

2017

*Annual  
Asset-Based  
Lending and  
Factoring Survey*



**Secured Finance  
Network**

An association of professionals  
putting capital to work

## Table of Contents

<u>Introduction</u>	<u>1</u>
<u>Annual Asset-Based Lending Report Highlights</u>	<u>2</u>
<u>Annual Factoring Report Highlights</u>	<u>8</u>

## 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 seven 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.

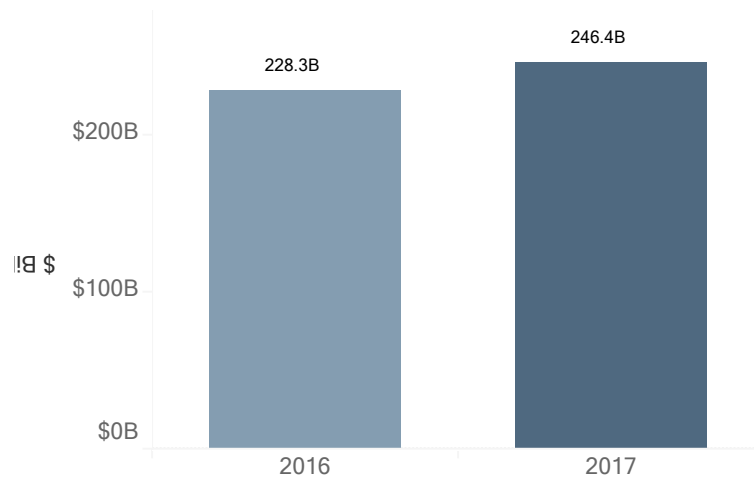
The makeup of the lenders providing data for this report changes from year to year. Participating members also have the ability to revise their previously reported data. As such, the data presented in this report reflects only organizations who responded during the current data collection cycle and 2016 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

2016 vs. 2017

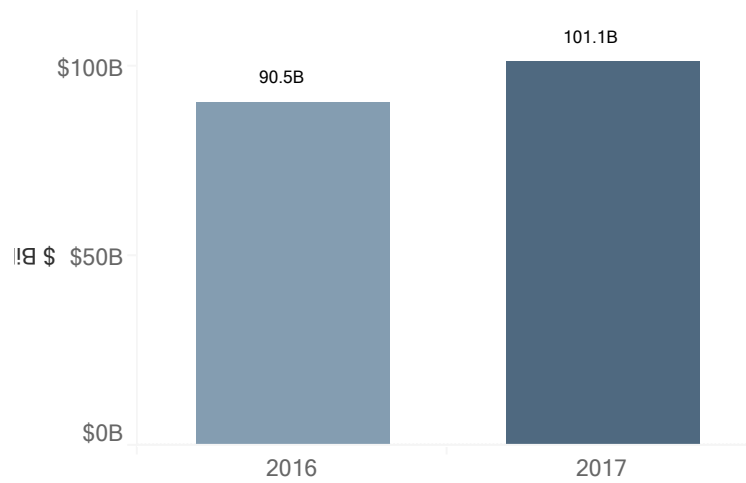


Total credit commitments rose by 7.9% in 2017.

Note: Data represents lenders who responded to CFA's 2017 Annual Asset-Based Lending Survey

### Asset-Based Loans Outstanding

2016 vs. 2017

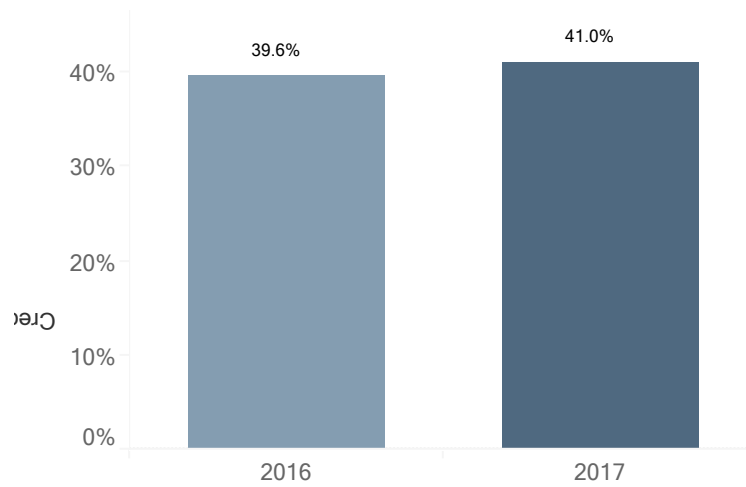


Total asset-based loans outstanding increased by 11.7% in 2017.

Note: Data represents lenders who responded to CFA's 2017 Annual Asset-Based Lending Survey

### Credit Line Utilization

2016 vs. 2017

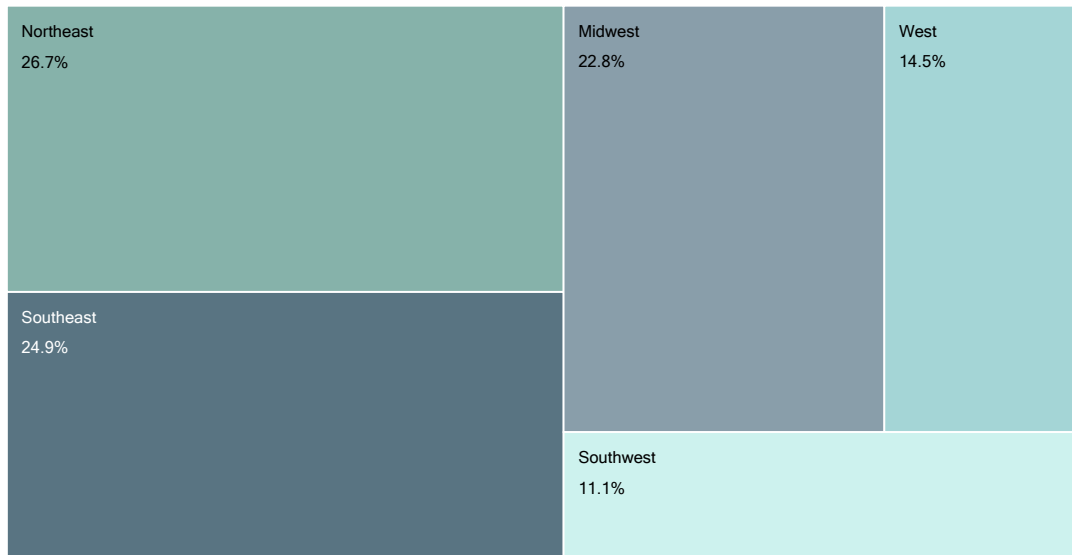


Credit line utilization increased 140 basis points from 2016 to 2017.

Note: Data represents lenders who responded to CFA's 2017 Annual Asset-Based Lending Survey

### Regional Markets - Outstandings

2017



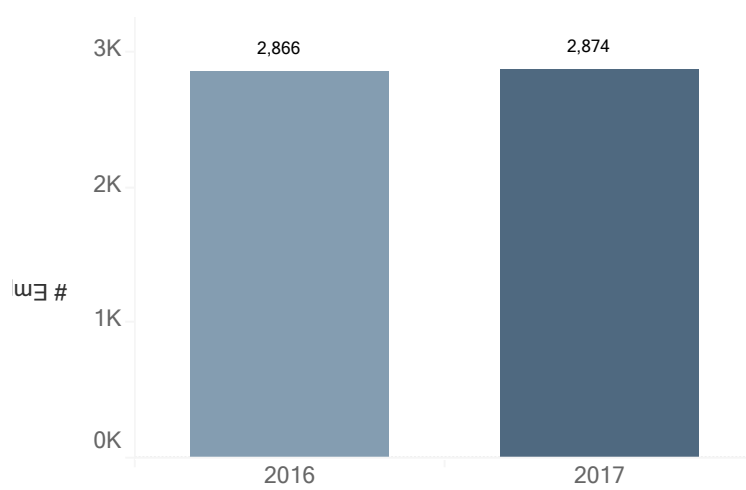
The Southeast and Northeast were home to over 50% of the total outstandings loans in 2017.

Note: Data represents lenders who responded to CFA's 2017 Annual Asset-Based Lending Survey



### Asset-Based Lender Employees

2016 vs. 2017



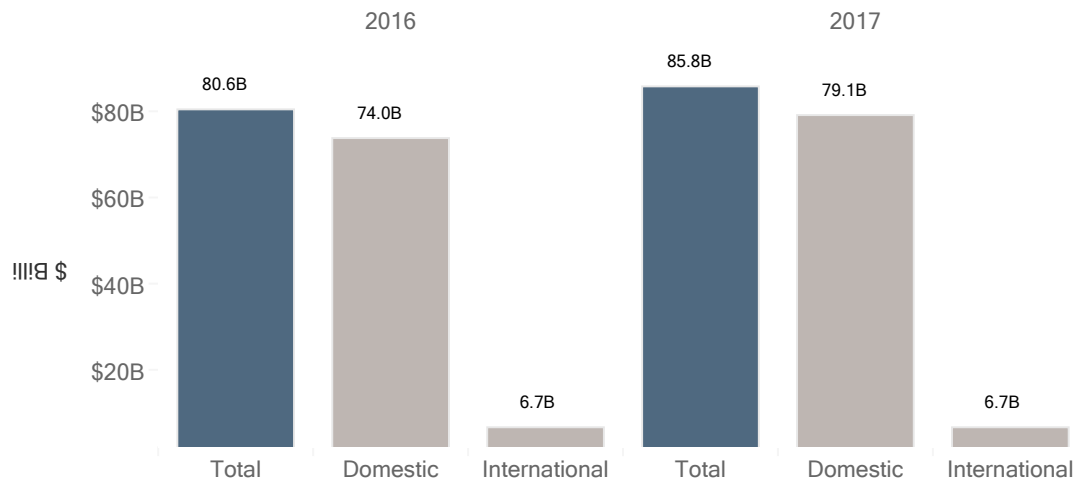
Total reported asset-based lending employees increased 0.3% in 2017.

Note: Data represents lenders who responded to CFA's 2017 Annual Asset-Based Lending Survey

## Annual Factoring Report Highlights

### Domestic vs. International Factoring

2016 vs. 2017

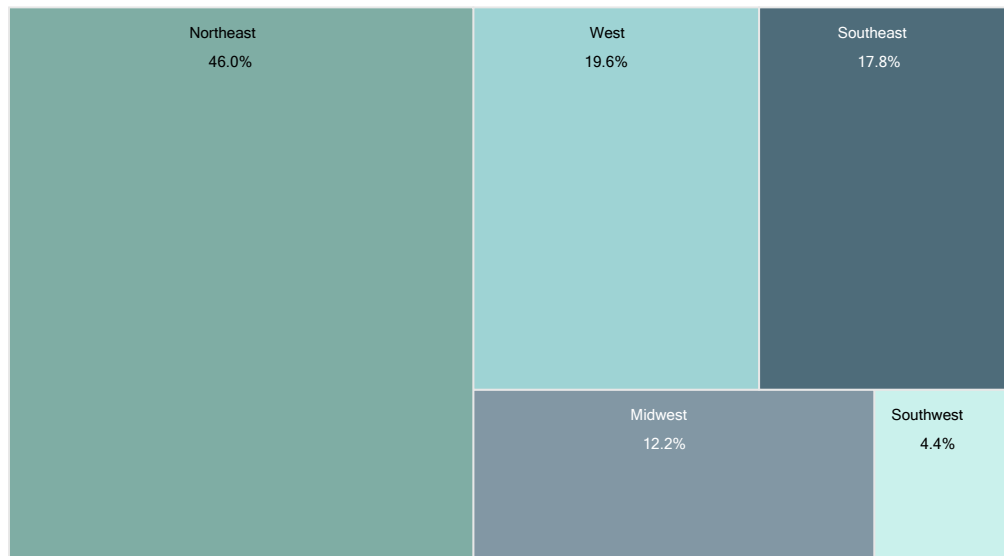


Domestic factoring volume increased 6.9% from 2016 to 2017. International factoring volume remained steady at 6.7 billion over the same period.

Note: "International" factoring volume is attributable to clients based outside of the U.S.  
Note: Data represents lenders who responded to CFA's 2017 Annual Factoring Survey

## Regional Factoring Markets by Volume

2017

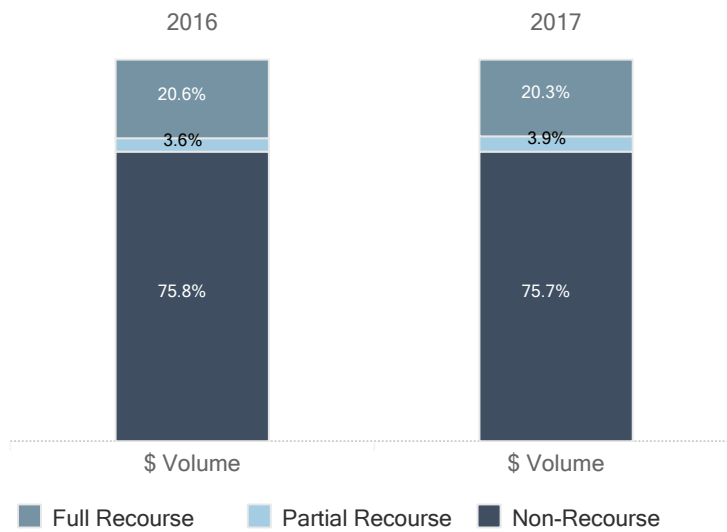


The Northeast region represented over 40% of the total factoring volume in 2017.

Note: Data represents lenders who responded to CFA's 2017 Annual Factoring Survey

### Recourse vs. Non-Recourse Factoring

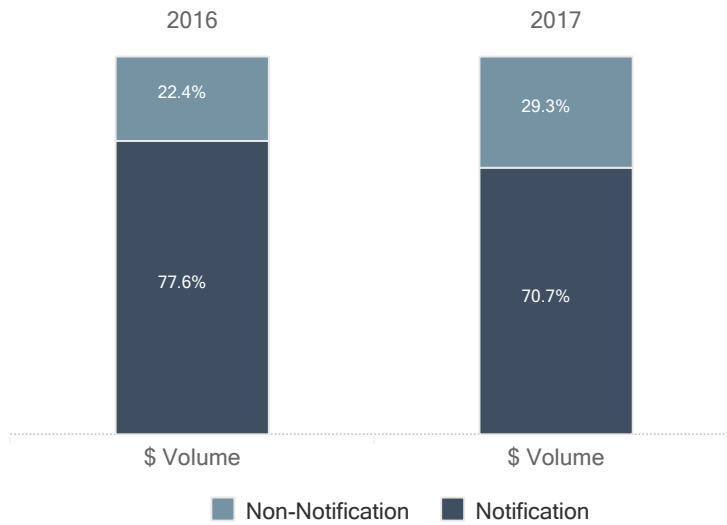
2016 vs. 2017



The distribution of factoring types remained relatively consistent from 2016 to 2017. The majority of factoring volume continues to be on a non-recourse basis.

### Notification vs. Non-Notification Factoring

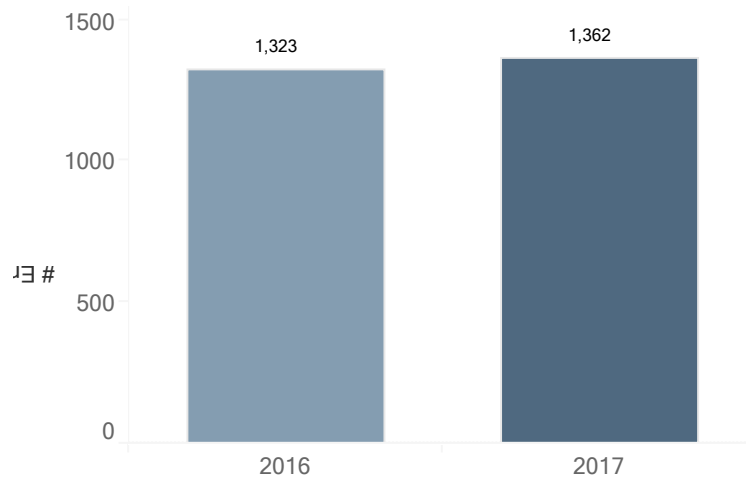
2016 vs. 2017



Market share for notification factoring decreased 690 basis points in 2017 to 70.7% of total reported factoring volume.

### Number of Employees

2016 vs. 2017



Note: Data represents lenders who responded to CFA's 2017 Annual Factoring Survey

The number of reported factoring employees increased by 2.9% in 2017.