

ASSET BASED FINANCE ASSOCIATION
QUARTERLY STATISTICS
TO JUNE 2010

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1. CONTRIBUTORS

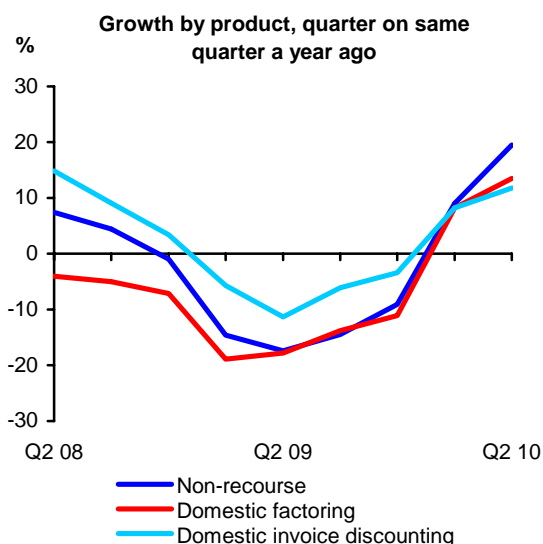
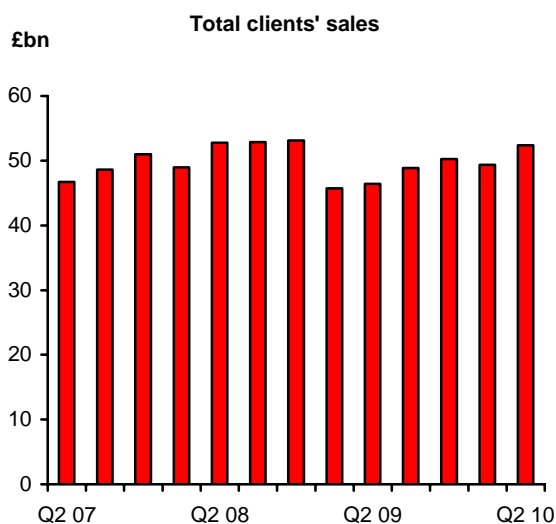
The members listed below contributed data for the period to June 2010:

<p>A Absolute Invoice Finance AIB Commercial Services Ltd Anglo Irish Bank Ashley Commercial Finance</p>	<p>H, I, J Hitachi Capital (UK) plc HSBC Invoice Finance (UK) Ltd Independent Growth Finance JSM Finance Ltd</p>
<p>B Bank of America, NA Bank of Ireland Commercial Finance, Belfast Bank of Ireland Finance, Dublin Bank of Scotland Cashflow Finance Bank of Scotland (Ireland) Commercial Division Barclays Asset & Sales Finance Bibby Financial Services Ltd Burdale Financial Ltd</p>	<p>K, L, N KBC Business Capital Leumi ABL Ltd Lloyds TSB Commercial Finance Ltd Lloyds TSB Commercial Finance (Ireland) Ltd National Irish Bank Northern Bank Ltd</p>
<p>C Cavendish Investments (Manchester) Ltd Centric Commercial Finance City Invoice Finance Ltd Close Invoice Finance Ltd Clydesdale Bank plc Coface Receivables Finance Ltd Crédit Agricole Commercial Finance</p>	<p>P, R Positive Cashflow Finance Ltd RBS Invoice Finance Regency Factors plc</p>
<p>D, E Davenham Trade Finance Ltd Easy Invoice Finance Ltd</p>	<p>S Santander Invoice Finance Skipton Business Finance Ltd SME Invoice Finance Ltd State Securities plc</p>
<p>F First Trust Bank Fortis Commercial Finance Ltd</p>	<p>U Ulster Bank Invoice Finance (NI) Ulster Bank Invoice Finance Ultimate Finance Group plc</p>
<p>G GE Commercial Finance Ltd GE Commercial Distribution Finance Europe Ltd</p>	<p>V Venture Finance plc</p>

2.1 CLIENTS' SALES AND BALANCES AT THE PERIOD END

The statistics below represent the aggregate of all those members contributing data.

CLIENTS' SALES (£M) (All products)	Quarter ended ...			Year-to-date ...		
	Jun 10	Jun 09	% Change	Jun 10	Jun 09	% Change
Domestic factoring	4,481	3,949	13%	8,689	7,838	11%
Domestic invoice discounting	44,449	39,758	12%	86,529	78,651	10%
Export factoring	291	373	-22%	563	774	-27%
Export invoice discounting	2,962	2,150	38%	5,605	4,438	26%
Import factoring	175	205	-15%	342	482	-29%
Total clients' sales	52,358	46,435	13%	101,728	92,183	10%
Non recourse included in total above	5,751	4,813	19%	10,941	9,577	14%
Credit protection payments to clients	6.7	11.2	-40%	13.8	21.2	-35%



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BALANCES AT PERIOD END (£M) (All products)	Balances as at the end of ...		
	Jun 10	Jun 09	% Change
Pure invoice finance – advances against debt	11,995	11,256	7%
Invoice finance plus – advances against debt plus other assets	29	470	-94%
ABL facilities:			
Advances against debt	1,668	1,618	3%
Advances against stock	334	341	-2%
Advances against plant and machinery	70	57	23%
Advances against property	213	257	-17%
Advances against other assets	121	125	-3%
<i>Total excluding other commitments</i>	14,430	14,124	2%
Other commitments	166	183	-9%
Total advances	14,596	14,307	2%
Debtor outstandings	28,467	25,472	12%
Stock	1,590	1,382	15%
Property	276	290	-5%
Plant and machinery	159	117	36%
Other trading assets	35	52	-33%
Total security values	30,527	27,313	12%

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Jun 10	Jun 09	% Change
Domestic factoring	19,402	20,987	-8%
Domestic invoice discounting	17,361	18,905	-8%
Export and mixed export + domestic	3,977	3,799	5%
Import factoring	555	1,884	-71%
Stock finance	92	85	8%
ABL facilities	409	669	-39%
Total number of clients	41,796	46,329	-10%
Clients lost in quarter ¹			2,478
Clients gained in quarter ¹			2,288

Note 1: Based on responses from members that accounted for 97% of total number of clients reported in Q2 2010.

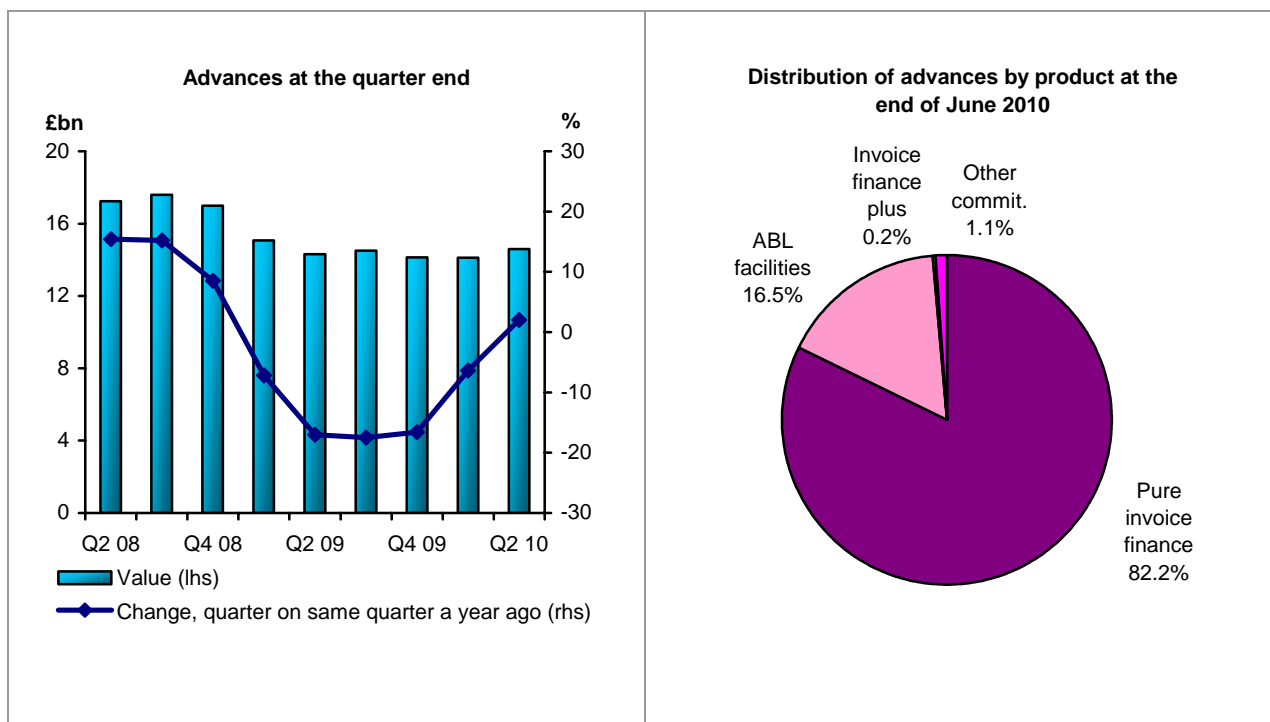
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2.2. ANALYSIS OF SOLE LENDER AND SYNDICATE DEALS

	For the quarter ended June 2010 ...			
	Sole lender deals	Syndicate deals		Total
		Lead	Non-Lead	
Clients' sales volumes (£m)	47,175	5,183	N/A	52,358
Advances at the period end (£m)	12,578	923	1,095	14,596
Number of clients at period end	41,709	87	N/A	41,796

2.3. ANALYSIS OF ADVANCES AND CLIENT NUMBERS BY SIZE OF CLIENT TURNOVER

Client annual turnover bands £m	Number of clients at the quarter end	Advanced (quarter end balance £m)
0.0 – 0.5	15,322	487
0.5 – 1.0	6,758	561
1.0 – 5.0	13,478	2,975
5.0 – 10.0	3,240	1,896
10.0 – 50.0	2,533	3,785
50.0 – 100.0	266	1,217
Over 100.0	199	3,675
Total	41,796	14,596



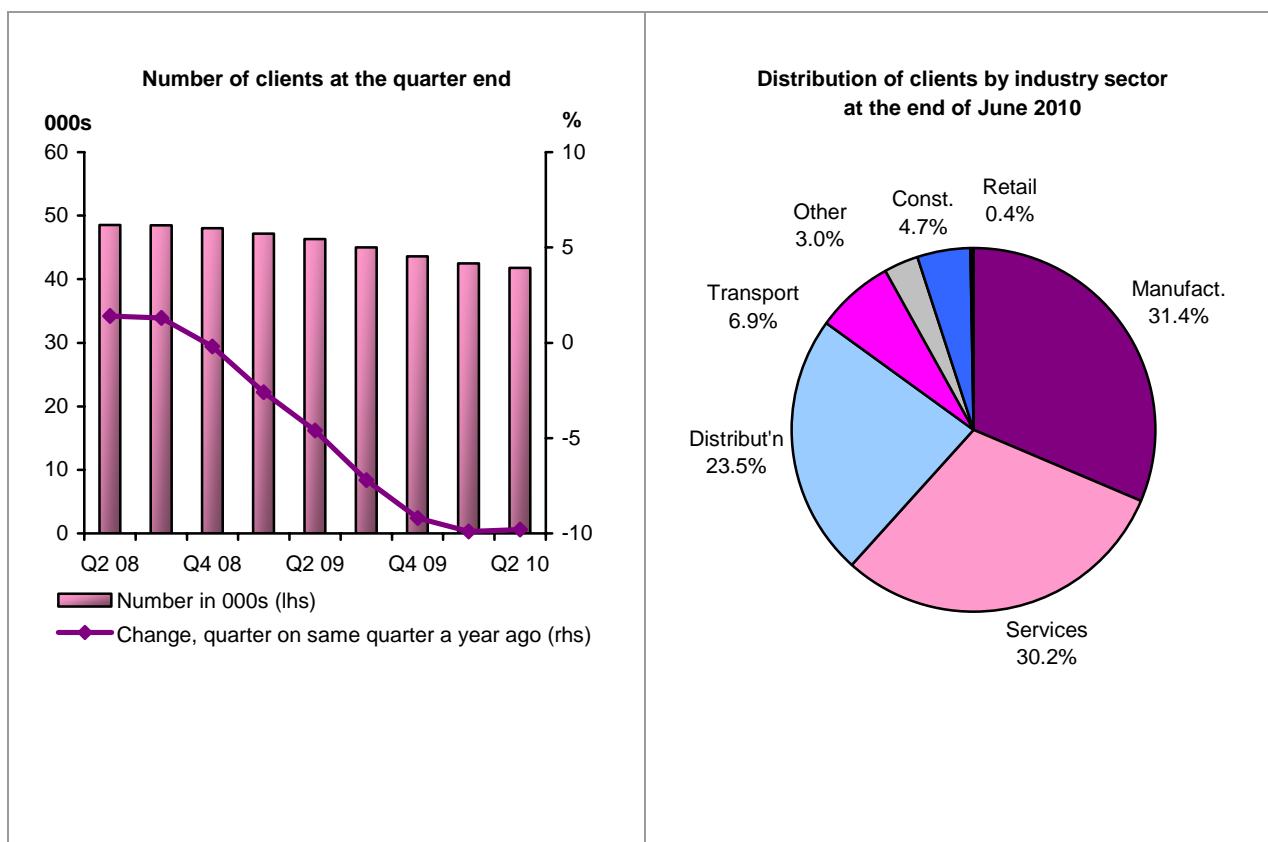
2.4. ANALYSIS OF CLIENT NUMBERS BY INDUSTRY SECTOR

Industry sector	Number of clients at the quarter end
Manufacturing	13,107
Distribution	9,821
Services	12,629
Transport	2,874
Retail	151
Construction	1,270
Other	1,944
Total	41,796

2.5. AVERAGE NUMBER OF DEBTOR DAYS OUTSTANDING

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

Factoring clients	59.2
Discounting clients	56.7



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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 6 should be read in conjunction with this section.

CLIENTS' SALES VOLUMES (€M) (All products)	Quarter ended ...			Year-to-date ...		
	Jun 10	Jun 09	% Change	Jun 10	Jun 09	% Change
Total clients' sales	5,119	4,880	5%	9,763	9,577	2%

BALANCES AT PERIOD END (€M) (All products)	Balances as at the end of ...		
	Jun 10	Jun 09	% Change
Total advances	1,362	1,379	-1%
Total security values	3,381	3,352	1%

NUMBER OF CLIENTS AT PERIOD END (All products)	Number of clients as at the end of ...		
	Jun 10	Jun 09	% Change
Total number of clients	2,181	2,237	-3%
Clients lost in quarter			68
Clients gained in quarter			61

ANALYSIS OF ADVANCES AND CLIENT NUMBERS BY SIZE OF CLIENT TURNOVER

Client annual turnover bands (£m)	Number of clients at period end	Advanced (quarter end balance €m)
0.0 – 0.5	347	29
0.5 – 1.0	340	80
1.0 – 5.0	936	356
5.0 – 10.0	291	214
10.0 – 50.0	188	233
50.0 – 100.0	59	177
Over 100.0	20	273
Total	2,181	1,362

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ANALYSIS OF CLIENT NUMBERS BY INDUSTRY SECTOR

Industry sector	Number of clients at the quarter end
Manufacturing	330
Distribution	988
Services	523
Transport	122
Retail	40
Construction	14
Other	164
Total	2,181

Notes to the Republic of Ireland statistics

1. The group comprises of:

- AIB Commercial Services Ltd;
- Anglo Irish Bank;
- Bank of Ireland Finance, Dublin;
- Bank of Scotland (Ireland) Commercial Finance;
- Bibby Financial Services (Ireland)
- Lloyds TSB Commercial Finance (Ireland) Ltd;
- National Irish Bank;
- Ulster Bank Invoice Finance Ltd.

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.