



# Exposure

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# Exposure

- Estimating Exposure
  - Aggregates
  - PMLs
  - Market Share
  - Loss Models
- Deterministic Loss Modelling
  - Net Loss Model
  - RDSs
- Probabilistic Loss Modelling
  - Loss Models
  - EP Curves
- Exposure Management
  - Logistics
  - Pricing
  - Post-disaster management
  - Reporting

# Estimating Exposure



# Aims

- To introduce you to some of the methodologies currently in use to assess exposure
- To explain what we measure today and what we report to Lloyd's
- To emphasise these are estimates based on models - this is not a black and white science!

# Estimating Exposure to Loss

# Estimating Exposure

- Aggregate Exposure
- Probable Maximum Loss (PML)
- Market Share
- Scenario Loss Model
- Probabilistic Models

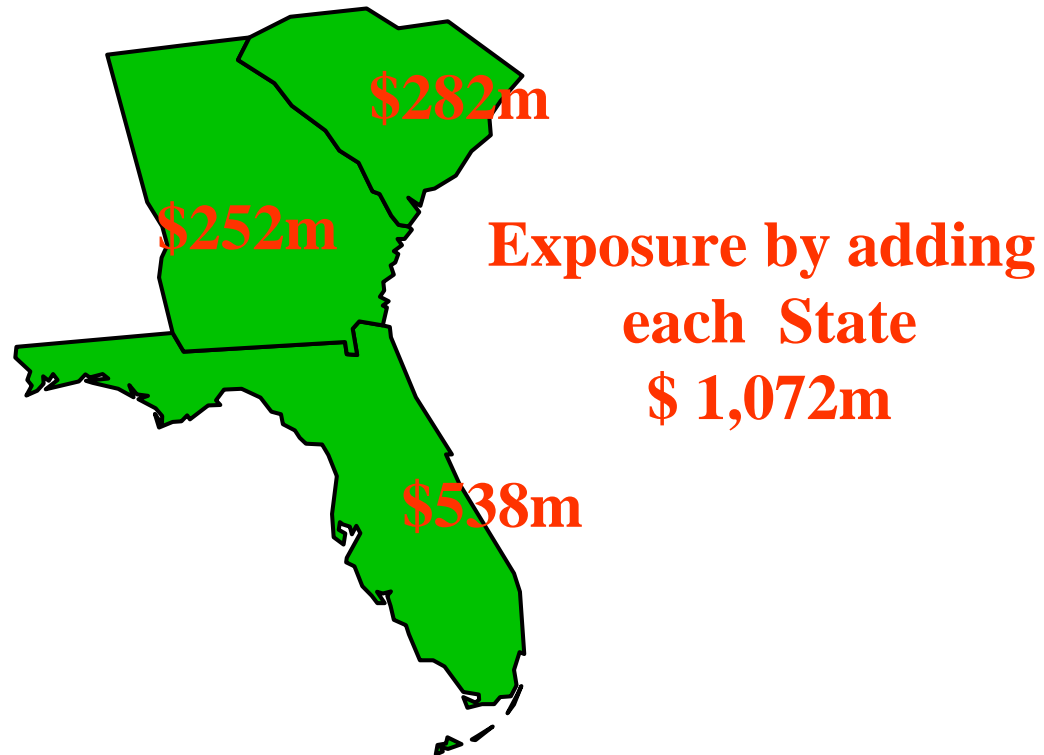
# Aggregate Exposure

- Aggregate Exposure is the exposed value at risk in the event of total devastation
- Typically, this is determined from Original Sums Insured and limits/lines applied
- Typically, it is coded by geographical area then summed
- Typically, this is wrong!

# "Arithmetic" of Aggregates

## Aggregate Exposure in each State

Windstorm Cat as-at 3rd July 2007

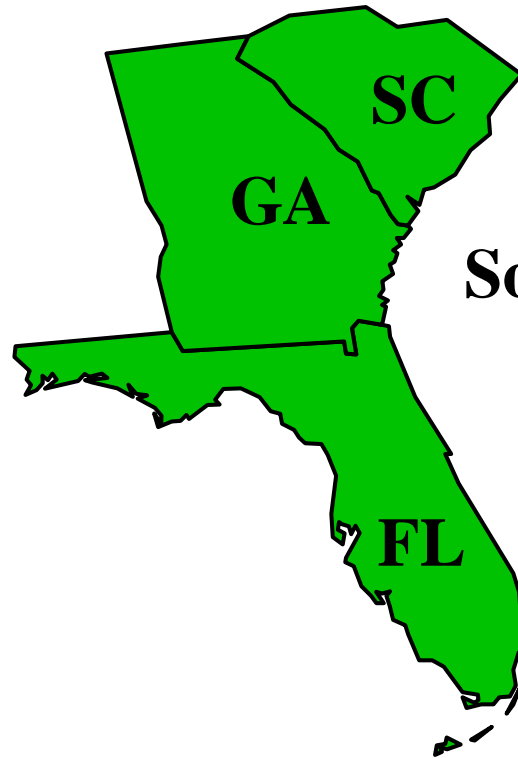




# "Arithmetic" of Aggregates

## Aggregate Exposure across States

Windstorm Cat as-at 3rd July 2007



**Correct**  
**South East Zone Exposure**  
**\$ 746m**

# Probable Maximum Loss

- Probable Maximum Loss (PML) is the amount expected to result in loss
- This is meaningless without further clarification on type, location, and severity
- Typically, determined from Aggregate Exposure and a PML percentage, applied to each risk and area and then summed

# "Arithmetic" of PMLs (1)

## Single Risk

Primary (no Excess)



**\$30,000,000**

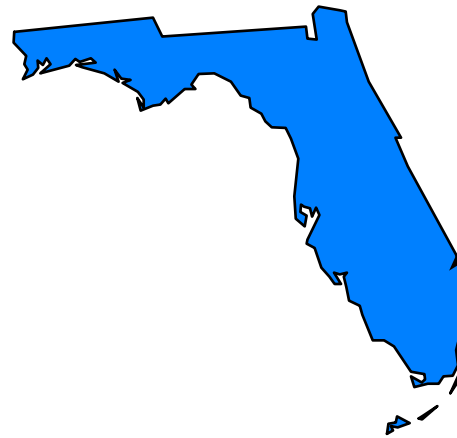
**PML = 30% = \$9,000,000**

**Risk PML = ?**

# "Arithmetic" of PMLs (1)

## Single Risk

Primary (no Excess)



**\$30,000,000**

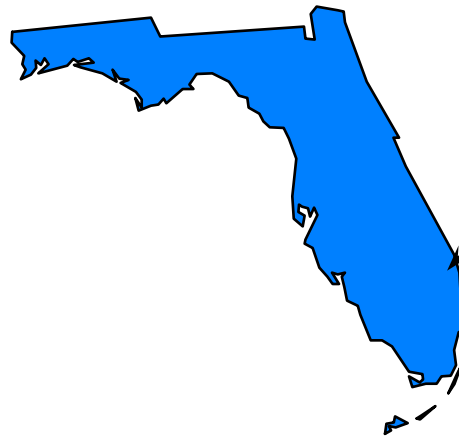
**PML = 30% = \$9,000,000**

**Risk loss = \$9,000,000**  
**Risk aggregate = \$30,000,000**  
**Risk PML = 30%**

# "Arithmetic" of PMLs (2)

## Single Risk (2)

Deductible = \$5,000,000  
Limit = \$5,000,000



**\$30,000,000**

**PML = 30% = \$9,000,000**

**Risk PML = ?**

# “Arithmetic” of PMLs (2)

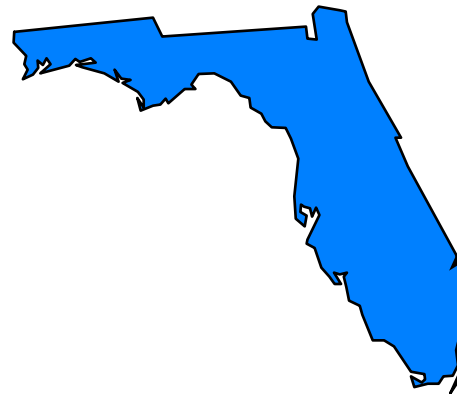
## Single Risk (2)

Deductible = \$5,000,000  
Limit = \$5,000,000



\$30,000,000

**PML = 30% = \$9,000,000**



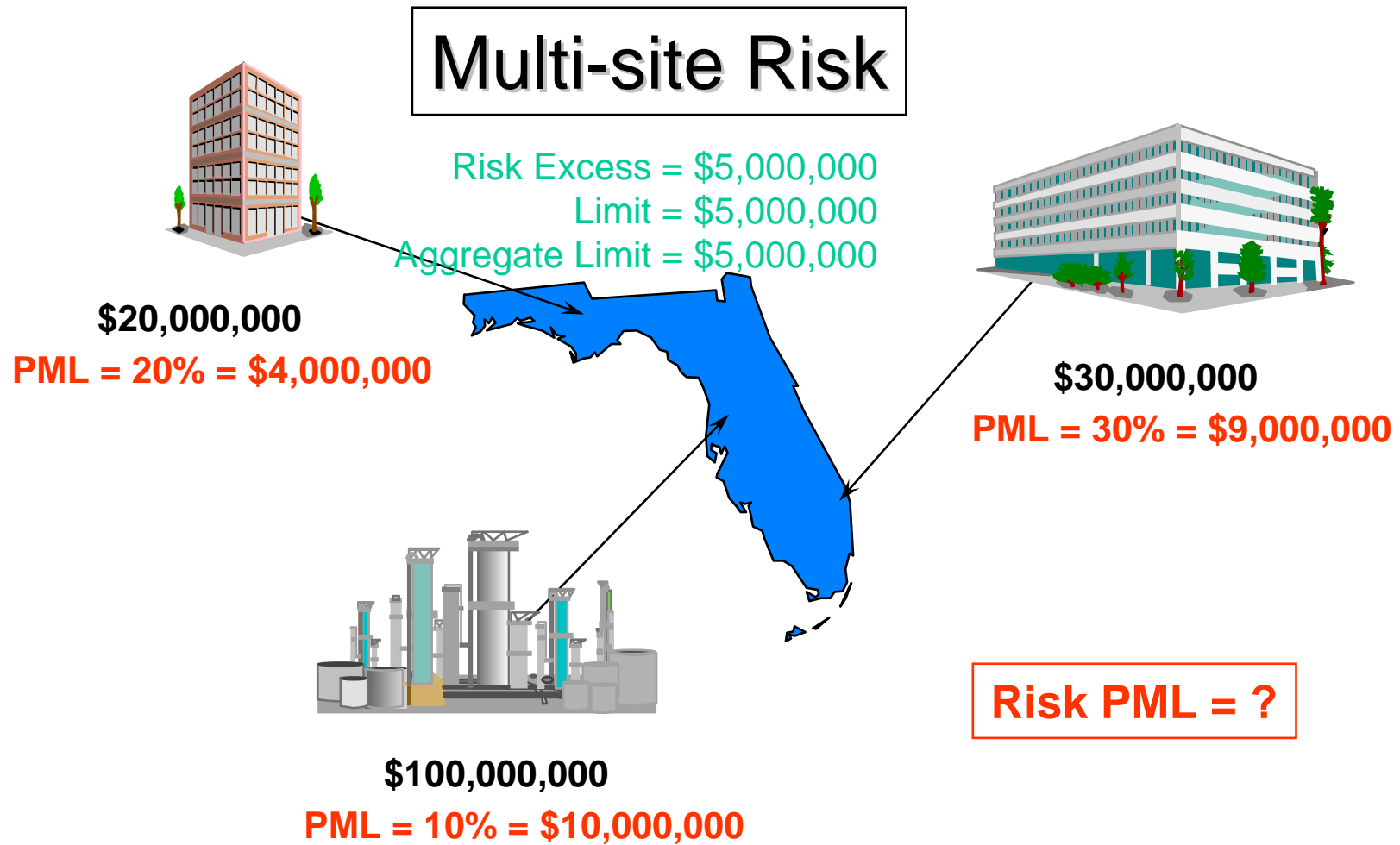
**Risk loss = \$4,000,000**

**Risk aggregate = \$5,000,000**

**Risk PML% = 80%**

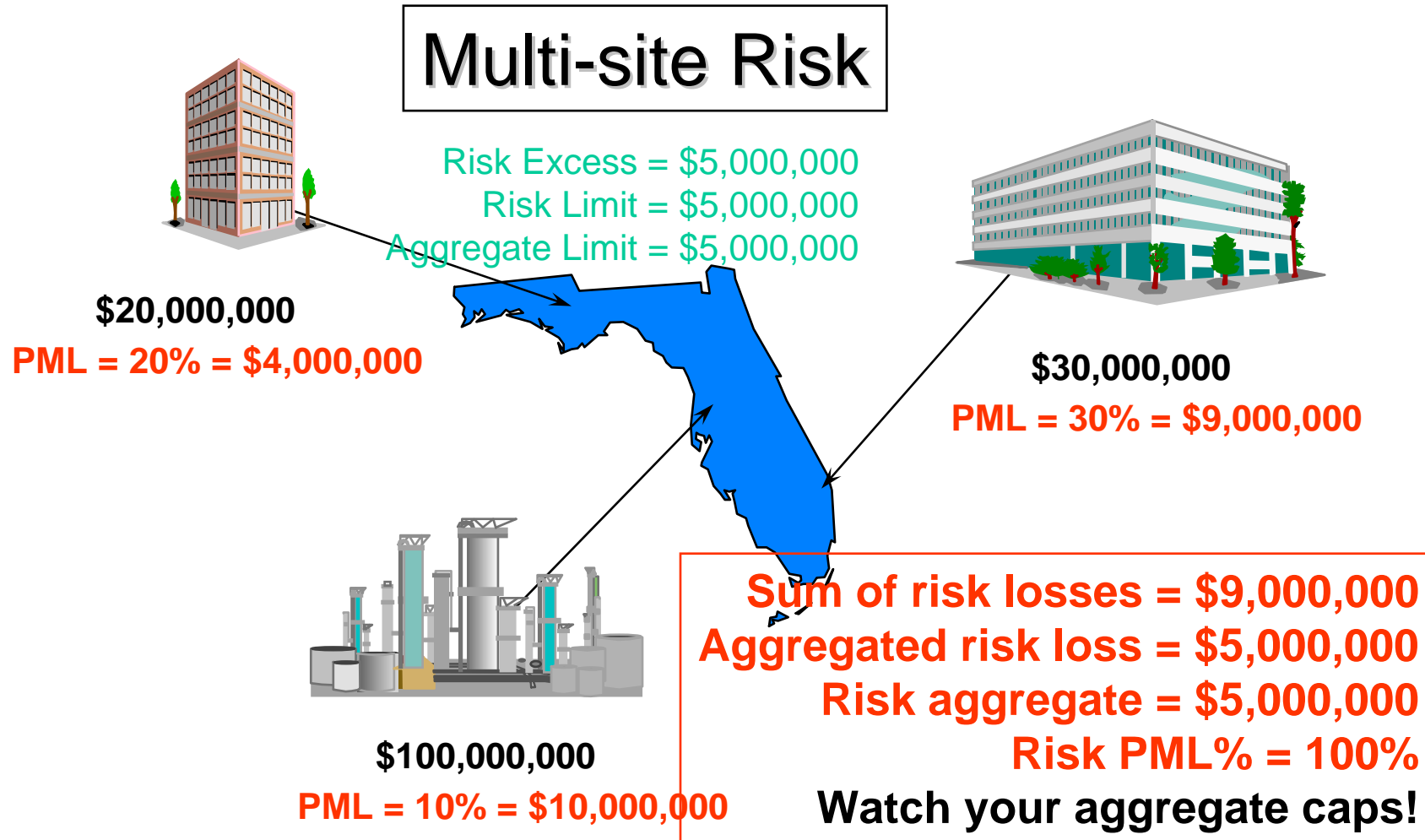
**So excess risks are a bit tricky .....**

# "Arithmetic" of PMLs (3)



# "Arithmetic" of PMLs (3)

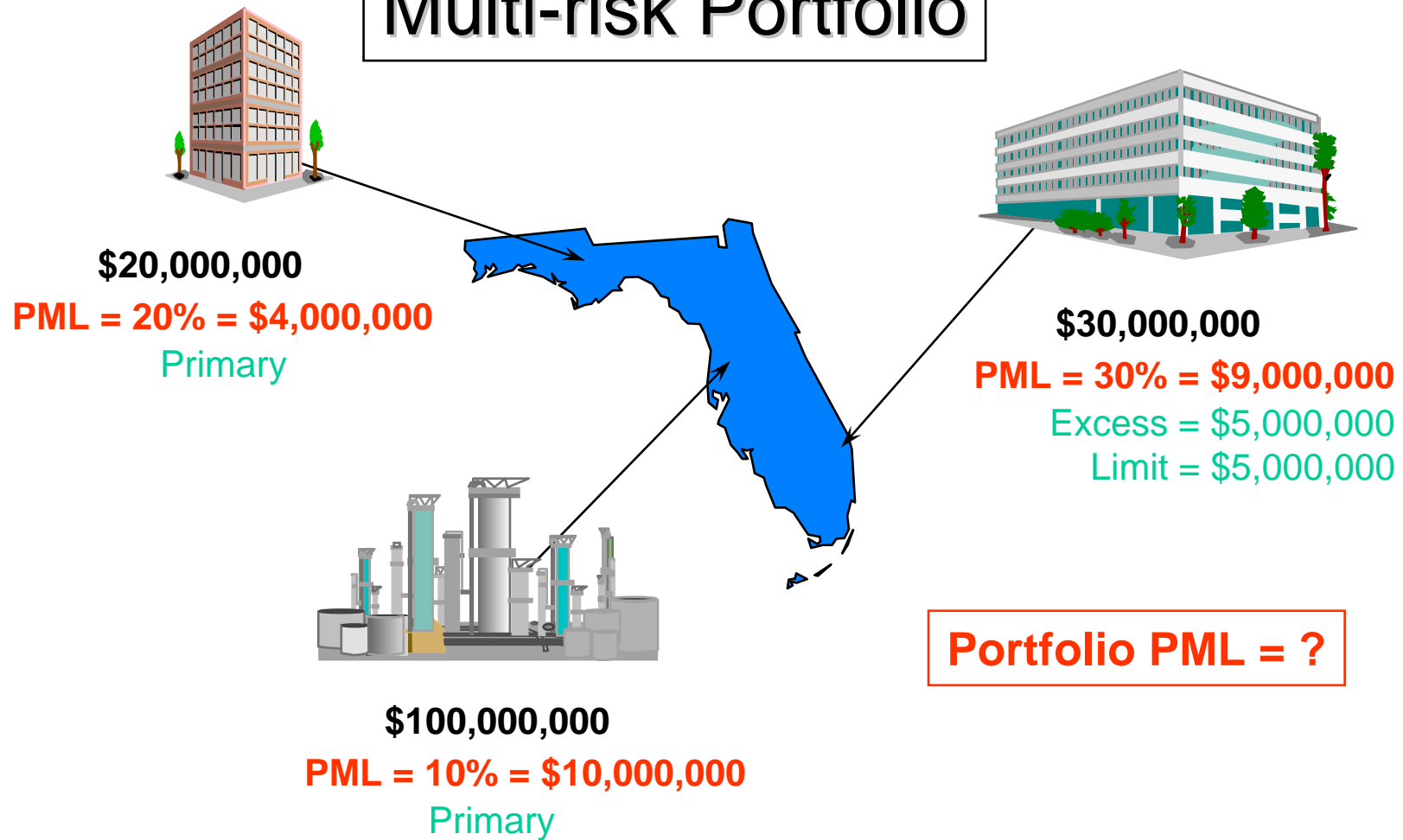
## Multi-site Risk



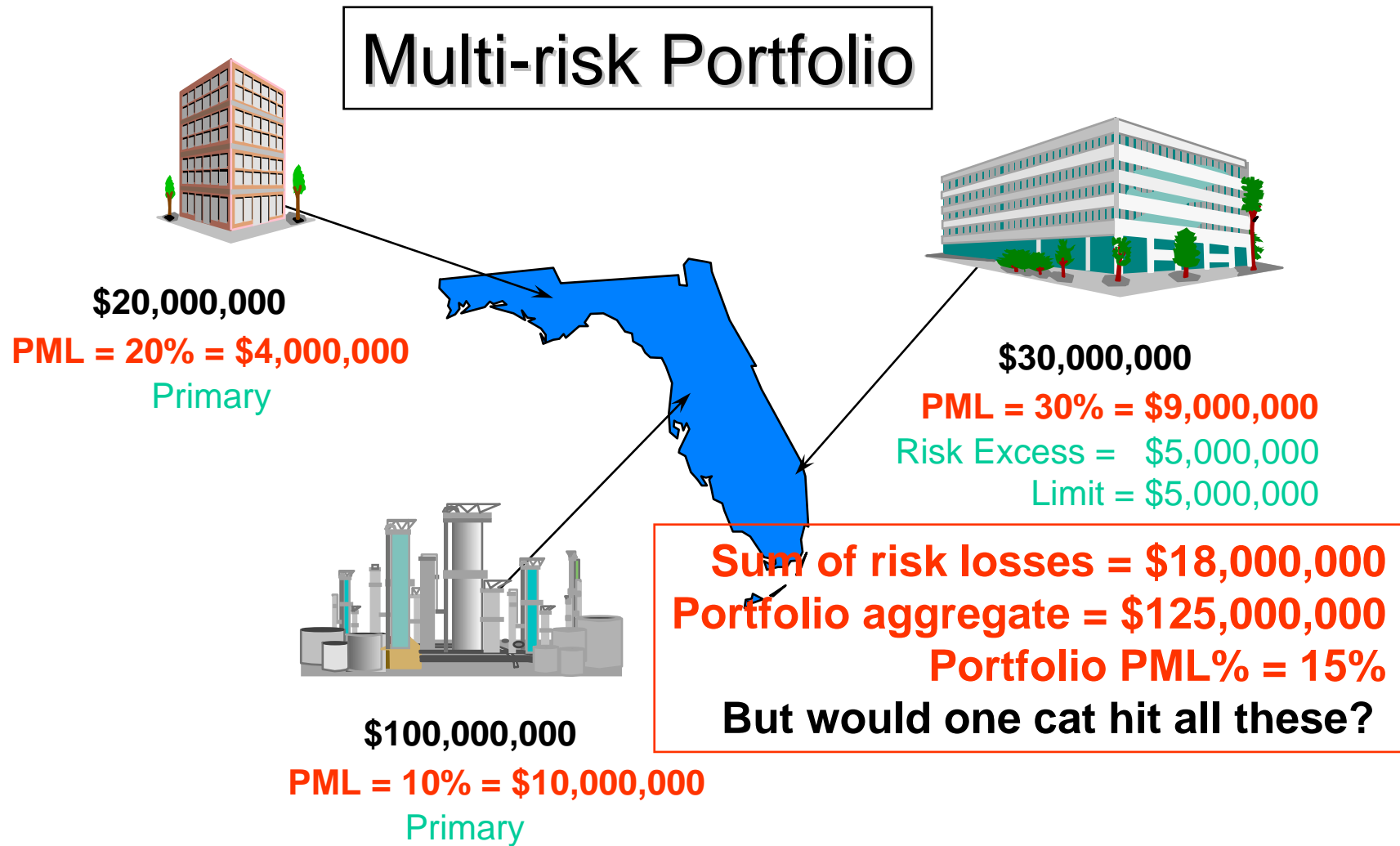


# "Arithmetic" of PMLs (4)

## Multi-risk Portfolio



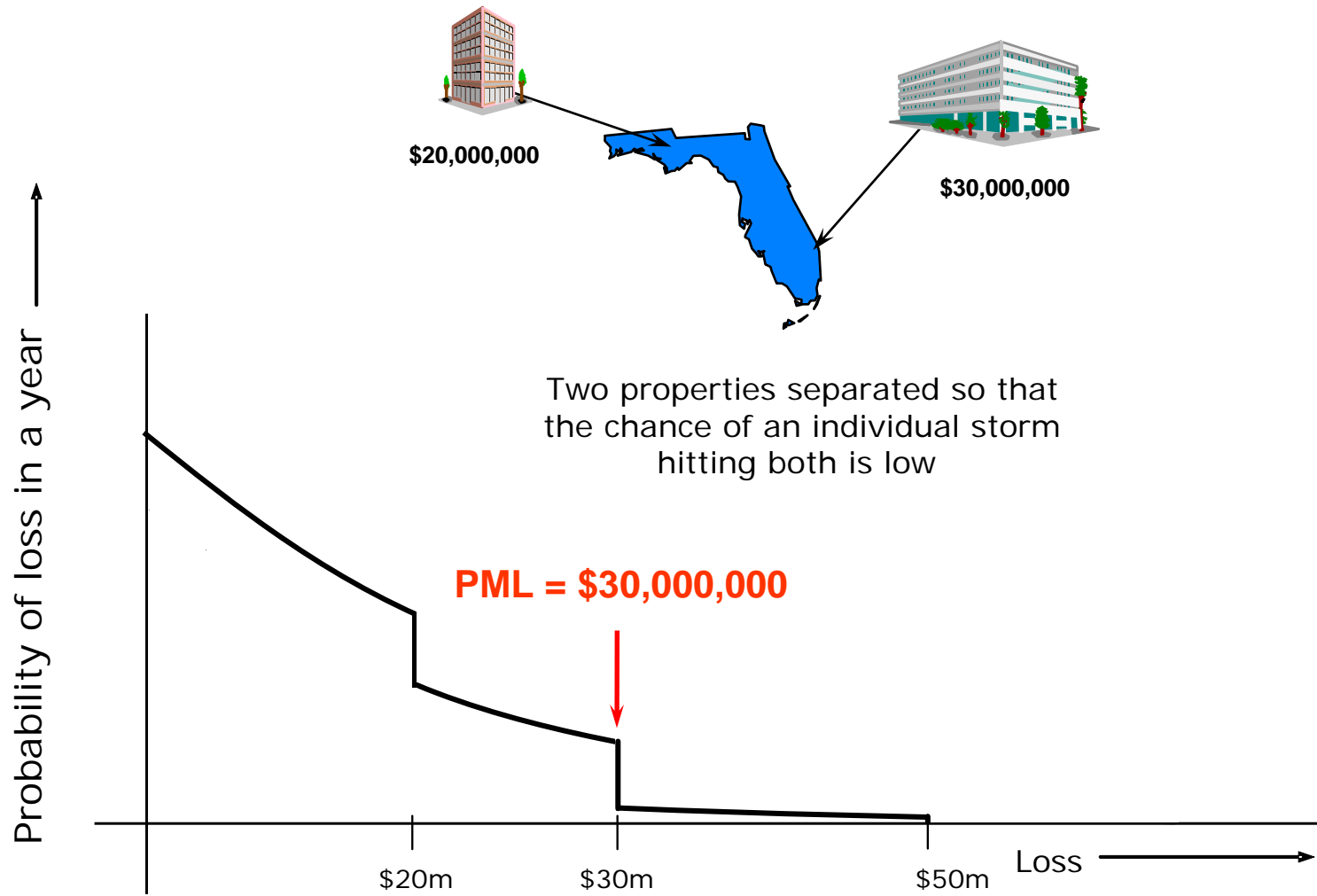
# "Arithmetic" of PMLs (4)



# Where did PML come from?

- PMLs originate from fire risks where fire breaks produce discontinuities in the probability - hence "PML" is taken as the loss at this discontinuity
- This can also apply to catastrophe risks for separate locations
- But doesn't generally apply nor does it apply to portfolios which are continuous
- So PMLs are generally a delusion  
**OR**  
short-hand for damage at a "return period"

# Loss Curve and PMLs



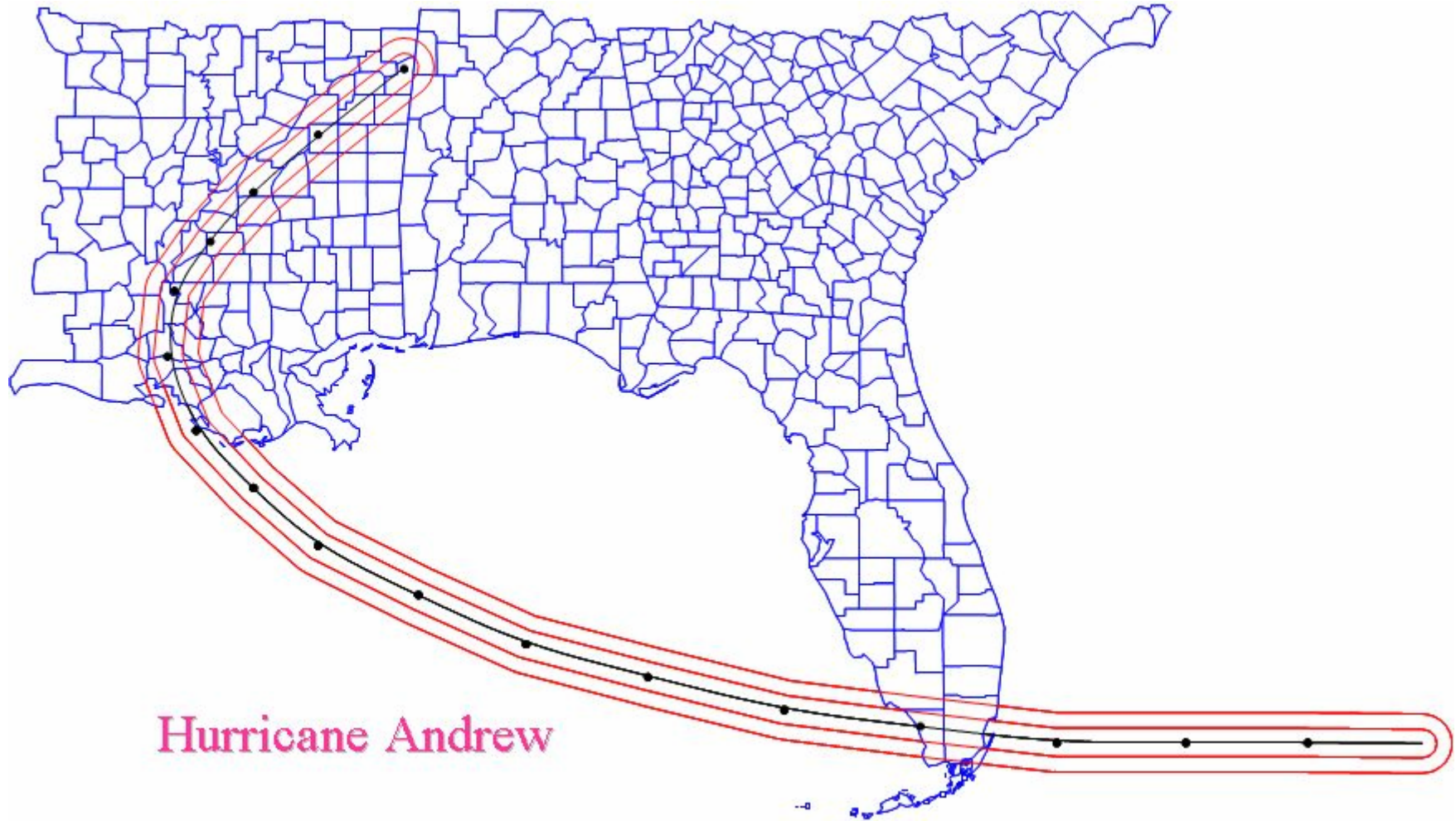
# Market Share

- Takes a market share (usually premium) as a measure of the proportion of exposure assumed in an area by type of business
- The loss is then the market share % multiplied by an insured market loss
- Typically, this works for homogeneous primary business or reinsurances thereof
- Typically, it doesn't work otherwise

# Scenario Loss Model

- A Scenario Loss (a.k.a. Deterministic) model applies an actual or possible catastrophic event to the insured interests
- Typically, this applies damage by location and type of interest and construction type (e.g. residential homes built after 1980 at a given Zip Code) using damage factors
- Typically, the model then aggregates losses and applies risk limits and lines

# Scenario Loss Model



# Probabilistic Loss Model

- Invoke scenario loss models with a model of the chance of many catastrophes yields a **Probabilistic Loss Model**
- These are the main offerings of the specialist catastrophe loss modelling companies such as AIR, EQE, and RMS
- Typically, “black boxes” needing very accurate data
- Results are in the form of a loss curve



# Return Period

- Here's what it is not ...
  - The number of years which will elapse before Hurricane Andrew returns
  - The number of years before something like Andrew's cyclonic intensity hits Florida
- Here's what it is:
  - The average number of years that would elapse between losses greater than or equal to a specified insured loss level
  - Its reciprocal is the annual probability of a loss greater than or equal to the specified insured loss.

# Conclusions

# All Methods are flawed

## Method

## *Issues*

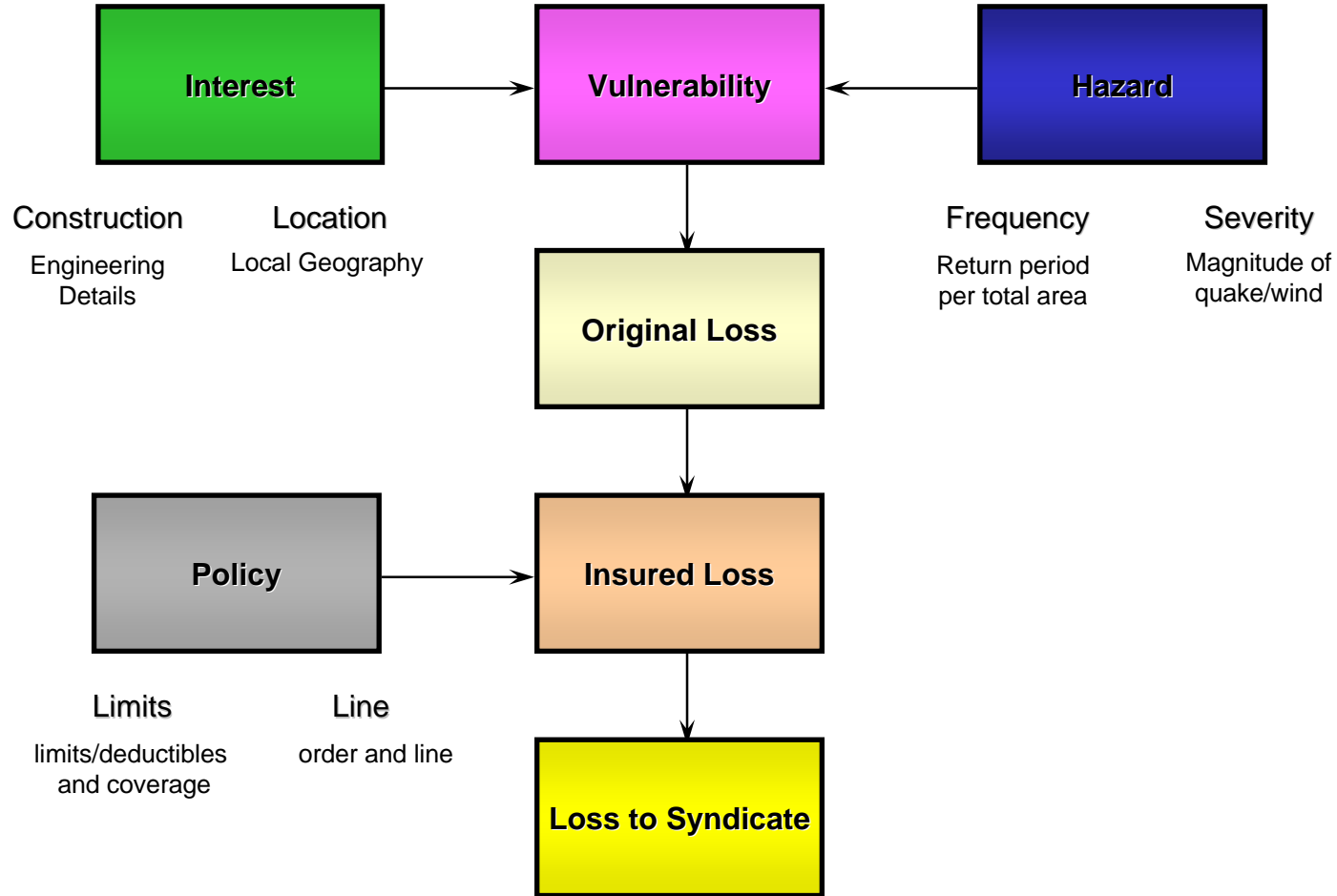
- |                        |                                     |
|------------------------|-------------------------------------|
| • Aggregate Exposure   | <i>Unrealistic</i>                  |
| • PML methods          | <i>Misleading</i>                   |
| • Scenario Loss Models | <i>Too selective</i>                |
| • “Black Box” Models   | <i>Too dependent on assumptions</i> |
| • Market Share         | <i>Assumes homogeneity</i>          |

**This is not an exact science!!**

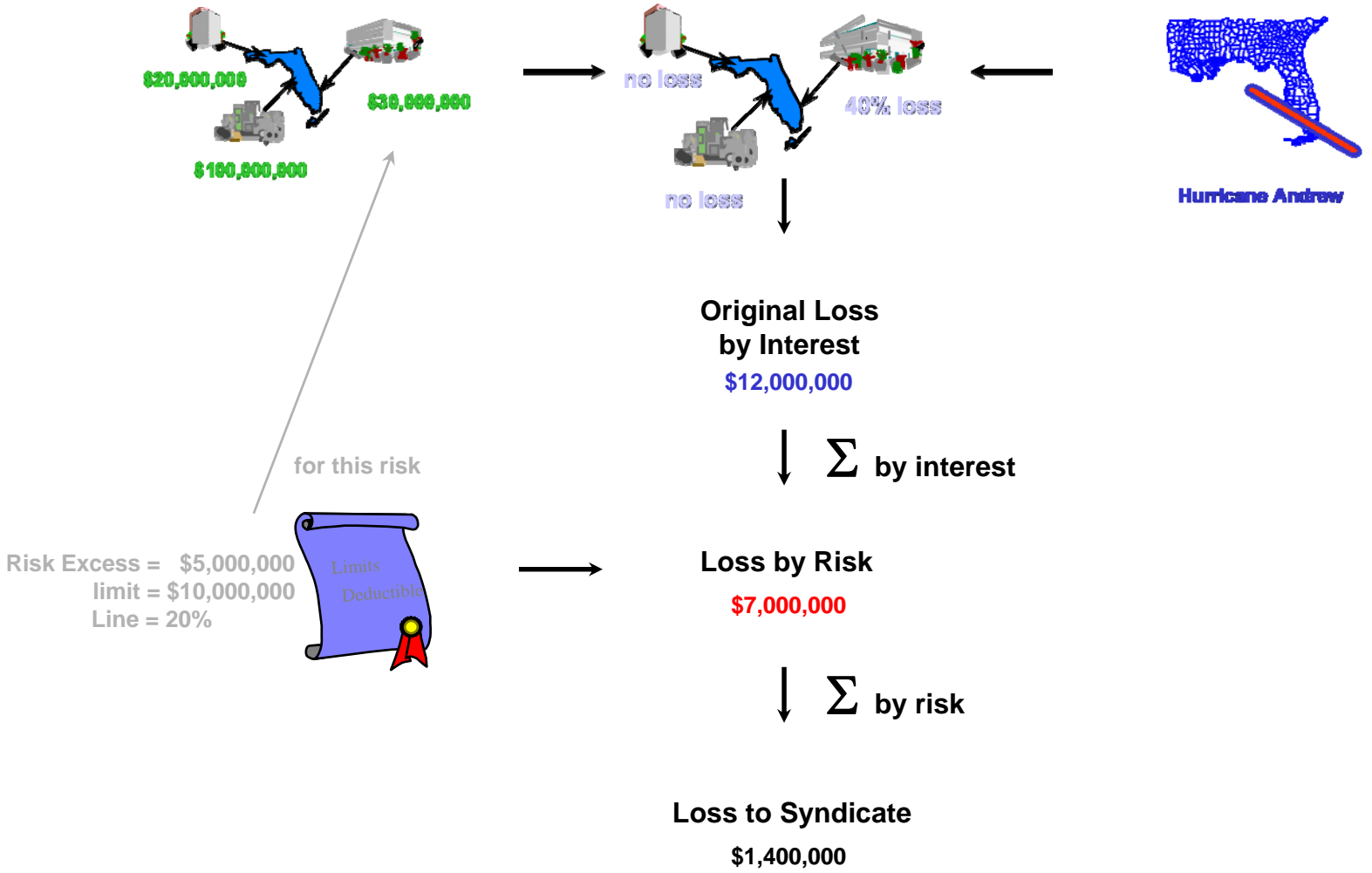
# Deterministic Loss Modelling



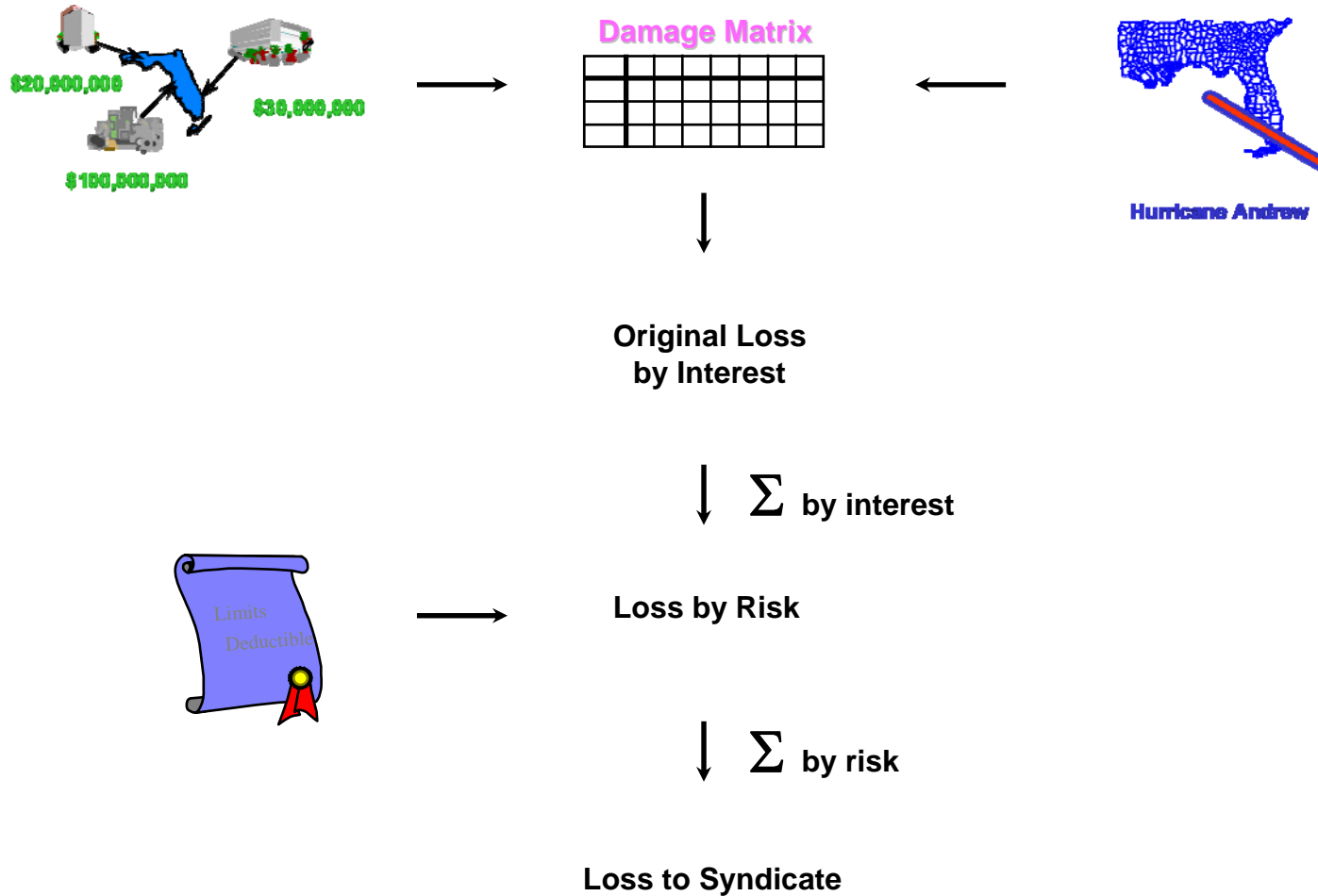
# Principles of loss estimates



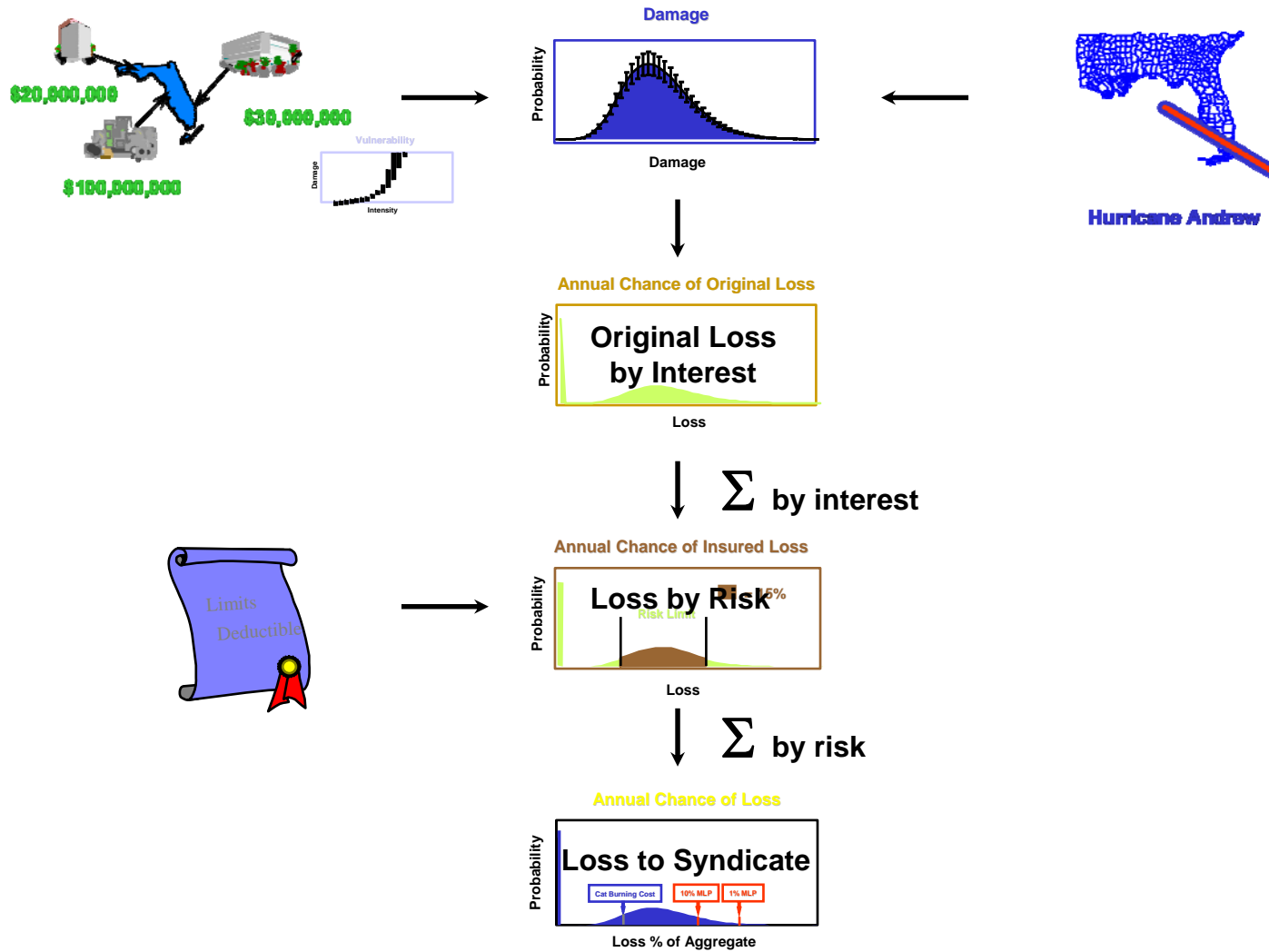
# Actual Loss



# Simple Scenario Loss Model

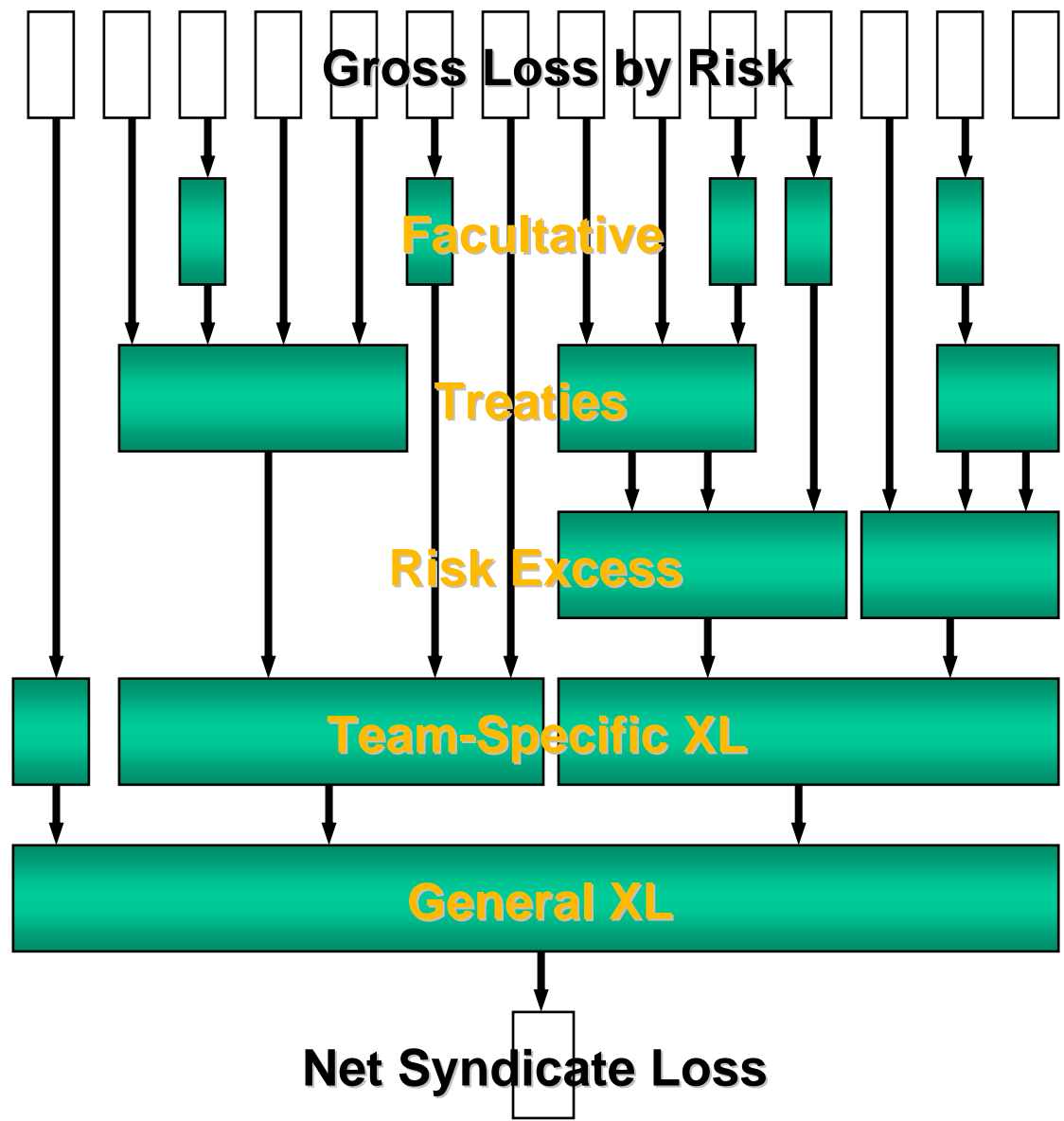


# Stochastic Scenario Loss Model





# Net Loss Model



# Realistic Disaster Scenarios

# Lloyd's Realistic Disaster Scenarios

- "Aggregate"
- Loss
- Inwards reinstatements
- Outwards RI Recoveries
- Outwards reinstatements
- Analysis by reinsurer
- Analysis by class of business

# Realistic Disaster Scenarios 2007

## De Minimis Events

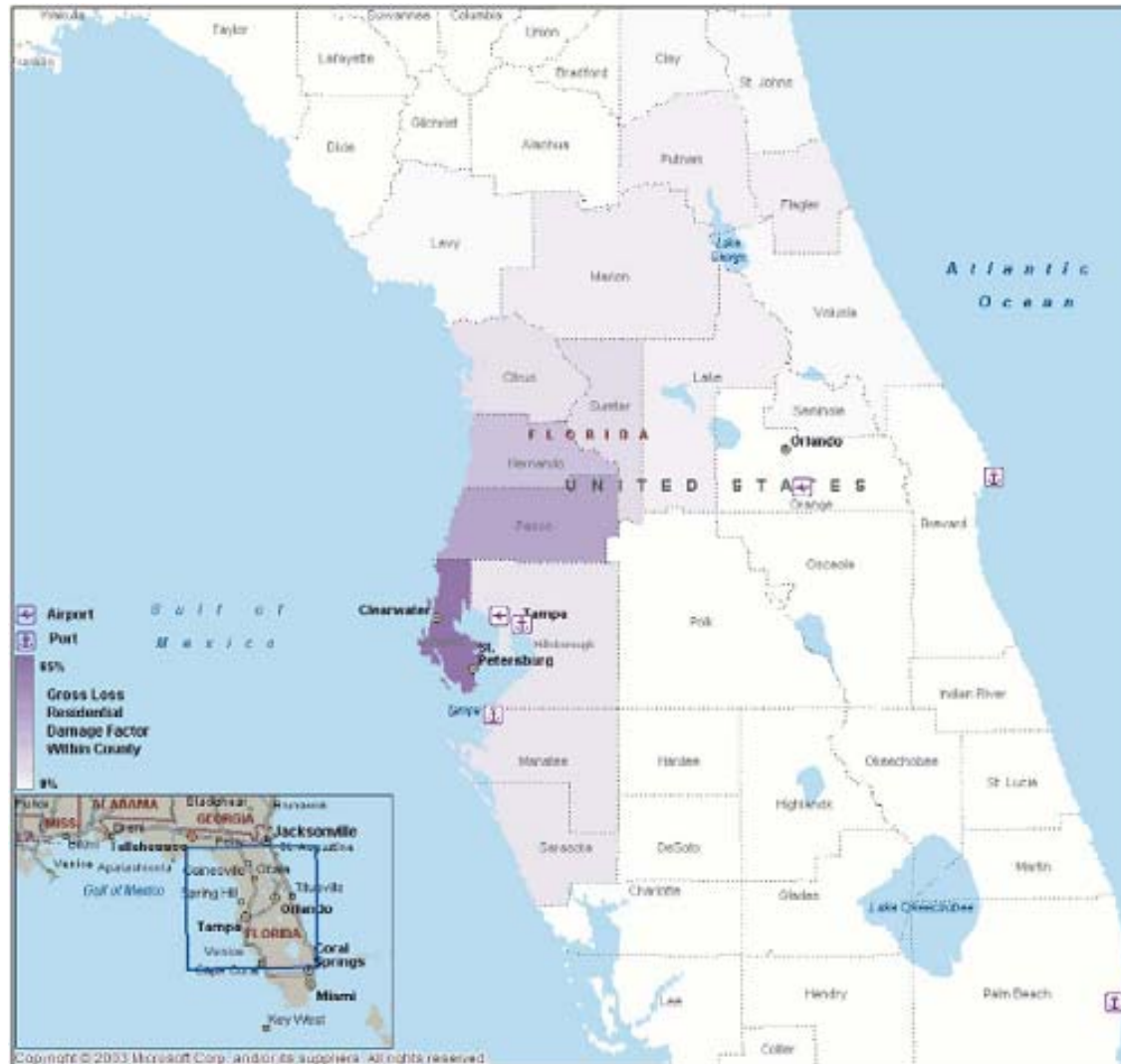
- Marine Event
- Loss of Major Complex
- Aviation Collision
- Major Risk Loss
- Satellite Risks
- Liability Risks
- Political Risks
- Alternative RDS: A
- Alternative RDS: B

## Compulsory Events

- Two Events (NE+Carolina)
- Florida Wind (Two \$108bn ea)
- Cal Quake (SF & LA \$69bn ea)
- New Madrid (\$42bn & \$95bn)
- European Wind (\$30bn)
- Japanese Quake (\$50bn)
- Terrorism
- Gulf Wind (\$11bn & \$95bn)
- Japanese Typhoon (\$14bn)



# Florida Hurricane

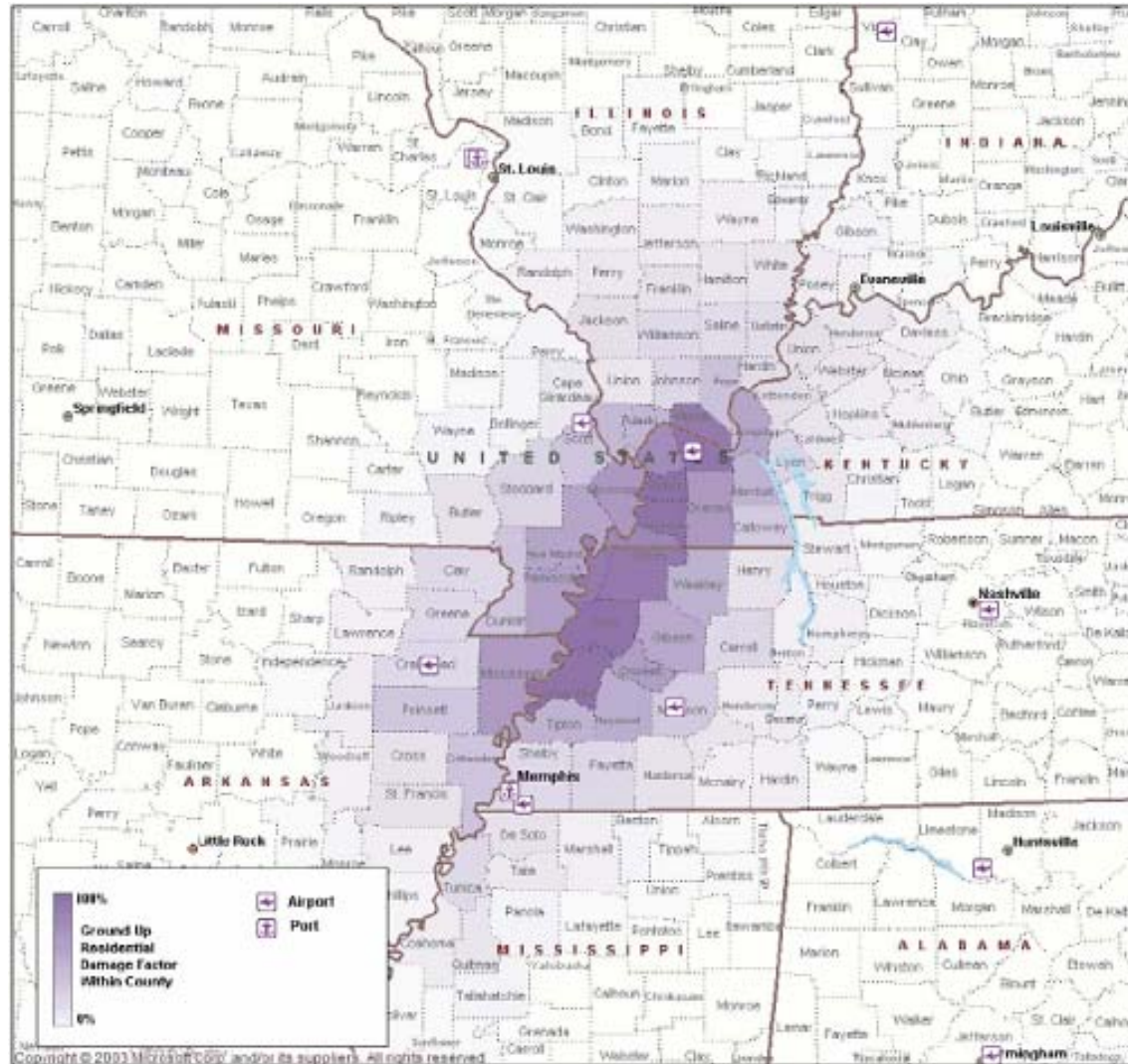


# SF Quake

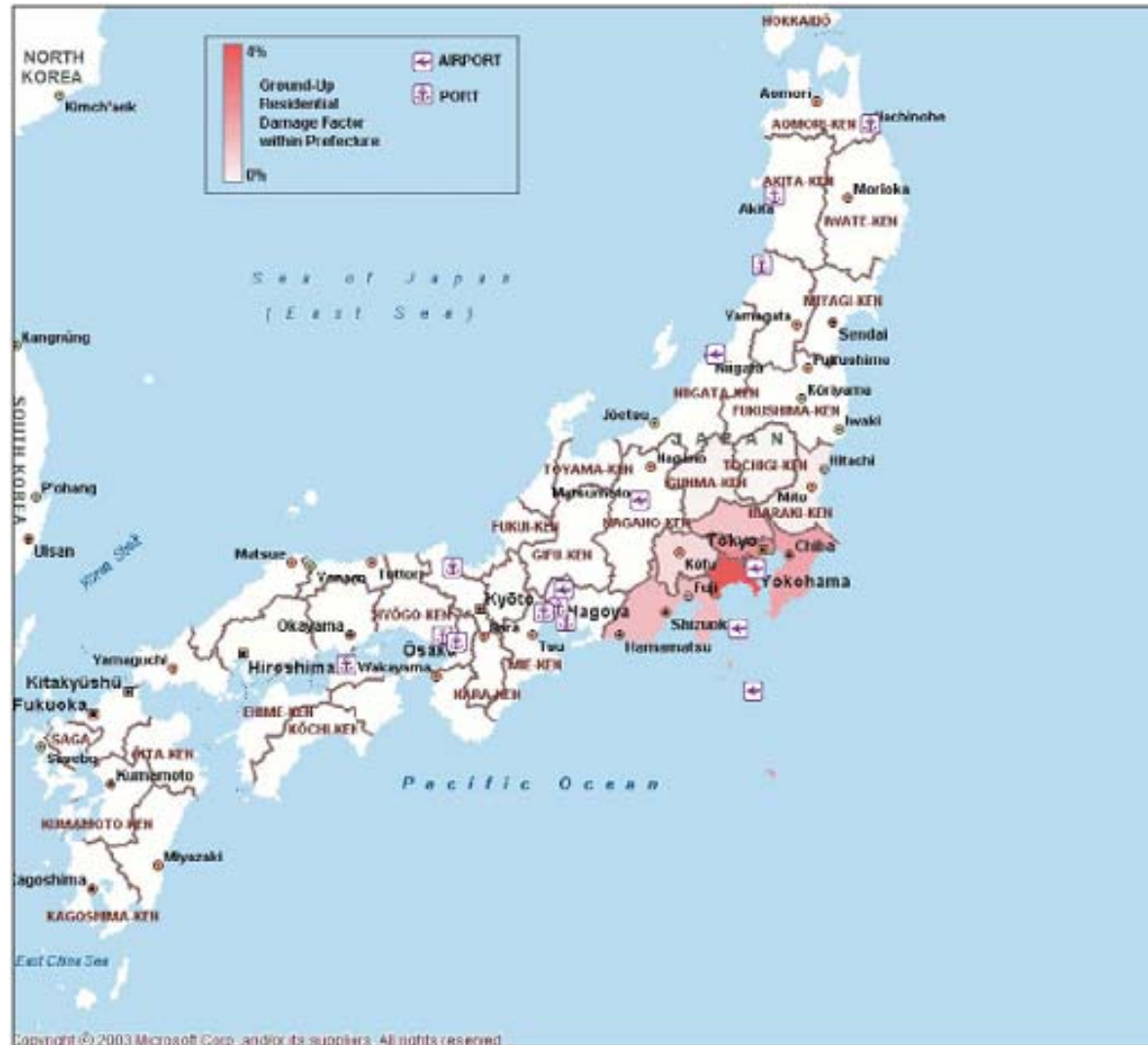




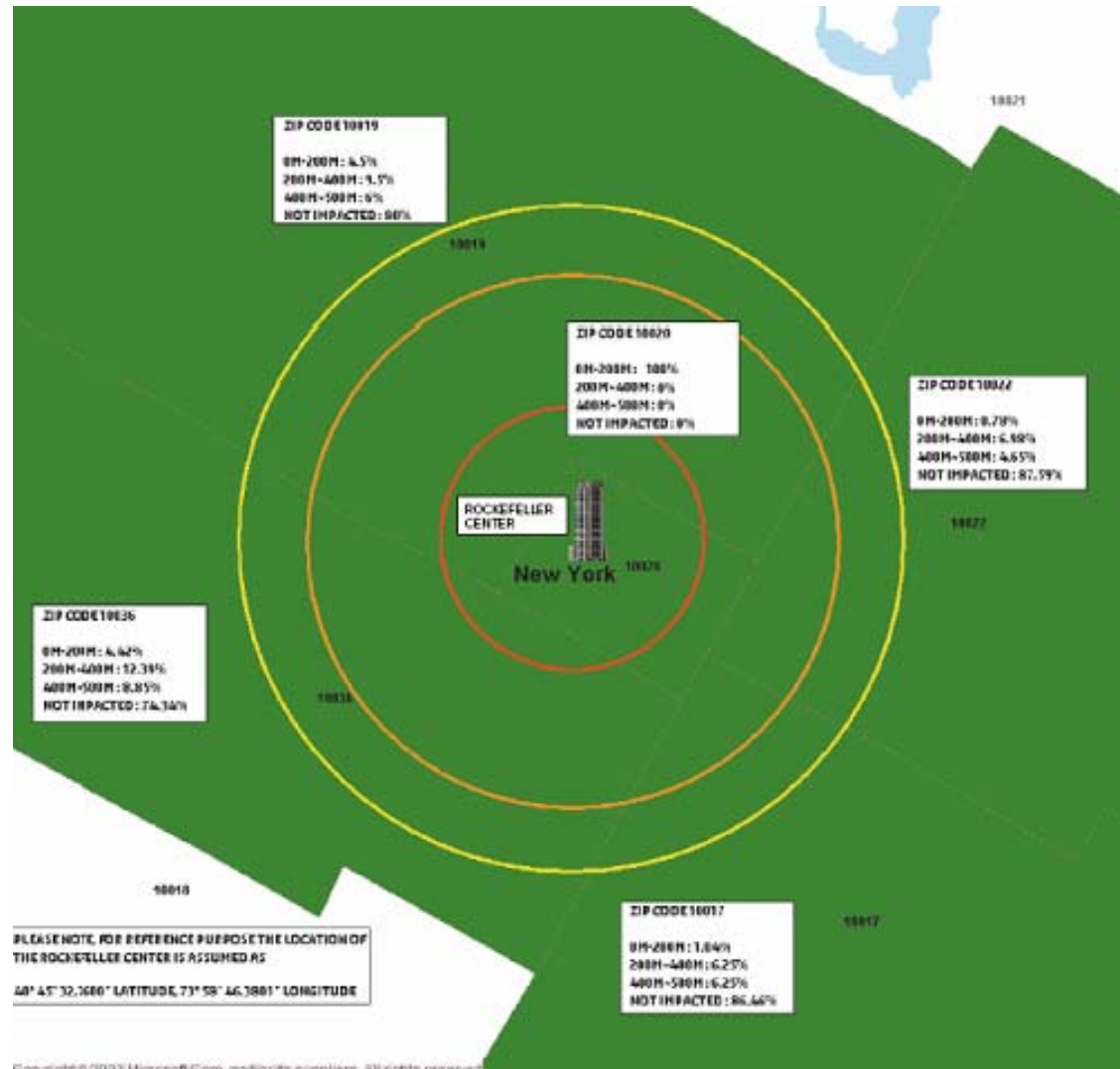
# New Madrid Quake



# Japanese Quake



# Terrorism - I

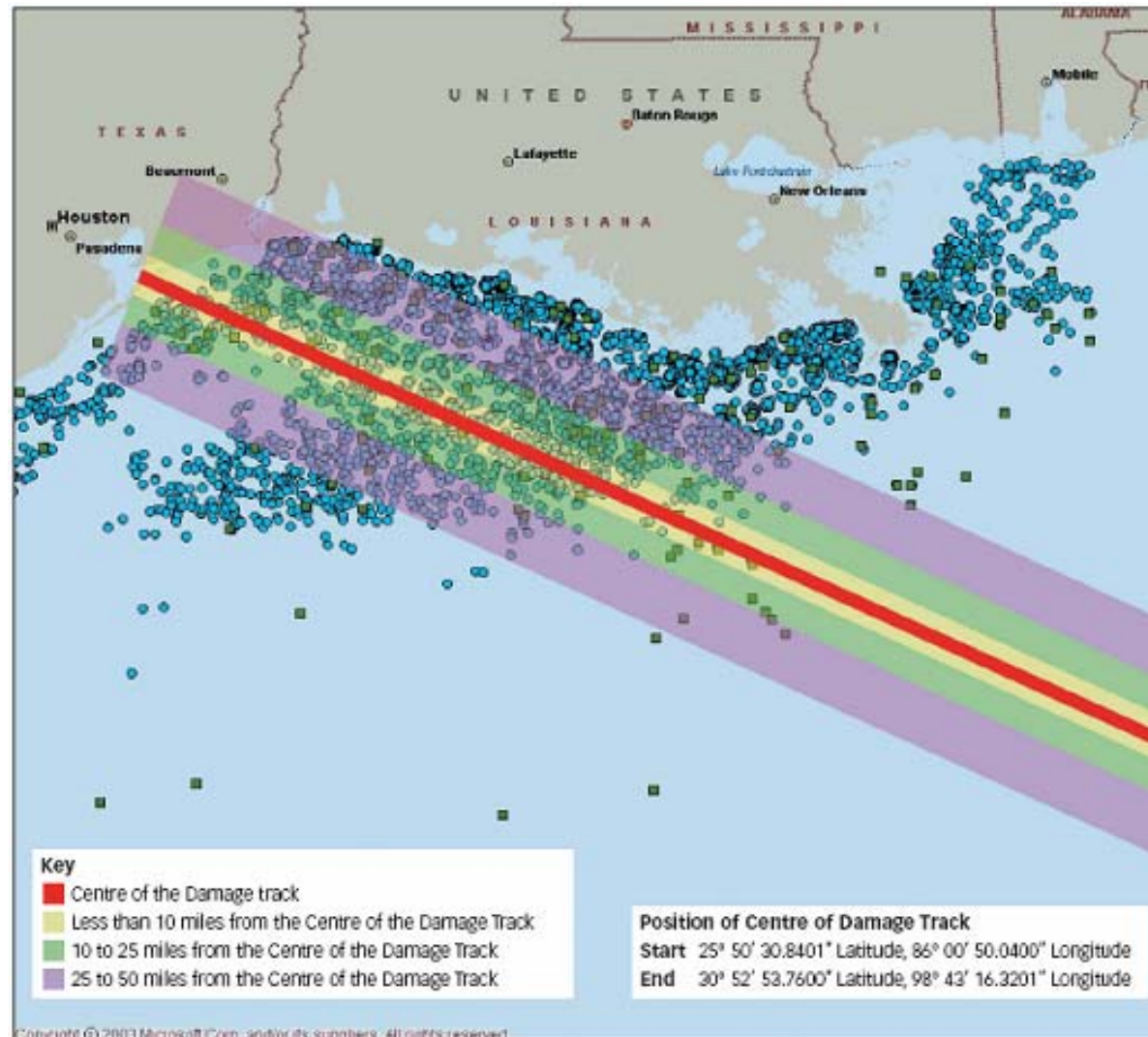


# Terrorism - II

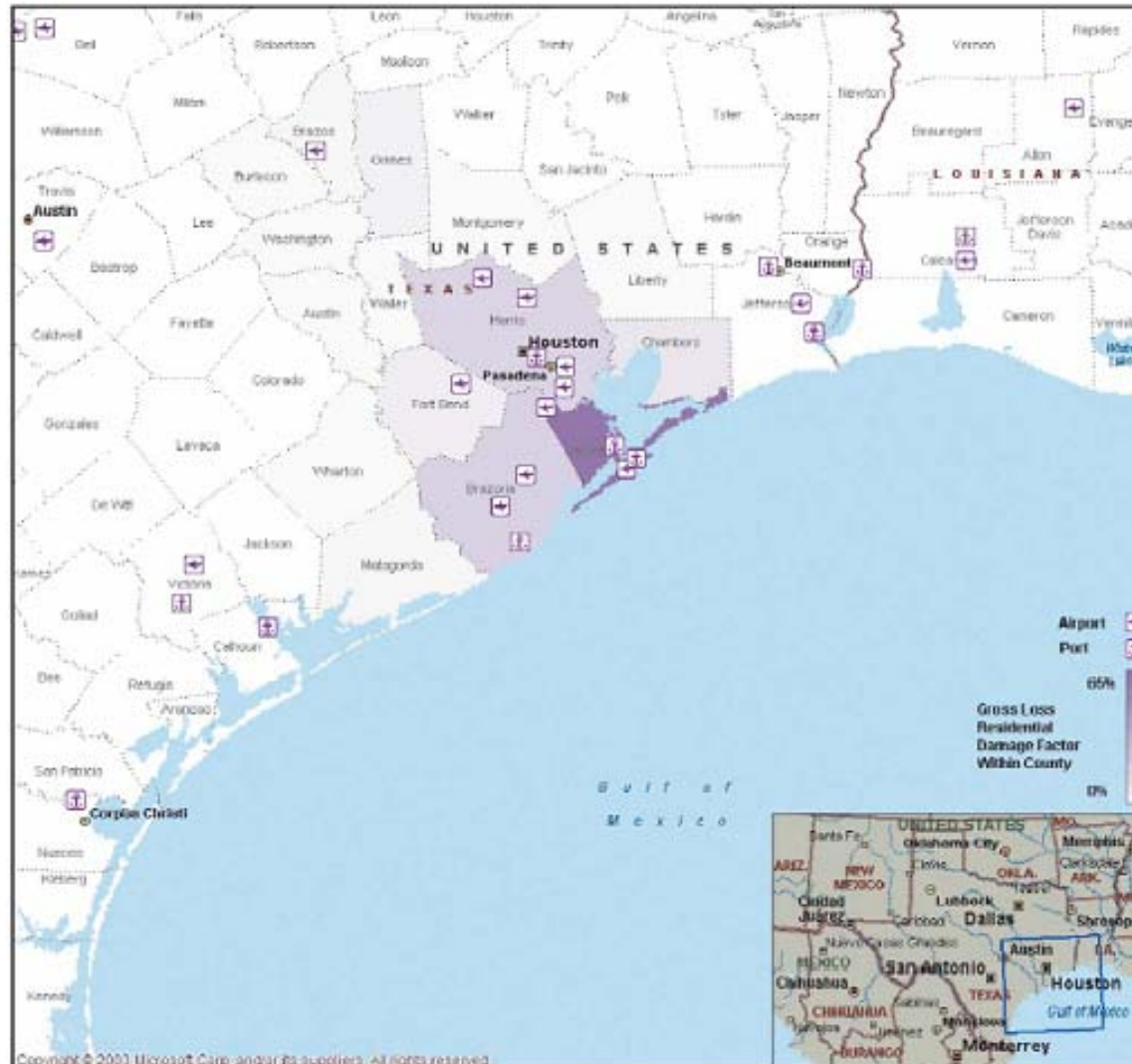




# Gulf - Offshore



# Gulf - Onshore







# Probabilistic Loss Modelling

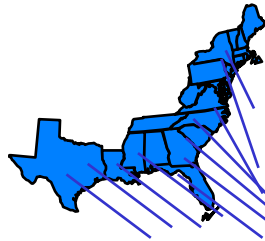




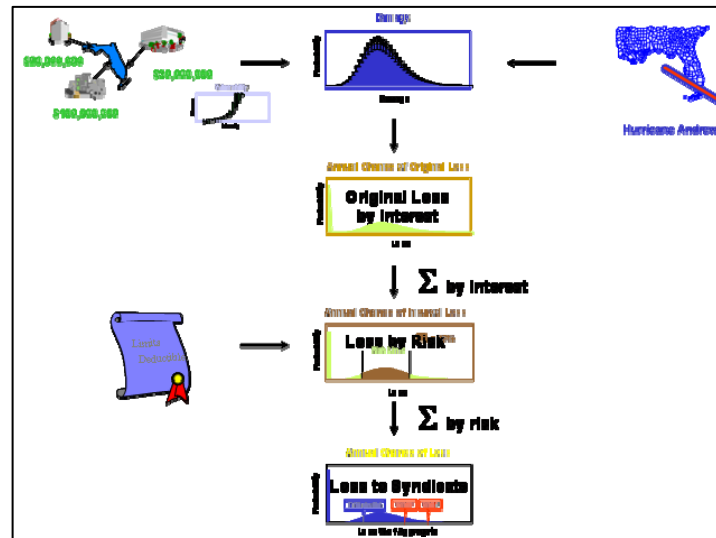
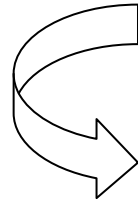
# Probabilistic Loss Modelling

# Probabilistic Loss Model

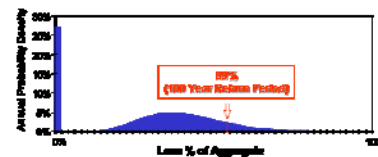
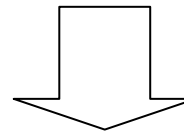
Catalogue of Events



Run Stochastic Loss Model for each event

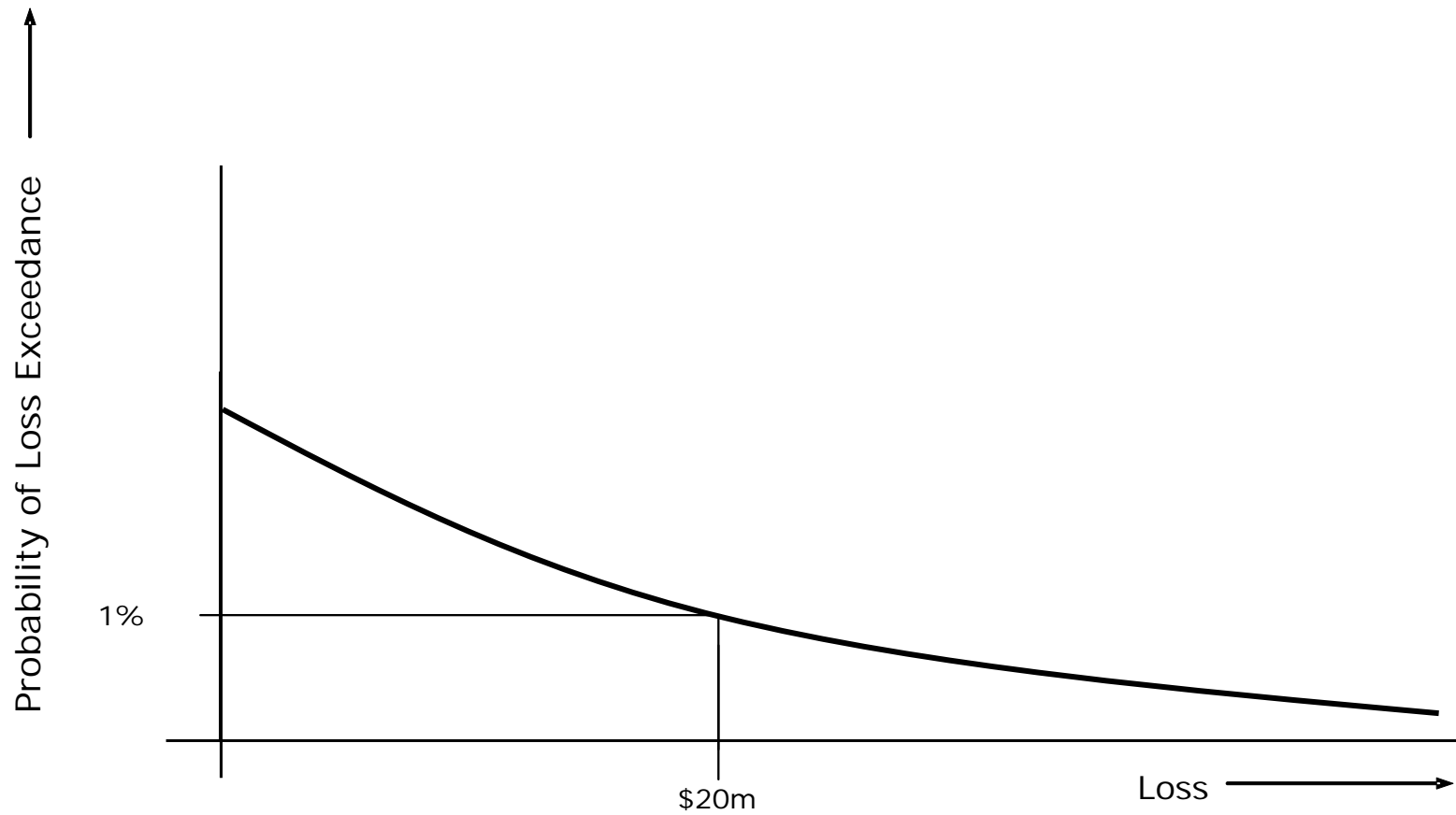


Construct Loss Curve



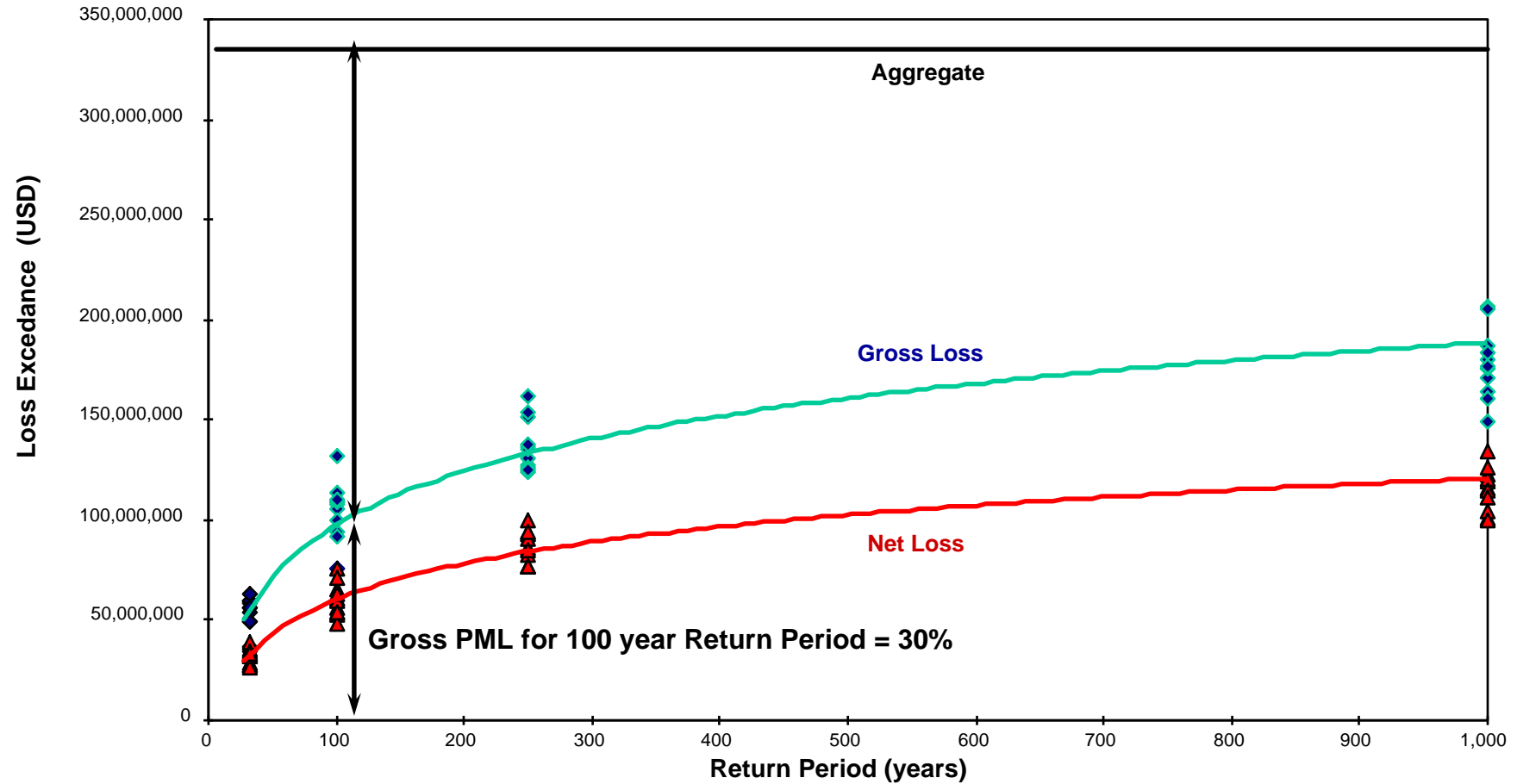
# The EP Curve

# Exceedance Probability (EP) Curve



# EP Curve (Version 2)

## Cat XYZ Locations A, B, C



# Constructing the EP Curve

- RMS Method

- Event catalogue
- Each event has
- Use (reciprocal of) to construct frequency
- This give Occurrence EP curve
- Use an algorithm to combine aggregate EP curve

- AIR (and EQECAT) Method

- Simulate 10,000 years
- Sample events to apply in each year
- Rank order from largest to get frequency
- Choose Sum for AEP and Max for OEP

**Easier to use (for OEP), BUT  
can't handle clustering**

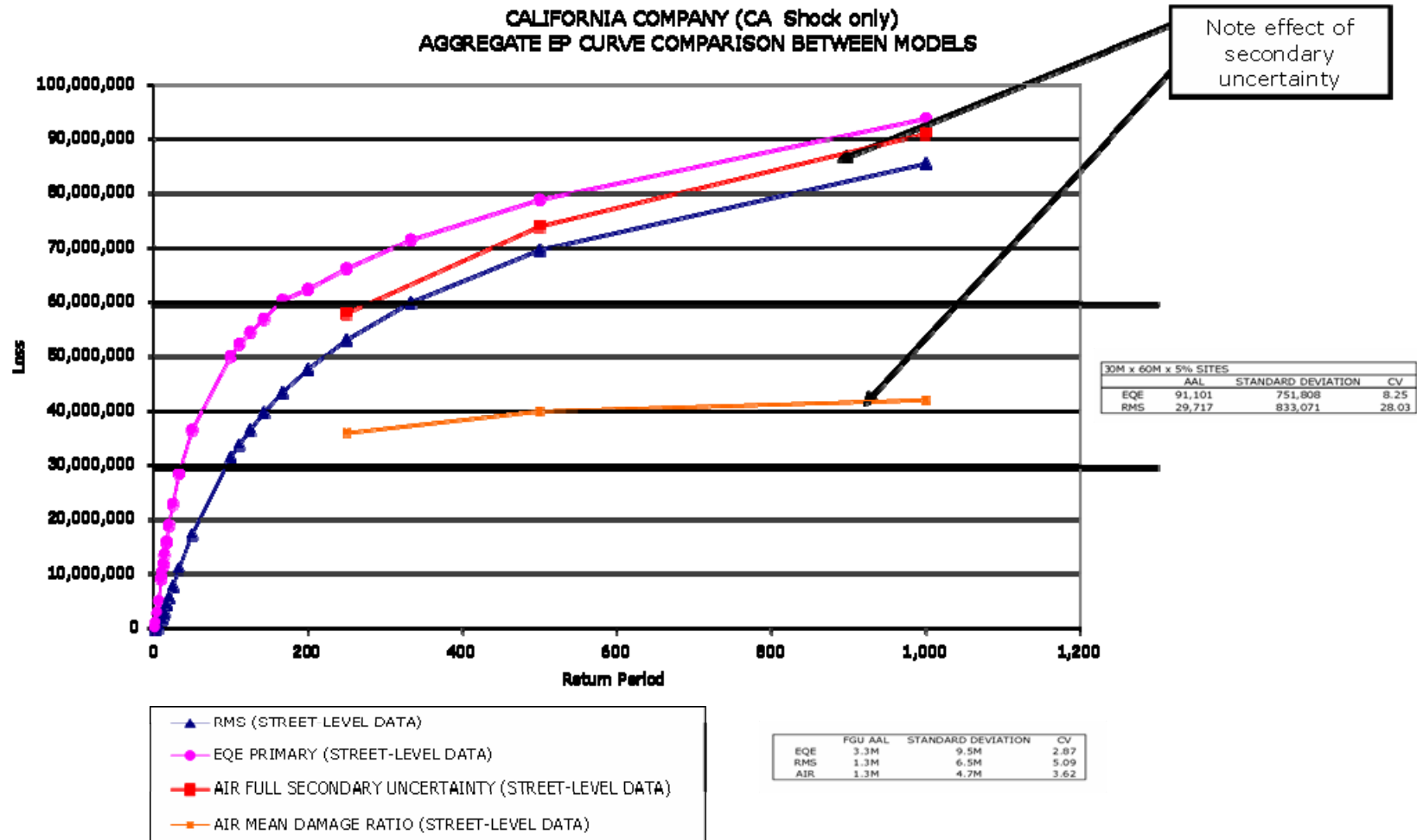
# Credibility of Models

# Credibility of Models

- Comparison of Models
  - Sometimes similar sometimes not
  - Secondary uncertainty
  - Granularity of data
  - Models of hazards can be very different
- Understated losses – eg. Isabel
- Incorrect assumptions – eg. Katrina
  - Event Inadequacy
  - Storm Surge damage
  - New Orleans flood
  - Demand Surge impact
  - Understated values



# Model Comparison - similar

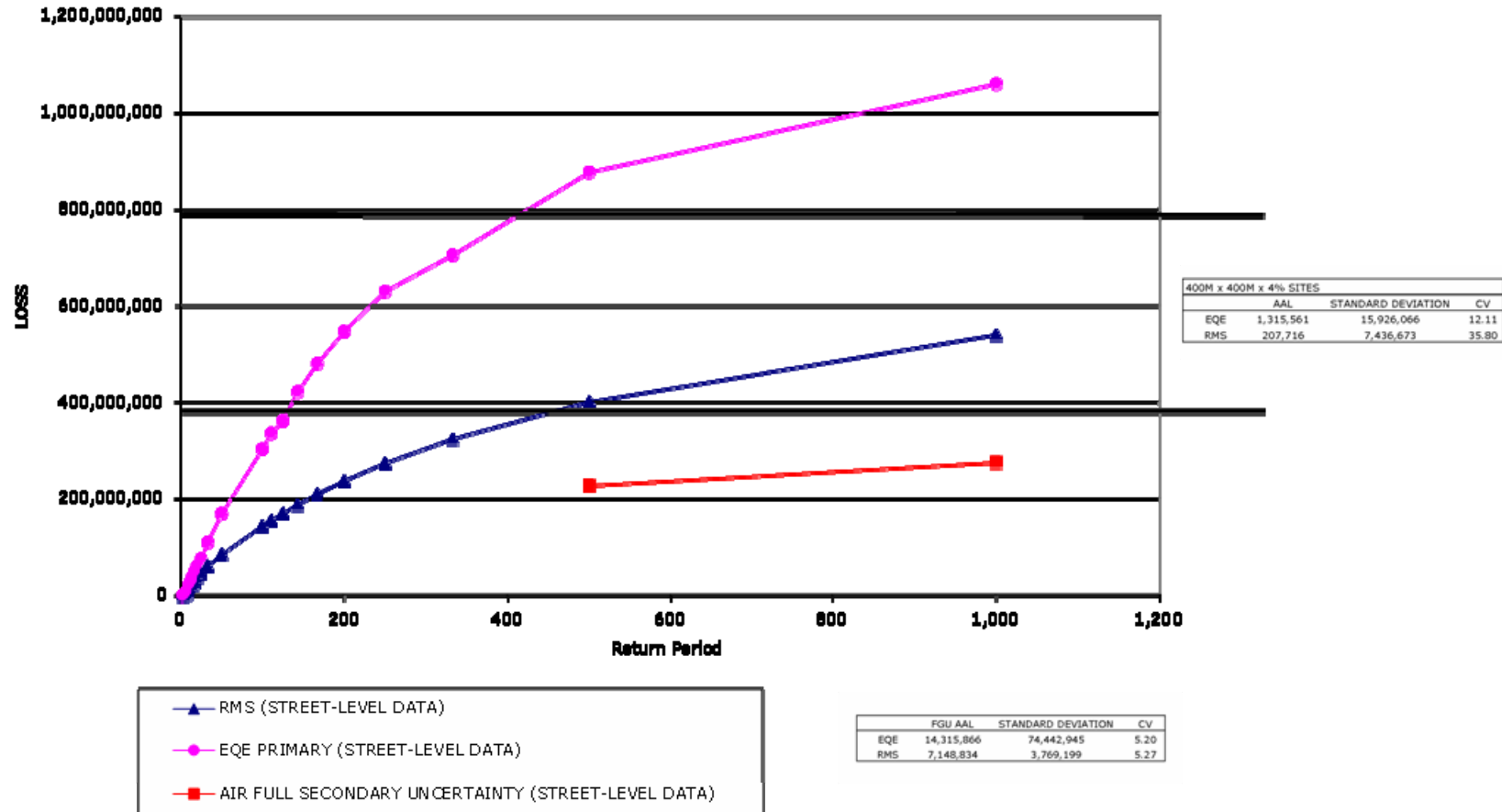


# Credibility Factors

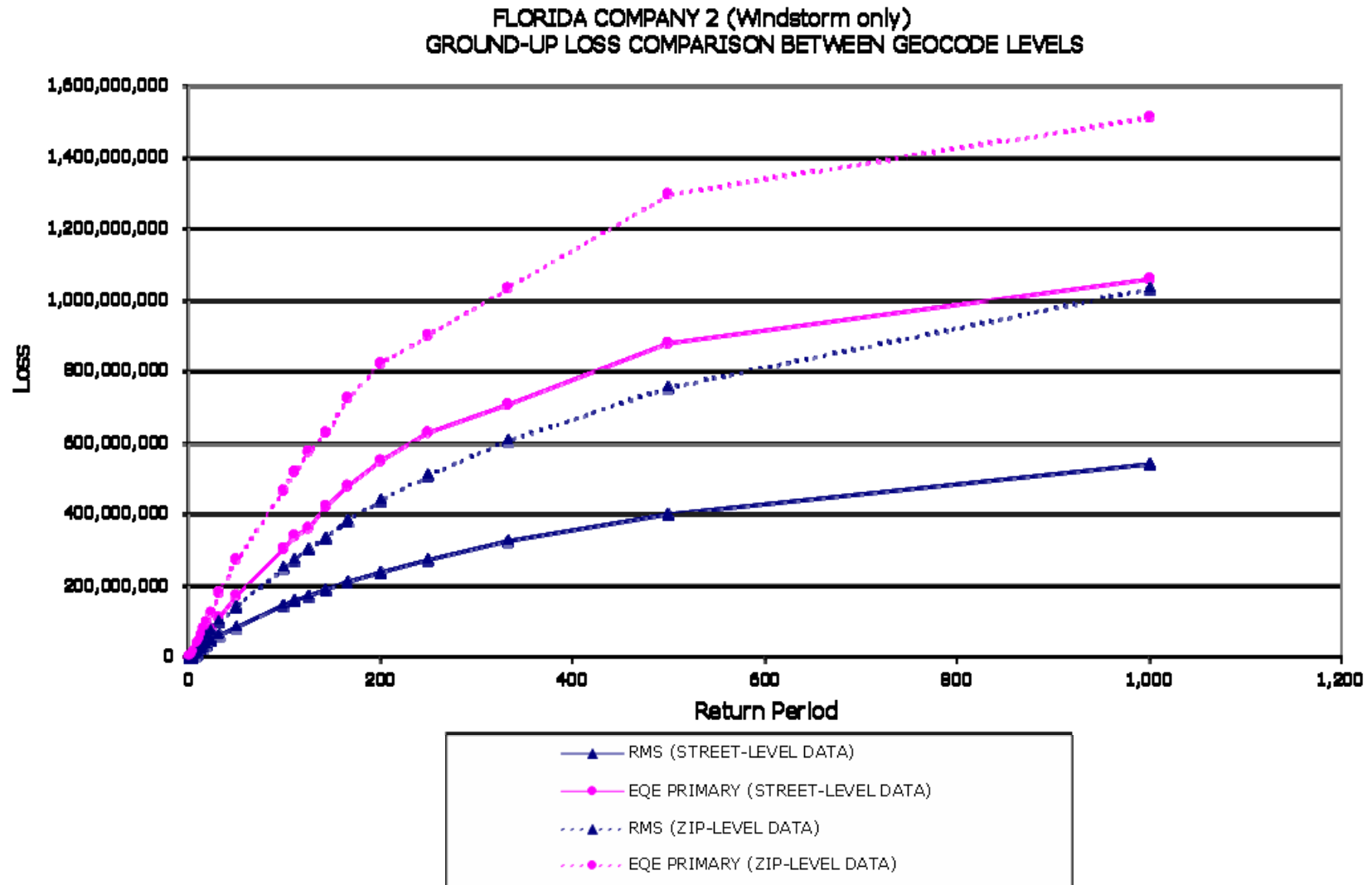
- Data
  - TSI accuracy
  - Granularity
  - Coding
- Model
  - Adequacy
  - Parameters
  - Risk data (e.g. underlying protections, site-specific deductibles)

# Model Comparison – differing!

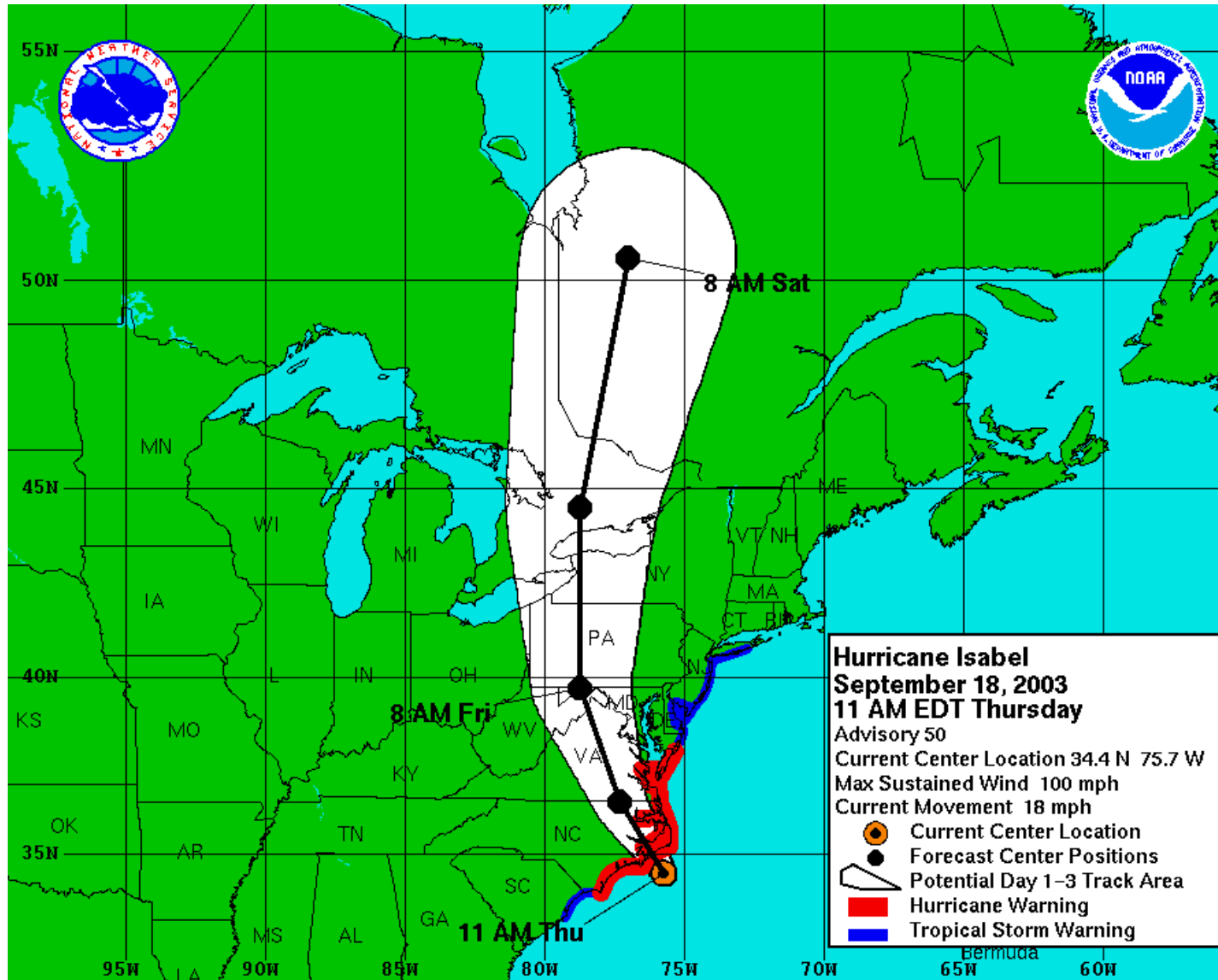
FLORIDA COMPANY (Wndstorm only)  
AGGREGATE EP CURVE COMPARISON BETWEEN MODELS



# Model Comparison – data sensitivity



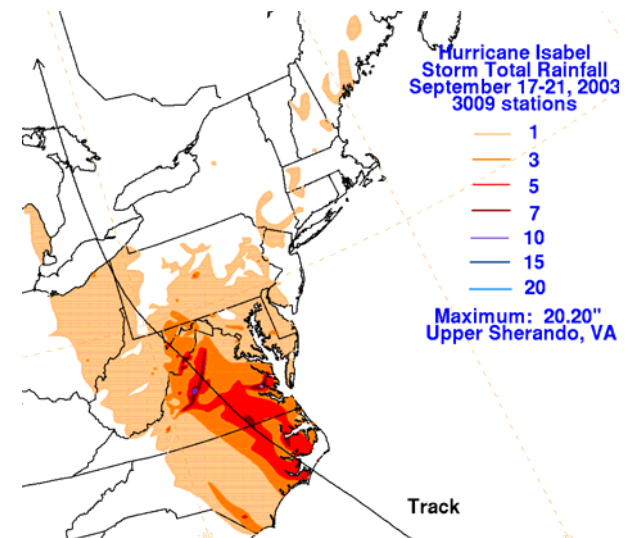
# Hurricane Isabel 18<sup>th</sup> Sept 2003 Cat 3



# Hurricane Isabel

American Association of Wind Engineers:

- “... the damage that resulted was not of a type that might have been expected for the average winds ...”
- “... there was very little damage directly attributed to high wind velocities... The greatest sources of damage were from storm surge, wave action, flooding and tree failures ...”
- “... The types of failures and damage that occurred in Isabel indicate that there is a whole new area of research that should be pursued by wind engineers.”



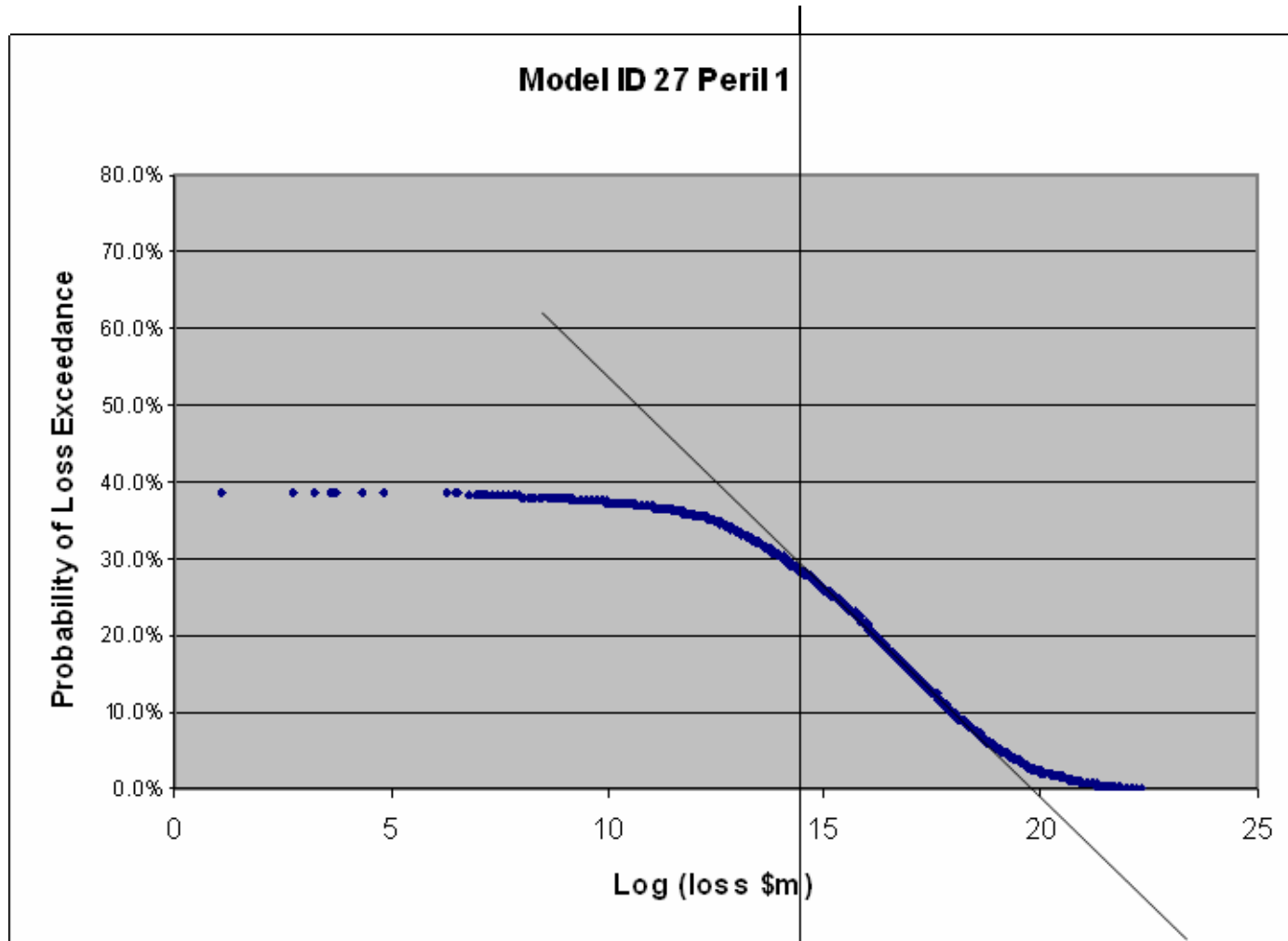
# Sources of non-modelled loss (wind)

- Loss Adjustment Expense
- Tree damage and removal
- Debris removal
- Demand Surge
- Satellite dishes
- Power outage
- Food spoilage
- Flooding

# Analysing EP Curves

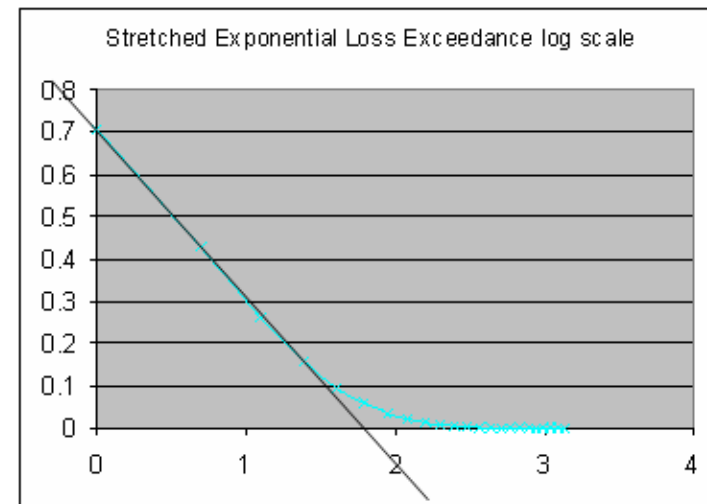
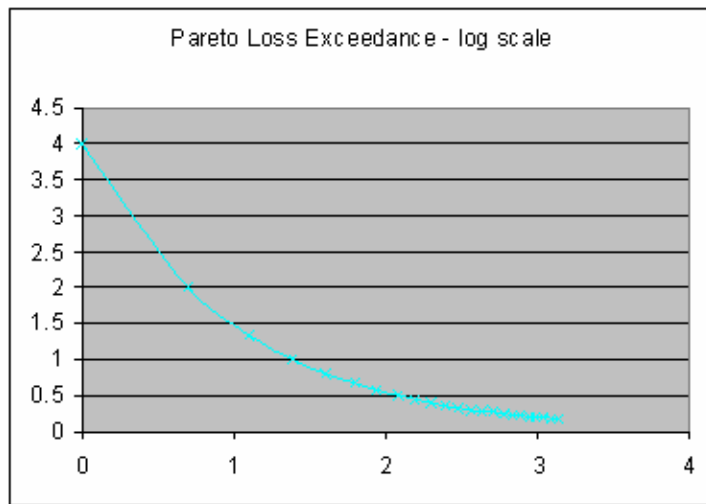


# EP Curves on a Log Loss Scale

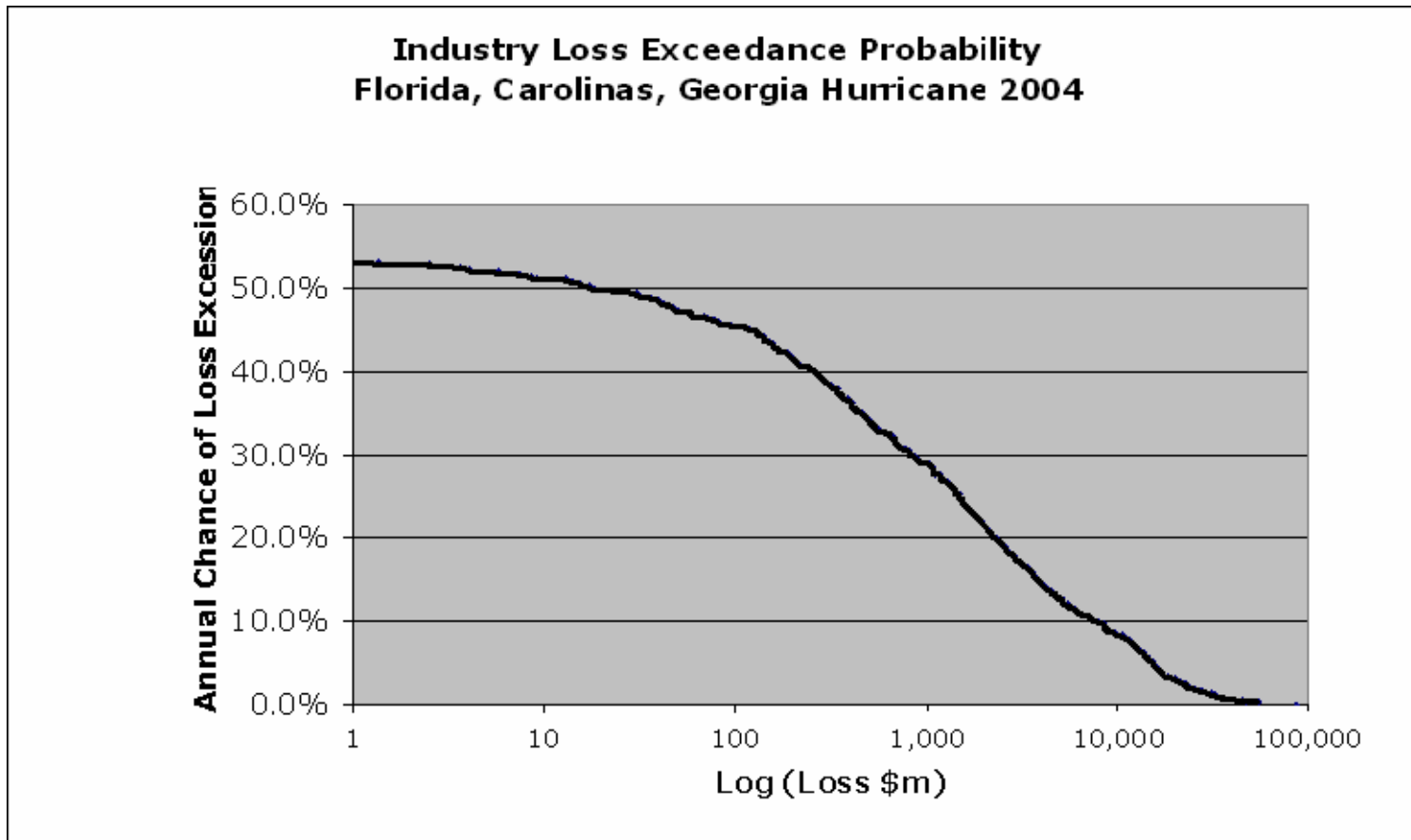


**Excess regime**

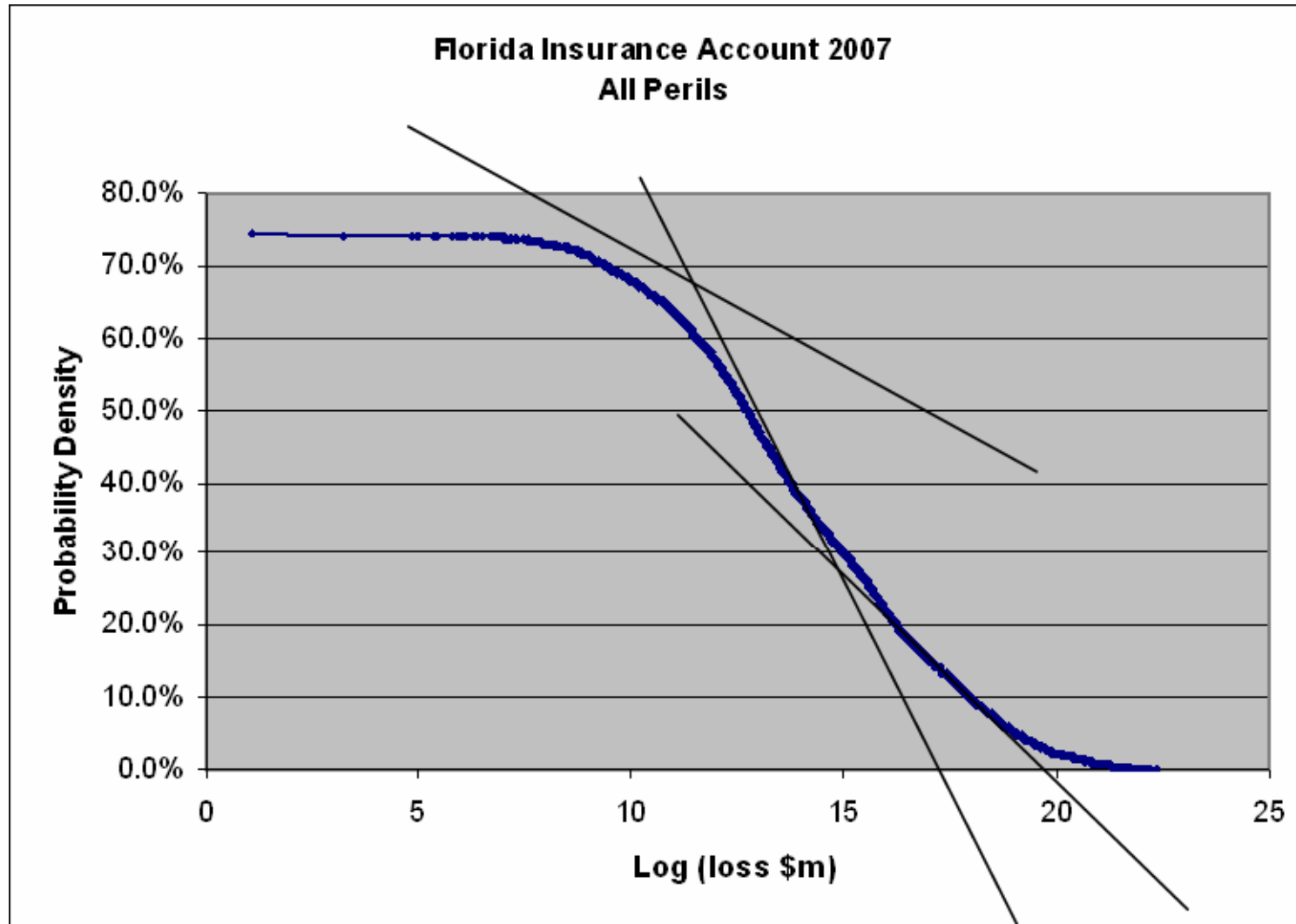
# Stretched Exponential EP Curves



# Example EP Curves - RMS



# Example EP Curves - AIR

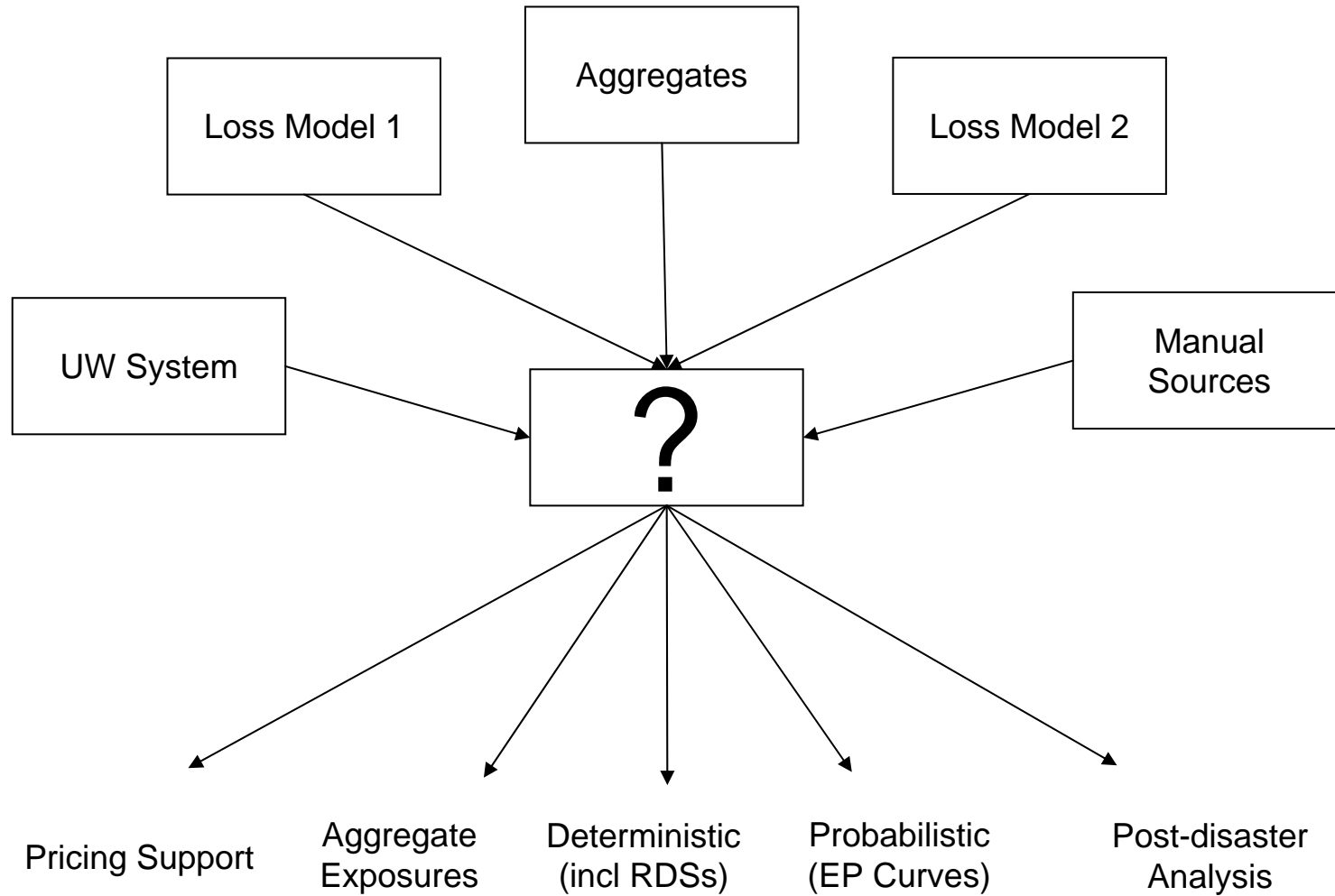


# Exposure Management

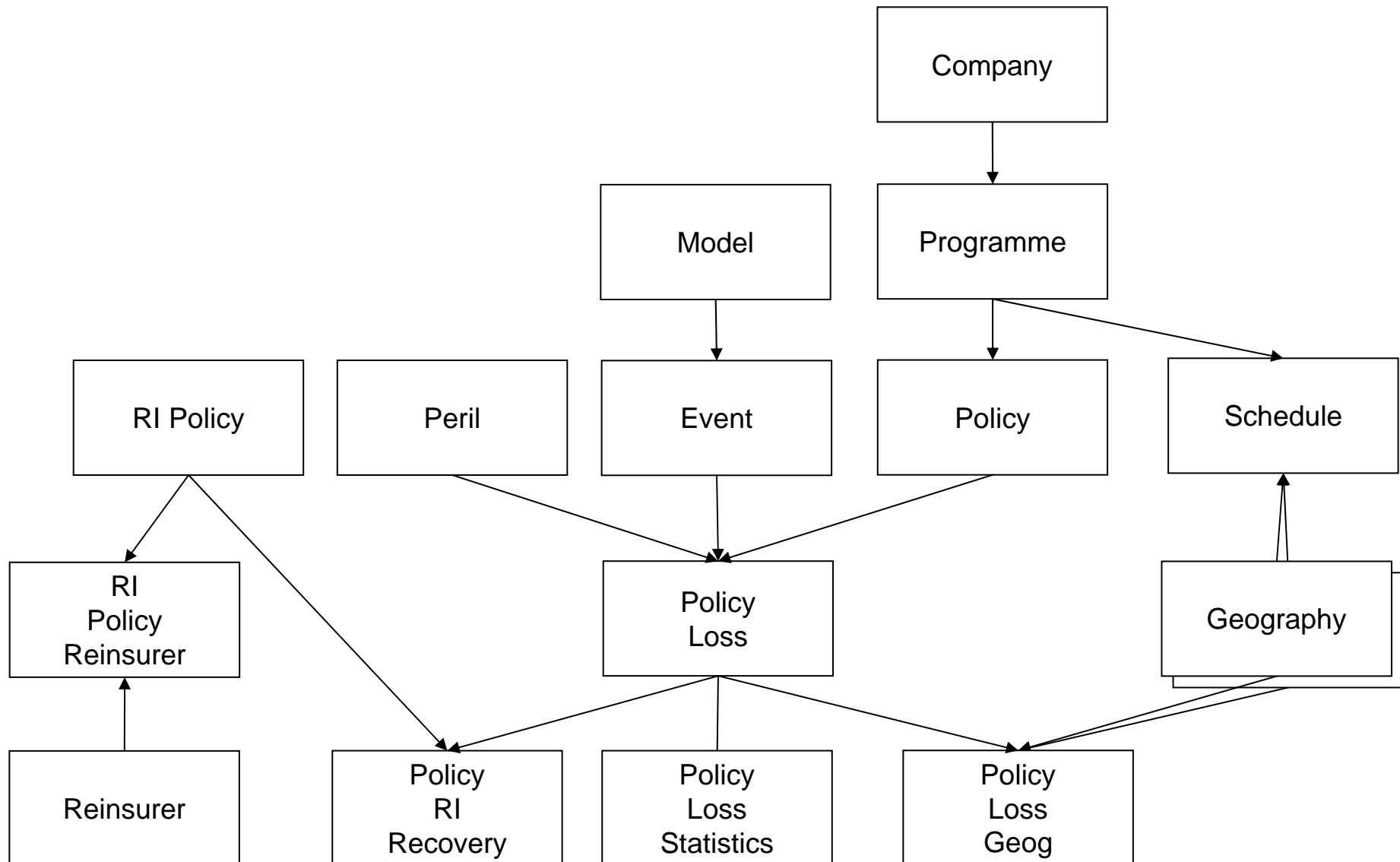


# Logistics

# Exposure Management

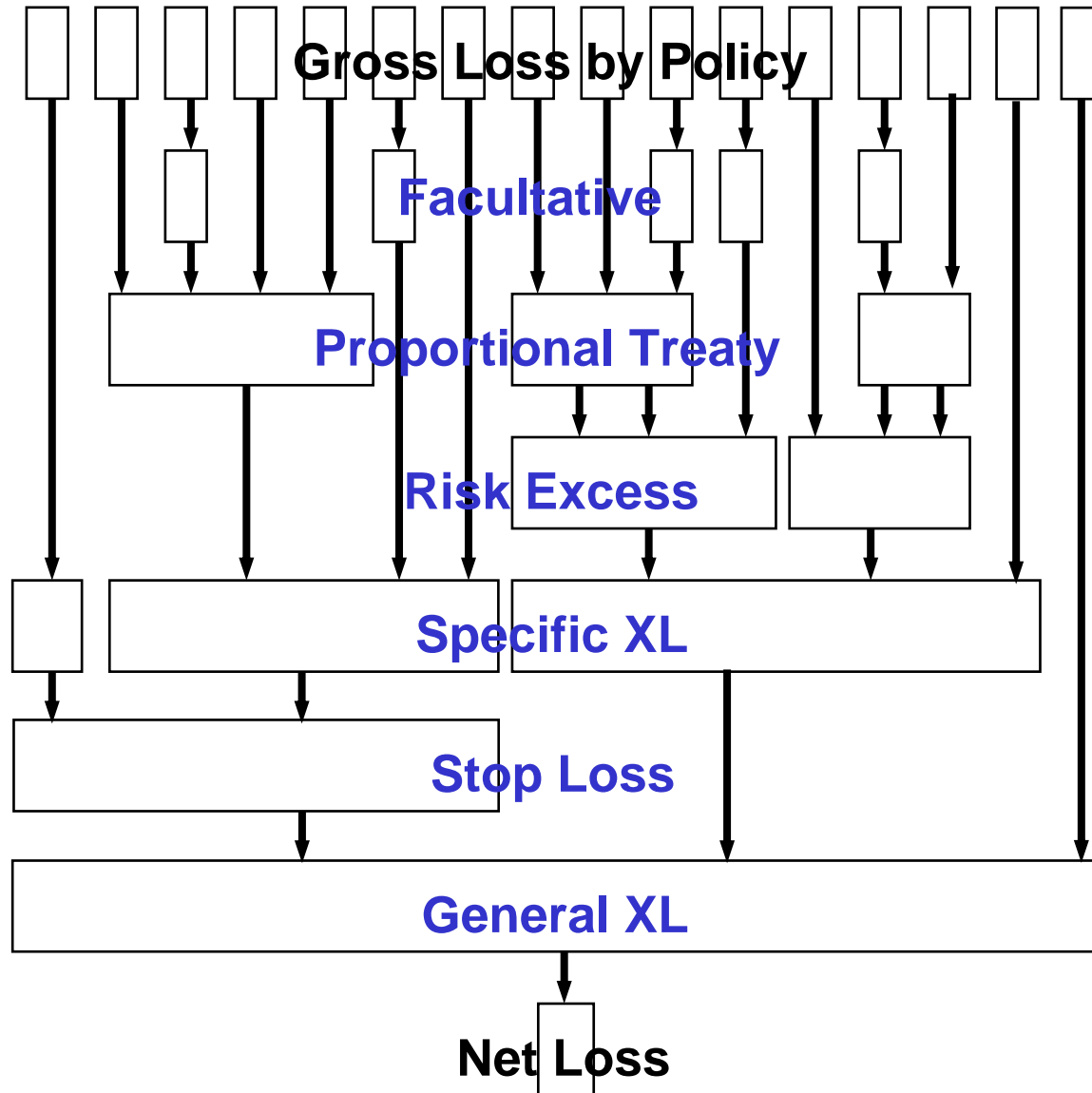


# Conceptual Data Model

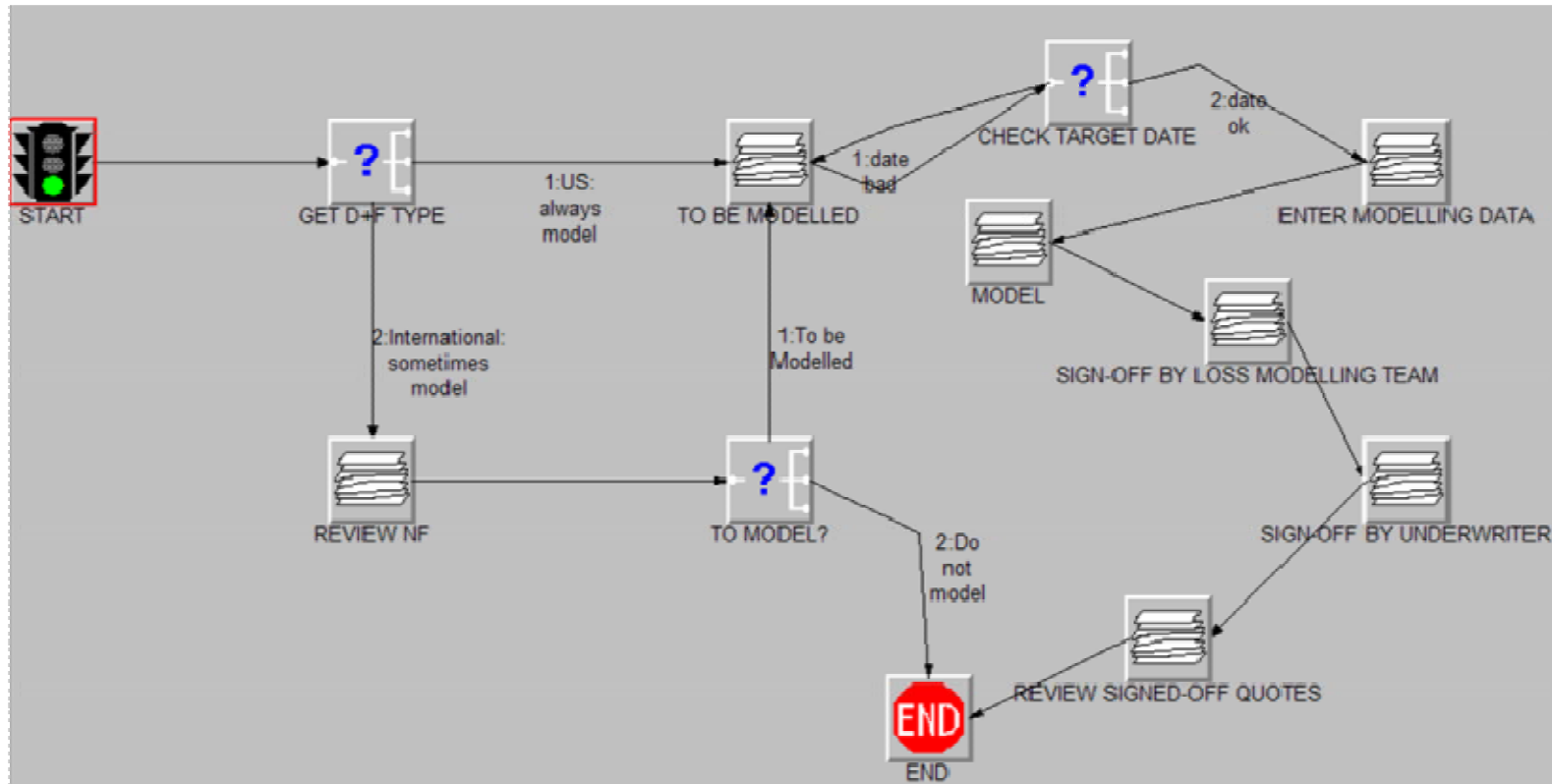




# RI Calculation



# Workflow



# Checklist

Area	Function	Typical System Used Today	Issues
Loading	Schedule Recording	Loss Model or Aggregate system	Need automated links to save re-keying
	Workflow Management	None	
Underwriting	Pricing Tools	Spreadsheet	Uses Loss model stats ...
	Modelling	Loss Model	
	Market Share	Spreadsheet	Hmmm
	Model Comparison (EP Curves)	Manual	No comparison system available
	Reviewing Exposures and Aggregates, incl GIS relative to Portfolio	Aggregate System	Should be provided by Loss Model system so aggregates can be compared to modelled losses
	RDS probes (incl GIS)	Manual or Aggregate System	Should be provided by Loss Model system
Reporting	Aggregates and Hotspots	Aggregate System	Why not Loss Model system?
	RI Calculation / Net Loss Model	Custom System	Critical for many companies. Need reinstatements calculated as well
	Deterministic (RDS)	Manual	Use Loss Model or Aggregates System for source gross losses
	Probabilistic EP Curves	Loss Model	Portfolio solutions have to be created manually
	Urban Concentration	Loss Model or Aggregates System	
	Reinsurer Exposure	Manual	
Post-disaster Management	Real-time Loss Assessment	Manual	
	Estimate Development	Manual	

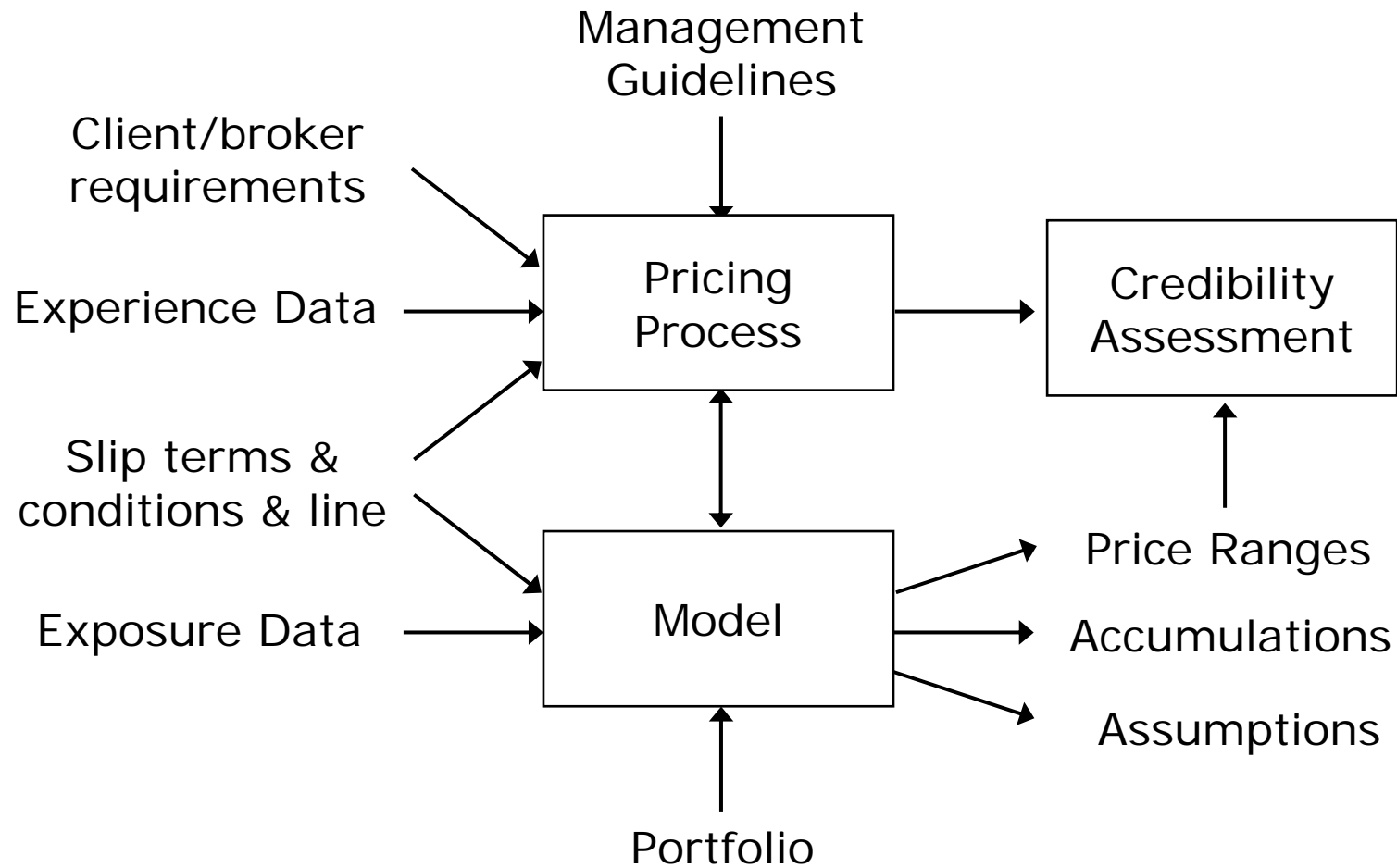
# UW Pricing

# Pricing

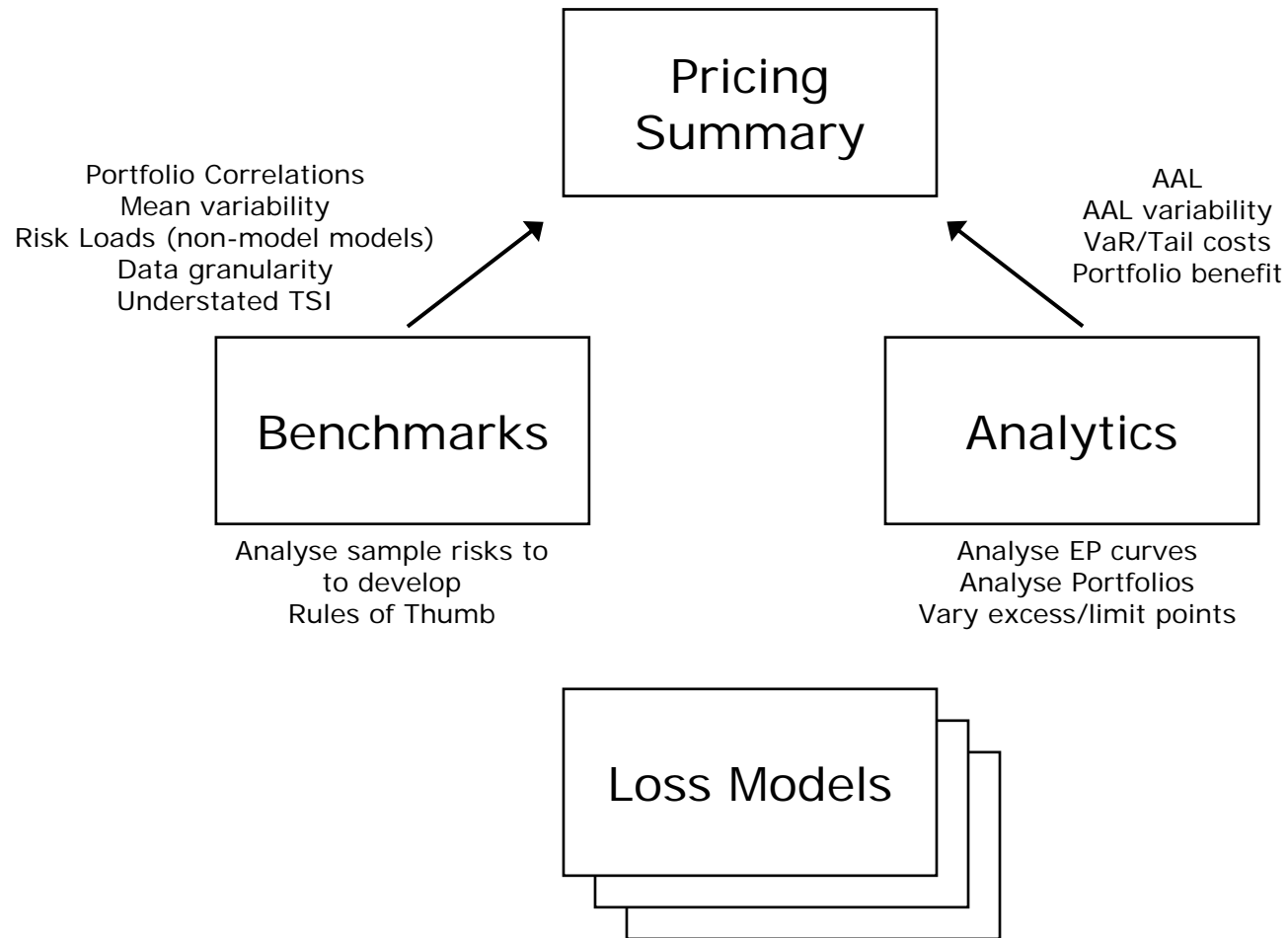
## INPUTS

## PROCESS

## OUTPUTS



# Pricing – Components



# Factors governing price

- How much we know about the risk and similar
- Attachment point and limit
- Risk conditions (e.g. exclusions, reinstatements)
- Loss experience
- Can the risk be modelled?
- What data do we have on exposures?

and

- Commissions and expenses
- Average annual loss (pure technical price)
- Cost of capital
- Profit margin

and

- Risk loadings for uncertainties ...

# Current Techniques

- Experience Stats **Requires data, no volatility**
- Rate on Line / Return Period **Risky guess**
- First Loss Curve / ILF **Needs curves**
- Combined ratio target **No volatility**
- "Mean plus third Standard Deviation" **Guess**
- Correlation Kreps **Guess**
- Value at Risk (VaR) **No account of excess VaR**



# Post-disaster Loss Assessment

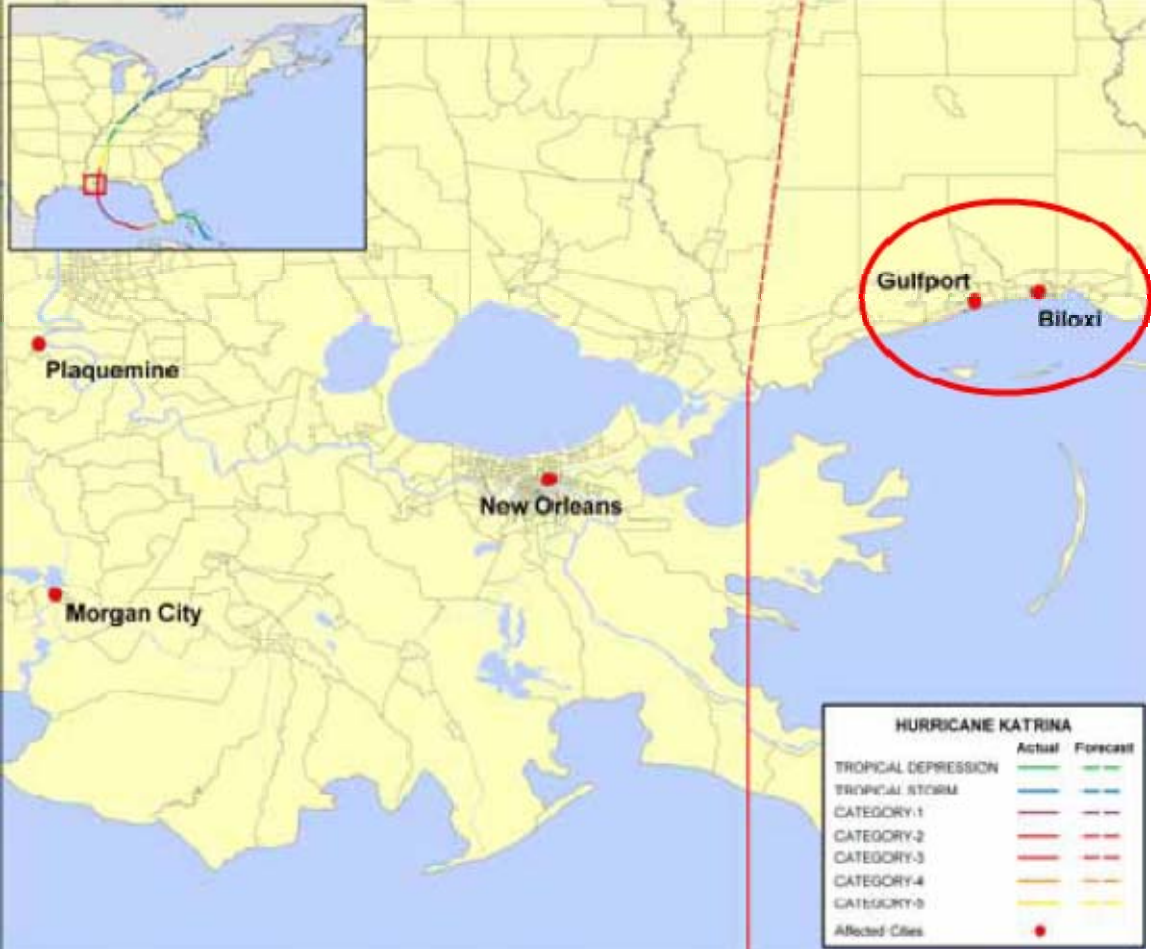
Hurricane Katrina

Katrina formed over the Bahamas on 24<sup>th</sup> August

1st landfall, 25<sup>th</sup>  
August, South  
Florida Category 1



It regained strength in the Gulf of Mexico, made its 2nd landfall on 29<sup>th</sup> August in Louisiana as a Category 4 hurricane with winds of 140 mph. It's final landfall was made at the Louisiana/Mississippi border later that day as a Category 3 hurricane with winds of 125 mph. A 15 to 30 ft storm surge came ashore on virtually the entire coastline from Louisiana, Mississippi and Alabama to Florida. The 30 ft storm surge recorded at Biloxi, Mississippi is the highest ever observed in America.





## Hard Rock Casino, Biloxi

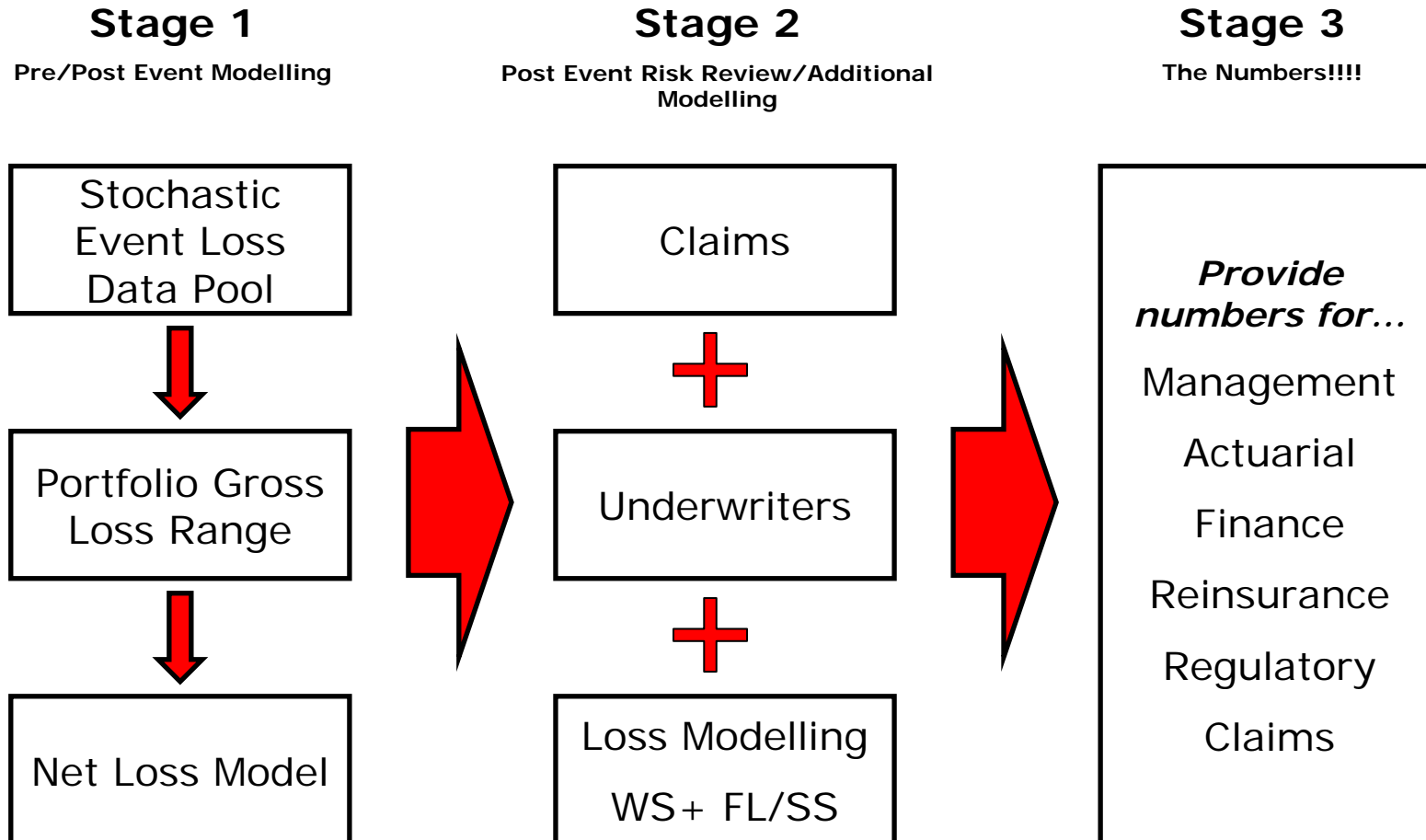


**Hard Rock Casino, Biloxi**





# Loss Assessment System

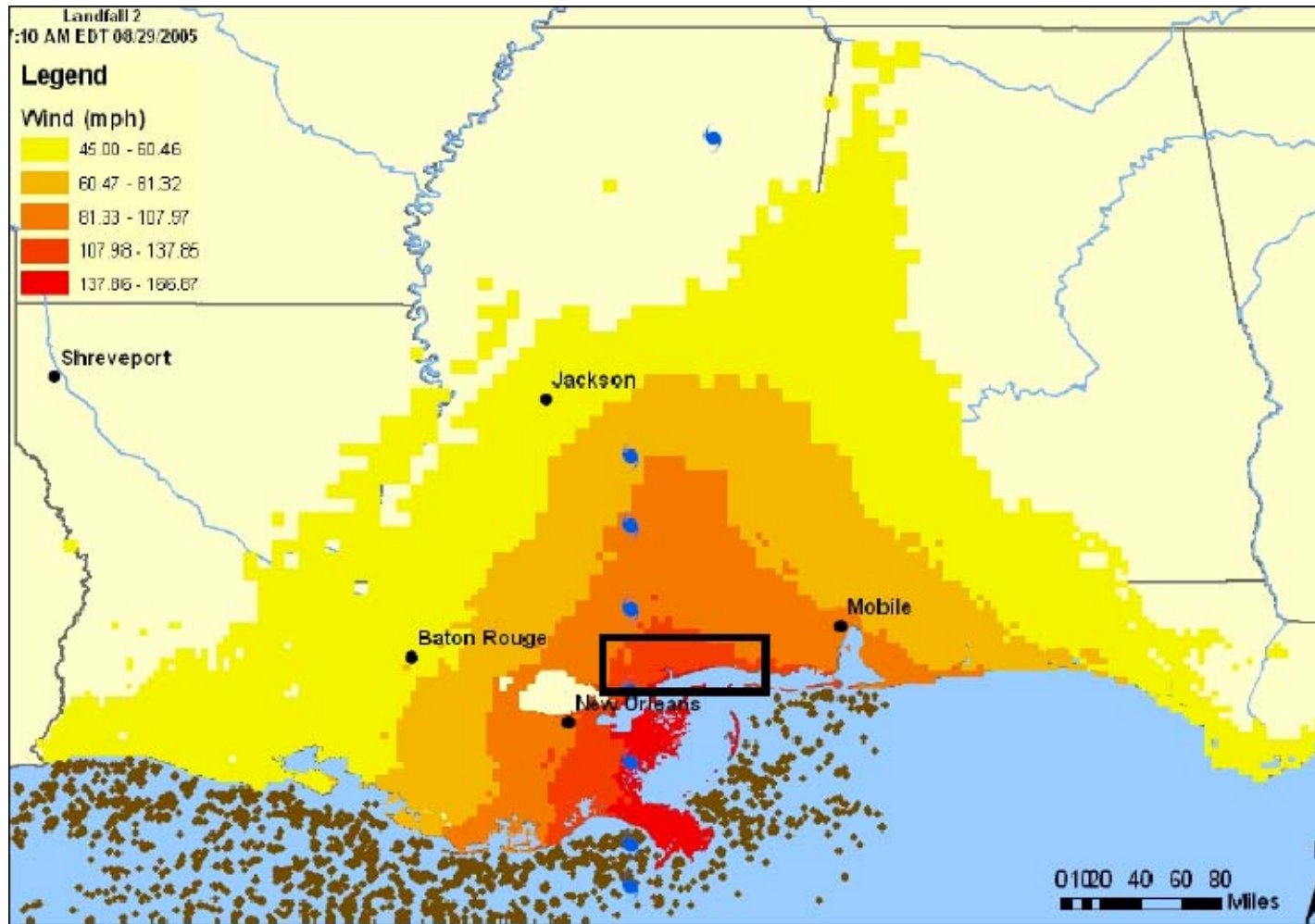


# Risk List

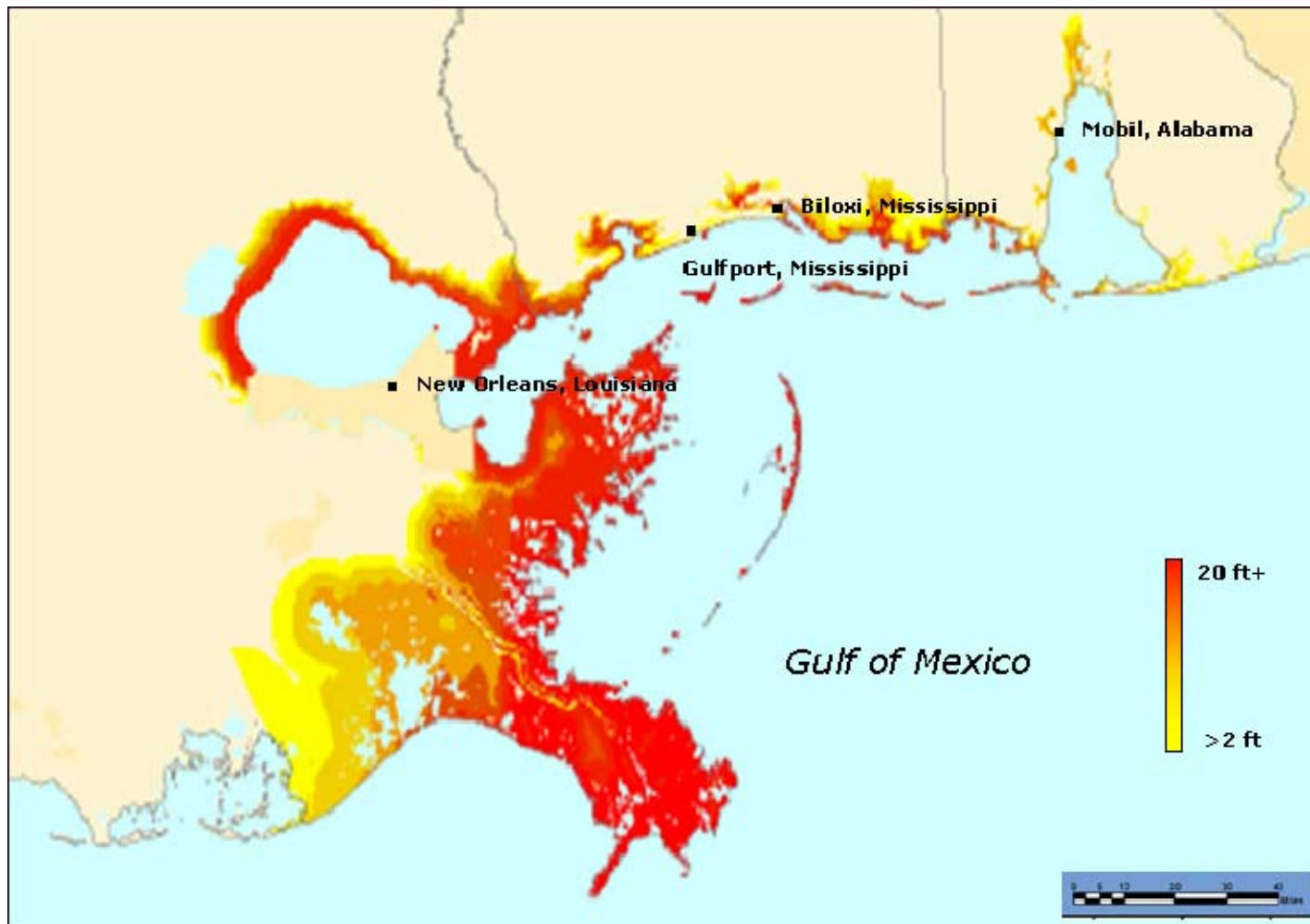
- Didn't rely solely on RMS model
- Took RMS model wind footprint
- Took the RMS recon storm surge footprint
- Took an RMS flood footprint for New Orleans
- Looked at each affected risk by underlying building location and potential cause of loss
- Met with claims and UWs to agree Optimistic, Pessimistic, Pick for reporting to Lloyd's



# Katrina Wind Footprint (RMS model)



# Katrina Storm Surge Footprint (RMS recon)



# Katrina New Orleans Flooding (RMS study)



# Katrina Loss Estimate Development

	RMS Industry	AIR Industry
Pre-Event Est (no flood)	\$10-25bn <sup>(30/08)</sup>	\$12-26bn <sup>(29/08)</sup>
August Close (no flood)	\$20-35bn <sup>(09/09)</sup>	\$18-25bn <sup>(30/08)</sup>
Lloyd's Pick (inc flood)	\$40-60bn <sup>(13/09)</sup>	\$42-61bn <sup>(27/09)</sup>
Sept Close	\$40-60bn <sup>(27/09)</sup>	\$42-61bn <sup>(27/09)</sup>
Oct 9 <sup>th</sup>	\$40-60bn <sup>(27/09)</sup>	\$42-61bn <sup>(27/09)</sup>

**Actual insurance industry loss (Swiss Re figure) \$66bn**

# RMS Event Estimates

Katrina was 24<sup>th</sup> August

## **RMS Initial Event Postings (Posted on 31/08/05) for Second Landfall**

Track 1	\$ 5.7bn (5bn LA, 0.6bn MS, 20m AL)
Track 2	\$ 8.5bn (5.6bn LA, 2.7bn MS, 150m AL)
Track 3	\$ 7.7bn (3bn LA, 4.4bn MS, 340m AL)

## **RMS Current Event Postings (Posted on 27/09/05) for Second Landfall**

Track 1	\$10.2bn (9.2bn LA, 1bn MS)
Track 2	\$ 9.2bn (8.5bn LA, 0.8bn MS)

# Modelling Conclusions

- Pre-event estimates too low and RMS representative events are still too low
- Models excluded inland flood including that due to hurricanes (specifically breaches)
- Storm surge loss modelling too conservative and particular risks not coded or modelled
- Lack of diagnostic tools to spot aggregations
- Values understated on certain accounts
- Demand surge and related “loss amplification” effects greater than modelled



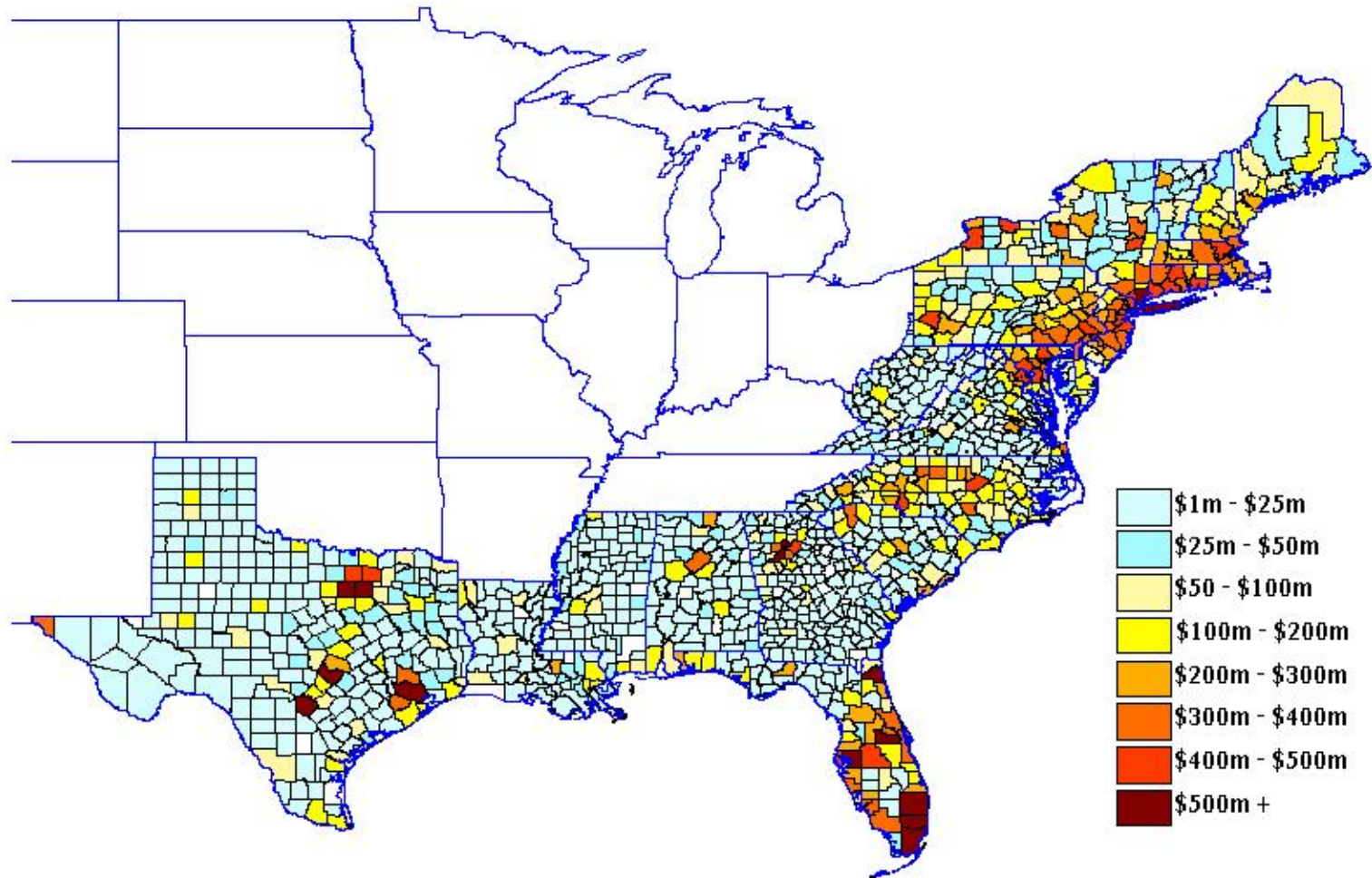
# Data issue example – A floating casino

- RMS model wind reasonable
- Storm surge understated
- Location originally ignored surge



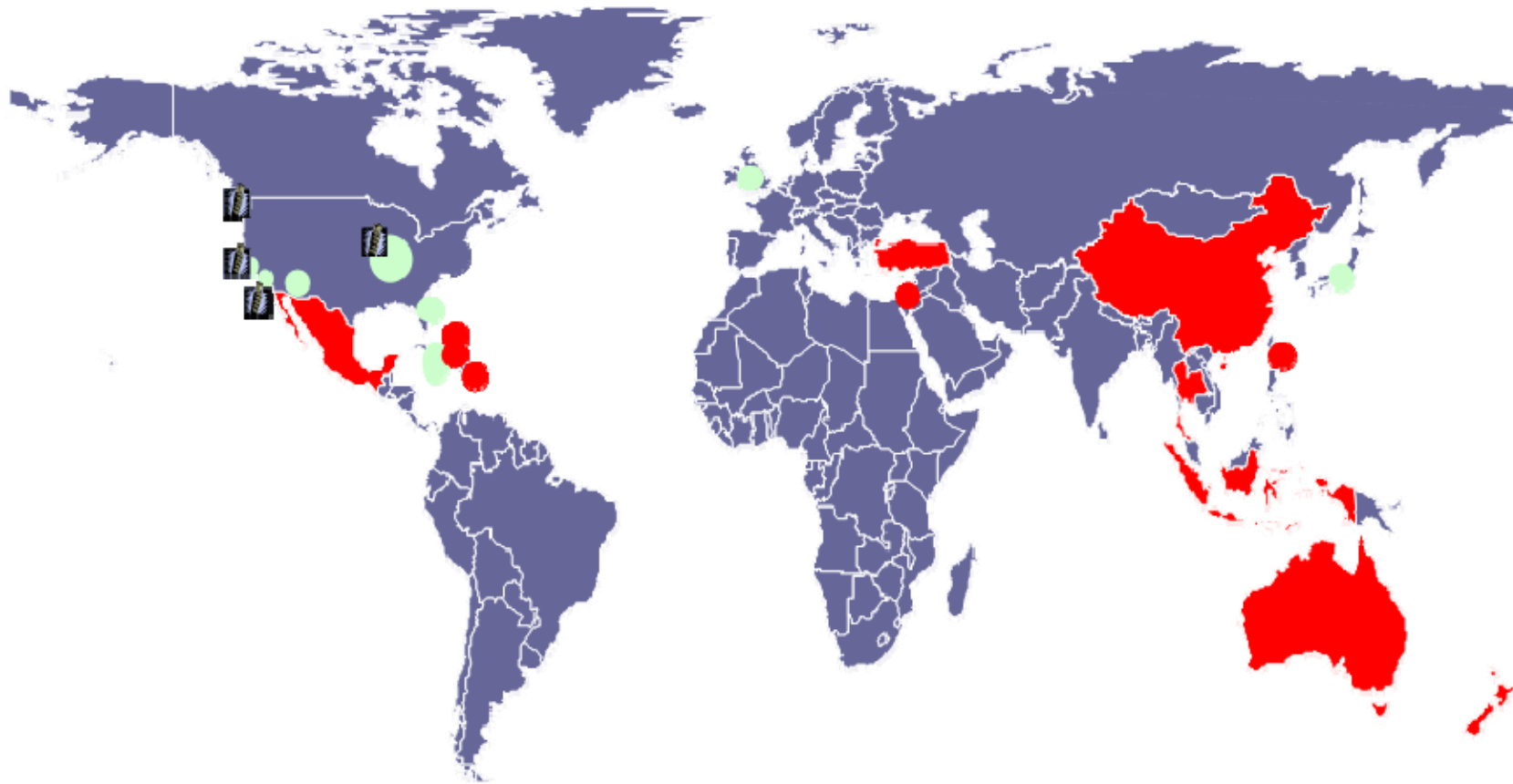
Ground-up loss estimates for Biloxi only unless otherwise stated	Schedule Values	RMS event 442255 10,000 yr EP <b>original location</b>		RMS event 442255 10,000 yr EP <b>actual location</b>	
		Wind	Surge	Wind	Surge
Buildings	\$141m	\$52m	\$0	\$ 58m	\$ 2m
Content	\$26m	\$12m	\$0	\$ 13 m	\$ 1 m
BI	\$62m	\$ 31m	\$0	\$ 34m	\$ 4m

# Aggregates Revisited





# UW Exposure Reporting



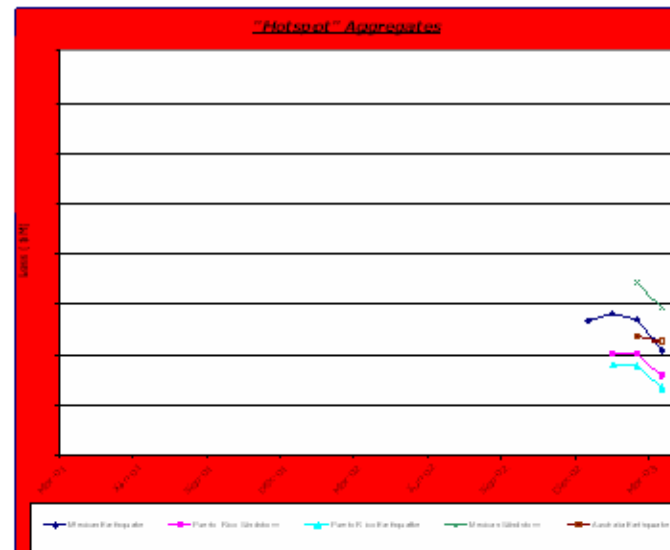
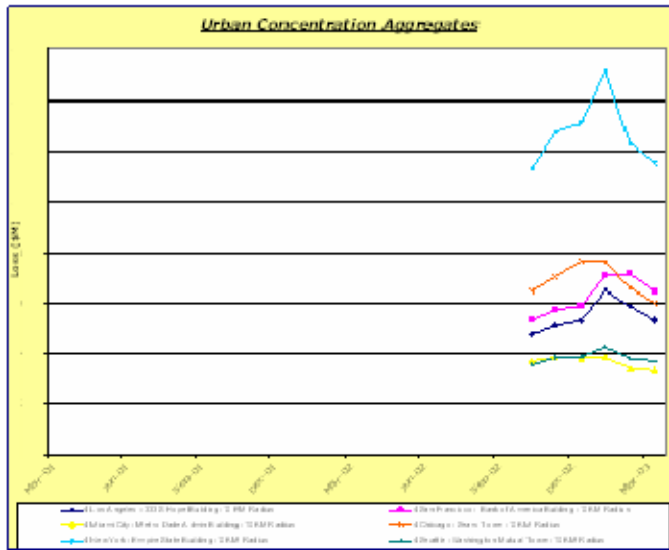
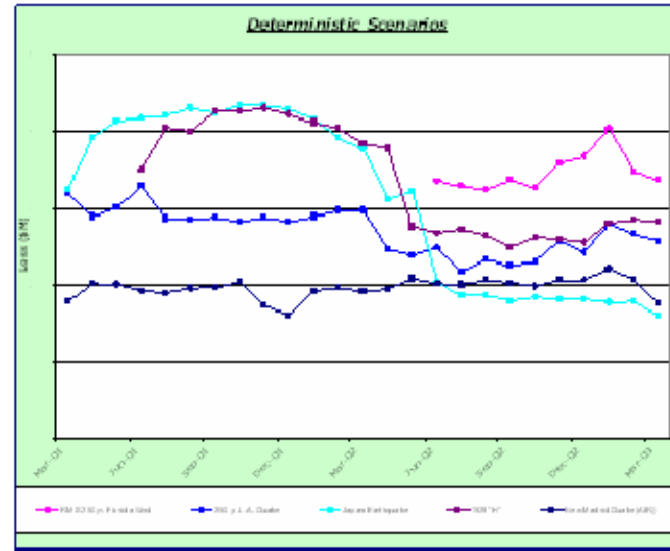
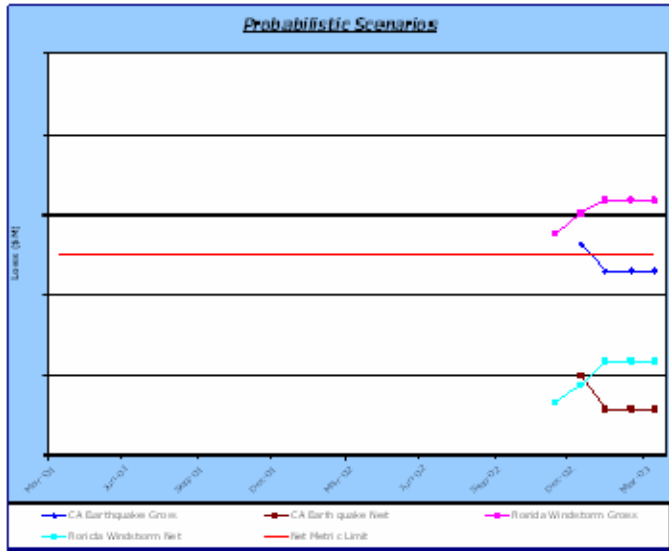
A) Probabilistic Modelling

B) Deterministic Modelling

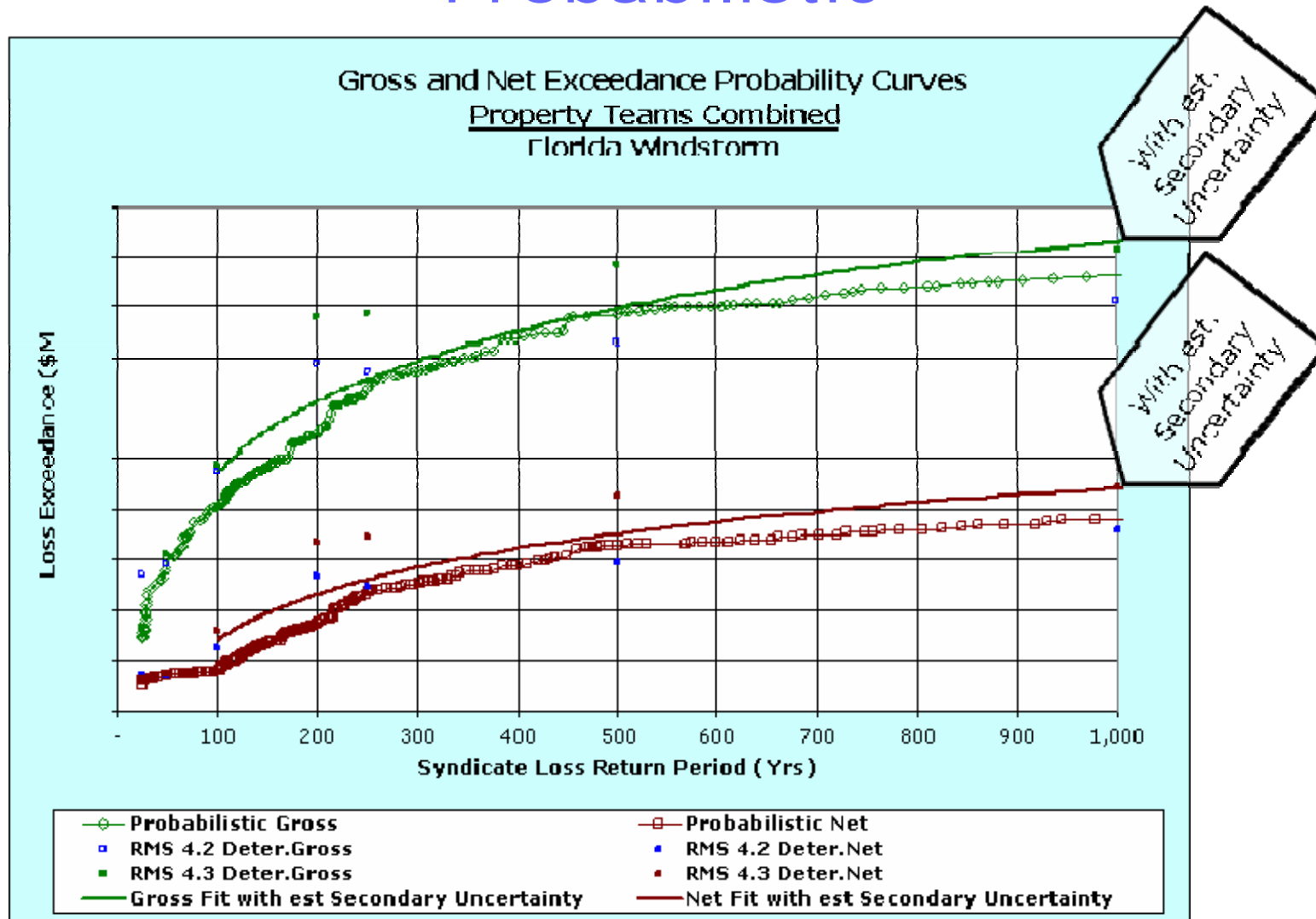
C) Urban Concentration Aggregates

D) "Hotspot" Aggregates

# Progressions



# Probabilistic



# Deterministic Scenarios

## Florida

- 1 Hurricane Andrew: A scenario based on an AIR Simulation of the 1992 storm, which hit Southern Florida.
- 2 100 yr. Florida Wind: AIR's tenth worst market loss in Florida in 1,000 years
- 3 250 yr. Florida Wind: AIR's fourth worst market loss in Florida in 1,000 years.
- 4 333 yr. Florida Wind: AIR's 333 yr. Florida Windstorm, market loss \$50bn.
- 5 25 yr. Florida Wind : Based on RMS's 25 year market loss for Florida.
- 6 50 yr. Florida Wind : Based on RMS's 50 year market loss for Florida
- 7 100 yr. Florida Wind : Based on RMS's 100 year market loss for Florida.
- 8 100 yr. Florida Wind : Based on RMS's RiskLink 4.3 100 year Faraday loss for Florida.
- 9 200 yr. Florida Wind : Based on RMS's 200 year market loss for Florida.
- 10 250 yr. Florida Wind : Based on RMS's 250 year market loss for Florida.
- 11 250 yr. Florida Wind : Based on RMS's RiskLink 4.3 250 year Faraday loss for Florida.
- 12 500 yr. Florida Wind : Based on RMS's 500 year market loss for Florida.
- 13 1000 yr. Florida Wind : Based on RMS's 1000 year market loss for Florida.

## California

- 14 Northridge: A scenario based on an AIR simulation of the 1994 L.A. earthquake.
- 15 100 yr. L.A. 'Quake: AIR's tenth worst market loss in Southern California in 1,000 years.
- 16 250 yr. L.A. 'Quake: AIR's fourth worst market loss in Southern California in 1,000 years.
- 17 1,000 yr. L.A. 'Quake: M7.1 on Newport Inglewood fault, based on AIR 1,000 year L.A. earthquake, market loss \$68bn.
- 18 250 yr. San Francisco 'Quake: AIR's 250 yr. SF 'Quake, market loss \$32.1Bn.
- 19 500 yr. San Francisco 'Quake: AIR's 500 yr. SF 'Quake, market loss \$39.7Bn.
- 20 Richter scale 8.0 San Francisco 'Quake: AIR's largest loss in 1,000 years in Northern California.
- 21 250 yr. California Quake : Based on RMS's RiskLink 4.3 250 year Faraday loss for California.
- 22 500 yr. California Quake : Based on RMS's RiskLink 4.3 500 year Faraday loss for California.

## USA Miscellaneous

- 23 N.E. Windstorm: Based on AIR's worst simulated market loss to a NorthEast Windstorm in a 1,000 year period, affecting 11 states in the region.
- 24 Richter scale 7.0 New Madrid 'Quake: Largest loss in a 1,000 year period according to AIR, affecting 8 states
- 25 1928 "H": Hypothetical hurricane event modelled by AIR, impacting both the Caribbean and Florida, considered a 1 in 200 year event for this region, with an estimated market loss of \$27b

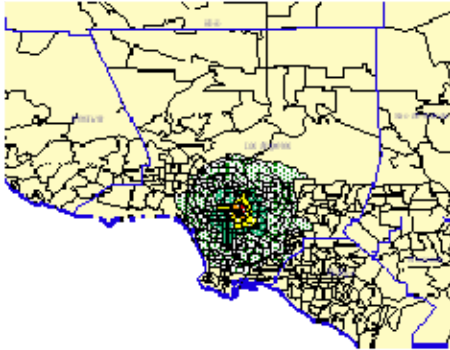
## Miscellaneous

- 26 U.K. Flood: Based upon the U.K. Flood of 1953.
- 27 Japan Quake: Originally based on RMS Report, M7.5 Great Kanto Earthquake of 1923 but revised based on Underwriter's judgement.

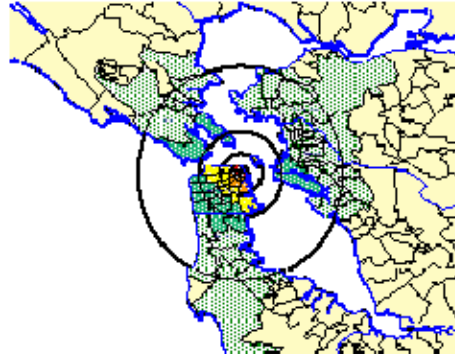
# Deterministic Reinsurer Analysis

# Urban Concentrations

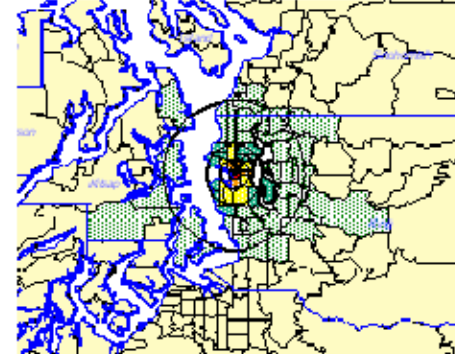
**Los Angeles - West of Magna Building**  
Radius - 1.0km, 2km, 5km, 10km, 20km



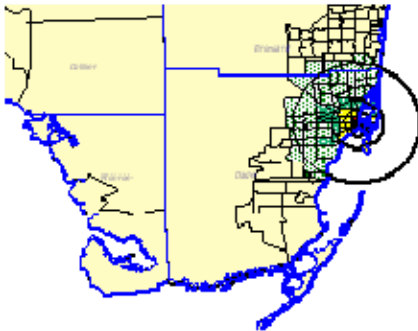
**San Francisco - South of American Building**  
Radius - 1.0km, 2km, 5km, 10km, 20km



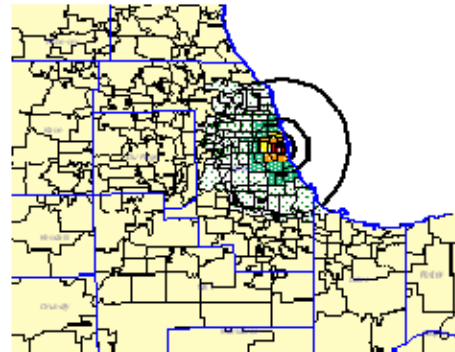
**Seattle - Washington Mutual Tower**  
Radius - 1.0km, 2km, 5km, 10km, 20km



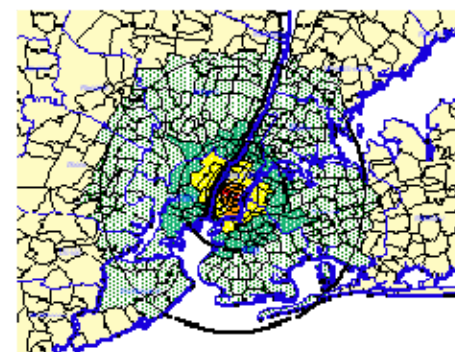
**Minneapolis - Nelson Trade Center Building**  
Radius - 1.0km, 2km, 5km, 10km, 20km



**Chicago - Sears Tower**  
Radius - 1.0km, 2km, 5km, 10km, 20km



**New York - Empire State Building**  
Radius - 1.0km, 2km, 5km, 10km, 20km



# Hotspot Aggregates

**Aggregates For Quake/Wind At Country Level**  
*All Figures in US\$ M*

Continent	Country	Peril	Binder & Linglet	Primary	Low Excess - us \$5m	Mid Excess - us \$25m	High Excess - us \$100m	Treaty	Total
Asia	China	Quake Wind							
	Indonesia	Quake Wind							
	Israel	Quake Wind							
	Singapore	Quake Wind							
	Taiwan	Quake Wind							
	Thailand	Quake Wind							
	Turkey	Quake Wind							
North America	Jamaica	Quake Wind							
	Mexico	Quake Wind							
	Puerto Rico	Quake Wind							
	U.S. Virgin Islands	Quake Wind							
Oceania	Australia	Quake Wind							
	New Zealand	Quake Wind							

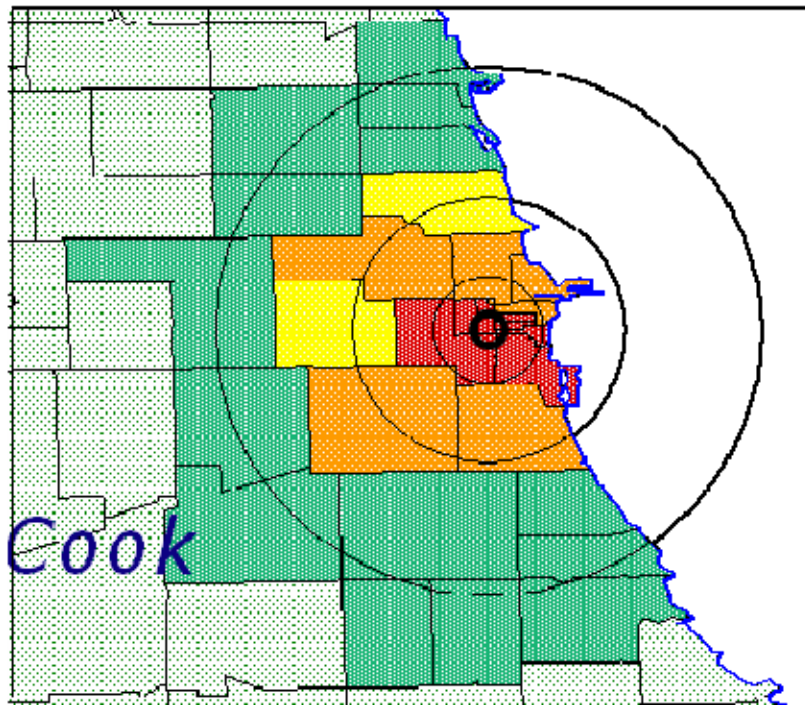
Blocked Out

- Aggregate by country max of all perils > \$50m
- Aggregate by country max of all perils > \$100m
- Aggregate by country max of all perils > \$300m
- Aggregate by country max of all perils > \$500m

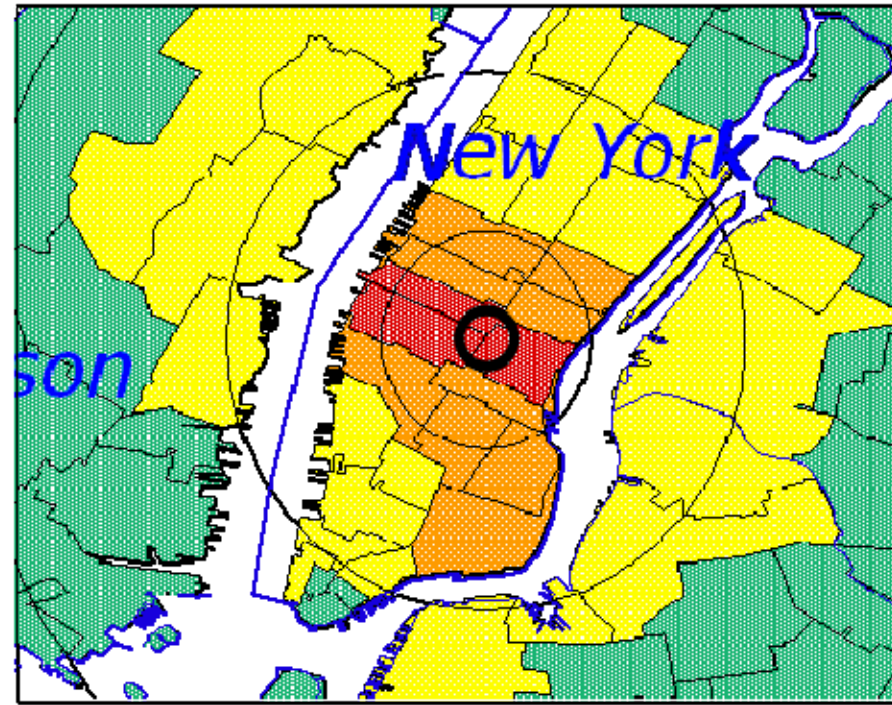


# Lloyd's Terrorism RDS

**Chicago – Sears Tower**  
Radius – 0.5km, 2km, 5km, 10km



**New York – Empire State Building**  
Radius – 0.5km, 2km, 5km



250 passengers + 12 crew per aircraft  
1,000 fatalities at target building  
Total loss of target building  
25% damage within 250m  
10% damage between 250m and 500m

# Conclusions

# What's the Question? - I

- What-if?
  - What would we lose in the event of a catastrophe of a given insured market loss (e.g. Florida hurricane of insured loss of \$16 bn)?  
*Market Share or Scenario Loss Model*
  - What would we lose in the event of a particular catastrophe (e.g. an earthquake of Richter magnitude 7.1 in the Los Angeles area)?  
*Scenario Loss Model*

# What's the Question? - II

- Are we a sound market?
  - What information would satisfy rating companies such as Best's?

*Scenario Loss Models for various cats and return periods?*

- What information would satisfy the regulators of the market?

*Scenario Loss Models for various cats and return periods?*

*AND NOW*

*EP Curves for Individual Capital Assessment ( 1 in 200 years)*

# What's the Question? - III

- What level of **risk** do we wish to bear?
  - What's the chance of us losing a certain amount of money (e.g. \$250 m) or more on catastrophic risk in any one year?

*Probabilistic (AEP)*

- What amount of money could we expect to lose more than once in a certain number of years (e.g. 200)?

*Probabilistic (EP)*