

2018

*Annual  
Asset-Based  
Lending and  
Factoring Survey*



**Secured Finance  
Network**

An association of professionals  
putting capital to work

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## Introduction

The Secured Finance Network's Annual Asset-Based Industry and Annual Factoring Industry reports are designed to provide lenders year-end 'snapshots' of their respective industries that can be used to benchmark performance.

Thirty-four SFNet members engaged in asset-based lending and eight SFNet members engaged in factoring participated in this year's surveys. Members who participated in the surveys received more detailed reports mapping additional facets of their industry. If you are a member and are interested in participating, please contact Aydan Savaser at [asavaser@cfa.com](mailto:asavaser@cfa.com). If you are not a member, please contact James Kravitz at [jkravitz@cfa.com](mailto:jkravitz@cfa.com) to learn about the many benefits of membership.

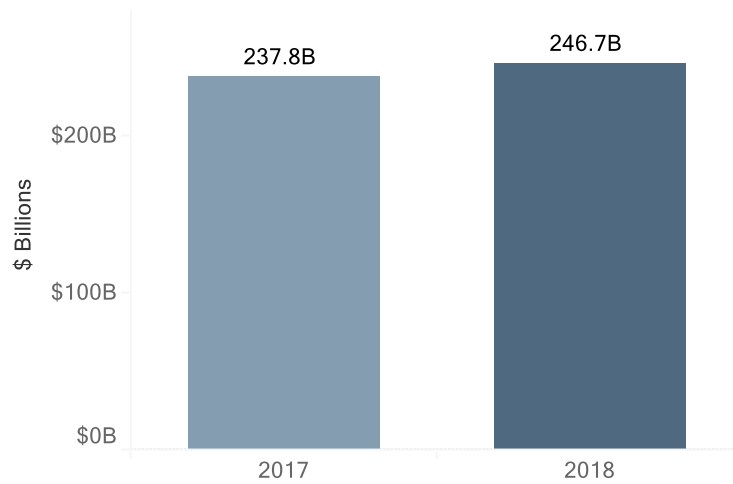
The makeup of the lenders providing data for this report changes from year to year. Participating members also have the ability to revise their previously reported data. As such, the data presented in this report reflects only organizations who responded during the current data collection cycle and 2017 values reported in this report may not be consistent with the previous year's reports.

If you have any questions about the data contained in this report, or if you have suggestions on how we can improve the report in future years, please contact the Westat analysis team at [CFADataInitiative@westat.com](mailto:CFADataInitiative@westat.com) or 1-855-887-3820.

## Annual Asset-Based Lending Report Highlights

### Total Credit Commitments

2017 vs. 2018

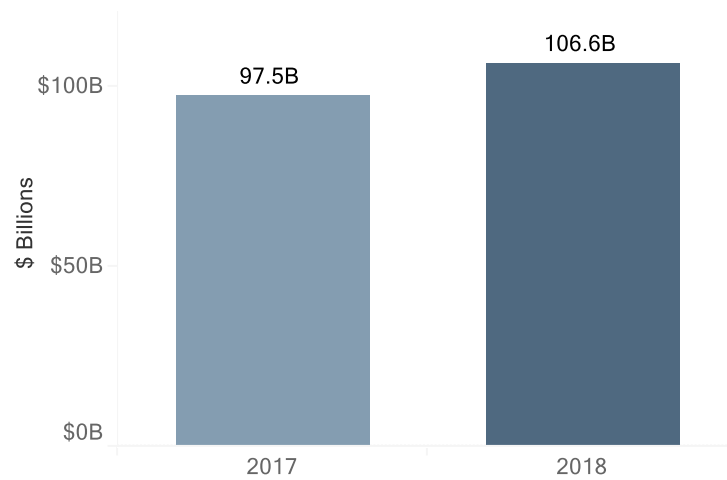


Total credit commitments rose by 3.7% in 2018.

Note: Data represents lenders who responded to CFA's 2018 Annual Asset-Based Lending Survey

### Asset-Based Loans Outstanding

*2017 vs. 2018*

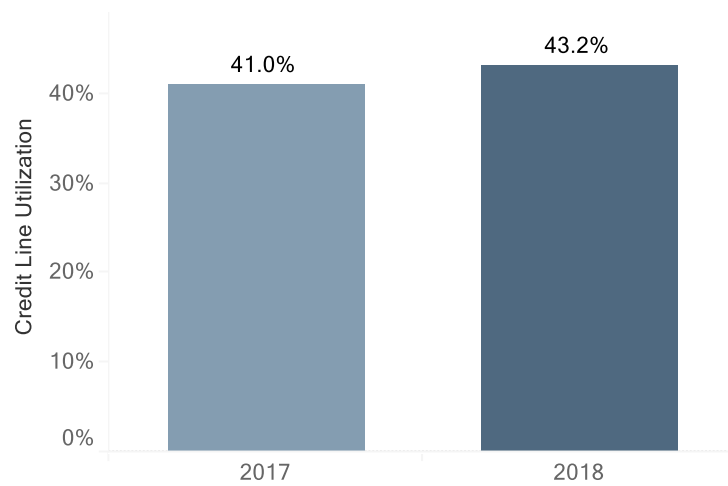


Total asset-based loans outstanding increased by 9.3% in 2018.

Note: Data represents lenders who responded to CFA's 2018 Annual Asset-Based Lending Survey

### Credit Line Utilization

*2017 vs. 2018*

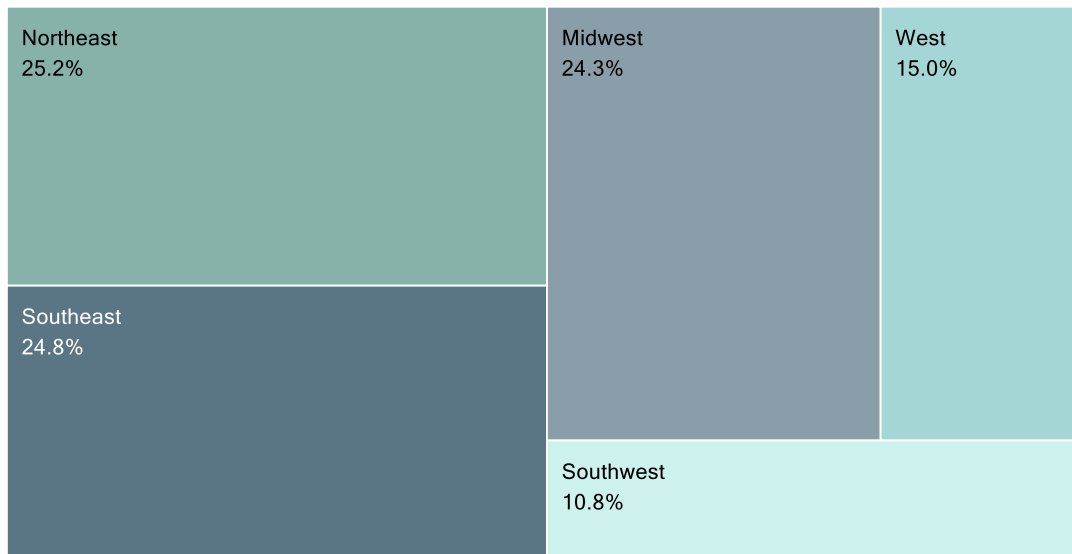


Credit line utilization increased 220 basis points from 2017 to 2018.

Note: Data represents lenders who responded to CFA's 2018 Annual Asset-Based Lending Survey

### Regional Markets - Outstandings

2018



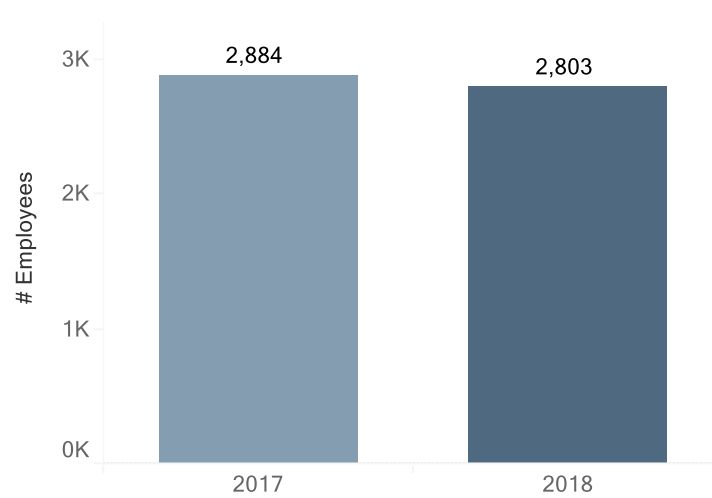
The Northeast and Southeast were home to 50% of the total outstandings loans in 2018.

Note: Data represents lenders who responded to CFA's 2018 Annual Asset-Based Lending Survey



### Asset-Based Lender Employees

2017 vs. 2018



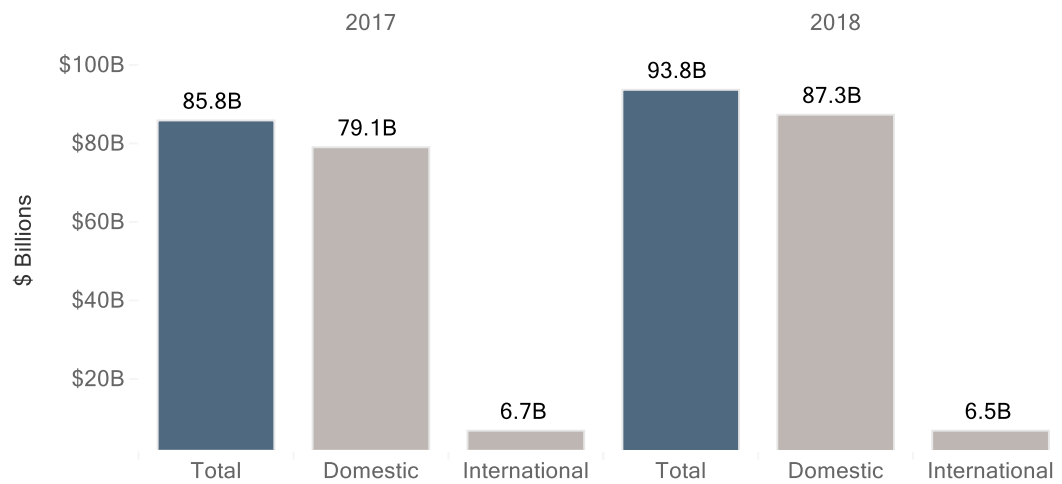
Total reported asset-based lending employees decreased 2.8% in 2018.

Note: Data represents lenders who responded to CFA's 2018 Annual Asset-Based Lending Survey

## Annual Factoring Report Highlights

### Domestic vs. International Factoring

2017 vs. 2018

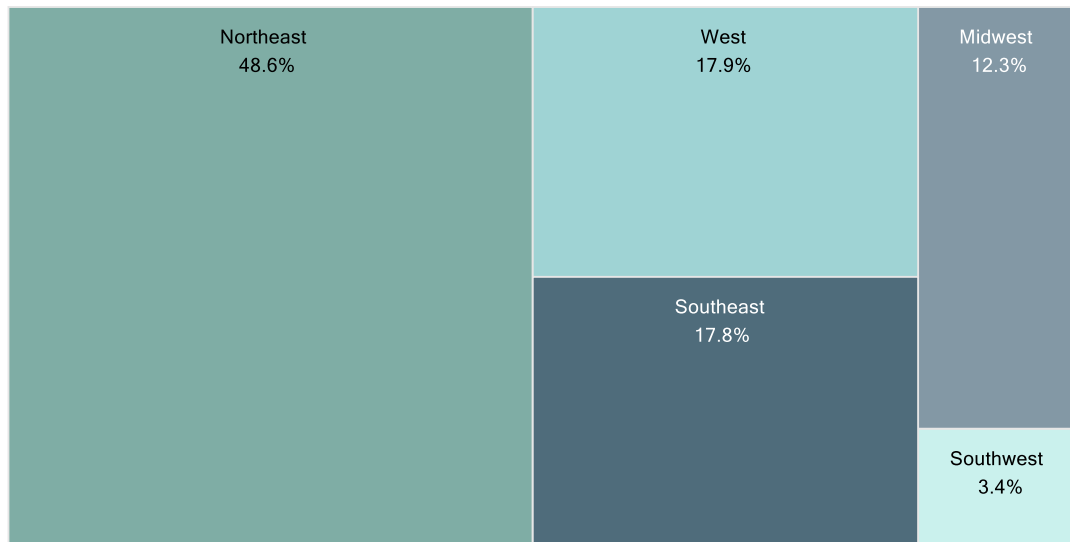


Domestic factoring volume increased 10.4% from 2017 to 2018. International factoring volume decreased 3.0% over the same period.

Note: "International" factoring volume is attributable to clients based outside of the U.S.  
Note: Data represents lenders who responded to CFA's 2018 Annual Factoring Survey

### Regional Factoring Markets by Volume

2018

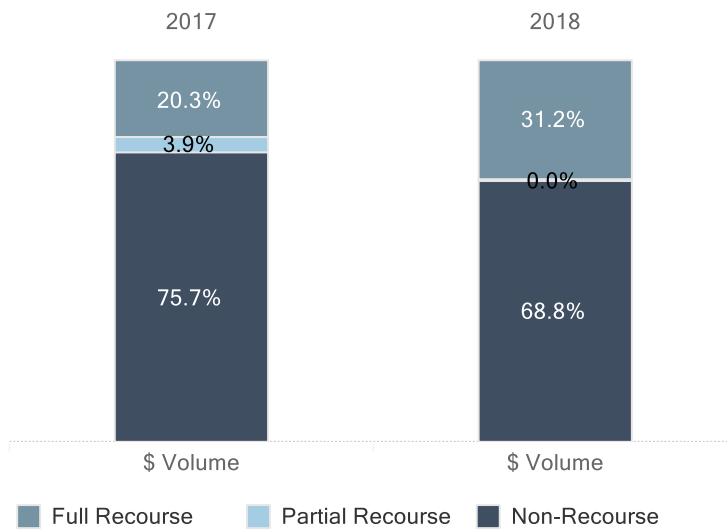


The Northeast region represented almost 50% of the total factoring volume in 2018.

Note: Data represents lenders who responded to CFA's 2018 Annual Factoring Survey

### Recourse vs. Non-Recourse Factoring

2017 vs. 2018

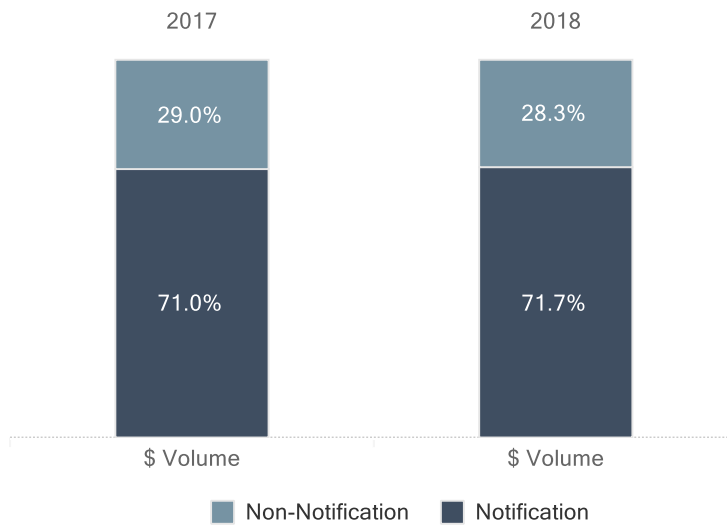


Note: Data represents lenders who responded to CFA's 2018 Annual Factoring Survey

The distribution of factoring types remained largely consistent from 2017 to 2018. The majority of factoring volume continues to be on a non-recourse basis.

### Notification vs. Non-Notification Factoring

2017 vs. 2018

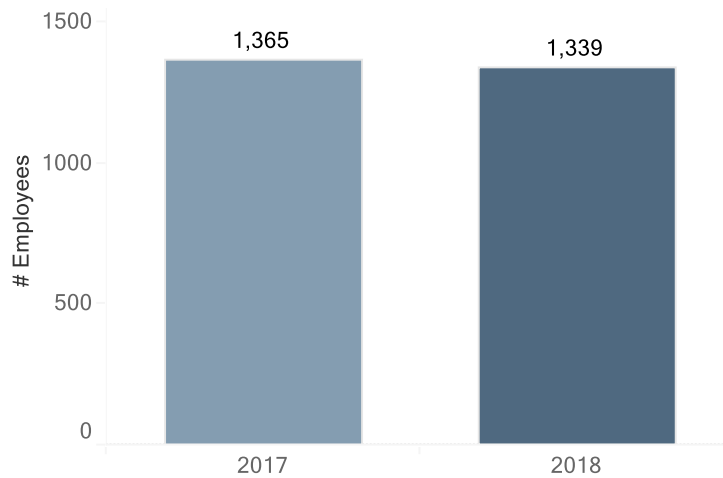


Market share for notification factoring increased 70 basis points in 2018 to 71.7% of total reported factoring volume.

Note: Data represents lenders who responded to CFA's 2018 Annual Factoring Survey

### Number of Employees

*2017 vs. 2018*



The number of reported factoring employees decreased by 1.9% in 2018.

Note: Data represents lenders who responded to CFA's 2018 Annual Factoring Survey