

ANADOLU SİGORTA

Financial Results
2016 Q1

Conference Call
May 2, 2016

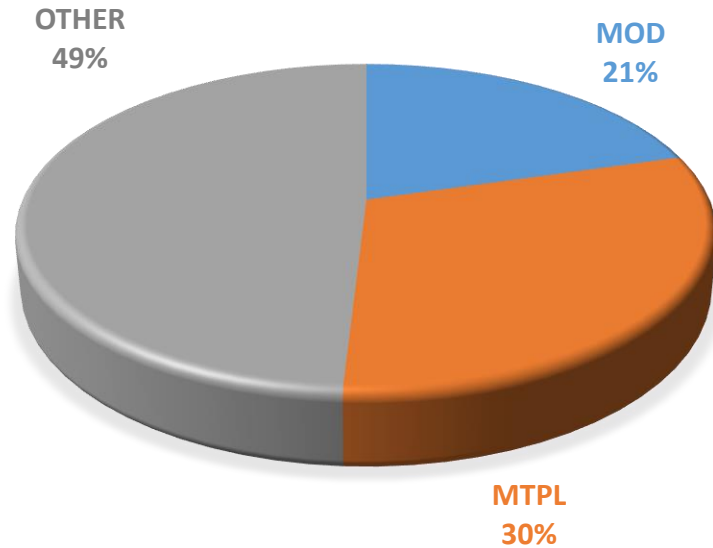
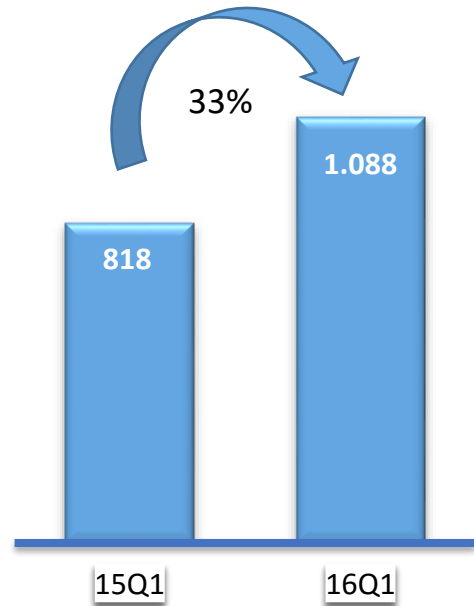


Business Highlights of 2016Q1

- Strong growth performance
- ANSGR has increased 8% since 15Q4
ANSGR : 1,59 → 1,72
- A new period for MTPL branch (considering regulations)
- Premium increase trend stands on

Premium Production (mn TRY)

Anadolu Sigorta



	15Q1	15Q2	15Q3	15Q4	16Q1	YoY(%)
MOD	187	228	192	240	223	19,3%
MTPL	189	294	268	291	331	74,9%
OTHER	442	448	350	482	534	20,8%
TOTAL	818	970	810	1.013	1.088	33,0%

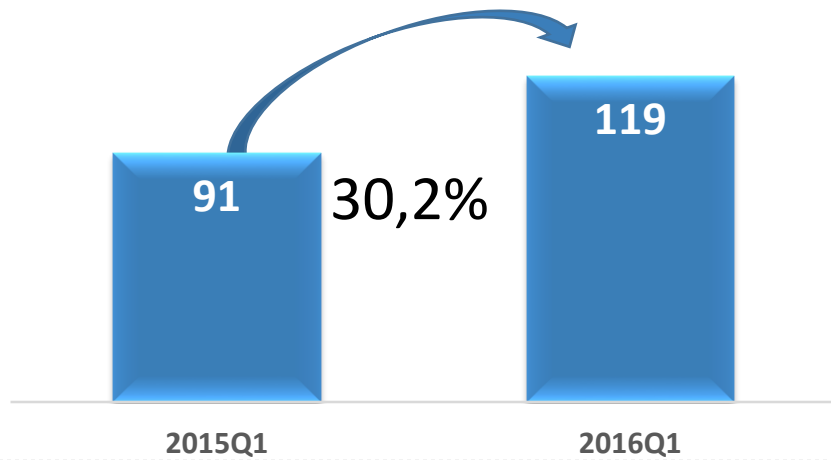
Non-Life Sector

	16Q1		15Q1		
	GPW	Share	GPW	Share	
Allianz	1.331	13,8%	Allianz	905	12,9%
Anadolu	1.088	11,3%	Axa	841	12,1%
Axa	1.083	11,2%	Anadolu	818	11,7%
Mapfre	787	8,2%	Mapfre	465	6,7%
Ziraat	570	5,9%	Ziraat	379	5,4%
TOP 10	7.108	73,8%	TOP 10	4.937	70,9%
SECTOR	9.633	100,00%	SECTOR	6.968	100,00%

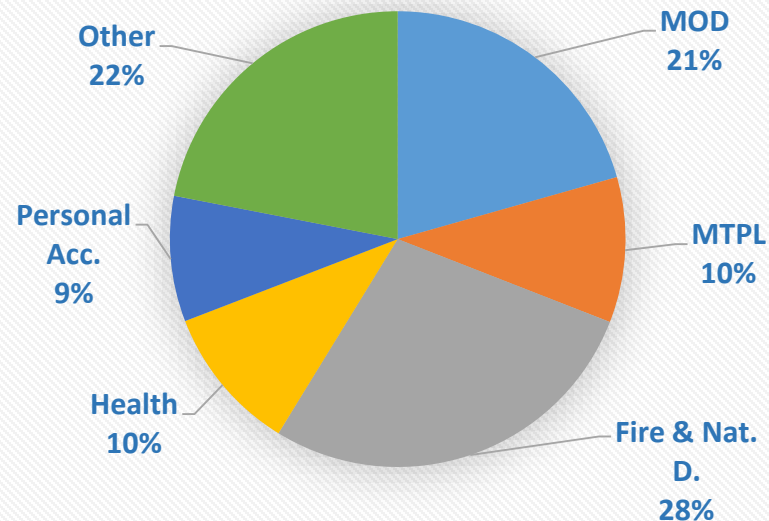
Premium Production by Branches (mn TRY)

		Anadolu Sigorta			Non-Life Sector		
		16Q1	15Q1	(YoY)	16Q1	15Q1	(YoY)
<u>Branch</u>	Rank	GPW	GPW	Growth	GPW	GPW	Growth
MTPL	4	331	189	74,9%	2.992	1.387	115,7%
MOD	1	223	187	19,3%	1.456	1.281	13,7%
Fire and Nat. D.	1	166	140	14,2%	1.272	1.155	10,1%
Health	4	138	120	15,2%	1.429	1.174	21,7%
General losses	3	105	80	31,7%	1.516	1.122	35,0%
P. Accident	2	29	25	14,2%	334	277	20,3%
Other*	-	95	77	23,3%	634	571	11,0%
Total	2	1.088	818	33,0%	9.633	6.967	38,3%

* Ranked in the first place in other 3 branches (air veh., water veh. and general liability)



Premium Production



Personal Accident

	15Q1	16Q1
Bancassurance GPW	10	11
Total GPW <small>(mn TRY)</small>	25	29
Premium per policy <small>(TRY)</small>	74	112 51%
Bancassur. GPW / Total GPW	41,4%	36,8%

Sector Bancassurance Premiums

Company	15Q1	16Q1	Growth
Ziraat	338	505	49,2%
Eureko	108	187	73,3%
Anadolu	91	119	30,2%
Halk	67	94	41,1%
Aksigorta	67	79	19,0%

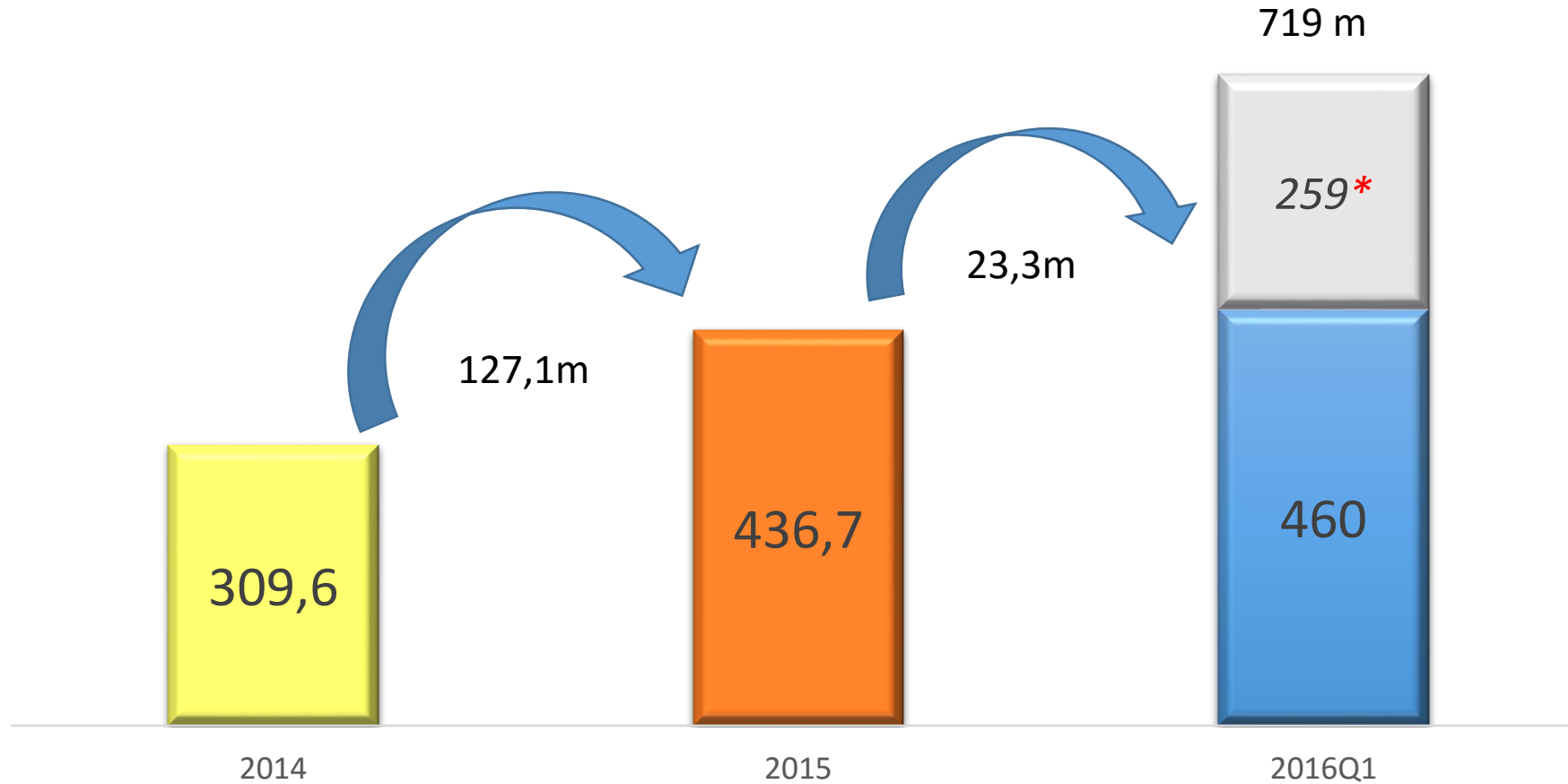
Core Indicators

	15Q1	16Q1
Claims Ratio	82,7%	87,5%
Expense Ratio	23,5%	21,6%
Combined Ratio	106,2%	109,1%

Q115	FY15	Q116
106,2%	106,9%	109,1%

	15Q4	15Q1	16Q1
ANSGR Market Value	1,59	1,31	1,72
Capital	500 mn	500 mn	500mn
Equity (Book Value)	1,202mn	1,014mn	1,175mn
Net Profit	63,8mn	23,5mn	2,1mn
Mcap	795mn	655mn	860mn
ROE	5,30%	2,32%	0,18%
P / BV	0,66	0,65	0,73

IBNR Reserve Development



**Min. 259 mn TRY of IBNR will be added on to reserves gradually until the end of 2019*

Financial Statements (mn.TRY)

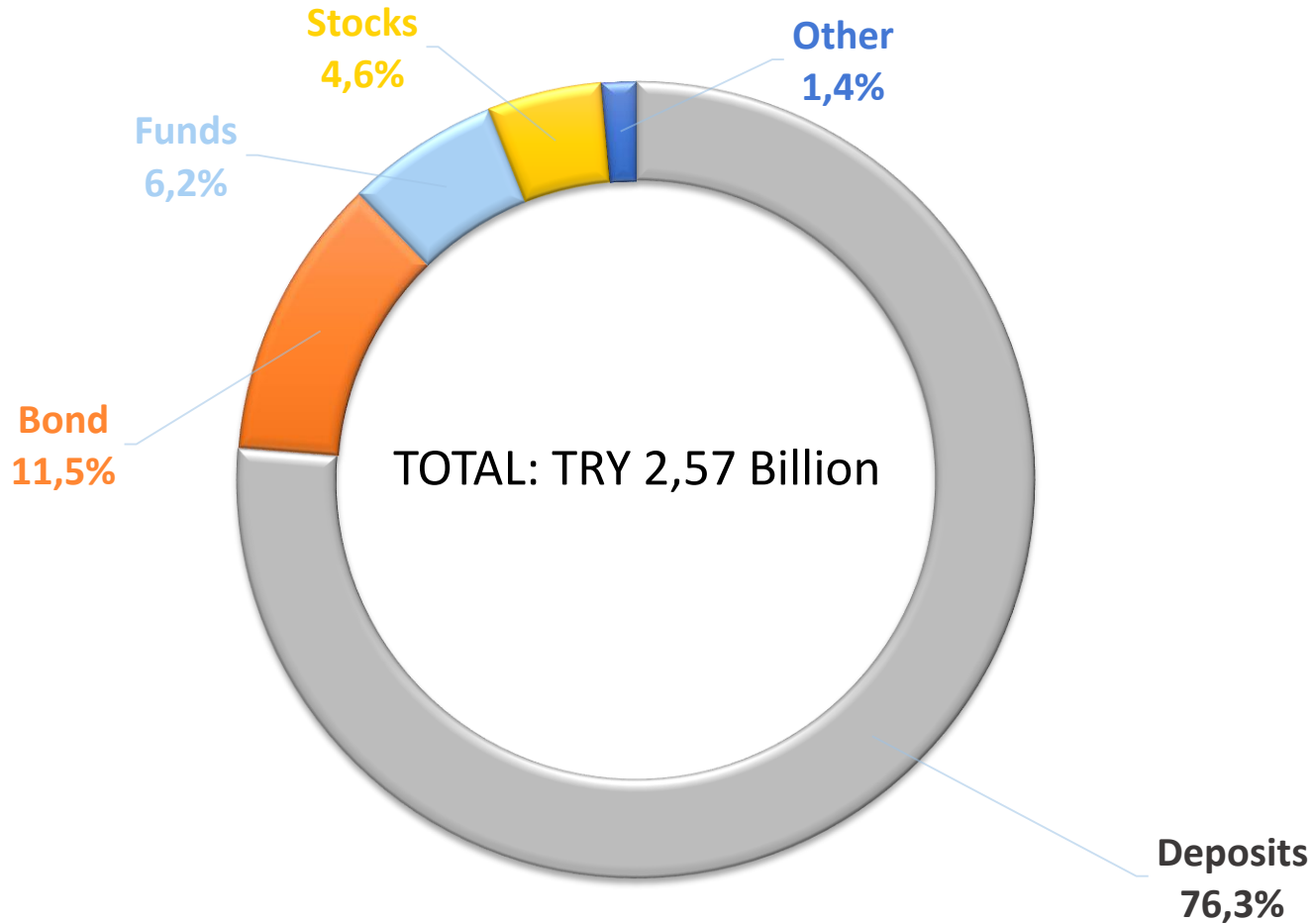
P&L	Q115	Q116
Tech. Income	600,4	708,0
Net Earned Premium*	577,6	710,3
Tech. Expenses	-637,0	-772,0
Net Financial Inc. + Other Exp.	61,3	69,6
Tax	-2,0	-3,0
Net Profit	24,0	2,1

**URR excluded*

Assets	12.15	03.16	Liabilities	12.15	03.16
Cash + Marketable Sec.	2.776*	2.974	Payables	400*	417
Receivables	928	967	Technical Provisions	2.934	3.227
Equity Participations	495	454	Shareholders' Equity	1.202	1.175
Fixed Assets	143	145	Other Liabilities	141	133
Other Assets	335	411			
Assets	4.887	4.952	Liabilities	4.887	4.952

210 mn in Q4 financial loans excluded

Investment Portfolio



In Q116;

Dividend from ANHYT	20 mn TRY
Investment Income *	66 mn TRY
Average Portfolio	2.485 mn TRY
Average Portfolio Income	10,6%

* ANHYT dividend and fx effect excluded

- ✓ Bank deposits average maturity date is 1-3 months while bonds' is 3 years.
- ✓ 15% of funds are stocks related.

THANK YOU...

Q&A