

TOKKDER

Operational Leasing Sector Report

2025 H1



NIQ

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1- Aim and Scope

MARKET INFORMATION

TOKKDER was founded in Istanbul in 1996 to integrate rent a car and car leasing companies under the same roof.

Vision

To become a reference and a professional umbrella organization in car rental business, of whom all actors in the sector wish to become a member of and to be the reference figure the legislator and the regulatory authorities seek consultancy from.

About TOKKDER

- 161 Members
- Rent a Car and Operational Leasing Sectors
- Member structure that covers 80% of sector
- Member of Leaseurope*

*Leaseurope has 46 members in 31 countries and is known with its effects on EU regulations.

AIM AND SCOPE OF THE RESEARCH

AIM

- ✓ To draw the overall picture of the Operational Leasing Sector,
- ✓ To identify the potential and trends of the sector,
- ✓ To inform customers, automotive and finance sectors, members and public about the sector trends.

SCOPE


- | | | |
|------------------------------|------------------------------|----------------------------------|
| ✓ Vehicle park of the sector | ✓ Financial Indicators | ✓ Loans Taken Within The Year |
| ○ Make, | ○ Total Assets, | ○ Local Loan Amount, |
| ○ Segment, | ○ Equity, | ○ Foreign Loan Amount |
| ○ Fuel type, | ○ Total Receivables, | |
| ○ Transmission type, | ○ Receivables under legal, | ✓ Within the period; |
| ○ Vehicle body type, | follow up, | ○ Number of purchased and sold |
| | ○ NPL ratio | vehicles |
| ✓ Total number of customers | | ○ Number of vehicles whose fleet |
| | ✓ Loans on the balance sheet | management contract started |
| ✓ Number of contracts | ○ Loan in TL, | and ended |
| ○ Term based | ○ Loan in foreign currency, | ○ Vehicle investment |
| | ○ Local Loans, | ○ Paid taxes (SCT, VAT, MVT) |
| | ○ Foreign Loans | |

2- Methodology and Participating Companies

METHODOLOGY

The questionnaire which is prepared under the scope of the research and approved by the Competition Agency, was delivered to NielsenIQ in the digital environment by each company.

Total sector parameters are calculated by projecting the total vehicle purchase volume of the participating companies to the total sales figures to operational leasing sector which are estimated by using ODMD reports and TOKKDER predictions.
Hence, the sector representation ratio of the participating companies are as follows:



2014	→ %66,3
2015	→ %67,5
2016	→ %76,9
2017	→ %78,2
2018	→ %71,4
2019	→ %69,4
2020	→ %71,1
2021	→ %71,8
2022	→ %72,5
2023	→ %72,4
2024	→ %72,2
2025	→ %72,9

PARTICIPATING COMPANIES



OTOKOÇ OTOMOTİV



AYVENS



BORLEASE



BORUSAN OTOMOTİV PREMIUM KİRALAMA



BURGAN FİNANSAL KİRALAMA



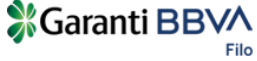
DENİZFİLO



DRD FİLO KİRALAMA



ESCAR FİLO KİRALAMA



GARANTİ BBVA FİLO



HEDEF FİLO



LİDER FİLO



OTO PLAN OPERASYONEL TAŞIT KİRALAMA



PORT FİLO

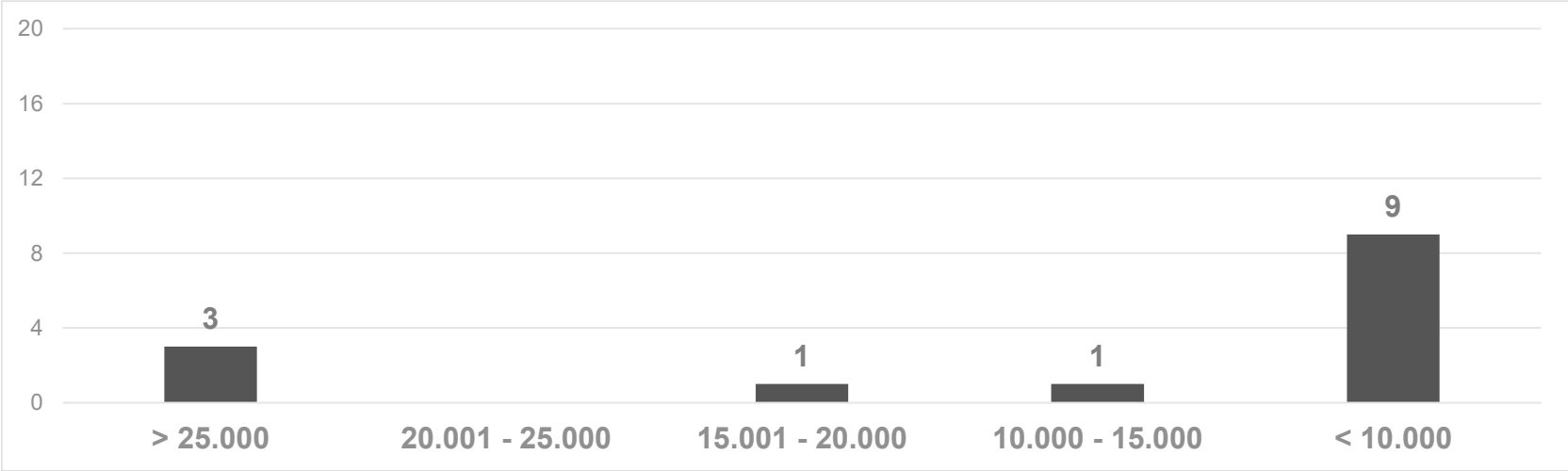


TEB ARVAL

Autoland Otomotiv is not participating in the research as of the 1st quarter of 2024. Port Filo Kiralama Ticaret A.Ş. is participating in the research starting from the second quarter of 2024. Atako Destek Araç Kiralama is not participating in the research as of the third quarter of 2024.

DISTRIBUTION ACCORDING TO SIZE - PARTICIPATING COMPANIES

2025 Q2



3- Summary

PARTICIPANTS AND SECTOR ESTIMATES

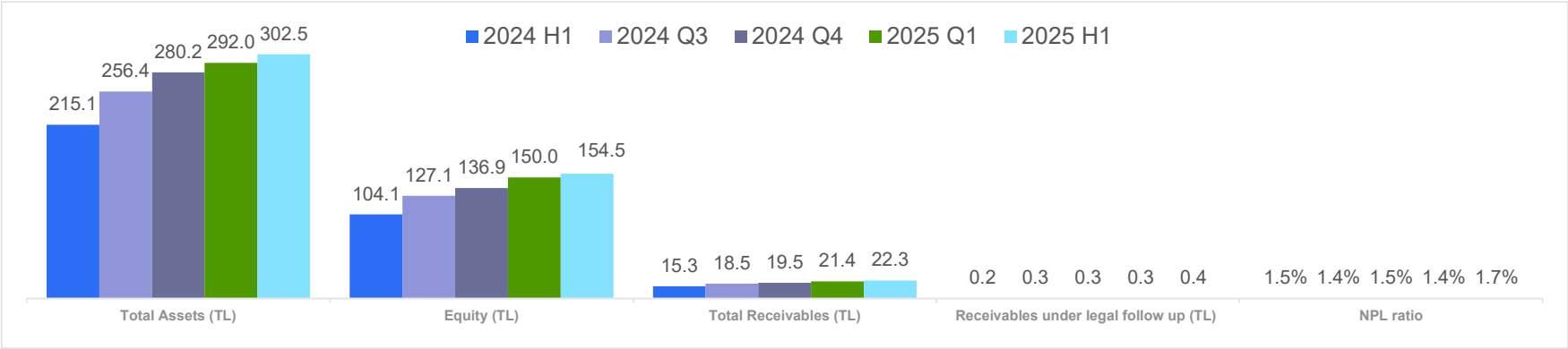
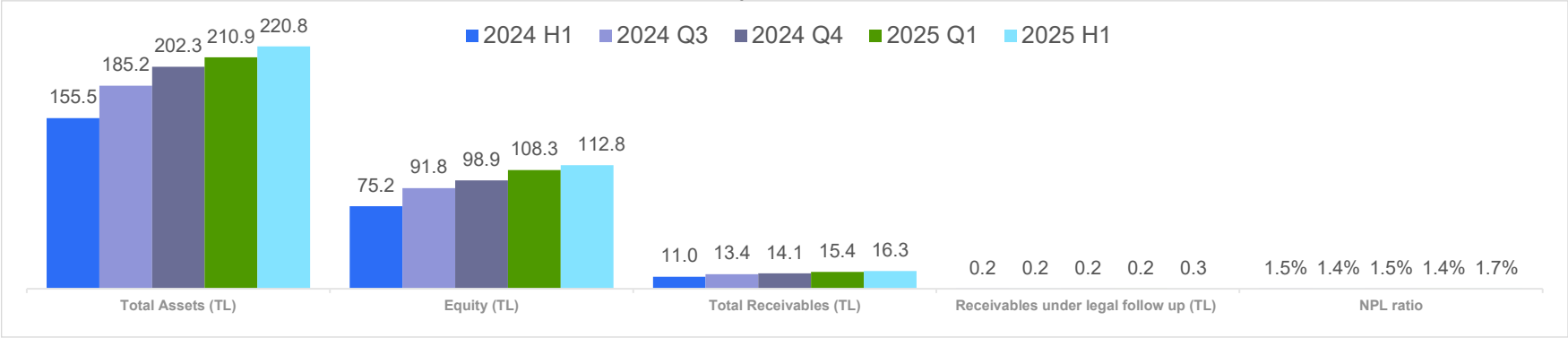
2025 Q2

	Participants	Sector Estimates
Total Number of Vehicles (000)	171,8	235,4
Number of Purchased Vehicles (000)	11,6	15,8
Number of Vehicles Whose Fleet Management Contract Started (000)	2,5	3,4
Number of Sold Vehicles (000)	13,5	18,5
Number of Vehicles Whose Fleet Management Contract Ended (000)	3,6	5,0
Number of Customers (000)	17,8	24,4
Amount of Purchased Vehicles (Bn TL)	21,1	28,9
Tax Paid (Bn TL) VAT+MVT+SCT	9,9	13,5
Sum of Actives (Bn TL)	220,8	302,5

Items representing the status as of the end of the period (2025 Q2) : Total Number of Vehicles, Number of Customers, Sum of Actives

Items representing January – June 2025 period: Number of Purchased Vehicles, Number of Vehicles Whose Fleet Management Contract Started, Number of Sold Vehicles , Number of Vehicles Whose Fleet Management Contract Ended, Amount of Purchased Vehicles, Tax Paid

Financial Indicators (Billion TL)

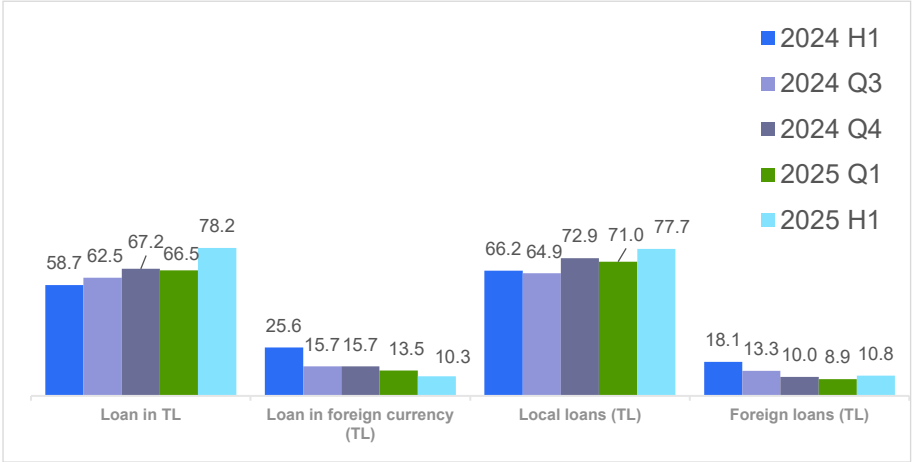


Financial indicators started to be reported by the 1st quarter of 2024.

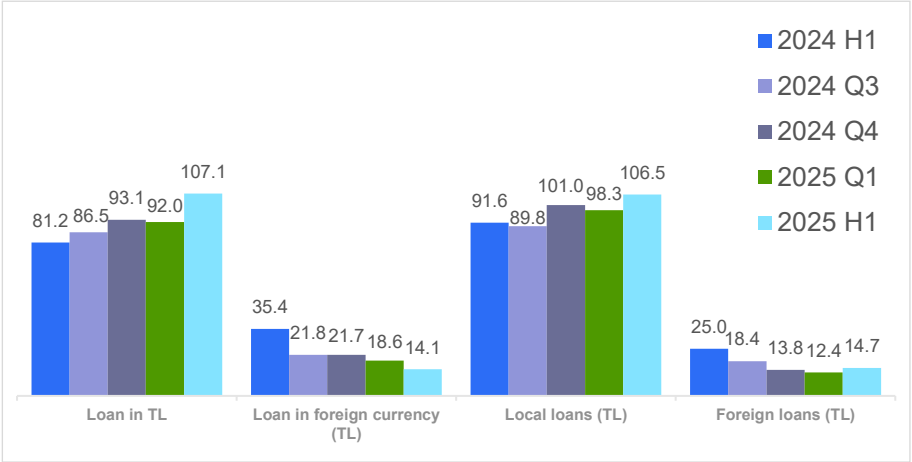
The data for total assests and equity for the third quarter of 2024 has been updated.

Loans On The Balance Sheet (Billion TL)

Participants



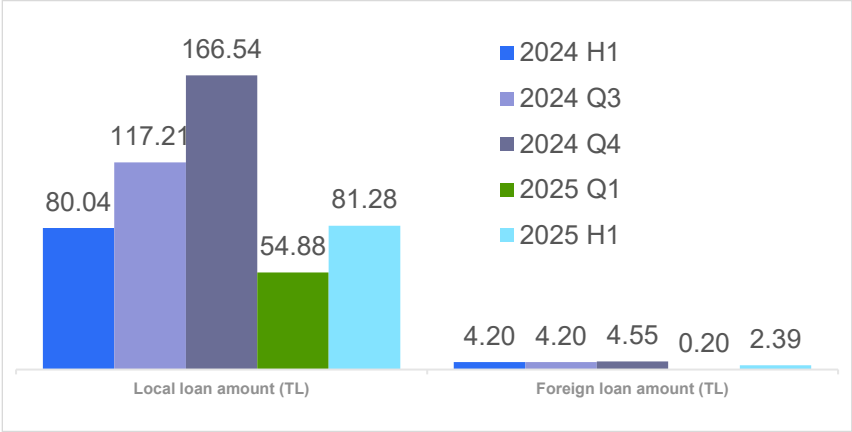
Sector Estimates



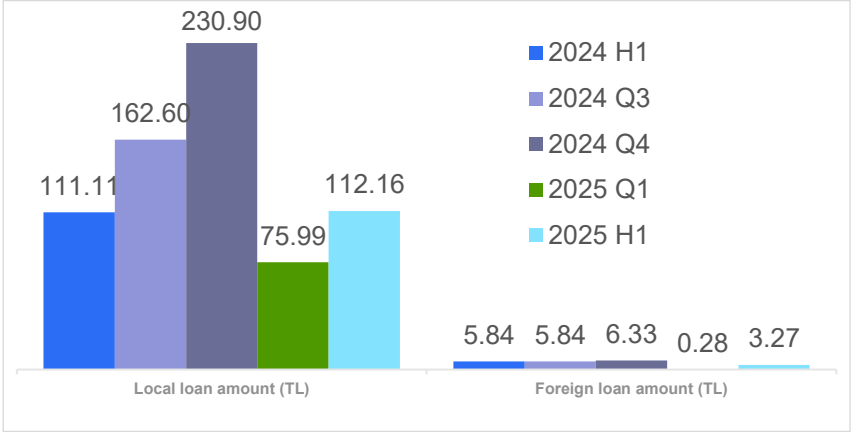
Loans on the balance sheet started to be reported by the 1st quarter of 2024.
Loans in foreign currency and foreign loan amount equivalents are stated in TL.

Loans Taken Within The Year (Billion TL)

Participants



Sector Estimates

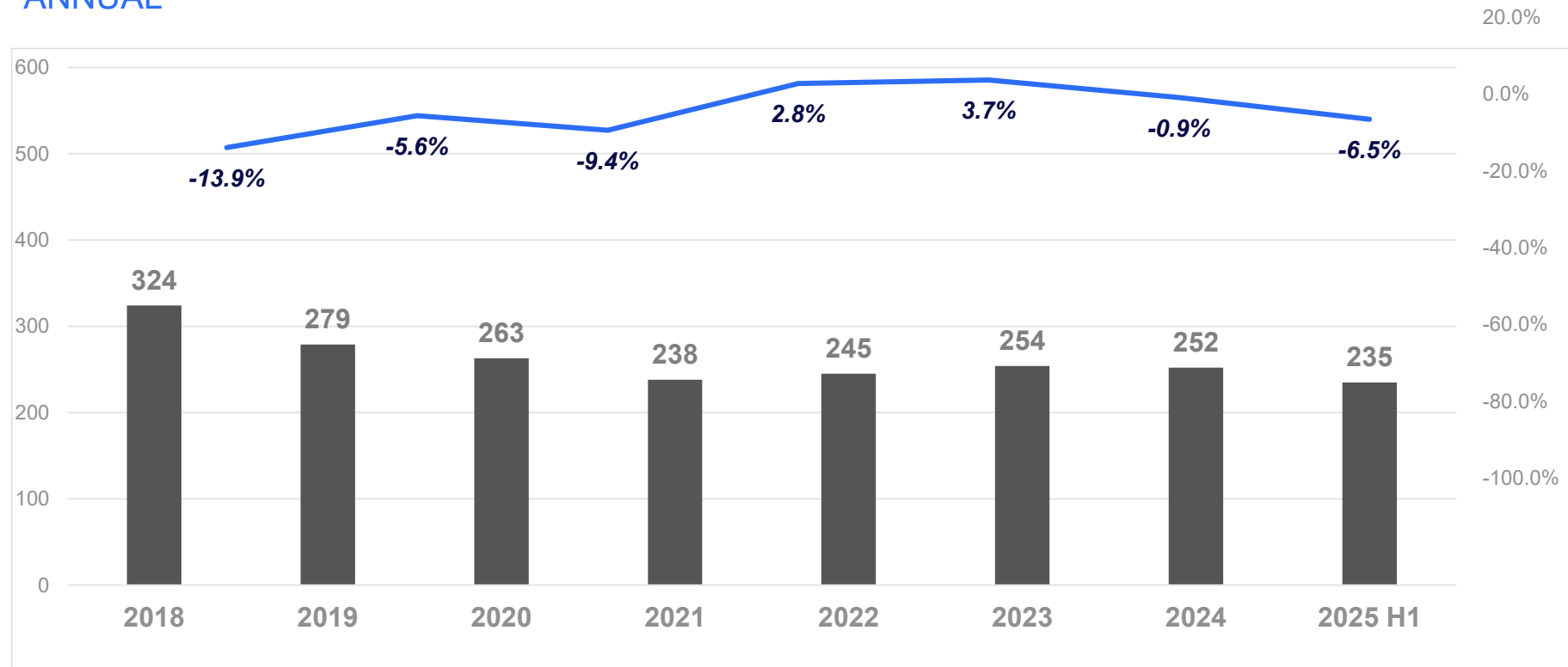


Loans taken within the year started to be reported by the 1st quarter of 2024.

Loans in foreign currency and foreign loan amount equivalents are stated in TL.

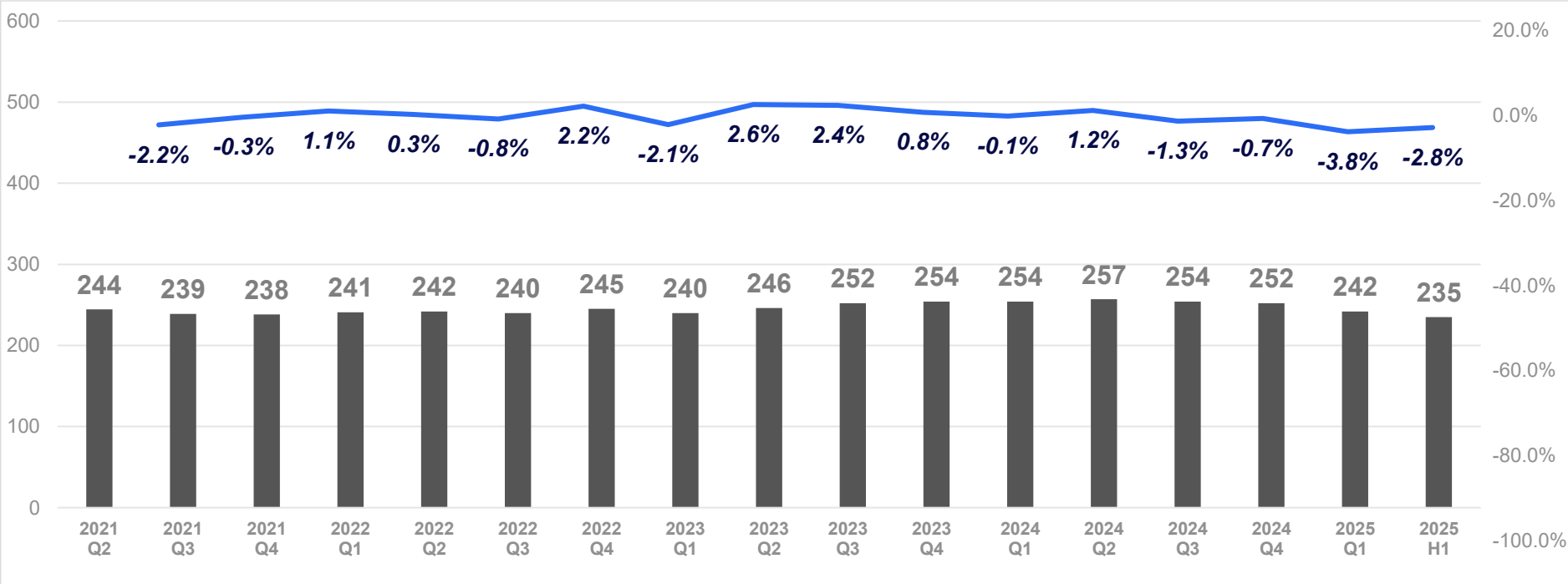
ESTIMATED GROWTH OF VEHICLE PARK OF THE SECTOR (000 UNITS)

ANNUAL



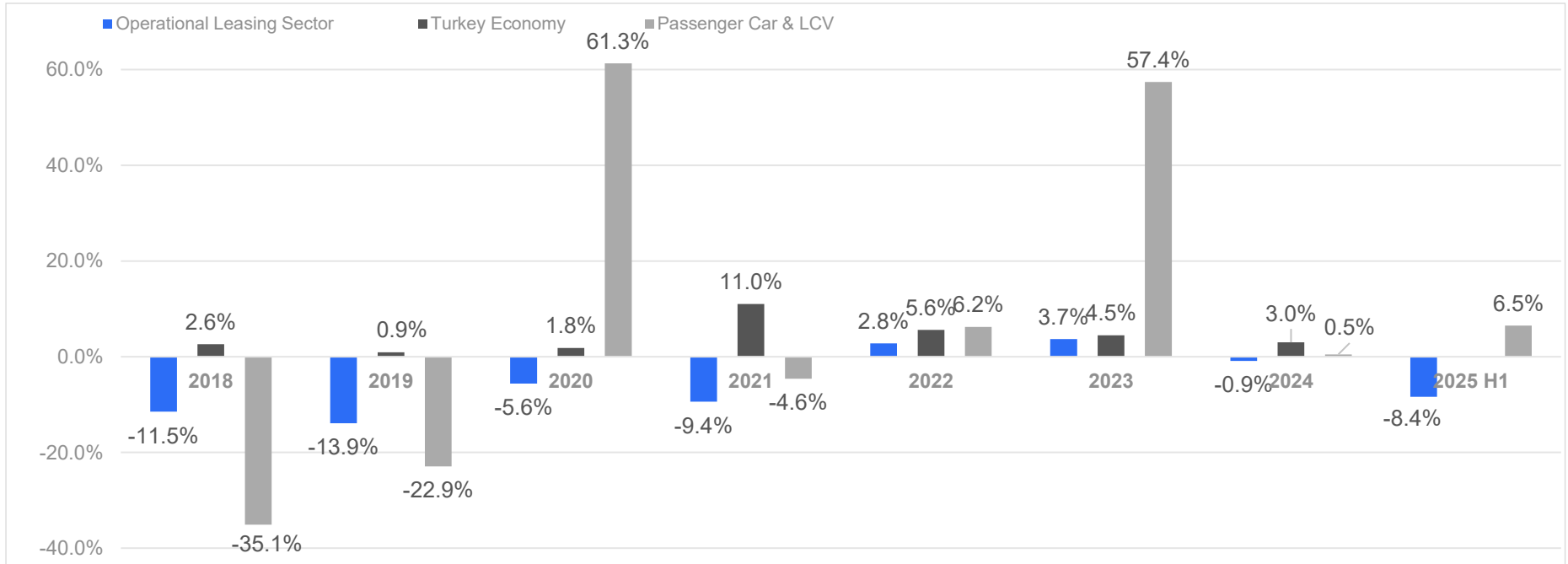
ESTIMATED GROWTH OF VEHICLE PARK OF THE SECTOR (000 UNITS)

QUARTERLY



GROWTH RATES / BENCHMARKS

Türkiye ECONOMY / AUTOMOTIVE SECTOR / OPERATIONAL LEASING SECTOR

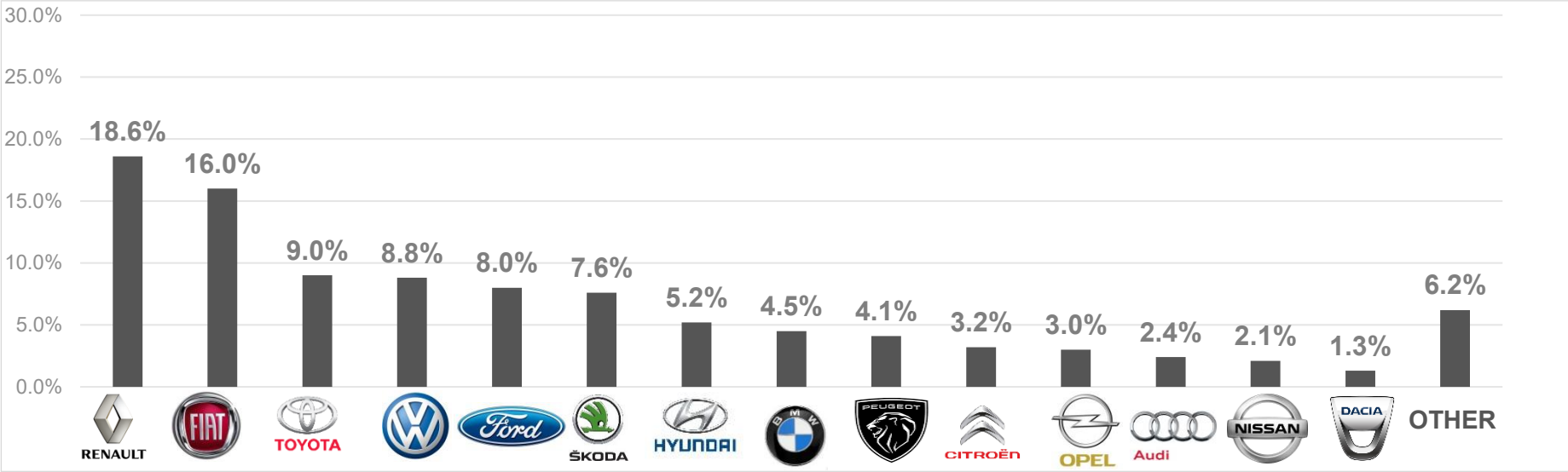


- Source : ODMD data used for passenger car & LCV sales growth. Turkish Statistical Institute (TurkStat) data used for Türkiye growth rate
- Türkiye's GDP growth rate (TUIK) for the second quarter has not yet been announced.
- 2025 Q2 is compared to 2024 Q2.

4- Vehicle Park

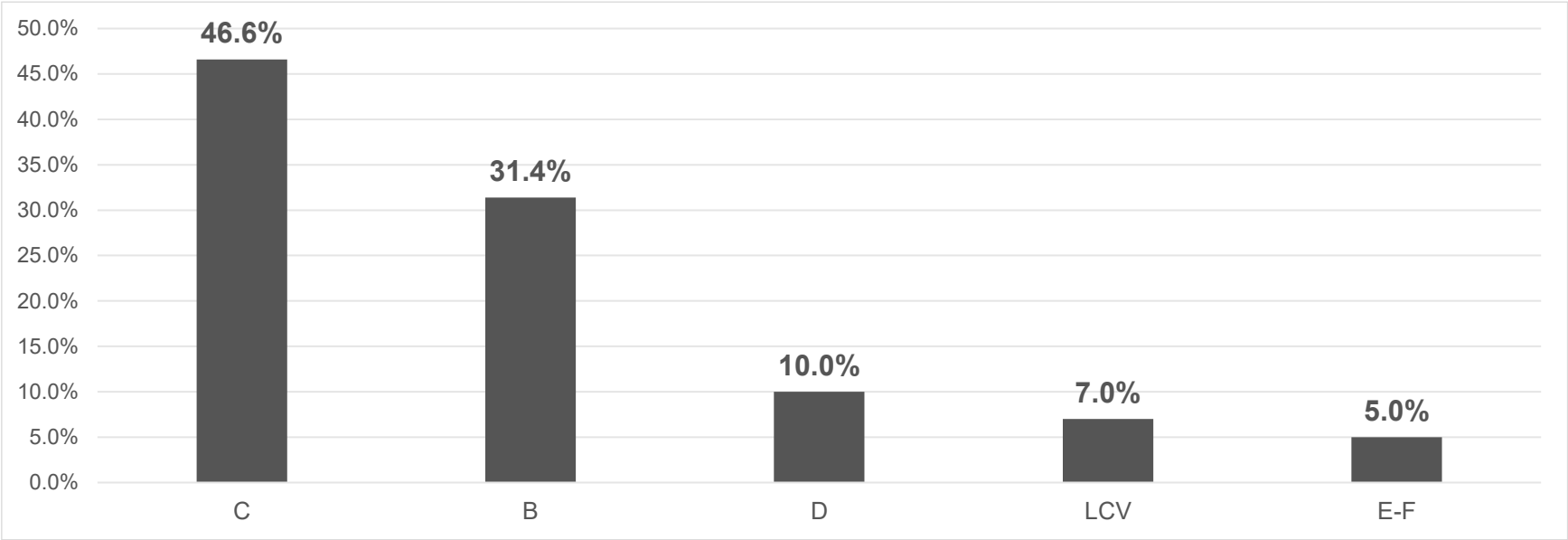
MAKE BASED DISTRIBUTION

2025 Q2



VEHICLE SEGMENTS

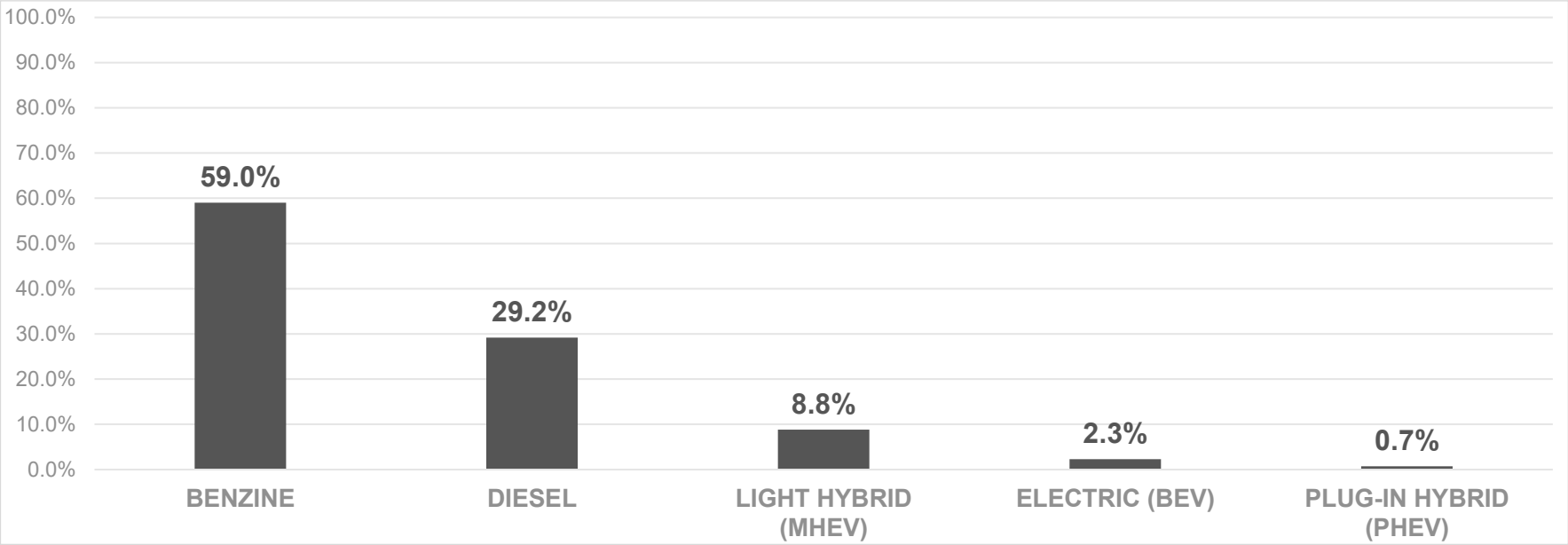
2025 Q2



**As of the 2021 Q1, SUV models are reported under the segments they belong to.*

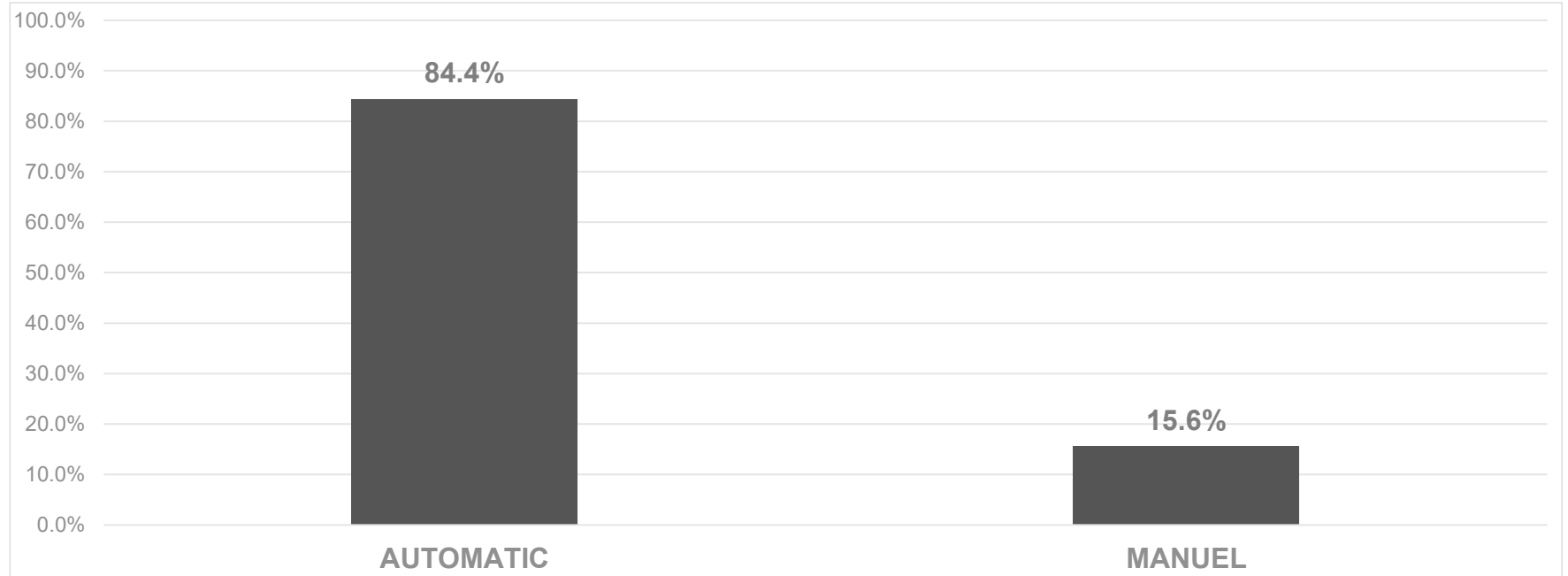
FUEL TYPE

2025 Q2



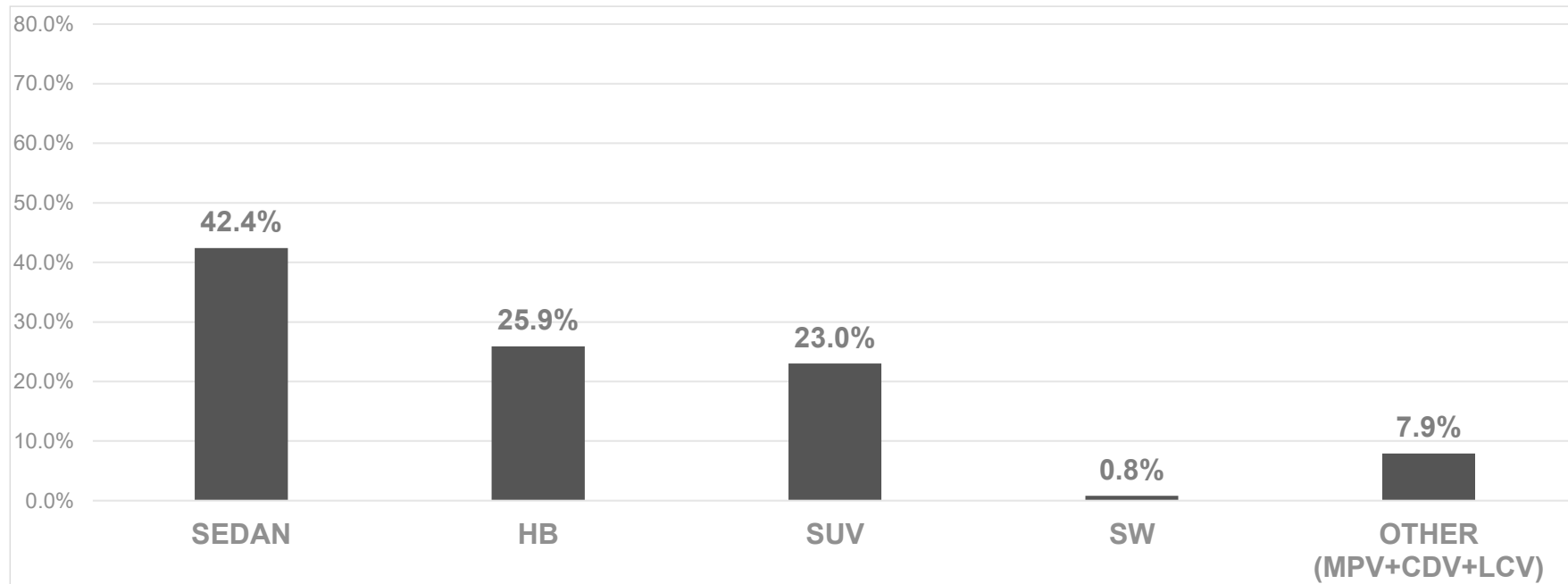
TRANSMISSION TYPE

2025 Q2



VEHICLE BODY TYPE

2025 Q2

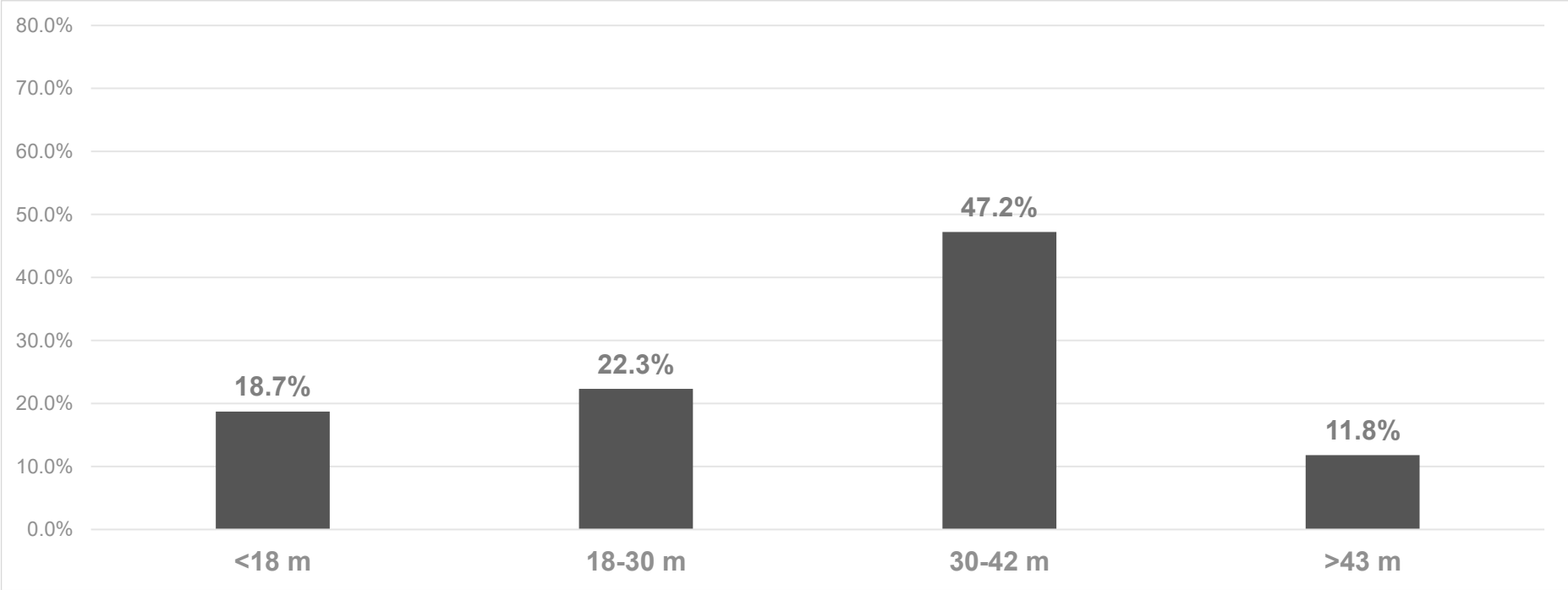


**Vehicle body type is added to questionnaire as of Q1'21*

5- Contract Structure

CONTRACT FEATURES / TERMS (MONTHS)

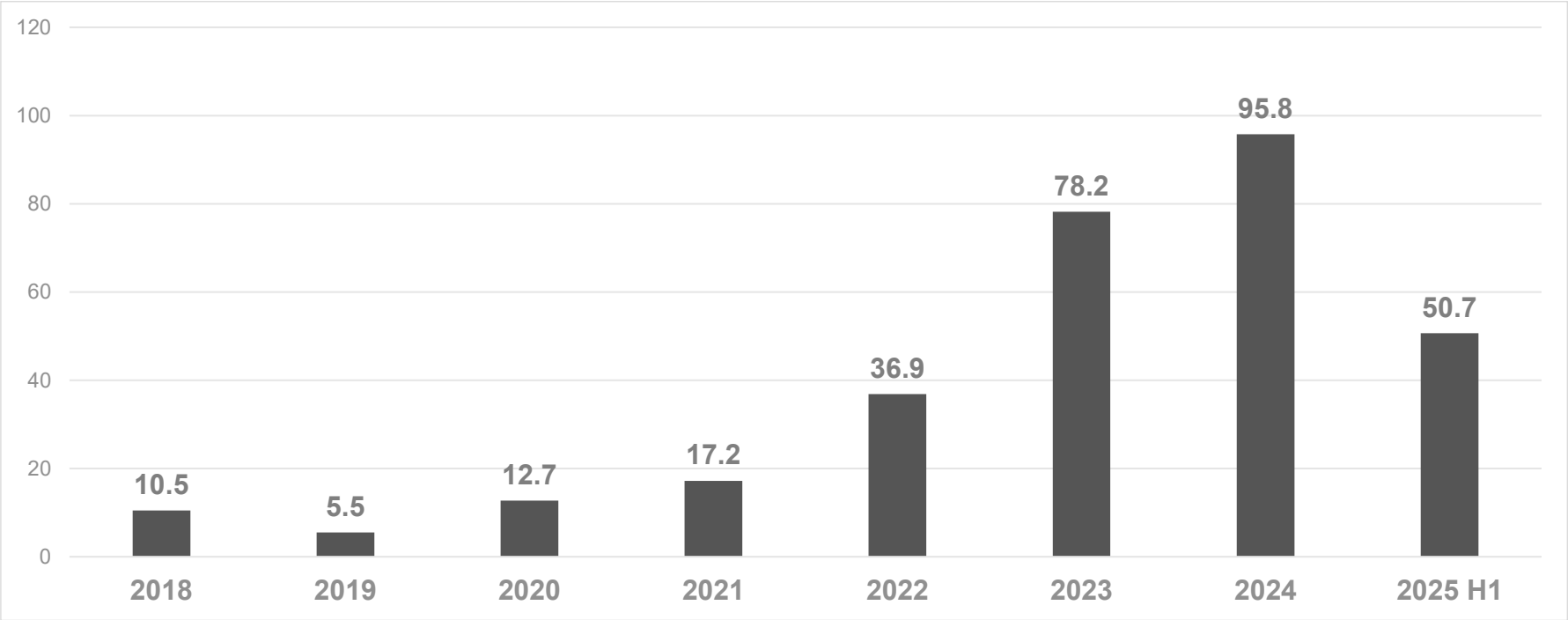
2025 Q2



6- Vehicle Investments, Purchases, Sales and Paid Taxes

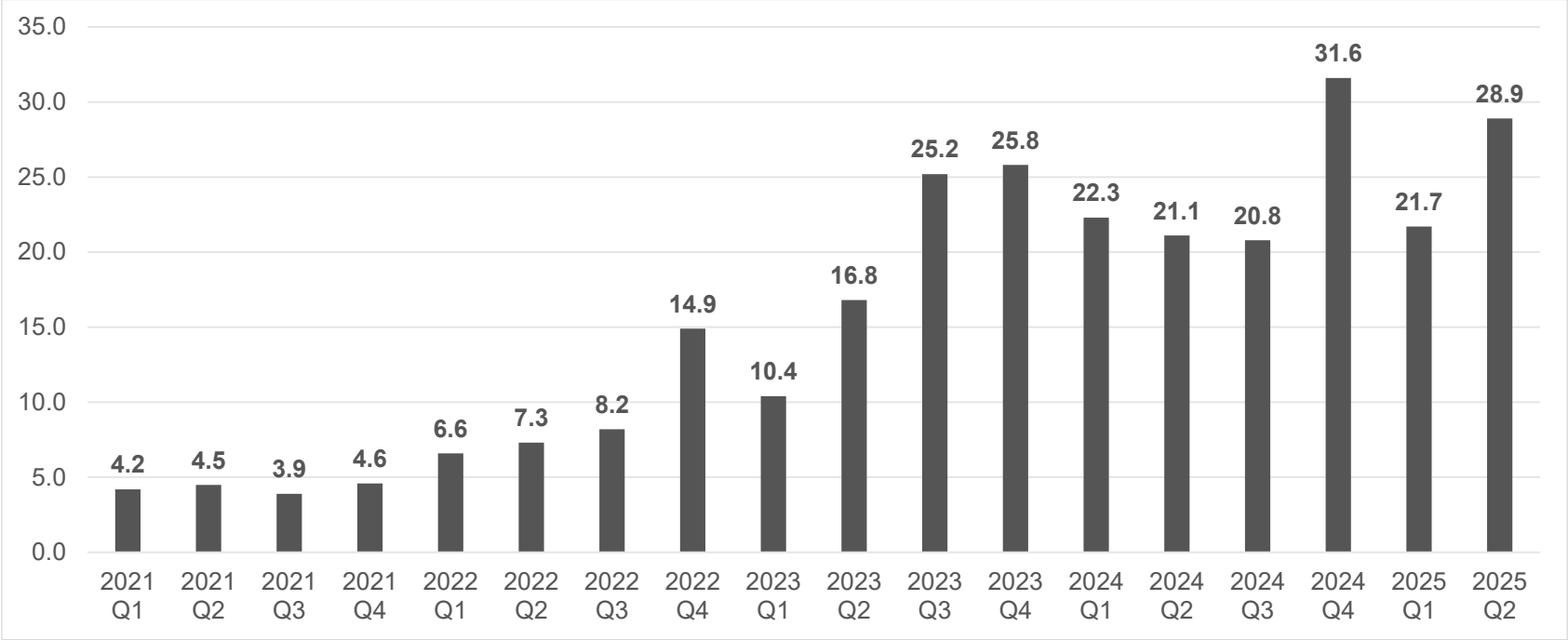
VEHICLE PURCHASES – BILLION TL

ANNUAL



VEHICLE PURCHASES – BILLION TL

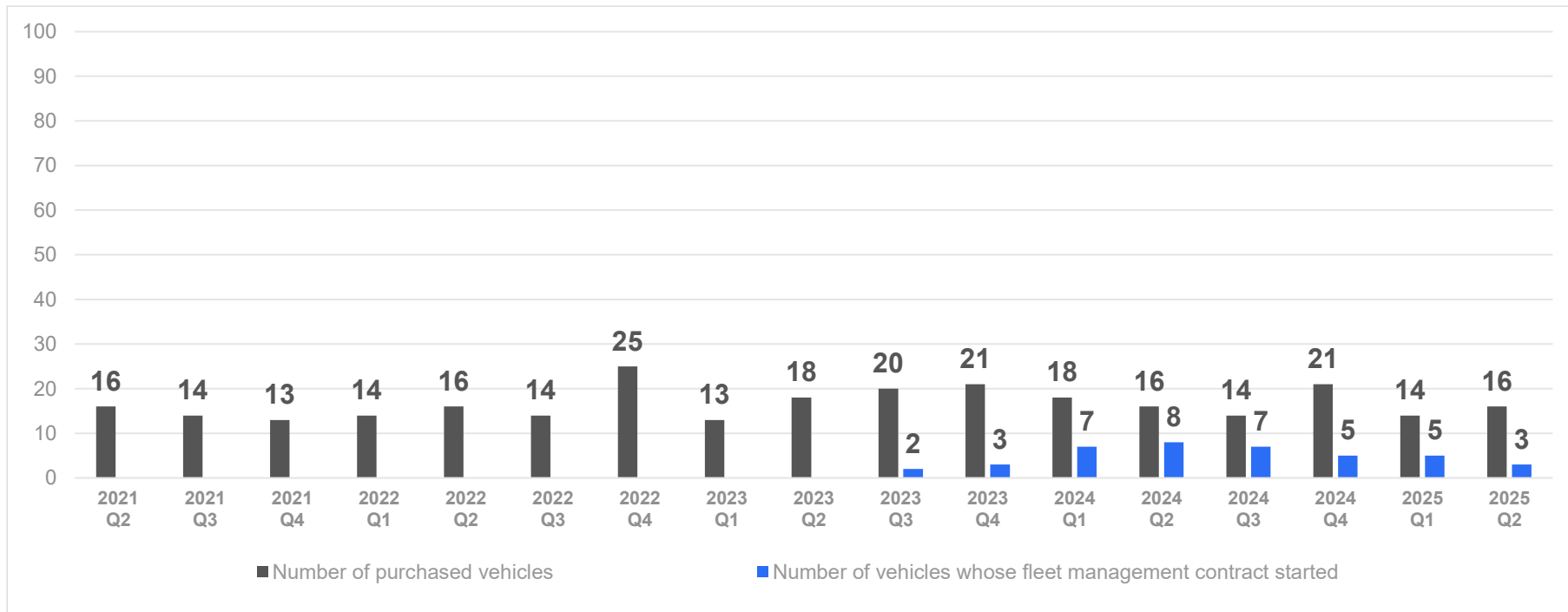
QUARTERLY



NUMBER OF PURCHASED VEHICLES & NUMBER OF VEHICLES WHOSE FLEET MANAGEMENT CONTRACT STARTED

(000 UNITS)

QUARTERLY

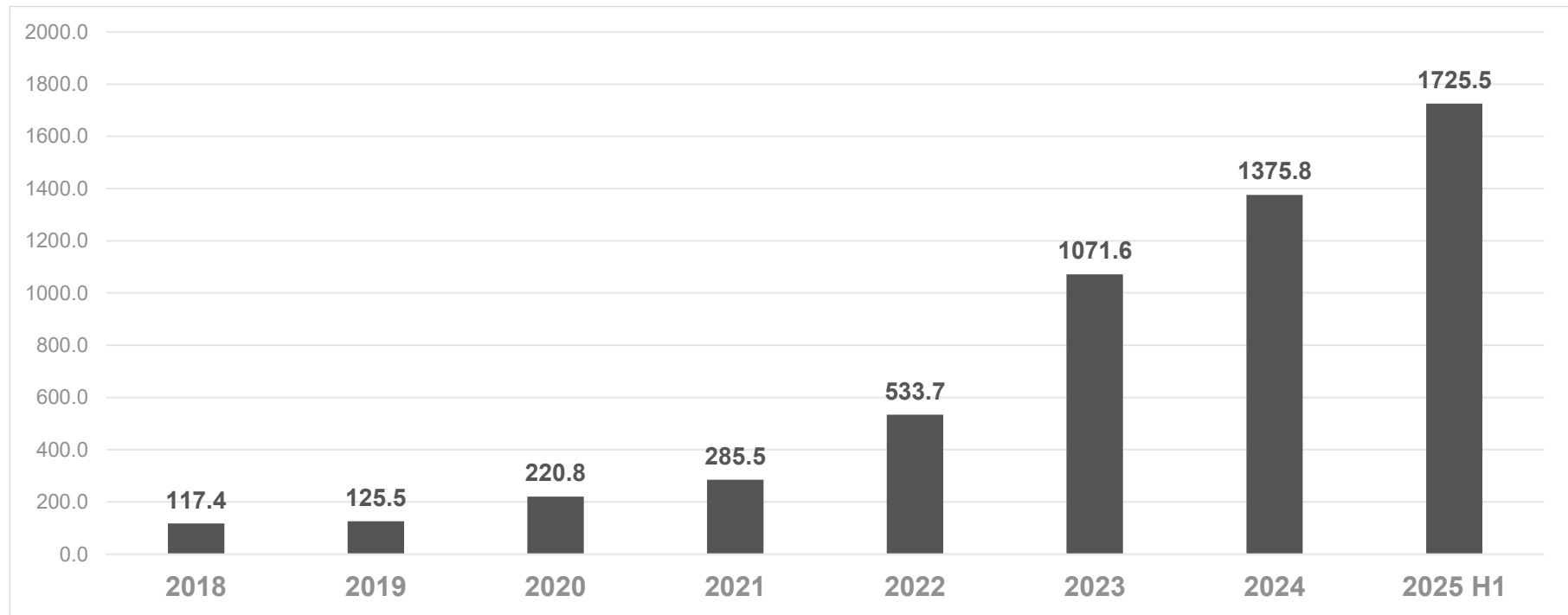


* Number of vehicles whose fleet management contract started started to be reported by the 3rd quarter 2023

SECTORS'S AVERAGE PRICE FOR PURCHASED VEHICLES

ANNUAL

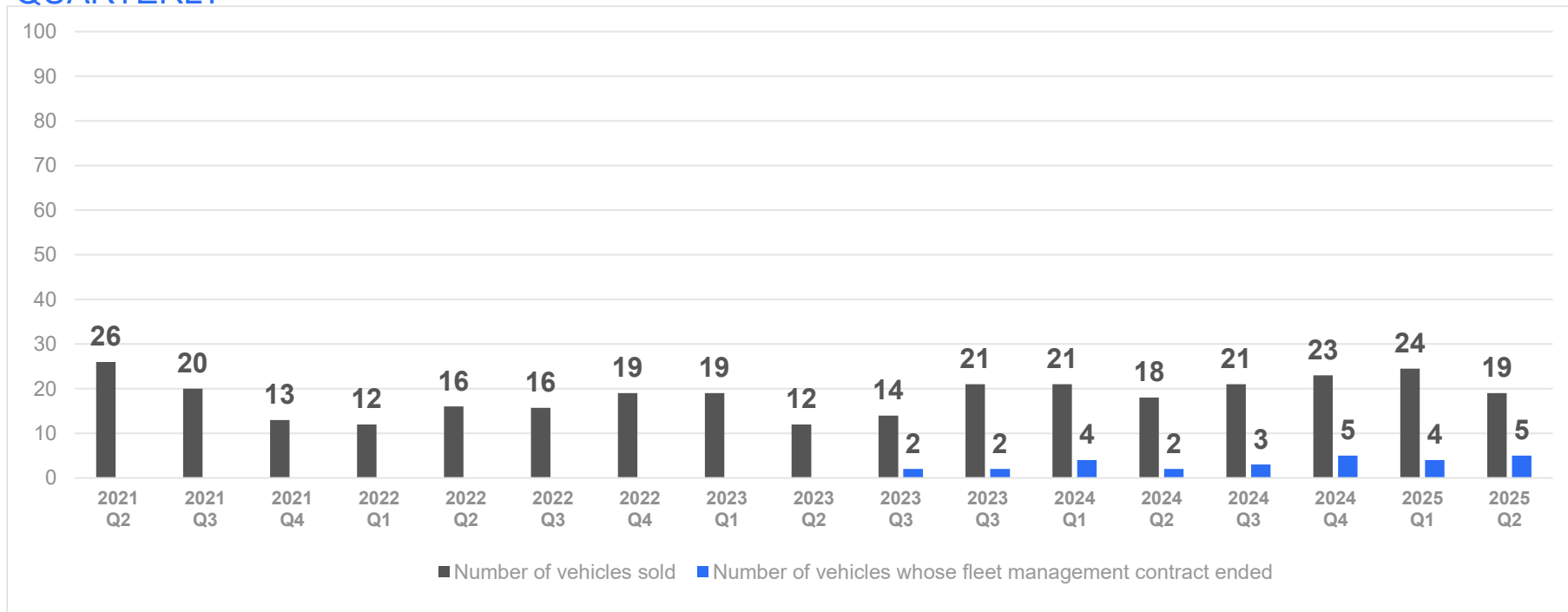
(000 TL)



NUMBER OF VEHICLES SOLD & NUMBER OF VEHICLES WHOSE FLEET MANAGEMENT CONTRACT ENDED

(000 UNITS)

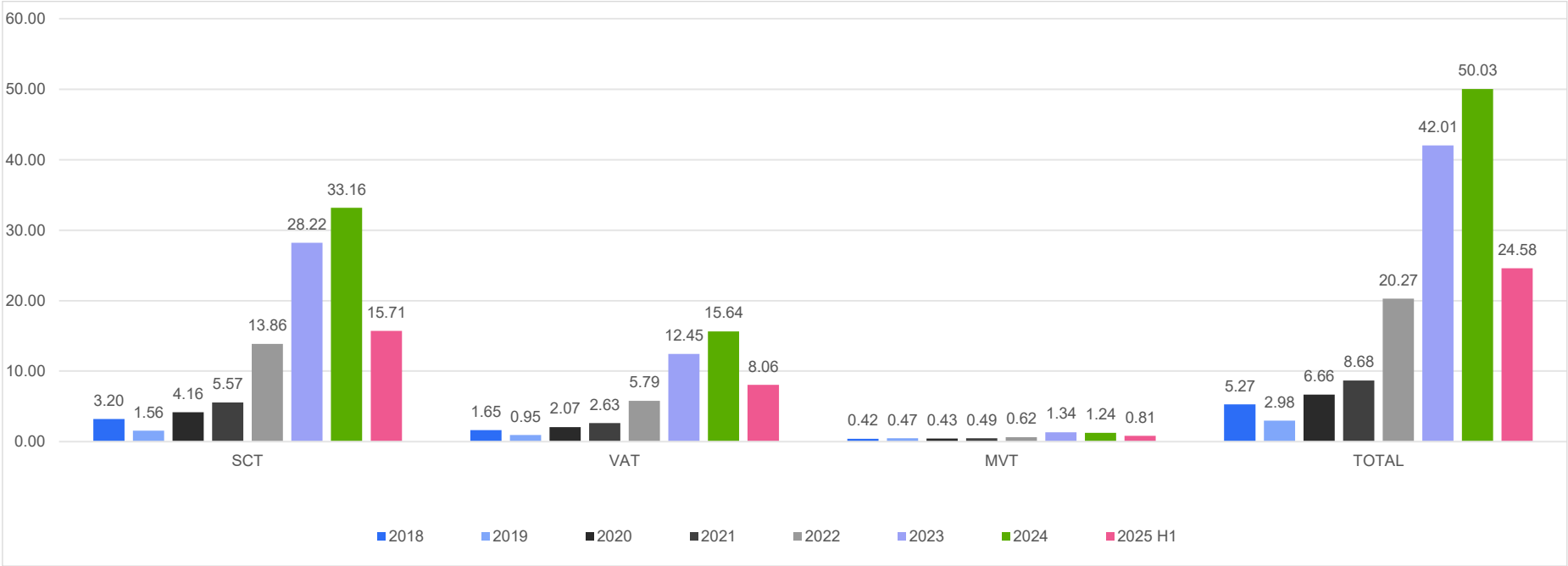
QUARTERLY



* Number of vehicles whose fleet management contract ended started to be reported by the 3rd quarter 2023

SECTOR TAX TREND

BILLION TL

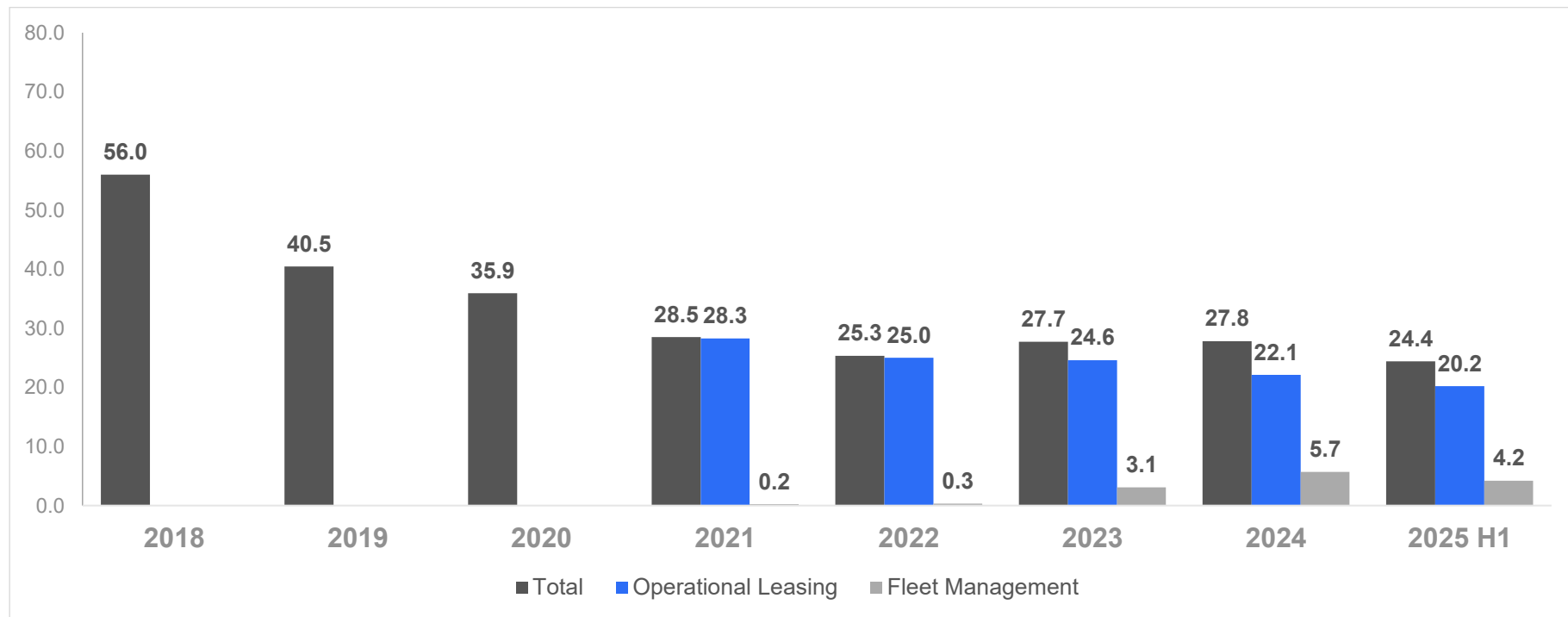


7- Number of Customers

TOTAL NUMBER OF SECTOR'S CUSTOMERS

(000 UNITS)

ANNUAL



**As of Q3 2021, the number of customers is reported separately as Operational Leasing and Fleet Management.*

TOTAL NUMBER OF SECTOR'S CUSTOMERS

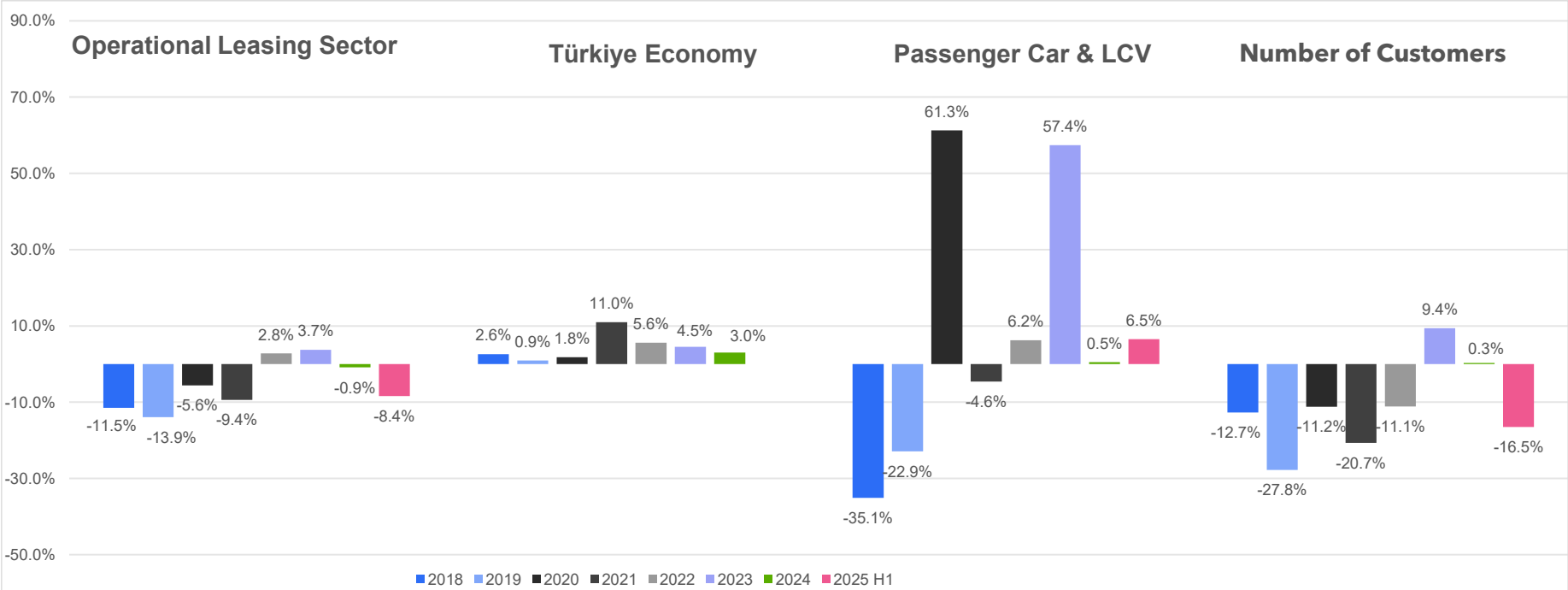
(000 UNITS)

QUARTERLY



*As of Q3 2021, the number of customers is reported separately as Operational Leasing and Fleet Management.

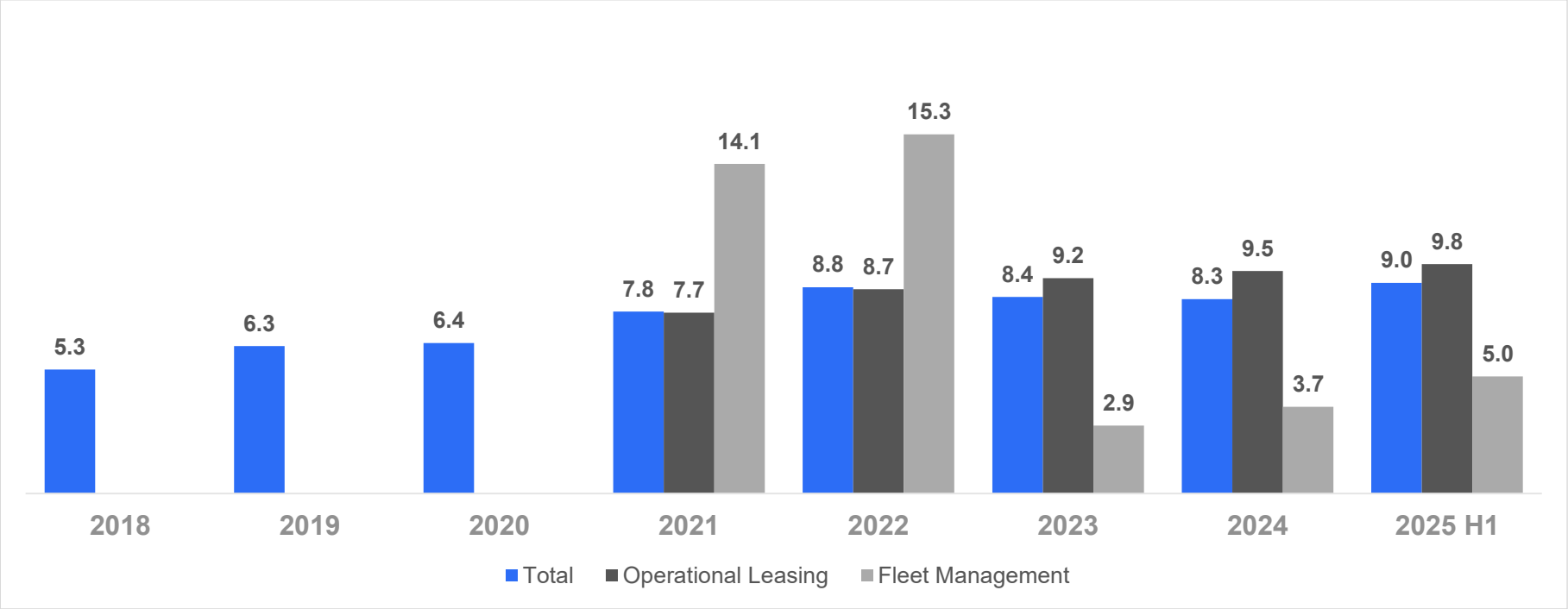
COMPARISON OF CUSTOMER NUMBER GROWTH



2025 Q2 is compared to 2024 Q2.
Türkiye's GDP growth rate (TUIK) for the second quarter has not yet been announced.

NUMBER OF VEHICLES PER CUSTOMER

ANNUAL



*As of Q3 2021, Number of Vehicles Per Customers is reported separately as Operational Leasing and Fleet Management.

Thank You

selin.boyar@nielseniq.com

