

ASSOCIATION OF FINANCIAL INSTITUTIONS

SUMMARY OF LEASING FINANCIAL DATA

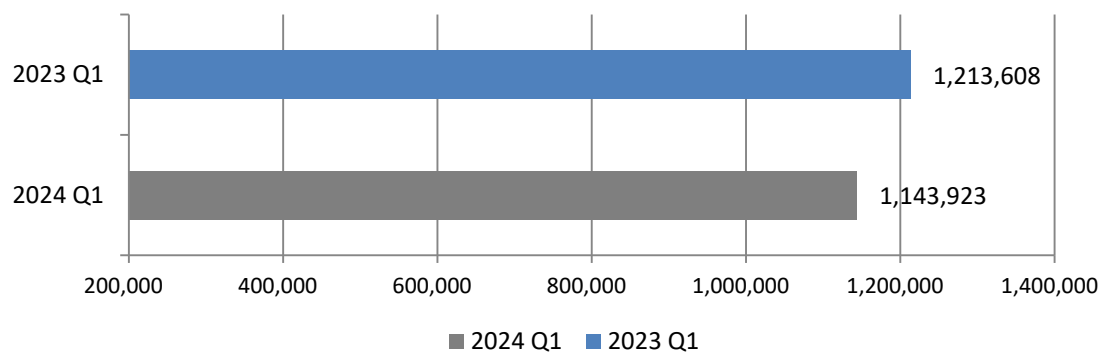
31.03.2024



COMPARISON OF 2024 QUARTER I AND 2023 QUARTER I

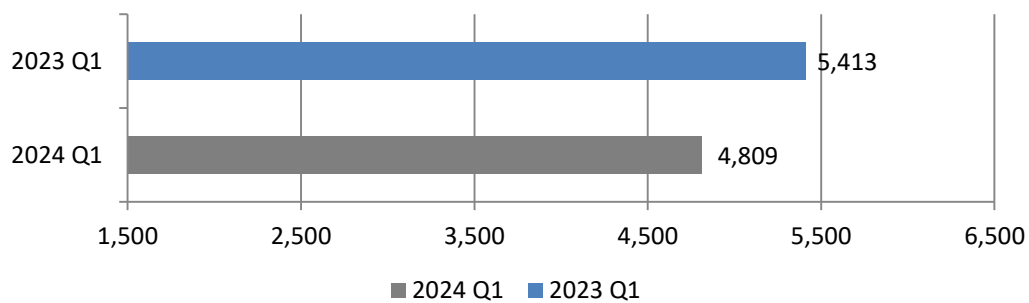
NEW BUSINESS VOLUME:

- 2024 Quarter I new business volume is 1.143.923 thousand USD, which is a **6%** decrease compared to 2023 Quarter I of 1.213.608 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **55%**.



NUMBER OF CONTRACTS:

- 2024 Quarter I number of contracts is 4.809 while the number of contracts was 5.413 in the same period of 2023.



PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2024 Q1 and 2023 Q1

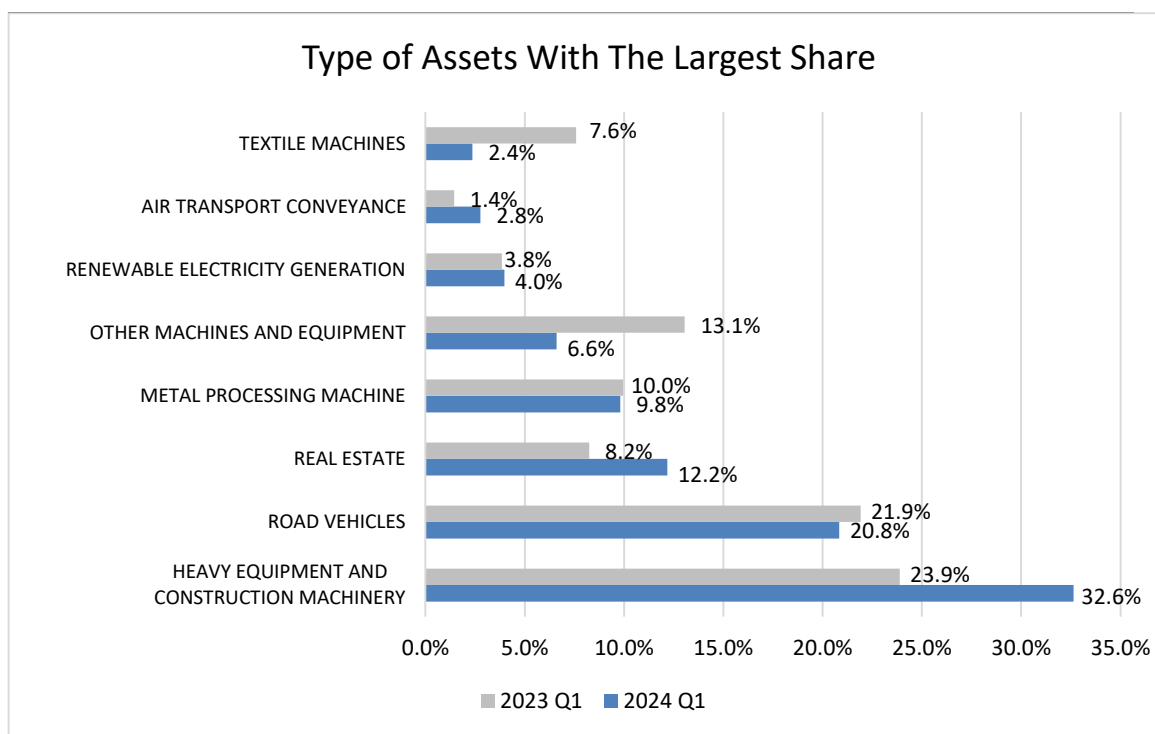
| New Business Volume | 2024 Q1 | 2023 Q1 | Change |
|---------------------|------------|------------|--------|
| Thousand TRY | 35.495.328 | 22.871.704 | 55% |
| Thousand USD | 1.143.923 | 1.213.608 | -6% |
| Number of Contracts | 4.809 | 5.413 | -11% |

DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

- The distribution ratio of leasing volume by type of asset in 2024 Q1 and 2023 Q1 as follows;

| ASSET SUBJECTS OF LEASING | 2024 Q1 Ratio | 2023 Q1 Ratio |
|---------------------------------------------|---------------|---------------|
| HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY | 32.6% | 23.9% |
| ROAD VEHICLES | 20.8% | 21.9% |
| REAL ESTATE | 12.2% | 8.2% |
| METAL PROCESSING MACHINE | 9.8% | 10.0% |
| OTHER MACHINES AND EQUIPMENT | 6.6% | 13.1% |
| RENEWABLE ELECTRICITY GENERATION | 4.0% | 3.8% |
| AIR TRANSPORT CONVEYANCE | 2.8% | 1.4% |
| TEXTILE MACHINES | 2.4% | 7.6% |
| AGRICULTURAL AND LIVESTOCK FARMING MACHINES | 1.9% | 1.9% |
| INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS | 1.5% | 0.8% |
| PRINTING AND PAPER PROCESSING MACHINES | 1.3% | 0.5% |
| HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS | 1.3% | 2.0% |
| PLASTIC PROCESSING MACHINES | 1.3% | 2.8% |
| ELECTRONIC AND OPTICAL DEVICES | 0.6% | 1.6% |
| TOURISM EQUIPMENT | 0.5% | 0.3% |
| SHIPS AND OTHER SEA-GOING VESSELS | 0.5% | 0.2% |
| NON-RENEWABLE ELECTRIC ENERGY GENERATION | 0.1% | 0.1% |
| RAILROAD TRANSPORT VEHICLES | 0.1% | 0.0% |

**2024 QUARTER I AND 2023 QUARTER I
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**

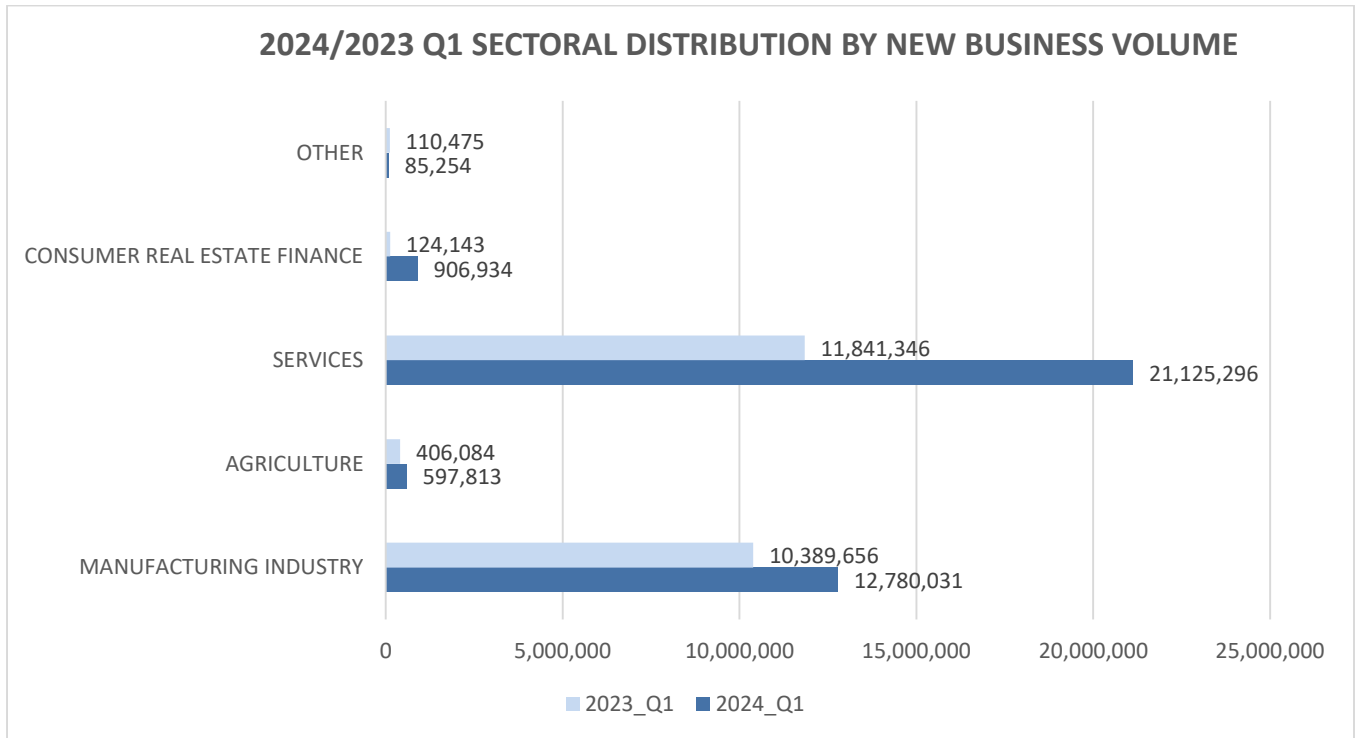


2024 QUARTER I AND 2023 QUARTER I COMPARISON OF ASSET SUBJECTS (THOUSAND USD)

| LEASING ASSET SUBJECTS | 2024 Q1 Range | 2023 Q1 Range | CHANGE % |
|---------------------------------------------|---------------|---------------|----------|
| HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY | 373,262 | 289,279 | 29% |
| ROAD VEHICLES | 239,517 | 265,829 | -10% |
| REAL ESTATE | 137,362 | 99,535 | 38% |
| METAL PROCESSING MACHINE | 112,235 | 120,617 | -7% |
| OTHER MACHINES AND EQUIPMENT | 75,739 | 158,538 | -52% |
| RENEWABLE ELECTRICITY GENERATION | 46,011 | 46,657 | -1% |
| AIR TRANSPORT CONVEYANCE | 31,975 | 17,502 | 83% |
| TEXTILE MACHINES | 26,922 | 91,971 | -71% |
| AGRICULTURAL AND LIVESTOCK FARMING MACHINES | 21,463 | 22,489 | -5% |
| INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS | 17,354 | 9,183 | 89% |
| HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS | 14,552 | 25,712 | -43% |
| PLASTIC PROCESSING MACHINES | 14,524 | 34,007 | -57% |
| PRINTING AND PAPER PROCESSING MACHINES | 14,454 | 5,890 | 145% |
| ELECTRONIC AND OPTICAL DEVICES | 6,465 | 19,180 | -66% |
| TOURISM EQUIPMENT | 5,414 | 3,671 | 47% |
| SHIPS AND OTHER SEA-GOING VESSELS | 5,327 | 1,965 | 171% |
| NON-RENEWABLE ELECTRIC ENERGY GENERATION | 759 | 1,583 | -52% |
| RAILROAD TRANSPORT VEHICLES | 588 | 0 | 0% |
| ENERGY EFFICIENCY EQUIPMENT | 0 | 0 | 0% |
| Total New Business Volume | 1,143,923 | 1,213,608 | -6% |
| NUMBER OF CONTRACTS | 4,809 | 5,413 | -11% |

LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was 23% growth in the “Manufacturing Industry” and 78.4% growth in the “Service” sector.

Thousand TRY

| | MANUFACTURING INDUSTRY | AGRICULTURE | SERVICES | CONSUMER REAL ESTATE FINANCE | OTHER | TOTAL |
|---------|------------------------|-------------|------------|------------------------------|---------|------------|
| 2024_Q1 | 12,780,031 | 597,813 | 21,125,296 | 906,934 | 85,254 | 35,495,328 |
| 2023_Q1 | 10,389,656 | 406,084 | 11,841,346 | 124,143 | 110,475 | 22,871,704 |
| Growth | 23.0% | 47.2% | 78.4% | 631% | -23% | 55.2% |

| | | | | | | |
|---------|-----|----|-----|----|----|------|
| 2024_Q1 | 36% | 2% | 60% | 3% | 0% | 100% |
| 2023_Q1 | 45% | 2% | 52% | 1% | 0% | 100% |

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2024 Q1 DATA

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

PERIOD 01.01.2024-31.03.2024

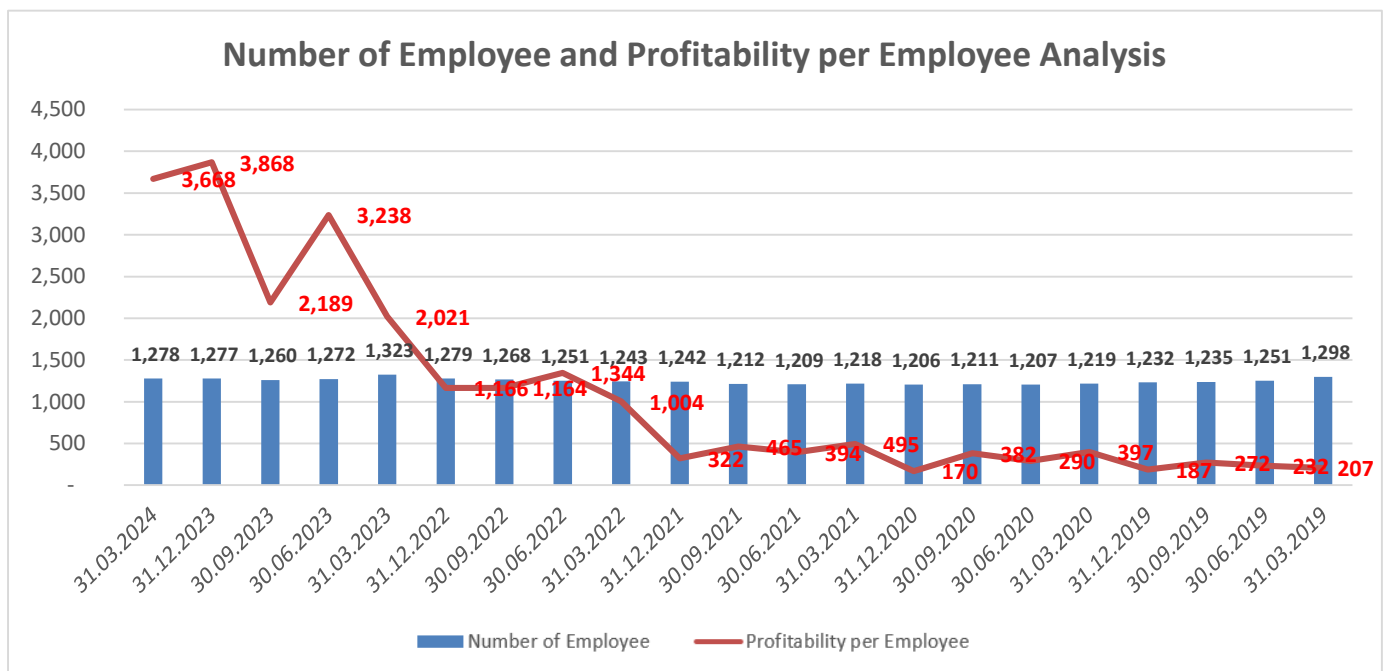
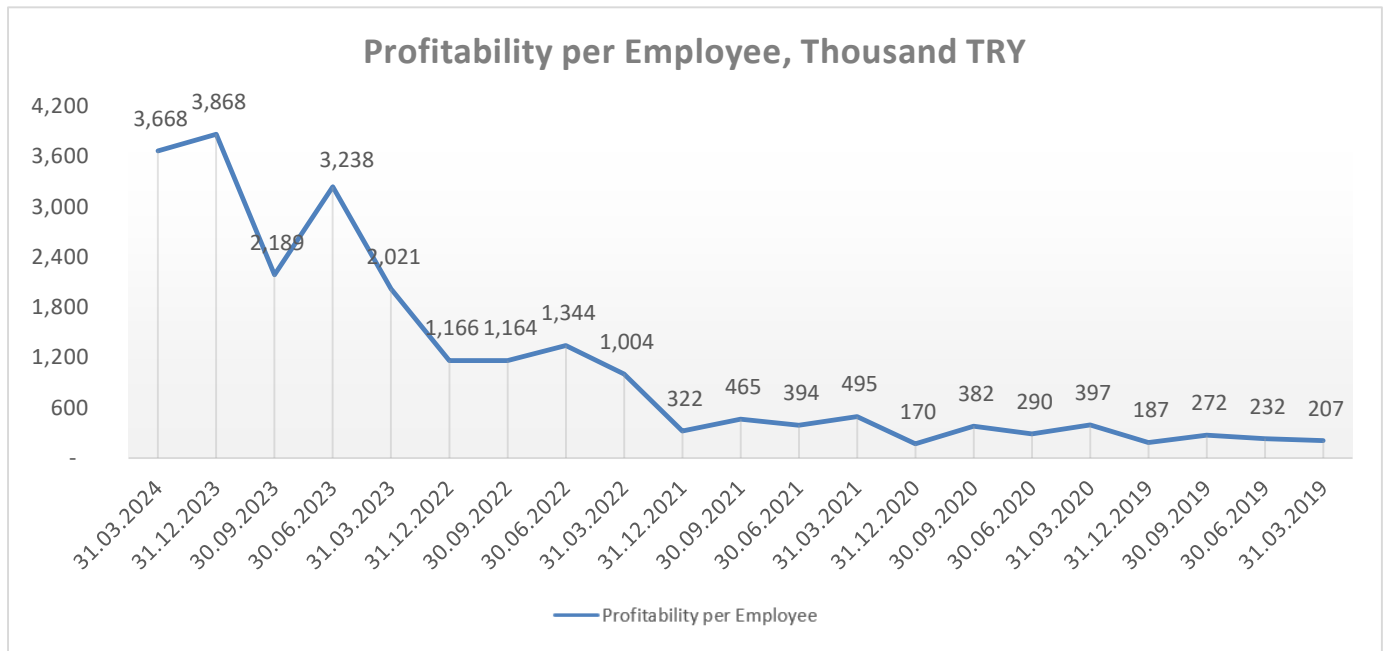
| | NUMBER OF CONTRACTS | NEW BUSINESS VOLUME TL | SHARE | LEASE RECEIVABLES TL | SHARE | NEW BUSINESS VOLUME USD | NEW BUSINESS VOLUME EUR |
|----------------------------------------------|---------------------|------------------------|---------------|----------------------|---------------|-------------------------|-------------------------|
| NUMBER OF CONTRACTS | 4,809 | | | | | | |
| AGRICULTURE | 116 | 597,813 | 1.7% | 734,633 | 1.48% | 19,254 | 17,826 |
| AGRICULTURE, LIVESTOCK, FORESTRY | 113 | 595,470 | 1.7% | 731,353 | 1.47% | 19,178 | 17,756 |
| FISHING | 3 | 2,343 | 0.0% | 3,280 | 0.01% | 76 | 70 |
| MANUFACTURING INDUSTRY | 1,364 | 12,780,031 | 36.0% | 18,175,725 | 36.51% | 410,867 | 379,247 |
| MINING OF ENERGY PRODUCING MATERIALS | 26 | 276,169 | 0.8% | 388,098 | 0.78% | 8,933 | 8,273 |
| MINING EXCEPT OF ENERGY PRODUCING MATERIALS | 71 | 550,841 | 1.6% | 734,269 | 1.47% | 17,679 | 16,346 |
| FOOD, BEVERAGE AND TOBACCO INDUSTRY | 143 | 657,667 | 1.9% | 988,947 | 1.99% | 21,209 | 19,642 |
| TEXTILE | 115 | 2,370,884 | 6.7% | 3,085,923 | 6.20% | 75,255 | 69,308 |
| LEATHER INDUSTRY | 5 | 8,680 | 0.0% | 10,714 | 0.02% | 276 | 253 |
| WOOD AND TIMBER INDUSTRY | 34 | 76,638 | 0.2% | 100,736 | 0.20% | 2,500 | 2,299 |
| PAPER INDUSTRY | 37 | 494,107 | 1.4% | 716,554 | 1.44% | 15,728 | 14,927 |
| NUCLEAR FUEL, OIL AND COAL PRODUCTS | 4 | 40,686 | 0.1% | 60,158 | 0.12% | 1,333 | 1,228 |
| CHEMICAL INDUSTRY | 102 | 269,785 | 0.8% | 319,314 | 0.64% | 8,754 | 8,049 |
| RUBBER AND PLASTIC PROCESSING INDUSTRY | 100 | 587,497 | 1.7% | 986,346 | 1.98% | 18,949 | 17,633 |
| OTHER MINING INDUSTRY | 70 | 476,335 | 1.3% | 764,926 | 1.54% | 15,459 | 14,242 |
| METALLURGICAL INDUSTRY | 250 | 2,376,286 | 6.7% | 3,716,658 | 7.47% | 76,814 | 71,083 |
| MACHINE-BUILDING INDUSTRY | 142 | 1,332,497 | 3.8% | 2,010,523 | 4.04% | 42,712 | 39,392 |
| ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY | 43 | 304,335 | 0.9% | 444,407 | 0.89% | 9,940 | 9,152 |
| TRANSPORTATION VEHICLES | 73 | 1,728,381 | 4.9% | 2,176,298 | 4.37% | 55,839 | 50,895 |
| OTHER MANUFACTURING INDUSTRY | 125 | 532,743 | 1.5% | 748,686 | 1.50% | 17,257 | 15,909 |
| ELECTRICITY, GAS AND WATER SUPPLYING | 24 | 696,499 | 2.0% | 923,169 | 1.85% | 22,231 | 20,616 |
| SERVICES | 3,134 | 21,125,296 | 59.5% | 29,802,326 | 59.86% | 682,954 | 630,049 |
| CONSTRUCTION | 1,467 | 10,349,531 | 29.2% | 14,047,796 | 28.22% | 333,788 | 307,967 |
| VEHICLE SERVICING | 720 | 3,690,058 | 10.4% | 5,069,321 | 10.18% | 118,817 | 109,468 |
| TOURISM | 44 | 594,171 | 1.7% | 788,895 | 1.58% | 19,480 | 17,992 |
| TRANSPORTATION WAREHOUSING AND COMMUNICATION | 268 | 1,771,791 | 5.0% | 2,514,991 | 5.05% | 57,724 | 53,266 |
| FINANCIAL INTERMEDIATION | 180 | 279,868 | 0.8% | 209,357 | 0.42% | 9,326 | 8,582 |
| a) Monetary Institutions | 149 | 245,732 | 0.7% | 185,662 | 0.37% | 8,217 | 7,554 |
| b) Other Financial Intermediaries | 31 | 34,136 | 0.1% | 23,696 | 0.05% | 1,110 | 1,028 |
| REAL ESTATE BROKERAGE | 284 | 2,937,248 | 8.3% | 4,822,126 | 9.69% | 94,999 | 87,763 |
| DEFENCE, AND SOCIAL SECURITY | 4 | 157,645 | 0.4% | 206,617 | 0.42% | 5,135 | 4,742 |
| EDUCATION | 20 | 214,108 | 0.6% | 272,478 | 0.55% | 7,103 | 6,533 |
| HEALTH AND SOCIAL SERVICES | 63 | 690,388 | 1.9% | 1,239,206 | 2.49% | 22,315 | 20,588 |
| OTHER SOCIAL SERVICES | 83 | 437,003 | 1.2% | 627,692 | 1.26% | 14,158 | 13,049 |
| INDIVIDUAL PERSONS EMPLOYING WORKERS | 1 | 3,486 | 0.0% | 3,847 | 0.01% | 108 | 100 |
| INTERNATIONAL ORGANIZATIONS | 0 | 0 | 0.0% | 0 | 0.00% | 0 | 0 |
| CONSUMER REAL ESTATE FINANCE | 174 | 906,934 | 2.6% | 951,573 | 1.91% | 28,091 | 26,060 |
| OTHER | 21 | 85,254 | 0.2% | 121,079 | 0.24% | 2,757 | 2,540 |
| TOTAL | 4,809 | 35,495,328 | 100.0% | 49,785,337 | 100% | 1,143,923 | 1,055,722 |

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- **Comparison of 2024 Q1 and 2023 Q1**

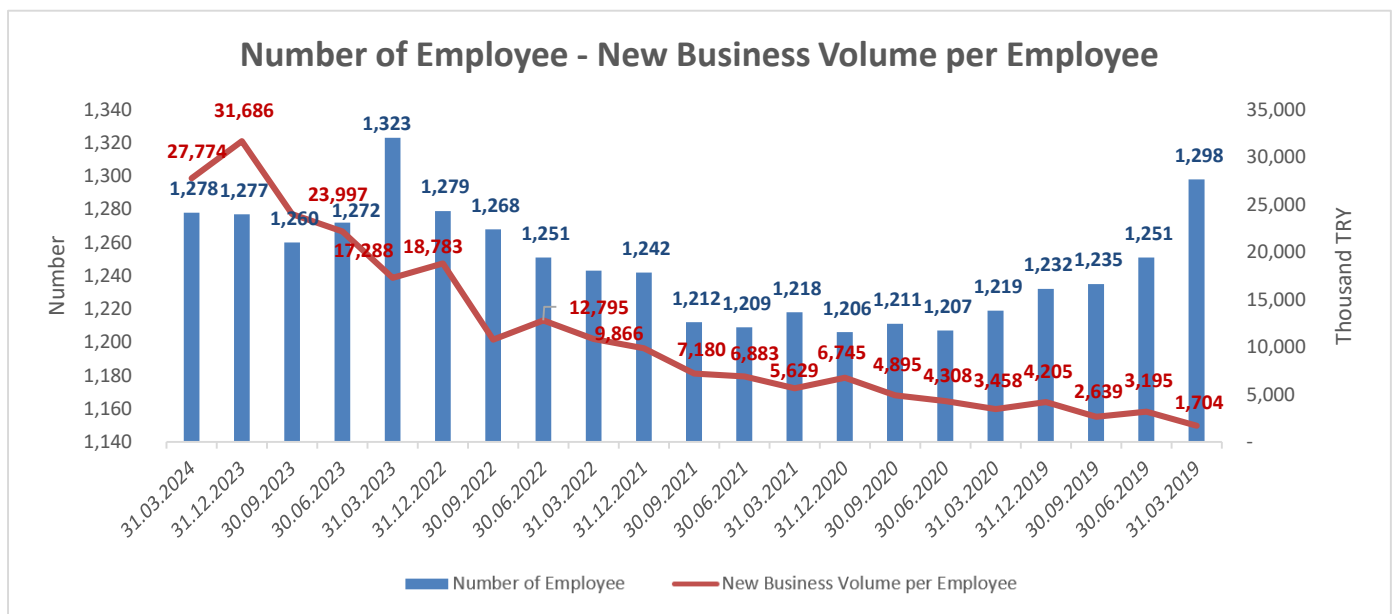
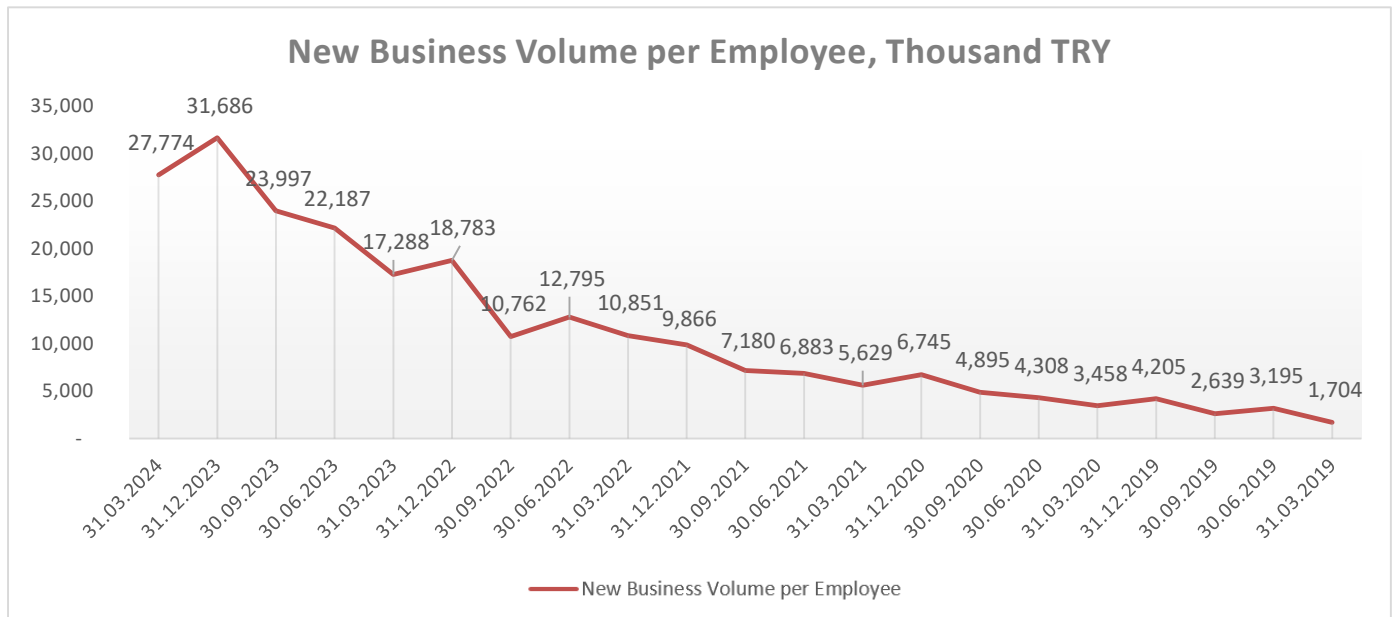
| | 2024 Q1 | 2023 Q1 | Growth |
|---------------------|---------|---------|--------|
| Number of Companies | 20 | 21 | -4,8% |
| Number of Employees | 115 | 117 | -1,7% |
| Number of Customers | 1.276 | 1.323 | -3,6% |
| Number of Branches | 37.804 | 36.104 | 4,7% |

Graph 1- Number of Employee and Profitability Per Employee



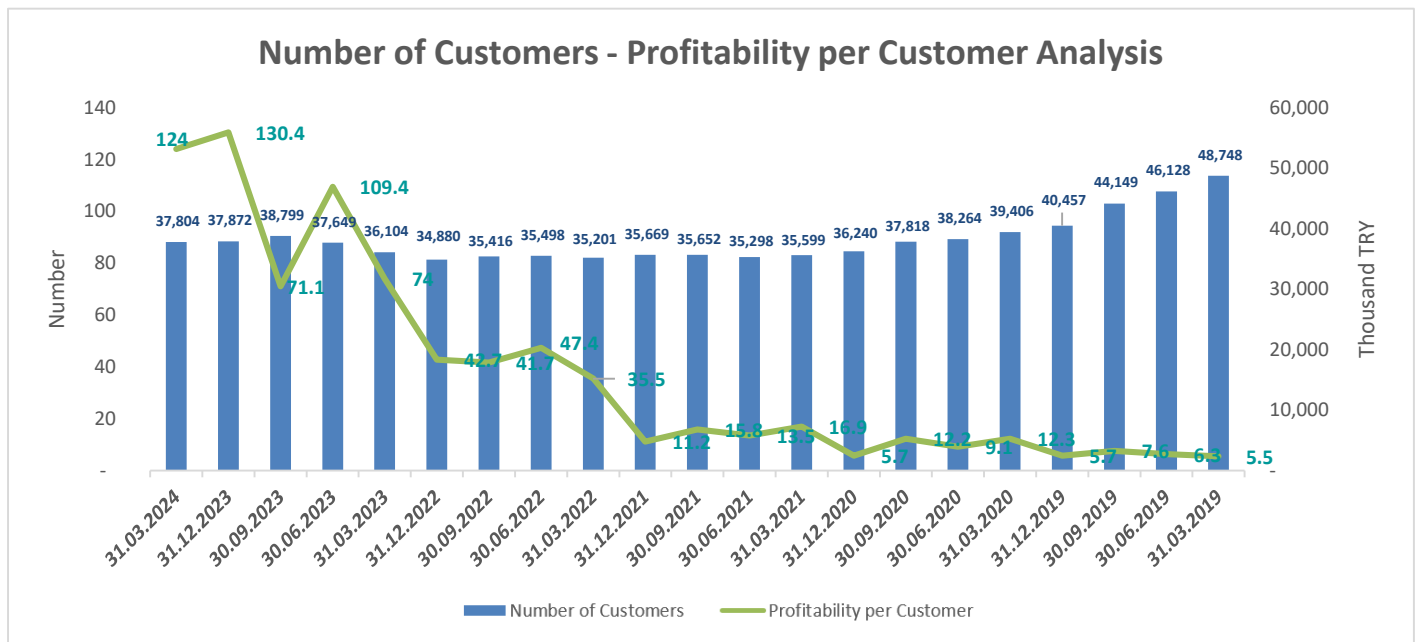
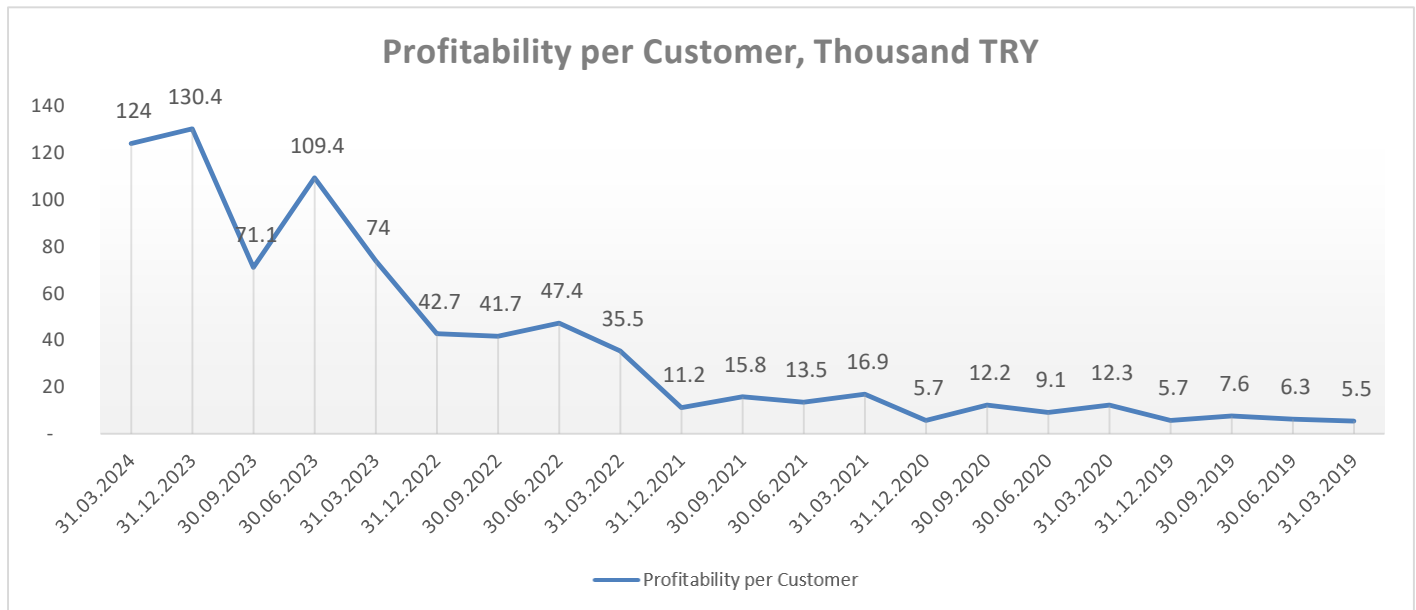
Over the past 5 years, profitability ratio per employee has been changing over time.

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



While the number of employees has been changing over time since 2019 Quarter I, new business volume per employee ratios have been on upward trend since 2023 Quarter I.

Graph 3- Number of Customers and Profitability Analysis Per Customer



The number of customers in the sector has been on a downward trend since 2019 Quater I. If we look at the profitability ratios per customer, it varies according to the relevant quarter's profit since the beginning of 2019.