Q1 2018

Asset-Based Lending Index

Secured Finance Network

An association of professionals
putting capital to work

Introduction

The Secured Finance Network's Quarterly Asset-Based Lending Index is designed to allow SFNet members to monitor industry trends and benchmark performance.

A significant number of SFNet members engaged in asset-based lending and factoring participated in this year's surveys. Members who participate 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. If you are not a member, please contact James Kravitz at jkravitz@cfa.com to learn about the many benefits of membership.

The makeup of the lenders providing data for this report changes from quarter to quarter. 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 previous quarter values reported in this report may not be consistent with the previous quarters' 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 or 1-855-887-3820.

Business Development

Total Committed Credit Lines

1Q 2016 - 1Q 2018
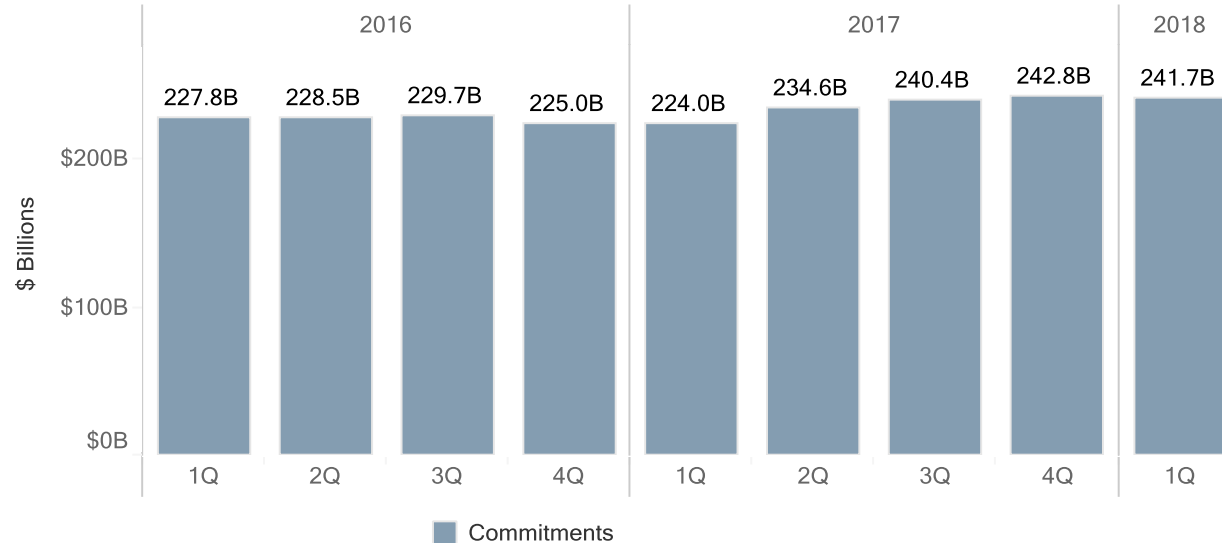
- Total committed credit lines fell by 0.5% compared to the previous quarter.
- Compared to the same quarter last year, total commitments increased 7.9%.

Note: Data represents lenders who responded to CFA's 1Q 2018 Asset-Based Lending Survey and reported on the referenced values in all quarters.

New Credit Commitments (Gross)

1Q 2016 - 1Q 2018
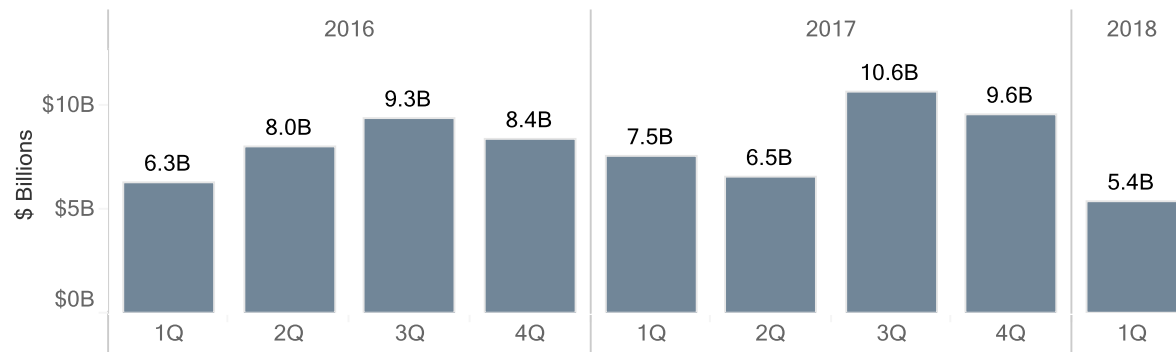
- Compared to the previous quarter, new credit commitments decreased 43.8% to $5.4B in 1Q 2018.
- Compared to the same quarter in the previous year, new credit commitments decreased by 28%.

Note: Data represents lenders who responded to CFA's 1Q 2018 Asset-Based Lending Survey and reported on the referenced values in all quarters.

Loans Outstanding as Percent of Total Credit Commitments
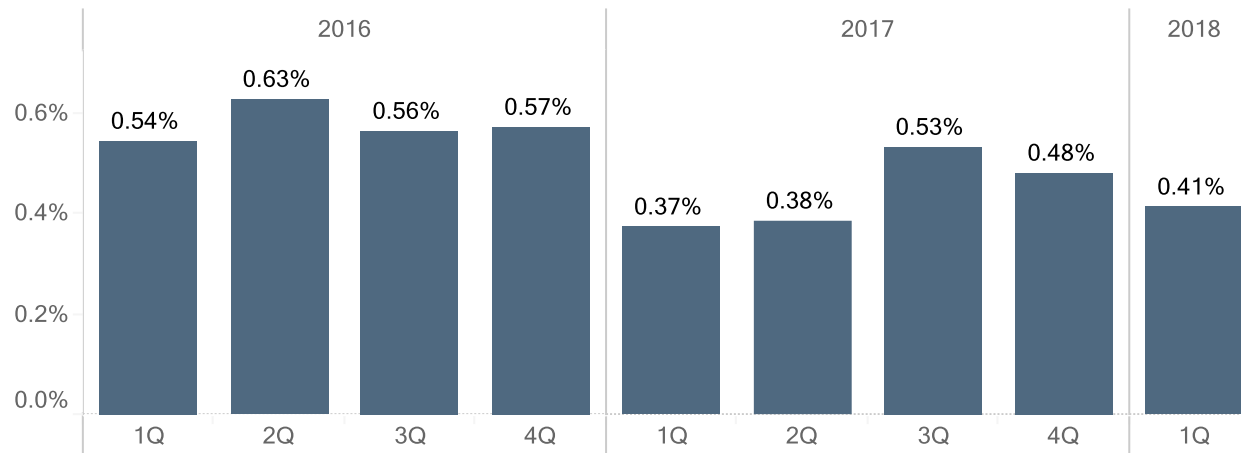
1Q 2016 - 1Q 2018
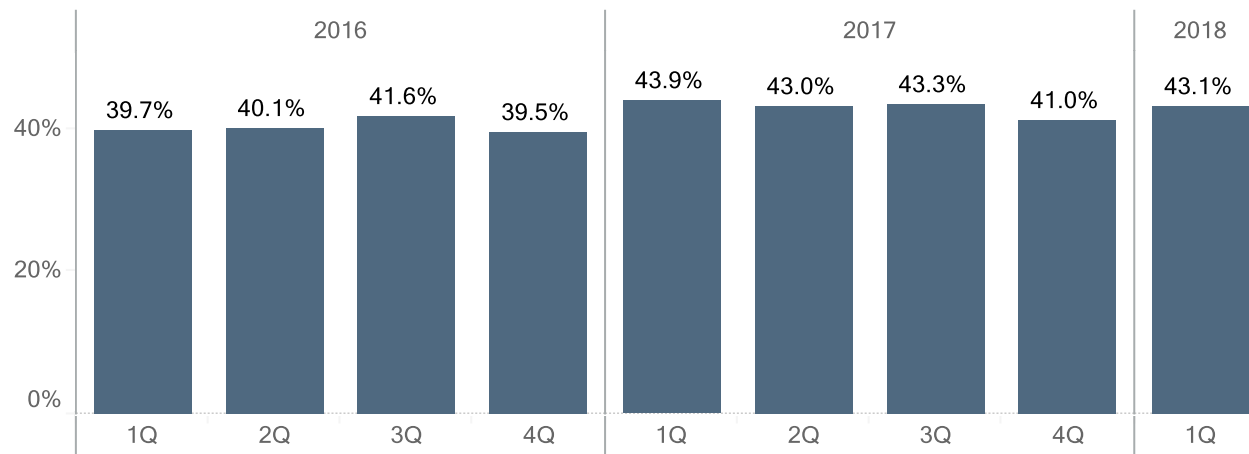
Note: Data represents lenders who responded to CFA's 1Q 2018 Asset-Based Lending Survey and reported on the referenced values in one or more quarters.

- Credit line utilization decreased slightly in 1Q 2018, falling about 210 basis points compared to 4Q 2017.
- Compared to 1Q 2017 credit line utilization decreased by 80 basis points in 1Q 2018.

Portfolio Performance

Non-Accruing Loans as % of Total Loans Outstanding

1Q 2016 - 1Q 2018

- As a percentage of outstanding loans, non-accruing loans in 1Q 2018 decreased by seven basis points from the previous quarter.
- Compared to the same quarter last year, the percentage of non-accruing loans increased by four basis points.

Note: Data represents lenders who responded to CFA's 1Q 2018 Asset-Based Lending Survey and reported on the referenced values in one or more quarters.

Change in Non-Accruing Loans

4Q 2017 and 1Q 2018
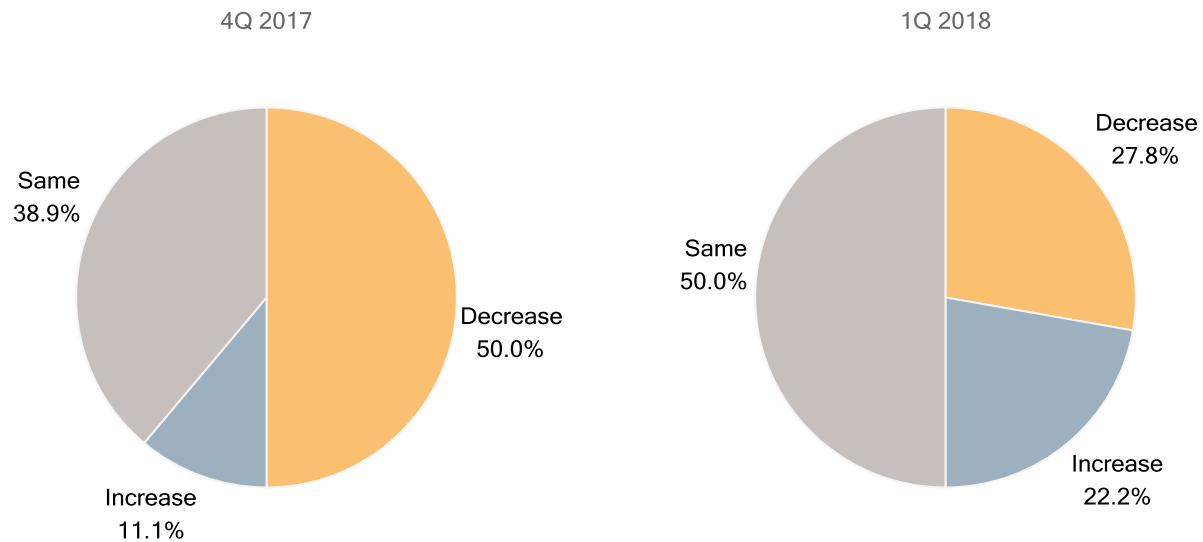
4Q 2017

Same
38.9%

Decrease
50.0%

Increase
11.1%

1Q 2018

Decrease
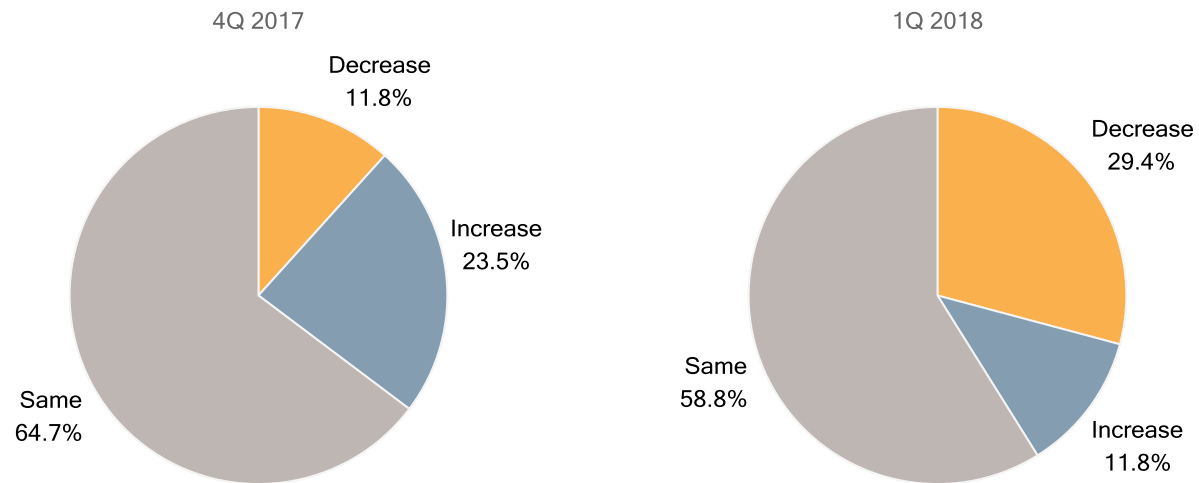27.8%

Same
50.0%

Increase
22.2%

Note: Data represents lenders who responded to CFA's 1Q 2018 Asset-Based Lending Survey and reported on the referenced values in two or three quarters.

- 22.2% of lenders reported an increase in non-accruals in 1Q 2018 compared to 11.1% of lenders in 4Q 2017.

Change in Gross Write-offs

4Q 2017 and 1Q 2018

4Q 2017

Decrease
11.8%

Increase
23.5%

Same
64.7%

1Q 2018

Decrease
29.4%

Increase
11.8%

Same
58.8%

Note: Data represents lenders who responded to CFA's 1Q 2018 Asset-Based Lending Survey and reported on the referenced values in two or three quarters.

- The percentage of lenders reporting an increase in gross write-offs contracted from 23.5% in 4Q 2017 to 11.8% in 1Q 2018.