

DenizEmeklilik is sold to MetLife

DenizBank has signed an agreement with US insurance giant MetLife in order to sell its shares at 99.86% on DenizEmeklilik for the amount of EUR 161.9 Million. DenizBank branches will only sell MetLife pension and life insurance products from branches for 15 years based on the Life Insurance and Pension Agency Agreement signed between two companies.

Youngest Pension Company in Turkey, **Deniz Emeklilik ve Hayat A.Ş.** is sold to US insurance giant **MetLife** after its stable growth and great successes it realized in a very short time. **DenizBank**, whose main shareholder is **Dexia**, has signed an agreement with **American Life Hayat Sigorta A.Ş. (MetLife Alico)**, 100% subsidiary of MetLife in Turkey, in order to sell its 99.86% shares at the amount of EUR 161.9 Million at DenizEmeklilik which started its pension plans on January 14, 2010. The agreement between the two companies has been announced on the Public Disclosure Platform (PDP) on 27 June 2011.

Two separate agreements were made between DenizBank and MetLife regarding DenizEmeklilik as share of sales and distribution. While DenizBank A.Ş. signed an agreement with MetLife on its sales of shares regarding DenizEmeklilik, an agency agreement for the distribution of life, pension, personal accident and unemployment insurance products and solutions was also signed between DenizBank and DenizEmeklilik. According to this agreement, for 15 years, MetLife will use DenizBank branches as distribution channels to introduce risk, savings and pension solutions to Turkish customers. No other life insurance and pension products of other companies will be sold in DenizBank branches. This way, DenizBank will not have divested from insurance business and with the agreement signed with expert company, she will continue to provide life, pension, personal accident and unemployment products and solutions to customers on a wide range. MetLife did not have an agreement with another bank distribution network in Turkey before. MetLife will reach a larger mass with DenizBank distribution network.

Commercial title will also change

According to the agreement, the name of DenizEmeklilik will change after the 6 month transition period following the approvals of Undersecretariat of Treasury and Competition Board. DenizEmeklilik had attracted a lot of attention with the success it gained at such young age. According to 2010 year-end sector data provided by the Association of the Insurance and Reinsurance Companies of Turkey, DenizEmeklilik ranked first in terms of return on equity with 42% among 13 other companies active in pension and life insurance fields. According to 2010 year-end data, DenizEmeklilik being third in sector with 22,8 million TL technical profit is leading in terms of life branch operational profitability with 34%.



“In addition to the sales price, MetLife will pay a part of the profit it earns by the Deniz Emeklilik product sales in DenizBank branches to DenizBank for the following 15 years”

Dexia, main shareholder of DenizBank, made an announcement on the sale of Deniz Emeklilik: “This sales transaction of Dexia is part of the deal made with the European Commission foreseeing the sale of Deniz Emeklilik before October 31, 2012 latest. We believe that the sales transaction will be completed before the year end. DenizBank will continue to provide life insurance and pension products to customers on a wide range via the branch network based on the Life Insurance and Pension Agreement made. The agency agreement also ensures a profit sharing mechanism where a part of the profit to be earned by MetLife from DenizBank branches regarding DenizEmeklilik products will be paid to DenizBank for the following 15 years.”

“It’s a win-win agreement for both parties”

DenizBank CEO Mr. **Hakan Ateş** explained the topic and emphasized that the agreement made was one where both parties won. Ateş said “We created great differences in the sector with the services we provided and our customers felt this. DenizEmeklilik was preferred by MetLife, one of the prominent life insurance companies in the world, due to its high profitability, strong capital structure, and fast growth performance. DenizBank was preferred due to its wide distribution network and dynamic team. While making our choice, we paid attention so that we would find a business partner that would harmonize with our portal and create value for our customers. From now on, products of an experience of 140 years will be placed on the shelves of our financial supermarket. I am sure that the agreement will be beneficial both for us, MetLife and Turkey.”

MetLife MEASA CEO Mr. **Michel Khalaf** said, “Turkey is a strategic and a key market for MetLife. That is why it is so important for us to forge a strong, long-term relationship with a banking leader like DenizBank. Together, we can offer innovative insurance, savings and pension products and solutions to our customers throughout Turkey.” Khalaf said, “We were fascinated by DenizEmeklilik’s dynamism and the substantial success it accomplished in a short period of time. We believe that DenizEmeklilik and MetLife will complete each other and will create a strong growth platform for the future”.

About DenizBank

DenizBank was founded in 1938 as a state-owned bank in order to provide funding for the developing Turkish maritime sector. Acquired in early 1997 by Zorlu Holding from the Privatization Administration as a banking license, DenizBank became one of the most prominent banks in Turkey in a short time. Acquired in October 2006 from the Zorlu Group by Dexia, a leading financial group in Europe; DenizBank currently operates under the Dexia umbrella.

DenizBank Financial Services Group was formed in 2003 to create a financial supermarket able to offer various financial services under the same roof. Within DenizBank Financial Services Group, besides DenizBank, there are eight domestic and three international financial subsidiaries, four non-financial domestic subsidiaries. DenizYatırım Securities, EkspresInvest Securities, DenizInvestment Trust, DenizPortfolio Management, DenizTürev, DenizLeasing, DenizFaktoring, DenizEmeklilik, Intertech, DenizKültür, Bantaş and PUPA are the domestic subsidiaries of the Group; while EuroDeniz, DenizBank AG and CJSC Dexia Bank are the international subsidiaries.

About DenizEmeklilik

Having joined DenizBank Financial Services Group in 2007, Deniz Hayat A.Ş. obtained pension license in 2008 and changed its title to Deniz Emeklilik ve Hayat A.Ş. the same year. Aiming to be the most customer oriented and serving customers the best in the pension sector, DenizEmeklilik completed its infrastructure efforts in 2009 towards this purpose, and started to sell agreements on 14 January 2010. Making a successful entry into pension business, DenizEmeklilik reached a total pension fund volume of 42.6 million TL and 32.412 pension agreements as of end-2010. Continuing its rapid growth in the year 2010 the way it had in previous years, DenizEmeklilik produced 72.4 million TL of premium and sold 917 thousand policies and certificates. Among life insurance companies, the company ranks 10th with a market share of 2,8% in life insurance and 3rd in personal accident with a market share of 13,3%. In 2010, DenizEmeklilik realized a 30% y-o-y growth in GWP in life and personal accident branches. Having signed a distribution channel agreement with Aktif Bank in 2010, DenizEmeklilik aims at continuing its growth in the fields of life insurance and pension by using bancassurance and post office insurance channels effectively in 2011.

About MetLife

MetLife, Inc. is a leading global provider of insurance, annuities and employee benefits programs in the world serving 90 million customers in more than 60 countries. Through its subsidiaries and participations, MetLife, is the market leader in the USA, Japan, Latin America, Asia Pacific, Europe and the Middle East. For more information, please visit www.metlife.com.

In MEASA, MetLife Alico oversees 14 operations from its headquarters at the DIFC (Dubai International Financial Centre) in Dubai, United Arab Emirates, starting from Bangladesh (1952), Lebanon (1953), Saudi Arabia (1954), Kuwait (1954), Jordan (1958), Bahrain (1960), United Arab Emirates (1962), Qatar (1962), Oman (1971), Turkey (1988), Pakistan (1995), Palestine (1996), Egypt (1997) and Nepal (2001).

American Life Hayat Sigorta A.S." (MetLife Alico) is a well-established and recognized life insurance company operating in Turkey for over 20 years.