

# **ASSOCIATION OF FINANCIAL INSTITUTIONS**

## **SUMMARY OF LEASING FINANCIAL DATA**

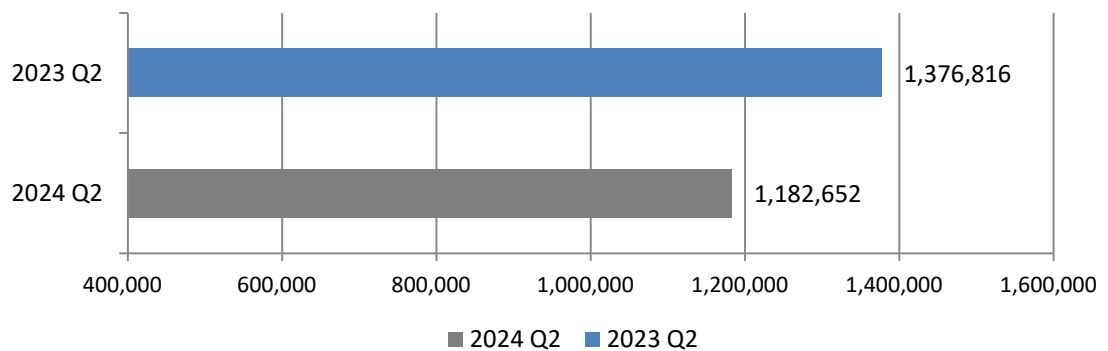
**30.06.2024**



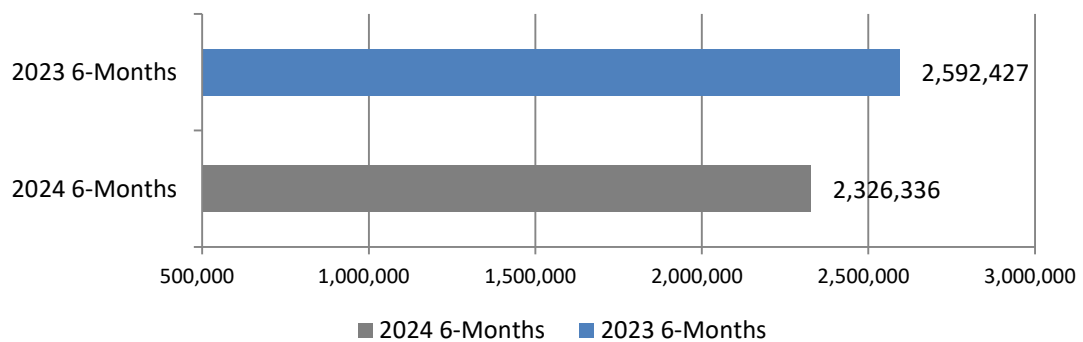
## COMPARISON OF 2024 QUARTER II AND 2023 QUARTER II

### NEW BUSINESS VOLUME:

- 2024 Quarter II new business volume is 1.182.652 thousand USD, which is a **14%** decrease compared to 2023 Quarter II of 1.376.816 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **36%**.

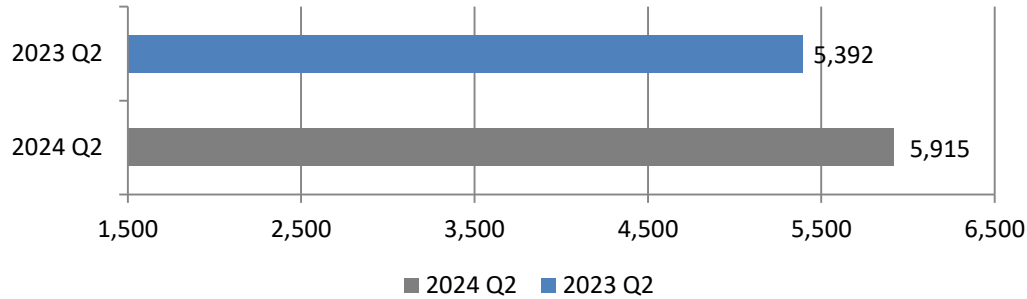


- 2024 six-months cumulative new business volume is 2.326.336 thousand USD, a decrease of **10%** compared to the same period of 2023, which was 2.592.427 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **44%**.

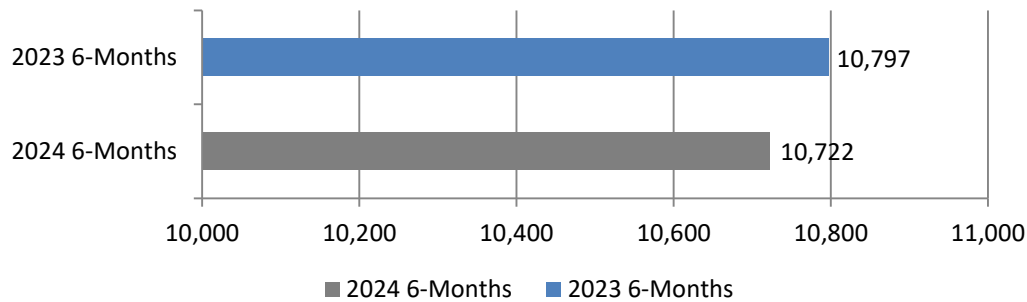


### NUMBER OF CONTRACTS:

- 2024 Quarter II number of contracts is 5.915 while the number of contracts was 5.392 in the same period of 2023. The growth is **10%**.



- 2024 six-months cumulative number of contracts is 10.722, while number of contracts was 10.797 in the same period of 2023. **1%** decrease has occurred.



### PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2024 Q2 and 2023 Q2**

New Business Volume	2024 Q2	2023 Q2	Change
Thousand TRY	38.464.925	28.222.271	36%
Thousand USD	1.182.652	1.376.816	-14%
Number of Contracts	5.915	5.392	10%

- 6-Months Cumulative Comparison of 2024 and 2023**

New Business Volume	2024	2023	Change
Thousand TRY	73.960.243	51.196.777	44%
Thousand USD	2.326.336	2.592.427	-10%
Number of Contracts	10.722	10.797	-1%

#### DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

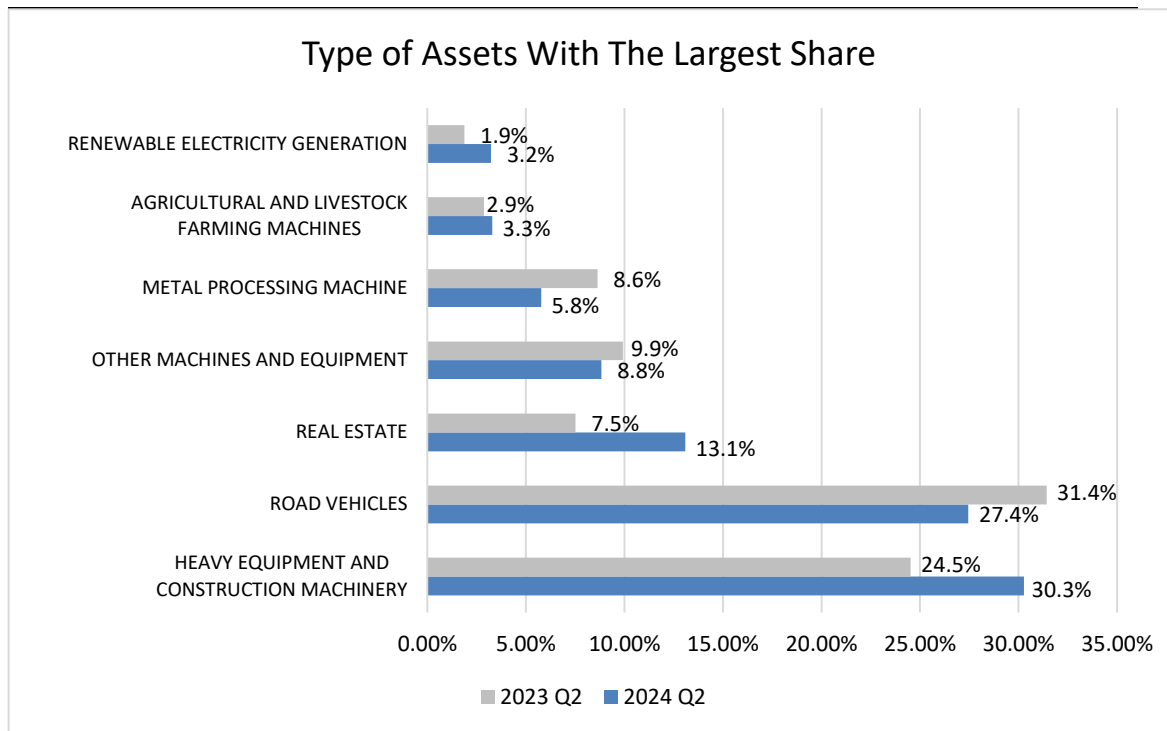
- The distribution ratio of leasing volume by type of asset in 2024 Q2 and 2023 Q2 as follows;

ASSET SUBJECTS OF LEASING	2024 Q2 Ratio	2023 Q2 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	30.3%	24.5%
ROAD VEHICLES	27.4%	31.4%
REAL ESTATE	13.1%	7.5%
OTHER MACHINES AND EQUIPMENT	8.8%	9.9%
METAL PROCESSING MACHINE	5.8%	8.6%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	3.3%	2.9%
RENEWABLE ELECTRICITY GENERATION	3.2%	1.9%
TEXTILE MACHINES	2.6%	4.8%
PLASTIC PROCESSING MACHINES	1.6%	2.7%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.1%	1.0%
PRINTING AND PAPER PROCESSING MACHINES	0.8%	1.0%
SHIPS AND OTHER SEA-GOING VESSELS	0.7%	1.0%
ELECTRONIC AND OPTICAL DEVICES	0.6%	0.7%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	0.5%	0.8%
TOURISM EQUIPMENT	0.2%	0.5%
RAILROAD TRANSPORT VEHICLES	0.0%	0.1%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.0%	0.5%
AIR TRANSPORT CONVEYANCE	0.0%	0.1%
TOTAL NEW BUSINESS VOLUME	100%	100%

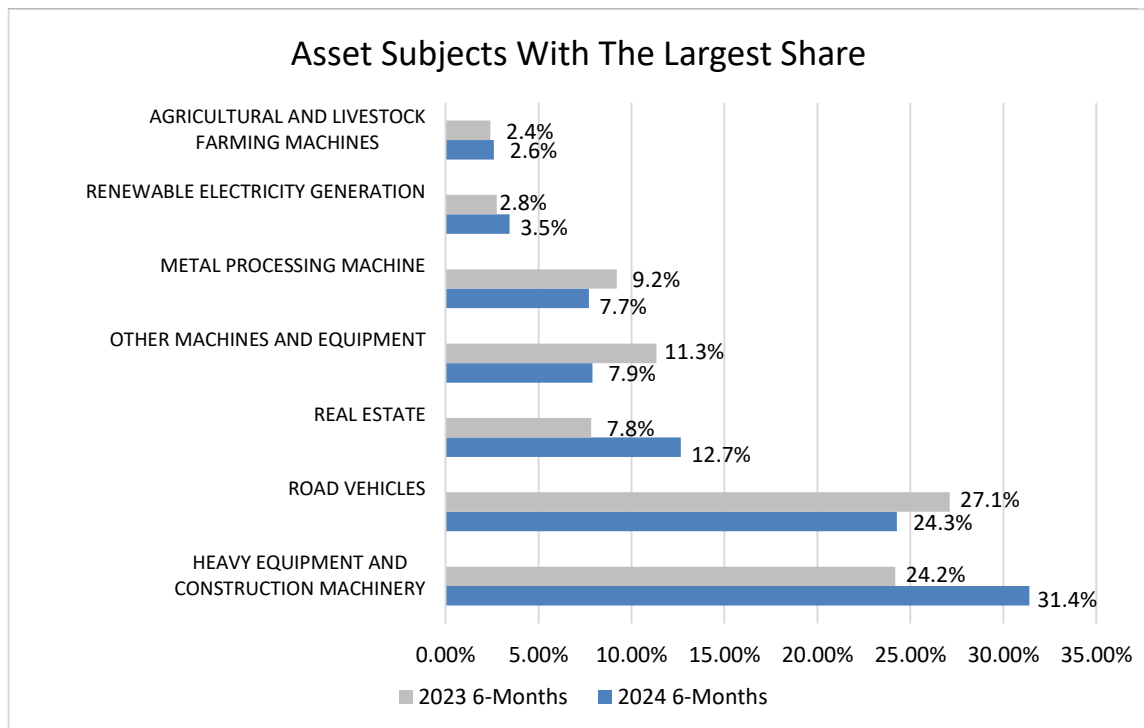
- 6-months cumulative distribution ratio of leasing volume by type of asset in 2024 and 2023 as follows;

ASSET SUBJECTS OF LEASING	2024 Ratio	2023 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	31.4%	24.2%
ROAD VEHICLES	24.3%	27.1%
REAL ESTATE	12.7%	7.8%
OTHER MACHINES AND EQUIPMENT	7.9%	11.3%
METAL PROCESSING MACHINE	7.7%	9.2%
RENEWABLE ELECTRICITY GENERATION	3.5%	2.8%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	2.6%	2.4%
TEXTILE MACHINES	2.5%	6.0%
PLASTIC PROCESSING MACHINES	1.4%	2.8%
AIR TRANSPORT CONVEYANCE	1.3%	0.7%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.2%	1.6%
PRINTING AND PAPER PROCESSING MACHINES	1.0%	0.8%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.0%	0.8%
ELECTRONIC AND OPTICAL DEVICES	0.6%	1.1%
SHIPS AND OTHER SEA-GOING VESSELS	0.6%	0.6%
TOURISM EQUIPMENT	0.3%	0.4%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.0%	0.3%
TOTAL NEW BUSINESS VOLUME	100%	100%

**2024 QUARTER II AND 2023 QUARTER II  
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**



**2024 AND 2023 6-MONTHS CUMULATIVE  
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**



## 2024 QUARTER II AND 2023 QUARTER II COMPARISON OF ASSET SUBJECTS (THOUSAND USD)

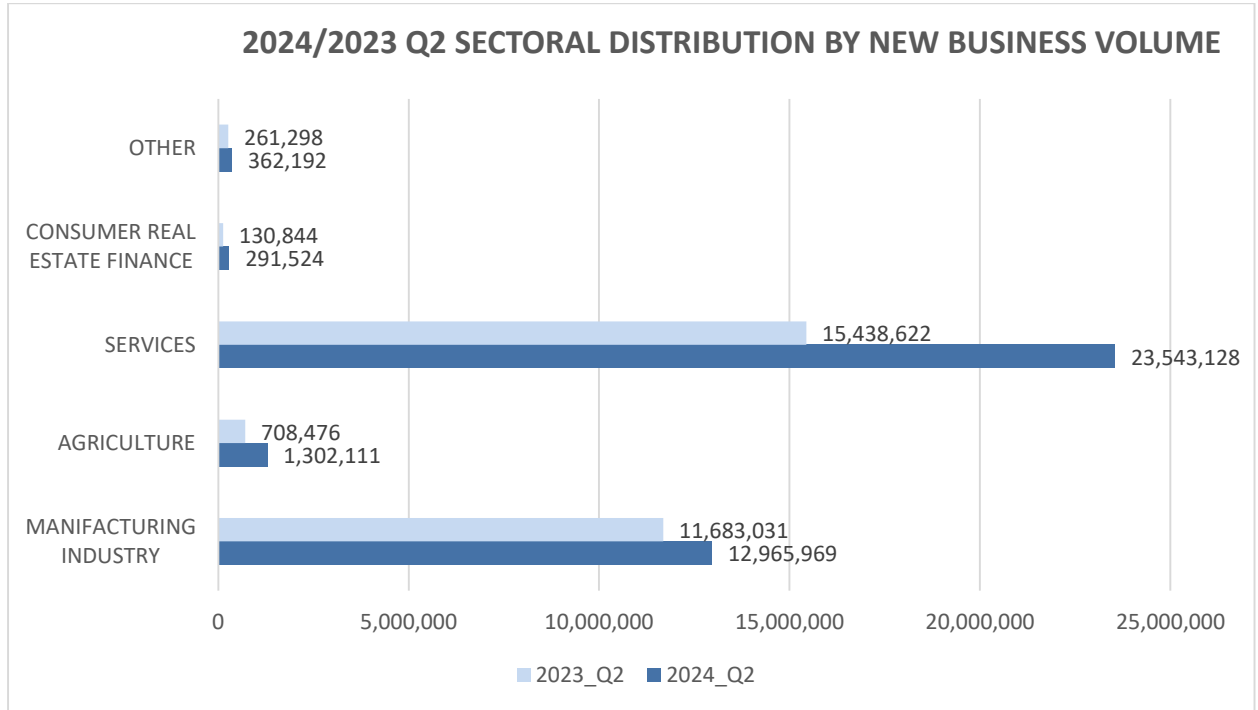
LEASING ASSET SUBJECTS	2024 Q2 Range	2023 Q2 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	360,074	336,039	7%
ROAD VEHICLES	327,560	435,477	-25%
REAL ESTATE	155,237	104,524	49%
OTHER MACHINES AND EQUIPMENT	97,336	136,537	-29%
METAL PROCESSING MACHINE	68,602	119,079	-42%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	39,165	40,256	-3%
RENEWABLE ELECTRICITY GENERATION	38,561	25,334	52%
TEXTILE MACHINES	30,533	64,966	-53%
PLASTIC PROCESSING MACHINES	19,118	37,711	-49%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	13,141	13,918	-6%
PRINTING AND PAPER PROCESSING MACHINES	9,364	13,375	-30%
SHIPS AND OTHER SEA-GOING VESSELS	8,238	13,788	-40%
ELECTRONIC AND OPTICAL DEVICES	7,488	9,953	-25%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	5,572	10,461	-47%
TOURISM EQUIPMENT	2,534	6,615	-62%
RAILROAD TRANSPORT VEHICLES	119	813	-85%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	8	6,066	-100%
AIR TRANSPORT CONVEYANCE	0	1,903	-100%
ENERGY EFFICIENCY EQUIPMENT	0	0	0%
Total New Business Volume	1,182,652	1,376,816	-14%
NUMBER OF CONTRACTS	5,915	5,392	10%

## 6 MONTHS CUMULATIVE COMPARISON OF ASSET SUBJECTS IN 2024 AND 2023 (THOUSAND USD)

LEASING ASSET SUBJECTS	2024 Range	2023 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	733,099	625,266	17%
ROAD VEHICLES	567,077	701,305	-19%
REAL ESTATE	292,600	204,058	43%
METAL PROCESSING MACHINE	180,837	239,696	-25%
OTHER MACHINES AND EQUIPMENT	176,148	296,243	-41%
RENEWABLE ELECTRICITY GENERATION	81,322	71,989	13%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	60,628	62,745	-3%
TEXTILE MACHINES	57,455	156,937	-63%
PLASTIC PROCESSING MACHINES	33,642	69,681	-52%
AIR TRANSPORT CONVEYANCE	31,975	19,405	65%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	27,693	42,000	-34%
PRINTING AND PAPER PROCESSING MACHINES	23,818	19,266	24%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	22,925	20,159	14%
ELECTRONIC AND OPTICAL DEVICES	14,129	29,173	-52%
SHIPS AND OTHER SEA-GOING VESSELS	13,566	15,754	-14%
TOURISM EQUIPMENT	7,948	10,286	-23%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	767	7,649	-90%
RAILROAD TRANSPORT VEHICLES	707	813	-13%
ENERGY EFFICIENCY EQUIPMENT	0	0	0%
Total New Business Volume	2,326,336	2,592,427	-10%
NUMBER OF CONTRACTS	10,722	10,797	-1%

## LEASING VOLUME BY TYPE OF SECTOR

- The comparison of leasing volume by type of sector for the 2024 Quarter II and 2023 Quarter II are listed below;



- In this period, there was 11% growth in the “Manufacturing Industry” and 52.5% growth in the “Service” sector.

Thousand TRY

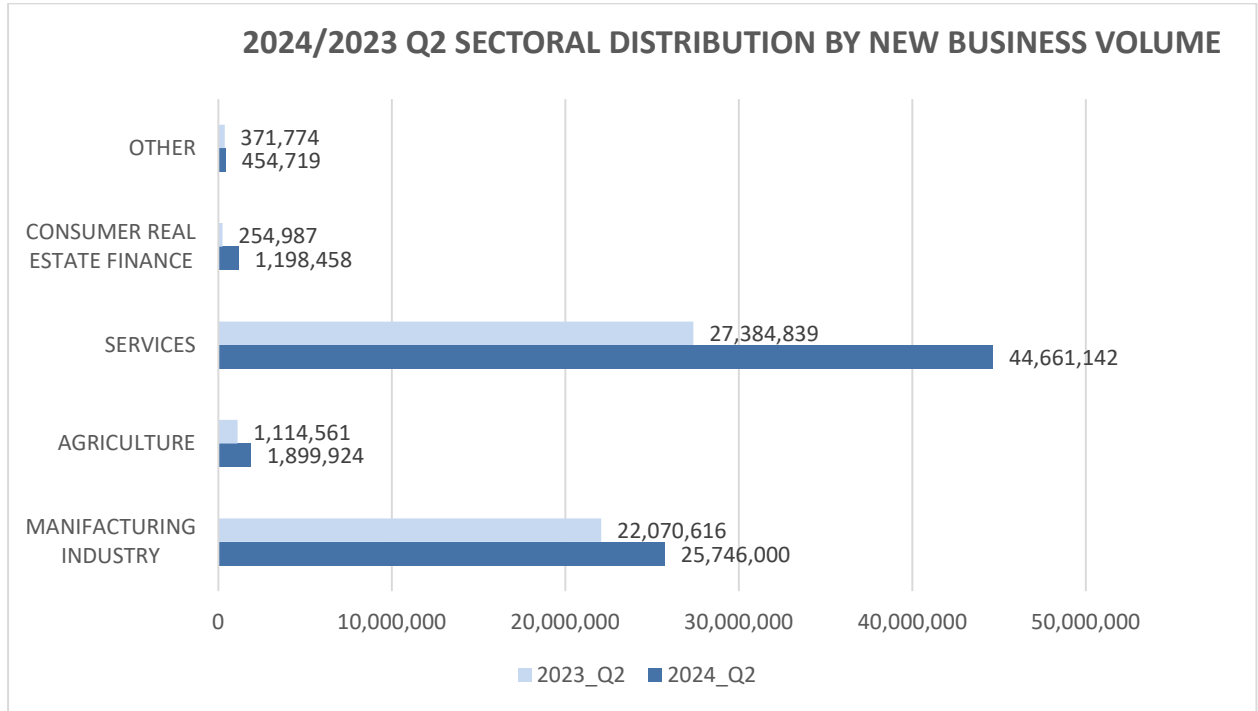
	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2024_Q2	12,965,969	1,302,111	23,543,128	291,524	362,192	38,464,925
2023_Q2	11,683,031	708,476	15,438,622	130,844	261,298	28,222,271
Growth	11.0%	83.8%	52.5%	123%	39%	36.3%

2024_Q2	34%	3%	61%	1%	1%	100%
2023_Q2	41%	3%	55%	0%	1%	100%

### LEASING VOLUME BY TYPE OF SECTOR

- 6 months cumulative comparison of leasing volume by type of sector for 2024 and 2023 are listed below;



- In this period, there was a 16.7% growth in the “Manufacturing Industry” and 63.1% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2024_Q2	25,746,000	1,899,924	44,661,142	1,198,458	454,719	73,960,243
2023_Q2	22,070,616	1,114,561	27,384,839	254,987	371,774	51,196,777
Growth	16.7%	70.5%	63.1%	370%	22%	44.5%

2024_Q2	35%	3%	60%	2%	1%	100%
2023_Q2	43%	2%	53%	0%	1%	100%



AFI MEMBER LEASING COMPANIES  
LEASING VOLUME BY TYPE OF SECTOR  
2024 Q2 DATA

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

PERIOD 01.04.2024-30.06.2024

	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	5,915						
<b>AGRICULTURE</b>	<b>182</b>	<b>1,302,111</b>	<b>3.4%</b>	<b>1,719,498</b>	<b>3.25%</b>	<b>40,313</b>	<b>37,450</b>
AGRICULTURE, LIVESTOCK, FORESTRY	181	1,290,482	3.4%	1,699,781	3.21%	39,954	37,116
FISHING	1	11,629	0.0%	19,717	0.04%	359	334
<b>MANUFACTURING INDUSTRY</b>	<b>1,645</b>	<b>12,965,969</b>	<b>33.7%</b>	<b>16,992,030</b>	<b>32.10%</b>	<b>400,554</b>	<b>372,584</b>
MINING OF ENERGY PRODUCING MATERIALS	15	108,708	0.3%	139,220	0.26%	3,370	3,142
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	85	415,872	1.1%	539,520	1.02%	12,891	11,969
FOOD, BEVERAGE AND TOBACCO INDUSTRY	114	928,961	2.4%	1,271,019	2.40%	28,753	26,732
TEXTILE	117	1,936,041	5.0%	2,442,716	4.61%	59,838	55,559
LEATHER INDUSTRY	9	42,303	0.1%	72,324	0.14%	1,312	1,216
WOOD AND TIMBER INDUSTRY	31	84,403	0.2%	116,703	0.22%	2,612	2,429
PAPER INDUSTRY	35	228,800	0.6%	359,192	0.68%	7,084	6,562
NUCLEAR FUEL, OIL AND COAL PRODUCTS	12	95,284	0.2%	123,219	0.23%	2,956	2,733
CHEMICAL INDUSTRY	435	609,598	1.6%	381,419	0.72%	18,913	17,590
RUBBER AND PLASTIC PROCESSING INDUSTRY	86	779,634	2.0%	1,062,129	2.01%	24,047	22,359
OTHER MINING INDUSTRY	94	555,296	1.4%	766,242	1.45%	17,200	15,978
METALLURGICAL INDUSTRY	252	2,790,122	7.3%	3,658,967	6.91%	85,930	79,952
MACHINE-BUILDING INDUSTRY	139	1,194,384	3.1%	1,473,460	2.78%	36,951	34,354
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	44	199,385	0.5%	276,180	0.52%	6,174	5,718
TRANSPORTATION VEHICLES	55	1,547,722	4.0%	2,360,351	4.46%	47,696	44,447
OTHER MANUFACTURING INDUSTRY	91	691,147	1.8%	957,429	1.81%	21,361	19,859
ELECTRICITY, GAS AND WATER SUPPLYING	31	758,310	2.0%	991,938	1.87%	23,466	21,984
<b>SERVICES</b>	<b>4,043</b>	<b>23,543,128</b>	<b>61.2%</b>	<b>32,711,880</b>	<b>61.79%</b>	<b>728,946</b>	<b>677,428</b>
CONSTRUCTION	1,232	9,473,325	24.6%	11,932,028	22.54%	293,172	272,535
VEHICLE SERVICING	1,120	5,085,960	13.2%	7,798,082	14.73%	157,380	146,328
TOURISM	125	1,249,784	3.2%	1,470,299	2.78%	38,668	36,172
TRANSPORTATION WAREHOUSING AND COMMUNICATION	233	2,421,468	6.3%	4,951,807	9.35%	74,974	69,353
FINANCIAL INTERMEDIATION	51	1,039,542	2.7%	1,196,234	2.26%	32,106	30,075
a) Monetary Institutions	31	504,455	1.3%	615,991	1.16%	15,653	14,524
b) Other Financial Intermediaries	20	535,088	1.4%	580,243	1.10%	16,454	15,551
REAL ESTATE BROKERAGE	1,041	3,131,345	8.1%	3,849,193	7.27%	97,135	90,070
DEFENCE, AND SOCIAL SECURITY	5	52,023	0.1%	56,891	0.11%	1,618	1,489
EDUCATION	8	41,159	0.1%	61,949	0.12%	1,279	1,184
HEALTH AND SOCIAL SERVICES	75	607,941	1.6%	919,269	1.74%	18,780	17,395
OTHER SOCIAL SERVICES	151	427,720	1.1%	461,208	0.87%	13,432	12,458
INDIVIDUAL PERSONS EMPLOYING WORKERS	2	12,861	0.0%	14,921	0.03%	399	369
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
<b>CONSUMER REAL ESTATE FINANCE</b>	<b>30</b>	<b>291,524</b>	<b>0.8%</b>	<b>302,127</b>	<b>0.57%</b>	<b>8,881</b>	<b>8,299</b>
<b>OTHER</b>	<b>15</b>	<b>362,192</b>	<b>0.9%</b>	<b>1,214,618</b>	<b>2.29%</b>	<b>3,957</b>	<b>3,667</b>
<b>TOTAL</b>	<b>5,915</b>	<b>38,464,925</b>	<b>100.0%</b>	<b>52,940,154</b>	<b>100%</b>	<b>1,182,652</b>	<b>1,099,428</b>

AFI MEMBER LEASING COMPANIES  
LEASING VOLUME BY TYPE OF SECTOR  
2024 Q2 CUMULATIVE DATA

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

PERIOD 01.01.2024-30.06.2024

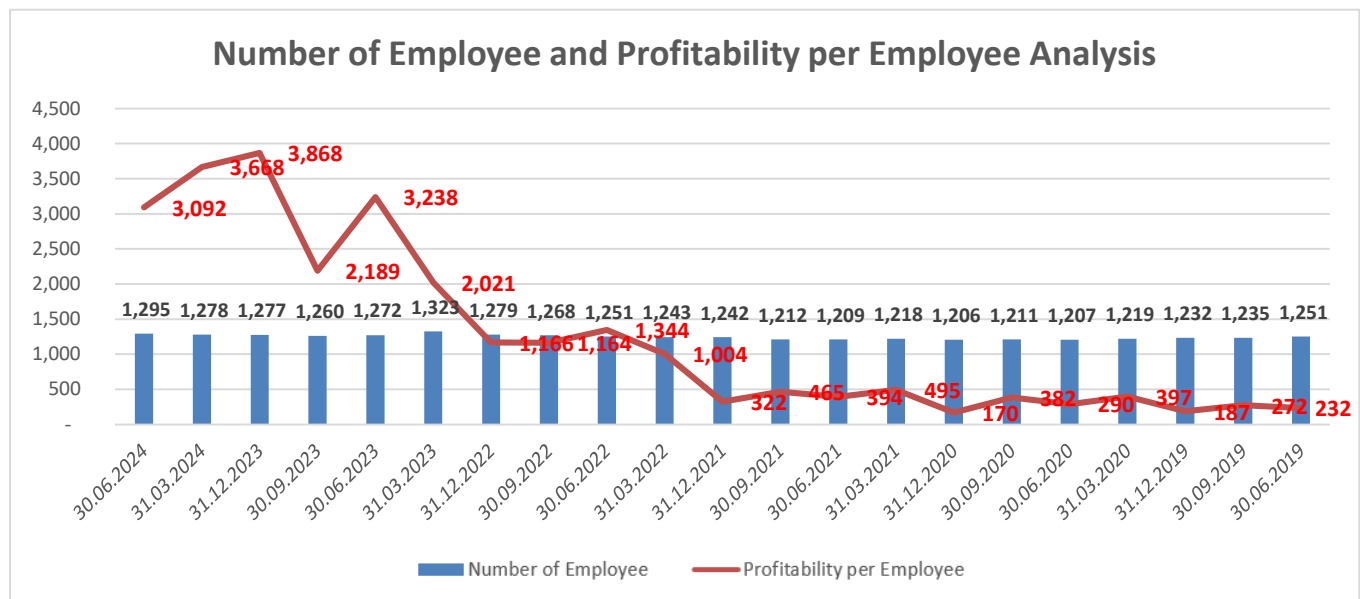
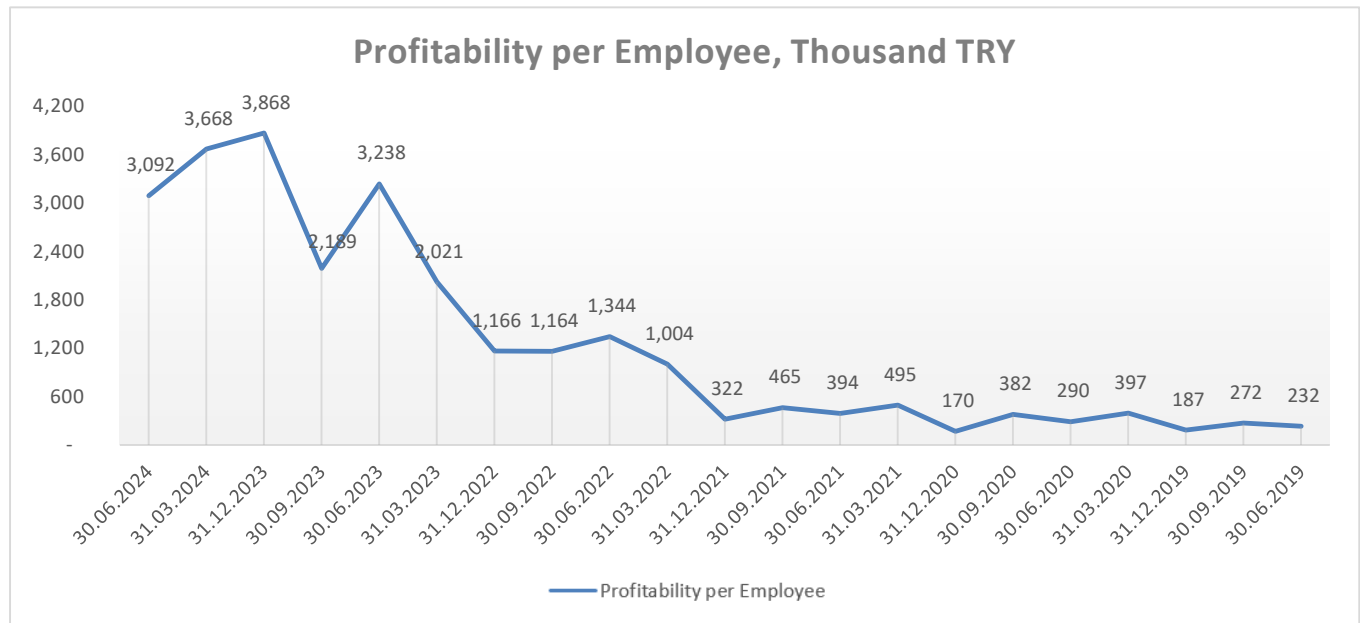
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	10,722						
<b>AGRICULTURE</b>	<b>298</b>	<b>1,899,924</b>	<b>2.6%</b>	<b>2,454,132</b>	<b>2.39%</b>	<b>59,567</b>	<b>55,276</b>
AGRICULTURE, LIVESTOCK, FORESTRY	294	1,885,952	2.5%	2,431,135	2.37%	59,132	54,872
FISHING	4	13,972	0.0%	22,997	0.02%	435	404
<b>MANUFACTURING INDUSTRY</b>	<b>3,009</b>	<b>25,746,000</b>	<b>34.8%</b>	<b>35,167,785</b>	<b>34.24%</b>	<b>811,421</b>	<b>751,831</b>
MINING OF ENERGY PRODUCING MATERIALS	41	384,877	0.5%	527,318	0.51%	12,303	11,415
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	156	966,713	1.3%	1,273,790	1.24%	30,571	28,315
FOOD,BEVERAGE AND TOBACCO INDUSTRY	257	1,586,628	2.1%	2,259,966	2.20%	49,962	46,375
TEXTILE	232	4,306,924	5.8%	5,528,680	5.38%	135,094	124,867
LEATHER INDUSTRY	14	50,983	0.1%	83,038	0.08%	1,587	1,469
WOOD AND TIMBER INDUSTRY	65	161,041	0.2%	217,438	0.21%	5,112	4,728
PAPER INDUSTRY	72	722,906	1.0%	1,075,746	1.05%	22,812	21,489
NUCLEAR FUEL, OIL ADN COAL PRODUCTS	16	135,970	0.2%	183,378	0.18%	4,289	3,961
CHEMICAL INDUSTRY	537	879,383	1.2%	700,733	0.68%	27,666	25,639
RUBBER AND PLASTIC PROCESSING INDUSTRY	186	1,367,132	1.8%	2,048,475	1.99%	42,995	39,993
OTHER MINING INDUSTRY	164	1,031,631	1.4%	1,531,167	1.49%	32,659	30,221
METALLURGICAL INDUSTRY	502	5,166,407	7.0%	7,375,625	7.18%	162,744	151,034
MACHINE-BUILDING INDUSTRY	281	2,526,881	3.4%	3,483,971	3.39%	79,663	73,747
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	87	503,720	0.7%	720,587	0.70%	16,114	14,870
TRANSPORTATION VEHICLES	128	3,276,103	4.4%	4,536,649	4.42%	103,535	95,341
OTHER MANUFACTURING INDUSTRY	216	1,223,890	1.7%	1,706,115	1.66%	38,618	35,768
ELECTRICITY, GAS AND WATER SUPPLYING	55	1,454,809	2.0%	1,915,107	1.86%	45,698	42,599
<b>SERVICES</b>	<b>7,175</b>	<b>44,661,142</b>	<b>60.4%</b>	<b>62,503,682</b>	<b>60.85%</b>	<b>1,411,665</b>	<b>1,307,259</b>
CONSTRUCTION	2,699	19,815,573	26.8%	25,970,652	25.28%	626,725	580,284
VEHICLE SERVICING	1,838	8,776,018	11.9%	12,867,403	12.53%	276,198	255,796
TOURISM	169	1,843,954	2.5%	2,259,194	2.20%	58,148	54,164
TRANSPORTATION WAREHOUSING AND COMMUNICATION	501	4,193,260	5.7%	7,466,856	7.27%	132,698	122,621
FINACIAL INTERMEDIATION	231	1,319,411	1.8%	1,405,591	1.37%	41,433	38,657
a) Monetary Institutions	180	750,186	1.0%	801,652	0.78%	23,869	22,078
b) Other Financial Intermediaries	51	569,224	0.8%	603,939	0.59%	17,563	16,578
REAL ESTATE BROKERAGE	1,325	6,068,592	8.2%	8,669,909	8.44%	192,134	177,832
DEFENCE, AND SOCIAL SECURITY	9	209,668	0.3%	263,508	0.26%	6,753	6,231
EDUCATION	28	255,267	0.3%	334,427	0.33%	8,382	7,717
HEALTH AND SOCIAL SERVICES	138	1,298,329	1.8%	2,158,475	2.10%	41,096	37,983
OTHER SOCIAL SERVICES	234	864,724	1.2%	1,088,899	1.06%	27,591	25,507
INDIVIDUAL PERSONS EMPLOYING WORKERS	3	16,347	0.0%	18,768	0.02%	507	469
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
<b>CONSUMER REAL ESTATE FINANCE</b>	<b>204</b>	<b>1,198,458</b>	<b>1.6%</b>	<b>1,253,700</b>	<b>1.22%</b>	<b>36,972</b>	<b>34,359</b>
<b>OTHER</b>	<b>36</b>	<b>454,719</b>	<b>0.6%</b>	<b>1,344,763</b>	<b>1.31%</b>	<b>6,711</b>	<b>6,203</b>
<b>TOTAL</b>	<b>10,722</b>	<b>73,960,243</b>	<b>100.0%</b>	<b>102,724,062</b>	<b>100%</b>	<b>2,326,336</b>	<b>2,154,928</b>

## PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- **Comparison of 2024 Q2 and 2023 Q2**

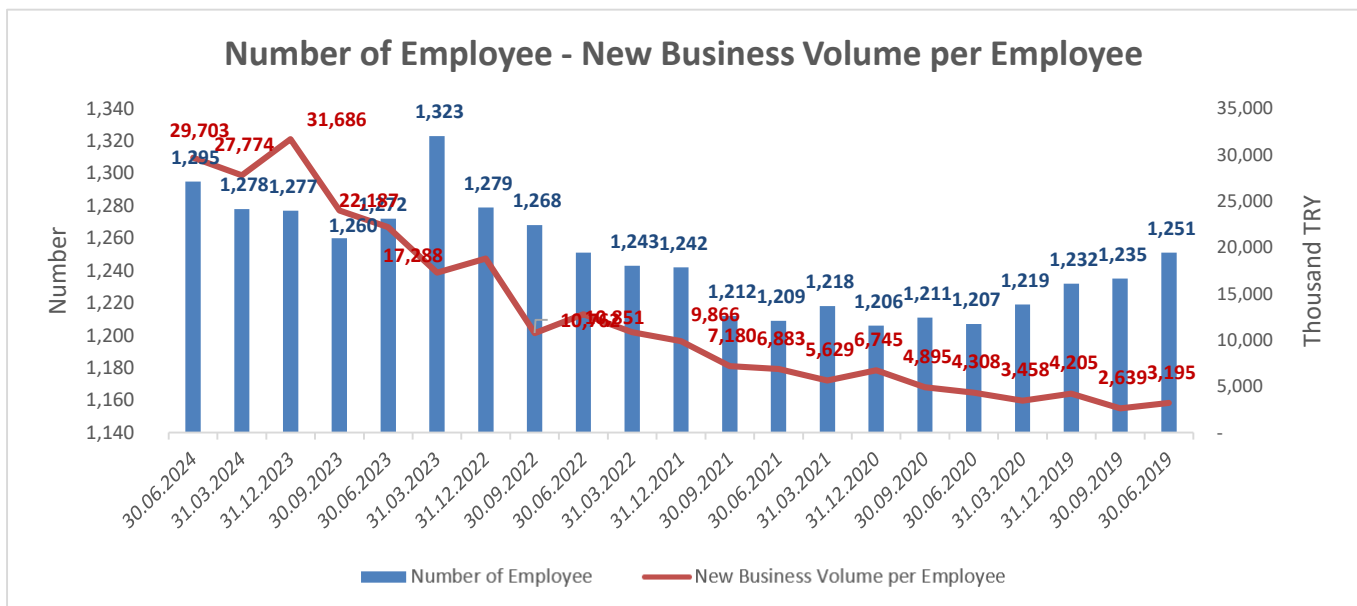
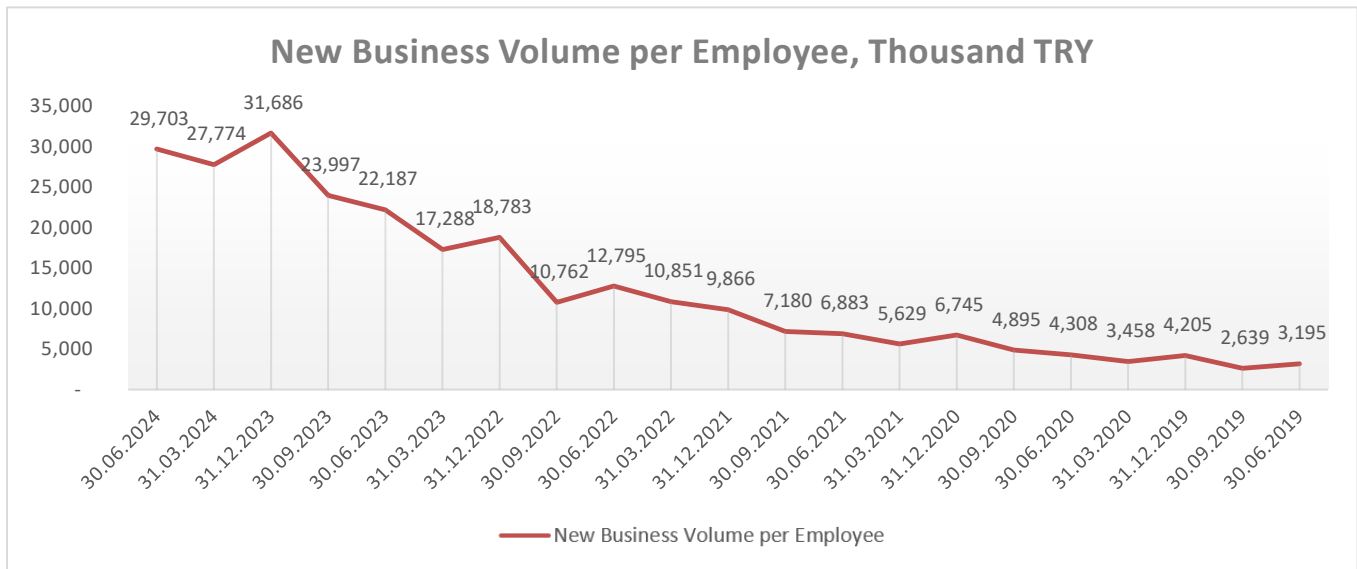
	<b>2024 Q2</b>	<b>2023 Q2</b>	<b>Growth</b>
Number of Companies	20	21	-4,8%
Number of Employees	1.295	1.272	1,8%
Number of Customers	38.091	37.649	1,2%
Number of Branches	115	114	0,9%

**Graph 1- Number of Employee and Profitability Per Employee**



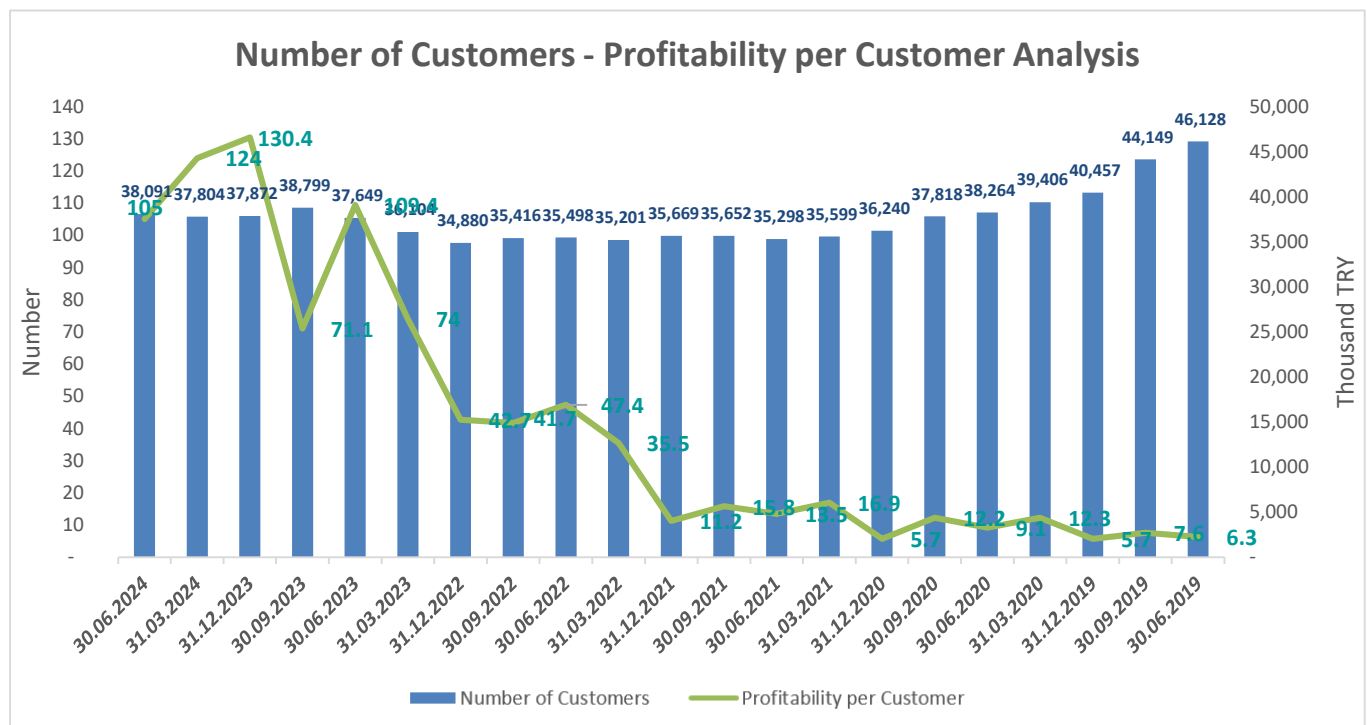
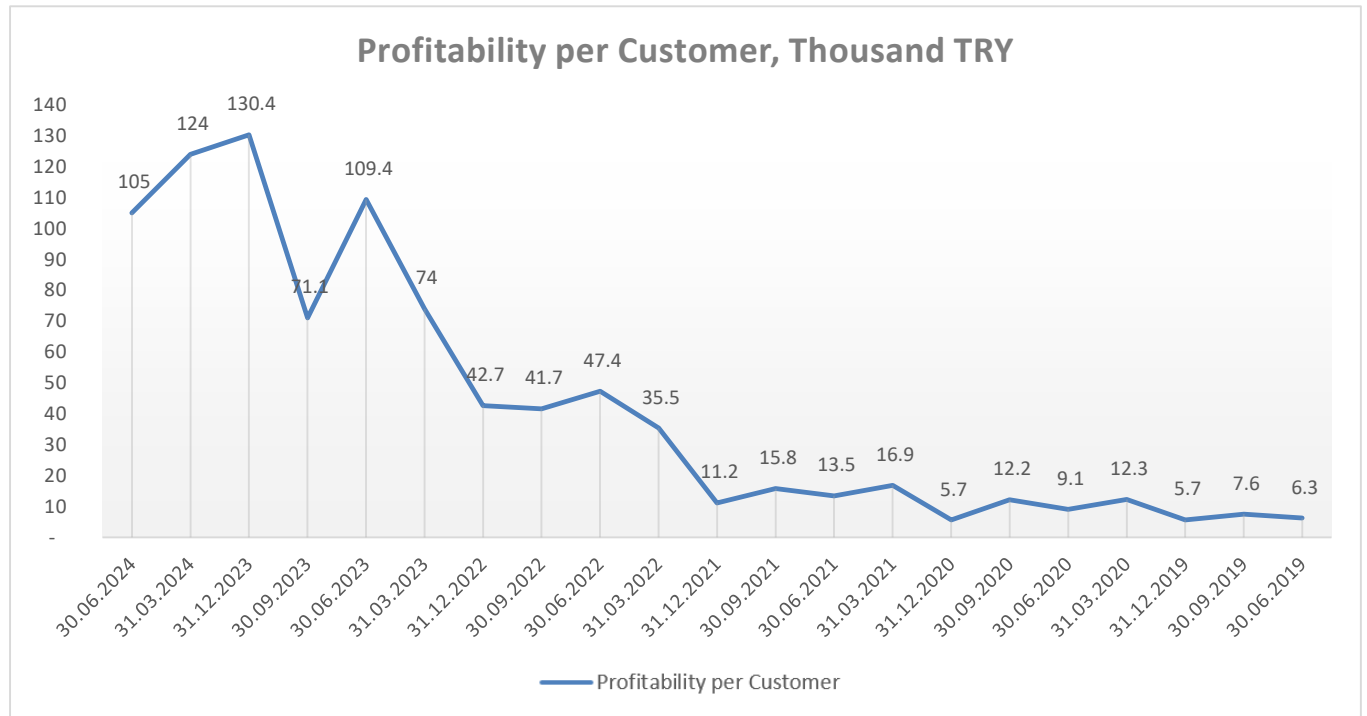
The number of employees and profitability ratios per employee have been changing over time.

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



While the number of employees in the sector has been changing over time since 2019 Quarter II, new business volume per employee ratios have been on an upward trend since 2022 Quarter III.

**Graph 3- Number of Customers and Profitability Analysis Per Customer**



The number of customers in the sector has remained approximately at the same level since the 2020 Quarter I. If we look at the profitability ratios per customer, it has been in an upward trend since the end of 2021.