Reinsurance:
Emerging vs. Mature markets

AM Best conference - 17 October 2013

Denis Kessler – CEO & Chairman of SCOR
Section 1
Emerging markets growth is widely recognised as key for the future of the (re)insurance industry
Investors favour insurance and reinsurance companies who prioritise emerging markets, valuing their growth potential

Investors see significant investment potential in emerging markets

Question from BofAML investors survey:
“Taking into account valuations, over the next 12 months where do you see the greatest investment potential across the main global insurance sub-sectors?”

Sell-side analysts highlight that growth is driven by emerging markets

“European insurers continue to expand in emerging markets, which offer long-term growth opportunities. Emerging markets have superior GDP prospects and lower insurance penetration” – 16/01/2013 HSBC

“There is little evidence to suggest that emerging markets P&C exposure offers attractive growth prospects beyond that of underlying GDP growth.” – 18/01/2013 Goldman Sachs

“Major growth drivers have been […] growing importance of Emerging Markets” – 11/09/2013 Commerzbank

“We think the future strategies of reinsurance companies could include […] aggressively penetrate emerging markets to prevent investment banks from quickly forming relationships with local players (for instance in China)” – 20/09/2013 Kepler Cheuvreux

Sources:
1) BofAML Global Research - Investors survey, as of 30/09/2013
2) HSBC’s report: “Delivering the deliverable”
3) Goldman Sachs’ report: “Sixteen insurance market profiles at your fingertips”
4) Commerzbank report: “Navigating the interest rate wave – a scenario analysis” - Swiss Re investment case
5) Kepler Cheuvreux’s report: “Insurance Inside”
The Asian and Middle East insurance revenue pool is very concentrated

Increasing local capital requirements (in Malaysia, China, Indonesia, Singapore) may lead to consolidations among players or M&A activity

Source: Oliver Wyman: Reinsurance – Escaping from the bears
Based on AXCO, local regulatory sources, company annual reports
1. Ranked by market share taken by top 5 players in each market
2. All country level data is from 2009 except for Indonesia (calculation based on 2008 data)
3. The number of companies per market is based on 2009 data except Taiwan (2008), Saudi Arabia (2008) and Indonesia (2007)
Concentration and consolidation in emerging markets provide reinsurers with opportunities to generate economies of scale and scope

Reinsurers focus their future opportunities on Emerging Markets

- **Growth opportunities:**
  - “Reinsurance demand to cover natural catastrophes is expected to double in high-growth markets and to increase by 50% in mature markets by 2020” Swiss Re Monte Carlo press release

- **Business opportunities:**
  - In Asia Pacific “Financial demand is high”, “Economics and demographics support growth” RGA IR Day 2012

- **Clients’ needs and objectives:**
  - Initiation “Establish and define core competence”, “Reduce volatility” Hannover Re IR Day 2012
  - Consolidation “Improve efficiency of processes”, “Reduce cost of distribution” Hannover Re IR Day 2012

- **Strong performance of new business:**
  - “New business will contribute to a higher ROE over time” Swiss Re IR Day 2013

Source: Munich Re 2013 BoAAML conference; RGA IR Day 2012 & 2013, Swiss Re IR Day 2013; Hannover Re IR Day 2012; Munich Re from Exane’s report 27/06/2013
The growth attraction of emerging markets is clear for the (re)insurance industry

Insurance has grown rapidly in emerging markets . . .

Insurance industry CAGR (in %) 2001-10

<table>
<thead>
<tr>
<th>Region</th>
<th>CAGR 2001-10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced economies</td>
<td>11.0</td>
</tr>
<tr>
<td>Emerging and developing economies</td>
<td>1.3</td>
</tr>
</tbody>
</table>

. . . but penetration is still low

World output, 2012

- Advanced economies: 50%
- Emerging and developing economies: 50%

2010 World insurance premiums

- Advanced economies: 84%
- Emerging and developing economies: 16%

Economic growth in emerging markets is slowing, but is still attractive

Real GDP growth (average, in %, YoY)

<table>
<thead>
<tr>
<th>Region</th>
<th>2000-2012</th>
<th>2013-2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia</td>
<td>8.2</td>
<td>6.6</td>
</tr>
<tr>
<td>Total emerging &amp; developing</td>
<td>6.2</td>
<td>5.2</td>
</tr>
<tr>
<td>Middle east and north Africa</td>
<td>5.2</td>
<td>3.8</td>
</tr>
<tr>
<td>Central and Eastern Europe</td>
<td>3.9</td>
<td>3.2</td>
</tr>
<tr>
<td>Latin america</td>
<td>3.5</td>
<td>1.8</td>
</tr>
<tr>
<td>Advanced</td>
<td>1.8</td>
<td>2.2</td>
</tr>
</tbody>
</table>

Over the next ten years, half of all growth of insurance globally will come from emerging markets

Additional premiums 2013 – 2023

- Emerging Asia: 51%
- Latin America: 34%
- Eastern Europe: 10%
- Middle East & Africa: 2%
- Developed Markets: 3%

1) Source: Sigma report, May 2011
2) Source: IMF world economic outlook April 2013
3) Source: Datastream as of 11/10/2013
4) Source: Allianz presentation “Insurance in the developing economies”
Section 2
Nevertheless, the industry has to be cautious as emerging markets are not homogeneous and face several challenges
Emerging markets are not homogeneous

Each market has its own features

- Very different stages of “emerging” (BRICS are emerged)
- National welfare and tax systems
- Distribution networks
- Legal systems
- Regulations
- New risks coming from fast growth of economy and population
- Nat cat exposure
- Differing reinsurance cession rates
- Savings behaviours
- Attitudes towards risk and uncertainty
- Family sizes and structures
- Religious beliefs, political orientations

One model does not fit all

- Emerging markets are not clones
- They require tailor-made approaches
- Adapting to local circumstances often implies offering new products and services

Understanding an insurance market requires:

- Strong commitment, time and resources
- Expertise (especially from local teams)

There is no free lunch

- Don’t underestimate the high level of competition
- Don’t neglect the volatility and cyclicality of each market
- Don’t ask for quick and immediate returns
Emerging markets do not raise the same issues for insurers and reinsurers

<table>
<thead>
<tr>
<th>Issue</th>
<th>Insurers</th>
<th>Reinsurers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regulatory / legal constraints</td>
<td>☑️ ☑️ ☑️</td>
<td>☑️</td>
</tr>
<tr>
<td>Access to distribution channels</td>
<td>☑️ ☑️ ☑️</td>
<td>☒</td>
</tr>
<tr>
<td>Local market knowledge</td>
<td>☑️ ☑️ ☑️</td>
<td>☑️ ☑️ ☑️</td>
</tr>
<tr>
<td>Competition from local players</td>
<td>☑️ ☑️ ☑️</td>
<td>☑️</td>
</tr>
<tr>
<td>Implementation costs and risks</td>
<td>☑️ ☑️ ☑️</td>
<td>☑️ ☑️</td>
</tr>
<tr>
<td>Capital fungibility</td>
<td>☑️ ☑️ ☑️</td>
<td>☑️</td>
</tr>
<tr>
<td>Need to transfer knowledge and know how, offering training to clients</td>
<td>☑️</td>
<td>☑️ ☑️ ☑️ ☑️</td>
</tr>
<tr>
<td>Nat cat risk</td>
<td>☑️ ☑️</td>
<td>☑️ ☑️ ☑️</td>
</tr>
</tbody>
</table>
Development of (re)insurance markets follows a clear path

(Re)insurance market relative size depends on the level of GDP per capita and its growth depends principally on GDP growth with an elasticity significantly higher than 1.

The patter of the insurance sector development in emerging countries is quite constant.

The 2010 S-curve for Life insurance:

- 6% Insurance penetration (premiums as a % of GDP)
- 5%
- 4%
- 3%
- 2%
- 1%
- 0%

GDP per capita in 1000 USD

The 2010 S-curve for P&C insurance:

- 6% Insurance penetration (premiums as a % of GDP)
- 5%
- 4%
- 3%
- 2%
- 1%
- 0%

GDP per capita in 1000 USD

Illustration of the pattern of the (re)insurance market development from emerging to mature market.

Business mix of commercial insurance market:

- China vs. USA

1) Source: Sigma from 5/2011 – Insurance in emerging markets: growth drivers and profitability
2) Source: Sigma from 5/2012 – Insuring ever-evolving commercial risk (note: Estimates for direct non-life premiums written in 2010 (excluding health). The UK figures do not include London Market business of ~$30bn)
Governments and regulators in emerging countries have a key role to play for the successful development of local (re)insurance markets

- State-owned or ‘national’ reinsurers
- Direct investment caps for foreign companies
- Curtailment of capital movement
- Compulsory investments
- Restrictions on intra-company transactions
- Opaque manner in which licences are granted
- Restrictions on branches, and on conversion of branches to subsidiaries

At the same time, public/private partnerships can be fertile relationships
Many emerging markets are exposed to significant nat cat risks

Since 2009, a large part of global cat losses have occurred in non-peak territories

- Natural catastrophe insured losses by region 2002 to 2008
  - United States: 77%
  - Europe: 12%
  - Asia (including Japan): 9%
  - Australia & New Zealand: 1%
  - Latin America: 1%

- Natural catastrophe insured losses by region 2009 to 2011
  - United States: 33%
  - Europe: 19%
  - Asia (including Japan): 35%
  - Australia & New Zealand: 6%
  - Latin America: 7%

This trend will continue

Top 10 Asset exposure to coastal flooding evolution in 2070 vs 2007 in $ billion

- Miami: 3,513
- Guangzhou: 3,358
- NY - Newark: 2,147
- Kolkata (Calcutta): 1,961
- Shanghai: 1,771
- Mumbai: 1,598
- Tianjin: 1,231
- Tokyo: 1,207
- Hong Kong: 1,164
- Bangkok: 1,111

1) Source: Guy Carpenter report from September 2012: Cold Spots Heating Up - the impact of insured catastrophe losses in new growth markets
Emerging and mature markets are becoming more inter-connected

Due to globalization, nat cat events in emerging countries affect various insurance lines around the globe

- **Globalization** is progressively spreading to all industries
- The growth of international trade reflects the globalization of supply chains
- Countries with identical production costs reap numerous benefits from trading with each other (economies of scale)
- **Supply chains are increasingly complex** and involve many different kinds of links and interactions
- Countries with identical production costs reap numerous benefits from trading with each other (economies of scale)
- Global supply chains are facing *new vulnerabilities*:
  - No buffers to mitigate a disruption in production
  - Vulnerability to failure of automatic processes
  - Closer interdependencies between different business partners
- **Concentration** makes global supply chains even more vulnerable

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**Increasing demand for CBI<sup>1) </sup> coverage**

**CBI risks have the potential to compound the impacts of natural catastrophes**

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<sup>1) Contingent business interruption</sup>

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The 2011 Thai floods showed just how real the risks are

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![Image of flooding in Thailand](image-url)
Achieving adequate profitability in emerging markets can be a challenge

In primary life insurance, emerging markets for the most part are profitable

- Often products are less commoditised than in mature markets
- There is often a higher service component to the offering in emerging markets
- Back books in mature markets can sometimes suffer from previous under-pricing

2012 New business margin

<table>
<thead>
<tr>
<th></th>
<th>Allianz</th>
<th>Zurich</th>
<th>Prudential</th>
</tr>
</thead>
<tbody>
<tr>
<td>mature</td>
<td>1.7%</td>
<td>2.0%</td>
<td>5.4%</td>
</tr>
<tr>
<td>emerging</td>
<td>3.2%</td>
<td>4.1%</td>
<td>12.0%</td>
</tr>
</tbody>
</table>

In primary P&C insurance, the profitability appears to be broadly the same for emerging and mature markets

- Large nat cat risks require adequate compensation
- In some markets, irrational competition pressures returns
- SCOR’s view on pricing conditions is broadly similar for emerging and mature markets (see appendix)

<table>
<thead>
<tr>
<th></th>
<th>mature markets</th>
<th>emerging markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average 2011/2012 P&amp;C combined ratio for primary insurance</td>
<td>97.0%</td>
<td>98.1%</td>
</tr>
</tbody>
</table>

1) Source: company reports
2) Source: company reports from Allianz, Axa and QBE
Emerging countries provide both opportunities and challenges for the (re)insurance sector

<table>
<thead>
<tr>
<th>Opportunities for (re)insurers in emerging vs. mature markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Economic growth potential</td>
</tr>
<tr>
<td>- Strong population growth</td>
</tr>
<tr>
<td>- Lack of social welfare schemes</td>
</tr>
<tr>
<td>- Demand for financial solutions</td>
</tr>
<tr>
<td>- Demand for reinsurance expertise, service and knowledge transfer</td>
</tr>
<tr>
<td>- Technological leaps</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Challenges in emerging markets vs. mature markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Achieving adequate returns</td>
</tr>
<tr>
<td>- Protectionism</td>
</tr>
<tr>
<td>- Incomplete information on cat risk</td>
</tr>
<tr>
<td>- Narrower range of products</td>
</tr>
<tr>
<td>- Less rich ‘experience’ databases</td>
</tr>
<tr>
<td>- FX risk</td>
</tr>
<tr>
<td>- Less deep financial markets</td>
</tr>
<tr>
<td>- Less established legal environment</td>
</tr>
<tr>
<td>- Lower size and level of talent pools</td>
</tr>
<tr>
<td>- Less advanced risk management</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>A few more challenges on the horizon</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Alternative capital not yet a meaningful competitor</td>
</tr>
<tr>
<td>- Barriers to entry will fall as broker penetration increases</td>
</tr>
<tr>
<td>- Emerging markets will become more rating-sensitive</td>
</tr>
<tr>
<td>- Reinsurance volumes will be pressured as cedants move from proportional to excess of loss policies</td>
</tr>
</tbody>
</table>

The capacity to succeed in emerging markets requires long standing local presence and relationships.
Section 3
SCOR’s leading presence in emerging markets is based on a clear strategy and supported by innovative tools
SCOR is well positioned to benefit from the growth in emerging markets thanks to its respected standing in these countries

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1970</td>
<td>Creation of SCOR</td>
</tr>
<tr>
<td>1972</td>
<td>SCOR office opened in Hong Kong before London (1973) and Madrid (1976)</td>
</tr>
<tr>
<td>1977</td>
<td>SCOR office opened in Singapore</td>
</tr>
<tr>
<td>1990</td>
<td>SCOR office opened in Colombia</td>
</tr>
<tr>
<td>1996</td>
<td>SCOR office opened in Brazil</td>
</tr>
<tr>
<td>1997</td>
<td>SCOR office opened in Seoul</td>
</tr>
<tr>
<td>1998</td>
<td>SCOR office opened in Russia</td>
</tr>
<tr>
<td>2005</td>
<td>SCOR office opened in Mumbai</td>
</tr>
<tr>
<td>2007</td>
<td>SCOR office opened in South Africa</td>
</tr>
<tr>
<td>2008</td>
<td>SCOR office opened in Malaysia</td>
</tr>
<tr>
<td>2010</td>
<td>Life/non-life composite license in China</td>
</tr>
<tr>
<td>2010</td>
<td>SCOR office opened in Israel and in Mexico</td>
</tr>
<tr>
<td>2012</td>
<td>SCOR office opened in Argentina</td>
</tr>
</tbody>
</table>

SCOR Global P&C is strongly positioned:
- #2 in Africa with 9%/5% market share
- #2 in Middle East with 13% market share
- #3 in China with 6% market share
- #3 in India with 9% market share
- #5 in Latam and Carib. with 4% market share

SCOR Global Life has strengthened its position:
- #2 in Korea
- #2 in several South-East Asian markets
- #3 in China and is several Asian markets
- Top 3 in Chile, Peru, Ecuador
- #4 in Mexico

1) SCOR market study and estimates
2) French-speaking Africa / English-speaking Africa
3) Including Generali US
SCOR has a strong footprint versus peers in emerging countries

The share of gross written premiums is higher at SCOR versus peers thanks to the strong franchise it has developed over time.
Continued growth in emerging markets is a key element of SCOR Global Life’s strategy

<table>
<thead>
<tr>
<th>Protection</th>
<th>Mature Markets</th>
<th>Emerging Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Further deepen client relationships</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Leverage leadership and data capabilities</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SGL portfolio growth assumption: ~2% CAGR</td>
<td></td>
</tr>
<tr>
<td>Longevity</td>
<td>Expand product range</td>
<td>No potential over the next three years</td>
</tr>
<tr>
<td></td>
<td>Leverage UK success in other markets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SGL portfolio growth assumption: ~32% CAGR</td>
<td></td>
</tr>
<tr>
<td>Financial solutions</td>
<td>Becoming a proactive player in Capital &amp; Risk management</td>
<td>Keep developing financing business, mostly in Asia</td>
</tr>
<tr>
<td></td>
<td>Strengthened offering based on recent wins</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SGL portfolio growth assumption: ~11% CAGR</td>
<td></td>
</tr>
</tbody>
</table>

Total Growth 2013-2016

- ~4% CAGR
- ~6% CAGR expected for SCOR Global Life over 2013-2016
- ~21% CAGR
SCOR Global P&C’s strategy takes a more selective approach towards emerging markets

### Key steps in strategic approach to emerging markets

<table>
<thead>
<tr>
<th>Long-term macro views</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
</tr>
<tr>
<td>Select markets based on macro-economic, demographic, political and social factors</td>
</tr>
<tr>
<td>Follow macro approach to assess the depth of a market, and the stability of its environment</td>
</tr>
<tr>
<td>Differentiate (re)insurance approaches: insurance penetration rates, regulatory trends, reinsurance needs and purchases</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tailor-made business approach</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
</tr>
<tr>
<td>Target a portfolio allocation between Reinsurance (Treaties, Specialties) and Insurance (Business Solutions)</td>
</tr>
<tr>
<td>Develop insurance or reinsurance according to regulation, nature of risks, stage in the cycle, and economic growth</td>
</tr>
<tr>
<td>Focus on specialty lines to foster product innovation and knowledge transfer to growing markets</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Best execution</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
</tr>
<tr>
<td>Select clients: focused and tailored approach to cedents to differentiate SGPC from competitors and capture profitable growth</td>
</tr>
<tr>
<td>Lead business by providing services and expertise, and grow private deals further</td>
</tr>
<tr>
<td>Leverage Group network and local presence, while allocating resources efficiently</td>
</tr>
</tbody>
</table>

### SGPC’s differentiating factors

- Proven track-record in making the right strategic decisions based on macro-economic environment assessment
- Ability to articulate the best combination of business platforms
- Ability to bring expertise and know-how locally thanks to intimate understanding of market needs

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Proven track-record in making the right strategic decisions based on macro-economic environment assessment

Ability to articulate the best combination of business platforms

Ability to bring expertise and know-how locally thanks to intimate understanding of market needs
SCOR has developed innovative cat-mapping capability, demonstrating the diversity of risks in a specific region.

In the past, CBI covers would typically be triggered by isolated perils such as a fire destroying one single plant.

Today, the major threats come from natural catastrophes (to which insurers are already exposed via property covers).

In China, 52% of production centres are at risk of river flooding and 25% are threatened by storm surge.

<table>
<thead>
<tr>
<th>Insured large loss scenario in USD bn</th>
<th>Pearl River area</th>
<th>Shanghai</th>
</tr>
</thead>
<tbody>
<tr>
<td>Storm surge</td>
<td>35</td>
<td>10</td>
</tr>
<tr>
<td>River flooding</td>
<td>9</td>
<td>6.5</td>
</tr>
</tbody>
</table>

Source: Swiss Re floods risk app
Conclusions

- Growth is an often-cited attraction of emerging markets but there are significant challenges as well
- Reinsurers face a different, arguably better, set of opportunities / challenges than insurers
- Emerging markets are not homogeneous, and the boundary versus mature markets is blurring
- SCOR is well-positioned in emerging markets – and globally
- SCOR’s Optimal Dynamics three-year plan includes a further strengthening of its emerging market presence
Appendices
Emerging markets are a strong driver of SCOR Global P&C’s growth

Over the 2008-2012 five year period:

- The 40% overall growth mostly came from the most rating-sensitive mature markets: US, UK, Scandinavia and Australia – their share grew from 28% of total premiums in 2008 to 35% in 2012
- The emerging markets have also shown substantial growth, mostly driven by Asia-Pacific markets
- The share of mature and less rating-sensitive markets shrunk from 47% to 39%

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1) USA, Scandinavia, UK and Australia
2) Europe includes countries in the CIS and Central and Eastern Europe
3) Middle East and African continent (including South Africa)
4) Latin America, Central America and Caribbean
From a lower base, SCOR Global Life is also growing strongly in emerging markets

Emerging vs. mature markets – 2008-2012

Emerging countries

<table>
<thead>
<tr>
<th>Region</th>
<th>2008 GWP</th>
<th>2012 GWP</th>
<th>2008-2012 Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>2</td>
<td>16</td>
<td>700%</td>
</tr>
<tr>
<td>Asia-Pacific</td>
<td>104</td>
<td>176</td>
<td>69%</td>
</tr>
<tr>
<td>MEA</td>
<td>127</td>
<td>175</td>
<td>38%</td>
</tr>
<tr>
<td>Latam</td>
<td>17</td>
<td>113</td>
<td>565%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>249</strong></td>
<td><strong>480</strong></td>
<td><strong>93%</strong></td>
</tr>
</tbody>
</table>

Over the 2008-2012 5-year period:
- Mature markets’ growth has been roughly two-thirds from acquisitions and one-third organic
- Emerging markets’ growth has been mainly driven by Latin America (both organic and external)
- Going forward, Asia-Pacific is expected to be the growth leader
As well as in emerging markets, SCOR is further consolidating its top-tier positions globally

N°1: Sweden
N°1: Northern Europe
N°3: Nordic countries & CEE

N°4: Canada
N°5: Benelux

N°1: U.S.
N°5: U.S.

N°1: Mexico

Top 3: Chile, Peru, Ecuador
N°5: Latin America and Caribbean

Within top 5: Middle East
N°2: Middle East

N°1: Spain
N°4: Spain

N°1: Italy
N°3: Italy

Top 3: Several Asian markets
N°2: South Korea
N°3: China

N°3: India
N°3: Japan
N°3: Greater China

Source: SCOR market study

1) Including Generali US
2) Rankings in the targeted regional carriers segment
### SCOR Global P&C’s assessment of its potential in the segments where it operates

#### Treaty P&C

<table>
<thead>
<tr>
<th>Property</th>
<th>Mature markets</th>
<th>Emerging markets</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Property</strong></td>
<td><strong>P</strong></td>
<td><strong>NP</strong></td>
</tr>
<tr>
<td>Western Europe</td>
<td>Germany</td>
<td>UK</td>
</tr>
<tr>
<td>Western Europe 1)</td>
<td>Austria, Cyprus, Greece, Italy, Malta, Portugal, Spain, Switzerland</td>
<td></td>
</tr>
<tr>
<td>Northern Europe 2)</td>
<td>Belgium, Luxembourg, The Netherlands, Scandinavia</td>
<td></td>
</tr>
<tr>
<td>Casualty</td>
<td><strong>P</strong></td>
<td><strong>NP</strong></td>
</tr>
<tr>
<td>Casualty</td>
<td>Austria, Cyprus, Greece, Italy, Malta, Portugal, Spain, Switzerland</td>
<td></td>
</tr>
<tr>
<td>Motor</td>
<td><strong>P</strong></td>
<td><strong>NP</strong></td>
</tr>
<tr>
<td>Motor</td>
<td>Austria, Cyprus, Greece, Italy, Malta, Portugal, Spain, Switzerland</td>
<td></td>
</tr>
</tbody>
</table>

### Notice of change from latest publication (Jan 2013 renewals):

- **++** Plus 2 positions: none
- **+** Plus one position: 4
- **-** Less one position adverse: 4
- **--** Less 2 positions: 1

#### Short- to mid-term perspective

- Very attractive: 30% 27% 25%
- Attractive: 30% 27% 24%
- Adequate: 37% 32% 30%
- Inadequate: 3% 3% 3%
- Not applicable

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1) Western Europe: Austria, Cyprus, Greece, Italy, Malta, Portugal, Spain, Switzerland
2) Northern Europe: Belgium, Luxembourg, The Netherlands, Scandinavia
3) South East Asia: Indonesia, Malaysia, Singapore, Thailand
4) Northern Asia: Hong Kong, Philippines, Taiwan, Vietnam
5) i.e. within planning period