### SCOR Global Life

Embedded Value 2010 results

SCOR Global Life Embedded Value reaches EUR 2.2 billion (EUR 12.2 per share), further demonstrating the dynamism and profitability of its franchise



#### **Notice**

Details of the Embedded Value approach used by SCOR Global Life, including analysis of Embedded Value from 2009 to 2010, as well as details of the methodology used, analysis of sensitivities to certain key parameters and reconciliation of the Embedded Value to the IFRS equity of SCOR, can be found in the document entitled "SCOR Global Life Market Consistent Embedded Value 2010 – Supplementary Information" and the "SCOR Global Life" slide show presentation, both of which are available at www.scor.com.

The Embedded Value has been calculated in accordance with the European Insurance CFO Forum Market Consistent Embedded Value Principles (Copyright© Stichting CFO Forum Foundation 2008) published in June 2008 and October 2009 by the CFO Forum.

Towers Watson has been engaged to review the methodology and assumptions used and the results of the calculations made by SCOR to determine the Embedded Values. The scope of their review and opinion is presented in "2010 Market Consistent Embedded Value – Supplementary Information". This MCEV disclosure should not be viewed as a substitute for SCOR's primary financial statements.

All figures in this presentation exclude the Transamerica Re acquisition announced on April 26th, 2011.

Forward-looking statements

SCOR does not communicate "profit forecasts" in the sense of Article 2 of (EC) Regulation n°809/2004 of the European Commission. Thus, any forward-looking statements contained in this communication should not be held as corresponding to such profit forecasts. Information in this communication may include "forward-looking statements", including but not limited to statements that are predictions of or indicate future events, trends, plans or objectives, based on certain assumptions and include any statement which does not directly relate to a historical fact or current fact. Forward-looking statements are typically identified by words or phrases such as, without limitation, "anticipate", "assume", "believe", "continue", "estimate", "expect", "foresee", "intend", "may increase" and "may fluctuate" and similar expressions or by future or conditional verbs such as, without limitations, "will", "should", "would" and "could." Undue reliance should not be placed on such statements, because, by their nature, they are subject to known and unknown risks, uncertainties and other factors, which may cause actual results, on the one hand, to differ from any results expressed or implied by the present communication, on the other hand.

Please refer to SCOR's document de référence filed with the AMF on 8 March 2011 under number D.11-0103 (the "Document de Référence"), for a description of certain important factors, risks and uncertainties that may affect the business of the SCOR Group. As a result of the extreme and unprecedented volatility and disruption of the current global financial crisis, SCOR is exposed to significant financial, capital market and other risks, including 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.

Numbers presented throughout this report may not add up precisely to the totals in the tables and text. Percentages and percent changes are calculated based on rounded figures displayed on the tables and text and may not precisely reflect the percentages and percent changes that would be derived based on figures that would not be rounded.

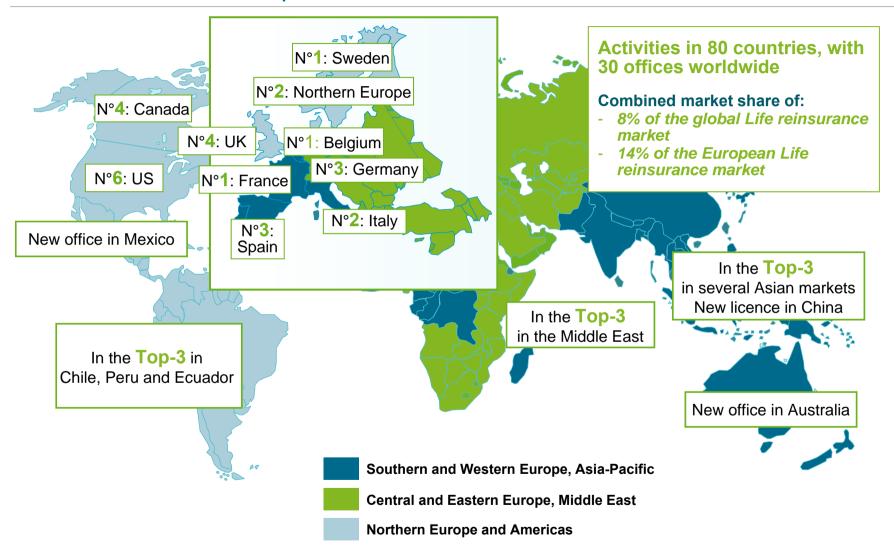


#### SCOR Global Life Embedded Value 2010 results

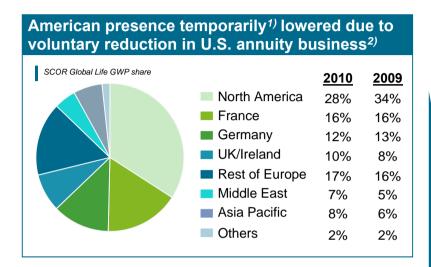
- 1 Unique strategy for consistent value creation
- 2 Strong Embedded Value 2010 development
- SCOR Global Life consistently delivers profitability and provides strong earnings diversification to the SCOR group

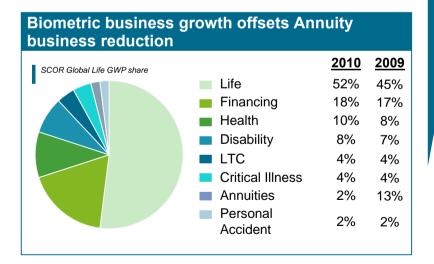


#### SCOR Global Life: a top-tier worldwide Life reinsurer



### SCOR Global Life: strong regional diversification for unique position and consistent value creation







- □ Focuses on traditional mortality reinsurance risks, providing stability of results. The strong, voluntary reduction of U.S. annuity business drives the decrease of the North American portfolio to 28%¹)
- Benefits from high barriers of entry and offers tailor-made and innovative solutions (such as tele-underwriting) focusing on long-term relationships, through local presence and strong expertise in all key markets
- Strong MCEV earnings demonstrate SCOR Global Life's on-going commercial dynamism and long-term value creation, steadily growing top and bottom line results with highly positive contribution from all regions and lines of business...
- ...contributing significant value to the Group (€12.2 MCEV per share) and reducing the volatility of the entire business portfolio
- □ Transamerica Re acquisition will further consolidate SCOR Global Life's position among the top-tier worldwide Life Reinsurers, becoming the #2 provider in North America by new business volume



<sup>1)</sup> Following the acquisition of Transamerica Re's mortality business, the expected new geographical 2010 premium (GWP) split of SCOR Global Life will be: 49% Americas, 37% Europe, 14% rest of the world – closely matching the overall life reinsurance market (50%, 34% and 16% respectively)

See press release #6 of February 16th, 2011 in relation to SCOR's disposal of its U.S. annuity business through the sale of its subsidiary Investors Insurance Corporation (IIC)

### SCOR Global Life Embedded Value 2010 results

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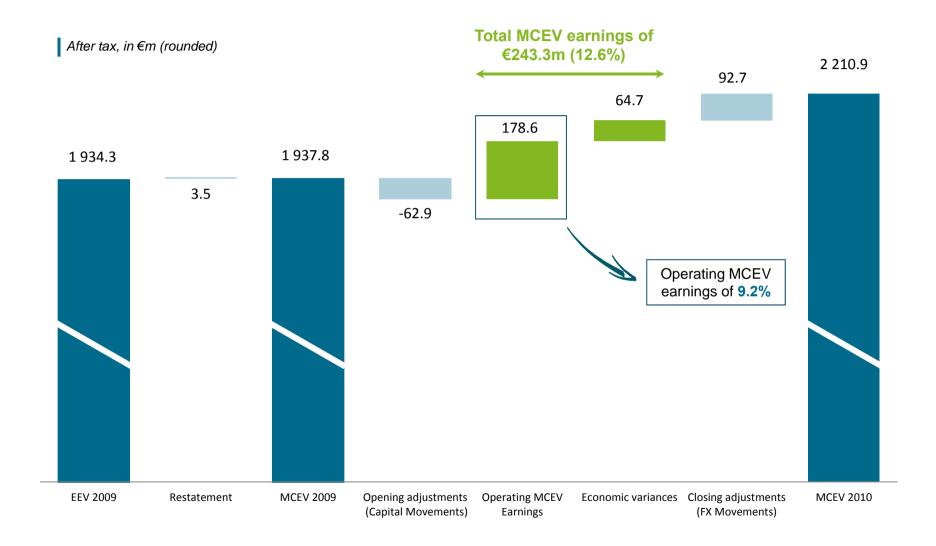


# Strong MCEV development in 2010 continues SCOR Global Life's positive history of value creation

- SCOR moved from EEV to MCEV principles, resulting in an immaterial (0.18%) restatement of the 2009 EV¹)
- MCEV growth of 17.9%²) to €2.2bn (€12.2 per share) compared to €1.9bn in 2009, supported by a significant MCEV operating profit of €179m
- Value of New Business €57m, compared to €95m in 2009 (€113m under EEV), with a new business margin of 2.4%, compared to 3.2% in 2009 (5.2% under EEV). Reduction compared to 2009 mainly due to large block transaction in 2009
- Strong Life operating performance further enhanced by strong investment return, resulting in total MCEV earnings of €243m
- Annualized EV growth of 12.0%³) between 2006 and 2010 validates the strong value-creation capacity of SCOR Global Life's business model

<sup>2)</sup> Relative to adjusted MCEV 2009 (after internal capital movements); 14.1% relative to MCEV 2009 (before internal capital movements)

### SCOR Global Life MCEV reaches €2.2bn driven by €243m earnings





### Strong operating MCEV earnings of €179m

perating EV earnings		
in €m (rounded)	MCEV 2010	<b>EEV</b> 2009
Value of New Business	56.8	113.2
Expected existing business contribution	70.8	76.5 <sup>1)</sup>
Experience variances	23.4	19.3
Assumption changes and other operating variances	27.5	-18.5 <sup>2)</sup>
Operating EV earnings	178.6	190.5

- Robust MCEV operating profit of €179m in 2010
- Reduction in Value of New Business mainly due to large in-force block transaction in 2009 (VNB 2009 on MCEV basis: €95m)
- Excluding the 2009 block transaction, the Value of New Business of 2010 and 2009 are approximately comparable
- New business margin<sup>3)</sup> of 2.4% (after tax, expenses and cost of capital) compared to 3.2% in 2009 (under MCEV)<sup>4)</sup>
- □ Fourth consecutive year of positive experience variances driven by favorable claims and lapse experience



<sup>1)</sup> Reported as Expected return in 2009

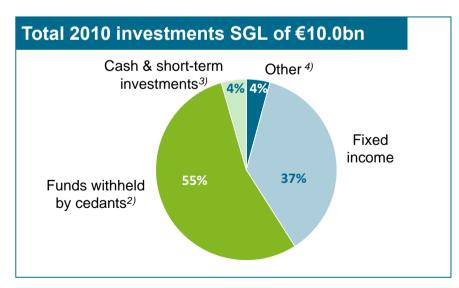
<sup>2)</sup> Reported as Changes to operating assumptions and models in 2009

The ratio of the value of new business and the present value of new business premiums

<sup>4)</sup> New Business Margin under MCEV is structurally lower than under EEV: see the publication "2010 Market Consistent Embedded Value – Supplementary Information"

# MCEV earnings at €243m driven by strong technical and investment performance





- MCEV earnings influenced by:
  - Continued positive economic variances as in 2009 due to strong investment performance mainly driven by narrowing of spreads on fixed income assets
  - Economic variances in 2010 less important than in the previous year due to 2009 financial markets recovery from the financial crisis
  - Run-off GMDB liability contributed about €10m to economic variances
- □ Conservative investment portfolio of SCOR Global Life:
  - Low equity allocation
  - Large majority of funds withheld has guaranteed (minimum) deposit rates



In 2009: EEV operating profit, in 2010: Operating MCEV earnings

<sup>2)</sup> In loans and receivables according to IFRS accounting classification

Cash (less than 3 months) / short-term investments (i.e. Treasury bills less than 12 months) classified as "other loans & receivables"

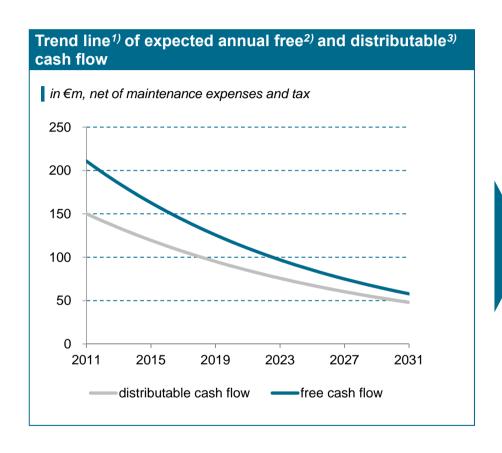
Fauities (2.0%) real extate (1.5%) derivative instr (0.4%) and alternative inv. (0.4%)

# €232m free cashflow generated in 2010 with new business entirely funded out of expected runoff of in-force portfolio

Change in Free Surplus an Required Capital	d	
in €m (rounded)	Free Surplus	Required Capital
New Business	-181.5	85.4
Expected runoff	236.6	-85.7
Other operating <sup>1)</sup>	75.5	-21.1
Economic variances and other non-operating	83.7	-5.8
FX change	17.1	27.0
2010 Total	231.5	-0.2
Capital movements	-62.9	-
Change in 2010	168.6	-0.2

- Free Surplus of €182m invested in new business, to pay acquisition expenses, set up statutory reserves and set up required capital....
- ... entirely funded out of expected runoff of in-force portfolio
- Other operating changes contributed an additional €76m in free surplus, through favorable experience variances, release of required capital and reserves through internal transfers of business and rationalization of carrying entities.
- Strong investment returns and favorable FX movements bring total free cash flow generated in 2010 to €232m, of which €63m returned to parent

### Mature business book expected to provide substantial free cash flow over the next years



- Existing business book expected to continue to contribute strongly to the overall free cash flow in the near future
- Expected undiscounted free cash flow is projected as follows:
  - 29% within the first 5 years
  - 52% within the first 10 years
  - 70% within the first 15 years
  - 81% within the first 20 years

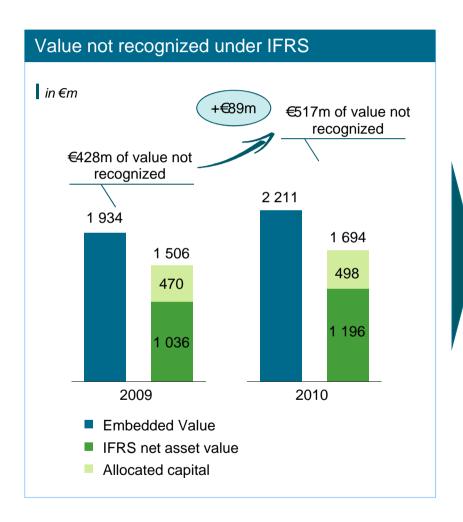


<sup>)</sup> The trend line is indicative and yearly cash flows may differ from the expected trend line. In addition, this forward-looking statement is based on risks and uncertainties that could cause actual results, performance or events to differ materially from those in such statements (see disclaimer)

<sup>2)</sup> Free cash flow after release of statutory required capital and interests earned

Distributable cash flow is shown for comparison to 2009 disclosure – excluding free surplus and before release of required capital

### Sustained growth in value not recognized under IFRS



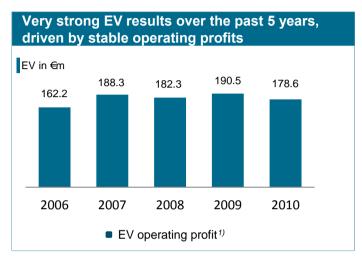
- EV is more suitable to capture the economic value of life business than IFRS accounting
- SCOR Global Life has increased its off-balance sheet value by ~ €90m, to €517m
- Increase in value not recognized is driven mainly by new business and change in assumptions which are treated differently under IFRS

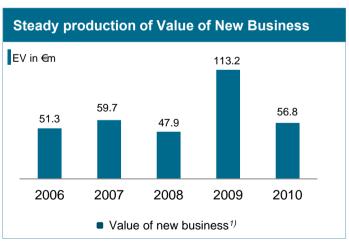
#### SCOR Global Life Embedded Value 2010 results

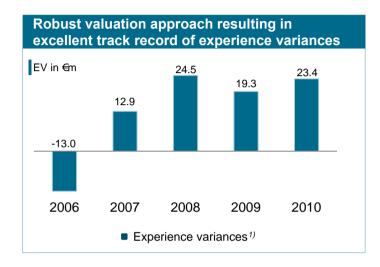
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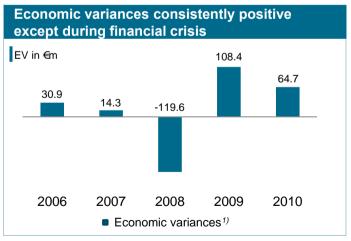


# Excellent EV track record, with robust operating profits supported by steady production of Value of New Business



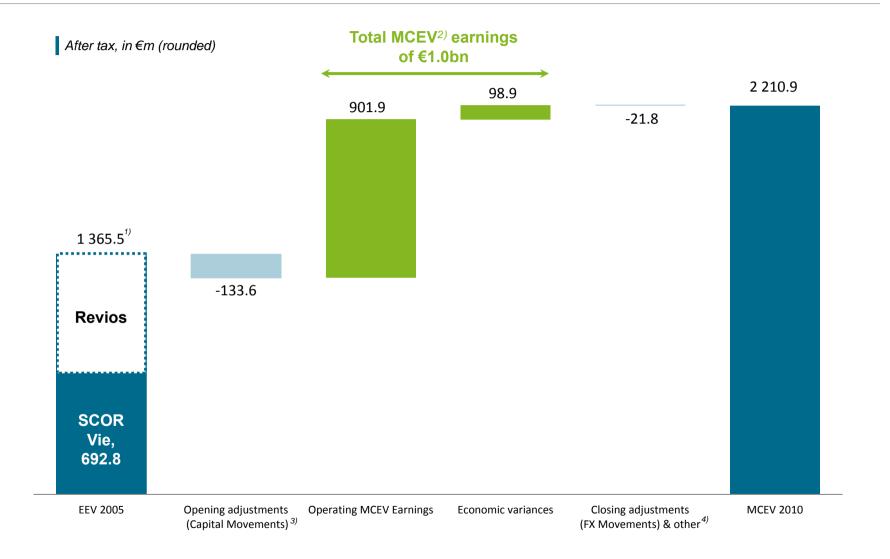








### SCOR Global Life delivered €1.0bn of earnings over the last 5 years





As disclosed on July 2, 2007: Revios, €692.8m; SCOR, €692.8m; Opening Adjustments €-20m

<sup>2) 2006, 2007, 2008</sup> and 2009 on EEV basis; 2010 on MCEV basis

<sup>9)</sup> Includes +€34m of "Value of acquired business" related to the XL Re US acquisition, net of considerations paid, disclosed with the EEV 2009 publication

<sup>4)</sup> Includes €3.5m of restatement for 2009 EEV to MCEV basis (see also page 8)

# SCOR Global Life: a consistently strong contributor to the SCOR Group's profitability and earnings diversification

- □ SCOR Global Life (SGL) has a strong franchise with top positions in Europe (14% market share) and a leading role in Asia and the Middle East, accelerating its leadership status with the acquisition of Transamerica Re
- □ Traditional life portfolio strategy delivered robust 2010 MCEV results validating once more the diversified business model of SCOR
- SCOR Global Life biometrics book benefits from low sensitivity to interest rates and financial markets as demonstrated by robust EV creation even during the financial crisis
- Solid 17.9%¹) MCEV growth in 2010 (from €10.8 to €12.2 per share), supported by strong operating performance, investment return and favourable FX movements...
- ...contributes to cumulative ~ €1bn of EV earnings between 2006 and 2010, with positive contribution even at the height of the crisis in 2008



### **APPENDICES**

Appendix A	Methodology
Appendix B	Key economic assumptions
Appendix C	Foreign exchange rates
Appendix D	Sensitivity of MCEV 2010 and VNB 2010 to main assumptions



#### Appendix A: Methodology

- MCEV principles applied for the first time in 2010
- SCOR complies with CFO Forum's MCEV Principles
  - except no disclosure of analysis of change in Group MCEV
- Economic assumptions
  - risk-free discounting using reference rates
  - reference rates based on swap yield curve with no liquidity premium (as SCOR did under EEV Principles)
  - implied volatilities are derived from market data at the valuation date (as SCOR did under EEV Principles)
  - embedded financial options and guarantees are valued on a market consistent basis (as SCOR did under EEV Principles)
- Cost of residual non hedgeable risks (CoRNHR) allows for the cost of risks not already allowed for elsewhere in the calculation
  - these costs include operational risk, cedant credit risk, unavoidable market risk, the effect of the asymmetric
    influence of tax, the effect of asymmetries in risk distributions or asymmetries in the impact of risks on treaties
    of the portfolio and an allowance for uncertainty in the best estimate of shareholder cashflows
  - CoRNHR calculated by applying 4% cost of capital charge to non hedgeable risk based capital (NHRBC) without any allowance for diversification with the non-covered business
  - equivalent to applying 8.1% cost of capital charge to NHRBC with allowance for diversification with the noncovered business
- More details in "2010 Market Consistent Embedded Value Supplementary Information"



### Appendix A: Methodology - Adopting MCEV principles (from EEV) leads to no major changes in SCOR Global Life 2009 Embedded Value

in €m	EEV 2009 <sup>1)</sup>	MCEV 2009 <sup>2)</sup>	
Adjusted Net Asset Value (ANAV)	907.4	907.4	Adjusted Net Asset Value (ANAV)
Certainty equivalent PVIF	1 506.9	1 506.8	Present Value of Future Profits
Cost of double taxation and investment expenses	- 49.2	- 49.4	Frictional Costs of Required Capital
Cost of non-financial risks	- 420.8	- 417.0	Cost of Residual Non-Hedgeable Risks (CoRNHR)
Time value of Financial Options and Guarantees (FOGs)	- 10.0	- 10.0	Time value of Financial Options and Guarantees (FOGs)
European Embedded Value (EEV)	1 934.3	1 937.9	Market Consistent Embedded Value (MCEV)

- ☐ Previous EV calculations were already very close to MCEV principles
- ☐ Implementing MCEV principles did not lead to major changes in the calculation framework, nor in the calculated figures
- ☐ Swap rates have already been used in prior disclosures
- ☐ Main change under MCEV is a different method of calculating the CoRNHR now based on SCOR's internal economic capital model
- □ CoRNHR are calculated by applying a 4% cost of capital charge to non hedgeable risk capital (NHRBC) assuming no diversification with non-covered business. This is equivalent to an 8.1% cost of capital charge on diversified NHRBC



### Appendix B: Key economic assumptions

### Assumptions on risk free rates (swap rates)

Zero coupon yields
Term
5 Years
10 Years
15 Years
20 Years
25 Years
30 Years

EUR		
31/12/10	31/12/09	
2.60%	2.85%	
3.42%	3.69%	
3.79%	4.13%	
3.83%	4.23%	
3.67%	4.13%	
3.47%	3.97%	

USD		
31/12/10	31/12/09	
2.23%	3.07%	
3.56%	4.17%	
4.12%	4.63%	
4.29%	4.74%	
4.36%	4.76%	
4.39%	4.80%	

GBP		
31/12/10	31/12/09	
2.69%	3.48%	
3.70%	4.26%	
4.09%	4.59%	
4.15%	4.53%	
4.12%	4.38%	
4.04%	4.25%	

CAD		
31/12/10	31/12/09	
2.63%	2.93%	
3.52%	4.04%	
4.08%	4.72%	
4.23%	4.86%	
4.09%	4.66%	
3.94%	4.46%	

### **Assumptions on tax rates**

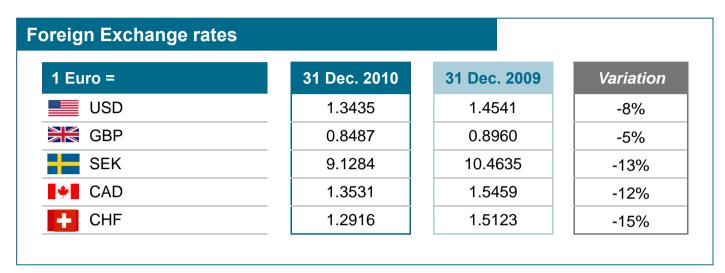
Entity	
France	
Germany	
US	
UK	
Ireland	

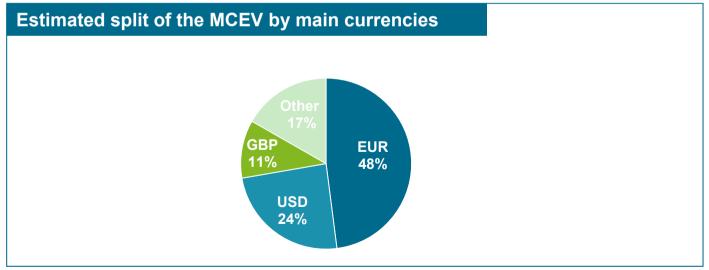
Tax rate 2010
34.4%
31.6%
35.0%
27.0%
12.5%

Tax Rate 2009
34.4%
31.6%
35.0%
28.0%
12.5%



### Appendix C: Foreign exchange rates







### Appendix D: Main sensitivities of MCEV 2010

after tax, in €m	MCEV	Δ from base case	Variation
Base case	2 210.9		
Mortality/Morbidity -5% (life insurance)	2 506.0	+ 295.0	+ 13.3%
No mortality improvements (life insurance)	1 900.9	- 310.0	- 14.0%
Mortality/Morbidity -5% (annuities)	2 216.1	+ 5.1	+ 0.2%
Lapse rates -10%	2 265.0	+ 54.0	+ 2.4%
Maintenance expenses -10%	2 243.4	+ 32.5	+ 1.5%
Interest rates +100 bps	2 252.7	+ 41.8	+ 1.9%
Interest rates -100 bps	2 183.4	- 27.5	- 1.2%
Equity and property capital values -10%	2 193.1	- 17.8	- 0.8%
Equity and property implied volatility +25%	2 208.5	- 2.4	- 0.1%
Swaption implied volatility +25%	2 211.4	- 0.1	- 0.0%



### Appendix D: Main sensitivities of VNB 2010

after tax, in €m	VNB	Δ from base case	Variation
Base case	56.8		
Mortality/Morbidity -5% (life insurance)	89.4	+ 32.6	+ 57.4%
No mortality improvements (life insurance)	20.5	- 36.3	- 63.9%
Mortality/Morbidity -5% (annuities)	57.3	+ 0.4	+ 0.7%
Lapse rates -10%	64.0	+ 7.2	+ 12.6%
Maintenance expenses -10%	58.3	+ 1.5	+ 2.6%
Interest rate +100 bps	56.9	+ 0.1	+ 0.1%
Interest rates -100 bps	53.8	- 3.1	- 5.4%
Equity and property capital values -10%	56.8	-	-
Equity and property implied volatility +25%	56.8	-	-
Swaption implied volatility +25%	56.8	-	-

