

GLOBAL TRANSFER MARKET REPORT 2017



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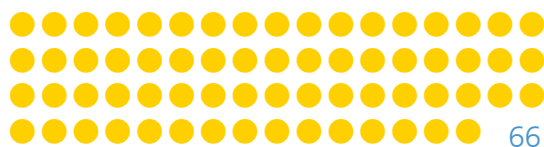
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Click on a title to go to the relevant section.

IF THERE WERE ONLY 100...

... TRANSFERS

Out of contract



On loan

Permanent¹

Return from loan



... PLAYERS TRANSFERRED

< 18 years old



18-21 years old



22-25 years old



26-29 years old



30-33 years old

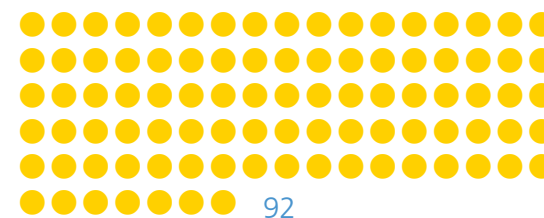


>33 years old



... MINOR APPLICATIONS

Males



Females



¹An international permanent transfer with a transfer agreement between the two clubs

A high-angle photograph of a soccer goal on a green artificial turf field. The goal is on the left, with its white frame and net visible. The field has white boundary lines. The word "INTRODUCTION" is written in large, white, sans-serif capital letters across the center-right of the image. There are thin white horizontal lines at the top and bottom of the frame.

INTRODUCTION

2016 IN THE INTERNATIONAL TRANSFER MATCHING SYSTEM

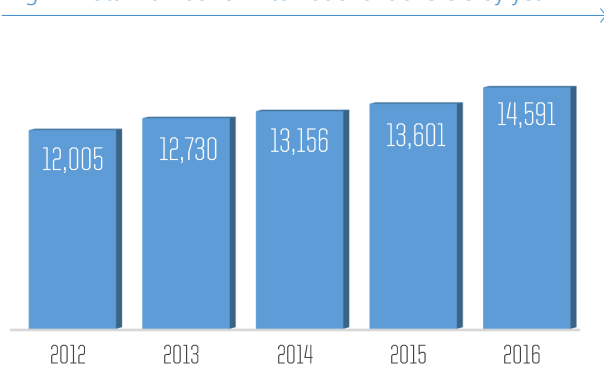
A review of this year's international transfer market activity

Transfers

Since the International Transfer Matching System (ITMS) became mandatory in October 2010, clubs from all over the world have completed 78'323 international¹ transfers of professional players.

The number of transfers completed each year has been increasing steadily, and **a new record was set in 2016 with 14'591 international transfers**, 7.3% more than in 2015.

Fig. 1: Total number of international transfers by year



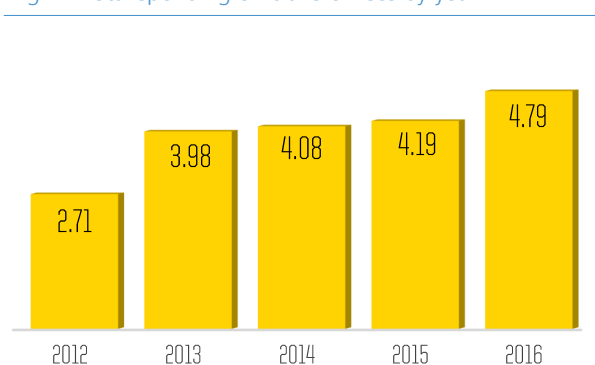
Spending

At USD 4.79 billion, spending on transfer fees has also reached a new high. The 14.3% increase from the previous year was the largest since 2013. Since October 2010, USD 22.67 billion was spent on transfer fees.

Of the total USD 4.79 billion, 85.1% was paid as fixed transfer fees, 13.3% as conditional fees, 1.3% as solidarity contribution and 0.3% as training compensation.

Despite these numbers, 85.6% of all transfers in 2016 did not involve a transfer fee, and only 1.5% involved a fee above USD 5 million.

Fig. 2: Total spending on transfer fees by year



Associations, clubs and players

As many as **4'379 clubs and 178 of the 211 FIFA member associations were involved in international transfers** throughout the year.

In total, 12'464 players were transferred² and represented 173 different nationalities.

Fig. 3: Number of associations and clubs involved in international transfers by year

	Associations involved	Clubs involved
2012	166	3'823
2013	169	4'046
2014	175	4'160
2015	178	4'201
2016	178	4'379

¹Between clubs of two different associations

²As one player may be transferred more than once, the total number of transfers is greater than the number of players transferred

Types of transfers

Once again, the most common transfer type was that of players out of contract, accounting for 66.2% of all international transfers in 2016. The remaining transfers were either loans (13.7%), permanent³ transfers (11.8%) or transfers of players returning from a loan (8.4%).

Timing of transfers

As shown in figure 5, transfers occur throughout the year. Most transfers are completed in January, February, July and August, as these months correspond to when the majority of countries have their registration periods open.

Fig. 4: International transfers by type in 2016

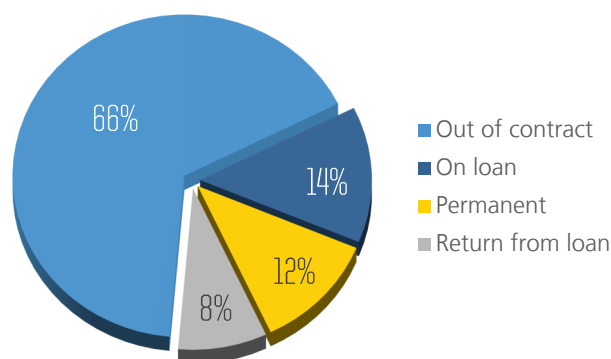
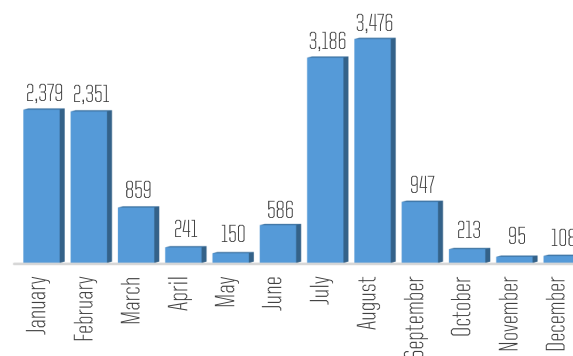
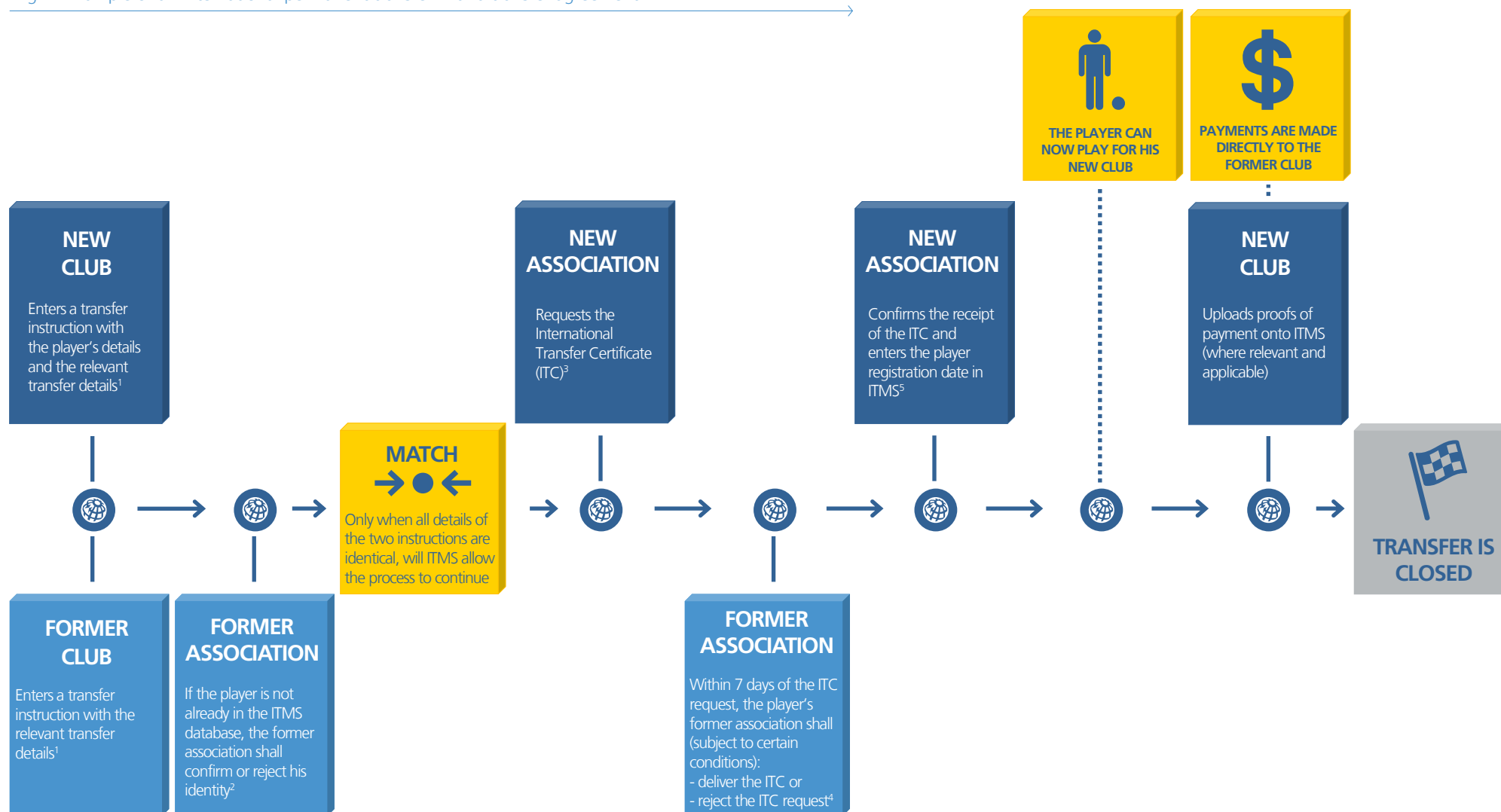


Fig. 5: International transfers by month in 2016



³An international permanent transfer with a transfer agreement between the two clubs

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

**Disclaimer:**

Please note that 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 accordance with the FIFA Regulations on the Status and Transfer of Players (RSTP)

¹ See FIFA RSTP Annexe 3, Article 4, § 2 and Annexe 3, Article 8.2, § 1

² See FIFA RSTP Annexe 3, Article 5.2, § 1

³ See FIFA RSTP Annexe 3, Article 5.2, § 2; Annexe 3, Article 8.1, § 3 and Annexe 3, Article 8.2, § 2

⁴ See FIFA RSTP Annexe 3, Article 8.2, § 3, 4 and 7

⁵ See FIFA RSTP Annexe 3, Article 8.2, § 5



1

GEOGRAPHICAL DISTRIBUTION

OLD AND NEW HABITS IN THE ERA OF GLOBALISATION

Football has become more global than ever before, but relationships between certain countries remain strong

In 2016, the total number of international transfers reached 14'591. This is the first time above the 14'000 mark and almost a thousand transfers more than the previous year (13'601).

CONMEBOL had the largest increase in transfers from the previous year, with incoming transfers up 16.1% and outgoing transfers up 12.4% from 2015. This is mostly due to a 19.7% increase in transfers within the confederation itself, particularly of players going from Canada to the USA (53 transfers, vs. 36 in 2015) and from the USA to Mexico (52, vs. 27 in 2015).

Certain regions are far more active than others. For example, at the two extremes, clubs from UEFA accounted for over half of the total transfers, having completed 8'346 incoming transfers, while clubs from OFC only engaged 8 players.

Still, transfers occurred in every corner of the globe: in big and small countries; in countries where football is the most popular sport, and in countries with only a handful of professional clubs.

Fig. 7: Number of transfers by confederation in 2016 and percentage change from 2015

		Engaging					
		AFC	CAF	CONCACAF	CONMEBOL	OFC	UEFA
Releasing	AFC	705 (+5.7%)	120 (+31.9%)	37 (+5.7%)	221 (-3.9%)	7 (75.0%)	471 (+18.0%)
	CAF	242 (-16.8%)	665 (+2.3%)	18 (+12.5%)	14 (+55.6%)	0 (0.0%)	416 (+31.6%)
	CONCACAF	24 (-22.6%)	2 (-66.7%)	483 (+22.0%)	284 (+36.5%)	0 (0.0%)	185 (-2.1%)
	CONMEBOL	280 (+4.9%)	11 (-8.3%)	458 (+1.3%)	1'114 (+19.7%)	0 (0.0%)	685 (+13.2%)
	OFC	7 (+133.3%)	0 (-100.0%)	4 (-33.3%)	1 (0.0%)	0 (0.0%)	5 (-28.6%)
	UEFA	572 (+19.4%)	158 (-17.3%)	263 (+3.5%)	554 (+9.5%)	1 (0.0%)	6'584 (+3.8%)

The expansion of the transfer market is one of the most interesting aspects of its evolution. Every year, about a third of all transfers (5'040 in 2016) occur between clubs of different confederations. **In 2016, there were 879 transfers between countries that had never before done a single transfer together**, at least not since the introduction of ITMS in 2010. In 2011, there were a total of 3'231 different transfer streams¹; in 2016, this number has grown to 3'770, a clear sign of globalisation in the football transfer market.

¹The movement of players from one country to another

Most transfer activity tends to proceed along familiar lines, however, and the number of transfers through pre-existing transfer streams continues to increase with each passing year. In 2016, established transfer streams (i.e. transfer streams through which at least one transfer was completed every year since 2011) accounted for 9'532 transfers. These same streams generated 9'091 transfers in 2015 and 8'033 in 2011.

Transfer streams may exist for a variety of reasons. Often, countries involved in transfer streams share a border or a common language. This can make it easier for a player to adapt and for clubs to conduct business with each other.

In other cases, one or both are top footballing countries, such as the Big 5 (England, France, Germany, Italy, and Spain). The Big 5's presence in transfer streams is frequent and significant because of their heavy activity on the market, and the attractiveness of their clubs.

And then there are streams that involve countries that are historically known for

exporting talented football players. For instance, in 2016 alone, Brazilian clubs released players to 118 different associations.

FIGURES - TRANSFER ACTIVITY

Fig. 8: Top 15 associations by incoming transfers in 2016 and percentage change from 2015

Top 15 engaging associations	
Association	Incoming transfers
Brazil	678 (+8.1%)
England	659 (+1.5%)
Portugal	557 (+17.8%)
Spain	468 (+17.0%)
Argentina	451 (+72.8%)
Germany	407 (-2.4%)
Italy	388 (+12.1%)
USA	358 (+14.4%)
Turkey	300 (+14.5%)
Mexico	292 (+17.7%)
France	287 (-5.6%)
Belgium	284 (-1.4%)
Cyprus	273 (+14.7%)
Sweden	218 (-19.6%)
Scotland	217 (+7.4%)

Fig. 9: Top 15 associations by outgoing transfers in 2016 and percentage change from 2015

Top 15 releasing associations	
Association	Outgoing transfers
Brazil	806 (+3.6%)
England	732 (+6.6%)
Spain	536 (+13.8%)
Argentina	512 (+29.6%)
Portugal	479 (+7.2%)
France	410 (-6.2%)
Italy	387 (-7.0%)
Germany	372 (+11.0%)
Colombia	321 (+9.2%)
USA	302 (+15.7%)
Belgium	300 (+12.8%)
Greece	269 (+12.1%)
Uruguay	264 (+6.9%)
Russia	231 (-2.1%)
Romania	224 (+0.9%)

Fig. 10: Top 15 transfer streams by transfers in 2016 and percentage change from 2015

Top 15 transfer streams		
From	To	Transfers
Brazil	Portugal	168 (+15.1%)
England	Scotland	144 (+11.6%)
England	Wales	123 (-11.5%)
Wales	England	106 (-18.5%)
Portugal	Brazil	103 (0.0%)
Scotland	England	89 (+15.6%)
Uruguay	Argentina	75 (+177.8%)
Chile	Argentina	64 (+52.4%)
Argentina	Chile	63 (+23.5%)
England	Spain	55 (+41.0%)
Canada	USA	53 (+47.2%)
Greece	Cyprus	53 (+65.6%)
Spain	England	52 (-3.7%)
USA	Mexico	52 (+92.6%)
Italy	Spain	50 (+13.6%)

FIGURES - INCOMING TRANSFER ACTIVITY

Fig. 11: Top 5 associations of each confederation by incoming transfers in 2016

AFC	
Association	Incoming transfers
China PR	159 (+26.2%)
Japan	127 (+7.6%)
India	119 (+0.8%)
Oman	113 (-11.0%)
United Arab Emirates	105 (+43.8%)
Others	1,207
Total	1'830 (+5.3%)

CAF	
Association	Incoming transfers
Morocco	76 (-29.0%)
Tunisia	73 (-13.1%)
South Africa	66 (+24.5%)
Nigeria	63 (+186.4%)
Egypt	54 (+1.9%)
Others	624
Total	956 (+0.3%)

CONCACAF	
Association	Incoming transfers
USA	358 (+14.4%)
Mexico	292 (+17.7%)
Guatemala	100 (+8.7%)
El Salvador	90 (+3.4%)
Panama	77 (-6.1%)
Others	346
Total	1'263 (+9.0%)

CONMEBOL	
Association	Incoming transfers
Brazil	678 (+8.1%)
Argentina	451 (+72.8%)
Uruguay	213 (-3.6%)
Colombia	164 (+7.9%)
Chile	133 (+0.8%)
Others	549
Total	2'188 (+16.1%)

OFC	
Association	Incoming transfers
New Zealand	8 (+60.0%)
Total	8 (+60.0%)

UEFA	
Association	Incoming transfers
England	659 (+1.5%)
Portugal	557 (+17.8%)
Spain	468 (+17.0%)
Germany	407 (-2.4%)
Italy	388 (+12.1%)
Others	5,867
Total	8'346 (+6.2%)

FIGURES - OUTGOING TRANSFER ACTIVITY

Fig. 12: Top 5 associations of each confederation by outgoing transfers in 2016

AFC	
Association	Outgoing transfers
China PR	153 (+37.8%)
Japan	131 (-5.8%)
Korea Republic	127 (+6.7%)
Thailand	112 (+13.1%)
Australia	94 (+27.0%)
Others	944
Total	1'561 (+9.5%)

CAF	
Association	Outgoing transfers
Nigeria	175 (+31.6%)
Ghana	141 (+11.0%)
Ivory Coast	84 (+13.5%)
Cameroon	76 (+8.6%)
South Africa	75 (-9.6%)
Others	804
Total	1'355 (+5.7%)

CONCACAF	
Association	Outgoing transfers
USA	302 (+15.7%)
Mexico	198 (+25.3%)
Canada	86 (+8.9%)
Honduras	68 (+44.7%)
Guatemala	67 (+9.8%)
Others	257
Total	978 (+17.8%)

CONMEBOL	
Association	Outgoing transfers
Brazil	806 (+3.6%)
Argentina	512 (+29.6%)
Colombia	321 (+9.2%)
Uruguay	264 (+6.9%)
Chile	172 (+33.3%)
Others	473
Total	2'548 (+12.4%)

OFC	
Association	Outgoing transfers
New Zealand	17 (-10.5%)
Total	17 (-15.0%)

UEFA	
Association	Outgoing transfers
England	732 (+6.6%)
Spain	536 (+13.8%)
Portugal	479 (+7.2%)
France	410 (-6.2%)
Italy	387 (-7.0%)
Others	5'588
Total	8'132 (+4.6%)

02

TRANSFER FEES AND INTERMEDIARY COMMISSIONS



THE PATHS OF CHINA, MEXICO AND ARGENTINA

A closer look at the evolution of spending in three growing markets

In 2016, 14.4% of transfers involved a transfer fee. These 2'105 transfers generated a total spending of USD 4.79 billion, 14.3% more than in 2015.

Just like in previous years, clubs from UEFA dominated the market, accounting for 82.1%

of all spending on transfer fees during the year, with USD 3.93 billion spent. Clubs from the AFC followed with USD 553.0 million spent, CONMEBOL clubs spent USD 182.6 million, CONCACAF clubs spent USD 111.8 million and CAF clubs spent USD 9.8 million. Clubs from the OFC did not complete any transfers that involved a fee.

There are thirteen associations¹ where spending

has increased in at least four of the last five years. Expectedly, the vast majority of these associations belong to UEFA. In an effort to provide a more global view on the transfer market, this section will focus on China, Argentina and Mexico.

China PR

As a result of significant transfers of players moving from Europe to the Chinese Super League, spending by Chinese clubs was the talk of the football world in 2016. In 2015, China's spending on international transfers amounted to USD 168.3 million, 10.3% more than all the other clubs in the AFC combined. In 2016, their spending skyrocketed to USD 451.3 million, 344.4% more than the rest of the AFC. **China went from ranking 20th worldwide in terms of spending in 2013 (USD 27.8 million) to ranking 5th in 2016.**

The rapid nature of this growth is unprecedented. One of the key objectives fuelling China's transfer drive is to raise the

Fig. 13: Spending on transfer fees by confederation in 2016 and percentage change from 2015

In USD million		Engaging					
		AFC	CAF	CONCACAF	CONMEBOL	OFC	UEFA
Releasing	AFC	37.5 (-39.1%)	0.1 (-88.8%)	0 (-100.0%)	9.3 (+183.8%)	0 (0.0%)	41.3 (+38.9%)
	CAF	20.7 (+166.6%)	7.6 (-21.7%)	0.6 (-47.1%)	0 (0.0%)	0 (0.0%)	39.7 (89.1%)
	CONCACAF	3.9 (+2'802.3%)	0 (0.0%)	10.2 (+74.0%)	21.5 (+46.4%)	0 (0.0%)	17 (-36.4%)
	CONMEBOL	80.9 (-9.1%)	0 (-95.6%)	59.0 (-21.3%)	101.4 (+136.1%)	0 (0.0%)	385.3 (+51.6%)
	OFC	0 (-100.0%)	0 (-100.0%)	0 (0.0%)	0 (0.0%)	0 (0.0%)	0 (-100.0%)
	UEFA	410.0 (+151.7%)	2.1 (-61.8%)	41.9 (+14.1%)	50.4 (+31.8%)	0 (0.0%)	3'450.8 (+4.5%)

¹ Argentina, Austria, Belgium, China PR, England, Finland, Germany, Hungary, Kazakhstan, Mexico, Switzerland, Thailand and USA

overall standard of football in the country so as to assist the national team in reaching the FIFA World Cup for only the second time in their history following their début in 2002.

Mexico

The growth of spending on international transfers by Mexican clubs has been less impressive, but swift and regular.

On the pitch, Mexican clubs have dominated CONCACAF football. All the eight editions of the CONCACAF Champions League since the

new format was introduced in the 2008/09 season were won by Mexican clubs, and 14 of the 16 finalists were from Mexico.

Off the pitch, these clubs have shown their financial strength in the transfer market. From USD 10.6 million in 2011, spending has grown to USD 77.8 million in 2016. During this period, Mexican clubs have always accounted for more than half of the confederation's total spending on transfer fees. And just like in China, the gap with other clubs in their confederation has increased. Last year, the spending by Mexican

clubs was more than double that of all other CONCACAF clubs combined.

Argentina

Clubs from Argentina have also been increasing their spending almost every year since 2011. With a +26.9% surge from the previous year, 2016 was no exception.

Argentinian clubs have been particularly active on the transfers market since 2015, the same year the Primera División was expanded to 30 teams.

Fig. 14: Spending on international transfers by clubs from China PR and AFC, by year

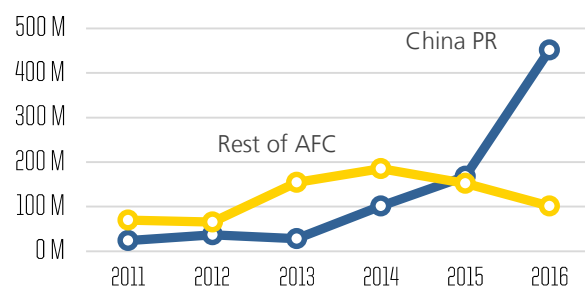


Fig. 15: Spending on international transfers by clubs from Mexico and CONCACAF, by year

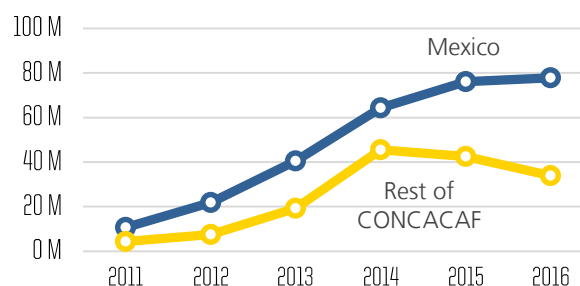
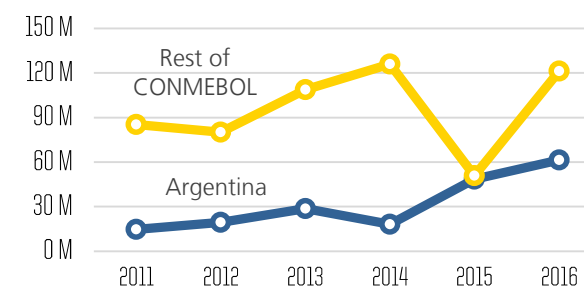


Fig. 16: Spending on international transfers by clubs from Argentina and CONMEBOL, by year



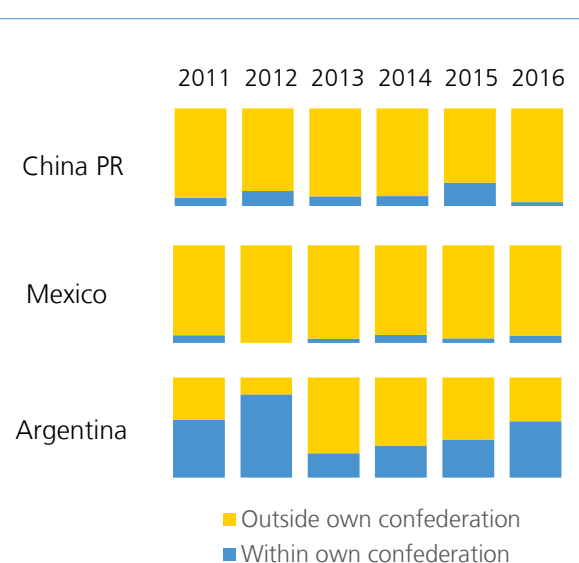
In contrast to China and Mexico, Argentina's spending does not represent such a massive share of the confederation's total expenditure. But as shown in figure 17, an aspect where Argentina strongly differs from the other two countries is the relationship with the clubs and associations of their respective confederations.

In 2016, only 43.5% of spending by Argentinian clubs was to engage players from clubs outside CONMEBOL. In contrast, nearly all transfer fees paid by clubs in China and Mexico went to clubs of other confederations (96.2% and 92.4% respectively in 2016).

In summary, Chinese clubs increased spending very quickly, investing almost exclusively on players coming from UEFA. Mexican clubs also invested predominantly on players from UEFA, but their spending levels have been increasing at a more regular pace, as have their results on the pitch. Finally, in Argentina, spending has also grown steadily, but unlike China and Mexico, a large part of money spent on

transfers was to clubs within CONMEBOL.

Fig. 17: Proportion of spending by China PR, Mexico and Argentina outside and within their respective confederations, by year



FIGURES - SPENDING AND RECEIPTS

Fig. 18: Top 15 associations by spending on incoming transfers in 2016 and change from 2015

Top 15 associations by spending	
Association	Spending (USD million)
England	1'372.8 (+8.7%)
Germany	576.4 (+55.9%)
Spain	508.7 (-15.6%)
Italy	508.5 (-5.5%)
China PR	451.3 (+168.2%)
France	207.7 (-34.5%)
Portugal	178.2 (+112.3%)
Russia	114.1 (+383.0%)
Belgium	99.6 (+62.4%)
Brazil	85.3 (+140.2%)
Mexico	77.9 (+2.3%)
Turkey	66.0 (-30.5%)
Argentina	61.4 (+26.9%)
Wales	59.4 (+60.4%)
Greece	59.0 (+93.6%)

Fig. 19: Top 15 associations by receipts from outgoing transfers in 2016 and change from 2015

Top 15 associations by receipts	
Association	Receipts (USD million)
Spain	554.5 (+49.5%)
Italy	486.2 (+44.6%)
France	453.8 (-0.3%)
Portugal	419.1 (-3.9%)
Germany	358.7 (-0.4%)
England	312.8 (-40.9%)
Brazil	263.6 (+28.8%)
Russia	184.6 (+131.1%)
Argentina	151.9 (+27.1%)
Netherlands	139.3 (-8.7%)
Belgium	112.4 (-14.7%)
Ukraine	112.1 (+4.2%)
Switzerland	98.5 (+110.1%)
Wales	87.6 (+53.1%)
Turkey	86.8 (-32.7%)

Fig. 20: Top 15 transfer streams by value in 2016 and change from 2015

Top 15 transfer streams by value		
Releasing association	Engaging association	Spending (USD million)
Germany	England	238.7 (-6.2%)
France	England	227.8 (-12.4%)
Spain	England	223.2 (+19.1%)
Italy	England	210.3 (+52.6%)
Italy	Spain	139.6 (+108.7%)
Portugal	Germany	117.3 (+51'766.2%)
England	Italy	102.4 (+21.7%)
France	Germany	93.1 (+1'539.7%)
Brazil	Italy	80.3 (+965.5%)
Portugal	England	79.1 (+120.2%)
France	Spain	78.7 (+23.4%)
Wales	England	71.7 (+43.5%)
Austria	Germany	66.9 (+86.9%)
Russia	China PR	65.5 (+1'906.3%)
Portugal	Italy	60.5 (+19.1%)

FIGURES - SPENDING AND RECEIPTS

Fig. 21: Top 15 associations by net spending in 2016

Top 15 associations by net spending ²	
Association	Net spending ² (USD million)
England	1'060.0
China PR	440.9
Germany	217.7
Mexico	52.0
Italy	22.2
Saudi Arabia	16.1
Greece	11.9
United Arab Emirates	10.8
USA	9.1
Canada	6.5
Qatar	6.3
Japan	5.9
Kazakhstan	2.7
Malaysia	2.6
Azerbaijan	0.5

Fig. 22: Top 15 associations by net receipts in 2016

Top 15 associations by net receipts ³	
Association	Net receipts ³ (USD million)
France	246.2
Portugal	240.8
Brazil	178.3
Ukraine	111.5
Netherlands	105.7
Argentina	90.5
Switzerland	73.0
Russia	70.4
Croatia	68.0
Colombia	64.6
Uruguay	56.4
Austria	50.9
Spain	45.8
Denmark	38.1
Sweden	34.2

Fig. 23: Spending by type of transfer fee in 2016 and percentage change from 2015

Spending by type of fee (USD million)	
Fixed fees	4'078.5 (+20.0%)
Conditional fees	636.5 (-11.3%)
Solidarity contribution	60.9 (+15.6%)
Training compensation	15.4 (-25.9%)
Total transfer fees	4'791.2 (+14.3%)

²Spending > receipts³Receipts > spending

FIGURES - SPENDING

Fig. 24: Top 5 associations of each confederation by spending on transfer fees in 2016

AFC	
Association	Spending (USD mill.)
China PR	451.3 (+168.2%)
United Arab Emirates	29.8 (-66.9%)
Japan	24.4 (+195.1%)
Saudi Arabia	20.9 (-15.9%)
Qatar	17.9 (-18.5%)
Others	8.6
Total	553.0 (+71.9%)

CAF	
Association	Spending (USD mill.)
Egypt	4.5 (-22.7%)
Tunisia	2.1 (-61.3%)
South Africa	1.2 (+42.9%)
Morocco	0.9 (-30.3%)
Tanzania	0.4 (+794.4%)
Others	0.7
Total	9.8 (-41.1%)

CONCACAF	
Association	Spending (USD mill.)
Mexico	77.9 (+2.3%)
USA	25.2 (-1.5%)
Canada	8.5 (-49.5%)
Costa Rica	0.1 (+1'594.0%)
Total	111.8 (-5.8%)

CONMEBOL	
Association	Spending (USD mill.)
Brazil	85.3 (+140.2%)
Argentina	61.4 (+26.9%)
Uruguay	21.9 (+1'224.2%)
Chile	7.0 (+289.4%)
Colombia	2.8 (-65.3%)
Others	4.2
Total	182.6 (+84.2%)

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

UEFA	
Association	Spending (USD mill.)
England	1'372.8 (+8.7%)
Germany	576.4 (+55.9%)
Spain	508.7 (-15.6%)
Italy	508.5 (-5.5%)
France	207.7 (-34.5%)
Others	760.1
Total	3'934.1 (+8.2%)

FIGURES - RECEIPTS

Fig. 25: Top 5 associations of each confederation by receipts from transfer fees in 2016

AFC	
Association	Receipts (USD mill.)
United Arab Emirates	19.0 (-15.7%)
Japan	18.5 (22.0%)
Korea Republic	14.8 (+6.3%)
Qatar	11.6 (+32.4%)
China PR	10.5 (-37.7%)
Others	13.8
Total	88.2 (-7.8%)

CAF	
Association	Receipts (USD mill.)
Egypt	21.3 (+422.6%)
Tunisia	12.3 (+187.1%)
Nigeria	8.5 (+3.1%)
Ghana	4.8 (+49.9%)
Morocco	3.2 (-18.2%)
Others	18.5
Total	68.5 (+73.6%)

CONCACAF	
Association	Receipts (USD mill.)
Mexico	25.9 (+29.6%)
USA	16.1 (+114.4%)
Honduras	3.7 (+32.2%)
Costa Rica	2.4 (-42.4%)
Panama	2.1 (+902.6%)
Others	2.4
Total	52.6 (+11.1%)

CONMEBOL	
Association	Receipts (USD mill.)
Brazil	263.6 (+28.8%)
Argentina	151.9 (+27.1%)
Uruguay	78.3 (+29.8%)
Colombia	67.4 (+114.8%)
Paraguay	20.7 (+44.4%)
Others	44.8
Total	626.7 (+35.8%)

OFC	
Association	Receipts (USD mill.)
Total	0.0 (-100.0%)

UEFA	
Association	Receipts (USD mill.)
Spain	554.5 (+49.5%)
Italy	486.2 (+44.6%)
France	453.8 (-0.3%)
Portugal	419.1 (-3.9%)
Germany	358.7 (-0.4%)
Others	1'683.0
Total	3,955.3 (+11.5%)

FIGURES - CLUB INTERMEDIARIES

Fig. 26: 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	1'135	7.8%
Top 10 countries in 2016 ⁴		
	Transfers	As % of incoming transfers
Myanmar	15	44.1%
England	259	39.3%
Italy	143	36.9%
Japan	33	26.0%
Wales	37	24.7%
Germany	100	24.6%
Denmark	31	24.0%
France	32	18.1%
Austria	15	17.9%
Scotland	37	17.1%

Fig. 27: Transfers involving intermediaries representing the releasing club

Releasing club intermediaries		
Worldwide by year		
	Transfers	As % of outgoing transfers ⁵
2013	193	4.7%
2014	184	4.4%
2015	221	5.1%
2016	238	4.8%
Top 10 countries in 2016 ⁴		
	Transfers	As % of outgoing transfers ⁵
Serbia	9	18.4%
Italy	40	15.1%
Germany	20	13.4%
Croatia	9	12.7%
Sweden	7	11.1%
France	18	10.2%
Norway	7	8.8%
Portugal	18	7.6%
England	27	7.4%
Spain	16	6.8%

Fig. 28: Intermediary commissions paid by clubs in the context of international transfers

Club intermediary commissions	
Worldwide by year	
	Commissions (USD million)
2013	218.4
2014	237.6
2015	274.3
2016	369.0
Top 10 countries in 2016	
	Commissions (USD million)
England	122.0
Italy	109.0
Germany	32.0
Portugal	25.8
Spain	25.3
France	11.4
Belgium	4.8
Wales	4.7
Croatia	4.4
Brazil	4.0

⁴Minimum 5 transfers with intermediaries

⁵Excluding transfers out of contract, as there is no releasing club involved

03

PLAYER CHARACTERISTICS



PLAYER AGE AND ITS EFFECT ON TRANSFERS

How different aspects of transfers change depending on player's age

A total of 12'464 players were involved in the 14'591 international transfers completed worldwide in 2016¹. The youngest was 16 years, and the oldest was 45 years old.

In this section, we look at some aspects of international transfers and how they vary across the different stages of a player's career.

Number of transfers

The majority of transfers completed in 2016 (69.2% of the total) involved players aged between 20 and 28. Players aged 23, however, were involved in more transfers than any other age (1'310 transfers).

Fig. 29: Number of international transfers by player age in 2016

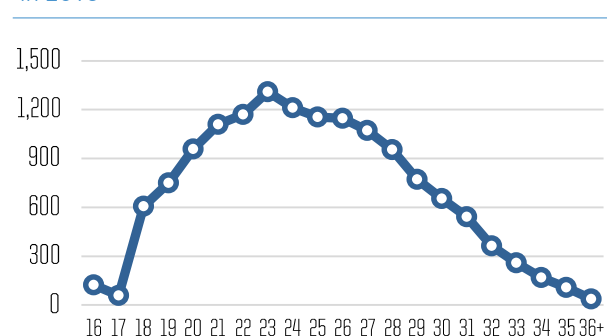
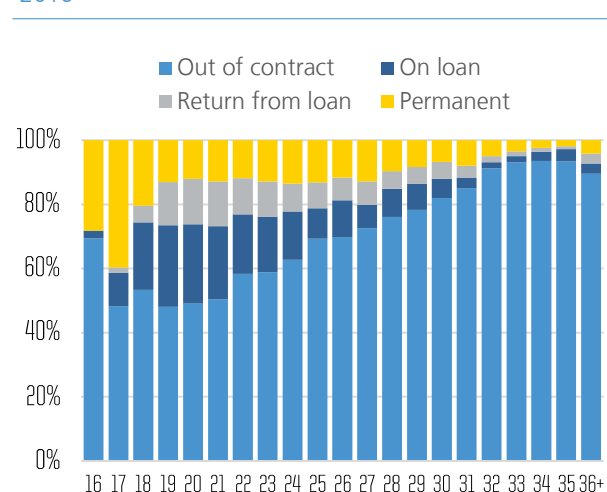


Fig. 30: Type of international transfers by player age in 2016



Transfer types

Irrespective of player age, however, transfers out of contract remain the most popular type of international transfer. They are even more common for older players: in 2016, 92.2% of the international transfers of players older than 32 were out of contract.

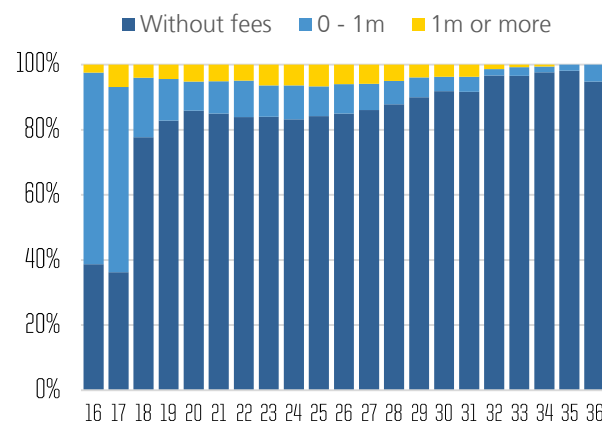
Conversely, permanent transfers² are more frequent when players are younger, particularly, when they are in their teens.

A similar pattern is observed with loans: transfers on loan are most common during the early years of a player's professional career - from 18 to 22 years old - and tend to become less frequent as players get older.

¹As one player may be transferred more than once, the total number of transfers is greater than the number of players transferred

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

Fig. 31: Value of transfer fees paid for international transfers by player age in 2016



Transfer fees

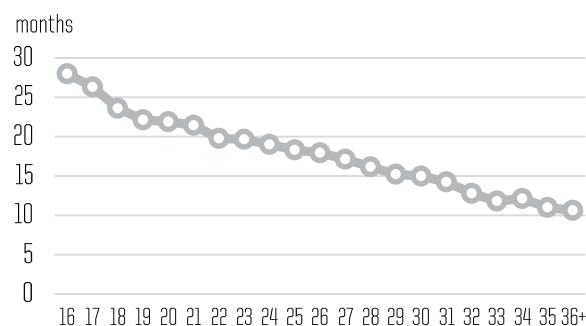
In 2016, 14.4% of all international transfers involved the payment of a transfer fee³. As shown in figure 31, this percentage is higher when players are transferred at a young age, and decreases as players get older.

62.1% transfers of players aged 17 years or younger involved the payment of a transfer fee: a significantly higher percentage than at any other age. This goes

hand in hand with the high share of permanent transfers among young players (as seen in figure 31), but is also related to the fact that at this stage of their career, many players sign their first professional contract, thus triggering the payment of Training Compensation⁴.

Among the 2'105 transfers with fees, only 34.5% were for an amount higher than USD 1 million.

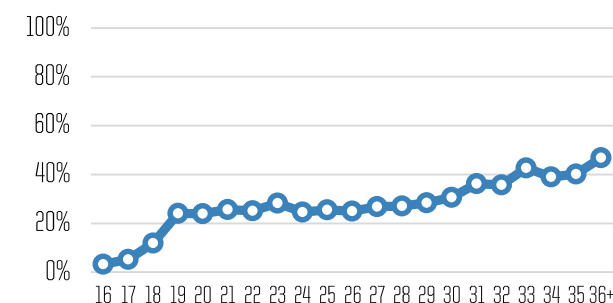
Fig. 32: Average duration of contracts signed in the context of international transfers in 2016, by player age



Contract duration

As one may expect, a player's contract duration is negatively correlated with age, meaning it tends to decrease as age increases. Looking at both ends of

Fig. 33: Percentage of transfers where player nationality is the same as that of the country of their new club⁵, by player age in 2016



the spectrum, players who were transferred internationally at the age of 16 signed contracts for an average of 28 months, while players who moved at the age of 36 or older signed contracts for an average of just 11 months.

Players returning to their country of origin

International transfers often bring players far from their country of origin, but as they get older, players tend to return home: in 2016, more than one of every three transfers involving players over the age of 30 was to a club of their country of origin.

³Total transfer fees = Fixed transfer fees + Conditional transfer fees + Solidarity contribution + Training compensation

⁴See FIFA RSTP, Article 20 ⁵Excluding British players moving between England, Scotland, Wales and Northern Ireland

FIGURES - TRANSFERS OF YOUNGEST PLAYERS

Fig. 34: Top 15 associations by average age of incoming players in 2016 (youngest)

Top 15 youngest engaging ³		
Association	Transfers	Average age
Mauritius	39	21y 8m
Austria	84	22y 7m
England	659	22y 8m
Singapore	33	22y 10m
Portugal	557	22y 11m
Republic of Ireland	43	22y 11m
Senegal	33	23y 0m
Germany	407	23y 0m
Slovakia	113	23y 0m
Morocco	76	23y 2m
Croatia	145	23y 3m
Armenia	66	23y 3m
Italy	388	23y 5m
Netherlands	200	23y 6m
Azerbaijan	73	23y 6m

Fig. 35: Top 15 associations by average age of outgoing players in 2016 (youngest)

Top 15 youngest releasing ³		
Association	Transfers	Average age
Northern Ireland	20	19y 6m
Gambia	21	20y 6m
Nigeria	175	21y 4m
Ghana	141	21y 4m
Mali	36	21y 5m
Republic of Ireland	46	21y 5m
Senegal	46	21y 7m
Ivory Coast	84	21y 7m
Liberia	10	21y 10m
Iceland	39	22y 1m
Burkina Faso	23	22y 2m
Cameroon	76	22y 3m
Uganda	25	22y 3m
Togo	19	22y 10m
Kosovo	18	22y 11m

Fig. 36: Top 15 nationalities by average age players transferred in 2016 (youngest)

Top 15 youngest nationalities ³		
Nationality	Transfers	Average age
Qatari	41	18y 10m
Chinese	118	20y 4m
Gambian	35	22y 1m
Ghanean	273	22y 8m
Russian	271	22y 11m
Congolese	25	22y 11m
Irish	99	23y 0m
Ugandan	58	23y 0m
Turkish	98	23y 0m
Liberian	16	23y 1m
Beninese	14	23y 1m
Nigerian	415	23y 1m
Swiss	98	23y 1m
Guinean	44	23y 1m
British	671	23y 2m

³Minimum 10 transfers

FIGURES - TRANSFERS OF OLDEST PLAYERS

Fig. 37: Top 15 associations by average age of incoming players in 2016 (oldest)

Top 15 oldest engaging ⁴		
Association	Transfers	Average age
Dominican Republic	10	29y 7m
Uzbekistan	30	28y 3m
India	119	28y 2m
United Arab Emirates	105	27y 11m
Iran	42	27y 11m
Maldives	28	27y 9m
Kazakhstan	93	27y 5m
Bangladesh	32	27y 5m
Laos	54	27y 4m
Thailand	98	27y 3m
Trinidad and Tobago	23	27y 2m
Gibraltar	22	27y 1m
Vietnam	36	27y 1m
Syria	40	27y 1m
Malaysia	98	27y 0m

Fig. 38: Top 15 associations by average age of outgoing players in 2016 (oldest)

Top 15 oldest releasing ⁴		
Association	Transfers	Average age
Myanmar	13	30y 3m
India	71	30y 2m
Malaysia	53	29y 4m
United Arab Emirates	77	28y 11m
Hong Kong	13	28y 10m
Guatemala	67	28y 1m
Indonesia	16	28y 0m
Thailand	112	27y 11m
Oman	68	27y 10m
Azerbaijan	55	27y 9m
Uzbekistan	35	27y 8m
Kuwait	42	27y 8m
Bolivia	62	27y 7m
Saudi Arabia	92	27y 7m
Angola	24	27y 5m

Fig. 39: Top 15 nationalities by average age players transferred in 2016 (oldest)

Top 15 oldest nationalities ⁴		
Nationality	Transfers	Average age
Liberian	12	29y 6m
Tunisian	62	27y 3m
Uzbek	36	27y 3m
Palestinian	14	27y 1m
Spanish	450	27y 0m
Belarus	50	26y 11m
Syrian	78	26y 8m
Guatemalan	13	26y 8m
Tobagonian	39	26y 7m
Nigerian	11	26y 5m
Algerian	58	26y 5m
Bulgarian	102	26y 3m
Costa Rican	64	26y 3m
Uruguayan	416	26y 3m
Angolan	11	26y 1m

⁴Minimum 10 transfers

FIGURES - PLAYER NATIONALITY AND INTERMEDIARIES

Fig. 40: Top 15 most transferred nationalities in 2016 and percentage change from 2015

Top 15 nationalities by number	
Nationality	Transfers
Brazilian	1'642 (+3.3%)
Argentinian	922 (+32.7%)
British	671 (+7.5%)
French	533 (-0.7%)
Colombian	469 (+5.2%)
Spanish	450 (+3.9%)
Uruguayan	416 (+0.2%)
Nigerian	415 (+38.8%)
Serbian	385 (+6.4%)
Croatian	309 (-10.7%)
Ghanaian	273 (+11.9%)
Ukrainian	268 (+13.1%)
Portuguese	265 (-12.0%)
Paraguayan	241 (+13.7%)
Dutch	235 (+8.8%)

Fig. 41: Top 15 nationalities by value in 2016 and percentage change from 2015

Top 15 nationalities by value	
Nationality	Spending (USD million)
Brazilian	593.9 (+4.7%)
French	520.1 (+15.4%)
Spanish	320.9 (+24.2%)
Argentinian	317.9 (-13.3%)
Portuguese	280.8 (+38.4%)
German	202.4 (+72.2%)
Colombian	194.8 (+14.5%)
Belgian	142.2 (-18.4%)
Italian	131.9 (+51.3%)
Dutch	131.3 (-29.8%)
Swiss	130.9 (+45.9%)
Croatian	119.4 (-17.6%)
Polish	112.9 (+515.6%)
Nigerian	99.3 (+253.4%)
British	86.8 (+68.3%)

Fig. 42: Transfers involving intermediaries representing the player

Player intermediaries		
Worldwide by year		
	Transfers	As % of incoming transfers
2013	1'819	14.3%
2014	2'050	15.6%
2015	1'917	14.1%
2016	2'250	15.4%
Top 10 nationalities in 2016		
	Transfers	As % of incoming transfers
Danish	136	44.9%
Australian	109	40.4%
Dutch	235	38.7%
USA	190	37.9%
Polish	124	34.7%
Austrian	89	33.7%
Czech	111	33.3%
German	202	33.2%
Belgian	138	29.7%
Norwegian	105	28.6%



MINORS

MOVEMENT OF UNDERAGE PLAYERS

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 association for one of two instances:

1. International transfer: a minor of any nationality who has previously been registered with a club in one association is registered with a club in 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.

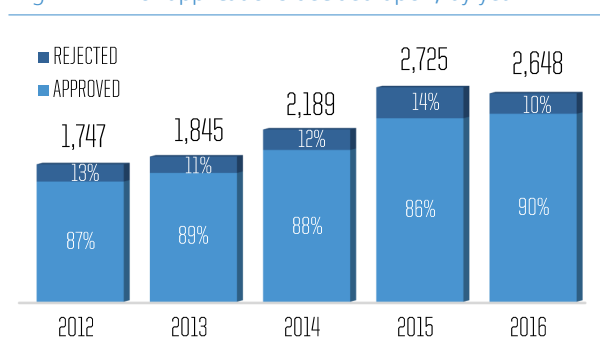
As a general rule, international transfers of players and first registrations of foreign minor players are only permitted if the player is over the age of 18. However, there are four exceptions¹ to this rule which can be

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; or
- 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 the last five years in the country of intended first registration prior to the request.

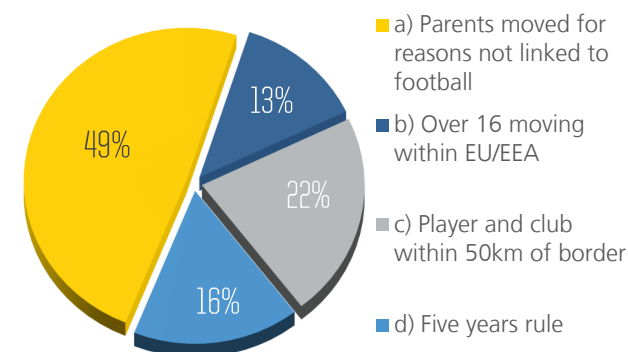
Of the total number of minor applications

Fig. 43: Minor applications decided upon, by year



submitted in 2016, 2'648 have been decided upon to date, meaning they were either approved or rejected by 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 FIFA Players' Status Sub-Committee which reviews each application individually, and taking into account that certain cases may require more time than others. Therefore, some applications that are submitted in a given year may be approved or rejected in the early months of the following year.

Fig. 44: Minor applications decided upon in 2016, by exception



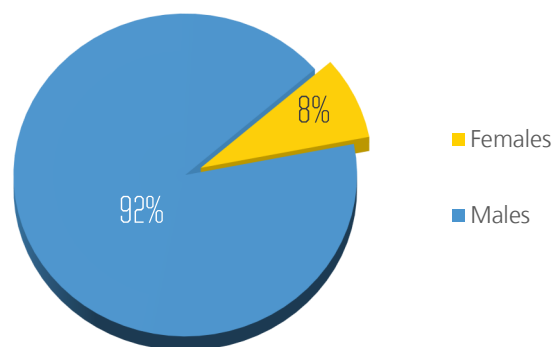
¹See FIFA RSTP, Article 19, § 2, 3 and 4 and FIFA Circular letter # 1542

Of the 2'648 applications decided upon in 2016, 55.3% were for international transfers and 44.7% for first registrations. Figure 45 breaks them down according to the exception in art. 19.2 of the FIFA RSTP relied upon by the engaging association in its minor application.

Player sex

8.3% of these minor applications concerned the movement of female players. This percentage has increased gradually over the last years and is now over four times higher than the 2.1% recorded in 2012.

Fig. 45: Minor applications decided upon in 2016, by player sex

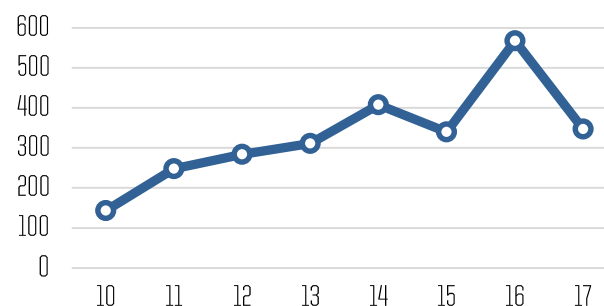


Player age

In 2016, the peak demand was for players of 16 years old, with 567 applications.

The higher number of minor applications for 16-year old players compared to those for 17-year old players may be linked to two factors. Firstly, once a player turns 16, the exception outlined at article 19.2.b of the FIFA RSTP can be applied, allowing minor players to move freely within the EU/EEA. Secondly, in many countries, 16 is 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.

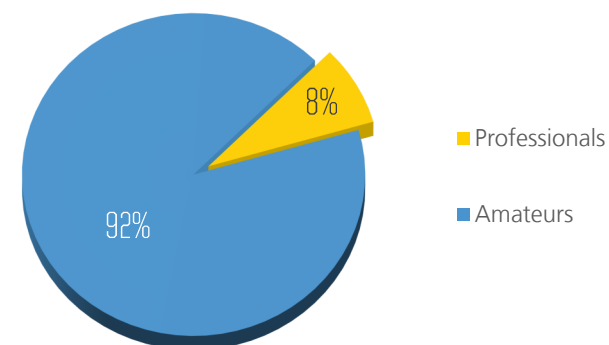
Fig. 46: Minor applications decided upon in 2016, by player age



Player status

The overwhelming majority of minor applications concerned minors moving to play as amateurs (92.0%), while only 8.0% sought to engage minors as professionals.

Fig. 47: Minor applications decided upon in 2016, by player status



Minor applications are mandatory regardless of whether the minor will have amateur or professional status at their new club. However, member associations may submit a written request to the FIFA Players' Status Sub-Committee to be granted a 'limited exemption'². If granted, the limited exemption

²See FIFA Circular letter #1209

relieves the engaging association from the obligation to submit minor applications seeking FIFA Players' Status Sub-Committee approval for the first registration or international transfer of minors who will have amateur status at their new club, provided that that club is "purely amateur". The limited exemption therefore offers a mechanism whereby the administrative workload for associations with a large number of minor transfers to amateur clubs may be substantially diminished. By reducing the number of minor applications, the limited exemption facilitates the participation of minors in amateur football while maintaining transparency: associations that are granted the exemption must still ensure adherence to article 19 of the FIFA RSTP for all minor players they register, and upload a report in ITMS every six months with key information about the players. The limited exemption is only granted for a limited period of time and may be renewed by the FIFA Players' Status Sub-Committee.

Destinations and nationalities

Among the applications decided upon in 2016, the association that has filed the most is the USA, with 432. Spain is in second spot with 340 applications, followed by Portugal with 215.

Fig. 48: Top 10 associations by number of minor applications decided upon in 2016

Top 10 associations		
Instructing association	Minor applications	% approved
USA	432	99.3%
Spain	340	89.4%
Portugal	215	87.4%
Hungary	183	87.4%
England	152	92.8%
Italy	108	74.1%
Slovenia	108	96.3%
Germany	102	94.1%
Luxembourg	100	91.0%
Netherlands	91	95.6%

In terms of player nationality, Canadian minors were those with the highest number of applications in 2016, with a grand total of 191, followed by British players with 137 applications and Portuguese with 116.

Fig. 49: Top 10 player nationalities by number of minor applications decided upon in 2016

Top 10 nationalities		
Nationality	Minor applications	% approved
Canadian	191	99.5%
British	137	94.9%
Portuguese	116	81.9%
Brazilian	108	88.9%
Ukrainian	88	89.8%
Dutch	86	96.5%
Romanian	82	80.5%
German	80	95.0%
French	77	90.9%
Italian	63	85.7%

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General disclaimer

The information contained in this report is based on individual transaction data provided directly by football clubs in TMS. FIFA TMS 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.

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

Due to the nature of the ITMS 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

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Source of data

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

FIFA Transfer Matching System GmbH
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 2016. All data has been extracted from TMS on 19 January 2017.

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 TMS.

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 TMS, 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 TMS to disclose information concerning their transfers for reporting purposes.

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