

# SCOR's new Strategic Plan, “Optimal Dynamics”

Investors' Day 2013

**SCOR**

## Disclaimer

Certain statements contained in this presentation may relate to forward-looking statements and objectives of SCOR SE, specifically statements announcing or relating to future events, trends, plans, or objectives, based on certain assumptions.

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Any figures for a period subsequent to 30 June 2013 should not be taken as a forecast of the expected financials for these periods and, except as otherwise specified, all figures subsequent to 30 June 2013 are presented in Euros, using closing rates as per the end of March 2013. Strong Momentum figures previously disclosed have been maintained at unchanged foreign exchange rates.

In addition, such forward-looking statements are not “profit forecasts” in the sense of Article 2 of Regulation (EC) 809/2004.

The 2013 pro-forma figures in this presentation include estimates relating to Generali USA to illustrate the effect on the Group’s financial statements, as if the acquisition had taken place on 1 January 2013. The transaction is subject to regulatory approvals and other customary conditions and is expected to close in the second half of 2013

Finally, SCOR is exposed to significant financial, capital market and other risks, including, but not limited to, movements in interest rates, credit spreads, equity prices, and currency movements, changes in rating agency policies or practices, and the lowering or loss of financial strength or other ratings.

Additional information regarding risks and uncertainties is set forth in the 2011 reference document filed on 8 March 2012 under number D.12-0140 with the French Autorité des Marchés Financiers (AMF) (the “Document de Référence”) and posted on SCOR SE’s website [www.scor.com](http://www.scor.com).

## Agenda of the day

Timing	Topic	Speakers
10:00 – 10:30	Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy	<b>Denis Kessler</b> Chairman & CEO SCOR Group
10:30 – 11:00	SCOR Global P&C is well positioned to continue its profitable growth trend	<b>Victor Peignet</b> CEO SCOR Global P&C
11:00 – 11:15	<i>Coffee Break (Outside auditorium)</i>	
11:15 – 11:45	SCOR Global Life continues to grow profitably reinforcing its leadership and client relationships	<b>Gilles Meyer</b> CEO SCOR Global Life
11:45 – 12:15	Q&A Panel 1	
12:15 – 13:30	<i>Lunch (75') – Roof terrace</i>	
13:30 – 14:00	SCOR Global Investments progressively rebalances its portfolio to achieve higher investment returns	<b>François De Varenne</b> CEO SCOR Global Investments
14:00 – 14:30	SCOR's risk appetite is refined and affirmed with stronger solvency governance SCOR's dynamic solvency target supports best-in-class shareholder value creation	<b>Frieder Knuepling</b> Deputy Chief Risk Officer SCOR Group <b>Mark Kociancic</b> Chief Financial Officer SCOR Group
14:30 – 15:00	Q&A Panel 2	
15:00 – 15:15	SCOR's success story continues with Optimal Dynamics	<b>Denis Kessler</b> Chairman & CEO SCOR Group

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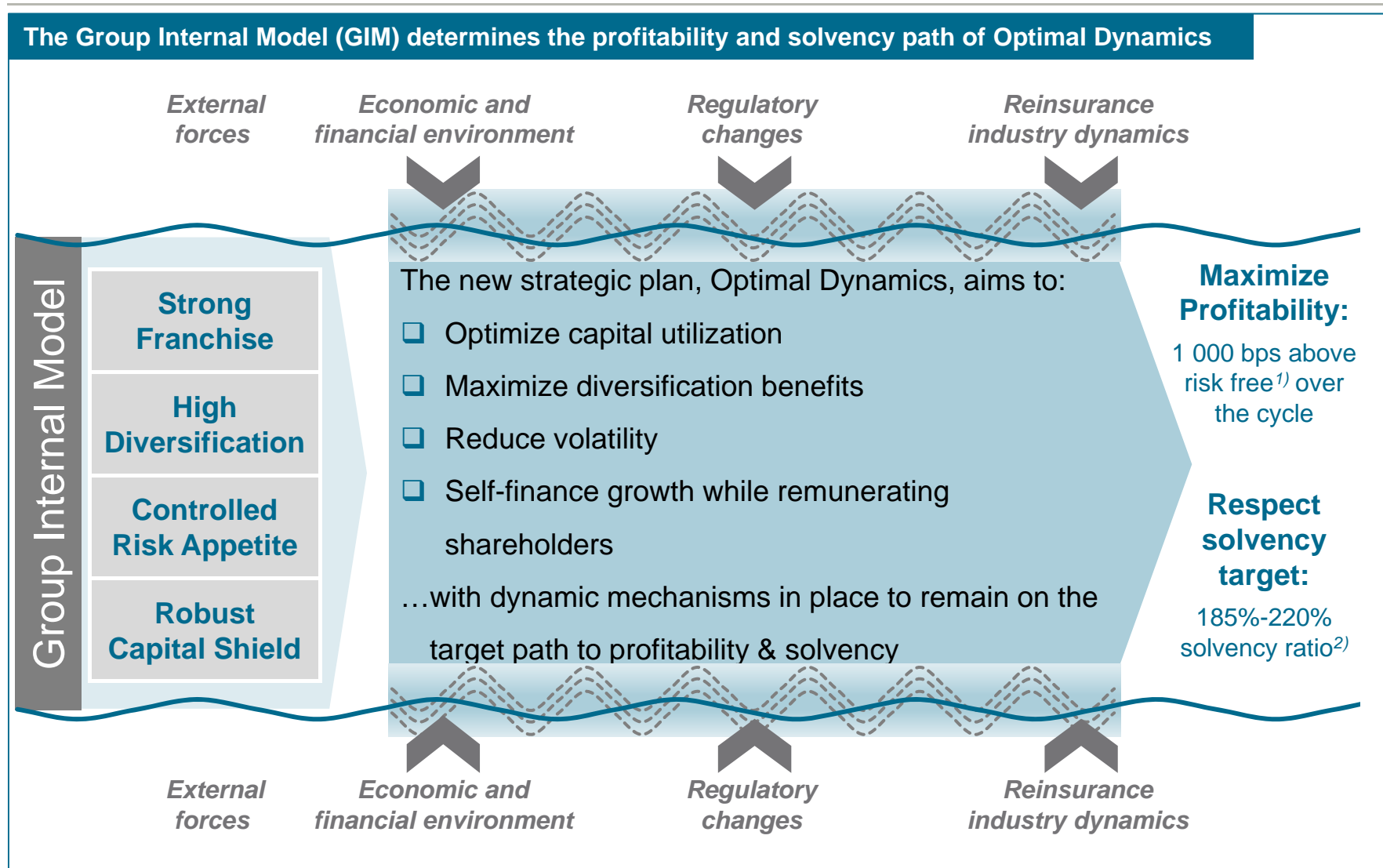
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# IR Day 2013, Optimal Dynamics

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- 1** **Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy**
  - 1.1 - SCOR combines growth, profitability & solvency to deliver a best-in-class risk/return couple**
  - 1.2 - SCOR's consistent and continually fine-tuned strategy is ready for a changing environment**
  - 1.3 - With Optimal Dynamics, SCOR offers a superior value proposition**
- 2** **SCOR Global P&C is well positioned to continue its profitable growth trend**
- 3** **SCOR Global Life continues to grow profitably reinforcing its leadership and client relationships**
- 4** **SCOR Global Investments progressively rebalances its portfolio to achieve higher investment returns**
- 5** **SCOR's risk appetite is refined and affirmed with stronger solvency governance**
- 6** **SCOR's dynamic solvency target supports best-in-class shareholder value creation**
- 7** **SCOR's success story continues with Optimal Dynamics**

## Why “Optimal Dynamics”?



1) “Risk-free rate” is based on 3-month risk-free rate

2) As per the Group Internal Model; it is the ratio of Available Capital over SCR (Solvency Capital Requirements); see page 21 for further details

# IR Day 2013, Optimal Dynamics

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- 1** Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy
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## SCOR provides a unique value proposition to its shareholders

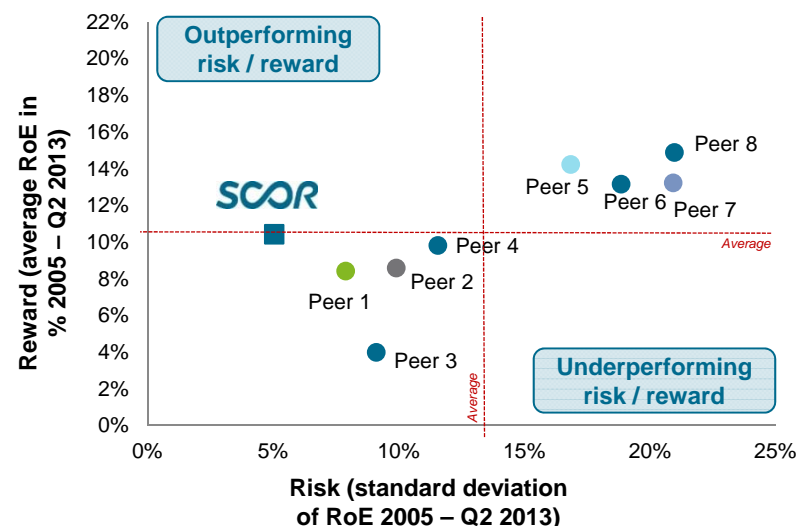
### SCOR in a few figures:

- ❑ 5<sup>th</sup> largest reinsurer in the world
- ❑ € 32 billion balance sheet
- ❑ € 4.7 billion market cap as of 27/08/13
- ❑ ~4 000 institutional clients
- ❑ € 4.7 billion NAV as of 30/06/13
- ❑ More than 20 600 shareholders
- ❑ 6 Hubs with 37 offices worldwide
- ❑ € 10.9 billion GWP for 2013E pro-forma<sup>1)</sup>
- ❑ A+ rating

### SCOR has a unique strategy in the reinsurance industry based on:

<b>Consistency, performance and transparency</b>	<ul style="list-style-type: none"> <li>❑ 3-year plans delivered since 2002</li> <li>❑ 4 strategic cornerstones: <i>strong franchise, high diversification, robust capital shield and controlled risk appetite</i></li> <li>❑ High return to shareholders with a strong and consistent dividend policy</li> </ul>
<b>A unique business mix</b>	<ul style="list-style-type: none"> <li>❑ Optimal ~50/50 Life and P&amp;C balance</li> <li>❑ In Life, pure biometric risk (no annuities)</li> <li>❑ Highly diversified P&amp;C portfolio with relatively less Cat exposure compared to peers, notably for peak perils/regions</li> </ul>
<b>Optimal management of its business assets</b>	<ul style="list-style-type: none"> <li>❑ Strong ERM across the Group worldwide</li> <li>❑ Prudent asset management</li> <li>❑ Comprehensive retrocession strategy</li> <li>❑ Ability to attract and retain key talents</li> </ul>

### SCOR maximizes profitability and minimizes volatility whilst maintaining strong solvency



- ❑ SCOR has delivered the best risk-return performance among its peers since 2005, whilst increasing its rating over the same period from BBB+ to A+<sup>2)</sup>

## SCOR's value proposition originates from its capacity to optimally combine growth, profitability and solvency



Note: Peers in alphabetical order are Axis, Everest Re, Hannover Re, Munich Re, Partner Re, Renaissance Re, Swiss Re, XL Re  
 1) Pro-forma including Generali US for the full year 2013E  
 2) On S&P scale, see page 141 for details of the rating evolution under S&P, Moody's, AM Best and Fitch over the same period



# SCOR continuously enhances its competitive position

Growth

**SCOR grew by 12.3% per annum between 2010 and 2012 vs. 5.4% for its peers<sup>1)</sup>, driven by:**

Year	GWP (€ billions)
2010	6.7
2011	7.6
2012	9.5

Profitability

**Robust organic growth**

- Strengthened position with clients
- Selective expansion into new lines of business (e.g. Longevity) and new markets (e.g. Australia/NZ Life market in 2011, Lloyd's Channel 2015 Syndicate)
- Increased market share, partly thanks to rating upgrades

Solvency

**Selected external growth**

- Successfully integrated the biometric portfolio of **Transamerica Re** acquired in 2011, while expanding the talent pool of the Group
- SCOR to acquire Generali US reinsurance business and become the US Life reinsurance market leader

Growth

**Rebalancing from Europe towards the US & Rest of the World**

Region	2010	H1 2013
Europe	54%	43%
Americas	27%	38%
Asia-Pacific/ROW <sup>2)</sup>	19%	19%

Profitability

**Strong franchise in emerging markets**

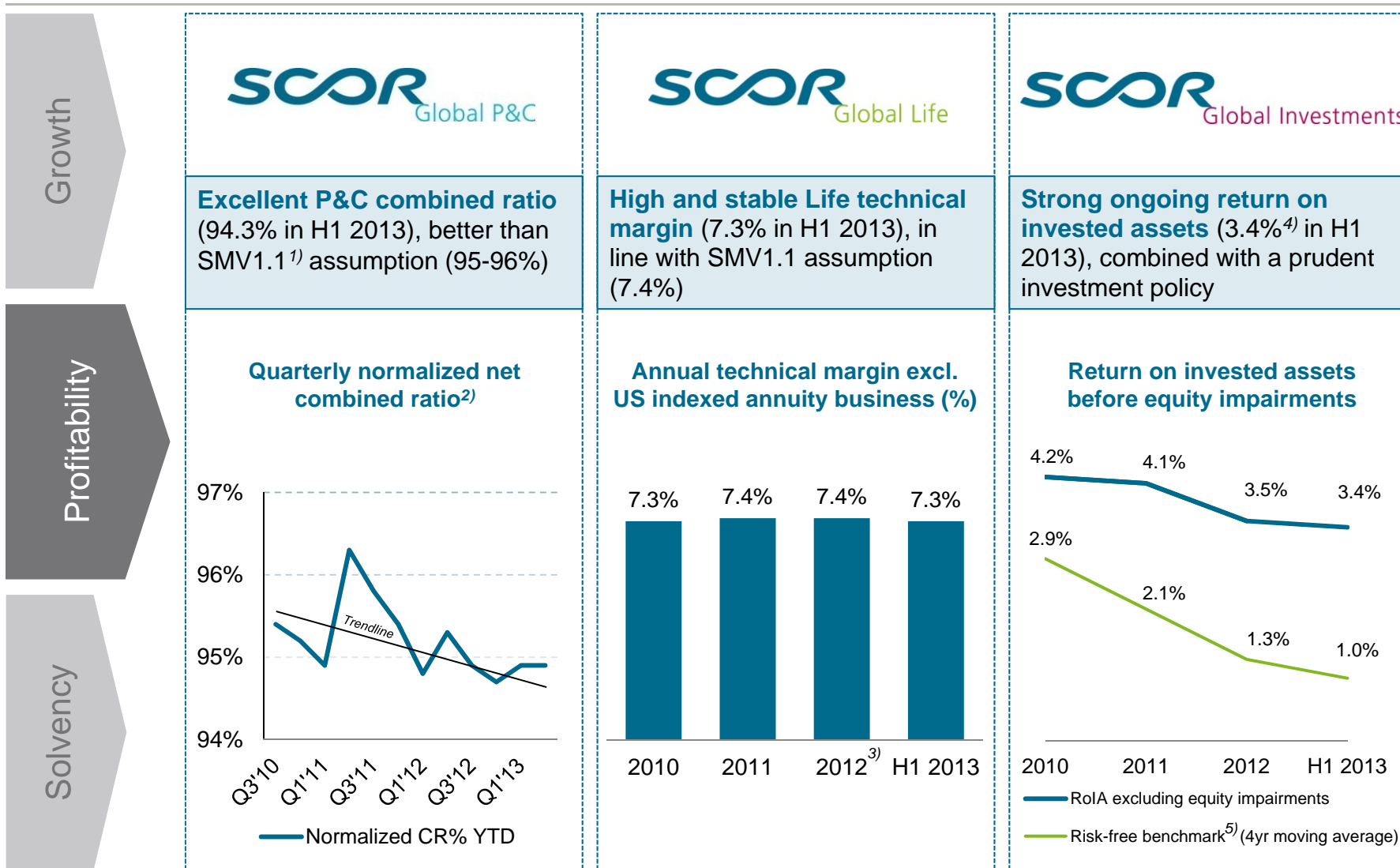
- SCOR opened a **South African** subsidiary in 2009, a SGL representative office in **Mexico** in 2011, a SGPC branch office in **Argentina** in 2012 and expanded its presence in **Brazil**
- SCOR was recently elected “Most Popular Foreign-Capital Insurance Company” in **China**<sup>3)</sup>



1) Average CAGR of the GWP growth between 2010 and 2012 for Hannover Re, Munich Re, Partner Re and Swiss Re  
 2) Rest of the World

3) This award, received at the fifth China International Insurance Summit, comes at a time when the Group has considerably strengthened its positions in China and in the Asia-Pacific region. SCOR and the Chinese market share a long history based on the continuity of relationships developed over 40 years of cooperation, with permanent SCOR representatives in China for almost 15 years

# SCOR drives its profitability through the Group's three engines



1) SMV1.1: Strong Momentum V1.1  
 2) The net combined ratio is obtained by calculating the difference between the cat budget and the actual cost of catastrophes (in %) and by normalizing reserve releases  
 3) Excluding 0.3pts of non-recurring items linked to GMDB run-off portfolio reserve release

4) Before equity impairments (2.5% after equity impairments)  
 5) The 4-year risk-free benchmark has been derived by calculating the average generic government bond yields for the respective years and weighting these as follows:

## SCOR has a strong solvency position

Growth

Profitability

Solvency

✓ **SCOR reinforces its capital position**

*Total IFRS capital in € billions (rounded)*

Period	Shareholders' equity	Subordinated debt	Total IFRS capital
H1 2010	4.2	0.5	4.7
H1 2013	4.7	1.2	5.9

- ❑ €521 million shareholders' equity increase between H1 2010 and H1 2013, after distribution of €627 million of dividends<sup>1)</sup>
- ❑ Controlled financial leverage of 19.3% in H1 2013 vs. 23% on average for peers<sup>2)</sup>

✓ **SCOR maintains a high level of solvency**

*in € billions (rounded) per Group Internal Model*

Category	Value (€ billions)
Available Capital (AC)	7.2
Buffer Capital (BC)	1.6
Solvency Capital Requirement (SCR)	3.2
<b>Total Available Capital</b>	<b>5.6</b> (Threshold capital <sup>3)</sup> )

2013E  
Incl. Generali US<sup>4)</sup>

Solvency ratio (AC/SCR) = 221%

- ❑ Generali US acquisition marginally decreases the Solvency Ratio (from 228% to 221%)
- ❑ 28% diversification benefit thanks to **optimal Life/Non-Life business mix**

✓ **SCOR's ratings have all been upgraded despite the financial crisis**

	FitchRatings	 M&B BEST <small>A - Excellent</small>	Moody's	STANDARD & POORS
2010	A	A/a	A2	A
2013	A+	A/a+ <sup>5)</sup>	A1	A+



1) Please see appendix, page 137 for more details  
 2) Hannover Re, Munich Re, Swiss Re as of H1 2013  
 3) The "threshold capital" was called "target capital" at previous IR Day disclosures

4) Subject to closing and regulatory approval. '2013 incl. Generali US' available capital includes additional (to be issued) hybrid debt  
 5) A.M. Best upgrades the Issuer Credit Ratings of SCOR SE and its main subsidiaries from "a" to "a+". The outlook for all ratings is stable

# SCOR achieves its Strong Momentum targets thanks to the execution of its 4 strategic cornerstones



		SM V1.1 <sup>1)</sup>	Actuals	
Targets	Solvency	AA level of security	AA level of security provided	✓
	ROE above Risk-Free-Rate (bps)	1 000	1 034 bps/932 bps (excl./incl. equity impairments) over RFR <sup>2)</sup>	✓ / ~
Assumptions	Gross written premium growth	~9%	12.3% (CAGR 2010-2012)	✓
	P&C normalized combined ratio	~95-96%	95% <sup>3)</sup>	✓
	Life technical margin	>~7.4%	>7.4% <sup>4)</sup>	✓
	Return on invested assets	~3.4%	3.4% <sup>5)</sup>	✓
	Tax rate	~22%	20.2% in H1 2013	✓
	Group cost ratio	~5%	5% in H1 2013	✓

<b>Strong Momentum initiatives</b>	<b>13 initiatives successfully launched over the plan, of which:</b> <b>P&amp;C:</b> (1) Moderately increase retentions over the plan; (2) Scale up Business Solutions; (3) Increase US Cat Business; (4) Access additional specialized business via U/W agencies; (5) Launch ILS risk transfer solutions for third parties; (6) Private deals; (7) Lloyd's syndicate Channel 2015; (8) Global Insurers targeting <b>Life:</b> (9) Develop strong foothold in Australia & New Zealand markets; (10) Entry into the UK longevity market; (11) Provide Solvency 2 - related solutions for clients <b>Investments:</b> (12) Provide asset management solutions to third parties; (13) Launch "Atropos" ILS fund	<b>2 initiatives postponed</b> <b>P&amp;C:</b> Expand Casualty portfolio underwriting ( <i>Pricing not in line with targeted profitability</i> ) <b>Life:</b> Support European pension funds ( <i>Regulatory uncertainties</i> )
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1) Strong Momentum V1.1  
 2) Based on average quarterly ROE since Q3 2010, on 3-month risk-free rate  
 3) Average quarterly CR since Q3 2010; normalized for variance to quarterly 6% cat budget and any reserve adjustment (see quarterly disclosures for details)  
 4) Average quarterly published Technical Margins since Q3 2010; normalized for IIC impact and GMD reserve releases  
 5) Average quarterly ROIA since Q3 2010, the average quarterly ROIA, excluding equity impairments since Q3 2010, stands at 3.8%

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## Macroeconomic uncertainties remain high

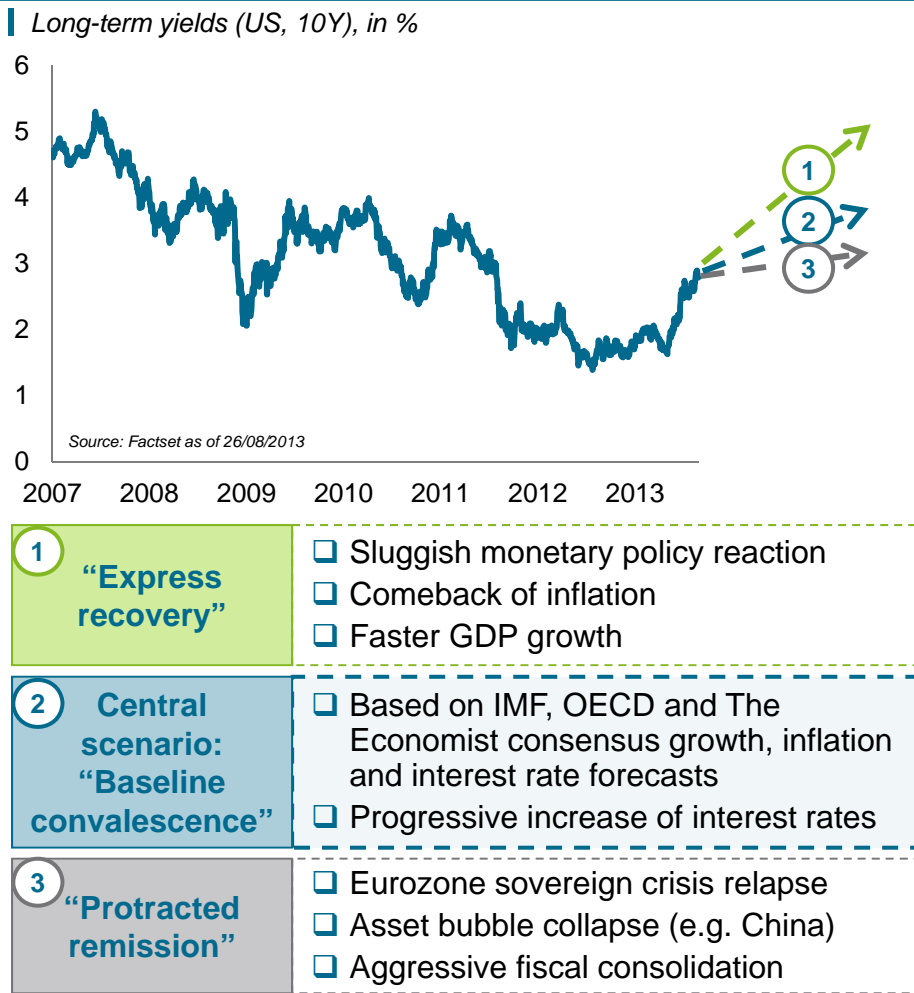
### The world economy is still not out of the woods

- Public and private deleveraging still ahead of us
- Eurozone barely out of recession, with high unemployment rate
- Subdued recovery in the US
- Emerging countries affected by sluggish world trade growth

### Central bankers are calling the shots

- Exit strategies from accommodative policies will be decisive:
  - If too fast, the monetary tightening could stifle post-convalescence expansion
  - Too slow a hike could cause a re-leveraging of the economy and inflationary pressures
- Meanwhile, asset prices (bonds and also equities) are ever more sensitive to central bank policies

### 3 scenarios were considered for Optimal Dynamics



## SCOR's three engines are well equipped to operate with various interest rate evolutions, with an upside when yields rise

### SCOR has built a balance sheet with a low sensitivity to interest rates

#### SCOR Global P&C

- ❑ **Low exposure to long-tail** business, which is the most sensitive to low interest rates or inflation
- ❑ **Disciplined underwriting** and focus on technical performance, with continued improvement of the attritional loss ratio

#### SCOR Global Life

- ❑ **Strong technical performance** with a focus on biometric risks
- ❑ **Very low MCEV sensitivity to interest rates**

#### SCOR Global Investments




- ❑ **Relatively short duration** of the fixed income portfolio (2.9 years at 30/06/2013) implying less sensitivity to interest rate variations
- ❑ Current positioning of the investment portfolio **maximizes degrees of freedom** for future choices

### SCOR is ready to benefit from yield increases

- ❑ **Significant variable bonds** bucket (€ 1.3 billion<sup>1)</sup> which will automatically adjust to an increase in yields
- ❑ € 0.8 billion<sup>1)</sup> of **inflation-linked bonds** and € 0.8 billion<sup>1)</sup> of **real estate investments** are ready to benefit should inflation increase together with interest rates
- ❑ **Rollover strategy** generating very high recurring financial cash flows (€ 5.8 billion<sup>1)</sup> over the next 2 years) which are available for reinvestment in bonds when interest rates rise

**Over the course of the plan, there will be a progressive redeployment towards longer-maturity bonds that are fully compatible with SCOR's enhanced ALM strategy for Optimal Dynamics**

## Regulatory evolutions pose challenges to the industry, but SCOR is well positioned to cope

	Challenges		SCOR is well positioned to cope
<b>Solvency II</b>	<ul style="list-style-type: none"> <li>❑ A satisfactory consensus for all parties might prove difficult to reach</li> <li>❑ Solvency II might be overly delayed, resulting in increased preparation costs</li> </ul>		<ul style="list-style-type: none"> <li>✓ SCOR is on track to be Solvency II-compliant, in line with its initial plan</li> <li>✓ SCOR would benefit from a full recognition of diversification gains</li> <li>✓ As SCOR does not reinsure financial risks, it is not directly impacted by current discussions on long-term guarantees</li> <li>✓ SCOR has already delivered its state-of-the-art Group Internal Model to supervisors</li> <li>✓ SCOR stands ready to provide capital relief solutions</li> </ul>
<b>Systemic risk</b>	<ul style="list-style-type: none"> <li>❑ The Financial Stability Board might take a misguided approach when assessing the systemic status of reinsurers in July 2014</li> <li>❑ The designation of systemic reinsurers might distort fair competition (in both ways)</li> </ul>		<ul style="list-style-type: none"> <li>✓ SCOR is focused on traditional reinsurance (biometric risks on the Life side) and does not carry any business with potential systemic implications</li> <li>✓ The size of SCOR's balance sheet is well below that of banks or insurers that have been designated as systemic</li> </ul>
<b>ComFrame<sup>1)</sup></b>	<ul style="list-style-type: none"> <li>❑ The IAIS<sup>2)</sup> may add another layer of supervision including global capital standards</li> <li>❑ Without a truly comparable basis, level-playing field issues may arise</li> </ul>		<ul style="list-style-type: none"> <li>✓ Better coordination between supervisors for internationally active reinsurance groups might eventually benefit SCOR (subject to the final features of ComFrame)</li> </ul>



## The Optimal Dynamics plan will enhance SCOR's capacity to benefit from the main trends in the reinsurance industry

	SCOR is already well positioned...	... and will strengthen this advantage under the Optimal Dynamics plan
<b>Sustained demand for coverage of an expanding risk universe</b>	<ul style="list-style-type: none"> <li>❑ Superior ability to tap opportunities as a well-diversified global multiline reinsurer</li> <li>❑ Successful entry in the longevity market during the Strong Momentum plan</li> </ul>	<ul style="list-style-type: none"> <li>❑ Targeted expansion in selected segments of P&amp;C business</li> <li>❑ Extension of the longevity proposition resulting in sizeable growth: x2 by 2016</li> </ul>
<b>Solid growth prospects in emerging markets</b>	<ul style="list-style-type: none"> <li>❑ Longstanding presence and strong franchise in emerging markets</li> </ul>	<ul style="list-style-type: none"> <li>❑ Significant profitable growth in emerging markets</li> </ul>
<b>Concentration dynamic in the (re)insurance industry</b>	<ul style="list-style-type: none"> <li>❑ Preferred partner status with many global insurers placing SCOR in a strong position to benefit from consolidation in the insurance industry</li> <li>❑ Consolidation in the Life reinsurance industry, resulting in strong competitive position</li> </ul>	<ul style="list-style-type: none"> <li>❑ Increased market share with global insurers over the plan</li> <li>❑ SCOR to become the leader in the US Life reinsurance market thanks to the acquisition of Generali US reinsurance business</li> </ul>
<b>Needs from cedents for financial solutions</b>	<ul style="list-style-type: none"> <li>❑ SCOR successfully executed capital relief deals during the Strong Momentum plan</li> </ul>	<ul style="list-style-type: none"> <li>❑ Strengthening of SCOR Global Life's offering on the financial solutions segment: ~17% growth per annum over the plan period</li> </ul>
<b>Increasing convergence with capital markets</b>	<ul style="list-style-type: none"> <li>❑ Highly diversified portfolio with comparatively low dependence on pure Cat (~10% of P&amp;C GWP)</li> <li>❑ Enhanced retrocession strategy with capital market support</li> <li>❑ Successful launch of Atropos<sup>1)</sup> ILS fund</li> </ul>	<ul style="list-style-type: none"> <li>❑ Decision to issue an extreme mortality instrument to protect SCOR against pandemic risk</li> <li>❑ Launch of two new "Atropos" ILS funds</li> <li>❑ Structuring of ILS solutions as a transformer</li> </ul>

## IR Day 2013, Optimal Dynamics

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# Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy

## SCOR Two targets for the Optimal Dynamics plan

### Profitability (ROE) Target

1 000 bps above risk-free<sup>1)</sup>  
rate over the cycle

### Solvency Target

Solvency ratio<sup>2)</sup> in the  
185% - 220% range

### SCOR's dividend policy unchanged

- ❑ SCOR aims to remunerate shareholders through cash dividends
- ❑ If relevant, SCOR does not exclude other means
- ❑ Overall the Board will aim to maintain a minimum dividend payout of 35% over the cycle, while aiming for low volatility in the dividend per share (DPS) from year to year

	'08	'09	'10	'11	'12
Payout %	45%	48%	48%	62%	53%
DPS (€)	0.80	1.00	1.10	1.10	1.20

1) "Risk-free rate" is based on 3-month risk-free rate

2) As per the Group Internal Model; it is the ratio of Available Capital over SCR (Solvency Capital Requirements); see page 21 for further details

## Focus on technical profitability, operational excellence and optimized capital management result in solid returns for investors

SCOR focuses on technical profitability and operational excellence over the course of the plan. Key assumptions:			SCOR further optimizes its capital management		
<b>P&amp;C Combined ratio</b>	~93-94%	Supported by continued active portfolio management	<input type="checkbox"/>	<b>Maintains high diversification benefit</b> thanks to an optimal split between Life and P&C (54%/46% GWP split expected for 2016)	
<b>Life Technical margin</b>	~7%	Aligned with new business mix (combination of Protection, Longevity and Financial Solutions)	<input type="checkbox"/>	<b>Focuses on disciplined pricing</b> based on return on allocated capital	
<b>Return on invested assets</b>	>3% by 2016 <sup>1)</sup>	Upside potential thanks to the current positioning of the investment portfolio and its progressive rebalancing	<input type="checkbox"/>	<b>Allocates capital where SCOR has an edge</b> , focused on the liability side (e.g. selective increase of Cat capacities and optimization of retrocession)	
<b>Tax rate</b>	~22%	Unchanged	<input type="checkbox"/>	<b>Optimizes capital structure</b> , supported with hybrid debt and contingent capital	
<b>Average Group cost ratio</b>	~4.8%	Thanks to continuous improvement in productivity and operational efficiency while actively investing in the future	<input type="checkbox"/>	Investment strategy <b>optimizes the impact of interest rate increase</b> on the solvency of the Group	
<b>Growth</b>	7% organic	Subject to profitability conditions	<input type="checkbox"/>	Optimizes capital allocation to the investment portfolio and within the <b>investment portfolio</b>	
			<input type="checkbox"/>	<b>Enhances capital fungibility</b> thanks to efficient collateral management, internal retrocession and widespread use of branches, facilitated by the <i>Societas Europaea</i> status	

**1 000 bps over risk-free<sup>2)</sup> profitability target over the cycle and Solvency Ratio<sup>3)</sup> in the 185% - 220% range**

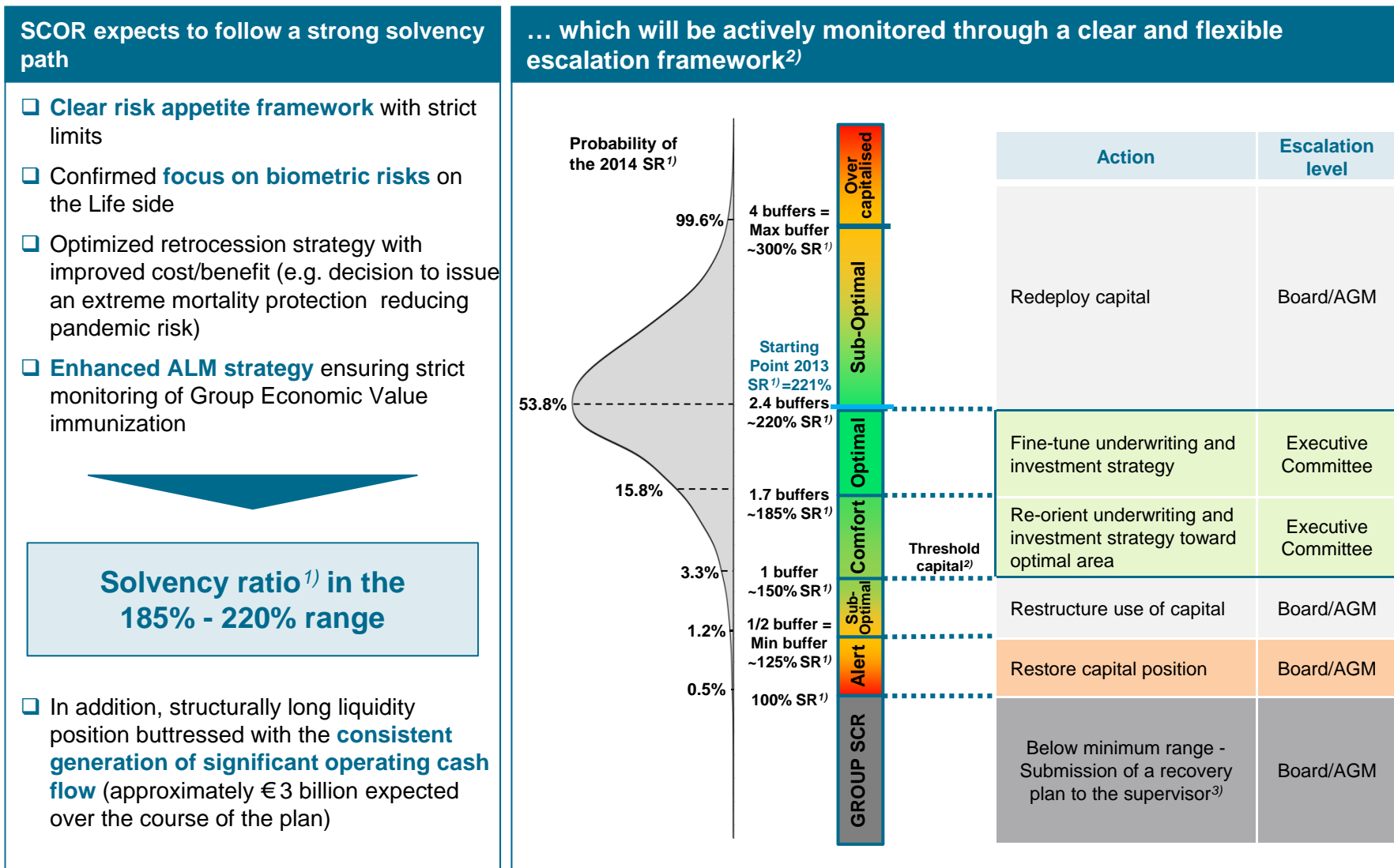


1) Excluding funds withheld

2) Definition of "risk-free rate" is based on 3-month risk-free rate

3) As per the Group Internal Model; it is the ratio of Available Capital over SCR (Solvency Capital Requirements); see page 21 for further details

# SCOR optimizes its solvency & profitability within a strong and innovative capital management policy



Note: Please see page 116 for more details

1) As per Group Internal Model, ratio of Available Capital over SCR

2) The "threshold capital" was previously called "target capital"

3) When Solvency II comes into force - Article 138 of the Solvency II directive

## With Optimal Dynamics, SCOR expects to pursue its profitable growth<sup>1)</sup> trend

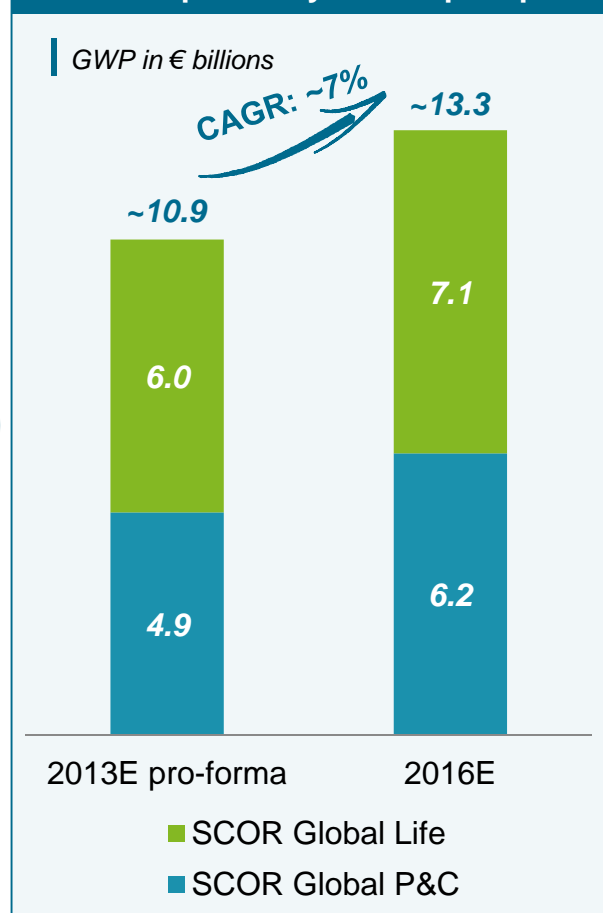
### SCOR Global P&C

- ❑ **Is a preferred partner to chosen clients**, thanks to its superior expertise, consistent underwriting policy and continuity in terms of business relationships
- ❑ **Upscales its core reinsurance business** (focus targeting on Global Insurers, targeted development of US Specialty Casualty, expansion in emerging markets)
- ❑ **Further develops alternative business platforms**: large corporate business platform, Channel 2015 Lloyd's syndicate, ILS transformations
- ❑ **Uses Cat capacity and retrocession as a strategic leverage tool** (Improvement of cat capacity competitiveness, optimization of retrocession strategy)

### SCOR Global Life

- ❑ **Leverages on its market leader position** in many countries
- ❑ **Becomes leader on the US reinsurance market**
- ❑ **Continues to build its Protection business** by enhancing its competitive advantages (expertise including newer key products, value-added solutions, data and close relationships with clients)
- ❑ **Extends its Longevity proposition** and achieves sizeable growth: x2 by 2016
- ❑ **Strengthens its offering on the financial solutions** segment: ~17% growth per annum over the plan period

### SCOR organic growth<sup>1)</sup> assumption over the Optimal Dynamics plan period



## IR Day 2013, Optimal Dynamics

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- 1** Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy
- 2** SCOR Global P&C is well positioned to continue its profitable growth trend
  - 2.1 - 2008-13 SGPC's track record and key achievements
  - 2.2 - Strategic and operational positioning: offering the most suitable partnerships to chosen clients
  - 2.3 - Next 3-year strategic directions for the business
  - 2.4 - 2013-16 expected business development and financial contribution
- 3** SCOR Global Life continues to grow profitably reinforcing its leadership and client relationships
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# IR Day 2013, Optimal Dynamics

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2

**SCOR Global P&C is well positioned to continue its profitable growth trend**

**2.1 - 2008-13 SGPC's track record and key achievements**

**2.1.1 - Growth and profitability**

**2.1.2 - Increased market power and improved portfolio quality**

**2.1.3 - Efficient monitoring tools, controls and processes**

**2.2 - Strategic and operational positioning: offering the most suitable partnerships to chosen clients**

**2.3 - Next 3-year strategic directions for the business**

**2.3.1 – Up-scaling of the core reinsurance business**

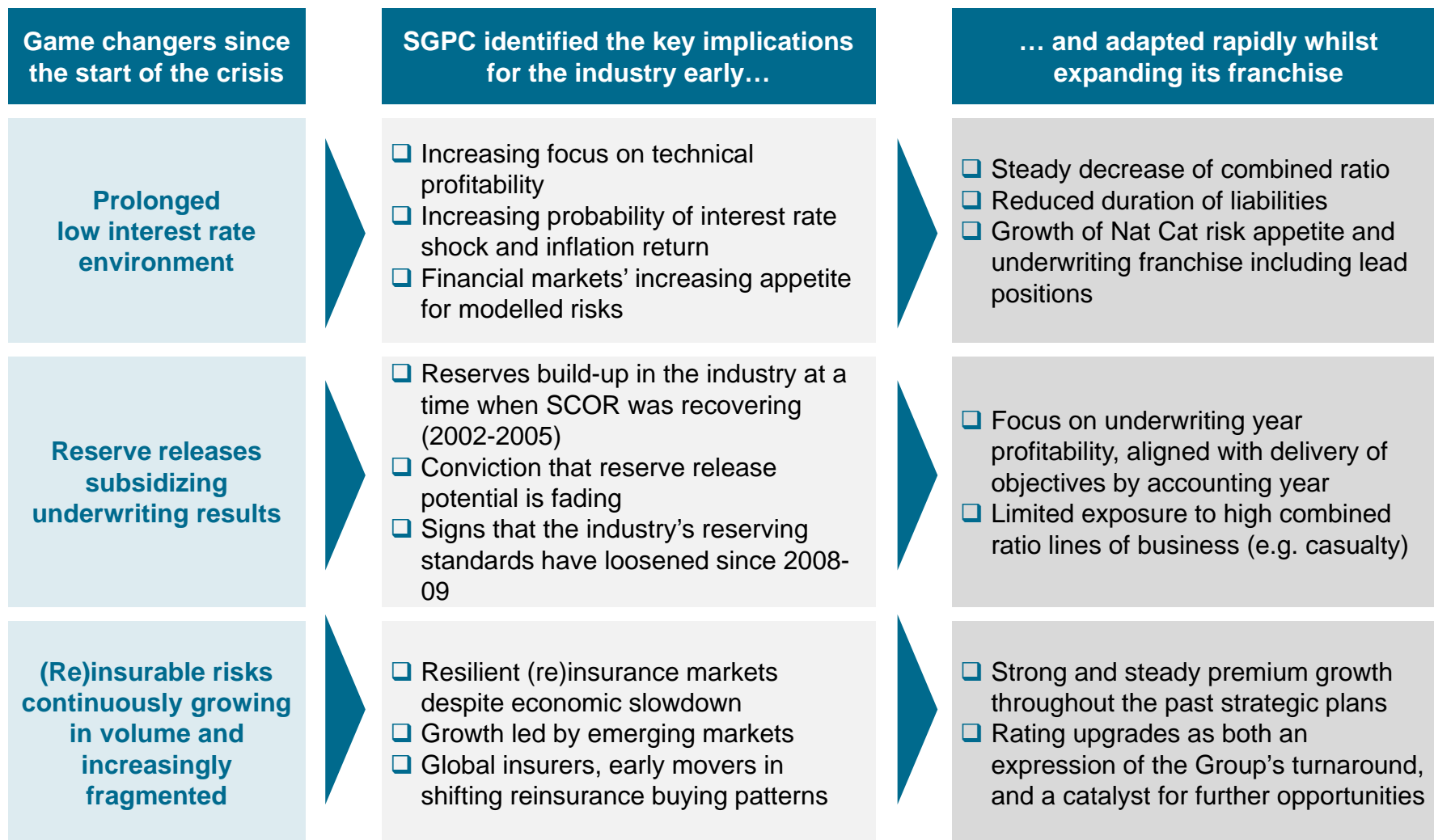
**2.3.2 – Further develop alternative and complementary business platforms**

**2.3.3 – Cat capacity and retrocession as a strategic leverage tool**

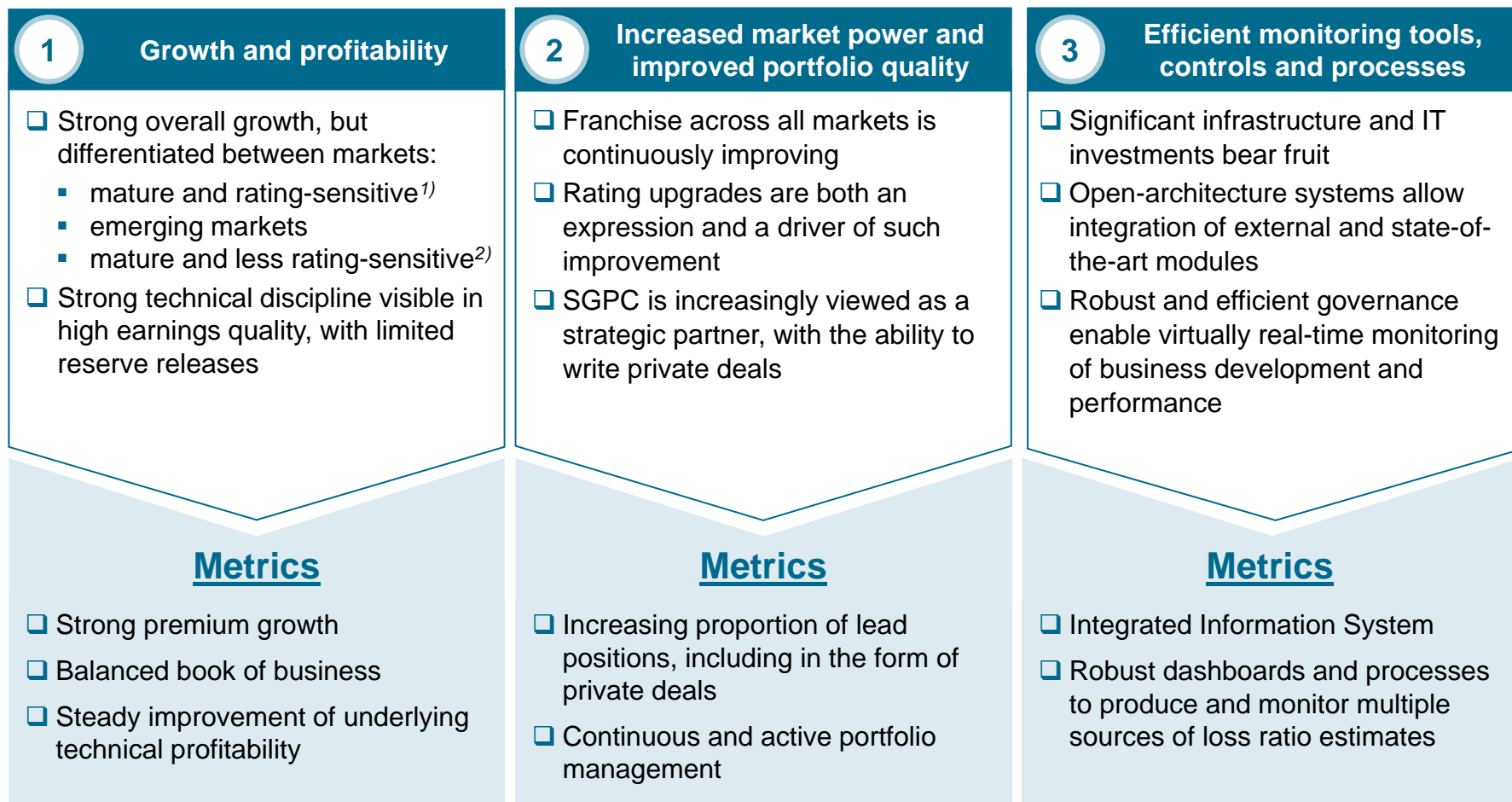
**2.4 - 2013-16 expected business development and financial contribution**



## SCOR detected the early signs of the changing environment in good time and SGPC quickly adapted to the prolonged financial and economic crisis



# SGPC has consistently delivered on three key performance indicators over the past four strategic plans



1) USA, Scandinavia, UK and Australia

2) Main countries: Austria, Belgium, Bermuda, Canada, Czech Republic, France, Germany, Greece, Iceland, Ireland, Israel, Italy, Japan, South Korea, Luxembourg, Netherlands, New Zealand, Portugal, Slovakia, Spain, Switzerland

# 1 Since 2008, SGPC has experienced strong growth, purely organic and differentiated between markets ...



□ SGPC premiums grew at a compounded annual organic growth rate of +9% over 2008-2013, and by 10% over 2010-2013, slightly above **Strong Momentum strategic plan assumptions of ~9% growth per annum**

□ These **growth rates were witnessed**

- **across most lines of business** – therefore, the balance between the key business drivers remained stable
- **across most markets**, but with a differentiation between mature rating-sensitive<sup>1)</sup>, emerging and mature less rating-sensitive<sup>2)</sup> markets

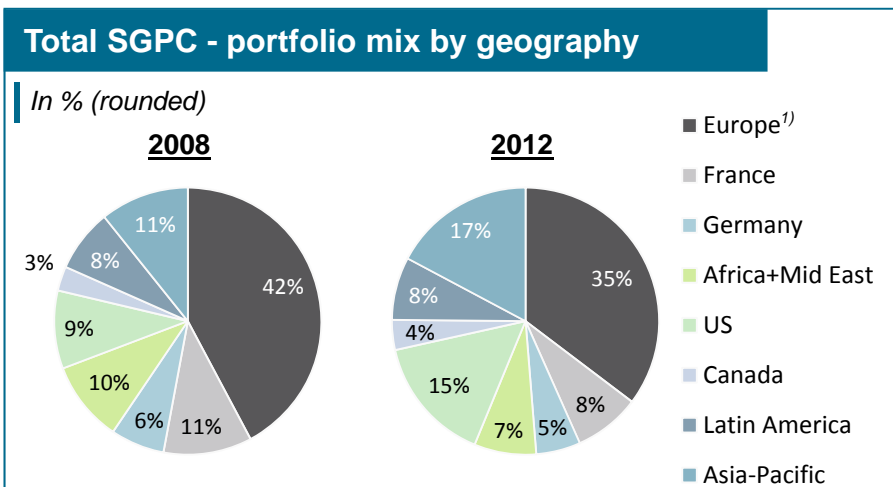
□ Last P&C acquisition was in 2007 (Converium) and since then **growth has been organic only**

Market type	2008 – 2012 CAGR
Mature rating-sensitive markets <sup>1)</sup>	17%
Emerging markets	12%
Mature less rating-sensitive markets <sup>2)</sup>	5%

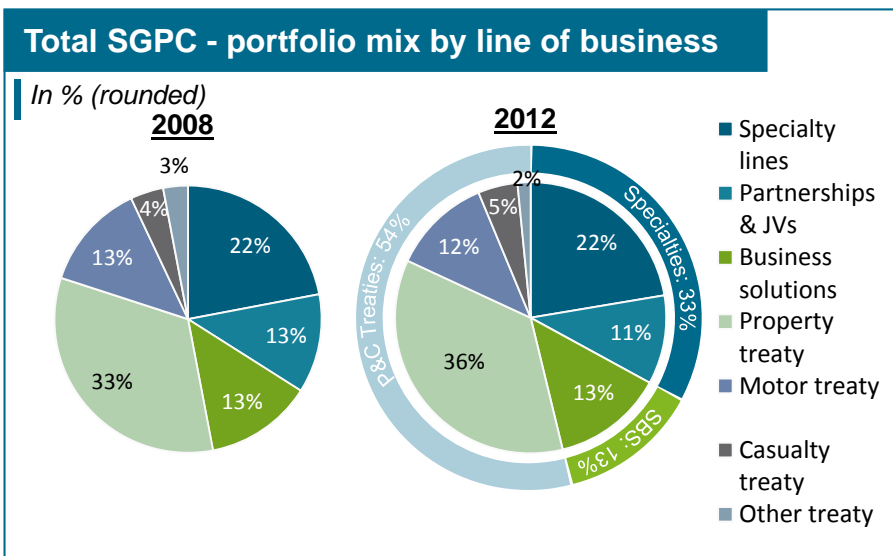
1) USA, Scandinavia, UK and Australia

2) Main countries: Austria, Belgium, Bermuda, Canada, Czech Republic, France, Germany, Greece, Iceland, Ireland, Israel, Italy, Japan, South Korea, Luxembourg, Netherlands, New Zealand, Portugal, Slovakia, Spain, Switzerland

# 1 ... leading to an increasingly diversified business mix, well spread across business lines and geographical areas



- Growth since 2008 leading to **greater geographical diversification**
  - Asia-Pacific increasing from 11% to 17% with enlarged contribution of private deals and following strong insurance growth
  - US share increasing from 9% to 15%, fully benefiting from successive rating upgrades over the period
  - Consequently Europe's share decreasing from 59% to 48%

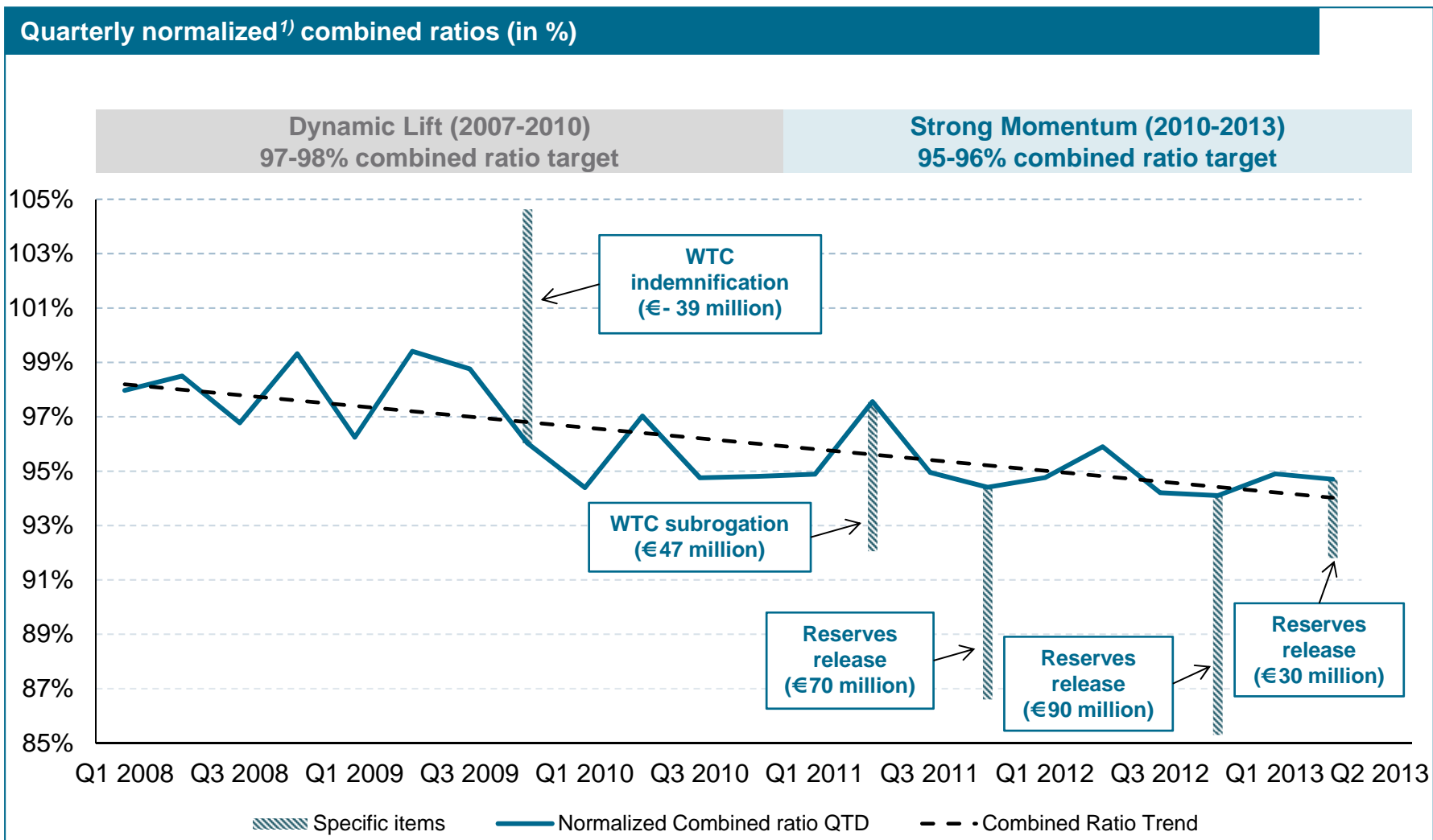


- **Stable and diversified portfolio mix by line of business**
  - Partnership & JV shares decreasing over the period, due to MDU<sup>2)</sup> contract termination, offset by LRA<sup>2)</sup> and Channel 2015<sup>2)</sup> developments

1) Excludes France and Germany

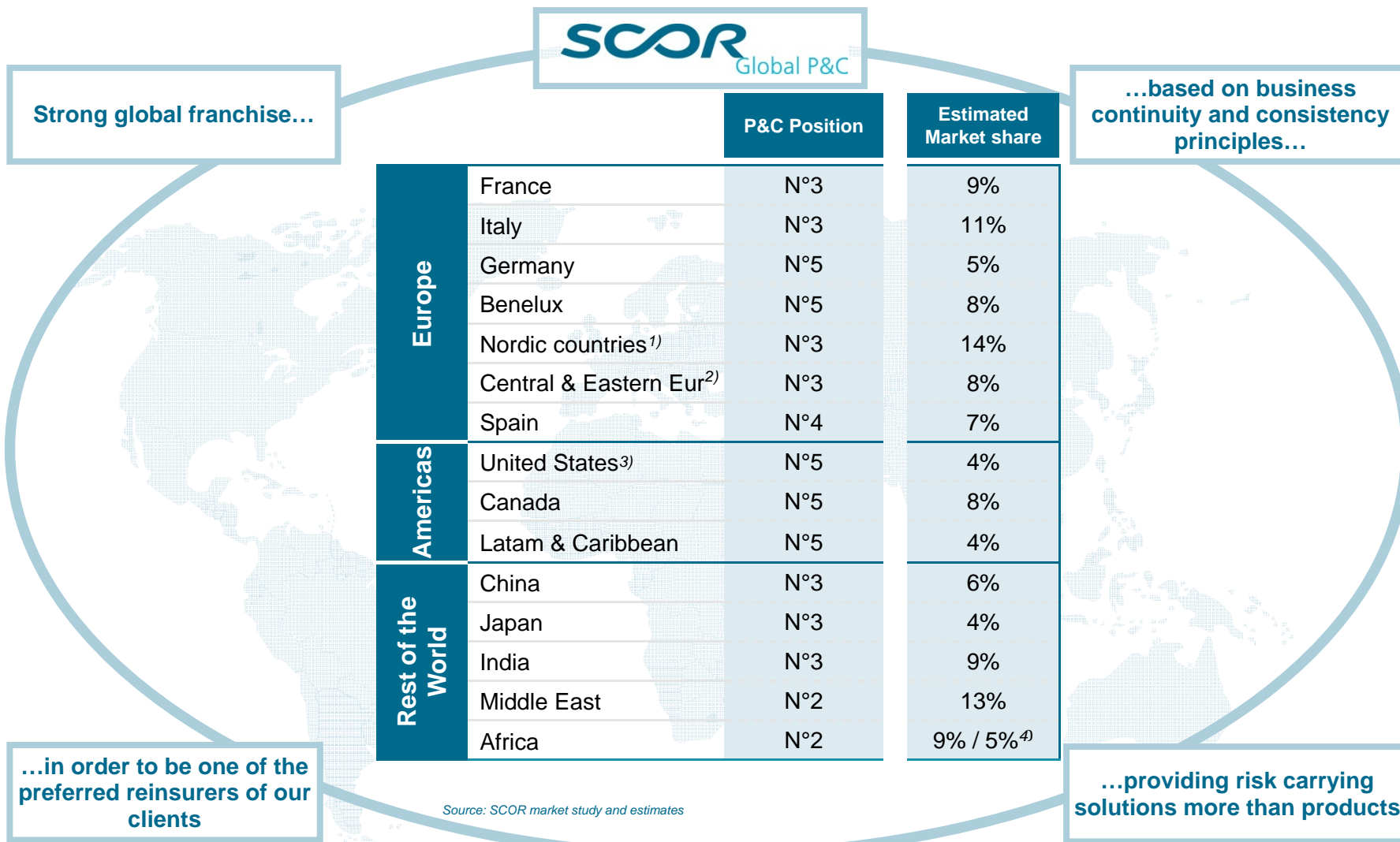
2) MDU (Medical Defence Union) – LRA (La Réunion Aérienne) – Channel 2015 (Lloyd's Syndicate)

# 1 Thanks to active portfolio management, SGPC's normalized<sup>1)</sup> combined ratio is trending down



1) Normalized from WTC one-off impacts and reserve releases, with Cat ratio at 6% as per budget

## 2 SCOR Global P&C is positioned among the Top-5 global Reinsurers



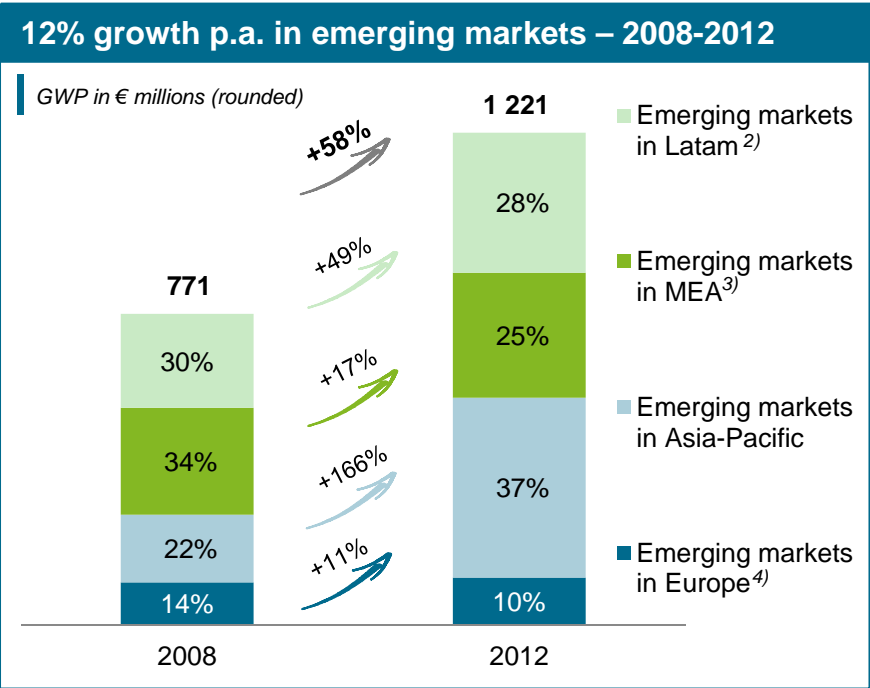
## 2 SCOR Global P&C's franchise both deepened and broadened

**- Deepened -  
Increased market leadership**

- Ability to lead, provide technical assistance, claims management and servicing to its clients
- Preference for long-term and mutually beneficial relationships

**- Broadened -  
Global reach well rooted in emerging markets**

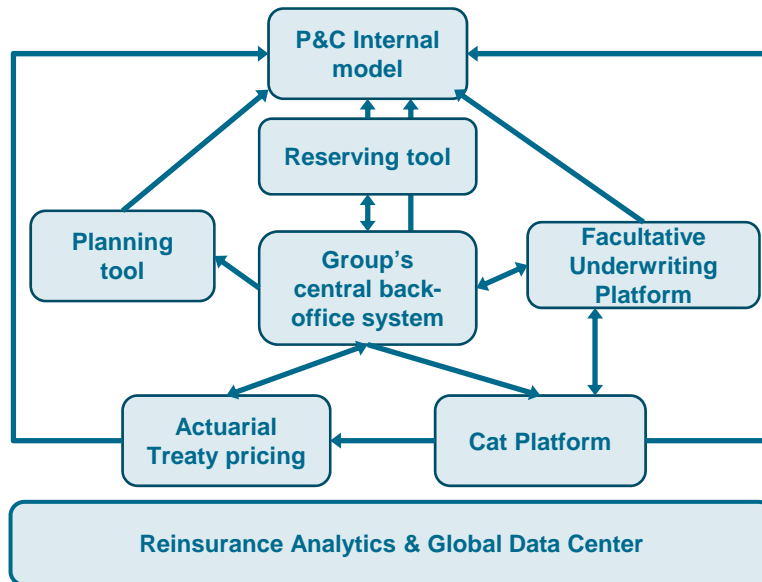
- Leading player in emerging markets, leveraging on the Group's network and capabilities
- Proven track record of strategic partnerships and reputation of knowledge transfer and services to cedents



1) P&C Treaties and Specialty Treaties  
 2) Latin America, Central America and Caribbean  
 3) Middle East and African continent (including South Africa)  
 4) Europe includes countries in the CIS and Central and Eastern Europe

### 3 SCOR Global P&C uses an integrated Information System, with a modular structure, thereby increasing efficiency and productivity

#### SGPC Information System overview



Implementation dates:

- ❑ Planning tool: 2009
- ❑ Actuarial Treaty pricing: 2010 - 2011
- ❑ Cat Platform: 2012-2014
- ❑ Facultative Underwriting Platform: 2013-2014
- ❑ Re-engineering of the central back-office system: 2013-2015

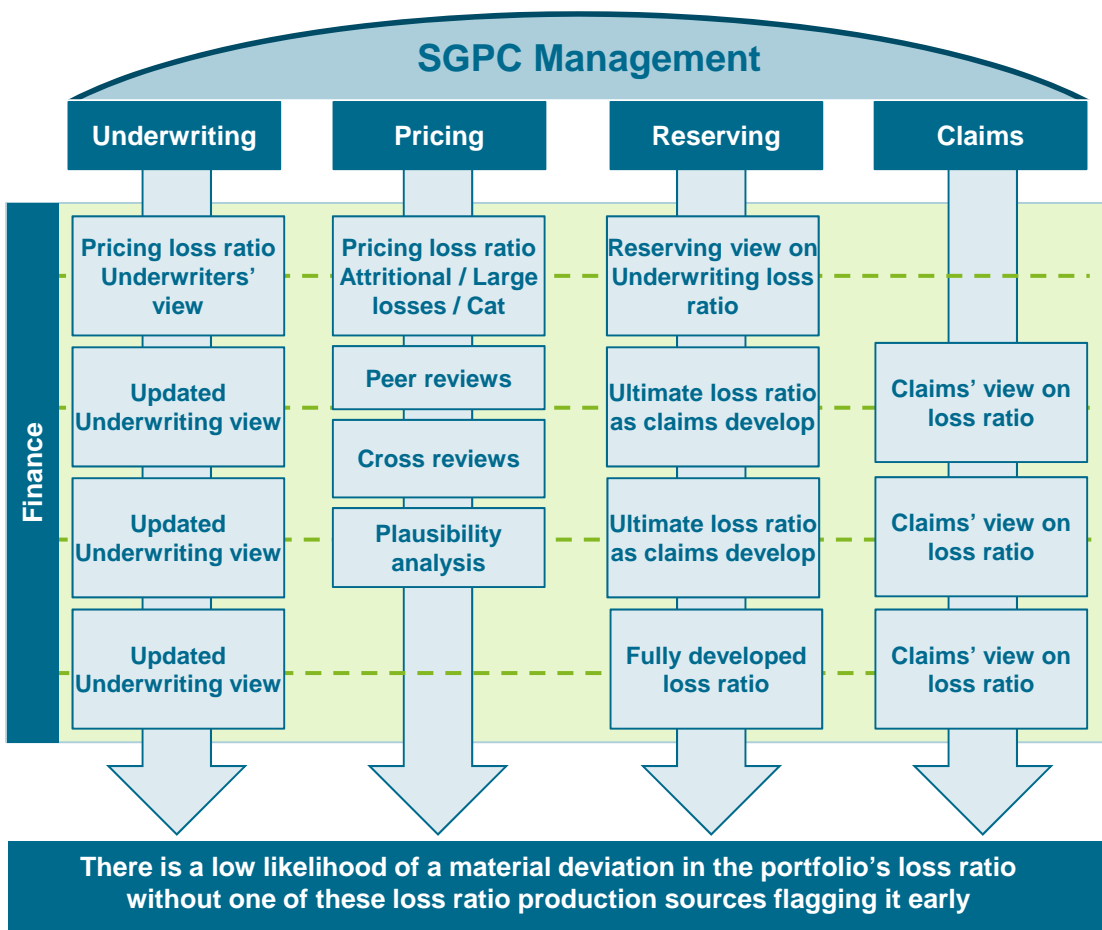
#### SGPC Integrated Information System

- ❑ SGPC has consistently developed a comprehensive IT infrastructure based on a single system, incorporating an increasing number of analytical capabilities
- ❑ **This continuous evolution** and transformation meet the need for a **uniform and integrated approach** to all tools forming part of the System, in order to satisfy:
  - Management needs
  - Regulatory demands
  - Rating agency requirements
  - Financial market expectations
- ❑ Analysis and reporting based on high data quality for:
  - Anticipation by **detecting trends**
  - **Dynamic cycle and portfolio management** thanks to the availability of real time consolidated information
  - **Increased efficiency and productivity** thanks to process automation with seamless links between tools



3

## Increased visibility from multi-disciplinary inputs and management supervision in the planning, budgeting and monitoring processes



### SGPC's profitability monitoring

- ❑ There are **four key sources** of **Loss Ratio estimates**, producing estimates at various points in time, over the lifespan of the individual contracts and portfolios
- ❑ SGPC produces regular dashboards and reviews to track trends, verify assumptions, and **identify early signs of deviations**
- ❑ These various sources are in constant dialogue, feeding one into the other, under the **supervision** of the finance team and SGPC management, thus ensuring the **consistency** and **reliability** of estimates over time
- ❑ This continuous checking process allows greater visibility, and minimizes the chances of deviations remaining undetected without **corrective** or **mitigating actions** being taken

# IR Day 2013, Optimal Dynamics

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## SGPC conducted an in-depth analysis of industry dynamics which confirms its operational directions and strengthens its competitive positioning

### Key steps in building SGPC's strategic plan

- ❑ SGPC's directions for Optimal Dynamics are the result of a broad-based and in-depth process:
  - Back in 2011, **SGPC conducted a strategic study in partnership with Aston Business School<sup>1)</sup>**
  - The preparation process of Optimal Dynamics **involved all SGPC senior partners across businesses and functions** (~ 80 or 10% of total headcount), over close to 18 months
  - **Assumptions and data was tested and verified by external parties** and selected (re)insurance consultants
  
- ❑ The Aston Business School analysis concludes in a synthetic manner that (re)insurance industry dynamics are shaped by the Offer and Demand between:

**6 types of reinsurers /  
reinsurance provision  
business models**

**5 types of cedents /  
reinsurance buying  
policies**

with an influence from capital markets that increasingly needs to be factored-in

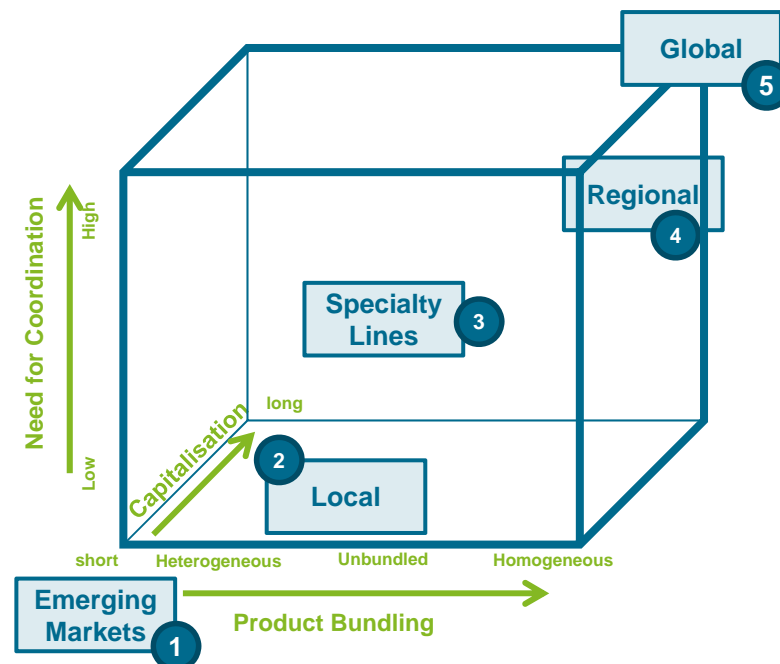
### SGPC's strategic vision

- ❑ As a global multi-line reinsurer, the 2 key success factors lie in the ability to:
  - **be best in class provider to selected target clients within the 5 types of reinsurance buyer**
  - **respond to the increasing demand for tailor-made partnerships, driven by global insurers and rapidly expanding to the most successful cedents from the emerging markets and regions**
  
- ❑ **SGPC is one of the very few players in the industry to:**
  - **be able to adapt and to meet the needs of all types of cedents**
  - **have the culture and structure to offer genuine partnerships**

## Cedents can be broadly divided into five categories when they purchase reinsurance covers

### 3 key parameters define the five categories of cedents

- ❑ **Product Bundling:** cedents might look differently to tailor reinsurance covers to specific risks:
  - heterogeneous: various, unrelated lines of business included in a single treaty (“Bouquet”)
  - unbundled: tailoring reinsurance covers for specific risks
  - homogeneous: pooling similar risks across geographies (e.g. “SuperCat” covers)
- ❑ **Capitalisation:** the level of cedents’ capitalisation and the fungibility of their capital influence their reinsurance needs
- ❑ **Need for coordination:** for insurers with widespread presence, across geographies and lines of business



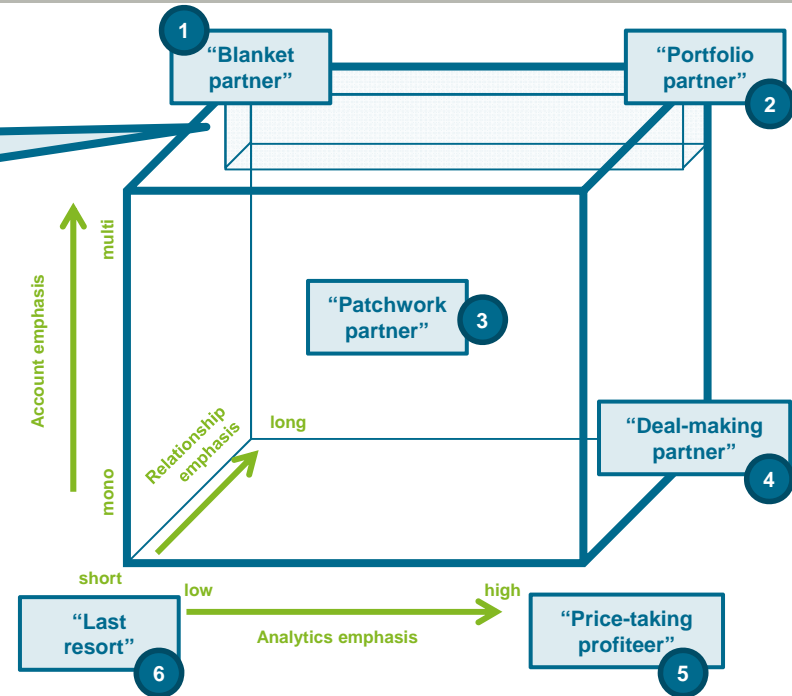
### Cedents can broadly be divided into 5 categories<sup>1)</sup>

- 1) **Emerging Markets:** are less likely to have a highly diversified or complex portfolio of risks, as many products are not in demand in the primary market
- 2) **Local buyers:** cedents that retain strong domestic market affiliation and usually purchase local covers as standalone programmes
- 3) **Specialty Lines:** cedents that are only in specialty areas, such as credit and surety, agriculture, marine or aviation
- 4) **Regional:** cedents that have extended beyond their domestic market to include surrounding regions, leading them to buy regional rather than predominantly local risk covers
- 5) **Global:** cedents proving full product range across geographies

# Reinsurers can be broadly divided into six categories in their offerings to cedents

**SGPC's playing field:**  
 1. Blanket partner in emerging markets  
 2. Portfolio partner in mature markets

- Reinsurers can be characterized by 3 parameters**
- ❑ **Account Emphasis:** mono-line versus multi-line, a key measure for business lines diversification
  - ❑ **Relationship Emphasis:** focus on short or long-term, within, or throughout the cycle
  - ❑ **Analytics emphasis:** measures the quantitative analytics capabilities, information systems infrastructure



## Reinsurers can broadly be divided into 6 categories<sup>1)</sup>

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>1 <b>“Blanket partner”</b>: Diversified reinsurers, writing multi-territory, multi-line, short and long tail business</li> <li>2 <b>“Portfolio partner”</b>: same as “Blanket partner”, but with an increased focus on analytics capabilities</li> <li>3 <b>“Patchwork partner”</b>: Reinsurers structured as line underwriters, writing multiple classes of business</li> </ul> | <ul style="list-style-type: none"> <li>4 <b>“Deal-making partner”</b>: Largely mono-line Cat reinsurers with significant capital</li> <li>5 <b>“Price-taking profiteer”</b>: Mono-line Cat reinsurers with strong cycle management</li> <li>6 <b>“Last resort”</b>: not a business model in itself. Can be short-term, opportunistic business underwriting</li> </ul> |
|---|---|

1) Source: “Beyond borders: Charting the changing global reinsurance landscape”, September 2012. Paula Jarzabkowski & Team, Aston Business School; SCOR Analysis

# SCOR Global P&C's preferred playing field is to operate either as a portfolio or a blanket partner, depending on markets and cedents

SCOR is able to adopt the best positioning depending on the type of cedent

Reinsurer types	Cedent types				
	Global	Regional	Local	Emerging	Specialty
1 "Blanket Partner"	x	✓✓	✓✓✓✓	✓✓✓✓	x
2 "Portfolio Partner"	✓✓✓✓✓	✓✓✓✓	✓✓✓	✓✓	✓✓✓✓
3 "Patch-work Partner"	✓	✓✓✓	✓✓✓✓✓	✓✓	✓✓✓✓
4 "Deal-Making Partner"	✓✓✓	✓✓✓✓✓	✓✓✓	x	x
5 "Price-taking Profiteer"	✓✓	✓✓✓✓	✓✓	x	x
6 "Last resort"	☐	☐	☐	☐	☐

## SCOR Global P&C identifies a number of strengths and growth opportunities, subject to profitability

	SCOR	Global multi-line reinsurers <sup>2)</sup>	Expected trend for SCOR
Group's Share of P&C premiums	45%	65%	↗
Contribution of investment income <sup>1)</sup>	8%	16%	↗
P&C Cost Ratio	5.6%	6.2%	↘
Share of Insurance vs. Reinsurance	13%	14%	↗
Premium Retention	90%	94%	↗
Combined Ratio Target	94-95%	94%	↘
Risk appetite: 1/200 PML as % of Equity	10%	16%	↗
Weight of Pure Cat XS Premium	10%	12%	↗
Share of casualty business	5%	17%	↗

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# IR Day 2013, Optimal Dynamics

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2

**SCOR Global P&C is well positioned to continue its profitable growth trend**

**2.1 - 2008-13 SGPC's track record and key achievements**

**2.2 - Strategic and operational positioning: offering the most suitable partnerships to chosen clients**

**2.3 - Next 3-year strategic directions for the business**

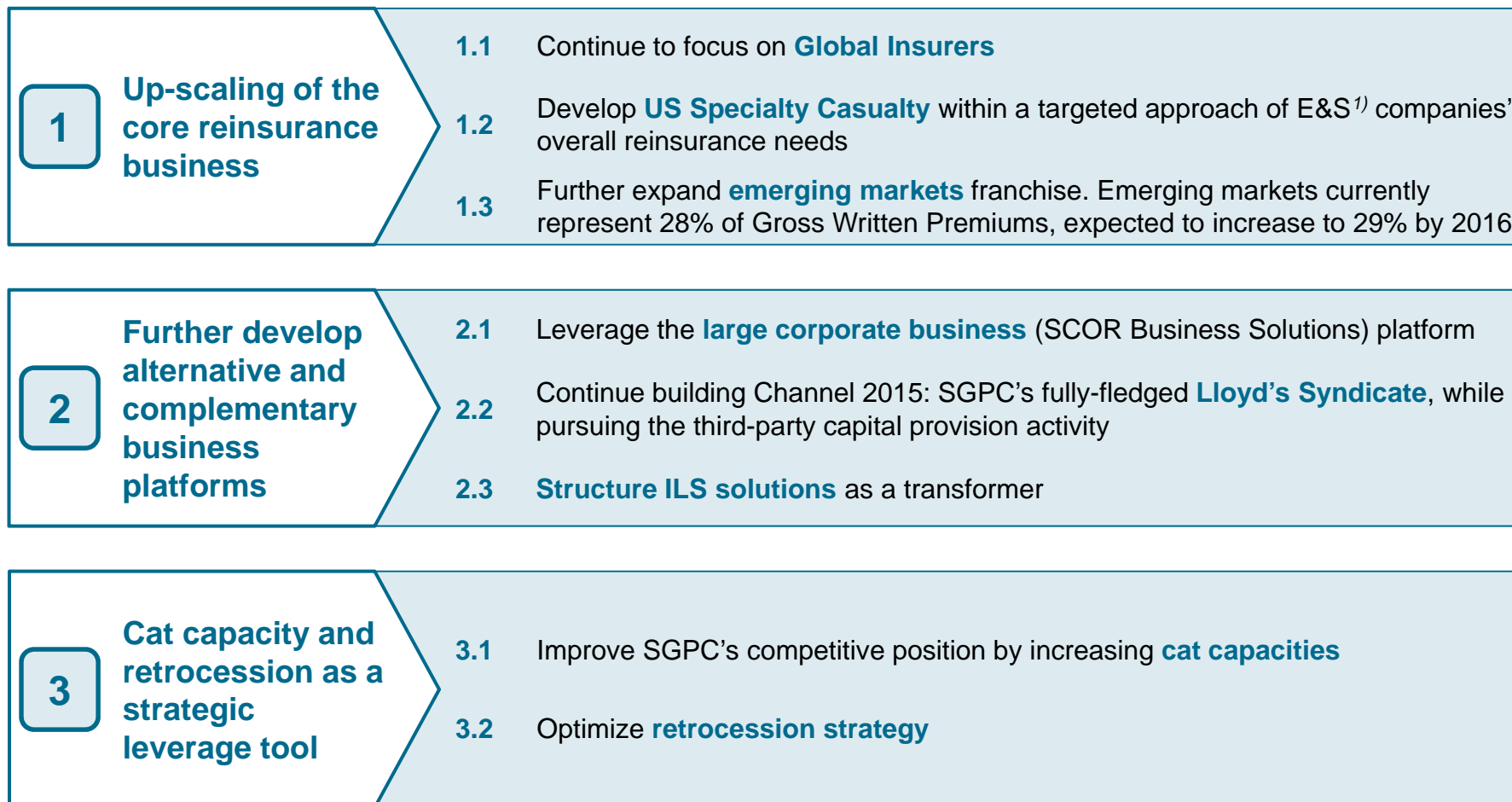
**2.3.1 – Up-scaling of the core reinsurance business**

**2.3.2 – Further develop alternative and complementary business platforms**

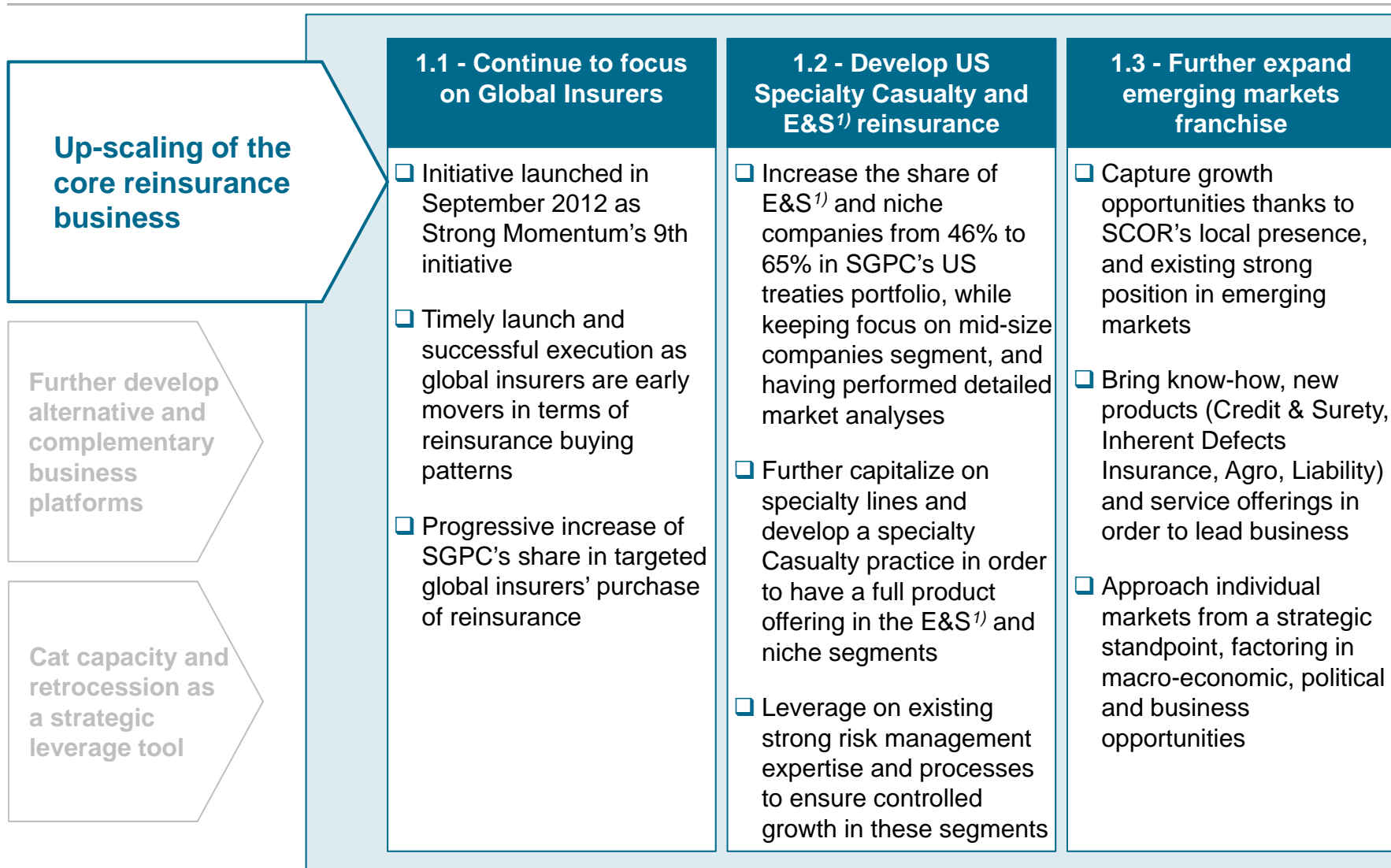
**2.3.3 – Cat capacity and retrocession as a strategic leverage tool**

**2.4 - 2013-16 expected business development and financial contribution**

## Optimal Dynamics sets three key strategic directions that will further strengthen SGPC's partnership approach and competitive position



# 1 Up-scaling of the core reinsurance business: SGPC continues its profitable growth trend



1) Excess and Surplus: see glossary in appendix

## 1.1 Up-scaling of the core reinsurance business: Continued focus on Global Insurers

### Source of profitable growth

- ❑ Global Insurers as **natural consolidators** in the insurance industry, gaining market shares
- ❑ Most advanced risk management practices and **sophisticated approach to risk transfer**
- ❑ **Move to non-proportional covers**, having a negative impact on ceded premium but a positive effect on combined ratio

### Key success factors

- ❑ **Focused approach**: group of around 10 global insurers, with dedicated resources allocated
- ❑ Cat capacity, ability to leverage on local presence, specialty line know-how and capability to support product innovation are key differentiating factors
- ❑ **Full needs coverage**: regular meetings at all levels of the organisation

### Structured organisation

- ❑ Put in place a **structured organisation** articulated around the existing teams – not a separate unit within SGPC
- ❑ **Empower underwriters**: coordination conducted by an underwriter, supervising the overall relationship for each of the global insurers
- ❑ Fully leverage the SCOR organisation and network

### SGPC achieving preferred partner status among global reinsurers

- ✓ SGPC's track record, strong technical reputation, strong ERM, financial strength rating and global presence are key drivers
- ✓ SCOR is facing an increasing demand from global insurers: viewed on a par with the top-3 global reinsurers
- ✓ The increasing share of business with global insurers will be an important part of SGPC's franchise expansion over time

## 1.2 Up-scaling of the core reinsurance business: US Specialty Casualty & Professional Indemnity reinsurance

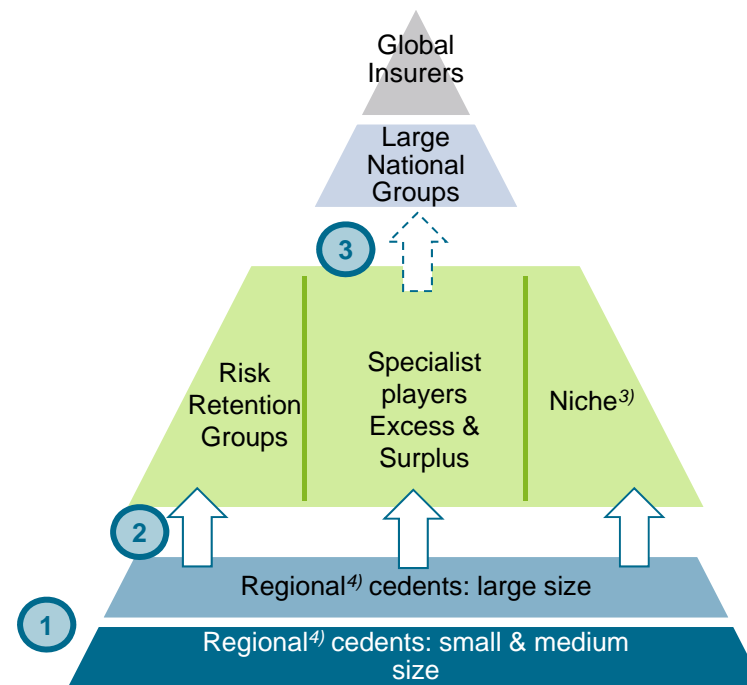
### SGPC vision for 2016

- ❑ Become a **broader reinsurer** across a larger customer base, and beyond the current regional cedent focus
- ❑ Expand business to Excess and Surplus<sup>1)</sup> and niche insurers, across the lines of business they write, while **respecting the Group's well-defined risk appetite and remaining within SGPC's profitability targets**
- ❑ **Stay focused**, targeting a limited number of known cedents, and avoiding heavy casualty lines (e.g. "No Go" for standalone Workers Compensation)
- ❑ Increase **diversification benefits** within SGPC

### Market opportunity

- ❑ Casualty reinsurance is the second largest segment of the US market: \$14 billion of premiums<sup>2)</sup>, of which SGPC's share is close to 0%
- ❑ Having **no legacy in these segments** and a **franchise in the Property & Specialty Lines segments**, SGPC offers attractive diversification to targeted cedents by writing their specialty Casualty and PI programs
- ❑ Based on the **sticky nature of the business**, and the potential of a cycle turn, SGPC expects to write \$150m of premiums by 2016, assuming profitability conditions are met

### Targeting niche, specialist and E&S<sup>1)</sup> players



- 1 Keep strong regional focus, while rebalancing towards larger cedents
- 2 Broaden to E&S insurance and niche segments
- 3 Selectively approach Large National Groups and global insurers

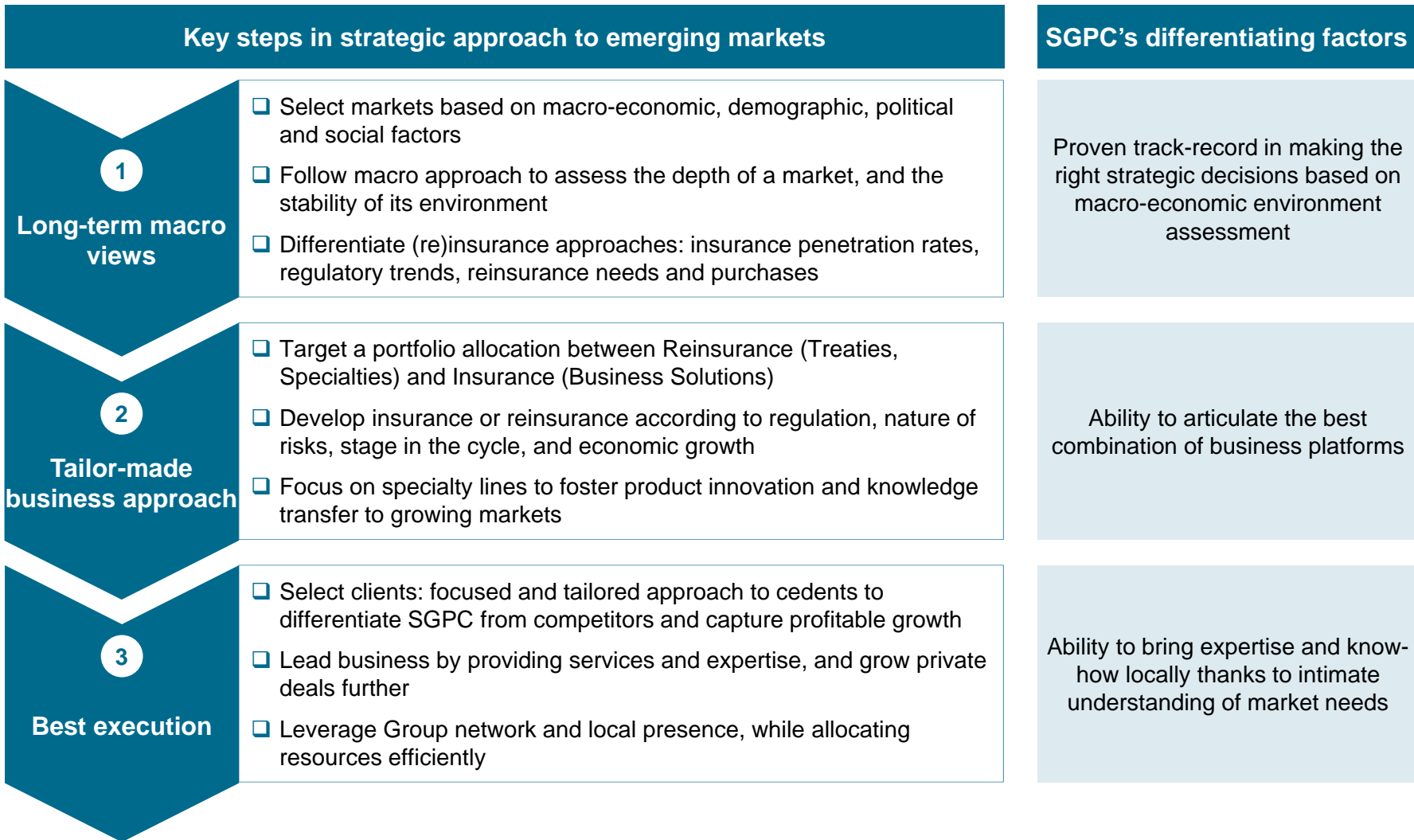
1) Excess and Surplus: see glossary in appendix

2) Source: Aon

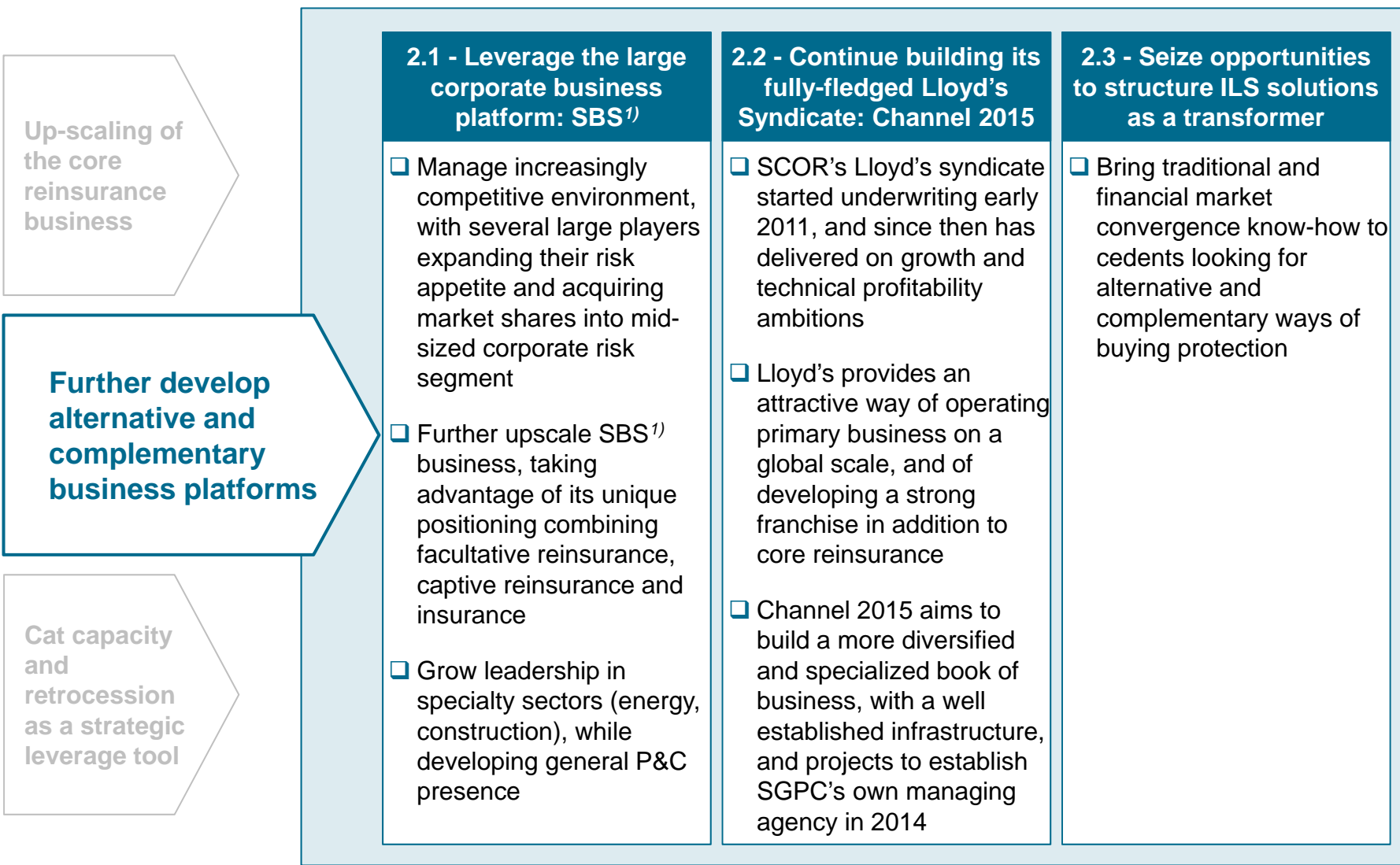
3) Non-Standard Auto specialists, Specialty Casualty writers and Professional Liability Monoliners

4) Regional cedent classes based on total written premiums. Small: \$0 to \$50m; Medium: \$50m to \$ 500m; Large: \$500m to \$2bn

# 1.3 Up-scaling of the core reinsurance business: further expand emerging market franchise by exploiting key differentiating factors

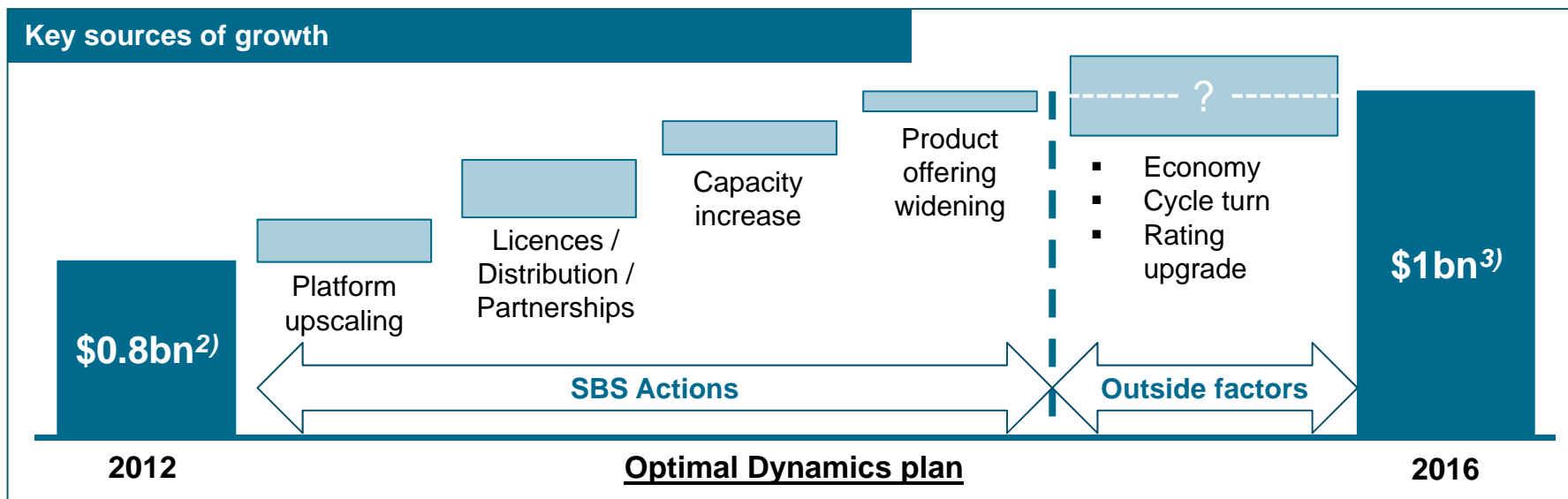


## 2 SGPC plans to further develop alternative and complementary business platforms to traditional reinsurance



## 2.1 As per its business plan, SBS should reach \$ 1 billion premiums by the end of the Plan period, while maintaining profitability levels

Strategy	Increased segmentation	New organisational structure
<ul style="list-style-type: none"> <li>Continue to build successfully from existing foundations: the second step of the scale-up started in 2010</li> <li>Expand product offering: offshore rigs, Tech E&amp;O<sup>1)</sup> and standalone Cyber Liability, terrorist &amp; political risks, Captive structured solutions</li> </ul>	<ul style="list-style-type: none"> <li>Increase leadership by building on technical positioning in the specialist industry sectors and lines of business</li> <li>Develop co-insurance business through local broking centres in the Corporate P&amp;C segment</li> </ul>	<ul style="list-style-type: none"> <li>New organisational structure launched in early 2013, reinforced by key hirings</li> <li>Matrix approach combining global underwriting by specialty with expanded regional presence, with the ability to deliver high quality services (claims reviews, risk assessments, etc.)</li> </ul>



1) Technology Errors and Omissions

2) €590m if converted with the exchange rate as of 31/12/2012 €1 = \$1.3011 and rounded to the nearest €10m

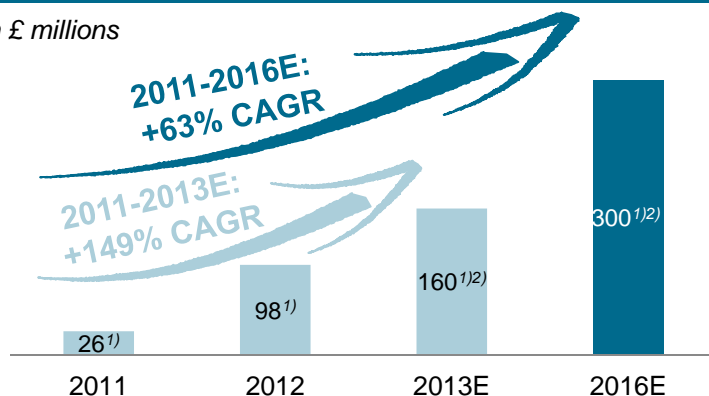
3) €770m if converted with the exchange rate as of 31/12/2012 €1 = \$1.3011 and rounded to the nearest €10m



## 2.2 Channel 2015 Syndicate is a key source of franchise expansion, and is on its way to reaching critical mass

### Gross Written Premiums

In £ millions



□ Growth plans subject to Lloyd's approval

- International market player, with around 50% property, 10-15% marine, 20% casualty and personal accident
- Around £ 300 million<sup>1)</sup> premium income expected by 2016, if profitability conditions are met
- Breakeven in the third year of operations and be recurrently in the first quartile of performers
- Seasoned team of around 60 professionals with longstanding Lloyd's experience

- The Channel Syndicate is now in its 3<sup>rd</sup> year of operations
- It enjoys strong premium growth year on year
- Incurred loss ratios remain low
- The top and bottom lines are expected to grow and meet expectations
- Growth will be achieved by a mixture of existing lines alongside the introduction of new business lines

#### Prerequisites to success are:

- Continued focus on diligent underwriting
- Diverse portfolio mix
- Introduction of new business lines that complement existing portfolio

#### Key next steps:

- Increase the size and diversification of the business
- Further build the infrastructure
- Build own managing agency

## 2.3 SCOR will diversify its offering by providing assistance to clients on ILS risk transfer solutions, in line with the new market landscape

### Drivers of the ILS market

- ❑ **Independent correlation:** Investors regard CAT bonds as an asset providing strong diversification benefits
- ❑ **Returns:** Competitive returns attract investors in the current market environment with low interest rates
- ❑ **Regulatory framework:** ILS Risk Transfer Solutions provide an attractive Solvency II-compliant offer
- ❑ **Capital markets education:** Pension funds better understand underlying risks

### Insurers' access to ILS market

- ❑ Either **direct:** subject to insurers' size, means and level of comfort
- ❑ Or through a **transformer**, for:
  - **Market knowledge**
  - **Transaction know-how** (contract complexity & certainty)
  - **Basis risk transfer**

### SCOR's strengths backing its initiative

- ✅ **Solid track record:** SCOR regularly uses solutions proposed by the capital markets (issuance of seven Atlas CAT Bonds)
- ✅ **Robust Nat. Cat. Modelling:** Strong expertise in worldwide Nat. Cat. risk assessment
- ✅ **Market connections:** Long-term relationships with main players in the industry
- ✅ **Market knowledge:** Seasoned underwriting and retrocession teams

### SCOR's initiative on ILS

- ❑ Help **clients** to **access capital market capacity** through Insurance Linked Securities as a transformer: **sponsor the issuance** of catastrophe bonds to the capital markets to the benefit of its clients
- ❑ This initiative will provide fee income, and allow SGPC to better leverage existing relationship

3

# Cat capacity and retrocession as a strategic leverage tool

Up-scaling of the core reinsurance business

Further develop alternative and complementary business platforms

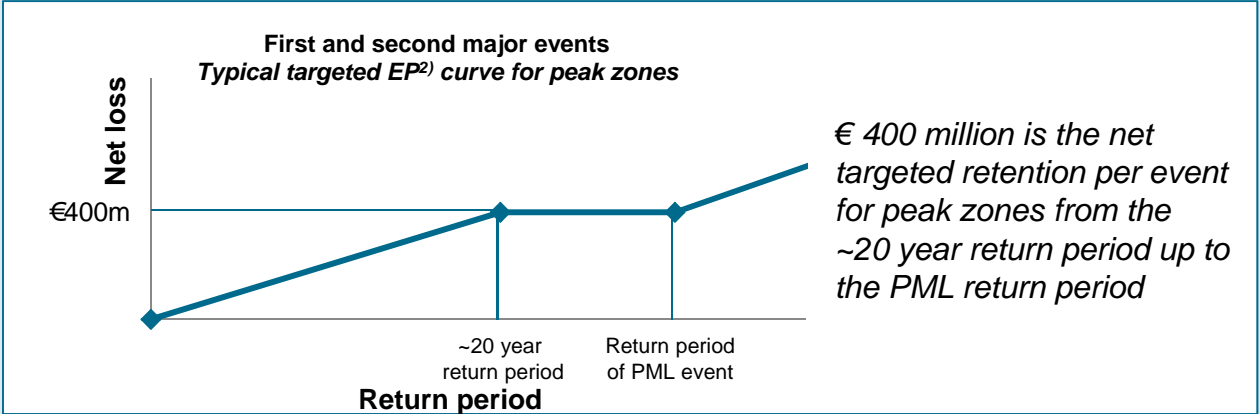
Cat capacity and retrocession as a strategic leverage tool

## 3.1 - Improve SCOR Global P&C competitive position by increasing its cat capacities

- ❑ Factor economic growth and insured risk exposures into the allocation of cat capacities
- ❑ Selectively increase cat capacities to secure existing business and accompany existing clients' growth, in particular in non-peak territories<sup>1)</sup> and emerging countries
- ❑ Use cat capacities as a strategic leverage tool with global insurers to access other types of business, and fit with most recent reinsurance purchase patterns

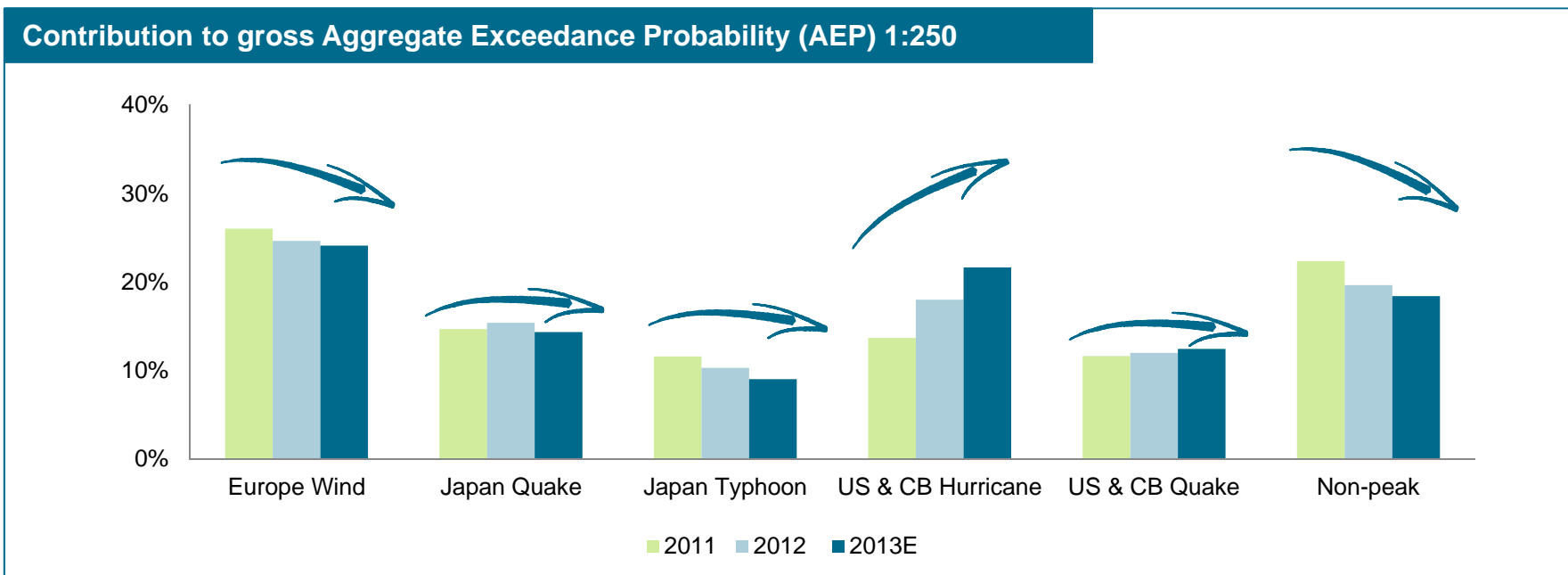
## 3.2 - Optimize retrocession

- ❑ Benefit from SGPC's increased size to write more Cat business at controlled volatility
- ❑ Optimize retrocession structure as needed to accompany Cat capacity growth
  - Profiling retention as illustrated in the typical targeted EP<sup>2)</sup> curve graph
  - Better balancing per event and aggregate covers
  - Reducing retrocession costs
  - Protecting SGPC's earnings



1) For definitions see glossary in appendix  
2) Exceedance Probability

### 3.1 Over the past three years, SGPC has re-profiled its Nat Cat portfolio, achieving a better balance between peak and non-peak perils<sup>1)</sup>

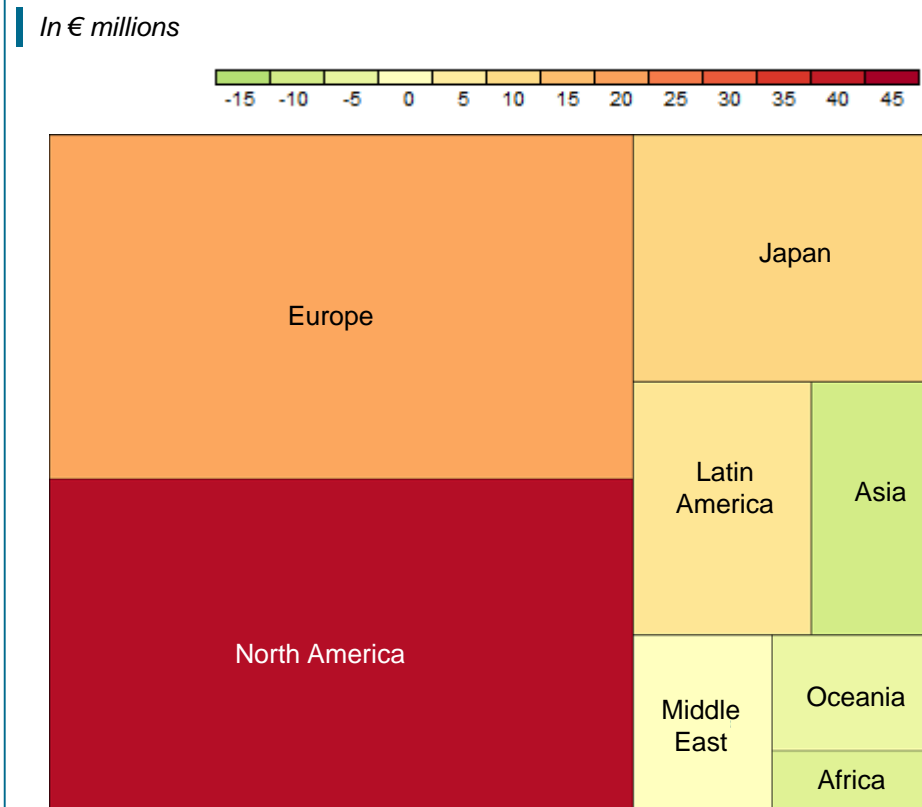


- ❑ As planned in Strong Momentum, **SGPC has rebalanced its gross and net cat exposures**
- ❑ The balance between peak perils has improved:
  - The share of **Euro-wind** exposure has decreased
  - The share of **US and Caribbean Hurricane** has increased significantly
- ❑ This rebalancing of the Cat exposures allows for better diversification

### 3.1 SGPC has developed indicators and implemented dashboards to monitor its Nat. Cat. exposure precisely and in a timely fashion

- ❑ This picture shows the relative contribution to average gross NAT CAT risk<sup>1)</sup> and is derived from the underlying simulation data in the internal capital model for the 2013 run
- ❑ For illustration purposes: Asia represents 5% of 2013 SGPC's total expected loss. The expected loss decreased by € 10 million in 2013 compared to 2012
- ❑ While European wind cat remains the largest risk, **the profile is more balanced following successful growth in North America** (including Atlantic Hurricane and Earthquake risk in the US and Canada)

2013 Expected Loss by Region (Year-on-Year delta)



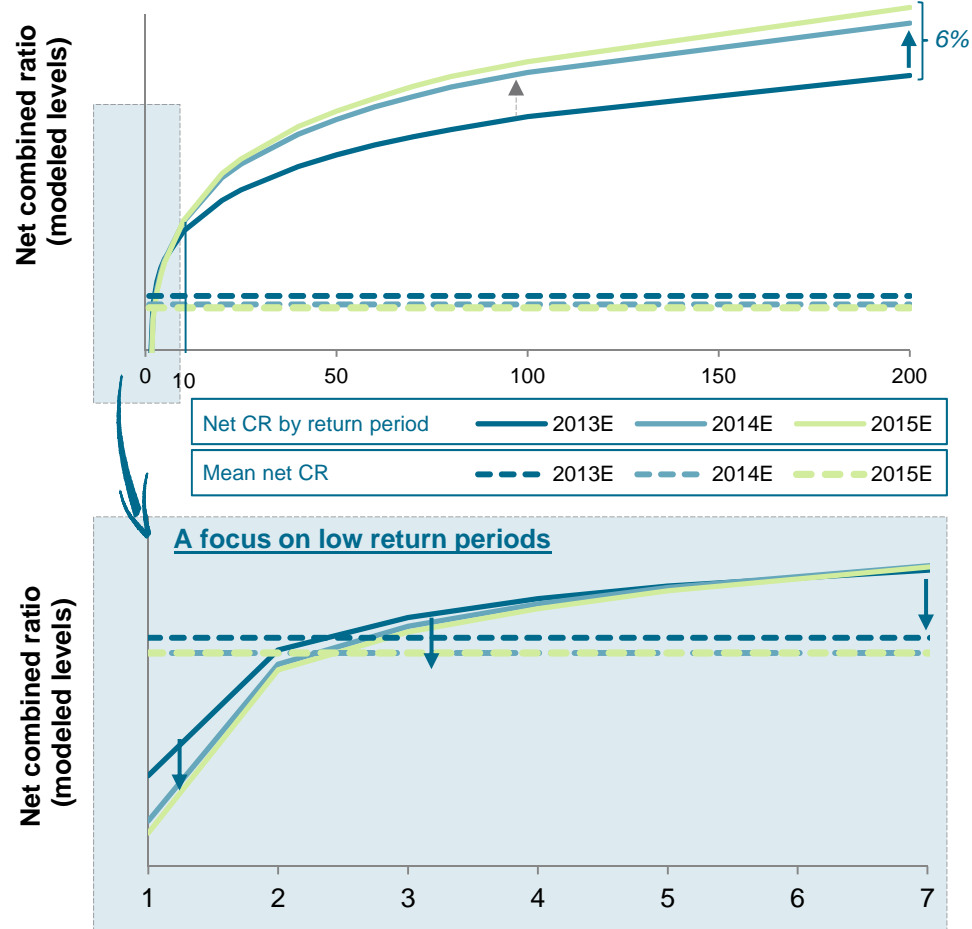
Each box represents all the Region-Peril segments, by macro region, with the **area** of each box scaled proportionately to the Expected Loss of the respective Region, while **colour** shows the change Year-on-Year (in € millions)

## 3.2 SGPC plans to optimize its retrocession by slightly increasing its risk appetite, while efficiently protecting the stability of earnings

### Optimize retrocession structure

- ❑ Accompany the increase of Cat capacity
- ❑ Improve balance between per-event and aggregate covers:
  - Increase quota-share protections on US Cat, Euro-wind, Japan Quake
  - Amend non-proportional covers, maintaining the Worldwide cover and reducing peak peril<sup>1)</sup> medium-level covers
- ❑ **Efficiently protect stability of earnings:** increasing Cat capacity would lead to a very manageable increased combined ratio volatility
  - Based on SCOR's internal model, the standard deviation of the stochastic modeled **net combined ratio<sup>2)</sup> increases only marginally from 10.9% in 2013 to 11.6% in 2014 and 11.7% in 2015**

### Stochastic modeled net combined ratio<sup>1)</sup> increases only at the tail

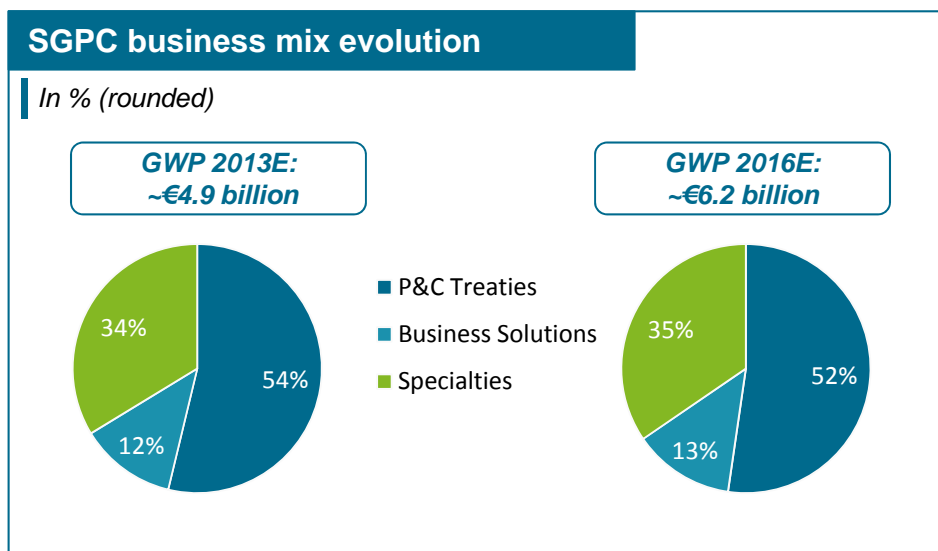
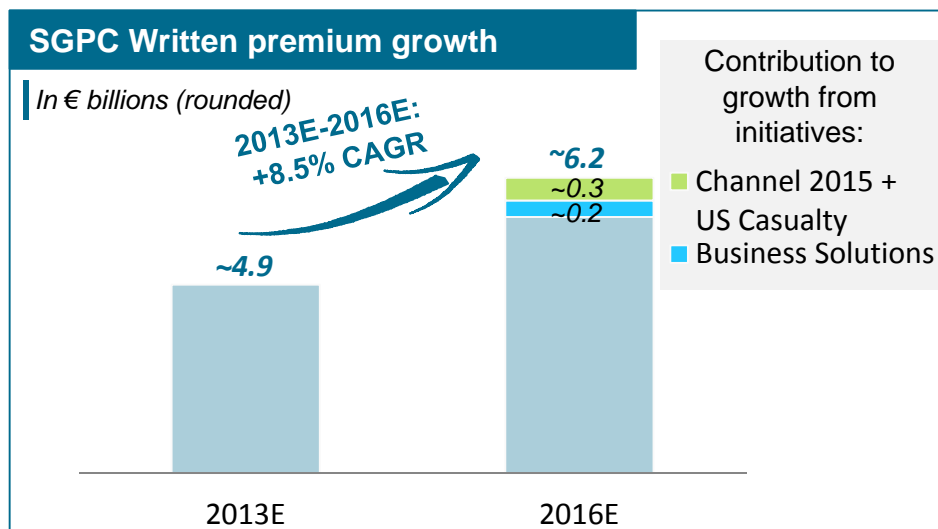


## IR Day 2013, Optimal Dynamics

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- 1 Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy
- 2 SCOR Global P&C is well positioned to continue its profitable growth trend
  - 2.1 - 2008-13 SGPC's track record and key achievements
  - 2.2 - Strategic and operational positioning: offering the most suitable partnerships to chosen clients
  - 2.3 - Next 3-year strategic directions for the business
  - 2.4 - 2013-16 expected business development and financial contribution
- 3 SCOR Global Life continues to grow profitably reinforcing its leadership and client relationships
- 4 SCOR Global Investments progressively rebalances its portfolio to achieve higher investment returns
- 5 SCOR's risk appetite is refined and affirmed with stronger solvency governance
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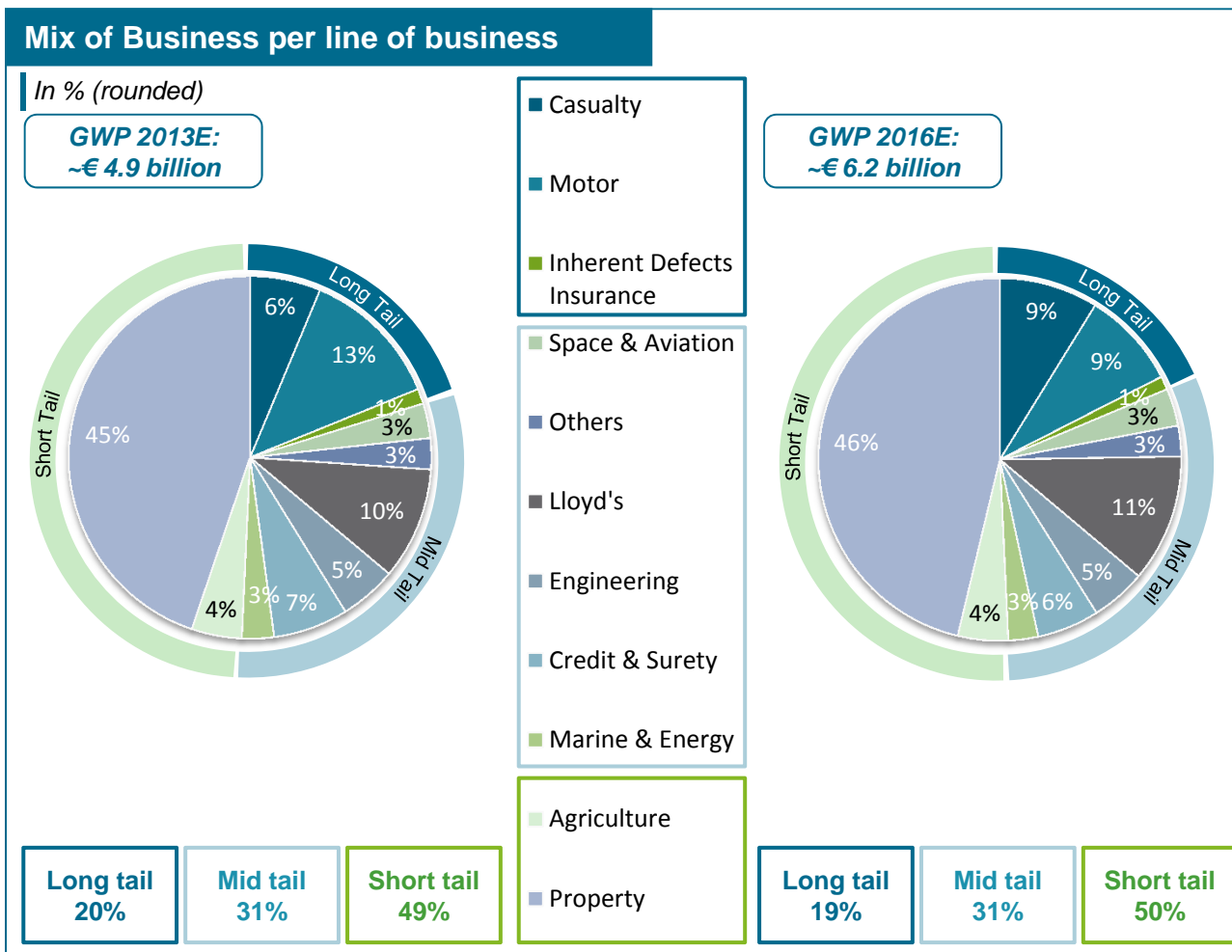
## The expected premium trend over the 2013-2016 plan period reflects SGPC's ambitions...



- CAGR of the **assumed written premiums expected for the period of 8.5%**, close to Strong Momentum. Key components are:
  - Underlying 5.5% growth of the reinsurance business
  - Respecting the overall profitability target
  - Considering markets more fragmented than ever and assuming pricing environment overall flat
  - 1.7% contribution from two initiatives combined (Lloyd's syndicate Channel 2015 and US Specialty Casualty)
  - 1.3% additional growth from SBS, the large corporates **insurance operation, on top of current book of business "natural" growth**
- No significant evolution in the business mix between Treaty P&C, Specialties and SBS
- P&C growth fairly uniform by line of business, with **strong contributions from US and Asia-Pacific** and much lower contributions from Europe, with slight trend towards increase of Non-Proportional weight
- Growth in Specialties mainly driven by Lloyd's business, and Channel 2015 in particular

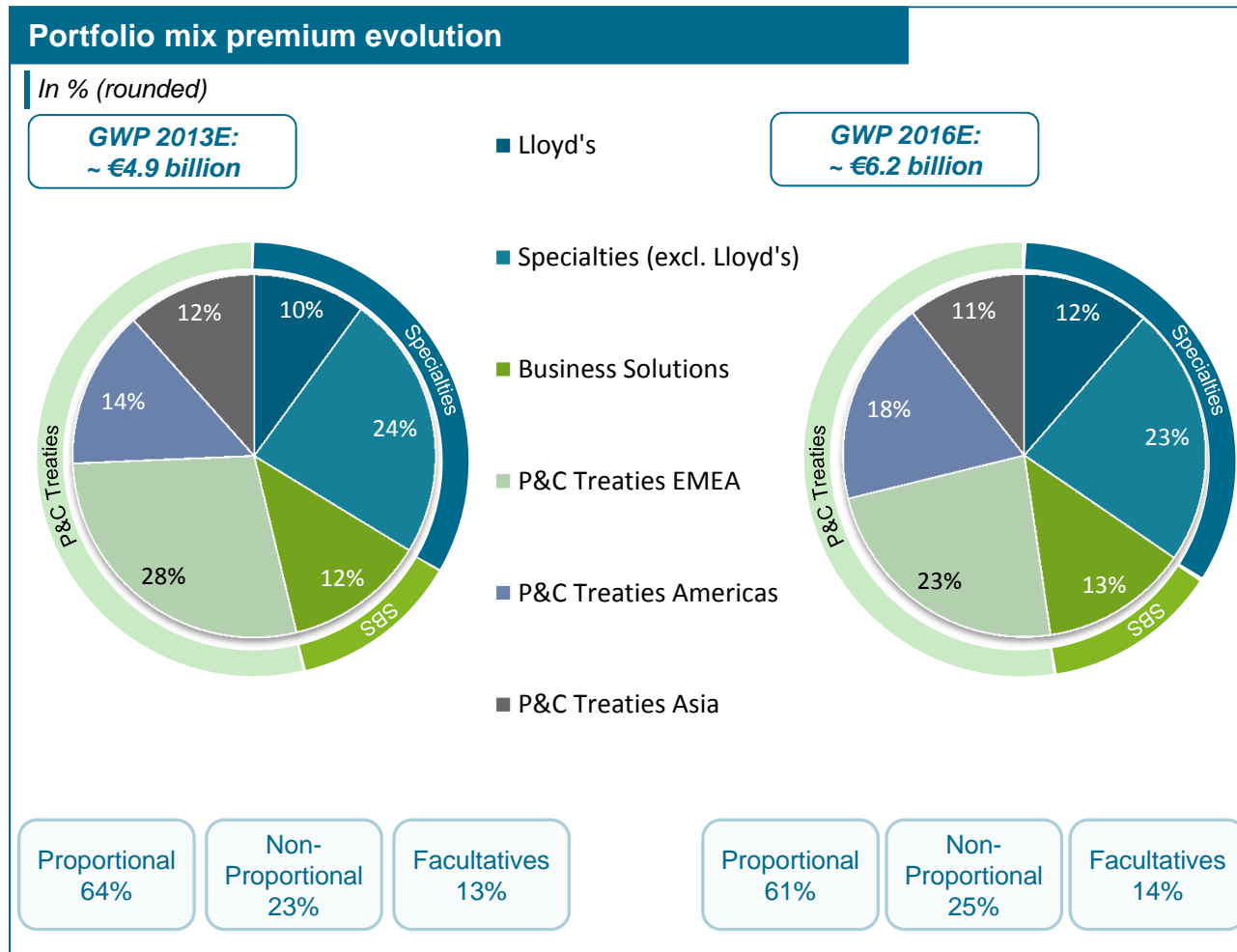


## ... while line of business mix is expected to remain roughly stable



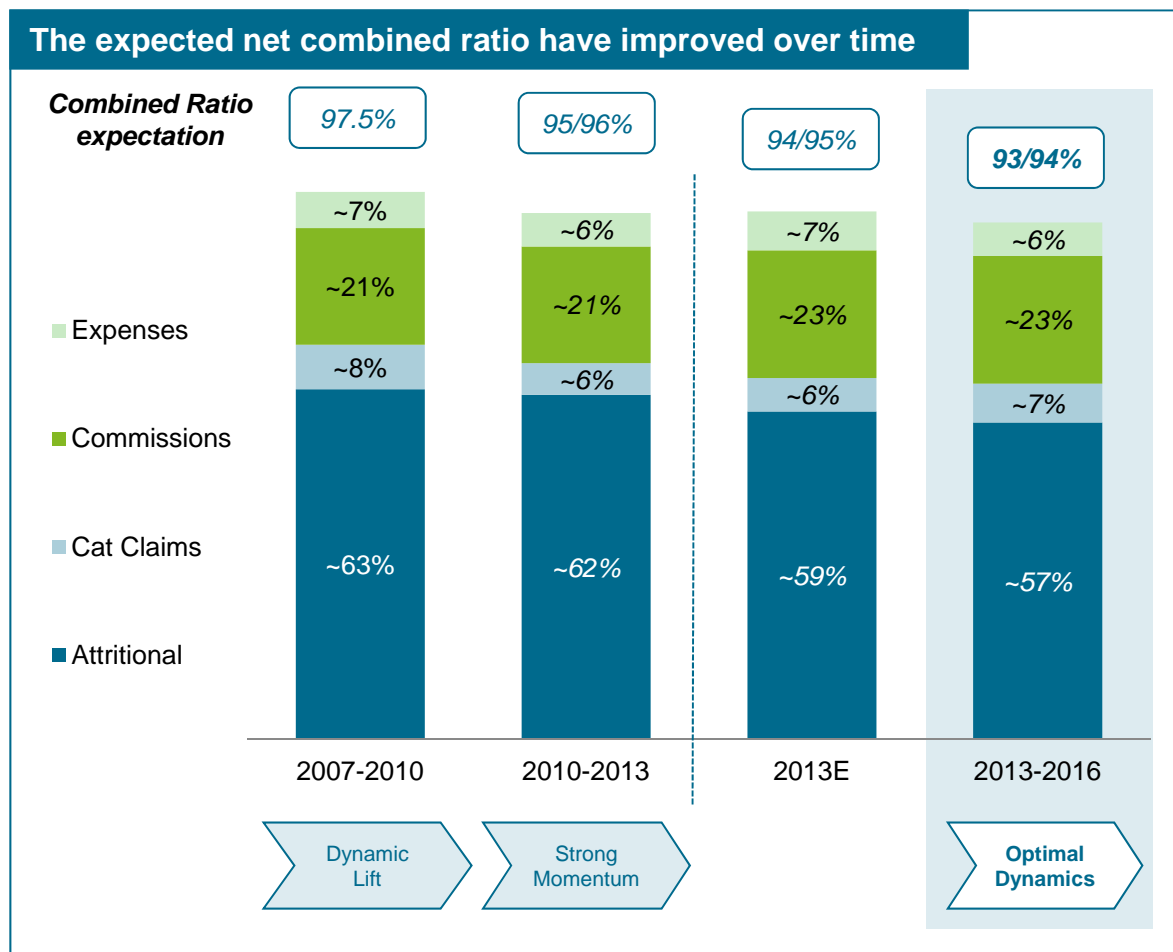
- No major change in the distribution of the overall **mix of business by duration**
- Portfolio remains **short-tail-driven**
- Expansion in **casualty** classes offset to a large extent by planned reduction in **Motor** proportional

# The portfolio mix is expected to further diversify and achieve a better balance



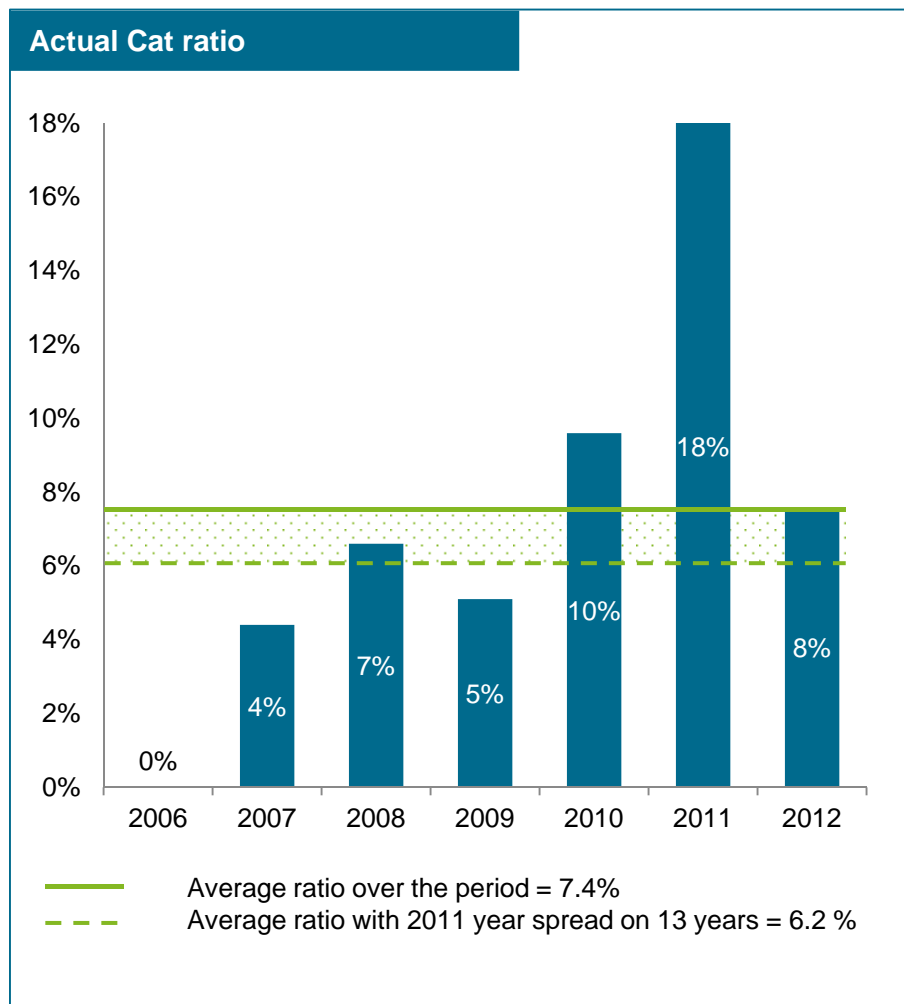
- **US** – expected growth trend, opportunities will be continuously re-assessed in line with changes in the environment
- **Asia** – high growth, opportunities for large and strategic deals
- **EMEA** – disciplined underwriting and active portfolio management
- **Channel 2015** – continued build-up of the infrastructure and increased premium leverage
- **SCOR Business Solutions** – further development of leadership in Specialty lines while growing General Corporate P&C further

## Continued focus on technical profitability leads to an expected combined ratio at 93-94% for Optimal Dynamics



- ❑ Lower **attritional ratio** trends to 57%, reflecting further underwriting action on the portfolio mix as well as reduction of retro costs, assuming stable pricing
- ❑ **Cat ratio budget** increases to 7%, reflecting the evolution of increased net cat exposure and retention as well as increase in average cat cost over the last 7 years
- ❑ **Commission ratio** comes from the 22% range, and trends towards 23%, reflecting changes in business mix and retrocession
- ❑ **Expense ratio** is expected to slightly decrease

## The Cat ratio budget increases from 6% to 7%, to reflect recent experience



- Based on the last 7 years' actuals, the average Cat ratio is 7.4% including the exceptional 18.5% Cat ratio impact of 2011 events, which has a recurring period expectation of around 10-15 years
- The increased frequency, severity and overall volatility observed in more recent years leads to retain the high side of the 6-7% range
- The Cat ratio budget increases from 6% to 7%, to reflect recent experience

## SCOR Global P&C is well positioned to continue its profitable growth trend

**SCOR Global P&C believes it is key to be nimble and adaptable in current market conditions**

- ❑ The overall market is more fragmented than ever, and shows a mixed picture of:
  - Softening conditions in certain lines and geographies
  - Restructuring of demands for certain client segments
  - New or increased demand fuelled by underlying risks expansion
- ❑ SGPC will constantly monitor the environment, and continue to apply active portfolio management to adapt to evolving trends

**SCOR Global P&C continues to focus on combining growth and profitability, with contained technical result volatility**

- ❑ +8.5% premium growth per annum over the plan, comprising:
  - Existing business underlying growth of 5.5%, benefiting from industry dynamics
  - Targeted initiatives (3%)
- ❑ Expected combined ratio to decrease to 93-94%, consistent with interest rates assumptions retained at Group level
- ❑ Volatility contained through more efficient retrocession, counterbalancing the growth over the exposures

**SCOR Global P&C will build on its proven track-record and is confident in its ability to achieve the targets set for Optimal Dynamics**

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# SCOR's new Strategic Plan Optimal Dynamics

**Coffee break**

## IR Day 2013, Optimal Dynamics

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- 1 Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy
- 2 SCOR Global P&C is well positioned to continue its profitable growth trend
- 3 SCOR Global Life continues to grow profitably reinforcing its leadership and client relationships
  - 3.1 - SGL is a leading Life reinsurer with a strong track-record
  - 3.2 - SGL's strategic framework is built on key industry trends
  - 3.3 - SGL will keep growing profitably over the next three years
- 4 SCOR Global Investments progressively rebalances its portfolio to achieve higher investment returns
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# SCOR Global Life is a leading player in a concentrated and well-protected business with high barriers to entry

## Life reinsurance is a technical business, with significant and increasing barriers to entry

❑ A **very concentrated market**: market share of top 6 players now in excess of 80%<sup>1)</sup>

❑ **Global presence** and **critical mass** are key to delivering economies of scale and scope, through:

- Strong capital base and ratings
- Data and knowledge accumulation
- Close relationships with clients

❑ **Geographical fragmentation** requires specific expertise on regional and local regulation, accounting, tax and products

Key success factors are **difficult to replicate**, creating **high and growing barriers to entry**: no successful global new entrant in the last 20 years

## SCOR Global Life's mission

### SGL helps Life insurers...

- ❑ Specialised and diversified insurers
- ❑ Bancassurers
- ❑ Pension funds
- ❑ Mutuals and provident companies
- ❑ ... all over the World

### ... to improve their performance...

- ❑ Stabilize earnings, balance sheets and results
- ❑ Finance and promote growth
- ❑ Improve solvency positions

### ... by providing unique solutions...

- ❑ Risk transfer, long-term and short-term
- ❑ Value-added services (U/W, marketing)
- ❑ Data expertise
- ❑ Financial structuring (VIF monetization)

### ... linked to biometric risks...

- ❑ Mortality
- ❑ Disability
- ❑ Critical Illness
- ❑ Personal Accident
- ❑ Health
- ❑ Long-Term Care
- ❑ Longevity

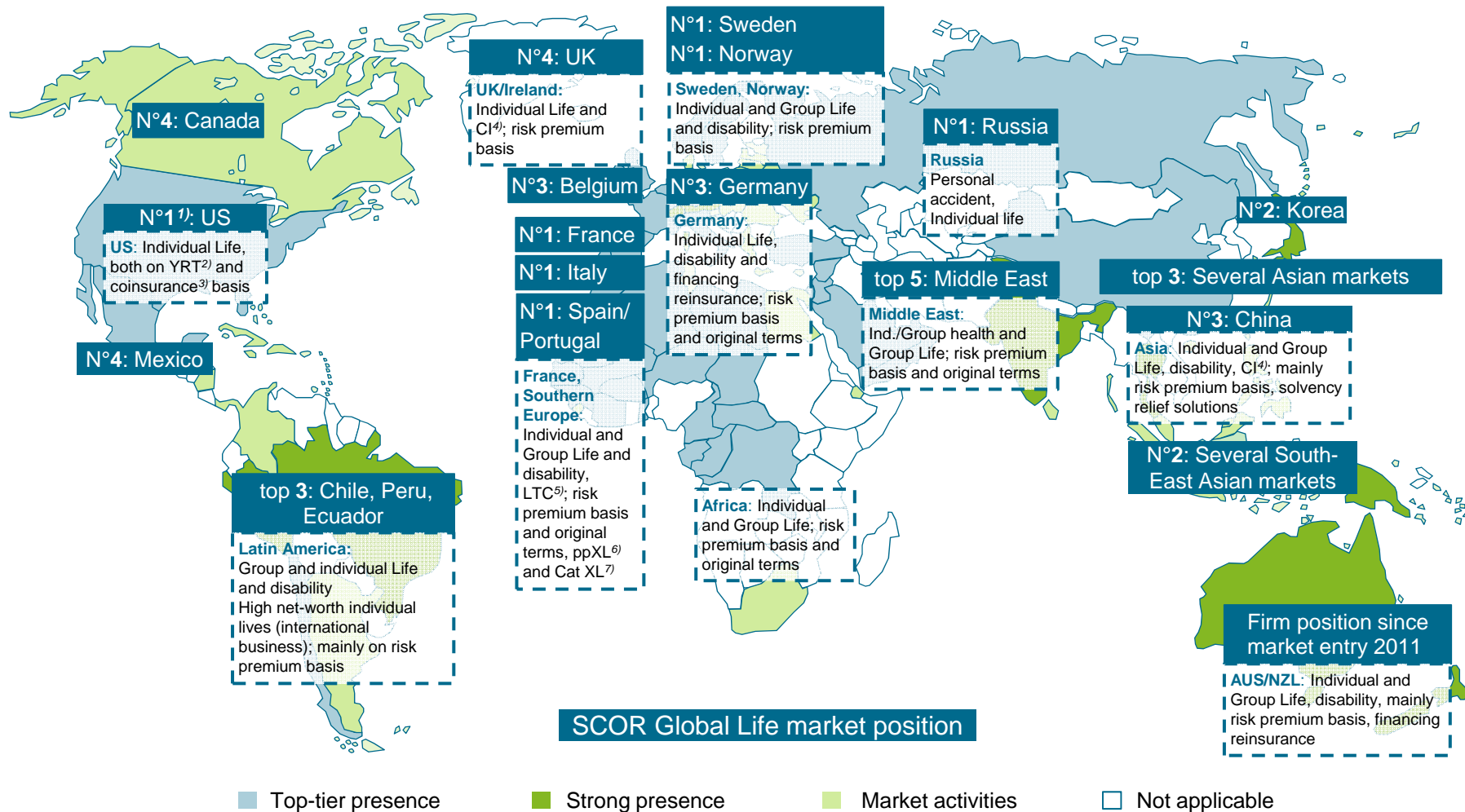
### ... in an evolving environment

- ❑ Solvency II
- ❑ IFRS 4 Phase 2
- ❑ Other regulatory evolutions
- ❑ Low interest rates

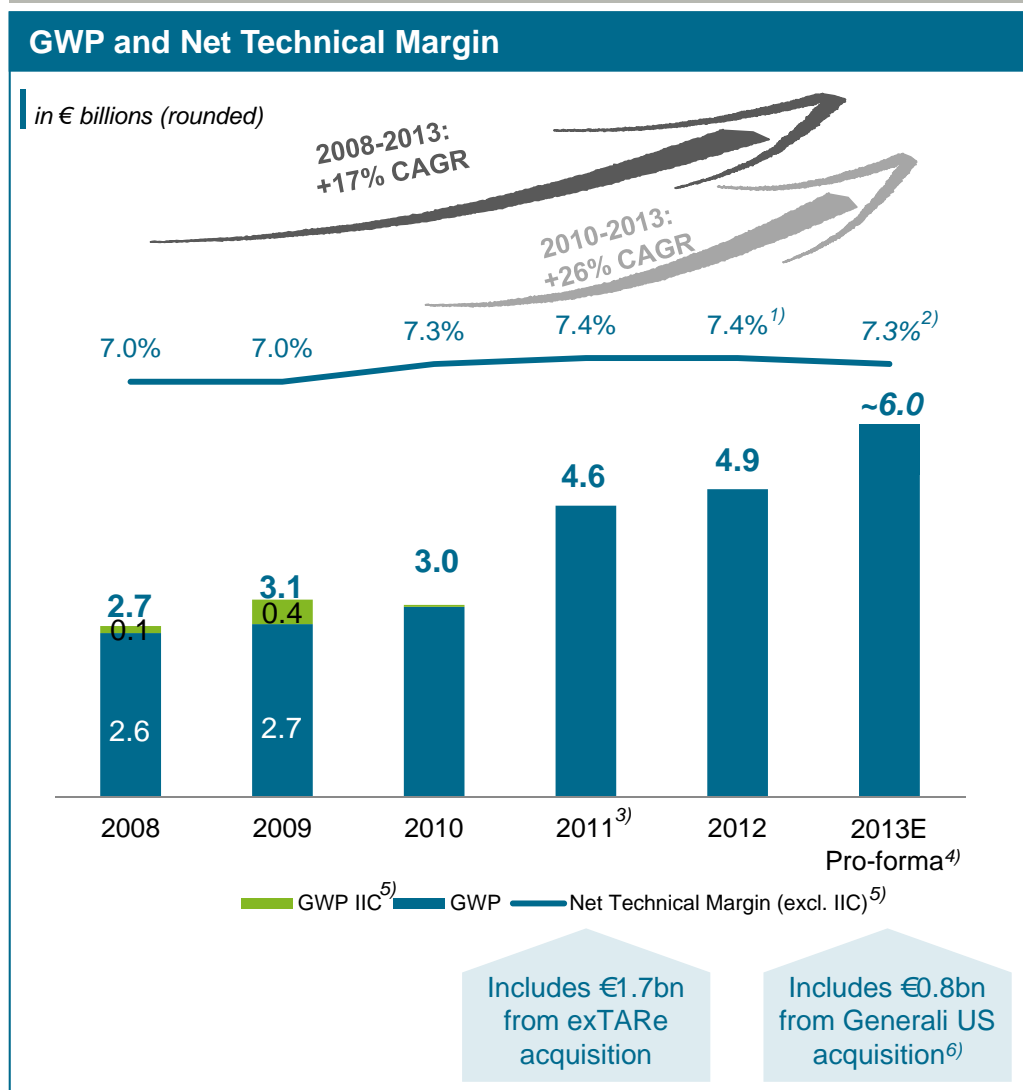
1) Source: Reinsurers' Annual reports, AM Best, S&P. The 6 top players are Gen Re (Berkshire Hathaway), Hannover Re, Munich Re, RGA, SCOR and Swiss Re (before Generali US reinsurance business acquisition)



# SGL on top-tier positions in all major markets, and the market leader in the US for in-force and new business

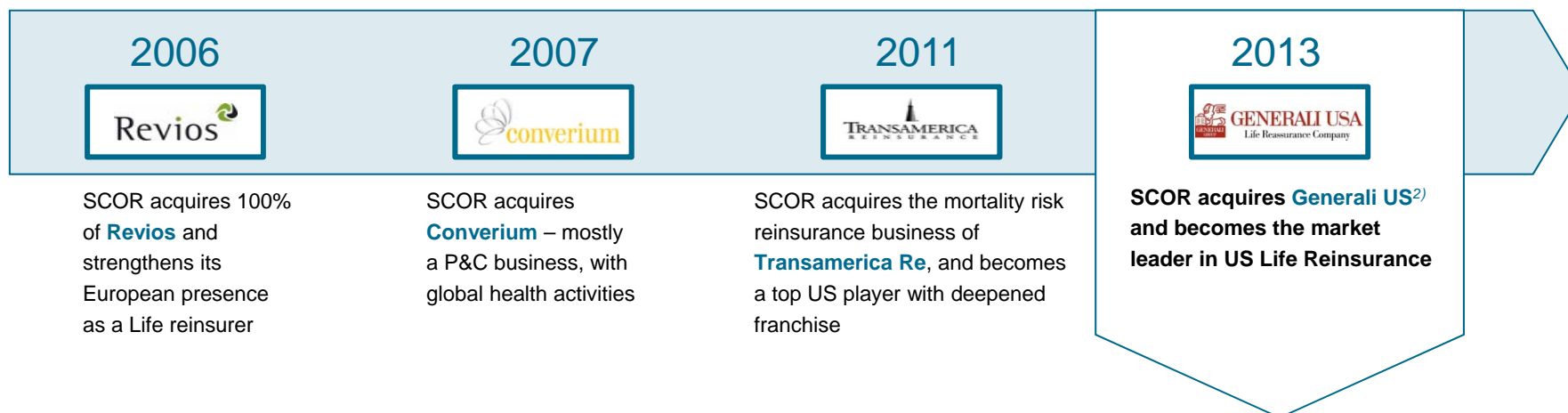


## SGL has a unique track record of strong organic and external growth, while delivering steady profitability



- ❑ SGL's business is increasing thanks to both organic growth and the successful integration of the acquired business
- ❑ The technical performance of SGL remains stable at/or above 7%, with premiums more than doubling between 2008 and 2013
- ❑ SGL's average growth rate of 16% for the years 2008-12 is above its peers' average growth rate of 11%<sup>7)</sup> for the same period

# SGL has become a top-tier global player thanks to organic growth and a successful series of complementary acquisitions <sup>1)</sup>



## Generali US key facts and benefits

- ❑ Generali US further completes SGL's acquisition track-record and enhances the already **existing strong SGLA platform** in the US: **27% combined market share** of US Life reinsurance market<sup>3)</sup>
- ❑ The deal fits SGL's **strategic cornerstones**: strong franchise, high diversification, controlled risk appetite, robust capital shield
- ❑ Price: total cash consideration of ~€579 million plus a 2013 earnings adjustment
- ❑ Highlights include:
  - Strong complementary expertise in **Group Life mortality and facultative underwriting**
  - **Plug and play** combination with **limited execution risk** based on SCOR's expertise in the integration of acquired businesses
  - Expected enhancement of **shareholder value and cash distribution** from the acquired companies

Strong client Franchise	Efficiently run team of ~120 employees	Transfer of Invested assets ~\$ 1.9 billion <sup>4)</sup>	Net earned premiums \$ 925 million <sup>4)</sup>	Biometric risks focus	Mortality / Group Life / facultative underwriting expertise
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1) Smaller acquisitions: Prévoyance Ré in 2008, XL Re Life portfolio in 2009

2) Subject to regulatory approval

3) In terms of new business and in-force, source Preliminary 2012 SOA Munich Re Life reinsurance survey

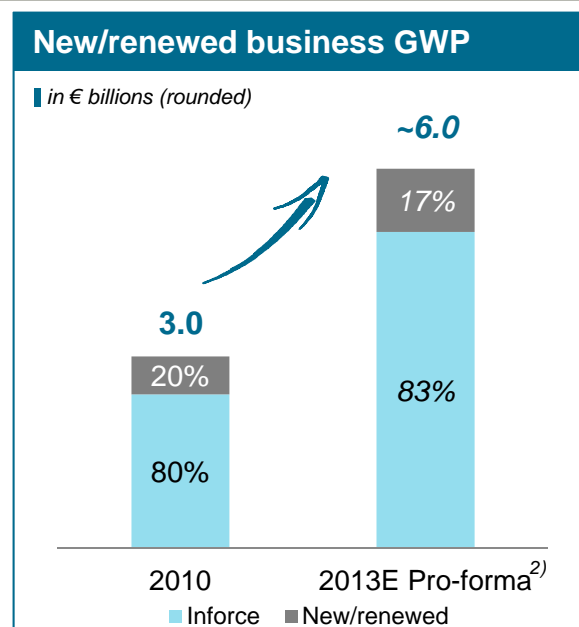
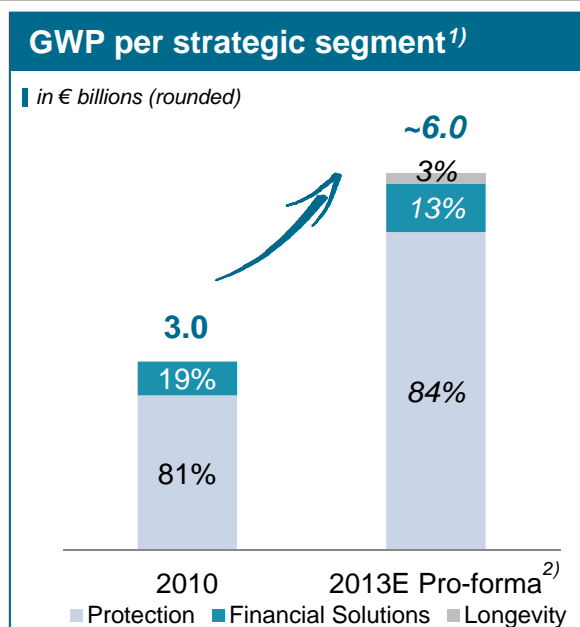
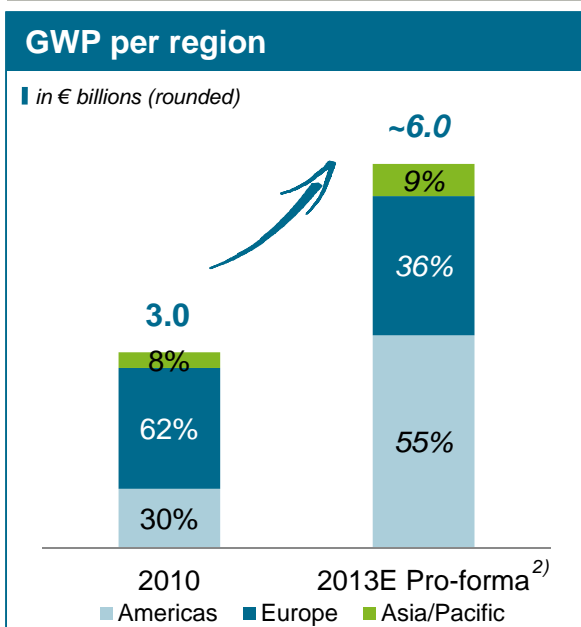
4) Based upon Generali US 2012 US GAAP Financials

## The acquisition of Generali US<sup>1)</sup> is supported by strong financials which enhance shareholder value, in line with SCOR's strategic cornerstones

Strong franchise	High diversification	Controlled risk appetite	Robust capital shield
✓ The transaction is expected to generate an immediate profit on bargain purchase (badwill) in excess of € 100 million and to be accretive on an EPS and ROE basis			
✓ The purchase price represents approximately a 35% discount to SCOR's preliminary EV estimate of the Generali US in-force portfolio			
✓ In 2013, the standalone technical margin is expected in the 7%-7.5% range			
✓ The increase in SCOR's top-line is expected to be further supported by the contribution of Generali US: ~€ 714 million <sup>2)</sup> (~\$ 925 million) of net earned premiums in 2012			
✓ The acquisition is mainly self-financed, with a potential limited debt issuance, without issuance of new shares, maintaining the financial leverage between 20% and 25%			

**SCOR's shareholders are expected to benefit from a highly accretive transaction, with a strong solvency position maintained**

## Solid and well-diversified portfolio, with an ongoing focus on biometric risks and robust new business production



- 55% of SGL's 2013E premiums come from the Americas, in line with this region's weight in the worldwide market, following **exTARe and Generali US acquisitions<sup>3)</sup>**
- Europe and Asia/Pacific** have been growing at ~5% CAGR and ~27% CAGR respectively

- SGL focuses on **mortality and morbidity** risks, with 84% of 2013 GWP in Protection, which includes:
  - Life 67%
  - Disability 5%
  - Health 4%
  - Critical Illness 4%
  - Long-Term Care 2%
  - Personal Accident 2%

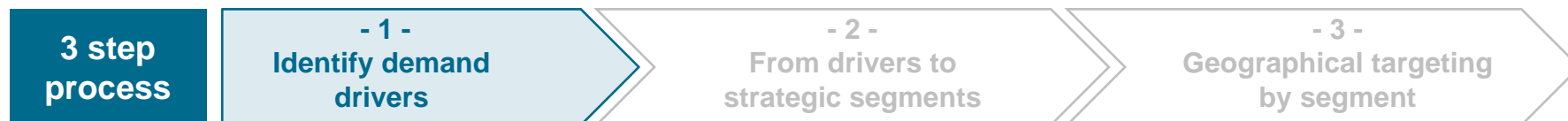
- A very large part of SGL's revenue and income stems from **existing treaties**, with a natural reduction from expiries and cancellations over time
- SGL keeps growing thanks to **new business** production which more than offsets this decrease, with different dynamics by market

## IR Day 2013, Optimal Dynamics

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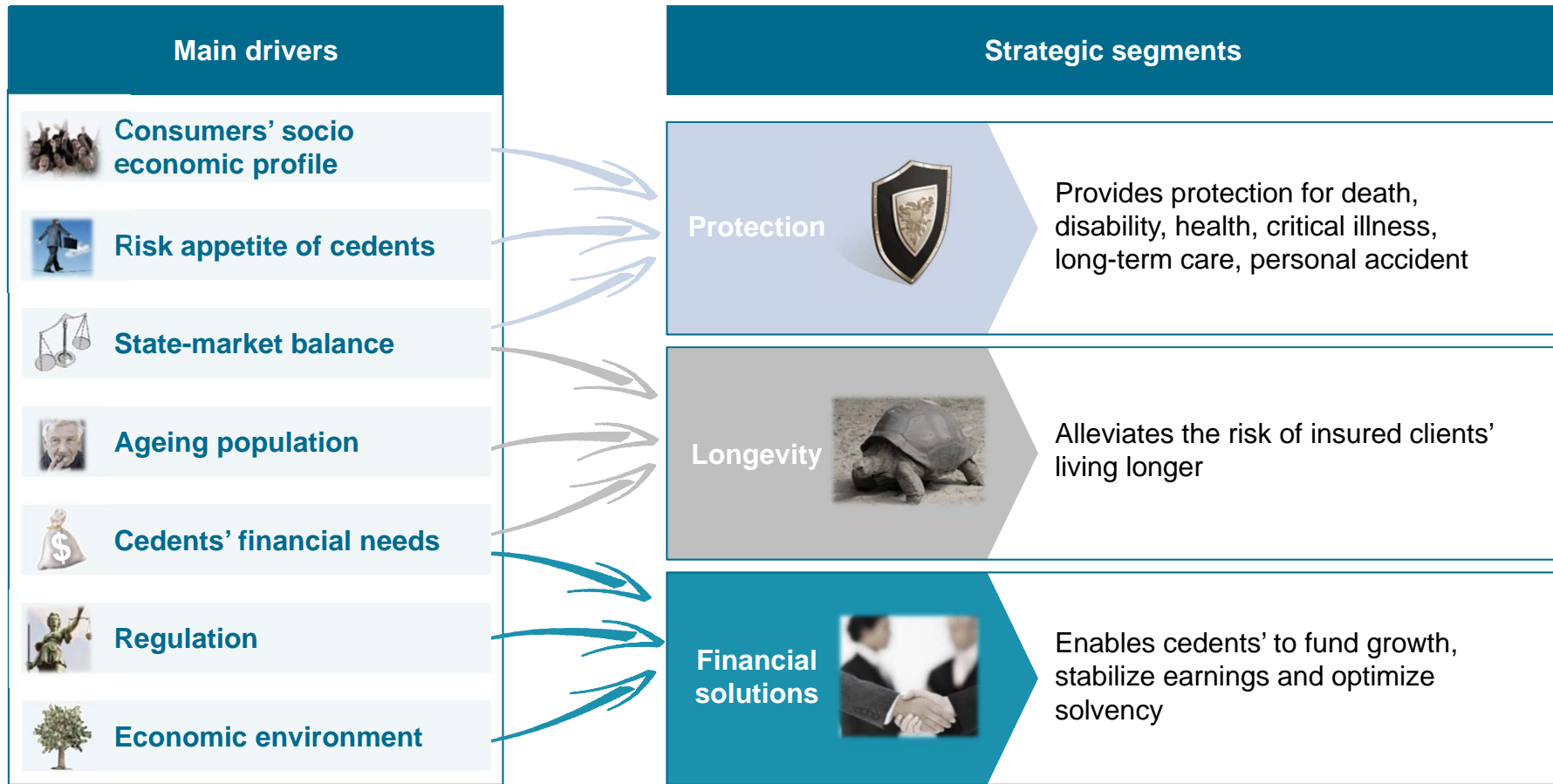
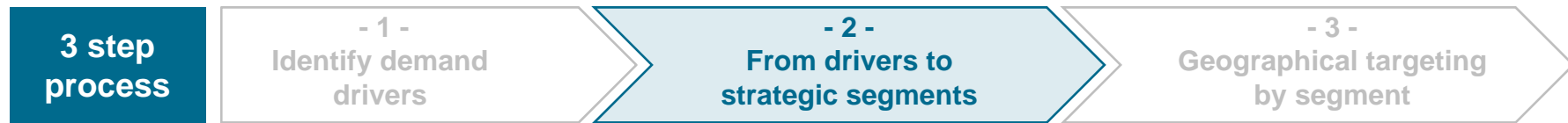
## SGL's Optimal Dynamics' strategy has been built from the ground up, based on an extensive analysis of primary demand drivers



### Exhaustive review of primary insurance demand drivers based on the needs of clients, built into a standardized evaluation framework

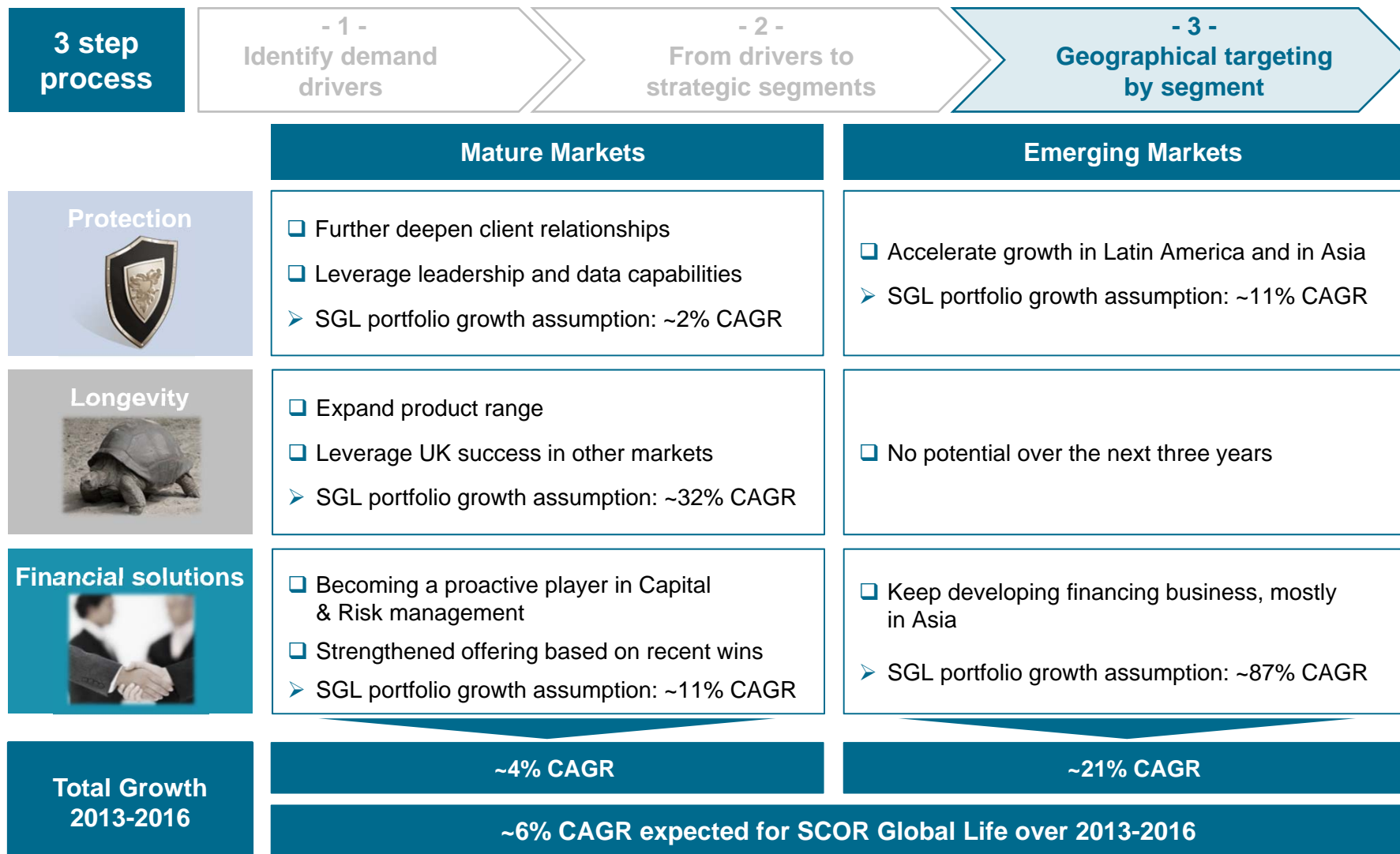
<b>Insurers</b>	<b>Risk appetite of cedents</b>	<ul style="list-style-type: none"> <li>☐ Insurers' appetite in retaining risk is increasing in mature countries, driven inter alia by consolidation</li> <li>☐ Emerging markets and newer insurance products are areas where cession rates remain high</li> </ul>
	<b>Cedents' financial needs</b>	<ul style="list-style-type: none"> <li>☐ Management of solvency positions and earnings stabilization become pressing issues</li> <li>☐ Financial capacities are still needed to fund new growth in emerging countries</li> </ul>
<b>Changes in society</b>	<b>Consumer's socio economic profile</b>	<ul style="list-style-type: none"> <li>☐ The typical customer of primary Life insurance is middle and upper class</li> <li>☐ Middle class is stagnating in mature markets, while growing rapidly in emerging countries</li> </ul>
	<b>Ageing population</b>	<ul style="list-style-type: none"> <li>☐ Ageing population is a new area of growth for primary insurers</li> <li>☐ Healthcare improvements produce large-scale longevity risk and drive pension schemes</li> </ul>
<b>Environment</b>	<b>Economic environment</b>	<ul style="list-style-type: none"> <li>☐ Macro-economic factors directly affect investment income, solvency, and credit ratings</li> <li>☐ Global financial uncertainty is expected to last and provide opportunities for reinsurance financing</li> </ul>
	<b>Regulation</b>	<ul style="list-style-type: none"> <li>☐ Regulatory requirements are profoundly evolving, shaping a new domain for insurers and reinsurers</li> <li>☐ Reinsurance can address solvency, asset and liability, accounting and actuarial, and risk monitoring</li> </ul>
	<b>State-market balance</b>	<ul style="list-style-type: none"> <li>☐ A balance between state funding and private 'top up' is required for complete insurance coverage</li> <li>☐ State insurance coverage is likely to decrease, further driving the need for private solutions</li> </ul>

# SGL's Optimal Dynamics' strategy focuses on three main strategic segments





# Stable and recurring Protection business will enable SGL to grow into new segments, based on its global footprint and experience



## IR Day 2013, Optimal Dynamics

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## Protection remains SGL's main segment, with leadership positions in several locations and strong growth in emerging markets

### SGL current position and strengths

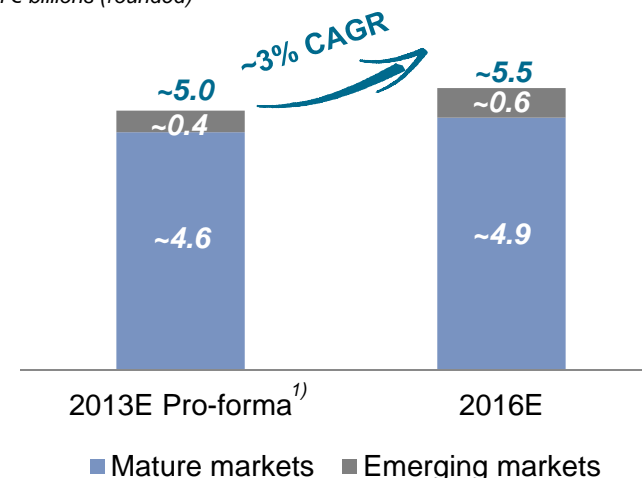
- ❑ More than **84% of SGL's 2013 portfolio** is **protection-related**, focusing on mortality and morbidity risks
- ❑ This **strong existing book** is a significant asset:
  - In-force business provides stability: natural reduction is only ~4% p.a.
  - Global scale and strong data focus are key competitive differentiators
  - Close and long-term client relationships ensure sustainability
- ❑ SGL has built **recognised expertise** in risk assessment; in newer products (LTC, CI, Disability); and in **value-added services** which enable deeper integration into clients' business processes

### Clients' main needs

- ❑ **In mature markets:** react to lower growth and new regulatory challenges
- ❑ **In emerging markets:** grow products lines and customer bases

### SGL ambitions and targets

GWP in € billions (rounded)



- ❑ In both **mature and emerging markets**, a significant part of SGL's growth will be tied to the further evolution of **global & local value-added services**
  - Underwriting & pricing: VELOGICA®, SOLEM, PRIO, Telemed
  - Other services: ReMark, Réhalto, ...
- ❑ **Emerging markets<sup>2)</sup>** will be the highest growth area, with an expected CAGR of ~11% over the plan
- ❑ Data capabilities will be further enhanced over the life of the Optimal Dynamics plan



## Protection: SGL's future market leading position in the US market<sup>1)</sup>

### SGL current position and strengths in the US

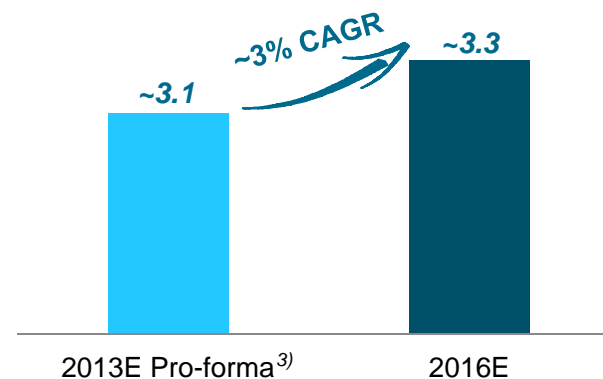
- ❑ Within Protection, **the US are SGL's largest market**, weighing more than half of the 2013 pro-forma portfolio with € 3.1 billion premiums
- ❑ Generali US is expected to be a plug-and-play combination with excellent complementarity: limited impact of client base overlap, group life and facultative expertise, and compatible administration systems
- ❑ SGL is to become the **leader in the US market**, with 27% combined market share on in-force and new business<sup>1)</sup>

### Clients' main needs

- ❑ Growing demand for innovative underwriting, to facilitate retail distribution and/or new risk coverage
- ❑ Cedents consolidating and rationalizing their core businesses require new block transaction structures
- ❑ Capital motivated solutions increasing<sup>2)</sup>

### SGL ambitions and targets in the US

US operations of SGL GWP in € billions (rounded)



- ❑ SGL's strategy in the US is geared towards:
  - **Further strengthening its leadership position in traditional segments**, providing bundled and unbundled value-added services: VELOGICA instant underwriting, mortality management,...
  - **Capturing opportunities in newer segments**: group life product extension, foray into structured financial solutions,...
  - Combining **facultative underwriting units to become a leader in the US market**
  - **Pursuing its strong data advantage**



## Longevity: successful foray into a new segment increasingly delivering profitable growth

### SGL current position and strengths

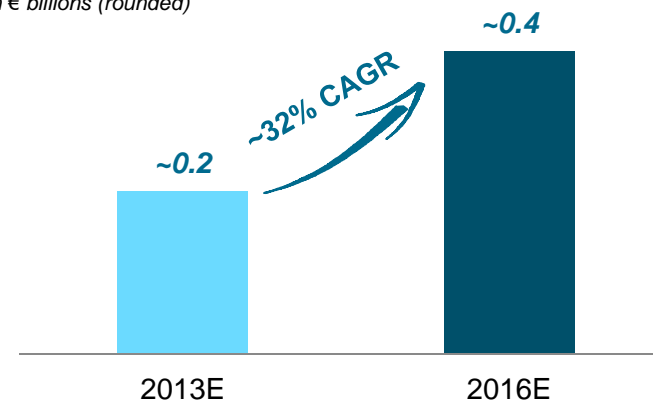
- ❑ SGL successfully entered this segment in 2011, and established itself as a recognized player; 3% or €0.2 billion of SGL's 2013E portfolio is longevity business
- ❑ SGL's attention is currently on the UK market, focusing on **longevity swaps for large, in-payment portfolios**
- ❑ Longevity swaps typically have a 3-5% technical margin, but **no dilutive impact** on SGL's return on capital. Longevity risks also provide a positive diversification impact on SGL's large mortality business

### Clients' main needs

- ❑ **UK:** pension funds require local expertise, and meaningful capacity at the right prices
- ❑ **Other markets (Canada, US, NL):** pension funds and/or insurers are in the early stages of adoption

### SGL ambitions and targets

GWP in € billions (rounded)



- ❑ SGL positions itself, with clients and key intermediaries, as a **real partner** (i.e. sharing real risk management expertise) **rather than just a capacity provider**
- ❑ **The aim of Optimal Dynamics is to double SGL's longevity business through:**
  - Keep growing SGL core position in the UK bulk annuity market
  - Expand SGL Longevity Swap solution to other markets through selected deals
  - Develop infrastructure to enable consideration of wider range of deal types



## Financial Solutions: business opportunities drive strong and highly profitable growth

### SGL current position and strengths

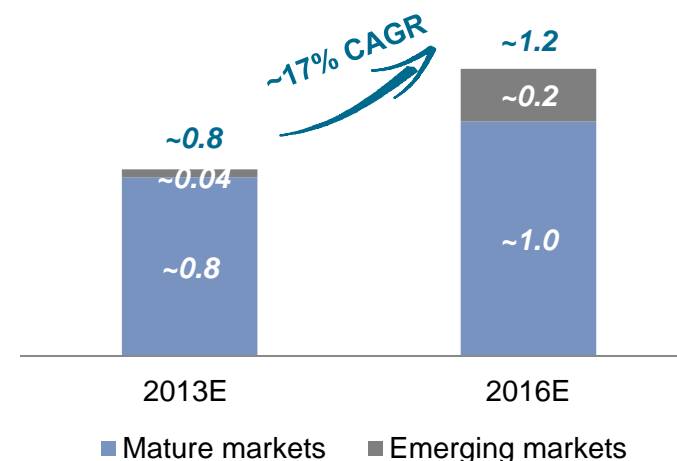
- ❑ SGL provides clients with **customized financial solutions**, helping them to either fund new business growth or strengthen their solvency position: this segment accounts for **13%** or **€0.8 billion** of the 2013E portfolio
- ❑ SGL's expertise is particularly strong, with **specialist teams** built regionally and globally:
  - **Detailed understanding of regulatory and accounting implications**
  - Ability to act quickly when designing and executing **tailor-made solutions**, ensuring that each transaction respects SCOR's risk-appetite for appropriately priced biometric risk
  - Visible position undertaken on capital and solvency management with an important transaction in early 2013 in Spain

### Clients' main needs

- ❑ **In Europe and in the US:** capital and solvency management solutions due to the economic and regulatory environment
- ❑ **In Asia-Pacific:** need for growth financing solutions, also including direct marketing support

### SGL ambitions and targets

GWP in € billions (rounded)



- ❑ SGL will **increase the share** of Financial Solutions to **18%** of its portfolio *i.e.* **€1.2 billion** by 2016E
- ❑ Regional and global teams are being reinforced
- ❑ Active **“research and development”** approach enables anticipation of evolving needs and changing regulations, as global insurance markets converge to a Solvency II like framework

# SGL targets market leadership through data management, investing in technology, infrastructure and expertise

## Big-data focused tools & infrastructure: portfolio of projects

- ❑ Individual Life Management System: will facilitate data analysis at the individual policyholder level
- ❑ SOLEM and Velogica upgrades: enabling more flexibility and integrating new, additional sources of data
- ❑ New global, large-scale data repository
- ❑ Worldwide Pricing Architecture: harmonized tools and processes
- ❑ New nonstandard risks management system

## Differentiating client-facing services

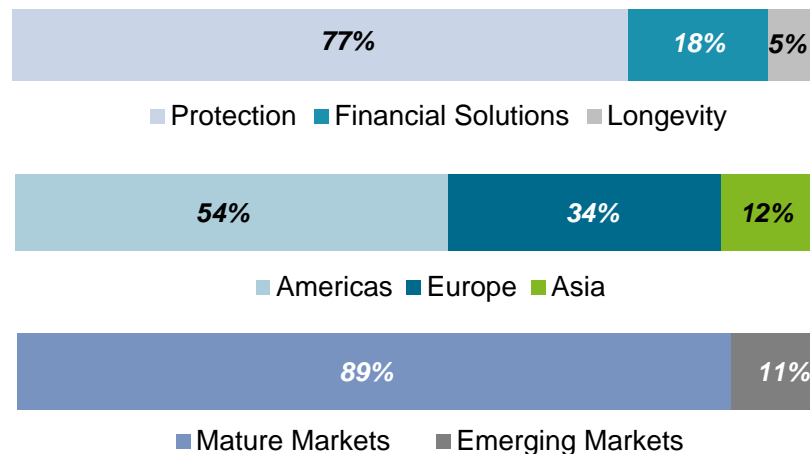
		#Countries	#Clients
<b>ReMark</b>	Global direct marketing	~25	~30
<b>SCOR</b> <small>telemed</small>	Tele-underwriting platform	~6	~20
<b>réhalto</b> <small>rehabilitation</small>	Disability risk management	Fr/Be	~25
<b>VELOGICA</b>	Underwriting decision engine	US	~10
<b>SOLEM</b>	Online underwriting tool	85	~400

## Cutting-edge expertise in solutions design

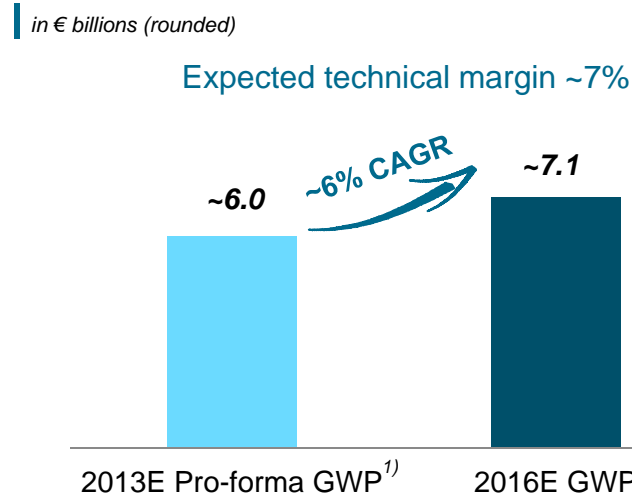
- ❑ Dedicated expert teams for Global Financial Solutions, Asian Capital solutions, Longevity
- ❑ Reinforced specialist team for Facultative & Group Life in the US
- ❑ Six global R&D Centres, dedicated to Longevity and Mortality; Long-Term Care; Disability and Critical Illness; Risk Assessment & Claims Management; Medex; Policyholder Behavior

## SGL division: the strong development of Protection business provides a solid foundation for profitable growth in Longevity and Financial Solutions

### 2016E premium split per segment, region and market



### Expected GWP & technical margin



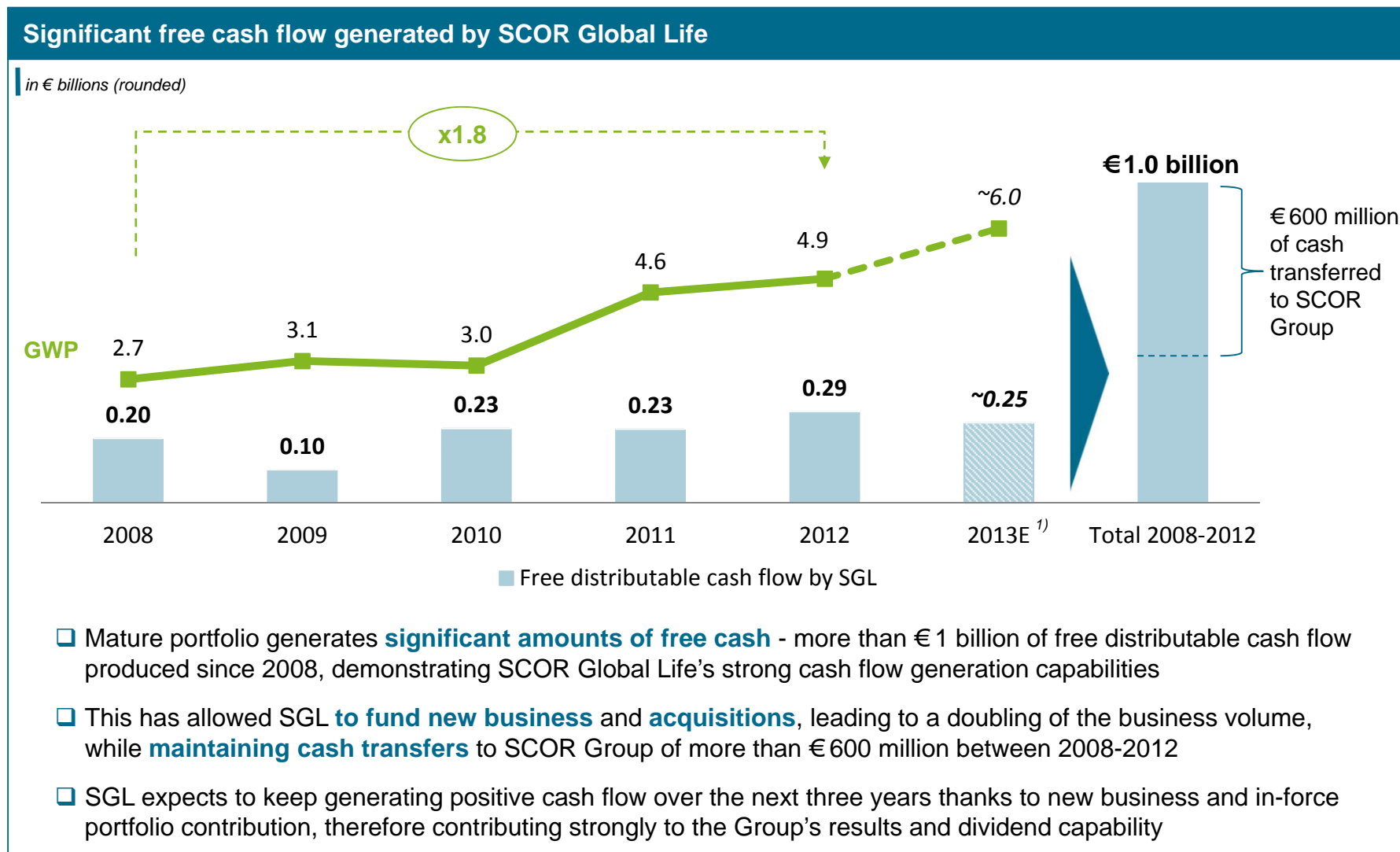
### Comments

- ❑ **Robust and profitable growth** of SGL over the plan cycle (**CAGR: ~6%**), with **increasing diversification** in Financial Solutions and Longevity business
- ❑ **Expected technical margin of ~7% over the plan cycle**, based on a **confirmed** long-term expected **performance** in biometric risks, and a slight dilution deriving from the increased weight of Longevity and capital relief deals over the duration of the plan. New business remains priced on the basis of ROE targets, in line with SCOR group's profitability target
- ❑ Within the well-defined plan, **SGL keeps building its capabilities** and will remain prepared to seize arising opportunities that match the Group's risk appetite and profitability targets
- ❑ Based on this, SGL will **continue its contribution to the Group**, with a secured and stable cash repatriation and dividend payment capability

1) Pro-forma, includes Generali US for the full year 2013E



## SGL has delivered more than € 1 billion of free distributable cash flow over the past 5 years, confirming its status as of cash-flow “generator”



1) Excludes any Generali US contribution in 2013

## SGL's strong capital shield strategy enables the technical profitability to remain consistent and brings stability to the Group

### The capital shield strategy for Life risks is built upon complementary covers

<p><b>CAT protection</b></p>	<ul style="list-style-type: none"> <li>❑ CAT protection treaties protect SCOR Global Life from the impact of catastrophic events (such as terrorism, natural catastrophes) on the retained part of the world-wide business</li> <li>❑ Attachment points are kept low to reduce earnings volatility from catastrophic events</li> </ul>	<p>Attachment point is not higher than € 30 million<sup>1)</sup>, which is less than 0.7% of SGL's GWP; with specific capacities by type of business and geography</p>
<p><b>Pandemic protection</b></p>	<ul style="list-style-type: none"> <li>❑ SCOR has decided to issue an extreme mortality protection</li> </ul>	<p>SCOR's pandemic exposure is within the Group's risk appetite</p>
<p><b>Per life retention management</b></p>	<p>Definition of maximum per-life capacities, differentiated by:</p> <ul style="list-style-type: none"> <li>❑ Line of business (mortality, disability, critical illness, accidental death)</li> <li>❑ Type of business (individual, group business)</li> <li>❑ Geographic regions</li> </ul>	<p>The maximum retention is below € 10 million per head<sup>2)</sup>, which is less than 0.25% of SGL's GWP</p>

### SCOR Global Life's capital shield policy reduces earnings volatility

## SCOR Global Life is an innovative market leader, with a strong and growing data advantage in key markets

<b>SCOR Global Life is reinforcing key competitive differentiators</b>	<input type="checkbox"/> <b>Global scale and infrastructure</b>	<input type="checkbox"/> Enforcing strong risk assessment, risk controls and processes <input type="checkbox"/> Developing a new generation of business-enabling tools
	<input type="checkbox"/> <b>Big data capabilities</b>	<input type="checkbox"/> Investing to capture and analyze data to secure pricing advantage and enable strategic decision-making
	<input type="checkbox"/> <b>Local relationships and execution</b>	<input type="checkbox"/> Integrating products and services into clients' own processes
<b>SCOR Global Life's continued development will focus on:</b>	<input type="checkbox"/> <b>Strengthening its leadership positions</b>	<input type="checkbox"/> Targeting market leadership through data leadership <input type="checkbox"/> Focusing on value-added client-centric solutions
	<input type="checkbox"/> <b>Growing profitably</b>	<input type="checkbox"/> ~6% annual growth over the life of the plan, driven by newer products (longevity, financial solutions), services, and emerging markets <input type="checkbox"/> Stable ~7% technical margin over the plan
	<input type="checkbox"/> <b>Generating and upstreaming cash-flows</b>	<input type="checkbox"/> ~€ 250 million annual distributable free cash flow run-rate from in-force portfolio and new business

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# SCOR's new Strategic Plan Optimal Dynamics

## Q&A – Panel 1

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# SCOR's new Strategic Plan Optimal Dynamics

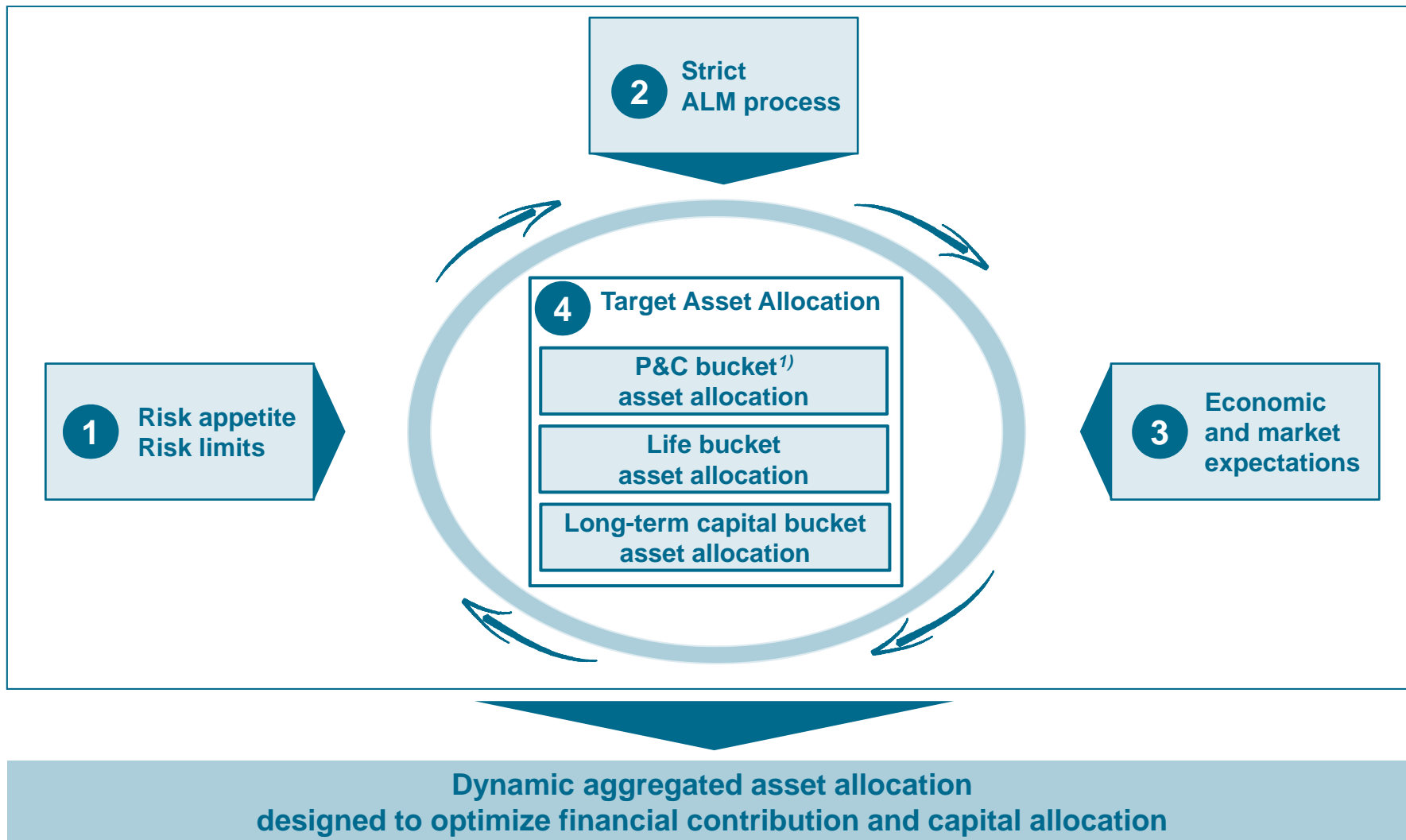
**Lunch break**

## IR Day 2013, Optimal Dynamics

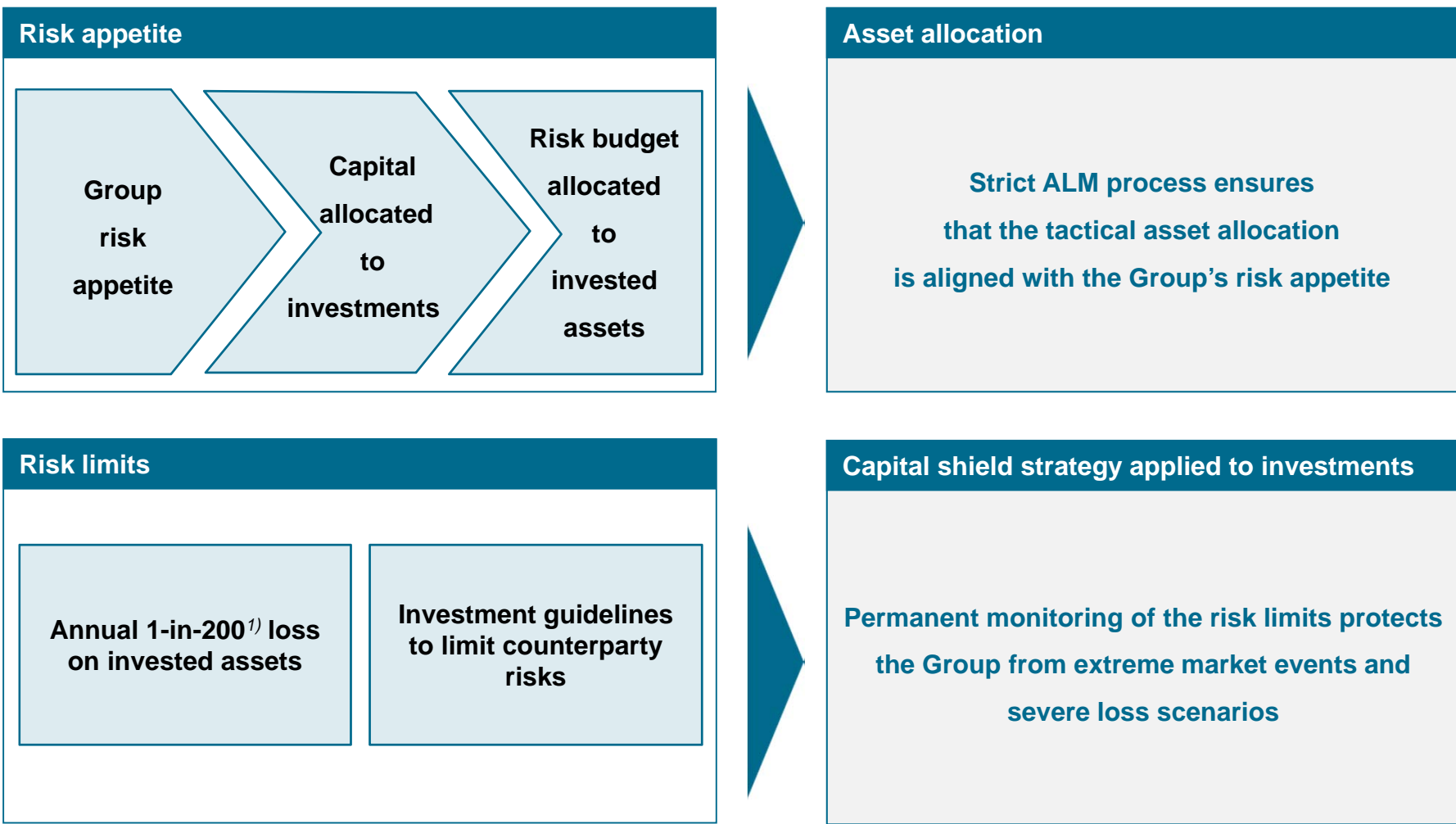
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- 1 Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy
- 2 SCOR Global P&C is well positioned to continue its profitable growth trend
- 3 SCOR Global Life continues to grow profitably reinforcing its leadership and client relationships
- 4 SCOR Global Investments progressively rebalances its portfolio to achieve higher investment returns
- 5 SCOR's risk appetite is refined and affirmed with stronger solvency governance
- 6 SCOR's dynamic solvency target supports best-in-class shareholder value creation
- 7 SCOR's success story continues with Optimal Dynamics

## The investment portfolio is dynamically positioned through a strict and enhanced ALM process, integrating economic and market expectations



# 1 SCOR follows a capital-driven investment process



1) Value-at-Risk 99.5% 1 year, computed on a 15 years of history basis



1

# SGI implements the investment strategy holistically, based on a strict governance through a clear and ERM-focused organisational structure

On the Board Risk Committee's recommendation, the **Board of Directors approves:**

<b>Risk appetite</b>	<b>Risk limits</b>	<b>Capital allocated to investments</b>
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On the Group Investment Committee's recommendation, the **Comex approves:**

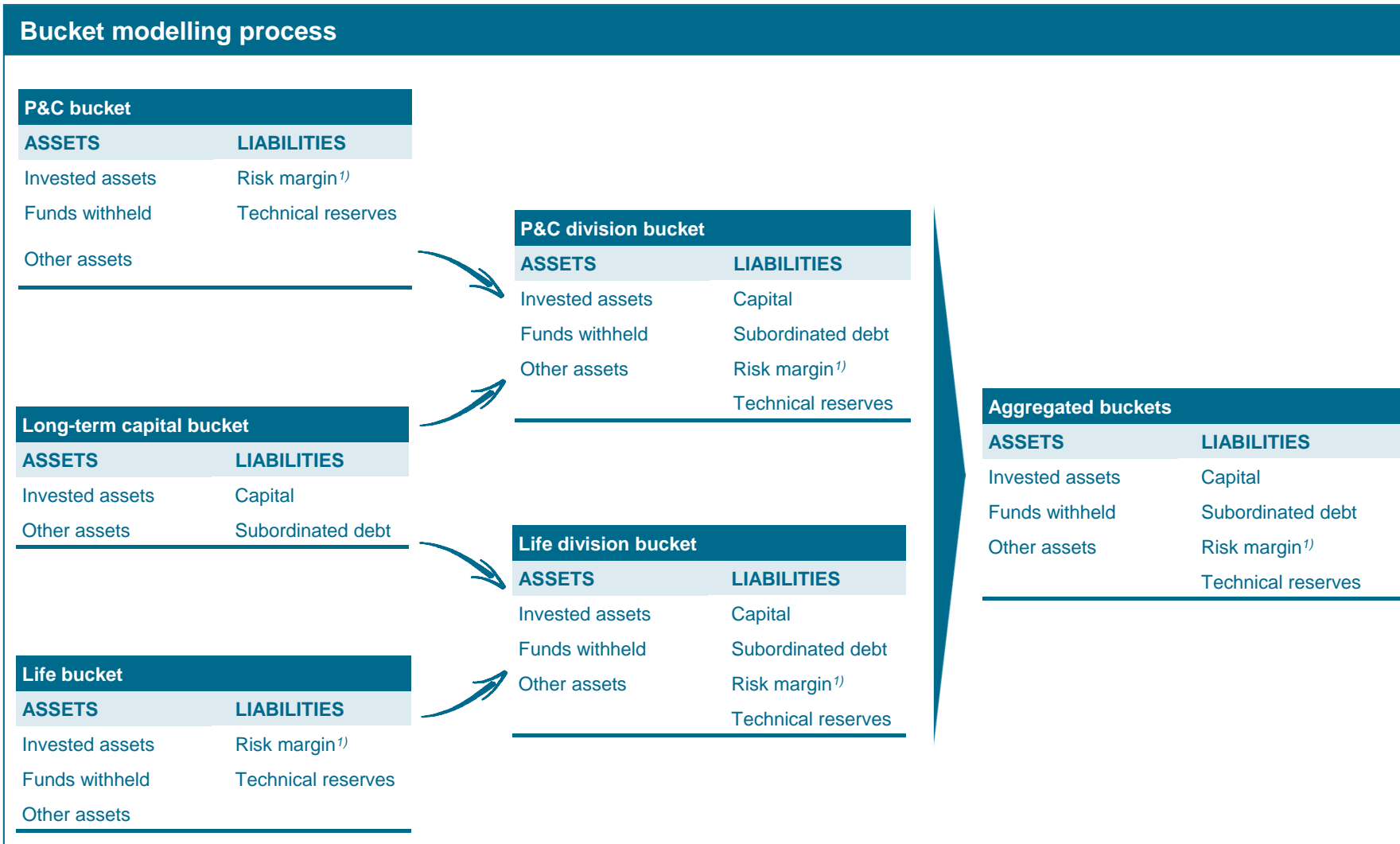
<b>Overall investment strategy</b>	<b>Macro-positioning of the investment portfolio</b>
------------------------------------	--

**Investment mandate assigned to SGI**

- ❑ **Propose the macro-positioning of the invested assets portfolio subject to:**
  - risk appetite and risk limits
  - strict ALM process
  - economic and market expectations
  - regulatory and rating agency constraints
  - accounting rules
  - strict FX congruency matching
- ❑ **Implement the investment strategy centrally and globally**
- ❑ **Optimize the absolute return<sup>1)</sup> on invested assets and focus on the recurrence of yields while controlling their volatility:**
  - active and dynamic management of the portfolio
  - identification of cycles and market opportunities
  - strict qualitative and quantitative risk management

1) Absolute return: for definitions see glossary in appendix

## 2 The ALM process, based on the bucket modelling, has been enhanced and is now built on the Economic Balance Sheet (EBS)



1) Undiversified risk margin

## 2 The EBS<sup>1)</sup>-based ALM process ensures a strict monitoring of the interest rate sensitivity of the Group's Economic Value

### Optimal Dynamics key enhancements compared to Strong Momentum plan

- ❑ Bucket modelling moved from IFRS to Economic Balance Sheet, i.e. on fair values
- ❑ Interest rate sensitivity estimated on the basis of fair values across the entire economic balance sheet
- ❑ Target effective durations (i.e. interest rate sensitivity) of the invested assets portfolio estimated in order to immunize the Economic Value of the Group
- ❑ Asset allocation defined at the level of each bucket and then aggregated

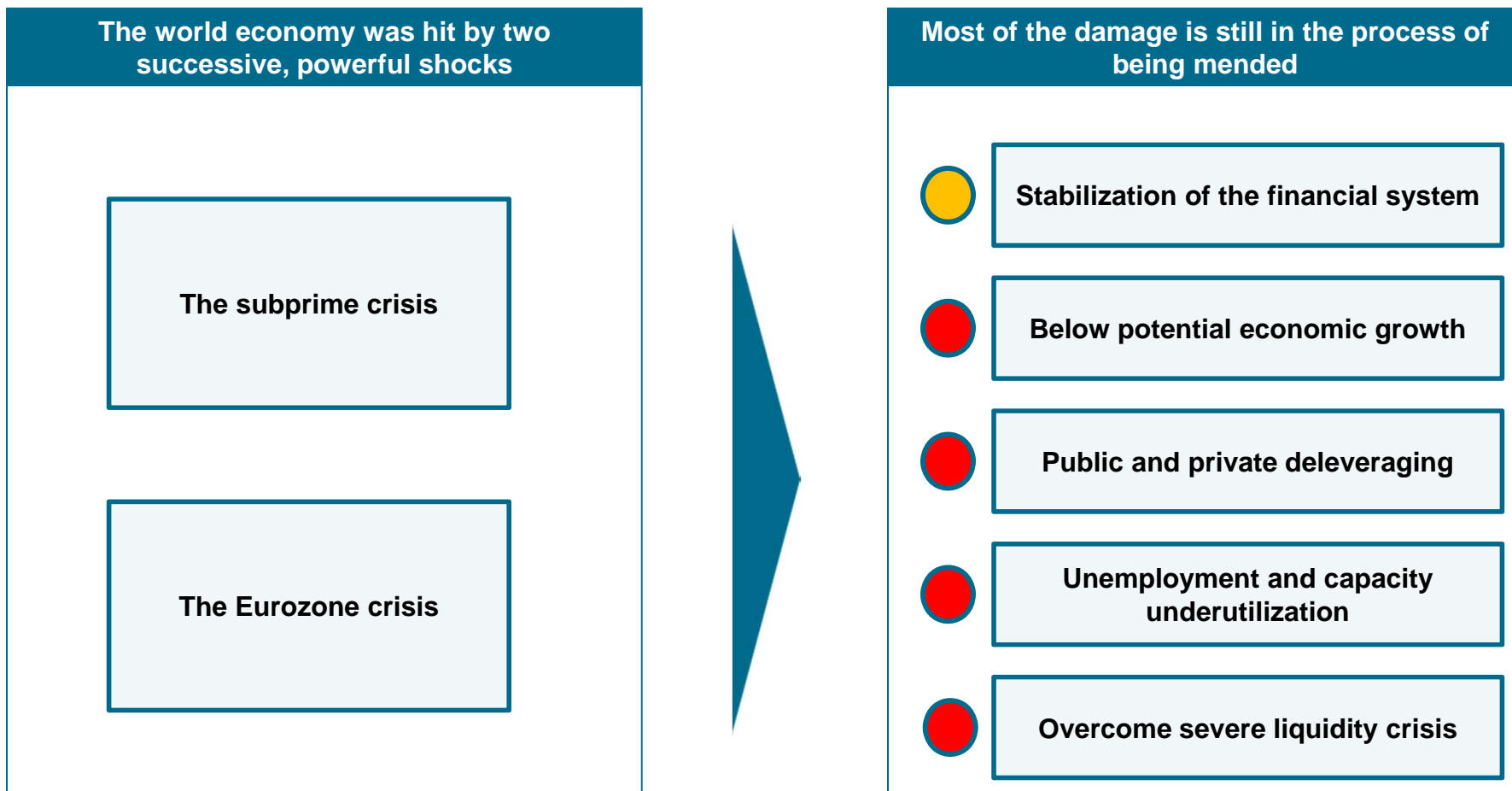
### Target effective durations<sup>2)</sup> of the invested assets portfolio

As of 31 December 2012

Invested assets	Target effective duration
P&C division	3.9 years
Life division	4.8 years
<b>Average Group</b>	<b>4.2 years</b>

**Investment strategy optimizes the impact of interest rate increase on the solvency of the Group and on the Group Economic Value**

### 3 The global economy has yet to complete its convalescence



3

# The recent “tapering” announcement of the FED has caused an inflection point in the evolution of interest rates, which started to increase



## Main uncertainties about the consequences of the tapering

- Starting date of the pull back of new infusions of cash into the economy
- Impact on the pattern of interest rate increase
- Impact on GDP
- Impact on inflation
- Impact on financial assets valuation

Source: Bloomberg, forecasts based on forward rates as of 26/08/2013

**3**

## When the convalescence is over, the economy has to face the start of a new policy cycle, which could pose significant risks

**Since the beginning of the crisis, governments have tried to support economic activity**

- Lax monetary policy
- Expansionist fiscal policy



**When convalescence draws to an end, economic policy will become a drag on growth**

- Fiscal policy through tax and spending cuts
- Monetary policy tightening

**The three main risks associated with economic policy tightening**

<b>The timing and profile of the tightening</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> If too fast, the monetary tightening could stifle post-convalescence expansion</li> <li><input type="checkbox"/> If too slow, the monetary tightening could cause a re-leveraging of the economy and inflationary pressures</li> </ul>
<b>Fundamentals' reaction</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Policy measures directly add to the rate of growth</li> <li><input type="checkbox"/> Upon their withdrawal, they will directly subtract from it</li> <li><input type="checkbox"/> Post-convalescence expansion will continue if it has enough momentum to carry on without policy support</li> </ul>
<b>Asset markets' reaction</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> A substantial part of the equity rally has been supported by the fall in interest rates</li> <li><input type="checkbox"/> A severe correction may happen if growth expectations rise less than interest rates</li> <li><input type="checkbox"/> A severe interest rate hike cannot be excluded</li> </ul>

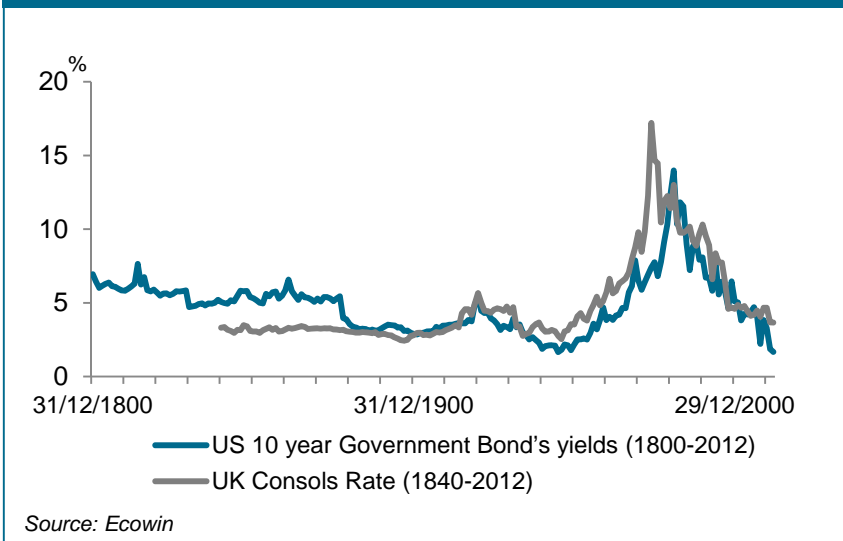
3

## One of the main risks faced over the Optimal Dynamics plan is the transition to higher interest rate levels

### Uncertainty about the pattern of the interest rate increase

- ❑ Currently repressed by Quantitative Easing and Asset Purchase programs, interest rates are likely to increase during the Optimal Dynamics plan
- ❑ A lot of uncertainties remain:
  - timing: short, medium or long?
  - size: 100bps, 200/300bps or above 300bps?
  - path: progressive or brutal?
  - shape of the yield curve: bear steepening, bear flattening?

### US and UK long-term bond yields<sup>1)</sup>



### When looking at historical data, a sudden significant increase in interest rates is not an extremely rare event

- ❑ Considering the US 10-year government bond yields between 1800 and 2012 and the UK Consols rates between 1840 and 2012, maximal historical increases in interest rates appear sizable:

Max increase	USA	UK
Over 1 year	210 bps	436 bps
Over 3 years	483 bps	621 bps

- ❑ Moreover, the unconditional probability of experiencing a 300 bps rate increase over 3 years is significant:

USA	UK
2.0 %	1.8 %

- ❑ The probability of an increase in rates over the next 3 years is expected to be significantly higher given that interest rates have been distorted over a long period of time, leading to a high risk of correction
- ❑ This results in an asymmetric probability distribution of future interest rates, and explains why the markets reacted so nervously to the FED tapering talk last June

1) Based on historical official data for the US and the U.K. financial markets over 200 years. However, these two countries did not experience huge interest rate shocks over this period, unlike Germany in the 1920s or Argentina in the 1970s.

3

# The profile of the convalescence might be affected by new shocks to come, justifying a multiple scenario analysis

## The convalescence has already been delayed twice



## Several shocks could still change the timing and profile of the convalescence

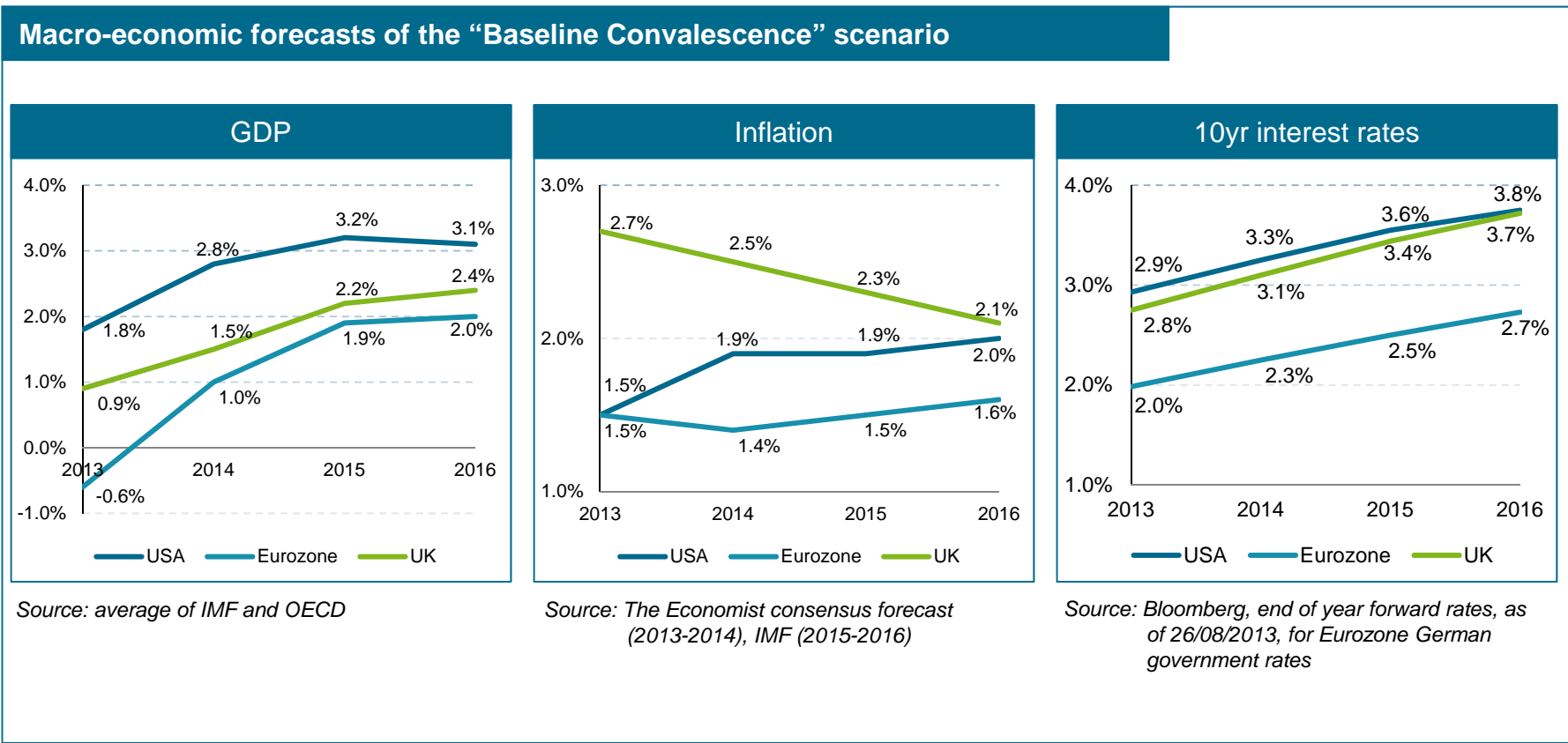
- Optimistic scenario: “Express recovery”**
- Sluggish monetary policy reaction
  - Come-back of inflation
  - Faster GDP growth leading to deficit reduction, increased tax revenues and lower unemployment
- Central scenario: “Baseline convalescence”**
- US: gradual return to GDP growth rates of 3%
  - Eurozone: return to subdued growth, below pre-crisis GDP growth levels
  - Emerging countries: return to pre-crisis growth rates
- Pessimistic scenario: “Protracted remission”**
- Eurozone sovereign crisis relapse
  - Emerging markets slowdown (China crisis)
  - Asset bubble collapse (US equity, interest rates)
  - Aggressive fiscal consolidation
  - Geopolitical risks

1) Source: Factset as of 26/08/2013



3

# In the “Baseline Convalescence” scenario, SCOR assumes that interest rates are progressively rising in all developed countries



3

## Several shocks could still change the timing and profile of the “convalescence”

	“Protracted remission” Pessimistic scenario	“Express recovery” Optimistic scenario
GDP	<ul style="list-style-type: none"> <li>2013-2014: deceleration, strongest in the Eurozone</li> <li>2015-2016: fast recovery to baseline scenario rates, but Eurozone lags behind</li> </ul>	<ul style="list-style-type: none"> <li>2013-2014: faster than expected, generates optimism</li> <li>2015-2016: strong deceleration in the wake of monetary tightening to counter inflation</li> </ul>
Inflation	<ul style="list-style-type: none"> <li>2013-2014: mild deceleration</li> <li>2015-2016: fast recovery to baseline scenario rates, but Eurozone lags behind</li> </ul>	<ul style="list-style-type: none"> <li>2013-2014: acceleration through enhanced activity and commodity prices</li> <li>2015-2016: strong deceleration in the wake of monetary tightening to counter inflation</li> </ul>
Interest rates	<ul style="list-style-type: none"> <li>2013-2014: strong decrease</li> <li>2015-2016: gradual rise to baseline scenario levels</li> </ul>	<ul style="list-style-type: none"> <li>2013-2014: fast rise through higher risk appetite and accelerating inflation</li> <li>2015-2016: decrease to 2012-2013 levels due to collapsing growth inflation and optimism</li> </ul>

4

## Target asset allocation is defined dynamically and may vary depending on risk appetite and/or expected risk/reward per asset class

### Key principles determining the asset allocation process in the Optimal Dynamics plan

1 Risk appetite  
Risk tolerance

2 Strict ALM process

3 Economic and market expectations

❑ **Target asset allocation** determined at the level of each bucket (P&C, Life, Long-term capital)

❑ **Business buckets:**

- linked to the claims payment ability of the Group
- only liquid and high quality fixed-income securities (including cash & short-term investments, and loans) admissible
- average rating linked to the average level of solvency targeted by the Group
- assets and liabilities matched with each business bucket (target duration)

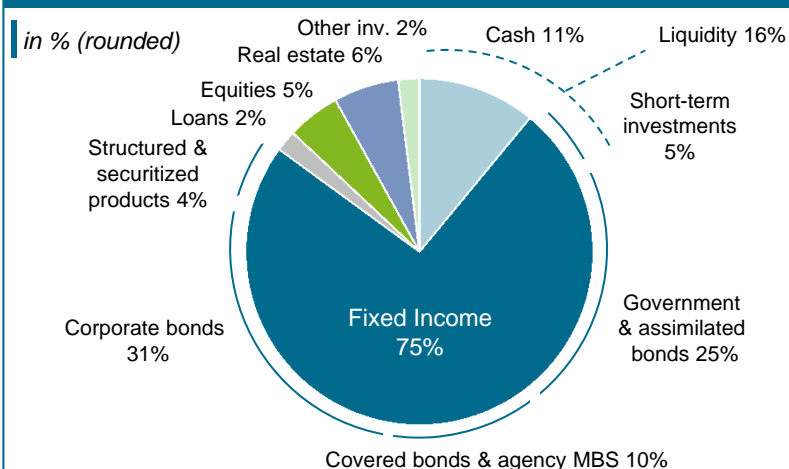
❑ **Long term capital bucket:**

- linked to the risk appetite of the Group (capital allocated to investment risk)
- admissible risks: inflation, credit (including sovereign risk), equities, real estate, illiquidity, other investments (ILS, commodities, alternative investments, etc.)
- interest rate risk minimized
- asset allocation determined through a quantitative model optimizing expected return/risk/capital charge for a given risk appetite

Asset allocation dynamically optimizes the capital allocation to and within the investment portfolio

## The current investment portfolio maximizes degrees of freedom for future choices

### Asset allocation as of 30/06/2013



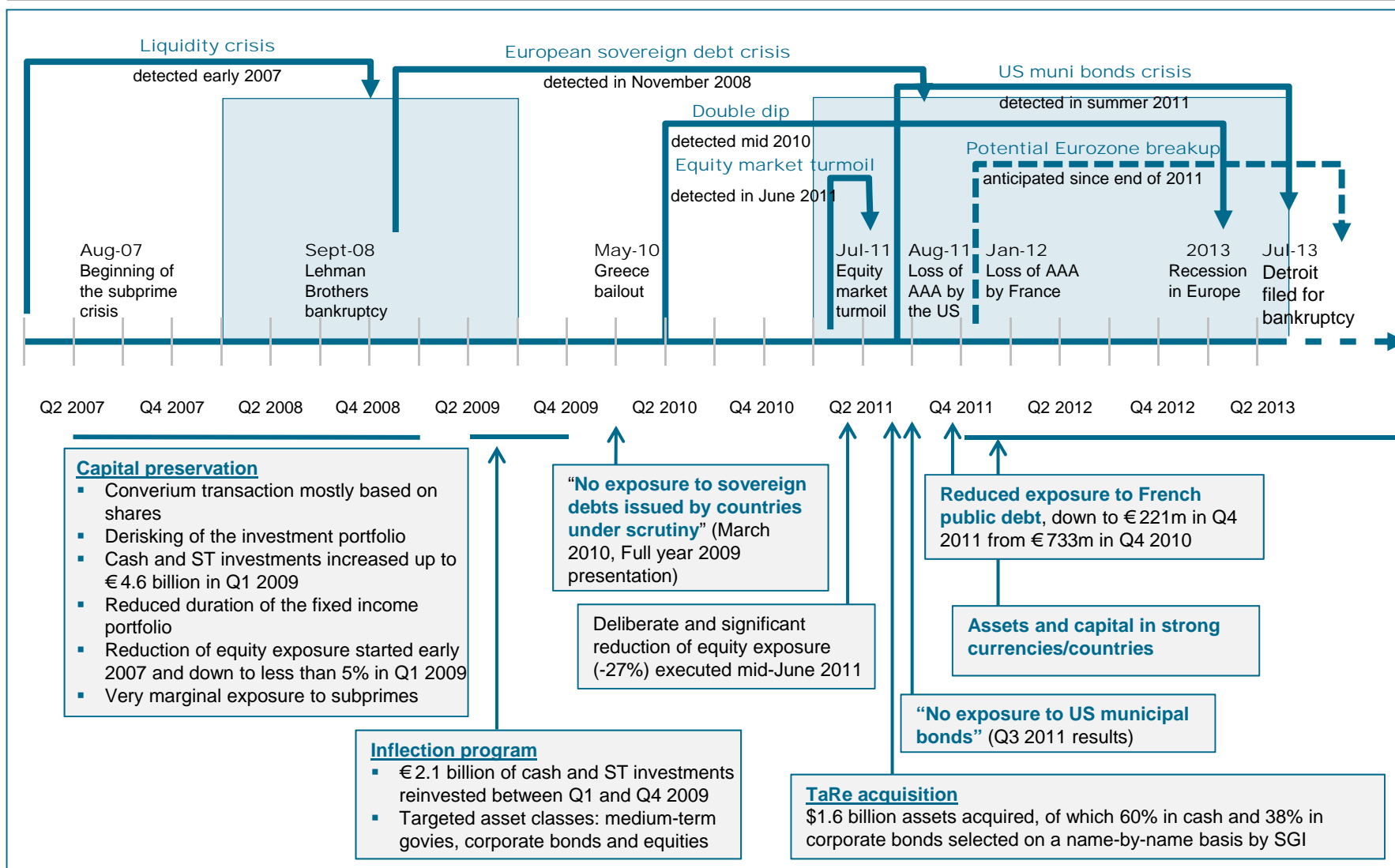
### Average rating and duration per asset class as of 30/06/2013

Asset Class	Rating	Effective duration
Short-term investments	AA+	0.3 yrs
Government bonds & assimilated	AA+	2.8 yrs
Covered bonds & Agency MBS	AAA	4.4 yrs
Corporate bonds	A-	3.2 yrs
Structured & securitized products	A+	1.3 yrs
<b>Global – Fixed income</b>	<b>AA-</b>	<b>2.9 yrs</b>

- ❑ Total investments of € 21.5 billion, of which total invested assets of € 13.6 billion and funds withheld of € 7.9 billion
- ❑ Active management of the portfolio demonstrated since 2007, with successful detection of all major shocks, supported by the rollover strategy<sup>1)</sup>
- ❑ Despite the recent waves of downgrades, high quality of the fixed income portfolio:
  - average AA- rating maintained
  - relatively low duration (2.9 years)
  - highly liquid investment portfolio, with financial cash flows of € 5.8 billion expected over the next 24 months
  - no government bond exposure to Greece, Ireland, Italy, Portugal or Spain or to US muni bonds
  - € 1.3 billion of variable rate bonds
  - € 0.8 billion of inflation-linked bonds
  - relatively low exposure to financial institutions (€ 586 million of exposure to banks in the corporate bonds bucket with an overall cap at € 30 million per group issuer)

1) See page 154 in appendix for further details

## Since 2007, SGI has successfully detected all major shocks and prevented the Group from severe investment losses



## Recalibrated risk appetite and enhanced ALM process define a new strategic asset allocation throughout the Optimal Dynamics plan

Optimal Dynamics' strategic asset allocation					
	H1 2013	Strong Momentum V1.1		Optimal Dynamics	
		Min	Max	Min	Max
<b>Cash</b>	11%	5.0% <sup>1)</sup>	-	5.0% <sup>1)</sup>	-
<b>Fixed Income</b>	75%	-	-	70.0%	-
Short-term investments	5%	-	-	5.0%	-
Government bonds & assimilated	25%	25.0%	30.0%	25.0%	-
Covered bonds & Agency MBS	10%	5.0%	10.0%	-	15.0%
Corporate bonds	31%	27.5%	32.5%	-	35.0%
Structured & securitized products	4%	5.0%	10.0%	-	7.5%
<b>Loans</b>	2%	-	-	-	7.5%
<b>Equities<sup>2)</sup></b>	5%	7.5%	12.5%	-	5.0%
<b>Real estate</b>	6%	2.5%	7.5%	-	7.5%
<b>Other investments<sup>3)</sup></b>	2%	2.5%	7.5%	-	5.0%

Optimization of expected return/risk/capital charge, leading, in the current environment, to a reduced exposure to asset classes that are too heavily capital-charged  
 Progressive and selective exposure to loans as a new asset class

1) Including short-term investments

2) Including listed Equities, convex equity strategies, convertible bonds, private and non-listed equities

3) Including alternative investments, commodities, infrastructure, ILS strategies

# SGI leverages on its current expertise to develop a loan investment platform

## Enlarging the loan portfolio in a very opportunistic and controlled manner

- ❑ **Deleveraging is a source of interesting investment opportunities for SCOR Global Investments:**
  - to improve their solvability ratios, banks will both increase their capital and over time decrease the relative size of their balance sheets, through the implementation of a new business model (“originate to distribute”)
  - European system is the most concerned, as historically, banks play a stronger role in the financing of the economy
- ❑ **SGI is selectively investing in the loan segment to benefit from the offer / demand mismatch that creates attractive risk / return profiles:**
  - SGI has already successfully invested in corporate loans (leveraged loans) for 2 years
  - SGI is now enlarging its loan portfolio in the infrastructure and real estate debt markets
- ❑ **This new asset class offers attractive risk-adjusted returns:**
  - floating rate coupon ensuring an increasing financial contribution as soon as interest rates rise
  - stable and predictable cash-flows
  - security package and/or covenant, senior secured/first lien loans mainly targeted
  - high historical recovery value
  - strong alignment of interests with banks

## Optimal Dynamics targeted underlying assets

	Leveraged loans	Real estate loans	Infrastructure loans
Key features	<ul style="list-style-type: none"> <li>❑ LBO/acquisition corporate financing</li> <li>❑ Syndicated and standardized loans</li> </ul>	<ul style="list-style-type: none"> <li>❑ Value-added real estate financing</li> <li>❑ Average loan-to-value &lt; 65%</li> </ul>	<ul style="list-style-type: none"> <li>❑ Tangible asset financing</li> <li>❑ Defensive brownfield and greenfield mix</li> </ul>
Targeted return	Libor/Euribor + 400-500 bps	Libor/Euribor + 300-350 bps	Libor/Euribor + 250-300bps
Average Life	3-5 yrs	3-5 yrs	5-10yrs
Average risk profile	Sub investment grade	Low investment grade	Low investment grade
Expected loss given default	25%	15%	20%

*Loans bucket will not represent more than 7.5% of SCOR's invested assets throughout the Optimal Dynamics plan*

# Over the course of the Optimal Dynamics plan, SGI will progressively rebalance the investment portfolio

**Historical Value-at-Risk 99.5% 1 year<sup>1)</sup>**



Current investment portfolio maximizes degrees of freedom for future choices

Recalibrated risk appetite and enhanced ALM process define a new strategic asset allocation

1. Progressive and selective reallocation of the investment portfolio towards the new strategic asset allocation
2. Progressive re-matching of the fixed income portfolio towards the target effective duration

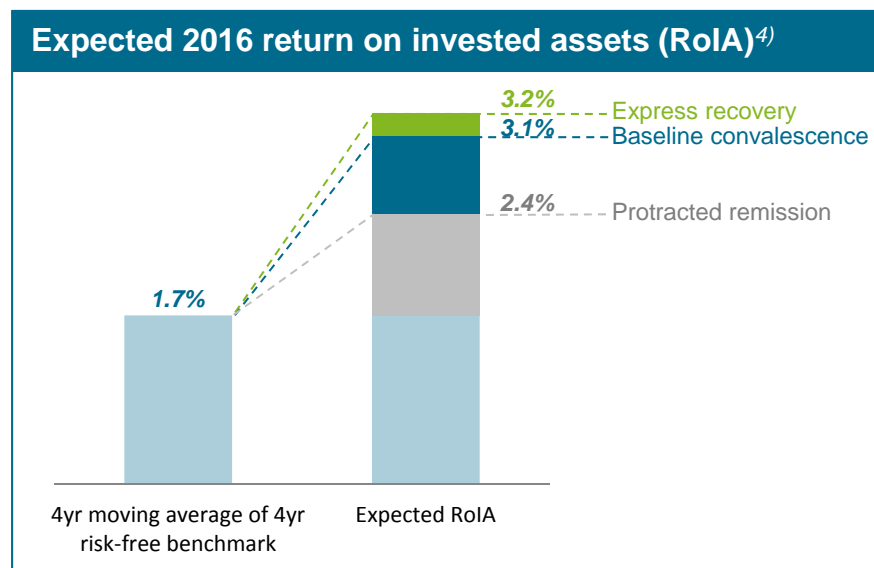
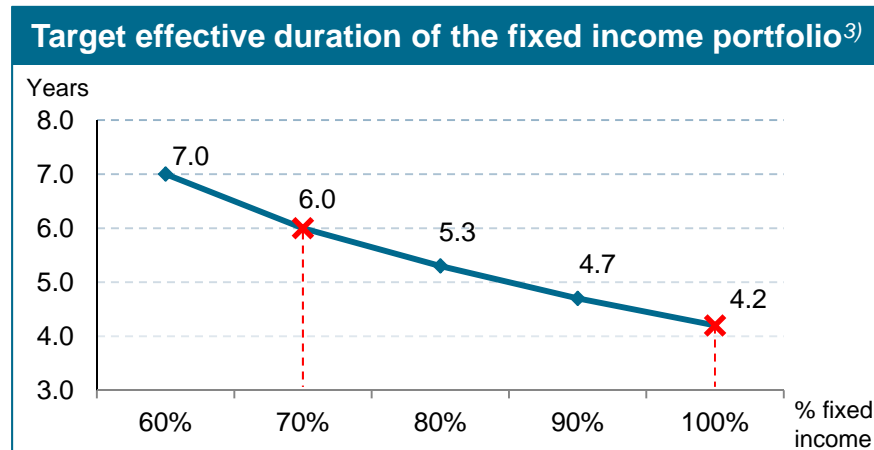
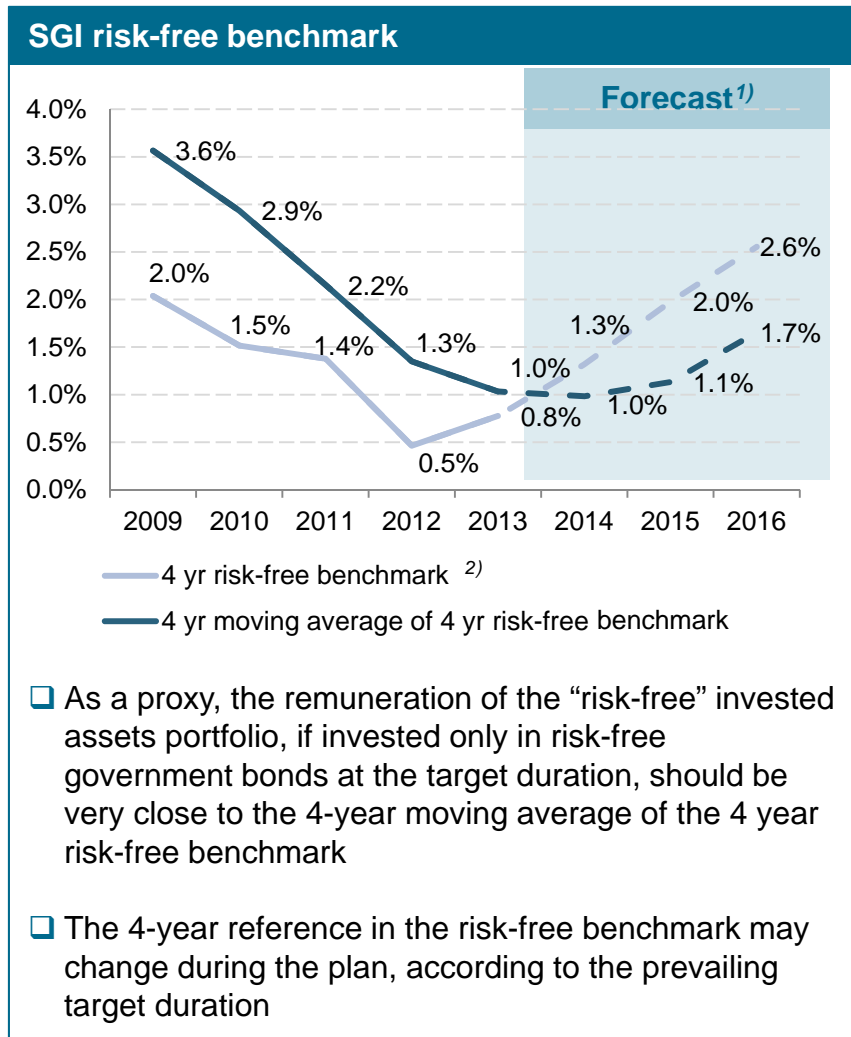
**Current effective duration versus target duration of the invested assets portfolio**

<i>in years</i>	Current effective duration <sup>2)</sup>	Target effective duration <sup>3)</sup>
P&C division	1.8	3.9
Life division	2.6	4.8
Average Group	2.2	4.2

**Group Economic Value to benefit from any interest rate increase thanks to the current duration mismatch**



## While maintaining a prudent strategy, SGI defines a clear axis to enhance the investment return throughout the Optimal Dynamics plan



## Supported by the success of the Strong Momentum initiative, SGI will accelerate its positioning as a niche third party asset manager

### Our key principles

SCOR Global Investments, regulated by the French AMF, has decided to open some of its funds (which initially were exclusively available to SCOR) to professional investors

- ❑ **Being a gateway to unconventional beta:** providing external clients with access to innovative investment solutions in markets with high entry barriers
- ❑ **Innovation:** specialized funds on markets with high entry barriers
- ❑ **Expertise:** a team of highly-skilled experts in niche strategies
- ❑ **Discipline:** rigorous investment processes and strict risk management

### Performances of SGI funds opened to third parties

As of 31/07/2013

	Inception date	Performance 2012	Performance 2013 YTD	AuM <sup>1)</sup>
SCOR Convertible Europe	27/12/2013	-	4.9%	€ 36m
SCOR Euro High Yield	14/04/2010	23.6%	4.0%	€ 270m
SCOR Euro Loans	04/05/2011	8.7%	2.9%	€ 144m
SCOR Credit Opportunity	24/01/2011	39.1%	8.7%	€ 129m
Atropos - ILS	31/08/2011	7.1%	4.7%	\$ 161m


Establishing throughout the Optimal Dynamics plan a profitable fee-based business without consuming capital

## Throughout the Optimal Dynamics plan, SGI will progressively rebalance its portfolio to achieve higher investment returns

In the current challenging environment, there is value in:

1. focusing on the preservation of assets, and therefore on shareholders' wealth
2. maintaining a prudent investment strategy
3. maintaining investment flexibility, allowing a wide range of future investment choices

### Optimal Dynamics goals



**Recalibrated risk appetite and enhanced ALM process allowing a new strategic asset allocation optimizing capital allocated to and within the investment portfolio**

**Progressive and selective reallocation of the investment portfolio towards the new strategic asset allocation**

**Progressive re-matching of the fixed income portfolio towards the target effective duration to take advantage of higher reinvestment yields**

**Minimization of the cost of the transition of the economic policy**

## IR Day 2013, Optimal Dynamics

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- 1 Optimal Dynamics balances profitability and solvency, together with a strong shareholder remuneration policy
- 2 SCOR Global P&C is well positioned to continue its profitable growth trend
- 3 SCOR Global Life continues to grow profitably reinforcing its leadership and client relationships
- 4 SCOR Global Investments progressively rebalances its portfolio to achieve higher investment returns
- 5 SCOR's risk appetite is refined and affirmed with stronger solvency governance
  - 5.1 - Very strong ERM
  - 5.2 - A well-defined and implemented Risk Appetite Framework
  - 5.3 - An optimal capital position
- 6 SCOR's dynamic solvency target supports best-in-class shareholder value creation
- 7 SCOR's success story continues with Optimal Dynamics

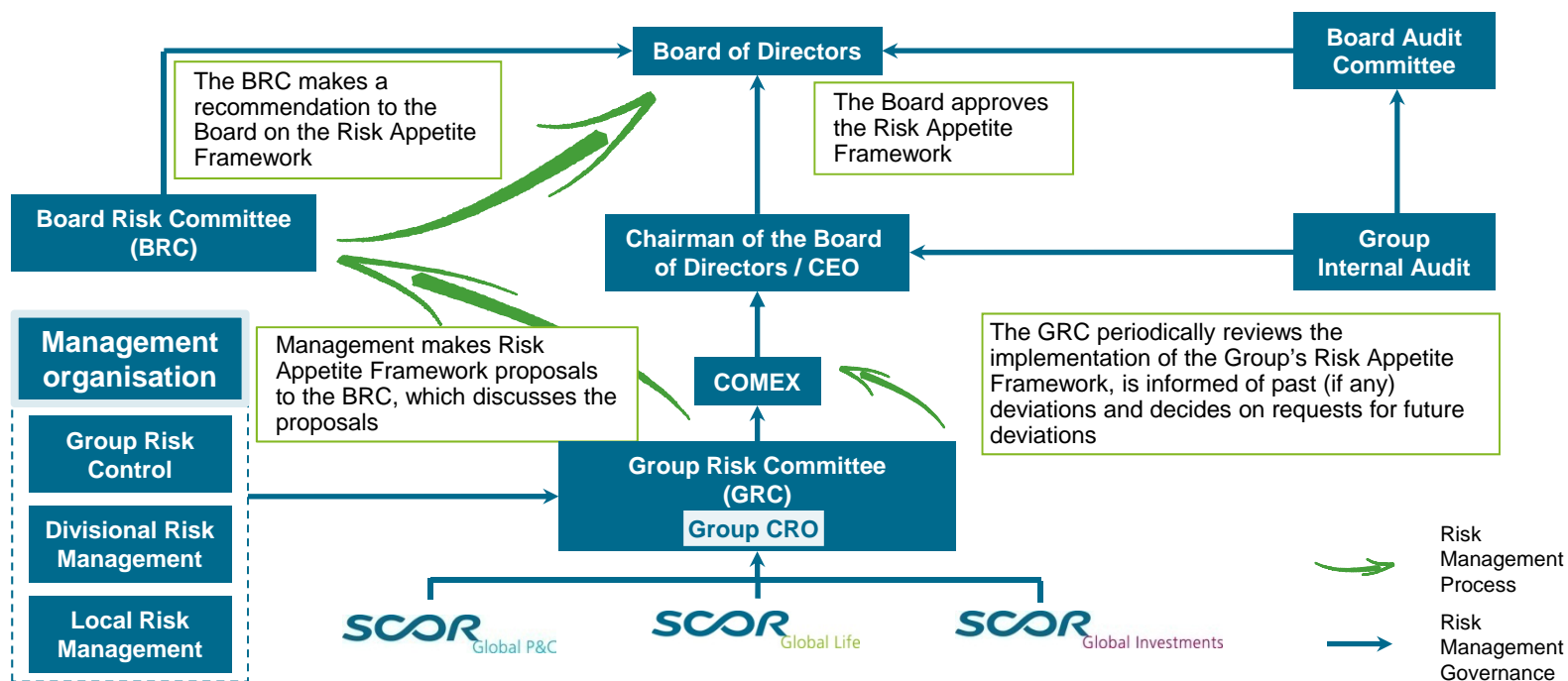
## SCOR's forward looking ERM covers the Group's risk universe with a strong focus on the main risks

SCOR's risk universe		SCOR controls its risks with ERM of the highest standards		
<b>Group Exposure Level</b>		<input type="checkbox"/> SCOR continuously seeks to improve its understanding and assessment of risks so as to optimize capital allocation (i.e. achieve a good balance of risk and return) whilst protecting its capital base:		
	<b>High</b>	Nat cat Casualty / Liability	Pandemic Long-term mortality	<input type="checkbox"/> SCOR's ERM is <b>proportionate</b> to the main risks of the Group
	<b>Medium</b>	Terrorism	Longevity	<input type="checkbox"/> SCOR's Risk Management community is composed of <b>highly qualified and experienced people</b> (Actuarial, Financial, underwriting)
	<b>Low</b>	Interest rates	Market risk	<input type="checkbox"/> ERM will continue to improve over the course of the Optimal Dynamics plan to <b>maintain its high level of excellence</b>
			Credit risk	<input type="checkbox"/> Emerging Risks is a strategic <b>forward-looking</b> topic for the Management and is <b>closely monitored</b> through a dedicated committee
	<b>Very low</b>	Operational risk		<input type="checkbox"/> SCOR's ERM has an excellent rating from the main rating agencies:
<p>SCOR is exposed to a <b>wide, multidimensional</b> and <b>expanding risk universe</b></p> <p>These risks can be different in <b>nature</b> (e.g. either accidents or trends, Life and P&amp;C, natural or man made catastrophes, pandemics), <b>frequency</b> and <b>severity</b>. In addition, <b>some risks are still emerging</b> (e.g. cyber risks, electromagnetic fields, nanotechnology)</p>		<p><b>Optimal Dynamics' Risk Management relies on 4 pillars</b></p> <input type="checkbox"/> Very Strong ERM <input type="checkbox"/> A well defined and implemented Risk Appetite Framework <input type="checkbox"/> An Optimal Capital position <input type="checkbox"/> Efficient ALM		
<p>SCOR's ERM has an excellent rating from the main rating agencies:</p> <ul style="list-style-type: none"> <li>▪ <b>S&amp;P</b> – ERM is rated Strong July 10, 2012</li> <li>▪ <b>Moody's</b> views "risk management as good" May 09, 2012</li> <li>▪ <b>AM Best</b> "demonstrating strong enterprise risk management" May 02, 2012</li> </ul>				

# ERM is embedded in SCOR's decision making, with strong governance and processes ensuring the Group's risk profile is aligned with its risk appetite

## ERM is embedded in decision making

- ❑ The Management and the Board are **deeply involved in steering** the Group's risk profile
- ❑ For specific **strategic decisions** such as an acquisition or significant initiatives, Risk Management **actively assesses risks** to support Management and Board decision making



## ERM development over the Optimal Dynamics horizon

- ❑ SCOR's Risk Appetite Framework continues to evolve to **enhance management of risk and capital**
- ❑ SCOR more systematically uses economic metrics across the organization

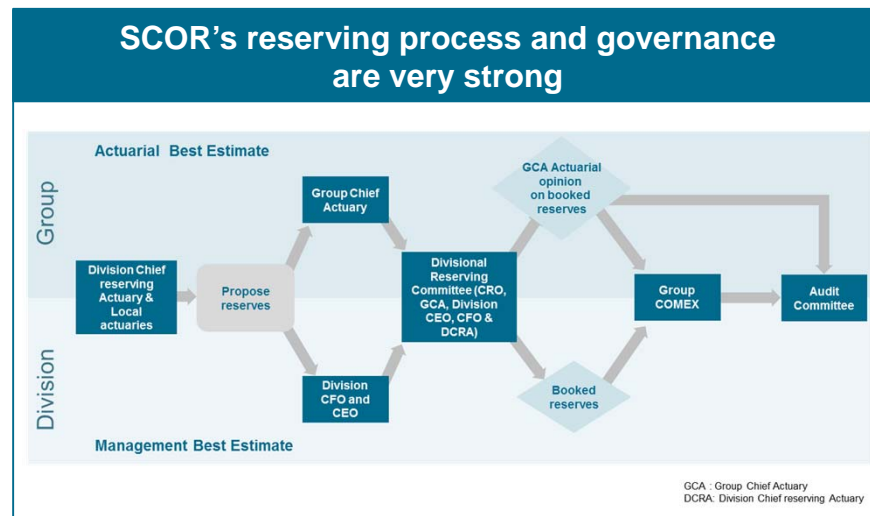
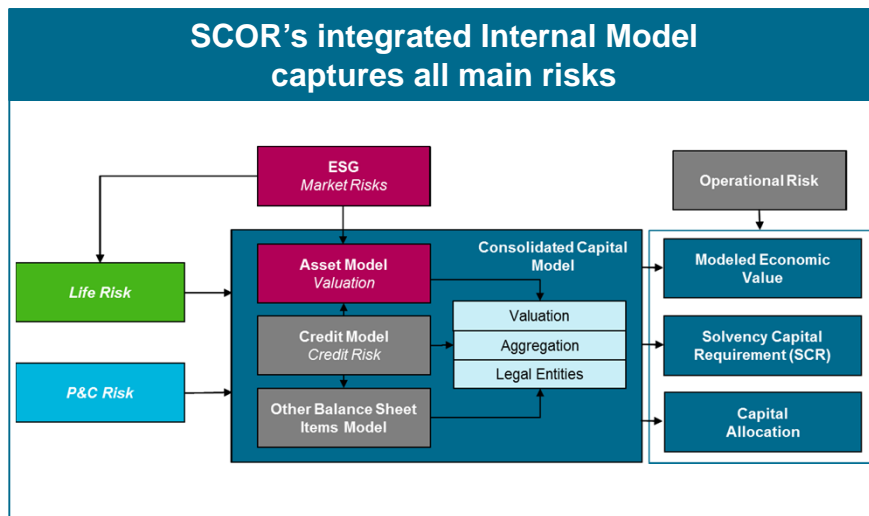
# SCOR's comprehensive ERM Framework is fully embedded across the Group

## SCOR's ERM framework and underlying mechanisms are continually being improved

- SCOR's ERM framework enables SCOR to assess the effectiveness of its Risk Management system
- As can be seen from the table, SCOR's ERM covers the dimensions and steps involved in a comprehensive and sophisticated risk management system

		Risk dimensions			
		Strategic	Operations	Reporting	Compliance
Steps involved in the ERM process	Internal Environment	Risk culture Risk Management Governance	Organisational structure	Human capital Employee motivation	Policies IT system
	Objective Setting	Strategic goals Risk Appetite Framework IT Strategy Capital allocation	Operational plan & guidelines Operational Performance Management	Reporting goals	Compliance plan
	Event Identification	Economic & Market Intelligence	Referrals Risk dashboard Process risk landscape Risk enquiry / Emerging risks Credit risk Reserving		Compliance landscape
	Risk assessment	ALM Group Internal Model Extreme scenarios			
	Risk Response	Capital Shield Strategy – Retrocession Management response			Compliance response
	Control Activities	Business process controls IT General Controls			
	Information & Communication	Communication of strategy	Internal communication External communication		Communication of compliance
	Monitoring	Internal Audit charter / plan Continuous Improvement of ERM	ICS Assurance Cross-reviews		Compliance dashboard

# SCOR has demonstrated its ability to enhance its ERM through the implementation of strong ERM mechanisms



### Solvency 2 SCOR is prepared for rapid implementation

**Pillar 1**

All Internal model modules have been delivered to the supervisor and the pre-application process is close to completion

**Pillar 2**

Risk Management, production of ORSA<sup>1)</sup> and formalisation of governance are on track as planned

**Pillar 3**

The pilot phase for the main entities leverages SCOR's central IT system, and is on track for on-time delivery

### Experienced and innovative Capital Shield protects the Group and its shareholders

*Traditional retrocession*

**PROP  
NON-PROP**

*Capital market solutions*

*Buffer capital*

*Contingent capital facility*



## IR Day 2013, Optimal Dynamics

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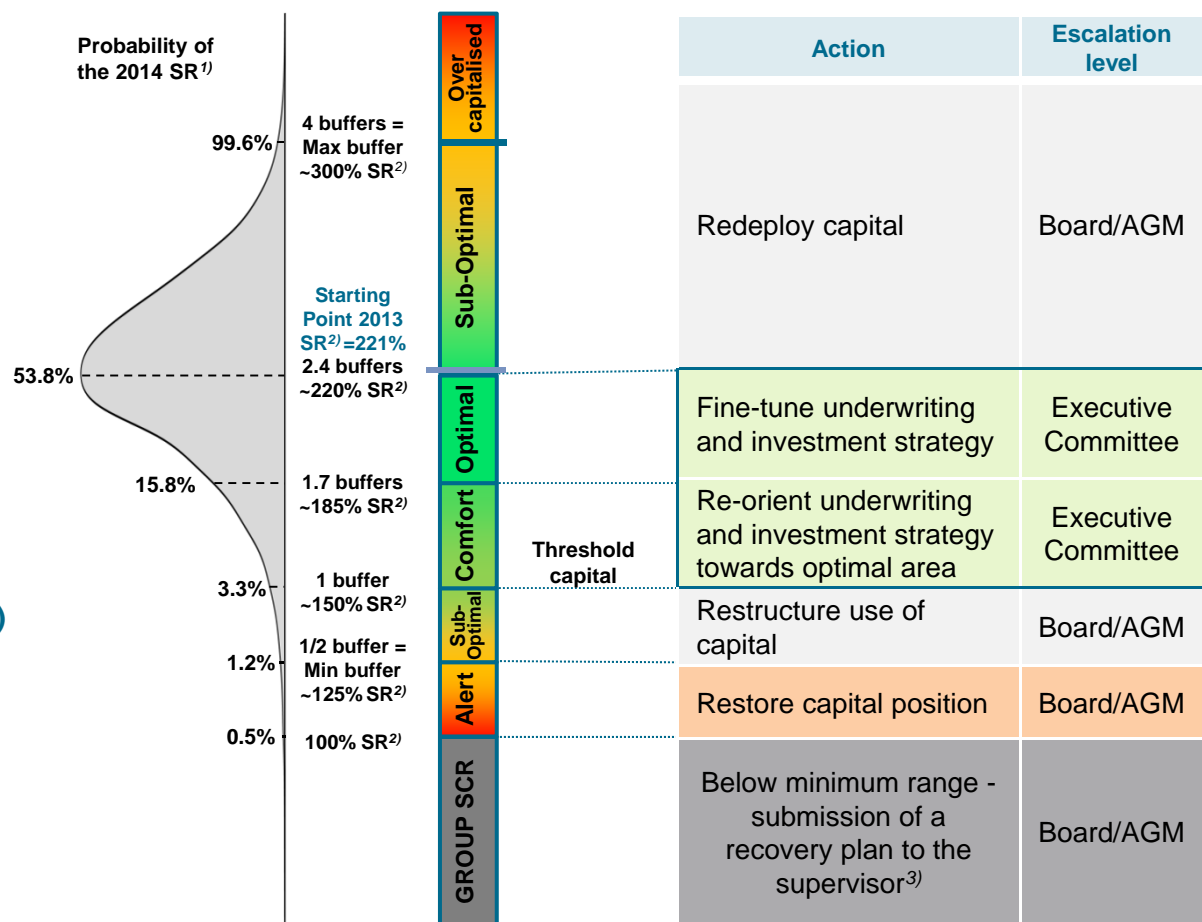
## SCOR's risk appetite is refined and affirmed

	<b>Strong Momentum V1.1</b>	<b>Optimal Dynamics</b>
<b>Risk appetite</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> A mid-level risk profile (after hedging) with a focus on the belly of the risk distribution...</li> <li><input type="checkbox"/> ... avoiding exposure to extreme tail events</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Broadly unchanged, but aligned with the increased size, diversification and capital base of the Group. Volatility is controlled through diversification and capital shield strategy</li> <li><input type="checkbox"/> Unchanged</li> </ul>
<b>Risk preferences</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Business focus on selected reinsurance risks</li> <li><input type="checkbox"/> Most mainstream insurance risks covered in Life (including Longevity, Long Term Care) and P&amp;C, excluding specific lines of business such as financial D&amp;O<sup>1)</sup>, GMDB<sup>2)</sup> new business, etc.</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Unchanged</li> <li><input type="checkbox"/> Unchanged with a recalibration reflected in an increase in longevity risk and a slight increase in Nat Cat risk, low appetite for interest rate risk (at least in the short term) and no appetite for operational risk, clients' asset risk, financial D&amp;O<sup>1)</sup>, GMDB<sup>2)</sup> new business</li> </ul>
<b>Risk tolerances</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Solvency Capital Requirement (SCR) = 99.5% VaR<sup>3)</sup> of change in group economic value</li> <li><input type="checkbox"/> Target Capital (TC) is SCR + Buffer, where the Buffer is the 97% VaR<sup>3)</sup></li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Unchanged but with a solvency scale underpinning a process of gradual escalation and management responses, and an optimal capital corresponding to maximum profitability once target solvency is reached</li> </ul>
	<ul style="list-style-type: none"> <li><input type="checkbox"/> Economic loss of a single extreme scenario (with annual probability 0.5%) &lt; 15% Total Available Capital (= € 1.1 billion in 2013)</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Reduction of the limit to 35% Buffer Capital (= € 0.6 billion in 2013 including Generali US)</li> </ul>
	<ul style="list-style-type: none"> <li><input type="checkbox"/> For each LOB, contribution to 95% xTVaR<sup>3)</sup> of change in group economic value &lt; x% Available Capital (x=20% for Life, 7.5% for Cat, 5% all other LOBs)</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Change of the metric and the limit: Net annual exposure per major risk driver with VaR<sup>3)</sup> 99.5% &lt; 20% of Available Capital</li> </ul>
	<ul style="list-style-type: none"> <li><input type="checkbox"/> Underwriting and investment guidelines set limits per risk</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Unchanged</li> </ul>

1

# SCOR strengthens its solvency governance by creating a sophisticated dynamic solvency target, based on a gradual escalation process (1/2)

- ❑ The **solvency target** for the new strategic plan complements the existing threshold capital<sup>1)</sup> with an **escalation process** depending on the level of available capital
- ❑ The **optimal capital range** enables the Group to achieve maximum profitability and satisfy the level of solvency which SCOR targets to offer its clients
- ❑ The probability of being in the optimal or comfort ranges is **~50.5%** (53.8% - 3.3%)
- ❑ The **threshold capital<sup>1)</sup> (SCR + Buffer)** is the threshold minimum amount of capital determined by management
- ❑ **SCOR aims to avoid over and under capitalization**, bearing in mind that the upper part of the scale is easier to manage than the lower part



1) The "threshold capital" was previously called "target capital"  
 2) Solvency Ratio i.e. ratio of Available Capital over SCR  
 3) When Solvency II comes into force - Article 138 of the Solvency II directive

# 1 SCOR strengthens its solvency governance by creating a sophisticated dynamic solvency target based on a gradual escalation process (2/2)

□ The management responses reflect the dynamic process which enables SCOR to steer its capital position toward the optimal area and its combined solvency and profitability positions

		Action	Possible management responses (examples)	Escalation level
4 buffers = Max buffer ~300% SR <sup>1)</sup>	Over capitalised	Redeploy capital	<ul style="list-style-type: none"> <li>✓ Consider special dividends</li> <li>✓ Buyback shares / hybrid debt</li> <li>✓ Increase dividend growth rate</li> <li>✓ Reconsider risk profile, including capital shield strategy</li> <li>✓ Enlarge growth of profitable business</li> <li>✓ Consider acquisitions</li> </ul>	Board/AGM
	Sub-Optimal			
Starting Point 2013 SR <sup>1)</sup> =221% 2.4 buffers ~220% SR <sup>1)</sup>	Sub-Optimal	Fine-tune underwriting and investment strategy	<ul style="list-style-type: none"> <li>✓ No specific risk or capital management actions</li> </ul>	Executive Committee
	Optimal	Re-orient underwriting and investment strategy towards optimal area	<ul style="list-style-type: none"> <li>✓ Improve selectiveness in underwriting and investment</li> <li>✓ Improve the composition of the risk portfolio</li> <li>✓ Optimise retrocession and risk-mitigation instruments (including ILS)</li> <li>✓ Consider securitizations</li> </ul>	Executive Committee
1.7 buffers ~185% SR <sup>1)</sup>	Optimal	Improve efficiency of capital use	<ul style="list-style-type: none"> <li>✓ Slow down growth of business</li> <li>✓ Reconsider risk profile, including more protective capital shield</li> <li>✓ Consider securitizations</li> <li>✓ Issue hybrid debt</li> <li>✓ Reduce dividend and / or dividends in other means (e.g. shares)</li> </ul>	Board/AGM
	Comfort			
1 buffer ~150% SR <sup>1)</sup>	Comfort	Restore capital position	<ul style="list-style-type: none"> <li>✓ Consider private placement / large capital relief deal</li> <li>✓ Restructure activities</li> <li>✓ Consider rights issue (as approved by the AGM)</li> </ul>	Board/AGM
1/2 buffer = Min buffer ~125% SR <sup>1)</sup>	Sub-Optimal			
100% SR <sup>1)</sup>	Alert	Below minimum range - submission of a recovery plan to the supervisor <sup>3)</sup>		Board/AGM
	GROUP SCR			

Threshold capital<sup>2)</sup>

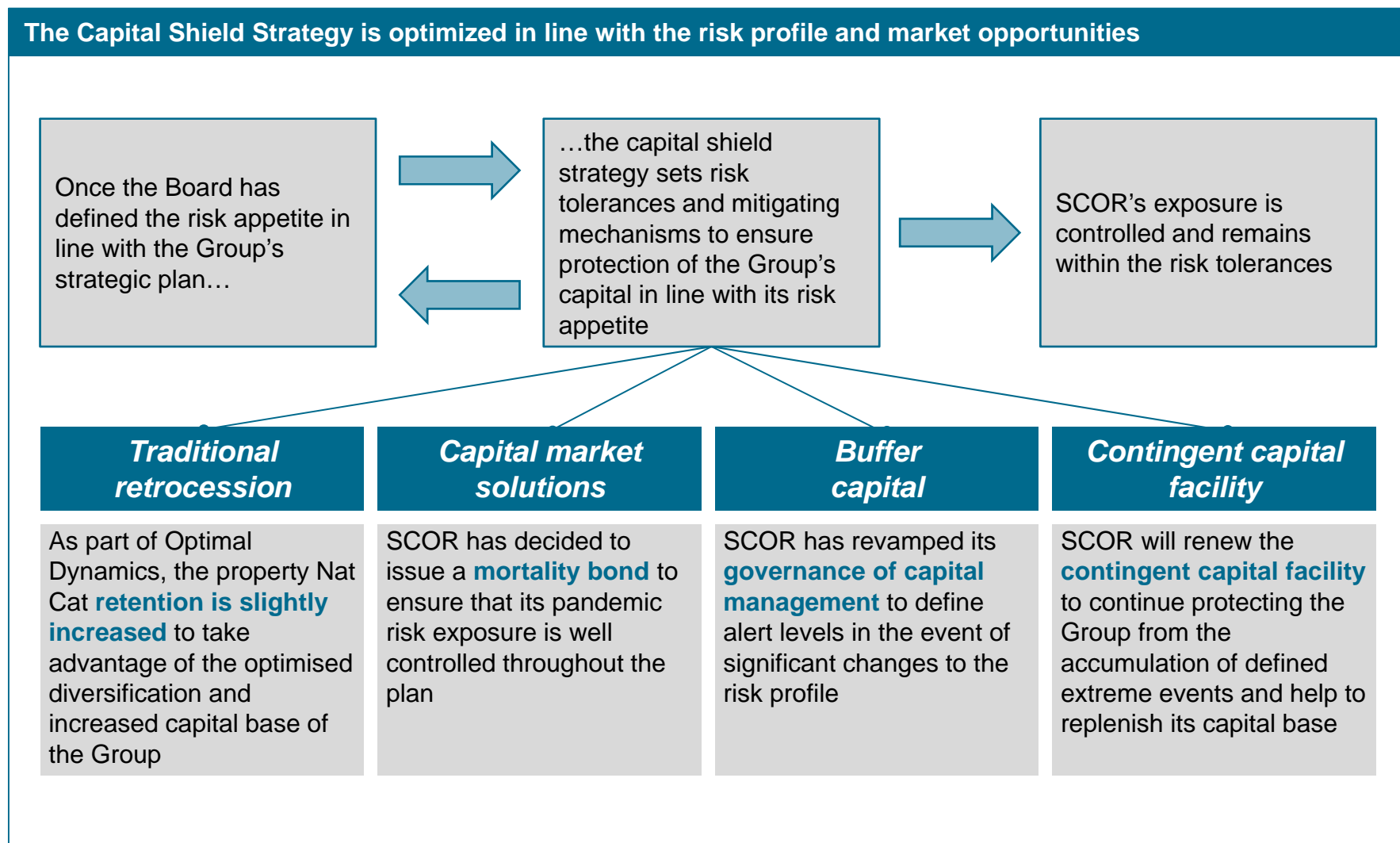


1) Solvency Ratio i.e. ratio of Available Capital over SCR

2) The "threshold capital" was previously called "target capital"

3) When Solvency II comes into force - Article 138 of the Solvency II directive

## The Capital Shield Strategy is enhanced to ensure optimal protection of the Group and its shareholders



## SCOR manages its exposures to ensure that risk tolerances are respected throughout the plan

### Overview of main risk tolerances

Estimated limits and exposures for a 1-in-200 annual probability in € millions (rounded)

1-in-200 years probability		2013 <sup>1)</sup>	2013	2016E
		Exposures <sup>2)</sup> as of end of June	Limits <sup>2)</sup>	
Single extreme scenario	Major fraud in largest C&S exposure	~130	570	~700
	US earthquake	~220		
	US/Caribbean wind	~380		
	EU wind	~280		
	Japan earthquake	~170		
	Terrorist attack	~390		
Net annual exposure	Extreme global pandemic(s)	~1 010	1 430	~1 700

- ❑ These exposures are net of current hedging / retrocession and net of tax credits, with an allowance for outward reinstatement premiums
- ❑ For extreme global pandemics, the exposure includes the mortality shock protection that SCOR has decided to issue, as well as the P&C and asset exposures

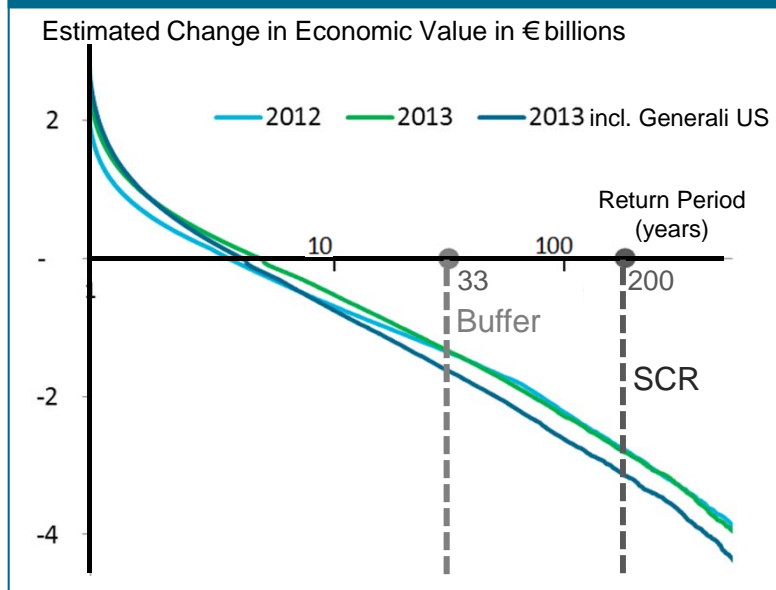
## IR Day 2013, Optimal Dynamics

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## In 2013, SCOR's capital position remains at the optimal level after the Generali US<sup>1)</sup> acquisition

### Risk profile evolution



### The risk profile evolution confirms the good fit of the acquisition

- ❑ Business growth largely offset by favourable changes to economic environment
- ❑ The acquisition of Generali US modifies the risk profile, with both volume effects and effects from the increase in mortality risk exposure

### SCOR's capital position is in the optimal range

*In € billions (rounded)  
Figures from Group Internal Model*

	2012	2013 excl Generali US	2013E incl Generali US <sup>1)</sup>
SCOR Solvency Capital Requirement (SCR)	2.9	2.9	3.2
Buffer Capital (BC)	1.4	1.4	1.6
Threshold Capital (TC)	4.3	4.3	4.8
Available capital <sup>2)</sup> (AC)	6.4	6.6	7.2
Solvency ratio <sup>2)</sup> (AC/SCR)	221%	228%	221%

### Diversification between divisions remains high

SCOR Global Life standalone capital <sup>3)</sup>	1.9	1.7	2.2
SCOR Global P&C standalone capital <sup>3)</sup>	2.1	2.3	2.3
Total undiversified	4.0	4.0	4.5
SCOR SCR diversified	2.9	2.9	3.2
Diversification benefit	27%	27%	28%

1) Subject to closing and regulatory approval

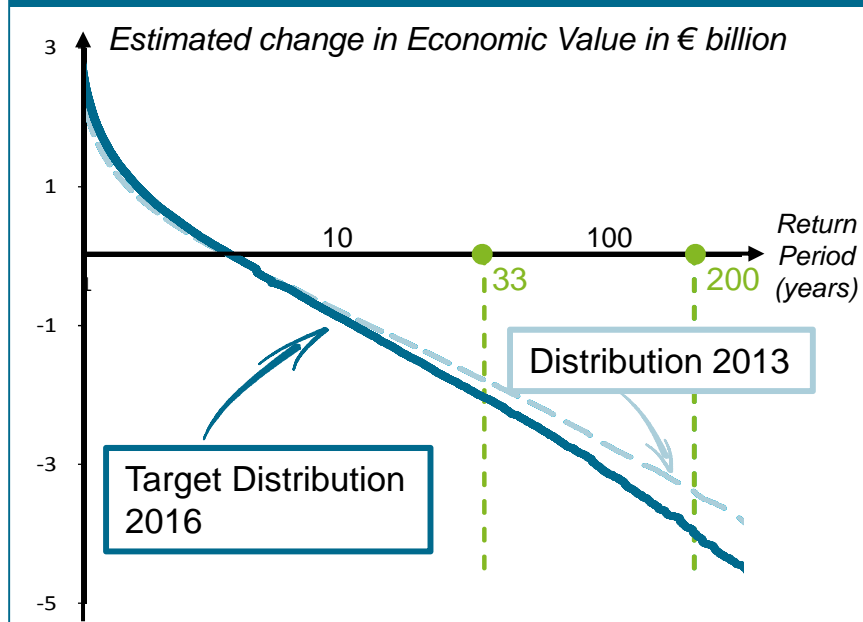
2) '2013 incl. Generali US' includes additional potential issuance of hybrid debt

3) Standalone reflects the capital needs of the divisions before diversification with the other divisions

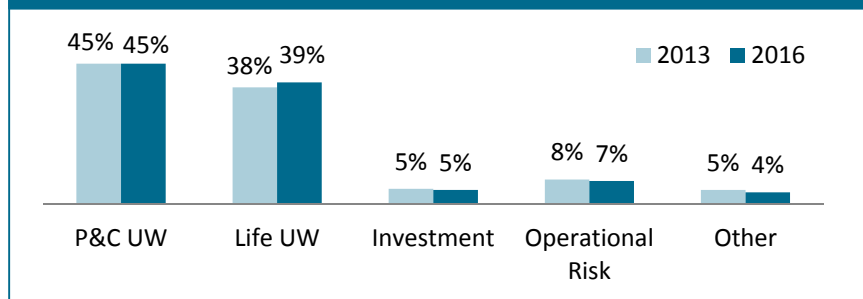


## The new plan leverages an excellent starting position to further benefit from risk-taking, whilst seeking low results volatility

### Balanced increase in risk and return



### Risk split development



### Capital position throughout the plan is in the optimal range

€ billions (rounded)  
Figures from Group Internal Model

	2013E incl. Generali US <sup>1)</sup>	2016E incl. Generali US <sup>1)</sup>
Solvency Capital Requirement (SCR)	3.2	~4.0
Buffer Capital (BC)	1.6	~2.0
Threshold Capital (TC)	4.8	~6.0
Solvency ratio (AC/SCR)	221%	~200%

- Over the course of the plan, SCOR self finances its growth with **selected increases in risk taking, together with increased economic profitability**
- The increase is mainly driven by 2 factors:
  - a large part of the risk increase will be driven by natural growth, in-line with the underlying business volume
  - a smaller part will be driven by special initiatives to optimize returns over marginal increases in tail risk
- Divisional diversification remains stable at a high level

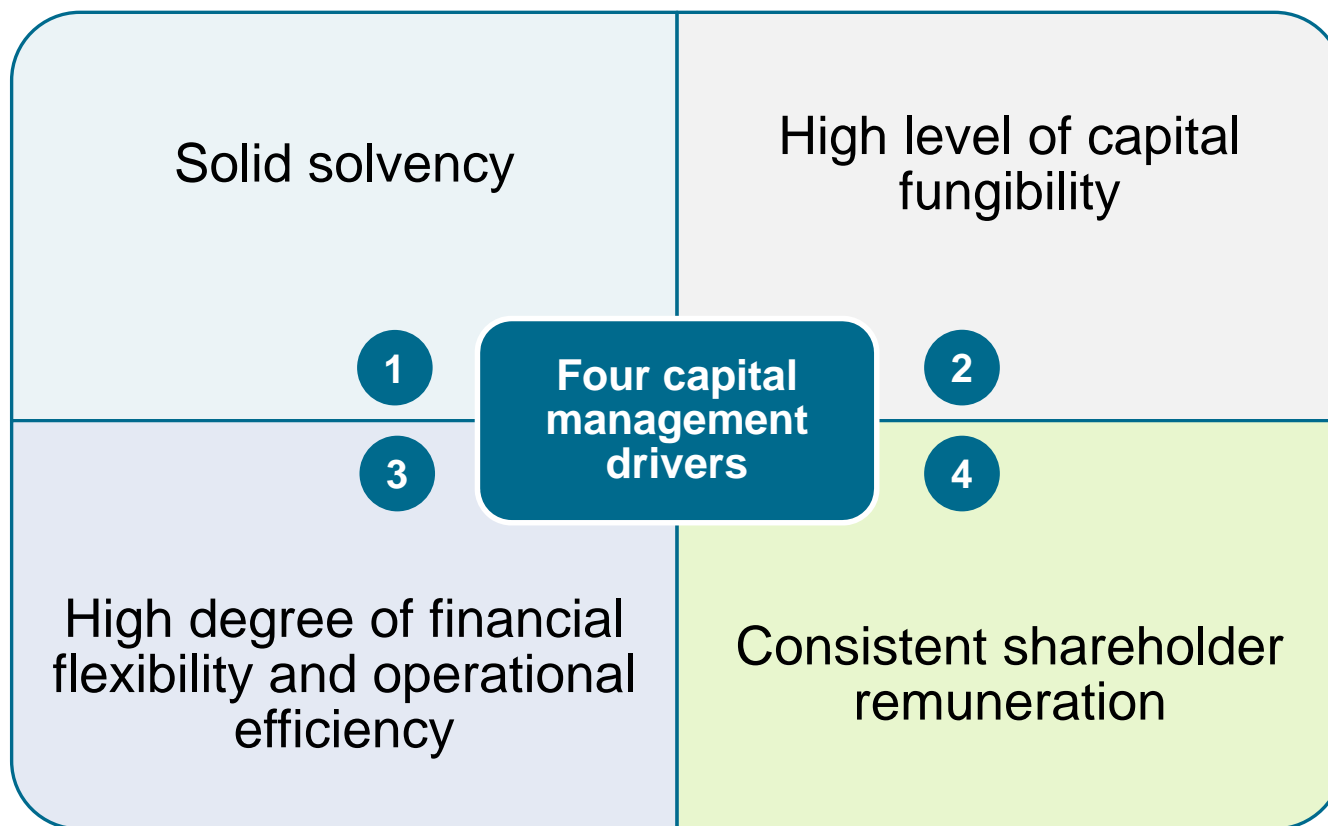
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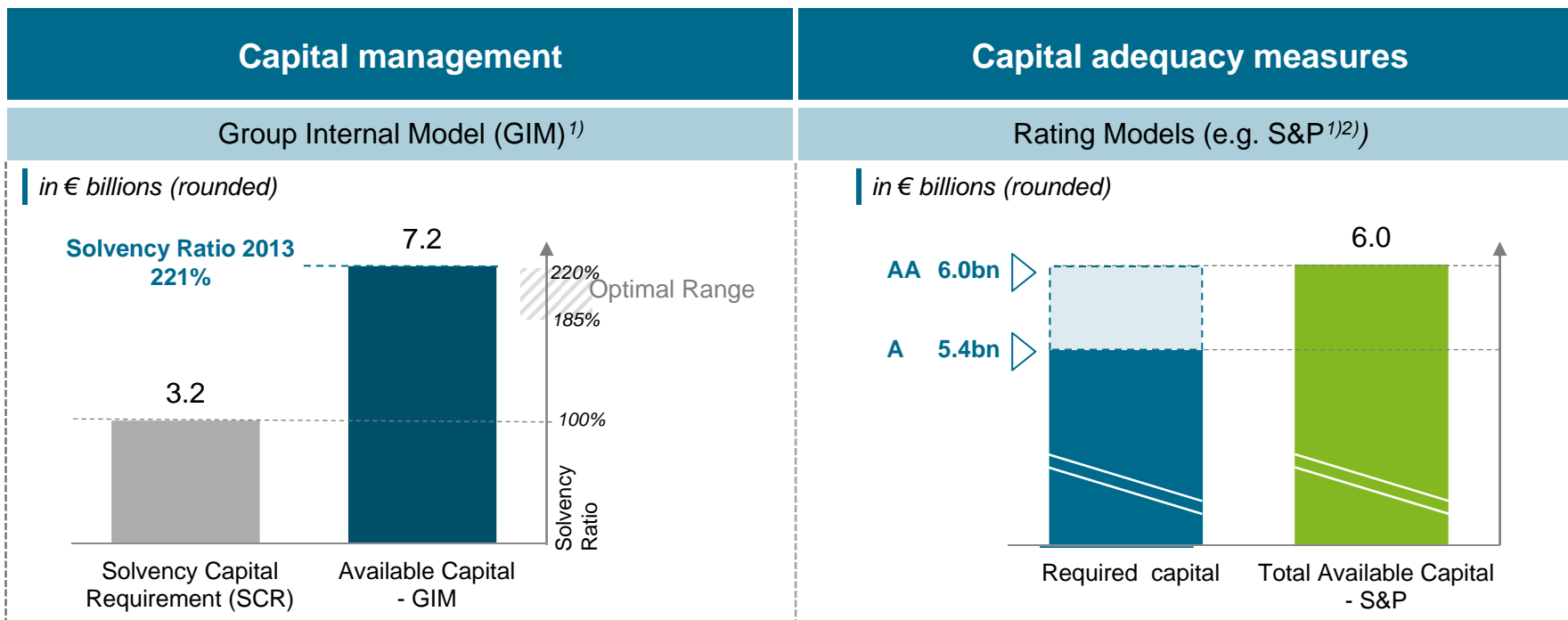
## SCOR's capital management supports the strategic plan and maximizes shareholder value creation

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1

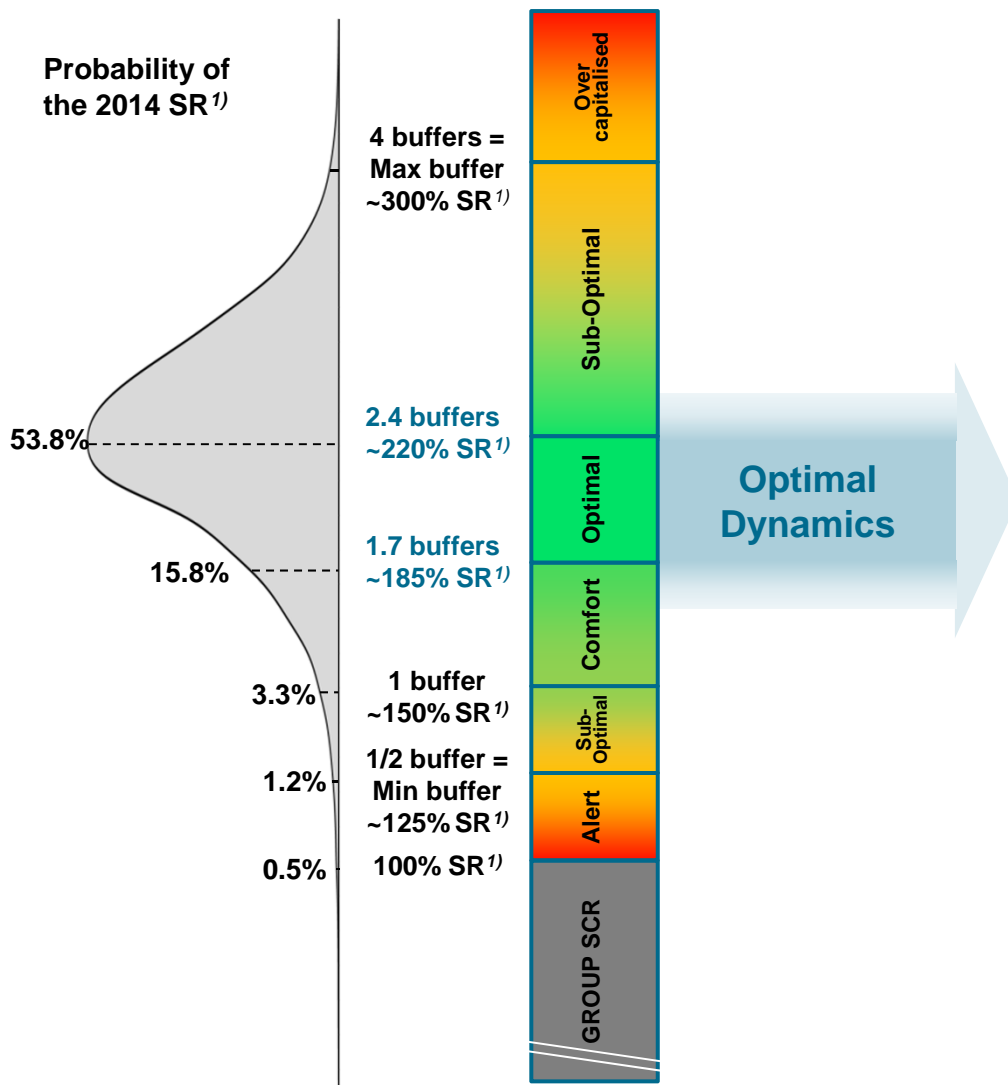
# SCOR's capital position under group internal model and rating agency capital adequacy measures is very strong



- ❑ SCOR's capital management is based on the Group's Internal Model (GIM)
- ❑ The GIM reflects the SCOR group's risk profile
- ❑ The GIM is SCOR's reference for Solvency II, as it is more relevant to SCOR than the standard formula
- ❑ SCOR is rated by 4 rating agencies that have different approaches to capital using quantitative and qualitative factors
- ❑ GIM and rating agency capital adequacy measures are not comparable as they rely on different assumptions and methodologies
- ❑ SCOR's GIM and rating agency capital adequacy measures show a strong capital adequacy level for SCOR

1

# SCOR defines its optimal solvency and profitability level for Optimal Dynamics in the 185% - 220% solvency range



- ❑ SCOR aims for an **optimal range of solvency between 185% and 220%** over the plan period
- ❑ This **optimal solvency range** is fully in line with SCOR's capital shield strategy, combining the right level of solvency with SCOR's profitability target of 1 000 bps above the risk-free rate over the cycle

2

# Lean legal structure and disciplined capital management process to maximize fungibility of capital



- ❑ **A Strong capital management process** through three pools of capital, maximizing local solvency and capital fungibility across the Group
- ❑ SCOR efficiently **manages its capital allocation and fungibility** between subsidiaries via various tools:
  - **Internal retrocession**
  - **Collateral posting** (deposits, LOCs<sup>2)</sup>) to reduce regulatory solvency requirements
  - Other actions such as **Internal loans / portfolio transfer, capital transfers** etc.
- ❑ **Reduced number of subsidiaries**, enhancing fungibility of capital while supporting local business presence
- ❑ **Efficient branch set up in Europe, facilitated by “Societas Europaea” structure** enabling integrated supervision at parent company level, focusing on communication with a limited number of regulators with whom SCOR can share its global strategy, while mutualizing diversification benefits under Solvency II

3

# SCOR intends to reach an ambitious cost ratio<sup>1)</sup> of, on average, 4.8% over the cycle while actively investing for the future

**SCOR intends to reach an average cost ratio of 4.8% over the plan by increasing productivity ...**

2 main objectives	
<b>1</b>	<b>2</b>
Further enhance Productive Efficiency and Operational Excellence through 15 initiatives	Continue to bring sustainable added value through 3 pillars: <ul style="list-style-type: none"> <li><input type="checkbox"/> Human capital</li> <li><input type="checkbox"/> IT tools</li> <li><input type="checkbox"/> Organization &amp; processes</li> </ul>

↓

**Efficient cost ratio<sup>1)</sup> further reduced**

Year	Cost Ratio	GWP (in €billions)
2013 E <sup>2)</sup>	5.0%	10.9
Average 2014-2016	4.8%	13.3

-20bps

**... while leading more than 20 key projects to support its strategy and prepare for the future**

**Advanced project management system**

- State of the art Project Management Methodology
- Network of project management teams
- Group project portfolio monitoring & reporting
- Project management training programs
- Project portfolio managed at the Group COMEX level

**3 axes for investment projects**

Business Development	Operational Excellence	Regulatory & Compliance
Projects granting SCOR competitive advantages as they enable the Group to offer its clients innovated value-added services and capacity to expand to new products or markets	Projects aiming to continuously improve SCOR efficiency and adaptability	Projects allowing SCOR to offer its clients and shareholders a best in class risk management while being fully compliant with current and future regulations

**SCOR is making the right investments to add value to the Group while anticipating future challenges**

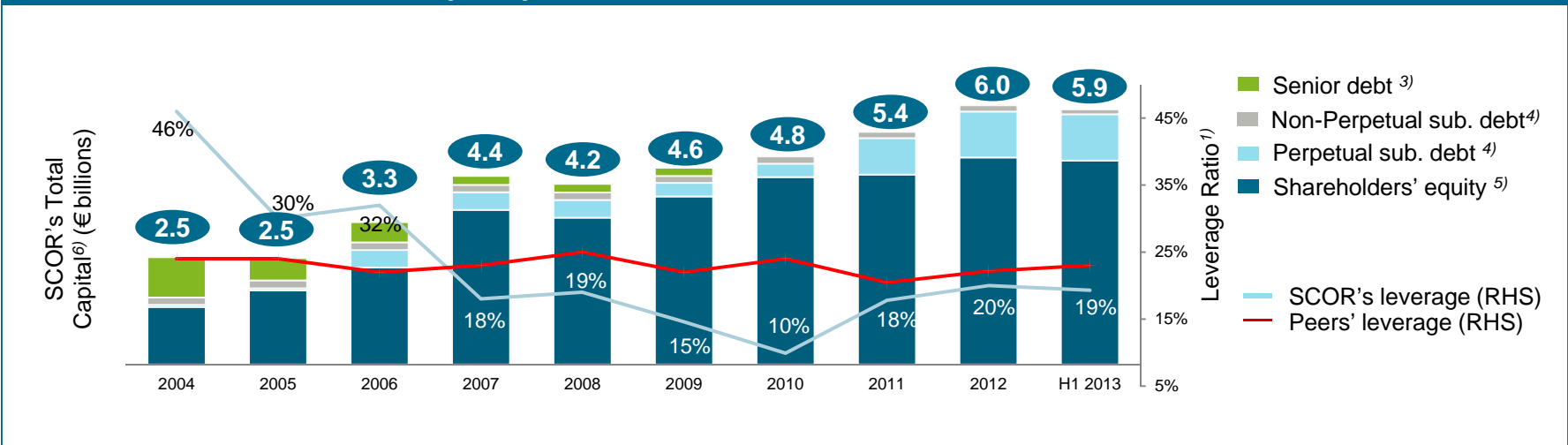


1) Group cost ratio = (management expenses excluding expenses related to investment management, corporate finance costs, amortizations and non-controllable items) divided by gross written premiums  
 2) 2013 estimate Pro-forma for Generali US. As a reminder, closing of the Generali US acquisition is expected to occur in Q4 2013

3

# SCOR's current capital structure provides a high level of financial flexibility

Active capital management over the past few years provides strong capital growth while decreasing the leverage ratio<sup>1)</sup> to a lower level than European peers<sup>2)</sup>



- ❑ SCOR has a **well defined debt policy**:
  - ✓ **High quality** debt, primarily subordinated hybrid debt
  - ✓ **Longer term duration** issuances are favoured
  - ✓ Solvency II-compliant<sup>7)</sup> debt allowing **maximum capital credit**
  - ✓ Issuance in EURO or in a strong currency with a hedge in EURO
  - ✓ Compliance with **stakeholders' expectations** (Rating Agencies and other)



- ❑ **SCOR's debt policy** is already in place and will remain in place **during the Optimal Dynamics** plan:
  - ✓ Financial leverage of 19% as at Q2 2013 is below the peer average
  - ✓ Current **average debt cost 5.6%**
  - ✓ Any new debt issuance will follow these principles
- ❑ **SCOR utilizes its debt efficiently, with a financial leverage remaining below 25%**



1) Defined as year-end debt / year-end (debt + equity), and as of Q2 2013 excludes accrued interest from debt and includes the effects of the swaps related to the CHF 650 million (issued in 2011) and CHF 315 million (issued in 2012) sub.debt issuances  
 2) Hannover Re, Munich Re, Swiss Re  
 3) Senior debt includes senior convertible debts

4) Subordinated debt includes subordinated loans, hybrids and convertibles  
 5) Includes immaterial minority interests for SCOR  
 6) Total capital is defined as total debt (subordinated and senior) + shareholders' equity (including minority interests)  
 7) Based on interpretation of current available information

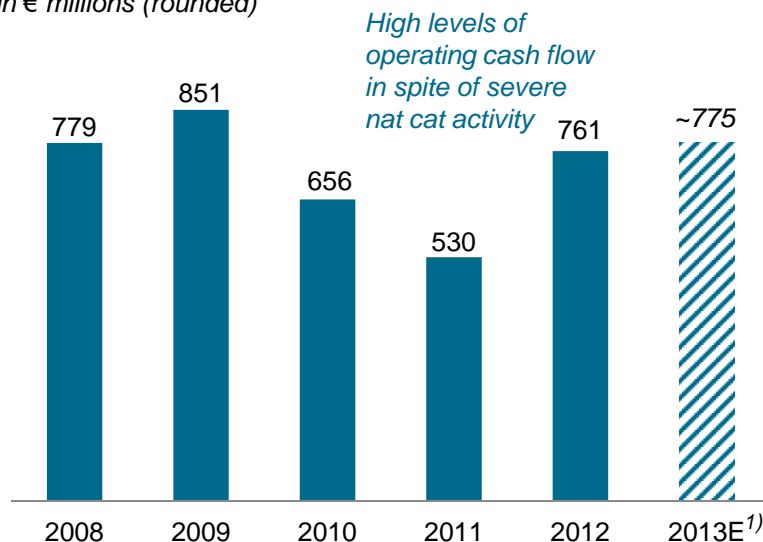


3

## SCOR's business model is producing significant operating cash flows, which will further support its financial flexibility over the plan

### Strong operating cash flow

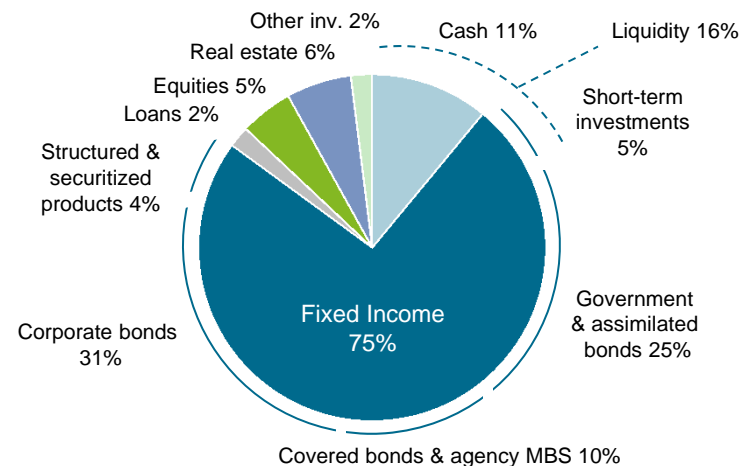
in € millions (rounded)



- SCOR generated more than €3.5 billion of operating cash flow between 2008 and 2012, with strong contributions from both business engines and despite high cash outflows following severe natural catastrophes
- This was been made possible by SCOR's **profitable twin-engine business model** and robust capital shield strategy
- SCOR expects to **produce ~ €3 billion of operating cash flow** over the Optimal Dynamics plan period

### High liquid invested portfolio as of H1 2013

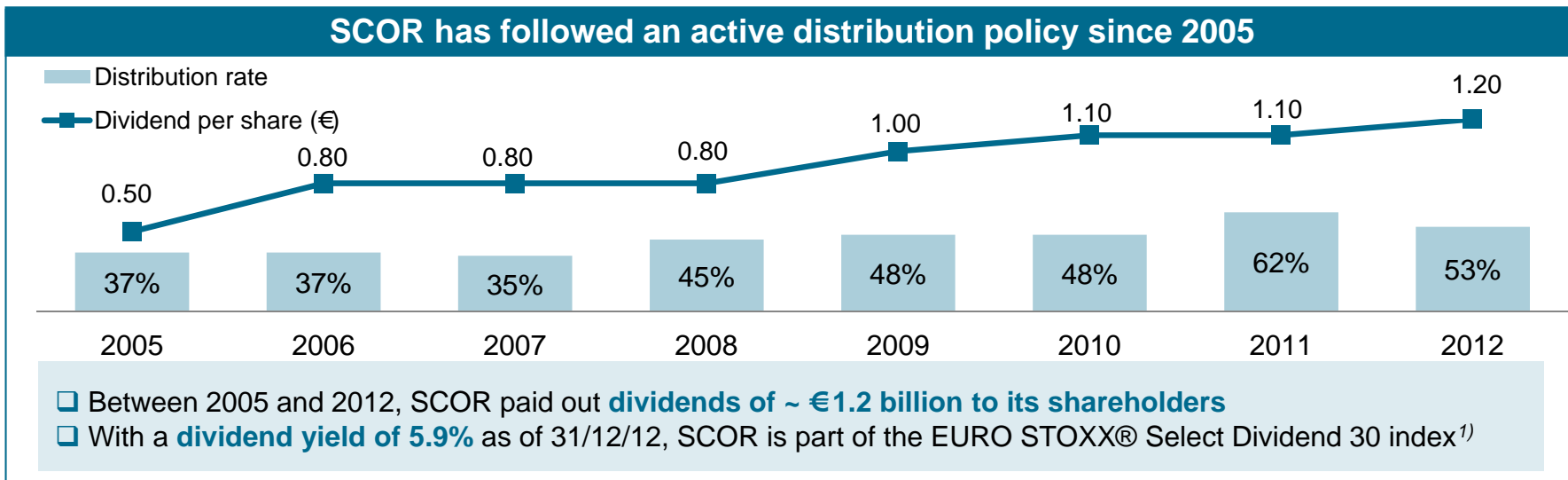
in % (rounded)



- SCOR values the **high liquidity of its investment portfolio**:
  - **Substantial liquidity position reaching 16%** (Cash and Short-term investments) at the end of H1 2013
  - **High proportion of readily marketable and liquid securities** in the fixed income and equity portfolios
  - Only 8% of assets with reduced liquidity (Real-Estate and Other Investments)
  - **Rollover strategy** generating very high recurring financial cash flows (€5.8 billion<sup>2)</sup> over the next 2 years) available for reinvestment

4

# SCOR affirms its strong and consistent dividend policy within Optimal Dynamics



### SCOR affirms its dividend policy

**SCOR aims to remunerate shareholders through cash dividends**

**If relevant, SCOR does not exclude other means (e.g. opportunistic share-buy back, special dividend)**

The dividend amount is **decided at the Shareholders' Annual General Meeting (AGM)** based on the proposal made by the Board

This proposal takes into consideration the overall profitability and solvency position of the Group, while aiming for **low volatility in the dividend per share (DPS)** from year to year

Overall the Board will aim to maintain a **minimum dividend payout of 35%** over the cycle

1) As of August 29<sup>th</sup> 2013; EURO STOXX® Select Dividend 30 index gives investors a tool with which to track high-dividend-yielding companies across the 12 Eurozone countries: Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Portugal and Spain

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# SCOR's new Strategic Plan Optimal Dynamics

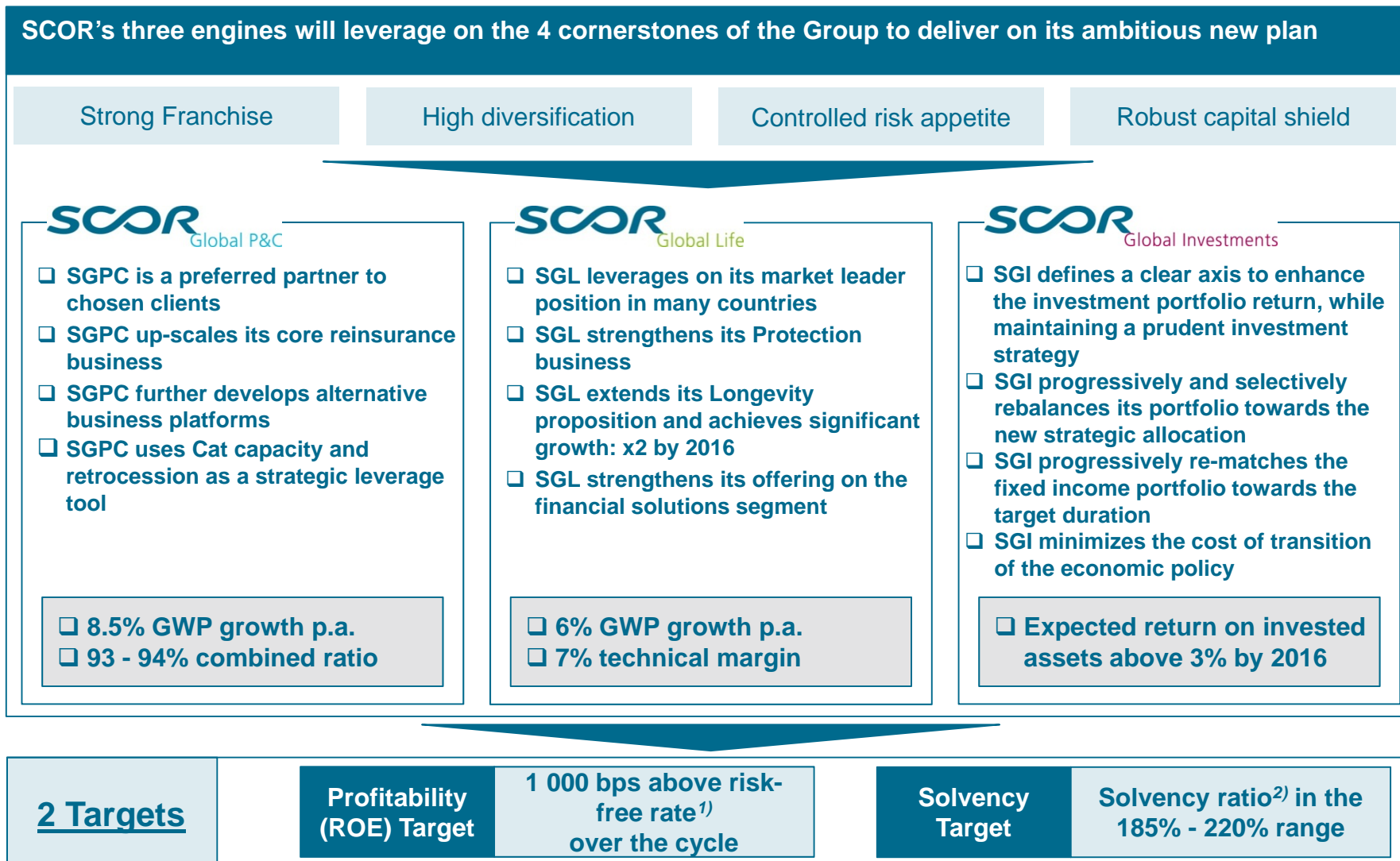
## Q&A – Panel 2

## IR Day 2013, Optimal Dynamics

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## SCOR's success story continues with Optimal Dynamics



1) Definition of "risk-free rate" is based on 3-month risk-free rate

2) As per the Group Internal Model; it is the ratio of Available Capital over SCR (Solvency Capital Requirements); see page 21 for details

## IR Day 2013, Optimal Dynamics - Appendices

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<b>Appendix A</b>	<b>SCOR Group</b>
<b>Appendix B</b>	<b>SCOR Global P&amp;C</b>
<b>Appendix C</b>	<b>SCOR Global Life</b>
<b>Appendix D</b>	<b>SCOR Global Investments</b>
<b>Appendix E</b>	<b>Glossary</b>

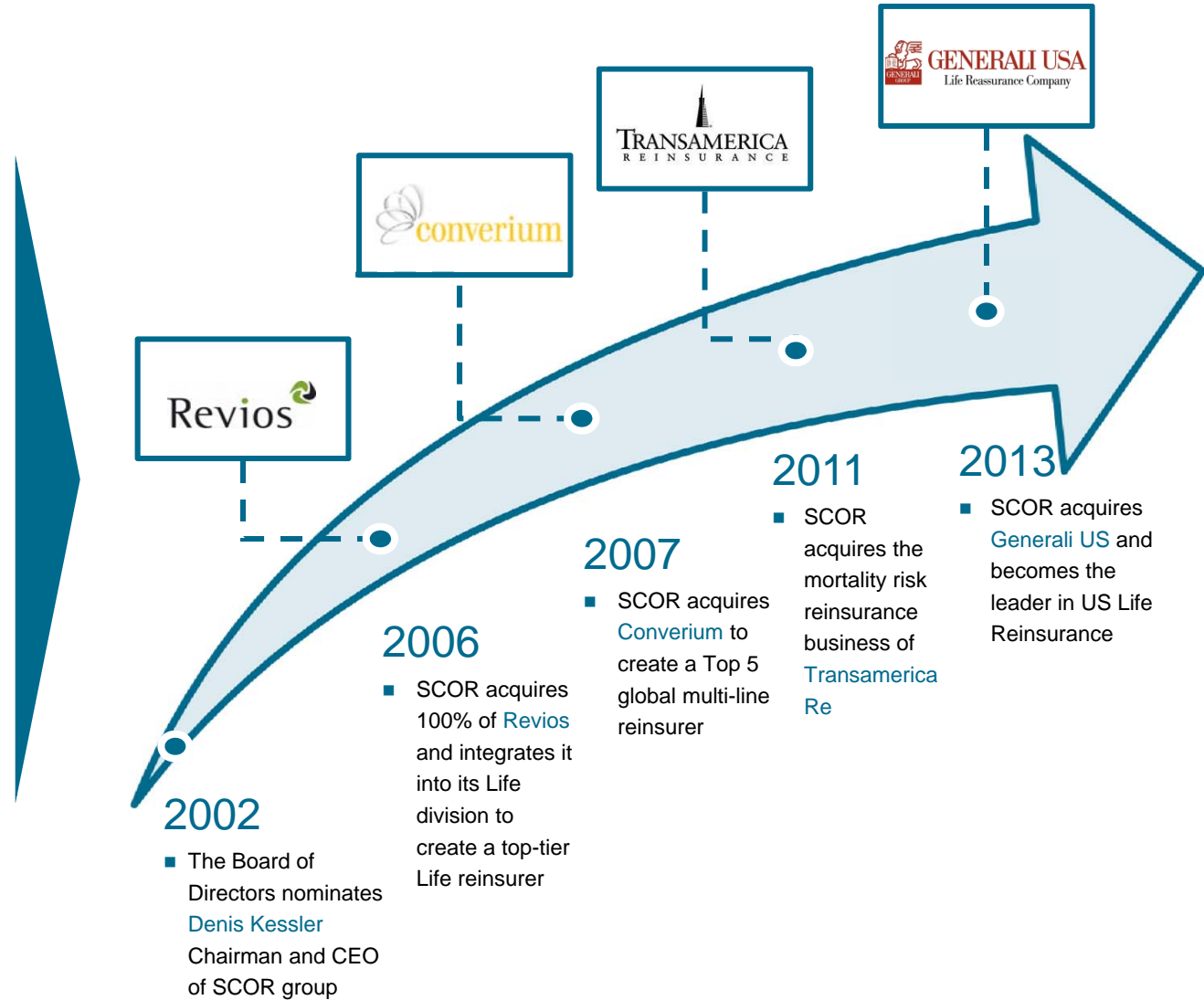
# SCOR has a strong track record of successful acquisitions and integrations

Strong Franchise

High diversification

Controlled risk appetite

Robust capital shield



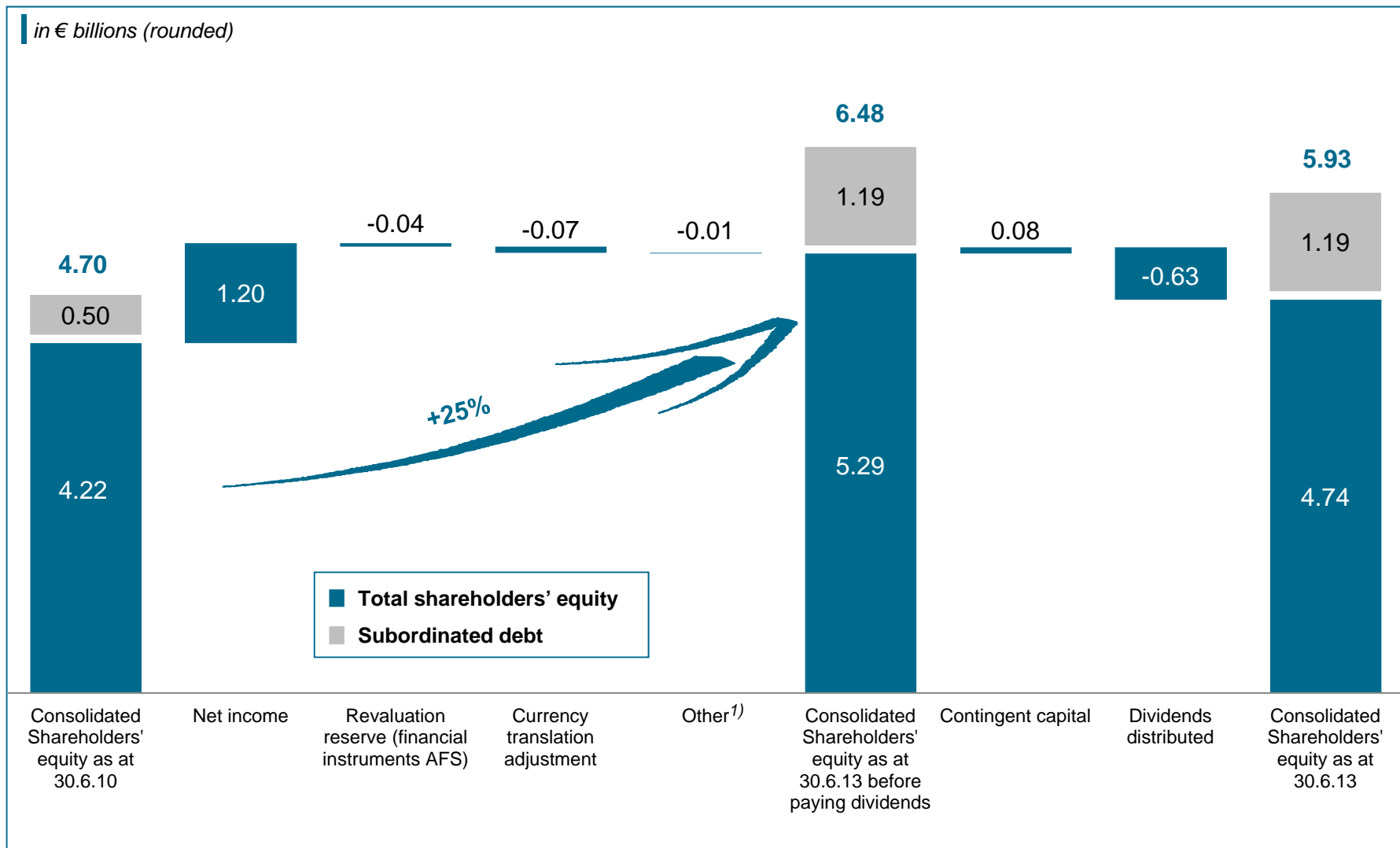
## SCOR continuously delivers on its 3-year plan targets

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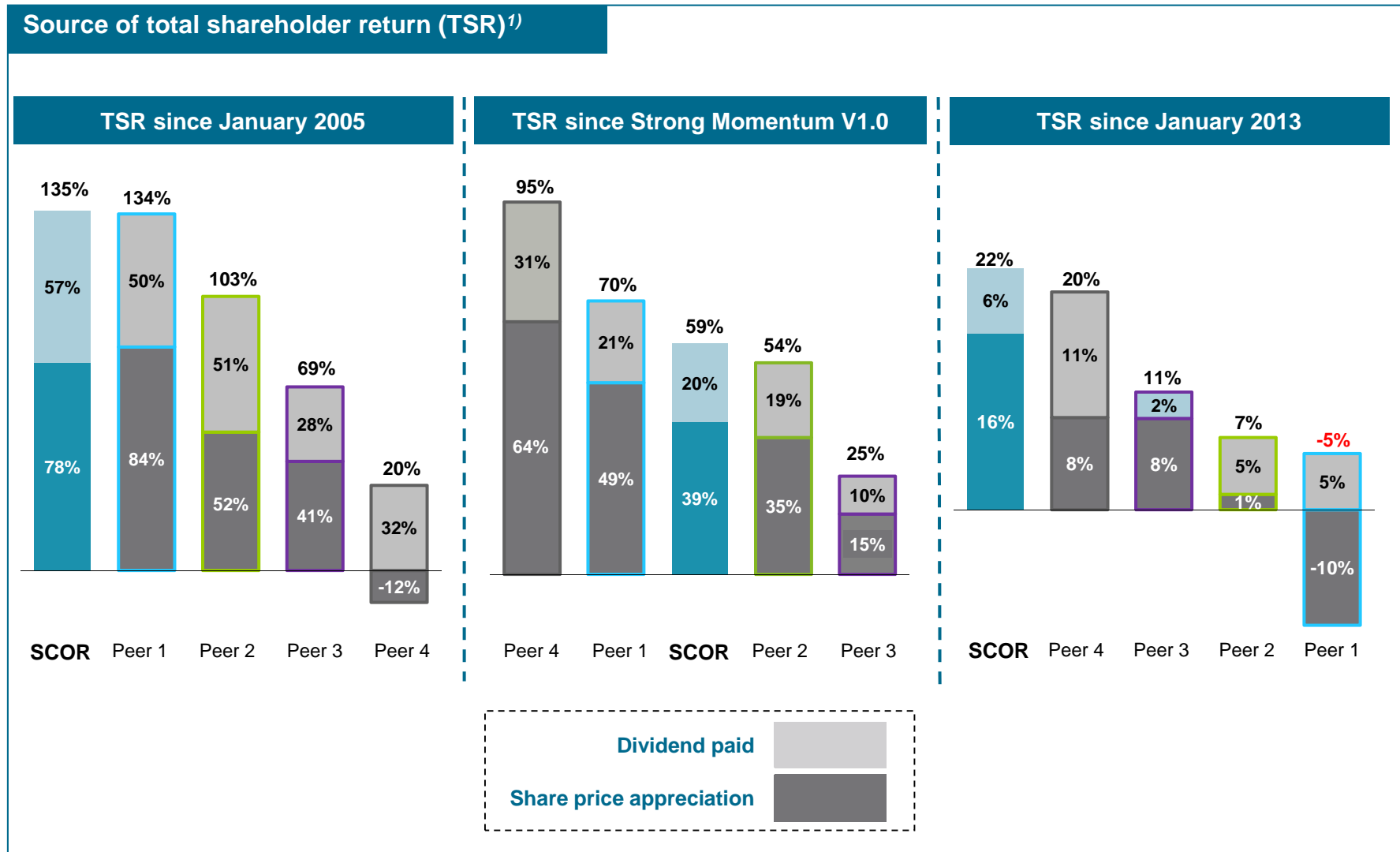
<b>Back on track</b> <b>2002-2004</b> ✓	<b>Moving forward</b> <b>2004-2007</b> ✓	<b>Dynamic lift V2</b> <b>2007-2010</b> ✓
<ul style="list-style-type: none"> <li>❑ Strengthen the SCOR group's reserves ✓</li> <li>❑ Replenish SCOR group capital base through two capital increases (€381 million and €751 million) ✓</li> <li>❑ Right-size the Group by reducing premiums underwritten and implementing the Group's new underwriting policy ✓</li> <li>❑ Restructure the Group, particularly by putting in place a new Board of Directors, new management and new procedures ✓</li> </ul>	<ul style="list-style-type: none"> <li>❑ Provide SCOR's clients with an "A" level of security over the entire period ✓</li> <li>❑ Produce an underlying ROE of 6% above the RFR ✓</li> </ul>	<ul style="list-style-type: none"> <li>❑ Secure a ROE of 900 bps above RFR over the cycle ✓</li> <li>❑ Provide an "A+" level of security to clients by 2010 ✓</li> <li>❑ Self-finance the development of the Group over the DLV2 plan ✓</li> <li>❑ Return excess capital to shareholders through various means ✓</li> </ul>



# Strong organic capital increase over the Strong Momentum plan period






























# Over the past years SCOR has provided one of the best total shareholder return in the industry



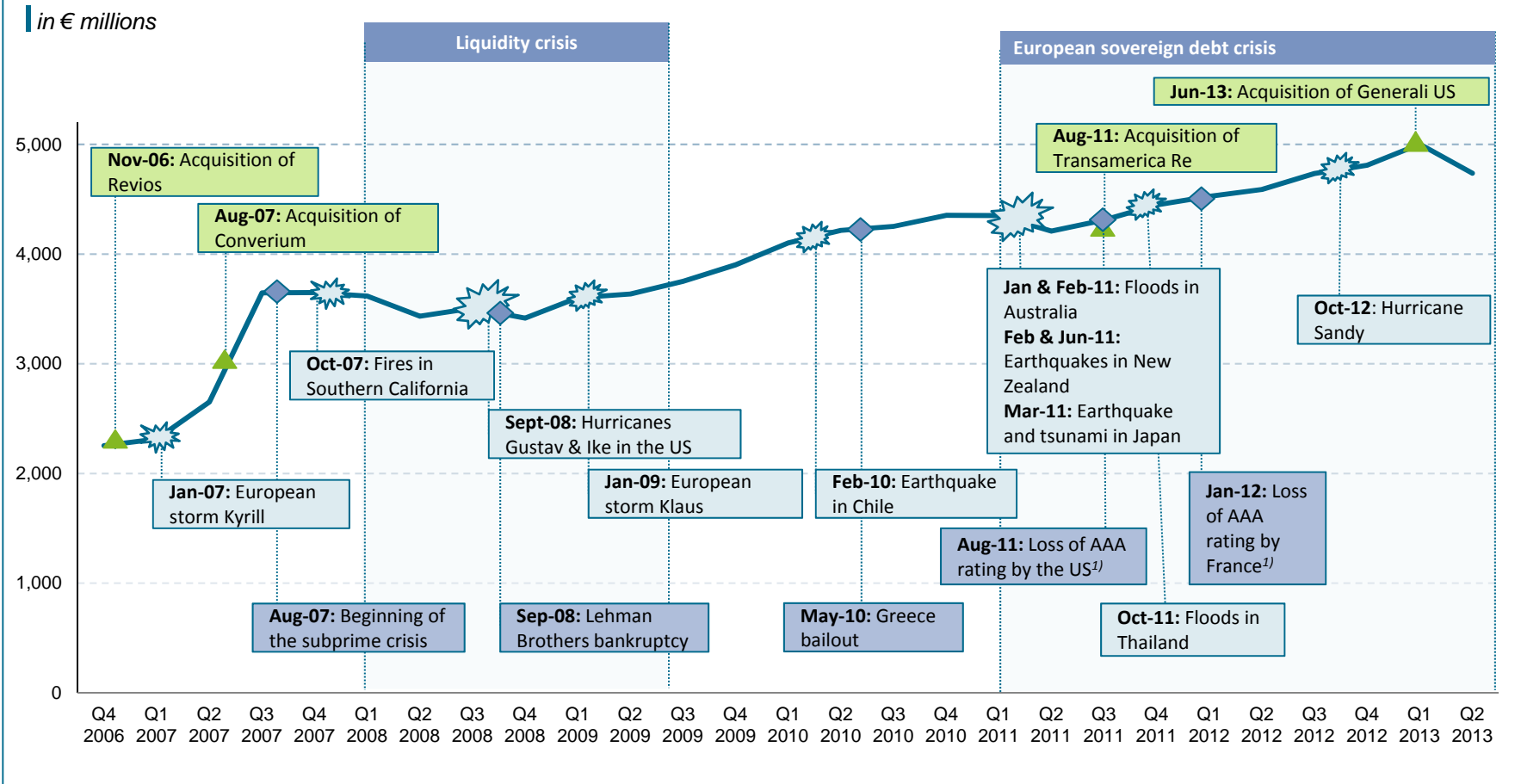
Source: Factset as of 31/08/2013; peer universe in alphabetical order: Hannover Re, Munich Re, Partner Re, Swiss Re  
 1) Total shareholder return (TSR) = share price appreciation + dividend paid

# SCOR is led by a seasoned international management team

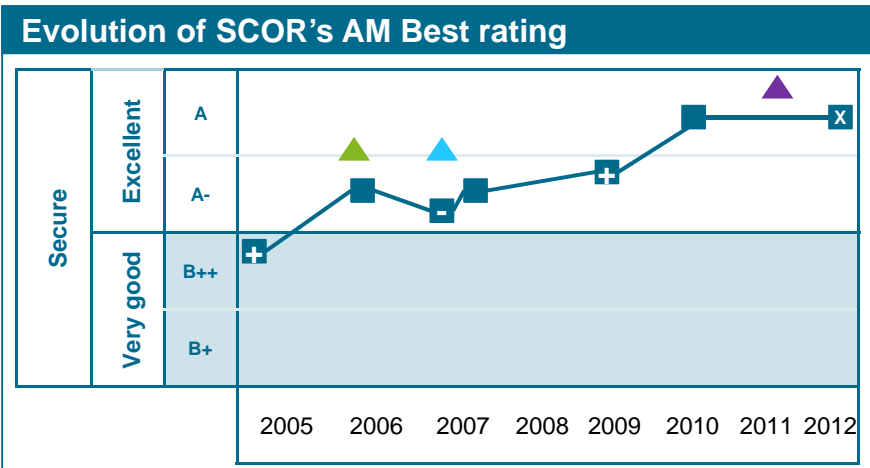
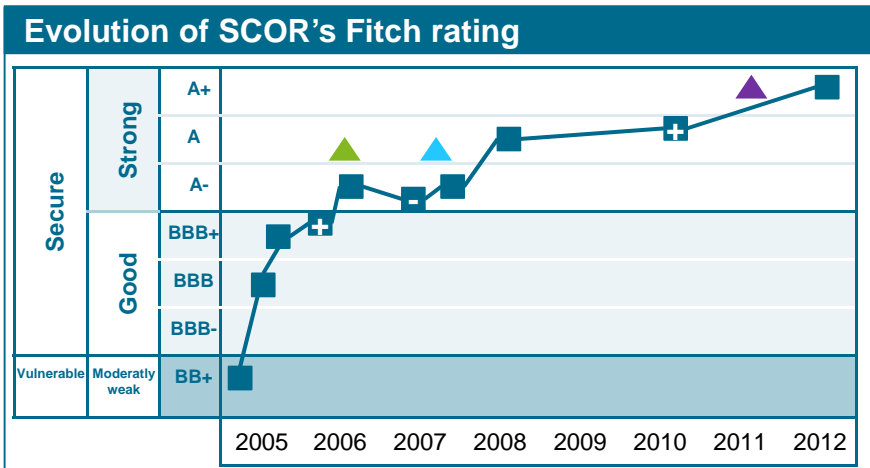
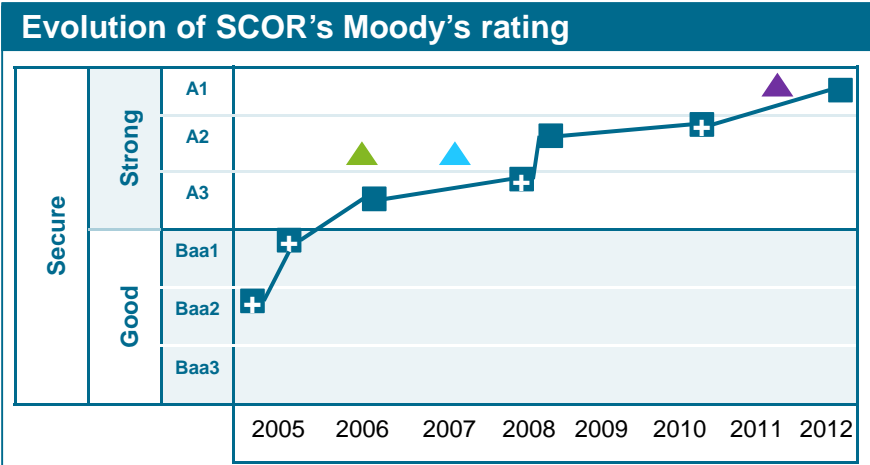
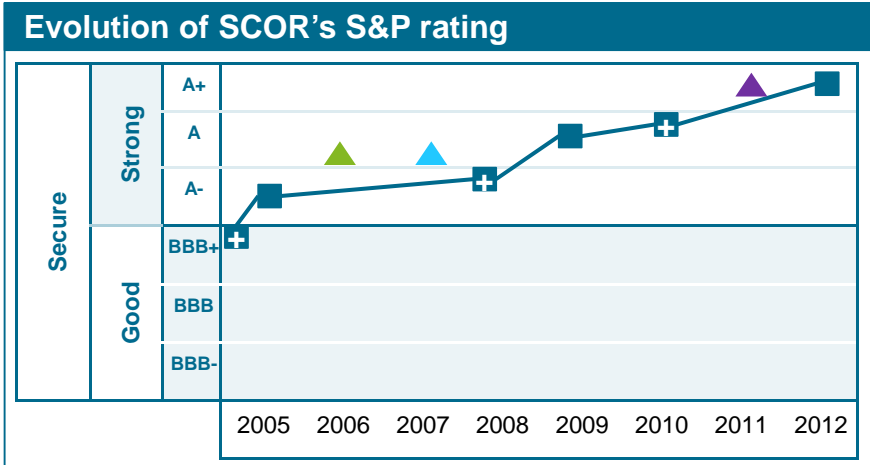
Group Executive Committee (COMEX)								
Chairman, CEO and interim COO	CEO of SGPC	Deputy-CEO of SGPC	CEO of SGL	Deputy Group CRO	CEO of SGI	Group CFO	Group CRO	Deputy CEO of SGL
Denis Kessler	Victor Peignet	Benjamin Gentsch	Gilles Meyer	Frieder Knüpling	François de Varenne	Mark Kociancic	Philippe Trainar	Paul Rutledge
								
Country of Origin								
								
Entity of Origin								
								

# SCOR shrugs off external shocks

SCOR's shareholder Equity evolution since 2007



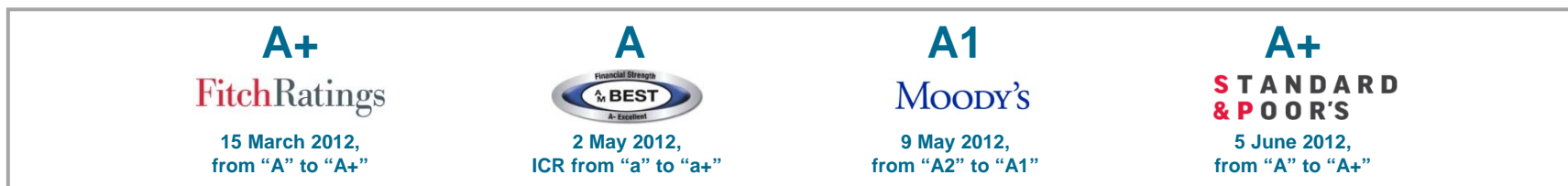
# SCOR's rating has improved dramatically since 2005



<b>Legend</b>	▲ Revios Acquisition (11/2006)	▲ Converium Acquisition (08/2007)	▲ TaRe Acquisition (08/2011)
	■ Credit watch negative	■ Stable outlook	⊕ Positive outlook / cwp <sup>1)</sup>
			⊗ Issuer Credit Rating to "a+"

1) Credit watch with positive implications

# The strength of the SCOR group strategy is recognized by industry experts



## Economic assumptions and performance targets

### Under the following assumptions

#### Economy<sup>1)</sup>:

- ❑ Real GDP annual rate growth of 2.3%
- ❑ Annual rate of inflation of 1.8%

#### Financial markets<sup>1)</sup>:

- ❑ Dividend yield of 2.0%
- ❑ Risk-free interest rate on 4-year govies of 1.8%
- ❑ Projections on stable exchange rates as of year end 2012

#### Acts of God and acts of Men:

- ❑ No major pandemics
- ❑ No major disruptions (e.g. geopolitical)
- ❑ Nat cats impact budgeted combined ratio by an average 7pts

### Key profitability drivers

	“Strong Momentum” V1.1	Optimal Dynamics
GWP Growth	~14%	~7%
SGP&C	~9%	~8.5%
SGL	~20% <sup>2)</sup>	~6% <sup>2)</sup>
Non-Life combined ratio	~95-96%	~93-94%
Life technical margin <sup>3)</sup>	>~7.4%	~7.0%
Return on invested assets	~3.4% <sup>4)</sup>	>3.0% <sup>4)</sup>
Group cost ratio	~5%	~4.8%
Tax rate	~22%	~22%

### Targets

ROE above RFR<sup>5)</sup> over the cycle, and against normal market conditions

1000 bps

Solvency ratio as per Group Internal Model

185%-220%

## Debt structure as of 30/06/2013

Type	Original amount issued	Current Amount Outstanding (Book Value)	Issue date	Maturity	Floating/ Fixed rate	Coupon + Step-up
Subordinated floating rate notes 30NC10	US \$ 100 million	US \$ 24 million	7 June 1999	30 years 2029	Floating	First 10 years: 3-month Libor rate + 0.80% and 1.80% thereafter
Subordinated floating rate notes 20NC10	€ 100 million	€ 94 million	6 July 2000	20 years July 2020	Floating	First 10 years: 3-month Euribor + 1.15% and 2.15% thereafter
Undated deeply subordinated fixed to floating rate notes PerpNC10	€ 350 million	€ 261 million	28 July 2006	Perpetual	Fixed	Initial rate at 6.154% p.a. until July 28, 2016, floating rate indexed on the 3-month Euribor + 2.90% margin
Undated subordinated fixed to floating rate notes PerpNC5.5	CHF 650 million	CHF 650 million	2 February 2011	Perpetual	Fixed	Initial rate at 5.375% p.a. until August 2, 2016, floating rate indexed to the 3-month CHF Libor + 3.7359% margin
Undated subordinated fixed to floating rate notes PerpNC5.7	CHF 315 million	CHF 315 million	8 October 2012	Perpetual	Fixed	Initial rate at 5.25% p.a. until June 8, 2018, floating rate indexed on the 3-month CHF Libor + 4.8167% margin



## SCOR's listing information

### Euronext Paris listing

SCOR shares are publicly traded on the Eurolist by the Euronext Paris stock market

#### Main information

Valor symbol	SCR
ISIN	FR0010411983
Trading currency	EUR
Country	France

### SIX Swiss Exchange listing

SCOR shares are publicly traded on the SIX Swiss Exchange (formerly known as the SWX Swiss Exchange)

#### Main information

Valor symbol	SCR
Valor number	2'844'943
ISIN	FR0010411983
Trading currency	CHF
Effective Date	August 8, 2007
Security segment	Foreign Shares

### ADR programme

SCOR ADR shares trade on the OTC market

#### Main information

DR Symbol	SCRYY
CUSIP	80917Q106
Ratio	10 ADRs: 1 ORD
Country	France
Effective Date	June 5, 2007
Underlying SEDOL	B1LB9P6
Underlying ISIN	FR0010411983
U.S. ISIN	US80917Q1067
Depository	BNY Mellon

- SCOR shares are also tradable over the counter on the Frankfurt Stock Exchange

## IR Day 2013, Optimal Dynamics - Appendices

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<b>Appendix A</b>	<b>SCOR Group</b>
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# SCOR Global P&C's assessment of its potential in the segments where it operates (1/2)



# SCOR Global P&C's assessment of its potential in the segments where it operates (2/2)

## Specialty Lines and Business Solutions

Agriculture	Engineering	Credit & Surety	Marine & Offshore Energy	Aviation <sup>1)</sup>	IDI	Space	Business Solutions
Hail	CAR	Credit	Hull	Int. Airlines	IDI	Space	ENR <sup>3)</sup> Worldwide
MPCI	EAR	Surety	Cargo <sup>2)</sup>	Gen. Aviation			C&S <sup>4)</sup> Worldwide
Live-stock	B&M		P&I <sup>2)</sup>	Prod. Liability			CPC <sup>5)</sup> EMEA
			Energy -				CPC <sup>5)</sup> APAC
							CPC <sup>5)</sup> Americas

Noticed change from latest publication (Jan 2013 renewals):

- ++ Plus 2 positions: *none*
- + Plus one position: *none*
- Less one position adverse: *1*
- Less 2 positions: *none*

Short- to mid-term perspective<sup>6)</sup>

	Monte Carlo 2013	Renewals 2013 <sup>6)</sup>	Monte Carlo 2012 <sup>6)</sup>
Very attractive	0%	0%	0%
Attractive	18%	23%	23%
Adequate	77%	72%	72%
Inadequate	5%	5%	5%

## IR Day 2013, Optimal Dynamics - Appendices

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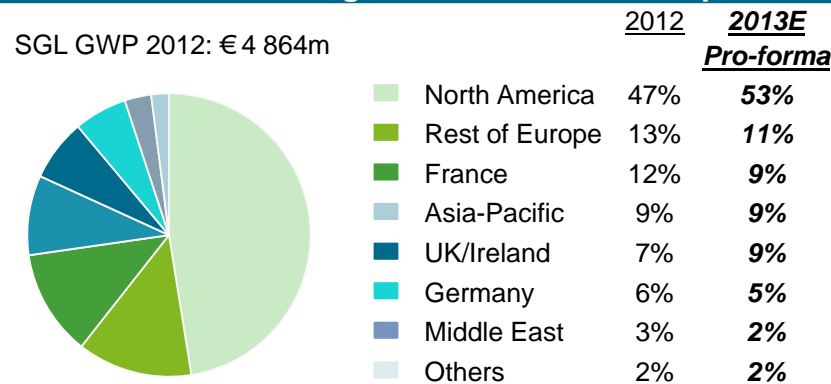
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# SCOR Global Life clients benefit from a wide range of value-added services

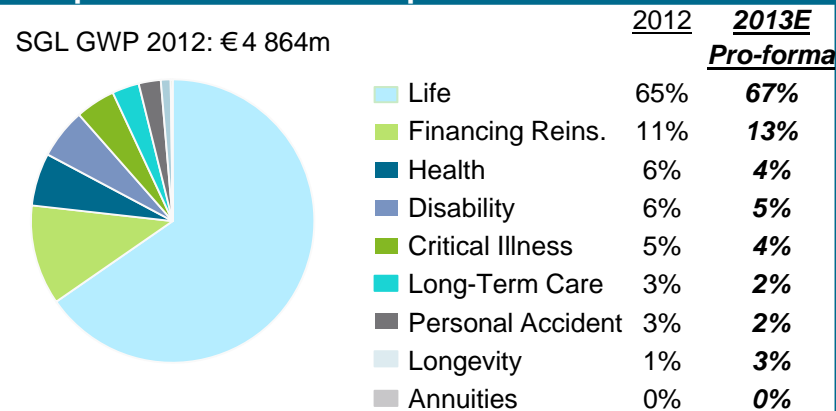
	ReMark	SCOR Telemed	réhalto LE JUSTE ÉQUILIBRE	VELOGICA® *
	SCOR's global direct marketing and consultancy company helps insurers to acquire, grow and retain customers	Provides market leading tele-underwriting services, able to revolutionize the business process and positioned to become a leader in this field	Provides comprehensive disability risk management services, distributed via insurers and insurance brokers	A US patented underwriting decision engine for life insurers, developed by SGLA using multiple databases
<b>EMEA</b>				
France				
UK/Ireland				
Germany				
Southern Europe		(Spain)		* Review viability to other markets after successful expansion to Canada
Scandinavia		(Sweden)		
Middle East				
Asia		(Australia)		
<b>SGLA</b>				
USA	TBD			
Canada				
Latin America		(Brazil)		
In place as of January 1, 2013                       In place by the end of the strategic plan period				

## Strong global presence with biometric focus

### American presence in line with global Life reinsurance market volumes through Transamerica Re acquisition



### Total biometric focus, with no assumption of saving components of insurance products



### SGL offers wide spectrum of biometric risk protection

**Life:** all kinds of mortality risk, whether from pure mortality products or carved out of other products, including savings products, which also provide mortality risk protection

**Financing Reinsurance:** SGL participates in the client's acquisition cost financing or advances future profits from existing portfolios, mostly based on mortality risks. Financing of direct / tele-marketing business

**Health:** the majority of health business is of a short-term nature, covering different benefits from hospital daily allowances to full medical expenses cover, mostly through annually reviewable premiums

**Disability:** benefits are payable to compensate policyholders for loss of income and associated costs following disability under the policy conditions. The risk is mainly influenced by psychological and musculoskeletal disorders and is limited to policyholders of working age

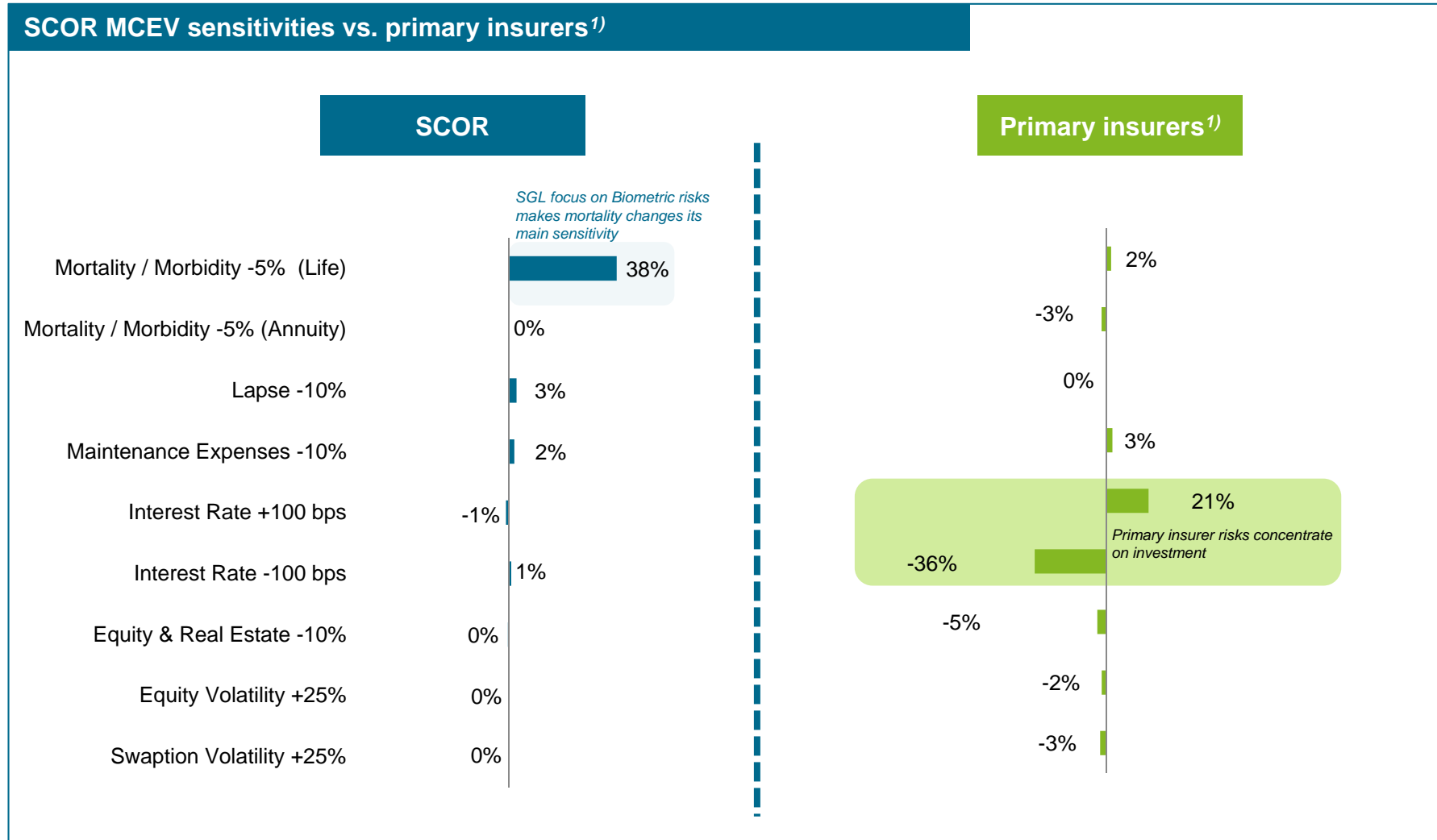
**Critical Illness:** benefits are payable contingent on the diagnosis of one critical illness, such as life-threatening cancer conditions

**Long-Term Care:** benefits are in the form of monthly income to cover the costs of medical and non-medical care services in the event of disablement. The risk is mainly dependent on dementia claims at very old ages after retirement

**Personal Accident:** benefits, mainly death and disability, often selected health benefits, payable upon occurrence of an accident

**Longevity:** the risk that actual payments to policyholders exceed their expected level due to mortality levels being lower than expected

# Thanks to its biometric risk focus, SCOR Global Life is much less sensitive to interest rate changes than primary life companies





## IR Day 2013, Optimal Dynamics - Appendices

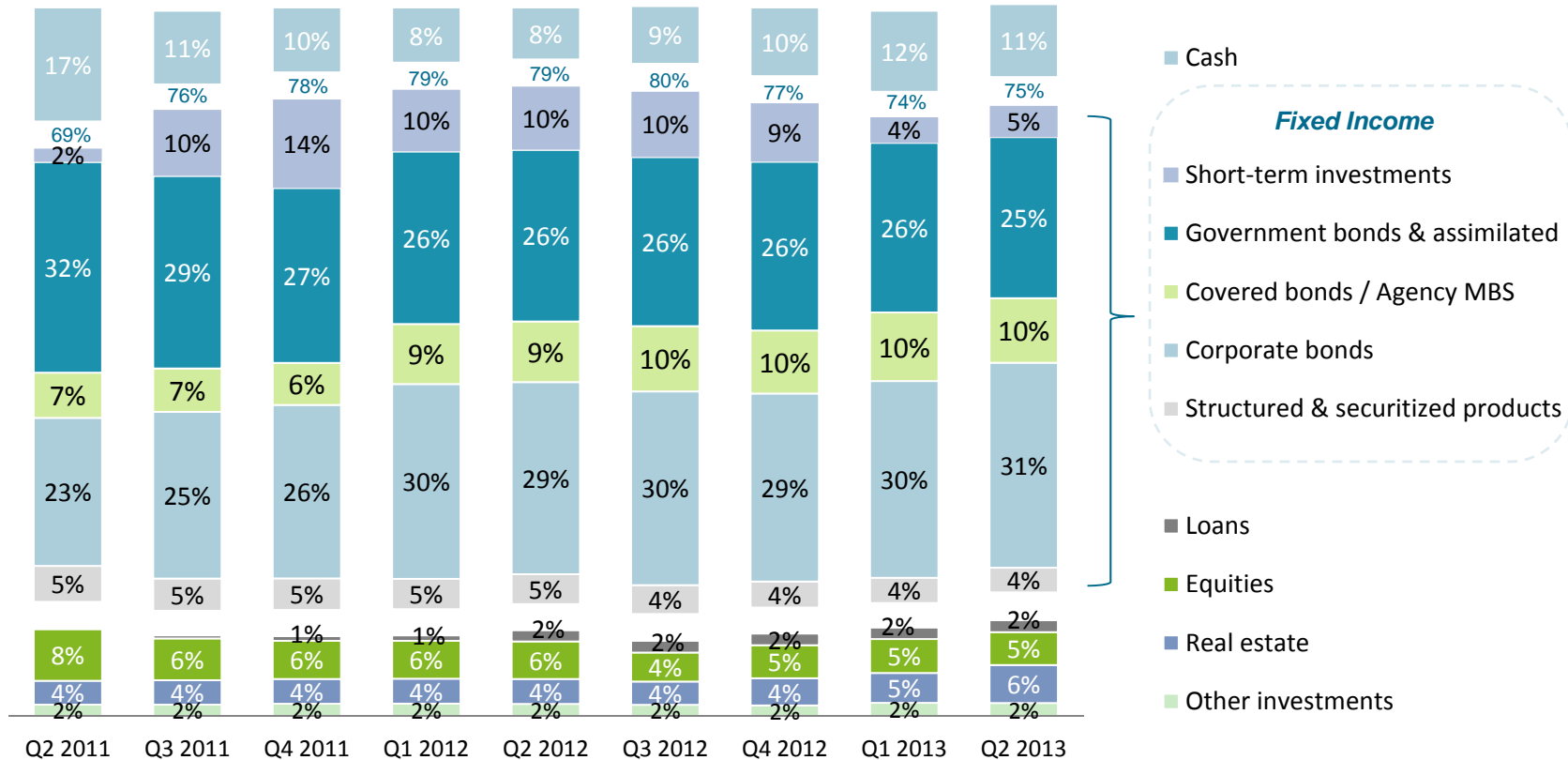
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# Investment portfolio asset allocation as of 30/06/2013

## Tactical asset allocation

in % (rounded)



## IR Day 2013, Optimal Dynamics - Appendices

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## Abbreviations

<b>ALM</b>	Asset Liability Management	<b>Medex</b>	Medical Expenditure
<b>AMF</b>	Autorité des marchés financiers	<b>ORSA</b>	Own Risk and Solvency Assessment
<b>BRC</b>	Board Risk Committee	<b>PpXL</b>	Per Person Excess of Loss
<b>CATxl</b>	Catastrophe Excess of Loss	<b>RORAC</b>	Return On Risk-Adjusted Capital
<b>CI</b>	Critical illness	<b>SBS</b>	SCOR Business solutions
<b>CSR</b>	Corporate Social Responsibility	<b>SGI</b>	SCOR Global Investments
<b>C&amp;S</b>	Credit and Security	<b>SGL</b>	SCOR Global Life
<b>D&amp;O</b>	Directors and Officers liability insurance	<b>SGLA</b>	SCOR Global Life Americas
<b>EBS</b>	Economic Balance Sheet	<b>SGPC</b>	SCOR Global Property & Casualty
<b>EMEA</b>	Europe, the Middle East and Africa	<b>SGRC</b>	SCOR Global Risk Center
<b>ERM</b>	Enterprise Risk Management	<b>TVaR</b>	Tail Value at Risk
<b>GIM</b>	Group internal model	<b>VaR</b>	Value at Risk
<b>GMDB</b>	Guaranteed Minimum Death Benefit	<b>YRT</b>	Yearly renewable terms
<b>GRC</b>	Group risk committee		
<b>ICS</b>	Internal Control System		
<b>IIC</b>	Investors Insurance Corporation		
<b>ILS</b>	Insurance linked security		
<b>IRFRC</b>	Insurance Risk and Finance Research Centre		
<b>LOB</b>	Line of business		
<b>LOC</b>	Letter of Credit		
<b>LRA</b>	La Réunion aérienne		
<b>MDU</b>	Medical Defence Union		

## Glossary (1/5)

### A-C

<b>Absolute return</b>	A measure of the total return of the invested assets portfolio, including income (coupons, dividends, rents, etc.), fair value by income, realized gains and losses, and depreciations
<b>Aggregate cover / Per event cover</b>	Per Event, or Per Occurrence coverage protects reinsured cedents against an accumulation of many original insurance policy claims arising out of the same event, with treaty limits and retentions applied separately to each qualifying event; whereas Aggregate coverage treaty terms apply to the sum of all qualifying events
<b>ALM</b>	Asset Liability Management: Risk-management technique aimed at earning adequate returns and protecting capital by simultaneously managing the duration and other relevant characteristics of assets and liabilities
<b>Attritional loss ratio net</b>	Ratio of the total net claims excluding net claims relating to a catastrophe event, on the total net earned premiums
<b>Available capital</b>	The amount of capital which is effectively available to cover the target capital. It is made up of the IFRS shareholders' equity, the recognized hybrid debt and part or all of various items not recognized by IFRS. These include economic adjustments for Life and non-Life (e.g. the discounting of Non-Life reserves and discounted Life best estimate future cash flows not yet recognised under IFRS), net of market value margin, but also un-realized capital gains not in the balance sheet, for instance on real estate. However, part or all of other IFRS intangible assets are not recognized in the available capital (e.g. to a large extent goodwill)
<b>Belly of distribution</b>	The middle part of the probability distribution (i.e. risk profile) corresponding to moderate total annual losses coupled with rather low to moderate probabilities (i.e. 5% to 20%)
<b>Best estimates</b>	An actuarial "best estimate" refers to the expected value of future potential cash-flows (probability weighted average of distributional outcomes) related to prior underwritten business. Best estimates are based on available current and reliable information and take into consideration the characteristics of the underlying portfolio
<b>Biometric risk</b>	Category covering all risks related to human life including mortality risk, disability risk, critical illness, personal accident, health, long-term care and longevity risks
<b>Capital (buffer)</b>	The amount of capital needed in order to protect the required capital, so that it (the required capital) cannot be eroded with a probability higher than 3%
<b>Capital (contingent)</b>	Funds that would be available under a pre-negotiated agreement if a specific contingency (such as a natural disaster) occurs
<b>Capital (required)</b>	See SCR (Solvency Capital requirement)
<b>Capital (shield policy)</b>	Framework that protects SCOR shareholders, ensuring that they do not become SCOR's retrocessionaires. The capital shield is made up of three main pillars: capital buffer, risk appetite framework and hedging (retrocession, ILS, contingent capital etc.)
<b>Capital (Threshold)</b>	The sum of the SCR and the capital buffer. It must be covered by the available capital
<b>Captive reinsurance</b>	Reinsurance of captive insurance companies. A captive insurance company is an insurance company created or owned by an industrial, commercial or financial group, the purpose of which is to insure exclusively all or part of the risks of the group it belongs to

## Glossary (2/5)

### C-I

<b>Catastrophe (or Cat) bonds</b>	<p>A high performance bond which is generally issued by an insurance or reinsurance company. If a predefined occurrence takes place (such as an earthquake, tsunami, hurricane etc.), the bondholder loses all or part of his investment in the bond.</p> <p>This type of insurance-linked security allows insurance and reinsurance companies to transfer peak risks (such as those arising from natural catastrophes) to capital markets, thereby reducing their own risks</p>
<b>Catastrophe event</b>	<p>SCOR defines a catastrophe as a natural event involving several risks and causing a pre-tax loss, net of retrocession, totalling €3 million or more</p>
<b>Coinsurance</b>	<p>Reinsurance cover in which SCOR Global Life receives a specified proportion of the original policy premium and pays a proportionate share of claims / benefits</p>
<b>Combined ratio</b>	<p>Sum of the Non-Life claims ratio and the expense ratio</p>
<b>Cyber liability</b>	<p>Coverage providing protection against intangible risks that arise when performing business transactions over the internet and networks. This coverage addresses both first and third party claims associated with e-business, the use of the internet and the use of networks, and failure to protect information assets</p>
<b>Deposit, Funds Withheld</b>	<p>Amounts which may be deposited with the ceding company to guarantee the reinsurer's liability. These funds withheld are remunerated to the reinsurer</p>
<b>Diversification</b>	<p>Diversification reduces accumulated risks whose occurrences are not fully dependent</p>
<b>Economic Value</b>	<p>Economic Value of Assets – Economic Value of Liabilities, where the valuation is done via the solvency II market consistent valuation framework, e.g. Economic Value of Liabilities is measured with the best estimate and a risk margin</p>
<b>Effective Duration</b>	<p>The effective duration is defined as the interest rate sensitivity to a parallel shift of the yield curve of +/- 100bps</p>
<b>Excess and Surplus</b>	<p>Excess and Surplus Lines (E&amp;S) companies are also referred to as “non-admitted” companies. These companies are not licensed by the state but are approved by the department of insurance to write business in a state. An E&amp;S company can charge any amount it wants for a policy and can also use any policy form that it wants without seeking regulatory approval</p>
<b>Expected loss for Cat</b>	<p>The Expected Loss for Cat represents the annual average (/ mean) loss that can be expected for each region/peril (e.g. European Windstorm), and takes into consideration the full distribution of potential outcomes based on SCOR modelling</p>
<b>Exposure</b>	<p>A measure of the current level of the risk of SCOR's actual portfolio with a return period of 1 in 200 years</p>
<b>Group Internal model</b>	<p>SCOR's internal model is used to quantify risks that SCOR faces. In particular, it is used to calculate the Solvency Capital Requirement (SCR)</p>
<b>IDI</b>	<p>Inherent defects insurance: First-party property insurance that covers physical damage or the imminent collapse of newly-constructed property caused by faulty design, engineering, workmanship, or materials in load-bearing elements</p>

## Glossary (3/5)

### I-R

<b>ILS (Insurance Linked Securities)</b>	Financial instruments whose values are driven by insurance loss events. These instruments, which are linked to property losses due to natural catastrophes, represent a unique asset class, whose return is uncorrelated to that of the general financial market
<b>In-force business</b>	Part of the Life premiums composed of accumulated generations of business written over time
<b>In-payment longevity</b>	Longevity risk for persons already receiving their pension, typically aged 65-70 with expected duration of around 30-35 years
<b>Life technical margin</b>	The ratio of the Life technical results (including interest on deposits on funds withheld) divided by the net earned premiums of SCOR Global Life
<b>Limit</b>	The maximum risk to which the company is committed to exposing itself
<b>Longevity risk</b>	Type of biometric risk. The risk that actual payments exceed their expected level due to mortality rates being lower than expected
<b>LTC (SGL)</b>	Long-Term Care: Insurance covers policyholders unable to perform predefined activities of daily life who consistently need the assistance of another person for every aspect. The loss of autonomy is permanent and irreversible
<b>MCEV</b>	Market Consistent Embedded Value: measures the value of expected future cash flows in Life insurance and Life reinsurance from the shareholder's point of view, expressed as the value of net assets plus the present value of expected profits on the insurance portfolio less cost of capital and administrative expenses
<b>Mortality bond</b>	This is a bond covering extreme mortality
<b>Peak (Non –peak) perils</b>	While natural catastrophes can happen in most countries, for convenience SCOR draws a distinction between so-called Peak and Non-Peak region-peril combinations. Peak Perils are characterized by a combination of high severity hazards in large economies with high insurance penetration. This leads to a strong demand for risk transfer by primary insurers and typically represents the largest accumulations of risk for reinsurers and retrocessionaires. Specifically, the set of Peak perils comprises Atlantic Hurricane, US Earthquake, European Windstorm, Japanese Earthquake and Japanese Typhoon. All other region perils are considered as non-peak
<b>PML (Probable Maximum Loss)</b>	The estimated anticipated maximum loss, taking into account ceding company and contract limits, caused by a single catastrophe affecting a broad contiguous geographic area, such as that caused by a hurricane or earthquake of such magnitude it is expected to reoccur once during a given period, such as every 50, 100 or 200 years
<b>Retention</b>	Share of the risk retained by the insurer or reinsurer for its own account
<b>Retrocession</b>	Transaction in which the reinsurer transfers (or lays off) all or part of the risks it has assumed to another reinsurer, in return for payment of a premium

## Glossary (4/5)

### R-T

<b>Risk appetite</b>	Defines the target risk profile (assets and liabilities combined) that SCOR actively seeks in order to achieve its expected return. The target risk profile is represented as the Group's target profit/loss probability distribution
<b>Risk appetite framework</b>	Consistently defines the three following metrics: SCOR's risk appetite, SCOR's risk preference and SCOR's risk tolerance
<b>Risk-Free (Interest) Rate</b>	The rate of interest that remunerates assets with no counterparty risk. Usually, the weighted three months daily interest rates of treasury bills (T-bills) in the Euro area, the US, UK, Canada and Switzerland averaged over the period under consideration are used as proxies for the risk-free (interest) rate. The weighted average used for this calculation is based on the percentage of our managed assets denominated in the currency of each such asset
<b>Risk preference</b>	Defines the kinds of risks SCOR wants to take (in which segment of the industry, in which LoB, in which country etc.)
<b>Risk tolerance</b>	It defines the quantitative risk limits, at Group, LoB or geographical levels, which SCOR does not want to exceed
<b>Rollover strategy</b>	A strategy by which bonds are sold and bought so as to keep the duration of the overall portfolio constant
<b>Run Off</b>	The cessation of all underwriting of new business on a risk portfolio. As a result, all reserves are "run off" over time until their complete extinction. Run off may take up to several decades depending on the class of business
<b>SCR</b>	Solvency Capital Requirement, i.e. required capital calculated by SCOR's Group Internal Model (GIM), as 99.5% VaR of the change in economic value (negative result) distribution in the 12 months starting 1/1 of the year
<b>Tail (long/short)</b>	The period of time that elapses between either the writing of the applicable insurance or reinsurance policy or the loss event (or the insurer's or reinsurer's knowledge of the loss event) and the payment in respect thereof. A "short-tail" product is one where ultimate losses are known comparatively quickly; ultimate losses under a "long-tail" product are sometimes not known for many years
<b>Tail of the distribution</b>	The extreme part of the probability distribution corresponding to high total annual losses coupled with extremely low probabilities (e.g. <1%)
<b>Technical profitability</b>	Profitability related to underwriting (i.e. underwriting result defined as Premiums minus losses not including investment income minus commissions)
<b>Technology Errors &amp; Omissions</b>	Coverage that protects against Financial loss of a third party arising from: either the failure of the insured's technology product to perform as intended or expected, or from an act, error or omission in the course of an insured's performance of technology services for others



## Glossary (5/5)

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### T-Z

<b>Total capital</b>	The sum of the shareholders equity, the senior debt and the subordinated debt
<b>Twin-engine business</b>	The combination of SGPC and SGL underwriting capabilities
<b>Yearly renewable terms (YRT)</b>	Reinsurance cover on annual mortality risk. Reinsurance premium rates increase each year to cover rising mortality cost as the portfolio ages

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