



Investor Presentation

January 8, 2025

Prepared by : Türkiye Sigorta Investor Relations



Table of Contents

- 01** Türkiye Sigorta at a Glance
- 02** Why invest in Türkiye
- 03** Why invest in insurance sector in Türkiye
- 04** Why invest in Türkiye Sigorta
- 05** ESG & Sustainability
- 06** Key Takeaways
- 07** Appendix

01. Türkiye Sigorta at a Glance

Türkiye Sigorta at a Glance (1/3)

- ✓ **Largest and leading insurance company in Türkiye with growing market share, robust capital foundation** and strong insurance sector expertise and heritage since 1957
- ✓ Named as Türkiye Sigorta in 2020 with new corporate governance in place following the **merger of three state-owned public banks' insurance subsidiaries** under the umbrella of the **Türkiye Wealth Fund**
- ✓ Provide personal and commercial non-life insurance products: health, fire and natural disasters, motor, agriculture...
- ✓ Leading provider of innovative and **customer-centric** insurance products established to meet the evolving needs of **individuals and businesses, supported by unique distribution model**
- ✓ **Robust inflation adjusted financial performance** along with **high operational profitability**
- ✓ **Investment portfolio (#1 in our sector)** adjusted on real-time in line with market dynamics

Mission: Whenever trust is needed; Türkiye, Sigorta

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

TURSG Listed in several indices: BIST 500, BIST Star, BIST All Shares, BIST 100-30, BIST Corporate Governance, BIST 100, BIST Dividend, BIST Dividend 25, BIST Insurance, BIST Financials, FTSE EM Large Cap, MSCI Turkey Small Cap Index, MSCI Turkey Investable Market Index (IMI) and many more.



Scale

Premiums ¹

₺89B

Market Share ¹

14.2%

Market Cap ³

\$2.2B

Premium Growth ¹

76%

Profitability

Net Profit ²

₺9.6B

Investment Income ²

₺12.3B

ROE ²

65%

ROA ²

15%



Bank Branches
~5,000



Agencies
3,500+



Customers
5.9mn



Mobile App Users
5.6mn



Employees
1,578



JCR Governance Rating
9.65/10



JCR Credit Rating
AAA

Source: Company data
(1) 11M2024 (2) 9M2024 (3) 23/12/24

Scale

Premiums ¹

\$2.6B

Market Share ¹

14.2%

Market Cap ³

\$2.2B

Premium Growth ¹

269%

Profitability

Net Profit ²

\$283mn

Investment Income ²

\$361mn

ROE ²

61%

ROA ²

14%



Bank Branches
~5,000



Agencies
3,500+



Customers
5.9mn



Mobile App Users
5.6mn



Employees
1,578



JCR Governance Rating
9.65/10



JCR Credit Rating
AAA

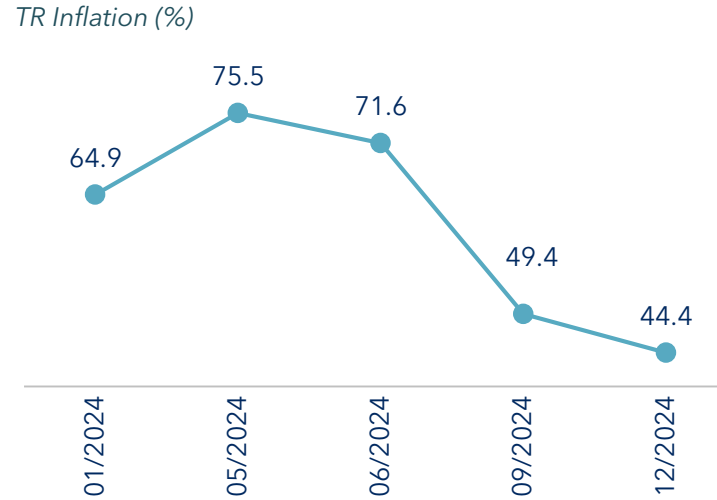
Source: Company data
(1) 11M2024 (2) 9M2024 (3) 23/12/24

02. Why invest in Türkiye

Improvement in the CDS Premiums



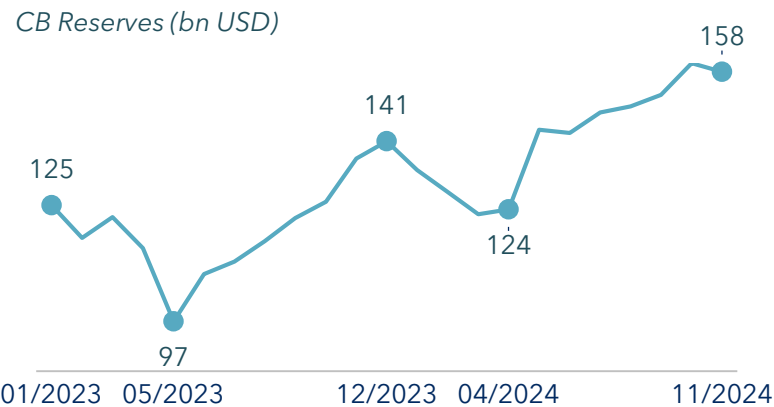
Decreasing Trend in Inflation



Increase in the Credit Ratings

Company	Ratings	Recent Δ	Overview	Date
S&P	BB-	↑	Stable	11/2024
Fitch	BB-	↑	Stable	09/2024
Moody's	B1	↑	Positive	07/2024

Recovery in Central Banks Reserves

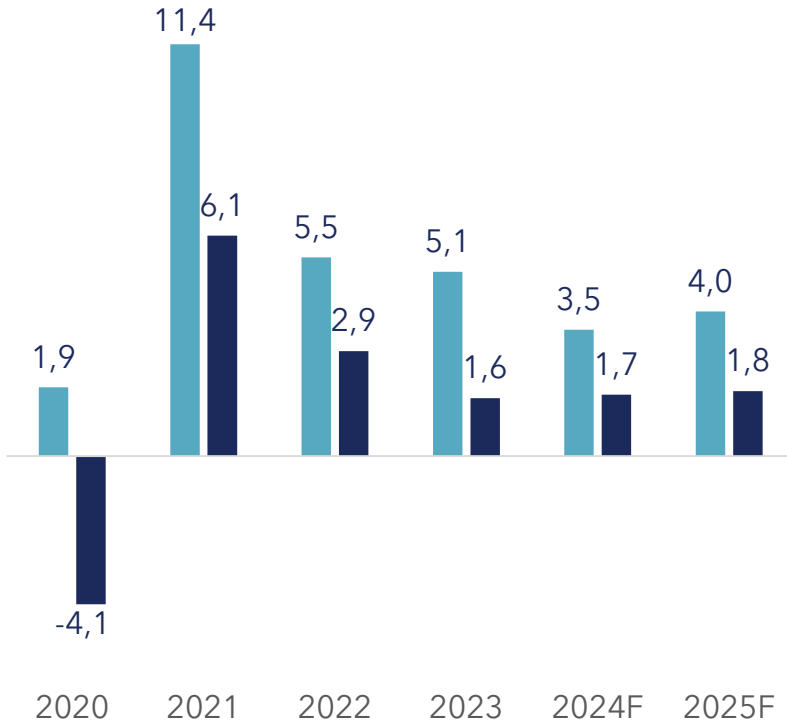


- ✓ CDS premiums <250bps
- ✓ Türkiye: the only country that received rating upgrades from all rating institutions in 2024
- ✓ Disinflation trend since May 2024
- ✓ Increased Central Bank reserves as a buffer to unexpected external shocks

Source: CBRT, Turkstat, investing.com

Strong and Balanced GDP Growth

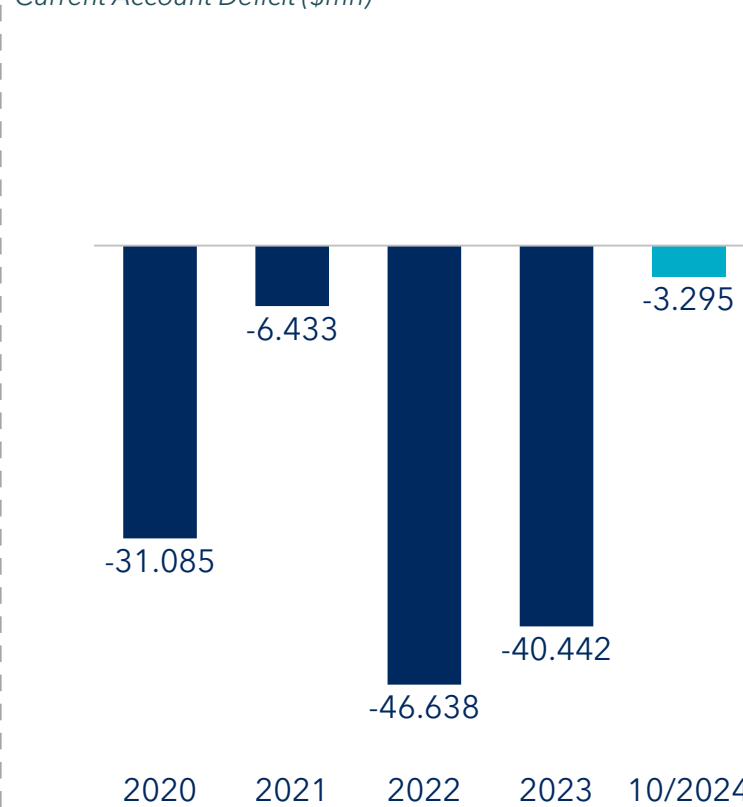
GDP Growth (%)



Türkiye: Turkstat, Ministry of Treasury and Finance's MTP
 OECD: OECD report

Recovery in Current Account Deficit

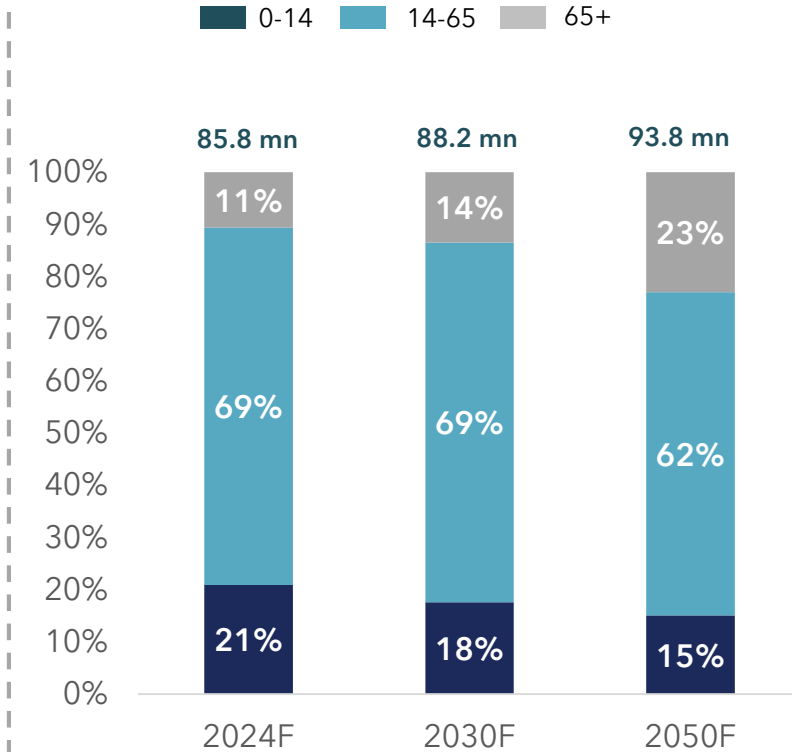
Current Account Deficit (\$mn)



Source: Central Bank of Republic of Türkiye (CBRT)

Favorable Demographics

Türkiye Population Projection (%)



Source: Turkstat

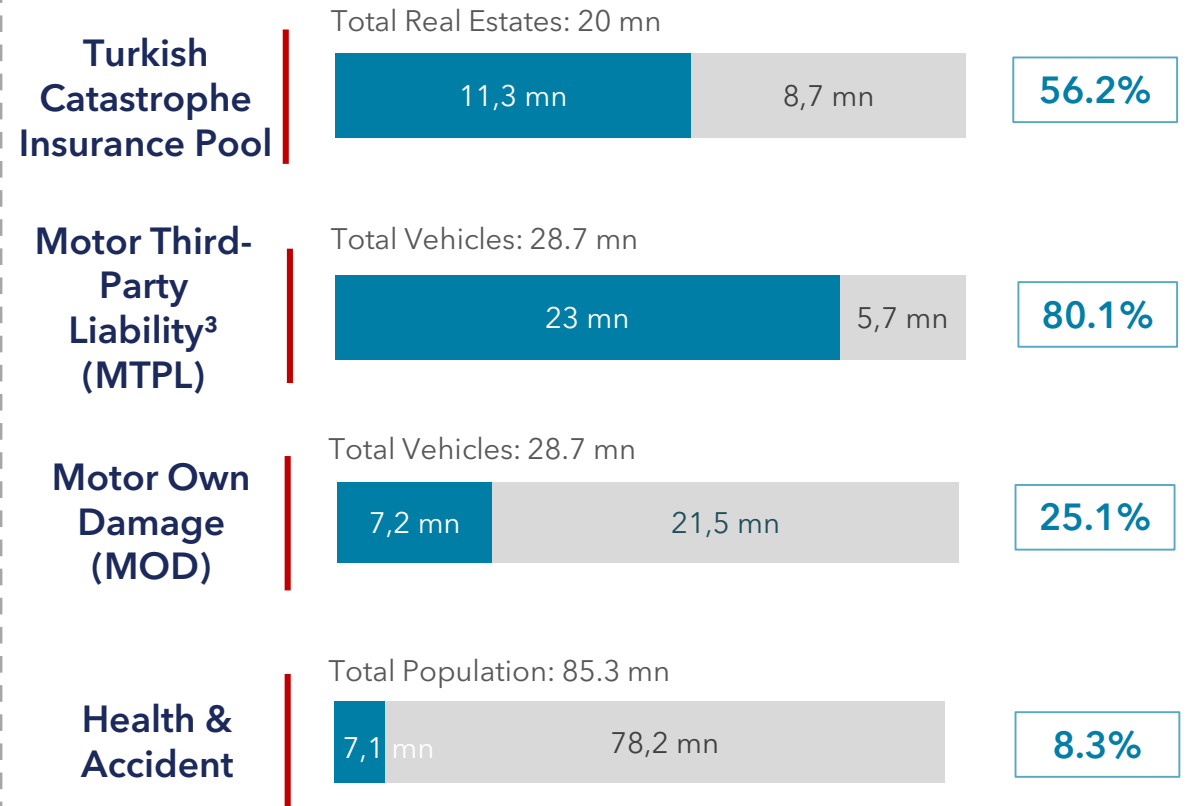
03. Why invest in the insurance sector in Türkiye

Turkish insurance sector is underpenetrated and holds significant growth potential compared to non-life insurance firms in Global.

Low penetration but robust financial stance in non-life sector

Underpenetrated Market	17th biggest economy in the world	33th ¹ largest premium production	#47 ² non-life insurance firms	1.5% ¹ Türkiye penetration (as of YE23)	4.2% ¹ global penetration (as of YE23)
Sustainable Profitability	₺54 bn Net Profit (as of 2024/09)	12% ROA (as of 2024/09)	49% ROE (as of 2024/09)		
Robust Operational Performance	80% Loss Ratio (as of 2024/09)	₺62 bn Technical Profit (as of 2024/09)	₺99 bn Total Investment Income (as of 2024/09)		
Strong Capital Positioning	₺179 bn Equity (as of 2024/09)	₺716 bn Assets (as of 2024/09)			
Appealing Growth Opportunity	₺629 bn GWP (as of 2024/11)	72% yoy Growth (as of 2024/11)			

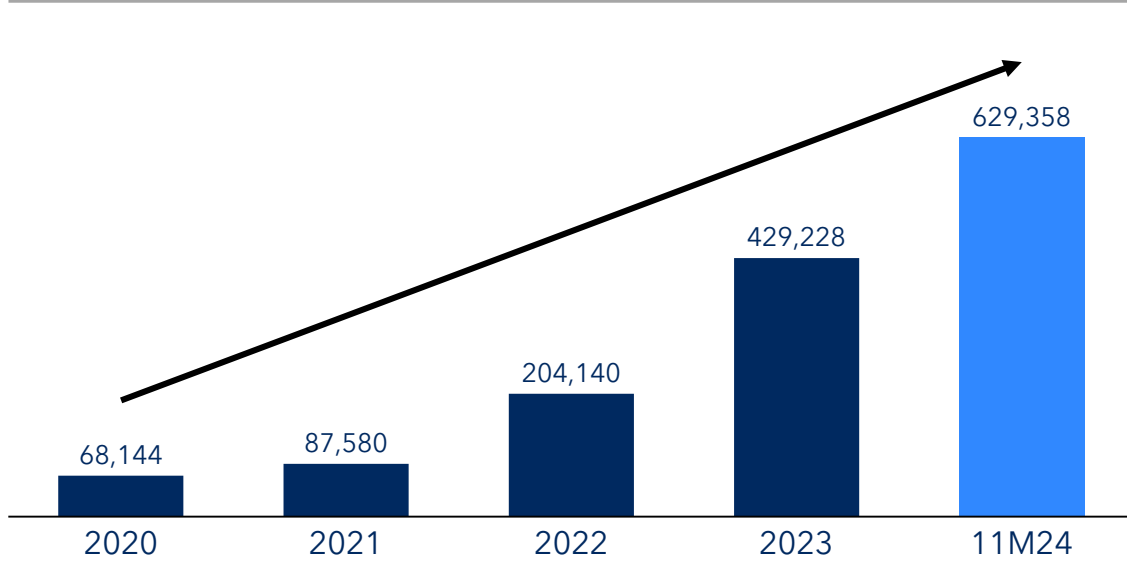
Growth potential in selected underpenetrated branches



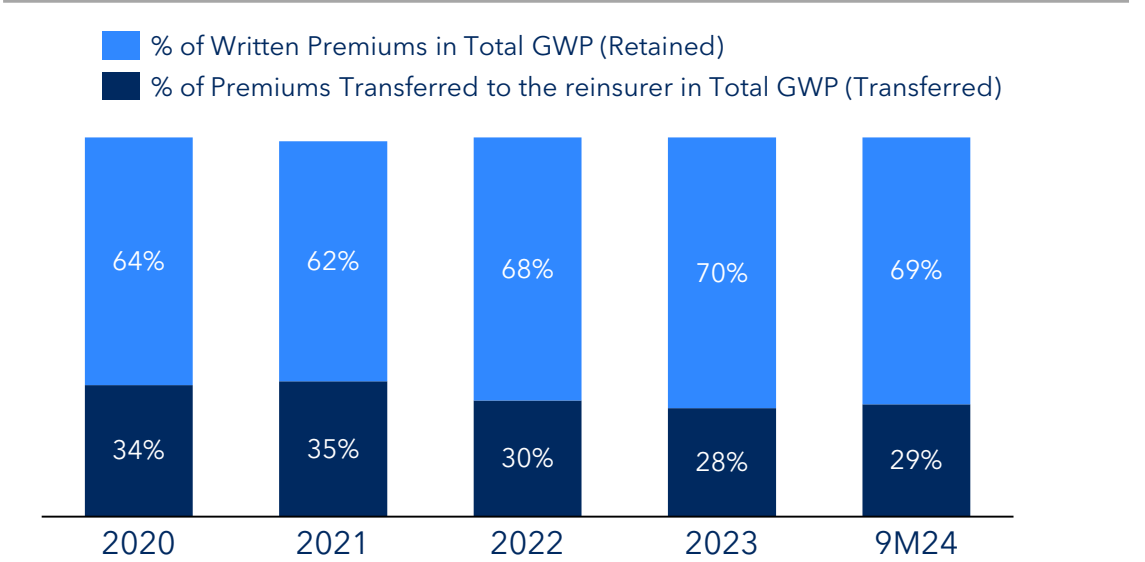
(1) Swissre Institute Sigma no3/2024 Report
 (2) Insurance Association of Türkiye (TSB)
 (3) Obligatory insurance product for motor vehicles

■ Number of Policies ■ Untapped Potential □ Penetration rate
 Source: TSB, Turkstat, TCIP (calculated by the latest data bases)

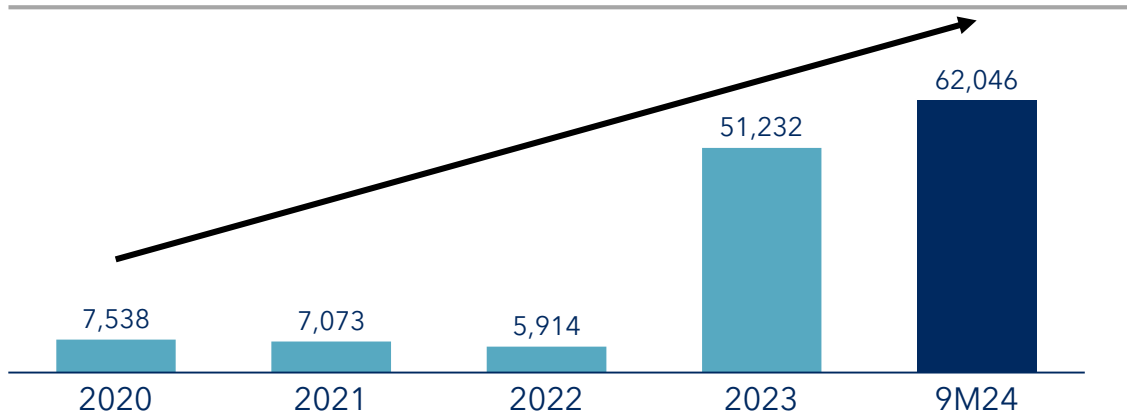
GWP Production (₺ million)



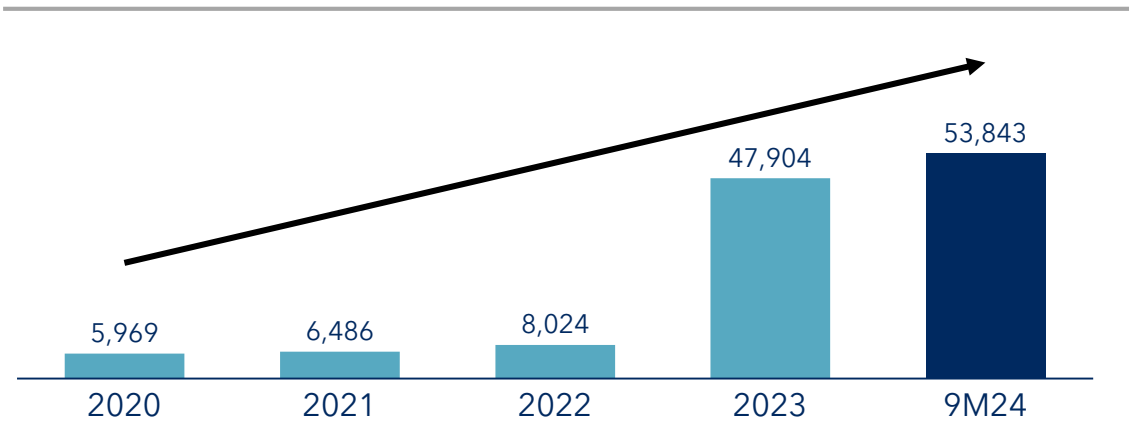
Retention (%)



Technical Profit (₺ million)



Net Profit (₺ million)

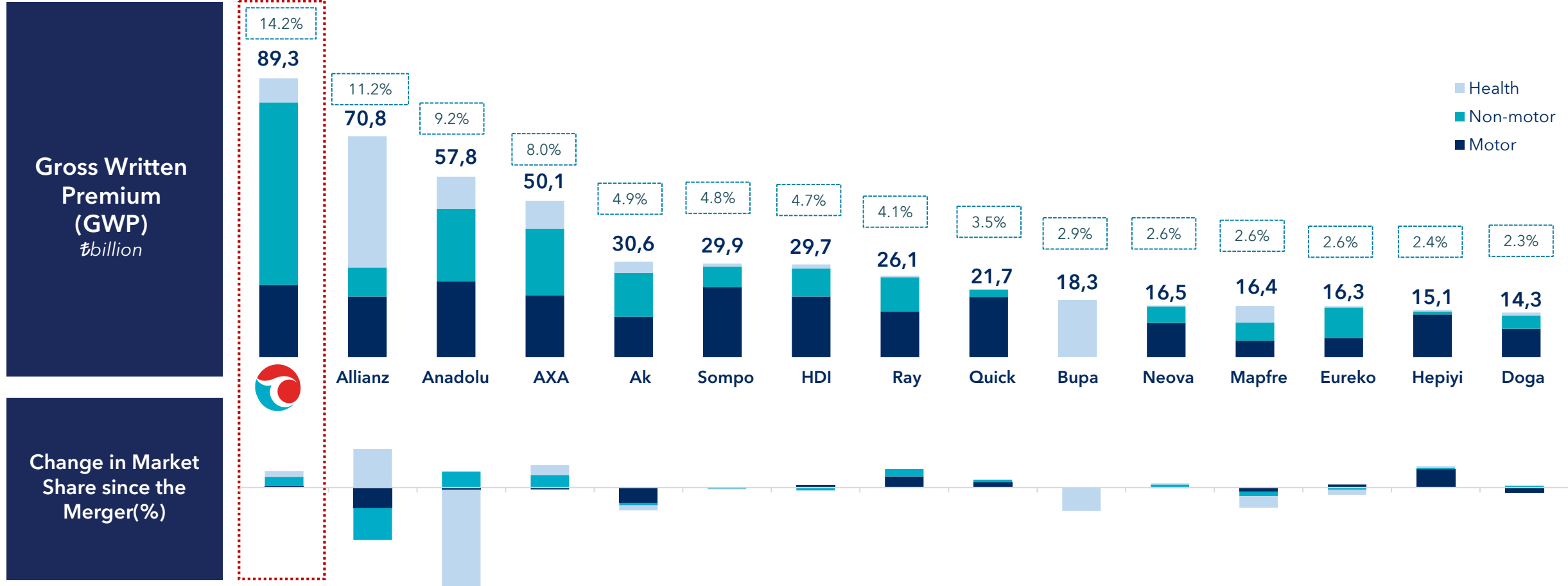


source: Türkiye Insurance Association

Growing Turkish Non-Life Insurance Market (2/2)

Number of Firms : 70

Gross Written Premiums : TL629 billion (\$18 billion)

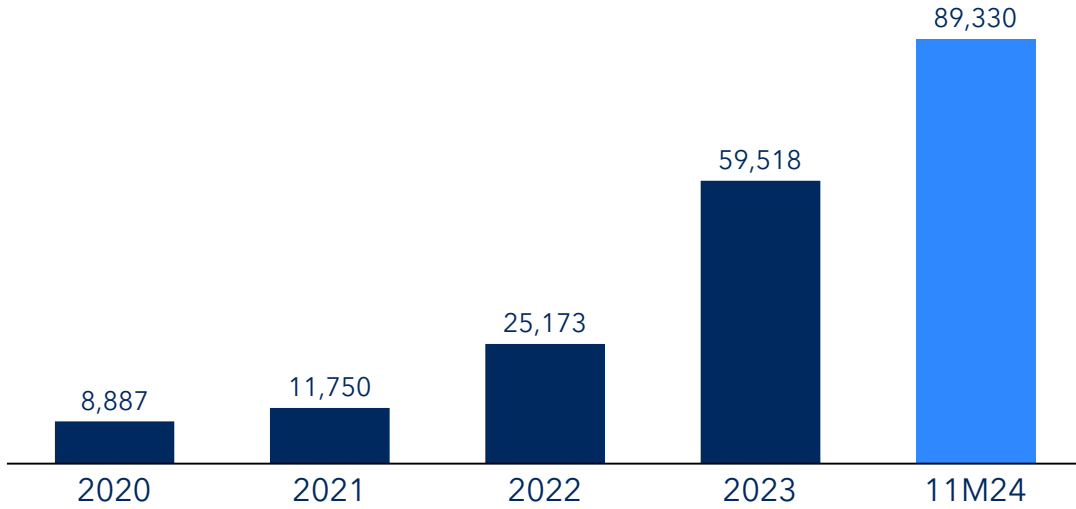


Market Share as of 11/2024

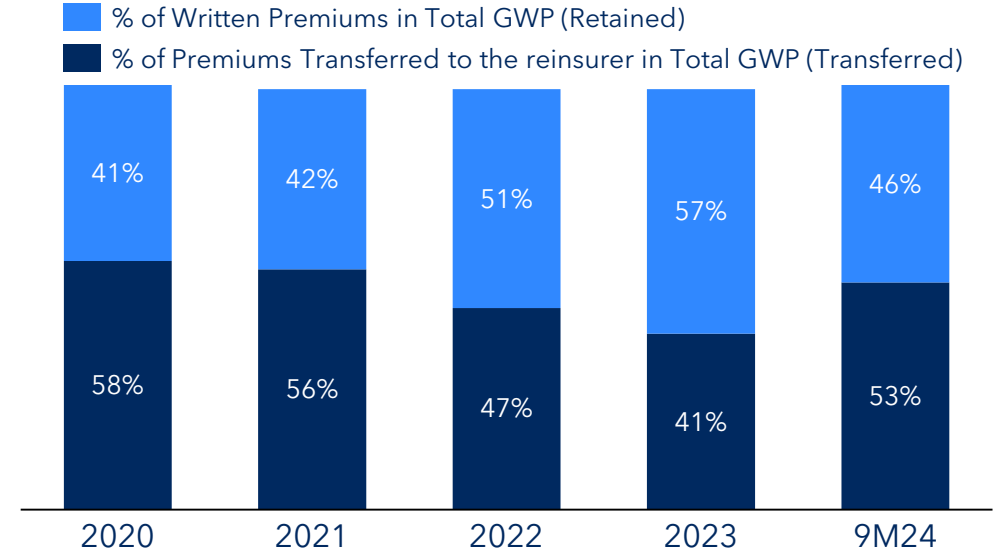
*source: Türkiye Insurance Association

04. Why invest in Türkiye Sigorta

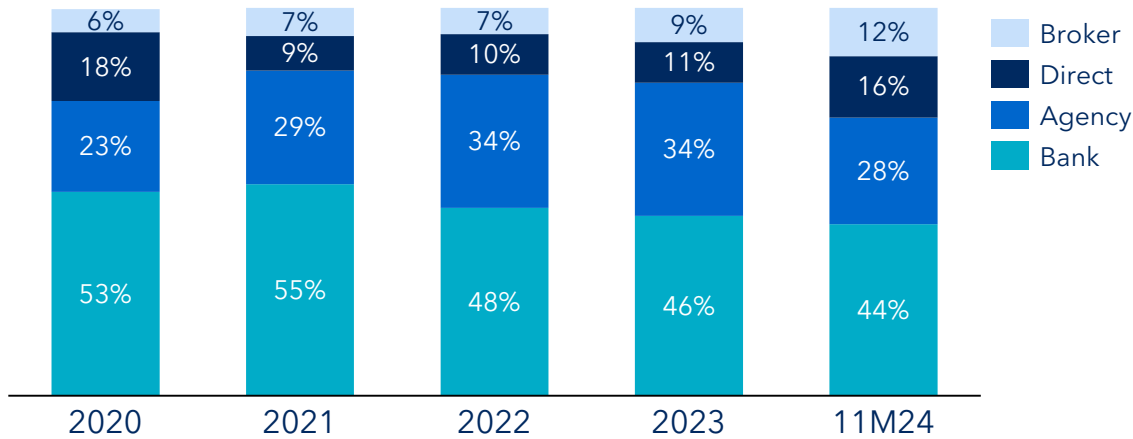
GWP Production (₺ million)



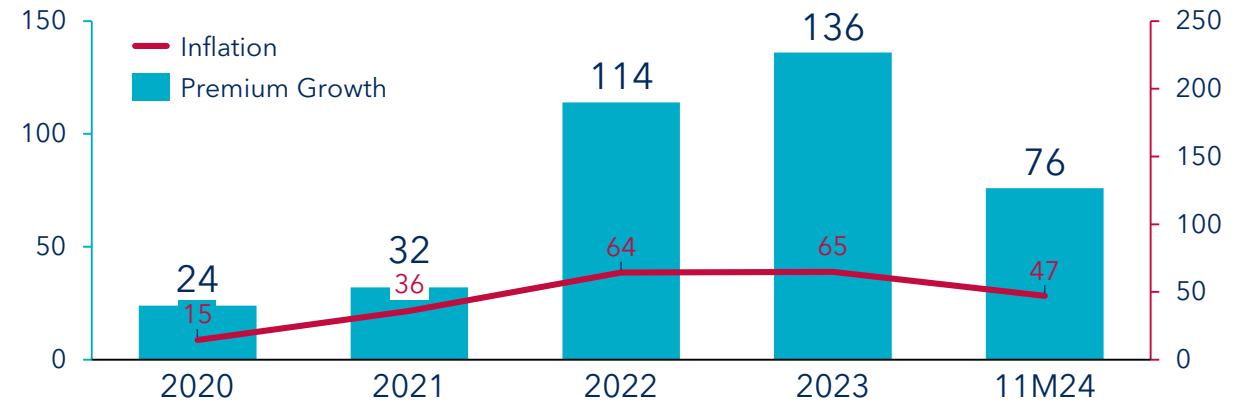
Retention








Channel Distribution



GWP Growth (yoy, %)



Well Diversified Portfolio Ensuring Sustainable Market Leadership

Main Segments*	GWP (₺ bn)	ΔYoY	Market Share	Sector Ranking	Combined Ratio**		
					Türkiye Sigorta	Sector	
TOTAL	89.3	76%	14%		98%	111%	
Non-motor	General Losses	23.7	97%	38%		40%	85%
	Fire & Natural Disasters	23.5	107%	23%		42%	87%
	Accident	4.4	25%	28%		47%	61%
	Other	6.8	199%	14%		70%	88%
Motor	Motor own Damage (MOD)	10.2	43%	10%	#2	87%	98%
	Motor Third Party Liabilities (MTPL)	12.9	9%	7%	#3	165%	144%
Health	Health	7.7	187%	7%	#5	109%	104%

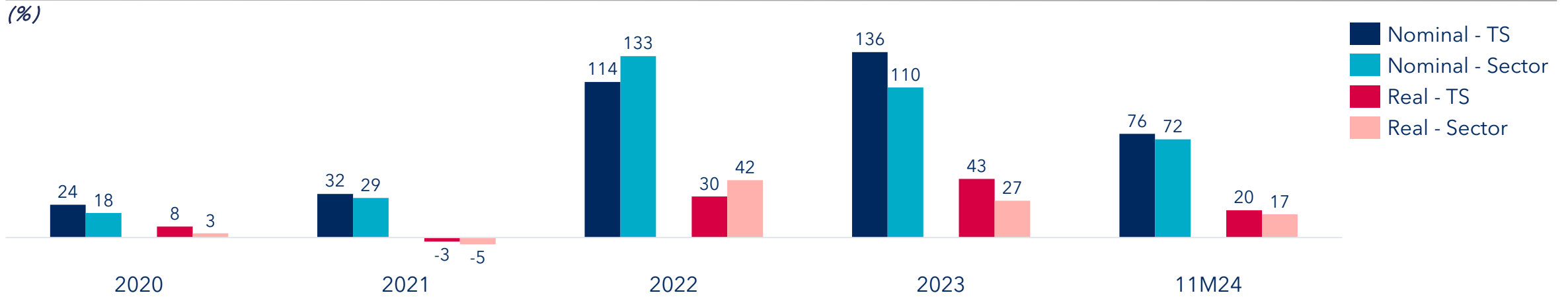
- Outperforming combined ratio except MTPL and Health
- Higher premium productions in main branches ensure our market leader position.
- We follow strategically-directed and focused policy in **Health** and **MOD** to increase our market share.
- We closely monitor pricing dynamics with respect to claims frequency in MTPL segment.

* as of 11/2024

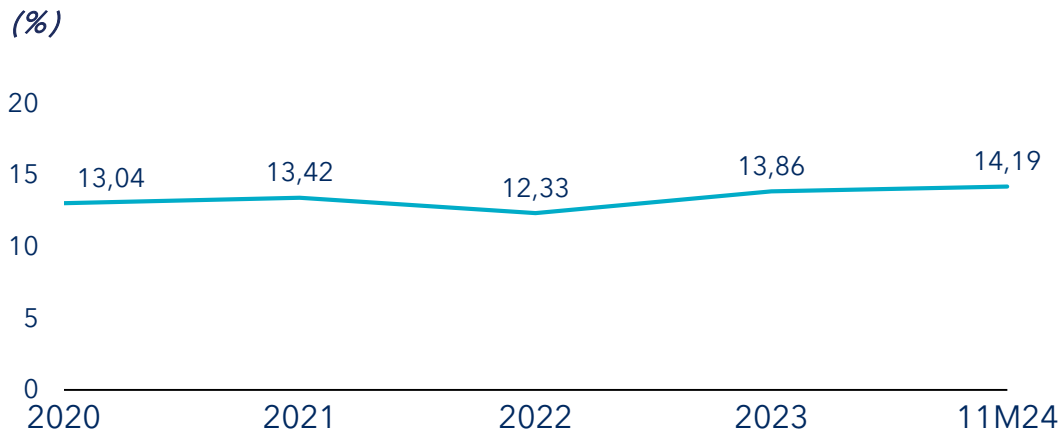
** as of 09/2024

GWP Growth - Outperforms Sector Averages

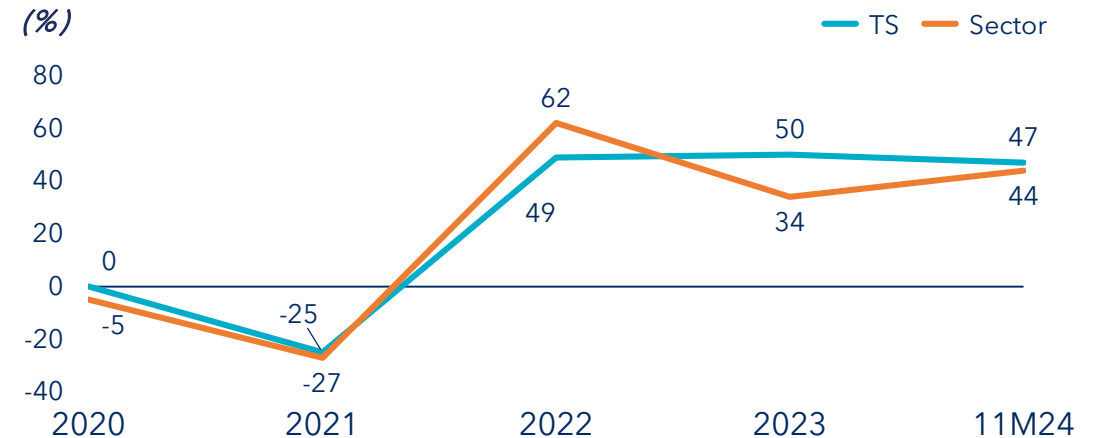
Türkiye Sigorta (TS) vs Sector : Nominal vs. Real Growth



Market Share Track Record (%)



USD - based Growth: Türkiye Sigorta vs. Sector



Channel Breakdown (%)



Strong Distribution Channels



Direct

- No commission/brokerage fees under this channel ensures cost effectiveness.
- Mega transactions are insured via corporate sales.



Agency

- Extensive agency network containing 3,500+ agencies ensure diverse customer base and sustainable premium production.
- MTPL and MOD premiums are mostly driven by agencies.



Bank

- We ensure premium production with **highly profitable branches** (Agriculture, F&ND and Accident).

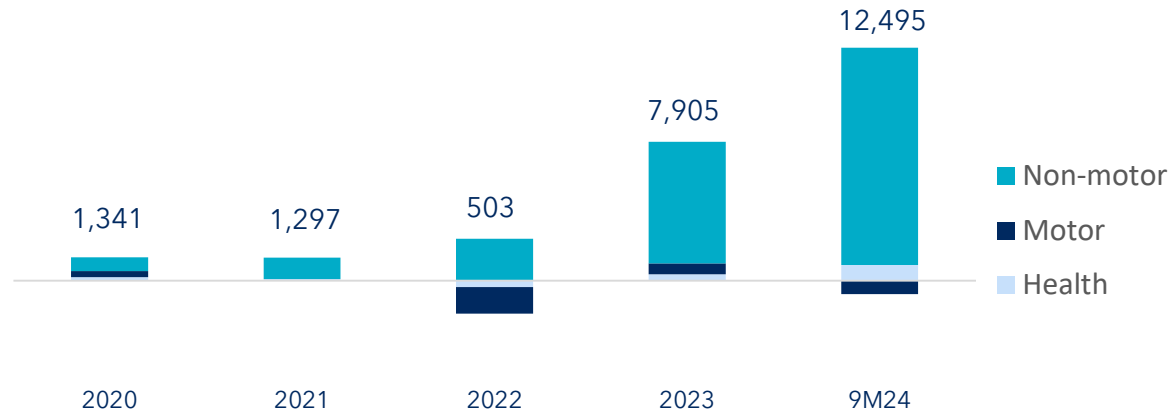


Broker

- **Countrywide broker network** containing **140 brokers** strengthens the market leadership.

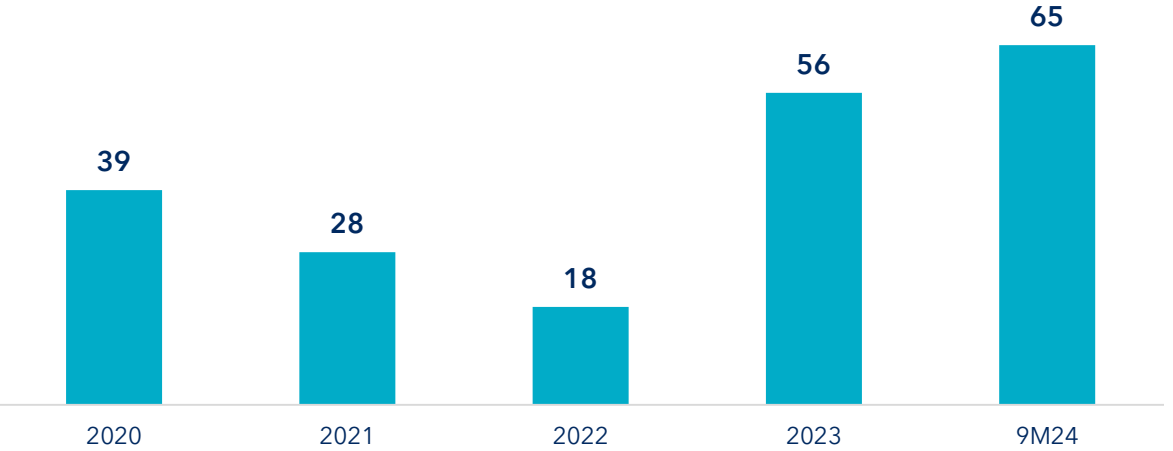
Technical Profit

by Main Segments (₺ million, cumulative)



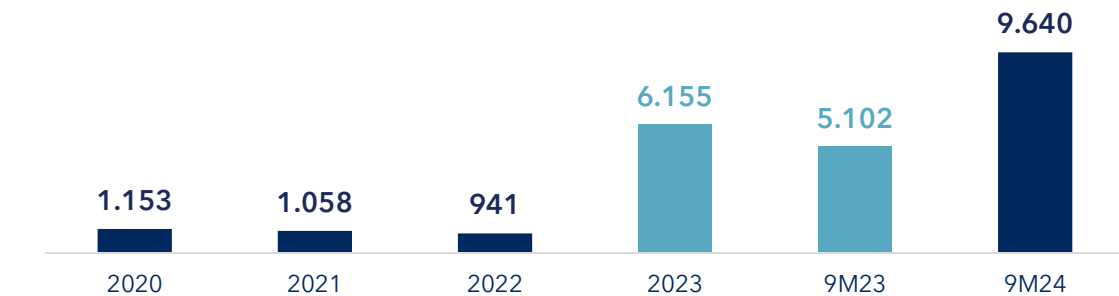
RoE

(%)



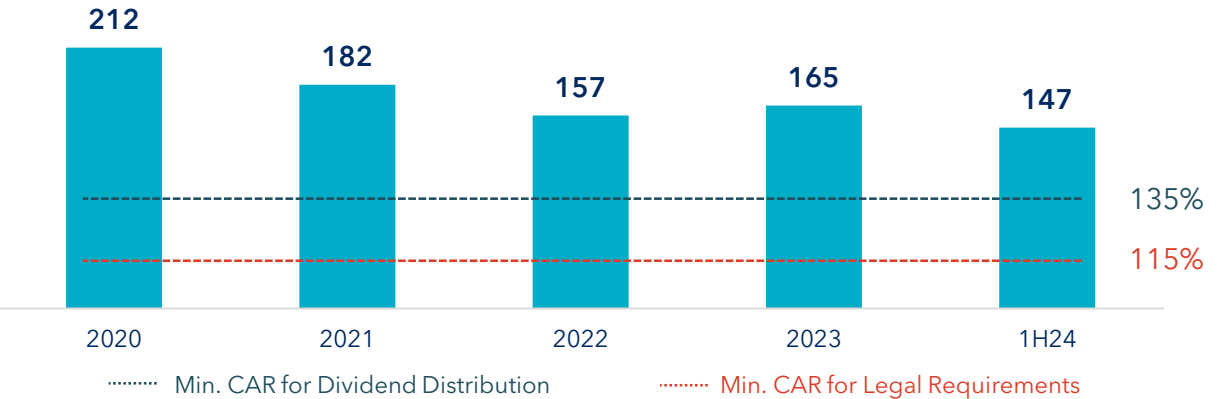
Net Profit

(₺ million)



Capital Adequacy

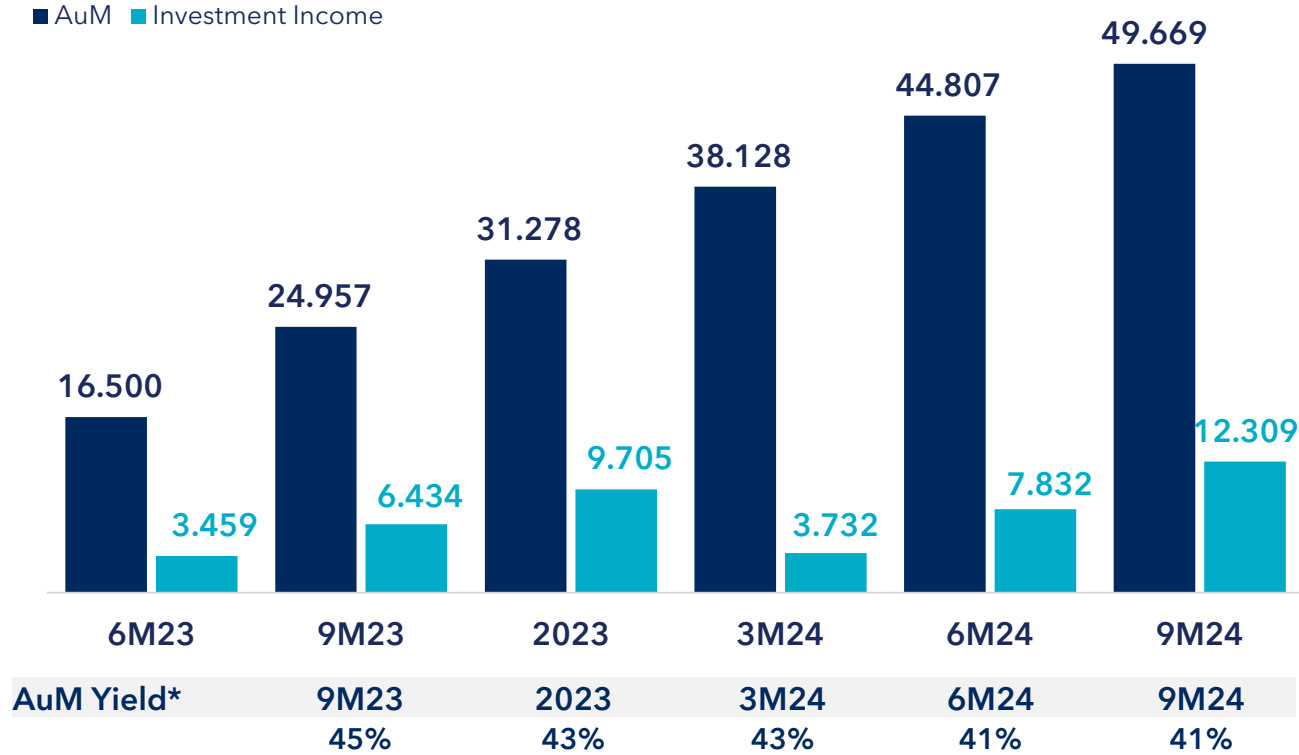
(%)



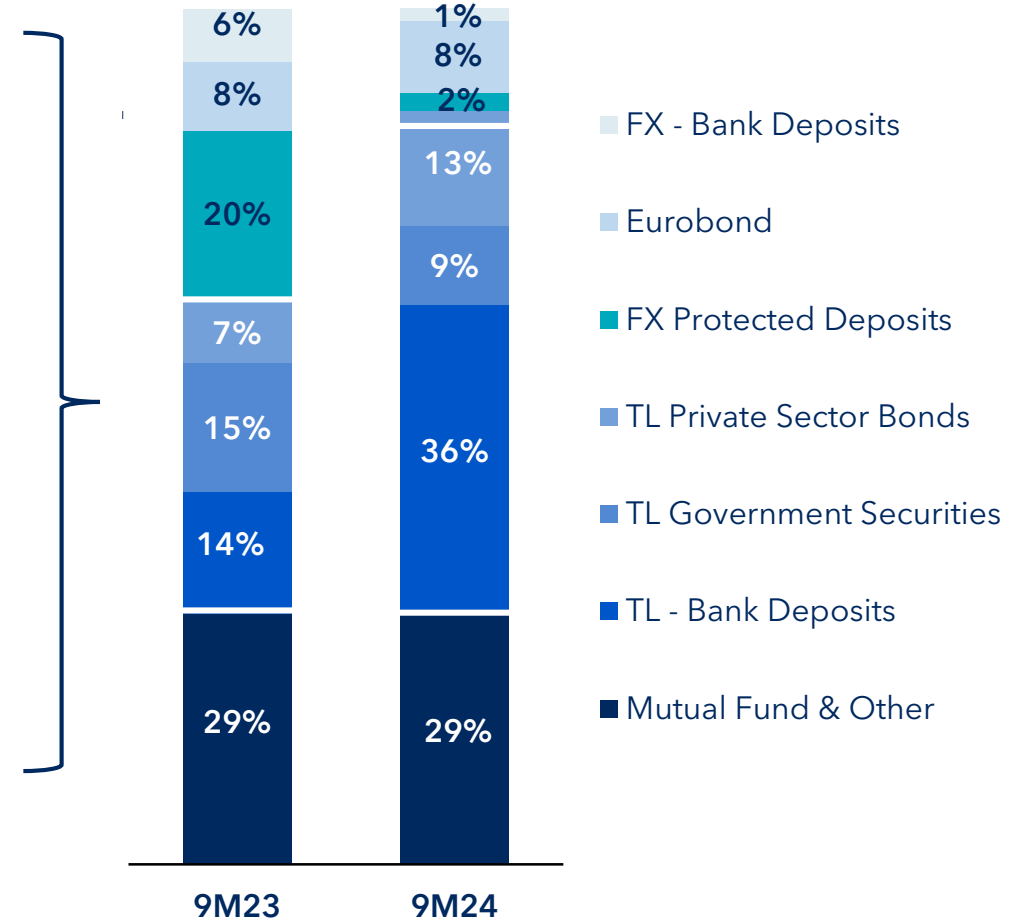
Underwriting: Balancing Caution and Profitability



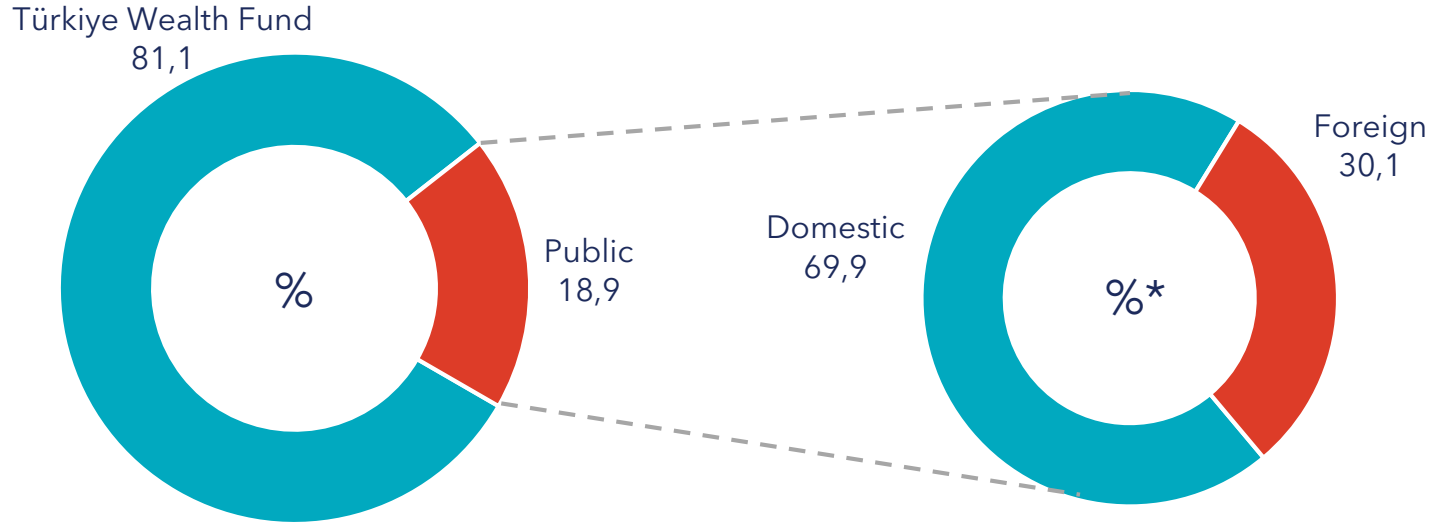
AuM and Total Investment Income (₺ million)



AUM Breakdown



*average AUM excl. arbitrage was calculated with previous year-end & current period



Shareholders	Share Amount (mn TL)	Share (%)
Türkiye Wealth Fund	4,055	81.10
Free Float	945	18.90
TOTAL	5,000 (**)	100

MARKET CAPITALIZATION

₺ 80 B
(\$ 2.3 b)

as of 06/01/2025

P/E

7.47x

as of 06/01/2025

P/B

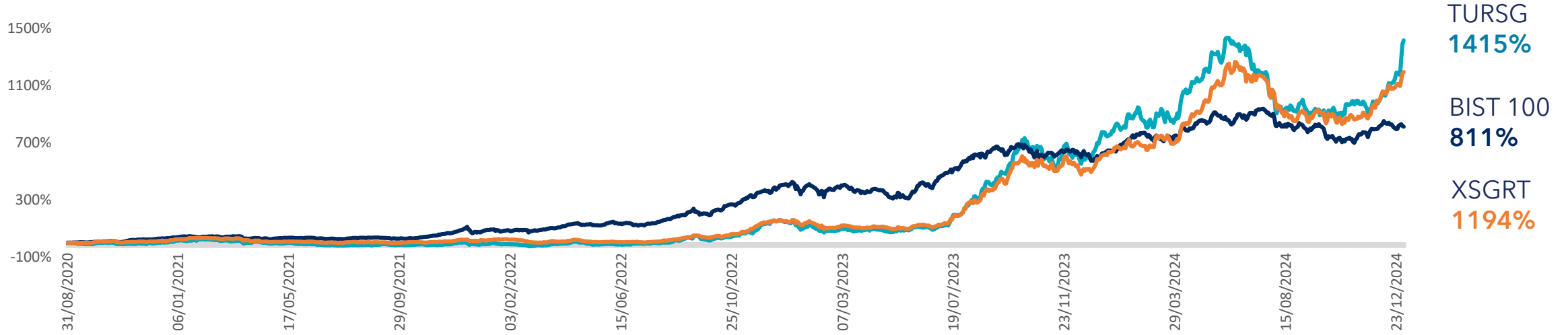
3.32x

as of 06/01/2025

* MKK Central Securities Depository of Türkiye, as of 06/06/2024

**The Company applied for capital ceiling increase to 50bn TL from 5bn TL

TURSG Outperformed Relevant Indices Since the Merger



Steady and Strong Capital Return







USD-based Return	2022	2023	2024
TURSG	92.0%	107.6%	65.2%
XSGRT	48.7%	69.9%	64.9%
BIST100	111.5%	-13.5%	9.9%

*Source: Foreks

Regular Dividend Distribution Since Merger

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

Board of Directors

Member	Duty	Experience (year)	Tenure (year)
 Aziz Murat Uluğ	Chairman (Non-Executive)	+30	4 years
 Taha Çakmak	Vice Chairman (Executive)	+20	2 years
 Muhammet Mahmud Er	Board Member (Non-Executive)	+15	4 years
 Bilal Bedir	Board Member (Non-Executive)	+15	1 year
 Ayşe Türkmenoğlu	Independent Member (Non-Executive)	+25	1 year
 Prof. Murat Akbalık	Independent Member (Non-Executive)	+30	4 years
 Prof. Enver Alper Gürel	Independent Member (Non-Executive)	+30	1 year

Key Governance Highlights

Board Composition

7

Members

43%

Independent members

86%

Non-executive members

91%

Attendance rate in 2024

Board Committees

Audit Committee

3 members
2/3 independent

Risk Committee

3 members
2/3 independent

Gov.&Sust. Committee

3 members
2/3 non-executive

IT Committee

3 members
1/3 non-executive



Taha Çakmak
Vice Chairman and
CEO

- 20 years experience in finance
- Former Deputy Governor of Central Bank of Republic of Türkiye



Melike Nur Çınar
EVP - Actuary

- 17 years experience in insurance



Çağrı Akpınar
EVP - Technic

- 17 years experience in insurance



Dr. Doğan Başar
EVP - HR, Strategy

- 17 years experience
- Former General Manager of HR at CBRT



Şebnem Ulusoy
Chief Legal
Counsellor

- 30 years experience in insurance law



M. Turgay Özata
EVP - Agency

- 24 years experience in insurance



Çiğdem Kılıç
EVP - IT

- 25 years experience in information technologies



Kürşat Pedis
EVP - Claims

- 20 years experience in non-auto insurance operations



Mahmut Subutay Çelik
Head of Internal
Systems

- 25+ years experience in banking



Murat Süzer
EVP - Financial
Management

- 14 years experience in financial services



Tuba Buldu
EVP - Health
Insurance

- 24 years experience in insurance



Eniz Ünal
EVP -
Bancassurance

- 17 years experience in finance
- Former Audit General Manager at CBRT

05. ESG & Sustainability

Environmental Achievements

- Green and T-Motor Vehicle insurance products
- Renewable Energy Projects with approximately 3,000 Policies and ₺350 million guarantees as of September 2024
- 17% decrease on water consumption
- 49% decrease on scope-2 emission
- **Zero Waste Certificate was approved**
- 59% of the electricity used in the head offices provided by renewable energy (YEK-G certified)
- 7% of energy consumption is provided by renewable energy



Social Achievements

- 53% women workforce
- UNWEP signatory
- «Great place to work» received for the 2nd time
- Sponsorship to Sevilay Öztürk, bronze medalist at the Paris 2024 Paralympic Games
- Establishment of Türkiye Sigorta Basketball Courts in the Earthquake Zone
- Sponsorship to Turkish Amputee Football National Team, World and European Champion
- Sponsorship to the Basketball Super League and Turkish Basketball League



WOMEN'S EMPOWERMENT PRINCIPLES

Governance Achievements

- Corporate Governance Rating: 9.65/10
- Credit Rating: AAA (JCR-ER)
- UNGC, UNPRI signatories

Signatory of:



Long Term Goals

- ✓ Embrace the best practices in the industry
- ✓ Reach 15% energy efficiency by 2035 and reach net-zero by 2053

06. Strategy

Smart applications supported by artificial intelligence with an autonomous insurance company vision, strong digital channels with an omnichannel approach, and sustainability with a secure, scalable and robust infrastructure



1. AI-Powered Smart Applications

- ✓ Enhancing efficiency and customer experience
- ✓ Data-driven decision-making via quality data and empowered platforms



2. Omnichannel Digital Solutions

- ✓ Financial gain-oriented services for customers and partners
- ✓ New web, mobile, and tablet-compatible apps driving sector digitalization



3. Sustainable & Scalable Infrastructure

- ✓ Transparent, fast, and traceable processes
- ✓ Security reinforced at every layer with a security-first approach



4. Agility & Automation

- ✓ Automation-based solutions enhancing flexibility, scalability, and reducing costs
- ✓ Agile teams ensuring fast, value-oriented outcomes

5. Sustainability & Competitiveness

- ✓ Paperless processes and empowered human resources
- ✓ Technology leadership through continuous innovation

- ✓ Best **proxy** for Türkiye and insurance sector
- ✓ Market **leader** in non-life insurance sector in Türkiye, supported by improving macro economic fundamentals
- ✓ **Above inflation** premium generation performance driven by the Company's strategic focus on high-growth segments
- ✓ Balanced and diversified **distribution network** allowing for optimized premium mix and enhanced customer outreach across various segments with diversified offering
- ✓ Premium production mix shifted toward more **profitable** lines of business
- ✓ Balanced **investment portfolio** across Turkish lira (TL) and foreign currency (FX) assets, providing resilience in the face of market volatility
- ✓ Diversified investment **strategy** ensured stable returns and effective risk management in challenging economic environment
- ✓ **Zero** debt
- ✓ Commitment to maintaining high **governance** standards
- ✓ Backing from the **Türkiye Wealth Fund**

TÜRKİYE SİGORTA



07. Appendix

Income Statement

Summary P&L (₺ million)	2021	2022	2023	9M23	9M24	YoY
Gross Written Premiums	11,750	25,173	59,518	38,697	72,580	88%
Premiums Transferred to the Reinsurer	-6,580	-11,797	-24,573	-15,997	-38,384	140%
Unearned Premiums Provision	-869	-4,738	-12,944	-7,971	-3,067	-62%
Invest. Inc. From Non-Technical Division	1,116	2,631	9,198	5,907	11,496	95%
Other Income	-27	-1,606	-1,348	-666	347	NA
Technical Income	5,389	9,663	29,850	19,969	42,972	115%
Gross Claims Paid	-3,770	-6,916	-23,196	-17,423	-21,767	25%
Reinsurer's Share of Claims Paid	1,217	1,814	13,190	10,998	5,541	-50%
Provision For Outstanding Claims	-561	-2,161	-6,693	-4,080	-7,445	82%
Commission Costs	-1,230	-2,115	-5,509	-3,583	-7,783	117%
Comission Income	825	1,308	2,719	1,942	4,185	115%
Other	-551	-1,061	-2,420	-1,427	-2,969	108%
Operational Costs	-957	-1,869	-5,209	-3,068	-6,568	114%
Other Expense	-22	-29	-36	-38	-239	536%
Technical Expenses	-4,092	-9,161	-21,945	-13,610	-30,478	124%
Technical Profit/Loss	1,297	502	7,905	6,360	12,495	96%
Investment Income	2,385	4,112	14,722	9,286	17,575	89%
Investment Expenses	-2,095	-3,584	-14,215	-8,759	-16,762	91%
Net Investment Income (excl. transferred amount to nob-technical part)	290	528	507	528	813	91%
Other	-184	235	-758	-435	-867	99%
Tax	-345	-324	-1,499	-1,350	-2,801	107%
Net Profit	1,058	941	6,155	5,102	9,640	89%

Balance Sheet & Key Ratios

Summary Balance Sheet (₺ million)	2021	2022	2023	9M23	9M24	YoY
Cash and Cash Equivalents	6,104	9,034	31,547	25,072	24,525	-2%
<i>Banks</i>	5,315	6,904	27,744	22,130	20,219	-9%
Receivables from Main Operations	3,377	4,536	11,330	9,119	18,445	102%
Financial Assets and Financial Investments with Risk on Policyholders	2,174	8,606	21,924	19,838	30,960	56%
Other Assets	2,697	6,024	12,527	8,489	14,893	75%
Total Assets	14,351	28,199	77,328	62,517	88,823	42%
Financial Liabilities	13	1,900	18,417	17,022	1,524	-91%
Technical Provisions	6,870	14,886	35,234	27,121	45,496	68%
Other Liabilities	1,061	2,016	4,278	6,135	17,729	189%
Total Liabilities	7,944	18,803	57,929	50,278	64,748	29%
Total Equity	4,220	6,421	15,426	12,240	24,075	97%

Ratios	2021	2022	2023	9M23	9M24
ROA	8%	4%	12%	15%	15%
ROE	20%	18%	56%	73%	65%
Retention Ratio	42%	51%	57%	57%	46%
Combined Ratio	99%	132%	108%	98%	98%
Loss Ratio	76%	105%	82%	76%	77%
Commission Ratio	10%	12%	14%	12%	12%
Expense Ratio	13%	15%	12%	10%	10%

Quarterly GWP Production (million ₺)

GWP		3Q23	4Q23	1Q24	2Q24	3Q24	QoQ	YoY
Non-motor	General Losses	2,395	5,673	8,276	7,046	3,660	-48%	53%
	F&ND	3,836	3,601	7,301	6,351	6,149	-3%	60%
	Accident	1,070	1,068	1,174	1,102	1,268	15%	18%
	Other	733	660	3,143	1,167	1,226	5%	67%
Motor	MTPL	3,097	4,016	3,000	3,262	4,314	32%	39%
	MOD	2,411	3,403	2,618	2,273	3,200	41%	33%
Health		752	2,399	2,650	1,046	2,354	125%	213%
Total		14,295	20,821	28,163	22,248	22,170	0%	55%

Cumulative GWP Production (million ₺)

		9M23	2023	3M24	6M24	9M24	QoQ	YoY
Non-motor	General Losses	8,822	14,495	8,276	15,322	18,982	24%	115%
	F&ND	8,987	12,588	7,301	13,652	19,801	45%	120%
	Accident	2,839	3,907	1,174	2,276	3,543	56%	25%
	Other	1,859	2,518	3,143	4,310	5,536	28%	198%
Motor	MTPL	9,383	13,399	3,000	6,263	10,577	69%	13%
	MOD	4,959	8,363	2,618	4,891	8,091	65%	63%
Health		1,849	4,248	2,650	3,697	6,051	64%	227%
Total		38,697	59,518	28,163	50,411	72,580	44%	88%

Quarterly Technical Profit (million ₺)

Technical Profit		3Q23	4Q23	1Q24	2Q24	3Q24	QoQ	YoY
Non-motor	General Losses	189	154	725	925	387	-58%	105%
	F&ND	1,175	803	1,441	2,160	2,385	10%	103%
	Accident	868	899	1,035	1,305	1,405	8%	62%
	Other	80	75	130	172	277	61%	245%
Motor	MTPL	-1,152	-1,860	-303	-2,450	-1,883	-23%	63%
	MOD	1,199	1,476	1,134	1,229	1,517	23%	27%
Health		116	-1	459	26	419	1541%	261%
Total		2,474	1,545	4,621	3,366	4,507	34%	82%

Cumulative Technical Profit (million ₺)

		9M23	2023	3M24	6M24	9M24	QoQ	YoY
Non-motor	General Losses	789	943	725	1,649	2,036	23%	158%
	F&ND	2,072	2,875	1,441	3,601	5,985	66%	189%
	Accident	1,931	2,830	1,035	2,340	3,746	60%	94%
	Other	192	266	130	303	580	91%	202%
Motor	MTPL	-1,431	-3,291	-303	-2,753	-4,636	68%	224%
	MOD	2,436	3,912	1,134	2,363	3,880	64%	59%
Health		371	370	459	485	904	86%	143%
Total		6,360	7,905	4,621	7,988	12,495	56%	96%

Segments	Expense Ratio (Cumulative)			Commission Ratio (Cumulative)			Combined Ratio (Cumulative)						
	9M23	2023	9M24	9M23	2023	9M24	9M23	2023	9M24	9M23	2023	9M24	
Non-motor	General Losses	56.2%	57.2%	51.2%	12.2%	17.2%	13.1%	-20.2%	-24.0%	-24.7%	48.2%	50.4%	39.7%
	F&ND	23.5%	22.8%	13.1%	15.7%	19.3%	13.2%	13.0%	17.5%	15.5%	52.2%	59.6%	41.9%
	Accident	0.9%	0.8%	0.4%	5.8%	6.8%	6.9%	38.9%	41.1%	39.9%	45.5%	48.7%	47.2%
Motor	MTPL	145.7%	163.2%	148.9%	5.7%	6.3%	7.8%	10.6%	11.1%	8.4%	162.0%	180.7%	165.1%
	MOD	45.2%	49.8%	62.8%	8.4%	9.0%	9.5%	14.2%	15.2%	14.2%	67.8%	73.9%	86.5%
Health		69.7%	78.0%	93.7%	18.3%	21.6%	6.0%	7.5%	9.6%	8.9%	95.6%	109.2%	108.6%
Total		76.0%	82.4%	76.6%	10.3%	11.9%	9.6%	11.9%	13.8%	11.6%	98.2%	108.2%	97.9%

Glossary

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

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

Combined Ratio: Sum of Loss, Expense and Commission ratios

ESG: Environmental, Social & Governance

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

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

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

Motor Third Party Liabilities (MTPL): Insurance that covers damage to the property or life of the other party in the event of a car accident. It is a compulsory insurance that must be taken out by all motor vehicles on the road. (premium calculation: including contains green card and traffic insurance)

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

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

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

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

ROA: Return on Assets calculated as: annualized current net profit/average of: current equity and year-end equity

ROE: Return on Equity calculated as: annualized current assets/average of: current equity and year-end equity

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güveni,
ihtiyaç duyulan her alanda
ve her anda inşa ederiz.

Saygı; sizi olduğunuz gibi kabullenmek ve düşüncelerinizin dinlenmeye değer olduğunu size hissettirmektedir.

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Aynı amaç için
takım ruhu
ile çalışırız.

Kaynaklarımızı
yenilikçi
bakış açımızla sürekli geliştiriyor ve bu gelişimi
sürdürülebilir
kılıyoruz.

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Birbirimize temas ettiğimiz ilk andan itibaren gönül rahatlığınızı ve

Ülkemizin milli ve manevi değerlerini korumak hep hedefimizdedir. Çünkü biz

vatanseveriz.

Adaletli olmayı savunur, eşitlik ilkesinde buluşuruz.

Fark yaratıyor, örnek oluyor,

ekol olmanın gururunu taşıyoruz.



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