KAREN CLARK & COMPANY

Thinking Outside the Black Box™

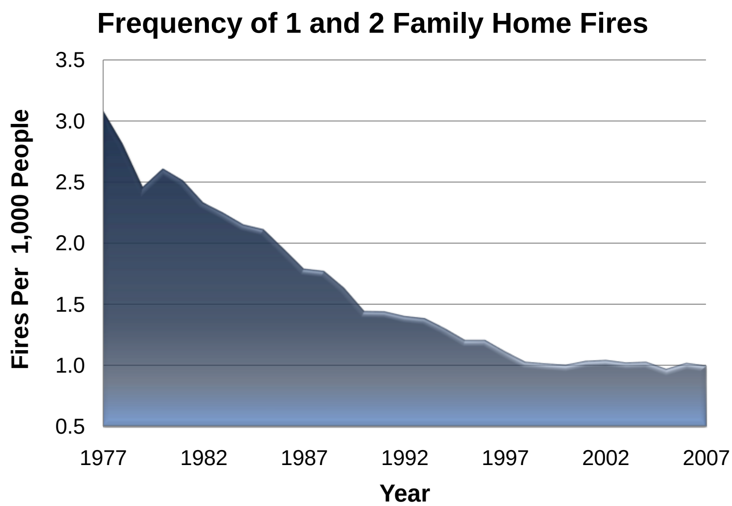
Casualty Actuaries of New England
Spring Meeting, March 24, 2009

Catastrophe Losses by Year Since 1998

Year	Number of Catastrophes	Number of Claims (millions)	Dollars when Occurred (billions)	In 2007 Dollars (billions)
1998	37	3.6	$10.1	$12.8
1999	27	3.2	8.3	10.3
2000	24	1.5	4.6	5.5
2001	20	1.5	26.5	31.0
2002	25	1.8	5.9	6.8
2003	21	2.7	12.9	14.5
2004	22	3.4	27.5	30.2
2005	24	4.4	62.3	66.1
2006	33	2.3	9.2	9.5
2007	23	1.2	6.7	6.7

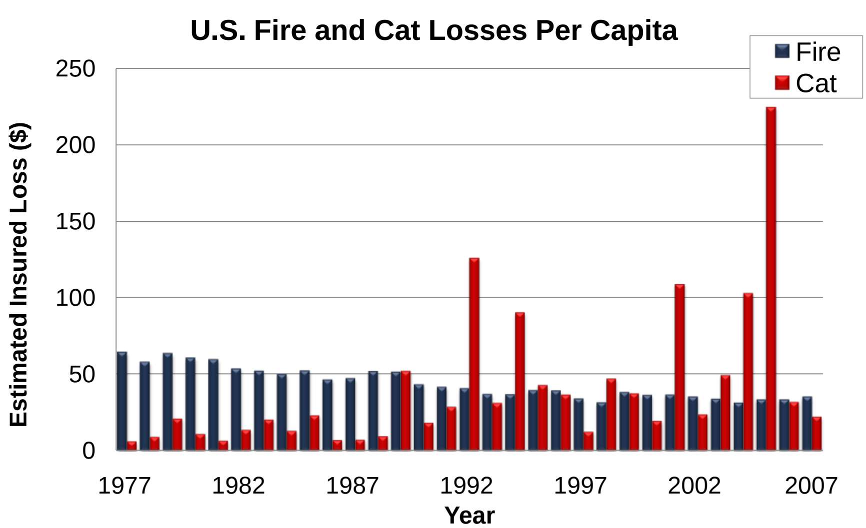
Source: Property Claim Services, inflation adjustment by Insurance Information Institute

Frequency of Fire Losses is Decreasing



Source: National Fire Protection Association, US Census

While Catastrophe Losses Are Increasing



Source: NFPA, PCS with inflation adjustment by Karen Clark & Company

Biggest Driver of Increasing Cat Losses is Increases in Numbers, Values and Sizes of Properties in Harm's Way

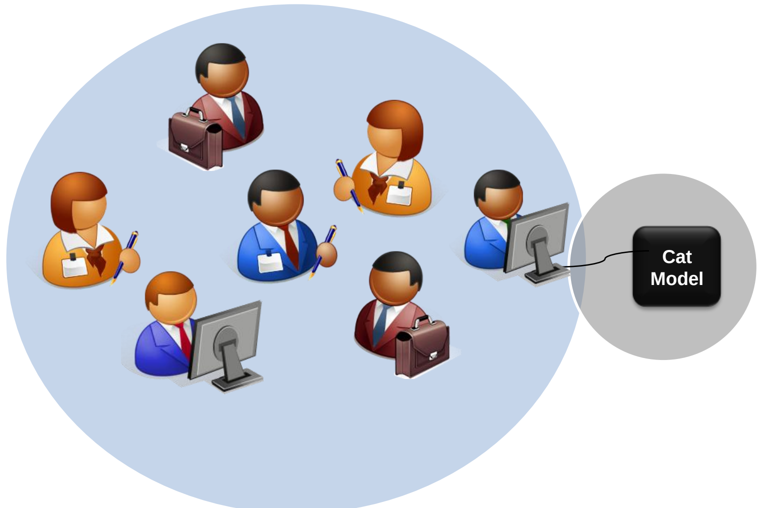
Source: Florida State Archives

Source: Google Earth

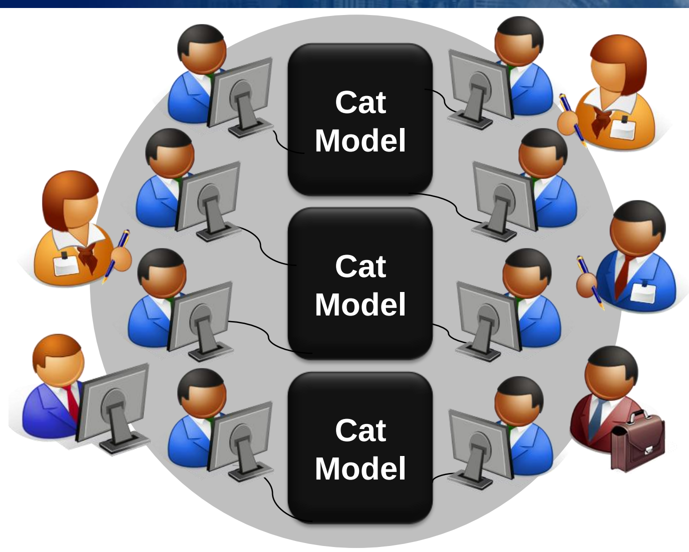
Catastrophe Models

- **Standard actuarial techniques require significant historical loss information to project losses, which is not available for catastrophes**
- **Exposure at the time of past events varies considerably from current exposure due to changes in building codes, changes in exposure concentrations**
- **Catastrophe modeling combines probabilistic techniques along with scientific and engineering knowledge to estimate loss potential for catastrophic events**
- **Catastrophe models estimate loss potential by simulating thousands of possible events as if they were to occur today, with current building stock and insurance policy terms**

The Black Box Started Out as a Useful Tool for Decision Making



But Then It Grew to be Very Big and Very Powerful



Catastrophe Risk Management Does Not Equal Catastrophe Models

- Catastrophe models are only one source of information on potential catastrophe losses and should not be the sole source
- Best practices require intelligent use of models, data and other resources
- Best practices require an a priori view of catastrophe risk, model transparency and credibility, and exposure data quality

Catastrophe Models Provide Estimates Not Answers

Create a large sample of hypothetical events Where? How big? How frequent?

↓

For each event estimate intensity at each location

↓

Based on intensity and exposure at each location estimate damage

↓

Apply policy conditions to estimate insured losses

Sim Year	Event ID	Loss ($ million)
1	1	253
1	2	41
2	1	5
3	1	1627
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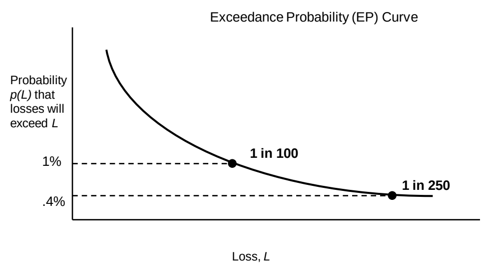
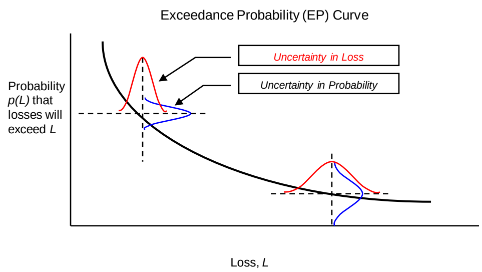
.	.	.



There is Significant Uncertainty Around the EP Curve



- Uncertainty around scientific estimates of frequency and severity of large magnitude events in specific geographical areas
- "Unknowledge" with respect to ground motion, dynamics of wind speeds
- Unknowledge about how structures respond to wind and ground motion intensity
- Model and modeling error
- Data quality

There is Limited Scientific Data for Each Model Component

Create a large sample of hypothetical events Where? How big? How frequent?

↓

For each event estimate intensity at each location

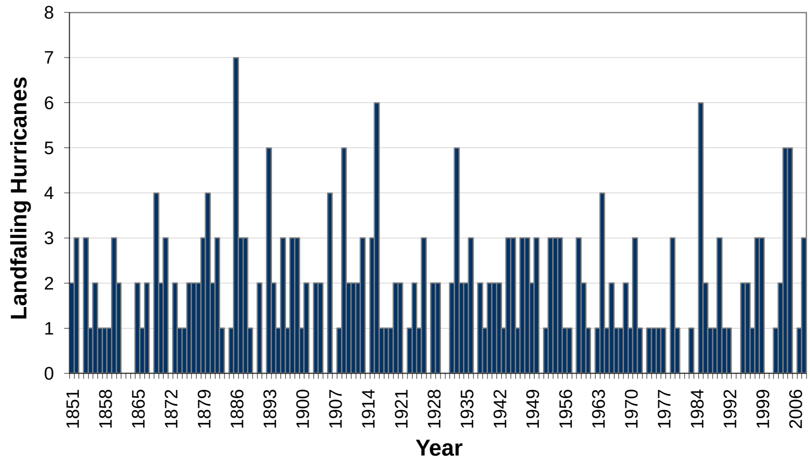
↓

Based on intensity and exposure at each location estimate damage

↓

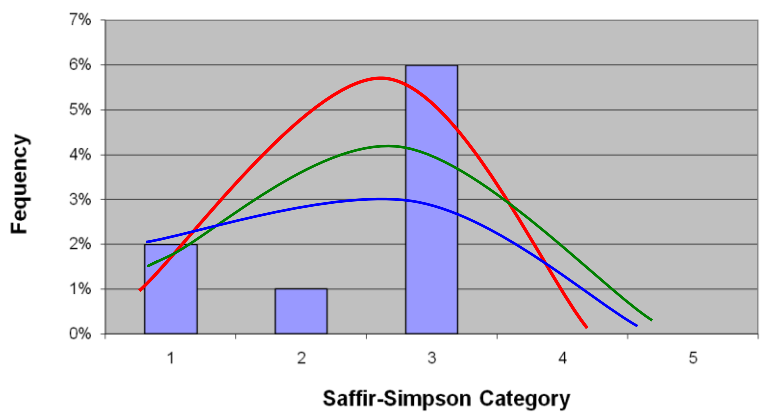
Apply policy conditions to estimate insured losses

Landfalling Hurricanes Since 1851



Source: Blake, E.S., E.N. Rappaport, C.W. Landsea, 2007: The Deadliest, Costliest and Most Intense United States Tropical Cyclones from 1851 to 2006 (and Other Frequently Requested Hurricane Facts). NOAA, Technical Memorandum NWS-TPC-5, 43 pp, and National Hurricane Center Tropical Cyclone Reports. Updated to 2008 by Karen Clark & Company.

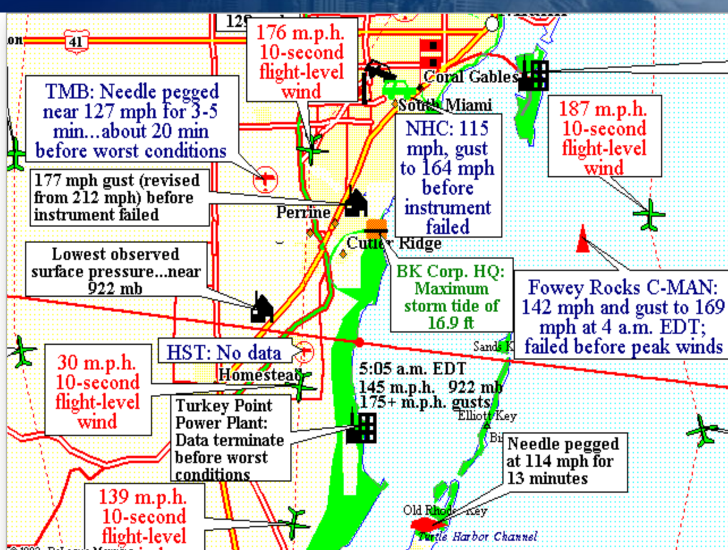
Modeling the Intensity of Hurricanes by Location



After 10 Years, Hurricane Andrew Gains Strength

- **August 21, 2002 – NOAA scientists announced Hurricane Andrew was even stronger than originally believed when it made landfall in south Florida 10 years ago. Based on new research, scientists upgraded the storm from a Category 4, to a Category 5, the highest on the Saffir-Simpson Hurricane Scale.**
- **In their re-analysis of Hurricane Andrew's maximum sustained surface-wind speeds, the NOAA/National Hurricane Center Best Track Committee, a team of hurricane experts, concluded winds were 165 mph - 20 mph faster than earlier estimated**
- **Dr. Mark Powell: "I disagree with the estimate of Andrew as a Cat 5 storm during any point of its history when over shallow water or land. I believe that Andrew's wind speeds were consistent with a strong Cat 4 storm at landfall in south Florida, or ~ 132 kts (152 mph). However the uncertainty of this estimate is high, +/- 26 kts (30 mph), since we know very little about sea surface roughness in extreme winds."**

Actual Observations for Hurricane Andrew



Source: NOAA

Meteorologists Don't Know the Maximum Wind Speeds for Most Hurricanes—particularly Over Land

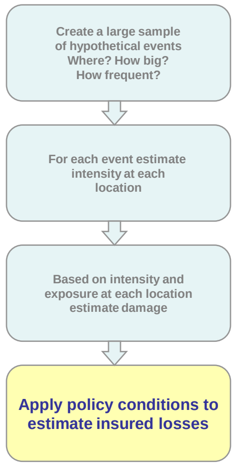
- Wind measuring equipment is not uniformly installed along the coast
- Anemometers fail before peak winds are measured due to power outages and other problems
- Available wind measurements are subject to significant error and frequently must be translated to a common basis—averaging time and terrain characteristics
- Peak winds are frequently inferred from other information, introducing more uncertainty
- "There is always some uncertainty in determining the maximum winds in a hurricane," said Max Mayfield, former director of the National Hurricane Center

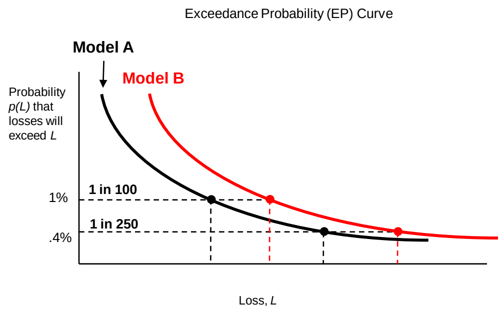
Storms Can Have Multiple Saffir-Simpson Categories

Hurricane	Year	SS Category by Wind Speed	SS Category by Central Pressure	SS Category Reconstructed Wind Field (HRD)
Alicia	1983	3	3	1-2
Andrew	1992	5	4	--
Erin	1995	2	2	1
Opal	1995	3	4	2
Fran	1996	3	3	2
Lili	2002	1	3	--
Katrina	2005	3	4	--
Wilma	2005	3	4	--

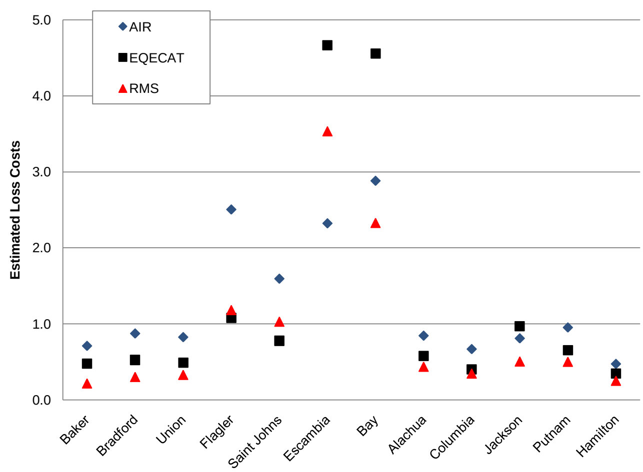
Source: HAZUS-MH MR3 Technical Manual, NHC Tropical Cyclone Reports, HURDAT data provided by NOAA Hurricane Research Division of AOML

By the End of the Process, Different Models Can Produce Very Different EP Curves





Comparison of 2007 Florida Hurricane Model Results for Long Term Models



Source: Florida Commission on Hurricane Loss Projection Methodology – 2007 Model Submissions

Catastrophe Model Estimates for Hurricanes Gustav and Ike

Model Vendor	Gustav Industry Loss Estimate ($B)	Ike Industry Loss Estimate ($B)
AIR	2 – 4.5	8 to 12
EQE	6 - 10	8 to 18
RMS	3 - 7	6 to 16
Current PCS Estimate	2.1	11.5

Note: Model vendors update their insured loss estimates over time. The table above summarizes onshore loss estimates at the time of landfall. PCS estimates as of Dec. 2008 for Gustav and Feb. 2009 for Ike.

Modeling Fallacies and Modeling Malpractice

- **More detail means more accuracy**
- **I can optimize my portfolio by canceling all the policies the model says are "bad"**
- **Model updates produce better loss estimates**
- **Models can accurately predict hurricane activity over a one, two or five year time horizon**

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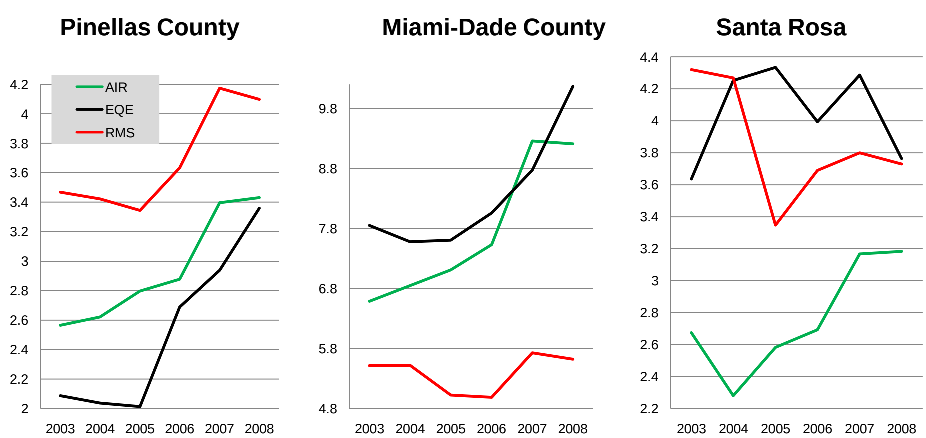
What is the Distance to Coast?

Comparison of Florida Hurricane Model County Results 2003 to 2008



Source: Florida Commission on Hurricane Loss Projection Methodology – 2003 to 2008 Model Submissions

Loss Costs per $1,000

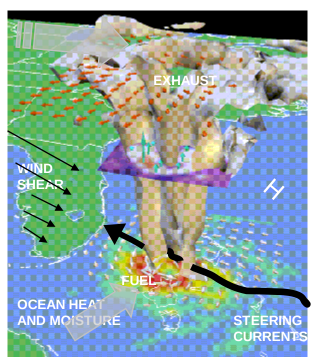
Standards and Best Practices for Effective and Efficient Catastrophe Risk Management

- Catastrophe models are one component of the risk assessment and management process
- Senior management develops an independent, a priori view of catastrophe loss potential based on other information
- Catastrophe model results are dissected, fully vetted and tested for credibility
- Catastrophe model results are combined with other independent information, actuarial and underwriting analyses
- Reliable, robust risk management decisions are made

Predicting Hurricane Activity

- Sea surface temperatures (SSTs)
- Wind Shear (El Nino, La Nina)
- Atlantic Multi Decadal Oscillation (AMO)
- Dust storms off the Sahara

STRATOSPHERIC WINDS



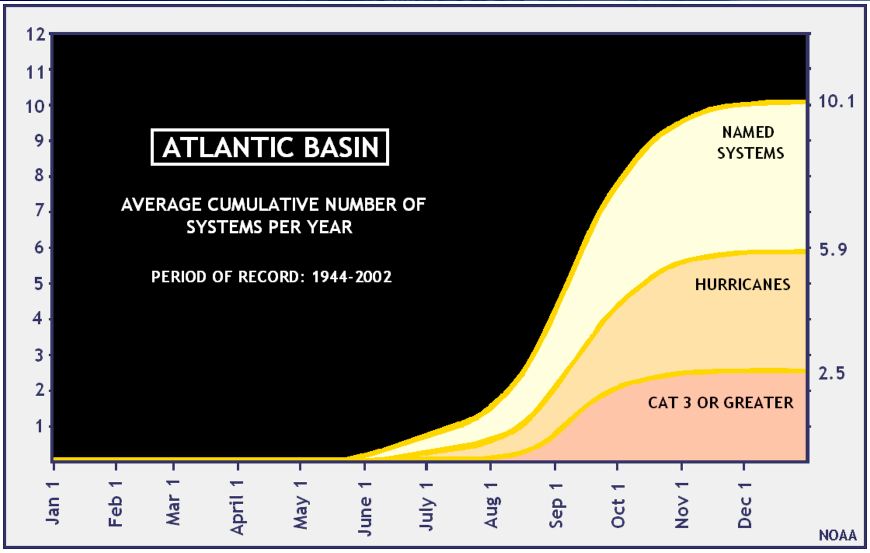
Source: NOAA

Atlantic Hurricane Predictions 2006

Agency	Forecast Date	Named Storms	Hurricanes	Major Hurricanes
NOAA	May 2006	13 – 16	8 – 10	4 – 6
NOAA	August 2006	12 - 15	7 - 9	3 - 4
CSU	April 2006	17	9	5
CSU	August 2006	15	7	3
TSR	April 2006	15.4	8.2	3.8
TSR	August 2006	15.9	7.9	3.5
Actual	**--**	**10**	**5**	**2**

NOAA – National Oceanic and Atmospheric Administration
CSU – Colorado State University
TSR – Tropical Storm Risk

Average Atlantic Basin Tropical Cyclone Activity



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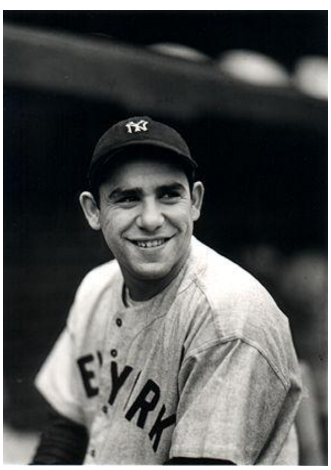
CSU	August 2007	13	8	4
TSR	April 2007	16.7	9.2	4.2
TSR	August 2007	14.7	7.8	3.5
Actual	**--**	**15**	**6**	**2**

With Respect to Hurricane Predictions



As Yogi Berra said:

"Prediction is very hard — especially when it's about the future"

Murphy's Law

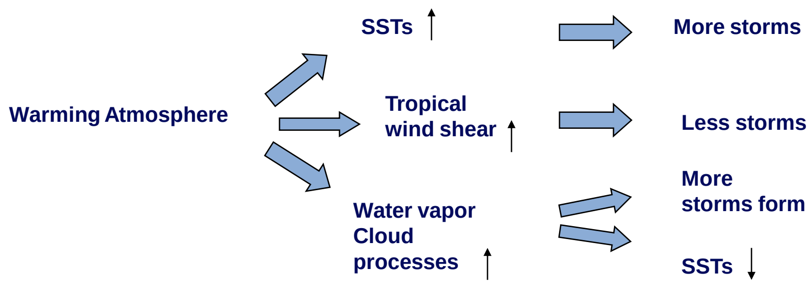
The universe is not indifferent to intelligence, it is actively hostile to it!

Atlantic Hurricane Predictions 2008

Agency	Forecast Date	Named Storms	Hurricanes	Major Hurricanes
NOAA	May 2007	12 – 16	6 - 9	2 - 5
NOAA	August 2007	14 – 18	7 – 10	3 - 6
CSU	April 2007	15	8	4
CSU	August 2007	17	9	5
TSR	April 2007	14.8	7.8	3.5
TSR	August 2007	18.2	9.7	4.5
As of 1/2009	**--**	**16**	**8**	**5**

Why It's Difficult to Project Hurricane Activity

Atmosphere is very complex and has many feedback mechanisms



Even the most sophisticated climate models cannot capture precisely every variable and physical process in the atmosphere

Most Recent IPCC Findings and Projections

- Best estimate range of projected temperature increase by the end of this century is 3.1 to 7.2 degrees Fahrenheit (total range is 2 to 11.5)
- Tropical cyclones are likely (>66%) to become more intense, with higher peak wind speeds and heavier precipitation (most likely range 2 to 5 percent increase in peak wind speeds over next 20 years)
- Most climate models project global *decrease* in tropical cyclone frequency

Are We Experiencing an Increase in North Atlantic Tropical Cyclone Activity?

Trends in Atlantic Basin Tropical Cyclone Storm Counts

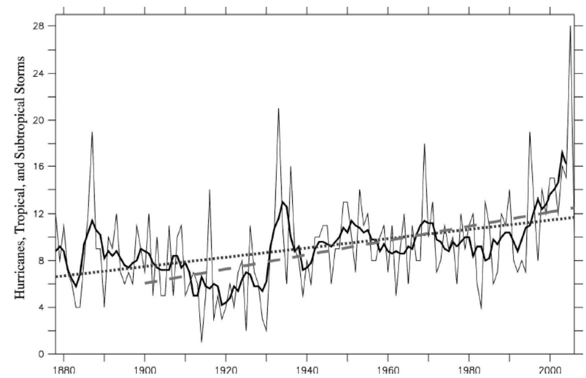
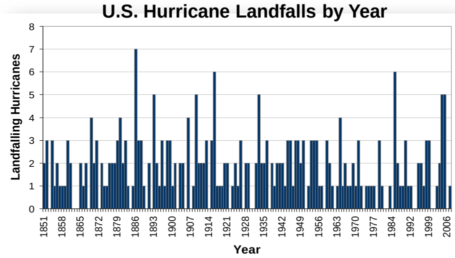


FIG. 1. Time series of unadjusted HURDAT Atlantic basin TC counts over the period 1878–2006. Black line shows the annual count of tropical and subtropical storms, and hurricanes in the HURDAT database. Dashed lines indicate the linear least squares trends computed over the periods 1878–2006 and 1900–2006.

Source: Vecchi, G. A. and T. R. Knutson, 2007: On Estimates of Historical North Atlantic Cyclone Activity. J. Climate, 21, 3580 - 3600

The Landfall Paradox: Increase in Basin Storm Observations Has Not Resulted in Increase in U.S. Hurricane Landfalls

U.S. Hurricane Landfalls by Year



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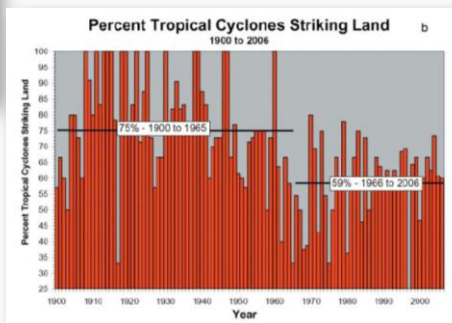
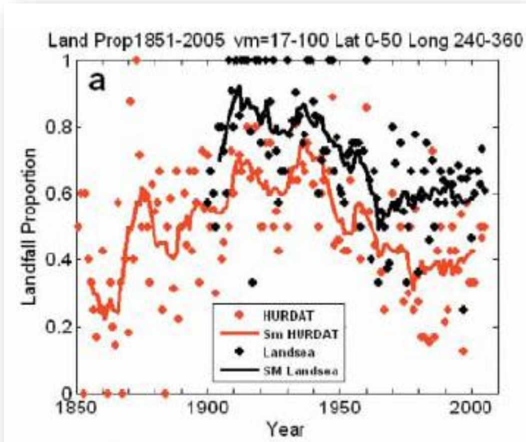


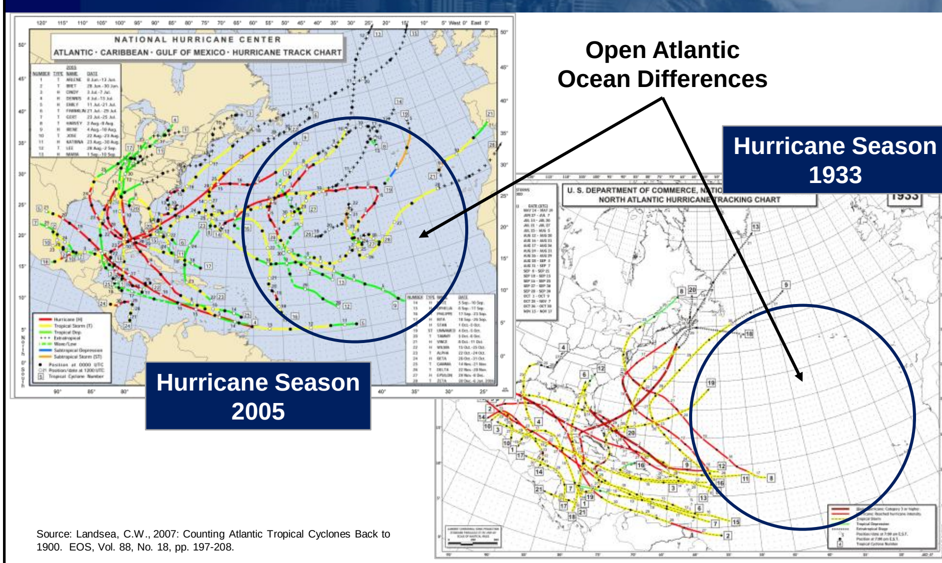
Source: Landsea, C.W., 2007: Counting Atlantic Tropical Cyclones Back to 1900. EOS, Vol. 88, No. 18, pp. 197-208.

Some Scientists Have Argued that Climate Contributes to the Landfall Paradox



Sources: Holland, G. J. (2007), Misuse of Landfall as a Proxy for Atlantic Tropical Cyclone Activity, *Eos Trans. AGU*, *88*(36), doi:10.1029/2007EO360001. *Pielke, Jr., Roger and Stephen McIntyre 2007:* Changes in Spatial Distribution of North Atlantic Tropical Cyclones. Presentation NG31A-07. *AGU December 2007 Meeting*

Other Scientists Have Argued this Landfall Paradox is Due to Advances in Detection Technology



Source: Landsea, C.W., 2007: Counting Atlantic Tropical Cyclones Back to 1900. EOS, Vol. 88, No. 18, pp. 197-208.

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Quotes from Scientific Papers Presented at the Catastrophe Modeling Forum October 2007

- **Kerry Emmanuel, MIT: "While there has been some advance in the theory of tropical cyclone intensity, the question of frequency is more vexing … a good theoretical understanding of the environmental control of storm frequency is lacking."**

- **Researchers from Georgia Tech: "The challenge to scientists is to assess the future risk in the face of incomplete data, imperfect models, and incomplete understanding."**

Estimates of Hurricane Activity from "Near Term" Models

Table 1: **Number of Atlantic Hurricanes**

			Near Term Predictions		
	Long-Term Average	Actual	AIR	EQECAT	RMS
2006	5.9	5	8.4	8.0	8.4
2007	5.9	6	6.8	8.0	8.4
2008	5.9	8	6.8	8.1	8.4
Total	17.7	19	22.0	24.1	25.2

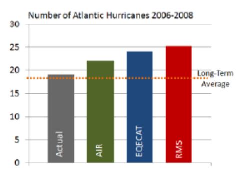
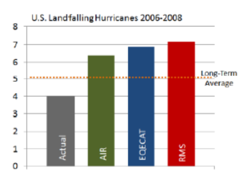


Table 2: **Number of U.S. Landfalling Hurricanes**

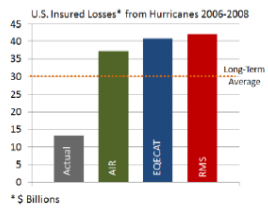
			Near Term Predictions		
	Long-Term Average	Actual	AIR	EQECAT	RMS
2006	1.7	0	2.4	2.3	2.4
2007	1.7	1	2.0	2.3	2.4
2008	1.7	3	2.0	2.3	2.4
Total	5.1	4	6.4	6.9	7.2



Estimates of U.S. Insured Hurricane Losses from "Near Term" Models

Table 3: **U.S. Insured Losses from Hurricanes ($ Billions)**

			Near Term Predictions		
	Long-Term Average	Actual	AIR	EQECAT	RMS
2006	*10*	*0*	*14.0*	*13.6*	*14*
2007	*10*	*0*	*11.6*	*13.5*	*14*
2008	*10*	*13.3*	*11.6*	*13.7*	*14*
Total	*30*	*13.3*	*37.2*	*40.8*	*42*



An Even More Surprising Statistic

The period 1998 to 2007 was an *average* period with respect to catastrophe model average annual loss estimates – even with 2004 and 2005

Year	# Landfalls	Loss ($B)*
1998	3	4.2
1999	3	2.9
2000	0	-
2001	0	-
2002	1	0.5
2003	2	2
2004	5	25.1
2005	5	61.9
2006	0	-
2007	1	-
Average	2.0	9.7
Long-Term Average	1.8	10

Source: III, PCS

* Adjusted to 2007 dollars

How Karen Clark & Company Experts are Helping Companies Address Risk Management Challenges

- CEO and Board of Director Executive Briefings
- Model Transparency and Credibility
- Analyses of Exposure Data Quality

CEO and Board of Director Executive Briefings

- Key scientific uncertainties in your most exposed peril/regions
- How that uncertainty is likely to change in the future
- How the uncertainties impact your model results
- Developing an independent, a priori view of potential future losses
- How to think about climate change and the potential impact on catastrophes

Model Transparency and Credibility

- Templates for dissecting the catastrophe model results
- Dynamic benchmark scenario analysis
- Recast historical event losses
- Independent claims analyses for actual events
- Engineering assessment of vulnerability of different types of property business

Exposure Data Quality

- Independent audit of the completeness, accuracy and quality of exposure information
- IMARC™ Data Score
- Information on the relative importance of different property characteristics
- RiskRover™ mobile inspection technology
- Integration of catastrophe information with other important underwriting information

Please Direct Questions and Requests for Additional Information to:

Glen Daraskevich
Senior Vice President

e: gdaraskevich@karenclarkandco.com
t: 617.423.2800 x204