

# Combined General Meeting

Paris  
6 May 2014

**SCOR**

## Notice

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*To avoid  
interference,*  
please switch off your mobile  
phone

## Notice

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### **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 5 March 2014 under number D. 14-0117 (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.

The Group's financial information is prepared on the basis of IFRS and interpretations issued and approved by the European Union. This financial information does not constitute a set of financial statements for an interim period as defined by IAS 34 "Interim Financial Reporting".

**SCOR** delivers in  
2013, combining growth,  
profitability and solvency

## A continuously expanding group

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**Increase in reinsurance premiums by  
+ 11.5% in 2013**

**SCOR**  
Global P&C

**+ 8.3%**

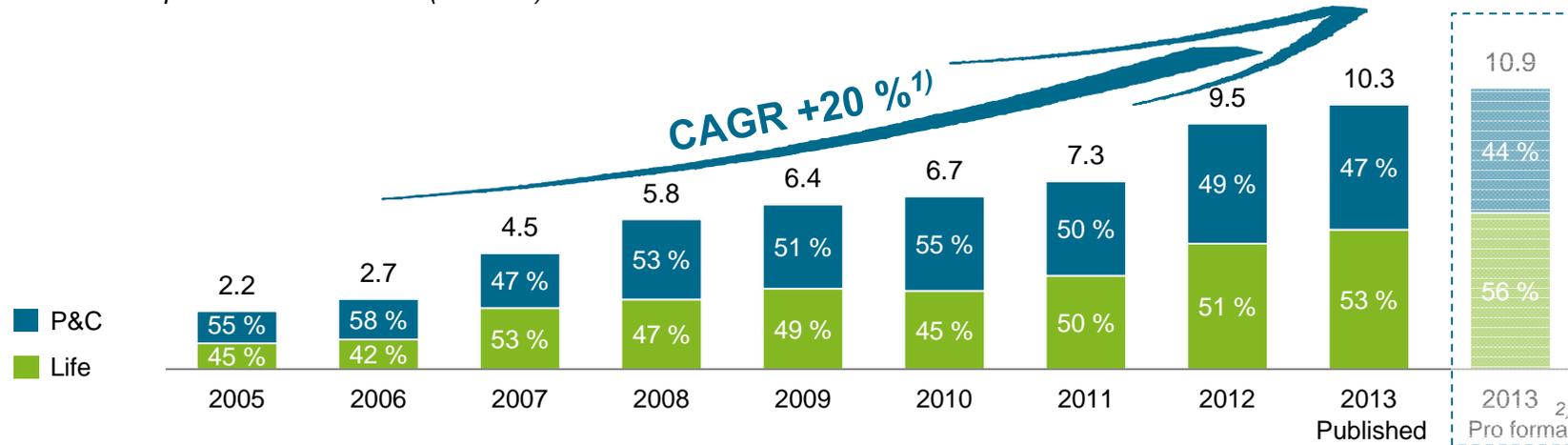
**SCOR**  
Global Life

**+ 14.5%**

# SCOR : a global growing group with a well balanced portfolio and a distributed presence in the world

## A 20% growth in premiums per year in average between 2005 and 2013

Gross written premiums in € billions (rounded)



## A growing presence in the Americas and Asia-Pacific



1) Compound Annual Growth Rate between 2005 and 2013 published

2) Pro-forma numbers are unaudited. They include 4 quarters of Generali US while published numbers only include one quarter from 01/10/2013 to 31/12/2013

## A profitable group

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**Record 2013 net income:  
€549 million**

**Weighted average  
shareholders' equity:  
€4,791 million**

**2013 ROE : 11.5%,  
up by 26%  
compared to 2012**

In 2013, SCOR reaches its profitability target by delivering an ROE above 1,000 bps over the risk-free rate<sup>1)</sup>

**Technical profitability**

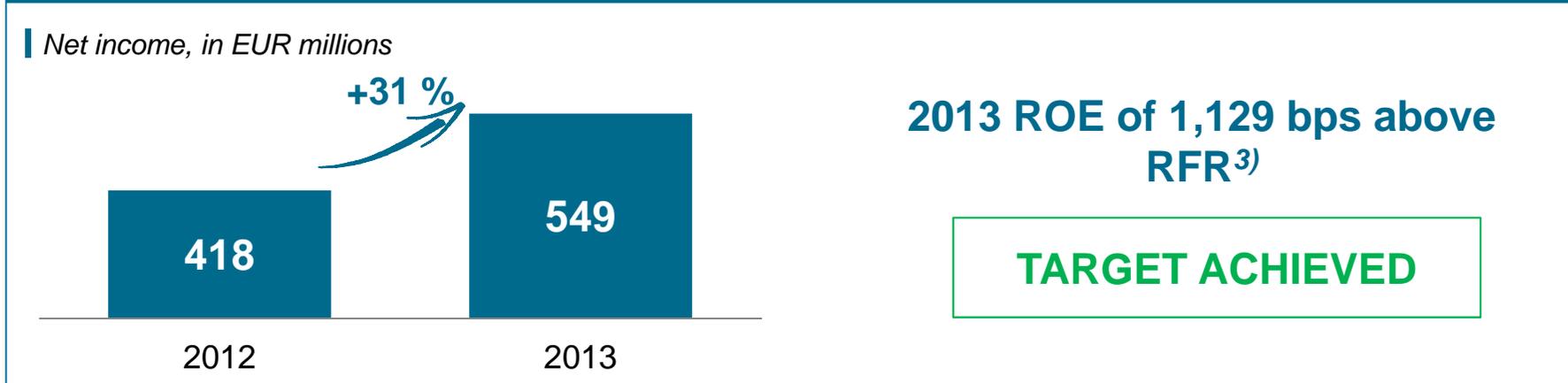
**SCOR**  
Global P&C  
**Combined ratio: 93.9 %**

**SCOR**  
Global Life  
**Technical margin: 7.3 %**

**Assets profitability**

**SCOR**  
Global Investments  
**Return on invested assets: 3.1 %<sup>2)</sup>**

**An increased net income of 31% compared to 2012**



1) Three-month risk-free rate  
2) Excluding equity impairments  
3) The risk-free rate amounted to 0.2%

## A group with a strong solvency

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**Solvency ratio<sup>1)</sup> at 221%  
at the end of 2013**

### Financial rating

AM  
Best  
A<sup>2)</sup>/a<sup>3)</sup>

Fitch  
Rating  
A+

Moody's  
A1

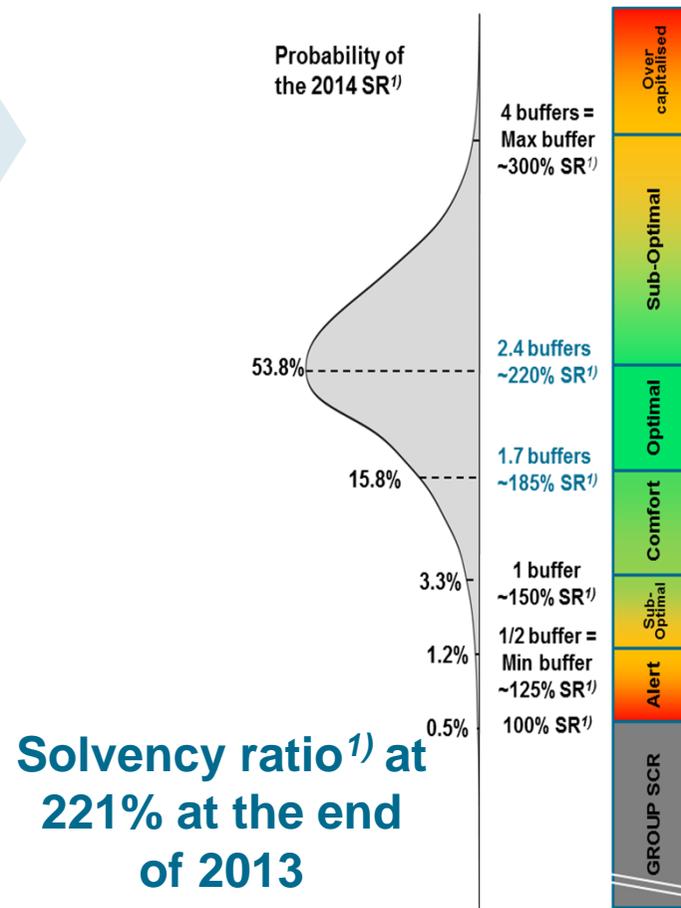
S&P  
A+  
Positive  
outlook

**2013: S&P raised to  
“positive” the outlook on  
SCOR’s “A+” rating**

# SCOR has a strong solvency position, in the optimal range

## Solvency

- ❑ SCOR unveils a **new & innovative capital management policy** at its Investors' Day
- ❑ **SCOR is in the optimal range** while maintaining its **financial leverage ratio at 21.2%<sup>2)</sup>**, below the 25% ceiling set in "Optimal Dynamics"
- ❑ **6% growth of the total capital**, to €6.4 billion (including €1.4 billion of subordinated debt)
- ❑ **Optimal protection of the group:**
  - Upgrade of the traditional retrocession program
  - September 6<sup>th</sup>, 2013: issuance of a mortality risk transfer instrument of \$180 million
  - December 23<sup>th</sup>, 2013: launch of an innovative contingent capital solution of €200 million, with an annual commission of 0.10%

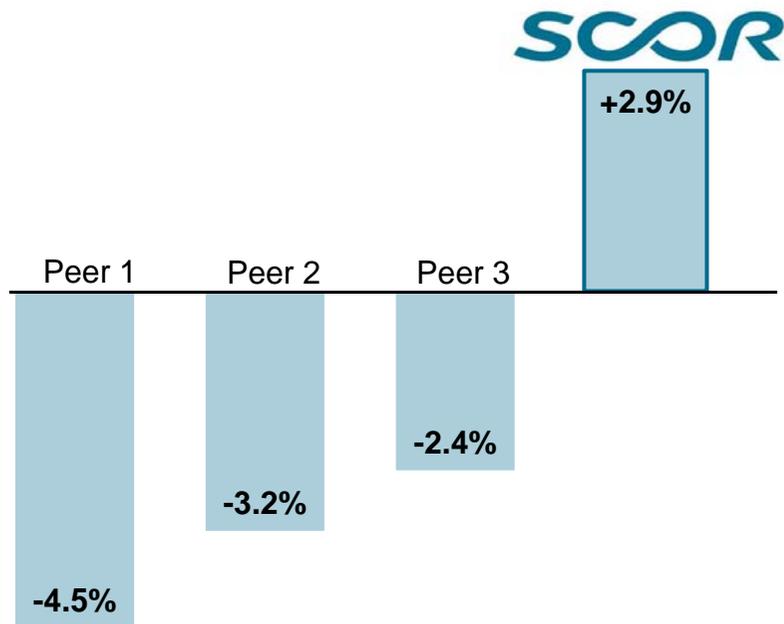


**TARGET ACHIEVED**

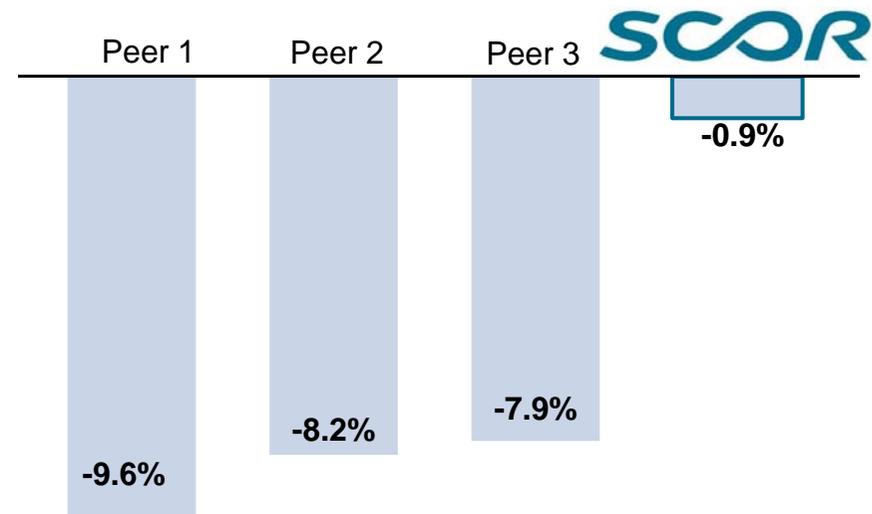
# SCOR's strategic approach is proven in 2013

Unlike its peers, SCOR increases its shareholders' equity<sup>1)</sup> in 2013, as the shorter duration of its assets is more adapted to the current macro economic environment

Shareholders' equity evolution in 2013



Unrealised gains and losses impact on shareholders' equity in 2013



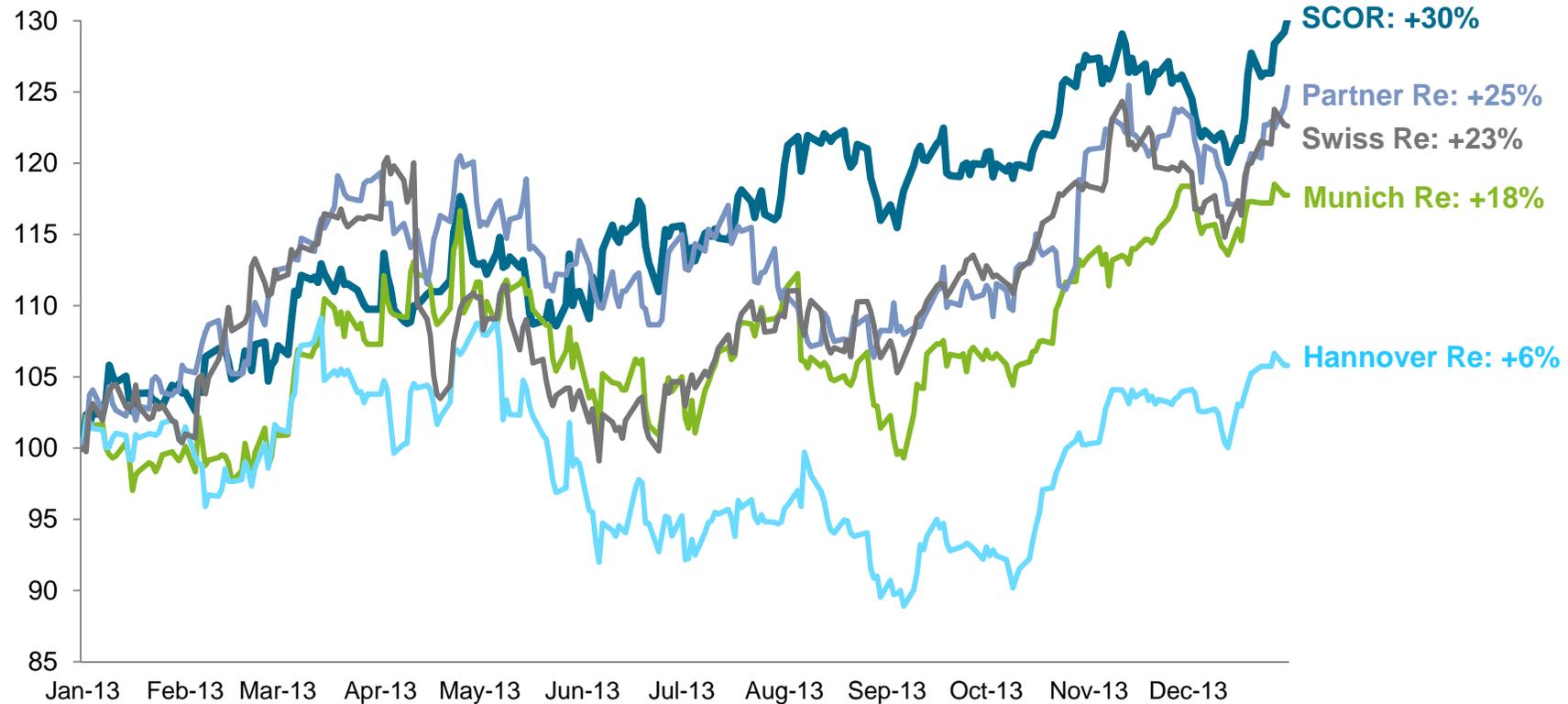
□ In addition to the increase in IFRS shareholders' equity, SCOR Global Life's MCEV reaches € 4.5 billion in 2013 (i.e. € 24.1 per share), increasing from € 3.5 billion in 2012

## Full year 2013 SCOR group consolidated financial statements: a high net income and a strong balance sheet

Income statement in € millions		Balance Sheet in € millions	
	FY 2013		31.12.2013
SGP&C technical <sup>1)</sup>	481		
SGL technical <sup>2)</sup>	359		
Investment revenues	306		
Fair value through income	15		
Capital gains	130		
Investment impairments	-97		
FX	-10		
Expenses	-599		
Financing and others	-172		
Badwill	227		
Tax	-91		
<b>Group net income</b>	<b>549</b>		
		Intangible assets	2 307
		Investments	22 272
		Retrocessionaires' share of technical reserves	1 140
		Other assets	6 928
		Cash and cash equivalents	1 514
		<b>Total assets</b>	<b>34 161</b>
		Shareholders' equity	4 980
		Debt	2 053
		Reserves	24 337
		Other liabilities	2 791
		<b>Total liabilities and equities</b>	<b>34 161</b>

# SCOR's share price outperforms in 2013, providing shareholders with a total return of 36%

Share price evolution in 2013 for SCOR and peers

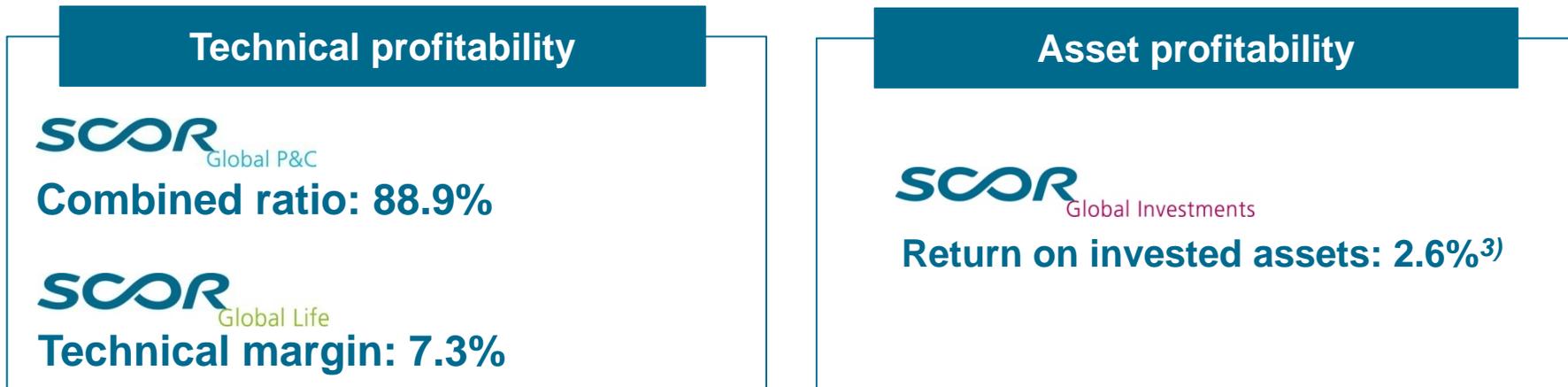


- SCOR was significantly less impacted by the interest rate environment in 2013
- SCOR share price outperformed, increasing by 30% in 2013
- Total shareholder return<sup>1)</sup> reached 36% in 2013

## 1<sup>st</sup> quarter 2014 :SCOR delivers strong results

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- **Gross written premium growth of 14.8% at constant exchange rates (11.8%<sup>1)</sup> at current exchange rates) in Q1 2014 compared to Q1 2013**, driven by healthy SCOR Global P&C renewals, by major new contracts signed by SCOR Global Life and by the Generali US contribution<sup>2)</sup>



- **Net income of €135 million in Q1 2014**, with an ROE of 11.2%, i.e. 1 100 bps above the risk-free rate<sup>4)</sup>

The SCOR logo is displayed in a bold, blue, sans-serif font. The letters 'S', 'C', and 'O' are connected, and the 'R' is separate. The logo is centered within a rounded rectangular frame.

pursues a consistent strategy  
adapted to the current  
changing environment

# SCOR is well prepared for the changing environment

## Macroeconomic environment

- ❑ **Interest rates still at low levels with divergence between US & UK vs. Eurozone**
- ✓ SCOR has built a balance sheet with a low sensitivity to interest rates
- ✓ SCOR progressively increases asset duration depending on yield dynamics in the different markets

## Industry dynamics

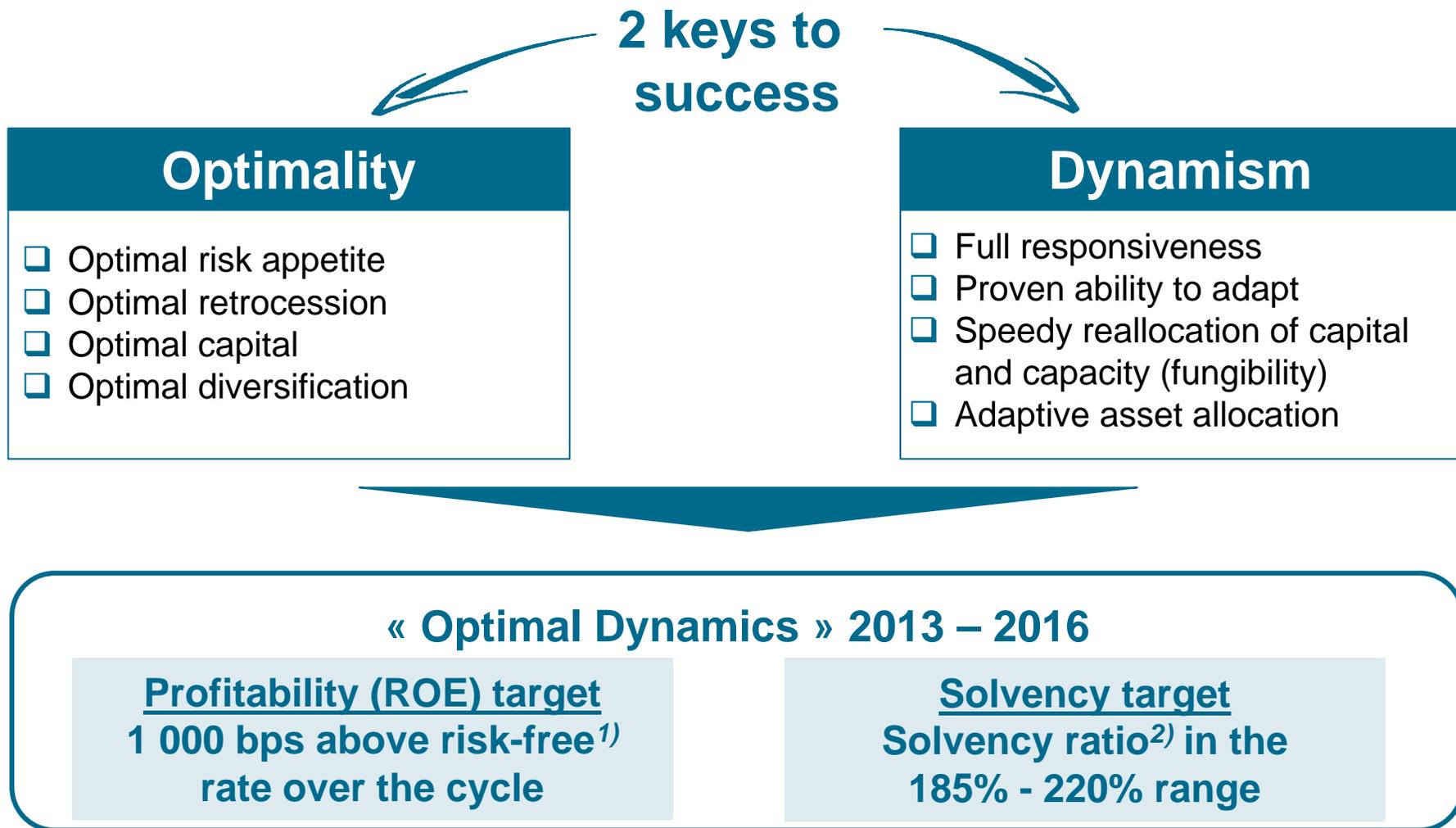
- ❑ **Competition from alternative capital**
- ✓ SCOR Global P&C has only 6% of its premiums in direct competition with ILS
- ❑ **Changing buying patterns from cedants**
- ✓ SCOR benefits from the tiering of the reinsurance market thanks to its diversified book, global reach and strong franchise

## Regulatory environment

- ❑ **Solvency II:**
- ✓ SCOR is on track to be Solvency II-compliant (internal model is operational)
- ✓ SCOR will benefit from the recognition of diversification gains
- ❑ **Systemic financial institutions:**
- ✓ SCOR does not carry any systemic activity

**Optimal  
Dynamics**

The keys to success in today's reinsurance market are optimality and dynamism



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)

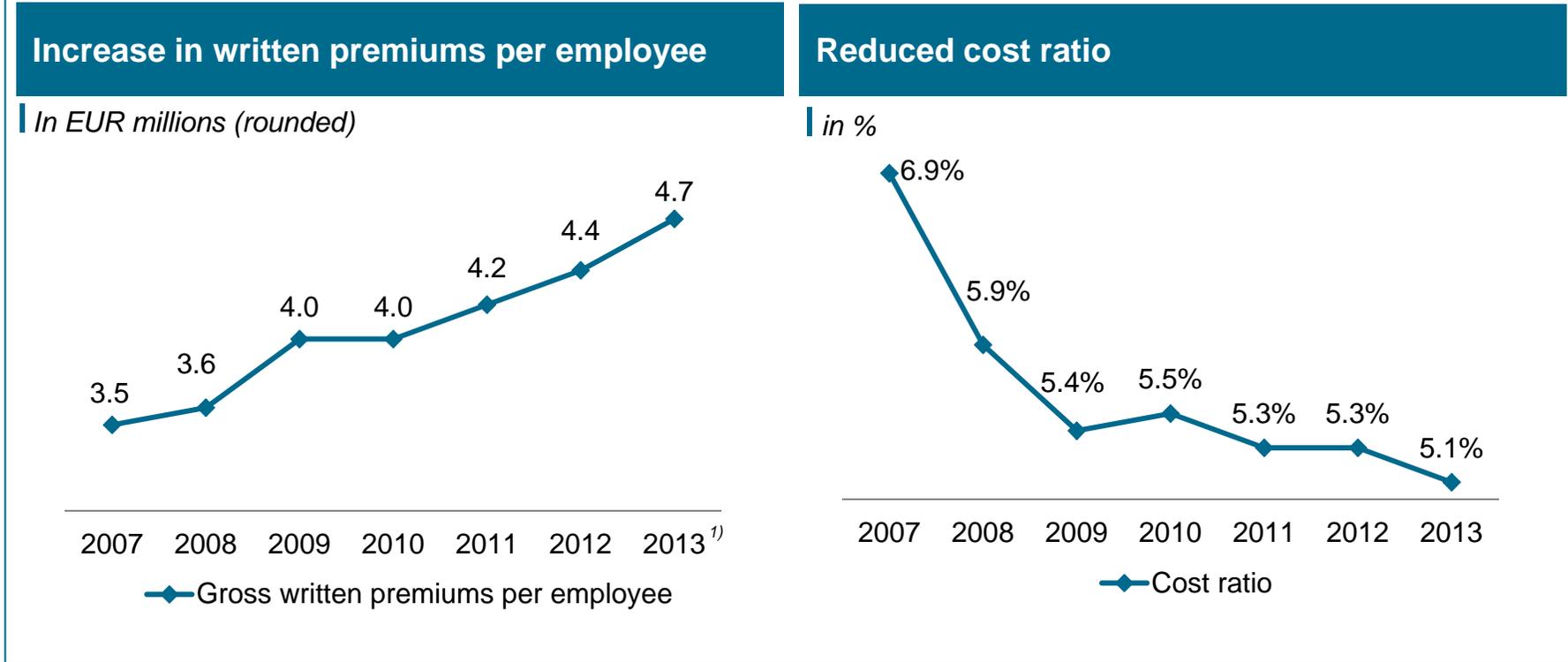
The SCOR logo is displayed in a bold, blue, sans-serif font. The letter 'O' is stylized with a continuous loop that connects the top and bottom of the letter.

creates long-term value  
through the optimization of  
capital and resources

# SCOR continuously improves its productivity...



## SCOR improves its productivity and cost structure

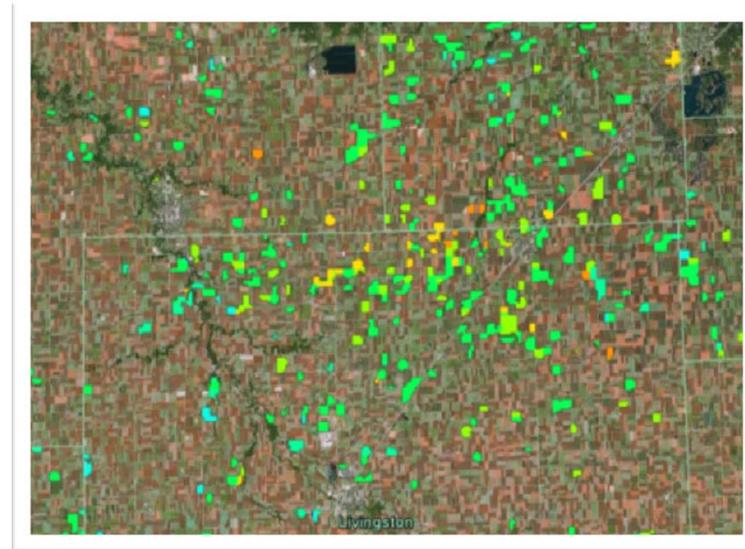
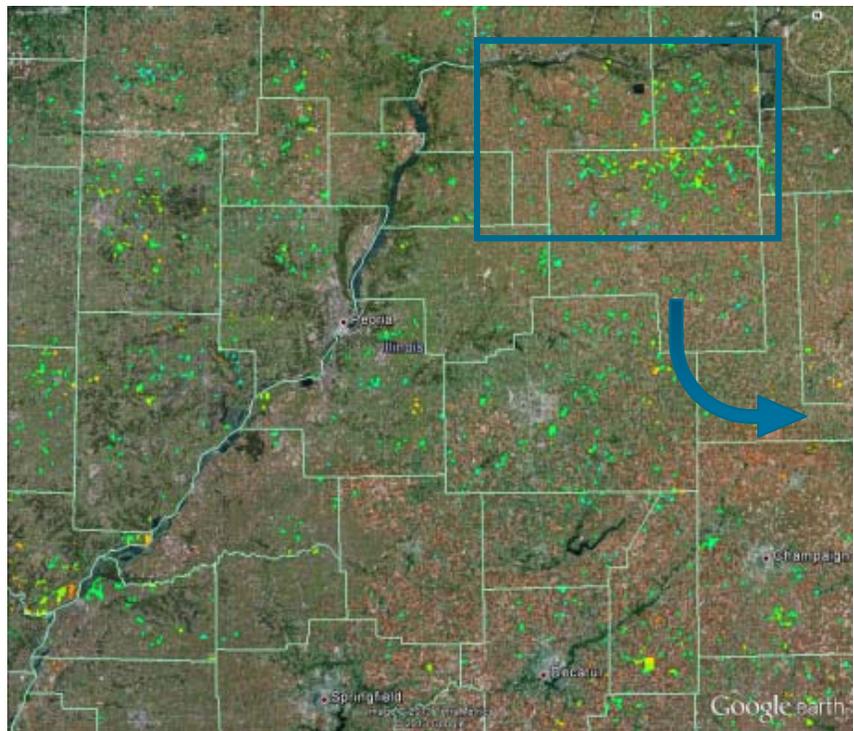


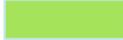
... while investing in new projects

Example : satellite claims assessments in agriculture reinsurance

The use of satellite images enables low cost, efficient claims assessments in agro (re)insurance

Farmer claims vs. smart satellite index<sup>1)</sup>



-  OK to pay out
-  Check claim
-  Send adjuster



# Example : footprint scenarios

## Scenario 1: San Francisco earthquake (1906)



San Francisco after the 1906 Earthquake and Fire (National Archives)

4 buffers = Max buffer ~300% SR

2.4 buffers ~220% SR

1.7 buffers ~185% SR

1 buffer ~150% SR

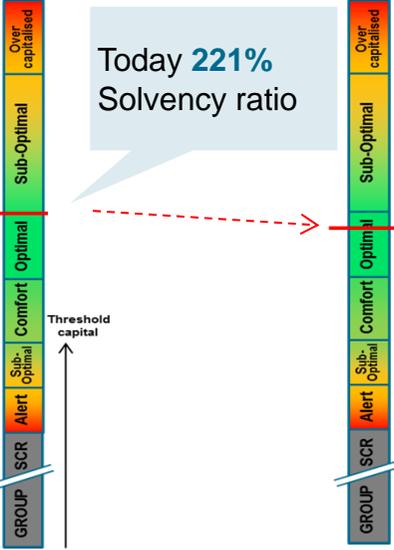
1/2 buffer = Min buffer ~125% SR

100% SR

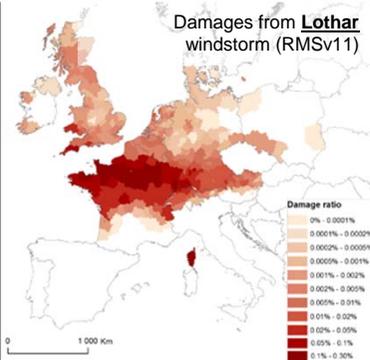
GROUP

Today **221%** Solvency ratio

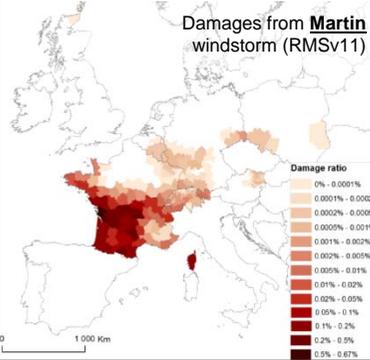
If a replica of the 1906 San Francisco earthquake happened today: **211%** solvency ratio



## Scenario 2: Windstorms Lothar & Martin (1999)



Damages from **Lothar** windstorm (RMSv11)



Damages from **Martin** windstorm (RMSv11)

4 buffers = Max buffer ~300% SR

2.4 buffers ~220% SR

1.7 buffers ~185% SR

1 buffer ~150% SR

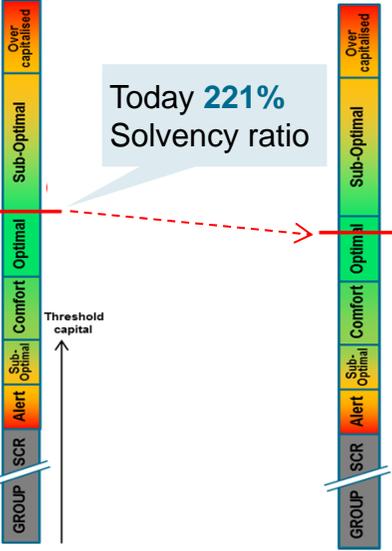
1/2 buffer = Min buffer ~125% SR

100% SR

GROUP

Today **221%** Solvency ratio

If replicas of the 1999 Lothar and Martin windstorms happened today: **212%** solvency ratio



## Continued creation of shareholder value

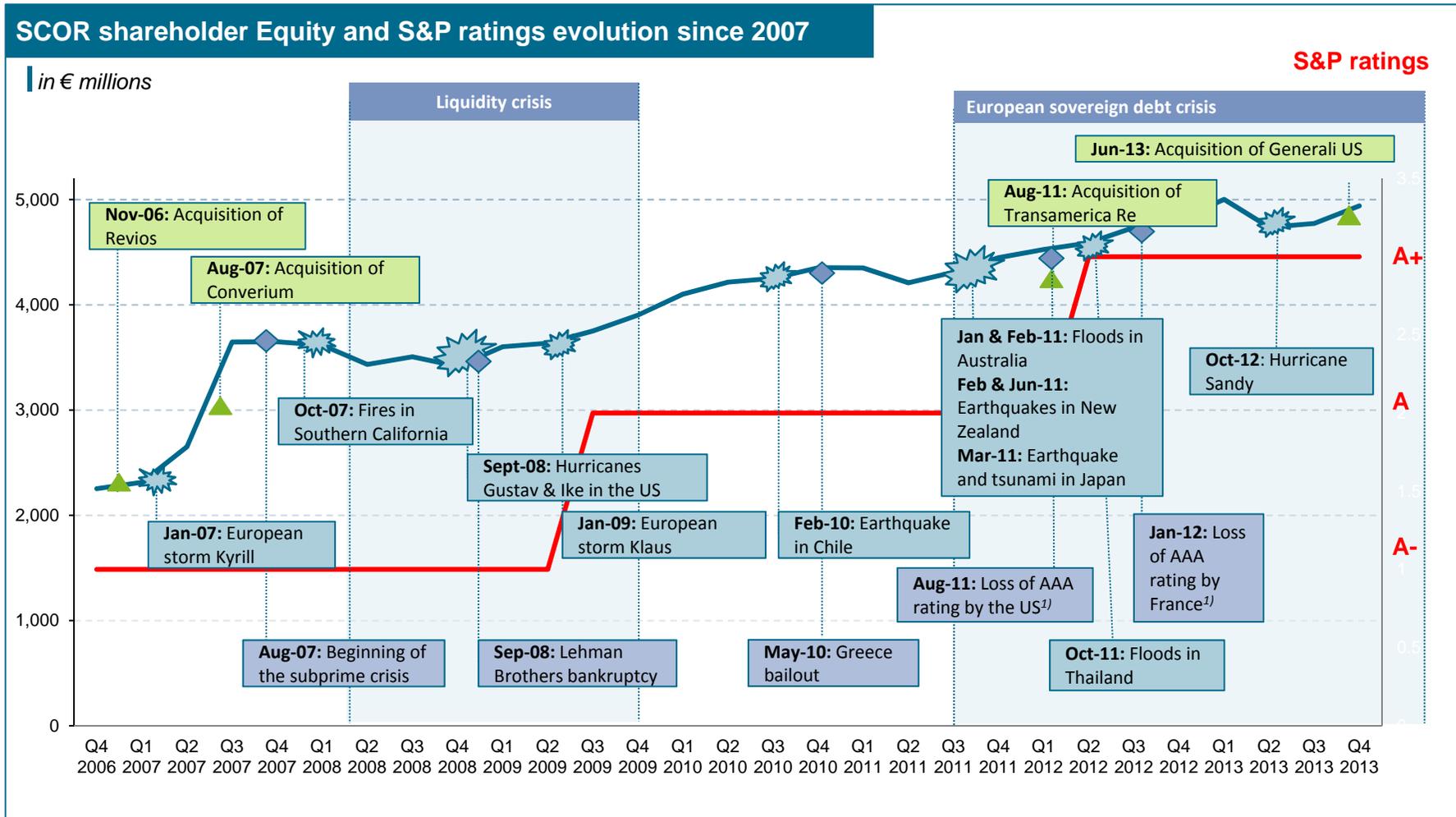
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**An optimal balance  
between growth,  
profitability and  
solvency**



**An attractive  
shareholder  
remuneration policy**

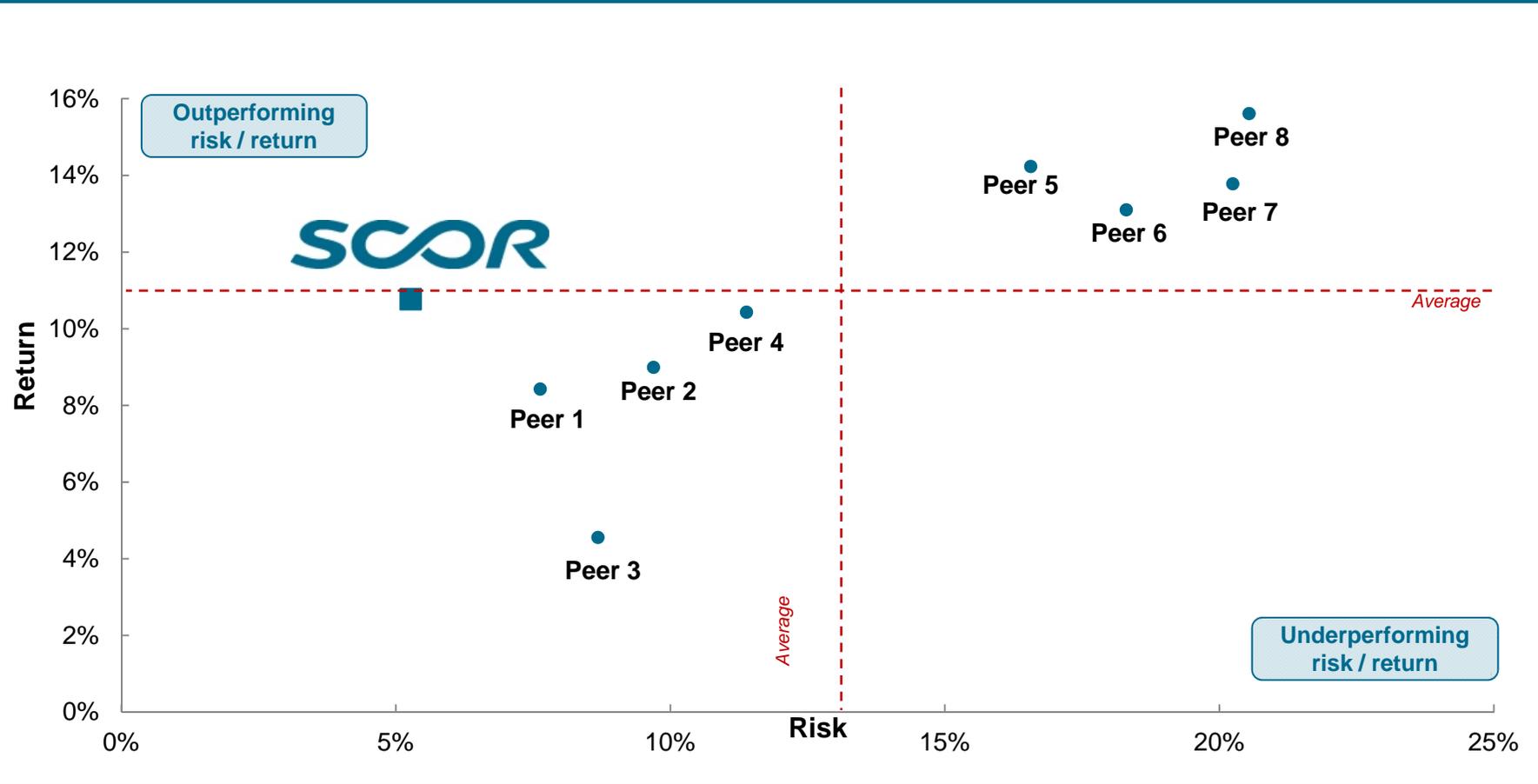
# SCOR has demonstrated its capacity to shrug off external shocks



# SCOR offers its shareholders an attractive risk / return ratio

## SCOR's "Value proposition"

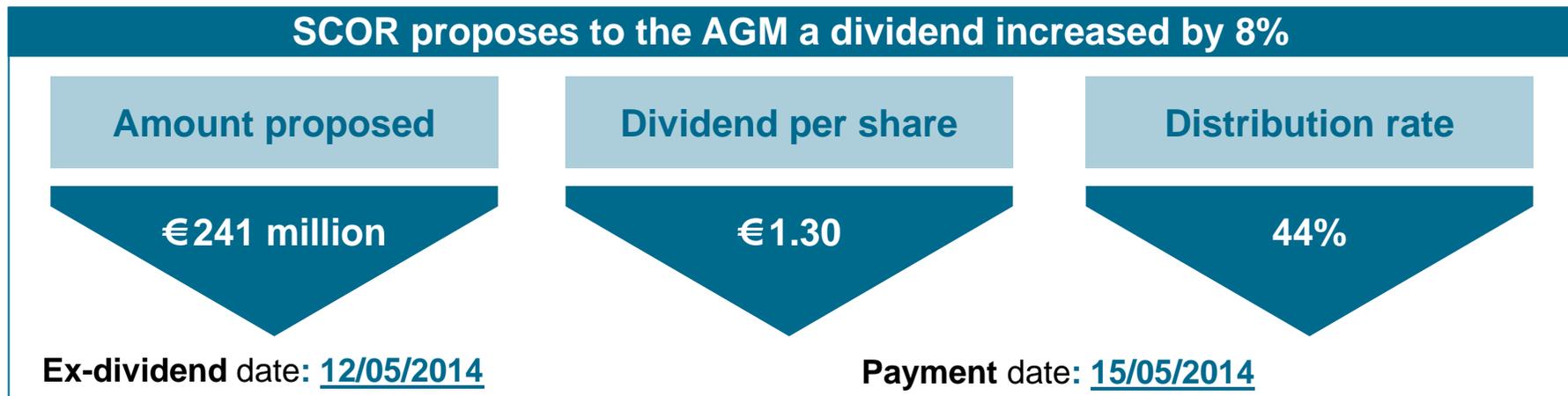
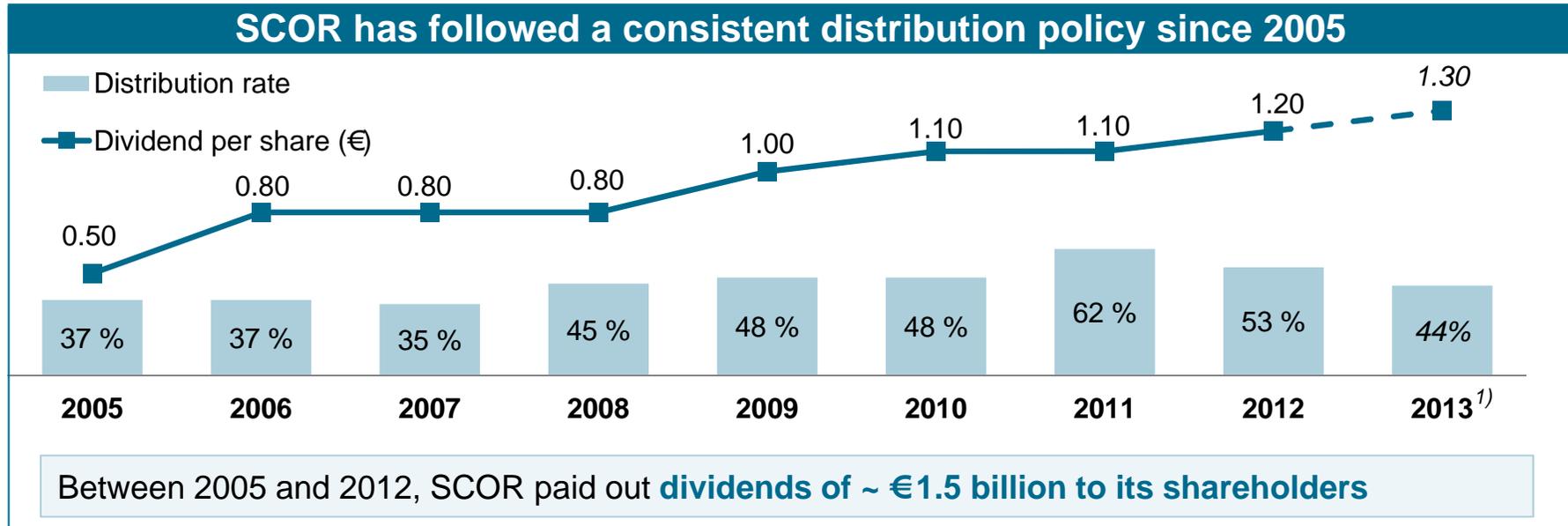
To ensure maximum profitability while strengthening its solvency (from BBB+ in 2005 to A+ positive outlook in 2013) and while minimising volatility



# SCOR is committed to assuming its social responsibility

<b>Foundations</b>	<input type="checkbox"/> United Nations Global Compact	<input type="checkbox"/> Principles for Responsible Insurance
<b>Governance</b>	<ul style="list-style-type: none"><li><input type="checkbox"/> Board of Directors:<ul style="list-style-type: none"><li>▪ International (~50% of non-French nationals at the end of 2013), 23% of directors being women</li><li>▪ With an employee representative</li><li>▪ Highly qualified</li></ul></li><li><input type="checkbox"/> Reference to the AFEP-MEDEF Code</li><li><input type="checkbox"/> Strong culture of compliance (sanctions &amp; embargos, ethical principles included in the remuneration policy, etc.)</li></ul>	<b>Environment</b>
<b>Human Capital</b>	<ul style="list-style-type: none"><li><input type="checkbox"/> Individual career management and development opportunities at the heart of the HR policy (Strategic Talent Workforce Reviews, SCOR University)</li><li><input type="checkbox"/> Promotion of equal opportunities<ul style="list-style-type: none"><li>▪ Multiculturalism (50 nationalities)</li><li>▪ Policy of diversity and anti-discrimination</li></ul></li><li><input type="checkbox"/> Active social dialogue (8 collective agreements in 2013)</li></ul>	<ul style="list-style-type: none"><li><input type="checkbox"/> Reduction of our environmental footprint:<ul style="list-style-type: none"><li>▪ Green building certification for 4 buildings</li><li>▪ Green IT since 2009 (equipment, responsible use)</li><li>▪ “Transport” policy implemented</li></ul></li><li><input type="checkbox"/> Increase of the energy efficiency of our real estate investments:<ul style="list-style-type: none"><li>▪ Acquisitions (e.g. Green Office™, START)</li><li>▪ Renovations (11 000 m<sup>2</sup> ongoing)</li></ul></li></ul>
<b>Transparency &amp; Performance</b>	<ul style="list-style-type: none"><li><input type="checkbox"/> CSR information is audited, certified and published in the registration document</li><li><input type="checkbox"/> Listed on two CSR indices: Vigeo Eurozone 120, Ethibel Sustainability Index</li></ul>	

# SCOR continues its strong shareholder remuneration policy and increases its cash dividend by 8%



# The strength of the SCOR group's strategy is recognized by industry professionals

2011	2012	2013	2014
 <p>SCOR Global P&amp;C: best reinsurance company team for Motor and Facultative</p>	 <p>SCOR: "Reinsurance Company of the Year"</p>	 <p>SCOR: "Reinsurance Company CEO of the Year"</p>	 <p>Denis Kessler's election to the insurance Hall of Fame of the IIS"</p>
 <p>Denis Kessler: "Reinsurance CEO of the year"</p>	 <p>"Risk Carrier of the Year"</p>	 <p>SCOR "Most Popular Foreign-Capital Insurance Company"</p>	 <p>Cat bond Atlas IX awarded as "Deal of the year 2014"</p>
 <p>Denis Kessler: "Reinsurance Company CEO of the Year"</p>	 <p>Denis Kessler: "Industry personality of the Year"</p>	 <p>"Most Dynamic Reinsurer of the Year" Romanian Insurance Market Award</p>	
 <p>Best Global Reinsurance Company, Best Global Reinsurance Company for Life &amp; Best Capital Raising Initiative</p>	 <p>"Best Reinsurance Company for Life"/ "Best Reinsurance Company for the London Market"</p>	 <p>"Best Reinsurance Company for US Life"/"Best Reinsurance Company for International Life"</p>	
	 <p>Denis Kessler: "Financier of the year 2012"</p>		

<p><b>A+</b></p> <p><b>FitchRatings</b></p> <p>15 March 2012, from "A" to "A+"</p>	<p><b>A</b></p>  <p>2 May 2012, ICR from "a" to "a+"</p>	<p><b>A1</b></p> <p><b>MOODY'S</b></p> <p>9 May 2012, from "A2" to "A1"</p>	<p><b>A+ positive outlook<sup>1)</sup></b></p> <p><b>STANDARD &amp; POOR'S</b></p> <p>5 June 2012, from "A" to "A+"</p>
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1) On November 21 2013 , Standard & Poor's raised the outlook on the "A+" rating of SCOR SE and its main subsidiaries to "positive"

## Appendix

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# SCOR Global P&C benefits from the current tiering of the market

## SCOR Global P&C has a very strong franchise

		SCOR P&C Position
Europe	France	N°3
	Italy	N°3
	Germany	N°5
	Benelux	N°5
	Nordic countries <sup>1)</sup>	N°3
	Central & Eastern Eur <sup>2)</sup>	N°3
	Spain	N°4
Americas	United States <sup>3)</sup>	N°5
	Canada	N°5
	LatAm & Caribbean	N°5
Rest of the World	China	N°3
	Japan	N°3
	India	N°3
	Middle East	N°2
	Africa	N°2

## SCOR Global P&C has made a good start with the implementation of “Optimal Dynamics”

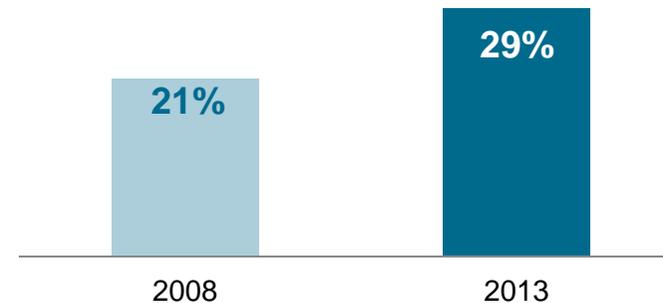
### 1 – Solid 2014 renewals:

- ✓ +5% overall premium growth<sup>4)</sup>: +4% in Treaty P&C and +8% in Specialty Treaty
- ✓ Overall pricing quasi-stable at - 0.4%
- ✓ Broadly stable expected profitability on a net basis

### 2 – Steady deployment of business initiatives e.g. successful launch of SCOR’s own Managing Agency at Lloyd’s on April 1<sup>st</sup> 2014

### 3 – Increase in share of contracts led

% of SGPC Gross Written Premiums



# SCOR Global Life consolidates top-tier positions in most markets thanks to both organic and external growth

## SGL consolidates a leading position

		SGL Position <sup>1)</sup>
Europe	France	N°1
	Italy	N°1
	Germany	N°3
	Belgium	N°3
	Sweden / Norway	N°1
	United Kingdom	N°4
	Spain / Portugal	N°1
Americas	United States	N°1
	Canada	N°4
	Mexico	N°4
	Chile / Peru / Ecuador	Top 3
Rest of the World	China	N°3
	Korea	N°2
	Several Asian markets	Top 3
	Russia	N°1
	Middle East	Top 5

## The Generali US acquisition will enable SCOR to leverage on its leading position

- ❑ Acquisition with a gain on purchase of € 183 million<sup>2)</sup>
- ❑ Transaction financed without the issuance of new shares
- ❑ Leader in the US Life reinsurance market
- ❑ Excellent US platform building on strong combined talent pool and underwriting tools
- ❑ Further broadening of client reach and product offering

## SCOR Global Life has made a good start with the implementation of “Optimal Dynamics”

- ❑ Successful conclusion of longevity transactions:
  - Innovative longevity transaction in the Netherlands with Aegon in December 2013
  - Participation in the largest ever pension scheme longevity swap with Aviva in March 2014
- ❑ Strengthening of financial solutions offering:
  - Important VIF monetization transaction with Mediterraneo Vida

## SCOR optimally & innovatively utilizes capital market solutions

	High Quality	Innovative and cost efficient
Capital	<ul style="list-style-type: none"> <li>❑ <b>Capital in safe havens:</b> <ul style="list-style-type: none"> <li>▪ 98% in the following jurisdictions: France, Switzerland, Ireland, UK, Singapore, USA and Canada</li> </ul> </li> <li>❑ <b>High fungibility</b> thanks to:           <ul style="list-style-type: none"> <li>▪ Efficient collateral management</li> <li>▪ Internal retrocession</li> <li>▪ Widespread use of branches, facilitated by the <i>Societas Europaea</i> status</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>❑ <b>Contingent capital:</b> <ul style="list-style-type: none"> <li>▪ Innovative €200 million facility triggered in case of extreme life or P&amp;C events</li> <li>▪ Highly cost-efficient source of capital: annual commission of 0.10%</li> <li>▪ Probable average dilution of less than 0.1%</li> <li>▪ Equity credit recognized in SCOR's internal model and by rating agencies</li> </ul> </li> <li>❑ <b>Reduction of capital needs</b> thanks to the use of alternative capital in 2013:           <ul style="list-style-type: none"> <li>▪ \$ 55 million sidecar</li> <li>▪ \$ 180 million mortality risk transfer solution</li> </ul> </li> </ul>
Debt	<ul style="list-style-type: none"> <li>❑ SCOR has a <b>well defined debt policy:</b> <ul style="list-style-type: none"> <li>✓ <b>High quality</b> debt, primarily subordinated hybrid debt</li> <li>✓ <b>Longer term duration</b> issuances are favoured</li> <li>✓ Solvency II-compliant<sup>1)</sup> debt allowing <b>maximum capital credit</b></li> <li>✓ Issuance in euros or in a strong currency with a hedge in euros</li> <li>✓ Compliance with <b>stakeholders' expectations</b> (Rating Agencies and other)</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>❑ Current <b>average debt cost 5.8%<sup>2)</sup></b> in spite of high quality with most recent Solvency II-compliant <b>hybrid debt placed at a 5% coupon</b></li> <li>❑ Bridge loan used to fund the acquisition of Generali US repaid in Q1 2014</li> </ul>

## Full year 2013 corporate unconsolidated financial statements of SCOR SE<sup>1)</sup>: a high net income and a strong balance sheet

Income statement in €millions	
	FY 2013
Non-Life underwriting income	157
Life underwriting income	-50
Investment revenues	408
Investment expenses	-145
Gains from transferred investments	-128
Other non-underwriting gains	-
Other non-underwriting expenses	-12
Non-recurring gains	-2
Employee profit sharing	-2
Income taxes	1
<b>Financial year results</b>	<b>227</b>

Balance Sheet in €million	
	31.12.2013
Intangible assets	4
Investments	5 545
Retrocessionaires' share of technical reserves	28
Accounts receivable	194
Other assets	366
Accrued income and deferred charges	2 020
Bond redemption premiums	-
<b>Total assets</b>	<b>8 157</b>
Shareholder's equity and reserves	2 650
Other capital base	1 270
Gross underwriting reserves	3 401
Contingency reserves	96
Other liabilities	734
Deferred income and accrued expenses	6
Bond redemption premiums	-
<b>Total liabilities and equities</b>	<b>8 157</b>