# SCOR consistently delivers

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Paris, 17 September 2015



#### Kepler Cheuvreux Autumn Conference

- SCOR confirms that its "Optimal Dynamics" targets and assumptions are within reach
- 2 SCOR Global Investments is on track to achieve higher investment returns by the end of "Optimal Dynamics"



# 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

✓ 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

✓ With the integrations of Generali USA and Transamerica Re, and the strong organic growth in P&C since 2009, SCOR has already successfully anticipated market consolidation



#### SCOR is indeed a global Tier 1 reinsurer





The Art & Science of Risk



~**€ 13.0 billion** GWP in 2015E<sup>1</sup>)

Strong balance sheet € 40.1 billion

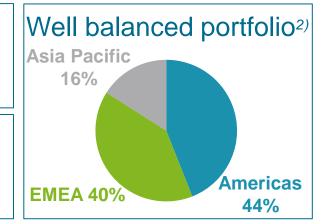




5th largest global reinsurer

A return on equity of 11.1% in H1 2015

€ 894 million operating cash flow in 2014



**4,000+** clients around the world



<sup>2015</sup>E with FX as of 30/06/2015

# 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

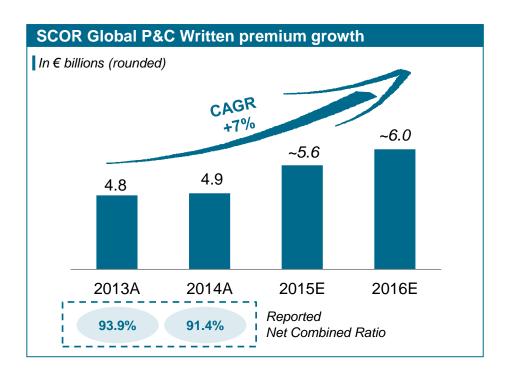
## Excellent market timing in raising debt

- 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





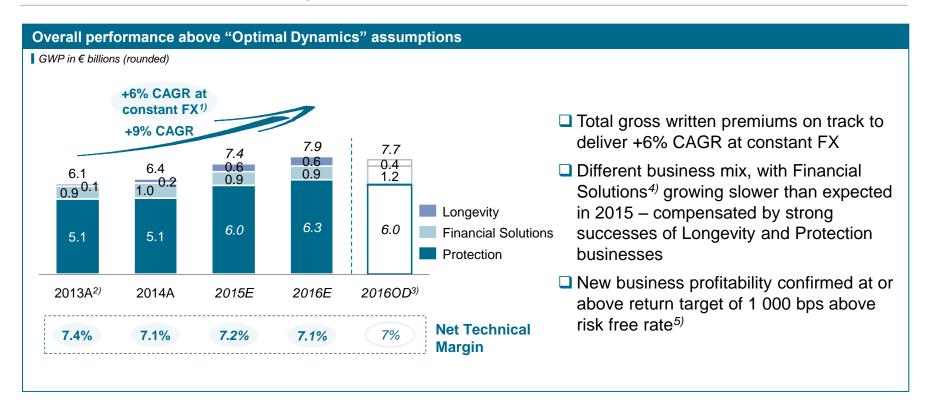
## SCOR Global P&C confirms strong underwriting approach, in a low pricing environment



- □ In an adverse pricing environment, SCOR Global P&C applies a strong and disciplined underwriting approach and actively manages its portfolio in order to meet profitability and solvency targets
- In this context, SCOR Global P&C expects to reach approximately € 6 billion by 2016, translating into a compound annual growth rate of 7% between 2013 and 2016E
- □ Pending the full development of 2015 and given the evolution of the market, the growth of gross written premiums expected for 2016 compared to 2015 is around 6% with no significant evolution in the business mix between Treaty P&C, Specialties and SCOR Business Solutions



# SCOR Global Life's performance is above "Optimal Dynamics" assumptions, with strong successes in all three business areas





Constant FX growth calculated based on exchange rates as of 30/06/2015

Pro-forma, includes Generali US for the full year 2013; € 133 million subsequently reallocated from Financial Solutions to Protection

 <sup>2016</sup>OD rebased, at FX rates used for 2015E and 2016E; after reallocation of € 129 million from Financial Solutions to Protection

<sup>4)</sup> Definitions: see detailed "Financial Solutions" slide5) "Risk-free rate" is based on 3-month risk-free rate

#### SCOR continues its strong shareholder remuneration policy



## 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



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



#### 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

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

**Updated "Optimal Dynamics"** 

	(2013-2016)
GWP organic growth <sup>3)</sup>	~8%
P&C <sup>3)</sup>	~7%
Life <sup>3)</sup>	~9%
P&C combined ratio	~94%
Life technical margin	~7.0%
Return on invested assets	>3% by 2016 <sup>4)</sup>
Group cost ratio (average)	~4.8%
Tax rate	~22%

- SCOR is likely to benefit from a USD appreciation. For example USD/EUR +10% would have a positive impact on:
  - 2015 expected GWP: +4.3%
  - 2015 expected technical results<sup>5)</sup>: +4%
  - 2015 shareholders' equity: + 4.9%
  - Investment portfolio, as 46% of the invested assets are in USD<sup>6)</sup>



- 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)
- CAGR with FX rates assumptions as of 30 June 2015
- 4) Excluding funds withheld

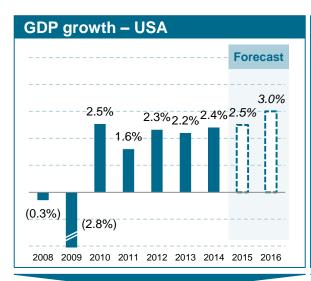
- 5) Pre-tax
- 6) As at 30 June 2015

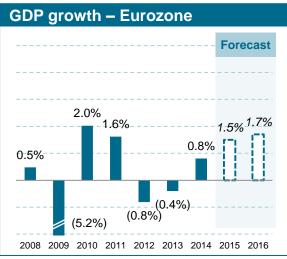
#### SCOR consistently delivers

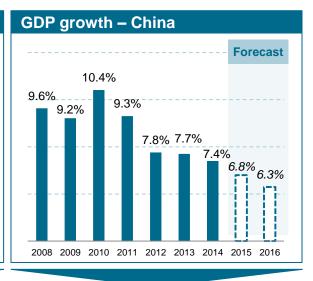
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- **SCOR Global Investments is on track to achieve higher investment returns by the end of "Optimal Dynamics"**



## Will growth rebound in developed countries be affected by the emerging markets slowdown?



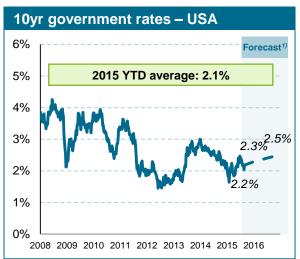


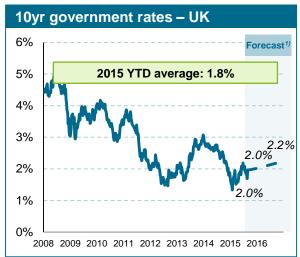


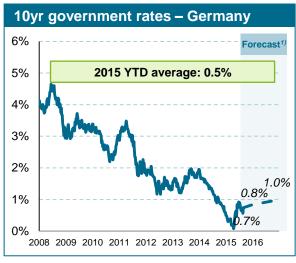
- ☐ Jobless rate at lowest level since April 2008
- ☐ Very strong Q2 2015 GDP growth
- ☐ Inflation still low but accelerating to the 2% target
- Growth expectations positively impacted by ECB QE, EUR exchange rate and commodity prices
- Headwinds generated by the Greek situation
- A likely soft landing
- Multiple channels of China slowdown's contagion to the rest of the world, but limited effect



## The decoupling of economic cycles and monetary policies is confirmed between the US / UK and the Eurozone





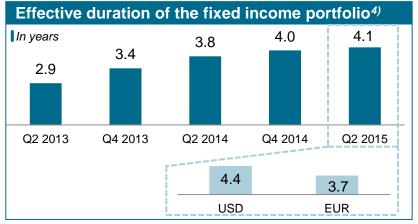


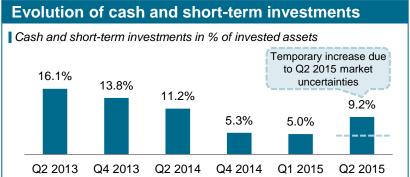
- □ Towards the end of the QE in the US and the UK: higher probability of rates increase by Fed and BoE
- Prolonged non-conventional monetary policies in Eurozone, China and Japan



# In this context, SCOR Global Investments sticks to its risk appetite and follows the "Optimal Dynamics" roadmap...

optimal Dynamics" strategic asset allocation				
		"Optimal Dynamics"		
	Q2 2015	Min	Max	
Cash	8%	<b>5.0</b> <sup>1)</sup>	-	
Fixed Income	79%	70.0%		
Short-term investments	1%	<b>5.0%</b> <sup>1)</sup>	-	
Government bonds & assimilated	29%	25.0%	-	
Covered bonds & Agency MBS	12%	-	15.0%	
Corporate bonds	35%	-	35.0%	
Structured & securitized products	2%	-	7.5%	
Loans	3%	-	7.5%	
Equities <sup>2)</sup>	3%	-	5.0%	
Real estate	5%	-	7.5%	
Other investments <sup>3)</sup>	2%	-	5.0%	







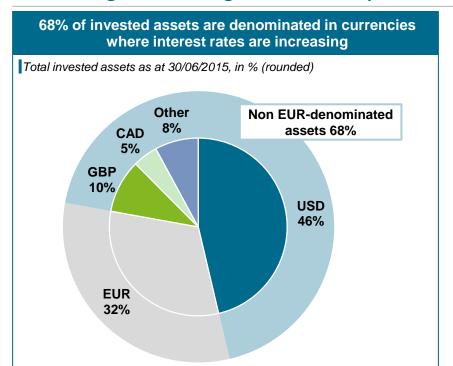
Limit defined for the combined exposure to cash and short-term investments

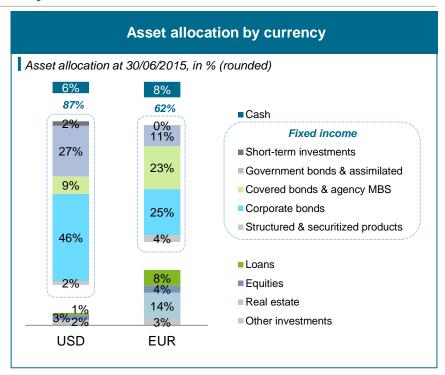
<sup>)</sup> Including listed equities and convertible bonds

<sup>3)</sup> Including alternative investments, non-listed equities, private equity, infrastructure and ILS strategies

<sup>4)</sup> Duration of the fixed income portfolio only. As of Q2 2015, the duration of SCOR invested assets stands at 3.2 years

#### ... taking advantage of its unique currency mix





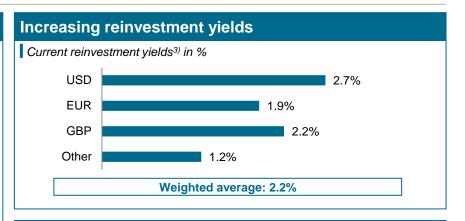
Differentiated investment strategies with a focus on fixed income in USD where the yield curve is steeper, and on loans and real estate in EUR to cope with the low yield environment

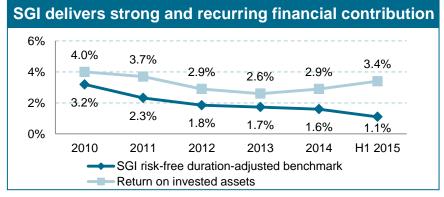


# The current investment portfolio is very liquid and of high quality, enabling it to benefit quicker from increasing reinvestment rates

# Liquid and high quality invested assets portfolio Two-year cash flow projection (as at 30 June 2015) In € millions (rounded), coupons and redemptions in green¹) 6 000 5 000 4 000 3 000 2 000 1 000 Q2'15 Q3'15 Q4'15 Q1'16 Q2'16 Q3'16 Q4'16 Q1'17 Q2'17 cash Total investments of € 26.1 billion, of which total invested assets of

- Total investments of € 26.1 billion, of which total invested assets of € 17.3 billion<sup>2)</sup> and funds withheld of € 8.8 billion as at 30 June 2015
- ☐ High quality of the fixed income portfolio maintained:
  - average AA- rating
  - no sovereign exposure to GIIPS
- 36% of the portfolio to be reinvested over the next 24 months, with financial cash flows of € 5.8 billion expected to emerge from the portfolio over the next 24 months

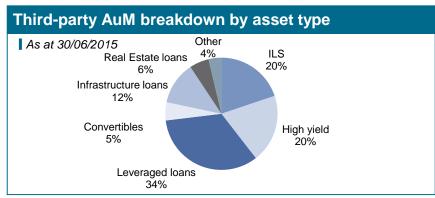


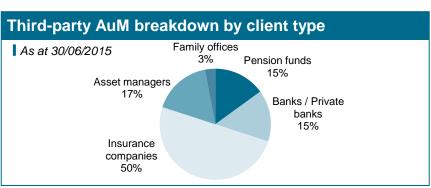


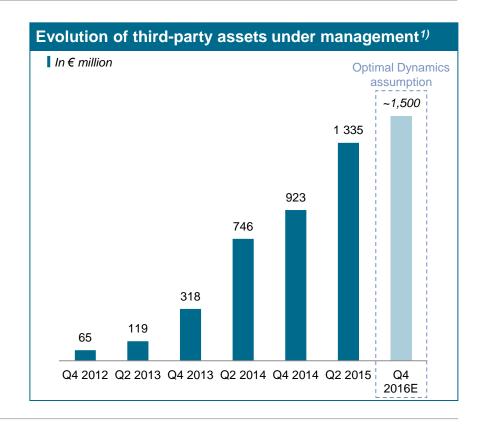


- ) Cash flow projection based on the Q2 2015 invested assets portfolio, excluding any future operating cash flow
- Excluding 3<sup>rd</sup> party insurance business investments, funds withheld, technical items and accrued interest

#### SCOR Global Investments is accelerating its position as a niche thirdparty asset manager, reaching a high momentum

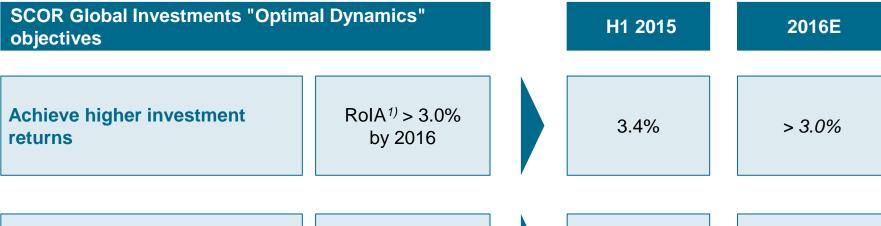








# In the current environment, SCOR Global Investments is on track to achieve the two objectives set for "Optimal Dynamics"



Accelerate SCOR Global Investments' position as a niche third-party asset manager

€ 1.5 billion AuM<sup>2)</sup> from third-party clients by 2016



€ 1.3 billion

> € 1.5 billion

SCOR

<sup>)</sup> Return on Invested Assets

<sup>2)</sup> Assets under Management