

Press Release (p.1/2)

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SCOR wholly-owned subsidiary ReMark acquires ESG Direct Asia

ReMark, the wholly-owned subsidiary of SCOR Global Life SE, completed the acquisition of ESG Direct Marketing in Asia. The acquisition further strengthens the world-leading provider of direct insurance distribution solutions in Malaysia, Thailand, Indonesia, Hong Kong and China.

ESG has been active in Direct Marketing in Asia since 1998 and the experienced team of marketers and IT specialists have developed total business value in excess of EUR 100 million for its business partners. Their strategy of "local strength, global knowledge" strategically complements ReMark's philosophy of designing and implementing results-driven direct marketing programmes in the bancassurance, policyholder and affinity markets.

With more than 24 years of marketing experience partnering with over 200 of the world's leading banks and insurers, ReMark has generated in excess of EUR 1 billion in total business value for partners and clients in over 45 countries.

SCOR participates from ReMark's market leadership in the direct sale of life and personal accident insurance products to financial establishments by acting as the primary quota share reinsurer for its clients. This very profitable business partnership further enables SCOR to be present throughout the insurance value chain, allowing it to promote its wide range of products and services in the fields of product development, financial solutions, training, pricing and underwriting. Through ReMark, SCOR also offers its clients the possibility of optimising their client base by using direct marketing techniques for Life and personal accident insurance products.

SCOR anticipates strong growth potential in emerging markets such as the markets covered by ReMark and ESG Direct Marketing in Asia. SCOR itself is dedicating significant human and financial resources to this geographic area.

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