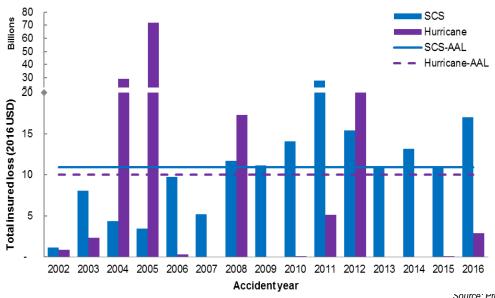


CAS Seminar on Reinsurance Brooklyn, NY, June 4th- 5th, 2018



Severe convective storm (SCS) risk is as high as hurricane risk

- Annual aggregated risk to the U.S. property industry from severe convective storm (SCS) is as high as the risk from hurricanes
- Average annual loss (in 2016 USD) over 2002 to 2016 period
 - Severe convective storms \$10.94 billion
 - Hurricanes = \$10.03 billion



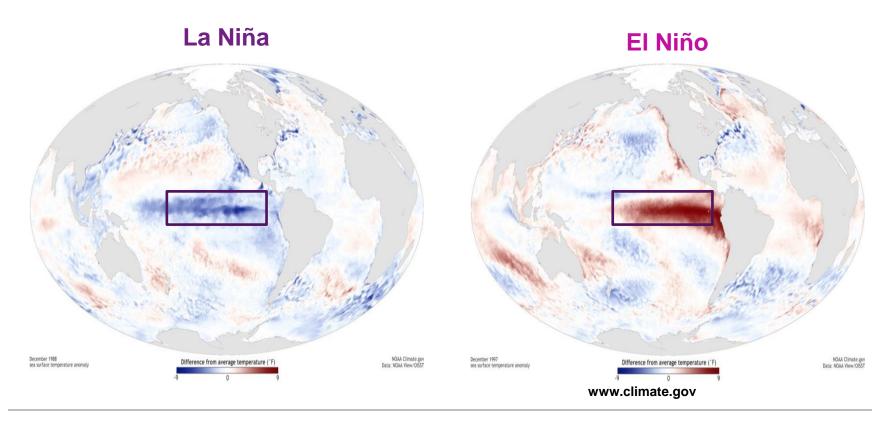
Source: Property Claim Services (PCS), a Verisk Analytics business

Key takeaways

- ENSO is a good indicator of spring time severe convective storm activity
- ENSO can help understand the year-to-year variability in severe convective storm risk
- ENSO conditioned view of severe convective risk estimates can help taking better informed reinsurance purchasing and underwriting decisions

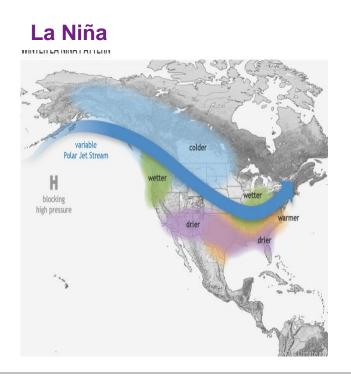
El Nino-Southern Oscillation (ENSO)

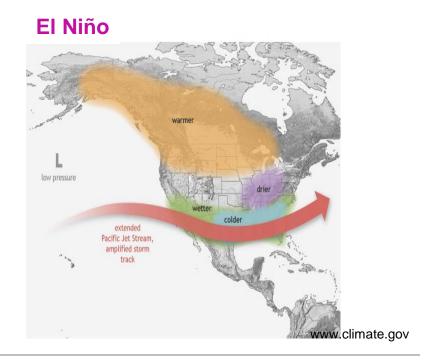
Unusual warming or cooling of tropical Pacific sea surface temperature, usually peaking in winter



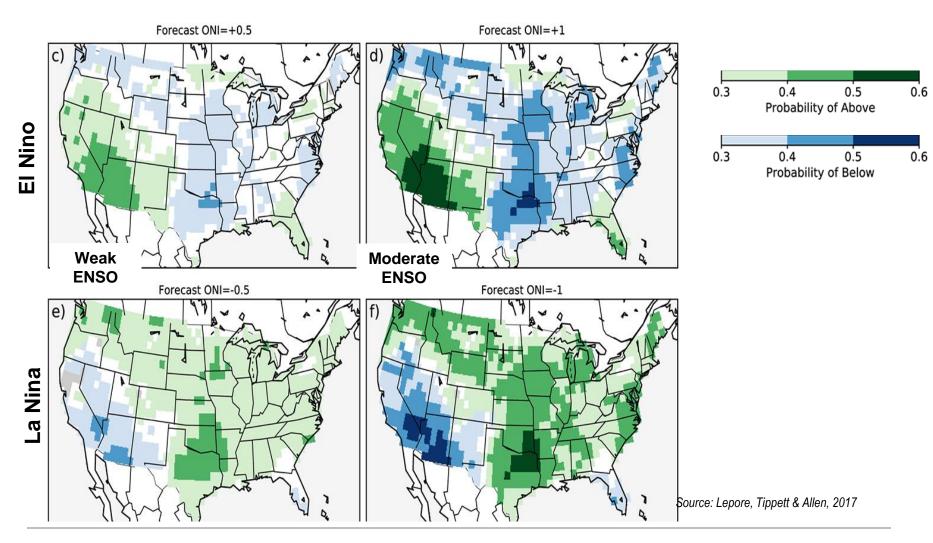
El Nino-Southern Oscillation (ENSO)

Jet stream shifts are a source of predictability for forecasts of seasonal averages of U.S. precipitation and temperature



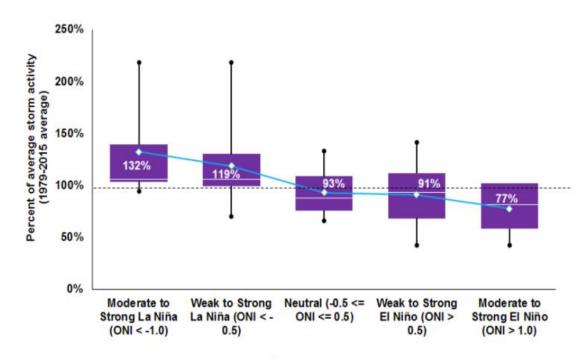


Probability of below-normal, normal and above normal SCS activity



Shifts in Mar-May(MAM) SCS activity and ENSO

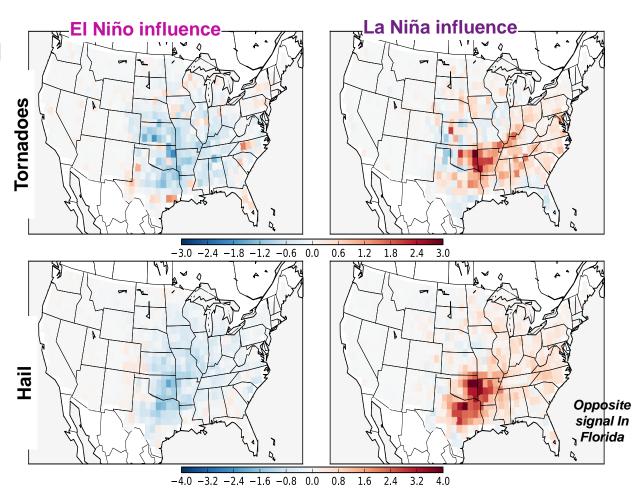
- Shifts in MAM storm activity conditional on winter months (DJF) ENSO state
- Substantial variability in addition to ENSO
- ENSO shifts odds of above or below normal activity



SCS frequency is relatively higher following La Nina and lower following El Nino.

ENSO can be used to predict U.S. spring SCS activity

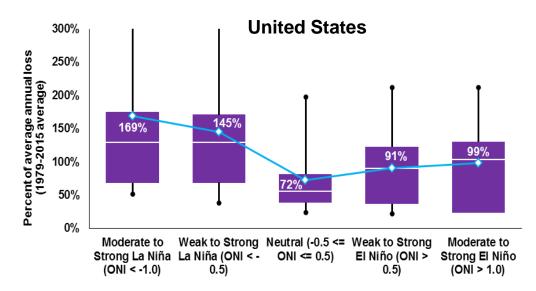
- March-May tornado/hail reports/environment blend conditional winter ENSO index value
- Dec-Feb (DJF) ENSO state is a good indicator of spring time storm activity

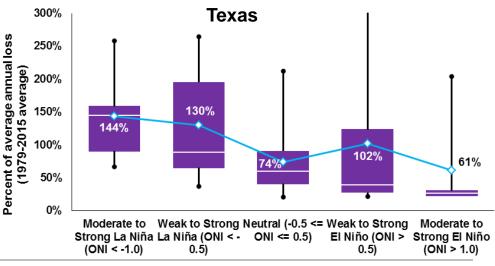


Gunturi and Tippett, Willis Re report, 2017

Shifts in PCS loss and ENSO

- PCS data only include events with significant property loss for the industry
- In general ENSO shifts indicates odds of above or below average annual loss





Severe convective storm perils

Hail

Hazard is represented by hail stone size and Kinetic energy Damage to roof and siding (roof covering, roof deck, roof equipment, etc.)

Tornado



Hazard and vulnerability represented using the Fujita and Enhanced Fujita Scale (tornado intensity)

Complete destruction of a structure is possible

Straight-line wind



wind speed for hazard and vulnerability classification

Damage to roof and

Damage to roof and siding (roof covering, roof deck, roof equipment, etc.)

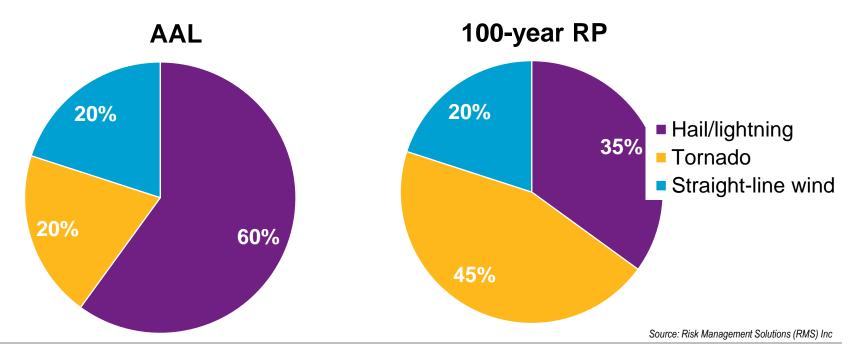
Lightning



Implicitly modeled

Contribution of severe convective storm risk by peril

- Based on U.S industry perspective
- Varies by region
- Models' view is based on historical trends, does not explicitly account for ENSO or climate change considerations



ENSO conditioned model's view of risk

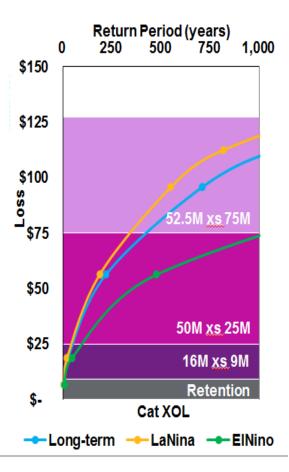
- Willis Re is researching the impact of ENSO on severe convective storm loss estimates for business use
- Developed a method to quantify the impact of ENSO conditioned event catalog in vendor models
- Vendor models are adjusted to reflect the variability in Tornado, Hail and Straight-line wind perils due to El Niño and La Niña conditions

ENSO conditioned model's view of severe convective storm risk Occurence loss and Catastrophe excess of loss

- A sample Mid-west residential portfolio
- On occurrence loss basis, chance of exceeding \$75M loss is
 - 0.54% (1 in 184) during LaNiña climate
 - 0.46% (1 in 216) using model's default (long-term rates)

Cat XOL	Exceedance probability			
Layer	Default	La Niña	El Niño	
	0.14% (1 in	0.18% (1 in	0.05% (1 in	
\$52.5M xs \$75M	705)	547)	1,910)	
		0.54% (1 in		
\$50M xs \$25M	0.46% (1 in 216)	184)	0.21% (1 in 474)	
\$16M xs \$9M	4.3% (1 in 23)	5.6% (1 in 18)	2.3% (1 in 43)	
Retention	25% (1 in 4)	33% (1 in 3)	17% (1 in 6)	

ENSO conditioned view of risk

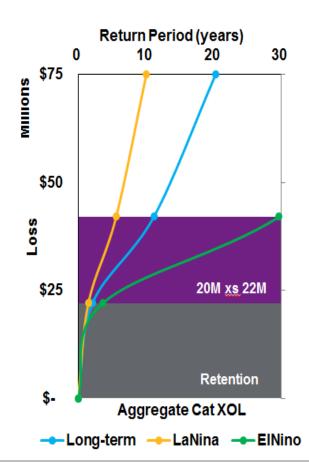


ENSO conditioned model's view of severe convective storm risk Aggregated loss and Aggregated Catastrophe exess of loss

- A sample Mid-west residential portfolio
- On aggregated loss basis, chance of exceeding \$42M loss is
 - 17% (1 in 6) during LaNiña climate
 - 9% (1 in 11) using model's default (longterm rates)

Aggregate Cat	Exceedance probability		
XOL Layer	Default	La Niña	El Niño
\$20M xs \$22M	9% (1 in 11)	18% (1 in 6)	3% (1 in 30)
Retention	48% (1 in 2.1)	67% (1 in 1.5)	28% (1 in 3.6)

ENSO conditioned view of risk



Comparison with ENSO and Atlantic hurricane

- Atlantic hurricane
 - More active during La Nina
 - But summer ENSO is difficult to predict more than a few months in advance
 - Forecast info available in summer
 - Activity is not landfall
- U.S. SCS
 - More active during La Nina
 - DJF ENSO predictable many months in advance
 - Forecast info in early winter
- Does the shared ENSO connection mean U.S. SCS correlates with Atlantic hurricane?

Key takeaways

- ENSO is a good indicator of spring time severe convective storm activity
 - Early prediction
- ENSO can help understand the year-to-year variability in severe convective storm risk
- ENSO conditioned view of severe convective risk estimates can help taking better informed reinsurance purchasing and underwriting decisions
- Shared ENSO connection between severe convective storm and Atlantic hurricane means increased risk to portfolios exposed both perils

© 2018 Willis Towers Watson. All rights reserved.

16



Willis Re Disclaimers

This analysis has been prepared by Willis Limited and/or Willis Re Inc., and/or the "Willis Towers Watson" entity with whom you are dealing ("Willis Towers Watson" is defined as Willis Limited, Willis Re Inc., and each of their respective parent companies, sister companies, subsidiaries, affiliates, Willis Towers Watson PLC, and all member companies thereof) on condition that it shall be treated as strictly confidential and shall not be communicated in whole, in part, or in summary to any third party without written consent from Willis Towers Watson.

Willis Towers Watson has relied upon data from public and/or other sources when preparing this analysis. No attempt has been made to verify independently the accuracy of this data. Willis Towers Watson does not represent or otherwise guarantee the accuracy or completeness of such data nor assume responsibility for the result of any error or omission in the data or other materials gathered from any source in the preparation of this analysis. Willis Towers Watson shall have no liability in connection with any results, including, without limitation, those arising from based upon or in connection with errors, omissions, inaccuracies, or inadequacies associated with the data or arising from, based upon or in connection with any methodologies used or applied by Willis Towers Watson in producing this analysis or any results contained herein. Willis Towers Watson expressly disclaims any and all liability arising from, based upon or in connection with this analysis, and no party should expect Willis Towers Watson to owe it any such duty.

There are many uncertainties inherent in this analysis including, but not limited to, issues such as limitations in the available data, reliance on client data and outside data sources, the underlying volatility of loss and other random processes, uncertainties that characterize the application of professional judgment in estimates and assumptions, etc.. Ultimate losses, liabilities and claims depend upon future contingent events, including but not limited to unanticipated changes in inflation, laws, and regulations. As a result of these uncertainties, the actual outcomes could vary significantly from Willis Towers Watson's estimates in either direction. Willis Towers Watson makes no representation about and does not guarantee the outcome, results, success, or profitability of any insurance or reinsurance program or venture, whether or not the analyses or conclusions contained herein apply to such program or venture.

Willis Towers Watson does not recommend making decisions based solely on the information contained in this analysis. Rather, this analysis should be viewed as a supplement to other information, including specific business practice, claims experience, and financial situation. Independent professional advisors should be consulted with respect to the issues and conclusions presented herein and their possible application. Willis Towers Watson makes no representation or warranty as to the accuracy or completeness of this document and its contents.

This analysis is not intended to be a complete actuarial communication, and as such is not intended to be relied upon. A complete communication can be provided upon request. Willis Towers Watson actuaries are available to answer questions about this analysis.

Willis Towers Watson does not provide legal, accounting, or tax advice. This analysis does not constitute, is not intended to provide, and should not be construed as such advice. Qualified advisers should be consulted in these areas.

Willis Towers Watson makes no representation, does not guarantee and assumes no liability for the accuracy or completeness of, or any results obtained by application of, this analysis and conclusions provided herein.

Where data is supplied by way of CD or other electronic format, Willis Towers Watson accepts no liability for any loss or damage caused to the Recipient directly or indirectly through use of any such CD or other electronic format, even where caused by negligence. Without limitation, Willis Towers Watson shall not be liable for: loss or corruption of data, damage to any computer or communications system, indirect or consequential losses. The Recipient should take proper precautions to prevent loss or damage – including the use of a virus checker.

This limitation of liability does not apply to losses or damage caused by death, personal injury, dishonesty or any other liability which cannot be excluded by law.

This analysis is not intended to be a complete Financial Analysis communication. A complete communication can be provided upon request. Willis Towers Watson analysts are available to answer questions about this analysis.

Willis Towers Watson does not guarantee any specific financial result or outcome, level of profitability, valuation, or rating agency outcome with respect to A.M. Best or any other agency. Willis Towers Watson specifically disclaims any and all liability for any and all damages of any amount or any type, including without limitation, lost profits, unrealized profits, compensatory damages based on any legal theory, punitive, multiple or statutory damages or fines of any type, based upon, arising from, in connection with or in any manner related to the services provided hereunder.

Acceptance of this document shall be deemed agreement to the above.