



Global Transfer Market
2012 – Highlights

FIFA[®]
T. M. S.

Editorial

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Introduction

Welcome to *Global Transfer Market 2012 – Highlights*, a preview of the FIFA Transfer Matching System GmbH (FIFA TMS) annual review of the international transfer market.

We are extremely pleased to be able to present, for the second consecutive year, data and analysis covering the international transfers of professional football players. This report is unique as it provides a global view of player transfers covering six regions, over 200 countries and 5,600 professional clubs around the world. For the first time, we have also been in a position to measure some of the key trends in the market based on 2011 transfer data.

There is even more in our full report – *Global Transfer Market 2012* – including a detailed view of transfer streams between countries as well as statistics on player positions and salaries for the most active countries. It also provides case studies offering additional insights into the international transfer environment and a full appendix with data featuring over 190 countries.

The FIFA TMS vision is to foster and sustain a transparent global transfer market based on integrity, accountability and innovation. The full participation of all member associations and professional clubs in the FIFA Transfer Matching System greatly contributes to this vision and we would like to thank them for their continued support.

I hope you enjoy this edition of *Global Transfer Market 2012 – Highlights*. If you have any feedback or suggestions, please visit our website at www.fifatms.com.



Mark Goddard
General Manager
FIFA Transfer Matching System GmbH

Market activity and mobility patterns

4

11,552

Number of international transfers completed in 2012

5 minutes

Average number of minutes between each transfer on the two busiest days (31 January and 31 August)

Player characteristics

BRAZILIAN

The most represented nationality in the transfer market

24 YEARS AND 10 MONTHS

Average age of players transferred internationally

Highlights of the 2012 key indicators

Contracts

5

70%

Percentage of international transfers involving 'out of contract' players

14%

Percentage of transfers involving club-to-club compensation

Club-to-club compensation

USD

2.53 billion

Total value of international transfer-related club-to-club compensation

-10%

Percentage change in total club-to-club compensation versus 2011

Salaries

6
USD 720,000

Average fixed annual salary of players moving into Italy,
the highest average salary of the world's six most active countries

USD 80,000

Average fixed annual salary of players moving into Brazil,
the world's most active country in 2012

Intermediaries

+19%

Percentage change in club intermediaries' involvement in
international transfers

USD
59
MILLION

Total club intermediary compensation paid by English clubs on
international transfers, the highest worldwide



The nature of international transfers

This chapter provides an introduction for the benefit of readers new to this report or those wishing to learn more about the key processes involved in international player transfers.

The transfer matching service provided by FIFA TMS involves the following stakeholders:

- the player
- the releasing club
- the releasing club's association
- the engaging club
- the engaging club's association
- and FIFA TMS

FIFA TMS is responsible for providing an electronic platform and processes which support the provision of an International Transfer Certificate (ITC)¹.

Within the scope of this report, an international player transfer refers to the movement of a professional player's registration from one association to another, accompanying a change of a player's club affiliation². Players can only be registered with a new association during one of two annual registration periods³. There are exceptions to this rule. For example, a professional player can move outside a registration period if his contract with his former club has expired prior to the end of that registration period.

FIFA's regulations stipulate that international transfers are only permitted if the player is over the age of 18⁴. Exceptions to this rule exist to allow a certain appropriate flexibility in specific situations, however. Therefore, this report focuses on the international movement of professional players aged 18 or older.

It is worth repeating that an international player transfer represents the movement of a player between two clubs in two different countries. So, from an association or country perspective, transfer activity can be separated into incoming transfers (players joining a country's clubs) and outgoing transfers (players leaving a country's clubs). Together, these add up to a country's overall transfer market involvement⁵. Along the same lines, transfer activity can be aggregated at a confederation or regional level⁶.

This report examines the patterns and trends that have developed in the international transfer market over the year 2012 from a global-, regional- and country-level perspective.

¹ FIFA, *Regulations on the Status and Transfer of Players*, Zurich, 27 September 2012, Annexe 3: A professional is not eligible to play in official matches for his new club until an ITC has been issued by the former association and received by the new association, or the new association has registered the professional with the new club on a provisional basis.

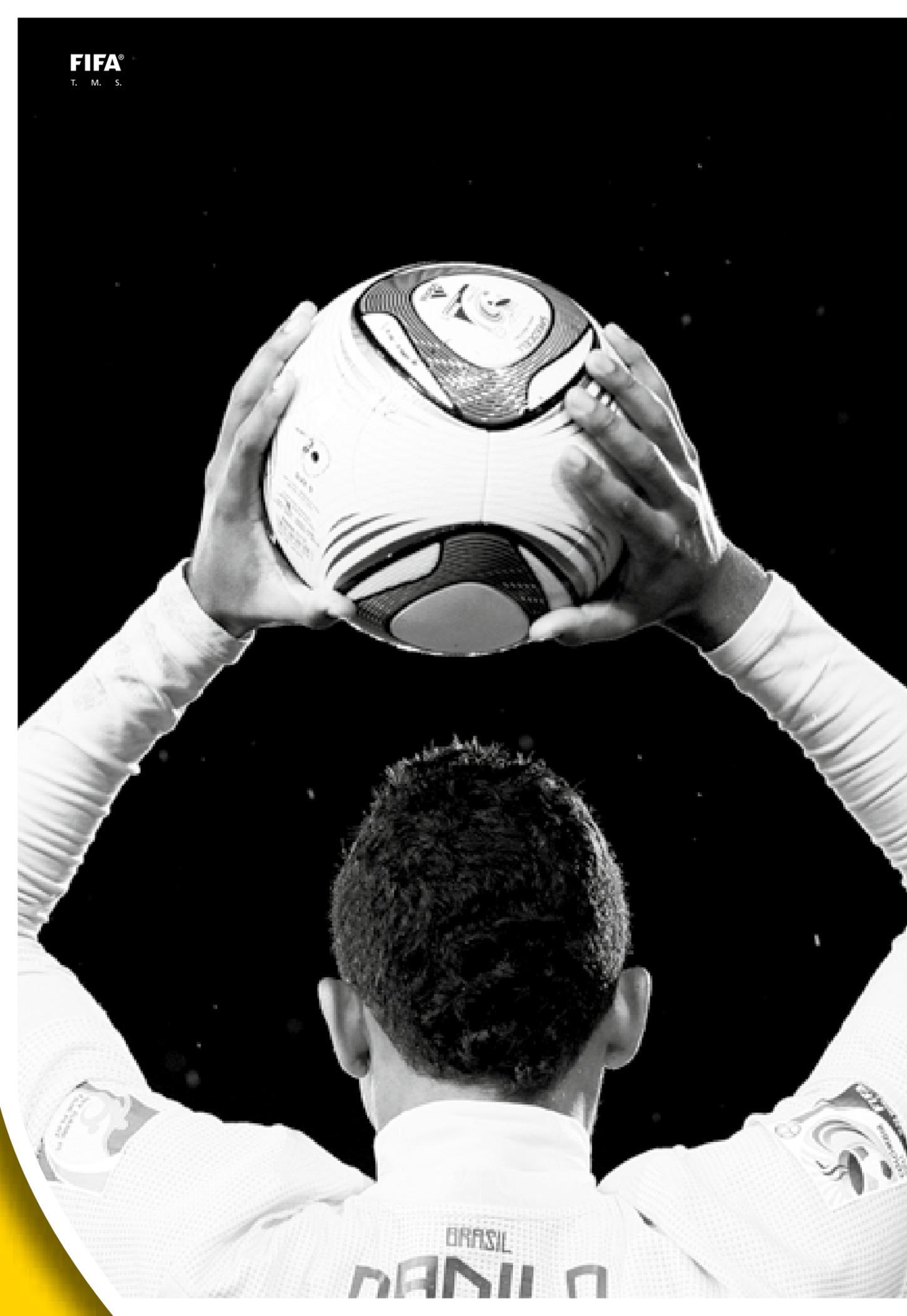
² Throughout this report, the term 'transfer' covers international transfers where players move across country borders, but excludes domestic transfers within country borders.

³ FIFA, *Regulations on the Status and Transfer of Players*, Zurich, 27 September 2012, art. 6

⁴ FIFA, *Regulations on the Status and Transfer of Players*, Zurich, 27 September 2012, art. 19

⁵ Throughout this report, the terms 'association' and 'country' are used interchangeably to denote the national football associations that represent FIFA in their countries.

⁶ Throughout this report, the terms 'confederation' and 'region' are used interchangeably to denote confederations as the umbrella organisations of the national football associations on each continent.



2

0

12

The 2012 global transfer market

Market activity and mobility patterns **1.0**

Player characteristics **2.0**

Contracts **3.0**

Club-to-club transfer compensation **4.0**

Salaries **5.0**

Intermediaries **6.0**

The following analyses identify top-level characteristics and trends in the 2012 global transfer market.

Each chapter takes a different perspective on players' movements to draw a comprehensive overview of the market.



Market activity and mobility patterns

Overall market activity 1.1

Timing of transfers 1.2

Most active countries 1.3



Overall market activity

2012 saw a 1% increase in international transfers compared to 2011. European clubs were the most active participants in the market.

During 2012, professional football clubs conducted a total of 11,552 international transfers, a 1% increase (71 transfers) compared to 2011.

From a global perspective, there was little growth in the 2012 international transfer market. The growth was mainly down to European clubs - the market's most dominating actors involved in 6,387 incoming and 6,543 outgoing player movements across country borders. The European countries' transfer market involvement in terms of the total of incoming and outgoing player movements grew by 1% (166 transfers).

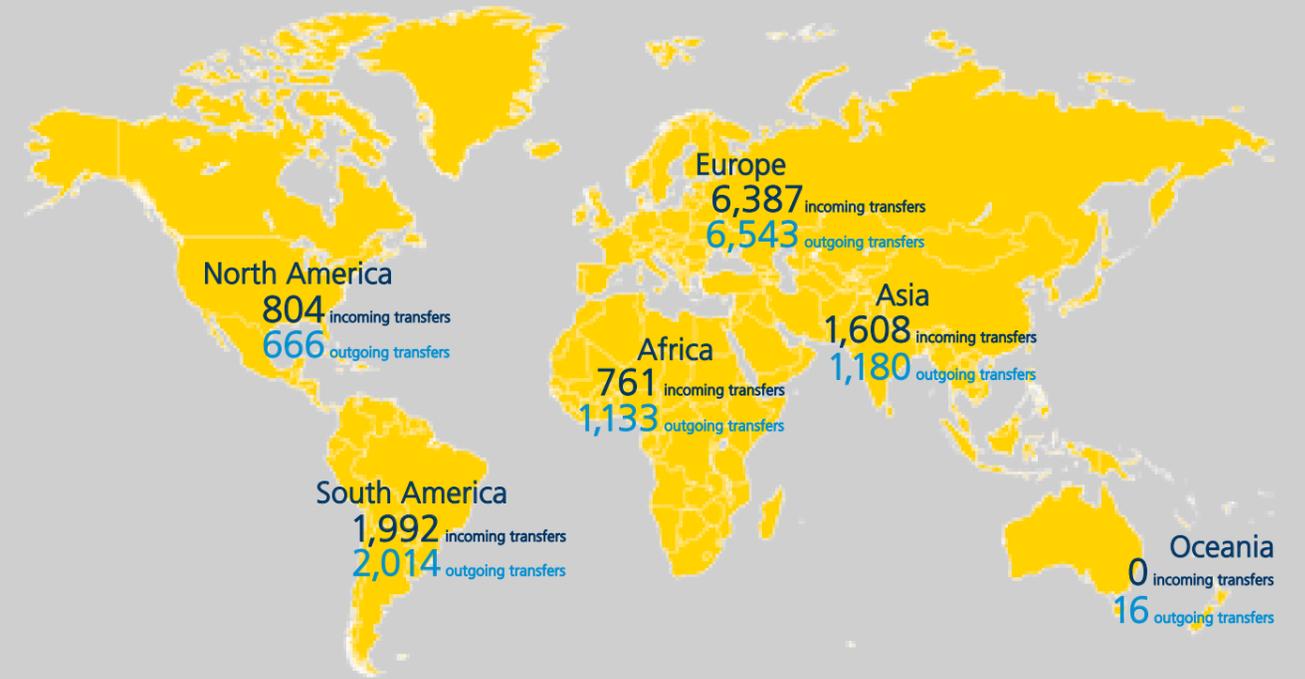
The market activity of North American, African, and South American countries revealed a more dynamic picture, with clear changes compared to 2011:

North America: countries reported increased market involvement by 6% (88 transfers). Incoming transfer activity increased by 11% (80 transfers).

Africa: incoming transfers were up by 12% (79 transfers) while outgoing transfers increased by 3% (35 transfers). African countries still reported more outgoing (1,133 transfers) than incoming player movements (761 transfers).

South America: the second most active region behind Europe, South American countries reduced their involvement in the market by 4% (178 transfers). This was driven by 4% (78 transfers) fewer incoming and 5% (100 transfers) fewer outgoing transfers.

Figure 1: Overall market activity



Total number of transfers globally

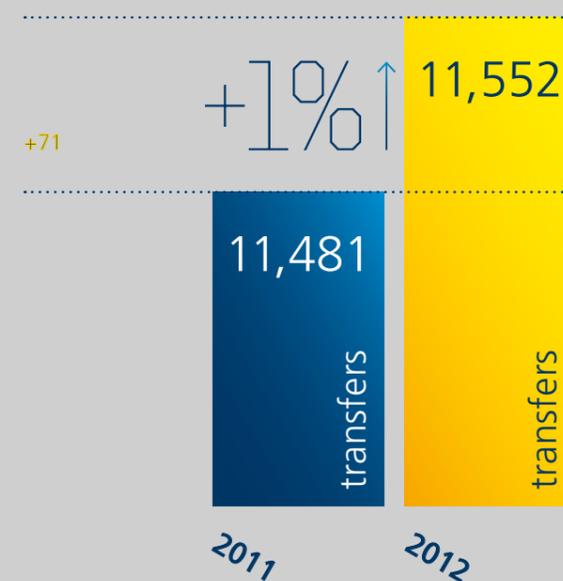
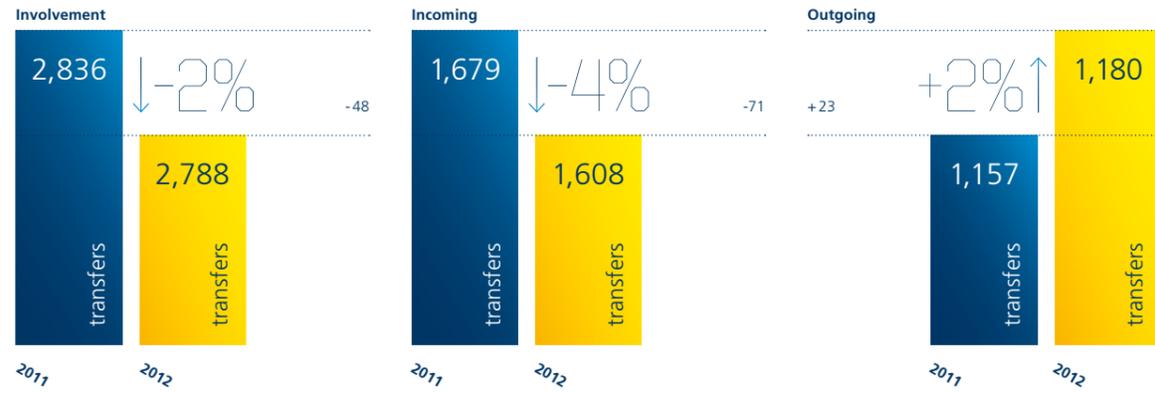


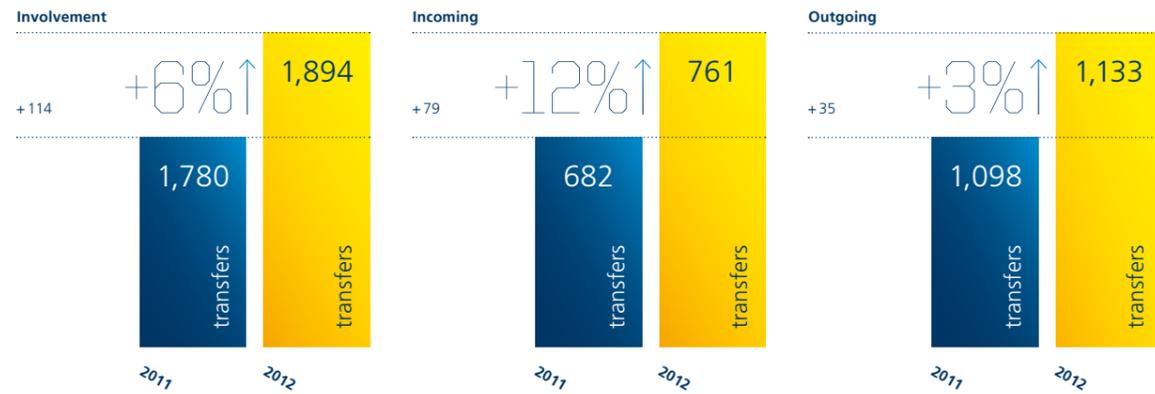
Figure 1 (see also the following page) illustrates the total number of international transfers conducted from a global perspective. It also displays key figures on incoming and outgoing transfers of countries grouped by region. Transfer market involvement is calculated as the total of incoming and outgoing transfers by country. Fluctuations in figures for 2012 compared to 2011 are indicated in absolute and percentage numbers.

Source: FIFA TMS, 2012

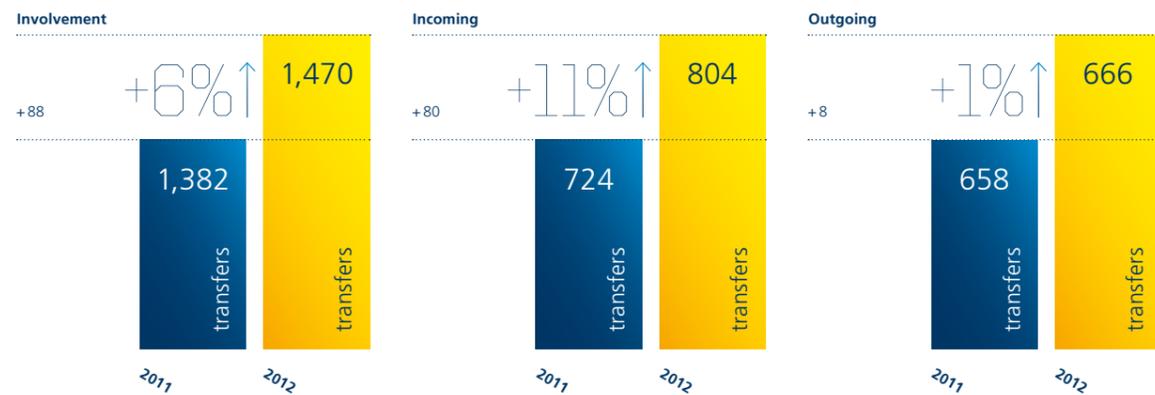
Asia transfer activity



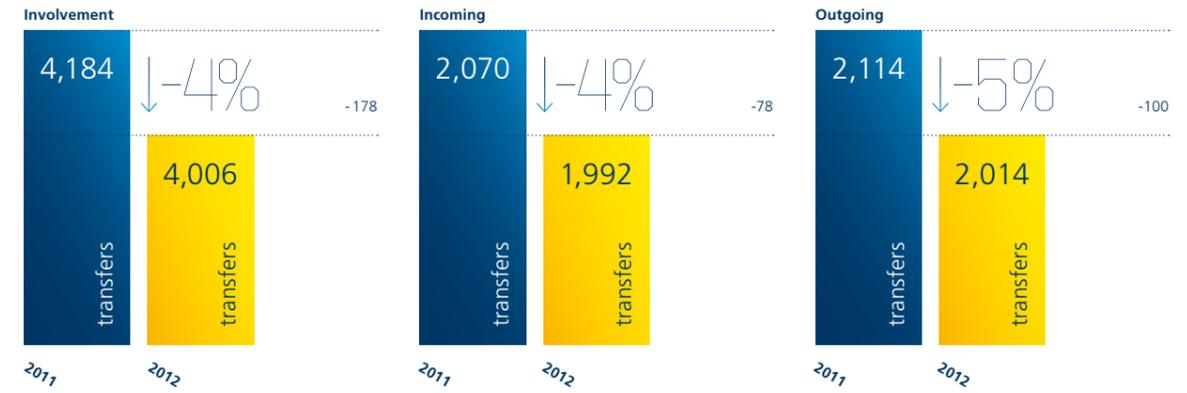
Africa transfer activity



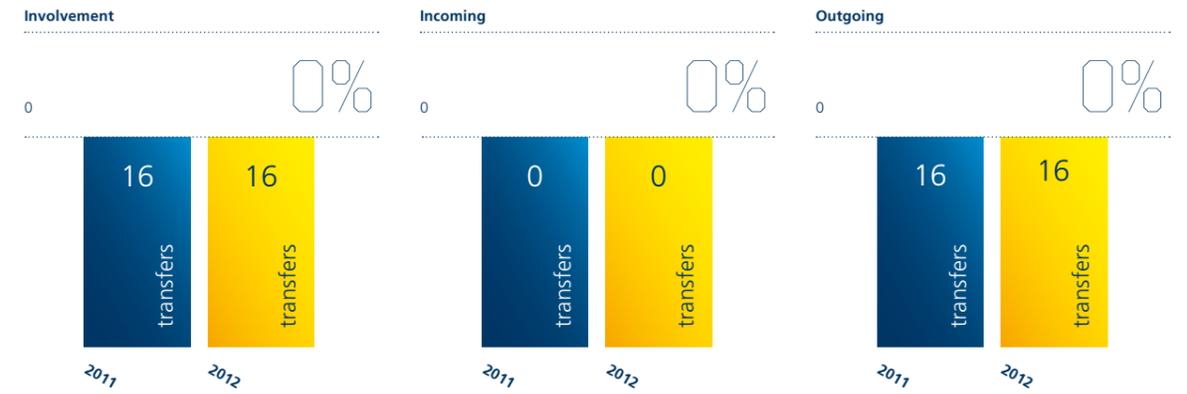
North America transfer activity



South America transfer activity



Oceania transfer activity



Europe transfer activity



12

Timing of transfers

64% of transfer activity took place in January, July and August.

July was the busiest month for transfers.

Most of the transfer activity took place in January, July and August. Together, these months accounted for 64% (7,391 transfers) of 2012's overall market activity. 31 January and 31 August were the busiest days of the year, with an international transfer conducted every five minutes during those 48 hours. As highlighted in Figure 3, the peaks of transfer market activity in January, July and August correspond with the number of countries with an open registration period during these months.

Figure 2: Timing of transfers

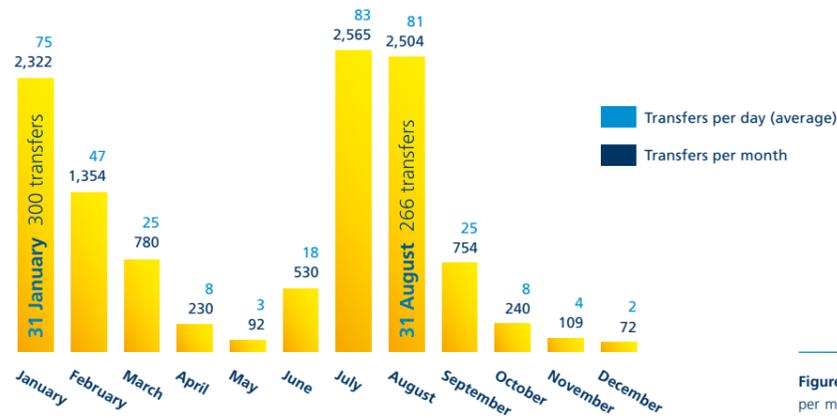
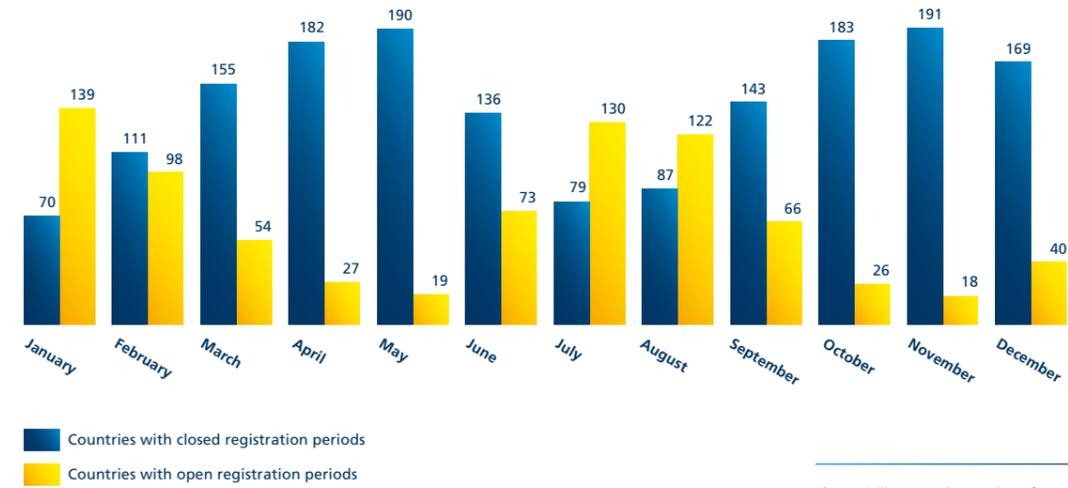


Figure 2 illustrates the number of transfers conducted per month and highlights the two most active days in the 2012 transfer year. The figure also shows the daily average of conducted transfers for each month.

Figure 3: Number of countries with open and closed registration periods per month



Source for figures 2-3: FIFA TMS, 2012

Figure 3 illustrates the number of countries with open and closed registration periods per month of the 2012 calendar year. The figure considers a country as having an open registration period if a registration period was open on one day in a given month.

1.3

Most active countries

Brazilian clubs were involved in 11% of all international transfers.

The global transfer market was dominated by clubs from a group of highly active countries.

- The ten most active countries for player incomings accounted for 28% (3,251 transfers) of the overall market activity. The top five accounted for 18% (2,080 transfers).
- The top ten countries for outgoing transfers accounted for 34% (3,870 transfers). The top five accounted for 20% (2,363 transfers).

Most of the countries with high numbers of incoming transfers were also amongst the ones with high numbers of outgoing transfers, with Brazil the most active country in both rankings. Brazilian clubs were involved in 11% (1,314 transfers) of all international transfers, as either the engaging or releasing party. England (8%, or 978 transfers) and Argentina (6%, or 725 transfers) were just behind.

Clubs from 67% (140) of FIFA's member associations conducted at least one incoming transfer. Clubs from 79% (165) of member associations were involved in at least one transfer as the releasing side.

- 69 associations did not report a single incoming international transfer.
- 44 associations did not report a single outgoing movement of a professional player.
- 43 associations reported neither incoming nor outgoing player movements.

Figure 4 shows that some non-European and non-South American countries had high increases in incoming or outgoing transfers compared to 2011. With equal numbers as English clubs, Tunisian clubs showed the highest increase in incoming transfers. Nigerian clubs ranked second in terms of increased transfer activity from an outgoing perspective.

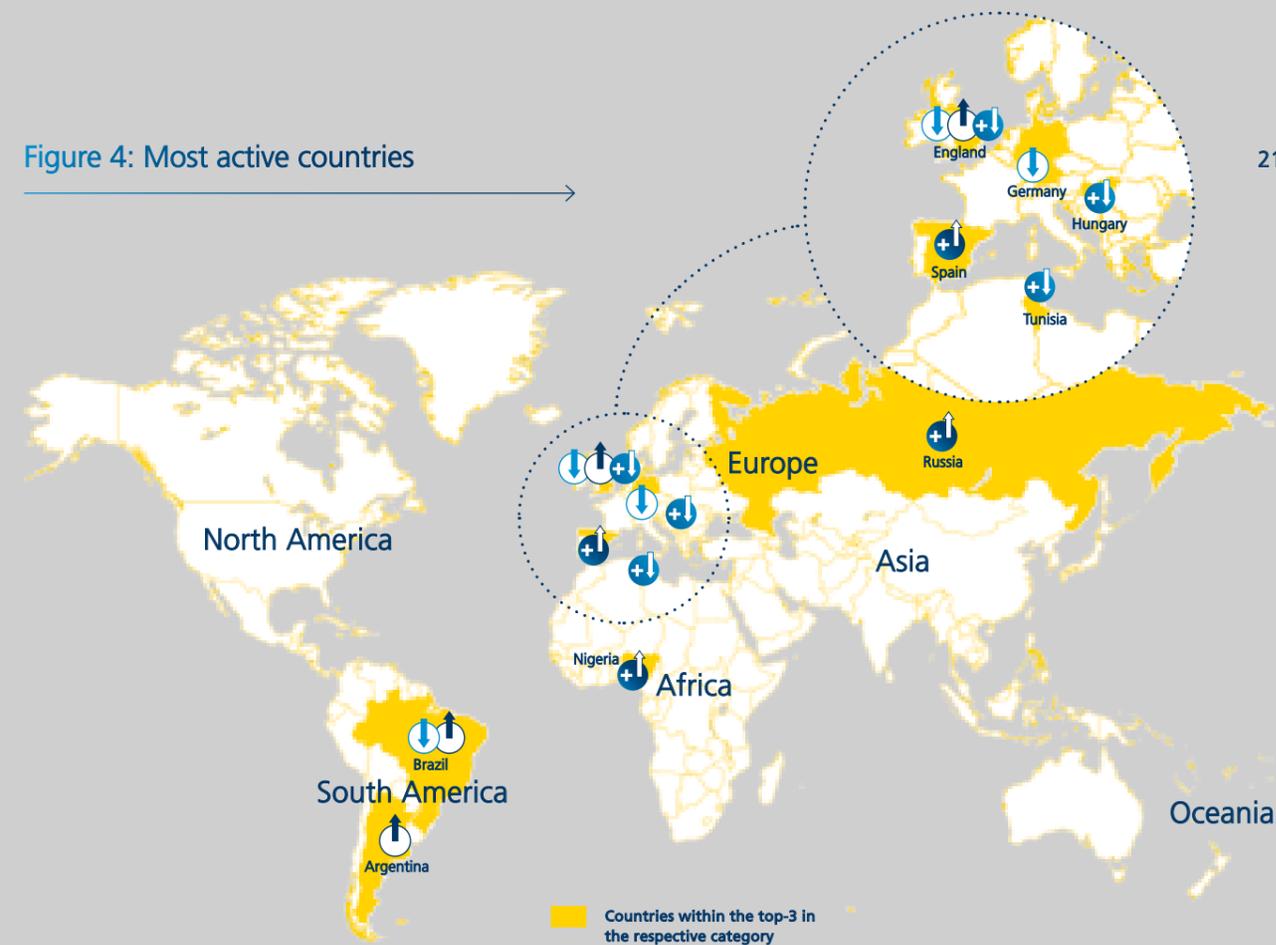
The top three countries with the highest increase in incoming transfers by percentage, taking numbers relative to 2011, and excluding cases with zero transfers, were:

- Iraq (+342%, +41 transfers),
- Côte d'Ivoire (+322%, +29 transfers), and
- Liberia (+300%, +3 transfers).

The top three countries with the highest percentage increase in outgoing transfers were:

- Gabon (+75%, +12 transfers),
- Hong Kong (+72%, +18 transfers), and
- Malaysia (+69%, +11 transfers).

Figure 4: Most active countries



Countries with most incoming transfers		Countries with most outgoing transfers		Countries with highest increase of incoming transfers		Countries with highest increase of outgoing transfers	
Country	Number of transfers	Country	Number of transfers	Country	Increase in number of transfers	Country	Increase in number of transfers
Brazil	696	Brazil	618	England	+52	Spain	+91
England	501	England	477	Tunisia	+52	Nigeria	+64
Germany	307	Argentina	436	Hungary	+48	Russia	+39
Argentina	289	Spain	432	Norway	+42	Switzerland	+38
Portugal	287	Portugal	400	Iraq	+41	Egypt	+37
Italy	263	France	359	Czech Republic	+38	Italy	+34
Uruguay	233	Italy	339	USA	+35	Croatia	+33
France	227	Germany	311	Bulgaria	+34	Costa Rica	+31
USA	225	Uruguay	256	China PR	+32	Côte d'Ivoire	+30
Belgium	223	Russia	242	Mexico	+32	Wales	+28

Source: FIFA TMS, 2012

Figure 4 lists the ten most active countries in terms of their clubs' total number of incoming and outgoing transfers. Countries with the highest increase in incoming and outgoing transfers are identified versus 2011 numbers. The figure shows the absolute change in the number of incoming and outgoing transfers.



2

→
Player characteristics

←
Player age 2.1

←
Player nationality 2.2

21

Player age

The average age of professional players transferred internationally was 24 years and 10 months.

The average age of professional players transferred internationally in 2012 was 24 years and 10 months, the same as in 2011. A number of transfers involved players aged 16 or 17. Generally, FIFA's regulations do not allow international transfers of minors (i.e. players who have not yet reached the age of 18) or the first registration of foreign minors in an association⁷. This group of 16- and 17-year-olds transferred in 2012 refers to players acquiring the status of professionals early in their careers who were allowed to move internationally on the basis of one of the following exceptions:

- The minor's home and the club are both within 50km of a common border, and the distance between the minor's home and the club does not exceed 100km.
- The minor's parents are moving to another country for a reason not linked to football.
- The transfer is within the European Union (EU) or the European Economic Area (EEA) and the player is over 16 (and certain stringent conditions are met, such as the level of academic and football training).

A further option is made possible by the jurisprudence of the sub-committee appointed by the Players' Status Committee for the purpose of the protection of minors. It regularly grants authorisation for the first registration of a foreign minor player if the latter has been living for at least five years in the country where he wishes to be registered. The sub-committee deems that under such circumstances, the minor should be considered a national of that country from a sporting point of view.

Figure 5 shows that the frequency of players transferred per year increases until players turn 23. It then steadily decreases as players enter their mid-30s.

The under-20 age group accounted for 10% of all international transfers. Players aged between 20 and 24 accounted for 39% of all international transfers. Players aged between 25 and 29 accounted for 36% and those aged 30 and older accounted for 14%⁸.

Figure 5: Age distribution of players in international transfers



⁷ FIFA, *Regulations on the Status and Transfer of Players*, Zurich, 27 September 2012, art. 19
⁸ The total does not add up to 100% because of the rounding procedures applied.

2.2

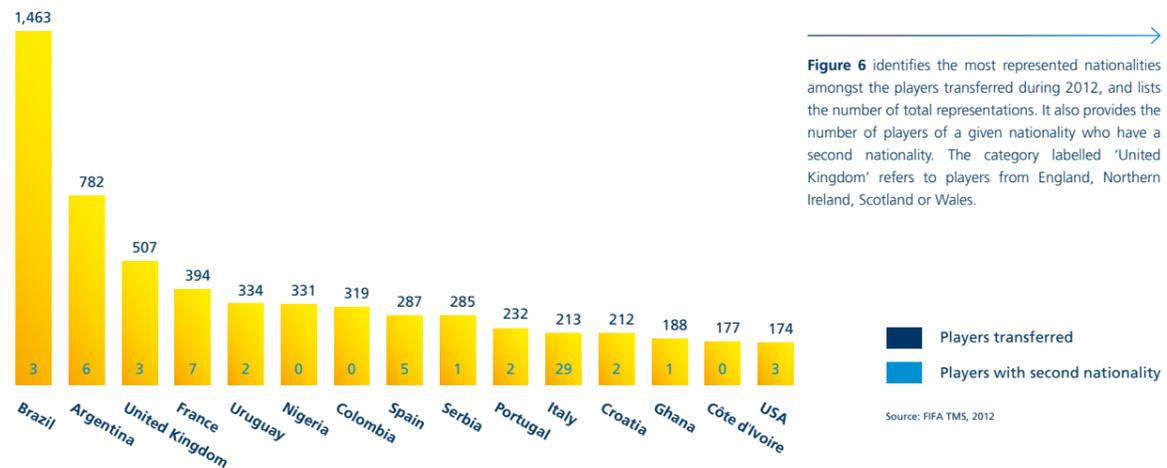
Player nationality

With 1,463 international player transfers, Brazilian players were the most frequently transferred in 2012.

In 2012, a total of 1,463 players with Brazilian nationality (as either first or second nationality) were transferred. Argentine nationals, as well as players from the United Kingdom (England, Northern Ireland, Scotland or Wales) were the second and third most prominent.

Out of the 1,463 players with Brazilian nationality, only three had a second nationality of any kind. In total, dual nationalities were reported in just over 1% of overall transfers (126 out of 11,552 transfers). Dual nationalities were most prominent amongst players with Italian nationality, with 14% of players (29 out of 213) reporting a second nationality.

Figure 6: Top nationalities represented in international transfers





3

Contracts

Transfer types **3.1**
Player contract lengths **3.2**

3.1

Transfer types

70% of international transfers involved players without a contract.
12% of transfers involved new clubs engaging a player 'on loan'.

TMS specifies four general types of transfers leading to player movements between two countries' clubs:

Firstly, 'engage out of contract' transfers refer to players signing with a new club without being contractually bound to a previous club. Typically, 'out of contract' transfers do not involve a transfer agreement between two clubs.

Secondly, 'engage player' transfers refer to players moving to a new club while still under contract with their prior club. 'Engage player' transfers are based on a termination of the player's prior employment contract that is agreed between the player, the former club, and the new club, as the player moves into a permanent employment contract with his new club.

Thirdly, 'engage on loan' transfers refer to players being lent to a new club for a defined period of time while still remaining in a running contract with their prior club. As such, a player's employment contract with a new club in an 'engage on loan' transfer is of a temporary nature.

And fourthly, 'return from loan' transfers refer to players moving back to their prior clubs after an 'engage on loan' arrangement has ended.

'Engage player', 'engage on loan' and 'return from loan' transfers typically involve club-to-club agreements, but not necessarily compensation payments.

70% (8,110 transfers) of the 2012 international transfers involved players changing clubs while being 'out of contract', the same proportion as in 2011.

The remaining 30% that was not conducted as an 'out of contract' transfer was broken down as follows:

12% (1,375 transfers)

loan agreements, of which 36% involved club-to-club compensation,

10% (1,146 transfers)

clubs engaging a player from another club, of which 85% involved club-to-club compensation, and

8% (921 transfers)

players returning from a loan back to their old clubs.

Focusing on 'engage out of contract' transfers only, TMS distinguishes between four reasons for which a player was transferred 'out of contract':

- 49% an earlier employment contract expired,
- 31% early termination was mutually agreed between the player and his prior club,
- 17% a player did not have a previous employment contract as a professional football player and
- 3% a previous employment contract was terminated unilaterally.

Figure 7: Transfer types

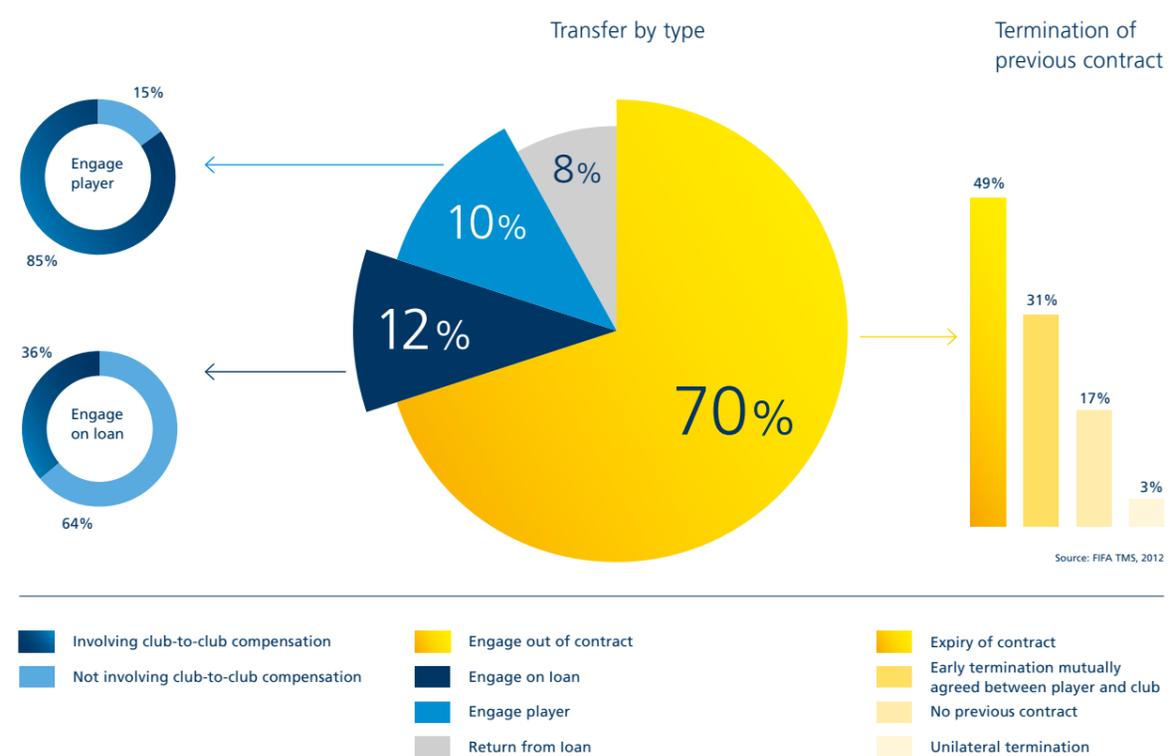


Figure 7 shows:

- The percentage distribution of 2012's international transfers into four generic types distinguished in TMS, (1) 'engage out of contract', (2) 'engage player', (3) 'engage on loan', and (4) 'return from loan' transfers.
- The distribution of previous contract termination types of players engaged 'out of contract'.
- The percentages of 'engage player' and 'engage on loan' transfers involving club-to-club compensation.



Player contract lengths

The average duration of a contract for a player engaged 'out of contract' is 1 year and 4 months.

Figure 8 shows that the typical contract signed in an 'engage out of contract' transfer is agreed for a duration of 1 year and 4 months. The average contract length agreed in an 'engage player' transfer is considerably longer, with an average of 3 years. Given that in most cases, the engaging club pays club-to-club compensation for the engagement of players from another club, the longer average contract length suggests that clubs are trying to protect their investment.

The average contract length of 10 months for loans illustrates how loans are typically used to engage players in the short term, typically for one season. Figure 8 also shows the average time spent by players under contract at a club before they move, and indicates the average time remaining on their contract. There is a clear difference between the contract lengths of players who are transferred in 'engage player' transfers compared to those who leave 'on loan':

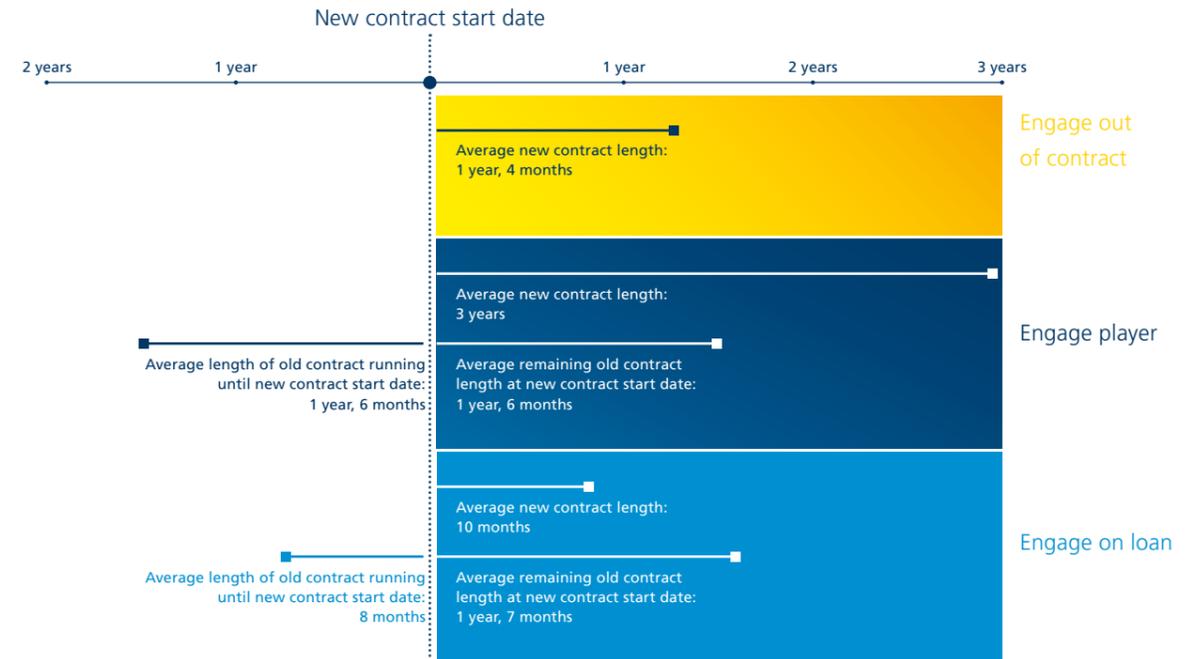
1 year, 6 months

is the average time spent by a player at a former club before he is engaged on a permanent basis by a new club ('engage player' transfer). His contract, on average, will have another 1 year and 6 months to run, so his departure is typically midway through his employment contract with the former club.

8 months

is the average time spent by a player at a club before moving 'on loan' to a new club. His contract with the former club, on average, will have another 1 year and 7 months to run.

Figure 8: New and old contract lengths



Source: FIFA TMS, 2012

Figure 8 shows information on the average contract lengths agreed for players transferred in 'engage out of contract' transfers, 'engage player' transfers and 'engage on loan' transfers. For 'engage player' transfers and 'engage on loan' transfers, the average remaining old contract lengths at the new contract start date are given. For 'engage player' transfers and 'engage on loan' transfers, the figure also shows the average durations that the players' old contracts were running until the start of their new respective contract (the new contract being either a permanent contract or a loan contract). This analysis of player contract lengths is based on all international transfers entered in TMS for which start and end dates of the current and previous employment contracts were available.



4

Club-to-club transfer compensation

Overall spend and distribution into types of compensation **4.1**

Spenders and recipients **4.2**



4.1

Overall spend and distribution into types of compensation

14% of all transfers involved club-to-club compensation, with the average compensation per transfer coming in at USD 1.6 million. This was slightly lower than 2011's average of USD 1.8 million.

Of the 11,552 international transfers reported during 2012, 14% (1,584 transfers) involved club-to-club compensation. These numbers are in line with the 2011 figures (1,570 transfers). Total club-to-club compensation was down 10% year-on-year, coming in at USD 2.53 billion in 2012, USD 290 million less than in 2011⁹.

The average club-to-club compensation was USD 1.6 million per transfer, 11% lower than in 2011 (USD 1.8 million). A small number of big-money transfers skewed this average upwards. The 2012 median transfer compensation was USD 280,000¹⁰.

Figure 9: Total club-to-club compensation

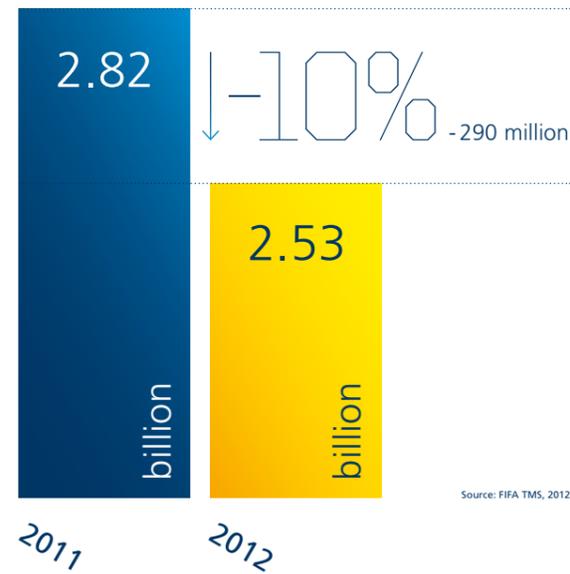


Figure 9 gives an overview of the total club-to-club compensation involved in international transfers. The total club-to-club compensation includes: (a) fixed transfer compensation, (b) conditional transfer compensation, (c) solidarity contribution, and (d) training compensation (as the 'types of club-to-club compensation'). All amounts are given in US dollars.

⁹ Global Transfer Market 2011 reported an inflated view of club-to-club compensation based on data incorrectly entered by clubs in TMS. This has now been corrected and Global Transfer Market 2012 – Highlights presents the new and adjusted numbers.
¹⁰ The median represents the numerical value separating the upper half from the lower half of the sample.

A breakdown of the total club-to-club compensation declared in 2012 reveals that the bulk of compensation payments are covered by fixed transfer compensation.

Figure 10: Types of club-to-club compensation

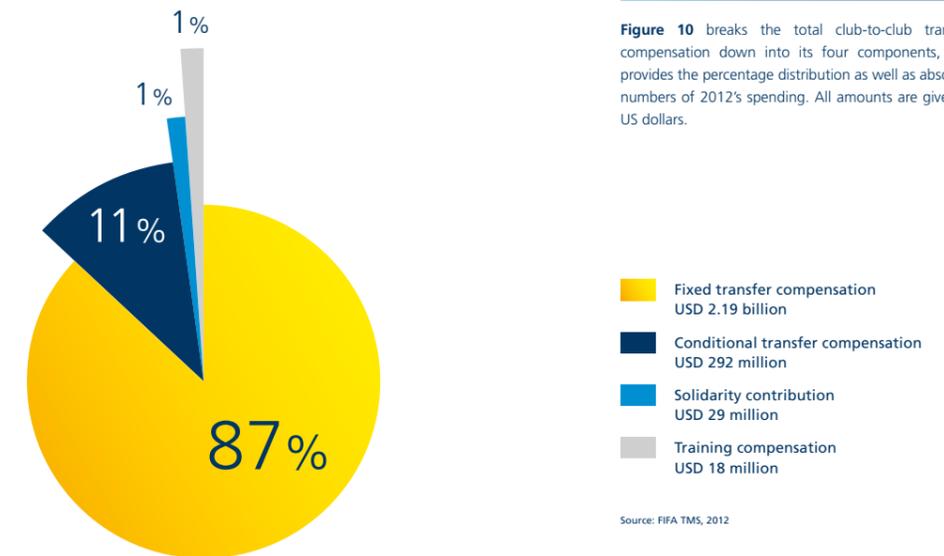


Figure 10 breaks the total club-to-club transfer compensation down into its four components, and provides the percentage distribution as well as absolute numbers of 2012's spending. All amounts are given in US dollars.

Source: FIFA TMS, 2012

4.2

Spenders and recipients

Brazilian clubs generated the highest net receipts from their international transfer activities. The net receipts generated by Brazilian clubs far exceeded that of the follow-up clubs from Portugal, Italy, the Netherlands and Spain. English clubs, in contrast, were the biggest net spenders of fixed transfer compensation.

Figure 11 shows that Brazilian clubs, aggregated at a country level, generated the highest net receipts from their international transfer activities. The net receipts generated by Brazilian clubs far exceeded that of the follow-up clubs from Portugal, Italy, the Netherlands and Spain. English clubs, in contrast, were the biggest net spenders of fixed transfer compensation.

Figure 11 identifies the countries with the highest net receipts and net spend of fixed transfer compensation. Net receipts and net spend are calculated as the total of a country's receipts of fixed transfer compensation minus the total of that country's spend on fixed transfer compensation. For net receipts, total receipts exceed total spend, and for net spend, total spend exceeds total receipts. All amounts are given in US dollars.

Figure 11: Net recipients and net spenders of fixed transfer compensation



Net recipients		Net spenders	
Brazil	121 million	England	314 million
Portugal	103 million	Russia	256 million
Italy	91 million	Turkey	78 million
Netherlands	86 million	China PR	49 million
Spain	50 million	Germany	43 million
Uruguay	50 million	Ukraine	37 million
Switzerland	40 million	France	30 million
Chile	38 million	Austria	13 million
Belgium	35 million	United Arab Emirates	12 million
Argentina	30 million	Wales	10 million

Source: FIFA TMS, 2012



5

Salaries

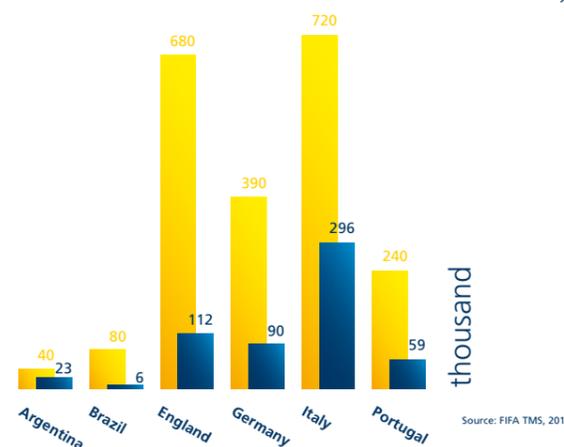
Average salaries – overview 5.1

5.1

Average salaries – overview

There is a clear difference between the salary levels of internationally transferred players in the most active European and South American countries.

Figure 12: Average salaries for players transferred into the six most active countries



Based on an analysis of incoming transfers into the six most active countries, the average salaries paid to incoming players differ substantially¹¹.

Italian clubs paid the highest salaries, with an average annual fixed salary of USD 720,000. In contrast, Argentinian clubs' average fixed salaries were much lower, coming in at USD 40,000. In all other countries in the sample, average salaries were skewed upwards by a small number of players earning very high salaries, as indicated by the much lower median salaries compared to average salaries¹².

Of the selected countries, there is a clear difference between the average salary levels in European countries (Italy, England, Germany and Portugal) and South American countries (Brazil and Argentina).

Within the group from Europe, Italy (USD 720,000) and England (USD 680,000) paid significantly higher salaries than Germany (USD 390,000) and Portugal (USD 240,000).

Figure 12 displays the averages and medians of the annual fixed salaries paid to players transferred internationally into the six most active countries in terms of incoming transfers in 2012. All amounts are given in US dollars.

■ Median
■ Average

¹¹ Argentina, Brazil, England, Germany, Italy and Portugal were the most active countries in terms of incoming transfers in 2012, and together accounted for 20% of the total market activity.
¹² The median represents the numerical value separating the upper half from the lower half of a sample.





6

Intermediaries

Overall activity **6.1**

Top spenders on club intermediary commissions **6.2**



Overall activity

2012 saw an increase of 9% in the involvement of player intermediaries and a 19% increase of club intermediaries' involvement.

19% (2,199 transfers) of the 11,552 international transfers in 2012 involved at least one intermediary representing the player, the engaging club or the releasing club. At the same time, 44% (703 transfers) of the 1,584 transfers involving club-to-club compensation (14% of total transfers) involved intermediaries on behalf of at least one party.

Player intermediaries were involved in 15% of total transfers (1,730 transfers). This represented an increase of 9% (146 transfers) in player intermediary involvement from 2011.

Figure 13: Involvement of intermediaries in international transfers

Proportions of total transfers 2012



706 transfers (6% of total transfers) involved club intermediaries for the engaging club, the releasing club, or both sides. This represents an increase of 19% (113 transfers) in club intermediaries' involvement in international transfers from 2011.

A detailed breakdown of club intermediaries' involvement revealed that:

5% of all transfers (592 transfers) involved intermediaries representing the engaging club,

1% of all transfers (158 transfers) involved intermediaries representing the releasing club, and

0.4% of all transfers (44 transfers) involved intermediaries on both clubs' sides.

Only 20 transfers (0.2% of all transfers) involved intermediaries for the engaging club, the releasing club and the player at the same time. Together, these 20 transfers accounted for a total of USD 140 million in fixed transfer compensation.

Although the overall international transfer activity for 2012 was in line with 2011, 2012 witnessed a greater involvement of intermediaries.

Club intermediary Player intermediary

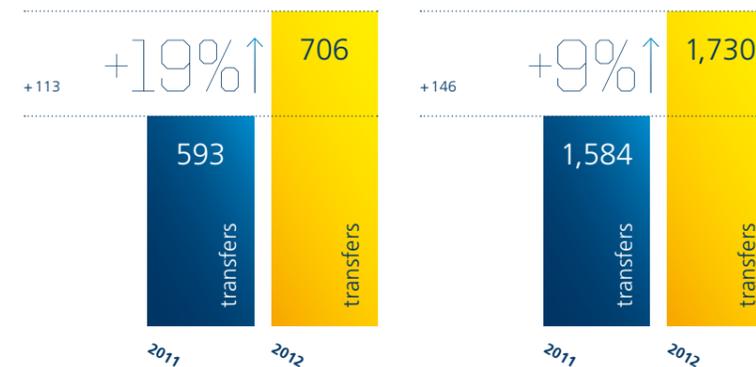


Figure 13 shows:
a) The number of transfers with intermediary involvement on either the clubs' side or the players' side. The numbers on club intermediaries' involvement include club intermediaries for both the engaging and releasing clubs.
b) The percentages of total transfers in which club or player intermediaries were involved during 2012's transfers.

Source: FIFA TMS, 2012

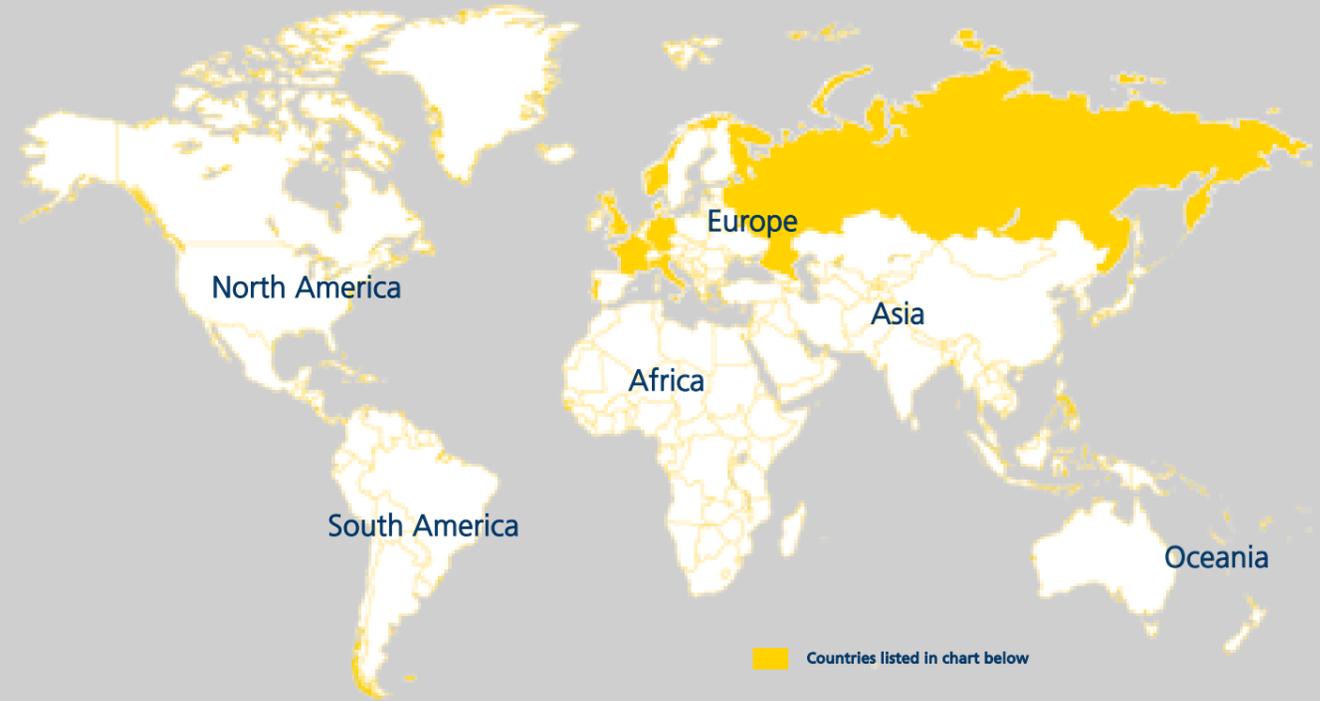
6.2

Top spenders on club intermediary commissions

English clubs spent the most on intermediary commissions, closely followed by Italy and Russia.

Figure 14 identifies the countries where the top-spending clubs of club intermediary commission reside. The list highlights English clubs as the top spenders in terms of overall payments made to club intermediaries. This top ten ranking exclusively features European countries, highlighting the importance of the European market from an intermediary's perspective.

Figure 14: Top club intermediary commission spenders



Total of engaging and releasing club intermediary commissions	
England	59 million
Italy	41 million
Russia	23 million
Germany	12 million
Portugal	11 million
France	5 million
Denmark	2.8 million
Wales	1.3 million
Scotland	1.3 million
Norway	1.3 million

Source: FIFA TMS, 2012

Figure 14 identifies the countries whose clubs spent the most on club intermediary commissions. All amounts are given in US dollars.



Global Transfer Market 2012

About FIFA TMS

Global Transfer Market 2012

FIFA TMS provides an extended and in-depth analysis of the 2012 international transfer market's data in its full report – *Global Transfer Market 2012*. For the first time, the reader will be in a position to get an in-depth insight into the structures and mechanics of the international transfer market and learn about the key characteristics and trends in 2012. These include:

- **Most active transfer streams**
Including Argentina to Chile as one of the top five most active streams between countries
- **Mobility patterns between regions**
Including transfers from Asia to North America increasing by 77% compared to 2011
- **Analyses on incoming and outgoing movements of young and old players**
Including Mexico as one of the top ten countries where incoming players are younger than outgoing players
- **Market shifts in nationality of players transferred**
Including Côte d'Ivoire's players among the biggest risers in nationality of players transferred

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- **Positional breakdown of players transferred into the top six most active countries**
Including Uruguayan forwards as among the most popular signings
- **Breakdown of transfer types by streams at the country and region levels**
Including loan arrangements from South America to Europe among the most popular between regions
- **Hierarchical models of the transfer market from spending and receiving perspectives**
Including Ukraine as one of the top ten countries accounting for a large majority of total club-to-club compensation spending
- **Average salaries of internationally transferred players by age groups and playing positions¹³**
Including the ages at which internationally transferred players earn the most
- **Overview of intermediary commissions and rates**
Including the increase in total commissions paid to club intermediaries involved in international transfers versus 2011
- **Case studies covering the international transfer market**
Including interviews with leading football stakeholders

The information provided in *Global Transfer Market 2012* will enable football's stakeholders to develop a unique understanding of the international transfer market. Players, club decision-makers, association representatives, intermediaries and all other football stakeholders can now put their past, current and future activities into perspective thanks to a set of new FIFA TMS benchmarks.

To order your copy of *Global Transfer Market 2012*, please visit our website at www.fifatms.com.

¹³ For the sample of the market's six most active countries in terms of incoming transfers 2012

About FIFA TMS

The FIFA TMS vision is to foster and sustain a transparent global transfer market based on integrity, accountability and innovation.

Its mission is the following:

- Enable clubs to confirm the terms and conditions of player transfers
- Facilitate the transfer of player registrations between associations
- Help safeguard the protection of minors
- Provide information and decision-making tools to key stakeholders
- Train and support key stakeholders
- Monitor player transfer activities and investigate alleged breaches of the transfer regulations
- Enforce adherence to FIFA's *Regulations on the Status and Transfer of Players* through a specific sanction system, presenting breaches of those transfer regulations and proposing sanctions to the competent FIFA bodies

For more information about FIFA TMS please visit www.fifatms.com

