

# SCOR GROUP

SCOR's strategy is proving right

Merrill Lynch Banking & Insurance CEO Conference

London, 7 October 2008

*SCOR*

## Notice

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Certain statements contained in this presentation are forward-looking statements, of necessity provisional, that are based on risks and uncertainties that could cause actual results, performance or events to differ materially from those in such statements.

Additional information regarding risks and uncertainties is set forth in the **2007** annual report of the company.

The Group's financial information is prepared on the basis of IFRS and interpretations issued and approved by the European Union as set out in the 2007 Document de Référence and Interim Report.

The figures for the first half of 2008 are mainly extracted from the Interim Report which contains a "clean" limited review report by the statutory auditors.

The pro-forma financial information as of 30 June 2007 is unaudited and presented to illustrate the effect on the Group's income statement of the Converium acquisition as if the acquisition had taken place on 1 January 2007.

# Two business models were pursued in the insurance and reinsurance industry since 2001

## Business Model A

- 1 → Limited business diversification
- 2 → Business expansion into Financials
- 3 → Aggressive asset management policy
- 4 → Capital management focused to maximize immediate return through share buy back and increase leverage
- 5 → Financial and business strategy with limited focus on liquidity and operating cash flow

## Business Model B

- High business diversification
- Focus on traditional reinsurance business
- Prudent and conservative asset management policy
- Medium-term capital management strategy through consistent dividend policy, limited leverage and allocation based on technical profitability
- Financial and business strategy focusing on liquidity and operating cash flow

**Business Model A** was largely favored by many companies, rating agencies, regulators and investors

# The financial crisis leads to a general reassessment of the business models

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Business Model A appears to be less “suitable” than Business Model B in a period of a challenging financial environment

- 1 → Low business diversification leads to major difficulties (e.g. monoliners, pure cat players)
- 2 → Financial activities lead to major issues (e.g. CDS exposure results in significant write-downs)
- 3 → Aggressive asset management leads to substantial asset write-downs and impairments
- 4 → Over-active capital management tools lead to stretched capital base, low financial flexibility and questionable share buy back programs
- 5 → Lack of attention to cash flow management leads to liquidity stress and crisis, forced sales of assets and reputational problems

# SCOR's strategy clearly based on business model B (I)

## SCOR's strategy since 2003

### 1 → High level of reinsurance diversification

- Twin-engine strategy (45% Life / 55% Non-life)
- by line of business and geography
- by clients (over 3'500 client worldwide)

### 2 → No expansion in Financials

- Sell of CDS portfolio in 2003
- No off-balance sheet exposure
- No banking subsidiary and credit loans

### 3 → Prudent asset management policy

- Strategic asset allocation favoring highly rated bonds
- Strict asset & liability management in place
- Diversified assets within each asset class
- Careful management of equity & bond portfolio
- Increased cash position

## Consequences

→ Diversification reduces business volatility - increasingly recognized by regulators (Solvency II) and rating agencies (new S&P model)

→ SCOR's focus on traditional reinsurance makes the Group's business almost immune against today's major disruptions

→ Prudent AM policy reduces the average return on net invested asset return (from 5% to 3.4% in H1 2008). SCOR is also affected by asset impairments - less equity exposure than its competitors

# SCOR's strategy clearly based on business model B (II)

## SCOR's strategy since 2003

- 4 → Clear capital management strategy
  - Strict and transparent "Capital Shield" policy
  - Low capital leverage (from 46% in 2004 to 18% in H1 2008)
  - Consistent dividend policy (target of 35% dividend pay out)
- 5 → Focus on cash flow management
  - High generation of operating cash flow (EUR 1.2 billion in 18 months)
  - Reduced duration of bond portfolio (< 3 years)
  - Piled up significant cash position (> EUR 2.6 billion)
  - No use of cash for share buy backs
  - Most recent acquisitions were mostly paid in shares
  - Focus on fungible assets (only 2% alternative investments)
  - Monitoring exposure to banking counterparts

## Consequences

- SCOR's current capital position is strong with a high level of capital flexibility
- SCOR has no liquidity constraints, no distressed asset sales
- SCOR is well-positioned to reallocate its asset (cash) at the right entry point
- SCOR believes in a steepening of the yield curve and expects to increase its investment income in the medium-term

**The strategy is proving right – SCOR demonstrated its strength and resilience during the financial crisis**

# SCOR's strategy increasingly appreciated by rating agencies and the financial community

## Rating Agencies' views

**Fitch:**  
upgrade from A-  
to A after H1 2008

"Our ratings for SCOR reflect the strong solvency and moderate debt in relation to the risk profile of the Group which enjoys a large degree of business and risk diversification. The ratings also take into account SCOR's consistent strategic moves, which are implemented thoroughly, its solid business position and recovering profitability."

**S&P:**  
upgrade to  
"A- positive  
outlook" from  
"A- stable outlook"

The ratings on SCOR reflect the Group's strong competitive position, strong capitalization, and adequate enterprise risk management (ERM) with a positive trend.

**Moody's:**  
A3 – on review  
for possible  
upgrade

"...financial strength rating...reflects SCOR's good franchise, a diverse book of reinsurance business including a significant amount of Life reinsurance, excellent asset quality and good financial flexibility."

## Analysts' views (compilation)

**Chevreux:** "We have confidence that SCOR is likely to deliver on its own forecasts."  
*(after H1 results)*

**JP Morgan:** "The results confirm the attractiveness of the SCOR Group"  
*(after H1 2008)*

**Merrill Lynch:** "Historic concerns are softening and SCOR can achieve a moderate re-rating relative to peers as opinions improve."  
*(after H1 results)*

**Credit Suisse:** "The reported numbers reflect the defensive nature of SCOR's business"  
*(after H1 2008)*

# Evidence for positive reinsurance industry outlook in 2009 (I)

## ⬇ Decrease in supply

- ➔ Top 26 reinsurers 9% net asset value (NAV) decreases in 1H08
- ➔ Pricing discipline of all major reinsurers
- ➔ Focus on technical profitability & cycle management
- ➔ 2008 claims development above average which needs to be priced in
- ➔ Inflationary trend factored into pricing
- ➔ No newcomers or side cars, no access to fresh capital

## ⬆ Increase in demand

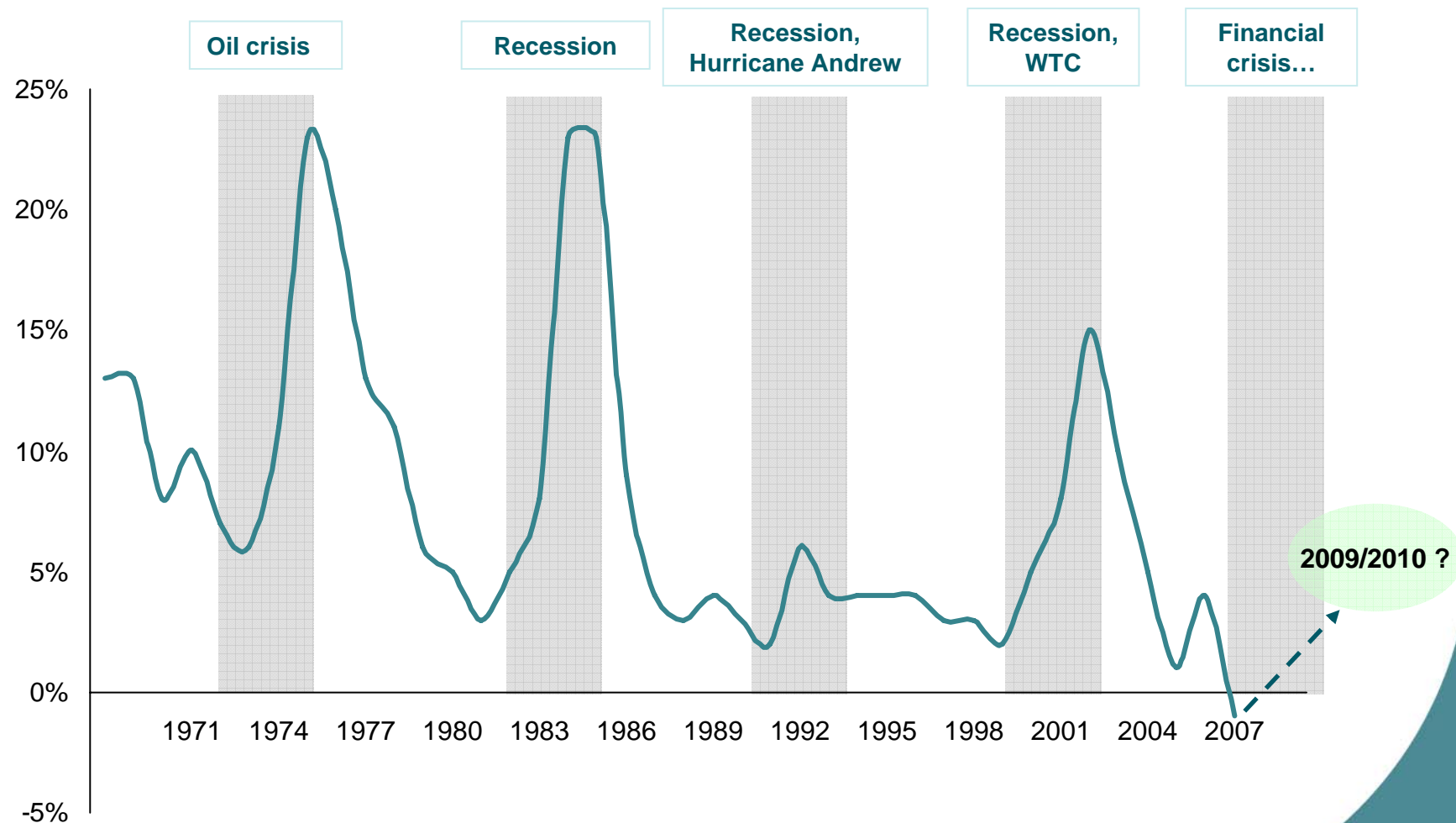
- ➔ Insurers capital need increases due to the crisis
- ➔ Difficult access to capital markets (e.g. mutuals) and lack of liquidity make reinsurance an attractive alternative
- ➔ Potential price increases in primary markets following AIG failure
- ➔ Insurers are preparing for Solvency II implementation which is likely to increase capital requirements

**Accelerated ending to soft cycle**  
**Conditions and pricing firmer than expected**

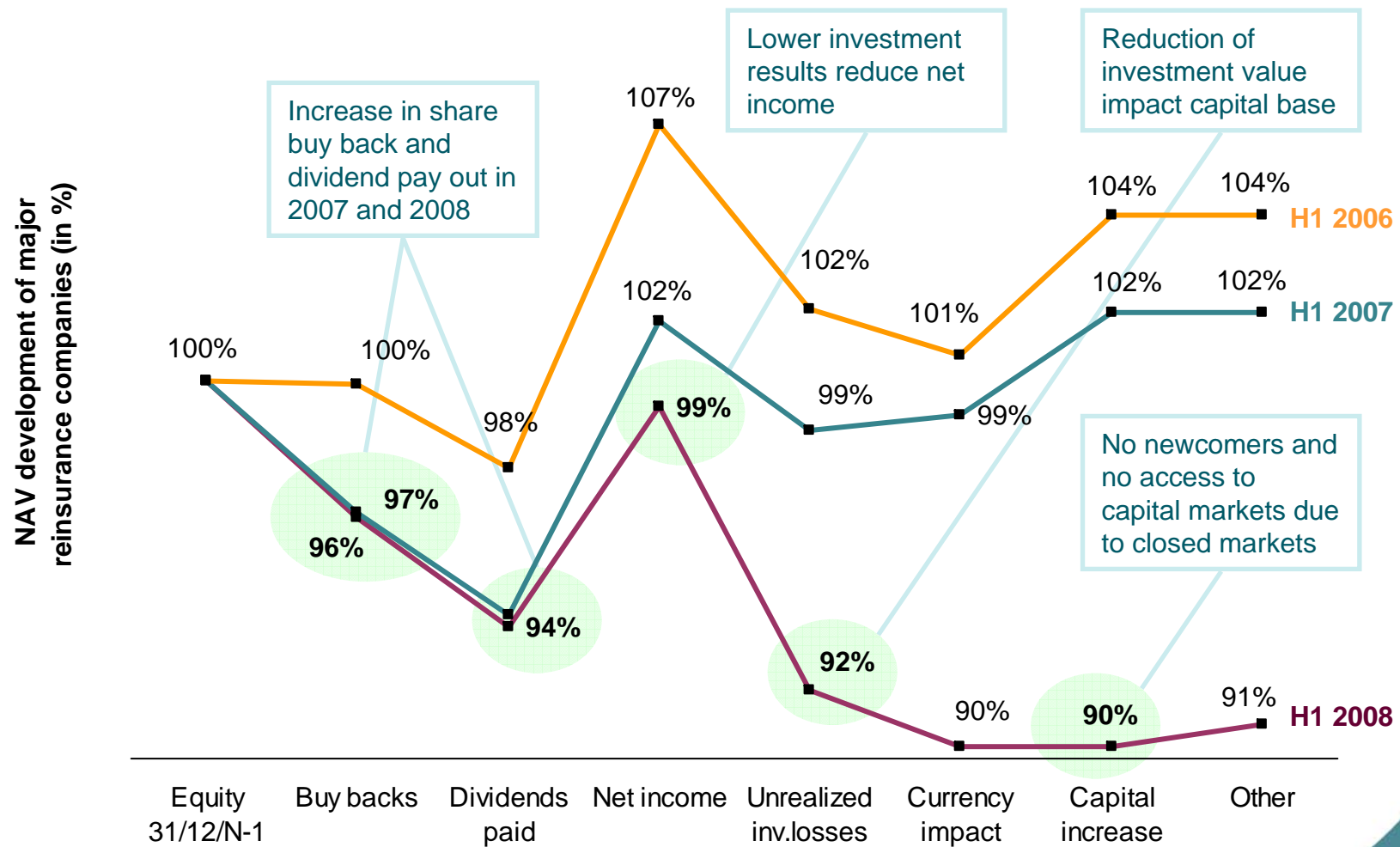


# Evidence for positive reinsurance industry outlook in 2009 (II)

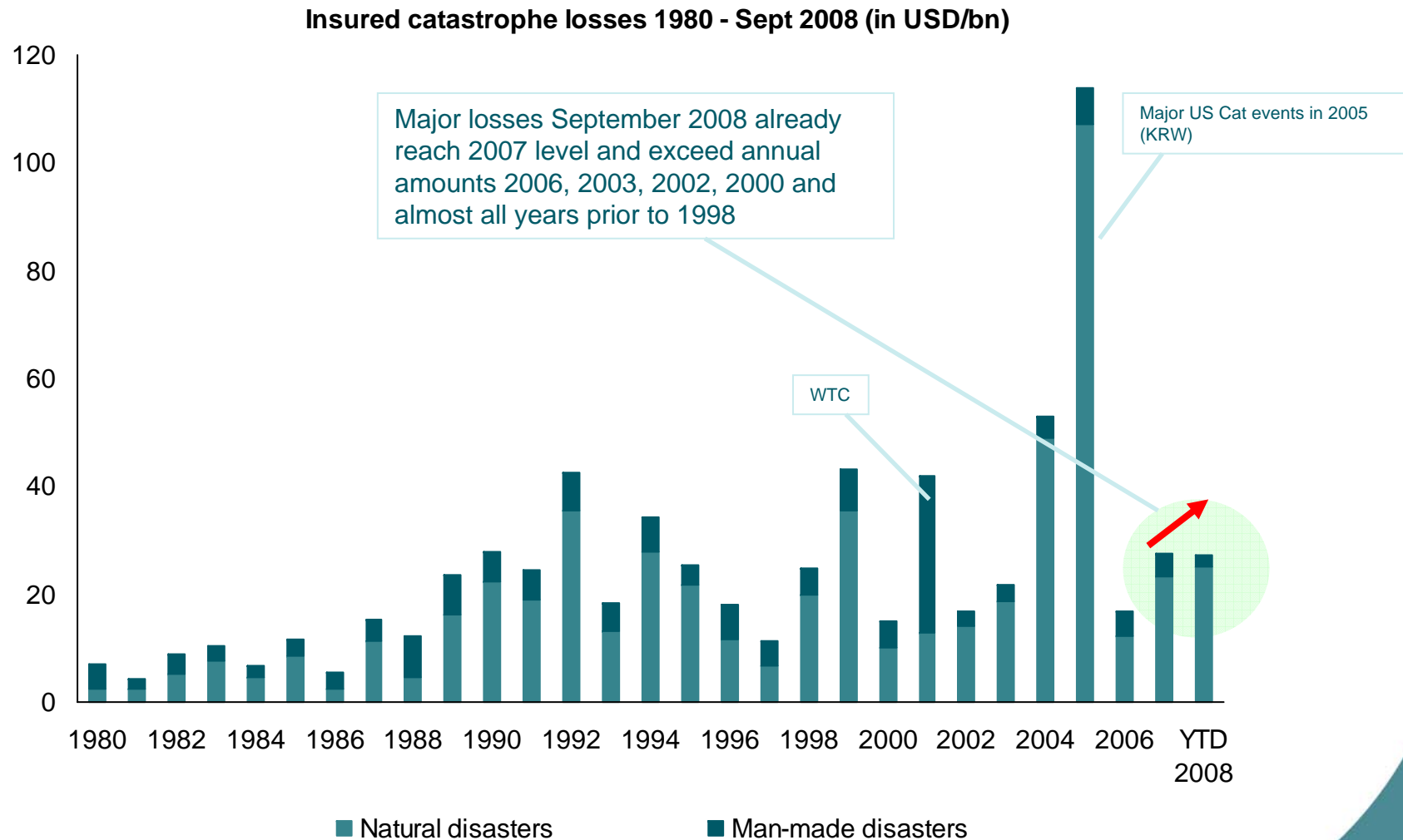
Historic premium growth in P&C segment in the US in % (primary + reinsurance)



# Contraction of reinsurance capital base impacts capacity



# 2008 shows above-average claims development which need to be factored into pricing



# SCOR has anticipated the markets ahead...

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**SCOR** @ 2008 Monte Carlo reinsurance industry meetings

Primary statements during the press conference on 7 September

- Outlook 2009: Pricing levels better than expected
- Credit crunch is affecting insurers and reinsurers
- Inflationary trends will be factored into pricing
- Outcome of hurricane season is still uncertain
- Industry remains disciplined and will focus on technical profitability



Confirmed by our competitors at later stages

Hannover Re:

“All in all, softening process is expected to slow down”

(Unicredit 23/09/08)

Munich Re:

“From now on we have a hard market, the soft market is over”

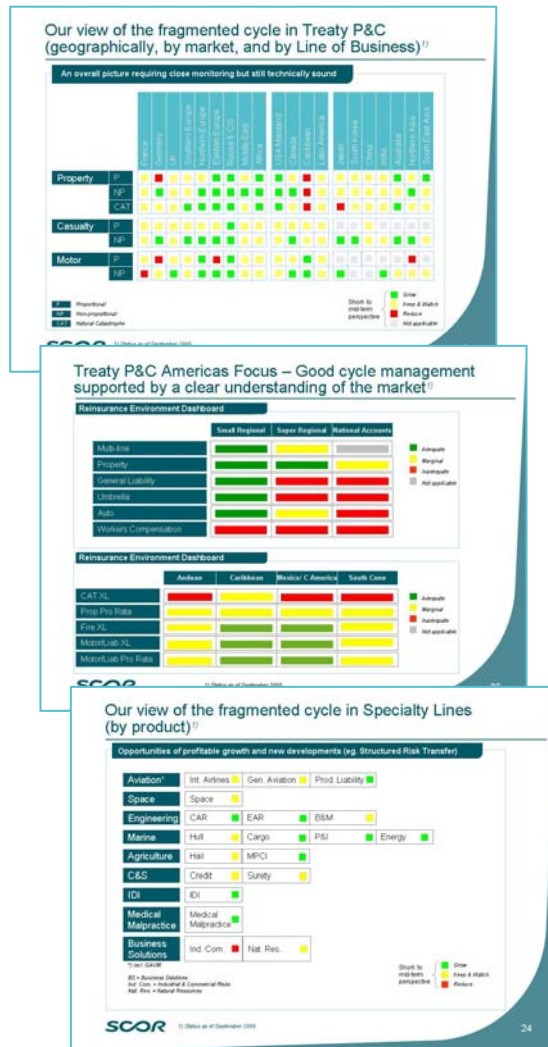
(Insurance Day 23/09/08)

Swiss Re:

“Asset pressure improves underwriting outlook”

(Investors' Day 25/09/08)

# ...and is carefully monitoring the market and constantly fine-tuning its business portfolio



➔ There is no global pricing trend...

...but rather a fragmented picture requiring close monitoring

➔ With a strong capital base focusing on technical profitability...

... and potential to capture growth and new opportunities

➔ SCOR's Hub structure is ideally placed to customize offerings to local customer needs

## SCOR well-positioned to capture growth opportunities

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- SCOR is committed to its Dynamic Lift V2 targets of securing a ROE of 900 bps above risk free rate over the cycle thanks to:
  - Strong ERM which has limited our exposures to monoliners and subprime
  - ... execution of “Capital Shield” strategy focusing on shareholder value creation
  - ... well-balanced “twin-engines” to exploit diversification
  - ... a consistent strategy
  
- SCOR is ready to take a leading role in 2009:
  - Be a global player... with an active cycle management
  - Concentrate on reinsurance and niche insurance business
  - Focus on diversification to develop uncorrelated risks
  - Leverage on our two business areas to provide customized solutions to our clients

# Appendix

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# SCOR's strategic plan is built on a clear ERM risk/reward strategy...

## The Dynamic Lift targets ...

SCOR's aims over the next 3 years:

- To secure a ROE of 900 bps above risk free rate over the cycle
- To provide an "A+" level of security to clients by 2010
- To self-finance the development of the Group
- To return excess capital to shareholders by various means

## ...and the "Capital Shield" policy...

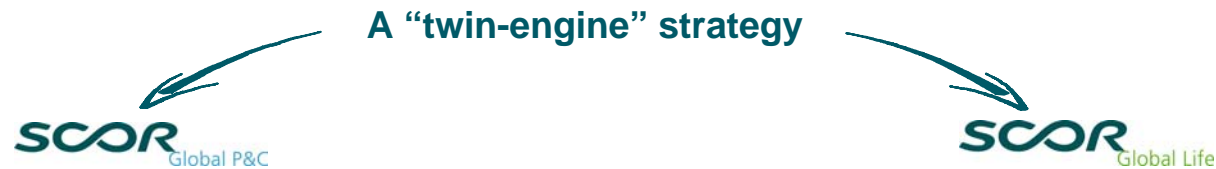
Protect SCOR's capital by maintaining the frequency of required recapitalizations at or below one in ten years

## ... define SCOR's risk appetite

- ➔ At the heart of Dynamic Lift's strategic objectives are risk and return targets
- ➔ The "Capital Shield" policy defines the risk appetite of the Group
- ➔ Adherence to the risk appetite and the achievement of corresponding return targets are pursued through
  - ➔ Optimal risk-based allocation of capital
  - ➔ and diversification



# ...with a focus on traditional business and diversification through a “twin-engine” strategy...



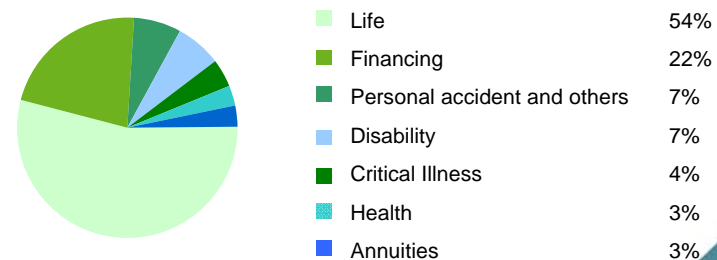
- Is a **leading P&C reinsurer** with a focus on European markets and a strong position in Latin America, the Asian markets and the Middle East
- **Traditional reinsurance business:** 54% Treaty, 12% Business Solutions, 34% Specialty Lines
- **Leads 20-25% of reinsured programs** in Treaty, by premium volume
- Capitalizes on **long-standing franchise and experience, extensive data base and multi-line expertise**
- Achieved **successful 2008 renewals**, paving the way for meeting the objectives of the Dynamic Lift plan

**Line of business split by premium**



- **5<sup>th</sup> largest Life reinsurer in the world** with leading positions in Europe and in many Asian markets, reaching critical size in North America, further strengthening market positions in Emerging Markets
- **Attractive Life reinsurance market with high barriers of entry**
- **Delivers consistent and solid earnings independent of the Non-Life cycle and strongly contributes** to the Group's overall diversification
- **Traditional portfolio** with more than 75% of mortality and financing business
- Develops a **wide expertise in Long-Term Care (LTC), critical illness and substandard risks**

**Line of business split by premium**



# ...based on a robust “capital shield” and shareholder value creation

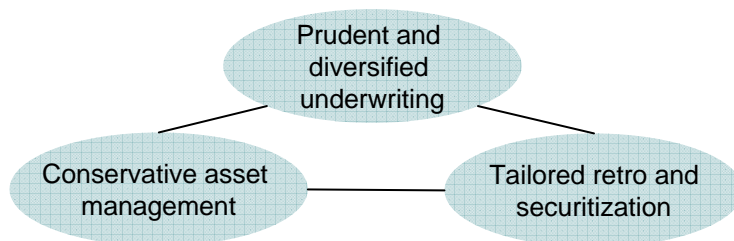
## “Capital shield”

Solid balance sheet *(published)*

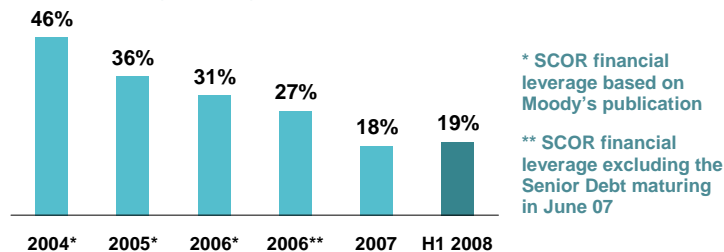
in €m

	H1 2008	
Investments	18 586	<ul style="list-style-type: none"> <li>▪ €25.5 bn total assets</li> <li>▪ Non-Life reserves €9.8 bn</li> </ul>
Gross reserves <sup>1)</sup>	19 149	
Shareholders' Equity <sup>2)</sup>	3 401	
Book value per share <sup>3)</sup> (€)	18.92	

Clear and transparent strategy



Low leverage - high financial flexibility



## Shareholder value

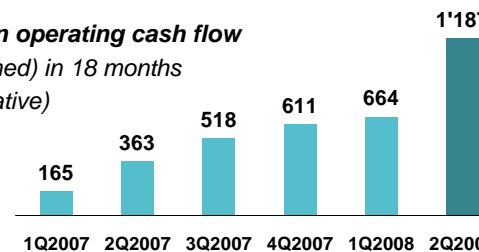
Strong earnings *(pro-forma)*

	H1 2008	
Net combined ratio	98.7%	<ul style="list-style-type: none"> <li>▪ Net technical Non-Life ratio 91.9%</li> <li>▪ Expense ratio 6.2%, to be further improved by synergies</li> </ul>
Life operating margin	7.3%	
Net income (€m)	225	
ROE	13.2%	

Positive trend in operating cash flow *(published)*

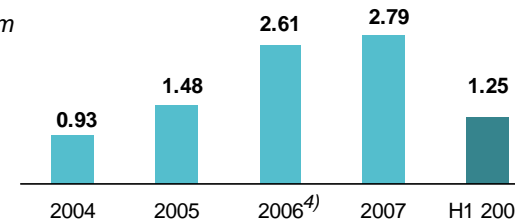
in €m

€ 1.2 bn operating cash flow  
*(published) in 18 months  
(cumulative)*



4 1/2 years of positive EPS *(published)*

in €m



1) Includes mathematical reserves, unearned premium reserves, claims reserves and reserves relating to financial contracts

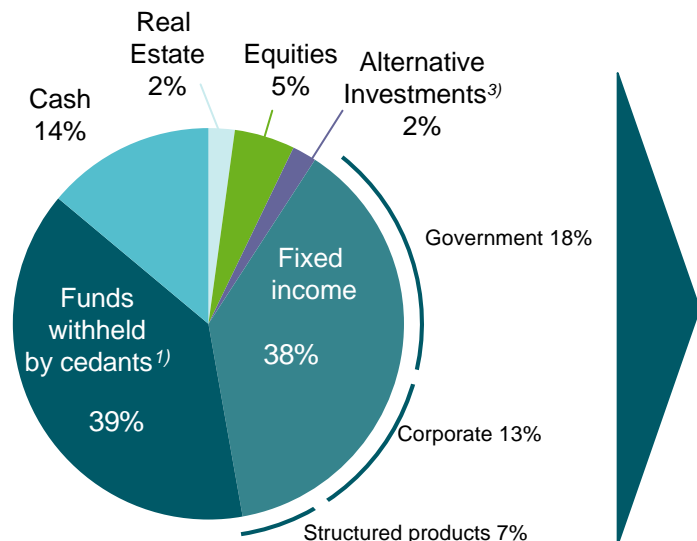
2) Including minorities

3) Excluding minorities

4) Excluding badwill

# Asset Management: Cautious investment approach continues

**Total investments €18.5 billion**



*in €m, published*

	H1 2008	H1 2007
Average investments over the period	18 636	13 931
Total net investment results (net of expenses)	314	342
Return on net invested assets (including funds withheld by cedants)	3.4%	5.0%
Return on net invested assets (excluding funds withheld by cedants) of which:	3.3%	5.7%
<i>Capital gains/losses on investments net of write downs</i>	-0.5%	1.7%
<i>Currency gains/losses and FVP<sup>2)</sup></i>	0.4%	-0.4%
<i>Overheads allocated to investments</i>	-0.3%	-0.5%

- Strategic asset allocation follows strict and conservative Asset & Liability Management (ALM) process
- Continuing strong cash position of €2.6 billion coupled with conservative fixed income portfolio (3 years duration, 67% “AAA” rated)
- Financial market developments impacting the results negatively for €65 million (€57 million equity & other impairment / losses, €8 million FVI net of currency gains), partially offset by realized gains of €47 million mainly from the bond portfolio
- All structured product investments performing and providing expected cash flows, no material impairment recorded. Confirmed limited exposures to subprime of €42 million (or 0.2% of total investments)

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<sup>1)</sup> Included in loans and receivables according to IFRS accounting classification

<sup>2)</sup> Fair value by income excluding SP500 backing life annuities business

<sup>3)</sup> Including hedge funds, funds of funds and private equity

# SCOR well on track - supported by profitable business engines and robust capital position

