



# **ASSET BASED FINANCE QUARTERLY STATISTICS**

## **TO JUNE 2017**

From 1 July 2017 The Asset Based Finance Association (ABFA) has been integrated into a new trade association, UK Finance.

UK Finance represents around 300 firms in the UK providing credit, banking, markets and payment-related services. In addition to those of the ABFA, the new organisation takes on most of the activities previously carried out by the British Bankers' Association, the Council of Mortgage Lenders, Financial Fraud Action UK, Payments UK and the UK Cards Association. Please go to [www.ukfinance.org.uk](http://www.ukfinance.org.uk) for wider content and updates from UK Finance.

The data published by the ABFA prior to 1 July 2017 is still available on [www.abfa.org.uk](http://www.abfa.org.uk). All ABFA contact details are still valid for the time-being and staff can also be contacted on their new email addresses: [firstname.surname@ukfinance.org.uk](mailto:firstname.surname@ukfinance.org.uk).

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## 1. CONTRIBUTORS

The members of the ABFA listed below contributed data for the period to June 2017:

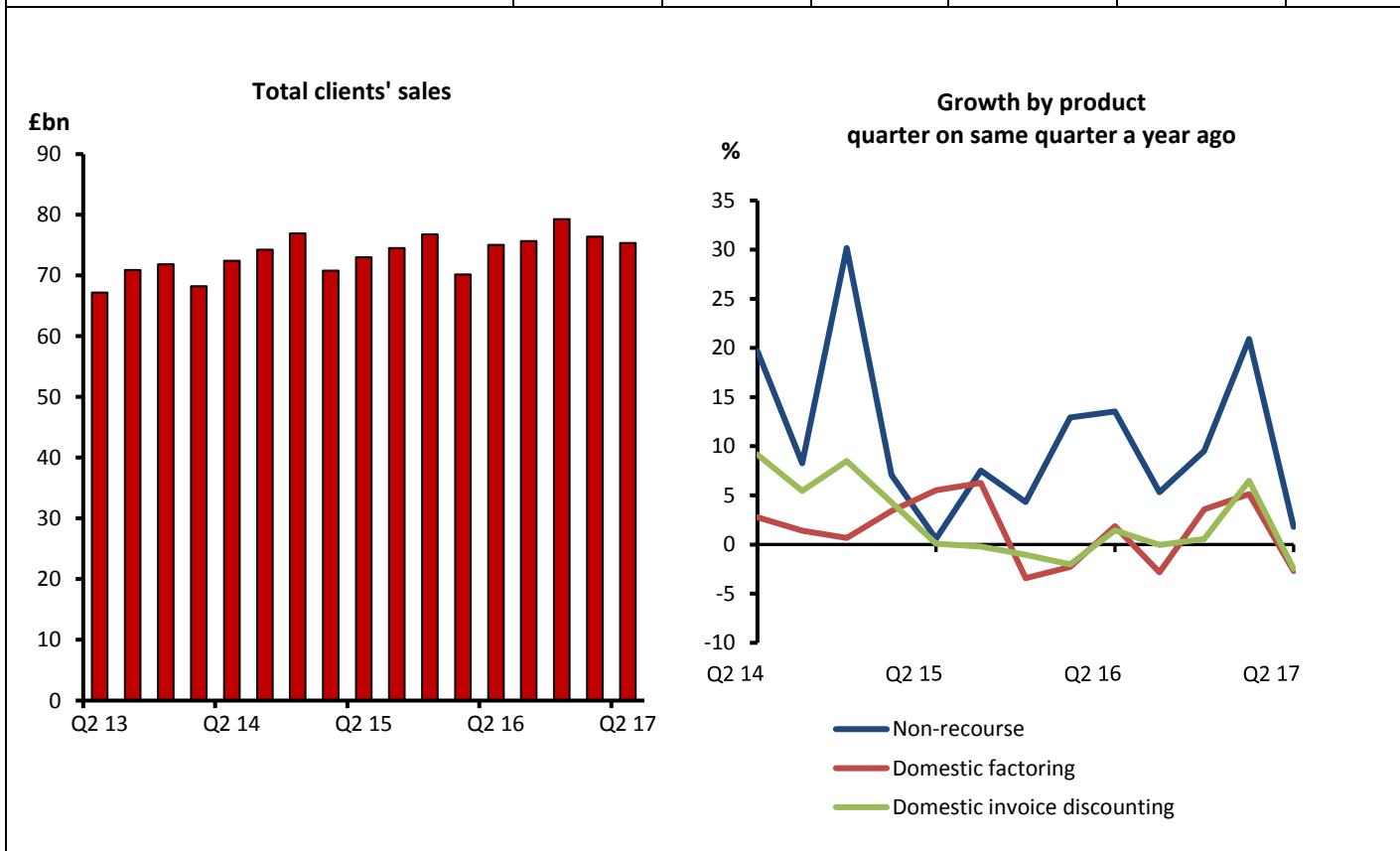
<b>A</b> ABN AMRO Commercial Finance AIB Commercial Finance Ltd – Northern Ireland AIB Commercial Finance Ltd – ROI Ireland Aldermore Invoice Finance Amicus Commercial Finance Ltd Ashley Commercial Finance Ltd	<b>H, I, J</b> HH Cashflow Finance Hitachi Capital (UK) PLC HSBC Invoice Finance (UK) Ltd IGF Invoice Finance Ltd JSM Finance Ltd
<b>B</b> Bank of Ireland Commercial Finance – Northern Ireland Bank of Ireland Commercial Finance – ROI Ireland Barclays Trade and Working Capital Bibby Financial Services Ltd BNP Paribas Commercial Finance Ltd	<b>K, L, M</b> Leumi ABL Ltd Lloyds Bank Commercial Finance Ltd Metro Bank Asset & Invoice Finance
<b>C, D</b> Cavendish Investment Close Brothers Invoice Finance Ltd Clydesdale Bank plc & Yorkshire Bank Invoice Finance Danske Bank	<b>P, Q, R</b> Paragon Bank Business Finance PLC Positive Cashflow Finance Ltd Pulse Cashflow Finance Ltd Quantum Factors Ltd RBS Invoice Finance Regency Factors PLC
<b>E, F</b> Easy Invoice Finance Factor 21 PLC Factor 21 North	<b>S, T</b> Santander Invoice Finance Secure Trust Bank Commercial Finance Shawbrook Business Credit Siemens Financial Services Ltd Skipton Business Finance Ltd Team Factors Ltd
<b>G</b> GapCap Ltd Gener8 Finance Ltd	<b>U, V, W</b> Ulster Bank Invoice Finance - Northern Ireland Ulster Bank Invoice Finance – ROI Ireland Ultimate Finance Group Wells Fargo Capital Finance Working Capital Partners Ltd

## 2. AGGREGATE RESULTS OF ALL MEMBERS

### 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 ...		
	Jun 17	Jun 16	% Change	Jun 17	Jun 16	% Change
Domestic factoring	4,809	4,943	-3%	9,536	9,439	1%
Domestic invoice discounting	62,724	64,312	-2%	127,068	124,731	2%
Export factoring	324	294	10%	652	585	11%
Export invoice discounting	7,365	5,378	37%	14,251	10,222	39%
Import factoring	116	139	-17%	241	280	-14%
<b>Total clients' sales</b>	<b>75,338</b>	<b>75,066</b>	<b>0%</b>	<b>151,748</b>	<b>145,257</b>	<b>4%</b>
Non-recourse included in total above	9,830	9,656	2%	20,821	18,747	11%
Credit protection payments to clients	8.8	7.8	13%	18.3	15.1	21%



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## 2.2. BALANCES AT THE PERIOD END

BALANCES AT PERIOD END (£M) (All products)	Balances as at the end of ...		
	Jun 17	Jun 16	% Change
Pure invoice finance – advances against debt	18,593	16,318	14%
Invoice finance plus – advances against debt plus other assets	261	219	19%
ABL facilities:			
Advances against debt	2,753	2,577	7%
Advances against stock	730	593	23%
Advances against plant and machinery	400	357	12%
Advances against property	103	150	-31%
Advances against other assets	88	100	-12%
<i>Total excluding other commitments</i>	<i>22,928</i>	<i>20,314</i>	<i>13%</i>
Other commitments	19	11	73%
<b>Total advances</b>	<b>22,947</b>	<b>20,325</b>	<b>13%</b>
<b>Total funding available</b>	<b>32,365</b>	<b>29,956</b>	<b>8%</b>
<b>Total facilities agreed</b>	<b>42,532</b>	<b>39,486</b>	<b>8%</b>
Debtor outstandings <sup>1</sup>	38,605	37,526	3%
Stock	3,404	2,366	44%
Plant and machinery	896	980	-9%
Property	215	267	-19%
<b>Total security values</b>	<b>43,120</b>	<b>41,139</b>	<b>5%</b>

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Jun 17	Jun 16	% Change
Domestic factoring	15,549	16,346	-5%
Domestic invoice discounting	16,542	16,299	1%
Export and mixed export + domestic	8,165	8,001	2%
Import factoring	374	566	-34%
Stock Finance	103	112	-8%
ABL facilities	1,259	995	27%
<b>Total number of clients</b>	<b>41,992</b>	<b>42,319</b>	<b>-1%</b>
Clients lost in quarter	1,939	1,864	4%
Clients gained in quarter	1,960	2,107	-7%

Note 1: Debtor outstandings includes other trading assets

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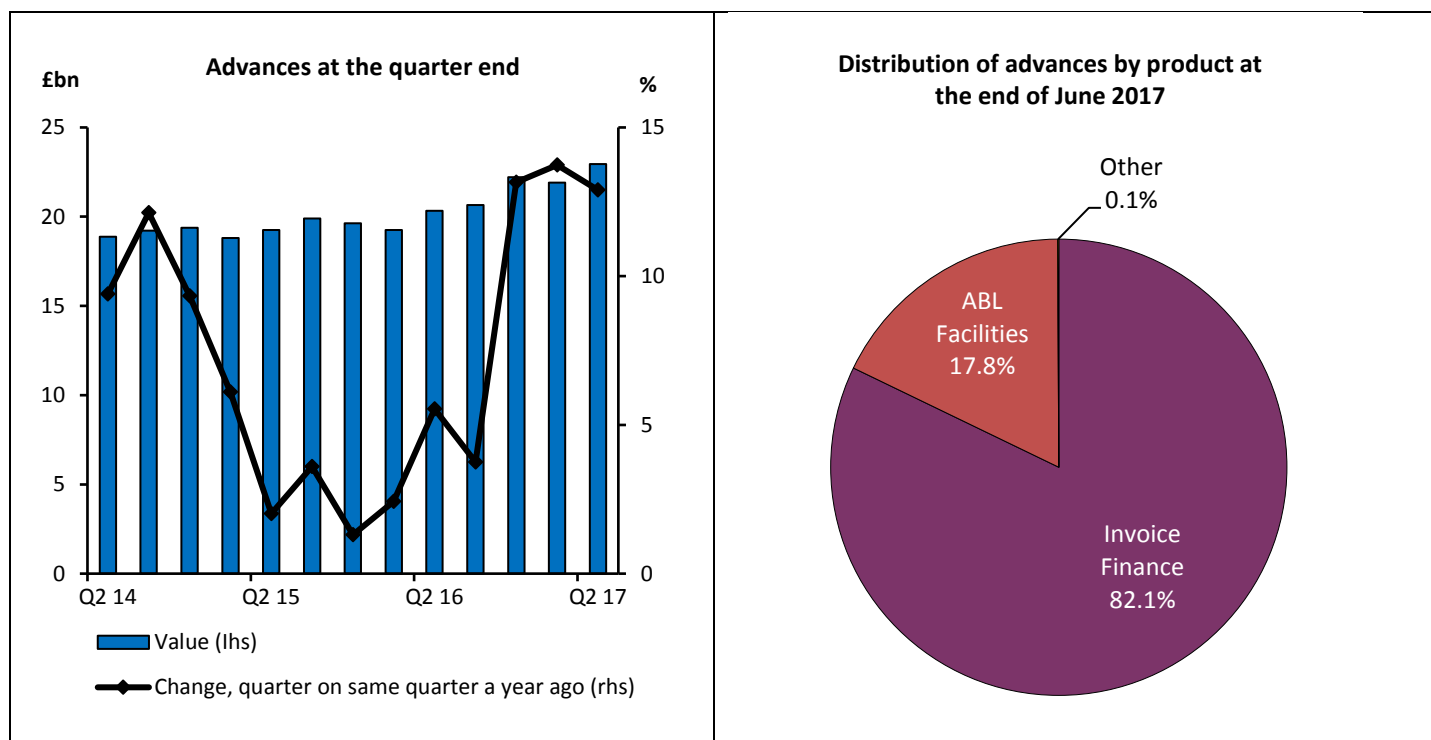
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## 2.3. ANALYSIS OF SOLE LENDER AND SYNDICATE DEALS

	For the quarter ended ...			Total
	Sole lender deals	Syndicate deals		
		Lead	Non-Lead	
Clients' sales volumes (£m)	67,359	7,979	N/A	75,338
Advances at the period end (£m)	19,771	1,441	1,735	22,947
Number of clients at period end	41,806	186	N/A	41,992

## 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	12,950	756
0.5 – 1.0	6,187	559
1.0 – 5.0	13,905	3,021
5.0 – 10.0	3,935	2,061
10.0 – 25.0	3,128	3,509
25.0 – 50.0	965	2,421
50.0 – 100.0	514	2,560
Over 100.0	408	8,060
<b>Total</b>	<b>41,992</b>	<b>22,947</b>



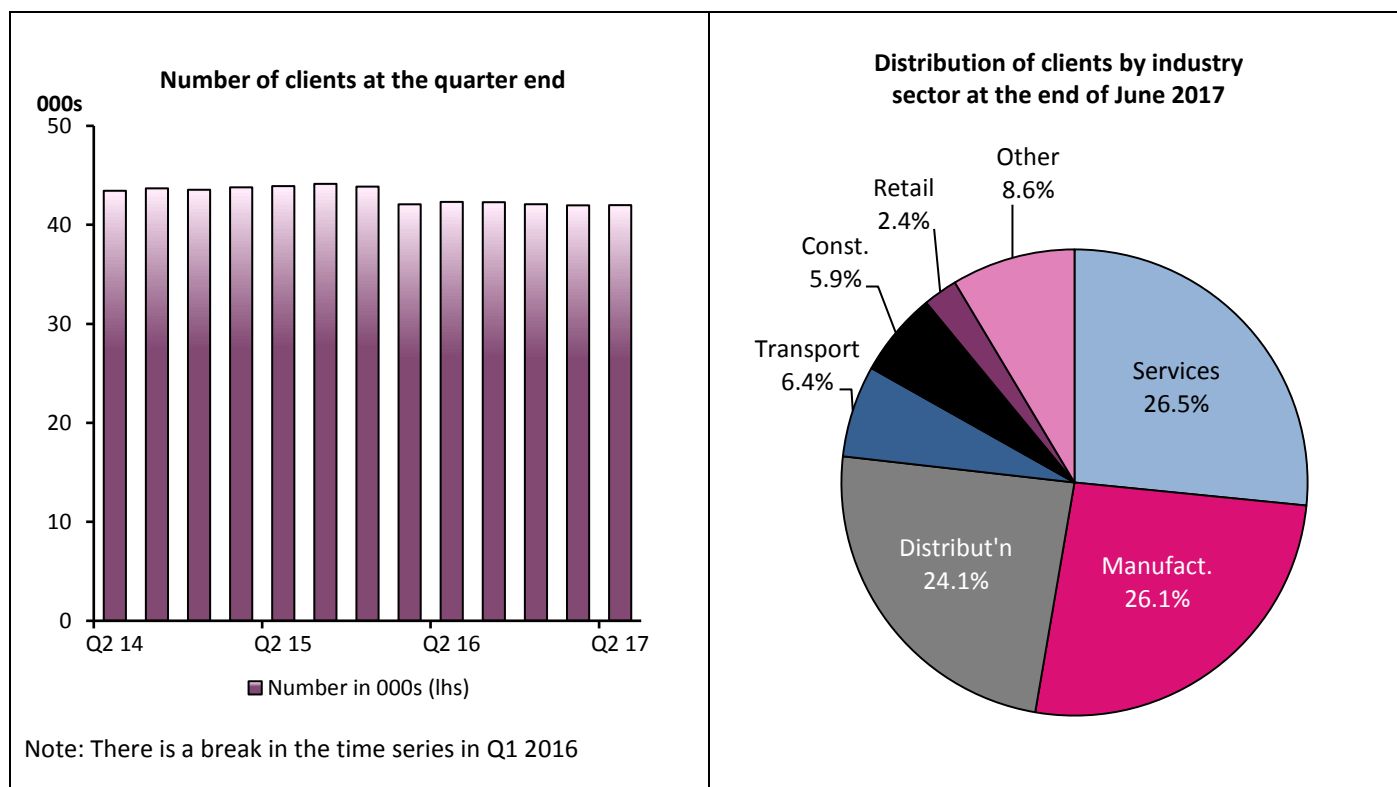
**2.5. ANALYSIS OF CLIENT NUMBERS BY INDUSTRY SECTOR**

Industry sector	Number of clients at the quarter end
Services	11,160
Manufacturing	10,969
Distribution	10,118
Transport	2,674
Construction	2,464
Retail	1,005
Other	3,602
<b>Total</b>	<b>41,992</b>

**2.6. AVERAGE NUMBER OF DEBTOR DAYS OUTSTANDING**

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

Factoring clients	52.6 days
Discounting clients	56.7 days



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Asset based finance statistics

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## 3. AGGREGATE RESULTS OF THE MEMBERS IN THE UNITED KINGDOM

CLIENT'S SALES VOLUME (£M) (All products)	Quarter ended ...			Year-to-date ...		
	Jun 17	Jun 16	% Change	Jun 17	Jun 16	% Change
Total clients' sales	69,710	70,312	-1%	140,943	136,170	4%

BALANCES AT PERIOD END (£M) (All products)	Balances as at the end of ...		
	Jun 17	Jun 16	% Change
Total advances	21,807	19,348	13%
Total securities values	40,195	38,601	4%
Total funding available	30,151	28,080	7%
Total funding agreed	39,681	37,071	7%

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Jun 17	Jun 16	% Change
Total number of clients	40,024	40,366	-1%
Clients lost in quarter	1,909	1,826	5%
Clients gained in quarter	1,921	2,063	-7%



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## 4. AGGREGATE RESULTS OF THE MEMBERS IN THE REPUBLIC OF IRELAND

In the following tables figures are quoted in euros (€).

CLIENT'S SALES VOLUME (€M) (All products)	Quarter ended ...			Year-to-date ...		
	Jun 17	Jun 16	% Change	Jun 17	Jun 16	% Change
<b>Total clients' sales</b>	6,541	6,039	8%	12,560	11,664	8%

BALANCES AT PERIOD END (€M) (All products)	Balances as at the end of ...		
	Jun 17	Jun 16	% Change
<b>Total advances</b>	1,326	1,241	7%
<b>Total securities values</b>	3,399	3,225	5%
<b>Total funding available</b>	2,574	2,384	8%
<b>Total funding agreed</b>	3,313	3,066	8%

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Jun 17	Jun 16	% Change
<b>Total number of clients</b>	1,968	1,953	1%
<b>Clients lost in quarter</b>	30	38	-21%
<b>Clients gained in quarter</b>	39	44	-11%

### Notes to the Republic of Ireland statistics

1. The group comprises of:

- AIB Commercial Finance – ROI Ireland;
- Bank of Ireland Commercial Finance – ROI Ireland;
- Bibby Financial Services Ltd;
- Lloyds Bank Commercial Finance Ltd;
- Ulster Bank Invoice Finance – ROI Ireland

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.

3. Data on size of client turnover and client industry sectors have not been published since not all contributors are currently able to supply this information.