



hoşgeldiniz

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**ExpoShipping ExpoMaritt
2017**

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Hull and Machinery
01.01.2016-31.12.2016

Rank	Company Name	Market
1	Anadolu Anonim Türk Sigorta Şirketi	44,38%
2	Güneş Sigorta AŞ	11,26%
3	Ergo Sigorta AŞ	7,54%
4	Allianz Sigorta AŞ	6,52%
5	Eureko Sigorta AŞ	5,72%
6	Ray Sigorta AŞ	4,34%
7	Axa Sigorta AŞ	4,17%
8	Türk P&I Sigorta AŞ	2,92%
9	Groupama Sigorta AŞ	2,68%
10	Mapfre Sigorta AŞ	2,64%
FIRST 10 COMPANIES		92,17%

Marine Liability
01.01.2016-31.12.2016

Rank	Company Name	Market
1	Türk P&I Sigorta AŞ	87,93%
2	Sompo Japan Sigorta AŞ	11,02%
3	AIG Sigorta AŞ	1,05%
		100,00%

63 INSURANCE COMPANY

Breakdown of Written Premiums per Distribution Channel

01.01.2016-30.11.2016

		Direct	Agency	Bank	Broker	Other	Total
HULL AND MACHINERY	SHARE	10%	49%	10%	26%	5%	100%

		Direct	Agency	Bank	Broker	Other	Total
MARINE LIABILITY	SHARE	13%	1%	0%	86%	0%	100%

132 BROKER

18.334 AGENCY

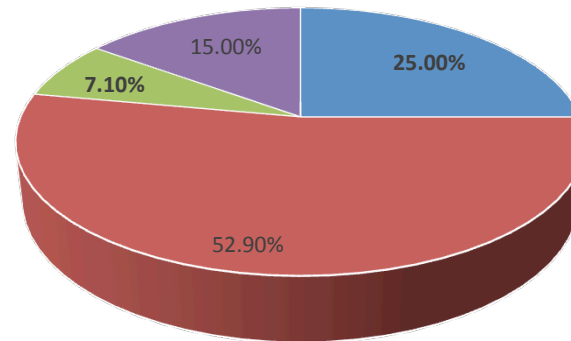
MARINE PREMIUM 2015 BY LINE OF BUSINESS

GLOBAL HULL	25,00%
CARGO	52,90%
MARINE LIABILITY	7,10%
OFFSHORE/ENERGY	15,00%
TOTAL	100,00%

TOTAL : USD 29.9 BILLION

**Data Source IUMI*

Marine Premium 2015



■ GLOBAL HULL ■ CARGO ■ MARINE LIABILITY ■ OFFSHORE/ENERGY

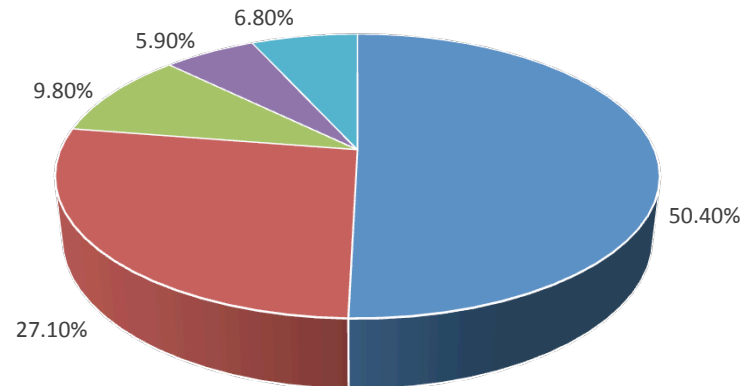
**MARINE PREMIUM 2015
BY REGION**

EUROPE	50,40%
ASIA/PACIFIC	27,10%
SOUTH AMERICA	9,80%
NORTH AMERICA	5,90%
OTHER	6,80%
TOTAL	100,00%

TOTAL : USD 29.9 BILLION

**Data Source IUMI*

Marine Premium 2015



■ EUROPE ■ ASIA/PACIFIC ■ SOUTH AMERICA ■ NORTH AMERICA ■ OTHER

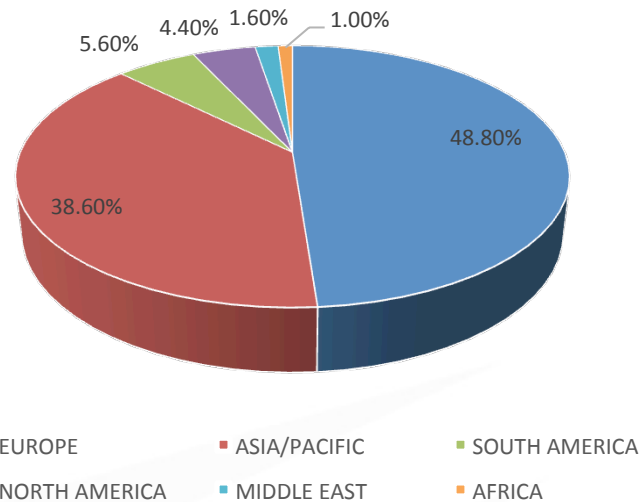
HULL PREMIUM 2015 BY REGION

EUROPE	48,80%
ASIA/PACIFIC	38,60%
SOUTH AMERICA	5,60%
NORTH AMERICA	4,40%
MIDDLE EAST	1,60%
AFRICA	1,00%
TOTAL	100,00%

TOTAL : USD 7.5 BILLION

**Data Source IUMI*

Hull Premium 2015



OPPORTUNITIES

- Geographic Expansion
- Globalization to Protectionism (Trump effect)
- Same Language
- Similar Culture

CHALLENGES

- Lack of Trust
- Lack of Interest
- Limited Capacity
- Low Global Growth
- Economic Difficulties



teşekkür ederiz

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