

**AVIVASA EMEKLİLİK VE HAYAT  
ANONİM ŞİRKETİ**

**FINANCIAL STATEMENTS AS OF MARCH 31, 2017  
AND INDEPENDENT AUDITOR'S REVIEW REPORT**

## **REPORT ON REVIEW OF INTERIM FINANCIAL STATEMENTS**

AvivaSA Emeklilik ve Hayat Anonim Şirketi

### *Introduction*

1. We have reviewed the accompanying interim statement of financial position of AvivaSA Emeklilik ve Hayat Anonim Şirketi as at 31 March 2016 and the related statements of profit or loss, other comprehensive income, changes in equity and cash flows for the three-month period then ended, and notes, comprising a summary of significant accounting policies and other explanatory notes. Management is responsible for the preparation and fair presentation of these interim financial statements in accordance with International Accounting Standard 34 “Interim Financial Reporting”. Our responsibility is to express a conclusion on these interim financial statements based on our review.

### *Scope of review*

2. We conducted our review in accordance with International Standard on Review Engagements 2410, “Review of interim financial information performed by the independent auditor of the entity”. A review of interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### *Conclusion*

3. Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements do not present fairly, in all material respects, the financial position of the Company as at 31 March 2017, and of its financial performance and its cash flows for the three - month period then ended in accordance with International Accounting Standard 34 “Interim Financial Reporting”.

*Other matter*

4. The financial statements of the Company as of 31 December 2016 and for the year then ended were audited and the interim financial information as of 31 March 2016 and for the three - month period then ended were reviewed by another audit firm whose audit report dated 22 February 2017 expressed an unqualified opinion and whose review report dated 28 April 2016 expressed a conclusion that no material non-compliance with International Financial Reporting Standards has come to their attention.

PwC Bağımsız Denetim ve  
Serbest Muhasebeci Mali Müşavirlik A.Ş.

Adnan Akan, SMMM  
Partner

İstanbul, 26 April 2017

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# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## STATEMENT OF FINANCIAL POSITION AS AT MARCH 31, 2017

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

<b>Assets</b>	<b>Note</b>	<b>March 31, 2017</b>	<b>December 31, 2016</b>
Cash and cash equivalents	5	516,739,801	529,124,443
Financial assets	6	435,779,052	381,174,585
Premium and other insurance receivables	8	19,105,431	16,856,828
Reinsurance share of insurance liabilities	7	11,766,235	11,393,920
Deferred expenses	19	325,042,723	310,711,074
Other financial assets	13	868,012	838,932
Pension business receivables	9	131,936,716	97,165,390
Other assets	10	13,003,394	10,879,396
Current tax assets	17	-	989,413
Property and equipment, net	11	8,089,927	5,331,894
Intangible assets, net	12	19,810,773	17,442,634
<b>Total assets</b>		<b>1,482,142,064</b>	<b>1,381,908,509</b>
<b>Liabilities</b>	<b>Note</b>	<b>March 31, 2017</b>	<b>December 31, 2016</b>
Financial liabilities	14	2,176,030	2,248,924
Due to insurance and reinsurance companies	15	18,627,902	10,539,751
Pension business payables	9	348,867,257	329,990,885
Insurance contract liabilities	21	550,750,314	499,861,936
Provision for employment termination benefits	18	9,481,360	9,404,969
Deferred tax liabilities	17	48,357,342	46,759,764
Current tax liabilities	17	2,969,465	-
Other payables and liabilities	20	45,665,618	27,788,866
Other provisions	16	23,738,003	27,645,518
<b>Total liabilities</b>		<b>1,050,633,291</b>	<b>954,240,613</b>
Share capital	22	118,000,000	118,000,000
Items that may be reclassified to profit or loss			
Fair value reserves from available for sale assets	22	(5,979,084)	(3,270,313)
Other capital reserves	22	837,095	837,095
Profit reserves	22	53,117,684	29,180,281
Retained earnings		237,318,630	177,883,792
Profit for the year		28,214,448	105,037,041
<b>Total shareholders' equity</b>		<b>431,508,773</b>	<b>427,667,896</b>
<b>Total equity and liabilities</b>		<b>1,482,142,064</b>	<b>1,381,908,509</b>

The accompanying notes form an integral part of these interim financial statements.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## STATEMENT OF PROFIT OR LOSS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

			Restated (Note 1.1)
Statement of Income	Note	January 1 – March 31, 2017	January 1 – March 31, 2016
<b>Income:</b>			
Gross written premiums	24	112,456,879	67,081,747
Premium ceded to reinsurers	24	(4,655,592)	(4,396,891)
<b>Premium written net of reinsurance</b>	24	<b>107,801,287</b>	<b>62,684,856</b>
Net change in provision for unearned premiums reserves	21	(18,754,561)	(1,458,115)
<b>Net premiums earned</b>		<b>89,046,726</b>	<b>61,226,741</b>
Net change in mathematical reserves	21	(2,823,066)	11,463,641
Income generated from pension business	25	70,485,813	54,039,793
Investment and other income	28	13,490,377	12,731,775
Commission income	27	1,385,725	1,411,308
Foreign exchange gains, net	26	1,815,131	-
<b>Total income</b>		<b>173,400,706</b>	<b>140,873,258</b>
<b>Expenses:</b>			
Claims paid and change in outstanding claims provisions	21	(28,618,230)	(26,809,392)
General and administrative expenses	30	(65,260,911)	(52,542,469)
Pension expenses including commission	29	(20,600,579)	(16,594,864)
Foreign exchange losses, net	26	-	(2,028,174)
Commission expense	27	(23,521,345)	(12,314,646)
Other income / (expense), net	31	(72,492)	(51,681)
<b>Total expenses</b>		<b>(138,073,557)</b>	<b>(110,341,226)</b>
<b>Profit before taxes</b>		<b>35,327,149</b>	<b>30,532,032</b>
Income tax expense	17	(7,112,701)	(5,757,435)
<b>Profit for the year</b>		<b>28,214,448</b>	<b>24,774,597</b>
Earnings per share (TL 0.01 nominal value per share)	23	<b>0.0024</b>	<b>0.0021</b>

The accompanying notes form an integral part of these interim financial statements.

**AVİVASA EMEKLİLİK VE HAYAT A.Ş.****STATEMENT OF COMPREHENSIVE INCOME  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

		Restated (Note 1.1)	
	Note	January 1 – March 31, 2017	January 1 – March 31, 2016
<b>Profit for the year</b>		<b>28,214,448</b>	<b>24,774,597</b>
<b>Other comprehensive income:</b>			
<b>Items that may be reclassified subsequently to profit or (loss):</b>			
Net gain/(loss) on available-for-sale assets		(3,385,964)	2,052,846
Deferred tax relating to components of other comprehensive income		677,193	(314,486)
<b>Net other comprehensive income/(loss) that may be reclassified to profit or loss in subsequent years</b>	<b>22</b>	<b>(2,708,771)</b>	<b>1,738,360</b>
<b>Total comprehensive income, net of tax</b>		<b>25,505,677</b>	<b>26,512,957</b>

The accompanying notes form an integral part of these interim financial statements.

# AVİVASA EMEKLİLİK VE HAYAT A.Ş.

## STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

	Note	Share capital	Other capital reserves	Items that may be reclassified to profit or loss/ Fair value reserves for available for – sale financial assets	Profit reserves	Retained earnings	Profit for the year	Total
<b>Balance at January 1, 2016 (previously reported)</b>		<b>118,000,000</b>	<b>837,095</b>	<b>(2,210,446)</b>	<b>24,648,038</b>	<b>151,292,303</b>	<b>80,513,896</b>	<b>373,080,886</b>
Effects of restatement (*)		-	-	-	-	-	(17,618,210)	(17,618,210)
<b>Balance at January 1, 2016 (restated)</b>		<b>118,000,000</b>	<b>837,095</b>	<b>(2,210,446)</b>	<b>24,648,038</b>	<b>151,292,303</b>	<b>62,895,686</b>	<b>355,462,676</b>
Profit for the year (as restated Note 1.1)		-	-	-	-	-	24,774,597	24,774,597
Other comprehensive loss	22	-	-	1,738,360	-	-	-	1,738,360
<b>Total comprehensive income</b>		<b>-</b>	<b>-</b>	<b>1,738,360</b>	<b>-</b>	<b>-</b>	<b>24,774,597</b>	<b>26,512,957</b>
Transfer	22	-	-	-	4,532,243	58,363,443	(62,895,686)	-
Dividend payment	22	-	-	-	-	(30,916,000)	-	(30,916,000)
<b>Balance at March 31, 2016 (restated)</b>		<b>118,000,000</b>	<b>837,095</b>	<b>(472,086)</b>	<b>29,180,281</b>	<b>178,739,747</b>	<b>24,774,597</b>	<b>351,059,633</b>

	Note	Share capital	Other capital reserves	Items that may be reclassified to profit or loss/ Fair value reserves for available for – sale financial assets	Profit reserves	Retained earnings	Profit for the year	Total
<b>Balance at January 1, 2017</b>		<b>118,000,000</b>	<b>837,095</b>	<b>(3,270,313)</b>	<b>29,180,281</b>	<b>177,883,792</b>	<b>105,037,041</b>	<b>427,667,896</b>
Profit for the year		-	-	-	-	-	28,214,448	28,214,448
Other comprehensive income	22	-	-	(2,708,771)	-	-	-	(2,708,771)
<b>Total comprehensive income</b>		<b>-</b>	<b>-</b>	<b>(2,708,771)</b>	<b>-</b>	<b>-</b>	<b>28,214,448</b>	<b>25,505,677</b>
Transfer	22	-	-	-	23,937,403	81,099,638	(105,037,041)	-
Dividend payment	22	-	-	-	-	(21,664,800)	-	(21,664,800)
<b>Balance at March 31, 2017</b>		<b>118,000,000</b>	<b>837,095</b>	<b>(5,979,084)</b>	<b>53,117,684</b>	<b>237,318,630</b>	<b>28,214,448</b>	<b>431,508,773</b>

(\*) Effects of restatement have been explained in Note 1.1

The accompanying notes form an integral part of these interim financial statements.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## STATEMENT OF CASH FLOWS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

		Restated (Note 1.1)	
	Note	January 1 – March 31, 2017	January 1 – March 31, 2016
<b>Cash flows from operating activities:</b>			
Profit for the period		28,214,448	24,774,597
Income taxes	17	7,112,701	5,757,435
Depreciation and amortization	30	1,263,645	1,022,733
(Gains) / losses from sale of property and equipment		-	(10,137)
Amortization of deferred expense	19	11,831,154	9,400,573
Interest income		(10,609,368)	(11,861,946)
Unrealized exchange rates (gains) / losses from cash and cash equivalents		(4,905,400)	(557,414)
Fair value changes in financial assets	6	4,834,575	(4,751,550)
Increase in claims provision	21	28,260,936	26,904,016
Change in life mathematical reserves	21	18,429,101	(2,620,912)
Change in provision for unearned premiums reserves	21	19,398,568	2,920,023
Change in provision for employment termination benefits	18	480,256	352,433
Change in other liabilities		9,356,778	695,953
Change in blockage amount		13,921,527	(12,095,925)
<b>Operating profit before changes in operating assets / liabilities</b>		<b>127,588,921</b>	<b>39,929,879</b>
<b>Changes in operating assets and liabilities:</b>			
Change in premium and other insurance receivables		(2,248,603)	1,309,401
Change in other assets		(2,123,998)	(6,045,885)
Change in deferred expenses	19	(26,162,803)	(18,846,808)
Change in pension business receivables		(34,771,326)	(8,088,820)
Change in pension business payables		18,876,372	3,579,847
Corporate taxes paid		-	(1,457,703)
Cash paid for claims settled during the year, net	21	(27,594,615)	(26,850,917)
Employment termination benefits paid	18	(403,865)	(341,676)
<b>Net cash provided by operating activities</b>		<b>53,160,083</b>	<b>(16,812,682)</b>
<b>Cash flows from investing activities:</b>			
Acquisition of property and equipment	11	(3,386,063)	(484,480)
Acquisition of intangible assets		(3,003,754)	(1,647,136)
Purchases of financial assets	6	(54,349,436)	(23,145,645)
Proceeds from sale of financial assets		13,454,763	29,031,732
Interest received		10,500,179	11,301,622
<b>Net cash provided by investing activities</b>		<b>(36,784,311)</b>	<b>15,056,093</b>
<b>Cash flow from financing activities:</b>			
Dividend payment	22	(19,788,539)	(28,212,945)
Change in financial liabilities		(72,894)	19,737,130
<b>Net cash used in financing activities</b>		<b>(19,861,433)</b>	<b>(8,475,815)</b>
<b>Effect of exchange rates on cash and cash equivalents</b>		<b>4,905,400</b>	<b>557,414</b>
<b>Net increase in cash and cash equivalents</b>		<b>1,419,739</b>	<b>(9,674,990)</b>
<b>Cash and cash equivalents at the beginning of the year</b>		<b>405,039,713</b>	<b>310,863,465</b>
<b>Cash and cash equivalents at the end of the period</b>	5	<b>406,459,452</b>	<b>301,188,475</b>

The accompanying notes form an integral part of these interim financial statements.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 1. GENERAL INFORMATION

#### 1.1 Restatement to Prior Year Financial Statements

During the course of 2016 it was determined that the Company’s accounting policy in respect of Return of Life Insurance Policies had resulted in a mismatch of the recognition of premium income and the related actuarial reserves, causing a net overstatement of the 2015 net result.

The policy has been amended to ensure the appropriate matching of revenue and related reserves and other costs in June 2016. Consequently the financial statements have been retrospectively restated to reflect the financial position and the net result in accordance with the amended accounting policy starting from June 2016. The details of the restatements to the financial statements as of 31 December 2015 and for the period ended 31 March 2016 are set out below:

<b>1 January – 31 March 2016</b>	<b>Previously Reported</b>	<b>Effect of Restatement</b>	<b>Restated</b>
Gross written premiums	70,505,719	(3,423,972)	67,081,747
Commission expense	(12,297,488)	(17,158)	(12,314,646)
Income tax expense	(6,445,661)	688,226	(5,757,435)
Profit for the year	27,527,501	(2,752,904)	24,774,597
Earnings / (loss) per Share	0,0023	(0,0003)	0,0021

<b>31 December 2015</b>	<b>Previously Reported</b>	<b>Effect of Restatement</b>	<b>Restated</b>
Premium and other insurance receivables	41,606,776	(23,508,244)	18,098,532
Due to insurance and reinsurance companies	(9,755,762)	1,485,481	(8,270,281)
Deferred tax liabilities	(32,899,254)	4,404,553	(28,494,701)
Total assets	1,128,343,232	(23,508,244)	1,104,834,988
Total liabilities	(755,262,346)	5,890,034	(749,372,312)
Net profit / (loss) for the year	80,513,896	(17,618,210)	62,895,686
Shareholders’ equity	373,080,886	(17,618,210)	355,462,676

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 1. GENERAL INFORMATION (Continued)

#### 1.2. Corporate Information (continued)

AvivaSA Emeklilik ve Hayat Anonim Şirketi (“the Company”) was established on October 31, 2007 by the merger of Ak Emeklilik Anonim Şirketi (“Ak Emeklilik”) with Aviva Hayat ve Emeklilik Anonim Şirketi (Aviva Emeklilik).

Ak Emeklilik was established in Istanbul on December 6, 1941 with the title of Doğan Sigorta A.Ş. On October 3, 1995, the title of Doğan Sigorta A.Ş. was changed as to “Akhayat Sigorta Anonim Şirketi” and declared on the Trade Registry Gazette.

Akhayat Sigorta Anonim Şirketi was transformed into a pension company with the official letter of the Republic of Turkey Prime Ministry Undersecretariat of Treasury (the “Undersecretariat of Treasury”) dated December 3, 2002 numbered 77941.

Based on the decision of the Board of Directors of Akhayat Sigorta Anonim Şirketi dated December 11, 2002 numbered 26 and the Extraordinary General Meeting held on January 23, 2003, it has been decided to amend the articles of association for change in company title and scope of the operations and to add Article 40 related to Pension Investment Fund Portfolio and Portfolio Managers. The title of Akhayat Sigorta Anonim Şirketi has been changed as “Ak Emeklilik Anonim Şirketi” and declared on Trade Registry Gazette dated January 31, 2003 numbered 5730.

Following the frame agreed upon the merger contract dated July 27, 2007 and pursuant to Turkish Commercial Code Article 451 and Corporate Tax Law Article 19-20, Ak Emeklilik has acquired Aviva Emeklilik together with all assets and liabilities as a whole through dissolution without liquidation. Ak Emeklilik has become the successor of Aviva Emeklilik. Merger transaction has been realized pursuant to valuations of expert committee assigned by Decision No. 2007/876 D. of Kadıköy Commercial Court of First Instance No. 3 dated July 11, 2007 with the expert report dated 16 July 2007 based on balance sheets of Ak Emeklilik and Aviva Emeklilik as of 31 May 2007 together with other information. This merger has been published on Trade Registry Gazette No. 6930 dated on November 6, 2007 and new title of the Company was announced as “AvivaSA Emeklilik ve Hayat Anonim Şirketi”.

After the merger, shareholders of the Company are Aviva International Holdings Limited (“Aviva International”) (49.83% share ratio) and Aksigorta Anonim Şirketi (“Aksigorta”) (49.83% share ratio).

Aksigorta Anonim Şirketi transferred its shares of AvivaSA Emeklilik ve Hayat A.Ş. to Hacı Ömer Sabancı Holding A.Ş. within the scope of clause “b” of Paragraph 3 of Article 3 of Corporate Tax Law numbered 5520 and under the provisions of "Partial Division of Corporations and Limited Liability Companies Procedures and Operations Joint Communiqué on Principles of Editing" published in the Official Gazette No. 25230 dated 16.09.2003. The transfer was registered and announced on January 12, 2010 and published in the Trade Registry Gazette No. 7481 dated January 18, 2010.

Aviva International Holdings Limited transferred its shares of AvivaSA Emeklilik ve Hayat A.Ş. to Aviva Europe SE on October 28, 2011.

The main shareholders of the Company are Aviva Europe SE and Hacı Ömer Sabancı Holding A.Ş. The Company operates as a joint venture. Aviva Europe SE and Hacı Ömer Sabancı Holding A.Ş.; each held 49.83% of the shares before offering 19.67% of the shares of the Company to public on November 13, 2014. As a result of the initial public offering, the shares of the Company have been listed on Borsa İstanbul A.Ş. (“BIST”) as of November 13, 2014. After the price stabilization activities, the Company’s main shareholders’ share in partnership were 41.28% each and the percentage of shares which are publicly traded were 17.28%.

Aviva Europe SE has transferred 1,477,063,650 shares each worth TL0.01 with a nominal value of TL 14,770,636.50 to Aviva International Holdings Limited on July 15, 2015.

# AVİVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 1 GENERAL INFORMATION (Continued)

#### 1.2 Corporate Information (Continued)

Hacı Ömer Sabancı Holding A.Ş. sold its shares with the nominal value of TL 458,956 in BIST on August 5, 2015 and after this disposal, its share in AvivaSA Emeklilik ve Hayat A.Ş. decreased to 40%.

Aviva International Holdings Ltd. sold its share with the nominal value of TL 458,956 in BIST on August 5, 2015 and after this sale its share in AvivaSA Emeklilik ve Hayat A.Ş. decreased to 40%.

On July 28, 2015, The Board of Directors of AvivaSA Emeklilik ve Hayat A.Ş. has unanimously resolved to increase the Company’s issued capital from TL 51,971,980 to TL 118,000,000 by transferring TL 66,028,020 from other capital reserves to share capital.

As of March 31, 2017 19.87% of the Company’s share have been listed on the Borsa Istanbul (“BIST”).

The Company is engaged in pension business and life insurance. The Company also issues insurance policy for personal accident.

On July 7, 2003, Ak Emeklilik acquired a pension operating license from the Undersecretariat of Treasury to operate in the pension branch. The individual pension investment funds were registered by the Capital Market Board (CMB) on September 26, 2003 and the sale of pension products started as of October 27, 2003.

On August 26, 2003, Aviva Emeklilik acquired a pension operating license from the Undersecretariat of Treasury to operate also in the pension branch. The individual pension investment funds were registered by the Capital Market Board (CMB) on October 27, 2003, the individual retirement plans were approved on December 12, 2003 and the sale of pension products started as of December 15, 2003. In accordance with the decree of the Board of Directors dated October 8, 2007 and numbered 15, it was decided that the pension investment funds of Aviva Emeklilik shall be transferred to Ak Emeklilik as of October 31, 2007. The pension funds of the Company are managed by Ak Portföy.

In accordance with the permission acquired from CMB dated November 20, 2008 and numbered 15-1098, the names of Pension Investment Funds have been changed. The amendments were put into practice as of December 5, 2008.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 1. GENERAL INFORMATION (Continued)

#### 1.2 Corporate Information (Continued)

As of March 31, 2017, there are 25 pension investment funds established by the Company (December 31, 2016: 23 pension funds). The pension investment funds established by the Company are as follows:

Name of Pension Fund	Date of Establishment
AvivaSA Emeklilik ve Hayat A.Ş. Dengeli Emeklilik Yatırım Fonu	21.10.2003
AvivaSA Emeklilik ve Hayat A.Ş. Esnek Emeklilik Yatırım Fonu	21.10.2003
AvivaSA Emeklilik ve Hayat A.Ş. Gelir Amaçlı Kamu Dış Borçlanma Araçları Emeklilik Yatırım Fonu (*)	21.10.2003
AvivaSA Emeklilik ve Hayat A.Ş. Kamu Borçlanma Araçları Emeklilik Yatırım Fonu (*)	21.10.2003
AvivaSA Emeklilik ve Hayat A.Ş. Para Piyasası İkinci Likit Esnek Emeklilik Yatırım Fonu (*)	21.10.2003
AvivaSA Emeklilik ve Hayat A.Ş. İkinci Esnek Emeklilik Yatırım Fonu (*)	21.10.2003
AvivaSA Emeklilik ve Hayat A.Ş. Kamu Dış Borçlanma Araçları Emeklilik Yatırım Fonu (*)	08.11.2005
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Hisse Senedi Emeklilik Yatırım Fonu (*)	28.12.2006
AvivaSA Emeklilik ve Hayat A.Ş. Para Piyasası Birinci Likit Esnek Emeklilik Yatırım Fonu (*)	20.08.2003
AvivaSA Emeklilik ve Hayat A.Ş. Gelir Amaçlı Kamu Borçlanma Araçları Emeklilik Yatırım Fonu (*)	20.08.2003
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Esnek Emeklilik Yatırım Fonu	20.08.2003
AvivaSA Emeklilik ve Hayat A.Ş. Birinci Esnek Emeklilik Yatırım Fonu (*)	20.08.2003
AvivaSA Emeklilik ve Hayat A.Ş. Hisse Senedi Emeklilik Yatırım Fonu (*)	20.08.2003
AvivaSA Emeklilik ve Hayat A.Ş. Kamu Borçlanma Araçları Emeklilik Yatırım Fonu – Grup (*)	05.01.2005
AvivaSA Emeklilik ve Hayat A.Ş. Gelir Amaçlı Esnek Emeklilik Yatırım Fonu (*)	05.01.2005
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Hisse Senedi Grup Emeklilik Yatırım Fonu (*)	05.01.2005
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Esnek Grup Emeklilik Yatırım Fonu	17.08.2010
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Performans Esnek Emeklilik Yatırım Fonu	20.12.2011
AvivaSA Emeklilik ve Hayat A.Ş. Katkı Emeklilik Yatırım Fonu (*)	02.05.2013
AvivaSA Emeklilik ve Hayat A.Ş. Standart Emeklilik Yatırım Fonu (*)	02.05.2013
AvivaSA Emeklilik ve Hayat A.Ş. Altın Emeklilik Yatırım Fonu (*)	20.06.2013
AvivaSA Emeklilik ve Hayat A.Ş. BRIC Ülkeleri Esnek Emeklilik Yatırım Fonu (*)	10.05.2013
AvivaSA Emeklilik ve Hayat A.Ş. Özel Sektör Borçlanma Araçları Emeklilik Yatırım Fonu (*)	25.10.2013
AvivaSA Emeklilik ve Hayat A.Ş. Başlangıç Emeklilik Yatırım Fonu (**)	12.01.2017
AvivaSA Emeklilik ve Hayat A.Ş. Başlangıç Katılım Emeklilik Yatırım Fonu (**)	12.01.2017

(\*) It has been decided to change the titles of 18 Pension Mutual Funds with the resolution of the Board of Directors dated 30 June 2016 in accordance with the guidelines of the pension investment funds approved by the Capital Markets Board dated 3 March 2016 and numbered 7/223. The necessary application was made to the CMB.

(\*\*) On 12 January 2017, the resolution related to the establishments of Avivasa Emeklilik ve Hayat A.Ş. Başlangıç Emeklilik Yatırım Fonu and Avivasa Emeklilik ve Hayat A.Ş. Başlangıç Emeklilik Yatırım Fonu was approved by the board of directors and the necessary application was made to the CMB. The approval is in process at the CMB.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 1. GENERAL INFORMATION (Continued)

#### 1.2 Corporate Information (Continued)

As at March 31, 2017 and December 31, 2016 units and amounts of share certificates in circulation are as follows:

Share certificates in circulation	March 31, 2017		December 31, 2016	
	Number of Share Certificates	Net Asset Value (TL)	Number of Share Certificates	Net Asset Value (TL)
AvivaSA Emeklilik ve Hayat A.Ş. Dengeli Emeklilik Yatırım Fonu	1,744,034,509	79,923,870	1,825,027,098	79,160,550
AvivaSA Emeklilik ve Hayat A.Ş. Esnek Emeklilik Yatırım Fonu	2,756,683,098	133,980,312	2,912,770,944	133,900,080
AvivaSA Emeklilik ve Hayat A.Ş. Gelir Amaçlı Kamu Dış Borçlanma Araçları Emeklilik Yatırım Fonu	17,748,917,174	803,369,238	16,081,866,654	682,369,684
AvivaSA Emeklilik ve Hayat A.Ş. Kamu Borçlanma Araçları Emeklilik Yatırım Fonu	5,366,962,803	260,029,348	5,834,735,406	275,580,388
AvivaSA Emeklilik ve Hayat A.Ş. Para Piyasası İkinci Likit Esnek Emeklilik Yatırım Fonu	3,207,068,279	123,587,583	3,339,541,946	125,676,982
AvivaSA Emeklilik ve Hayat A.Ş. İkinci Esnek Emeklilik Yatırım Fonu	2,795,557,182	72,019,144	2,612,238,033	64,903,666
AvivaSA Emeklilik ve Hayat A.Ş. Kamu Dış Borçlanma Araçları Emeklilik Yatırım Fonu	14,776,104,509	615,070,126	12,698,194,864	494,658,181
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Hisse Senedi Emeklilik Yatırım Fonu	2,745,352,153	74,898,697	3,324,935,586	78,877,447
AvivaSA Emeklilik ve Hayat A.Ş. Para Piyasası Birinci Likit Esnek Emeklilik Yatırım Fonu	33,214,090,077	1,361,777,693	32,292,033,497	1,292,876,145
AvivaSA Emeklilik ve Hayat A.Ş. Gelir Amaçlı Kamu Borçlanma Araçları Emeklilik Yatırım Fonu	59,964,725,176	2,959,019,329	60,406,745,128	2,903,752,238
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Esnek Emeklilik Yatırım Fonu	43,229,810,878	2,165,597,376	43,102,637,881	2,049,616,637
AvivaSA Emeklilik ve Hayat A.Ş. Birinci Esnek Emeklilik Yatırım Fonu	12,344,731,541	394,204,312	10,055,979,686	299,436,907
AvivaSA Emeklilik ve Hayat A.Ş. Hisse Senedi Emeklilik Yatırım Fonu	15,267,341,955	803,306,464	15,999,888,029	736,266,848
AvivaSA Emeklilik ve Hayat A.Ş. Kamu Borçlanma Araçları Emeklilik Yatırım Fonu - Grup	11,876,381,751	468,915,181	12,189,461,645	467,892,485
AvivaSA Emeklilik ve Hayat A.Ş. Gelir Amaçlı Esnek Emeklilik Yatırım Fonu	4,255,628,560	171,242,238	4,379,608,736	172,118,623
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Hisse Senedi Grup Emeklilik Yatırım Fonu	1,985,767,802	85,300,642	2,131,598,795	79,205,948
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Esnek Grup Emeklilik Yatırım Fonu	2,367,696,377	40,852,233	2,289,320,312	37,281,581
AvivaSA Emeklilik ve Hayat A.Ş. Büyüme Amaçlı Performans Esnek Emeklilik Yatırım Fonu	105,080,051	1,608,145	97,125,669	1,456,400
AvivaSA Emeklilik ve Hayat A.Ş. Katkı Emeklilik Yatırım Fonu	118,528,549,796	1,494,526,484	110,950,391,988	1,354,704,286
AvivaSA Emeklilik ve Hayat A.Ş. Standart Emeklilik Yatırım Fonu	9,068,182,239	110,495,801	8,688,522,721	103,402,109
AvivaSA Emeklilik ve Hayat A.Ş. Altın Emeklilik Yatırım Fonu	30,870,654,856	498,591,947	23,839,674,804	348,965,160
AvivaSA Emeklilik ve Hayat A.Ş. BRIC Ülkeleri Esnek Emeklilik Yatırım Fonu	384,218,284	7,008,910	191,686,192	3,101,099
AvivaSA Emeklilik ve Hayat A.Ş. Özel Sektör Borçlanma Araçları EYF	92,307,070	1,249,376	81,689,336	1,074,378
AvivaSA Emeklilik ve Hayat A.Ş. Başlangıç EYF	1,041,783,912	10,586,608	-	-
AvivaSA Emeklilik ve Hayat A.Ş. Başlangıç Katılım EYF	449,662,375	4,565,422	-	-
	<b>396,187,292,407</b>	<b>12,741,726,479</b>	<b>375,325,674,950</b>	<b>11,786,277,822</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 1. GENERAL INFORMATION (Continued)

#### 1.2 Corporate Information (Continued)

There are no entities controlled or jointly controlled by the Company (December 31, 2016: None). The Company’s management analysed their relationship with the pension investment funds under IFRS 10, 11 and 12 and concluded the Company has no control over the pension investment funds.

The average personnel number of the Company is 1,523 employees for the period ended March 31, 2017 (1 January – March, 2016: 1,644).

The registered office of the Company is Saray Mahallesi Dr. Adnan Büyükdeniz Caddesi No: 12, 34768 Ümraniye, Istanbul – Turkey.

The accompanying financial statements of the Company for the year ended March 31, 2017 were authorised for issue in accordance with a resolution of the directors on April 26, 2017.

### 2. ACCOUNTING POLICIES

#### 2.1 Basis of preparation

The financial statements have been prepared on the historical cost basis except for certain financial instruments that are measured at fair values. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Company takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date.

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability.

#### 2.2 Summary of significant accounting policies

##### Gross written premiums

Written premiums represent the policies on cancellations from prior years and premiums ceded to reinsurers and after tax deduction in addition to the policies written in the current year. Annual, long term and saving policies are accounted according to the accrual basis. For unit-linked life savings policies, premiums are recognized on a collection basis.

##### Premiums ceded to reinsurers

Premiums ceded to reinsurers consist of the premiums that are attributable to reinsurers in accordance with the provisions of the respective reinsurance contracts.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 2. ACCOUNTING POLICIES (Continued)

#### Net change in provision for unearned premium reserves

The portion of written premiums attributable to subsequent periods (gross of commission payable to intermediaries) is deferred as a provision for unearned premiums. The change in this provision is recognized as revenue in the statement of profit or loss over the period of risk.

Unit-linked life savings policies (except for a small amount of mortality deductions relating to the life savings business) and long-term life insurance policies are not subject to unearned premium reserves.

#### Net change in mathematical reserves

Life insurance mathematical reserves are calculated according to actuarial principles on a prudent basis in order to ensure liabilities are fully met for policies longer than one year. Mathematical reserves are calculated on a prospective basis as the difference between the present value of liabilities and future premiums to be paid by the policyholders. The change in this provision is recognized as revenue in the statement of profit or loss over the period of risk.

#### Income generated from pension business

Fees received from the pension business consist of (i) fund management fees, (ii) management fees from contributions, (iii) premium holiday charges, (iv) entry and deferred entry fees and (v) account management fees and deferred income reserves. Revenues arising from fund management and other related services offered by the Company are recognized in the accounting period during which the service is rendered.

Fund management fees, which are calculated with reference to assets under management, are attributable to the hardware, software, personnel and accounting services provided to pension funds. Management fees from contributions are attributable to the operational costs of the services rendered to customers by the Company and can be deducted from the participants’ contributions. Premium holiday charges may be received when the participant does not pay his or her regular premium within three months of being due. Entry fees are fees received from the participant when he or she first enters the pension system and from any participants who have already entered into the system but create a new account in another pension company. Deferred entry fees may be charged to the participant and recorded as income in the event that he or she exits, merges or transfers accounts within the context of conditions defined in the contract as of the effective date of contract. Account management fees and deferred account management fees, which is effective with the BES 3.0 legislation that entered into force on January 1, 2016, the reduction from contracts established in 2016 and beyond are tracked through this item. IAS 18 revenue recognition principle requires the deferral of upfront fees over the life time of contracts. The company believes that first year of fees should be recognized as entry fee and the account management fees after the first year should be classified as investment management fees and recognized as revenue over the average duration of the portfolio while the services are provided. The Company applied 9 years for the average duration of the portfolio in line the DAC amortisation period.

Pension fees are subject to limitations and caps in the form of maximum fees collectible from pension customers set out in the local regulation on pension system.

In the payment amounts and collection process were made regulation pursuant to “Amendment Regulation of Regulation on Individual Retirement System” came into force dated January 1, 2016. Deductions were able to receive from the accumulation of the participant with this regulation during five years within the scope of limits and rules.

For agreements which came into force dated before January 1, 2016, there will be no deduction from the agreements which filled 5 years as of the effective date even defined.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 2. ACCOUNTING POLICIES (Continued)

For the agreements which did not fill 5 years as of the effective date, if there is deduction over the annual limit, there will be no deduction until the anniversary, if there is deduction over 5 years limit, there is not any deduction as of this date. There can be entrance fee and administrative expense deduction in the first five years, exit without mandatory reasons, in case of leaving provided that defined to the product within the limits as of the effective date of agreement.

For the agreements which came into force dated after January 1, 2016; “Deferred Entrance Fee“ can be deducted from the saving of the participant in the first five years for the policies which exits without mandatory reasons provided that it is defined to the product within the limits of regulation and rules.

#### **Investment and other income (expense), net**

Investment and other income (expense), net comprises interest income, net profit and loss on realization, dividend income, other income and expenses and investment management expenses.

Interest income is recognized in profit or loss using the effective interest method. The effective interest rate is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial asset (or, where appropriate, a shorter period) to the carrying amount of the financial asset.

The calculation of the effective interest rate includes all fees and points paid or received transaction costs, and discounts or premiums that are an integral part of the effective interest rate. Transaction costs are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial asset.

Interest income presented in the statement of comprehensive income includes:

- interest on financial assets at amortized cost on an effective interest rate basis,
- interest on available-for-sale financial assets on an effective interest rate basis,
- interest earned till the disposal of financial assets at fair value through profit or loss.

Net profit and loss on realization includes gains and losses arising from disposals of financial assets at fair value through profit or loss and available-for-sale financial assets.

#### **Commission income and commission expenses**

The Company receives commission income from reinsurance companies in respect of the ceded premiums in its life protection, personal accident and life savings business segments. Commission income is recognized on an accrual basis.

Commission expenses include third-party commissions paid in respect of the distribution of the Company’s life protection, life savings and personal accident business products through external channels including banks, agencies and brokers, and change in deferred acquisition costs. It does not include any distribution commissions for pension products, which are recorded separately under pension expenses including commissions. Commission expenses are recognized on an accrual basis.

#### **Claims paid and change in outstanding claims provisions**

Claims are recognized in the period in which they occur, based on reported claims or on the basis of estimates when not reported. The claims provision is the total estimated ultimate cost of settling all claims arising from events, which have occurred up to the end of the accounting period. Full provision is accounted for outstanding claims, including claim settlements reported at the period-end. Incurred but not reported claims are also provided for under the provision for outstanding claims, presented in insurance contract liabilities.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 2. ACCOUNTING POLICIES (Continued)

#### Pension expenses including commission

Pension business expenses primarily consist of (i) pension business commissions paid to third parties, (ii) fund management charges paid to asset management companies, (iii) service charges of the Pension Monitoring Center (EGM) and Takasbank, the custodian bank of pension funds and (iv) other pension business-related expenses.

Commissions paid to banks and agencies for distribution of the Company’s pension products are recognized (net of deferred acquisition cost) under pension expenses. As required under Turkish pension regulations, the Company’s pension funds are managed by third party asset manager(s) who receive asset management fees according to the terms specified in the agreement signed between the parties and such management fees are recorded under pension expenses.

#### Cash and cash equivalents

In terms of presentation of cash flow statement, cash and cash equivalents comprise cash at hand, demand deposits and other short-term highly liquid investments with original maturities of three months or less, which are readily convertible to cash and are subject to an insignificant risk of changes in value.

#### Property and equipment

The costs of the property and equipment purchased before January 1, 2006 are restated for the effects of inflation in TL unit current at December 31, 2005 pursuant to IAS 29. The property and equipment purchased subsequent to this date are recorded at their historical cost. Accordingly, property and equipment are carried at cost, less accumulated depreciation and impairment losses. Depreciation is calculated using the straight-line method to write down the cost of such assets to their residual values over their estimated useful lives as follows:

##### *Useful Life*

Furniture and fixtures	2-15 years
Other tangible assets	4-5 years
Leasehold improvements	5 years or term of rent contract

Where the carrying amount of an asset is greater than its estimated recoverable amount (higher of net selling price and value in use), it is written down immediately to its recoverable amount. Gains and losses on disposal of property and equipment are determined by reference to their carrying amount and are taken into account in determining operating profit.

#### Leases as lessee

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessee are classified as financial leases while other leases are classified as operational leases.

The payment of the operational lease is charged to profit or loss on a straight-line basis over the lease period. The incentives received or to be received from the lessor and payments made to intermediaries to acquire the lease contract are also charged to profit or loss on a straight-line basis over the lease period. As at March 31, 2017 and December 31, 2016 details of the outstanding operational lease liability has been disclosed in Note 35.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 2. ACCOUNTING POLICIES (Continued)

#### **Intangible assets**

Intangible assets mainly comprise computer software and internally generated software. They are recorded at acquisition cost and amortized on a straight-line basis over their estimated useful lives as three to five years from the acquisition date. Where an indication of impairment exists, the carrying amount of intangible assets is assessed and written down immediately to its recoverable amount.

Construction in progress refers to the Company’s software development project started in 2012 to unify the basic insurance applications used within the structure of the Company and to use such applications by integration to all the surrounding systems. Personnel expenses and cost of the outsourced services associated directly with the development of the application are capitalised as incurred.

#### **Financial instruments**

##### *Recognition*

The Company initially recognizes loans and advances on the date which they are originated. Regular way of purchase and sales of financial assets are recognized on the trade date which the Company commits to purchase or sell the asset. All other financial assets and liabilities are initially recognized on the trade date at which the Company becomes a party to contractual provisions of the instrument.

##### *Classification*

The Company classifies its investments into the following categories: financial assets at fair value through profit or loss, loans and receivables, and available-for-sale financial assets. The classification depends on the purpose for which the investments were acquired. Management determines the classification of its financial assets at initial recognition and re-evaluates this at every reporting date.

**Financial assets at fair value through profit or loss:** Financial asset is classified into this category at inception if acquired principally for the purpose of selling in the short term, or if it forms part of a portfolio of financial assets in which there is evidence of short term profit making.

**Available-for-sale financial assets:** Available-for-sale (“AFS”) financial assets intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices, are classified as available-for-sale. Assets backing long term insurance contracts are classified as available-for-sale financial assets in the accompanying financial statements.

**Financial investments with risks on policyholders classified as available for sale:** Financial investments with risks on policyholders classified as available for sale consist of public securities, foreign currency Eurobonds and time deposits.

**Loans and receivables:** Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market other than those that the Company intends to sell in the short term or that it has designated as at fair value through profit or loss or available-for-sale. They arise when the Company provides money, goods and services directly to a debtor with no intention of trading the receivable.

**Financial liability:** Financial liability is any liability that is a contractual obligation to deliver cash or another financial asset to another entity.

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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#### 2. ACCOUNTING POLICIES (Continued)

##### *Measurement*

A financial asset or liability is measured initially at fair value plus, for an item not at fair value through profit or loss, transaction costs that are directly attributable to its acquisition or issue.

Subsequent to initial recognition, financial assets at fair value through profit or loss and available-for-sale financial assets are measured at fair values, except that any equity instrument that does not have a quoted market price in an active market and whose fair value cannot be reliably measured is stated at cost.

Gains and losses arising from changes in the fair value of financial assets at fair value through profit or loss are recognized in the statement of comprehensive income in the period in which they arise. Unrealized gains and losses arising from changes in the fair values of available-for-sale financial assets are recognized in equity as “Fair value reserves from available-for-sale financial assets”. When available-for-sale financial assets are sold or impaired, the accumulated fair value reserves under equity are transferred to the statement of comprehensive income as net realized gains/losses on financial assets.

All non-trading financial liabilities, loans and receivables are measured at amortized cost less impairment losses, if any. Amortized cost is calculated on the effective interest method. Premiums and discounts, including initial transaction costs, are included in the carrying amount of the related instrument and amortized based on the effective interest rate of the financial instruments.

##### *Fair value measurement principles*

The fair value of financial instruments is based on their quoted market price at the reporting date without any deduction for transaction costs. If a quoted market price is not available, the fair value of the instrument is estimated using pricing models or discounted cash flow techniques. Where discounted cash flow techniques are used, estimated future cash flows are based on management’s best estimates and the discount rate is a market related rate at the reporting date for an instrument with similar terms and conditions. Where pricing models are used, inputs are based on market related measures at the reporting date.

##### *Derecognition*

A financial asset is derecognized when the control over the contractual rights that comprise that asset, is lost. This occurs when the rights are realized, expire or are surrendered. The Company derecognizes a financial liability when its contractual obligations are discharged or cancelled or expired.

Available-for-sale financial assets and financial assets at fair value through profit or loss that are sold are derecognized and corresponding receivables from the buyer for the payment are recognized as at the date the Company commits to sell the assets. The specific identification method is used to determine the gain or loss on derecognition.

##### *Offsetting*

Financial assets and liabilities are offset and the net amount is reported in the statement of financial position when there is a currently enforceable legal right to set off the recognized amounts and there is an intention to settle on a net basis or realize the asset and settle the liability simultaneously.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**2. ACCOUNTING POLICIES (Continued)**

**Impairment of financial assets**

*Premium and other insurance receivables*

In determining whether an impairment loss should be recorded in profit or loss, the Company makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated amounts recoverable from a portfolio of premiums and other insurance receivables and individual premiums. Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Company about the following loss events:

- (a) significant financial difficulty of the agency or debtor;
- (b) the Company granting to the agency, for economic or legal reasons relating to the agency’s financial difficulty, a concession that the lender would not otherwise consider;
- (c) it is probable that the agency will declare bankruptcy or enter into other financial reorganization;
- (d) the disappearance of an active market for the related financial asset because of financial difficulties; or
- (e) observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group, including:
  - (i) adverse changes in the payment status of agencies; or
  - (ii) national or local economic conditions that correlate with defaults on the assets in the group.

If there is objective evidence that there occurs an impairment loss on receivables, the amount of the loss is measured based on the difference between the asset’s carrying amount and the estimated recoverable amount. The carrying amount of the asset is reduced through the use of an allowance account. The amount of the loss is recognized in profit or loss.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor’s credit rating), the previously recognized impairment loss is reversed by adjusting the allowance account. Any subsequent reversal of impairment loss is recognized in the statement of comprehensive income, to the extent that the carrying value of the asset does not exceed its cost at the reversal date.

A write off is made when all or part of a premium receivable is deemed uncollectible or in the case of debt forgiveness. Such premium receivables are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Write offs are charged against previously established allowances and reduce the amount of the insurance receivable. Subsequent recoveries of amounts previously written off are included in statement of profit or loss.

The methodology and assumptions used for estimating both the amount and timing of recoverable amounts are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

*Available-for-sale financial assets*

If an available-for-sale investment security is impaired, an amount comprising the difference between its cost (net of any principal payment and amortization) and its current fair value, less any impairment loss previously recognized in profit or loss, is transferred from equity to the profit or loss. Reversals of impairment losses on debt instruments are reversed through profit or loss; if the increase in fair value of the instrument can be objectively related to an event occurring after the impairment loss was recognized in profit or loss.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**2. ACCOUNTING POLICIES (Continued)**

***Reinsurance assets***

If the reinsurance asset is impaired, the Company reduces its carrying amount accordingly and recognizes that impairment loss in the statement of profit or loss. A reinsurance asset is impaired if, and only if:

- (a) there is objective evidence, as a result of an event that occurred after initial recognition of the reinsurance asset, that the Company may not receive all amounts and
- (b) that event has a reliably measurable impact on the amounts that the Company will receive from the reinsurer.

An insurance contract is a contract under which the Company accepts significant insurance risk from another party (the policyholder) by agreeing to compensate the policyholder if a specified uncertain future event (the insured event) adversely affects the policyholder. Insurance risk covers all risks except for financial risks. All premiums written within the coverage of insurance contracts are recognized as revenue under “written premiums” account.

Investment contracts are those contracts which transfer financial risk without significant insurance risk. Financial risk is the risk of a possible future change in a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of prices or rates, credit rating or credit index or other variable, provided, that it is not specific to a party to the contract, in the case of a non-financial variable.

***Insurance contracts***

Insurance contracts are contracts that provide protection to the insured against adverse economic consequences of an event of loss as covered under the terms and conditions stipulated in the insurance policy according to IFRS 4.

Financial Guarantee Contract is a contract which requires that the issuer make specific payments to reimburse the holder for the loss incurred by the debtor when a specific breach of its obligation to pay, in accordance with the conditions, original or amended, of a debt instrument.

According to IFRS 4, financial risk is the risk posed by a possible future change in one or more of the following variables: an interest rate specified the price of a financial instrument, the price of a commodity trading, an exchange rate, a price index or interest, a credit rating or an index or other variable. If this is a nonfinancial variable, it is necessary that the variable is not specific to one of the parties to the contract.

According to this, insurance contracts include changes in market prices, as well as insurance risk.

Some policies (Saving Life Policies) of the Company include financial return in addition to insurance risk and carry financial risk, accordingly. However these contracts are defined as insurance contracts also and accounted in this context. Because there are no contracts with a stand-alone financial risk in the Company’s portfolio and contracts carry significant insurance risk, mentioned policies are within the context of insurance contracts.

All policies in the Company portfolio are treated as insurance contracts.

***Liability adequacy test***

At each reporting date, an assessment is made of whether the recognized long-term business provisions are adequate, using current estimates of future cash flows. A liability adequacy test is required to ensure that losses do not remain unrecognised.

- a) the test considers current estimates of all contractual cash flows, and of related cash flows such as claims handling costs, as well as cash flows resulting from embedded options and guarantees; and
- b) if the best test shows that the liability is inadequate, the entire deficiency is recognised in profit or loss.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 2. ACCOUNTING POLICIES (Continued)

#### Deferred expenses

##### Deferred acquisition costs (DAC)

Those direct and indirect costs incurred during the financial period arising from the writing or renewing of insurance contracts, are deferred to the extent that these costs are recoverable out of future premiums. All other acquisition costs are recognised as an expense when incurred.

Incremental direct costs resulting from and essential to the contract transaction are subject to deferral. During the deferral of salaries, benefits and other costs, two criteria are evaluated and should be met; must have a direct role in acquisition activities and must be an essential activity resulting in the contract being issued. The Company management has identified that the following expenses met these criteria and thus are subjected to deferral:

- Stand-alone direct sales force sales teams and sales managers’ commissions
- Bancassurance coaches’ and sales managers’ commissions
- Corporate sales teams commissions
- Third party, Akbank T.A.Ş. and agency commissions

Subsequent to initial recognition, DAC for life insurance are amortised over the expected life of the contracts as a constant percentage of expected premiums. DAC for personal accident insurance products are amortised over the period in which the related revenues are earned. The reinsurers’ share of deferred acquisition costs is amortised in the same manner as the underlying asset amortisation is recorded in profit or loss.

Deferral periods can be the average life-time of the contracts (which are longer than the lapse assumptions). The Company management has determined the period for pension contracts as nine years and amount of DAC is subject to Liability Adequacy Test each year. The Company has applied straight line method for the amortisation of DAC on pension contracts which is nine years.

##### Provision for unearned premiums

The proportion of written premiums, gross of commission payable to intermediaries, attributable to subsequent periods is deferred as a provision for unearned premiums. The change in this provision is taken to profit or loss as recognition of revenue over the period of risk.

Unearned premium reserve is calculated on a daily basis for all policies in force as of statement of financial position date for unearned portions of premiums written, except for marine premiums issued before 14 June 2007. During the calculation of unearned portion of premiums written on a daily basis, it is supposed that the policies start at 12:00 noon and end at 12:00 noon again. Unearned premium reserve and the reinsurers’ share of the unearned premium reserve for policies, are calculated and recorded as the deferred portion of the accrued premiums related to the policies in force and ceded premiums to reinsurers without deducting commissions or any other deduction, on a daily and gross basis.

##### Provision for outstanding claims/IBNR

Outstanding claims reserve represents the estimate of the total reported costs of notified claims on an individual case basis at the reporting date as well as the corresponding handling costs. A provision for claims incurred but not reported (“IBNR”) is also established as described below.

Estimates have to be made both for the expected ultimate cost of claims reported at the reporting date and for the expected ultimate cost of IBNR claims at the reporting date. It can take a significant period of time before the ultimate claims cost can be established with certainty. The primary technique adopted by management in estimating the cost of IBNR claims, is that of using past claim settlement trends to predict future claims settlement trends. At each reporting date, prior year claims estimates are reassessed for adequacy and changes are made to the provision. In addition to that, the Company also reassesses its notified claims provision at each reporting date on each claim file basis.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**2. ACCOUNTING POLICIES (Continued)**

**Mathematical reserves**

Insurance companies operating in life branch allocate mathematical reserves, adequately according to actuarial principles, for long-term life policies in order to meet its obligations to beneficiaries and policyholders.

Mathematical reserves consist of actuarial mathematical reserves and profit share reserves, share of policyholders, determined from the income generated from mathematical reserves directed towards investment, that are calculated separately for each effective policy, in accordance with the technical principles in the tariffs.

Actuarial mathematical reserves are the difference between the premiums received for the risks assumed and cash value of liabilities to policyholders and beneficiaries. Actuarial mathematical reserves are provided for life insurance having more than one year of maturity, based on the formulas and elements of technical principles. Mathematical reserves are calculated on a prospective basis as the difference between the present value of liabilities and future premiums to be paid by the policyholders.

Profit share reserves consist of the income obtained from assets in relation to reserves provided for the obligations for the policyholders and beneficiaries in contracts for which the Company has committed to distribute profit shares; the guaranteed portion, not to exceed the technical interest income calculated based on the profit share distribution system prescribed in the approved technical principles of profit share and prior years’ accumulated profit share reserves.

**Reinsurance contracts held**

Contracts entered into by the Company with reinsurers under which the Company is compensated for losses on one or more life insurance contracts issued by the Company, and that meet the classification requirements for insurance contracts are classified as reinsurance contracts held. Reinsurance liabilities are primarily reinsurance premiums payable to reinsurance contracts and are recognized as an expense when due.

Reinsurance cessions of the Company are made on risk premium basis with regard to death benefit and supplementary benefits. For group and individual life reinsurance surplus agreements, cessions are made to the treaty reinsurers according to shares of the surplus amounts in excess of the Company retention limits which are approved by the Turkish Treasury.

**Pension business**

The Company provides group and individual plans to customers.

The Company offers 25 pension investment funds (2016: 23). These pension funds are in different risk profiles according to the portfolio composition of the funds. The participants choose from among different pension funds within legal limitations and determine allocation rates for contributions and additional contributions according to the contract provisions. The participants gain right for retirement provided that they remain in the pension system for at least 10 years, pay contributions for at least 10-years and attain 56 years of age.

Pension business receivables consist of ‘receivable from pension investment funds for fund management fees’, ‘entry fee receivable from participants’ and ‘receivables from clearing house on behalf of the participants’. ‘Receivable from pension investment funds for fund management fees’ are the fees charged to the pension funds against for the administration of related pension funds which consist of fees which are not collected in the same day.

Pension business payables include participants’ temporary accounts, and payables to pension agencies. Pension business payables consist of payables to intermediaries in pension business, payables to custodians and payables to the Pension Monitoring Centre. The temporary accounts of participants consist of funds of participant which are yet not directed to investments and of payables due to sale of investments net of any entry fee payables by the participants and other deductions of participants who will either leave the pension business or who will transfer their funds to another insurance company. In case where collections from participants are performed or where cash is transferred to the Company subsequent to the sale of investments of the participants, the pension business payable account is credited. When the funds of participants are directed to investments or where the participants’ funds are transferred to another insurance company the account is debited.

***Income on/Expense from Pension Operations***

Details of income and expenses from pension operations are explained in detail in “e) Income generated from pension business” and “i) Pension expenses including commission above”.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 2. ACCOUNTING POLICIES (Continued)

#### Employee benefits

##### *Provision for Termination Benefit Obligations*

Provision for Termination Benefit Obligations represents the present value of the estimated future probable obligation of the Company arising from the retirement of the employees and calculated in accordance with the Turkish Labour Law. It is computed and reflected in the financial statements on an accrual basis as it is earned by serving employees. The computation of the liabilities is based upon the retirement pay ceiling announced by the Government. The maximum amount of TL 4,426 effective as of March 31, 2017 (December 31, 2016: TL 4,297) has been taken into consideration during calculation of provision from employment termination benefits.

IAS 19 – *Employee benefits* requires actuarial valuation methods to be developed to estimate the Company’s obligation for termination benefits. The principal statistical assumptions used in the calculation of the total liability in the accompanying financial statements at March 31, 2017 and December 31, 2016 is as follows:

	March 31, 2017	December 31, 2016
	%	%
Expected rate of salary/limit increase	7.00	7.00
Discount rate	11.30	11.30

##### *Other benefits to employees*

The Company has provided for undiscounted short-term employee benefits earned during the period as per services rendered in compliance with *IAS 19* in the accompanying financial statements.

#### Provisions

A provision is recognized when, and only when, the Company has a present obligation (legal or constructive) as a result of a past event and it is probable (i.e. more likely than not) that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. Provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

Where the effect of the time value of money is material, the amount of a provision is the present value of the expenditures expected to be required to settle the obligation.

#### Taxes on income

The tax expense represents the sum of the tax currently payable and deferred tax.

##### *Current tax*

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the statement of profit or loss because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Company’s liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the balance sheet date.

##### *Deferred tax*

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 2. ACCOUNTING POLICIES (Continued)

Deferred tax liabilities are recognised for taxable temporary differences arising on investments in subsidiaries and associates, and interests in joint ventures, except where the Company is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised based on tax laws and rates that have been enacted or substantively enacted at the balance sheet date. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited in other comprehensive income, in which case the deferred tax is also dealt with in other comprehensive income.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

#### Related parties

Parties are considered related to the Company if;

- (a) A person or a close member of that person's family is related to a reporting entity if that person:
  - (i) has control or joint control over the reporting entity;
  - (ii) has significant influence over the reporting entity; or
  - (iii) is a member of the key management personnel of the reporting entity or of a parent of the reporting entity.
- (b) An entity is related to a reporting entity if any of the following conditions applies:
  - (i) The entity and the reporting entity are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
  - (ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
  - (iii) Both entities are joint ventures of the same third party.
  - (iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity.
  - (v) The entity is a post-employment benefit plan for the benefit of employees of either the reporting entity or an entity related to the reporting entity. If the reporting entity is itself such a plan, the sponsoring employers are also related to the reporting entity.
  - (vi) The entity is controlled or jointly controlled by a person identified in (a).
  - (vii) A person identified in (a) (i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

A related party transaction is a transfer of resources, services or obligations between related parties, regardless of whether a price is charged.

The Company management, groups associated to Sabancı Holding and Aviva are defined as related parties.

#### Foreign currency transactions

Transactions are recorded in TL, which represents the Company's functional currency. Transactions denominated in foreign currencies are recorded at the exchange rates ruling at the dates of the transactions. Foreign currency denominated monetary assets and liabilities are converted into TL at the exchange rates ruling at the reporting date with the resulting exchange differences recognized in profit or loss as foreign exchange gains or losses.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 2. ACCOUNTING POLICIES (Continued)

Foreign currency assets and liabilities are converted by using period end exchange rates of Central Bank of the Republic of Turkey’s bid rates.

The Central Bank of the Republic of Turkey exchange rates used in the conversion is as follows:

	March 31, 2017		December 31, 2016	
	USD / TL	Euro / TL	USD / TL	Euro / TL
Bid Rates	3.6386	3.9083	3.5192	3.7099
Ask Rates	3.6506	3.9212	3.5308	3.7222

### Segment reporting

Reporting segments are determined to conform to the reporting made to the Company’s chief operating decision maker. The chief operating decision maker is responsible for making decisions about resources to be allocated to the segment and assess its performance. Details related to the segment reporting are disclosed in the Note 3.

### 2.3 Changes in accounting policy and disclosures

Financial statements of the Company have been prepared comparatively with the prior period in order to give information about financial position and performance. If the presentation or classification of the financial statements is changed, financial statements of the prior periods are also reclassified in order to maintain consistency with the current year’s presentation in line with the related changes.

#### a) Standards, amendments and interpretations applicable as at 31 March 2017

**IFRS 14 ‘Regulatory deferral accounts’**, effective from annual periods beginning on or after 1 January 2016. IFRS 14, ‘Regulatory deferral accounts’ permits first-time adopters to continue to recognise amounts related to rate regulation in accordance with their previous GAAP requirements when they adopt IFRS. However, to enhance comparability with entities that already apply IFRS and do not recognise such amounts, the standard requires that the effect of rate regulation must be presented separately from other items.

**Annual improvements 2014**, effective from annual periods beginning on or after 1 January 2016. These set of amendments impacts 4 standards:

- IFRS 5, ‘Non-current assets held for sale and discontinued operations’ regarding methods of disposal.
- IFRS 7, ‘Financial instruments: Disclosures’, (with consequential amendments to IFRS 1) regarding servicing contracts.
- IAS 19, ‘Employee benefits’ regarding discount rates.
- IAS 34, ‘Interim financial reporting’ regarding disclosure of information.

**Amendment to IFRS 11, ‘Joint arrangements’** on acquisition of an interest in a joint operation, effective from annual periods beginning on or after 1 January 2016. This amendment adds new guidance on how to account for the acquisition of an interest in a joint operation that constitutes a business. The amendments specify the appropriate accounting treatment for such acquisitions.

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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#### 2 ACCOUNTING POLICIES (Continued)

##### 2.3 Changes in accounting policy and disclosures (Continued)

###### a) Standards, amendments and interpretations applicable as at 31 March 2017 (continued)

**Amendments to IAS 16 ‘Property, plant and equipment’, and IAS 41, ‘Agriculture’,** regarding bearer plants, effective from annual periods beginning on or after 1 January 2016. These amendments change the financial reporting for bearer plants, such as grape vines, rubber trees and oil palms. It has been decided that bearer plants should be accounted for in the same way as property, plant and equipment because their operation is similar to that of manufacturing. Consequently, the amendments include them within the scope of IAS 16, instead of IAS 41. The produce growing on bearer plants will remain within the scope of IAS 41.

**Amendment to IAS 16, ‘Property, plant and equipment’ and IAS 38, ‘Intangible assets’,** on depreciation and amortisation, effective from annual periods beginning on or after 1 January 2016. In this amendment the it has clarified that the use of revenue based methods to calculate the depreciation of an asset is not appropriate because revenue generated by an activity that includes the use of an asset generally reflects factors other than the consumption of the economic benefits embodied in the asset. It is also clarified that revenue is generally presumed to be an inappropriate basis for measuring the consumption of the economic benefits embodied in an intangible asset.

**Amendments to IAS 27, ‘Separate financial statements’** on the equity method, effective from annual periods beginning on or after 1 January 2016. These amendments allow entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements.

**Amendment to IFRS 10 ‘Consolidated financial statements’ and IAS 28, ‘Investments in associates and joint ventures’,** effective from annual periods beginning on or after 1 January 2016. These amendments clarify the application of the consolidation exception for investment entities and their subsidiaries.

**Amendment to IAS 1, ‘Presentation of financial statements’** on the disclosure initiative, effective from annual periods beginning on or after 1 January 2016, these amendments are as part of the IASB initiative to improve presentation and disclosure in financial reports

###### b) Standards, amendments and interpretations effective after 1 April 2017

**Amendments to IAS 7 ‘Statement of cash flows’** on disclosure initiative, effective from annual periods beginning on or after 1 January 2017. These amendments introduce an additional disclosure that will enable users of financial statements to evaluate changes in liabilities arising from financing activities. The amendment is part of the IASB’s Disclosure Initiative, which continues to explore how financial statement disclosure can be improved.

**Amendments IAS 12 ‘Income Taxes’,** effective from annual periods beginning on or after 1 January 2017. The amendments clarify the accounting for deferred tax where an asset is measured at fair value and that fair value is below the asset’s tax base. It also clarify certain other aspects of accounting for deferred tax assets.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**2 ACCOUNTING POLICIES (Continued)**

**2.3 Changes in accounting policy and disclosures (Continued)**

**b) Standards, amendments and interpretations effective after 1 April 2017 (continued)**

**Amendments to IFRS 2, ‘Share based payments’** on clarifying how to account for certain types of share-based payment transactions, effective from annual periods beginning on or after 1 January 2018. This amendment clarifies the measurement basis for cash-settled, share-based payments and the accounting for modifications that change an award from cash-settled to equity-settled. It also introduces an exception to the principles in IFRS 2 that will require

an award to be treated as if it was wholly equity-settled, where an employer is obliged to withhold an amount for the employee’s tax obligation associated with a share-based payment and pay that amount to the tax authority.

**IFRS 9 ‘Financial instruments’**, effective from annual periods beginning on or after 1 January 2018. This standard replaces the guidance in IAS 39. It includes requirements on the classification and measurement of financial assets and liabilities; it also includes an expected credit losses model that replaces the current incurred loss impairment model. The Company is yet to assess the full impact of this new standard.

**IFRS 15 ‘Revenue from contracts with customers’**, effective from annual periods beginning on or after 1 January 2018. IFRS 15, ‘Revenue from contracts with customers’ is a converged standard from the IASB and FASB on revenue recognition. The standard will improve the financial reporting of revenue and improve comparability of the top line in financial statements globally. The Company is yet to assess the full impact of this new standard.

**Amendment to IFRS 15, ‘Revenue from contracts with customers’**, effective from annual periods beginning on or after 1 January 2018. These amendments comprise clarifications of the guidance on identifying performance obligations, accounting for licences of intellectual property and the principal versus agent assessment (gross versus net revenue presentation). New and amended illustrative examples have been added for each of those areas of guidance. The IASB has also included additional practical expedients related to transition to the new revenue standard. The Company is yet to assess the full impact of this new standard.

**IFRS 16 ‘Leases’**, effective from annual periods beginning on or after 1 January 2019, This standard replaces the current guidance in IAS 17 and is a farreaching change in accounting by lessees in particular. Under IAS 17, lessees were required to make a distinction between a finance lease (on balance sheet) and an operating lease (off balance sheet). IFRS 16 now requires lessees to recognise a lease liability reflecting future lease payments and a ‘right-of-use asset’ for virtually all lease contracts. The IASB has included an optional exemption for certain short-term leases and leases of low-value assets; however, this exemption can only be applied by lessees. For lessors, the accounting stays almost the same. However, as the IASB has updated the guidance on the definition of a lease (as well as the guidance on the combination and separation of contracts), lessors will also be affected by the new standard. At the very least, the new accounting model for lessees is expected to impact negotiations between lessors and lessees. Under IFRS 16, a contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. The Company is yet to assess the full impact of this new standard.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**2 ACCOUNTING POLICIES (Continued)**

**2.3 Changes in accounting policy and disclosures (Continued)**

**b) Standards, amendments and interpretations effective after 1 April 2017 (continued)**

**Amendments to IFRS 4, ‘Insurance contracts’** regarding the implementation of IFRS 9, ‘Financial Instruments’, effective from annual periods beginning on or after 1 January 2018. These amendments introduce two approaches: an overlay approach and a deferral approach. The amended standard will:

- give all companies that issue insurance contracts the option to recognise in other comprehensive income, rather than profit or loss, the volatility that could arise when IFRS 9 is applied before the new insurance contracts standard is issued; and
- give companies whose activities are predominantly connected with insurance an optional temporary exemption from applying IFRS 9 until 2021. The entities that defer the application of IFRS 9 will continue to apply the existing financial instruments standard— IAS 39.

**Amendment to IAS 40, Investment property’** relating to transfers of investment property, effective from annual periods beginning on or after 1 January 2018. These amendments clarify that to transfer to, or from, investment properties there must be a change in use. To conclude if a property has changed use there should be an assessment of whether the property meets the definition. This change must be supported by evidence.

**Annual improvements 2014–2016**, effective from annual periods beginning on or after 1 January 2018. These amendments impact 3 standards:

- IFRS 1, ‘First-time adoption of IFRS’, regarding the deletion of short-term exemptions for first-time adopters regarding IFRS 7, IAS 19, and IFRS 10 effective 1 January 2018.
- IFRS 12, ‘Disclosure of interests in other entities’ regarding clarification of the scope of the standard. These amendments should be applied retrospectively for annual periods beginning on or after 1 January 2017.
- IAS 28, ‘Investments in associates and joint ventures’ regarding measuring an associate or joint venture at fair value effective 1 January 2018.

**IFRIC 22, ‘Foreign currency transactions and advance consideration’**, effective from annual periods beginning on or after 1 January 2018. This IFRIC addresses foreign currency transactions or parts of transactions where there is consideration that is denominated or priced in a foreign currency. The interpretation provides guidance for when a single payment/receipt is made as well as for situations where multiple payments/receipts are made. The guidance aims to reduce diversity in practice

**2.4 Critical accounting estimates and judgments in applying accounting policies**

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**2 ACCOUNTING POLICIES (Continued)**

**2.4 Critical accounting estimates and judgments in applying accounting policies (Continued)**

***Deferred acquisition costs (DAC)***

Those direct and indirect costs incurred during the financial period arising from the writing or renewing of insurance contracts, are deferred to the extent that these costs are recoverable out of future premiums. All other acquisition costs are recognised as an expense when incurred.

Deferral periods can be the average life-time of the contracts (which are longer than the lapse assumptions). The Company management has determined the period as nine years and amount of DAC is subject to Liability Adequacy Test each year. The Company has applied straight line method for the amortisation of DAC which is nine years.

***Deferred income reserve (DIR)***

IAS 18 revenue recognition principle requires the deferral of upfront fees over the life time of contracts. The company believes that first year of fees should be recognized as entry fee. The management fees after the first year could be classified as investment management fees and recognized as revenue in accordance with the duration while the services are provided. The Company applied 9 years of amortisation in line with DAC.

**Ultimate liability arising from claims made under insurance contracts**

The estimation of the ultimate liability arising from claims made under insurance contracts is executed depending on different assumptions. Mortality tables (CSO 1953-58, CSO 80 (Male-Female) approved by the Turkish Treasury are used to estimate the ultimate liability arising from life insurance policies. For estimating the risk of critical illness, the Critical Illness Rating Tables which are recommended by leader treaty reinsurer are used.

***Estimate of future benefit payments and premiums arising from long-term insurance contracts***

For estimation of future benefit and premium payments, five parameters have significant impacts:

- i) The lapse and surrender rates: These estimated rates are derived from past experience. In its estimation, the Company also takes into consideration the economic crisis or positive economic developments that will affect the rates either in a positive or a negative way.
- ii) Number of deaths: While estimating number of deaths in a year, the historical mortality experiences are used.
- iii) Future investment income: This estimate is based on current market returns as well as expectations about future economic and financial developments.
- iv) Average premium per insured: The assumption is based on historical trends in average premium amounts per insured and economical expectations that may affect the average premium amount.

***Employee termination benefits***

In accordance with existing social legislation in Turkey, the Company is required to make lump-sum termination indemnities to each employee who has completed over one year of service with the Company and whose employment is terminated due to retirement or for reasons other than resignation or misconduct. In calculating the related liability to be recorded in the financial statements for these termination benefits, the Company makes assumptions and estimations relating to the discount rate to be used, turnover of employees, future change in salaries/limits, etc. These estimations which are disclosed in Note 2.2 and Note 18 are reviewed regularly.

***Doubtful receivables provisions***

Doubtful receivables provisions are related to the total amount of receivables assessed by the Company’s management, to cover the future potential losses arising from the non-collectability of the receivables as of the balance sheet date, upon the current state of the economy. The total amount of the provision is determined according to the valuation results, performances, market credibility, collection performances following balance sheet date, and the restructuring on the receivables. The doubtful receivables provision as of the balance sheet date is disclosed in Note 8.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**2 ACCOUNTING POLICIES (Continued)**

**2.4 Critical accounting estimates and judgments in applying accounting policies (Continued)**

*Deferred taxes*

Deferred tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the deductible temporary differences can be utilised. It is necessary to evaluate and make predictions regarding taxable profits which may occur in future while determining the amount of deferred tax assets to be recorded (Note 17).

*Provision for litigations*

In determining the provision for litigations, the Management considers the probability of legal cases to be brought against the Company and in case it is brought against the Company considers its consequences based on the assessments of legal advisor. The Company management makes its best estimates using the available data provided (Note 16).

**2.5 Changes in Accounting Estimates and Errors**

If any change in an accounting estimate affects only one period, the effects of the change shall be recognized in the period of the change; if the change affects future periods, the effects of the change shall be recognized in the period of the change and in the future periods prospectively. There are no significant changes in the accounting estimates of the Company in the current period.

Significant accounting errors are corrected retrospectively and prior period financial statements are restated. As disclosed below, an error in accounting for premium income has been identified and relevant financial statements have been restated.

The Company has recognised premiums of the Return of Premium life insurance policies on a yearly basis and recognised the actuarial mathematical reserves on a monthly basis. This cut-off error corrects itself within 12 months for each individual policy. In order to correct this error and make the financial statements comparable, the Company changed its premium accounting method; due to this change the Company’s prior year financial statements are restated retrospectively.

**3. SEGMENT INFORMATION**

Information related to the operational reporting made by the Company to the chief operating decision-maker in accordance with the “IFRS 8 - Operating Segments” is disclosed in this note. The Company manages its business through the following business segments:

*Life Protection*

The Company’s life insurance business is principally related to life protection insurance, including credit-linked life and non-credit-linked life policies, such as term life, return of premium, critical illness and unemployment.

- Credit-linked life insurance policies represent the largest group of products historically offered by the Company, both in terms of the number of valid insurance policies and by share of the gross written premiums in the total gross written premiums earned by the Company. The Company offers both long-term and short-term credit-linked life insurance. Long-term credit-linked life insurance includes insurance policies relating to mortgages or consumer loans for terms greater than one year. Short-term credit-linked life insurance includes yearly renewable insurance policies relating to consumer loans with accidental disability and optional unemployment covers check credit life and SME credit life.
- Non-credit-linked (term) life insurance policies provide life protection insurance for a certain period of time. The insurance covers the insuree’s life. In the event of death, the beneficiary receives the amount insured. Individual protection insurance may be entered into only with regular premium installments in amounts pre-determined for the entire contract period. The Company offers customizable life insurance riders including involuntary unemployment, critical illness, accidental death, and disability due to accident or sickness in its non-credit-linked product portfolio.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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### 3. SEGMENT INFORMATION (Continued)

#### *Life Savings*

Life savings products are generally written for a contract period, during which the insured makes regular premium payments into a unit, in return for a unit-price guaranteed.

#### *Personal Accident*

Personal accident policies provide coverage against disability, death and medical expenses due to accident. The insurance covers the insuree’s life. In the event of a defined accident, the beneficiary receives the amount insured. Individual protection insurance may be entered into with a single premium or with regular premium installments in amounts pre-determined for the entire contract period.

#### *Pension*

The Company offers a number of individual and corporate pension plans within the framework of the private pension system in Turkey.

The segment information below is presented on the basis used by the chief operating decision-maker to evaluate performance. Premium production and technical profit are considered while determining operating segments. Technical profit is the profit that the Company derives from providing insurance coverage, exclusive of the income it derives from investments. The chief operating decision-maker reviews discrete financial information for each of its segments, including measures of operating results. The segments are managed primarily on the basis of their results, which are measured on a basis which is broadly consistent with the Summary of Significant Accounting Policies described in Note 2, with the exception of certain adjustments. Management considers that this information provides the most appropriate way of reviewing the performance of the business.

Since the Company operates principally in Turkey, geographic segment information is not presented.

**Commission expenses:** Represents commission expenses included in general and administrative expenses in the statement of profit or loss under IFRS which are attributable to life protection, life savings, pension and personal accident segments.

**Net change in mathematical reserves:** Net change in mathematical reserves are a component of net premiums earned as per the Company’s segment reporting; whereas this is presented as part of total income after net premiums earned in the statement of profit or loss under IFRS.

**Other:** Adjustments included in other represent individually insignificant reclassifications.

Transactions between the business segments are on normal commercial terms and conditions.

Below are the reconciliations of the statement of profit or loss:

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 3. SEGMENT INFORMATION (Continued)

January 1 - March 31, 2017	Life Insurance				Reconciliation to statement of profit and loss				
	Pension	Life protection	Life savings	Personal accident	Total	Commissions expenses	Other	Net change in mathematical reserves	Statement of profit or loss
Gross written premiums	-	93,694,615	2,734,808	16,027,456	112,456,879	-	-	-	112,456,879
Premium ceded to reinsurers	-	(4,484,597)	(78,467)	(92,528)	(4,655,592)	-	-	-	(4,655,592)
<b>Premium written net of reinsurance</b>	-	<b>89,210,018</b>	<b>2,656,341</b>	<b>15,934,928</b>	<b>107,801,287</b>	-	-	-	<b>107,801,287</b>
Net change in mathematical reserves	-	(15,523,812)	12,701,346	-	(2,822,466)	-	(600)	2,823,066	-
Net change in provision for unearned premiums reserves	-	(15,338,102)	(5,010)	(3,411,449)	(18,754,561)	-	-	-	(18,754,561)
<b>Net premiums earned</b>	-	<b>58,348,104</b>	<b>15,352,677</b>	<b>12,523,479</b>	<b>86,224,260</b>	-	<b>(600)</b>	<b>2,823,066</b>	<b>89,046,726</b>
Net change in mathematical reserves	-	-	-	-	-	-	-	(2,823,066)	(2,823,066)
Claim paid and change in outstanding claims	-	(12,124,298)	(14,455,622)	(2,062,767)	(28,642,687)	-	24,457	-	(28,618,230)
Commission income	-	1,073,986	8,195	303,544	1,385,725	-	-	-	1,385,725
Commission expense	-	(18,652,219)	3,116	(5,937,853)	(24,586,956)	1,065,611	-	-	(23,521,345)
Other income / (expense), net	-	(132,132)	-	(19,955)	(152,087)	-	79,595	-	(72,492)
<b>Life and personal accident technical profit</b>	-	<b>28,513,441</b>	<b>908,366</b>	<b>4,806,448</b>	<b>34,228,255</b>	<b>1,065,611</b>	<b>103,452</b>	-	<b>35,397,318</b>
Fund management charge	45,597,730	-	-	-	45,597,730	-	-	-	45,597,730
Management fee	4,318,270	-	-	-	4,318,270	-	-	-	4,318,270
Account management fee, net of DIR	11,111,426	-	-	-	11,111,426	-	-	-	11,111,426
Account management fee	8,360,448	-	-	-	8,360,448	-	-	-	8,360,448
DIR	2,750,978	-	-	-	2,750,978	-	-	-	2,750,978
Premium holiday charges	1,097,449	-	-	-	1,097,449	-	-	-	1,097,449
Entry and deferred entry fees income	8,360,938	-	-	-	8,360,938	-	-	-	8,360,938
<b>Pension income</b>	<b>70,485,813</b>	-	-	-	<b>70,485,813</b>	-	-	-	<b>70,485,813</b>
Fund management charge	(5,618,632)	-	-	-	(5,618,632)	-	-	-	(5,618,632)
Commission expense, net of DAC	(13,266,383)	-	-	-	(13,266,383)	1,298,886	-	-	(11,967,497)
Commission expense	(22,080,932)	-	-	-	(22,080,932)	1,298,886	-	-	(20,782,046)
DAC	8,814,549	-	-	-	8,814,549	-	-	-	8,814,549
Other income / (expense), net	(3,014,450)	-	-	-	(3,014,450)	-	-	-	(3,014,450)
<b>Pension expenses including commission</b>	<b>(21,899,465)</b>	-	-	-	<b>(21,899,465)</b>	<b>1,298,886</b>	-	-	<b>(20,600,579)</b>
<b>Pension technical profit</b>	<b>48,586,348</b>	-	-	-	<b>48,586,348</b>	-	-	-	-
<b>Total technical profit</b>	<b>48,586,348</b>	<b>28,513,441</b>	<b>908,366</b>	<b>4,806,448</b>	<b>82,814,603</b>	-	-	-	-
General and administrative expenses	-	-	-	-	(61,958,739)	-	-	-	(61,958,739)
<b>Net technical profit after overhead expenses</b>	-	-	-	-	<b>20,855,864</b>	-	-	-	-
Foreign exchange gain / (loss), net	-	-	-	-	1,815,131	-	-	-	1,815,131
Investment and other income / (expense), net	-	-	-	-	12,656,154	-	-	-	12,656,154
<b>Net financial income</b>	-	-	-	-	<b>14,471,285</b>	-	-	-	-
<b>Profit before taxes</b>	-	-	-	-	<b>35,327,149</b>	-	-	-	-
Income tax expense	-	-	-	-	(7,112,701)	-	-	-	(7,112,701)
<b>Profit for the year</b>	-	-	-	-	<b>28,214,448</b>	-	-	-	-

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 3. SEGMENT INFORMATION (Continued)

January 1 – March 31, 2016	Life Insurance				Total	Reconciliation to statement of profit or loss		Net change in mathematical reserves	Statement of profit or loss
	Pension	Life protection	Life savings	Personal accident		Commission s expenses	Other expenses		
Gross written premiums	-	51,383,551	2,971,570	12,726,626	67,081,747	-	-	-	67,081,747
Premium ceded to reinsurers	-	(3,972,994)	(78,809)	(345,088)	(4,396,891)	-	-	-	(4,396,891)
<b>Premium written net of reinsurance</b>	-	<b>47,410,557</b>	<b>2,892,761</b>	<b>12,381,538</b>	<b>62,684,856</b>	-	-	-	<b>62,684,856</b>
Net change in mathematical reserves	-	(2,517,330)	13,982,173	-	11,464,843	-	(1,202)	(11,463,641)	-
Net change in provision for unearned premiums reserves	-	(621,102)	6,694	(843,707)	(1,458,115)	-	-	-	(1,458,115)
<b>Net premiums earned</b>	-	<b>44,272,125</b>	<b>16,881,628</b>	<b>11,537,831</b>	<b>72,691,584</b>	-	<b>(1,202)</b>	<b>(11,463,641)</b>	<b>61,226,741</b>
Net change in mathematical reserves	-	-	-	-	-	-	-	11,463,641	11,463,641
Claim paid and change in outstanding claims	-	(9,387,559)	(16,115,965)	(1,345,526)	(26,849,050)	-	39,658	-	(26,809,392)
Commission income	-	1,217,269	7,646	186,393	1,411,308	-	-	-	1,411,308
Commission expense	-	(7,162,415)	(3,289)	(5,268,686)	(12,434,390)	119,744	-	-	(12,314,646)
Other income / (expense), net	-	(32,594)	-	(25,249)	(57,843)	-	6,162	-	(51,681)
<b>Life and personal accident technical profit</b>	-	<b>28,906,826</b>	<b>770,020</b>	<b>5,084,763</b>	<b>34,761,609</b>	<b>119,744</b>	<b>44,618</b>	-	<b>34,925,971</b>
Fund management charge	36,506,685	-	-	-	36,506,685	-	-	-	36,506,685
Management fee	8,289,567	-	-	-	8,289,567	-	-	-	8,289,567
Entry fee	1,388,167	-	-	-	1,388,167	-	-	-	1,388,167
Deferred fee	6,670,759	-	-	-	6,670,759	-	-	-	6,670,759
Premium holiday charge	1,184,615	-	-	-	1,184,615	-	-	-	1,184,615
<b>Pension income</b>	<b>54,039,793</b>	-	-	-	<b>54,039,793</b>	-	-	-	<b>54,039,793</b>
Fund management charge	(4,146,046)	-	-	-	(4,146,046)	-	-	-	(4,146,046)
Commission expense, net of DAC	(10,539,330)	-	-	-	(10,539,330)	457,508	-	-	(10,081,822)
<i>Commission expense</i>	(19,099,870)	-	-	-	(19,099,870)	457,508	-	-	(18,642,362)
<i>DAC</i>	8,560,540	-	-	-	8,560,540	-	-	-	8,560,540
Other income / (expense), net	(2,409,188)	-	-	-	(2,409,188)	-	42,192	-	(2,366,996)
<b>Pension expenses including commission</b>	<b>(17,094,564)</b>	-	-	-	<b>(17,094,564)</b>	<b>457,508</b>	<b>42,192</b>	-	<b>(16,594,864)</b>
<b>Pension technical profit</b>	<b>36,945,228</b>	-	-	-	<b>36,945,229</b>	-	-	-	<b>36,945,229</b>
<b>Total technical profit</b>	<b>36,945,228</b>	<b>28,906,829</b>	<b>770,019</b>	<b>5,084,762</b>	<b>71,706,838</b>	-	-	-	<b>71,706,838</b>
General and administrative expenses	-	-	-	-	(51,223,002)	-	-	-	(51,223,002)
<b>Net technical profit after overhead expenses</b>	-	-	-	-	<b>20,483,836</b>	-	-	-	<b>20,483,836</b>
Foreign exchange gain / (loss), net	-	-	-	-	(2,028,174)	-	-	-	(2,028,174)
Investment income / (expense), net	-	-	-	-	12,076,370	-	-	-	12,076,370
<b>Net financial income</b>	-	-	-	-	<b>10,048,196</b>	-	-	-	<b>10,048,196</b>
<b>Profit before taxes</b>	-	-	-	-	<b>30,532,032</b>	-	-	-	<b>30,532,032</b>
Income tax expense	-	-	-	-	(5,757,435)	-	-	-	(5,757,435)
<b>Profit for the year</b>	-	-	-	-	<b>24,774,597</b>	-	-	-	<b>24,774,597</b>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**4. INSURANCE AND FINANCIAL RISK MANAGEMENT**

The Company has developed and implemented a risk management structure to protect it against events that undermine sustainable performance, solvency or the achievement of strategic objectives. The risk management system is a fundamental part of the daily operations and ongoing performance of the Company. By identifying, analyzing, measuring, controlling, managing, reporting and mitigating risks that may arise in the course of its operations in a timely manner, the Company intends to, among other things, comply with applicable legislative and regulatory requirements, meet its obligations towards its customers and counterparties and maintain capital adequacy.

The Company’s approach to risk management is based on the following elements:

- Ensuring compliance with legal obligations and the Company’s risk management policies;
- Identifying all structural risks the Company is exposed to and defining risk acceptance criteria; and;
- Designing and applying internal control mechanisms and actions to seek to address these risks, and assuring the Board of Directors about the transparent reporting of such risks.

The Board of Directors has overall responsibility for the risk and control environment, including setting the Company’s risk appetite, risk strategy and target operating model, and risk management and internal control systems.

**Early Risk Detection Committee**

Pursuant to the Regulation on Internal Systems and a resolution of AvivaSA’s Board of Directors dated July 15, 2011 and numbered 2011/29, AvivaSA established a risk committee. Subsequently, pursuant to a resolution of AvivaSA’s Board of Directors dated October 17, 2014 and numbered 2014/62, the risk committee was restructured to replace the former risk committee in compliance with the Corporate Governance Principles (the Early Risk Detection Committee). Pursuant to the Corporate Governance Communiqué, an early risk detection committee is to be responsible for the preliminary detection of risks that may endanger the existence, development and continuity of a public company. Such committee is also responsible for supervising the implementation of appropriate remedial measures and the performance of risk management activities, during the course of which it must monitor, at least once a year, the risk management systems of the Company.

**Risk Management Framework**

The Company aims to maximize Market Consistent Embedded Value (MCEV) and Shareholders’ expectations within the risk appetite framework. It is provided by consistent and strong risk management process are applied companywide.

AvivaSA Emeklilik ve Hayat A.Ş.’s risk management framework “(RMF)” forms an integral part of the management and Board processes and decision making framework. The key elements of our risk management framework comprise risk appetite, risk governance including risk policies and business standards, risk oversight committees and roles and responsibilities and the processes we use to identify, measure, manage, monitor and report “(IMMMR)” risks.

Roles and responsibilities for risk management are based around the “three lines of defence model” where ownership for risk is taken at all levels in the Company.

- *First line of defence (Management):* Primary responsibility for risk identification, measurement, management, monitoring and reporting lies with management. The first-line management is responsible for the implementation and practice of risk management, as well as establishing internal control systems.
- *Second line of defence (Risk and Internal Control Function):* Risk and Internal Control function is accountable for oversight and challenge of the IMMMR process and for developing the risk management framework.
- *Third line of defence (Internal audit function):* Internal Audit function provides an independent assessment of the risk framework and internal control processes.

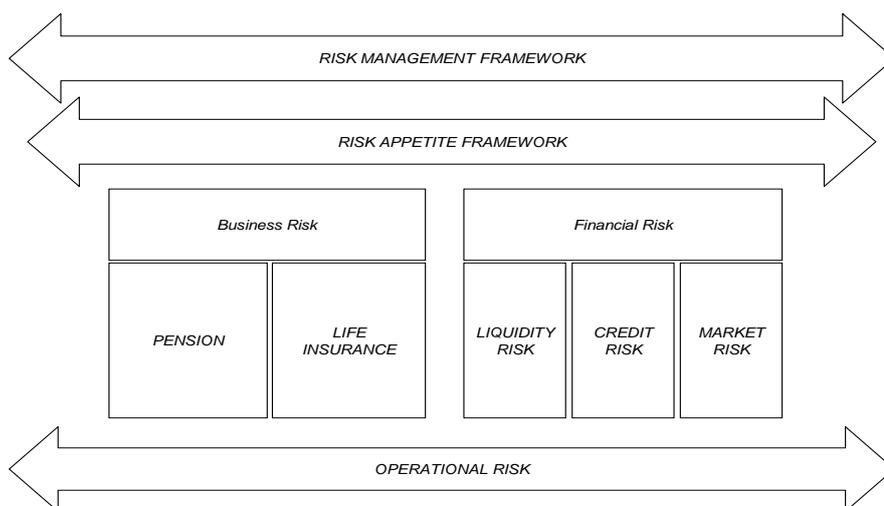
**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

**4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)**

The Company’s risk management model identifies risk classes, which are then further highlighted under risk management policies and standards. These risk management policies and standards act as practical guides explaining how the Company can manage any financial, operational and nominal losses in the most appropriate way, by identifying the risks inherent in the life insurance and private pension industry, analyzing measurable data concerning these risks and establishing limits for such risks for the Company and its management.

The following diagram sets out the Company’s risk policy framework:



The Company also adheres to the following business policies and standards as regards risk management:

*Risk policies*

The risk management policies set the basic principles and standards for the risk management system and processes. The policies are approved by the Board of Directors and the amendments require the Board of Directors approval. The tools required to determine, measure, manage, monitor and report the risk vary by the risk type. Therefore, the risk policy framework includes six risk policies, including the Risk Management Framework Policy, special to each risk type to which the company is exposed: life insurance and private pension, credit, market, liquidity and operational risk.

*Business standards*

The Company recognizes the importance of consistent and controlled business processes as a form of risk management. Each risk policy is therefore supported by a number of associated business standards which sets out the requirements for operating consistent processes across its most important business activities.

Primary risks facing the Company are Insurance Risk and Financial Risk (comprising mainly Market Risk and Credit Risk).

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE PERIOD ENDED MARCH 31, 2017**

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

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**4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)**

**Insurance Risk**

This is the risk that the insurance premiums allocated by the Company may not meet the claim liabilities and profit share payments and any payment in relation to claims and damages may exceed its expectations. Life insurance risk includes, death, disability, additional collateral due to accidents and dangerous diseases etc.

a) Life insurance

Life insurances are offered as individual and group contracts in short and long term periods.

Mortality risk (the risk that more than expected insured parties die), disability, critical illness and additional collateral play an important role in the life insurance businesses of the Company. The all risk associated with the Company’s life insurance mentioned above and related rider businesses have been partly reinsured. The most important contracts are signed with Swiss Re, Scor Global Life, Cardiff Hayat ve Emeklilik, Munich Re and Gen Re. The company has signed reinsurance agreements with Scor Global Life ve RGA against catastrophic loss risks.

The life insurance businesses are also exposed to lapse risk and persistency risk. Lapse risk is the risk that policies exit prior the maturity. Persistency risk is defined as the risk of a sustained increase in lapse rates, unexpected volatility in lapse rates and mass lapses. Whether policyholders terminate or renew (explicitly or through automatic renewal) their insurance policies depends on consumer expectations and developments in the financial markets. Managing the attractiveness of life insurance products for customers and intermediaries as well as close monitoring of developments in the portfolio are key to mitigating this risk.

In case of technical interest rates remain below the guaranteed return on investment returns on life insurance will taken of the cumulative premium investment risk is the risk of the insurance company is concerned.

b) *Personal accident (Non-Life)*

Personal Accident insurances are offered as individual or group contracts.

Personal accident insurance contains the risk like accidental death and accidental disability. Disposals and customer retention risks are also among the risk of personal accident insurance

The personal accident insurance as well as life insurance should be given as additional collateral to guarantee unemployment insurance, reinsurance collateral is transferred to all

c) *Pensions*

The pensions business is also exposed to lapse risk, which is the risk of cancelling contracts, transfers out to competitors and termination of pension policies at maturity (*i.e.*, retirement).The investment risk under pension contracts is borne by the customer. The customer evaluates its pension fund investments according to its own preferences.

*Assessment and claims settlement*

In order to assess insurance risk, and accordingly manage the claim and premium balance, determine liabilities accurately and ensure sufficient provisioning to meet liabilities, the Company performs the following analyses:

- experience investigations on claims;
- persistency reports on lapses and transfer outs; and
- Market-Consistent Embedded Value (“MCEV”)

Claims handling is organized in a specialized department within the operations division of the Company, handling both individual and corporate policies, and the assessment and settlement of incurred claims takes place on a monthly basis. Further, the Company has underwriting at the claim stage specifically for critical illness claims.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### Insurance Risk Management

The purpose in managing risks arising from insurance contracts and policies designed to reduce such risks:

The insurance risk is a risk transferred by insured to insurer, apart from financial risk. Transferred risk is about an uncertain future incident. Uncertainty arises from lack of information about whether the incident is going to happen or not or about its size or timing.

The ratio of premiums collected by insurer to claim paid to insured denotes a Company’s capacity to meet insurance risk.

As at March 31, 2017 and December 31, 2016, Company’s claim/premium ratio related branches are given below. It is observed that premiums collected provide a capacity to meet any incurred claims:

Net claims ratio	March 31, 2017	December 31, 2016
Life	17%	17%
Personal Accident (Casualty)	20%	19%

As at March 31, 2017 and December 31, 2016 that part of total risk which is ceded to reinsurers is given below on a risk coverage basis.

#### March 31, 2017

##### Life

Natural death	Accidental Death	Accidental disability	Sickness disability	Dangerous Sickness	Public Transport	Unemployment	Accidental Treatment Cost
9.27%	16.22%	5.91%	5.99%	50.29%	17.22%	100.00%	0.81%

##### Personal Accident

Accidental death	Accidental disability	Accidental treatment cost	Unemployment
1.40%	1.61%	0.01%	100.00%

#### December 31, 2016

##### Life

Natural death	Accidental Death	Accidental disability	Sickness disability	Dangerous Sickness	Public Transport	Unemployment	Accidental Treatment Cost
7.79%	17.09%	5.93%	5.64%	51.27%	18.59%	100.00%	0.79%

##### Personal Accident

Accidental death	Accidental disability	Accidental treatment cost	Unemployment
1.43%	1.70%	0.01%	100.00%

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### Sensitivity to Insurance Risk

The Company’s policy production strategy is based on optimal distribution of risk to reinsurance companies according to policy type, as well as to kind and size of risk taken. At March 31, 2017 and December 31, 2016 the Company has both proportional and non-proportional reinsurance treaties.

Outstanding claims are reviewed and updated periodically by claims department.

The Company executes insurance contracts in life insurance and personal accident branches. Accordingly, in such insurance contracts, insurance risk concentration according to nature of the subject-matter of insurance are summarized below in gross and net figures (net of reinsurance):

<b>March 31, 2017</b>	<b>Total gross risk liability</b>	<b>Share of reinsurer in total risk liability</b>	<b>Net risk liability</b>
Life	34,352,277,750	3,183,621,730	31,168,656,020
Personal Accident	35,675,128,982	533,785,816	35,141,343,166
<b>Total</b>	<b>70,027,406,732</b>	<b>3,717,407,546</b>	<b>66,309,999,186</b>

<b>December 31, 2016</b>	<b>Total gross risk liability</b>	<b>Share of reinsurer in total risk liability</b>	<b>Net risk liability</b>
Life	32,718,162,724	2,549,829,277	30,168,333,447
Personal Accident	34,700,581,853	541,785,197	34,158,796,656
<b>Total</b>	<b>67,418,744,577</b>	<b>3,091,614,474</b>	<b>64,327,130,103</b>

The Company’s gross provision for outstanding claims at March 31, 2017 and December 31, 2016 are as follows:

<b>Outstanding Claims</b>	<b>March 31, 2017</b>	<b>December 31, 2016</b>
Life	58,198,461	57,036,344
Personal Accident	11,354,636	11,850,433
<b>Total</b>	<b>69,553,097</b>	<b>68,886,777</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### Financial Risk

Financial risk arises from the financial instruments used by the Company, such as cash, time bank deposits, government bonds, treasury bills, private sector bonds and Eurobonds. The specific risks arising from such instruments and insurance contract liabilities are as follows:

#### a) Market Risk

Market risk refers to the risk of incurring financial losses as a result of fluctuations in the fair value of a financial instrument or expected future cash flows from a financial instrument and the risk that fair value of cash flows resulting from liabilities (including insurance liabilities) will change due to fluctuations in the level or the volatility of market variables. Market risk consists of equity risk, inflation risk, property risk, commodity risk and, more importantly for the Company, interest rate risk and foreign exchange risk.

#### i) Foreign Currency Risk

The Company is exposed to foreign exchange risk through the impact of rate changes at the translation of Turkish Lira pertaining to foreign currency denominated receivables and payables.

Foreign currency sensitivity analysis as of March 31, 2017 and December 31, 2016 are as follows:

At March 31, 2017, on condition that all variables remain constant, effect of a 10% appreciation/devaluation of Eurobonds against TL on owners' equity is TL 461,444 / (461,444).

#### March 31, 2017:

Liabilities and assets in foreign currency Exchange rate variation (*)	Effect on income/expense		
	USD	EUR	GBP
10%	2,489,928	(3,958)	(14,074)
-10%	(2,489,928)	3,958	14,074

As at March 31, 2016, on condition that all variables remain constant, effect of a 10% appreciation/devaluation of Eurobonds against TL on owners' equity is TL 133,536 / (133,536).

#### March 31, 2016:

Liabilities and assets in foreign currency Exchange rate variation (*)	Effect on income/expense		
	USD	EUR	GBP
10%	2.990.738	24.783	(322)
-10%	(2.990.738)	(24.783)	322

(\*) All amounts are presented in TL.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### a) Market Risk (continued)

##### ii) Interest Risk

The Company’s sensitivity to interest rate risk is related to the change in the fair values or expected cash inflows of the financial assets due to the fluctuations in the interest rates. The Company closely monitors interest rate risk by monitoring market conditions and appropriate valuation methods.

In the following table, on condition that all other variables remain constant, it is disclosed that the effect on the statement of profit or loss of a 5% increase/(decrease) in market interest rates for TL securities, as well as of a 0,5 % increase/(decrease) for USD and EURO securities. The underlying logic used in this projection is that a discount interest rate applicable for each year with effect of the stresses set in different rates by respective years is found using the upward-downward variation which might occur in average market interest rates and that market value of securities are then discounted at such rate in connection with their respective maturity period.

#### As at 31 March 2017:

Total of trading and available for sale financial assets Market interest increase / (decrease) (**)	Effect Profit and Loss		
	TL	USD (*)	EUR (*)
5%	(11,386,345)	(3,549,262)	(2,496)
-5%	10,784,540	2,824,046	2,010

Trading financial assets (company) Market interest increase / (decrease) (**)	Effect Profit and Loss		
	TL	USD (*)	EUR (*)
%5	(1,436,751)	-	-
-%5	1,434,098	-	-

Available for sale financial assets Market interest increase / (decrease) (**)	Effect Profit and Loss		
	TL	USD (*)	EUR (*)
5% Asset backing investment contacts	(8,341,109)	(3,549,262)	(2,496)
5% Available for sale financial assets (company)	(1,608,486)	-	-
-5% Asset backing investment contacts	7,833,925	2,824,046	2,010
-5% Available for sale financial assets (company)	1,516,518	-	-

(\*) Interest risk computed according to a 0.5% variation in interest rates for USD and EUR portfolio.

(\*\*) Amounts are shown in relevant currency.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### a) Market Risk (continued)

#### ii) Interest Risk (continued)

March 31, 2016:

Total of trading and available for sale financial assets	Effect Profit and Loss		
	TL	USD (*)	EUR (*)
Market interest increase / (decrease) (**)			
5%	(12,193,095)	(5,541,087)	(8,183)
-5%	11,544,798	4,698,020	6,564
<b>Trading financial assets (company)</b>			
Market interest increase / (decrease) (**)	TL	USD (*)	EUR (*)
5%	(1,293,801)	-	-
-5%	1,416,774	-	-
<b>Available for sale financial assets</b>			
Market interest increase / (decrease) (**)	TL	USD (*)	EUR (*)
5% Asset backing insurance contracts	(9,573,797)	(3,222,931)	(8,183)
5% Available for sale financial assets (Company)	(1,325,497)	2,318,156	-
-5% Asset backing insurance contracts	8,903,637	2,707,791	6,564
-5% Available for sale financial assets (Company)	1,224,387	1,990,229	-

(\*) Interest risk computed according to a 0.5% point variation for USD and EUR portfolio.

(\*\*) All amounts are shown in relevant currency.

#### b) Credit Risk

Credit risk is the failure of Company to third parties not to fulfill their obligations wholly or partially, financial loss related to changes in credit spreads and credit note.

Since, financial assets of the Company mainly consist of government bonds which are not considered as a high credit risk and bank deposits in the banks resident in Turkey, credit risk is lower than other risk categories.

#### Maximum exposure to credit risk

The table below shows the maximum exposure to credit risk for the components of the financial statements:

	March 31, 2017	December 31, 2016
Cash and cash equivalents	516,739,801	529,124,443
Financial assets	435,779,052	381,174,585
Premium and other insurance receivables	19,105,431	16,856,828
Reinsurance share of insurance liabilities	11,766,235	11,393,920
Other financial assets	868,012	838,932
Pension business receivables	131,936,716	97,165,390
<b>Total</b>	<b>1,116,195,247</b>	<b>1,036,554,098</b>

#### c) Liquidity Risk

The Company faces the risk that its short-term assets are insufficient to meet its short-term obligations (such as claims arising from insurance contracts) as they fall due. To mitigate this risk, it uses liquidity coverage ratio “(LCR)” to monitor its liquidity risk profile on a 12-month basis. The monthly LCR is defined as (i) the projected amount of cash available at the start of the month divided by (ii) the planned net cash outflows during the month plus an allowance for a 1 in 10 stress event.

# AVİVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### c) Liquidity Risk (continued)

As at March 31, 2017, table of liquidity risk is as follows:

The following tables detail the Company’s remaining contractual maturity for its non-derivative financial assets and liabilities. The tables have been drawn up based on the undiscounted cash flows of financial assets and liabilities based on the earliest date on which the Company can be required to pay. The table includes both interest and principal cash flows. The undiscounted totals column includes the effect of the possible future cash flows attributable to the instrument included in the maturity analysis which are not included in the carrying amount of the financial liability on the statement of financial position.

March 31, 2017	Carrying amount	Up to 1 month	1-3 months	3 months to 1 year	1-5 years	5 years and over	No maturity date	Undiscounted Totals
<b>Financial assets</b>								
Cash and cash equivalents	516,739,801	62,157,087	456,699,634	-	-	-	-	518,856,721
Financial assets	435,779,052	72,577,427	-	-	-	388,195,300	-	460,772,727
- Available for sale financial investments	13,230,391	-	-	-	-	13,230,391	-	13,230,391
- Financial assets at fair value through profit or loss	72,577,427	72,577,427	-	-	-	-	-	72,577,427
-Available for sale asset backing financial investments, Policyholders’ portfolio	349,971,234	-	-	-	-	374,964,909	-	374,964,909
Premium and other insurance receivables	19,105,431	25,697	13,203,771	5,712,000	163,963	-	-	19,105,431
Pension business receivables	131,936,716	18,902,802	2,115,769	6,788,745	50,301,314	45,971,298	7,856,787	131,936,716
Other financial assets	868,012	-	-	-	-	-	868,012	868,012
<b>Total</b>	<b>1,104,429,012</b>	<b>153,663,013</b>	<b>472,019,174</b>	<b>12,500,745</b>	<b>50,465,277</b>	<b>434,166,598</b>	<b>8,724,799</b>	<b>1,131,539,606</b>
<b>Financial liabilities</b>								
Financial liabilities	2,176,030	2,176,030	-	-	-	-	-	2,176,030
Due to insurance and reinsurance companies	18,627,902	137,216	18,490,686	-	-	-	-	18,627,902
Pension business payables	348,867,257	228,631,471	17,174,427	6,788,745	50,301,315	45,971,298	-	348,867,257
Other payables and liabilities	45,665,618	19,638,179	15,022,221	3,153,480	7,851,738	-	-	45,665,618
<b>Total</b>	<b>415,336,807</b>	<b>250,582,895</b>	<b>50,687,335</b>	<b>9,942,226</b>	<b>58,153,053</b>	<b>45,971,298</b>	<b>-</b>	<b>415,336,807</b>
<b>Liquidity surplus/(deficit)</b>	<b>689,092,205</b>	<b>(96,919,882)</b>	<b>421,331,839</b>	<b>2,558,519</b>	<b>(7,687,766)</b>	<b>388,195,300</b>	<b>8,724,799</b>	<b>716,202,798</b>

# AVİVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### c) Liquidity Risk (continued)

As at December 31, 2016, table of liquidity risk is as follows:

December 31, 2016	Carrying amount	Up to 1 month	1-3 months	3 months to 1 year	1-5 years	5 years and over	No maturity date	Undiscounted Totals
<b>Financial assets</b>								
Cash and cash equivalents	529,124,443	54,148,173	476,723,769					530,871,942
Financial assets	381,174,585	54,927,701	-	-	-	361,821,447	-	416,749,148
- Available for sale financial investments	9,295,188	-	-	-	-	10,674,871	-	10,674,871
- Financial assets at fair value through profit or loss	54,916,845	54,927,701	-	-	-	-	-	54,927,701
- Available for sale asset backing financial investments, Policyholders’ portfolio	316,962,552	-	-	-	-	351,146,576	-	351,146,576
Premium and other insurance receivables	16,856,828	167,755	10,693,639	5,698,329	297,105	-	-	16,856,828
Pension business receivables	97,165,390	10,811,334	191,169	4,518,081	47,717,285	33,436,056	491,465	97,165,390
Other financial assets	838,932	-	-	-	-	-	838,932	838,932
<b>Total</b>	<b>1,025,160,178</b>	<b>120,054,963</b>	<b>487,608,577</b>	<b>10,216,410</b>	<b>48,014,390</b>	<b>395,257,503</b>	<b>1,330,397</b>	<b>1,062,482,240</b>
<b>Financial liabilities</b>								
Financial liabilities	2,248,924	2,248,924	-	-	-	-	-	2,248,924
Due to insurance and reinsurance companies	10,539,751	104,805	10,434,946	-	-	-	-	10,539,751
Pension business payables	329,990,885	220,184,272	28,653,272	-	47,717,285	33,436,056	-	329,990,885
Other payables and liabilities	27,788,866	10,306,572	9,900,930	104,664	7,476,700	-	-	27,788,866
<b>Total</b>	<b>370,568,426</b>	<b>232,844,573</b>	<b>48,989,148</b>	<b>104,664</b>	<b>55,193,985</b>	<b>33,436,056</b>	<b>-</b>	<b>370,568,426</b>
<b>Liquidity surplus/(deficit)</b>	<b>654,591,752</b>	<b>(112,789,610)</b>	<b>438,619,429</b>	<b>10,111,746</b>	<b>(7,179,595)</b>	<b>361,821,447</b>	<b>1,330,397</b>	<b>691,913,814</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### c) Liquidity Risk (continued)

##### Fair value of the financial instruments

Fair value is the amount for which an asset could be exchanged or a liability settled between knowledgeable, willing parties in an arm's length transaction in accordance with market conditions.

The Company determines the estimated fair value of its financial instruments by using the current market information and appropriate valuation methods. Additionally, ability to estimate the market values through assessing the market information requires interpretation and judgment. As a result, the estimations presented herein cannot be an indicator of the amounts obtained by the Company in a current market transaction.

##### Fair value hierarchy

Fair value is the amount at which a financial instrument could be exchanged in a current transaction between willing parties, other than in a forced sale or liquidation, and is best evidenced by a quoted market price, if one exists. Fair value measurements are performed in accordance with the following fair value measurement hierarchy.

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices).

Level 3: Inputs for the asset or liability that is not based on observable market data (that is, unobservable inputs).

	March 31, 2017			
	Level 1	Level 2	Level 3	Total
<b>Financial assets:</b>				
Available for sale financial assets (Note 6)	13,230,391	-	-	13,230,391
Financial assets held for trading (Note 6)	72,577,427	-	-	72,577,427
Financial investments with risks on policyholders classified as available for sale (Note 6) (*)	346,653,035	-	-	346,653,035
<b>Total financial assets</b>	<b>432,460,853</b>	<b>-</b>	<b>-</b>	<b>432,460,853</b>

(\*) Time deposits amounting to TL 3,318,199 are not included. Carrying values of time deposits approximate their fair values due to their short term nature.

	December 31, 2016			
	Level 1	Level 2	Level 3	Total
<b>Financial assets:</b>				
Available for sale financial assets (Note 6)	9,295,188	-	-	9,295,188
Financial assets held for trading (Note 6)	54,916,845	-	-	54,916,845
Financial investments with risks on policyholders classified as available for sale (Note 6) (*)	315,429,523	-	-	315,429,523
<b>Total financial assets</b>	<b>379,641,556</b>	<b>-</b>	<b>-</b>	<b>379,641,556</b>

(\*) Time deposits amounting to TL 1,533,029 are not included. Carrying values of time deposits approximate their fair values due to their short term nature.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 4. INSURANCE AND FINANCIAL RISK MANAGEMENT (Continued)

#### d) Operational Risk

Operational risks consist of all other risks that may cause financial loss or loss of reputation to the Company and may result from the potential failure of the people, processes and technology employed in taking and managing risks. Operational risks that Company faces include the following:

- Regulatory reporting defects regarding pension and life;
- Defects due to incapability of the IT infrastructure; and
- Deficiencies in internal control systems.

The Company regards tight control over its IT systems as a strategic necessity. The Company aims to strengthen its central IT organization and the strategic information management function to increase the effectiveness of the general IT controls and to reduce costs through, for example, the improvement of existing IT systems. The IT systems require many ongoing adjustments because of legislative changes and chain integration.

Operational risks are detailed in the Company’s risk tracking system, called OPERA, which is updated to reflect changes in the operating environment and its business processes.

#### Capital Management

The Company’s capital adequacy is calculated within the framework of “Regulation on Measurement and Evaluation of Capital Adequacy of Insurance, Reinsurance and Pension Companies” published in the Official Gazette dated January 19, 2008 and numbered 26761, in the semi-annual periods. The main purpose of the Company’s capital management is to maximize the contribution provided made to its shareholders in order to create and maintain a strong capital structure to continue the operations of the Company.

As of December 31, 2016 and 2015, the Company has a sufficient amount of equity for losses which may arise from current liabilities and potential risks of the Company. As of December 31, 2016 and 2015, the required capital reserves (calculated in accordance with the above-mentioned local regulation) and current capital adequacy analysis is as follows:

	December 31, 2016	December 31, 2015
Total shareholders’ equity in the statutory financial statements (*)	199,750,590	166,361,681
Required minimum capital reserves	132,791,270	119,647,069
<b>Capital surplus</b>	<b>66.959.320</b>	<b>46,714,612</b>

\* Includes equalization reserve.

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

#### 5. CASH AND CASH EQUIVALENTS

As at March 31, 2017 and December 31, 2016, cash and cash equivalents are as follows:

	March 31, 2017	December 31, 2016
Banks (*)	285,031,255	306,518,142
Cheques given and payment orders	(117,083)	(108,692)
Other cash and cash equivalents (**)	231,825,629	222,714,993
<b>Total cash and cash equivalents</b>	<b>516,739,801</b>	<b>529,124,443</b>
Blockage amount	(108,754,218)	(122,675,745)
Accrued interest	(1,526,131)	(1,408,985)
<b>Total cash and cash equivalents per statement of cash flow</b>	<b>406,459,452</b>	<b>405,039,713</b>

(\*) Note 32 presents the details about the blockage on bank accounts in favour of Undersecretariat of Treasury.

(\*\*) Other cash and cash equivalents consist of credit card receivables with maturities up to 41 days.

Interest rates of time deposits are stated below:

	March 31, 2017	December 31, 2016
	Interest Rate	Interest Rate
	(%)	(%)
USD	3.75	3.01
TL	12.42	11.11

As of March 31, 2017, TL deposit maturity varies between April 3, 2017 and May 11, 2017, foreign currency deposits maturity is April 7, 2017.

As of December 31, 2016, TL deposit maturity varies between January 2, 2017 and March 3, 2017, foreign currency deposits maturity is January 4, 2017.

As at March 31, 2017 and December 31, 2016; the detail of cash and cash equivalents are as follows:

	March 31, 2017	December 31, 2016
<b>Foreign currency cash and cash equivalents</b>	<b>11,556,824</b>	<b>12,672,255</b>
- demand deposits	612,015	680,006
- time deposits	10,943,827	11,991,564
- credit card receivables	982	685
<b>TL cash and cash equivalents</b>	<b>505,182,977</b>	<b>516,452,188</b>
- demand deposits	10,574,552	42,905,259
- time deposits	262,900,861	250,941,313
- credit card receivables	231,824,647	222,714,308
- cheques given and payment orders	(117,083)	(108,692)
<b>Total</b>	<b>516,739,801</b>	<b>529,124,443</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 6. FINANCIAL ASSETS

As at March 31, 2017 and December 31, 2016; the securities portfolio of the Company is as follows:

	March 31, 2017	December 31, 2016
<b>Financial assets at fair value through profit or loss</b>	<b>72,577,427</b>	<b>54,916,845</b>
<b>Total available for sale financial assets</b>	<b>363,201,625</b>	<b>326,257,740</b>
Available for sale financial investments	13,230,391	9,295,188
Available for sale asset backing financial investments, policyholders’ portfolio	349,971,234	316,962,552
<b>Total securities portfolio</b>	<b>435,779,052</b>	<b>381,174,585</b>

As at March 31, 2017 and December 31, 2016; financial assets as fair value through profit or loss are as follows:

	March 31, 2017		
	Cost	Fair value	Carrying value
Investment funds	43,561,164	53,505,323	53,505,323
Private sector bonds	18,780,000	19,072,104	19,072,104
<b>Total financial assets at fair value through profit or loss</b>	<b>62,341,164</b>	<b>72,577,427</b>	<b>72,577,427</b>
	December 31, 2016		
	Cost	Fair value	Carrying value
Investment funds	35,412,525	44,038,355	44,038,355
Private sector bonds	10,710,000	10,878,490	10,878,490
<b>Total financial assets at fair value through profit or loss</b>	<b>46,122,525</b>	<b>54,916,845</b>	<b>54,916,845</b>

As at March 31, 2017 and December 31, 2016; available for sale financial assets owned by the Company are as follows:

	March 31, 2017		
	Cost	Fair value	Carrying value
Treasury bills and government bonds – TL	15,653,500	13,230,391	13,230,391
<b>Total available for sale financial investments</b>	<b>15,653,500</b>	<b>13,230,391</b>	<b>13,230,391</b>
	December 31, 2016		
	Cost	Fair value	Carrying value
Treasury bills and government bonds – TL	10,772,000	9,295,188	9,295,188
<b>Total available for sale financial investments</b>	<b>10,772,000</b>	<b>9,295,188</b>	<b>9,295,188</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 6. FINANCIAL ASSETS (Continued)

As at March 31, 2017 and December 31, 2016; available for sale financial assets backing insurance contracts are as follows:

	March 31, 2017		
	Cost	Fair value	Carrying value
Treasury bills and government bonds – TL	70,669,296	57,736,814	57,736,814
Eurobonds – USD	313,709,536	287,247,533	287,247,533
Eurobonds – EUR	1,502,255	1,668,688	1,668,688
Time deposits – TL	3,300,000	3,318,199	3,318,199
<b>Total available for sale asset backing financial investments, policyholders’ portfolio</b>	<b>389,181,087</b>	<b>349,971,234</b>	<b>349,971,234</b>
	December 31, 2016		
	Cost	Fair value	Carrying value
Treasury bills and government bonds – TL	75,550,796	63,035,736	63,035,736
Eurobonds – USD	281,603,714	250,849,196	250,849,196
Eurobonds – EUR	1,425,995	1,544,591	1,544,591
Time deposits – TL	1,500,000	1,533,029	1,533,029
<b>Total available for sale asset backing financial investments, policyholders’ portfolio</b>	<b>360,080,505</b>	<b>316,962,552</b>	<b>316,962,552</b>

As at March 31, 2017 and March 31, 2016; financial assets at fair value through profit or loss and available for sale financial assets movement table are as follows:

	2017	2016
Opening, January 1	381,174,585	333,829,916
Purchases	54,349,436	23,145,645
Disposals	(13,454,763)	(24,049,184)
Change in the valuation - unrealized gain and losses	(4,834,574)	(3,529,442)
Disposals through the redemption	-	-
Unrealized exchange rate gains/(losses)	9,306,048	(4,982,548)
Change in balance recognized under equity	(3,385,964)	2,183,161
Change in balance recognized under life mathematical reserves	12,624,284	6,938,685
<b>Closing, March 31</b>	<b>435,779,052</b>	<b>333,536,233</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 6. FINANCIAL ASSETS (Continued)

The maturity analysis of financial assets is as follows:

As at March 31, 2017 and December 31, 2016; the remaining contractual maturities of financial assets are as follows:

	March 31, 2017						
	No stated maturity	0-3 months	3-6 months	6 months to 1 year	1-3 years	More than 3 years	Total
Government bonds and treasury bills	-	-	-	-	14,367,134	56,600,071	70,967,205
Eurobonds	-	-	-	-	-	288,916,221	288,916,221
Private sector bonds	-	14,480,259	4,591,845	-	-	-	19,072,104
Time deposits	-	3,318,199	-	-	-	-	3,318,199
Investment funds	53,505,323	-	-	-	-	-	53,505,323
<b>Total</b>	<b>53,505,323</b>	<b>17,798,458</b>	<b>4,591,845</b>	<b>-</b>	<b>14,367,134</b>	<b>345,516,292</b>	<b>435,779,052</b>

	December 31, 2016						
	No stated maturity	0-3 months	3-6 months	6 months to 1 year	1-3 years	More than 3 years	Total
Government bonds and treasury bills	-	-	-	-	-	72,330,924	72,330,924
Eurobonds	-	-	-	-	-	252,393,787	252,393,787
Private sector bonds	-	-	-	7,101,060	3,777,430	-	10,878,490
Time deposits	-	1,533,029	-	-	-	-	1,533,029
Investment funds	44,038,355	-	-	-	-	-	44,038,355
<b>Total</b>	<b>44,038,355</b>	<b>1,533,029</b>	<b>-</b>	<b>7,101,060</b>	<b>3,777,430</b>	<b>324,724,712</b>	<b>381,174,585</b>

The currency analysis of financial assets is as follows:

	March 31, 2017			
	Currency Type	Currency Amount	Rate	Amount TL
Financial assets available-for-sale	TL	-	-	13,230,391
<b>Total</b>				<b>13,230,391</b>
Financial assets at fair value through profit or loss	TL	-	-	72,577,427
<b>Total</b>				<b>72,577,427</b>
Financial investments with risks on policy holders	USD	78,944,521	3.6386	287,247,533
	EUR	426,960	3.9083	1,668,688
	TL	-	-	61,055,013
<b>Total</b>				<b>349,971,234</b>
<b>Total securities portfolio</b>				<b>435,779,052</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 6. FINANCIAL ASSETS (Continued)

	December 31, 2016			
	Currency Type	Currency Amount	Rate	Amount TL
Financial assets available-for-sale	TL	-	-	9,295,188
<b>Total</b>				<b>9,295,188</b>
Financial assets at fair value through profit or loss	TL	-	-	54,916,845
<b>Total</b>				<b>54,916,845</b>
Financial investments with risks on policy holders	USD	71,280,176	3.5192	250,849,196
	EUR	416,343	3.7099	1,544,591
	TL	-	-	64,568,765
<b>Total</b>				<b>316,962,552</b>
<b>Total securities portfolio</b>				<b>381,174,585</b>

#### 7. REINSURANCE SHARE OF INSURANCE LIABILITIES

As at March 31, 2017 and December 31, 2016; reinsurance share of insurance liabilities are as follows:

	March 31, 2017	December 31, 2016
Reinsurers’ share of outstanding claims	4,565,870	4,923,163
Reinsurers’ share of unearned premiums reserve	5,500,096	4,856,089
Reinsurers’ share of life mathematical reserve	1,700,269	1,614,668
<b>Total</b>	<b>11,766,235</b>	<b>11,393,920</b>

#### 8. PREMIUM AND OTHER INSURANCE RECEIVABLES

As at March 31, 2017 and December 31, 2016; premium and other insurance receivables are as follows:

	March 31, 2017	December 31, 2016
Policyholders and reinsurance companies	19,060,435	16,667,157
Loans to policyholders	44,996	189,671
<b>Total premium and other insurance receivables</b>	<b>19,105,431</b>	<b>16,856,828</b>

Loans to policyholders are secured by the accumulated premiums of the policyholders.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 8. PREMIUM AND OTHER INSURANCE RECEIVABLES (Continued)

As at March 31, 2017 and December 31, 2016; maturity distribution of neither past due nor impaired insurance operations receivables is as follows:

	March 31, 2017	December 31, 2016
Receivables from policyholders and reinsurance companies		
Up to 3 months	5,985,459	5,684,249
3 to 6 months	3,083,292	2,910,942
6 to 9 months	1,873,640	1,754,653
9 to 12 months	540,866	645,170
<b>Total</b>	<b>11,483,257</b>	<b>10,995,014</b>

As at March 31, 2017 and December 31, 2016; an analysis of the aging of overdue but not impaired insurance operations receivables is as follows:

	March 31, 2017	December 31, 2016
Overdue 0-3 months	7,120,994	4,846,023
Overdue 3-6 months	67,608	185,744
Overdue 6-9 months	54,445	118,923
Overdue 9-12 months	72,850	60,981
Overdue 1 year	163,963	297,105
<b>Total</b>	<b>7,479,860</b>	<b>5,508,776</b>
<b>Grand total</b>	<b>18,963,117</b>	<b>16,503,790</b>

As of March 31, 2017, total of receivables from reinsurance companies are TL 97,318 (31 December 2016: TL 163,367).

As at March 31, 2017 and December 31, 2016; maturity distribution of neither past due nor impaired loans to the policyholders is as follows:

	March 31, 2017	December 31, 2016
Up to 3 months	25,697	167,755
3 to 6 months	19,299	-
6 to 9 months	-	21,916
<b>Total</b>	<b>44,996</b>	<b>189,671</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 8. PREMIUM AND OTHER INSURANCE RECEIVABLES (Continued)

As at March 31, 2017 and December 31, 2016; the collateral held by the Company as security for its receivables are as follows:

	March 31, 2017			
	USD	EURO	TL	Total (TL)
<b>Guarantees received</b>				
Letter of guarantees	218,316	5,941	10,159,035	10,383,292
Mortgage deed	-	-	315,200	315,200
Other guarantees	373,439	17,052	1,139,145	1,529,636
<b>Total</b>	<b>591,755</b>	<b>22,993</b>	<b>11,613,380</b>	<b>12,228,128</b>

	December 31, 2016			
	USD	EURO	TL	Total (TL)
<b>Guarantees received</b>				
Letter of guarantees	211,152	5,639	9,259,110	9,475,901
Mortgage deed	-	-	315,200	315,200
Other guarantees	367,344	16,186	1,243,310	1,626,840
<b>Total</b>	<b>578,496</b>	<b>21,825</b>	<b>10,817,620</b>	<b>11,417,940</b>

### 9. PENSION BUSINESS RECEIVABLES AND PAYABLES

As at March 31, 2017 and December 31, 2016; pension business receivables are as follows:

	March 31, 2017	December 31, 2016
Due from pension operations	18,237,962	11,282,864
Pension business receivables - deferred income reserves (*)	113,698,754	85,882,526
<b>Total individual pension business receivables, net</b>	<b>131,936,716</b>	<b>97,165,390</b>

(\*) As at March 31, 2017 and December 31, 2016; pension business payables are as follows:

	March 31, 2017	December 31, 2016
Temporary account of participants	235,690,536	237,477,141
Pension business payables - deferred income reserves (*)	106,218,591	81,153,341
Other payables from pension operations	6,958,130	11,360,403
<b>Total pension business payables</b>	<b>348,867,257</b>	<b>329,990,885</b>

(\*) Reserve for account management fee deferred over 9 years based on the average deviation of the pension portfolio the contract terms.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 10. OTHER ASSETS

As at March 31, 2017 and December 31, 2016; other assets are as follows:

	March 31, 2017	December 31, 2016
Prepaid expenses	7,453,762	4,387,383
Other receivables from other related parties (Note 33)	3,151,466	4,048,695
Other receivables from third parties	1,753,946	2,068,956
Receivables from shareholders (Note 33)	167,955	83,775
Deposits and guarantees given	114,258	125,852
Advances given	57,883	62,679
Advances to personnel	52,100	-
Other	252,024	102,056
<b>Total other assets</b>	<b>13,003,394</b>	<b>10,879,396</b>

### 11. PROPERTY AND EQUIPMENT, NET

As of March 31, 2017 and March 31, 2016; tangible assets movement and its accumulated depreciation is as follows:

Cost	January 1, 2017	Additions	Disposals	March 31, 2017
Machinery and equipment	6,228,595	3,179,708	-	9,408,303
Furniture and fixtures	10,600,146	149,705	-	10,749,851
Other tangible assets	11,962,940	56,650	-	12,019,590
Leased assets	1,175,521	-	-	1,175,521
<b>Total</b>	<b>29,967,202</b>	<b>3,386,063</b>	<b>-</b>	<b>33,353,265</b>
Accumulated depreciation	January 1, 2017	Period charge	Disposals	March 31, 2017
Machinery and equipment	(3,613,442)	(357,530)	-	(3,970,972)
Furniture and fixtures	(9,307,768)	(132,180)	-	(9,439,948)
Other tangible assets	(10,538,577)	(138,320)	-	(10,676,897)
Leased assets	(1,175,521)	-	-	(1,175,521)
<b>Total</b>	<b>(24,635,308)</b>	<b>(628,030)</b>	<b>-</b>	<b>(25,263,338)</b>
<b>Net book value</b>	<b>5,331,894</b>			<b>8,089,927</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 11. PROPERTY AND EQUIPMENT, NET (CONTINUED)

<b>Cost</b>	<b>January 1, 2016</b>	<b>Additions</b>	<b>Disposals</b>	<b>March 31, 2016</b>
Machinery and equipment	7,649,793	128,253	(3,974,462)	3,803,584
Furniture and fixtures	10,561,534	94,645	(134,597)	10,521,582
Other tangible assets	11,100,068	261,582	-	11,361,650
Leased assets	1,175,521	-	-	1,175,521
<b>Total</b>	<b>30,486,916</b>	<b>484,480</b>	<b>(4,109,059)</b>	<b>26,862,337</b>

<b>Accumulated depreciation</b>	<b>January 1, 2016</b>	<b>Period charge</b>	<b>Disposals</b>	<b>March 31, 2016</b>
Machinery and equipment	(6,773,762)	(126,305)	3,974,462	(2,925,605)
Furniture and fixtures	(8,821,235)	(169,462)	133,857	(8,856,840)
Other tangible assets	(9,939,746)	(155,532)	-	(10,095,278)
Leased assets	(1,175,521)	-	-	(1,175,521)
<b>Total</b>	<b>(26,710,264)</b>	<b>(451,299)</b>	<b>4,108,319</b>	<b>(23,053,244)</b>

<b>Net book value</b>	<b>3,776,652</b>			<b>3,809,093</b>
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#### 12. INTANGIBLE ASSETS, NET

As of March 31, 2017 and March 31, 2016; intangible assets movement and its accumulated amortization are as follows:

<b>Cost</b>	<b>January 1, 2017</b>	<b>Additions</b>	<b>Transfer</b>	<b>March 31, 2017</b>
Software	34,078,662	2,794,502	1,262,051	38,135,215
Capitalized software development costs	14,404,435	209,252	(1,262,051)	13,351,636
<b>Total</b>	<b>48,483,097</b>	<b>3,003,754</b>	<b>-</b>	<b>51,486,851</b>

<b>Accumulated amortization</b>	<b>January 1, 2017</b>	<b>Additions</b>	<b>Transfer</b>	<b>March 31, 2017</b>
Software	(31,040,463)	(635,615)	-	(31,676,078)
<b>Total</b>	<b>(31,040,463)</b>	<b>(635,615)</b>	<b>-</b>	<b>(31,676,078)</b>

<b>Net book value</b>	<b>17,442,634</b>			<b>19,810,773</b>
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## AVİVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 12. INTANGIBLE ASSETS, NET (Continued)

<b>Cost</b>	<b>January 1, 2016</b>	<b>Additions</b>	<b>Transfer</b>	<b>March 31, 2016</b>
Software	31,805,967	30,976	1,045,495	32,882,438
Capitalized software development costs	12,413,962	1,616,160	(1,045,495)	12,984,627
<b>Total</b>	<b>44,219,929</b>	<b>1,647,136</b>	<b>-</b>	<b>45,867,065</b>

<b>Accumulated amortization</b>	<b>January 1, 2016</b>	<b>Additions</b>	<b>Transfer</b>	<b>March 31, 2016</b>
Software	(29,057,310)	(571,491)	-	(29,628,801)
<b>Total</b>	<b>(29,057,310)</b>	<b>(571,491)</b>	<b>-</b>	<b>(29,628,801)</b>

<b>Net book value</b>	<b>15,162,619</b>			<b>16,238,264</b>
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#### 13. OTHER FINANCIAL ASSETS

Other financial assets include equity participations that are classified as available for sale. As these equity participations do not have a quoted market price in an active market and other methods of reasonably estimating their values would be inappropriate and impracticable, they are stated at cost. As at March 31, 2017 and December 31, 2016; the details of other financial assets are as follows:

	<b>March 31, 2017</b>		<b>December 31, 2016</b>	
	<b>Participation rate %</b>	<b>Amount</b>	<b>Participation rate %</b>	<b>Amount</b>
Milli Reasürans A.Ş.	0.1494	575,082	0.1494	575,082
Emeklilik Gözetim Merkezi A.Ş.	5.5553	292,303	5.2629	263,222
Enternasyonel Turizm Yatırım A.Ş.	0.0001	2	0.0001	2
Endüstri Holding A.Ş.	0.0000	625	0.0001	626
<b>Total</b>		<b>868,012</b>		<b>838,932</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 14. FINANCIAL LIABILITIES

	March 31, 2017	December 31, 2016
Short-term bank loans	2,176,030	2,248,924
<b>Total</b>	<b>2,176,030</b>	<b>2,248,924</b>

As at March 31, 2017, short-term bank loan consists of interest-free loan.

#### 15. DUE TO INSURANCE AND REINSURANCE COMPANIES

As at March 31, 2017 and December 31, 2016; due to insurance and reinsurance companies are as follows:

	March 31, 2017	December 31, 2016
Due to the intermediaries	17,061,953	9,916,451
Due to the reinsurance companies	1,428,733	518,495
Due to the policyholders	137,216	104,805
<b>Total</b>	<b>18,627,902</b>	<b>10,539,751</b>

#### 16. OTHER PROVISIONS

As at March 31, 2017 and December 31, 2016; provision for expenses and lawsuit provisions are as follows:

	March 31, 2017	December 31, 2016
Personnel bonus provision	8,163,739	12,702,261
Provision for lawsuit against the Company (Note 34)	6,159,929	5,898,007
Bonus provision for sales personnel	5,896,335	5,881,985
Commission provision	3,518,000	3,163,265
<b>Total</b>	<b>23,738,003</b>	<b>27,645,518</b>

#### 17. TAXES

##### *Corporate taxes*

Statutory income is subject to corporate tax at 20% (2016: 20%). This rate is applied to accounting income modified for certain exemptions (like dividend income) and deductions (like investment incentives), and additions for certain non-tax deductible expenses and allowances for tax purposes. If there is no dividend distribution planned, no further tax charges are made.

Dividends paid to the resident institutions and the institutions working through local offices or representatives are not subject to withholding tax. Withholding tax rate on the dividend payments other than the ones paid to the non-resident institutions generating income in Turkey through their operations or permanent representatives and the resident institutions is 15%. In applying the withholding tax rates on dividend payments to the non-resident institutions and the individuals, the withholding tax rates covered in the related Double Tax Treaty Agreements are taken into account. Appropriation of the retained earnings to capital is not considered as profit distribution and therefore is not subject to withholding tax.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 17. TAXES (Continued)

#### *Transfer pricing*

In Turkey, advance tax returns are filed on a quarterly basis. The prepaid taxes are calculated and paid at the rates valid for the earnings of the related years. Advance corporate income tax rate applied in 2017 is 20%. (2016: 20%). The payments can be deducted from the annual corporate tax calculated for the whole year earnings.

In accordance with the tax legislation, tax losses can be carried forward to offset against future taxable income for up to five years. Tax losses cannot be carried back to offset profits from previous years.

In Turkey, there is no procedure for a final and definite agreement on tax assessments. Companies file their tax returns with their tax offices by the end of the 25<sup>th</sup> day of the fourth month following the close of the accounting period to which they relate. Tax returns are open for five years from the beginning of the year that follows the date of filing during which time the tax authorities have the right to audit tax returns, and the related accounting records on which they are based, and may issue re-assessments based on their findings.

In Turkey, the transfer pricing provisions have been stated under the Article 13 of Corporate Tax Law with the heading of “disguised profit distribution via transfer pricing”. The General Communiqué on disguised profit distribution via Transfer Pricing, dated 18 November 2007 sets details about implementation.

If a taxpayer enters into transactions regarding sale or purchase of goods and services with related parties, where the prices are not set in accordance with arm’s length principle, then related profits are considered to be distributed in a disguised manner through transfer pricing. Such disguised profit distributions through transfer pricing are not accepted as tax deductible for corporate income tax purposes.

#### **Income tax**

As at March 31, 2017 and December 31, 2016; prepaid income taxes are netted off with the current income tax payable as stated below:

	<b>March 31, 2017</b>	<b>December 31, 2016</b>
Income taxes payable	6,619,867	10,147,922
Prepaid income taxes	(3,650,402)	(11,137,335)
<b>Current tax liabilities / (assets)</b>	<b>2,969,465</b>	<b>(989,413)</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 17. TAXES (Continued)

#### Deferred taxes

The Company recognizes deferred tax assets and liabilities based upon temporary differences arising between its financial statements as reported for International Accounting Standards (IAS) purposes and its statutory tax financial statements. These differences usually result in the recognition of revenue and expenses in different reporting periods for IAS.

Tax rate is applied as 20% for the calculation of deferred tax asset and liabilities. The details of deferred taxes are presented in the following tables.

	Cumulative temporary Differences		Deferred tax assets / (liabilities)	
	March 31, 2017	December 31, 2016	March 31, 2017	December 31, 2016
Deferred income reserves	106,218,591	81,153,341	21,243,718	16,230,668
Incentive commission	19,040,777	18,155,080	3,808,155	3,631,016
Net difference between the carrying values and tax base values of tangible assets and intangible assets	16,610,621	17,252,284	3,322,124	3,450,457
Provision for employee termination benefit	9,481,360	9,404,969	1,896,272	1,880,994
Provision for lawsuits	5,830,123	5,472,465	1,166,025	1,094,493
Unused vacation provision	4,057,803	3,543,038	811,561	708,608
Deposits internal rate of return-linear interest rate difference	1,613,273	1,448,303	322,655	289,661
Trading portfolio valuation difference	96,532	79,760	19,306	155,92
Expense accruals	2,092	4,108	418	822
Provision for loans to policyholders Banking Insurance Transaction Tax	73	270	15	54
<b>Total deferred tax assets</b>	<b>162,951,245</b>	<b>136,513,619</b>	<b>32,590,249</b>	<b>27,302,724</b>
Eurobond valuation difference	(3,266,321)	(2,300,340)	(653,264)	(460,068)
Pension business receivables	(113,698,754)	(85,882,526)	(22,739,751)	(17,176,505)
Profit commission	-	-	-	-
Deferred acquisition cost	(292,401,367)	(283,773,202)	(58,480,273)	(56,754,640)
<b>Total deferred tax liabilities</b>	<b>(409,366,442)</b>	<b>(371,956,068)</b>	<b>(81,873,289)</b>	<b>(74,391,214)</b>
Deferred tax assets/ (liabilities) accounted for under equity over the fair value reserve for available for sale financial assets	4,628,493	1,643,631	925,698	328,726
<b>Deferred tax liabilities, net</b>	<b>(241,786,704)</b>	<b>(233,798,818)</b>	<b>(48,357,342)</b>	<b>(46,759,764)</b>

Movement of deferred tax liabilities for the period ended March 31, 2017 and 2016 are as follows:

	2017	2016
Opening balance, 1 January	(46,759,764)	(32,899,254)
Charged to profit or loss	(2,194,550)	(5,397,130)
Reversal of deferred tax liability recognized in other comprehensive income due to fair value losses on available for sale financial assets	(328,726)	(41,236)
Deferred tax asset /(liability) recognized in other comprehensive income due to fair value losses on available for sale financial assets	925,698	(273,250)
<b>Closing balance, March 31</b>	<b>(48,537,342)</b>	<b>(38,610,870)</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 17. TAXES (Continued)

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred income tax assets and liabilities are determined using tax rates and tax legislation that has been enacted at the statement of financial position date and is expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

There are no unrecognised deferred tax assets in the periods presented.

Income tax expenses for the period ended March 31, 2017 and March 31, 2016; are as follows:

	January 1 - March 31, 2017	January 1 - March 31, 2016
Income tax expense recognized in profit or loss:		
- Current tax charge	(6,619,867)	(3,058,080)
- Deferred tax charge	(2,194,550)	(5,397,130)
- Tax effect on available for sale	149,673	688,227
Adjustments recognized in the period for current tax of prior periods	1,552,043	2,009,548
<b>Income tax expense</b>	<b>(7,112,701)</b>	<b>(5,757,435)</b>

The total provision for taxes on income is different than the amount computed by applying the Turkish statutory tax rate of 20% to income before provision for taxes as shown in the following reconciliation:

	January 1 – March 31, 2017	January 1 – March 31, 2016
Profit before taxes	35,327,149	30,532,032
Tax rate	20%	20%
Taxes on income per statutory tax rate	(7,065,431)	(6,106,407)
Revenue that is exempt from taxation	2,374,742	1,994,663
Non-deductible expenses	(2,422,012)	(1,645,690)
<b>Income tax expense</b>	<b>(7,112,701)</b>	<b>(5,757,435)</b>

### 18. EMPLOYMENT TERMINATION BENEFITS

	March 31, 2017	December 31, 2016
Provision for employment termination benefits	9,481,360	9,404,969
<b>Total</b>	<b>9,481,360</b>	<b>9,404,969</b>

Under Turkish Labour Law, the Company is required to pay termination benefits to each employee who has completed one year of service and whose employment is terminated without due cause, is called up for military service, dies or who retires after completing 25 years of service and attains the retirement age.

The amount payable consists of one month's salary limited to a maximum of TL 4,426 (December 31, 2016: TL 4,297) for each year of service as of March 31, 2017.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

### 18. EMPLOYMENT TERMINATION BENEFITS (Continued)

IAS 19 requires actuarial valuation methods to be developed to estimate the enterprise's obligation; the provision has been calculated by using projection method. The provision has been calculated by estimating the present value of the future probable obligation of the Company arising from the retirement of the employees. Accordingly, the following actuarial assumptions were used in the calculation of the total liability:

	March 31, 2017	December 31, 2016
Estimated salary increase rate	7.00%	7.00%
Discount rate	11.30%	11.30%

The movement in the provision for employment termination benefits in the current period is as follows:

	2017	2016
Opening balance, January 1	9,404,969	7,685,572
Paid during the period	(403,865)	(341,676)
Service cost	233,664	175,811
Interest cost	246,592	176,622
<b>Closing balance, March 31</b>	<b>9,481,360</b>	<b>7,696,329</b>

### 19. DEFERRED EXPENSES

As at March 31, 2017 and 2016; movements of deferred expenses are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Deferred acquisition costs, gross January 1	283,773,202	239,231,921
Acquisition costs deferred during the period	20,459,319	18,521,244
Amortization	(11,831,154)	(9,400,573)
		0
<b>Deferred acquisition costs</b>	<b>292,401,367</b>	<b>248,352,592</b>
Deferred commission costs, gross January 1	22,083,838	21,758,274
Commission cost deferred during the period	10,557,518	325,564
<b>Deferred commission costs</b>	<b>32,641,356</b>	<b>22,083,838</b>
<b>Total deferred expenses</b>	<b>325,042,723</b>	<b>270,436,430</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

#### 20. OTHER PAYABLES AND LIABILITIES

As at March 31, 2017 and December 31, 2016; other payables and liabilities are as follows:

	March 31, 2017	December 31, 2016
Payables to suppliers	15,684,049	9,133,552
Taxes and funds payable	15,104,596	8,059,846
Payables to related parties (Note 33)	6,000,743	1,584,623
Unused vacation provision	4,057,803	3,543,038
Deferred commission income	3,229,931	3,035,806
Other deferred income	1,012,785	1,232,516
Payables to personnel	430,791	1,070,757
Payables to shareholders (Note 33)	142,520	126,405
Deposits and guarantees	2,401	2,323
<b>Total</b>	<b>45,665,618</b>	<b>27,788,866</b>

#### 21. INSURANCE CONTRACT LIABILITIES

Insurance contract liabilities as at March 31, 2017 and December 31, 2016; are as follows:

	March 31, 2017	December 31, 2016
<b>Gross insurance contract liabilities</b>		
Life mathematical reserves (*)	400,480,386	382,051,287
Reserve for unearned premiums	98,513,404	79,114,836
Claims provision	69,553,097	68,886,777
<b>Total</b>	<b>568,546,887</b>	<b>530,052,900</b>
<b>Reinsurance share of insurance contract liabilities</b>		
Reserve for unearned premiums, ceded (Note 7)	5,500,096	4,856,089
Claims provision, ceded (Note 7)	4,565,870	4,923,163
Mathematical reserves, ceded (Note 7)	1,700,269	1,614,668
<b>Total</b>	<b>11,766,235</b>	<b>11,393,920</b>
<b>Net insurance contract liabilities</b>		
Life mathematical reserves	398,780,117	380,436,618
Reserve for unearned premiums	93,013,308	74,258,747
Claims provision	64,987,227	63,963,614
<b>Net insurance liabilities</b>	<b>556,780,652</b>	<b>518,658,979</b>

(\*) As of March 31, 2017, the negative fair value difference of financial assets at insuree's risk amounting to TL 17,566,679 (December 31, 2016: negative fair value difference of financial assets at insuree's risk amounting to TL 30,100,913), deferred taxes on the fair value difference of financial assets at insuree's risk amounting to TL (229,894) (December 31, 2016: TL 90,051) and reinsurers share of TL 1,700,269 (December 31, 2016: 1,614,668) have not been included in the above mentioned mathematical reserve table.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 21. INSURANCE CONTRACT LIABILITIES (Continued)

#### Movements in insurance liabilities and reinsurance assets

##### Claims:

March 31, 2017	Gross	Ceded	Net
Total at the beginning of the year	68,886,777	4,923,163	63,963,614
Change during period	666,320	(357,293)	1,023,613
<b>Total at the end of the period</b>	<b>69,553,097</b>	<b>4,565,870</b>	<b>64,987,227</b>

March 31, 2017			
Reported claims	58,409,199	3,947,188	54,462,011
Incurred but not reported	11,143,898	618,682	10,525,216
<b>Total at the end of the period</b>	<b>69,553,097</b>	<b>4,565,870</b>	<b>64,987,227</b>

March 31, 2016	Gross	Ceded	Net
Total at the beginning of the year	54,568,483	3,760,578	50,807,905
Change during period	53,099	94,573	(41,474)
<b>Total at the end of the period</b>	<b>54,621,582</b>	<b>3,855,151</b>	<b>50,766,431</b>

March 31, 2016			
Reported claims	47,064,065	2,751,322	44,312,743
Incurred but not reported	7,557,517	1,103,829	6,453,688
<b>Total at the end of the period</b>	<b>54,621,582</b>	<b>3,855,151</b>	<b>50,766,431</b>

Claims paid and change in outstanding claims provision for the period ended March 31, 2017 and 2016 are as follows:

	January 1 – March 31, 2017	January 1 – March 31, 2016
<b>Cash paid for claims settled during the period</b>	<b>27,594,616</b>	<b>26,850,917</b>
- Surrender and maturity from life savings	14,584,606	16,224,446
- Death and disability claims (*)	10,926,383	8,661,130
- Surrender from life protection	2,083,627	1,965,341
<b>Change in outstanding claims provision</b>	<b>1,023,614</b>	<b>(41,525)</b>
<b>Claims paid and change in outstanding claims provision</b>	<b>28,618,230</b>	<b>26,809,392</b>

(\*) The amounts are netted-off reinsurance.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 21. INSURANCE CONTRACT LIABILITIES (Continued)

#### Reserve for unearned premiums:

March 31, 2017	Gross	Ceded	Net
Reserve for unearned premiums at the beginning of the year	79,114,836	(4,856,089)	74,258,747
Premiums written during the period	112,456,879	(4,655,592)	107,801,287
Premiums earned during the period	(93,058,311)	4,011,585	(89,046,726)
<b>Reserve for unearned premiums at the end of the period</b>	<b>98,513,404</b>	<b>(5,500,096)</b>	<b>93,013,308</b>

March 31, 2016	Gross	Ceded	Net
Reserve for unearned premiums at the beginning of the year	62,995,270	(3,462,745)	59,532,525
Premiums written during the period	67,081,747	(4,396,891)	62,684,856
Premiums earned during the period	(64,161,724)	2,934,983	(61,226,741)
<b>Reserve for unearned premiums at the end of the period</b>	<b>65,915,293</b>	<b>(4,924,653)</b>	<b>60,990,640</b>

#### Life mathematical reserves

	2017	2016
	Mathematical reserve TL	Mathematical reserve TL
Total at the beginning of the year, January 1	382,051,287	338,750,726
Additions	31,719,060	8,000,942
Disposals	(13,289,979)	(17,048,109)
<b>Total at the end of the period, March 31</b>	<b>400,480,386</b>	<b>329,703,559</b>

#### Claims development tables

The claims provision is sensitive to some key assumptions. The sensitivity of certain assumptions like legislative change, uncertainty in the estimation process, etc., is not possible to quantify. Furthermore, because of delays that arise between occurrence of a claim and its subsequent notification and eventual settlement, the outstanding claim provisions are not known with certainty at the reporting date.

Consequently, the ultimate liabilities will vary as a result of subsequent developments. Differences resulting from reassessment of the ultimate liabilities are recognized in subsequent financial statements.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

### 21. INSURANCE CONTRACT LIABILITIES (Continued)

As at March 31, 2017; claim development table of the Company is as follows:

Accident year	2009 and earlier	2010	2011	2012	2013	2014	2015	2016	Total
Current estimate of claims	3,947,729	1,694,588	2,502,212	6,940,271	6,630,767	6,602,439	13,118,696	6,467,437	47,904,139
Accident year	180,750	132,318	396,320	1,593,431	1,729,754	1,133,952	4,034,605	-	9,201,130
1 year later	195,458	221,458	133,604	50,521	168,713	19,295	-	-	789,049
2 year later	-	12,239	56,459	139,965	6,261	-	-	-	214,924
3 year later	146,035	-	3,741	26,250	-	-	-	-	176,026
4 year later	110,567	11,505	1,859	-	-	-	-	-	123,931
5 year later	-	-	-	-	-	-	-	-	-
6 year later	-	-	-	-	-	-	-	-	-
7 year later	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>4,580,539</b>	<b>2,072,108</b>	<b>3,094,195</b>	<b>8,750,438</b>	<b>8,535,495</b>	<b>7,755,686</b>	<b>17,153,301</b>	<b>6,467,437</b>	<b>58,409,199</b>
Incurred but not reported									1,143,898
<b>Total gross provision for outstanding claims as at March 31, 2017</b>									<b>69,553,097</b>

As at December 31, 2016, claim development table of the Company is as follows:

Accident year	2008 and earlier	2009	2010	2011	2012	2013	2014	2015	Total
Current estimate of claims									
Accident year	3,129,534	635,063	1,863,401	2,799,235	6,901,514	6,713,193	6,793,095	21,473,930	50,308,965
1 year later	215,409	185,433	147,237	396,320	1,597,030	1,766,485	1,197,864	-	5,505,777
2 year later	-	161,258	220,078	133,604	55,339	167,604	-	-	737,882
3 year later	31,510	-	12,729	56,299	37,590	-	-	-	138,127
4 year later	-	92,632	15,200	315,741	-	-	-	-	423,573
5 year later	-	-	39,817	-	-	-	-	-	39,817
6 year later	108,500	-	-	-	-	-	-	-	108,500
7 year later	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>3,484,953</b>	<b>1,074,385</b>	<b>2,298,462</b>	<b>3,701,199</b>	<b>8,591,473</b>	<b>8,647,282</b>	<b>7,990,959</b>	<b>21,473,930</b>	<b>57,262,641</b>
Incurred but not reported									11,624,136
<b>Total gross provision for outstanding claims as at December 31, 2016</b>									<b>68,886,777</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 22. EQUITY

Share capital of the Company as at March 31, 2017 and December 31, 2016; are as follows:

	March 31, 2017		December 31, 2016	
	Shareholding %	TL	Shareholding %	TL
Hacı Ömer Sabancı Holding A.Ş. (Sabancı Holding)	40.00	47,200,005	40.00	47,200,005
Aviva International Holdings Ltd.	40.00	47,200,005	40.00	47,200,005
Other	0.09	108,837	0.10	112,525
Publicly Traded	19.91	23,491,153	19.90	23,487,465
<b>Total share capital</b>	<b>100.00</b>	<b>118,000,000</b>	<b>100.00</b>	<b>118,000,000</b>

#### Profit and other capital reserves:

Details of the profit and other capital reserves are explained below:

	March 31, 2017	December 31, 2016
Profit reserves	53,117,684	29,180,281
Other capital reserves	837,095	837,095
<b>Total</b>	<b>53,954,779</b>	<b>30,017,376</b>

Retained earnings as per the statutory financial statements, other than legal reserve requirements as referred below, are available for distribution. The legal reserves consist of first and second reserves, appropriated in accordance with the Turkish Commercial Code. The Turkish Commercial Code stipulates that the first legal reserve is appropriated out of statutory profits at the rate of 5% per annum, until the total reserve reaches 20% of the Company's paid-in share capital. The second legal reserve is appropriated at the rate of 10% per annum of all cash distributions in excess of 5% of the paid-in share capital. Under the Turkish Commercial Code, the legal reserves can only be used to offset losses unless they exceed 50% of paid-in share capital and are not available for any other usage.

#### Profit reserves

As at March 31, 2017 and December 31, 2016; details of profit reserves is as follows:

	March 31, 2017	December 31, 2016
Legal reserves	26,807,343	22,950,753
Extraordinary reserves	26,298,847	6,218,034
Statutory reserves	11,494	11,494
<b>Total</b>	<b>53,117,684</b>	<b>29,180,281</b>

Movement of profit reserves is presented below:

	2017	2016
Opening balance, January 1	29,180,281	24,648,038
Transfers	23,937,403	4,532,243
<b>Closing balance, March 31</b>	<b>53,117,684</b>	<b>29,180,281</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 22. EQUITY (Continued)

##### *Other capital reserves*

As of March 31, 2017 capital reserves of the Company amounting to TL 837,095 consist of the amount of TL 512,783 as a result of addition of TL 66,028,020 to capital, which is difference resulted between the amount of TL 82,320,000 that is pre-merger nominal capital of Aviva Emeklilik and TL 15,779,197 that is capital increase amount of Ak Emeklilik; participants’ capitalization issue amounting to TL 324,312.

##### *Fair value reserves from available for sale assets*

Unrealized gains and losses due to changes in the fair values available for sale financial assets net of taxes are directly recognized in the shareholders’ equity as “Fair value reserves from available for sale assets”.

Movement of the reserve is below:

	2017	2016
Opening balance, January 1	(3,270,313)	(2,210,446)
Unrealized gains and losses due to changes in the fair values of available for sale financial assets net of taxes	(2,708,771)	1,738,360
<b>Closing balance, March 31</b>	<b>(5,979,084)</b>	<b>(472,086)</b>

#### Dividend per share

In 2017, the Company has distributed dividend to shareholders with respect to 2016 net distributable profit after appropriation of legal reserves amounting to TL 21,664,800 (TL 0.0018 per share) (2016: TL 30,916,000 and TL 0.0026).

#### 23. EARNINGS PER SHARE

The Company’s earnings per share calculation is as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Profit for the period	28,214,448	24,774,597
Weighted average number of shares with nominal value of TL 0.01 nominal value per share (*)	11,800,000,000	11,800,000,000
<b>Earnings per share</b>	<b>0.0024</b>	<b>0.0021</b>

As of March 31, 2017 capital of the Company consists of 11,800,000,000 shares with nominal value of TL 0.01 (December, 2016: 11,800,000,000 shares with nominal value of TL 0.01).

(\*) As the share issuance in the prior period occurred without any changes in shareholders’ equity, earnings per share calculation for the prior year was adjusted as if the share issue had taken place at the start of the prior year.

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 24. WRITTEN PREMIUMS

The distribution of written premiums is as follows:

	January 1- March 31, 2017		
	Gross	Reinsurer share	Net
Non-life	16,027,456	(92,528)	15,934,928
Life (Life protection + savings)	96,429,423	(4,563,064)	91,866,359
<b>Total premium income</b>	<b>112,456,879</b>	<b>(4,655,592)</b>	<b>107,801,287</b>

	January 1- March 31, 2016		
	Gross	Reinsurer Share	Net
Non-life	12,726,626	(345,088)	12,381,538
Life (Life protection + savings)	54,355,121	(4,051,803)	50,303,318
<b>Total premium income</b>	<b>67,081,747</b>	<b>(4,396,891)</b>	<b>62,684,856</b>

### 25. INCOME GENERATED FROM PENSION BUSINESS

Income generated from pension business for the periods ended March 31, 2017 and March 31, 2016; are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Fund management income	45,597,730	36,506,685
Management fee	15,429,696	8,289,567
Entry and deferred entry fees income	8,360,938	8,058,926
Premium holiday charges	1,097,449	1,184,615
<b>Total</b>	<b>70,485,813</b>	<b>54,039,793</b>

### 26. FOREIGN EXCHANGE GAINS / (LOSSES), NET

Foreign exchange gains / (losses) for the periods ended March 31, 2017 and 2016; are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Foreign exchange gains	10,443,920	1,991,547
Foreign exchange losses	(8,628,789)	(4,019,721)
<b>Total</b>	<b>1,815,131</b>	<b>(2,028,174)</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 27. COMMISSION INCOME AND COMMISSION EXPENSE

Commission income for the periods ended March 31, 2017 and March 31, 2016; are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Commission income from reinsurance companies (net)	1,385,725	1,411,308
<b>Total</b>	<b>1,385,725</b>	<b>1,411,308</b>

Commission expense for the periods ended March 31, 2017 and March 31, 2016; are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Commission expenses due to personal accident insurance	(5,705,721)	(5,217,546)
-Change in commission expenses	(7,154,282)	(5,586,579)
-Change in deferred acquisition cost (Note 19)	1,448,561	369,033
Commission expenses due to life insurance	(17,815,624)	(7,097,100)
-Change in commission expenses	(22,070,547)	(7,053,631)
-Change in deferred acquisition cost (Note 19)	4,254,923	(43,469)
<b>Total</b>	<b>(23,521,345)</b>	<b>(12,314,646)</b>

#### 28. INVESTMENT AND OTHER INCOME

Investment income for the periods ended March 31, 2017 and March 31, 2016; are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Interest income	10,973,978	10,819,490
-Income from financial assets at fair value through profit or loss	3,920,177	6,506,136
-Income from available for sale financial assets	7,053,801	4,313,354
Net income from sale of financial assets	(473,799)	482,132
-Income from financial assets at fair value through profit or loss	1,727,490	1,055,422
-Income/ (loss) from available for sale financial assets	(2,201,289)	(573,290)
Dividend and realization income from other financial assets	74,686	-
Investment management expenses	(55,786)	(11,798)
Other income, net	2,971,298	1,441,951
<b>Total investment and other income/(expense), net</b>	<b>13,490,377</b>	<b>12,731,775</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 29. PENSION EXPENSES INCLUDING COMMISSION

Pension expenses including commission for the periods ended March 31, 2017 and March 31, 2016; are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Fund management charge	(5,618,633)	(4,146,046)
Commission expense, net of DAC	(11,967,496)	(10,081,822)
- Commission expense	(20,782,045)	(18,642,362)
- Change in deferred acquisition cost	8,814,549	8,560,540
Other expense	(3,014,450)	(2,366,996)
<b>Total pension expenses</b>	<b>(20,600,579)</b>	<b>(16,594,864)</b>

### 30. GENERAL AND ADMINISTRATIVE EXPENSES

General and administrative expenses for the periods ended March 31, 2017 and March 31, 2016; are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
Personnel expenses	(37,433,650)	(30,532,425)
Outsourced expenses including IT services	(12,065,949)	(9,737,877)
Travelling and transportation expenses	(3,057,813)	(2,397,907)
Management expenses	(3,090,132)	(2,878,144)
Representation and hosting expenses	(1,876,826)	(1,438,978)
Broker expenses	(1,446,217)	(550,536)
Communication expenses	(1,293,365)	(1,347,029)
Depreciation and amortization	(1,263,645)	(1,022,790)
Office supplies expenses	(1,021,773)	(833,104)
Advertising and marketing expenses	(1,020,737)	(625,447)
Other marketing, sales and distribution expenses	(265,720)	(134,023)
Change in deferred acquisition cost	(186,384)	560,131
Other expenses	(1,238,700)	(1,604,340)
<b>Total</b>	<b>(65,260,911)</b>	<b>(52,542,469)</b>

Personnel expenses for the period ended March 31, 2017 and March 31, 2016; are as follows:

	January 1 - March 31, 2017	January 1 - March 31, 2016
Salaries	(21,266,806)	(17,514,015)
Commission and promotion expenses	(5,764,263)	(3,384,366)
Other salary expenses	(4,053,741)	(3,461,480)
Social security expenses	(3,154,473)	(3,793,756)
Other personnel expenses	(2,053,900)	(1,771,983)
Unused vacation expenses	(564,820)	(155,856)
Employee termination benefit expenses	(480,256)	(352,433)
Notice pay expense	(95,391)	(98,536)
<b>Total</b>	<b>(37,433,650)</b>	<b>(30,532,425)</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 31. OTHER INCOME / (EXPENSE), NET

Other income and expenses for the periods ended March 31, 2017 and 2016 are as follows:

	January 1- March 31, 2017	January 1- March 31, 2016
<b>Other income:</b>		
Other income	600	1,202
<b>Other expense:</b>		
Other operating expense	(7,397)	(11,511)
Other expense	(41,239)	(1,715)
Accrued subrogation expense	(24,456)	(39,657)
<b>Total other income / (expense), net</b>	<b>(72,492)</b>	<b>(51,681)</b>

#### 32. BLOCKED SECURITIES AND BANK DEPOSITS

Under Insurance Law, insurance companies are obliged to deposit investments within two months in a blocked account with a state bank in favour of Undersecretariat of Treasury. Accordingly the following guarantees have been issued to the Turkish Treasury based on the financial results:

	March 31, 2017	March 31, 2016
Blocked bank deposits	108,754,218	122,675,745
Blocked securities	315,451,400	253,669,616
<b>Total</b>	<b>424,205,618</b>	<b>376,345,361</b>

#### 33. RELATED PARTY BALANCES AND TRANSACTIONS

As at March 31, 2017 and December 31, 2016 balances with related parties are as follows:

	March 31, 2017	December 31, 2016
Akbank T.A.Ş. - Credit card receivables	230,942,106	220,956,774
<b>Other cash and cash equivalents</b>	<b>230,942,106</b>	<b>220,956,774</b>
Akbank T.A.Ş.- Bank deposit	118,871,762	101,158,968
<b>Banks</b>	<b>118,871,762</b>	<b>101,158,968</b>

As of 31 March 2017 and 31 December 2016, The Company’s portfolio of financial assets classified as held for trading and financial assets issued by related parties of the Company are as follows:

	March 31, 2017	December 31, 2016
<b>Other receivables from related parties</b>		
Akbank T.A.Ş.	-	2,661,850
Carrefoursa Carrefour Sabancı Ticaret Merkezi A.Ş.	6,720	6,720
	<b>6,720</b>	<b>2,668,570</b>

# AVİVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 33. RELATED PARTY BALANCES AND TRANSACTIONS (Continued)

	March 31, 2017	December 31, 2016
<b>Receivables from main operations</b>		
Hacı Ömer Sabancı Holding A.Ş.,	316,525	131
Temsa Global Sanayi ve Ticaret A.Ş. and subsidiaries	123,547	699
Bimsa Uluslararası İş, Bilgi ve Yönetim Sistemleri A.Ş.	117,339	-
Sabancı Üniversitesi	17,346	17,346
Enerjisa Elektrik Dağıtım A.Ş. and subsidiaries	6,927	16,137
Other	722,768	160,315
	<b>1,304,452</b>	<b>194,628</b>

	March 31, 2017	December 31, 2016
<b>Other payables to related parties</b>		
Ak Sigorta A.Ş.	3,681,449	21,372
Bimsa Uluslararası İş, Bilgi ve Yönetim Sistemleri A.Ş.	1,541,393	1,236,684
Ak Portföy Yönetimi A.Ş.		183,015
Vista Turizm ve Seyahat A.Ş.	159,406	78,436
EnerjiSA A.Ş.	265	51,114
TeknoSA İç ve Dış Tic. A.Ş.,	-	14,002
	<b>5,382,513</b>	<b>1,584,623</b>

	March 31, 2017	December 31, 2016
<b>Financial liabilities</b>		
Akbank - T.A.Ş. (spot loan)	2,176,030	2,248,924
	<b>2,176,030</b>	<b>2,248,924</b>

	March 31, 2017	December 31, 2016
<b>Payables from main operations</b>		
Akbank T.A.Ş.	15,926,212	14,010,625
Ak Potrföy Yönetimi A.Ş.	1,652,646	8,352,101
Emeklilik Gözetim Merkezi A.Ş.	137,129	457,476
	<b>17,715,987</b>	<b>22,820,202</b>

	March 31, 2017	December 31, 2016
<b>Expense accruals</b>		
Akbank T.A.Ş.	3,144,746	1,304,025
Aviva International Holdings Ltd.	-	76,100
	<b>3,144,746</b>	<b>1,380,125</b>

# AVİVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 33. RELATED PARTY BALANCES AND TRANSACTIONS (Continued)

	March 31, 2017	December 31, 2016
<b>Income accruals</b>		
Ak Portföy Yönetimi A.Ş.	957,533	-
Hacı Ömer Sabancı Vakfı	490,677	-
Aviva International Holdings Ltd.	113,745	164,598
Akbank T.A.Ş.	34,291	34,291
	<b>1,596,246</b>	<b>198,889</b>

	March 31, 2017	December 31, 2016
<b>Shareholders:</b>		
Hacı Ömer Sabancı Holding	6,511	5,374
Other	136,009	121,031
<b>Payables to shareholders</b>	<b>142,520</b>	<b>126,405</b>

<b>Shareholders:</b>		
Aviva International Holdings Ltd.	167,955	83,775
<b>Receivables from shareholders</b>	<b>167,955</b>	<b>83,775</b>

Transactions with related parties for the period ended March 31, 2017 and December 31, 2016 are as follows:

	1 January– 31 March 2017	1 January– 31 March 2016
<b>Services Purchased</b>		
Akbank T.A.Ş.	35.603.717	22.727.819
- Paid administrative expenses	468.493	463.263
- Commission paid	35.135.224	22.264.556
Ak Portföy Yönetimi A.Ş.	4.823.508	3.812.681
BimSA (accounting and computing machinery).	3.835.810	2.775.159
AkSigorta A.Ş.	810.450	87.558
Vista (administrative expenses)	472.828	993.546
Emeklilik Gözetim Merkezi A.Ş. (examination fee, pension costs, joint promotion services)	689.436	240.352
EnerjiSA Doğal Gaz Toptan Satış A.Ş.	61.639	180.825
Other	164.568	107.529
	<b>46.461.956</b>	<b>30.925.469</b>

	1 January– 31 March 2017	1 January– 31 March 2016
<b>Financial expenses</b>		
Akbank T.A.Ş (interest expense)	113,273	520,150
	<b>113,273</b>	<b>520,150</b>
<b>Financial income</b>		
Akbank (interest income)	3,128,704	2,980,762
	<b>3,128,704</b>	<b>2,980,762</b>

## AVIVASA EMEKLİLİK VE HAYAT A.Ş.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

#### 33. RELATED PARTY BALANCES AND TRANSACTIONS (Continued)

	1 January– 31 March 2017	1 January– 31 March 2016
<b>Services Provided</b>		
Akbank T.A.Ş. and subsidiaries	1,752,242	1,052,429
Kordsa Global Endüstriyel İplik ve Kordbezi San. ve Tic A.Ş.	521,142	451,185
Brisa Bridgestone Sabancı Lastik Sanayi ve Ticaret A.Ş.	498,134	476,945
Temsa Global Sanayi ve Ticaret A.Ş. and subsidiaries	398,356	360,177
Enerjisa Enerji Üretim A.Ş. and subsidiaries	276,969	316,073
Çimsa Çimento Sanayi ve Ticaret A.Ş. and subsidiaries	251,643	245,236
Akçansa Çimento Sanayi ve Ticaret A.Ş. and subsidiaries	251,450	216,664
Aksigorta A.Ş.	204,687	188,750
Teknosa İç ve Dış Ticaret A.Ş. and subsidiaries	133,066	136,544
Bimsa Uluslararası İş, Bilgi ve Yönetim Sistemleri A.Ş.	117,339	154,160
Yünsa Yünlü Sanayi ve Ticaret A.Ş.	91,473	108,037
Exsa Export Sanayi Mamülleri Satış ve Araştırma A.Ş.	5,566	4,834
Sabancı Üniversitesi	-	94
Other	900,642	670,222
	<b>5,402,709</b>	<b>4,381,350</b>

#### Benefits provided to executive management

For the period ended March 31, 2017 and 2016, wages and other benefits provided to Chairman and members of the Board of Directors, general manager, general coordinator, senior managers and assistant general managers are TL 2,052,038 and TL 1,306,770 respectively.

#### 34. CONTINGENCIES

##### Provision for lawsuits

Provision for lawsuits against the Company is classified under other provision and claims provision.

As at March 31, 2017 and December 31, 2016; provisions for lawsuits against the Company are as follows:

	March 31, 2017	December 31, 2016
<b>Lawsuits provision under other provision:</b>	<b>6,159,929</b>	<b>5,898,007</b>
Insurance lawsuits against the Company	4,786,560	4,528,503
Business lawsuits against the Company	1,043,563	943,961
Other lawsuits against the Company	329,806	425,543
<b>Lawsuits provision under claims provision</b>	<b>22,644,974</b>	<b>21,517,412</b>
<b>Total lawsuits provision</b>	<b>28,804,903</b>	<b>27,415,419</b>

# AVIVASA EMEKLİLİK VE HAYAT A.Ş.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE PERIOD ENDED MARCH 31, 2017

(Amounts expressed in Turkish Lira (“TL”) unless otherwise indicated.)

### 35. COMMITMENTS

As at March 31, 2017 and December 31, 2016, total insurance risk accepted by the Company under normal courses of the insurance business is detailed in Note 4.

As at March 31, 2017 and December 31, 2016, letters of guarantee given to suppliers and government institutions are as follows:

	March 31, 2017	December 31, 2016
Letters of guarantee	6,283,621	5,995,676
<b>Total</b>	<b>6,283,621</b>	<b>5,995,676</b>

### Operational leases

Future minimum rentals payable under operational leases as at March 31, 2017 and December 31, 2016 are as follows:

	March 31, 2017			
		USD	EUR	Total
	TL	( TL equivalent)	( TL equivalent)	
Within one year	1,082,339	6,734,183	1,911,289	9,727,811
After one year but not more than five years	-	32,191,003	49,185	32,240,188
More than five years	-	18,044,283	-	18,044,283
<b>Total operational lease rental payable</b>	<b>1,082,339</b>	<b>56,969,469</b>	<b>1,960,474</b>	<b>60,012,282</b>

	December 31, 2016			
		USD	EUR	Total
	TL	( TL equivalent)	( TL equivalent)	
Within one year	866,428	5,174,662	2,626,938	8,668,027
After one year but not more than five years	-	30,547,501	428,619	30,976,119
More than five years	-	18,518,762	-	18,518,762
<b>Total operational lease rental payable</b>	<b>866,428</b>	<b>54,240,925</b>	<b>3,055,556</b>	<b>58,162,909</b>

### 36. SUBSEQUENT EVENTS

None.

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