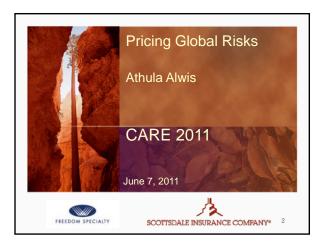
#### **Antitrust Notice**

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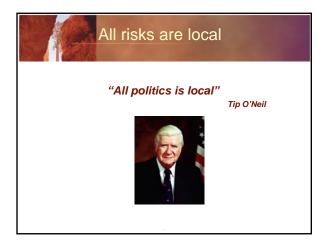
It is the responsibility of all seminar participants to be aware of antitrust regulations, to prevent any written or verbal discussions that appear to violate these laws, and to adhere in every respect to the CAS antitrust compliance policy.

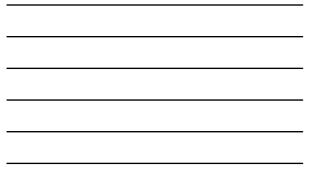
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# Agenda

- All risks are local
- Data / Lack of data
- Analytical Methods
- Risk Whose point of view
- Underwriting Intuition
- Consult your broker
- Conclusion







# All Risks are local

- Local claims handling / legal climate
- Local politics / political risks (civil war / civil unrest / uprising / ...)



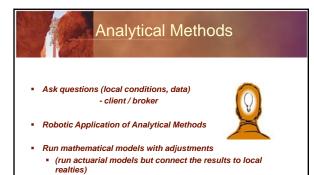




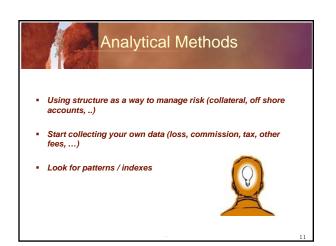
# Data / Lack of Data

Other indexes (ex. infant mortality vs. political risk)





- Surety Japan vs. Italy
- D&O US / UK / France / Spain
- EPL / Privacy / Cyber Liability



### Analytical Methods

- Predictive modeling
- Economic Capital Modeling
- Scenario Testing
- Stress Testing



# Risk – Whose Perspective



- Right perspective
  Political Risk in Iran (France vs. US)
  - Trade Credit (Govt. trade agreements, Loan payments)
- Ownership
  - Private / Semi Govt. / Govt. / world bank
- Law / Regulations
  - Local interpretation / Perspective/Practices



#### Underwriting Intuition



- Knowledge, experience, judgment
- Test concepts behind modeling techniques
- Discuss output /scenario testing / stress testing
  - ✓ Does your indication make UW sense?







# Consult your broker

- Long term capacity
- Relationships



