

ASSOCIATION OF FINANCIAL INSTITUTIONS

SUMMARY OF LEASING FINANCIAL DATA

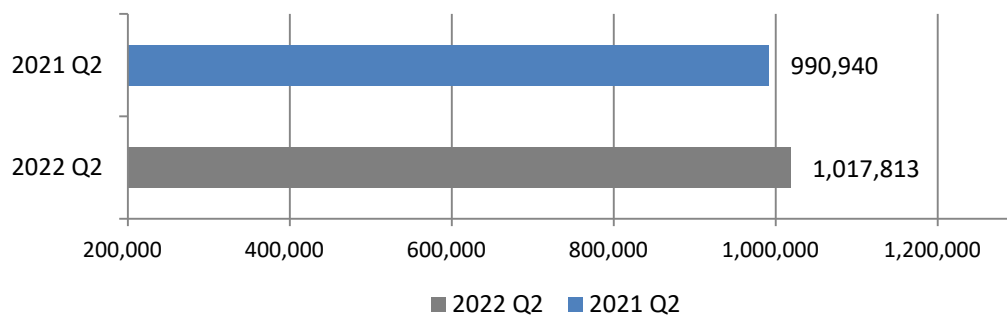
30.06.2022



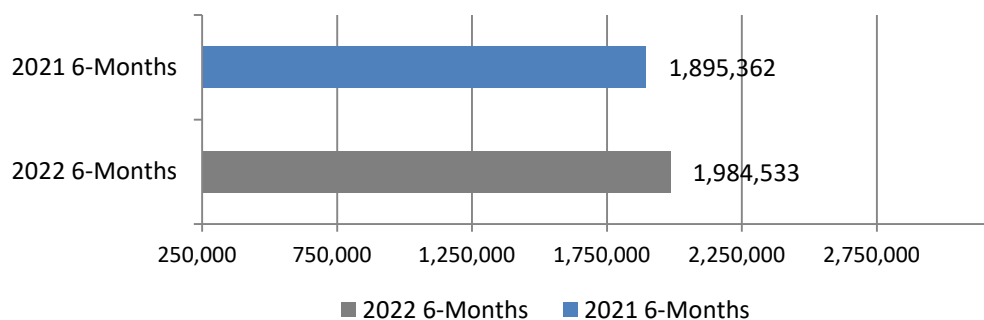
COMPARISON OF 2022 QUARTER II AND 2021 QUARTER II

NEW BUSINESS VOLUME:

- 2022 Quarter II new business volume is 1.017.813 thousand USD, which is a **3%** increase compared to 2021 Quarter II of 990.940 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **92%**.

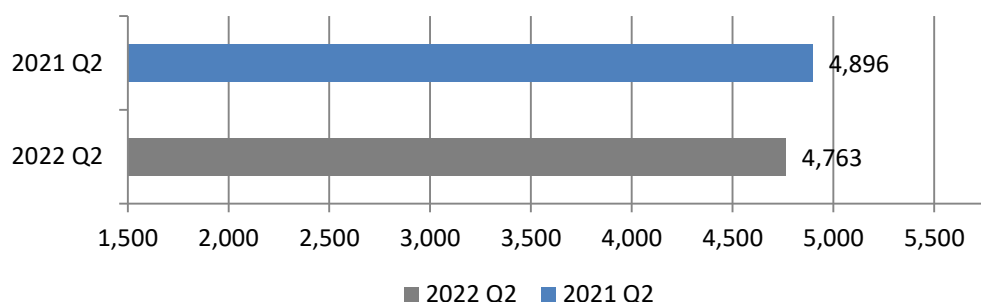


- 2022 six-months cumulative new business volume is 1.984.533 thousand USD, an increase of **5%** compared to the same period of 2021, which was 1.895.362 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **94%**.

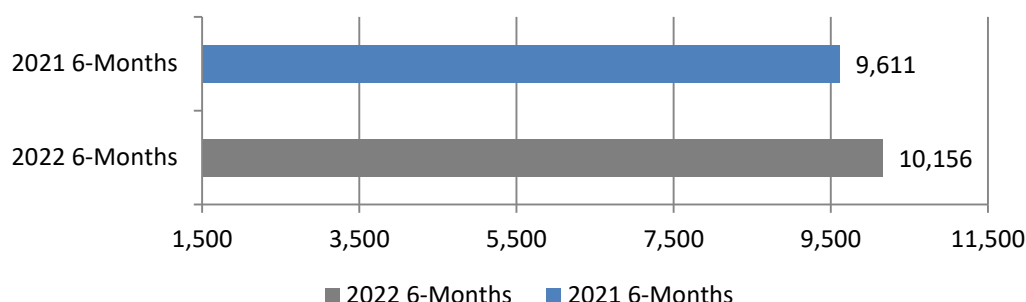


NUMBER OF CONTRACTS:

- 2022 Quarter II number of contracts is 4.763, while the number of contracts was 4.896 in the same period of 2021. The growth is **3%**.



- 2022 six-months cumulative number of contracts is 10.156, while number of contracts was 9.611 in the same period of 2021. The growth is **6%**.



PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2022 Q2 and 2021 Q2**

New Business Volume	2022 Q2	2021 Q2	Change
Thousand TRY	16.006.800	8.321.775	92%
Thousand USD	1.017.813	990.940	3%
Number of Contracts	4.763	4.896	-3%

- 6 Months Cumulative Comparison of 2022 and 2021**

New Business Volume	2022	2021	Change
Thousand TRY	29.494.820	15.177.639	94%
Thousand USD	1.984.533	1.895.362	5%
Number of Contracts	10.156	9.611	6%

DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

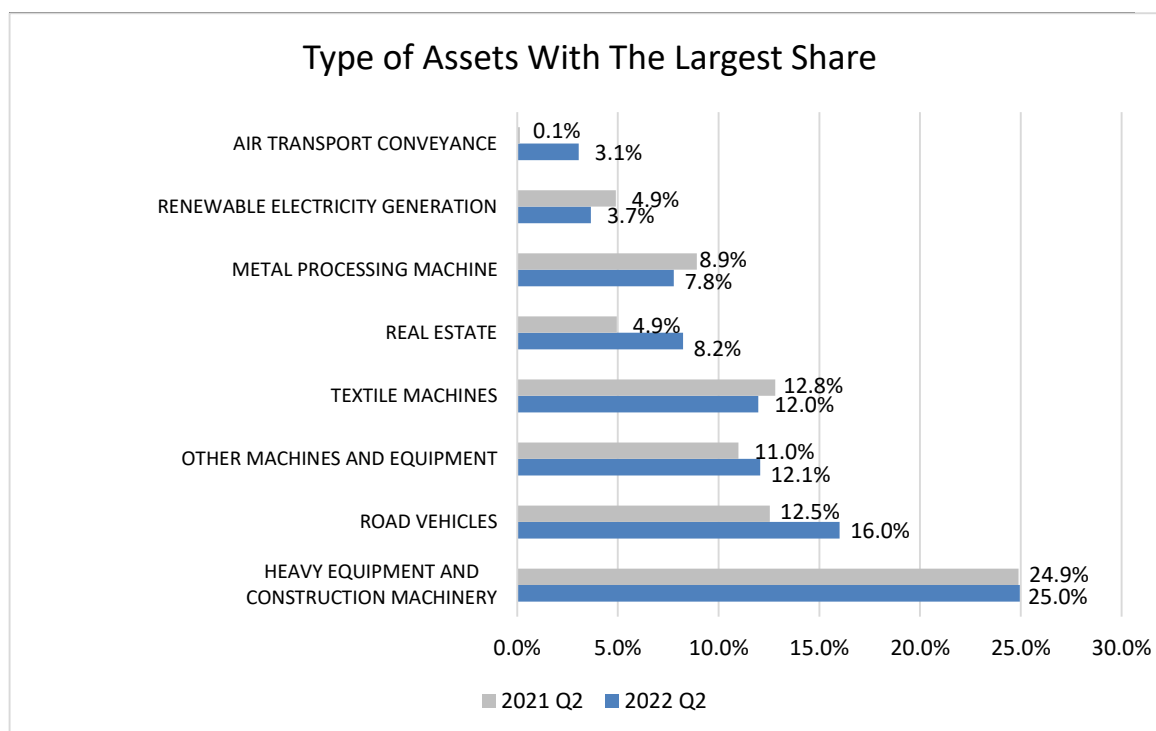
- The distribution ratio of leasing volume by type of asset in 2022 Q2 and 2021 Q2 as follows;

ASSET SUBJECTS OF LEASING	2022 Q2 Ratio	2021 Q2 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	25.0%	24.9%
ROAD VEHICLES	16.0%	12.5%
OTHER MACHINES AND EQUIPMENT	12.1%	11.0%
TEXTILE MACHINES	12.0%	12.8%
REAL ESTATE	8.2%	4.9%
METAL PROCESSING MACHINE	7.8%	8.9%
RENEWABLE ELECTRICITY GENERATION	3.7%	4.9%
AIR TRANSPORT CONVEYANCE	3.1%	0.1%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	3.0%	6.1%
PLASTIC PROCESSING MACHINES	2.4%	2.7%
PRINTING AND PAPER PROCESSING MACHINES	1.7%	3.0%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.7%	3.1%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.3%	1.1%
SHIPS AND OTHER SEA-GOING VESSELS	1.0%	2.7%
TOURISM EQUIPMENT	0.6%	0.5%
ELECTRONIC AND OPTICAL DEVICES	0.6%	0.6%
TOTAL NEW BUSINESS VOLUME	100%	100%

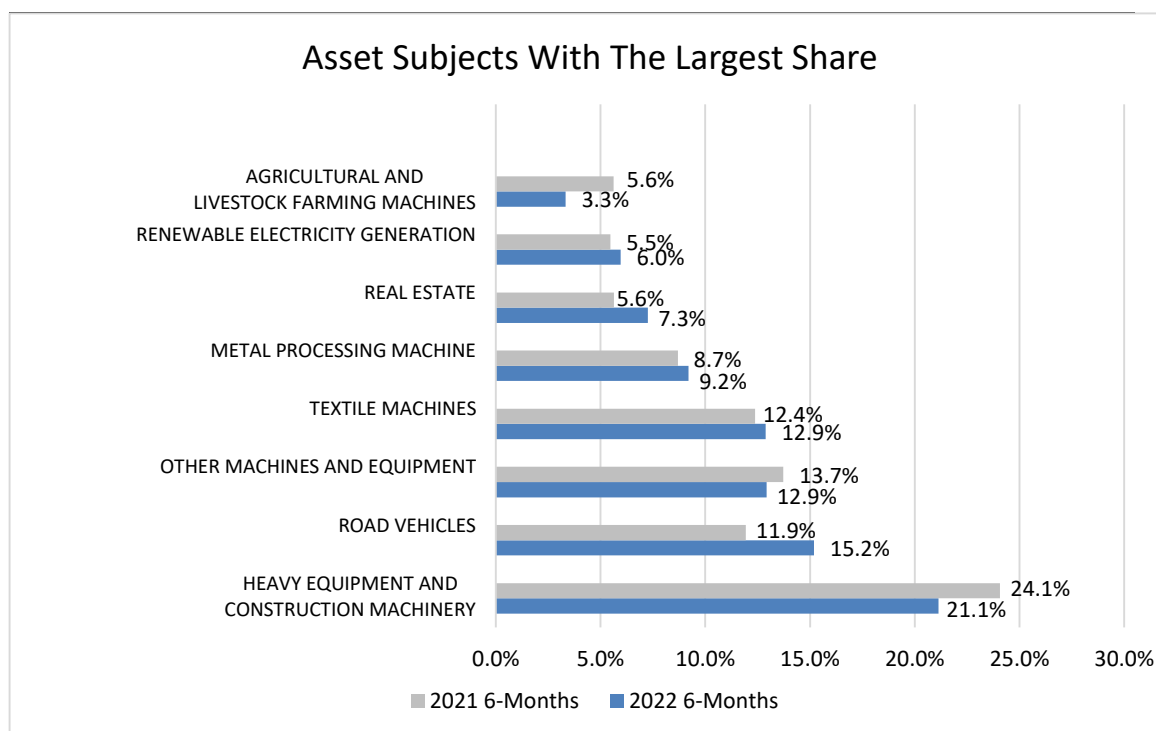
- 6-months cumulative distribution ratio of leasing volume by type of asset in 2022 and 2021 as follows;

ASSET SUBJECTS OF LEASING	2024 Ratio	2023 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	21.1%	24.1%
ROAD VEHICLES	15.2%	11.9%
OTHER MACHINES AND EQUIPMENT	12.9%	13.7%
TEXTILE MACHINES	12.9%	12.4%
METAL PROCESSING MACHINE	9.2%	8.7%
REAL ESTATE	7.3%	5.6%
RENEWABLE ELECTRICITY GENERATION	6.0%	5.5%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	3.3%	5.6%
PLASTIC PROCESSING MACHINES	3.2%	2.8%
AIR TRANSPORT CONVEYANCE	2.2%	0.1%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.8%	1.4%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.5%	2.5%
PRINTING AND PAPER PROCESSING MACHINES	1.4%	2.5%
SHIPS AND OTHER SEA-GOING VESSELS	0.8%	2.1%
ELECTRONIC AND OPTICAL DEVICES	0.6%	0.6%
TOURISM EQUIPMENT	0.5%	0.6%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.0%	0.0%
ENERGY EFFICIENCY EQUIPMENT	0.0%	0.1%
TOTAL NEW BUSINESS VOLUME	100%	100%

**2022 QUARTER II AND 2021 QUARTER II
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**



**2022 AND 2021 6-MONTHS CUMULATIVE
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**



2022 QUARTER II AND 2021 QUARTER II COMPARISON OF ASSET SUBJECTS (THOUSAND USD)

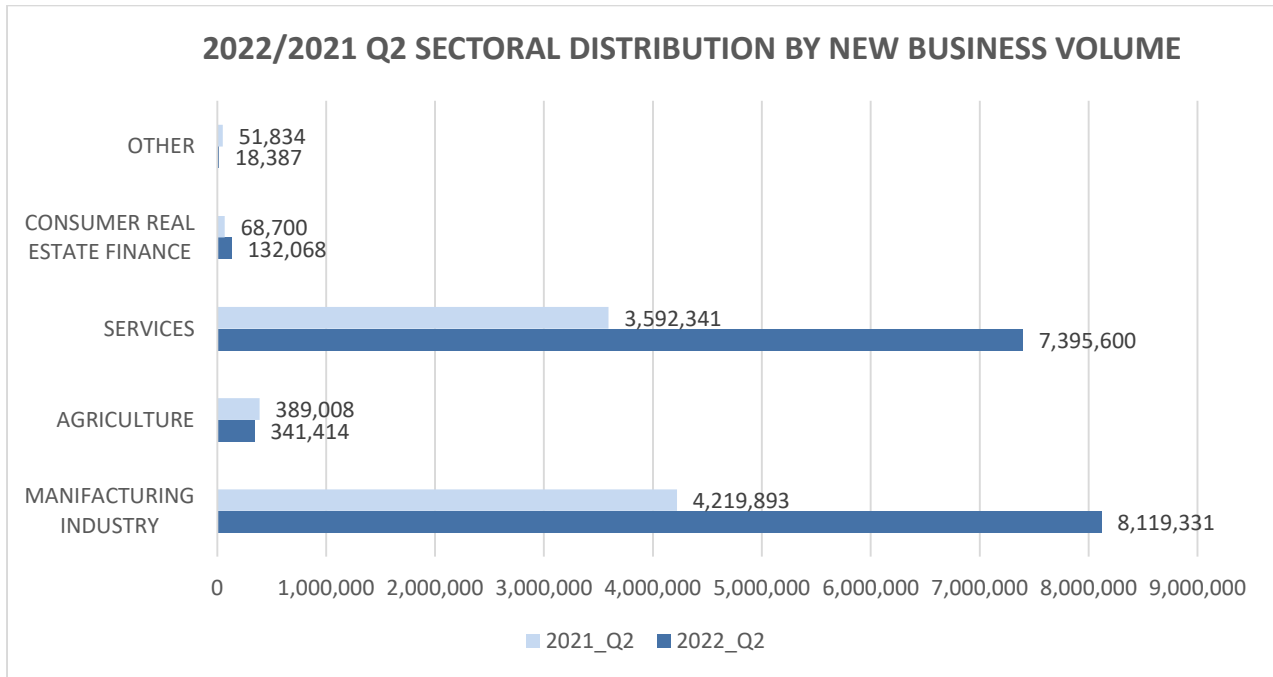
LEASING ASSET SUBJECTS	2022 Q2 Range	2021 Q2 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	250,424	245,306	2%
ROAD VEHICLES	163,606	125,559	30%
TEXTILE MACHINES	122,063	126,775	-4%
OTHER MACHINES AND EQUIPMENT	121,230	108,859	11%
REAL ESTATE	86,208	48,493	78%
METAL PROCESSING MACHINE	79,138	88,672	-11%
RENEWABLE ELECTRICITY GENERATION	38,197	48,971	-22%
AIR TRANSPORT CONVEYANCE	31,688	1,321	2299%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	30,755	61,510	-50%
PLASTIC PROCESSING MACHINES	24,709	27,089	-9%
PRINTING AND PAPER PROCESSING MACHINES	17,511	29,647	-41%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	17,047	30,194	-44%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	13,658	10,854	26%
SHIPS AND OTHER SEA-GOING VESSELS	10,485	26,562	-61%
TOURISM EQUIPMENT	5,904	4,859	21%
ELECTRONIC AND OPTICAL DEVICES	5,192	5,724	-9%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0	344	-100%
ENERGY EFFICIENCY EQUIPMENT	0	199	-100%
Toplam İşlem Hacmi	1,017,813	990,940	3%
İŞLEM ADEDİ	4,763	4,896	-3%

6 MONTHS CUMULATIVE COMPARISON OF ASSET SUBJECTS IN 2022 AND 2021 (THOUSAND USD)

LEASING ASSET SUBJECTS	2024 Range	2023 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	410,987	456,116	-10%
ROAD VEHICLES	301,508	227,754	32%
TEXTILE MACHINES	256,648	236,604	8%
OTHER MACHINES AND EQUIPMENT	256,461	260,500	-2%
METAL PROCESSING MACHINE	184,402	166,661	11%
REAL ESTATE	143,350	98,607	45%
RENEWABLE ELECTRICITY GENERATION	123,505	106,665	16%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	67,627	107,356	-37%
PLASTIC PROCESSING MACHINES	63,987	53,127	20%
AIR TRANSPORT CONVEYANCE	42,688	1,321	3131%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	36,339	25,402	43%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	29,437	46,362	-37%
PRINTING AND PAPER PROCESSING MACHINES	27,720	46,279	-40%
SHIPS AND OTHER SEA-GOING VESSELS	15,860	38,844	-59%
ELECTRONIC AND OPTICAL DEVICES	12,703	10,529	21%
TOURISM EQUIPMENT	9,725	11,758	-17%
ENERGY EFFICIENCY EQUIPMENT	811	1,133	-28%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	775	344	125%
Total New Business Volume	1,984,533	1,895,362	5%
NUMBER OF CONTRACTS	10,156	9,611	6%

LEASING VOLUME BY TYPE OF SECTOR

- The comparison of leasing volume by type of sector for the 2022 Quarter II and 2021 Quarter II are listed below;



- In this period, there was 92% growth in the “Manufacturing Industry” and 105% growth in the “Service” sector.

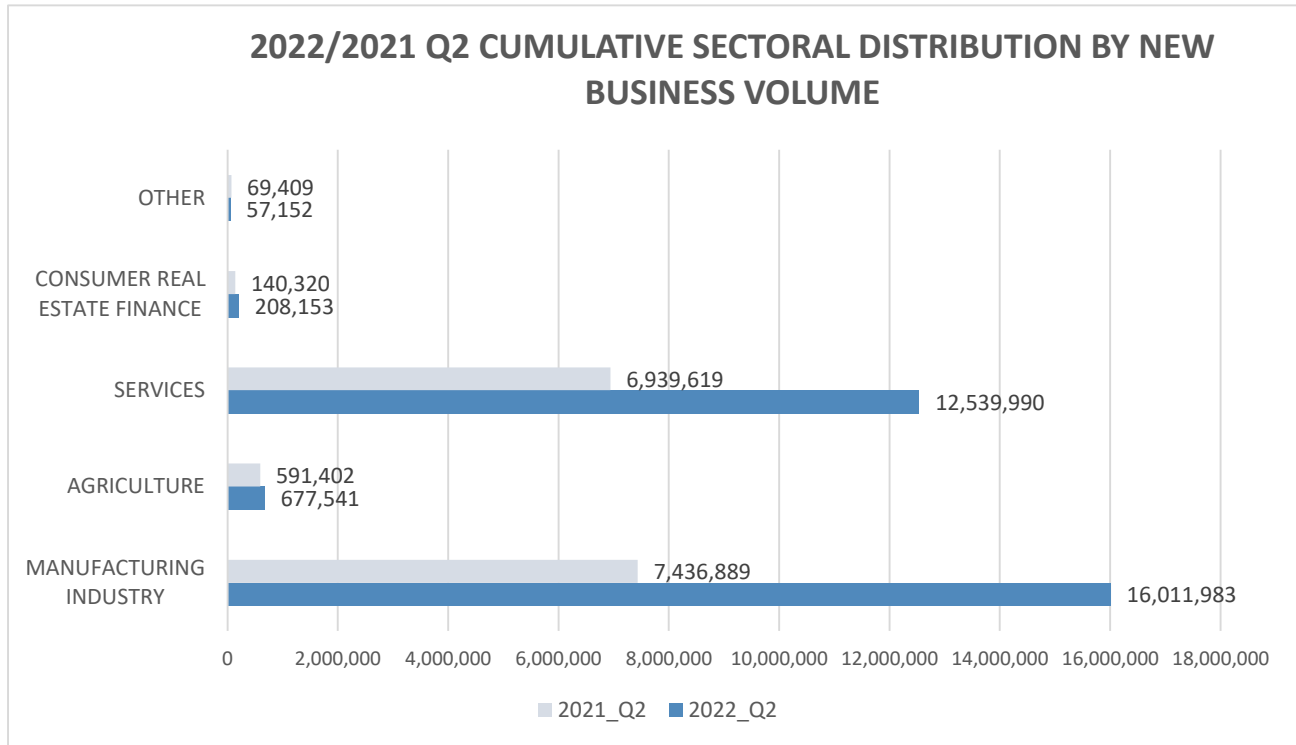
Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2022_Q2	8,119,331	341,414	7,395,600	132,068	18,387	16,006,800
2021_Q2	4,219,893	389,008	3,592,341	68,700	51,834	8,321,776
Growth	92.4%	-12.2%	105.9%	92%	-65%	92.3%

2022_Q2	51%	2%	46%	1%	0%	100%
2021_Q2	51%	5%	43%	1%	1%	100%

LEASING VOLUME BY TYPE OF SECTOR

- 6 months cumulative comparison of leasing volume by type of sector for 2022 and 2021 are listed below;



- In this period, there was a 115,3% growth in the “Manufacturing Industry” and 80,7% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2022_Q2	16,011,983	677,541	12,539,990	208,153	57,152	29,494,820
2021_Q2	7,436,889	591,402	6,939,619	140,320	69,409	15,177,639
Growth	115.3%	14.6%	80.7%	48%	-18%	94.3%

2022_Q2	54%	2%	43%	1%	0%	100%
2021_Q2	49%	4%	46%	1%	0%	100%

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2022 Q2 DATA

(000 TL) (000 USD) (000 EUR)

PERIOD: 01.04.2022-30.06.2022

	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS 4,763							
AGRICULTURE	172	341,414	2.1%	423,850	2.07%	21,656	20,357
AGRICULTURE, LIVESTOCK, FORESTRY	160	328,400	2.1%	406,498	1.99%	20,802	19,565
FISHING	12	13,014	0.1%	17,352	0.08%	854	792
MANUFACTURING INDUSTRY	2,032	8,119,331	50.7%	10,286,828	50.34%	514,884	487,122
MINING OF ENERGY PRODUCING MATERIALS	48	335,727	2.1%	440,744	2.16%	21,229	20,084
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	135	653,551	4.1%	823,557	4.03%	40,515	38,939
FOOD, BEVERAGE AND TOBACCO INDUSTRY	184	477,700	3.0%	594,285	2.91%	29,789	28,040
TEXTILE	333	2,315,819	14.5%	2,893,422	14.16%	148,512	139,976
LEATHER INDUSTRY	13	14,700	0.1%	17,751	0.09%	917	870
WOOD AND TIMBER INDUSTRY	66	77,543	0.5%	102,486	0.50%	4,788	4,574
PAPER INDUSTRY	79	335,601	2.1%	410,993	2.01%	21,602	20,228
NUCLEAR FUEL, OIL AND COAL PRODUCTS	3	9,763	0.1%	13,178	0.06%	607	569
CHEMICAL INDUSTRY	59	221,464	1.4%	299,294	1.46%	14,201	13,256
RUBBER AND PLASTIC PROCESSING INDUSTRY	152	420,097	2.6%	544,585	2.66%	26,934	25,362
OTHER MINING INDUSTRY	92	262,762	1.6%	343,224	1.68%	16,286	15,325
METALLURGICAL INDUSTRY	403	1,313,908	8.2%	1,678,336	8.21%	83,593	79,330
MACHINE-BUILDING INDUSTRY	159	360,215	2.3%	489,798	2.40%	22,669	21,514
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	61	92,669	0.6%	112,270	0.55%	5,868	5,622
TRANSPORTATION VEHICLES	67	312,851	2.0%	414,774	2.03%	20,241	18,999
OTHER MANUFACTURING INDUSTRY	143	355,956	2.2%	453,807	2.22%	22,597	21,217
ELECTRICITY, GAS AND WATER SUPPLYING	37	559,005	3.5%	654,322	3.20%	34,535	33,216
SERVICES	2,402	7,395,600	46.2%	9,553,372	46.75%	472,157	442,872
CONSTRUCTION	1,203	2,934,224	18.3%	3,837,117	18.78%	185,592	174,701
WHOLESALE AND RETAIL VEHICLE SERVICING	467	1,354,818	8.5%	1,691,673	8.28%	85,271	80,557
TOURISM	90	371,283	2.3%	456,206	2.23%	24,582	22,959
TRANSPORTATION WAREHOUSING AND COMMUNICATION	187	823,165	5.1%	1,070,073	5.24%	52,497	49,246
FINANCIAL INTERMEDIATION	62	436,562	2.7%	485,283	2.37%	28,909	25,456
a) Monetary Institutions	42	141,450	0.9%	183,634	0.90%	8,968	8,444
b) Other Financial Intermediaries	20	295,112	1.8%	301,649	1.48%	19,941	17,012
REAL ESTATE BROKERAGE	185	915,496	5.7%	1,244,342	6.09%	58,884	56,085
DEFENCE, AND SOCIAL SECURITY	2	10,945	0.1%	16,924	0.08%	730	673
EDUCATION	14	10,369	0.1%	12,121	0.06%	701	661
HEALTH AND SOCIAL SERVICES	94	361,190	2.3%	518,136	2.54%	23,039	21,726
OTHER SOCIAL SERVICES	95	174,524	1.1%	217,508	1.06%	11,759	10,630
INDIVIDUAL PERSONS EMPLOYING WORKERS	3	2,024	0.0%	2,520	0.01%	125	118
INTERNATIONAL ORGANIZATIONS	1	1,000	0.0%	1,471	0.01%	68	62
CONSUMER REAL ESTATE FINANCE	124	132,068	0.8%	142,043	0.70%	7,923	7,537
OTHER	33	18,387	0.1%	29,634	0.15%	1,193	1,105
TOTAL	4,763	16,006,800	100.0%	20,435,726	100%	1,017,813	958,992

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2022 Q2 CUMULATIVE DATA

(000 TL) (000 USD) (000 EUR)

PERIOD: 01.01.2022-30.06.2022

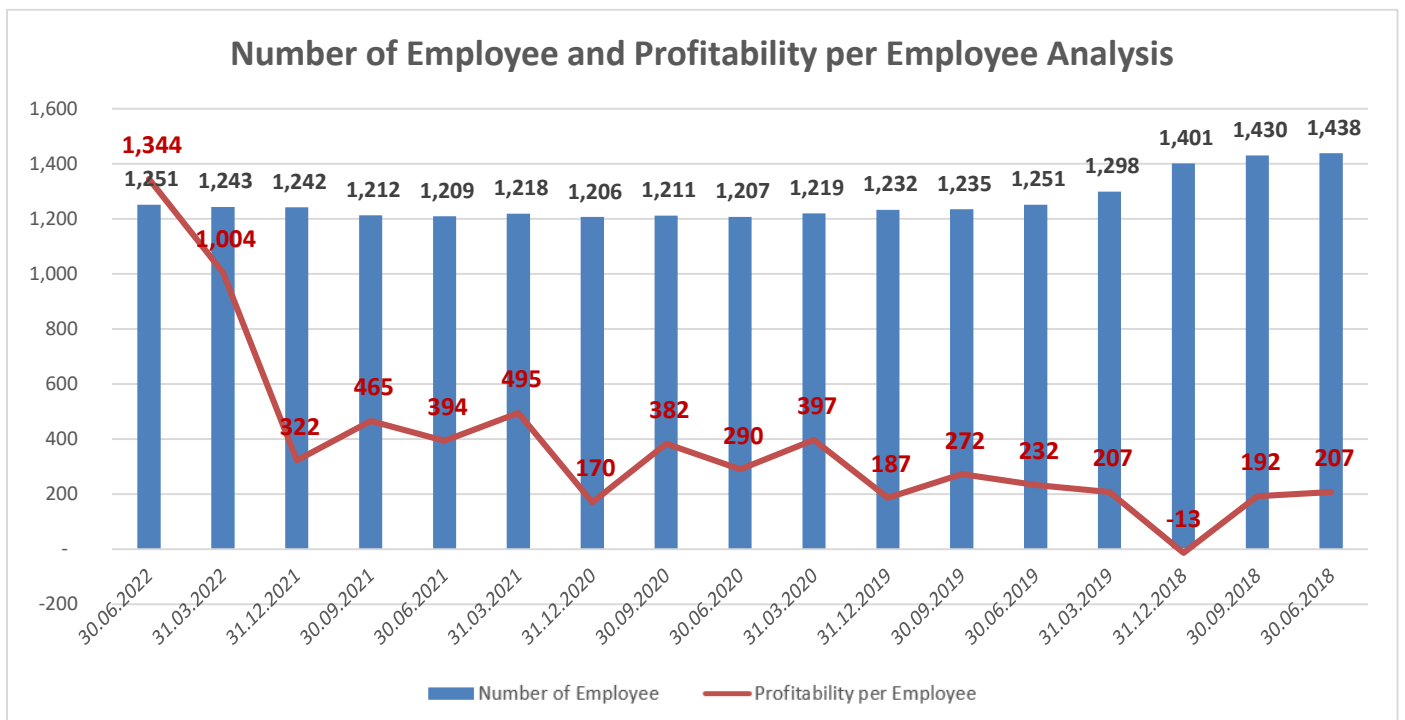
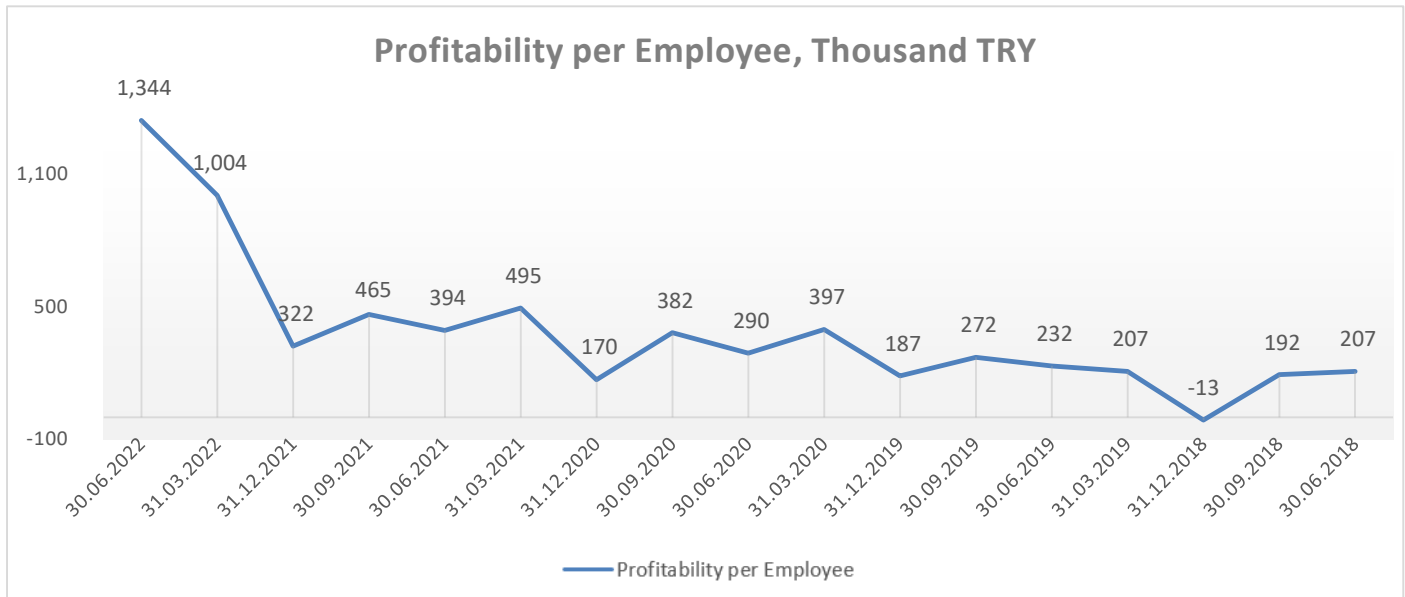
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS 10,156							
AGRICULTURE	328	677,541	2.3%	808,197	2.21%	45,798	41,802
AGRICULTURE, LIVESTOCK, FORESTRY	308	655,549	2.2%	781,009	2.14%	44,246	40,387
FISHING	20	21,993	0.1%	27,188	0.07%	1,552	1,414
MANUFACTURING INDUSTRY	4,013	16,011,983	54.3%	19,951,464	54.64%	1,082,052	995,907
MINING OF ENERGY PRODUCING MATERIALS	78	824,018	2.8%	1,005,395	2.75%	57,035	51,647
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	211	922,616	3.1%	1,158,987	3.17%	60,981	56,211
FOOD, BEVERAGE AND TOBACCO INDUSTRY	324	799,597	2.7%	989,771	2.71%	52,836	48,871
TEXTILE	668	4,424,286	15.0%	5,424,479	14.86%	299,225	275,945
LEATHER INDUSTRY	34	71,522	0.2%	89,616	0.25%	4,974	4,485
WOOD AND TIMBER INDUSTRY	121	196,571	0.7%	255,391	0.70%	13,378	12,251
PAPER INDUSTRY	207	506,631	1.7%	620,916	1.70%	33,739	31,158
NUCLEAR FUEL, OIL AND COAL PRODUCTS	11	22,036	0.1%	28,114	0.08%	1,489	1,358
CHEMICAL INDUSTRY	99	324,044	1.1%	438,619	1.20%	21,381	19,730
RUBBER AND PLASTIC PROCESSING INDUSTRY	320	1,018,475	3.5%	1,333,348	3.65%	69,551	63,721
OTHER MINING INDUSTRY	169	417,123	1.4%	543,283	1.49%	27,407	25,293
METALLURGICAL INDUSTRY	817	2,565,006	8.7%	3,291,526	9.01%	172,092	159,002
MACHINE-BUILDING INDUSTRY	341	745,536	2.5%	953,640	2.61%	50,219	46,358
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	105	559,248	1.9%	641,012	1.76%	39,749	35,903
TRANSPORTATION VEHICLES	140	727,605	2.5%	911,856	2.50%	50,100	45,641
OTHER MANUFACTURING INDUSTRY	277	623,351	2.1%	782,248	2.14%	41,716	38,299
ELECTRICITY, GAS AND WATER SUPPLYING	90	1,264,320	4.3%	1,483,263	4.06%	86,181	80,034
SERVICES	5,556	12,539,990	42.5%	15,446,783	42.31%	839,702	772,264
CONSTRUCTION	1,910	4,457,993	15.1%	5,737,304	15.71%	294,244	272,689
WHOLESALE AND RETAIL VEHICLE SERVICING	923	2,550,638	8.6%	3,126,517	8.56%	170,050	156,402
TOURISM	137	478,442	1.6%	585,759	1.60%	32,307	29,851
TRANSPORTATION WAREHOUSING AND COMMUNICATION	669	1,536,823	5.2%	1,817,550	4.98%	103,305	94,801
FINANCIAL INTERMEDIATION	1,155	907,327	3.1%	692,940	1.90%	63,347	55,963
a) Monetary Institutions	1,079	594,736	2.0%	387,371	1.06%	42,111	37,806
b) Other Financial Intermediaries	76	312,591	1.1%	305,569	0.84%	21,236	18,157
REAL ESTATE BROKERAGE	344	1,651,034	5.6%	2,190,729	6.00%	111,185	102,318
DEFENCE, AND SOCIAL SECURITY	5	15,142	0.1%	21,564	0.06%	1,019	1,569
EDUCATION	21	15,168	0.1%	17,335	0.05%	1,055	974
HEALTH AND SOCIAL SERVICES	197	646,086	2.2%	917,384	2.51%	43,665	40,146
OTHER SOCIAL SERVICES	189	246,309	0.8%	297,565	0.81%	16,967	15,307
INDIVIDUAL PERSONS EMPLOYING WORKERS	4	33,028	0.1%	39,363	0.11%	2,416	2,116
INTERNATIONAL ORGANIZATIONS	2	2,000	0.0%	2,773	0.01%	142	128
CONSUMER REAL ESTATE FINANCE	214	208,153	0.7%	225,241	0.62%	13,118	12,194
OTHER	44	57,152	0.2%	80,036	0.22%	3,862	3,509
TOTAL	10,156	29,494,820	100.0%	36,511,721	100%	1,984,533	1,825,676

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- **Comparison of 2022 Q2 and 2021 Q2**

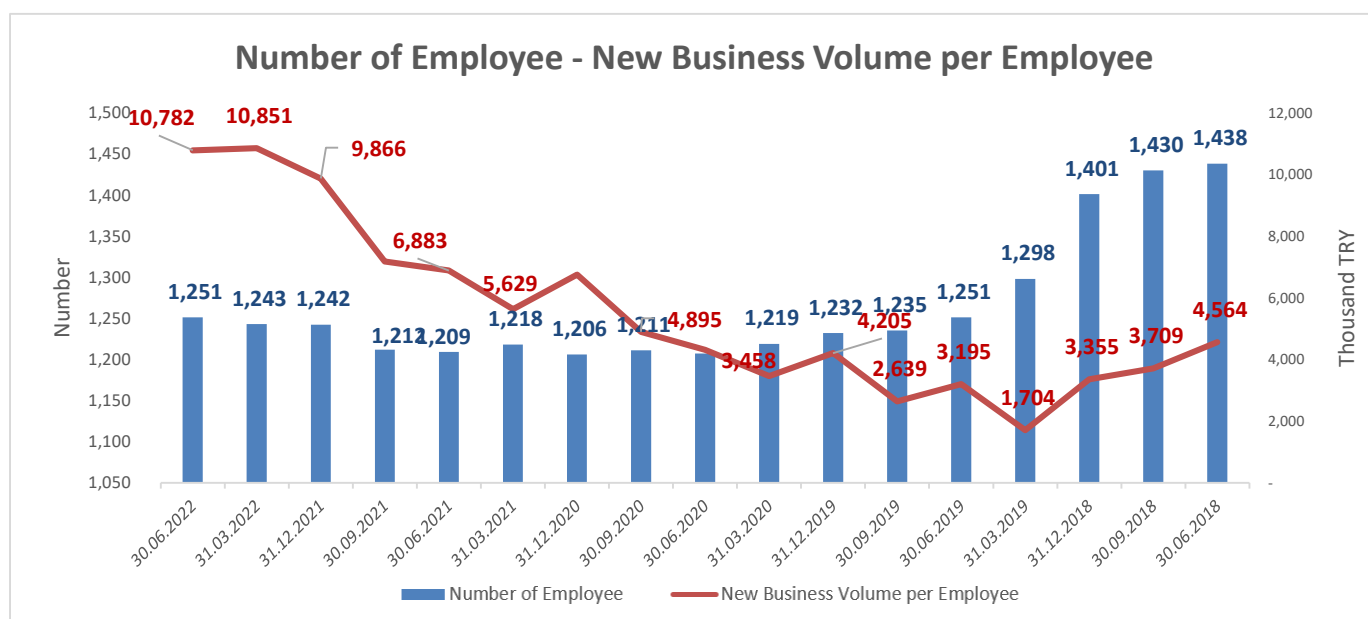
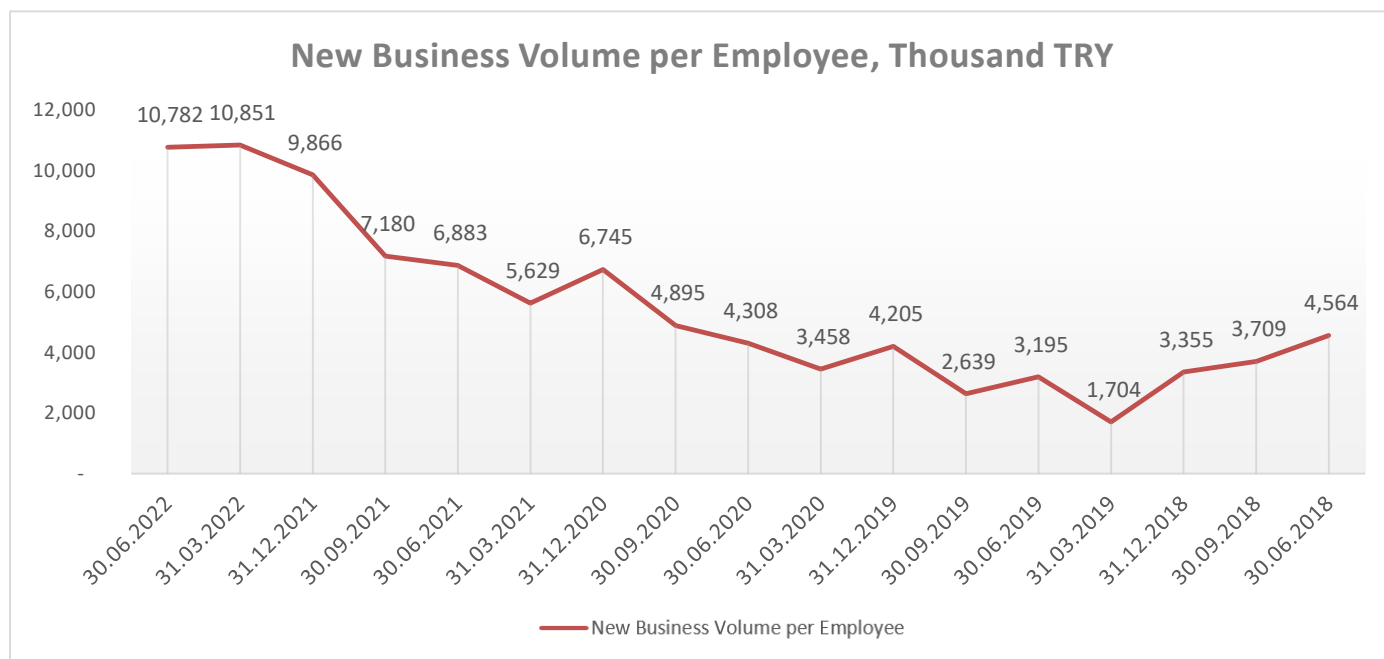
	2022 Q2	2021 Q2	Growth
Number of Companies	21	22	-4,5%
Number of Employees	1.251	1.209	3,5%
Number of Customers	35.498	35,298	0,6%
Number of Branches	117	116	0,9%

1- Number of Employee and Profitability Per Employee



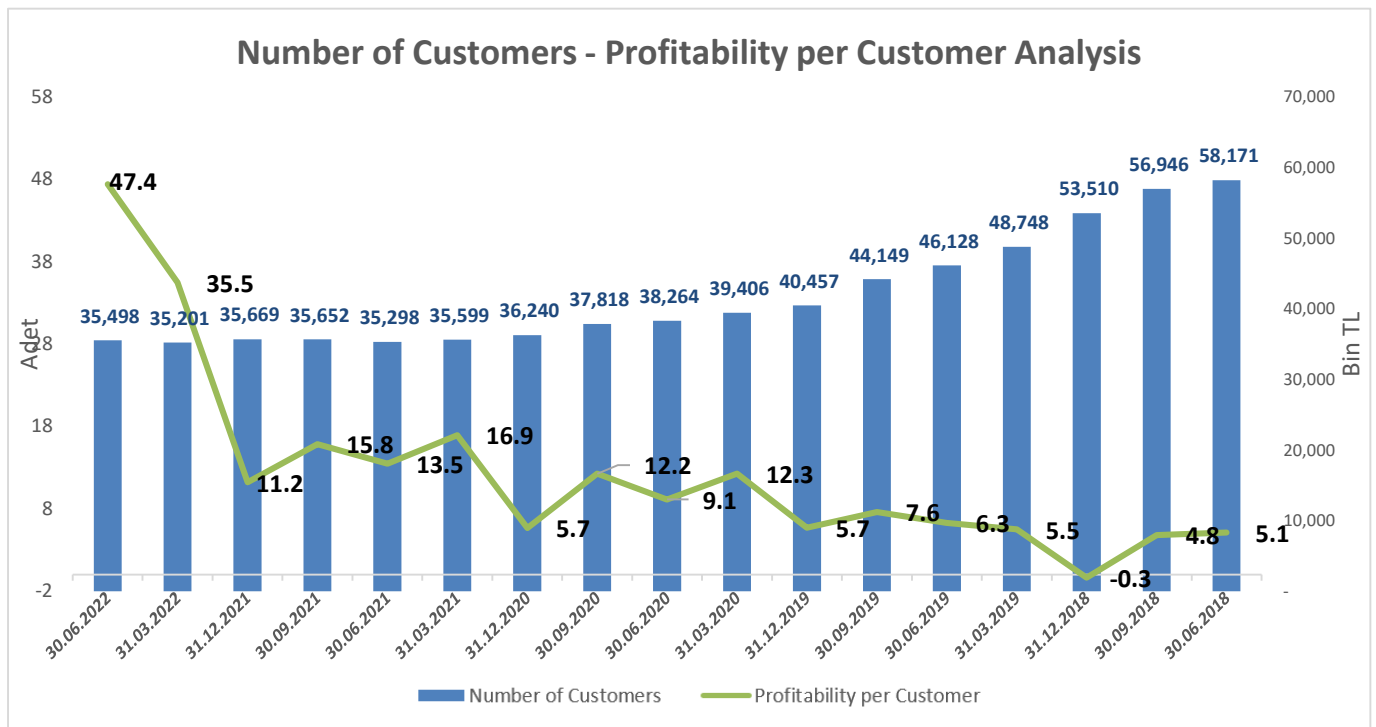
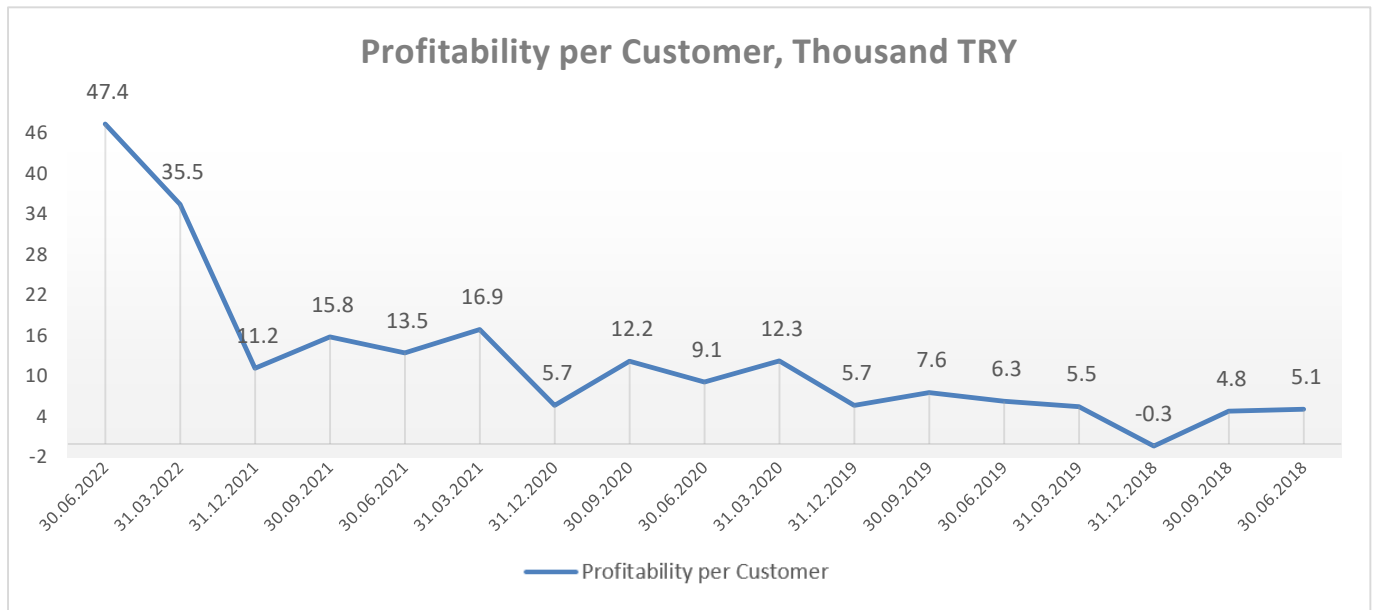
While the number of employees has been decreasing over the past 4 years, profitability ratios per employee has been changing over time.

Graph 2- Number of Employee and New Business Volume Per Employee



While the number of employees has been on a downward trend since 2018 Quarter II, new business volume per employee ratios have been on upward trend since 2019 Quarter II.

Graph 3- Number of Customers and Profitability Analysis Per Customer



The number of customers in the sector has been on a downward trend since 2018 Quarter II. If we look at the profitability ratios per customer, it varies according to the relevant quarter's profit since the beginning of 2019.