

ASSOCIATION OF FINANCIAL INSTITUTIONS

SUMMARY OF LEASING FINANCIAL DATA

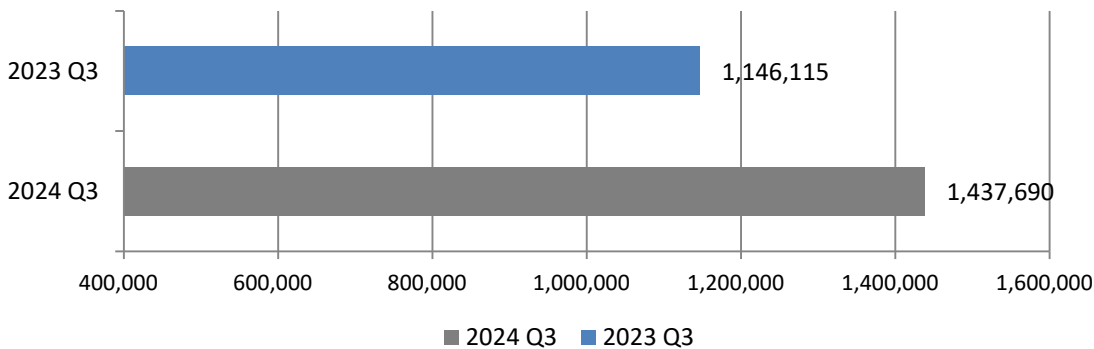
30.09.2024



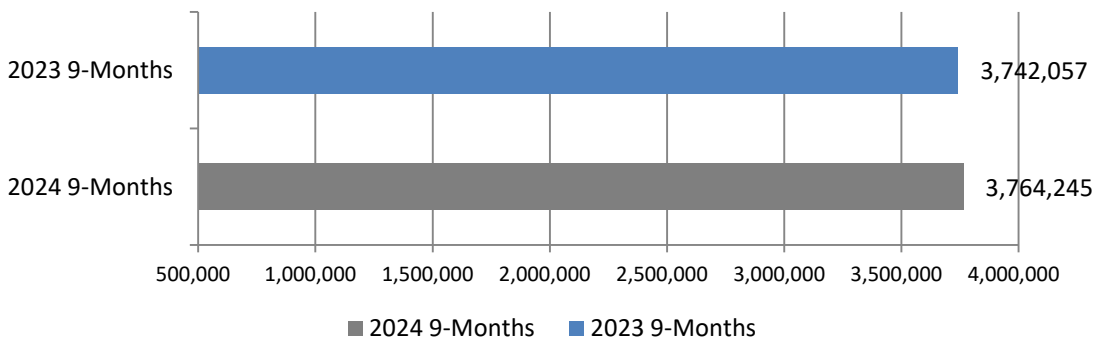
COMPARISON OF 2024 QUARTER III AND 2023 QUARTER III

NEW BUSINESS VOLUME:

- 2024 Quarter III new business volume is 1.437.690 thousand USD, which is a **25%** increase compared to 2023 Quarter III of 1.146.115 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **59%**.

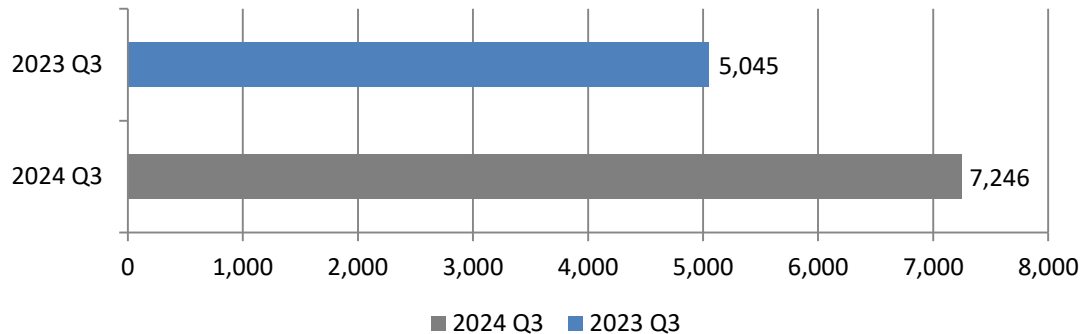


- 2024 nine-months cumulative new business volume is 3.764.245 thousand USD, an increase of **1%** compared to the same period of 2023, which was 3.742.057 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **50%**.

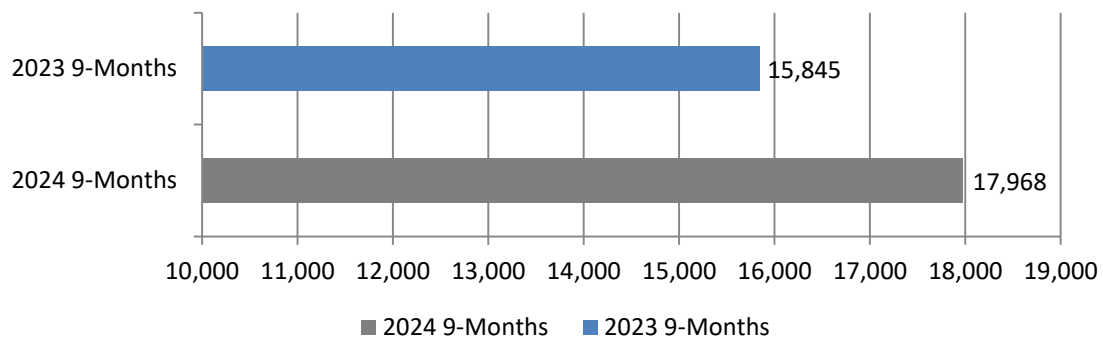


NUMBER OF CONTRACTS:

- 2024 Quarter III number of contracts is 7.246 while the number of contracts was 5.045 in the same period of 2023. The growth is **10%**.



- 2024 nine-months cumulative number of contracts is 17.968, while the number of contracts was 15.845 in the same period of 2023. The growth is **13%**.



PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2024 Q3 and 2023 Q3**

New Business Volume	2024 Q3	2023 Q3	Change
Thousand TRY	48.054.426	30.236.520	59%
Thousand USD	1.437.690	1.146.115	25%
Number of Contracts	7.246	5.045	44%

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

New Business Volume	2024	2023	Change
Thousand TRY	122.013.388	81.588.313	50%
Thousand USD	3.764.245	3.742.057	1%
Number of Contracts	17.968	15.845	13%

DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

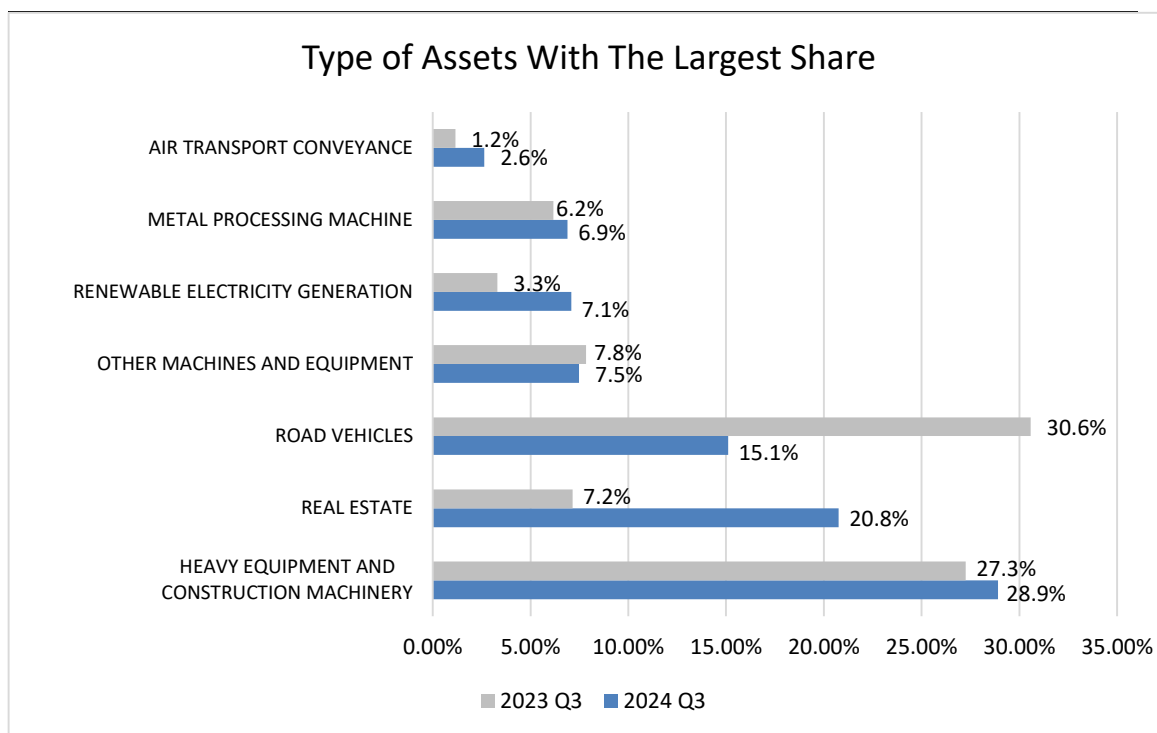
- The distribution ratio of leasing volume by type of asset in 2024 Q3 and 2023 Q3 as follows;

ASSET SUBJECTS OF LEASING	2024 Q3 Ratio	2023 Q3 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	28.9%	27.3%
REAL ESTATE	20.8%	7.2%
ROAD VEHICLES	15.1%	30.6%
OTHER MACHINES AND EQUIPMENT	7.5%	7.8%
RENEWABLE ELECTRICITY GENERATION	7.1%	3.3%
METAL PROCESSING MACHINE	6.9%	6.2%
AIR TRANSPORT CONVEYANCE	2.6%	1.2%
TEXTILE MACHINES	2.2%	3.8%
PLASTIC PROCESSING MACHINES	1.8%	1.1%
RAILROAD TRANSPORT VEHICLES	1.5%	0.0%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	1.5%	2.8%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.2%	3.6%
PRINTING AND PAPER PROCESSING MACHINES	1.1%	1.0%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	0.7%	1.2%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.3%	1.5%
ELECTRONIC AND OPTICAL DEVICES	0.3%	0.7%
SHIPS AND OTHER SEA-GOING VESSELS	0.2%	0.2%
TOURISM EQUIPMENT	0.2%	0.5%
ENERGY EFFICIENCY EQUIPMENT	0.0%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

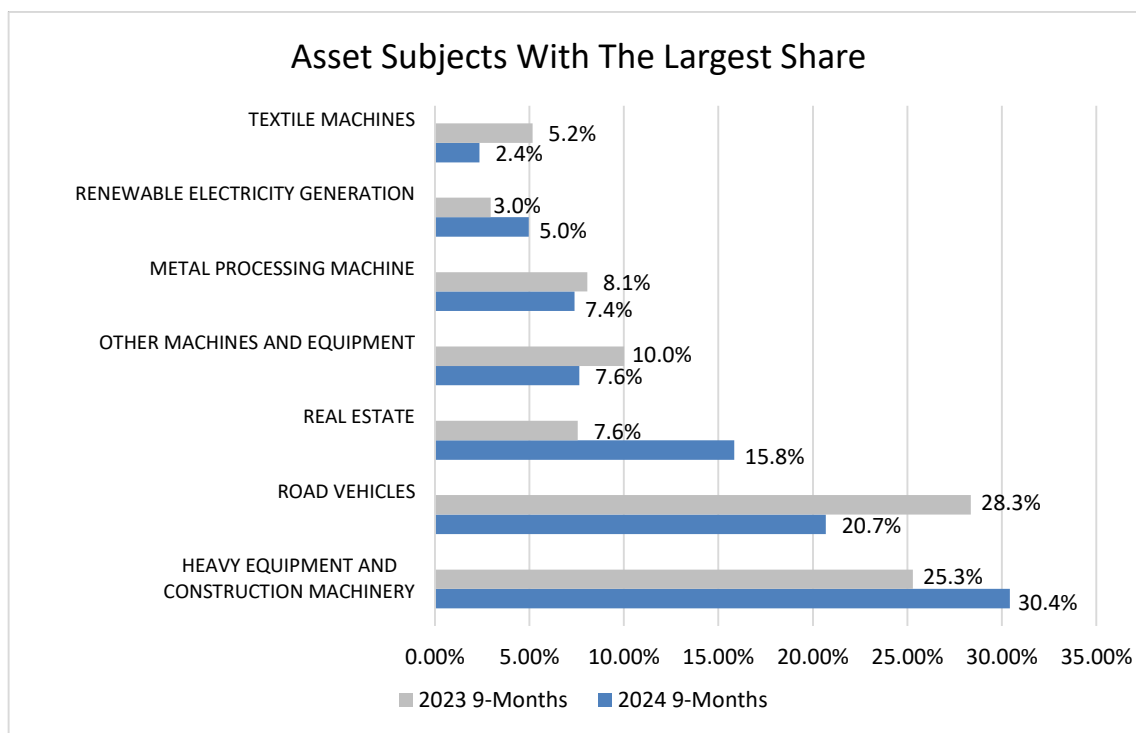
- 9-months cumulative distribution ratio of leasing volume by type of asset in 2024 and 2023 as follows;

ASSET SUBJECTS OF LEASING	2024 Ratio	2023 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	30.4%	25.3%
ROAD VEHICLES	20.7%	28.3%
REAL ESTATE	15.8%	7.6%
OTHER MACHINES AND EQUIPMENT	7.6%	10.0%
METAL PROCESSING MACHINE	7.4%	8.1%
RENEWABLE ELECTRICITY GENERATION	5.0%	3.0%
TEXTILE MACHINES	2.4%	5.2%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	2.2%	2.6%
AIR TRANSPORT CONVEYANCE	1.8%	0.9%
PLASTIC PROCESSING MACHINES	1.6%	2.1%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.2%	2.5%
PRINTING AND PAPER PROCESSING MACHINES	1.1%	0.8%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	0.9%	0.9%
RAILROAD TRANSPORT VEHICLES	0.6%	0.0%
ELECTRONIC AND OPTICAL DEVICES	0.5%	1.0%
SHIPS AND OTHER SEA-GOING VESSELS	0.4%	0.5%
TOURISM EQUIPMENT	0.3%	0.5%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.2%	0.8%
ENERGY EFFICIENCY EQUIPMENT	0.0%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

**2024 QUARTER III AND 2023 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**



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

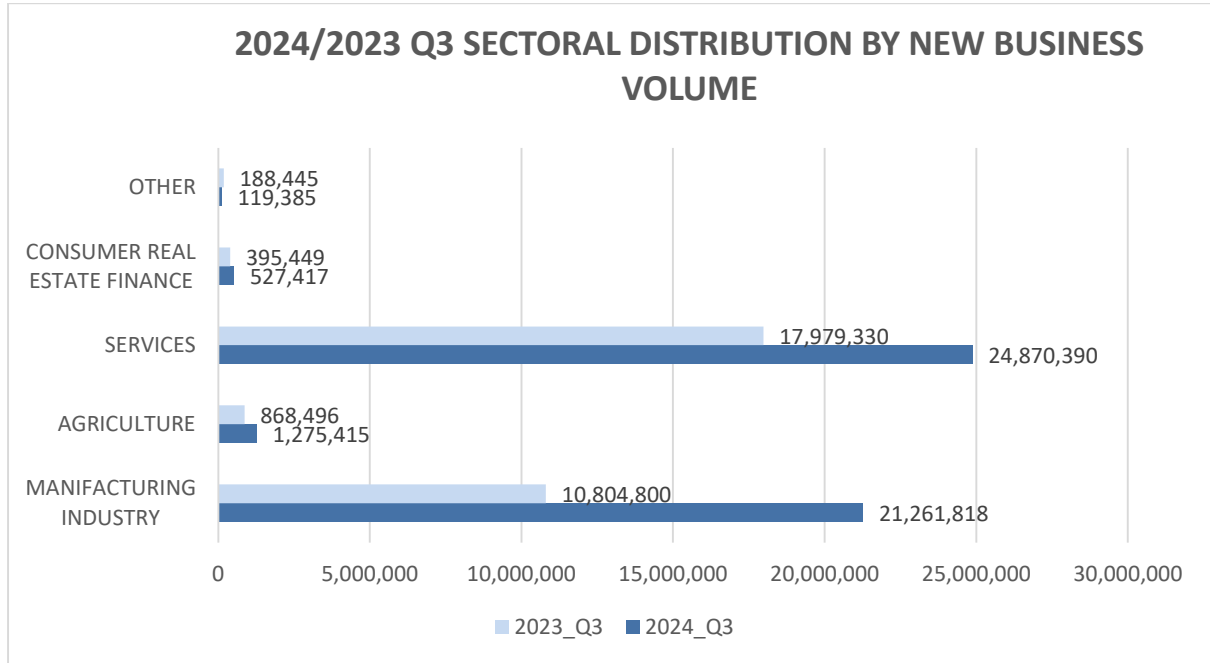
LEASING ASSET SUBJECTS	2024 Q3 Range	2023 Q3 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	414,386	307,292	35%
REAL ESTATE	298,464	80,587	270%
ROAD VEHICLES	218,206	348,691	-37%
OTHER MACHINES AND EQUIPMENT	107,337	87,959	22%
RENEWABLE ELECTRICITY GENERATION	103,658	40,495	156%
METAL PROCESSING MACHINE	99,284	69,452	43%
AIR TRANSPORT CONVEYANCE	37,258	13,465	177%
TEXTILE MACHINES	31,812	42,760	-26%
PLASTIC PROCESSING MACHINES	26,359	11,995	120%
RAILROAD TRANSPORT VEHICLES	21,601	490	4308%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	20,926	32,268	-35%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	17,577	52,930	-67%
PRINTING AND PAPER PROCESSING MACHINES	16,199	11,103	46%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	9,301	13,237	-30%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	4,934	17,602	-72%
ELECTRONIC AND OPTICAL DEVICES	4,233	7,023	-40%
SHIPS AND OTHER SEA-GOING VESSELS	3,236	2,618	24%
TOURISM EQUIPMENT	2,921	6,149	-52%
ENERGY EFFICIENCY EQUIPMENT	0	0	0%
Total New Business Volume	1,437,690	1,146,115	25%
NUMBER OF CONTRACTS	7,246	5,045	44%

9 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	1,147,713	932,546	23%
ROAD VEHICLES	785,808	1,049,996	-25%
REAL ESTATE	591,063	278,656	112%
METAL PROCESSING MACHINE	280,145	309,148	-9%
OTHER MACHINES AND EQUIPMENT	279,853	384,285	-27%
RENEWABLE ELECTRICITY GENERATION	188,230	112,484	67%
TEXTILE MACHINES	89,267	199,698	-55%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	81,554	95,013	-14%
AIR TRANSPORT CONVEYANCE	69,233	32,870	111%
PLASTIC PROCESSING MACHINES	60,001	83,044	-28%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	45,270	102,991	-56%
PRINTING AND PAPER PROCESSING MACHINES	40,017	30,369	32%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	32,226	33,399	-4%
RAILROAD TRANSPORT VEHICLES	22,308	1,303	1612%
ELECTRONIC AND OPTICAL DEVICES	18,185	36,196	-50%
SHIPS AND OTHER SEA-GOING VESSELS	16,802	18,371	-9%
TOURISM EQUIPMENT	10,869	16,435	-34%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	5,701	25,251	-77%
ENERGY EFFICIENCY EQUIPMENT	0	0	0%
Total New Business Volume	3,764,245	3,742,057	1%
NUMBER OF CONTRACTS	17,968	15,845	13%

LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was 96.8% growth in the “Manufacturing Industry” and 38.3% growth in the “Service” sector.

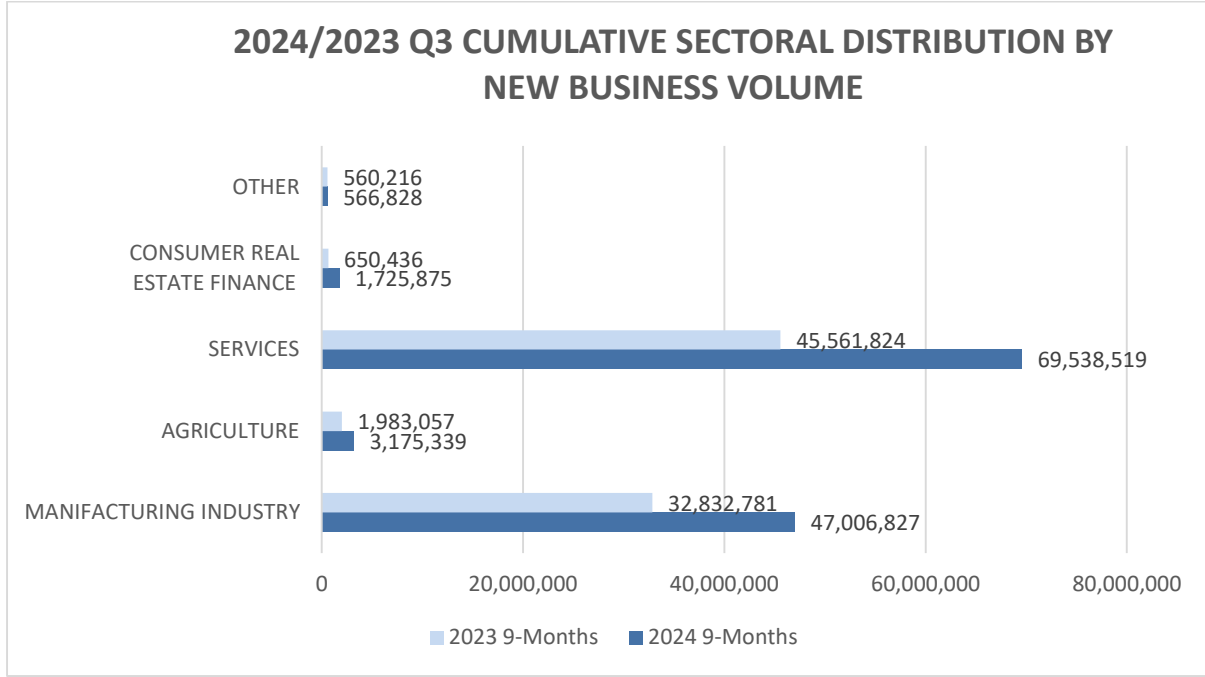
Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2024_Q3	21,261,818	1,275,415	24,870,390	527,417	119,385	48,054,426
2023_Q3	10,804,800	868,496	17,979,330	395,449	188,445	30,236,520
Growth	96.8%	46.9%	38.3%	33%	-37%	58.9%

2024_Q3	44%	3%	52%	1%	0%	100%
2023_Q3	36%	3%	59%	1%	1%	100%

LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was a 43.2% growth in the “Manufacturing Industry” and 52.6% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2024_Q3	47,006,827	3,175,339	69,538,519	1,725,875	566,828	122,013,388
2023_Q3	32,832,781	1,983,057	45,561,824	650,436	560,216	81,588,313
Growth	43.2%	60.1%	52.6%	165%	1%	49.5%

2024_Q3	39%	3%	57%	1%	0%	100%
2023_Q3	40%	2%	56%	1%	1%	100%

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2024 Q3 DATA

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

PERIOD 01.07.2024-30.09.2024

	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	7,246						
AGRICULTURE	154	1,275,415	2.7%	1,810,604	2.98%	38,227	34,829
AGRICULTURE, LIVESTOCK, FORESTRY	143	1,253,576	2.6%	1,774,469	2.92%	37,581	34,243
FISHING	11	21,839	0.0%	36,135	0.06%	647	586
MANUFACTURING INDUSTRY	1,638	21,261,818	44.2%	26,164,043	43.02%	637,289	584,083
MINING OF ENERGY PRODUCING MATERIALS	12	559,749	1.2%	670,279	1.10%	16,832	15,462
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	59	1,278,651	2.7%	1,555,799	2.56%	38,206	34,953
FOOD, BEVERAGE AND TOBACCO INDUSTRY	199	1,302,929	2.7%	1,659,863	2.73%	38,971	36,145
TEXTILE	132	3,220,037	6.7%	3,837,829	6.31%	96,274	88,057
LEATHER INDUSTRY	8	47,979	0.1%	52,911	0.09%	1,448	1,329
WOOD AND TIMBER INDUSTRY	42	154,195	0.3%	219,352	0.36%	4,594	4,184
PAPER INDUSTRY	65	707,136	1.5%	959,763	1.58%	21,234	19,623
NUCLEAR FUEL, OIL AND COAL PRODUCTS	9	75,913	0.2%	81,080	0.13%	2,270	2,077
CHEMICAL INDUSTRY	133	597,114	1.2%	671,297	1.10%	17,785	16,228
RUBBER AND PLASTIC PROCESSING INDUSTRY	91	1,016,311	2.1%	1,288,990	2.12%	30,433	27,686
OTHER MINING INDUSTRY	81	679,731	1.4%	831,740	1.37%	20,277	18,584
METALLURGICAL INDUSTRY	277	5,497,464	11.4%	6,775,750	11.14%	165,866	152,404
MACHINE-BUILDING INDUSTRY	229	2,298,795	4.8%	2,613,185	4.30%	69,154	63,566
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	47	372,184	0.8%	610,763	1.00%	11,164	10,220
TRANSPORTATION VEHICLES	102	2,117,726	4.4%	2,710,386	4.46%	62,770	57,128
OTHER MANUFACTURING INDUSTRY	122	671,559	1.4%	849,611	1.40%	20,053	18,396
ELECTRICITY, GAS AND WATER SUPPLYING	30	664,344	1.4%	775,445	1.28%	19,959	18,040
SERVICES	2,781	24,870,390	51.8%	32,110,899	52.80%	743,108	677,663
CONSTRUCTION	1,368	13,247,225	27.6%	16,068,453	26.42%	393,868	359,126
VEHICLE SERVICING	604	3,307,492	6.9%	4,604,985	7.57%	99,464	91,178
TOURISM	46	634,365	1.3%	849,152	1.40%	18,977	17,499
TRANSPORTATION WAREHOUSING AND COMMUNICATION	332	2,789,355	5.8%	3,473,929	5.71%	84,680	76,726
FINANCIAL INTERMEDIATION	32	351,719	0.7%	452,347	0.74%	10,515	9,636
a) Monetary Institutions	22	290,717	0.6%	379,769	0.62%	8,705	7,945
b) Other Financial Intermediaries	10	61,002	0.1%	72,578	0.12%	1,811	1,691
REAL ESTATE BROKERAGE	244	2,976,601	6.2%	4,074,618	6.70%	88,923	80,972
DEFENCE, AND SOCIAL SECURITY	7	239,726	0.5%	348,003	0.57%	7,090	6,471
EDUCATION	15	68,964	0.1%	74,786	0.12%	2,043	1,847
HEALTH AND SOCIAL SERVICES	75	715,605	1.5%	1,345,996	2.21%	21,247	19,287
OTHER SOCIAL SERVICES	56	534,574	1.1%	813,202	1.34%	16,159	14,797
INDIVIDUAL PERSONS EMPLOYING WORKERS	2	4,766	0.0%	5,428	0.01%	141	126
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	2,655	527,417	1.1%	561,192	0.92%	15,472	13,873
OTHER	18	119,385	0.2%	172,006	0.28%	3,593	3,294
TOTAL	7,246	48,054,426	100.0%	60,818,744	100%	1,437,690	1,313,742

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2024 Q3 CUMULATIVE DATA

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

PERIOD 01.01.2024-30.09.2024

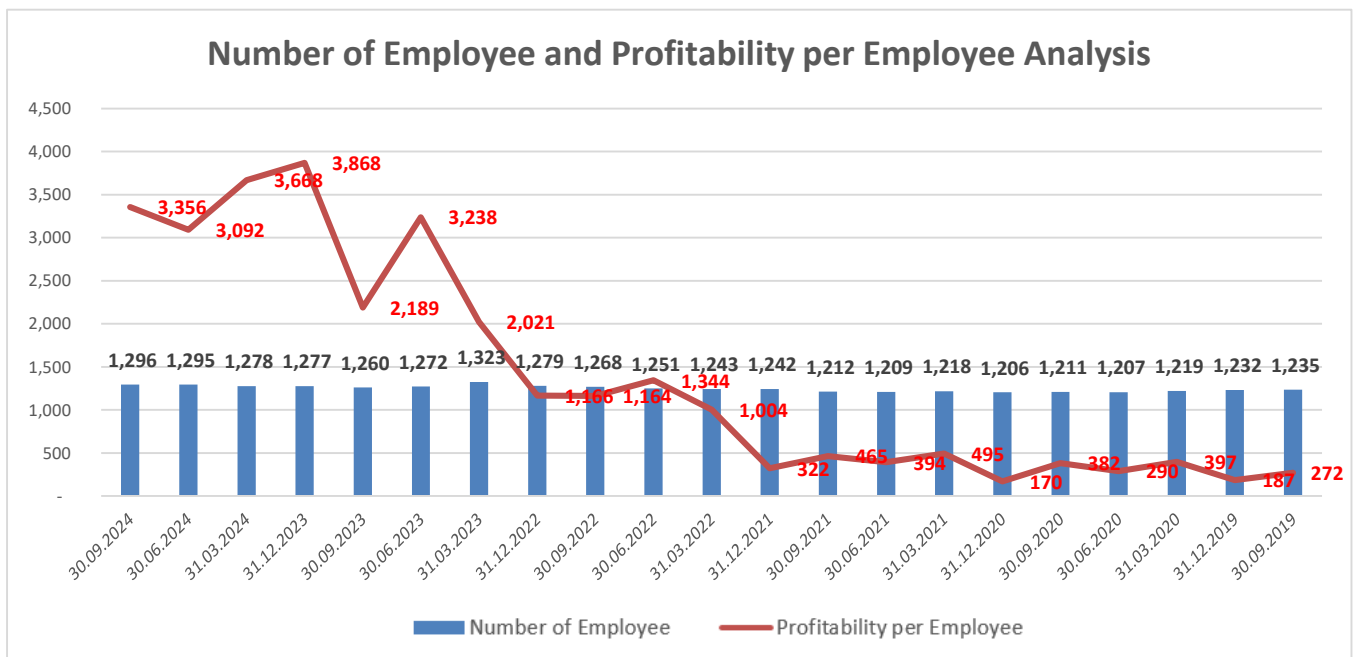
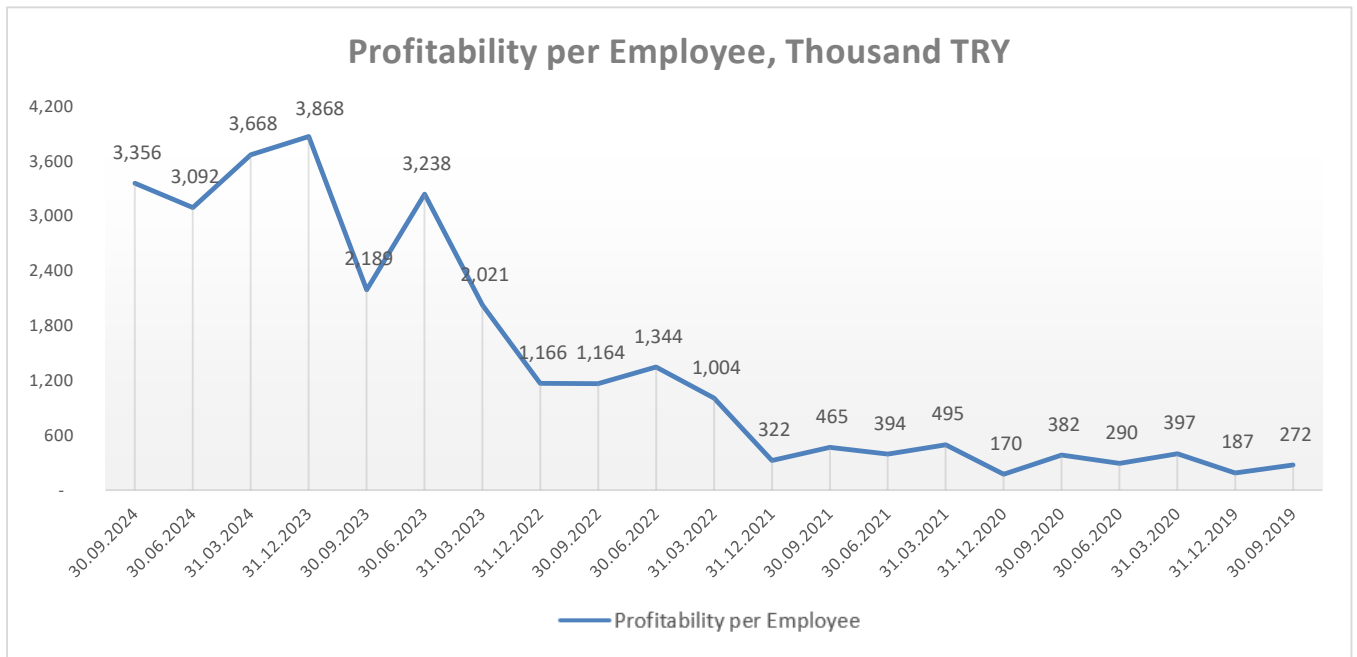
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	17,968						
AGRICULTURE	452	3,175,339	2.6%	4,264,735	2.61%	97,795	90,105
AGRICULTURE, LIVESTOCK, FORESTRY	437	3,139,528	2.6%	4,205,602	2.57%	96,713	89,116
FISHING	15	35,811	0.0%	59,132	0.04%	1,082	990
MANUFACTURING INDUSTRY	4,647	47,006,827	38.5%	61,280,013	37.49%	1,448,700	1,335,904
MINING OF ENERGY PRODUCING MATERIALS	53	944,626	0.8%	1,197,597	0.73%	29,135	26,877
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	215	2,245,364	1.8%	2,829,589	1.73%	68,776	63,268
FOOD, BEVERAGE AND TOBACCO INDUSTRY	454	2,889,557	2.4%	3,870,952	2.37%	88,933	82,519
TEXTILE	364	7,526,962	6.2%	9,366,535	5.73%	231,370	212,924
LEATHER INDUSTRY	22	98,962	0.1%	135,950	0.08%	3,035	2,798
WOOD AND TIMBER INDUSTRY	107	315,236	0.3%	436,790	0.27%	9,706	8,912
PAPER INDUSTRY	137	1,430,043	1.2%	2,035,508	1.25%	44,046	41,111
NUCLEAR FUEL, OIL AND COAL PRODUCTS	25	211,883	0.2%	264,457	0.16%	6,559	6,037
CHEMICAL INDUSTRY	670	1,476,497	1.2%	1,372,030	0.84%	45,451	41,867
RUBBER AND PLASTIC PROCESSING INDUSTRY	277	2,383,443	2.0%	3,336,226	2.04%	73,428	67,679
OTHER MINING INDUSTRY	245	1,711,362	1.4%	2,362,907	1.45%	52,935	48,805
METALLURGICAL INDUSTRY	778	10,601,367	8.7%	14,075,697	8.61%	326,568	301,526
MACHINE-BUILDING INDUSTRY	511	4,888,182	4.0%	6,172,847	3.78%	150,878	139,248
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	134	875,904	0.7%	1,331,350	0.81%	27,279	25,091
TRANSPORTATION VEHICLES	231	5,393,829	4.4%	7,246,525	4.43%	166,305	152,470
OTHER MANUFACTURING INDUSTRY	339	1,894,457	1.6%	2,554,501	1.56%	58,638	54,133
ELECTRICITY, GAS AND WATER SUPPLYING	85	2,119,153	1.7%	2,690,551	1.65%	65,657	60,640
SERVICES	9,956	69,538,519	57.0%	94,611,176	57.87%	2,155,003	1,985,140
CONSTRUCTION	4,066	33,069,784	27.1%	42,047,865	25.72%	1,020,821	939,627
VEHICLE SERVICING	2,443	12,083,510	9.9%	17,472,385	10.69%	375,662	346,974
TOURISM	215	2,478,319	2.0%	3,108,346	1.90%	77,125	71,662
TRANSPORTATION WAREHOUSING AND COMMUNICATION	833	6,982,615	5.7%	10,940,785	6.69%	217,378	199,346
FINANCIAL INTERMEDIATION	263	1,671,129	1.4%	1,857,938	1.14%	51,948	48,293
a) Monetary Institutions	202	1,040,904	0.9%	1,181,421	0.72%	32,574	30,023
b) Other Financial Intermediaries	61	630,226	0.5%	676,517	0.41%	19,374	18,270
REAL ESTATE BROKERAGE	1,569	9,045,193	7.4%	12,732,364	7.79%	281,059	258,804
DEFENCE, AND SOCIAL SECURITY	16	449,394	0.4%	611,511	0.37%	13,843	12,702
EDUCATION	43	324,232	0.3%	409,213	0.25%	10,425	9,564
HEALTH AND SOCIAL SERVICES	213	2,013,934	1.7%	3,504,471	2.14%	62,343	57,270
OTHER SOCIAL SERVICES	290	1,399,297	1.1%	1,902,102	1.16%	43,750	40,303
INDIVIDUAL PERSONS EMPLOYING WORKERS	5	21,113	0.0%	24,196	0.01%	648	595
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	2,859	1,725,875	1.4%	1,814,892	1.11%	52,444	48,232
OTHER	54	566,828	0.5%	1,507,704	0.92%	10,304	9,495
TOTAL	17,968	122,013,388	100.0%	163,478,520	100%	3,764,245	3,468,876

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- Comparison of 2024 Q3 and 2023 Q3

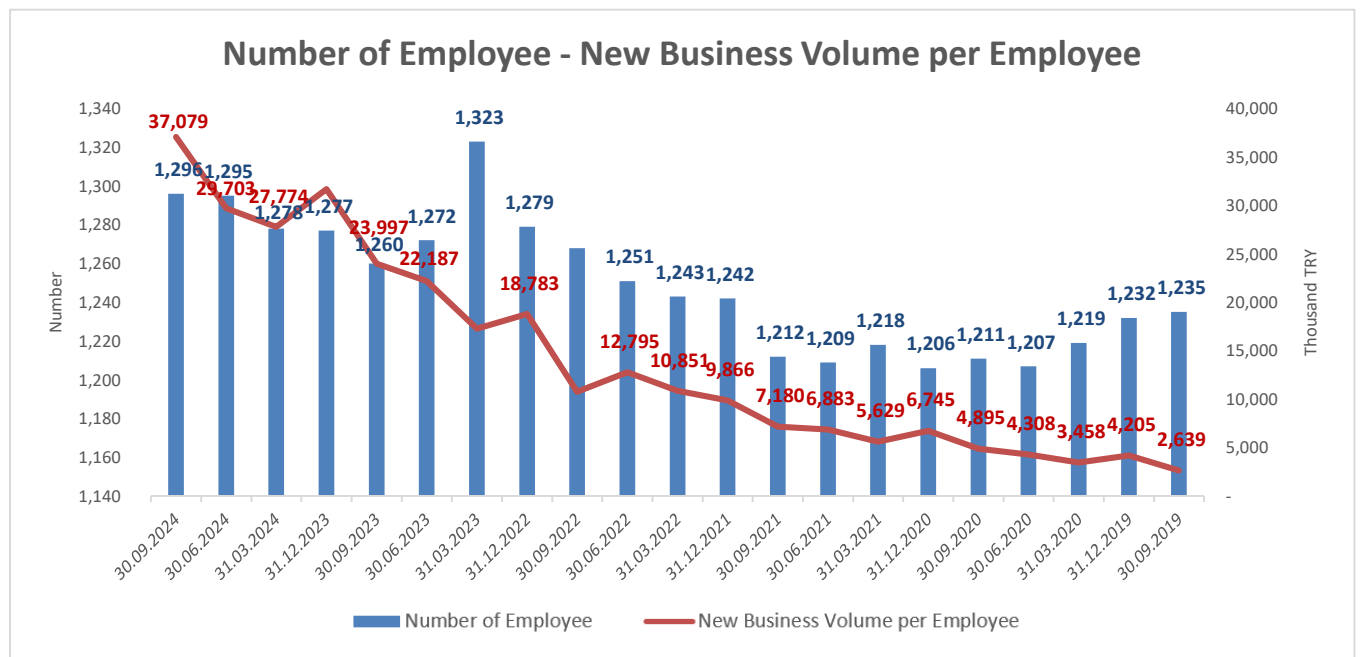
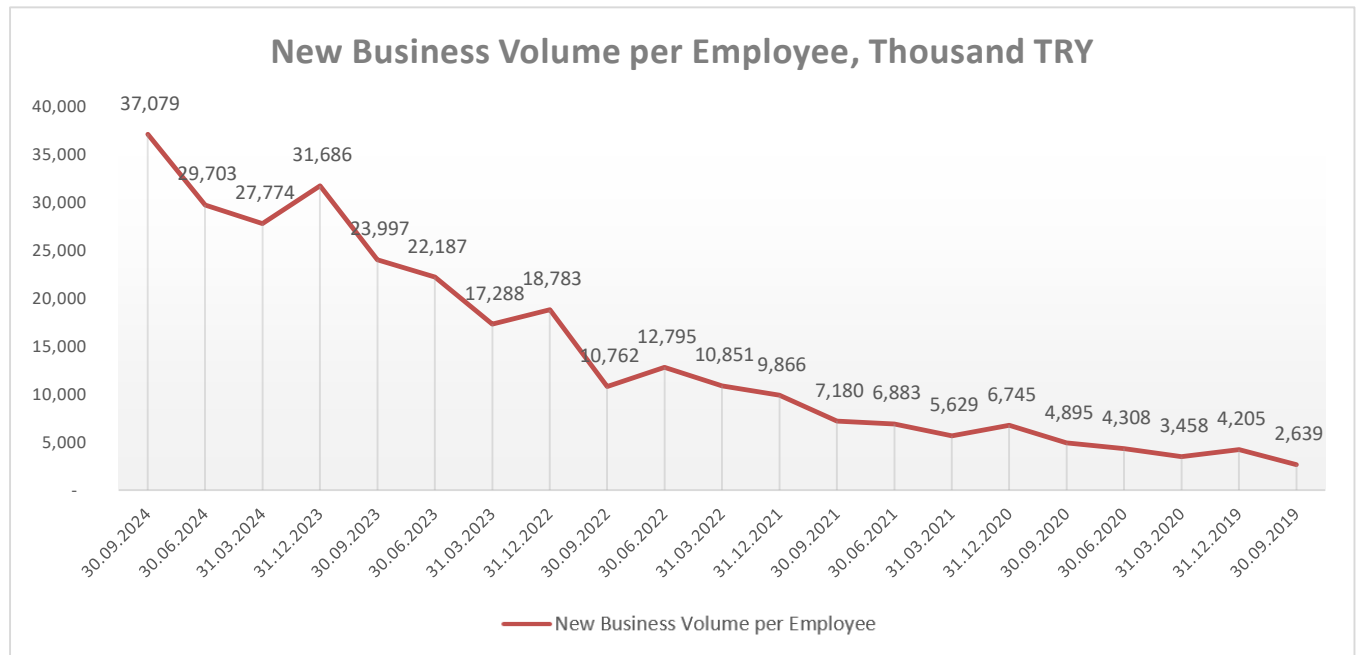
	2024 Q3	2023 Q3	Growth
Number of Companies	19	21	-9,5%
Number of Employees	1.296	1.260	2,9%
Number of Customers	38.898	38.799	0,3%
Number of Branches	115	114	0,9%

Graph 1- Number of Employee and Profitability Per Employee



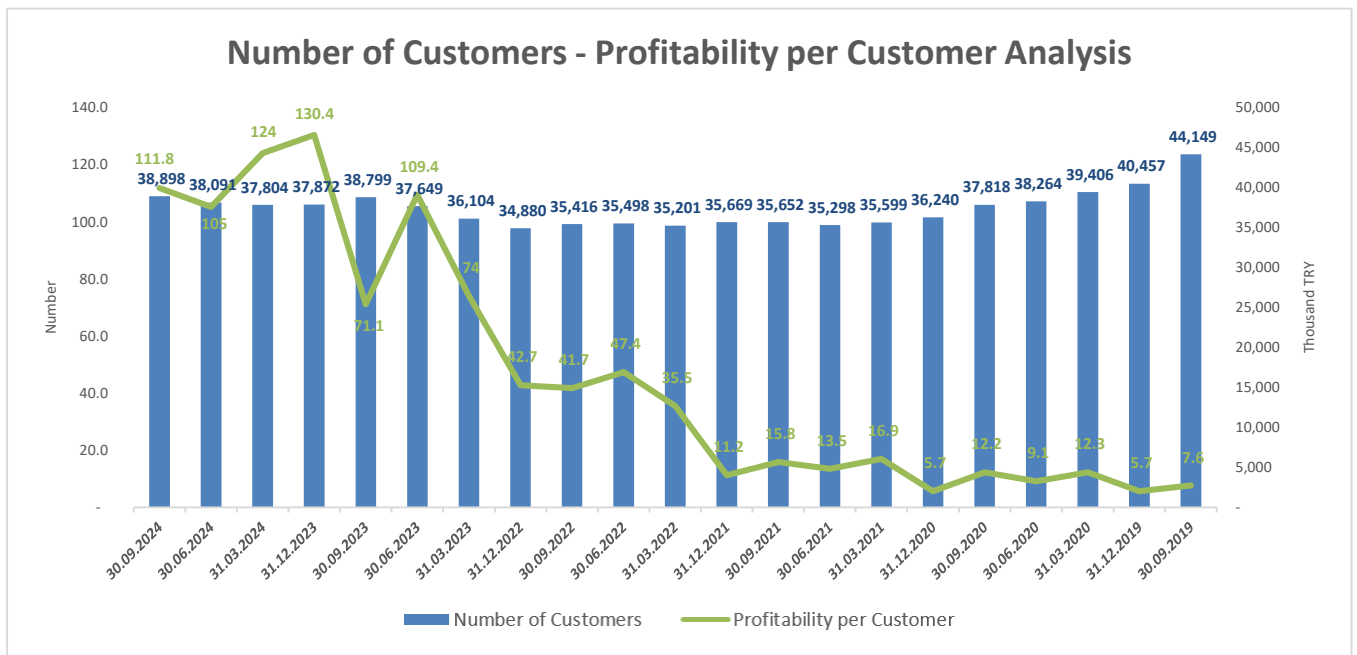
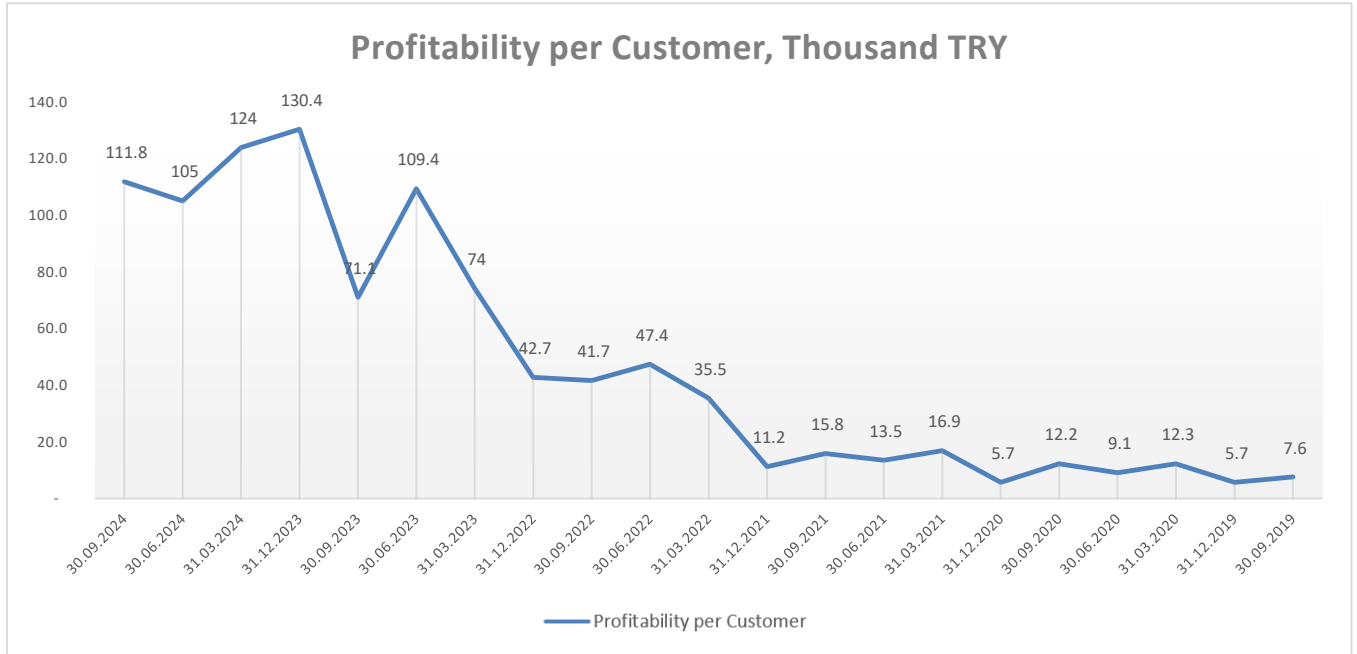
The number of employees and profitability ratios per employee have been on an upward trend over the past 5 years.

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 III, 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.