



## **Investor Presentation**

December 2025

**Prepared by:** Türkiye Sigorta Investor Relations



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## Türkiye Sigorta at a Glance

- Why Invest in Türkiye
- Why Invest in Türkiye Sigorta
- ESG and Digitalisation

  Appendix

### Türkiye Sigorta at a Glance

- ✓ Largest and leading insurance company in Türkiye with growing market share, robust capital foundation and strong insurance sector expertise and heritage since 1957
- ✓ Named as Türkiye Sigorta in 2020 with new corporate governance in place following the merger of three state-owned public banks' insurance subsideries under the umbrella of the Türkiye Wealth Fund
- ✓ Provide personal, commercial and corporate **non-life insurance** products: health, fire and natural disasters, motor, agriculture...
- ✓ Leading provider of innovative and **customer-centric** insurance products to meet the evolving needs of **individuals and businesses**, **supported by unique distribution model**
- ✓ Robust financial performance with high profitability from its operations and investments
- ✓ Investment portfolio adjusted on real-time in line with market dynamics

Mission: Whenever trust is needed; Türkiye, Sigorta

**Vision:** Being a national insurance champion and leading global player in the insurance industry

#### TURSG is currently covered by 15 equity research analysts.

Ticker: TURSG, included in several indices:

- BIST 100 - BIST Corporate Governance

- BIST 500 - BIST Dividend

- BIST Star - BIST Dividend 25

- BIST All Shares - BIST Insurance

- BIST Financials

vernance - FTSE EM Large Cap

- MSCI ACWI Small Cap

- MSCI Europe Small Cap

- BIST Sustainability

- Reserve share in BIST Sustainability 25

#1 Market Leader
September 2020

Ziraat Sigorta

2009





1958

**GÜNEŞ SİGORTA** 



1957

As of November 17, Türkiye Sigorta is included in a total of 99 MSCI indices

- BIST 100-30

### **Growing Production**

**Premium** 

**Premium Growth** 

**1**105bn

45%

Real Growth +9%

**Market Share** 

14%

**Market Cap** 

**も**93br

### Sustainable Profitability

**Net Income** 

**114**bn

**NI** Growth

49%

Real Growth +12%

**Combined Ratio** 

98%

**ROAA\*\*** 

15%

#### **Robust Investment Results**

AuM\*

**も**76bn

**AuM Growth** 

52%

Real Growth +14%

**AuM Yield** 

42%

ROAE\*\*\*

55%



Mobile App Users



Bank Branches +4.900



PTT Branches +3,500



Agencies +3,800



Customers 6 mn



ontracted Prov +5,600



**Employe** +1,500



JCR Governance Rating 9.65/10



Source: This dataset combines 9M25 financials of Türkiye Sigorta

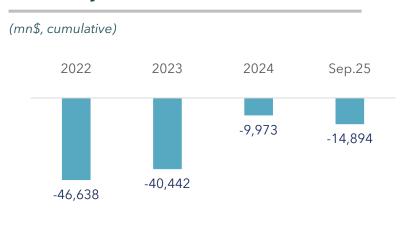
- \* AuM: Asset under management, excluding arbitrage
- \*\* ROAA: Adjusted annualized net income/average of current assets and previous year-end assets
- \*\*\* ROAE: Adjusted annuallized net income/average of current equity and previous year-end equity

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# 2 - Why Invest in Türkiye

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#### **Recovery in Current Account Deficit**



#### **Decreasing Trend in Inflation**



#### Improvement in the CDS Premiums



Türkiye is a large, underpenetrated market poised for long-term growth.

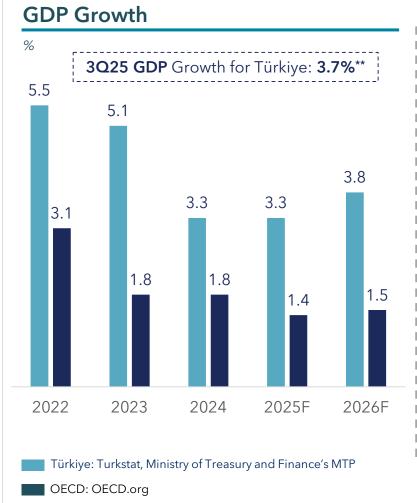
- ✓ The decline in energy prices and strong tourism revenues support a lasting improvement in the current account balance, helping to contain inflation while enhancing the sustainability of the trade balance.
- ✓ In addition, Türkiye's sovereign CDS spreads have entered a downward trend, reflecting improved investor confidence and a gradual reduction in perceived macroeconomic risk.

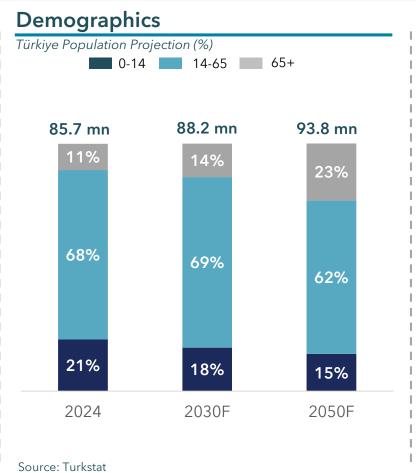
Source: CBRT, Turkstat

<sup>\*</sup> Max expectation of CBRT for 2025YE

### Türkiye's Macroeconomic Outlook (2/2)

Türkiye: The Fastest-Growing Economy with 4.9% Growth In The Last Decade\*





- Large domestic market and strong population structure accelerate economic development with robust demand and growth dynamics.
- Larger young population, offering a major untapped opportunity.

<sup>\*</sup> OECD Economic Surveys: Türkiye 2025, the percentage is average annual growth rate of past decade

<sup>\*\*</sup> Source: Turkstat

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## 3 Why Invest in Türkiye Sigorta

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### Türkiye's Leading Non-Life Insurance Company

- High growth potential in a low-penetration market
- 2 Strong distribution network and disciplined technical profitability
- Sustainable earnings growth backed by robust returns
- 4 Resilient to macro volatility thanks to the defensive business model
- 5 Solid cash flow supporting attractive dividend potential
- 6 ESG-driven management creating long-term value

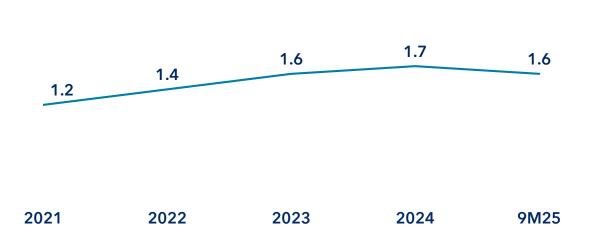
- ✓ As the undisputed market leader with a unique distribution channel and superior profitability, Türkiye Sigorta is the best-positioned player to capture this growth.
- ✓ Our disciplined underwriting, robust capital strategy, and digital leadership will drive sustainable value for shareholders.

### **Underpenetrated Market with High Growth Potential**

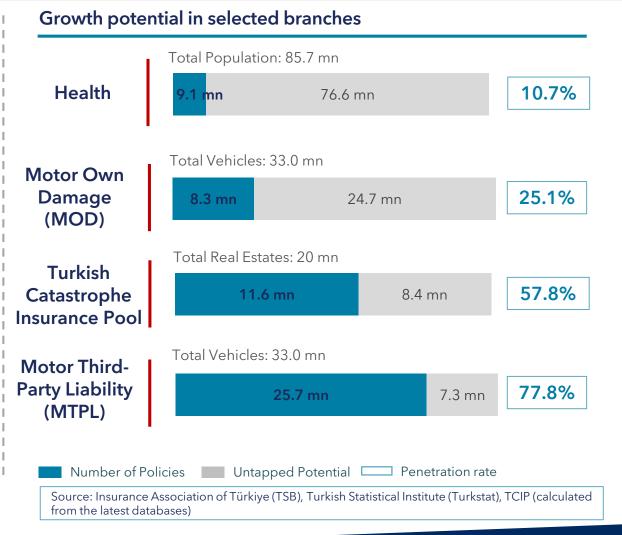
Turkish insurance sector is underpenetrated and holds significant growth potential compared to international insurance firms







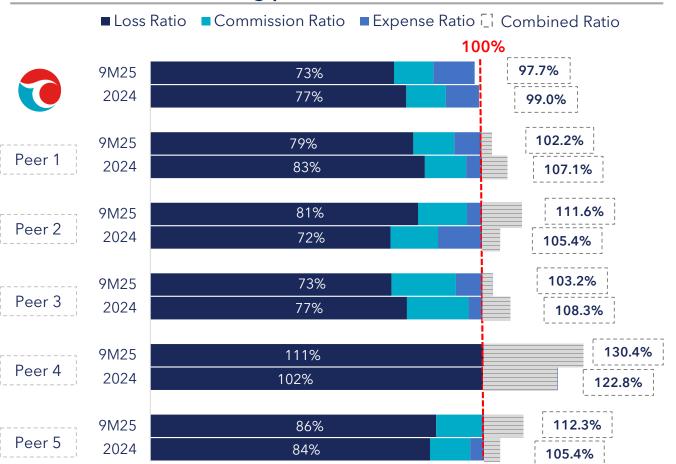
<sup>\*</sup> Swiss Re Institute Sigma no3/2024 Report



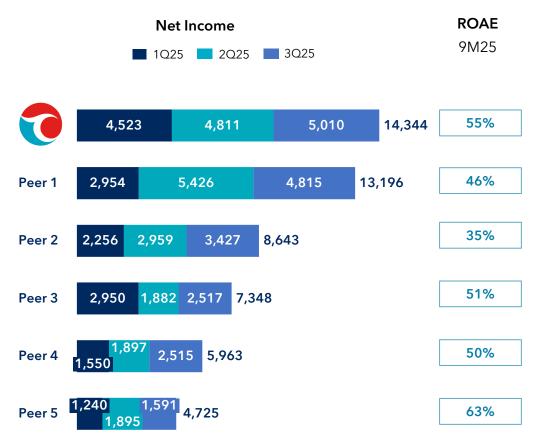
<sup>\*\*</sup> Calculated with TSB and Turkstat metrics for non-life insurance sector

### **Growing Turkish Non-Life Insurance Market**

#### Sustainable underwriting performance



#### Attractive returns



Türkiye Sigorta is **the market leader** in sustainable profitability through **disciplined cost management** and **strong underlying fundamentals** compared to peers

Türkiye Sigorta generates attractive returns and profitability compared to other non-life insurance firms in Türkiye

Source: TSB, Combined ratios were calculated using figures that were published by TSB



### Competitive Advantages Analysis: Why Türkiye Sigorta Outperforms

Our combined ratio advantage is **structural**, **not temporary**Our **portfolio composition** insulates us from macro tariff pressures

Ranking	Firm	GWP	Market Share	Net Income	ROAE	ROAA	Combined Ratio
1	TURKIYE SIGORTA	105,135	14%	14,344	55%	15%	98%
2	Allianz	78,558	11%	13,196	46%	14%	102%
3	Anadolu	67,918	9%	8,643	35%	11%	112%
4	Axa	58,979	8%	7,348	51%	11%	103%
5	HDI	36,802	5%	2,683	45%	8%	114%
6	Sompo	36,597	5%	4,725	63%	12%	112%
7	Ray	31,933	4%	3,167	71%	13%	104%
8	Quick	28,372	4%	5,963	50%	14%	130%
9	Aksigorta	23,625	3%	2,035	44%	10%	115%
10	Bupa	23,275	3%	3,300	51%	16%	113%
NC	ON-LIFE SECTOR	731,454	100%	88,296	48%	12%	111%

Source: TSB, combined ratios were calculated using figures that were published by TSB as of 9M25

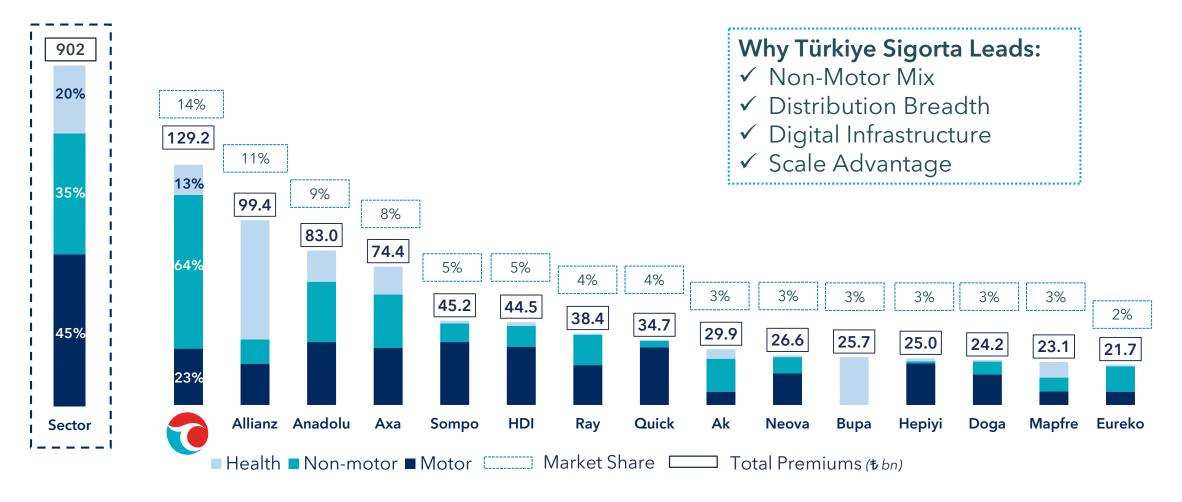


### Market Share: 11M25

There are 68 firms in insurance market: 45 non-life, 19 life/pension, and 4 reinsurance

Premiums in non-life insurance sector: \$902 bn (\$21 bn)

#1: Türkiye Sigorta; top 5: 48% of sector; top 10: 67% of sector



Source: TSB

### Sustainable Leadership

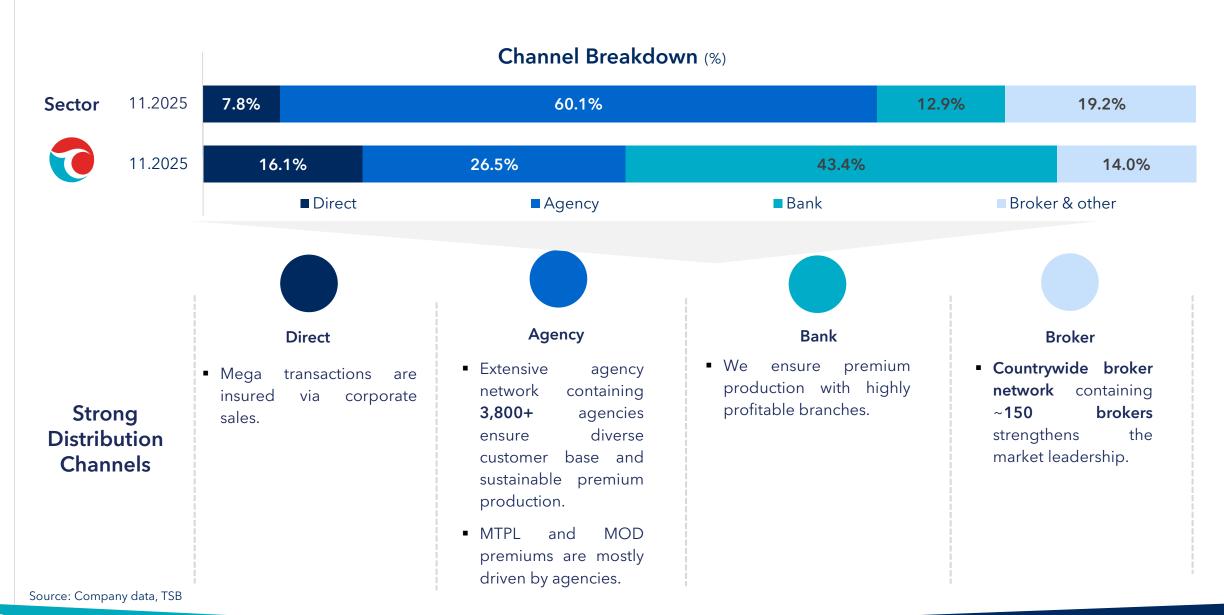
Outperforming combined ratio, sustaining market leadership, focusing on being available to maintain market efficiency

Main Segments				
	TOTAL			
	General Losses			
	Agriculture			
	Other			
Non-motor	Fire & Natural Disaster (F&ND)			
	Accident			
	Other			
	NON-MOTOR TOTAL			
	Motor own Damage (MOD)			
Motor	Motor Third Party Liabilities (MTPL)			
	MOTOR TOTAL			
Health	HEALTH TOTAL			

	as o	as of 0	9.2025			
GWP	GWP Share in ANAY Sector Market				Combin	ed Ratio
(もbn)	total	ΔΥοΥ	Ranking	Share	Sector	TS
129.2	100%	45%	<b>T</b>	14%	111%	98%
36.7	28%	55%	#1	40%	101%	97%
26.6	21%	62%	#1	62%	125%	113%
10.1	8%	38%	#1	20%		
31.3	24%	33%	#1	22%	83%	45%
5.2	4%	19%	#1	25%	63%	58%
9.5	7%	39%	#1	15%	92%	88%
82.8	64%	41%	#1	26%	87%	68%
14.9	12%	46%	#2	12%	104%	86%
15.3	12%	19%	#8	6%	139%	157%
30.3	23%	31%	#5	8%	126%	119%
16.2	13%	109%	#4	9%	98%	108%

Source: Company data, TSB

### **Unique Distribution Model**

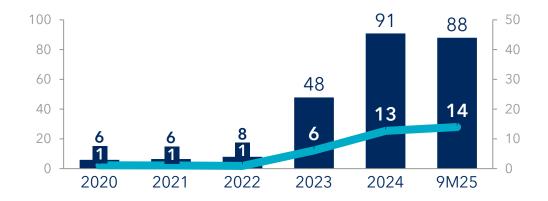


### **Annual Track Record**

#### **GWP Production** (# bn)

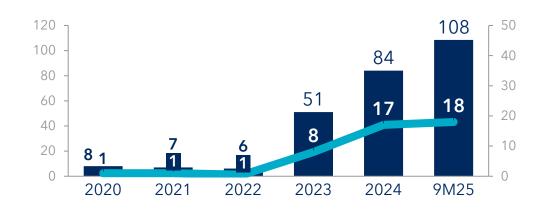


#### Net Income (₺ bn)

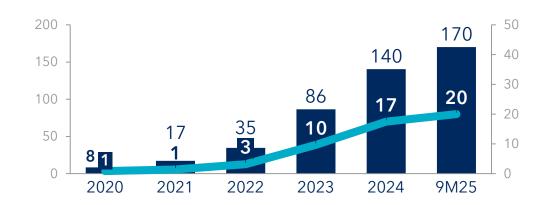


Source: Company data and TSB

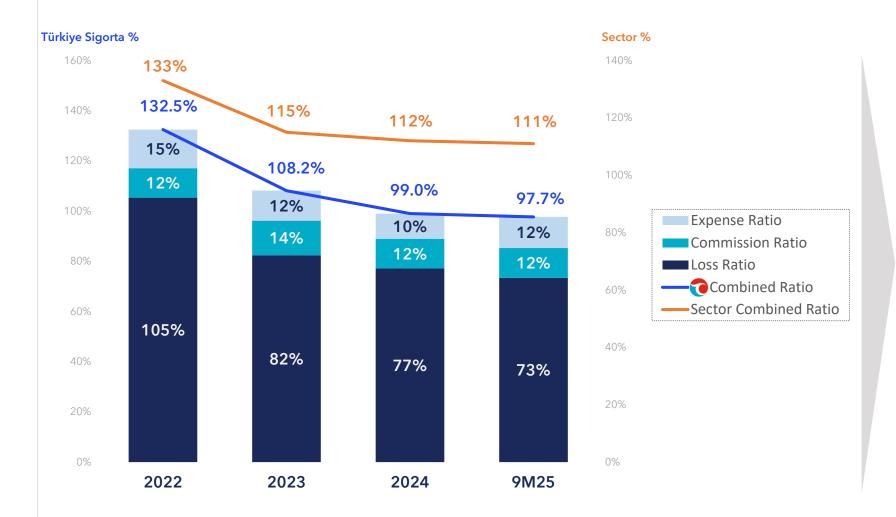
#### **Technical Profit** (₱ bn)



#### Investment Income (# bn)



### Türkiye Sigorta's Combined Ratio Track Record



- ✓ Balanced and effective portfolio management has been a key contributing factor.
- ✓ Reinsurance capacity, efficient claims managemet, risk diversification, and improving penetration are the main supporters of underwriting performance.

Source: Company data and TSB

### Türkiye Sigorta's Sustainable Profitability Performance

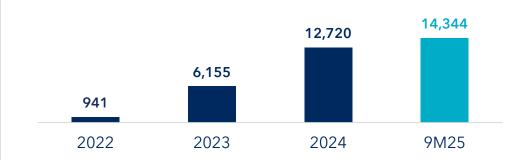
#### **Technically Profitable in All Main Segments**

Technical Profit by Main Segments (₺ mn, cumulative)



### **Record Profitability in Sustainable Manner**

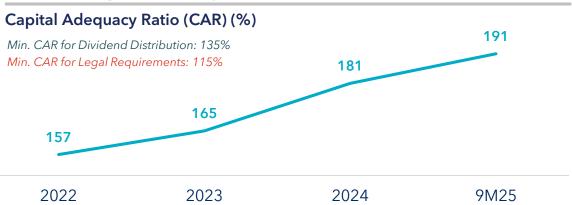
Net Income (₺ mn)



#### **Attractive Returns on Equity**

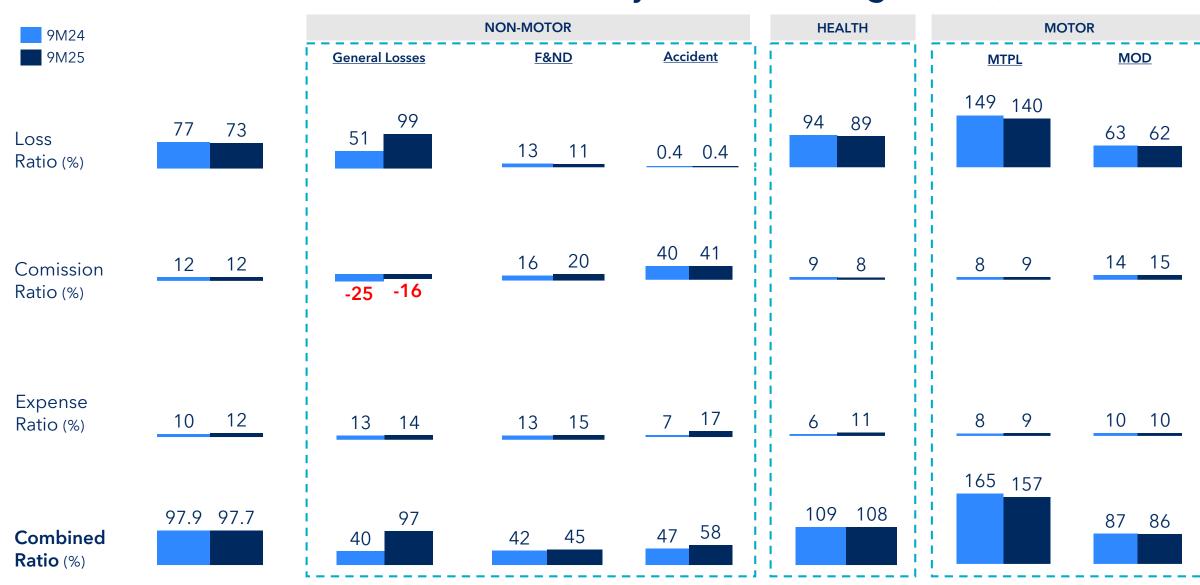


#### **Robust Capital Strength**



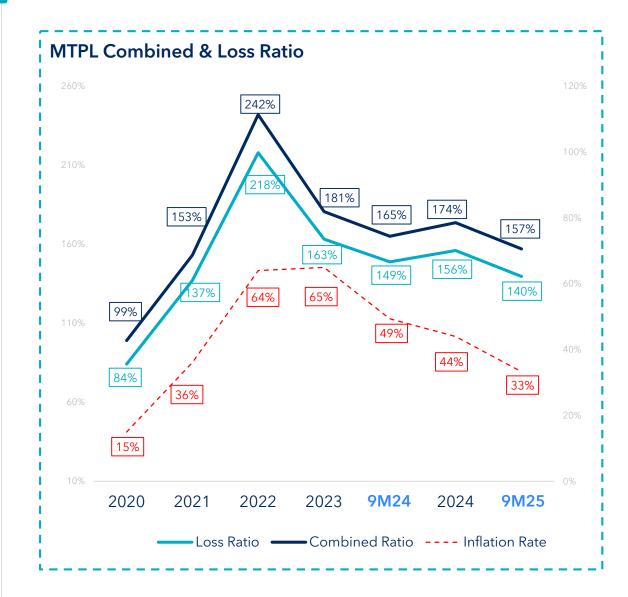
### Balance Between Caution and Profitability in Underwriting (9M25)

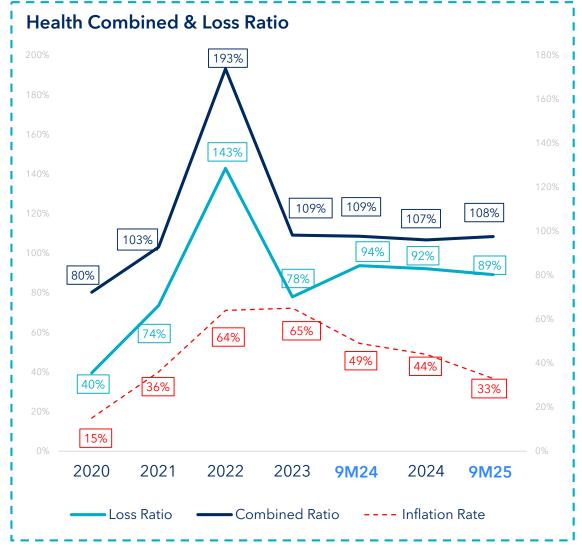




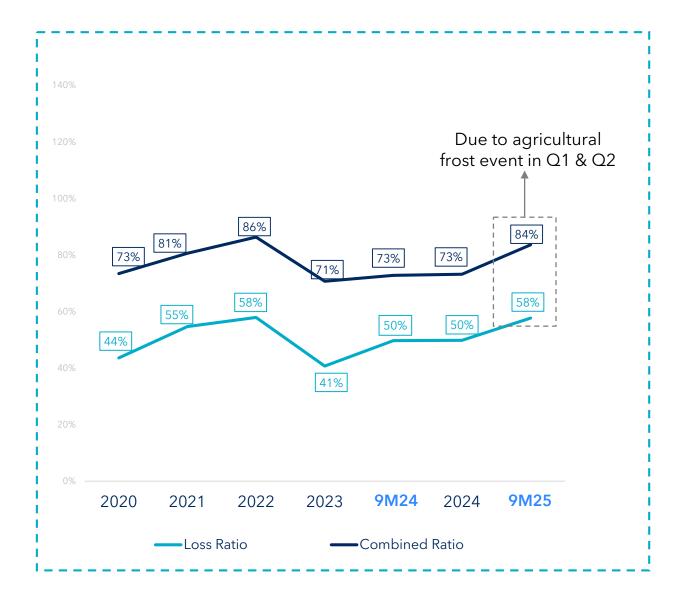
Source: Company data

### **Track Record: MTPL & Health Combined Ratio**



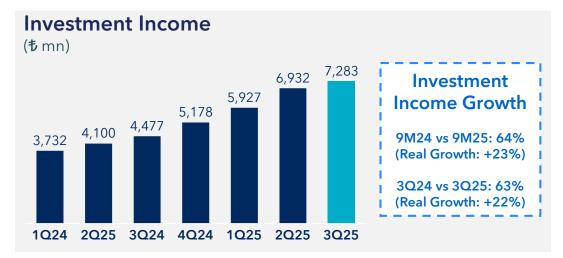


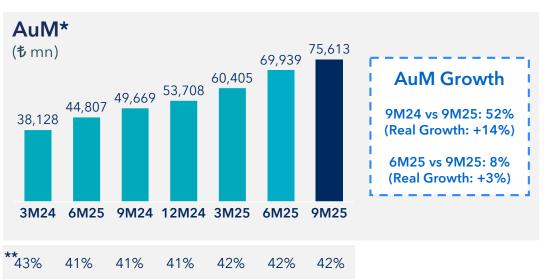
### **Track Record: Exluding MTPL Combined Ratio**

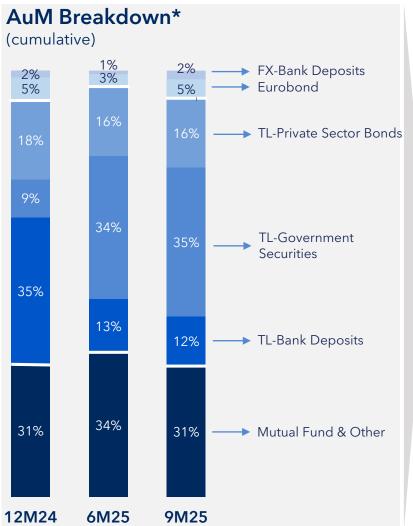


- Ex-traffic combined ratio comfortably below 100%,
- Demonstrates strong, disciplined underwriting across non-motor lines,
- Resilient technical profitability, providing a buffer against motor line volatility,
- Supports sustainable value creation and robust capital generation over the cycle.

We optimized returns while managing risks through real-time portfolio adjustments





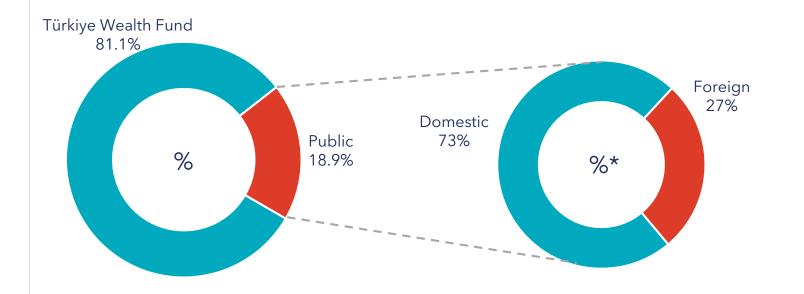


- Portfolio size exluding arbitrage increased by
   52% yoy in 9M25
- Agile portfolio management ensuring a resilient return profile in each and every circumstances

<sup>\*</sup> Excluding arbitrage

<sup>\*\*</sup> AuM yield: calculated with year-end and existing period

### **Shareholding Structure**

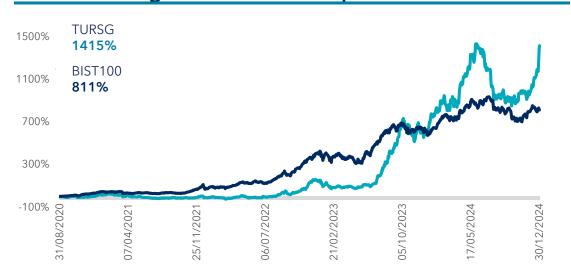


Shareholders	Share Amount ( <b>†</b> mn)	Share (%)
Türkiye Wealth Fund	8,110	81.10
Free Float	1,890	18.90
TOTAL	10,000	100

MARKET CAPITALIZATION**				
<b>*128B</b> (\$ 3.0 b)				
P/E				
7.35x				
P/BV				
3.08x				

<sup>\*</sup> MKK Central Securities Depository of Türkiye, as of 25.04.2025 \*\* As of 16.12.2025

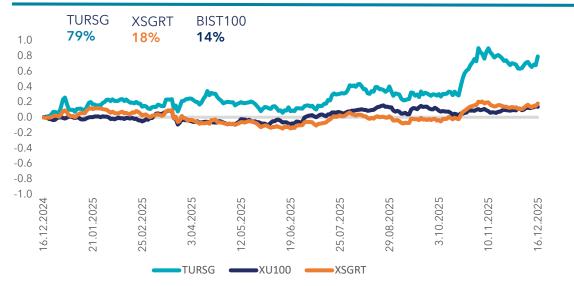
#### From the Merger to 2024YE: Outperforms the BIST100



#### **Index Performance**

USD-based Return (yoy)	2022	2023	2024	9M25
TURSG	92.0%	107.6%	65.2%	25.4%
BIST100 Source: Matriks	111.5%	-13.5%	9.9%	-6.4%

#### 2025 YoY: Outperforms both BIST100 and sector indices



#### Regular Dividend Distribution Since Merger

TURSG has been entitled to be included in the Borsa İstanbul (BIST) Dividend Index by regularly **distributing dividends** since the merger.

The Latest Dividend: TRY 2 Billion in August, 2025

**TURSG** is included in **BIST Sustainability** index and reserve in **BIST Sustainability 25** index shares list.

### **Board of Directors and Governance**

#### **Board of Directors**

Mem	ber	Duty	Experience	Since
	Aziz Murat Uluğ	Chairman (Non-Executive)	30+ years	31/03/2021
	Taha Çakmak	Vice Chairman (Executive)	20+ years	03/08/2023
	Bilal Bedir	Board Member (Non-Executive)	15+ years	06/06/2024
	Mahmut Kaçar	Board Member (Non-Executive)	25+ years	25/04/2025
	Ayşe Türkmenoğlu	Independent Member (Non-Executive)	25+ years	06/06/2024
	Prof. Murat Akbalık	Independent Member (Non-Executive)	30+ years	02/06/2020
	Yavuz Kaynarca	Independent Member (Non-Executive)	35+ years	25/04/2025

### **Key Governance Highlights**

**Board Composition** 

**Board Committees** 

7 Members **Audit Committee** 

3 members 2/3 independent

43%

Independent members

**Risk Committee** 

3 members 1/3 independent

86%

Gov.&Sust. Committee

3 members 1/3 independent

Non-executive members

IT Committee

91%

3 members 1/3 non-executive

Attendance rate in 2024

### **Senior Management**



**Melike Nur Çınar**EVP - Actuary

 15+ years experience in insurance



**Çağrı Akpınar**EVP - Technic

 15+ years experience in insurance



**Dr. Doğan Başar** EVP - HR, Strategy

20+ years experience in finance

 Former General Manager of HR at CBRT



Mahmut Subutay Çelik Head of Internal Systems

 25+ years experience in banking



**Taha Çakmak** Vice Chairman and CEO

- 20+ years experience in finance
- Former Deputy Governor of Central Bank of Republic of Türkiye (CBRT)



**M. Turgay Özata** EVP - Agency

25+ years experience in insurance



**Çiğdem Kılıç** EVP - IT

 25+ years experience in information technologies



**Kürşat Pedis** EVP - Claims

 20+ years experience in non-auto insurance operations



**Gürol Sami Özer** EVP - Treasury and Pension Operations

 25+ years experience in treasury



**Murat Süzer** EVP - Financial Management

 15+ years experience in financial services



**Tuba Buldu** EVP - Health Insurance

 25+ years experience in insurance



**Ersener San**EVP Bancassurance

15+ years experience in finance

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### **ESG Initiatives Driving Operational Efficiency & Financial Returns**

ESG Initiative	Financial Impact	Metric		
<ul><li>Al-Powered claims (Bilge)</li></ul>	Faster processing	Expense ratio reduction		
<ul> <li>Digital distribution</li> </ul>	Lower customer acquisition cost	> CAC reduction		
■ ESG theme	ESG investor access	Potential valuation premium		
<ul> <li>Climate risk modeling</li> </ul>	Improved underwriting precision	Property loss ratio improvement		
<ul> <li>Paperless process (Saha360)</li> </ul>	Operational efficiency	Admin cost reduction		

**ESG** is not just compliance – it creates **actionable business value**. Our S&P ESG rating (only insurer in Türkiye) opens access to ESG-focused institutional capital.

### **ESG Performance Indicators**

Environmental Indicators (tCO2e)	2023	2024	Evaluation
Total Emissions (Scope 1+2+3)*	3,336	6,851	1
Total Emissions (Scope 1+2)	1,666	1,615	1
Emission Intensity (tCO <sub>2</sub> e/employee)	1.06	1.03	1

Training Programs (person*hour)	2023	2024	Evaluation
Personal Development Training	1,266	3,371	1
Sustainability Training	72	1,218	1
Total	42,635	52,054	1

Social Indicators	2023	2024	Evaluation
Women Employee Rate (%)	52.6	54	1
Employee Turnover (%) **	17.2	24	<b>↓</b>
Employee Costs as % of Revenues (%)	2.6	2.7	1
Diversity Policy	~	~	

Governance Indicators	2023	2024	Evaluation
Women in Board of Directors (%)	0	14	1
Average Board Tenure (year)	2.1	2.4	1
Number of Board Members	5	7	
Board Members Independence (%)	20	43	1

<sup>\*</sup>Since financed emissions (Scope 3 Category 15) were calculated for the first time for the 2024 calendar year, an increase in the reported value has been observed \*\*The increase is driven by field initiatives to enhance customer effectiveness, as well as practices focused on efficiency and organizational agility

### Türkiye Sigorta Indices & Ratings









INDICES/ESG RATINGS	ESG RATING	S&P CORPORATE SUSTAINABILITY ASSESSMENT	FTSE4GOOD	SUSTAINALYTICS ESG RISK
SCORING RANGE	0-100	0-100	0-5	0-40+
SCORE	75*	42	2.6	29.9**

Corporate Governance Rating	14.07.2021	12.01.2022	25.10.2022	10.10.2023	09.10.2024	31.12.2024
Shareholders	95.93	93.85	94.68	94.68	95.59	96.63
Public Disclosure & Transparency	94.60	95.34	98.82	98.82	99.29	98.50
Stakeholders	99.48	99.00	98.13	99.06	99.06	98.50
Board of Directors	88.32	89.75	91.44	92.89	93.68	94.14
Score	93.47	93.56	95.10	95.70	96.40	96.51

<sup>\*</sup>Score as of November 24, 2025

<sup>\*\*</sup>This metric falls within the "medium risk" range and, a lower value indicates a lower level of risk.

### Al Transformation of Key Proccesses in Türkiye Sigorta

#### **Al Assistant**



Al Assistant: BILGE

- User-friendly
- 24/7 uninterrupted and fast
- Simple, effortless, and innovative
- Dialogue-based experience with productive AI
- Continuously learning with Al

Responded to **12.8 Million** questions in 9M25

### Mobile App.



Mobile Application
Agility & automation

Monthly active
1.1M
users

Daily
212K
active users

7.9M users

825K

Insurance transactions completed in 9M25

### Strategy and Capabilities



#### **Innovative Systems**

#### **Al Cube - Corporate Efficiency**

Platform Corporate productivity platform integrated with smart assistant sand Alpowered decision mechanisms

#### **ERP SAP Transformation**

All operational processes are visible on a single screen, enabling healthier and faster decision-making.

#### Claims File Tracking with WhatsApp

More effective, faster, and transparent management of claims processes

### **3Q25** Key Takeaways

1

### **Record Profitability Sustained**

- **Net income 3Q25: \$5 bn** with a **63%** yoy increase (real growth: +22%) (consensus: **\$4.8 bn**)
- Net income 9M25: **14.3** bn with a 49% yoy increase (real growth: +12%)
- Combined Ratio: 98% (consensus: 100%)

Dual Success in Investment and Actuarial Performance

- AuM: **176** bn (excl. arbitrage), **52%** yoy increase (real growth: +14%) with a yield of **42%**
- Combined ratio: 98% (<100%) and excl. MTPL combined ratio: 84%
- Adverse impact from discount rate changes: ₺421 mn on 3Q25 net income level

5

### **Digital & Efficiency Leadership**

- Enhanced Bilge Al assistant
- Internal AI Cube
- Saha 360 application
- Stevie IBA, Brandon Hall Excellents, Smart-i Awards and many more

2

### **Strong Growth & Market Leadership**

- #1 in Premium Production: \$105 bn with 45% you increase (real growth: +9%), surpassed 2024
- #1 in Market Share: 14% (as of 9M25)
- Widened the lead over the #2 player to **£27 bn** (as of 9M25)

4

### **Robust Capital & Reinsurance Backbone**

- CAR well above min. requirements with 191% as of 9M25
- ROAE: 55% as of 9M25
- Equity reached **\*42 bn** as of 9M25 with a **73%** yoy increase (real growth: +30%)
- Assets size reached **\$152 bn** as of 9M25 with a **72%** yoy increase (real growth: +29%)

6

### **Social Impact & Governance**

- Installment campaigns
- Internationals Insurance Summit and Resilience Conference
- The only S&P ESG rated insurance firm in Türkiye
- Included in BIST Sustainability; reserve in BIST Sustainability 25
- The only non-life insurer in the BIST Dividend 25

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### **Income Statement**

Income Statement (もmn)	2023	2024	9M24	9M25	YoY
Gross Written Premiums	59,518	101,366	72,580	105,135	45%
- Premiums Transferred to the Reinsurer	-24,573	-52,177	-38,384	-53,156	38%
- Other	-1,145	-1,019	-755	-905	20%
- Unearned Premiums Provision	-12,944	-6,319	-3,067	-7,999	161%
- Unexpired Risk Reserves	-599	466	515	258	-50%
= Earned Premiums	20,258	42,317	30,890	43,333	40%
+ Invest. Inc. From Non-Technical Division	9,198	16,371	11,496	15,484	35%
+ Other Income	395	773	587	1,377	135%
= Technical Income	29,850	59,460	42,972	60,194	40%
- Technical Expenses	-21,945	-42,201	-30,478	-42,535	40%
- Incurred Losses	-16,700	-32,626	-23,672	-31,813	34%
- Gross Claims Paid	-23,196	-33,089	-21,767	-39,833	83%
+ Reinsurer's Share of Claims Paid	13,190	8,535	5,541	13,248	139%
- Provision For Outstanding Claims	-6,693	-8,072	-7,445	-5,228	-30%
- Operational Costs	-5,209	-9,264	-6,568	-10,520	60%
- Commission Costs	-5,509	-10,800	-7,783	-11,713	50%
+ Comission Income	2,719	5,762	4,185	6,571	57%
- Staff Costs	-1,542	-2,746	-1,941	-3,251	67%
- Management Costs	-180	-240	-148	-294	98%
- Advertising and Marketing Costs	-113	-144	-93	-262	181%
- Other	-585	-1,096	-786	-1,571	100%
- Other Expense	-36	-311	-239	-202	-15%
= Technical Profit/Loss	7,905	17,260	12,495	17,659	41%
+ Net Investment Income <sup>1</sup>	507	1,116	813	4,658	473%
+ Investment Income	14,722	23,520	17,575	25,865	47%
- Investment Expenses	-14,215	-22,404	-16,762	-21,207	27%
- Other	-758	-1,754	-867	-2,872	231%
- Tax	-1,499	-3,901	-2,801	-5,101	82%
Net Income	6,155	12,720	9,640	14,344	49%

<sup>(1)</sup> Exluding investment income transferred to technical division



### **Balance Sheet & Key Ratios**

Summary Balance Sheet (もmn)	2023	2024	9M24	9M25	YoY
Cash and Cash Equivalents	31,547	25,228	24,525	13,513	-37%
Banks	27,744	20,602	20,219	8,576	-52%
Financial Assets	21,924	34,327	30,960	83,677	157%
Receivables from Main Operations	11,330	19,005	18,445	33,622	67%
Tangible and Intengible Assets	1,536	1,995	1,575	2,151	39%
Other Assets	10,991	15,976	13,318	19,432	58%
Total Assets	77,328	96,531	88,823	152,395	73%
Financial Liabilities	18,417	1,234	1,524	16,736	193%
Payables from Main Operations	3,973	8,205	10,663	20,002	56%
Technical Provisions	35,234	49,467	45,496	62,671	50%
Other Liabilities	4,278	8,901	7,066	11,385	68%
Total Liabilities	61,902	67,808	64,748	110,794	65%
Paid in Capital	1,161	5,000	5,000	5,000	331%
Capital and Profit Reserves	8,103	10,989	9,429	17,244	82%
Total Equity	15,426	28,723	24,075	41,602	98%
Ratios	2023	2024	9M24	9M25	
ROAA	12%	15%	15%	15%	
ROAE	56%	58%	65%	55%	
Retention Ratio	57%	48%	46%	49%	
Capital Adequacy Ratio	165%	181%		191%	
Combined Ratio	108%	99%	98%	98%	
Loss Ratio	82%	77%	77%	73%	
Commission Ratio	14%	12%	12%	12%	
Expense Ratio	12%	10%	10%	12%	



### **Appendix**

#### Quarterly GWP Production (\* mn)

#### **4Q24** 1Q25 2Q25 QoQ YoY **Premium Production** 3Q25 3Q24 General Losses -25% 92% 3,660 8,833 12,572 9,348 7,036 F&ND 6,149 5,721 10,259 8,017 7,781 -3% 27% Non-motor Accident 1,268 1,633 1,515 1,380 1,461 15% Other 1,226 1,758 3,289 -3% 97% 2,487 2,420 MTPL 4,314 4,094 3,280 3,525 5,188 47% 20% Motor MOD 3,200 3,378 24% 3,884 3,686 4,585 43% Health 2,354 3,368 6,603 2,835 3,984 41% 69% 22,170 28,786 41,402 31,277 32,456 **Total** 4% 46%

#### Cumulative GWP Production (\* mn)

9M24	2024	1Q25	1H25	9M25	YoY
18,982	27,815	12,572	21,921	28,957	53%
19,801	25,522	10,259	18,276	26,057	32%
3,543	5,176	1,515	2,894	4,355	23%
5,536	7,294	3,289	5,776	8,196	48%
10,577	14,671	3,280	6,805	11,993	13%
8,091	11,468	3,884	7,570	12,154	50%
6,051	9,419	6,603	9,438	13,422	122%
72,580	101,366	41,402	72,679	105,135	45%

### **Appendix**

### Quarterly Technical Profit (\* mn)

#### **Technical Profit 4Q24** 1Q25 2Q25 3Q25 QoQ YoY 3Q24 **General Losses** 387 -13% -72% 611 711 122 107 F&ND 2,385 2,335 -5% 19% 1,713 2,991 2,832 Non-motor Accident 1,405 1,680 1,172 1,484 1,485 0% 6% Other 277 245 216 210 22% -8% 255 MTPL -1,883 -2,153 -1,609 -442 -1,499 239% -20% Motor MOD 1,517 1,235 1,520 -10% 31% 2,205 1,983 Health 419 812 1,598 490 114 -77% -73% **Total** -25% 17% 4,507 4,765 5,321 7,061 5,277

#### Cumulative Technical Profit (\* mn)

9M24	2024	1Q25	1H25	9M25	YoY
2,036	2,647	711	833	939	-54%
5,985	8,321	1,713	4,705	7,537	26%
3,746	5,426	1,172	2,656	4,142	11%
580	824	216	426	681	18%
-4,636	-6,789	-1,609	-2,051	-3,550	-23%
3,880	5,115	1,520	3,725	5,708	47%
904	1,716	1,598	2,088	2,203	144%
12,495	17,260	5,321	12,382	17,659	41%

### **Appendix**

					Expense Ratio (Cumulative)			<b>nission</b> Cumulative		1	bined I		
	Branches	9M24	2024	9M25	9M24	2024	9M25	9M24	2024	9M25	9M24	2024	9M25
	General Losses	51.2%	55.4%	99.0%	13.1%	15.6%	14.2%	-24.7%	-27.8%	-16.1%	39.7%	43.1%	97.1%
Non-motor	F&ND	13.1%	12.3%	11.3%	13.2%	13.2%	14.5%	15.5%	16.1%	19.6%	41.9%	41.6%	45.4%
-	Accident	0.4%	0.6%	0.4%	6.9%	6.4%	17.1%	39.9%	40.0%	40.7%	47.2%	47.0%	58.1%
Motor	MTPL	148.9%	156.0%	139.6%	7.8%	9.2%	8.8%	8.4%	8.4%	8.7%	165.1%	173.7%	157.1%
	MOD	62.8%	63.4%	61.9%	9.5%	9.4%	9.5%	14.2%	14.4%	14.5%	86.5%	87.2%	85.9%
Health		93.7%	92.1%	89.2%	6.0%	5.7%	11.3%	8.9%	8.9%	7.9%	108.6%	106.7%	108.4%
	Total	76.6%	77.1%	73.4%	9.6%	10.0%	12.4%	11.6%	11.9%	11.9%	97.9%	99.0%	97.7%

### **Glossary**

AuM: Assets under management refers to the total market value of all financial assets that a financial institution manages and invests

**AuM Yield:** Anualised net investment income (included investment income transferred to technical division)/average AuM (calculated with current cumulative AuM and year-end AuM)

Combined Ratio: Sum of Loss, Expense and Comission ratios

ESG: Environmental, Social & Governance

F&ND: The fire and natural disasters insurance consists of two covers: residential and commercial. It covers risks that may arise due to fire or any natural disaster

**General Losses:** This is the main product for Türkiye Sigorta and it contains; agriculture, glass insurance, burglary insurance and engineering insurance such as machinery breakdown insurance, assembly, construction and electronic equipment insurance

Motor Own Damage (MOD): Insurance that covers losses that may occur as a result of an accident, fire, theft or attempted theft of a vehicle. This product is not mandatory

Motor Third Party Liabilities (MTPL): Mandatory type of insurance for motor vehicle owners designed to cover material and bodily damages caused to third parties (premium calculation: including contains green card and traffic insurance)

Other (in premium productions pages): Contains financial liability insurances (exp: hull, employer's liability, plane etc.)

Premium Production: Gross Written Premiums which means total premiums before being transferred to a reinsurer or other institution

Reinsurance: Insurance company purchasing reinsurance to safeguard itself from substantial claims made by its policyholder

**Retention Ratio:** Ratio showing what percentage of the total premium the company retains and does not reinsure

**ROAA:** Measures how efficiently a company generates profit using its assets (adjusted annualized net income/average of current assets and previous year-end assets)

**ROAE:** Measures how efficiently a company generates profit using its equity (adjusted annuallized net income/average of current equity and previous year-end equity)



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