

ANADOLU SİGORTA

Financial Results
3Q17

Conference Call
Oct 30, 2017



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Highlights of 3Q17 - Sector

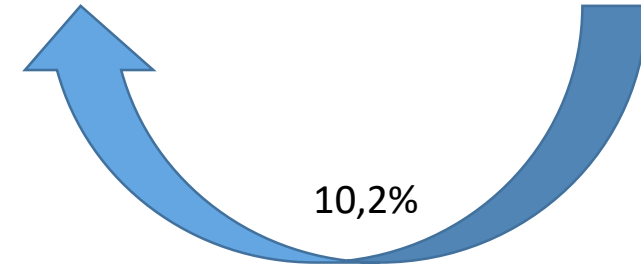
- High Interest Rate Environment

- Pooling System

- *MTPL*
- *MEDICAL MALPRACTICE INSURANCE*

- Hail and Flood

	3Q17		3Q16		
	GPW (mn TRY)	Share	GPW (mn TRY)	Share	
Allianz	3.610	12,70%	Allianz	4.135	16,04%
Anadolu	3.331	11,72%	Anadolu	3.312	12,85%
Axa	2.096	7,38%	Axa	2.760	10,71%
Mapfre	1.994	7,02%	Mapfre	1.999	7,76%
Ak	1.756	6,18%	Ak	1.378	5,35%
Top 10	19.024	66,95%	Top 10	18.465	71,64%
Sector	28.413	100,00%	Sector	25.774	100,00%



Highlights of 3Q17 - Anadolu

- Strong financials;

(mn TRY)	1Q17	2Q17	3Q17	3Q16	QoQ(%)
Gross Profit	85,2	25,4	28,1	17,4	61,5%

(mn TRY)	3Q17 (YtD)	3Q16 (YtD)	YoY(%)
Gross Profit	138,7	77,8	78,3%
Net Profit	98,8	60,2	64,1%
ROE	6,8%	5,0%	35,6%

- Improved MTPL Results

Combined Ratio

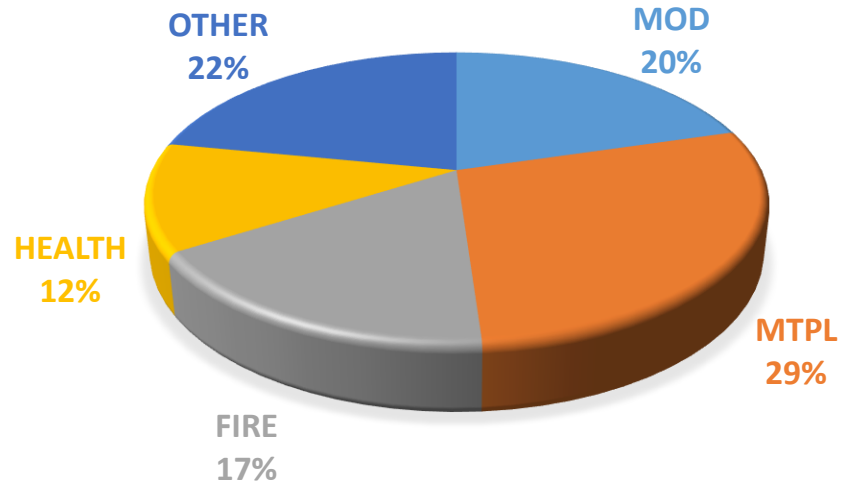
3Q16 : 117% → 17 mn TRY tech. loss

3Q17 : 110% → 23 mn TRY tech. Profit

- Growing Investment Yield

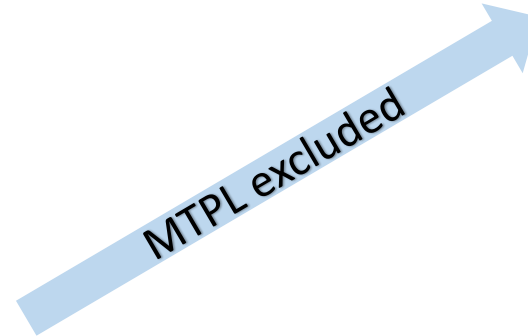
Anadolu Sigorta

09.17



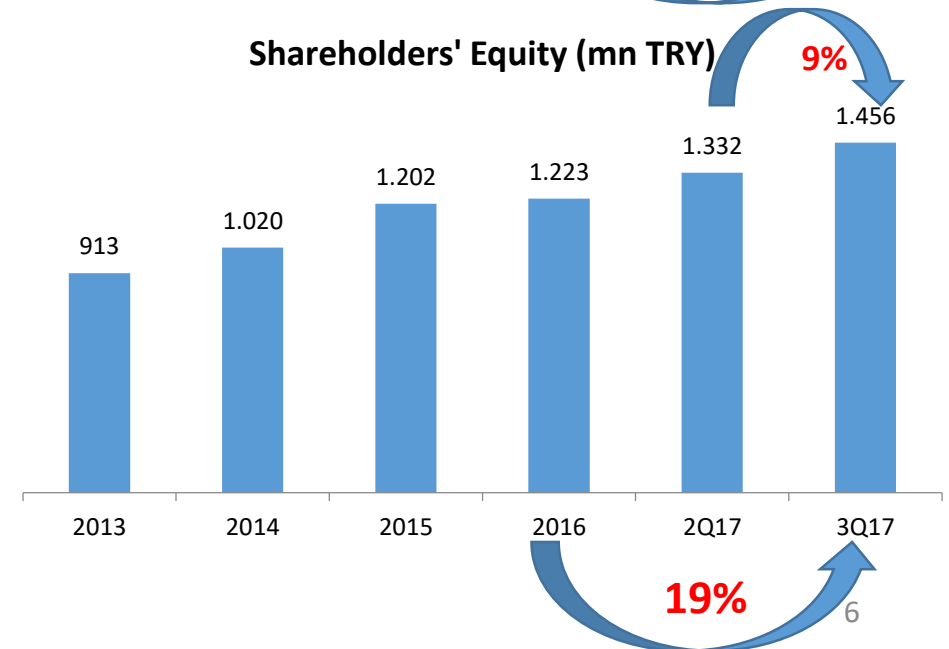
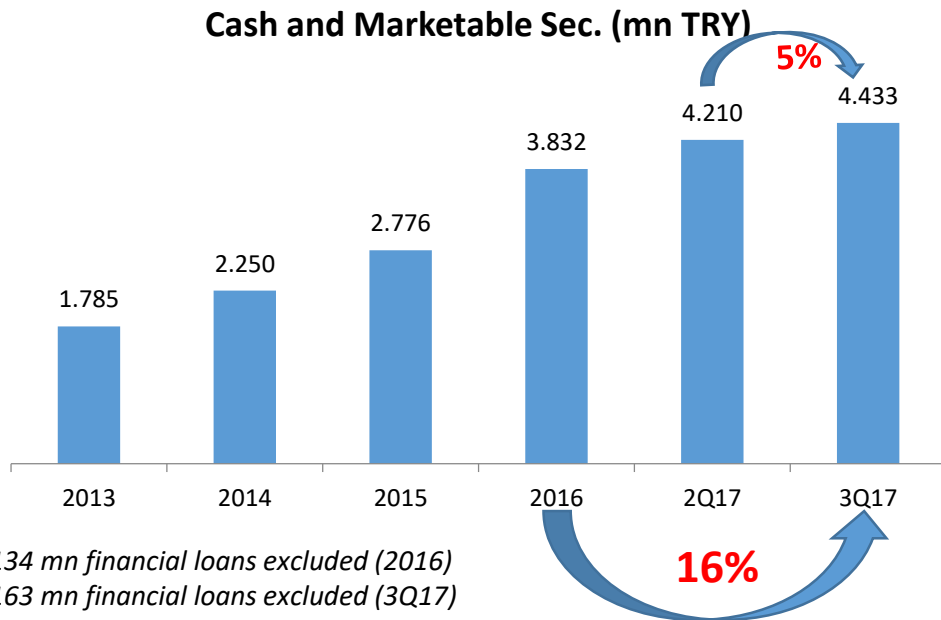
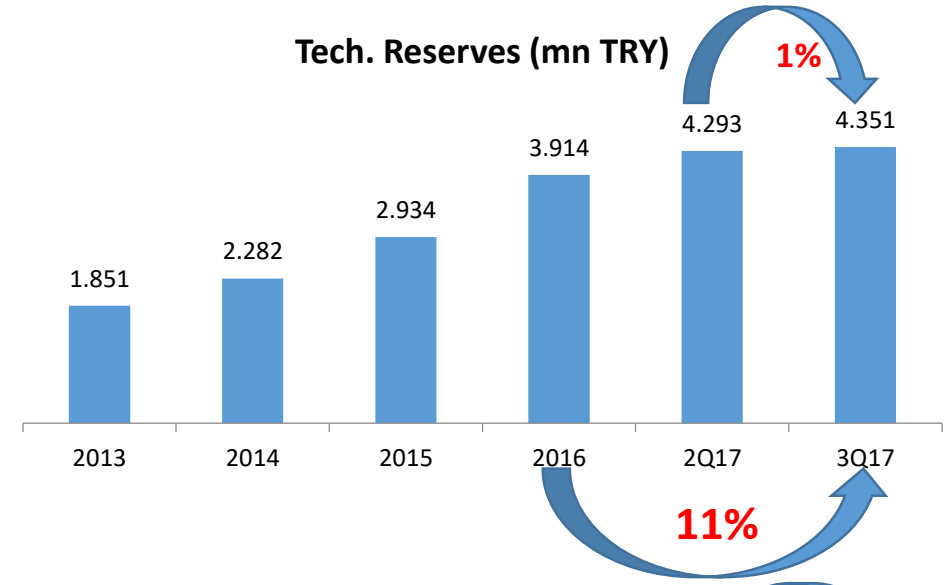
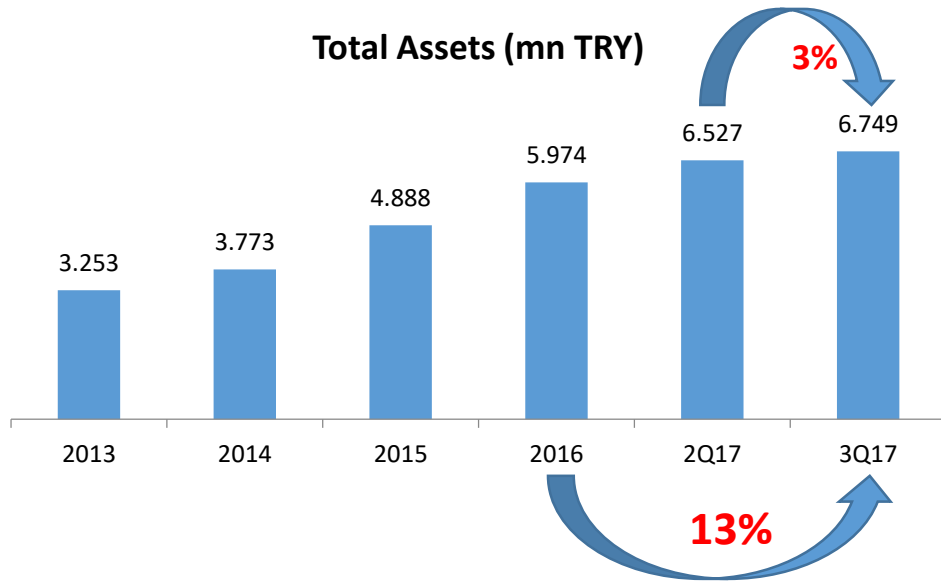
MTPL Excluded

	3Q16 (YtD)	3Q17 (YtD)	YoY(%)
MOD	659	680	3%
FIRE	525	570	9%
HEALTH	299	402	34%
OTHER	597	730	22%
TOTAL	2.080	2.382	15%



	3Q16 (YtD)	1Q17	2Q17	3Q17	3Q17 (YtD)	YoY(%)
MOD	659	189	272	219	680	3%
MTPL	1.232	292	328	329	949	-23%
FIRE	525	185	232	153	570	9%
HEALTH	299	184	120	99	402	34%
OTHER	597	272	259	198	730	22%
TOTAL	3.312	1.122	1.211	998	3.331	1%

Growth Performance



- 134 mn financial loans excluded (2016)
- 163 mn financial loans excluded (3Q17)

Profitability

	3Q17	3Q16	
Technical Balance (mn TRY)	(YtD)	(YtD)	YoY(%)
MOD	59,4	52,2	13,8%
MTPL	23,4	-16,5	241,8%
Fire	1,8	-7,7	123,4%
Health	14,0	17,5	-20,0%
P.Accident	64,0	35,0	82,9%
Total	159,5	111,3	43,3%

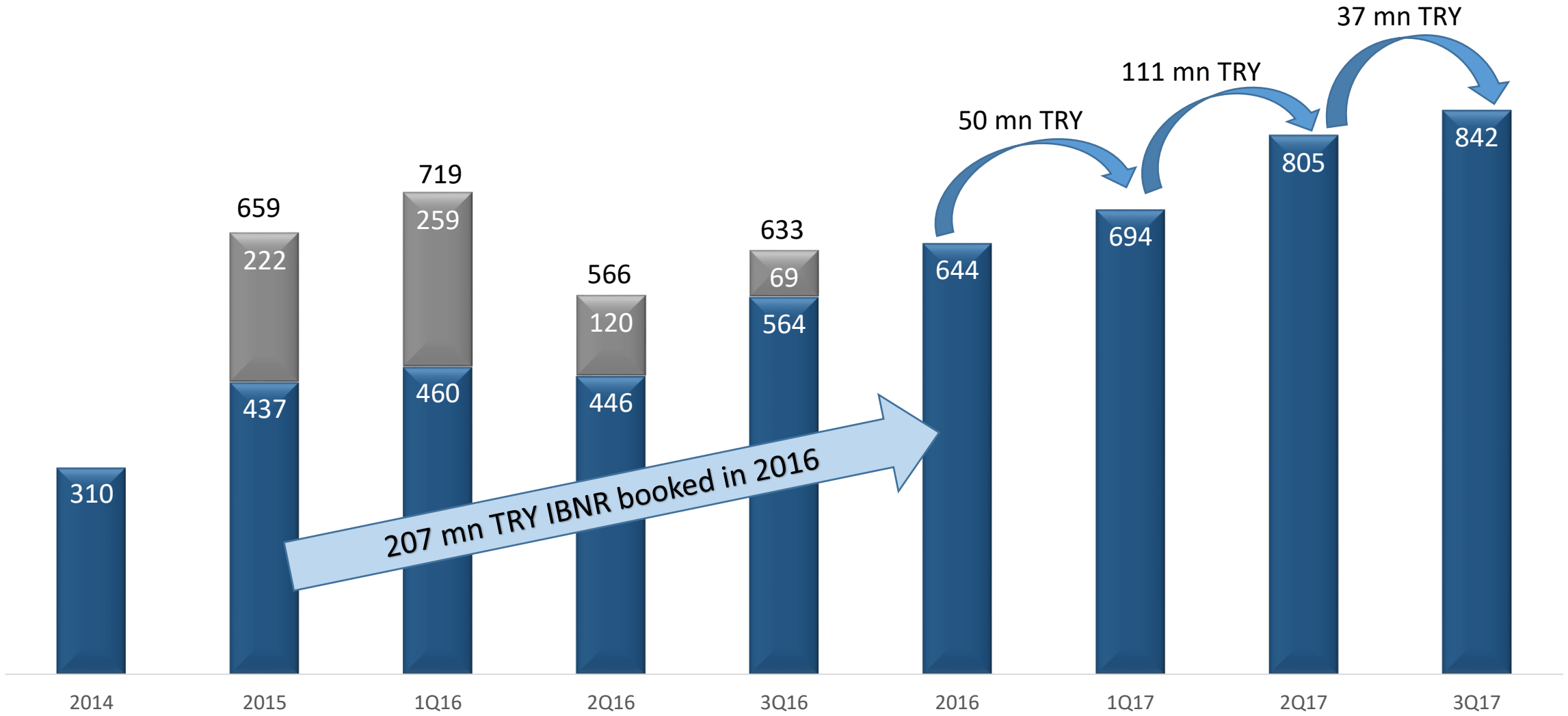
	3Q17	3Q16	
Combined Ratio	(YtD)	(YtD)	YoY(%)
MOD	104,1%	98,3%	5,9%
MTPL	109,9%	117,1%	-6,1%
Fire	114,5%	113,7%	0,7%
Health	108,4%	99,6%	8,8%
P.Accident	61,3%	66,4%	-7,7%
Total	108,2%	105,8%	2,3%

Core Indicators

(TRY)	3Q17	FY16	Change (3Q17-FY16)
ANSGR Market Value	2,86	1,88	50%
Mcap	1.430mn	940mn	50%
Equity (Book Value)	1.456mn	1.223mn	9%
Net Profit	98,8mn	87,9mn	--
ROE	9,07%*	7,18%	26%
P / BV	0,98	0,77	38%

* Annualized ROE

IBNR Reserve Development_(mn.TRY)



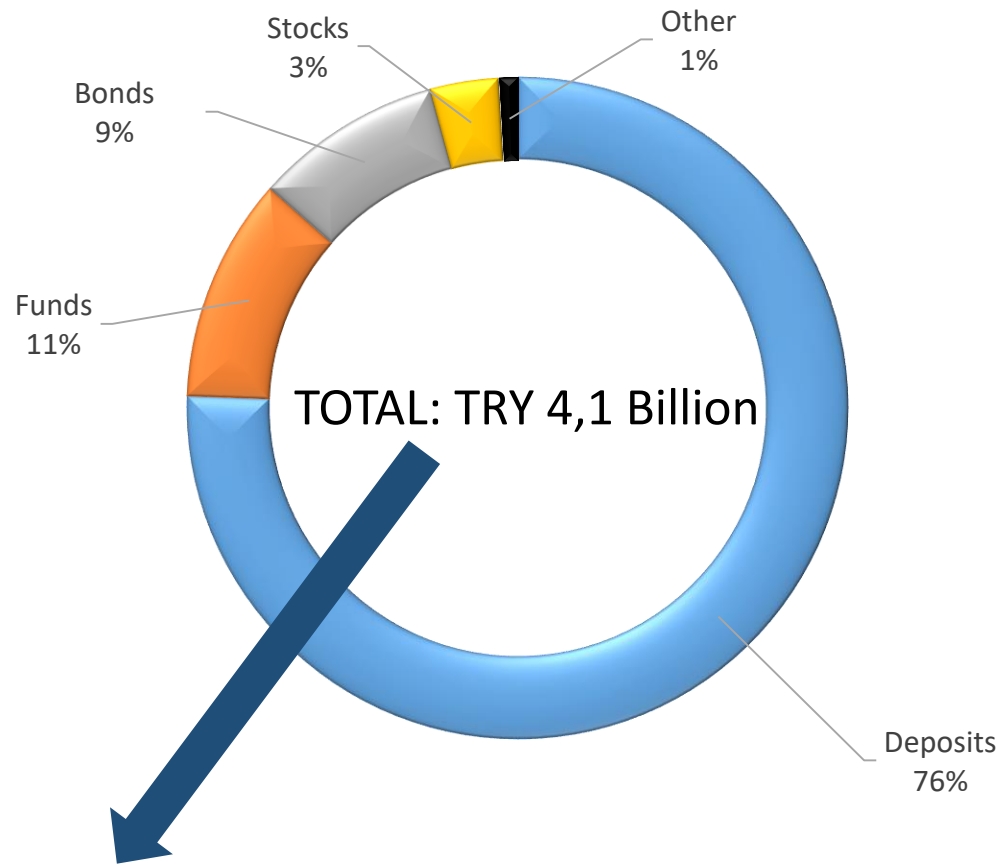
Financial Statements (mn.TRY)

P&L	1Q17	2Q17	3Q17	3Q17 (YtD)	1Q16	2Q16	3Q16	3Q16 (YtD)	Change (%) (QoQ)	Change (%) (YtD)
Tech. Income	864	850	799	2.513	708	775	834	2.317	-4%	8%
Tech. Expenses	-887	-932	-898	-2.717	-772	-792	-887	-2.451	1%	11%
Net Financial Inc. + Other Exp.	102	110	114	326	62	72	71	205	61%	59%
Deferred Tax	6	-2	13	17	7	0	-1	6	-1400%	183%
Gross Profit	85	26	28	139	5	55	17	78	65%	78%
Tax	-23	-2	-15	-40	-3	-11	-3	-18	400%	122%
Net Profit	62	24	13	99	2	44	14	60	-7%	65%

Financial Statements (mn.TRY)

Assets	30.09.17	31.12.16	Liabilities	30.09.17	31.12.16
Cash + Marketable Sec.	4.615	3.966	Technical Provisions	4.351	3.914
Equity Participations	589	427	Shareholders' Equity	1.456	1.223
Other Assets	1.545	1.581	Other Liabilities	942	837
Assets	6.749	5.974	Liabilities	6.749	5.974

Investment Portfolio



❖ TRY 3,41 bn at 31.12.2016

In 3Q17;

Dividend from ANHYT	28 mn TRY
Investment Income *	369 mn TRY
Average Portfolio Income	14,1%

* ANHYT dividend excluded.

%55
YoY increase in
Investment
Income

**ANADOLU
SİGORTA**

THANK YOU...

Q&A