SCOR Investor Day 2018 September 5, 2018, Paris

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## SCOR is powering ahead

VISION IM ACTION



### Disclaimer

Certain statements contained in this presentation and any documents referred herein are forward-looking statements, considered provisional. They are not historical facts and are based on a certain number of data and assumptions (both general and specific), risks and uncertainties that could cause actual results, performance or events to differ materially from those in such statements.

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, as due to their nature they are subject to known and unknown risks and uncertainties.

As a result of the extreme and unprecedented volatility and disruption related to the financial crisis, SCOR is exposed to significant financial, capital market and other risks, including variations in interest rates, credit spreads, equity prices, currency movements, changes in government or regulatory practices, changes in rating agency policies or practices, and the lowering or loss of financial strength or other ratings. Forward-looking statements were developed in a given economic, competitive and regulatory environment and the Group may be unable to anticipate all the risks and uncertainties and/or other factors that may affect its business and to estimate their potential consequences.

Any figures for a period subsequent to June 30, 2018 should not be taken as a forecast of the expected financials for these periods and, except as otherwise specified, all figures subsequent to June 30, 2018 are presented in Euros. "Optimal Dynamics" 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.

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

Information regarding risks and uncertainties that may affect SCOR's business is set forth in the 2017 reference document filed on February 23, 2018 under number D.18-0072 with the French Autorité des marchés financiers (AMF) and 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 and information, whether to reflect new information, future events or circumstances or otherwise, other than to the extent required by applicable law. This presentation only reflects SCOR's view as of the date of this presentation.

Without limiting the generality of the foregoing, the Group's financial information contained in this presentation is prepared on the basis of IFRS and interpretations issued and approved by the European Union.

The first half 2018 financial information included in this presentation has been subject to the completion of a limited review by SCOR's independent auditors.

Numbers presented throughout this report may not add up precisely to the totals in the tables and text. Percentages and percent changes are calculated on complete figures (including decimals); therefore the presentation might contain immaterial differences in sums and percentages due to rounding.

Unless otherwise specified, the sources for the business ranking and market positions are internal.





### SCOR Investor Day 2018

08:00 - 08:30 Registration

08:30 - 08:45 Introduction

08:45 – 09:45 Theme 1: Expansion and Business Development

09:45 - 10:00 Q&A Panel

- 10:00 10:15 Coffee Break outside auditorium
- 10:15 11:15 Theme 2: Operational Optimization
- 11:15 11:30 Q&A Panel
- 11:30 11:45 Coffee Break outside auditorium
- 11:45 12:30 Theme 3: Innovation and Digitization

12:30 - 12:45 Q&A Panel

- 12:45 13:00 Closing remarks
- 13:00 14:30 Buffet lunch on the Terrasse









SCOR Investor Day 2018 September 5, 2018, Paris

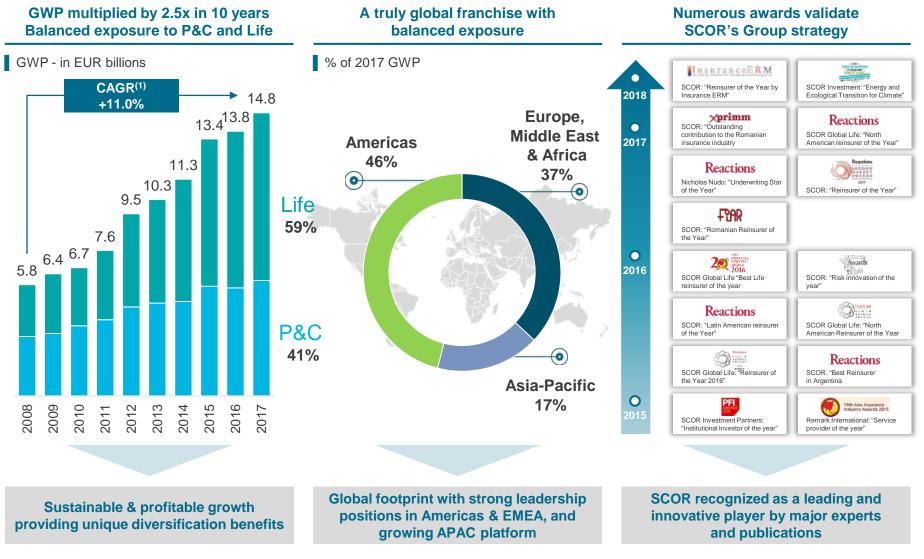
## SCOR is powering ahead

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Denis Kessler Chairman and CEO



### SCOR's independent model has generated significant growth across products and geographies to build a leading, balanced franchise, praised internationally

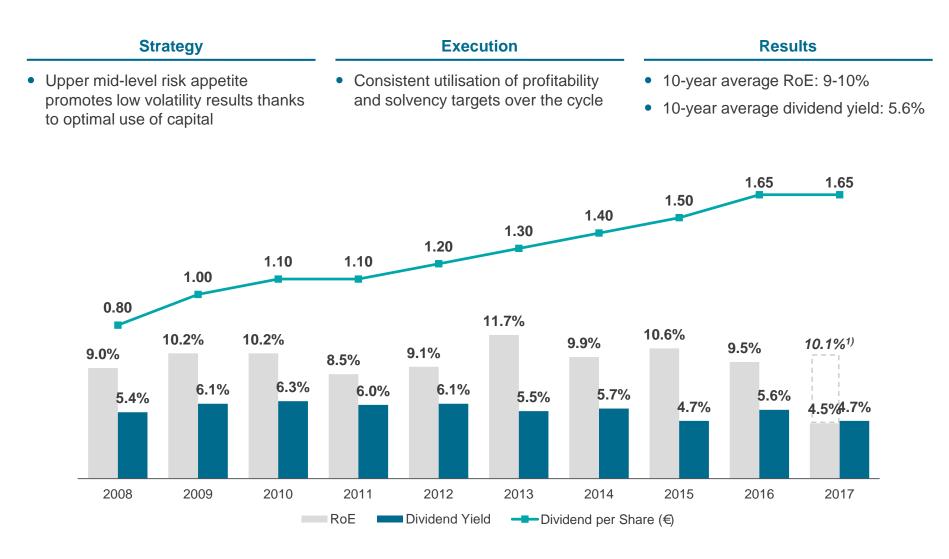


SCOR The Art & Science of Ris

1) Compound annual growth rate between 2008 and 2017 (at current FX)

6

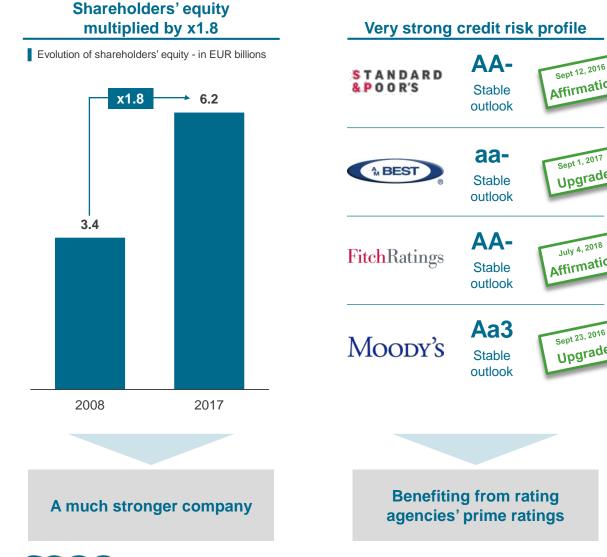
### SCOR has consistently delivered an attractive ROE and dividend yield



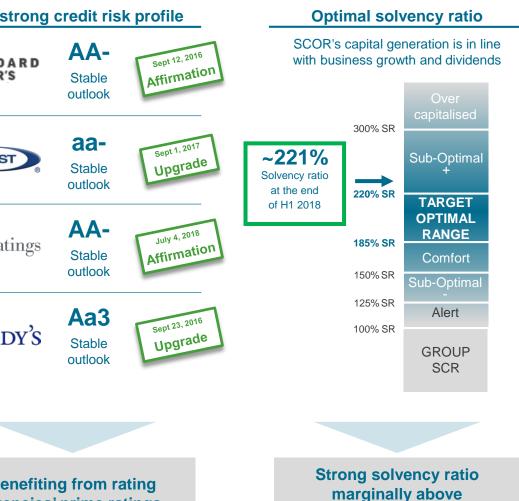




### Across all metrics, SCOR carries a strong financial profile



& Science of Ris



the optimal range

# SCOR is constantly anticipating and adapting to the forces affecting the (re)insurance industry

#### Forces affecting the (re)insurance industry



<u>**Trends</u>** (linear, hyperbolic, parabolic...) E.g. Risk universe expansion, increase in life expectancy, ...</u>



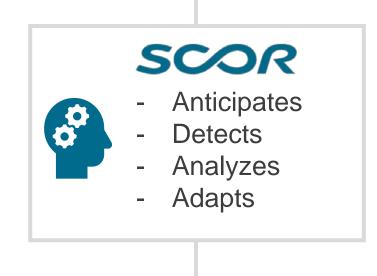
**Cycles** (regular, dissipative or explosive) E.g. P&C pricing cycle, credit cycle, economic and financial cycles, ...



**Shocks** (single or multiples) E.g. Nat cat events (HIMM<sup>1)</sup>), regulatory shocks (U.S. Tax Reform, change in U.K. Ogden rate), ...



**Contestability** (rupture / discontinuity) E.g. Financial contestability (ILS), technological contestability (blockchain, A.I.), ...





### SCOR is uniquely positioned to significantly benefit from the positive longterm trends that the (re)insurance industry offers

#### Three positive dynamics are currently benefitting the reinsurance industry



Higher demand for risk cover Protection gap to be filled

Interest rates cycle reverting

# SCOR is ideally positioned to successfully take advantage from these trends

## SCOR leverages its recognized Tier 1 franchise to pursue its profitable growth expansion

- Worldwide presence covering risks in 160 countries with 38 offices, 3 global hubs across 5 continents
- Optimal diversification benefits (Life / P&C)
- Franchise growth opportunities in U.S. P&C and Life APAC
- Expansion into new platforms (MGAs, Lloyds, ...)

## SCOR's invested assets portfolio is well positioned to fully benefit from the rising interest rates cycle

- Completion of invested assets rebalancing
- Unique currency mix to implement differentiated investment strategies
- Financial contribution improvement from recurring yield



Technologies transforming the (re)insurance ecosystem

## SCOR harnesses technological developments to optimize operations and surfs on the efficiency frontier

- Embracement of new technologies (Blockchain with B3i, A.I.)
- Global integrated IT infrastructure to support growth ambition in the new risk ecosystem
- State-of-the-art fully approved internal model



# Thanks to its nimbleness and agility, SCOR successfully adapts to its evolving environment and absorbs shocks

## The reinsurance industry faces some challenges



**Destructive nat cat** 



Changing regulatory, political and accounting environment

Re-fragmentation of the world ?

**Shifting social expectations** 

## ... to which SCOR successfully responds and adapts

#### SCOR has further strengthened its robust capital shield

- Optimized coverage through both traditional retrocession and ILS whose efficiency was demonstrated again in 2017
- Issuance of a new USD 300 million cat bond in May 2018

#### SCOR timely reacts to regulatory changes and adapts

- U.S. Tax reform: Target solution being implemented
- Brexit: Creation of a French entity to write European direct business, previously written in the UK
- Solvency II: Project to merge SCOR's SEs to unlock up to EUR 200 million solvency benefit by Q1 2019
- IFRS 17 / IFRS 9: Implementation projects on track

## SCOR is attuned of political changes preventing the Group from severe losses

- Track-record of safely navigating through political uncertainties
- ~90% of capital held in strong currencies1) and strict FX congruency principle

#### SCOR pursues its long-term commitment to ESG matters

- Disengagement from key sustainability risks
- Highest standards for data protection ensured





### Being an independent global Tier 1 Group, SCOR has the conviction



# To be able to create superior value in the years ahead



That conditions are met to accelerate its profitable growth story to the benefit of shareholders



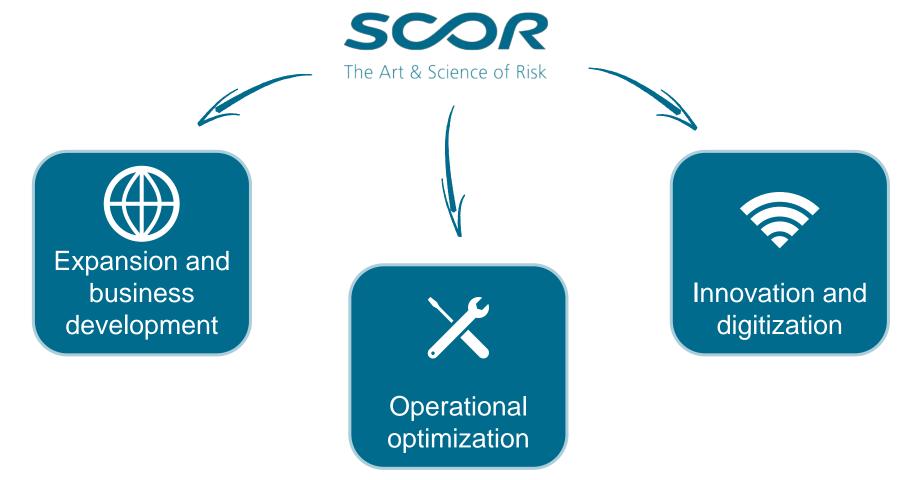
### SCOR's ambition is reinforced to reach the higher level

Benefiting from positive trends for the (re)insurance industry	SCOR leverages its recognized Tier 1 franchise and global presence to pursue its profitable growth ambition	<ul> <li>Expanding risk universe</li> <li>Growing demand for risk cover</li> <li>Increasing protection gap to be filled</li> </ul>	
Benefiting from the reversal of negative cycles	SCOR is uniquely positioned to significantly benefit from rise in cycles (interest rates, P&C)	<ul> <li>Asset portfolio well positioned to benefit from higher rates</li> <li>Business less exposed to inflation (short-tail P&amp;C book, Life focused on biometric risks)</li> <li>Structurally positioned to benefit from an improved P&amp;C environment</li> </ul>	
Increasing resilience to shocks	Thanks to its nimbleness, agility and robust capital shield, SCOR successfully absorbs shocks, preventing the Group from severe losses	<ul> <li>Superior risk management</li> <li>Optimized coverage relying on a wide range of risk mitigation techniques</li> <li>Capital shield further strengthened</li> <li>Track-record of safely navigating political uncertainties</li> </ul>	
Increasing investment in innovation and digitization to face contestability	SCOR harnesses technological developments to optimize operations and surfs on the efficiency frontier	<ul> <li>Pursuit of permanent transformation process to stay at the forefront</li> <li>State-of-the-art internal model</li> <li>Embracement of new technologies (Blockchain, A.I.)</li> </ul>	



### SCOR is powering ahead

To fully capture opportunities from the (re)insurance positive trends, SCOR takes strategic decision alongside three axes:





#### **EXPANSION AND BUSINESS DEVELOPMENT**



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## SCOR Global P&C Building from a strong base to capitalize on industry trends and maximize the advantages of being a large global (re)insurer

Victor Peignet CEO SCOR Global P&C



**SCOR Global P&C:** Building from a strong base to capitalize on industry trends and maximize the advantages of being a large global (re)insurer







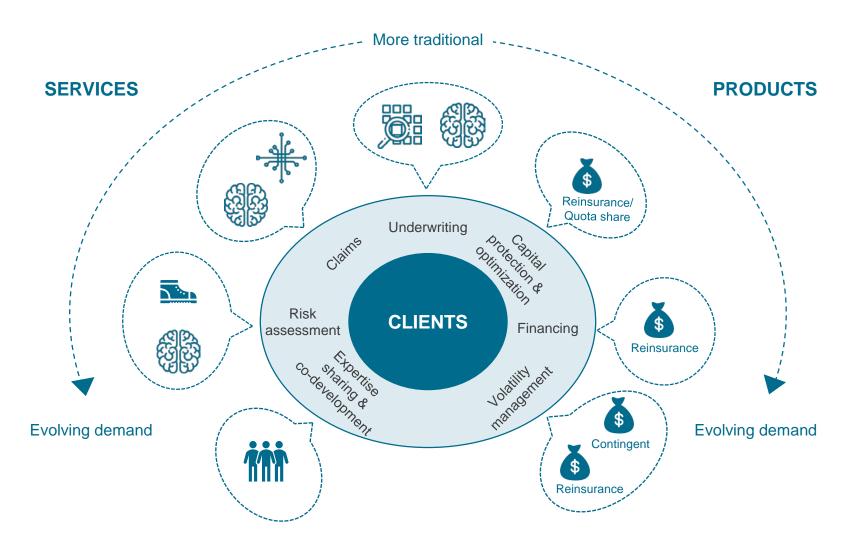
### Three major industry trends



#### Initiatives

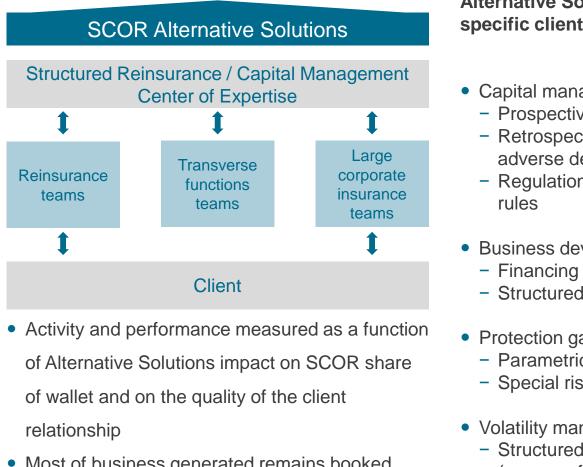
- Alternative Solutions fully operational
- Development of products & services
- Leveraging capital markets via retrocession
- Continuing major investments in core systems (e.g. Cat platform)
- Actively engaged in technology with P&C Ventures as project managers

### SCOR Global P&C is addressing the evolving needs of clients





# **Needs of Clients:** Alternative Solutions is at the forefront of product and solutions development for and with clients



 Most of business generated remains booked within traditional (re)insurance activities

P&C



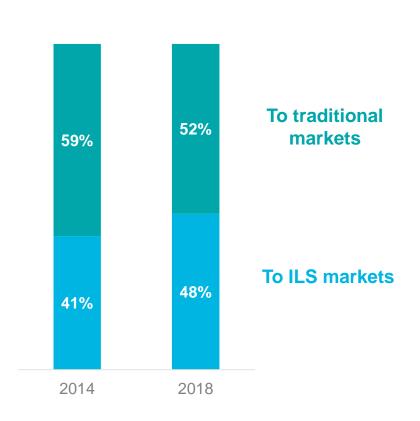
Three major industry trends | Four focus areas of "Vision in Action" | Leadership, culture, organization

# **Capital Markets:** SCOR Global P&C has been among the first adopters of alternative capital for the benefit of clients

#### Strong track record using capital markets for retrocession

- Core Cat program is roughly 50/50 traditional vs. ILS capacity
  - Consistent for many years
  - Program is very widely supported
  - All high-quality credit or collateralized
- Issued Cat bonds since 2001
  - Cumulative limit exceeds EUR 2.4 billion
  - Triggers have moved from parametric to indexbased, and perils covered are increasingly U.S. peak Cat
  - Latest EUR 300 million Cat bond issued in May 2018 was the first under the new UK regime that SCOR helped develop
- Overall, total SCOR Global P&C retro program reduces P&C underwriting risk by 25-30%



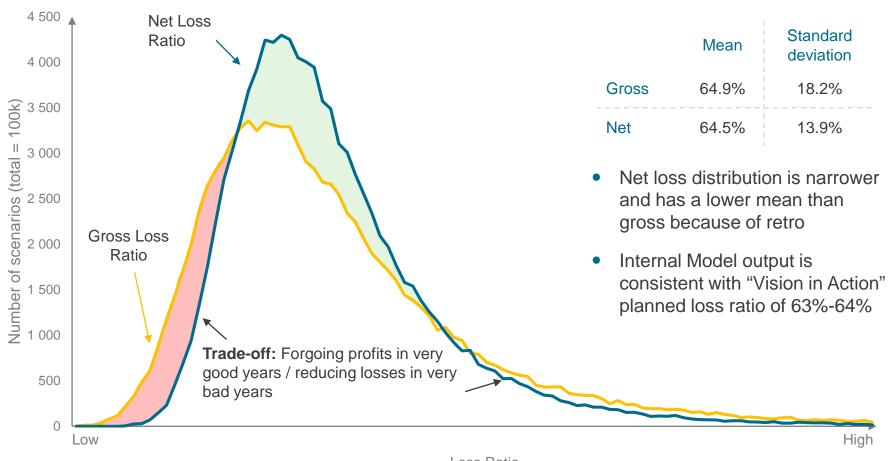


Capacity on SCOR's main Cat program<sup>1)</sup>



# **Capital Markets:** Capital markets-backed retrocession efficiently protects against tail events and reduces earnings volatility

#### Gross & net loss ratio distributions SCOR Global P&C SE – year-end 2018 estimate



SCOR P&C



# **New Technology:** SCOR Global P&C is harnessing new technology to reinforce its leadership

Internal development of core systems that drive competitive advantage

- Maintain one global IT backbone across all of SCOR: Omega
- Develop critical systems and processes internally
- Major investments in modules built off Omega
  - Cat platform (big data)
  - MGA tool Alpha
  - Claims platform
  - Single risk underwriting Forewriter
  - Pricing, planning, and reserving tools
  - Internal model



Partnerships with leadingedge tech companies and customers

- **Co-development** of tools, models, and leading-edge technological systems with focused experts
- **Reinsurance** for clients in innovation including ridesharing, telematics, cyber, motor extended warranty, etc.
- P&C Ventures
  - Investment, (re)insurance capacity, and technical expertise for young underwriting-oriented companies
  - To date: 5 investment and/or capacity deals; additional 3 in the latestage pipeline

Support for market-wide initiatives to solve the biggest challenges

 Market-wide initiatives to reduce frictional cost in (re)insurance placement



• Extend the use of insurance to build greater **resilience** and protection for vulnerable people



Insurance Development Forum

 Open-source modelling to expand coverage and democratize model usage

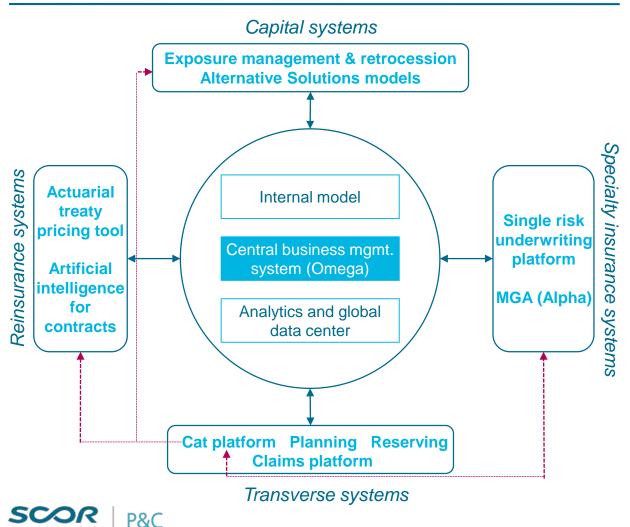


LOSS MODELLING FRAMEWORK



**New Technology:** SCOR Global P&C has developed a unique and integrated IT system – a critical asset to manage risks and serve clients consistently

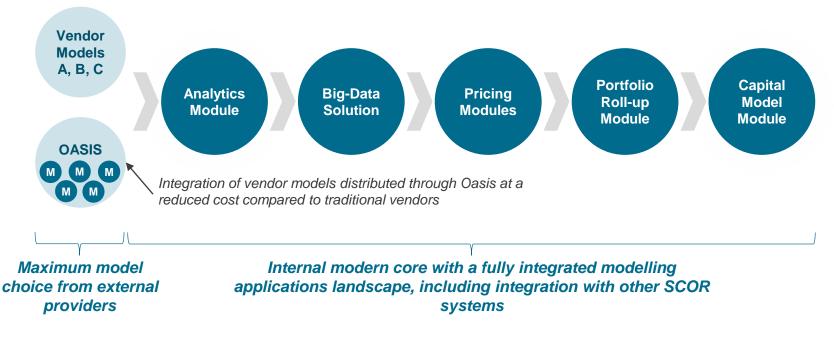
#### P&C integrated global information systems



- Continuously updating and improving IT infrastructure to incorporate new analytical capabilities
- Promoting a uniform and integrated approach to all tools
- Fully integrating Client Relationship Management
- Ensuring consistency to meet:
  - Management needs
  - Regulatory demands
  - Rating agencies requirements
  - Financial markets expectations



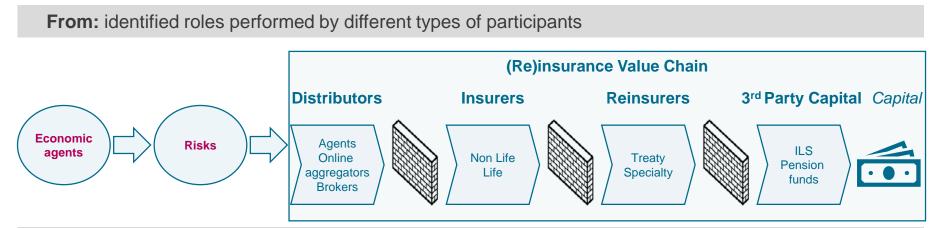
# **New Technology:** SCOR Global P&C benefits from a fully integrated Cat platform that incorporates a full suite of tools



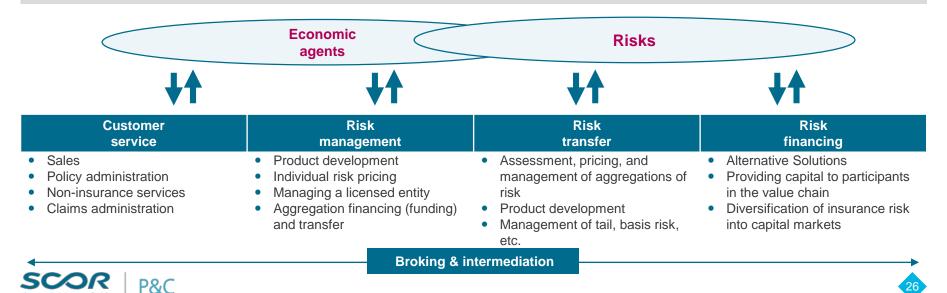
- Integrated applications enable efficient portfolio management in near real-time
- Workflow automation eliminates and reduces manual steps
- Modular design allows easy access to models to support pricing, portfolio, and capital modelling
- Flexible and modular landscape allows for continuous enhancement, including new model integration



### The (re)insurance value chain is gradually replaced by a risk ecosystem



**To:** functions, requiring market participants to either be the best at a single function within the system, or to be multi-functional and influential across the entire system



### On track in the four focus areas of "Vision in Action"



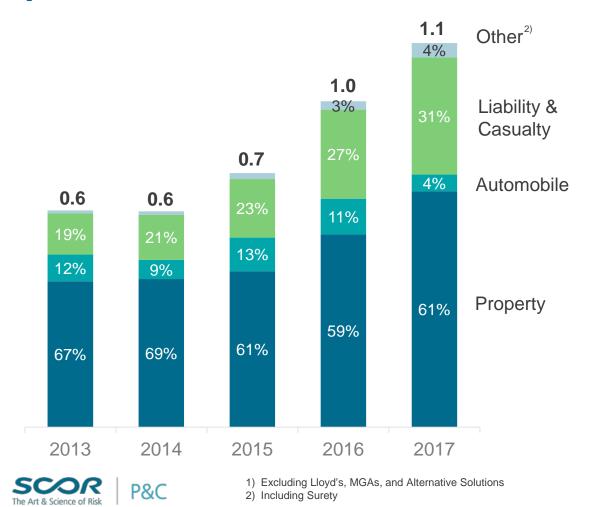
#### Initiatives

- Continuing to build Tier 1 franchise
- Establishing fully integrated Specialty Insurance London Platform
- Making organization more client-centric
- Deploying a fully dedicated platform

### U.S. P&C: SCOR Global P&C continues its steady expansion

#### U.S. Treaties & Specialties earned premium<sup>1)</sup>

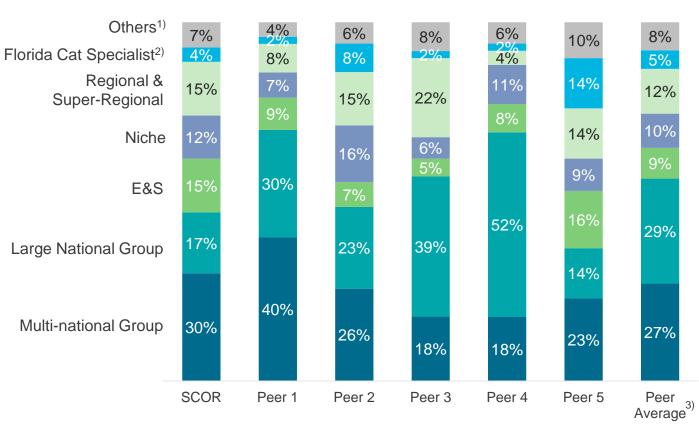
In USD billions



- Steadily regaining a position in the US consistent with SCOR's other markets
- Recent growth has been across lines with a consistent mix of property vs casualty
- Casualty focuses on smaller, non-system risks with high diversification
- Little or no appetite for standalone workers compensation and commercial auto, especially longhaul trucking

# **U.S. P&C:** SCOR enjoys a well-diversified client base with opportunities to grow with national groups

#### 2017 reinsurance assumed by non-affiliates split by U.S. client segment



- SCOR has a strong position in multinational groups (served globally) and US regional insurers
- Largest growth potential remains in Large National Groups, which respond to SCOR's strong balance sheet, technical knowhow, and low receivables position
- SCOR is first in line for attractive new business but not forcing itself onto programs

1) Others includes mostly monoline insurers

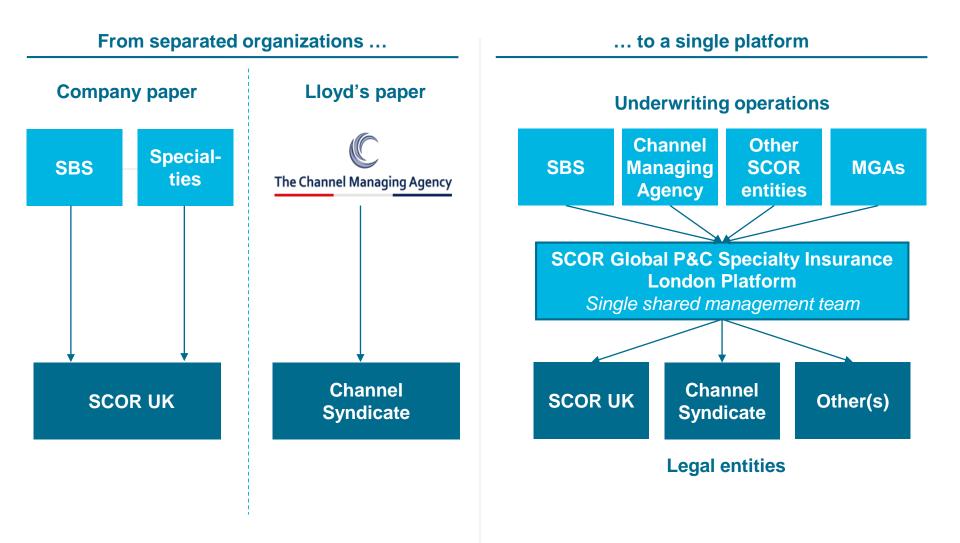
- 2) Including reinstatements after HIM and 2016 unearned premiums
- 3) Estimates based on the 10 largest relevant peers (incl. SCOR) which include Arch, Berkshire Hathaway, Everest Re, Hannover Re, Munich Re, Ren Re, Sompo, Swiss Re, Trans Re



P&C Source: Statutory filings. SCOR classified all U.S. statutory filers with DPW >\$20 million into one of the segments shown. We then analyzed Grouplevel Schedule F data from SNL for the competitors shown and classified all unaffiliated reinsurance relationships according to the segmentation defined in advance

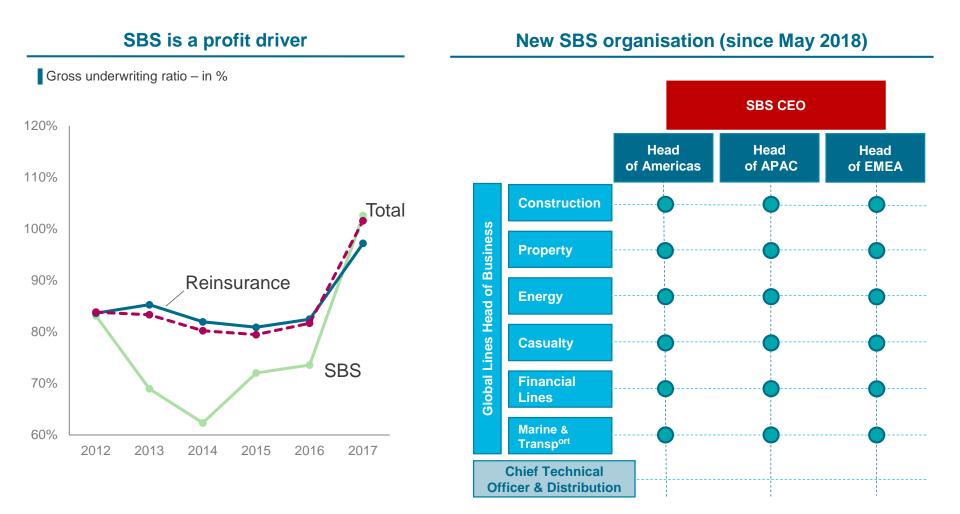


# **International P&C:** The Specialty Insurance London Platform will unlock value by optimally placing business on SCOR balance sheets





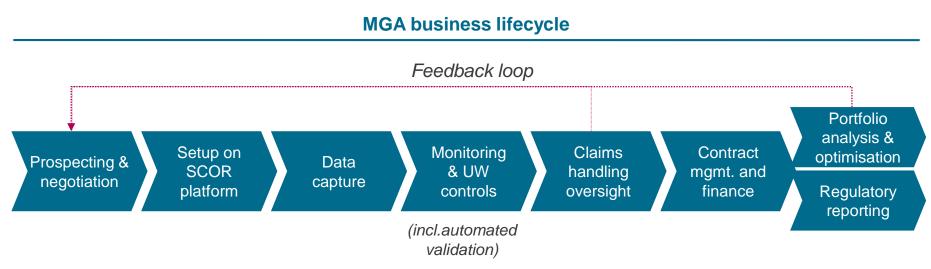
# Large Corporate Insurance: SCOR Business Solutions (SBS) is driving profit through client relationships, proximity, and product breadth



For detail, see press release dated May 16, 2018



# **MGAs:** SCOR Global P&C has successfully developed Alpha, its MGA platform enabling automated underwriting checks & reporting to support growth



- SCOR supports six high-quality U.S. MGAs generating over USD 220 million in premium
  - Additional MGAs supported via Channel Syndicate and Essor (Brazil)
- The Alpha platform is aligned and linked with other tools, including...
  - Omega (underwriting and accounting)
  - Cat platform
  - Document management system
  - Claims platform
  - Channel Syndicate



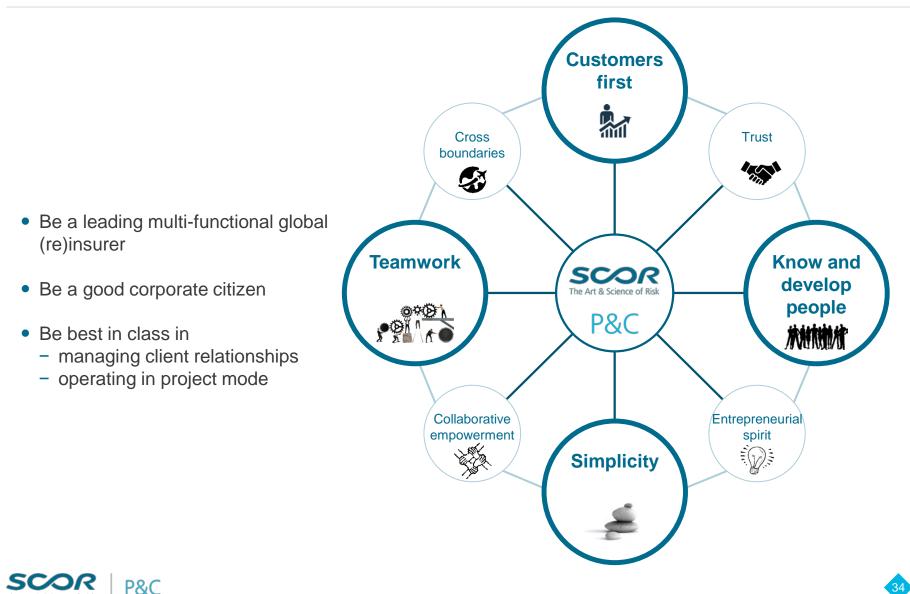
### Enablers: leadership, culture, organization



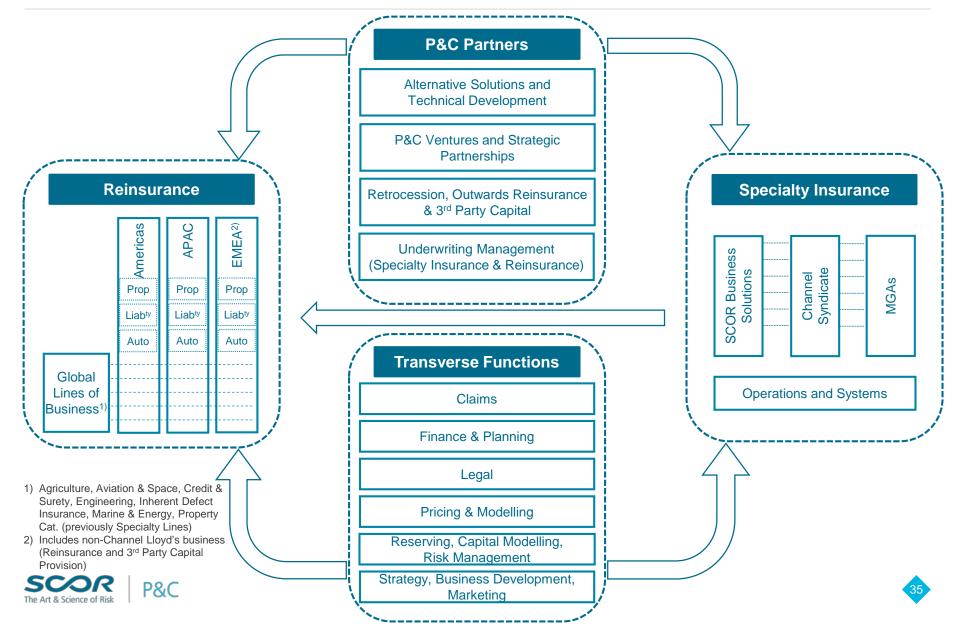




# SCOR Global P&C is pursuing a journey to refine and enhance leadership principles and culture



# SCOR Global P&C will be organized around three business areas plus transverse functions, which will all cooperate for clients' benefit



# P&C Partners will be a global technical and expertise center for business development

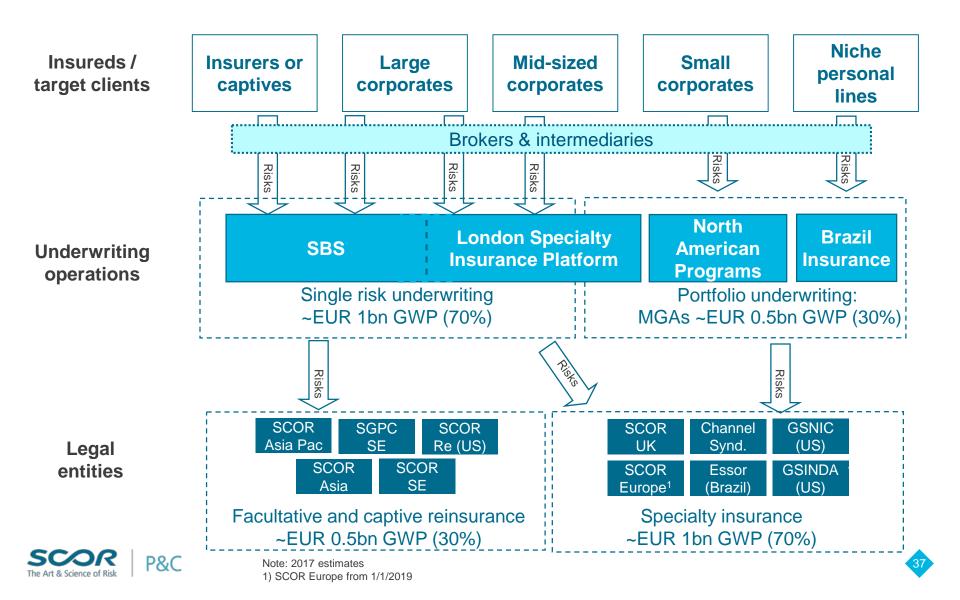
P&C Partners				
Alternative Solutions and Technical Development	P&C Ventures and Strategic Partnerships	Retrocession, Outwards Reinsurance and 3 <sup>rd</sup> Party Capital	Underwriting Management	
<ul> <li>Development of customized, non- traditional, and new products / solutions</li> </ul>	<ul><li>InsurTech investments</li><li>Tech partnerships</li><li>Expertise sharing</li></ul>	<ul> <li>Retrocession and outward reinsurance design and management</li> <li>Internal retrocession and reinsurance pricing</li> </ul>	<ul> <li>Risk appetite articulation</li> <li>Underwriting guidelines development and risk assessment</li> </ul>	
Alternative Solutions Committee	Ventures Committee	Retro & Outwards Reinsurance Committee	Underwriting Committee	

Dedicated decision-making committees led by P&C Leadership Team members provide rapid responses, promote consistency, and provide clear pathways for innovative ideas





## The Specialty Insurance integrated platform will unlock value by optimally placing insurance risks on SCOR balance sheets



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## SCOR Global Life Successfully executing on "Vision in Action", building the future through innovation

Paolo De Martin CEO of SCOR Global Life

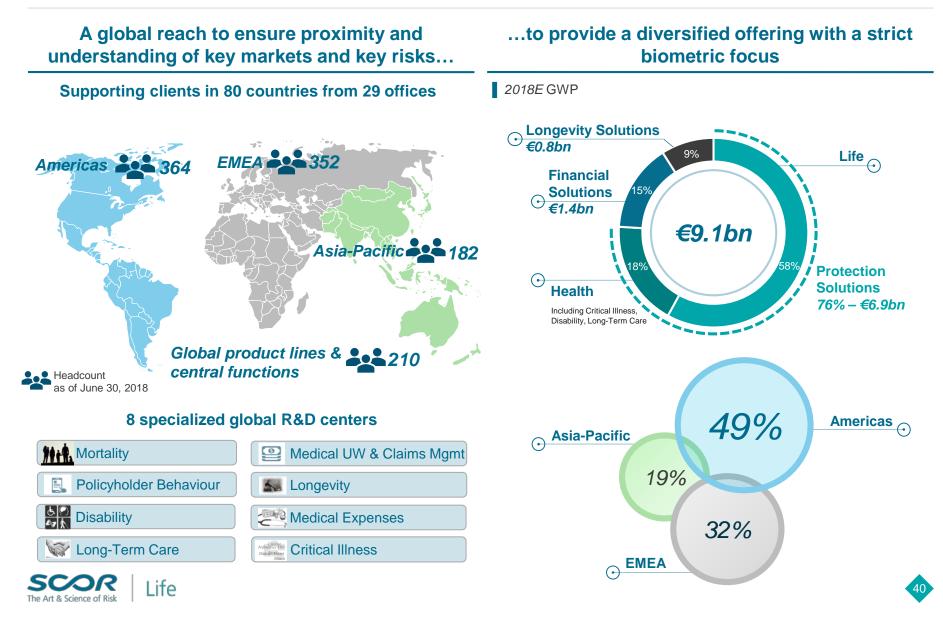


## The SCOR Global Life Way

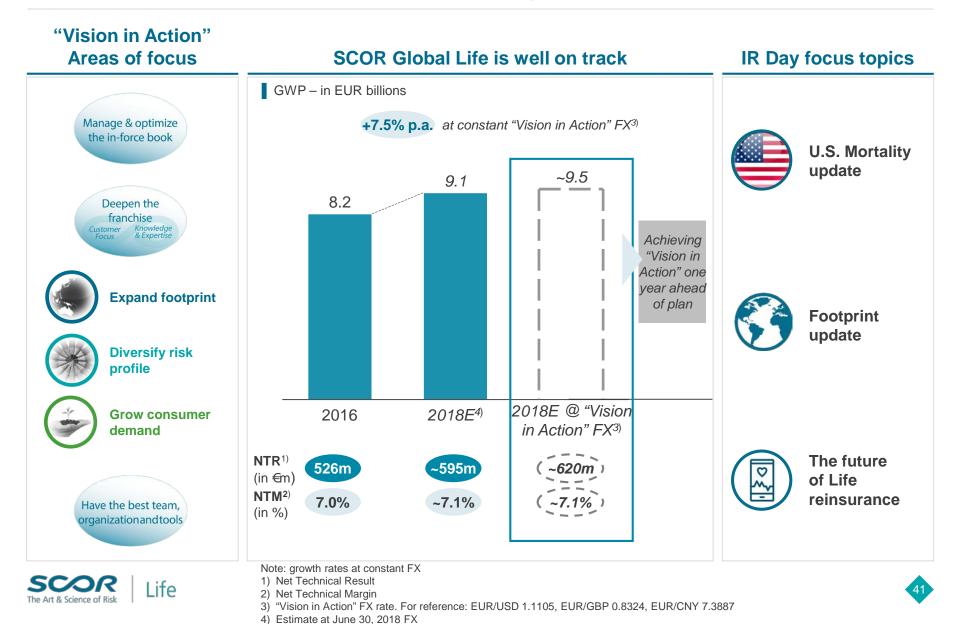
The SCOR Life way	Clear risk appetite	<ul> <li>Strict and consistent focus on biometric risks</li> <li>Strong ERM framework ensuring full alignment between growth, profitability and solvency</li> <li>Retentions per life controlled with retrocession to manage volatility</li> </ul>
	Deep client & risk focus	<ul> <li>Market-facing, client-focused &amp; performance-driven organization</li> <li>Investment in knowledge to develop innovative solutions</li> <li>Clear understanding of the risks with transparent communication</li> </ul>
	Differentiating expertise	<ul> <li>Thorough R&amp;D work across 8 specialized global R&amp;D centers</li> <li>Investment in people and tools to ensure long-term sustainability of differentiating expertise</li> <li>Partnerships with industry-leading organizations and stakeholders</li> </ul>
	Tier 1 diversified global franchise	<ul> <li>Strong leadership positions in Americas and EMEA</li> <li>Tier 1 status achieved in APAC with solid foundations in key markets</li> <li>Complete offering of Protection, Financial &amp; Longevity and Distribution Solutions</li> </ul>
	Solid, healthy and performing in-force book	<ul> <li>Strong technical results and margin and significant value creation</li> <li>Consistent cash contribution to the Group</li> <li>Clear framework in place to manage and optimize the book</li> </ul>
	Efficient, innovative & inclusive organization	<ul> <li>Investment in SCOR Life &amp; Health Ventures and in technology to enhance digital offering and in tools to harness the power of data</li> <li>Focus on talent management and leadership</li> <li>Continuous attention to efficiency with new systems developments</li> </ul>
SCOR Lui		



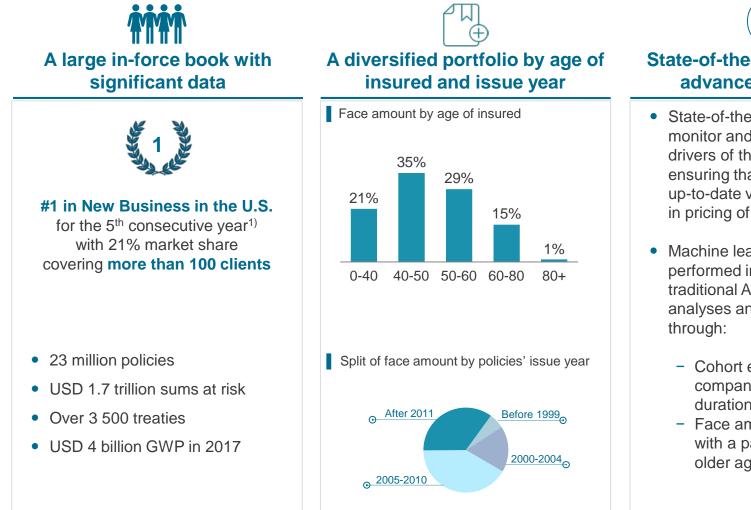
## SCOR Global Life is a well established global diversified franchise



## SCOR Global Life is successfully executing on "Vision in Action"



### SCOR Global Life has a large and diversified U.S. mortality business





## State-of-the-art R&D teams & advanced technology

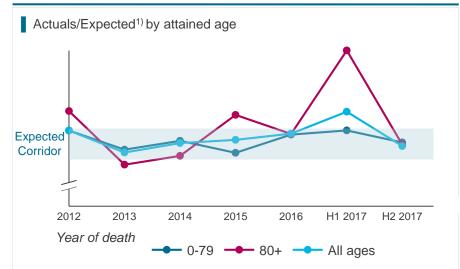
- State-of-the-art R&D teams monitor and analyse the key drivers of the mortality block, ensuring that most up-to-date views are considered in pricing of new portfolios
- Machine learning is being performed in addition to more traditional Actuals/Expected analyses and in particular to go through:
  - Cohort effect both by company, age and policy duration
  - Face amount differentials, with a particular focus at the older ages





## SCOR Global Life experienced some adverse mortality but reverted back to the expected corridor

## Adverse mortality on deaths at older ages experienced in H1 2017 reverted back to the expected corridor in H2 2017



- Adverse experience in H1 2017 was observed on deaths at older ages (>80), driven by a few specific clients and a higher claims size
- Incurred death claims in H2 2017 have reverted back to the expected corridor
- Generally, as new data continue to emerge, Older Age Mortality assumptions become more credible while still requiring significant judgment
- SCOR Global Life had revised its assumptions for older ages in Q4 2017 to reflect insights from experience analysis

## Adverse experience was not linked to slowdown in U.S. general population mortality

- SCOR's portfolio does not show the same mortality level and trend as the general population due to very different risk profiles: SCOR is weighted towards more educated population
- Additionally, SCOR's portfolio does not show elevated number of deaths due to drug overdoses (especially opioids) that the general population experiences

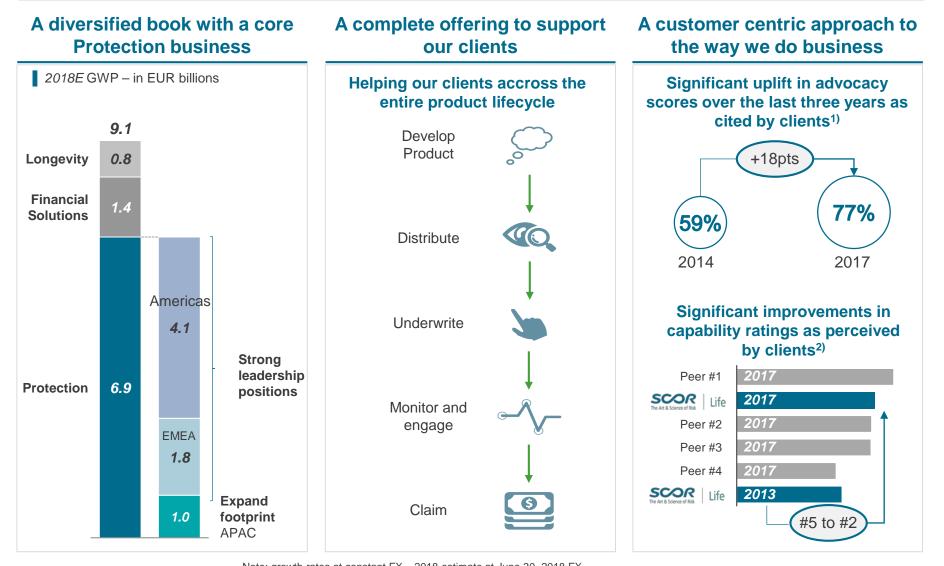
#### SCOR's portfolio allows for management actions

- The vast majority of older age business is ceded to SCOR in treaties with review clauses
- SCOR works with clients and retro-partners on treaties that are not performing as expected to optimize structures
- Clients are also assessing their books and taking cost of insurance increases at older ages that SCOR can share
- Finally, SCOR Global Life retrocedes any individual U.S. life exposure over USD 8 million which limits volatility





### SCOR Global Life business is built on a strong protection base



ce of Risk Life 1)

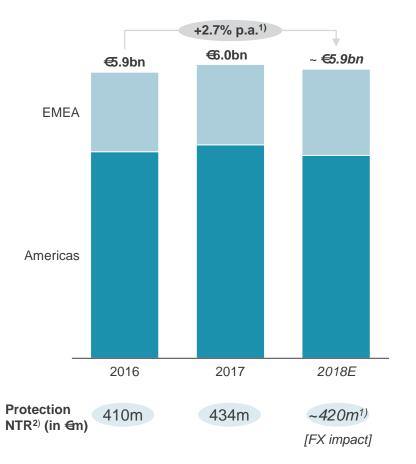
Note: growth rates at constant FX – 2018 estimate at June 30, 2018 FX
1) NMG Consulting Global Life & Health Reinsurance Study 2017 Client Advocacy Score (CAS) - SCOR Target market;

CAS = (Promoters – Detractors) / All citations
 NMG Consulting Global Life & Health Reinsurance Study 2017 Business Capability Index - SCOR Target market

# SCOR Global Life is maintaining and strengthening leadership positions in the Americas and EMEA

#### Strengthening leadership positions...

Protection Solutions – GWP



## SCOR Life

- Note: 2018 estimate at June 30, 2018 FX
- 1) At constant FX, GWP would be ~€6.2bn and NTR would be ~€440m in 2018
- 2) Net Technical Result
- 3) 2017 Munich Re SOA Survey for the U.S. Total market shares for the recurring new business, excluding Financial Solutions
- 4) NMG Consulting Global Life & Health Reinsurance Study 2017 Business Capability Index SCOR Target market



## ...while being recognized as a clear leader

America 2017"

3<sup>rd</sup> time in a row

Maintains its #1 ranking in

perception<sup>4)</sup> in

large markets

client

SCOR Global Life ranks #1 in the U.S.

for the 5<sup>th</sup> consecutive year<sup>3)</sup>

"Life Reinsurer of the Year, North

2017

France

Nordics

Italy

"Life Reinsurer of the Year in Italy for

the fourth consecutive year"

UK/Ireland

• Maintaining leadership position in the U.S.

Reactions

Strong recognized footprint in EMEA

**PF** 

# SCOR Global Life pursues strong growth in Asia-Pacific, successfully delivering on "Vision in Action"

## Protection Solutions - GWP +29% p.a. ~€975m €733m €593m 2016 2017 2018E Protection Solutions 47m 57m ~80m NTR<sup>1)</sup> (in €m)

**Expanding Asia-Pacific footprint at fast pace** 

### Achieving a Tier 1 position in Asia-Pacific



Since 2016 SCOR Global Life has been consistently improving its **business capability** ratings and **is now** ranked #1 as perceived by target clients<sup>2</sup>)

## A selective growth on key risks and key clients in vibrant economies, driven by strong macro-trends

- Regulation creates incentives to reduce protection gap
- New innovative products launched recently with the first Mid-end Medex product in China
- Selective growth in Critical Illness, as market matures

## Strong competitive position built on innovative product development strategy

- SCOR Global Life is building on a strong product development track record
- Strong relationships with all key insurers

#### SCOR Global Life is leader in profitable individual business and selectively growing in Group market to maintain profitability

- Over the last years, becoming a reinsurance market leader for individual life New Business in Australia
- Remaining cautious on Group Market
- Supporting the New Business leader in New Zealand



Note: growth rates at constant FX - 2018 estimate at June 30, 2018 FX

1) Net Technical Result

2) NMG Consulting Asia Pacific Life & Health Reinsurance Study 2017 Business Capability Index - SCOR Target market

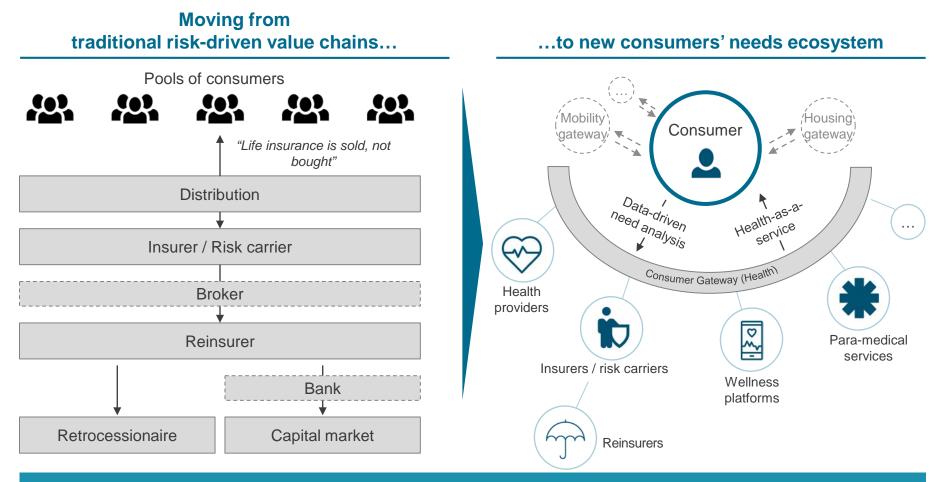


## Where is Life reinsurance going?





### Pace of change increasing in the Life insurance industry



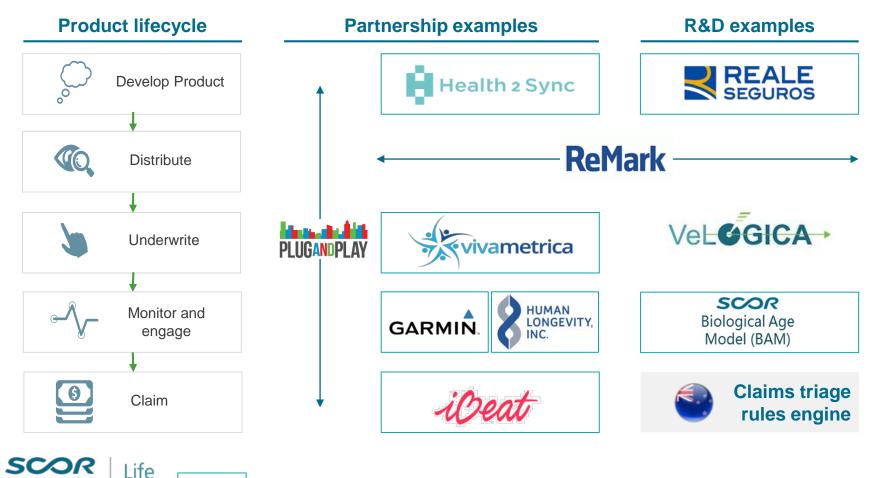
The change in the life insurance industry is challenging the traditional role of life reinsurers while offering new opportunities for growth





## SCOR Global Life focusing on supporting clients through the change

- SCOR Global Life's innovations focus on supporting clients through the changes in the life insurance ecosystem, helping them **deliver innovative solutions across the end consumer journey**
- SCOR Life & Health Ventures develop key partnerships around the world to enhance the value proposition and supplement innovation development from SCOR Global Life's in-house R&D teams





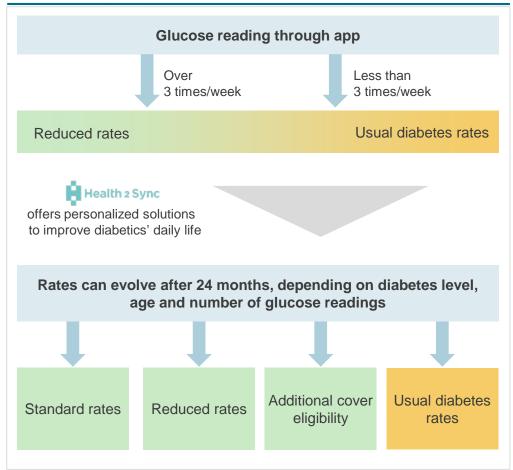
### In Hong Kong, SCOR Global Life designed a digital offer for clients' diabetes management with consumer-engaging app Health2Sync



- Health2Sync is a chronic disease management solution provider focusing in Asian markets
- It provides scalable diabetes management services through automation and data analytics
- The app and cloud-based analytics enable diabetics to track their data and obtain personalized care



#### SCOR Global Life's framework offers special rates by analyzing blood glucose based on data from Health2Sync

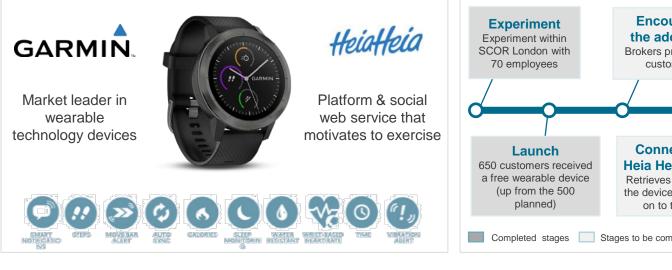




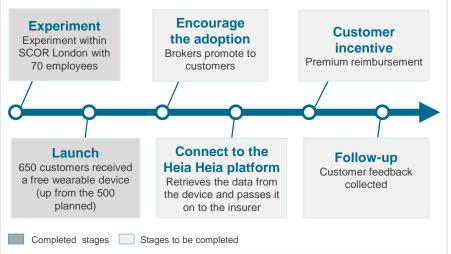
\$

In Ireland, SCOR Global Life partnered with a global insurer to launch a wearable-enabled wellness proposition

#### Partnering in development with leading companies



### Step-by-step market penetration and analysis



Strong partnership with involvement of SCOR Global Life in the product development



Client shows great interest in the progress and potential further learnings over the 2-year period



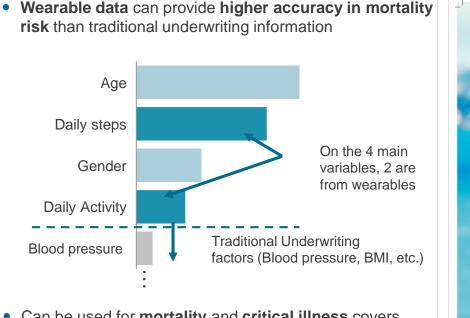




In South East Asia, created the Biological Age Model, a new risk assessment tool based on wearables to empower healthier lives

### Building a machine-learning risk model with **Vivametrica partnership**

### Engaging the customer with tailored incentives to live healthier



• Can be used for **mortality** and **critical illness** covers



- Reinventing underwriting with the simple input of 7 days of lifestyle data. predicting a tailored mortality and morbidity risk
- Transforming the customer experience by refunding to the customer the savings from the insurance risk through premium discount

#### SCOR is driving change in the Life insurance ecosystem:

- Change the way insurance is being supplied to promote healthier lives
- Use new sets of data to reinvent underwriting
- Make machine-learning part of actuarial and mathematical sciences in insurance industry





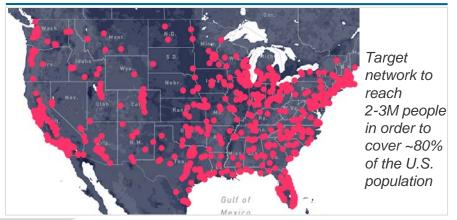


## In the U.S. working with *ipent* to increase survival rates in case of cardiac arrest

### A device that monitors heart rate, detects cardiac arrest and triggers emergency response



### "Hero network" (voluntary) of 1.3 million people with CPR Knowledge already in place



#### Connecting "heroes" with victims – "heroes" get a notification and directions to the victim

#### Chance of survival from sudden cardiac arrest over time 100% Providing a 24/7 witness, CPR, and a defibrillator Witness + CPR + AFD 50% can multiply chances of Witness + CPR 9.8x survival by 9.8x Witness —No witness 0% Prior to event Hospital admission Hospital discharge

### Improving survival rates by bringing help earlier to victims of cardiac incidents



Note: SCOR Global Life launches SCOR Life & Health Ventures and announces the venture's first strategic investment in and partnership with iBeat - https://www.scor.com/fr/medias/actualites-communiques-de-presse/scor-global-life-launches-scor-life-health-ventures-and CPR = Cardiopulmonary Resuscitation; AED = Automated External Defibrillator

### In Spain, leveraging on global R&D capabilities to help clients expand insurability



Innovation helps strengthening relationships with SCOR Global Life's clients while benefiting the end-consumer





# SCOR Global Life is successfully executing "Vision in Action", building the future through innovation

### SCOR Global Life is executing "Vision in Action"...

- Solid, healthy & performing in-force book, thanks to strong R&D capabilities
- Reinforcing the power of a diversified franchise:



Expanding the Protection footprint: Strengthening leadership positions in Americas and EMEA and achieved Tier 1 status in Asia



Diversifying the risk profile: Selectively growing longevity and profitability growing in the heterogeneous Financial Solutions markets



*Growing consumer demand:* Investing in technology to enhance clients' offering with local innovative propositions





...while successfully growing the franchise...







SCOR Investor Day 2018 September 5, 2018, Paris

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## SCOR Global Investments delivers on "Vision in Action"

François de Varenne CEO SCOR Global Investments



## The SCOR Global Investments way

The SCOR   Investments way	Holistic and dynamic capital-driven investment process	<ul> <li>One single investment process throughout the Group, designed to optimize financial contribution and capital allocation</li> <li>Strict risk appetite, preferences and tolerances</li> <li>Tactical Asset Allocation revised at least on a quarterly basis</li> <li>Active portfolio management<sup>1)</sup></li> </ul>
	Limited risk appetite for investment risk	<ul> <li>Strong focus on capital preservation, early detection of potential major shocks to prevent the Group from severe losses</li> <li>Strict monitoring of Strategic Asset Allocation, capital intensity limit and duration gap</li> <li>Strict FX congruency policy</li> </ul>
	Strong commitments on ESG policy	<ul> <li>Risk management (e.g. climate risk, carbon footprint, etc.)</li> <li>Exclusion policy (e.g. coal, tobacco)</li> <li>Impact investing (energy transition, life science, ILS)</li> </ul>
	Global implementation and risk monitoring	<ul> <li>In-house asset management company<sup>2)</sup></li> <li>Strict selection of external asset managers and external investment funds</li> <li>One global real-time asset management and reporting IT system</li> </ul>
	Third-party asset management	<ul> <li>Strict B-to-B model (only professional clients)</li> <li>Investment strategies managed by SCOR Investment Partners for SCOR opened to selected third party investors</li> </ul>







### "Vision in Action" roadmap

- Gear towards liquidity at 5%
- Close the duration gap by the end of "Vision in Action" by increasing invested assets duration
- Rebalance the investment portfolio thanks to additional degrees of freedom in the Strategic Asset Allocation, controlled by a strict capital intensity limit
- Reinforce the ESG policy

### "Vision in Action" assumptions

## Annualized return on invested assets

in the 2.5%-3.2% range over the plan





## SCOR has completed the rebalancing of its invested assets portfolio (1/2)

#### Evolution of SCOR's asset allocation since the launch of "Vision in Action"

In % of invested assets (rounded)	Q2 2016	Q2 2018	ViA illustrative portfolio <sup>1)</sup>
Cash	11%	5%	4%
Fixed Income	76%	81%	80%
Short-term investments	3%	0%	1%
Government bonds & assimilated	29%	22%	17%
Covered bonds & Agency MBS	9%	9%	14%
Corporate bonds	33%	49%	45%
Structured & securitized products	2%	1%	3%
Loans	4%	4%	7%
Equities <sup>2)</sup>	2%	3%	2%
Real estate	4%	4%	4%
Other investments <sup>3)</sup>	3%	3%	3%
Average rating (fixed income)	AA-	A+	A+
Capital intensity <sup>4)</sup>	6.6%	7.4%	8.5%

#### Comments

- After a pause in H1 2017, rebalancing of the invested assets portfolio towards "Vision in Action" asset allocation resumed in H2 2017 and is completed since then
- SCOR Global Investments took advantage of higher interest rates and higher reinvestment yields:
  - continued deployment of the corporate bonds portfolio which reaches 49% at the end of Q2 2018 (+16pts vs. Q2 2017)
  - cash and short-term investments lowered at the 5% target defined for "Vision in Action" effective since Q4 2017
- Risk indicators are well in line with "Vision in Action" framework as of Q2 2018:
  - very high quality of the fixed income portfolio with an A+ average rating
  - capital intensity<sup>4)</sup> at 7.4% vs. a maximum set at 8.5% for "Vision in Action"



Investments <sup>1)</sup><sub>2)</sub>

4)

As presented during the September 2016 IR Day ("Vision in Action")

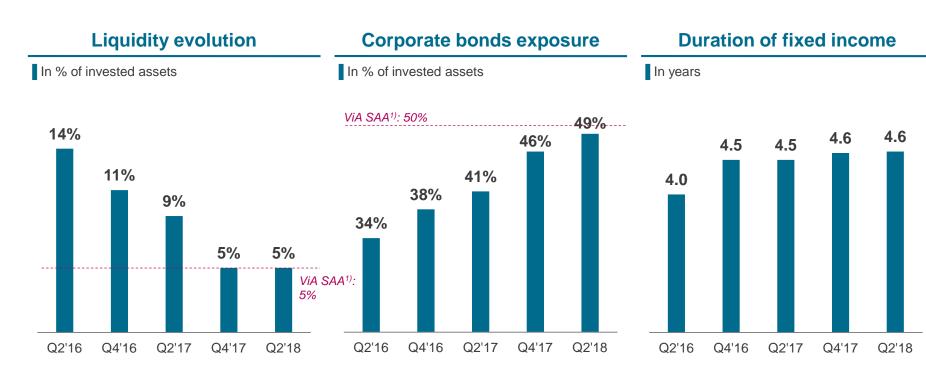
2) Including listed equities, convertible bonds, convex equity strategies

3) Including alternative investments, infrastructure, ILS strategies, private and non-listed equities

Capital intensity is defined as the VaR 99.5% 1-year of the portfolio (in % of invested assets)



## SCOR has completed the rebalancing of its invested assets portfolio (2/2)



- Liquidity reduced by 9 points since the beginning of "Vision in Action", reaching the target level
- Continued deployment of the corporate bonds bucket, in line with the risk appetite defined for "Vision in Action"
- Progressive increase of fixed income duration
- Duration of the overall invested assets of 4.9 years (at Q2 2018) vs. a neutral duration of 5.2 years<sup>2)</sup>



# The investment portfolio is well positioned within the risk limits defined for "Vision in Action"



#### Evolution of invested assets portfolio capital intensity<sup>1)</sup>

SCOR Global Investments copes with its capital intensity limit, and benefits from significant headroom to selectively add investment risks to its portfolio







# SCOR Global Investments maintains the high liquidity and quality of its fixed income portfolio

#### Fixed income portfolio key metrics

Average rating per asset class as of Q2 2018		
Short term investments	AA+	
Government bonds & assimilated	AA	
Covered bonds & Agency MBS	AAA	
Corporate bonds	A-	
Structured & securitized products	A-	
Global – Fixed income	A+	

Duration per asset class as of Q2 2018		
Short term investments	0.4 years	
Government bonds & assimilated	2.7 years	
Covered bonds & Agency MBS	5.9 years	
Corporate bonds	5.4 years	
Structured & securitized products	1.5 years	
Global – Fixed income	4.6 years	

### 2-year cash flow projection



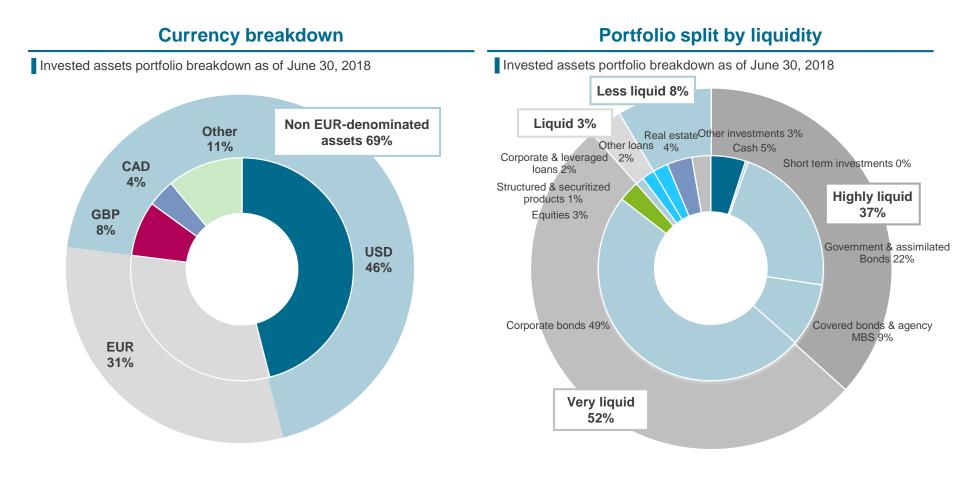
Cash at Q3'18 Q4'18 Q1'19 Q2'19 Q3'19 Q4'19 Q1'20 Q2'20 Total Q2'18





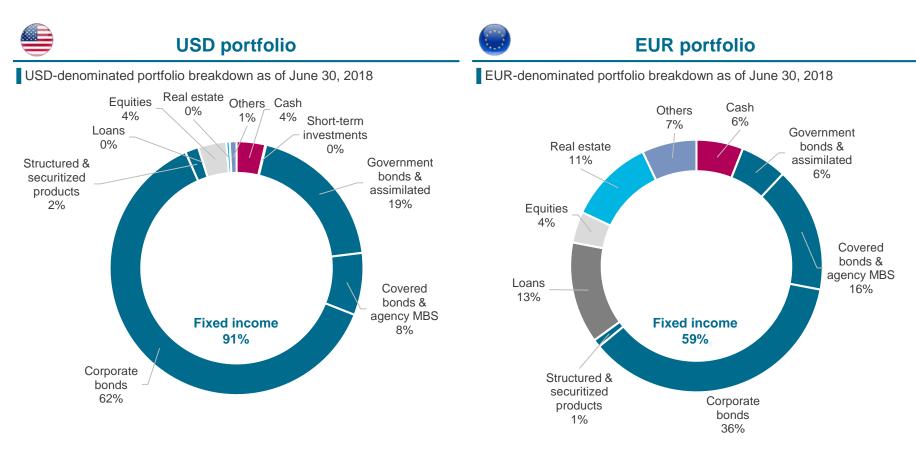


# SCOR's investment portfolio benefits from its unique currency mix to implement differentiated investment strategies by currency block (1/2)



- Only 31% of invested assets are denominated in EUR
- Current investment portfolio is highly liquid, enabling to quickly seize market opportunities

# SCOR's investment portfolio benefits from its unique currency mix to implement differentiated investment strategies by currency block (2/2)



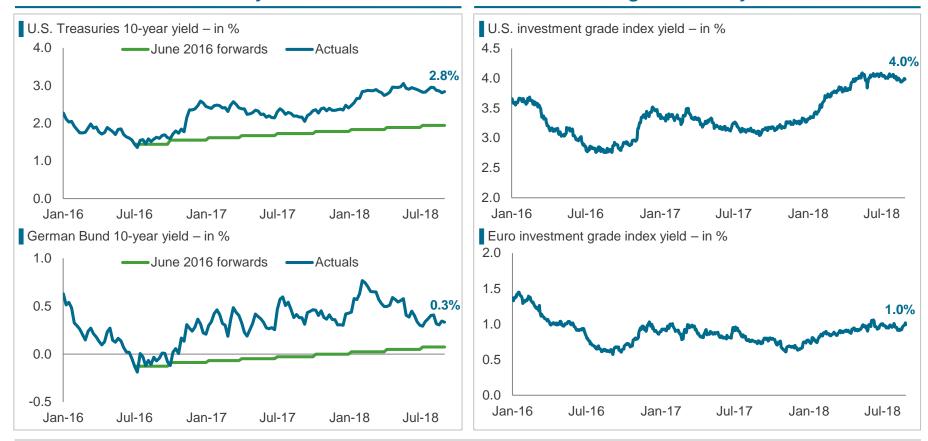
• Mostly fixed-rate products benefitting from higher absolute rates level

Investments

- Focus on high quality issuers in the corporate bonds space
- Limited exposure to cash, government bonds and corporate bonds to limit impact of very low interest rates
- Increased focus on credit risks, and more specifically on loans



# Global rates and credit markets are better oriented overall compared to "Vision in Action" assumptions



Government bond yield evolution Investment grade credit yield evolution

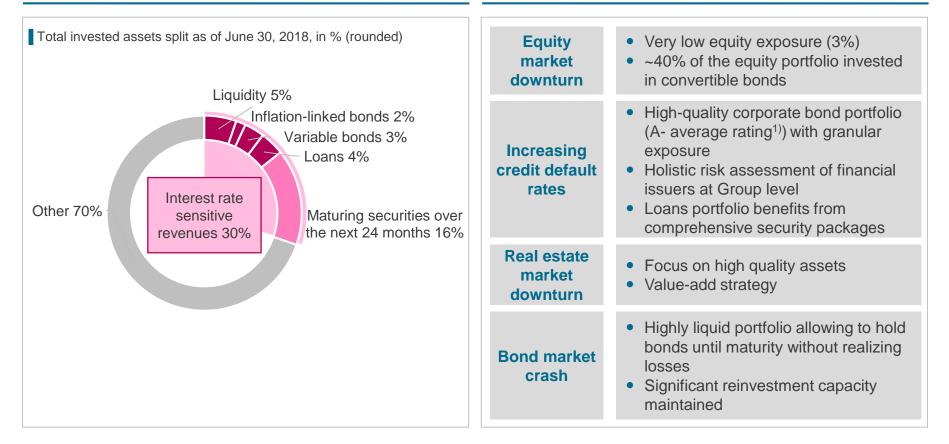
Compared to market conditions retained for the preparation of "Vision in Action", government and corporate bonds yields are significantly higher in USD compared to beginning of 2016 levels, while the situation in EUR remains muted

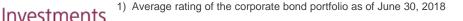


# Current investment portfolio positioning allows for earlier and stronger benefit from the rising interest rates cycle

#### A significant portion of invested assets will benefit from an interest rate / inflation increase

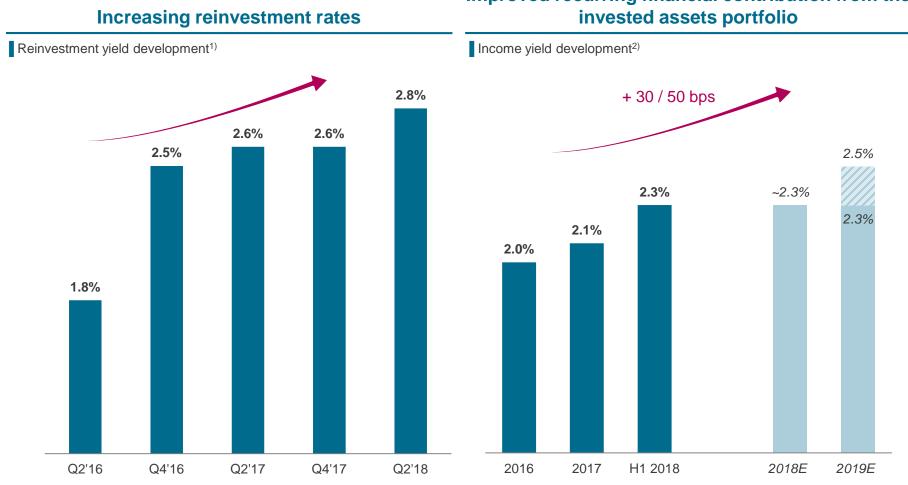
## Protective features of the investment portfolio in case of a severe market downturn







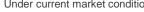
### Since 2016, SCOR Global Investments has delivered a continuing increase in the income yield



Improved recurring financial contribution from the



1) Corresponds to marginal reinvestment yields based on end of quarter asset allocation of asset yielding classes (i.e. fixed income, loans and real estate), according to current reinvestment duration assumptions and spreads 2) Under current market conditions



# SCOR Global Investments continues to reinforce its ESG policy on investments

## Publication of the ESG report on investments





#### **Key achievements**

#### Managing climate risk

- assessment of the physical risk of certain assets of the portfolio
- investment in ILS solutions to adapt to the consequences of climate change



#### • Financing the transition to a low carbon economy

- a EUR 1.2 billion bucket of "green investments" as of end of 2017, representing 6.5% of the total invested assets
- "green value creation" through the real estate business cycle



- companies deriving more than 30% of their turnover from coal and companies listed in the GCEL<sup>1</sup> as top 120 coal plant developers
- tobacco industry
- Improving the ESG coverage
  - non financial rating covers 83% of SCOR's portfolio as of end of 2017

## Active participation to the public debate on sustainable finance

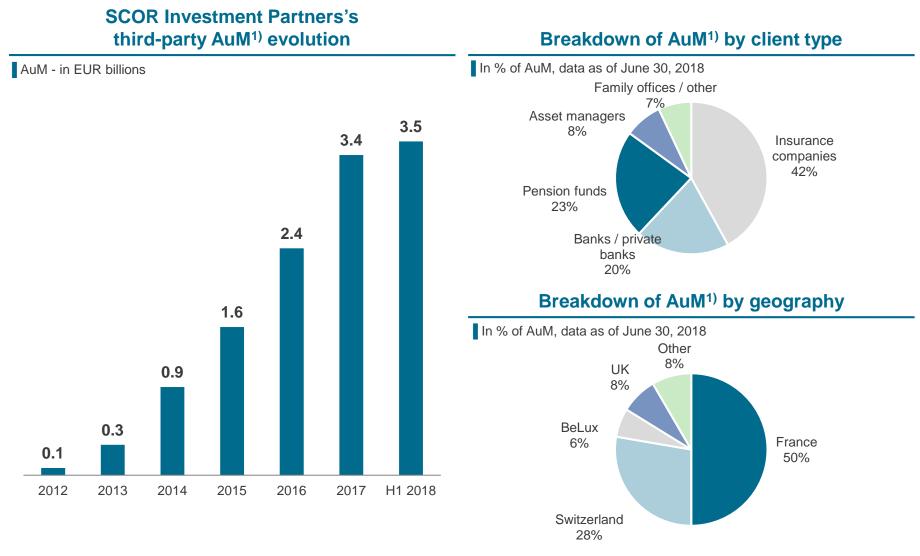
- regular invitations in round tables on ESG in investments (Moody's, Insurance ERM, the Sunrise Project...)
- election to EU Technical Expert Group on Sustainable Finance

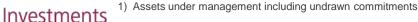






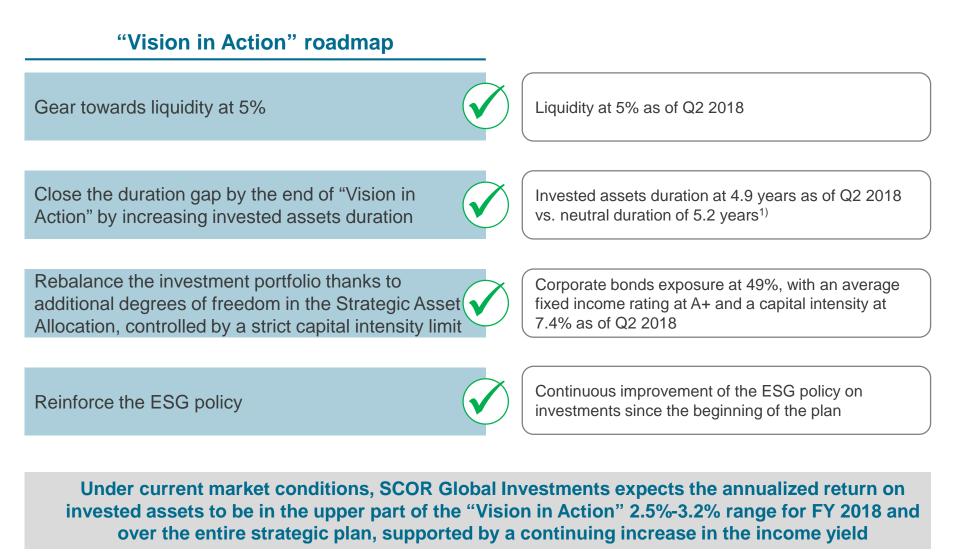
# SCOR Investment Partners accelerates its momentum in third-party asset gathering, supported by best-in-class performances







# SCOR Global Investments successfully delivers on "Vision in Action" and confirms the return on invested assets assumption







SCOR Investor Day 2018 September 5, 2018, Paris

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SCOR's established ERM framework and strong solvency support the successful execution of "Vision in Action"

> Frieder Knüpling CRO



## The SCOR Risk Management Way

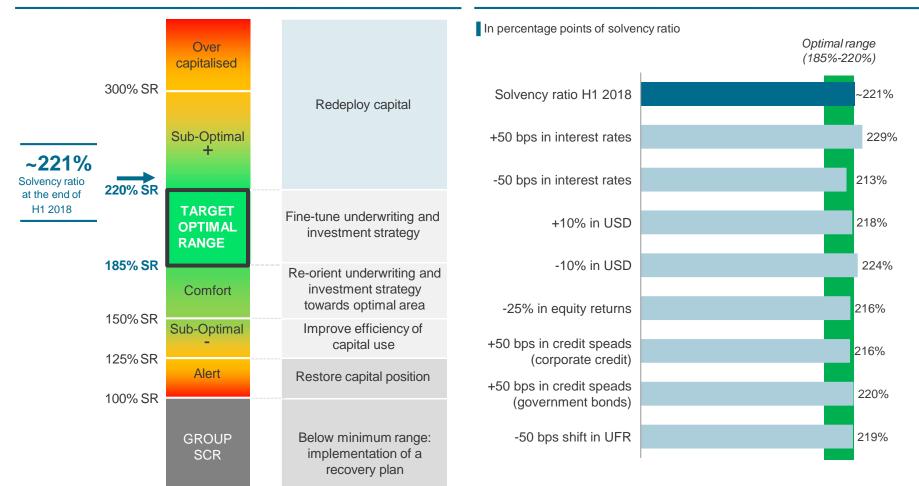
The Risk   Management way	Risk profile optimization	<ul> <li>In line with SCOR's strategic objectives, define and maintain the ERM framework</li> <li>Safeguard strict adherence to SCOR's risk appetite</li> <li>Optimize risk composition to provide superior diversification benefit</li> <li>Constantly refine and expand internal model to fully reflect SCOR's risk profile</li> </ul>
	Independent advice	<ul> <li>Support decision making by providing analyses and independent opinions on risks and business opportunities</li> <li>Work closely with the business divisions throughout the entire product development cycle</li> </ul>
	Highest standards	<ul> <li>Work to highest industry standards, following and promoting best practices</li> <li>Define the internal standards and mechanisms used to identify, assess, monitor and respond to SCOR's risks</li> <li>Employ advanced methods and technology, based on latest scientific research</li> </ul>
	Recognized expertise	<ul> <li>Continuously develop and promote SCOR's leading risk management expertise</li> <li>Maintain regular dialogue with internal and external stakeholders including staff, board, clients, shareholders, regulators, rating agencies, etc.</li> <li>Facilitate cross-divisional analysis and pooling of knowledge from all parts of the organization</li> </ul>



### SCOR's capital generation and diversified risk profile is accompanied by a strong solvency position and stable sensitivities

## SCOR's capital generation is in line with business growth and dividends

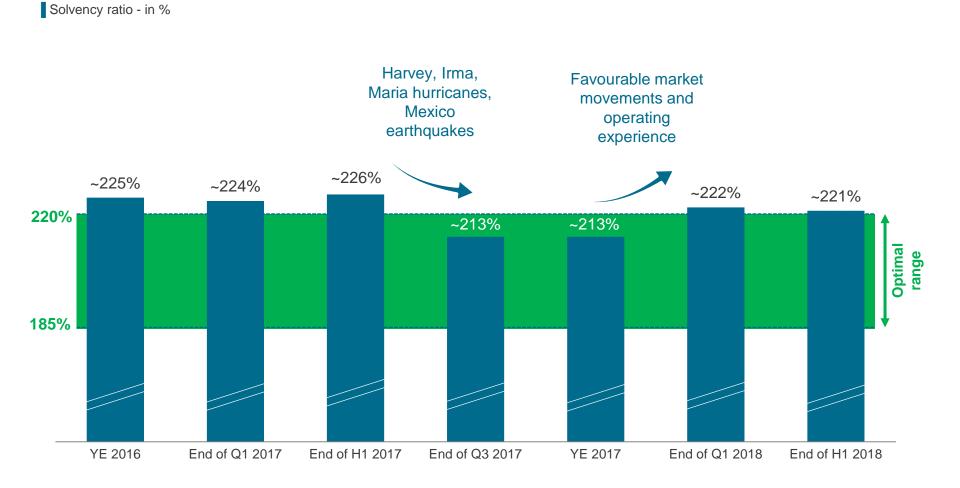
## Solvency ratio remains in or above the optimal range for all sensitivities<sup>1)</sup>







# SCOR's solvency ratio has remained within or marginally above the optimal range, thanks to strong capital generation



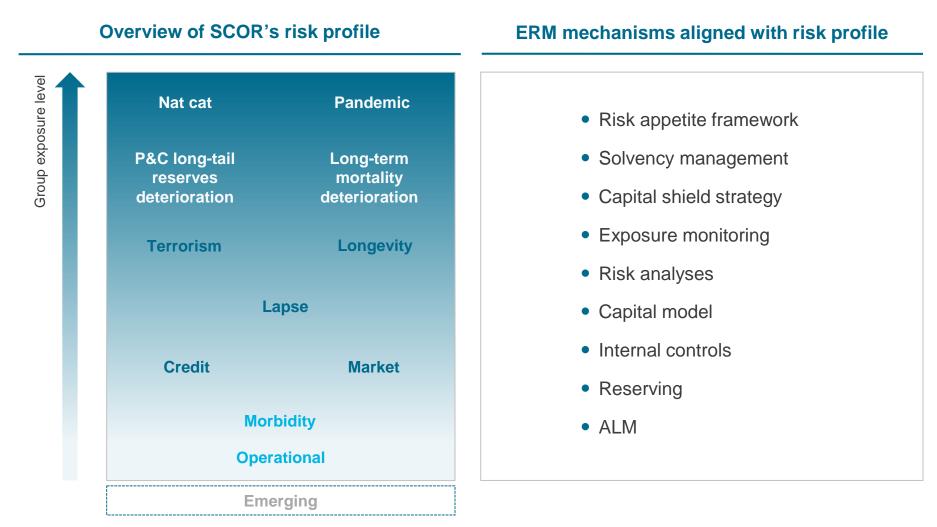


# SCOR's strong risk governance is supported by a large panel of Committees and Working Groups





### SCOR's comprehensive ERM framework covers the entire risk spectrum







# SCOR confirms its upper mid-level risk appetite and its robust and efficient Capital Shield strategy

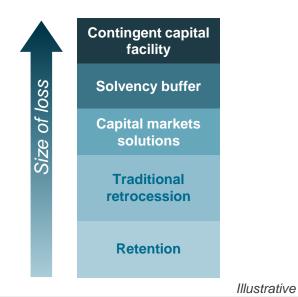
## SCOR confirms its upper mid-level risk appetite

- SCOR is maintaining:
  - An upper mid-level risk appetite
  - A high level of risk diversification
  - A robust capital shield strategy



## SCOR's innovative capital shield strategy provides optimal protection for the Group

- SCOR's robust capital shield ensures that exposures remain within the risk tolerance limits
- SCOR launched a 3-year contingent capital facility<sup>1</sup>, providing EUR 300 million coverage in case of extreme natural catastrophe or life events impacting mortality



#### Solvency buffer

• SCOR has set out a solvency scale with clear and well-defined buffers safeguarding the Group's franchise

#### **Capital markets solutions**

- Significant experience in ILS<sup>2)</sup> over the last 10 years
- SCOR's outstanding ILS currently provide USD 750 million capacity protection, including a new USD 300 million Cat bond covering North Atlantic Hurricane, North American Earthquake and Europe Windstorm

#### **Traditional retrocession**

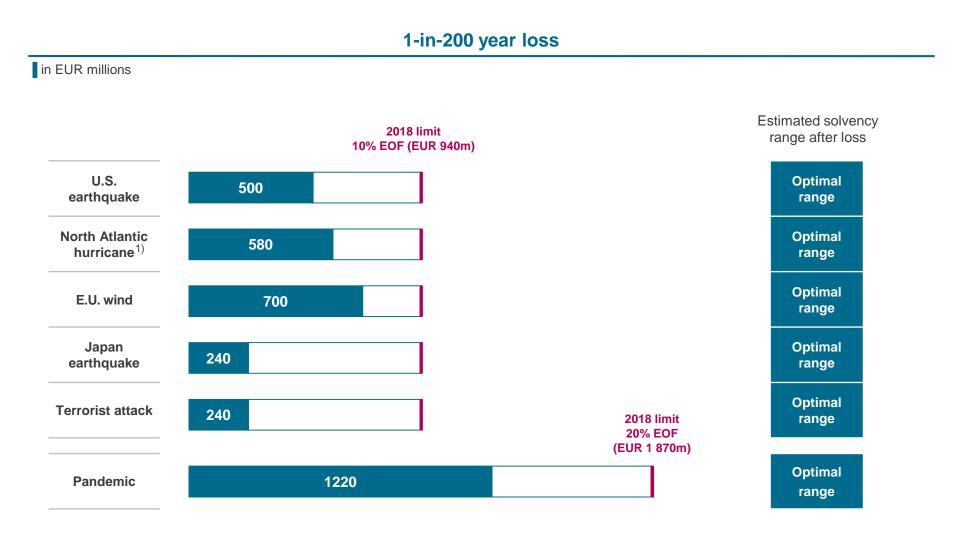
 Wide range of protections including Proportional and Non-Proportional covers (Per event / Aggregate)



SCOR announced the launch of the new 3-year contingent capital facility on December 15, 2016 (see press release)
 ILS stands for Insurance-Linked Securities (Cat bonds, mortality bonds and side car)



## SCOR closely monitors risk drivers and extreme scenario exposures against strict risk tolerance limits

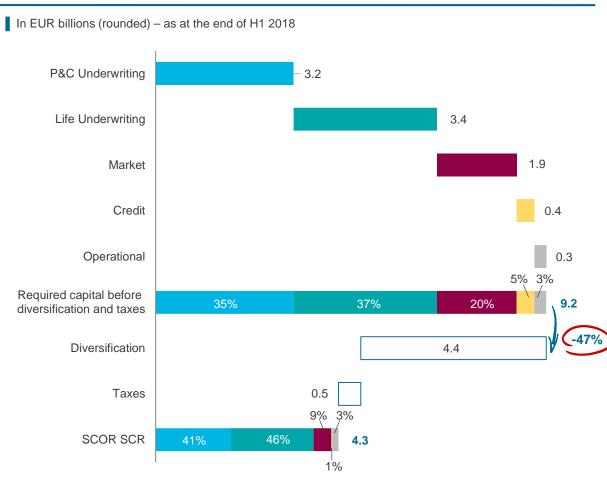




Exposures including expected New Business for 2018, net of risk-transfer instruments and tax haircut. 1) North Atlantic Hurricane is defined here to include losses from landfalls in the US, Caribbean, Canada and the east coast of Mexico.

# SCOR maintains a well-balanced risk composition that provides superior diversification benefit

#### H1 2018 risk capital breakdown by risk category

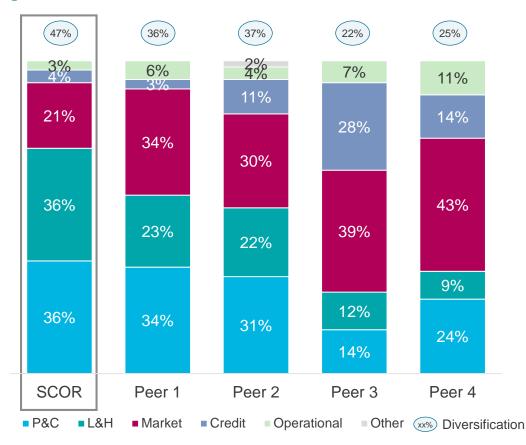


#### Remarks

- SCOR's balanced P&C and Life portfolio and business model strength reflect a very strong diversification benefit which is stable since YE 2017
- There is further substantial diversification within the risk categories shown
- SCOR's required capital is mainly driven by underwriting risks
- Market, credit and operational risks make a minor contribution to required capital



#### SCOR's well-balanced combination of P&C and L&H underwriting risks



YE 2017 composition of risk capital before taxes and diversification<sup>1)</sup> – in %

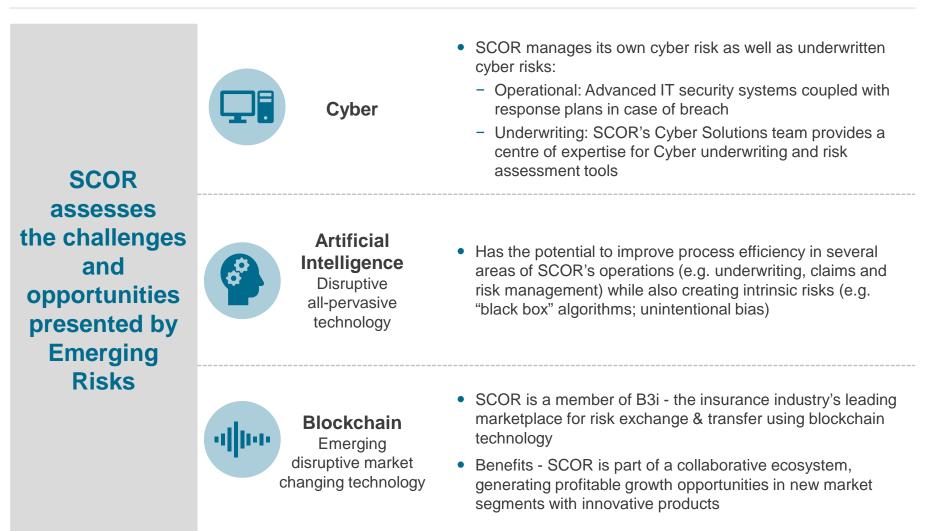
- Very strong diversification benefit of 47% reflecting the strength of SCOR's business model
- Optimally balanced portfolio between P&C and Life



Source: Companies reports; Note: totals may be different from 100% due to rounding Peers: Allianz, Generali, Hannover Re, Munich Re 1) Obtained as the "simple sum" of the capital required by each category

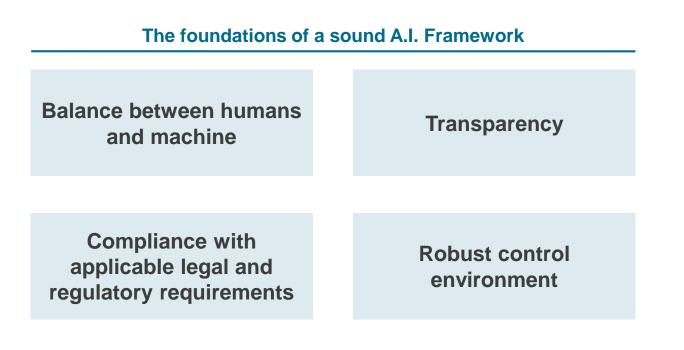


### SCOR has an established process to identify and assess the challenges and opportunities from Emerging Risks





# SCOR is using Artificial Intelligence to streamline business processes while managing the possible risks







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# SCOR maximizes value creation thanks to its active capital management

Mark Kociancic CFO



### The SCOR Finance Way

The         Finance ways	Strong solvency and capitalization	<ul> <li>Ensure SCOR's solvency remains within the optimal range of the solvency scale</li> <li>Secure ratings that are required to successfully execute the strategic plan</li> </ul>
	Financial flexibility	<ul> <li>Retain high financial flexibility by securing low-cost long-term financing to support the Group's strategic plans</li> <li>Optimize SCOR's gearing with a leverage ratio in the range of 20% to 25% by using its debt efficiently</li> </ul>
	Strong liquidity and fungibility	<ul> <li>Ensure a strong level of liquidity and operating cash flow</li> <li>Ensure SCOR's capital is securely and efficiently located in the most advanced economies, and held in major currencies</li> </ul>
	Attractive shareholder remuneration	<ul> <li>Remunerate shareholders on the basis of a well-defined, sustainable dividend policy</li> <li>Favor cash dividends, and if relevant include special dividends or share buy-backs</li> </ul>
	Seeking value and minimizing risks	<ul> <li>Evaluate M&amp;A opportunities within the Strategic Plan and cornerstone parameters</li> <li>Tax compliance</li> <li>Monitoring of global legal entities' financial performance and capital efficiency</li> </ul>



SCOR's effective capital management philosophy is driven by key principles

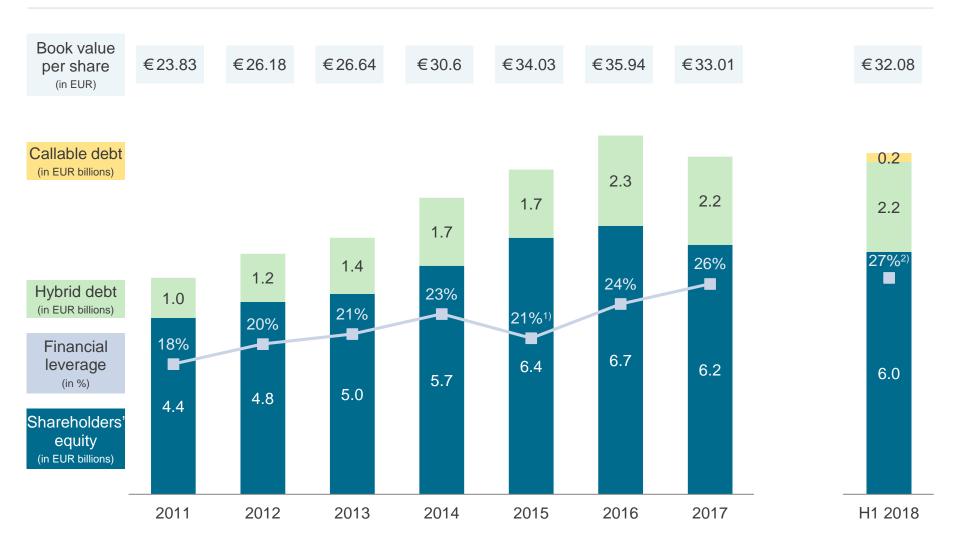
Strong capitalization and solvency position

High level of capital fungibility

High degree of financial flexibility and liquidity Consistent and attractive shareholder remuneration

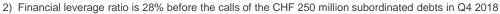


# Capital increased by 58% between 2011 – H1 2018 and by 91% adding back dividend payments





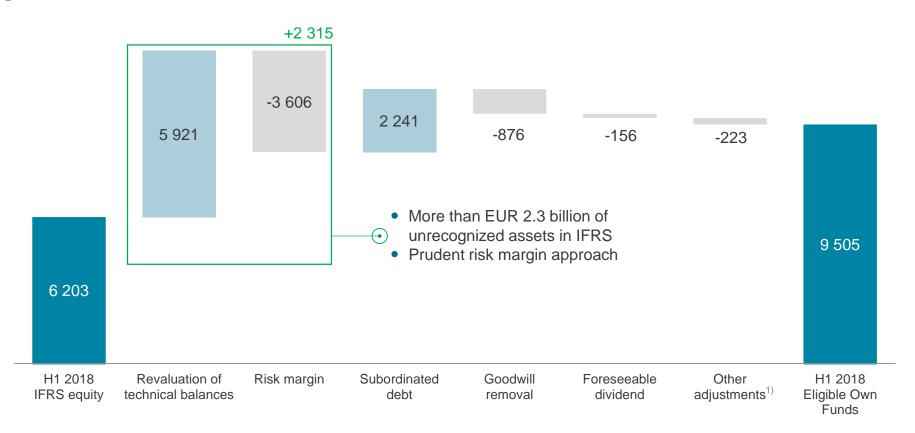
 Financial leverage ratio is 28% before the adjustment for the repayment of the CHF 600 million and EUR 257 million subordinated debts callable in Q3 2016



### SCOR generates significant economic value

#### H1 2018 IFRS Shareholders' Equity to Eligible Own Funds Reconciliation

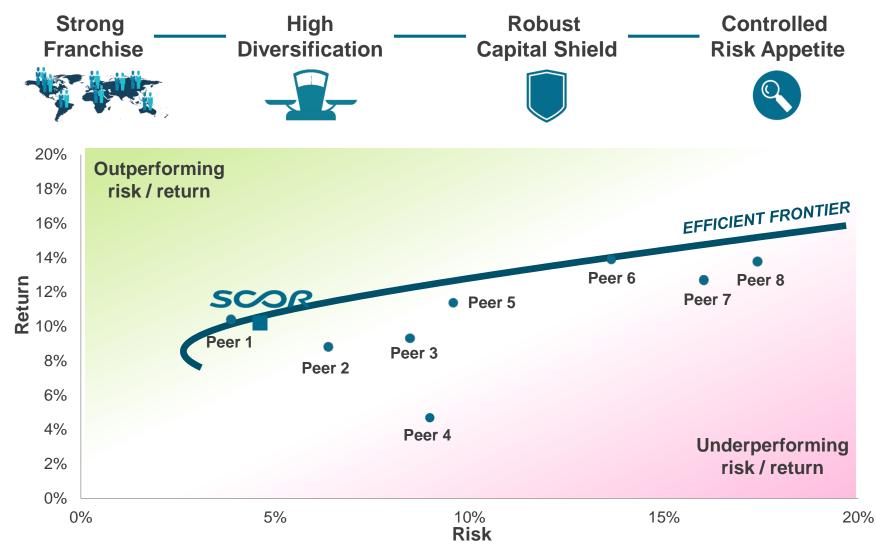
In EUR millions (rounded)







### SCOR optimizes the use of its capital with an excellent risk/reward profile

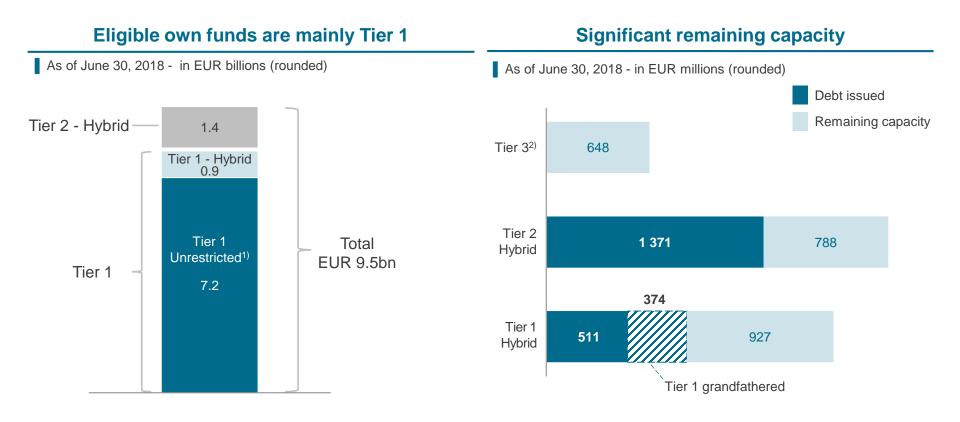




Return: average quarterly RoE in % 2005 – 2017; Risk: standard deviation of quarterly RoE 2005 – 2017 Source: company reports including (in alphabetical order: Axis, Everest Re, Hannover Re, Munich Re, Renaissance Re, RGA, Swiss Re, XL Catlin)



# SCOR has a high quality capital structure under Solvency II, with 86% in Tier 1 capital, providing the Group with flexibility and capacity

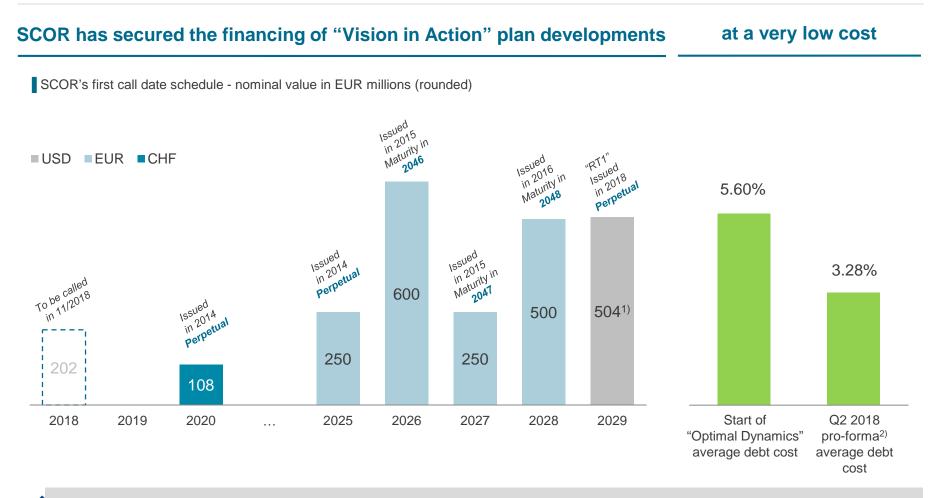


#### The issuance of the RT1 note has strengthened the quality of capital



2) Tier 3 includes Senior notes and net Deferred Tax Assets

# SCOR secured long-term financing without any material refinancing peaks for the coming 7 years

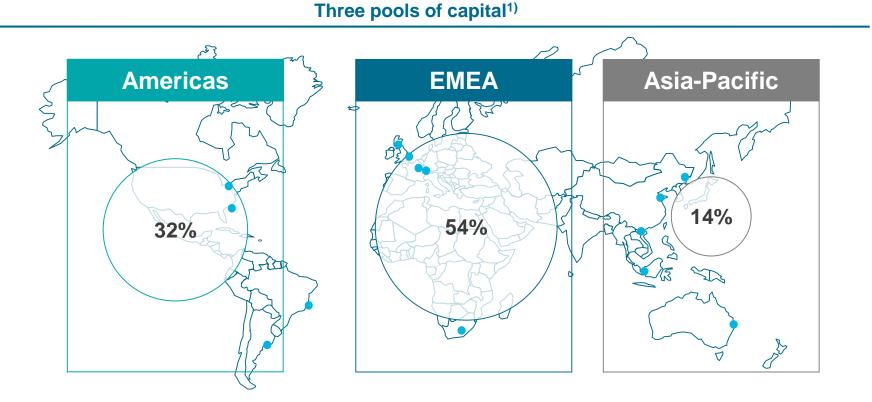


#### SCOR benefits from high quality debts, primarily subordinated, and favours long term maturity profiles





# SCOR's capital is fungible, secure and efficiently allocated, with most of its capital in advanced economies



- Three pools of capital secured and principally located in mature and advanced economies<sup>2)</sup>
- Limited number of subsidiaries, enhancing fungibility of capital while supporting local business presence
- Group dividend secured thanks to dividend plan by pool of capital and by legal entity reviewed every year

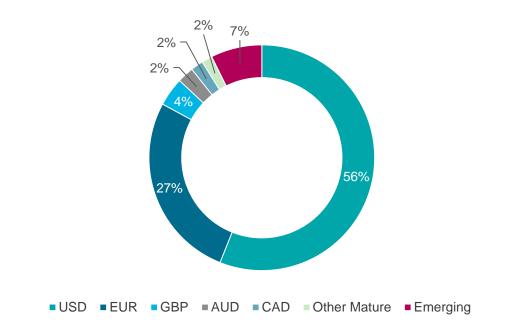




# SCOR's capital is fungible, secure and efficiently allocated, with most of its shareholders' equity held in major currencies

#### ~90% of shareholders' equity held in USD, EUR and GBP

Q2 2018 shareholders' equity by currency – in %



- Active and prudent FX management at local entity level to naturally hedge its capital, most of which is held in major currencies
- Strict IFRS FX congruency policy to hedge monetary assets and liabilities





# SCOR consistently generates significant operating cash flow and benefits from high liquidity within its invested asset portfolio

#### SCOR's highly liquid investment portfolio SCOR's strong operating cash flow generation generates significant cash flow In EUR billions (rounded) 1.4 1.1 0.9 0.9 ~EUR 5.1 billion 0.9 0.8 0.8 0.8 Liquidity available for 0.70.5 0.5 reinvestment in the next 24 months<sup>1)</sup> 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018E

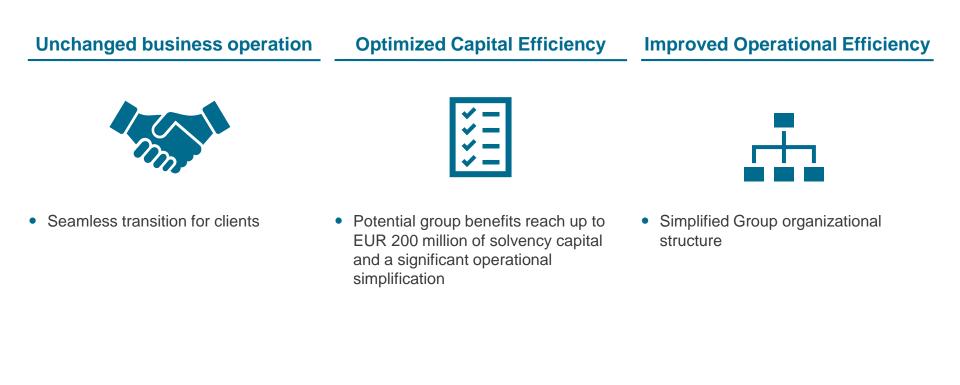
- SCOR has generated more than EUR 8.7 billion of cash flow since 2008, with strong contributions from both business engines, despite a high cash outflow following severe natural catastrophes in 2011 and 2017
- Without the exceptional 2017 cat events payments, the operating cash flow for 2018E would stand at ~EUR 950 million
- SCOR benefits from a highly liquid investment portfolio consisting of a high quality fixed income portfolio with an A+ average rating





# SCOR seeks to optimize its legal entities' structure under Solvency II by merging SCOR Global P&C SE and SCOR Global Life SE into SCOR SE

The 3 SEs merger project, officially launched in 2017, is on track and expected to be completed by the effective date of the merger on March 31, 2019





Strong capitalization and solvency position | High degree of financial flexibility and liquidity | High level of capital fungibility | Consistent and attractive shareholder remuneration

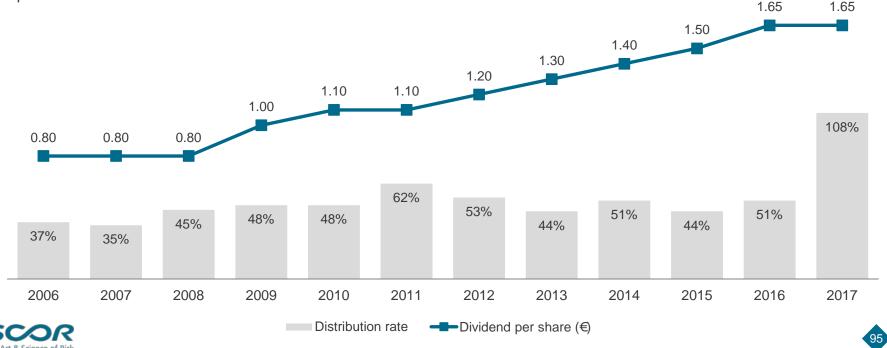
# SCOR pursues its active capital management policy and has paid EUR 2.6 billion dividends to shareholders since 2006

### SCOR manages its capital optimally thanks to a disciplined annual process

- <u>Step 1:</u> Ensure the projected solvency position is in the optimal range
- <u>Step 2</u>: Estimate and allocate capital to support future accretive growth
- <u>Step 3:</u> Define the amount of a sustainable regular dividend accordingly
- <u>Step 4:</u> Evaluate any excess capital for shareholder repatriation or future use

#### SCOR remunerates shareholders on the basis of a well-defined dividend policy

- SCOR favors cash dividends, and if relevant includes special dividends or share buy-backs
- Minimum dividend payout ratio of 35%



EUR 200 million share buy-back program is on track





# SCOR Finance continuously increases data quality, transparency and productivity



 Centralization and alignment to best practices of group treasury processes

Overhaul the financial statements	Develop a new set of capital and operating performance metrics	Restate key performance indicators
Define new processes	Adapt IT systems	Reshape reporting
Classify books of business and analyze reserving (IFRS 17)	Measure the impact on pricing	<b>Ex ante credit</b> <b>impairment</b> (IFRS 9)



### SCOR is a global Tier 1 reinsurer







### SCOR Investor Day 2018







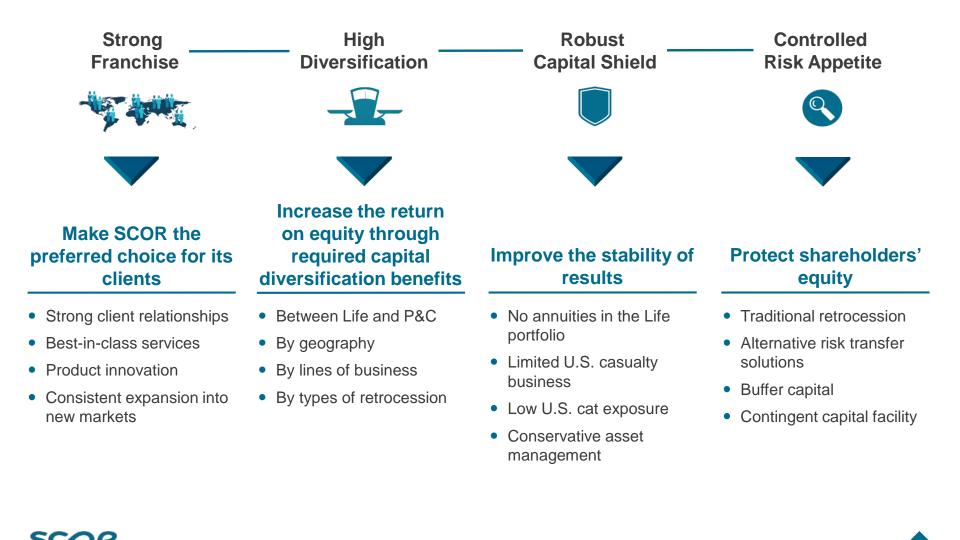
- 2 SCOR Global P&C
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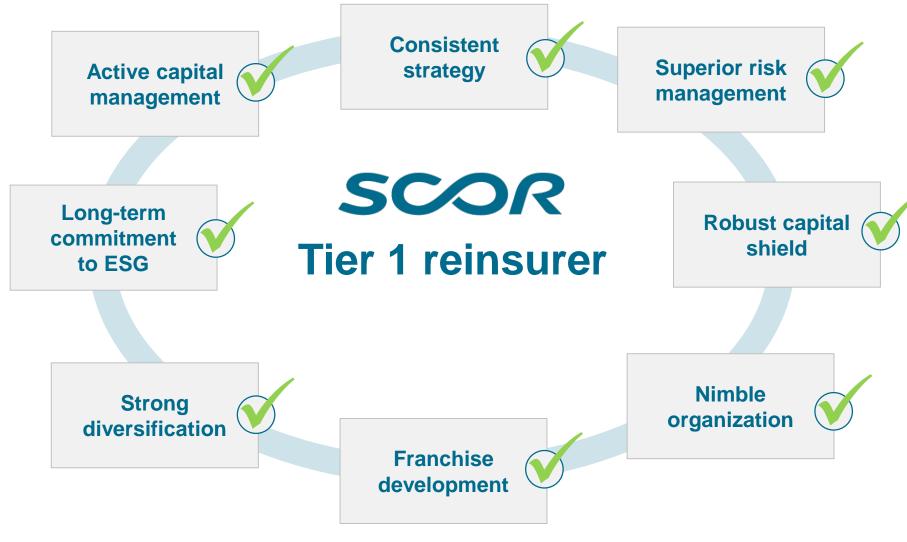




### SCOR continues to leverage on its proven strategic cornerstones



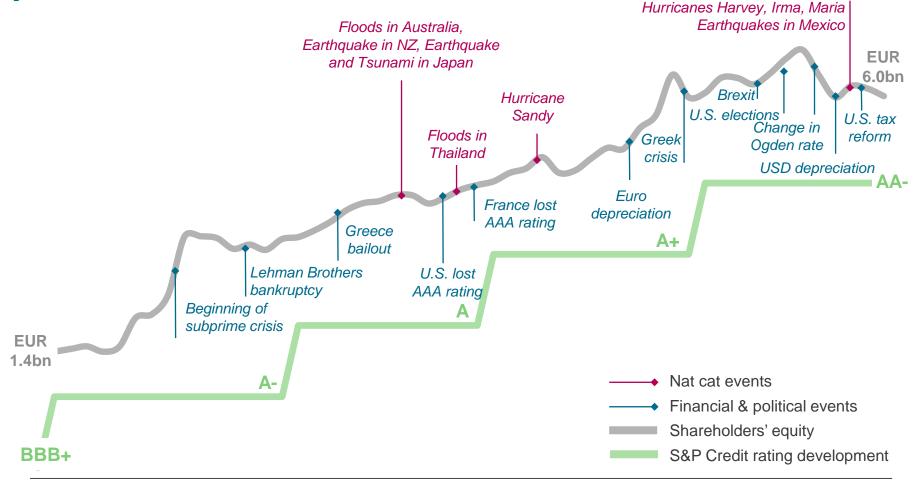
### SCOR sticks to its core principles and consolidates its Tier 1 position





# SCOR's core principles have also proven to be instrumental to the Group's shock-absorbing capacity

Evolution of shareholders' equity (in EUR bn) and rating (S&P)



Q2 Q2 Q2 Q4 Q2 Q4 Q2 Q4 Q4 Q2 Q4 Q4 Q2 





### SCOR is successfully executing the "Vision in Action" key developments for each business engine

### SCOR continues to deliver on "Vision in Action"

Consolidating franchise in traditional markets		Capturing growth in fast-growing geographies		Leveraging on new and existing platforms	
P&C	Life	P&C	Life	P&C	Life
Access P&C risks locally in each market before it goes to international and wholesale market	Grow solid and healthy in-force portfolio Strengthen leadership positions in U.S. and Europe	Regain U.S. positions with opportunities to grow with national groups	Invest in areas with lower presence to establish solid base for controlled growth	Establish fully integrated London Specialty (re)insurance Platform Reinforce SBS <sup>1)</sup> client-centric organisation Continue to enhance MGA <sup>2)</sup> platform	Invest in technology, build partnerships with innovative companies to address clients' needs and support growth ambition

#### Rebalancing of the invested assets portfolio completed

• Liquidity reduced by 9 points since the beginning of "Vision in Action", reaching the target level

### Investments

- Continued deployment of the corporate bonds bucket, in line with the risk appetite defined for
- "Vision in Action" • Progressive increase of fixed income duration; duration of the overall invested assets of 4.9 years (at Q2 2018)





SCOR delivers thanks to both the respect of its core principles and its active adaptation to an ever-changing environment

SCOR is on track with "Vision in Action" targets and assumptions

Profitability (RoE) Target

**Solvency Target** 

RoE above 800 bps over the 5-year risk-free rate across the cycle<sup>1)</sup>

Solvency ratio in the optimal 185%-220% range

Flexible strategic assumptions reflecting the environment

P&C	Life	Investments	SCOR
<b>GWP growth</b> ~5%-8% p.a.	<b>GWP growth</b> ~5%-6% p.a.	Annualized return on invested assets	<b>GWP growth</b> ~5%-7% p.a.
Combined ratio ~95%-96%	<b>Technical margin</b> ~6.8%-7.0%	In the upper part of the ~2.5%-3.2% range, under current market conditions	Group cost ratio ~4.9%-5.1% Tax rate ~22%-24%





### The SCOR Group way

<section-header><section-header></section-header></section-header>	Consistent strategy	<ul> <li>Pursue a consistent strategy: the execution of "Vision in Action" is on track and the Group successfully delivers on its targets quarter after quarter</li> </ul>
	Superior risk management	<ul> <li>Practise superior risk management, with the continued obsession to detect and monitor emerging and future risks while capturing business opportunities</li> </ul>
	Strong diversification	<ul> <li>Leverage a unique balance between Life and P&amp;C underwriting risks to ensure a high diversification benefit</li> </ul>
	Active capital management	<ul> <li>Maximize value creation through an active capital management strategy</li> </ul>
	Go-to market approach	<ul> <li>Benefit from strong geographical diversification and local teams with expert knowledge of all markets in which they operate</li> </ul>
	Nimble organization	<ul> <li>Leverage an agile and flat organization to rapidly seize opportunities from market changes – Speedy decision process with efficient execution</li> </ul>
	Investment in technology	<ul> <li>Invest in technology to enhance SCOR's underwriting process and capture market opportunities</li> </ul>



### Leveraging the Group's abilities to increase climate change resilience



#### Committing to contribute to the fight against climate change

- Dedicated Corporate and Social Responsibility committee at the Board of Directors oversees the implementation of the Group's climate policy adopted at the end of 2017
- Enhanced disclosure in the Group's registration document, corporate annual report and ESG report on investments
- Continuous dialogue with key stakeholders (e.g. shareholders, investors, supervisory authorities)

#### Promoting and harnessing climate change risk knowledge

- Partnering with institutions (e.g. IDF, Geneva Association, EU Expert Group on Sustainable Finance, InsuResilience)
- Supporting academic studies, scientific seminars, applied researches (e.g. SCOR's Foundation, Climate-KIC, OASIS, in-house R&D teams)
- Engaging clients through trainings, events and bilateral discussions

#### Managing and offsetting the Group's own emissions



- Intensity target reduction achieved (-26% at the end of 2017) through the implementation of environmental management systems (surface area certified: 65%) and renewable energy shift (67% of the Group's electricity consumption)
- Paving the way to carbon neutrality: first offsetting program launched in 2017. 2 projects were selected following a Groupwide employee vote and 3 800 tons of CO2 were voluntarily compensated through carbon credit purchase

#### Adapting to climate change and supporting the energy transition

- Assessing the carbon footprint of the Group's asset portfolio and physical risks where relevant
- Developing sustainable insurance solutions and investments (Green assets ~6.5% of SCOR's invested assets)
- Harnessing re/insurance solutions to bridge the protection gap and partnering with international institutions (development banks, UN agencies)

#### Implementing key sustainability risk sectoral guidelines

• Implementation of restrictive Coal underwriting guidance for mining and utilities facultative business via a scoring grid<sup>1)</sup>

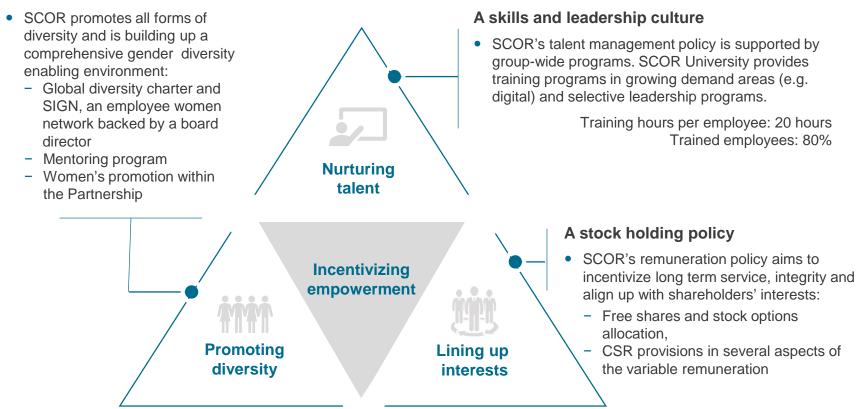






### Diversifying, nurturing and protecting SCOR's human capital base

#### #Workingwelltogether, a diversity conducive environment





# SCOR has a corporate governance benefiting from a culture of the highest standards

#### Diverse and Highly Experienced Board

- 13 voting directors, with a high level experience in the insurance, banking, financial, legal services and tertiary services sectors
- **Strong international profile** with directors being French, American, Belgian, British, Chinese and Swiss
- 69% of directors of the current Board are **independent**
- Regular meetings of the Board and Committees (19 sessions in total in 2017) with a high attendance rate (~99%)
- Audit, Risk, Compensation and Nomination and CSR Committees all chaired by independent directors and with a majority of independent directors
- Lead independent director chairing the session of non-executive Board members

#### Best in Class Corporate Governance Standards

- No observation received from the Haut Comité de Gouvernance d'Entreprise (HCGE) in 2017
- An employee director elected by employees worldwide who is a member of the Compensation and Nomination Committee
- Ability for the **Lead independent director** to add any subject he deems necessary to the agenda of the Board of Directors' meetings
- Creation of a Corporate Social Responsibility Committee of the Board of directors in 2017

#### Strong Internal Control and Group Supervision

- **Strong risk oversight**: Group's financial situation and compliance with internal policies reviewed by the Audit Committee, risk profile monitored by the Risk Committee
- Reporting of subsidiaries' Audit Committees to the Group Audit Committee
- Independent Board members and Audit Committees in key subsidiaries



# SCOR is run by an experienced and international management team that exemplifies the characteristics of SCOR's human capital



#### **Group Executive Committee (COMEX)**

#### **Management team**

- Global talent pool: SCOR is led by 732 partners<sup>1)</sup>, representing 36 nationalities
- The hubs rely on experienced management teams, with longstanding local expertise
- Franchise strength leverages on local talents and management teams





# SCOR's IT strategy is fully aligned with the Group's ambition to expand the franchise profitably



#### Build & run services to support business development

- Leverage strong existing technology assets such as a global infrastructure (Global Data Center), common back office and financial systems, to run SCOR operations
- Develop new ones through an ambitious project portfolio in various areas : business development (MGA platform, Cat Platform, hElios, Salesforce CRM), compliance (IFRS 17, IFRS 9), process optimization (Life Actuarial platform APP...)



#### **Reinforce SCOR as a data driven company**

• Pursue deployment of capabilities around data (data warehousing platforms, big data, advanced analytics), relying on a strong data protection approach (GDPR and beyond).



### Become an innovation partner to support SCOR digital journey

• Develop expertise in Blockchain (B3i), Artificial Intelligence, Robotic Process Automation, cloud computing to support business appetite for innovation.



#### **Contribute to company operational efficiency**

• Continue effort in Process Dematerialization, Digital Workplace, Collaboration...to offer an efficient working environment.



# SCOR is part of B3i consortium, which is now switching to an industrial model with the creation of a commercial entity



- Incorporation of "B3i Services AG" in Zurich, on March 23, 2018
- Independent legal entity with its own capital and intellectual property

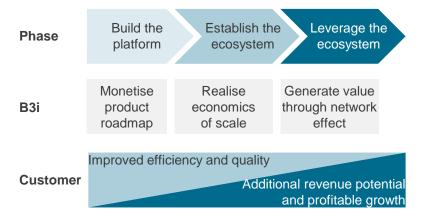


15% maximum shareholding by any entity

Maximum capital held by one industry segment is 50

#### **B3i Services AG**

- Founded to explore Blockchain
- Test hypothesis of improving efficiency
- Prototype Property Cat XoL
- Industry network effect
- "By the market, for the market"
- Three development phases:



At the end of the year, a Cat XL product will be live and running on the platform. SCOR is preparing this implementation of all its Cat XL contracts





### **Blockchain expected benefits**





For additional details on SCOR and Blockchain technology, see www.youtube.com/watch?v=Jqw96WB6qjo





### SCOR, The Art & Science of Risk

SCOR<br/>The Art & Science of RiskFoundation<br/>for science• Macroeconomic risk<br/>• Risk markets and value creation§

- Modelling life expectancy at older age
- Analyzing the feasibility of earthquake forecasting
- Facilitating research into Alzheimer's disease
- Climate change and its consequences on environment, natural catastrophes, investment and macroeconomics
- Spread of infectious diseases
- Genetic immunity and Tuberculosis
- Future of car insurance

#### Sponsoring scientific awards

- Best Young Researcher in Finance and Insurance
- Young European Researcher Prize for Research into Alzheimer's disease

### Worldwide promotion of actuarial studies

• SCOR Actuarial Awards in France

Disseminating
the conclusions
of the
up-to-date
economic
research on
risk and
(re)insurance

Promoting

scientific

research

on risk and

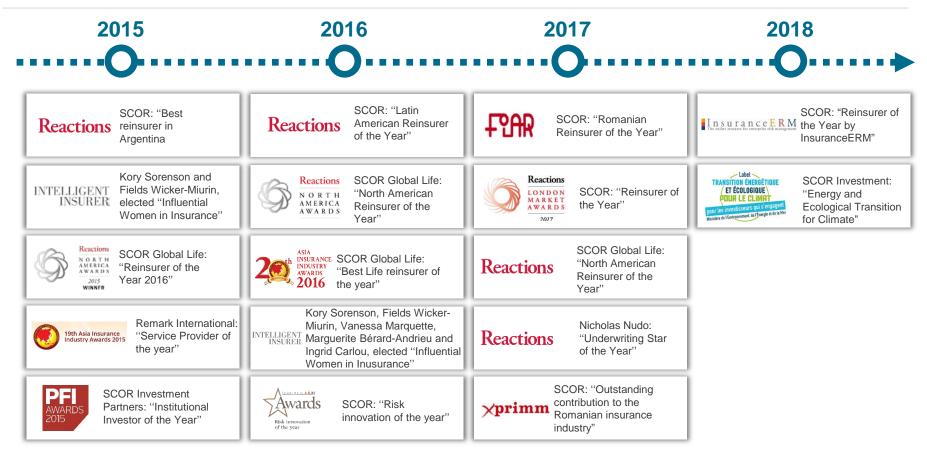
(re)insurance

- Conference on "Meteorites and their risks" (June 2018)
- Conference on "Macroeconomic risks" with the Paris School of Economics (June 2018)
- Conference on "Emerging infection and pandemics risks" with Institut Pasteur (June 2018)
- Seminar on "How will risk modelling shape the future of risk transfer?" (March 2017)
- Conference on "Capital flows and global imbalances" (September 2016)
- Seminar on "Climate risk and catastrophe modelling" in association with The Geneva Association and Toulouse School of Economics (April 2015)
- Conference on "Pension funds" (October 2014)





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





#### **Euronext Paris listing**

SCOR's shares are publicly traded on the Eurolist by the Euronext Paris stock market

Main information		
Valor symbol	SCR	
ISIN	FR0010411983	
Trading currency	EUR	
Country	France	

#### SIX Swiss Exchange listing

SCOR's shares are publicly traded on the SIX Swiss Exchange (formerly known as the SWX Swiss Exchange)

Main information			
Valor symbol	SCR		
Valor number	2'844'943		
ISIN	FR0010411983		
Trading currency	CHF		
Effective Date	August 8, 2007		
Security segment	Foreign Shares		

#### **ADR programme**

SCOR's ADR shares trade on the OTC market

Main information		
DR Symbol	SCRYY	
CUSIP	80917Q106	
Ratio	10 ADRs: 1 ORD	
Country	France	
Effective Date	June 5, 2007	
Underlying SEDOL	B1LB9P6	
Underlying ISIN	FR0010411983	
U.S. ISIN	US80917Q1067	
Depositary bank	BNY Mellon	

• SCOR's shares are also tradable over the counter on the Frankfurt Stock Exchange



### SCOR Investor Day 2018







1 SCOR Group



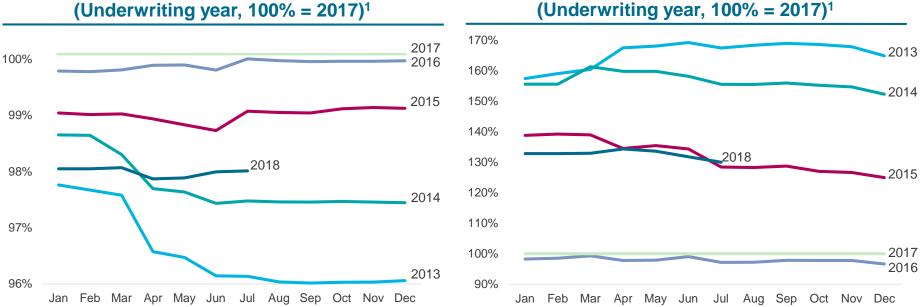


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# 2018 reinsurance pricing improvements restored profitability to 2014/15 levels



**P&C Treaties and Specialties RoRAC** 

#### P&C Treaties and Specialties underwriting ratio (Underwriting year, 100% = 2017)<sup>1</sup>

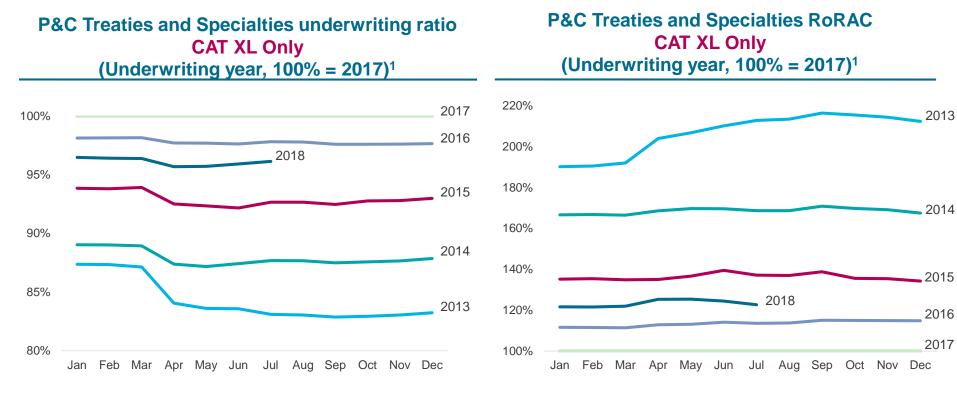
- Improving prices combined to a disciplined underwriting approach has enable SGPC to put UWR back to levels close to those of 2014
- RoRAC is closer to 2015 levels because of changes in prevailing interest rates

1) Excluding Lloyd's, SBS, and Alternative Solutions

P&C



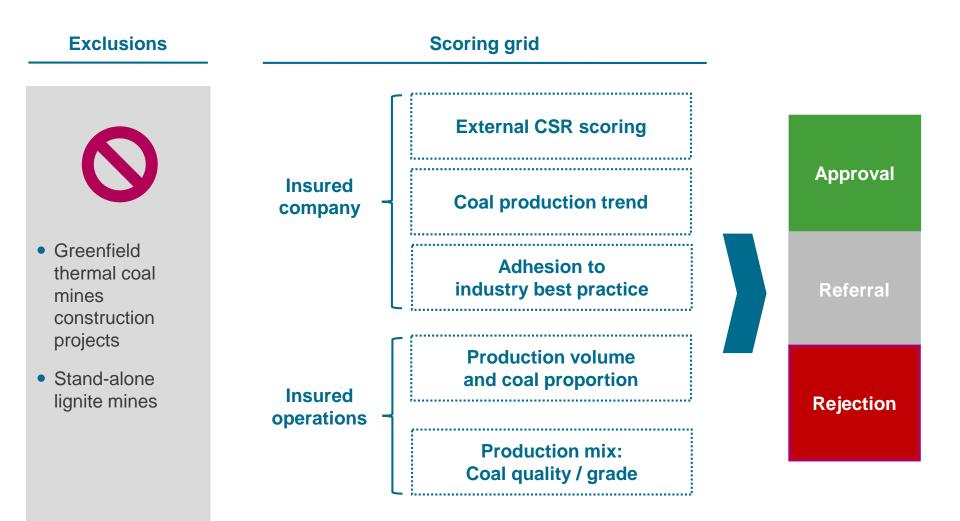
# 2018 Cat business expected profitability has also improved but has not recovered to the same extent



- ILS and other forms of alternative capital have limited price improvements in Cat business
- SGPC continues to be underweight on Florida specialist accounts, where pricing has been particularly weak for several consecutive years

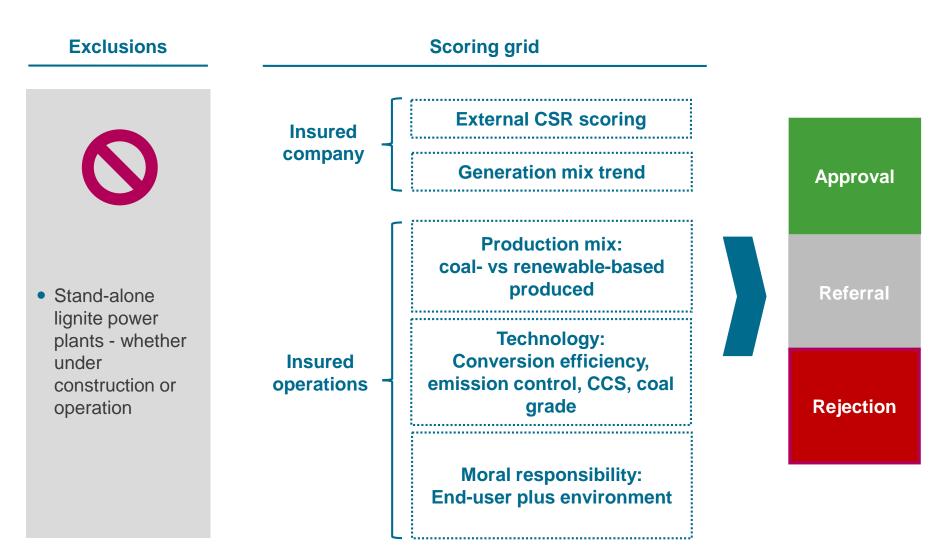


### SCOR Business Solutions coal mining scoring grid





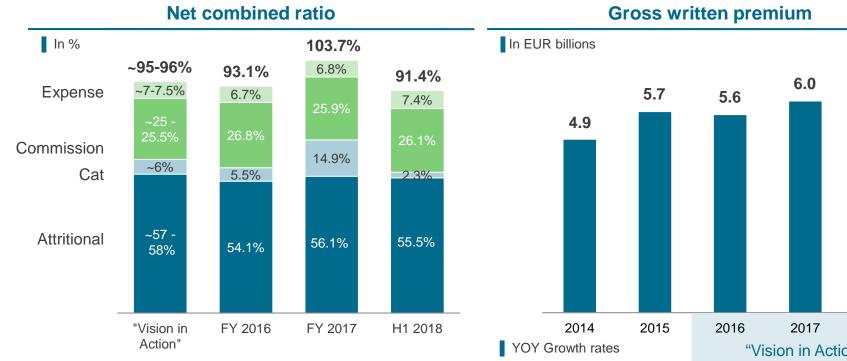
### SCOR Business Solutions coal power scoring grid







### Financial year results are in line or better than the plan



- 2017 Published normalized net combined ratio: 94.3%
- Enhanced profitability: better pricing, disciplined underwriting
- Provides rooms of manoeuvre to be in line with the 95-96% range

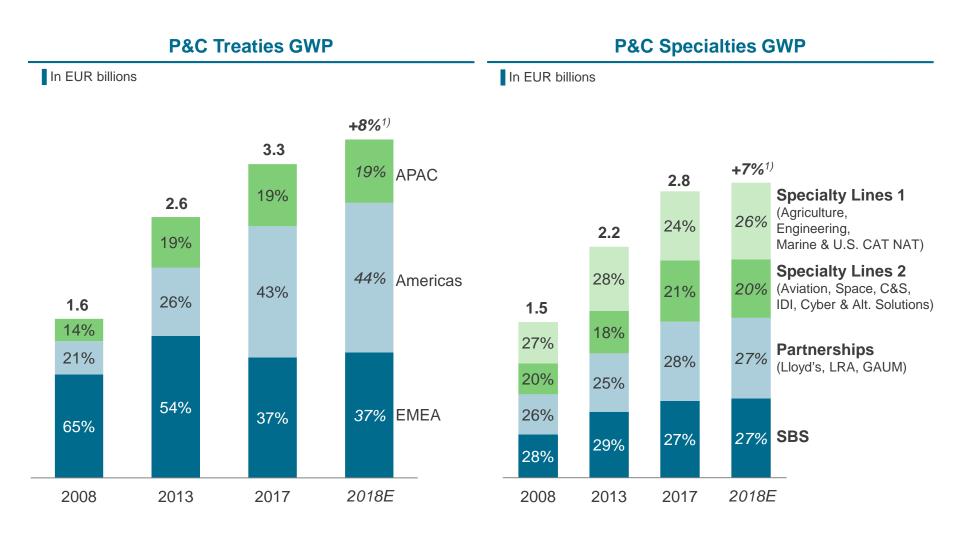


 Overall growth at constant exchanges is within the 3-8% rate expected for "Vision in Action"





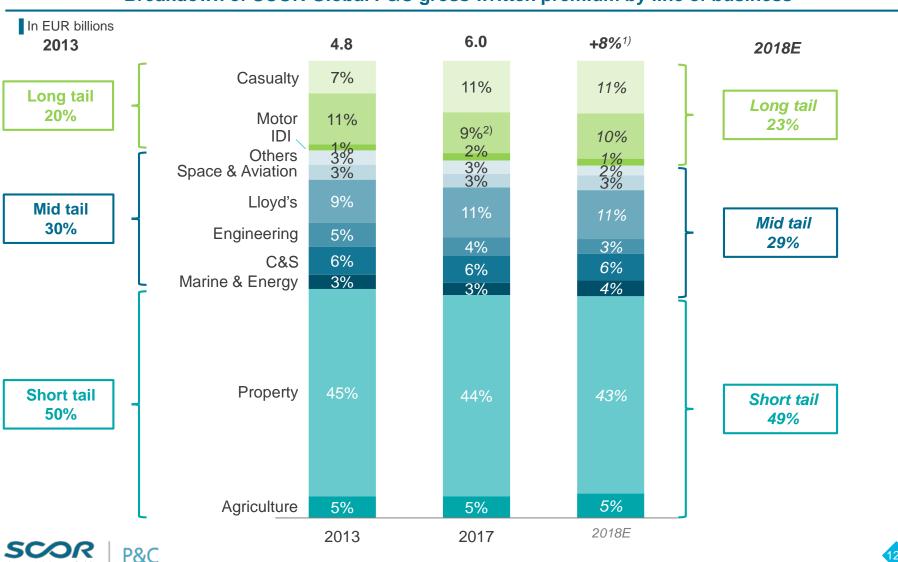
## Regaining positions in the U.S. market is driving overall growth, while the business mix remains similar over time







### P&C book remains balanced across lines of business

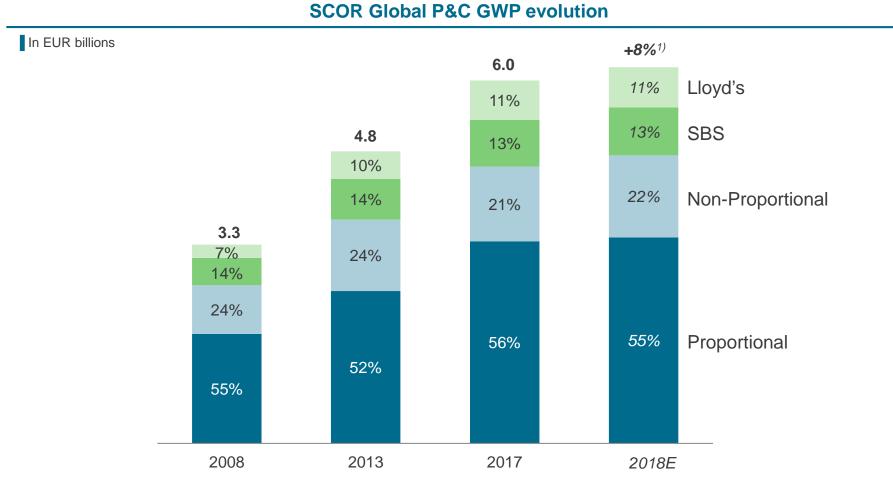


Breakdown of SCOR Global P&C gross written premium by line of business

1) Estimates at June 30, 2018 exchange rate. Other figures as published

2) Lower Motor weight in 2017 is mainly due to portfolio management actions on a large Motor QS

### Premium mix is developing in line with the plan – no major shifts

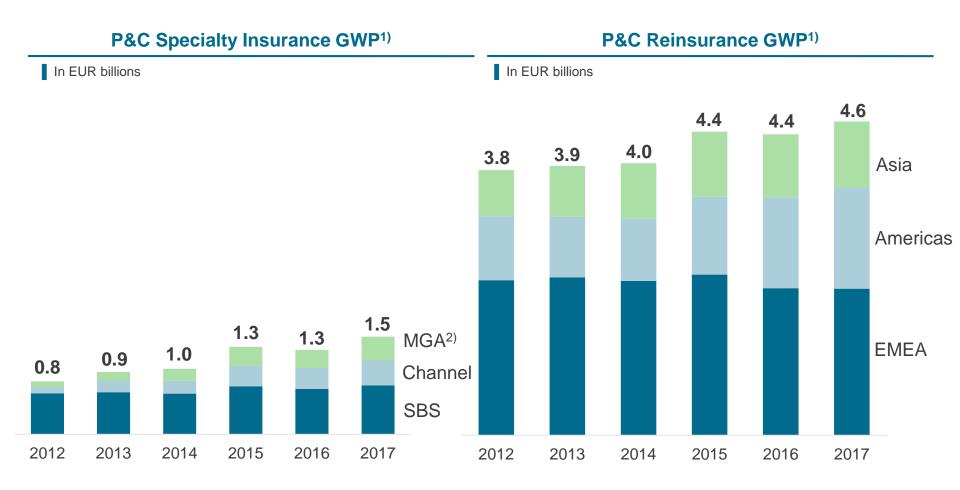


#### 1) Estimates at June 30, 2018 exchange rate. Other figures as published

P&C



### Historical accounting year premium in specialty insurance and reinsurance



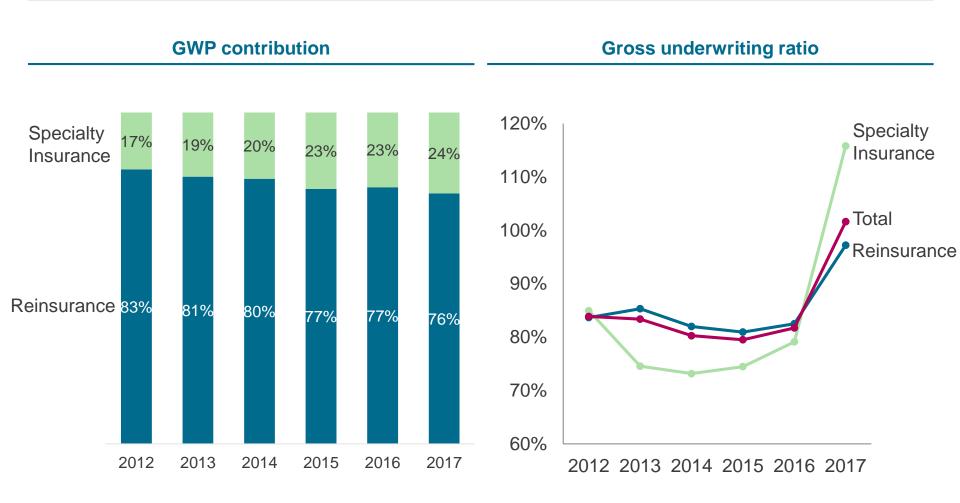


1) At published exchange rates

2) Includes Essor and La Réunion Aérienne



## Historical contribution and performance of specialty insurance and reinsurance





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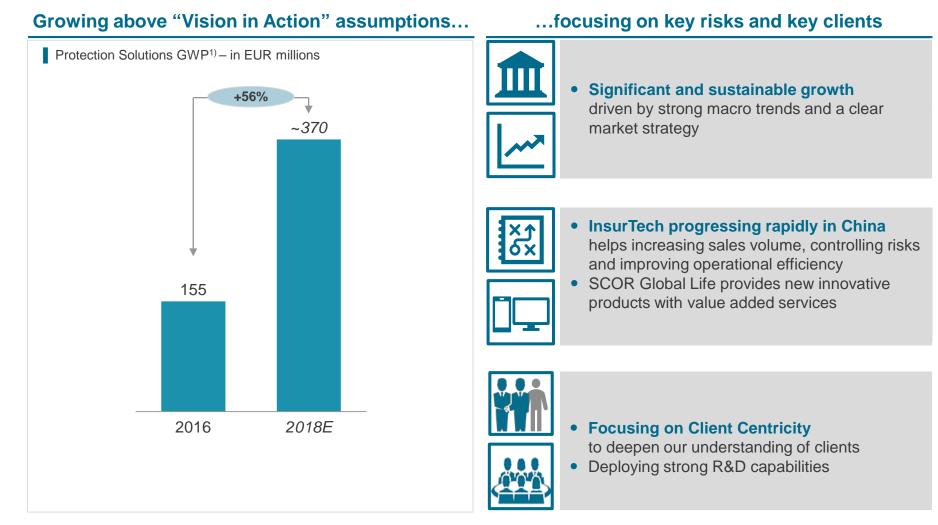




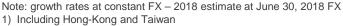




# A selective growth in China, supported by a booming protection market driven by strong macro-trends



#### Life Note: growth rates at constan 1) Including Hong-Kong and



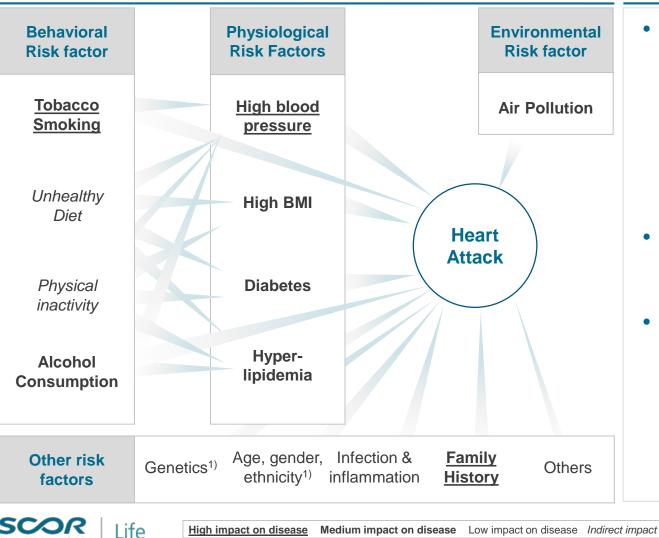




# Conducted thorough R&D work to further improve understanding of existing and new risks – Example of risk-factor analysis in China

### Complex interaction of risk factors of heart attack risk in China

### R&D work is crucial for SGL underwriting and pricing



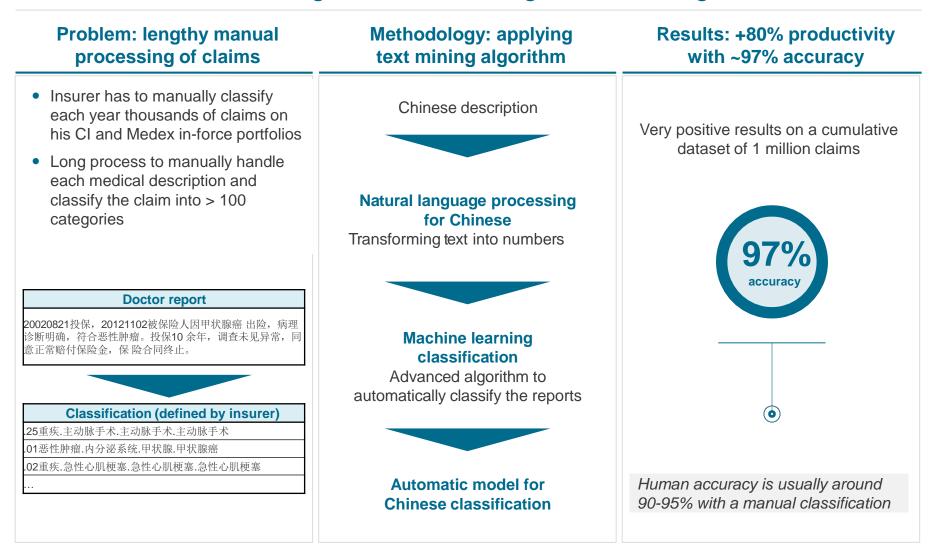
### • R&D work helps to better understand:

- What heart attack risk is today, and
- What heart attack risk will be tomorrow when adding where these risk factors are expected to be trending towards in the future
- These results are crucial for e.g. our underwriting and pricing of Critical Illness business in China
- It helps clients to develop incentive programs for end consumers to take action and positively influence risk factors such as physical inactivity



1) High impact on disease risk at individual level but low impact on disease trend at population level

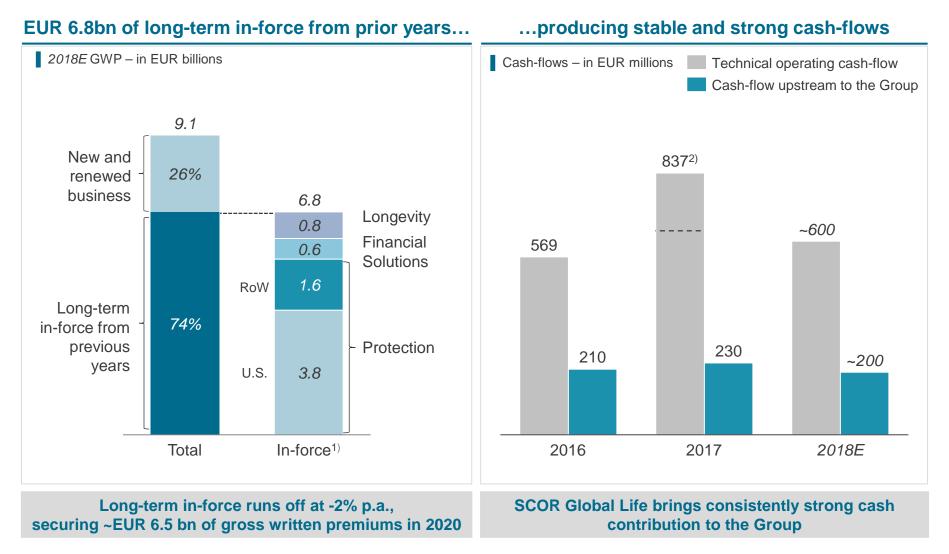
### Built value propositions tailored to address client needs – Example of combined text-mining/machine-learning claims management in China







# Solid and healthy in-force book performing well and steadily contributing to the Group's earnings and cash generation





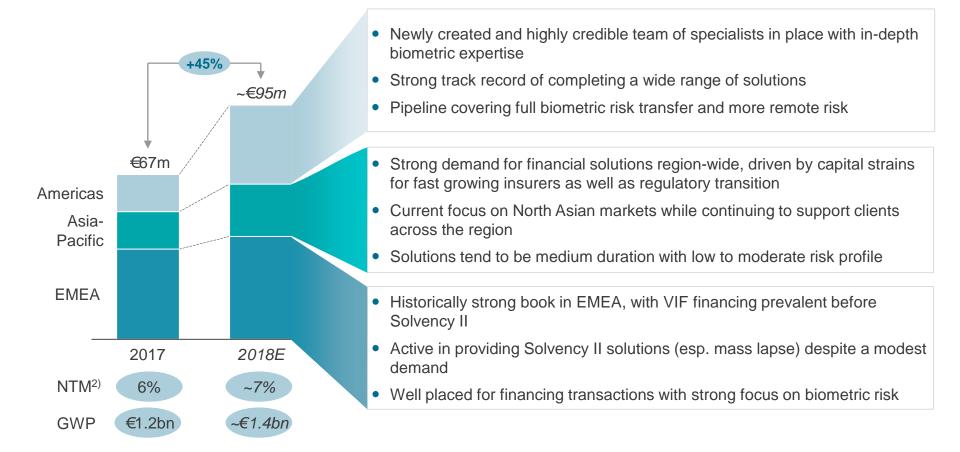
Note: 2018 estimate at June 30, 2018 FX
1) In-force book = all long-term treaties signed in 2017 or earlier
2) Including ~EUR200m of one-off item



# Financial Solutions supports clients to achieve their financial objectives, with a strict focus on biometric risk (1/2)

Financial Solutions NTR<sup>1)</sup> – in EUR

ife



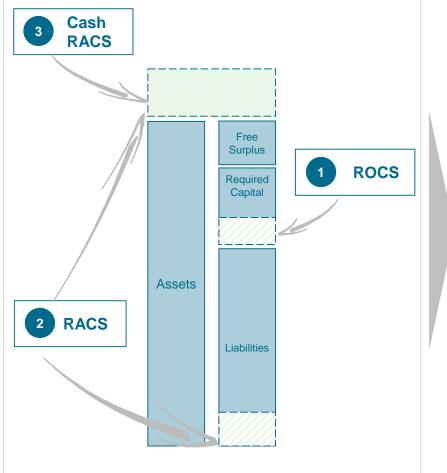
#### Positive outlook, reflecting robust demand in the U.S. and Asia-Pacific markets A differentiated offering focusing on biometric risks





# Financial Solutions supports clients to achieve their financial objectives, with a strict focus on biometric risk (2/2)





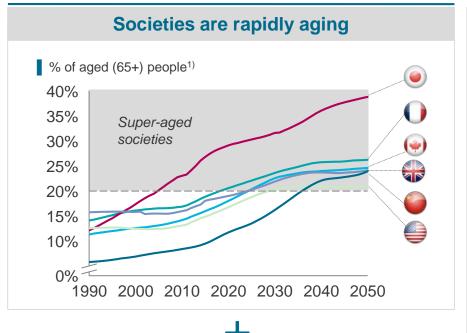
#### ... with three sets of solutions: "Required Only" Capital Solutions (ROCS) Optimize solvency margin requirements Solutions aiming to release solvency requirements and improve risk diversification; often applied to capital intensive blocks, as for example in Asia Adapted to specific solvency regimes (risk-based, factorbased) and ranging from simple to more sophisticated structures (stop-loss) "Required and Available" Capital Solutions (RACS) Optimize available capital / maximize admissible assets and/or minimize redundant reserves Solutions aiming to optimize redundancies & conservatism; often applied to long-term business Wide range of solutions usually structured as co / mod co arrangements; includes XXX / AXXX solutions in the U.S. **Cash-based "Required and Available" Capital Solutions** 3 (Cash RACS) Optimize available capital & liquidity Solutions aiming to provide capital and cash; often applied to long-term business Includes VIF monetization and New Business financing, which are part of SCOR's historical strengths





# SCOR Global Life selectively grows its Longevity portfolio with a robust pipeline of opportunities in the UK

#### There is a strong and healthy demand for Longevity Solutions in the UK



- Very active pension de-risking market in the UK, competitive but still offering healthy opportunities
- Partnership with the leading player in the enhanced annuity market, supporting higher pensions for individuals with unfortunate health problems

#### SCOR Global Life selectively grows in Longevity to further diversify



- Strict biometric focus, only in-payment portfolios at ages 65+
- Level of Longevity new business set to maximize diversification, within SCOR's risk appetite and exceeding the Group profitability target
- Origination currently focusing on the UK as it is the most mature market







# R&D capabilities are critical for all SCOR Global Life's developments and business growth

#### 8 specialized R&D centers close to the business



#### **R&D** is a cross-disciplinary activity involving:

- PhDs

Medical doctors

- Actuaries

- Data scientists
- Epidemiologists
- Statisticians

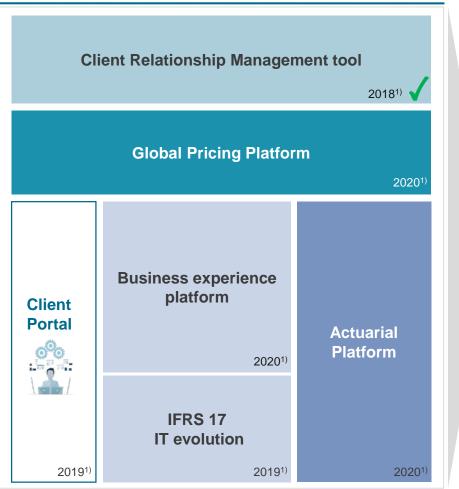






# IT as a key enabler for SCOR Global Life's transformation, supporting business processes and strengthening R&D capabilities

EUR 80 million of investments are scheduled over the next 5 years...



... to fully integrate SCOR Global Life technologically and provide best-in-class systems With >100 million policies, the ability to master Data is critical • Investments improve SCOR Global Life processes by leveraging new technologies, such as Artificial Intelligence, data analytics, robots





### SCOR Investor Day 2018







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# SCOR Investment Partners expertise is widely recognized across the asset management industry



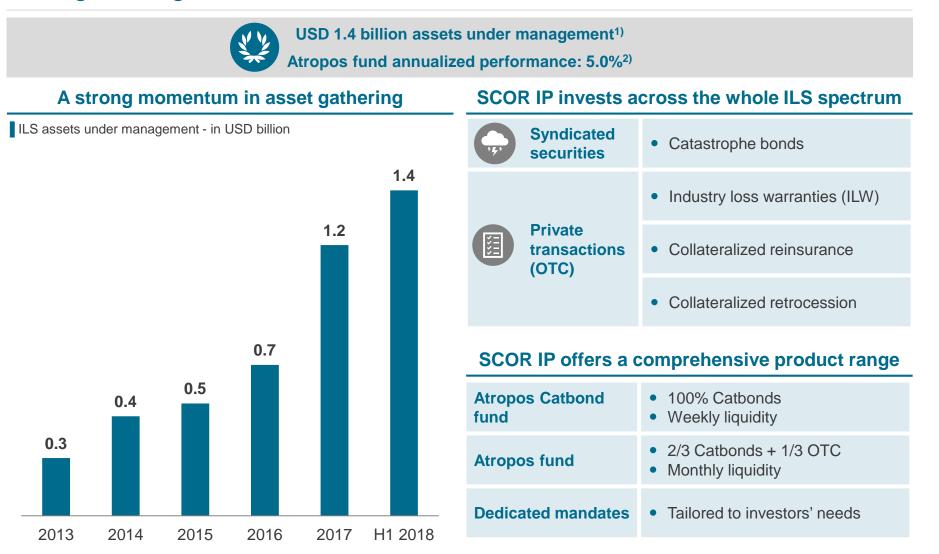
Several awards bearing witness of the development and of the expertise of SCOR Investment Partners







# SCOR Investment Partners has built a strong franchise as an ILS asset manager and generated best-in-class returns







### SCOR Investor Day 2018







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# Risk appetite framework for "Vision in Action" ensures full alignment between growth, profitability and solvency

Risk appetite Risk preferences		<b>Risk tolerances</b>	
<ul> <li>SCOR pursues an approach of thorough risk selection to optimize its risk profile and aims:</li> </ul>	Solvency target	<b>Capitalization level:</b> Solvency target driving a process of gradual escalation and management responses	
<ul> <li>To actively seek risks related to reinsurance and selected primary insurance</li> </ul>		<b>Risk drivers</b> : Maximum net 1:200 annual aggregate loss	
"Vision in Action", aintaining: To assume a moderate level of interest rate risk, credit risk, FX and other market risks	Exposure limits	Extreme scenarios: Maximum net 1:200 per-event loss	
<ul> <li>To minimise its own operational and reputational risks</li> </ul>		Investments: Duration limits and risk exposure limits for	
id-level risk appetiteand reputational risksapital ShieldTo minimise underwriting of cedants' asset-related risks		overall portfolio and investment categories	
		Limits per risk in the underwriting and investment guidelines	
	<ul> <li>thorough risk selection to optimize its risk profile and aims:</li> <li>To actively seek risks related to reinsurance and selected primary insurance</li> <li>To assume a moderate level of interest rate risk, credit risk, FX and other market risks</li> <li>To minimise its own operational and reputational risks</li> <li>To minimise underwriting of</li> </ul>	<ul> <li>thorough risk selection to optimize its risk profile and aims:</li> <li>To actively seek risks related to reinsurance and selected primary insurance</li> <li>To assume a moderate level of interest rate risk, credit risk, FX and other market risks</li> <li>To minimise its own operational and reputational risks</li> <li>To minimise underwriting of cedants' asset-related risks</li> </ul>	



Risk appetite framework broadly unchanged and consistent with previous plans



•

### SCOR has a referral process that allows the risk associated with underwriting new business to be efficiently assessed and mitigated

Level 5 - Board Risk Committee	Board Board Risk Committee		
<ul> <li>For cases seeking the Board's endorsement</li> </ul>			
<ul> <li>Level 4 - Comex</li> <li>Any significant deviations which threaten the Group's risk tolerances must be presented to the Board Risk Committee</li> </ul>	CEO & Comex		
<ul> <li>Level 3 – Group Risk Management</li> <li>Assessment of residual risk exposures and capital requirements. Large and/or disputed cases referred to Chief Risk Officer</li> </ul>	Group Chief Risk Officer		
<ul> <li>Level 2 - Central functions of SGL and SGP&amp;C</li> <li>Review all referral cases</li> <li>Refer significant cases to the GRM department</li> </ul>	SGL Risk and SGP&C Underwriting Management		
<ul> <li>Level 1 - Underwriters in Market Units and Business Segment</li> <li>Work within underwriting guidelines and referral limits</li> <li>Refer business propositions per referral guidelines</li> </ul>	Underwriters in market units and business segments		
	Business propositions		



### SCOR expects positive impact over time from the E.U.-U.S. Covered Agreement



# SCOR welcomes a major success in terms of open markets and regulatory certainty

# SCOR will continuously assess opportunities to optimize structuring to reap the full benefits of the agreement





#### SCOR Investor Day 2018







- 1 SCOR Group
- 2 SCOR Global P&C
- 3 SCOR Global Life
- 4 SCOR Global Investments
- 5 ERM





**7** Glossary







#### SCOR outperforms "Vision in Action"s assumptions

		5 year average (2013-2017)	FY 2017	H1 2018	From July 1, 2016 to June 30, 2018	"Vision in Action" from July 1, 2016 to June 30, 2019	
Assumptions	Gross written premium growth	9.3%	7.0%	0.9% <sup>1)</sup>	5.0% <sup>2)</sup>	~4% <b>-</b> 7% p.a.	SCOR achieves a 5% growth since the beginning of "Vision in Action", aligned with the growth assumption
	Normalized P&C combined ratio <sup>3)</sup>	94.6%	94.3%	95.1%	94.5%	~95%-96%	SGP&C's normalized combined ratio outperforms "Vision in Action"
	Life technical margin	7.1%	7.1%	6.9%	7.0%	~6.8%-7.0%	SGL's technical margin is fully in line with "Vision in Action"s assumption
	Return on invested assets	3.0%	3.5%	2.5%	3.1%	2.5%-3.2%	SGI's profitability is well in line with "Vision in Action" while maintaining a prudent asset allocation
	Leverage Ratio	24.4%	25.7%	26.6% <sup>4)</sup>	25.4%	≤25%	SCOR's leverage reflects it's efficient capital base, and is expected to reduce over time thanks to SCOR's strong capital generation
	Group cost ratio	5.0%	5.0%	5.0%	5.0%	~4.9%-5.1%	SCOR's cost ratio stands in the range defined by "Vision in Action"

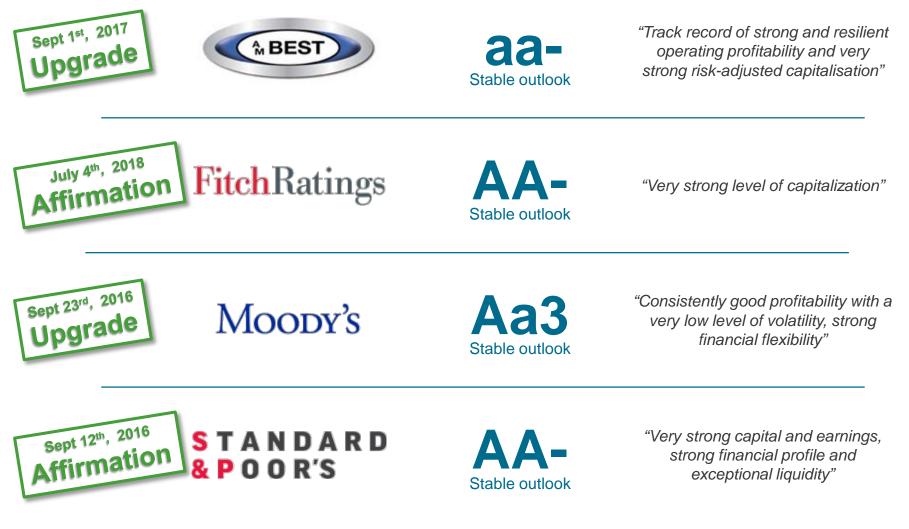
The Art & Science of Risk

Annual growth H1 2018 vs H1 2017
 Average of annual growths for FY 2016 and FY 2017
 Normalization as published for each quarter

4) Normalized for the intended call of the debt callable on November 2018



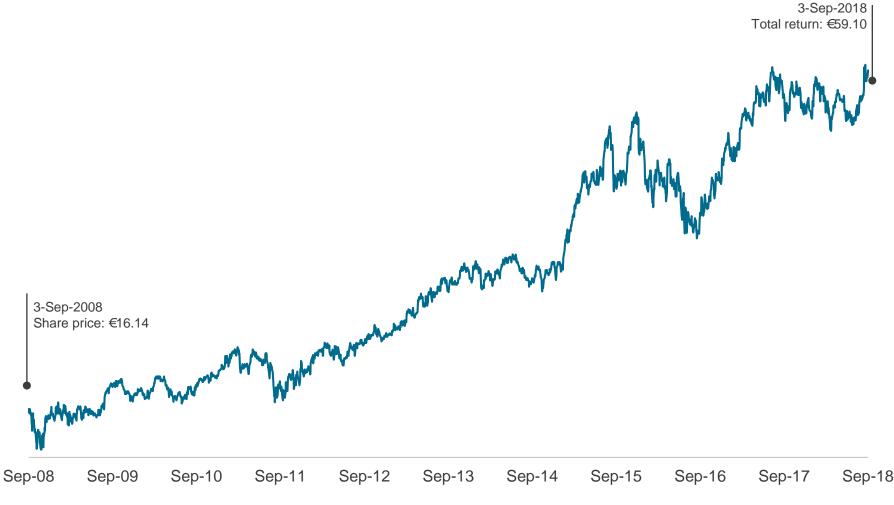
SCOR benefits from a best-in-class rating with all agencies giving a positive assessment of its current financial strength and capitalization



SCOR The Art & Science of Ris

# SCOR's total return with dividends reinvested stands at 266% over the past 10 years

SCOR total return with dividends reinvested (gross) – in EUR

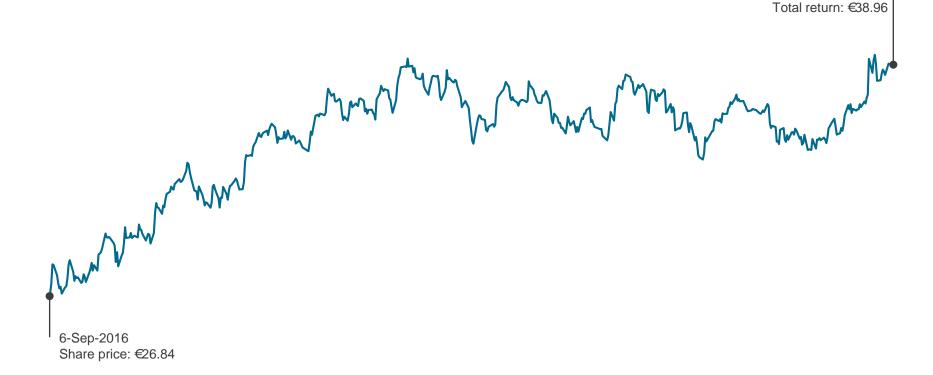






## SCOR's total return with dividends reinvested stands at 45% since the launch of "Vision in Action"

SCOR total return with dividends reinvested (gross) – in EUR



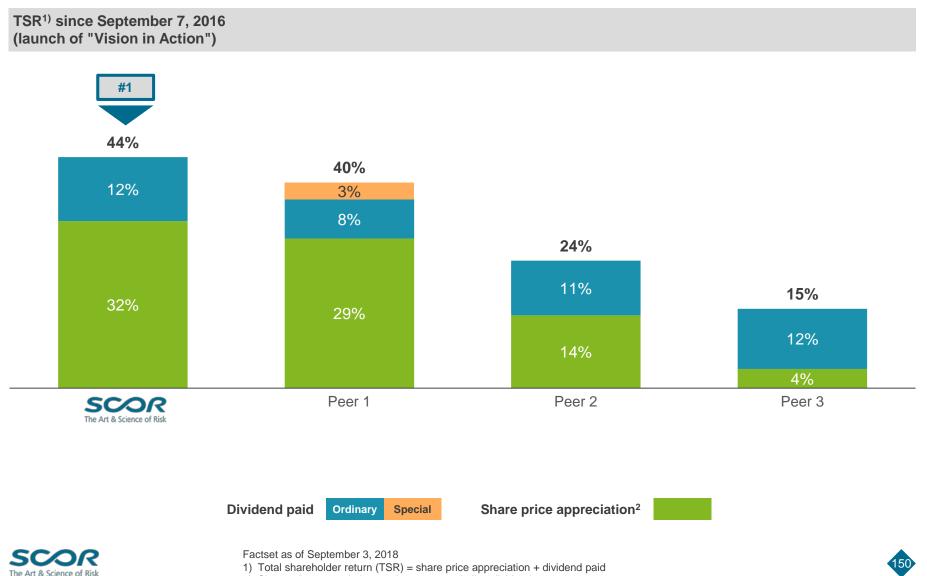
Sep-16 Nov-16 Jan-17 Mar-17 May-17 Jul-17 Sep-17 Nov-17 Jan-18 Mar-18 May-18 Jul-18





3-Sep-2018

## Since the launch of "Vision in Action", SCOR has outperformed its peers in terms of Total Shareholder Returns



2) Share price appreciation = price return excluding dividends

#### SCOR Investor Day 2018







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Capital management









#### Abbreviations (1/2)

AI	Artificial Intelligence	ERM	Enterprise
AEP	Aggregate Exceedance Probability	ESG	Environme
ALM	Asset Liability Management	E&S	Excess an
AMF	Autorité des Marchés Financiers	FX	Foreign Ex
APAC	Asia-Pacific	GRM	Group Ris
AuM	Assets under Management	GWP	Gross Writ
BEAT	Base Erosion and Anti-Abuse Tax	IDI	Inherent D
BMI	Body Mass Index	ILS	Insurance
CAGR	Compound Annual Growth Rate	IUL	Index Univ
CI	Critical Illness	L&H	Life and H
CSR	Corporate Social Responsibility	LoB	Limitation
C&S	Credit and Security	LRA	La Réunio
D&O	Director and Officer liability		
EMEA	Europe, Middle East and Africa		
EOF	Eligible Own Funds		





#### Abbreviations (2/2)

M&A	Merger and Acquisition	RoW	Rest of the World
MBS	Mortgage-Backed Securities	SAA	Strategic Asset Allocation
Medex	Medical Expenses	SBS	SCOR Business Solutions
MGA	Managing General Agent	SCR	Solvency Capital Requirement
NTM	Net Technical Margin	SE	Societas Europaea
NTR	Net Technical Result	SGP&C	SCOR Global P&C
P&C	Property and Casualty	SGI	SCOR Global Investments
PhDs	Doctors of Philosophy	SGL	SCOR Global Life
QS	Quota Share	ТСМА	The Channel Managing Agency
Qx	Rate	TSR	Total Shareholder Return
R&D	Research and Development	UL COI	Client Universal Life Cost Of Insurance
RoE	Return on Equity	UW	Underwriting
RoRAC	Return On Risk-Adjusted Capital	VaR	Value at Risk
RT1	Restricted Tier one	YRT	Yearly Renewable Term contracts



## Glossary (1/4)

Risk-management technique aimed at earning adequate returns and protecting capital by simultaneously managing the duration and other relevant characteristics of assets and liabilities
B3i Services AG is a startup formed to explore the potential of using Distributed Ledger Technologies within the re/insurance industry for the benefit of all stakeholders in the value chain
Extremely large data sets that may be analysed computationally to reveal patterns, trends, and associations, especially relating to human behaviour and interactions
Category covering all risks related to human life including mortality risk, disability risk, critical illness, personal accident, health, long- term care and longevity risks
A blockchain is an open distributed ledger that can record transactions between two parties efficiently and in a verifiable and permanent way. Once recorded, the data in any given block cannot be altered retroactively without the alteration of all subsequent blocks and a collusion of the network majority. Each block typically contains a hash pointer as a link to a previous block, a timestamp and transaction data. By design, blockchains are inherently resistant to modification of the data
Funds that would be available under a pre-negotiated agreement if a specific contingency (such as a natural disaster or a pandemia) occurs
A high performance bond which is generally issued by an insurance or reinsurance company. If a predefined occurrence takes place (such as an earthquake, tsunami, hurricane etc.), the bondholder loses all or part of his investment in the bond. This type of insurance-linked security allows insurance and reinsurance companies to transfer peak risks (such as those arising from natural catastrophes) to capital markets, thereby reducing their own risks
Sum of the Non-Life net attritional ratio, natural catastrophe ratio, commission ratio and the management expense ratio
Stands for the combination of the financial & monetary cycle as well as the P&C cycle



### Glossary (2/4)

D-I	
Diversification	Diversification reduces accumulated risks whose occurrences are not fully dependent
Duration	Duration is a measure of the sensitivity of the price the value of principal of a fixed-income investment to a change in interest rates
EBS (Economic Balance Sheet)	Economic valuation of the balance sheet whereby values are assigned to the balance sheet positions that are as close as possible to market prices
EOFs (Eligible Own Funds)	Amount of capital which is available and eligible to cover the Solvency II capital requirement (SCR). It is made up of the IFRS shareholders' equity, the eligible hybrid debt and the impact of economic adjustments on the economic balance sheet. It is the nominator of the solvency ratio
Exposure	A measure of the current level of the risk of SCOR's actual portfolio with a return period of 1-in-200 years
Footprint Scenario	Footprint scenarios are an innovative and complementary risk management tool. Whereas risk drivers and extreme scenarios are probability-based, the footprint approach consists in carrying out an impact assessment on the Group under a deterministic scenario
ILS (Insurance Linked Securities)	Financial instruments whose values are driven by insurance loss events. These instruments, which are linked to property losses due to natural catastrophes, represent a unique asset class, whose return is uncorrelated to that of the general financial market



## Glossary (3/4)

L-R	
Life technical margin	The ratio of the Life technical results (including interest on deposits on funds withheld) divided by the net earned premiums of SCOR Global Life
Limit	The maximum risk to which the company is committed to exposing itself
Longevity risk	Type of biometric risk. The risk that actual payments exceed their expected level due to mortality rates being lower than expected
LTC (Long-Term Care)	Insurance covers policyholders unable to perform predefined activities of daily life who consistently need the assistance of another person for every aspect. The loss of autonomy is permanent and irreversible
MGA (Managing General Agent)	An insurance agent/broker with authority to act on behalf of an insurer to conduct certain insurance functions such as to solicit business, price, underwrite, bind and administer policies, and handle claims
Mortality bond	This is a bond covering extreme mortality
Peak (Non –peak) perils	While natural catastrophes can happen in most countries, for convenience SCOR draws a distinction between so-called Peak and Non- Peak region-peril combinations. Peak Perils are characterized by a combination of high severity hazards in large economies with high insurance penetration. This leads to a strong demand for risk transfer by primary insurers and typically represents the largest accumulations of risk for reinsurers and retrocessionaires. Specifically, the set of Peak perils comprises Atlantic Hurricane, US Earthquake, European Windstorm, Japanese Earthquake and Japanese Typhoon. All other region perils are considered as non-peak
Retention	Share of the risk retained by the insurer or reinsurer for its own account
Retrocession	Transaction in which the reinsurer transfers (or lays off) all or part of the risks it has assumed to another reinsurer, in return for payment of a premium
Risk appetite	Defines the target risk profile (assets and liabilities combined) that SCOR actively seeks in order to achieve its expected return. The target risk profile is represented as the Group's target profit/loss probability distribution
Risk appetite framework	Consistently defines the three following metrics: SCOR's risk appetite, SCOR's risk preference and SCOR's risk tolerance
Risk preference	Defines the kinds of risks SCOR wants to take (in which segment of the industry, in which LoB, in which country etc.)
Risk tolerance	It defines the quantitative risk limits, at Group, LoB or geographical levels, which SCOR does not want to exceed



### Glossary (4/4)

S-Z	
SCR (Solvency Capital Requirement)	Required capital calculated by SCOR's internal model ensuring the Group can meet its obligations over the following 12 months with a 99.5% probability. It is the denominator of the solvency ratio.
Solvency scale	Scale developed by SCOR to achieve the best balance between a strong solvency level and an efficient use of its capital. The solvency scale drives a process of gradual escalation and management actions, depending on the optimal capital range of the solvency scale based on the Group Internal Model
Solvency ratio	Ratio of eligible own funds (EOF) to solvency capital requirement (SCR)
Tail (long/short)	The period of time that elapses between either the writing of the applicable insurance or reinsurance policy or the loss event (or the insurer's or reinsurer's knowledge of the loss event) and the payment in respect thereof. A "short-tail" product is one where ultimate losses are known comparatively quickly; ultimate losses under a "long-tail" product are sometimes not known for many years
Technical profitability	Profitability related to underwriting (i.e. underwriting result defined as Premiums minus losses not including investment income minus commissions)

