

# **ANADOLU SİGORTA**

Financial Results  
21Q2  
Earnings Call  
Aug 9, 2021



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 'Güncelleme' buttons. The person is wearing a light-colored long-sleeved shirt and a watch on their left wrist. The background is a blurred outdoor setting with greenery.

# Company & Market Overview

**Technical Results**

**Financial Highlights**

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

- Premium production at ₺39,4 bn (20% ytd)
- Price competition

## ▶ **Motor Branches (MOD&MTPL)**

- Parliament has passed awaited bill
- Mobility back to pre-covid period

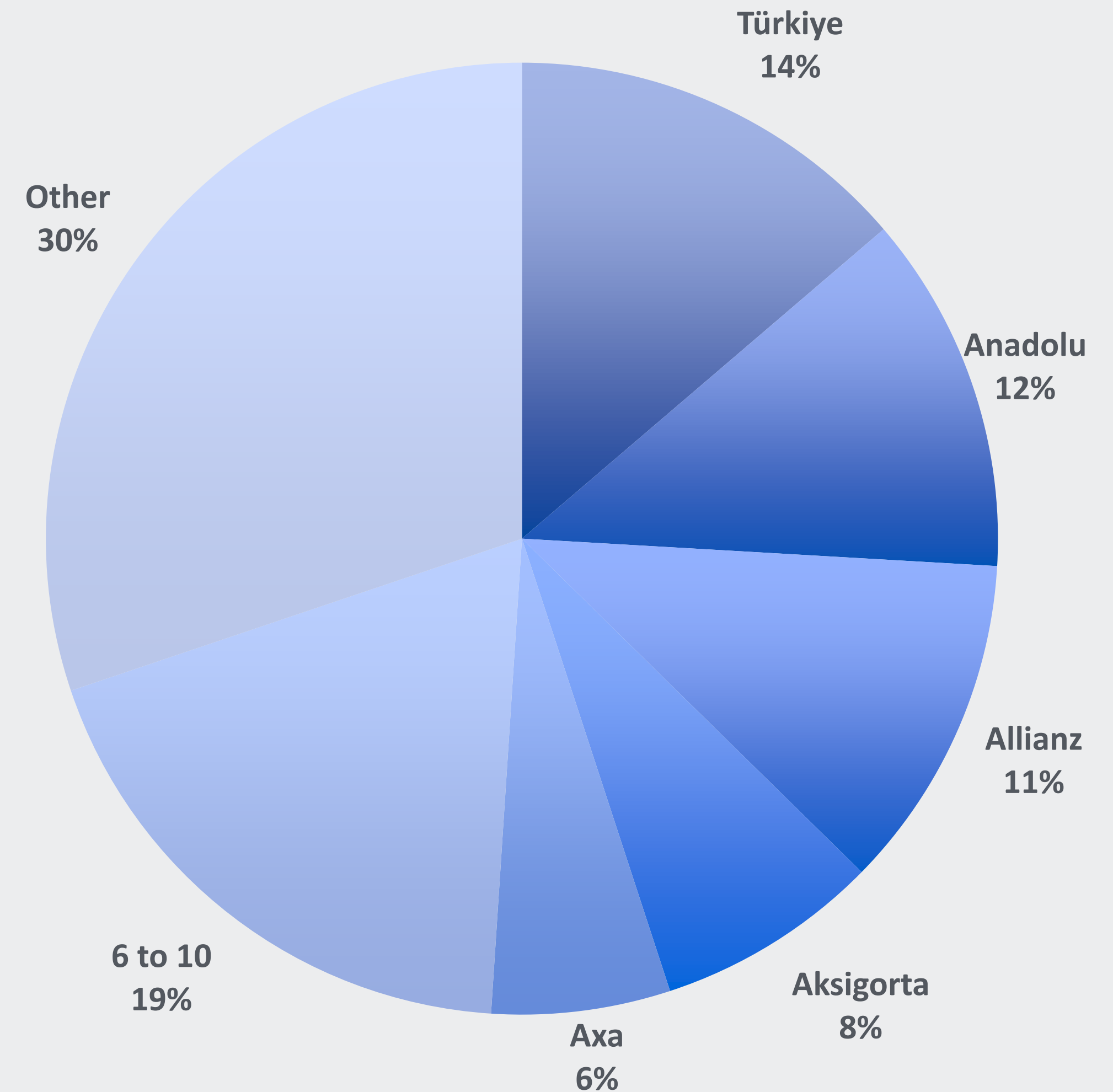
## ▶ **Policy Rate & CPI Levels**

- Treasury yields floating around 18%
- CPI still surging

# Top 10 Non-Life Companies in the Sector – 21Q2

(₺ Mn)	Premium Production 20M6	Premium Production 21M6	Change (%)
Türkiye	4.642	5.414	16,6%
Anadolu	3.837	4.802	25,1%
Allianz	3.815	4.507	18,1%
Aksigorta	2.266	3.000	32,4%
Axa	2.138	2.393	11,9%
<b>Top 5 Companies</b>	<b>16.698</b>	<b>20.116</b>	<b>20,5%</b>
6 to 10	6.451	7.407	14,8%
<b>Top 10 Companies</b>	<b>23.149</b>	<b>27.523</b>	<b>18,9%</b>
Other	9.749	11.893	22,0%
<b>Total</b>	<b>32.898</b>	<b>39.417</b>	<b>19,8%</b>

Production Share by Companies



## ▶ **Balanced business profile in competitive pricing environment**

- Ranked in top three at 12 non-life branches
- Premium production at ₺4,8bn (25% ytd)
- Strong Accident, Fire and General Losses growth in Q2 (35%, 32% and 40%)

## ▶ **Robust growth in AUM**

- Proactive cash flow management
- AUM reached to ₺8,25bn (additional ₺ 475mn in Q2) as of 30 June

## ▶ **Stronger investment income**

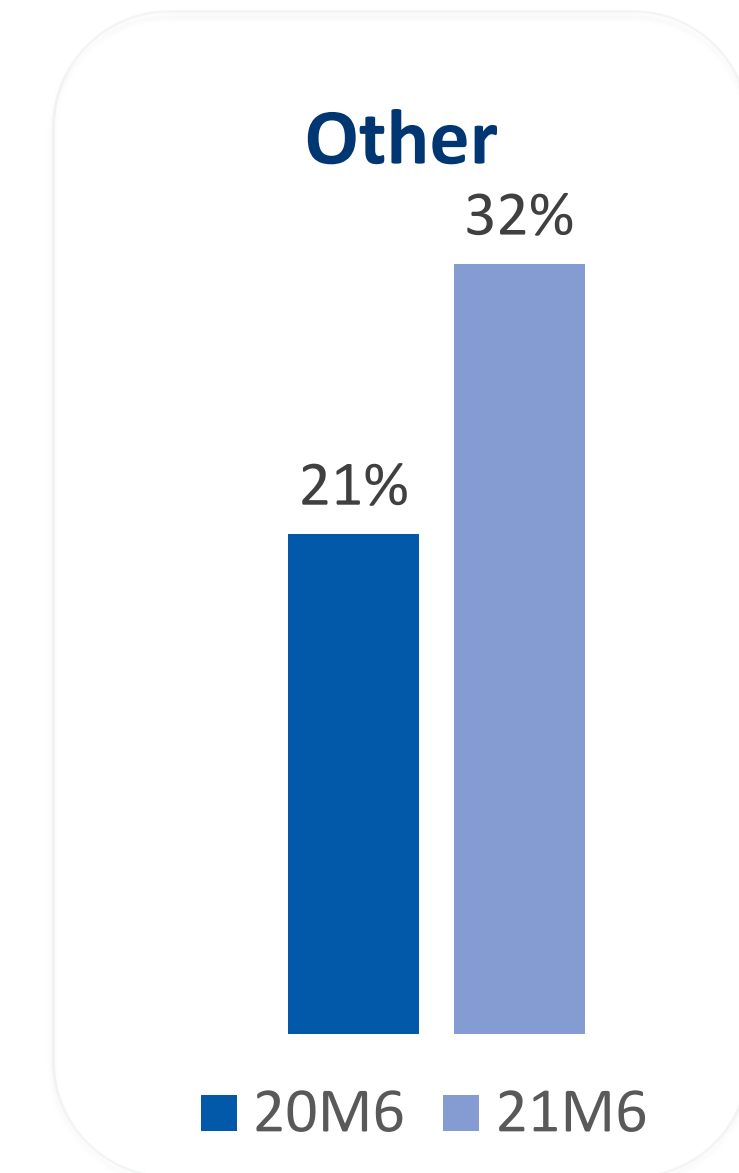
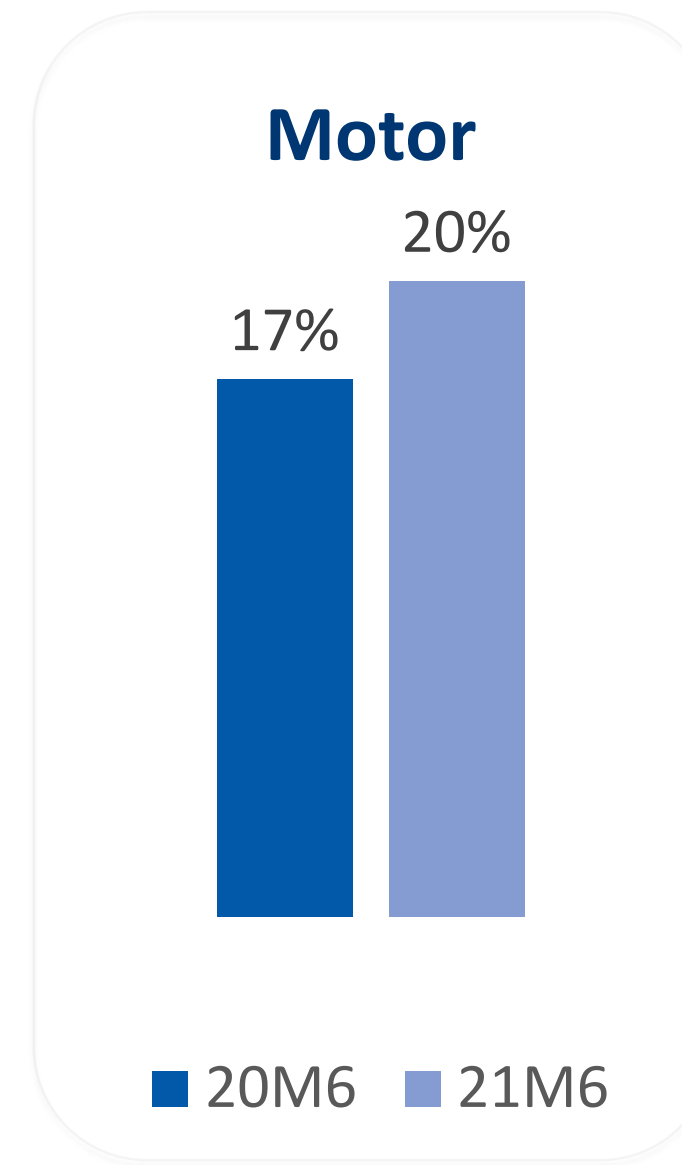
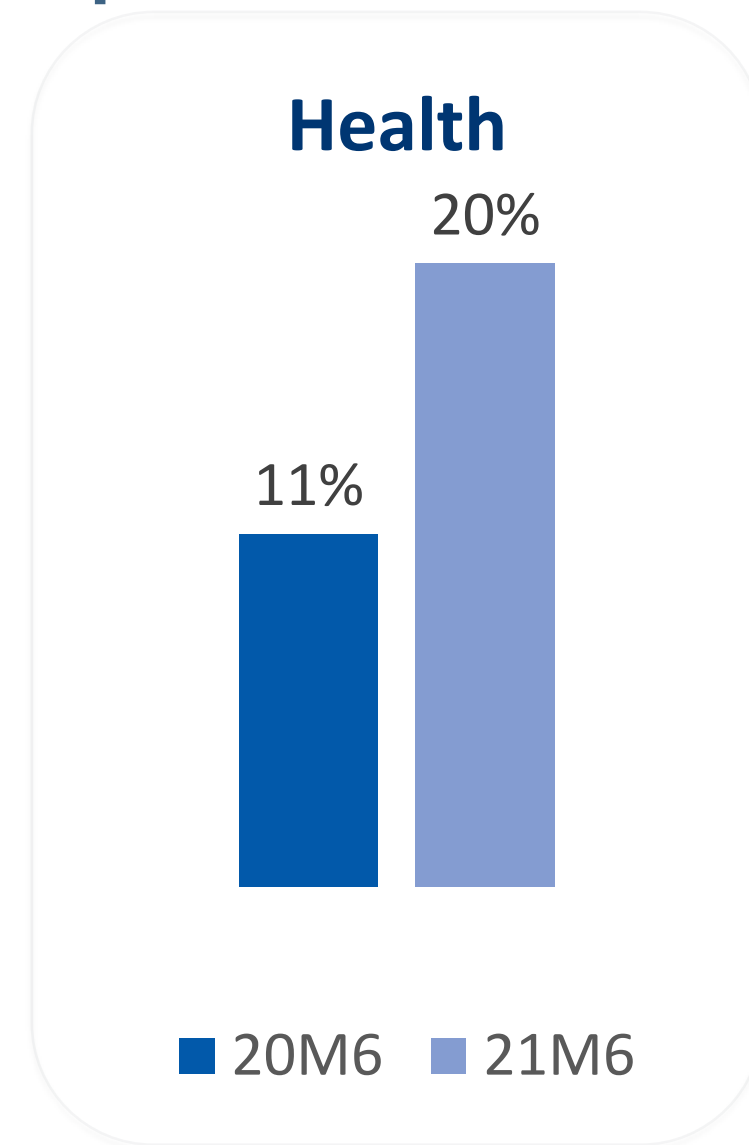
- Proactive duration and yield curve management
- Investment yield reached 9,8% in first half

# Highlights 21Q2 | GPW

## Anadolu

TRY **4,8** bn

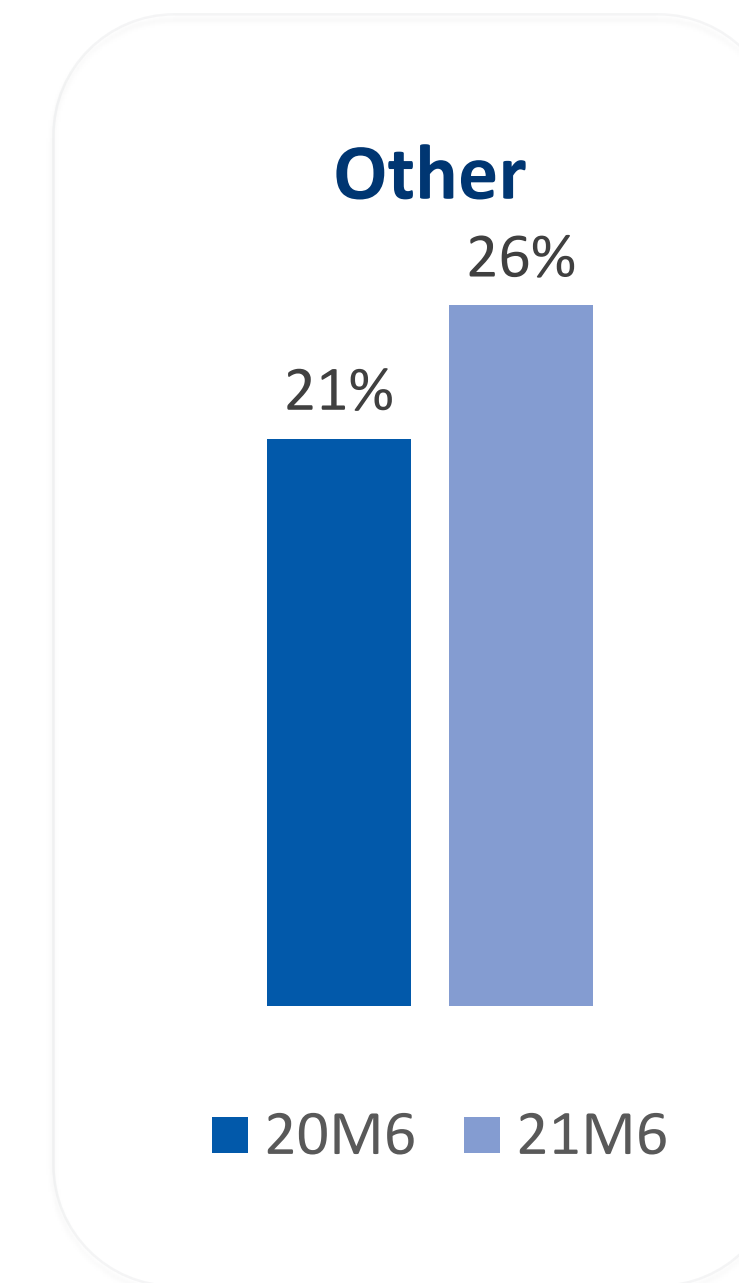
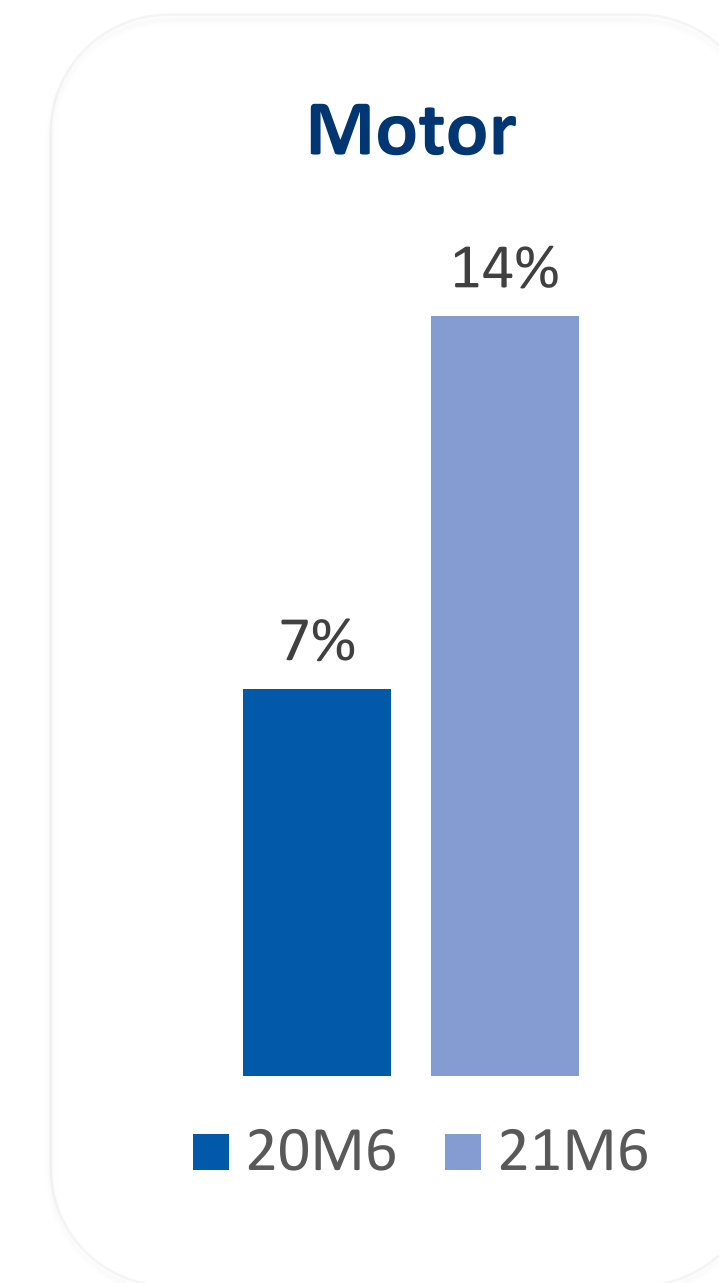
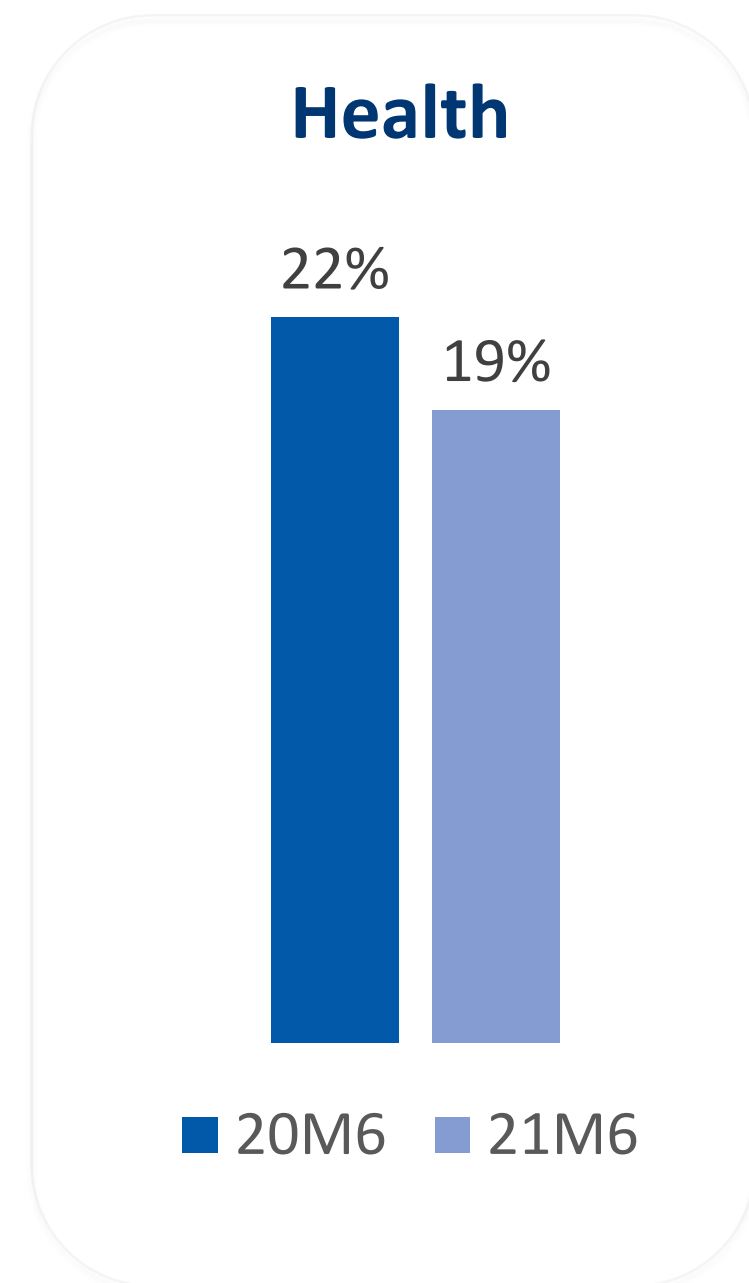
**+25%**



## Sector

TRY **39,4** bn

**+20%**



# Premium Production | 21Q2

	Anadolu Sigorta (₺ Mn)		
	20M6	21M6	ΔYoY
Branch	GPW	GPW	Growth
MTPL	995	1.188	19,4%
MOD	661	798	20,7%
Fire and Nat. D.	722	981	35,8%
Health	514	617	20,1%
Other	945	1.218	28,9%
<b>Total</b>	<b>3.837</b>	<b>4.802</b>	<b>25,1%</b>

Non-Life Sector (₺ Mn)		
20M6	21M6	ΔYoY
GPW	GPW	Growth
9.466	10.106	6,8%
4.629	5.964	28,8%
4.927	6.170	25,2%
5.378	6.424	19,5%
8.498	10.753	26,5%
<b>32.898</b>	<b>39.417</b>	<b>19,8%</b>

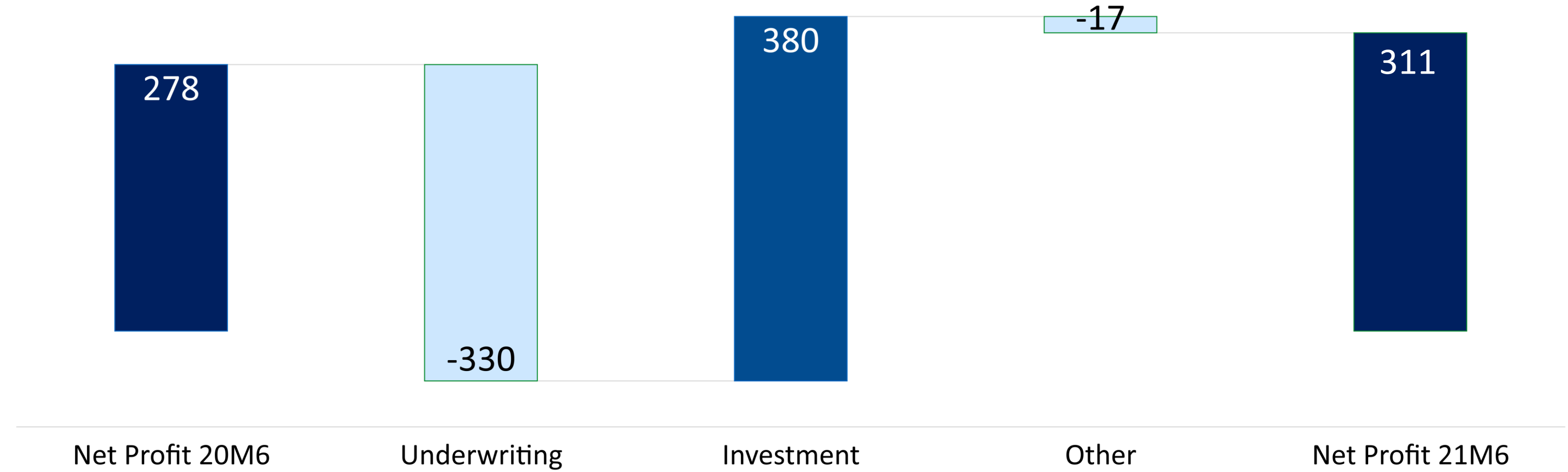
# Market Share & Rank (TRY mn)

BRANCHES	20M6	21M6	Rank 21M6	Market Share 21M6	Growth
MTPL	995	1.188	1	11,8%	19,4%
MOD	661	798	1	13,4%	20,7%
General Liability	199	213	1	14,6%	7,3%
Watercraft	94	152	1	32,5%	62,4%
Aircraft	69	74	1	56,4%	7,4%
Aircraft Liability	34	51	1	55,3%	48,9%
Fire	722	981	2	15,9%	35,8%
Marine Transportation	85	101	2	12,5%	19,6%
Health	514	617	3	9,6%	20,1%
General Losses	337	462	3	7,9%	37,2%
Accident	82	107	3	10,0%	30,0%
Financial Losses	22	35	3	9,8%	62,5%
Other	128	164	--	--	28,4%
<b>TOTAL</b>	<b>3.837</b>	<b>4.802</b>	<b>2</b>	<b>11,5%</b>	<b>25,1%</b>

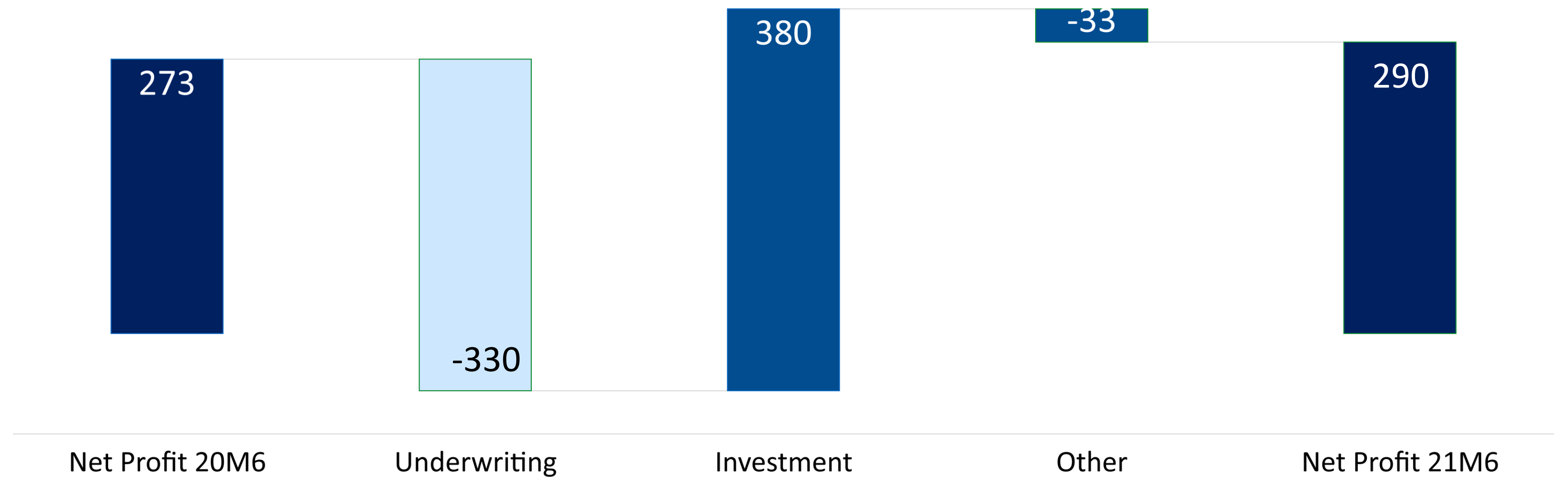


# Highlights of 21Q2 | Net Profit Drivers

Unconsolidated (TRY mn) (\*)



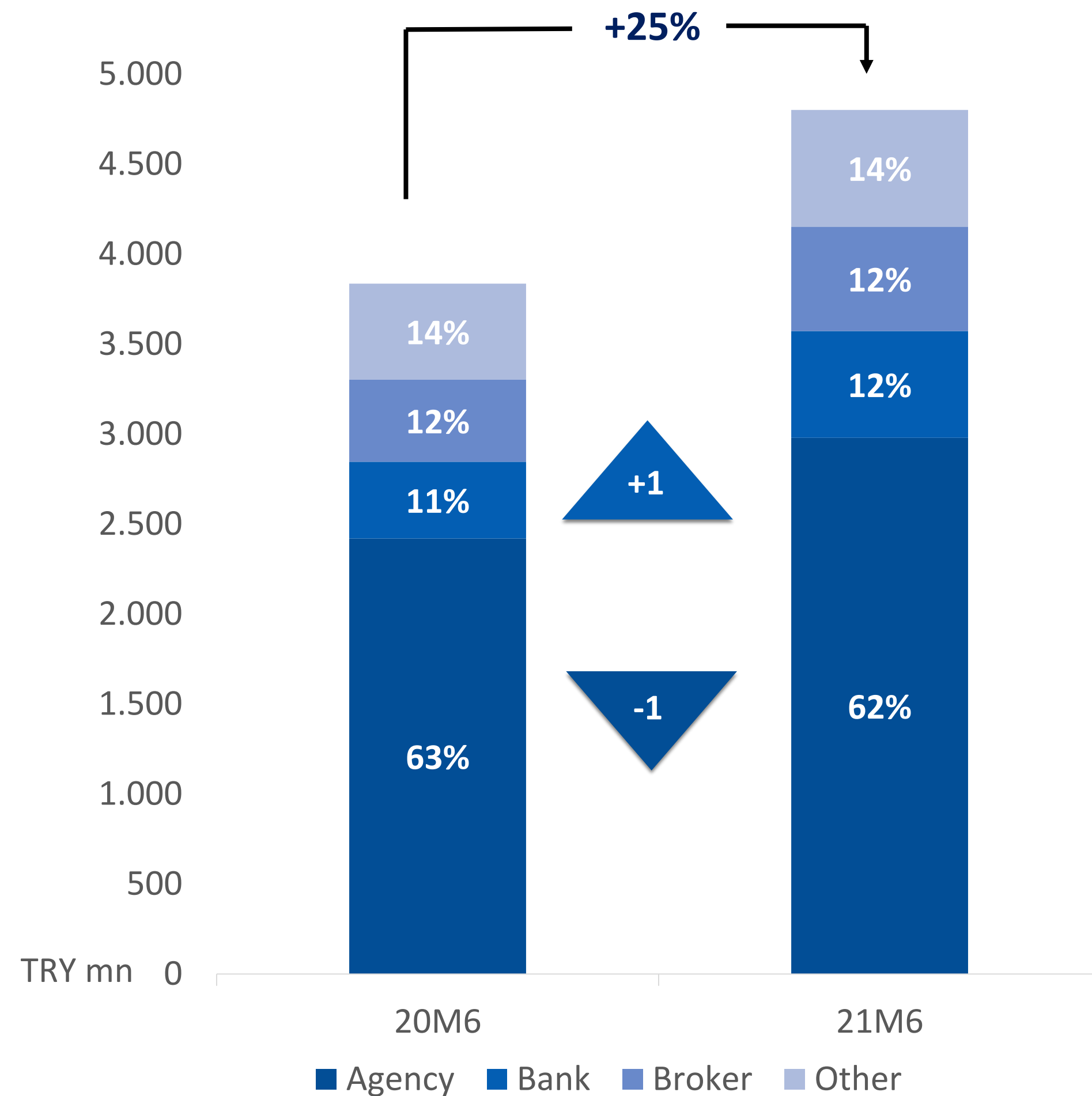
Consolidated (TRY mn) (\*)



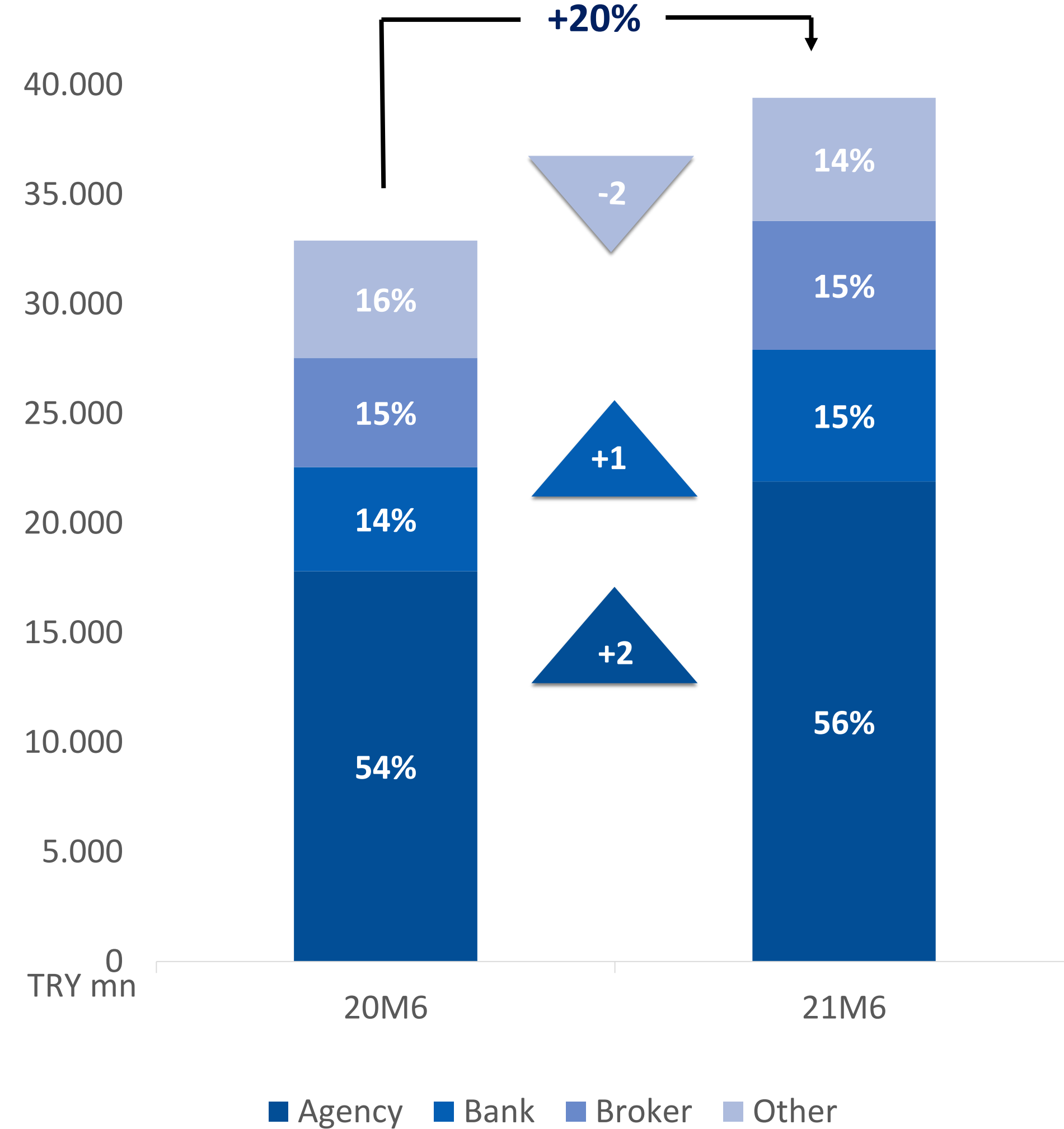
➤ (\*) Transferred financial income is excluded

# Distribution Channels | 21Q2

Premium Production – ANSGR



Premium Production – Sector

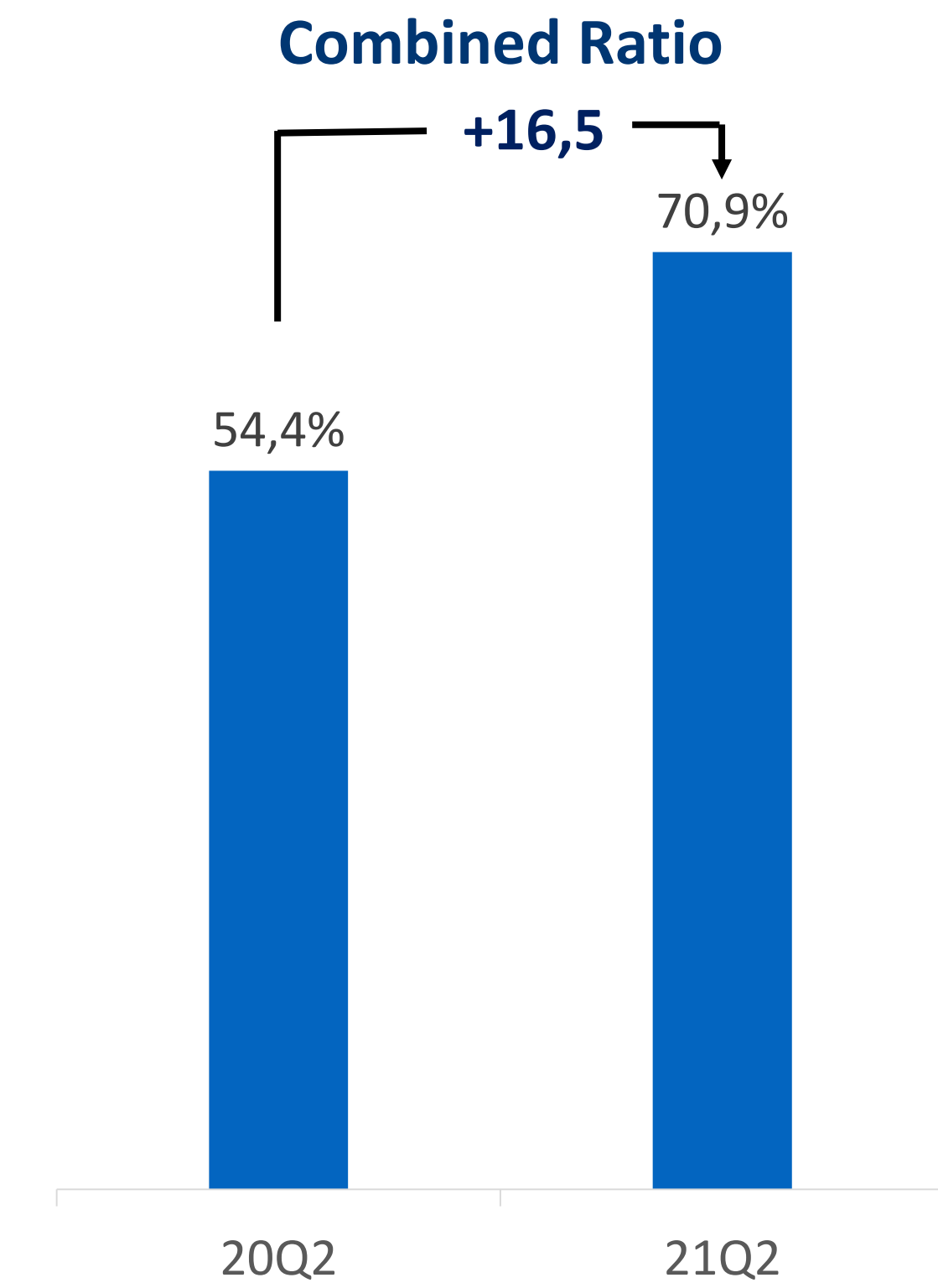
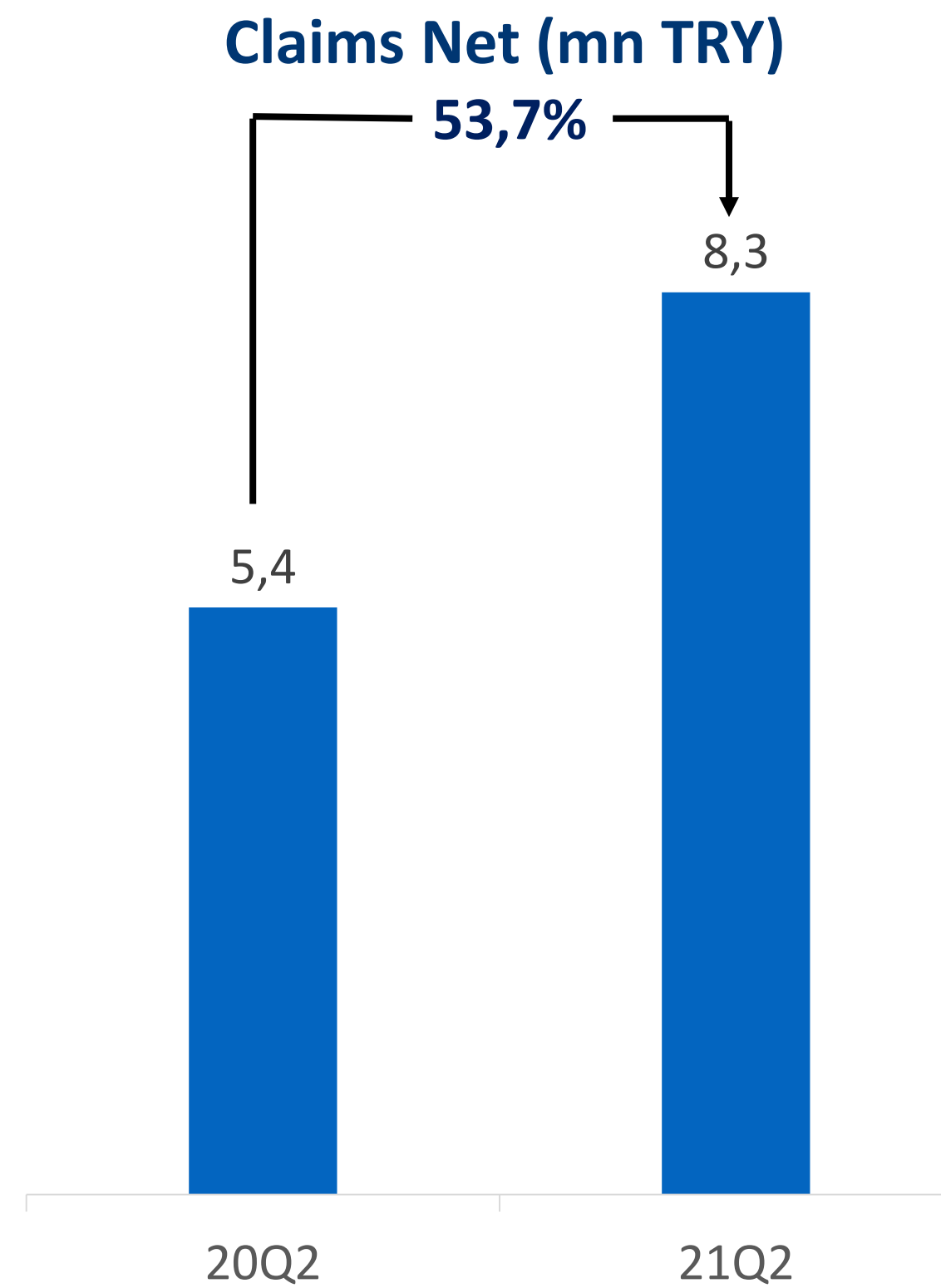
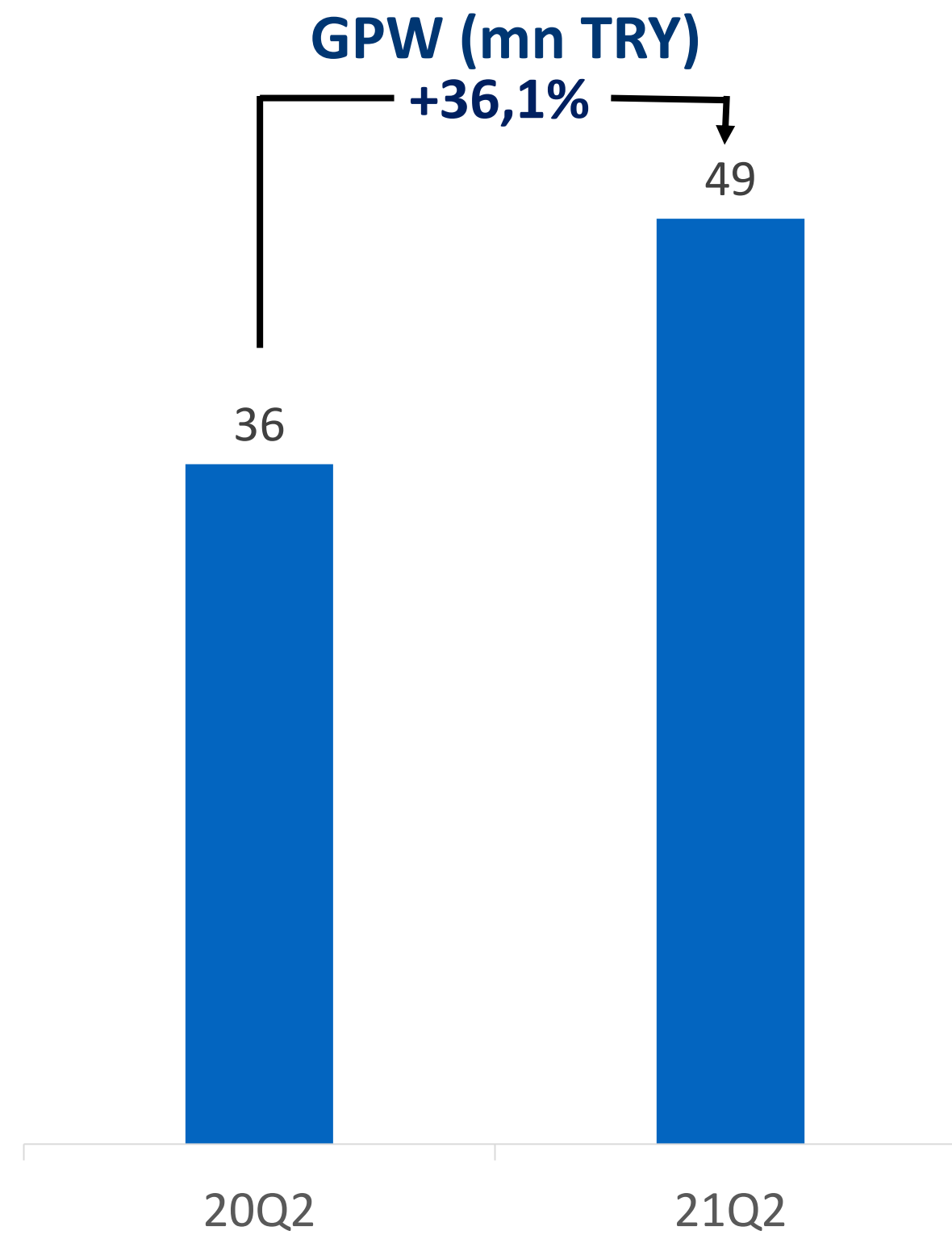


**Company & Market Overview /**

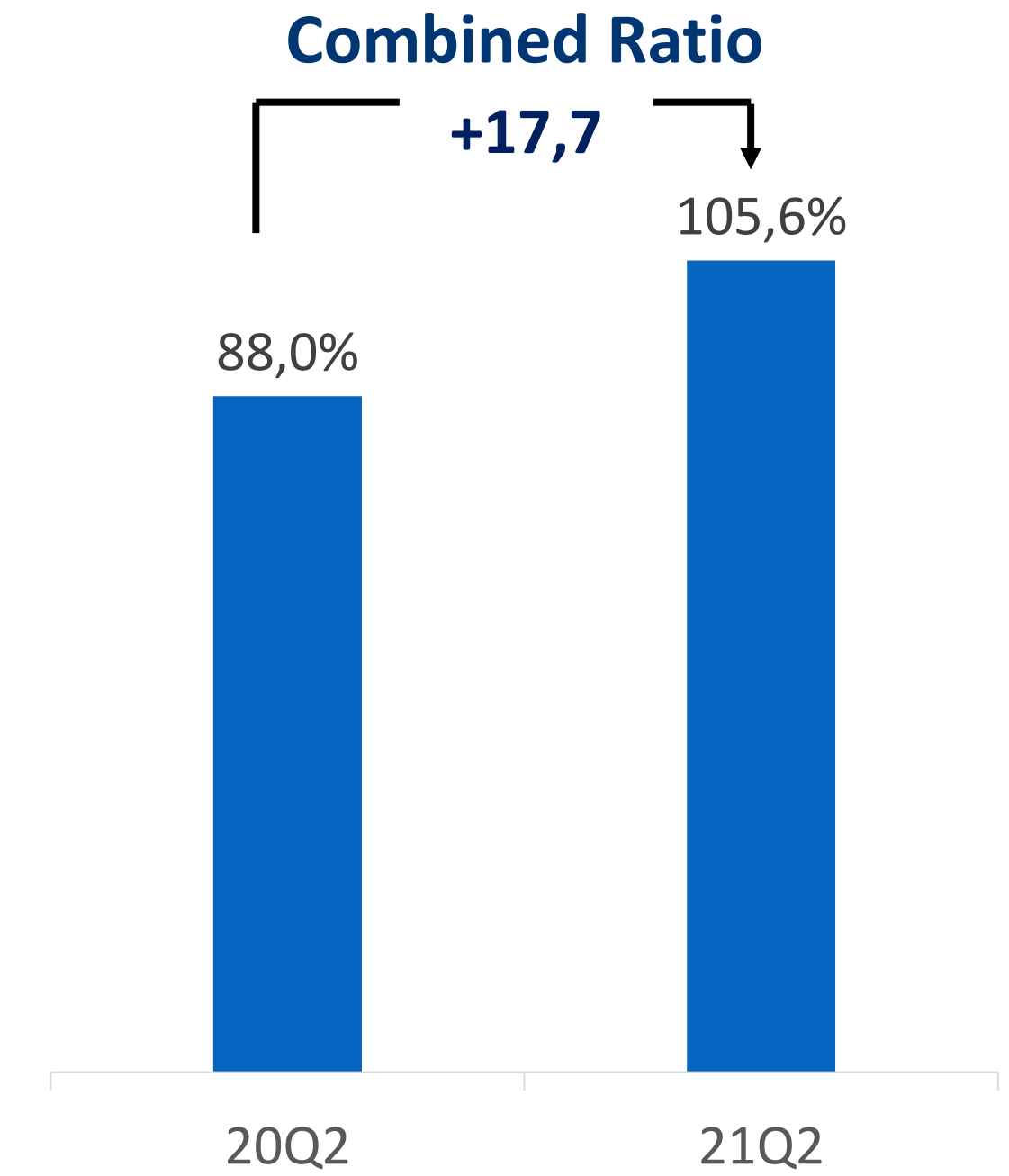
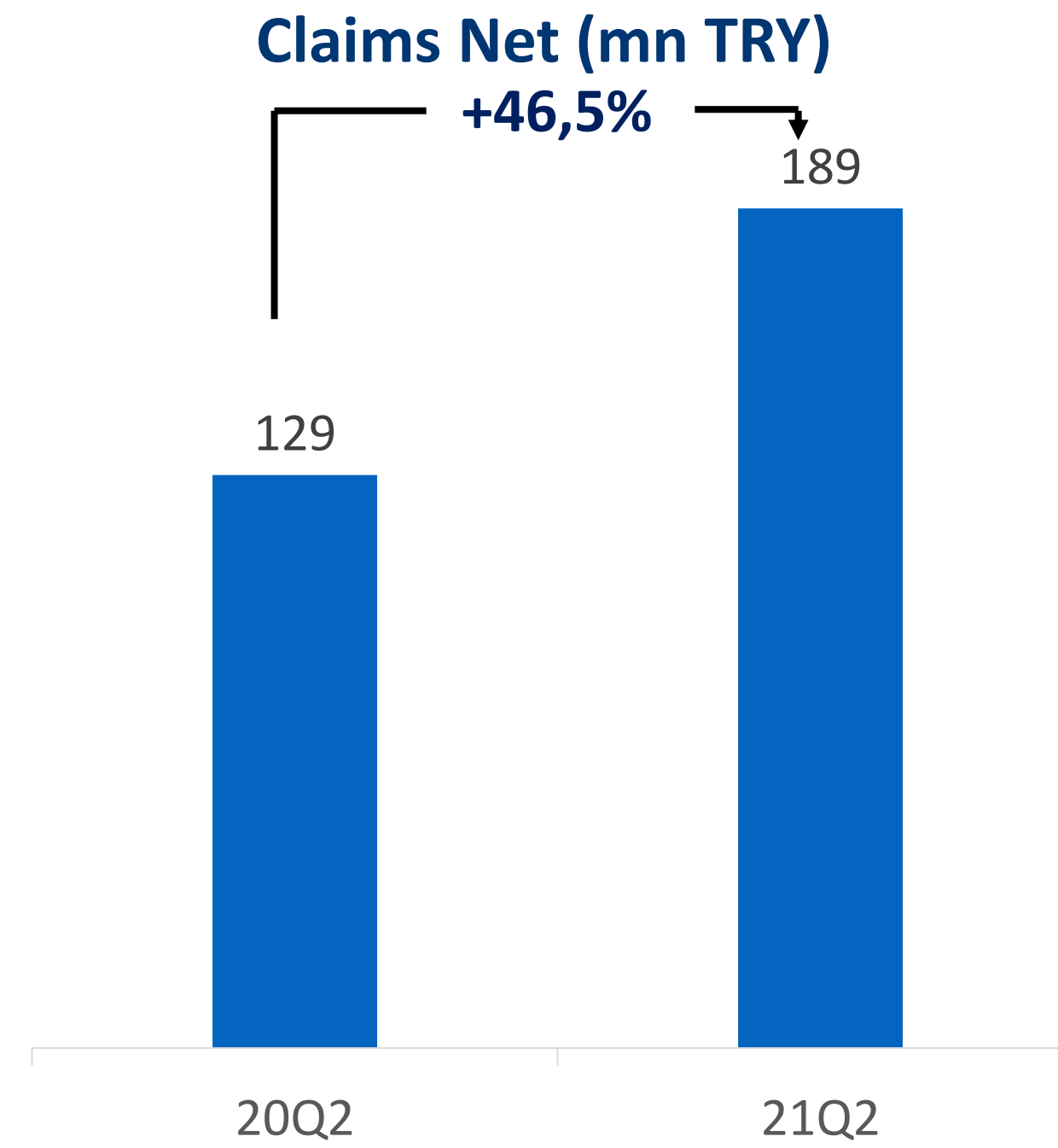
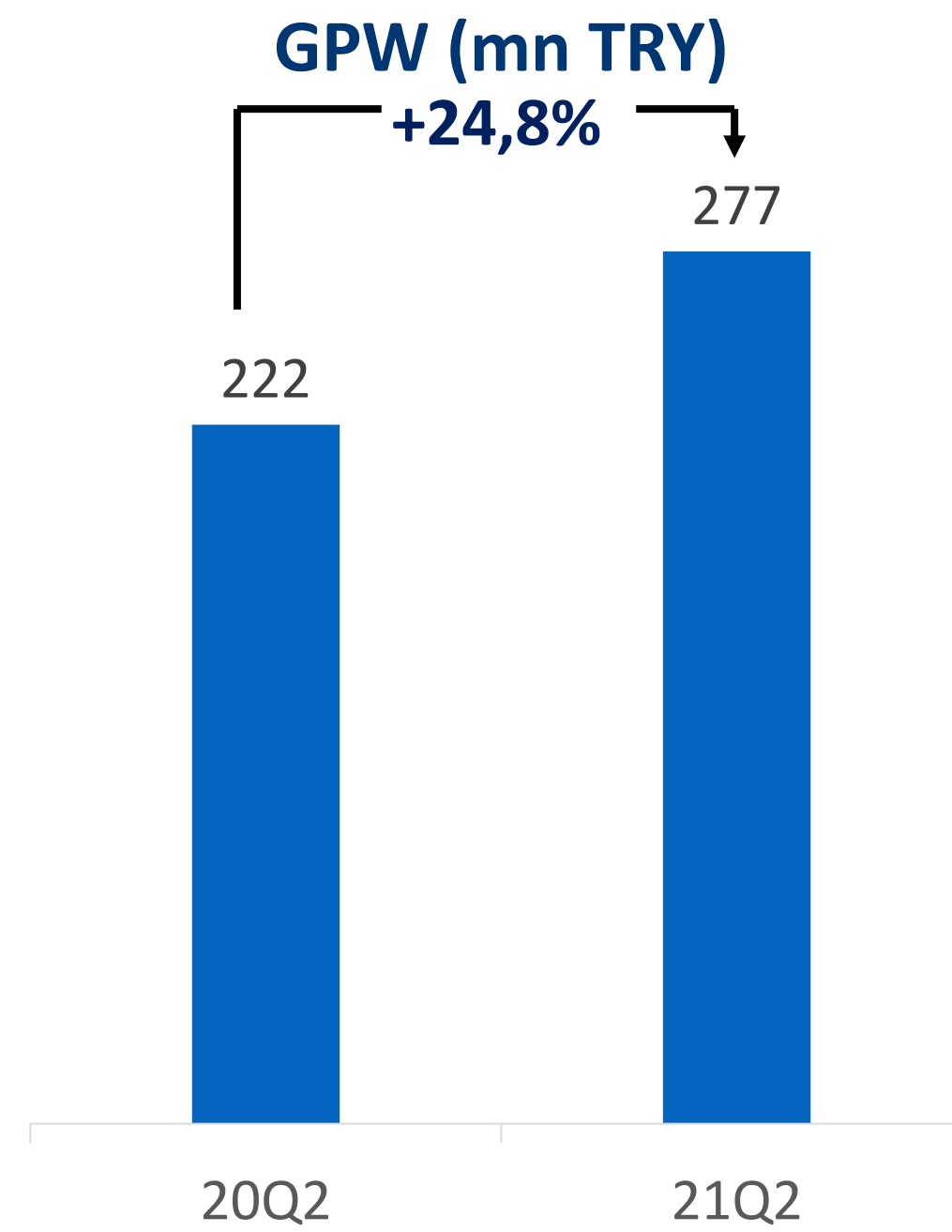
# Technical Results

**/ Financial Highlights**

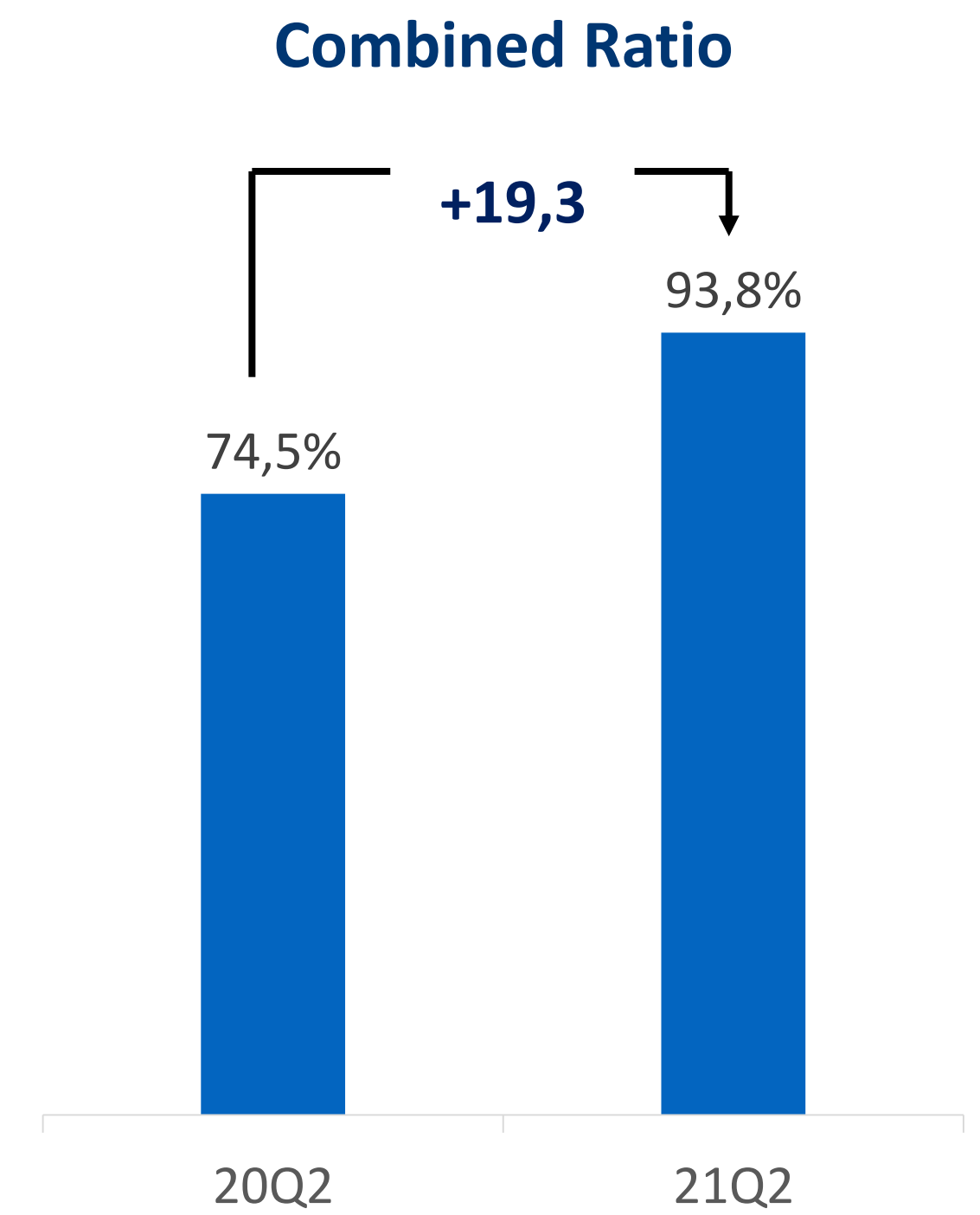
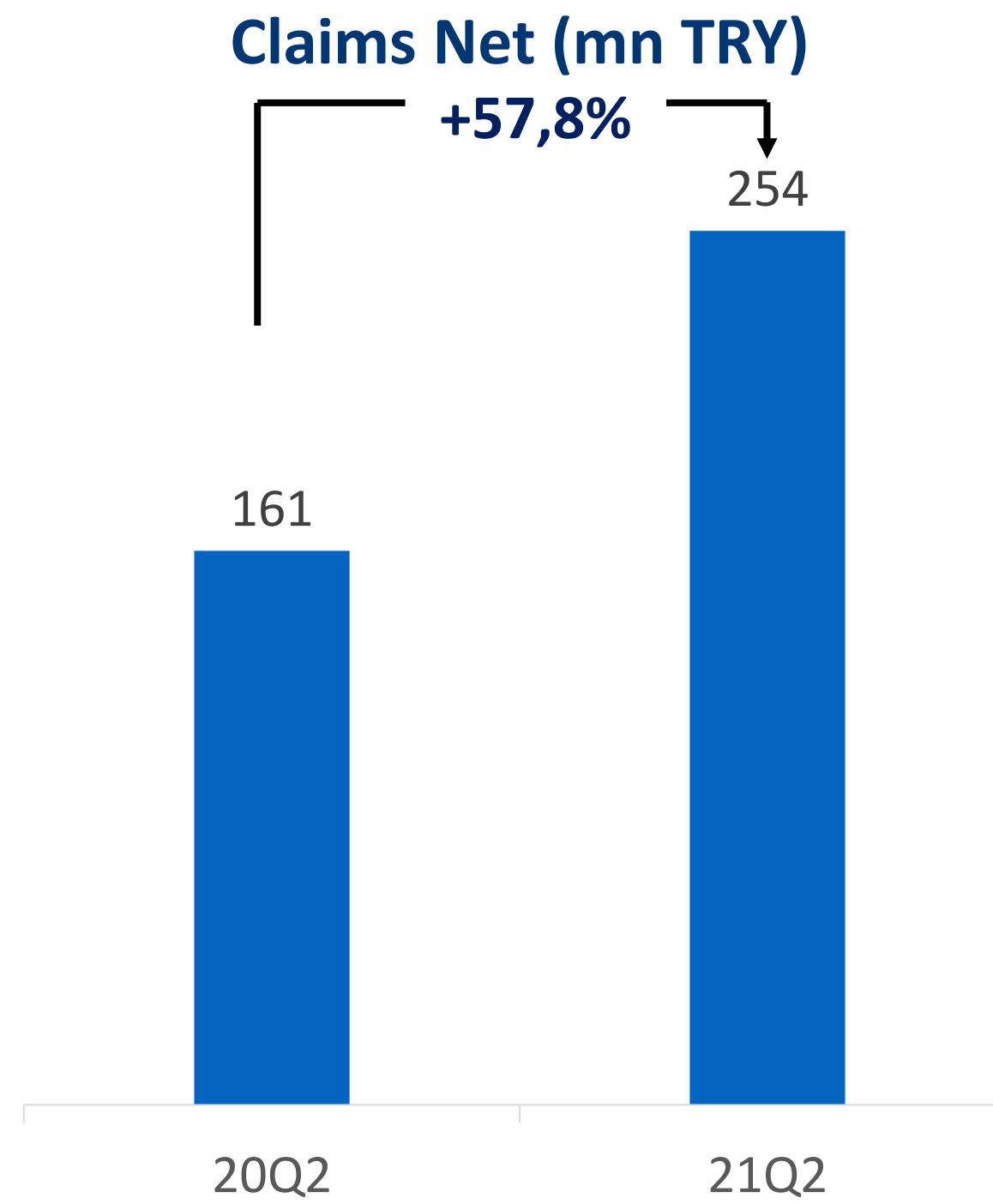
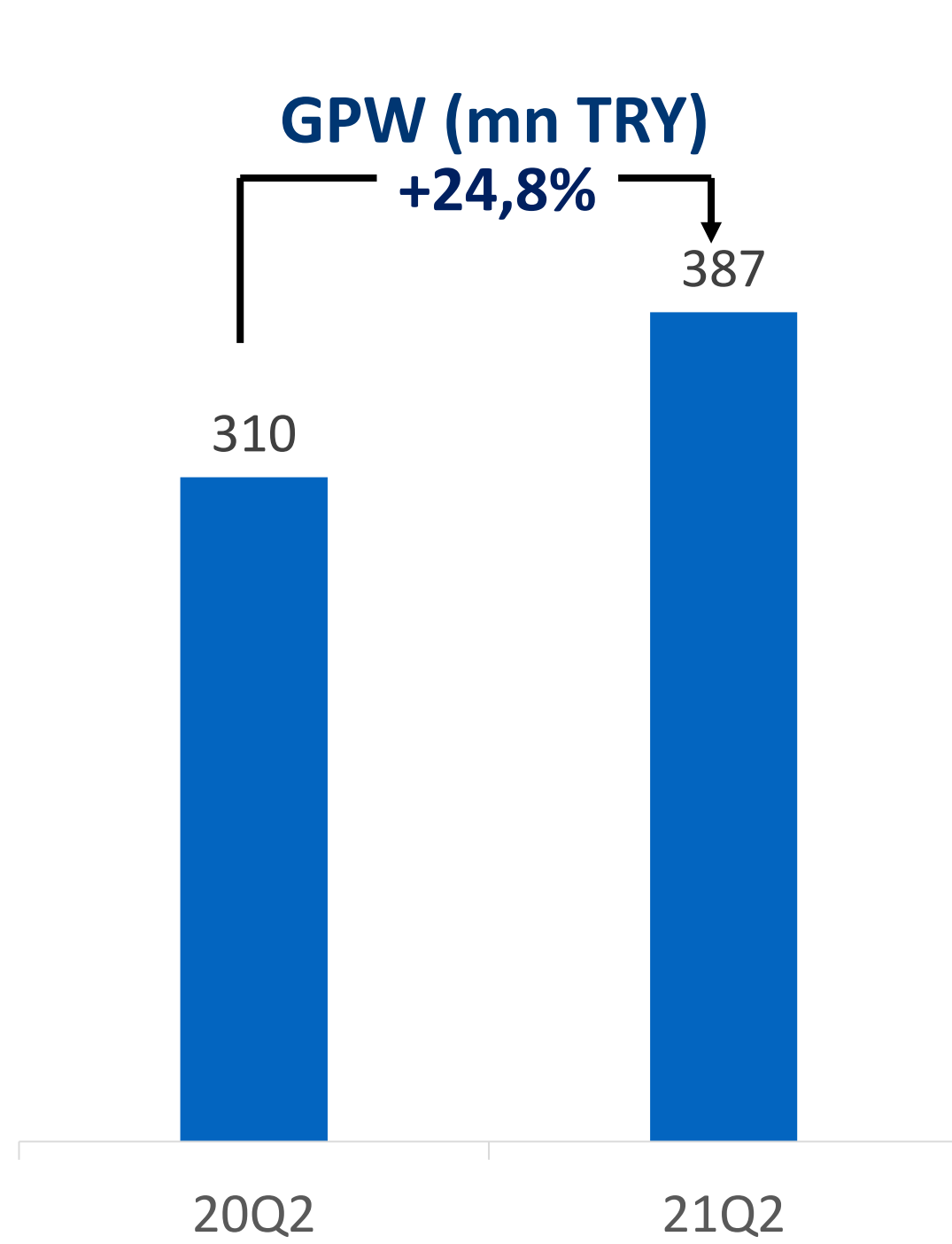
# Accident | GPW and Technical Earnings



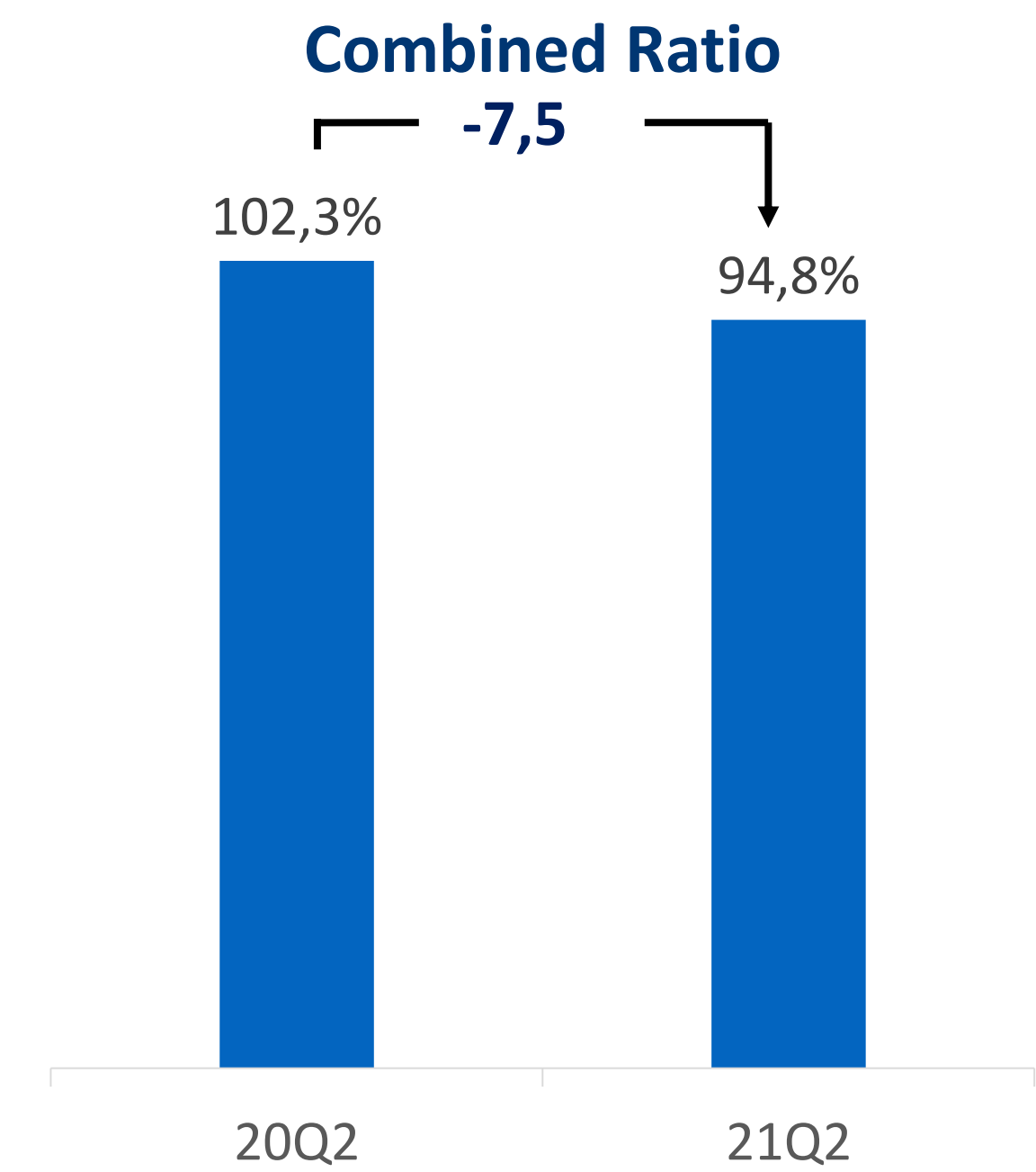
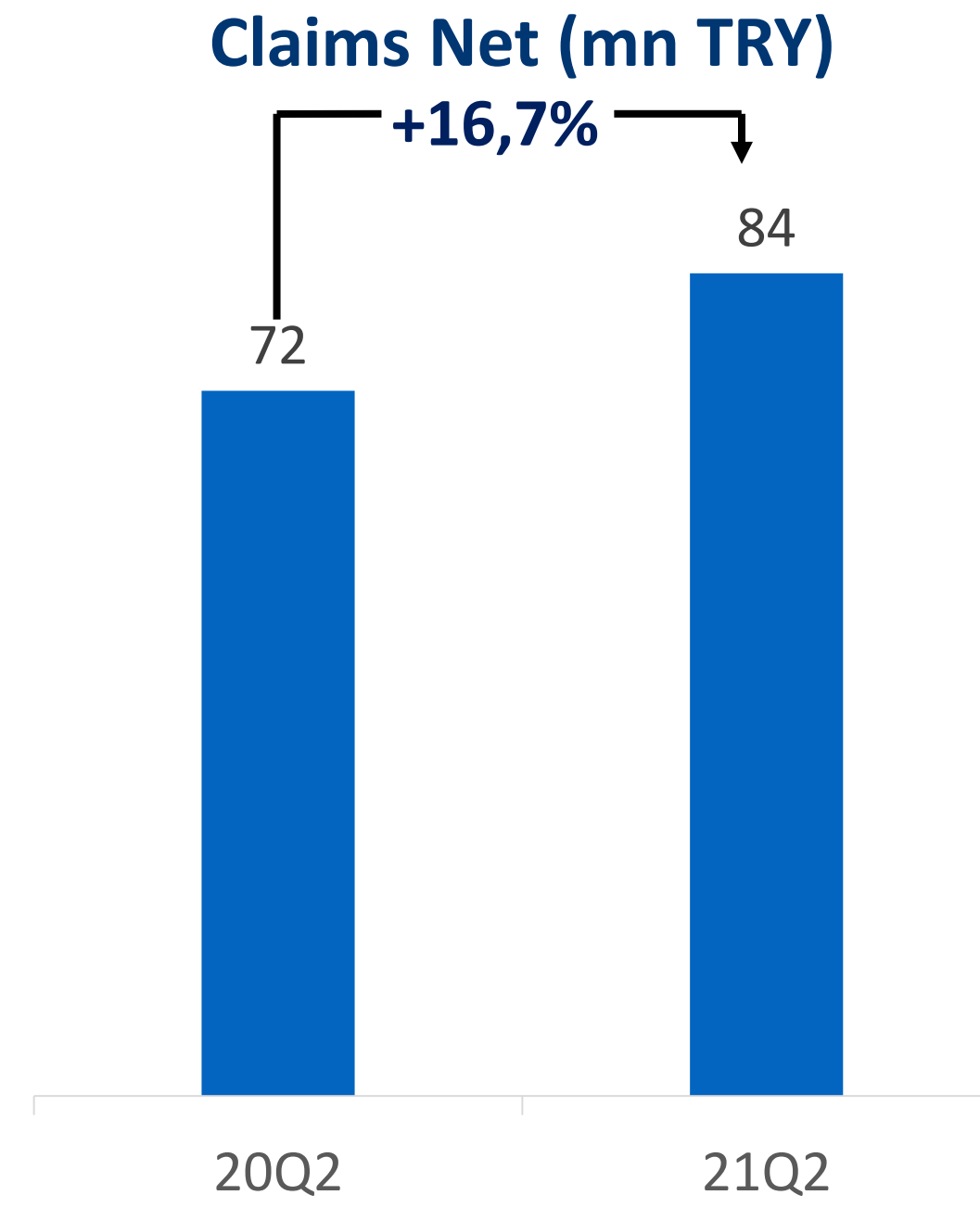
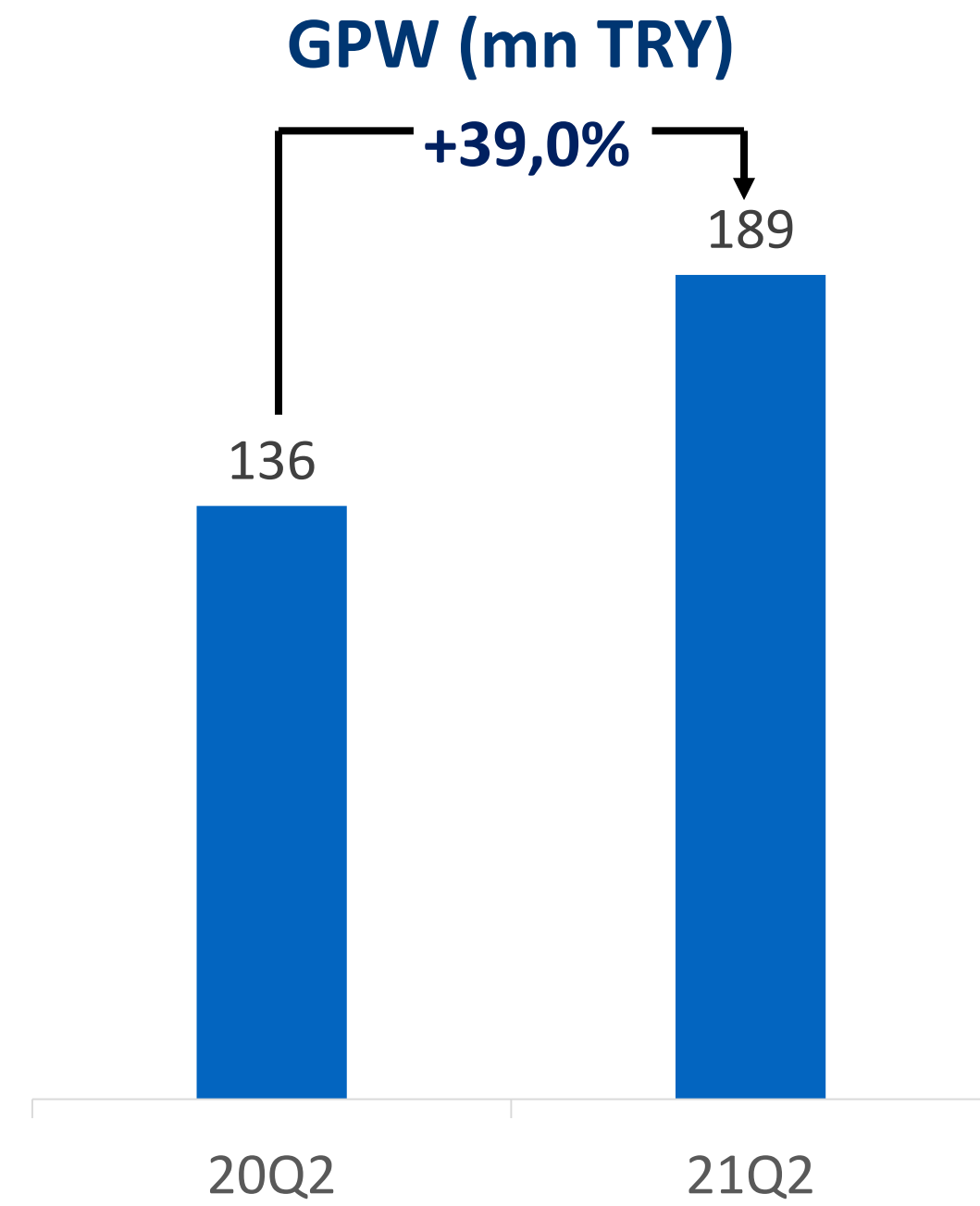
# Health | GPW and Technical Earnings



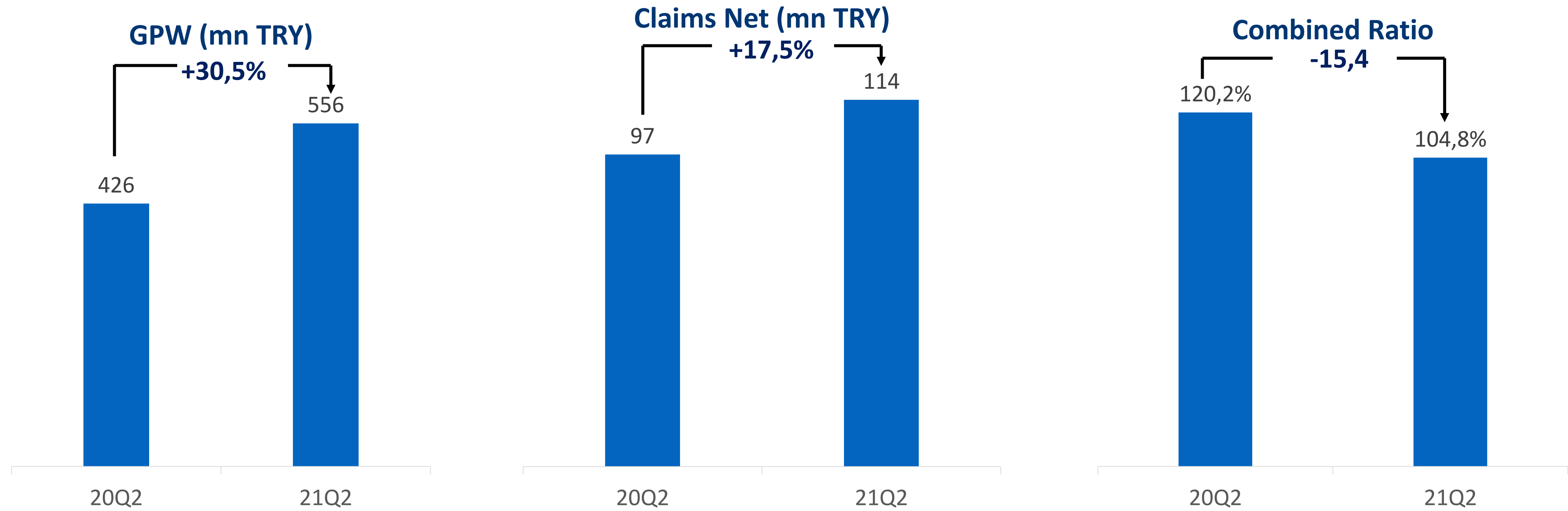
# MOD | GPW and Technical Earnings



# General Losses | GPW and Technical Earnings

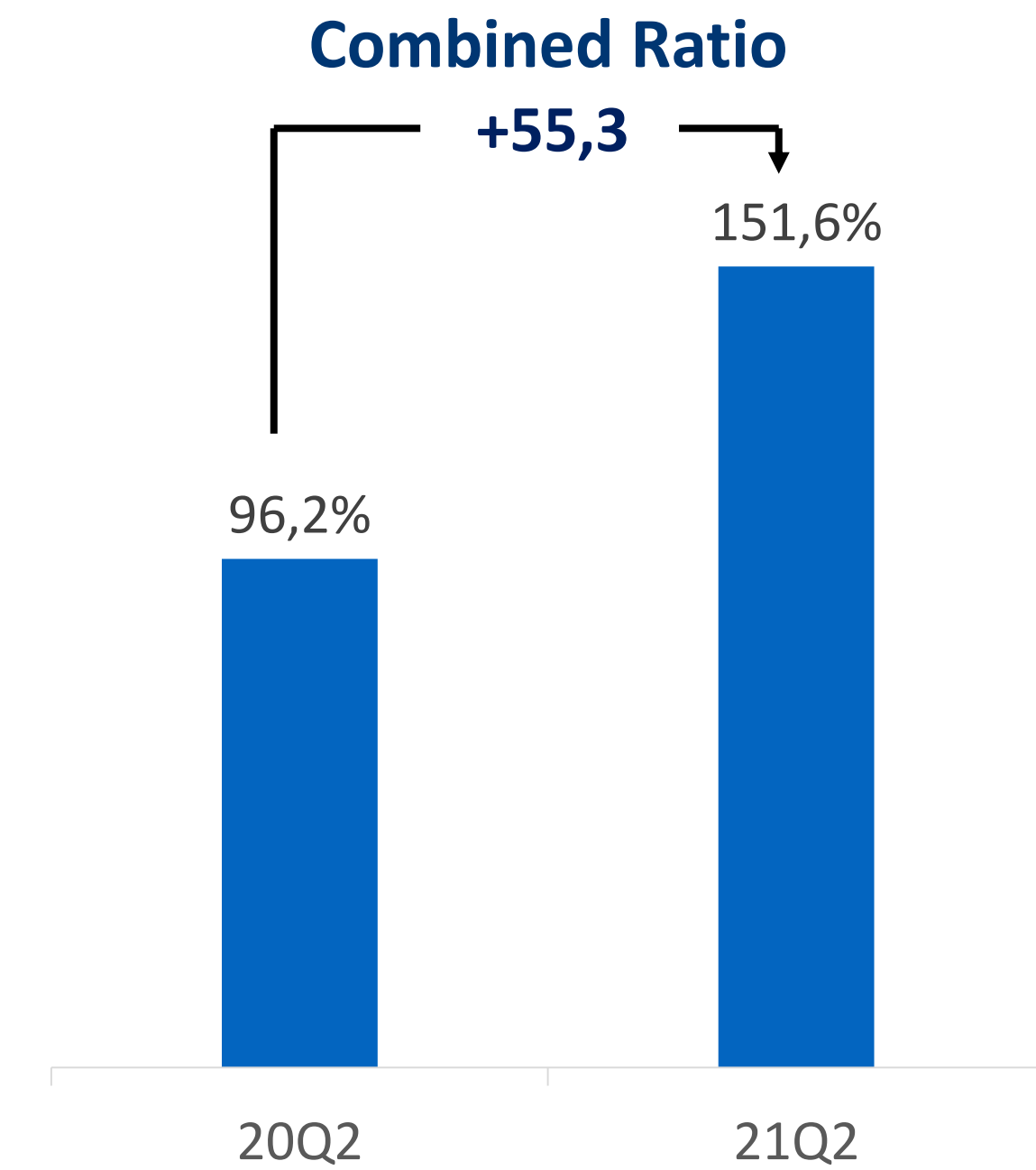
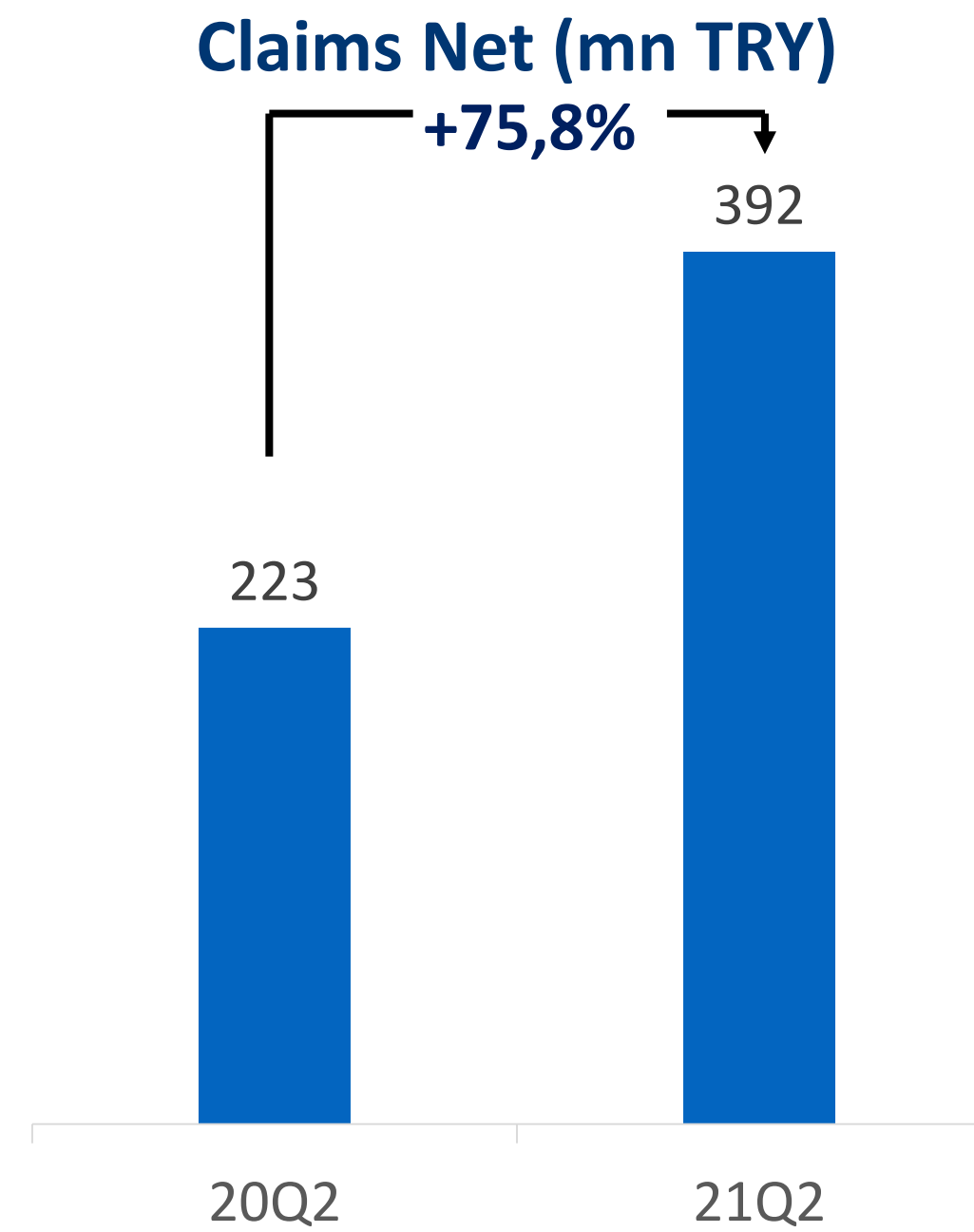
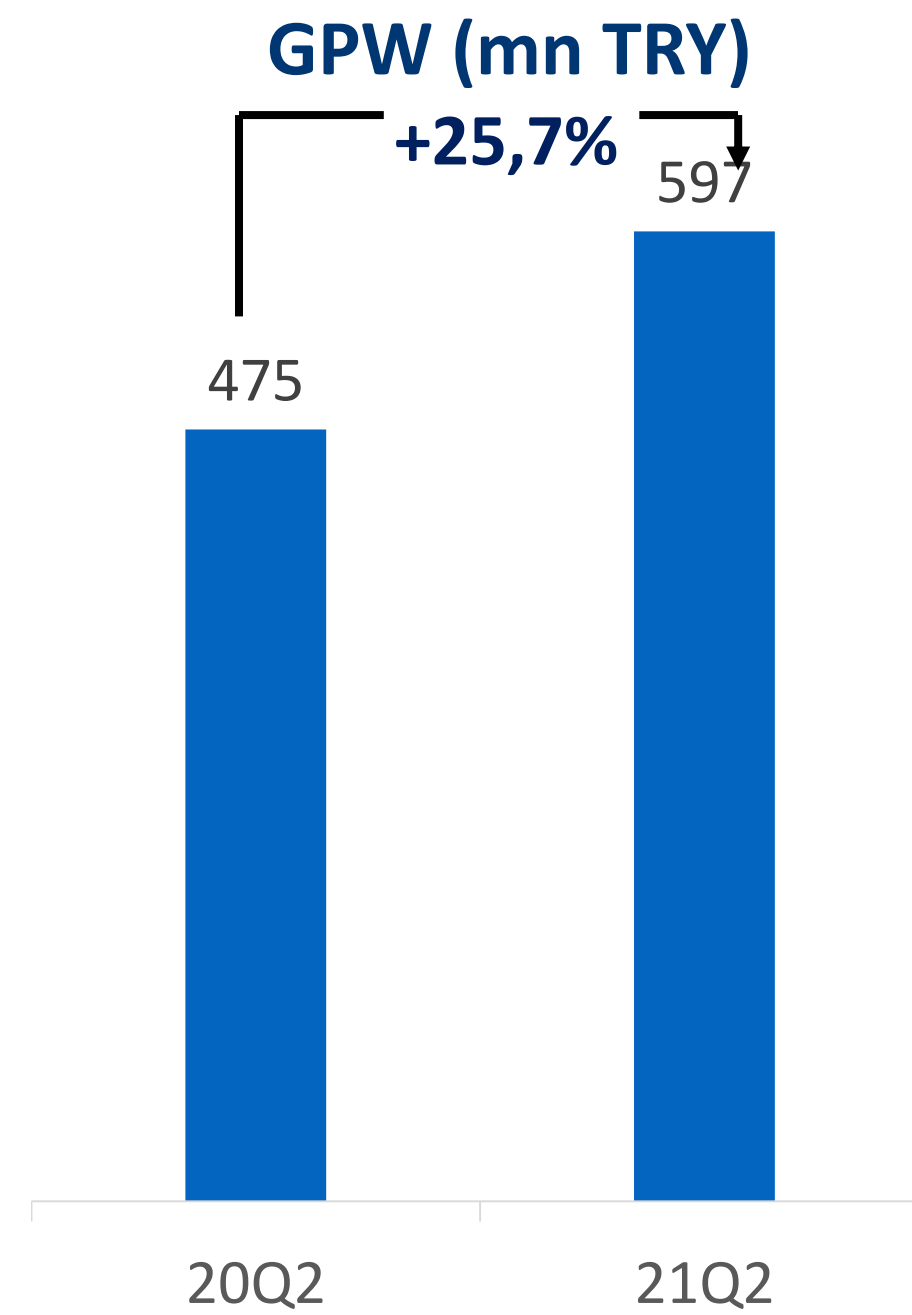


# Fire & Nat. D. | GPW and Technical Earnings



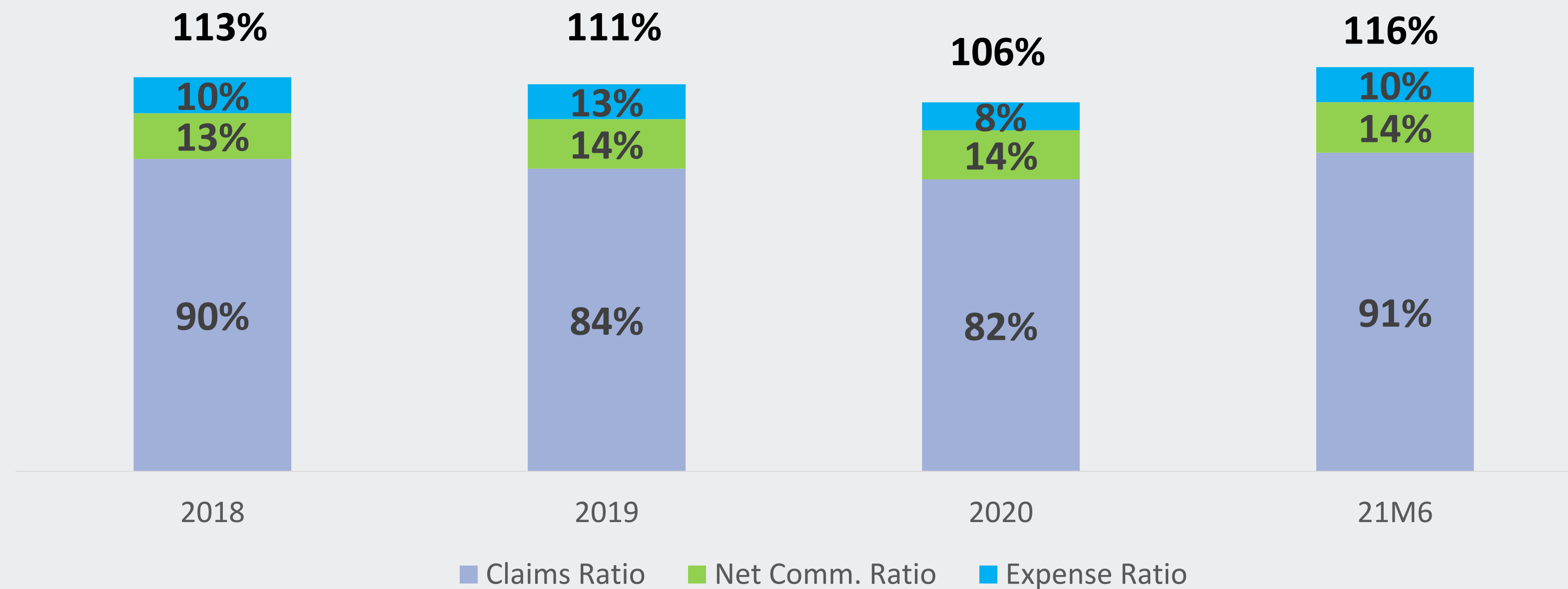


# MTPL | GPW and Technical Earnings



# Profitability | Combined Ratio

Combined Ratio	20M6	21M6
MOD	84,8%	97,9%
MPTL	100,0%	126,9%
Fire	112,0%	116,8%
Health	99,5%	109,8%
Accident	53,8%	64,4%
General Liability	255,7%	416,9%
General Losses	100,2%	100,3%
<b>Total</b>	<b>104,2%</b>	<b>115,9%</b>



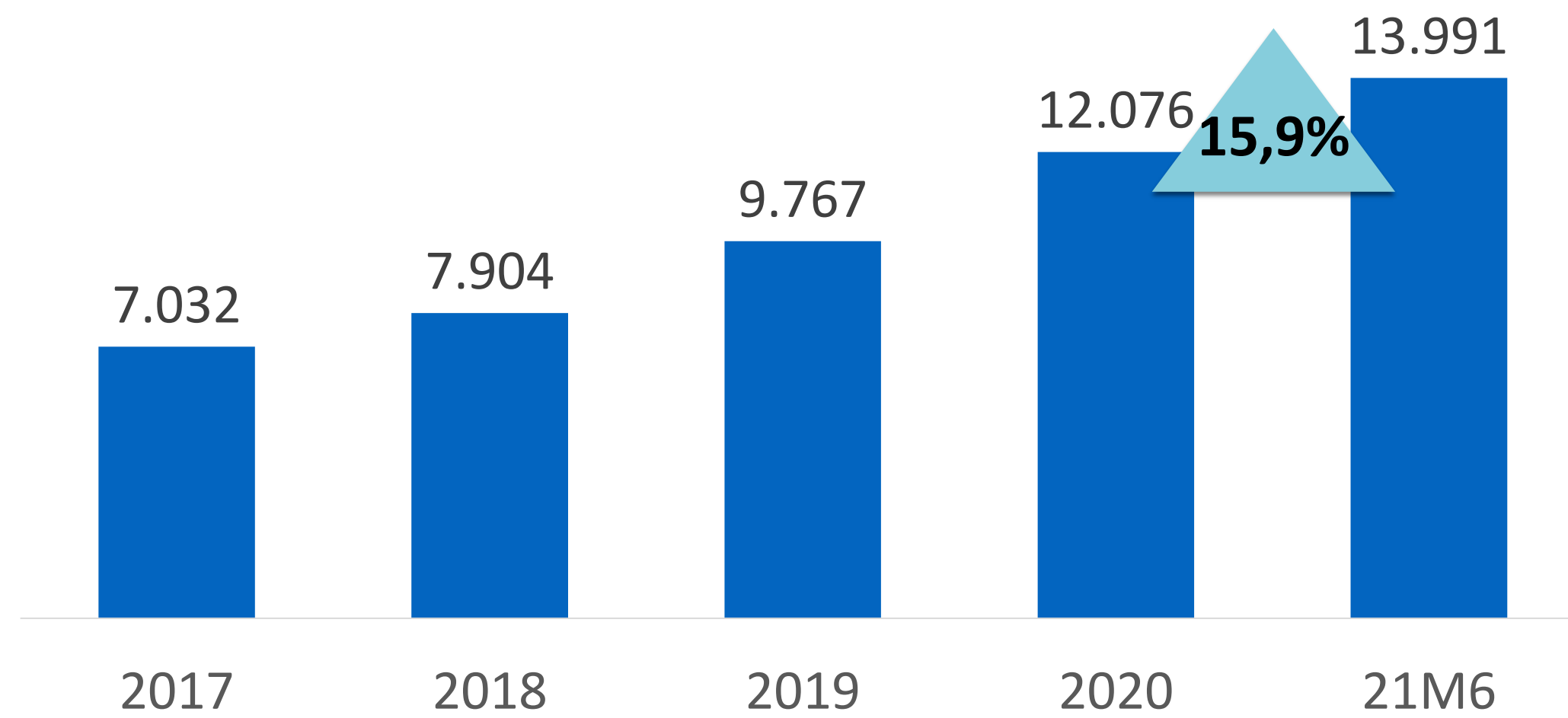
**Company & Market Overview**

**Technical Results**

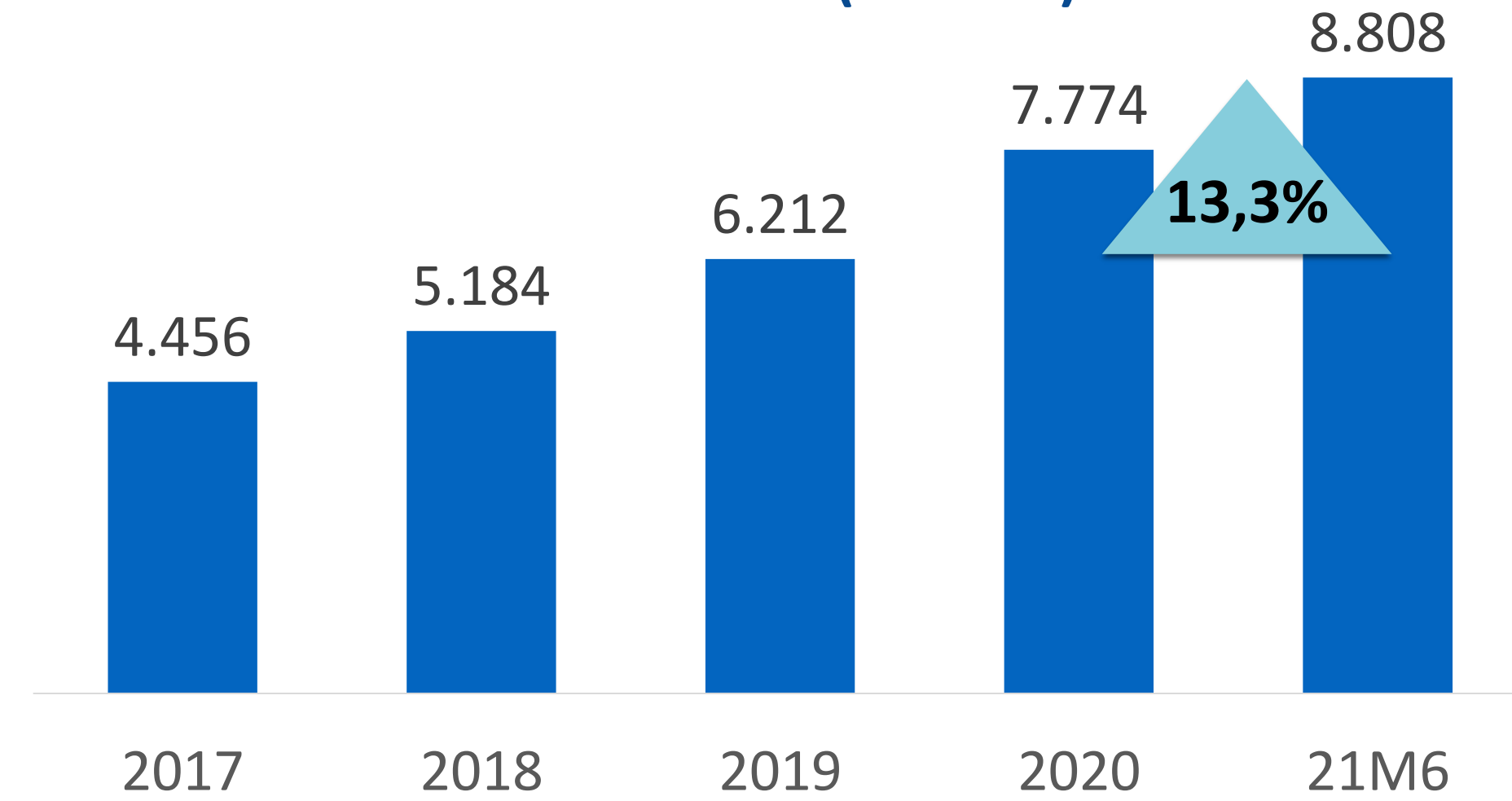
# Financial Highlights

# Growth Performance

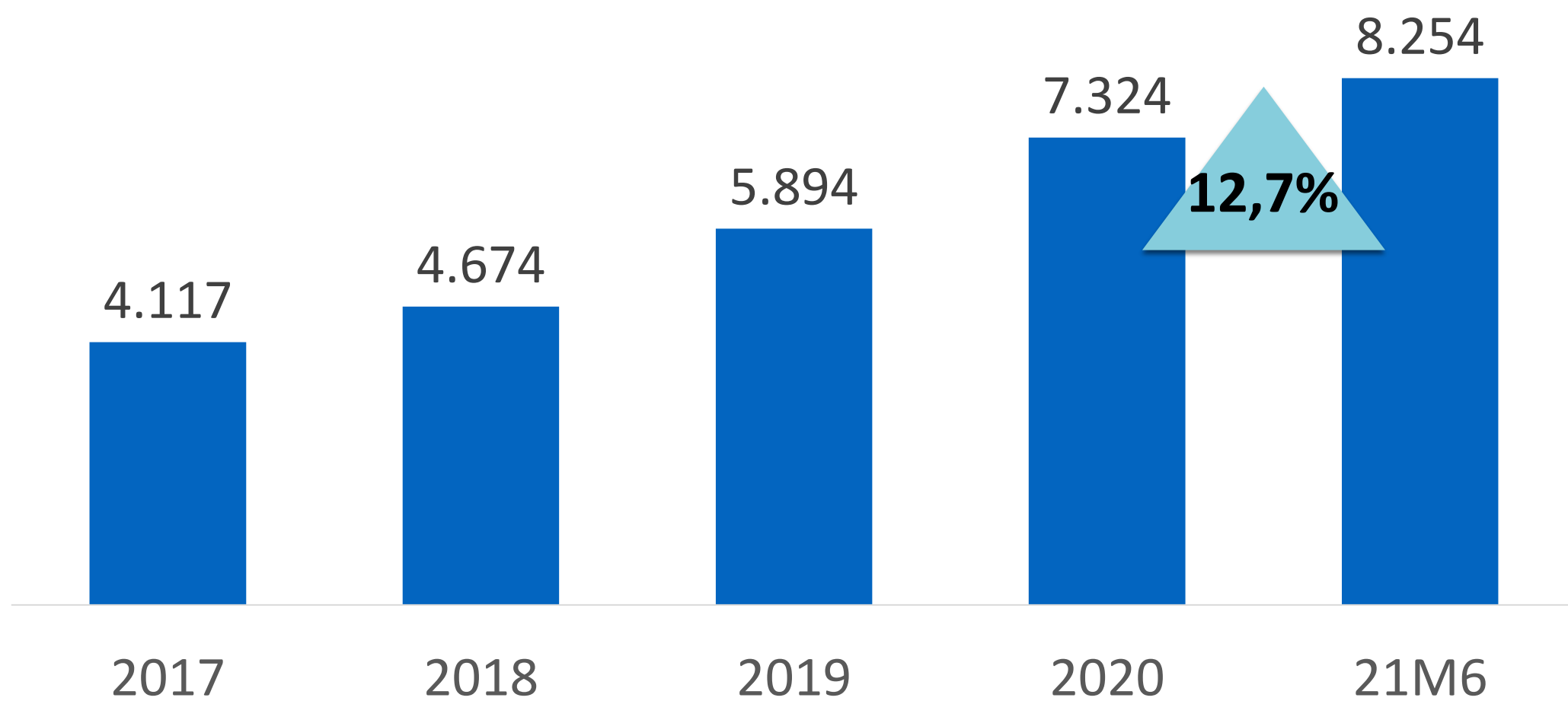
### Total Assets (mn TRY) (\*)



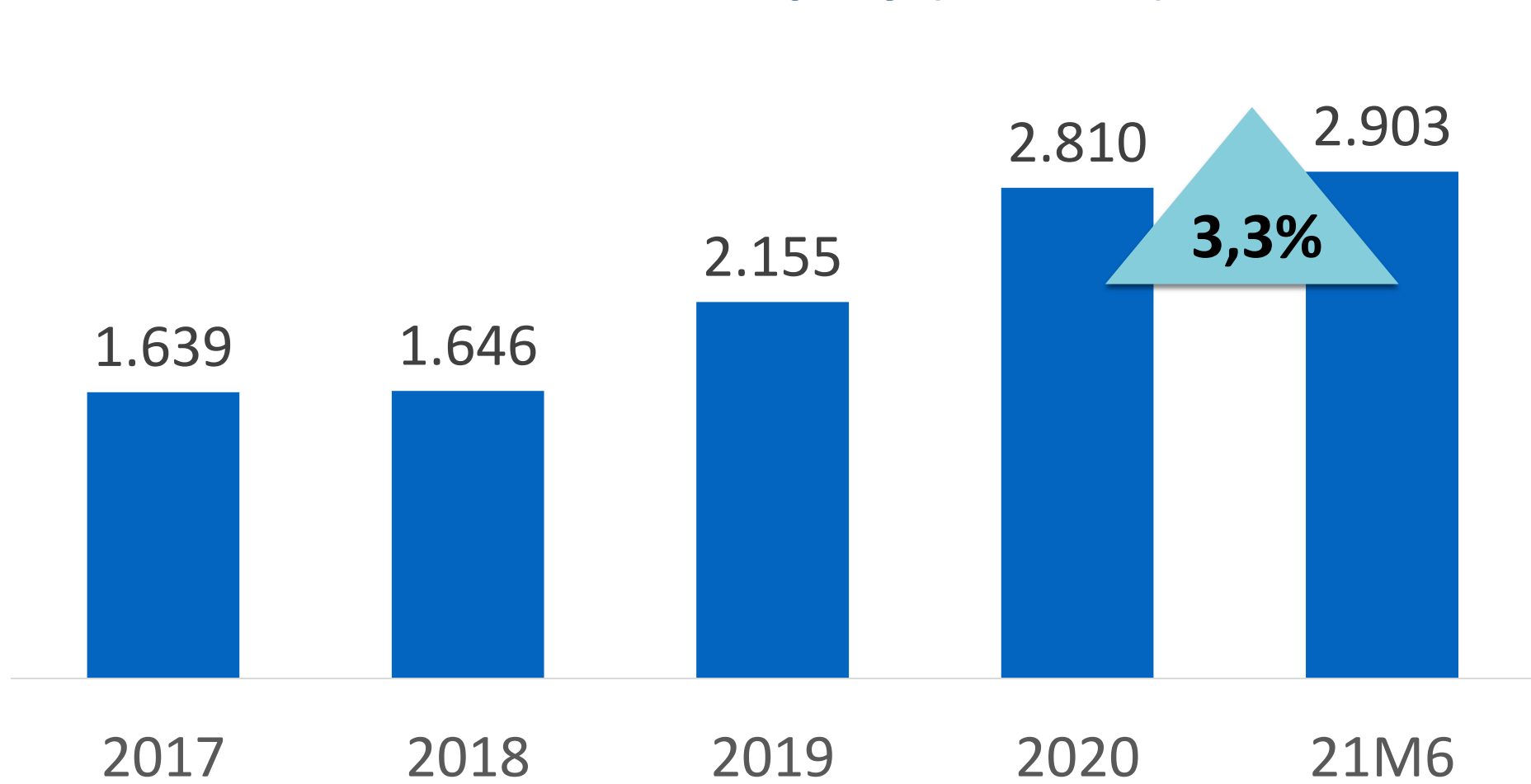
### Tech. Reserves (mn TRY)



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



### Shareholders' Equity (mn TRY)



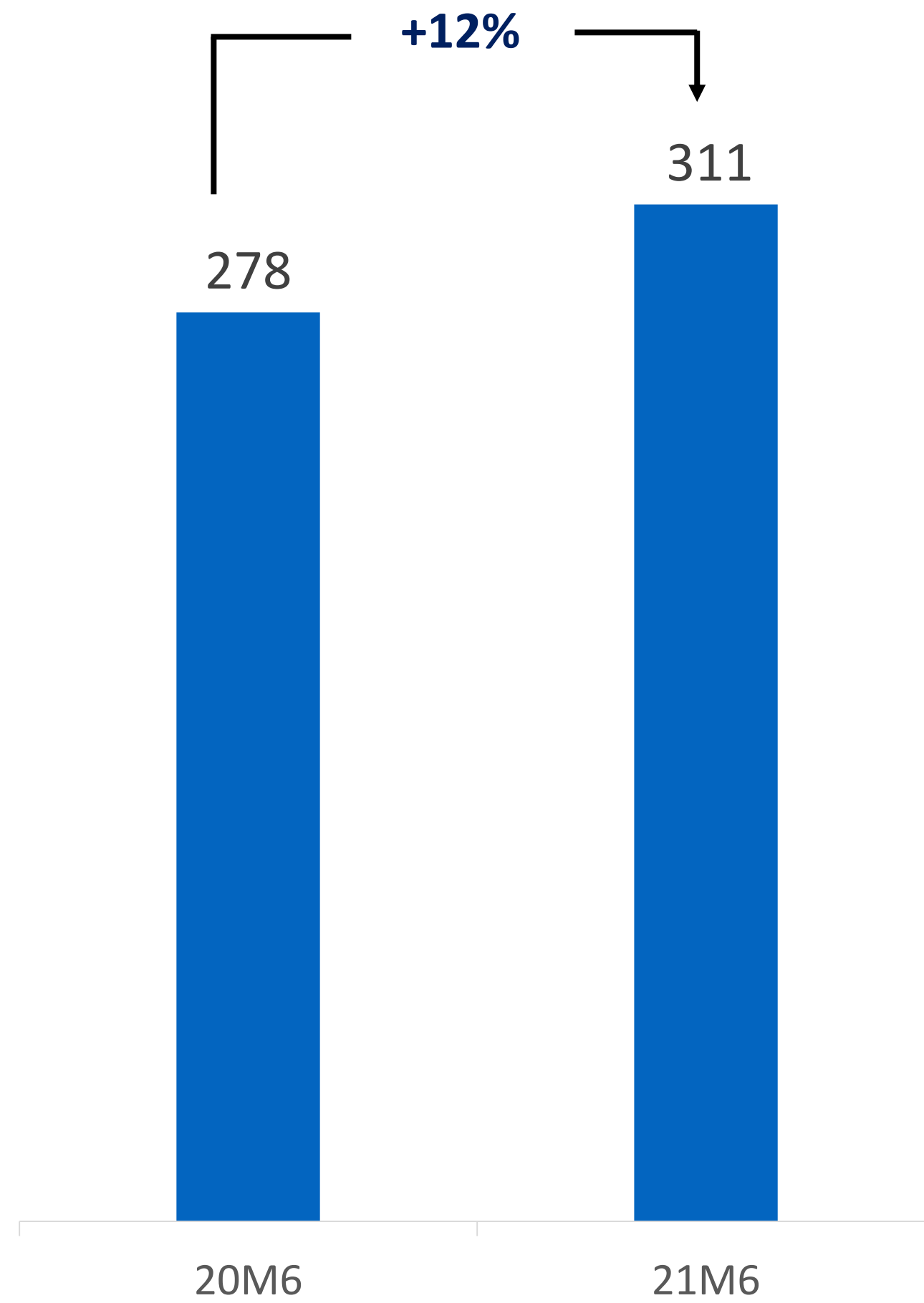
(\*) Financial loans netted off

# Income Statement (₺ mn)

P&L	20Q2	21Q2	Change (%) (YoY)	20Q2 (Cons.)	21Q2 (Cons.)	Change (%) (YoY)
Tech. Income (*)	1.176	1.394	19%	1.176	1.394	19%
Tech. Expenses	-1.225	-1.628	33%	-1.225	-1.628	33%
Net Financial Inc. + Other Exp. (*)	204	410	101%	230	434	89%
Gross Profit	<b>155</b>	<b>176</b>	<b>14%</b>	<b>181</b>	<b>200</b>	<b>11%</b>
Tax & Deferred Tax	-27	-30	11%	-27	-30	11%
<b>Net Profit</b>	<b>128</b>	<b>146</b>	<b>14%</b>	<b>154</b>	<b>170</b>	<b>10%</b>

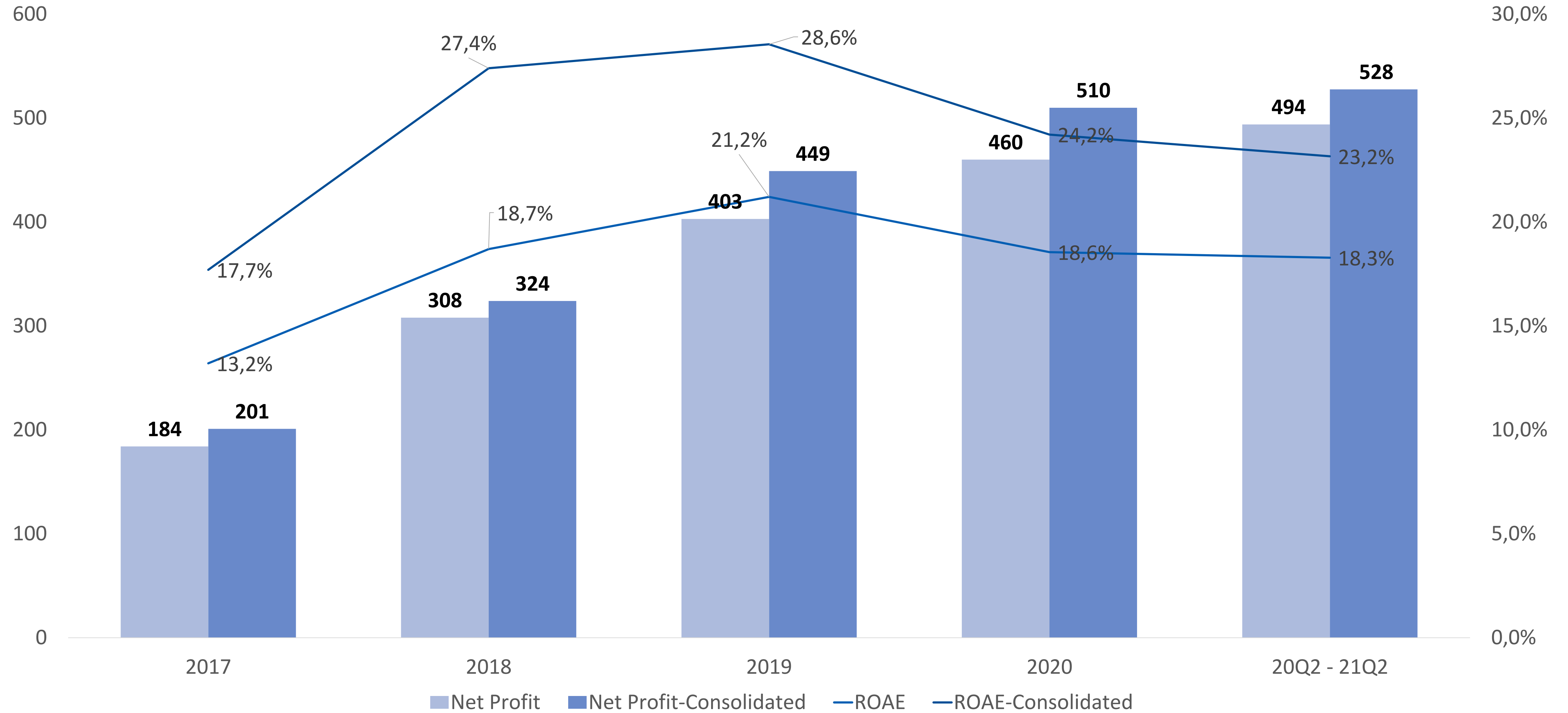
(\*) Financial income transferred to technical division and deferred tax are excluded

# Net Income (mn TRY)

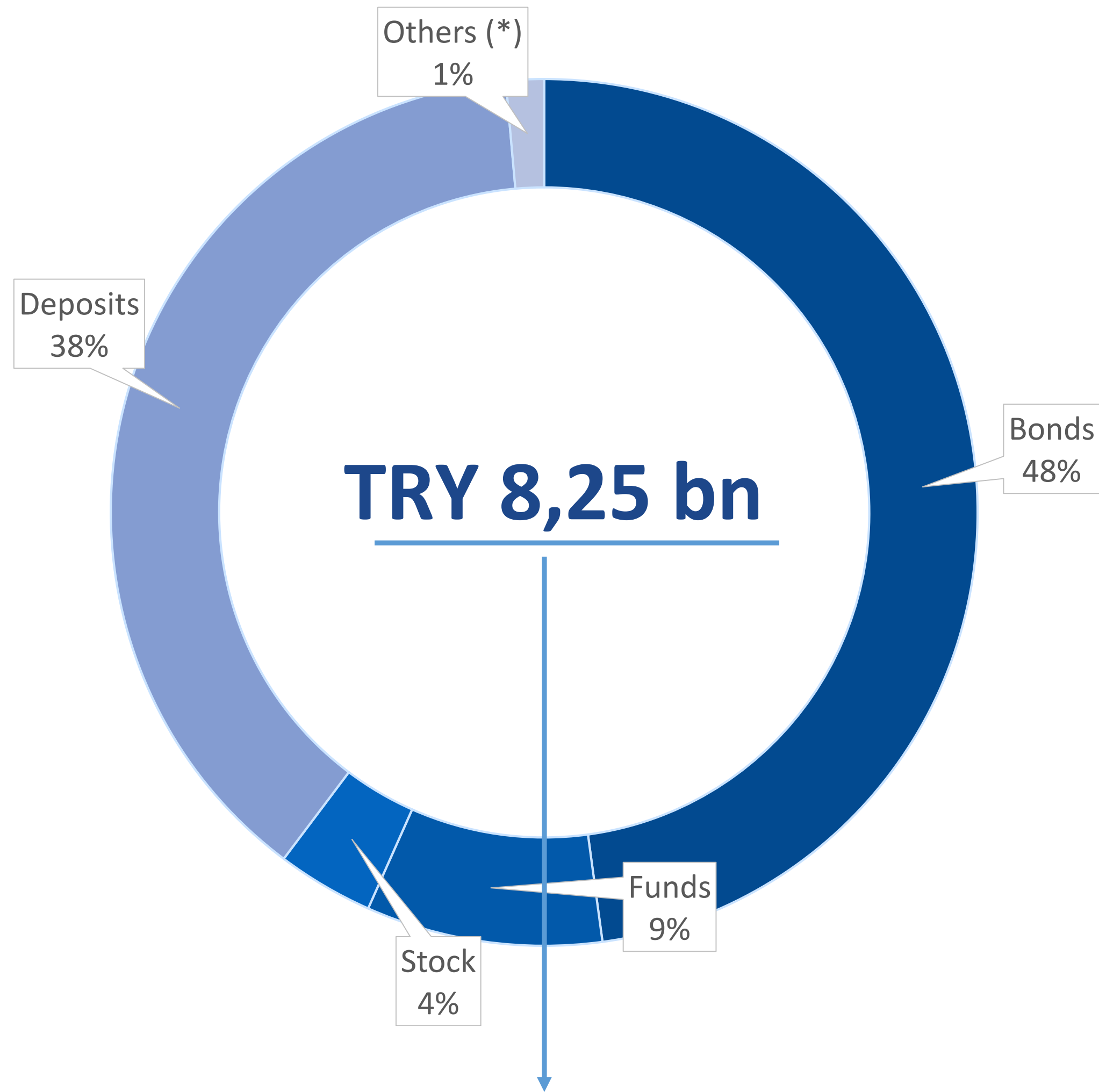


<b>Technical Earnings</b>	<b>-428</b>
Investment income	835
Dividend income	72
Amortization & Depreciation	-50
Provisions	-47
Rediscount	-11
Other income	2
Tax	-62
<b>Net income</b>	<b>311</b>

# Solo & Consolidated Figures (mn TRY)



# Investment Portfolio



- ▶ TRY 7,32 bn at 31.12.2020
- ▶ TRY 6,54 bn at 30.06.2020

## In 21M6;

Dividend from ANHYT 72 mn TRY

Investment Income \* 732 mn TRY

Portfolio Return ~ 20%

\* ANHYT dividend excluded.



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THANK YOU...

**ANADOLU**

**SİGORTA**

Never lose.

Q&A