

ASSOCIATION OF FINANCIAL INSTITUTIONS

SUMMARY OF LEASING FINANCIAL DATA

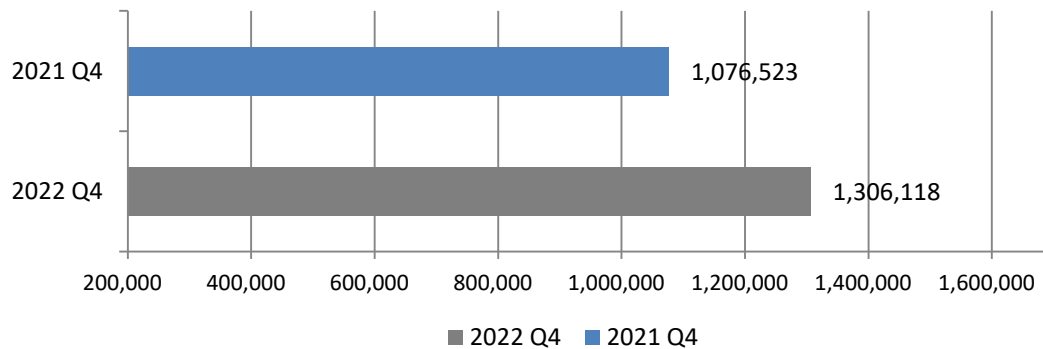
31.12.2022



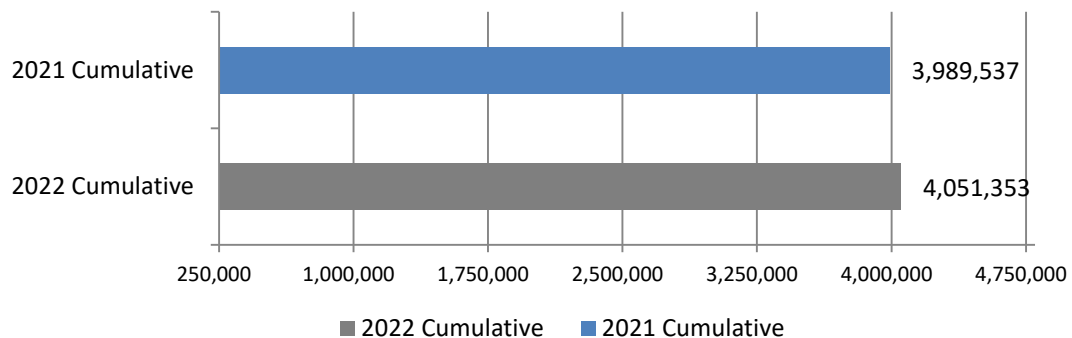
COMPARISON OF 2022 QUARTER IV AND 2021 QUARTER IV

NEW BUSINESS VOLUME:

- 2022 Quarter IV new business volume is 1.306.118 thousand USD, which is a **21%** increase compared to 2021 Quarter IV of 1.076.523 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **96%**.

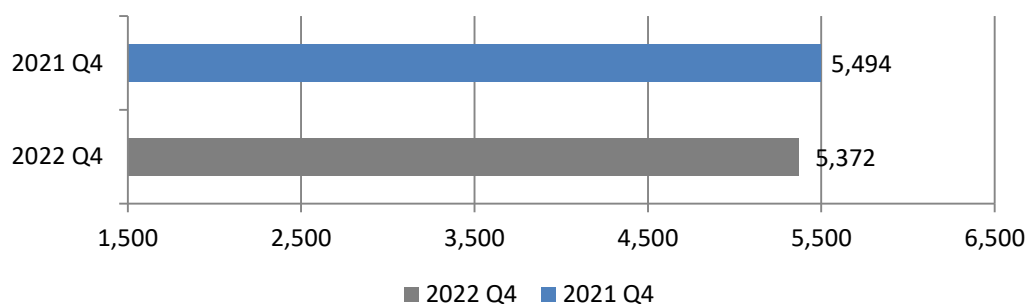


- 2022 cumulative new business volume is 4.051.353 thousand USD, an increase of **2%** compared to the same period of 2021, which was 3.989.537 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **86%**.

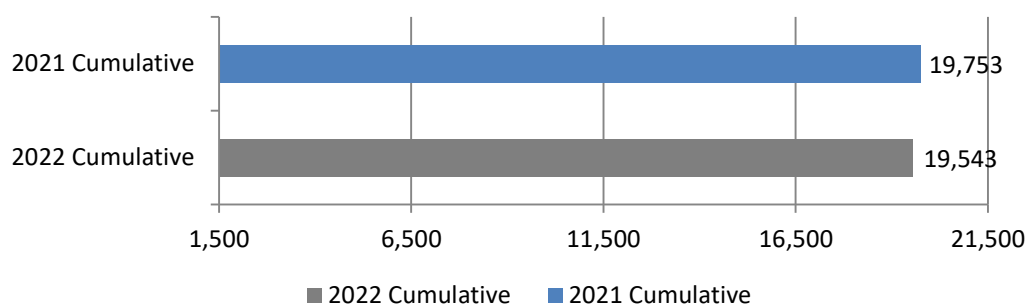


NUMBER OF CONTRACTS:

- 2022 Quarter IV number of contracts is 5.372, while the number of contracts was 5.494 in the same period of 2021. **2%** decrease has occurred.



- 2022 cumulative number of contracts is 19.543, while the number of contracts was 19.753 in the same period of 2021. **1%** decrease has occurred.



PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2022 Q4 and 2021 Q4**

New Business Volume	2022 Q4	2021 Q4	Change
Thousand TRY	24.023.916	12.253.819	96%
Thousand USD	1.306.118	1.076.523	21%
Number of Contracts	5.372	5.494	-2%

- Comparison of 2022 and 2021**

New Business Volume	2022	2021	Change
Thousand TRY	67.164.897	36.134.356	86%
Thousand USD	4.051.353	3.989.537	2%
Number of Contracts	19.543	19.753	-1%

DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

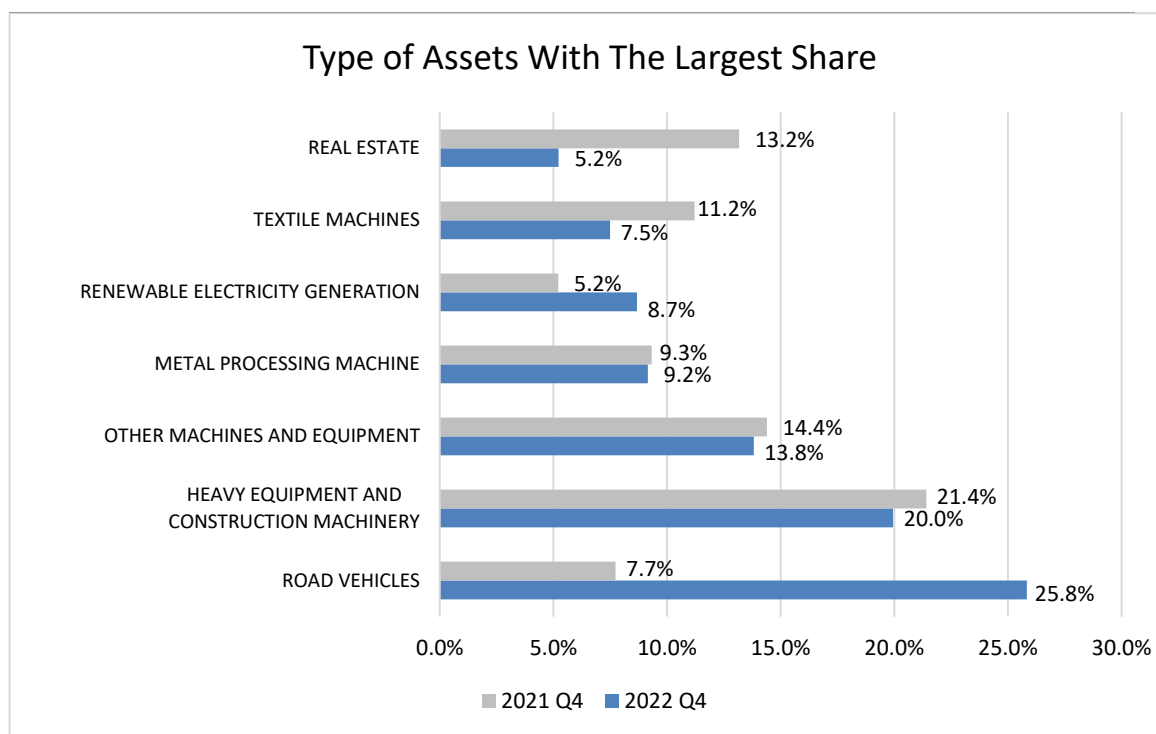
- The distribution ratio of leasing volume by type of asset in 2022 Q4 and 2021 Q4 as follows;

ASSET SUBJECTS OF LEASING	2022 Q4 Ratio	2021 Q4 Ratio
ROAD VEHICLES	25.8%	7.7%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	20.0%	21.4%
OTHER MACHINES AND EQUIPMENT	13.8%	14.4%
METAL PROCESSING MACHINE	9.2%	9.3%
RENEWABLE ELECTRICITY GENERATION	8.7%	5.2%
TEXTILE MACHINES	7.5%	11.2%
REAL ESTATE	5.2%	13.2%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	2.4%	2.6%
PLASTIC PROCESSING MACHINES	1.7%	2.4%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.6%	2.0%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.3%	2.1%
ELECTRONIC AND OPTICAL DEVICES	1.2%	4.3%
PRINTING AND PAPER PROCESSING MACHINES	0.9%	3.0%
TOURISM EQUIPMENT	0.6%	0.3%
SHIPS AND OTHER SEA-GOING VESSELS	0.1%	0.7%
AIR TRANSPORT CONVEYANCE	0.1%	0.0%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.0%	0.1%
TOTAL NEW BUSINESS VOLUME	100%	100%

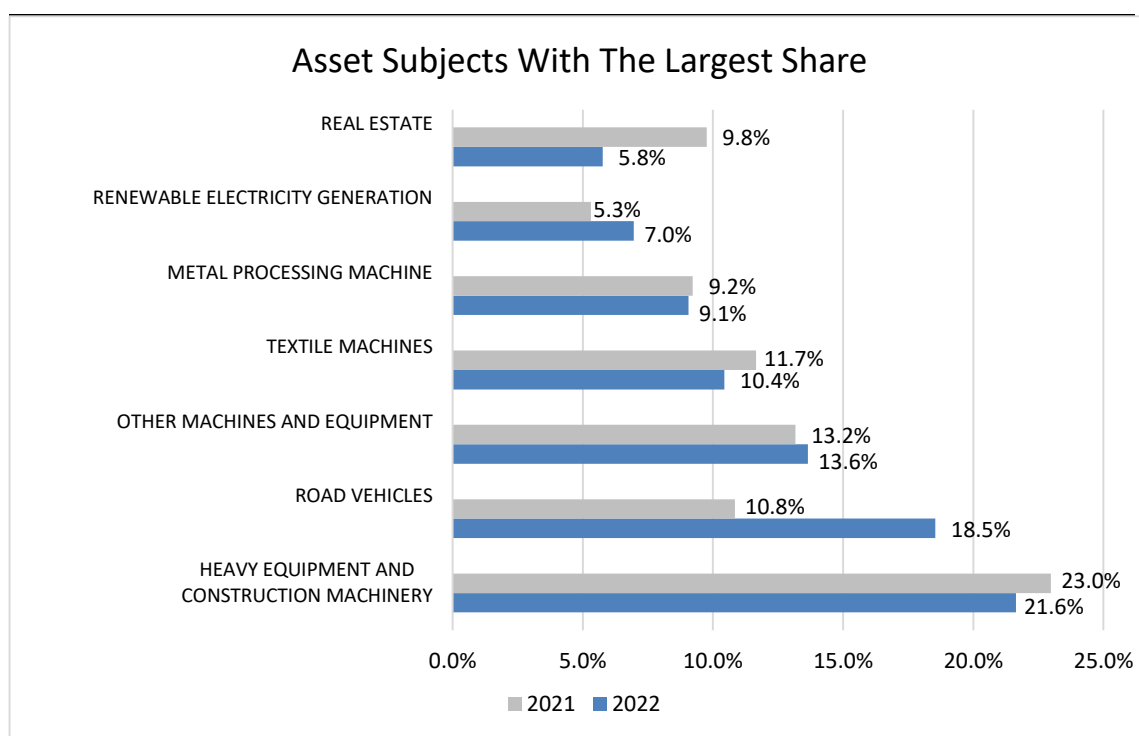
- Cumulative distribution ratio of leasing volume by type of asset in 2022 and 2021 as follows;

ASSET SUBJECTS OF LEASING	2022 Ratio	2021 Ratio
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	21.6%	23.0%
ROAD VEHICLES	18.5%	10.8%
OTHER MACHINES AND EQUIPMENT	13.6%	13.2%
TEXTILE MACHINES	10.4%	11.7%
METAL PROCESSING MACHINE	9.1%	9.2%
RENEWABLE ELECTRICITY GENERATION	7.0%	5.3%
REAL ESTATE	5.8%	9.8%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	3.2%	3.8%
PLASTIC PROCESSING MACHINES	2.5%	2.6%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	2.0%	2.4%
PRINTING AND PAPER PROCESSING MACHINES	1.4%	2.7%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.4%	1.6%
AIR TRANSPORT CONVEYANCE	1.1%	0.0%
ELECTRONIC AND OPTICAL DEVICES	0.9%	1.8%
SHIPS AND OTHER SEA-GOING VESSELS	0.8%	1.7%
TOURISM EQUIPMENT	0.5%	0.4%
TOTAL NEW BUSINESS VOLUME	100%	100%

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



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



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

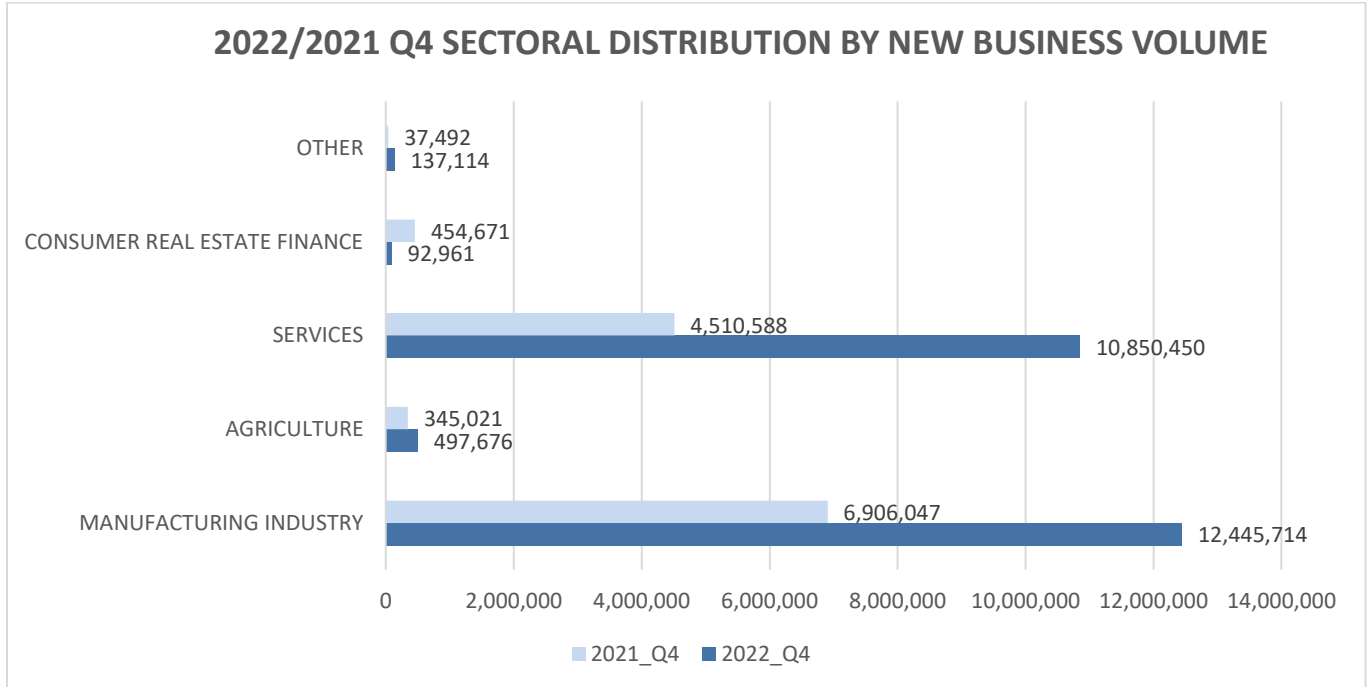
LEASING ASSET SUBJECTS	2022 Q4 Range	2021 Q4 Range	CHANGE %
ROAD VEHICLES	334,431	84,507	296%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	257,448	238,945	8%
OTHER MACHINES AND EQUIPMENT	174,464	150,438	16%
METAL PROCESSING MACHINE	117,876	102,753	15%
RENEWABLE ELECTRICITY GENERATION	111,771	57,051	96%
TEXTILE MACHINES	96,811	123,138	-21%
REAL ESTATE	85,739	135,438	-37%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	31,483	29,546	7%
PLASTIC PROCESSING MACHINES	21,821	25,588	-15%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	20,380	21,681	-6%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	16,186	24,058	-33%
ELECTRONIC AND OPTICAL DEVICES	15,922	38,244	-58%
PRINTING AND PAPER PROCESSING MACHINES	11,124	32,300	-66%
TOURISM EQUIPMENT	7,326	3,261	125%
SHIPS AND OTHER SEA-GOING VESSELS	1,730	8,753	-80%
AIR TRANSPORT CONVEYANCE	1,190	0	0%
ENERGY EFFICIENCY EQUIPMENT	293	41	608%
RAILROAD TRANSPORT VEHICLES	125	0	0%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0	780	-100%
Total New Business Volume	1,306,118	1,076,523	21%
NUMBER OF CONTRACTS	5,372	5,494	-2%

CUMULATIVE COMPARISON OF ASSET SUBJECTS IN 2022 AND 2021 (THOUSAND USD)

LEASING ASSET SUBJECTS	2022 Range	2021 Range	CHANGE %
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	863,416	932,508	-7%
ROAD VEHICLES	734,346	447,405	64%
OTHER MACHINES AND EQUIPMENT	542,887	517,841	5%
TEXTILE MACHINES	431,907	472,482	-9%
METAL PROCESSING MACHINE	367,508	371,363	-1%
RENEWABLE ELECTRICITY GENERATION	281,166	216,108	30%
REAL ESTATE	255,511	356,906	-28%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	132,854	160,499	-17%
PLASTIC PROCESSING MACHINES	105,666	106,141	0%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	79,883	95,275	-16%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	58,666	62,758	-7%
PRINTING AND PAPER PROCESSING MACHINES	57,717	105,070	-45%
AIR TRANSPORT CONVEYANCE	47,477	1,529	3005%
ELECTRONIC AND OPTICAL DEVICES	33,935	52,719	-36%
SHIPS AND OTHER SEA-GOING VESSELS	33,135	70,526	-53%
TOURISM EQUIPMENT	21,128	18,716	13%
ENERGY EFFICIENCY EQUIPMENT	2,748	532	416%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	1,053	1,124	-6%
RAILROAD TRANSPORT VEHICLES	351	34	932%
Total New Business Volume	4,051,353	3,989,537	2%
NUMBER OF CONTRACTS	19,543	19,753	-1%

LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was 80% growth in the “Manufacturing Industry” and 140% in the “Service” sector.

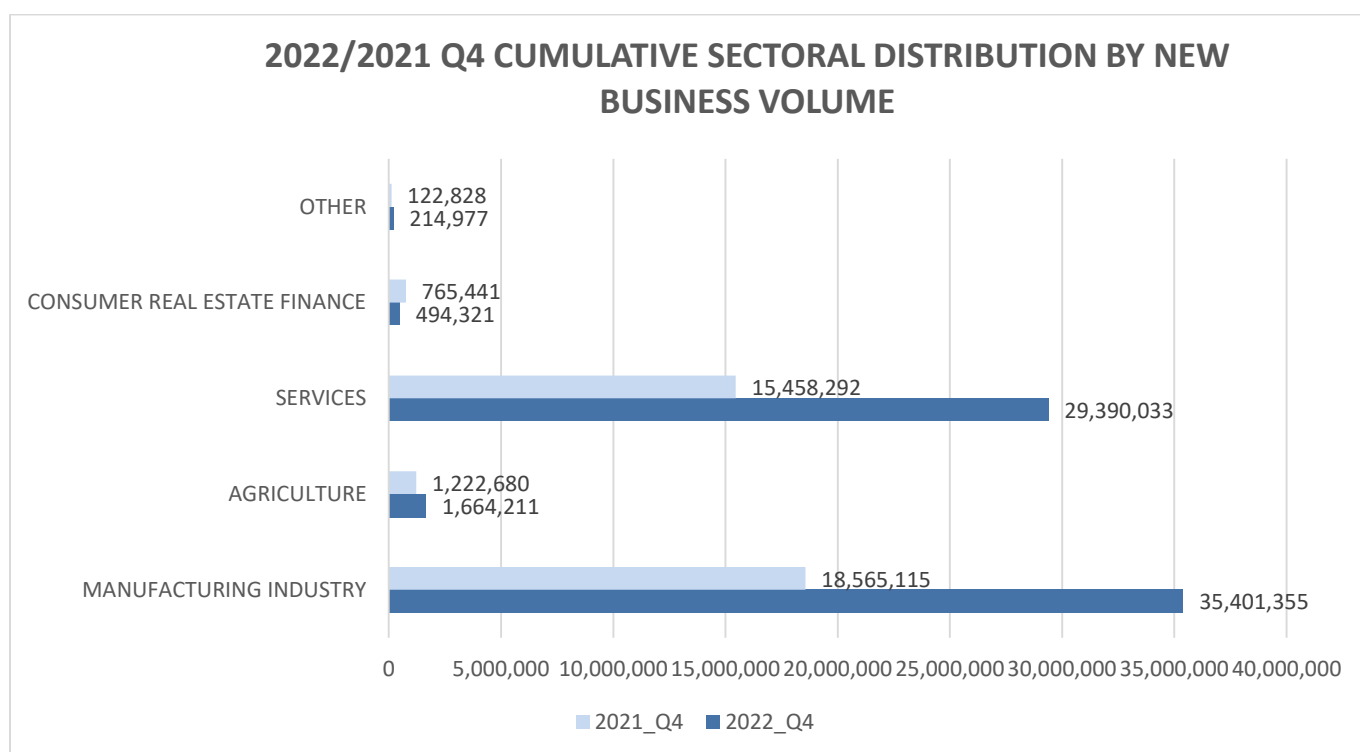
Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2022_Q4	12,445,714	497,676	10,850,450	92,961	137,114	24,023,915
2021_Q4	6,906,047	345,021	4,510,588	454,671	37,492	12,253,819
Growth	80.2%	44.2%	140.6%	-80%	266%	96.1%

2022_Q4	52%	2%	45%	0%	1%	100%
2021_Q4	56%	3%	37%	4%	0%	100%

LEASING VOLUME BY TYPE OF SECTOR

- Cumulative comparison of leasing volume by type of sector for 2022 and 2021 are listed below;



- In this period, there was a 97% growth in the “Manufacturing Industry” and 69% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2022_Q4	35,401,355	1,664,211	29,390,033	494,321	214,977	67,164,896
2021_Q4	18,565,115	1,222,680	15,458,292	765,441	122,828	36,134,356
Growth	90.7%	36.1%	90.1%	-35%	75%	85.9%
2022_Q4	53%	2%	44%	1%	0%	100%
2021_Q4	51%	3%	43%	2%	0%	100%

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2022 Q4 DATA

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

PERIOD 01.10.2022-31.12.2022

	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS 5,372							
AGRICULTURE	166	497,676	2.1%	613,020	1.95%	26,786	26,733
AGRICULTURE, LIVESTOCK, FORESTRY	161	495,005	2.1%	608,210	1.93%	26,642	26,589
FISHING	5	2,671	0.0%	4,810	0.02%	144	144
MANUFACTURING INDUSTRY	2,099	12,445,714	51.8%	15,975,860	50.82%	672,898	659,077
MINING OF ENERGY PRODUCING MATERIALS	36	295,610	1.2%	415,186	1.32%	15,993	15,656
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	85	501,733	2.1%	641,759	2.04%	27,470	26,741
FOOD, BEVERAGE AND TOBACCO INDUSTRY	427	862,177	3.6%	986,771	3.14%	46,511	45,653
TEXTILE	293	2,416,788	10.1%	3,029,431	9.64%	131,530	129,160
LEATHER INDUSTRY	22	132,623	0.6%	188,792	0.60%	9,045	8,997
WOOD AND TIMBER INDUSTRY	56	377,672	1.6%	450,604	1.43%	20,176	20,346
PAPER INDUSTRY	52	366,955	1.5%	472,545	1.50%	19,721	19,168
NUCLEAR FUEL, OIL AND COAL PRODUCTS	13	27,173	0.1%	35,158	0.11%	1,462	1,431
CHEMICAL INDUSTRY	60	241,256	1.0%	340,880	1.08%	12,975	12,890
RUBBER AND PLASTIC PROCESSING INDUSTRY	117	603,236	2.5%	826,314	2.63%	32,391	31,846
OTHER MINING INDUSTRY	88	648,992	2.7%	846,239	2.69%	34,773	34,059
METALLURGICAL INDUSTRY	361	1,960,430	8.2%	2,428,787	7.73%	105,538	104,466
MACHINE-BUILDING INDUSTRY	132	589,432	2.5%	730,446	2.32%	31,705	30,593
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	90	1,091,482	4.5%	1,310,478	4.17%	58,465	55,513
TRANSPORTATION VEHICLES	106	1,298,282	5.4%	1,891,672	6.02%	69,585	67,479
OTHER MANUFACTURING INDUSTRY	125	503,297	2.1%	660,706	2.10%	27,150	26,873
ELECTRICITY, GAS AND WATER SUPPLYING	35	528,575	2.2%	720,091	2.29%	28,405	28,205
SERVICES	3,009	10,850,450	45.2%	14,526,708	46.21%	576,597	581,932
CONSTRUCTION	1,038	3,442,771	14.3%	4,553,630	14.49%	185,204	199,141
WHOLESALE AND RETAIL VEHICLE SERVICING	874	3,208,794	13.4%	4,239,853	13.49%	171,477	167,455
TOURISM	43	199,252	0.8%	274,757	0.87%	4,662	4,588
TRANSPORTATION WAREHOUSING AND COMMUNICATION	178	761,428	3.2%	1,018,623	3.24%	39,374	38,561
FINANCIAL INTERMEDIATION	395	472,671	2.0%	396,663	1.26%	20,828	19,521
a) Monetary Institutions	341	425,216	1.8%	358,353	1.14%	18,155	16,950
b) Other Financial Intermediaries	54	47,455	0.2%	38,310	0.12%	2,673	2,571
REAL ESTATE BROKERAGE	192	1,849,964	7.7%	2,624,635	8.35%	105,980	105,217
DEFENCE, AND SOCIAL SECURITY	2	14,544	0.1%	36,835	0.12%	781	755
EDUCATION	34	122,742	0.5%	156,076	0.50%	6,780	6,604
HEALTH AND SOCIAL SERVICES	92	515,642	2.1%	894,827	2.85%	25,466	24,519
OTHER SOCIAL SERVICES	157	257,212	1.1%	323,712	1.03%	15,755	15,283
INDIVIDUAL PERSONS EMPLOYING WORKERS	2	5,430	0.0%	7,098	0.02%	292	289
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	65	92,961	0.4%	99,998	0.32%	22,593	0
OTHER	33	137,114	0.6%	220,791	0.70%	7,243	7,242
TOTAL	5,372	24,023,915	100.0%	31,436,377	100%	1,306,118	1,274,984

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

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

PERIOD: 01.01.2022-31.12.2022

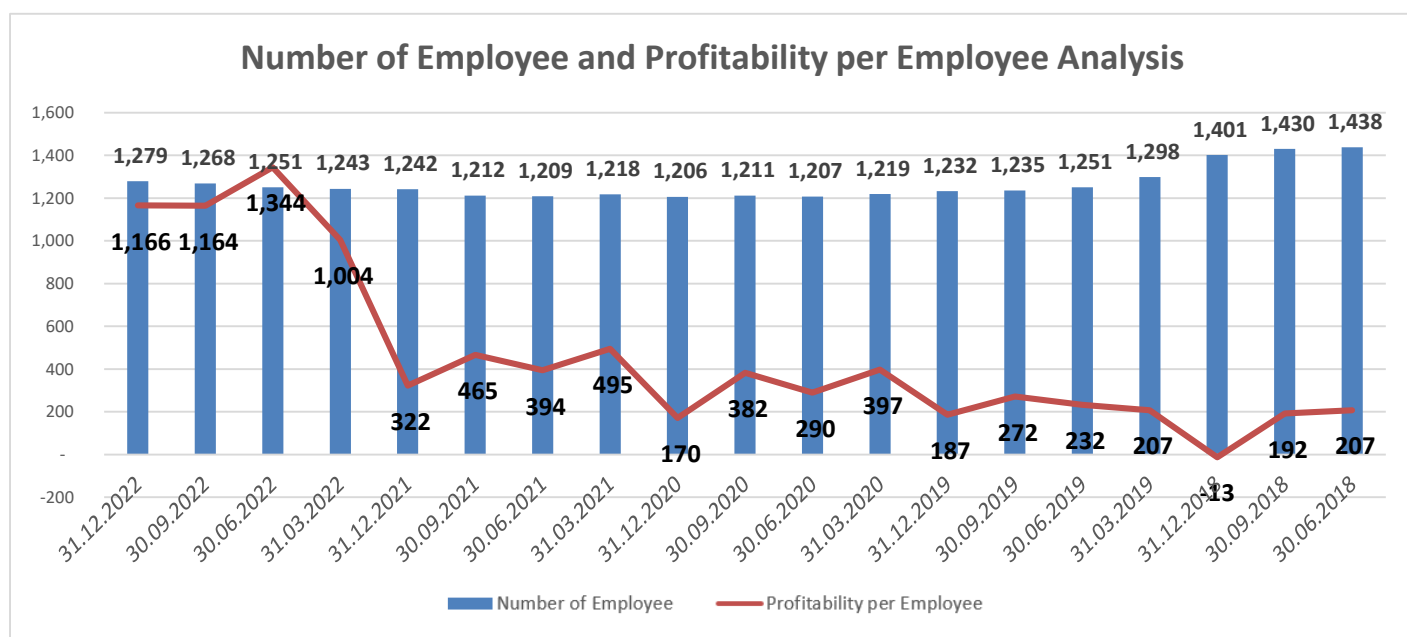
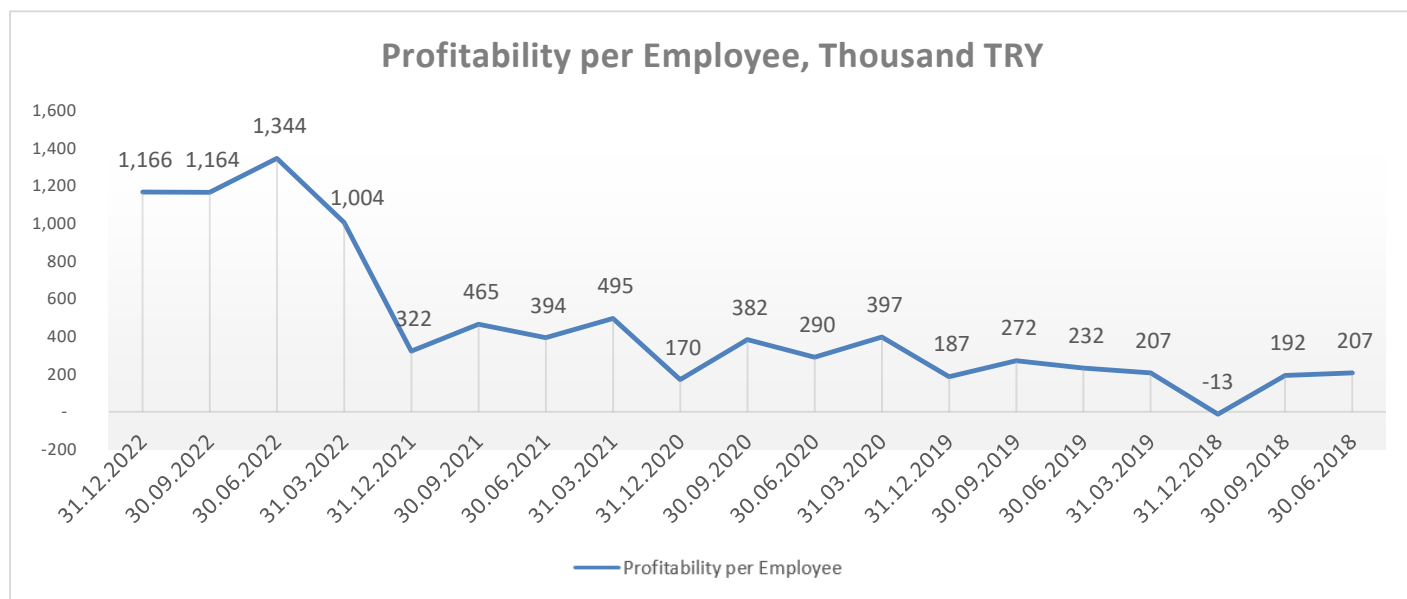
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	19,543						
AGRICULTURE	666	1,664,211	2.5%	2,042,150	2.38%	99,780	95,680
AGRICULTURE, LIVESTOCK, FORESTRY	636	1,623,286	2.4%	1,985,331	2.32%	97,176	93,234
FISHING	30	40,925	0.1%	56,819	0.07%	2,604	2,446
MANUFACTURING INDUSTRY	8,039	35,401,355	52.7%	44,595,309	52.00%	2,140,539	2,041,154
MINING OF ENERGY PRODUCING MATERIALS	153	1,337,696	2.0%	1,722,225	2.01%	85,140	79,310
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	380	1,881,651	2.8%	2,382,479	2.78%	114,041	108,420
FOOD, BEVERAGE AND TOBACCO INDUSTRY	1,176	2,045,127	3.0%	2,373,514	2.77%	120,933	115,808
TEXTILE	1,291	8,630,443	12.8%	10,650,717	12.42%	529,926	504,793
LEATHER INDUSTRY	76	234,125	0.3%	324,498	0.38%	15,717	15,157
WOOD AND TIMBER INDUSTRY	240	800,878	1.2%	984,755	1.15%	46,070	45,463
PAPER INDUSTRY	301	1,241,457	1.8%	1,535,620	1.79%	73,739	70,719
NUCLEAR FUEL, OIL AND COAL PRODUCTS	30	70,261	0.1%	87,485	0.10%	4,106	3,949
CHEMICAL INDUSTRY	210	734,427	1.1%	1,018,325	1.19%	43,986	42,001
RUBBER AND PLASTIC PROCESSING INDUSTRY	557	2,052,232	3.1%	2,702,209	3.15%	125,804	119,528
OTHER MINING INDUSTRY	343	1,445,730	2.2%	1,907,507	2.22%	83,367	80,360
METALLURGICAL INDUSTRY	1,458	5,536,370	8.2%	6,974,252	8.13%	333,807	319,965
MACHINE-BUILDING INDUSTRY	583	1,689,552	2.5%	2,120,711	2.47%	101,587	96,757
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	283	1,754,569	2.6%	2,067,639	2.41%	103,978	97,192
TRANSPORTATION VEHICLES	302	2,368,949	3.5%	3,203,726	3.74%	138,230	131,966
OTHER MANUFACTURING INDUSTRY	504	1,439,153	2.1%	1,843,354	2.15%	86,262	82,548
ELECTRICITY, GAS AND WATER SUPPLYING	153	2,138,735	3.2%	2,696,293	3.14%	133,846	127,218
SERVICES	10,364	29,390,033	43.8%	38,249,571	44.60%	1,752,453	1,689,624
CONSTRUCTION	3,725	10,242,449	15.2%	13,378,750	15.60%	609,550	602,158
WHOLESALE AND RETAIL VEHICLE SERVICING	2,174	6,867,900	10.2%	8,775,238	10.23%	403,093	385,472
TOURISM	254	802,032	1.2%	1,021,561	1.19%	43,924	41,463
TRANSPORTATION WAREHOUSING AND COMMUNICATION	1,000	2,845,079	4.2%	3,533,636	4.12%	172,971	163,693
FINANCIAL INTERMEDIATION	1,598	1,573,700	2.3%	1,393,585	1.63%	94,965	86,292
a) Monetary Institutions	1,456	1,139,358	1.7%	913,567	1.07%	66,928	61,386
b) Other Financial Intermediaries	143	434,342	0.6%	480,018	0.56%	28,037	24,906
REAL ESTATE BROKERAGE	705	4,427,580	6.6%	6,123,941	7.14%	269,013	259,154
DEFENCE, AND SOCIAL SECURITY	9	37,808	0.1%	70,493	0.08%	2,243	2,783
EDUCATION	75	207,367	0.3%	269,452	0.31%	11,641	11,409
HEALTH AND SOCIAL SERVICES	393	1,716,326	2.6%	2,844,967	3.32%	102,275	96,970
OTHER SOCIAL SERVICES	423	627,892	0.9%	786,940	0.92%	39,848	37,618
INDIVIDUAL PERSONS EMPLOYING WORKERS	7	39,899	0.1%	48,233	0.06%	2,788	2,484
INTERNATIONAL ORGANIZATIONS	2	2,000	0.0%	2,773	0.00%	142	128
CONSUMER REAL ESTATE FINANCE	410	494,321	0.7%	531,266	0.62%	46,152	22,974
OTHER	64	214,977	0.3%	336,222	0.39%	12,428	12,081
TOTAL	19,543	67,164,896	100.0%	85,754,518	100%	4,051,353	3,861,513

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- **Comparison of 2022 and 2021**

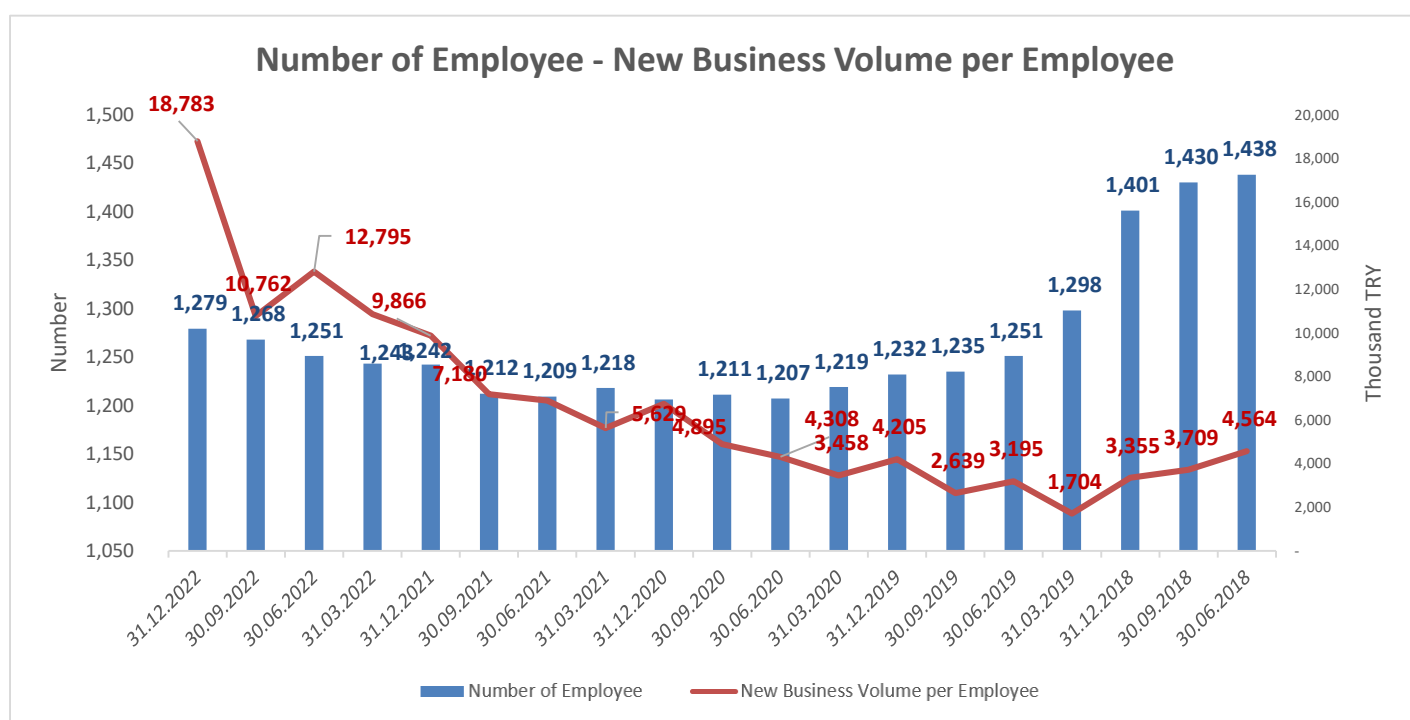
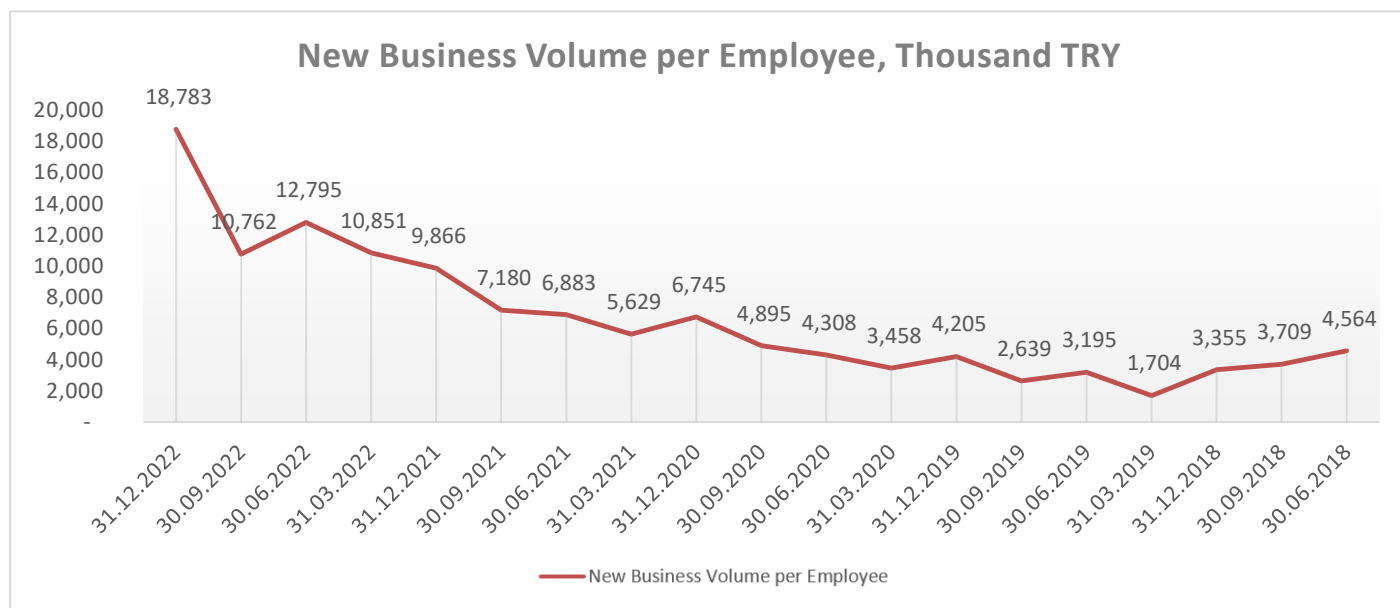
	2022	2021	Growth
Number of Companies	21	22	-4,5%
Number of Employees	1.279	1.242	3,0%
Number of Customers	34.880	35.669	-2,2%
Number of Branches	117	115	1,7%

Graph 1- Number of Employee and Profitability Per Employee



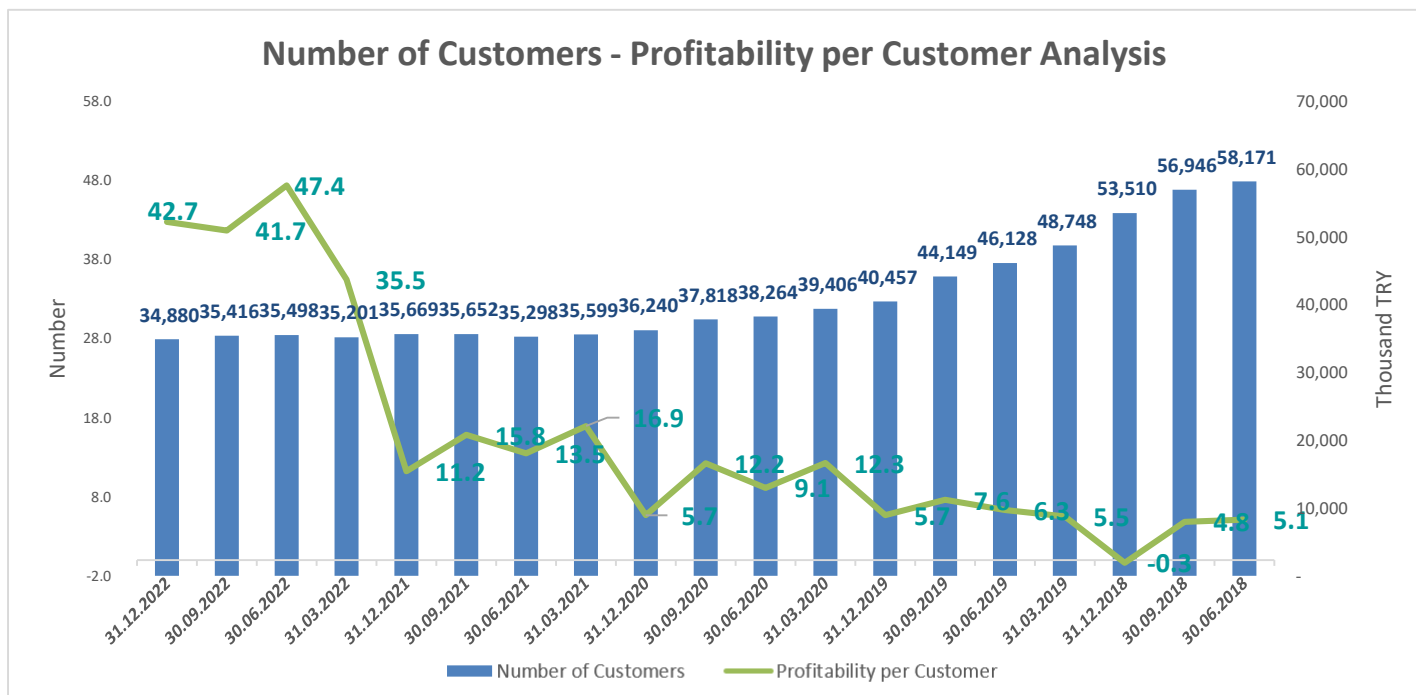
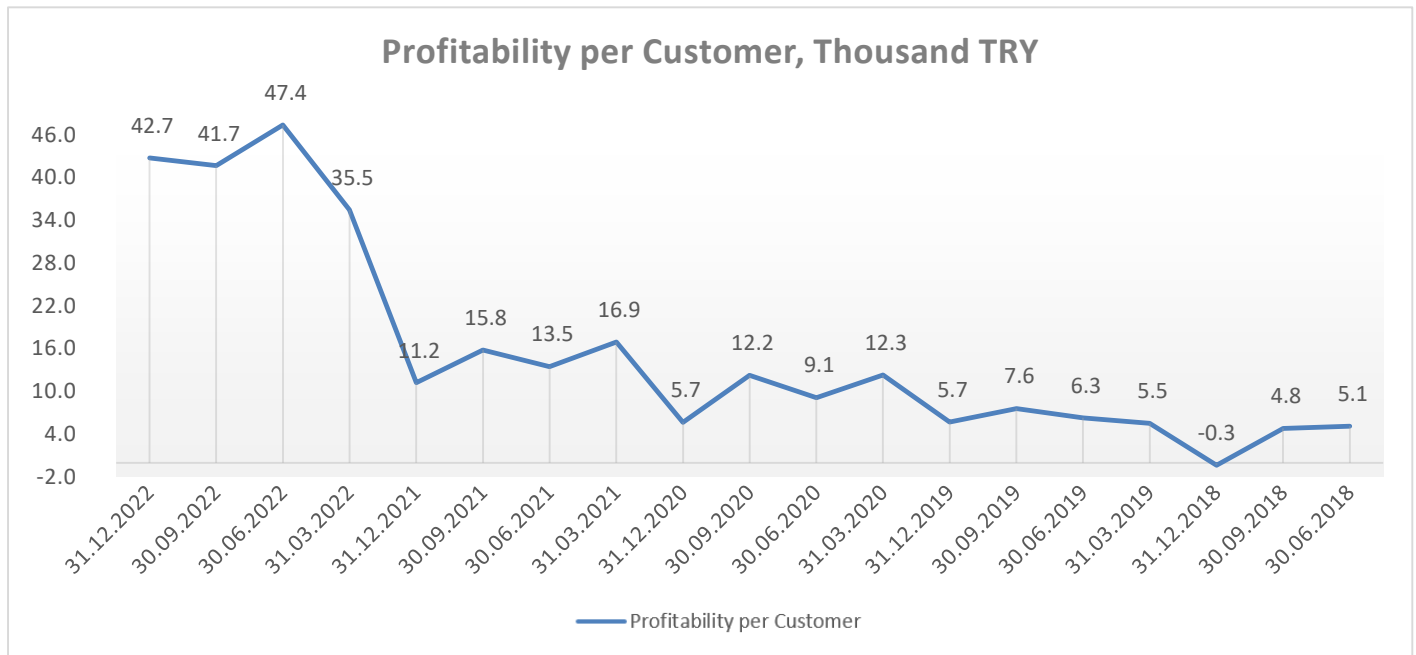
While the number of employees has been decreasing over the past 4 years, profitability ratios per employee has been changing over time.

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



While the number of employees in the sector has been on a downward trend since 2018 Quarter II, the new business volume per employee has risen during certain periods 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.