PRESS CONFERENCE

Sunday, September 9, 2018

REINSURANCE & APREF SURVEY
GLOBAL - FRANCE

Meridien Beach Plaza – Salle Adriatique – Monte Carlo
1. GLOBAL REINSURANCE IN 2017

2. FRENCH REINSURANCE MARKET IN 2017
   APREF SURVEY

3. APREF ACCOMPLISHMENTS IN 2017 / 2018
1. GLOBAL REINSURANCE IN 2017
2017 PREMIUM INCOME FROM REINSURANCE RETURNS TO ITS 2014 LEVEL

Total reinsurance premiums* (in USD billions)

Source: Scor estimates based on insurers’ annual reports and from S&P Global Reinsurance Highlights

*Constant exchange rates
ALTERNATIVE REINSURANCE PURSUES GROWTH TREND

Additional 10% capital increase from alternative reinsurance
Global reinsurance capital estimated at USD 605 b (+2%)

Source: Aon Benfield Analytics / Aon securities Inc.
THE TOP 10 GLOBAL REINSURERS IN 2017
Only one French reinsurer ranks among the top 10

1-Munich Re
2-Swiss Re
3-Berkshire
4-Hannover Re
5-SCOR
6-Lloyd’s
7-RGA
8-China Re
9-Korean Re
10-GIC

End-of-year exchange rate
*Munich Re reinsurance segment premiums and health reinsurance segment premiums
**Berkshire = GenRe + Berkshire Hathaway Reinsurance Group
Source: Scor estimates based on annual reports from insurers / S&P

APREF Press conference of September 9, 2018
INCREASED CONCENTRATION OF GLOBAL REINSURANCE MARKET

The market share of the Top 5 reinsurers has more than doubled since 1990

Source: Scor estimates
INSURED DAMAGES CAUSED BY CATASTROPHES (1970 / 2017)

2017: A year of exceptional loss experience

In USD billions, at 2017 prices

Source: Swiss Re Institute sigma No 1/2018
Following an uneventful start of the year, natural events dominated the news headlines until autumn.

Approximately 50% of all insured losses were absorbed by reinsurers.
UNDERWRITING RESULTS UNDER PRESSURE

- 1997-2006: Average Combined Ratio ~ 106%
- 2007-2017: Average Combined Ratio ~ 94%

Source: S&P Global Reinsurance Highlights
Increase of 6.1% of global catastrophe protection costs

*Hurricanes Katrina, Rita, Wilma

Source: Guy Carpenter
2. FRENCH MARKET REINSURANCE IN 2017

APREF SURVEY
PREMIUM RECEIPTS FROM LIFE / NON-LIFE ACCEPTANCES
Stable premium income

<table>
<thead>
<tr>
<th>Line</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Life</td>
<td>2,050</td>
<td>1,998</td>
</tr>
<tr>
<td>Non-Life*</td>
<td>3,314</td>
<td>3,399</td>
</tr>
<tr>
<td>TOTAL</td>
<td>5,364</td>
<td>5,397 (+0.6%)</td>
</tr>
</tbody>
</table>

In euro millions

*with CCR State-backed guarantee

Source: APREF

**FRENCH MARKET**

In euro millions

**LIFE:** deterioration of 2.5% following moderate increase in 2016 (+3%)

**NON-LIFE:** increase of 2.6% following slight deterioration in 2016 (-2%)

*significant increase in non-proportional NAT CAT treaties*
## AREF 2017 NON-LIFE ACCEPTANCES

*(WITH CCR STATE-BACKED GUARANTEE)*

### 2017 Gross premiums written in € millions

<table>
<thead>
<tr>
<th>Figures for AREF Members</th>
<th>Treaty</th>
<th>Facultative</th>
<th>TOTAL BY LINE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>PP</td>
<td>NP</td>
<td>PP</td>
</tr>
<tr>
<td>Property</td>
<td>961</td>
<td>844</td>
<td>27</td>
</tr>
<tr>
<td>Motor (Physical &amp; Casualty)</td>
<td>143</td>
<td>242</td>
<td>0</td>
</tr>
<tr>
<td>Accident (Individual, Group &amp; Personal Accident)</td>
<td>27</td>
<td>21</td>
<td>3</td>
</tr>
<tr>
<td>Credit &amp; Surety</td>
<td>199</td>
<td>41</td>
<td>4</td>
</tr>
<tr>
<td>General Liability</td>
<td>175</td>
<td>104</td>
<td>7</td>
</tr>
<tr>
<td>Miscellaneous Risks (Legal Protection, Assistance, Special Risks, etc.)</td>
<td>28</td>
<td>10</td>
<td>24</td>
</tr>
<tr>
<td>Marine</td>
<td>172</td>
<td>34</td>
<td>16</td>
</tr>
<tr>
<td>Technical Risks</td>
<td>115</td>
<td>99</td>
<td>8</td>
</tr>
<tr>
<td>Sub-Total</td>
<td>1,820</td>
<td>1395</td>
<td>89</td>
</tr>
<tr>
<td>TOTAL</td>
<td>3,215</td>
<td>184</td>
<td>3,999</td>
</tr>
</tbody>
</table>

### Variation 2017 / 2016 (as a %)

- Treaty: +2.65%
- Facultative: +1.1%
- Total: +2.6%

*Source: AREF*
APREF 2017 NON-LIFE ACCEPTANCES
(WITH CCR STATE-BACKED GUARANTEE)
€3,399 m (vs €3,314 m in 2016)

By type
- Proportional Treaty: 53%
- Non-Proportional Treaty: 41%
- Proportional Facultative: 3%
- Non-Proportional Facultative: 3%

By line
- Property: 55%
- Motor: 11%
- Accident: 7%
- Credit & Surety: 7%
- General Liability (incl. Malpractice): 7%
- Miscellaneous Risks: 2%
- Marine: 2%
- Technical Risks: 2%

Source: APREF

APREF Press conference of September 9, 2018
**APREF 2017 NON-LIFE ACCEPTANCES**  
(WITHOUT CCR STATE-BACKED GUARANTEE)

<table>
<thead>
<tr>
<th>2017 Gross premiums written in € millions</th>
<th>Treaty</th>
<th>Facultative</th>
<th>TOTAL BY LINE</th>
</tr>
</thead>
<tbody>
<tr>
<td>APREF Member Figures</td>
<td>PP</td>
<td>NP</td>
<td>PP</td>
</tr>
<tr>
<td>Property</td>
<td>223</td>
<td>697</td>
<td>27</td>
</tr>
<tr>
<td>Motor (Physical &amp; Casualty)</td>
<td>143</td>
<td>242</td>
<td>-</td>
</tr>
<tr>
<td>Accident (Individual, Group &amp; Personal Accident)</td>
<td>27</td>
<td>22</td>
<td>3</td>
</tr>
<tr>
<td>Credit &amp; Surety</td>
<td>199</td>
<td>41</td>
<td>4</td>
</tr>
<tr>
<td>General Liability (includes Malpractice Liability)</td>
<td>175</td>
<td>104</td>
<td>7</td>
</tr>
<tr>
<td>Miscellaneous Risks (Legal, Assistance, Special Risks, etc.)</td>
<td>28</td>
<td>10</td>
<td>24</td>
</tr>
<tr>
<td>Marine</td>
<td>168</td>
<td>31</td>
<td>16</td>
</tr>
<tr>
<td>Technical Risks</td>
<td>115</td>
<td>99</td>
<td>8</td>
</tr>
<tr>
<td><strong>Sub-Total</strong></td>
<td><strong>1,078</strong></td>
<td><strong>1,246</strong></td>
<td><strong>89</strong></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>2,324</strong></td>
<td><strong>183</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Variation 2017 / 2016 (as a %)</strong></td>
<td>+2.8%</td>
<td>+0.5%</td>
<td></td>
</tr>
</tbody>
</table>

Source: APREF
APREF 2017 NON-LIFE ACCEPTANCES
(WITHOUT CCR STATE-BACKED GUARANTEE)

€ 2,507 m (vs € 2,442 m in 2016)

By line

Property: 39%
Motor: 15%
Accident: 9%
Credit & Surety: 9%
General Liability (incl. Malpractice): 10%
Miscellaneous Risks: 9%
Marine: 3%
Technical Risks: 2%

By type

Proportional Treaty: 50%
Non-Proportional Treaty: 43%
Proportional Facultative: 4%
Non-Proportional Facultative: 3%

Source: APREF
## APREF 2017 LIFE ACCEPTANCES

<table>
<thead>
<tr>
<th>2017 Gross premiums written in € millions</th>
<th>Treaty &amp; Facultative</th>
<th>TOTAL</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>APREF Member Figures</td>
<td>PP</td>
<td>NP</td>
<td>Per line</td>
</tr>
<tr>
<td>Individual &amp; Group Employee Health &amp; Benefit (Death, Disability)</td>
<td>1,187</td>
<td>95</td>
<td>1,282</td>
</tr>
<tr>
<td>Nursing-Care</td>
<td>297</td>
<td>-</td>
<td>297</td>
</tr>
<tr>
<td>Health, Medical Expenses</td>
<td>223</td>
<td>0</td>
<td>223</td>
</tr>
<tr>
<td>Other Guarantees</td>
<td>194</td>
<td>2</td>
<td>196</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>1,901</td>
<td>97</td>
<td>1,998</td>
</tr>
</tbody>
</table>

*Source: APREF*
APREF 2017 LIFE ACCEPTANCES
€ 1,998 m (vs € 2,050 m in 2016)

By line
- 15% Other Guarantees
- 11% Proportional Treaty & Facultative
- 10% Non-Proportional Treaty & Facultative
- 6% Nursing-Care
- 64% Health, Medical Expenses

By type
- 94% Employee Health & Benefit (Death, Disability, etc.)
- 6% Other Guarantees

Source: APREF
3. APREF WHITE PAPERS
LATEST APREF WHITE PAPERS

The APREF white papers may be consulted on our website* www.apref.org

- GENERAL DATA PROTECTION REGULATION
  - June 2018

- MOTOR UNDERWRITING SURVEY
  - June 2018

- SURVEY ON ACCOUNTING STANDARDS AND FLOWS
  - June 2018

- RESPONSES TO THE CONSULTATION OF THE FRENCH SENATE ON THE REFORM OF CIVIL LIABILITY
  - APRIL 2018

- RISK MAP UPDATE
  - APRIL 2018

- COMPETITIVENESS OF FRANCE
  - MARCH 2018

- REINSURING NATURAL CATASTROPHES
  - MARCH 2018

* in French only
THANK YOU FOR LISTENING
APREF (Professional Association of Reinsurers operating in France)
26 boulevard Haussmann 75009 Paris – Tel: +33 (0)1 42 47 90 10
www.apref.org