

**ANADOLU
SİGORTA**

Never lose.

Financial Results 21Q4

Earnings Call

07.02.2022



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Company & Market Overview



Sector Performance

- Premium production at ₺87,6 bn (29% ytd)
- Easing price competition

Motor Branches (MOD&MTPL)

- MTPL policies being sold at cap prices
- Surging MOD policy prices

Financial Measures

- Negative real interest rate
- Inflation in rising trend – FY21: 36,08
- TRY depreciation (72% ytd depreciation against currency basket)

▶ Financial Year 2021

- **Minimum wage increase - %50**
- **Discount rate change – from 9% to 14%**
- **Capital adequacy threshold increase for dividend payouts - from 115% to 135%**

▶ Financial Year 2022

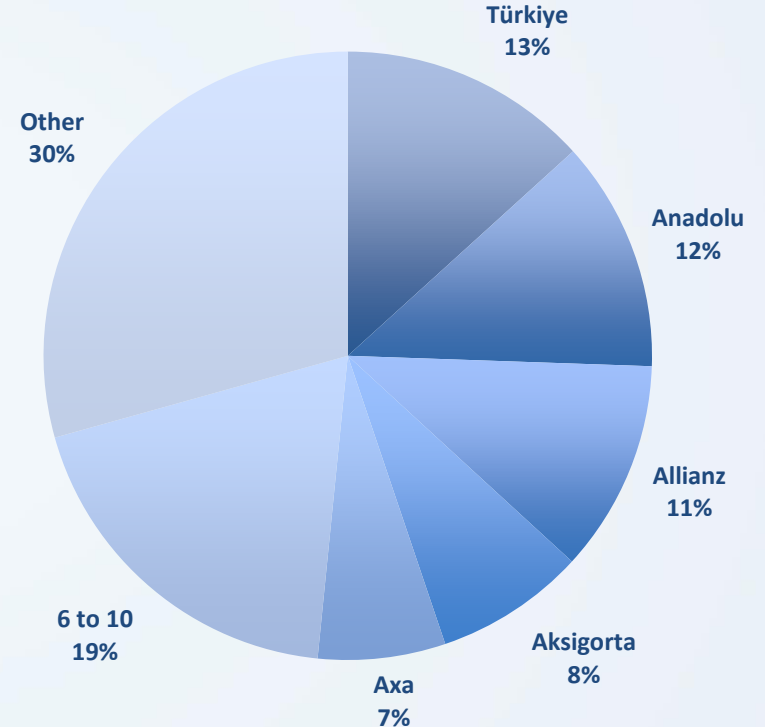
- **Change in capital adequacy calculation**
 - **MTPL => from 0,18 to 0,21**
 - **MOD => from 0,13 to 0,15**
- **MTPL price cap incremental rate increased – from 1,25% to 1.5%**
- **MTPL price cap one-off increase - %20**



Top 10 Non-Life Companies in the Sector

(₺ Mn)	Premium Production FY20	Premium Production FY21	Change (%)
Türkiye	8.887	11.750	32,2
Anadolu	8.016	10.735	33,9
Allianz	8.135	9.854	21,1
Aksigorta	5.272	6.988	32,5
Axa	4.657	5.924	27,2
Top 5 Companies	34.968	45.250	29,4
6 to 10	13.102	16.683	27,3
Top 10 Companies	48.070	61.933	28,8
Other	20.074	25.647	27,8
Total	68.144	87.580	28,5

Production Share by Companies



Strong growth despite tough market conditions

- Ranked in top three at 12 non-life branches
- Premium production at ₺10,7bn (34% ytd)
- Strong Fire and General Losses growth in FY21 (41% and 48%)

FX Position

- Additional long position during the quarter
- Monitoring recent events and managing FX position accordingly

Strong investment income remained

- AUM reached to ₺9,3bn (additional ₺ 625mn in Q4) as of 31 December
- Investment yield reached 24,5%

Highlights – GPW

Anadolu

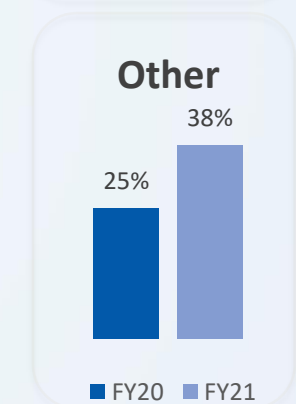
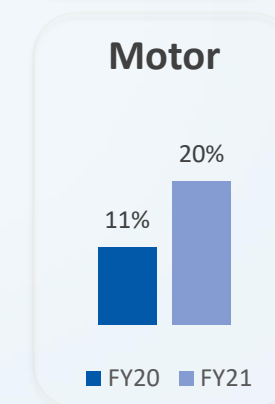
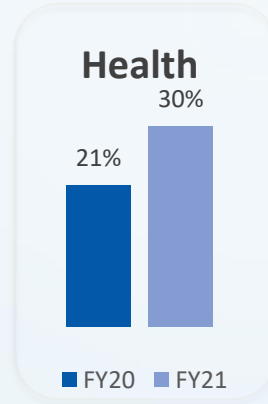
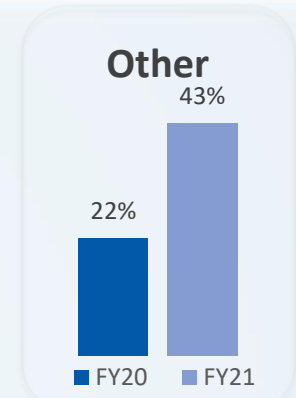
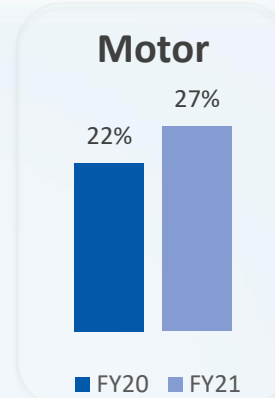
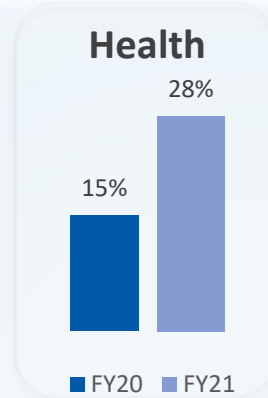
TRY **10,7** bn

+34%

Sector

TRY **87,6** bn

+29%



Premium Production

	Anadolu Sigorta (₺ Mn)			Non-Life Sector (₺ Mn)		
	FY20	FY21	ΔYoY (%)	FY20	FY21	ΔYoY (%)
Branch	GPW	GPW	Growth	GPW	GPW	Growth
MTPL	2.305	2.902	25,9	20.487	23.309	13,8
MOD	1.506	1.952	29,6	10.737	14.292	33,1
Fire and Nat. D.	1.423	2.017	41,7	10.586	14.047	32,7
Health	948	1.217	28,3	10.096	13.078	29,5
Other	1.833	2.648	44,4	16.238	22.855	40,8
Total	8.016	10.735	33,9	68.144	87.580	28,5

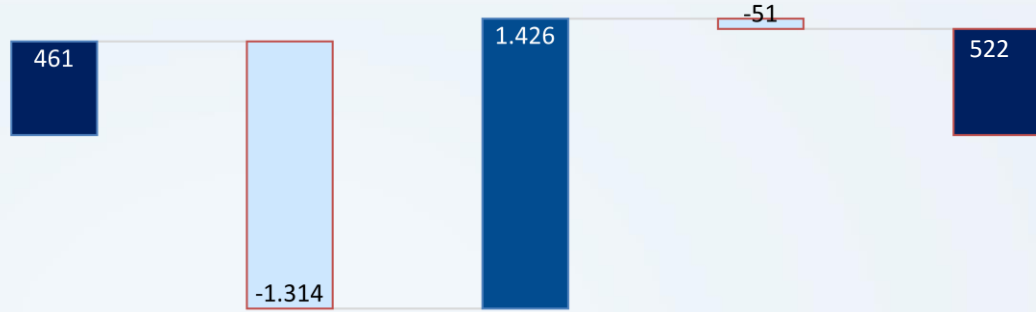


Market Share & Rank (TRY mn)

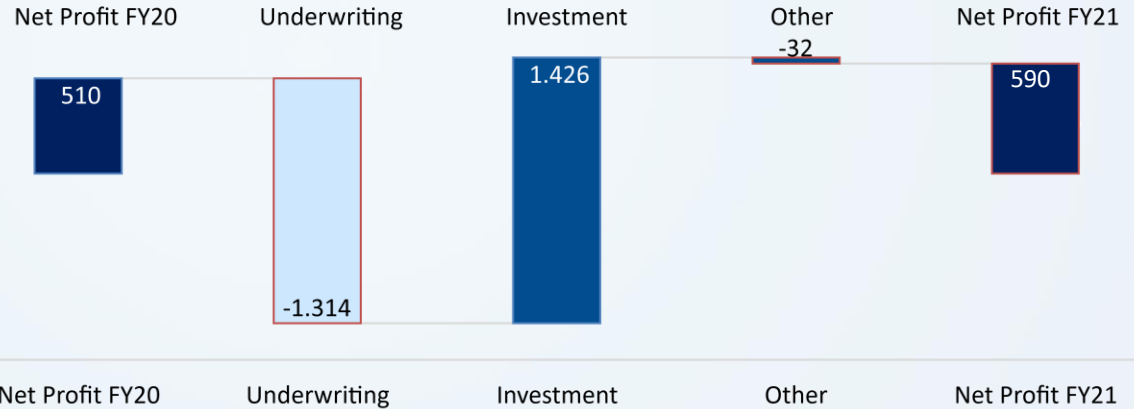
BRANCHES	FY20	FY21	Rank FY21	Market Share FY21	Growth (%)
MTPL	2.305	2.902	1	12,5%	25,9
Watercraft	201	343	1	32,4%	70,6
Fire	1.423	2.017	2	14,4%	41,7
MOD	1.506	1.952	2	13,7%	29,6
General Liability	356	437	2	13,6%	22,9
Marine Transportation	173	256	2	13,9%	47,8
Aircraft	142	193	2	41,1%	35,8
Aircraft Liability	81	130	2	26,6%	59,9
Legal Protection	22	36	2	12,1%	61,4
Bond Insurance	26	43	2	19,5%	69,0
Health	948	1.217	3	9,3%	28,3
General Losses	580	862	3	7,8%	48,6
Accident	172	229	3	9,4%	32,8
Financial Losses	65	109	4	9,8%	66,8
Other	14	9	--	--	-35,4
TOTAL	8.016	10.735	2	12,3%	33,9

Net Profit Drivers

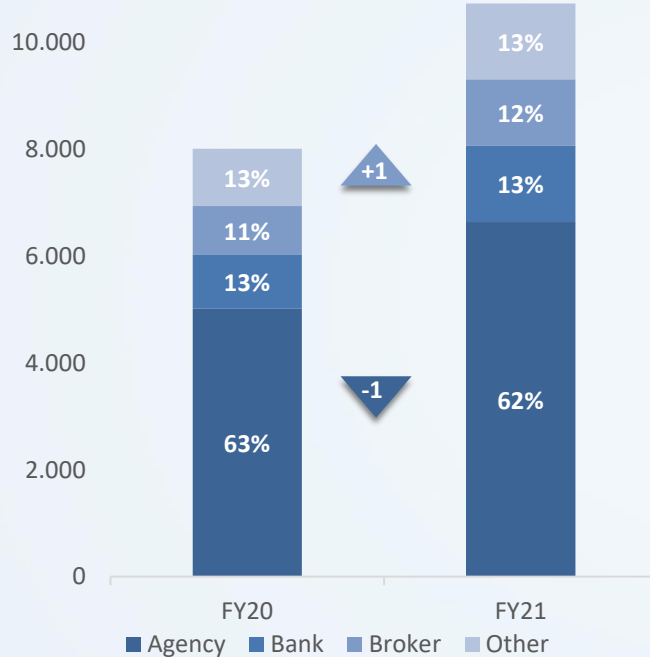
Unconsolidated (TRY mn) (*)



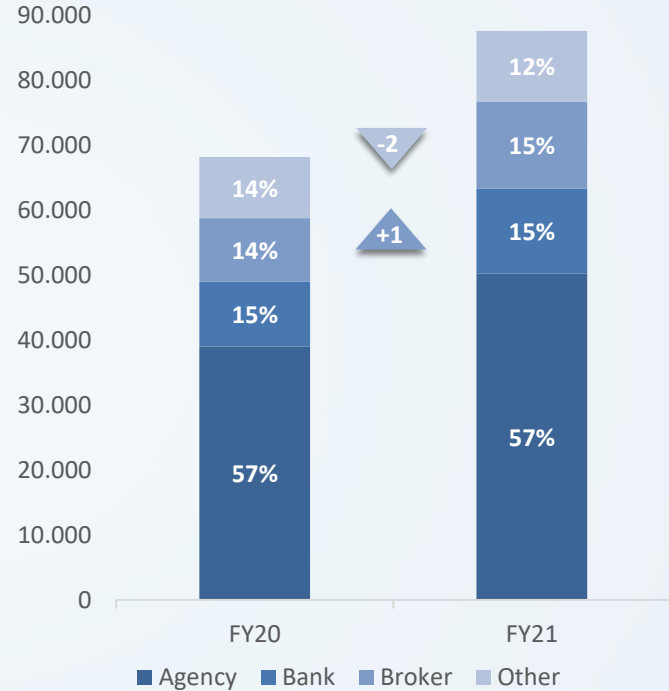
Consolidated (TRY mn) (*)



Premium Production – ANSGR

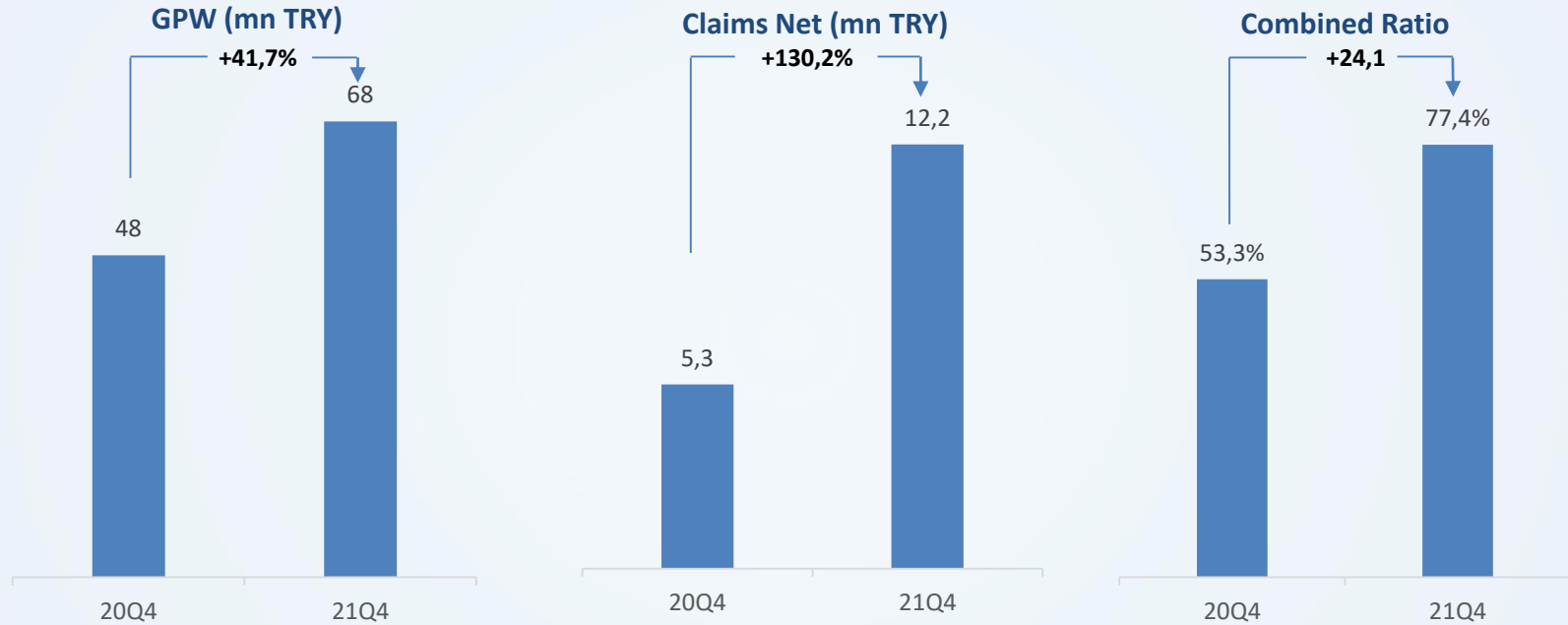


Premium Production – Sector

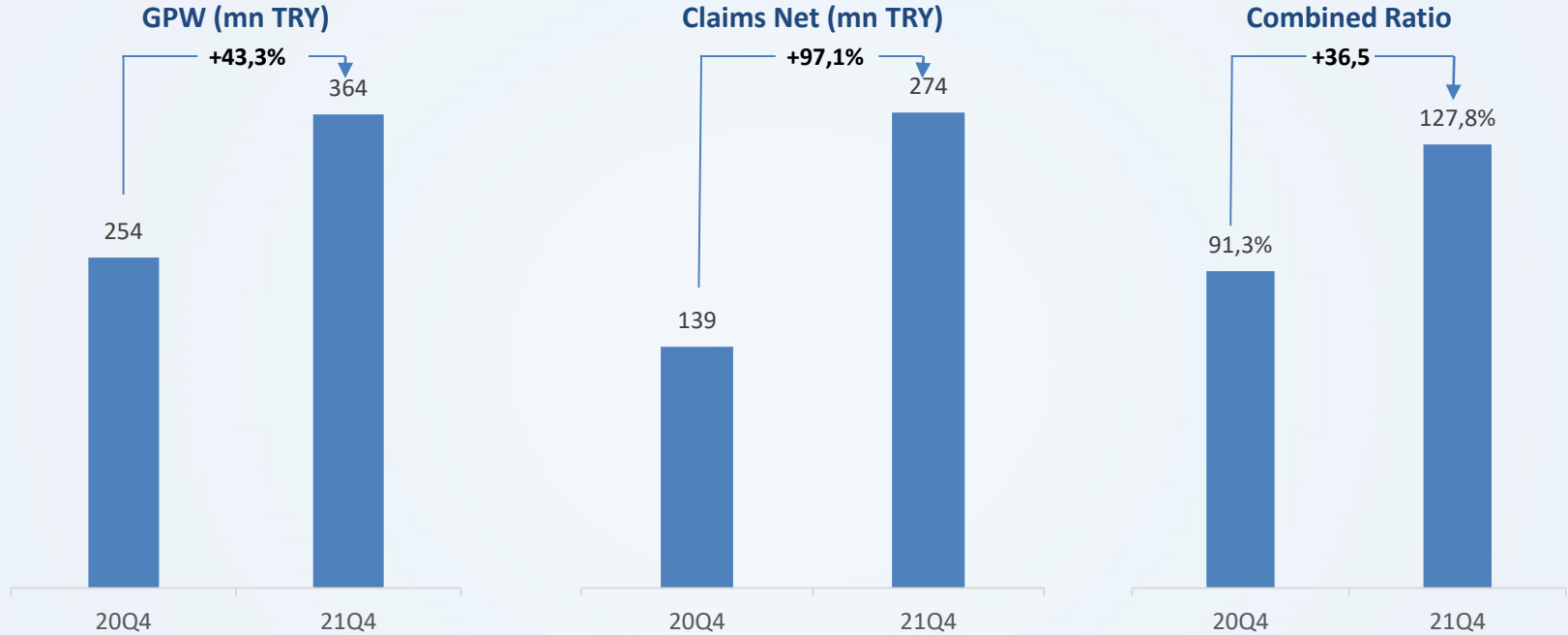


Technical Results

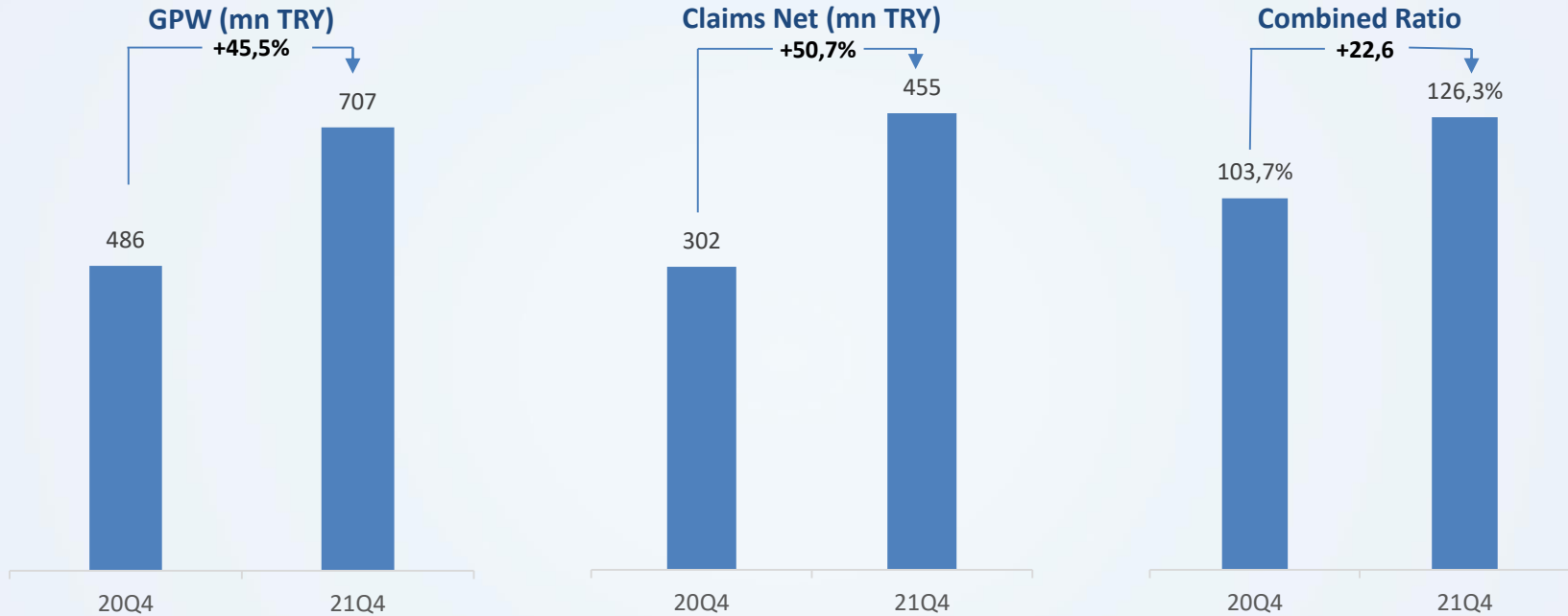
Accident – GPW and Technical Earnings



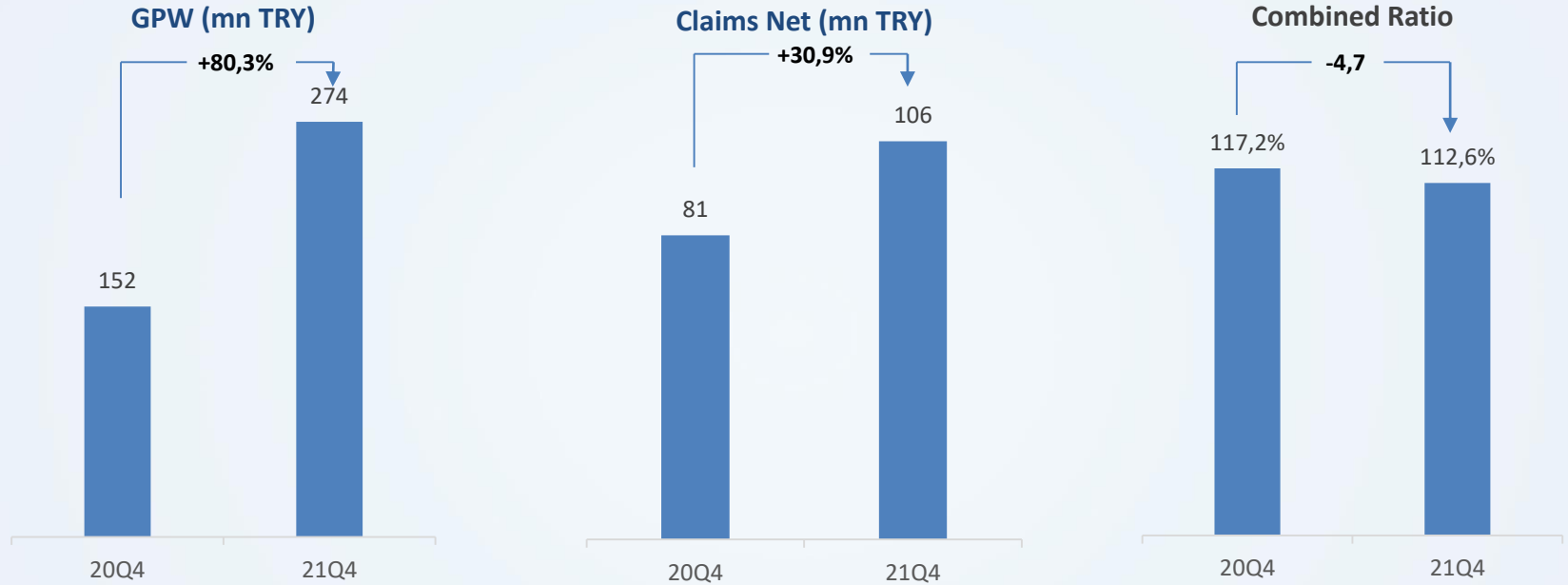
Health – GPW and Technical Earnings



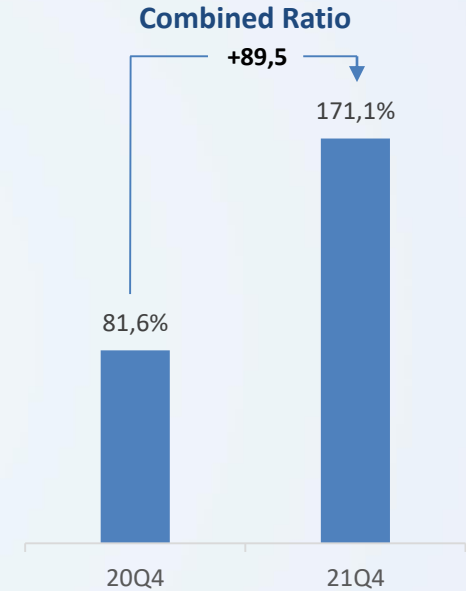
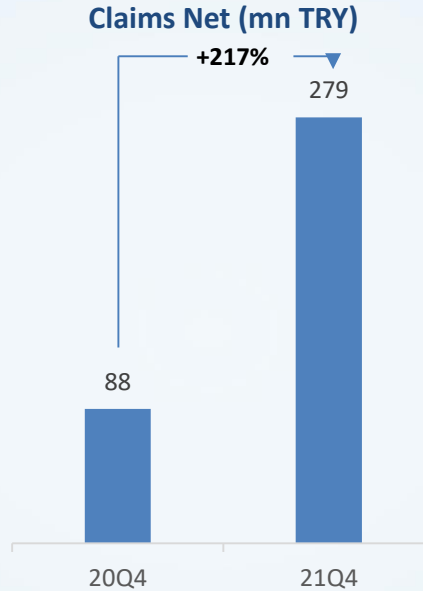
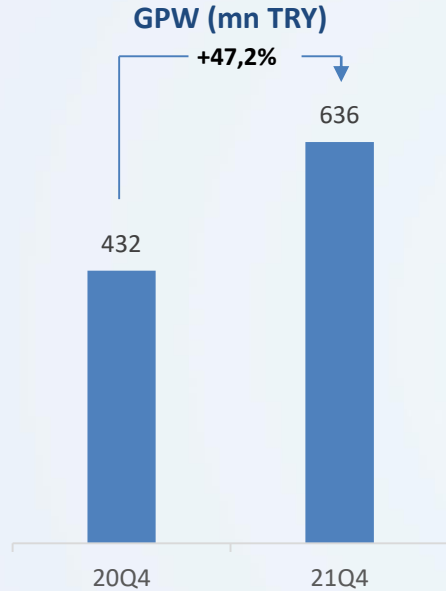
MOD – GPW and Technical Earnings



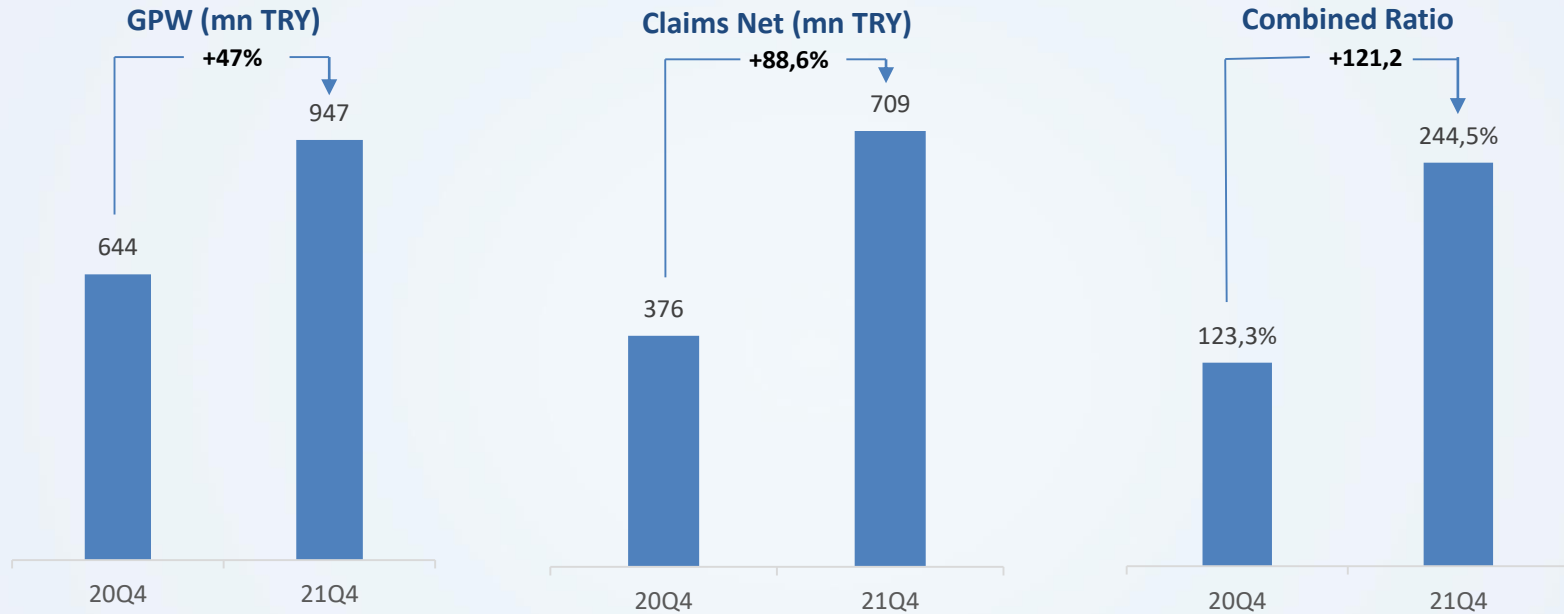
General Losses – GPW and Technical Earnings



Fire & Nat. D. – GPW and Technical Earnings

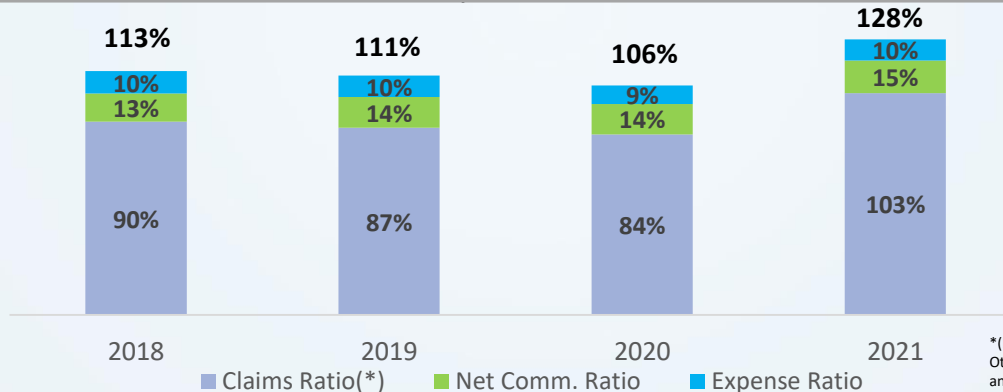


MTPL – GPW and Technical Earnings



Profitability – Combined Ratio

Combined Ratio	FY20	FY21
MOD	96,4%	111,8%
MPTL	112,0%	153,7%
Fire	110,7%	136,7%
Health	95,8%	110,1%
Accident	58,3%	64,9%
General Liability	216,4%	275,0%
General Losses	105,2%	107,3%
Total	106,4%	127,7%

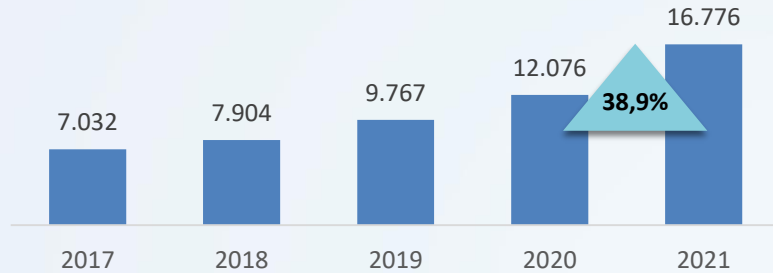


*(Realized Claims + Bonus Provisions + Other Technical Reserves + Other Technical Expenses + Other Technical Income + Accrued Salvage and Subrogation Income) / Earned Premiums

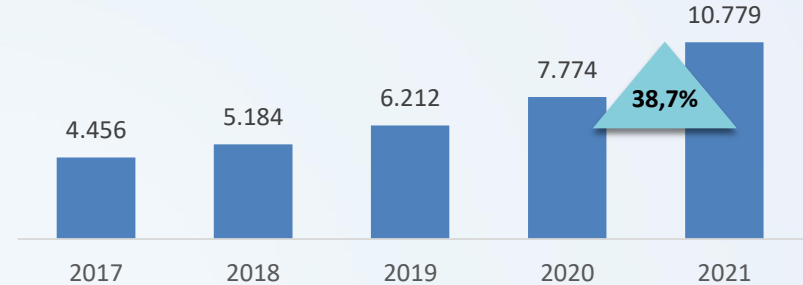
Financial Highlights

Growth Performance

Total Assets (mn TRY) (*)



Tech. Reserves (mn TRY)



Assets Under Management (mn TRY) (*)



Shareholders' Equity (mn TRY)

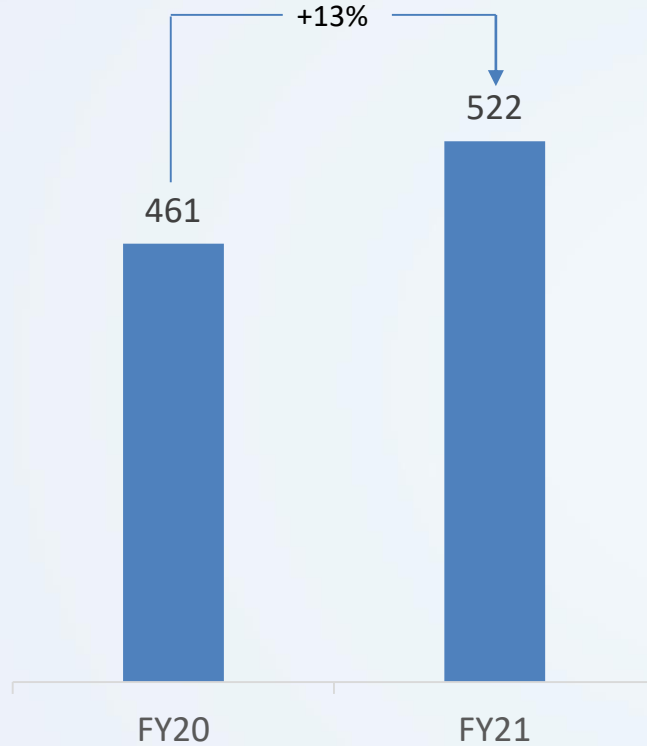


Income Statement (₺ mn)

P&L	20Q4	21Q4	Change (%) (YoY)	20Q4 (Cons.)	21Q4 (Cons.)	Change (%) (YoY)
Tech. Income (*)	1.419	1.609	13	1.419	1.609	13
Tech. Expenses	-1.478	-2.540	72	-1.478	-2.540	72
Net Financial Inc. + Other Exp. (*)	168	1.168	526	195	1.222	595
Gross Profit	110	237	113	137	291	116
Tax & Deferred Tax	-29	-55	88	-29	-55	88
Net Profit	81	182	120	108	237	126

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

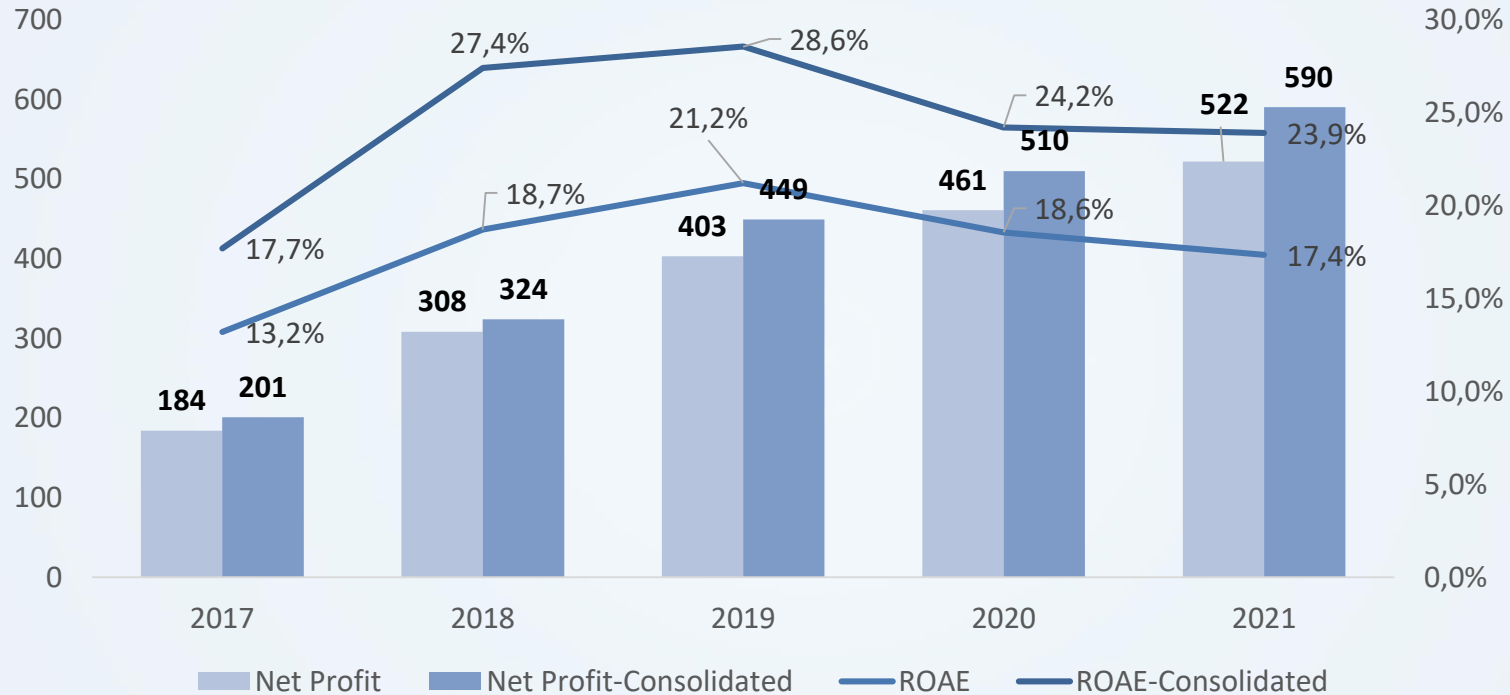
Net Income (₺ mn)



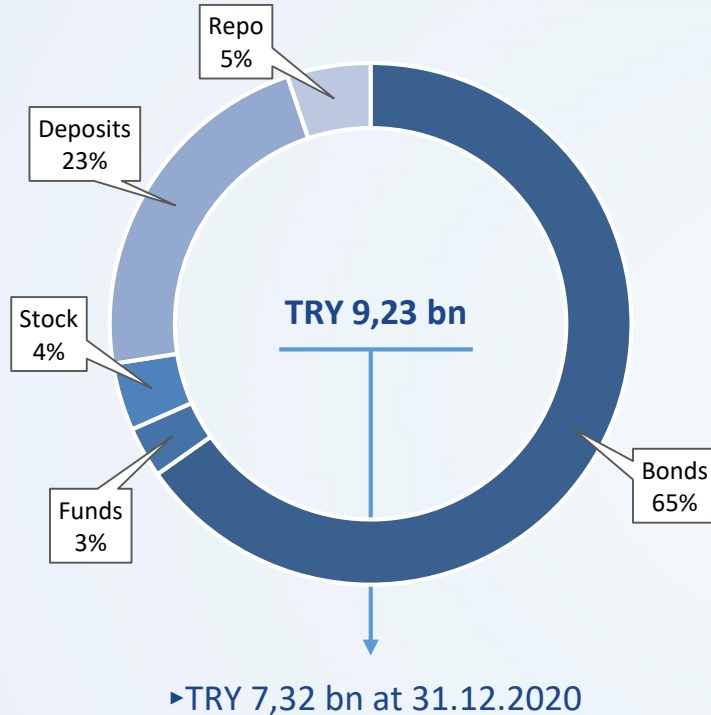
Technical Earnings	-1.632
Investment income	2.423
Dividend income	72
Amortization & Depreciation	-114
Provisions	-105
Rediscount	-14
Other income	18
Tax	-126
Net income	522



Solo & Consolidated Figures (₺ mn)



Investment Portfolio



In FY21;

Dividend from ANHYT 72 mn TRY

Investment Income 2.176 mn TRY

Portfolio Return ~* 28,7%

* ANHYT dividend excluded.

*Accrued yield in p&l table

Fund Management and Investor Relations Department

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