

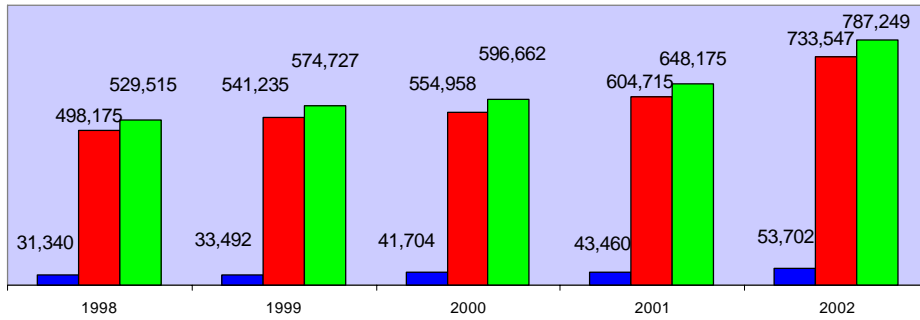
# TÜRKİYE'DE FAKTORİNG

Neredeyiz, nerede olmalıyız?



Faktoring Derneği Başkanı  
Rengin Ekmekçiöğlü

## WORLD FACTORING TURNOVER (in millions of usd)

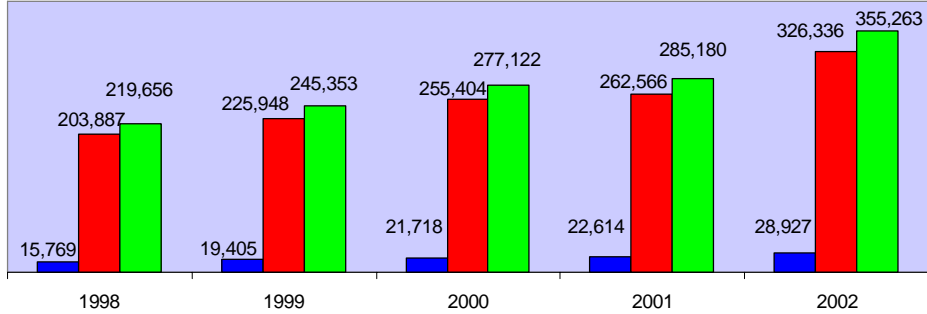


■ INTERNATIONAL ■ DOMESTIC ■ TOTAL

Growth of world factoring volume			
1999	2000	2001	2002
9%	4%	9%	21%



### FCI FACTORING TURNOVER (in millions of usd)



■ INTERNATIONAL ■ DOMESTIC ■ TOTAL

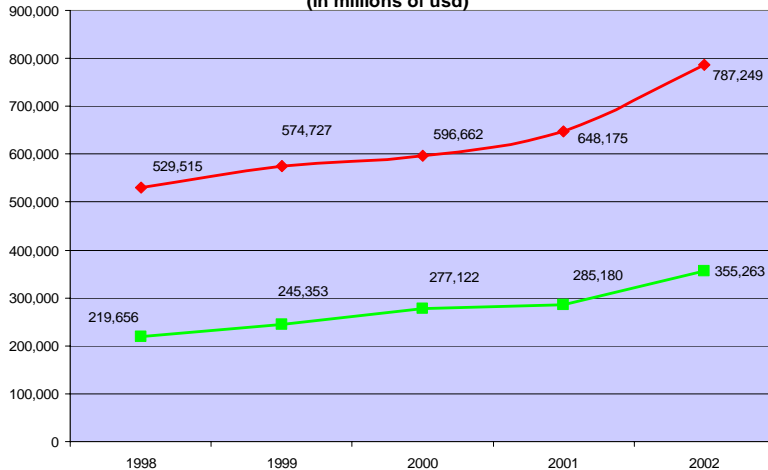
Growth of FCI factoring volume			
1999	2000	2001	2002
12%	13%	3%	25%

FCI STATISTICS 2002

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### FACTORING TURNOVER OF FCI AND WORLD (in millions of usd)



#### COMPARED FACTORING TURNOVER

	1998	1999	2000	2001	2002
FCI / WORLD	%41	%43	%46	%44	%45
TURKEY / WORLD	%0.9	%0.9	%1.0	%0.6	%0.6
TURKEY / FCI	%2	%2	%2	%1	%1

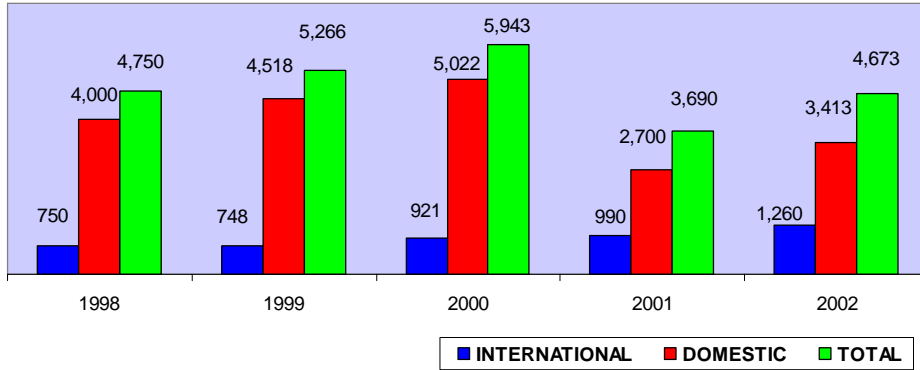
◆ WORLD FACTORING TURNOVER  
◆ FCI FACTORING TURNOVER

FCI STATISTICS 2002


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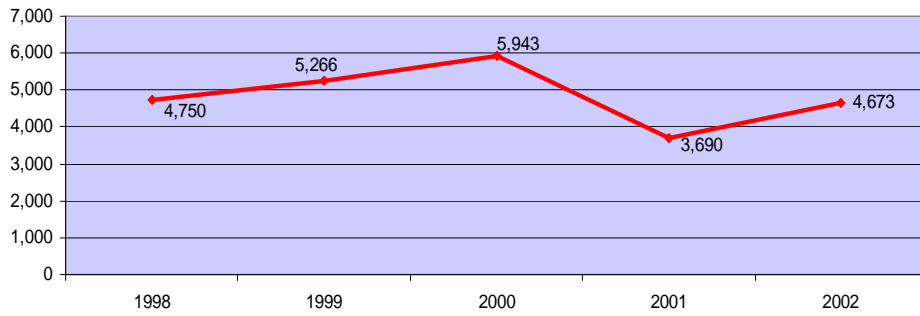
### FACTORING TURNOVER IN TURKEY (in millions of usd)



Growth of factoring volume in Turkey			
1999	2000	2001	2002
11%	13%	- 38%	27%

Turkish Factoring Association Statistics MAY 2003 – RENGİN EKMEKÇİOĞLU – FAKTORİNG DERNEĞİ 

### FACTORING TURNOVER IN TURKEY (in millions of usd)



Turkish Factoring Association Statistics MAY 2003 – RENGİN EKMEKÇİOĞLU – FAKTORİNG DERNEĞİ 

<b>Cross country comparison in 2002 (in millions of usd)</b>			
<b>Country</b>	<b>Total</b>	<b>International</b>	<b>International / Total</b>
United Kingdom	168,741	6,363	4%
Italy	141,750	5,250	4%
U.S.A.	113,925	4,200	4%
France	71,400	5,775	8%
Japan	52,899	635	1%
Spain	33,145	742	2%
Portugal	11,918	368	3%
Brazil	11,582	32	0%
Australia	10,003	68	1%
Finland	9,520	286	3%
Taiwan	8,988	2,625	29%
Turkey	4,673	1,260	27%
Greece	2,835	210	7%

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<b>Comparison of selected countries export factoring turnover with TURKEY (2002)</b>	
<b>COUNTRY</b>	<b>EXPORT/TOTAL FACTORING VOLUME</b>
Hong Kong	32%
Taiwan	30%
Turkey	27%
China	16%
Mexico	3%
Italy	3%

FCI STATISTICS 2002

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<b>Turkish Factoring Association share in the market (in millions of TL)</b>			
	<b>Association Members</b>	<b>Total Market</b>	<b>Market Share of T.F.A.</b>
2001 Assets	1.064.533.782	1.522.530.313	70%
2001 Incomes	335.933.964	429.783.428	78%
2002/09 Domestic volume	2.812.099.710	3.335.442.297	84%
2002/09 International volume	1.043.197.260	1.074.790.326	97%
2002/09 Total volume	3.855.296.790	4.410.232.623	87%

