



International Factoring Association  
6627 Bay Laurel Place, Suite C  
Avila Beach, CA 93424-0039  
Phone (805) 773-0011  
[www.factoring.org](http://www.factoring.org)

*Media Contact: Bert Goldberg  
(805)773-0011 Ext. 302*

### ***For Immediate Release***

## **International Factoring Association Releases Annual State of the Industry Report**

**Avila Beach, CA – June 10, 2021**– The International Factoring Association (IFA) has announced the release of the 2021 IFA Business Profile and Performance Survey Industry Report. Now in its 15<sup>th</sup> year, annual survey provides a snapshot of factors' operations, client details, operating metrics, business development practices, human resources policies, COVID-19 impact and other key items.

The 200-page IFA Business Profile and Performance Survey Industry Report was compiled, tabulated and analyzed by Industry Insights, Inc., a professional research and consulting firm, which also hosts the cloud-based application. The survey was sent to member firms primarily based in the United States and Canada and was conducted between January through mid-March of this year.

"Mapping out future strategies requires knowing where you currently stand, as well as where the industry is heading," said Bert Goldberg, executive director of the IFA. "This report gives members all those valuable performance benchmarks they need to analyze their company and identify opportunities."

A sample of metrics available in the report includes:

- 36.8% of gross invoices funded during 2020 came from the transportation industry, followed by the energy and service industries.
- The median number of days receivables were outstanding was 40 days.
- 80.6% of respondents reported they lost up to 20% of their clients due to the Payment Protection Program or other government-based funding.
- 81.7% responded they did not exit any sectors as a result of the COVID-19 pandemic.
- 78.8% responded they did not increase their reserve for bad debt over prior years due to the pandemic.

A copy of the survey, along with the online searchable results application, can be purchased on the IFA website at [www.factoring.org](http://www.factoring.org).

### ***About the International Factoring Association***

Headquartered in Avila Beach, California with over 425 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](http://www.factoring.org).