

# **ASSOCIATION OF FINANCIAL INSTITUTIONS**

## **SUMMARY OF LEASING FINANCIAL DATA**

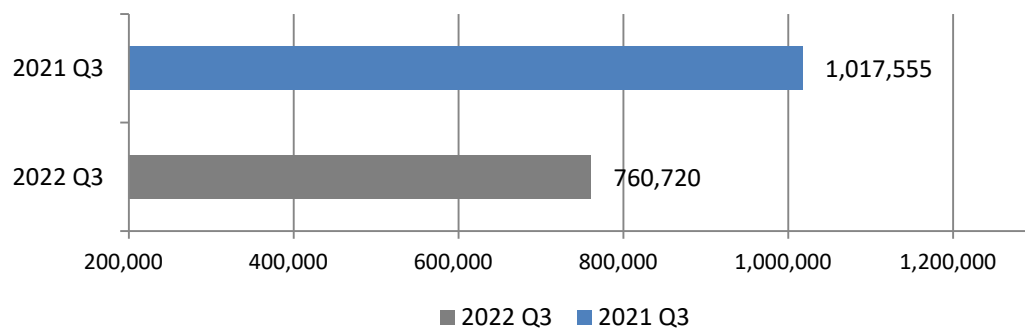
**30.09.2022**



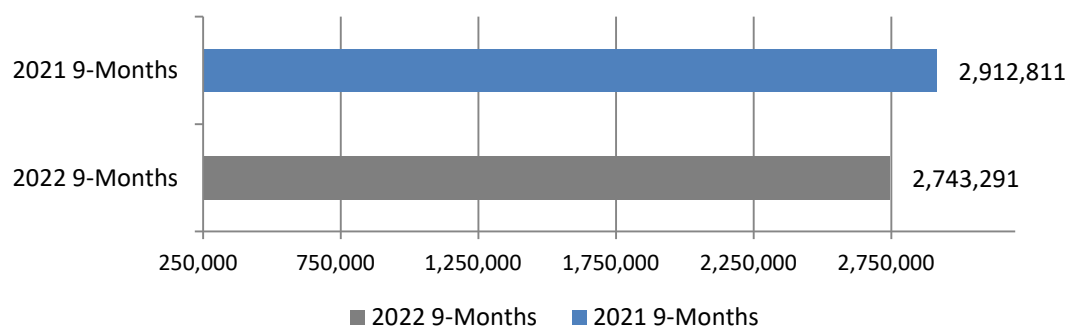
## COMPARISON OF 2022 QUARTER III AND 2021 QUARTER III

### NEW BUSINESS VOLUME:

- 2022 Quarter III new business volume is 760.720 thousand USD, which is a **-25,2%** decrease compared to 2021 Quarter III of 1.017.555 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **56,8%**.

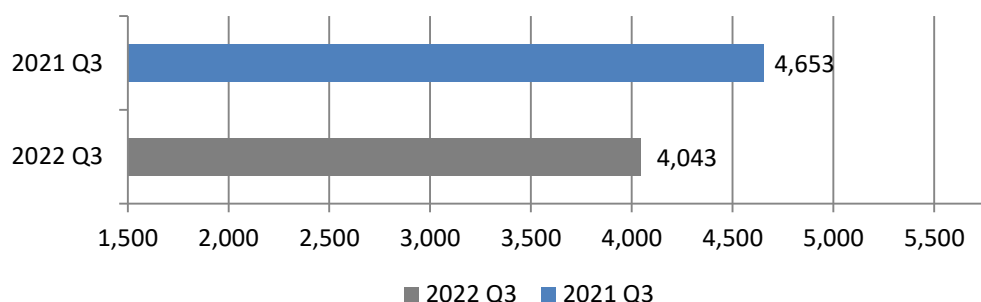


- 2022 nine-months cumulative new business volume is 2.743.291 thousand USD, a decrease of **-5.8%** compared to the same period of 2021, which was 2.912.811 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **80.7%**.

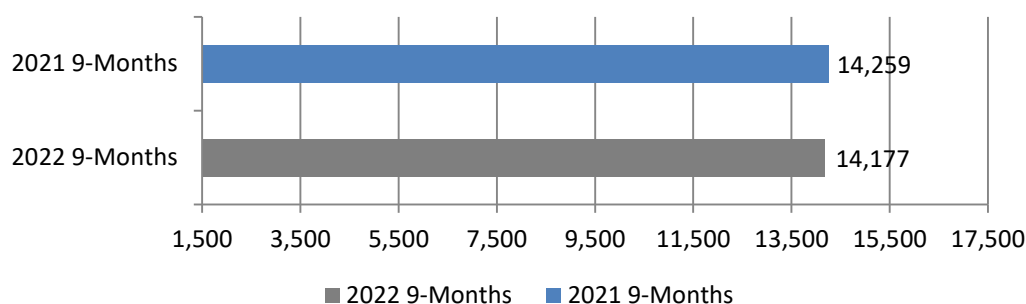


## NUMBER OF CONTRACTS:

- 2022 Quarter III number of contracts is 4.043, while the number of contracts was 4.653 in the same period of 2021. The growth is **-%13**.



- 2022 nine-months cumulative number of contracts is 14.177, while the number of contracts was 14.259 in the same period of 2021. **1%** decrease has occurred.



## PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2022 Q3 and 2021 Q3**

New Business Volume	2022 Q3	2021 Q3	Change
Thousand TRY	13.646.511	8.701.936	56,8%
Thousand USD	760.720	1.017.555	-25,2%
Number of Contracts	4.043	4.653	-13%

- 9-Months Cumulative Comparison of 2022 and 2021**

New Business Volume	2022	2021	Change
Thousand TRY	43.141.330	23.878.765	80,7%
Thousand USD	2.743.291	2.912.811	-5,8%
Number of Contracts	14.177	14.259	- 1%

## DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

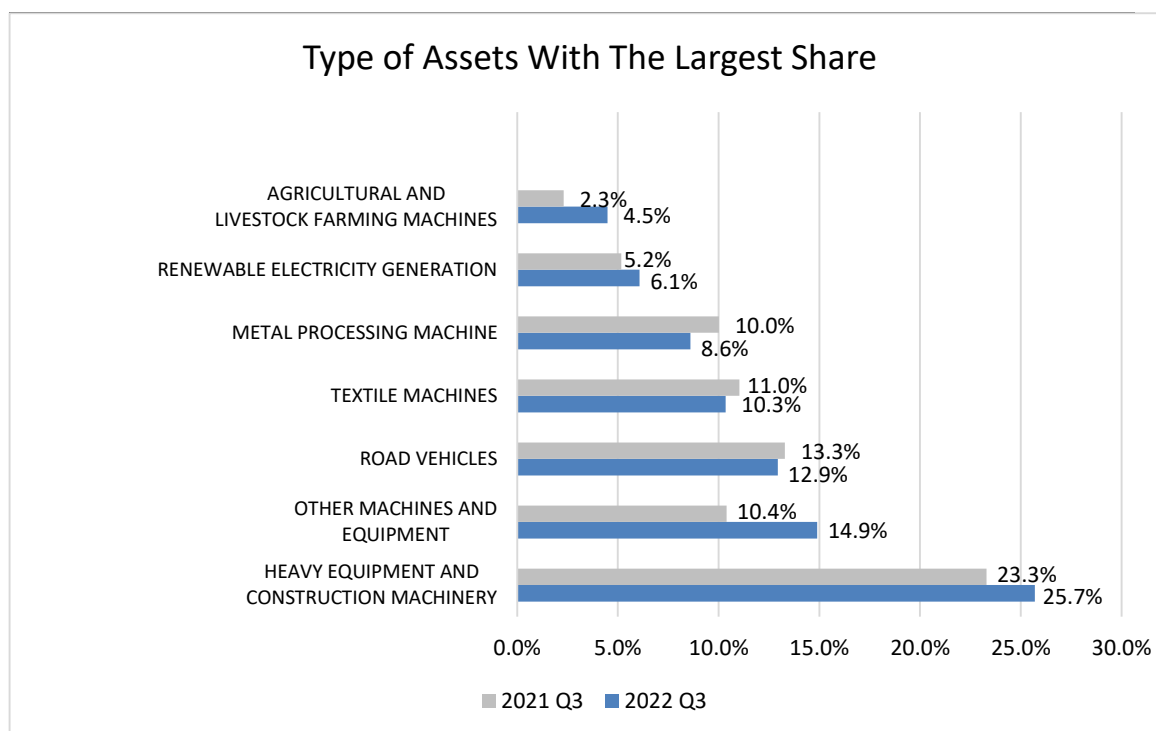
- The distribution ratio of leasing volume by type of asset in 2022 Q3 and 2021 Q3 as follows;

ASSET SUBJECTS OF LEASING	2022 Q3 Ratio	2021 Q3 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	25.7%	23.3%
OTHER MACHINES AND EQUIPMENT	14.9%	10.4%
ROAD VEHICLES	12.9%	13.3%
TEXTILE MACHINES	10.3%	11.0%
METAL PROCESSING MACHINE	8.6%	10.0%
RENEWABLE ELECTRICITY GENERATION	6.1%	5.2%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	4.5%	2.3%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	3.7%	2.7%
REAL ESTATE	3.5%	12.1%
PLASTIC PROCESSING MACHINES	2.6%	2.7%
PRINTING AND PAPER PROCESSING MACHINES	2.5%	2.6%
SHIPS AND OTHER SEA-GOING VESSELS	2.0%	2.3%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	0.8%	1.3%
ELECTRONIC AND OPTICAL DEVICES	0.7%	0.4%
TOURISM EQUIPMENT	0.5%	0.4%
AIR TRANSPORT CONVEYANCE	0.5%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

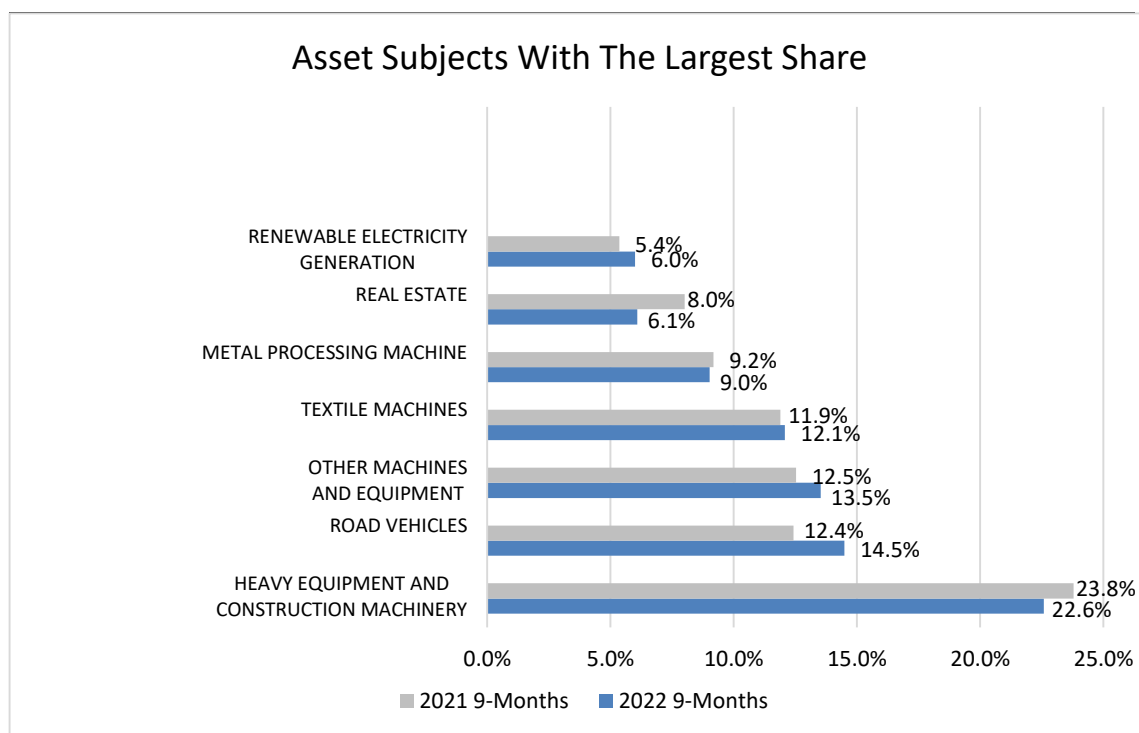
- 9-months cumulative distribution ratio of leasing volume by type of asset in 2022 and 2021 as follows;

ASSET SUBJECTS OF LEASING	2022 Ratio	2021 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	22.6%	23.8%
ROAD VEHICLES	14.5%	12.4%
OTHER MACHINES AND EQUIPMENT	13.5%	12.5%
TEXTILE MACHINES	12.1%	11.9%
METAL PROCESSING MACHINE	9.0%	9.2%
REAL ESTATE	6.1%	8.0%
RENEWABLE ELECTRICITY GENERATION	6.0%	5.4%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	3.7%	4.4%
PLASTIC PROCESSING MACHINES	3.0%	2.7%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	2.2%	2.6%
PRINTING AND PAPER PROCESSING MACHINES	1.8%	2.5%
AIR TRANSPORT CONVEYANCE	1.6%	0.1%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.5%	1.3%
SHIPS AND OTHER SEA-GOING VESSELS	1.2%	2.2%
ELECTRONIC AND OPTICAL DEVICES	0.7%	0.5%
TOURISM EQUIPMENT	0.5%	0.5%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.0%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

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



**2024 AND 2023 9-MONTHS CUMULATIVE  
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**



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

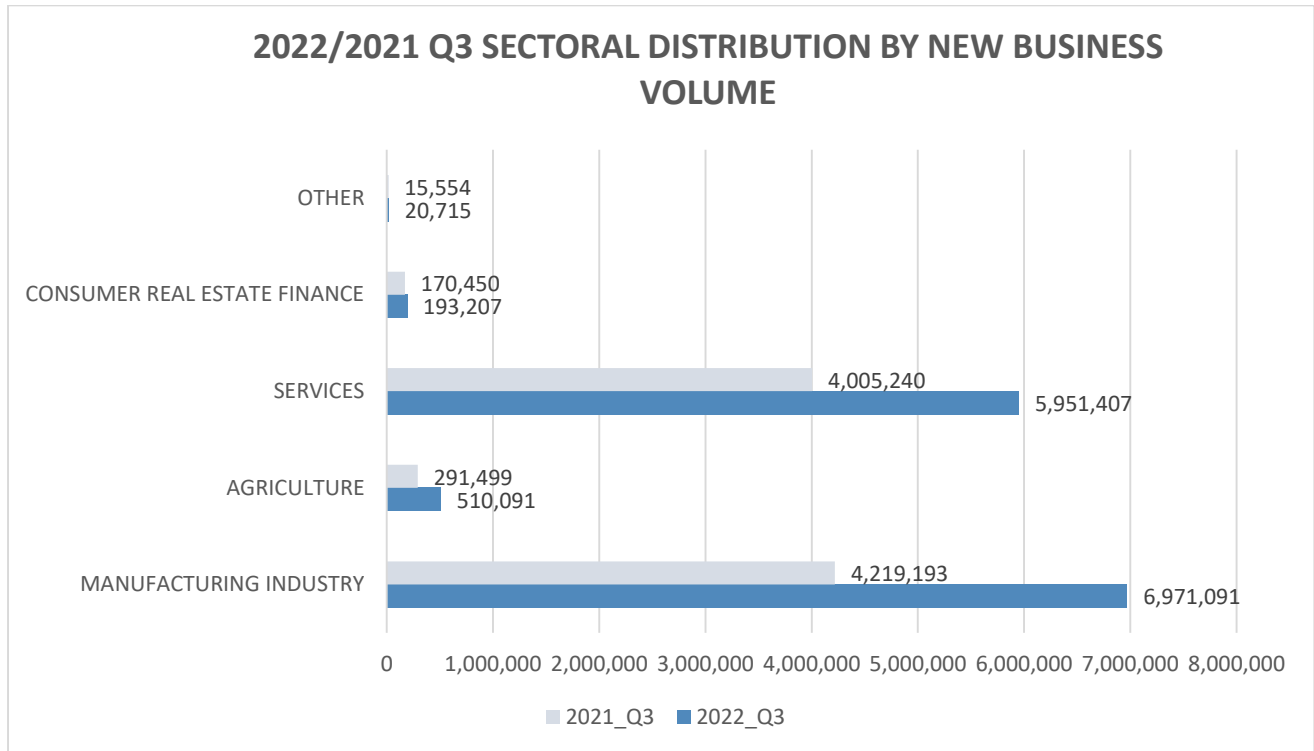
LEASING ASSET SUBJECTS	2023 Q3 Range	2022 Q3 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	194,981	237,494	-18%
OTHER MACHINES AND EQUIPMENT	111,973	106,084	6%
ROAD VEHICLES	98,408	135,145	-27%
TEXTILE MACHINES	78,448	112,724	-30%
METAL PROCESSING MACHINE	65,232	101,950	-36%
RENEWABLE ELECTRICITY GENERATION	45,890	52,392	-12%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	33,749	23,615	43%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	30,066	27,232	10%
REAL ESTATE	26,422	122,860	-78%
PLASTIC PROCESSING MACHINES	19,859	27,427	-28%
PRINTING AND PAPER PROCESSING MACHINES	18,873	26,491	-29%
SHIPS AND OTHER SEA-GOING VESSELS	15,545	22,937	-32%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	6,140	13,299	-54%
ELECTRONIC AND OPTICAL DEVICES	5,310	3,946	35%
TOURISM EQUIPMENT	4,077	3,697	10%
AIR TRANSPORT CONVEYANCE	3,599	208	1630%
ENERGY EFFICIENCY EQUIPMENT	1,644	22	7383%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	278	0	0
RAILROAD TRANSPORT VEHICLES	226	34	565%
Total New Business Volume	760,720	1,017,555	-25%
NUMBER OF CONTRACTS	4,043	4,653	-13%

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

LEASING ASSET SUBJECTS	2023 Range	2022 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	605,968	693,610	-13%
ROAD VEHICLES	399,916	362,899	10%
OTHER MACHINES AND EQUIPMENT	367,064	367,165	0%
TEXTILE MACHINES	335,096	349,328	-4%
METAL PROCESSING MACHINE	249,634	268,610	-7%
REAL ESTATE	169,772	221,468	-23%
RENEWABLE ELECTRICITY GENERATION	169,395	159,057	6%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	101,376	130,953	-23%
PLASTIC PROCESSING MACHINES	83,845	80,554	4%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	58,911	73,594	-20%
PRINTING AND PAPER PROCESSING MACHINES	46,593	72,770	-36%
SHIPS AND OTHER SEA-GOING VESSELS	46,287	1,529	2927%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	42,480	38,700	10%
SHIPS AND OTHER SEA-GOING VESSELS	31,405	61,776	-49%
ELECTRONIC AND OPTICAL DEVICES	18,013	14,475	24%
TOURISM EQUIPMENT	13,802	15,455	-11%
ENERGY EFFICIENCY EQUIPMENT	2,455	491	400%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	1,053	344	206%
RAILROAD TRANSPORT VEHICLES	226	34	565%
Total New Business Volume	2,743,291	2,912,811	-6%
NUMBER OF CONTRACTS	14,177	14,259	-1%

## LEASING VOLUME BY TYPE OF SECTOR

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



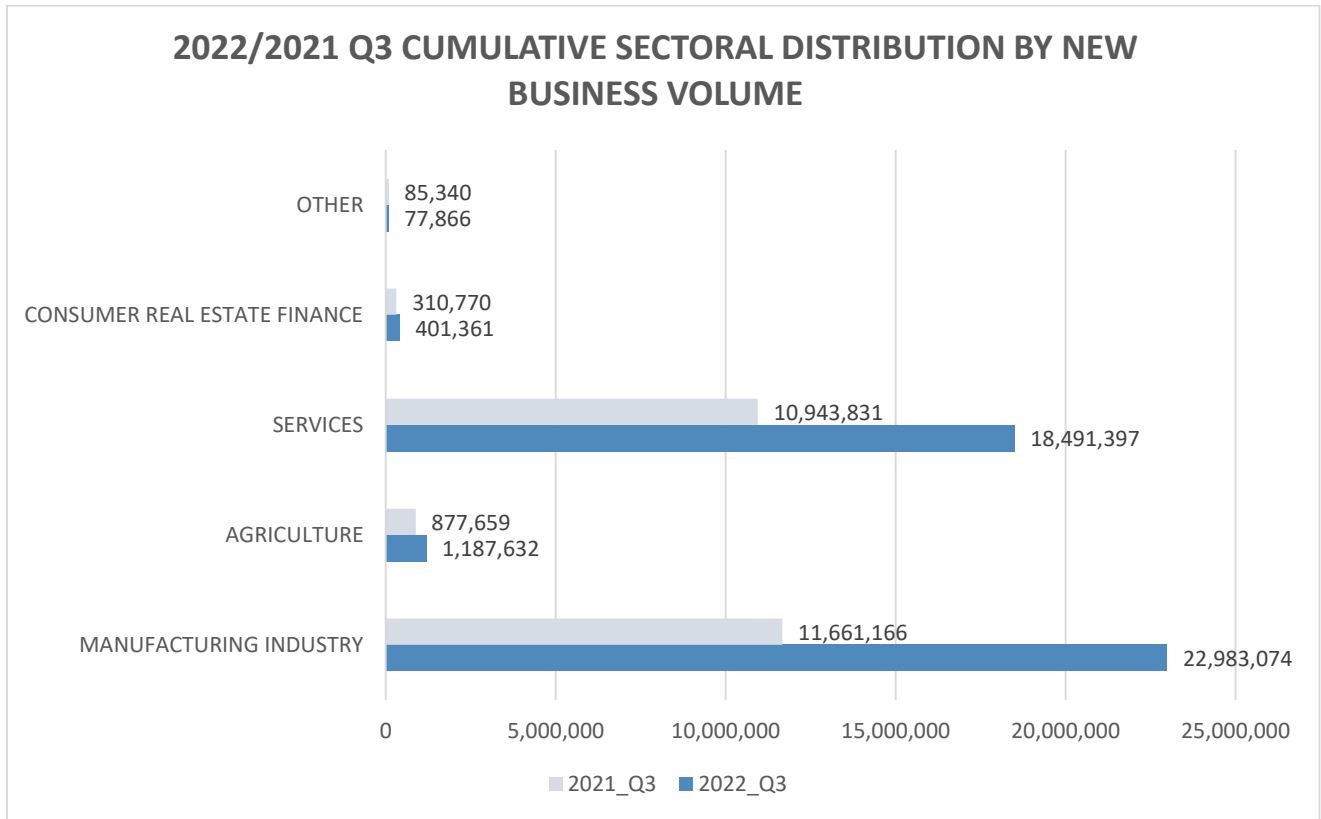
- In this period, there was 65% growth in the “Manufacturing Industry” and 48% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2022_Q3	6,971,091	510,091	5,951,407	193,207	20,715	13,646,511
2021_Q3	4,219,193	291,499	4,005,240	170,450	15,554	8,701,936
Growth	65.2%	75.0%	48.6%	13%	33%	56.8%
2022_Q3	51%	4%	44%	1%	0%	100%
2021_Q3	48%	3%	46%	2%	0%	100%

## LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was a 97% growth in the “Manufacturing Industry” and 69% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2022_Q3	22,983,074	1,187,632	18,491,397	401,361	77,866	43,141,330
2021_Q3	11,661,166	877,659	10,943,831	310,770	85,340	23,878,765
Growth	97.1%	35.3%	69.0%	29%	-9%	80.7%

2022_Q3	53%	3%	43%	1%	0%	100%
2021_Q3	49%	4%	46%	1%	0%	100%



AFI MEMBER LEASING COMPANIES  
LEASING VOLUME BY TYPE OF SECTOR  
2022 Q3 DATA

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

PERIOD: 01.07.2022-30.09.2022

	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
<b>NUMBER OF CONTRACTS</b> 4,043							
<b>AGRICULTURE</b>	<b>173</b>	<b>510,091</b>	<b>3.7%</b>	<b>645,639</b>	<b>3.62%</b>	<b>28,364</b>	<b>28,308</b>
AGRICULTURE, LIVESTOCK, FORESTRY	168	493,829	3.6%	620,818	3.49%	27,455	27,421
FISHING	5	16,262	0.1%	24,821	0.14%	908	887
<b>MANUFACTURING INDUSTRY</b>	<b>1,929</b>	<b>6,971,091</b>	<b>51.1%</b>	<b>8,712,138</b>	<b>48.91%</b>	<b>387,667</b>	<b>388,038</b>
MINING OF ENERGY PRODUCING MATERIALS	39	218,067	1.6%	301,643	1.69%	12,112	12,008
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	84	457,302	3.4%	581,733	3.27%	25,590	25,468
FOOD,BEVERAGE AND TOBACCO INDUSTRY	426	383,352	2.8%	396,972	2.23%	21,586	21,284
TEXTILE	330	1,789,369	13.1%	2,197,027	12.33%	99,170	99,688
LEATHER INDUSTRY	20	29,981	0.2%	46,089	0.26%	1,698	1,676
WOOD AND TIMBER INDUSTRY	62	205,538	1.5%	254,268	1.43%	11,350	11,704
PAPER INDUSTRY	42	367,871	2.7%	442,159	2.48%	20,278	20,394
NUCLEAR FUEL, OIL ADN COAL PRODUCTS	6	21,053	0.2%	24,213	0.14%	1,155	1,160
CHEMICAL INDUSTRY	51	169,127	1.2%	238,826	1.34%	9,629	9,381
RUBBER AND PLASTIC PROCESSING INDUSTRY	120	430,521	3.2%	542,591	3.05%	23,861	23,960
OTHER MINING INDUSTRY	86	381,636	2.8%	521,073	2.93%	21,332	21,136
METALLURGICAL INDUSTRY	279	1,010,957	7.4%	1,254,514	7.04%	56,177	56,500
MACHINE-BUILDING INDUSTRY	111	412,838	3.0%	502,401	2.82%	22,935	23,101
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	87	103,839	0.8%	116,095	0.65%	5,764	5,775
TRANSPORTATION VEHICLES	58	333,316	2.4%	402,243	2.26%	18,518	18,579
OTHER MANUFACTURING INDUSTRY	101	310,484	2.3%	397,294	2.23%	17,252	17,247
ELECTRICITY, GAS AND WATER SUPPLYING	28	345,840	2.5%	492,996	2.77%	19,259	18,978
<b>SERVICES</b>	<b>1,800</b>	<b>5,951,407</b>	<b>43.6%</b>	<b>8,214,019</b>	<b>46.11%</b>	<b>332,919</b>	<b>332,415</b>
CONSTRUCTION	782	2,341,919	17.2%	3,088,083	17.34%	130,109	130,336
WHOLESALE AND RETAIL VEHICLE SERVICING	371	1,108,467	8.1%	1,409,005	7.91%	61,566	61,615
TOURISM	74	124,338	0.9%	163,300	0.92%	6,955	7,025
TRANSPORTATION WAREHOUSING AND COMMUNICATION	152	546,828	4.0%	698,440	3.92%	30,292	30,330
FINACIAL INTERMEDIATION	48	193,702	1.4%	303,983	1.71%	10,791	10,808
a) Monetary Institutions	35	119,406	0.9%	167,844	0.94%	6,663	6,630
b) Other Financial Intermediaries	13	74,296	0.5%	136,139	0.76%	4,128	4,178
REAL ESTATE BROKERAGE	171	878,165	6.4%	1,242,774	6.98%	48,608	48,597
DEFENCE, AND SOCIAL SECURITY	2	8,122	0.1%	12,094	0.07%	443	459
EDUCATION	18	69,457	0.5%	96,041	0.54%	3,807	3,831
HEALTH AND SOCIAL SERVICES	105	554,597	4.1%	1,032,756	5.80%	33,144	32,306
OTHER SOCIAL SERVICES	77	124,371	0.9%	165,770	0.93%	7,125	7,028
INDIVIDUAL PERSONS EMPLOYING WORKERS	1	1,441	0.0%	1,772	0.01%	80	79
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
<b>CONSUMER REAL ESTATE FINANCE</b>	<b>131</b>	<b>193,207</b>	<b>1.4%</b>	<b>206,027</b>	<b>1.16%</b>	<b>10,441</b>	<b>10,779</b>
<b>OTHER</b>	<b>10</b>	<b>20,715</b>	<b>0.2%</b>	<b>35,394</b>	<b>0.20%</b>	<b>1,329</b>	<b>1,330</b>
<b>TOTAL</b>	<b>4,043</b>	<b>13,646,511</b>	<b>100.0%</b>	<b>17,813,217</b>	<b>100%</b>	<b>760,720</b>	<b>760,869</b>

AFI MEMBER LEASING COMPANIES  
LEASING VOLUME BY TYPE OF SECTOR  
2022 Q3 CUMULATIVE DATA

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

PERIOD: 01.01.2022-30.09.2022

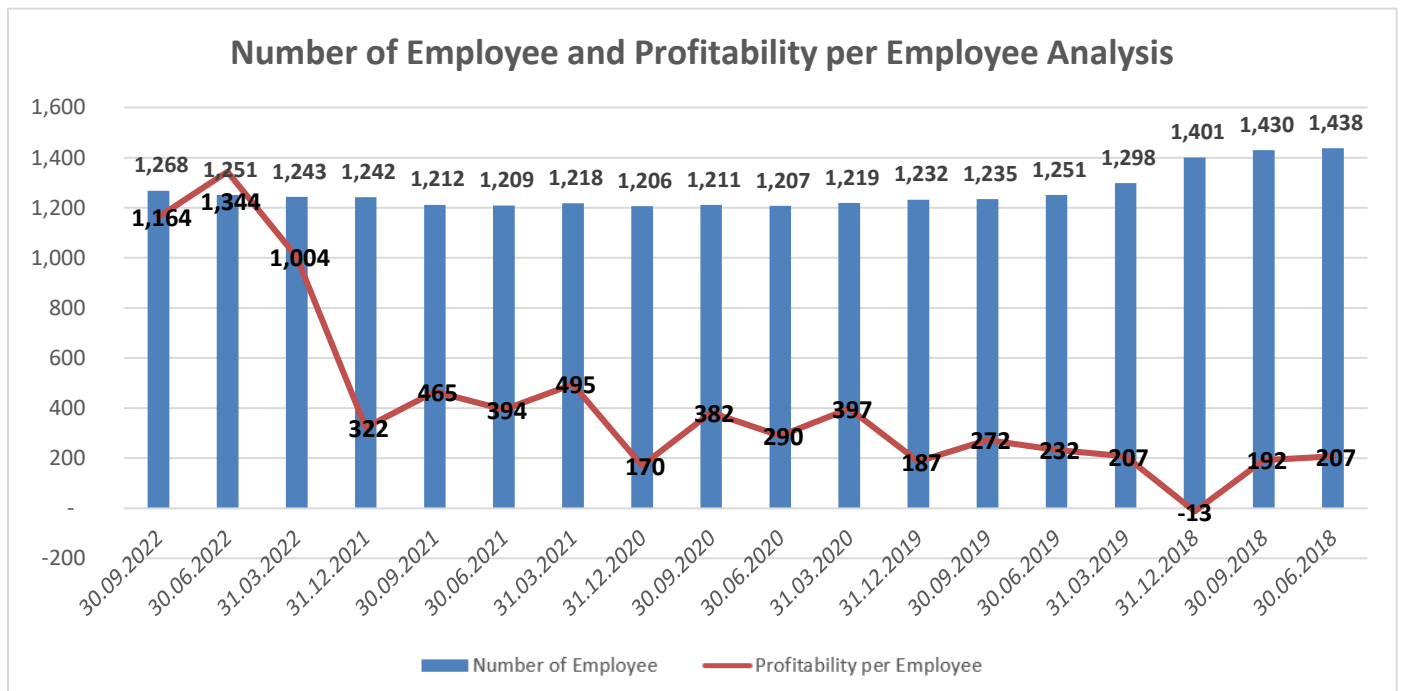
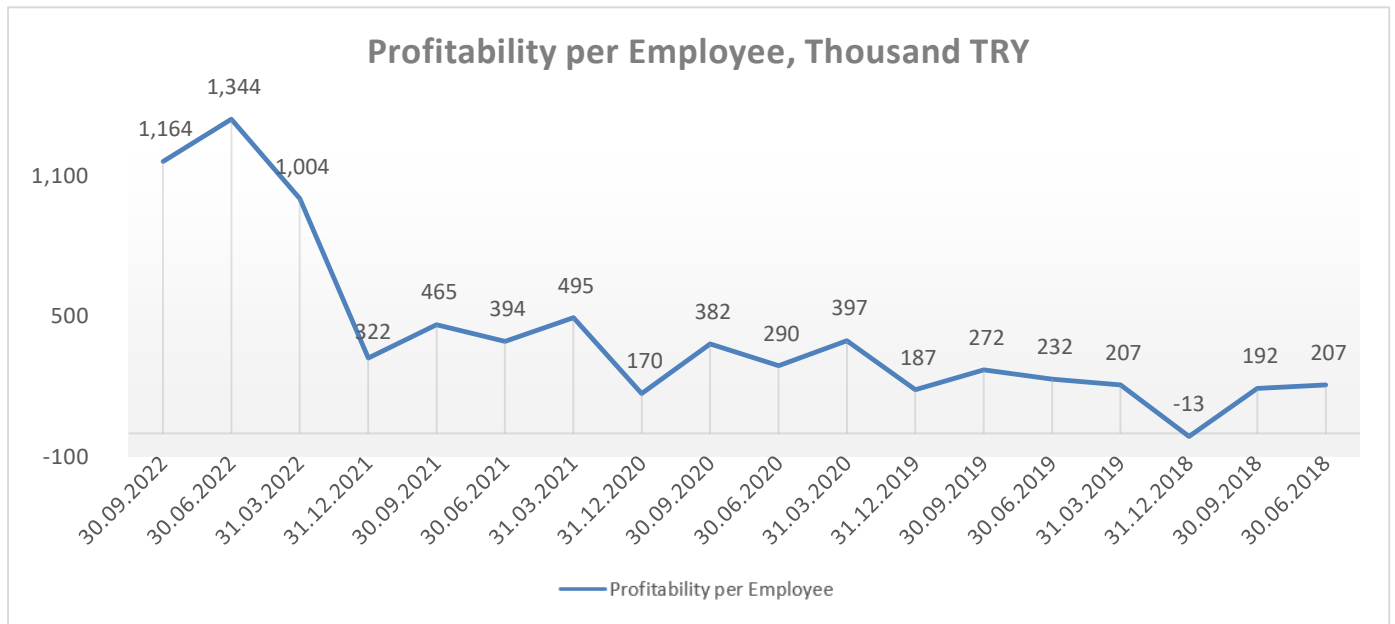
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	14,177						
AGRICULTURE	502	1,187,632	2.8%	1,453,836	2.68%	74,162	70,109
AGRICULTURE, LIVESTOCK, FORESTRY	477	1,149,378	2.7%	1,401,827	2.58%	71,701	67,808
FISHING	25	38,254	0.1%	52,009	0.10%	2,460	2,302
MANUFACTURING INDUSTRY	5,942	22,983,074	53.3%	28,668,554	52.77%	1,469,675	1,383,945
MINING OF ENERGY PRODUCING MATERIALS	117	1,042,086	2.4%	1,307,039	2.41%	69,147	63,655
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	295	1,379,918	3.2%	1,740,720	3.20%	86,571	81,679
FOOD, BEVERAGE AND TOBACCO INDUSTRY	749	1,182,949	2.7%	1,386,743	2.55%	74,422	70,155
TEXTILE	998	6,213,655	14.4%	7,621,986	14.03%	398,396	375,633
LEATHER INDUSTRY	54	101,503	0.2%	135,705	0.25%	6,672	6,160
WOOD AND TIMBER INDUSTRY	182	402,109	0.9%	509,660	0.94%	24,727	23,955
PAPER INDUSTRY	248	874,501	2.0%	1,063,075	1.96%	54,018	51,552
NUCLEAR FUEL, OIL AND COAL PRODUCTS	17	43,088	0.1%	52,327	0.10%	2,644	2,518
CHEMICAL INDUSTRY	151	493,170	1.1%	677,445	1.25%	31,011	29,111
RUBBER AND PLASTIC PROCESSING INDUSTRY	440	1,448,996	3.4%	1,875,983	3.45%	93,412	87,682
OTHER MINING INDUSTRY	255	796,738	1.8%	1,061,249	1.95%	48,594	46,301
METALLURGICAL INDUSTRY	1,097	3,575,962	8.3%	4,550,525	8.38%	228,225	215,501
MACHINE-BUILDING INDUSTRY	452	1,158,374	2.7%	1,456,041	2.68%	73,154	69,458
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	192	663,087	1.5%	757,106	1.39%	45,513	41,678
TRANSPORTATION VEHICLES	198	1,060,921	2.5%	1,314,099	2.42%	68,617	64,219
OTHER MANUFACTURING INDUSTRY	379	935,856	2.2%	1,182,649	2.18%	59,112	55,675
ELECTRICITY, GAS AND WATER SUPPLYING	118	1,610,160	3.7%	1,976,202	3.64%	105,440	99,013
SERVICES	7,334	18,491,397	42.9%	23,655,102	43.54%	1,170,706	1,102,832
CONSTRUCTION	2,692	6,799,913	15.8%	8,825,265	16.25%	424,065	403,026
WHOLESALE AND RETAIL VEHICLE SERVICING	1,272	3,659,105	8.5%	4,535,454	8.35%	231,616	218,017
TOURISM	210	602,780	1.4%	749,059	1.38%	39,262	36,876
TRANSPORTATION WAREHOUSING AND COMMUNICATION	821	2,083,651	4.8%	2,515,014	4.63%	133,598	125,132
FINANCIAL INTERMEDIATION	1,203	1,101,029	2.6%	998,949	1.84%	74,137	66,771
a) Monetary Institutions	1,114	714,142	1.7%	557,241	1.03%	48,773	44,436
b) Other Financial Intermediaries	89	386,887	0.9%	441,708	0.81%	25,364	22,335
REAL ESTATE BROKERAGE	515	2,529,198	5.9%	3,432,542	6.32%	158,516	149,070
DEFENCE, AND SOCIAL SECURITY	7	23,264	0.1%	33,658	0.06%	1,462	2,028
EDUCATION	39	84,625	0.2%	113,376	0.21%	4,862	4,805
HEALTH AND SOCIAL SERVICES	302	1,200,682	2.8%	1,944,649	3.58%	76,809	72,450
OTHER SOCIAL SERVICES	265	370,680	0.9%	463,229	0.85%	23,742	22,335
INDIVIDUAL PERSONS EMPLOYING WORKERS	5	34,469	0.1%	41,135	0.08%	2,496	2,195
INTERNATIONAL ORGANIZATIONS	2	2,000	0.0%	2,773	0.01%	142	128
CONSUMER REAL ESTATE FINANCE	345	401,361	0.9%	431,268	0.79%	23,559	22,973
OTHER	54	77,866	0.2%	115,430	0.21%	5,189	4,839
TOTAL	14,177	43,141,330	100.0%	54,324,190	100%	2,743,290	2,584,699

## PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- **Comparison of 2022 Q3 and 2021 Q3**

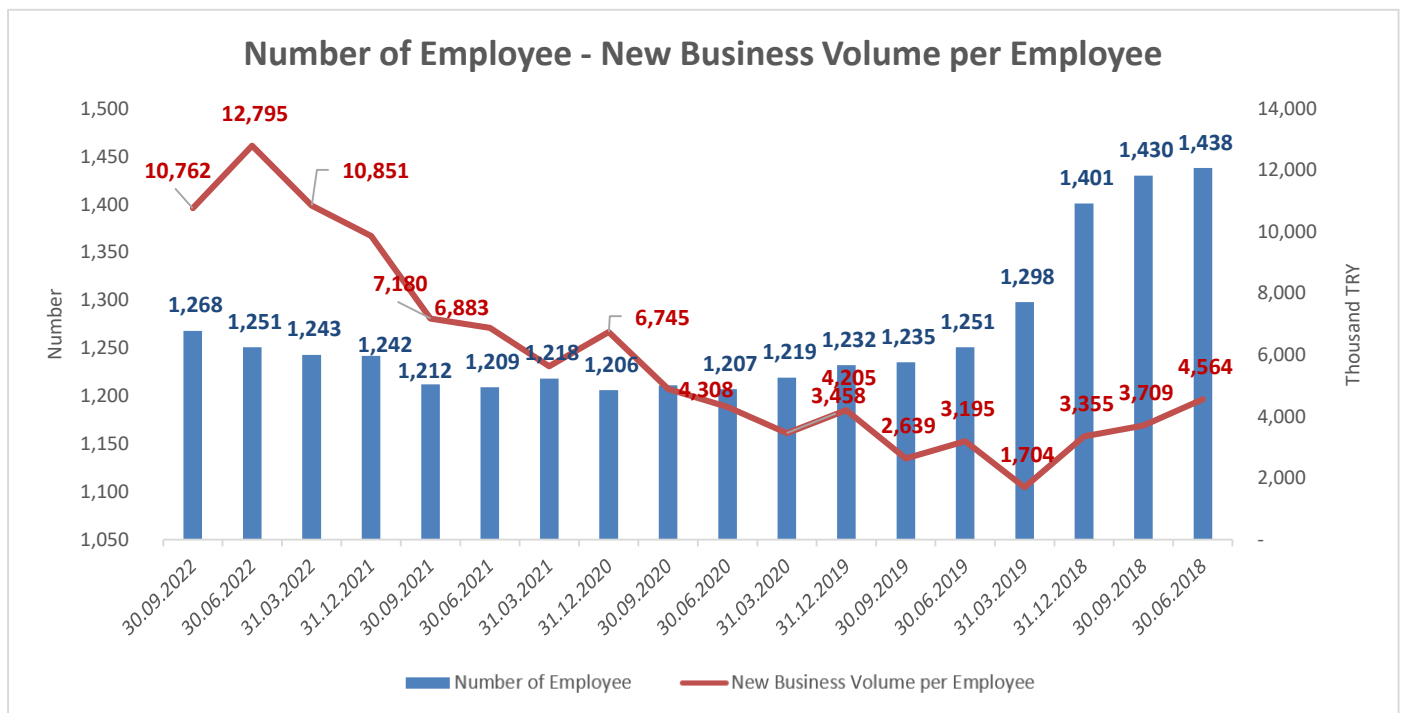
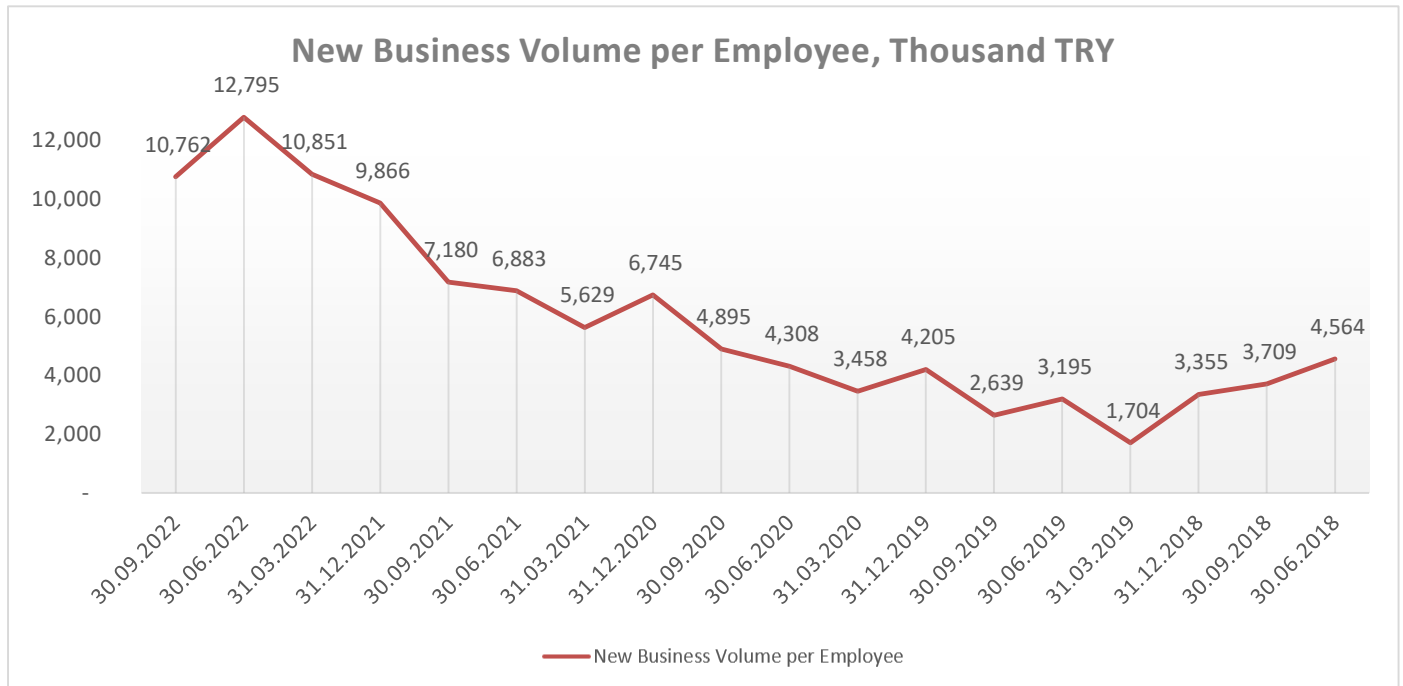
	<b>2022 Q3</b>	<b>2021 Q3</b>	<b>Growth</b>
Number of Companies	21	22	-4,5%
Number of Employees	1.268	1.212	4,6%
Number of Customers	35.416	35,652	-0,7%
Number of Branches	117	116	0,9%

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



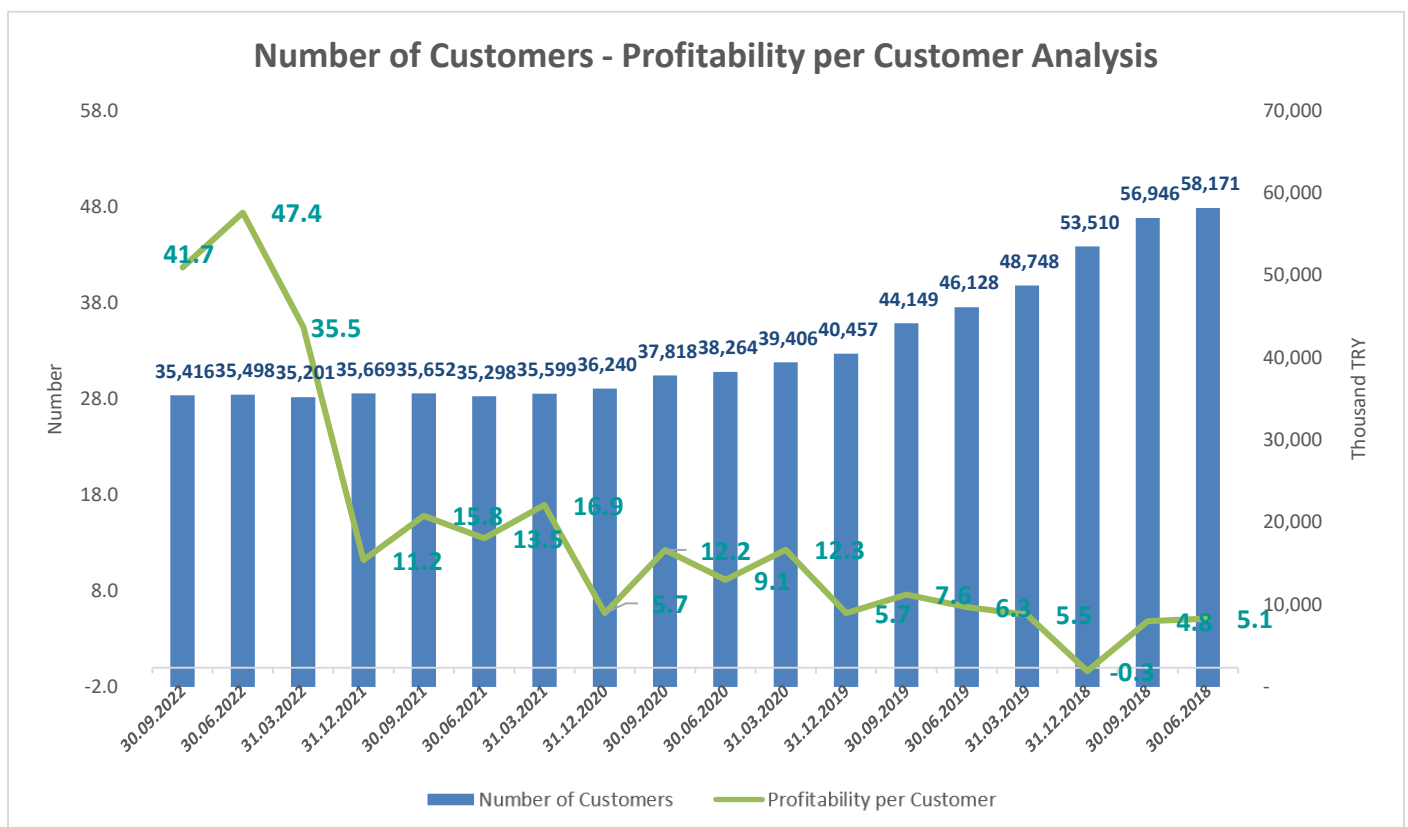
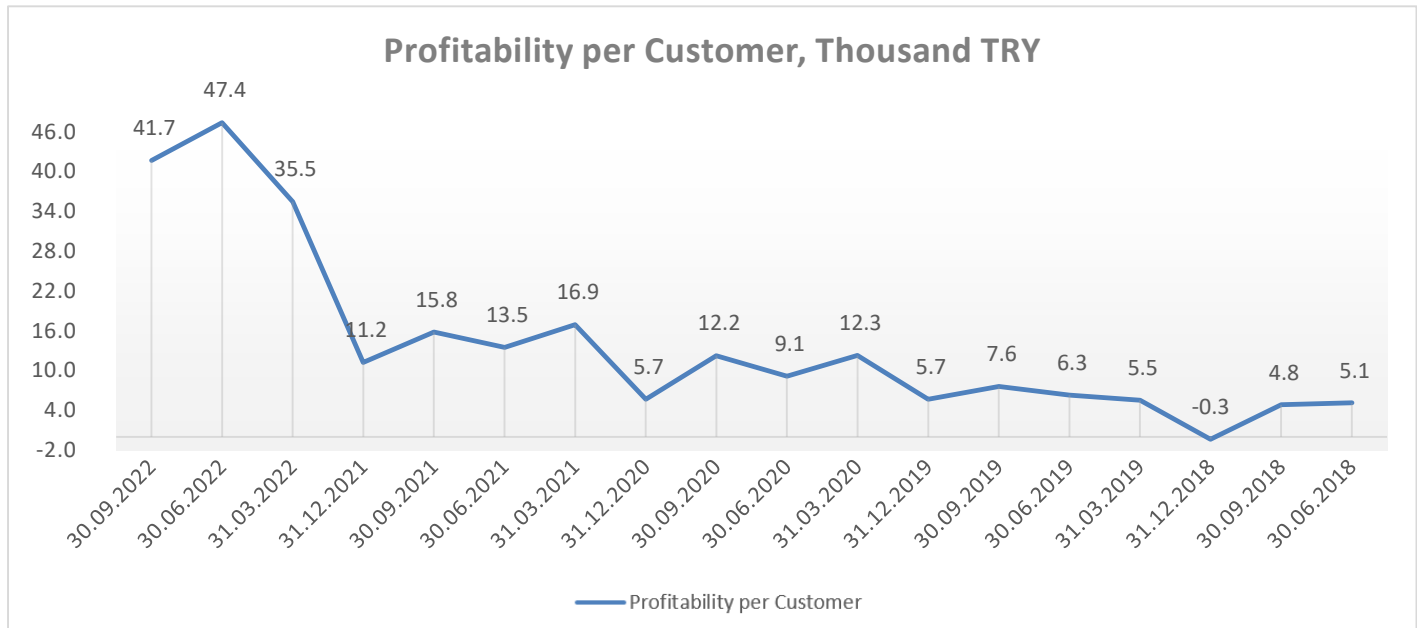
While the number of employees has been decreasing over the past 4 years, profitability ratios per employee has been changing over time.

**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 Quater II. If we look at the profitability ratios per customer, it varies according to the relevant quarter's profit since the beginning of 2019.