2013 Casualty Loss Reserve Seminar Boston, MA

# A.M.Best Perspectives on Reserving and Reserve Adequacy

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### Agenda



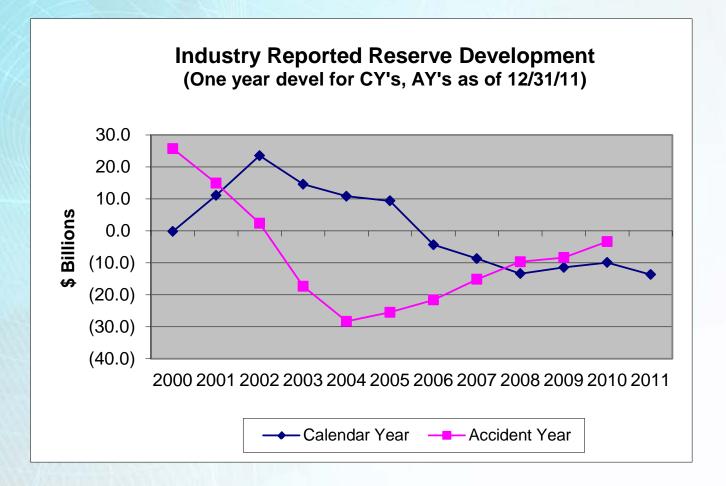
- Historical Adverse Development
- Historical and Current Deficiencies
- Correlation of UW Cycle and Reserving Cycle
- Rating Perspectives

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### Historical Adverse Development

	U.S. Pro	perty/C	asualty -	Incurre	d Loss &	& DCC D	evelopn	nent (200	2-2011)		
	One yea	ar develo	pment for	calenda	r years, a	accident y	ears as	of Dec. 3	1, 2011		
		Excludes	s Mortgag	e Gurant	y and Fir	nancial G	uaranty S	Segments	i		
				(	\$ Billions	s)					
One-Year Reserve Development *											Total AY
Accident											Development
<u>Year</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>Through 2011</u>
Prior	23.5	19.4	19.7	23.1	10.5	9.2	4.5	6.4	5.9	1.6	\$123.8
2002		(4.8)	1.7	3.3	1.1	0.5	(0.0)	0.3	0.3	0.1	\$2.4
2003			(10.7)	(3.4)	(1.5)	(0.8)	(0.3)	(0.3)	(0.2)	(0.2)	(\$17.3)
2004				(13.6)	(4.6)	(3.9)	(2.6)	(2.2)	(1.0)	(0.5)	(\$28.3)
2005					(9.9)	(5.2)	(4.0)	(3.4)	(2.0)	(1.0)	(\$25.5)
2006						(8.5)	(4.8)	(3.7)	(2.6)	(2.0)	(\$21.6)
2007							(6.2)	(4.5)	(2.1)	(2.4)	(\$15.2)
2008								(4.1)	(2.6)	(3.0)	(\$9.7)
2009									(5.6)	(2.7)	(\$8.4)
2010										(3.4)	(\$3.4)
	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	
Total in Calendar Yr	23.5	14.6	10.8	9.4	(4.4)	<u>2007</u> (8.7)	(13.4)	- <u>2009</u> (11.5)	2 <u>010</u> (9.9)	(13.7)	EST.
* Positive values indicate adverse development; negative values are favorable.											2012
											(13.0)

### Historical Adverse Development



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### U.S. Property/Casualty - Estimated Year End Loss and DCC Reserve Deficiencies (2012) (\$ Billions)

	Excluding	Statutory	Total
Product Line	Discount	Discount	Deficiency
Workers' Compensation	9.6	18.2	27.8
Other/Products Liability	4.7	1.4	6.1
Reinsurance - Nonproportional Assumed	2.6	2.5	5.1
Commercial Multiple Peril	2.3	0.2	2.5
Commercial Auto Liability	0.4	0.5	0.9
Homeowners	-0.2	0.0	-0.2
Medical Professional Liability	-2.7	1.0	-1.7
Personal Auto Liability	-3.1	0.3	-2.8
All Other Lines	-3.2	0.2	-3.0
Total Core Reserves	10.4	24.3	34.7
Asbestos & Environmental	13.7	0.0	13.7
Total	24.1	24.3	48.4

Excludes mortgage guaranty and financial guaranty segments.

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### Loss & DCC Reserve Adequacy By Line of Business

Product Line	Original Estimated Reserve Deficiency @ 12/11 (\$B)	Current Estimated Reserve Deficiency @ 12/11 (\$B)	Estimated Reserve Deficiency @ 12/12 (\$B)
Workers' Compensation	26.7	26.5	27.8
Reinsurance - Nonprop Assumed	6.0	4.3	5.1
Other/Products Liability	5.3	4.9	6.1
Commercial Multiple Peril	1.7	1.0	2.5
Commercial Auto Liability	0.5	0.4	0.9
Homeowners	-0.2	-0.4	-0.2
Personal Auto Liability	-1.5	-3.6	-2.8
Medical Professional Liability	-3.0	-3.0	-1.7
All Other Lines	-2.0	-3.5	-3.0
Total Core Reserves	33.5	26.6	34.7
Asbestos & Environmental	7.4	16.4	13.7
Total	40.9	43.0	48.4



### Loss & DCC Reserve Adequacy

Commercial Lines Composite									
	Estimated Reserve Deficiency @	Percent of Total Carried							
Source	12/12 (\$B)	Reserves							
Core Reserves	26.5								
Asbestos & Environmental	9.4								
Total Composite	35.9	9.8%							

Personal Lines Composite									
	Estimated Reserve Deficiency @	Percent of Total Carried							
Source	12/12 (\$B)	Reserves							
Core Reserves	1.2								
Asbestos & Environmental	1.4								
Total Composite	2.6	2.0%							

U.S. Reinsurance Composite									
9	Estimated Reserve Deficiency @	Percent of Total Carried							
Source	12/12 (\$B)	Reserves							
Core Reserves	7.0								
Asbestos & Environmental	2.9								
Total Composite	9.9	15.2%							



	Deveent of		Accide	nt Years		Discounted		Total R	
	Percent of Core	2001 &	2002 -	2006 -	2010 -	Reserve Deficiency/	Statutory	Deficie <u>(Redun</u>	•
Reserve Line	Reserves	Prior	2002 -	2000 -	2010 -	(Redundancy)	Discount (A)	Amount	<u>uancy)</u> %
						(110201120110)	2.0000()		
Workers' Compensation	25.8%	\$3.0	\$1.6	\$2.2	\$1.9	\$8.6	\$17.9	\$26.5	17.7%
Other / Products Liability	22.7	1.6	1.7	(0.5)	0.7	3.5	1.4	4.9	3.3
Personal Auto Liability	16.8	0.5	0.1	(1.8)	(2.7)	(3.8)	0.3	(3.6)	(3.7)
<b>Reins-Nonproportional Assumed</b>	7.8	1.1	1.2	(0.3)	(0.1)	1.9	2.4	4.3	8.6
Commercial Multiple Peril	6.1	0.3	0.4	(0.1)	0.2	0.8	0.2	1.0	2.7
Medical Professional Liability	5.0	0.0	(0.3)	(2.1)	(1.7)	(4.0)	1.0	(3.0)	(10.5)
Commercial Auto Liability	4.2	0.1	(0.1)	(0.5)	0.4	(0.1)	0.5	0.4	1.6
Homeowners	4.3	0.1	0.0	0.0	(0.6)	(0.5)	0.0	(0.4)	(1.8)
All Other	<u>7.2</u>	<u>0.1</u>	<u>0.2</u>	<u>(0.7)</u>	<u>(3.4)</u>	<u>(3.8)</u>	<u>0.2</u>	<u>(3.5)</u>	<u>(8.6)</u>
Core Reserves (B)	95.2	6.7	4.9	(3.6)	(5.2)	2.7	23.9	26.6	4.5
<u>A&amp;E (C)</u>	<u>4.8</u>	<u>16.4</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>16.4</u>	<u>0.0</u>	<u>16.4</u>	<u>2.7</u>
Total Loss & DCC Reserves	100.0%	\$23.1	\$4.9	(\$3.6)	(\$5.2)	\$19.1	\$23.9	\$43.0	7.2%

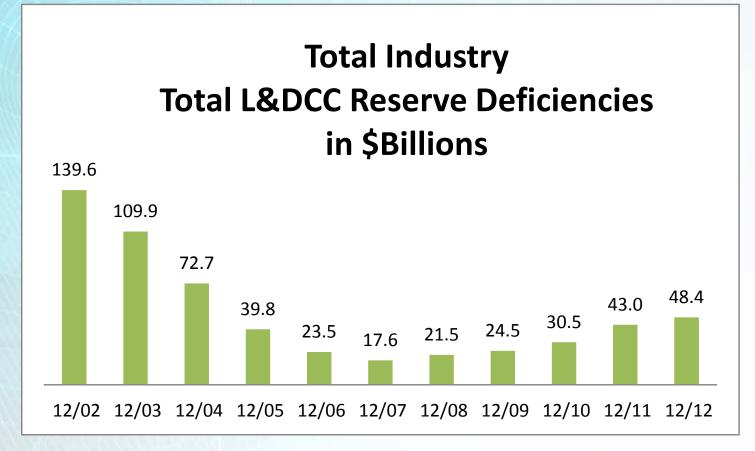
By-Line Reserve Adequacy (\$ Billions) @12/11

(A) Includes both tabular and non-tabular statutory discount.

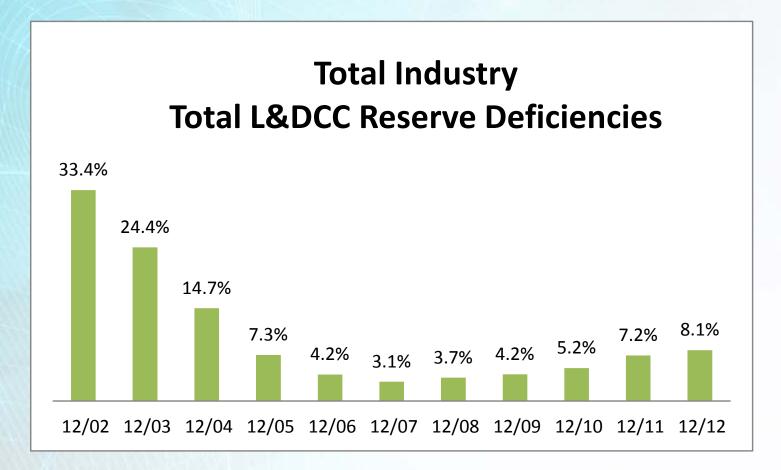
(B) Source: A.M. Best's proprietary loss reserve model.

(C) Source: A.M. Best's internal A&E study.

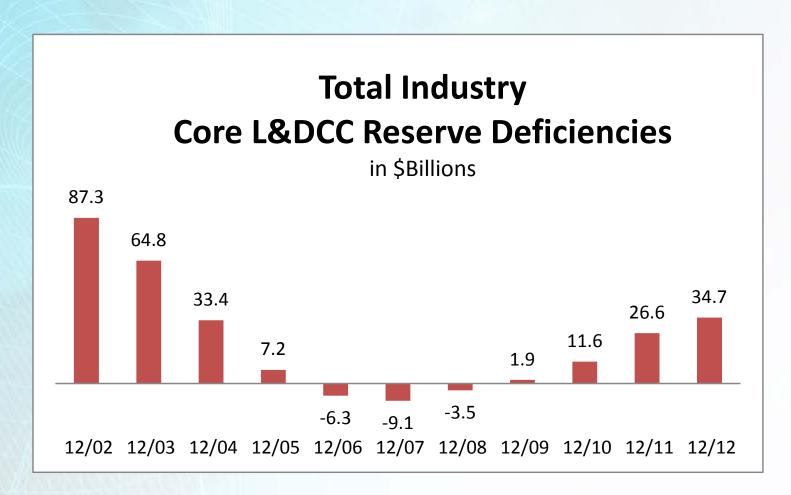




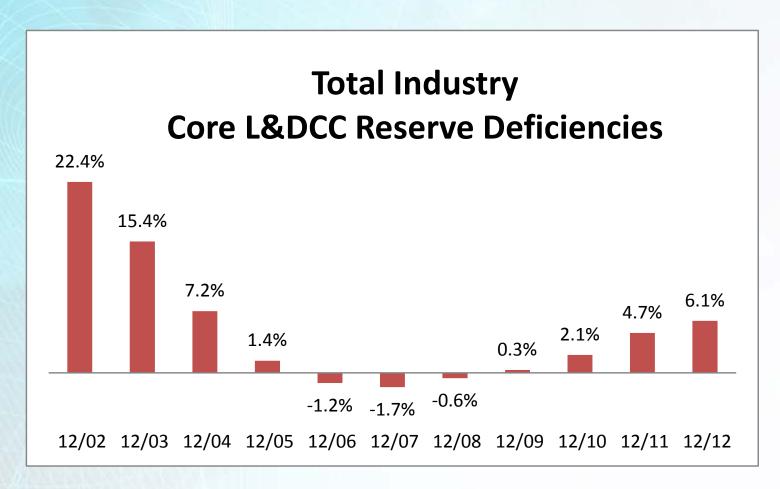






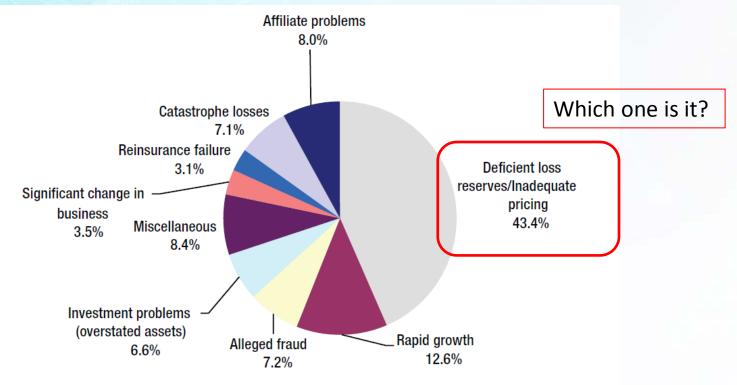






### UW Cycle and Reserving Cycle

### U.S. Property/Casualty – Primary Causes of Financial Impairment (1969-2012)

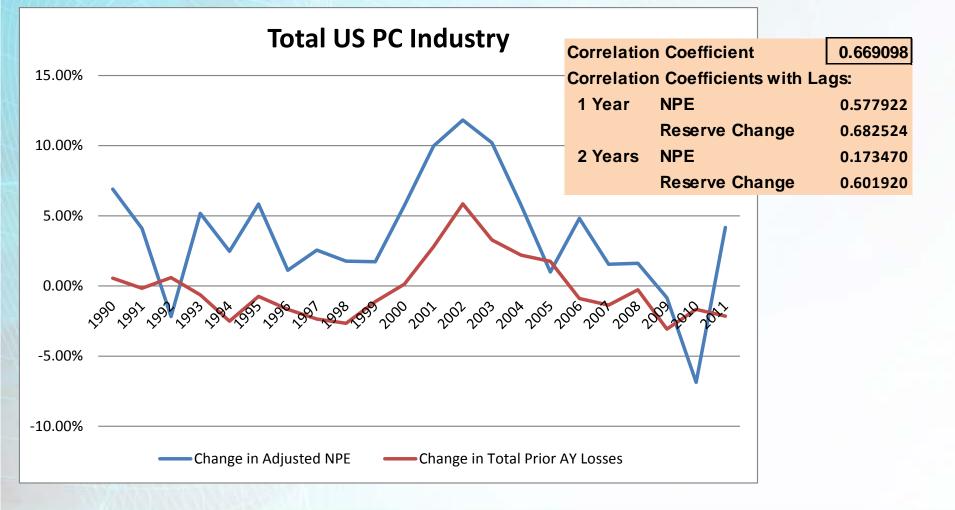


Note: Exhibit % are based on companies where the cause of impairment was identified. Source: A.M. Best data & research

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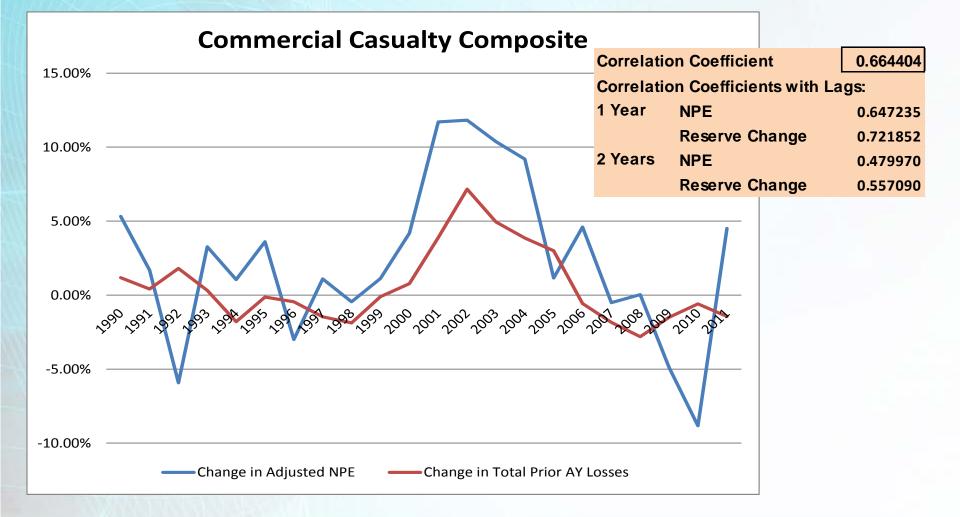


### UW Cycle and Reserving Cycle

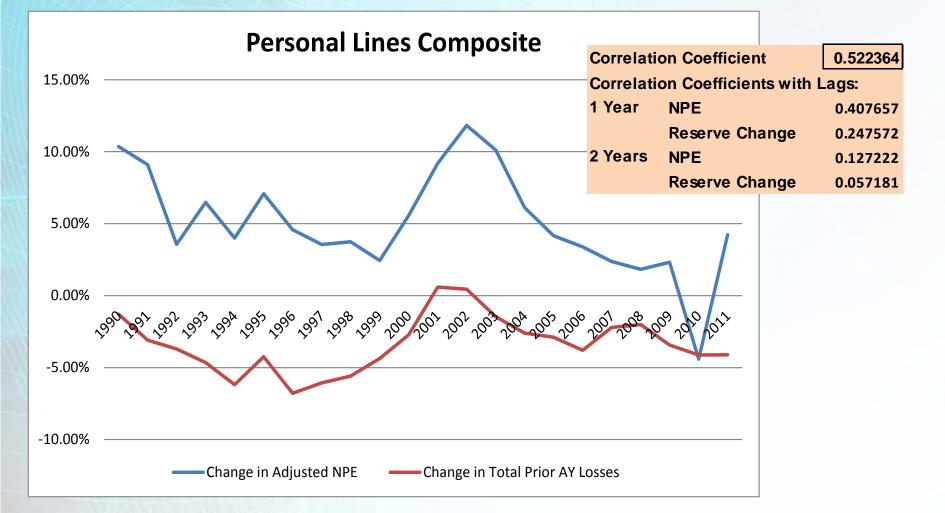




### UW Cycle and Reserving Cycle









- Gross, Ceded, & Net Reserve Leverage
- Sched P historical runoff
- Loss Reserve Model estimated deficiency
- Company supplied reserve review
- Variablity in strengthening/weakening
- Impact on
  - Balance Sheet Strength (BCAR)
  - Operating Performance
  - Business Profile (Management ability)



<	Loss H	Reserve Rat	ios (p.12	-13)	>
Res/PHS	Res/NPE	Dev/Orig	Dev/PHS	AY Comb	(CY-AY)
126.4	133.3	-7.3	-9.3	104.5	0.7
111.6	138.0	-5.0	-5.6	101.8	-1.3
103.3	139.9	-3.6	-3.7	103.5	-0.9
107.1	138.7	-2.1	-2.3	109.0	-0.8
101.1	134.8	-	-	105.6	-2.5
101.1	134.8				

#### Growth Analysis (% Change)

								1	2 - /							
	<	- Premiu	ms Wri	tten	>		1	Loss	LAE	Total	Unearned	A11	Total	1		
Year	Direct	Assumed	Gross	Ceded	Net	NPE	1	Reserves	Reserves	Reserves	Premiums	Other	Liab	1	PHS	
2008	-2.3	1.5	-0.7	0.7	-2.0	-0.6	1	4.5	1.5	4.0	-1.7	-6.8	0.3	1	-12.4	
2009	-3.1	-2.8	-3.0	-1.7	-4.1	-4.0	1	-1.1	1.6	-0.6	-2.1	-1.5	-1.1	1	12.6	
2010	0.3	-2.3	-0.8	-2.6	0.8	-0.6	1	0.5	1.9	0.7	0.9	1.9	1.0	1	8.8	
2011	3.6	2.5	3.1	2.9	3.3	2.9	1	2.2	1.2	2.0	1.9	3.3	2.3	1	-1.6	
2012	4.4	5.9	5.0	5.8	4.3	3.4	1	0.5	0.4	0.5	3.7	7.3	2.6	1	6.4	
5 Yr:							- T							1		
CAGR	0.5	0.9	0.7	1.0	0.4	0.2	1	1.3	1.3	1.3	0.5	0.7	1.0	1	2.4	
Chg	2.7	4.6	3.5	5.0	2.2	0.9	1	6.7	6.7	6.7	2.7	3.6	5.2	1	12.5	

#### Underwriting Leverage Ratios

	<> Premiums Written>							< Net L:	iabiliti	abilities>		< Net & Gross Leverage>		
							1	Loss & LAE	UPR &	Net	1	Net	Ceded	Gross
	Year	Direct	Assumed	Gross	Ceded	Net	1	Reserves	Other	Liab	1	Leverage	(Pg 11)	Leverage
	2008	1.0	0.8	1.8	0.9	0.9	1	1.3	0.8	2.1	1	3.0	0.7	3.7
	2009	0.9	0.7	1.6	0.8	0.8	1	1.1	0.7	1.8	1	2.6	0.6	3.3
	2010	0.8	0.6	1.4	0.7	0.7		1.0	0.7	1.7	1	2.5	0.5	3.0
	2011	0.9	0.6	1.5	0.7	0.8	1	1.1	0.7	1.8	1	2.6	0.6	3.1
	2012	0.9	0.6	1.5	0.7	0.8		1.0	0.7	1.7	1	2.5	0.6	3.0
C	Ind	0.9	0.6	1.5	0.7	0.8	Т	1.0	0.7	1.7	T	2.5	0.6	3.0



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	A.M. BEST COMPANY'S 2013	QUANTITATIVE ANALYSIS REPORT	PAGE 12 of 14
NAME: Total US PC Industry	(99200) GROUP:	Total US PC Industry (99200)	DATE: 07/30/13

Loss Reserve Analysis

Loss & LAE Reserve Composition (\$000,000)

							Sch P	Net
	Case	IBNR	Case	IBNR			Discount&	Loss&LAE
Year	Loss	Loss	Alae	Alae	Loss&ALAE	Ulae	Other	Reserves
2008	273,354	252,085	15,219	54,296	594,954	32,524	-25,123	602,355
2009	263,687	251,644	15,063	55,296	585,690	33,264	-20,260	598,694
2010	264,887	252,358	16,361	55,712	589,318	33,486	-19,625	603,179
2011	270,225	255,533	16,111	55,904	597,773	34,905	-17,381	615,297
2012	269,416	255,735	16,052	56,100	597,302	35,139	-14,232	618,208
	<	P	Reserve Alloca	tion (% of )	Reserves)		>	Reserves
								to PHS to NPE
Year								(%) (%)
2008	45.4	41.8	2.5	9.0	98.8	5.4	-4.2	126.4 133.3
2009	44.0	42.0	2.5	9.2	97.8	5.6	-3.4	111.6 138.0
2010	43.9	41.8	2.7	9.2	97.7	5.6	-3.3	103.3 139.9
2011	43.9	41.5	2.6	9.1	97.2	5.7	-2.8	107.1 138.7
2012	43.6	41.4	2.6	9.1	96.6	5.7	-2.3	101.1 134.8



Loss Reserve Mix and Growth Analysis

		< Loss & LAE	Reserves	(\$000,000)	% of 1	Total Res	serves	<-2012 %	Change	->	Res/N	PE (%)
Rank	Reserve Line:	2012	2011	2010	2012	2011	2010	Reserves	NPE	1	2012	2011
1	Workers' Comp	150,614	148,273	144,769	24.4	4 24.1	24.0	1.6	8.4	1	370.1	395.1
2	Other Liab	123,302	122,668	124,613	19.9	9 19.9	20.7	0.5	4.1	1	324.9	336.7
3	PP Auto Liab	96,598	95,378	93,624	15.0	5 15.5	15.5	1.3	2.9	1	94.4	96.0
4	Comm M.P.	38,381	37,602	36,982	6.2	2 6.1	6.1	2.1	3.6	1	125.1	126.9
5	Rein-NPA Liab	34,120	35,003	34,390	5.5	5 5.7	5.7	-2.5	7.6	1	498.0	549.8
6	Medical Mal	28,971	28,939	29,154	4.1	7 4.7	4.8	0.1	-0.3	1	327.6	326.2
7	Comm Auto Liab	24,482	24,014	24,470	4.0	3.9	4.1	2.0	2.3	1	144.4	144.9
8	Homeowners	23,317	23,534	21,660	3.8	8 3.8	3.6	-0.9	3.5	1	35.3	36.8
9	Product Liab	16,003	17,056	16,636	2.6	5 2.8	2.8	-6.2	6.7	1	664.4	755.9
10	Mort Guaranty	14,964	15,911	17,240	2.4	4 2.6	2.9	-6.0	-10.6	1	404.0	384.1
	All Other	67,722	66,980	59,662	10.9	9 10.9	9.91	1.1	2.6	1	47.6	48.3
	Total	618,474	615,358	603,200	100.0	100.0	100.0	0.5	3.4	1	134.8	138.7



#### Reserve Allocation (% of By Line Reserves)

		Case	e Loss Res	erves	1.1	IBN	R Loss Res	erves	1		LAE Reserv	7es
Rank	Reserve Line:	2012	2011	2010	1.1	2012	2011	2010	1	2012	2011	2010
1	Workers' Comp	48.0	48.2	47.8	1.1	39.3	38.9	39.8	1	12.8	13.0	12.4
2	Other Liab	27.1	24.8	23.5	1.1	52.1	54.2	55.3	1	20.8	21.1	21.2
3	PP Auto Liab	59.7	60.2	59.9	1	20.8	20.8	21.2	1	19.5	19.0	18.9
4	Comm M.P.	40.8	39.9	38.4	1	32.1	32.1	33.0	1	27.1	28.0	28.6
5	Rein-NPA Liab	37.0	38.3	39.4	1.1	54.1	53.0	50.7	1	8.9	8.7	9.9
6	Medical Mal	48.3	47.8	47.7	1.1	24.8	24.7	25.0	1	27.0	27.4	27.3
7	Comm Auto Liab	51.5	51.0	50.6	1.1	33.1	33.7	34.0	1	15.4	15.3	15.4
8	Homeowners	45.5	46.2	46.8	1	34.6	34.5	33.4	1	19.8	19.3	19.9
9	Product Liab	23.1	22.6	22.7	1	45.5	46.2	46.4	1	31.4	31.1	30.9
10	Mort Guaranty	77.8	78.7	78.8	1	20.1	18.9	18.0	1	2.1	2.4	3.2
	All Other	49.6	53.1	52.8	1.1	38.8	35.6	35.4	1	11.6	11.3	11.8
	Total	44.9	44.9	44.3	1	37.8	37.8	38.3	1	17.2	17.2	17.4



NAME: Total US PC Industry (99200)

GROUP: Total US PC Industry (99200)

DATE: 07/30/13

Loss Reserve Analysis (Cont'd)

Loss & Alae Reserve Development (By Calendar Year) (\$000,000)

			<	- Calendar Yea	ar Development		>	Developed
Calendar	Original	Developed	Through	In	Through	То	То	Reserves
Year	Reserves	Reserves	2011	2012	2012	Orig(%)	PHS (%)	To NPE(%)
2003	447,226	510,767	61,407	2,134	63,541	14.2	17.7	129.4
2004	488,515	512,362	22,269	1,577	23,846	4.9	5.9	120.3
2005	531,716	527,341	-5,298	924	-4,375	-0.8	-1.0	122.7
2006	542,655	521,958	-20,452	-244	-20,696	-3.8	-4.1	115.8
2007	568,999	540,651	-26,618	-1,729	-28,347	-5.0	-5.2	118.9
2008	601,664	557,481	-37,686	-6,496	-44,183	-7.3	-9.3	123.5
2009	592,747	562,973	-22,631	-7,143	-29,774	-5.0	-5.6	129.8
2010	597,142	575,451	-13,381	-8,310	-21,691	-3.6	-3.7	133.6
2011	605,473	592,464	XXX	-13,009	-13,009	-2.1	-2.3	133.6
2012	606,677	606,677	XXX	XXX	XXX	-	-	132.3



Loss & Alae Reserve Development (By Accident Year) (\$000,000)

<----- Accident Year Development ----->

Accident	Original	Developed	Through	In	Through	То	Unpaid at
Year	Reserves	Reserves	2011	2012	2012	Orig(%)	Year-End 2012
2003	146,380	129,167	-16,830	-382	-17,212	-11.8	10,533
2004	159,154	130,855	-27,743	-557	-28,299	-17.8	11,581
2005	168,827	143,329	-24,844	-654	-25,498	-15.1	13,921
2006	155,093	133,134	-20,791	-1,168	-21,959	-14.2	16,811
2007	168,653	154,077	-13,091	-1,485	-14,575	-8.6	23,241
2008	188,154	171,841	-11,546	-4,768	-16,314	-8.7	34,124
2009	165,605	157,254	-7,704	-647	-8,351	-5.0	47,648
2010	162,569	159,912	-1,490	-1,167	-2,657	-1.6	66,740
2011	171,919	167,220	XXX	-4,699	-4,699	-2.7	99,231
2012	171,441	171,441	XXX	XXX	XXX	-	171,441



1	Year Loss	Unpaid Loss & A.L.A.E. Ratio At End Of:											
	Inc'd	12 M	24 M	36 M	48 M	60 м	72 м	84 M	96 M	108 M	120 M		
	2003 2004 2005 2006 2007 2008 2009	37.1 37.4 39.3 34.4 37.1 41.7 38.2	21.9 21.5 22.8 21.2 23.4 24.9 23.2	14.9 14.9 15.4 15.8 14.6 17.2 15.5	10.4 10.2 10.3 9.7 10.0 11.7 11.0	7.5 7.1 7.0 6.5 7.1 7.6 XXX	5.5 5.1 5.1 4.8 5.1 XXX XXX	4.5 4.0 4.0 3.7 XXX XXX XXX	3.7 3.3 3.2 XXX XXX XXX XXX XXX	3.1 2.7 XXX XXX XXX XXX XXX XXX XXX	2.7 XXX XXX XXX XXX XXX XXX XXX		
	2010 2011 2012 IND	37.7 38.8 37.4 38.1	22.5 22.4 XXX 22.5	15.5 XXX XXX 15.8	XXX XXX XXX 10.6	XXX XXX XXX 6.8	XXX XXX XXX 4.9	XXX XXX XXX 3.9	XXX XXX XXX 3.3	XXX XXX XXX 2.9	XXX XXX XXX 2.7		



Year Loss													
Inc'd-	12 м	24 м	36 м	48 M	60 м	72 м	84 M	96 M	108 M	120 м			
2003	22.5	11.8	7.3	5.0	3.7	2.8	2.3	1.9	1.6	1.3			
2004	23.0	12.4	8.1	5.4	3.9	2.8	2.2	1.8	1.4	XXX			
2005	23.5	13.0	8.5	5.6	3.8	2.7	2.2	1.7	XXX	XXX			
2006	21.3	12.4	8.0	5.4	3.8	2.8	2.2	XXX	XXX	XXX			
2007	21.3	12.0	7.8	5.4	3.8	2.8	XXX	XXX	XXX	XXX			
2008	22.3	12.1	8.0	5.3	3.7	XXX	XXX	XXX	XXX	XXX			
2009	21.7	11.9	7.8	5.1	XXX	XXX	XXX	XXX	XXX	XXX			
2010	21.2	11.7	7.4	XXX	XXX	XXX	XXX	XXX	XXX	XXX			
2011	21.9	11.6	XXX	XXX									
2012	21.9	XXX	XXX										
IND	21.8	11.6	7.5	5.1	3.6	2.8	2.2	1.7	1.5	1.3			



A.M. BEST COMPANY'S LOSS RESERVE EQUITY COMPANY NAME: Total US PC Industry

(AMB #: 99200)

LINE OF BUSINESS: WORKERS' COMPENSATION

	COMPANY PROJ. BASED	PAID PT.2 BASED	COMPANY PROJ. BASED	INCURRED PT.2 BASED	INDUSTRY PAID DEV	METHOD INC DEV	EST. DEFIC./ REDUNDANCY	PURE/ALAE RESERVES
PRIOR	4,099	0	4,099	0	7,462	7,462	4,099	49,746
2003	399	0	399	0	679	679	359	5,655
2004	384	2	456	73	581	492	344	5,868
2005	587	205	587	170	770	616	467	6,208
2006	423	-61	521	10	671	574	273	7,615
2007	841	326	852	276	1,117	976	574	8,565
2008	1,100	434	976	274	1,380	1,109	627	9,772
2009	891	153	655	-73	1,098	767	260	10,650
2010	1,525	599	1,192	387	1,780	1,314	666	13,011
2011	1,398	210	1,050	100	1,666	1,160	262	17,461
2012	2,830	1,672	-386	-1,368	159	3	152	25,478
TOTAL	14,478	3,541	10,400	-152	17,363	15,152	8,083	160,030
COMPANY	CREDIBILITY =	100						



Total Industry By FSR



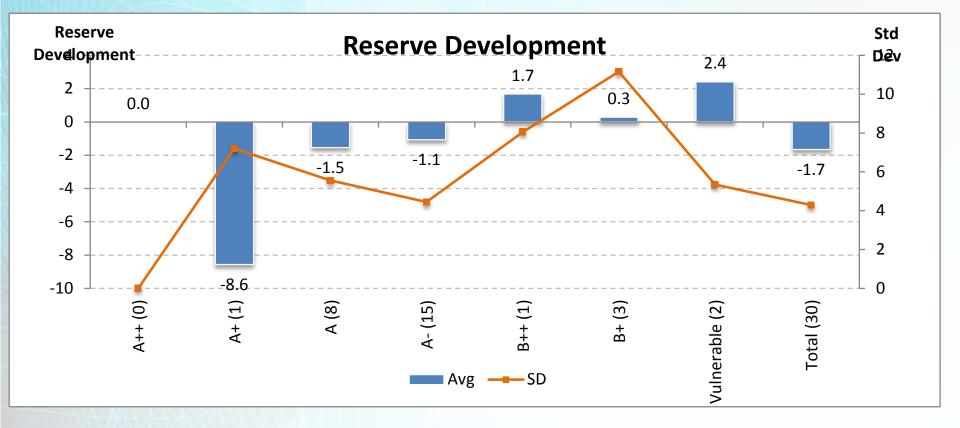


Commercial Casualty By FSR



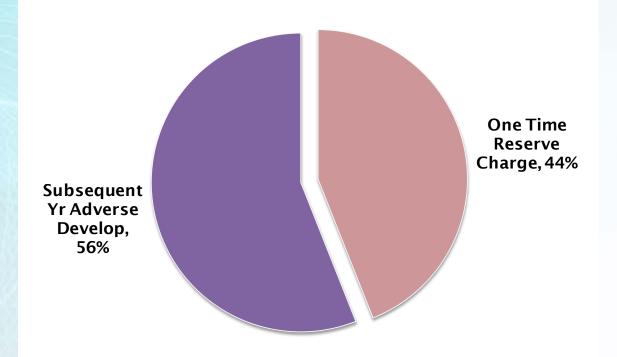


### Workers' Compensation By FSR





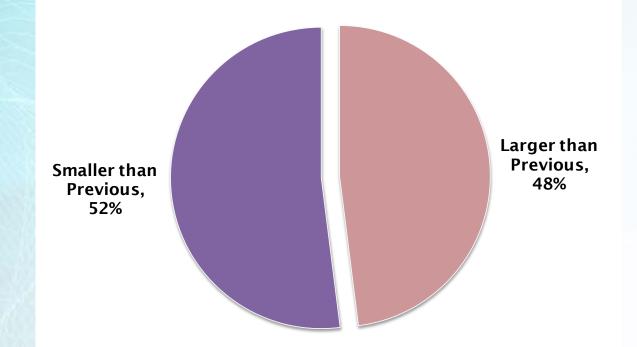




Sch P Part 2 by company







Sch P Part 2 by company



Loss and loss-adjustment expense (LAE) reserves are typically the largest liability on a P/C insurer's balance sheet. Any underestimation of those liabilities can result in a material negative impact on the insurer's reported surplus, potentially resulting in adverse rating action.

Reserve changes not only affect the balance sheet, but also A.M. Best's view of an insurer's operating performance and management team if they differ from expectations.

Adverse reserve development is one of the leading causes of insurer insolvency, and reserve adequacy remains a critical rating issue for A.M. Best.

Companies that have demonstrated a history of conservative reserving throughout the underwriting cycle should not be materially affected in the analysis of their capital strength.

However, for companies that have shown a volatile history of reserve adequacy, or have focused more on market share recently than on rate adequacy, significant reserve deficiencies may have accumulated, and a charge for that deficiency will be warranted.

A.M. Best's view of an insurer's reserve position can have a material impact on the assessment of an insurer's capital strength.

2013 Casualty Loss Reserve Seminar Boston, MA

### Thank You

### Thomas M. Mount, ACAS, MAAA, CERA

16 September 2013

