

ASSOCIATION OF FINANCIAL INSTITUTIONS

SUMMARY OF LEASING FINANCIAL DATA

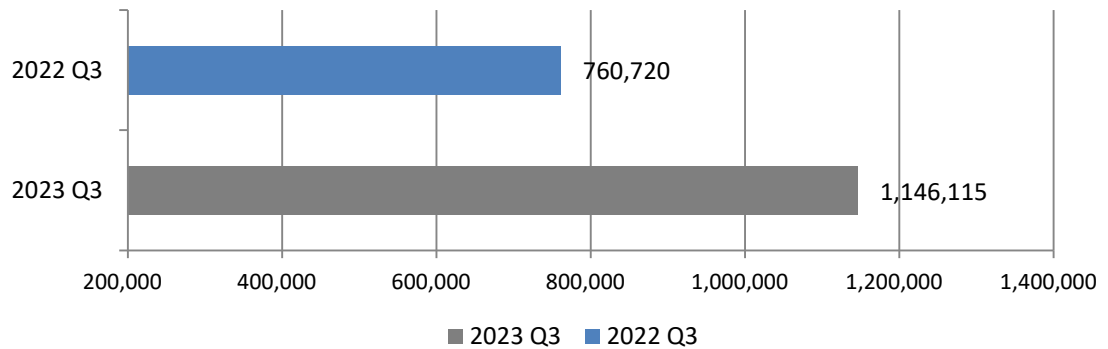
30.09.2023



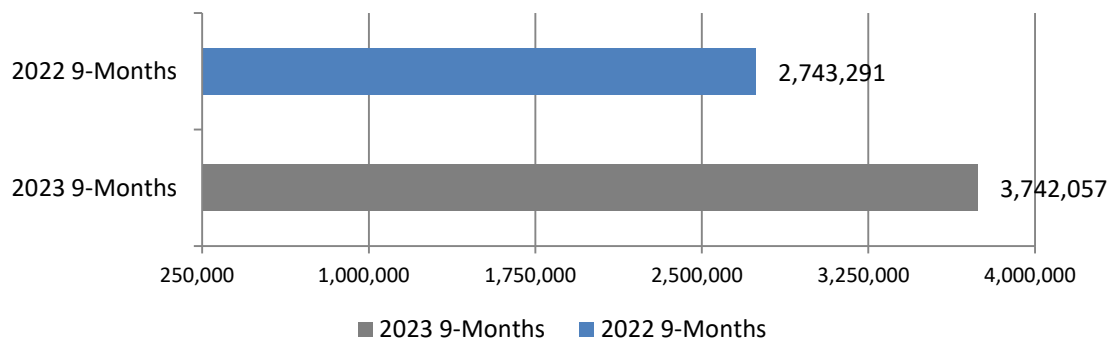
COMPARISON OF 2023 QUARTER III AND 2022 QUARTER III

NEW BUSINESS VOLUME:

- 2023 Quarter III new business volume is 1.146.115 thousand USD, which is a **51%** increase compared to 2022 Quarter III of 760.720 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **122%**.

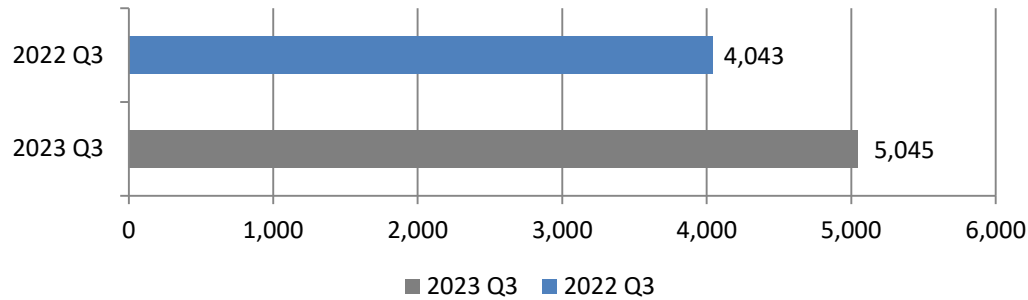


- 2023 nine-months cumulative new business volume is 3.742.057 thousand USD, an increase of **36%** compared to the same period of 2022, which was 2.743.291 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **89%**.

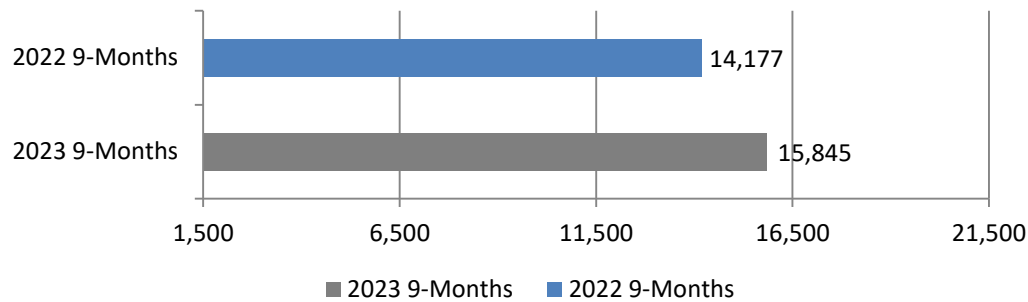


NUMBER OF CONTRACTS:

- 2023 Quarter III number of contracts is 5.045 while the number of contracts was 4.043 in the same period of 2022. The growth is **25%**.



- 2023 nine-months cumulative number of contracts is 15.845 while number of contracts was 14.177 in the same period of 2022. The growth is **%12**.



PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2023 Q3 and 2022 Q3**

New Business Volume	2023 Q3	2022 Q3	Change
Thousand TRY	30.236.520	13.646.511	122%
Thousand USD	1.146.115	760.720	51%
Number of Contracts	5.045	4.043	25%

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

New Business Volume	2023	2022	Change
Thousand TRY	81.588.313	43.141.330	89%
Thousand USD	3.742.057	2.743.291	36%
Number of Contracts	15.845	14.177	12%

DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

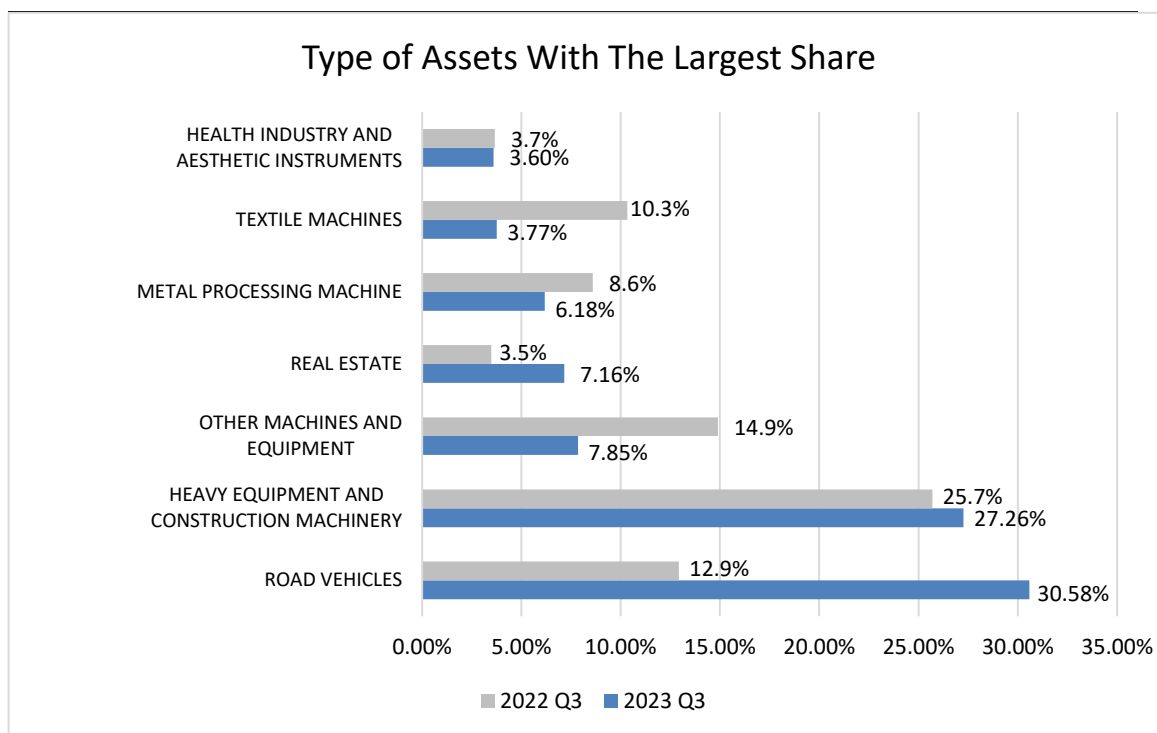
- The distribution ratio of leasing volume by type of asset in 2023 Q3 and 2022 Q3 as follows;

ASSET SUBJECTS OF LEASING	2023 Q3 Ratio	2022 Q3 Ratio
ROAD VEHICLES	30.6%	12.9%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	27.3%	25.7%
OTHER MACHINES AND EQUIPMENT	7.8%	14.9%
REAL ESTATE	7.2%	3.5%
METAL PROCESSING MACHINE	6.2%	8.6%
TEXTILE MACHINES	3.8%	10.3%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	3.6%	3.7%
RENEWABLE ELECTRICITY GENERATION	3.3%	6.1%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	2.8%	4.5%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	1.5%	0.0%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.2%	0.8%
AIR TRANSPORT CONVEYANCE	1.2%	0.5%
PLASTIC PROCESSING MACHINES	1.1%	2.6%
PRINTING AND PAPER PROCESSING MACHINES	1.0%	2.5%
ELECTRONIC AND OPTICAL DEVICES	0.7%	0.7%
TOURISM EQUIPMENT	0.5%	0.5%
SHIPS AND OTHER SEA-GOING VESSELS	0.2%	2.0%
RAILROAD TRANSPORT VEHICLES	0.0%	0.0%
ENERGY EFFICIENCY EQUIPMENT	0.0%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

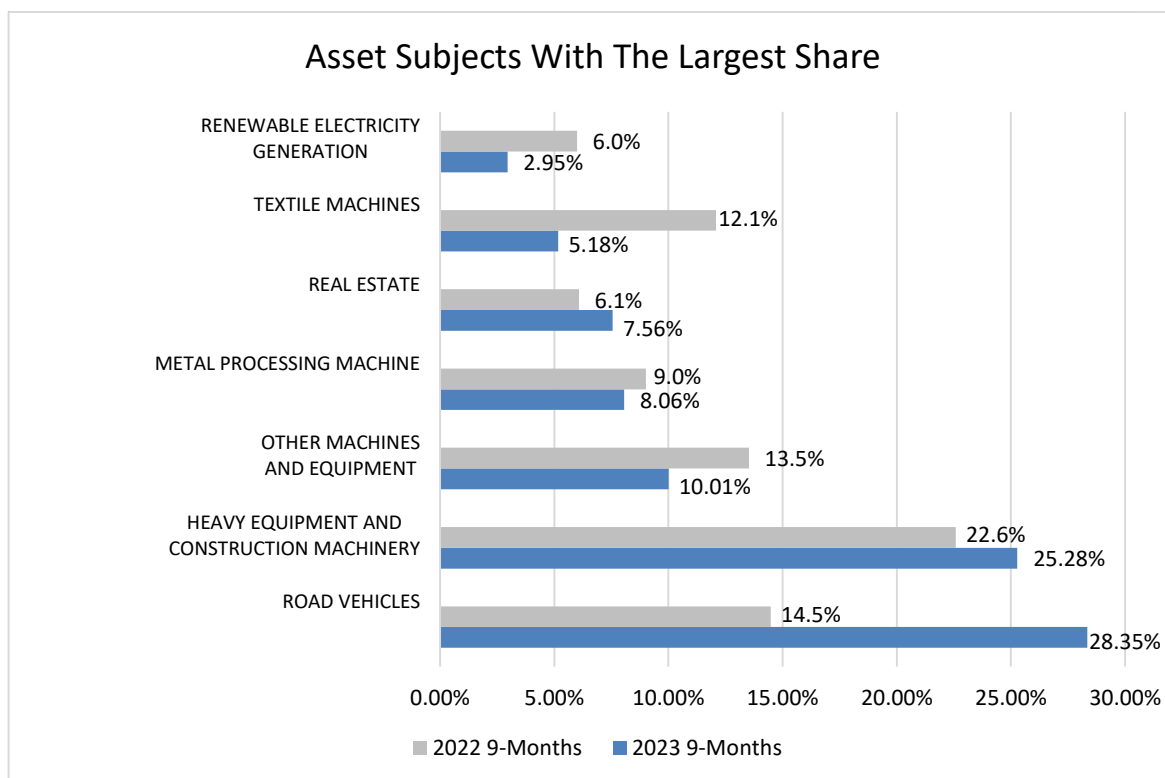
- 9-months cumulative distribution ratio of leasing volume by type of asset in 2023 and 2022 as follows;

ASSET SUBJECTS OF LEASING	2023 Ratio	2022 Ratio
ROAD VEHICLES	28.3%	14.5%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	25.3%	22.6%
OTHER MACHINES AND EQUIPMENT	10.0%	13.5%
METAL PROCESSING MACHINE	8.1%	9.0%
REAL ESTATE	7.6%	6.1%
TEXTILE MACHINES	5.2%	12.1%
RENEWABLE ELECTRICITY GENERATION	3.0%	6.0%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	2.6%	3.7%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	2.5%	2.2%
PLASTIC PROCESSING MACHINES	2.1%	3.0%
ELECTRONIC AND OPTICAL DEVICES	1.0%	0.7%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	0.9%	1.5%
AIR TRANSPORT CONVEYANCE	0.9%	1.6%
PRINTING AND PAPER PROCESSING MACHINES	0.8%	1.8%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.8%	0.0%
SHIPS AND OTHER SEA-GOING VESSELS	0.5%	1.2%
TOURISM EQUIPMENT	0.5%	0.5%
RAILROAD TRANSPORT VEHICLES	0.0%	0.0%
ENERGY EFFICIENCY EQUIPMENT	0.0%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

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



**2023 AND 2022 9-MONTHS CUMULATIVE
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**



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

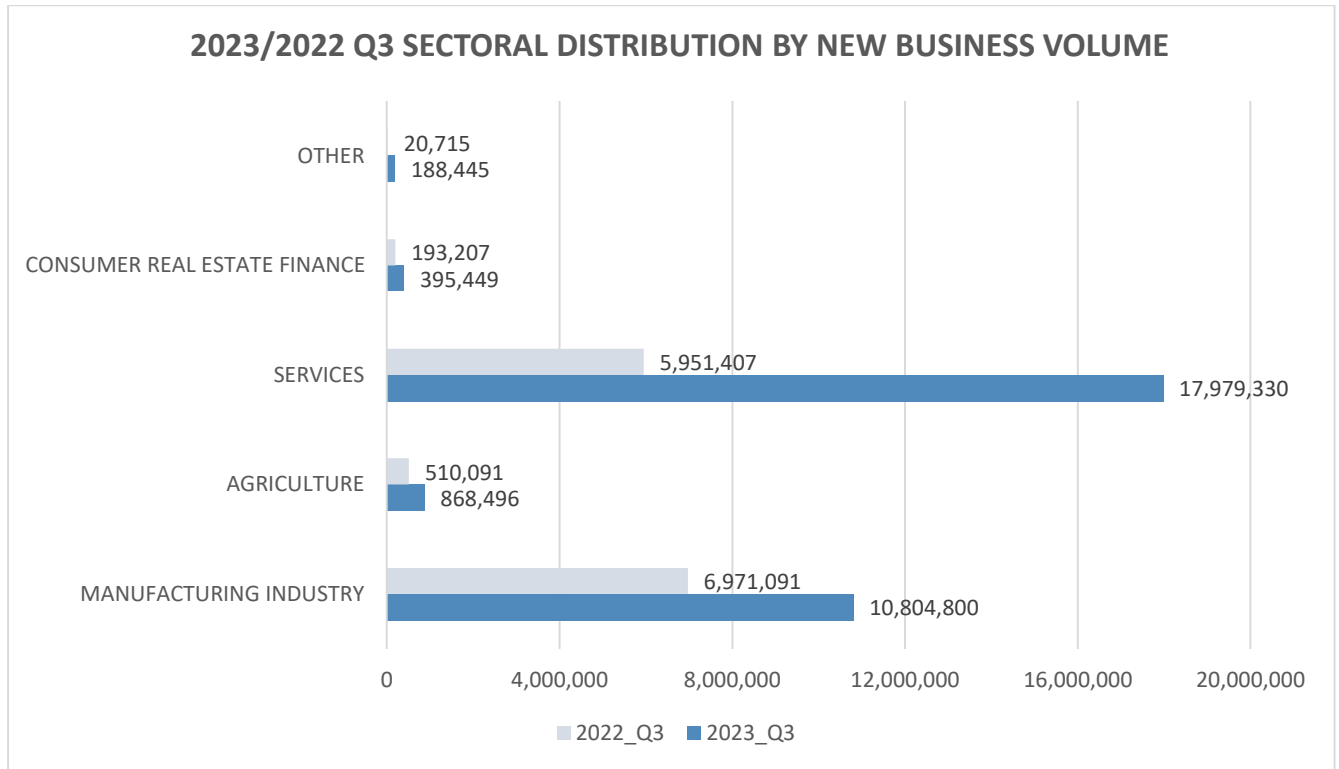
LEASING ASSET SUBJECTS	2023 Q3 Range	2022 Q3 Range	CHANGE %
ROAD VEHICLES	348,691	98,408	254%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	307,292	194,981	58%
OTHER MACHINES AND EQUIPMENT	87,959	111,973	-21%
REAL ESTATE	80,587	26,422	205%
METAL PROCESSING MACHINE	69,452	65,232	6%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	52,930	30,066	76%
TEXTILE MACHINES	42,760	78,448	-45%
RENEWABLE ELECTRICITY GENERATION	40,495	45,890	-12%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	32,268	33,749	-4%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	17,602	278	6235%
AIR TRANSPORT CONVEYANCE	13,465	3,599	274%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	13,237	6,140	116%
PLASTIC PROCESSING MACHINES	11,995	19,859	-40%
PRINTING AND PAPER PROCESSING MACHINES	11,103	18,873	-41%
ELECTRONIC AND OPTICAL DEVICES	7,023	5,310	32%
TOURISM EQUIPMENT	6,149	4,077	51%
SHIPS AND OTHER SEA-GOING VESSELS	2,618	15,545	-83%
RAILROAD TRANSPORT VEHICLES	490	226	117%
ENERGY EFFICIENCY EQUIPMENT	0	1,644	-100%
Total New Business Volume	1,146,115	760,720	51%
NUMBER OF CONTRACTS	5,045	4,043	25%

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

LEASING ASSET SUBJECTS	2023 Range	2022 Range	CHANGE %
ROAD VEHICLES	1,049,996	399,916	163%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	932,546	605,968	54%
OTHER MACHINES AND EQUIPMENT	384,285	367,064	5%
METAL PROCESSING MACHINE	309,148	249,634	24%
REAL ESTATE	278,656	169,772	64%
TEXTILE MACHINES	199,698	335,096	-40%
RENEWABLE ELECTRICITY GENERATION	112,484	169,395	-34%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	102,991	58,911	75%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	95,013	101,376	-6%
PLASTIC PROCESSING MACHINES	83,044	83,845	-1%
ELECTRONIC AND OPTICAL DEVICES	36,196	18,013	101%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	33,399	42,480	-21%
AIR TRANSPORT CONVEYANCE	32,870	46,287	-29%
PRINTING AND PAPER PROCESSING MACHINES	30,369	46,593	-35%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	25,251	1,053	2298%
SHIPS AND OTHER SEA-GOING VESSELS	18,371	31,405	-42%
TOURISM EQUIPMENT	16,435	13,802	19%
RAILROAD TRANSPORT VEHICLES	1,303	226	477%
ENERGY EFFICIENCY EQUIPMENT	0	2,455	-100%
Total New Business Volume	3,742,057	2,743,291	36%
NUMBER OF CONTRACTS	15,845	14,177	12%

LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was 55% growth in the “Manufacturing Industry” and 202% growth in the “Service” sector.

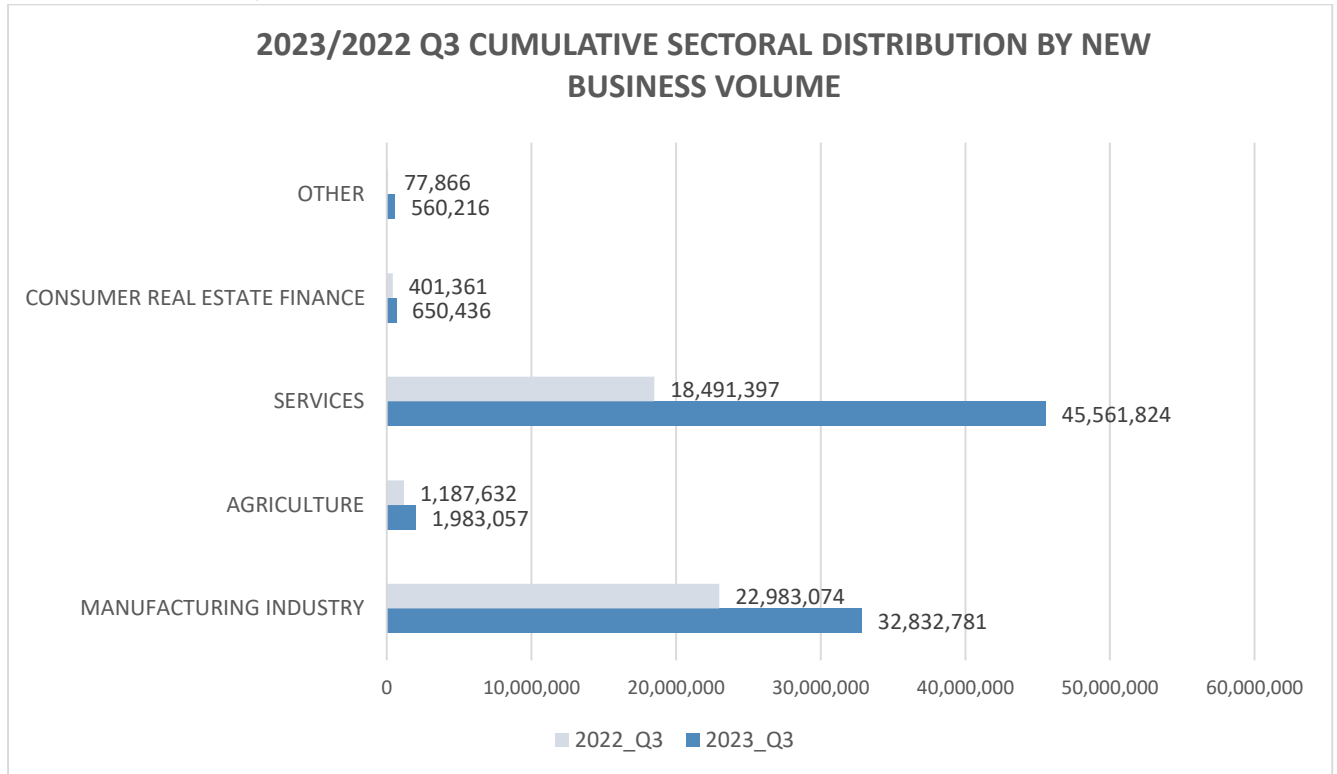
Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2023_Q3	10,804,800	868,496	17,979,330	395,449	188,445	30,236,520
2022_Q3	6,971,091	510,091	5,951,407	193,207	20,715	13,646,511
Growth	55.0%	70.3%	202.1%	105%	810%	121.6%

2023_Q3	36%	3%	59%	1%	1%	100%
2022_Q3	51%	4%	44%	1%	0%	100%

LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was a 43% growth in the “Manufacturing Industry” and 146% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2023_Q3	32,832,781	1,983,057	45,561,824	650,436	560,216	81,588,313
2022_Q3	22,983,074	1,187,632	18,491,397	401,361	77,866	43,141,330
Growth	42.9%	67.0%	146.4%	62%	619%	89.1%
2023_Q3	40%	2%	56%	1%	1%	100%
2022_Q3	53%	3%	43%	1%	0%	100%

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2023 Q3 DATA

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

PERIOD: 01.07.2023-30.09.2023

	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS 5,045							
AGRICULTURE	134	868,496	2.9%	1,124,816	2.72%	32,510	29,914
AGRICULTURE, LIVESTOCK, FORESTRY	132	862,097	2.9%	1,114,829	2.70%	32,267	29,694
FISHING	2	6,399	0.0%	9,987	0.02%	243	220
MANUFACTURING INDUSTRY	1,483	10,804,800	35.7%	14,831,059	35.88%	406,588	375,674
MINING OF ENERGY PRODUCING MATERIALS	34	900,860	3.0%	1,437,964	3.48%	34,160	31,331
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	58	461,657	1.5%	665,482	1.61%	17,225	15,818
FOOD, BEVERAGE AND TOBACCO INDUSTRY	143	800,826	2.6%	1,158,632	2.80%	29,972	27,704
TEXTILE	141	1,783,936	5.9%	2,230,097	5.39%	66,748	61,498
LEATHER INDUSTRY	5	6,392	0.0%	6,009	0.01%	239	224
WOOD AND TIMBER INDUSTRY	28	104,691	0.3%	141,941	0.34%	3,923	3,617
PAPER INDUSTRY	53	513,668	1.7%	769,044	1.86%	19,157	17,796
NUCLEAR FUEL, OIL AND COAL PRODUCTS	12	65,893	0.2%	107,469	0.26%	2,434	2,262
CHEMICAL INDUSTRY	136	382,619	1.3%	458,024	1.11%	15,197	13,877
RUBBER AND PLASTIC PROCESSING INDUSTRY	106	525,889	1.7%	737,850	1.78%	19,551	18,000
OTHER MINING INDUSTRY	86	489,535	1.6%	704,283	1.70%	18,184	16,749
METALLURGICAL INDUSTRY	326	1,678,733	5.6%	2,173,003	5.26%	62,894	59,016
MACHINE-BUILDING INDUSTRY	105	703,057	2.3%	952,735	2.30%	26,784	25,585
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	44	199,853	0.7%	267,865	0.65%	7,457	6,893
TRANSPORTATION VEHICLES	68	812,835	2.7%	1,193,302	2.89%	30,392	27,991
OTHER MANUFACTURING INDUSTRY	91	758,250	2.5%	1,039,830	2.52%	27,558	25,451
ELECTRICITY, GAS AND WATER SUPPLYING	48	616,105	2.0%	787,528	1.90%	24,712	21,862
SERVICES	3,148	17,979,330	59.5%	24,711,008	59.77%	685,473	634,068
CONSTRUCTION	1,169	6,935,333	22.9%	8,944,890	21.64%	258,234	239,926
VEHICLE SERVICING	696	3,543,684	11.7%	5,049,369	12.21%	133,119	122,619
TOURISM	120	380,501	1.3%	519,356	1.26%	14,508	13,475
TRANSPORTATION WAREHOUSING AND COMMUNICATION	306	2,255,767	7.5%	2,990,161	7.23%	84,389	77,363
FINANCIAL INTERMEDIATION	266	467,870	1.5%	265,972	0.64%	18,366	17,122
a) Monetary Institutions	244	333,913	1.1%	108,705	0.26%	13,385	12,421
b) Other Financial Intermediaries	22	133,957	0.4%	157,267	0.38%	4,980	4,701
REAL ESTATE BROKERAGE	351	2,508,140	8.3%	3,844,851	9.30%	93,725	86,215
DEFENCE, AND SOCIAL SECURITY	3	16,907	0.1%	25,649	0.06%	638	591
EDUCATION	23	37,210	0.1%	40,221	0.10%	1,385	1,275
HEALTH AND SOCIAL SERVICES	99	1,364,317	4.5%	2,398,755	5.80%	63,569	59,271
OTHER SOCIAL SERVICES	112	460,841	1.5%	620,000	1.50%	17,210	15,910
INDIVIDUAL PERSONS EMPLOYING WORKERS	2	8,759	0.0%	11,784	0.03%	331	302
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	253	395,449	1.3%	416,579	1.01%	14,444	13,622
OTHER	26	188,445	0.6%	257,332	0.62%	7,100	6,558
TOTAL	5,045	30,236,520	100.0%	41,340,794	100%	1,146,115	1,059,836

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2023 Q3 CUMULATIVE DATA

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

PERIOD : 01.01.2023-30.09.2023

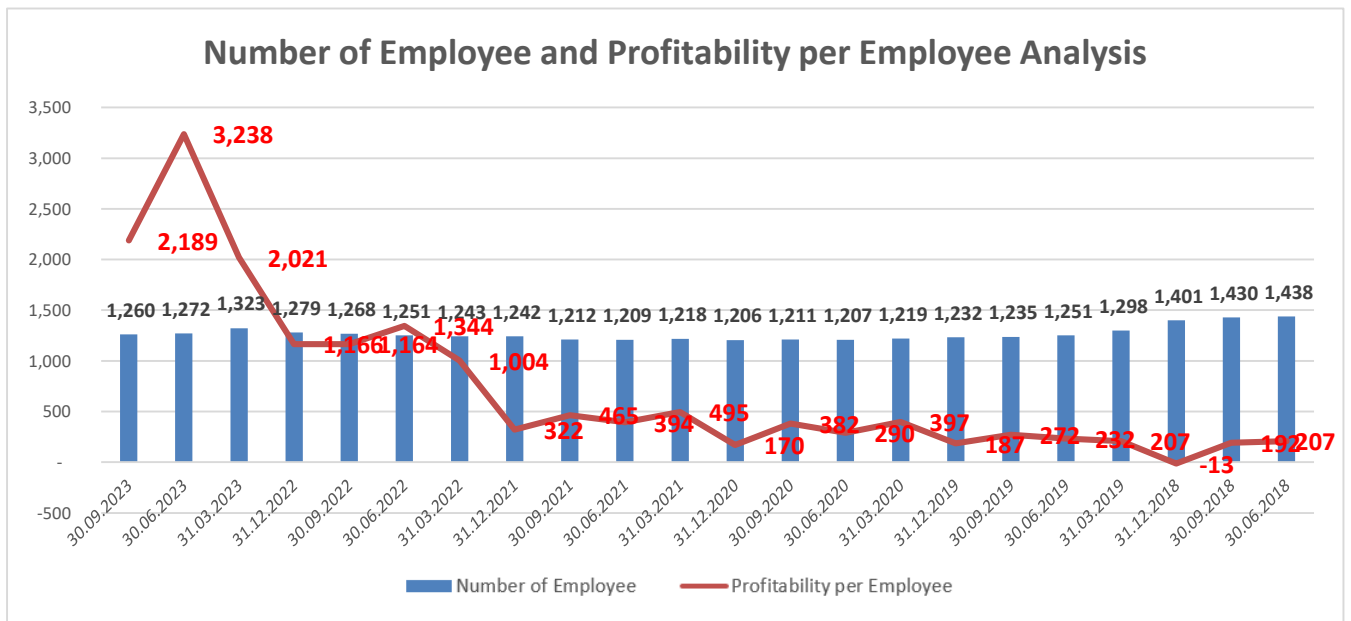
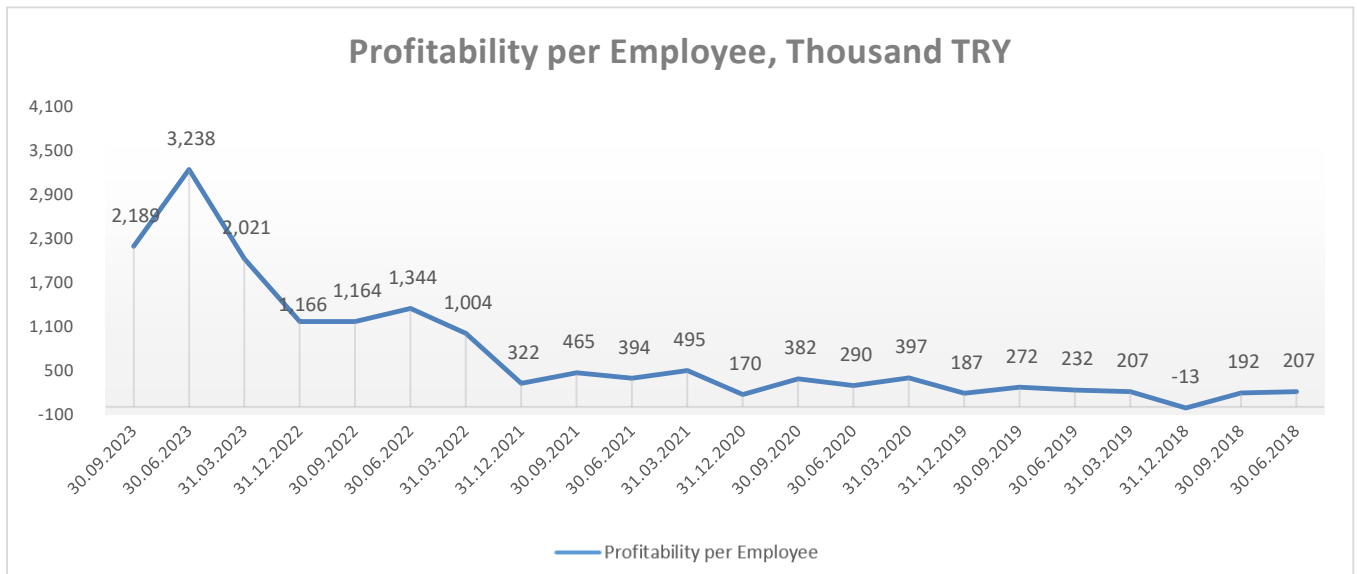
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS 15,845							
AGRICULTURE	423	1,983,057	2.4%	2,540,933	2.32%	89,355	82,600
AGRICULTURE, LIVESTOCK, FORESTRY	407	1,903,456	2.3%	2,445,695	2.23%	85,382	78,936
FISHING	16	79,601	0.1%	95,238	0.09%	3,973	3,664
MANUFACTURING INDUSTRY	4,797	32,832,781	40.2%	44,072,397	40.18%	1,522,029	1,412,176
MINING OF ENERGY PRODUCING MATERIALS	93	1,519,161	1.9%	2,323,067	2.12%	63,851	58,731
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	214	1,490,899	1.8%	2,116,800	1.93%	69,663	64,537
FOOD, BEVERAGE AND TOBACCO INDUSTRY	455	2,882,864	3.5%	3,948,229	3.60%	136,798	126,479
TEXTILE	547	6,559,716	8.0%	8,370,009	7.63%	308,952	286,433
LEATHER INDUSTRY	51	409,338	0.5%	501,876	0.46%	20,995	19,175
WOOD AND TIMBER INDUSTRY	121	426,674	0.5%	555,046	0.51%	20,101	18,569
PAPER INDUSTRY	172	1,067,802	1.3%	1,467,605	1.34%	47,563	44,233
NUCLEAR FUEL, OIL AND COAL PRODUCTS	25	155,092	0.2%	224,420	0.20%	6,942	6,406
CHEMICAL INDUSTRY	331	1,642,079	2.0%	2,225,195	2.03%	73,970	67,992
RUBBER AND PLASTIC PROCESSING INDUSTRY	338	1,804,041	2.2%	2,435,074	2.22%	84,179	78,828
OTHER MINING INDUSTRY	251	1,197,063	1.5%	1,643,555	1.50%	54,737	50,581
METALLURGICAL INDUSTRY	954	4,928,117	6.0%	6,410,778	5.84%	228,878	213,496
MACHINE-BUILDING INDUSTRY	414	2,141,740	2.6%	2,921,729	2.66%	100,063	93,971
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	174	838,986	1.0%	1,190,206	1.08%	40,336	37,871
TRANSPORTATION VEHICLES	250	2,728,402	3.3%	3,751,157	3.42%	128,118	118,633
OTHER MANUFACTURING INDUSTRY	306	1,940,851	2.4%	2,572,344	2.34%	87,397	80,856
ELECTRICITY, GAS AND WATER SUPPLYING	103	1,099,956	1.3%	1,415,307	1.29%	49,485	45,385
SERVICES	10,158	45,561,824	55.8%	61,632,192	56.18%	2,084,854	1,934,399
CONSTRUCTION	3,626	17,251,031	21.1%	22,224,720	20.26%	778,946	725,875
VEHICLE SERVICING	2,464	10,007,677	12.3%	13,622,861	12.42%	463,104	427,662
TOURISM	246	1,109,320	1.4%	1,574,857	1.44%	52,023	48,434
TRANSPORTATION WAREHOUSING AND COMMUNICATION	1,282	5,284,439	6.5%	7,124,763	6.49%	237,163	220,311
FINANCIAL INTERMEDIATION	640	1,070,243	1.3%	1,019,887	0.93%	48,784	45,233
a) Monetary Institutions	514	709,720	0.9%	567,642	0.52%	32,063	29,741
b) Other Financial Intermediaries	126	360,523	0.4%	452,245	0.41%	16,721	15,491
REAL ESTATE BROKERAGE	1,004	6,334,753	7.8%	9,075,844	8.27%	288,744	266,701
DEFENCE, AND SOCIAL SECURITY	8	147,879	0.2%	181,728	0.17%	6,215	5,696
EDUCATION	52	257,176	0.3%	343,868	0.31%	12,898	11,944
HEALTH AND SOCIAL SERVICES	311	2,713,843	3.3%	4,585,431	4.18%	132,473	123,080
OTHER SOCIAL SERVICES	518	1,360,852	1.7%	1,843,381	1.68%	63,365	58,418
INDIVIDUAL PERSONS EMPLOYING WORKERS	8	24,610	0.0%	34,852	0.03%	1,137	1,046
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	369	650,436	0.8%	688,829	0.63%	20,006	24,237
OTHER	98	560,216	0.7%	763,017	0.70%	25,814	23,723
TOTAL	15,845	81,588,313	100.0%	109,697,367	100%	3,742,057	3,477,135

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- Comparison of 2023 Q3 and 2022 Q3

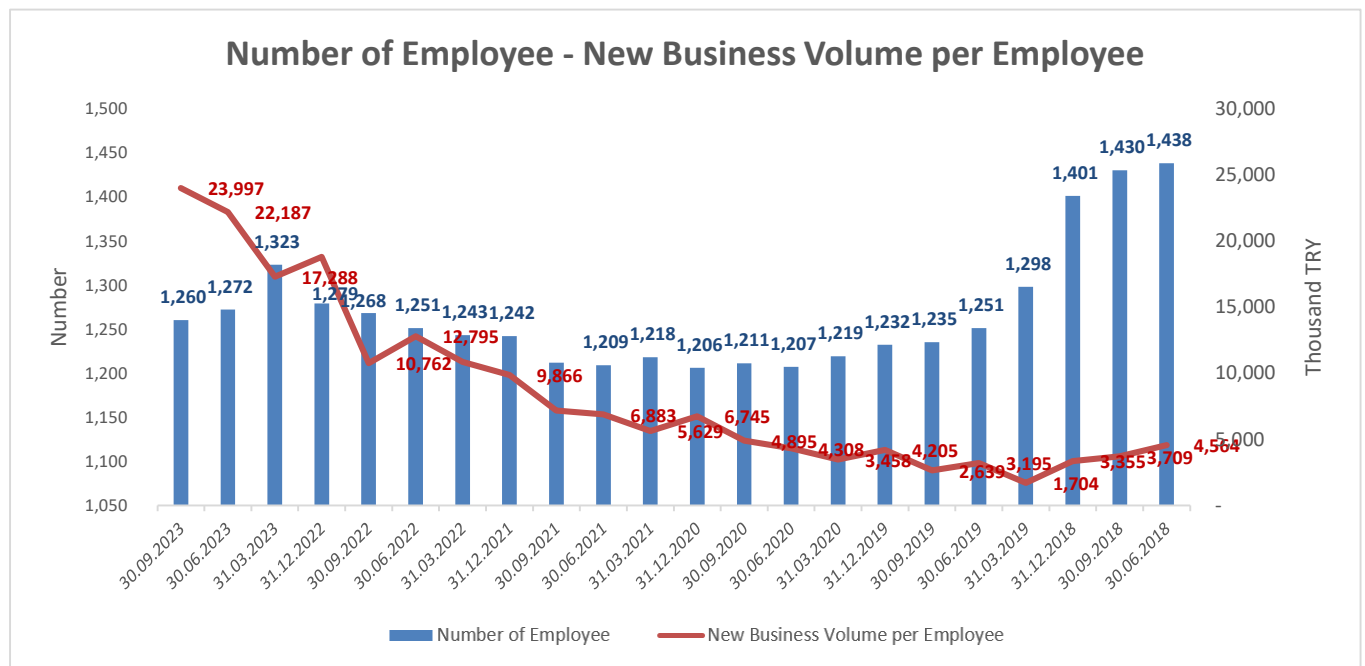
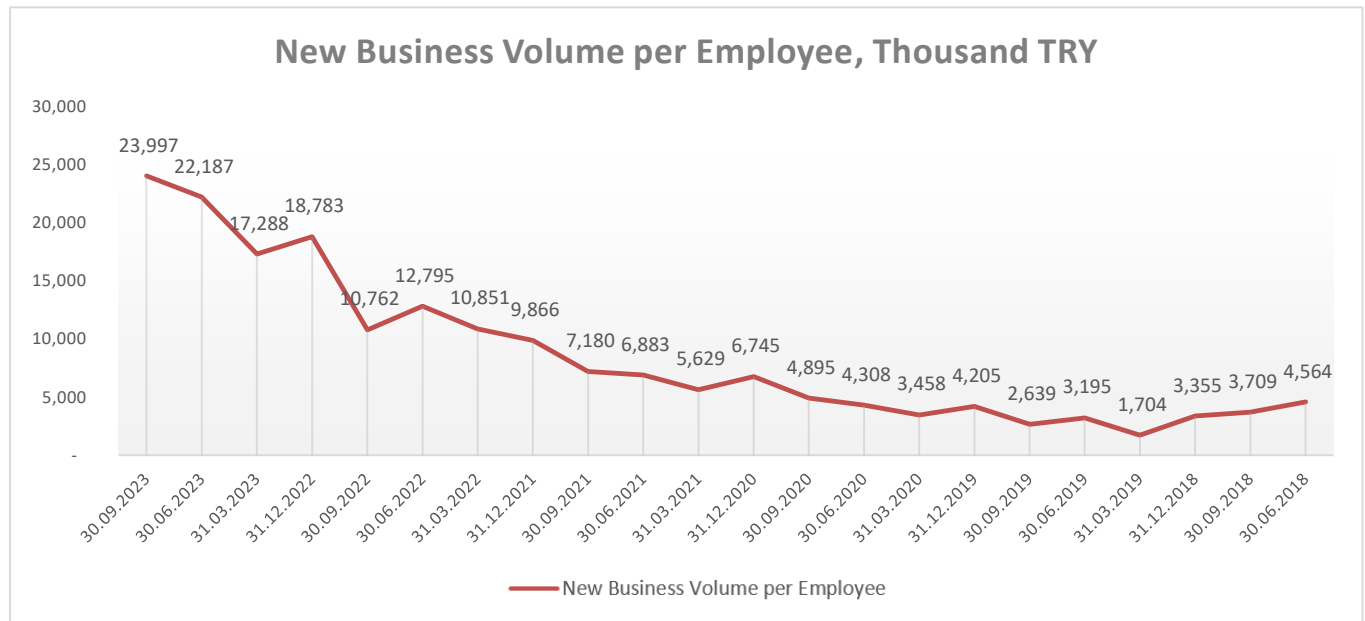
	2023 Q3	2022 Q3	Growth
Number of Companies	21	21	0%
Number of Employees	1.260	1.268	-0,6%
Number of Customers	38.799	35.416	9,6%
Number of Branches	114	117	-2,6%

Graph 1- Number of Employee and Profitability Per Employee



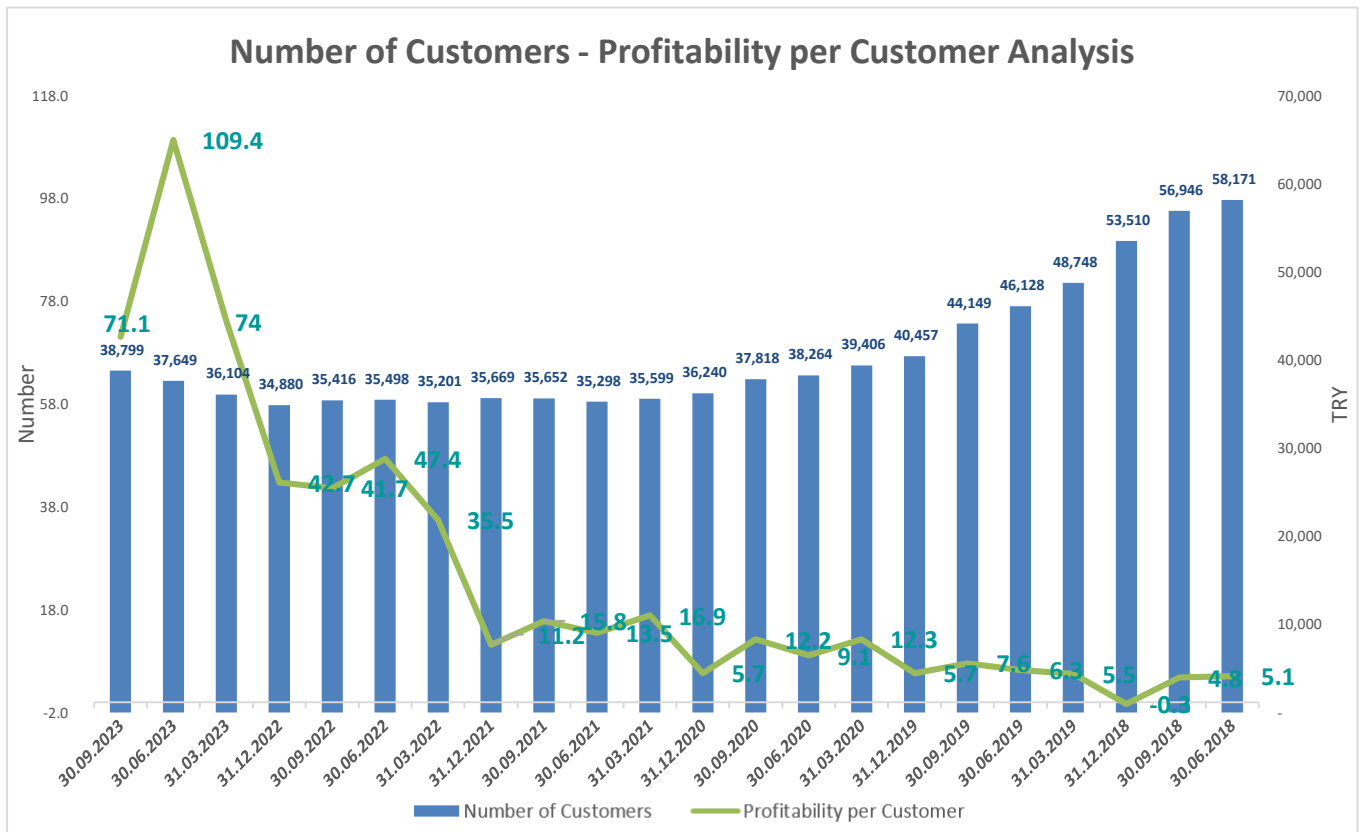
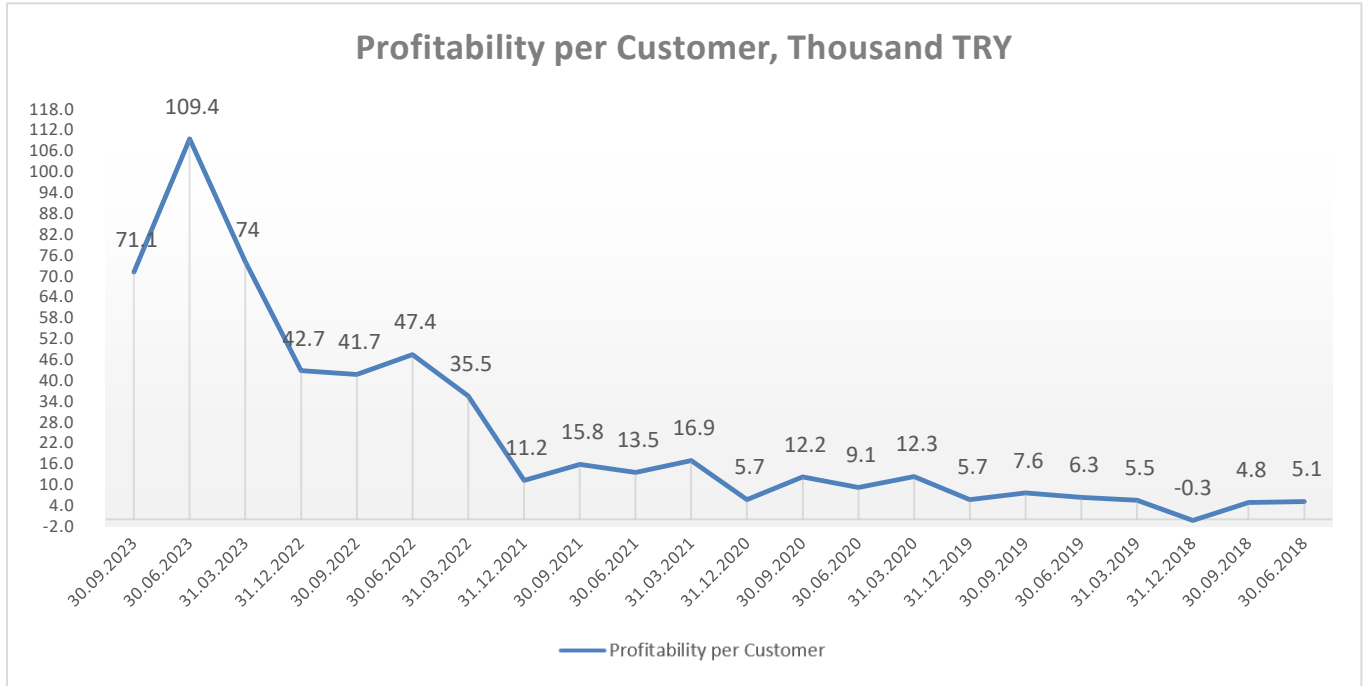
While the number of employees has been decreasing over the past 4 years, profitability ratio per employee has been changing over time.

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



While the number of employees in the sector has been decreasing 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.