

# SCOR Global P&C January 2011 renewal results

SCOR executes its P&C strategy at 1/1 renewals, achieving sustained profitable growth, in line with the Strong Momentum plan

February 10, 2011



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# SCOR Global P&C January 2011 renewal results

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- 1 SCOR executes its P&C strategy at 1/1 renewals
- 2 SCOR focuses on profitability and achieves selective growth thanks to its diversification
  - 2.1 - Treaty P&C
  - 2.2 - Specialty Lines & Business Solutions
- 3 SCOR Global P&C 2011 Outlook

## The worldwide P&C (re)insurance market has become increasingly fragmented, confirming SCOR’s view communicated at Monte-Carlo ‘10

**P&C 1/1 renewals confirm the Group’s views of the industry dynamics, which are favourable to SCOR Global P&C’s continued success**

P&C insurance sector perspective	P&C reinsurance sector perspective
✓ Low to average single-digit growth in mature markets	✓ Decoupling of reinsurance from insurance, more pronounced in mature markets
✓ Double-digit insurance growth in emerging markets	✓ Potential for meaningful growth in “emerging” markets, fuelled by underlying insurance trends
✓ Very fragmented dynamics by markets and by lines	✓ Very different dynamics among the first tier reinsurers
✓ Step by step upward pricing revisions	✓ Redistribution of shares within top 5
✓ New solvency requirement prospects leading to R/I panel diversification and structure reconsideration	

## Increasingly fragmented worldwide P&C (re)insurance market favours SCOR as an alternative price setter

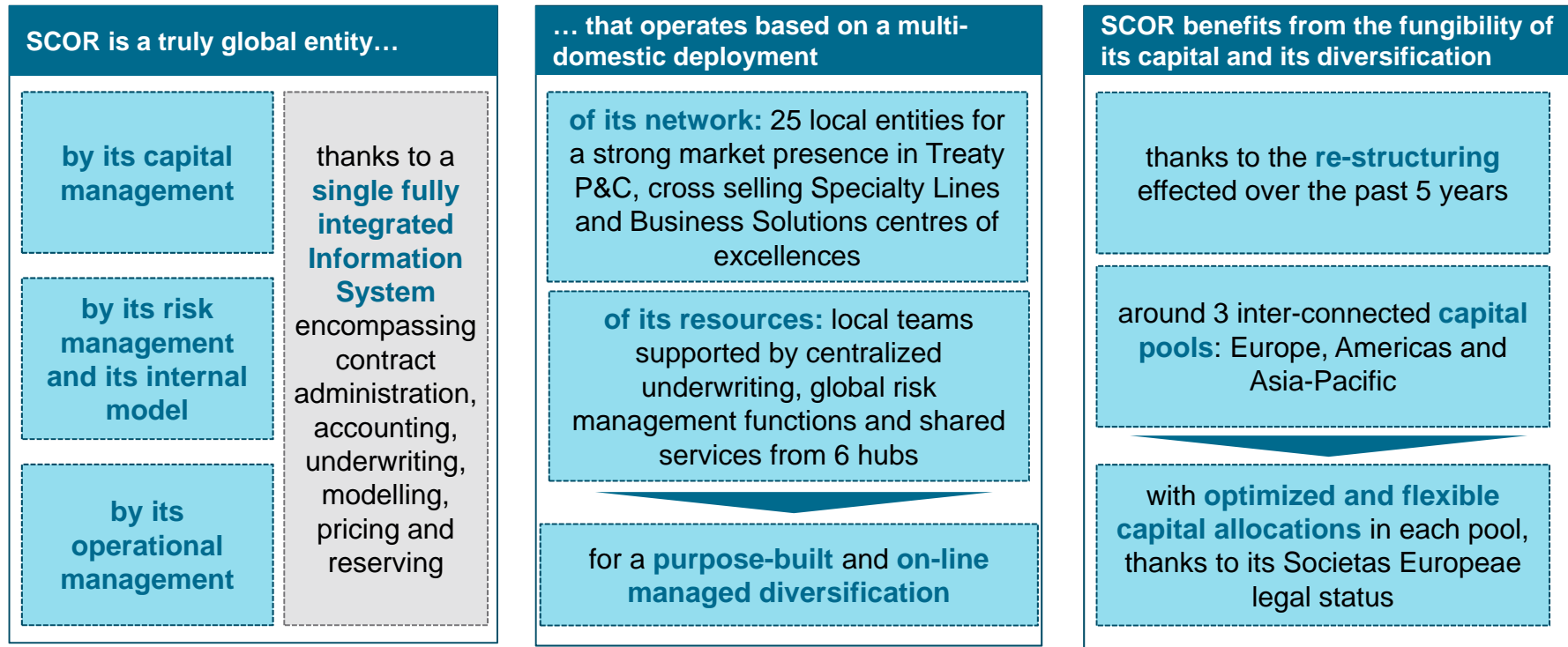
January 2011 Treaty P&C industry dynamics										
Treaty P&C <sup>1)</sup> Rate changes	Line of Business	Germany	France	Italy	UK	Rest of Europe	Middle East & Africa	USA	Canada	China
Primary insurance / Proportional reinsurance	Property	↗	↗	→	↗	→	↘	↘	↗	↗
	Motor	↗	↗	↗	↗↗	→	↘	↘	↗	→
	Liability	→	↘	↗	→	↗	N/A	↗	↗	↗
Non-proportional reinsurance	Property	→	↘	↗	→	→	↘	↘	↗	→
	Property Cat	→	↘↘	↘	↘	↘	↘	↘↘	↘	→
	Motor	↗	→	↗	→	↗	→	→	↗	N/A

### SCOR's view given at Monte Carlo of an increasingly fragmented market is validated

#### January 2011 renewals confirm that SCOR:

- ❑ Remains **underweight in U.S. Long-Tail Casualty** and to a lesser extent **U.S. Cat**, which proved to be the areas under most price pressure
- ❑ **Is an alternative price and terms and conditions setter**
- ❑ Takes advantage of the continued **de-concentration of placements** and **re-distribution of shares**
- ❑ Contributes to overall **industry underwriting discipline** and benefits from **technically sound terms and conditions**

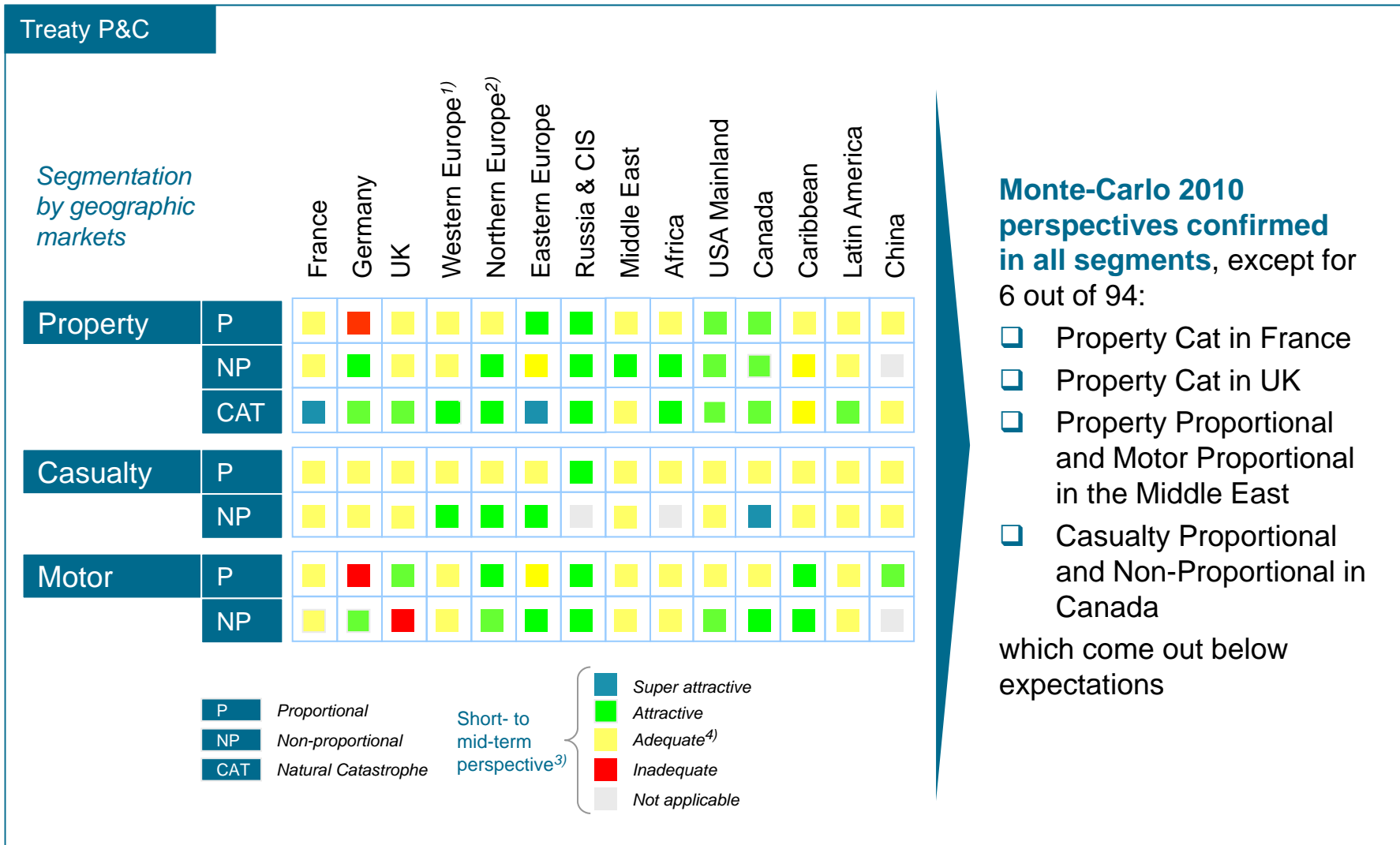
# SCOR Group global business model perfectly fits the new reality of increasingly fragmented markets



Thanks to this **unique combination of and balance between global and multi-domestic approaches**, SCOR Global P&C is equipped to:

- ❑ **Timely detect trends** and pockets of profitable underwriting, and **anticipate changes**
- ❑ **Frictionlessly reallocate capital** among its entities
- ❑ **Swiftly access business**, having the infrastructure in place to book and service it
- ❑ **Conduct real-time portfolio management:** the deal making teams of underwriters, modellers and pricers have become portfolio managers and the remuneration policy is designed to reward them for the efficiency of their management<sup>1)</sup>

# SCOR Global P&C January renewals in line with expectations communicated at Monte-Carlo 2010



1) Western Europe: Austria, Cyprus, Greece, Italy, Malta, Portugal, Spain, Switzerland  
 2) Northern Europe: Belgium, Luxembourg, The Netherlands, Scandinavia  
 3) As indicated at Monte-Carlo  
 4) i.e. adequate within planning period

# SCOR Global P&C January renewals in line with expectations communicated at Monte-Carlo

## Specialty Lines and Business Solutions

### Segmentation by line

Aviation <sup>1)</sup>	Int. Airlines <span style="color: yellow;">■</span>	Gen. Aviation <span style="color: yellow;">■</span>	Prod. Liability <span style="color: yellow;">■</span>
Space	Space <span style="color: yellow;">■</span>		
Engineering	CAR <span style="color: green;">■</span>	EAR <span style="color: green;">■</span>	B&M <span style="color: yellow;">■</span>
Marine & Energy	Hull <span style="color: yellow;">■</span>	Cargo <span style="color: green;">■</span>	P&I <span style="color: green;">■</span> Energy <span style="color: blue;">■</span>
Agriculture	Hail <span style="color: yellow;">■</span>	MPCI <span style="color: green;">■</span>	Livestock <span style="color: yellow;">■</span>
Credit & Surety	Credit <span style="color: green;">■</span>	Surety <span style="color: yellow;">■</span>	
IDI <sup>2)</sup>	IDI <span style="color: green;">■</span>		
Business Solutions	Ind. Com. <sup>3)</sup> <span style="color: yellow;">■</span>	Nat. Res. <sup>4)</sup> <span style="color: green;">■</span>	

Short- to mid-term perspective<sup>5)</sup>

- Super attractive
- Attractive
- Adequate<sup>6)</sup>
- Inadequate
- Not applicable

**Monte-Carlo 2010 perspectives confirmed in all segments but only to some extent for Energy and Aviation in view of the market losses**

1) Including GAUM  
 3) Ind. & Com. = Industrial and commercial risks  
 5) As indicated at Monte-Carlo

2) IDI = Inherent Defect Insurance (Decennial)  
 4) Nat. Res.: Natural Resources (Energy Onshore + Offshore & Mines)  
 6) i.e. adequate within planning period



## SCOR executes its P&C strategy at 1/1 renewals, achieving sustained profitable growth, fully aligned with the Strong Momentum plan

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The results of the January 2011 renewals confirm SCOR Global P&C's pre-renewal expectations and its strengthened position in the industry, combining two positive features:

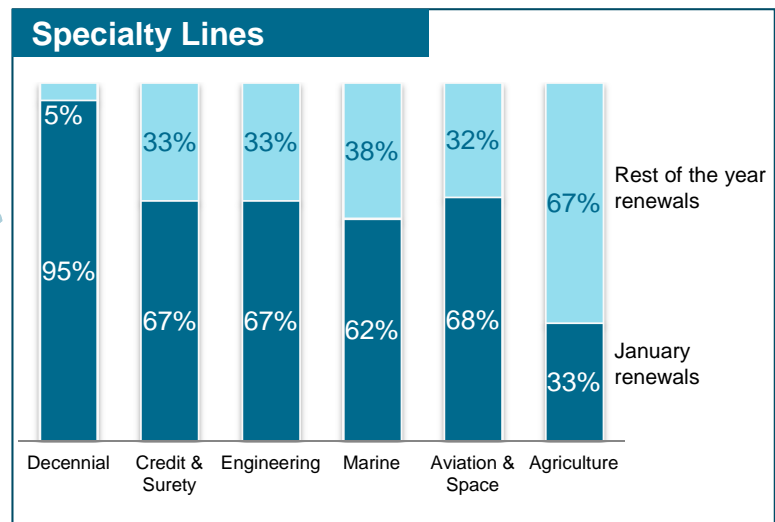
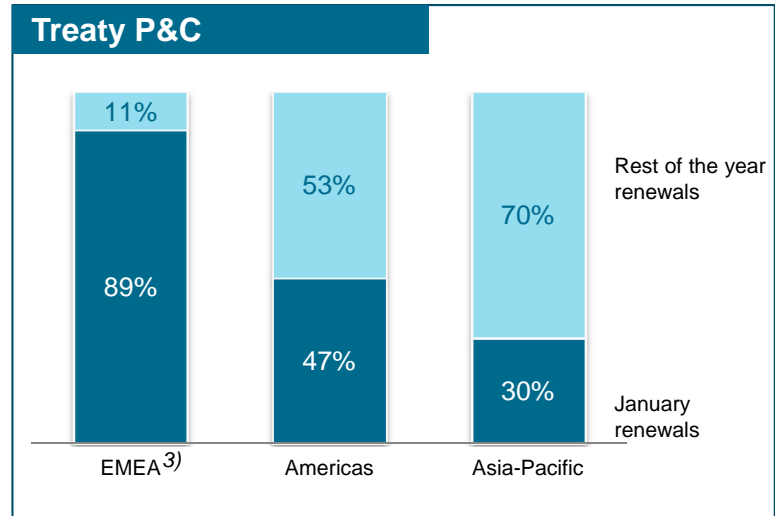
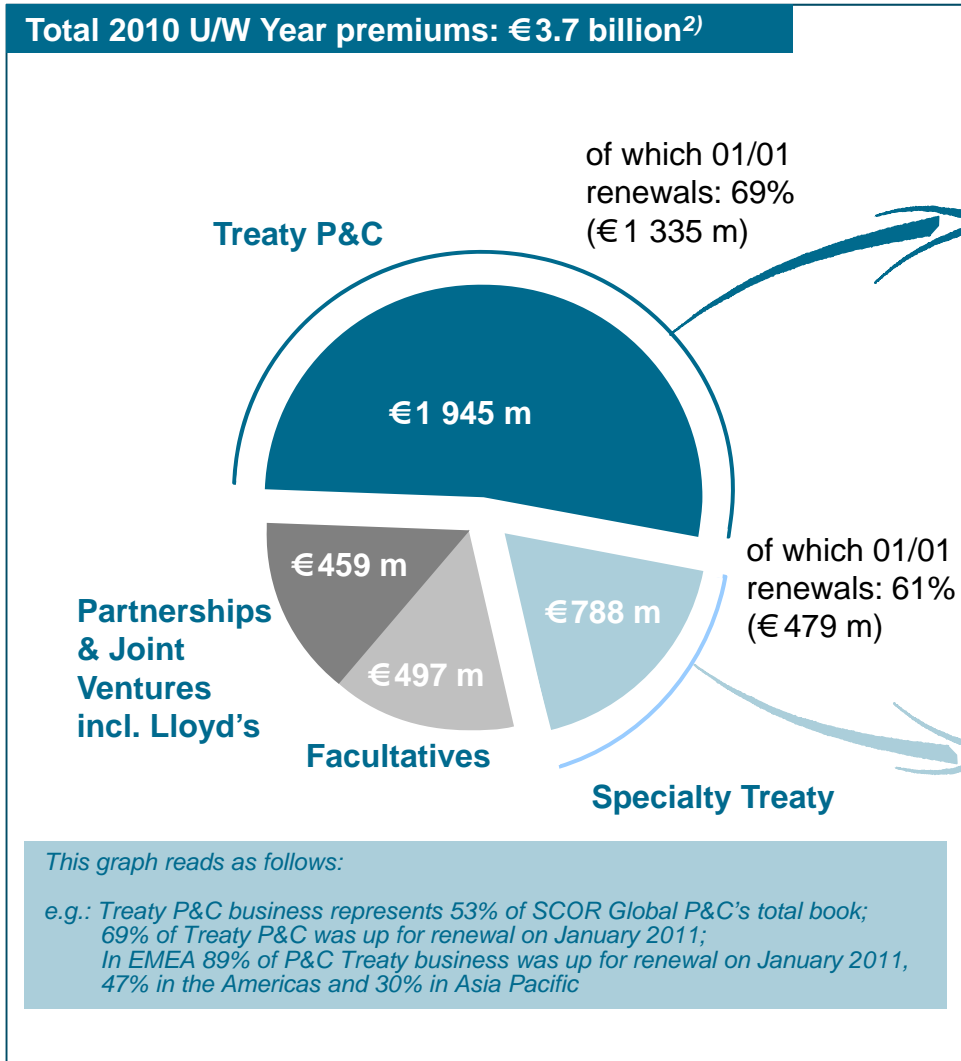
### □ **Stable expected profitability** thanks to:

- **Active portfolio management:** 19% of renewable premiums either restructured (12%) or cancelled (7%), and more than adequately replaced by premiums meeting the expected profitability target
- **Pricing and negotiation discipline** leading to a stable average price (-0.2%) in fragmented cycles with an overall slight downward trend
- Overall, **stable expected weighted average gross underwriting ratio<sup>1)</sup>** (-0.2 percentage points)
- **Unchanged Terms & Conditions** at this renewal season

### □ **Sustained growth:**

- **+13%<sup>2)</sup>** reflects SCOR's ability to seize business opportunities thanks to its competitive position in the market and attractiveness for buyers of reinsurance and brokers
- This growth is complemented by a **reinforcement of lead positions and private deals** and includes **2 large one-off deals<sup>3)</sup>** related to New Initiatives counting for 6%<sup>4)</sup>
- **Full-year projection in line with the Strong Momentum plan**

# Business up for renewal in January: 66%<sup>1)</sup> of total SCOR Global P&C Treaty premiums

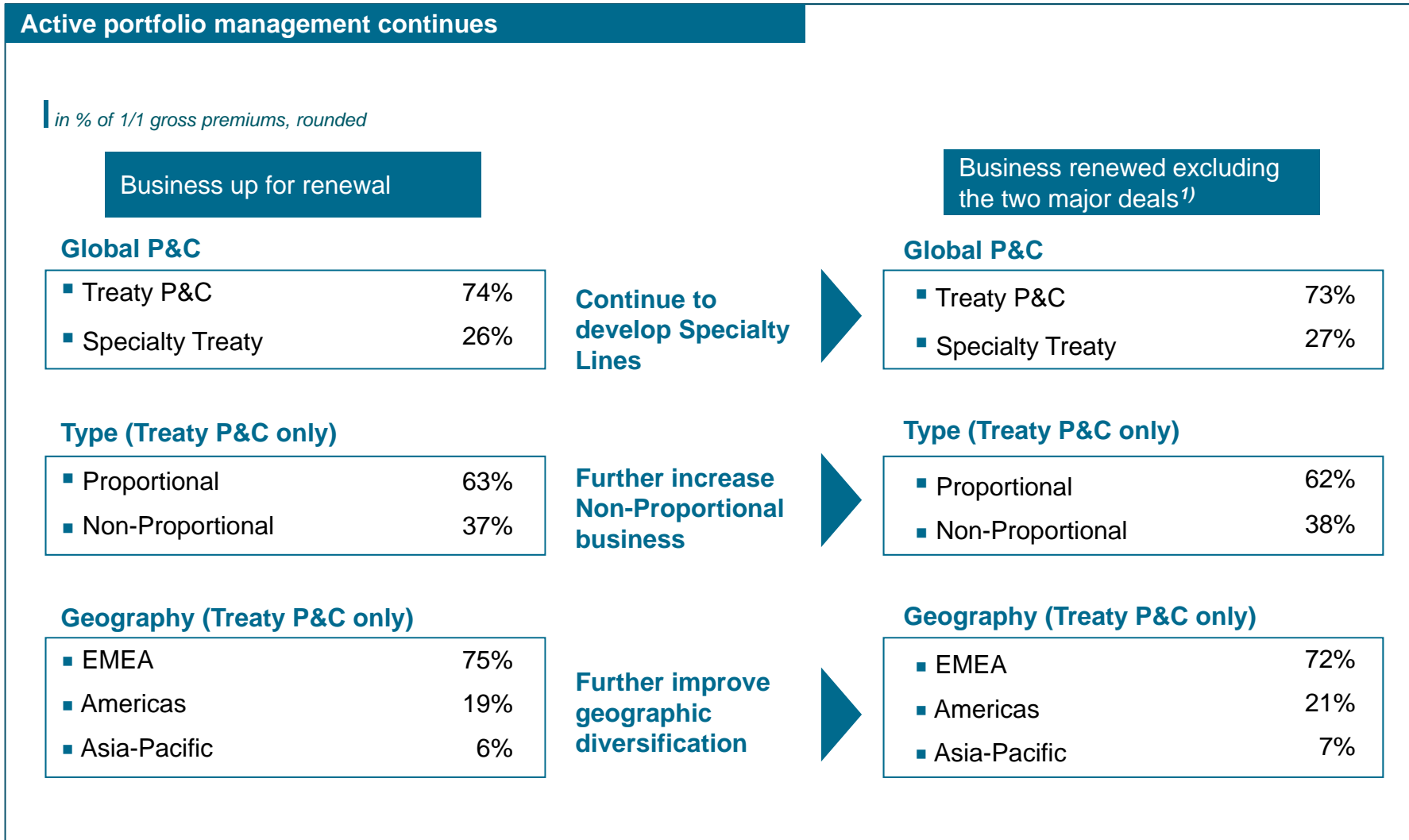


1) 72% of business was up for renewal in January 2010; decrease in January 2011 due to heavier weight of Non-European business

2) 2010 Underwriting Year premium at 31/12/2010 rates of exchange to Euros

3) Europe, Middle-East and Africa

# SCOR continues to actively execute its portfolio management strategy and seizes two major business opportunities<sup>1)</sup>



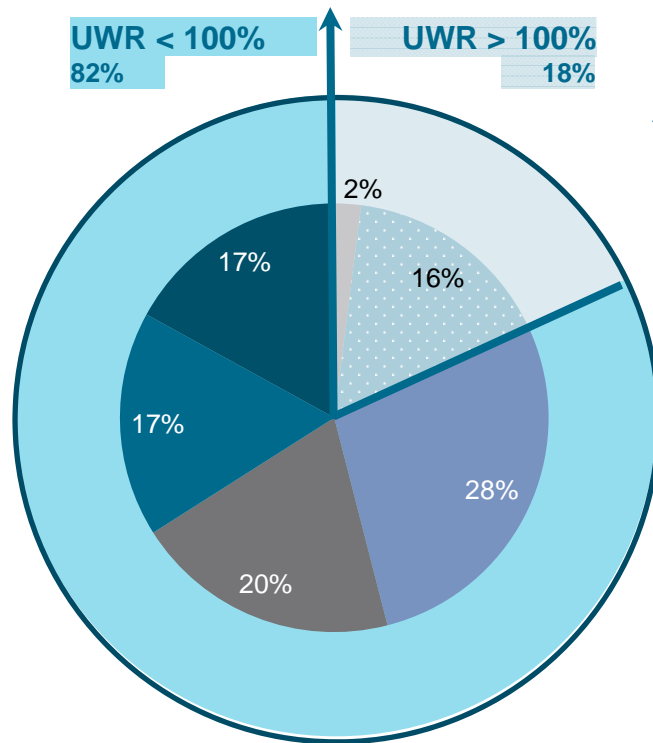
1) Excluding the new two large one-off Treaty P&C deals but if included:

- Global P&C: Treaty P&C 75% and Specialty Lines 25%
- Type: Proportional 64% and Non-Proportional 36%
- Geography: EMEA 72%, Americas 19% and Asia-Pacific 9%

# SCOR maintains its technical profitability focus, actively managing its portfolio, to achieve a stable expected technical profitability

**Stable (-0.2 pct pts) overall expected gross expected underwriting ratios (UWR)<sup>1)</sup> driven by portfolio management, as demonstrated by the premium distribution by expected gross pricing underwriting ratio (UWR) ranges**

## Gross premiums up for renewal

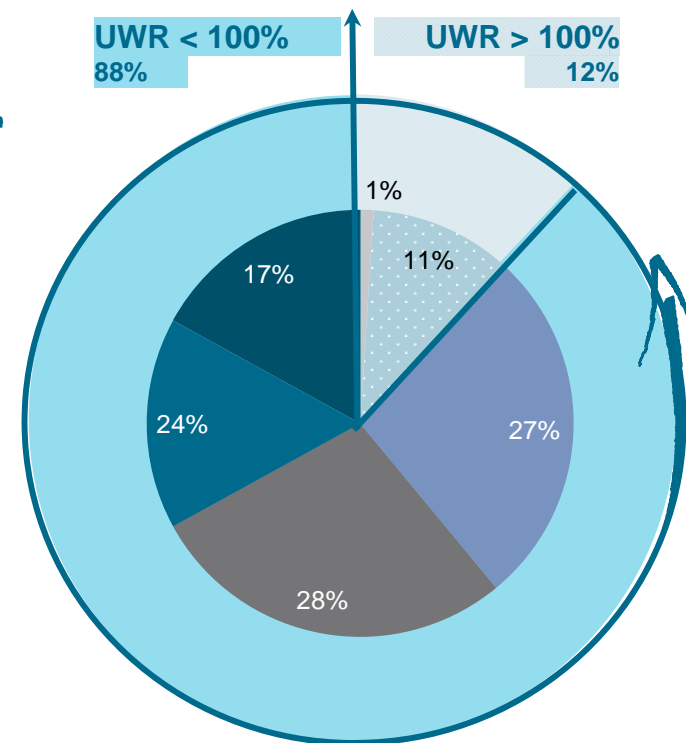


Active portfolio management

*In 2010, 18% of premium income had an UWR above 100%, which became 12% in 2011*

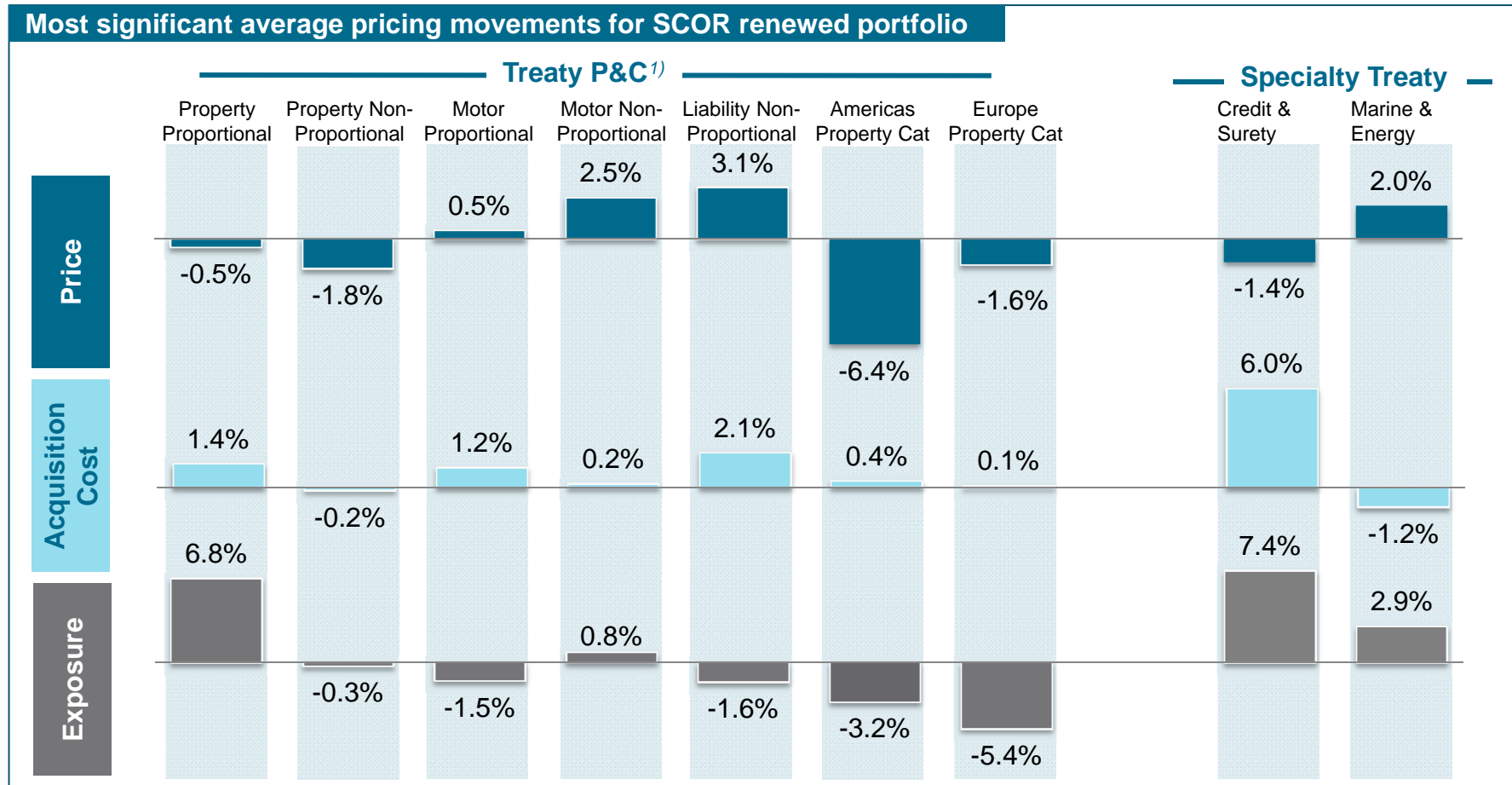
- 80% or below
- 80% < X < 90%
- 90% < X < 95%
- 95% < X < 100%
- 100% < X < 110%
- 110% or above

## Gross premiums renewed



## Stable weighted average price movement further demonstrates active portfolio management in a very fragmented market

- 2011 renewals have seen limited price movements except for upward and downward spikes in specific markets and lines of business, depending on underwriting results and business merits
- Aggregating changes on a worldwide basis does not show the entire range of price changes
- The average price movement (-0.2%) reflects SCOR's active portfolio management and business mix



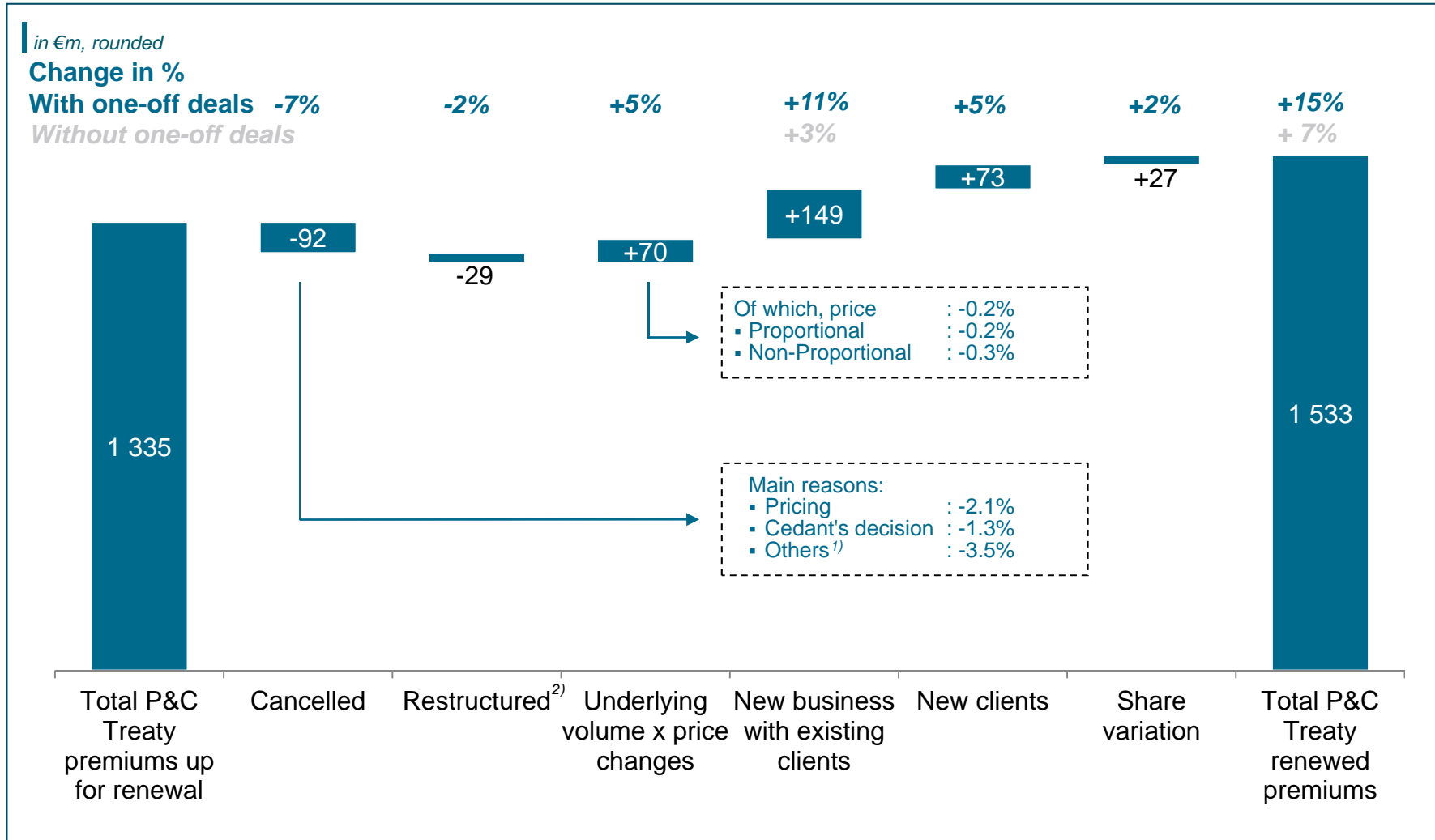
1) Worldwide weighted average per line of business except for Americas Property Cat or Europe Property Cat where the weighted average is applicable to the considered territory  
 As a guide to reading these charts: In Property Proportional, SCOR recorded a 0.5% price decrease, an increase in acquisition cost of 1.4 pct pts and an increase in risk exposure of 6.8% (see appendix for definitions); Exchange rate: December 31, 2010  
 All figures in this presentation are based on available information as at February 1, 2011 unless otherwise specified

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## Treaty P&C: sustained growth complying with expected underwriting profitability, which remains stable at 2010 levels

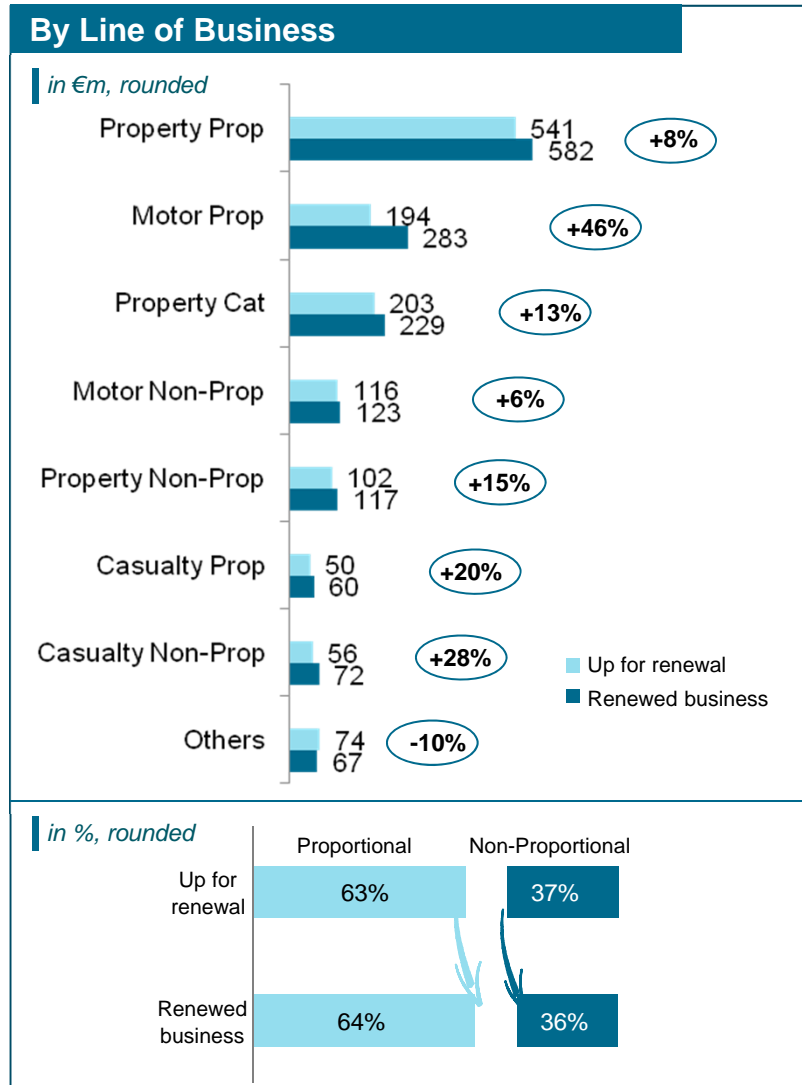


1) This is a combination of several reasons, such as M&A or change of underwriting policy of cedants, etc.

2) Net impact from restructured business, total restructured business being €156m or 12% of the business up for renewal  
All definitions can be found in the appendix  
Exchange rate: December 31, 2010

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# SCOR's positive momentum combined with active portfolio management led to growth in selected areas and stable technical profitability...

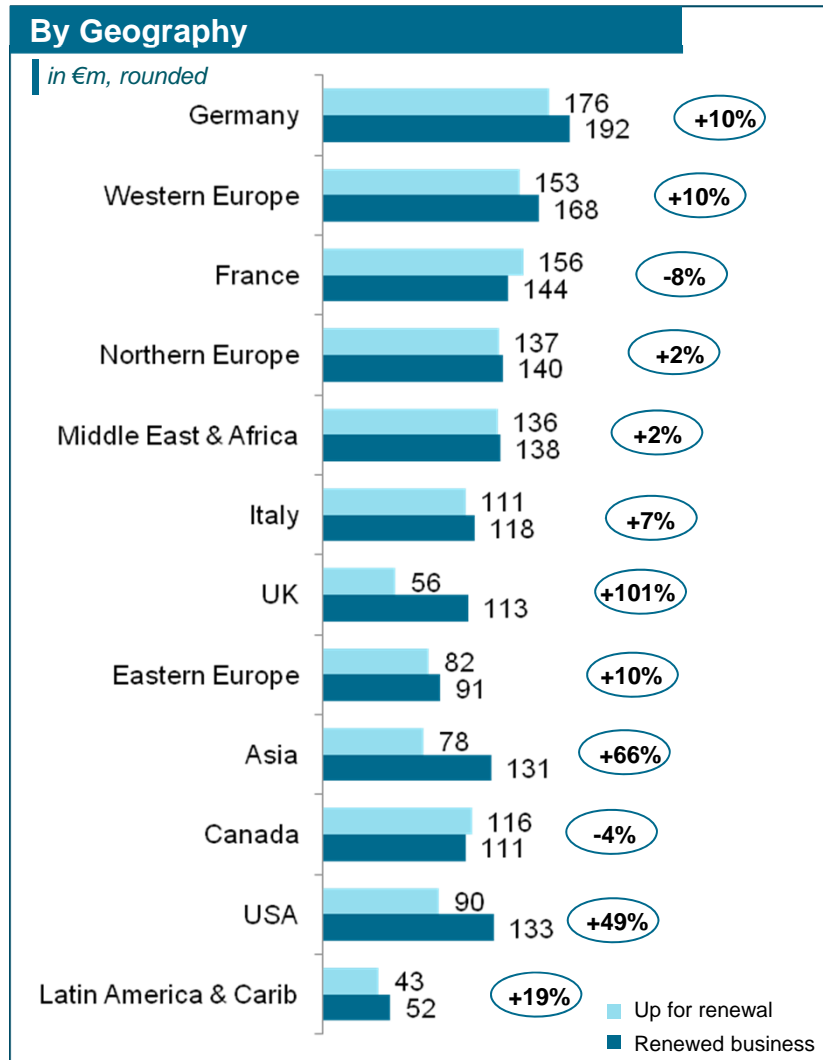


Detailed preparation and clear focus as per plan, client differentiation and new opportunities from increased business led to growth in selected areas:

- **Property Proportional:** Growth mostly in emerging countries, such as China and South Africa, but also in Eastern and Southern Europe and in the US, more by deepening and re-activating existing relationships than by acquiring new clients, in an overall stable price environment (underlying increases on personal and SME lines offset by continued reductions on commercial and industrial lines in mature markets)
- **Motor Proportional:** Selective meaningful growth, taking advantage of positive primary insurance pricing trends in some markets, with 2 major new one-off opportunities seized in UK and in China in line with Strong Momentum plan; reductions or cancellations in markets more under pressure such as Middle East and Scandinavia
- **Property Cat:** In a very fragmented market, growth from opportunities in countries benefiting from favourable pricing trends (e.g. Eastern Europe, Germany and continued re-positioning in the US)
- **Motor Non-Proportional:** Very contrasted situations between markets, leading to differentiated approaches such as reducing in France while increasing in Canada or in USA (with regional cedants)
- **Property Non-Proportional:** Very cedant-specific by nature. Changes driven by profile and pricing considerations (e.g. increases in USA while reductions in countries like Canada and Germany)
- **Casualty Proportional:** In Europe, fairly disappointing pricing of primary markets leading to standstill position; opportunities seized in emerging markets
- **Casualty Non-Proportional:** Selective and moderate developments in low hazard classes in Europe and on targeted segments in the US as per Strong Momentum New Initiatives



## ...with a further geographical shift towards the Americas and Asia increasing the diversification of the portfolio



**Europe, Middle East and Africa:** Strong growth (+10%) including new initiatives implementation, with an active portfolio management strategy towards technical profitability, materializing in stable positive technical profitability whilst in a downward overall price environment:

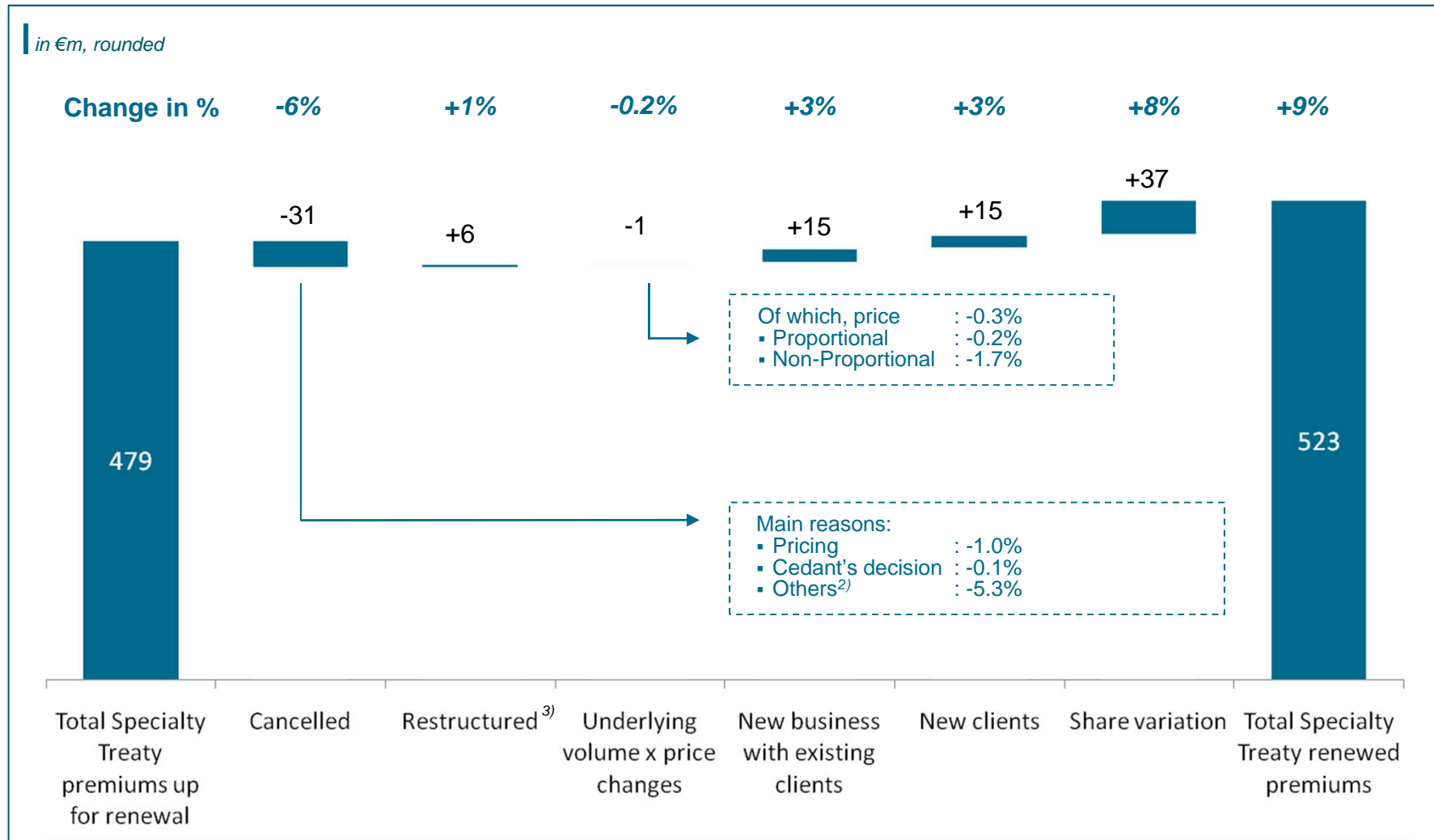
- **Germany:** Successful growth with the acquisition of selected medium-sized new clients and share increases, development of the weight of non-proportional, especially in Property Cat where prices stood firmer than in many other European markets, all resulting in a slightly improved expected underwriting profitability
  - **Western Europe:** Successes in attracting new business in Austria, building up from last year's re-positioning
  - **France:** Reduced and cancelled shares on Motor Non-Proportional not meeting our profitability targets
  - **Northern Europe:** Increases in Scandinavia on new business and cancellations in Benelux on treaties not meeting profitability expectations
  - **Middle East & Africa:** Marginal growth in Middle East in spite of the strong growth in primary markets, due to cancellations and reductions driven by price pressures, especially in Motor; growth in South Africa, supported by a continued positive dynamic further to the establishment of a local presence
  - **Italy:** Deepening of existing relationships on improved terms
  - **UK:** In a favourable Motor primary rate environment, new initiative implemented through a major new proportional deal, and reductions on the remaining portfolio
  - **Eastern Europe:** Continued to affirm leading positions thanks to SCOR's strong franchise, taking advantage of positive rate trends, especially in Cat
- Americas:** Overall meaningful growth (+19%), concentrated in the US and leveraging on the recent Rating Agency upgrades and the launch of the Strong Momentum new initiatives; some reductions and cancellations in Canada partly offset by the acquisition of new business and good growth in Latin America & Caribbean with new developments in Non-Cat selected lines for a greater diversification
- Asia:** Very strong, organic-driven growth (+ 66%) in the entire region and more importantly China thanks to the acquisition of a large new quota-share

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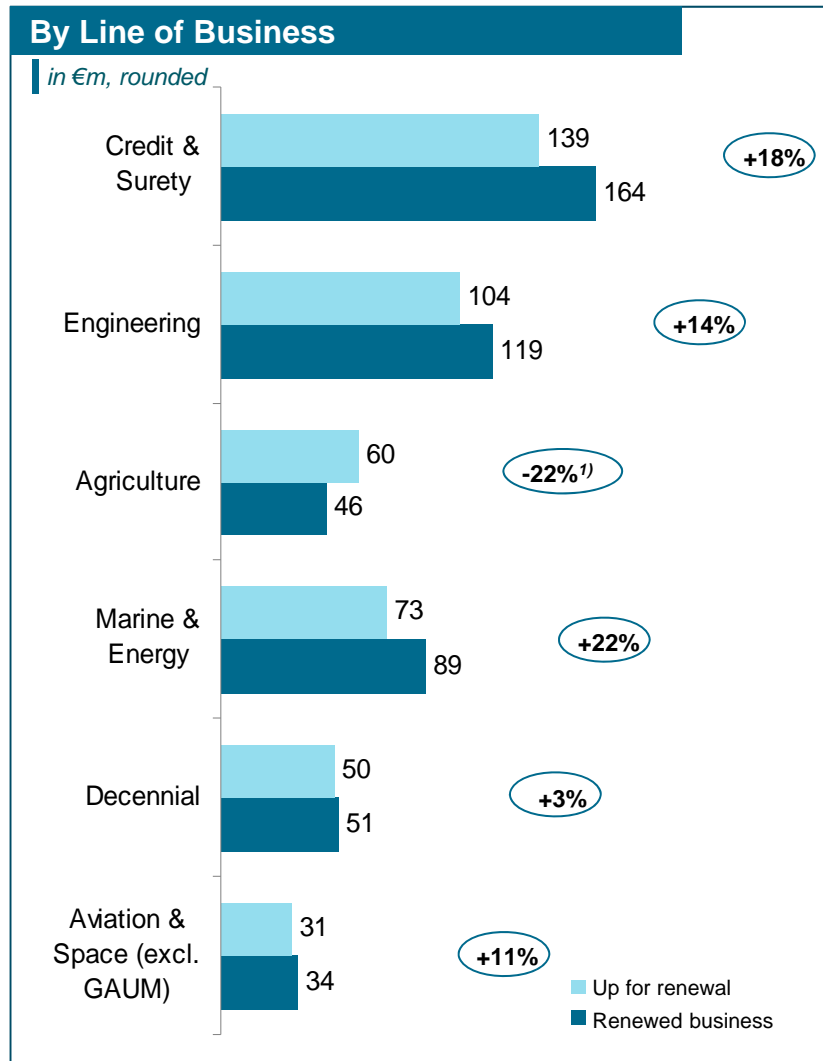
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## Specialty Treaty<sup>1)</sup>: Targeted growth in new business and increased shares more than offset reduction due to cancellations

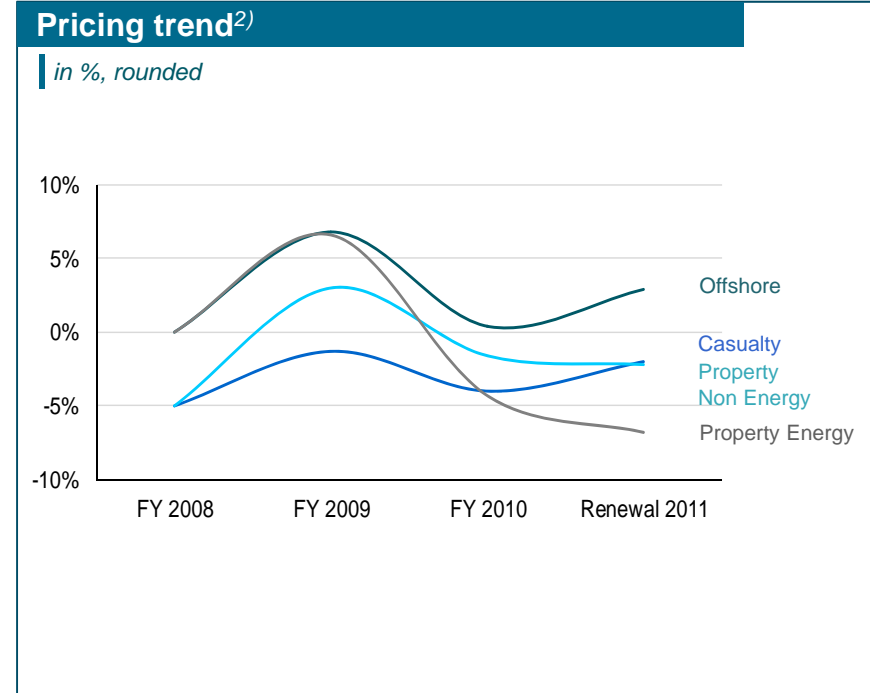
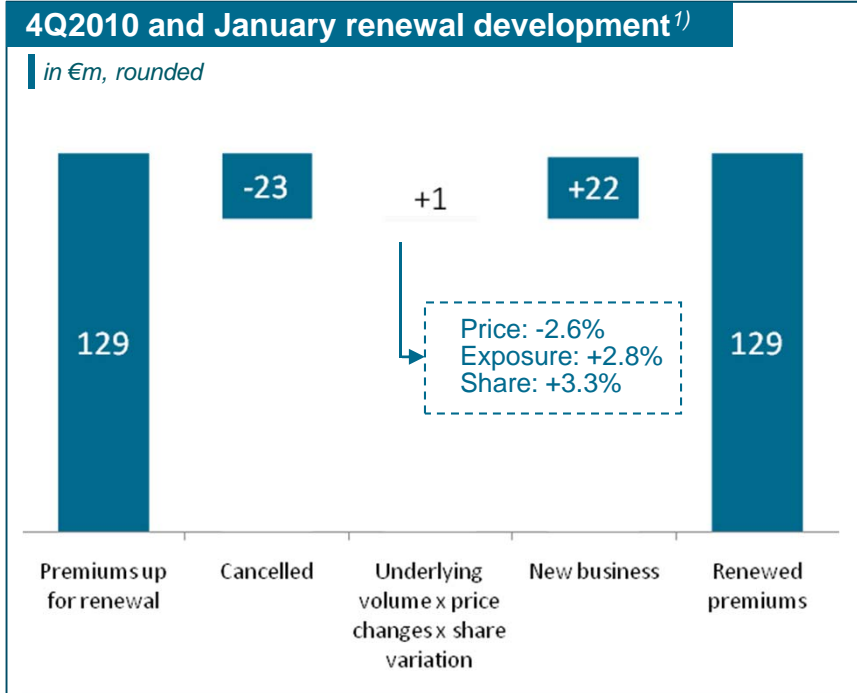


## Selective growth potential thanks to established positioning of Specialty Lines expertise



- **Credit & Surety:** Continued growth driven by share increases and growing ceded business; despite faster than expected softening of conditions, portfolio still showing high profitability potential
- **Engineering:** Environment continues to be stable, growth opportunities and share increases in China, Middle East and other emerging markets, driven by government-funded infrastructure projects
- **Agriculture<sup>1)</sup>:** Preliminary renewal experience shows terms and conditions under pressure following a profitable 2010. Reductions expected in US (discontinuation of quota-share and reduction of proportional business due to change in reinsurance agreement) and China (due to pricing)
- **Marine & Energy:** Substantial new business gained in China and UK, both from existing and new clients (excl. 3<sup>rd</sup> party capital provision to a new pure marine Lloyd's syndicate). Pure energy programs and programs containing energy benefit from 2010 loss impact on rates
- **Decennial:** Overall no major changes in conditions. A slight increase of expected underlying premium in the n°1 market (France). This is counteracted by continued increase of cedants' retentions
- **Aviation & Space (excl. GAUM)<sup>2)</sup>:** Growth on our own book mostly driven by selected new clients in a fairly competitive market

## Business Solutions: strong portfolio management in a competitive environment



- Despite flat overall volume, **active portfolio management proven achievable**: by successful replacement of cancelled business with increasing lines / new participations on favourable terms and conditions

**Generally market still softening in all lines** (incl. some broadening of wordings whilst Cat Nat limitations stood firm)

- Offshore**: Price increases but below expectations following losses, limited impact from Deepwater on liability and pollution covers and program structures
- Casualty & Property Non Energy**: Relatively stable rates
- Property Energy**: Continued reduction observed

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## SCOR Global P&C premium volume is expected to increase to approximately € 4 billion in 2011

### Estimated SCOR Global P&C premium income for 2011

*in €bn, rounded*

<b>January 2011 Treaty renewals</b>	<b>2.1 bn</b>
Treaty P&C	1.5 bn
Specialty Lines	0.5 bn
<b><i>Upcoming 2011 Treaty renewals</i></b>	<b><i>~ 0,9 bn</i></b>
<b><i>Joint Ventures &amp; Partnerships</i></b>	<b><i>~ 0.5-0.6 bn</i></b>
<b><i>Facultatives</i></b>	<b><i>~ 0.5-0.6 bn</i></b>
<b>SCOR Global P&amp;C (estimated)</b>	<b>~ 4.0 bn</b>

**~ +9%**

## SCOR Global P&C's 1/1 renewals are paving the way for the success of the Strong Momentum plan

### SCOR Global P&C delivers strong January 2011 renewals...

- ❑ In a P&C market environment largely as expected and anticipated by SCOR, SCOR Global P&C achieves its targets in terms of expected technical profitability and RoRAC<sup>1)</sup>
- ❑ SCOR Global P&C pursues active portfolio management favoured by SCOR's strengthened competitive position and benefits from more invitations to quote and lead or participate, including on private deals
- ❑ SCOR Global P&C enjoys sustained growth by seizing more business opportunities and implementing New Initiatives as per Strong Momentum plan
- ❑ SCOR Global P&C enhances its profitable diversification at geographical and business line levels

### ... and will continue to emphasize quality and performance in 2011 by:

- ❑ Focusing on business continuity based on medium to long-term relationship with clients
- ❑ Maintaining the consistency of its business approach: "No Stop and Go", with proximity to markets ensured by local teams empowered and supported by global expertise
- ❑ Enforcing continued underwriting discipline for technical profitability and optimal capital deployment
- ❑ Leveraging on positive momentum and improved visibility within the industry

**SCOR Global P&C confirms the profitability focus of the Strong Momentum plan  
(Net Combined Ratio in the 95 – 96% range over the period)**



# Appendix

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## Definitions

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- ❑ **Total premiums up for renewal:** premiums of all Treaty contracts incepting in January 2011 at the exchange rate as at December 31, 2010
- ❑ **Cancelled/restructured:** client or SCOR decided to cancel the business/programs and/or to change their programs (e.g. from proportional to non-proportional)
- ❑ **Underlying volume x price changes:** combined effect of variations in underlying primary volume, in exposures and/or in rates
- ❑ **Exposure change:** refers to the change in risk for the SCOR portfolio
- ❑ **New business with existing clients:** existing client decided to place new business/programs and/or to change their programs (e.g. from proportional to non-proportional)
- ❑ **New clients:** acquisition of new clients
- ❑ **Share variation:** client or SCOR decided to reduce or increase the share participation (e.g. SCOR increases share with client X from 10% to 20%)
- ❑ **Total renewed premiums:** premiums of all Treaty contracts incepting in January 2011 at the exchange rate as at December 31, 2010
- ❑ **Gross Underwriting Ratio:** for pricing purposes, on an underwriting year basis: the sum of the expected loss ratio and the acquisition costs ratio (cedant's commission and brokerage ratios), excluding internal expenses
- ❑ **Net Technical Ratio:** on an accounting year basis, the sum of the loss ratio after retrocession and the acquisition cost ratio (cedant's commission and brokerage ratios)
- ❑ **Combined Ratio:** on an accounting year basis, Net Technical Ratio plus internal expenses
- ❑ **RORAC:** Return on Risk Adjusted Capital