

Investor Presentation

June 2024

Contact No
00902162809761

Email Address
investor.relations@aksigorta.com.tr

AKSigorta
Bambařka.



Table of contents

Introduction

Company overview

Business overview

Growth drivers

Financial overview

Appendix



- **#6 player** in the non-life insurance market with 5.3% share as of June 2024
- Esteemed Sabancı Holding – Ageas Collaboration: A Beacon of Trust, Global Expertise, and Decades of Insurance Mastery
- 60+ years experience in insurance industry
- **Has ~3,750 agencies;** 141 brokers and an exclusive agency agreement with Akbank, reaching 702 branches
- 28% of shares are listed with «AKGRT» ticker name on Istanbul Stock Exchange
- As of September 5th, 2024 Aksigorta MCap is 9.6bn TL (282m USD)
- Corporate Health is still at top levels for employer, employee and customer as NPS



Has 828 employees and ranks #1 in Aon Hewitt / Kincentric «Best Place to Work» in 2018, 2019, 2020, 2021, 2022 and 2023.



Aksigorta brand ranks #79 among top 100 brands of Turkey in 2023, in Brand Finance «Turkey 100 2023» research*

(*): <https://static.brandirectory.com/reports/brand-finance-turkey-100-2023-full-report.pdf>

Empowering the Future of Insurance: Aksigorta's Legacy & Innovation

AKSigorta

Bambaşka.

Leading the Next Wave in Insurance: Experience, Technology, and Growth



Esteemed Sabancı Holding – Ageas Collaboration: A Beacon of Trust, Global Expertise, and Decades of Insurance Mastery

- Powerful Sabancı Holding – Ageas Shareholder's Structure
- 2.3 Mn customers
- Global know-how
- 60+ years experience in insurance industry
- 28% of shares are listed with «AKGRT» ticker name on Istanbul Stock Exchange



Visionary Leadership & Dynamic Teamwork: The Heartbeat of Aksigorta's Success

- CEO Firat Kuruca with 19 years in the sector
- Long top-management tenure
- Agile and cross-functional teamwork across the company
- Flexibility in offices for hybrid work in different regions



Expansive Network & Strategic Alliances: Aksigorta's Unrivaled Reach and Expertise

- Has ~3,750 agencies; 141 brokers and an exclusive agency agreement with Akbank
- Exclusive partnership with Akbank (702 branches, expert call center, #1 in mobile banking)
- 10 regional offices with a strong, advisory sales team
- Strong reinsurance treaty led by leading global players



Leading-Edge Technological Integration: Redefining Insurance Excellence

- IT cost benchmark champion within the Ageas Group (close to 3 times lower, BCG IT Benchmark Analysis)
- Automated claims management enhanced with intelligent capabilities; studies launched for end-to-end digital servicing
- AI and ML technologies used in underwriting and pricing
- Revolutionizing market strategy with AI-driven customer segmentation, transforming data into personalized customer journeys at scale
- Robust core system improved by value added technologies
- Investments in CRM, APIs, analytics capabilities (85% of CAPEX is related with IT each year)
- Robot Transformation a first of its kind in the industry and Turkey, automating business processes (180+ as of 2023)



Financial Prowess & Market Dominance: Aksigorta's Ascending Trajectory in 2024

- Strong top-line and net profit growth
- As of June 2024, 6.0% of total AUM is green investment.
- #6 player in the non-life insurance market with 5.3% share as of June 2024
- High dividend yield (ranked #6 in dividend yield for 2018-2022 period in Borsa İstanbul), 70% pay-out ratio for the last 10 years.
- As of September 5th, 2024, Aksigorta MCap is 9,6bn TL (282m USD)

Table of contents

Introduction

Company overview

Business overview

Growth drivers

Financial overview

Appendix

60's

The first insurance agency

The first insurance policy



80's

Beginning of bancassurance



90's

Public offering of Aksigorta in 1994

Opening of the Fire and Earthquake Training Center

First website

First online policy in Turkey's bancassurance business

2000's

Opening of the Aksigorta Service Center

Awarded the certificate of authorization in the health branch

Transition to regional management

Selected as "Türkiye's Best Employer" for the fifth time

Merger between Sabancı Holding and Ageas in 2011

Established Medisa in 2022



Haluk Dinçer

Chairman of the Board (since 2011)

Currently presiding over Sabancı Holding's Financial Services Group, he has been an integral figure within the organization, holding pivotal leadership roles since 1995. Between 2011 and 2016, he notably led as the President of Sabancı Holding's Retail and Insurance Group.

Beyond his contributions to Sabancı Holding, Mr. Dinçer has made significant impacts on the broader business community. He honorably served as the President of the Turkish Industry & Business Association (TÜSİAD) and took the helm as Chairman of the Foreign Economic Relations Board (DEİK) Turkish-American Business Council from 2008 to 2014. His expertise and leadership are further recognized internationally, as he is a member of the Brookings International Advisory Council and serves on the Executive Committee for B20 Turkey.



Sitare Sezgin

Member of the Board (since 2024)

She is an esteemed professional renowned for her deep expertise in management consulting, strategic leadership, and corporate governance. Her journey began at leading consulting firms, Bain & Company and Boston Consulting Group, setting the stage for her impressive career. In 2004, she embarked on a pivotal role with the Sabancı Group, and by 2009, she was leading new product and channel development at Akbank, a key player in Turkey's banking sector. Her leadership extended to successfully managing companies within the Boyner Group from 2011 to 2018, before returning to the Sabancı Group as the founding CEO of AkÖde.

Her governance prowess is further evident through her board memberships at renowned organizations, including her influential role as CEO of Teknosa since September 2021. Committed to advancing gender equality in the business arena, she actively engages with several associations dedicated to this cause, underscoring her role as a trailblazer for inclusivity and diversity in corporate settings.



Karolien Gielen

Member of the Board (since 2022)

Karolien Gielen joined The Boston Consulting Group in 2007. She is a core member of BCG's Insurance practice, specializing in digital transformation and innovation, data analytics, and core insurance process optimization (underwriting and claims).

In 2012, on secondment, Karolien worked as an advisor for the Belgian Vice Prime Minister and helped to design the government strategy for second pillar pensions, as well as serving as a core advisor for the "state aide" financial files during the financial crises.



Ben Karel E. Coumans

Vice Chairman of the Board (since 2024)

He began his professional journey at Fortis Bank in 2000 as a Management Trainee, swiftly advancing to a Senior Analyst role in M&A at the Fortis Corporate Center by 2002. His expertise led him to become the Director of Strategy and Business Development at the Fortis Consumer Finance Group in 2006, followed by a pivotal role as Director of Development & Acquisitions for Fortis Retail Banking in 2007.

Transitioning into investment banking, he joined Leonardo & Co in 2008 as a Director, eventually becoming Managing Director, contributing significantly until the company's integration into Rothschild and Natixis. In 2014, his path led him to Ageas, where he has held several strategic roles, culminating as the Group Director of Strategy and M&A since 2021. Simultaneously, he has been serving as an Independent Board Director at VDK Bank since 2020, actively engaging in its Audit, Risk, and Strategic Committees.



Emmanuel Van Grimbergen

Member of the Board (since 2019)

He holds distinguished board memberships at Cardiff Lux Vie, East West Ageas Life (Philippines), and Intreas. Serving as the Group Risk Officer for Ageas SA/NV, he is an integral member of the Ageas Management Committee and previously helmed the CRO Forum as its Chairman.

His illustrious career spans an 18-year tenure with ING, where he made significant contributions within the Risk and Actuarial departments. His leadership led him to various senior management roles at ING Insurance Belgium and ING Central Europe. His expertise was further recognized when he was appointed Chief Actuary of ING South West Europe. In 2004, his trajectory took a turn towards an elevated role as Chief Insurance Risk Officer of ING Insurance Retail Banking. By 2007, he was positioned in Amsterdam, serving as the Chief Risk Officer of ING Central and Rest of Europe.



Burcu Civelek Yüce

Member of Board (since 2022)

She embarked on her journey with Akbank in 2006, ascending through pivotal roles such as Senior Vice President of Strategic Management, EVP of Human Resources and Strategy, and EVP of Strategy, Digital Banking, and Payment Systems. Since January 2022, her expertise has been channeled into her role as EVP of Consumer Banking and Digital Solutions. Before her tenure at Akbank, she honed her skills at prestigious international consulting and technology firms. An alumna of Boğaziçi University, she boasts a B.Sc. in Industrial Engineering and an MBA, with the distinction of graduating first in rank for both degrees. Further enhancing her academic credentials, she attended courses at the esteemed Harvard Business School and Koç University.

Her leadership and vision are also recognized through her roles as the Chairperson of AkÖde and as a Board Member of Akbank AG, Ak Investment, and Sabancı DX.

Board of directors (continued)



Fatma Dilek Yardım

Independent Member of the Board (since 2024)

With over 30 years of extensive experience in banking and financial services, she is a seasoned Senior Executive who has held the position of Country CEO at three international banks. Throughout her impressive career, she has demonstrated a consistent ability to deliver robust bottom-line results while adeptly managing growth and navigating change. Her professional journey is marked by her ability to thrive within complex matrix organizations, adapting swiftly to dynamic business landscapes and evolving regulatory frameworks.

Her strategic expertise encompasses Corporate Governance, Client Management, Corporate Finance, Enterprise Risk Management, and Compliance. Her leadership and strategic acumen have been pivotal in steering these organizations towards sustained growth and operational excellence.



Mustafa Fırat Kuruca

Member of the Board and General Manager (since 2024)

He graduated from the Department of Business Administration of the Faculty of Administrative Sciences at Boğaziçi University. He started his professional career at Unilever Türkiye in 1989 and has respectively held the positions of Management Accountant (Unilever Türkiye), Commercial Officer (Unilever Europe, Belgium), Purchasing Manager (Unilever Türkiye), Audit Director (Unilever Germany), and CEE Finance Director (Unilever Europe, Belgium). In 2004, he left his position at Unilever and returned to Türkiye to take on the role of Finance and Administrative Affairs Director at Koç Holding Setur Divan İşletmeleri. He joined AgeSA in 2005 as Assistant General Manager in charge of Finance. As of January 1, 2017, he has been serving as the CEO of AgeSA, and additionally, as of June 1, 2024, he has been serving as the General Manager and Board Member of Aksigorta.



Uğur Gülen

Independent Member of the Board (since 2024)

He commenced his distinguished career in 1991, acquiring invaluable experience across leading financial institutions including Interbank, Denizbank, Ak Internet, and MNG Bank. From 2004 to 2009, his expertise was further recognized as he assumed the role of Assistant General Manager at both AK Emeklilik A.Ş. and Avivasa Emeklilik ve Hayat A.Ş. He was CEO of Aksigorta until June 2024. He is also the president of Turkish Insurance Association.



Hüseyin Gürer

Independent Member of the Board (since 2021)

He embarked on his professional journey in 1986 with Deloitte. Broadening his horizons, he ventured to London between 1989 and 1990, serving as an independent auditor. Demonstrating leadership and expertise, he ascended to the role of CEO for Deloitte Turkey, a position he held with distinction from 2007 to 2016. In addition to his contributions at Deloitte, he holds a esteemed position as a Board Member of Eczacıbaşı Holding.

High-performance focused leadership team

Aksigorta leadership team's ultimate target and responsibility is to prepare for the future while succeeding today



Mustafa Fırat Kuruca **General Manager (since 2024)**

He graduated from the Department of Business Administration of the Faculty of Administrative Sciences at Boğaziçi University. He started his professional career at Unilever Türkiye in 1989 and has respectively held the positions of Management Accountant (Unilever Türkiye), Commercial Officer (Unilever Europe, Belgium), Purchasing Manager (Unilever Türkiye), Audit Director (Unilever Germany), and CEE Finance Director (Unilever Europe, Belgium). In 2004, he left his position at Unilever and returned to Türkiye to take on the role of Finance and Administrative Affairs Director at Koç Holding Setur Divan İşletmeleri. He joined AgeSA in 2005 as Assistant General Manager in charge of Finance. As of January 1, 2017, he has been serving as the CEO of AgeSA, and additionally, as of June 1, 2024, he has been serving as the General Manager and Board Member of Aksigorta.



Zeren Zeynep Eröktem Bal **Assistant GM – Finance (since 2023)**

Launching her career in 2005 within the realm of independent financial audit, she transitioned into transaction advisory services from 2007 to 2009. In 2010, she became an integral part of H.Ö. Sabancı Holding, first serving as a financial analyst and later elevating to the role of finance manager within the Retail and Insurance Group. Her journey led her to Aksigorta in January 2020, where she assumed the position of Financial Control Group Manager. By May 2023, her expertise and leadership were further recognized as she was appointed the Chief Financial Officer (CFO) of Aksigorta.



Osman Akkoca **Assistant GM – Agencies (since 2023)**

He embarked on his professional journey in 1999 as an Assistant Inspector at Sumerbank. His trajectory then led him to Avivasa, where he rendered his expertise as an Inspector from 2005 to 2007. Joining Aksigorta in 2007, he made significant contributions first as the Internal Control and Compliance Assistant Manager for three years. Subsequently, he held the positions of Risk Manager from 2010 to 2011 and Financial Control Manager from 2011 to 2017. He was the CFO of Aksigorta before his current role.



Soner Akkaya **Assistant GM – Claims and Legal (since 2017)**

He began his professional tenure as an auditor at Interbank, serving from 1998 to 2002. This was followed by a role as Assistant Manager at Tekfenbank between 2003 and 2005. He then transitioned to Sabancı Holding, where he held the position of Audit Manager from 2005 to 2011. Demonstrating expertise and leadership, he subsequently took on the role of Head of Internal Audit at Aksigorta, a position he held with distinction for six years, from 2011 to 2017.



Tolga Okan Tezbaşaran **Assistant GM – Retail Product, UW and Customer Management (since 2023)**

Before ascending to prominent roles as Regional Manager and Group Head at Yapı Kredi Insurance, he rendered his expertise as Regional Manager at both Yapı Kredi Pension and Halk Yaşam Insurance. In 2011, he joined the ranks of Zurich Insurance. Since then, he has distinguished himself as the Executive VP of the Individual and Small Business Segment Group and holds a seat on the Board.



Burak Yüzgöl **Assistant GM – Human Resources and Sustainability (since 2022)**

He initiated his professional journey at Eczacıbaşı Baxter in 2002. In 2007, he transitioned to the AgeSA family, where he navigated through various roles within the Human Resources Department, showcasing his expertise and leadership. His contributions were recognized with his appointment as the Assistant General Manager overseeing Human Resources on April 1, 2015. Additionally, he holds the distinction of being an AgeSA Executive Board member. Beyond his corporate responsibilities, he also lends his insights as a board member to various non-governmental organizations.

Management team (continued)

High-performance focused leadership team

Aksigorta leadership team's ultimate target and responsibility is to prepare for the future while succeeding today



Seydi Kaan Konak

Assistant GM – Technology and Operational Excellence AGM (since 2022)

He initiated his career journey at Zurich Insurance in 2007, serving as the Process and Project Management Assistant Manager. By 2014, he transitioned into the role of Project Manager, a position he held until 2015. That same year, he embarked on a new chapter at Aksigorta within the Technology, Digital, and Individual Technical function. His expertise was further recognized as he took on the role of Governance and Service Management Department Manager. Since 2021, he has been instrumental in driving Ageas IT Digital Transformation as its sponsor.



Deniz Ceylan

Assistan GM – Corporate UW and Reinsurance (since 2023)

He embarked on his professional journey with Sabancı Holding in 2008, stepping into the role of Risk Management Manager. In 2010, he transitioned to Aksigorta, serving as the Reinsurance Manager until 2016. His expertise then led him to Marsh McLennan from 2016 to 2022, where he held the position of Assistant General Manager, overseeing Placing and Strategy. Subsequently, he took on a pivotal role at Aksigorta as the Assistant General Manager, responsible for Reinsurance and Strategic Cooperations.



Selim Avşar

Assistant GM – Bank Insurance (since 2024)

He graduated from Istanbul University, Faculty of Economics, Department of Econometrics and received his master's degree from the same department. He started his career as Financial Advisor at Commercial Union in 1996 and served in various positions in sales management within the same company. In 2003, Avşar was appointed as Assistant General Manager in charge of Sales at AgeSA Hayat ve Emeklilik A.Ş. In 2007, he was appointed as Assistant General Manager in charge of Direct Sales and Agencies. Selim Avşar has served as Assistant General Manager in charge of AgeSA Bancassurance since October 1, 2017. At the same time, Selim Avşar has served as Assistant Manager in charge of Aksigorta Bancassurance since August 1, 2024. Avşar has 25 years of professional experience.



Mustafa Erdoğan

Director – Corporate Sales (since 2023)

He initiated his professional journey at Yapı Kredi Sigorta in 2001, marking the beginning of a distinguished career in the insurance industry. Advancing his expertise, he made a significant career move to Aksigorta in 2006, indicating a continuous trajectory of growth and development within the sector.



Elif Horasan

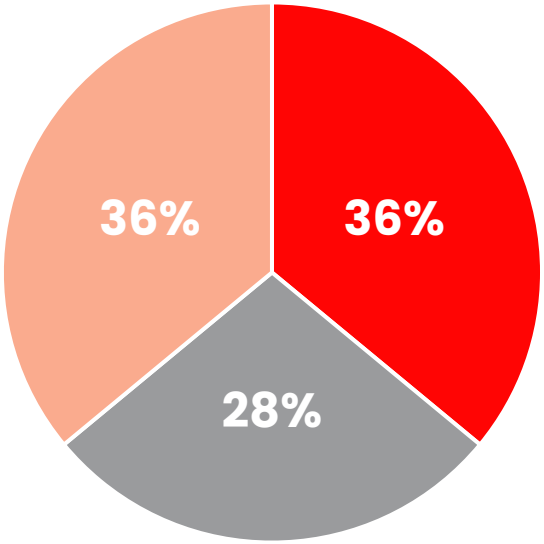
Director – Strategy and Change Management Director (since 2022)

She started her career by enrolling the management trainee program in Dogus Otomotiv in 2006 and worked as a product specialist in Volkswagen Passenger Cars. She continued her career in Deloitte, where she worked as 'Transaction Services Manager' in Corporate Finance division, and later joined Sabancı Holding as a Strategy Manager in Retail and Insurance Group. As of January 2017, she embarked on her journey with Aksigorta, and assumed several different roles such as 'Financial Controller Group Manager', 'Strategy and Digital Channels Group Manager' and subsequently the 'Head of Strategy and Retail Bancassurance'. She is a graduate from Istanbul University Business Administration Faculty, and holds an MBA degree from Frankfurt Goethe University.

Shareholder structure and commitment to minority shareholders

Shareholder Structure

Major shareholders (as of 30 September 2024)	Shares in TL	%
Hacı Ömer Sabancı Holding A.Ş.	580,320,000	36
Ageas Insurance International NV	580,320,000	36
Free Float	451,360,000	28
Total	1,612,000,000	100



■ Sabancı ■ Public float ■ Ageas

Our Pledge to Minority Shareholders

Our core ethos revolves around fostering unwavering trust and delivering sustained value to our minority shareholders. We achieve this through:

Unparalleled Transparency: Upholding an ethos of openness in all our communications.

Data Accessibility: Ensuring stakeholders have unfettered access to pivotal data.

Swift Engagement: Committing to rapid response times for all inquiries

Engagement Channels for Continuous Communication:

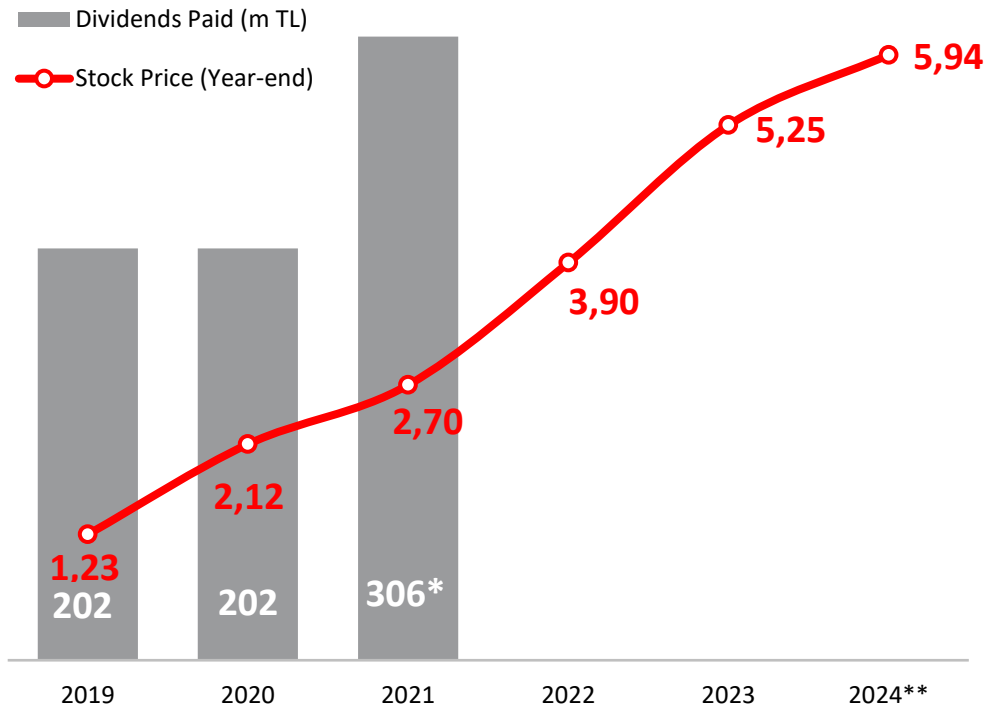
- **Quarterly Updates:** Regular [Earnings calls](#) to provide financial insights and outlook.
- **Digital Resource:** Our official platform, www.aksigorta.com.tr, is a comprehensive resource for stakeholders.
- **Direct Communication:** For specific inquiries, reach out to investor.relations@aksigorta.com.tr.
- **Investor Briefings:** Engage in our periodic roadshows for strategic updates and vision.
- **Tailored Discussions:** Opt for 1-on-1 sessions for personalized engagements and deep dives.
- **Public Disclosures:** Stay abreast of crucial announcements via our dedicated disclosure platform.

At the heart of our operations is our commitment to your trust and confidence.

Dividend, buybacks and M&A history

Dividend history

Stock Price CAGR ('19-'23)
44%



(*): Total dividend payment in 2021 was 306m TL; paid with two installments 202m TL in Mar.22 and 104m TL in Sep.22.

(**): As of September 5, 2024.

Buybacks and M&A History

- In 2011, Ageas acquired 30.99% stake in Aksigorta from Sabancı Holding, amounting to USD 220 million.
- Subsequently, between November 2011 and November 2012, both Sabancı Holding and Ageas strategically bolstered their positions, each amplifying their shareholdings by 5.00% through a concerted share buyback program.

m TL	2019	2020	2021	2022	2023	2024**
Mcap	1.551	2.662	2.151	4.514	8.463	9.575
P/E	4,2	6,2	6,8	n/a	8,5	7,9
P/B	1,7	2,4	2,1	2,3	3,1	2,5
DPS	1	1	1	-	-	-

Table of contents

Introduction

Company overview

Business overview

Growth drivers

Financial overview

Appendix



EVOLVING CUSTOMER NEEDS



Hyper-personalization
Embedded insurance
Digital experience
Modular products

PREVAILING TECHNOLOGY



Generative AI
Digitalization
Information security and
cyber risks
Increasing data usage

DELIVERING SOCIETAL VALUE

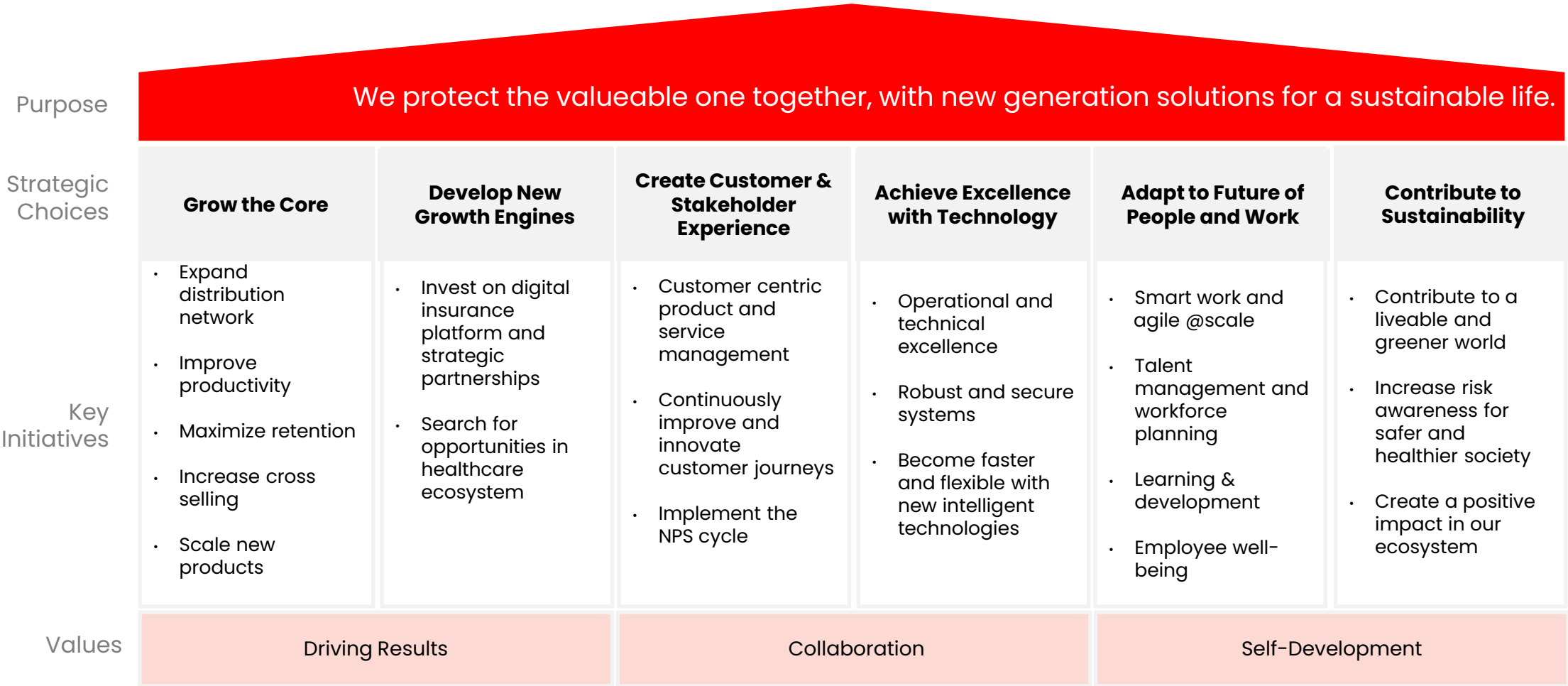


Global protection gaps
Climate change
Sustainability
Aging and Wellbeing
Wealth inequality

CHANGING MACROECONOMIC CONDITIONS

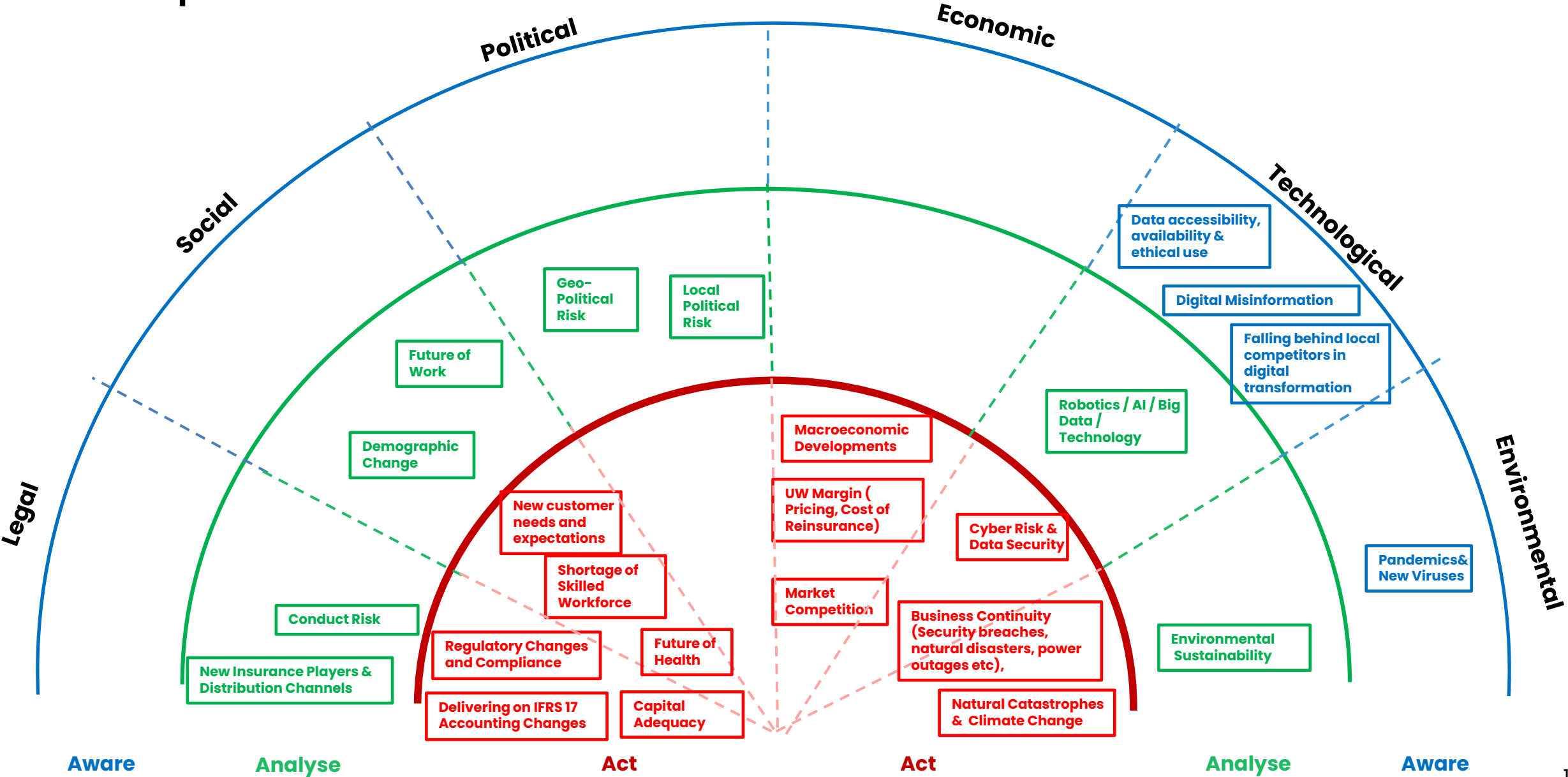


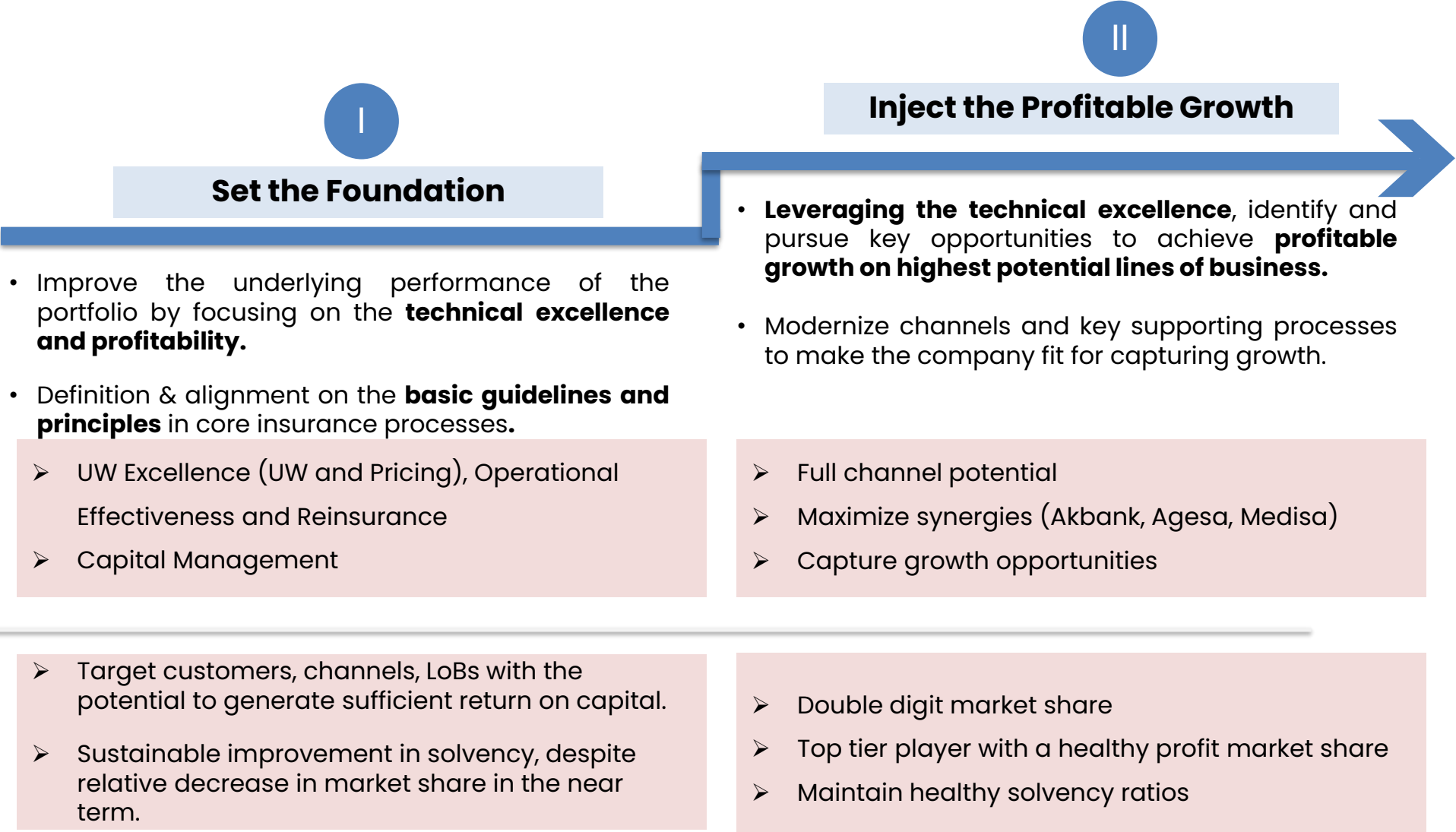
High interest and inflation
rates
Risks to global trade
Recovering growth rates
Financially stressed
consumers

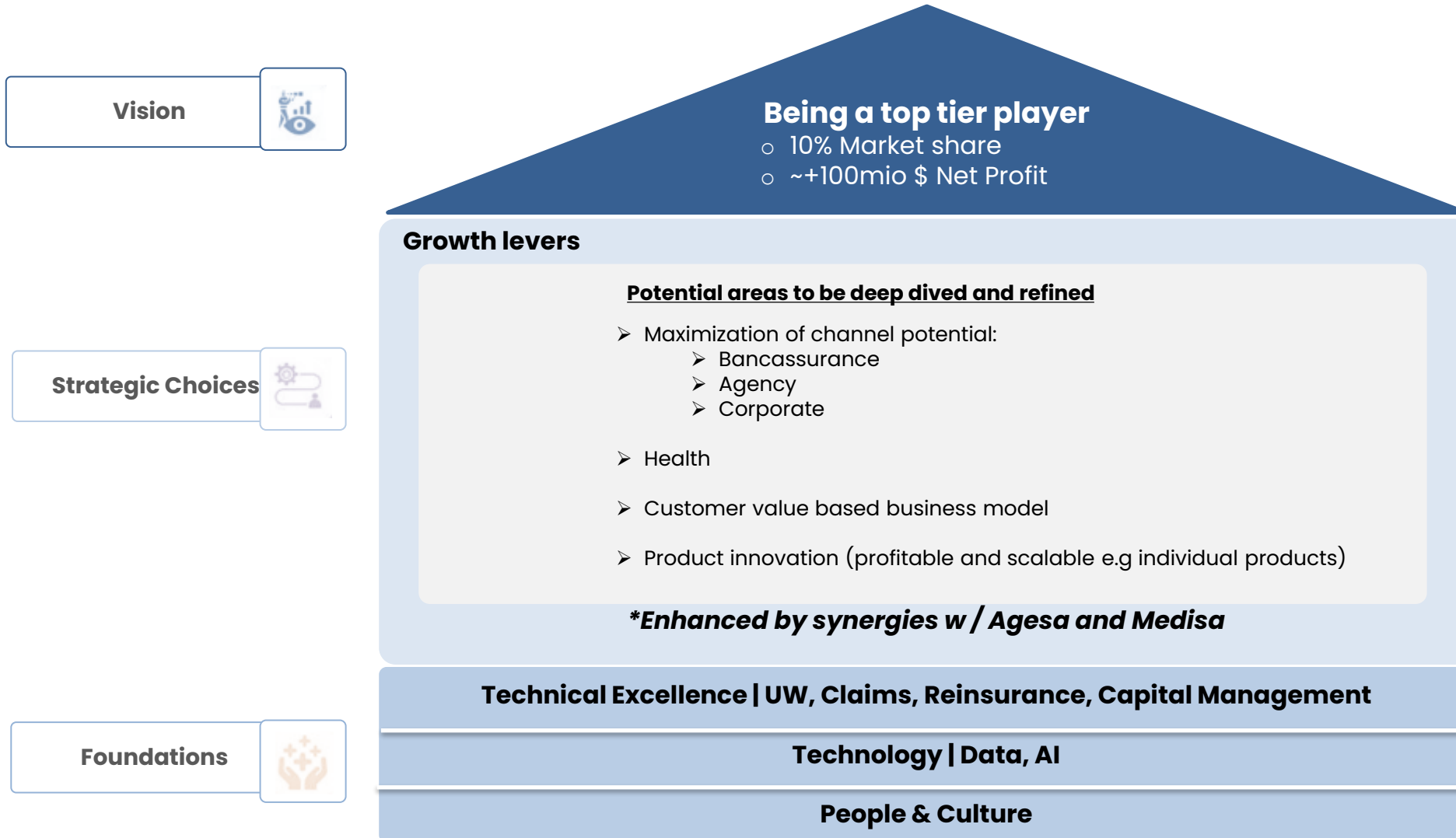


Business model and growth strategy

... and a risk spectrum that we need to take action on



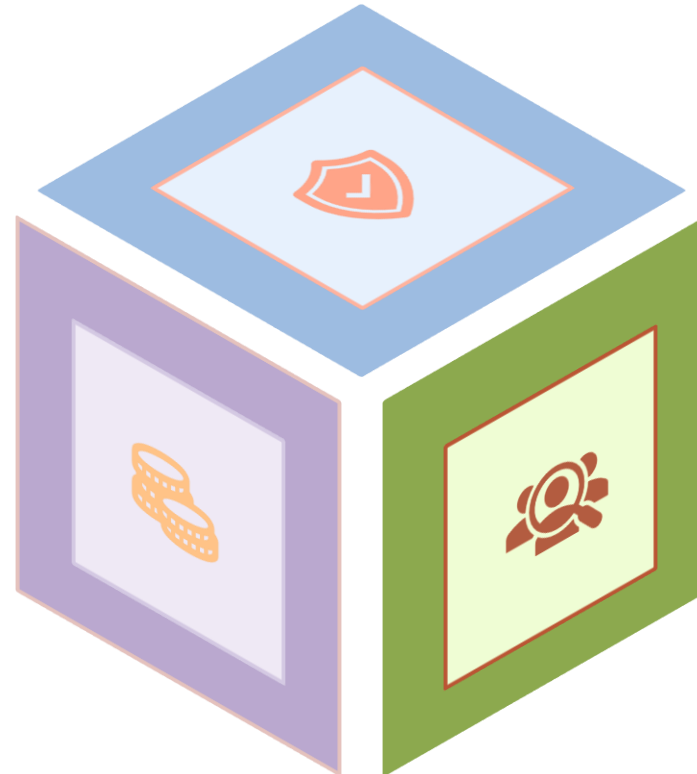




- We will decide on where to grow based on three dimensions:

Market Potential

- Market potential is assessed by size, growth potential and profitability of line of businesses.
- Most profitable products with highest growth is defined as "sweet spots" and profitable products with yet relatively lower growth is defined as "deep dive areas".



Return on Target Capital

- Target line of businesses and customers with sufficient return on capital.

Customer

- Consider total customer value rather than pure technical profitability of a single product / LoB.

Business model and growth strategy

Our Purpose	For a sustainable life, with new generation solutions; we protect the valuable one together.				
Our Strategic Choices	Establish a customer value based business model	Revisit corporate UW in a tightened reinsurance market	Enhance distribution channel potential	Accelerate 'profitable growth' in selected lines which contribute to CAR	Develop new growth engines
How will we do it?	<p>Total customer value rather than pure technical profitability for a single product</p> <p>Identify valuable customers and create a business model to attract, develop and retain them</p>	<p>Optimize the reinsurance structure and establish a flexible framework</p>	<p>Diversify sales service model based on customer and agency segmentation</p> <p>Focus on automotive agencies</p> <p>Untap bancassurance potential</p> <p>Further invest in digital and analytical capabilities (e.g. APIs, chatbots, digital assets, next best offers, lead generation)</p> <p>Diversify channel portfolio to reduce dependencies (e.g. global brokers vs mid-size brokers)</p>	<p>Focus on segments and LoBs that consume less capital and support profitable growth</p>	<p>Establish B2B2C partnerships, prioritizing Sabanci synergies</p>
Capabilities we will be known for	People		Technology (Data & AI)	Sustainability	

Motor



Motor Third Party Liability (MTPL):

Mandatory insurance that covers damages by the insured vehicle to others, ensuring protection within defined limits.

Motor Own Damage (MoD):

Optional coverage, often referred to as CASCO, safeguarding against damages to the insured vehicle. It encompasses diverse perils, ranging from fires, natural disasters, and theft, to potential losses of personal and professional belongings.

Non-Motor



Fire: Specialized property insurance that addresses damages and losses resulting from fire incidents.

Engineering: Tailored coverage providing financial protection against risks encountered by construction projects, machinery, and equipment.

Liability: A safeguard against potential legal liabilities, defending the insured against lawsuits and related claims within the policy's purview.

Marine: Transit insurance, ensuring coverage for the insured's property while being transported between locations, irrespective of the mode of transport.

General Losses: Comprehensive coverage mitigating the risks associated with everyday life.

Health



Aksağlık Insurance: Offers privileges according to your needs with more than 4000 contracted institutional options and different policy plans to get to the health care solutions "just for you."

Critical Illness Insurance: Should any of the 13 dangerous conditions and illnesses covered under the scope of "Hayata Devam!" Insurance occur, indemnities starting from TL 50,000 are available.

Health Insurance for Foreigners: In accordance with the law, Health Insurance for Foreigners, a must for non-citizens who come to Turkey to obtain a residency permit, is available at Aksigorta.

ESG – Charting a Sustainable Tomorrow

Embracing innovative solutions and forging partnerships for a greener, more sustainable future for generations to come **Bambaşka.**

Sustainability & Environmental Stewardship:

- Duty to future generations for a greener world.
- By reducing the use of energy and natural resources in offices, it was entitled to receive the Green Office Diploma from WWF Turkey.

Key Environmental Milestones:

- Pledged 53% reduction in Scope 1 & 2 emissions (2019-2030).
- Procured 100% renewable energy certificate in 2023
- Our female board member ratio reached 40% in 2024
- The studies have started this year to determine the 2030 scope 3 emission (investment-related) target.
- The ratio of woman managers should be at least 50% by 2030
- 50% woman representation in STEM and revenue-generating roles by 2030.

•After publishing the 2030 Scope 3 target to all stakeholders, we will apply and commit to Science Based Target Initiative or Non-Zero Insurance Alliance initiatives within 2 years.

Philanthropy:

- Annually allocate 5% of PBT to Sabancı Foundation.

SBTi: Science Based Targets initiative

NZIA: Net-Zero Insurance Alliance



Sustainability Reporting & Initiatives:

- Published GRI-compliant ESG report in 2023.
- As of June 2024, 6% of total AUM is green investment.
- ESG fund was established in the 3rd quarter and aims to reach 20% of total investments by 2030.
- Launched six SDG-linked sustainable products/services in 2023.
- Established a fund amounted at 300m TL including only green investment in September 2023
- SDG-linked sustainable products and services rate is 21% on a GWP basis in 2023
- Net-Zero transition target is at 2030

Resource Management & Waste Reduction:

- Labels promote efficient use of water, electricity, paper.
- In-office recycling for batteries, plastics, glass.
- Treated 4 tons of waste oil, preventing nature pollution.

Global Commitments & Recognition:

- Signatories of UNEP FI Principles for Sustainable Insurance & UN Global Compact.
- AKGRT** listed on Istanbul Stock Exchange Sustainability Index since 2022.

UN Sustainable Development Goals (SDGs)



Gender equality

We have become "Equal Women at Work Certificate"



Avoid wasting water

We dissociate the wasting water to special tanks and prevent the nature pollution by 4 tons of domestic waste oil.



Sustainability

We have recycling boxes for batteries, plastics and glasses at our office. We have stopped plastic consumption by 2022.



Climate Action

Based on the science-based target, we will reduce our Scope 1 and Scope 2 emissions by up to 53% from 2019 to 2030.

Table of contents

Introduction

Company overview

Business overview

Growth drivers

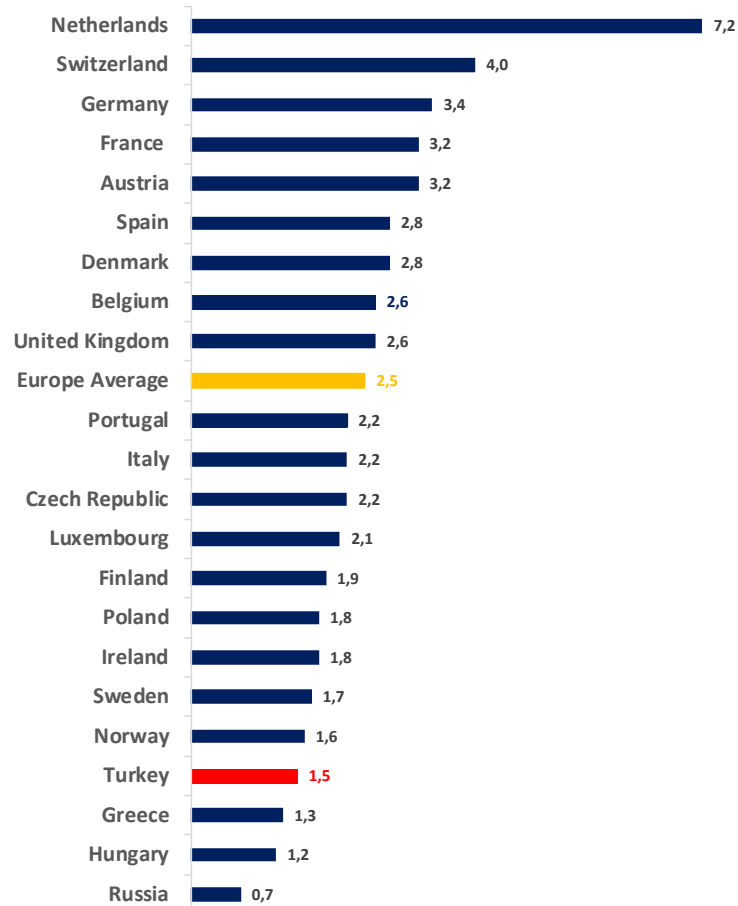
Financial overview

Appendix

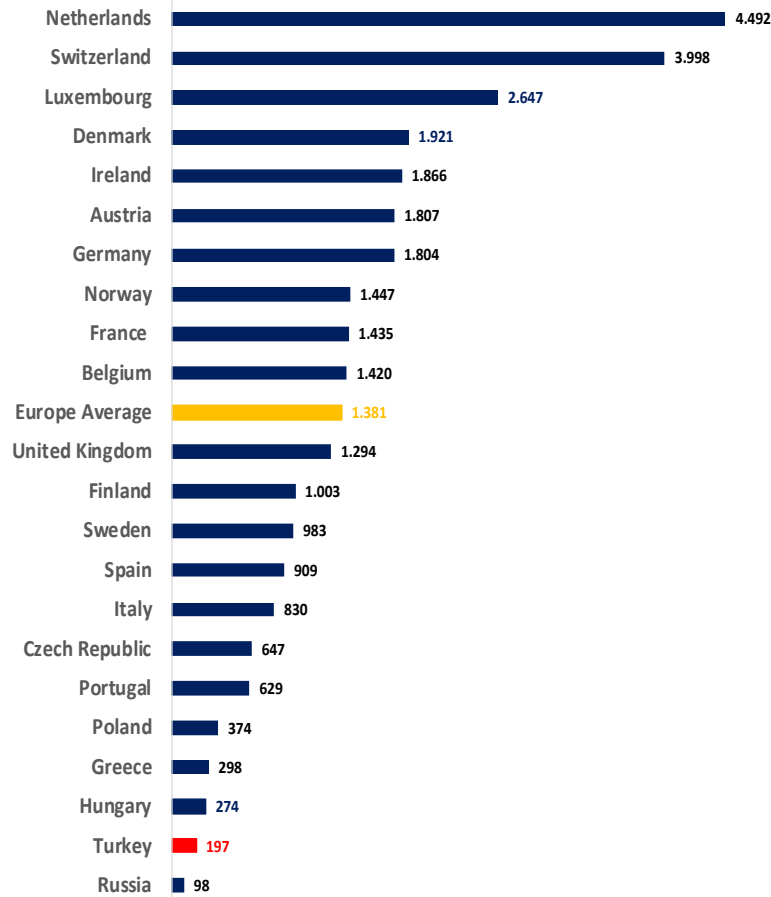
Strong growth potential in non-life insurance sector

Turkish non-life insurance market is underpenetrated

Non-life GWP production / GDP in Europe (% , 2023)



GWP per capita (USD, 2023)



Low penetration levels signal growth potential

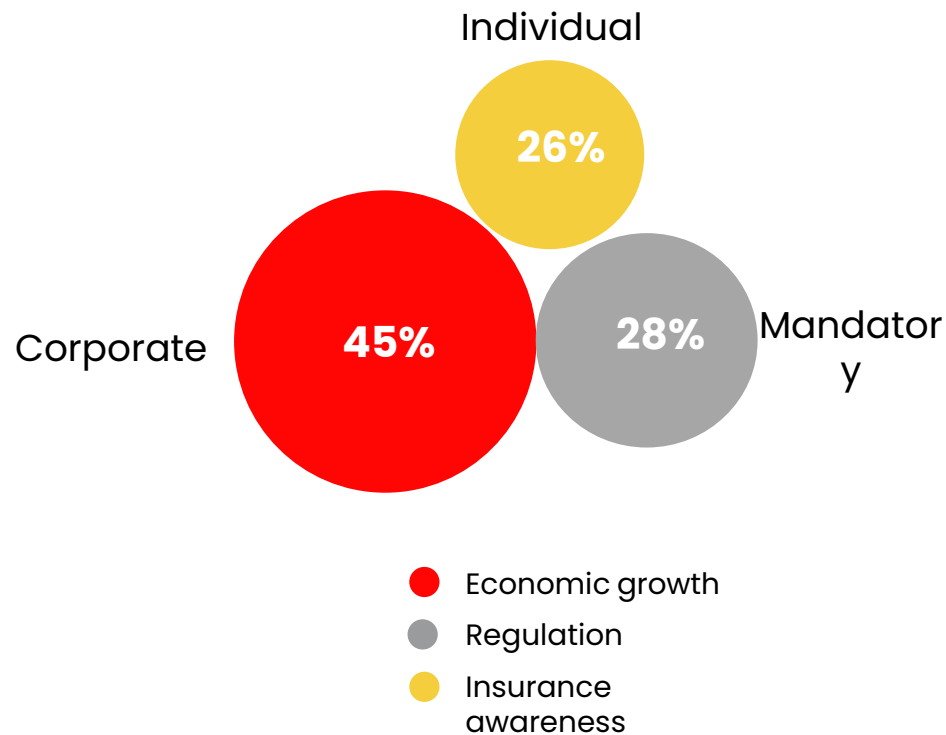
in millions	# of insurable	# of insured	Penetration
MTPL	30,0	23,7	79,2%
MOD	30,0	7,6	25,3%
TCIP*	20,0	11,3	56,5%
HEALTH	85,4	7,8	9,1%

(*): Compulsory earthquake insurance.
As of 30.06.2024

Factors driving insurance penetration in Turkey

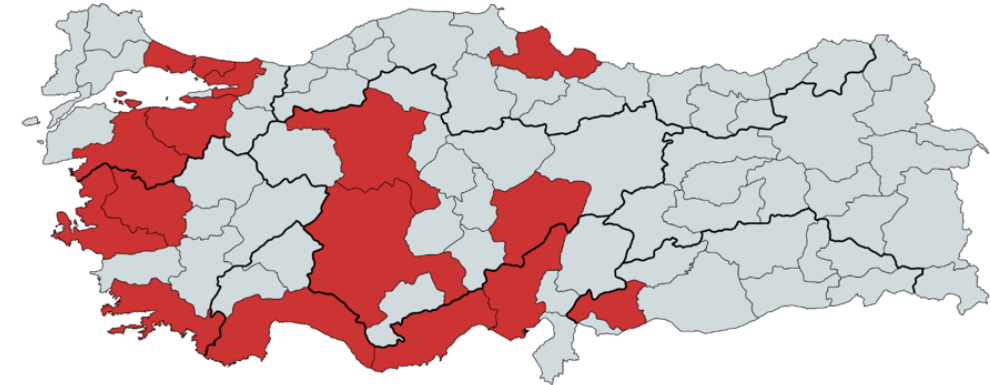
Different premium segments are driven by three different factors. Insurance penetration also depends on economic development.

Premium production by segment and factors driving penetration



Note: As of 30.06.2024

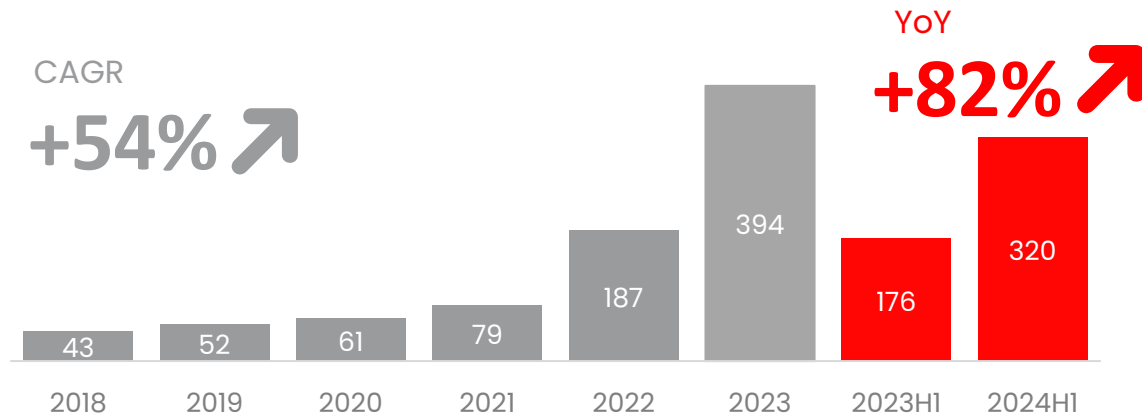
Premium production is affected by socio-economic status of cities and per capita income



Top 15 cities generate 75% of total premium production. Higher per capita income leads to higher premium generation. Top 15 cities in premium production have higher per capita income levels compared to the rest.

Insurance is the core business in agencies while it is a part of financial services in banks

Market GWP* (TL bn)



Key growth assumptions

Distribution Channels Market Share:

•The agency channel dominates the market, accounting for 57% of the total, followed by corporate and bank channels at 30%** and 13%** , respectively.

Motor Products Distribution through Agency Channel:

•A significant 78% of motor insurance products (both MTPL and MOD) are distributed through the agency channel. Within the agency channel's portfolio, motor products represent 59%**.

Channel Performance:

•The agency channel has exhibited exceptional growth in motor product sales, outpacing other channels.
•Conversely, the bank channel has experienced a deceleration, largely influenced by a reduced credit appetite and a global trend of customers transitioning from in-branch to digital services, particularly in the retail segments.

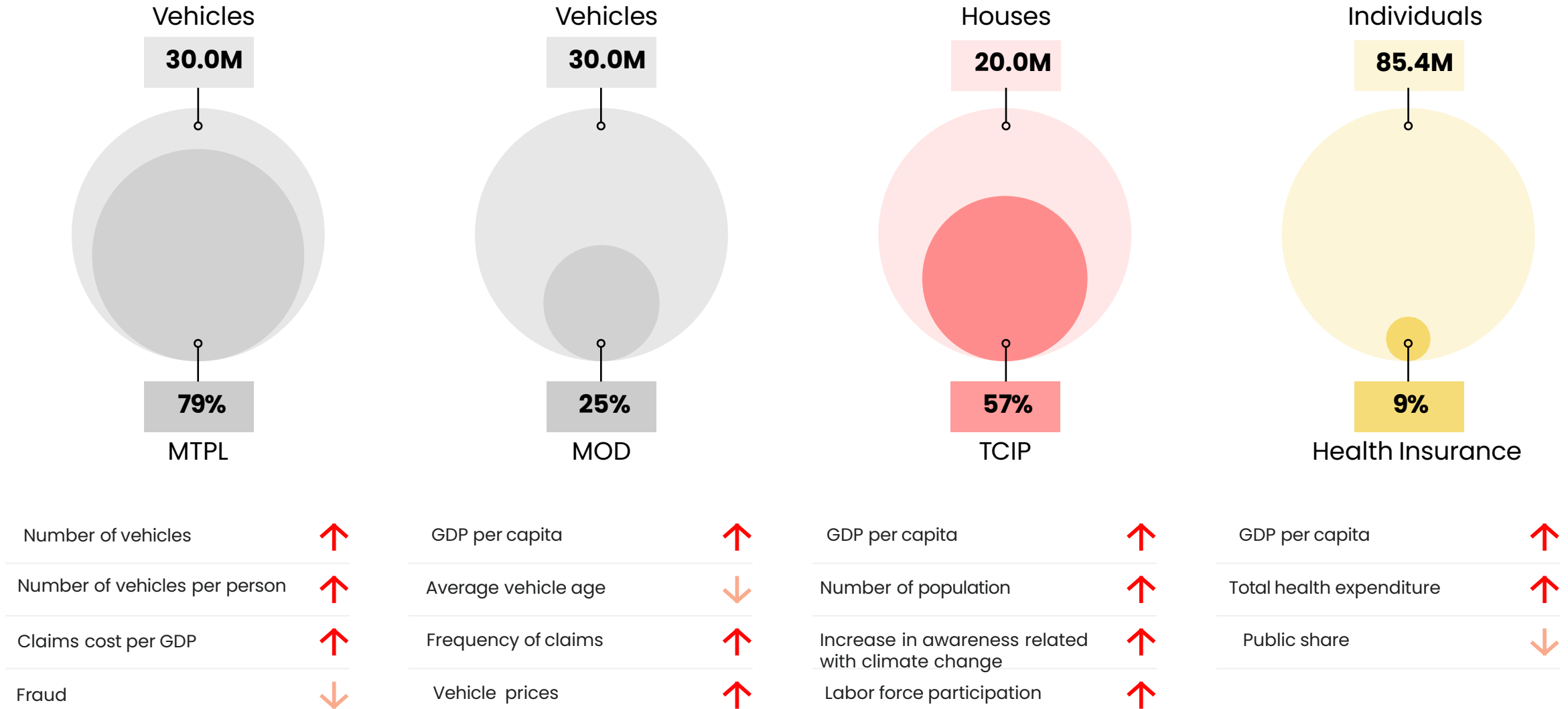
Future Outlook:

•Growth in the bank channel is anticipated to pivot towards the commercial and corporate segments.

(*): Normalized figures by excluding double-count premiums of MTPL, agriculture and medical malpractice pools.

(**): As of 30 June 2024.

Penetration development is correlated with several attributes, quantified with single-factor analysis



Position in the Competitive Landscape

Aksigorta GWP and market share development



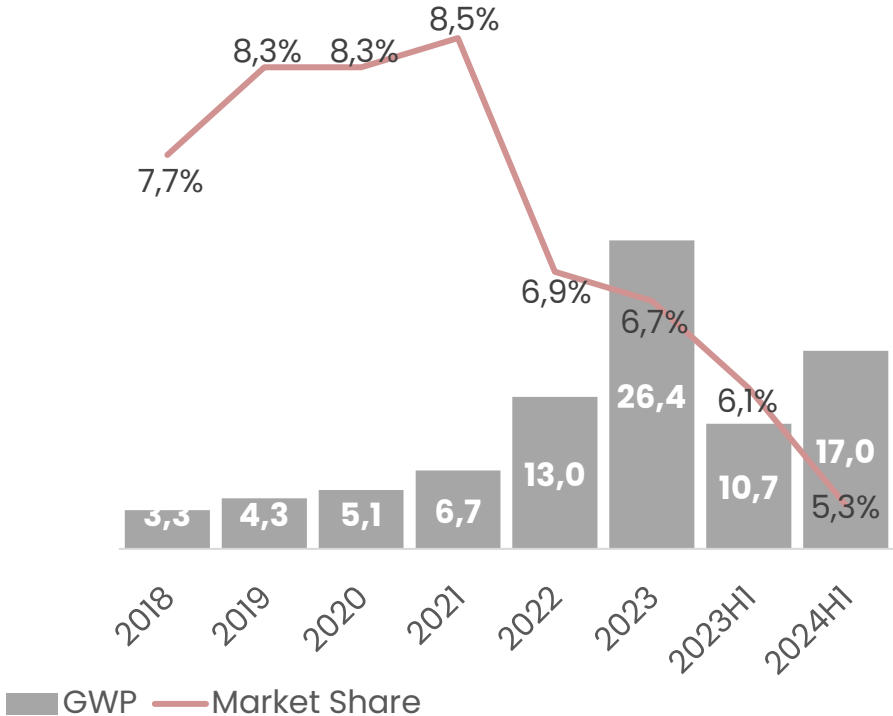
Aksigorta GWP CAGR ('18 -'23)

49% (market: 54%)

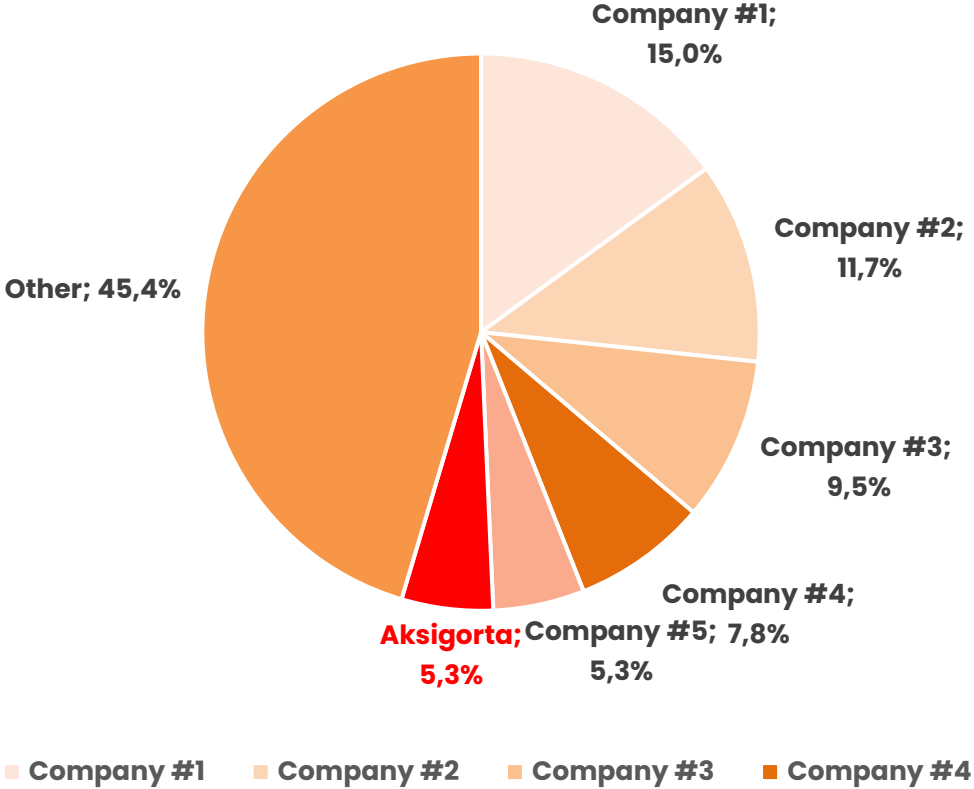


Aksigorta GWP 2024HI YoY

58% (market: 82%)



Aksigorta is the #6 player in the market, with 5.3% market share**



(*): Normalized figures by excluding double-count premiums of MTPL, agriculture and medical malpractice pools.
 (**): Source: Insurance Association of Turkey, data as of 30.06.2024, double count premiums of MTPL, med-mal and agriculture pools are excluded.

Competitive advantages

Aksigorta is a well-established company with strong partners and customer base

Sabancı Holding

Hacı Ömer Sabancı Holding A.Ş., one of Turkey's leading industrial and financial conglomerates, is the parent company and manages the Sabancı Group companies with a strategic portfolio approach.

Turkey's rapidly growing sectors including banking, insurance, energy, cement, retail and industrials are the main business areas of Sabancı Group.

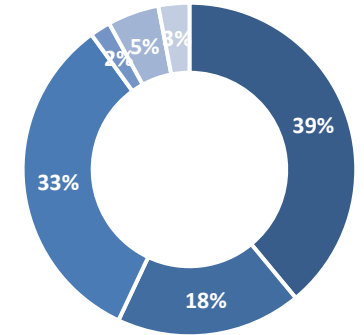
In June 2024, consolidated net income of Sabancı Holding is -7,6 billion TL.

Sabancı Group companies account for 5,0% of the market value of Borsa Istanbul (BIST100)

More than 60k employees
More than 40 million customers

Banking	AKBANK AKLease AKPortföy AKYatırım
Energy	ENERJİSA Energy of Turkey ENERJİSA ÜRETİM SABANCI CLIMATE TECHNOLOGIES
Mobility Solutions	BRI SA TEM SA TEM SA
Digital	TEKNO SA SABANCI D x
Material Techn.	AKÇAN SA ÇİM SA KORD SA
Financial Services	AKSigorta AGE SA MEDİ SA
Socio-Cultural	Sabancı Üniversitesi SABANCI VAKFI S S M
Other	Carrefour SA TUR SA

Sabancı Holding Net Asset Value Breakdown Aug 24 (%)

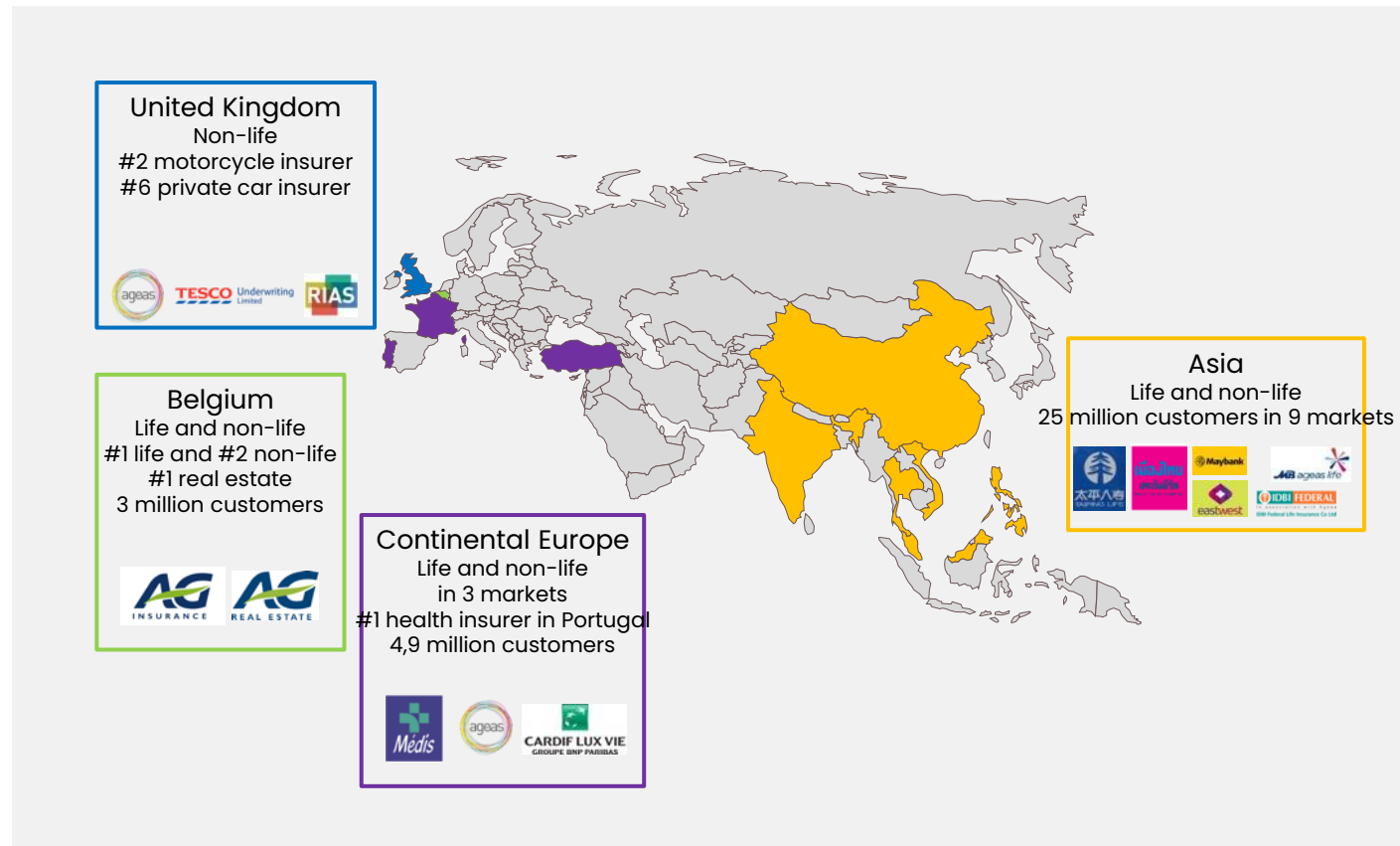


- Banking & Financial Services
- Material Technologies & Mobility Solutions
- Energy and Climate Technologies
- Digital Technologies

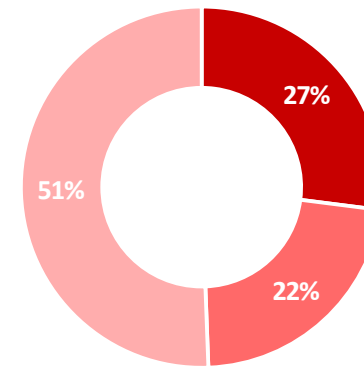
Competitive advantages

Aksigorta is a well-established company with strong partners and customer base

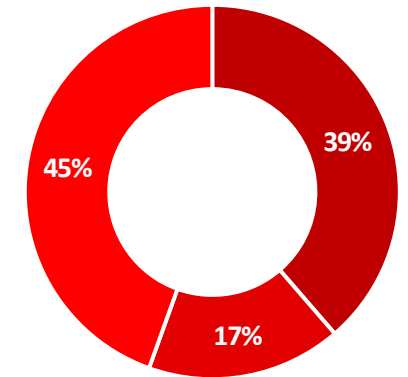
Ageas Insurance International NV



Gross inflows Ageas's
Part 2024H1 total: €9,9b



Insurance net operating
results 2024H1 total:
€642m



■ Belgium ■ Continental Europe ■ Asia

■ Belgium ■ Continental Europe ■ Asia

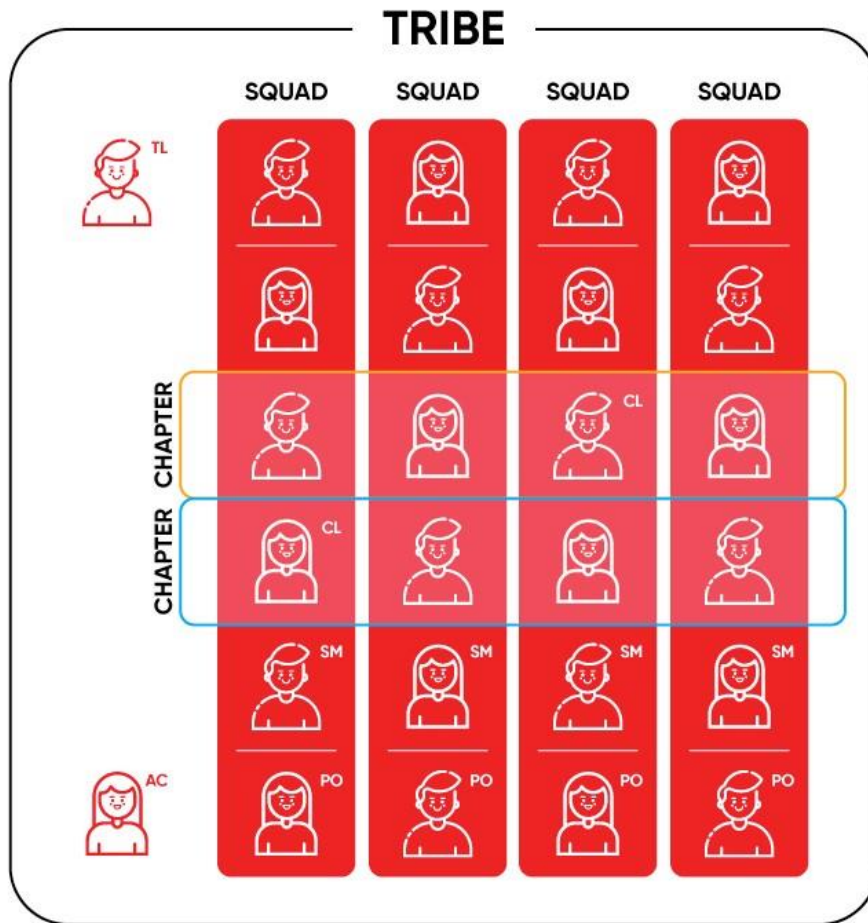
Group's Solvency II
Ratio

219%

Group's Non-Life
Combined Ratio

93,1%

Cross-functional and agile working organization, empowered people are key for success

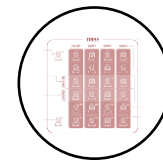


Tribes focus on process improvement and cultural shift along with business management, delivering change, and improving products, systems, and customer journeys.

Organizational Transformation: Embracing Agile & Cross-Functional Structures (2017–Present):

- Initiated the shift towards cross-functional teams and platforms for enhanced collaboration and efficiency.
- Integrated agile methodologies within all IT departments, ensuring dynamic and responsive project execution.
- Amplified engagement of business units, fostering a cohesive organizational approach.
- In 2021, formulated a comprehensive blueprint for enterprise-wide agile transformation.
- 2022 marked the inception of our pioneering "Retail Tribe", further solidifying our agile foundation.
- In 2023 with the establishment of People Tribe and Corporate Tribe, transformation spread among various functions.
- Currently, over 45% of our workforce thrives in agile team environments, underlining our commitment to modern, efficient work paradigms.

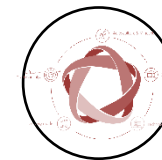
Aksigorta Agile Transformation by the Numbers:



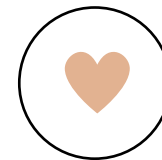
3 Tribes



32 Squads



**%45
Employee**



**%90
Satisfaction**

Competitive advantages

Superior distribution power

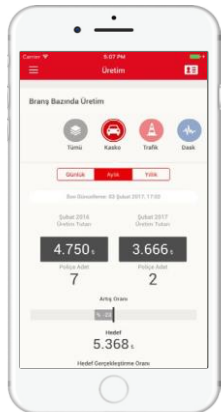
Aksigorta

Agency
~3,750
agencies

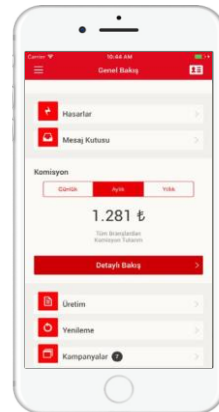
9.2b
GWP

Broker
141
brokers

3.4b
GWP



Agencies' and brokers' insurance knowledge and expertise



as of 30 June 2024

Akbank

24.1b
net profit

2,291.3b
total consolidated assets

16.4%
capital adequacy ratio

+13.1m
Active customers

702
branches

12.9k+
employees

+6.000
ATMs

800k+
POS machine

Leader
in digital banking

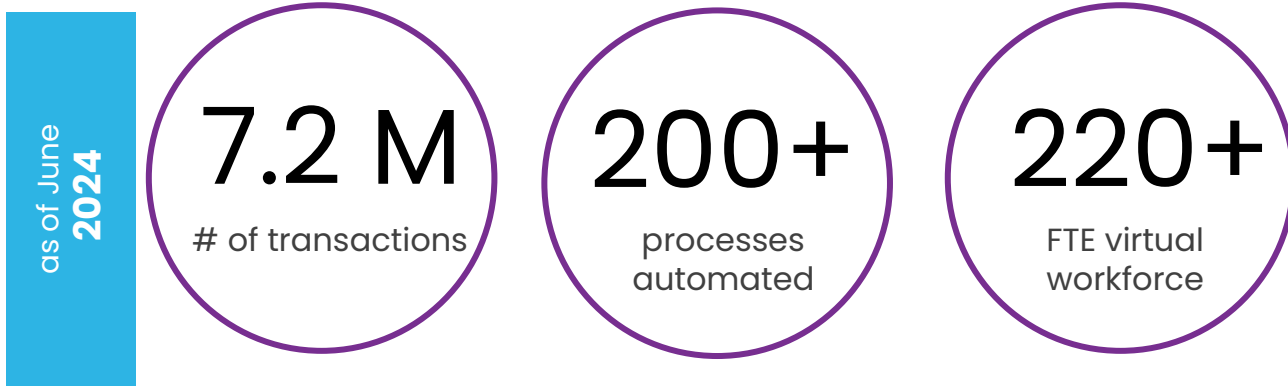


10.8m
digital customers

as of 30 June 2024

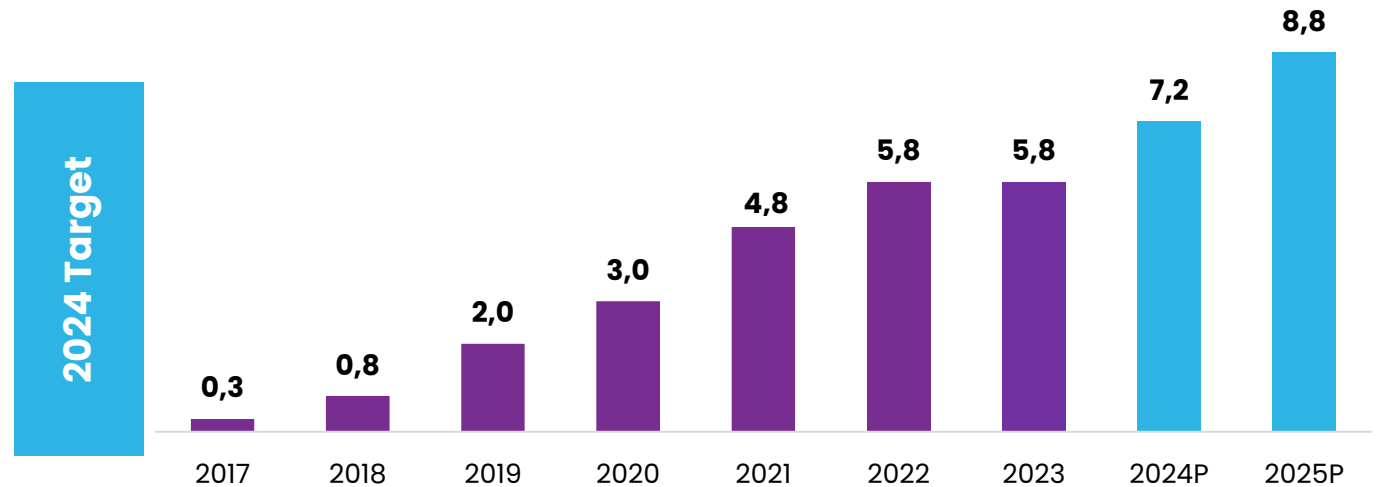
Digitize insurance processes with ADA

We target 8.8 million transactions in 2025 by using new technologies.



Our objectives go beyond mere efficiency gains; by offering **fast, 24/7, AI-supported**, and **high-quality services**, I distinguish Aksigorta from competitors, making Aksigorta the **preferred partner for distribution channels** and **the top choice for customers**.

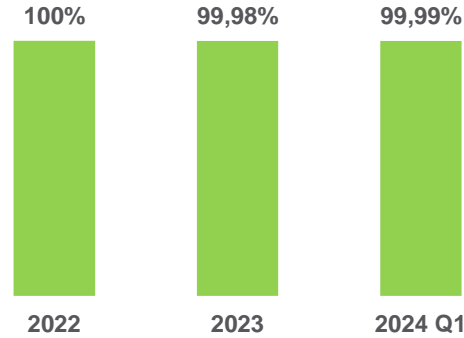
of Transaction Executed by ADA (in million)



We continue to show strong performance in terms of technology

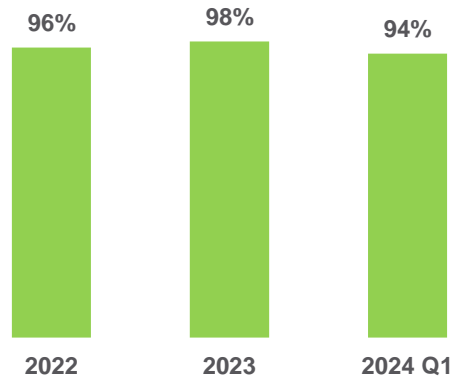
IT shows very solid performance in terms of efficiency, robustness, security and availability against best-in-class players by completing more than 150 projects & 350 system updates in the last 3 years.

Application Availability in % (7x24)



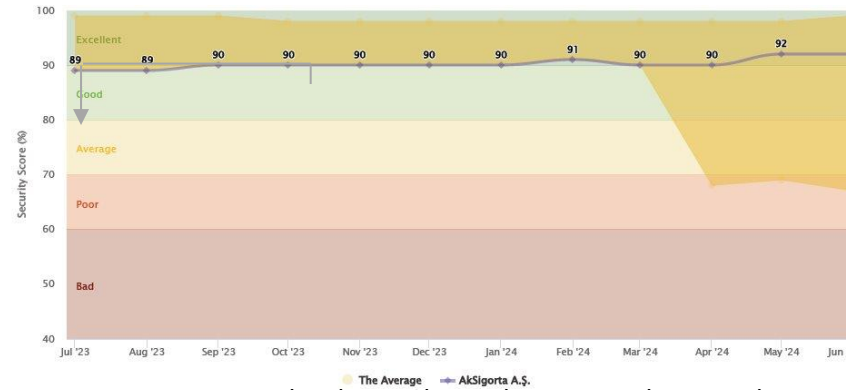
For last 3 years, approx. 100% application availability has been achieved through modern, well designed and robust application and system infrastructure.

Service Level



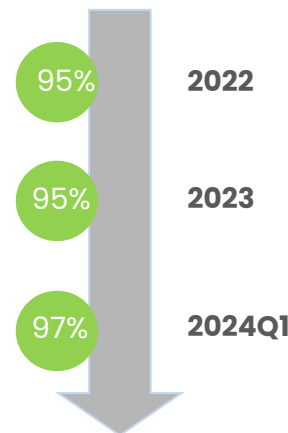
Target SLA has been complied with this year as well against the increasing operational workload and new project go in live.

Cyber Security



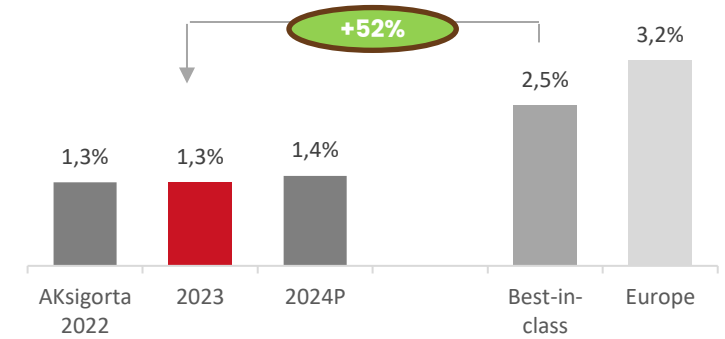
with new Projects against dramatically increased cyber attacks, and we are in best-in-class players in market.

Customer Satisfaction



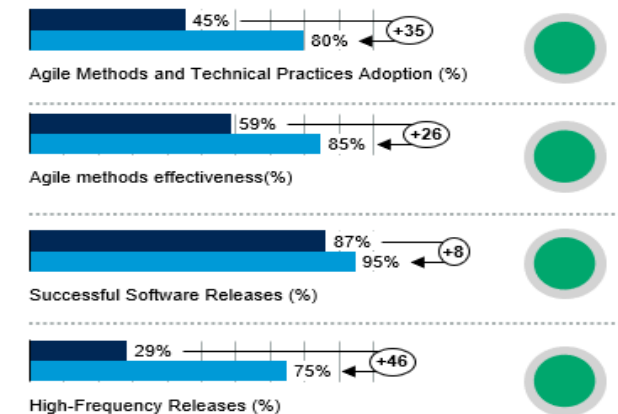
As IT, we achieved high satisfaction rate in the customer satisfaction surveys we conducted to continuously improve our products and services.

IT Efficiency (IT Cost per GWP) in %



Compared to peer groups AKSigorta with large cost advantage of 50% against best-in-class players.

Agility & Fast Delivery



Compared to peer groups, AKSigorta shows strong performance with agility and fast delivery .

Business outlook

Aksigorta 2024 actions

Strengthen our pricing and claims management

Configure our business model with customer centricity

Increase our focus on Sustainability

Invest in systematic innovation to transform our business

We will

Leverage on our distribution network and grow the core

Strengthen our finance and collection structure

Always prioritize investment in our employees

Assure full transition in health business with the new company

Engage in strategic partnerships in new ecosystems

Manage our processes efficiently and controlled by technology

Constantly target and measure

Table of contents

Introduction

Company overview

Business overview

Growth drivers

Financial overview

Appendix



2024H1

2024H1 financial indicators (TL m)		y/y
Gross written premiums	17.522	+58%
Financial income	1.814	+13%
Net income	608	+4%
Shareholders' equity	3.888	+52%
2024H1 operational ratios		y/y
Combined ratio (net)	122%	+2pp
Loss ratio (net)	92%	-2pp
Commission ratio (net)	11%	-1pp
Expense ratio (net)	19%	+6pp

Capital Adequacy

Capital adequacy	Dec.20	Dec.21	Dec.22	Dec.23
Required capital	953	1.426	1.971	3.125
Asset risk	388	484	551	779
Reinsurance risk	81	178	320	828
Reserve risk	115	165	233	301
UW risk	350	527	776	1.005
FX risk	18	72	91	211
Available capital	1.220	1.167	2.104	3.362
Capital adequacy ratio	128%	82%	107%	108%

Main drivers:

by asset size

by re-insurance portfolio

by growth

by growth

by fx exposure

Table of contents

Introduction

Company overview

Business overview

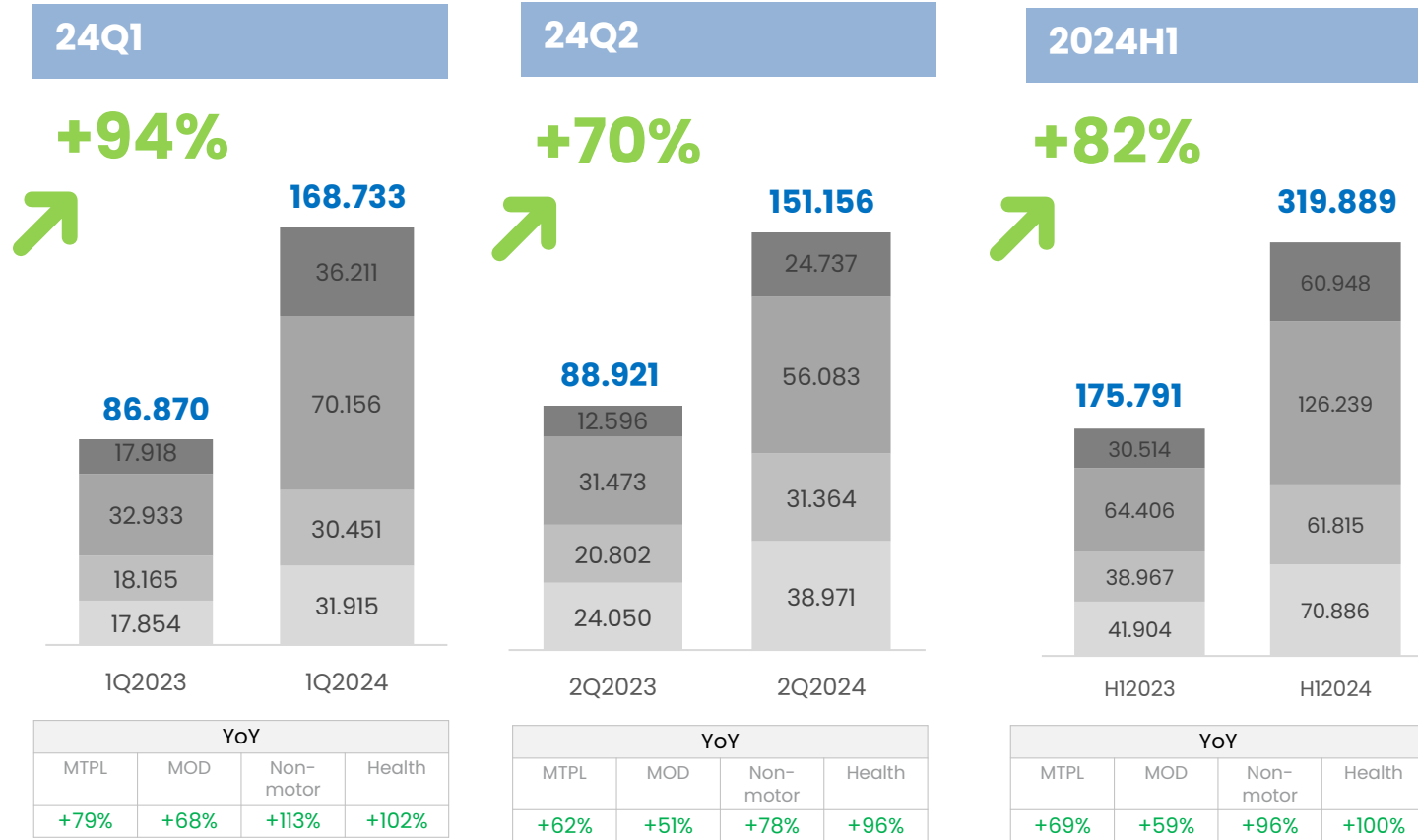
Growth drivers

Financial overview

Appendix



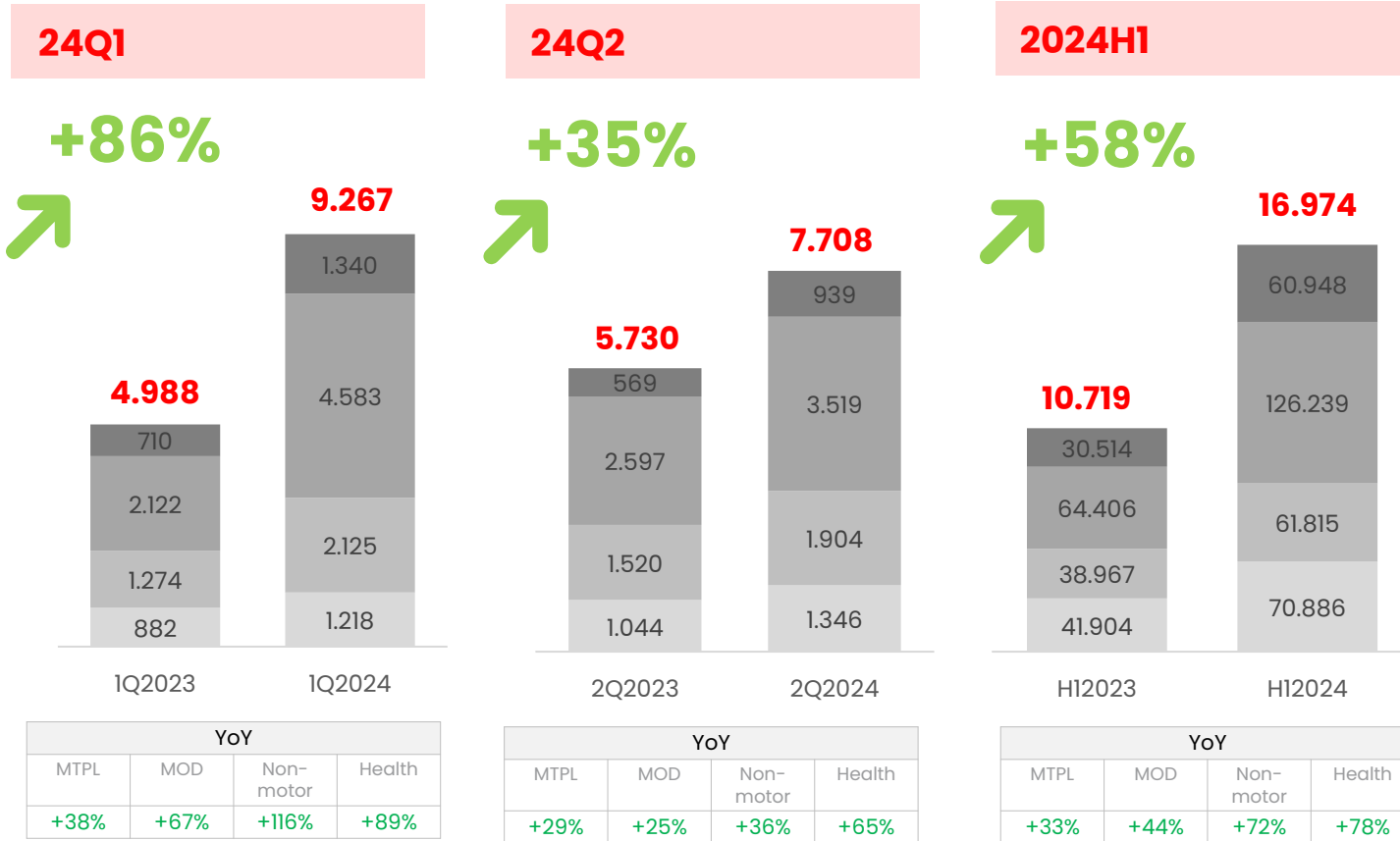
Market GWP Distribution (m TL)



Note: Retro premiums from pools are excluded.

Health Non-motor MOD MTPL

Aksigorta GWP Distribution (m TL) - Prioritizing High-Margin Products and Capital Adequacy for Enhanced Profitability



Overall Market Share as of H124:

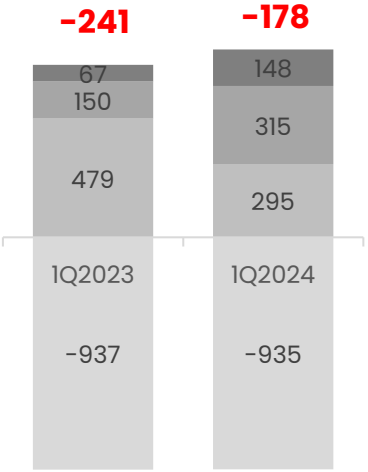
Total: 5,3%
 MTPL: 3,6%
 MOD: 6,5%
 Non-Motor: 6,4%
 Health: 3,7%

Note: Retro premiums from pools are excluded.

Underwriting Profit and Combined Ratio H1'2024

UW Result and Combined Ratio (TL m; %)

UW Result



	Product	MTPL	MOD	Non-Motor	Health
UWM		-31% +24pp YoY	+9% -14pp YoY	+4% 0pp YoY	+9% +1pp YoY
Combined Ratio		191% -2pp YoY	93% +16pp YoY	121% +3pp YoY	37% -10pp YoY

UWM
Total Company:
-1%
+2pp YoY

Combined Ratio
Total Company:
122%
+2pp YoY

The decrease in the Loss Ratio (LR) positively impacted the Motor Third Party Liability (MTPL) Underwriting (UW) result

Decreased margin because of intense competition

Slightly inline margins YoY

YoY better UW margin

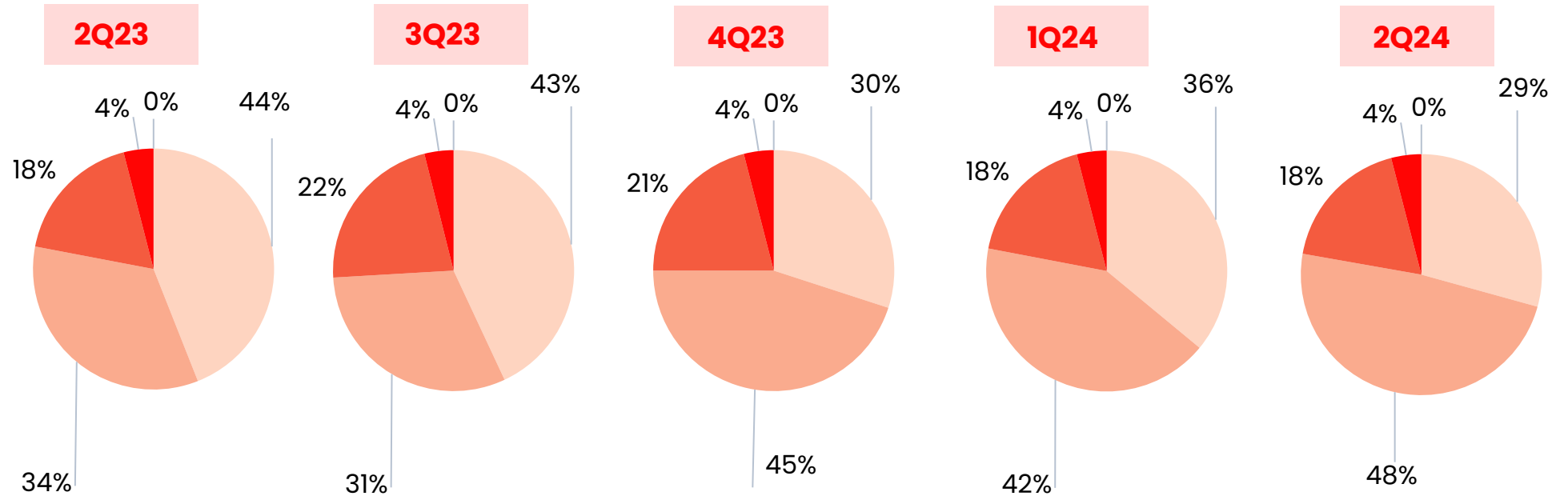
Health Non-motor MOD MTPL

UWM	
2023H1	2024H1
-1%	-3%

UWM: UWR / Gross earned premiums

Financial Income Development

As of June 2024, AuM has reached TL 11,6b with 24% YoY growth



AuM m TL	9,411m TL	8,880m TL	9,141m TL	10,537m TL	11,629m TL
Average annualized yield*	60%	28%	32%	43%	38%
Quarterly financial income*	1.148m TL	565m TL	743m TL	908m TL	906m TL

(*): Including FX gain / loss

Note: Financial income figures are after BITT (net off tax).

Note: : In Q2 2024 tax advantage TL fund generated 136 million TL tax shield.

Table of contents

Introduction

Company overview

Business overview

Growth drivers

Financial overview

Appendix

AKSigorta

Bambaşka.

Technical Result Bridge between TFRS & Management Reporting

As of 30 June 2024, (m TL)	Technical result in TFRS	Re-classifications							UW result in management reporting
		1	2	3	4	5	6	7	
Net earned premiums	5.297	-29	-9	-	-	-	-	-	5.529
Claims, net (*)	-4.402	-	-	+162	-553	-155	-	-	-4.948
Other technical income and expense	-471	+29	+9	-162	+530	+155	-	-	+90
Commissions, net	-	-	-	-	-	-	-578	-	-578
General expenses	-1.538	-	-	-	-	-	+1.538	-	-
Allocated financial income	1.814	-	-	-	-	-	-	-1.814	-
Total	700	-	-	-	-23	-	+960	-1.814	-178

1. Guarantee Fund (premiums ceded to Assurance Account as a % of MTPL production)
2. Assistance Premiums
3. Subrogation Accrual
4. Other Technical Inc. / Exp.
5. Bad Debt for Subrogation Receivables
6. Commissions vs. General Expense (only commissions are included in UWR in management reporting)
7. Allocated Financial Income : Interest income and FX gain/loss

(*) Claims, net in CMB reporting includes non-life technical expenses, namely incurred claims, bonus and rebates and other reserve provisions

AUM	Asset Under Management
CAGR	Compounded Annual Growth Rate
Ceded Premiums	Premiums transferred to reinsurers
Combined Ratio	Total of Loss ratio, commission ratio and expense ratio
ESG	Environmental, social, governance
FI	Financial Income
FX	Foreign Currency
FTE	Full-Time Employee
GDP	Gross Domestic Product
GEP	Gross Earned Premium
GWP	Gross Written Premium
IT	Information Technologies
LoB	Line of Business
MOD	Motor Own Damage
MTPL	Motor Third Party Liability
Net Written Premiums	Premium net of reinsurer share
Retention	Net Written Premiums Company Holds
SDG	Sustainable Development Goals
TCIP	Turkish Catastrophic Insurance Pool
TFRS	Turkish Financial Reporting Standards
UWM	Underwriting margin , Underwriting Result as a share in GEP
UWR	Underwriting Result
UW	Underwriting

The information in this presentation has been prepared by Aksigorta A.Ş. (the “Company”) solely for use at a presentation concerning the Company, its proposed listing on the Borsa İstanbul. This presentation does not constitute or form part of, and should not be construed as, an offer to sell, or the solicitation or invitation of any offer to buy or subscribe for, or otherwise acquire, any securities of the Company or an inducement to enter investment activity. No part of this presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This presentation is the sole responsibility of the Company. The information contained in this presentation does not purport to be comprehensive and has not been independently verified. The information contained herein is for discussion purposes only and does not purport to contain all information that may be required to evaluate the Company and/or its business, financial position or future performance. The information and opinions contained in this document are provided only as at the date of the presentation and are subject to change without notice. No representation, warranty or undertaking, expressed or implied, is or will be made by the Company or their respective affiliates, advisors or representatives or any other person as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained in this presentation (or whether any information has been omitted from this presentation). The Company, to the extent permitted by law, and its or their respective directors, officers, employees, affiliates, advisors or representatives disclaims all liability whatsoever (in negligence or otherwise) for any loss however arising, directly or indirectly, from any use of this presentation or its contents or otherwise arising in connection with this presentation. To the extent available, the industry, market and competitive position data that may be provided in this presentation come from official or third-party sources. Third party industry publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. While the Company believes that each of these publications, studies and surveys has been prepared by a reputable source, the Company has not independently verified the data contained therein. In addition, certain of the industry, market and competitive position data contained in this presentation come from the Company’s own internal research and estimates based on the knowledge and experience of the Company’s management in the markets in which the Company operates. While the Company believes that such research and estimates are reasonable and reliable, they, and their underlying methodology and assumptions, have not been verified by any independent source for accuracy or completeness and are subject to change without notice. Accordingly, undue reliance should not be placed on any of the industry, market or competitive position data contained in this presentation. This presentation and any materials distributed in connection with this presentation are not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

The offer and distribution of this presentation and other information may be restricted by law and persons into whose possession this presentation or any document or other information referred to herein comes should inform themselves about and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the securities laws of any such jurisdiction. Nothing in this presentation constitutes investment advice and any recommendations that may be contained herein have not been based upon a consideration of the investment objectives, financial situation or needs of any specific recipient. Investors should not rely on or act upon this presentation or any of its contents and must return it immediately to the Company. This presentation includes “forward-looking statements”. These statements contain the words “anticipate”, “will”, “believe”, “intend”, “estimate”, “expect” and words of similar meaning. All statements other than statements of historical fact included in this presentation, including, without limitation, those regarding the Company’s financial position, prospects, growth, business strategy, plans and objectives of management for future operations (including statements relating to new routes, number of aircraft, availability of financing, customer offerings, passenger and utilization statistics and objectives relating to the Company’s products and services) are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors, that could cause the actual results, performance or achievements of the Company to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company’s present and future business strategies and the environment in which the Company will operate in the future. These forward-looking statements speak only as at the date of this presentation. The Company cautions you that forward-looking statements are not guarantees of future performance and that its actual financial position, prospects, growth, business strategy, plans and objectives of management for future operations may differ materially from those made in or suggested by the forward-looking statements contained in this presentation. In addition, even if the Company’s financial position, prospects, growth, business strategy, plans and objectives of management for future operations are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in any future period. The Company does not undertake and expressly disclaims any obligation to review or confirm or to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company’s expectations with regard thereto or any events that occur or conditions or circumstances that arise after the date of this presentation. By attending this presentation or by reading the presentation slides, you agree to be bound by the foregoing limitations and restrictions and, in particular, will be deemed to have represented, warranted and undertaken that: (i) you have read and agree to comply with the contents of this disclaimer including, without limitation, the obligation to keep this presentation and its contents confidential; (ii) you will be solely responsible for your own assessment of the Company and its business, financial position and future performance. This document is an accompanying part of unconsolidated financial statements available in Aksigorta Investor Relations website and public disclosure platform.

Thank you!

Contact No
00902162809761

Email Address
investor.relations@aksigorta.com.tr

AKSigorta
Bambařka.

