

ASSOCIATION OF FINANCIAL INSTITUTIONS

SUMMARY OF LEASING FINANCIAL DATA

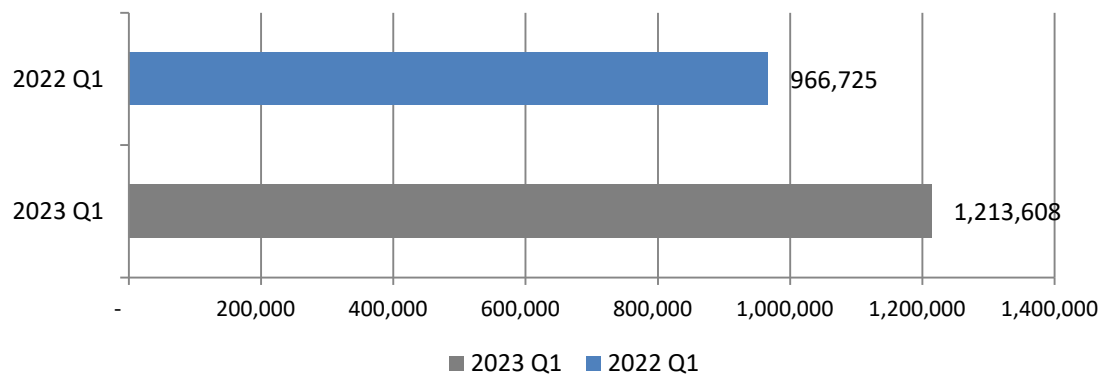
31.03.2023



COMPARISON OF 2023 QUARTER I AND 2022 QUARTER I

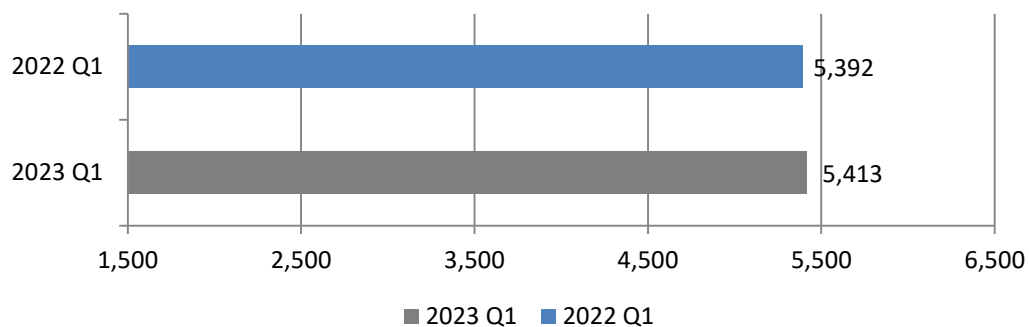
NEW BUSINESS VOLUME:

- 2023 Quarter I new business volume is 1.213.608 thousand USD, which is a **26%** increase compared to 2022 Quarter I of 966.725 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **70%**.



NUMBER OF CONTRACTS:

- 2023 Quarter I number of contracts is 5.413 while the number of contracts was 5.392.



PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2023 Q1 and 2022 Q1

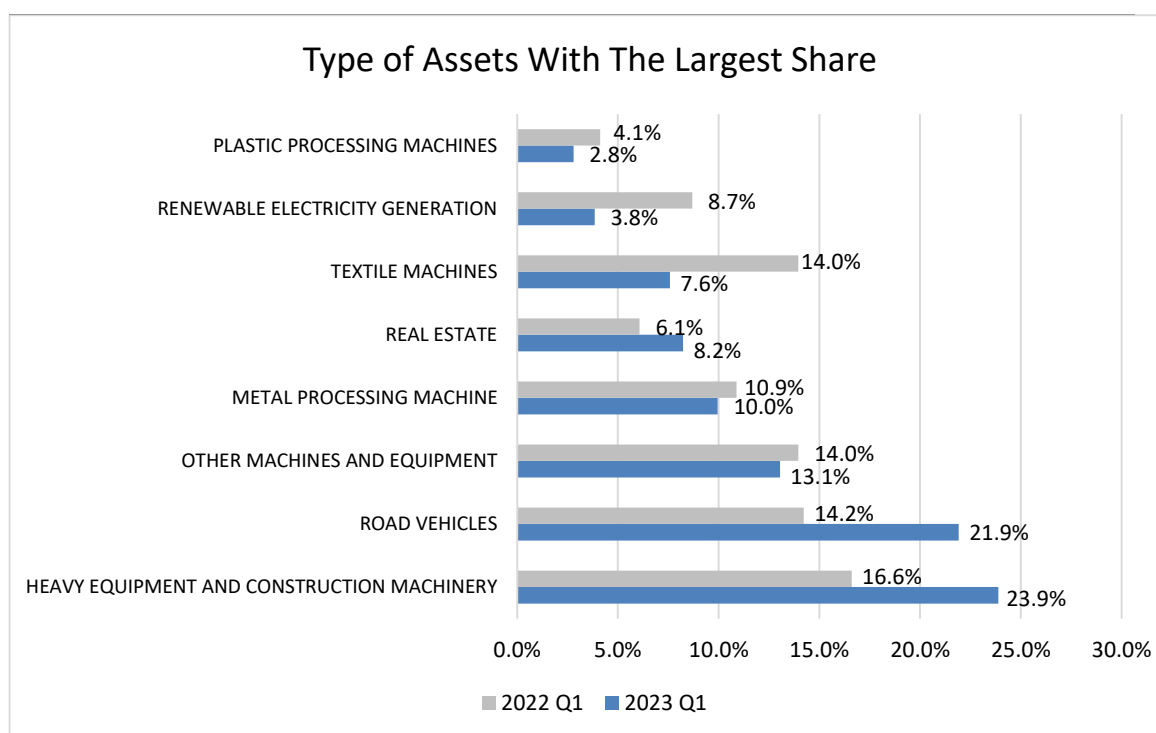
New Business Volume	2023 Q1	2022 Q1	Change
Thousand TRY	22.871.704	13.488.099	70%
Thousand USD	1.213.608	966.725	26%
Number of Contracts	5.413	5.392	0%

DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

- The distribution ratio of leasing volume by type of asset in 2023 Q1 and 2022 Q1 as follows;

ASSET SUBJECTS OF LEASING	2023 Q1 Ratio	2022 Q1 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	23.9%	16.6%
ROAD VEHICLES	21.9%	14.2%
OTHER MACHINES AND EQUIPMENT	13.1%	14.0%
METAL PROCESSING MACHINE	10.0%	10.9%
REAL ESTATE	8.2%	6.1%
TEXTILE MACHINES	7.6%	14.0%
RENEWABLE ELECTRICITY GENERATION	3.8%	8.7%
PLASTIC PROCESSING MACHINES	2.8%	4.1%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	2.0%	1.3%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	1.9%	3.8%
ELECTRONIC AND OPTICAL DEVICES	1.6%	0.8%
AIR TRANSPORT CONVEYANCE	1.4%	1.1%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	0.8%	2.3%
PRINTING AND PAPER PROCESSING MACHINES	0.5%	1.1%
TOURISM EQUIPMENT	0.3%	0.4%
SHIPS AND OTHER SEA-GOING VESSELS	0.2%	0.6%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.1%	0.1%
TOTAL NEW BUSINESS VOLUME	100%	100%

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

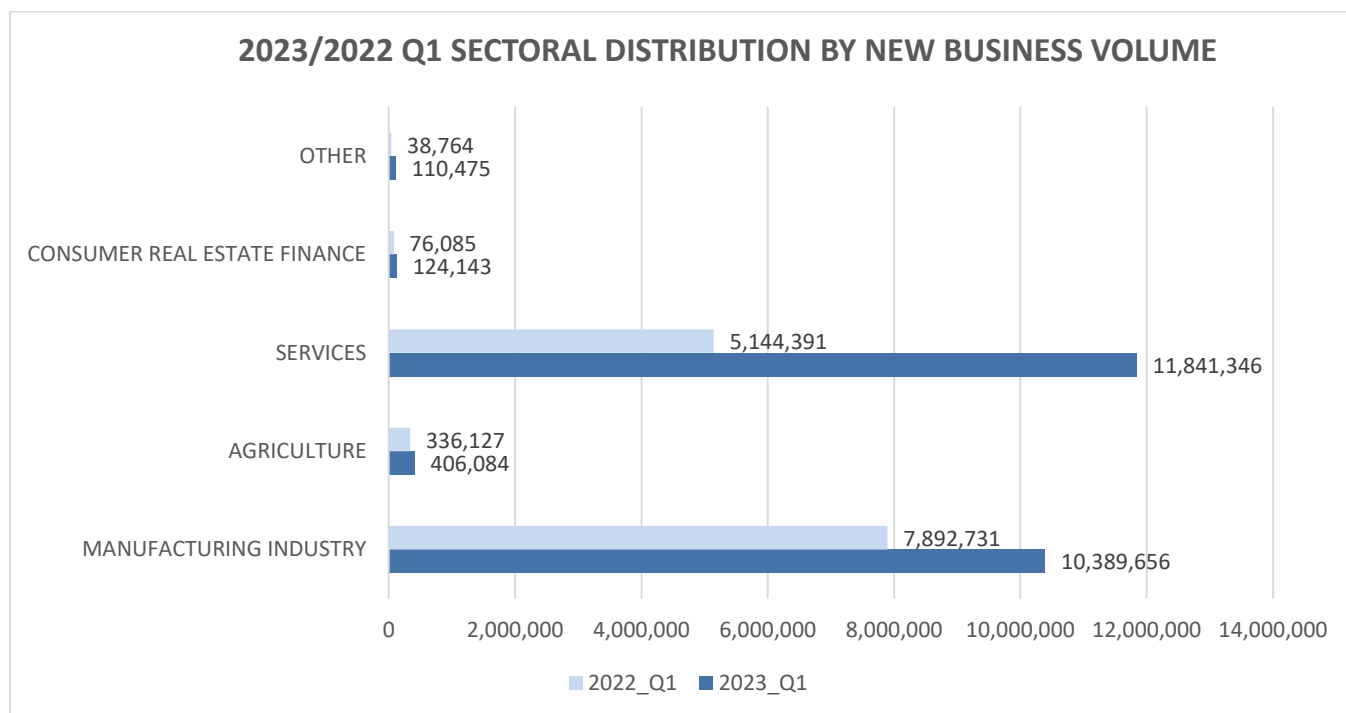


2023 QUARTER I AND 2022 QUARTER I COMPARISON OF ASSET SUBJECTS (THOUSAND USD)

LEASING ASSET SUBJECTS	2023 Q1 Range	2022 Q1 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	289,279	160,563	80%
ROAD VEHICLES	265,829	137,901	93%
OTHER MACHINES AND EQUIPMENT	158,538	135,311	17%
METAL PROCESSING MACHINE	120,617	105,185	15%
REAL ESTATE	99,535	57,142	74%
TEXTILE MACHINES	91,971	134,590	-32%
RENEWABLE ELECTRICITY GENERATION	46,657	85,309	-45%
PLASTIC PROCESSING MACHINES	34,007	39,278	-13%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	25,712	12,389	108%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	22,489	36,872	-39%
ELECTRONIC AND OPTICAL DEVICES	19,180	7,511	155%
AIR TRANSPORT CONVEYANCE	17,502	11,000	59%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	9,183	22,681	-60%
PRINTING AND PAPER PROCESSING MACHINES	5,890	10,210	-42%
TOURISM EQUIPMENT	3,671	3,821	-4%
SHIPS AND OTHER SEA-GOING VESSELS	1,965	5,375	-63%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	1,583	775	104%
ENERGY EFFICIENCY EQUIPMENT	0	811	-100%
Total New Business Volume	1,213,608	966,725	26%
NUMBER OF CONTRACTS	5,413	5,392	0%

LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was 31% growth in the “Manufacturing Industry” and 130% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2023_Q1	10,389,656	406,084	11,841,346	124,143	110,475	22,871,704
2022_Q1	7,892,731	336,127	5,144,391	76,085	38,764	13,488,098
Growth	31.6%	20.8%	130.2%	63%	185%	69.6%

2023_Q1	45%	2%	52%	1%	0%	100%
2022_Q1	59%	2%	38%	1%	0%	100%

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2023 Q1 DATA

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

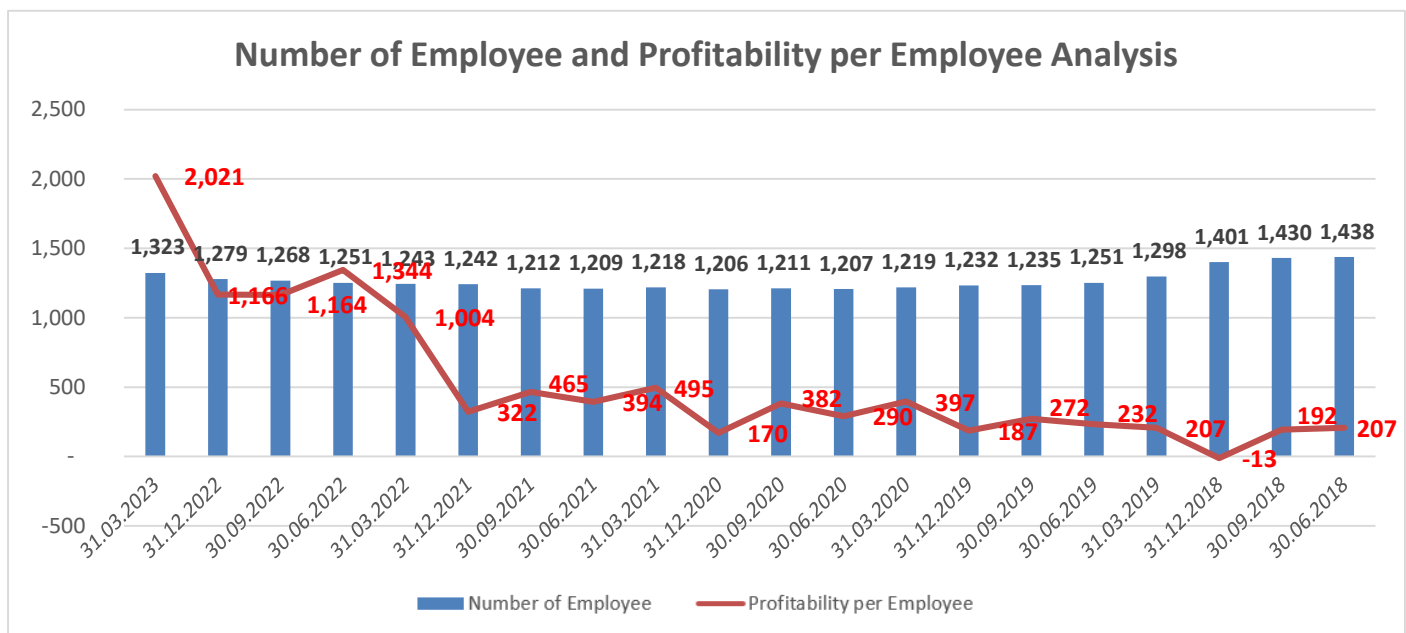
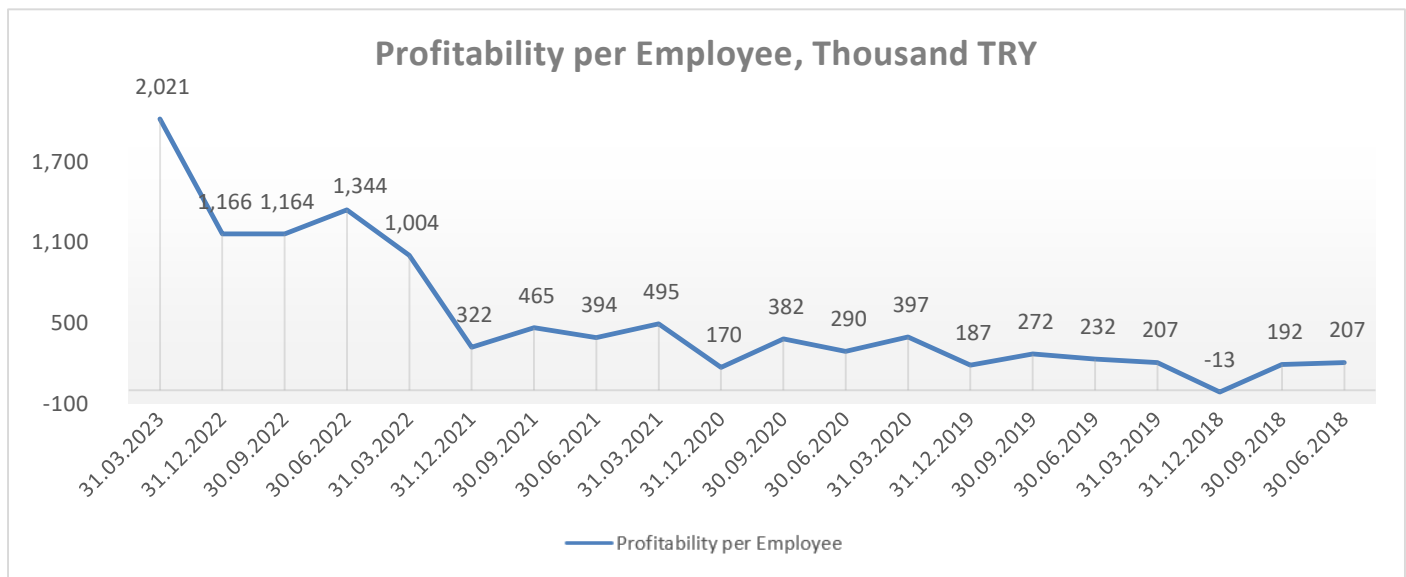
PERIOD: 01.01.2023-31.03.2023							
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	5,413						
AGRICULTURE	123	406,084	1.8%	516,108	1.71%	21,541	20,103
AGRICULTURE, LIVESTOCK, FORESTRY	119	397,623	1.7%	502,408	1.67%	21,094	19,679
FISHING	4	8,461	0.0%	13,700	0.05%	447	424
MANUFACTURING INDUSTRY	1,732	10,389,656	45.4%	13,711,535	45.49%	550,696	514,301
MINING OF ENERGY PRODUCING MATERIALS	35	266,446	1.2%	349,593	1.16%	14,124	13,091
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	74	506,428	2.2%	701,159	2.33%	26,919	25,013
FOOD,BEVERAGE AND TOBACCO INDUSTRY	131	1,080,053	4.7%	1,482,047	4.92%	57,328	53,322
TEXTILE	200	2,549,565	11.1%	3,331,088	11.05%	135,114	125,812
LEATHER INDUSTRY	25	35,488	0.2%	50,481	0.17%	1,883	1,761
WOOD AND TIMBER INDUSTRY	50	158,120	0.7%	203,283	0.67%	8,382	7,819
PAPER INDUSTRY	35	263,315	1.2%	344,958	1.14%	13,976	13,030
NUCLEAR FUEL, OIL ADN COAL PRODUCTS	6	12,206	0.1%	13,291	0.04%	650	605
CHEMICAL INDUSTRY	133	170,754	0.7%	214,790	0.71%	9,046	8,494
RUBBER AND PLASTIC PROCESSING INDUSTRY	124	566,789	2.5%	759,450	2.52%	30,036	28,068
OTHER MINING INDUSTRY	83	433,543	1.9%	581,769	1.93%	22,971	21,321
METALLURGICAL INDUSTRY	344	1,482,190	6.5%	1,908,269	6.33%	78,458	73,589
MACHINE-BUILDING INDUSTRY	179	806,743	3.5%	1,059,606	3.52%	42,761	40,140
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	68	368,178	1.6%	517,696	1.72%	19,565	18,662
TRANSPORTATION VEHICLES	97	1,001,909	4.4%	1,288,618	4.28%	52,973	49,510
OTHER MANUFACTURING INDUSTRY	121	494,736	2.2%	643,386	2.13%	26,268	24,482
ELECTRICITY, GAS AND WATER SUPPLYING	27	193,193	0.8%	262,050	0.87%	10,241	9,583
SERVICES	3,489	11,841,346	51.8%	15,613,944	51.80%	629,017	589,637
CONSTRUCTION	1,176	4,474,302	19.6%	5,568,468	18.47%	236,928	222,687
VEHICLE SERVICING	739	2,723,566	11.9%	3,566,021	11.83%	144,402	134,706
TOURISM	45	287,966	1.3%	377,990	1.25%	15,274	14,601
TRANSPORTATION WAREHOUSING AND COMMUNICATION	661	1,563,033	6.8%	2,150,468	7.13%	83,055	78,019
FINACIAL INTERMEDIATION	188	169,770	0.7%	381,910	1.27%	9,023	8,458
a) Monetary Institutions	116	138,301	0.6%	304,480	1.01%	7,353	6,894
b) Other Financial Intermediaries	72	31,469	0.1%	77,430	0.26%	1,670	1,564
REAL ESTATE BROKERAGE	384	1,583,175	6.9%	2,038,132	6.76%	84,004	78,545
DEFENCE, AND SOCIAL SECURITY	1	355	0.0%	417	0.00%	19	18
EDUCATION	16	133,670	0.6%	178,860	0.59%	7,089	6,634
HEALTH AND SOCIAL SERVICES	121	603,531	2.6%	956,192	3.17%	33,217	31,023
OTHER SOCIAL SERVICES	155	298,086	1.3%	389,204	1.29%	15,802	14,755
INDIVIDUAL PERSONS EMPLOYING WORKERS	3	3,893	0.0%	6,282	0.02%	204	192
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	31	124,143	0.5%	131,323	0.44%	6,484	5,968
OTHER	38	110,475	0.5%	169,496	0.56%	5,869	5,454
TOTAL	5,413	22,871,704	100.0%	30,142,406	100%	1,213,608	1,135,463

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- **Comparison of 2023 Q1 and 2022 Q1**

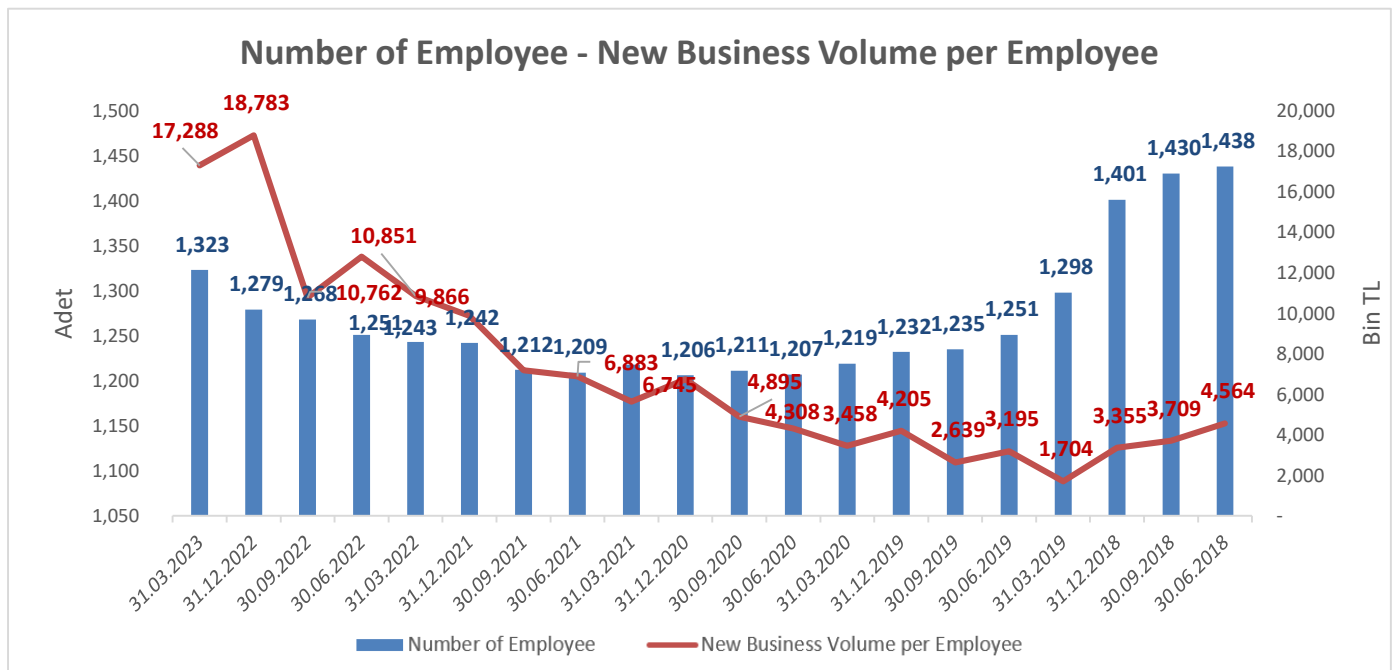
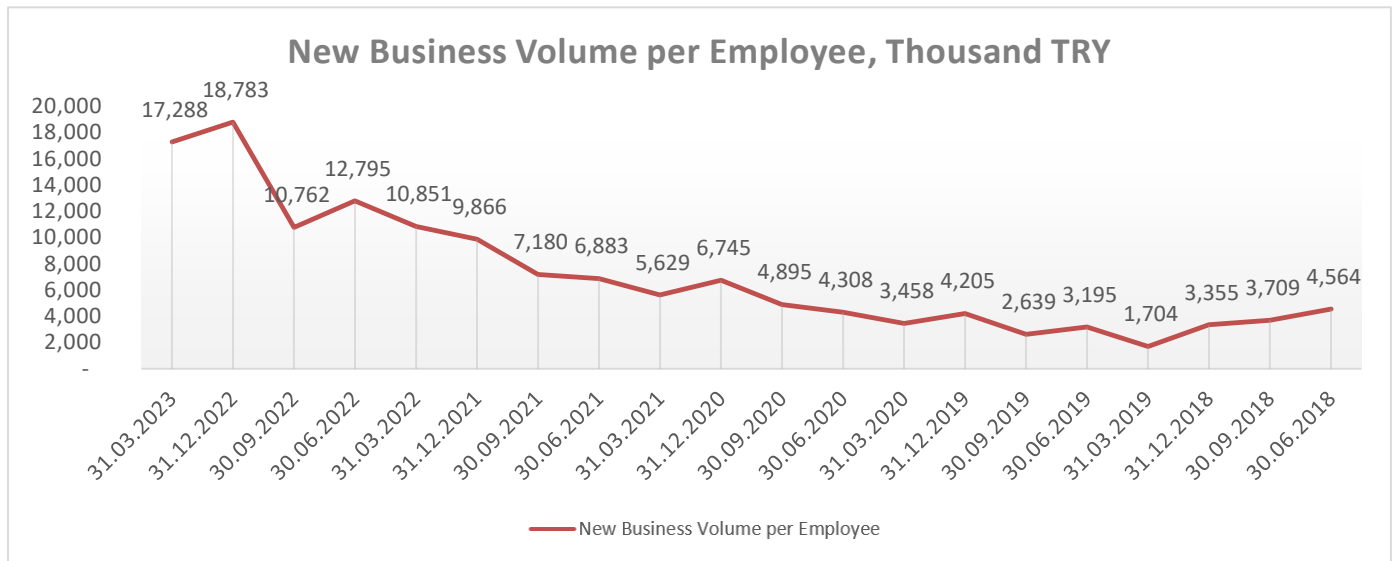
	2023 Q1	2022 Q1	Growth
Number of Companies	21	22	-4,5%
Number of Employees	1.323	1.243	6,4%
Number of Customers	36.104	35.201	2,6%
Number of Branches	117	116	0,9%

1- Number of Employee and Profitability Per Employee



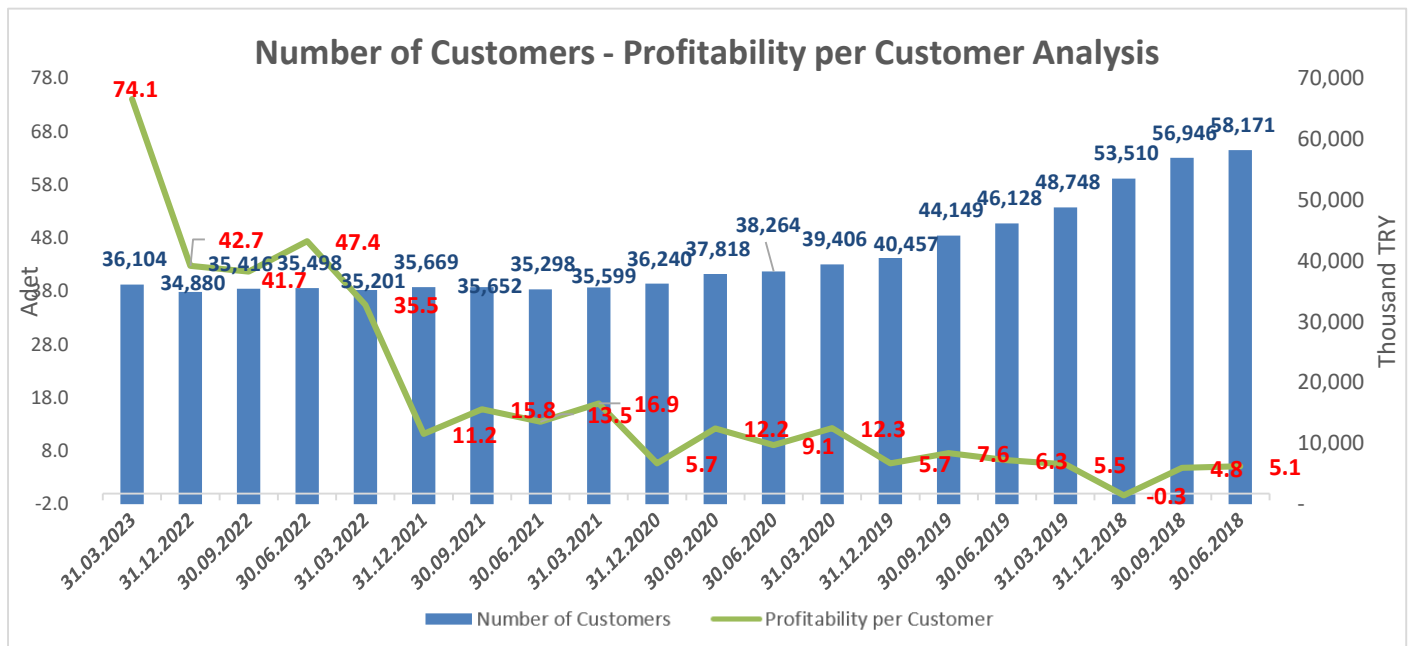
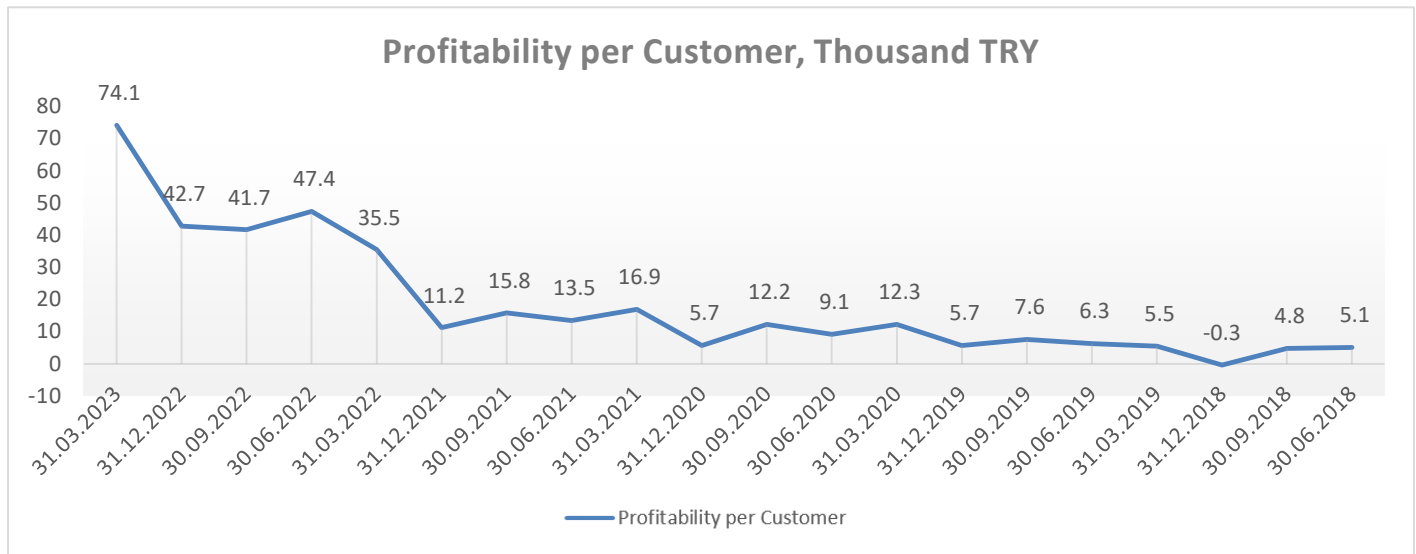
While the number of employees has been declining over the past 4 years, profitability ratio per employee has been changing over time.

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



While the number of employees has been on 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 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.