

# INVESTOR PRESENTATION

December 2022

**iŞ LEASING**



# Advantageous



*Opportunity of Operating lease*

*Fixed or variable lease  
payment options*

# Competent

# Flexible

*Benefits of VAT,  
Stamp Duty and fees*



*Lease payments in  
line with cash flow*

# Foreseeable



*Lease payments  
in Foreign  
Currency*



**Company Overview**

**İŞ LEASING**





# Milestones

1985 The Leasing Law enters into force.

1988 Incorporated under the partnership of İşbank, Societe General and IFC.

1995 İşbank Group takes over the Company.

2000 Initial public offering (ISFIN)

2004 By launching branching, it opens Central Anatolia, Aegean and Southern Anatolia branches.

2005 As a result of the increase in company value and transaction volume, it is included in the ISE 50 index.

2009 As a result of successful corporate governance practices, it is included in the corporate governance rating index.

2011 It issues the first debt instrument in the sector.

2014 It increases the number of branches to 16 by opening branches in Şişli, Gebze, Denizli, Diyarbakır, Kayseri and Ostim.

2015 It finances the first major renewable energy investment.

2019 Selected as Turkey's most admired Leasing company.

2020 It joins the TurSEFF program. The first leasing company in its sector to publish a Sustainability Report.

2021 It rises to the 2nd place in the sector in terms of leasing receivables.

2022 Included in the BIST Sustainability Index.

## Company Overview



With a new transaction volume of USD 560 million and a market share of 14,6%, İş Leasing carried its strong position in the sector one step further.



Leasing receivables amounted to TL 17,1 billion with 14,63% market share on the basis of leasing receivables.



The Company increased its shareholders' equity by 75% to TL 3,7 billion.

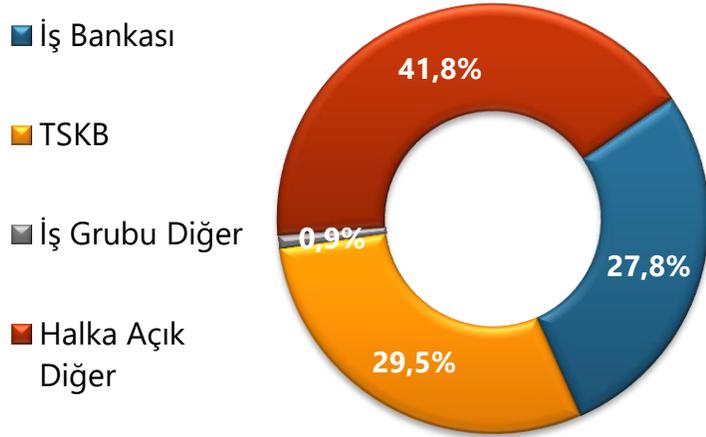


The Company posted a net profit of TL 827 million.

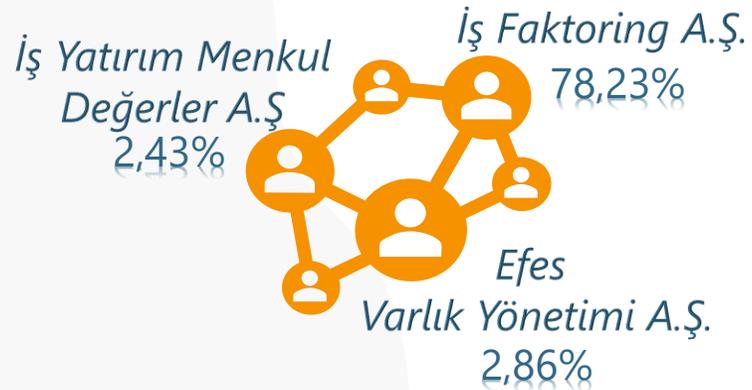


# Company Overview

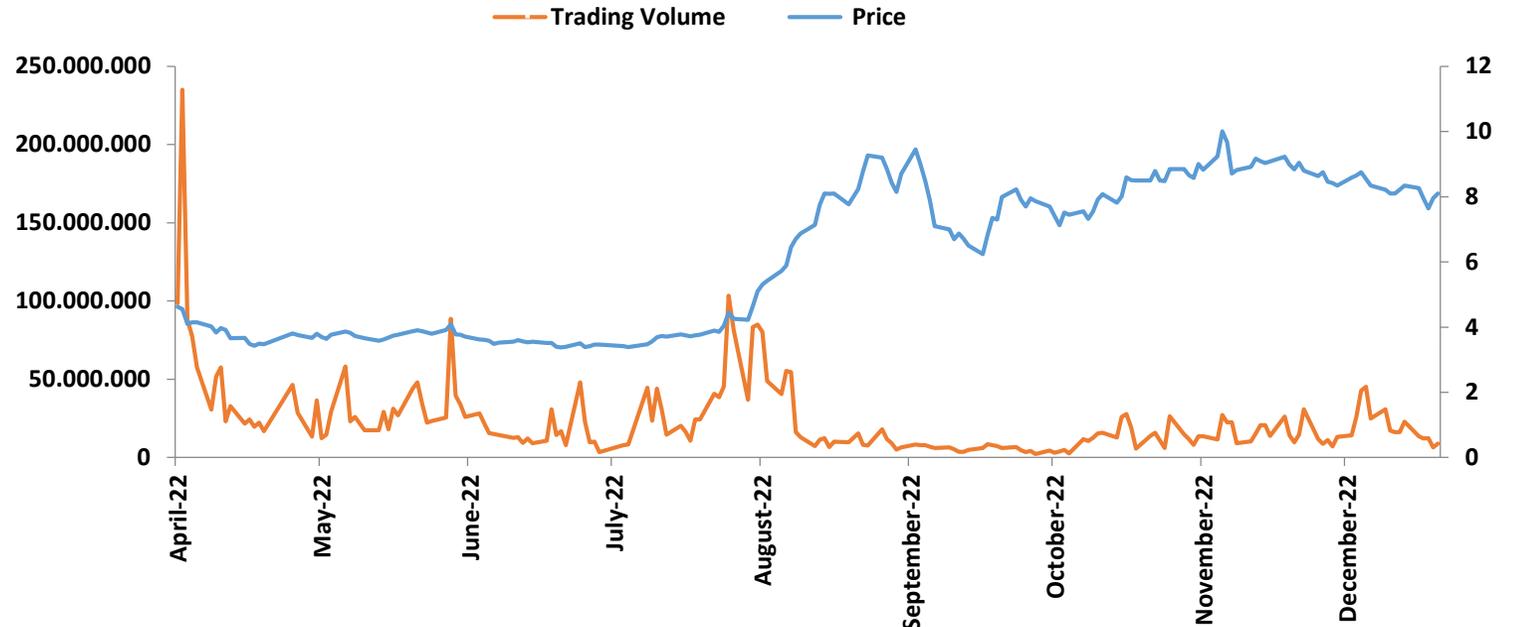
## Share Structure(%)



## Affiliated Partners

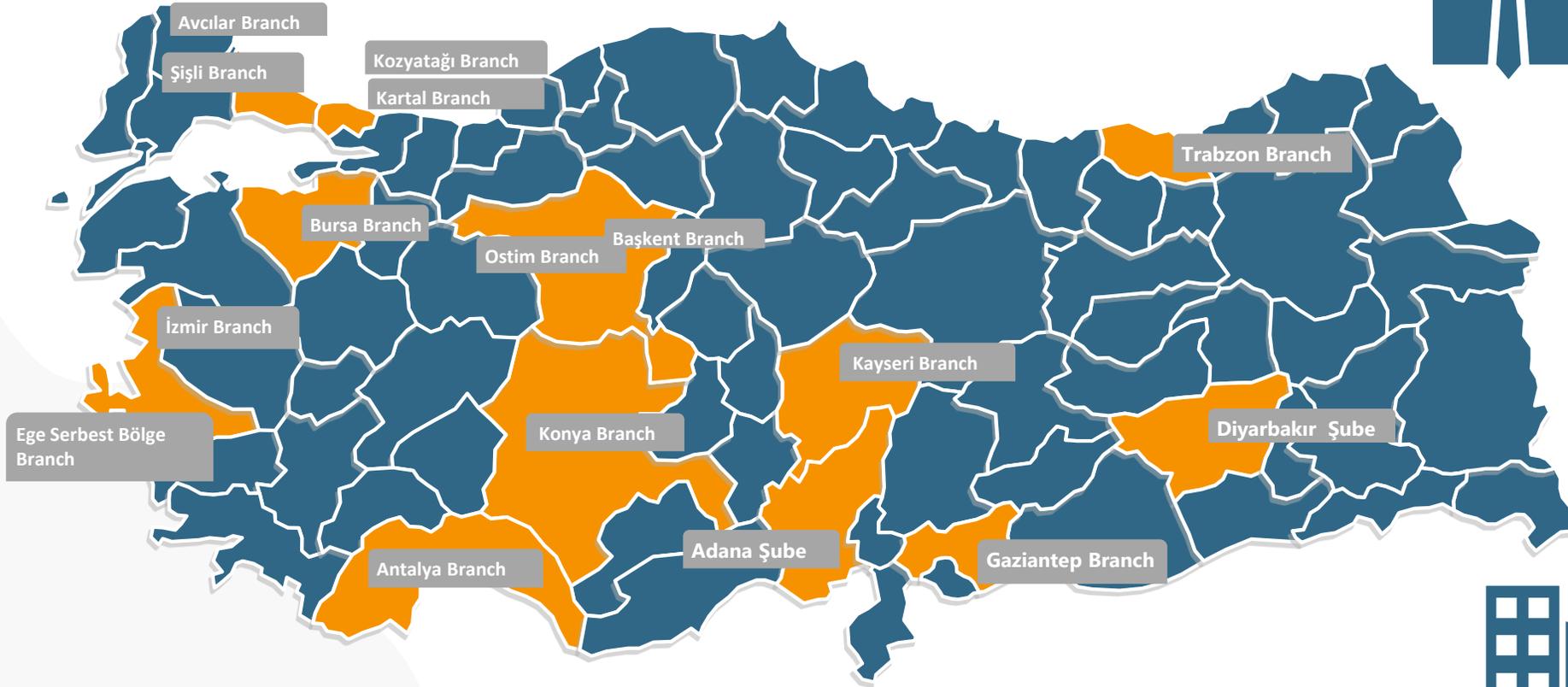


Rating	İş Leasing	TİBAŞ	TSKB
Fitch Long-Term Foreign Currency	B-	B+	B+
SAHA	9,29	-	9,56



## Share Performance

# Company Overview



142

Total Staff



47 %



53 %



43 Sales  
Staff



16

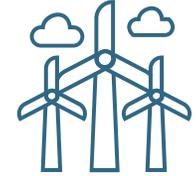
Branches

STRONG  
CONTRIBUTION  
TO THE GREEN  
TRANSFORMATION



**SUSTAINABILITY**

# SUSTAINABILITY



İş Leasing offers services for energy efficiency and renewable energy investments in line with its sensitivity to sustainability, society and the environment, and aims to take the measures required for effective resource and energy use in order to help protect the natural balance. İş Leasing is committed to uninterruptedly carrying out its sustainability activities launched in order to contribute to a sustainable and livable future.

SUSTAINABILITY

Main Axes of the Sustainability Strategy



Financing Renewable Energy Projects



Support to Low Carbon Transition



Environmental and Social Risk Measurement of Investment Projects



Corporate Integrity and Transformation



Financing Projects that will Support Employment in the Country



Energy, Water, Raw Material and Resource Efficiency

In line with the outcomes of the materiality analysis, İş Leasing formulated its sustainability strategy around the focal areas of energy and resource efficiency, waste management, support to low carbon transition, environmental and social risk management, support to employment, corporate integrity and transformation.

The main axes of the sustainability strategy are listed below:

- Energy, Water, Raw Material and Resource Efficiency
- Financing Renewable Energy Projects
- Financing Projects that will Support Employment in the Country
- Support to Low Carbon Transition
- Environmental and Social Risk Measurement of Investment Projects
- Waste Management
- Corporate Integrity and Transformation

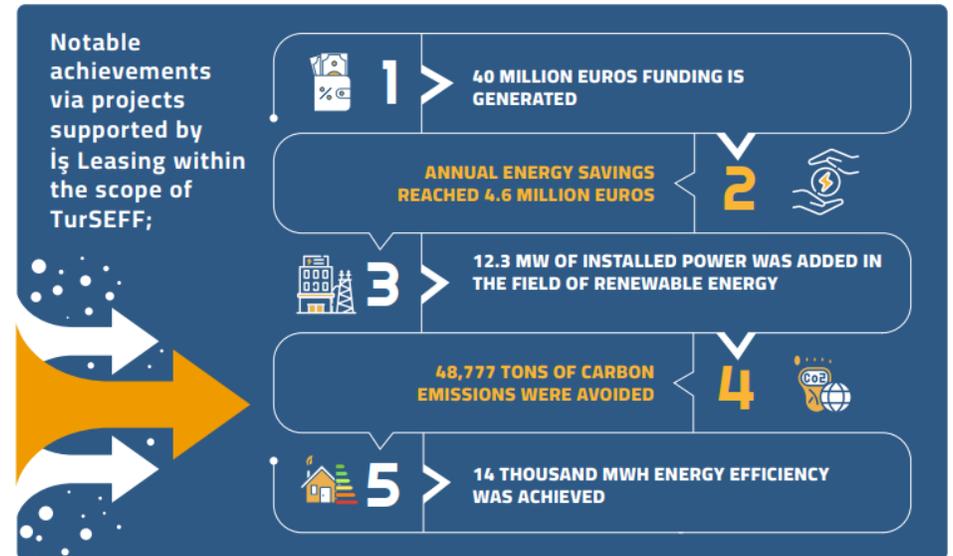
# SUSTAINABILITY

**€40 million**

Within the scope of TurSEFF, €40 million funding was provided for 305 green projects.

## TURSEFF (TÜRKİYE SUSTAINABLE ENERGY FINANCING FACILITY)

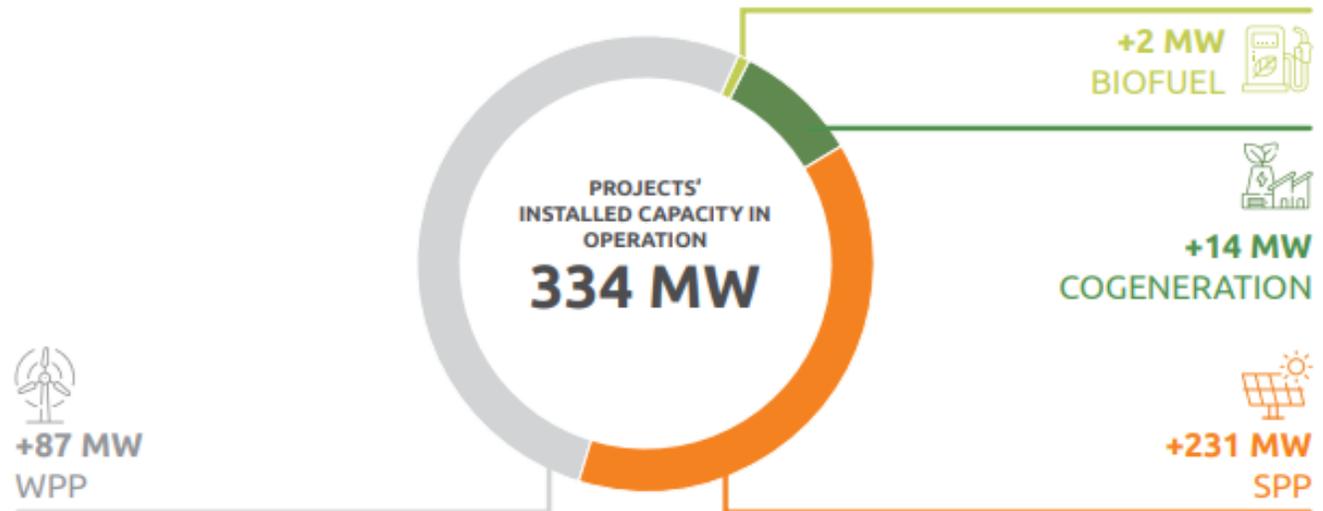
İş Leasing proceeds to promote green ventures as one of the designated financial institutions within the umbrella of TurSEFF (Türkiye Sustainable Energy Financing Facility), since 2020. An essential success story was achieved in 2021 with 305 projects funded by İş Leasing under the umbrella of TurSEFF, the majority of which were environmentally friendly agricultural initiatives.



# SUSTAINABILITY

## CLIMATE CRISIS AND DECARBONIZATION

In 2022, installed capacity in operation of the projects financed within the scope of renewable energy investments reached 334 MW.



## RELATIONSHIP OF IŞ LEASING'S MATERIAL SUSTAINABILITY ISSUES AND SUSTAINABILITY STRATEGY WITH UN SDGs AND UN GLOBAL COMPACT (GC):

Iş Leasing Sustainability Priorities	Iş Leasing Sustainability Clusters	Iş Leasing Sustainability Strategy Elements	Relevant Sustainable Development Goals (SDG) (2030 Agenda)	Relevant SDG Targets
Management of Environmental and Social Impacts and Risks	Positive Impact to Sustainable Finance	<ul style="list-style-type: none"> <li>» Assessment of Environmental and Social Risks in Investment Projects</li> <li>» Financing of Transition to Circular Economy</li> </ul>	         	3.9 - 5.1 - 5.5 - 6.3 - 6.6 7.2 - 8.7 - 9.1 - 9.4 - 12.4 13.3 - 14.1 - 14.2 - 15.7
Energy and Climate Change	Positive Impact to Environment	<ul style="list-style-type: none"> <li>» Financing Renewable Energy Projects</li> <li>» Support for Transition to a Low-Carbon Economy to Combat Climate Change</li> </ul>	  	7.2 - 7.3 - 9.4 - 13.1 - 13.2
Talent Management, Employee Rights and Satisfaction	Positive Impact to Corporate Governance	» Sustainability Oriented Corporate Integrity, Transformation and Capacity Building	   	4.4 - 4.5 - 5.5 - 8.5 - 8.8 10.4
Corporate Governance, Business Ethics and Corporate Risk Management Practices	Positive Impact to Corporate Governance	» Sustainability Oriented Corporate Integrity, Transformation and Capacity Building		8.2
International Compliance	Positive Impact to Corporate Governance	» Sustainability Oriented Corporate Integrity, Transformation and Capacity Building	 	13.3 - 16.6 - 16.8
Transition to Circular Economy	Positive Impact to Environment	<ul style="list-style-type: none"> <li>» Assessment of Environmental and Social Risks in Investment Projects</li> <li>» Financing of Transition to Circular Economy</li> </ul>	  	6.3 - 6.4 - 9.4 - 12.4 - 12.5
Sustainable Finance Vision	Positive Impact of Sustainable Finance	» Financing of Projects to Support Economic Growth and Domestic Employment with Green Development Principles	 	8.2 - 8.3 - 8.4 - 8.10 - 9.1 9.2 - 9.3 - 9.4
Digitization, Security and Information Privacy	Positive Impact to Corporate Governance	» Sustainability Focused Corporate Integrity, Transformation and Capacity Building	 	9.1 - 12.5
Diversity and Inclusion	Positive Impact to Society	<ul style="list-style-type: none"> <li>» Financing of Projects to Support Economic Growth and Domestic Employment with Green Development Principles</li> <li>» Sustainability Oriented Corporate Integrity, Transformation and Capacity Building</li> </ul>	  	5.1 - 10.2 - 10.5 - 17.3 - 17.5
Corporate Social Responsibility	Positive Impact to Society	» Sustainability Oriented Corporate Integrity, Transformation and Capacity Building	    	4.4 - 4.6 - 4.b - 5.1 - 9.5 10.3 - 17.6 - 17.16 - 17.17

# MEMBERSHIPS

We increase our memberships to national and international organizations for a sustainable future.



BCSD TÜRKİYE - Business Council for Sustainable Development

<http://www.skdturkiye.org/en>



KOTEDER - Publicly Listed Partnership Executives Association

<https://www.koteder.org.tr/>



AFI - Association of Financial Institutions

<https://www.fkb.org.tr/home-page/>



ICoC - Istanbul Chamber of Commerce

<https://www.ito.org.tr/en>

# Social Responsibility Projects in 2022



On March 8, International Women's Day, a donation was made to the Mor Çatı Women's Shelter Foundation.



Donations were made on behalf of employees to the Scholarship Fund of the Turkish Education Foundation (TEV) for the birthday celebrations of Company employees.



TEGV - Educational Volunteers Foundation of Turkey and TÜBİSAD Information Industry Association Within the scope of the electronic waste social responsibility project that we realized in cooperation with the Ministry of Environment and Urbanization, electronic wastes, which are in the category of hazardous wastes that cause the most harm to nature and human health, were recycled to support education.



Within the scope of World Nature Conservation Day activities, a coastal cleaning event was organized with the participation of our volunteer employees and the Deniz Temiz Foundation.



On Sunday, November 6, 2022, at the 44th Istanbul Marathon, the world's only intercontinental marathon, İş Leasing team collected donations in the amount of 1-year education scholarship for 10 university students with the voluntary donation campaign we launched by running "Pursuing Goodness" under the leadership of Step by Step Association for TEV-No Child Left Behind Project. With the donations collected, our Company ranked 5th among the organizations that reached the highest donation amount and ranked 4th among institutions reaching the highest number of donors.

# SUSTAINABILITY

Company has shared its management approach and performance results regarding the environmental, social and economic impacts arising from its operations, and its commitments with a forward-looking perspective.

The main framework of the report, which was prepared in accordance with the GRI (Global Reporting Initiative) "Core" option, was formed by the issues that stand out in line with the studies conducted to determine the Company's sustainability priorities. While conducting the studies, the basic reporting principles in the GRI Standards taken into account.

You can access İş Leasing 2021 Sustainability Report prepared in PDF and HTML formats via the link below or by scanning the QR code.

<https://www.isleasing.com.tr/sustainability/>



**FINANCIAL RESULTS**

**İŞ LEASING**





# FINANCIAL RESULTS

**17.147**  
**Million TL**  
Leasing  
Receivables

**15.530**  
**Million TL**  
Factoring  
Receivables

**36.330**  
**Million TL**  
Total Assets

**560**  
**Million USD**  
Transaction  
Volume

**3.744**  
**Million TL**  
Shareholder  
s' Equity

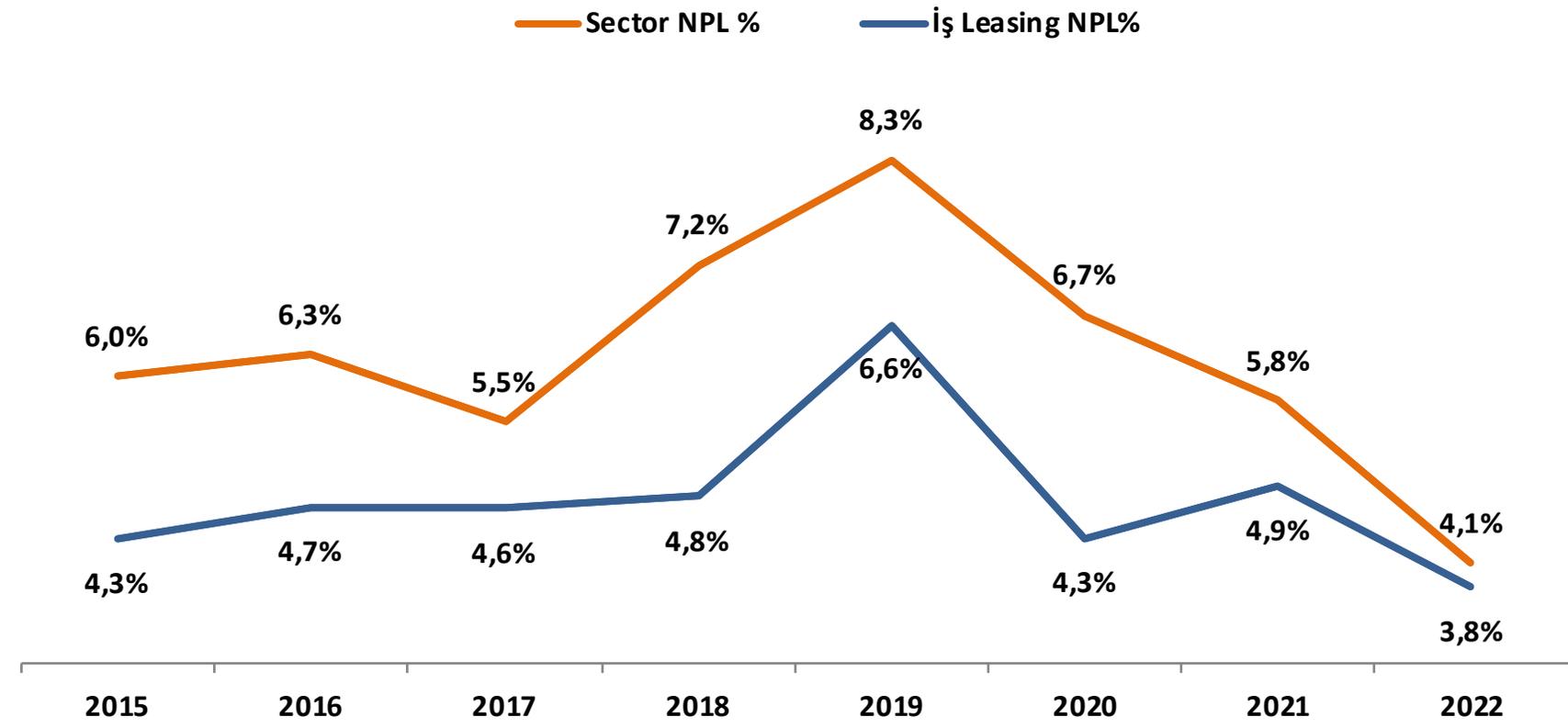
# Financial Highlights

<i>TL Million, consolidated</i>	2021	2022	Δ
Leasing Receivables, Net	11.373	17.262	51,8%
Factoring Receivables, Net	6.672	15.632	134,3%
Non Performing Receivables	806	960	19,2%
Provisions (-)	805	1.176	46,1%
Total Assets	20.377	36.330	78,3%
Financial Liabilities	17.027	31.141	82,9%
Equity	2.139	3.744	75,0%
Net Interest Income	527	1.192	126,2%
Provisions Expenses	-323	- 445	38,0%
Consolidated net Profit	310	827	166,6%
<b>RATIOS</b>			
NPL / Receivables	4,3%	2,8%	
Provision Ratio	100,0%	122,5%	
Cost / Income	12,8%	11,7%	
ROE	16,1%	28,1%	
ROA	1,9%	2,9%	

## Solo Key Figures

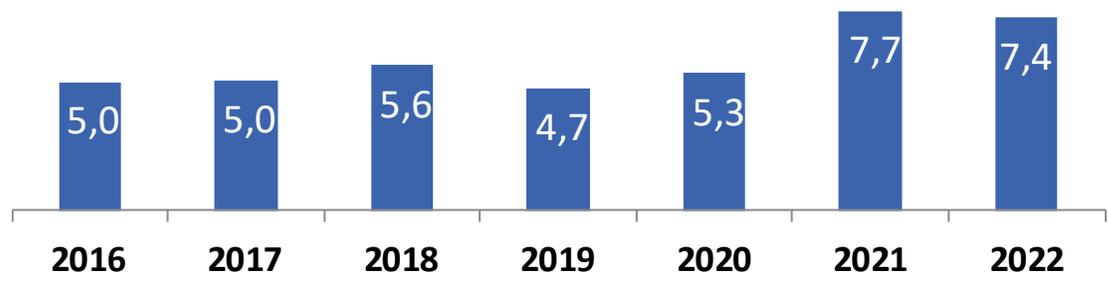
(Million TL)	2021	2022	Δ	2021	2022	Δ
<b>Financial Highlights</b>	<b>Sector</b>			<b>İş Leasing</b>		
Leasing Receivables	83.203	117.979	42%	11.373	17.262	52%
Non Performing Loans	5.094	5.002	-2%	582	683	17%
Provizyonlar	-5.352	-5.672	6%	-562	-799	42%
Total Assets	106.048	163.580	54%	13.481	19.957	48%
Equity	14.575	22.640	55%	1.549	2.370	53%
Net Profit	2.042	5.897	189%	207	480	132%
NPL Ratio	5,8%	4,1%		4,9%	3,8%	
Debt/Equity	6,3	6,2		7,7	7,4	
ROE *	16,1%	37,3%		16,5%	30,2%	
ROA *	2,4%	4,5%		2,1%	2,8%	

# NPL

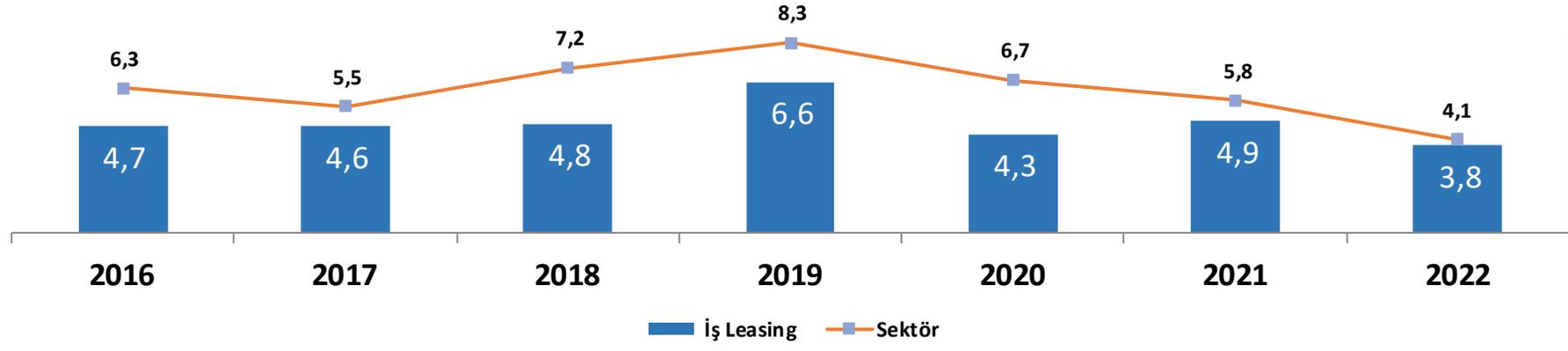


# LEVERAGE

Leverage

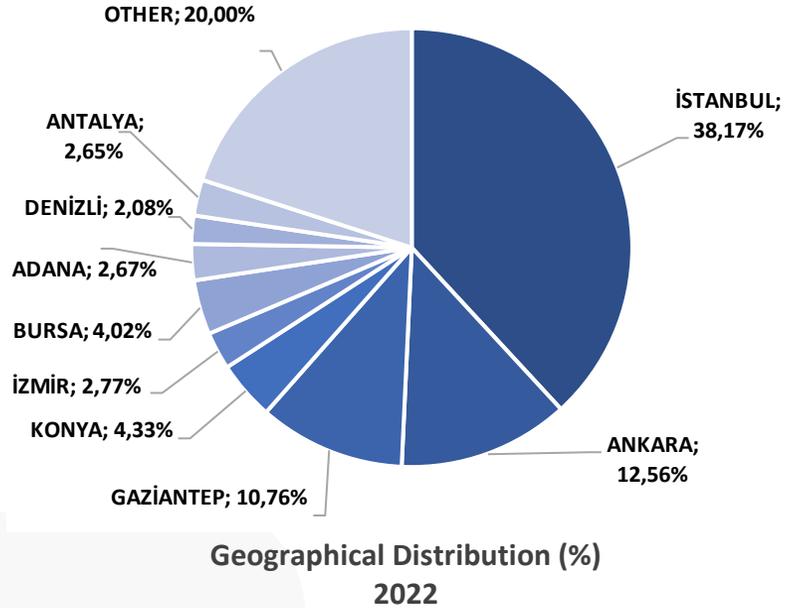


NPL



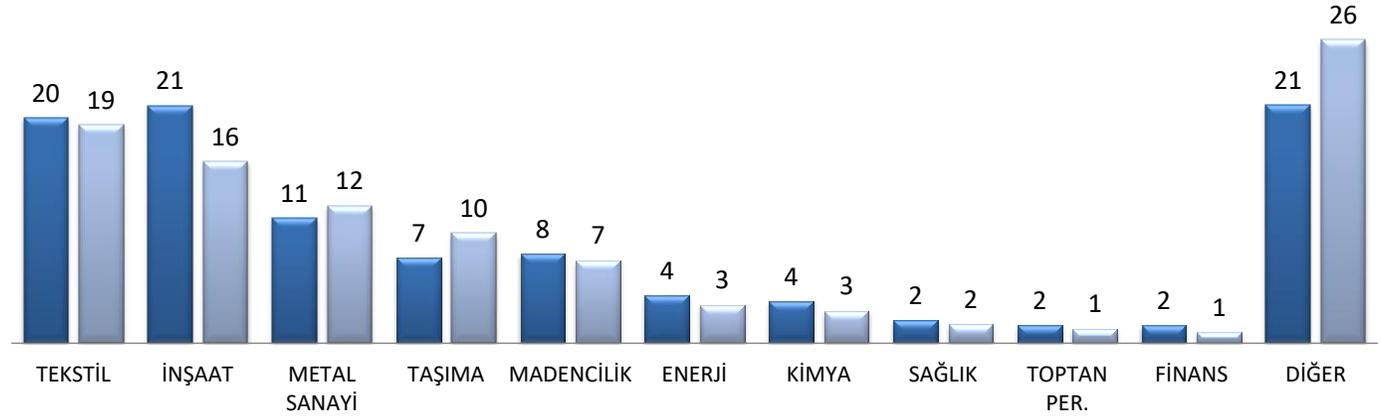


# Industrial & Asset & Geographical Breakdown, %



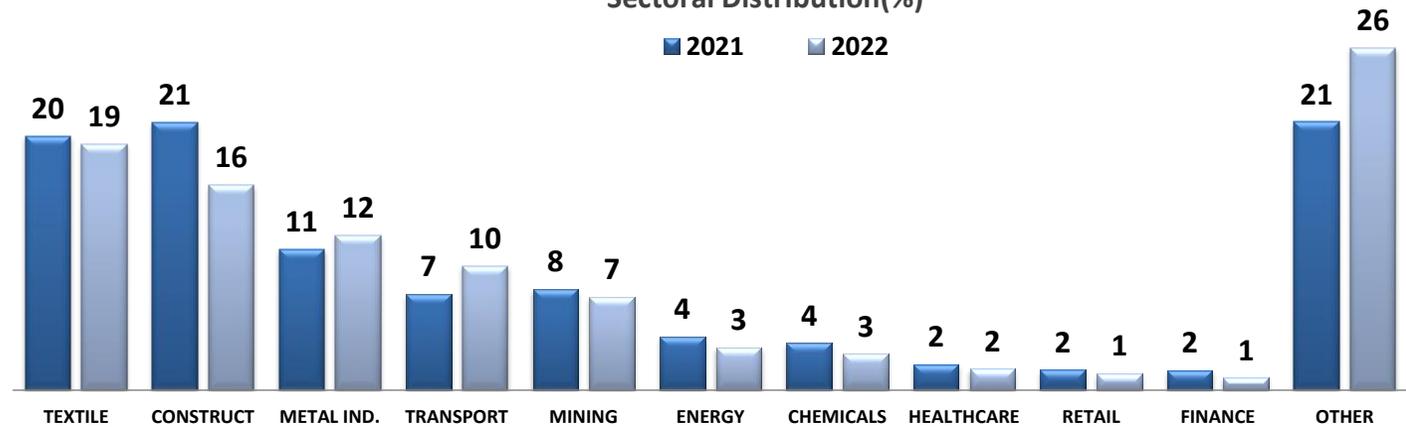
Assets Distribution (%)

■ 2021 ■ 2022



Sectoral Distribution (%)

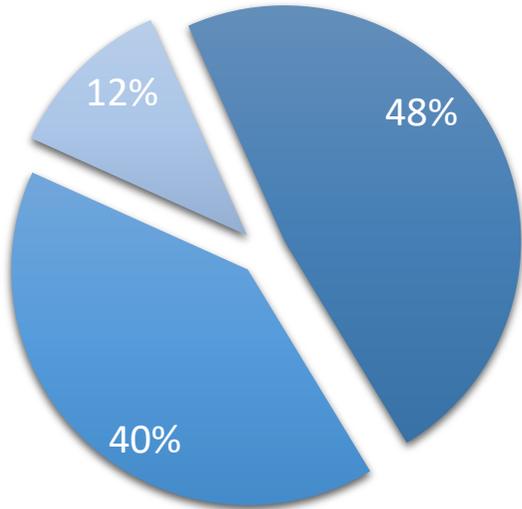
■ 2021 ■ 2022



# Sales Channels

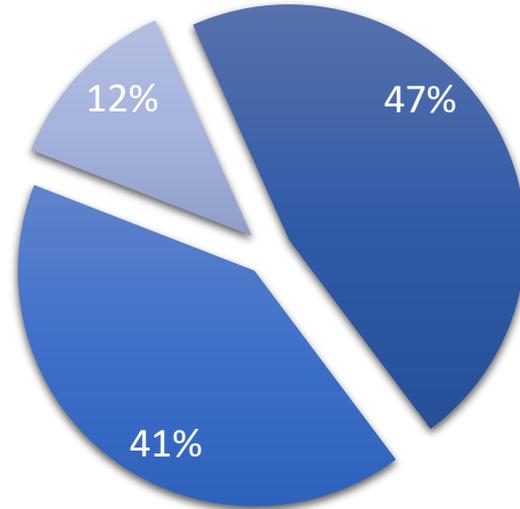
31.12.2021

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



30.09.2022

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



**İşbank:** 1143 local and 21 foreign branches, largest network among private banks.



## FINANCIAL RESULTS

Strong relationships  
with both domestic  
and international  
banks



Efficient use  
of capital  
market  
instruments



Efficient hedging  
strategy against  
maturity, interest  
rate and FX risk by  
diversifying  
liabilities.

Allocation of  
special loan  
structures



Usage of  
alternative  
funding  
channels



**LEASING SECTOR IN TURKEY**

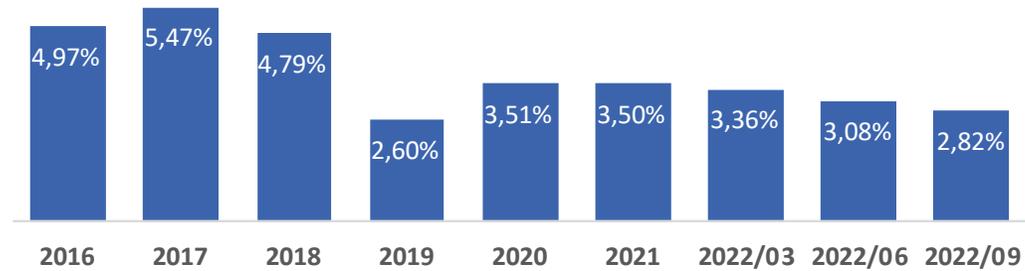
**İŞ LEASING**



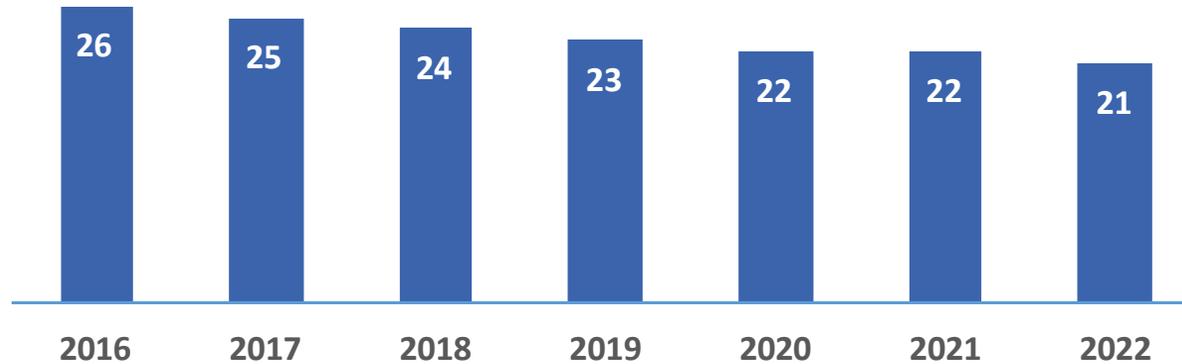
# Number of Leasing Companies and Leasing Penetration

*Penetration:  
Leasing volume/  
Private sector  
fixed investments*

**Leasing penetration**

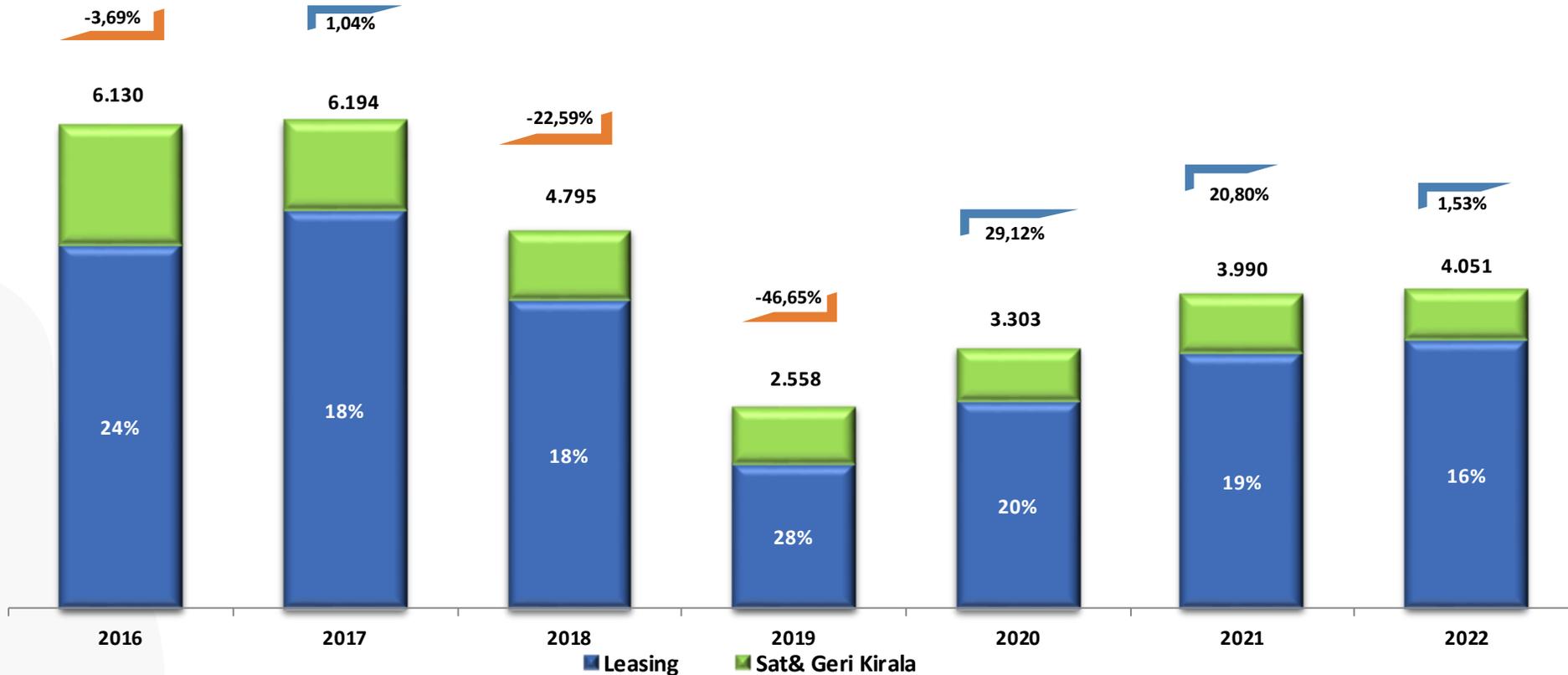


**Number of Leasing Companies**

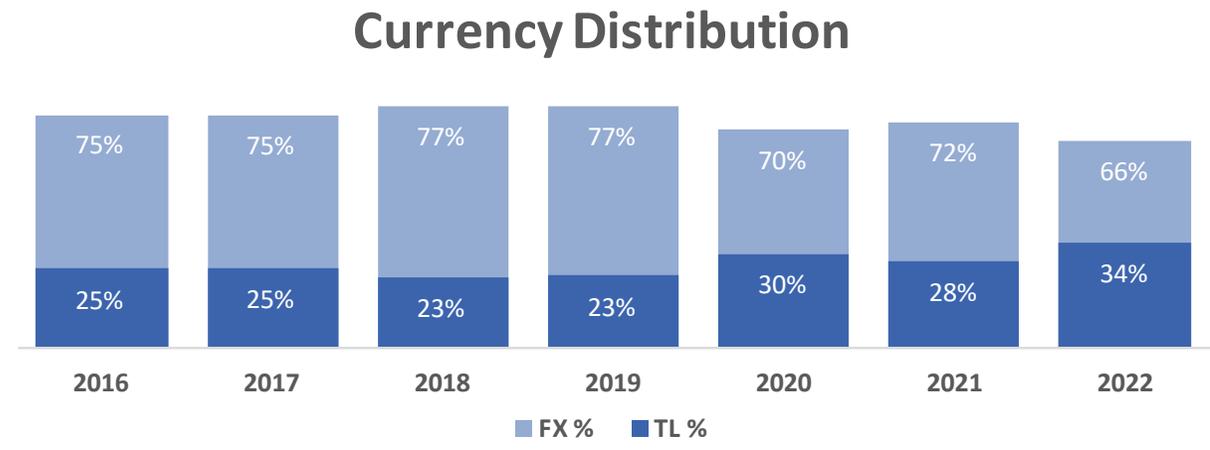
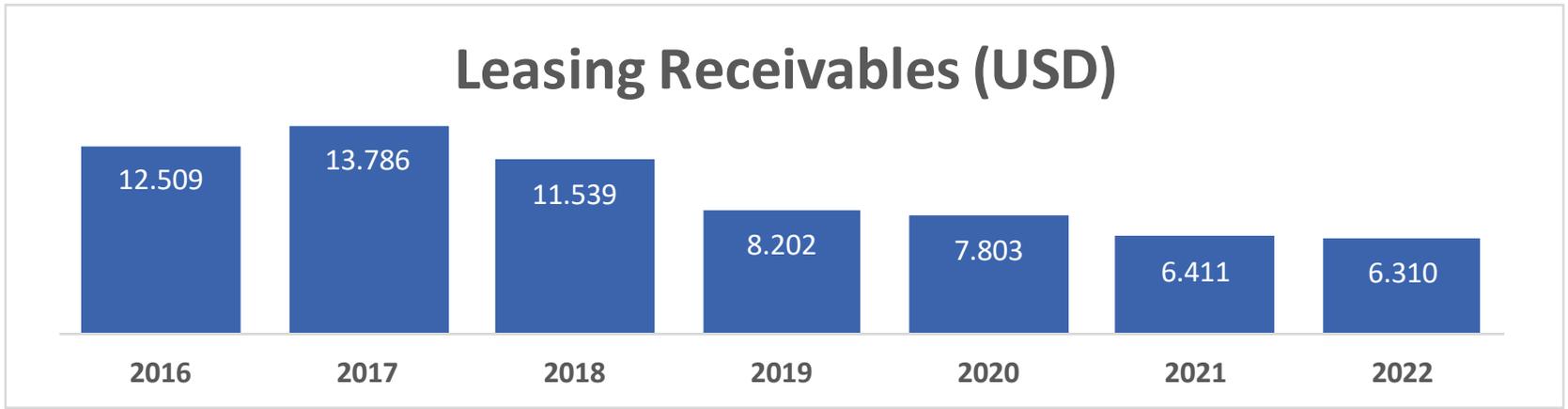


# Leasing Volume

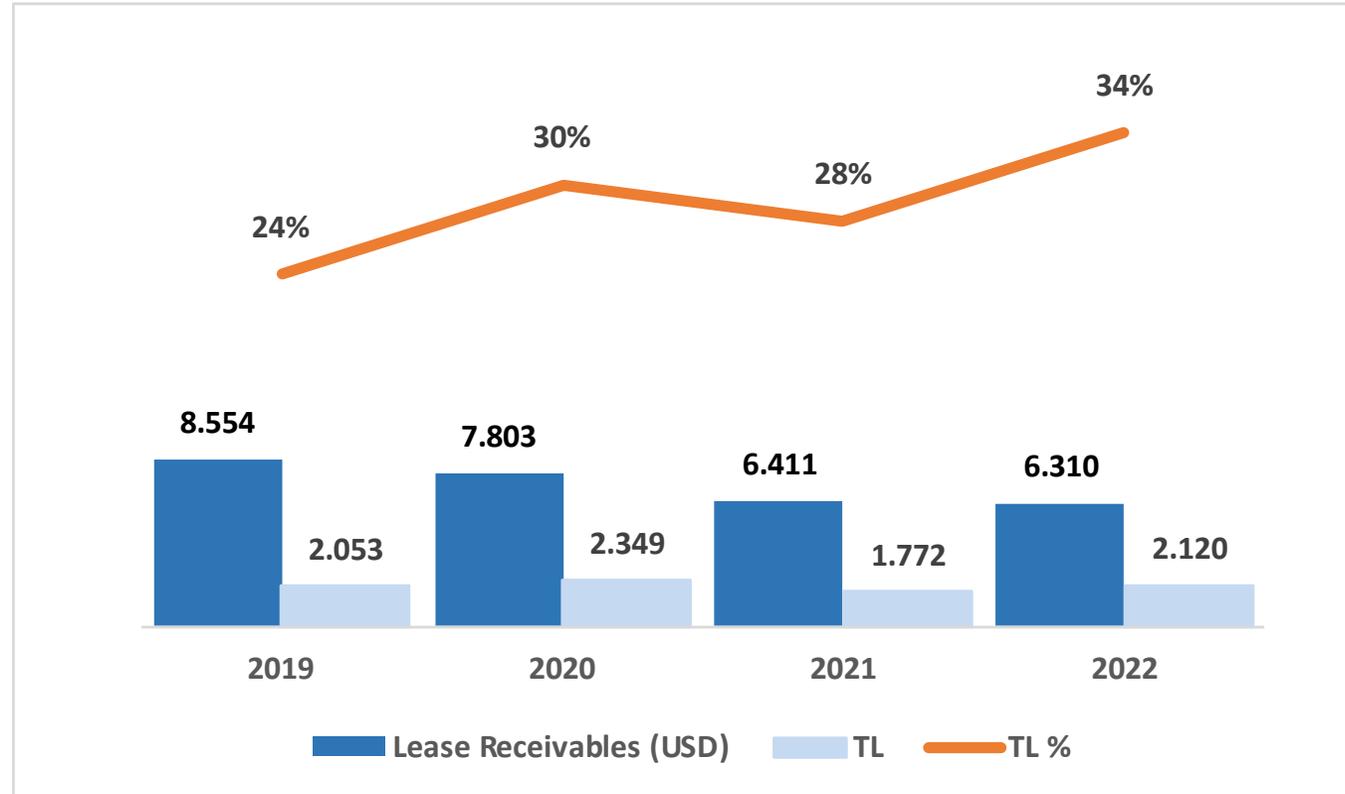
Milyon USD



# Portfolio Development

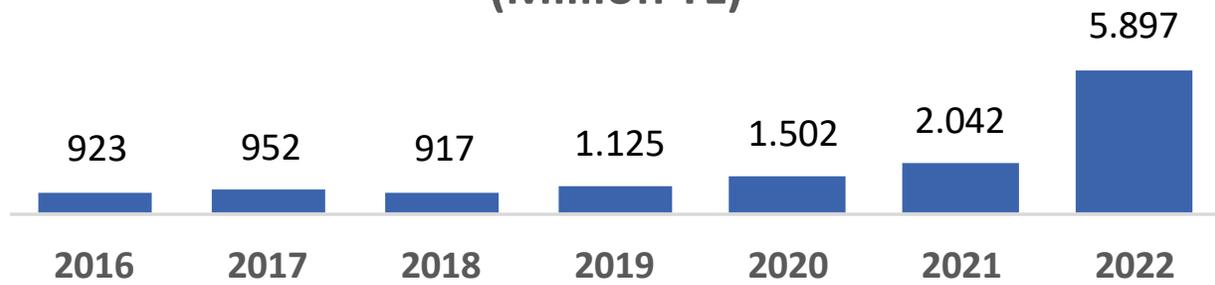


# Portfolio Development

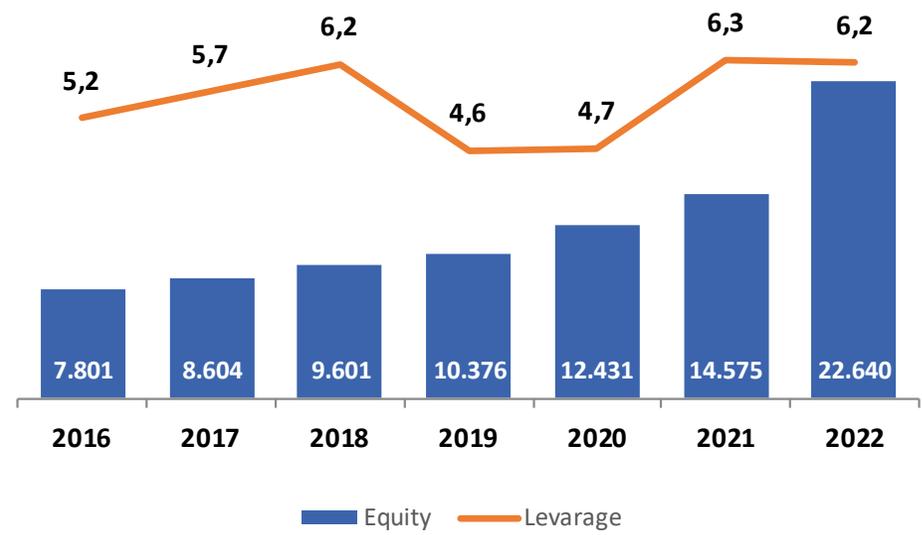


# Profitability

Net Profit of Sector  
(Million TL)

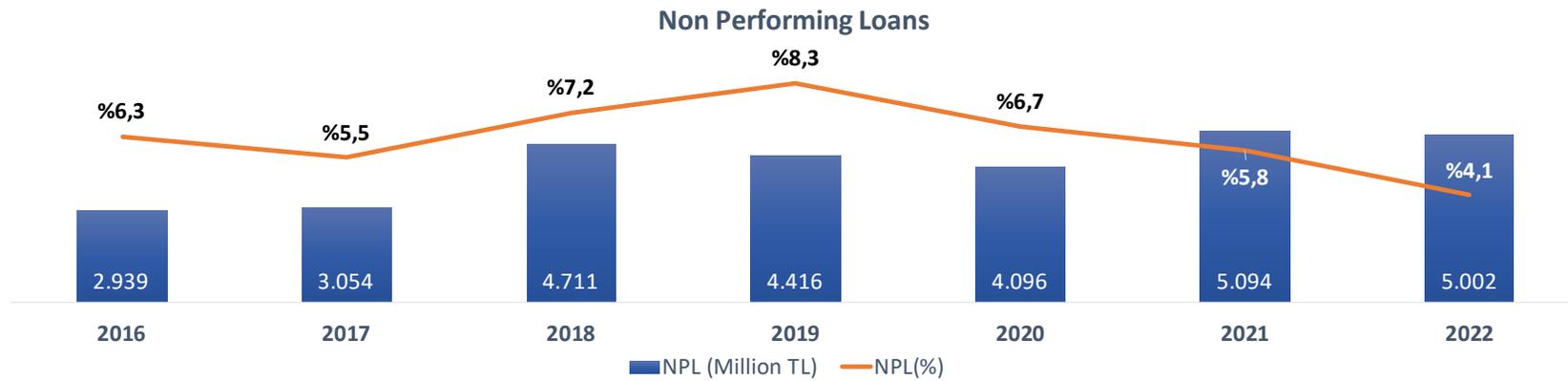


Equity & Leverage



■ Equity    — Leverage

# NPL





## Investor Relations Unit



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