

INVESTOR PRESENTATION

March 2023

iŞ LEASING



Advantageous



Opportunity of Operating lease

*Fixed or variable lease
payment options*

Flexible

*Benefits of VAT,
Stamp Duty and fees*



*Lease payments in
line with cash flow*

Foreseeable



*Lease payments
in Foreign
Currency*

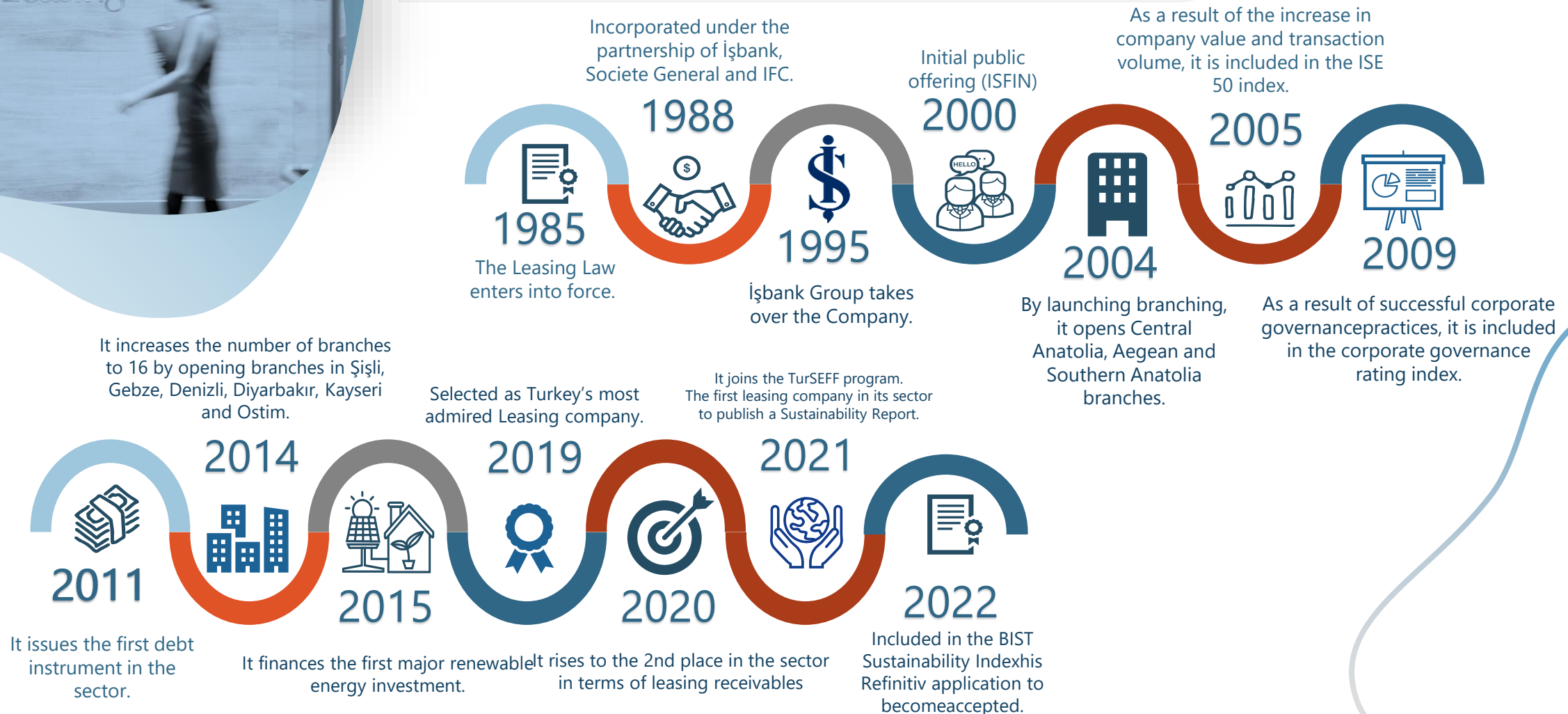


Company Overview

İŞ LEASING



Milestones



Company Overview



With a new transaction volume of USD 114 million and a market share of 9,39%, İş Leasing carried its strong position in the sector one step further.



Leasing receivables amounted to TL 17,5 billion with 13,92% market share on the basis of leasing receivables.



Consolidated shareholders' equity totaled TL 3.7 billion.

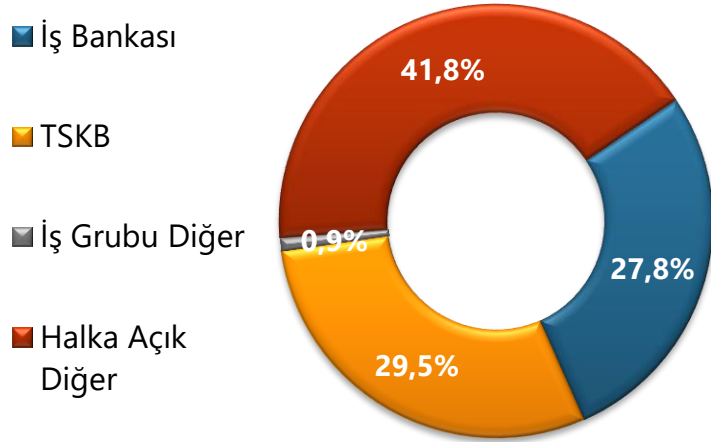


The Company posted a net profit of TL 274,4 million.



Company Overview

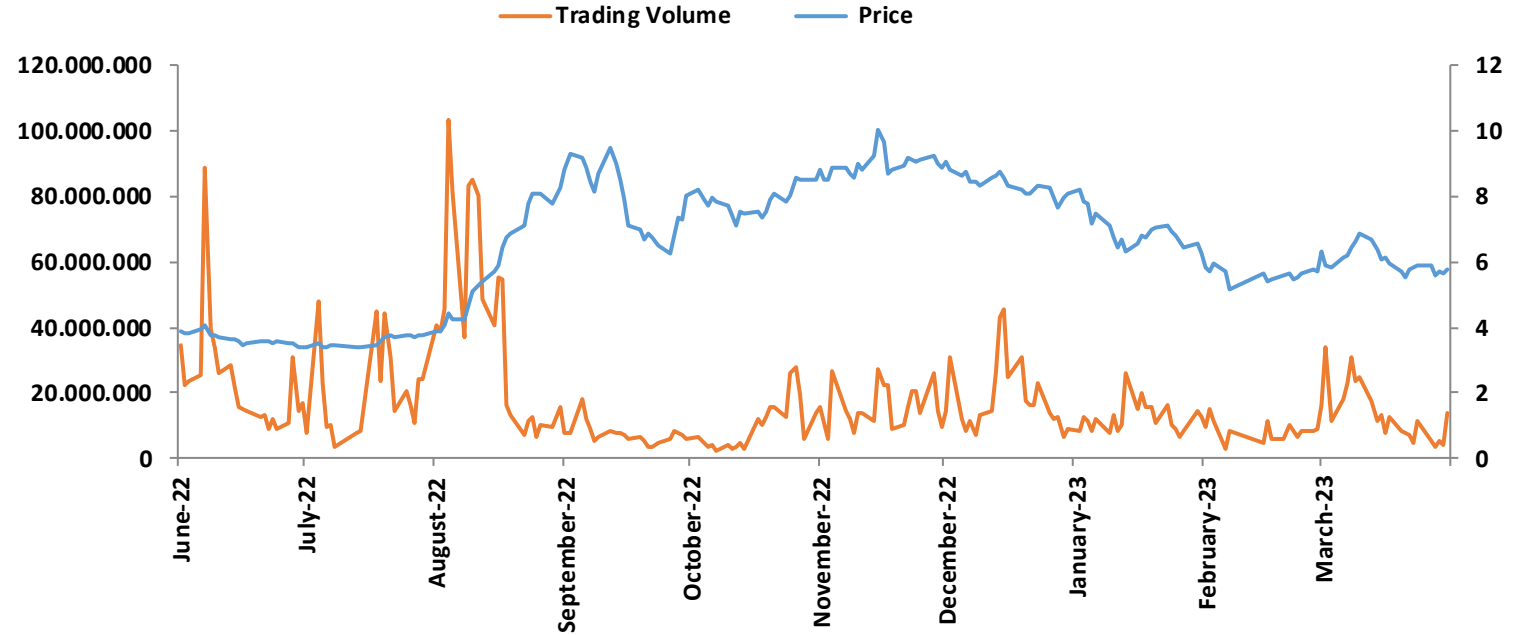
Share Structure(%)



Affiliated Partners

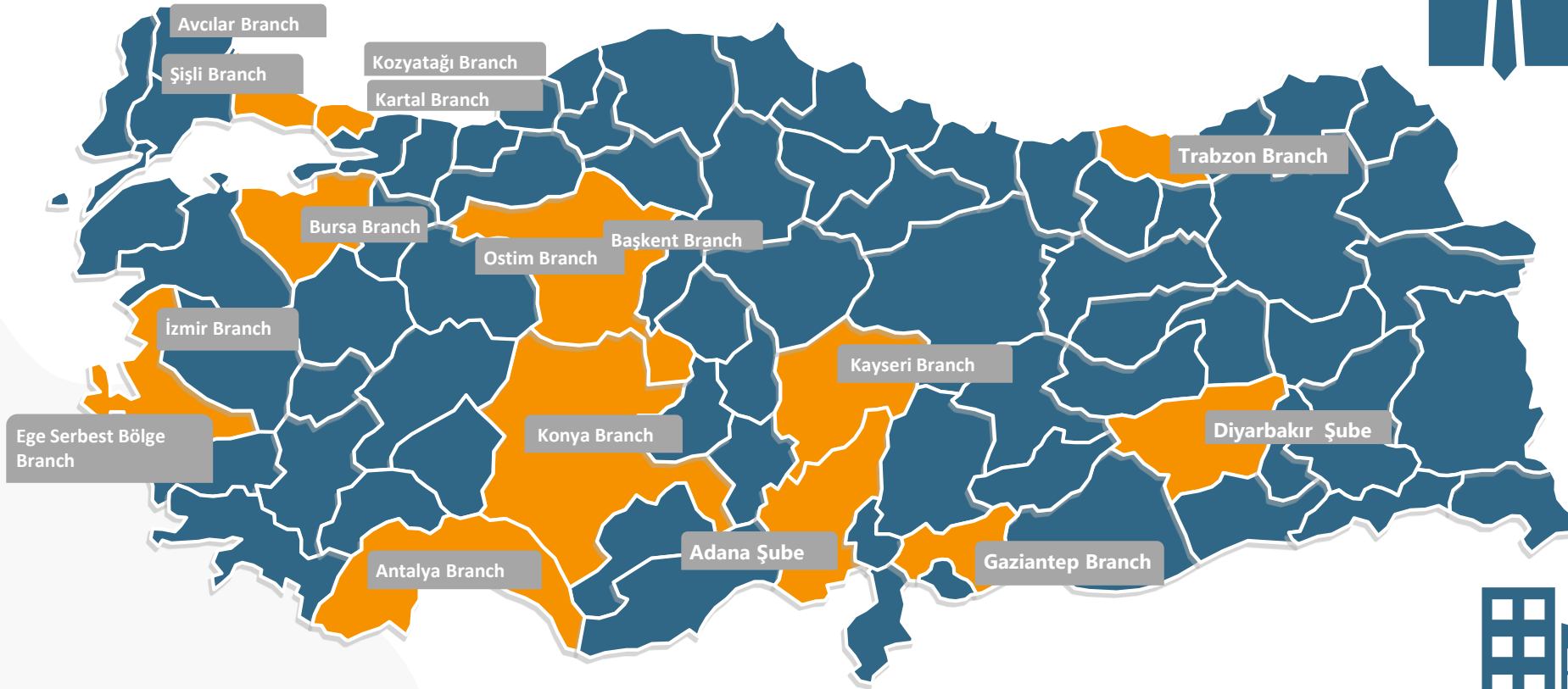


Rating	İş Leasing	TİBAŞ	TSKB
Fitch Long-Term Foreign Currency	B-	B-	B-
SAHA	9,29	-	9,59



Share Performance

Company Overview



142

Total Staff



47 %



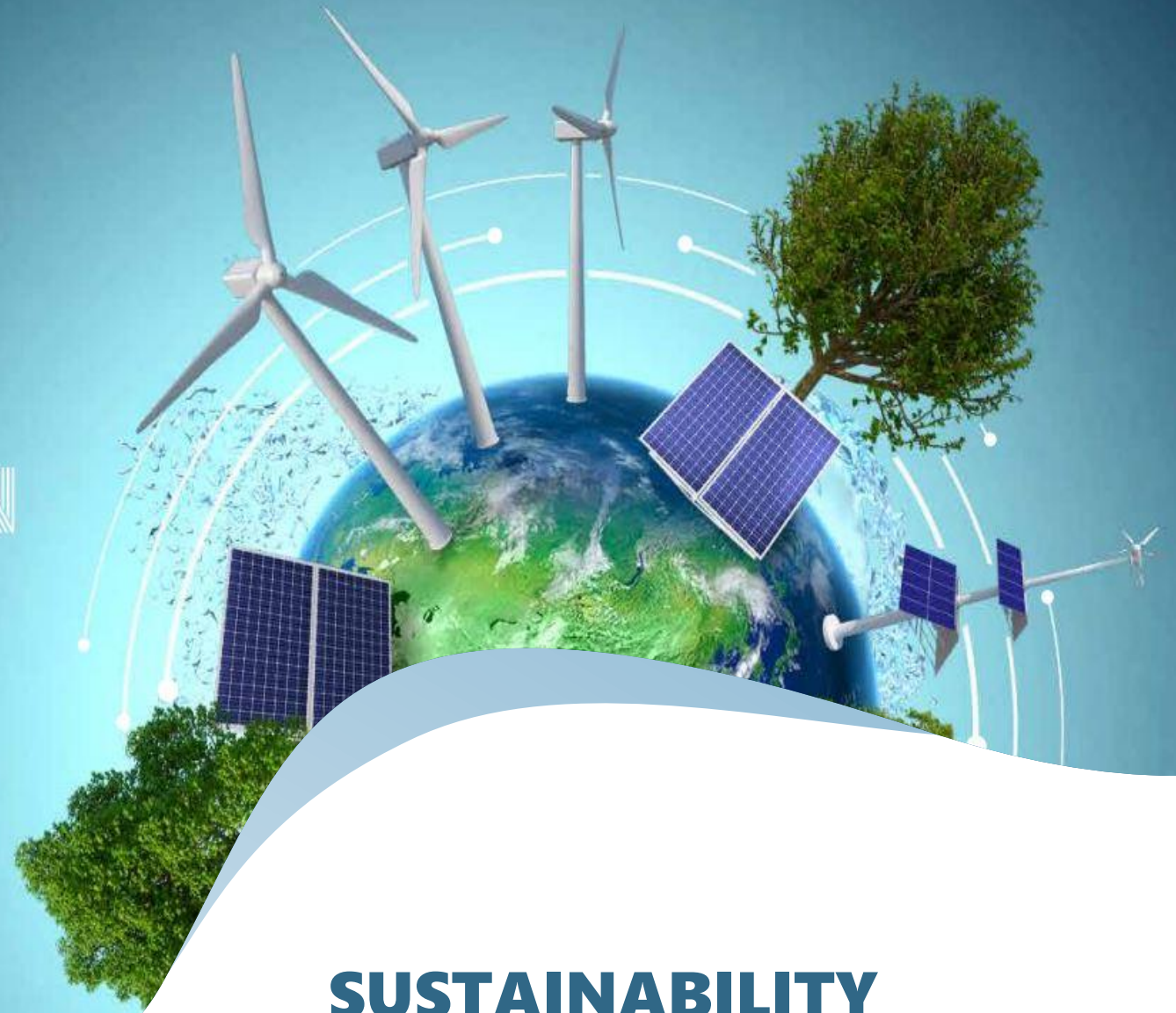
53 %

42 Sales
Staff

16

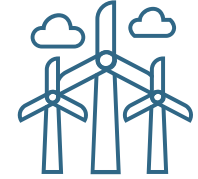
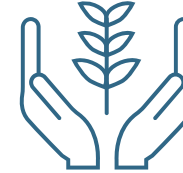
Branches

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.

Notable
achievements
via projects
supported by
İş Leasing within
the scope of
TurSEFF;



1

40 MILLION EUROS FUNDING IS
GENERATED

ANNUAL ENERGY SAVINGS
REACHED 4.6 MILLION EUROS

2



3

12.3 MW OF INSTALLED POWER WAS ADDED IN
THE FIELD OF RENEWABLE ENERGY

48,777 TONS OF CARBON
EMISSIONS WERE AVOIDED

4



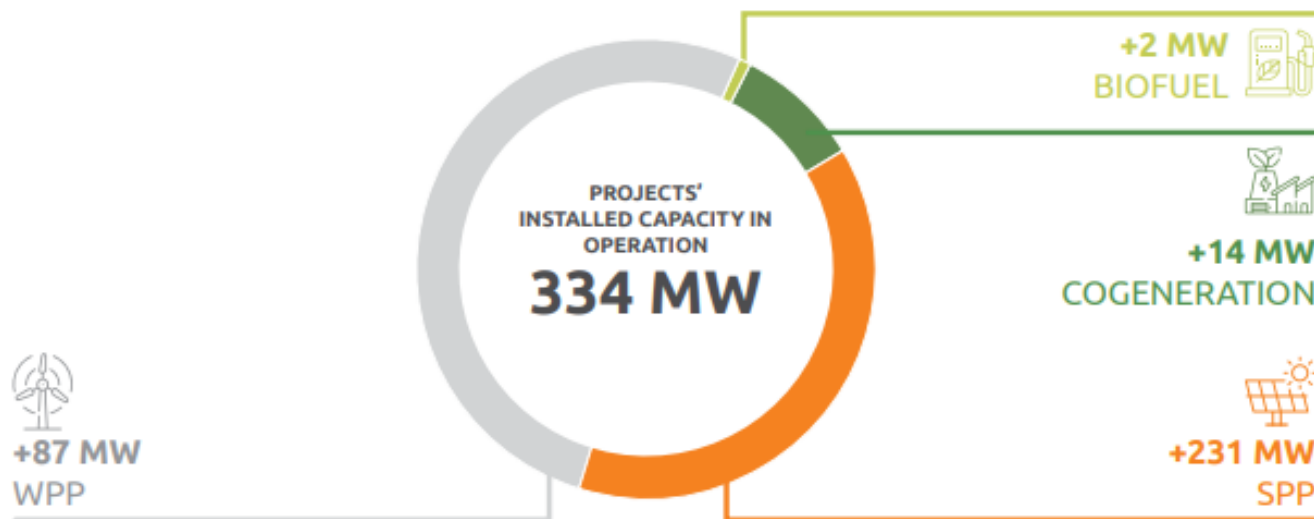
5

14 THOUSAND MWH ENERGY EFFICIENCY
WAS ACHIEVED

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 İŞ LEASING'S MATERIAL SUSTAINABILITY ISSUES AND SUSTAINABILITY STRATEGY WITH UN SDGs AND UN GLOBAL COMPACT (GC):

İş Leasing Sustainability Priorities	İş Leasing Sustainability Clusters	İş 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	» Assessment of Environmental and Social Risks in Investment Projects » Financing of Transition to Circular Economy	         	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	» Financing Renewable Energy Projects » Support for Transition to a Low-Carbon Economy to Combat Climate Change	  	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	» Assessment of Environmental and Social Risks in Investment Projects » Financing of Transition to Circular Economy	  	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	» Financing of Projects to Support Economic Growth and Domestic Employment with Green Development Principles » Sustainability Oriented Corporate Integrity, Transformation and Capacity Building	  	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 Çati 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

17.451
Million TL
Leasing
Receivables

16.633
Million TL
Factoring
Receivables

37.531
Million TL
Total Assets

114
Million USD
Transaction
Volume

3.733
Million TL
Shareholder
s' Equity

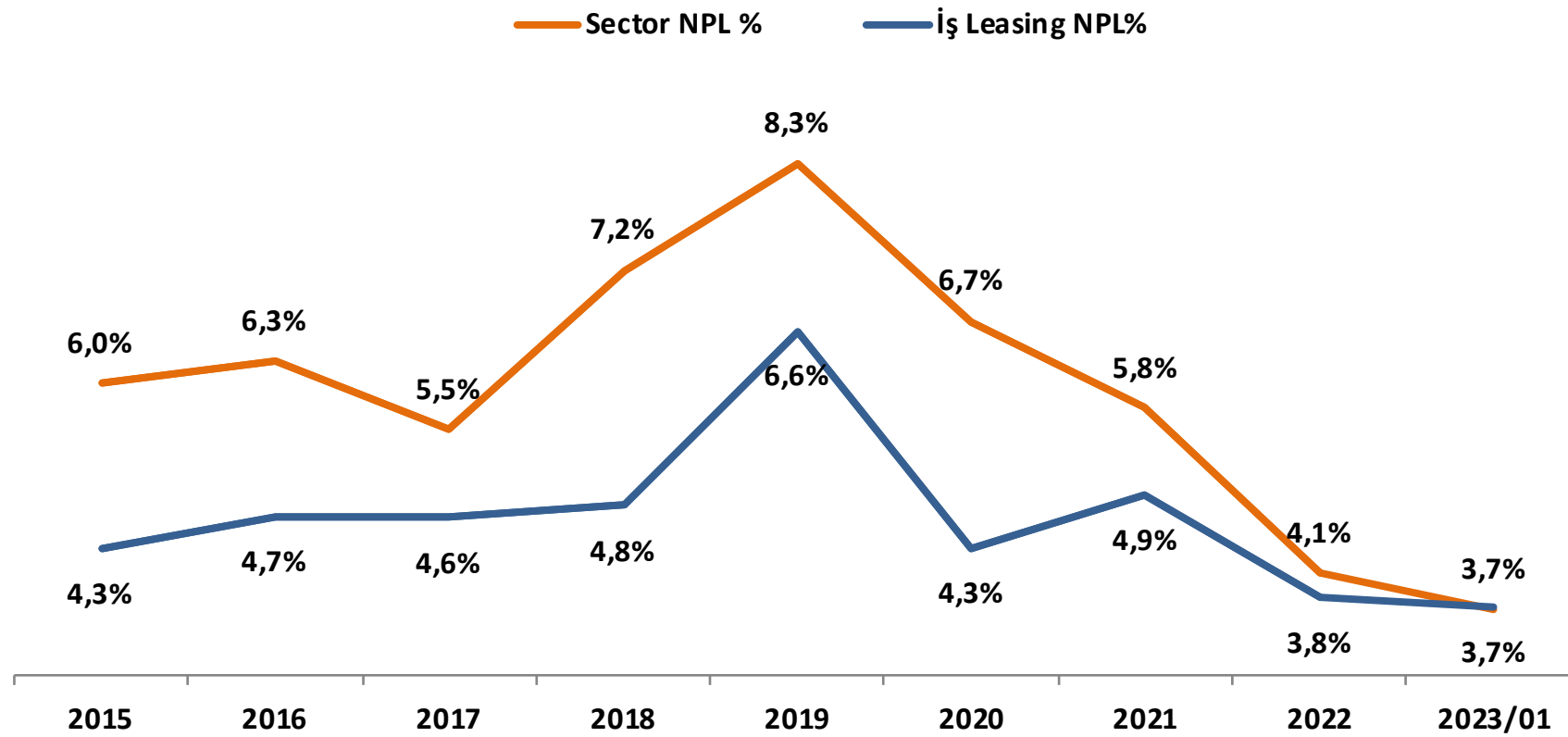
Financial Highlights

<i>TL Million, consolidated</i>	2022	2023/03	Δ
Leasing Receivables, Net	17.262	17.660	2,3%
Factoring Receivables, Net	15.632	16.734	7,1%
Non Performing Receivables	960	933	-2,9%
Provisions (-)	1.176	1.242	5,6%
Total Assets	36.330	37.531	3,3%
Financial Liabilities	31.141	32.052	2,9%
Equity	3.744	3.733	-0,3%
Net Interest Income	1.192	517	-56,7%
Provisions Expenses	- 445	- 151	-66,1%
Consolidated net Profit	827	274	-66,8%
RATIOS			
NPL / Receivables	2,8%	2,6%	
Provision Ratio	122,5%	133,2%	
Cost / Income	11,7%	17,7%	
ROE	28,1%	29,4%	
ROA	2,9%	3,0%	

Solo Key Figures

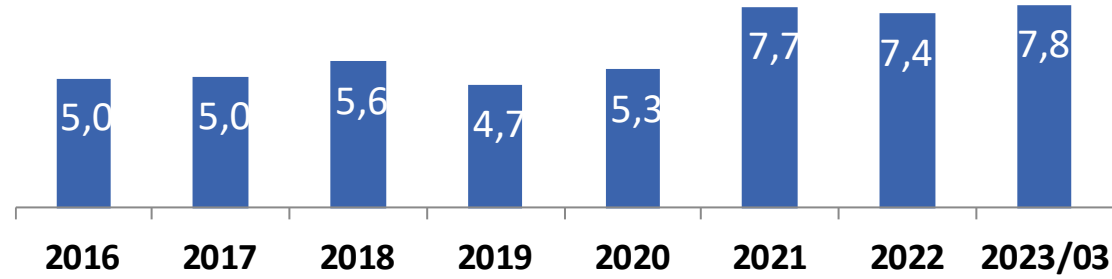
(Million TL)	2022	2023/03	Δ	2022	2023/03	Δ
Financial Highlights	Sector			İş Leasing		
Leasing Receivables	117.979	126.855	8%	17.262	17.660	2%
Non Performing Loans	5.002	4.498	-10%	683	501	-27%
Provizyonlar	-5.672	-5.540	-2%	-799	-766	-4%
Total Assets	163.580	177.469	8%	19.957	20.111	1%
Equity	22.640	25.245	12%	2.370	2.289	-3%
Net Profit	5.897	2.674	-55%	480	88	-82%
NPL Ratio	4,1%	3,4%		3,8%	3,6%	
Debt/Equity	6,2	6,0		7,4	7,8	
ROE *	36,8%	47,5%		30,2%	27,4%	
ROA *	4,4%	5,6%		2,8%	2,7%	

NPL

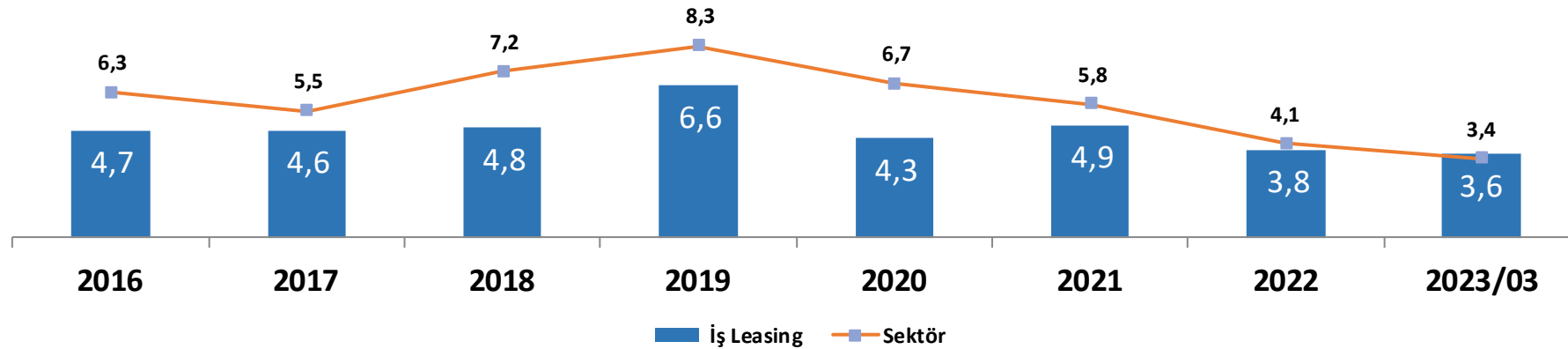


LEVERAGE

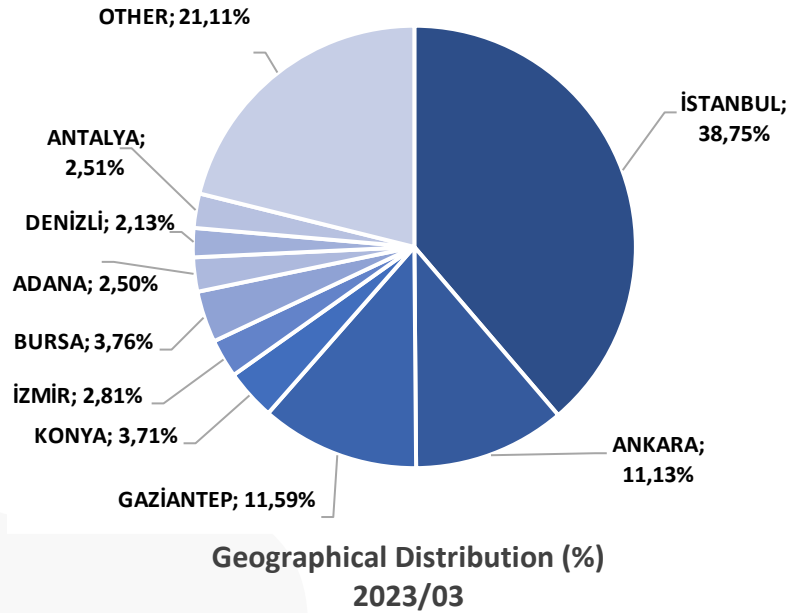
Leverage



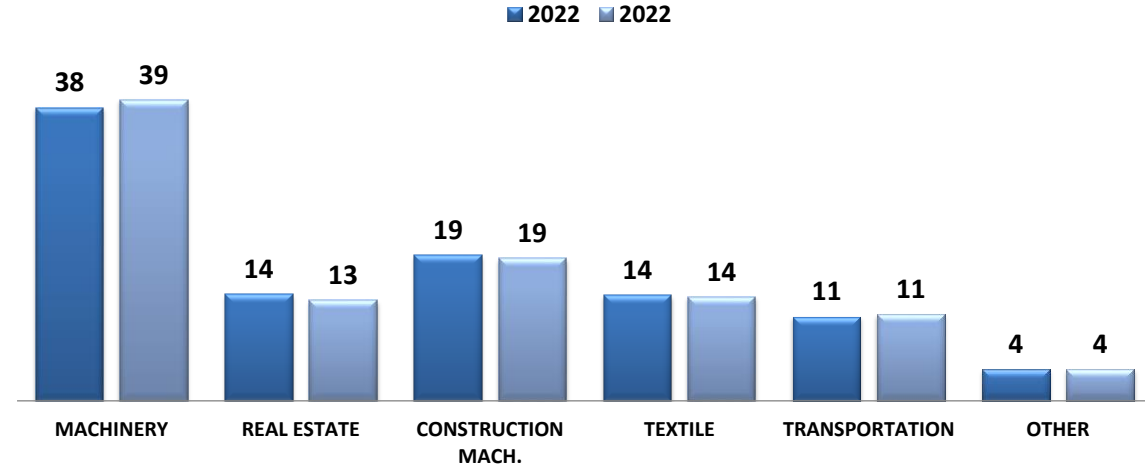
NPL



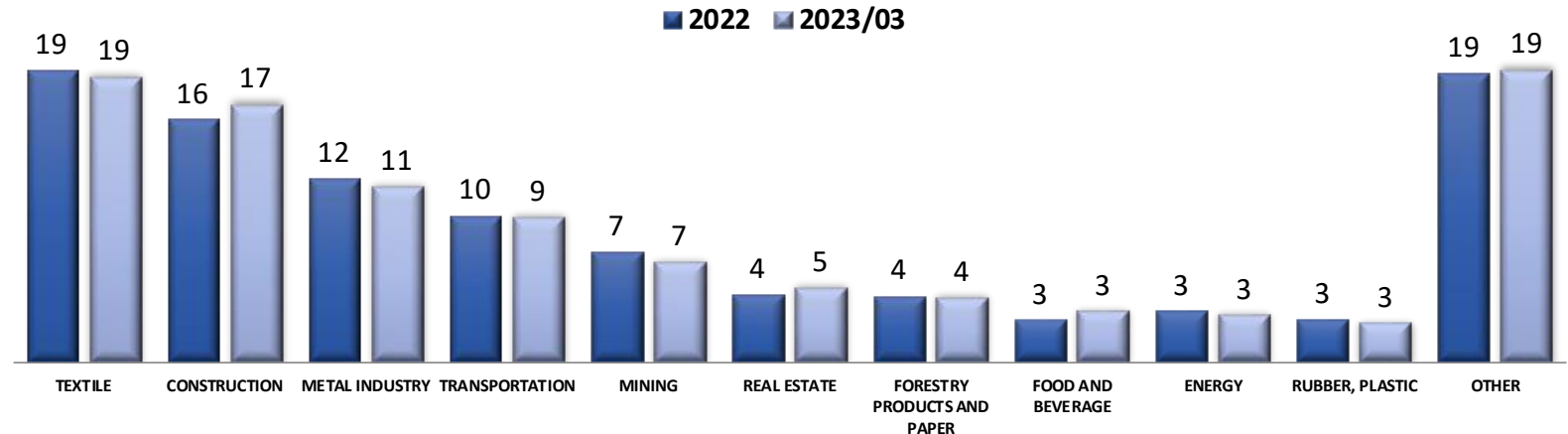
Industrial & Asset & Geographical Breakdown, %



Assets Distribution (%)



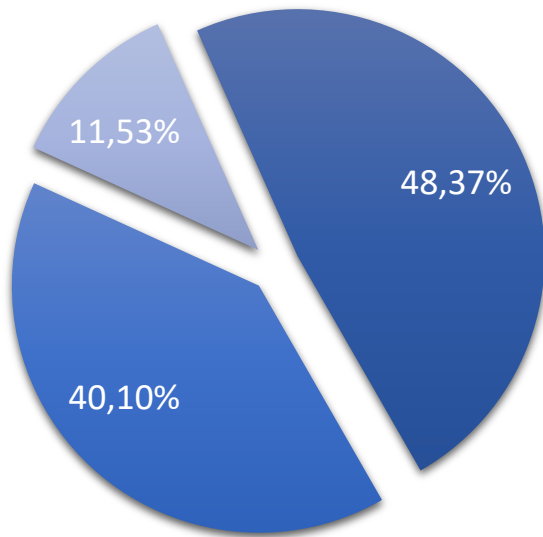
Sectoral Distribution(%)



Sales Channels

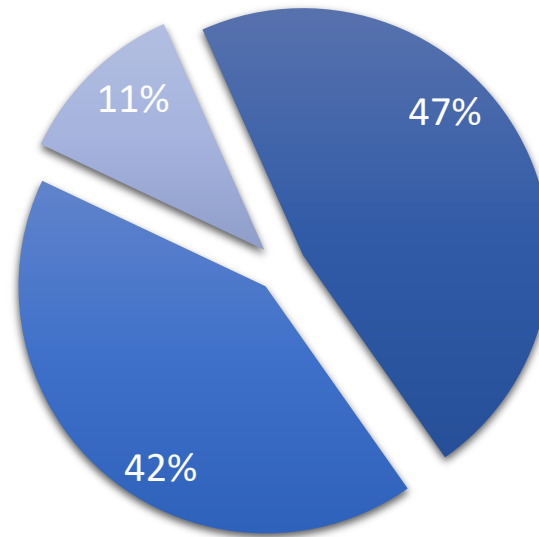
31.12.22

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



31.03.23

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



İşbank: 1105 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

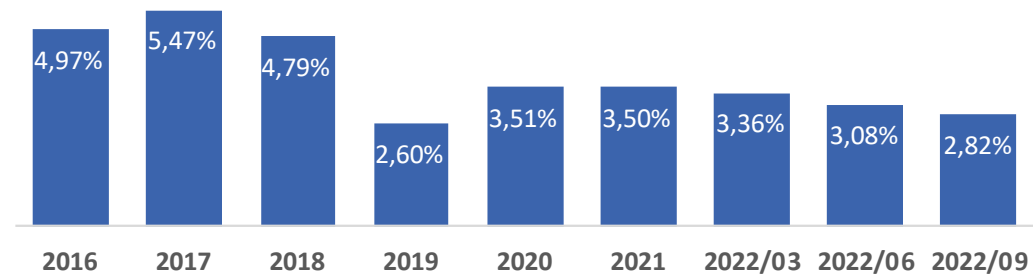
İŞ LEASING



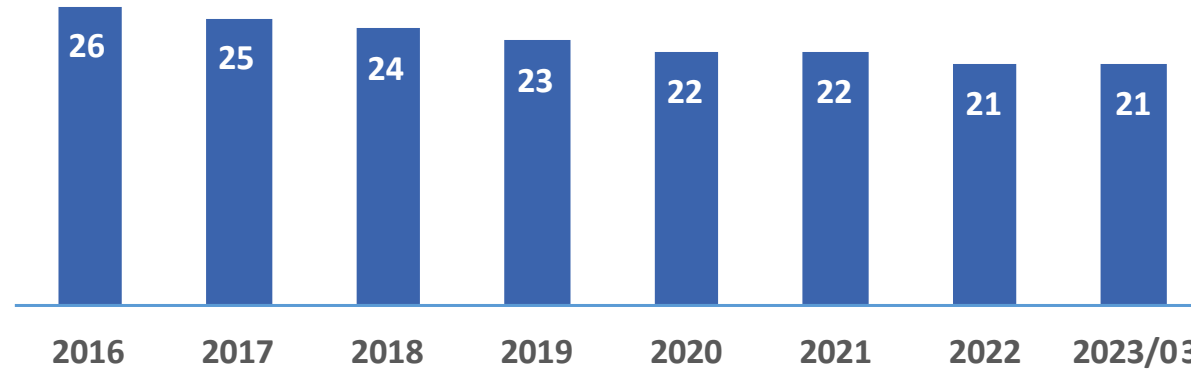
Number of Leasing Companies and Leasing Penetration

Penetration:
Leasing volume/
Private sector
fixed investments

Leasing penetration

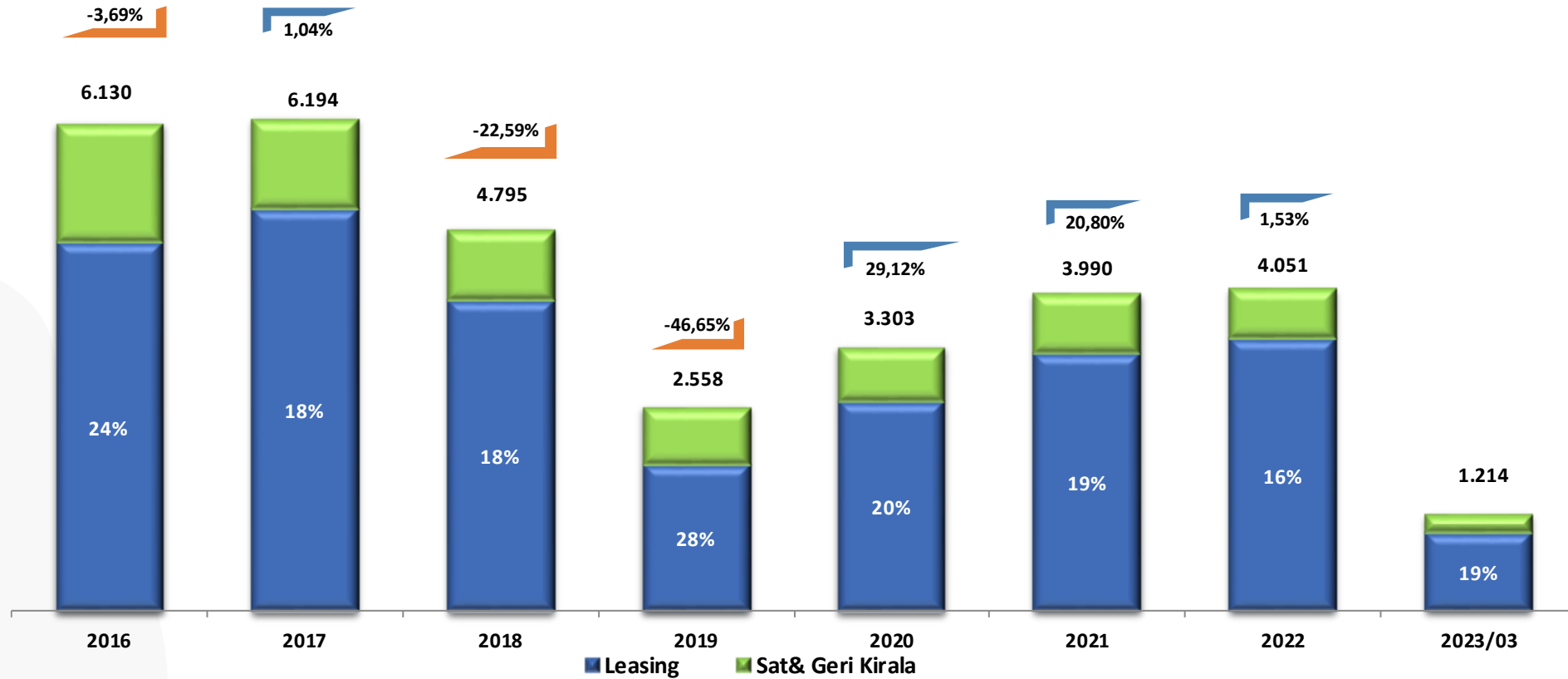


Number of Leasing Companies



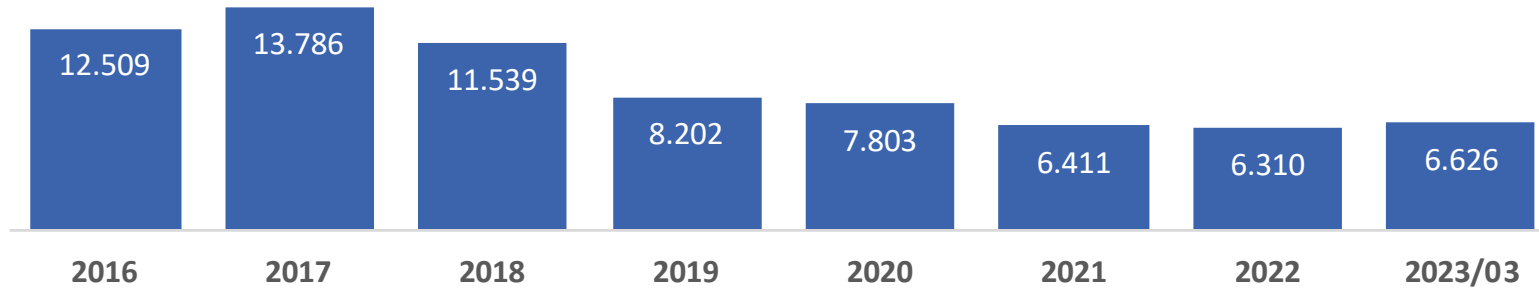
Leasing Volume

Milyon USD

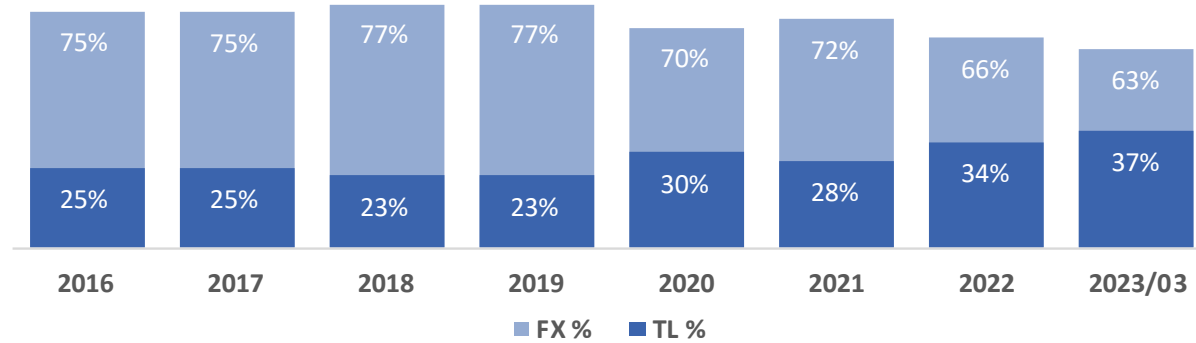


Portfolio Development

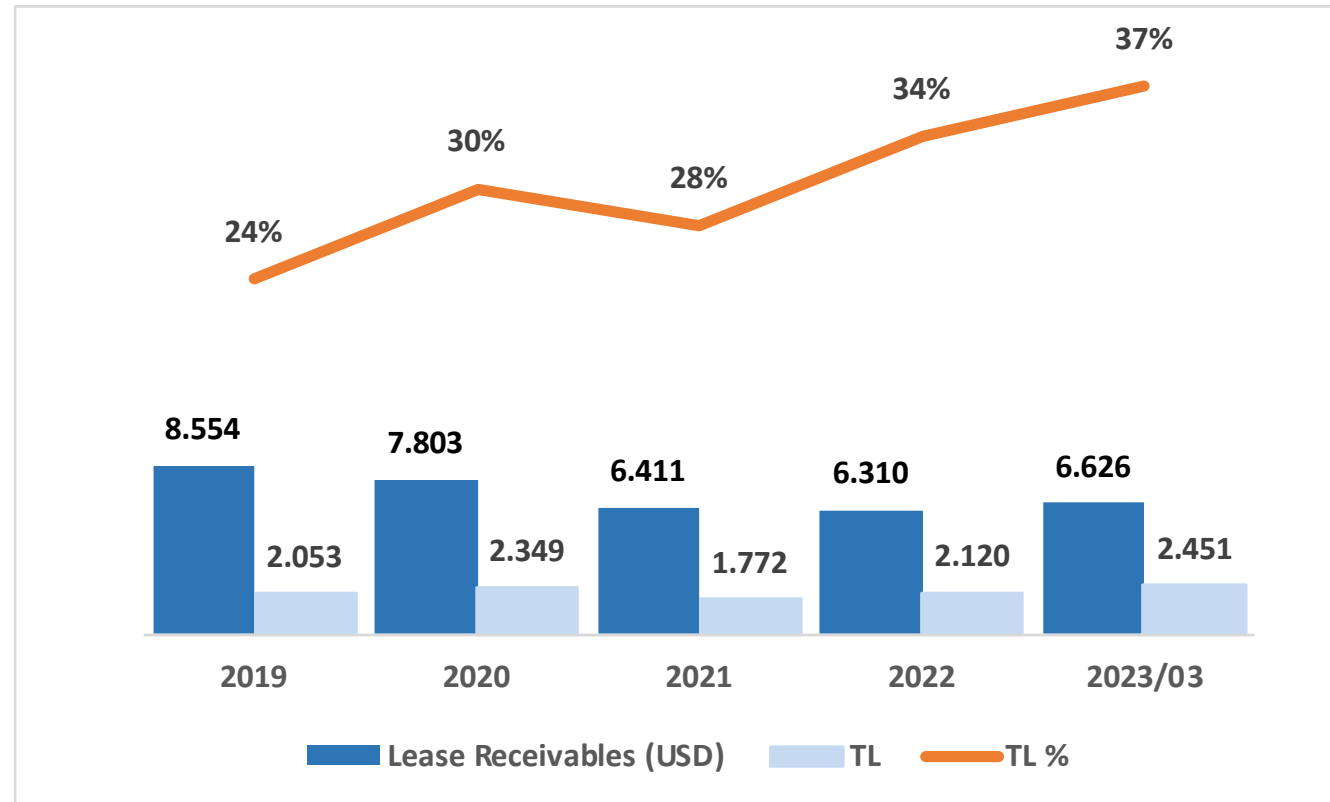
Leasing Receivables (USD)



Currency Distribution

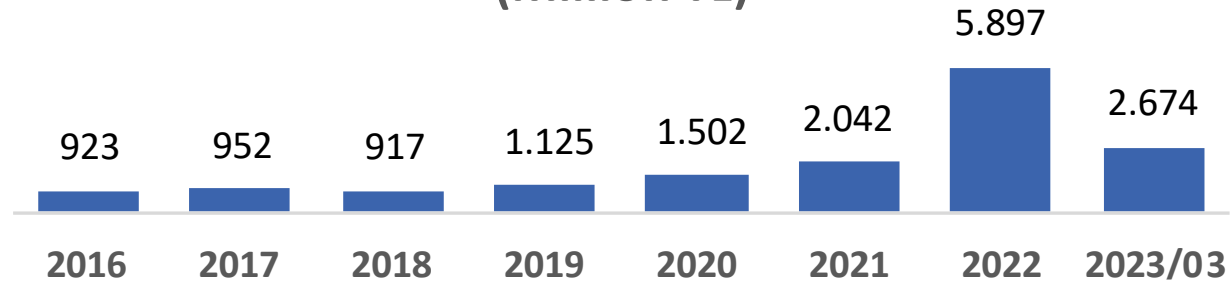


Portfolio Development

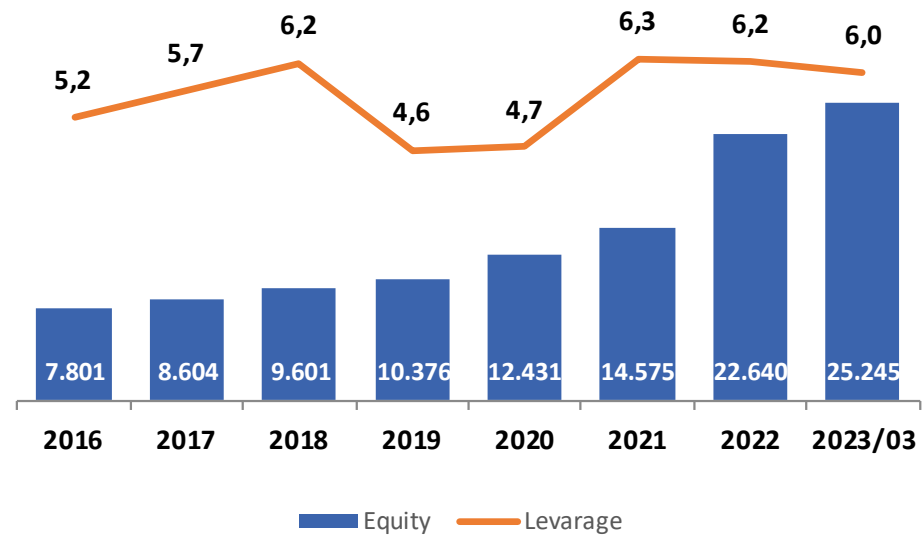


Profitability

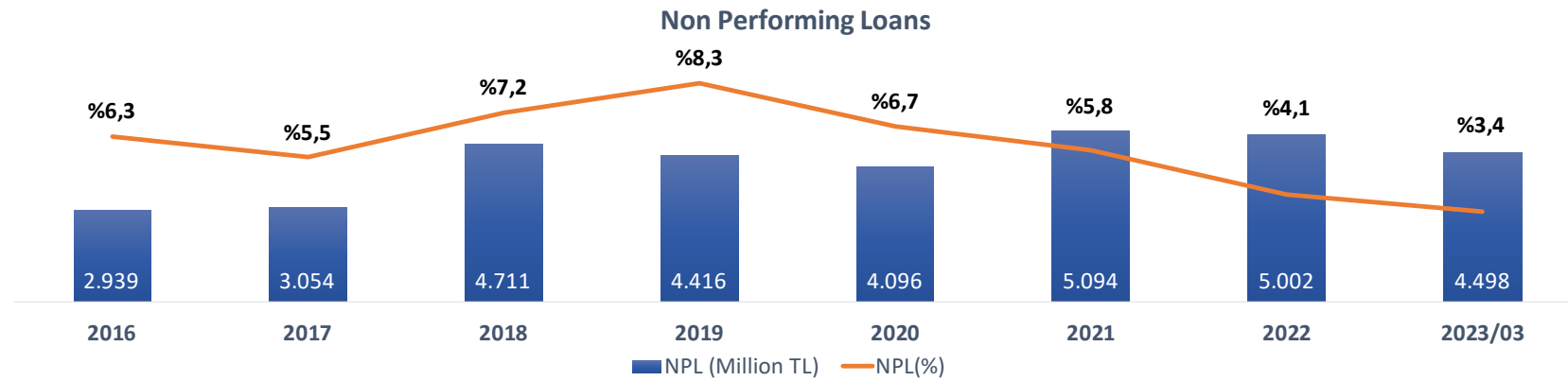
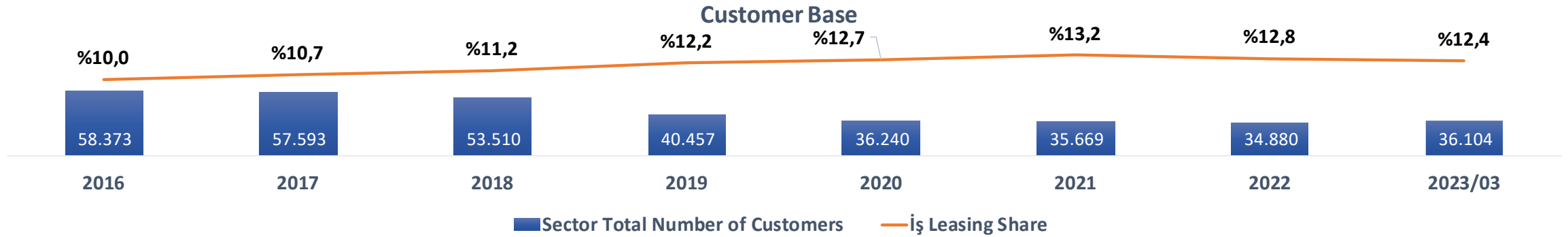
Net Profit of Sector (Million TL)



Equity & Leverage



NPL



Investor Relations Unit



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