

2016

*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-two SFNet members engaged in asset-based lending and nine 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.

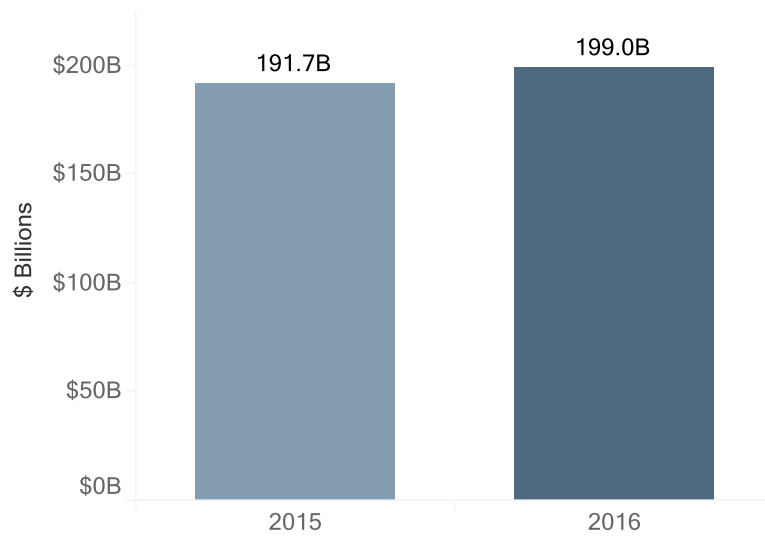
The makeup of the lenders providing data for this report changes from year to year. Participating members also have the ability to revise their previously reported data. As such, the data presented in this report reflects only organizations who responded during the current data collection cycle and 2015 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 or 1-855-887-3820.

Annual Asset-Based Lending Report Highlights

Total Credit Commitments

2015 vs. 2016

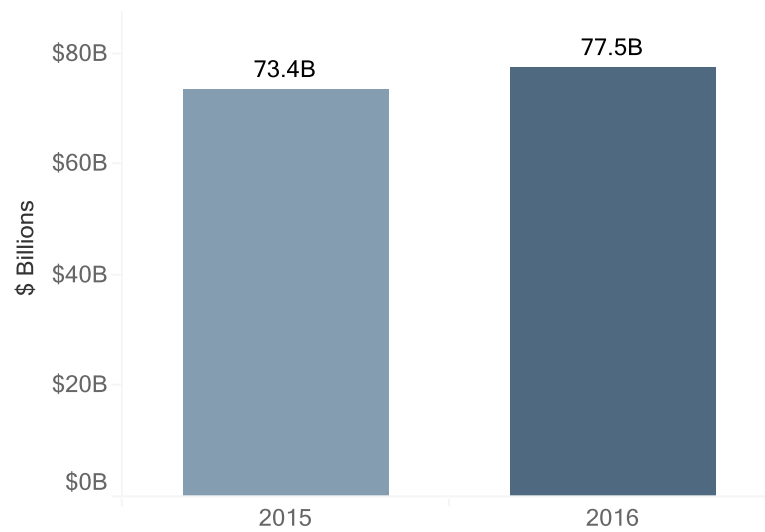


Total credit commitments rose by 3.8% in 2016.

Note: Data represents lenders who responded to CFA's 2016 Annual Asset-Based Lending Survey

Asset-Based Loans Outstanding

2015 vs. 2016

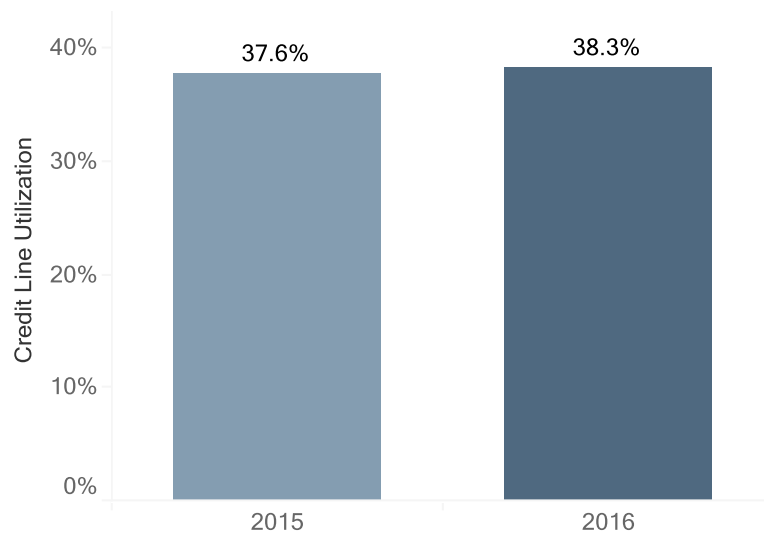


Total asset-based loans outstanding increased by 5.6% in 2016.

Note: Data represents lenders who responded to CFA's 2016 Annual Asset-Based Lending Survey

Credit Line Utilization

2015 vs. 2016

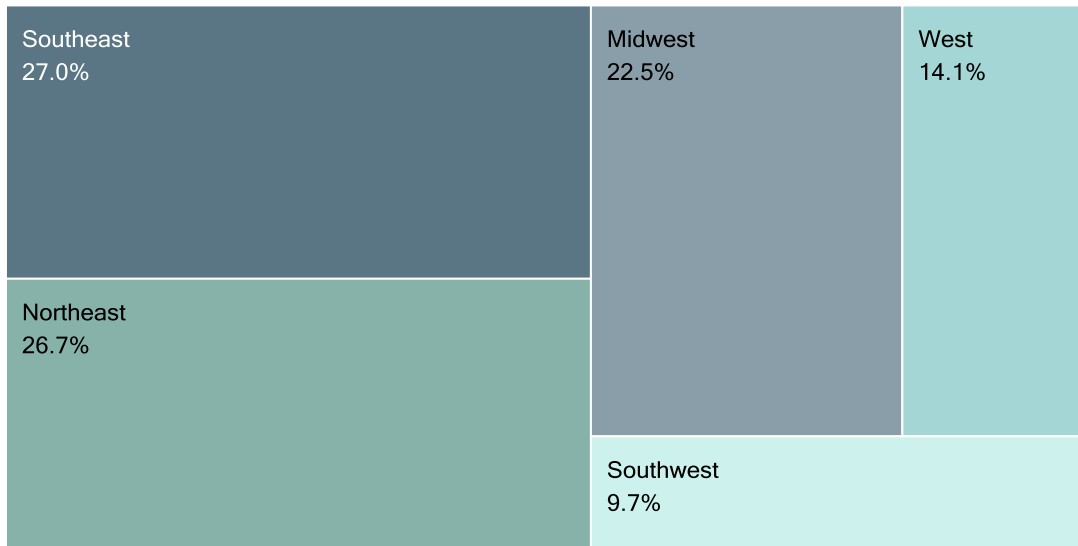


Credit line utilization increased less than 2% from 2015 to 2016.

Note: Data represents lenders who responded to CFA's 2016 Annual Asset-Based Lending Survey

Regional Markets - Outstandings

2016

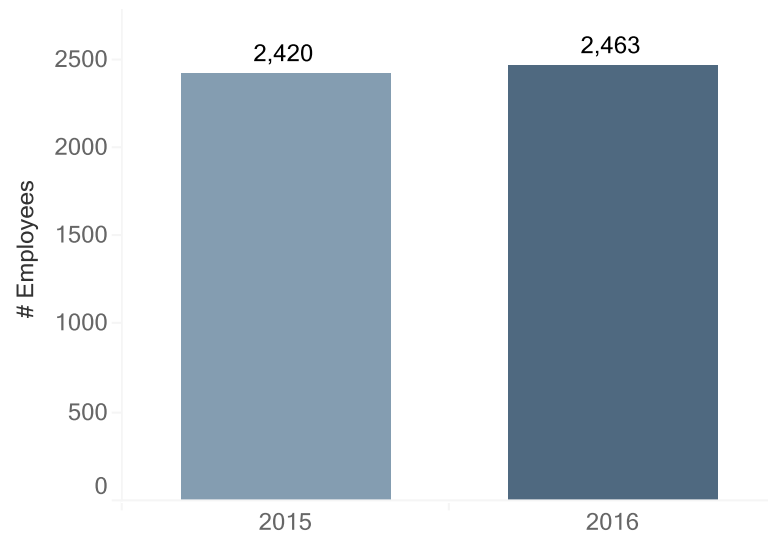


The Southeast and Northeast were home to over 50% of the total outstandings loans in 2016.

Note: Data represents lenders who responded to CFA's 2016 Annual Asset-Based Lending Survey

Asset-Based Lender Employees

2015 vs. 2016



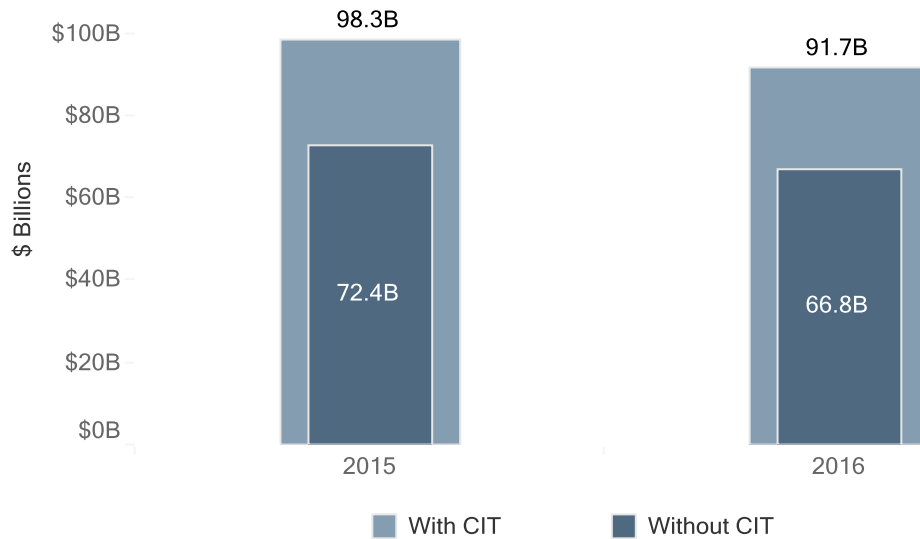
Total reported asset-based lending employees increased 1.8% in 2016.

Note: Data represents lenders who responded to CFA's 2016 Annual Asset-Based Lending Survey

Annual Factoring Report Highlights

Factoring Industry Volume

2015 vs. 2016

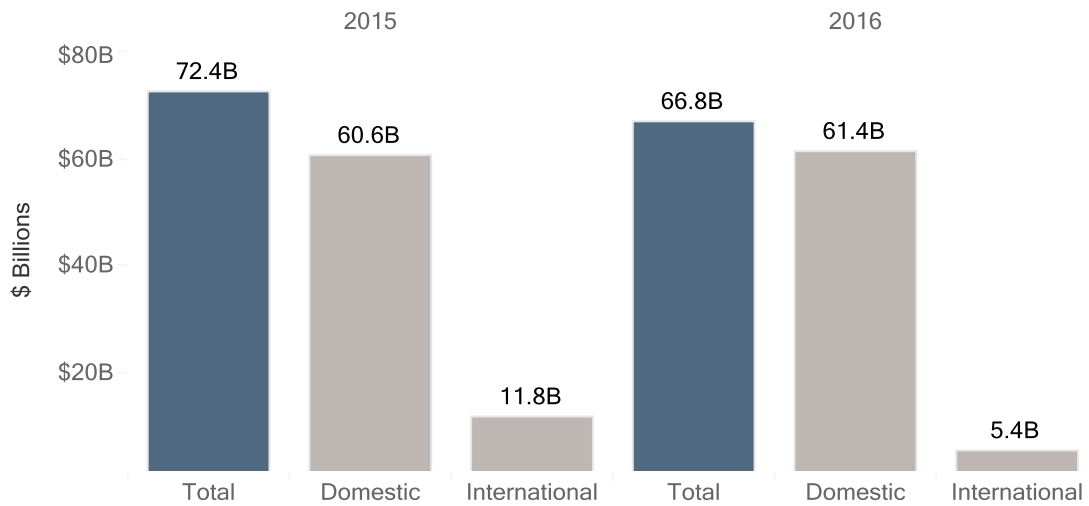


Factoring volume fell 6.7% overall from 2015 to 2016. Excluding CIT, reported factoring volume fell 7.7%.

Note: Data represents lenders who responded to CFA's 2016 Annual Factoring Survey and publically available data from CIT

Domestic vs. International Factoring

2015 vs. 2016

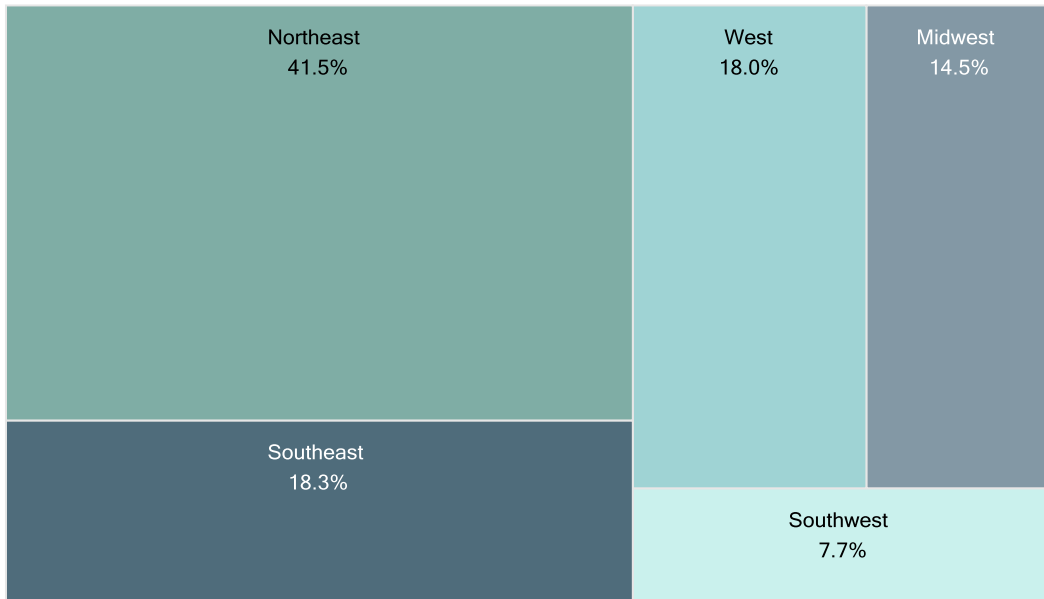


Domestic factoring volume increased just over 1% from 2015 to 2016. International factoring volume fell 54% over the same period.

Note: "International" factoring volume is attributable to clients based outside of the U.S.
Note: Data represents lenders who responded to CFA's 2016 Annual Factoring Survey
Note: CIT not included

Regional Factoring Markets by Volume

2016

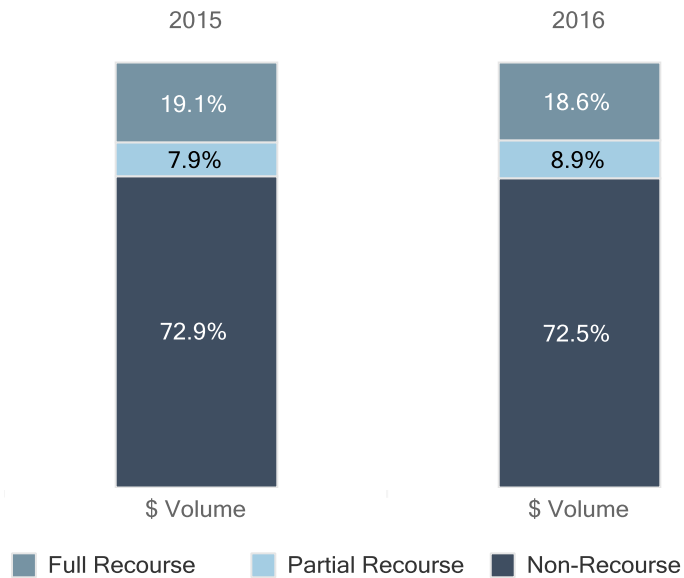


The Northeast region represented over 40% of the total factoring volume in 2016.

Note: Data represents lenders who responded to CFA's 2016 Annual Factoring Survey

Recourse vs. Non-Recourse Factoring

2015 vs. 2016

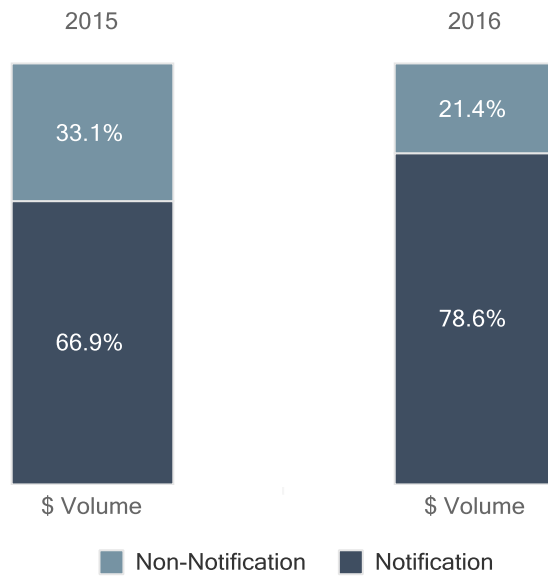


The distribution of factoring types remained relatively consistent from 2015 to 2016. The majority of factoring volume continues to be on a non-recourse basis.

Note: Data represents lenders who responded to CFA's 2016 Annual Factoring Survey

Notification vs. Non-Notification Factoring

2015 vs. 2016

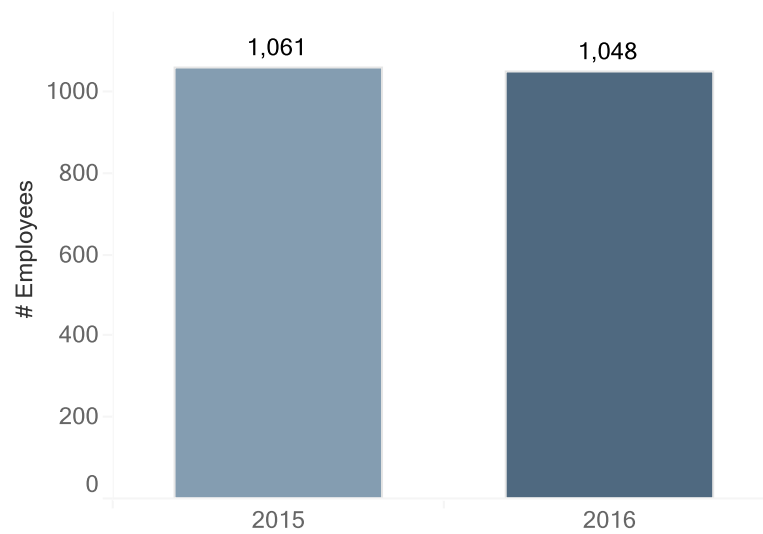


Market share for notification factoring increased 17.5% in 2016 to 78.6% of total reported factoring volume.

Note: Data represents lenders who responded to CFA's 2016 Annual Factoring Survey

Number of Employees

2015 vs. 2016



Note: Data represents lenders who responded to CFA's 2016 Annual Factoring Survey

The number of reported factoring employees fell by 1% in 2016.