

# **ANADOLU SİGORTA**

**Financial Results  
20Q1  
Earnings Call  
May 4, 2020**



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A person is holding a smartphone in their right hand, displaying the Anadolu Sigorta app. The app interface shows the company name 'ANADOLU SIGORTA' at the top, followed by 'Tepesi Hizmetleri' and 'Güvenli Yatırımlar'. The background is a blurred image of a person sitting on a wooden deck, wearing a watch and a jacket. The entire image has a blue overlay.

# Company & Market Overview

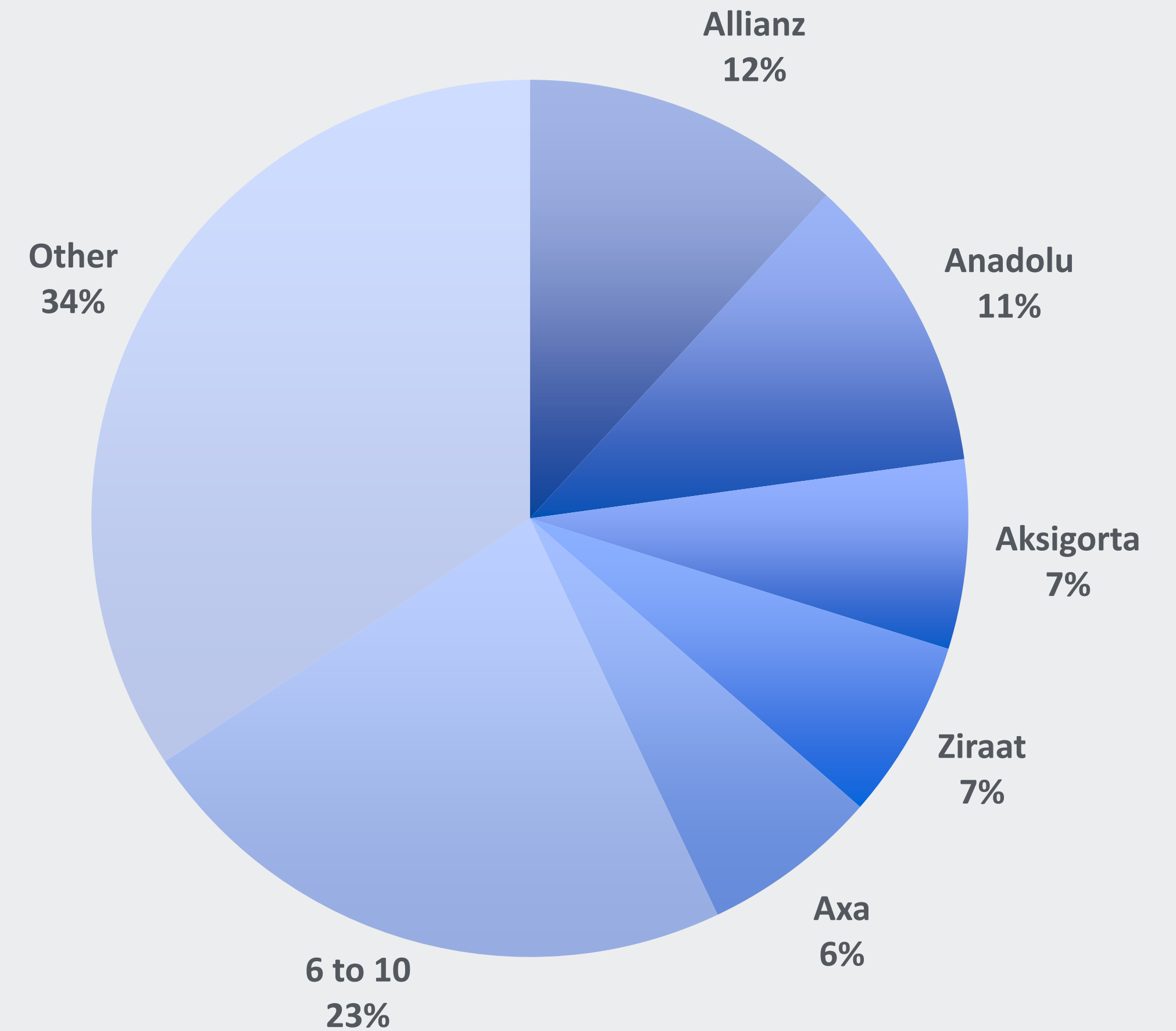
**Technical Results**

**Financial Highlights**

# Top 10 Non-Life Companies in the Sector – 20Q1

(₺ Mn)	Premium Production 20Q1	Premium Production 19Q1	Change (YoY) (%)
Allianz	2.092	1.724	21,3%
Anadolu	1.950	1.609	21,2%
Aksigorta	1.234	1.058	16,6%
Ziraat *	1.171	1.018	15,1%
Axa	1.156	1.044	10,7%
<b>Top 5 Companies</b>	<b>7.603</b>	<b>6.453</b>	<b>17,8%</b>
6 to 10	4.016	3.537	13,6%
<b>Top 10 Companies</b>	<b>11.619</b>	<b>9.990</b>	<b>16,3%</b>
Other	6.079	5.057	20,2%
<b>Total</b>	<b>17.699</b>	<b>15.047</b>	<b>17,6%</b>

Production Share by Companies



(\*) Ziraat, Halk & Güneş merger raises Ziraat's market share to 13,3% in total and to 68,5% Top 10 Companies

# Premium Production – Sector (mn. TRY)

BRANCHES	20Q1	19Q1	Change (%) (YoY)
MTPL	4.887	4.099	19,2%
MOD	2.376	2.119	12,1%
Health	3.301	2.657	24,2%
General Losses	2.578	2.298	12,2%
Fire	2.489	2.127	17,0%
Accident	639	585	9,3%
General Liability	538	436	23,4%
Marine Transportation	318	261	22,0%
Financial Losses	126	128	-1,7%
Watercraft	142	95	49,4%
Credit	140	94	48,4%
Other	165	147	12,4%
<b>TOTAL</b>	<b>17.699</b>	<b>15.047</b>	<b>17,6%</b>

# Highlights of 20Q1 - Anadolu

## Recovering Technical Results

%	19Q1	FY19	20Q1
Combined Ratio	112,7	110,8	104,2

## Growing Investment Portfolio

(mn TRY)	FY19	20Q1	Change(%)
AUM	5.894	6.040	2,5%
Credit Card	587	566	-3,7%
<b>Total</b>	<b>6.481</b>	<b>6.605</b>	<b>1,9%</b>

# Premium Production – 20Q1

	Anadolu Sigorta (₺ Mn)			Non-Life Sector (₺ Mn)		
	20Q1	19Q1	ΔYoY	20Q1	19Q1	ΔYoY
Branch	GPW	GPW	Growth	GPW	GPW	Growth
MTPL	520	405	28,2%	4.887	4.099	19,2%
MOD	351	293	19,8%	2.376	2.119	12,1%
Fire and Nat. D.	296	256	15,5%	2.489	2.127	17,0%
Health	292	258	13,2%	3.301	2.657	24,2%
Other	1.501	1.314	14,2%	4.646	4.044	14,9%
<b>Total</b>	<b>1.950</b>	<b>1.609</b>	<b>21,2%</b>	<b>17.699</b>	<b>15.047</b>	<b>17,6%</b>

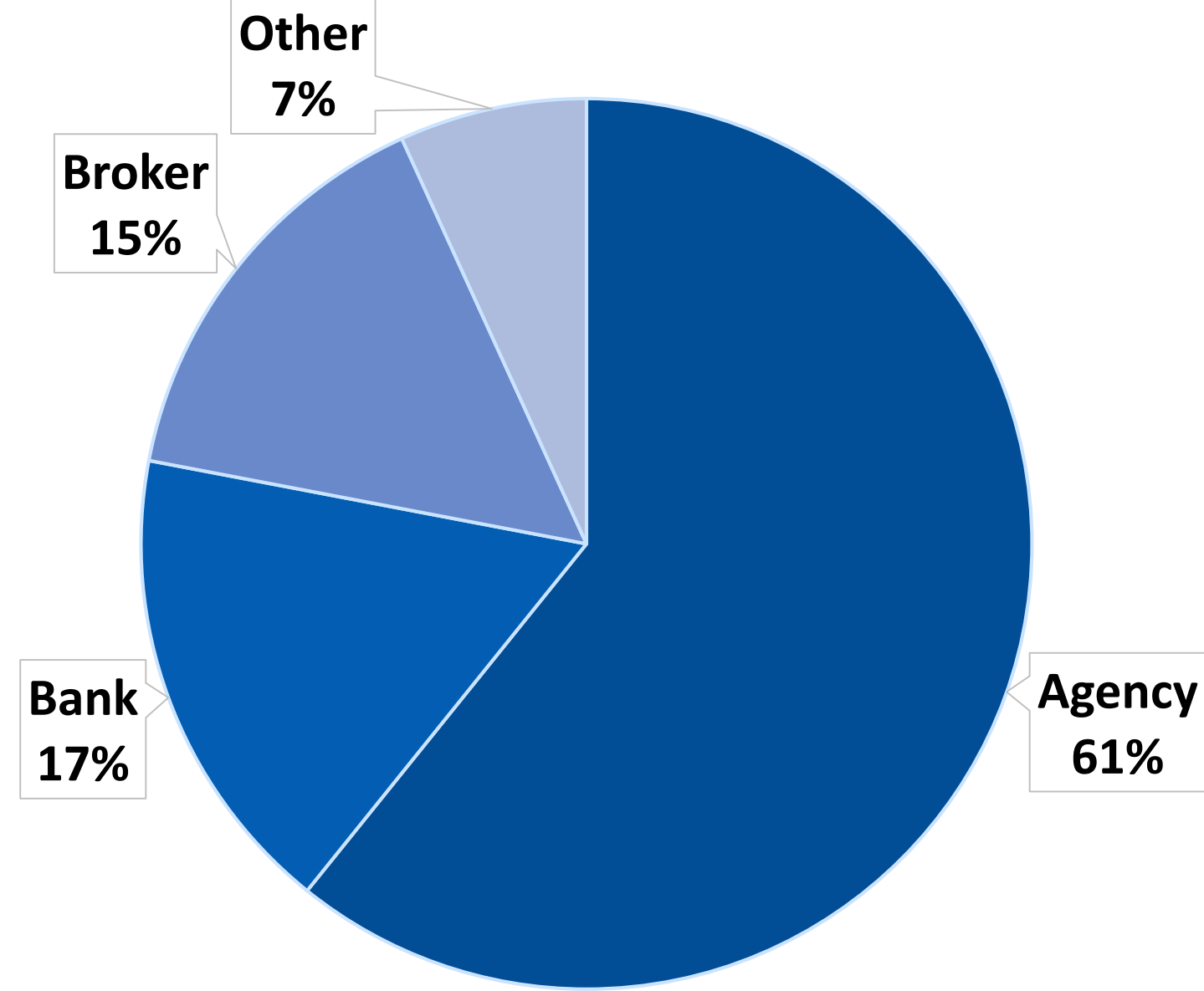
# Market Share & Rank (mn. TRY)

BRANCHES	20Q1	19Q1	Rank 20Q1	Market Share 20Q1	Growth
MTPL	520	405	1	10,6%	28,2%
MOD	351	293	1	14,8%	19,8%
Fire	296	256	1	11,9%	15,5%
General Liability	97	83	1	18,1%	17,6%
Watercraft	47	32	1	33,0%	47,2%
Aircraft	18	18	1	57,7%	-1,3%
Aircraft Liability	15	12	1	40,7%	25,5%
Marine Transportation	39	27	2	12,2%	45,0%
Health	292	258	3	8,8%	13,2%
General Losses	201	173	3	7,8%	16,2%
Other	74	52	--	--	42,3%
<b>TOTAL</b>	<b>1.950</b>	<b>1.609</b>	<b>2</b>	<b>11,0%</b>	<b>21,2%</b>



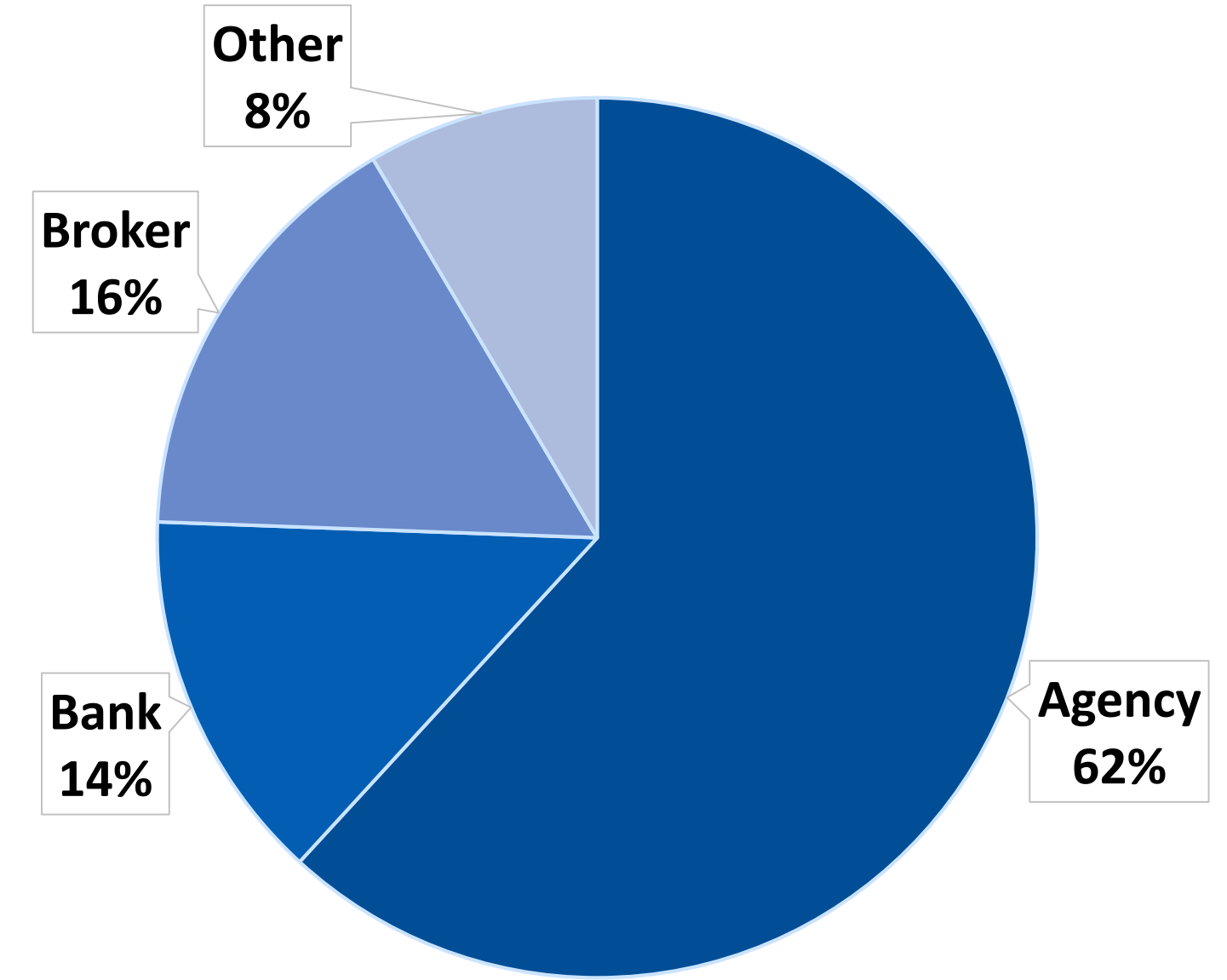
# Distribution Channels – 20Q1

## Premium Production – Sector



➤ (\*) TL 986.782.000 of Pool Premium is excluded from Other

## Premium Production – ANSGR



➤ (\*) TL 175.429.000 of Pool Premium is excluded from Other

**339**

**MSU**  
(direct sales staff)

**TÜRKİYE**  **BANKASI**

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 'Tepesi Hakkında' and 'Güvenli Yatırım' options. The person is wearing a light-colored watch on their left wrist. The background is a blurred outdoor setting with greenery.

**Company & Market Overview /**

# Technical Results

**/ Financial Highlights**

# Branch Technical Results (mn. TRY)

## Accident

	20Q1	19Q4	19Q1	Change (YoY)	Change (QoQ)
GPW	46,4	51,4	32,5	42,9%	-9,7%
Earned Pr.	38	33,2	29,8	27,4%	14,3%
Claims (Net)	6,1	6,5	1,4	334,0%	-5,3%
Claims Ratio	16,1%	19,6%	4,7%	241,7%	-18,0%

## Health

	20Q1	19Q4	19Q1	Change (YoY)	Change (QoQ)
GPW	291,6	212,2	257,5	13,2%	37,4%
Earned Pr.	199,1	184,9	168,5	18,2%	7,7%
Claims (Net)	171,8	156,5	184	-6,6%	9,8%
Claims Ratio	86,3%	84,6%	109,2%	-21,0%	1,9%

# Branch Technical Results (mn. TRY)

## Land Vehicles

	20Q1	19Q4	19Q1	Change (YoY)	Change (QoQ)
GPW	351,2	438	293,2	19,8%	-19,8%
Earned Pr.	327,4	306,8	273,7	19,7%	6,7%
Claims (Net)	215,6	172,8	188,3	14,5%	24,7%
Claims Ratio	65,9%	56,3%	68,8%	-4,3%	16,9%

## General Losses

	20Q1	19Q4	19Q1	Change (YoY)	Change (QoQ)
GPW	201,3	136,9	173,2	16,2%	47,0%
Earned Pr.	62,7	62,7	48,3	29,7%	0,0%
Claims (Net)	42,7	59,4	40,4	5,6%	-28,2%
Claims Ratio	68,1%	94,7%	83,6%	-18,6%	-28,1%

# Branch Technical Results (mn. TRY)

## MTPL

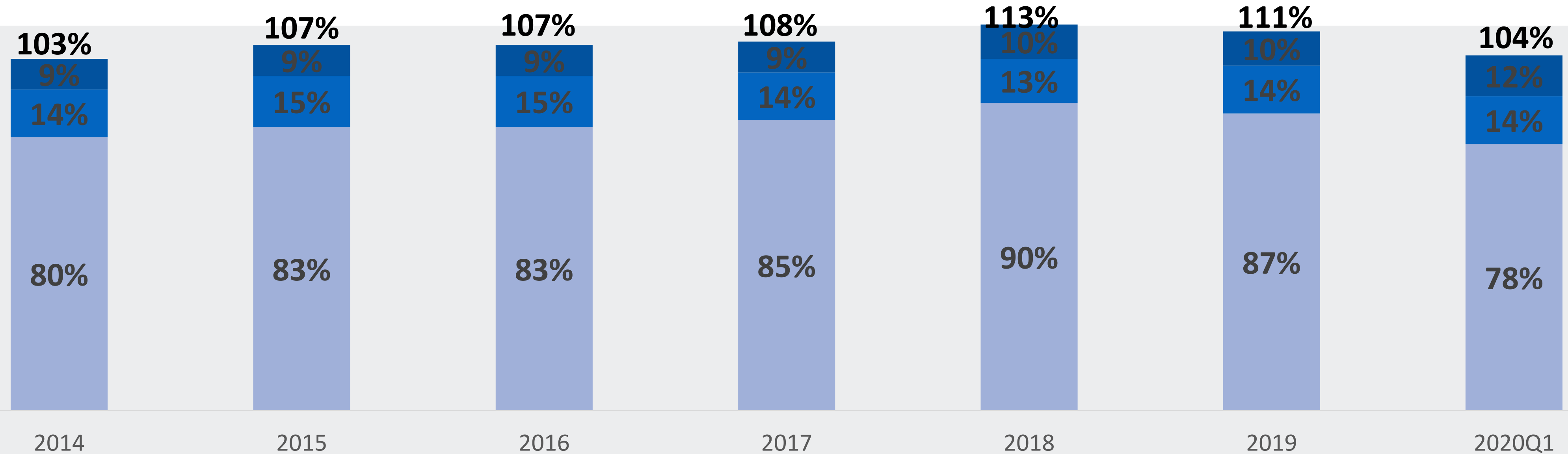
	20Q1	19Q4	19Q1	Change (YoY)	Change (QoQ)
GPW	519,8	549,2	405,3	28,2%	-5,4%
Earned Pr.	289,4	277,3	245,2	18,0%	4,3%
Claims (Net)	244,5	292,1	272,2	-10,2%	-16,3%
Claims Ratio	84,5%	105,3%	111,0%	-23,9%	-19,8%

## Fire

	20Q1	19Q4	19Q1	Change (YoY)	Change (QoQ)
GPW	296,1	340	256,3	15,5%	-12,9%
Earned Pr.	127,4	128,6	114,6	11,2%	-0,9%
Claims (Net)	85,7	62	80,3	6,8%	38,3%
Claims Ratio	67,3%	48,2%	70,1%	-4,0%	39,5%

# Profitability – Combined Ratio

Combined Ratio	FY19	20Q1
MOD	91,2%	95,3%
MTPL	135,6%	103,5%
Fire	101,1%	104,6%
Health	113,4%	111,3%
Accident	66,3%	53,2%
General Liability	157,6%	155,5%
General Losses	101,5%	97,2%
<b>Total</b>	<b>110,8%</b>	<b>104,2%</b>



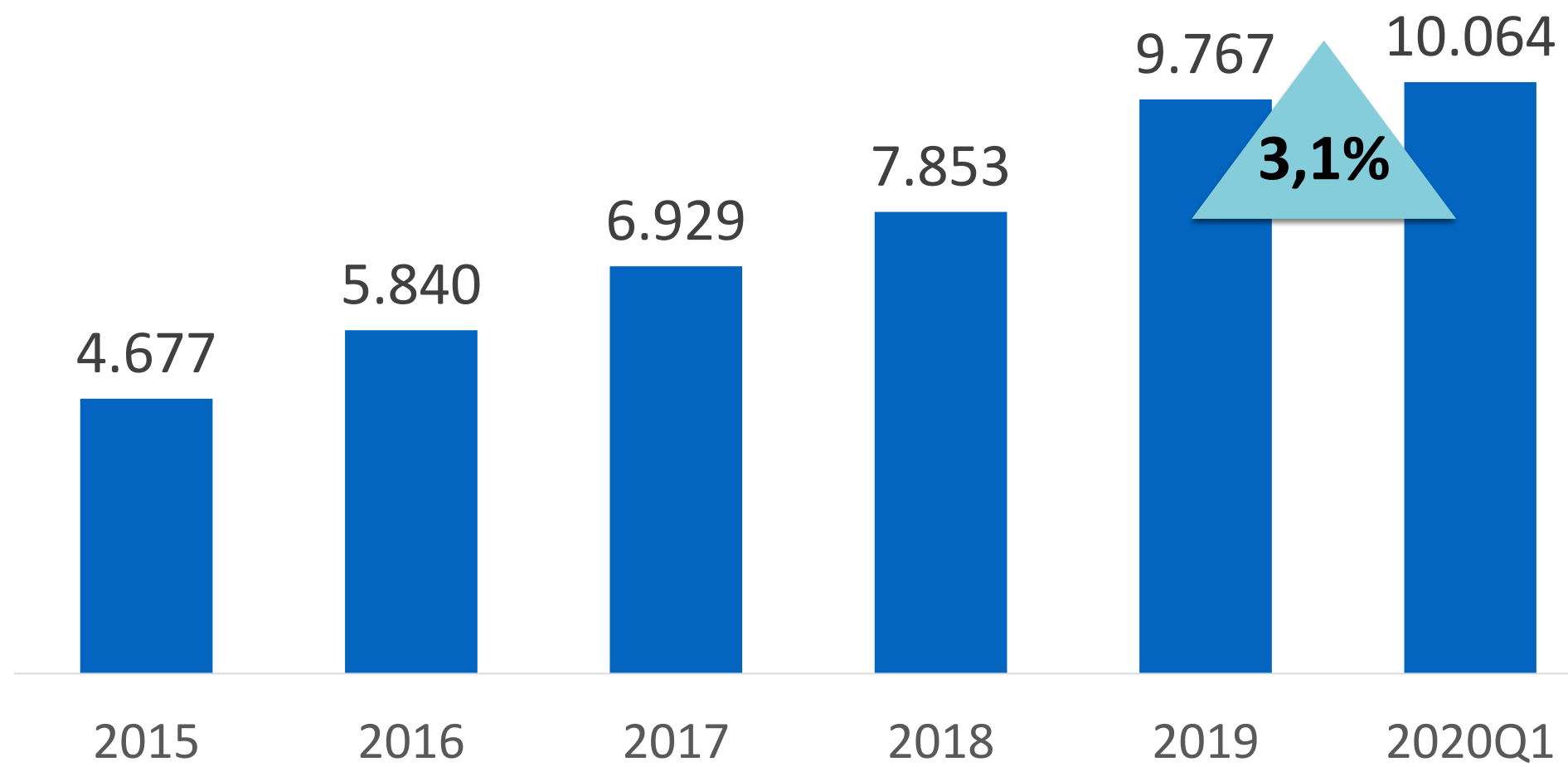
**Company & Market Overview**

**Technical Results**

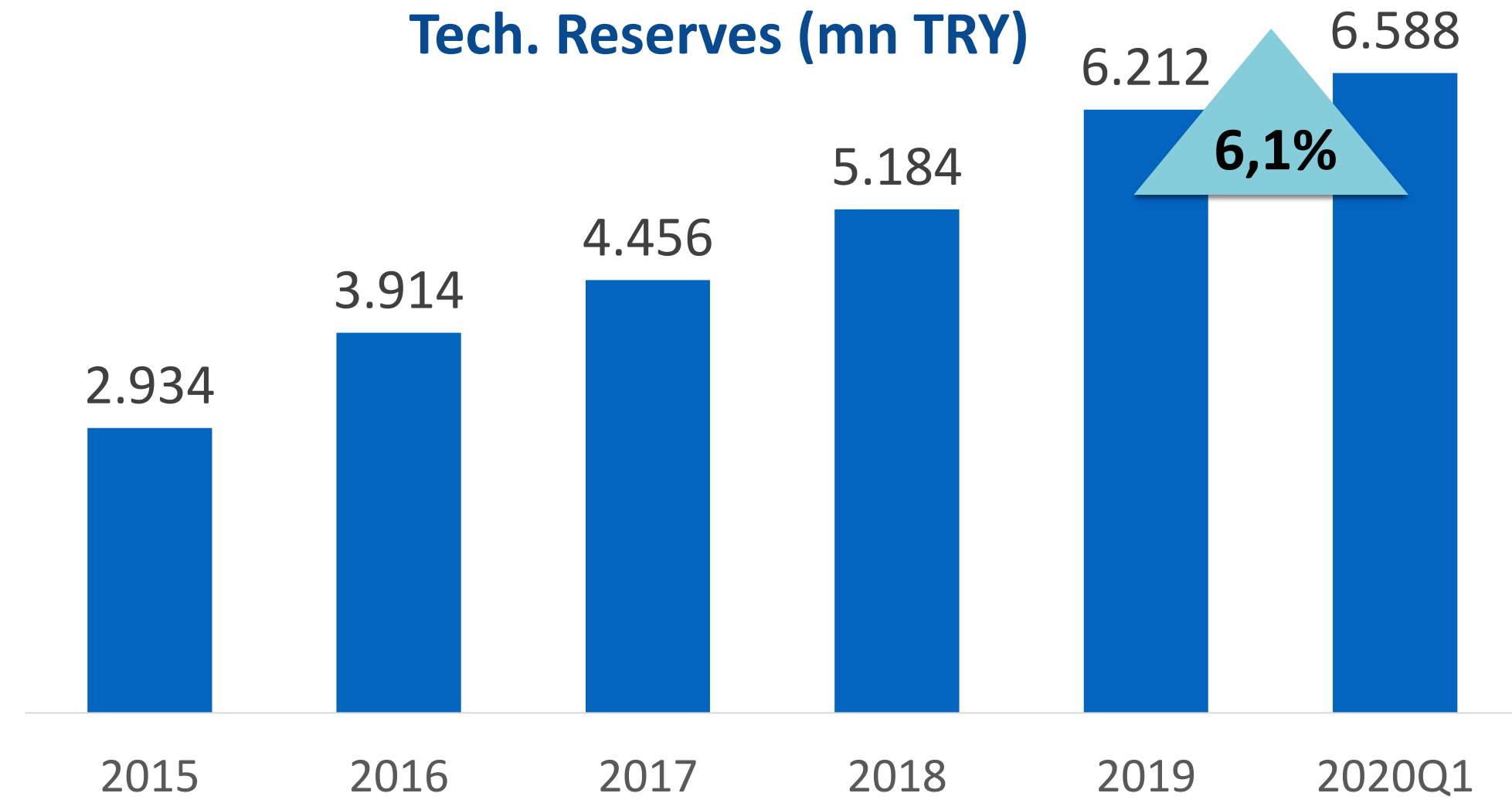
# Financial Highlights

# Growth Performance

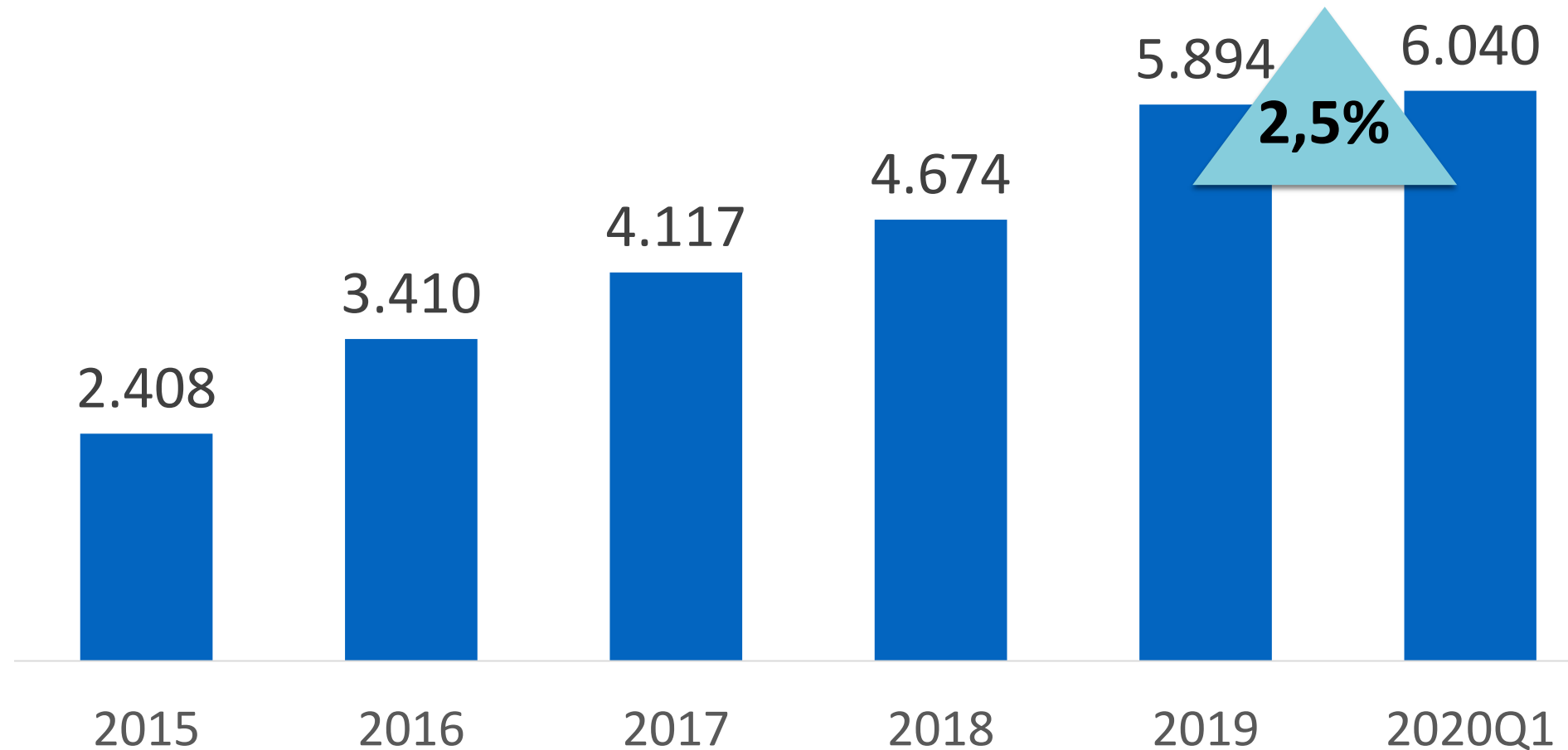
### Total Assets (mn TRY) (\*)



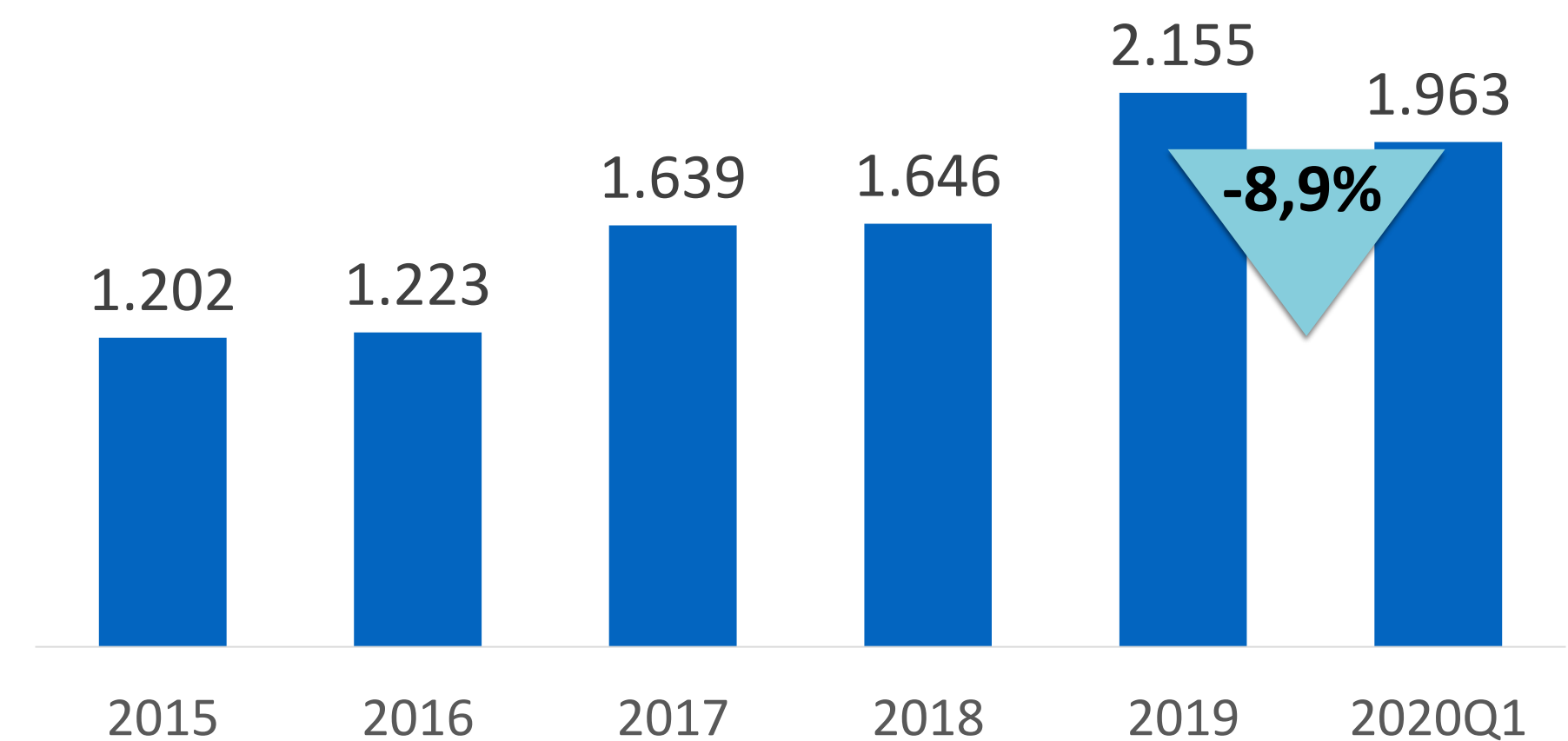
### Tech. Reserves (mn TRY)



### Assets Under Management (mn TRY) (\*)



### Shareholders' Equity (mn TRY)



(\*) Financial loans netted off



# Income Statement (₺ mn)

P&L	20Q1	19Q4	19Q1	Change (%) (QoQ)	Change (%) (YoY)
Tech. Income (*)	1.156	1.112	973	4%	19%
Tech. Expenses	-1.205	-1.211	-1.095	0%	10%
Net Financial Inc. + Other Exp. (*)	229	219	278	5%	-17%
Gross Profit	<b>181</b>	<b>120</b>	<b>156</b>	<b>51%</b>	<b>16%</b>
Tax & Deferred Tax	-31	-24	-31	17%	-3%
<b>Net Profit</b>	<b>150</b>	<b>94</b>	<b>125</b>	<b>60%</b>	<b>21%</b>

(\*) Financial income transferred to technical division and deferred tax are excluded

# Balance Sheet

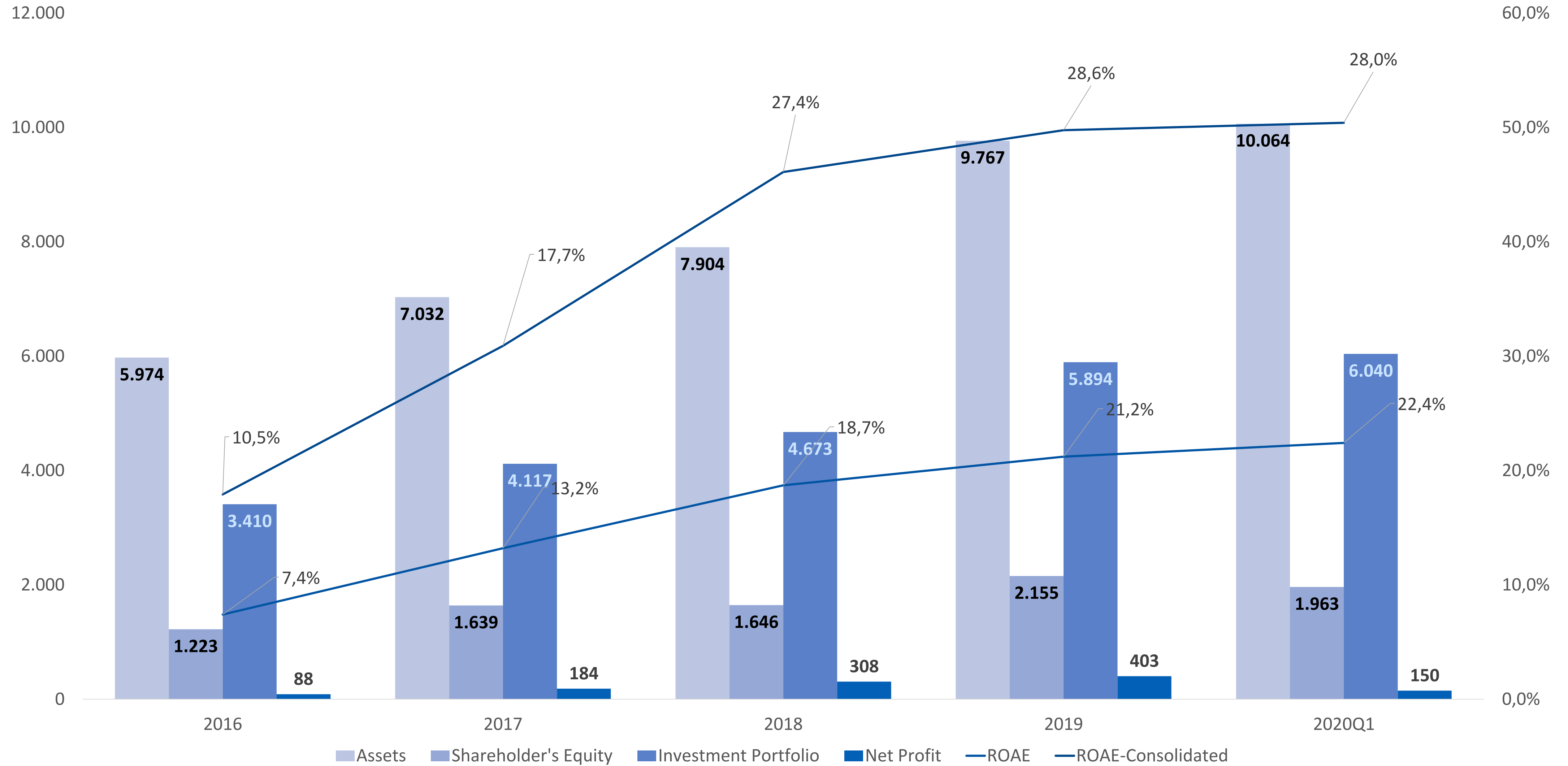
Assets	03.20	12.19	Change (%)
Cash + Marketable Sec.	6.704	6.516	2,9%
Equity Participations	448	585	-23,4%
Other Assets	2.913	2.667	9,2%
<b>Assets</b>	<b>10.064</b>	<b>9.767</b>	<b>3,0%</b>

Liabilities	03.20	12.19	Change (%)
Technical Provisions	6.588	6.212	6,0%
Shareholders' Equity	1.963	2.155	-8,9%
Other Liabilities	1.513	1.400	8,1%
<b>Liabilities</b>	<b>10.064</b>	<b>9.767</b>	<b>3,0%</b>

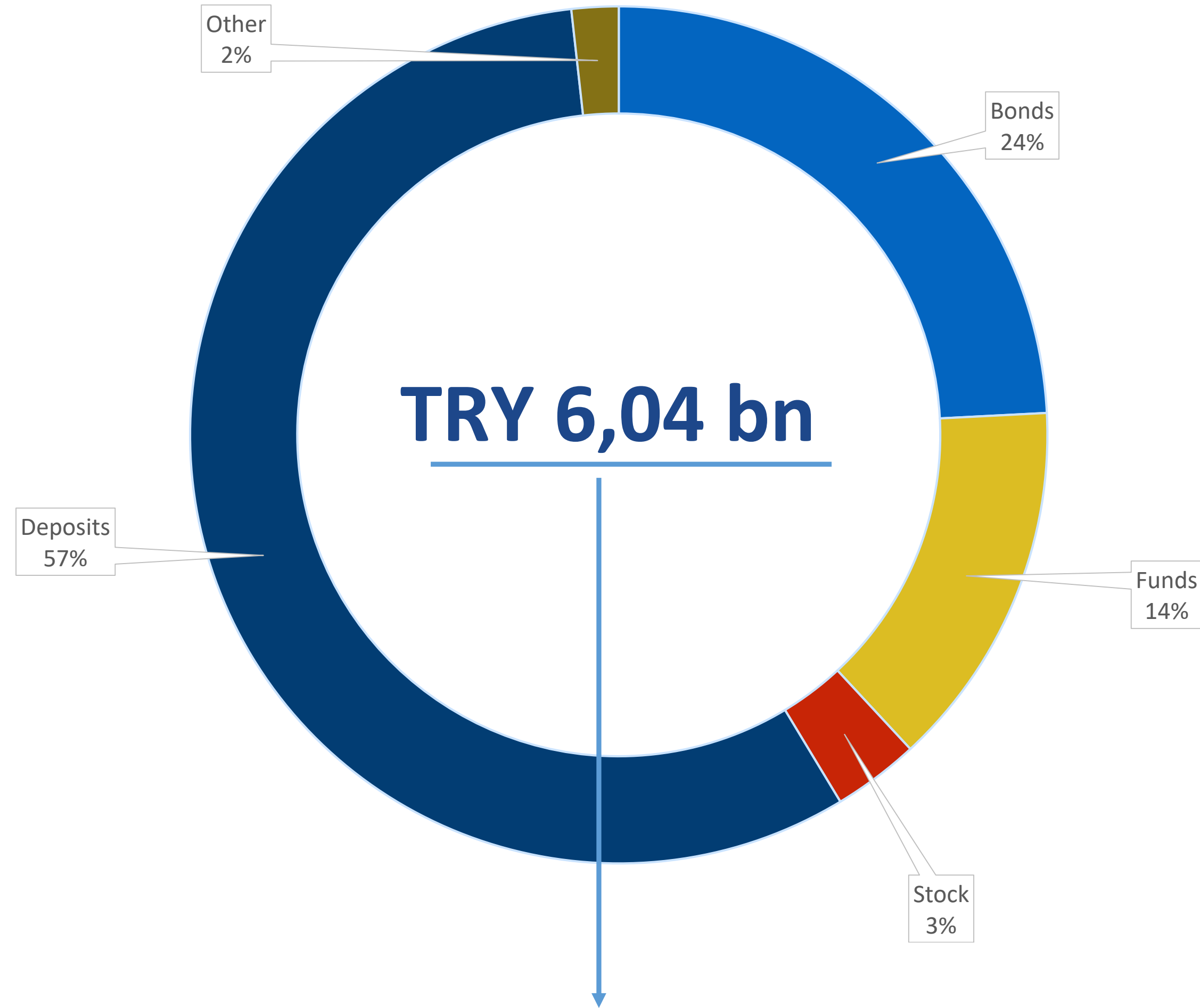
**%2,9**  
increase in  
LIQUID assets

**%3**  
increase in  
TOTAL assets

# Growth Performance



# Investment Portfolio



► **TRY 5,89 bn at 31.12.2019**

## In 20Q1;

Dividend from ANHYT 56 mn TRY

Investment Income \* 187 mn TRY

Portfolio Return ~ 17%

\* ANHYT dividend excluded.

# 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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THANK YOU...

**ANADOLU**

**SİGORTA**

Never lose.

Q&A