

# ANADOLU SİGORTA

Financial Results

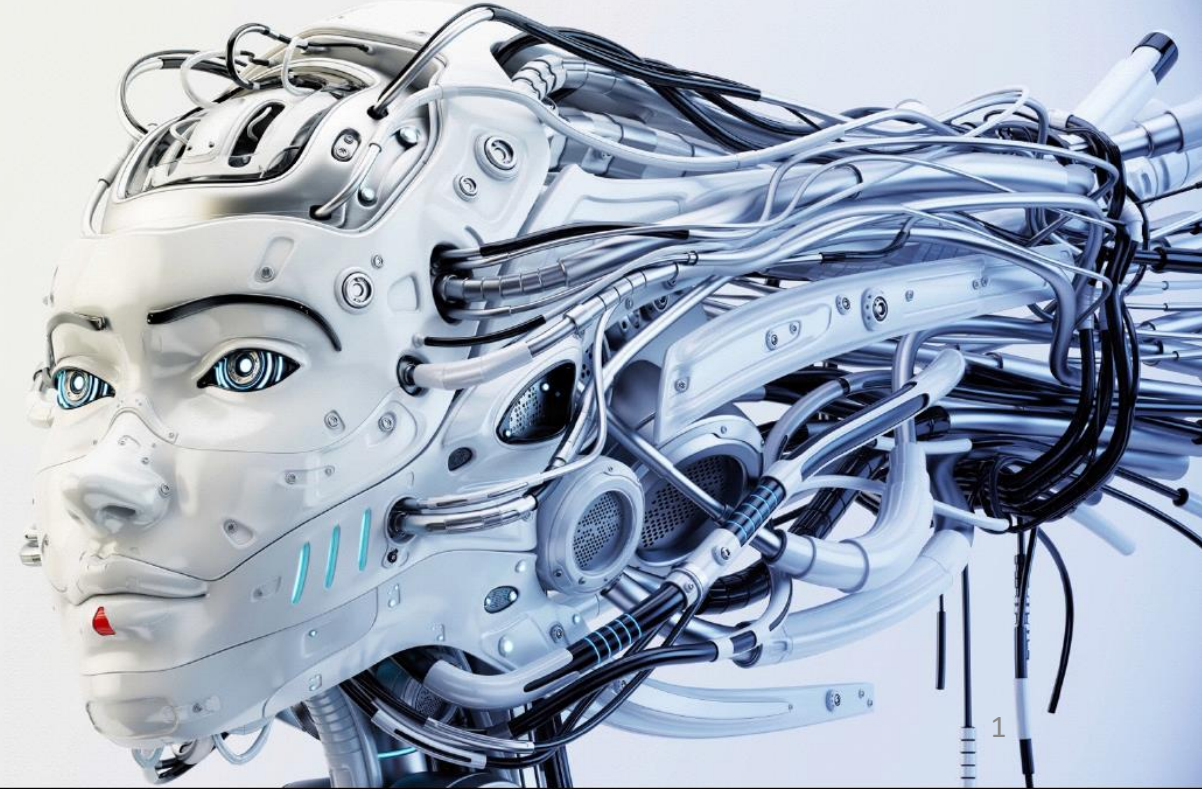
2Q19

Earnings Call

Aug 1, 2019

ANADOLU SİGORTA ROBOT

AS'LI



- *Highlights of Sector*
- *Highlights of Anadolu*
- *Premium production*
- *Market Share & Rank*
- *Branch Technical Results*
- *Profitability*
- *Growth Performance*
- *Core indicators*
- *Financial statements*
- *Investment portfolio*
- *Innovation*
- *Q&A session*

- ✓ High investment yield
- ✓ Declining motor claims frequency
- ✓ Non-motor driven growth

	2019H1		2018H1		
	GPW (mn TRY)	Share	GPW (mn TRY)	Share	
Allianz	3.351	11,7%	Allianz	2.892	12,0%
Anadolu	3.260	11,4%	Anadolu	2.860	11,9%
Aksigorta	2.155	7,5%	Aksigorta	1.676	7,0%
Axa	1.960	6,8%	Axa	1.579	6,6%
Ziraat	1.610	5,6%	Ziraat	1.315	5,5%
Top Ten	18.543	64,7%	Top Ten	15.422	64,2%
<b>Sector</b>	<b>28.652</b>	<b>100,0%</b>	<b>Sector</b>	<b>24.030</b>	<b>100,0%</b>

19,2%

# Premium Production – Sector (mn. TRY)

BRANCHES	19H1	18H1	Change (YoY) (%)
MTPL	8.740	7.739	12,9%
MOD	4.416	3.717	18,8%
Health	4.397	3.348	31,4%
Fire	4.086	3.284	24,4%
General Losses	3.564	3.297	8,1%
Accident	1.096	916	19,7%
General Liability	881	665	32,4%
Marine Transportation	505	416	21,3%
Financial Losses	254	166	53,0%
Watercraft	223	153	45,3%
Credit	177	136	29,9%
Other	313	193	62,4%
<b>TOTAL</b>	<b>28.652</b>	<b>24.030</b>	<b>19,2%</b>
MTPL *	7.446	6.598	12,9%
<b>TOTAL *</b>	<b>27.358</b>	<b>22.889</b>	<b>19,5%</b>

\* Indirect pool Premium excluded (1.294mTRY 06.2019 , 1.141mTRY 06.2018)

- Improving financials

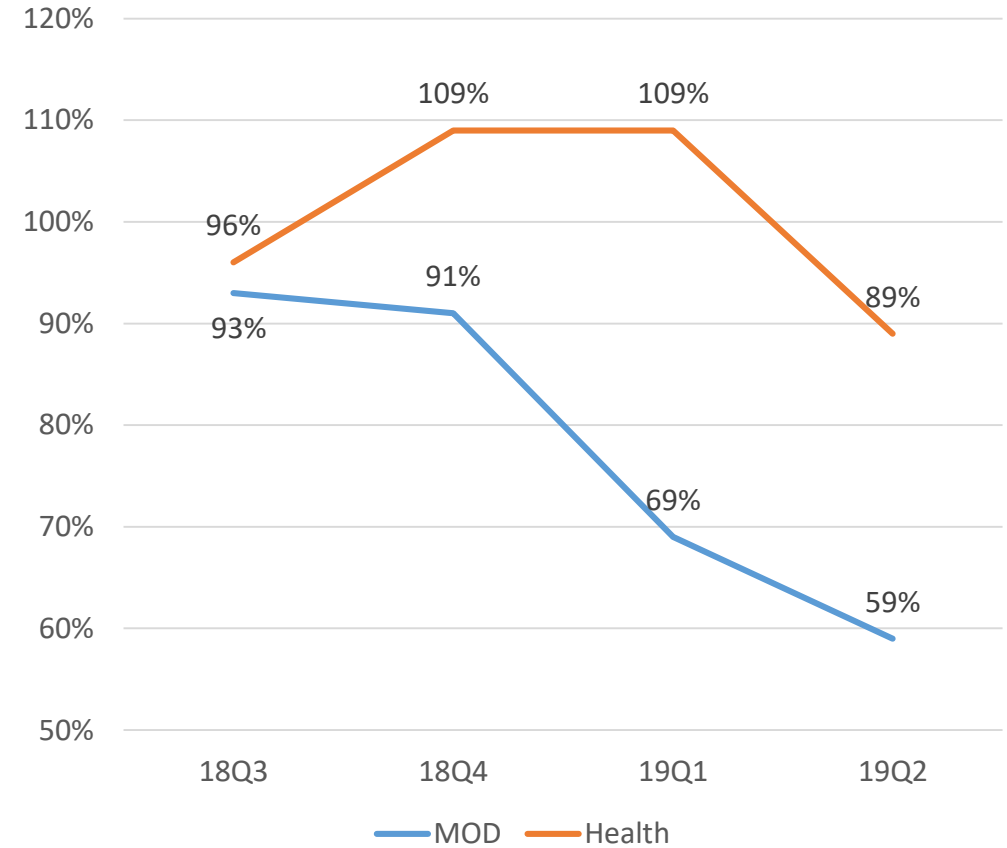
(mn TRY)	19Q2	19H1	18H1	Change(%) YoY
Gross Profit	127	303	223	36%
Net Profit	105	230	172	34%
Net Profit*	105	204	138	48%

(\* ) ANHYT dividend income excluded.

- Growing investment portfolio

(mn TRY)	FY18	19H1	Change(%)
AUM	4.674	5.191	11,1%
Credit Card	452	503	11,3%
<b>Total</b>	<b>5.125</b>	<b>5.694</b>	<b>11,1%</b>

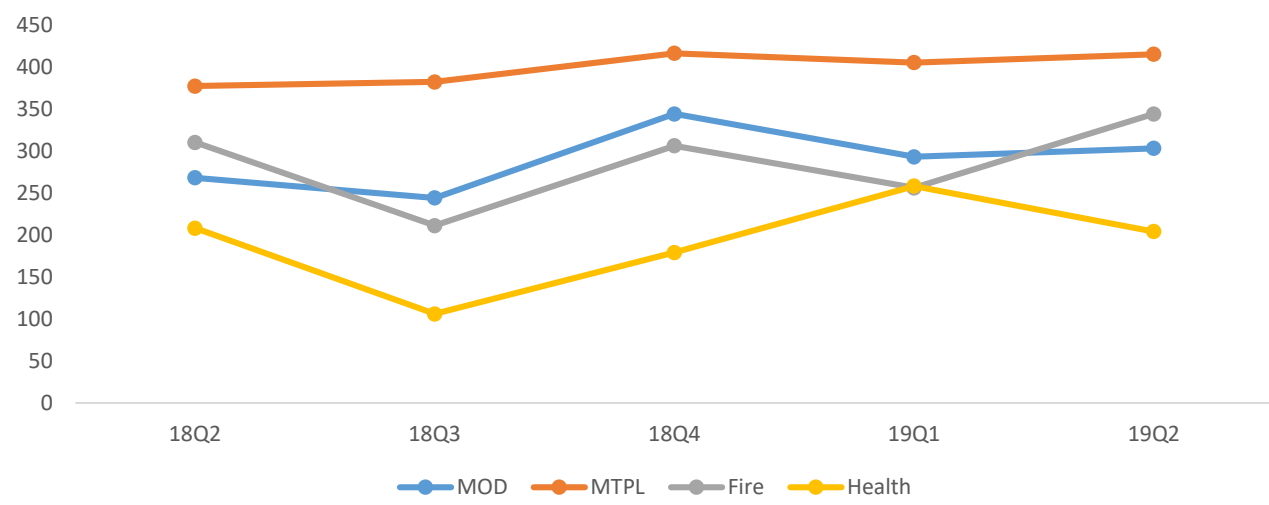
- MOD & Health Claims Ratio Recovery



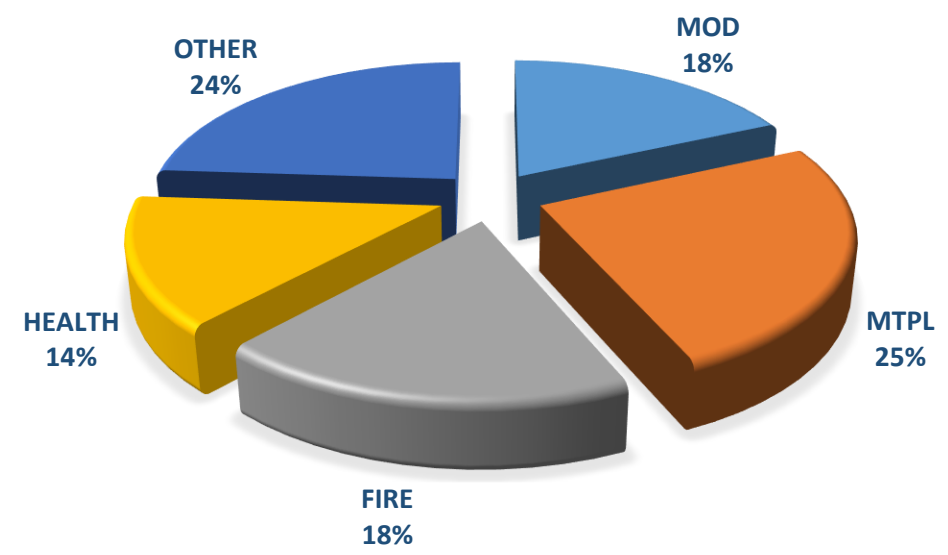
# Premium Production (mn TRY)

	18Q2	18Q3	18Q4	19Q1	19Q2	YoY(%)
MOD	268	244	344	293	303	13,1%
MTPL	377	382	416	405	415	10,1%
FIRE	310	211	306	256	344	11,1%
HEALTH	208	106	179	258	204	-1,9%
OTHER	319	275	379	397	385	20,7%
<b>TOTAL</b>	<b>1.482</b>	<b>1.218</b>	<b>1.624</b>	<b>1.609</b>	<b>1.651</b>	<b>11,4%</b>

GPW Branch Breakdown



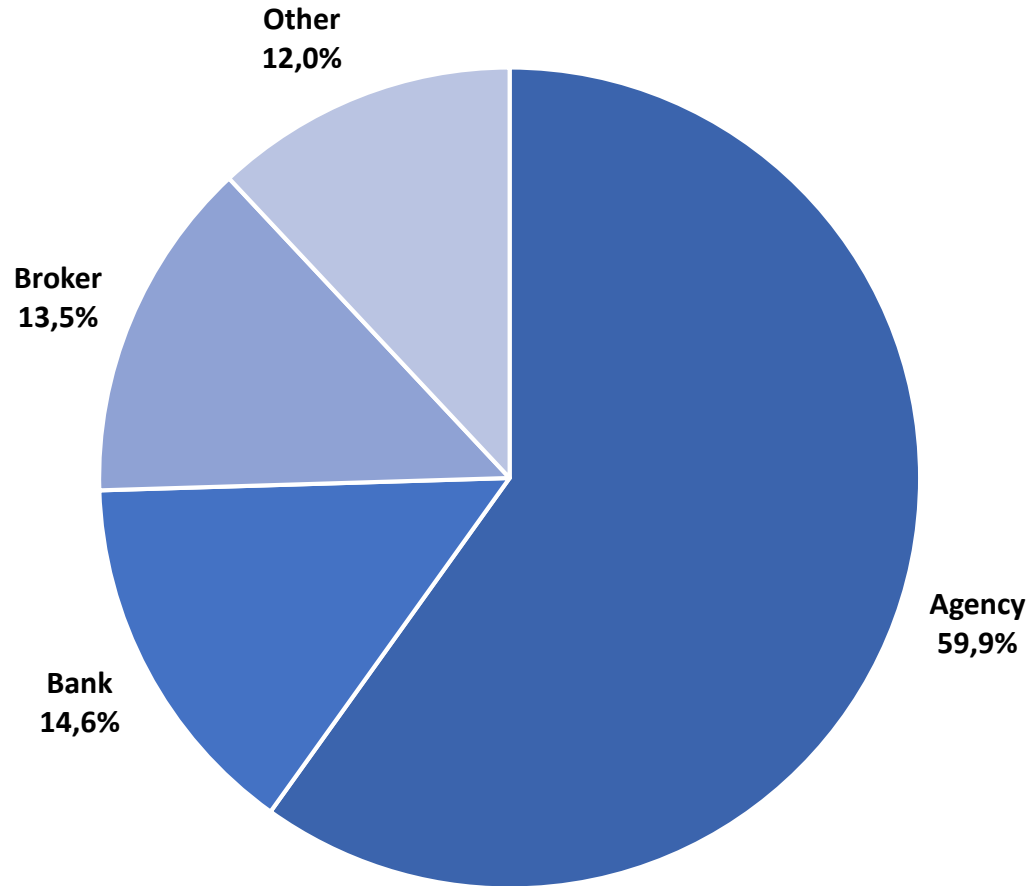
19H1 Breakdown



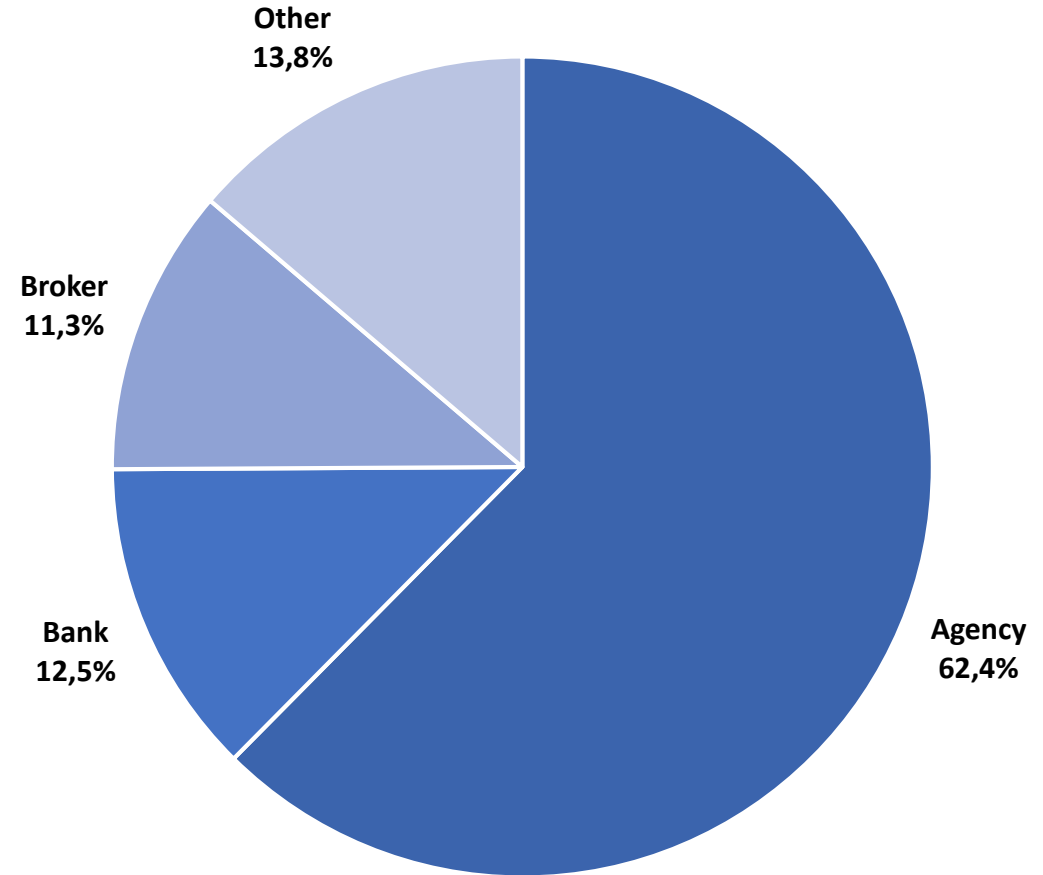
# Market Share & Rank (mn. TRY)

BRANCHES	18H1	19H1	Rank 19H1	Market Share 19H1	Growth
MOD	502	597	1	14%	19%
Fire	519	601	1	15%	16%
General Liability	121	182	1	21%	50%
Watercraft	54	76	1	34%	40%
MTPL	753	821	1	9%	9%
Aircraft Liability	16	31	1	45%	100%
Marine Transportation	53	69	2	14%	31%
Aircraft	23	33	2	40%	45%
General Losses	302	287	3	8%	-5%
Health	426	461	3	10%	8%
Other	92	102	--	--	10%
<b>TOTAL</b>	<b>2.860</b>	<b>3.260</b>	<b>2</b>	<b>11%</b>	<b>14%</b>

## Premium Production – Sector



## Premium Production – ANSGR





## Accident

	18Q2	19Q1	19Q2	Change YoY	Change QoQ
GPW	37,4	32,5	36,3	-3,0%	11,7%
Earned Premiums	32,7	29,8	33	1,1%	10,8%
Claims (Net)	9,5	1,4	5	-47,4%	254,4%
Claims Ratio	29,0%	4,7%	15,1%	-48,0%	220,0%

- Premium production better than Q1

## Health

	18Q2	19Q1	19Q2	Change YoY	Change QoQ
GPW	208	257,5	204	-1,9%	-20,8%
Earned Premiums	146,8	168,5	170,9	16,4%	1,4%
Claims (Net)	128,6	184	151,9	18,1%	-17,5%
Claims Ratio	87,6%	109,2%	88,8%	1,4%	-18,6%

- Significant Progress in terms of claims ratio and financial results

## Land Vehicles

	18Q2	19Q1	19Q2	Change YoY	Change QoQ
GPW	268,1	293,2	303,3	13,1%	3,4%
Earned Premiums	244,7	273,7	289,4	18,3%	5,8%
Claims (Net)	187,9	188,3	171,4	-8,8%	-9,0%
Claims Ratio	76,8%	68,8%	59,2%	-22,9%	-13,9%

- Improvement trend in claims ratio since 18Q3 stands on stronger

## General Losses

	18Q2	19Q1	19Q2	Change YoY	Change QoQ
GPW	121,8	173,2	114,3	-6,2%	-34,0%
Earned Premiums	45,1	48,3	72,6	61,1%	50,2%
Claims (Net)	44,5	40,4	51,5	15,8%	27,4%
Claims Ratio	98,7%	83,7%	71,0%	-28,1%	-15,2%

- Better claims ratio compared to both of the previous quarters

## MTPL

	18Q2	19Q1	19Q2	Change YoY	Change QoQ
GPW	377,2	405,3	415,3	10,1%	2,5%
Earned Premiums	231,5	245,2	228,3	-1,4%	-6,9%
Claims (Net)	223,2	272,2	274,3	22,9%	0,8%
Claims Ratio	96,4%	111,0%	120,2%	24,6%	8,2%

- Restrained premium growth

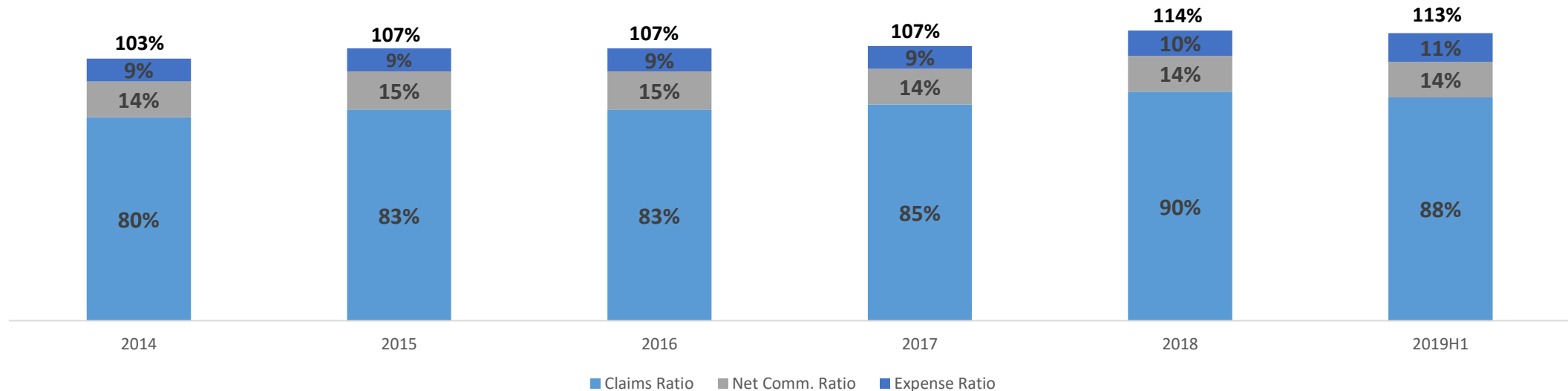
## Fire

	18Q2	19Q1	19Q2	Change YoY	Change QoQ
GPW	310	256,3	344,3	11,1%	34,3%
Earned Premiums	97,7	114,6	120,5	23,3%	5,1%
Claims (Net)	71,5	80,3	74,2	3,7%	-7,5%
Claims Ratio	73,3%	70,0%	61,6%	-15,9%	-12,0%

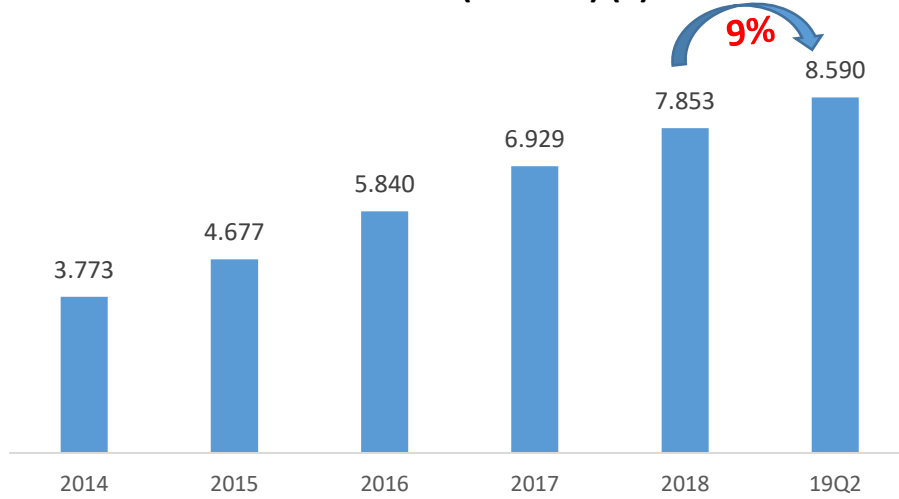
- Net paid claims was 8% lower than previous quarter
- Claims ratio recovered around 8% in Q2

# Profitability – Combined Ratio

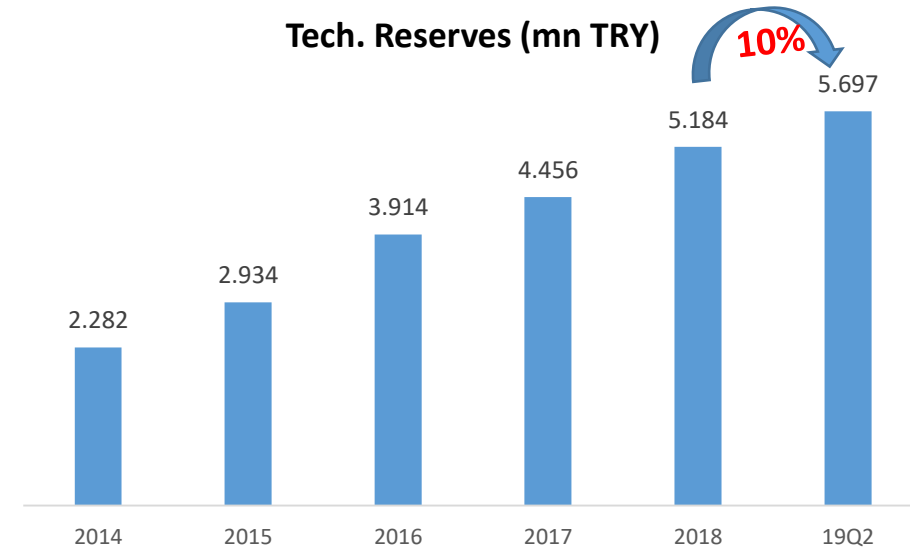
Combined Ratio	18Q2	19Q1	19Q2	18H1	19H1
MOD	109,0%	98,0%	87,4%	103,5%	92,5%
MTPL	119,6%	136,6%	142,1%	119,9%	139,2%
Fire	106,7%	105,6%	103,4%	95,6%	104,5%
Health	111,3%	132,8%	118,9%	116,2%	125,8%
P.Accident	68,0%	46,6%	72,4%	72,0%	60,2%
General Liability	153,2%	80,4%	177,7%	153,1%	140,8%
General Losses	117,7%	108,9%	98,3%	113,8%	102,5%
<b>Total</b>	<b>112,1%</b>	<b>112,7%</b>	<b>113,2%</b>	<b>109,7%</b>	<b>112,9%</b>



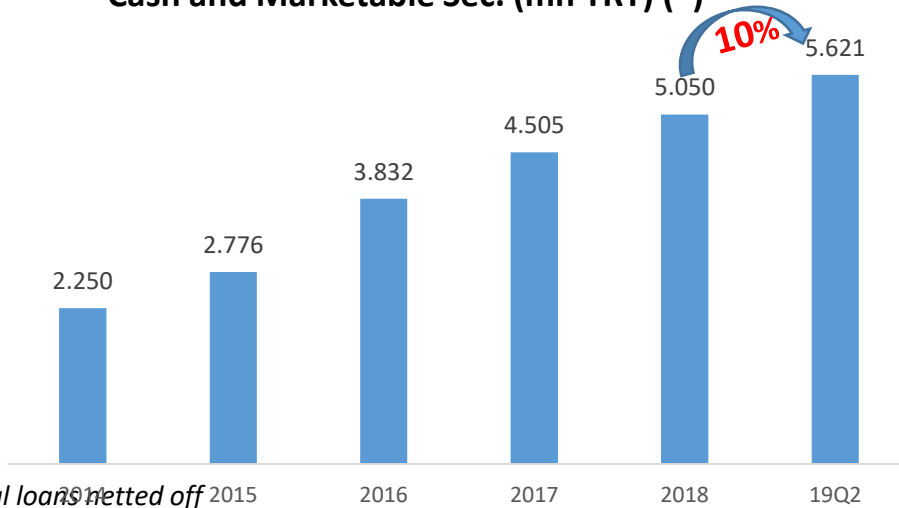
**Total Assets (mn TRY) (\*)**



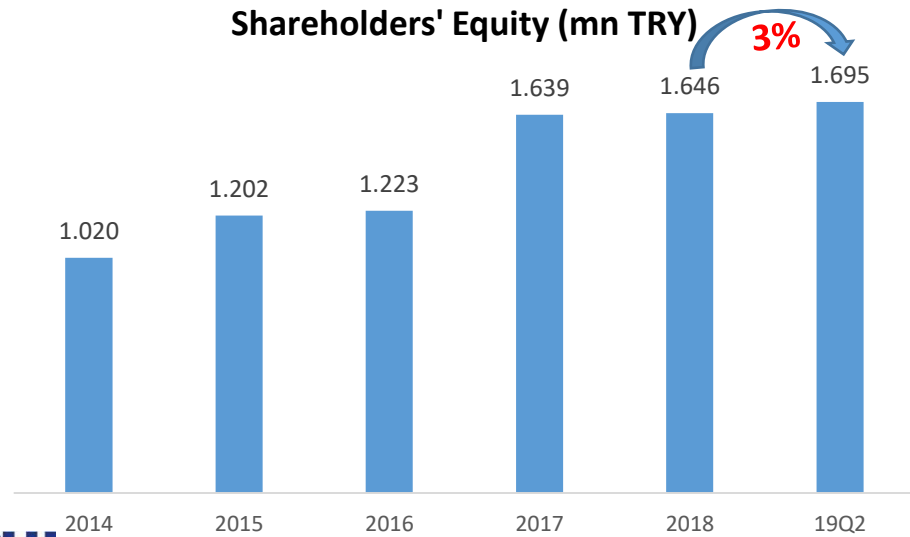
**Tech. Reserves (mn TRY)**



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

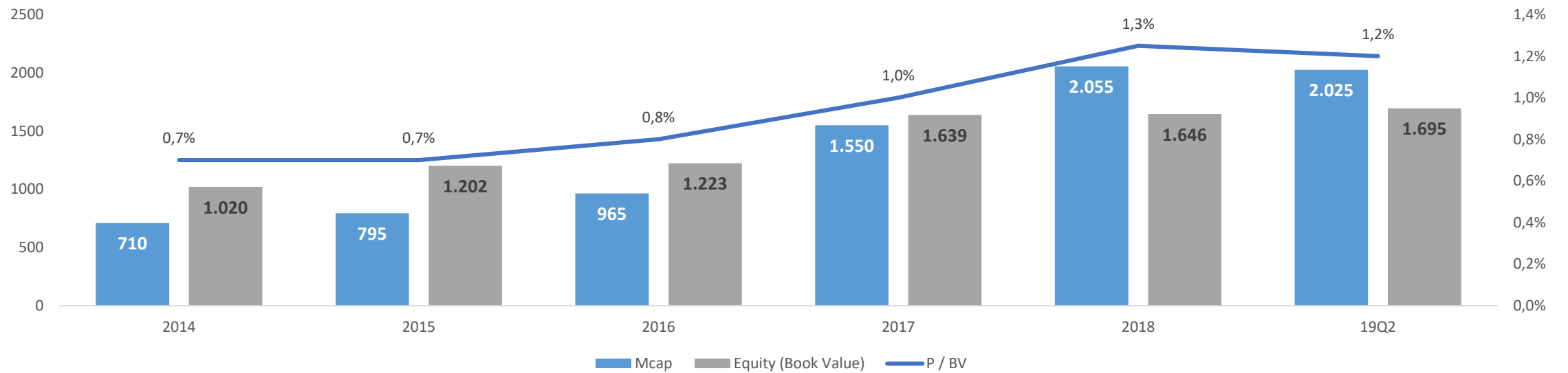


**Shareholders' Equity (mn TRY)**



(\*) Financial loans netted off 2015

(TRY)	30.06.2019	31.12.2018	Change
<b>Mcap</b>	2.025mn	2.055mn	-1,5%
<b>Equity (Book Value)</b>	1.695mn	1.646mn	3%
<b>P / BV</b>	1,2	1,3	4%

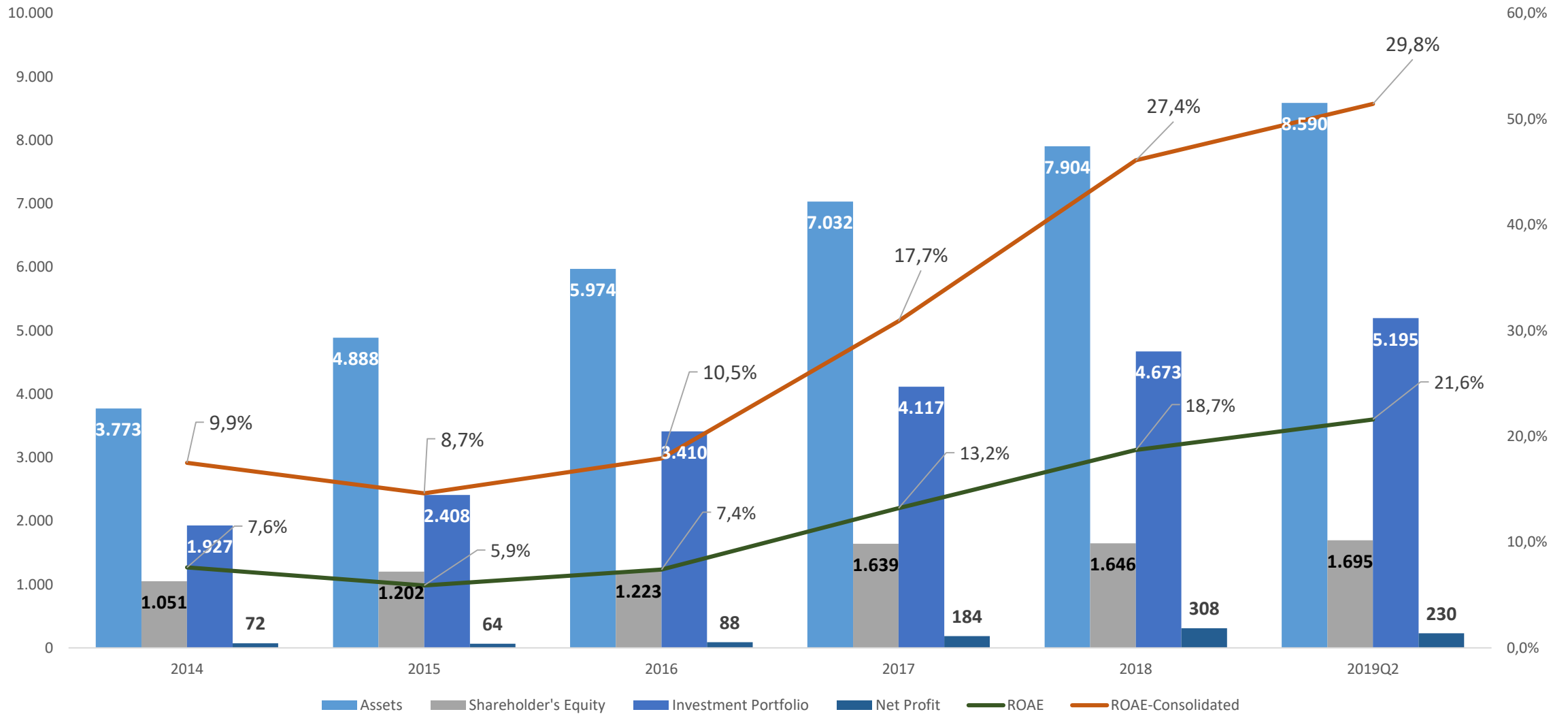


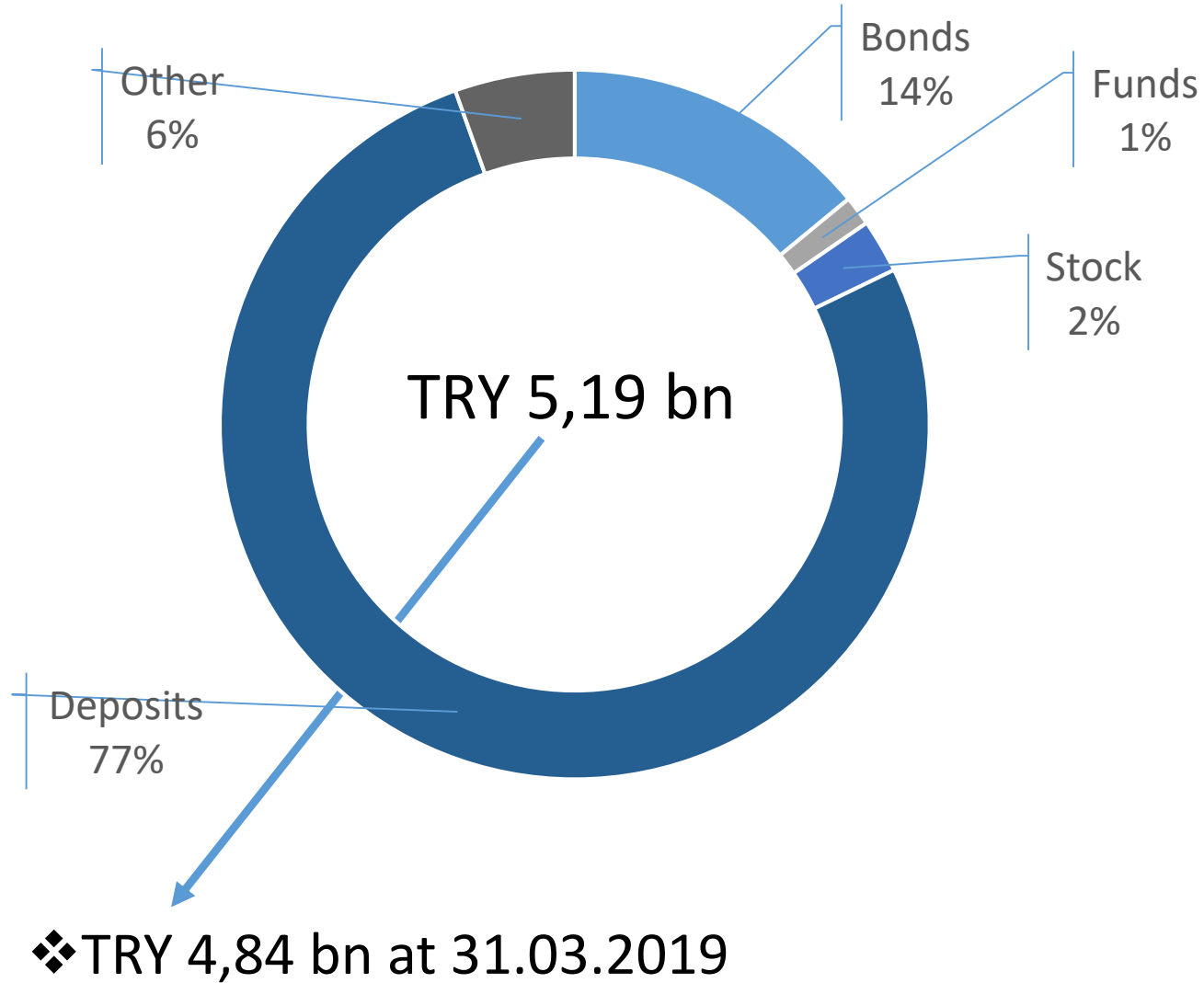
P&L	19Q2	18Q2	19Q1	Change (%) (YoY)	Change (%) (QoQ)
Tech. Income (*)	1.049	849	973	24%	8%
Tech. Expenses	-1.185	-952	-1.095	24%	8%
Net Financial Inc. + Other Exp. (*)	302	183	281	65%	7%
Deferred Tax	-18	-9	20	104%	-188%
<b>Gross Profit</b>	<b>127</b>	<b>70</b>	<b>176</b>	<b>82%</b>	<b>-28%</b>
Tax	- 21	-7	-51	212%	-58%
<b>Net Profit</b>	<b>105</b>	<b>63</b>	<b>125</b>	<b>67%</b>	<b>-15%</b>
<i>Income from subsidiary</i>	--	--	26		
<b>Net Profit - dividend income excl.</b>	<b>105</b>	<b>63</b>	<b>99</b>	<b>67%</b>	<b>7%</b>

(\*) Financial income transferred to technical division is excluded

Assets	06.2019	12.2018	Change (%)	Liabilities	06.2019	12.2018	Change (%)
Cash + Marketable Sec.	5.622	5.101	10,2%	Technical Provisions	5.697	5.185	9,9%
Equity Participations	432	517	-16,5%	Shareholders' Equity	1.695	1.646	2,9%
Other Assets	2.536	2.286	11%	Other Liabilities	1.198	1.073	11,7%
<b>Assets</b>	<b>8.590</b>	<b>7.904</b>	<b>8,7%</b>	<b>Liabilities</b>	<b>8.590</b>	<b>7.904</b>	<b>8,7%</b>







In 19H1;

Dividend from ANHYT	26 mn TRY
Investment Income *	582 mn TRY
Average Portfolio Income ~	25%

\* ANHYT dividend excluded.

%61  
YoY increase in  
Investment  
Income

ANADOLU SİGORTA Kızıltepe 554

Gösterge Paneli Hasarlar Kullanıcılar Ayarlar

Hasar No: 38883202180001

Online Kullanıcılar 00:00:00 çevrimdışı

Ekspert Aksiyonları

Müşteri Aksiyonları

- Real-time video and chat communication between clients
- Increases the speed of initial intervention to the claim
- Quick and practical claim assessment
- Reduction claim files payment duration time
- Increasing customer satisfaction

## Insurance Products on Mobile



- ANADOLU SİGORTA Personal Accident
- ANADOLU SİGORTA MTPL
- ANADOLU SİGORTA MOD
- ANADOLU SİGORTA Travel Insurance
- ANADOLU SİGORTA Complementary Health
- ANADOLU SİGORTA Greencard Insurance
- ANADOLU SİGORTA Mandatory Earthquake Insurance
- ANADOLU SİGORTA Cyber Security
- ANADOLU SİGORTA Future Education Insurance
- ANADOLU SİGORTA Household Comprehensive
- ANADOLU SİGORTA Flight Delay

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# THANK YOU...

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## Q&A