Blending Historical Data and Models

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CAS Ratemaking and Product Management Seminar

Severe Weather Workshop

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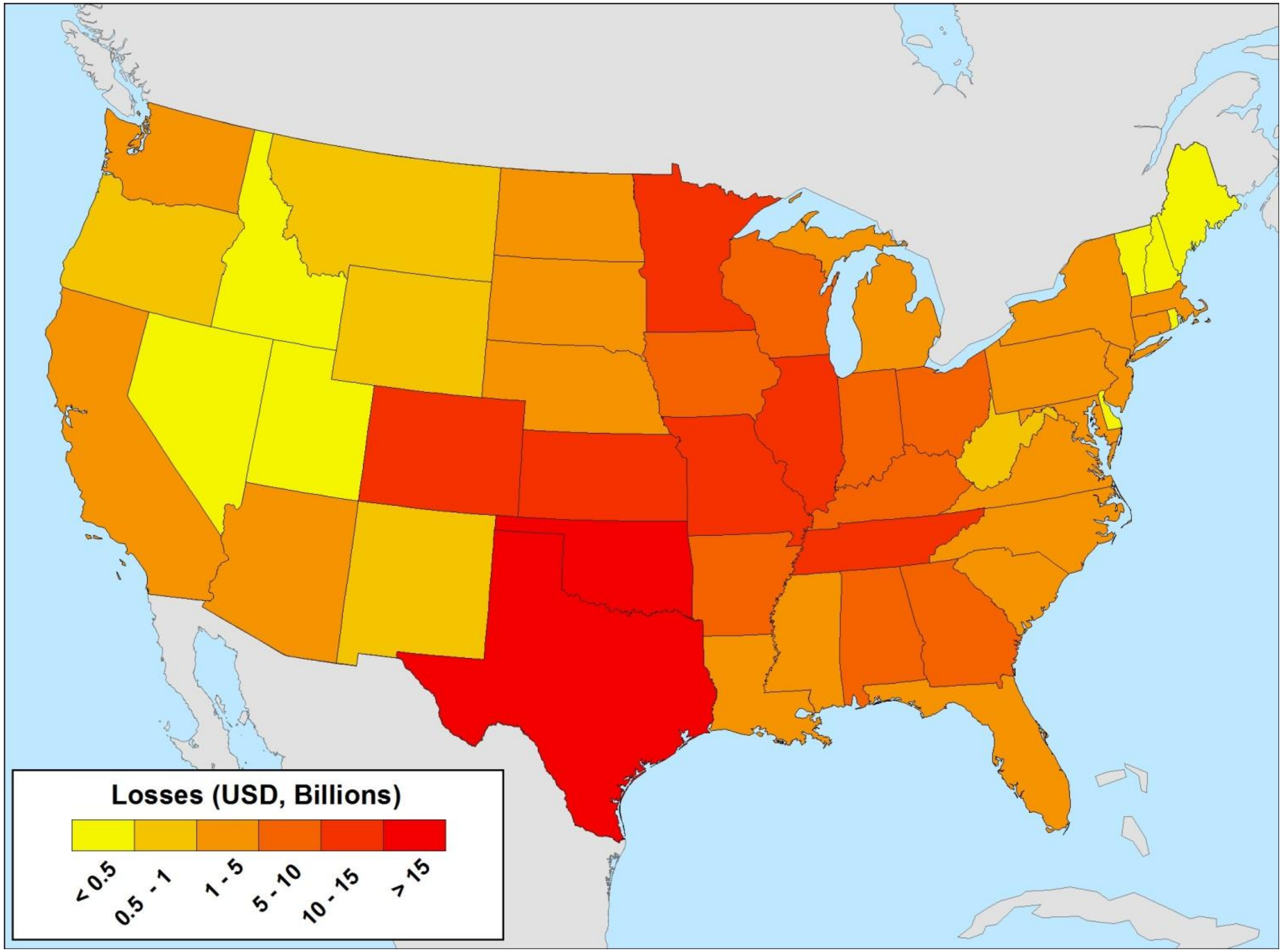
Agenda

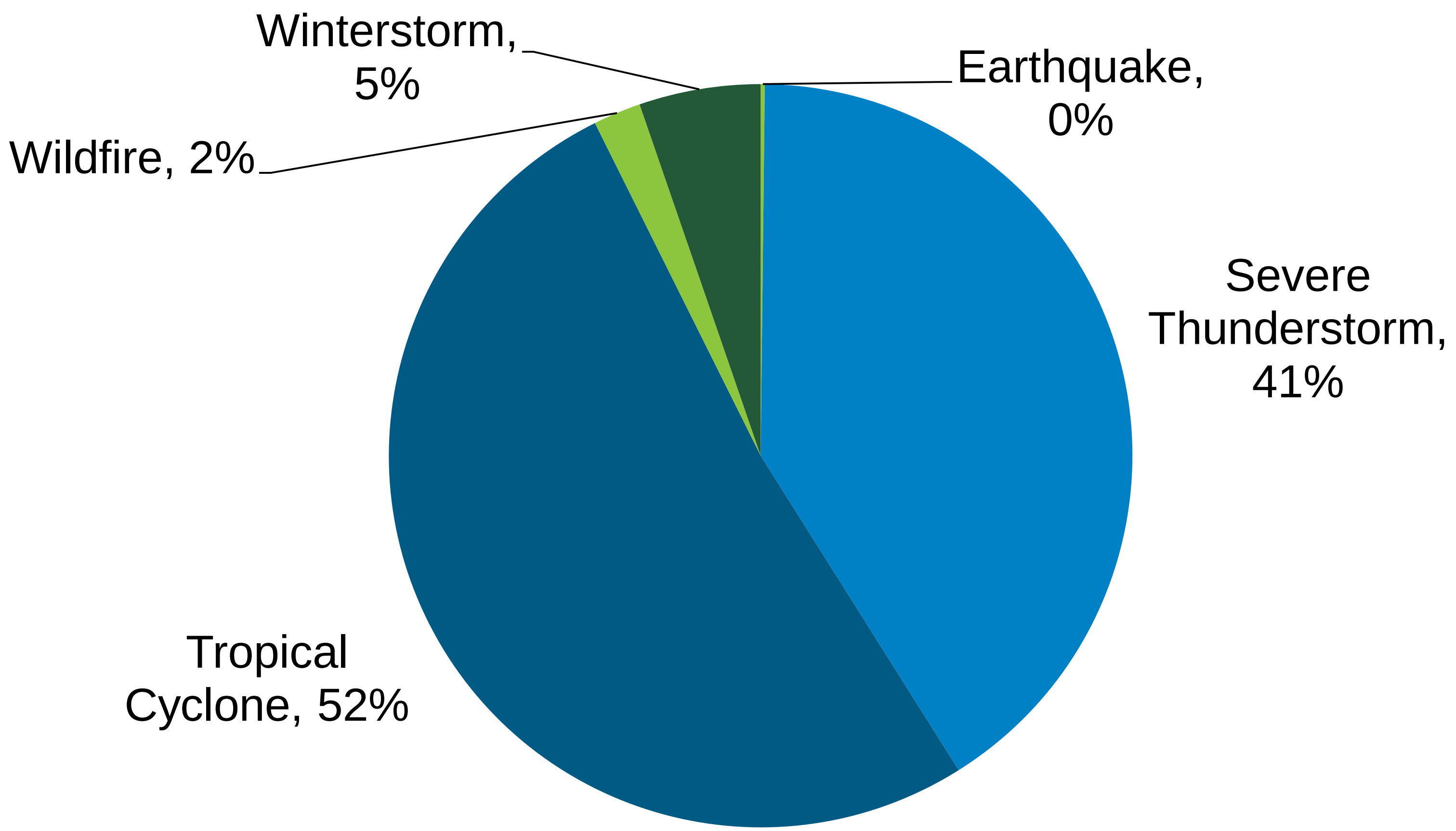
- Introduction
- The value of severe storm models in an insurance organization
  - Overcome limitations of loss experience
  - Understand loss potential in a comprehensive way to prevent “unexpected” loss
- Blending historical and model results

All 48 Contiguous States Are Affected by Severe Thunderstorms

PCS Losses, 1990-2012, Trended to 2012 Dollars



Severe Storms Have Accounted for 41% of All U.S. Catastrophe Losses from 2001 to 2012



Source: PCS, trended to 2012

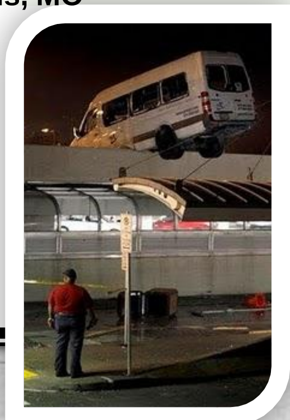
Severe Thunderstorms Can Generate Hail, Tornadoes, and Extreme Straight-line Winds

2011 Was a Record-Breaking Year for Severe Thunderstorm Losses as Reported by PCS

- PCS issued 23 Catastrophe Serial Numbers to severe thunderstorm events in 2011
- 18 events cost more than $150 million each
- 5 events cost more than $1 billion each
- Maximum reported losses
  - $7.3 billion from Apr 22 – 28 storms affecting AL, AR, GA, IL, KY, LA, MO, MS, OH, OK, TN, TX, VA
  - $6.5 Billion from May 20 – 27 storms affecting AR, GA, IA, IL, IN, KS, KY, MI, MN, MO, NC, NE, NY, OH, OK, PA, TN, TX, VA, WI
- Total losses from severe thunderstorms in 2011 exceeded $26.1 billion
- The combination of frequency, severity, and location of thunderstorms in 2011 led to significant losses

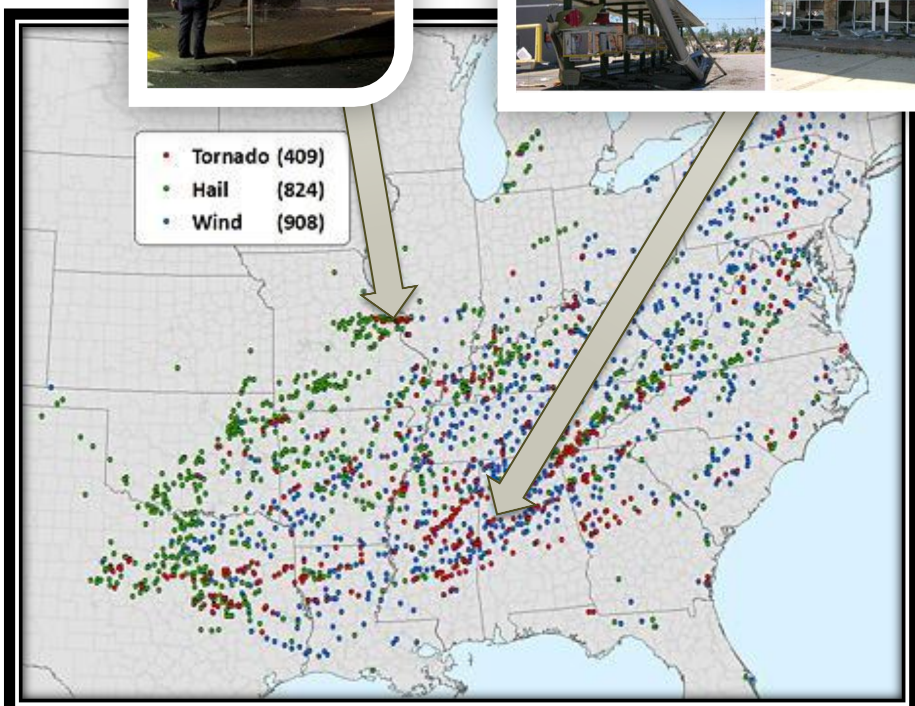
The Two Major 2011 Outbreaks as Examples of a Severe Thunderstorm Event

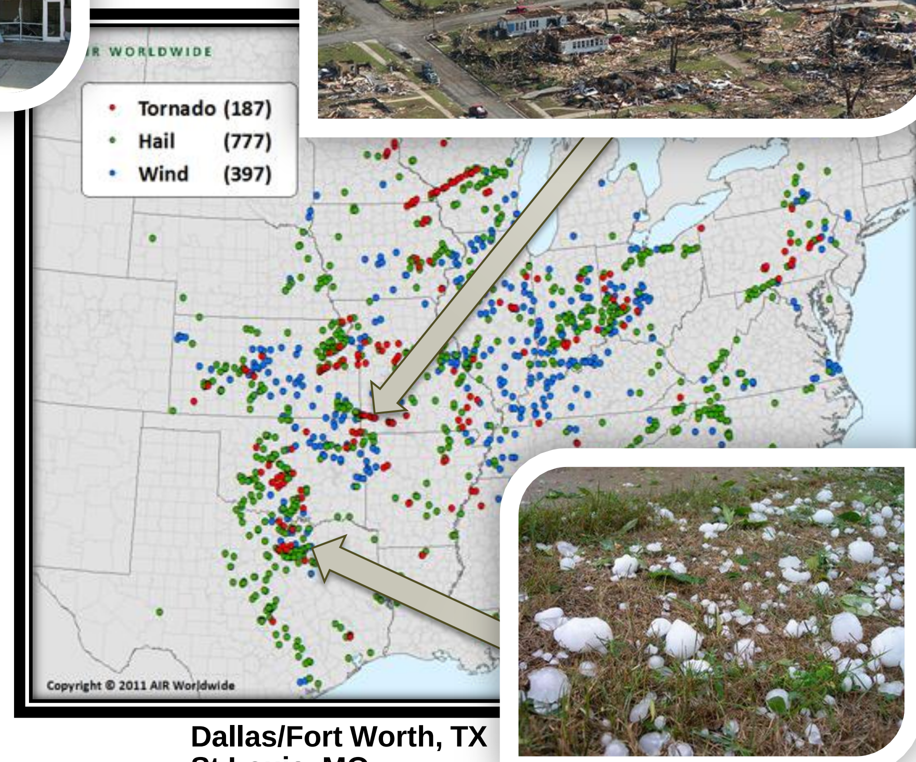
St Louis, MO



Tuscaloosa, AL

Joplin, MO

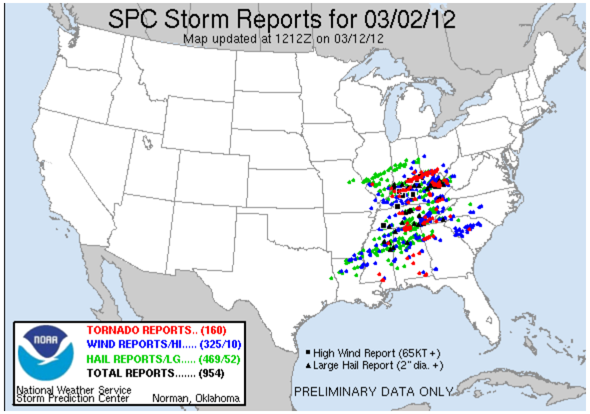




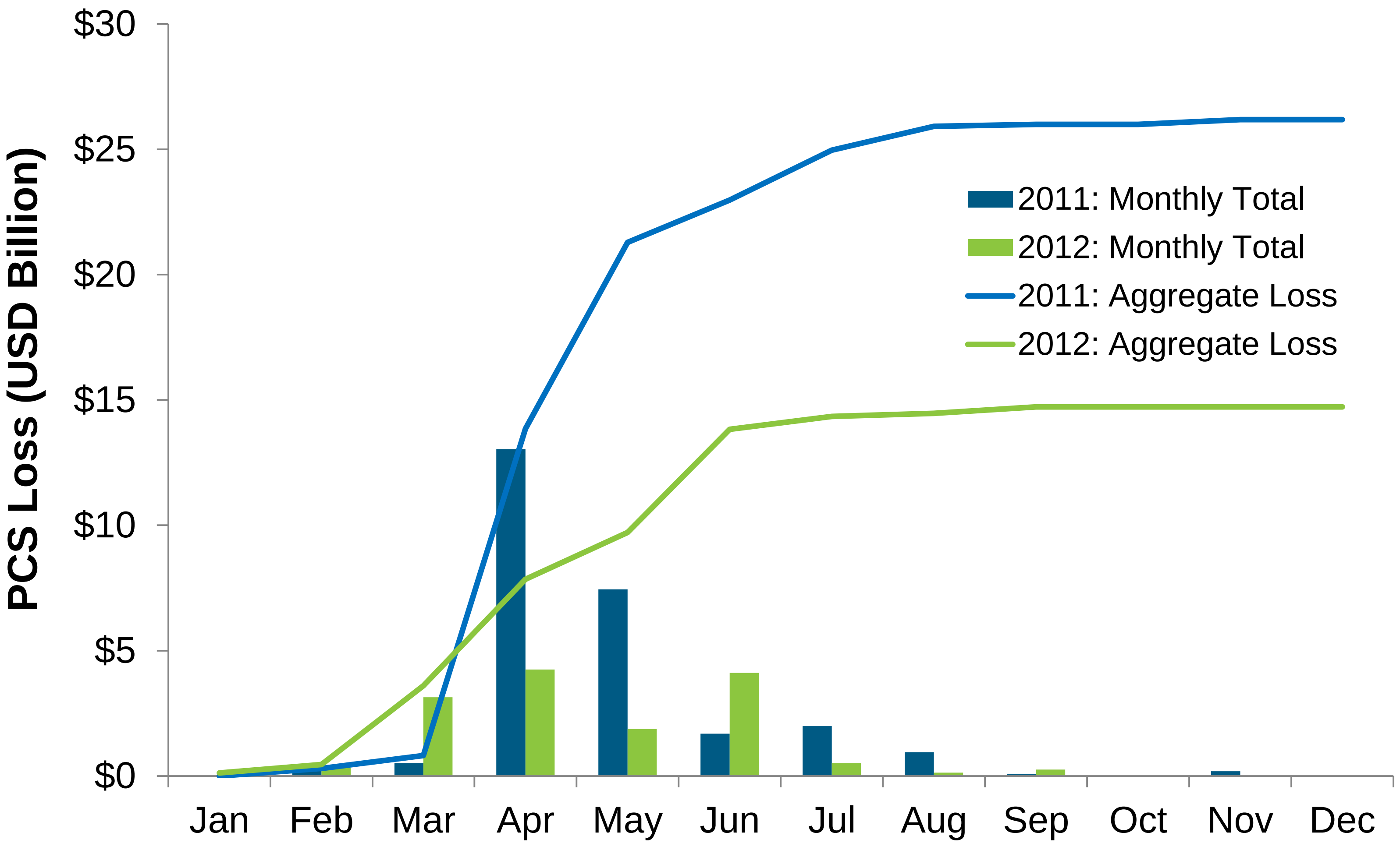
Dallas/Fort Worth, TX
St Louis, MO
Kansas City, KS

March 2nd – 3rd Tornado Outbreak Has Been the Costliest Severe Thunderstorm Event of the Year

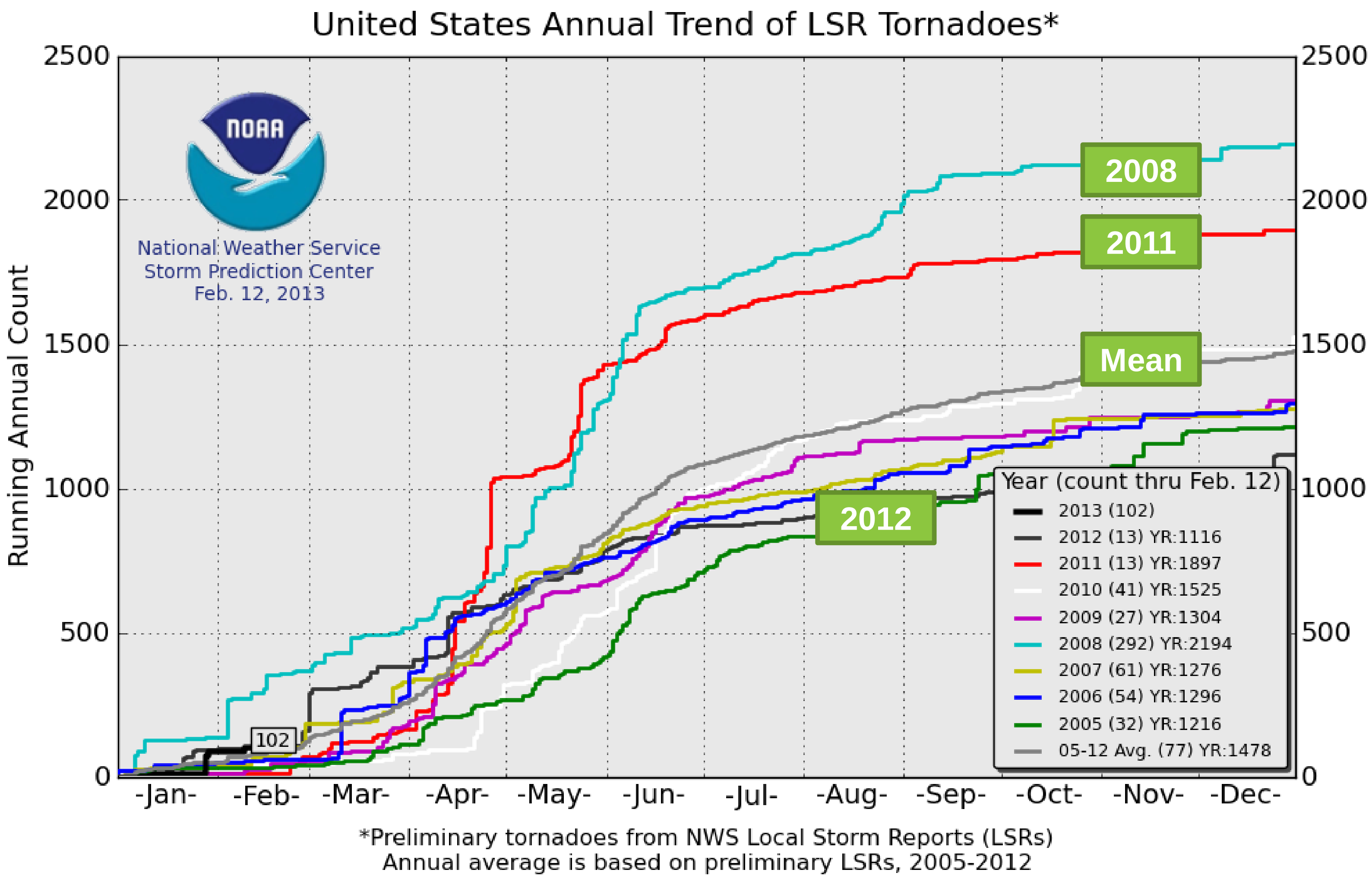
- Most of the activity occurred with the passage of a strong spring low pressure system on the afternoon of March 2nd
- 160 tornadoes, including two EF-4 events impacting Indiana
- 325 high wind reports
- 469 hail reports
  - Largest hail was 108 mm in diameter
- 40 fatalities
- USD 2.5 B of insured losses



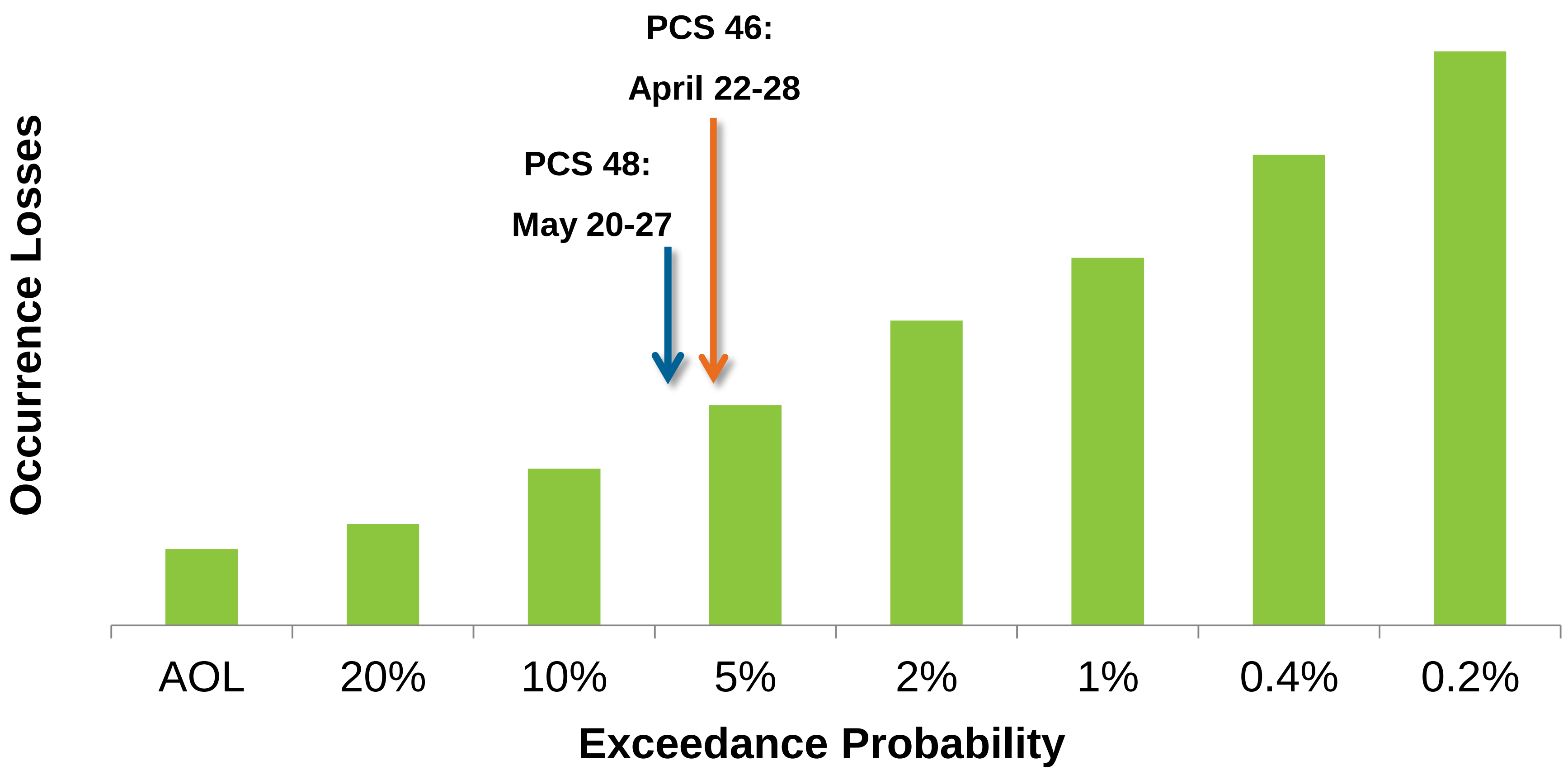
Losses in 2012 Have Accumulated Very Differently Than Those in 2011



Comparison of Recent Seasons Relative to Seven-Year Average Tornado Experience



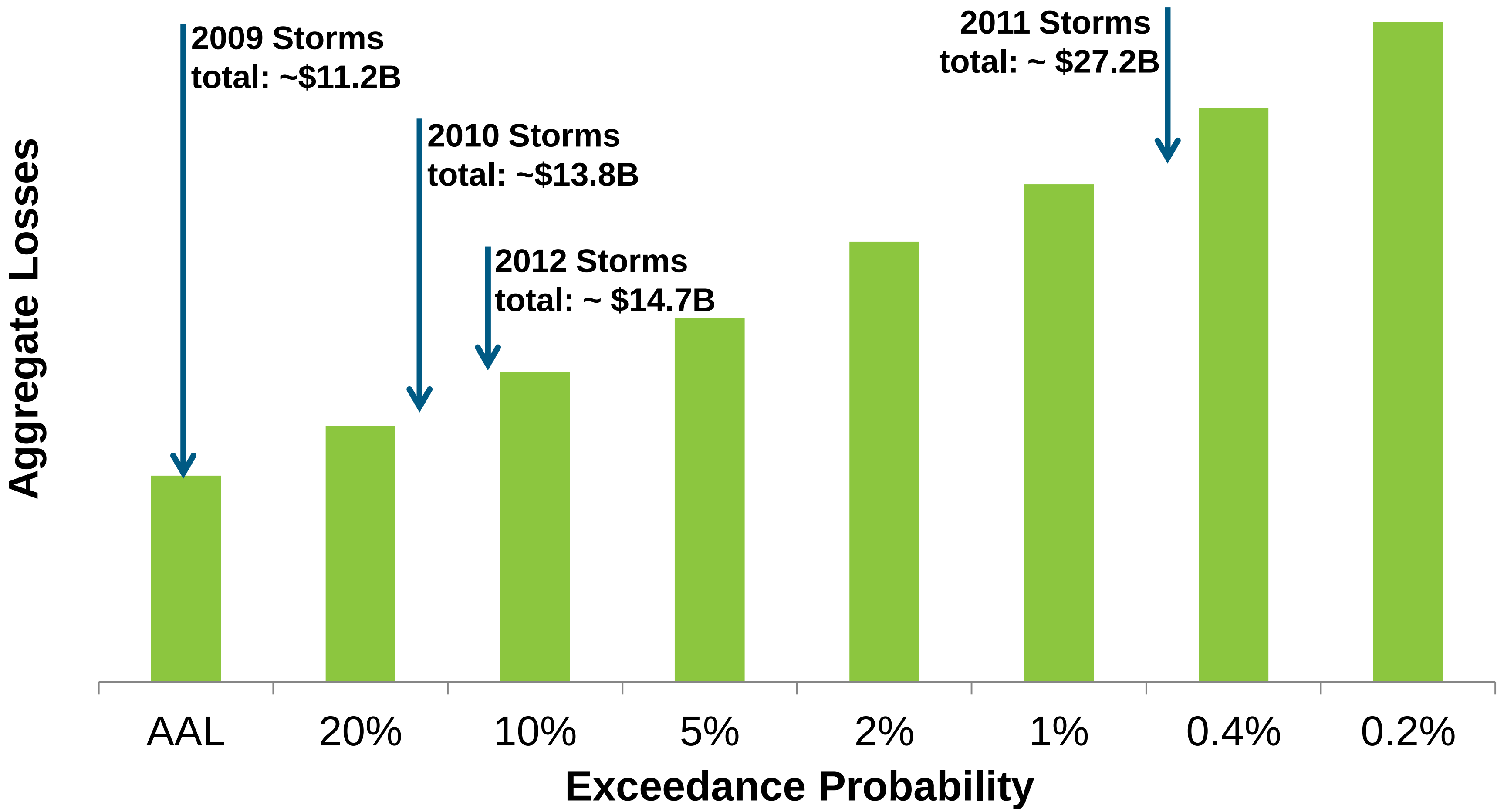
Occurrence Losses from the Major Severe Thunderstorm Events of 2011 Were Not Extreme Outliers



Note: Version 14 with 2011 exposure

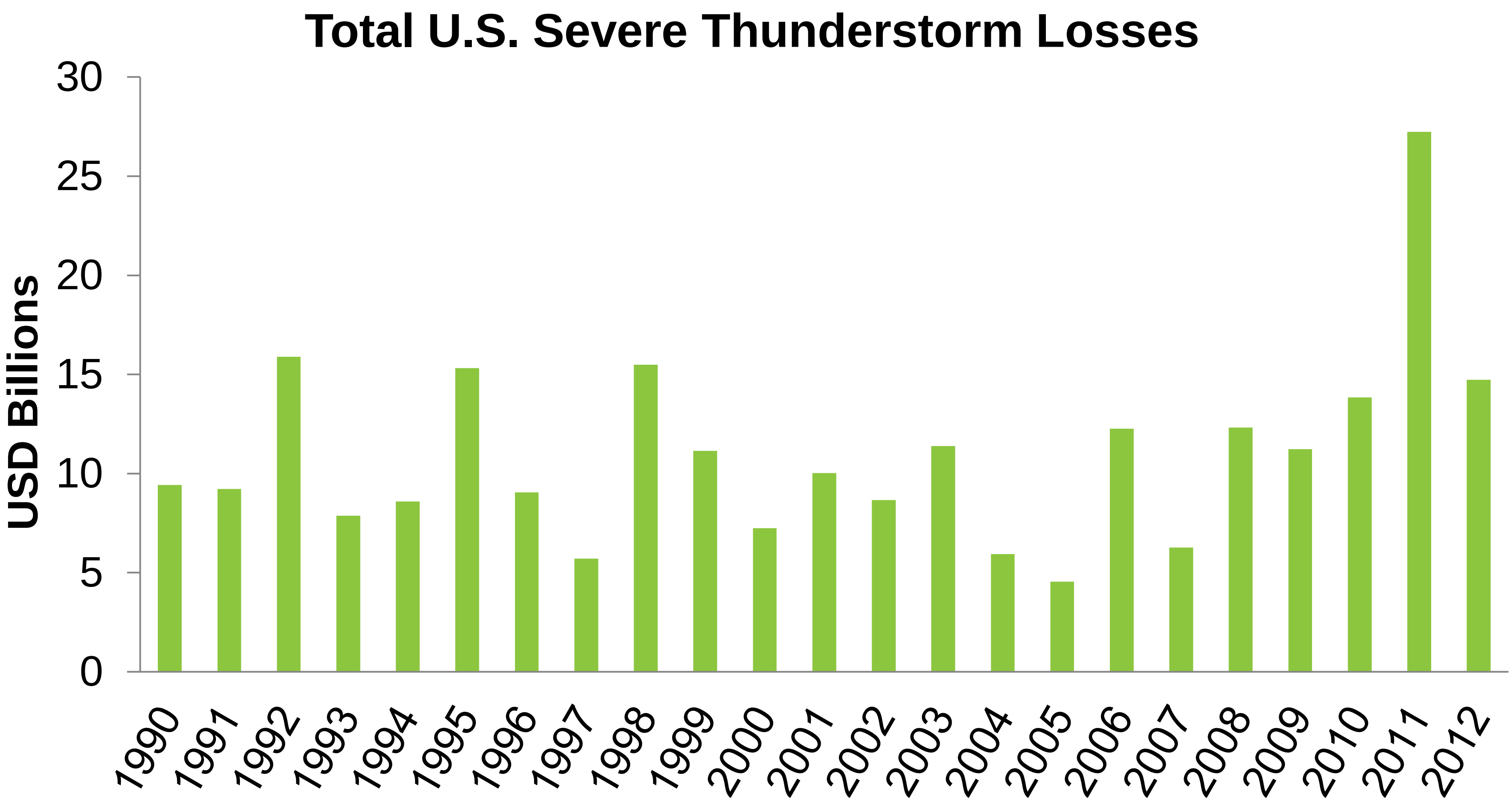
Cumulative Losses from Severe Thunderstorms

Losses from Storms in 2000, 2001, 2002, 2003, 2004, 2005, 2007 are < than AAL*



Note: Version 14 with 2011 exposure. PCS historical losses are trended to present

In the Context of the Past 20 Years of Data, 2011 Appears to Be an Anomaly, Not a New Norm



The Enhanced Fujita (EF) Scale Rates Tornado Intensity Based on Observed Damage

- Damage depends on path length, width and wind speed of the tornado
- Intensity varies along the tornado path
- Wind-borne debris and torsion stress act as additional damaging factors
- Wind speeds are derived from EF-Scale, not the other way around
- Damage indicators have been better calibrated in enhanced scale

F0 – F1

Minimal to Moderate Damage
(Roofs peeled off)

F2 – F3

Considerable to Severe Damage
(Roofs and some walls torn off)

F4 – F5

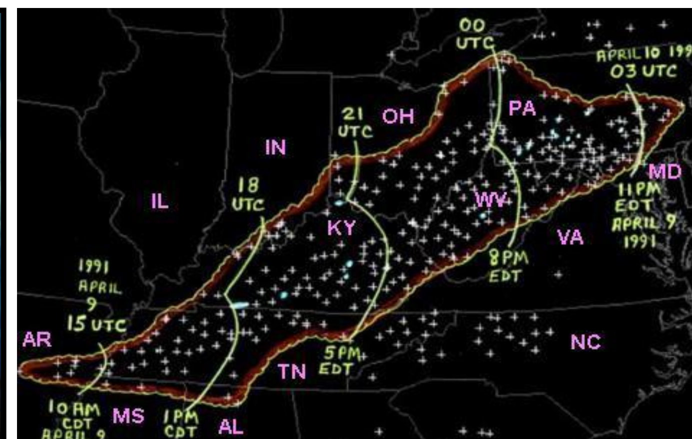
Catastrophic Damage
(Well-constructed structures leveled)

Modeling Hail: Intensity and Area

- Hail is produced in a cumulonimbus cloud when frozen raindrops grow by accumulation
- Hail impact energy a function of
  - Hailstone size
  - Number of hailstones per unit area
  - Hail duration
  - Wind speed

Damaging Straight-line Winds Can Have a Wide Range of Spatial and Temporal Scales

- Downburst winds within the storm can have a coverage of a few square miles and occur over a time period of about one hour or less
- Squall lines spread out quickly ahead of an organized line of thunderstorms, cover an area of hundreds of square miles, and have a duration of several hours
- Derechos are extensive wind events that are associated with long lived convective storm complexes that can cover thousands or tens of thousands of square miles and have life spans of up to a day



Historical Data from the Severe Thunderstorm Database Are Used to Generate the Model Event Set

- Severe Thunderstorm Database maintained by the Storm Prediction Center (SPC), which is part of NOAA
- Information based on reported sightings available starting from the 1950's
- Over 250,000 events since 1974, including more than:
  - ✓ 25,000 tornadoes
  - ✓ 100,000 hail storms
  - ✓ 130,000 wind storms
- The historical data are grouped by AIR into macro events based on geographic distribution and date of occurrence resulting in more than 2,400 historical macro events
- The distribution of population creates biases in the reporting of tornadoes, hail, and straight-line winds

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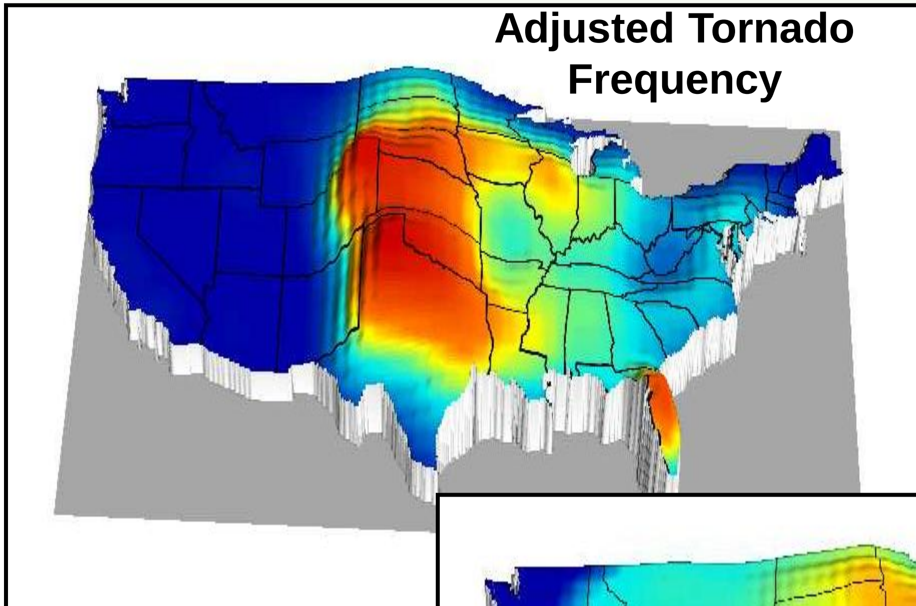
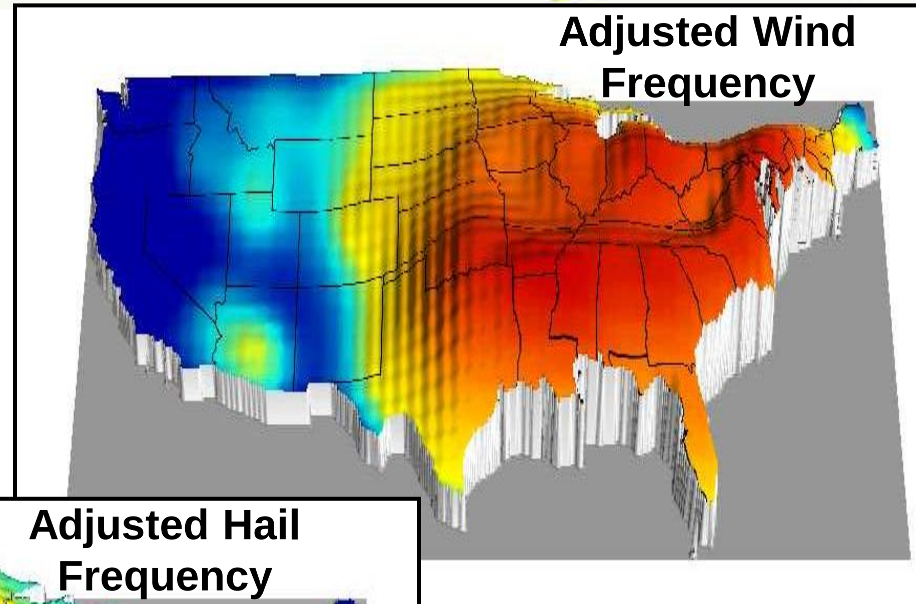
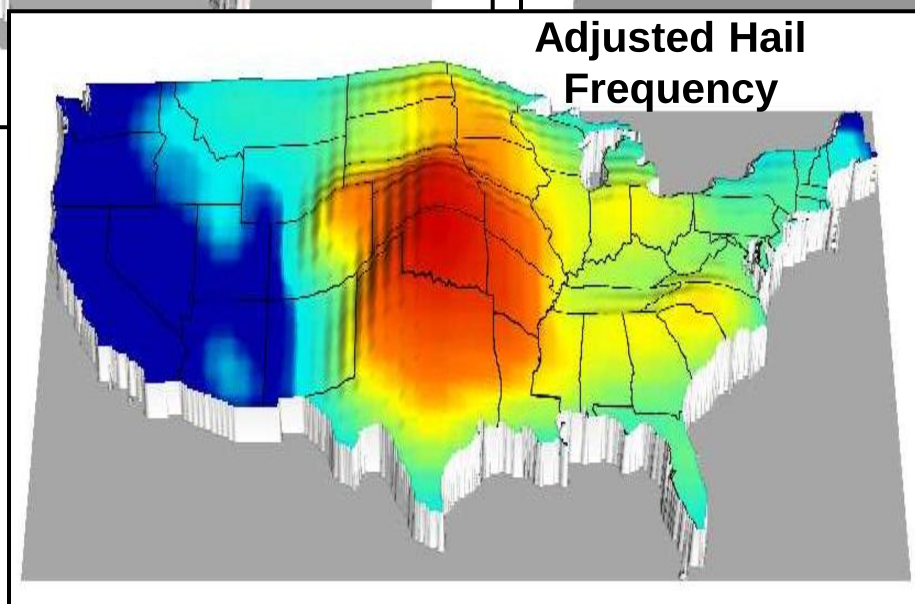
Adjusted Storm Frequencies by Peril Following Data Augmentation and Smoothing





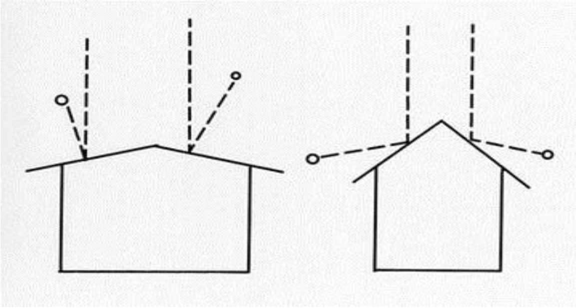


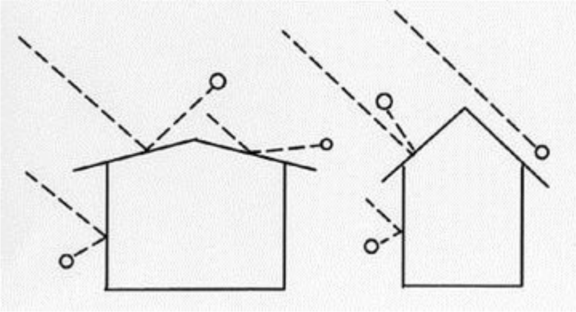
Based on 2011 Experience, Additional Features Will Expand User Capabilities and Results

- More detailed event information provided through the user interface (predominant sub-peril, maximum intensity, area coverage, etc)
- Reporting of losses by:
  - Tornado
  - Hail
  - Wind
- Incorporation of more claims data
- Europe
- Australia
- Inclusion of longer catalogs (50K and 100K)

Key Attributes Affecting Hail Damage Are Being Investigated in More Detail

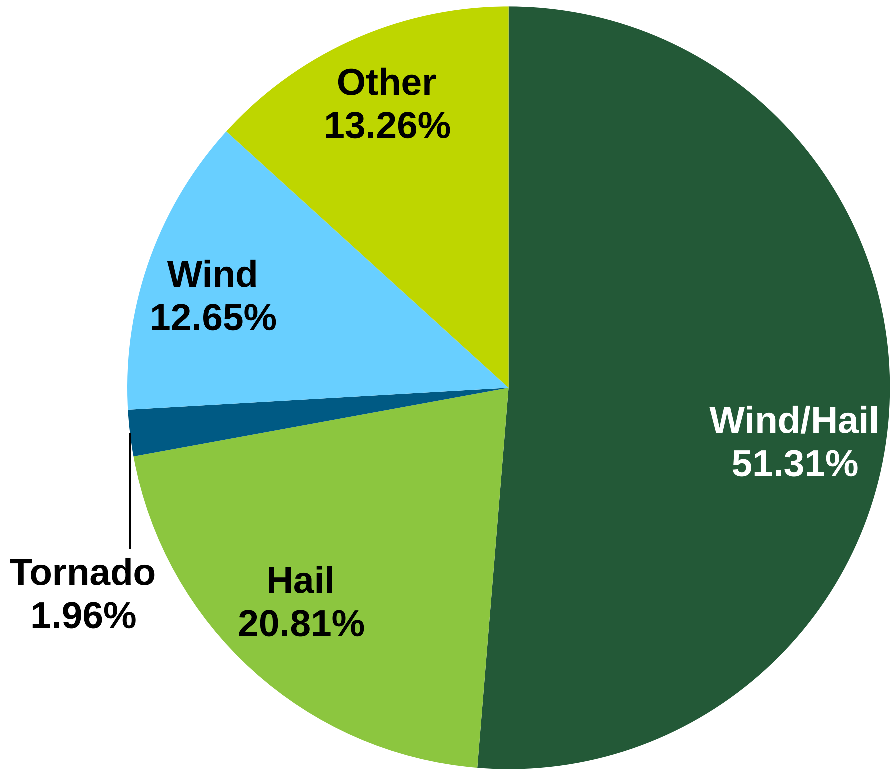
- Roof characteristics
  - Type of roof
  - Quality of materials
  - Protective covering (coatings, granules, gravel, etc.)
  - Age of roof
  - Density of insulation directly beneath roof
  - Temperature of roof at time of impact
- Environmental conditions
  - Less damage occurs on steep slopes
  - More damage occurs on windward slope
  - Wind can increase impact velocity and damage
  - Sheltering trees reduce impact





Highlights of the Next Generation AIR Severe Thunderstorm Model

- Updated stochastic catalog with more recent historical data and comprehensive coverage
- Better definition of micro-events
- Updated vulnerability module with secondary risk characteristics and year-built variability
- AIR is in a unique position to analyze detailed claims data for more than 50% of the industry



2011 Severe Thunderstorm Claims by Sub-Peril

The Value of Severe Storm Models to an Insurance Organization

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Models Are a Practical Solution for Managing Severe Thunderstorm Risk

- Eliminate historical event and claim reporting bias
  - Simulated storms can occur where no historical storms have been reported
- Account for severe thunderstorm loss volatility
  - 10,000-year catalog contains 400,000+ severe thunderstorm events and 65,000+ winter storm events
  - Events modeled include the range of low to high frequency, high to low severity catastrophes
- Enable users to evaluate scenarios for portfolio management
  - Growth and retraction, including acquisitions or divestitures
  - Changing mix of lines of business
  - Optimization of wind pool usage

> "The reality is, any city can be hit by a tornado. If you have sufficient moisture in the atmosphere, instability, some lifting mechanism and the proper wind patterns as they go up into the atmosphere, you can get a tornado. Those conditions tend to be more common in some areas than others, but the fact is, they can arise just about anywhere."
>
> *- Prof. Kenneth Blumenfeld, University of Minnesota*

Reasonable Expectations of Severe Thunderstorm Catastrophe Models

- Expected losses and distributions of potential losses down to a granular scale
- As severe thunderstorm risk is an “aggregate” issue, AIR’s simulation year methodology enables appropriate quantification of loss potential within simulated years (years with multiple-events)
- Every year and event is a scenario, which can be used in understanding the range of potential outcomes and drivers of risk
- While the model is comprised of simulated events and years, the primary outputs are distributions of potential *losses*

Severe Thunderstorm Models Capture the Range of Potential Losses from Catastrophic Events

- Care should be taken in validating modeled losses
  - Validation should only consider catastrophic events
  - The model includes tail scenarios that have not yet occurred
  - The granular nature of the peril contributes to the volatility in losses and yields, not surprisingly, disagreements between actual and modeled losses
- Modeled losses for catastrophic events must be combined with actual losses from non-catastrophic events in order to get a complete view of the risk from severe thunderstorms

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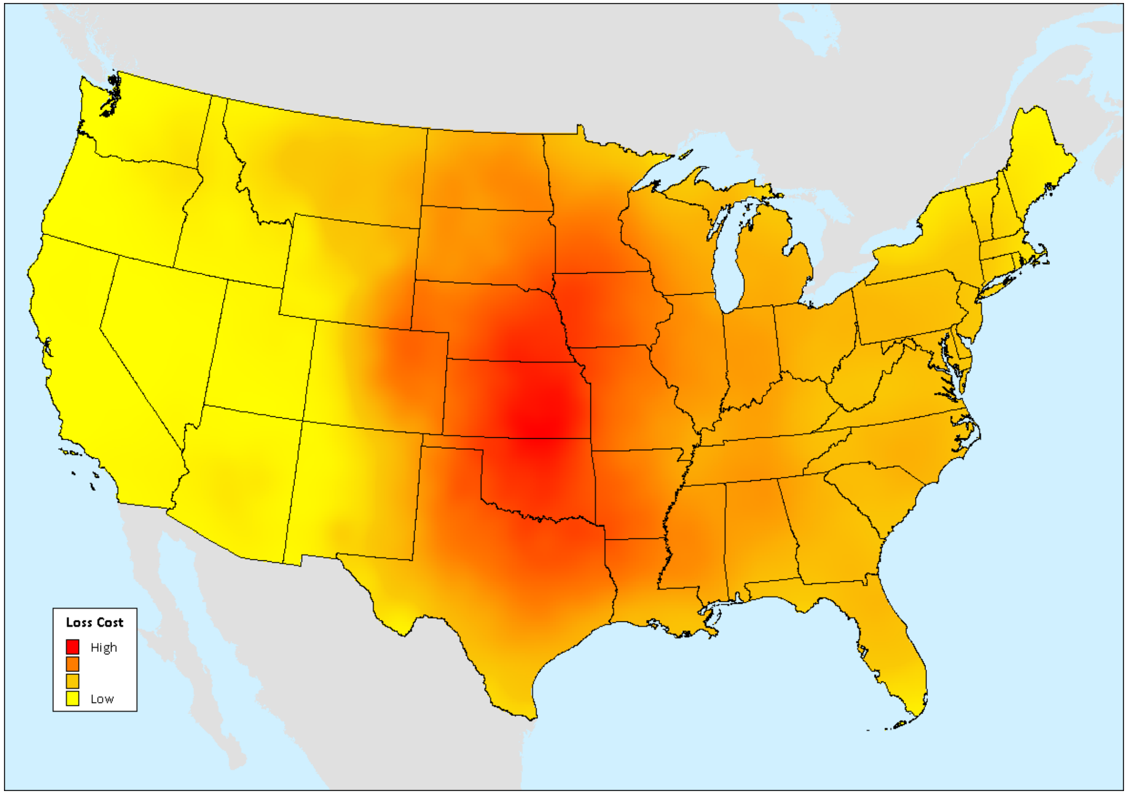
Severe Thunderstorm Models Can Help Companies Answer a Number of Real World Questions

- Where are my concentrations of exposure?
- What components of the portfolio are driving severe thunderstorm risk?
- What range of potential losses can be expected from severe thunderstorms?
- Is severe thunderstorm risk being considered in the overall catastrophe risk profile?
- Should steps be taken to insulate from severe thunderstorm risk? If so, what actions are appropriate?
- Are the severe thunderstorm components of rates sufficient?

Is My Company Getting Sufficient Rates in Different Geographies?

- Do rates appropriately consider tail scenarios?
- Do rates reflect the variability of risk at an appropriate level of geographic granularity?



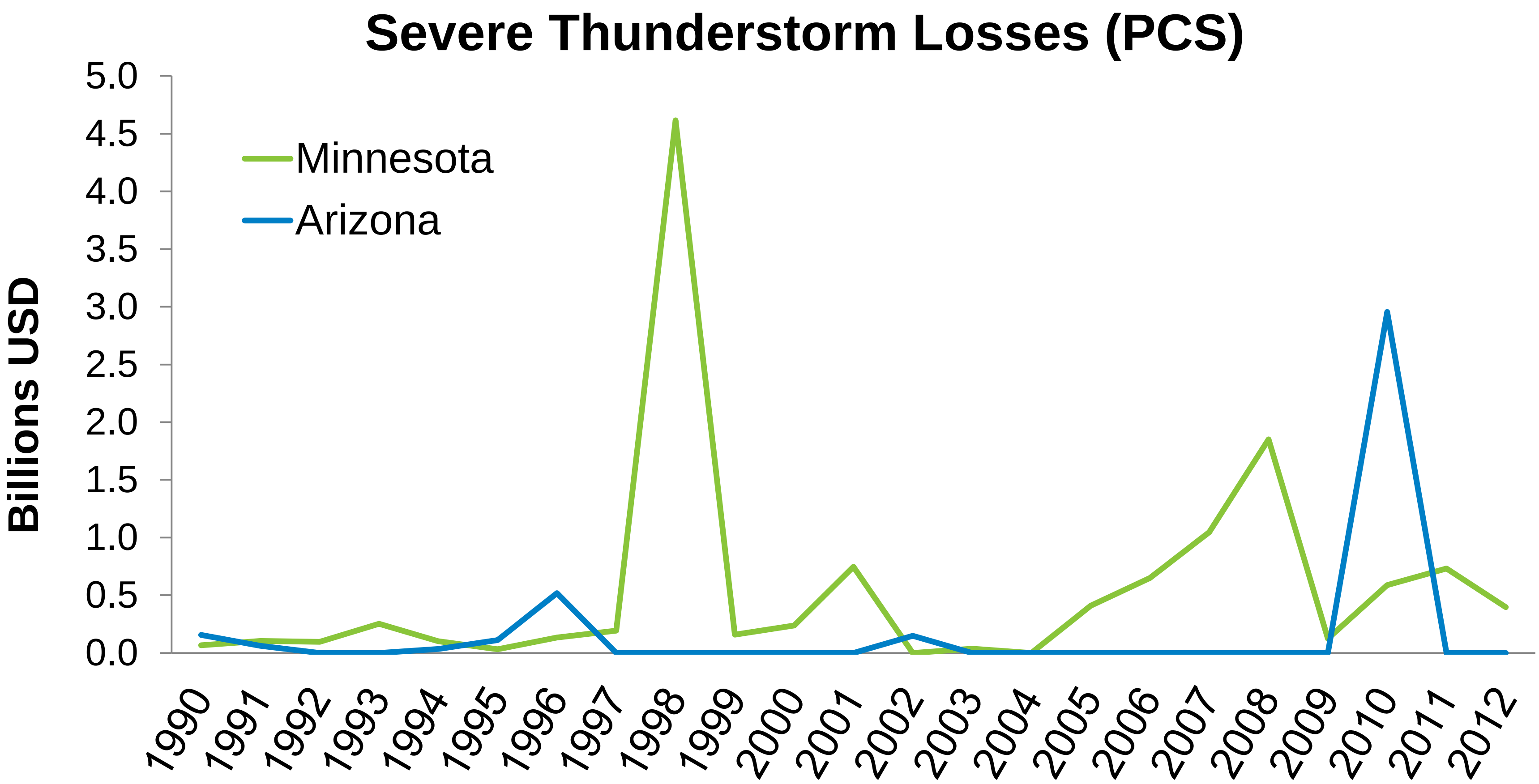
The Variability in Severe Thunderstorm Losses Poses Challenges for Ratemaking

- Severe thunderstorm losses can be variable and substantial

> "***A rate provides for all costs associated with the transfer of risk.”***
>
> - **CAS Statement of Principles Regarding Property and Casualty Ratemaking**

- Companies often perceive they have sufficient data for severe thunderstorm risk
- Traditional approaches are unlikely to capture the tail risk associated with severe thunderstorm peril
- In order to avoid shifts in loss costs caused by volatility in loss experience data, “expected” non-hurricane catastrophe losses should be used in place of actual non-hurricane cat losses experienced over a short time period

Loss Volatility Is Amplified at Higher Levels of Geographic Resolution



Source: PCS, trended to 2012

Sound Ratemaking Requires a Method to Account for Severe Thunderstorm Losses

- Many companies are using the ISO excess wind procedure (or an internally developed variation)
- Wind load factor can be developed using historical loss data, but there are limitations to this method
  - Requires data for a long time period
  - Does not reflect make up of current exposure distribution
  - Does not consider more extreme high-severity losses
- Superior method utilizes modeled losses
- Two main components to these approaches:
  - Determine what losses to remove from experience data to avoid double counting
  - Develop a sound method to add back in the loss potential

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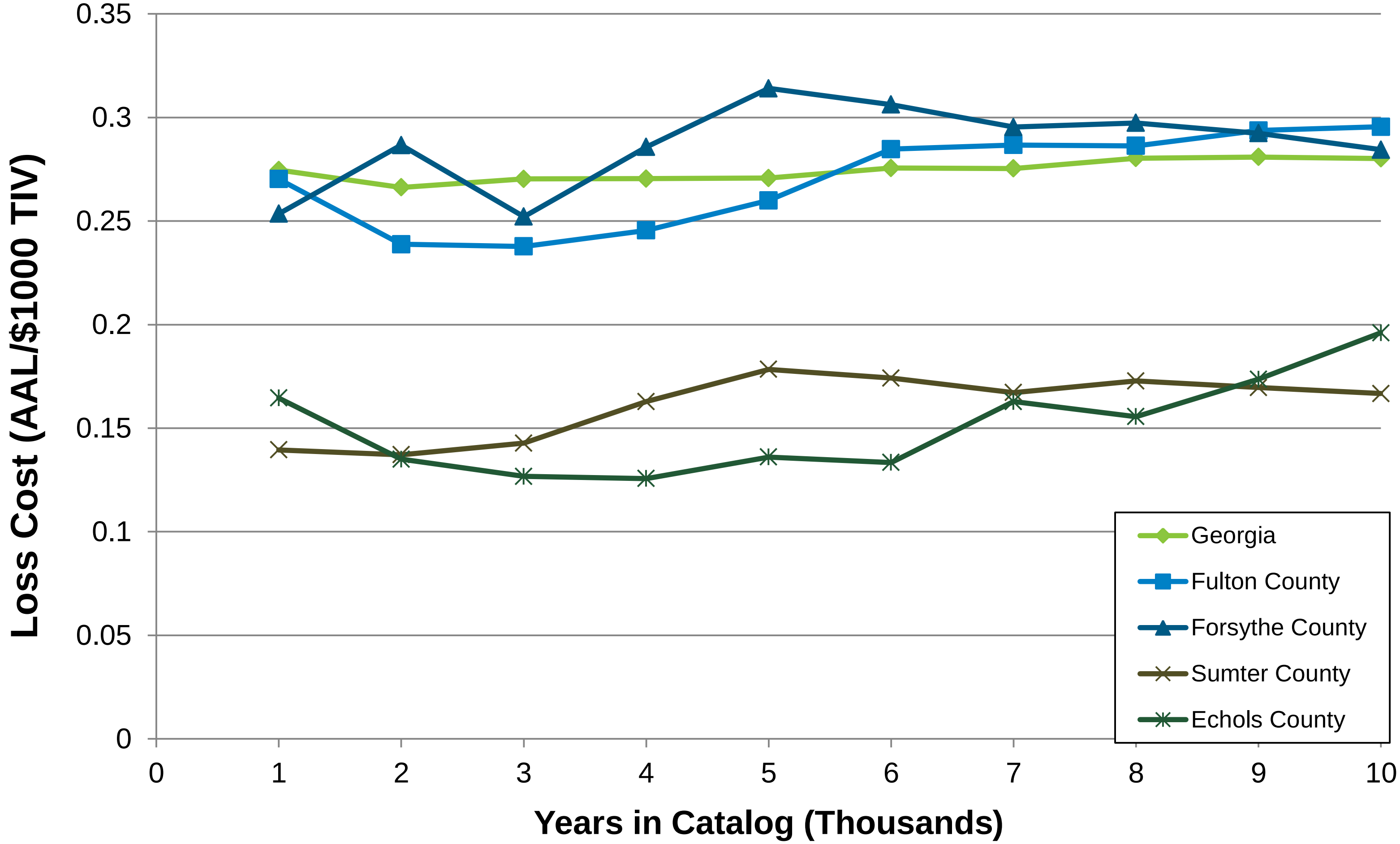
Severe Thunderstorm Model Is Appropriate for Use at the State and County Levels



Results are based on a sample company's actual exposure in Georgia

Modeled Loss Costs Are Combined with Actual Non-Catastrophe Losses

Raw Model Output

LocationID	AreaLevel2Name	AreaLevel3Name	AreaLevel4Name	GUAAL	GRAAL
1	Kansas	Morton	67953	134	127
10	Kansas	Stanton	67862	144	136
100	Kansas	Morton	67950	157	149
1000	Kansas	Stevens	67951	157	148
1001	Kansas	Stevens	67951	164	156
1002	Kansas	Stevens	67951	122	114
1003	Kansas	Stevens	67951	130	122

Model AAL by Geography

ZIP CODE	AAL
67838	27,958
67846	7,166
67851	23,029
67855	50,845
67857	36,483
67860	19,648
67861	8,947
67862	20,476
67870	8,250
67877	8,104
67878	74,209
67879	7,761
67880	117,990
67950	25,145
67951	58,449

Claims Data

YEAR	PCS CAT NUMBER	ZIP CODE	GROSS INCURRED
2006	46	67855	60,500
2006	46	67953	33,265
2006	-	67951	21,200
2006	-	67954	11,050
2006	47	67838	32,450
2006	47	67846	54,780
2006	45	67880	14,350
2006	57	67952	18,900
2006	56	67950	65,700
2006	-	67857	3,600
2006	67	67861	85,650
2005	80	67879	45,600
2005	82	67862	23,025

Non-CAT Avg Loss

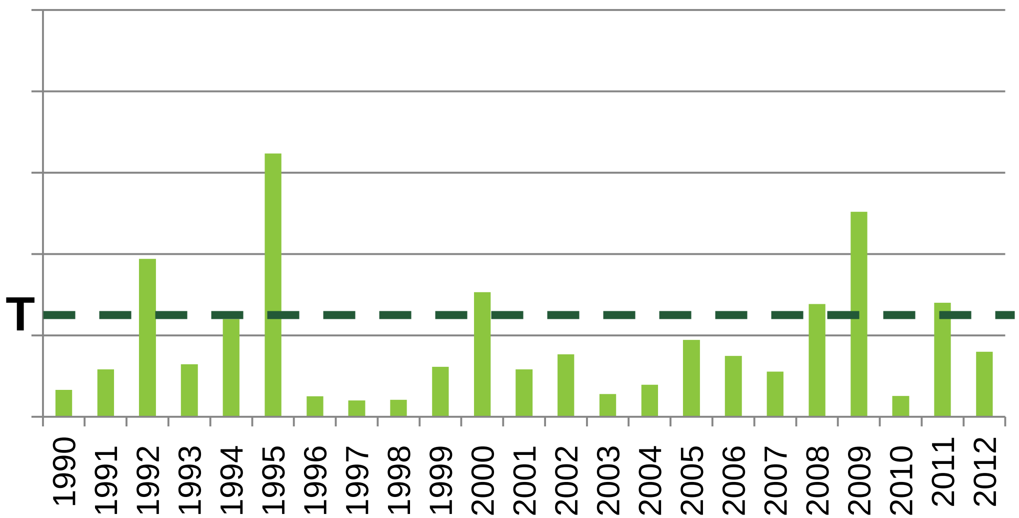
ZIP CODE	AVG LOSS
67855	26,545
67953	8,600
67951	1,650
67954	9,700
67838	4,355
67846	1,247
67880	18,562
67952	10,476
67950	5,754

Rate = Modeled Loss Cost (Excess Loss Cost) + Trended Non-CAT Claims + …

Next Evolution Is to Blend Actual Loss Experience and Catastrophe Modeling Output

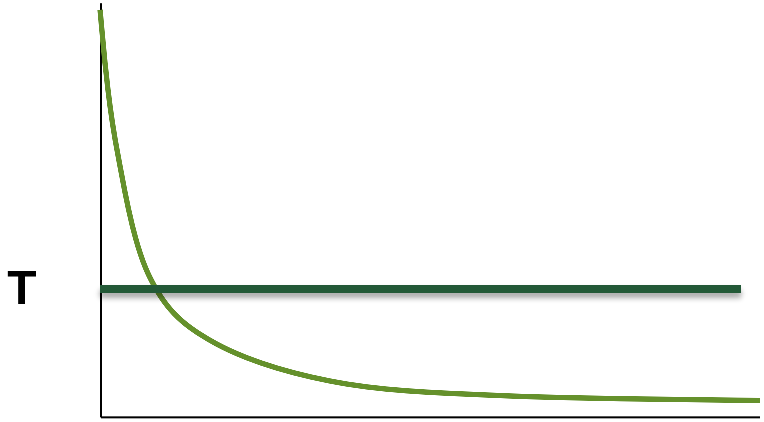
- Use loss experience for catastrophe losses up to a threshold (T) size
- Use modeled loss factor above this threshold
- Rate = Non Cat + (Experience based Cat Load | < T)
  + (Model Cat Load | >T) + …

Hypothetical Severe Thunderstorm Losses



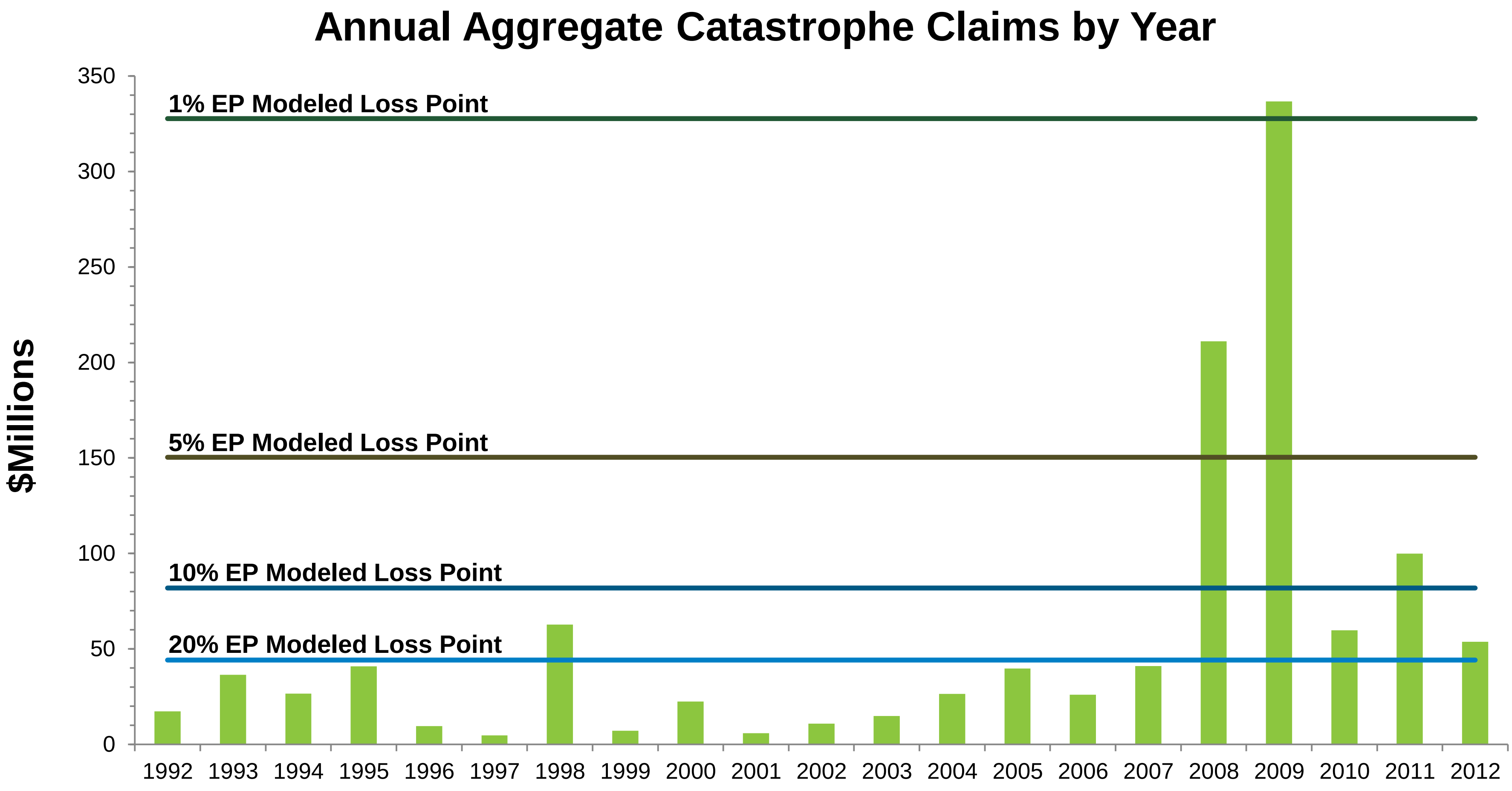
Actual Trended Loss Experience

Exceedance Probability Curve



Modeled Loss Potential

Georgia Company Example: Annual Aggregate Catastrophe Claims By Year



*Company data includes Georgia exposures only

Georgia Company Case: Producing Loss Cost Based on Modeled and Observed Experience

Scenario	Earned House Years (000's)	Non-CAT AAL ($M)	A: Non-CAT Loss Cost (AAL/EHY)	B: Experience Based Catastrophe Load (Sum {Wind Loss<T/Total Loss})/20	C: Modeled Catastrophe Loss Cost (AAL/EHY)	A(1+B) + C Total Loss Cost
Actual CAT Losses Only	330	150	454.55	0.366626	0.00	621.20
Excl. Losses >5% EP Point (T=$150M)	330	150	454.55	0.284259	38.43	622.18
Excl. Losses > 10% EP Point (T=$82M)	330	150	454.55	0.2322670	52.94	613.25
Excl. Losses > 20% EP Point (T=$44M)	330	150	454.55	0.183478	68.88	606.83
Modeled Losses Only	330	150	454.55	0.0	136.66	591.21

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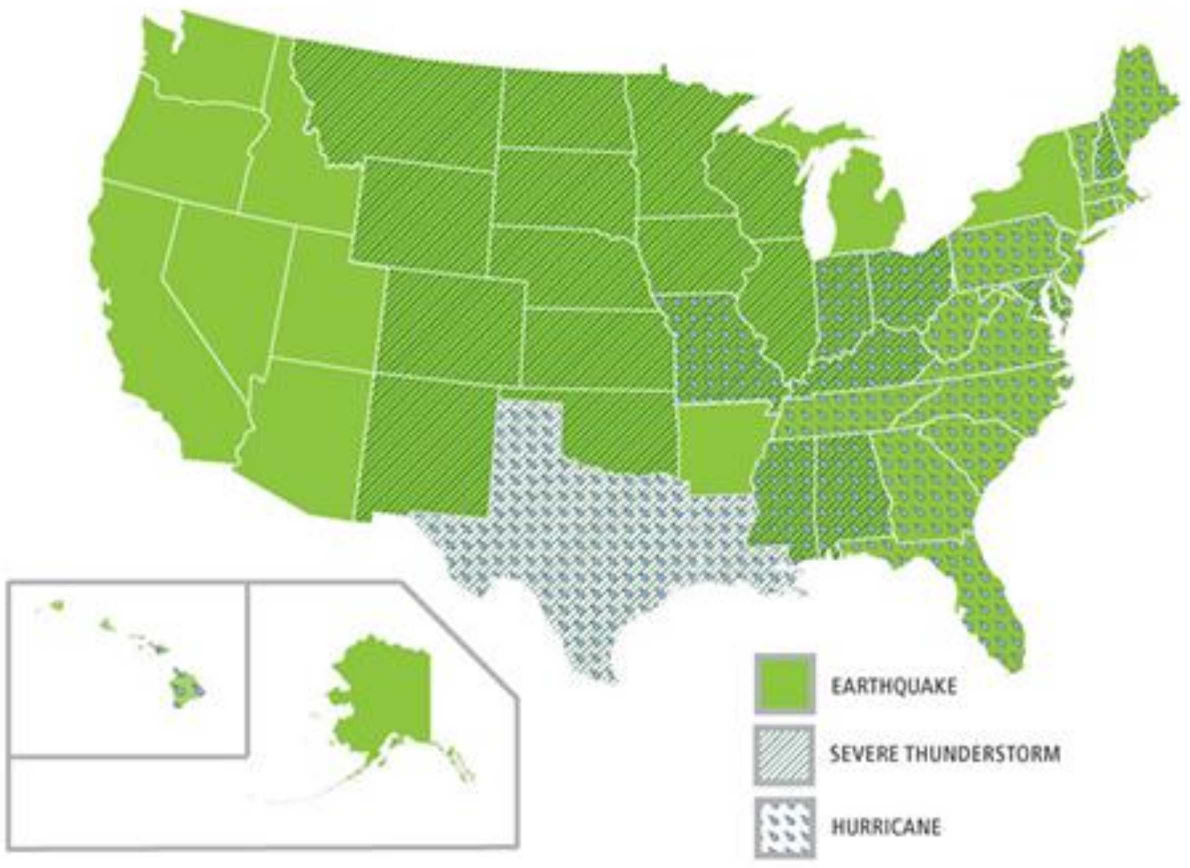
AIR's Severe Storm Models Are Increasingly Relied Upon to Support Rate Filings in Many States



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Summary

- Severe thunderstorm events are localized in nature, widespread throughout the US and have produced significant losses
- There are substantial limitations to solely using of historical loss data in managing severe storm risk
- A catastrophe model provides a more reliable view of the risk and can help manage severe storm risk across underwriting, rate-making, risk transfer and portfolio management functions