

THE TURKISH INSURANCE AND REINSURANCE MARKET

Total Assets
181 Billion TL*

(2018)

Premium
Production
54,7 Billion TL

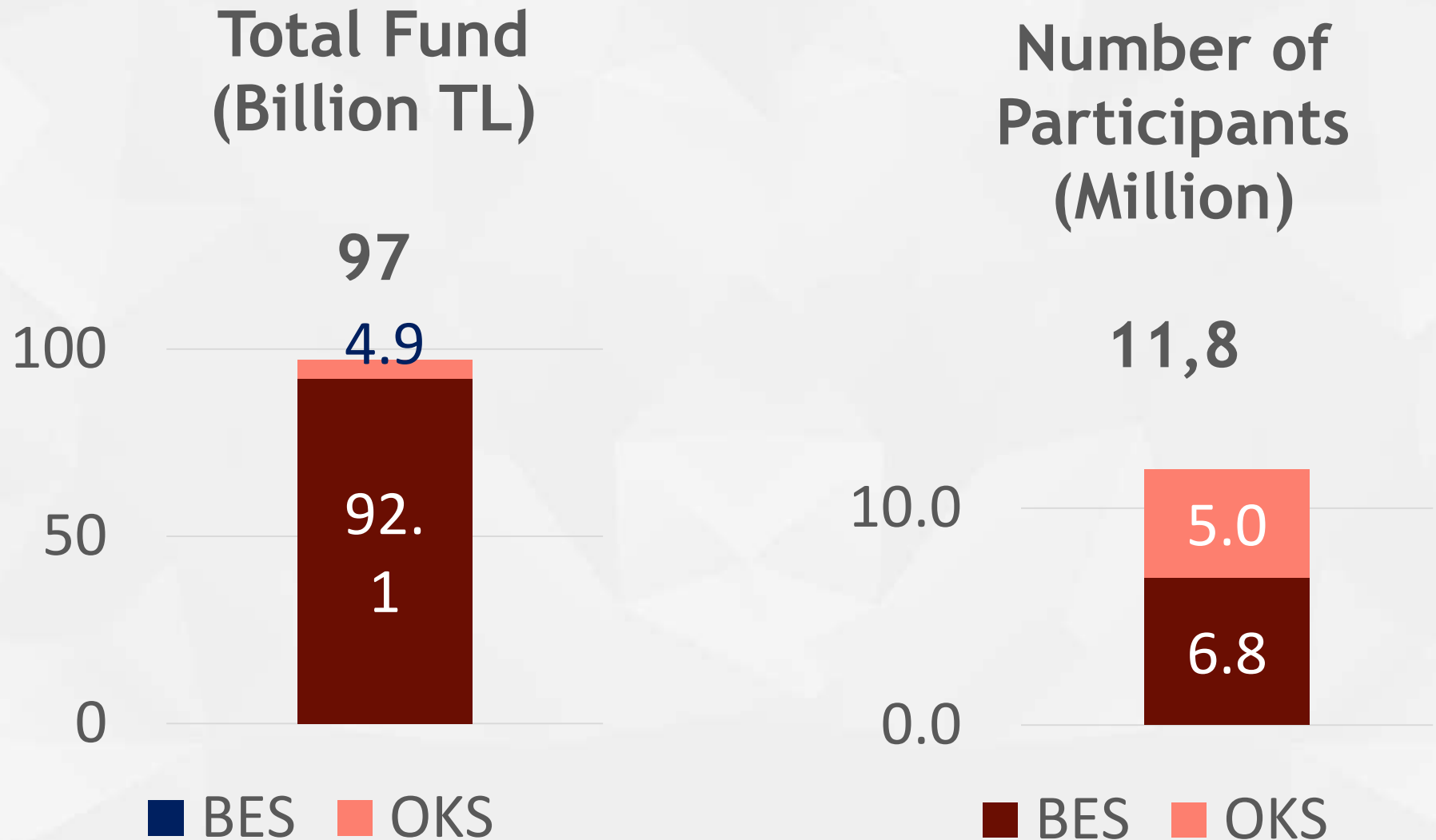
(2018)

Private Pension
95 Billion TL

(2018)

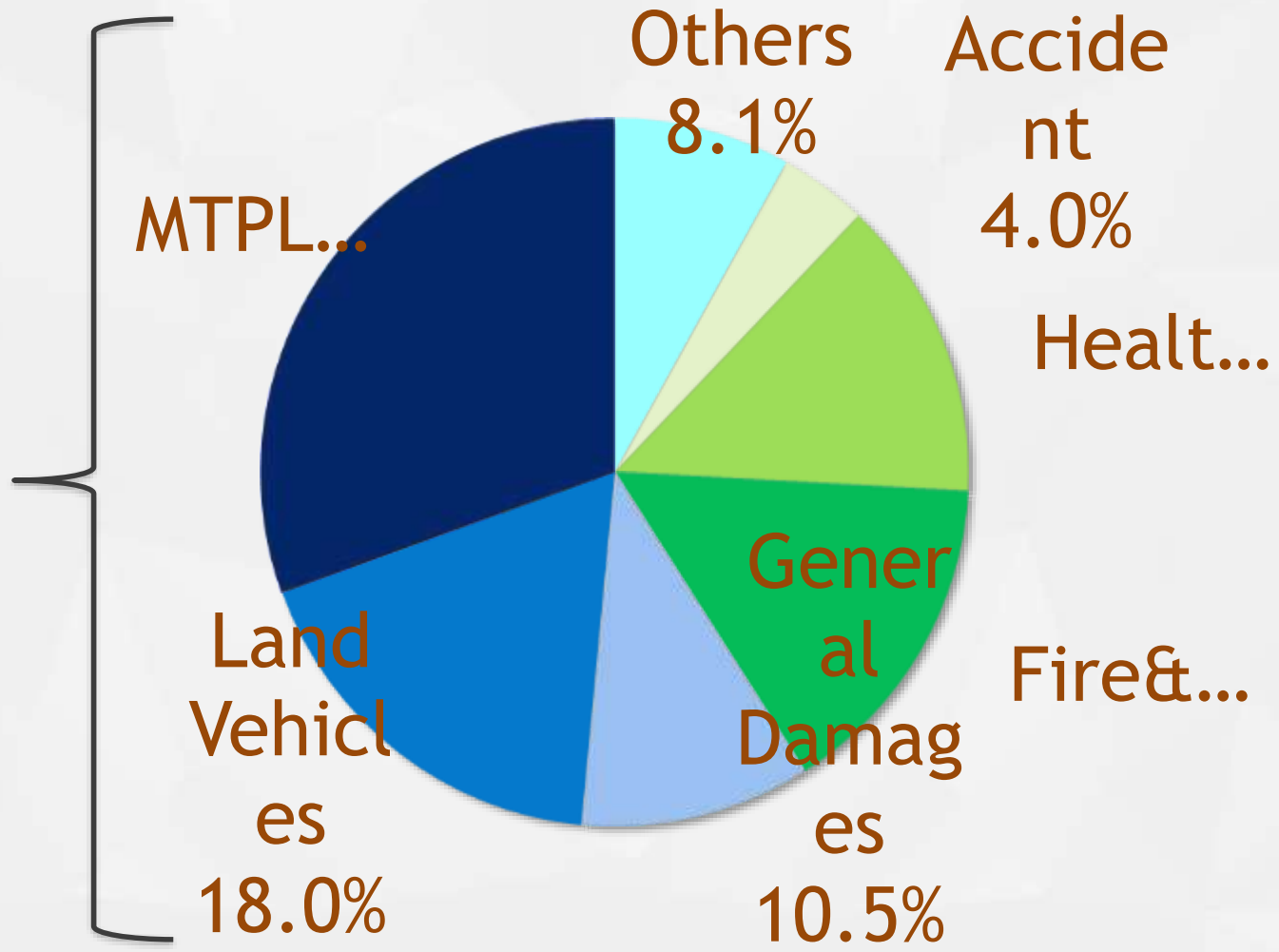
***2018 Estimated**

BES & Auto-enrollment: Total Funds & Number of Participants (Feb. 2019)



Insurance and Private Pensions Sector in Turkey
 Breakdown of Premium Production by Non-life Branches (2018)

Motor*:
%48,5



*Except endirect premiums

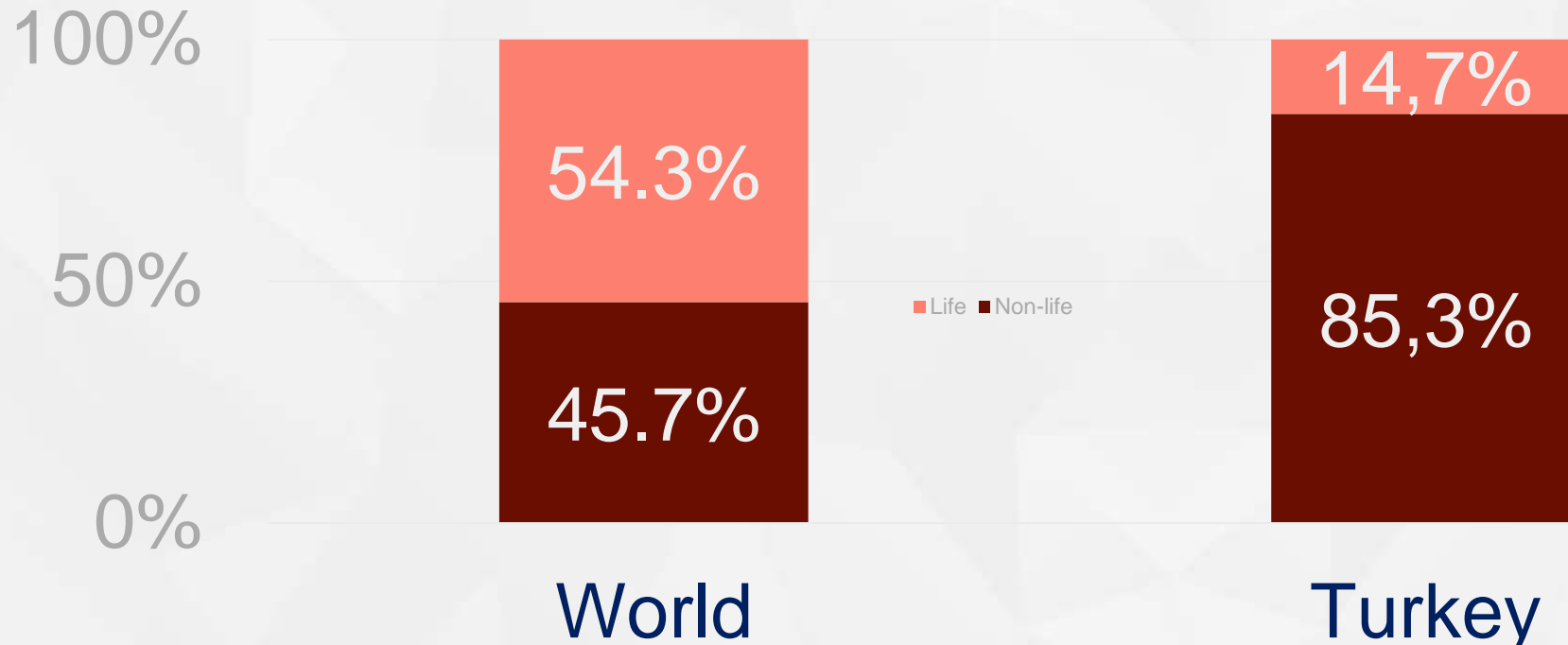
Insurance and Private Pensions Sector in Turkey
Main Indicators-Profitability (2018/Q3)

<i>Non-life Branches</i>	<i>3 billion TL</i>
<i>Life Branches</i>	<i>1,1 billion TL</i>
<i>Private Pension</i>	<i>318 million TL</i>
<i>Total Technical Profit</i>	<i>4,4 billion TL</i>
<i>Net Profit</i>	<i>4,7 billion TL</i>

ROE	NON LIFE	LIFE
	19,5%	30,5%

Breakdown of Written Premium by Insurance Branches (life & Non-life)

World vs. Turkey



	Premium	Share
Related bank loans	1,4	21%
Other life insurance	5,4	79%
Total	6,8	100%

Penetration Rate		
	Life	Non-life
Turkey	0,20%	1,22%
EU	3,77%	2,68%

Supporting life insurance branch in order to level up with the world scale in terms of insurance size (education insurance, return of premium life insurance, old age insurance, care insurance: increasing tax relief, public spot, providing advantage to investments such as nursing homes)

TOTAL PREMIUM PRODUCTION 2018 – NON-LIFE 4. QUARTER

No	Company	2018 4.QUARTER		
		Total Premium (TL)	Market Share %	Change %
1	Allianz Sigorta AŞ	5.809.795.566	12,17%	13,16%
2	Anadolu Sigorta Şirketi	5.701.355.415	11,94%	22,05%
3	Aksigorta AŞ	3.417.338.023	7,16%	29,66%
4	Axa Sigorta AŞ	3.374.669.830	7,07%	16,04%
5	Mapfre Sigorta AŞ	2.645.052.213	5,54%	-1,32%
6	Sompo Japan Sigorta AŞ	2.508.209.693	5,25%	10,82%
7	Ziraat Sigorta AŞ	2.196.754.738	4,60%	26,52%
8	Güneş Sigorta AŞ	1.907.406.583	4,00%	14,84%
9	Halk Sigorta AŞ	1.756.187.308	3,68%	18,63%
10	Doga Sigorta AŞ	1.668.705.527	3,50%	11,88%
	TOP 10	30.985.474.897	64,91%	16,21%
	SECTOR TOTAL	47.732.813.112	100,00%	20,20%

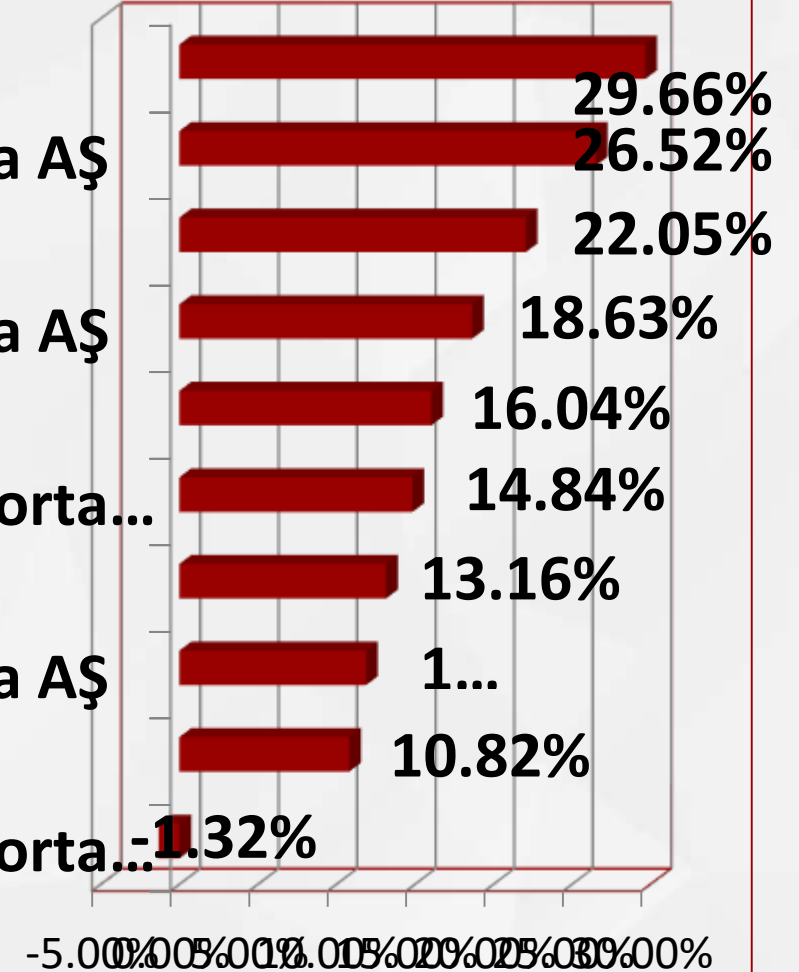
Ziraat Sigorta AŞ

Halk Sigorta AŞ

Güneş Sigorta...

Doga Sigorta AŞ

Mapfre Sigorta...



TOTAL PREMIUM PRODUCTION 2018 – HEALTH 4rd QUARTER

No	Company	2018 4. QUARTER		
		Total Premium (TL)	Market Share %	Change %
1	Allianz Sigorta AŞ	2.200.939.419	35,25%	25,04%
2	Acıbadem Sağlık ve Hayat Sigorta AŞ	1.133.616.336	18,15%	25,79%
3	Anadolu Anonim Türk Sigorta Şirketi	710.921.669	11,39%	32,07%
4	Mapfre Sigorta AŞ	559.630.189	8,96%	17,13%
5	Aksigorta AŞ	276.733.909	4,43%	19,21%
6	Axa Sigorta AŞ	254.935.946	4,08%	22,15%
7	Groupama Sigorta AŞ	164.343.643	2,63%	14,82%
8	Güneş Sigorta AŞ	153.221.918	2,45%	7,46%
9	Eureko Sigorta AŞ	152.989.718	2,45%	20,81%
10	Sompo Japan Sigorta AŞ	95.116.818	1,52%	51,54%
TOP 10		5.702.449.564	91,32%	23,43%
SECTOR TOTAL		6.244.361.483	100,00%	24,23%

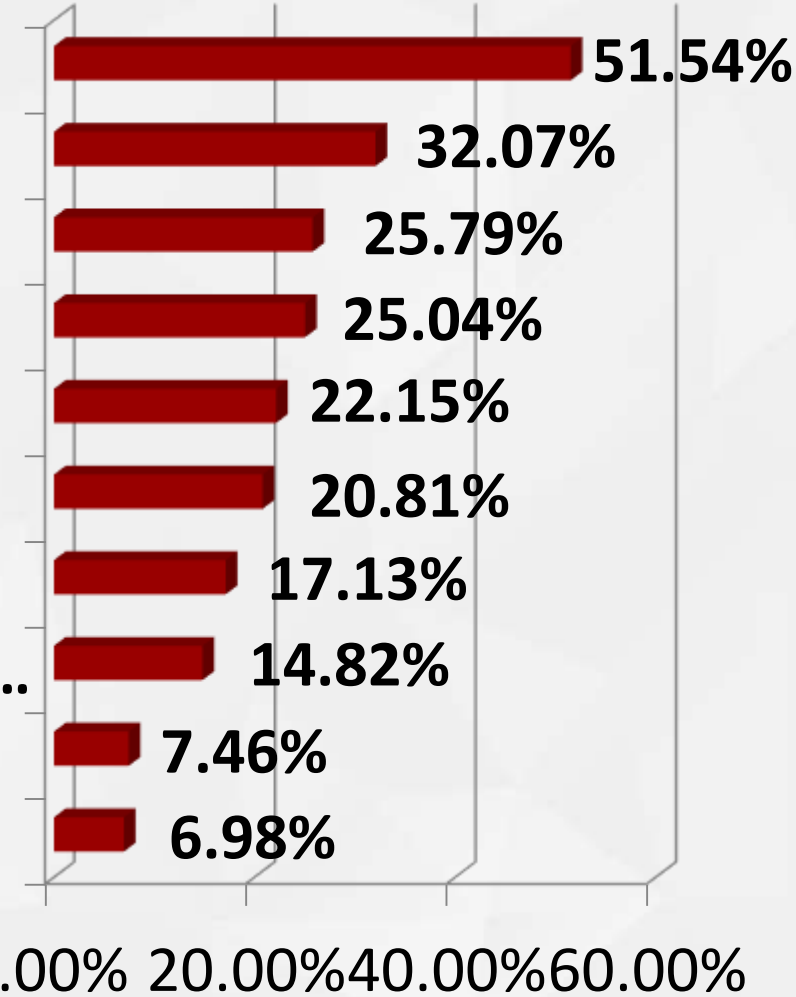
Anadolu Sigorta AŞ

Allianz Sigorta AŞ

Eureko Sigorta AŞ

Groupama Sigorta...

Aksigorta AŞ



TOTAL PREMIUM PRODUCTION 2018 – LIFE 4rd QUARTER

No	Company	2018 4. QUARTER		
		Total Premium (TL)	Market Share %	Change %
1	Ziraat Hayat ve Emeklilik AŞ	1.245.372.352	17,99%	-10,18%
2	Anadolu Hayat Emeklilik AŞ	639.213.082	9,24%	11,22%
3	Allianz Yaşam ve Emeklilik AŞ	593.534.230	8,58%	-4,95%
4	Metlife Emeklilik ve Hayat AŞ	589.143.155	8,51%	2,11%
5	Aegon Emeklilik ve Hayat AŞ	507.110.922	7,33%	33,36%
6	AvivaSA Emeklilik ve Hayat AŞ	489.969.125	7,08%	21,67%
7	Garanti Emeklilik ve Hayat AŞ	483.656.894	6,99%	-3,05%
8	Halk Hayat ve Emeklilik AŞ	445.855.957	6,44%	-12,60%
9	Cigna Finans Emeklilik ve Hayat AŞ	425.207.482	6,14%	-3,00%
10	Vakıf Emeklilik ve Hayat AŞ	411.071.285	5,94%	5,18%
TOP 10		5.830.134.483	84,24%	0,80%
SECTOR TOTAL		6.920.767.257	100,00%	1,12%

