SCOR Global P&C January 2016 renewal results:

SCOR Global P&C continues to perform in lasting soft market conditions

9th February 2016



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1	SCOR Global P&C delivers successful 1/1 renewals
2	Good results that demonstrate its ability to continue to perform in highly competitive market conditions
3	SCOR Global P&C's 2016 Outlook



SCOR Global P&C effectively steered the January 2016 renewals to maintain its technical profitability



...have enabled it to deliver yet another set of good January renewal results





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Good 2016 January renewal results bear witness to SCOR Global P&C's strong competitive positions

A strong business model delivering successful January Renewals	 Robust SCOR Global P&C franchise with efficient client-centric and technical underwriting approaches, supported by its full range of offerings in Treaty P&C and Specialty Lines, enabling global partnerships with select clients Strong competitive positions with protected or preferred signings in key markets, despite the pressures exercised on all the participants in the risk transfer chains Recognized leading capabilities and full service approach by SCOR Global P&C to its clients, across lines of business and with a genuine understanding of their business, dampening the competition from ILS and alternative capital providers
Maintaining profitability while still	 Quasi-stable gross technical profitability: the expected gross underwriting ratio only marginally increases by 0.3 pp, while the expected return on allocated capital meets the SCOR Global P&C performance requirement, which is based on the Group's target ROE Overall price decrease contained at -1.0%, thanks to the large proportion of business benefiting from the more resilient primary insurance rates
managing to grow in selected	Continuous management of Terms & Conditions, as demonstrated by the substantially increased number of underwriting decisions subject to referrals
areas	+2.0% overall premium growth ¹ : +2.4% in Treaty P&C and +0.9% in Specialty Lines, reflecting contrasted trends by region / market and lines of business, while maintaining excellent levels of signings overall
Building on	On-track development of "Optimal Dynamics" business initiatives:
"Optimal	 Successful deployment of the US client-focused initiative, well received by clients and brokers:
Dynamics" initiatives as	SCOR Global P&C is on track to book \$150 million additional Casualty premium for the 2013-2016 Plan period, well-balanced between General & Specialty Casualty
sources of	 Preferential treatment obtained from strategic partners
outperformance	 Promising development of the Alternative Solutions platform
and genuine differentiation	Net combined ratio expected to stay close to 94% in 2016 under normal loss activity, benefiting from the improved efficiency of the retrocession program renewed at 1/1



Business up for renewal in January:

68% of SCOR Global P&C's total Treaty and Specialty Line premiums



2015 Underwriting Year premiums (see definitions page), based on exchange rates at 31/12/2015
 Europe, Middle East and Africa

SCOR Global P&C's portfolio remains steadily on the right track, with an increasing branching out towards the Americas

Business up for re	enewal		Business renewe	ed
ilobal P&C		,	Global P&C	
Treaty P&C	71%	Maintains split	Treaty P&C	71%
Specialty Treaty	29%	between business	Specialty Treaty	29%
ype (Treaty P&C only)			Type (Treaty P&C only)	
 ype (Treaty P&C only) Proportional Non-Proportional 	70% 30%	Remains correlated to primary insurance trends	Type (Treaty P&C only) Proportional Non-Proportional	71% 29%
ProportionalNon-Proportional		to primary	Proportional	-
·		to primary insurance trends	ProportionalNon-Proportional	-
 Proportional Non-Proportional Region (Treaty P&C only) 	30%	to primary	 Proportional Non-Proportional Region (Treaty P&C only) 	29%







Overall risk-adjusted pricing decrease is contained at -1%





All percentages based on weighted averages per segments and overall on premium volumes. See Appendix for definitions 1) Limited to the only client meaningfully renewing at 1/1

Contrasting trends by line of business





Property Non-Prop also includes other Property Per Risk Excess of Loss business
 New system for the valuation of personal injury in car accidents, entered into force 1 January 2016

All percentages based on weighted averages per segments and overall on premium volumes

SCOR Global P&C's January 2016 renewals: overall premium growth of +2%



All numbers at constant exchange rates, as at December 31, 2015 All figures in this presentation are based on available information as at January 22, 2016 unless otherwise specified Global P&C 1) Includes portfolio management actions

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Treaty P&C: carefully managed growth, deploying capacity in profitable regions and segments



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Treaty P&C book: growth in selected lines of business...



- Property Proportional: The growth comes mostly from the US, notably on program business and with new clients, more than compensating for portfolio management actions taken in Europe (e.g. in Germany)
- Motor Proportional: The stable position overall hides movements in both directions, with reductions in China and UK offset by new business in the US and Italy
- Property Cat: Despite the competition on this segment, slight growth was achieved, notably thanks to successful renewals with Global clients
- Motor Non-Proportional: The UK book shows growth, helping to counterbalance our active portfolio management in this class in France and Germany
- Property Non-Proportional: Reduction by pricing pressure, notably in Asia Pacific, as well as portfolio management in Canada
- Casualty: The growth was fuelled by new business with target clients in the US on proportional and non proportional business, combined with additional growth in Italy and in China



 Includes ~ € 20 million regional US Cat premiums renewed in 2016, underwritten by Specialty Treaty on behalf of Treaty P&C
 Includes Personal Accident, Special Risks, Workers' Compensation, Nuclear Pools, Terrorism Standalone and Motor Extended Warranty All numbers at constant exchange rates, as at December 31, 2015
 All figures in this presentation are based on available information as at January 22, 2016 unless otherwise specified

...with a re-balancing of the portfolio towards the US



- Germany: Decreasing premiums notably due to portfolio management actions taken on proportional industrial business
- Middle East and Africa: Slight decrease in the renewed premiums fueled by the soft insurance market conditions, and an amplification of the reinsurance market softening at year end
- Western Europe: Stable markets where we defended our leading positions well
- France: Strong renewals with Global Clients not offsetting portfolio management actions
- UK: Top line growth thanks to favorable rate movements in Motor Excess of Loss, as well as good renewals with long-standing clients
- Northern Europe: Close to flat landing driven by an increase in the challenging Nordic markets, compensating for a decrease in the Netherlands
- Italy: Improvements driven by increased leads and new business with existing clients, strengthening a number of leading positions
- Eastern Europe: Continuous build-up on the franchise with both local and global clients
- Asia-Pacific: In China and Korea, our services and support have been recognized by clients, with differentiated terms in key treaties and favorable signings. In the developing markets, SGPC's portfolio profitability and EGPI were maintained and in some instances improved e.g. South East Asia
- US: Significant growth coming from new business with existing and new clients, more than compensating for the non-renewal of unsatisfactory accounts, notably thanks to the client-focused initiative being successfully deployed and to the rebuilding of the franchise progressing well. Growth was achieved across all business segments, including Professional and General Liability



1) <u>Western Europe</u>: Austria, Cyprus, Greece, Malta, Portugal, Spain, Switzerland; <u>Northern Europe</u>: Belgium, Luxembourg, The Netherlands, Sweden, Denmark, Norway, Finland, Iceland; <u>Eastern Europe</u>: Albania, Bosnia, Bulgaria, C.I.S., Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Macedonia, Montenegro, Poland, Romania, Serbia, Slovakia, Slovenia ; 2) Includes ~ € 20 million regional US Cat premium renewed in 2016, underwritten by Speciality Treaty on behalf of Treaty P&C

All numbers at constant exchange rates, as at December 31, 2015; All figures in this presentation are based on available information as at January 22, 2016 unless otherwise specified





Specialty Treaty witnessed stable January renewals



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... with mostly downward trends by Line of Business



- Credit & Surety: Reinsurance continues to be under pressure due to good results in EMEA and fierce competition, however SCOR managed a flat landing
- Engineering: Increases spread across the world, notably in China, South Korea, and Nigeria and as a mix of organic growth, increased lines and new business, offset by selective reductions of shares due to portfolio steering
- Marine & Energy: A limited decrease considering the measures taken to mitigate the impact of the aggregation of additional covers in Marine programs
- ❑ Agriculture: Renewals are still being finalized, with preliminary estimates of consequent growth, driven by the successful renewal of our larger deals
- □ IDI (Inherent Defects Insurance): Slight decrease in renewed premiums mainly due to the direct market premium decrease in France, one of our main markets. A significant private deal with a Global Client was renewed
- □ US Cat: Active portfolio management actions and the leveraging of our longstanding client relationships have been crucial to overturning the particularly soft market conditions during the 1/1 renewals
- Aviation: A decrease in renewed business, with the market remaining favourable to buyers of reinsurance, and the continued erosion of international airline pricing



Position of the Agriculture renewals as at January 22, 2016
 Includes ~ € 20 million regional US cat premiums renewed in 2016, underwritten by Specialty Treaty on behalf of Treaty P&C All numbers at constant exchange rates, as at December 31, 2015, c. € 3m of Other business is excluded All figures in this presentation are based on available information as at January 22, 2016 unless otherwise specified

SCOR Business Solutions (SBS) recent renewals reflect the priority given to profitability over premium volume



- The market continues to be characterized by abundant capacity for large Corporate Risks in all Lines of Business, with an increasing weight of regional/local markets and an absence of market reaction to the large losses sustained in the offshore and onshore energy sectors
- Thanks to its network and its presence in all the marketplaces worldwide, SBS manages to keep its influence and its positions in its selected industry sectors and lines of business, while intensifying its risk selection

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Sample of analyzed contracts with an inception date from October 1, 2015 to January 1, 2016



All definitions can be found in the appendix.

All numbers at constant exchange rates, as at December 31, 2015 All figures on this page are based on available information as at January 22, 2016

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SCOR Global P&C optimizes growth within the constraints of the Group's two targets: profitability and solvency

- The successful 2016 January renewal results confirm SCOR Global P&C's strong competitive positions
- □ With stable to marginal increases of the proportional business within the portfolio, SCOR Global P&C continues to benefit from healthier price trends
- Having managed to maintain its technical profitability during the January 2016 renewals, SCOR Global P&C is confident in its ability to keep the net combined ratio close to 94% for 2016 under normal loss experience, thanks to the further improved efficiency of its retrocession program
- Based on the results of the January renewals, 2016 premiums are anticipated to reach around €6 billion

In € billion (rounded)	2016 January renewals	2016 full year estimates
Treaty P&C	2.1	
Specialty	0.9	5.2
Lloyd's	0.7	
Business Solutions	0.2	0.8
SCOR Global P&C	3.9	6.0



Appendix



SCOR Global P&C's assessment of current segment attractiveness, based on the profitability of its own book (1/2)



1) Western Europe: Austria, Cyprus, Greece, Italy, Malta, Portugal, Spain, Switzerland

4) Northern Asia: Hong Kong, Taiwan, Macau



- 2) Northern Europe: Belgium, Luxembourg, The Netherlands, Nordics
- 3) South East Asia: Indonesia, Malaysia, Singapore, Thailand, Philippine, Vietnam
- 5) Percentages are based on the number of segments in each category, not taking into account the respective segments' premium volume 23

SCOR Global P&C's assessment of current segment attractiveness, based on the profitability of its own book (2/2)



1) Including GAUM SCOR

2) Mainly non-proportional business

Global P&C 3) Energy and Natural Resources Property & Casualty (Energy Onshore + Offshore & Mines & Power)

Construction and Specialties (Professional Indemnity & Captives protection) 4)

Corporate Property & Casualty (large industrial & commercial risks)

5) 6) Percentages are based on the number of segments in each category, not taking into account the respective segments' premium volume

24

Definitions

- B&M: Boiler & Machinery
- Cancelled/restructured: client or SCOR decided to cancel the business/programs and/or to change their programs (e.g. from proportional to non-proportional)
- CAR: Contractors All Risks
- **EAR:** Erection All Risks
- Gross written premiums: actual and estimated premiums, expressed using Calendar Year-to-Date average foreign exchange rates at each quarter reporting, to be received for the period from the ceding companies. Gross written premiums represent the turnover for the accounting period
- □ IDI: Inherent Defects Insurance (Decennial)
- LoB: Line of Business
- □ MPCI: Multi Peril Crop Insurance
- New business with existing clients: existing client decided to place new business/programs with SCOR (i.e. new to SCOR or new as such) and/or to change their programmes (e.g. from proportional to non-proportional)
- P&I: Protection & Indemnity
- Price change: "price change" defined as movement in price per unit of exposure. Therefore for most products, where the exposure unit is a monetary amount, the price movement is net of general inflation. By definition, changes in commissions are not considered as price changes
- Program business: Program business refers to business done with Managing General Agents / Managing General Underwriters (MGA/MGU)
- Share variation: client or SCOR decided to reduce or increase the share participation (e.g. SCOR increases share with client X from 10% to 20%)
- Underlying volume x price changes: combined effect of variations in underlying primary volume, in exposures and/or in rates (= ceded EGPI change for existing clients)
- Underwriting Ratio: on an underwriting year basis, the sum of the gross loss ratio and the acquisition cost ratio (cedant's commission and brokerage ratios). Administration costs must be added to get the Combined Ratio
- 2015 Underwriting year premiums: SCOR Global P&C premiums for contracts incepting between January 2015 and December 2015, expressed at December 31, 2015 closing exchange rates

