

# **ASSOCIATION OF FINANCIAL INSTITUTIONS**

## **SUMMARY OF LEASING FINANCIAL DATA**

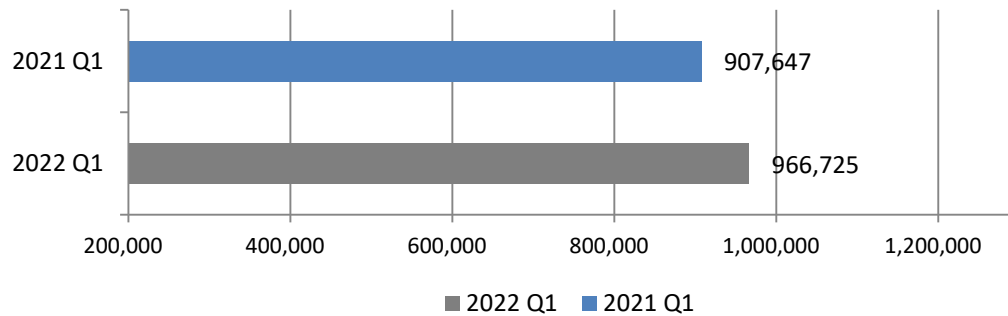
**31.03.2022**



## COMPARISON OF 2022 QUARTER I AND 2021 QUARTER I

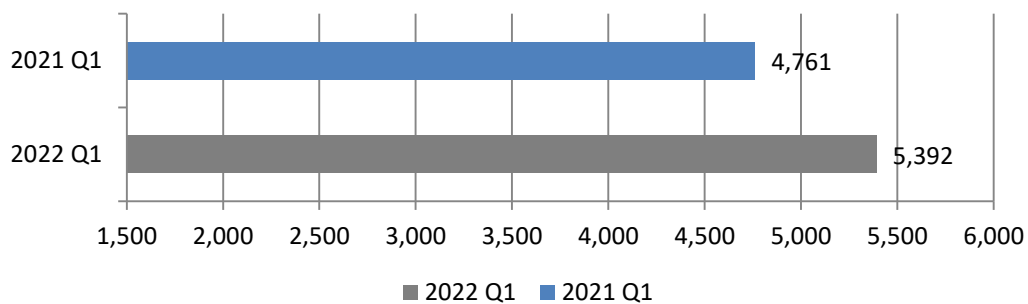
### NEW BUSINESS VOLUME:

- 2022 Quarter I new business volume is 966.725 thousand USD, which is a **7%** increase compared to 2021 Quarter I of 907.647 thousand USD. If we evaluate the increase in new business volume in TRY, the growth **97%**.



### NUMBER OF CONTRACTS:

- 2022 Quarter I number of contracts is 5.392, while the number of contracts was 4.761 in the same period of 2021. The growth is **13%**.



## PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2022 Q1 and 2021 Q1

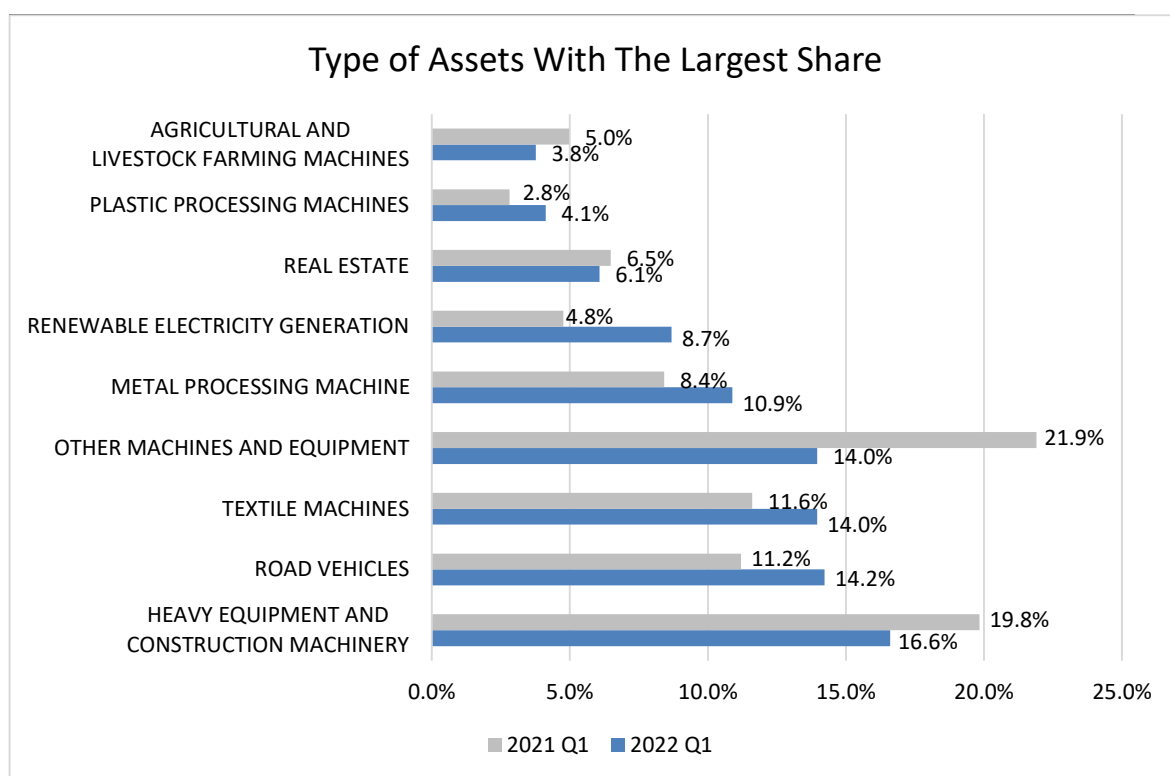
New Business Volume	2022 Q1	2021 Q1	Change
Thousand TRY	13.488.099	6.856.243	97%
Thousand USD	966.725	907.647	7%
Number of Contracts	5.392	4.761	13%

## DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

- The distribution ratio of leasing volume by type of asset in 2022 Q1 and 2021 Q1 as follows;

ASSET SUBJECTS OF LEASING	2022 Q1 Ratio	2021 Q1 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	16.6%	19.8%
ROAD VEHICLES	14.2%	11.2%
TEXTILE MACHINES	14.0%	11.6%
OTHER MACHINES AND EQUIPMENT	14.0%	21.9%
METAL PROCESSING MACHINE	10.9%	8.4%
RENEWABLE ELECTRICITY GENERATION	8.7%	4.8%
REAL ESTATE	6.1%	6.5%
PLASTIC PROCESSING MACHINES	4.1%	2.8%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	3.8%	5.0%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	2.3%	1.7%
PRINTING AND PAPER PROCESSING MACHINES	1.3%	1.7%
AIR TRANSPORT CONVEYANCE	1.1%	0.0%
PRINTING AND PAPER PROCESSING MACHINES	1.1%	1.8%
ELECTRONIC AND OPTICAL DEVICES	0.8%	0.5%
SHIPS AND OTHER SEA-GOING VESSELS	0.6%	1.4%
TOURISM EQUIPMENT	0.4%	0.7%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.1%	0.0%
ENERGY EFFICIENCY EQUIPMENT	0.1%	0.1%
TOTAL NEW BUSINESS VOLUME	100%	100%

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

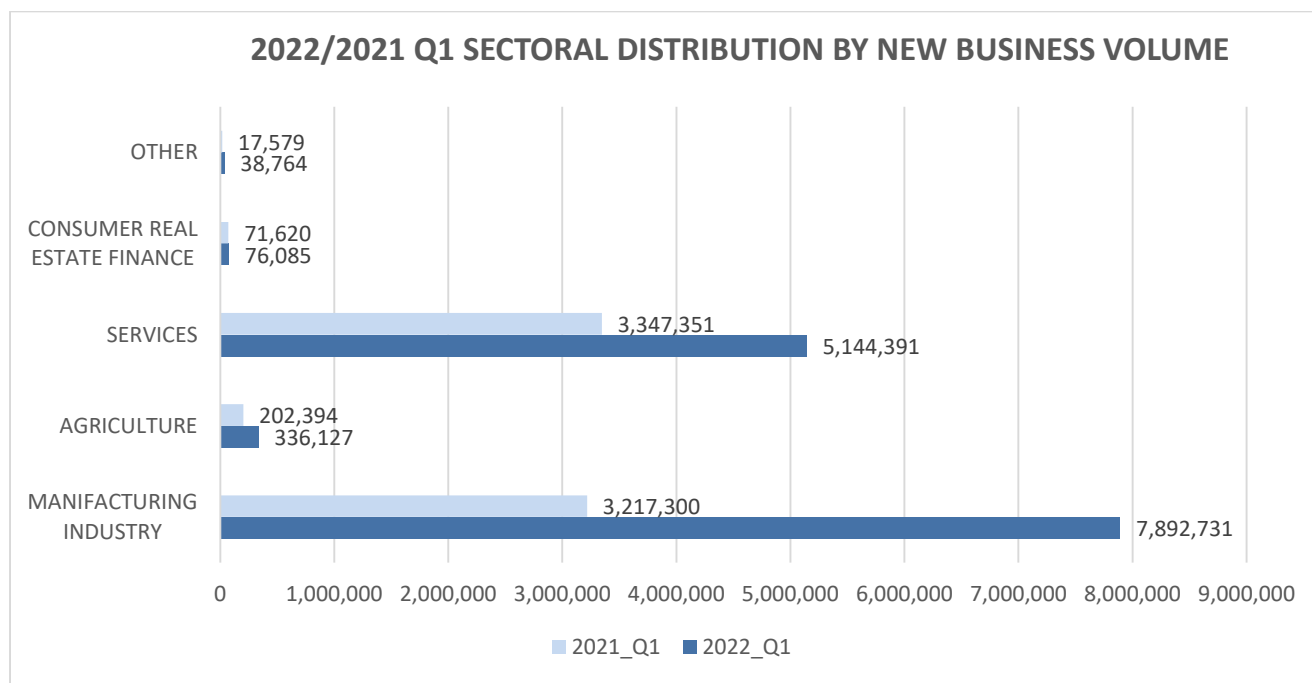


**2022 QUARTER I AND 2021 QUARTER I COMPARISON OF ASSET SUBJECTS (THOUSAND USD)**

LEASING ASSET SUBJECTS	2022 Q1 Range	2021 Q1 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	160,563	183,055	-12%
ROAD VEHICLES	137,901	102,195	35%
OTHER MACHINES AND EQUIPMENT	135,311	195,038	-31%
TEXTILE MACHINES	134,590	107,673	25%
METAL PROCESSING MACHINE	105,185	77,988	35%
RENEWABLE ELECTRICITY GENERATION	85,309	44,263	93%
REAL ESTATE	57,142	53,283	7%
PLASTIC PROCESSING MACHINES	39,278	26,037	51%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	36,872	45,847	-20%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	22,681	14,548	56%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	12,389	16,168	-23%
AIR TRANSPORT CONVEYANCE	11,000	0	0%
PRINTING AND PAPER PROCESSING MACHINES	10,210	16,632	-39%
ELECTRONIC AND OPTICAL DEVICES	7,511	4,805	56%
SHIPS AND OTHER SEA-GOING VESSELS	5,375	12,282	-56%
TOURISM EQUIPMENT	3,821	6,899	-45%
ENERGY EFFICIENCY EQUIPMENT	811	934	-13%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	775	0	0%
<b>Total New Business Volume</b>	<b>966,725</b>	<b>907,647</b>	<b>7%</b>
<b>NUMBER OF CONTRACTS</b>	<b>5,392</b>	<b>4,761</b>	<b>13%</b>

## LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was 66% growth in the “Manufacturing Industry” and 145% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2022_Q1	7,892,731	336,127	5,144,391	76,085	38,764	13,488,099
2021_Q1	3,217,300	202,394	3,347,351	71,620	17,579	6,856,243
Growth	145.3%	66.1%	53.7%	6%	121%	96.7%

2022_Q1	59%	2%	38%	1%	0%	100%
2021_Q1	47%	3%	49%	1%	0%	100%

AFI MEMBER LEASING COMPANIES  
LEASING VOLUME BY TYPE OF SECTOR  
2022 Q1 DATA

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

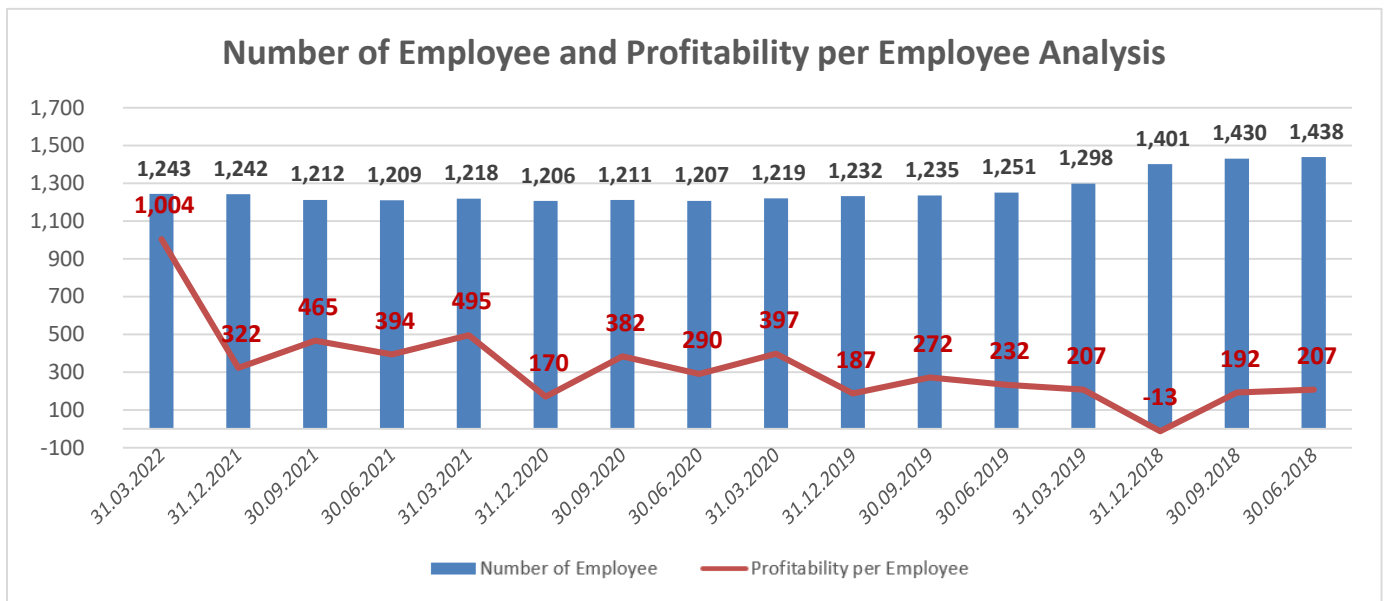
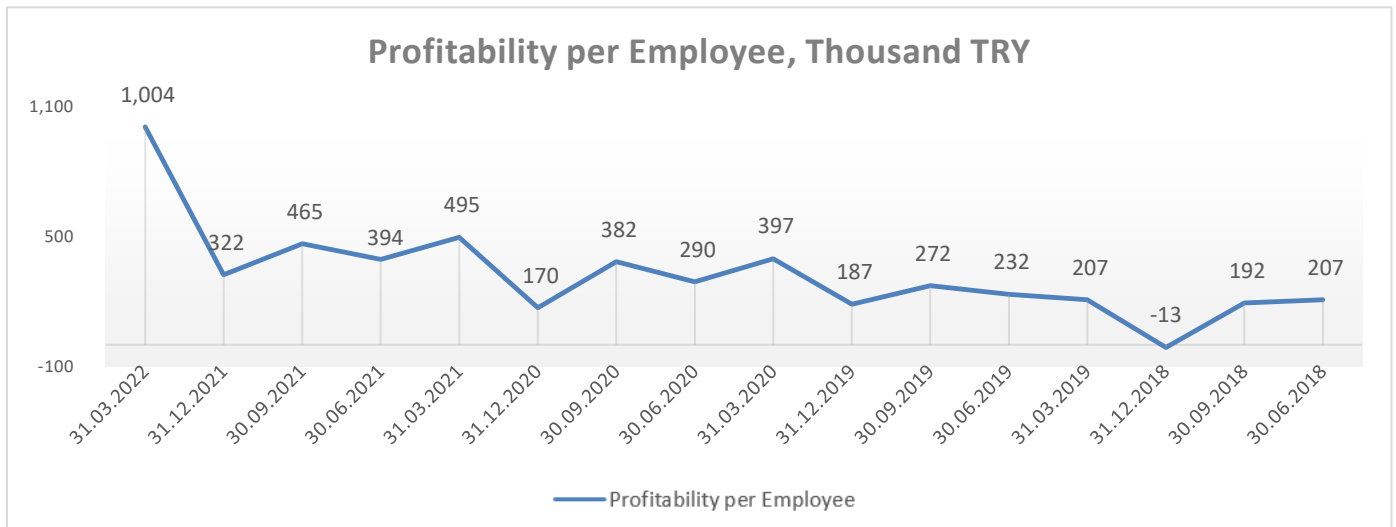
PERIOD: 01.01.2022-31.03.2022							
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	5,392						
AGRICULTURE	157	336,127	2.5%	384,347	2.39%	24,142	21,445
AGRICULTURE, LIVESTOCK, FORESTRY	149	327,149	2.4%	374,512	2.33%	23,444	20,823
FISHING	8	8,979	0.1%	9,836	0.06%	698	622
MANUFACTURING INDUSTRY	1,981	7,892,731	58.5%	9,664,697	60.12%	567,173	508,791
MINING OF ENERGY PRODUCING MATERIALS	30	488,291	3.6%	564,651	3.51%	35,806	31,563
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	76	269,065	2.0%	335,430	2.09%	20,466	17,272
FOOD, BEVERAGE AND TOBACCO INDUSTRY	140	321,897	2.4%	395,485	2.46%	23,047	20,830
TEXTILE	335	2,108,546	15.6%	2,531,110	15.74%	150,718	135,974
LEATHER INDUSTRY	21	56,822	0.4%	71,865	0.45%	4,057	3,615
WOOD AND TIMBER INDUSTRY	54	119,028	0.9%	152,906	0.95%	8,590	7,677
PAPER INDUSTRY	128	171,030	1.3%	209,923	1.31%	12,137	10,930
NUCLEAR FUEL, OIL AND COAL PRODUCTS	8	12,273	0.1%	14,936	0.09%	882	789
CHEMICAL INDUSTRY	40	102,580	0.8%	139,326	0.87%	7,180	6,474
RUBBER AND PLASTIC PROCESSING INDUSTRY	168	598,378	4.4%	788,763	4.91%	42,617	38,359
OTHER MINING INDUSTRY	77	154,361	1.1%	200,058	1.24%	11,121	9,969
METALLURGICAL INDUSTRY	415	1,251,097	9.3%	1,613,197	10.03%	88,500	79,671
MACHINE-BUILDING INDUSTRY	183	385,321	2.9%	463,841	2.89%	27,550	24,843
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	45	466,579	3.5%	528,742	3.29%	33,881	30,281
TRANSPORTATION VEHICLES	73	414,754	3.1%	497,082	3.09%	29,859	26,642
OTHER MANUFACTURING INDUSTRY	135	267,395	2.0%	328,442	2.04%	19,118	17,082
ELECTRICITY, GAS AND WATER SUPPLYING	53	705,315	5.2%	828,941	5.16%	51,646	46,818
SERVICES	3,154	5,144,391	38.1%	5,894,260	36.66%	367,544	329,392
CONSTRUCTION	708	1,523,769	11.3%	1,900,186	11.82%	108,650	97,988
WHOLESALE AND RETAIL VEHICLE SERVICING	457	1,195,820	8.9%	1,434,844	8.92%	84,779	75,846
TOURISM	47	107,159	0.8%	129,553	0.81%	7,725	6,892
TRANSPORTATION WAREHOUSING AND COMMUNICATION	482	713,659	5.3%	748,327	4.65%	50,809	45,556
FINANCIAL INTERMEDIATION	1,093	470,765	3.5%	207,657	1.29%	34,438	30,507
a) Monetary Institutions	1,037	453,286	3.4%	203,737	1.27%	33,143	29,362
b) Other Financial Intermediaries	56	17,479	0.1%	3,920	0.02%	1,295	1,145
REAL ESTATE BROKERAGE	159	735,538	5.5%	946,387	5.89%	52,300	46,233
DEFENCE, AND SOCIAL SECURITY	3	4,197	0.0%	4,640	0.03%	289	896
EDUCATION	7	4,799	0.0%	5,214	0.03%	354	313
HEALTH AND SOCIAL SERVICES	103	284,897	2.1%	399,248	2.48%	20,627	18,420
OTHER SOCIAL SERVICES	94	71,785	0.5%	80,057	0.50%	5,208	4,677
INDIVIDUAL PERSONS EMPLOYING WORKERS	1	31,004	0.2%	36,843	0.23%	2,291	1,998
INTERNATIONAL ORGANIZATIONS	1	1,000	0.0%	1,302	0.01%	74	66
CONSUMER REAL ESTATE FINANCE	90	76,085	0.6%	83,198	0.52%	5,195	4,657
OTHER	10	38,764	0.3%	50,402	0.31%	2,670	2,404
TOTAL	5,392	13,488,099	100.0%	16,076,904	100%	966,724	866,689

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- Comparison of 2022 Q1 and 2021 Q1

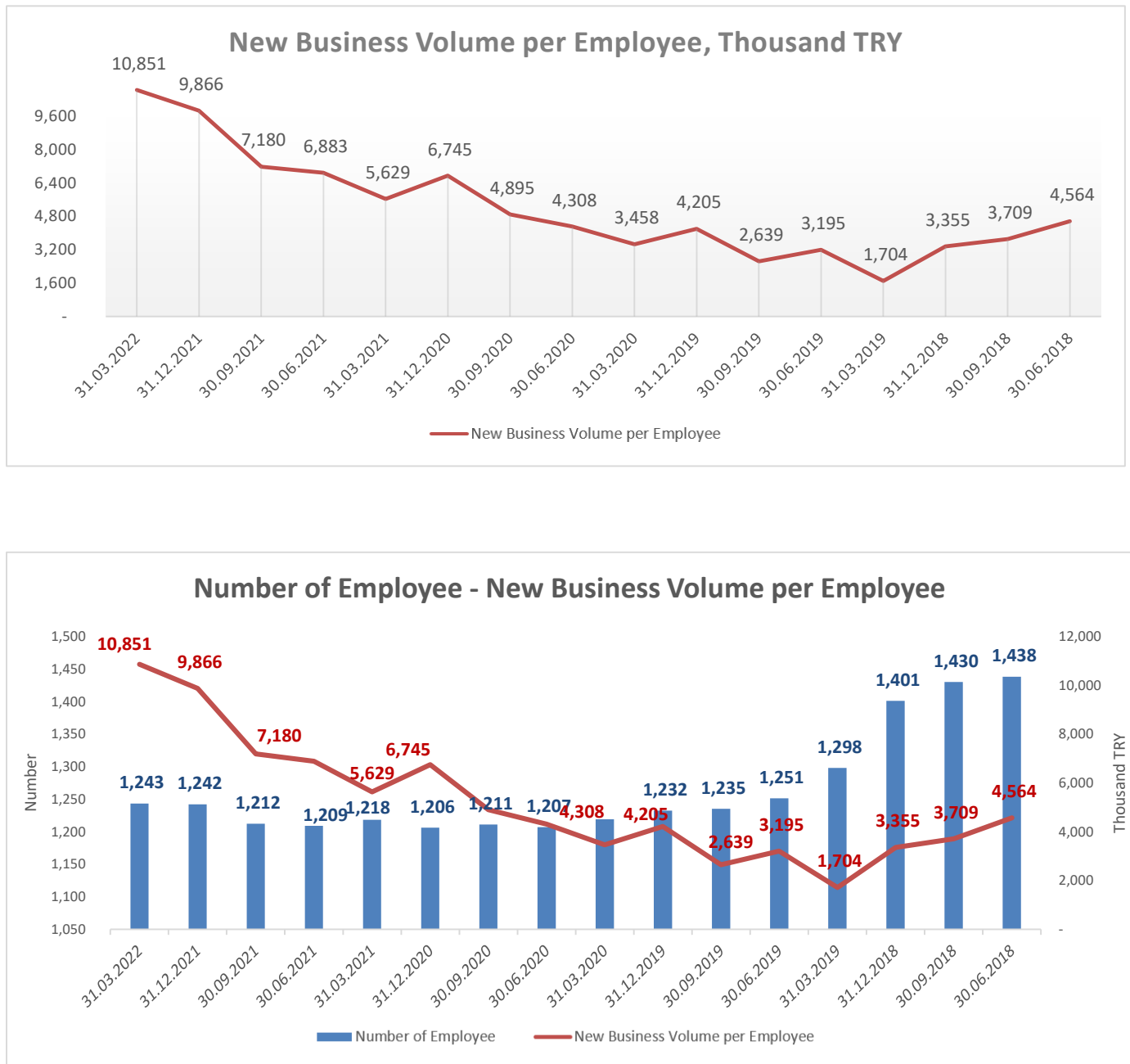
	2022 Q1	2021 Q1	Growth
Number of Companies	22	22	0%
Number of Employees	1.243	1.218	2,1%
Number of Customers	35.201	35.599	-1,1%
Number of Branches	116	116	0%

## 1- Number of Employee and Profitability Per Employee



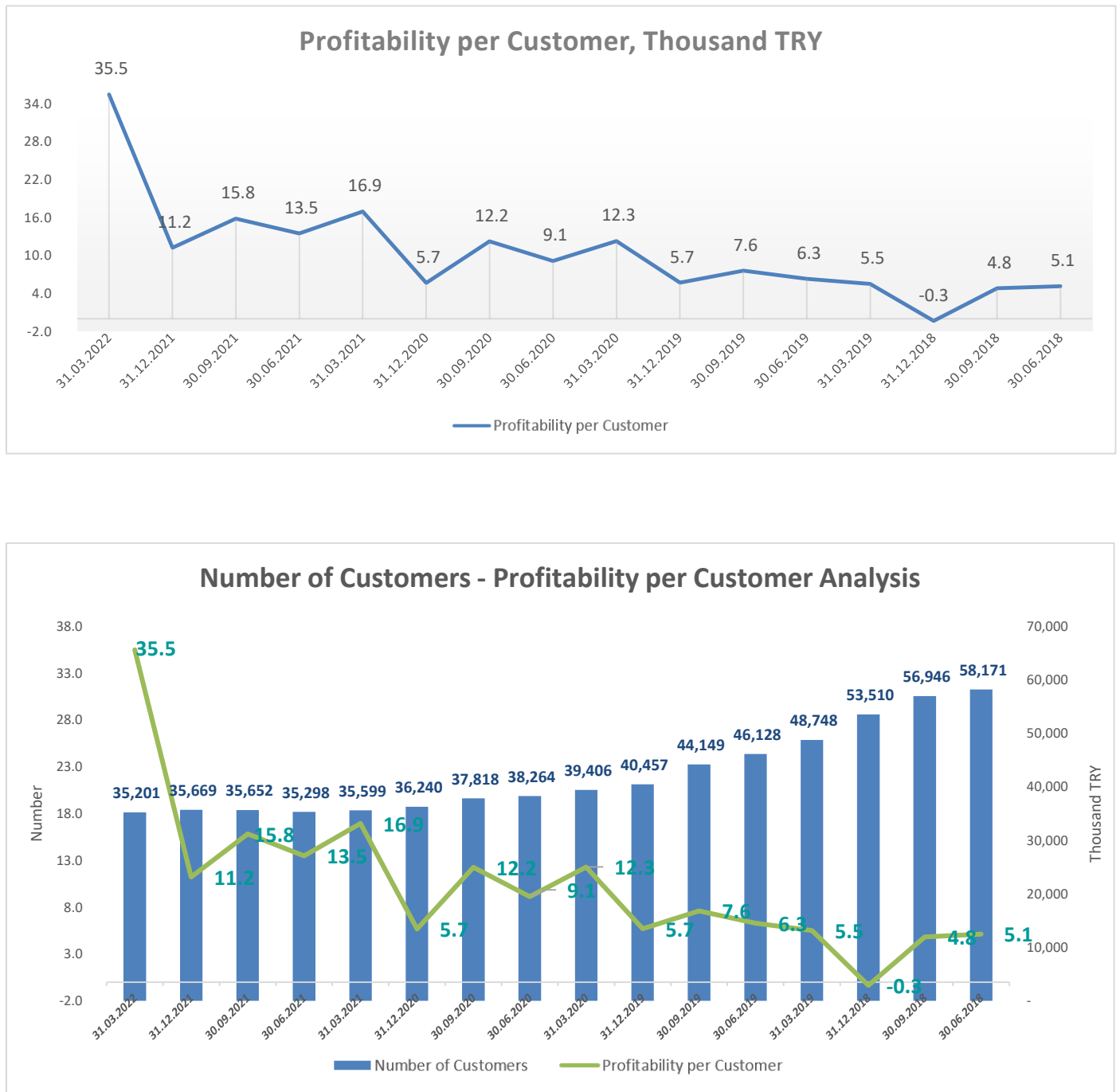
While the number of employees has been decreasing over the past 2 years, profitability ratios per employee has been changing over time.

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



While the number of employees has been changing over time 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.