

# **ANADOLU SİGORTA**

Financial Results  
20Q3  
Earnings Call  
Nov 2, 2020





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 Hizmetler'. The background is a blurred image of a person sitting on a wooden bench, wearing a blue jacket and a watch. The entire image has a blue overlay.

# Company & Market Overview

**Technical Results**

**Financial Highlights**



## ▶ **Sector Performance & Pandemic Impacts**

- Premium production at ₺48 bn (17% ytd),
- 3Q growth (19% QoQ) despite Covid-19

## ▶ **Normalization in motor claims**

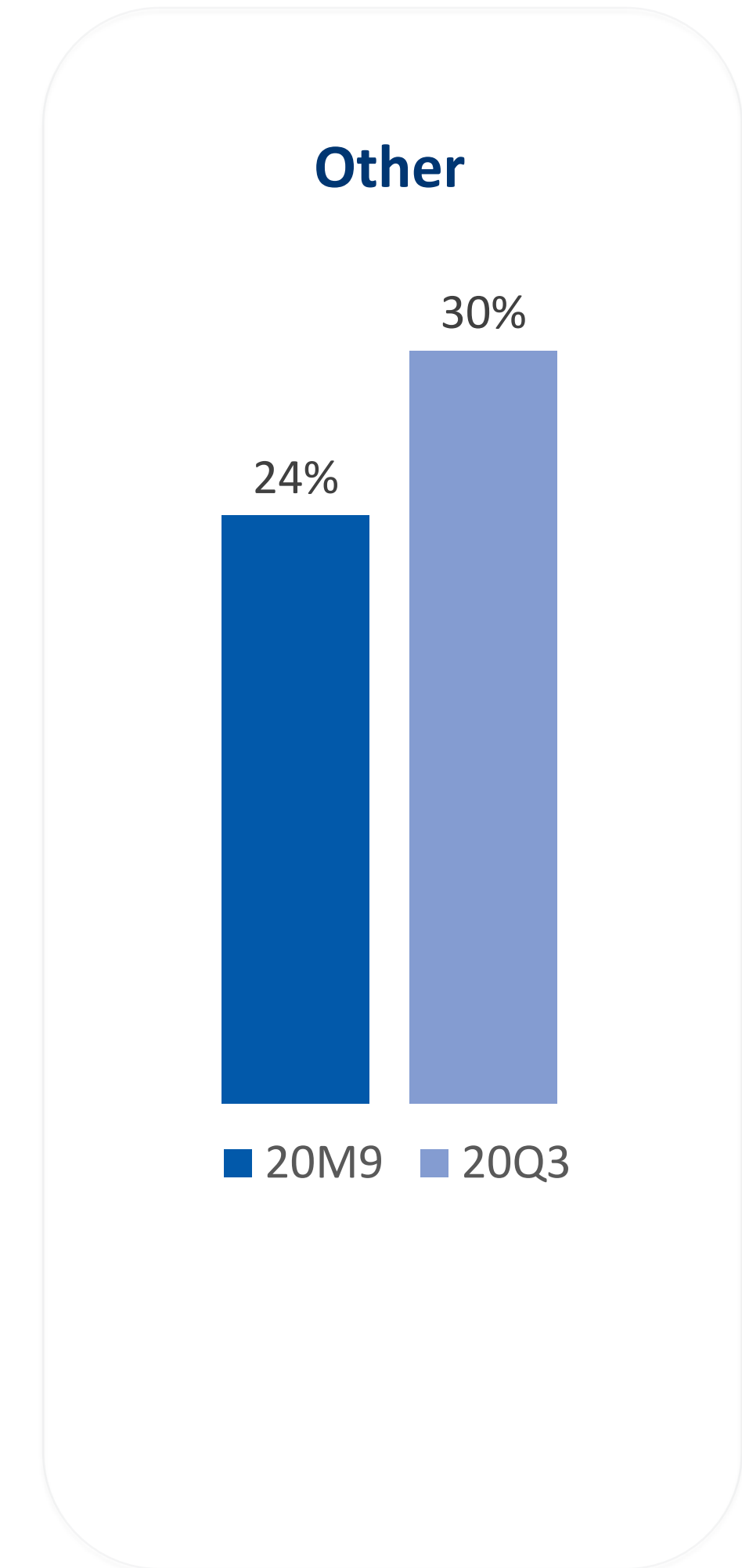
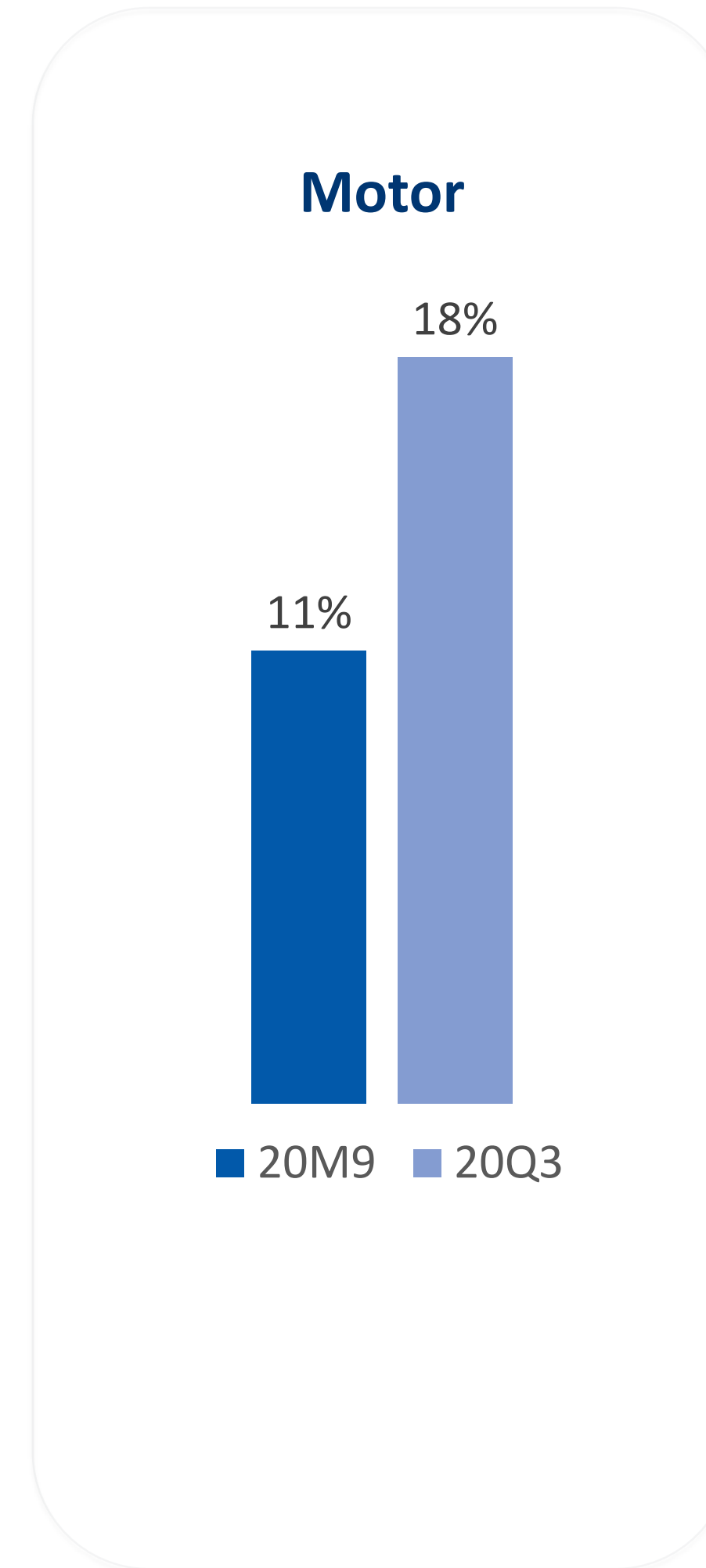
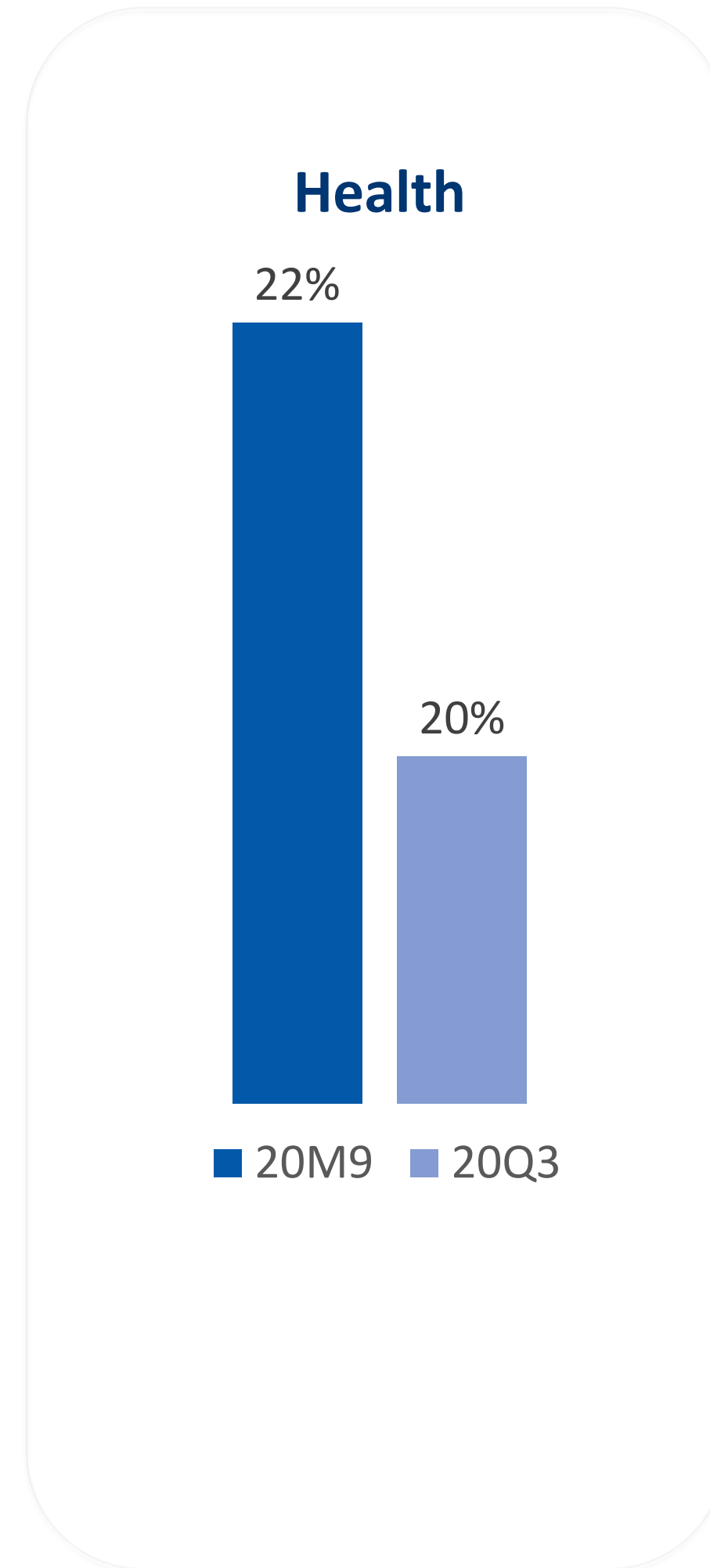
- Claims frequency back to pre-pandemic levels
- Increasing rates balances higher claim expenses due to TRY devaluation

## ▶ **Policy rate revised up 200 basis points (10,25%)**

- Benchmark bond rate soared 13% at the end of Q3
- 2021 yields to be revised

# Highlights of 20M9 | Sector

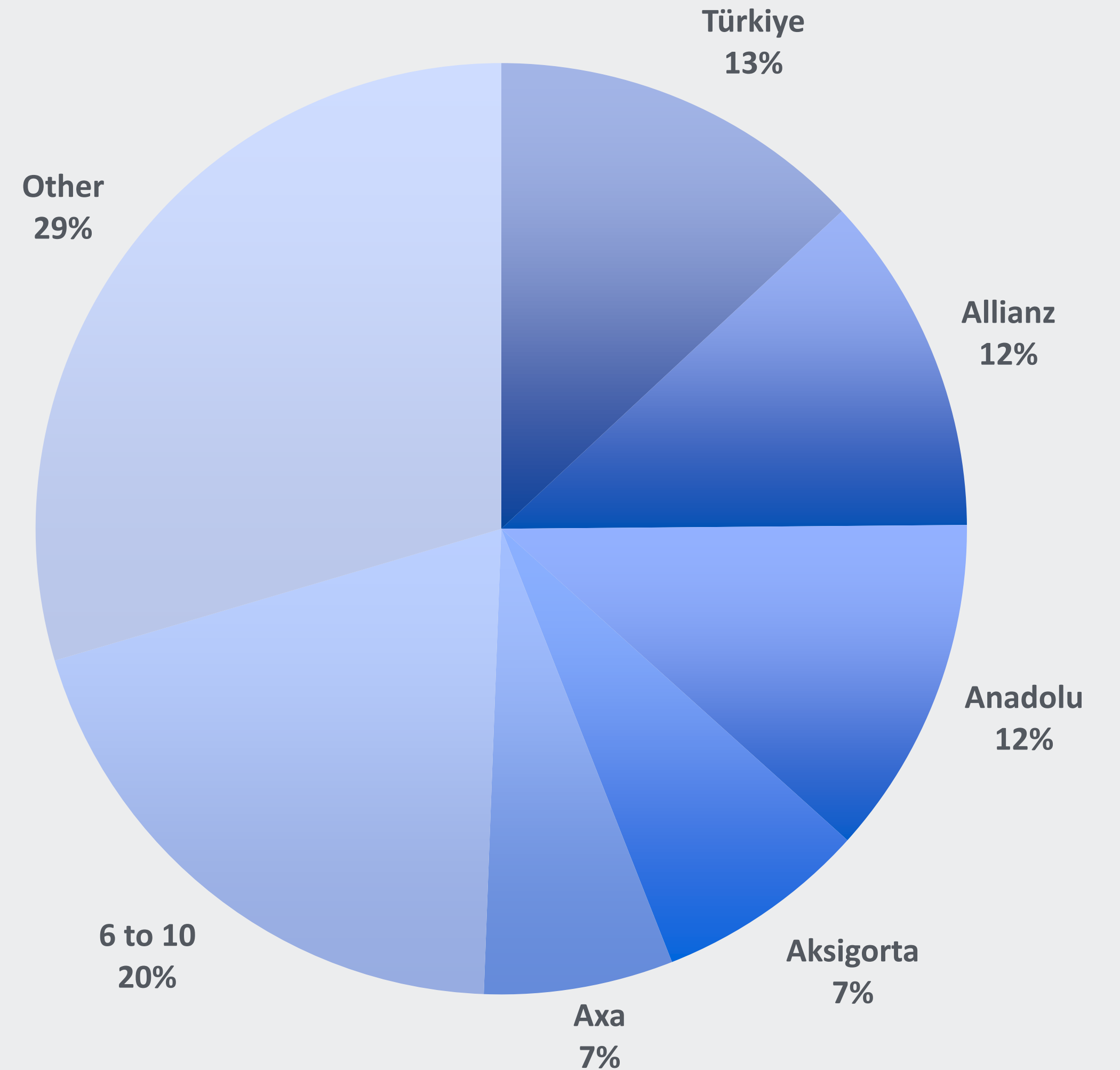
TRY **48** bn  
20M9 Gross revenues  
**+17%**



# Top 10 Non-Life Companies in the Sector – 20M9

(₺ Mn)	Premium Production 20M9	Premium Production 19M9	Change (YoY) (%)
Türkiye	6.269	4.974	26,0%
Allianz	5.671	4.826	17,5%
Anadolu	5.661	4.636	22,1%
Aksigorta	3.536	3.118	13,4%
Axa	3.156	2.782	13,5%
<b>Top 5 Companies</b>	<b>24.291</b>	<b>20.335</b>	<b>19,5%</b>
6 to 10	9.522	8.767	8,6%
<b>Top 10 Companies</b>	<b>33.813</b>	<b>29.102</b>	<b>16,2%</b>
Other	14.195	11.916	19,1%
<b>Total</b>	<b>48.008</b>	<b>41.018</b>	<b>17,0%</b>

Production Share by Companies



## **Balanced business profile for hardening market conditions**

- Ranked first in most of non-life insurance branches
- Premium production at ₺5,7bn (22% ytd), strong 3Q growth (33% QoQ) despite Covid-19

## **Strong growth in assets under management amount**

- Proactive cash flow management
- AUM reached to ₺6,9bn (additional ₺ 340mn in Q3) as of 30 Sept

## **Robust balance sheet**

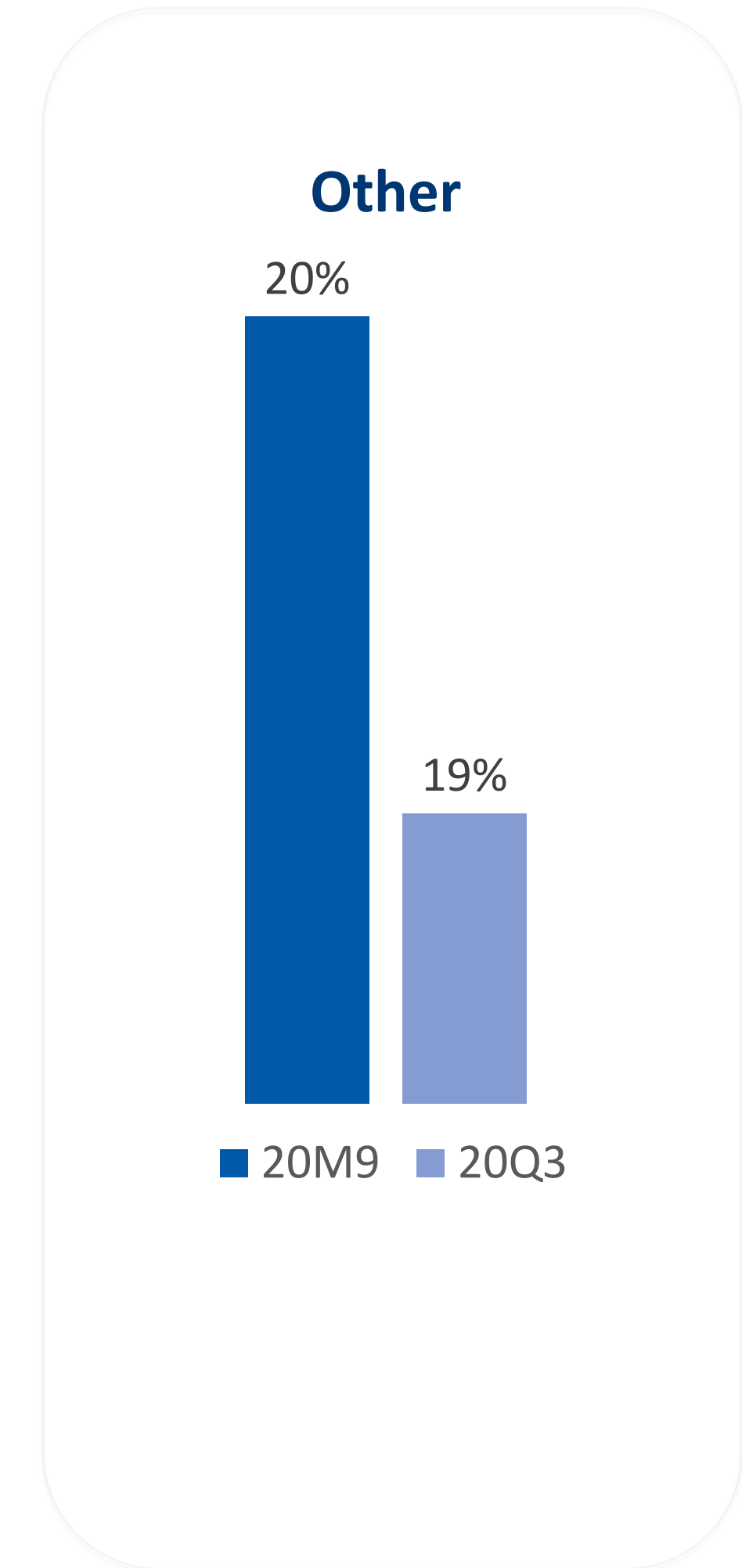
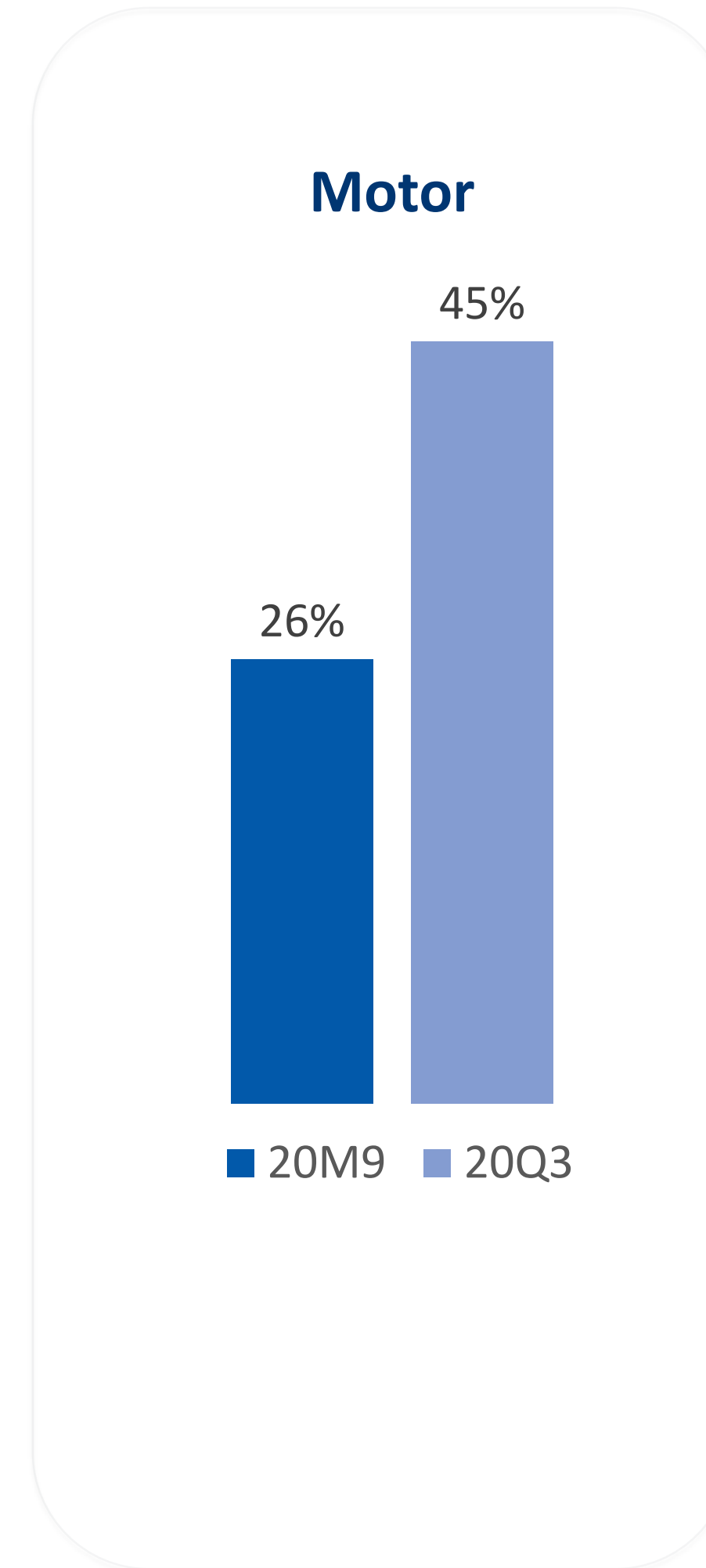
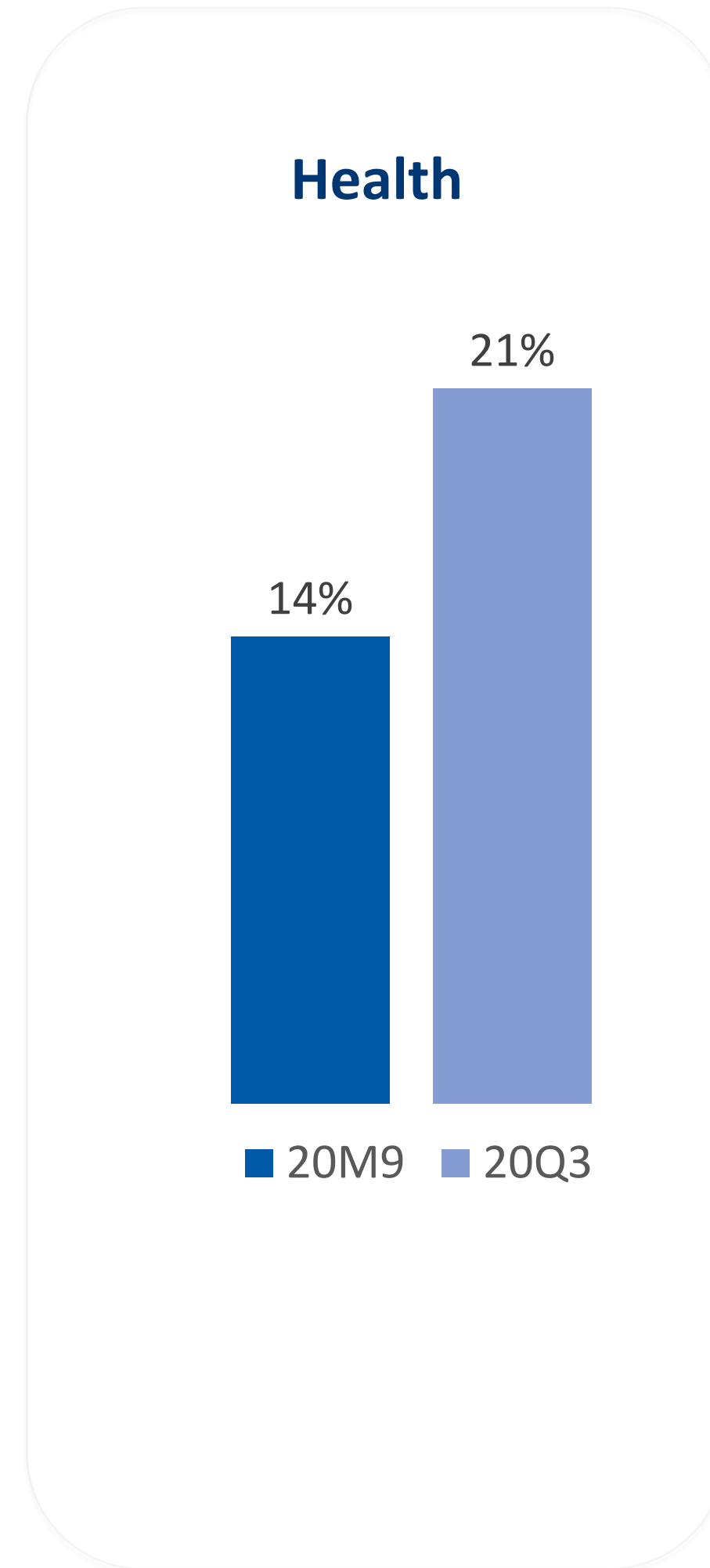
- Solvency ratio keeping its stance with 122 %
- Total growth reached %15 in nine months (₺11,3 bn)

## **Investment income back on a rising trend**

- Flexible multi-asset portfolio management

# Highlights of 20M9 | Anadolu

TRY **5,7** bn  
20M9 Gross Written  
Premiums  
**+22%**



# Premium Production | 20M9

	Anadolu Sigorta (₺ Mn)			Non-Life Sector (₺ Mn)		
	20M9	19M9	ΔYoY	20M9	19M9	ΔYoY
Branch	GPW	GPW	Growth	GPW	GPW	Growth
MTPL	1.660	1.257	32,0%	14.733	13.328	10,5%
MOD	1.020	867	17,6%	7.261	6.546	10,9%
Fire and Nat. D.	991	832	19,2%	7.285	5.776	26,1%
Health	695	611	13,7%	7.251	5.955	21,8%
Other	1.295	1.069	21,1%	11.479	9.412	22,0%
<b>Total</b>	<b>5.661</b>	<b>4.636</b>	<b>22,1%</b>	<b>48.008</b>	<b>41.018</b>	<b>17,0%</b>



# Market Share & Rank (TRY mn)

BRANCHES	20M9	19M9	Rank 20M9	Market Share 20M9	Growth
MTPL	1.660	1.257	1	11,3%	32,0%
MOD	1.020	867	1	14,0%	17,6%
General Liability	284	257	1	18,3%	10,6%
Watercraft	134	104	1	29,6%	29,1%
Aircraft	80	44	1	56,0%	80,5%
Aircraft Liability	44	34	1	77,8%	28,2%
Fire	991	832	2	13,6%	19,2%
Marine Transportation	135	114	2	15,8%	18,3%
Health	695	611	3	9,6%	13,7%
General Losses	428	355	3	7,3%	20,6%
Other	190	161	--	--	17,8%
<b>TOTAL</b>	<b>5.661</b>	<b>4.636</b>	<b>3</b>	<b>11,8%</b>	<b>22,1%</b>

# Highlights of 20M9 | Anadolu

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

(\*) Transferred investment income  
excluded

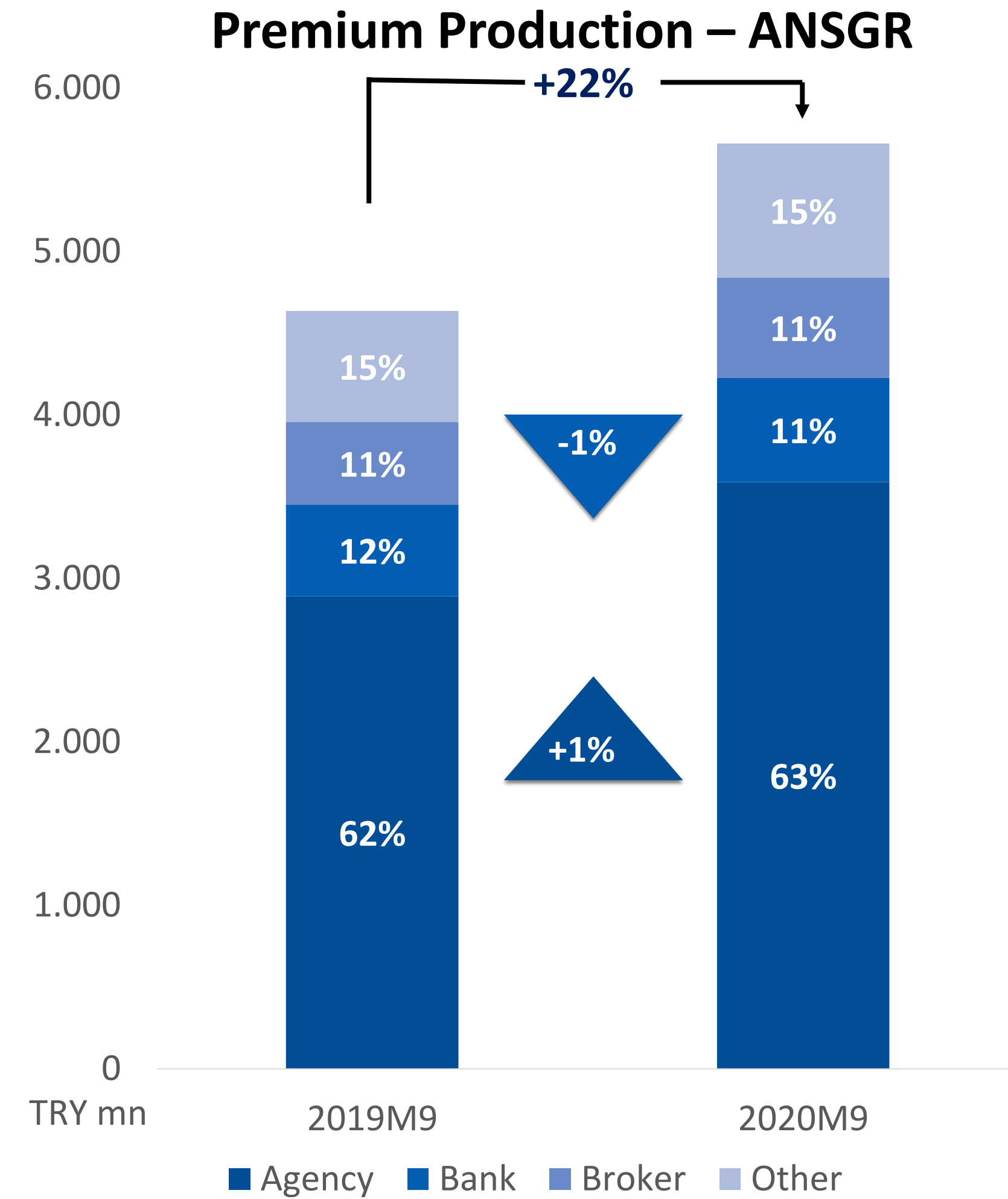
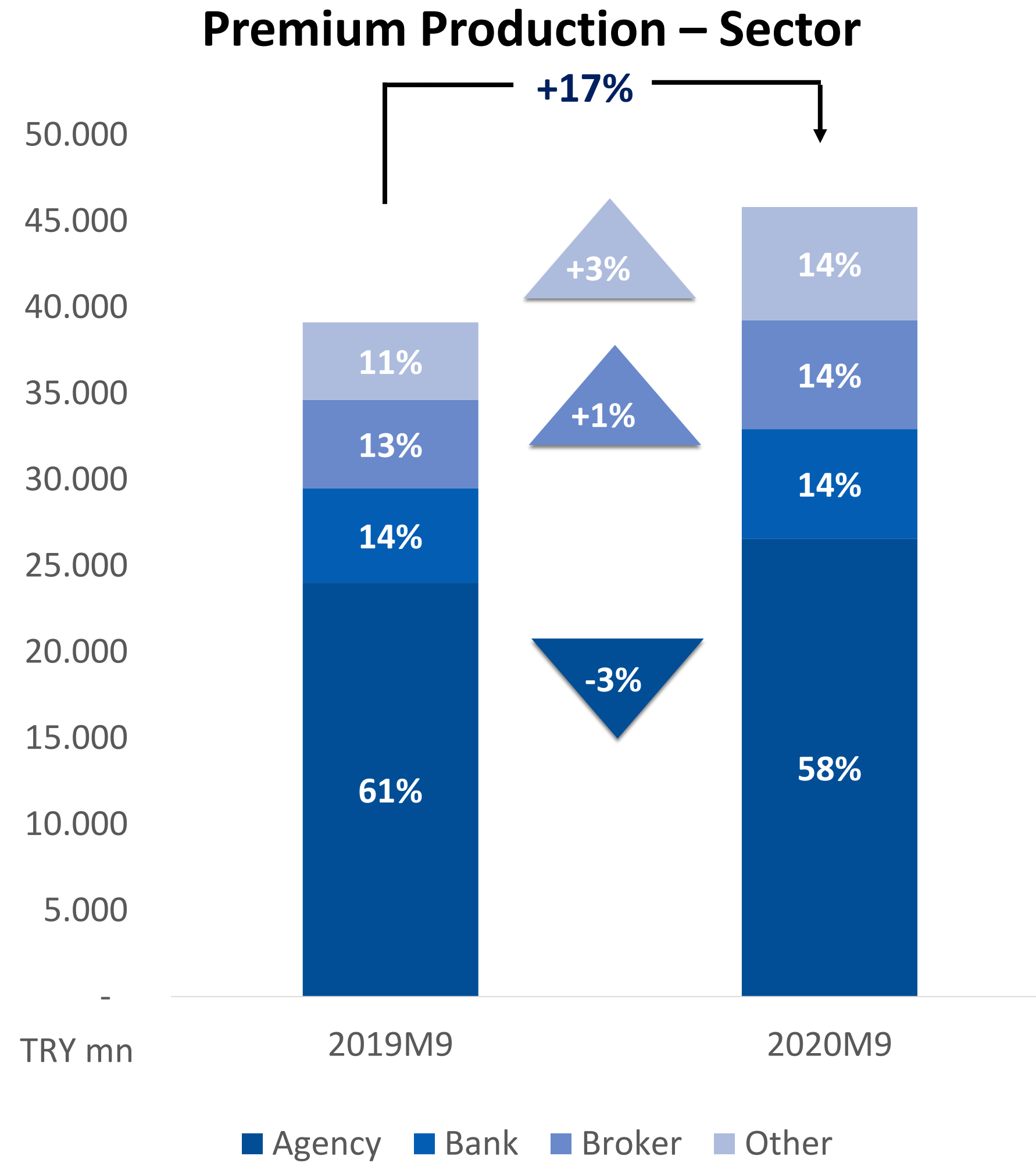


✓ **Motor & Health branches positive effect**

✓ **22.8% increase**



# Distribution Channels | 20M9





**Company & Market Overview /**

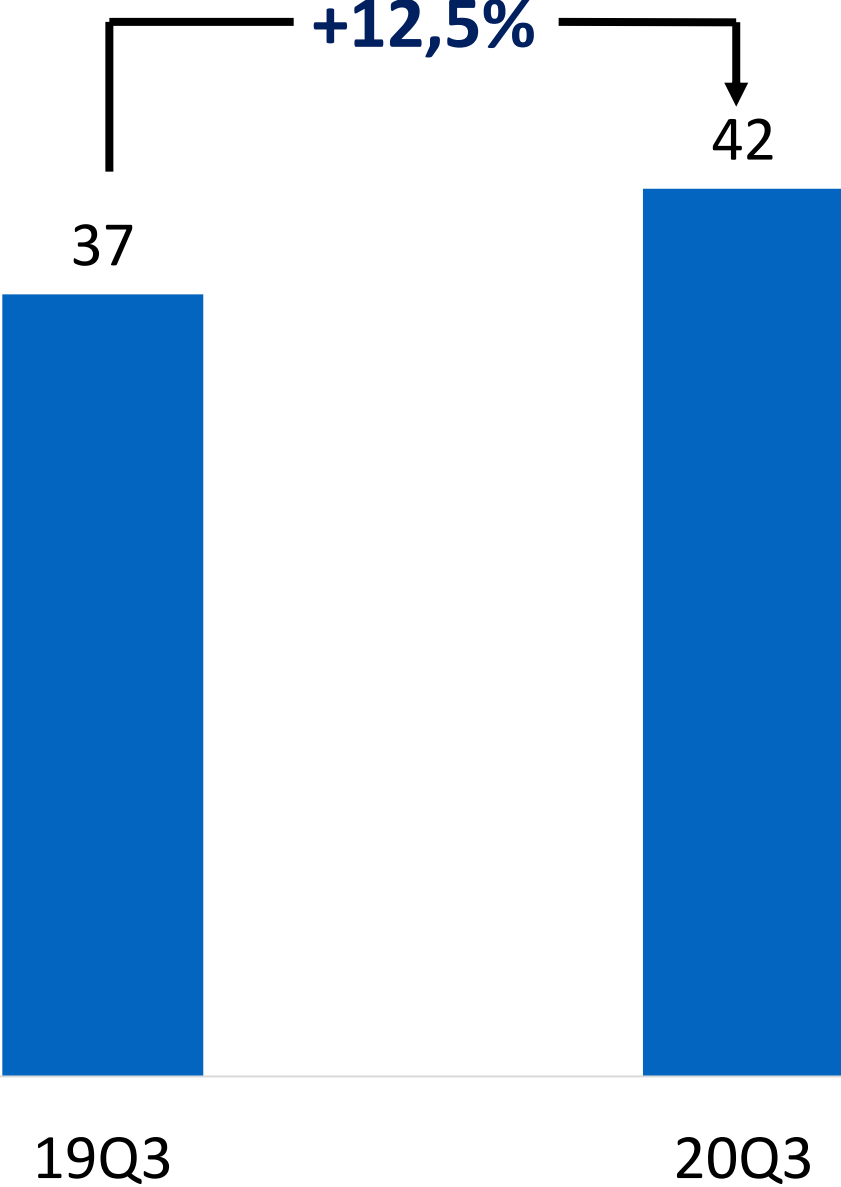
# Technical Results

**/ Financial Highlights**

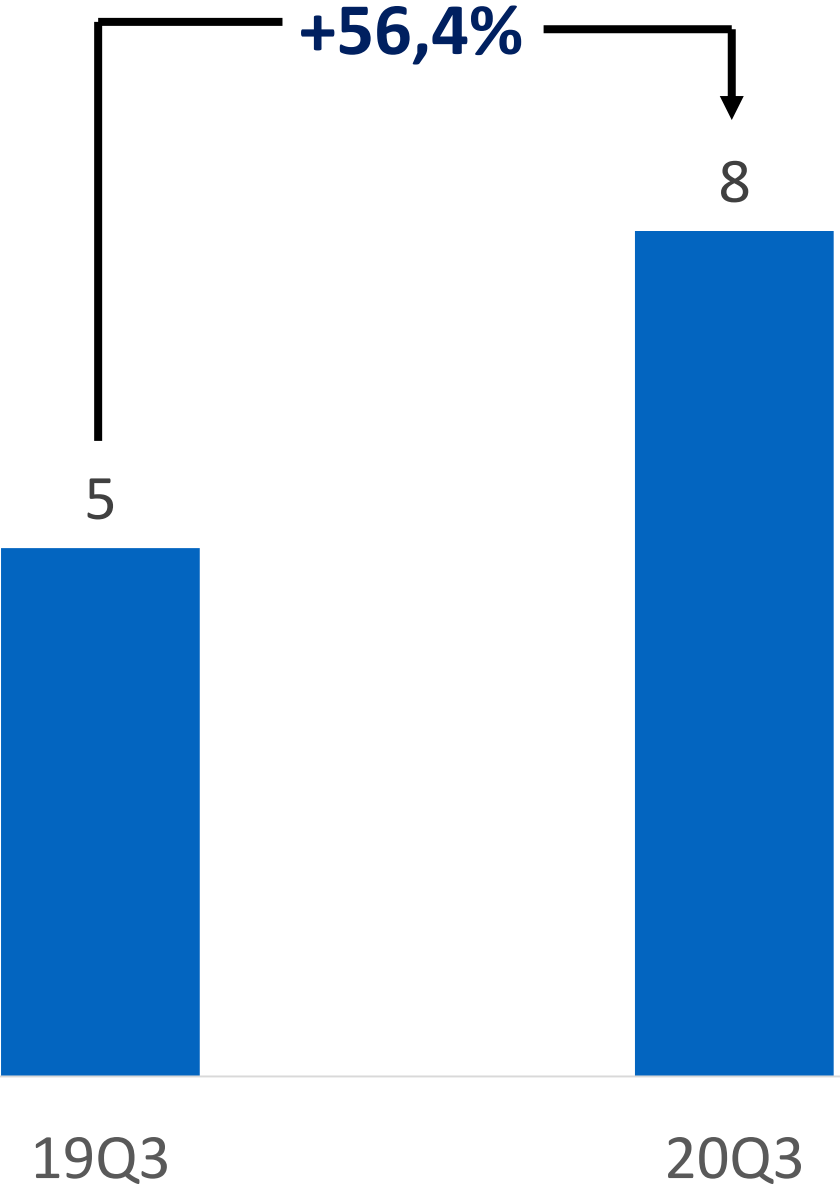


# Accident | GPW and Technical Earnings

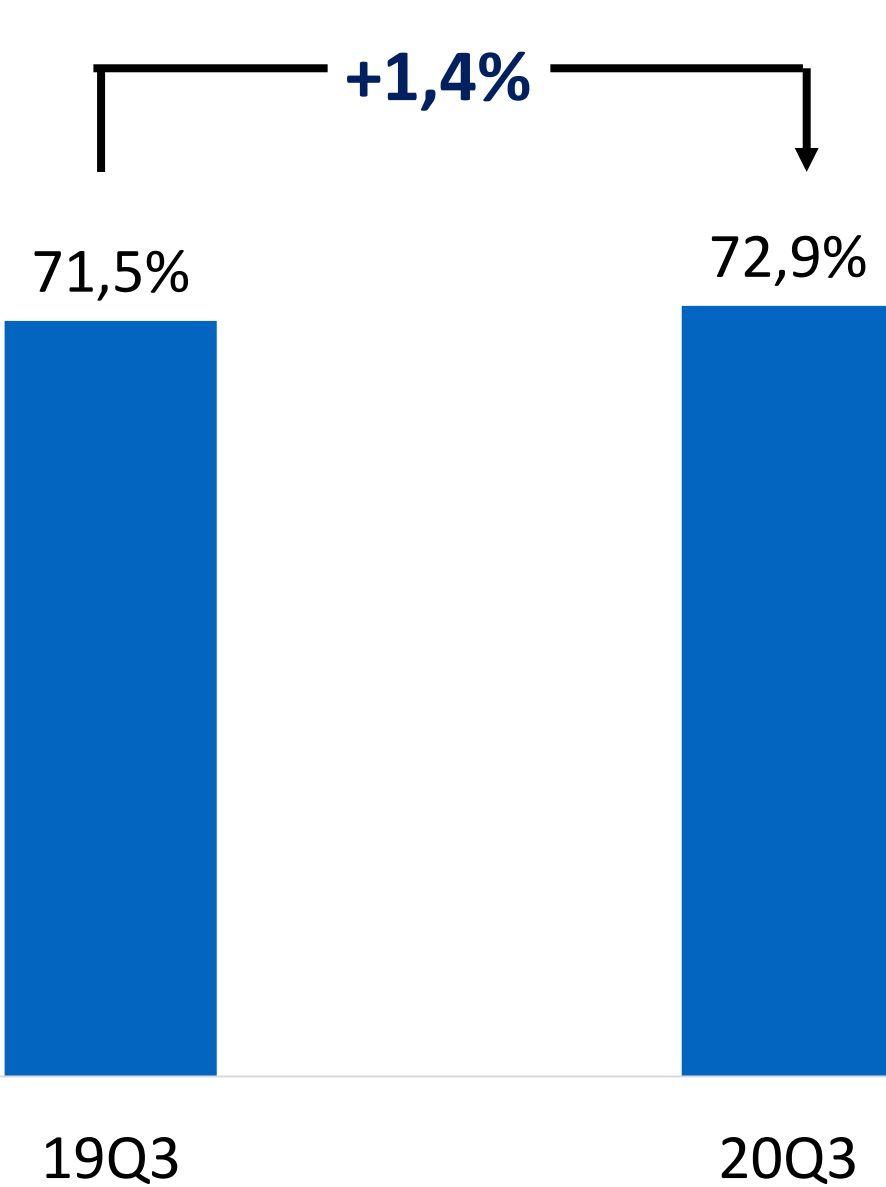
**GPW (mn TRY)**



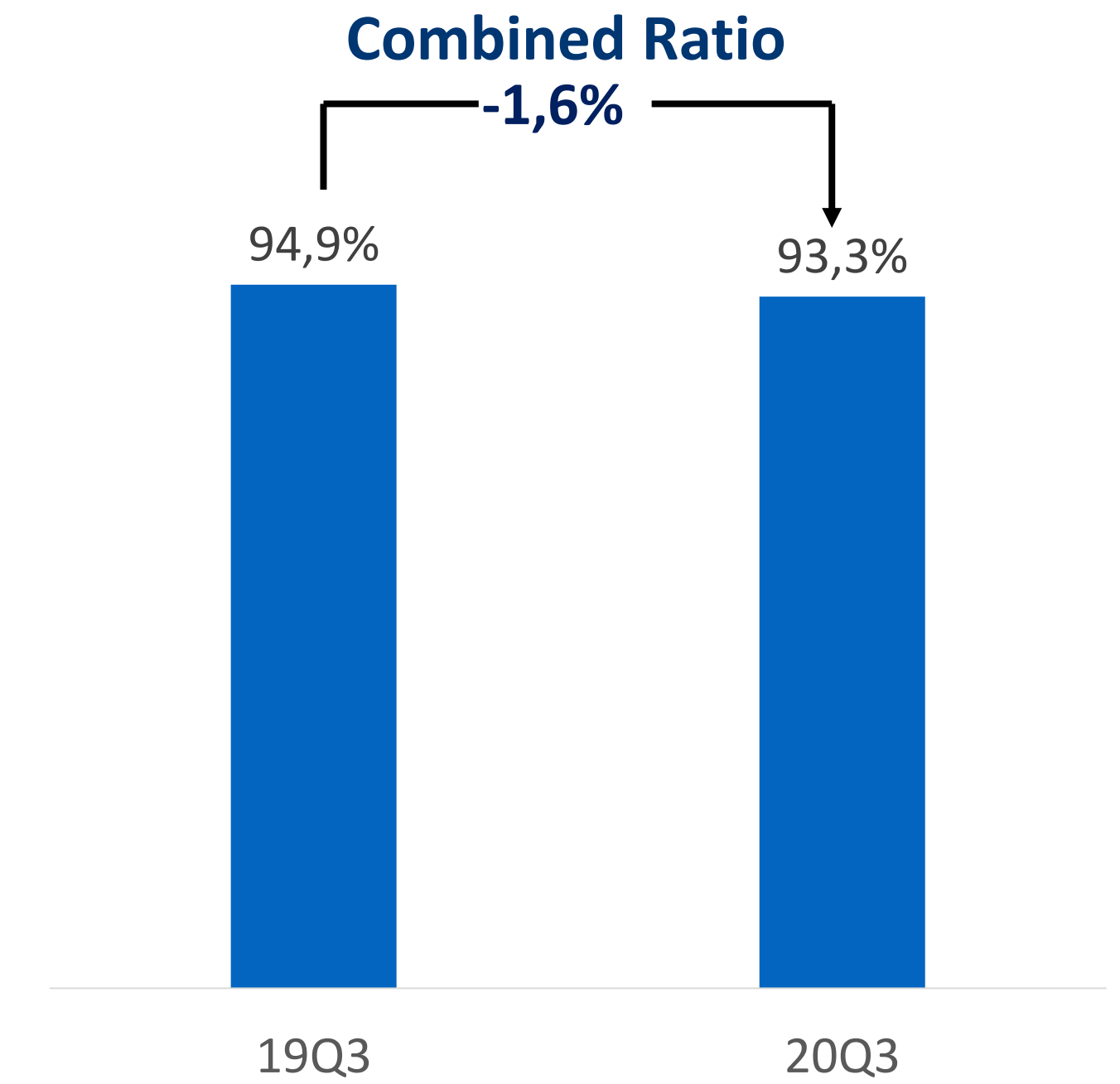
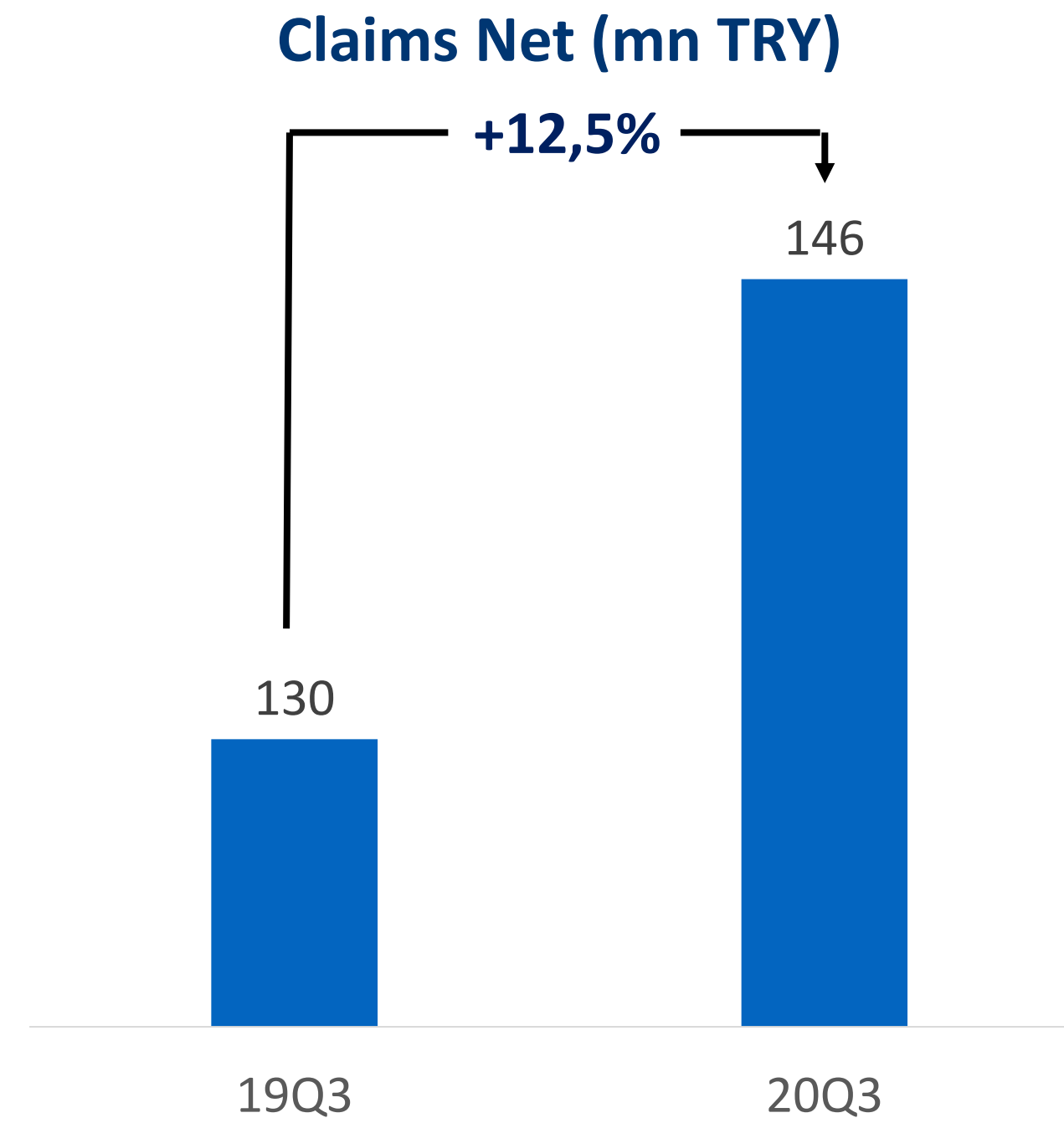
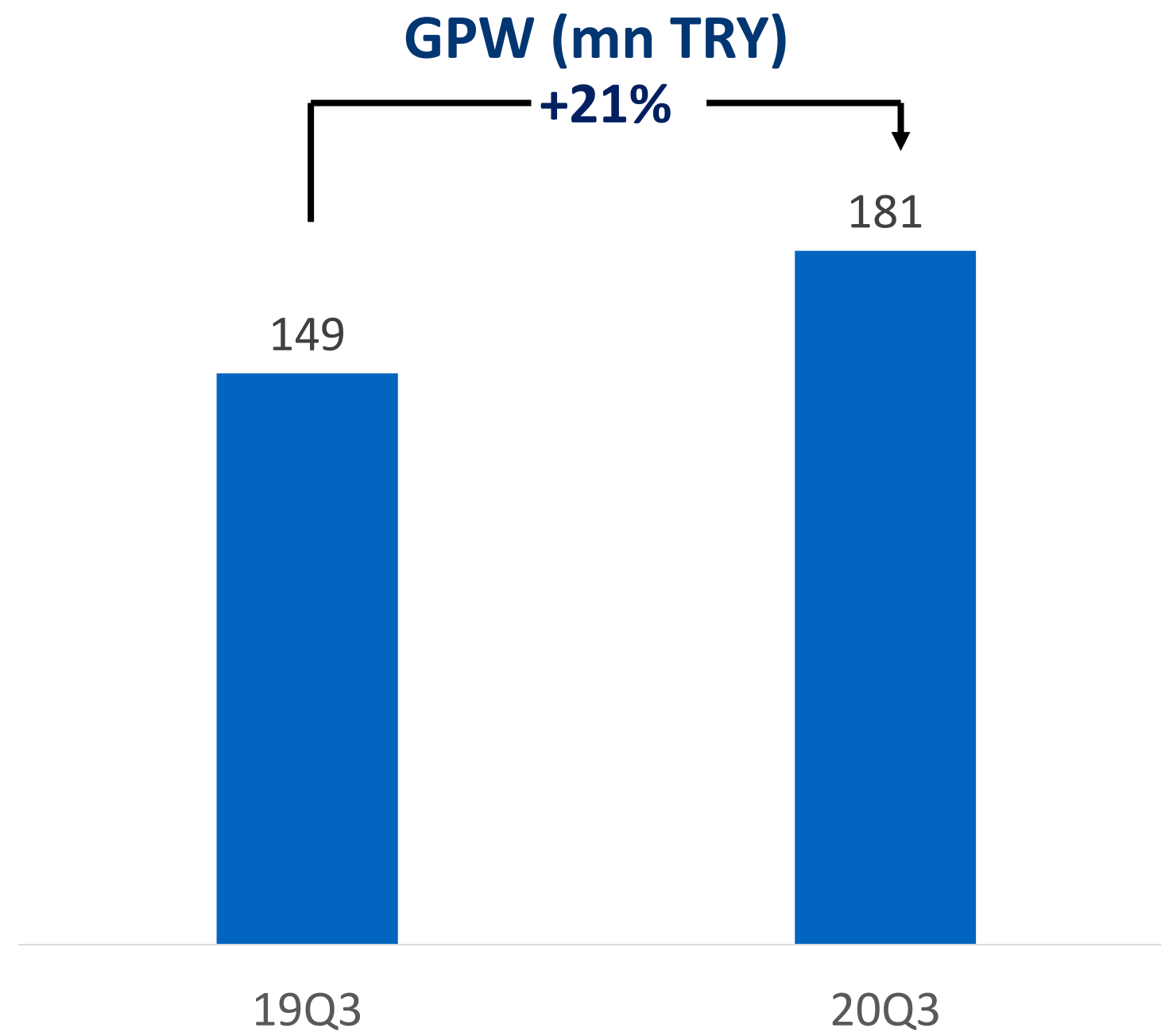
**Claims Net (mn TRY)**



**Combined Ratio**

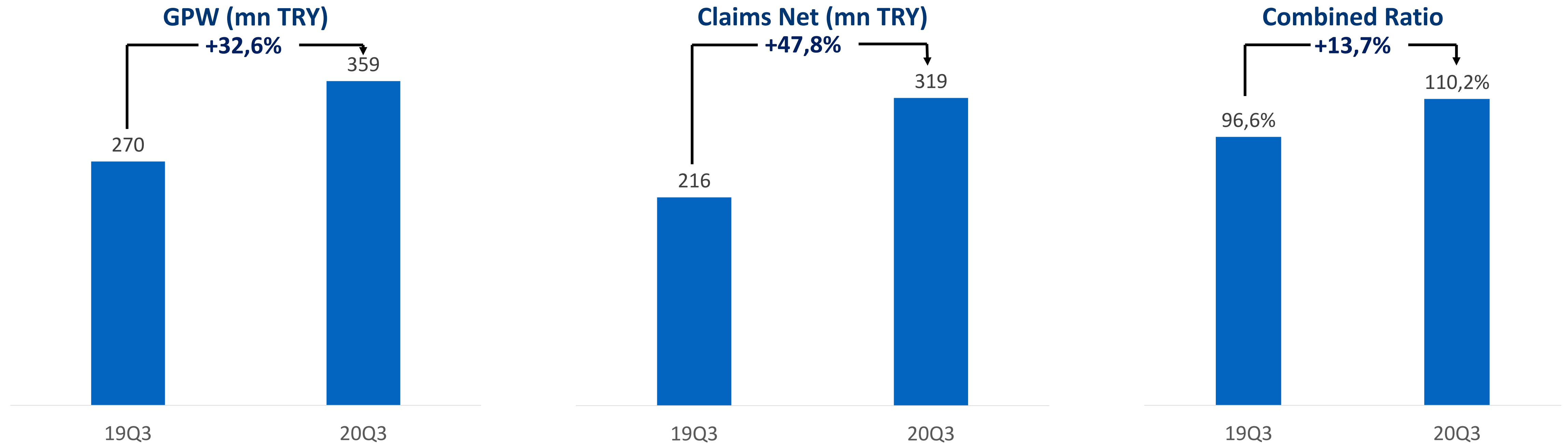


# Health | GPW and Technical Earnings

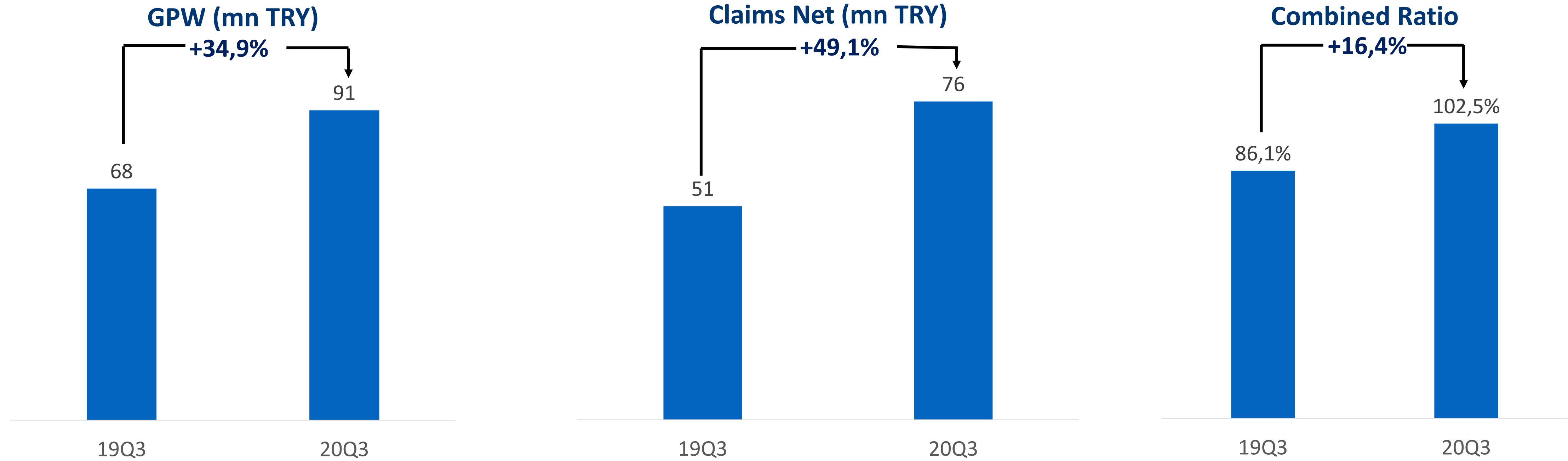




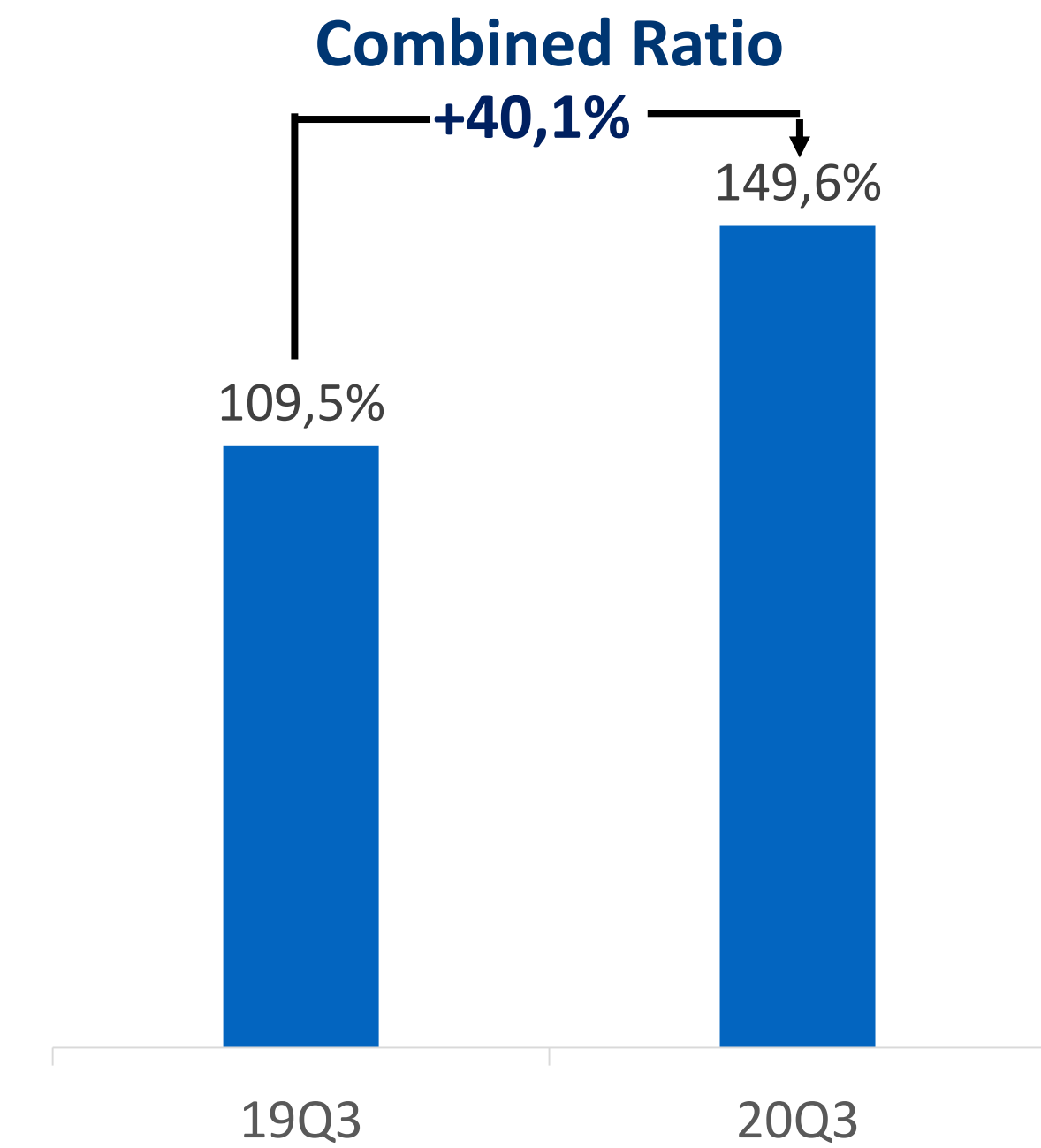
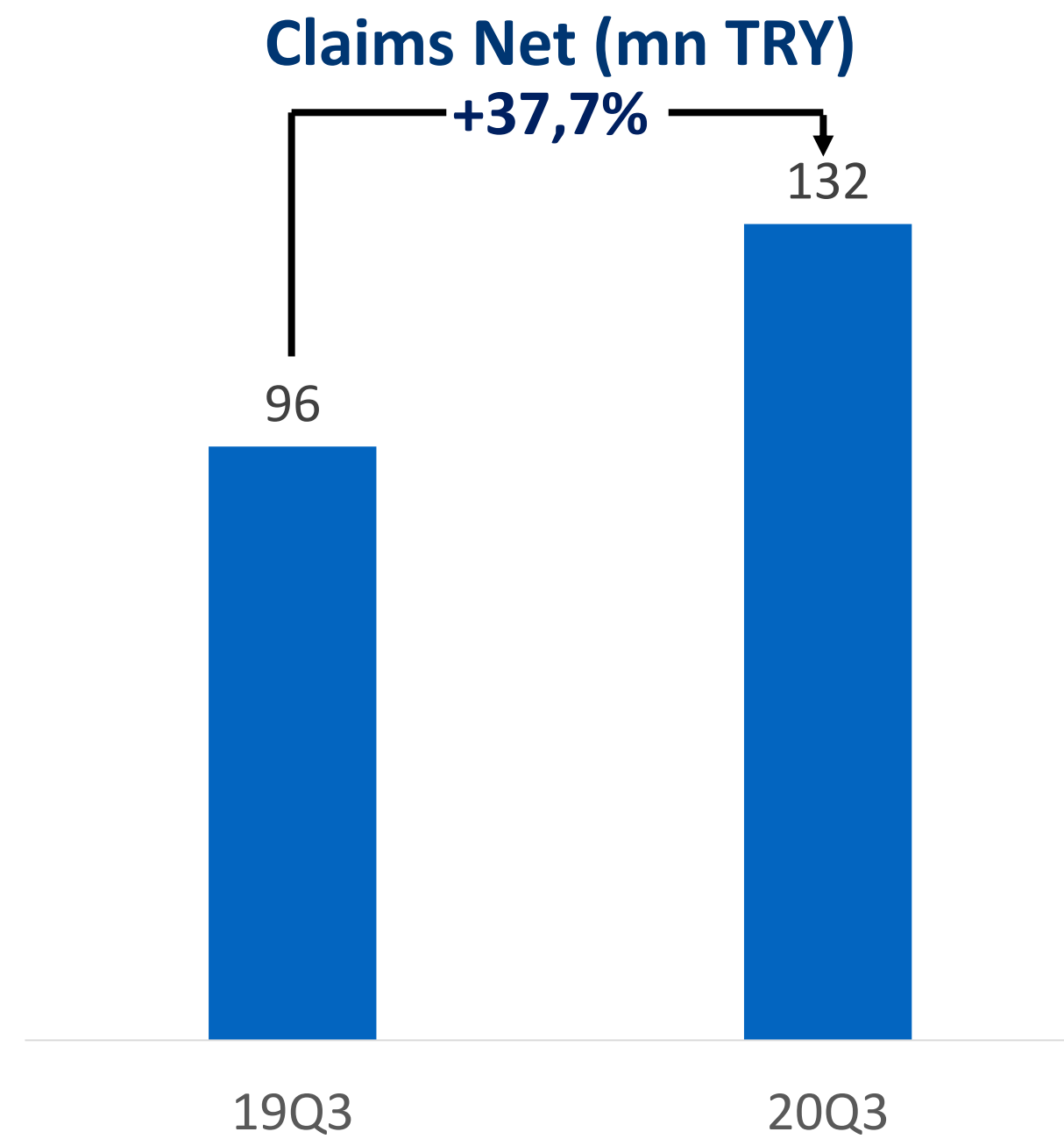
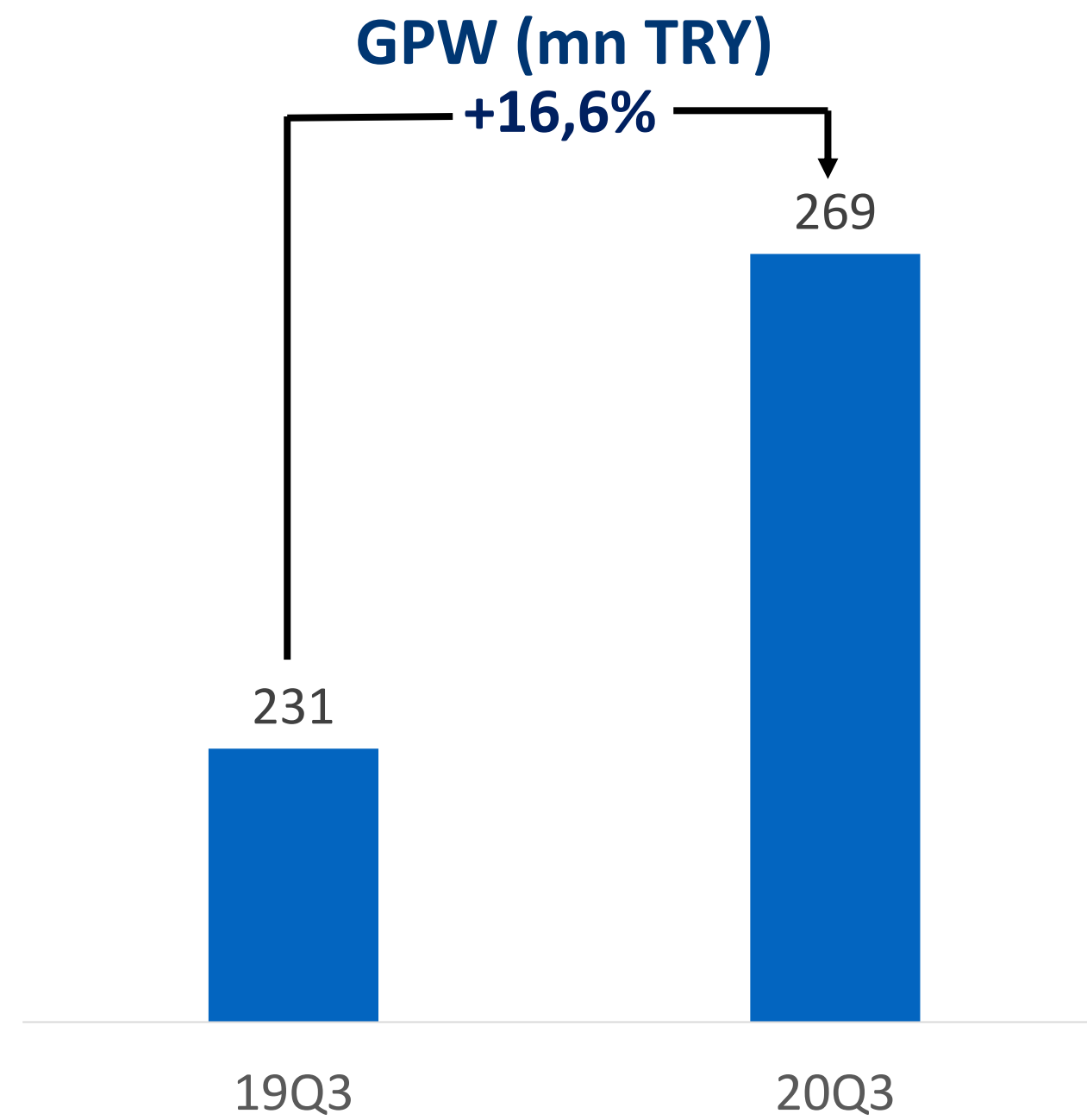
# Land Vehicles | GPW and Technical Earnings



# General Losses | GPW and Technical Earnings

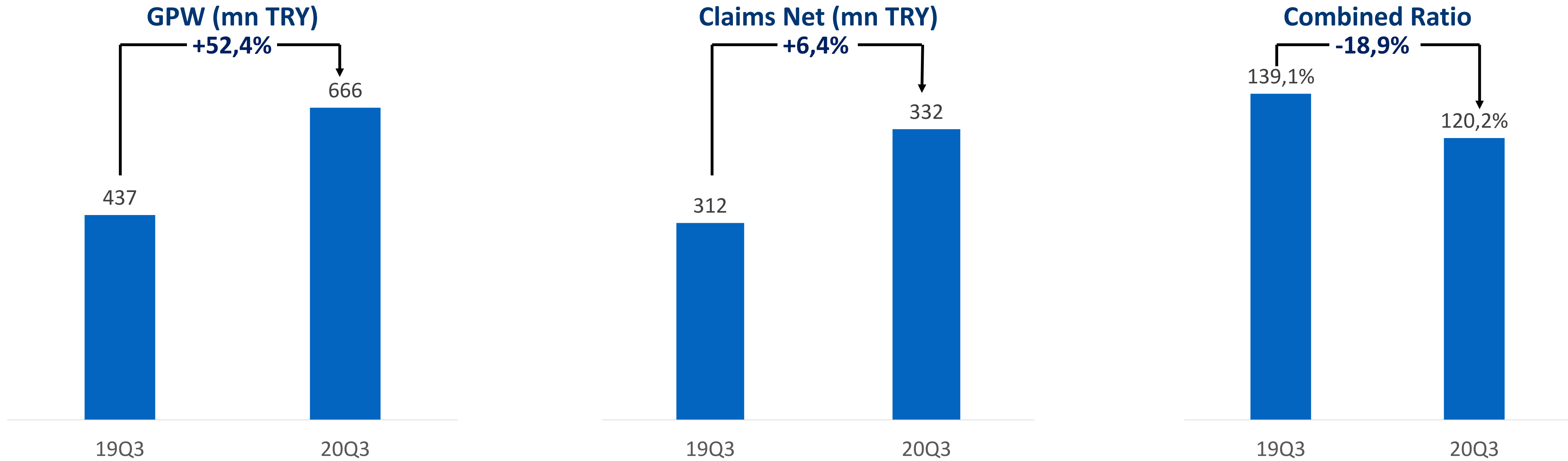


# Fire | GPW and Technical Earnings



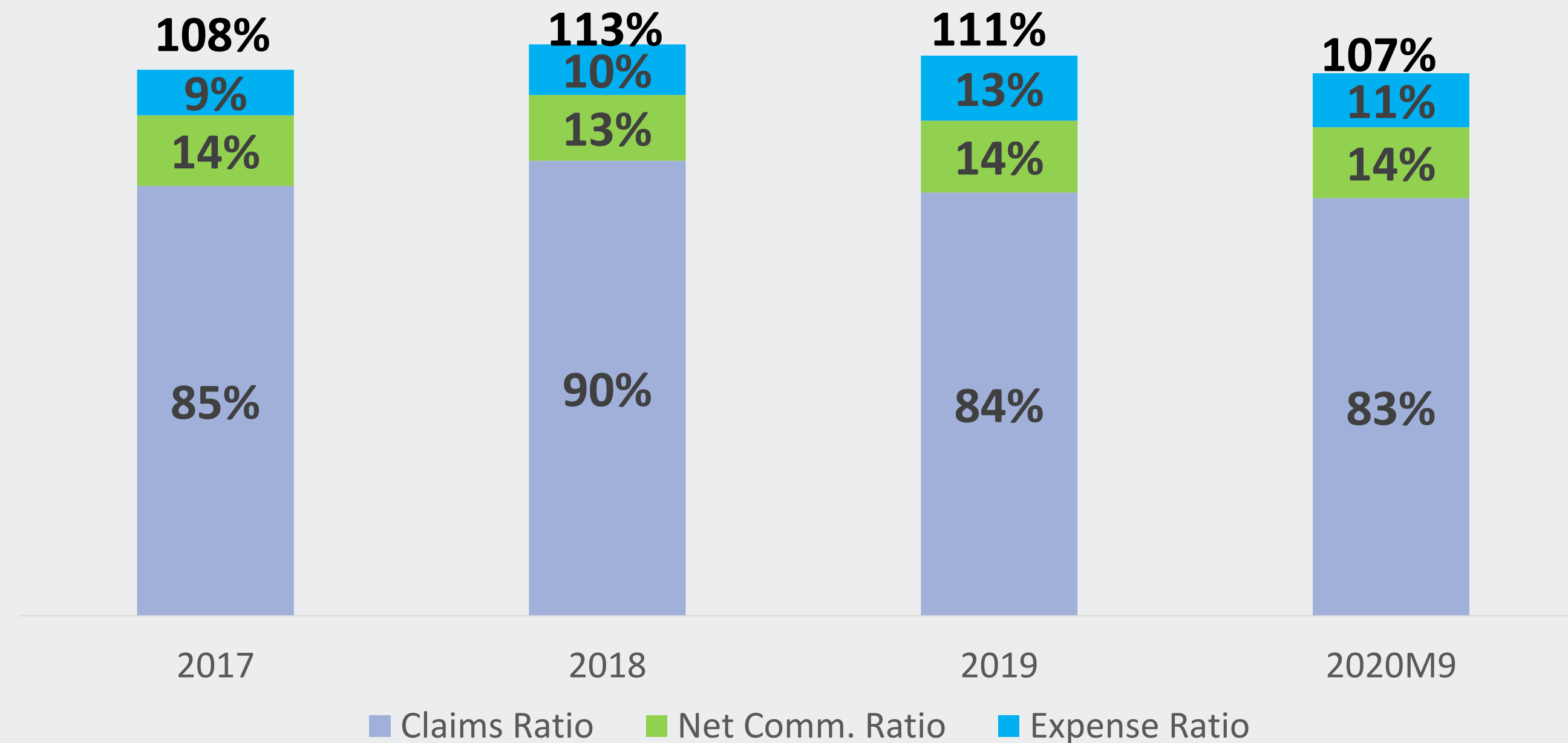


# MTPL | GPW and Technical Earnings



# Profitability | Combined Ratio

Combined Ratio	FY19	20M9
MOD	91,2%	93,7%
MTPL	135,6%	107,6%
Fire	101,1%	124,8%
Health	113,4%	97,4%
Accident	66,3%	60,2%
General Liability	157,6%	220,0%
General Losses	101,5%	101,1%
<b>Total</b>	<b>110,8%</b>	<b>107,3%</b>





**Company & Market Overview**

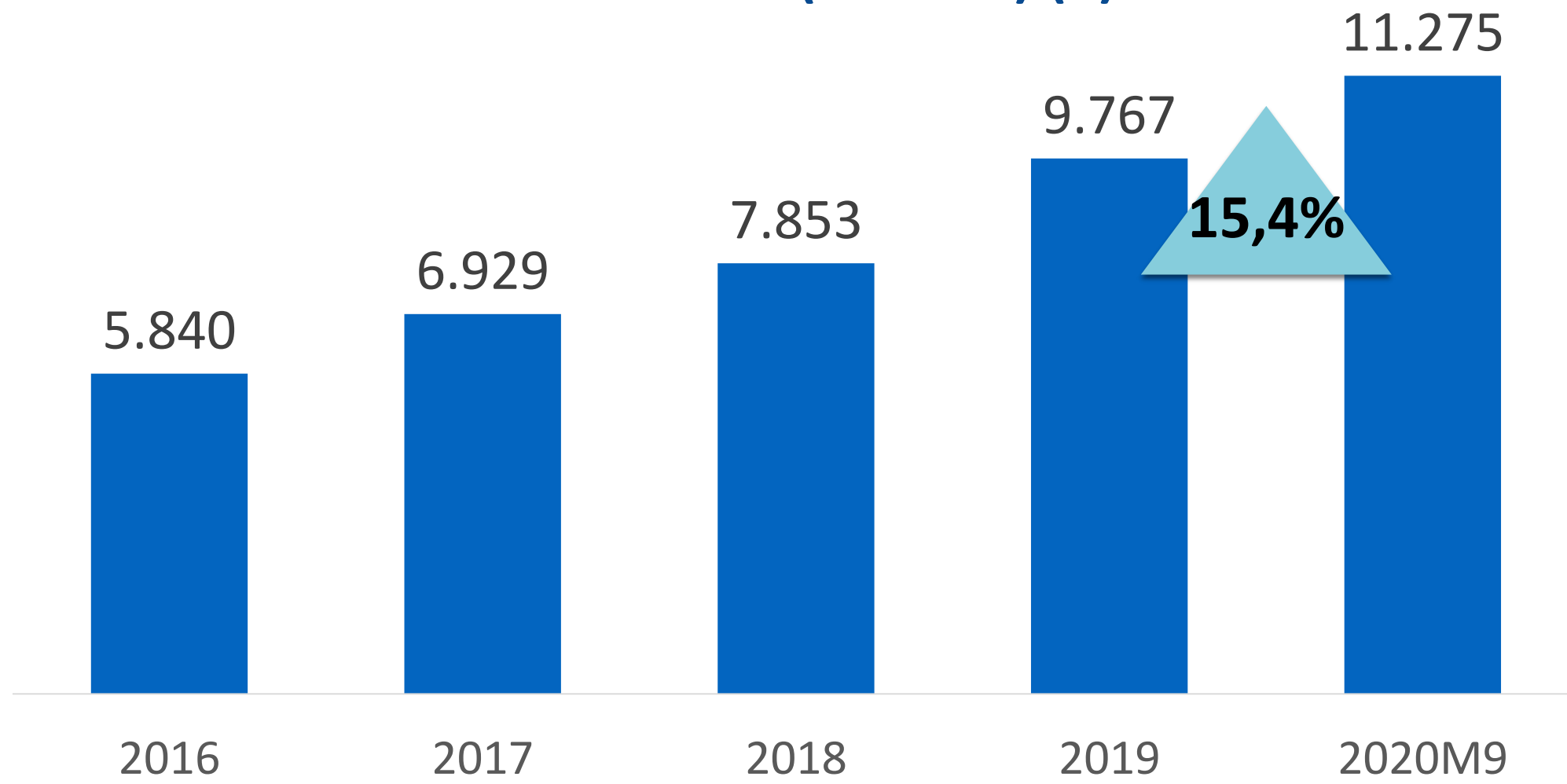
**Technical Results**

# Financial Highlights

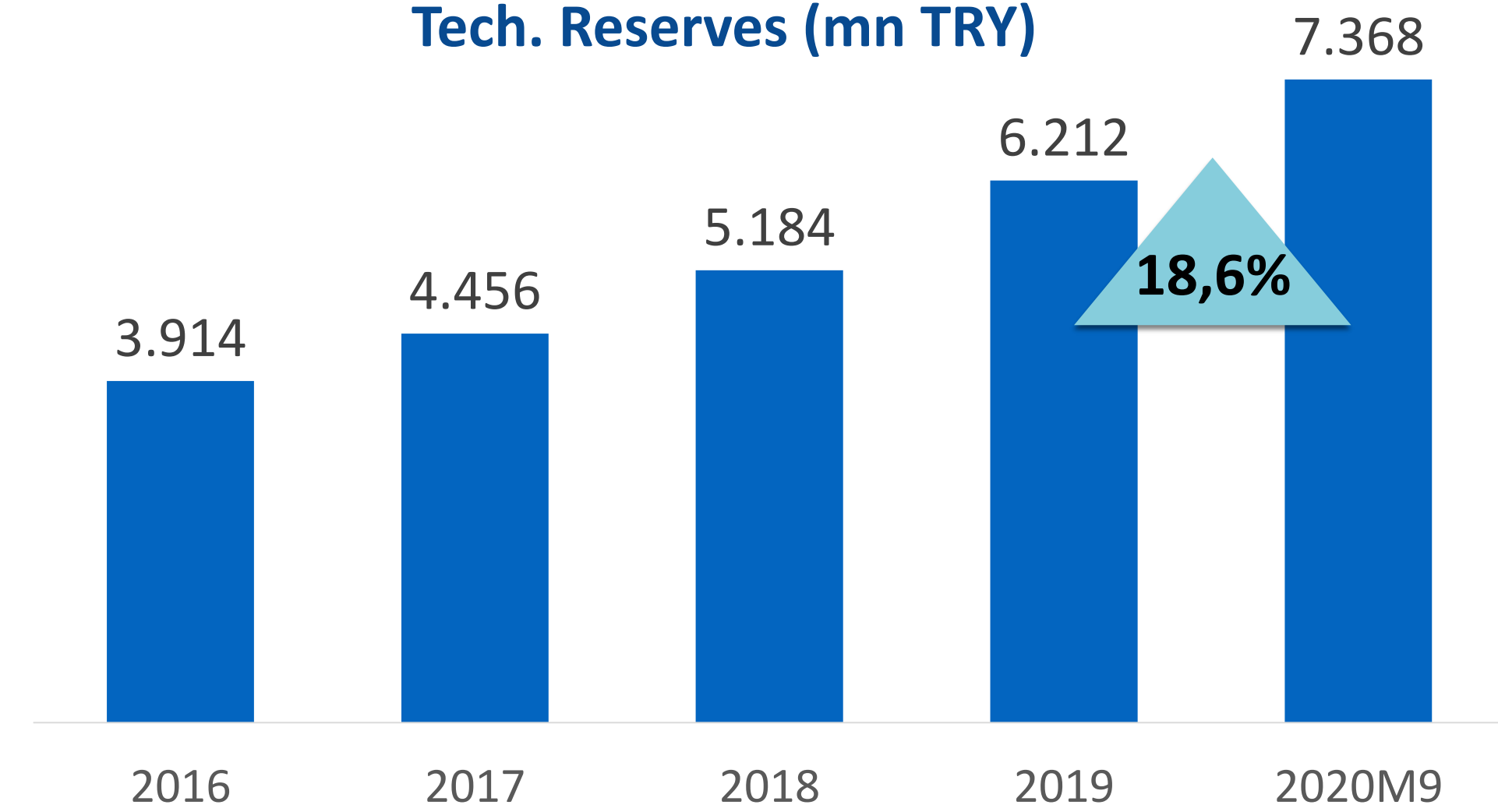


# Growth Performance

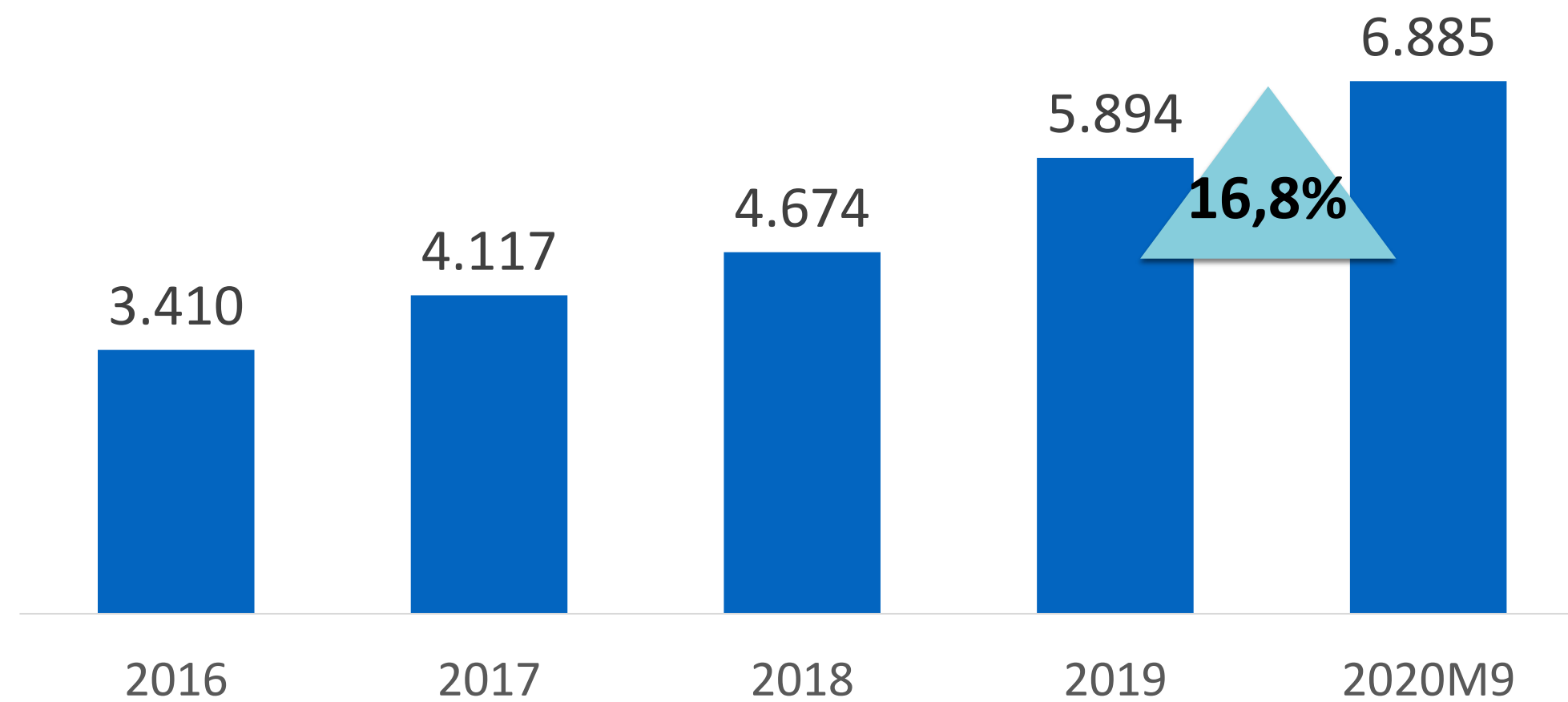
**Total Assets (mn TRY) (\*)**



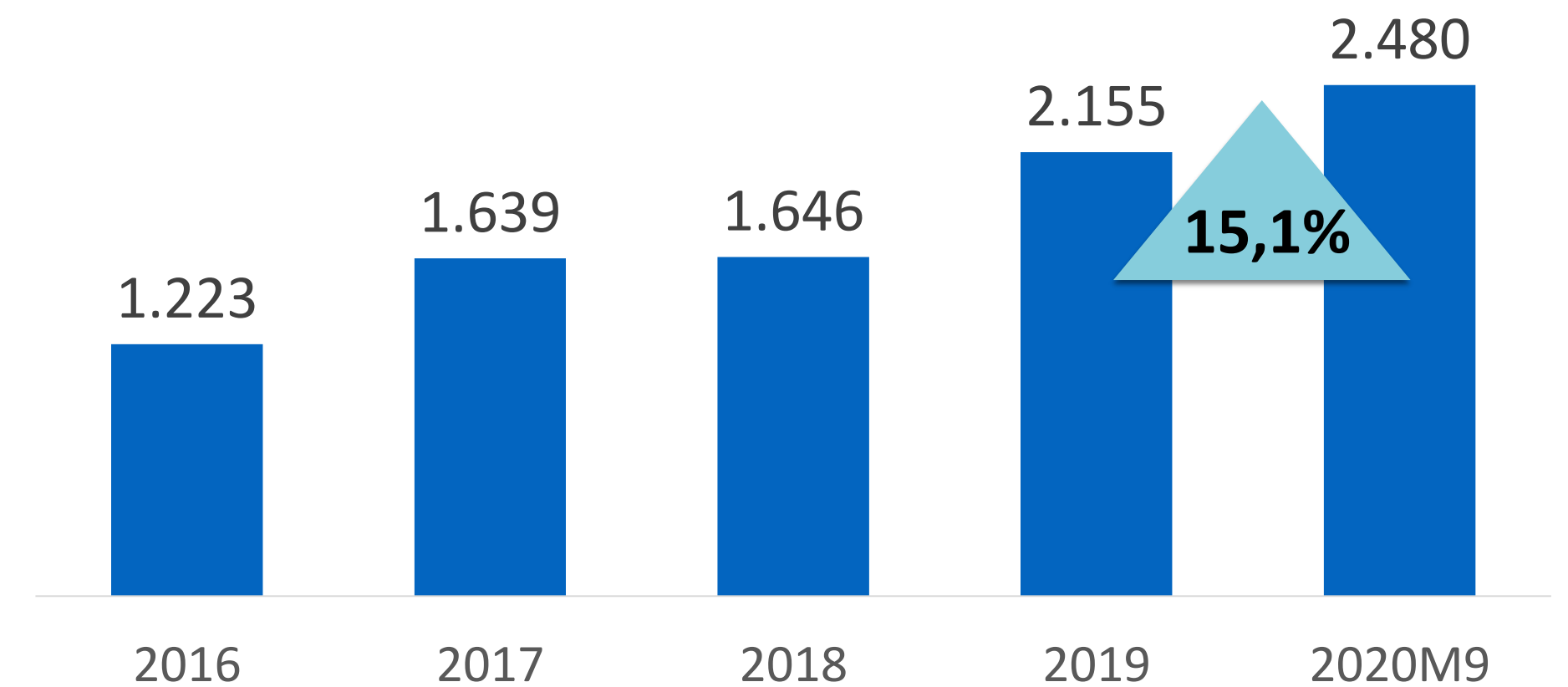
**Tech. Reserves (mn TRY)**



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



**Shareholders' Equity (mn TRY)**



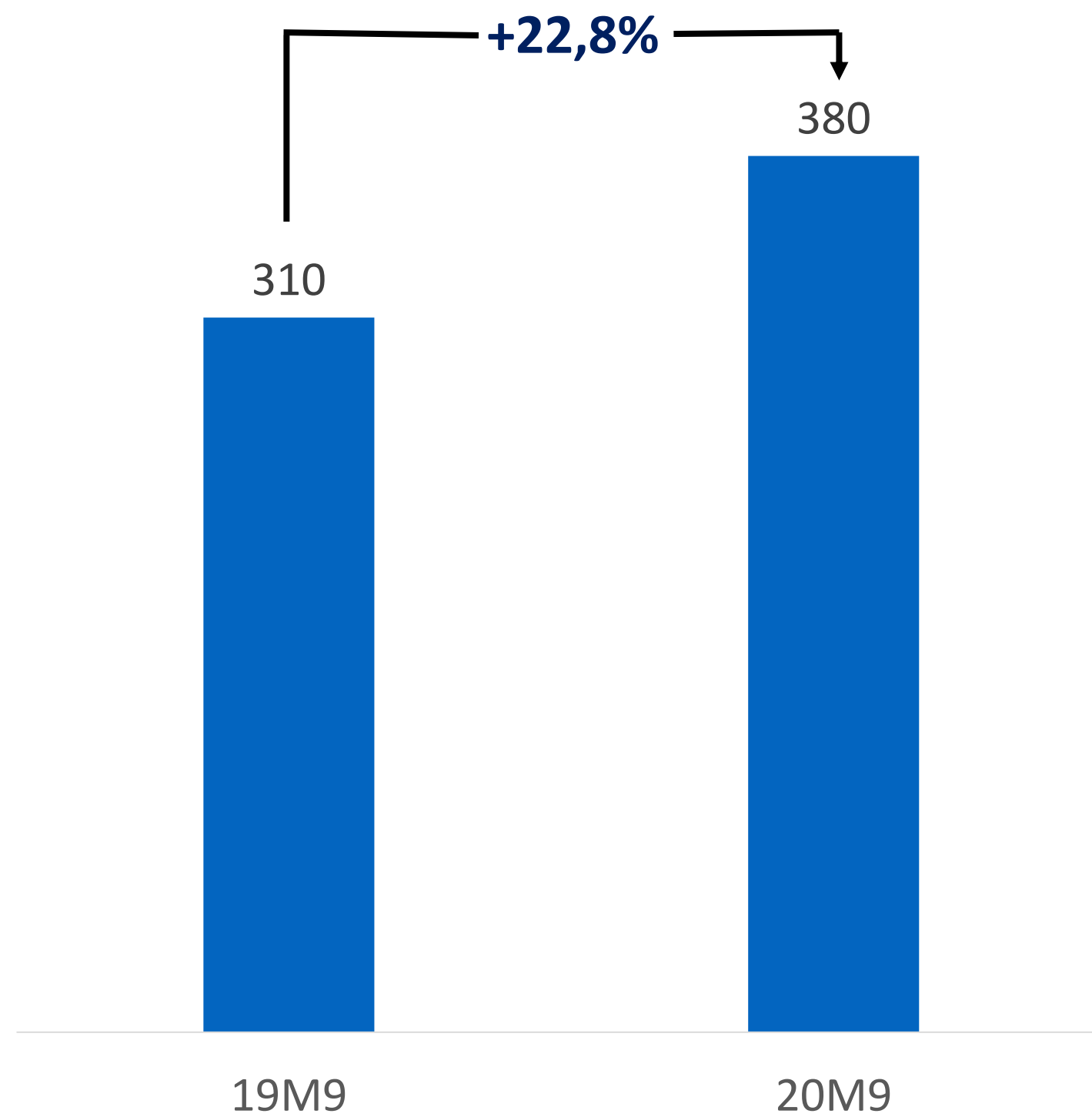
(\*) Financial loans netted off

# Income Statement (₺ mn)

P&L	20Q3	20Q2	19Q3	Change (%) (QoQ)	Change (%) (YoY)
Tech. Income (*)	1.321	1.176	1.109	12%	19%
Tech. Expenses	-1.483	-1.225	-1.204	21%	23%
Net Financial Inc. + Other Exp. (*)	293	203	212	44%	38%
Gross Profit	<b>130</b>	<b>154</b>	<b>117</b>	<b>-15%</b>	<b>12%</b>
Tax & Deferred Tax	-29	-27	-37	8%	-24%
<b>Net Profit</b>	<b>102</b>	<b>128</b>	<b>79</b>	<b>-20%</b>	<b>28%</b>

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

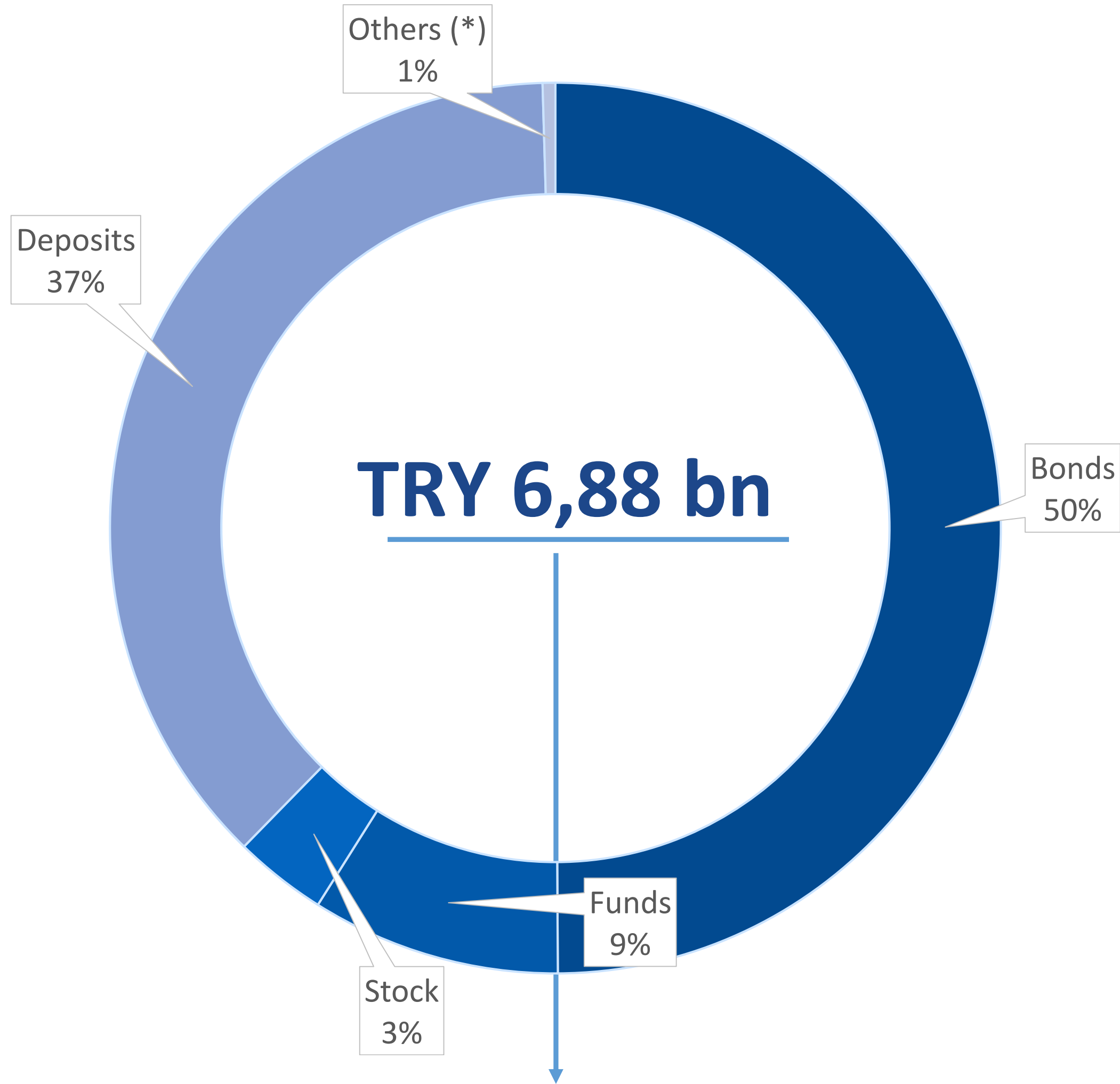
# Net Income (mn TRY)



<b>Technical Earnings</b>	<b>-259</b>
Investment income	782
Dividend income	56
Amortization & Depreciation	-56
Provisions	-64
Rediscount	5
Other income	3
Tax	-86
<b>Net income</b>	<b>380</b>



# Investment Portfolio



► **TRY 6,54 bn at 30.06.2020**

## In 20M9;

Dividend from ANHYT 56 mn TRY

Investment Income \* 668 mn TRY

Portfolio Return ~ 14,7%

\* 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.

Anadolu Sigorta does not accept any liability whatsoever for any direct or consequential loss arising from any use of this document or its content due to misleading information in this document.

*For further information please*

e-mail to: [investor.relations@anadolusigorta.com.tr](mailto:investor.relations@anadolusigorta.com.tr)

or call Anadolu Sigorta Investor Relations on

(+90 850 744 02 54)

(+90 850 744 03 59)



THANK YOU...

**ANADOLU**

**SİGORTA**

Never lose.

Q&A