

# Consistency is at the core of SCOR's strategy

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### 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 2015 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 2015 are presented in Euros, using closing rates as per the end of 31/12/2014. "Optimal Dynamics" and "Strong Momentum" figures previously disclosed have been maintained at unchanged foreign exchange rates unless otherwise specified.

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.

Certain prior year balance sheet, income statement items and ratios have been reclassified to be consistent with the current year presentation.

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 that may affect SCOR's business is set forth in the 2014 reference document filed 20 March 2015 under number D.15-0181 with the French Autorité des marchés financiers (AMF) posted on SCOR's website <u>www.scor.com</u>.

SCOR undertakes no obligation to publicly update or revise any of these forward-looking statements, whether to reflect new information, future events or circumstances or otherwise.

### SCOR

2015



08:30-09:00	Registration		Page
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10:05-10:40	SCOR Global Life is successfully delivering on the "Optimal Dynamics" plan thanks to a clear execution framework	Paolo De Martin	50
10:40-11:00	Break		
11:00-11:25	SCOR Global Investments is ideally positioned to achieve the two objectives set in "Optimal Dynamics"	François de Varenne	79
11:25-12:00	SCOR is fully ready for Solvency II SCOR actively manages its capital to maximize value creation	Frieder Knüpling Mark Kociancic	100 118
12:00-12:45	Q&A		
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1	Consistency is at the core of SCOR's strategy
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- **2** SCOR Global P&C efficiently addresses the different market dynamics
- 3 SCOR Global Life is successfully delivering on the "Optimal Dynamics" plan thanks to a clear execution framework

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- 4 SCOR Global Investments is ideally positioned to achieve the two objectives set in "Optimal Dynamics"
- 5 SCOR is fully ready for Solvency II
- **6** SCOR actively manages its capital to maximize value creation
- 7 Closing remarks

# IR Day 2015 – Consistency is at the core of SCOR's strategy

1.1	SCOR is a Tier 1 reinsurer
1.2	SCOR has a consistent strategy based on solid foundations
1.3	SCOR has developed flexible "ways and means" to optimally and dynamically implement its strategy
1.4	SCOR confirms its shareholder remuneration policy and that the "Optimal Dynamics" targets are within reach



### 2014 IR Day attendees view of the reinsurance market environment



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# SCOR is well positioned to answer the current reinsurance market challenges

The market is facing some headwinds	that SCOR has prepared to face
Macroeconomic uncertainties	Thanks to a strong balance sheet, contained interest rates sensitivities and shareholders' equity denominated in strong currency, SCOR is well positioned for the end of the Quantitative Easing period
Regulatory evolution	$\checkmark$ SCOR filed its model application for Solvency II in May 2015 and is ready for Solvency II
Pressure on prices	SCOR's underwriting team is seasoned and able to detect market changes, pursuing a policy of "portfolio management" to weather current reinsurance market evolution
Increased Supply	SCOR leverages on the development of the alternative capital market through its product offering, its improved retrocession capabilities and the opening up of ILS funds to third parties
Change in demand patterns	SCOR has enhanced its franchise and expanded its geographical footprint to secure its Tier 1 status, which is a key differentiator for clients
Consolidation	<ul> <li>With the integrations of Generali USA and Transamerica Re, and the strong organic growth in P&amp;C since 2009, SCOR has already successfully anticipated market consolidation</li> </ul>

# SCOR is indeed a global Tier 1 reinsurer

	SCOR The Art & Science of Risk	
~ <b>€ 13.0 billion</b> GWP in 2015E <sup>1</sup> )	Strong balance sheet € 40.1 billion	Optimal diversification <sup>2)</sup> 56%
5th largest global reinsurer	A return on equity of 11.1% in H1 2015	Well balanced portfolio <sup>2)</sup> Asia Pacific 16%
<b>4,000+</b> clients around the world	€ 894 million operating cash flow in 2014	EMEA 40% Americas 44%

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All numbers are disclosed as of 30/06/2015 except when stated differently

1) 2015E with FX as of 30/06/2015

2) Gross Written Premiums

## IR Day 2015 – Consistency is at the core of SCOR's strategy

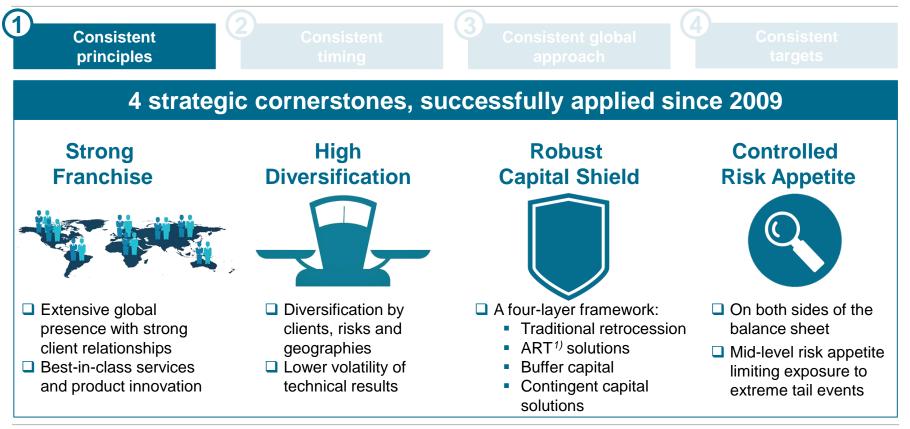




### Consistency is at the core of SCOR's strategy



# SCOR has developed solid foundations with its four consistent strategic cornerstones



IR DAY 2015 / PARIS / SEPTEMBER 9TH 2015

# SCOR absorbs macroeconomic and industry shocks thanks to the consistent application of its strategy



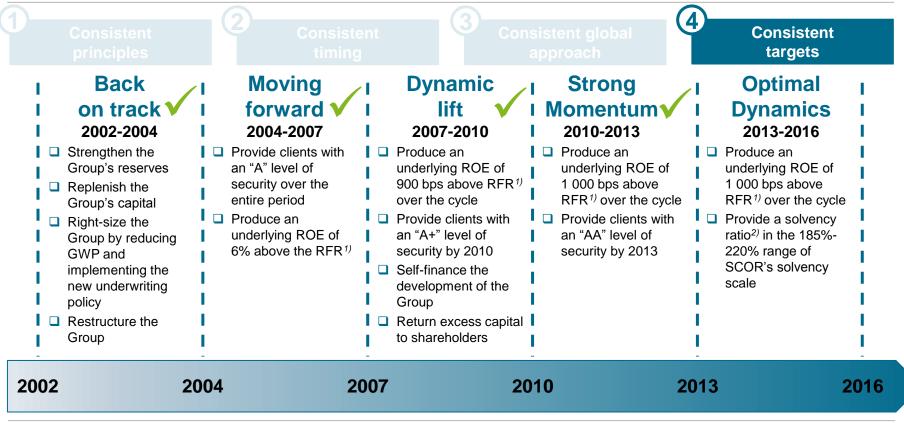
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## SCOR applies its strategy consistently throughout the world



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SCOR consistently provides clear roadmap with its 3-year strategic plans, enabling shareholders to anticipate the Group's evolution



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9<sup>TH</sup> 2015

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PARIS

**IR DAY 201** 

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)

## IR Day 2015 – Consistency is at the core of SCOR's strategy





# Thanks to the global management of human capital, SCOR can leverage on a dedicated team to expand its business





# 92% of employees said that they have a role to play in terms of the Group's success<sup>1)</sup>

SCOR

1) Based on the employee survey conducted worldwide in 2014. 77% of the Group's employees took part, with 93% of them saying they were proud to belong to the Group

# The Group's Internal Model enables optimal and dynamic capital management all over the world

#### State-of-the-art "home-grown" internal model



- "Home-grown" internal model developed for more than 10 years to support business
- Built and managed internally, on the basis of SCOR's experience and expertise
- Reflecting SCOR's risk profile
- Enabling strong link between risk and solvency management
- □ Facilitating management decisions

SCOR's internal model guarantees continuity and optimality in the strategy

SCOR has filed the internal model application for Solvency II to be approved by year end

# Thanks to its agile capital management, SCOR benefits from robust financial strength and flexibility

# Capital fungibility

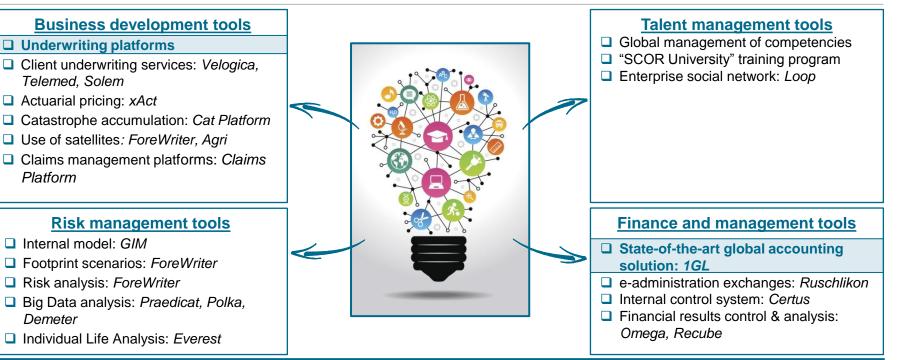
- 3 pools of capital in Asia, Europe and Americas ensure fungibility across the group
- The bulk of the capital is located in safe havens countries
- The organization is efficient with reduced numbers of subsidiaries and branches, supporting local business presence
- SCOR has a large choice of actions to manage capital allocation within the Group

# Excellent market timing in raising debt

- Opportunistic issuance of debt in 2014 and 2015 in favourable market conditions
- Debt costs decreased at 5.5% currently on average
- Call of the € 257 million debt in July 2016 already pre-financed



### SCOR has put in place tools and processes to develop its agility



By favouring the development of global tools, SCOR ensures a pioneer positioning by anticipating client needs and market evolutions

### SCOR

SEPTEMBER 9<sup>TH</sup> 2015

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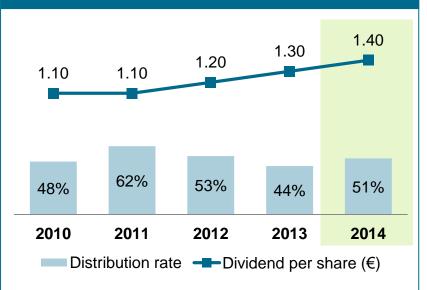
# IR Day 2015 – Consistency is at the core of SCOR's strategy

1.4	SCOR confirms its shareholder remuneration policy and that the "Optimal Dynamics" targets are within reach
1.3	SCOR has developed flexible "ways and means" to optimally and dynamically implement its strategy
1.2	SCOR has a consistent strategy based on solid foundations
1.1	SCOR is a Tier 1 reinsurer



# SCOR continues its strong shareholder remuneration policy

#### SCOR has an attractive dividend policy



~ € 1.1 billion dividend paid to shareholders between 2010 and 2014

# SCOR maintains its consistent 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 dividends)
- 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

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# SCOR confirms that its "Optimal Dynamics" targets and assumptions are within reach

SCOR Two targets	for the "Optimal Dynamics" plan
Profitability (ROE) Target	Solvency Target
1 000 bps above risk-free <sup>1)</sup> rate over the cycle	Solvency ratio <sup>2)</sup> in the 185% - 220% range

Strategic assumptions are broadly maintained in the current business and macroeconomic environment

	Updated "Optimal Dynamics" (2013-2016)	□ SCOR is likely to benefit from a USD appreciation.
GWP organic growth <sup>3)</sup> P&C <sup>3)</sup>	~8% ~7%	For example USD/EUR +10% would have a positive impact on:
Life <sup>3)</sup>	~9%	2015 expected GWP: +4.3%
P&C combined ratio	~94%	2015 expected technical results <sup>5</sup> : +4%
Life technical margin	~7.0%	•
Return on invested assets	>3% by 2016 <sup>4)</sup>	2015 shareholders' equity: + 4.9%
Group cost ratio (average)	~4.8%	<ul> <li>Investment portfolio, as 46% of the invested</li> </ul>
Tax rate	~22%	assets are in USD <sup>6)</sup>

30 June 2015 4) Excluding funds withheld

- 6) As at 30 June 2015
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# ForeWriter

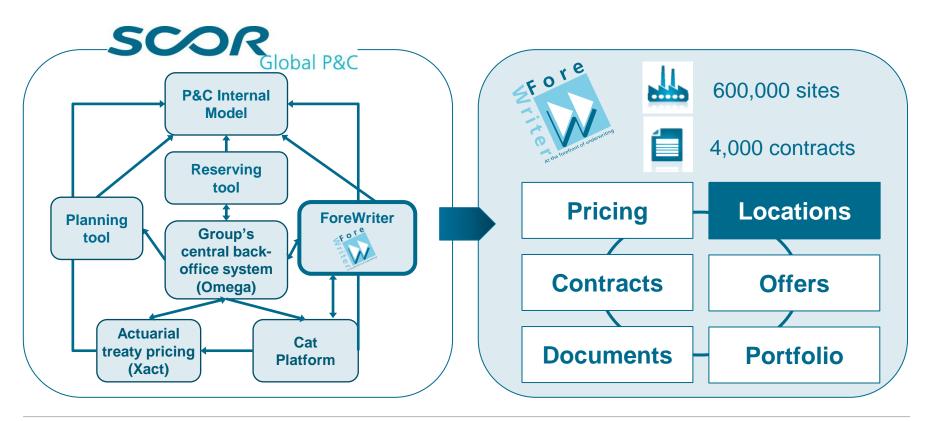
**Underwriting Platform for large corporate accounts** 

Renaud AMBITE Chief Technical Officer - SCOR Business Solutions



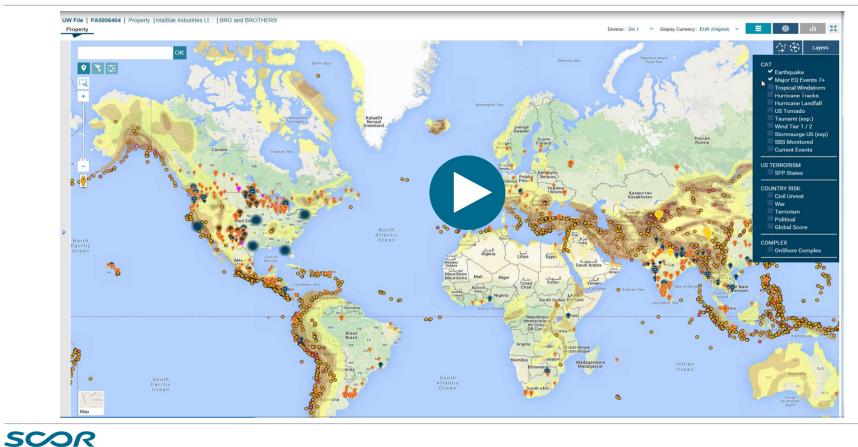


# A fully integrated system

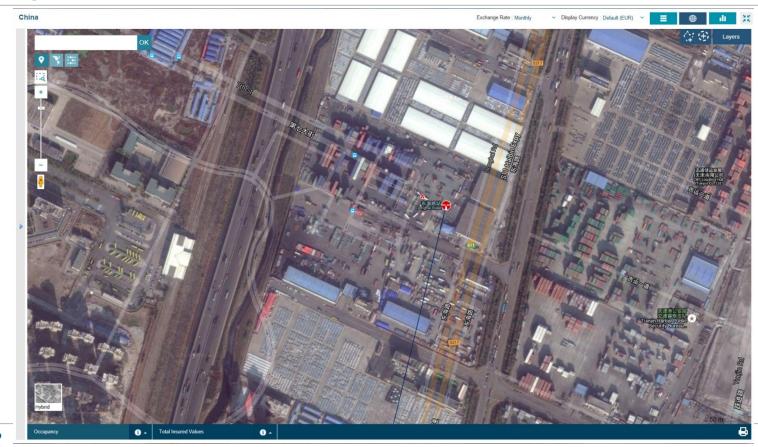


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### ForeWriter Demo



# Tianjin August 12<sup>th</sup> 2015 explosions – In ForeWriter



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