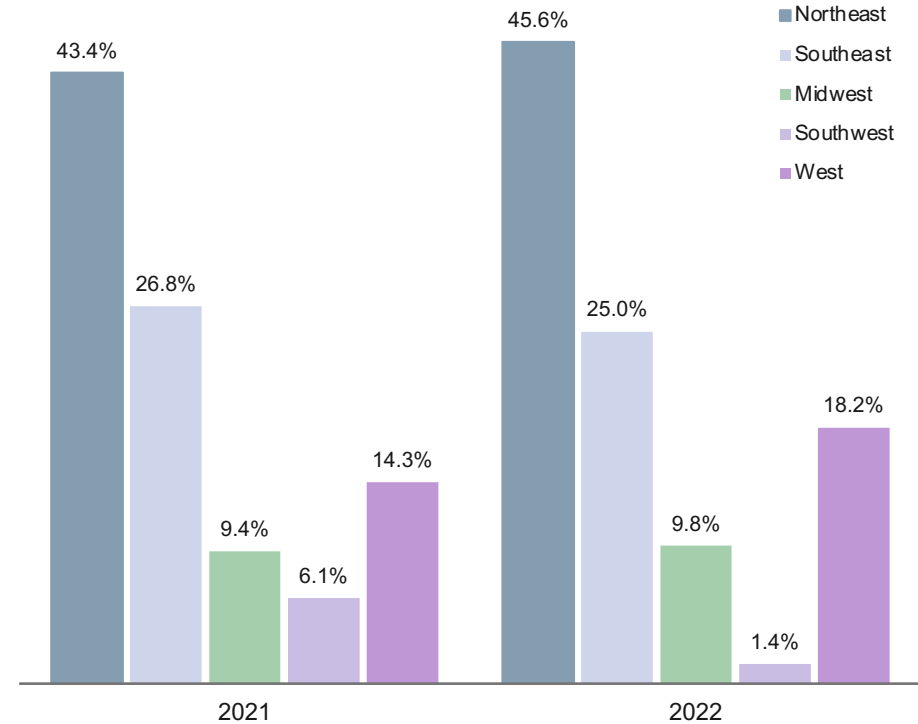
All factors responding for both years



Factoring volume increased 6.5% from 2021 to 2022, with a 5.7% decline in domestic volume and 89.8% gain in international volume.

## % of U.S. Factoring Volume by Region

All factors responding for either year

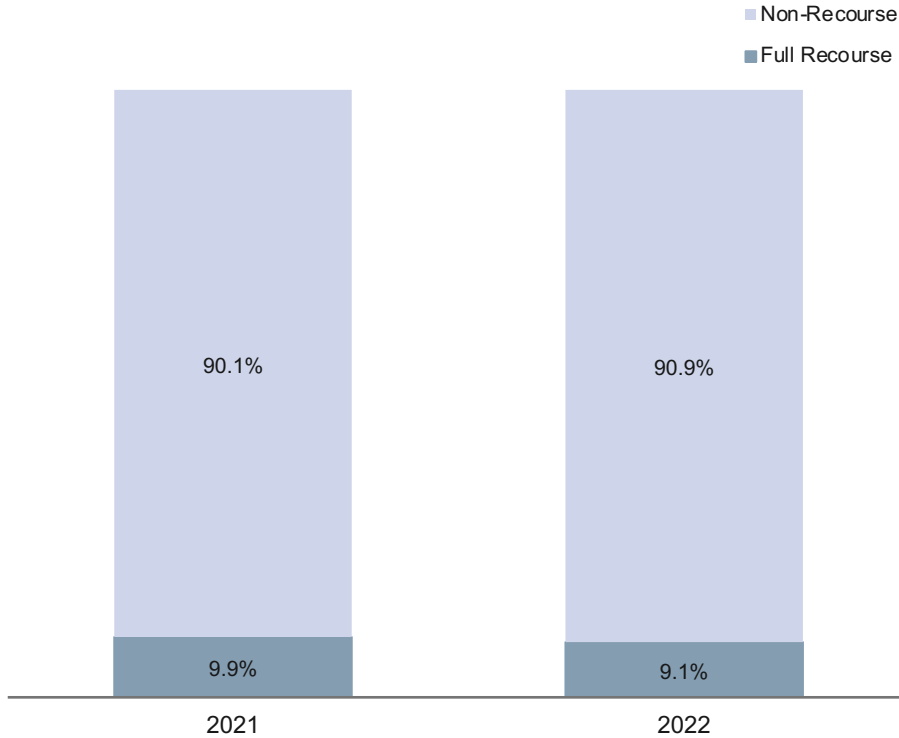


The regional distribution of clients was largely unchanged from 2021 to 2022, with the Southeast maintaining the greatest client share and other four regions retaining their relative positions.

## % of Factoring Volume

### Full Recourse vs. Non-Recourse

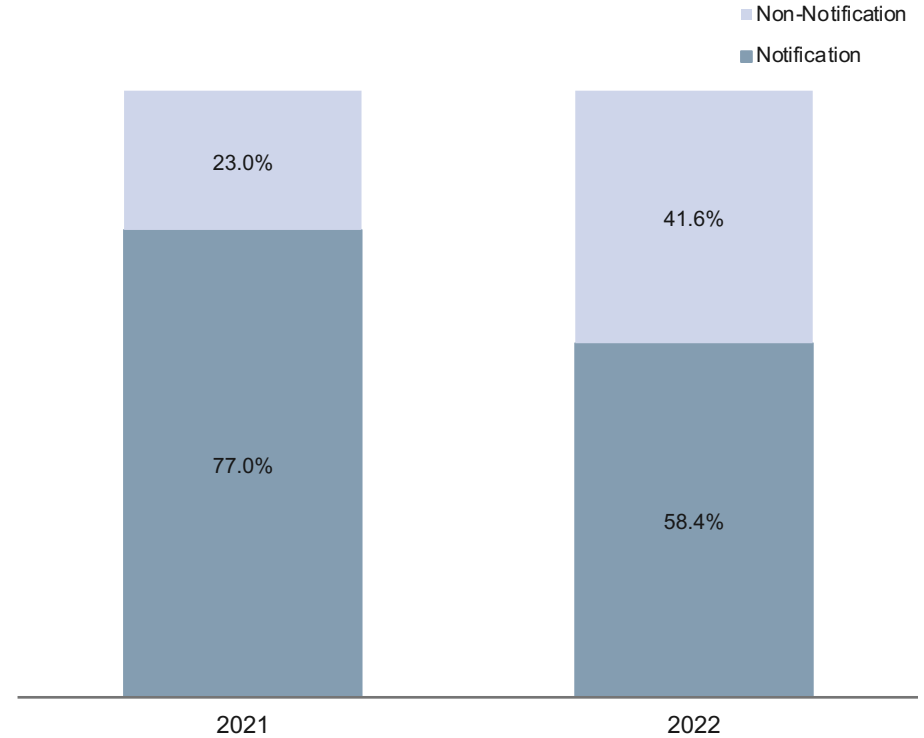
All factors responding for either year



Non-recourse factoring increased in market share by volume.

### Notification vs. Non-Notification

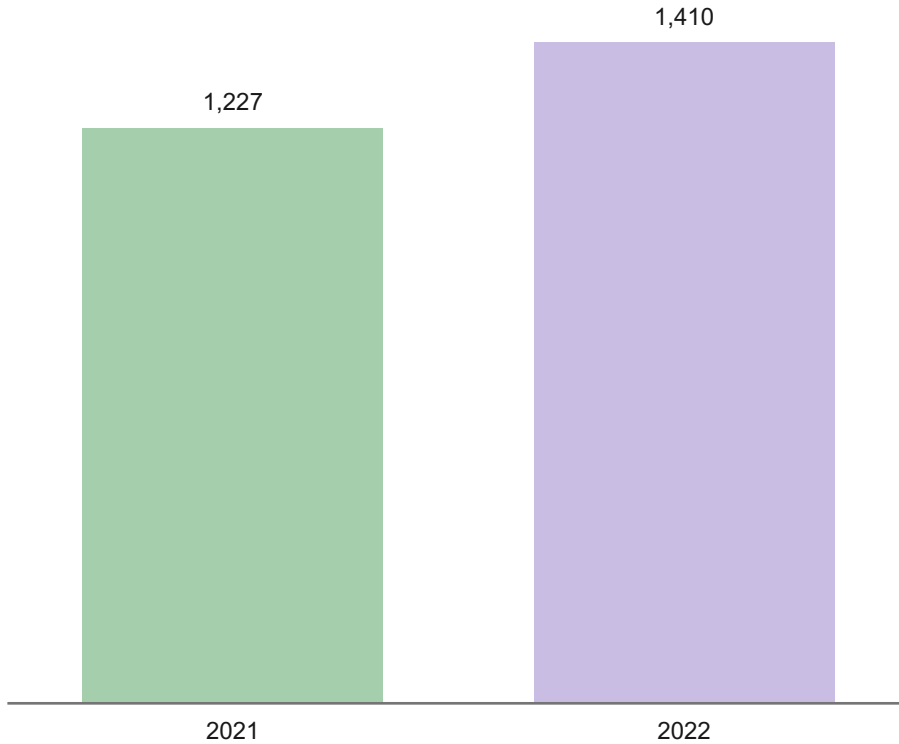
All factors responding for either year



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 14.9%.