



**INTERNATIONAL FACTORING
ASSOCIATION**

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International Factoring Association Releases Annual Factoring Survey

Pismo Beach, CA– May 14, 2013 – The International Factoring Association (“IFA”) announced the release of its bi-annual Business Profile and Performance Survey. The survey provides industry benchmarking data and trends on factors’ operations, client details, business development practices, human resources policies as well as other key business statistics. It is recognized as the industry’s most complete resource on factoring for receivables finance providers, service providers to the factoring industry, debt buyers and universities.

The survey was conducted on behalf of the IFA by Industry Insights, Inc., an independent research and consulting firm headquartered in Ohio. Data collection began January 1, 2013 and concluded March 31, 2013. Over 180 factoring companies participated in the survey.

“The report will provide the factoring community with a comprehensive analysis and metrics of the factoring industry,” said Bert Goldberg, Executive Director of the IFA. “Factors can use the results to measure their performance against industry standards and help them make effective and efficient business decisions.”

Summary of Contents:

- Company Profiles
- Client Details
- Operating Metrics
- Business Development Practices
- Bad Debts & Credit Reviews
- Human Resources/Employee Benefits
- Information Technology
- Factors by 2012 Gross Invoices Funded
- Factors by Average Deal Size
- Factors by Market Specialty
- Factors by Geographic Region
- Funds Employed Analysis
- Same Sample Comparison

Survey participants are able to obtain a complimentary copy of the survey and non-participants can purchase the survey for \$250 USD by visiting the online store at www.factoring.org.

About the International Factoring Association

Headquartered in Pismo Beach, California and with over 415 corporate members, the International Factoring Association is the largest association of commercial finance companies in the world. Members include factoring companies, asset based lenders and other receivables finance companies. Since 1999, the International Factoring Association has provided a forum for member organizations to meet and discuss issues and concerns, share best practices, disseminate information and promote a single voice to the marketplace. The principal spokesperson for the factoring and receivables finance industry is the International Factoring Association’s Bert Goldberg. For more information, visit www.factoring.org.