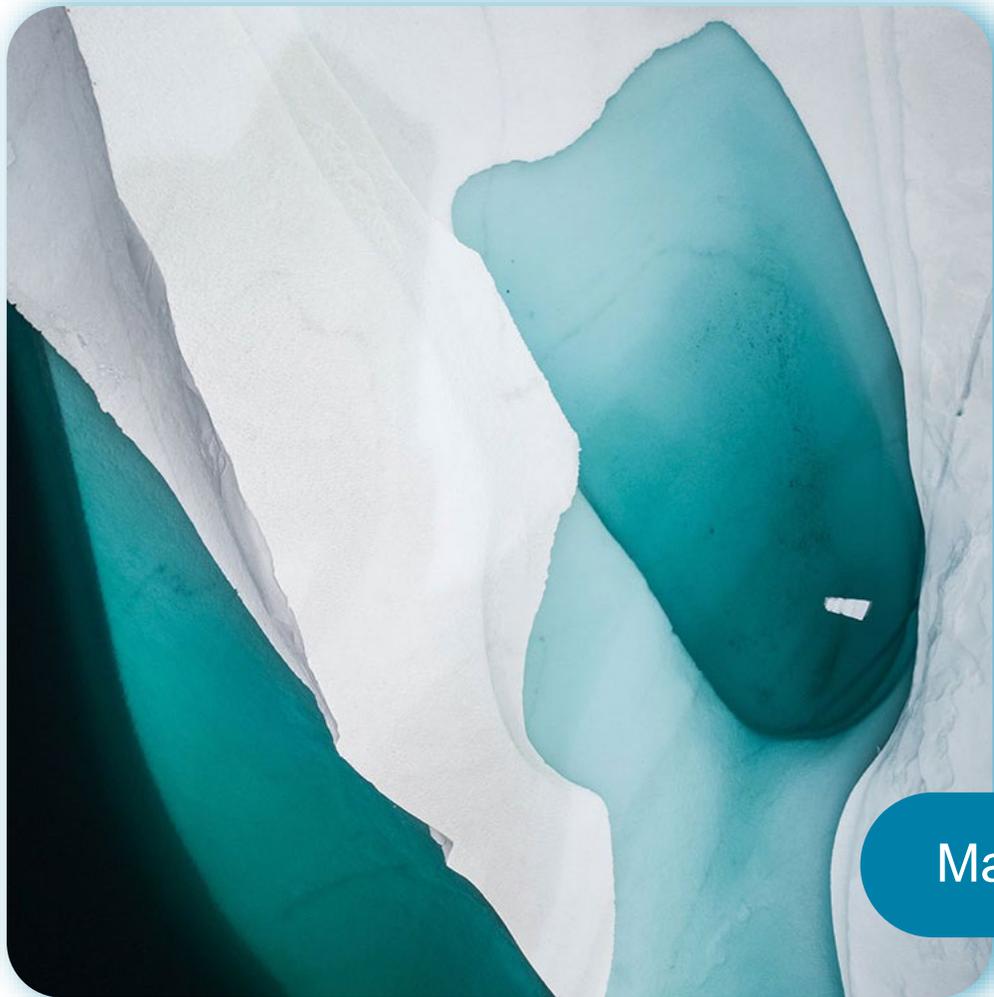


An aerial photograph of a speedboat moving across dark, choppy water. The boat is positioned in the upper right quadrant, leaving a wide, white, turbulent wake that curves across the frame. The overall scene is high-contrast, with the bright white foam of the wake standing out against the dark, textured water.

SCOR

The Art & Science of Risk

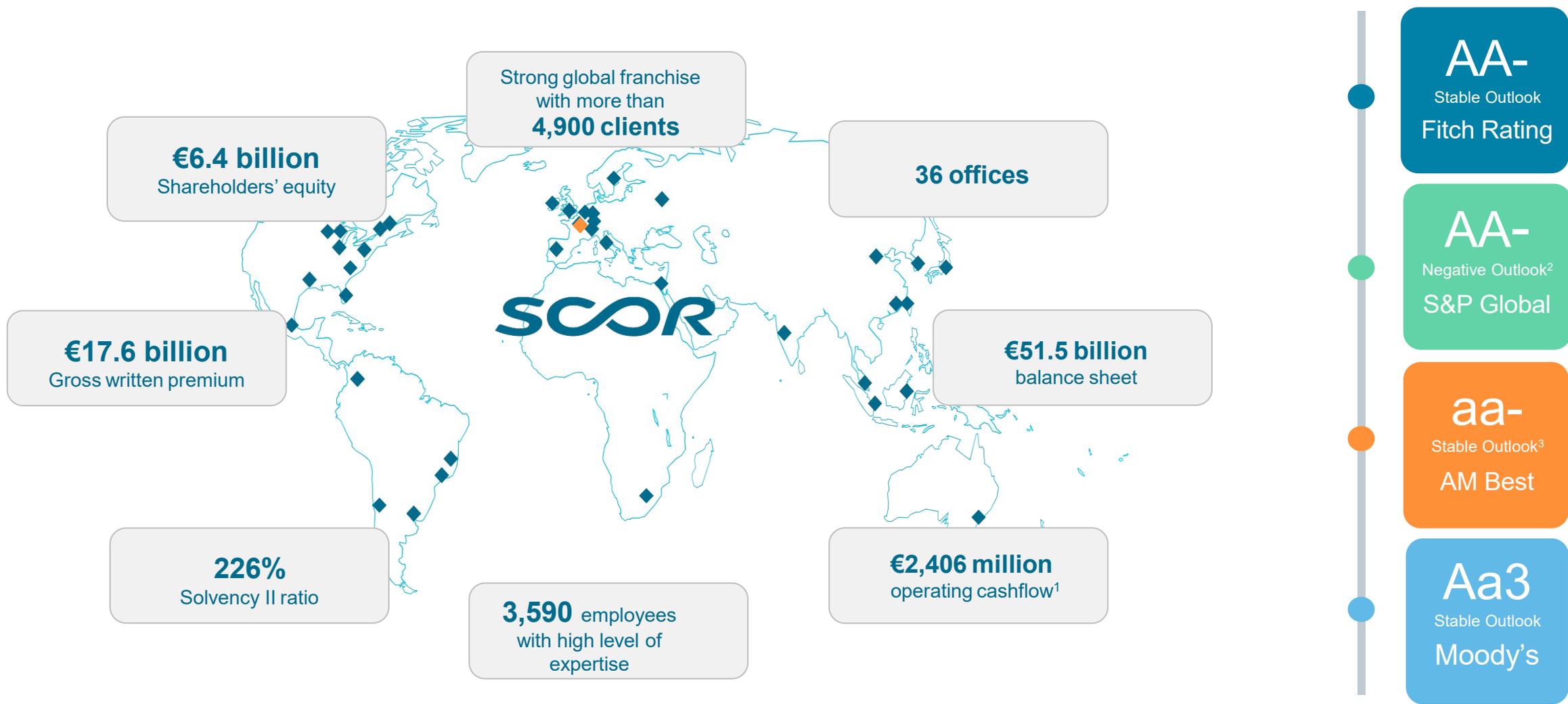


Specialty Insurance

Meeting SCOR

March 29, 2022

SCOR is a Tier 1 Global Reinsurer



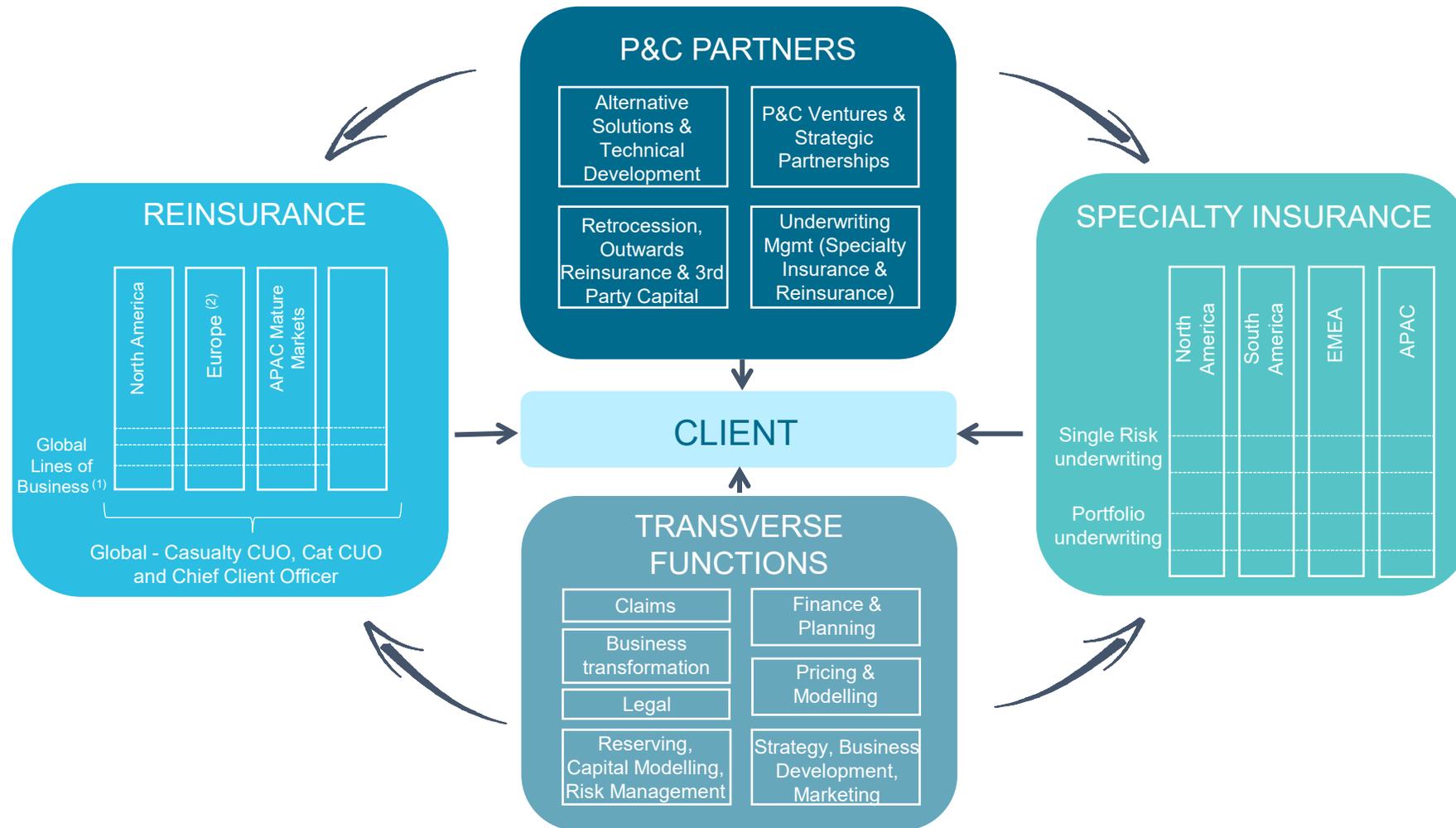
Note: All figures are as of December 31, 2021

1) Y2021 operating cashflow includes EUR 860 million relating to the Life in-force transaction

2) SCOR was put on negative outlook by S&P on January 31, 2022

3) Long-Term Issuer Credit Ratings (ICR) "aa-", Financial Strength Rating (FSR) of A+ under AM Best scale

SCOR Property & Casualty is organized around three business areas plus transverse functions, which will all cooperate for clients' benefit

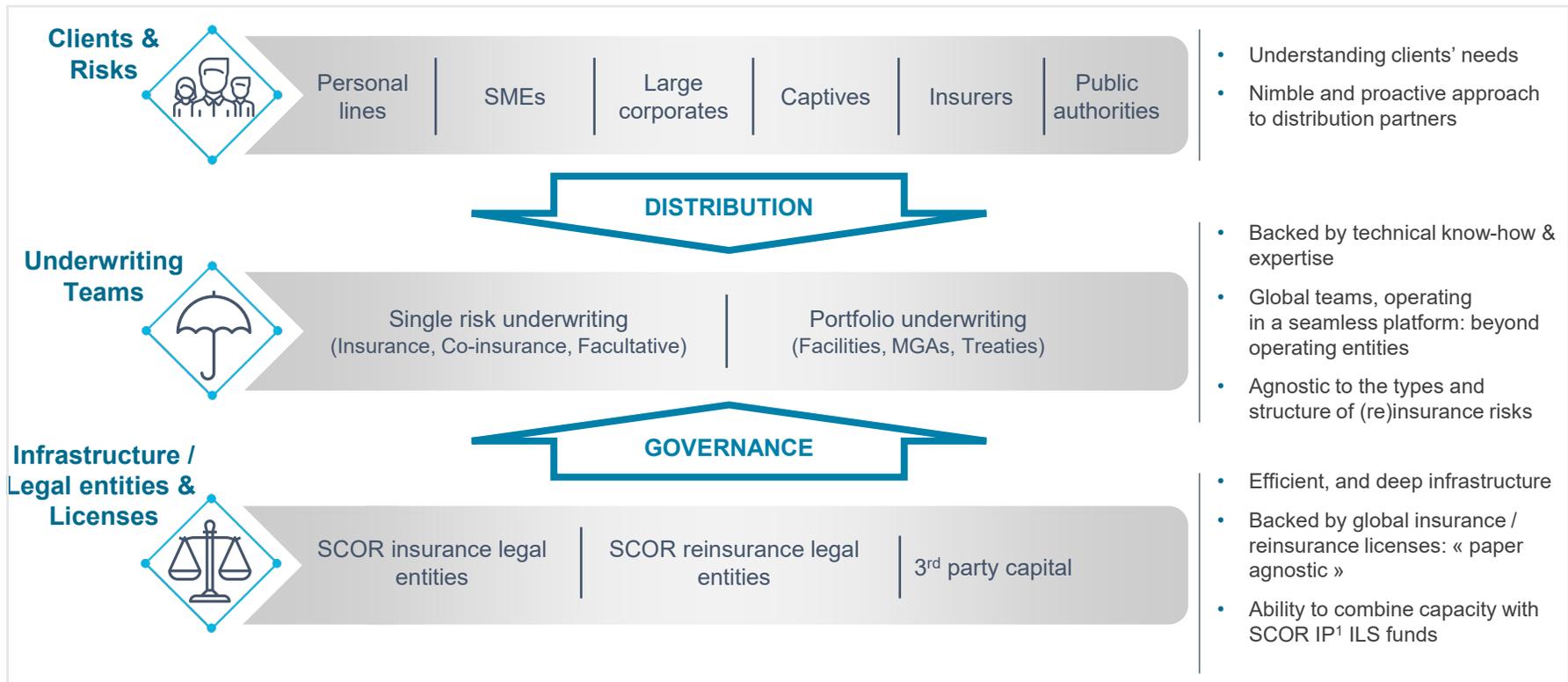


1) Agriculture, Aviation & Space, Credit & Surety, Engineering, Inherent Defect Insurance, Marine & Energy

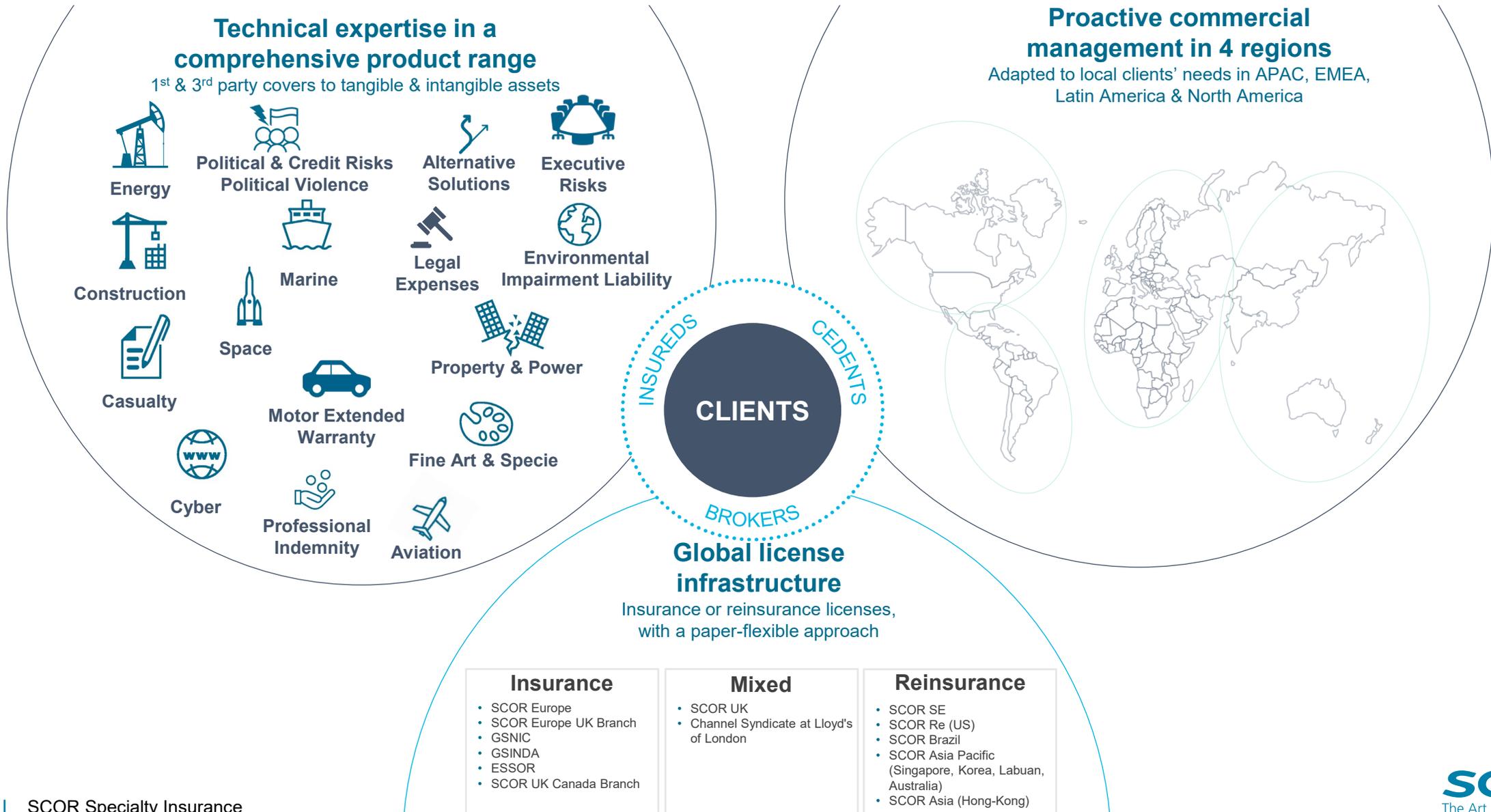
2) Includes non-Channel Lloyd's business (Reinsurance and 3rd Party Capital Provision)

Specialty Insurance is organized in 2 segments

- ✓ Single Risk Underwriting for corporate single risks
- ✓ Portfolio Underwriting for MGAs and facilities

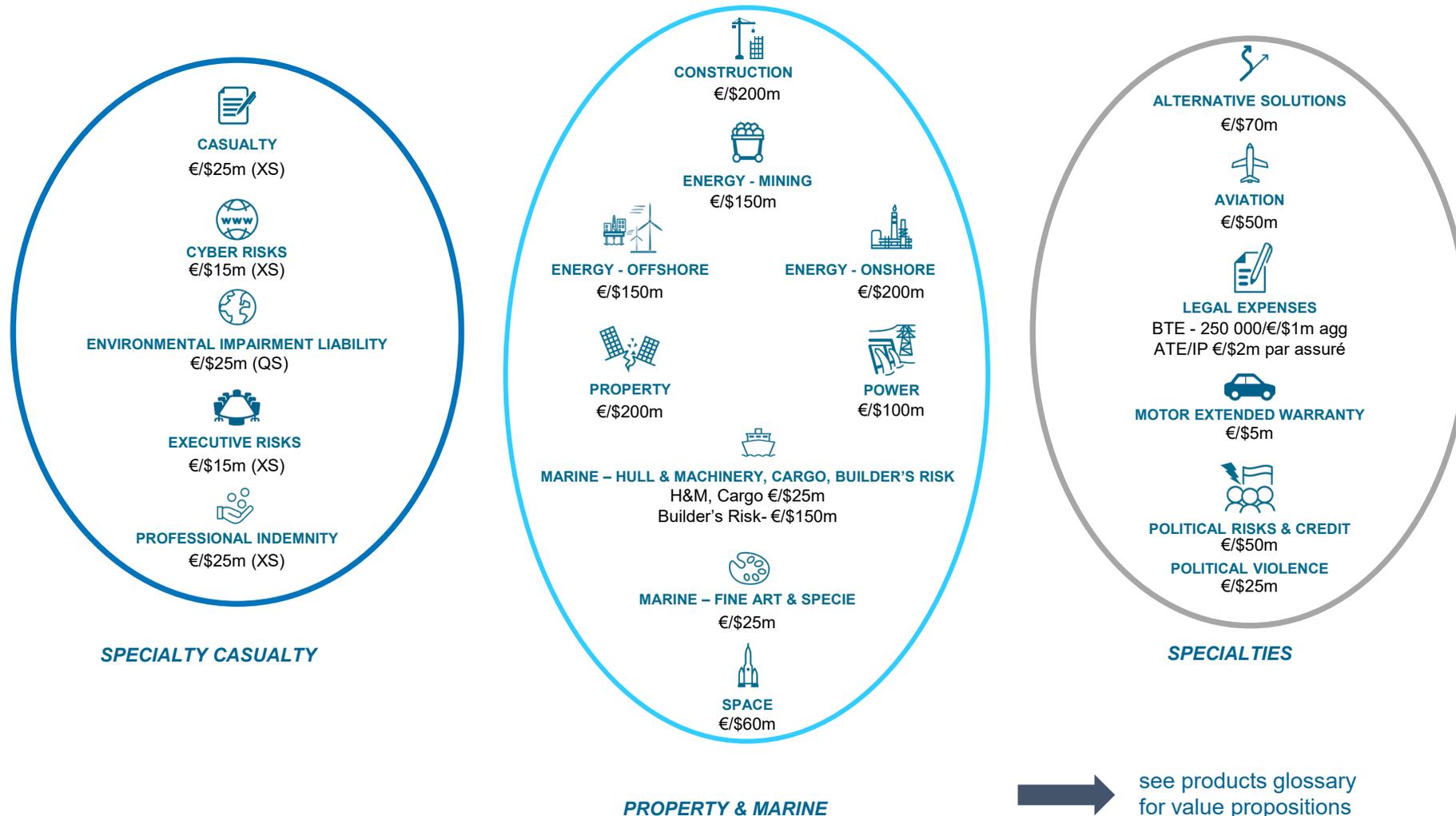


Specialty Insurance: a broad commercial network and product range

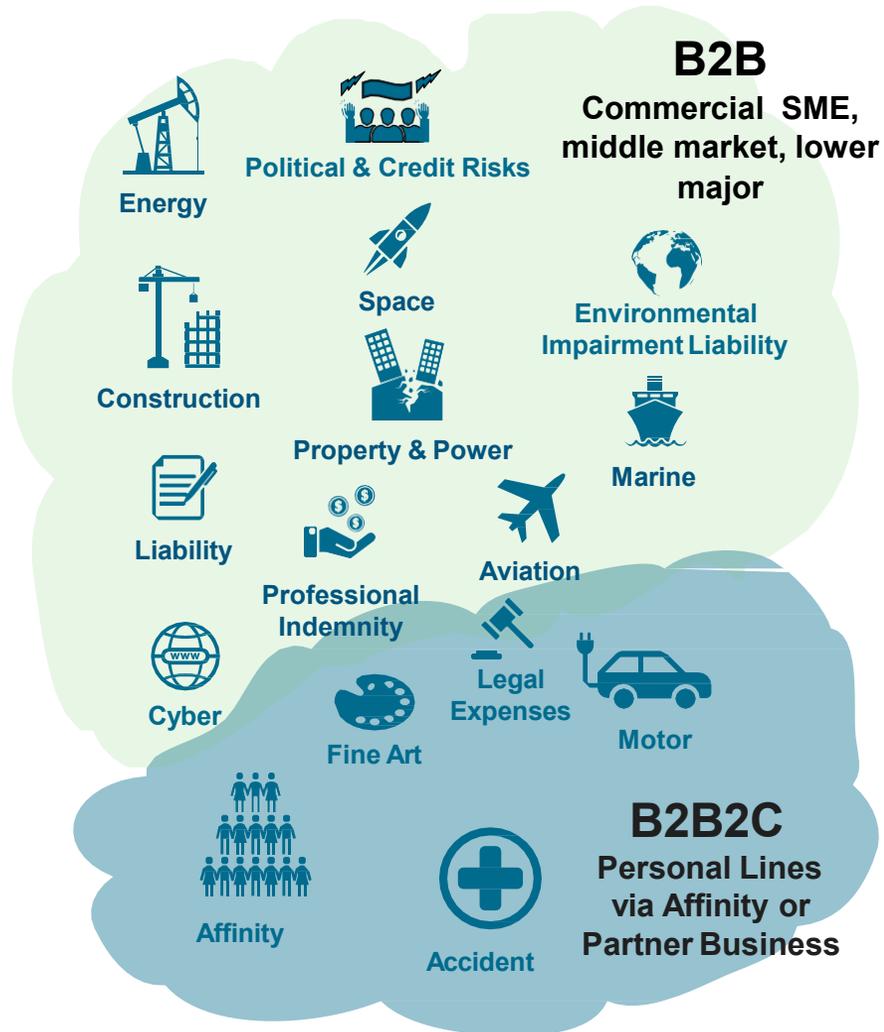


Specialty Insurance Single Risk

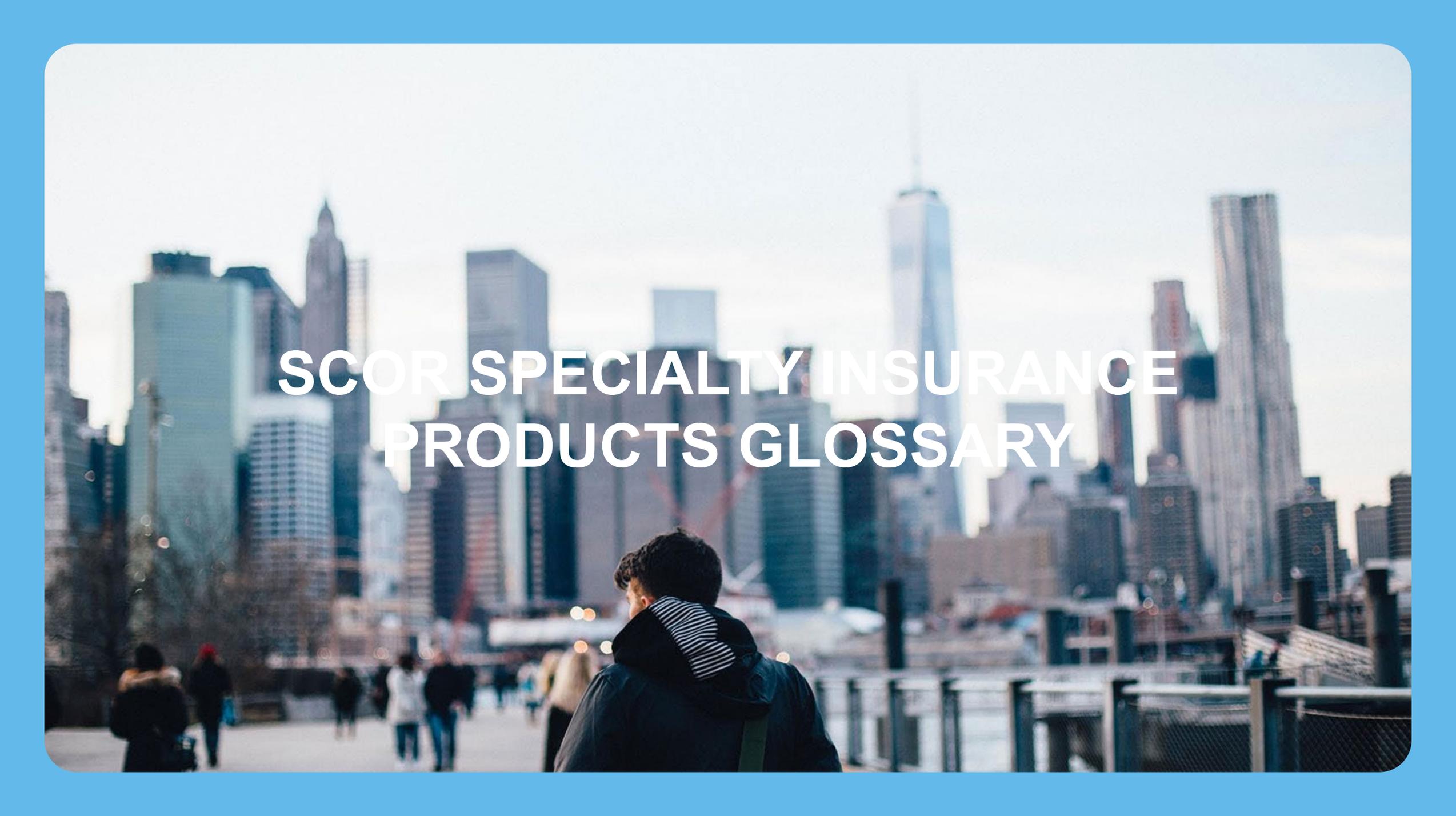
Product range and Underwriting Capacities



Specialty Insurance Portfolio Offering and Value Proposition



- Supplemental to our retail operations
- High Level of technical expertise in a broad range of products
- A track record of supporting MGAs (e.g. US, Channel/Lloyds, Brazil, Global Lines)
- Infrastructure to support MGAs via local branches or hubs.
- Access to underwriting decision makers, expertise and management
- Access to tailor made training, portfolio insights and tools

A person in a dark jacket with a striped hood is seen from behind, looking out over a city skyline. The skyline is filled with various skyscrapers, including the Freedom Tower. The scene is set during the day with a clear sky. The image is framed by a blue border.

SCOR SPECIALTY INSURANCE PRODUCTS GLOSSARY



EXPERTISE

Expertise deployed around three main themes:

- Capital and solvency management
- P&L and cash-flow volatility management
- Coverage gaps and special situations

TEAM

Team of 8 underwriters located in Paris, London, Zurich, New-York and Singapore, with English, French, German, Italian and Spanish language skills. It is backed by dedicated pricing and legal resources.

COVERAGE

Broad range of solutions covering

- Traditional lines of business (Property, Liability, Marine, Credit...), including risks for which traditional capacity is scarce
- Non-standard guarantee or peril such as financial loss without physical damages, liquidated damages, commercial incentives...

Products can be

- Multi-line of business / multi-year
- Stop loss / aggregate cover
- Structured protections of self-insured retention
- Captive run-off
- Parametric / index-based solutions

VALUE PROPOSITION

- Our expertise in Alternative Risk Transfer allows us to design tailor-made solutions for large Corporate clients and their captives, to meet needs not properly addressed by traditional insurance or reinsurance.
- Through state-of-the-art analysis and structuring capabilities, we enable the transformation, financing and transfer of risk, and the optimisation of financial KPIs.
- We provide efficient solutions to manage increased self-insured retentions over a multi-year horizon.
- Feasibility / design / underwriting of reinsurance programs for captives.

**Capacity up to \$/€70m in aggregate limit,
\$/€30m for parametric solutions**



RISK APPETITE

CORE INDUSTRY SECTOR APPETITE

- Manufacturers (Prime and component manufacturers)
- Airports and ATC
- Maintenance, Repair and Overhaul (MRO)
- Refuellers
- Ground handlers

NO APPETITE

- Aircraft fleets
- General Aviation

COVERAGE

- Aviation Hull & Liability

TEAM

Anne-Carole joined SCOR SE in 2015 and has more than 20 years experience in Underwriting, Broking and Risk Management. She is based in Paris and works with Underwriters, Technical Assistants and Aviation Claim Experts based in Paris, London and Zurich.

VALUE PROPOSITION

- Quick decision making
- A **technical follow capacity** provider on **Quota share basis**
- Strong and High level of **security**
- **Worldwide licencing ability** for Direct and Reinsurance
- **Long-term customer relationship approach**

Capacity up to \$/€50m for all clients



RISK APPETITE

CORE EXPERTISE

- Large Infrastructure projects
Tunnels and Bridges, Roads and Railways, Airports, Stadiums, Ports and Terminals, Water treatment / Desalination
- Oil & Gas, petrochemicals & Chemicals
LNG, Refineries, Large chemical plants
- Power
Gas Fired power plants, Nuclear
- Mining and Metals

ALSO, WITHIN APPETITE

- Buildings
- Renewable power
- Annual Risk attaching and Loss occurrence covers

NO APPETITE

- Thermal Coal power plan

COVERAGE

- Aviation Hull & Liability

TEAM

Underwriters are professionals from the Mining industry sector and/or risk consulting background with experience in the field.

The team operates from Paris on a Worldwide basis, Toronto for Canada, Singapore for Asia Pacific and New York for the US.

VALUE PROPOSITION

- Quick decision making
- A **technical follow capacity** provider on **Quota share** basis
- Strong and High level of **security**
- **Worldwide licencing ability** for Direct and Reinsurance
- **Long-term customer relationship approach**

Capacity up to \$/€50m for all clients



RISK APPETITE

CORE APPETITE

- All commodities (including NPK fertilizers).
- From single-site operations to the world's leading multinational mining corporations.
- Risk-managed companies demonstrated through access to comprehensive risk engineering information.

NO APPETITE

- Small-scale Mining.
- New participation on pure thermal coal Mining clients. (ESG scoring grid applies for existing coal clients)
- Mine under care & maintenance (when standalone).

COVERAGE

Operational All Risks: Physical Damage and Business Interruption extended to:

- Underground
- Tailings Storage Facilities

No coverage offering for General Liability and D&O.

TEAM

Underwriters are professionals from the Mining industry sector and/or risk consulting background with experience in the field.

The team operates from Paris on a Worldwide basis, Toronto for Canada, Singapore for Asia Pacific and New York for the US.

VALUE PROPOSITION

Among the top specialised mining (re)insurers' markets.

Long-term partner with demonstrated track record of continuity in appetite.

Recognised quoting market.

An experienced London Market stakeholder with regular meetings and engagement with mining clients' representatives.

Quota Share or large stretch primary capacity.

Cover provided on direct insurance or reinsurance basis with moderate appetite for facultative reinsurance.

**Typical capacity between \$/€10m - \$/€50m per risk
with an upper limit of \$/€150m**

Share size up to 15%



David COSSERAT
Global Head Energy



RISK APPETITE

OIL & GAS INDUSTRY

- EXPLORATION & PRODUCTION OFFSHORE PLATFORMS
- DRILLING FLEETS (FPSO, FSU, FLNG)
- CONTRACTORS INCL. CABLE LAYOUT

OFFSHORE WINDFARMS

SHIPYARDS

COVERAGE

CORE APPETITE

- Upstream Operation Packages (incl. With Onshore Assets)
- Upstream construction All Risks (WELCAR, Builders' risk...)
- Mobile Offshore Unit packages
- Offshore Windfarms CAR OAR packages

NO APPETITE

- Standalone OEE
- Standalone LOPI
- Gulf of Mexico Wind (except Bay of Campeche)
- DSU for Oil & Gas projects

TEAM

A team of seasoned underwriters, with technical background and experience in the Oil & Gas and Offshore Wind Farms sectors.

The team operates from London and Paris on a worldwide basis with support in Houston for North America and Singapore for Asia-Pacific.

VALUE PROPOSITION

Long term partner with demonstrated track record of continuity in appetite.

An experienced London Market stakeholder providing **Quota Share capacity** with non-proportionnal participation possible.

Cover provided on direct insurance or reinsurance basis with limited appetite for facultative reinsurance.

**Capacity up to \$/€150m per risk
except for drilling rigs \$/€50m**

Share up to 20%



RISK APPETITE

All downstream Oil, Gas and Chemicals facilities, including:

- Refineries and upgraders
- Petrochemicals and polymers
- Chemicals
- Fertiliser
- Gas processing
- LNG
- Tank farms
- Pipelines

Focusing on large corporates

COVERAGE

Comprehensive Operation All Risks: Physical Damage and Business Interruption.

TEAM

A truly global and integrated team of underwriters, made of professionals from the Oil & Gas sector with experience in the field, supported by seasoned risk engineers.

The team operates from : London and Paris on a worldwide basis, Houston, New York and Toronto for North America, Singapore for Asia Pacific, Rio de Janeiro for Latin America.

VALUE PROPOSITION

Long term partner with demonstrated track record of continuity.

An experienced and **recognised leader** with ability to establish and review wordings, optimise placement structures and produce risk survey reports valued by the market.

Open to sharing our own experience and lessons learned from our claims database.

Providing **Quota Share capacity** with non-proportionnal participation possible.

Cover provided on direct insurance or reinsurance basis with moderate appetite for facultative reinsurance.

Capacity up to \$/€200m per risk.

Written share up to 20%.



RISK APPETITE

Before the Event (BTE) - SME focus with almost all industry sectors suitable (legal professions being a notable exception).

After the Event (ATE) – can be any business or individual through the whole range of consumers to large corporates depending upon the cause of action.

Intellectual Property (IP) – Generally SMEs but again can range from a small start-up business whose only asset is a patent through to a large corporate with a trove of highly valuable IP.

COVERAGE

➤ Before the Event (BTE)

The mainstay of our offering is BTE across Commercial and Personal lines. Typical Heads of Cover include:

- Tax Audit
- Restrictive Covenant Pursuit
- Landlord Disputes
- Statutory License Protection
- Debt Recovery
- Legal Advice Service
- Employee Legal Protection Extension

➤ After the event (ATE)

Provides an indemnity for adverse costs cover in respect of adverse costs the insured is ordered to pay in litigation.

➤ Intellectual Property (IP)

Pursuit costs, defence costs and damages in respect of Patent / copyright / trademark disputes.

TEAM

The London based Underwriting Team is led by James Parker, a former lawyer admitted to the Roll of Solicitors in England & Wales in 2005 and called to the Bar of England & Wales in 2007.

Senior Underwriter Peter Williams is a qualified actuary and has been working in the Insurance industry for over 7 years. Peter has a wide range of experience in pricing and portfolio analytics.

VALUE PROPOSITION

With over a decade and a half of experience in the sector and knowledge across Underwriting, Claims Management & Actuarial the Legal Expenses team brings an innovative and analytical approach to help clients solve business problems.

Our focus is on positive engagement with our business partners in order to create effective solutions, and we can tailor covers for Coverholder distribution or affinity groups and membership associations.

Capacity

BTE	Maximum line of \$/€250,000 Any One Claim / \$/€1m in the Aggregate
ATE	Maximum line of \$/€2m Any One Insured
IP	Maximum line of \$/€2m Any One Insured



RISK APPETITE

CORE RISK APPETITE

Hull & Machinery

- Offshore Vessels (Service vessels, AHTS, Construction units, Heavy Lifts, Pipe Laying vessels, Seismic Vessels)
- Renewable Energy Units, (Cable laying Windcarrier.)
- Oil and Gas (Tankers, Chemical Tankers, LNG, LPG)

Builder’s Risk

- International Shipyards (with extensive building program)

Cargo

- Cargo (Project cargo, subsea and overside equipments, Heavy-lift and tows, Stock throughput and transit, Commodities)

ALSO, WITHIN APPETITE

- Bulker and Tug and Barges (Coastal, Brown water operations, inland waterway)

NO APPETITE

- Passenger Vessels Containers and General Cargo/Livestocks
- Conversion Risk or Ship Repairs Liability

COVERAGE

Usual Standard Conditions

- **H&M and Builder’s Risk:** ITC / Nordic Plan / American Clause / Dutch and German Clauses
- **Cargo:** ICC/ICTC/American Clauses/Project Cargo Clauses

TEAM

Unique team constituted of 5 professionals from the marine sectors located in Paris and London with extensive knowledge of brokers, clients needs and major marine markets:

- Centre of expertise for H&M in both cities
- Centre of expertise for Builder’s Risk is in Paris
- Centre of expertise for Cargo is in London

VALUE PROPOSITION

In a verticalised market such as Marine SCOR acts both as **rating leader and follower (co-insurer)** deploying capacity on **direct and facultative basis**.

Underwriting is supported by behavioural analytics and predictability tools allowing greater pricing accuracy.

Capacity up to

\$/€25m	\$/€25m	\$/€150m
HM / UV / LOH	Cargo	Builder’s Risk

Average share size between 7,5% to 10%



RISK APPETITE

The Specie Market is split into four subdivisions:

- Fine Art (FA)
- General Specie (GS)
- Cash in Transit (CIT)
- Jewellers Block (JB)

Typical business covered:

- Museums and art galleries
- Private collections
- Banks and financial institutions
- Armoured car and cash logistics operations
- Wholesale, manufacturing and retail jewellers, pawnbrokers, check cashers, exchange houses
- Mining companies and refiners

COVERAGE

Coverage provided is on an 'All Risks of Physical Loss or Damage' basis, whether in transit or at rest.

TEAM

Underwriting team located in London writing on a Worldwide basis
Flexible but consistent approach.

VALUE PROPOSITION

We are frequently asked questions like 'do you insure sculpture?' or 'do you only insure Fine Art?' to which our response would be: *'The greatest philosophers in history have tried to define art for 3,000 years. In 1990 cows in formaldehyde were in the Natural History Museum and now they are in the Museum of Modern Art in New York....so what chance do mere insurers have of defining what is and what is not art, Fine or otherwise.'*

As insurers with many decades of experience, our team constantly evolves the Fine Art policy wordings and we continue to enhance products to the benefit of clients.
As a team, we never attempt to critique art itself or let alone define it.

Lead line capabilities (preferred) as well as follow market capacity written as **direct or reinsurance**, on **Quota Share, Primary or Excess of Loss** basis.

Business written on Lloyd's and SCOR company paper.

Capacity up to \$/€25m per risk

Motor Extended Warranty and Automotive Affinity products



Parag GUPTA
Global Head
Motor Extended Warranty



RISK APPETITE

Core Risk Appetite:

- Extended warranties for New cars & Used cars
- Automotive Affinity products:
 - Financial loss: GAP & Excess Waiver
 - Vehicle damages: Body, seats, tires/ wheels protection

No Appetite:

- Residual Value insurance

COVERAGE

- MEW: the repair of a car (labor costs, spare parts costs) in case of an incident or a breakdown. Coverages to be adapted to the client needs.
- GAP products: an indemnity to compensate a total loss of the vehicle and allow the beneficiary to buy a new car.
- Vehicle damages: limited to new cars and for a short period

TEAM

Underwriters are professionals from the car makers & automobile assistance companies with global expertise and experience of MEW business.

The team operates from Europe, China, South Korea & India.

VALUE PROPOSITION

We have experience and expertise on all the aspects of this business from the design of the product to the pricing, the claims management, and the business monitoring.

We are able to design tailor-made solutions to help car manufacturers, dealers, banks and financial institutions to increase their sales as well as loyalty of their customers.

We bring capacity, service, and solutions to help our clients to save time by launching profitable products through Quota Share reinsurance facilities for insurance companies retaining min. 20% of the risk.

We are willing to reinsure sustainable & long-term partnerships.

Capacity of \$/€5m per risk



RISK APPETITE

Our client base includes Banks, Corporates, Export Credit Agencies, Multilateral Institutions and Traders.

Risk appetite for each peril depends on a number of factors including but not limited to the underlying risk country and industry.

For political risks, the team concentrates on closed access occupancies

For non-payment risks, the team is focused on corporates generating stable cash flows in defensive or regulated industries and sovereigns with the fiscal strength and external invulnerability to repay their obligations. In addition, the team is a key market leader in supporting the energy transition through renewables project finance.

TEAM

PCR has twelve team members across the analytical and underwriting functions based in London, United Kingdom.

The team works closely with several external data providers and has in-house, proprietary models to support client advisory and its underwriting.

Importantly, the team benefits from dedicated and experienced claims handlers enabling quick responses and better support to clients in the event of a claim or potential claim.

COVERAGE

Political and Credit Risks can include and expand the coverage provided by the International Terrorism and Political Violence team to losses arising from:

- Capture and Seizure
- Confiscation, Nationalisation and Expropriation
- Selective Discrimination
- License Cancellation
- Forced Divestiture
- Arbitration Award Default
- Currency inconvertibility and Exchange Transfer
- Contract Frustration (Non-payment)
- Trade Credit (Non-payment)

VALUE PROPOSITION

A **market leader** in the Political and Credit Risk Insurance sector.

The team was the slip leader on 75% and 79% of policies written in 2020 and 2019 respectively.

Extensive experience in working with core clients to provide advisory and bespoke coverage.

The team provides proportional coverage for non-payment risks and prefers excess layer attachment points where there are multi-country schedules for political risks. In addition, the team can provide facultative reinsurance where corporates would like to use their captive insurer.

The team works very closely with SCOR's Alternative Solutions, Innovation, MGA and Treaty teams where unique or non-traditional solutions are required by clients.

Capacity up to \$/€50m per risk

Political Violence and International Terrorism



Christianna Vandoorne
Global Head Terrorism
and Political Violence



RISK APPETITE

Worldwide Appetite, with focus on the regional markets of:

- Latin America
- Africa
- Middle East

Occupancy Type: all specialty P&C business included with particular interest in:

- Manufacturing / Processing
- Infrastructure / Power
- Real Estate
- Multinationals

Typical client profile can include: Small to Medium Businesses, Multinational entities and Fortune 500 companies, National Governments, Municipalities and Military.

COVERAGE

The standalone Terrorism & Political Violence team offers insurance products to protect property and business from episodes of political violence that can cause damage and bring financial losses, severely impacting business or operational activity.

Physical Damage and Business Interruption cover following an act of:

- Terrorism & Sabotage
- Strikes, Riots, Civil Commotion and Malicious Damage
- Revolution, Rebellion, Insurrection, Coup d'Etat
- Civil War and War on Land

Terrorism Third Party Liability cover offered up to full capacity limit.

TEAM

With over 14 years experience underwriting Terrorism and Political Violence business, the team is based in London and writing an international book at Lloyd's.

Spoken Languages: English, French, Spanish.

VALUE PROPOSITION

With a focus on multinational property programs and specialty property businesses, this specialist cover is available via the Channel Syndicate at Lloyd's.

Lead line capabilities as well as follow market capacity written as **direct or facultative** on **Quota Share or Excess of Loss** basis.

Capacity up to \$/€25m



RISK APPETITE

CORE APPETITE

- Conventional Power
- Mixed Technologies
- Gas Turbines / Combined Cycles
- Hydro Power plants

Renewables (wind, solar, battery storage) written on a cross class basis (onshore, offshore, CAR OAR).

Gradual and pragmatic disengagement of coal generation power.

**SELECTIVE APPROACH ON RISK QUALITY ACCOUNTS
WITH ADEQUATE DEDUCTIBLES ACCORDING TO
THE TECHNOLOGY AND MINIMUM POWER MARKET STANDARDS**

COVERAGE

Usual Standard Conditions

- **H&M and Builder's Risk:** ITC / Nordic Plan / American Clause / Dutch and German Clauses
- **Cargo:** ICC/ICTC/American Clauses/Project Cargo Clauses

TEAM

Unique team constituted of 5 professionals from the marine sectors located in Paris and London with extensive knowledge of brokers, clients needs and major marine markets:

- Centre of expertise for H&M in both cities
- Centre of expertise for Builder's Risk is in Paris
- Centre of expertise for Cargo is in London

VALUE PROPOSITION

In a verticalised market such as Marine SCOR acts both as **rating leader and follower (co-insurer)** deploying capacity on **direct and facultative basis**.

Underwriting is supported by behavioural analytics and predictability tools allowing greater pricing accuracy.

Capacity up to

\$/€25m	\$/€25m	\$/€150m
HM / UV / LOH	Cargo	Builder's Risk

Average share size between 7,5% to 10%



RISK APPETITE

CORE APPETITE: from heavy industry to distribution

- Heavy and Light Industries
Steel, Aluminium, Building Industries, Pulp & Paper
- Chemicals, Pharma, Agro-Chem, Paint & Pigment, Plastic
- Assembly
Automotive, Aerospace & Defence, Semi-conductors
- Consumer Goods

ALSO, WITHIN APPETITE

- Infrastructure
- Telecom

SELECTIVE APPROACH ON RISK ENGINEERED ACCOUNTS FOR LARGE CORPORATE CLIENTS

COVERAGE

Comprehensive Operation All Risks: Physical Damage and Business Interruption

TEAM

Long-standing Underwriting and Risk Management experience and know-how on national and international accounts.

Underwriting teams located in Paris, London, Zurich, New York, Bogota, Rio de Janeiro, Singapore, Hong King, Sydney writing on a Worldwide basis.

VALUE PROPOSITION

A **technical follow capacity provider** on **Quota Share** basis

Solid technical backgrounds with in-depth knowledge of the insurance needs of large corporate risks, enables the team to understand and analyze clients' specific needs and requirements in order to deliver tailor-made solutions.

Long-term customer relationship approach

In addition to SCOR SE capacity, complementary « buffer layer » capacity can be provided through SCOR Channel Lloyd's syndicate.

Capacity up to \$/€200m

Share size up to 15%



RISK APPETITE

CLIENT BUSINESS SECTOR

- Satellite Operators
- Space Agencies
- Launch Service providers
- Satellite manufacturers
- Space investments protection

RISK LOCATION

Worldwide footprint with customers spread all around the world

COVERAGE

- Launch only coverage
- Launch + Post-Separation coverage
- In-Orbit Life renewals
- Structured coverage solutions on large fleets of satellites and constellations

TEAM

Anne-Carole joined SCOR SE in 2015 and has more than 20 years experience in Underwriting, Broking and Risk Management. She is based in Paris and works with Underwriters, Technical Assistants and Aviation Claim Experts based in Paris, London and Zurich.

VALUE PROPOSITION

- Quick decision making
- A technical follow capacity provider on Quota share basis
- Strong and High level of security
- Worldwide licencing ability for Direct and Reinsurance
- Long-term customer relationship approach

Capacity up to \$/€50m for all clients



RISK APPETITE

INDUSTRY SECTOR APPETITE

- Aerospace & Defense,
- Automotive Manufacturing & Suppliers
- Chemicals (Fine, Agro, Fertilizers)
- Construction & Engineering,
- Consumer Goods & Services,
- Heavy Industries,
- Life Sciences
- Oil & Gas, Petrochemicals
- Power & Utilities
- Public Authorities, Municipalities
- Retail
- Technology
- Telecom & Media
- Transportation & Logistics

NO APPETITE

- Financial Institutions
- Medical Profession
- Mining - Coal
- Pharmaceuticals
- US Passenger Rail
- Stand Alone Product Recall

COVERAGE

- Excess Casualty – Commercial Liability/Public & Product Liability on an occurrence, claims made or integrated occurrence basis.

TEAM

Highly experienced underwriting teams located in Paris, London, New York, Houston and Sydney.

- Americas: Patrick Christie – Regional Line Manager
- EMEA: Bertrand Le Gall – Regional Line Manager
- APAC : Tae Han Kim – Regional Line Manager

VALUE PROPOSITION

Innovative, knowledgeable, flexible and responsive to the ever-changing needs of our customers.

Capacity provided **Worldwide** on **excess of loss** basis valuing cross-selling with SCOR clients.

Minimum attachment points vary:

- Oil & Gas / Power occupancy: \$/€50mio minimum
- Other occupancies: varies by region and occupancy
- Each risk to be assessed on case-by-case basis

Cover provided as **direct insurance** or as **facultative reinsurance**.

Capacity up to \$/€25m per risk
Single Project General Liability up to \$/€15m per risk
Share size up to 100% of layer



RISK APPETITE

CORE INDUSTRY SECTOR APPETITE

- Heavy and Light Industries (manufacturing)
- Energy (Upstream/Downstream/Mining)
- Power & Utilities
- Financial Institutions (Retail or Investment Banking, Insurance)

ALSO, WITHIN APPETITE

- Retail and Hospitality
- Professional Services including Legal Firms
- Healthcare
- Transportation/Logistics

**PREFERENCE GIVEN TO SCOR EXISTING CLIENTS
DEMONSTRATING HIGH CYBER SECURITY STANDARDS**

COVERAGE

HEADS OF COVER

- Privacy Liability
- Non-Physical Damage BI
- Cyber Extortion
- First Party Response Cost
- Regulatory Fines & Penalties
- Physical Damage Business Interruption
(caused by a Cyber event)

TEAM

A team of 6 underwriters with experience in Underwriting, Broking and Claims within the Cyber industry.
Offices in London, Paris and New York.

VALUE PROPOSITION

A **Lead Capacity** provider of cyber coverage on **Excess of Loss** basis valuing cross-selling with SCOR clients written by other lines of business.

All underwriting supported by cyber security specialists' knowledge provided by SCOR CYBERSOLUTIONS team.

Minimum attachment points vary:

- Depends on client industry and risk quality assessment
- Excess of \$/€50m for most client industries
- Each risk to be assessed on case-by-case basis

**Capacity up to \$/€15m per risk
across Cyber & Tech E&O coverage**



RISK APPETITE

CORE INDUSTRY SECTOR APPETITE

- Oil and gas (onshore)
- Manufacturing
- Power
- Real estate
- Public sector
- Construction
- Transportation and logistics
- Financial institutions

ALSO WITHIN APPETITE

- Waste management
- Mining (exc. coal & lignite)
- Oil & gas (offshore)
- Transportation

NO APPETITE

- Errors & Omissions (E&O) / Professional Services

COVERAGE

- New or legacy pollution
- Sudden or gradual pollution
- Emergency response costs
- Clean-up costs (1st and 3rd party)
- Natural resource damage
- Third party property damage
- Third party bodily injury
- Civil fines and penalties
- Punitive damages
- First party business interruption
- Loan default

TEAM

As one of the most experienced and technical underwriting teams in the market, the SCOR EIL team consists of 8 industry experts based in London and Paris. The team has backgrounds in environmental engineering, risk management and corporate law. Languages spoken include English, French, Italian and German. The underwriting team is supported by an experienced claims team.

VALUE PROPOSITION

- Recognised lead market
- Commercial and flexible 'can-do' approach to underwriting
- Fast response times
- High service standards
- Superior insurance products designed to protect businesses and their directors & officers against environmental risks associated with:
 - Industrial and manufacturing operations
 - Mergers and acquisitions
 - Real estate investments and transactions
 - Construction projects
 - Commodity trading
 - Lending and project financing
- Worldwide coverage

Capacity of \$/€20m per risk
Share size up to 100%



RISK APPETITE

- USA domiciled public traded companies with securities traded on any major USA exchange.
- Non-USA companies traded on any major US exchange including ADR & ADS, or traded on a Canadian, or European stock exchange. This also include dual listed companies
- Large Privately held companies
- Will consider all industry sectors with a cautious approach or avoidance to the following occupancies:
 - Pharmaceutical Companies
 - Chinese companies listed on a US stock exchange
 - Initial Public Offerings (IPO's)
 - Alternative Investments (Hedge Funds, Private Equity, Venture Capital)
 - Cryptocurrency (companies, exchanges)
 - Unicorn companies
 - Mortgage Banks

TEAM

- Underwriting - dedicated, highly experienced professionals based in New York and London.
- Claims – Experienced attorneys in New York that are focused on this line of business.

VALUE PROPOSITION

Innovative, knowledgeable, flexible, solution driven and responsive to the ever-changing needs of our customers.

- **ATTACHMENT** varies by industry, market capitalization, County of domicile and exchange where securities are listed.
- **Capacity** provided **Worldwide** on **excess of loss** basis.
- Cover provided as **direct insurance** or as **facultative reinsurance**.

Capacity up to \$/€15m, £10m

Share size up to 100% of the layer

COVERAGE

Excess Directors & Officers Liability – Full Cover aka: A, B, C
Lead and Excess A-Side & A-Side Difference in Conditions

Specialty Casualty – Professional Indemnity



Daniel CARRERAS
Global Head Specialty Casualty



RISK APPETITE

CORE INDUSTRY SECTOR APPETITE

Professional Liability

- Law Firms (AmLaw 100/200, Risk Retention Groups)
- Architects, Engineers and Contractors.
- Project PI offered to existing and well-known clients.
- Auditors & Accountants (Big 4 and Second Tier)

Miscellaneous E&O

- Management & Strategy Consultants
- Surveyors & Property Consultants
- Testing, Inspection & Certification Companies
- Real Estate

Technology E&O/Cyber

- Technology Service & Consulting Companies
- Software & Hardware Manufacturers
- Communication & Network Service Provider

NO APPETITE

- Financial institutions and related activities including depository institutions, fund managers, hedge funds, PE funds.
- Insurance related activities (brokers, insurers, loss adjusters)

COVERAGE

Policies are written on a Claims made basis and are designed to protect professionals against negligence and other claims initiated by their clients.

TEAM

Our Financial Lines underwriters are recognised experts in their fields, located in Paris, London, New York and Sydney

- Americas: Margaret Rose – Regional Line Manager
- EMEA: Sarah Longworth – Regional Line Manager
- APAC : Tae Han Kim – Regional Line Manager

VALUE PROPOSITION

Creative, innovative, customised solutions for targeted professions.

Capacity provided **Worldwide** on **excess of loss** basis valuing cross-selling with SCOR clients.

Minimum attachment points vary depending on profession, typically

- \$/€50m for USA/Canadian Firms
- \$/€10m-20m for European Firms
- SIR for Single Project PI

Lower attachments available on a case-by-case basis

Cover provided on **direct insurance** or facultative **reinsurance** basis

Maximum Capacity

- Professional Liability & Miscellaneous: **\$/€25m**
- Technology E&O/Cyber: **\$/€15m**
- Single Project PI: **\$/€5m**

APPENDIX:

- **SPECIALTY INSURANCE UNDERWRITING PHILOSOPHY**
- **SPECIALTY INSURANCE CORPORATE SOCIAL RESPONSIBILITY & CLIMATE CHANGE**
- **SPECIALTY INSURANCE CLAIMS SERVICES**
- **SPECIALTY INSURANCE ORGANIZATION**

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Specialty Insurance underwriting philosophy



Understanding clients' needs

Our underwriters come from diverse industrial backgrounds: oil companies, large contractors, marine shipping, power generation, mining, manufacturing and financial corporations.

We understand your needs and exposure.



Embracing Risks

Thanks to our highly qualified group of experts, we can handle your most complex risks. We commit substantial capacity to the world's largest exposures through tailor-made insurance products.



Building Relationship

Consistency and long-term commitment have always been key-drivers of our underwriting philosophy.



Being agile

In a changing and expanding risk universe, we adapt and find sustainable solutions to your evolving needs.

Specialty Insurance – Corporate Social Responsibility and climate change



1 Analysis & Measurement

- Develop relevant business mapping and modelling tools
- Identify risks and opportunities through data
- Focus on climate change – including both energy transition and physical risks



2 Design underwriting solutions



- Comprehensive underwriting approach targeting adaptation and mitigation – *from exclusion to promotion*



- Adjust appetite to most pressing risks – e.g. coal, tobacco, weapons



- Promote risks compliant with energy transition – e.g. renewables, sustainable infrastructures

3 Execute, implement, control



- Underwriting referral processes
- Deepen expertise:



- ✓ Energy transition impact on all industries



- ✓ Climate-related regulatory and market trends



- Engage and partner with clients from all industries

Our offering to corporate clients

- ✓ **A global team located in New-York, Paris, London and Singapore with worldwide capability dedicated to large corporate risks.**
- ✓ **We are committed to engaging in an open, timely and regular dialogue with our clients and business partners to ensure that our claims handling is transparent and responsive to our clients' needs.**
- ✓ **Handling all claims accurately, fairly and consistently through the use of technically qualified and experienced claims professionals with access to the resources and support they need to deliver an excellent claims service.**



Pre-loss: Customer service

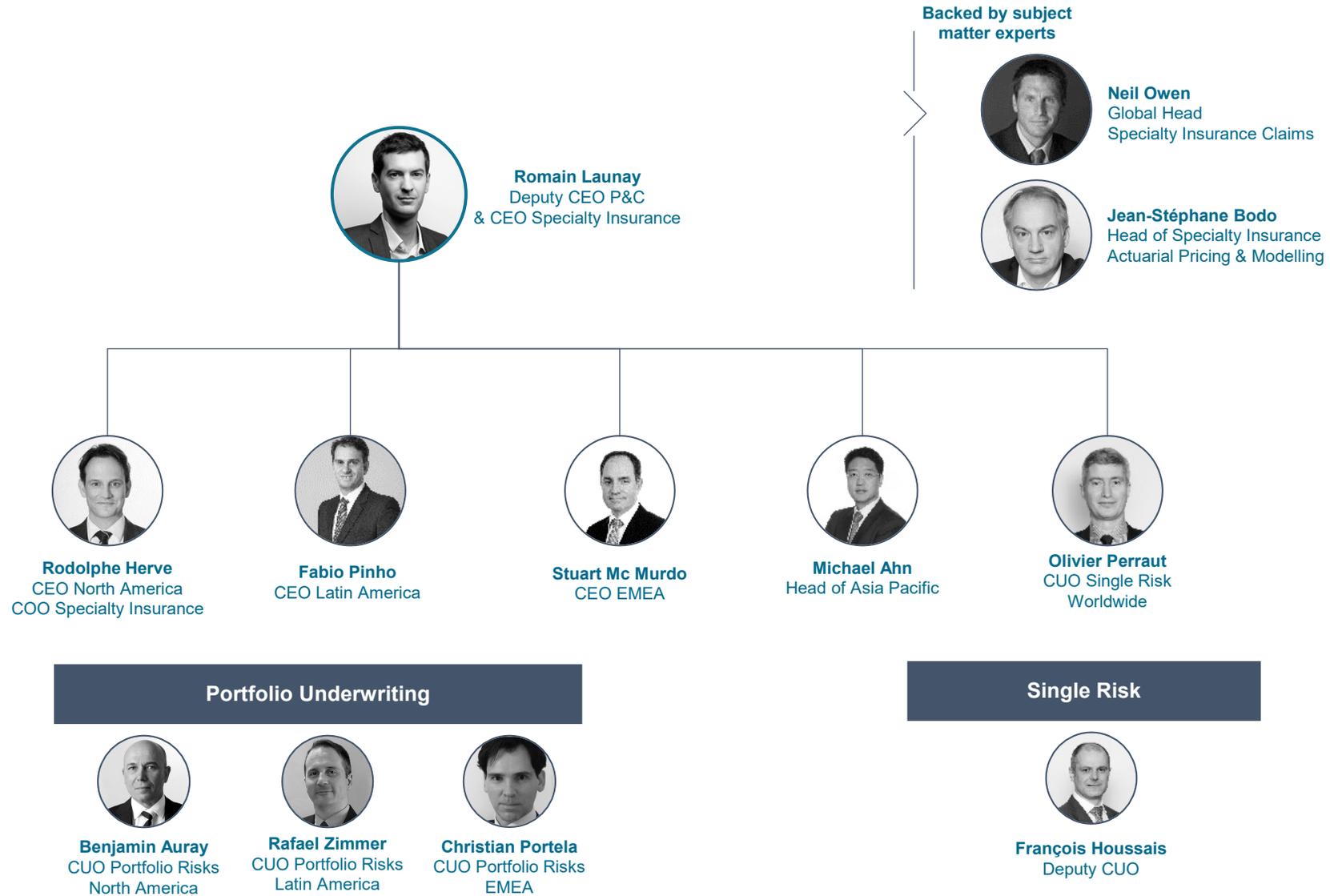
- designated handler for each programme
- support for claims protocols
- SCOR Business Continuity and Risk Planning
- industry insights and focus



Post-loss: Practical response

- strategy for each case with deployment of the right experts
- strong communication skills
- claims management platform – a critical tool to deliver efficient claims handling service
- a claims resolution approach

Specialty Insurance Management



Specialty Insurance Single Risk Organization

 **Olivier Perraut**
Chief Underwriting Officer

 **François Houssais**
Deputy CUO
Head of Property

Backed by Regional Head:



Property ⁽³⁾	Energy ⁽³⁾	Casualty & Financial Lines ⁽³⁾	Incubator
 François Houssais Deputy CUO & Global Property Head	 David Cosserat Global Energy Head	 Daniel Carreras Global Casualty & Financial Lines Head	TBA Deputy CUO & Active Underwriter Channel
 David Phipp (Power)	 Michel Krenzer (Onshore)	 Gillian Anderson (Cyber)	 Christianna Vandoorne (Political Violence)
 Henry Sturge (Lloyds D&F)	 Oliver Paine (Offshore)	 Jim Finnamore (Environmental Liability)	 James Parker (Legal Expenses)
 Isabelle Kowalski Global Construction Head	 Philippe Csakvary (Mining)	 David Hurd (Executive Risks)	Political & Credit Risks
	Marine, Fine Arts & Specie	Space & Aviation	 Henry Mumme-Young Divisional Head
	 Gregory Delaisse Global Marine Head	 Stéphane Rives Global Space & Aviation Head	Alternative Solutions
	 Rupert Onslow (Fine Arts)	 Anne-Carole Leconte (Aviation)	 Eric Le Mercier CUO Alternative Solutions
	 Richard Morris (Specie)		

(1) Tom Corfield, Head of London Market
 (2) Frederic Dhers, Head of Continental Europe & MEA
 (3) Those lines have a Regional Manager in almost each region

Supported by: