

**ANADOLU
SİGORTA**
Financial Results
19Q3
Earnings Call
Oct 31, 2019



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A person is shown from the chest up, holding a smartphone. The phone screen displays the Anadolu Sigorta app interface, which includes the company name 'ANADOLU SIGORTA' at the top, followed by 'Sipariş Numarası' and 'Güncelle' buttons. The background is a blurred outdoor setting with a wooden fence and greenery. The entire image has a blue color overlay.

Company & Market Overview

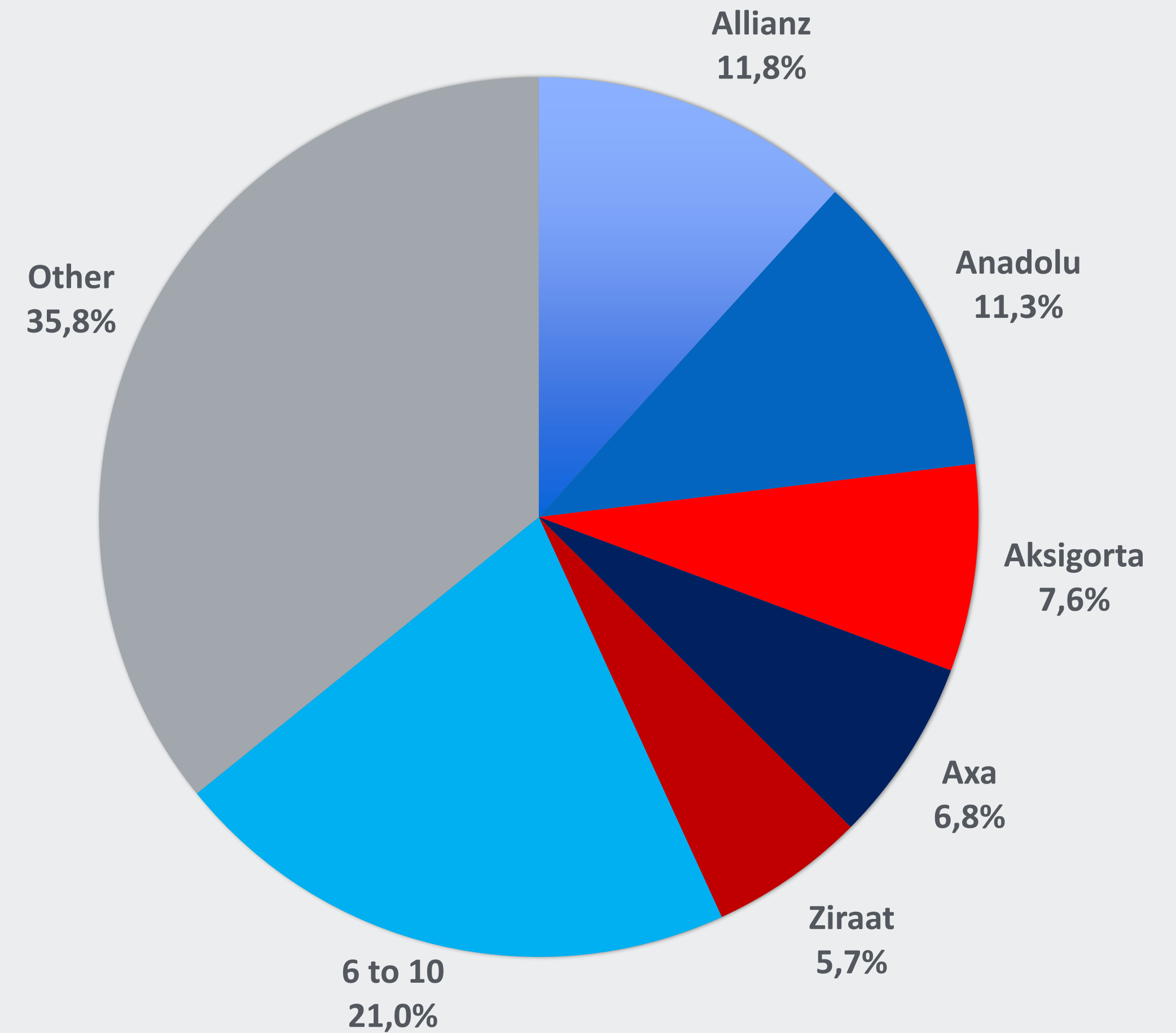
Technical Results

Financial Highlights

Top 10 Non-Life Companies in the Sector – 19M9

(₺ Mn)	Premium Production 19M9	Premium Production 18M9	Change (YoY) (%)
Allianz	4.826	4.121	17,1%
Anadolu	4.636	4.078	13,7%
Aksigorta	3.118	2.446	27,4%
Axa	2.782	2.294	21,3%
Sompo	2.346	1.808	29,8%
Top 5 Companies	17.707	14.746	20,1%
6 to 10	8.619	7.256	18,8%
Top 10 Companies	26.326	22.002	19,7%
Other	14.692	12.059	21,8%
Total	41.018	34.061	20,4%

Production Share by Companies



Premium Production – Sector (mn. TRY)

BRANCHES	19M9	18M9	Change (%) (YoY)
MTPL	13.328	11.484	16,1%
MOD	6.546	5.437	20,4%
Health	5.955	4.436	34,2%
Fire	5.776	4.772	21,0%
General Losses	4.491	4.097	9,6%
Accident	1.664	1.315	26,5%
General Liability	1.226	988	24,0%
Marine Transportation	705	589	19,7%
Financial Losses	346	237	45,8%
Watercraft	317	225	40,9%
Credit	232	193	20,1%
Other	434	288	50,6%
TOTAL	41.018	34.061	20,4%
MTPL*	11.397	9.815	16,1%
TOTAL*	39.087	32.392	20,7%

* Indirect pool Premium excluded (1.931 mn TRY 09.2019 , 1.669mTRY 09.2018)

Highlights of 19Q3 - Anadolu

Recovering Technical Results

%	19Q1	19Q2	19Q3
Combined Ratio	112,7	113,2	108,7

%	3M19	6M19	9M19
Combined Ratio	112,7	112,9	111,4

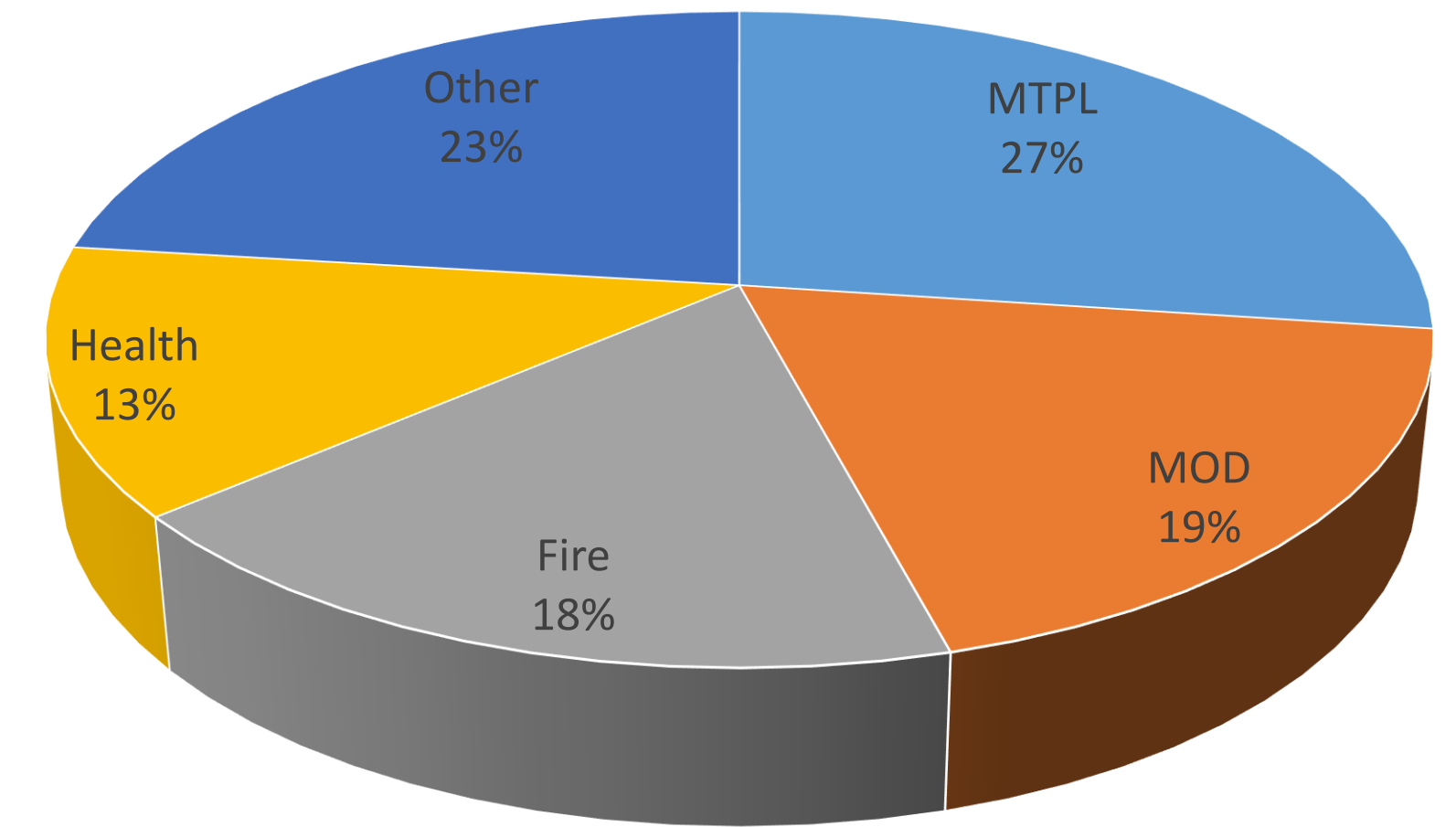
Growing Investment Portfolio

(mn TRY)	FY18	19M9	Change(%)
AUM	4.674	5.532	18,4%
Credit Card	452	500	10,6%
Total	5.125	6.031	17,7%

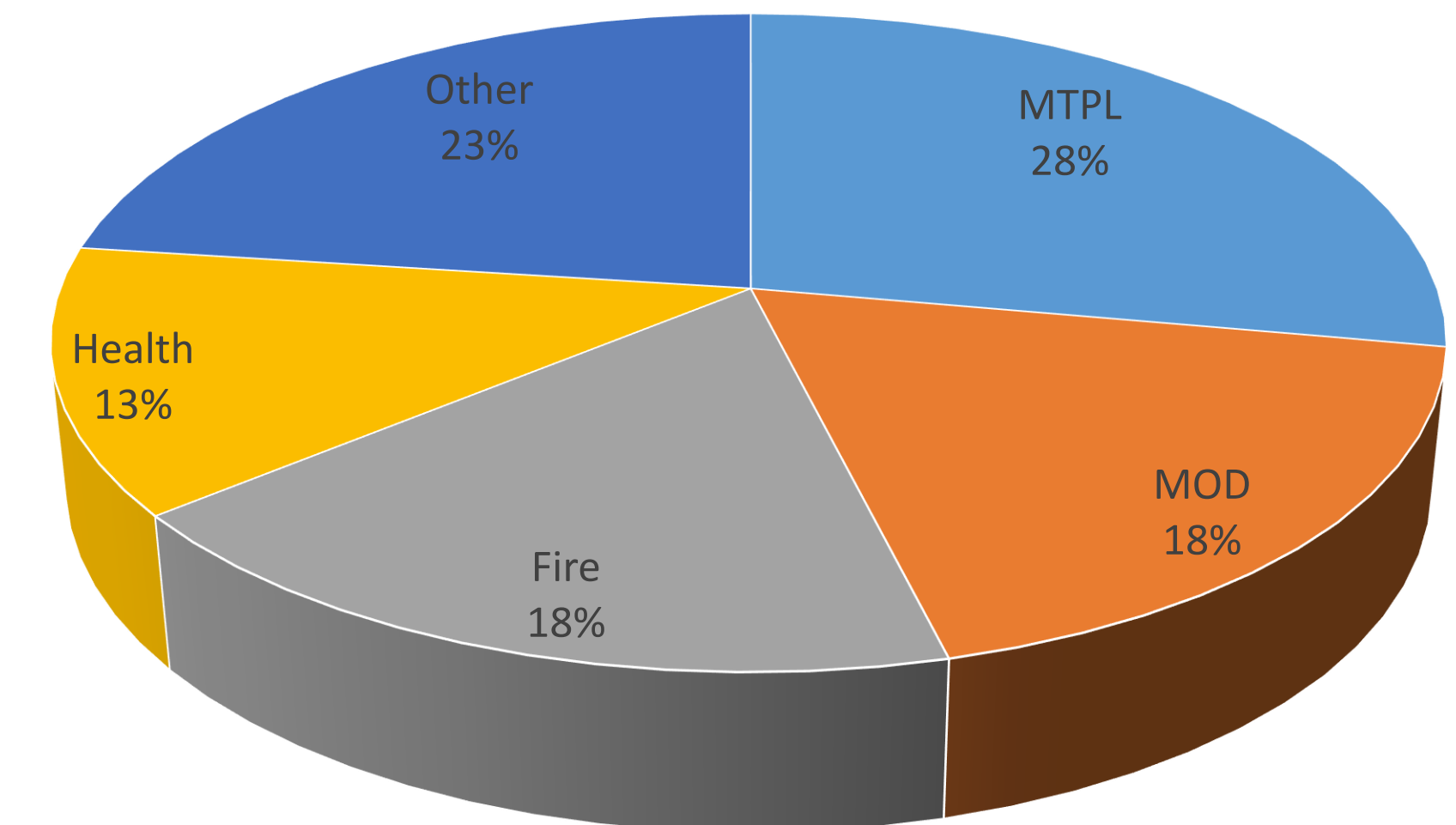
Premium Production – 19M9

Branch	Anadolu Sigorta (₺ Mn)		
	19M9	18M9	ΔYoY
	GPW	GPW	Growth
MTPL	1.257	1.135	10,8%
MOD	867	746	16,2%
Fire and Nat. D.	832	730	14,0%
Health	611	532	14,8%
Other	1.069	935	14,3%
Total	4.636	4.078	13,7%

19M9



18M9

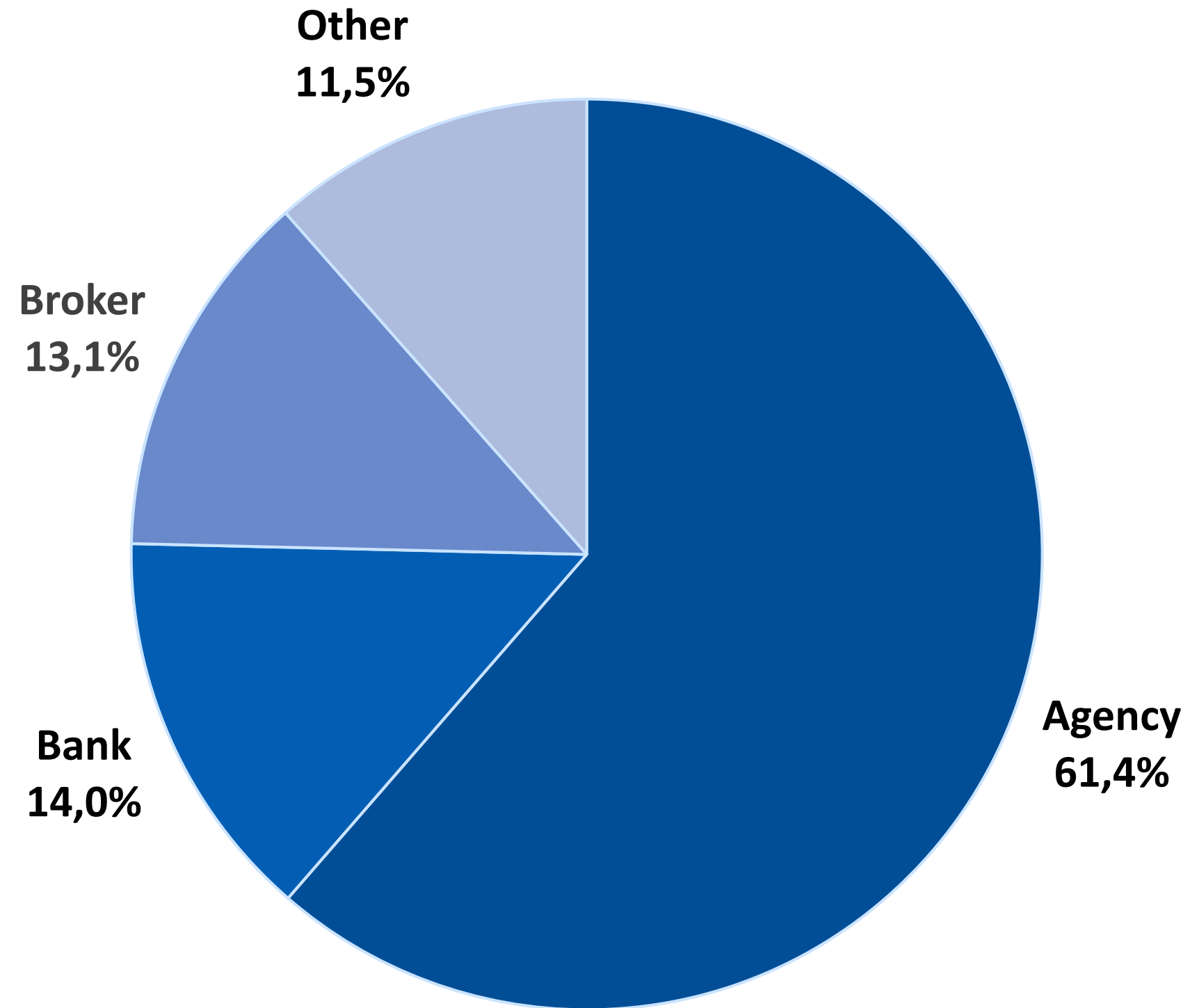


Market Share & Rank (mn. TRY)

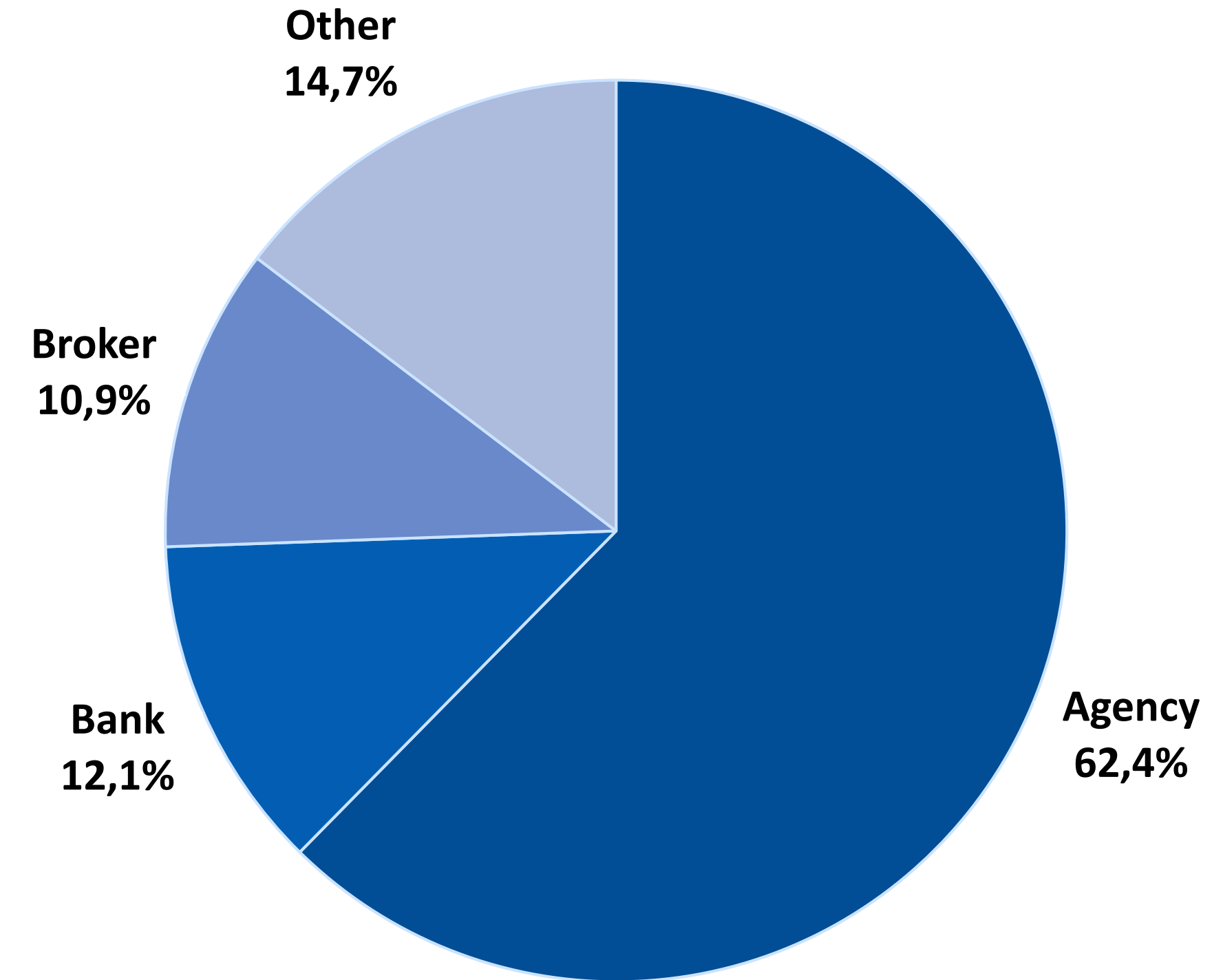
BRANCHES	19M9	18M9	Rank 19M9	Market Share 19M9	Growth
MTPL	1.257	1.135	1	9,4%	10,8%
MOD	867	746	1	13,2%	16,2%
Fire	832	730	1	14,4%	14,0%
General Liability	257	195	1	21,0%	31,8%
Marine Transportation	114	81	1	16,1%	41,0%
Watercraft	104	80	1	32,8%	29,1%
Aircraft	44	30	1	44,1%	49,7%
Aircraft Liability	34	19	1	37,0%	77,1%
General Losses	355	395	3	7,9%	-10,1%
Health	611	532	3	10,3%	14,8%
Other	161	135	--	--	19,3%
TOTAL	4.636	4.078	2	11,3%	13,7%

Distribution Channels – 19M9

Premium Production – Sector



Premium Production – ANSGR



334
MSU
(direct sales staff)

TÜRKİYE  **BANKASI**

Company & Market Overview /

Technical Results

/ Financial Highlights

Branch Technical Results (mn. TRY)

Accident

	18Q3	19Q2	19Q3	Change (YoY)	Change (QoQ)
GPW	33,3	36,3	37,3	12,0%	3,0%
Earned Pr.	30,8	33,0	30,7	-0,3%	-7,0%
Claims (Net)	-8,6	-5,0	-5,4	-37,2%	8,1%
Claims Ratio	27,9%	15,1%	17,6%	-37,1%	16,2%

Health

	18Q3	19Q2	19Q3	Change (YoY)	Change (QoQ)
GPW	106,4	204,0	149,2	40,3%	-26,8%
Earned Pr.	156,8	170,9	185,4	18,2%	8,4%
Claims (Net)	-121,6	-151,9	-129,8	6,8%	-14,5%
Claims Ratio	77,5%	88,8%	70,0%	-9,7%	-21,2%

Branch Technical Results (mn. TRY)

Land Vehicles

	18Q3	19Q2	19Q3	Change (YoY)	Change (QoQ)
GPW	244,1	303,3	270,4	10,7%	-10,9%
Earned Pr.	253,6	289,4	299,8	18,2%	3,6%
Claims (Net)	-236,8	-171,4	-215,7	-8,9%	25,8%
Claims Ratio	93,4%	59,2%	71,9%	-23,0%	21,5%

General Losses

	18Q3	19Q2	19Q3	Change (YoY)	Change (QoQ)
GPW	93,5	114,3	67,7	-27,7%	-40,8%
Earned Pr.	59,2	72,6	77,8	31,3%	7,1%
Claims (Net)	-49,0	-51,5	-51,2	4,6%	-0,6%
Claims Ratio	82,7%	71,0%	65,9%	-20,3%	-7,2%

Branch Technical Results (mn. TRY)

MTPL

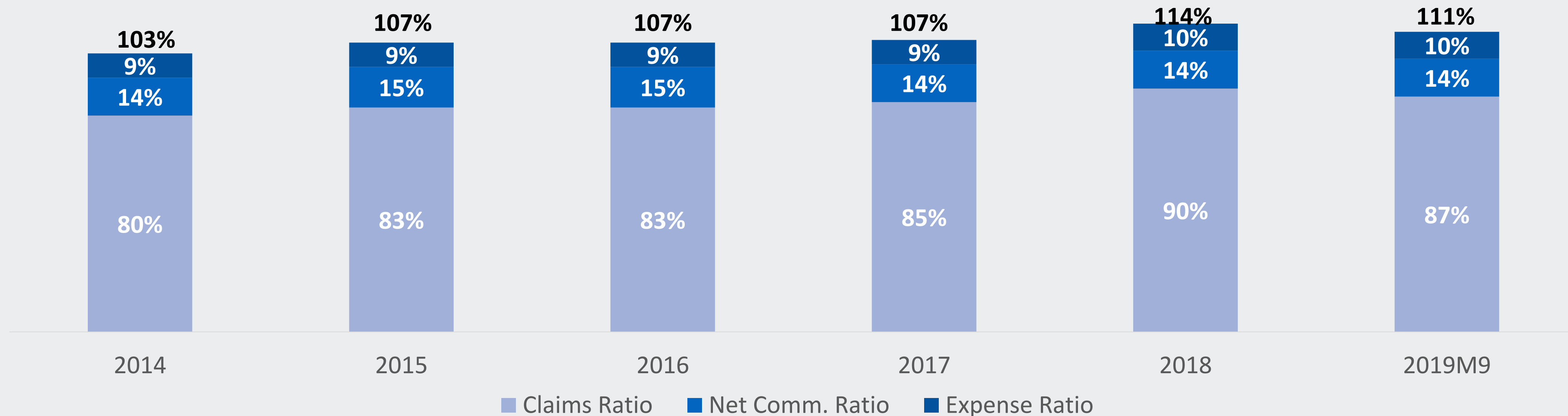
	18Q3	19Q2	19Q3	Change (YoY)	Change (QoQ)
GPW	381,6	415,3	436,8	14,5%	5,2%
Earned Pr.	247,2	228,3	263,5	6,6%	15,5%
Claims (Net)	-291,5	-274,3	-311,9	7,0%	13,7%
Claims Ratio	117,9%	120,2%	118,4%	0,4%	-1,5%

Fire

	18Q3	19Q2	19Q3	Change (YoY)	Change (QoQ)
GPW	211,1	344,3	230,9	9,4%	-32,9%
Earned Pr.	112,7	120,5	126,6	12,3%	5,1%
Claims (Net)	-115,0	-74,2	-95,8	-16,7%	29,1%
Claims Ratio	102,1%	61,6%	75,7%	-25,9%	22,9%

Profitability – Combined Ratio

Combined Ratio	18Q3	19Q2	19Q3		19M9	18M9
MOD	119,2%	87,4%	96,6%		93,9%	108,9%
MTPL	131,4%	142,1%	139,1%		139,2%	123,9%
Fire	137,7%	103,4%	109,5%		106,2%	111,2%
Health	100,5%	118,9%	94,9%		114,9%	110,5%
Accident	66,8%	72,4%	71,5%		63,9%	70,4%
General Liability	152,8%	177,7%	118,9%		134,1%	153,0%
General Losses	99,9%	98,3%	86,1%		96,1%	108,1%
Total	120,4%	113,2%	108,7%		111,4%	113,5%



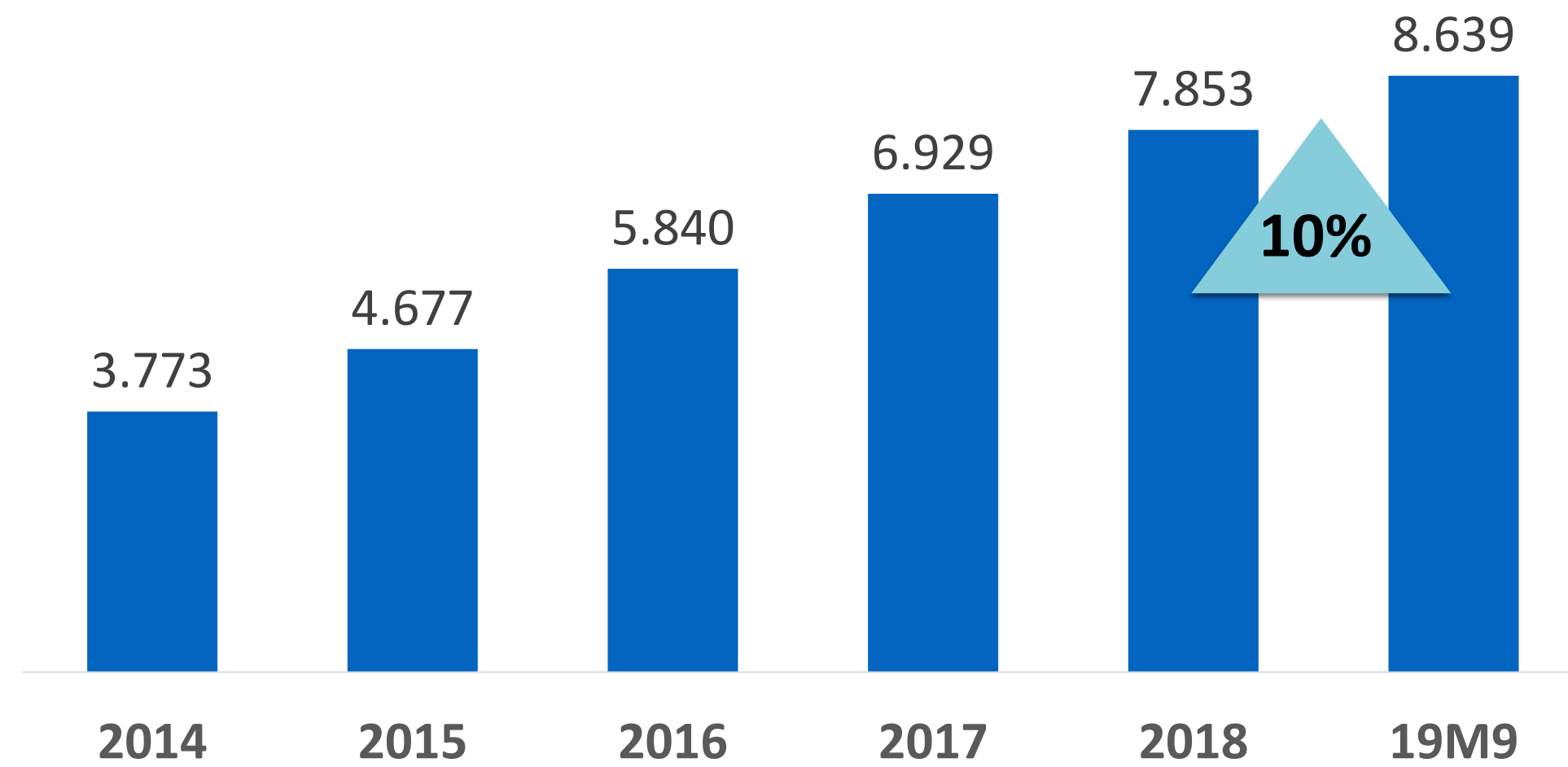
Company & Market Overview

Technical Results

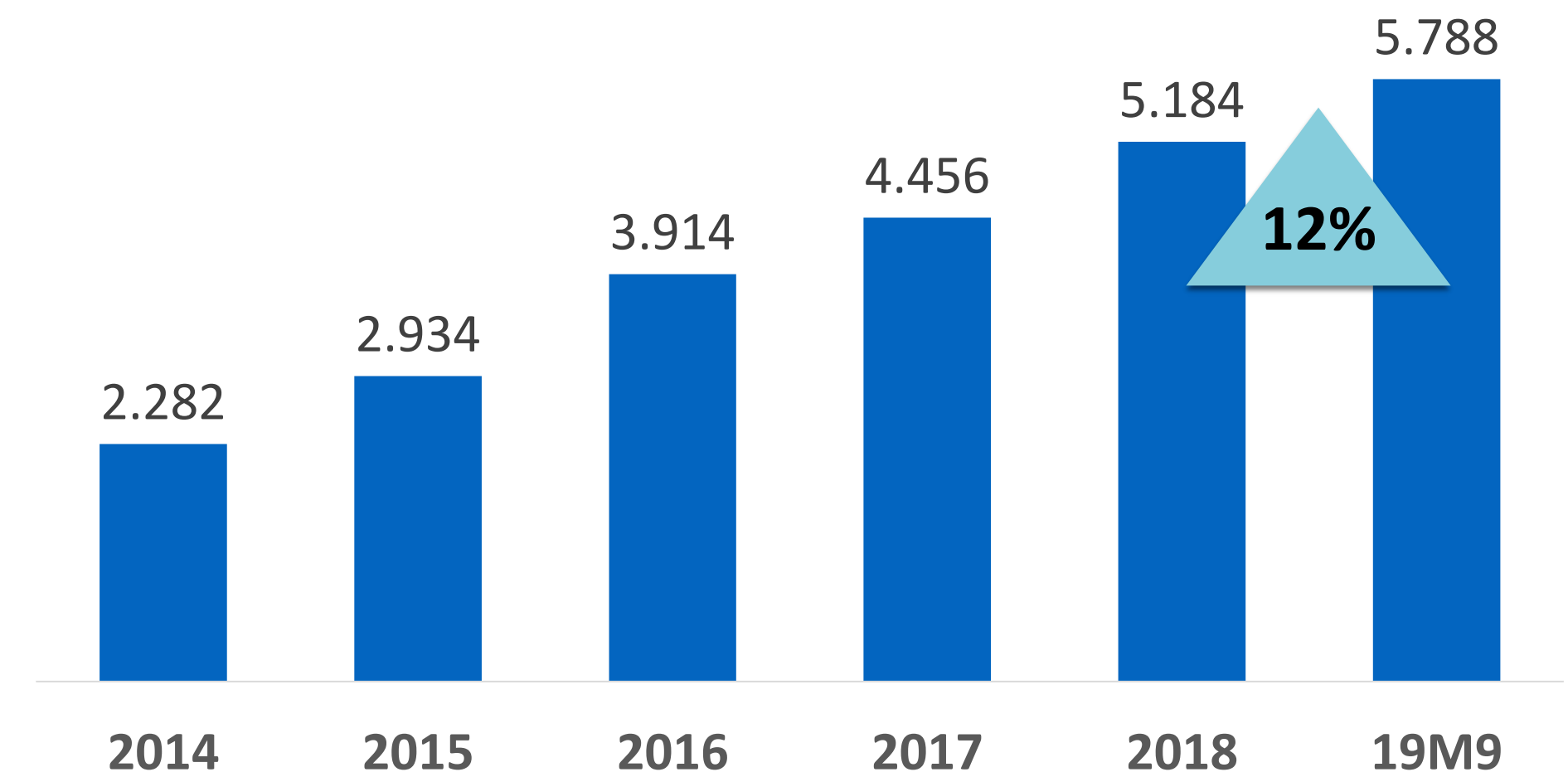
Financial Highlights

Growth Performance

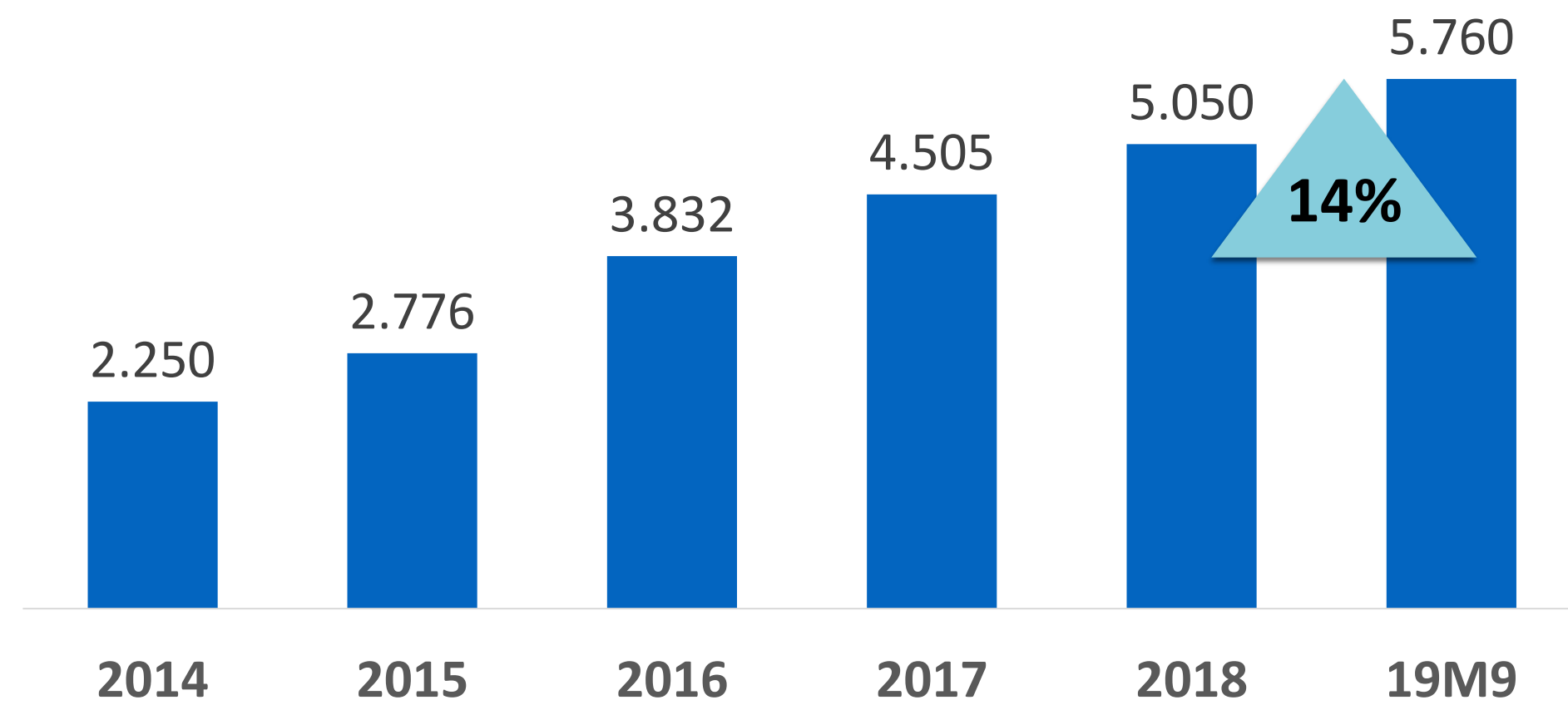
Total Assets (mn TRY) (*)



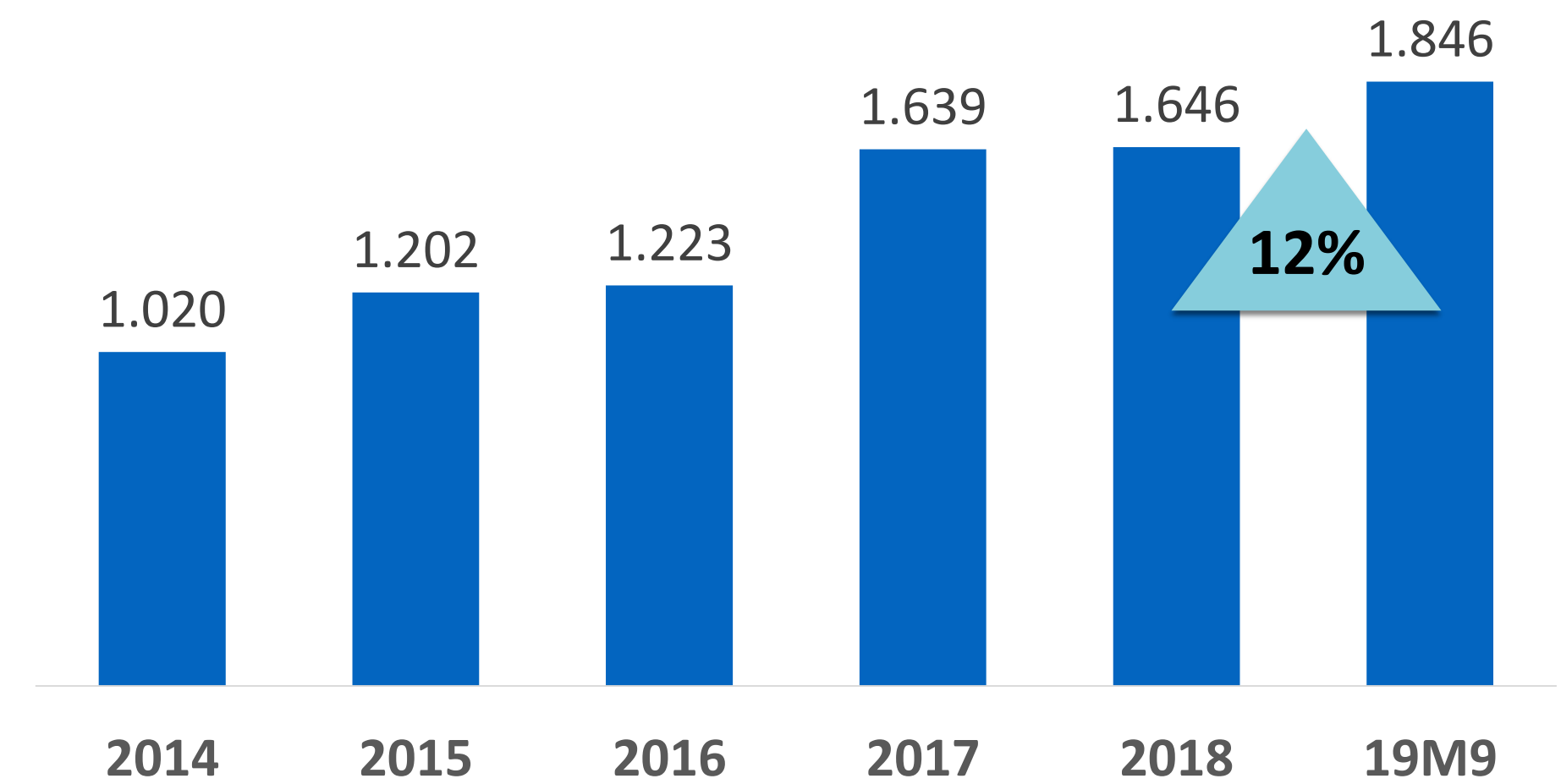
Tech. Reserves (mn TRY)



Cash and Marketable Sec. (mn TRY) (*)



Shareholders' Equity (mn TRY)



(*) Financial loans netted off

Income Statement (₺ mn)

P&L	19Q3	18Q3	Change (%) (YoY)	19M9	18M9	Change (%) (YoY)
Tech. Income (*)	1.109	988	12%	3.131	2.682	17%
Tech. Expenses	-1.204	-1.179	2%	-3.485	-3.037	15%
Net Financial Inc. + Other Exp. (*)	198	268	-26%	757	650	16%
Deferred Tax	-29	49	-159%	-27	55	-148%
Gross Profit	74	126	-41%	376	349	8%
Tax	5,7	-66	-108%	-67	-117	-43%
Net Profit	79	60	32%	310	232	33%

(*) Financial income transferred to technical division is excluded

Balance Sheet

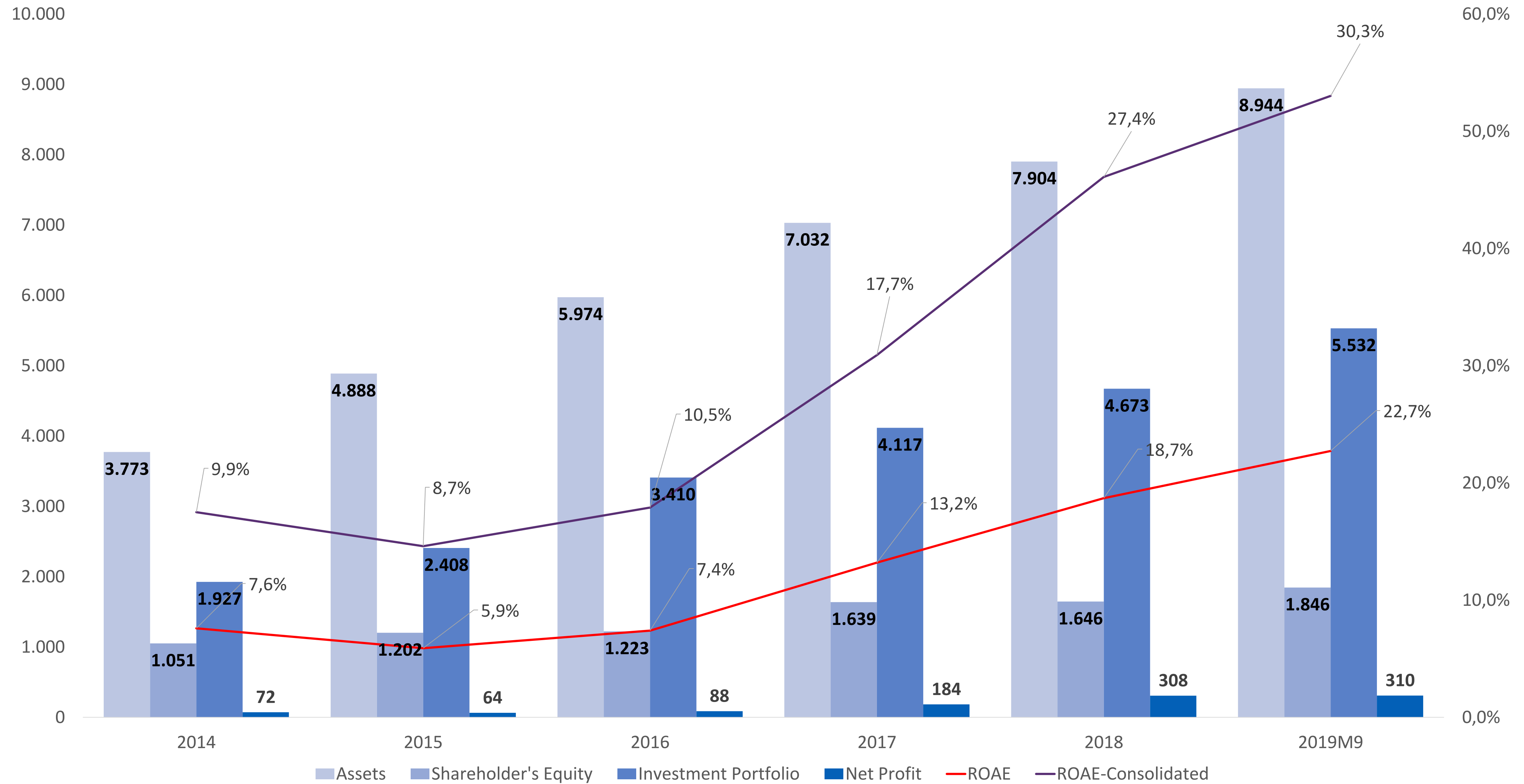
Assets	09.19	12.18	Change (%)
Cash + Marketable Sec.	6.065	5.101	18,9%
Equity Participations	450	517	-13,0%
Other Assets	2.429	2.286	6,3%
Assets	8.944	7.904	13,2%

Liabilities	09.19	12.18	Change (%)
Technical Provisions	5.788	5.185	11,6%
Shareholders' Equity	1.846	1.646	12,2%
Other Liabilities	1.309	1.073	22,0%
Liabilities	8.944	7.904	13,2%

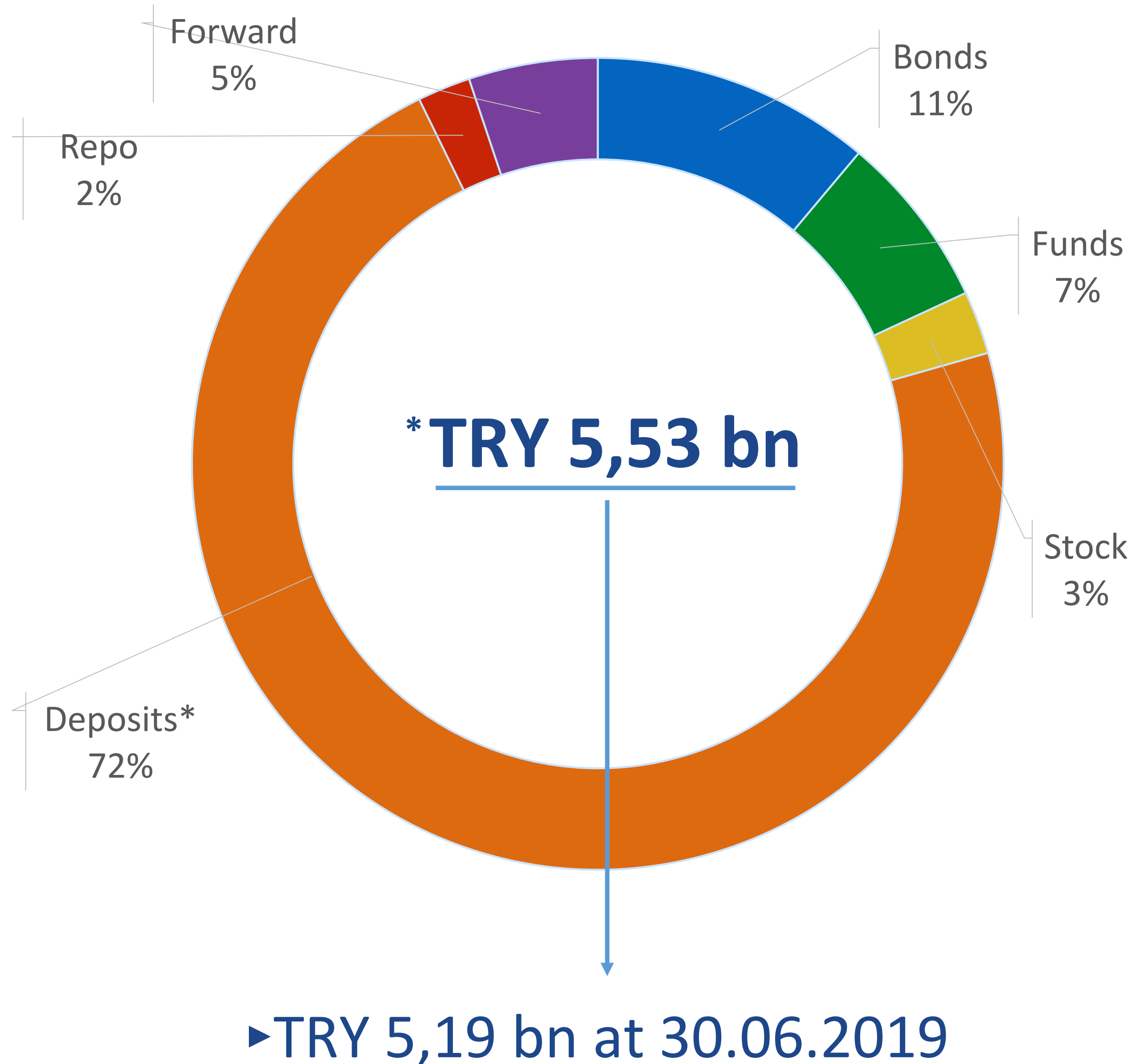
%18,9
increase in
LIQUID assets

%13,2
increase in
TOTAL assets

Growth Performance



Investment Portfolio



*305 mn TRY loan netted off

In 19M9;

Dividend from ANHYT 26 mn TRY

Investment Income * 827 mn TRY

Average Portfolio Income ~ 24%

* ANHYT dividend excluded.

%18
YoY
increase in
Investment
Income

Disclaimer Statement

This presentation contains forward-looking statements and information on the business development of Anadolu Sigorta. These statements may be spoken or written and can be recognized by terms such as “expects”, “anticipates”, “intends”, “plans”, “seeks” or words with similar meaning. These statements are based on assumptions relating to the development of the economies of individual countries, and in particular of the insurance industry, which we have made on the basis of the information available to us and which we consider to be realistic at the time of going to press. The estimates given involve a degree of risk, and the actual developments may differ from those forecasts.

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Never lose.

Q&A