

SCOR enters the US medical reinsurance market with a strong and experienced team based in Minneapolis

SCOR Global Life, a leading Global Life & Health reinsurer, has entered the U.S. medical reinsurance market. SCOR offers the medical market a portfolio of customized solutions to manage medical risk and complex claims.

The company's initial product lines include reinsurance coverage for HMOs and insurance companies. As it obtains necessary regulatory approvals, SCOR will offer provider excess and employer stop loss insurance.

"We are a market leader in US life reinsurance and an established player in the group life market here," said Paolo De Martin, CEO of SCOR Global Life. *"The adjacent medical market offers a substantial opportunity to expand our U.S. footprint."*

De Martin is very excited about the investment SCOR is making in the medical reinsurance market. *"This is a large market with significant demand for risk management solutions and expertise,"* he said. *"We made a comprehensive study of the market and we believe we can effectively and successfully support the needs of existing and emerging market participants."*

The medical reinsurance market is no place for beginners. *"When we made the strategic decision to enter the market, we knew we needed an A-team of health care and risk*

management experts to build out a first rate organization and make an immediate impact in the medical excess market," said J.C. Brueckner, CEO of SCOR Global Life in the Americas. *"Kelly Munger was our first executive hire,"* Brueckner said.

"She leads our Group Reinsurance business unit and has done a superb job assembling a team of experienced professionals who understand the changes occurring in the market and who will work with brokers to develop customized solutions for their clients."

Kelly's long tenure in the industry has given her a deep understanding of all the players in the medical reinsurance market – brokers, insurers, HMOs, providers, self-insured employers, TPAs – and their goals and challenges. The SCOR team she leads includes seasoned industry experts in marketing, underwriting, actuarial, claims, medical management, operations, premium reporting and contract issuance.

"The medical market is complex and evolving," Munger said. *"SCOR may be a new player but everyone on the team has worked in the health care industry for many years and their expertise allows them to navigate the changes that are occurring. We have a strong sense of purpose and are intently focused on high performance and client satisfaction."* *"We're a well-known team,"* she said. *"The market knows what to expect from us."*

SCOR's medical reinsurance operation is based in Minneapolis, a city known for innovations in health care and home to many U.S. health insurance and reinsurance companies. It is supported by SCOR's expert actuarial, underwriting and medical director resources in Leawood, Kansas and Charlotte, North Carolina.

SCOR's medical reinsurance business in the U.S. is underwritten by General Security National Insurance Company (GSNIC). As a wholly owned affiliate, the ratings of SCOR SE have been extended to GSNIC, making it a highly rated, financially strong reinsurance partner.

The top rating agencies recognize the financial strength of SCOR with the following ratings and assessment:

FINANCIAL STRENGTH RATINGS

STANDARD & POOR'S STABLE OUTLOOK	AA-
FITCH RATINGS STABLE OUTLOOK	AA-
AM BEST STABLE OUTLOOK	A+
MOODY'S STABLE OUTLOOK	Aa3

ABOUT SCOR

SCOR is a leader in the life reinsurance market in the Americas providing solutions to companies in the U.S., Canada and Latin America. A full service life reinsurer, SCOR offers broad capabilities in risk management, capital management and value-added services and solutions to life and health insurance companies.

Life and Health offices in the US are located in Charlotte, NC, Leawood, KS and Minneapolis, MN.

The Life and Health operations are part of the SCOR Group, the fourth largest reinsurer in the world with a unique track record of growth and commitment to partnering with clients. Its expert teams have been providing worldwide clients superior reinsurance products and services for more than 40 years with an approach centered on the development of long term client relationships.

For more information, please go to www.SCOR.com and www.scorgloballifeamericas.com

