

# **ASSOCIATION OF FINANCIAL INSTITUTIONS**

## **SUMMARY OF LEASING FINANCIAL DATA**

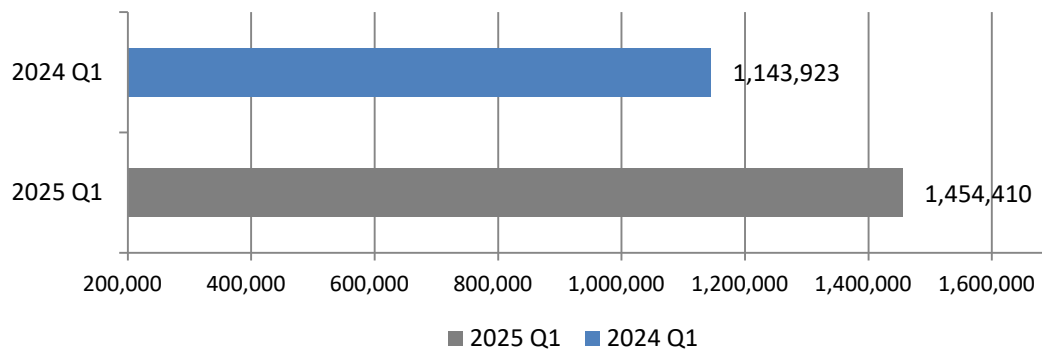
**31.03.2025**



## COMPARISON OF 2025 QUARTER I AND 2024 QUARTER I

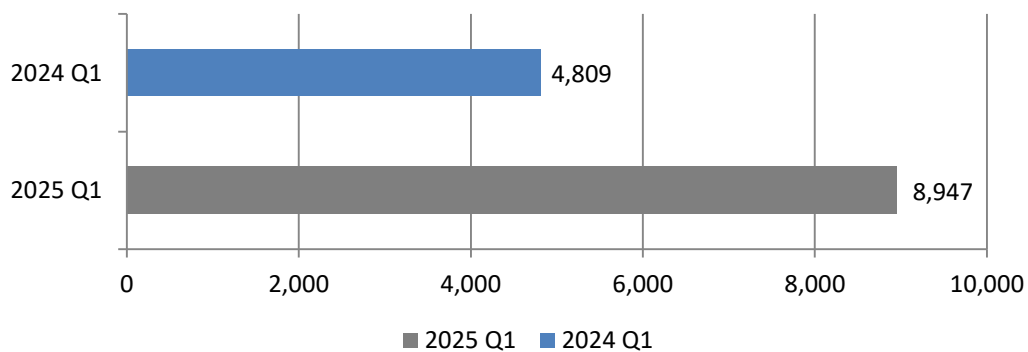
### NEW BUSINESS VOLUME:

- 2025 Quarter I new business volume is 1.454.410 thousand USD, which is **27%** increase compared to 2024 Quarter I of 1.143.923 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **50%**.



### NUMBER OF CONTRACTS:

- 2025 Quarter I number of contracts is 8.947, while the number of contracts was 4.809 in the same period of 2024.



## PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2025 Q1 and 2024 Q1

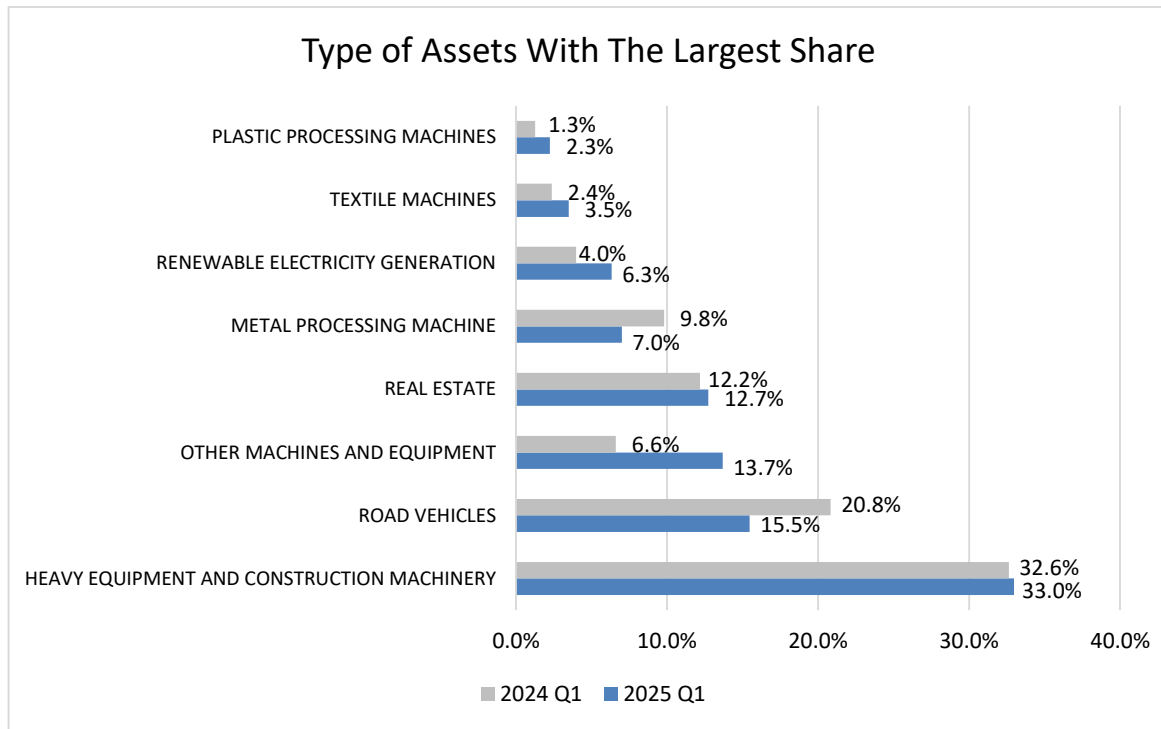
New Business Volume	2025 Q1	2024 Q1	Change
Thousand TRY	53.193.326	35.495.328	50%
Thousand USD	1.454.410	1.143.923	27%
Number of Contracts	8.947	4.809	86%

## DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

- The distribution ratio of leasing volume by type of asset in 2025 Q1 and 2024 Q1 as follows;

ASSET SUBJECTS OF LEASING	2025 Q1 Ratio	2024 Q1 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	33.0%	32.6%
ROAD VEHICLES	15.5%	20.8%
OTHER MACHINES AND EQUIPMENT	13.7%	6.6%
REAL ESTATE	12.7%	12.2%
METAL PROCESSING MACHINE	7.0%	9.8%
RENEWABLE ELECTRICITY GENERATION	6.3%	4.0%
TEXTILE MACHINES	3.5%	2.4%
PLASTIC PROCESSING MACHINES	2.3%	1.3%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.5%	1.3%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	1.3%	1.9%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.1%	1.5%
PRINTING AND PAPER PROCESSING MACHINES	0.8%	1.3%
ELECTRONIC AND OPTICAL DEVICES	0.7%	0.6%
TOURISM EQUIPMENT	0.2%	0.5%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.2%	0.1%
SHIPS AND OTHER SEA-GOING VESSELS	0.1%	0.5%
AIR TRANSPORT CONVEYANCE	0.0%	2.8%
RAILROAD TRANSPORT VEHICLES	0.0%	0.1%
ENERGY EFFICIENCY EQUIPMENT	100%	100%

**2025 QUARTER I AND 2024 QUARTER I  
LEASING VOLUME BY TYPE OF ASSET WITH THE LARGEST SHARE**

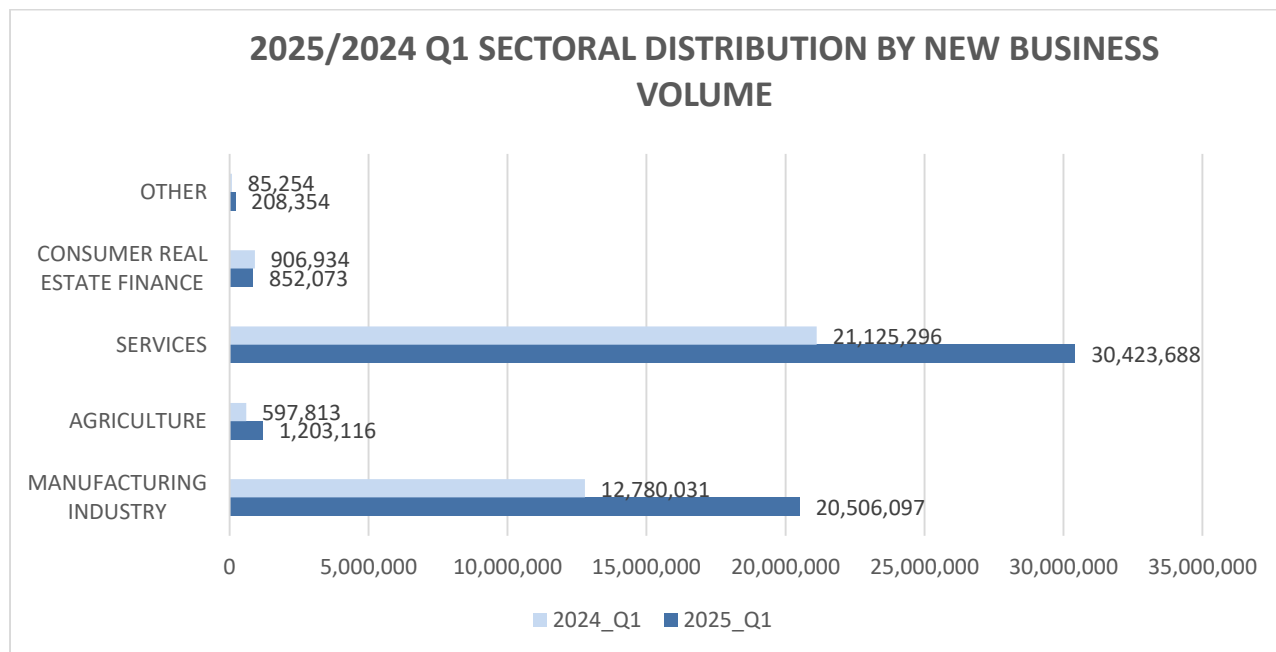


**2025 QUARTER I AND 2024 QUARTER I COMPARISON OF ASSET SUBJECTS (THOUSAND USD)**

ASSET SUBJECTS OF LEASING	2025 Q1 Range	2024 Q1 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	483,460	373,262	30%
ROAD VEHICLES	226,522	239,517	-5%
OTHER MACHINES AND EQUIPMENT	192,699	75,739	154%
REAL ESTATE	182,740	137,362	33%
METAL PROCESSING MACHINE	102,793	112,235	-8%
RENEWABLE ELECTRICITY GENERATION	92,805	46,011	102%
TEXTILE MACHINES	51,508	26,922	91%
PLASTIC PROCESSING MACHINES	32,759	14,524	126%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	22,471	14,552	54%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	19,639	21,463	-8%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	16,213	17,354	-7%
PRINTING AND PAPER PROCESSING MACHINES	12,276	14,454	-15%
ELECTRONIC AND OPTICAL DEVICES	10,413	6,465	61%
TOURISM EQUIPMENT	3,166	5,414	-42%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	2,621	759	245%
SHIPS AND OTHER SEA-GOING VESSELS	1,738	5,327	-67%
AIR TRANSPORT CONVEYANCE	587	31,975	-98%
RAILROAD TRANSPORT VEHICLES	0	588	-100%
ENERGY EFFICIENCY EQUIPMENT	0	0	0%
<b>Total New Business Volume</b>	<b>1,454,410</b>	<b>1,143,923</b>	<b>27%</b>
<b>NUMBER OF CONTRACTS</b>	<b>8,947</b>	<b>4,809</b>	<b>86%</b>

## LEASING VOLUME BY TYPE OF SECTOR

- The comparison of leasing volume by type of sector for the 2025 Quarter I and 2024 Quarter I are listed below;



- In this period, there was 60,5% growth in the “Manufacturing Industry” and 44% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2025_Q1	20,506,097	1,203,116	30,423,688	852,073	208,354	53,193,327
2024_Q1	12,780,031	597,813	21,125,296	906,934	85,254	35,495,328
Growth	60.5%	101.3%	44.0%	-6%	144%	49.9%
2025_Q1	39%	2%	57%	2%	0%	100%
2024_Q1	36%	2%	60%	3%	0%	100%

**AFI MEMBER LEASING COMPANIES**  
**LEASING VOLUME BY TYPE OF SECTOR**  
**2025 Q1 DATA**

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

PERIOD 01.01.2025-31.03.2025

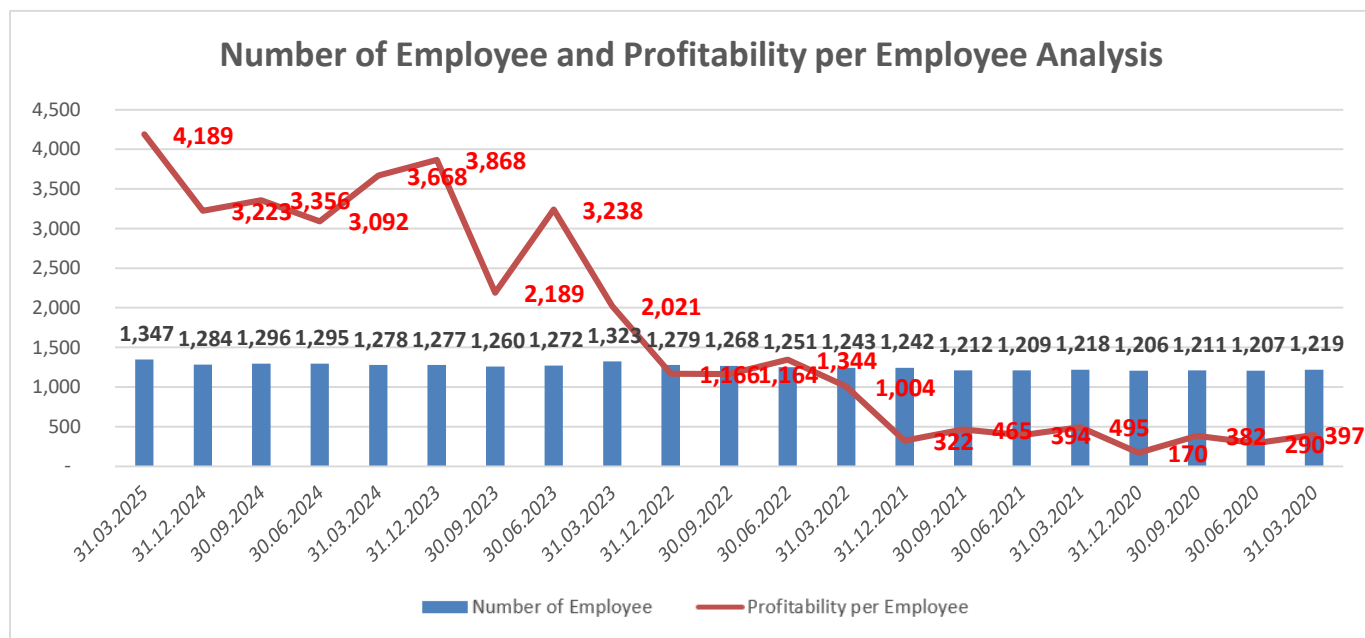
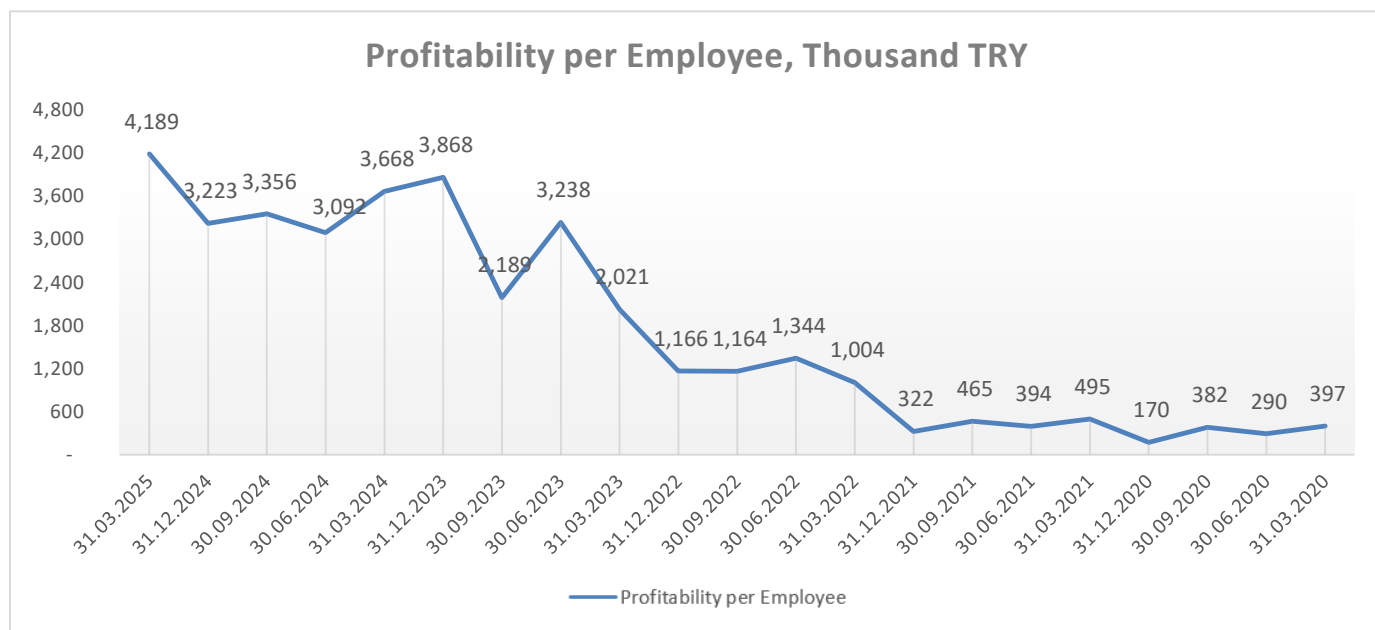
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
<b>NUMBER OF CONTRACTS</b> 8,947							
<b>AGRICULTURE</b>	<b>177</b>	<b>1,203,116</b>	<b>2.3%</b>	<b>1,457,493</b>	<b>2.29%</b>	<b>33,093</b>	<b>31,506</b>
AGRICULTURE, LIVESTOCK, FORESTRY	170	1,174,804	2.2%	1,424,240	2.24%	32,304	30,753
FISHING	7	28,312	0.1%	33,253	0.05%	789	753
<b>MANUFACTURING INDUSTRY</b>	<b>1,740</b>	<b>20,506,097</b>	<b>38.6%</b>	<b>25,176,195</b>	<b>39.56%</b>	<b>565,851</b>	<b>539,231</b>
MINING OF ENERGY PRODUCING MATERIALS	25	268,787	0.5%	341,399	0.54%	7,397	7,098
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	79	824,901	1.6%	966,403	1.52%	22,468	21,366
FOOD, BEVERAGE AND TOBACCO INDUSTRY	201	1,497,319	2.8%	2,001,481	3.14%	41,354	39,914
TEXTILE	190	2,855,049	5.4%	3,332,386	5.24%	78,816	75,126
LEATHER INDUSTRY	5	183,123	0.3%	220,213	0.35%	5,183	4,497
WOOD AND TIMBER INDUSTRY	56	217,463	0.4%	270,485	0.43%	6,013	5,720
PAPER INDUSTRY	56	540,436	1.0%	695,977	1.09%	14,891	14,194
NUCLEAR FUEL, OIL AND COAL PRODUCTS	22	104,410	0.2%	129,987	0.20%	2,895	2,761
CHEMICAL INDUSTRY	76	701,373	1.3%	896,541	1.41%	19,383	18,433
RUBBER AND PLASTIC PROCESSING INDUSTRY	117	1,448,085	2.7%	1,854,073	2.91%	39,495	37,187
OTHER MINING INDUSTRY	112	850,650	1.6%	1,007,931	1.58%	23,473	22,330
METALLURGICAL INDUSTRY	268	4,266,010	8.0%	5,250,000	8.25%	117,581	112,132
MACHINE-BUILDING INDUSTRY	140	2,395,900	4.5%	2,906,675	4.57%	66,520	63,670
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	81	422,293	0.8%	524,135	0.82%	11,834	11,266
TRANSPORTATION VEHICLES	156	1,502,307	2.8%	1,846,042	2.90%	41,697	40,013
OTHER MANUFACTURING INDUSTRY	118	1,236,811	2.3%	1,529,821	2.40%	34,325	32,756
ELECTRICITY, GAS AND WATER SUPPLYING	38	1,191,180	2.2%	1,402,646	2.20%	32,525	30,767
<b>SERVICES</b>	<b>3,387</b>	<b>30,423,688</b>	<b>57.2%</b>	<b>35,839,014</b>	<b>56.31%</b>	<b>827,255</b>	<b>781,082</b>
CONSTRUCTION	1,862	17,408,654	32.7%	18,473,991	29.03%	470,467	442,715
VEHICLE SERVICING	560	5,124,283	9.6%	6,875,562	10.80%	140,001	132,239
TOURISM	109	638,253	1.2%	782,930	1.23%	17,599	16,789
TRANSPORTATION WAREHOUSING AND COMMUNICATION	254	1,919,490	3.6%	2,282,843	3.59%	52,793	50,239
FINANCIAL INTERMEDIATION	68	233,012	0.4%	232,679	0.37%	6,477	6,198
a) Monetary Institutions	17	96,373	0.2%	123,682	0.19%	2,686	2,588
b) Other Financial Intermediaries	51	136,639	0.3%	108,997	0.17%	3,791	3,610
REAL ESTATE BROKERAGE	307	2,596,382	4.9%	3,478,709	5.47%	71,517	68,015
DEFENCE, AND SOCIAL SECURITY	9	64,201	0.1%	100,402	0.16%	1,765	1,674
EDUCATION	30	734,683	1.4%	1,253,058	1.97%	19,439	18,011
HEALTH AND SOCIAL SERVICES	84	1,071,986	2.0%	1,571,480	2.47%	29,580	28,397
OTHER SOCIAL SERVICES	102	464,779	0.9%	583,160	0.92%	12,936	12,307
INDIVIDUAL PERSONS EMPLOYING WORKERS	2	167,967	0.3%	204,201	0.32%	4,680	4,499
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	1	0
<b>CONSUMER REAL ESTATE FINANCE</b>	<b>3,595</b>	<b>852,073</b>	<b>1.6%</b>	<b>918,872</b>	<b>1.44%</b>	<b>22,562</b>	<b>20,933</b>
<b>OTHER</b>	<b>48</b>	<b>208,354</b>	<b>0.4%</b>	<b>249,468</b>	<b>0.39%</b>	<b>5,649</b>	<b>5,294</b>
<b>TOTAL</b>	<b>8,947</b>	<b>53,193,327</b>	<b>100.0%</b>	<b>63,641,042</b>	<b>100%</b>	<b>1,454,410</b>	<b>1,378,046</b>

**PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION**

- **Comparison of 2025 Q1 and 2024 Q1**

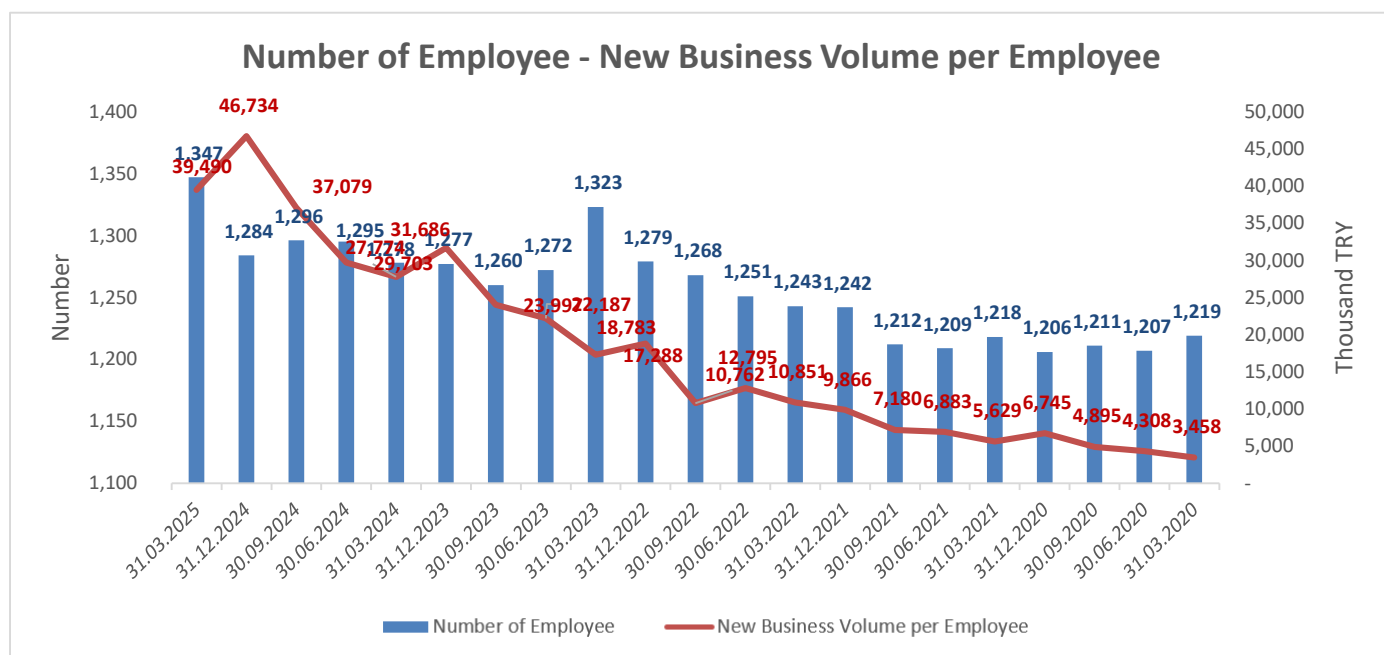
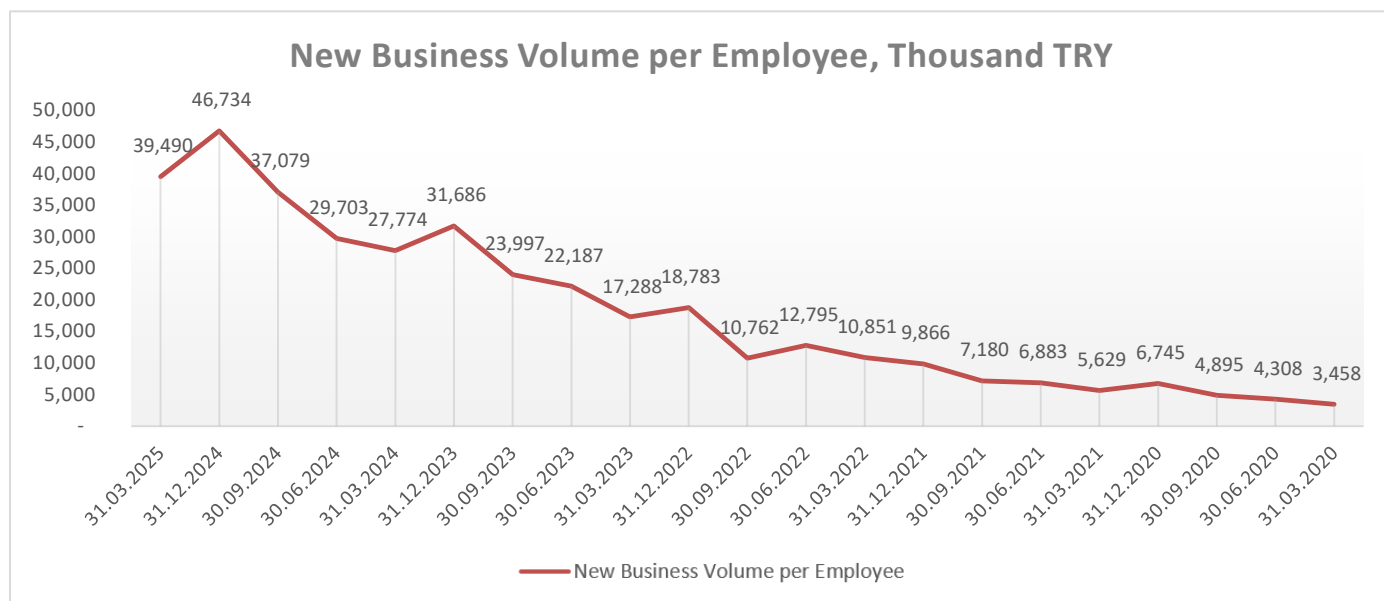
	2025 Q1	2024 Q1	Growth
Number of Companies	20	20	0%
Number of Employees	111	115	-3,5%
Number of Customers	1.347	1.276	5,6%
Number of Branches	50.024	37.804	32,3%

**Graph 1- Number of Employee and Profitability Per Employee**



Over the past five years, fluctuations have been observed in the number of employees and in the profitability per employee.

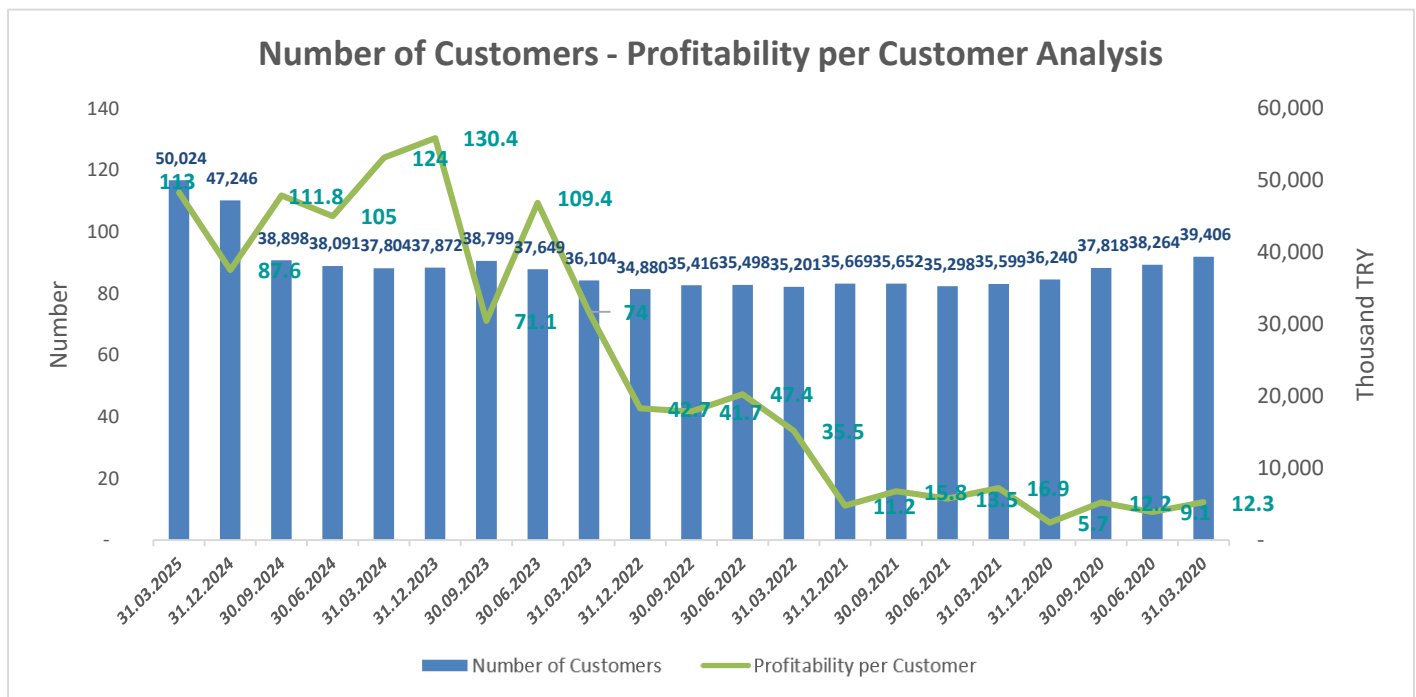
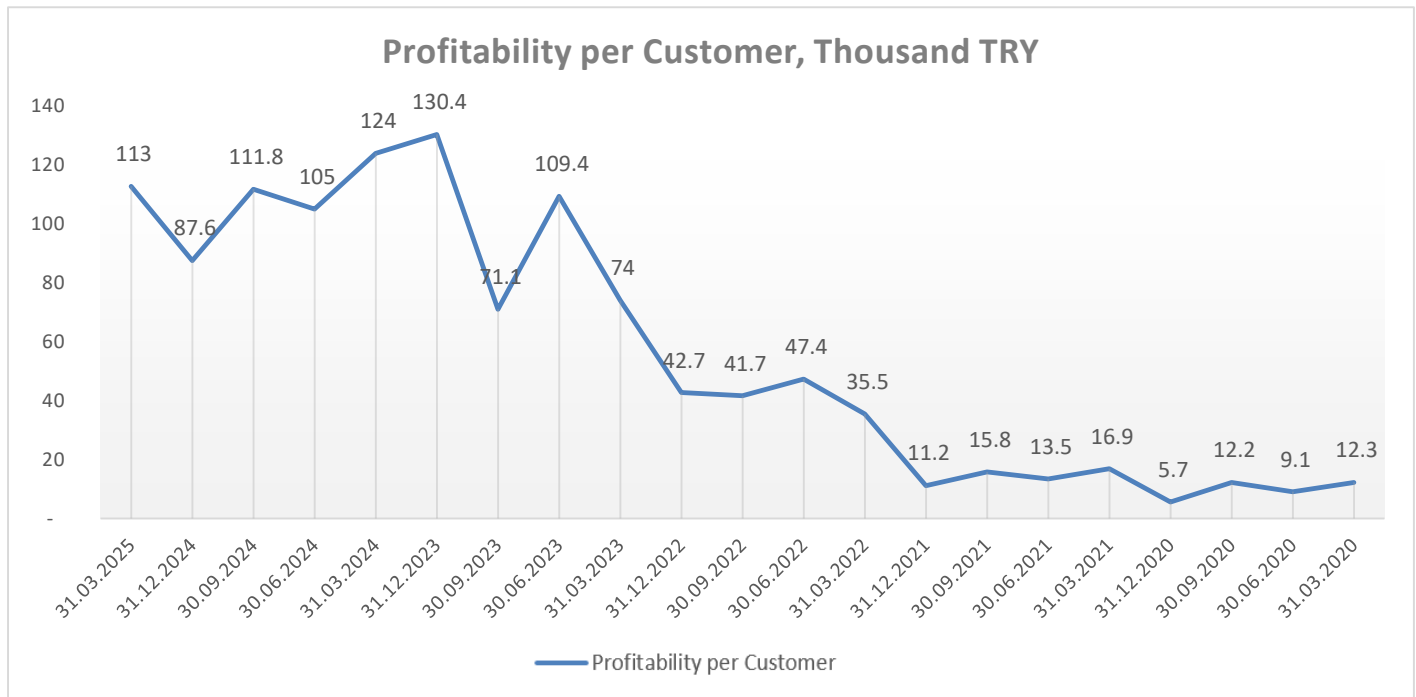
**Graph 2- Number of Employee and New Business Volume Per Employee**



Fluctuations in the number of employees and in new business volume per employee have been observed since the first quarter of 2020.



**Graph 3- Number of Customers and Profitability Analysis Per Customer**



The number of customers in the sector has been on an upward trend since the first quarter of 2024. If we look at the profitability ratios per customer, it varies according to the relevant quarter's profit since the beginning of 2020.