

**ASSET BASED FINANCE ASSOCIATION
QUARTERLY STATISTICS
TO MARCH 2015**

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1. CONTRIBUTORS

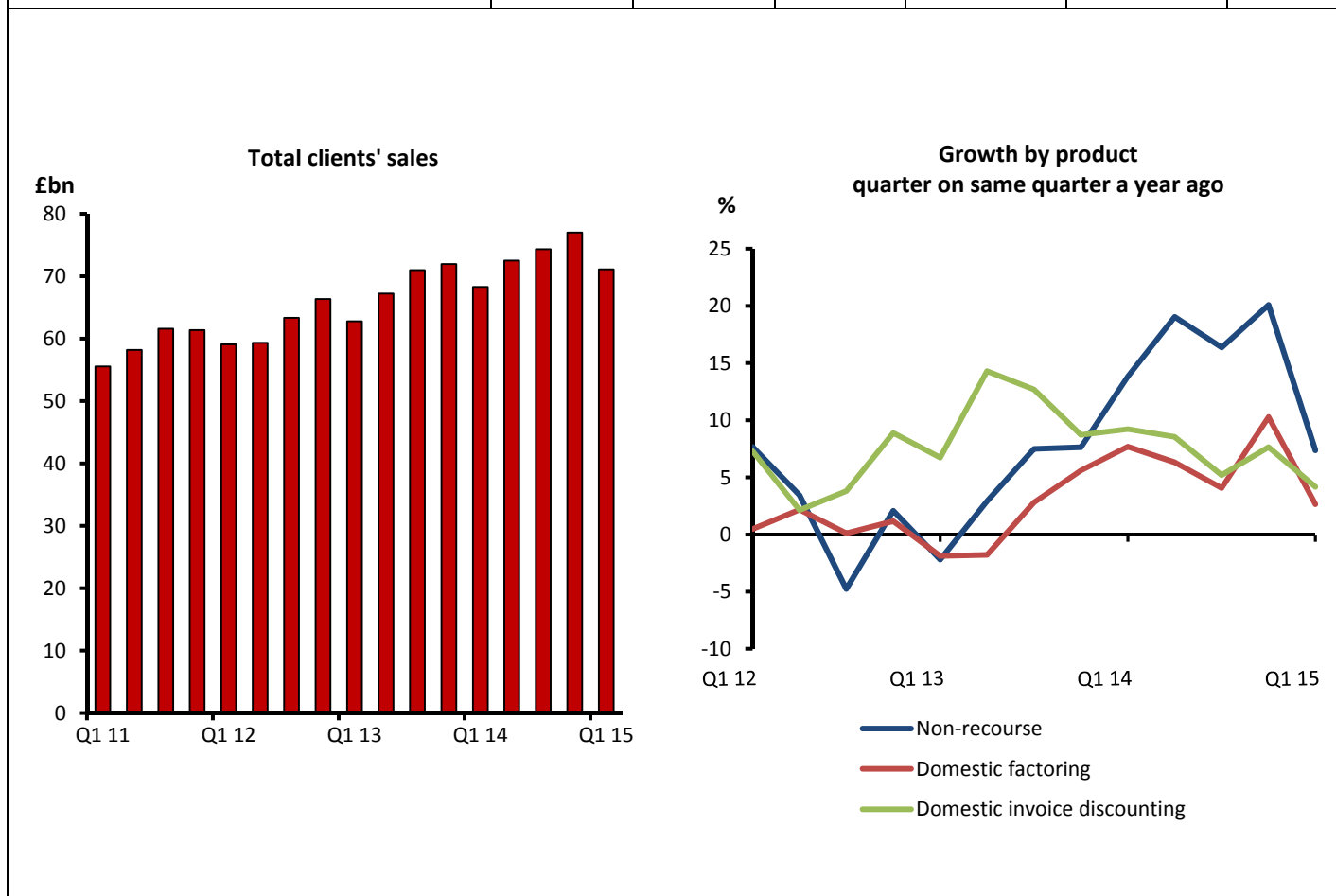
The members listed below contributed data for the period to March 2015:

<p>A ABN AMRO Commercial Finance AIB Commercial Finance Ltd AIB Group (UK) plc Aldermore Invoice Finance Ashley Commercial Finance</p>	<p>H, I, J HH Cashflow Finance Hitachi Capital (UK) plc HSBC Invoice Finance (UK) Ltd Independent Growth Finance JSM Finance Ltd</p>
<p>B Bank of Ireland Commercial Finance, Belfast Bank of Ireland Finance, Dublin Bank of London and The Middle East Barclays Trade and Working Capital UK & Ireland Bibby Financial Services Ltd BNP Paribas Commercial Finance Ltd</p>	<p>K, L, M, Leumi ABL Ltd Lloyds Bank Commercial Finance Ltd Metro Bank SME Finance</p>
<p>C, D Cavendish Investments (Manchester) Ltd Close Brothers Invoice Finance Clydesdale Bank plc Danske Bank Danske Bank A/S</p>	<p>P, Q, R Positive Cashflow Finance Ltd Quantum Factors Ltd RBS Invoice Finance Regency Factors Invoice Finance Ltd Regency Factors plc</p>
<p>E, F Easy Invoice Finance Ltd Factor 21 plc Five Arrows Business Finance plc</p>	<p>S Santander Invoice Finance Secure Trust Bank Commercial Finance Shawbrook Business Credit Siemens Financial Services Limited Skipton Business Finance Ltd</p>
<p>G GE Capital Bank Limited Gener8Finance</p>	<p>U, V, W Ulster Bank Invoice Finance (NI) Ulster Bank Invoice Finance Ultimate Finance Group plc Wells Fargo Capital Finance</p>

2.1. CLIENTS' SALES

The statistics below represent the aggregate of all those members contributing data.

CLIENTS' SALES (£M) (All products)	Quarter ended ...			Year-to-date ...		
	Mar 15	Mar 14	% Change	Mar 15	Mar 14	% Change
Domestic factoring	4,743	4,620	3%	4,743	4,620	3%
Domestic invoice discounting	61,718	59,240	4%	61,718	59,240	4%
Export factoring	608	441	38%	608	441	38%
Export invoice discounting	3,876	3,790	2%	3,876	3,790	2%
Import factoring	174	207	-16%	174	207	-16%
Total clients' sales	71,119	68,298	4%	71,119	68,298	4%
Non-recourse included in total above	7,931	7,386	7%	7,931	7,386	7%
Credit protection payments to clients	6.9	6.2	11%	6.9	6.2	11%



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2.2. BALANCES AT THE PERIOD END

BALANCES AT PERIOD END (£M) (All products)	Balances as at the end of ...		
	Mar 15	Mar 14	% Change
Pure invoice finance – advances against debt	14,529	14,083	3%
Invoice finance plus – advances against debt plus other assets	197	205	-4%
ABL facilities:			
Advances against debt	2,706	2,394	13%
Advances against stock	880	444	98%
Advances against plant and machinery	284	356	-20%
Advances against property	137	158	-13%
Advances against other assets	103	105	-2%
<i>Total excluding other commitments</i>	18,836	17,745	6%
Other commitments	25	29	-14%
Total advances	18,861	17,774	6%
Total funding available	27,678	26,146	6%
Total facilities agreed	41,041	36,513	12%
Debtor outstandings	36,327	34,201	6%
Stock	2,492	2,222	12%
Plant and machinery	665	892	-25%
Property	212	326	-35%
Other trading assets	148	160	-8%
Total security values	39,844	37,801	5%

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Mar 15	Mar 14	% Change
Domestic factoring	17,178	17,862	-4%
Domestic invoice discounting	19,707	19,173	3%
Export and mixed export + domestic	5,439	5,158	5%
Import factoring	612	617	-1%
Stock Finance	77	94	-18%
ABL facilities	787	520	51%
Total number of clients	43,800	43,424	1%
Clients lost in quarter	2,173	2,189	-1%
Clients gained in quarter	2,259	2,194	3%

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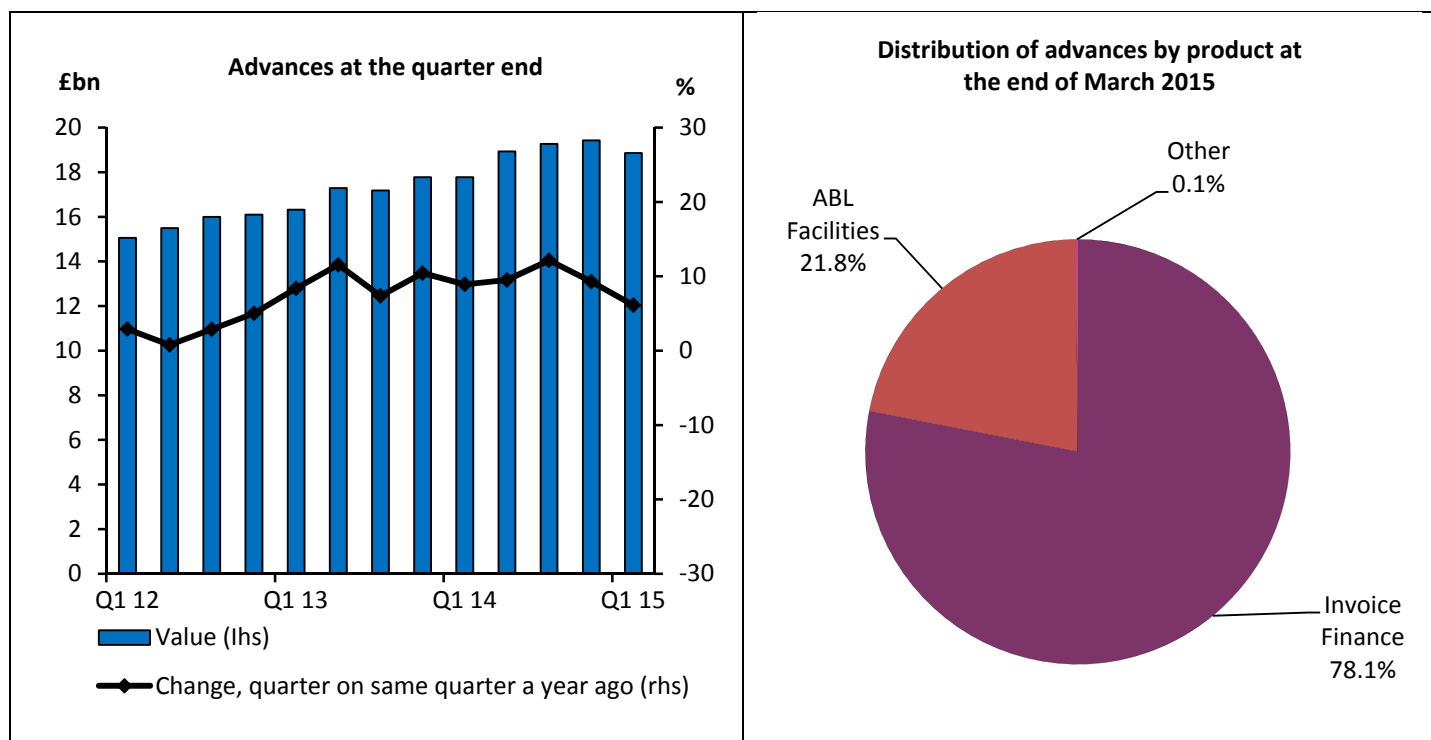
MARCH 2015

2.3. ANALYSIS OF SOLE LENDER AND SYNDICATE DEALS

	For the quarter ended March 2015			
	Sole lender deals	Syndicate deals		Total deals
		Lead	Non-Lead	
Clients' sales volumes (£m)	59,960	11,159	N/A	71,119
Advances at the period end (£m)	15,751	1,730	1,380	18,861
Number of clients at period end	43,690	110	N/A	43,800

2.4. ANALYSIS OF ADVANCES AND CLIENT NUMBERS BY SIZE OF CLIENT TURNOVER

Client annual turnover bands £m	Number of clients at the quarter end	Advanced at the quarter end £m
0.0 – 0.5	14,014	556
0.5 – 1.0	6,639	559
1.0 – 5.0	14,843	2,910
5.0 – 10.0	3,986	1,962
10.0 – 25.0	2,526	2,987
25.0 – 50.0	1,023	1,996
50.0 – 100.0	436	2,003
Over 100.0	333	5,888
Total	43,800	18,861



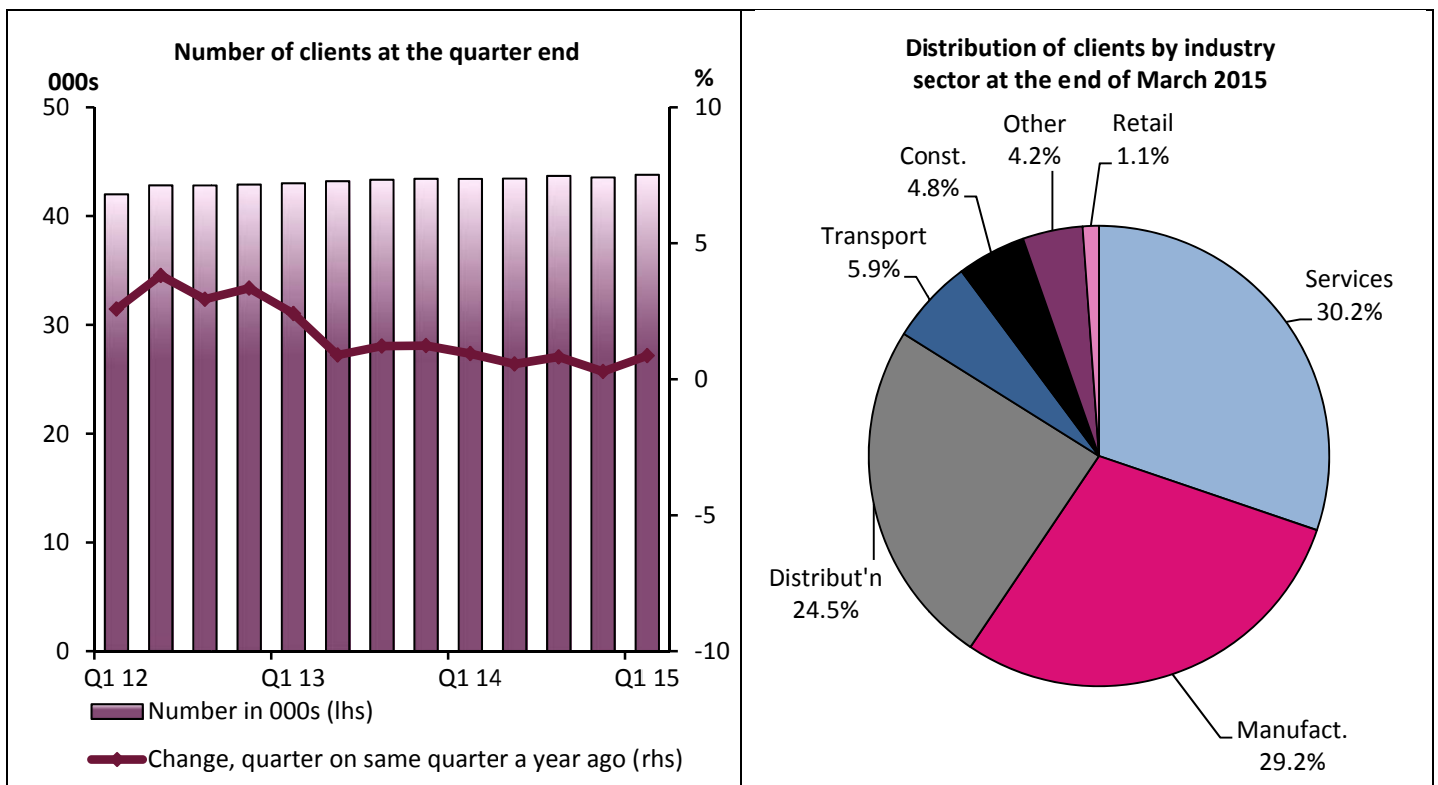
2.5. ANALYSIS OF CLIENT NUMBERS BY INDUSTRY SECTOR

Industry sector	Number of clients at the quarter end
Manufacturing	12,793
Distribution	10,720
Services	13,237
Transport	2,595
Retail	497
Construction	2,110
Other	1,848
Total	43,800

2.6. AVERAGE NUMBER OF DEBTOR DAYS OUTSTANDING

Results based on taking a simple average of those members reporting data:

Factoring clients	52.7
Discounting clients	52.3



3. AGGREGATE RESULTS OF THE MEMBERS IN THE REPUBLIC OF IRELAND

In the following tables figures are quoted in euros (€). Notes 1 and 2 on page 7 should be read in conjunction with this section.

CLIENT'S SALES VOLUME (€M) (All products)	Quarter ended ...			Year-to-date ...		
	Mar 15	Mar 14	% Change	Mar 15	Mar 14	% Change
Total clients' sales	6,169	5,485	12%	6,169	5,485	12%

BALANCES AT PERIOD END (€M) (All products)	Balances as at the end of ...		
	Mar 15	Mar 14	% Change
Total advances	1,245	1,257	-1%
Total securities values	2,845	2,889	-2%
Total funding available	2,040	1,933	6%
Total funding agreed	3,161	2,826	12%

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Mar 15	Mar 14	% Change
Total number of clients	1,912	1,924	-1%
Clients lost in quarter	44	89	-51%
Clients gained in quarter	43	50	-14%

ANALYSIS OF ADVANCES AND CLIENT NUMBERS BY SIZE OF CLIENT TURNOVER

Client annual turnover bands (£m)	Number of clients at the quarter end	Advanced at the quarter end €m
0.0 – 0.5	283	167
0.5 – 1.0	217	58
1.0 – 5.0	945	276
5.0 – 10.0	225	121
10.0 – 25.0	149	150
25.0 – 50.0	54	119
50.0 – 100.0	25	149
Over 100.0	14	205
Total	1,912	1,245

ANALYSIS OF CLIENT NUMBERS BY INDUSTRY SECTOR

Industry sector	Number of clients at the quarter end
Manufacturing	375
Distribution	776
Services	371
Transport	85
Retail	65
Construction	31
Other	209
Total	1,912

Notes to the Republic of Ireland statistics

1. The group comprises of:

- AIB Commercial Finance Ltd;
- Bank of Ireland Finance, Dublin;
- Bibby Financial Services Ltd;
- Danske Banke A/S;
- Lloyds Bank Commercial Finance Ltd;
- Ulster Bank Invoice Finance

2. Data on the average number of debtor days outstanding for factoring and discounting clients have not been published since not all contributors are currently able to supply this information.

4. TRENDS IN BUSINESS LENDING

The second estimate of UK GDP growth in Q1 2015 suggested that the economic grew by 0.3% compared with the previous quarter. Poor export figures weighed down on growth in the first quarter. Service sector output continued to grow, up 0.4% on the previous quarter and output from the production industries increased by 0.1% over the same period. By contrast, construction output fell by 1.1% in Q1 2015. Despite a relatively weak start to 2015, the economy is expected to grow by 2.6% this year.

The **total amounts outstanding** to private non-financial corporations (PNFCs) stood at £375.1 billion at the end of March 2015, down from £383.1 billion at the end of March 2014.

Total **gross lending** to PNFCs increased by 19.9% in the twelve months to March 2015 to almost £200 billion. Over the same period, gross lending to SMEs increased by 26.2% to £56.2 billion, while lending to large-sized businesses grew by 17.6% to £143.4 billion.

Total net funds raised by PNFCs in the UK was positive in Q1 2015, at £8.3 billion. More than half was accounted for by net loans of £4.3 billion, while commercial paper issuance was £2.4 billion. Net equity issuance was also positive in Q1 2015 at £1.8 billion. By contrast, net bond issuance reduced from £6.0 billion in Q4 2014 to £0.4 billion in Q1 2015.

Asset finance provided through **leasing and hire purchase** by members of the Finance & Leasing Association (FLA) grew by 19% in Q1 2015 compared with Q1 2014 to more than £6.9 billion. In the twelve months to March 2015, new business reached £27.1 billion, up 14% compared with the same period in 2014.

Car finance, commercial vehicle finance and plant and machinery finance each grew by 13% in Q1 2015. The strongest rate of growth was reported by the IT equipment finance sector, which reported new business up by 53% compared with the same period in 2014.

