

**FACTORS & DISCOUNTERS ASSOCIATION**  
**QUARTERLY STATISTICS**  
**TO JUNE 2003**

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**CONTRIBUTORS**

The members listed below contributed data for the period to June 2003:

<p><b>A</b>                  Abbey National Business Cashflow Finance Ltd                  AIB Commercial Services Ltd                  Anglo Irish Bank                  Aston Rothbury Factors Ltd</p>	<p><b>H, I</b>                  HSBC Invoice Finance (UK) Ltd                  Independent Growth Finance</p>
<p><b>B</b>                  Bank of America, NA                  Bank of Ireland Commercial Finance, Belfast                  Bank of Ireland Commercial Finance, Dublin                  Bank of Scotland Cashflow Finance                  Bank of Scotland (Ireland) Commercial Finance                  Barclays Bank Plc, Sales Financing                  Bibby Group of Factors Ltd                  Burdale Financial Ltd</p>	<p><b>L, M</b>                  Lloyds TSB Commercial Finance Ltd                  Metropolitan Factors Ltd</p>
<p><b>C</b>                  Cashflow Partners Ltd                  Cattles Invoice Finance Ltd                  City Invoice Finance Ltd                  Close Invoice Finance Ltd</p>	<p><b>N</b>                  National Australia Group Europe Ltd                  NMB-Heller Ltd</p>
<p><b>E</b>                  Enterprise Finance Europe                  Eurofactor (UK) Ltd</p>	<p><b>R, S</b>                  RDM Factors Ltd                  Regency Factors Plc                  Skipton Business Finance Ltd                  SME Invoice Finance Ltd                  Sygnet Invoice Finance Ltd</p>
<p><b>F</b>                  First Trust Bank                  Five Arrows Commercial Finance Ltd                  Fortis Commercial Finance Ltd</p>	<p><b>T</b>                  The Royal Bank of Scotland Commercial Services Ltd                  Transamerica Distribution Finance Ltd</p>
<p><b>G</b>                  GE Capital Commercial Finance Ltd                  GE Commercial Distribution Finance (CFD)                  GMAC Commercial Finance plc</p>	<p><b>U, V</b>                  Ulster Bank Commercial Services, Dublin                  Ulster Bank Commercial Services (NI) Ltd                  Venture Finance Plc</p>

# FDA STATISTICS

Factors & Discounters Association

JUNE 2003

## EXECUTIVE SUMMARY

The statistics below represent the aggregate of all those members contributing data. Please note certain members may have contributed clients' sales data but not period end data and vice versa.

CLIENTS' SALES VOLUMES (£M) (All products)	Quarter ended ...			Year-to-date ...		
	Jun 03	Jun 02	% Change	Jun 03	Jun 02	% Change
Domestic factoring	4,317	4,201	3%	8,486	8,192	4%
Domestic invoice discounting	22,910	20,228	13%	44,297	39,181	13%
Export factoring	250	226	11%	503	453	11%
Export invoice discounting	626	538	16%	1,221	1,116	9%
Import factoring	180	166	8%	349	343	2%
<b>Total clients' sales</b>	<b>28,283</b>	<b>25,359</b>	<b>12%</b>	<b>54,856</b>	<b>49,285</b>	<b>11%</b>
Non recourse included in total above	2,982	2,809	6%	5,722	5,431	5%
Credit protection payments to clients	2.7	3.5	-23%	6.5	8.4	-23%

BALANCES AT PERIOD END (£M) (All products)	Balances as at the end of ...		
	June 03	June 02	% Change
Advances	8,025	7,577	6%
Debtor outstandings	16,528	15,393	7%
Other trading assets	478	548	-13%

NUMBER OF CLIENTS AT PERIOD END (UNITS) (All products)	Number of clients as at the end of ...		
	June 03	June 02	% Change
Domestic factoring	17,954	16,801	7%
Domestic invoice discounting	12,794	11,746	9%
Export and mixed export + domestic	2,030	2,440	-17%
Import	1,634	1,504	9%
<b>Total number of clients</b>	<b>34,412</b>	<b>32,491</b>	<b>6%</b>

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**Aggregate results of the members in the Republic of Ireland**

In the following table figures are quoted in euros.

<b>CLIENTS' SALES VOLUMES (€M) (All products)</b>	<b>Quarter ended ...</b>			<b>Year-to-date ...</b>		
	<b>Jun 03</b>	<b>Jun 02</b>	<b>% Change</b>	<b>Jun 03</b>	<b>Jun 02</b>	<b>% Change</b>
<b>Total clients' sales</b>	2,278	2,128	7%	4,437	4,119	8%

<b>BALANCES AT PERIOD END (€M) (All products)</b>	<b>Balances as at the end of ...</b>		
	<b>Jun 03</b>	<b>Jun 02</b>	<b>% Change</b>
Advances	702	587	20%
Debtor outstandings	1,656	1,512	10%

<b>NUMBER OF CLIENTS AT PERIOD END (UNITS) (All products)</b>	<b>Number of clients as at the end of ...</b>		
	<b>Jun 03</b>	<b>Jun 02</b>	<b>% Change</b>
<b>Total number of clients</b>	1,492	1,331	12%

The group comprises of:

- AIB Commercial Services Ltd
- Anglo Irish Bank
- Bank of Ireland Commercial Finance, Dublin
- Bank of Scotland (Ireland) Commercial Finance
- Ulster Bank Commercial Services, Dublin