



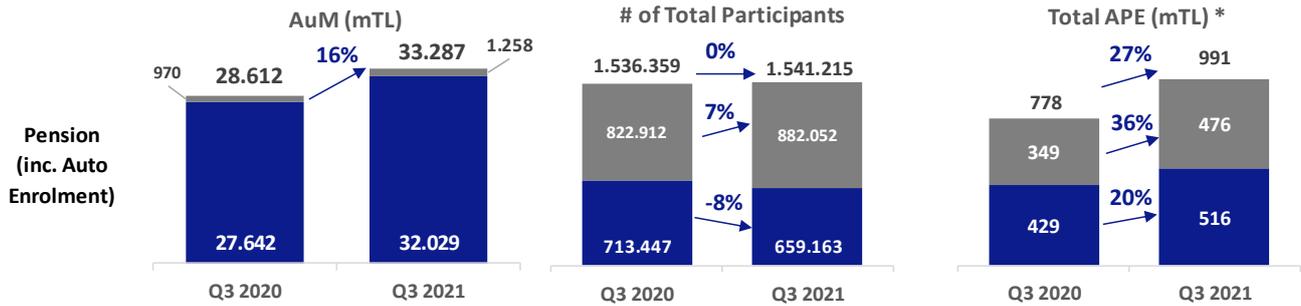
Q3 2021
EARNINGS RELEASE

While continuing the leading position in Pension, we also maintained a sustainable growth in Life

- ◀ The Pension Assets under Management (AuM) has grown by 16% yoy and reached 32.0 billion TL as of Q3 2021.
- ◀ Auto Enrolment AuM increased by 30% yoy resulting mainly from the increasing inforce volume. AgeSA is one of the leader companies in terms of private sector participants and AuM.
- ◀ Total protection premiums grew by 43% yoy, driven by both 58% growth in credit linked and 31% growth in stand-alone (non-credit linked) life protection underpinning AgeSA's diverse business model and product positioning
- ◀ IFRS Net Profit is higher than prior year by 49% at 394 mTL mainly due to strong growth in all major business lines (pension, credit Life and RoP) and increase in net financial income resulting from higher interest and f/x rates.
- ◀ Total technical income has increased by 42% yoy driven by the growth in life protection volumes and pension AuM.
- ◀ RoE is 44.1% as of Q3 2021.
- ◀ Statutory profit is 344 mTL with an increase of 52% due to mainly growth in life protection technical profit and increase in financial income.
- ◀ 80 mTL dividend has been paid in March 2021 as first installment and 80 mTL dividend has been paid in September 2021 as second installment, in accordance with the General Assembly decision.
- ◀ The second installment of 2020 dividend payment amounting to 60 mTL has been paid in January 2021 since it has been postponed due to regulatory restriction until the end of 2020.
- ◀ There is no material impact from Covid-19 on Company's financials.

Topline Volumes

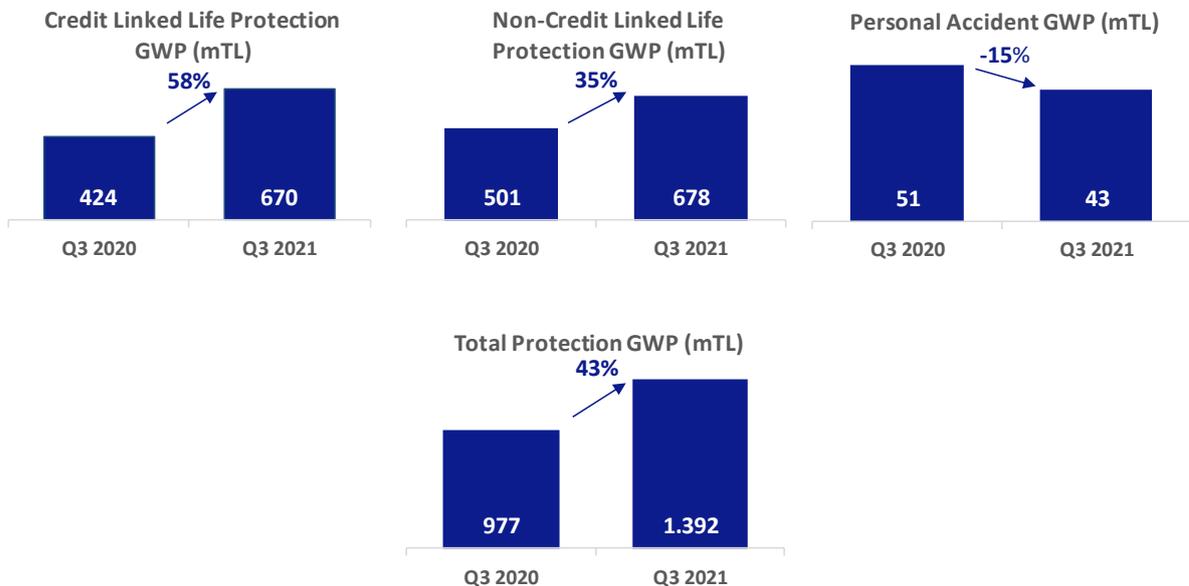
- AgeSA has the market leading position in terms of Pension AuM since June 2015 among the private pension companies.
- Supported by the strong asset performance despite the volatility in financial markets Total AuM reached 33.3 bnTL with 1.5m participants, including AE.



Source: Pension Monitoring Center 30.09.2021

*Before opt-out

- Total Protection gross written premiums reached 1.392 mTL; higher than prior year by 43% continuing the momentum in a sustainable manner



IFRS Segmental Results

(mTL)	Q3 2020	Q3 2021	Change
Life Protection	342	557	63%
Personal Accident	26	21	-18%
Savings	3	3	-21%
Pension	205	237	16%
Total Technical Income	576	818	42%
Total General Expenses	-298	-415	39%
Net Technical Profit	278	404	45%
Total Investment & Other Income	62	125	102%
Total Tax	-76	-135	76%
Net Profit	264	394	49%

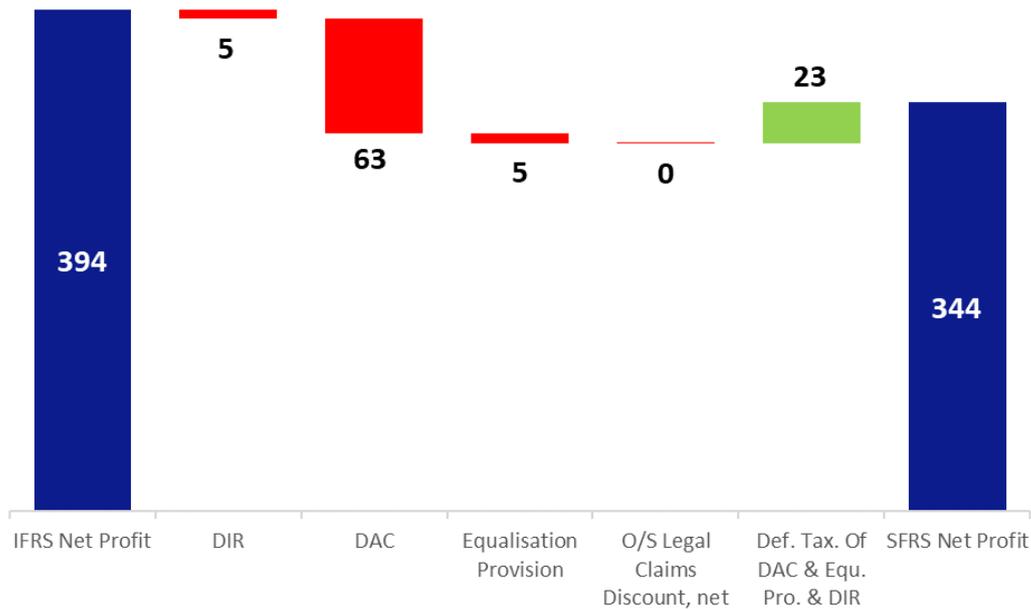
- < Total technical income grew by 42% mainly driven by protection and pension profitability growth
 - Pension technical profit increased by 16% due to higher total fund management fee regarding AuM increase and higher account maintenance fee regarding minimum wage increase.
 - Life protection technical profit increased by 63% due to increase in premiums thanks to both our credit linked and non-credit linked RoP products.
 - Personal accident technical profit decreased by 18% due to lower premiums.
- < General expenses for Q3 2021 is 415 mTL with a yoy increase of 39% mainly due to rebranding costs and increase in IT and personnel bonus expenses.
- < Total investment and other income is 125 mTL with a yoy increase by 102% mainly due to higher interest and f/x rates.

Statutory / SFRS Results

(m TL)	Q3 2020	Q3 2021	Change
Life	172	274	59%
Non-Life	9	2	-78%
Pension	23	-26	-214%
Net Technical Profit	203	249	23%
Total Investment & Other Income	88	207	136%
Tax	-65	-112	74%
Net Profit	226	344	52%

- Net profit for the period is 344 mTL with an increase of 52% mainly due to growth in Life technical profit and financial income
- Total net technical profit increase :
 - Life net technical profit is higher than prior year by 59% due to increasing volume; even though the SFRS profitability is negatively impacted from the commissions paid which are not deferrable in SFRS.
 - Non-life (personal accident) net technical profit after general expenses is lower than prior year by 78% mainly due to lower premium production.
 - Pension net technical profit after general expenses is -26 mTL due to higher operational expenses and higher commissions paid which are not deferrable in SFRS.

Bridging from IFRS to Statutory Profit



New Business

(m TL)	Q3 2020	Q3 2021	Change(%)
Life Protection	217.9	317.1	45.5%
Personal Accident	10.2	7.0	-31.4%
Pensions	24.6	23.6	-3.8%
Value of New Business	252.7	347.8	37.6%

(m TL)	Q3 2020	Q3 2021	Change(%)
Life Protection	1158.2	1,712.6	47.9%
Personal Accident	63.2	54.9	-13.1%
Pensions ^(*)	2,901.6	3,203.7	10.4%
Present Value of New Business Premiums	4,122.9	4,971.3	20.6%

(*): Including State Contribution

(m TL)	Q3 2020	Q3 2021	Change(Diff.)
Life Protection	18.8%	18.5%	-0.3%
Personal Accident	16.1%	12.7%	-3.4%
Pensions	0.8%	0.7%	-0.1%
New Business Margin	6.1%	7.0%	0.9%

Source: Company data, unaudited results

- Value of new business (VNB), present value of new business premiums (PVNBP), as well as new business margin (NBM) have increased year-on-year owing to higher new business sales and a further shift in product mix towards the life protection portfolio, which has a higher new business margin.
- Life protection VNB increased by 45.5% helped by higher volumes as well as an increase in USD swaps.
- The present value of new business premiums for pensions is higher compared to last year due to new business sales and additional contributions.
- The personal accident line of business has seen a decrease in NB margin compared to last year due to higher unit expenses and lower volumes.