

ASSOCIATION OF FINANCIAL INSTITUTIONS

SUMMARY OF LEASING FINANCIAL DATA

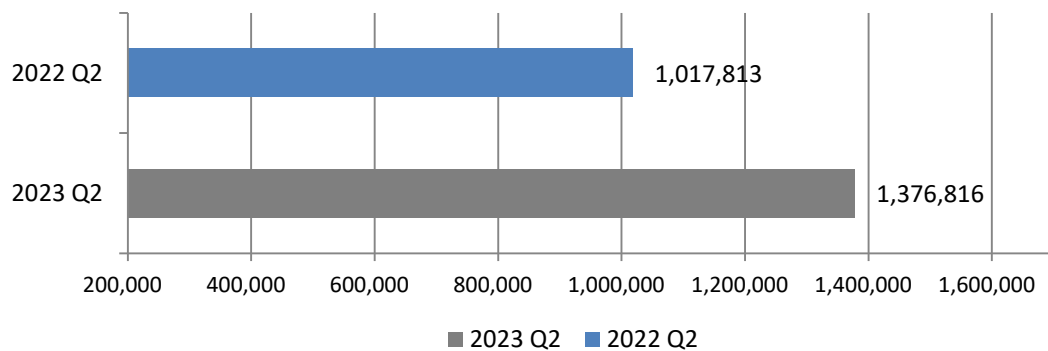
30.06.2023



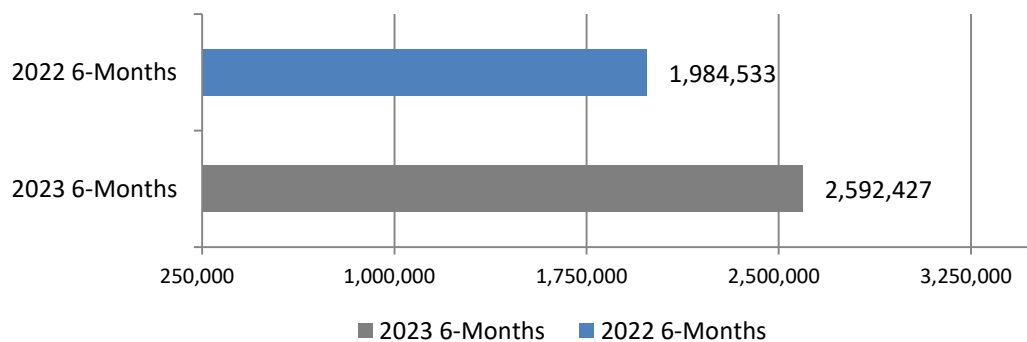
COMPARISON OF 2023 QUARTER II AND 2022 QUARTER II

NEW BUSINESS VOLUME:

- 2023 Quarter II new business volume is 1.376.816 thousand USD, which is a **35%** increase compared to 2022 Quarter II of 1.017.813 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **76%**.

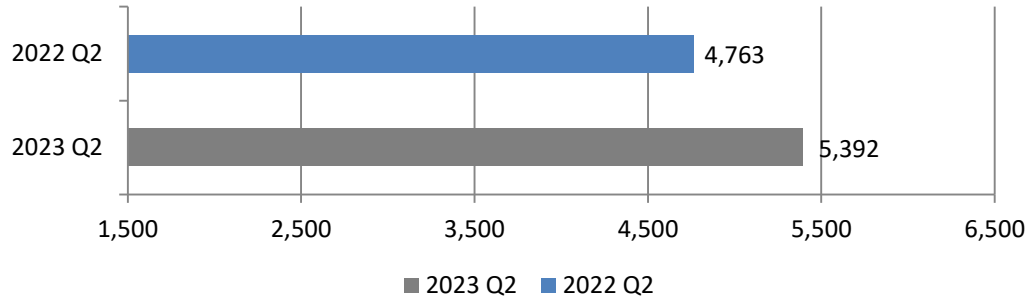


- 2023 six-months cumulative new business volume is 2.592.427 thousand USD, an increase of **31%** compared to the same period of 2022, which was 1.984.533 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **74%**.

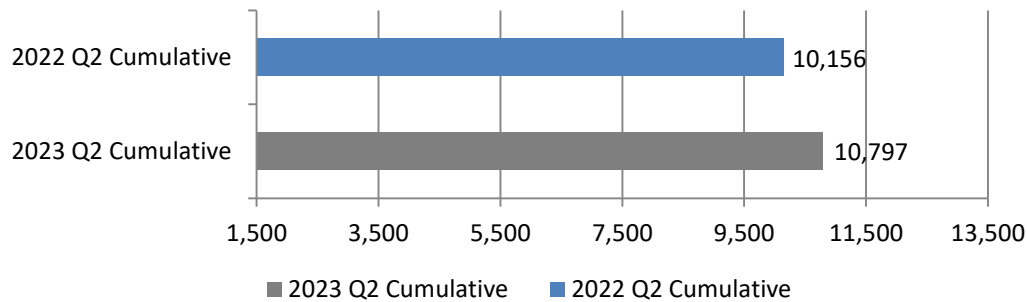


NUMBER OF CONTRACTS:

- 2023 Quarter II number of contracts is 5.392, while the number of contracts was 4.763 in the same period of 2022. The growth is **13%**.



- 2023 six-months cumulative number of contracts is 10.797, while number of contracts was 10.156 in the same period of 2022. The growth is **6%**.



PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2023 Q2 and 2022 Q2**

New Business Volume	2023 Q2	2022 Q2	Change
Thousand TRY	28.222.271	16.006.800	76%
Thousand USD	1.376.816	1.017.813	35%
Number of Contracts	5.392	4.763	13%

- 6-Months Cumulative Comparison of 2023 and 2022**

New Business Volume	2023	2022	Change
Thousand TRY	51.196.777	29.494.820	74%
Thousand USD	2.592.427	1.984.533	31%
Number of Contracts	10.797	10.156	6%

DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

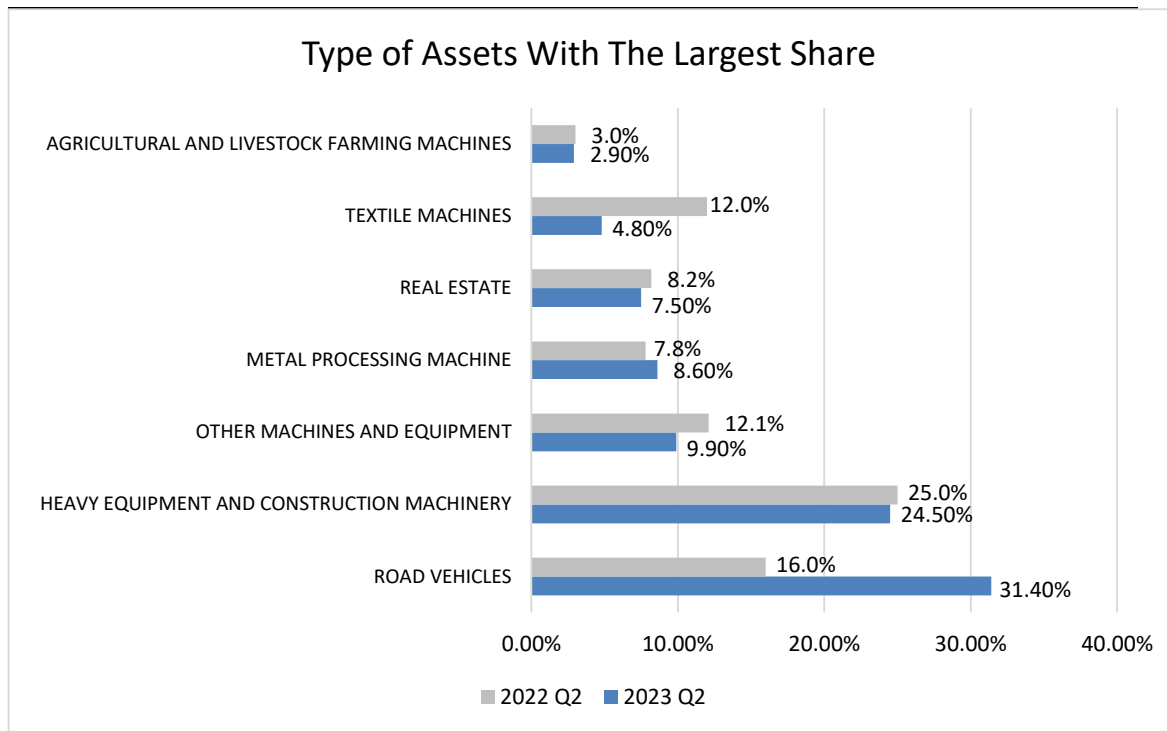
- The distribution ratio of leasing volume by type of asset in 2023 Q2 and 2022 Q2 as follows;

ASSET SUBJECTS OF LEASING	2023 Q2 Ratio	2022 Q2 Ratio
ROAD VEHICLES	31.4%	16.0%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	24.5%	25.0%
OTHER MACHINES AND EQUIPMENT	9.9%	12.1%
METAL PROCESSING MACHINE	8.6%	7.8%
REAL ESTATE	7.5%	8.2%
TEXTILE MACHINES	4.8%	12.0%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	2.9%	3.0%
PLASTIC PROCESSING MACHINES	2.7%	2.4%
RENEWABLE ELECTRICITY GENERATION	1.9%	3.7%
SHIPS AND OTHER SEA-GOING VESSELS	1.0%	1.0%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.0%	1.7%
PRINTING AND PAPER PROCESSING MACHINES	1.0%	1.7%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	0.8%	1.3%
ELECTRONIC AND OPTICAL DEVICES	0.7%	0.6%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.5%	0.0%
TOURISM EQUIPMENT	0.5%	0.6%
AIR TRANSPORT CONVEYANCE	0.1%	3.1%
SHIPS AND OTHER SEA-GOING VESSELS	0.1%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

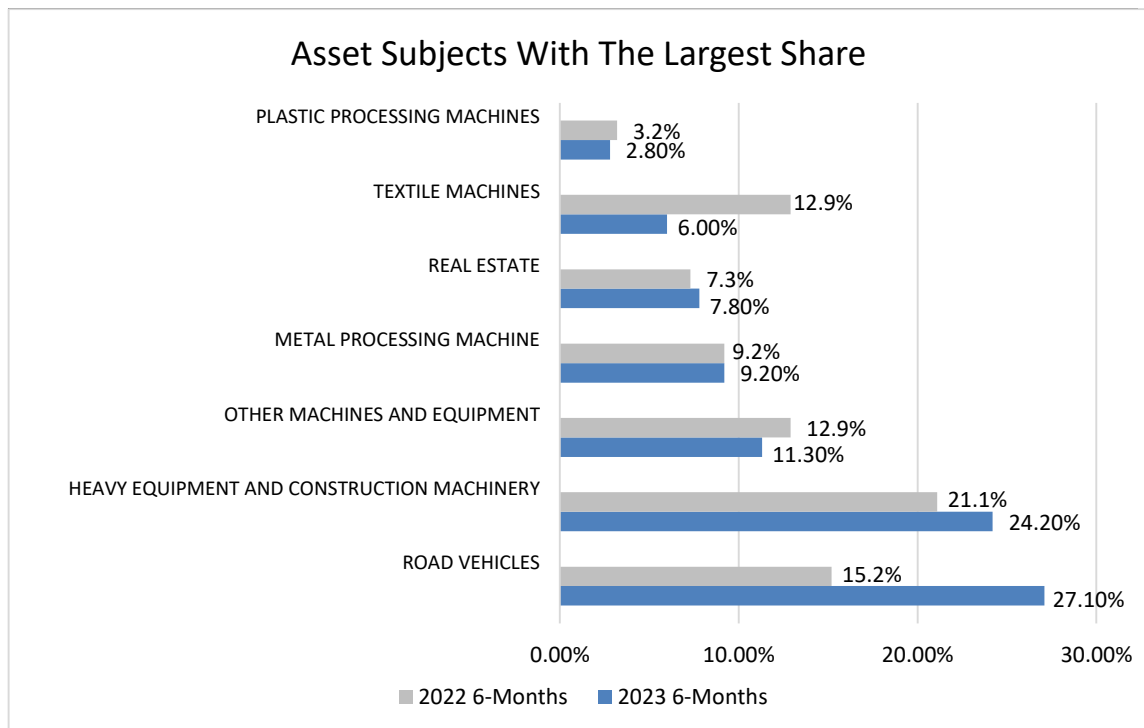
- 6-months cumulative distribution ratio of leasing volume by type of asset in 2023 and 2022 as follows;

ASSET SUBJECTS OF LEASING	2023 Ratio	2022 Ratio
ROAD VEHICLES	27.1%	15.2%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	24.2%	21.1%
OTHER MACHINES AND EQUIPMENT	11.3%	12.9%
METAL PROCESSING MACHINE	9.2%	9.2%
REAL ESTATE	7.8%	7.3%
TEXTILE MACHINES	6.0%	12.9%
PLASTIC PROCESSING MACHINES	2.8%	3.2%
RENEWABLE ELECTRICITY GENERATION	2.8%	6.0%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	2.4%	3.3%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.6%	1.5%
ELECTRONIC AND OPTICAL DEVICES	1.1%	0.6%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	0.8%	1.8%
PRINTING AND PAPER PROCESSING MACHINES	0.8%	1.4%
AIR TRANSPORT CONVEYANCE	0.7%	2.2%
SHIPS AND OTHER SEA-GOING VESSELS	0.6%	0.8%
TOURISM EQUIPMENT	0.4%	0.5%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.3%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

**2023 QUARTER II AND 2022 QUARTER II
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**



**2023 AND 2022 6-MONTHS CUMULATIVE
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**



2023 QUARTER II AND 2022 QUARTER II COMPARISON OF ASSET SUBJECTS (THOUSAND USD)

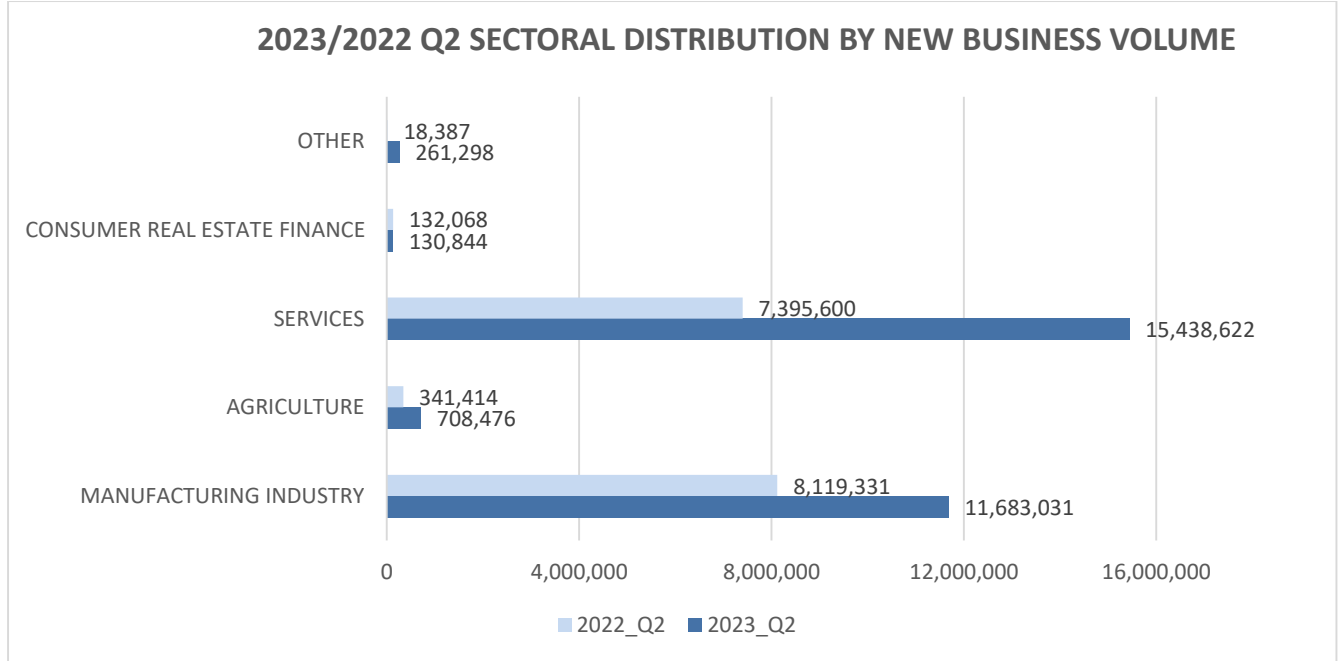
LEASING ASSET SUBJECTS	2023 Q2 Range	2022 Q2 Range	CHANGE %
ROAD VEHICLES	435,477	163,606	166%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	336,039	250,424	34%
OTHER MACHINES AND EQUIPMENT	136,537	121,230	13%
METAL PROCESSING MACHINE	119,079	79,138	50%
REAL ESTATE	104,524	86,208	21%
TEXTILE MACHINES	64,966	122,063	-47%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	40,256	30,755	31%
PLASTIC PROCESSING MACHINES	37,711	24,709	53%
RENEWABLE ELECTRICITY GENERATION	25,334	38,197	-34%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	13,918	17,047	-18%
SHIPS AND OTHER SEA-GOING VESSELS	13,788	10,485	32%
PRINTING AND PAPER PROCESSING MACHINES	13,375	17,511	-24%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	10,461	13,658	-23%
ELECTRONIC AND OPTICAL DEVICES	9,953	5,192	92%
TOURISM EQUIPMENT	6,615	5,904	12%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	6,066	0	0
AIR TRANSPORT CONVEYANCE	1,903	31,688	-94%
SHIPS AND OTHER SEA-GOING VESSELS	813	0	0
ENERGY EFFICIENCY EQUIPMENT	0	0	0
Total New Business Volume	1,376,816	1,017,813	35%
NUMBER OF CONTRACTS	5,392	4,763	13%

6 MONTHS CUMULATIVE COMPARISON OF ASSET SUBJECTS IN 2023 AND 2022 (THOUSAND USD)

LEASING ASSET SUBJECTS	2023 Range	2022 Range	CHANGE %
ROAD VEHICLES	701,305	301,508	133%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	625,266	410,987	52%
OTHER MACHINES AND EQUIPMENT	296,243	256,461	16%
METAL PROCESSING MACHINE	239,696	184,402	30%
REAL ESTATE	204,058	143,350	42%
TEXTILE MACHINES	156,937	256,648	-39%
RENEWABLE ELECTRICITY GENERATION	71,989	123,505	-42%
PLASTIC PROCESSING MACHINES	69,681	63,987	9%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	62,745	67,627	-7%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	42,000	29,437	43%
ELECTRONIC AND OPTICAL DEVICES	29,173	12,703	130%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	20,159	36,339	-45%
AIR TRANSPORT CONVEYANCE	19,405	42,688	-55%
PRINTING AND PAPER PROCESSING MACHINES	19,266	27,720	-30%
SHIPS AND OTHER SEA-GOING VESSELS	15,754	15,860	-1%
TOURISM EQUIPMENT	10,286	9,725	6%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	7,649	775	887%
RAILROAD TRANSPORT VEHICLES	813	0	0
ENERGY EFFICIENCY EQUIPMENT	0	811	-100%
Total New Business Volume	2,592,427	1,984,533	31%
NUMBER OF CONTRACTS	10,797	10,156	6%

LEASING VOLUME BY TYPE OF SECTOR

- The comparison of leasing volume by type of sector for the 2023 Quarter II and 2022 Quarter II are listed below;



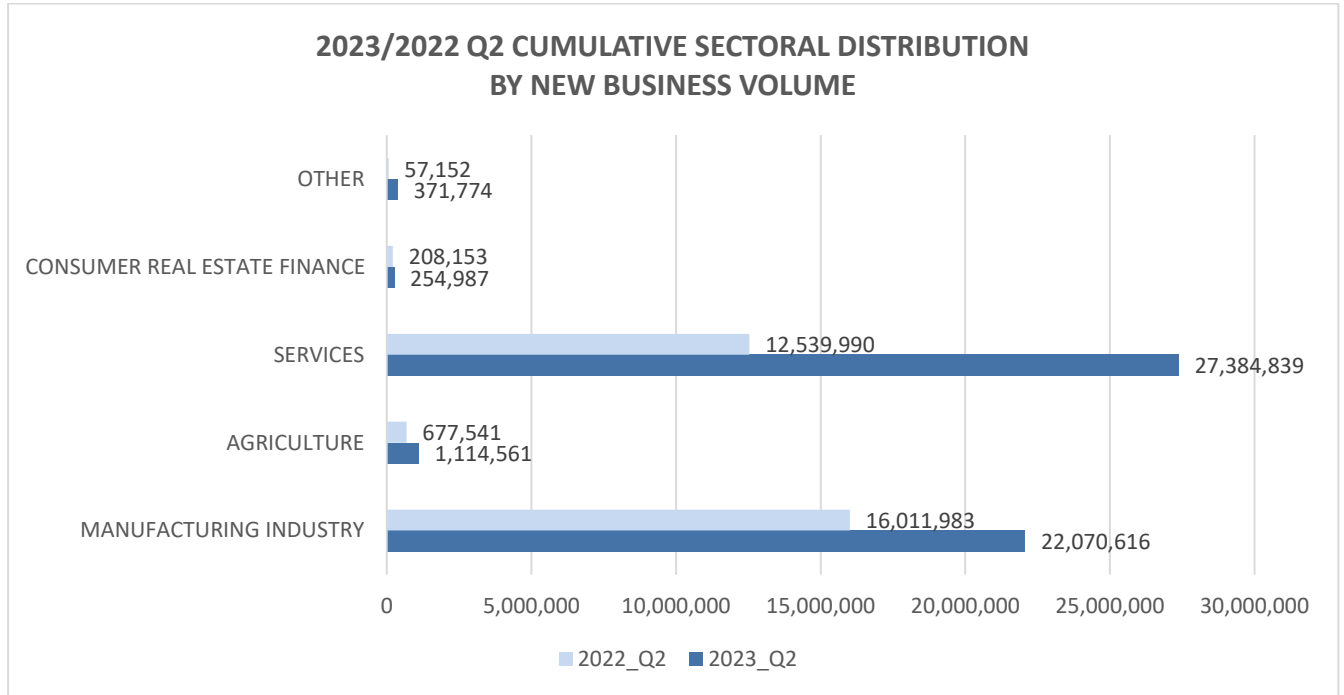
- In this period, there was 44% growth in the “Manufacturing Industry” and 109% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2023_Q2	11,683,031	708,476	15,438,622	130,844	261,298	28,222,271
2022_Q2	8,119,331	341,414	7,395,600	132,068	18,387	16,006,800
Growth	43.9%	107.5%	108.8%	-1%	1321%	76.3%
2023_Q2	41%	3%	55%	0%	1%	100%
2022_Q2	51%	2%	46%	1%	0%	100%

LEASING VOLUME BY TYPE OF SECTOR

- 6-months cumulative comparison of leasing volume by type of sector for 2023 and 2022 are listed below;



- In this period, there was a 38% growth in the “Manufacturing Industry” and 118.5% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2023_Q2	22,070,616	1,114,561	27,384,839	254,987	371,774	51,196,777
2022_Q2	16,011,983	677,541	12,539,990	208,153	57,152	29,494,820
Growth	37.8%	64.5%	118.4%	22%	551%	73.6%
2023_Q2	43%	2%	53%	0%	1%	100%
2022_Q2	54%	2%	43%	1%	0%	100%

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2023 Q2 DATA

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

PERIOD : 01.04.2023-30.06.2023

	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	5,392						
AGRICULTURE	166	708,476	2.5%	903,660	2.39%	35,304	32,583
AGRICULTURE, LIVESTOCK, FORESTRY	156	643,736	2.3%	828,458	2.19%	32,021	29,563
FISHING	10	64,741	0.2%	75,202	0.20%	3,283	3,020
MANUFACTURING INDUSTRY	1,584	11,683,031	41.4%	15,598,249	41.27%	567,122	524,507
MINING OF ENERGY PRODUCING MATERIALS	24	351,854	1.2%	535,510	1.42%	15,567	14,308
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	81	519,062	1.8%	745,255	1.97%	25,319	23,521
FOOD, BEVERAGE AND TOBACCO INDUSTRY	180	999,606	3.5%	1,314,981	3.48%	49,411	45,359
TEXTILE	207	2,226,217	7.9%	2,808,827	7.43%	107,090	99,124
LEATHER INDUSTRY	21	367,457	1.3%	445,386	1.18%	18,873	17,190
WOOD AND TIMBER INDUSTRY	43	163,862	0.6%	209,821	0.56%	7,796	7,134
PAPER INDUSTRY	85	290,820	1.0%	353,604	0.94%	14,429	13,407
NUCLEAR FUEL, OIL AND COAL PRODUCTS	7	76,993	0.3%	103,660	0.27%	3,858	3,539
CHEMICAL INDUSTRY	62	1,088,706	3.9%	1,552,381	4.11%	49,727	45,622
RUBBER AND PLASTIC PROCESSING INDUSTRY	106	704,555	2.5%	927,015	2.45%	34,229	32,435
OTHER MINING INDUSTRY	84	278,015	1.0%	362,776	0.96%	13,797	12,709
METALLURGICAL INDUSTRY	286	1,766,187	6.3%	2,332,799	6.17%	87,474	80,913
MACHINE-BUILDING INDUSTRY	131	634,384	2.2%	913,029	2.42%	30,647	28,365
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	62	270,954	1.0%	404,644	1.07%	13,314	12,316
TRANSPORTATION VEHICLES	85	965,057	3.4%	1,331,962	3.52%	47,479	43,688
OTHER MANUFACTURING INDUSTRY	93	688,664	2.4%	889,645	2.35%	33,582	30,938
ELECTRICITY, GAS AND WATER SUPPLYING	28	290,638	1.0%	366,953	0.97%	14,530	13,938
SERVICES	3,523	15,438,622	54.7%	20,815,954	55.08%	756,478	696,825
CONSTRUCTION	1,282	5,790,702	20.5%	7,651,004	20.25%	282,270	260,733
VEHICLE SERVICING	1,039	3,785,932	13.4%	5,077,439	13.44%	186,949	171,615
TOURISM	74	414,661	1.5%	647,657	1.71%	20,911	19,110
TRANSPORTATION WAREHOUSING AND COMMUNICATION	315	1,465,636	5.2%	1,985,382	5.25%	69,719	64,929
FINANCIAL INTERMEDIATION	186	432,602	1.5%	372,006	0.98%	21,395	19,653
a) Monetary Institutions	153	234,970	0.8%	151,267	0.40%	11,191	10,303
b) Other Financial Intermediaries	33	197,632	0.7%	220,739	0.58%	10,204	9,350
REAL ESTATE BROKERAGE	268	2,243,049	7.9%	3,193,619	8.45%	110,995	101,924
DEFENCE, AND SOCIAL SECURITY	4	130,617	0.5%	155,662	0.41%	5,558	5,087
EDUCATION	12	86,295	0.3%	124,786	0.33%	4,424	4,035
HEALTH AND SOCIAL SERVICES	90	475,246	1.7%	757,437	2.00%	23,303	21,438
OTHER SOCIAL SERVICES	250	601,923	2.1%	834,177	2.21%	30,352	27,749
INDIVIDUAL PERSONS EMPLOYING WORKERS	3	11,958	0.0%	16,786	0.04%	602	552
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	85	130,844	0.5%	140,927	0.37%	5,067	4,647
OTHER	34	261,298	0.9%	332,542	0.88%	12,845	11,715
TOTAL	5,392	28,222,271	100.0%	37,791,332	100%	1,376,816	1,270,276

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2023 Q2 CUMULATIVE DATA

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

PERIOD : 01.01.2023-30.06.2023

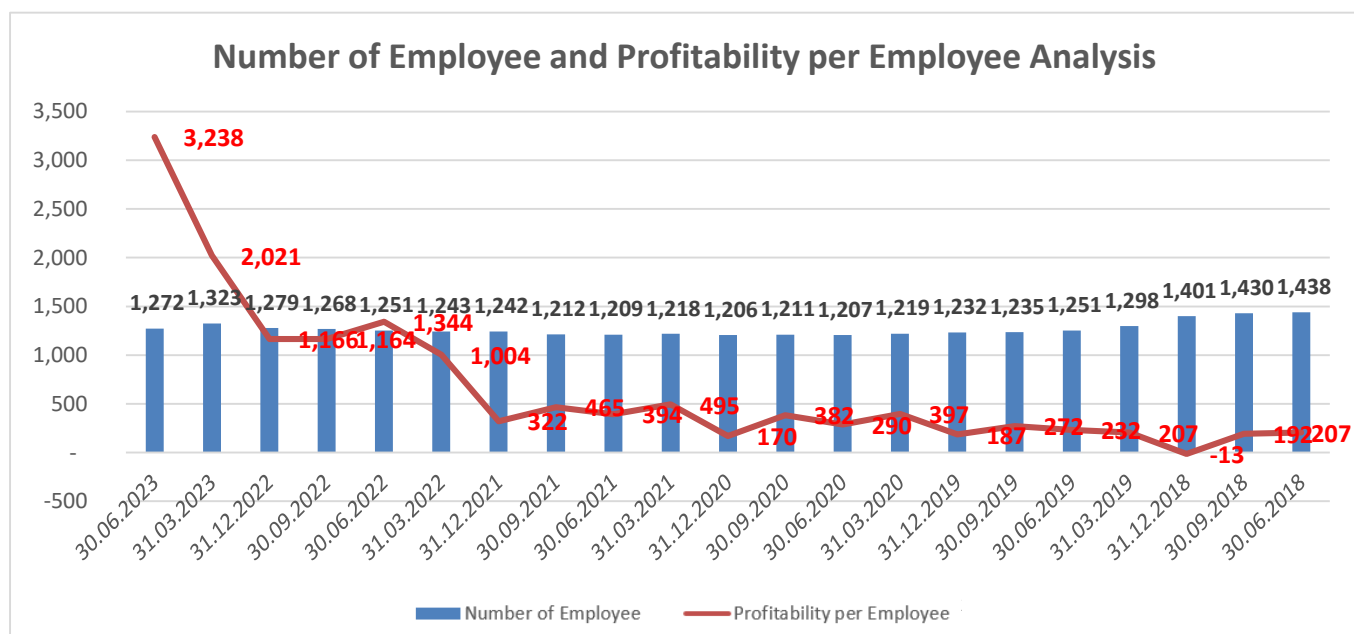
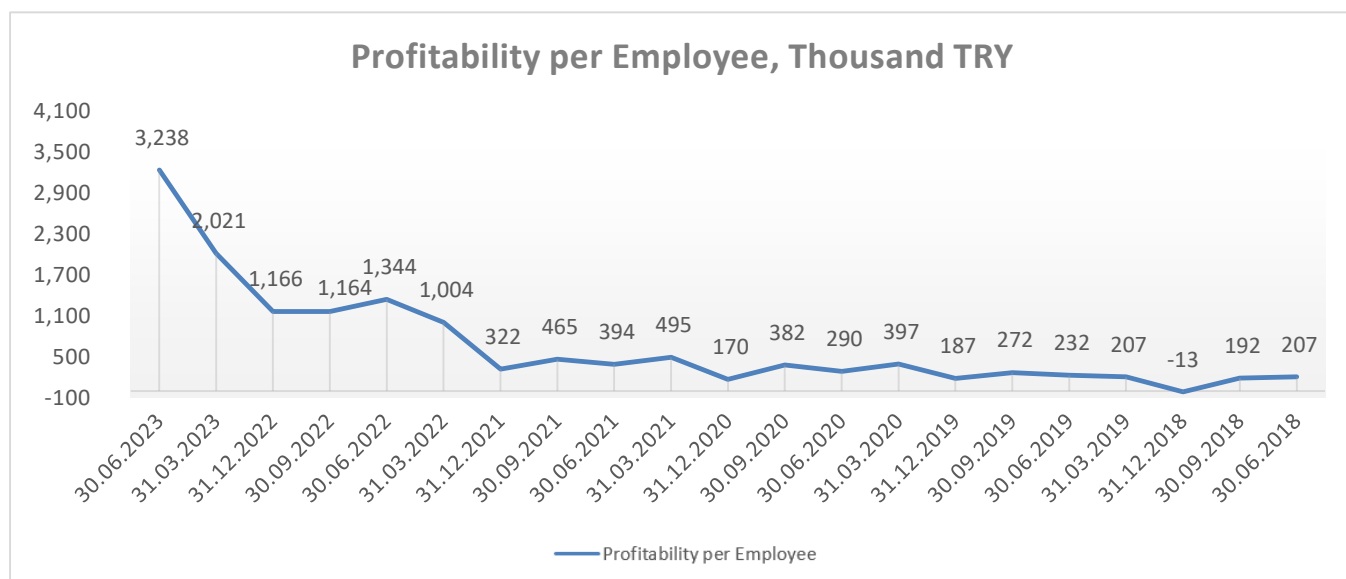
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	10,797						
AGRICULTURE	289	1,114,561	2.2%	1,416,117	2.08%	56,845	52,686
AGRICULTURE, LIVESTOCK, FORESTRY	275	1,041,359	2.0%	1,330,866	1.95%	53,115	49,242
FISHING	14	73,202	0.1%	85,251	0.13%	3,730	3,444
MANUFACTURING INDUSTRY	3,311	22,070,616	43.1%	29,296,216	43.03%	1,117,709	1,038,704
MINING OF ENERGY PRODUCING MATERIALS	59	618,300	1.2%	885,103	1.30%	29,691	27,399
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	156	1,029,242	2.0%	1,451,317	2.13%	52,439	48,719
FOOD,BEVERAGE AND TOBACCO INDUSTRY	310	2,077,922	4.1%	2,783,898	4.09%	106,647	98,597
TEXTILE	406	4,775,782	9.3%	6,139,916	9.02%	242,205	224,936
LEATHER INDUSTRY	46	402,946	0.8%	495,867	0.73%	20,756	18,951
WOOD AND TIMBER INDUSTRY	93	321,983	0.6%	413,105	0.61%	16,178	14,953
PAPER INDUSTRY	120	554,135	1.1%	698,561	1.03%	28,405	26,437
NUCLEAR FUEL, OIL ADN COAL PRODUCTS	13	89,199	0.2%	116,951	0.17%	4,508	4,144
CHEMICAL INDUSTRY	195	1,259,459	2.5%	1,767,171	2.60%	58,773	54,116
RUBBER AND PLASTIC PROCESSING INDUSTRY	230	1,271,288	2.5%	1,686,397	2.48%	64,262	60,500
OTHER MINING INDUSTRY	165	707,528	1.4%	939,271	1.38%	36,553	33,832
METALLURGICAL INDUSTRY	628	3,249,384	6.3%	4,242,512	6.23%	165,983	154,547
MACHINE-BUILDING INDUSTRY	309	1,438,682	2.8%	1,968,994	2.89%	73,279	68,386
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	130	639,132	1.2%	922,340	1.35%	32,879	30,979
TRANSPORTATION VEHICLES	181	1,966,966	3.8%	2,620,579	3.85%	100,451	93,198
OTHER MANUFACTURING INDUSTRY	215	1,184,835	2.3%	1,535,230	2.26%	59,927	55,490
ELECTRICITY, GAS AND WATER SUPPLYING	55	483,831	0.9%	629,003	0.92%	24,772	23,521
SERVICES	7,009	27,384,839	53.5%	36,592,704	53.75%	1,387,610	1,290,126
CONSTRUCTION	2,457	10,264,999	20.1%	13,218,862	19.42%	517,159	483,422
VEHICLE SERVICING	1,775	6,508,830	12.7%	8,642,443	12.69%	331,316	306,289
TOURISM	119	702,627	1.4%	1,012,572	1.49%	36,186	33,711
TRANSPORTATION WAREHOUSING AND COMMUNICATION	975	3,028,672	5.9%	4,135,849	6.08%	152,774	142,948
FINACIAL INTERMEDIATION	374	602,372	1.2%	753,915	1.11%	30,418	28,111
a) Monetary Institutions	270	375,806	0.7%	458,937	0.67%	18,677	17,321
b) Other Financial Intermediaries	104	226,566	0.4%	294,978	0.43%	11,741	10,790
REAL ESTATE BROKERAGE	652	3,826,224	7.5%	5,231,439	7.68%	194,999	180,468
DEFENCE, AND SOCIAL SECURITY	5	130,972	0.3%	156,079	0.23%	5,577	5,105
EDUCATION	28	219,966	0.4%	303,646	0.45%	11,513	10,668
HEALTH AND SOCIAL SERVICES	211	1,184,318	2.3%	1,887,798	2.77%	60,708	56,155
OTHER SOCIAL SERVICES	406	900,009	1.8%	1,227,032	1.80%	46,154	42,504
INDIVIDUAL PERSONS EMPLOYING WORKERS	6	15,851	0.0%	23,068	0.03%	806	744
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	116	254,987	0.5%	272,250	0.40%	11,551	10,616
OTHER	72	371,774	0.7%	502,039	0.74%	18,713	17,165
TOTAL	10,797	51,196,777	100.0%	68,079,325	100%	2,592,427	2,409,297

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- **Comparison of 2023 Q2 and 2022 Q2**

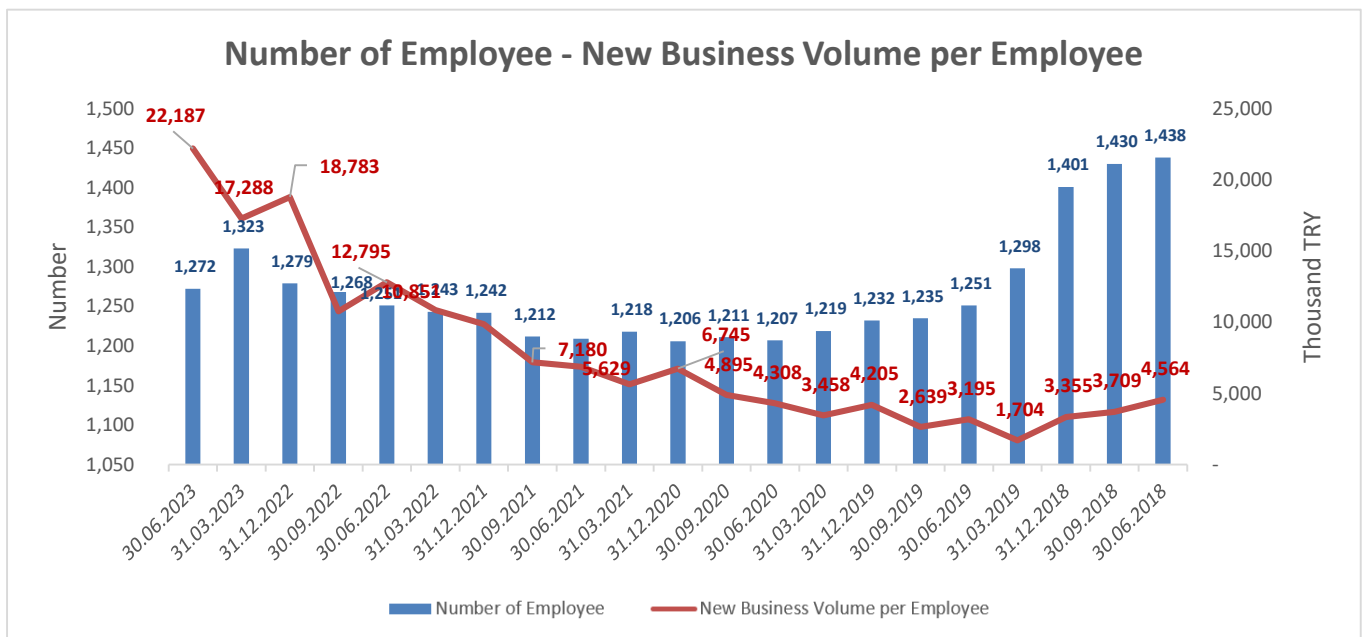
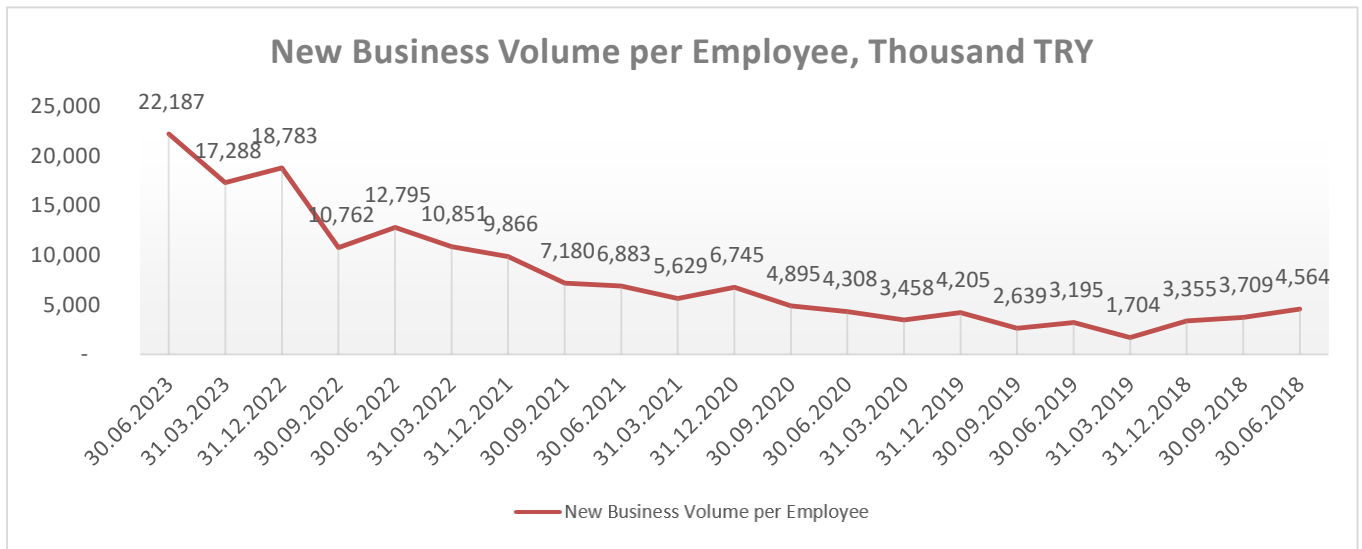
	2023 Q2	2022 Q2	Growth
Number of Companies	21	21	0%
Number of Employees	1.272	1.251	1,7%
Number of Customers	37.649	35.498	6,1%
Number of Branches	114	117	-2,6%

1- Number of Employee and Profitability Per Employee



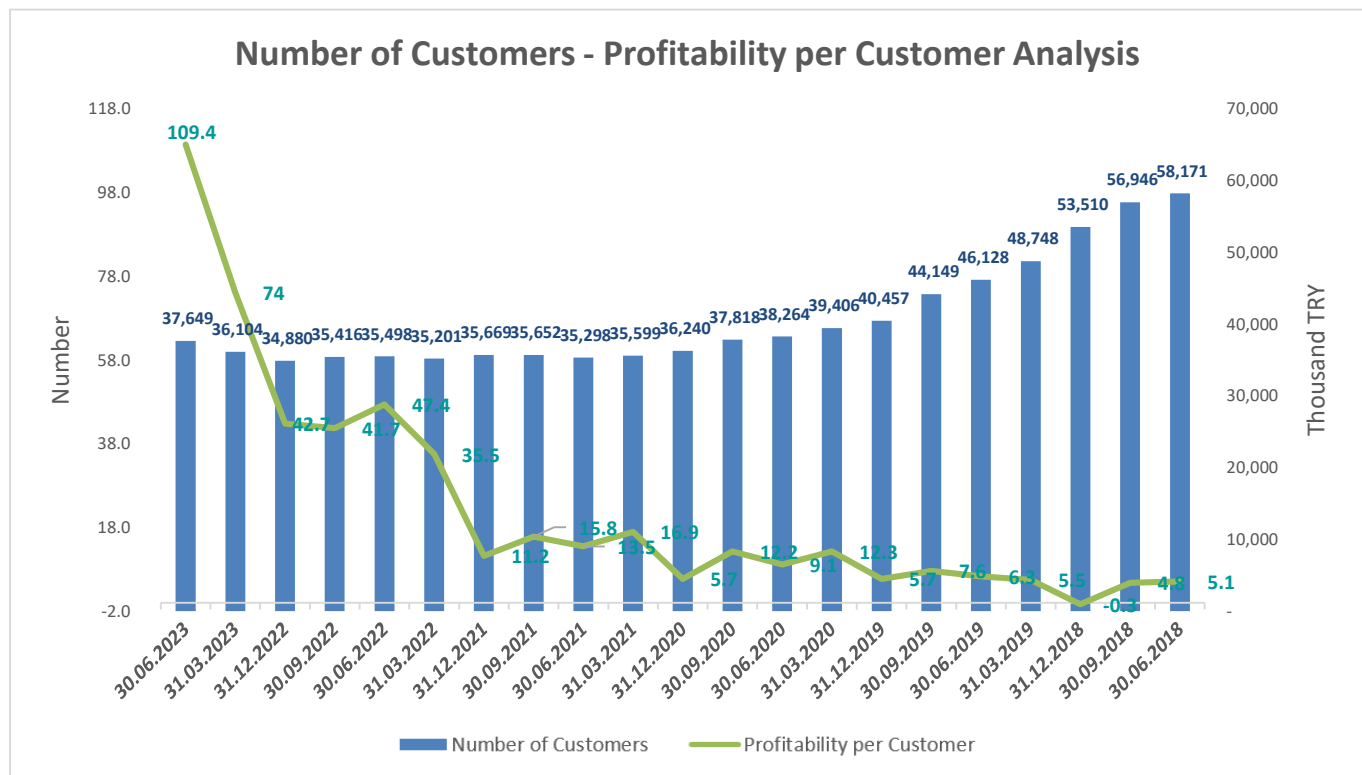
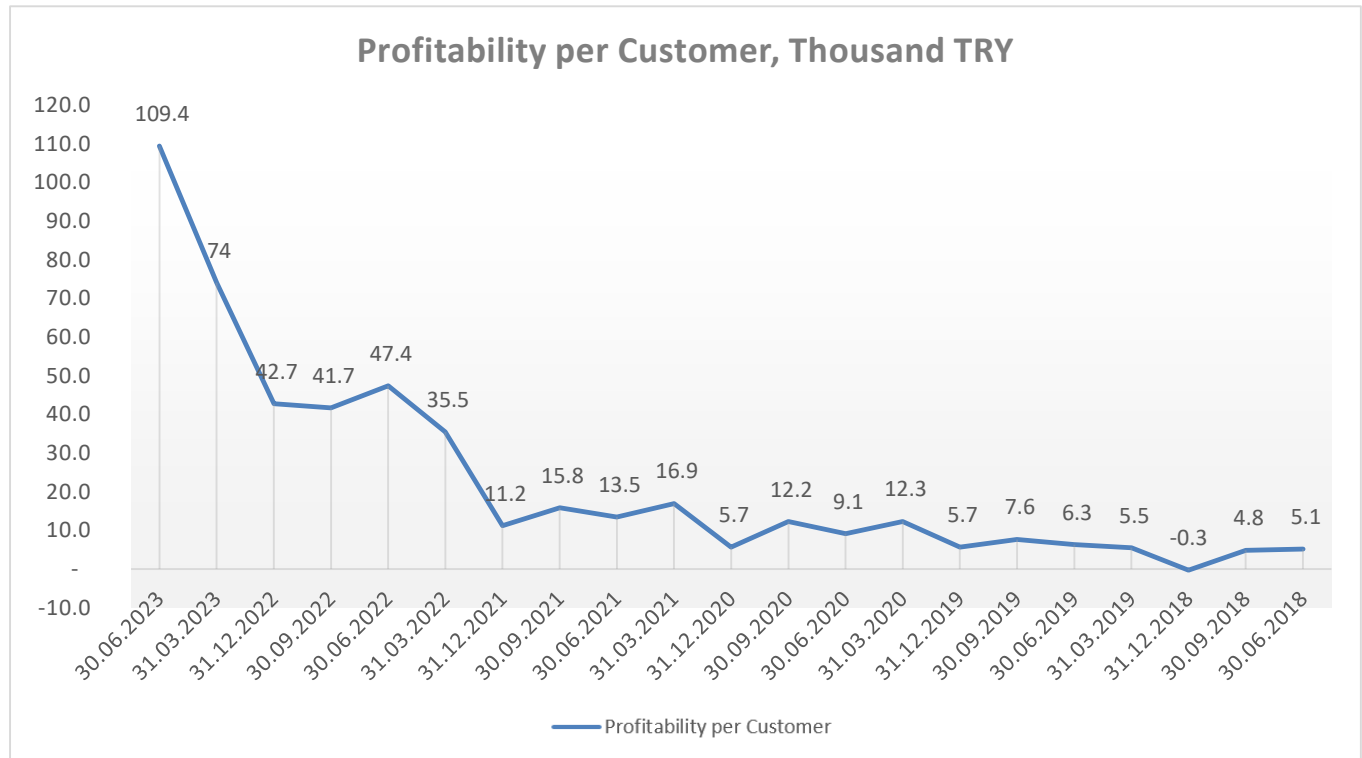
While the number of employees has been decreasing over the past 4 years, profitability ratio per employee has been changing over time.

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



While the number of employees has been on 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.