

ASSOCIATION OF FINANCIAL INSTITUTIONS

SUMMARY OF LEASING FINANCIAL DATA

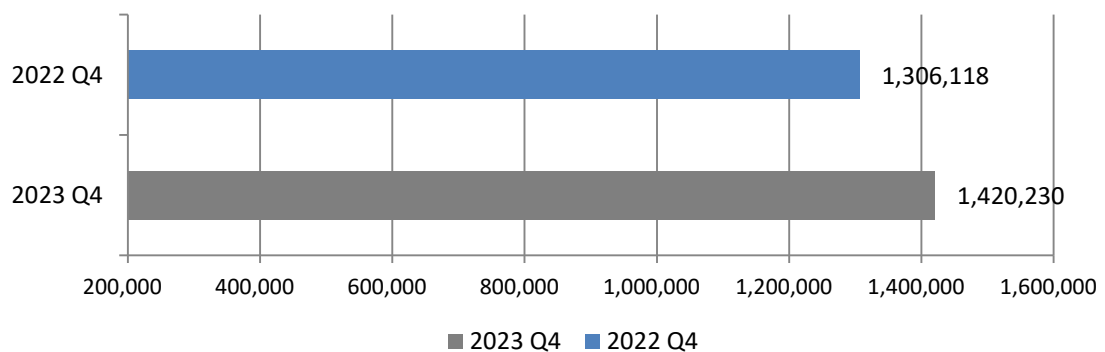
31.12.2023



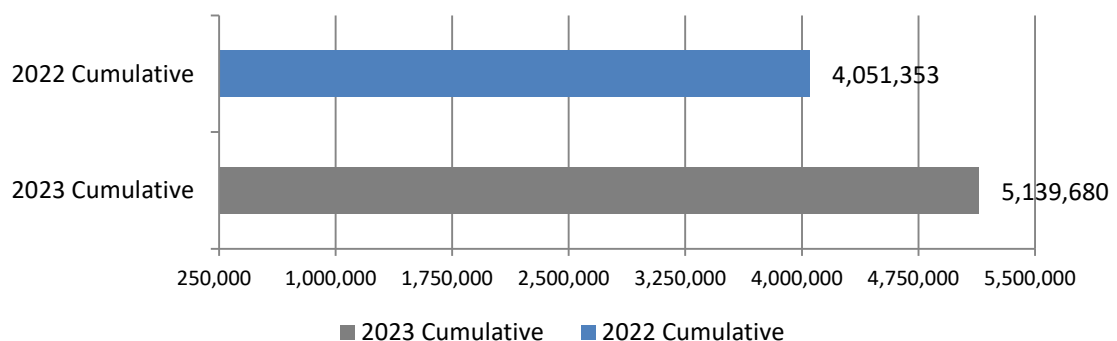
COMPARISON OF 2023 QUARTER IV AND 2022 QUARTER IV

NEW BUSINESS VOLUME:

- 2023 Quarter IV new business volume is 1.420.230 thousand USD, which is a **9%** increase compared to 2022 Quarter IV of 1.306.118 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **68%**.

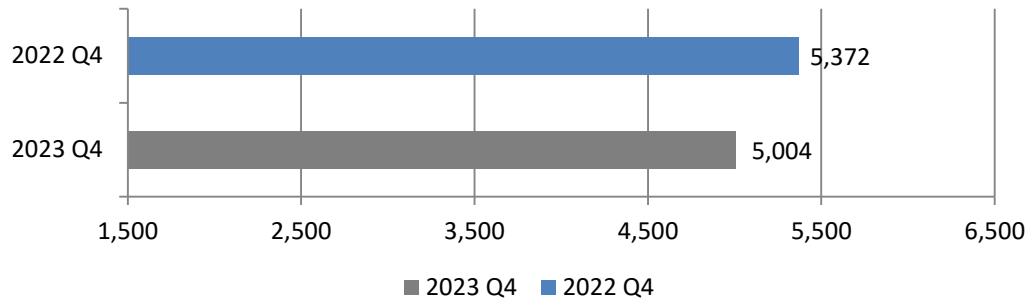


- 2023 cumulative new business volume is 5.139.680 thousand USD, an increase of **27%** compared to the same period of 2022, which was 4.051.353 thousand USD. If we evaluate the increase in new business volume in TRY, the growth is **81%**.

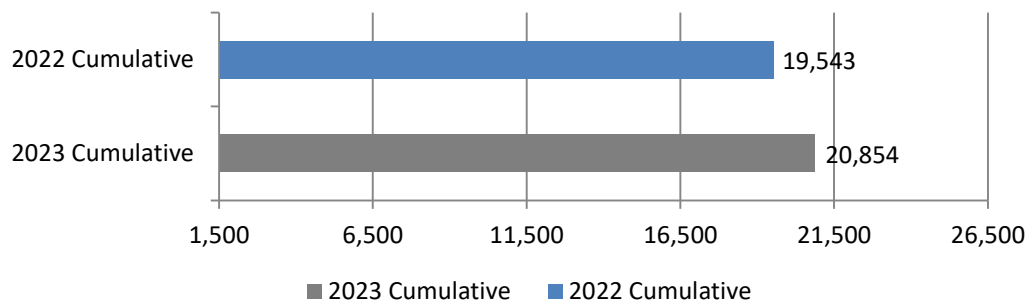


NUMBER OF CONTRACTS:

- 2023 Quarter IV number of contracts is 5.004, while the number of contracts was 5.372 in the same period of 2022. **7%** decrease has occurred.



- 2023 cumulative number of contracts is 20.854, while the number of contracts was 19.543 in the same period of 2022. The growth is **7%**.



PERIODIC COMPARISON OF NEW BUSINESS VOLUME

- Comparison of 2023 Q4 and 2022 Q4**

New Business Volume	2023 Q4	2022 Q4	Change
Thousand TRY	40.410.545	24.023.916	%68
Thousand USD	1.420.230	1.306.118	%9
Number of Contracts	5.004	5.372	-%7

- Comparison of 2023 and 2022**

New Business Volume	2023	2022	Change
Thousand TRY	121.536.732	67.164.897	%81
Thousand USD	5.139.680	4.051.353	%27
Number of Contracts	20.854	19.543	%7

DISTRIBUTION RATIO OF LEASING VOLUME BY TYPE OF ASSET

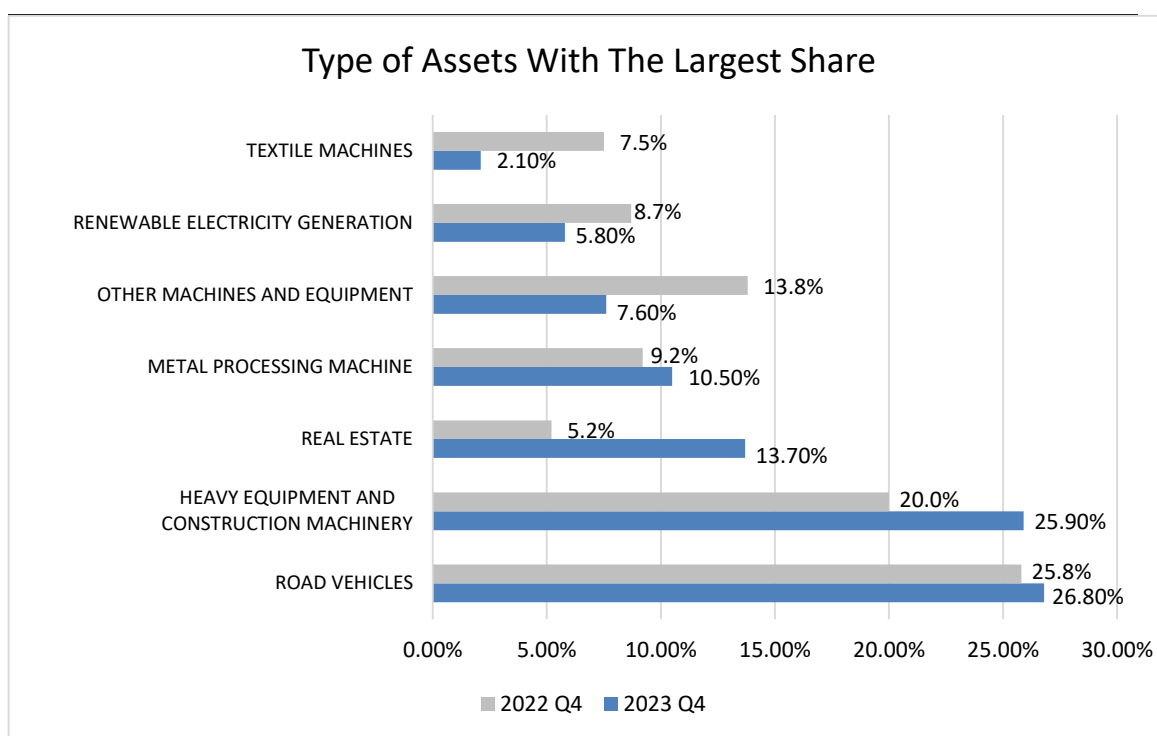
- The distribution ratio of leasing volume by type of asset in 2023 Q4 and 2022 Q4 as follows;

ASSET SUBJECTS OF LEASING	2023 Q4 Ratio	2022 Q4 Ratio
ROAD VEHICLES	26.8%	25.8%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	25.9%	20.0%
REAL ESTATE	13.7%	5.2%
METAL PROCESSING MACHINE	10.5%	9.2%
OTHER MACHINES AND EQUIPMENT	7.6%	13.8%
RENEWABLE ELECTRICITY GENERATION	5.8%	8.7%
TEXTILE MACHINES	2.1%	7.5%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	1.9%	2.4%
PLASTIC PROCESSING MACHINES	1.8%	1.7%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.0%	1.3%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.0%	1.6%
PRINTING AND PAPER PROCESSING MACHINES	0.7%	0.9%
SHIPS AND OTHER SEA-GOING VESSELS	0.4%	0.1%
ELECTRONIC AND OPTICAL DEVICES	0.3%	1.2%
TOURISM EQUIPMENT	0.3%	0.6%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.1%	0.0%
RAILROAD TRANSPORT VEHICLES	0.0%	0.0%
AIR TRANSPORT CONVEYANCE	0.0%	0.1%
ENERGY EFFICIENCY EQUIPMENT	0.0%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

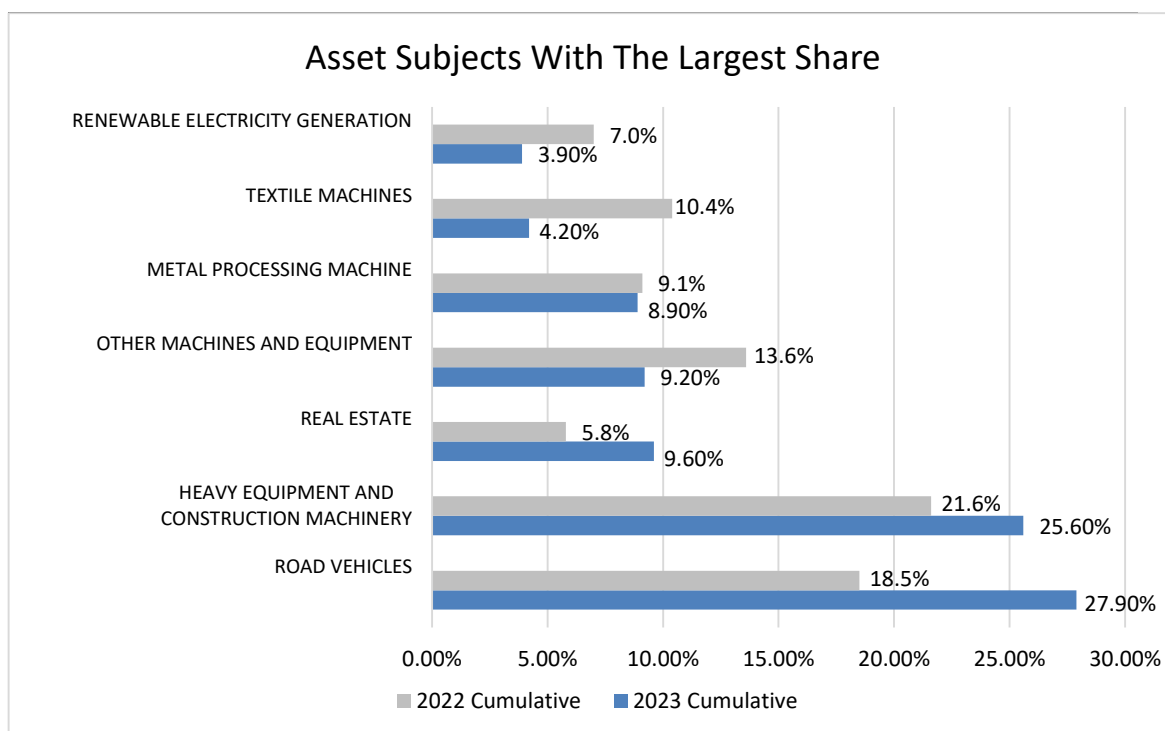
- Cumulative distribution ratio of leasing volume by type of asset in 2023 and 2022 as follows;

ASSET SUBJECTS OF LEASING	2023 Ratio	2022 Ratio
ROAD VEHICLES	27.9%	18.5%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	25.6%	21.6%
REAL ESTATE	9.6%	5.8%
OTHER MACHINES AND EQUIPMENT	9.2%	13.6%
METAL PROCESSING MACHINE	8.9%	9.1%
TEXTILE MACHINES	4.2%	10.4%
RENEWABLE ELECTRICITY GENERATION	3.9%	7.0%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	2.4%	3.2%
PLASTIC PROCESSING MACHINES	2.0%	2.5%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	1.7%	2.0%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	1.0%	1.4%
PRINTING AND PAPER PROCESSING MACHINES	0.8%	1.4%
ELECTRONIC AND OPTICAL DEVICES	0.8%	0.9%
AIR TRANSPORT CONVEYANCE	0.6%	1.1%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	0.6%	0.0%
SHIPS AND OTHER SEA-GOING VESSELS	0.5%	0.8%
TOURISM EQUIPMENT	0.4%	0.5%
RAILROAD TRANSPORT VEHICLES	0.0%	0.0%
ENERGY EFFICIENCY EQUIPMENT	0.0%	0.0%
TOTAL NEW BUSINESS VOLUME	100%	100%

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



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



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

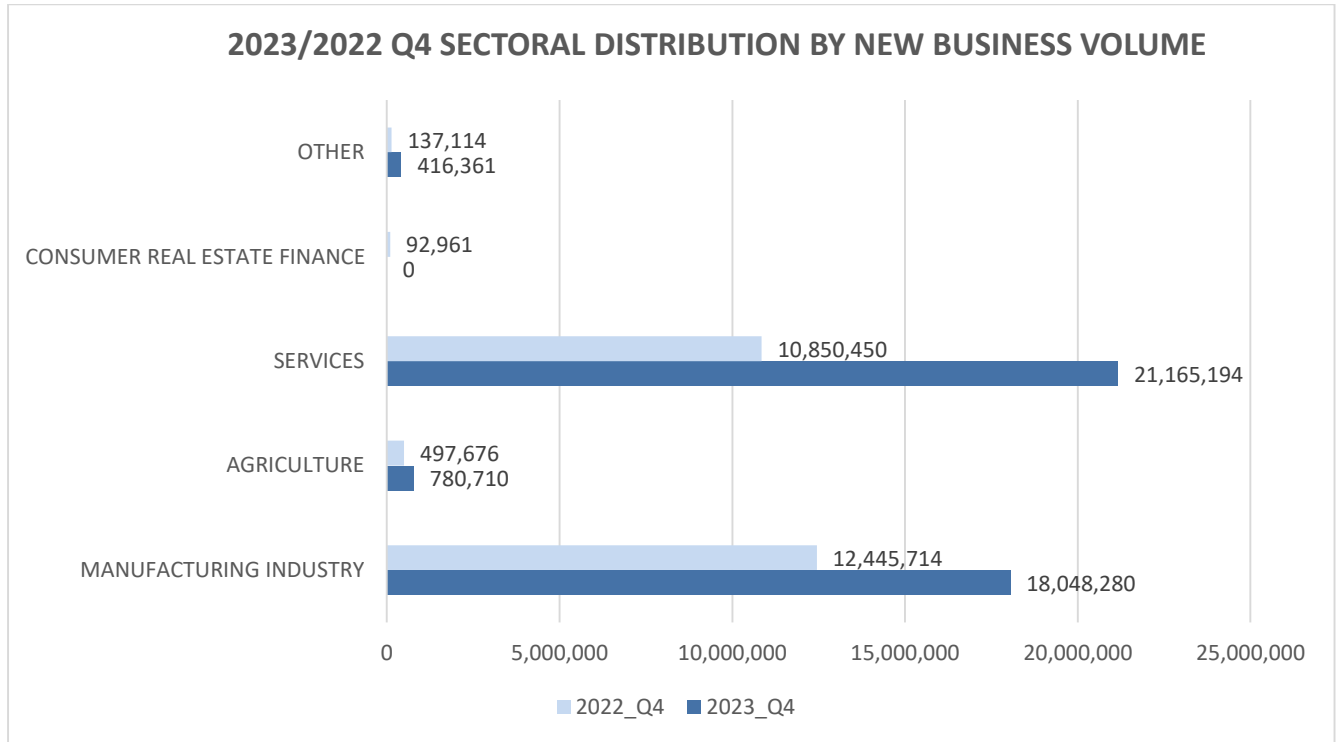
LEASING ASSET SUBJECTS	2023 Q4 Range	2022 Q4 Range	CHANGE %
ROAD VEHICLES	381,693	334,431	14%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	366,661	257,448	42%
REAL ESTATE	192,672	85,739	125%
METAL PROCESSING MACHINE	149,717	117,876	27%
OTHER MACHINES AND EQUIPMENT	107,117	174,464	-39%
RENEWABLE ELECTRICITY GENERATION	82,837	111,771	-26%
TEXTILE MACHINES	30,281	96,811	-69%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	27,743	31,483	-12%
PLASTIC PROCESSING MACHINES	25,390	21,821	16%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	14,972	20,380	-27%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	14,748	16,186	-9%
PRINTING AND PAPER PROCESSING MACHINES	9,255	11,124	-17%
SHIPS AND OTHER SEA-GOING VESSELS	6,209	1,730	259%
ELECTRONIC AND OPTICAL DEVICES	4,799	15,922	-70%
TOURISM EQUIPMENT	4,128	7,326	-44%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	1,842	0	0
RAILROAD TRANSPORT VEHICLES	164	125	31%
AIR TRANSPORT CONVEYANCE	0	1,190	-100%
ENERGY EFFICIENCY EQUIPMENT	0	293	-100%
Total New Business Volume	1,420,230	1,306,118	9%
NUMBER OF CONTRACTS	5,004	5,372	-7%

CUMULATIVE COMPARISON OF ASSET SUBJECTS IN 2023 AND 2022 (THOUSAND USD)

LEASING ASSET SUBJECTS	2023 Range	2022 Range	CHANGE %
ROAD VEHICLES	1,431,684	734,346	95%
HEAVY EQUIPMENT AND CONSTRUCTION MACHINERY	1,299,208	863,416	50%
OTHER MACHINES AND EQUIPMENT	491,064	542,887	-10%
REAL ESTATE	477,318	255,511	87%
METAL PROCESSING MACHINE	458,862	367,508	25%
TEXTILE MACHINES	229,978	431,907	-47%
RENEWABLE ELECTRICITY GENERATION	195,202	281,166	-31%
AGRICULTURAL AND LIVESTOCK FARMING MACHINES	122,756	132,854	-8%
PLASTIC PROCESSING MACHINES	109,469	105,666	4%
HEALTH INDUSTRY AND AESTHETIC INSTRUMENTS	88,784	79,883	11%
INFORMATION TECHNOLOGIES AND OFFICE SYSTEMS	48,162	58,666	-18%
ELECTRONIC AND OPTICAL DEVICES	40,996	33,935	21%
PRINTING AND PAPER PROCESSING MACHINES	39,624	57,717	-31%
AIR TRANSPORT CONVEYANCE	32,870	47,477	-31%
NON-RENEWABLE ELECTRIC ENERGY GENERATION	27,093	1,053	2473%
SHIPS AND OTHER SEA-GOING VESSELS	24,580	33,135	-26%
TOURISM EQUIPMENT	20,564	21,128	-3%
RAILROAD TRANSPORT VEHICLES	1,467	351	318%
ENERGY EFFICIENCY EQUIPMENT	0	2,748	-100%
Total New Business Volume	5,139,680	4,051,353	27%
NUMBER OF CONTRACTS	20,854	19,543	7%

LEASING VOLUME BY TYPE OF SECTOR

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



- In this period, there was 45% growth in the “Manufacturing Industry” and 95% in the “Service” sector.

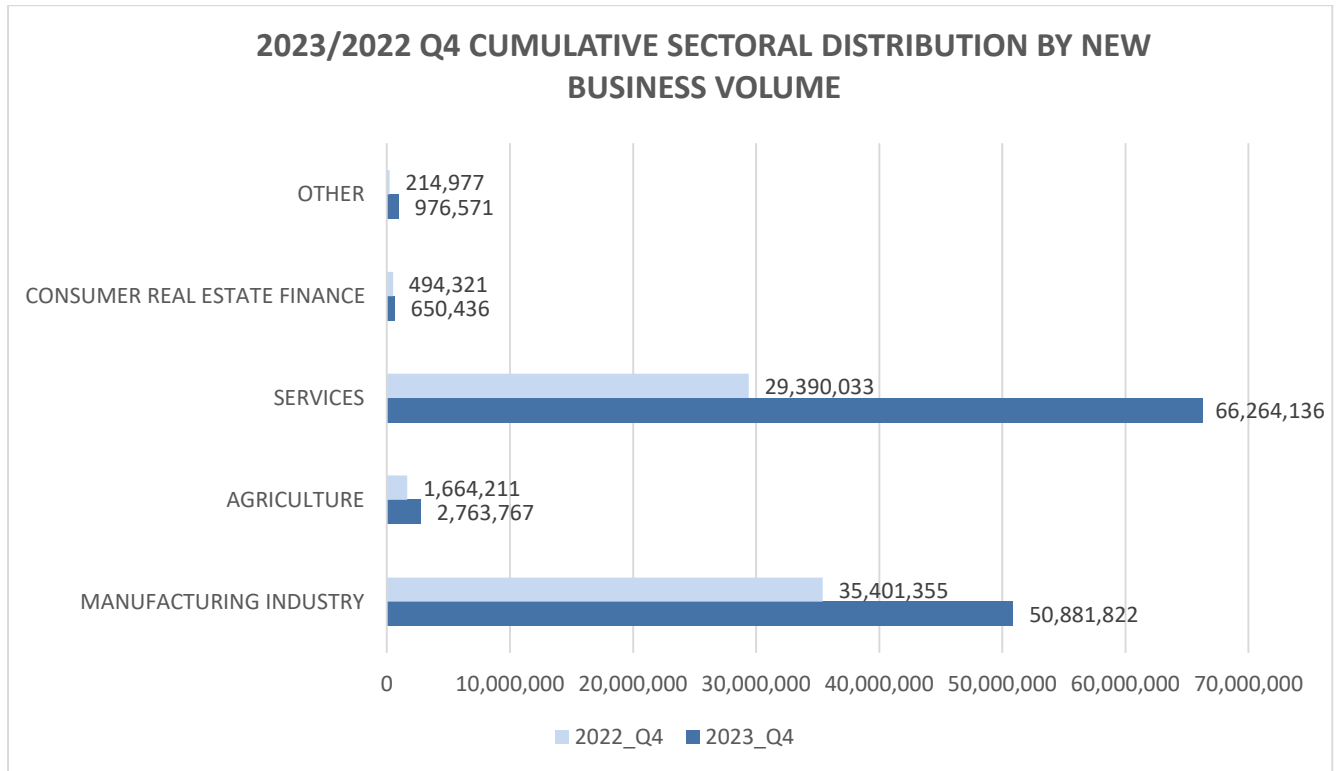
Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2023_Q4	18,048,280	780,710	21,165,194	0	416,361	40,410,545
2022_Q4	12,445,714	497,676	10,850,450	92,961	137,114	24,023,915
Growth	45.0%	56.9%	95.1%	-100%	204%	68.2%

2023_Q4	45%	2%	52%	0%	1%	100%
2022_Q4	52%	2%	45%	0%	1%	100%

LEASING VOLUME BY TYPE OF SECTOR

- Cumulative comparison of leasing volume by type of sector for 2023 and 2022 are listed below;



- In this period, there was a 43.7% growth in the “Manufacturing Industry” and 125.5% growth in the “Service” sector.

Thousand TRY

	MANUFACTURING INDUSTRY	AGRICULTURE	SERVICES	CONSUMER REAL ESTATE FINANCE	OTHER	TOTAL
2023_Q4	50,881,822	2,763,767	66,264,136	650,436	976,571	121,536,732
2022_Q4	35,401,355	1,664,211	29,390,033	494,321	214,977	67,164,896
Growth	43.7%	66.1%	125.5%	32%	354%	81.0%

2023_Q4	42%	2%	55%	1%	1%	100%
2022_Q4	53%	2%	44%	1%	0%	100%

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2023 Q4 DATA

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

PERIOD : 30.09.2023-31.12.2023

	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS 5,004							
AGRICULTURE	136	780,710	1.9%	1,069,069	1.89%	28,160	26,291
AGRICULTURE, LIVESTOCK, FORESTRY	133	767,778	1.9%	1,051,984	1.86%	26,990	25,192
FISHING	3	12,932	0.0%	17,085	0.03%	1,170	1,099
MANUFACTURING INDUSTRY	1,547	18,048,280	44.7%	24,958,231	44.07%	632,582	593,783
MINING OF ENERGY PRODUCING MATERIALS	33	322,149	0.8%	447,839	0.79%	11,265	10,582
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	64	535,765	1.3%	743,882	1.31%	18,526	17,250
FOOD,BEVERAGE AND TOBACCO INDUSTRY	161	1,181,476	2.9%	1,751,229	3.09%	41,314	38,221
TEXTILE	170	3,099,265	7.7%	3,991,018	7.05%	109,181	103,719
LEATHER INDUSTRY	11	1,108,441	2.7%	2,103,053	3.71%	40,015	37,141
WOOD AND TIMBER INDUSTRY	48	355,897	0.9%	458,662	0.81%	12,628	11,862
PAPER INDUSTRY	38	343,556	0.9%	450,276	0.80%	11,961	11,984
NUCLEAR FUEL, OIL ADN COAL PRODUCTS	10	148,252	0.4%	178,959	0.32%	5,135	4,702
CHEMICAL INDUSTRY	122	290,254	0.7%	299,704	0.53%	10,322	9,708
RUBBER AND PLASTIC PROCESSING INDUSTRY	117	811,532	2.0%	1,164,202	2.06%	28,491	26,776
OTHER MINING INDUSTRY	82	662,328	1.6%	930,732	1.64%	23,274	21,632
METALLURGICAL INDUSTRY	274	2,794,665	6.9%	3,760,770	6.64%	98,033	91,320
MACHINE-BUILDING INDUSTRY	145	3,428,771	8.5%	4,152,320	7.33%	118,303	109,526
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	42	409,293	1.0%	620,228	1.10%	14,152	13,185
TRANSPORTATION VEHICLES	78	1,198,446	3.0%	1,893,567	3.34%	42,098	40,664
OTHER MANUFACTURING INDUSTRY	118	624,039	1.5%	894,162	1.58%	21,990	20,858
ELECTRICITY, GAS AND WATER SUPPLYING	34	734,150	1.8%	1,117,629	1.97%	25,895	24,654
SERVICES	3,257	21,165,194	52.4%	30,069,654	53.09%	745,157	694,037
CONSTRUCTION	1,360	9,768,216	24.2%	13,508,871	23.85%	342,882	319,818
VEHICLE SERVICING	568	4,473,701	11.1%	7,251,897	12.80%	157,542	146,793
TOURISM	69	628,936	1.6%	916,384	1.62%	21,980	20,328
TRANSPORTATION WAREHOUSING AND COMMUNICATION	465	2,745,400	6.8%	3,381,373	5.97%	96,669	89,715
FINANCIAL INTERMEDIATION	254	462,231	1.1%	284,524	0.50%	16,501	15,383
a) Monetary Institutions	217	347,575	0.9%	176,705	0.31%	12,528	11,720
b) Other Financial Intermediaries	37	114,656	0.3%	107,820	0.19%	3,974	3,663
REAL ESTATE BROKERAGE	239	2,068,733	5.1%	3,224,294	5.69%	72,573	67,614
DEFENCE, AND SOCIAL SECURITY	2	49,797	0.1%	77,583	0.14%	1,721	1,583
EDUCATION	42	54,650	0.1%	38,727	0.07%	1,946	1,828
HEALTH AND SOCIAL SERVICES	58	519,076	1.3%	935,904	1.65%	19,430	18,037
OTHER SOCIAL SERVICES	198	389,497	1.0%	441,802	0.78%	13,740	12,779
INDIVIDUAL PERSONS EMPLOYING WORKERS	2	4,956	0.0%	8,296	0.01%	173	160
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	0	0	0.0%	1	0.00%	0	0
OTHER	64	416,361	1.0%	540,576	0.95%	14,331	13,121
TOTAL	5,004	40,410,545	100.0%	56,637,531	100%	1,420,230	1,327,233

AFI MEMBER LEASING COMPANIES
LEASING VOLUME BY TYPE OF SECTOR
2023 Q4 CUMULATIVE DATA

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

PERIOD: 01.01.2023-31.12.2023

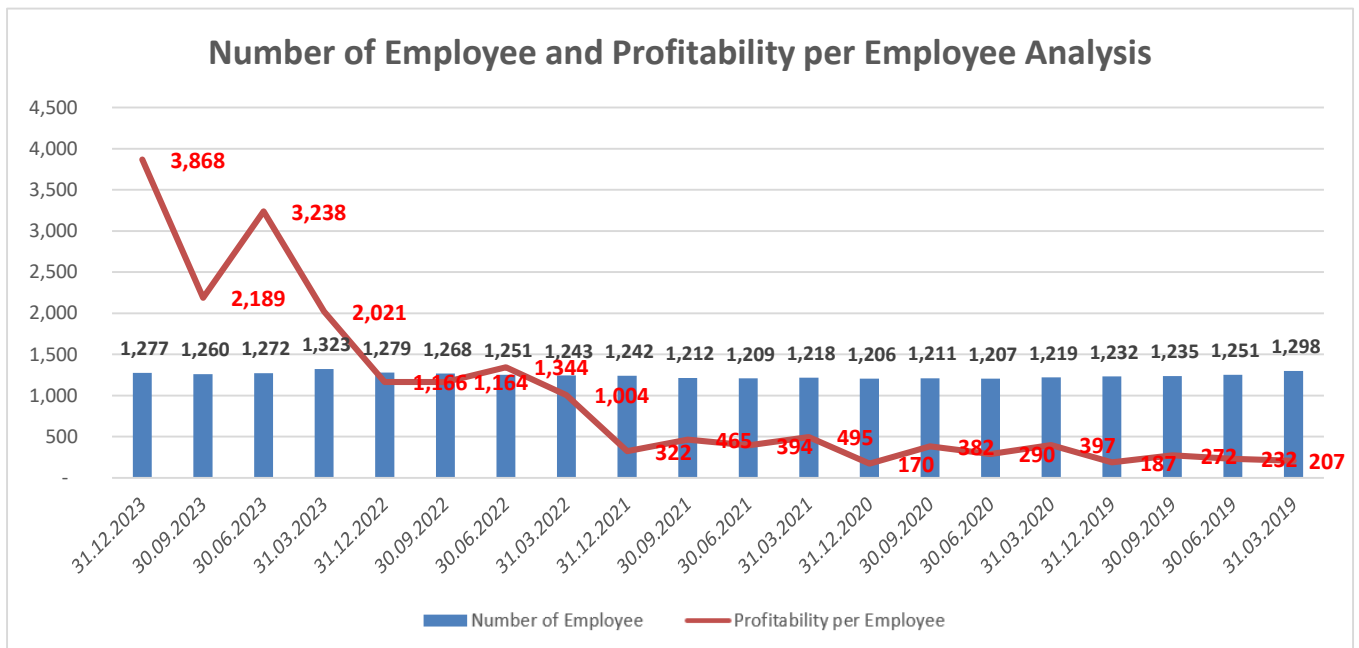
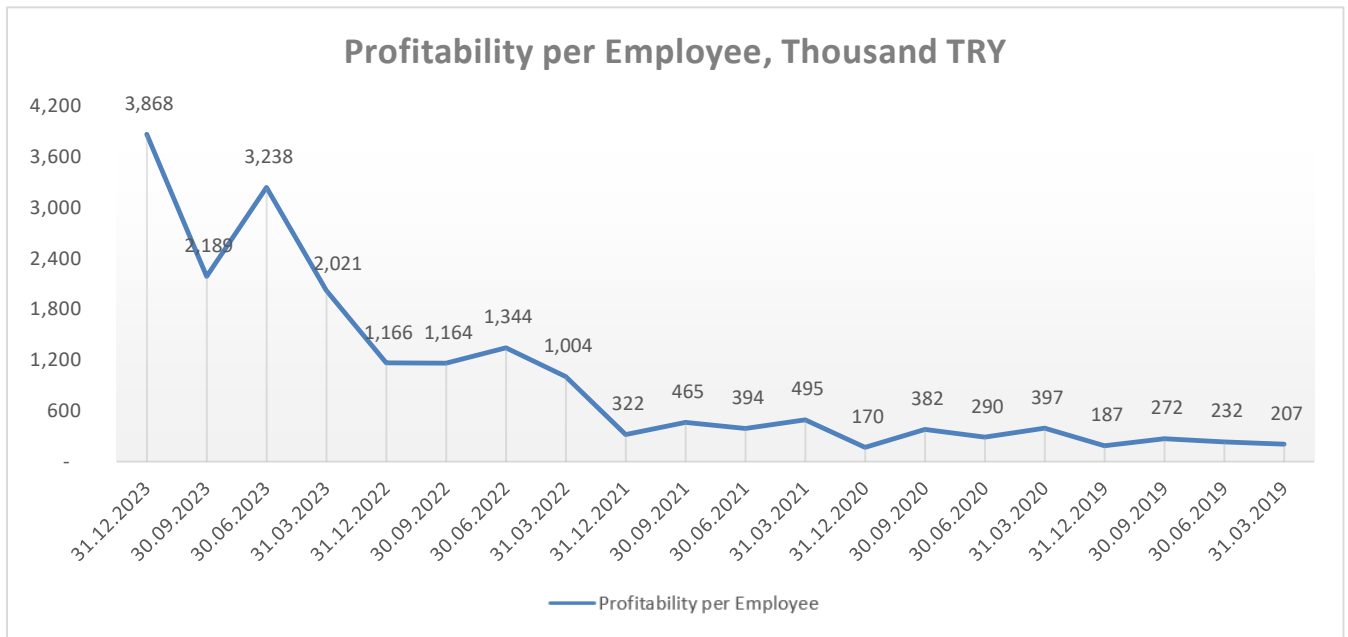
	NUMBER OF CONTRACTS	NEW BUSINESS VOLUME TL	SHARE	LEASE RECEIVABLES TL	SHARE	NEW BUSINESS VOLUME USD	NEW BUSINESS VOLUME EUR
NUMBER OF CONTRACTS	20,854						
AGRICULTURE	559	2,763,767	2.3%	3,613,654	2.18%	117,514	108,891
AGRICULTURE, LIVESTOCK, FORESTRY	540	2,671,235	2.2%	3,497,679	2.11%	112,371	104,128
FISHING	19	92,533	0.1%	115,974	0.07%	5,143	4,763
MANUFACTURING INDUSTRY	6,348	50,881,822	41.9%	69,022,723	41.71%	2,154,660	2,006,012
MINING OF ENERGY PRODUCING MATERIALS	127	1,841,310	1.5%	2,767,504	1.67%	75,116	69,313
MINING EXCEPT OF ENERGY PRODUCING MATERIALS	279	2,026,665	1.7%	2,860,682	1.73%	88,189	81,787
FOOD, BEVERAGE AND TOBACCO INDUSTRY	617	4,067,436	3.3%	5,704,449	3.45%	178,283	164,850
TEXTILE	718	9,658,981	7.9%	12,361,027	7.47%	418,133	390,153
LEATHER INDUSTRY	62	1,517,778	1.2%	2,599,285	1.57%	61,010	56,316
WOOD AND TIMBER INDUSTRY	169	782,571	0.6%	1,013,708	0.61%	32,729	30,431
PAPER INDUSTRY	210	1,411,359	1.2%	1,917,881	1.16%	59,524	56,217
NUCLEAR FUEL, OIL AND COAL PRODUCTS	35	303,344	0.2%	403,379	0.24%	12,077	11,108
CHEMICAL INDUSTRY	453	1,932,333	1.6%	2,524,899	1.53%	84,292	77,700
RUBBER AND PLASTIC PROCESSING INDUSTRY	455	2,615,574	2.2%	3,600,834	2.18%	112,670	105,622
OTHER MINING INDUSTRY	333	1,859,392	1.5%	2,574,287	1.56%	78,010	72,213
METALLURGICAL INDUSTRY	1,228	7,722,705	6.4%	10,171,345	6.15%	326,908	304,813
MACHINE-BUILDING INDUSTRY	559	5,570,511	4.6%	7,074,049	4.27%	218,366	203,498
ELECTRICITY AND OPTICAL EQUIPMENTS INDUSTRY	216	1,248,279	1.0%	1,810,434	1.09%	54,488	51,057
TRANSPORTATION VEHICLES	328	3,926,848	3.2%	5,643,341	3.41%	170,216	159,296
OTHER MANUFACTURING INDUSTRY	424	2,564,890	2.1%	3,466,506	2.09%	109,387	101,713
ELECTRICITY, GAS AND WATER SUPPLYING	137	1,831,848	1.5%	2,529,115	1.53%	75,261	69,927
SERVICES	13,415	66,264,136	54.5%	90,859,300	54.91%	2,801,370	2,600,189
CONSTRUCTION	4,986	27,019,252	22.2%	35,750,823	21.60%	1,123,014	1,045,690
VEHICLE SERVICING	3,034	14,481,224	11.9%	20,865,437	12.61%	620,642	574,453
TOURISM	315	1,738,257	1.4%	2,491,241	1.51%	74,003	68,763
TRANSPORTATION WAREHOUSING AND COMMUNICATION	1,747	8,029,839	6.6%	10,522,410	6.36%	333,832	310,026
FINANCIAL INTERMEDIATION	894	1,532,474	1.3%	1,304,412	0.79%	65,285	60,615
a) Monetary Institutions	731	1,057,295	0.9%	744,347	0.45%	44,590	41,461
b) Other Financial Intermediaries	163	475,179	0.4%	560,065	0.34%	20,695	19,154
REAL ESTATE BROKERAGE	1,242	8,400,398	6.9%	12,291,818	7.43%	361,155	334,166
DEFENCE, AND SOCIAL SECURITY	10	197,676	0.2%	259,307	0.16%	7,936	7,279
EDUCATION	94	311,826	0.3%	382,595	0.23%	14,845	13,771
HEALTH AND SOCIAL SERVICES	369	2,773,278	2.3%	4,662,926	2.82%	122,245	113,024
OTHER SOCIAL SERVICES	716	1,750,348	1.4%	2,285,183	1.38%	77,103	71,196
INDIVIDUAL PERSONS EMPLOYING WORKERS	10	29,566	0.0%	43,148	0.03%	1,310	1,206
INTERNATIONAL ORGANIZATIONS	0	0	0.0%	0	0.00%	0	0
CONSUMER REAL ESTATE FINANCE	369	650,436	0.5%	688,829	0.42%	33,070	24,237
OTHER	162	976,571	0.8%	1,299,942	0.79%	33,066	36,845
TOTAL	20,854	121,536,732	100.0%	165,484,448	100%	5,139,680	4,776,173

PERIODIC COMPARISON OF MISCELLANEOUS INFORMATION

- **Comparison of 2023 and 2022**

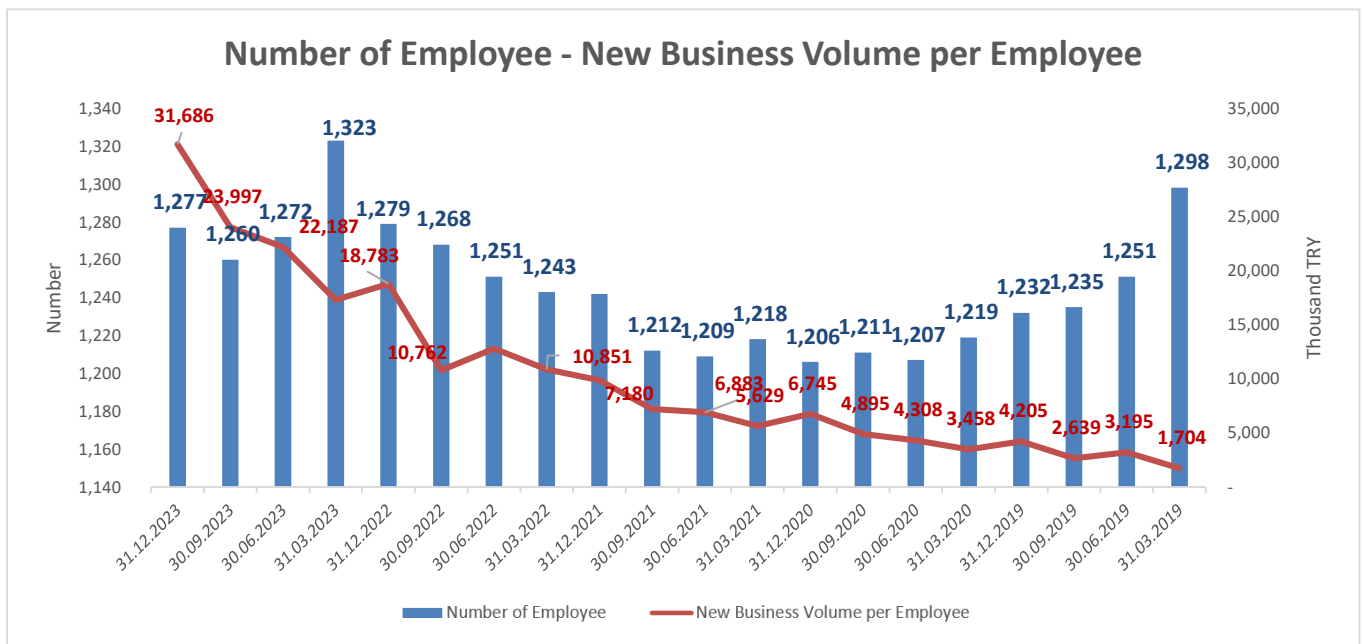
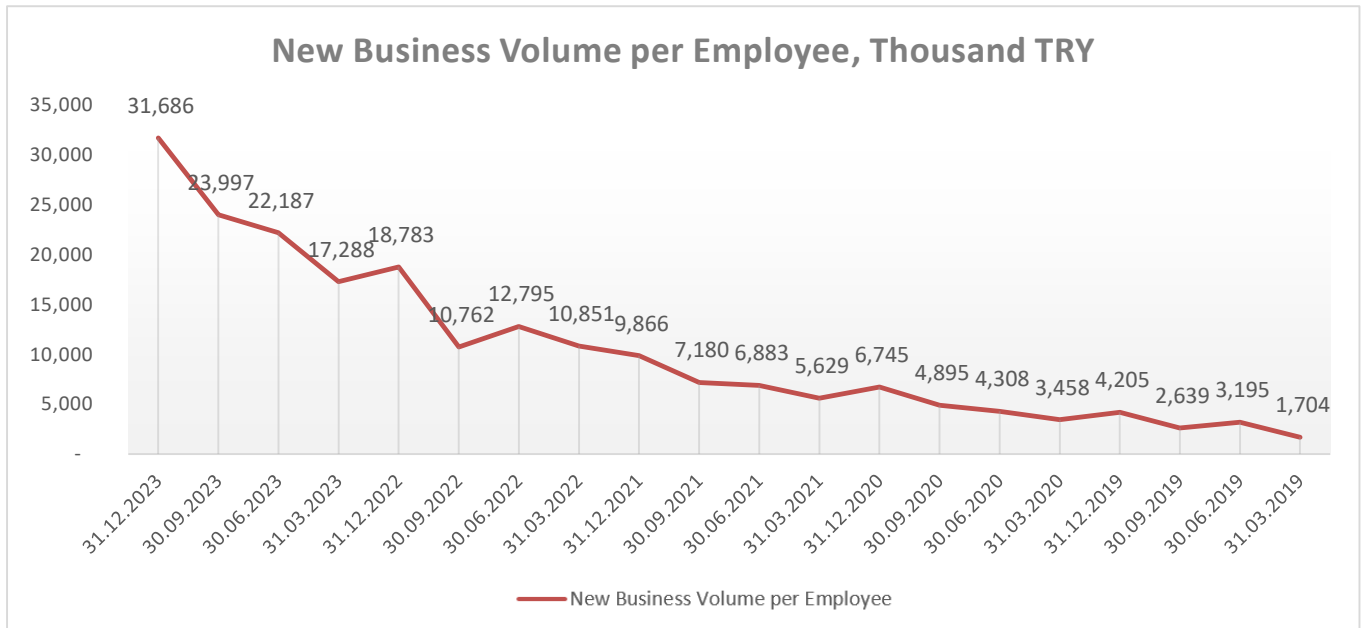
	2023	2022	Growth
Number of Companies	21	21	0%
Number of Employees	1.277	1.279	-0,2%
Number of Customers	37.872	34.880	8,6%
Number of Branches	114	117	-2,6%

Graph 1- Number of Employee and Profitability Per Employee



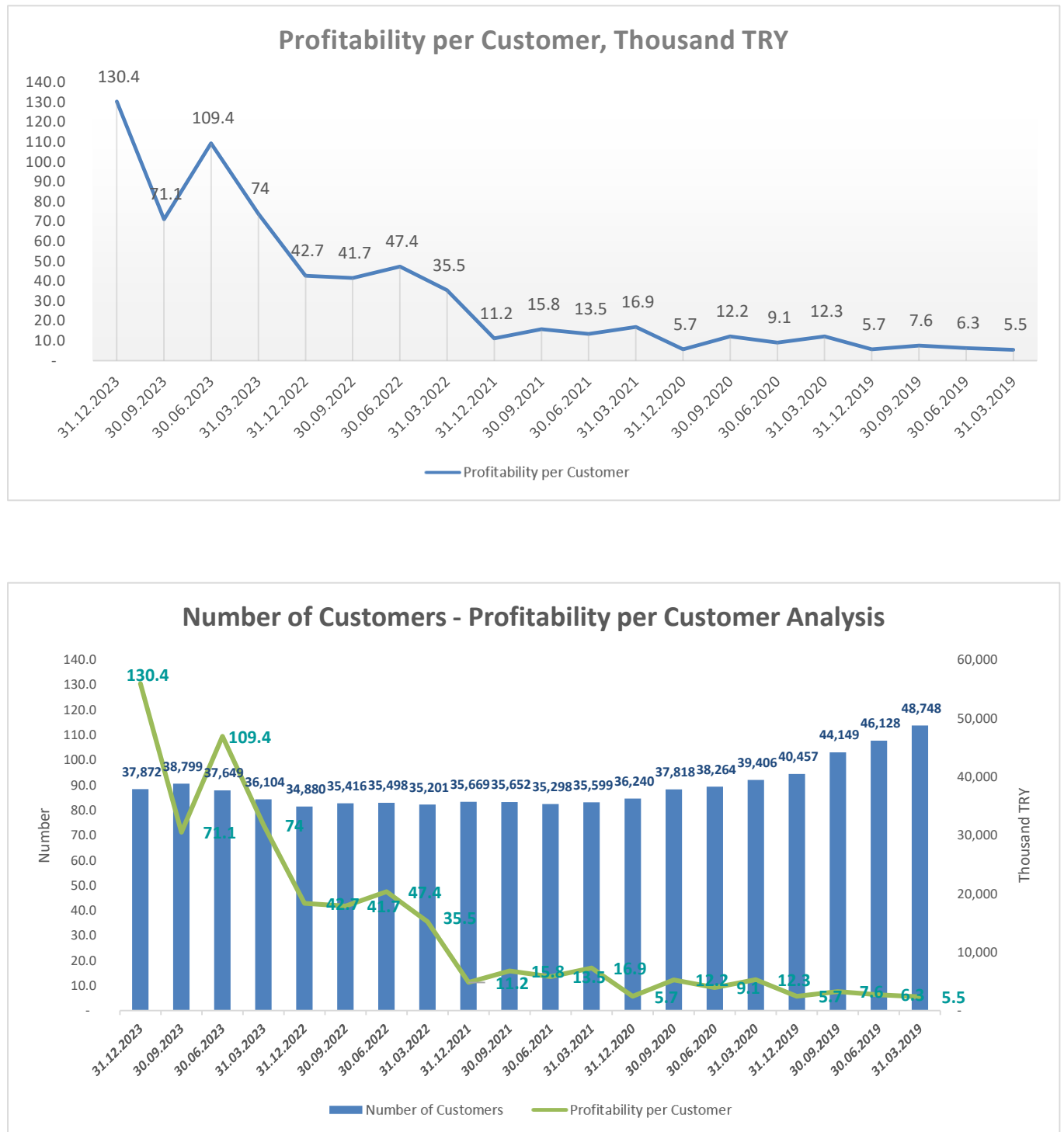
Over the past 5 years, profitability ratio per employee has been changing over time.

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 Quarter I. If we look at the profitability ratios per customer, it varies according to the relevant quarter's profit since the beginning of 2019.