

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

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## 1. CONTRIBUTORS

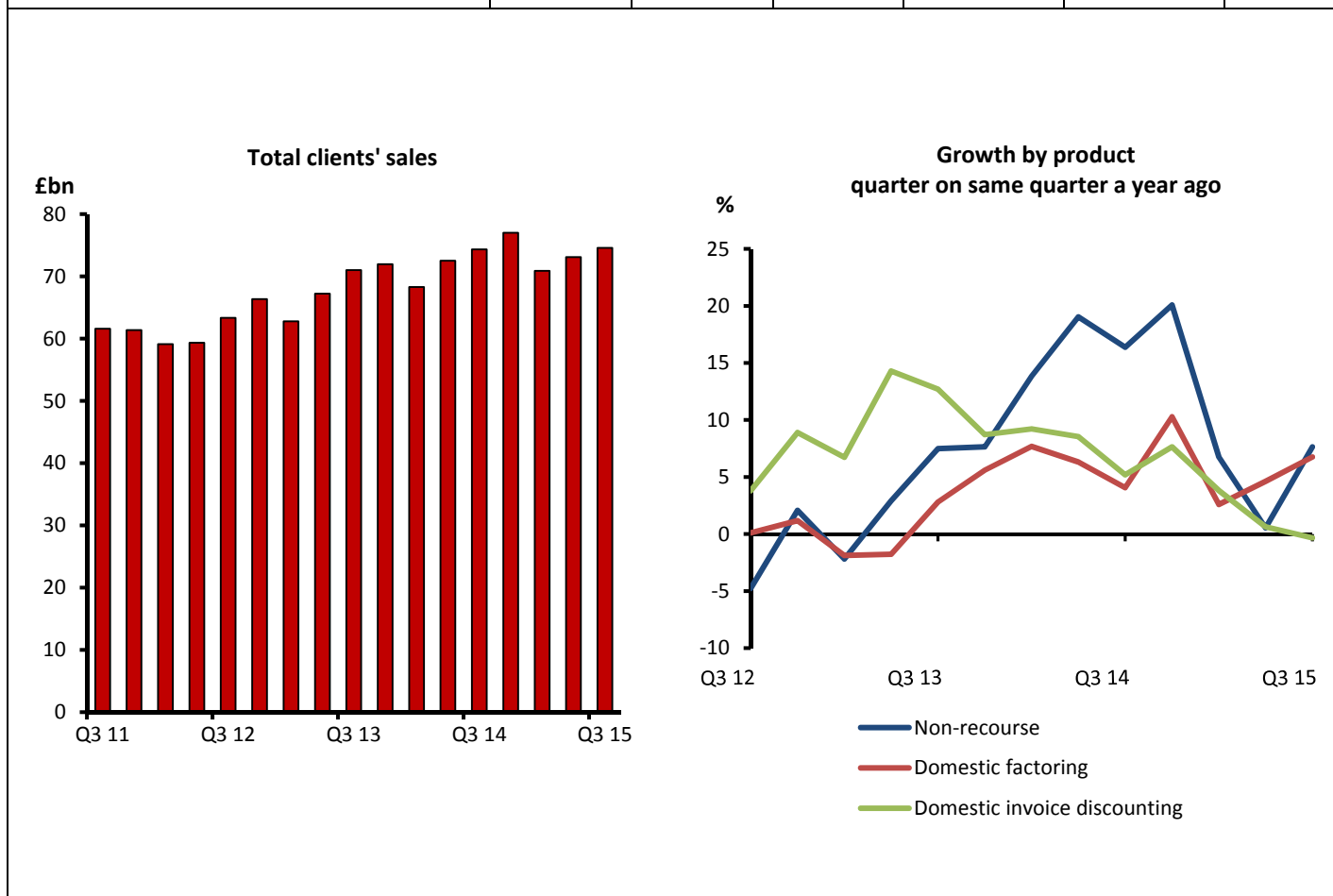
The members listed below contributed data for the period to September 2015:

<p><b>A</b>                  ABN AMRO Commercial Finance                  AIB Commercial Finance Ltd                  AIB Group (UK) plc                  Aldermore Invoice Finance                  Ashley Commercial Finance</p>	<p><b>H, I, J</b>                  Hampshire Trust Bank plc                  HH Cashflow Finance                  Hitachi Capital (UK) plc                  HSBC Invoice Finance (UK) Ltd                  IGF Invoice Finance                  JSM Finance Ltd</p>
<p><b>B</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 &amp; Ireland                  Bibby Financial Services Ltd                  BNP Paribas Commercial Finance Ltd</p>	<p><b>K, L, M</b>                  Leumi ABL Ltd                  Lloyds Bank Commercial Finance Ltd                  Metro Bank SME Finance</p>
<p><b>C, D</b>                  Cavendish Investments (Manchester) Ltd                  Close Brothers Invoice Finance                  Clydesdale Bank plc                  Danske Bank                  Danske Bank A/S</p>	<p><b>P, Q, R</b>                  Positive Cashflow Finance Ltd                  Pulse Cashflow Finance Ltd                  Pulse Factoring Solutions Ltd                  Quantum Factors Ltd                  RBS Invoice Finance                  Regency Factors Invoice Finance Ltd                  Regency Factors plc</p>
<p><b>E, F</b>                  Easy Invoice Finance Ltd                  Factor 21 plc                  Factor 21 (North) Ltd                  Five Arrows Business Finance plc</p>	<p><b>S, T</b>                  Santander Invoice Finance                  Secure Trust Bank Commercial Finance                  Shawbrook Business Credit                  Siemens Financial Services Limited                  Skipton Business Finance Ltd                  Team Factors Ltd</p>
<p><b>G</b>                  GE Capital Bank Limited                  Gener8Finance</p>	<p><b>U, V, W</b>                  Ulster Bank Invoice Finance (NI)                  Ulster Bank Invoice Finance                  Ultimate Finance Group plc                  Wells Fargo Capital Finance                  Working Capital Partners Ltd</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 ...		
	Sep 15	Sep 14	% Change	Sep 15	Sep 14	% Change
Domestic factoring	5,353	5,014	7%	15,072	14,392	5%
Domestic invoice discounting	64,494	64,704	0%	189,459	187,000	1%
Export factoring	729	512	42%	1,888	1,511	25%
Export invoice discounting	3,822	3,897	-2%	11,602	11,606	0%
Import factoring	181	211	-14%	557	640	-13%
<b>Total clients' sales</b>	<b>74,579</b>	<b>74,338</b>	<b>0%</b>	<b>218,578</b>	<b>215,149</b>	<b>2%</b>
Non-recourse included in total above	9,243	8,586	8%	25,487	24,285	5%
Credit protection payments to clients	6.7	3.8	76%	22.4	17.2	30%



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## 2.2. BALANCES AT THE PERIOD END

BALANCES AT PERIOD END (£M) (All products)	Balances as at the end of ...		
	Sep 15	Sep 14	% Change
Pure invoice finance – advances against debt	15,698	15,308	3%
Invoice finance plus – advances against debt plus other assets	217	239	-9%
ABL facilities:			
Advances against debt	2,833	2,533	12%
Advances against stock	599	563	6%
Advances against plant and machinery	355	347	2%
Advances against property	142	143	-1%
Advances against other assets	100	106	-6%
<i>Total excluding other commitments</i>	19,944	19,239	4%
Other commitments	15	27	-44%
<b>Total advances</b>	<b>19,959</b>	<b>19,266</b>	<b>4%</b>
<b>Total funding available</b>	<b>28,727</b>	<b>27,984</b>	<b>3%</b>
<b>Total facilities agreed</b>	<b>38,310</b>	<b>36,982</b>	<b>4%</b>
Debtor outstandings	36,557	35,933	2%
Stock	2,410	2,502	-4%
Plant and machinery	817	869	-6%
Property	249	281	-11%
Other trading assets	28	156	-82%
<b>Total security values</b>	<b>40,061</b>	<b>39,741</b>	<b>1%</b>

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Sep 15	Sep 14	% Change
Domestic factoring	17,010	17,421	-2%
Domestic invoice discounting	20,008	19,461	3%
Export and mixed export + domestic	5,583	5,424	3%
Import factoring	551	628	-12%
Stock Finance	111	110	1%
ABL facilities	885	652	36%
<b>Total number of clients</b>	<b>44,148</b>	<b>43,696</b>	<b>1%</b>
Clients lost in quarter	2,276	1,961	16%
Clients gained in quarter	2,344	2,207	6%

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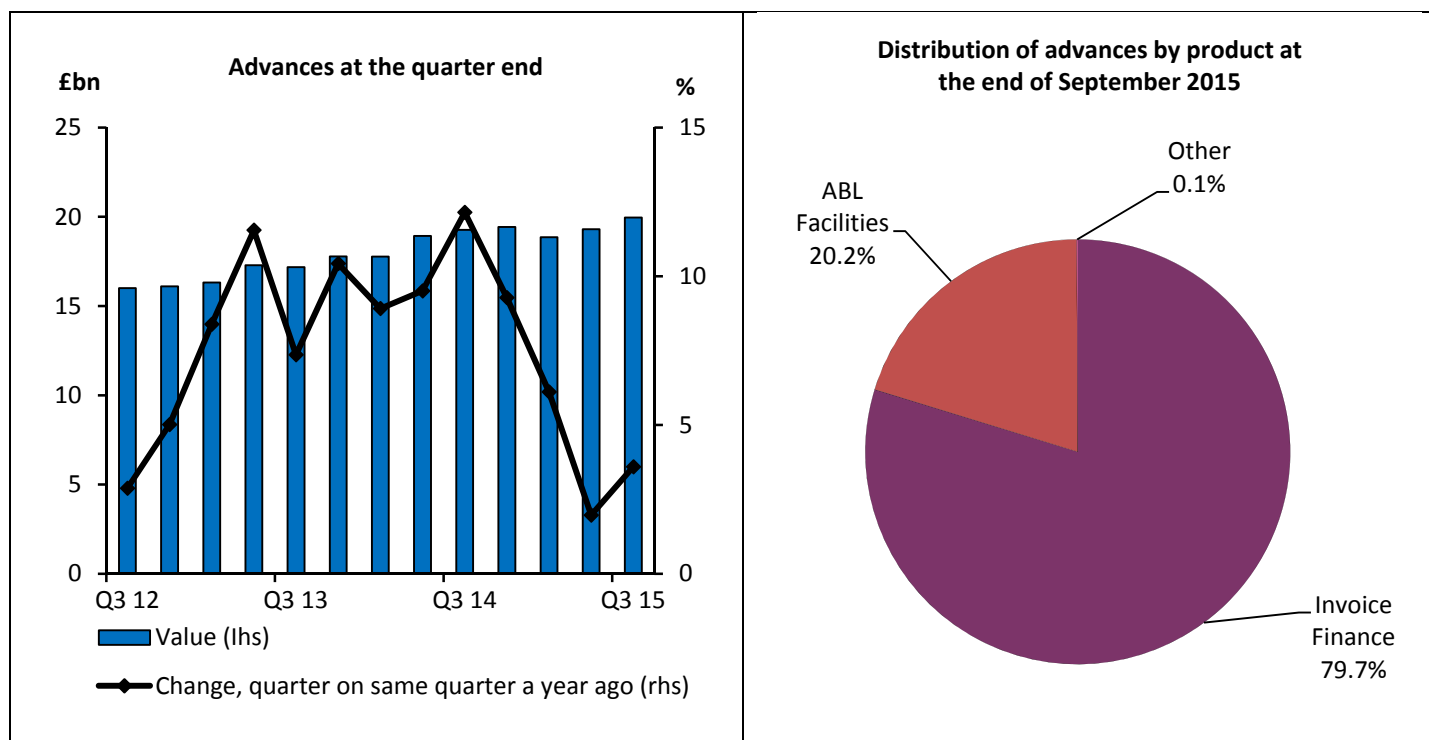
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## 2.3. ANALYSIS OF SOLE LENDER AND SYNDICATE DEALS

	For the quarter ended September 2015			
	Sole lender deals	Syndicate deals		Total deals
		Lead	Non-Lead	
Clients' sales volumes (£m)	63,496	11,083	N/A	74,579
Advances at the period end (£m)	17,257	1,315	1,387	19,959
Number of clients at period end	44,044	104	N/A	44,148

## 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	13,993	727
0.5 – 1.0	6,573	600
1.0 – 5.0	14,867	2,985
5.0 – 10.0	4,185	2,060
10.0 – 25.0	2,583	3,210
25.0 – 50.0	1,077	1,986
50.0 – 100.0	493	2,177
Over 100.0	377	6,214
<b>Total</b>	<b>44,148</b>	<b>19,959</b>



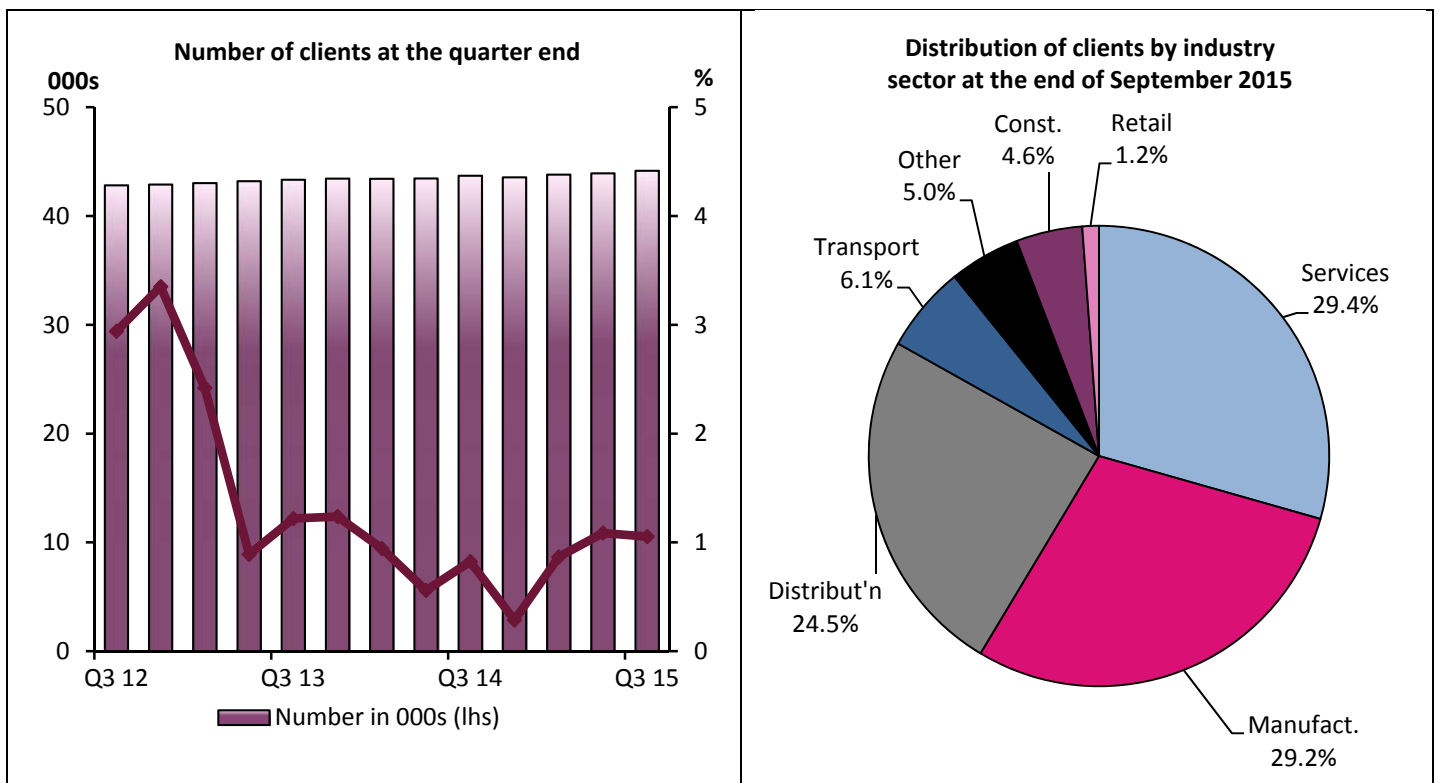
**2.5. ANALYSIS OF CLIENT NUMBERS BY INDUSTRY SECTOR**

Industry sector	Number of clients at the quarter end
Manufacturing	12,890
Distribution	10,823
Services	12,983
Transport	2,690
Retail	513
Construction	2,051
Other	2,198
<b>Total</b>	<b>44,148</b>

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

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

Factoring clients	55.3
Discounting clients	55.2



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## 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 ...		
	Sep 15	Sep 14	% Change	Sep 15	Sep 14	% Change
Total clients' sales	6,500	6,514	0%	19,201	18,445	4%

BALANCES AT PERIOD END (€M) (All products)	Balances as at the end of ...		
	Sep 15	Sep 14	% Change
Total advances	1,335	1,302	3%
Total securities values	3,167	2,918	9%
Total funding available	1,986	2,065	-4%
Total funding agreed	3,016	3,105	-3%

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Sep 15	Sep 14	% Change
Total number of clients	1,947	1,916	2%
Clients lost in quarter	30	46	-35%
Clients gained in quarter	47	44	7%



**ANALYSIS OF ADVANCES AND CLIENT NUMBERS BY SIZE OF CLIENT TURNOVER**

<b>Client annual turnover bands (£m)</b>	<b>Number of clients at the quarter end</b>	<b>Advanced at the quarter end €m</b>
0.0 – 0.5	269	171
0.5 – 1.0	242	72
1.0 – 5.0	956	303
5.0 – 10.0	261	148
10.0 – 25.0	133	133
25.0 – 50.0	43	163
50.0 – 100.0	29	133
Over 100.0	14	212
<b>Total</b>	<b>1,947</b>	<b>1,335</b>

**ANALYSIS OF CLIENT NUMBERS BY INDUSTRY SECTOR**

<b>Industry sector</b>	<b>Number of clients at the quarter end</b>
Manufacturing	383
Distribution	792
Services	374
Transport	86
Retail	63
Construction	25
Other	224
<b>Total</b>	<b>1,947</b>

**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 UK economy lost some momentum in Q3 2015 as growth slowed to 0.5% compared with the previous quarter. The services sector remained the main driver of growth, with output from this sector up by 0.7% on Q2 2015. By contrast, the construction sector reported a contraction in output of 2.2% over the same period, while the manufacturing sector remained in recession as output fell by 0.3% compared with Q2 2015.

The **total value outstanding** to private non-financial corporations (PNFCs) stood at £362.6 billion at the end of September 2015, unchanged on the previous quarter.

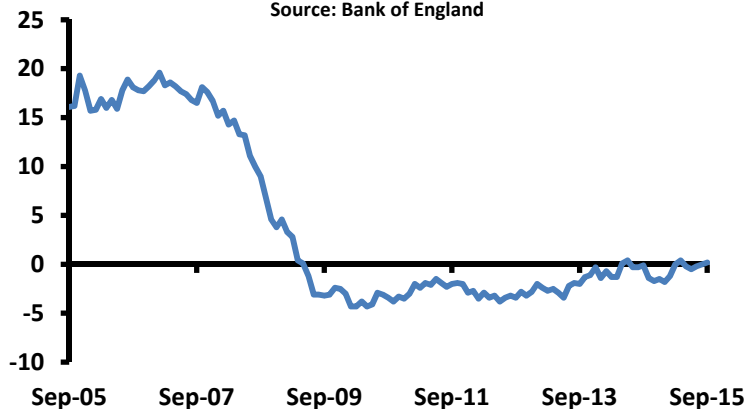
Total **gross lending** to PNFCs increased in the twelve months to September 2015 by 10.6% compared with the same period in the previous year. Gross lending to SMEs increased by 15.7% to £58.3 billion over this period, while lending to large-sized businesses grew by 8.7% to £146.6 billion.

In Q3 2015, the **total net funds** raised by PNFCs in the UK was positive for the sixth quarter in a row, at £5.7 billion. While each of the main sources of funds reported positive net funds in Q3 2015, net bond issuance was particular strong at £3.3 billion.

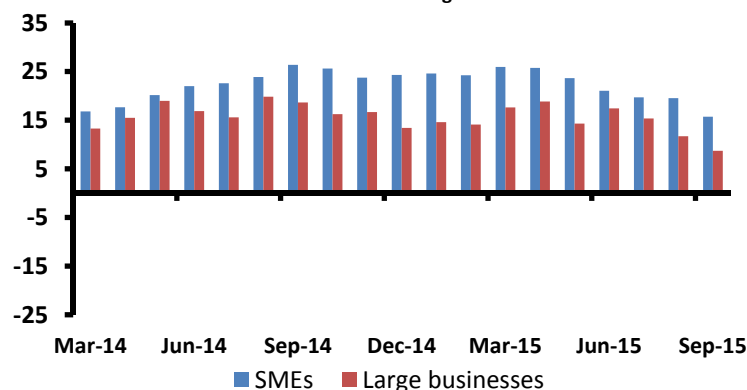
Asset finance provided through **leasing and hire purchase** by members of the Finance & Leasing Association (FLA) increased by 3% in Q3 2015 compared with the same quarter in 2014, to £7.0 billion.

Q3 2015 saw strong growth in IT equipment finance and commercial vehicle finance, up 55% and 14% respectively compared with Q3 2014. Growth in plant and machinery finance slowed to 1% over the same period. Further analysis of this sector shows strong growth in new finance provided for printing equipment and forklift trucks, up 57% and 46% respectively. Finance for construction plant also continued to grow in Q3 2015 by 10%. But finance for agricultural plant and production/process plant fell in the third quarter by 8% and 39% respectively.

**M4 net lending to PNFCs, seasonally adjusted, 12 months % change**  
Source: Bank of England



**Gross lending to non-financial businesses by MFIs, not seasonally adjusted, 12 months % change**  
Source: Bank of England



**Net funds raised by PNFCs**  
Source: Bank of England

