

TOKKDER

Operational Leasing Sector Report

2024 Q3



NIQ

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Number of Customers	33

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

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

*Leaseurope has 42 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
 - Make,
 - Segment,
 - Fuel type,
 - Transmission type,
 - Vehicle body type,
- ✓ Total number of customers
- ✓ Number of contracts
 - Term based
- ✓ Financial Indicators
 - Total Assets,
 - Equity,
 - Total Receivables,
 - Receivables under legal follow up,
 - NPL ratio
- ✓ Loans on the balance sheet
 - Loan in TL,
 - Loan in foreign currency,
 - Local Loans,
 - Foreign Loans
- ✓ Loans Taken Within The Year
 - Local Loan Amount,
 - Foreign Loan Amount
- ✓ Within the period;
 - # of purchased and sold vehicles
 - # of vehicles whose fleet management contract started and ended
- Vehicle investment
- Paid taxes (SCT, VAT, MVT)

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	→ %72,1

PARTICIPATING COMPANIES

AVIS filo

OTOKOÇ OTOMOTİV

ayvens

AYVENS

BORLEASE

BORLEASE

Borusan Otomotiv
Premium

BORUSAN OTOMOTİV PREMIUM KİRALAMA

BURGAN
LEASING

BURGAN FİNANSAL KİRALAMA

DenizFilo

DENİZFİLO

DRD
Filo Kiralama

DRD FİLO KİRALAMA

escar
Fleet Excellence

ESCAR FİLO KİRALAMA

Garanti BBVA
Filo

GARANTİ BBVA FİLO

Hedef Filo

HEDEF FİLO

Lider Filo
ARAÇ KİRALAMA

LİDER FİLO

OTO
PLAN

OTO PLAN OPERASYONEL TAŞIT KİRALAMA

PORT FİLO

PORT FİLO

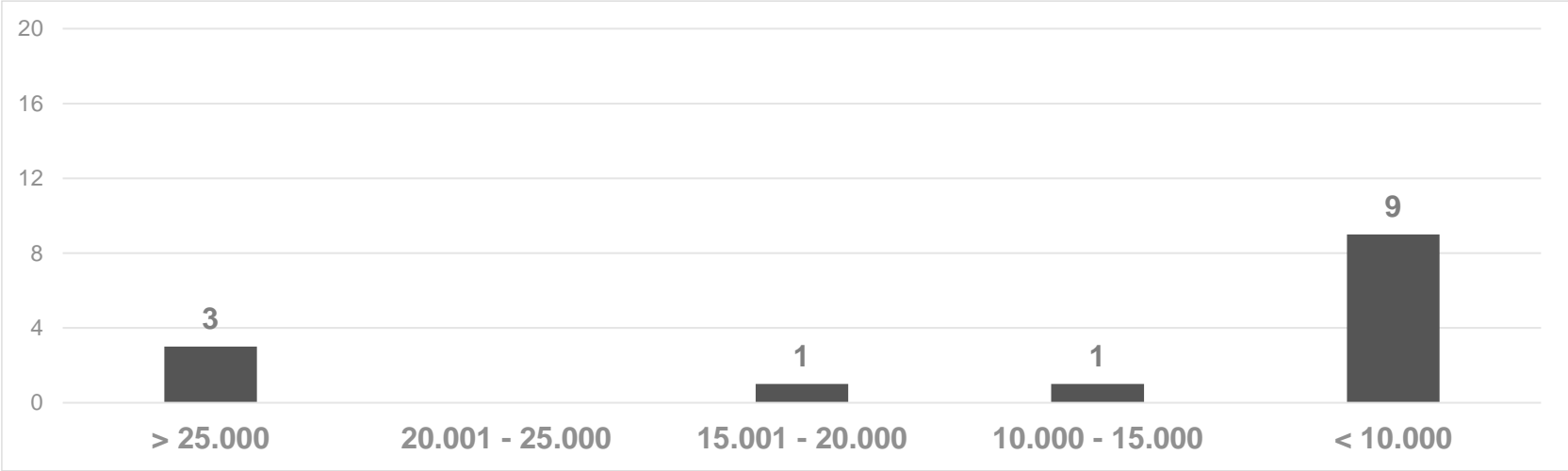
TEB ARVAL

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

2024 Q3



3- Summary

PARTICIPANTS AND SECTOR ESTIMATES

2024 Q3

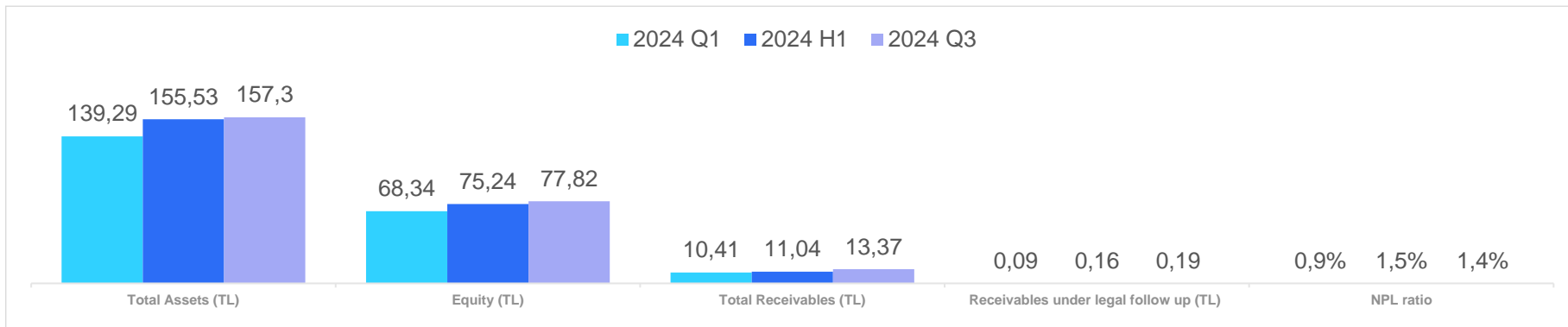
	Participants	Sector Estimates
Total Number of Vehicles (000)	183,0	253,5
# of Purchased Vehicles (000)	34,8	48,3
# of Vehicles Whose Fleet Management Contract Started (000)	15,4	21,3
# of Sold Vehicles (000)	43,9	60,9
# of Vehicles Whose Fleet Management Contract Ended (000)	6,7	9,2
# of Customers (000)	20,1	27,8
Amount of Purchased Vehicles (Bn TL)	46,3	64,2
Tax Paid (Bn TL) VAT+MVT+SCT	24,9	34,5
Sum of Actives (Bn TL)	157,3	217,8

Items representing the status as of the end of the period (2024 Q3) : Total Number of Vehicles, # of Customers, Sum of Actives

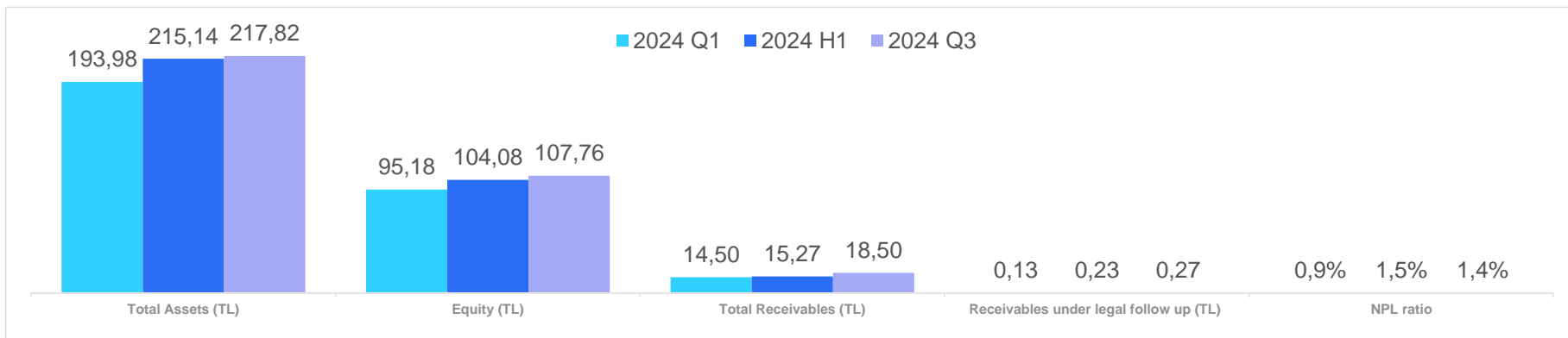
Items representing January – September 2024 period: # of Purchased Vehicles, # of Vehicles Whose Fleet Management Contract Started, # of Sold Vehicles , # of Vehicles Whose Fleet Management Contract Ended, Amount of Purchased Vehicles, Tax Paid

Financial Indicators (Billion TL)

Participants



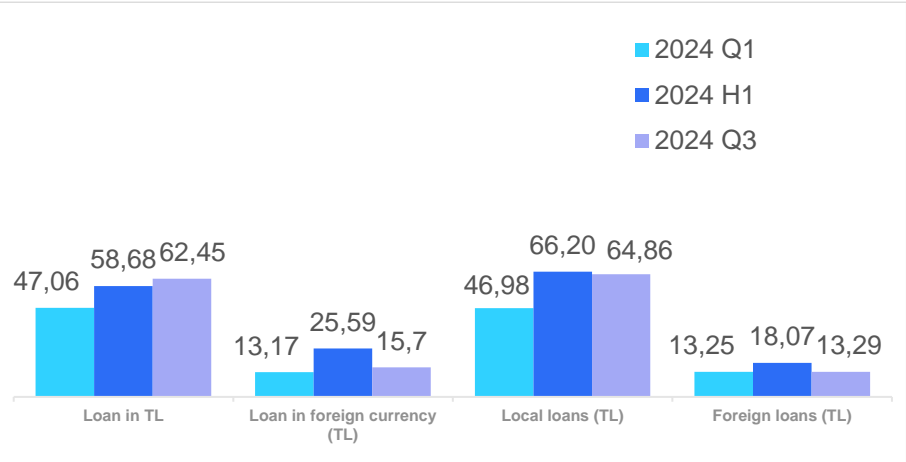
Sector Estimates



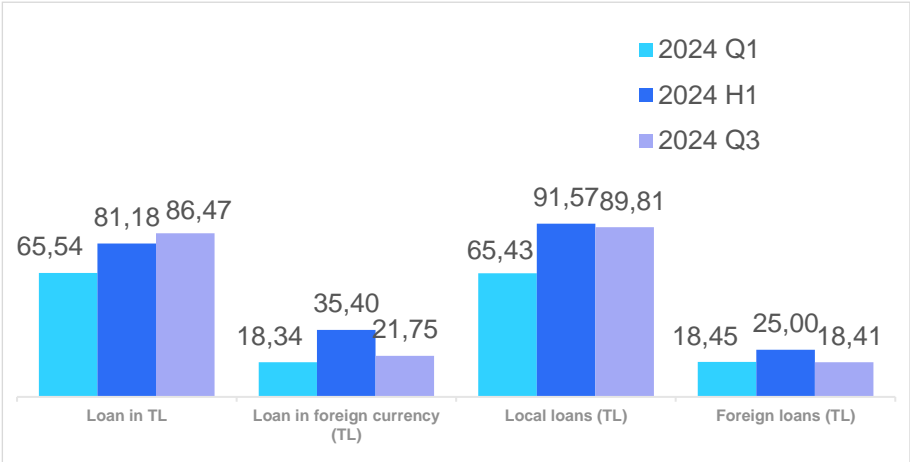
Financial indicators started to be reported by the 1st quarter of 2024.

Loans On The Balance Sheet (Billion TL)

Participants



Sector Estimates

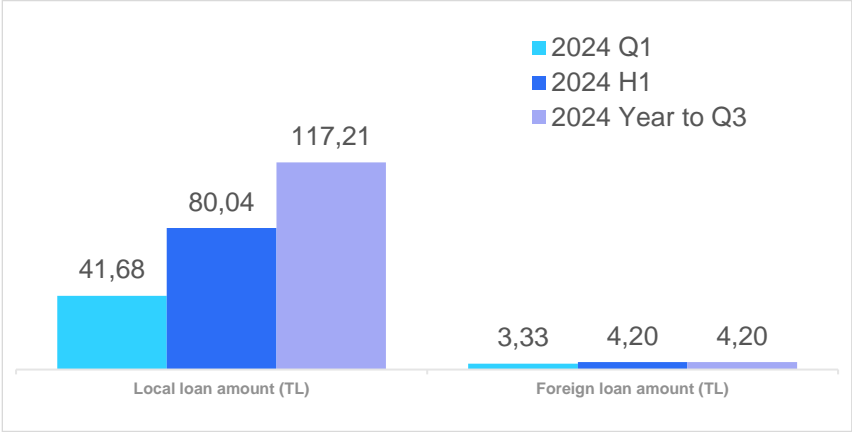


Loans on the balance sheet started to be reported by the 1st quarter of 2024.

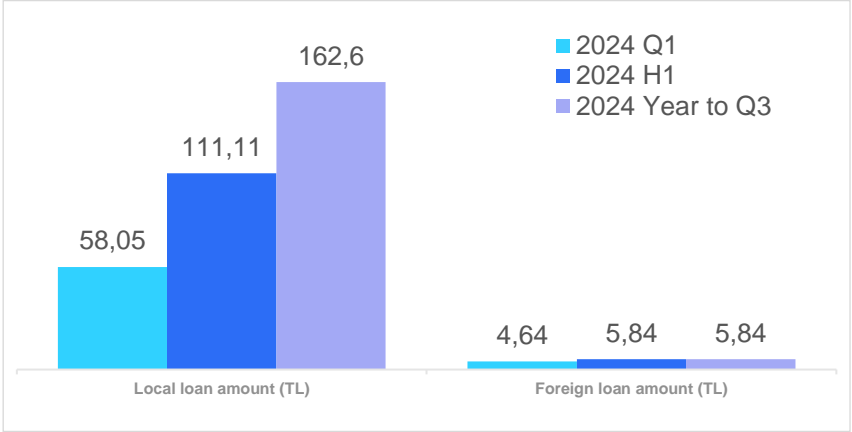
Loans in foreign currency and foreign loan amount equivalents are stated in TL.

Loans Taken Within The Year (Billion TL)

Participants



Sector Estimates

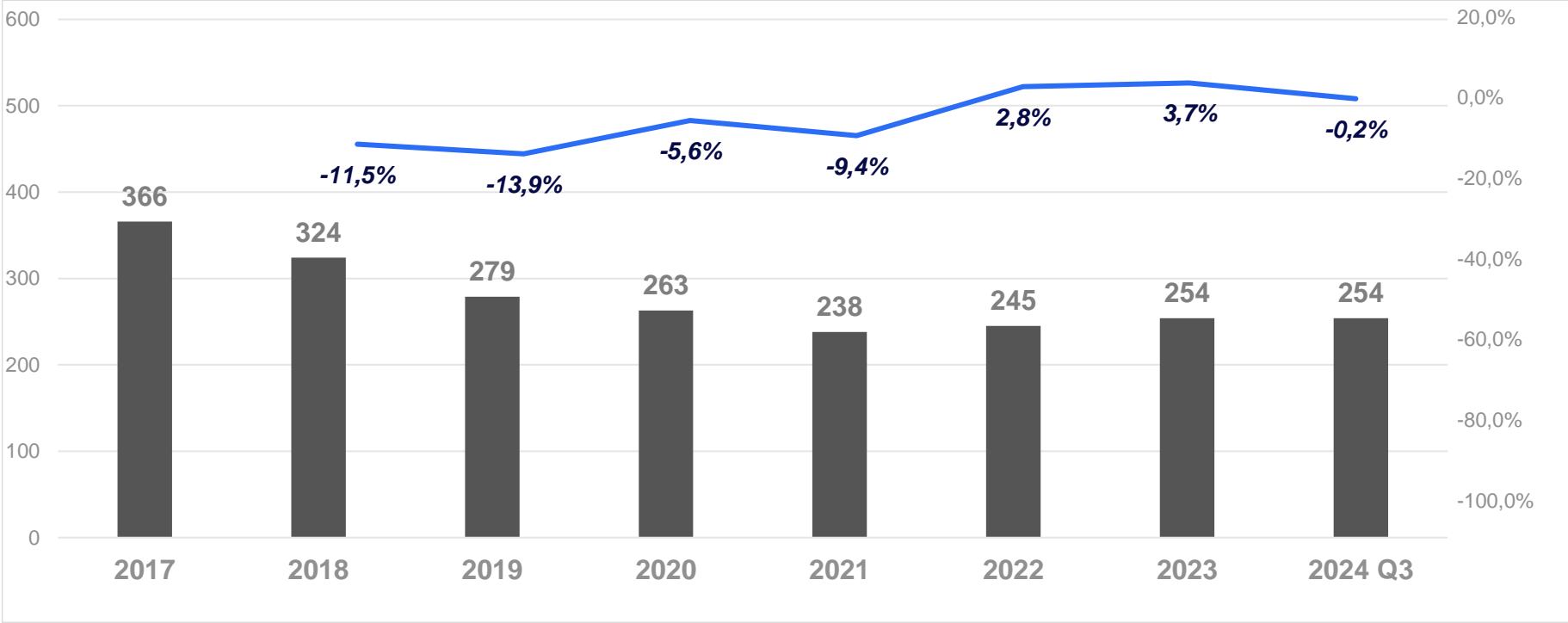


Loans taken within the year started to be reported by the 1st quarter of 2024.

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

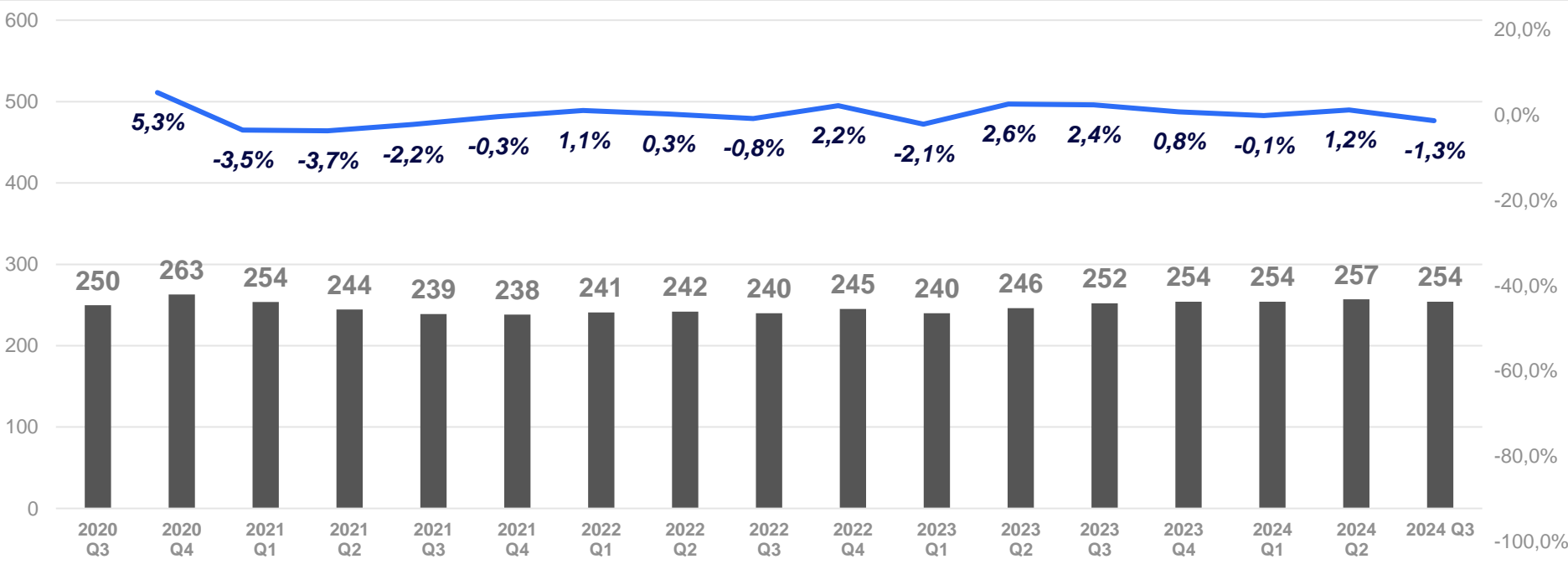
ESTIMATED GROWTH OF VEHICLE PARK OF THE SECTOR (000)

ANNUAL



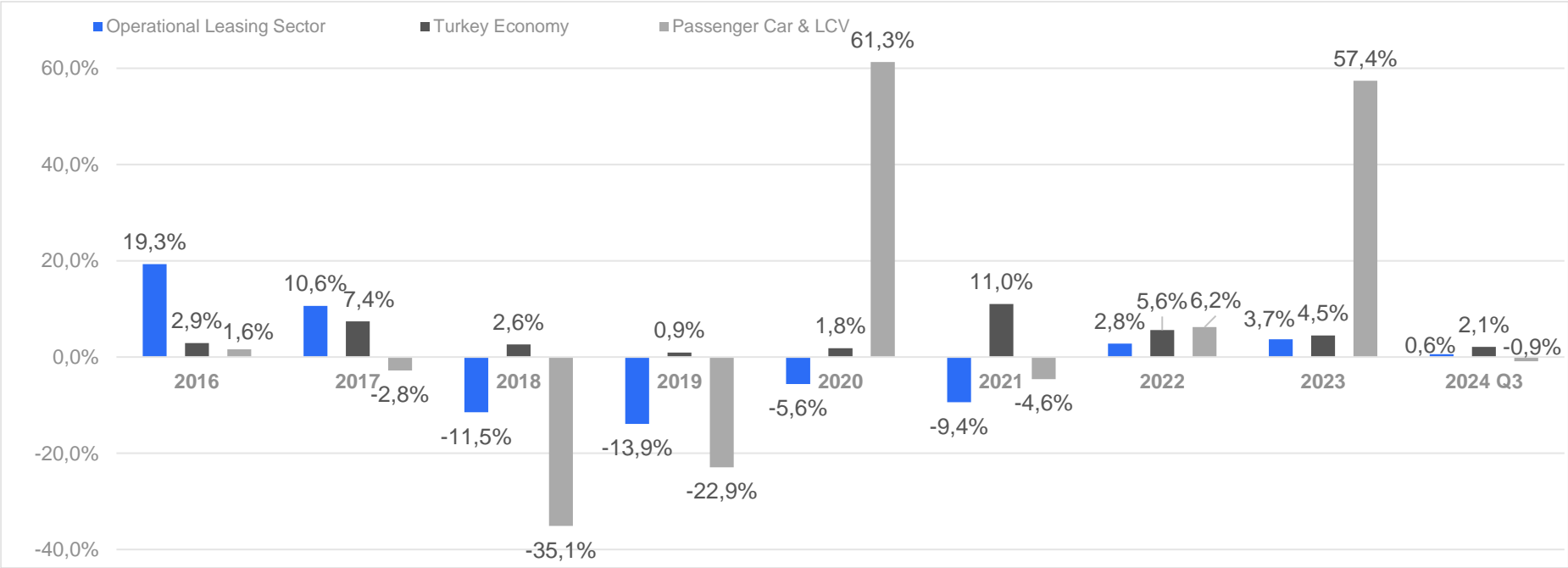
ESTIMATED GROWTH OF VEHICLE PARK OF THE SECTOR (000)

QUARTERLY



GROWTH RATES / BENCHMARKS

TURKEY ECONOMY / AUTOMOTIVE SECTOR / OPERATIONAL LEASING SECTOR

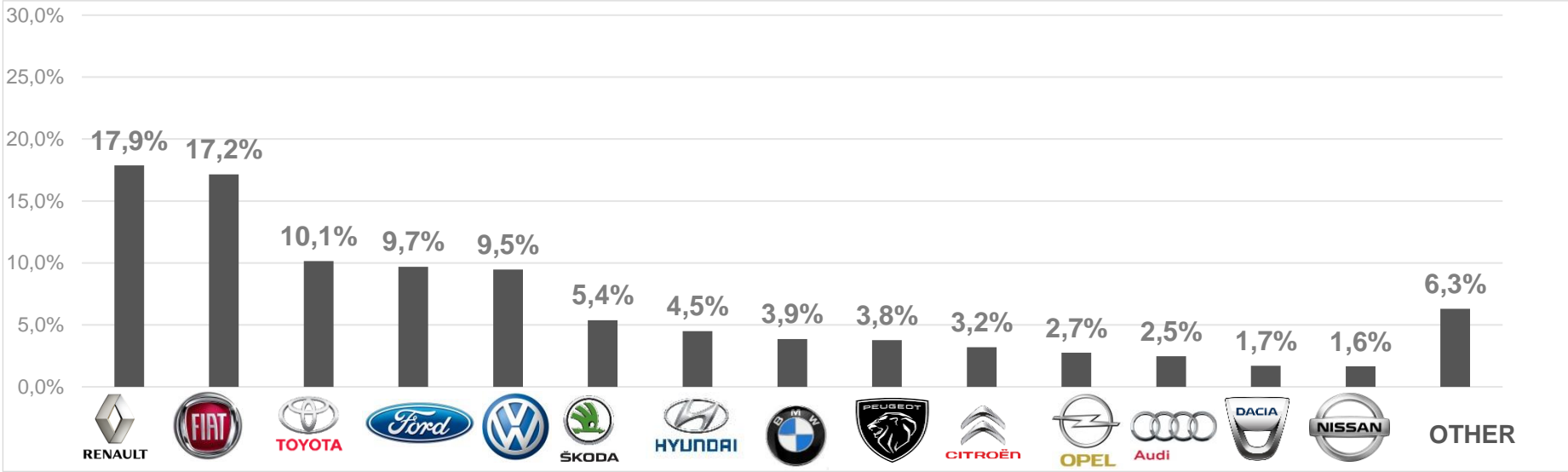


- Source : ODMD data used for passenger car & LCV sales growth. Turkish Statistical Institute (TurkStat) data used for Turkey growth rate
- 2024 Q3 is compared to 2023 Q3.

4- Vehicle Park

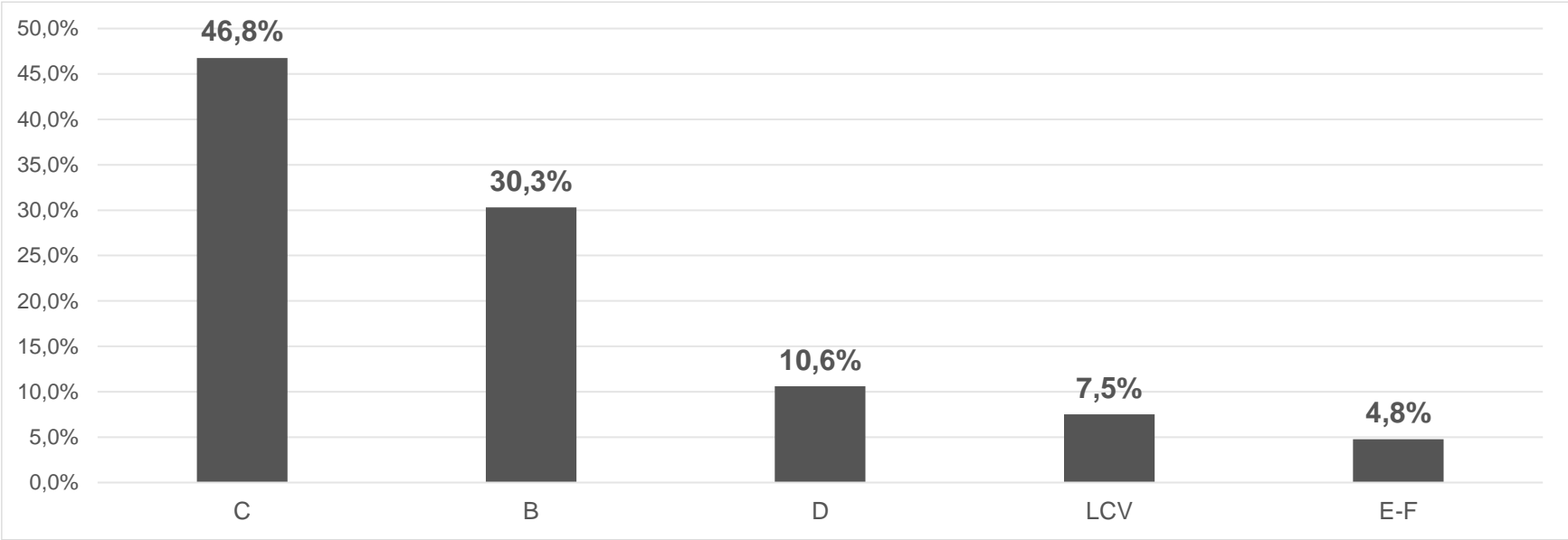
MAKE BASED DISTRIBUTION

2024 Q3



VEHICLE SEGMENTS

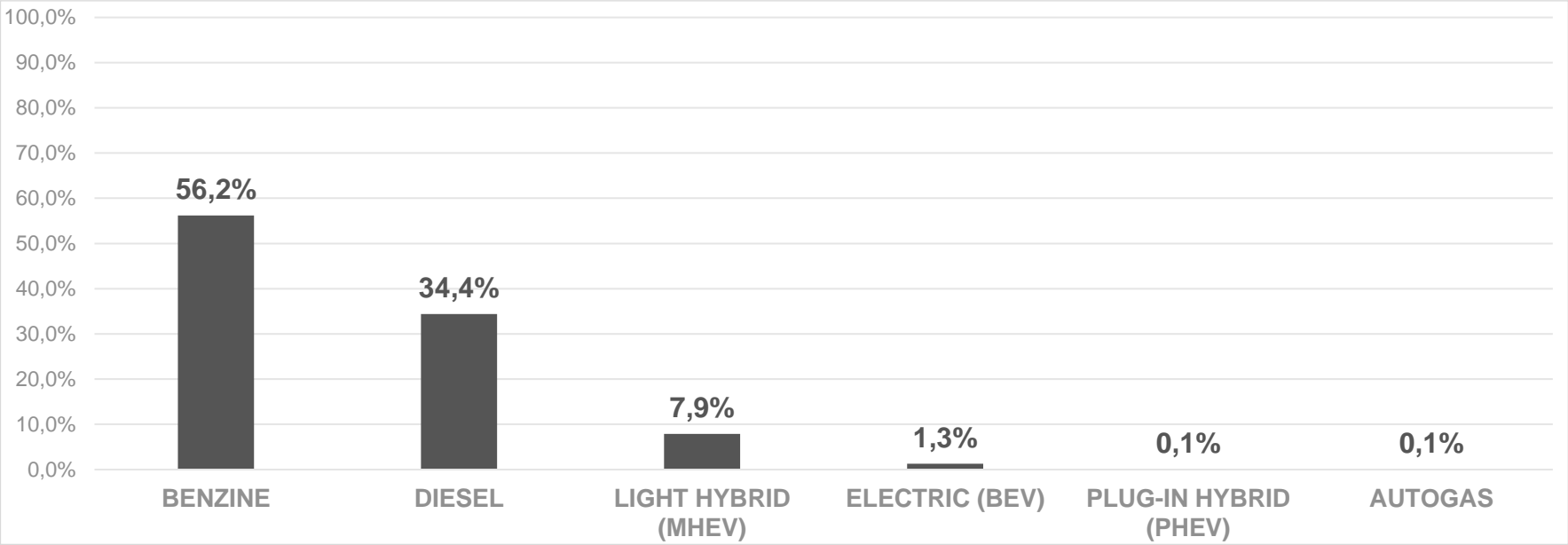
2024 Q3



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

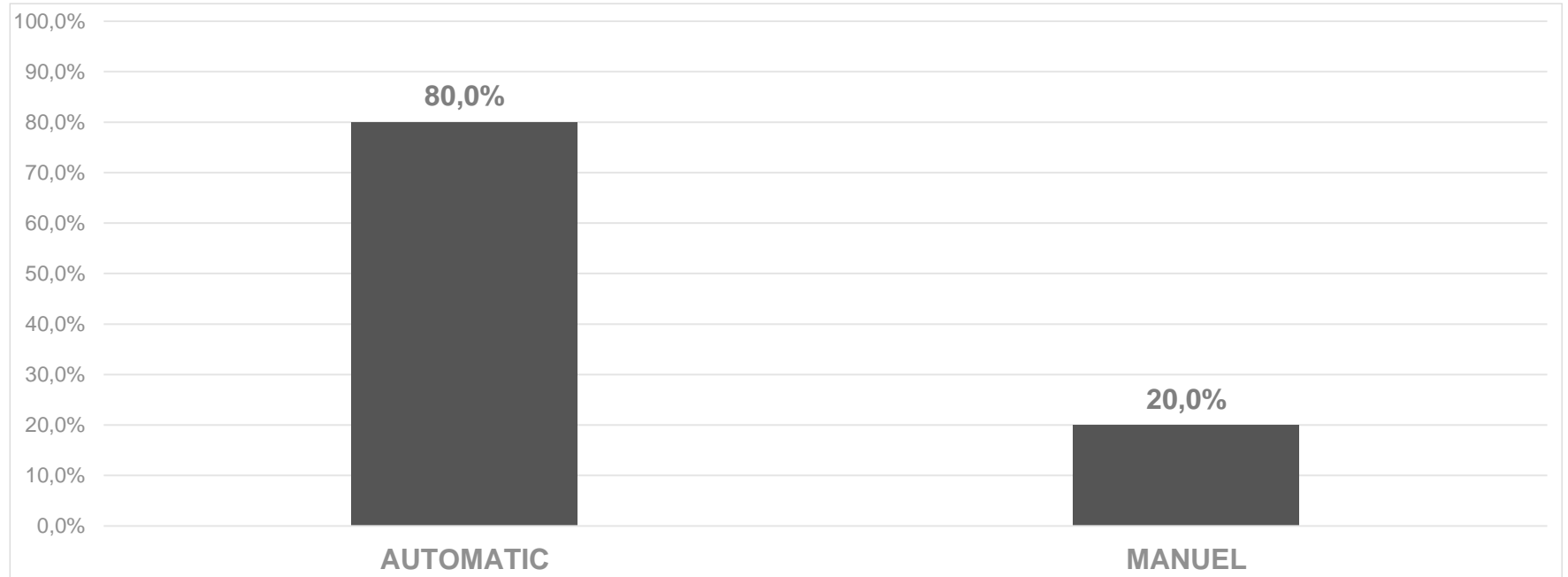
FUEL TYPE

2024 Q3



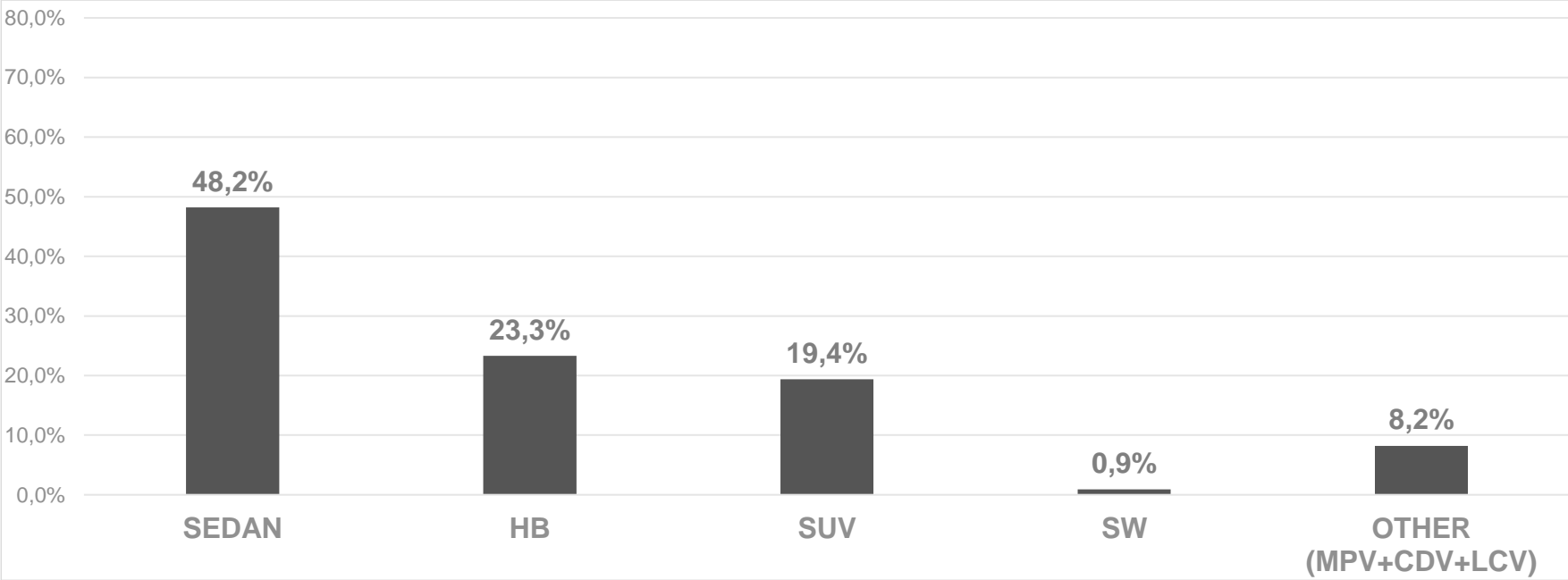
TRANSMISSION TYPE

2024 Q3



VEHICLE BODY TYPE

2024 Q3

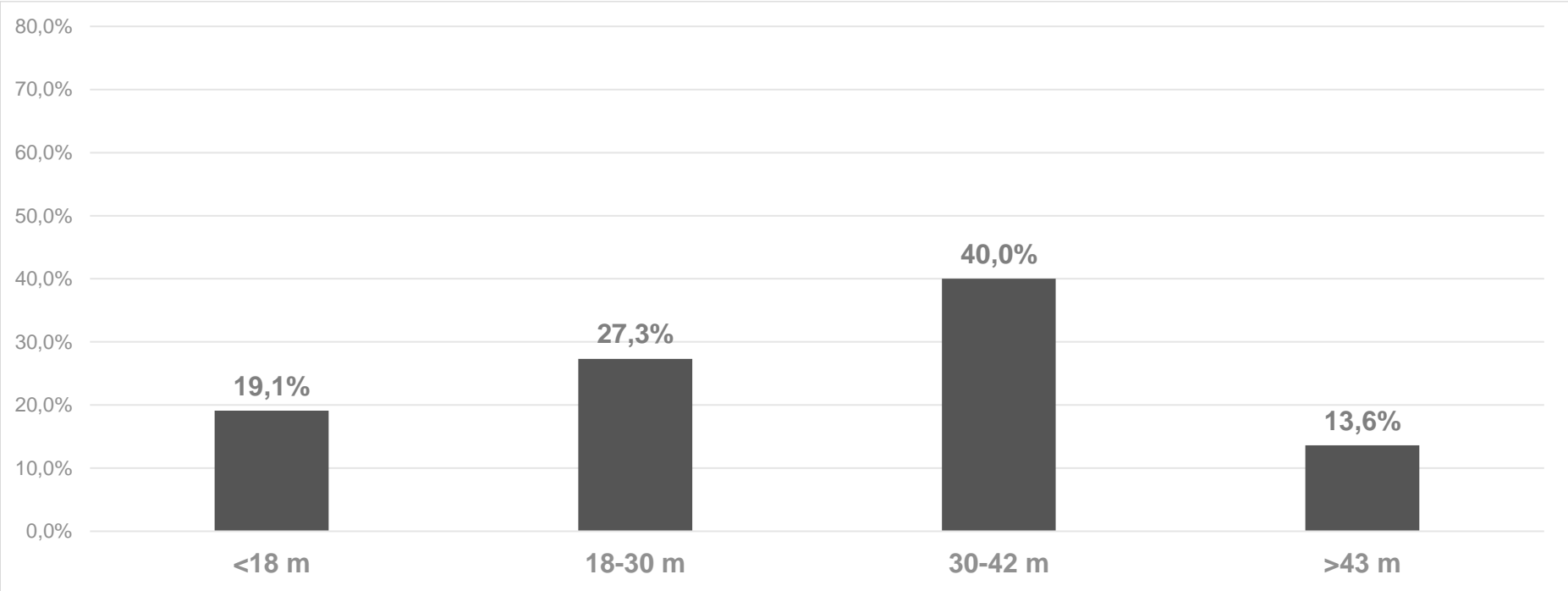


*Vehicle body type is added to questionnaire as of Q1'21

5- Contract Structure

CONTRACT FEATURES / TERMS (MONTHS)

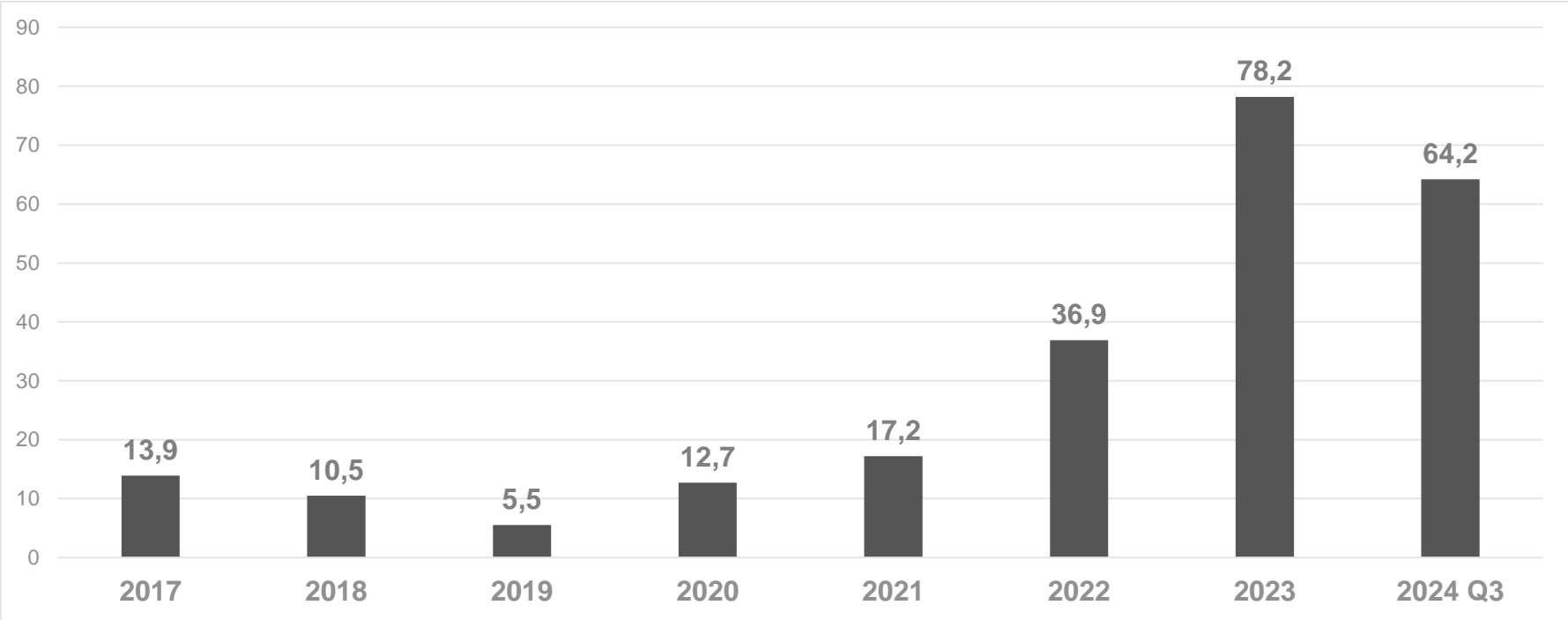
2024 Q3



6- Vehicle Investments, Purchases, Sales and Paid Taxes

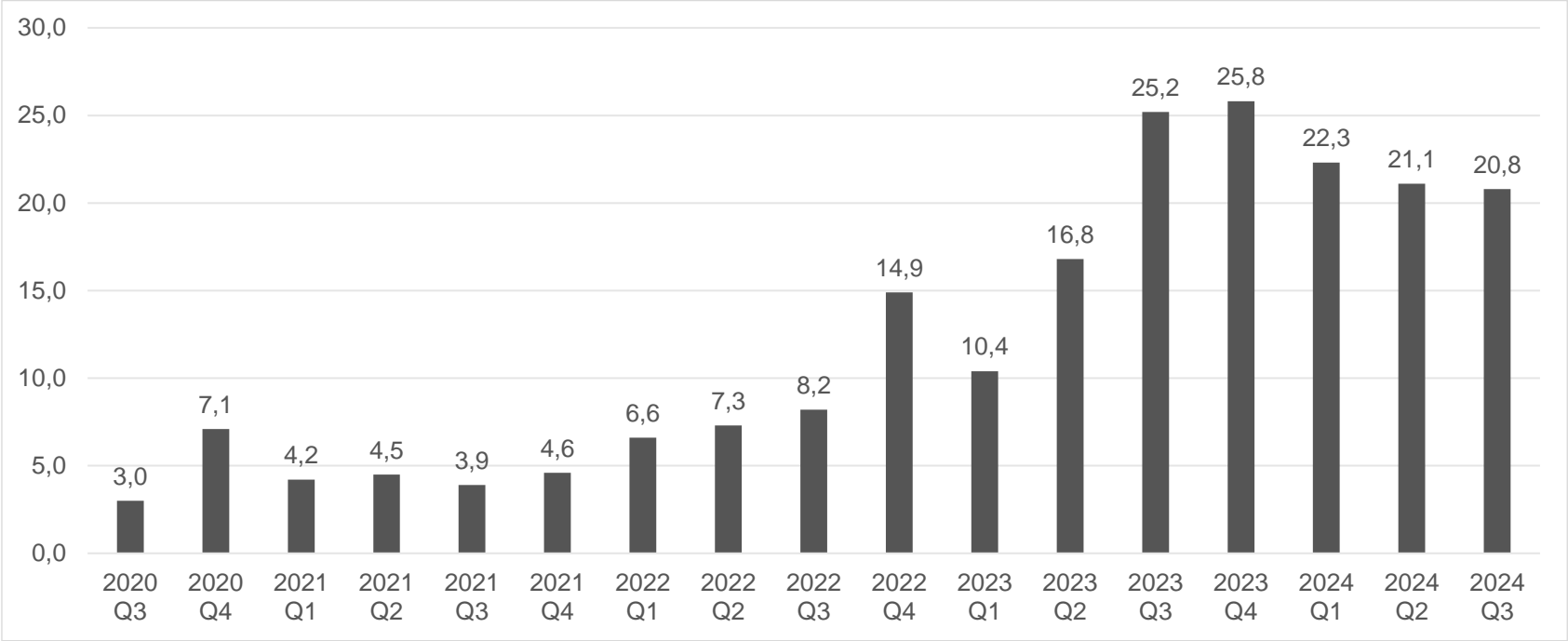
VEHICLE PURCHASES – BILLION TL

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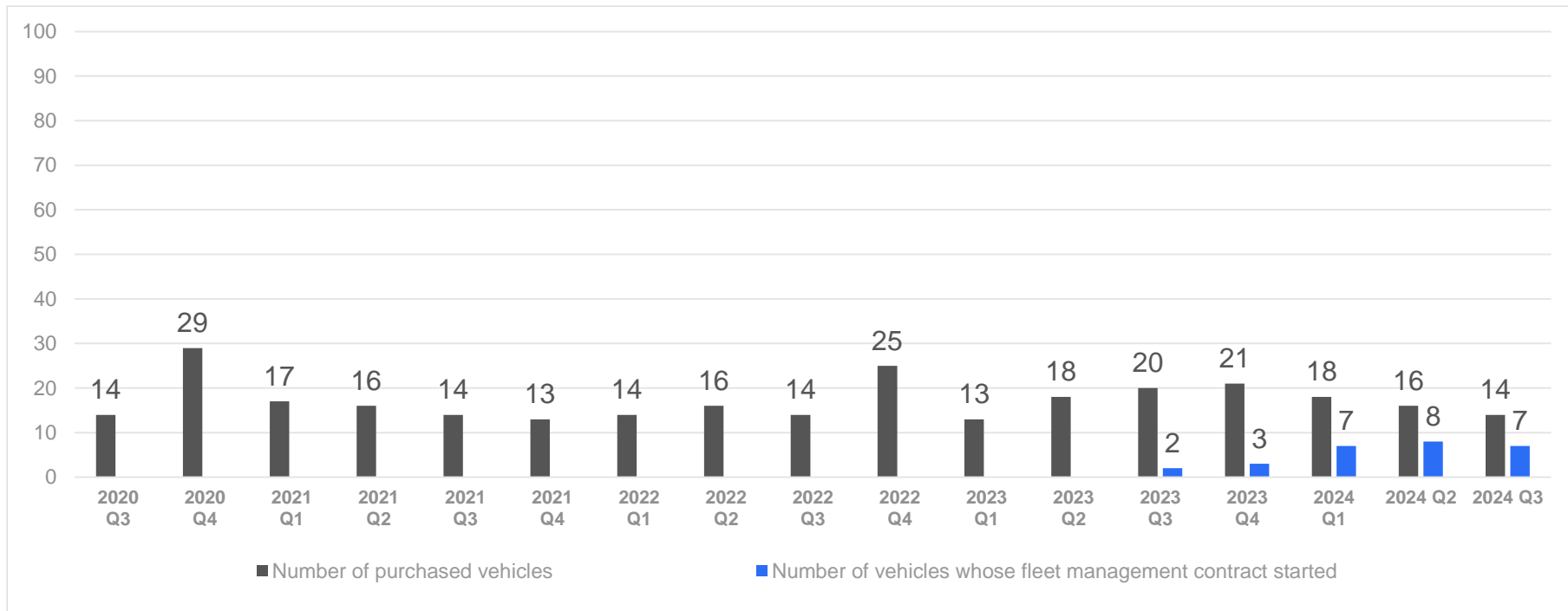
VEHICLE PURCHASES – BILLION TL

QUARTERLY



NUMBER OF PURCHASED VEHICLES & NUMBER OF VEHICLES WHOSE FLEET MANAGEMENT CONTRACT STARTED – (000)

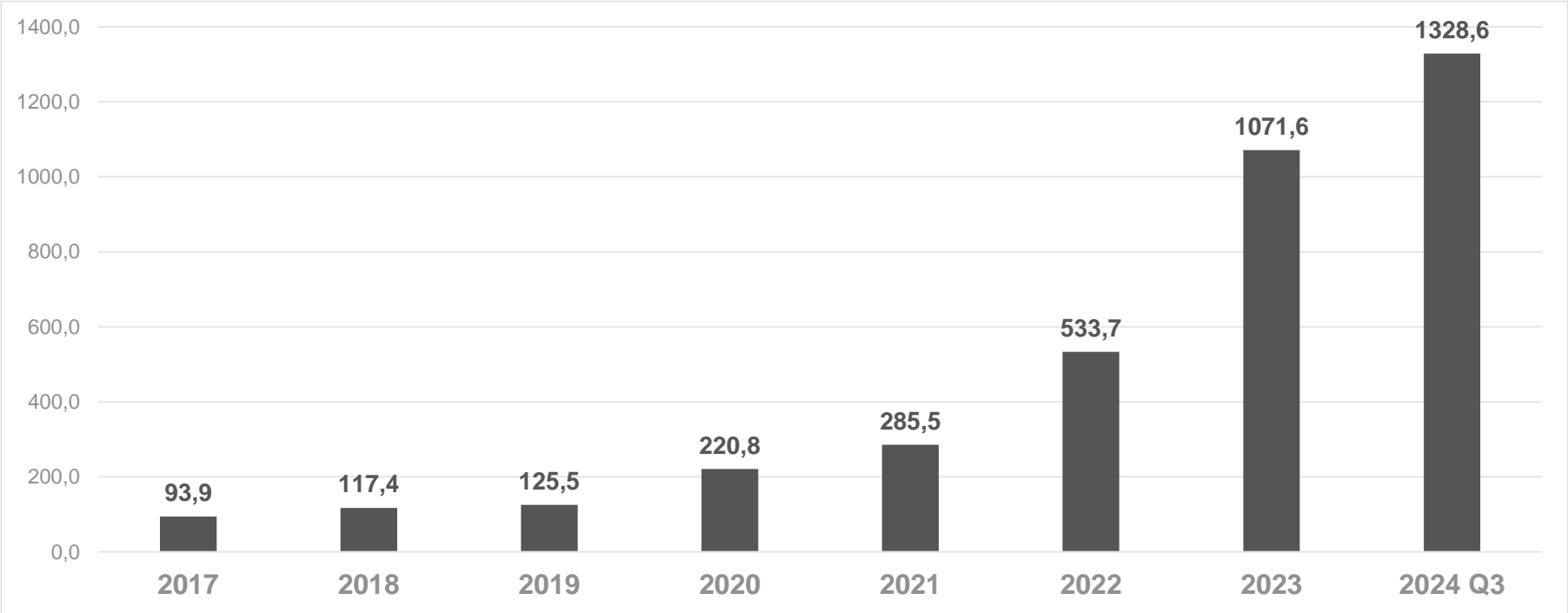
QUARTERLY



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

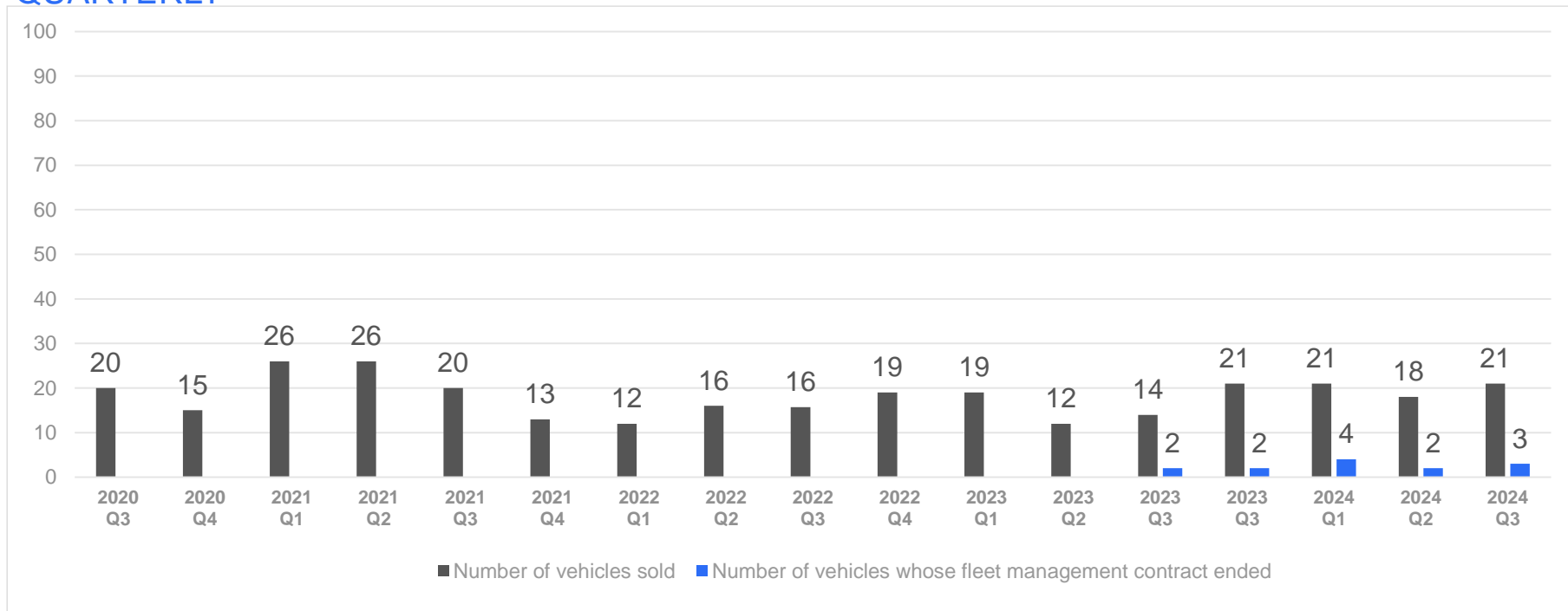
AVERAGE PRICE FOR PURCHASED VEHICLES - 000 TL

ANNUAL



NUMBER OF VEHICLES SOLD & NUMBER OF VEHICLES WHOSE FLEET MANAGEMENT CONTRACT ENDED (000)

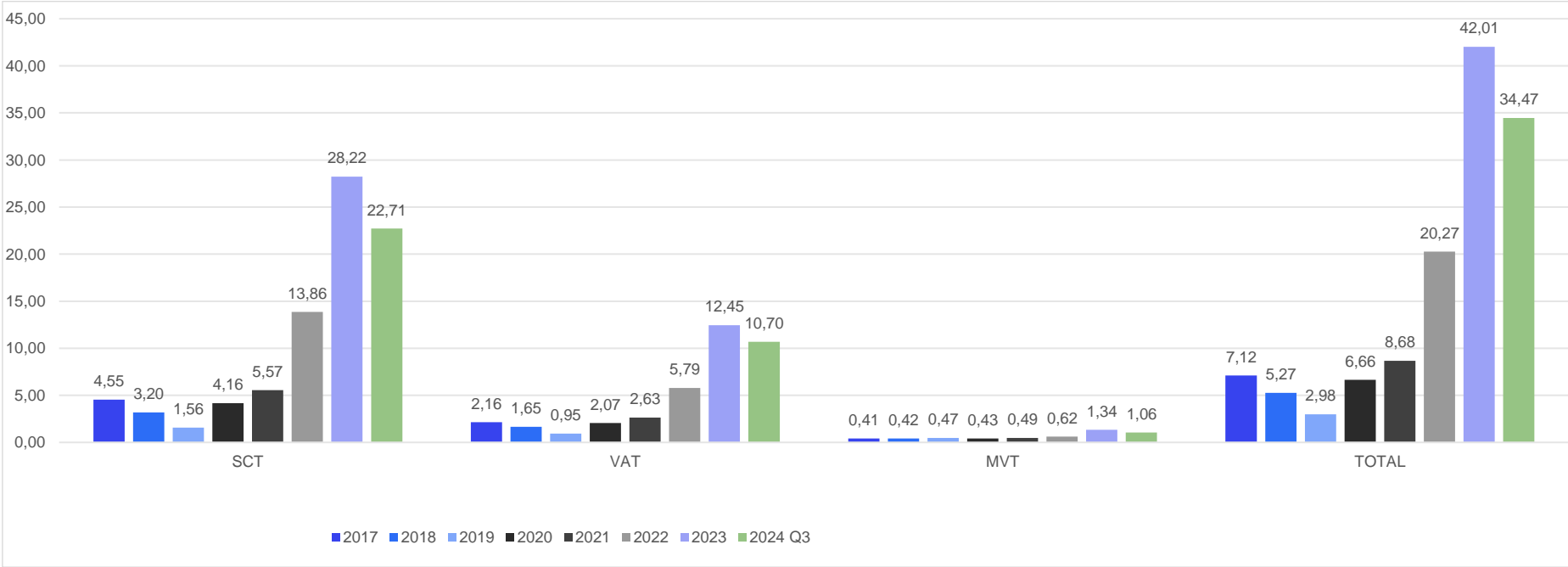
QUARTERLY



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

SECTOR TAX TREND

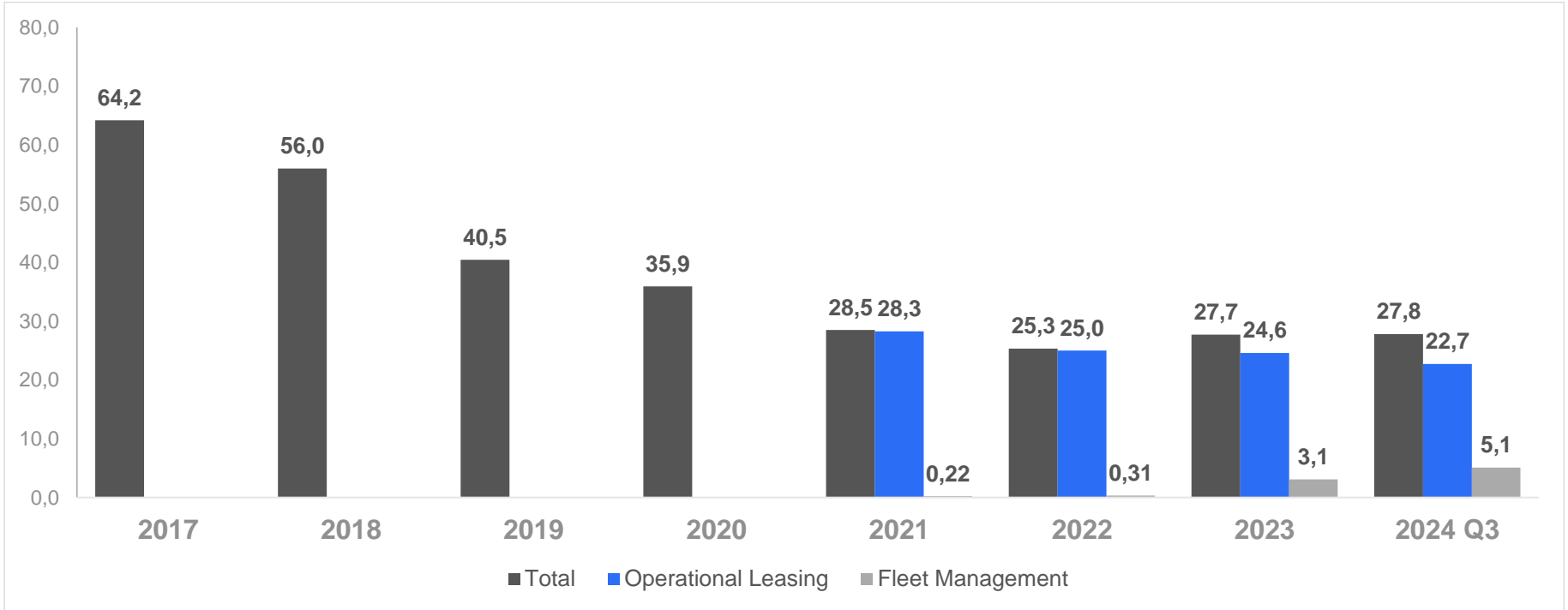
BILLION TL



7- Number of Customers

TOTAL NUMBER OF SECTOR'S CUSTOMERS – (000)

ANNUAL



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

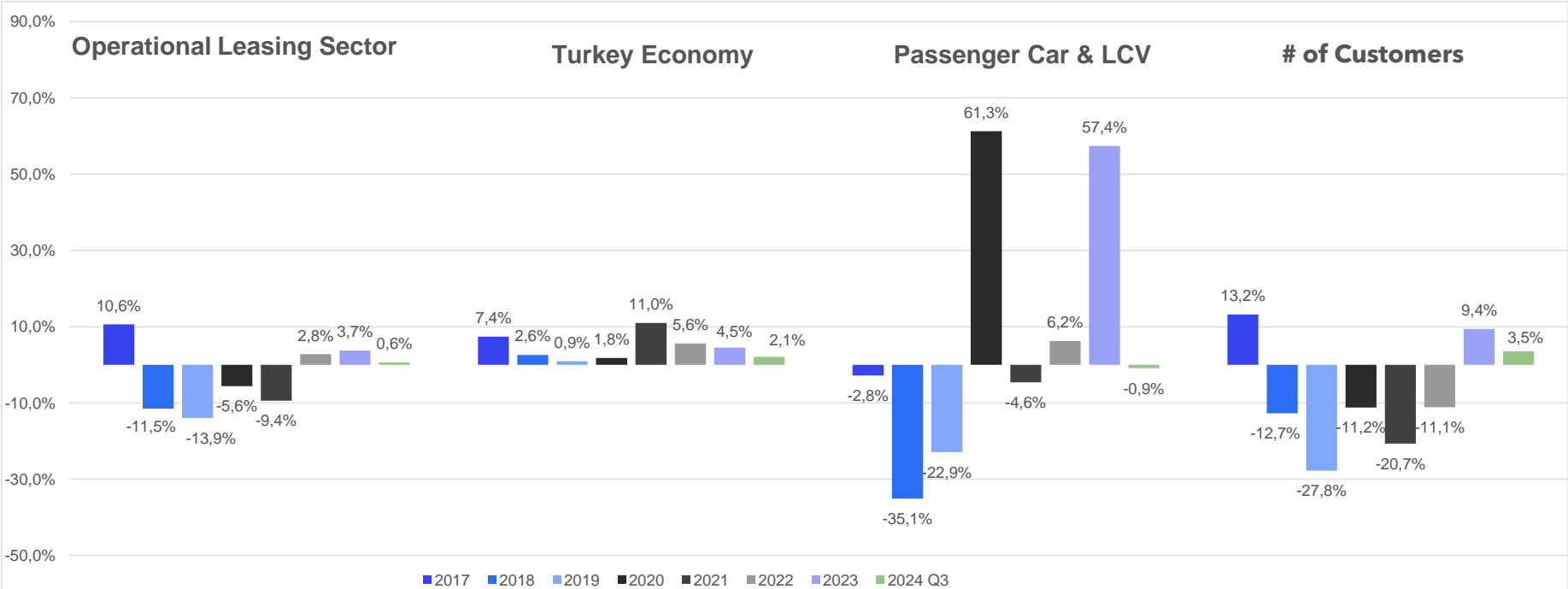
TOTAL NUMBER OF SECTOR'S CUSTOMERS – (000)

QUARTERLY



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

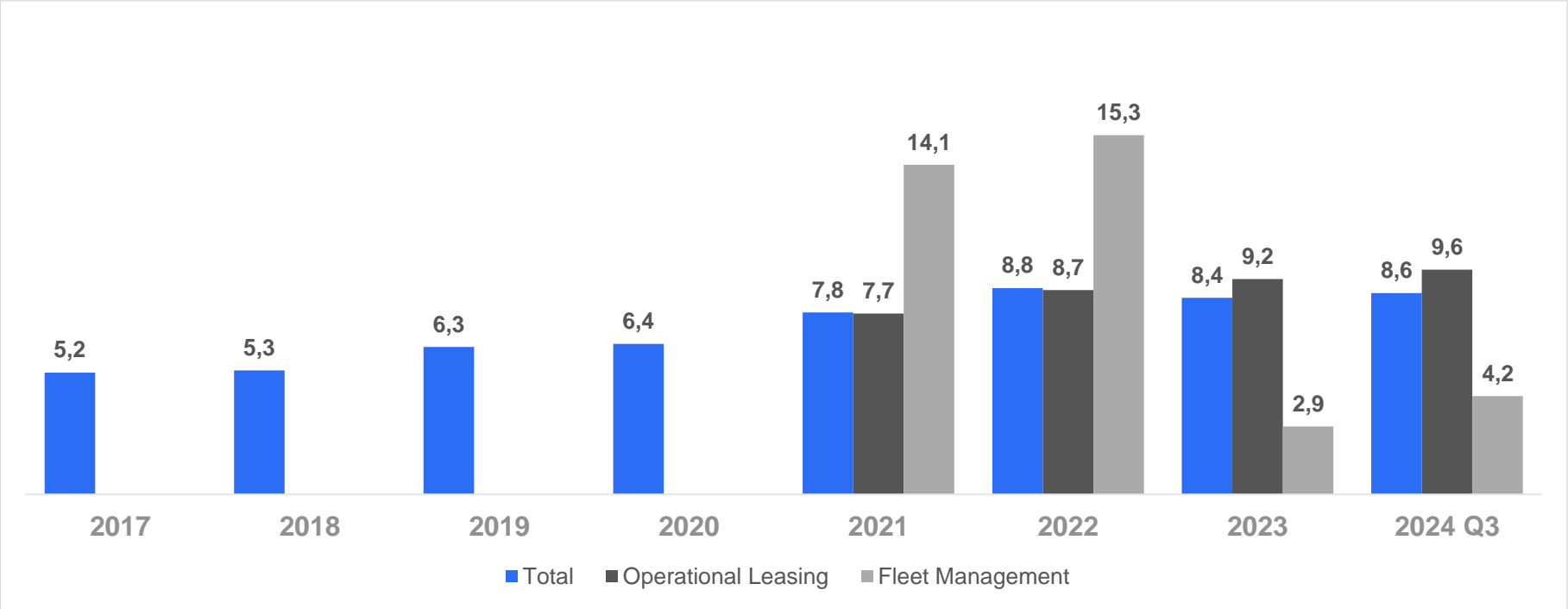
COMPARISON OF CUSTOMER NUMBER GROWTH



2024 Q3 is compared to 2023 Q3.

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

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