

FIFA TMS

GLOBAL TRANSFER MARKET REPORT

A REVIEW OF ALL INTERNATIONAL FOOTBALL TRANSFERS IN 2017

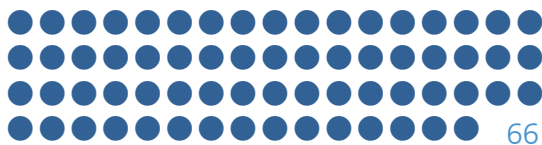
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IF THERE WERE ONLY 100 INTERNATIONAL TRANSFERS

TRANSFER TYPE

Out of contract



On loan



Permanent*

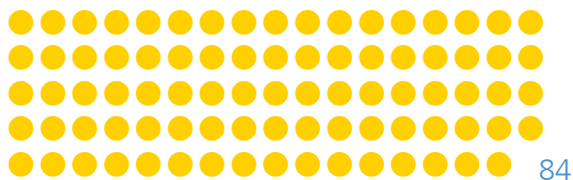


Return from loan



TRANSFER FEES

No transfer fees



< USD 100,000



USD 100,000 - USD 1 million



USD 1 million - USD 10 million

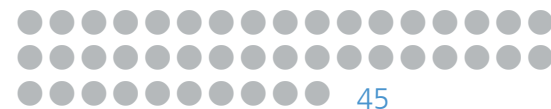


> USD 10 million



CONFEDERATIONS

Within UEFA



Across confederations



Within CONMEBOL



Within CAF



Within AFC



Within CONCACAF



Within OFC



*An international permanent transfer with a transfer agreement between the two clubs

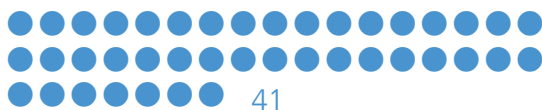
IF THERE WERE ONLY 100 INTERNATIONAL TRANSFERS

PLAYER AGE

< 18 years old



18-23 years old



24-29 years old



30-35 years old



≥ 36 years old



PLAYER'S NEW CONTRACT DURATION

≤ 6 months



6-12 months



12-24 months



24-48 months



> 48 months

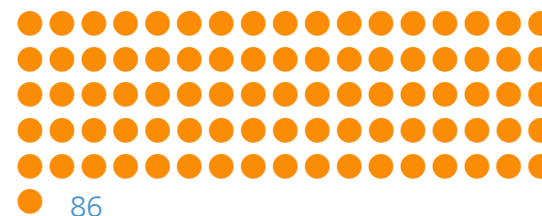


PLAYER INTERMEDIARIES

Transfers with player intermediary



Transfers without player intermediary



An aerial view of a soccer field at night, illuminated by stadium lights. The field is green with white markings. Several soccer balls, yellow cones, and red cones are scattered across the field. The text 'ITMS' is overlaid in large, yellow, outlined letters. Below it, the word 'INTRODUCTION' is written in white, outlined letters.

ITMS

INTRODUCTION

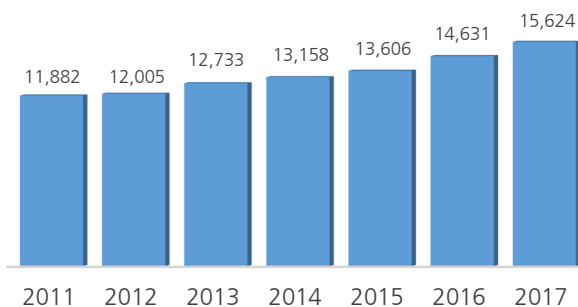
2017 IN THE INTERNATIONAL TRANSFER MATCHING SYSTEM

Number of transfers

Since the International Transfer Matching System (ITMS) became mandatory in October 2010, clubs from all over the world have completed 94,000 international¹ transfers of professional players.

A new record was set in 2017 with 15,624 international transfers, 6.8% more than in 2016. These transfers involved 13,415 professional players representing 181 different nationalities.

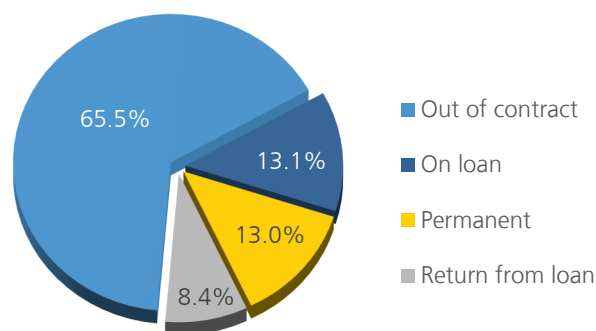
Fig. 1: Total number of international transfers by year



Types of transfers

The most common transfer type was that of players out of contract, accounting for 65.5% of all international transfers in 2017. The remaining transfers were either loans (13.1%), permanent² transfers (13.0%) or transfers of players returning from a loan (8.4%).

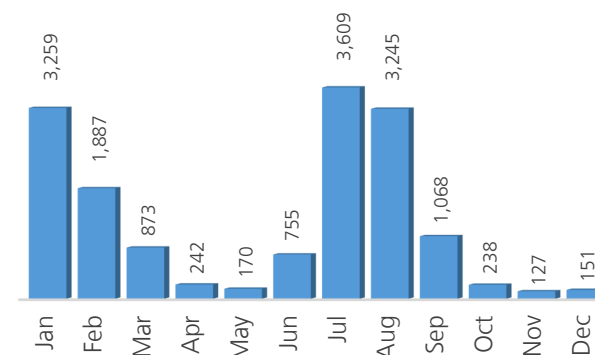
Fig. 2: International transfers in 2017 by type



Timing of transfers

As shown in figure 3, transfers occur at all times throughout the year. Most transfers are completed in January, July and August, as these months correspond to when the majority of associations have their registration periods open.

Fig. 3: International transfers in 2017 by month



¹Between clubs of two different associations

²An international permanent transfer with a transfer agreement between the two clubs

Spending on transfer fees

Since October 2010, USD 29.03 billion were spent on transfer fees. Like the number of transfers, spending has also reached a new high in 2017: USD 6.37 billion, 32.7% more than the previous year.

The vast majority of transfers were free of payments (84.2%), and only about one in every six was with fees (15.8%).

Types of transfer fee

Of the total USD 6.37 billion, clubs declared 75.7% as fixed transfer fees, 16.3% as conditional fees, 6.7% as release (buy-out) fees³, 1.0% as solidarity contribution and 0.3% as training compensation.

Fig. 4: Spending on transfer fees by year (USD billion)

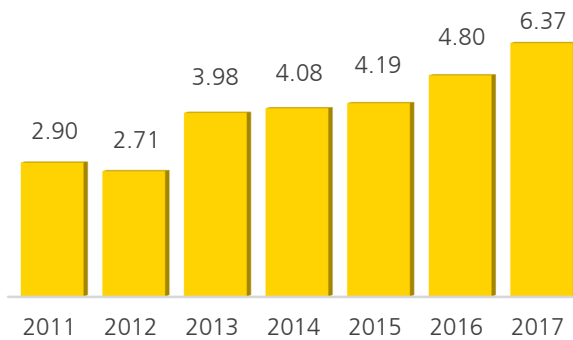
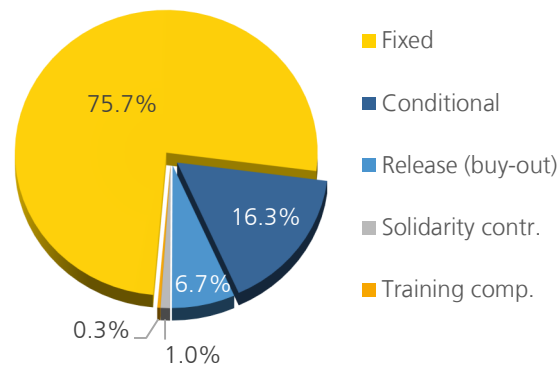
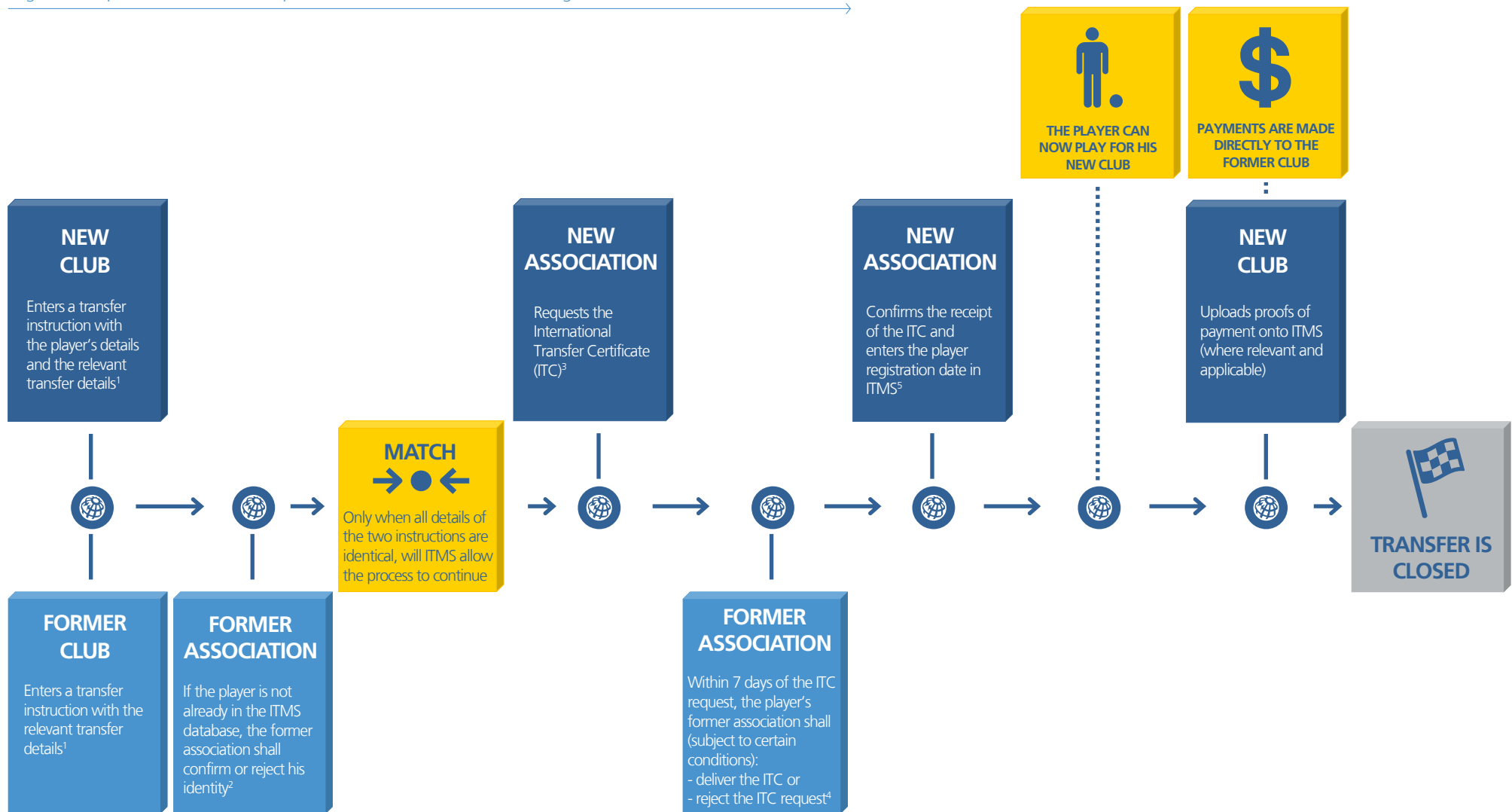


Fig. 5: Spending on transfer fees in 2017 by type of fee



³In previous reports, release (buy-out) fees were included in fixed transfer fees. From this edition the two are shown separately, in order to more accurately reflect the information declared by clubs in ITMS.

Fig. 6: Example of an international permanent transfer with a transfer agreement



Disclaimer:

The above illustration is for information purposes only and is not an exhaustive description of either the transfer process or the steps to be followed in a particular transfer. The illustration is not to be relied upon when processing a transfer. Each particular transfer is subject to and must be completed in accordance with the FIFA Regulations on the Status and Transfer of Players (RSTP)

¹ See FIFA RSTP Annexe 3, art. 4, par. 2 and Annexe 3, art. 8.2, par. 1

² See FIFA RSTP Annexe 3, art. 5.2, par. 1

³ See FIFA RSTP Annexe 3, art. 5.2, par. 2; Annexe 3, art. 8.1, par. 2 and Annexe 3, art. 8.2, par. 2

⁴ See FIFA RSTP Annexe 3, art. 8.2, par. 3, 4 and 7

⁵ See FIFA RSTP Annexe 3, art. 8.2, par. 5



GEOGRAPHICAL DISTRIBUTION

CLUB INVOLVEMENT IN INTERNATIONAL TRANSFERS

Every year, more and more clubs are involved in cross-border transfers

During the course of 2017, 15,624 international transfers were completed worldwide. In total, 3,831 clubs and 179 of the 211 FIFA member associations were actively involved¹ in these transfers, meaning they engaged or released at least one player from/to a different association.

Fig. 7: Number of member associations and clubs involved in international transfers by year

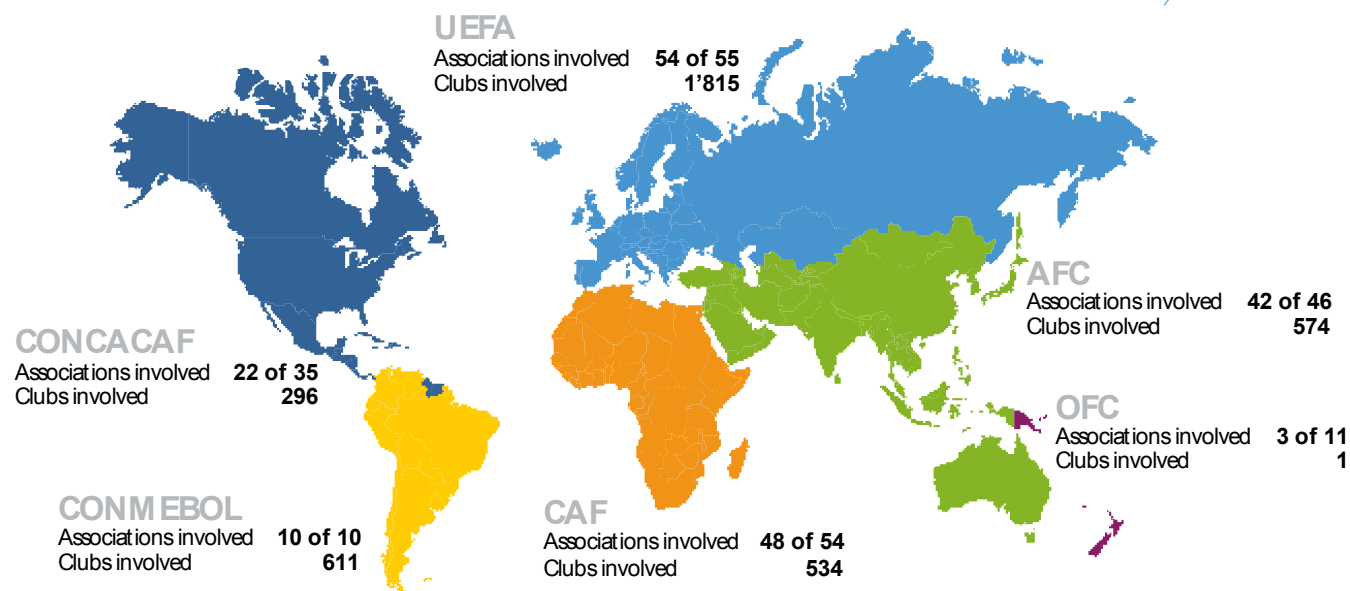
	Associations involved	Clubs involved ¹
2011	164	3,195
2012	166	3,171
2013	169	3,397
2014	175	3,475
2015	178	3,522
2016	177	3,639
2017	179	3,831

Confederations

Of the 3,831 clubs involved in transfers last year, 1,815 (47.4%) were from UEFA - almost three times more than any other confederation. This may not come as a surprise, as the European confederation is the largest of the six with its 55 member associations, and all but one of them - Liechtenstein - were involved in

international transfers. CONMEBOL, despite being the confederation with the fewest number of member associations (10, all of which were involved in transfers in 2017), had the second highest number of clubs involved in transfers, 611 in total.

Fig. 8: Number of member associations and clubs involved in international transfers in 2017 by confederation²



¹A previous version of this report defined "clubs involved in a transfer" including the player's former club in the case of transfers out of contract. In the present report, the choice was not to consider these clubs as involved in the transfer, with few exceptions. For example, when the engaging club pays a release (buy-out) fee, the player is released and transfers out of contract, but the releasing club is involved nonetheless.

²In the context of a transfer of a player out of contract, the involved club is only one but the member associations are two, as they are active in the exchange of the International Transfer Certificate (ITC)

Member associations

In 2017, Brazil was the member association with the most clubs involved in transfers (254). In the top ten member associations involved in transfers the Big 5 are also present, as are Portugal, Argentina, Sweden and Mexico.

Fig. 9: Top 10 member associations by number of clubs involved in international transfers in 2017

Association	Clubs involved
Brazil	254
Germany	143
England	132
Argentina	111
Spain	98
France	93
Portugal	86
Italy	77
Sweden	73
Mexico	67

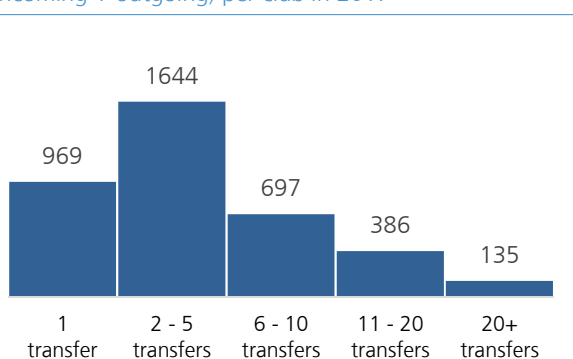
Transfers per club

Of the 3,831 clubs involved in international transfers, 57.6% completed incoming transfers only, 5.1% outgoing transfers only and 37.2% were involved in both types of transfer.

On average, each of the involved clubs completed 5.5 international transfers (incoming plus outgoing), a number that has been growing slowly but steadily. In 2011, this number was 4.8. As shown in figure 10, last

year most of the clubs involved in international transfers completed between 2 and 5 transfers. At the two extremes, there were 969 clubs that were involved in only one transfer and 135 clubs that were involved in more than 20 transfers each.

Fig. 10: Frequency distribution of international transfers (incoming + outgoing) per club in 2017



FIGURES - TRANSFER ACTIVITY

Fig. 11: Number of international transfers by confederation in 2017 and percentage change from 2016

Transfers		Engaging					
		AFC	CAF	CONCACAF	CONMEBOL	OFC	UEFA
Releasing	AFC	756 (+7.4%)	97 (-24.8%)	39 (+5.4%)	250 (+13.1%)	7 (0.0%)	488 (+3.6%)
	CAF	248 (+2.5%)	867 (+28.3%)	33 (+83.3%)	15 (+7.1%)	0 (0.0%)	487 (+15.7%)
	CONCACAF	41 (+70.8%)	6 (+200.0%)	492 (+1.7%)	335 (+18.0%)	0 (0.0%)	198 (+7.0%)
	CONMEBOL	251 (-10.7%)	23 (+109.1%)	474 (+3.3%)	1,108 (-0.5%)	0 (0.0%)	709 (+3.5%)
	OFC	10 (+42.9%)	0 (0.0%)	1 (-75.0%)	1 (0.0%)	0 (0.0%)	9 (+80.0%)
	UEFA	620 (+8.8%)	174 (+6.1%)	262 (-0.4%)	548 (-1.3%)	1 (0.0%)	7,074 (+7.3%)

FIGURES - TRANSFER ACTIVITY

Fig. 12: Top 15 member associations by incoming transfers in 2017 and percentage change from 2016

Top 15 engaging associations	
Association	Incoming transfers
Brazil	748 (+10.2%)
England	732 (+11.1%)
Portugal	580 (+4.1%)
Spain	471 (+0.6%)
Germany	401 (-0.7%)
Italy	352 (-9.3%)
Argentina	338 (-25.1%)
France	336 (+17.1%)
Turkey	329 (+9.7%)
USA	321 (-10.3%)
Mexico	321 (+9.9%)
Belgium	309 (+8.8%)
Greece	269 (+29.3%)
Cyprus	249 (-8.8%)
Sweden	245 (+12.4%)

Fig. 13: Top 15 member associations by outgoing transfers in 2017 and percentage change from 2016

Top 15 releasing associations	
Association	Outgoing transfers
Brazil	821 (+1.7%)
England	767 (+4.8%)
Spain	565 (+5.4%)
Portugal	537 (+12.1%)
Argentina	486 (-5.1%)
Germany	424 (+14.0%)
France	422 (+3.4%)
Italy	415 (+7.2%)
Colombia	352 (+9.7%)
Belgium	323 (+6.3%)
Netherlands	305 (+42.5%)
USA	300 (-0.7%)
Greece	268 (-0.4%)
Mexico	268 (+35.4%)
Uruguay	250 (-5.7%)

Fig. 14: Top 15 transfer streams by transfers in 2017 and percentage change from 2016

Top 15 transfer streams		
From	To	Transfers
Brazil	Portugal	169 (+0.6%)
England	Scotland	130 (-9.7%)
Portugal	Brazil	121 (+17.5%)
England	Wales	114 (-7.3%)
Scotland	England	110 (+23.6%)
Wales	England	109 (+2.8%)
England	Spain	71 (+29.1%)
Colombia	Venezuela	71 (+77.5%)
Spain	England	63 (+21.2%)
Argentina	Chile	62 (-1.6%)
Netherlands	England	62 (+93.8%)
Uruguay	Argentina	59 (-21.3%)
Argentina	Uruguay	56 (+14.3%)
France	England	49 (+4.3%)
England	Netherlands	48 (+2.1%)

FIGURES - INCOMING TRANSFER ACTIVITY

Fig. 15: Top 5 member associations of each confederation by incoming transfers in 2017 →

AFC	
Association	Incoming transfers
India	158 (+32.8%)
Japan	152 (+18.8%)
China PR	143 (-10.1%)
Thailand	124 (+26.5%)
Saudi Arabia	113 (+32.9%)
Others	1,236
Total	1,926 (+5.4%)

CAF	
Association	Incoming transfers
Zambia	138 (+762.5%)
Egypt	92 (+27.8%)
Morocco	73 (-3.9%)
South Africa	72 (+9.1%)
Tunisia	57 (-23.0%)
Others	735
Total	1,167 (+18.8%)

CONCACAF	
Association	Incoming transfers
USA	321 (-10.3%)
Mexico	321 (+9.9%)
Guatemala	103 (+3.0%)
Honduras	95 (+75.9%)
Panama	94 (+22.1%)
Others	367
Total	1,301 (+2.8%)

CONMEBOL	
Association	Incoming transfers
Brazil	748 (+10.2%)
Argentina	338 (-25.1%)
Uruguay	214 (+0.5%)
Colombia	206 (+25.6%)
Chile	153 (+15.0%)
Others	598
Total	2,257 (+3.1%)

OFC	
Association	Incoming transfers
New Zealand	8 (0.0%)
Total	8 (0.0%)

UEFA	
Association	Incoming transfers
England	732 (+11.1%)
Portugal	580 (+4.1%)
Spain	471 (+0.6%)
Germany	401 (-0.7%)
Italy	352 (-9.3%)
Others	6,429
Total	8,965 (+7.2%)

FIGURES - OUTGOING TRANSFER ACTIVITY

Fig. 16: Top 5 member associations of each confederation by outgoing transfers in 2017 →

AFC	
Association	Outgoing transfers
China PR	152 (-0.7%)
Japan	146 (+11.5%)
Korea Republic	125 (-1.6%)
Thailand	112 (0.0%)
Australia	97 (+3.2%)
Others	1,005
Total	1,637 (+4.3%)

CAF	
Association	Outgoing transfers
Nigeria	214 (+21.6%)
Ghana	200 (+38.9%)
Cameroon	105 (+38.2%)
Ivory Coast	99 (+13.8%)
South Africa	83 (+10.7%)
Others	949
Total	1,650 (+20.4%)

CONCACAF	
Association	Outgoing transfers
USA	300 (-0.7%)
Mexico	268 (+35.4%)
Canada	79 (-8.1%)
Costa Rica	76 (+26.7%)
Guatemala	62 (-7.5%)
Others	287
Total	1,072 (+9.5%)

CONMEBOL	
Association	Outgoing transfers
Brazil	821 (+1.7%)
Argentina	486 (-5.1%)
Colombia	352 (+9.7%)
Uruguay	250 (-5.7%)
Paraguay	153 (0.0%)
Others	503
Total	2,565 (+0.6%)

OFC	
Association	Outgoing transfers
New Zealand	19 (+11.8%)
Samoa	1 (n/a)
Tahiti	1 (n/a)
Others	
Total	21 (+23.5%)

UEFA	
Association	Outgoing transfers
England	767 (+4.8%)
Spain	565 (+5.4%)
Portugal	537 (+12.1%)
Germany	424 (+14.0%)
France	422 (+3.4%)
Others	5,964
Total	8,679 (+6.6%)

TRANSFER FEES AND INTERMEDIARY COMMISSIONS

02



A GLANCE BEYOND THE BIG SPENDERS

Spending growth is driven by a relatively small group of clubs of handful of member associations, but there is more to it than just the usual suspects

As shown in the introduction, global spending on transfer fees reached a new high in 2017. A new record has been set every year since 2012, but the magnitude of last year’s increase is unprecedented. Spending in 2016 reached USD

Fig. 17: Number of international transfers with fees by year

	Transfers with fees	
	#	%
2011	1,659	14.0%
2012	1,706	14.2%
2013	1,783	14.0%
2014	1,759	13.4%
2015	1,875	13.8%
2016	2,114	14.4%
2017	2,469	15.8%

4.80 billion and appeared to be on pace to break the USD 5 billion mark in 2017. Expectations were quickly surpassed, with global spending rising to a record-breaking USD 6.37 billion.

Figures 17 and 18 shed light on the forces driving this increase. Firstly, there have never been so many transfers with fees, both in absolute terms and as percentage of all transfers. Secondly, 2017 witnessed a significant increase in the average transfer fee¹ paid to engage players, especially for the largest transfers.

Fig. 18: Average transfer fee by year

	Average transfer fee (USD million)	
	Worldwide	Top 50 transfers
2011	1.7	24.0
2012	1.6	20.4
2013	2.2	34.1
2014	2.3	34.1
2015	2.2	33.5
2016	2.3	35.2
2017	2.6	48.4

Transfers with high fees contribute directly to the increase in global spending, but the effect of each dollar spent is not limited to that transfer alone. Clubs that receive large transfer fees for their players often reinvest part of the money into more transfers. In turn, clubs receiving this money will do the same, and so on. This creates a multiplier effect, the result of which is an even larger increase in global spending.

But spending records are only one side of the story. The overwhelming majority of transfers (84.2%) did not involve fees. Of the total number of transfers (15,624), only 773 transfers were for fees exceeding USD 1 million. Most of the increase in global spending is accounted for by the few at the top: about two thirds (67.4%) of the USD 6.37 billion spent came from only 50 clubs of 13 member associations. Arguably, the big spenders are spending more, but is this also true of other associations?

In 2017, expenditure records were broken in 35 member associations by virtue of their clubs spending more on international transfers than

¹Total spending divided by the total number of international transfers with fees

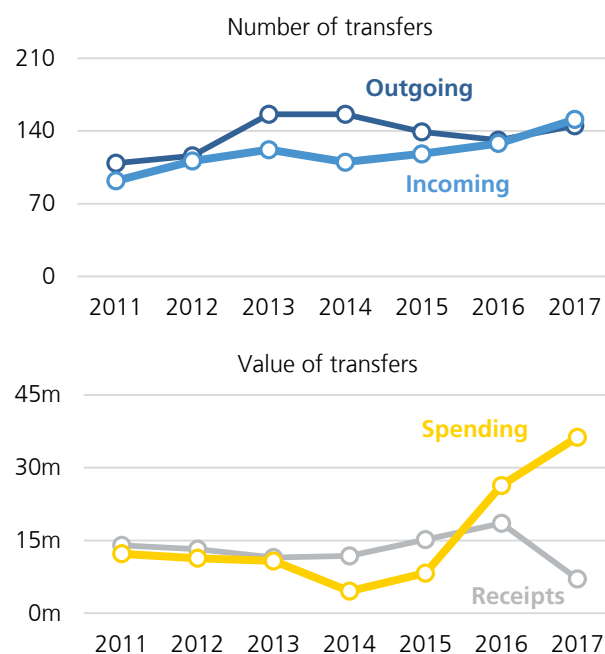
they had ever done before. On a global scale, the impact of some of these associations may be less influential than that of the bigger markets, but, relative to their context, some of these increases have proven to be very significant.

In this chapter, we take a closer look at three member associations where spending on transfers has risen considerably in 2017: Japan, Czech Republic and Hungary.

Japan (AFC)

Japanese clubs ranked 19th worldwide in terms of transfer expenditure in 2017, spending a total of USD 37.6 million to engage players internationally. Their expenditure levels have seen a steady increase over the past three years, having grown from USD 4.5 million in 2014. In addition, there were also notable increments in the number of incoming transfers (110 in 2014 vs. 152 in 2017), the number of transfers with fees (18 in 2014 vs. 48 in 2017) and the number of clubs that engaged at least one player for a fee (12 in 2014 vs. 23 in 2017).

Fig. 19: Number and value of international transfers by Japanese clubs, by year

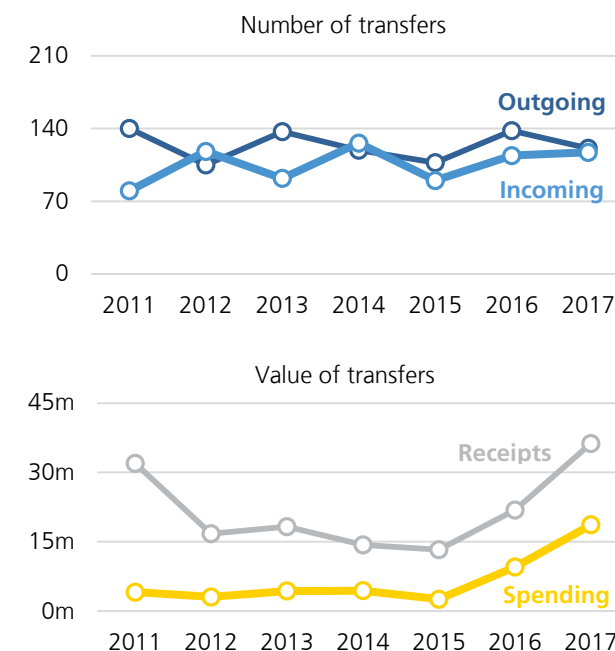


In 2017, for the first time, Japanese clubs engaged more players than they released and, for the second year in a row, they spent more than what they received. While future developments remain difficult to predict, it is clear that there has been a shift in Japan's transfer market activity.

Czech Republic (UEFA)

In 2017, Czech clubs spent USD 18.7 million to engage players internationally, making Czech Republic the 25th-highest member association worldwide in terms of clubs' spending during the year.

Fig. 20: Number and value of international transfers by Czech clubs, by year



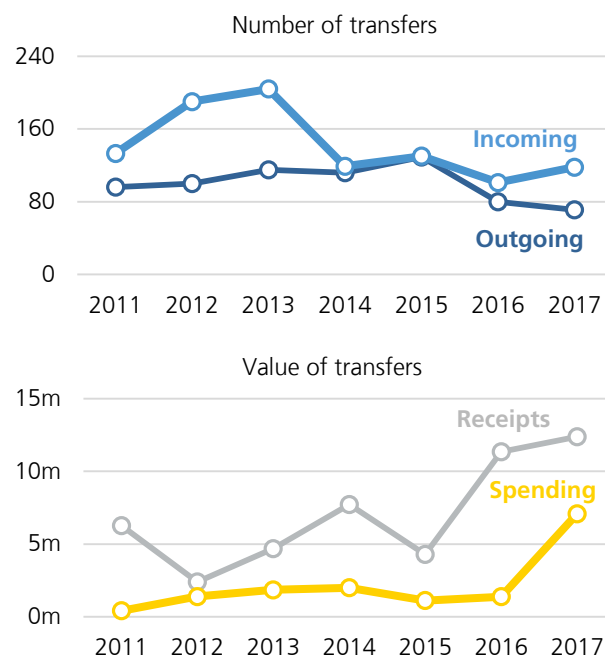
Spending almost doubled compared with 2016 (USD 9.5 million) and was more than seven times larger than in 2015 (USD 2.6 million).

While the total number of incoming transfers (117 in 2017) remained in line with the average of previous years, 35 of these transfers involved transfer fees: almost twice as many as the 19 in 2016. Receipts have also continued to grow in recent years, and are notably higher than spending: in 2017, Czech clubs released players for a total of USD 36.2 million.

Hungary (UEFA)

Hungarian clubs spent USD 7.1 million in 2017, meaning Hungary ranks 35th in clubs' spending worldwide. Unlike in Japan and Czech Republic, spending in Hungary only took off last year, with a 414% increase from USD 1.4 million in 2016. The number of incoming transfers - 118 in 2017 - remained relatively in line with that of the previous three years, but the number of those transfers which involved a transfer fee saw a significant jump from 13 in 2016 to 31 in 2017. Prior to last year, transfers to Hungary for fees above USD

Fig. 21: Number and value of international transfers by Hungarian clubs, by year



300,000 were extremely rare; in 2017 alone, there were nine such transfers.

It is too early to tell whether these developments represent the early stages of a period of bolstered transfer activity by Hungarian clubs, or

whether spending will quickly retreat to its previous levels, but there are two indications that suggest the former rather than the latter. Firstly, the spending increase was driven by the activity of almost a dozen different clubs, rather than - as is often the case - by a small concentration of clubs completing a few lucrative transfers. Secondly, transfer fee receipts by Hungarian clubs have also grown continuously and are still higher than spending: an indication, perhaps, that clubs are reinvesting the money they received from their outgoing transfers in the past, making further sustainable growth a distinct possibility.

There is no doubt that the proportional impact of these three member associations on global spending is limited when compared with those associations at the top of the ladder. However, all three appear to have kickstarted a process of growth in terms of their presence in the international transfer market, and it is possible that some of them may take a more significant role in the future.

FIGURES - SPENDING AND RECEIPTS

Fig. 22: Club spending on transfer fees by confederation in 2017 and percentage change from 2016

In USD million		Engaging					
		AFC	CAF	CONCACAF	CONMEBOL	OFC	UEFA
Releasing	AFC	35.3 (-5.9%)	0.4 (+258.5%)	0.3 (n/a)	8.8 (-4.8%)	0 (0.0%)	75.3 (+82.3%)
	CAF	11.4 (-44.8%)	10.5 (-36.1%)	1.8 (+235.9%)	0 (0.0%)	0 (0.0%)	34.2 (-13.7%)
	CONCACAF	3.6 (-9.3%)	0 (0.0%)	11.8 (+12.2%)	19.3 (-10.1%)	0 (0.0%)	50.2 (+192.4%)
	CONMEBOL	55.1 (-33.4%)	3.9 (+19,510.0%)	75.7 (+25.5%)	71.5 (-29.5%)	0 (0.0%)	473.2 (+22.8%)
	OFC	0 (0.0%)	0 (0.0%)	0 (0.0%)	0 (0.0%)	0 (0.0%)	0 (0.0%)
	UEFA	319.7 (-22.0%)	1.4 (-32.0%)	63.7 (+51.8%)	80.2 (+59.0%)	0 (0.0%)	4,958.6 (+43.6%)

FIGURES - SPENDING AND RECEIPTS

Fig. 23: Top 15 member associations by club spending on incoming transfers in 2017 and change from 2016

Top 15 associations by spending	
Association	Spending (USD million)
England	1,643.6 (+19.7%)
France	859.8 (+314.0%)
Spain	730.3 (+43.2%)
Germany	721.8 (+25.2%)
Italy	654.0 (+28.6%)
China PR	285.9 (-36.7%)
Turkey	159.4 (+141.5%)
Russia	150.0 (+30.7%)
Belgium	128.0 (+28.3%)
Netherlands	96.7 (+187.6%)
Portugal	95.8 (-46.2%)
Wales	89.8 (+51.2%)
Mexico	83.7 (+7.4%)
Brazil	71.9 (-15.7%)
USA	68.7 (+156.5%)

Fig. 24: Top 15 member associations by club receipts from outgoing transfers in 2017 and change from 2016

Top 15 associations by receipts	
Association	Receipts (USD million)
Spain	840.4 (+51.6%)
Portugal	803.3 (+91.7%)
England	655.5 (+109.5%)
France	643.9 (+41.4%)
Italy	508.3 (+4.5%)
Germany	483.9 (+34.9%)
Brazil	298.8 (+12.6%)
Netherlands	273.3 (+96.1%)
Belgium	215.8 (+92.0%)
Argentina	204.0 (+33.2%)
Turkey	102.2 (+17.8%)
Wales	101.0 (+15.4%)
Russia	88.0 (-52.3%)
Greece	85.1 (+81.0%)
Austria	77.1 (+33.3%)

Fig. 25: Top 15 transfer streams by value in 2017 and change from 2016

Top 15 transfer streams by value		
Releasing association	Engaging association	Spending (USD million)
France	England	336.7 (+47.8%)
Portugal	England	329.1 (+316.3%)
Spain	France	324.1 (+443.0%)
Italy	England	216.4 (+2.9%)
Germany	Spain	197.1 (+819.5%)
Spain	England	194.5 (-12.9%)
Portugal	Spain	136.3 (+138.2%)
Netherlands	England	130.4 (+272.7%)
Spain	Germany	128.2 (+150.2%)
England	Italy	114.9 (+12.2%)
France	Germany	112.0 (+20.3%)
England	Spain	110.5 (+399.2%)
England	France	102.6 (+746.4%)
France	Italy	97.3 (+726.3%)
England	China PR	94.3 (+74.3%)

FIGURES - SPENDING AND RECEIPTS

Fig. 26: Top 15 member associations by net club spending in 2017

Top 15 associations by net club spending*	
Association	Net spending (USD million)
England	988.1
Germany	237.8
China PR	227.0
France	215.9
Italy	145.7
USA	66.3
Russia	61.9
Turkey	57.1
India	36.3
Japan	30.5
Saudia Arabia	24.1
Scotland	12.9
Mexico	7.7
Azerbaijan	4.7
Angola	3.9

*Spending > receipts

Fig. 27: Top 15 member associations by net club receipts in 2017

Top 15 associations by net club receipts*	
Association	Net receipts (USD million)
Portugal	707.5
Brazil	226.9
Netherlands	176.6
Argentina	162.1
Spain	110.0
Belgium	87.9
Austria	62.6
Ukraine	59.3
Croatia	51.8
Sweden	37.5
Greece	36.8
Switzerland	36.0
Uruguay	35.1
Poland	25.6
Serbia	23.6

*Receipts > spending

Fig. 28: Spending by type of fee in 2017

Spending by type of fee (USD million)	
Fixed fees	4,817.3
Conditional fees	1,035.5
Release (buy-out) fee	429.2
Solidarity contribution	63.8
Training compensation	20.3
Total	6,366.0

FIGURES - SPENDING

Fig. 29: Top 5 member associations of each confederation by club spending on transfer fees in 2017

AFC	
Association	Spending (USD mill.)
China PR	285.9 (-36.7%)
Japan	37.6 (+42.7%)
India	36.3 (+41,153.2%)
Saudi Arabia	31.9 (+52.7%)
United Arab Emirates	18.4 (-38.4%)
Others	15.2
Total	452.2 (-23.4%)

CAF	
Association	Spending (USD mill.)
Egypt	4.9 (+5.6%)
Angola	3.9 (+1,359.4%)
South Africa	3.9 (+239.5%)
Tunisia	1.5 (-27.0%)
Algeria	0.5 (n/a)
Others	1.5
Total	16.3 (+63.5%)

CONCACAF	
Association	Spending (USD mill.)
Mexico	83.7 (+7.4%)
USA	68.7 (+156.5%)
Canada	0.9 (-89.6%)
Costa Rica	<0.1 (-47.6%)
Guatemala	<0.1 (n/a)
Others	<0.1
Total	153.3 (+35.3%)

CONMEBOL	
Association	Spending (USD mill.)
Brazil	71.9 (-15.7%)
Colombia	44.3 (+1,509.7%)
Argentina	41.9 (-31.7%)
Paraguay	8.6 (+653.9%)
Ecuador	3.2 (+127.1%)
Others	9.9
Total	179.9 (-1.5%)

OFC	
Association	Spending (USD mill.)
Total	0.0 (0.0%)

UEFA	
Association	Spending (USD mill.)
England	1,643.6 (+19.7%)
France	859.8 (+314.0%)
Spain	730.3 (+43.2%)
Germany	721.8 (+25.2%)
Italy	654.0 (+28.6%)
Others	982.0
Total	5,591.4 (+42.0%)

FIGURES - RECEIPTS

Fig. 30: Top 5 member associations of each confederation by club receipts from transfer fees in 2017

AFC	
Association	Receipts (USD mill.)
China PR	58.9 (+463.6%)
United Arab Emirates	22.7 (+19.4%)
Korea Republic	13.5 (-8.8%)
Saudi Arabia	7.9 (+62.5%)
Japan	7.0 (-62.0%)
Others	10.0
Total	120.0 (+36.2%)

CAF	
Association	Receipts (USD mill.)
Egypt	11.6 (-45.7%)
South Africa	8.2 (+311.3%)
Morocco	6.8 (+115.8%)
Ghana	4.7 (-3.9%)
Nigeria	4.2 (-50.7%)
Others	22.6
Total	58.0 (-15.5%)

CONCACAF	
Association	Receipts (USD mill.)
Mexico	75.9 (+192.9%)
Honduras	3.4 (-7.9%)
USA	2.4 (-85.2%)
Costa Rica	1.4 (-41.2%)
Panama	1.0 (-62.0%)
Others	0.7
Total	84.8 (+59.8%)

CONMEBOL	
Association	Receipts (USD mill.)
Brazil	298.8 (+12.6%)
Argentina	204.0 (+33.2%)
Colombia	64.7 (-4.0%)
Uruguay	38.1 (-51.3%)
Chile	25.8 (+79.3%)
Others	48.1
Total	679.5 (+7.9%)

OFC	
Association	Receipts (USD mill.)
Total	0.0 (0.0%)

UEFA	
Association	Receipts (USD mill.)
Spain	840.4 (+51.6%)
Portugal	803.3 (+91.7%)
England	655.5 (+109.5%)
France	643.9 (+41.4%)
Italy	508.3 (+4.5%)
Others	1,972.3
Total	5,423.6 (+37.0%)

FIGURES - CLUB INTERMEDIARIES

Fig. 31: Transfers involving intermediaries representing the engaging club

Engaging club intermediaries		
Worldwide by year		
	Transfers	As % of incoming transfers
2013	726	5.7%
2014	843	6.4%
2015	961	7.1%
2016	1,134	7.8%
2017	1,197	7.7%
Top 5 countries in 2017*		
	Transfers	As % of incoming transfers
Italy	143	40.6%
Indonesia	34	40.0%
England	277	37.8%
Denmark	46	32.4%
Myanmar	8	26.7%

*Minimum 5 transfers with intermediaries

Fig. 32: Transfers involving intermediaries representing the releasing club

Releasing club intermediaries		
Worldwide by year		
	Transfers	As % of outgoing transfers*
2013	193	4.7%
2014	194	4.4%
2015	221	5.1%
2016	238	4.8%
2017	318	5.9%
Top 5 countries in 2017**		
	Transfers	As % of outgoing transfers*
China PR	15	15.6%
Germany	23	14.0%
Russia	11	13.1%
France	27	13.0%
Turkey	18	12.2%

*Excluding transfers out of contract, as there is no releasing club involved

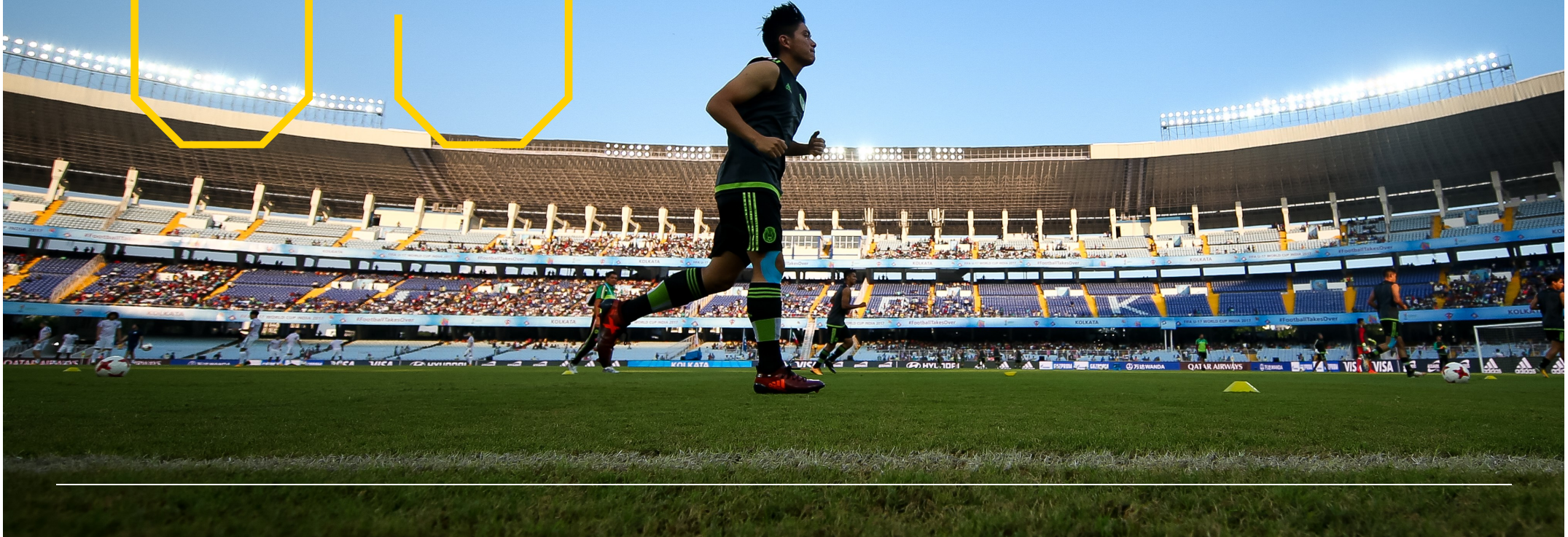
**Minimum 5 transfers with intermediaries

Fig. 33: Intermediary commissions paid by clubs in the context of international transfers

Club intermediary commissions	
Worldwide by year	
	Commissions (USD million)
2013	218.4
2014	238.2
2015	297.4
2016	387.0
2017	447.0
Top 5 countries in 2017*	
	Commissions (USD million)
England	125.7
Italy	76.5
Germany	48.8
France	42.0
Spain	41.0

03

PLAYER CHARACTERISTICS



SOUTH AMERICAN PLAYERS AROUND THE WORLD

One in every five international transfers involve players from Brazil, Argentina or Colombia.

In total, 13,415 professional players from across the world were involved in the 15,624 international transfers completed in 2017. They ranged from 15 to 44 years old and represented 181 different nationalities¹.

As in previous years, players from South America played a decisive role in the transfer market: Brazilians, Argentinians and Colombians are, respectively, the first, second and fourth most transferred nationalities (see figure 42 for a ranking of the top 15). In 2017, there were 3,173 international transfers of players of these three nationalities combined, which corresponds to 20.3% of all transfers completed during the year.

In this section we analyse and compare last year's transfer patterns of players from each of these three countries. While they are similar in

certain aspects, a closer look reveals some interesting differences.

Brazilians

Brazilians are by far the most represented nationality in the transfer market. Players from Brazil were involved in 1,755 transfers in 2017 - more than a tenth of the total worldwide - and generated USD 1.06 billion in transfer fees.

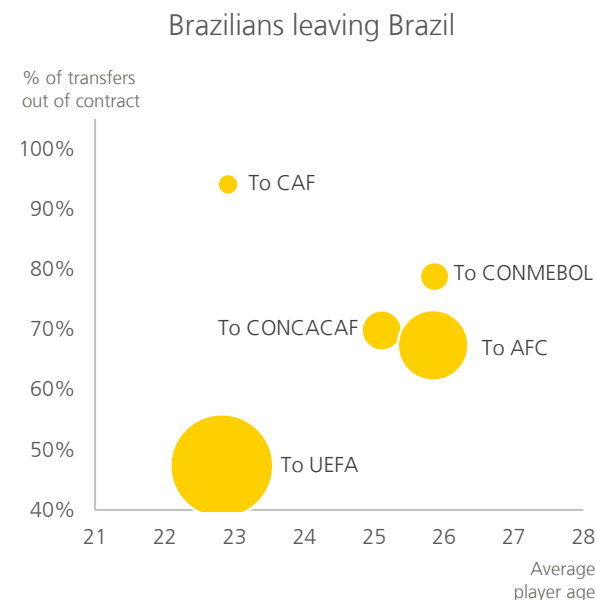
Of these transfers, 719 were Brazilians transferring out of Brazil, 616 transferring into Brazil, and 420 were transfers of Brazilians between clubs of other member associations.

Players with Brazilian passport appear to be widely dispersed all over the globe. In 2017 alone, clubs in 93 of the 211 FIFA member associations engaged at least one Brazilian. Those that welcomed the most Brazilian players - excluding Brazil itself - are Portugal (213 incoming transfers), Japan (57) and Thailand (44).

As shown in figure 34, more than eight of every

ten Brazilians who left Brazil in 2017 moved to clubs in either UEFA (57.4%) or the AFC (26.8%), while comparatively few remained within CONMEBOL (4.6%). Those who transferred to UEFA clubs were on average younger and moved out of contract less

Fig. 34: Transfers of Brazilian players out of Brazil in 2017



¹The player's first nationality as declared in ITMS

frequently (the global average is 65.5%), tending to be more the subject of loans and permanent transfers instead.

Argentiniens

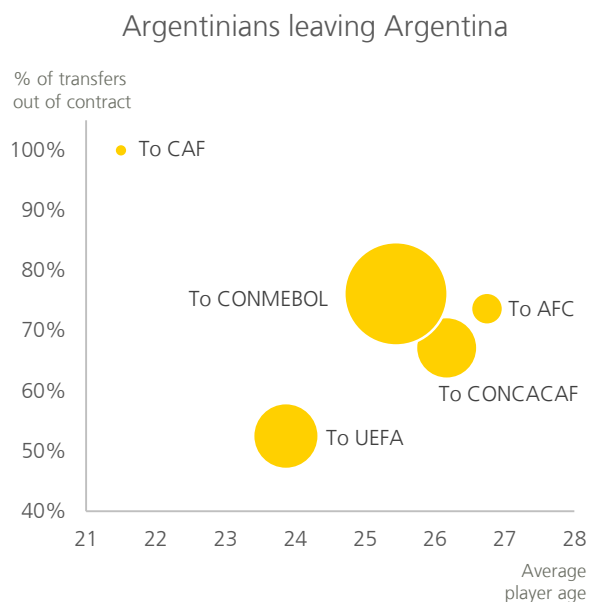
Players holding an Argentinian passport were the second most transferred nationality in 2017. They were involved in 853 transfers generating spending for a grand total of USD 303.0 million.

Of these transfers, 225 were out of Argentina, 368 into Argentina, and 260 between clubs of other member associations.

In total, clubs from 64 of the 211 FIFA member associations engaged at least one player of Argentinian nationality. The associations with the most incoming transfers involving Argentinians - aside from Argentina - were Chile (67 incoming transfers), Mexico (67), Ecuador (37) and Spain (37).

Figure 35 helps identify some of the transfer patterns of players from Argentina in 2017, and

Fig. 35: Transfers of Argentinian players out of Argentina in 2017



sheds light on a few similarities and differences with those of players from Brazil. Like Brazilians, Argentinians who left their country of origin for European clubs tended to be younger than their compatriots who transferred to other confederations. Also, a relatively lower

percentage of those transfers to Europe was out of contract. Another similarity is that players who moved to Asian clubs were on average older. However, unlike Brazilians, relatively few Argentinians moved to the AFC (5.2%), with most of them opting to remain within CONMEBOL (53.5%).

Colombians

Colombian players rank fourth by involvement in international transfers in 2017. They were the subject of 565 transfers (+20.5% vs. 2016), generating spending for a total USD 309.5 million.

Of these transfers, 289 were out of Colombia, 124 into Colombia, and 152 between clubs of other associations.

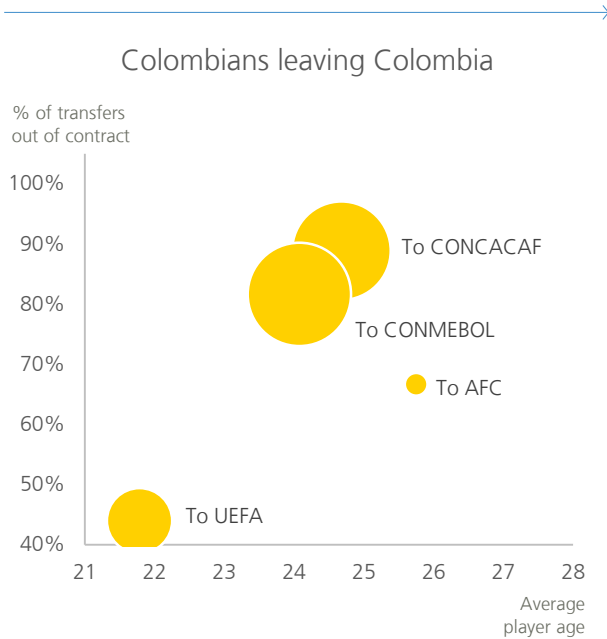
Clubs from 55 of the 211 FIFA member associations engaged at least one Colombian player in 2017. The most common destinations - excluding Colombia - were Venezuela (74 incoming transfers), Panama (37) and Brazil (30).

As shown in figure 36, transfer patterns of Colombian players leaving Colombia are perhaps more similar to those of Argentinians. For instance, most Colombian players leaving their home country in 2017 remained within CONMEBOL (43.3%). Perhaps the main difference, however, is that CONCACAF

(37.4%) was almost as common a destination, meaning only a small proportion of outgoing transfers involving Colombian players were overseas.

The data demonstrates that players from Brazil, Argentina and Colombia have an undeniably strong presence in the international transfer market. What emerges from this brief analysis is that while their transfer patterns share many common traits - for example, those who leave their home country to transfer to European clubs tend to be younger and those who transfer to Asian clubs tend to be older - there also are some key differences, especially when it comes to their destinations.

Fig. 36: Transfers of Colombian players out of Colombia in 2017



FIGURES - PLAYER AGE

Fig. 37: Number of international transfers in 2017 by player age

Number of transfers	
Player age	Transfers
<18 years old*	209
18-23 years old	6,338
24-29 years old	6,739
30-35 years old	2,211
≥35 years old	127

Fig. 39: Percentage of international transfers with fees in 2017 by player age

Percentage of transfers with fees	
Player age	%
<18 years old*	59.8%
18-23 years old	19.3%
24-29 years old	14.3%
30-35 years old	7.0%
≥35 years old	3.1%

Fig. 38: Type of international transfers in 2017 by player age

Type of transfer				
Player age	Out of contract	Permanent	Loans	Returns from loan
<18 years old*	145	54	9	1
18-23 years old	3,331	1,045	1,220	742
24-29 years old	4,749	789	703	498
30-35 years old	1,885	142	107	77
≥35 years old	121	2	3	1

Fig. 40: Spending on transfer fees in 2017 by player age

Spending on transfer fees	
Player age	USD million
<18 years old*	94.8
18-23 years old	2,993.1
24-29 years old	2,932.7
30-35 years old	343.8
≥35 years old	1.5

Fig. 41: New contract duration in 2017 by player age

New contract duration	
Player age	Average duration
<18 years old*	27 months
18-23 years old	25 months
24-29 years old	18 months
30-35 years old	14 months
≥35 years old	10 months

*Transfers only occur after approval of the respective minor application by a single judge of the FIFA Players' Status Sub-committee

FIGURES - PLAYER NATIONALITY AND INTERMEDIARIES

Fig. 42: Top 15 most internationally transferred nationalities in 2017 and percentage change from 2016

Top 15 nationalities by number	
Nationality	Transfers
Brazilian	1,755 (+6.6%)
Argentinian	853 (-7.4%)
British	695 (+3.6%)
Colombian	565 (+20.5%)
French	555 (+4.1%)
Spanish	454 (+0.9%)
Nigerian	431 (+3.4%)
Uruguayan	408 (-1.9%)
Serbian	389 (+1.0%)
Ghanaian	375 (+35.4%)
Dutch	327 (+39.1%)
Croatian	323 (+5.2%)
Portuguese	294 (+10.9%)
Ukrainian	294 (+8.5%)
German	238 (+17.9%)

Fig. 43: Top 15 nationalities by value in 2017 and percentage change from 2016

Top 15 nationalities by value	
Nationality	Spending (USD million)
Brazilian	1,055.0 (+77.1%)
French	903.4 (+73.2%)
Portuguese	465.2 (+65.6%)
Spanish	354.7 (+10.5%)
Dutch	319.8 (+143.5%)
Colombian	309.5 (+58.9%)
Argentinian	303.0 (-5.1%)
Italian	174.9 (+32.6%)
Belgian	154.6 (+8.7%)
German	138.7 (-31.5%)
Swedish	123.7 (+267.1%)
British	118.7 (+36.7%)
Nigerian	105.6 (+6.4%)
Swiss	86.9 (-33.6%)
Danish	85.7 (+27.2%)

Fig. 44: International transfers involving intermediaries representing the player

Player intermediaries		
Worldwide by year		
	Transfers	As % of transfers
2013	1,819	14.3%
2014	2,050	15.6%
2015	1,917	14.1%
2016	2,250	15.4%
2017	2,263	14.5%
Top 5 player nationalities in 2017		
	Transfers	As % of transfers
Danish	54	46.6%
Norwegian	41	39.4%
Dutch	126	38.5%
Czech	34	35.8%
USA	61	35.3%

MINORS

GRASSROOTS

GRASSROOTS



MOVEMENT OF UNDERAGE PLAYERS

Introduction

Article 1 of Annexe 2 of the FIFA Regulations on the Status and Transfer of Players (RSTP) requires that the International Transfer Matching System (ITMS) must also be used in the context of so-called minor applications. The term ‘minor’ indicates a player - female or male - who has not yet reached the age of 18, while ‘application’ refers to the submission of a request through ITMS by the engaging member association for one of two instances:

1. **International transfer:** a minor of any nationality who has previously been registered with a club at one association is registered with a club at a new association.
 2. **First registration:** a minor who has never previously been registered with a club and is not a national of the country in which he/she wishes to be registered for the first time.
- As a general rule, international transfers and first registrations of foreign players are only permitted if the player is over the age of 18. However, there are exceptions to this rule.

The first three exceptions and the so-called 5-year-rule are outlined in the FIFA RSTP¹, and can be summarised as follows:

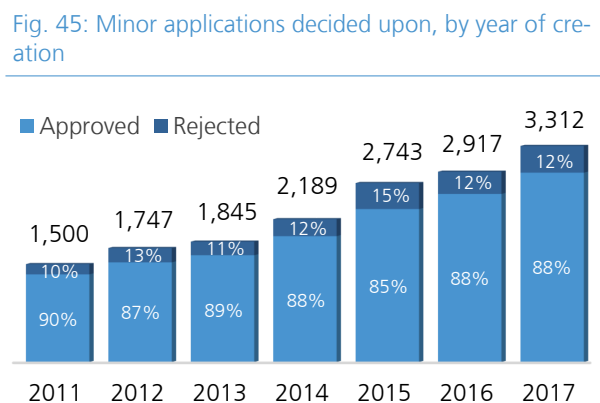
- a) the parents of the player moved to the new country for reasons not linked to football;
- b) the player is aged between 16 and 18 and is moving within the territory of the EU/EEA;
- c) both the player’s domicile and the new club are within 50km of their common borders and the distance between the two is under 100km;
- d) the player has lived continuously for at least the last five years in the country of intended first registration prior to the request.

With high reservation and under very specific circumstances only, two additional exceptions are recognised by FIFA² for certain groups of minor players based on jurisprudence, and can be summarised as follows:

- e) the player moving due to humanitarian reasons without his/her parents could not be expected to return to his/her country of origin (“unaccompanied refugee player”);
- f) the player's education was clearly the primary reason for the move without his/her parents and the duration did not exceed one year (“exchange student player”).

Number of minor applications

Of all minor applications created in 2017, 3,312 have been decided upon to date, meaning they were either approved or rejected by a single judge of the FIFA Players’ Status Sub-Committee. It is important to note that this number is subject to change, based on the daily decisions of the Sub-Committee which reviews each application individually, and taking into account that certain cases may require more



¹See FIFA RSTP, art. 19, par. 2, 3 and 4 and FIFA Circular letter # 1542

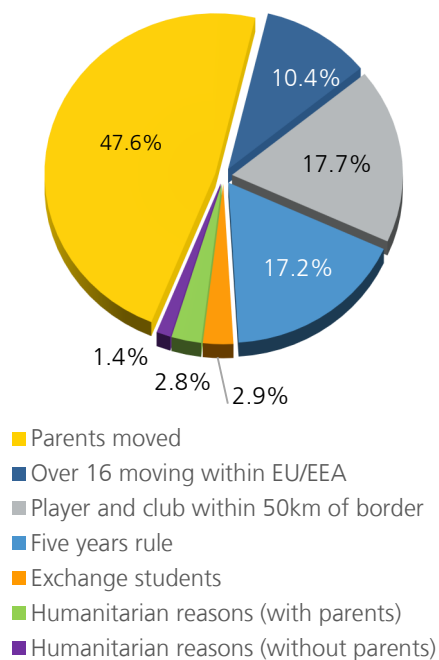
²See FIFA Minor player application guide (www.fifa.com/governance/dispute-resolution-system/)

time than others. Therefore, some applications that are submitted in a given year may be approved or rejected in the following year.

Reasons

Of the 3,312 applications created in 2017 and decided upon, 52.1% were for international

Fig. 46: Minor applications submitted in 2017 and decided upon, by reason

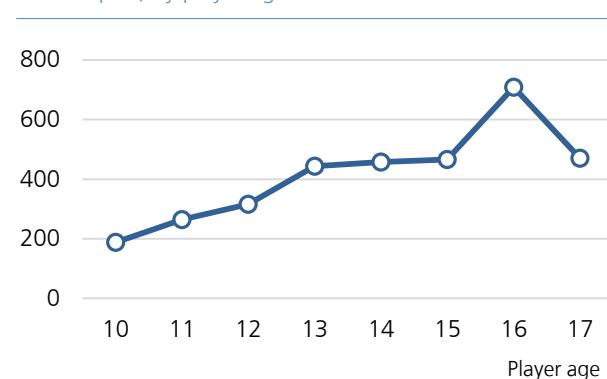


transfers and 47.9% for first registrations. Figure 46 breaks them down according to the reason selected by the engaging member association in its minor application in ITMS. In total, there are seven possible reasons: five correspond to points b) c) d) e) and f) in the previous page, and two differentiate whether or not the move described in exception a) was for humanitarian reasons.

Player age

As players get closer to the age of 18, there are more minor applications. The peak is for 16-year old players, which may be linked to two factors. Firstly, once a player turns 16, the exception in article 19, par. 2b of the FIFA RSTP can be applied, allowing minor players to move within the EU/EEA subject to certain conditions. Secondly, 16 is often the age when players can sign their first professional contract. Indeed, over a quarter of the applications for 16-year-olds are for players who transfer to play as professionals, a much higher rate than at any other age.

Fig. 47: Minor applications submitted in 2017 and decided upon, by player age



Player sex

217 of the 3,288 minor applications (6.6%) concerned the movement of female players.

Player status

The overwhelming majority of minor applications concerned minors moving to play as amateurs (92.5%), while in only 7.5% of applications the minor was transferring as a professional³.

³Due to the high numbers of first registrations and international transfers of minors at amateur level, the Players' Status Committee may grant member associations the possibility of a «limited exemption» from the obligation to request authorisation via ITMS. By reducing the number of minor applications, the limited exemption facilitates the participation of minors in amateur football while maintaining transparency (cf. FIFA Circular letter #1209)

FIGURES - INSTRUCTING ASSOCIATIONS AND PLAYER NATIONALITY

Fig. 48: Top 15 member associations by number of minor applications submitted in 2017 and decided upon

Top 15 instructing associations		
Association	Minor applications	% approved
USA	515	97.3%
England	226	86.7%
Portugal	225	88.0%
Hungary	217	84.8%
Italy	196	52.0%
Luxembourg	170	94.7%
Germany	146	95.2%
Netherlands	137	88.3%
Slovenia	118	91.5%
Spain	111	87.4%
Cyprus	103	95.1%
Qatar	87	100%
Belgium	70	88.6%
Wales	70	92.9%
United Arab Em.	61	96.7%

Fig. 49: Top 15 player nationalities by number of minor applications submitted in 2017 and decided upon

Top 15 nationalities		
Nationality	Minor applications	% approved
British	235	91.1%
French	126	92.1%
Portuguese	125	90.4%
Ukranian	115	84.3%
USA	113	88.5%
Brazilian	106	91.5%
German	106	92.5%
Dutch	103	97.1%
Spanish	102	90.2%
Italian	94	90.4%
Romanian	79	83.5%
Canadian	78	91.0%
Belgian	76	94.7%
Croatian	67	86.6%
Greek	67	94.0%

DISCLAIMER

General disclaimer

The information contained in this report is based on individual transaction data provided directly by football clubs in ITMS. FIFA assumes no responsibility for the accuracy, completeness and reliability of the information provided by the clubs.

With regards to technical references possibly included in the present report, please be advised that in the event of any contradiction between the contents of this report and the actual text of the relevant regulations, the latter shall always prevail. Equally, the contents of this report may not alter existing jurisprudence of the competent decision-making bodies and is without prejudice to any decision which the said bodies might be called upon to pass in the future.

Due to the nature of the TMS database, the presence of pending transfers, the potential cancellation of transfers, and data correction, numbers may differ from one report to another. In the event of any contradiction between the content of this report and other publications by FIFA and/or FIFA TMS, the most recent shall always prevail.

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Source of data

The source of all data and information (unless explicitly indicated differently) is:

FIFA
TMS Global Transfers & Compliance
Zollikerstrasse 226, 8008 Zurich, Switzerland

Methodological approach

Data provided in the report only concern international transfers of professional male football players within the scope of 11-a-side football.

Transfer data has been analysed for all completed transfers between 1 October 2010 and 31 December 2017. All data has been extracted from TMS on 29 January 2018.

All information on transfer fees and intermediary

commissions is automatically converted into US dollars on the basis of conversion rates as of the day of the transfer's first registration in ITMS.

"Spending/receipts by association" refers to spending or receipts on transfer fees by clubs belonging to a specific association.

Numbers in the report are rounded.

Transfers are allocated to a certain calendar year according to the date when they reach the status of "ITC request" in ITMS, irrespective of the date of their first entry.

Data protection

The data contained in TMS and in this review is covered by Swiss data protection law. Those associations whose names appear in this report have expressly authorised FIFA to disclose information concerning their transfers for reporting purposes.

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