

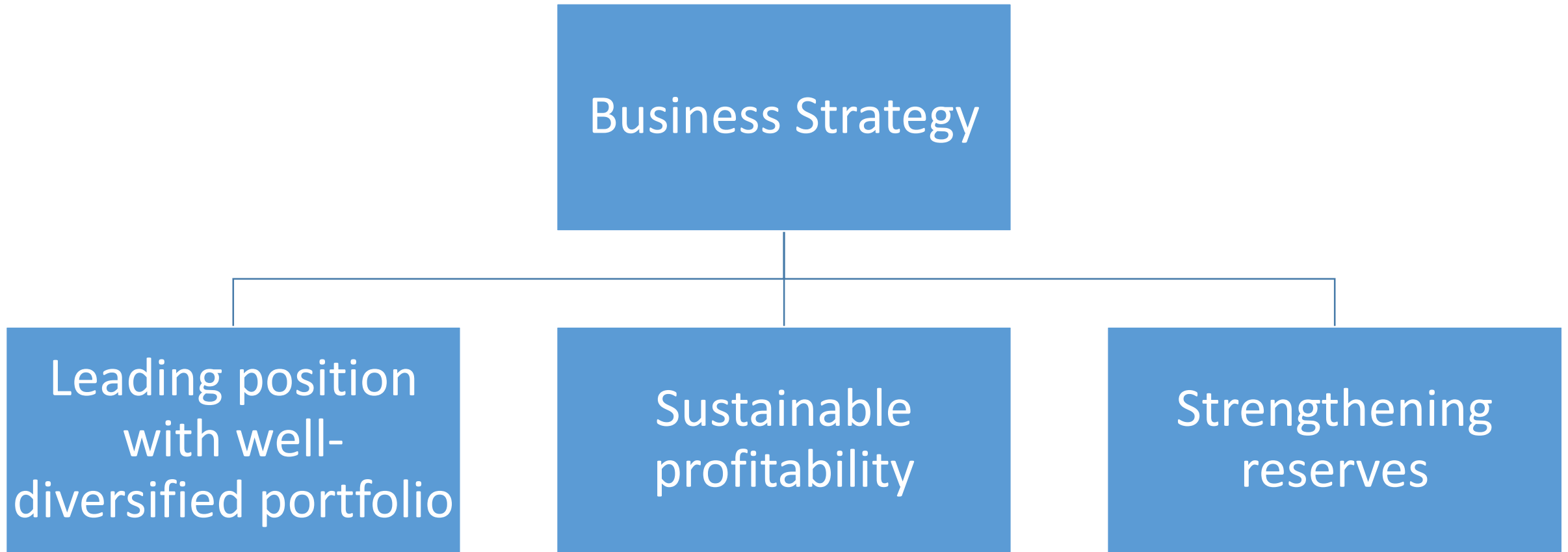
ANADOLU SİGORTA

Financial Results
2016 Q3

Conference Call
November 1, 2016



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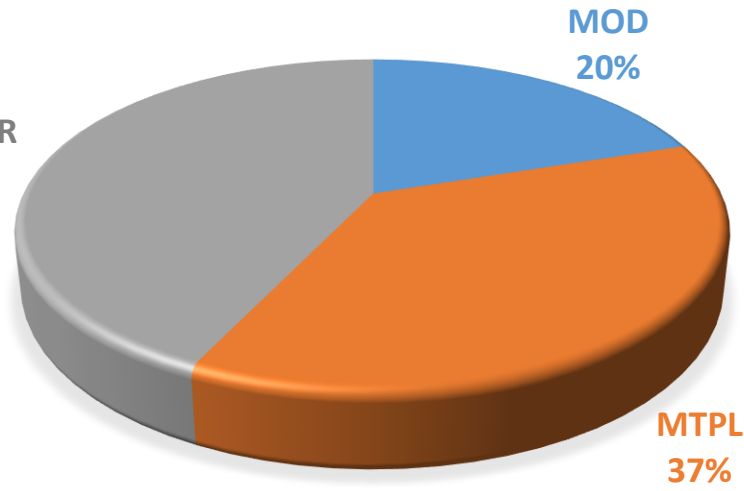
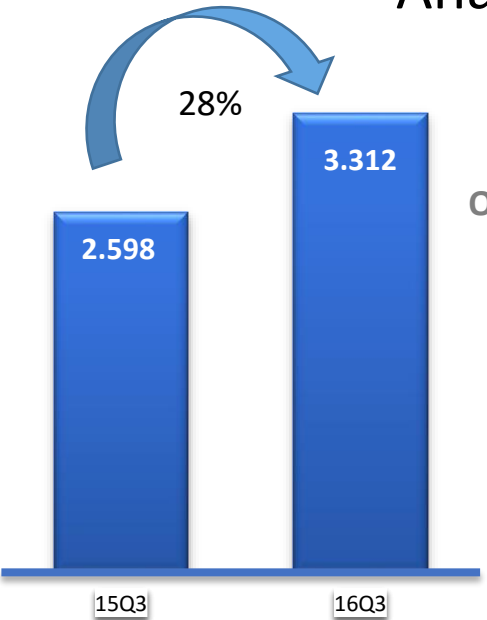


Highlights of 2016 - Q3

- Strong growth performance,
28% in total
64% in MTPL,
- ANSGR has increased 6,2% since 15Q4,
ANSGR : 1,59 → 1,69
- A new period for MTPL branch (considering regulations)
- Fitch affirmed financial strength ratings;
BBB- (Int)
AA+ (Tur)

Premium Production (mn TRY)

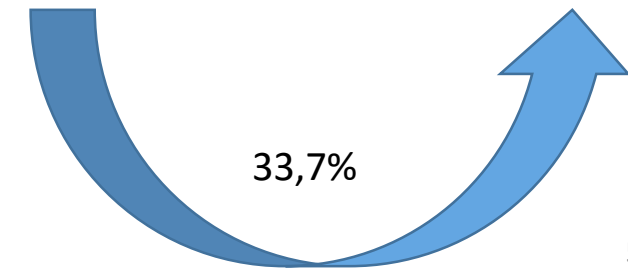
Anadolu Sigorta



	15Q3	15Q4	16Q1	16Q2	16Q3	YoY(%)
MOD	192	240	223	262	175	9%
MTPL	268	291	331	614	287	64%
OTHER	350	482	534	475	411	15%
TOTAL	810	1.013	1.088	1.351	873	28%

Non-Life Sector

	16Q3		15Q3		
	GPW	Share	GPW	Share	
Allianz	4.135	16,0%	Allianz	2.714	14,1%
Anadolu	3.312	12,9%	Anadolu	2.598	13,5%
Axa	2.760	10,7%	Axa	2.094	10,9%
Mapfre	1.999	7,8%	Mapfre	1.401	7,3%
Sompo J.	1.617	6,3%	Sompo J.	679	3,5%
Top 10	19.008	73,7%	Top 10	13.980	72,5%
Sector	25.774	100,0%	Sector	19.275	100,0%



Premium Production by Branches (mn TRY)

Branch	Rank	Anadolu Sigorta			Non-Life Sector		
		16Q3	15Q3	Growth	16Q3	15Q3	Growth
		GPW	GPW		GPW	GPW	
MTPL	3	1.232	752	63,8%	9.535	4.871	95,7%
MOD	1	659	606	8,7%	4.407	3.954	11,5%
Fire and Nat. D.	1	525	455	15,4%	3.377	3.126	8,0%
Health	4	299	243	23,0%	3.033	2.512	20,7%
General losses	3	245	220	11,4%	2.787	2.376	17,3%
P. Accident	1	94	77	22,1%	1.008	847	19,1%
Other*	-	258	245	5,3%	1.627	1.588	2,3%
Total	2	3.312	2.598	27,5%	25.774	19.274	33,7%

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

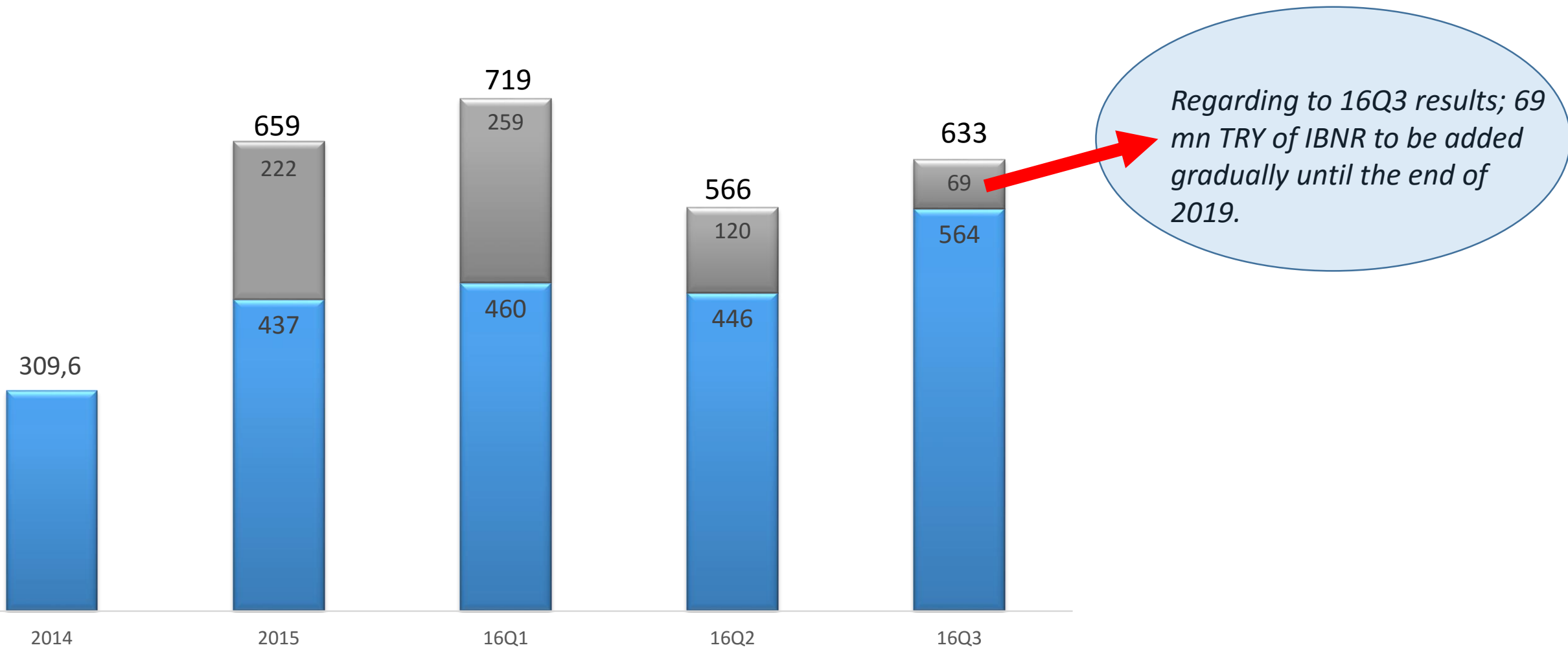
Core Indicators

	15Q3	16Q3
Claims Ratio	84,1%	82,7%
Expense Ratio	23,9%	23,2%
Combined Ratio	108,0%	105,8%

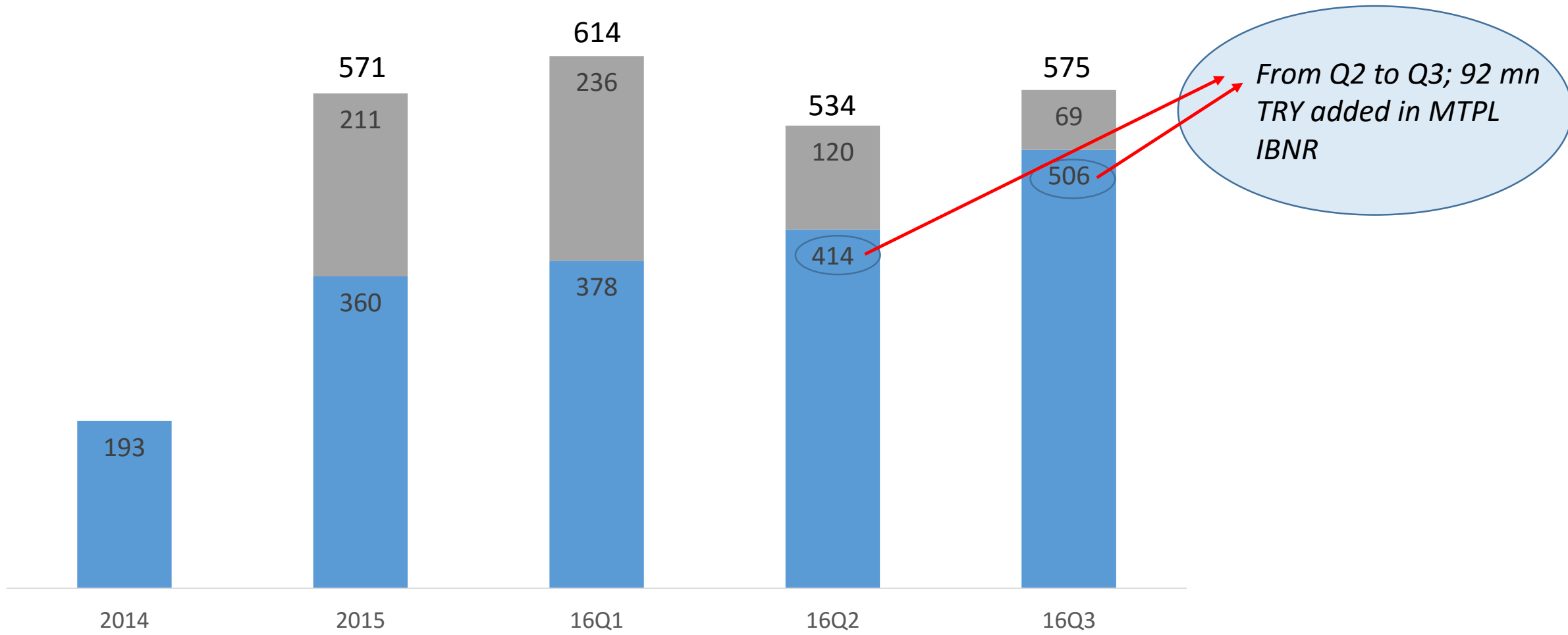
(TRY)	15Q4	15Q3	16Q3
ANSGR Market Value	1,59	1,5	1,69
Capital	500 mn	500 mn	500mn
Equity (Book Value)	1,202mn	1,118mn	1,203mn
Net Profit	63,8mn	43,0mn	60,2mn
Mcap	795mn	750mn	845mn
ROE	5,30%	3,85%	5,00%
P / BV	0,66	0,67	0,70

Combined Ratio Development			
FY15	Q116	Q216	Q316
106,90%	109,08%	105,50%	105,84%

IBNR Reserve Development_(mn.TRY)



Strengthening IBNR Reserves in MTPL_(mn.TRY)



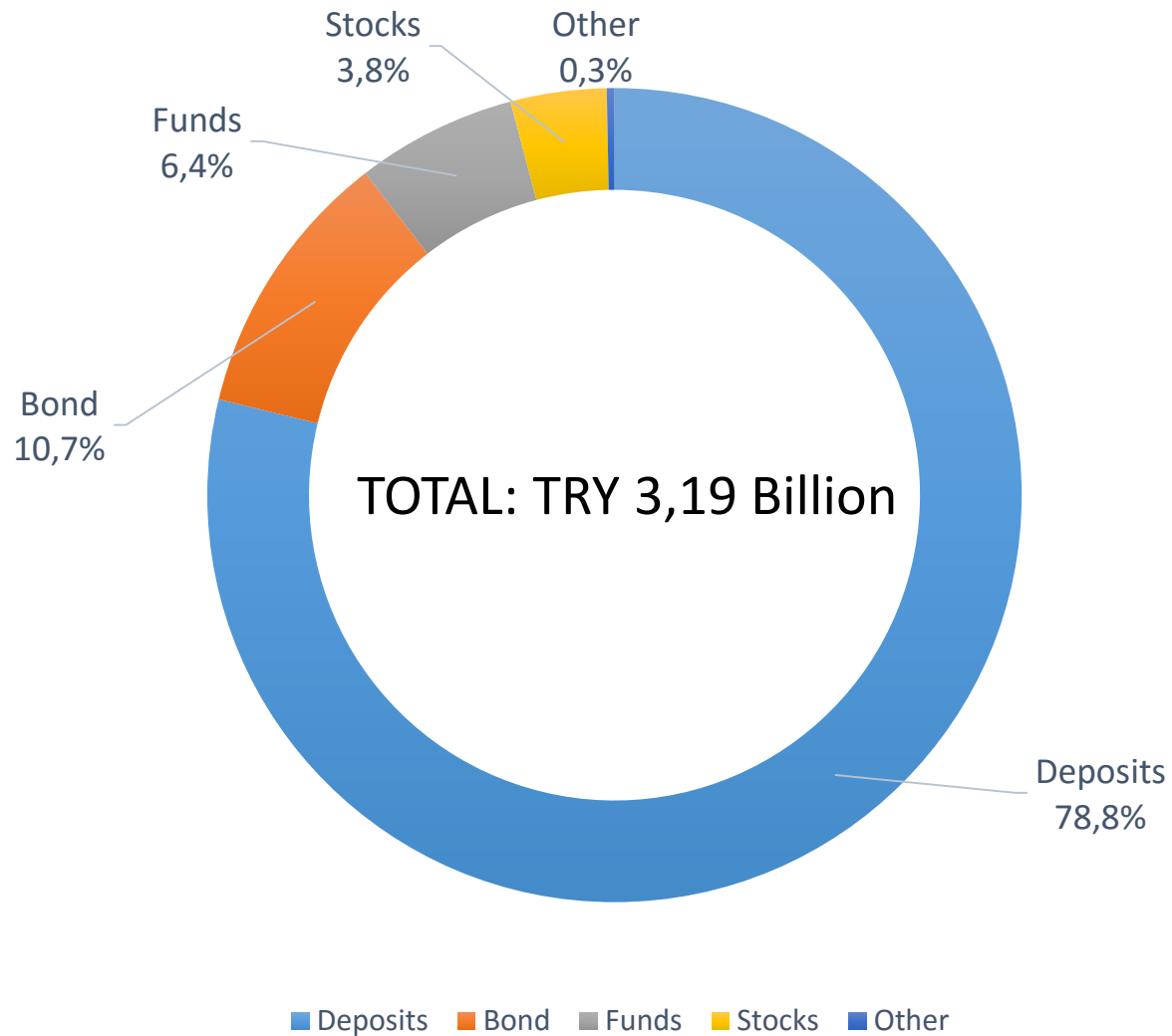
Financial Statements (mn.TRY)

P&L	16Q3	15Q3	Change (%)
Tech. Income	2.316,7	1.898,6	22,0%
Tech. Expenses	-2.451,2	-2.047,4	19,7%
Net Financial Inc. + Other Exp.	212,3	191,9	10,6%
Gross Profit	77,9	43,1	80,7%
Tax	-17,7	--	--
Net Profit	60,2	43,1	39,7%

Assets	16Q3	FY15	Liabilities	16Q3	FY15
Cash + Marketable Sec.	3.593	2.775*	Payables	402	400*
Receivables	894	928	Technical Provisions	3.703	2.934
Equity Participations	431	495	Shareholders' Equity	1.203	1.202
Fixed Assets	148	143	Other Liabilities	136	141
Other Assets	378	335			
Assets	5.444	4.887	Liabilities	5.444	4.887

* 211 mn financial loans excluded

Investment Portfolio



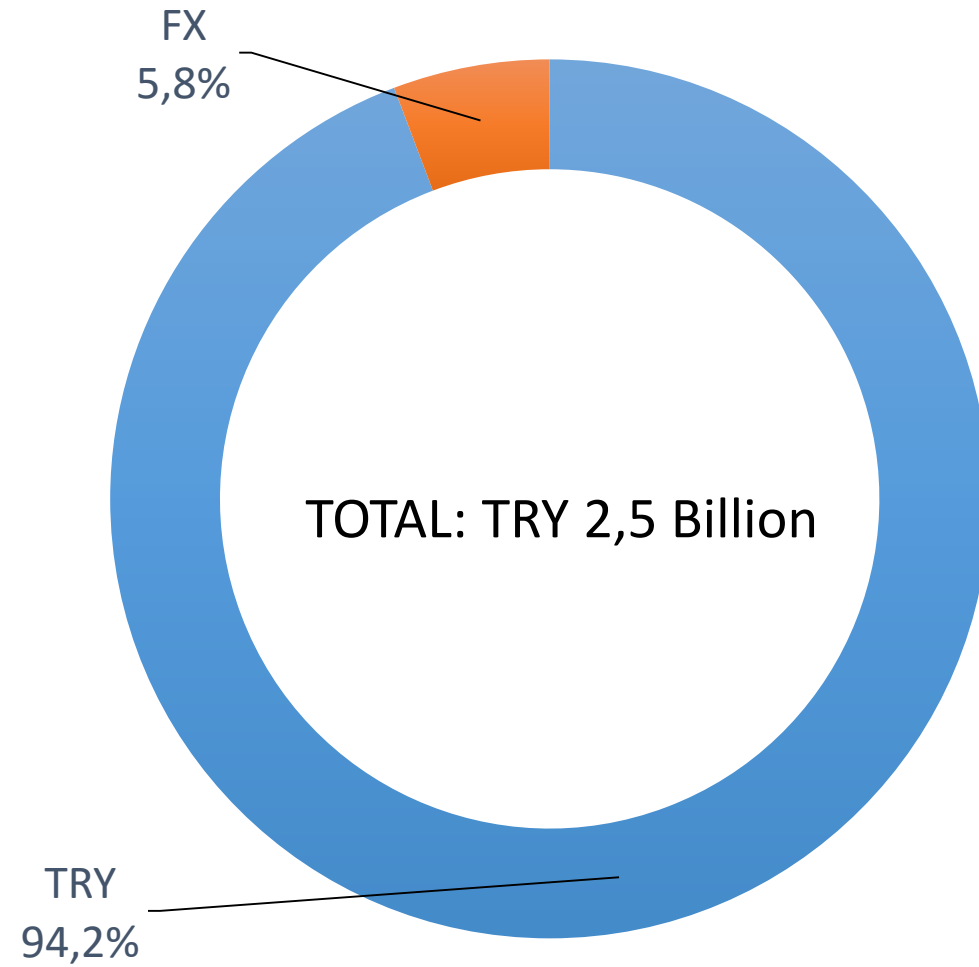
In 16Q3;

Dividend from ANHYT	24 mn TRY
Investment Income *	228 mn TRY
Average Portfolio	2.750 mn TRY
Average Portfolio Income	11,0%

* 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.

Investment Portfolio – Bank Deposits



THANK YOU...

Q&A