

# **ANADOLU SİGORTA**

**Financial Results  
20Q2  
Earnings Call  
July 30, 2020**



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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' and some menu 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

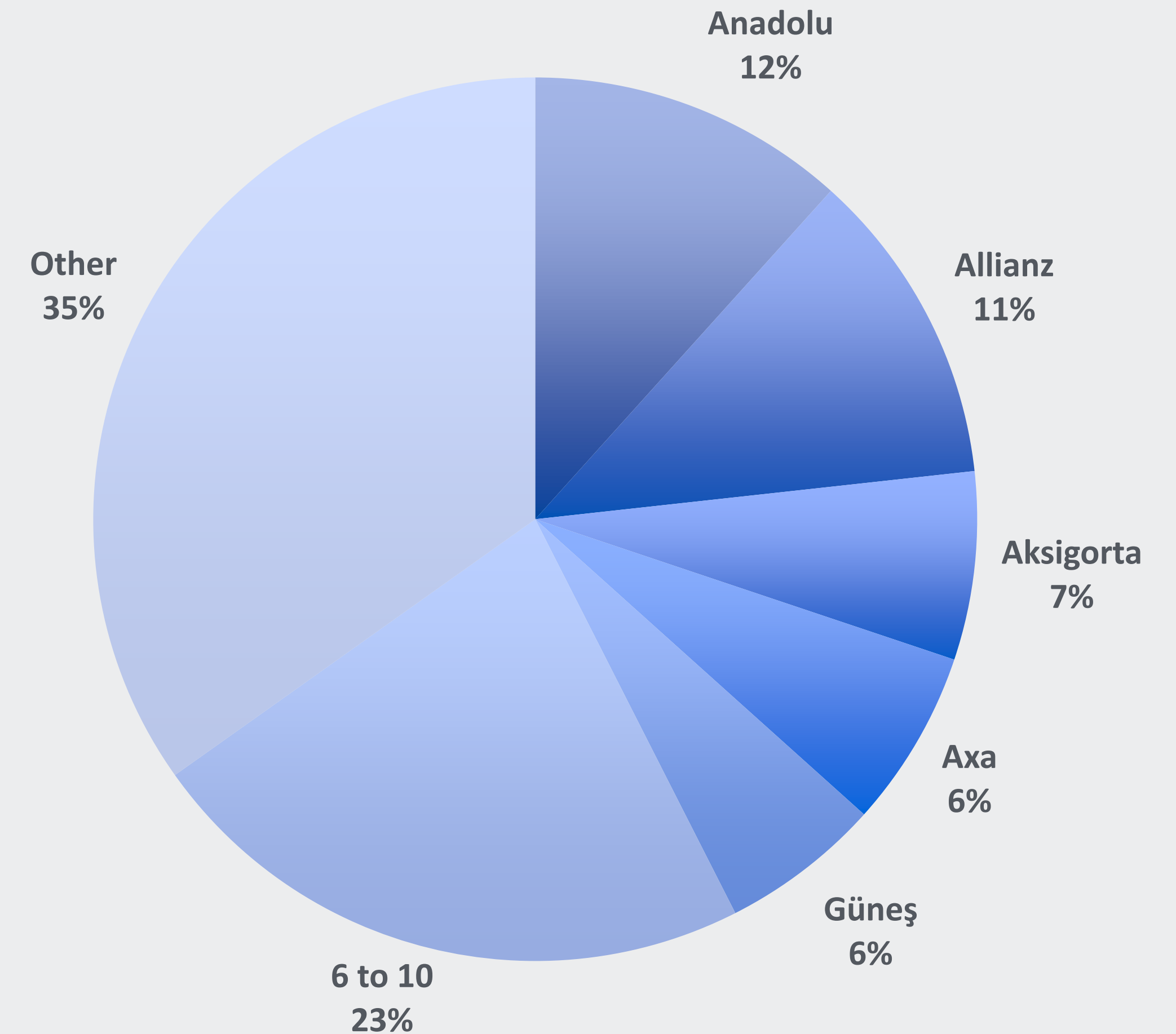
**Technical Results**

**Financial Highlights**

# Top 10 Non-Life Companies in the Sector – 20H1

(₺ Mn)	Premium Production 20H1	Premium Production 19H1	Change (YoY) (%)
Anadolu	3.837	3.260	17,7%
Allianz	3.815	3.351	13,9%
Aksigorta	2.266	2.143	5,7%
Axa	2.138	1.960	9,1%
Güneş	1.933	897	115,4%
<b>Top 5 Companies</b>	<b>13.989</b>	<b>11.611</b>	<b>20,5%</b>
6 to 10	7.450	7.126	4,5%
<b>Top 10 Companies</b>	<b>21.438</b>	<b>18.737</b>	<b>14,4%</b>
Other	11.459	9.903	15,7%
<b>Total</b>	<b>32.898</b>	<b>28.640</b>	<b>14,9%</b>

Production Share by Companies



# Premium Production – Sector (TRY mn)

BRANCHES	20H1	19H1	Change (%) (YoY)
MTPL	9.466	8.740	8,3%
MOD	4.629	4.416	4,8%
Health	5.378	4.397	22,3%
Fire	4.927	4.074	20,9%
General Losses	4.703	3.564	32,0%
Accident	1.091	1.096	-0,5%
General Liability	1.031	881	16,9%
Marine Transportation	584	505	15,6%
Financial Losses	233	254	-8,3%
Watercraft	306	223	37,6%
Credit	244	186	31,1%
Other	306	304	0,7%
<b>TOTAL</b>	<b>32.898</b>	<b>28.640</b>	<b>14,9%</b>

# Highlights of 20H1 - Anadolu

## Recovering Technical Results

%	19H1	FY19	20H1
Combined Ratio	112,9	110,8	104,2

## Growing Investment Portfolio

(TRY mn)	20Q1	20H1	Change(TRY mn)
AUM	6.040	6.545	505
Credit Card	566	592	26
<b>Total</b>	<b>6.605</b>	<b>7.137</b>	<b>531</b>

## Strong Premium Growth

(YoY) (%)	ANSGR	Sector
20H1	17,7%	14,9%

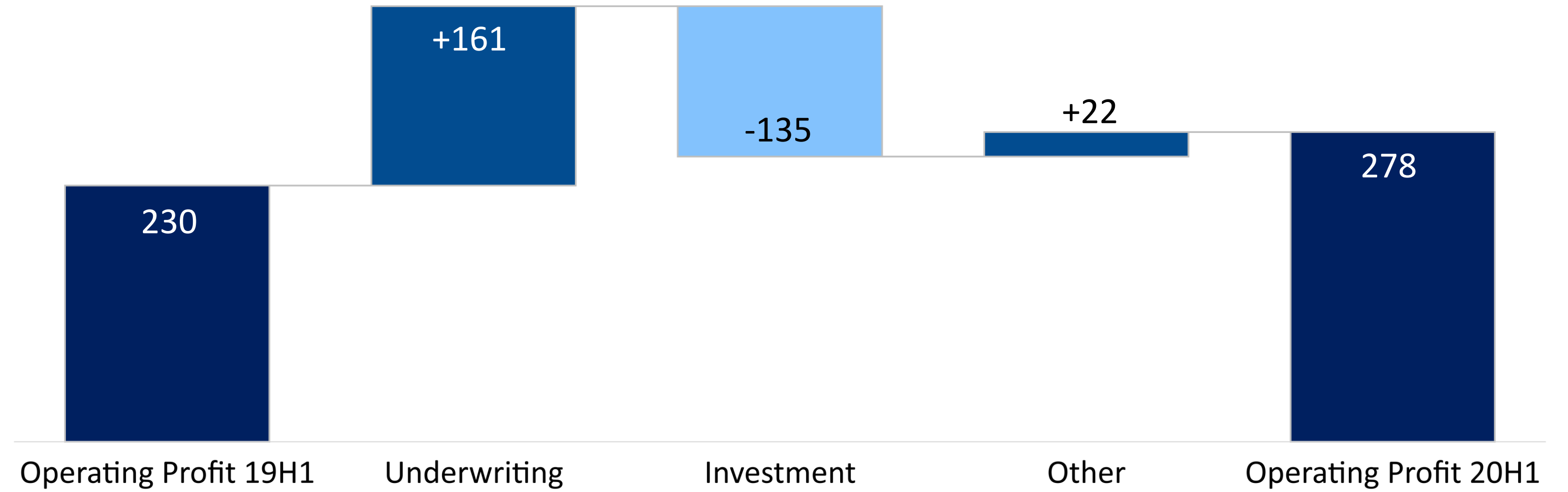
# Highlights of 20H1 – Covid 19

- ✓ Non-life sector's growth rate was flat in april & may.
- ✓ Increased sales in auto and houses fueled by low credit rates as well as deferred demand of policy renewals boosted premium growth in June so that the sector was able to compensate previous months tiny growth.
- ✓ Claims frequency in motor and health branches decreased significantly during the lockdown period which resulted with some discounts in order to keep the customer
- ✓ Most of the companies including Anadolu Sigorta annouced that covid-19 cases would be covered by health policies.
- ✓ MTPL policies which are included in the pooling system maturing in May were extended for one month without additional premium.
- ✓ Additional installments were applied for credit card transactions.

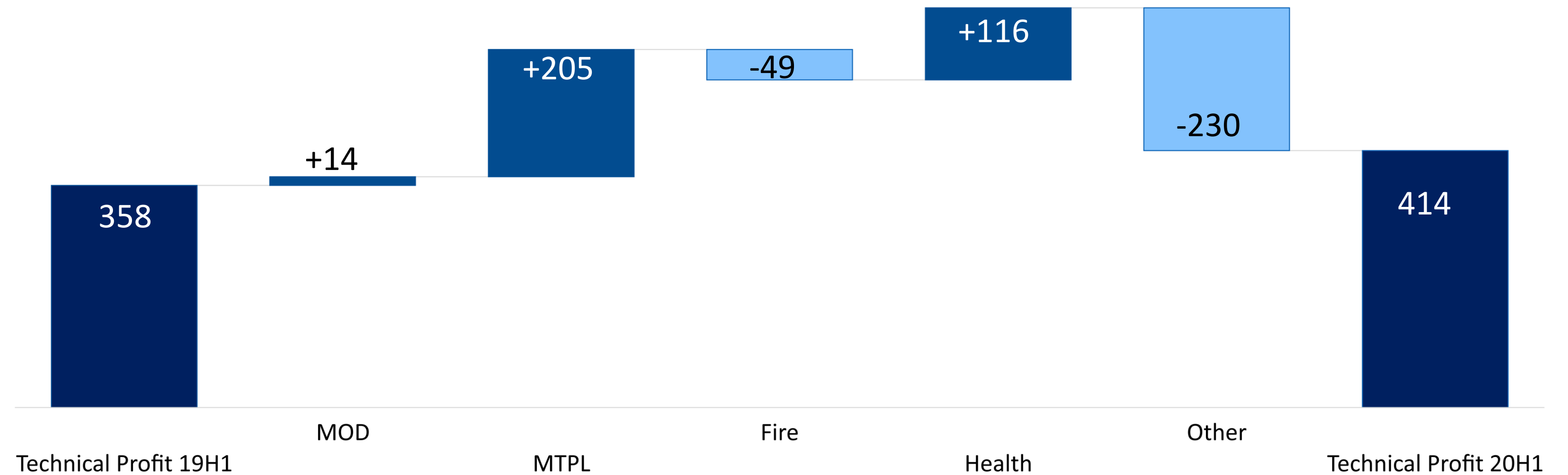
# Highlights of 20H1 - Anadolu

## Net Profit Drivers (TRY mn) (\* )

(\* ) Transferred investment income excluded



## Technical Profit Breakdown (TRY mn)





# Premium Production – 20H1

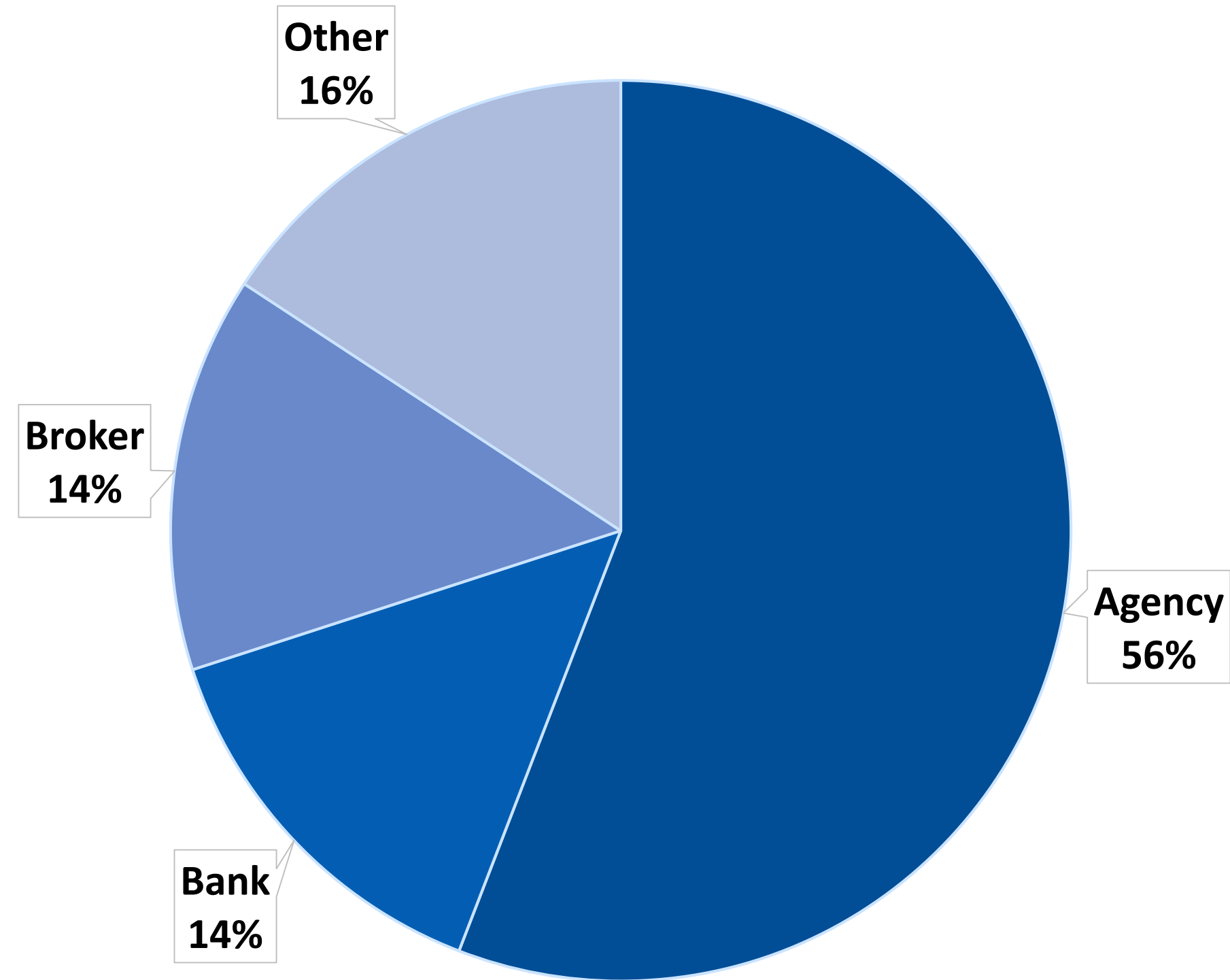
	Anadolu Sigorta (₺ Mn)			Non-Life Sector (₺ Mn)		
	20H1	19H1	ΔYoY	20H1	19H1	ΔYoY
Branch	GPW	GPW	Growth	GPW	GPW	Growth
MTPL	995	821	21,2%	9.466	8.740	8,3%
MOD	661	597	10,8%	4.629	4.416	4,8%
Fire and Nat. D.	722	601	20,2%	4.927	4.074	20,9%
Health	514	461	11,4%	5.378	4.397	22,3%
Other	945	781	21,1%	8.498	7.013	21,2%
<b>Total</b>	<b>3.837</b>	<b>3.260</b>	<b>17,7%</b>	<b>32.898</b>	<b>28.640</b>	<b>14,9%</b>

# Market Share & Rank (TRY mn)

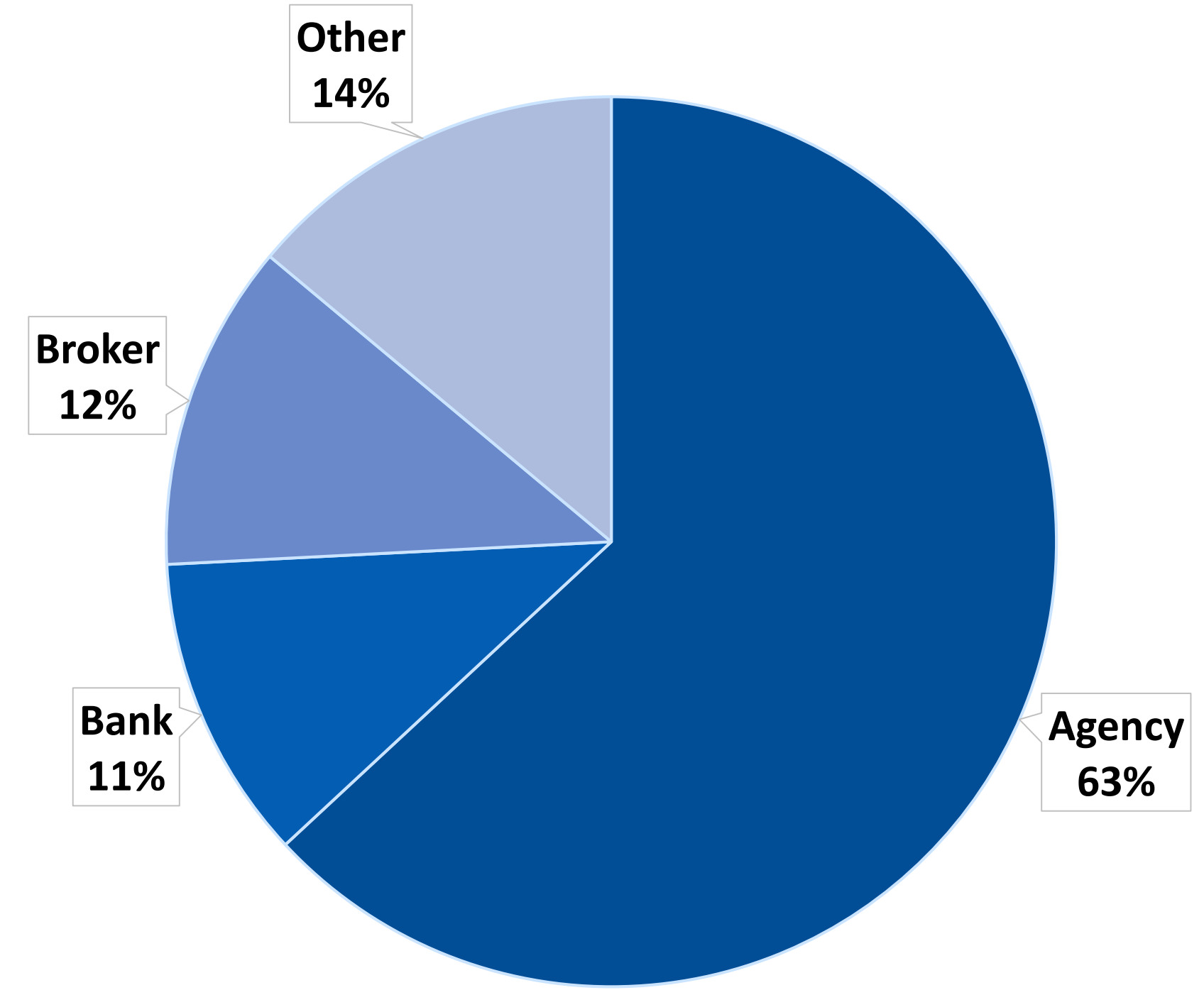
BRANCHES	20H1	19H1	Rank 20H1	Market Share 20H1	Growth
MTPL	995	821	1	10,5%	21,2%
MOD	661	597	1	14,3%	10,8%
Fire	722	601	1	14,7%	20,2%
General Liability	199	182	1	19,3%	9,3%
Watercraft	94	76	1	30,6%	23,4%
Aircraft	69	33	1	92,0%	106,7%
Aircraft Liability	34	31	1	64,1%	11,2%
Marine Transportation	85	69	2	14,5%	22,4%
Health	514	461	3	9,6%	11,4%
General Losses	337	287	4	7,2%	17,2%
Other	128	102	--	--	25,5%
<b>TOTAL</b>	<b>3.837</b>	<b>3.260</b>	<b>1</b>	<b>11,0%</b>	<b>17,7%</b>

# Distribution Channels – 20H1

### Premium Production – Sector



### Premium Production – ANSGR



**338**

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 'Sipariş Numarası' and 'Güncelle' buttons. 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 (TRY mn)

## Accident

	20Q2	20Q1	19Q2	Change (YoY)	Change (QoQ)
GPW	36,1	46,4	36,3	-0,6%	-22,3%
Earned Pr.	35,7	38	33	8,2%	-5,9%
Claims (Net)	5,4	6,1	5	7,5%	-12,2%
Claims Ratio	15,1%	16,1%	15,2%	-0,2%	-5,8%

## Health

	20Q2	20Q1	19Q2	Change (YoY)	Change (QoQ)
GPW	222,4	291,6	204	9,1%	-23,7%
Earned Pr.	203	199,1	170,9	18,7%	1,9%
Claims (Net)	128,8	171,8	151,9	-15,2%	-25,0%
Claims Ratio	63,4%	86,3%	88,9%	-28,6%	-26,5%

# Branch Technical Results (TRY mn)

## Land Vehicles

	20Q2	20Q1	19Q2	Change (YoY)	Change (QoQ)
GPW	310	351,2	303,3	2,2%	-11,8%
Earned Pr.	332,9	327,4	289,4	15,0%	1,7%
Claims (Net)	160,5	215,6	171,4	-6,3%	-25,5%
Claims Ratio	48,2%	65,9%	59,2%	-18,6%	-26,8%

## General Losses

	20Q2	20Q1	19Q2	Change (YoY)	Change (QoQ)
GPW	135,5	201,3	114,3	18,6%	-32,7%
Earned Pr.	88,4	62,7	72,6	21,8%	41,1%
Claims (Net)	72,5	42,7	51,5	40,6%	69,7%
Claims Ratio	82,0%	68,1%	70,9%	15,6%	20,4%

# Branch Technical Results (TRY mn)

## MTPL

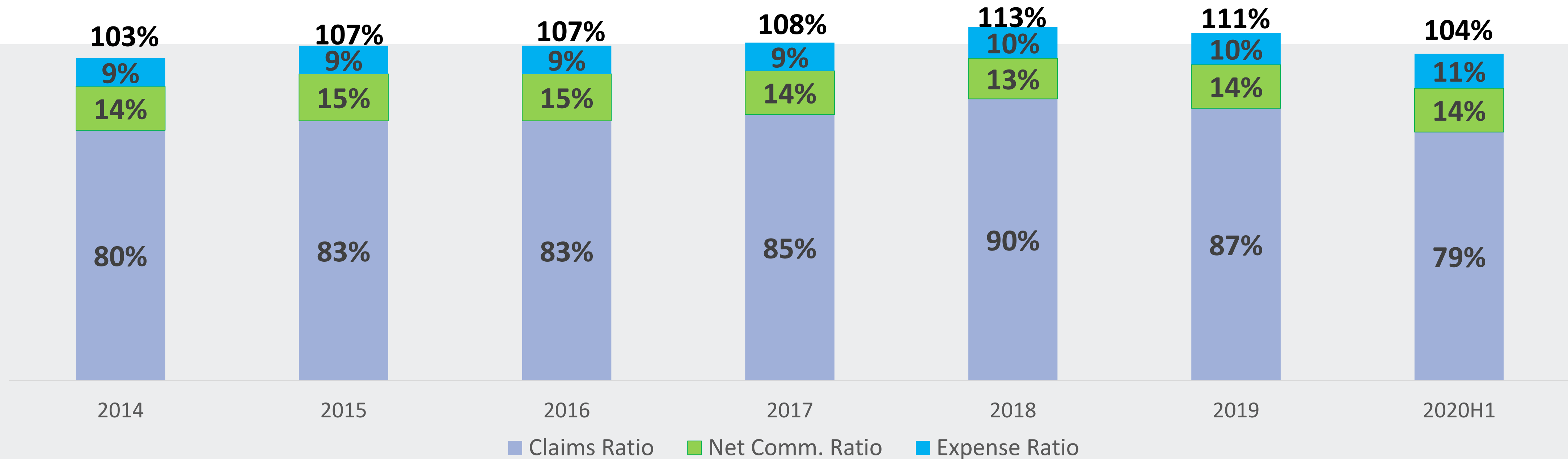
	20Q2	20Q1	19Q2	Change (YoY)	Change (QoQ)
GPW	474,9	519,8	415,3	14,3%	-8,6%
Earned Pr.	269,2	289,4	228,3	17,9%	-7,0%
Claims (Net)	222,9	244,5	274,3	-18,7%	-8,8%
Claims Ratio	82,8%	84,5%	120,1%	-31,1%	-2,0%

## Fire

	20Q2	20Q1	19Q2	Change (YoY)	Change (QoQ)
GPW	425,9	296,1	344,3	43,8%	23,7%
Earned Pr.	116,1	127,4	120,5	-8,9%	-3,6%
Claims (Net)	96,8	85,7	74,2	13,0%	30,5%
Claims Ratio	83,4%	67,3%	61,6%	23,9%	35,4%

# Profitability – Combined Ratio

Combined Ratio	FY19	20H1
MOD	91,2%	84,8%
MTPL	135,6%	100,0%
Fire	101,1%	112,0%
Health	113,4%	99,5%
Accident	66,3%	53,8%
General Liability	157,6%	255,7%
General Losses	101,5%	100,2%
<b>Total</b>	<b>110,8%</b>	<b>104,2%</b>





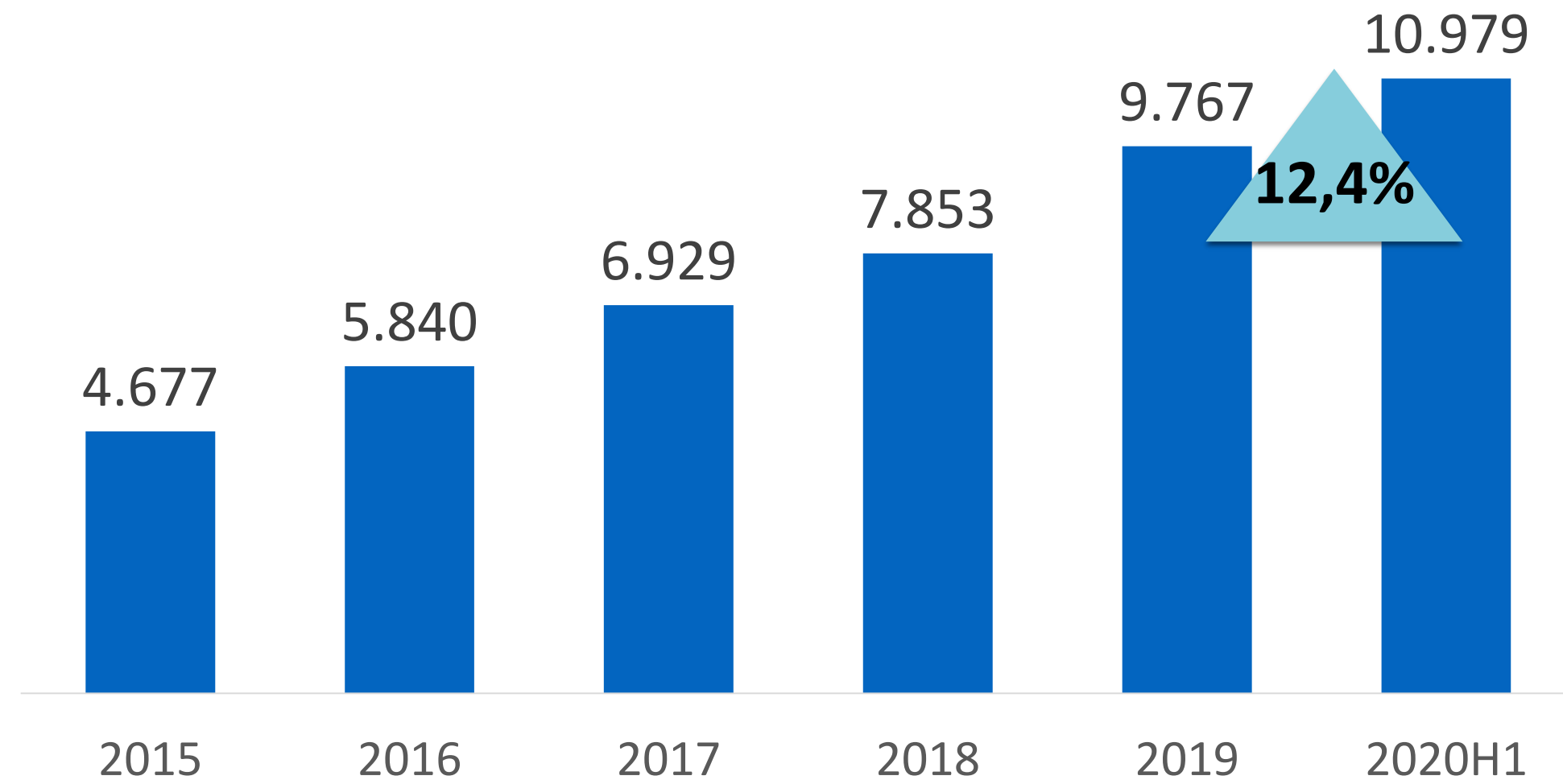
**Company & Market Overview**

**Technical Results**

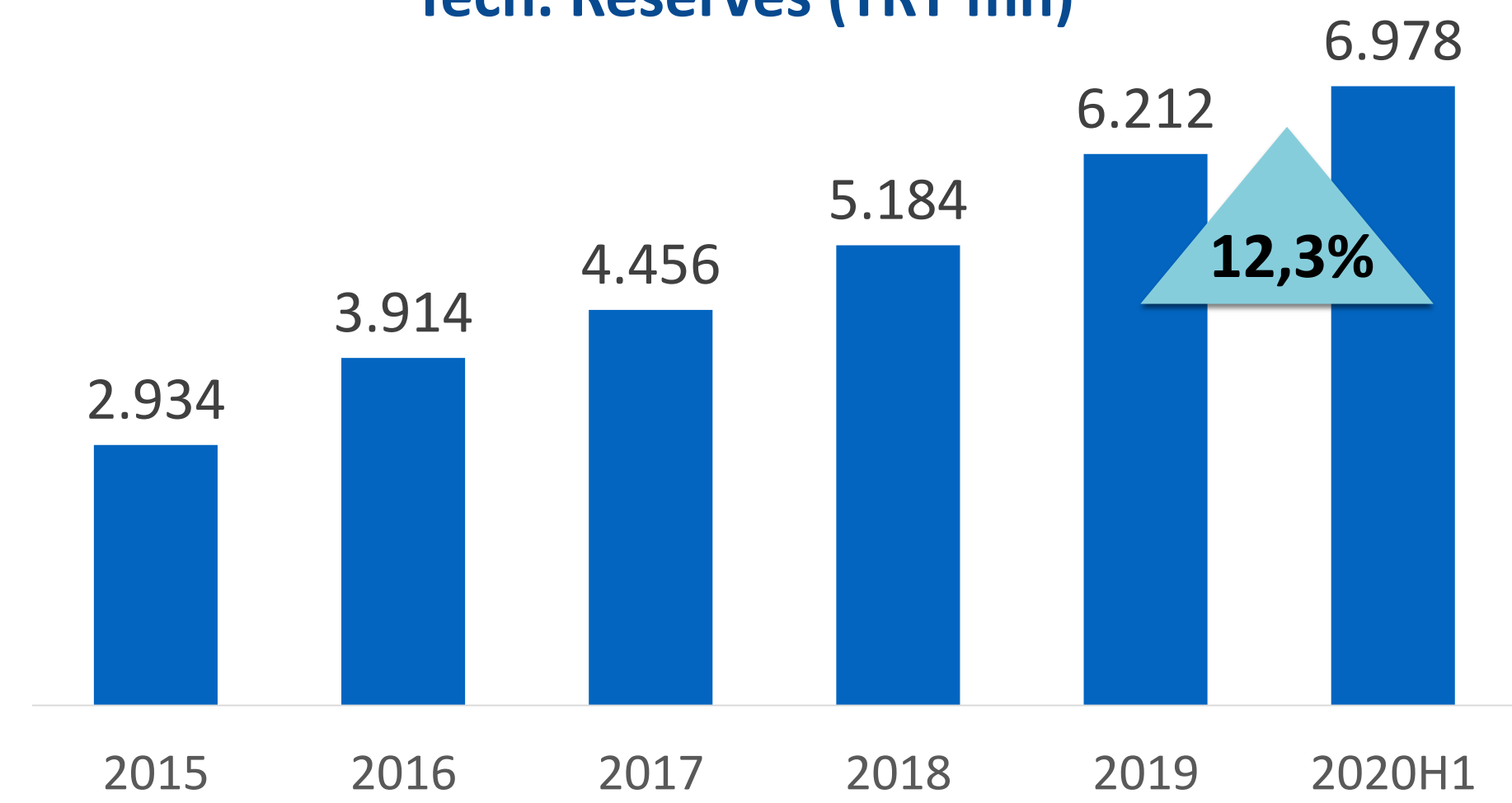
# Financial Highlights

# Growth Performance

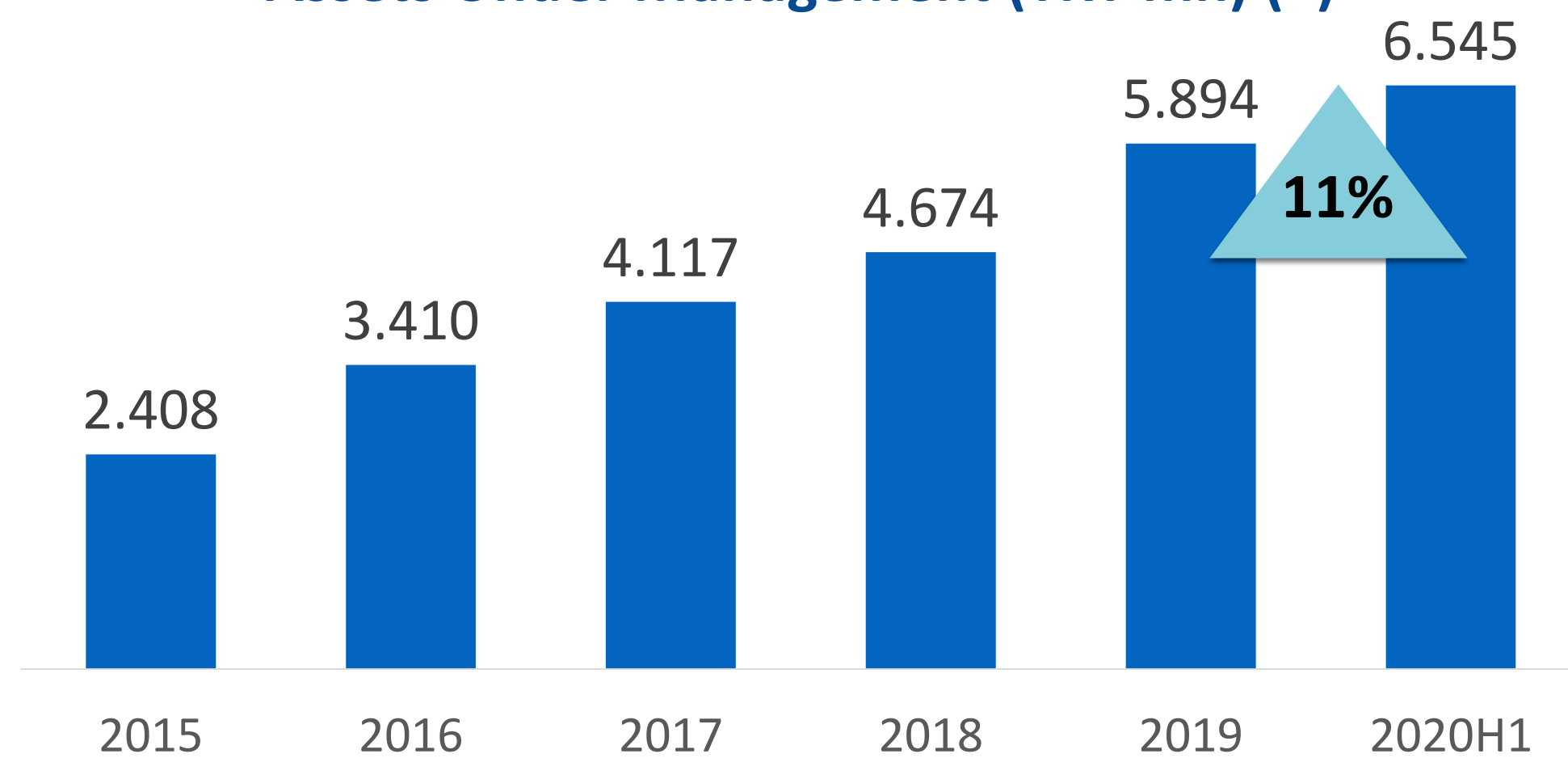
Total Assets (TRY mn) (\*)



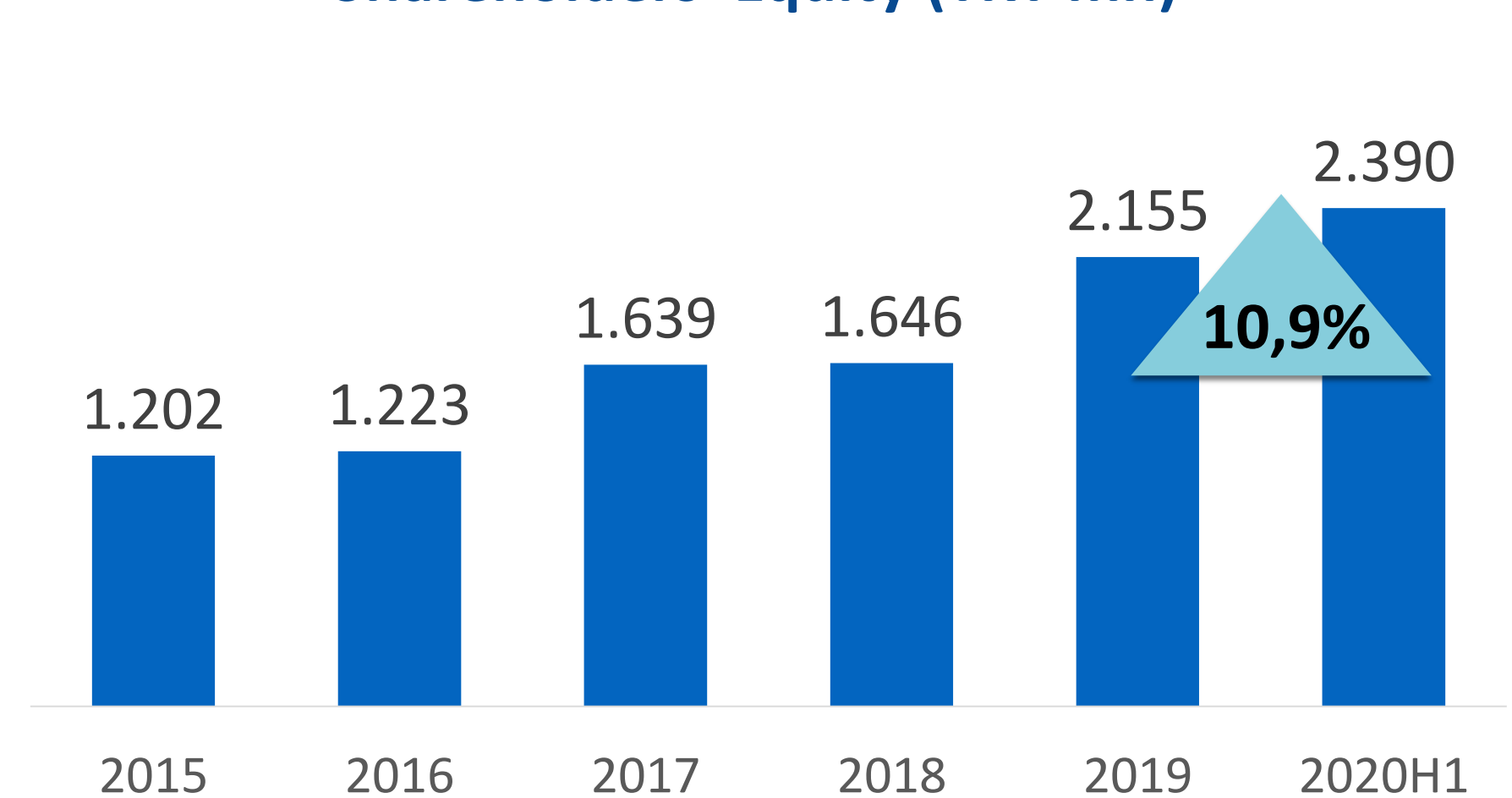
Tech. Reserves (TRY mn)



Assets Under Management (TRY mn) (\*)



Shareholders' Equity (TRY mn)



(\*) Financial loans netted off

# Income Statement (₺ mn)

P&L	20Q2	20Q1	19Q2	Change (%) (QoQ)	Change (%) (YoY)
Tech. Income (*)	1.176	1.156	1.049	2%	12%
Tech. Expenses	-1.225	-1.205	-1.185	2%	3%
Net Financial Inc. + Other Exp. (*)	203	229	281	-11%	-28%
<b>Gross Profit</b>	<b>154</b>	<b>181</b>	<b>144</b>	<b>-15%</b>	<b>-7%</b>
Tax & Deferred Tax	-26	-31	-39	-16%	-33%
<b>Net Profit</b>	<b>128</b>	<b>150</b>	<b>105</b>	<b>-15%</b>	<b>22%</b>
Dividend Income	--	56	--	--	--
<b>Net Profit(**)</b>	<b>128</b>	<b>94</b>	<b>105</b>	<b>36%</b>	<b>22%</b>

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

➤ (\*\*) Dividend income excluded

# Balance Sheet (₺ mn)

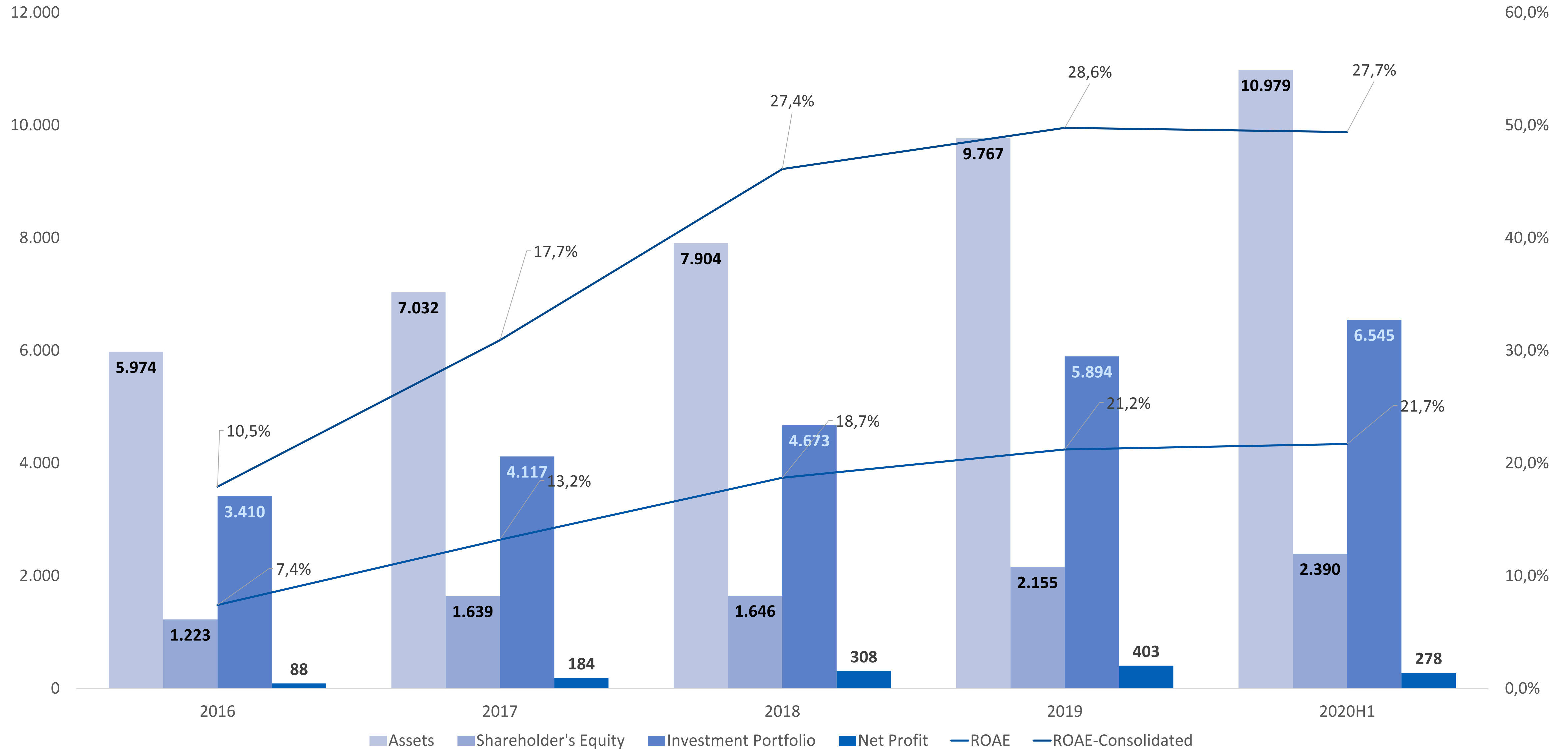
Assets	06.20	12.19	Change (%)
Cash + Marketable Sec.	7.166	6.516	10,0%
Equity Participations	628	585	7,4%
Other Assets	3.186	2.667	19,5%
<b>Assets</b>	<b>10.979</b>	<b>9.767</b>	<b>12,4%</b>

Liabilities	06.20	12.19	Change (%)
Technical Provisions	6.978	6.212	12,3%
Shareholders' Equity	2.390	2.155	10,9%
Other Liabilities	1.611	1.400	15,1%
<b>Liabilities</b>	<b>10.979</b>	<b>9.767</b>	<b>12,4%</b>

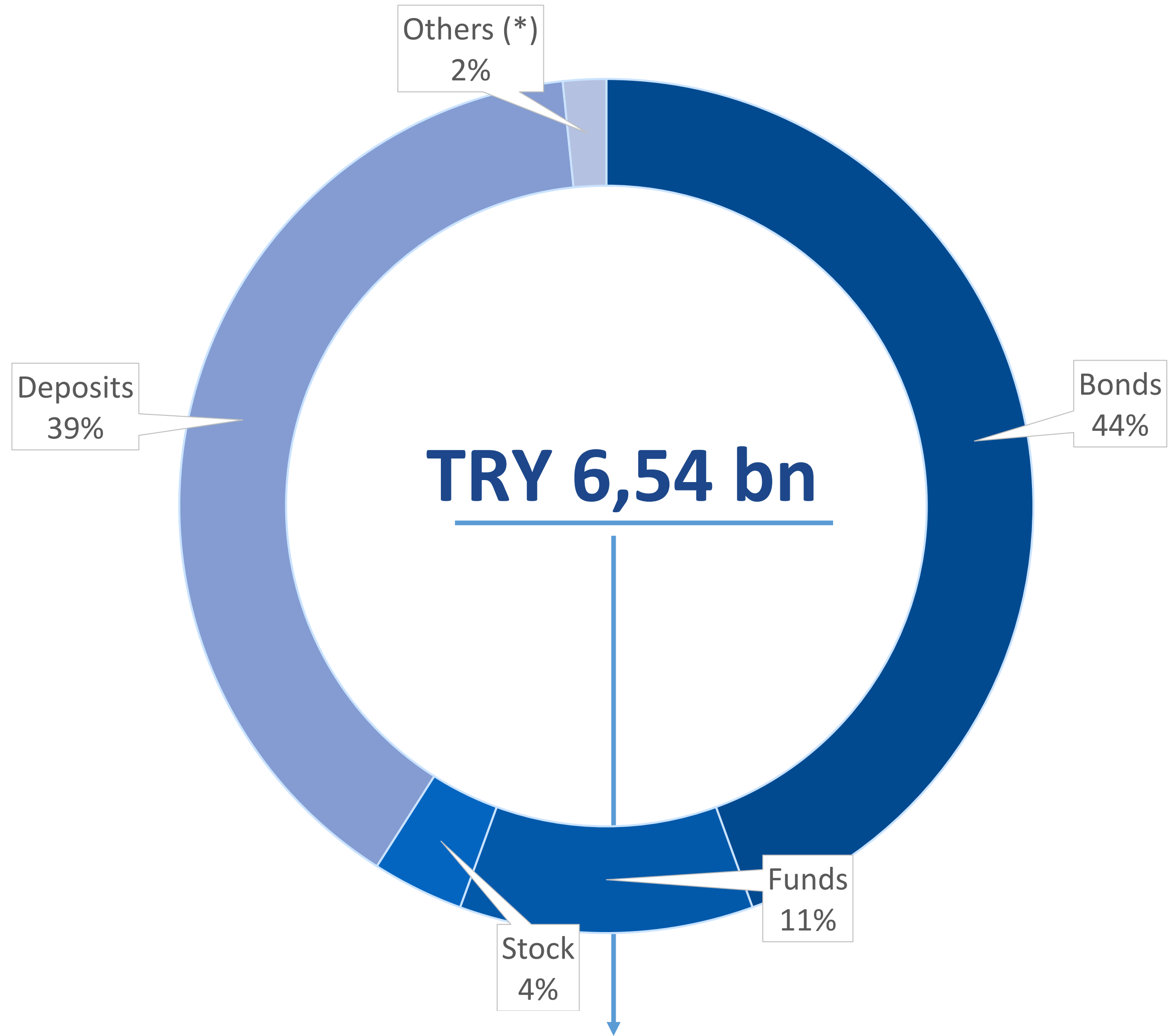
**%10**  
increase in  
LIQUID assets

**%12,4**  
increase in  
TOTAL assets

# Growth Performance



# Investment Portfolio



► **TRY 6,04 bn at 31.03.2020**

## In 20H1;

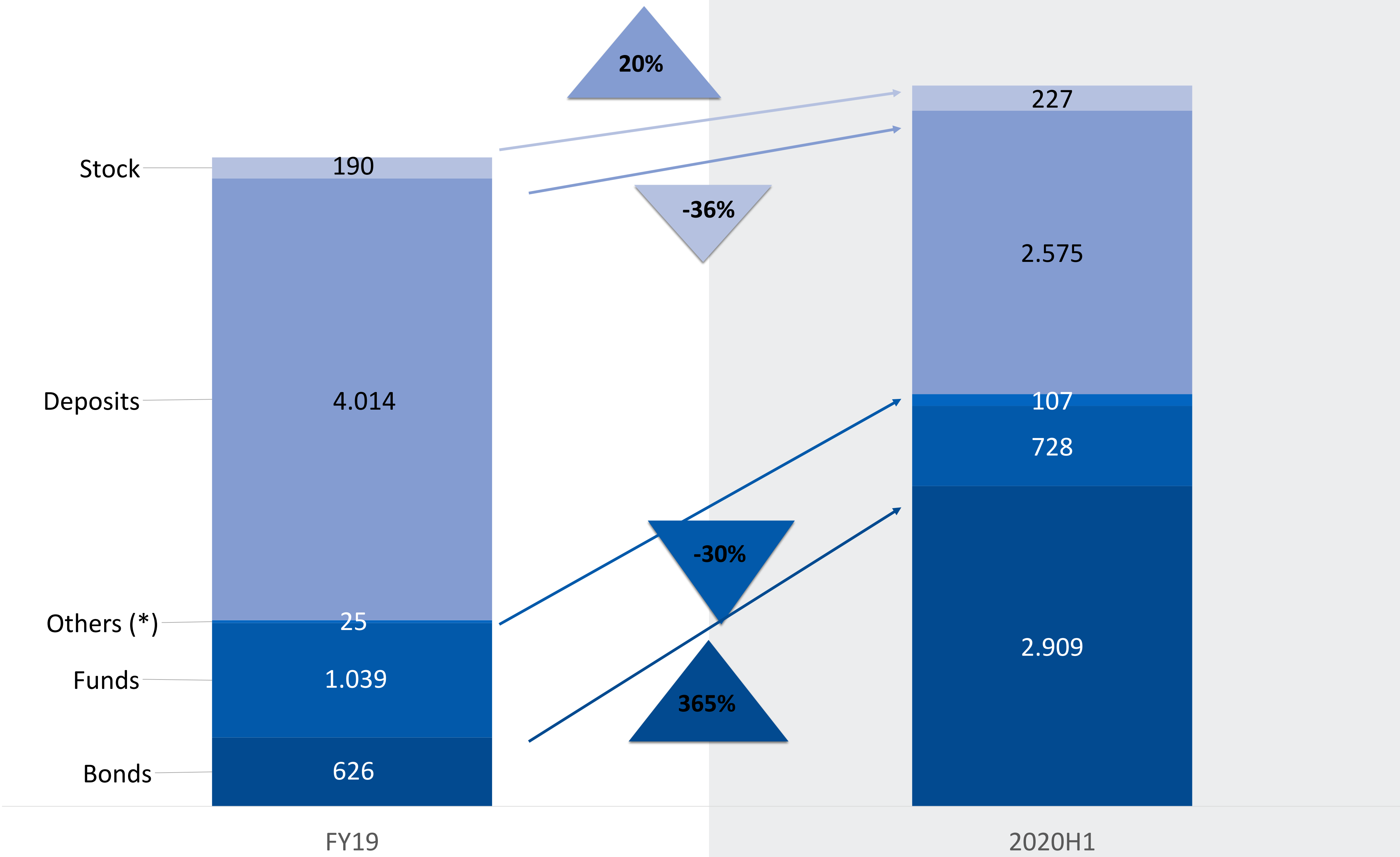
Dividend from ANHYT 56 mn TRY

Investment Income \*\* 400 mn TRY

Portfolio Return ~ 13,4%

\*\* ANHYT dividend excluded.

# AuM Composition (mn TRY)



# 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