

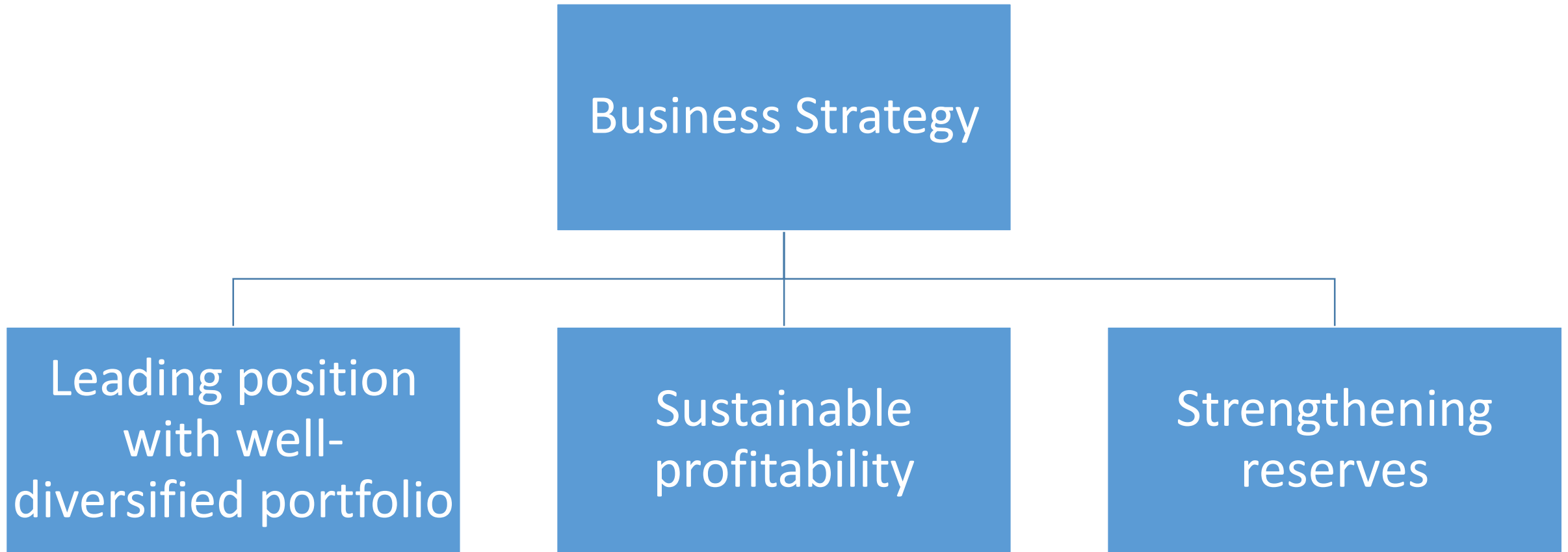
ANADOLU SİGORTA

Financial Results
2016 Q2

Conference Call
August 2, 2016



- *Business strategy*
- *Highlights of 2016-Q2*
- *Premium production*
- *Premium production by branches*
- *Core indicators*
- *IBNR reserve development*
- *Strengthening IBNR reserves in MTPL*
- *Financial statements*
- *Investment portfolio*
- *Q&A session*



Highlights of 2016 - Q2

- Strong growth performance,

36% in total

95% in MTPL,

- ANSGR has increased 8% since 15Q4,

ANSGR : 1,59 → 1,72

- A new period for MTPL branch (considering regulations)

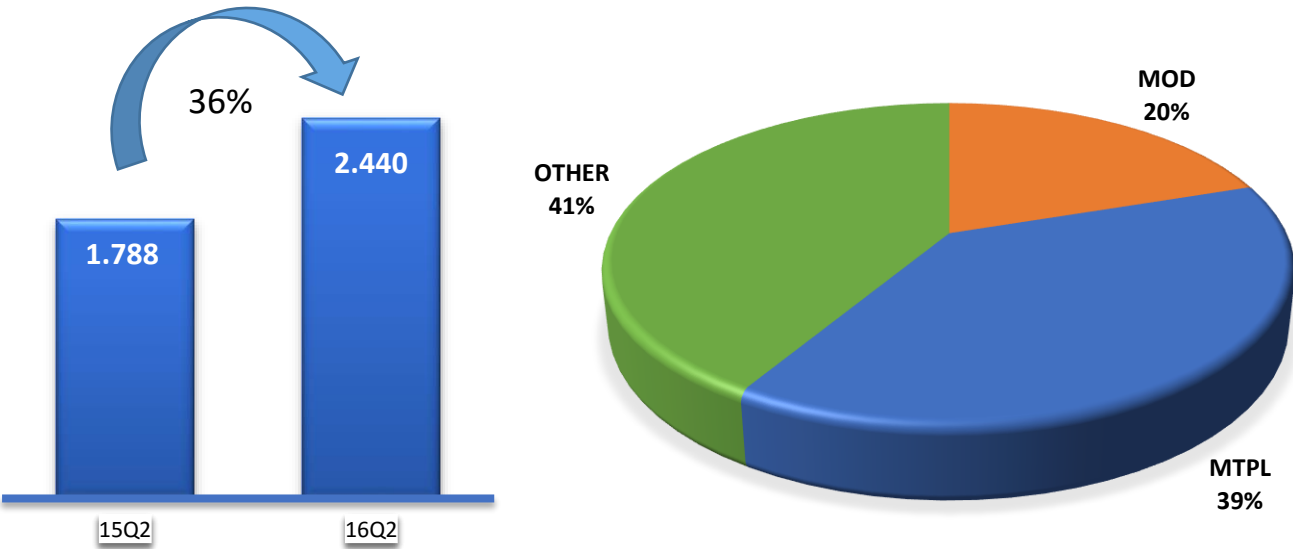
- Fitch affirmed financial strength ratings;

BBB- (Int)

AA+ (Tur)

Premium Production (mn TRY)

Anadolu Sigorta



	15Q2	15Q3	15Q4	16Q1	16Q2	YoY(%)
MOD	228	192	240	223	262	17%
MTPL	294	268	291	331	614	95,5%
OTHER	448	350	482	534	475	13,4%
TOTAL	970	810	1.013	1.088	1.351	36,4%

Non-Life Sector

	16Q2		15Q2		
	GPW	Share	GPW	Share	
Allianz	2.822	15,3%	Allianz	1.838	13,8%
Anadolu	2.440	13,2%	Anadolu	1.788	13,4%
Axa	2.000	10,9%	Axa	1.468	11,0%
Mapfre	1.432	7,8%	Mapfre	894	6,7%
Sompo J.	1.075	5,8%	Sompo J.	440	3,3%
Top 10	13.635	74,0%	Top 10	9.779	73,2%
Sector	18.414	100,0%	Sector	13.360	100,0%

Premium Production by Branches (mn TRY)

		Anadolu Sigorta			Non-Life Sector		
		16H1	15H1		16H1	15H1	
Branch	Rank	GPW	GPW	Growth	GPW	GPW	Growth
MTPL	3	945	484	95,2%	6.540	3.045	114,8%
MOD	1	485	414	17,1%	3.044	2.663	14,3%
Fire and Nat. D.	1	360	331	8,8%	2.382	2.212	7,7%
Health	4	221	177	24,9%	2.323	1.899	22,3%
General losses	3	186	161	15,5%	2.284	1.878	21,6%
P. Accident	1	67	52	28,8%	693	557	24,4%
Other*	-	175	169	3,6%	1.147	1.108	3,5%
Total	2	2.440	1.788	36,5%	18.413	13.362	37,8%

* Ranked in the first place in other 4 branches (air veh., water veh., air veh. liability and general liability)

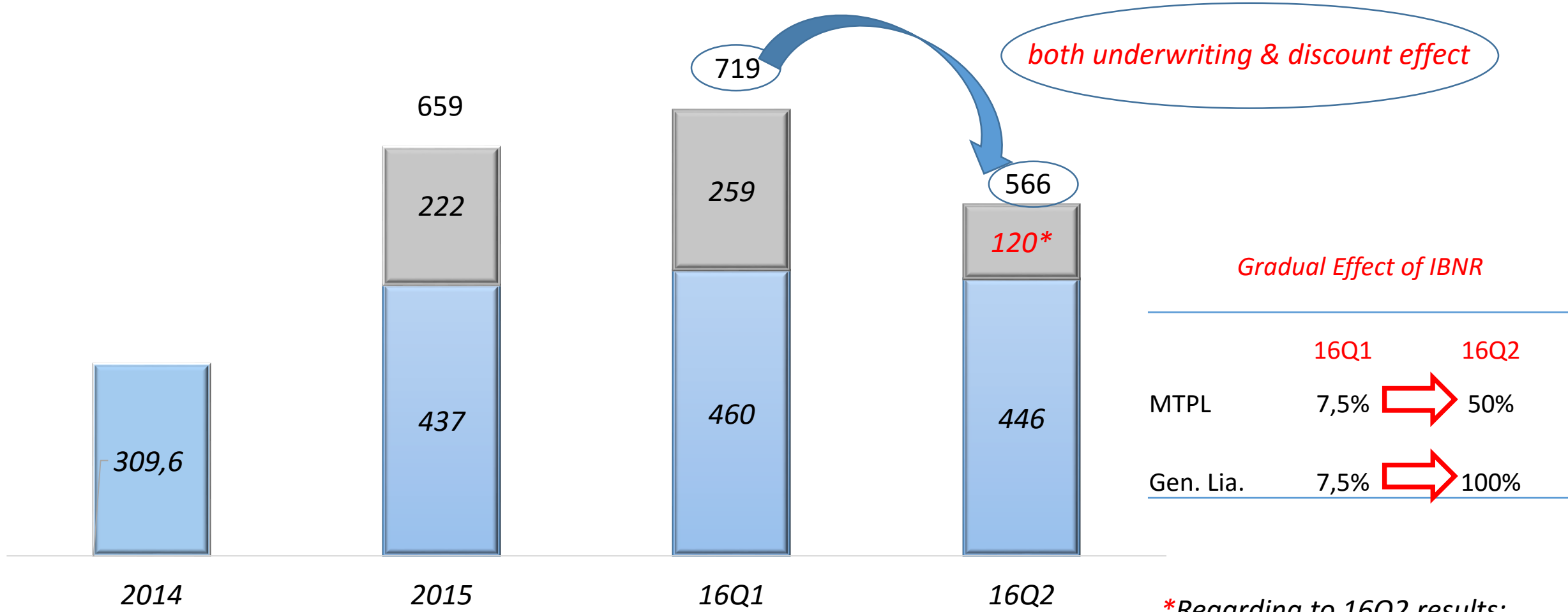
Core Indicators

	15Q2	16Q2
Claims Ratio	84,0%	82,7%
Expense Ratio	24,0%	22,8%
Combined Ratio	108,0%	105,5%

(TRY)	15Q4	15Q2	16Q2
ANSGR Market Value	1,59	1,41	1,72
Capital	500 mn	500 mn	500mn
Equity (Book Value)	1,202mn	1,093mn	1,193mn
Net Profit	63,8mn	36,1mn	46,6mn
Mcap	795mn	705mn	860mn
ROE	5,30%	3,31%	3,91%
P / BV	0,66	0,65	0,72

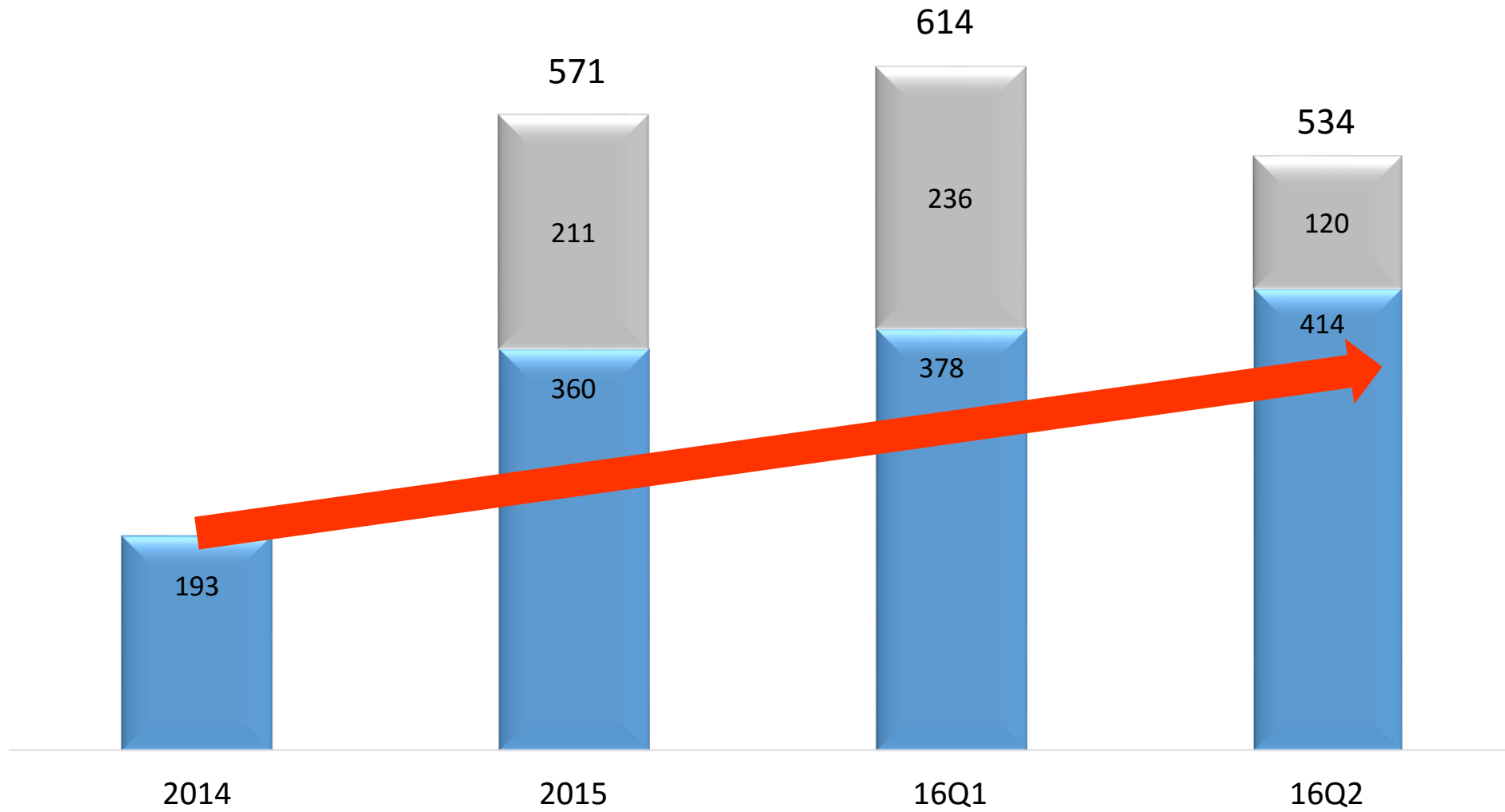
15Q2	FY15	16Q1	16Q2
108,0%	106,9%	109,1%	105,5%

IBNR Reserve Development_(mn.TRY)



**Regarding to 16Q2 results; 120 mn TRY of IBNR to be added gradually until the end of 2019.*

Strengthening IBNR Reserves in MTPL_(mn.TRY)



Financial Statements (mn.TRY)

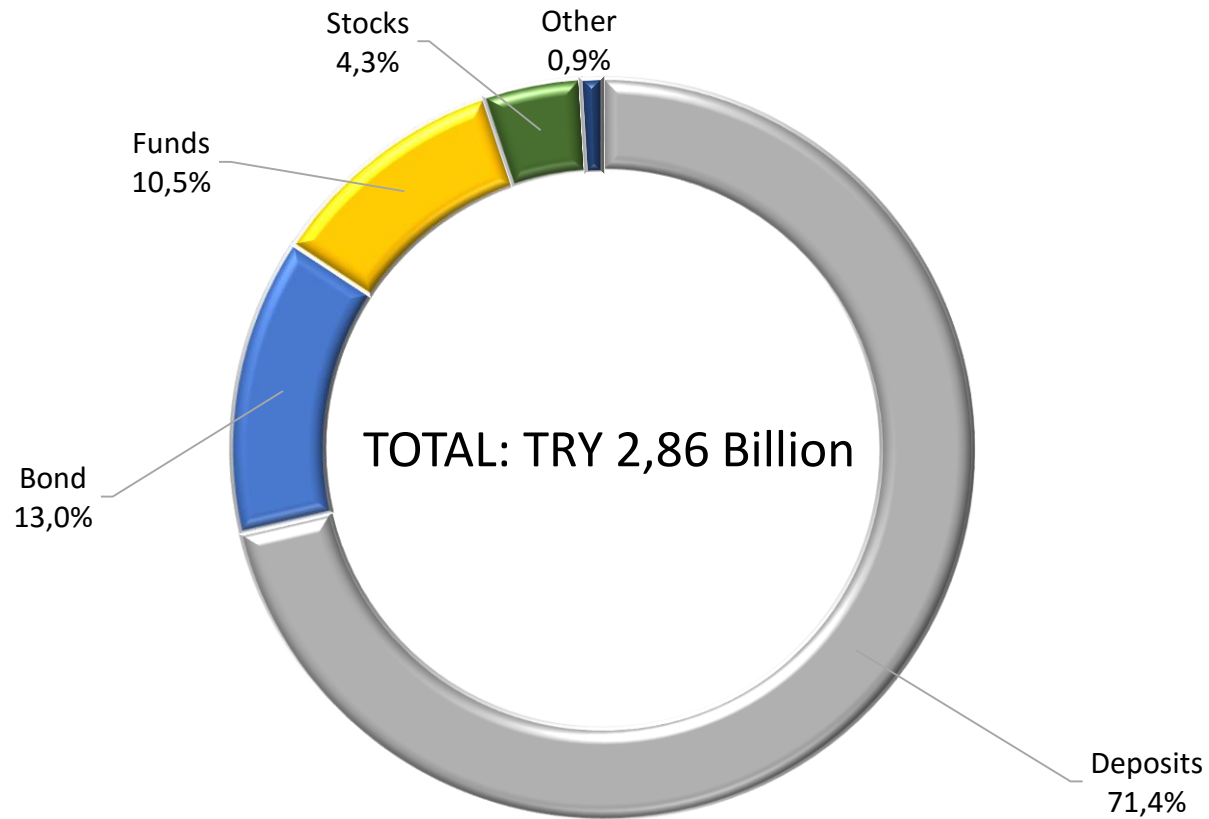
P&L	16Q2	15Q2	Change (%)
Tech. Income	1.482,8	1.229,3	20,6%
Tech. Expenses	-1.564,2	-1.326,0	18,0%
Net Financial Inc. + Other Exp.	141,9	132,9	6,8%
Gross Profit	60,4	36,1	67,3%
Tax	-13,8	--	--
Net Profit	46,6	36,1	29,1%

Assets	16Q2	FY15	Liabilities	16Q2	FY15
Cash + Marketable Sec.	3.437*	2.775**	Payables	495*	400**
Receivables	1.028	928	Technical Provisions	3.642	2.934
Equity Participations	434	495	Shareholders' Equity	1.193	1.202
Fixed Assets	150	143	Other Liabilities	143	141
Other Assets	424	335			
Assets	5.473	4.887	Liabilities	5.473	4.887

* 155 mn financial loans excluded

** 211 mn financial loans excluded

Investment Portfolio



In 16Q2;

Dividend from ANHYT	24 mn TRY
Investment Income *	141 mn TRY
Average Portfolio	2.632 mn TRY
Average Portfolio Income	10,7%

* 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