Insurance Regulatory Modernization and Industry Performance

Past, Present and Future

The Forum of Greater New York

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Robert P. Hartwig, Ph.D., CPCU, President & Economist

Insurance Information Institute ♦ 110 William Street ♦ New York, NY 10038

Tel: 212.346.5520 ♦ Cell: 917.453.1885 ♦ bobh@iii.org ♦ www.iii.org

Presentation Outline

- A History of Insurance and Insurance Regulation
- The Eight Waves of Regulation in US Insurance History
  - The institutionalization of insurance regulation
  - Industrialization, progressive politics and federal power
  - The genesis of rate regulation
  - Reversing Course: A massive display of federal power
  - A deregulatory pulse
  - Crises and regulatory fury
  - Global Crises, Global Responses
  - Shadow Regulators
- Future Shock: Waves of Risk Near and Far
  - Health Insurance and the Affordable Care Act ("ObamaCare")
  - Emerging Markets, Emerging Risks
- Thoughts on Significant Near-Term Risks
- Summary
- Q&A

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A History of Insurance and the Rise of Regulation

The Roots of Insurance Extend Back Thousands of Years

Formal Regulation Came Much Later

In the Beginning…

Civilizations Long Ago Discovered the Benefits of Risk Pooling and Risk Transfer

Origins of Insurance…and Insurance Regulation

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- **Earliest Forms of Insurance Date to 1800 BC in Babylon**
  - **Code of Hammurabi**
  - **282 clauses on the topic of "bottomery"**
  - ***Bottomery* is a loan taken out by the owner of a ship to finance its voyage (no premium involved)**
  - **If ship was lost, loan didn't have to be repaid**

- **Roman Emperor Claudius (10BC – 54AD)**
  - **Eager to boost grain trade, Claudius became a 1-man, premium free insurance company by personally guaranteeing the storm losses of Roman merchants *(also granted citizenship to sailors and exempted them from laws that penalized adultery and celibacy)***
  - **Reduced taxes on communities impacted by drought or famine (form of ancient disaster aid)**

- **Greek/Roman Occupational Guilds→Early Life Insurance**
  - **Paid into pool that made payment to deceased member's family**

Sources: Elements drawn from *Against the Gods: The Remarkable Story of Risk,* Peter L. Bernstein; Insurance Information Institute.

Origins of Insurance…and Insurance Regulation

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- **The Rise of Long Distance Trade: The Explosion of Risk and Reward**
  - **14th Century: Italian city states of Venice, Florence, Genoa and Pisa became global epicenters for trade and are where the earliest written insurance contract originated**
    - **The word "*policy*" is from the Italian "*polizza*" meaning *promise* or *undertaking***
  - **Bruges, Antwerp followed in the 15th century, Amsterdam by 17th century**
  - **By 1600 England had become a major trading nation**

- **From Expensive Cargo/Ships Arose Disputes and the Need for Certainty and the Foundations for Insurance Regulation Were Laid**
  - ***"For whom they insure, it is sweet to them to take the monies; but when disaster comes, it is otherwise, and each man draws his rump back and strives not to pay."***
    - **Franceso di Marco Datini, Florentine Merchant, 14th Century, complaining about insurers of his era (Datini left 400 marine insurance policies in his estate when he died)**
  - ***"For even though I were to live a thousand years, never again would I underwrite insurance."***
    - **Guiglielmo Barberi, 14th Century, lamenting the loss of a bale of cloth and a barrel of furs he had underwritten on a ship that had been plundered by pirates, but had no ability to pay**

Sources: Elements drawn from *Against the Gods: The Remarkable Story of Risk* by Peter L. Bernstein, J. Wiley & Sons (1996); *Insurance Perspectives*, G. Gibbons, G. Rejda and M. Elliott., American Institutes for CPCU (1992); Insurance Information Institute.

Origins of Insurance…and Insurance Regulation

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- **London and the Dawn of Insurance Regulation**
  - **Italian forms of marine insurance contracts were used in London since at least the 15th century**
  - **London merchants frequently acted as underwriters**
  - **Contracts were negotiated by commodity brokers**
  - **Notaries drafted/delivered policies and kept registers of policies written**
  - **Chamber of Assurances established in 1576 and until 1690 all policies had to be registered in its office in the Royal Exchange**
- **1601: Francis Bacon Introduces Bill to Regulate Insurance Policies**
  - **Bacon recognized the ubiquity and of utility of insurance contracts which were *"tyme out of mynde an usage amonste merchants, both of this realm and of forraine nacyons."***
  - **Led to 1601 Act of Parliament that formally recognized that the benefits of insurance justified legal sanction, with the government willing to enforce insurance contracts and resolve disputes**

Sources: Elements drawn from *Against the Gods: The Remarkable Story of Risk* by Peter L. Bernstein, J. Wiley & Sons (1996); *Insurance Perspectives*, G. Gibbons, G. Rejda and M. Elliott., American Institutes for CPCU (1992); Insurance Information Institute.

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The 8 Stages (Waves) of Insurance Regulation in the United States

Regulation in the U.S. Has Been Characterized by Periodic Pulses of Activity

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Regulatory Wave #1

1850- 1900

The Institutionalization of State-Based Insurance Regulatory Schemes

Year of Establishment of Insurance Regulator Supervision

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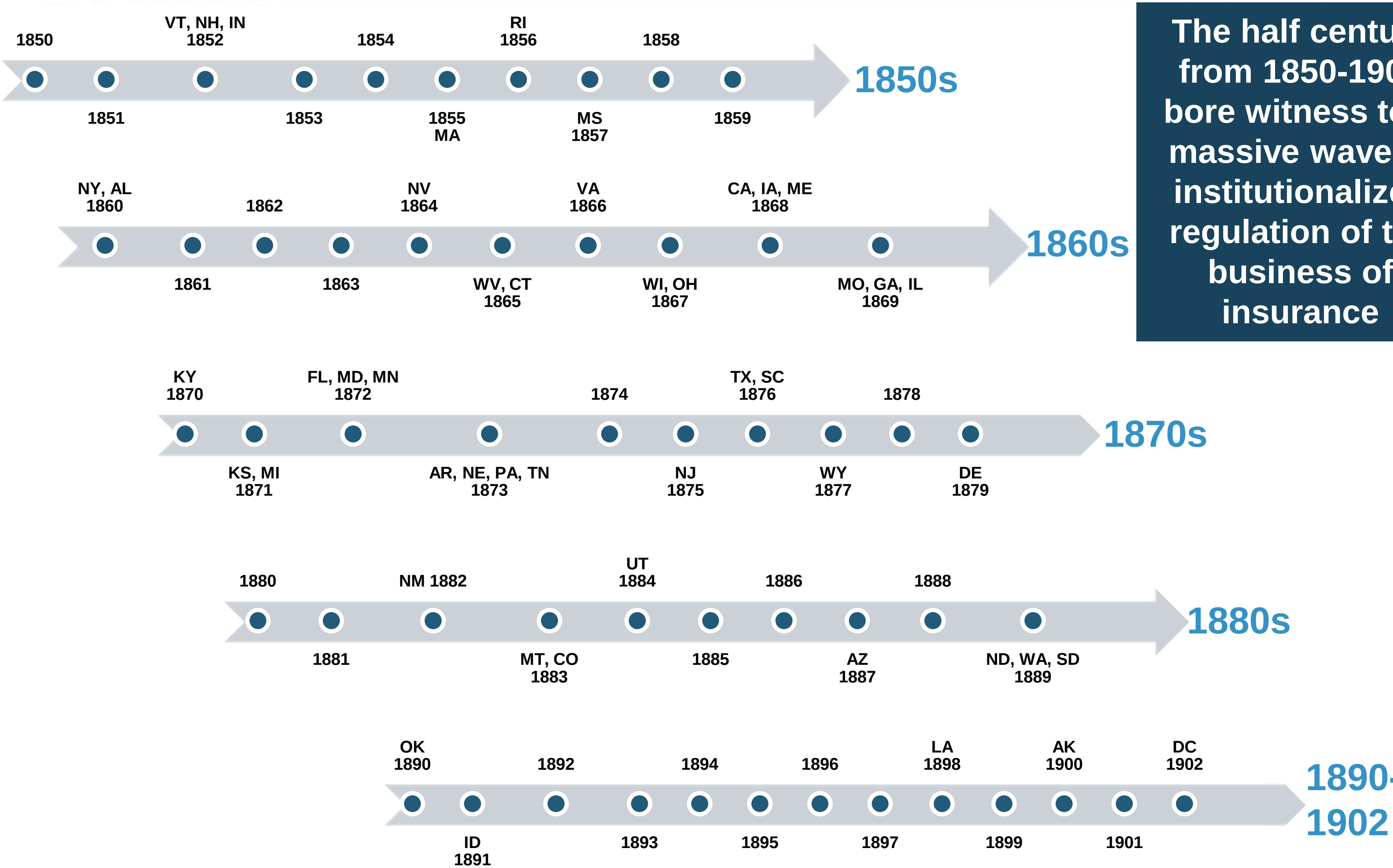
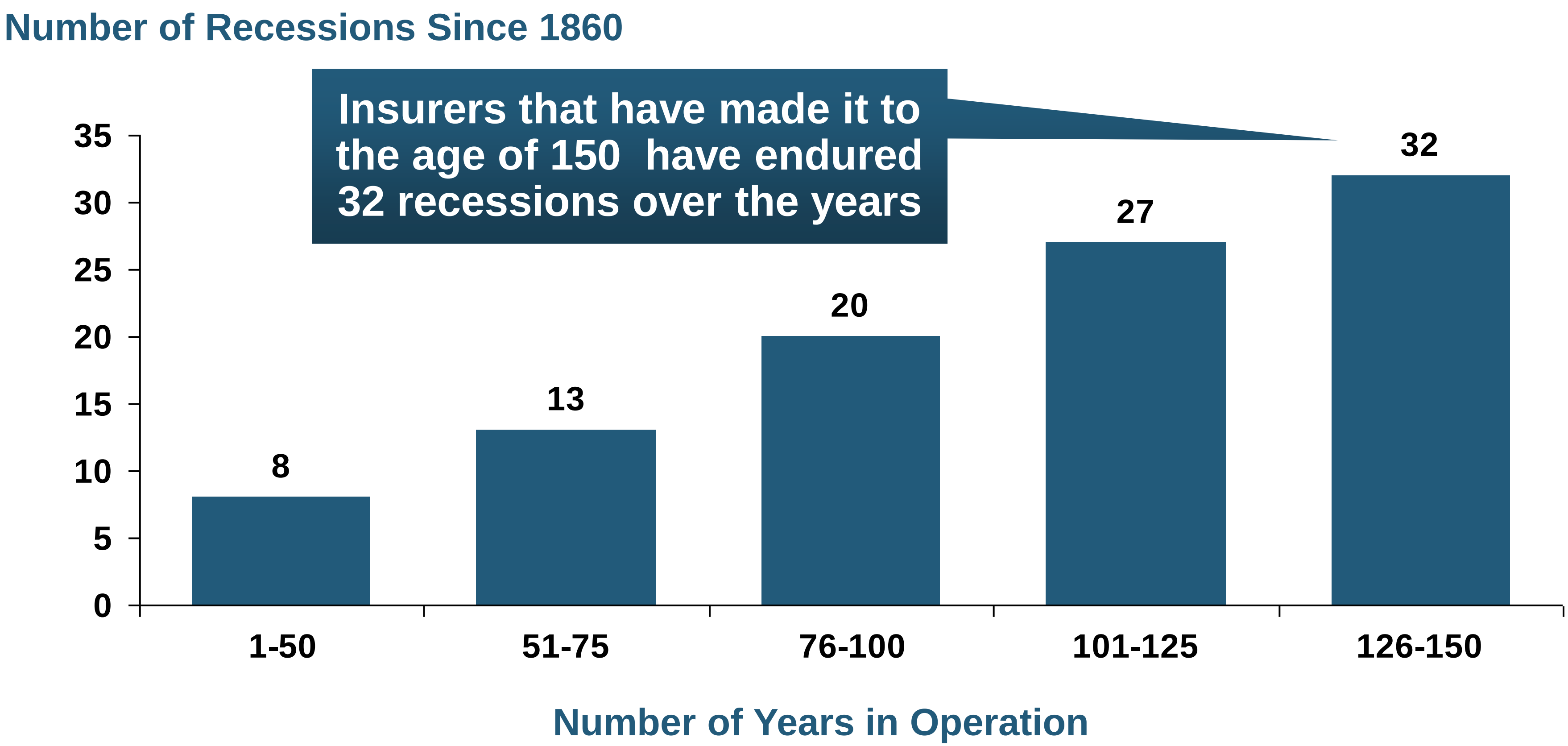
The half century from 1850-1900 bore witness to a massive wave of institutionalized regulation of the business of insurance



Sources: Insurance Information Institute based on information in Appendix IV of *The History of the National Board of Fire Underwriters: Fifty Years of a Civilizing Force*, Harry Chase Brearly, published by Frederick A. Stokes Co. (1916).

Number of Recessions Endured by P/C Insurers, by Number of Years in Operation



Longevity Requires an Insurer to Overcome Extreme Economic Adversity of Every Sort

Sources: Insurance Information Institute research from National Bureau of Economic Research data.

The Supreme Court Reinforces (Establishes) the Primacy of State Regulation of Insurance

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Paul vs. Virginia (1869)

- **Since its mid-18th century origins in the US, insurance had been regulated under the general laws governing commerce in the states in which the insurer had been granted a charter/license to operate**
- **As the US economy expanded and insurers (based mostly in the Northeast) sought to expand along with the country, they wanted to avoid the cost and complexity of complying with the many and varied requirements promulgated by the states**
- **Virginia in 1866 enacted legislation requiring a $30,000+ bond be deposited with the state treasurer as a condition of licensure for out-of-state insurers (the agents representing them needed a license as well)**
- **Test Case: Insurers determined to challenge the law asserting that VA's law interfered with the federal government's constitutional power to regulate interstate commerce [Modern Historical Parallel: Pre-crisis push for OFC]**
  - **States opposed since they generated significant revenues from the taxation of premiums**
- **Several NY companies appointed as their agent in VA Samuel D. Paul, a Petersburg, VA, attorney.**

Sources: *Insurance Perspectives*, G. Gibbons, G. Rejda and M. Elliott., American Institutes for CPCU (1992); Introduction to Risk Management and Insurance, Mark S. Dorfman, Pearson/Prentice Hall (2007); Insurance Information Institute.

The Supreme Court Reinforces (Establishes) the Primacy of State Regulation of Insurance

INSURANCE INFORMATION INSTITUTE

Paul vs. Virginia (1869)

- **Paul applied for a license which was denied because the bond had not been deposited but continued to sell insurance**
- **Paul was indicted, convicted and fined ($50)**
- **Case was eventually appealed to the US Supreme Court which ruled *unanimously* in VA's favor**
- **Chief Justice Stephen J. Field delivered the court's opinion that:**
  - ***"Issuing a policy of insurance is not a transaction of commerce. The policies are simple contracts of indemnity against loss by fire…They are not commodities to be shipped from one state to another, and put up for sale. They are like personal contracts between parties which are completed by their signature and transfer of consideration…The policies do not take effect—are not executed contracts—until delivered by the agent in Virginia, They are, then, local transactions, governed by local law."***
- **This settled the law on the matter of state vs. federal regulation for the next *75* years**

Sources: *Insurance Perspectives*, G. Gibbons, G. Rejda and M. Elliott., American Institutes for CPCU (1992); Introduction to Risk Management and Insurance, Mark S. Dorfman, Pearson/Prentice Hall (2007); Insurance Information Institute.

Regulatory Wave #2

1880- 1920

Industrialization, Progressive Politics and the Assertion of Federal Regulatory Might

Societal Changes Drive a Re-Evaluation of Insurance: Tidal Wave of Regulation

- **Historically, the determination of pricing (in any industry) was not viewed as a function of government, but the outcome of negotiation between parties**
- **Societal views on this began to change in the period from 1887-1916 (roughly) with American industrialization and the rise of finance**
  - **Munn v. Illinois (1877) [Supreme Ct. affirmed authority of states to regulate prices in businesses affected with the public interest]**
  - **Interstate Commerce Act (1887)**
  - **Sherman Antitrust Act (1890)**
  - **Clayton Act (1914) [amended the Sherman Act]**
  - **Federal Reserve Act (1913)** ***[100 years later, the Fed has discovered insurance!]***
  - **16th Amendment (1913) [permitted the establishment of a federal income tax]**
- **Kansas Rate Law (1909, Upheld by US Supreme Court in 1914): Court said that insurance was "a business affected with the public interest" and that insurance rate regulation was an appropriate function of government**
- **New York Rate Law of 1922: Required fire insurers to join approved rating bureau through which the NYID attempted to determine that rates were reasonable (neither inadequate nor excessive)**

Sources: *Insurance Perspectives*, G. Gibbons, G. Rejda and M. Elliott., American Institutes for CPCU (1992); Insurance Information Institute.

Cumulative Number of WC Laws Passed, 1910-1920

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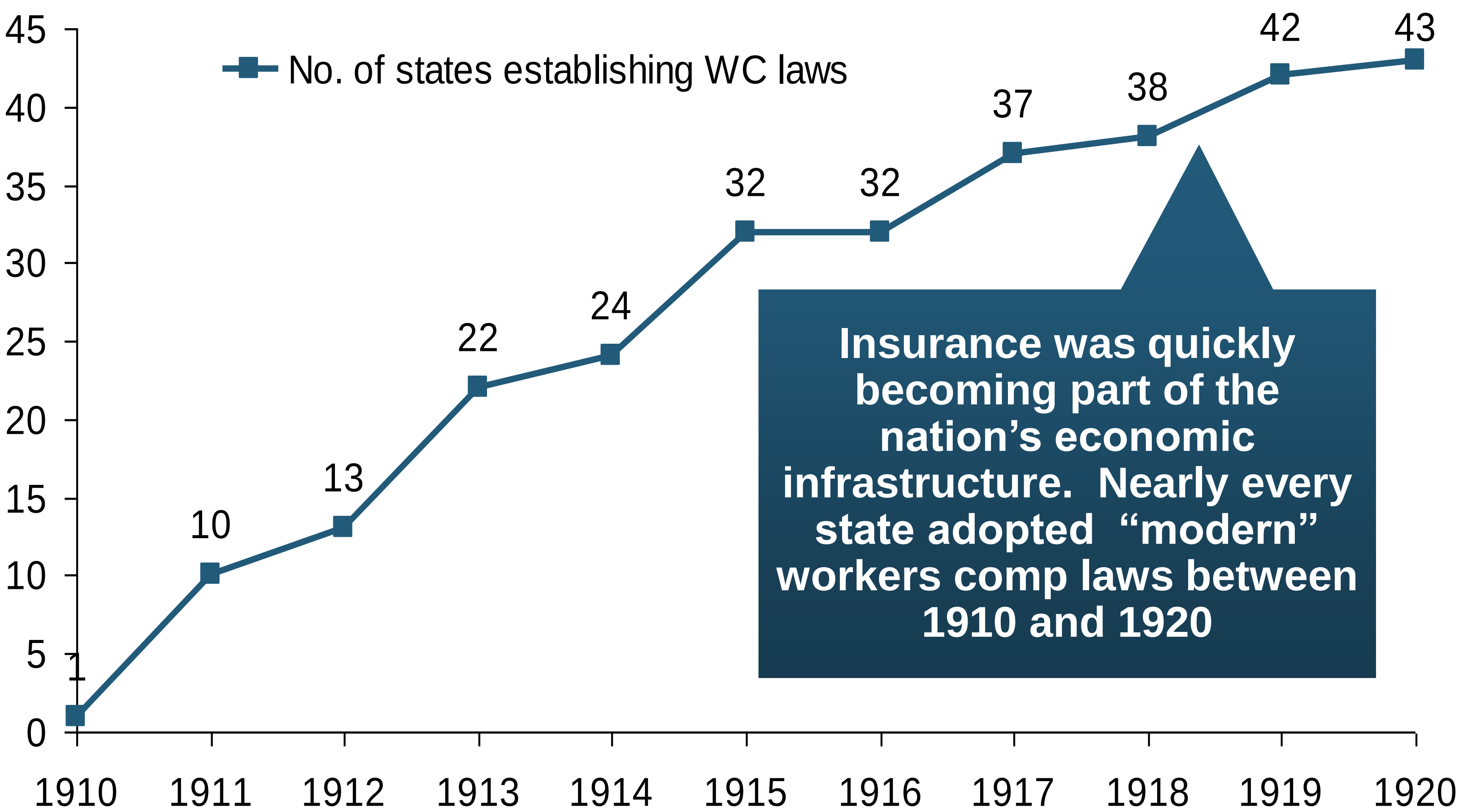

Source: http://eh.net/encyclopedia/article/fishback.workers.compensation; Insurance Information Institute.

Regulatory Wave #3

1910- 1943
The Genesis of Rate Regulation

Regulation Oversight Tightens, Especially Over Rates

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- **Armstrong Committee (1905) and Merritt Committee: NY investigations into alleged inappropriate practices of life and fire insurers, respectively**

- **Investigations led to calls for federal regulation of the insurance industry coming both from the critics and from some in the industry itself.**
  - **NJ Senator John Dryden (also President of Prudential Life) advocated for federal regulation in 1905 considering it *"infinitely preferable to the intolerable regulation [of the states]."* President Theodore Roosevelt that year even proposed that insurance be regulated and supervised by the Bureau of Corporation, but Congress did not act.**

- **Southeastern Underwriters Case: After ~20 years of experience with rating bureaus some states—led by Missouri—came to view insurers' actions through these bureaus as collusive.**
  - **A federal investigation was launched and in 1942 the US Justice Department charged the Southeastern Underwriters Association and 9 of its member insurers with violations of the Sherman Antitrust Act. [The SEUA was owned by 200 private stock fire insurers that controlled 90%+ of the business in 6 southeastern states.]**

- **Case was ultimately appealed to the Supreme Court which in 1944 stunned the industry by finding that the SEUA had violated antitrust law**

Sources: *Insurance Perspectives*, G. Gibbons, G. Rejda and M. Elliott., American Institutes for CPCU (1992); Insurance Information Institute.

Regulatory Wave #4

1944- Present

Reversing Course: A Massive Display of Federal Power in Insurance Regulation

Out With the Old…In With Dual Regulation

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- 1944 SEUA Supreme Court decision effectively overturned the 1869 Paul v. Virginia decision—after 75 years
- State <u>and</u> Federal regulation of insurance were <u>both</u> constitutional
  - This created an obvious dilemma with no obvious solution
  - Congress stepped into the void
- McCarran-Ferguson Act of 1945
  - Crafted a partial exemption of the business of insurance from the Sherman, Clayton and FTC Acts to the extent it is regulated by the states
  - Maintained that federal antitrust laws do apply in cases of boycott, coercion or intimidation
  - Widely misunderstood by industry critics (including occasionally some members of Congress) as a blanket exemption from antitrust statutes
- NAIC's 1946 All Industry Bill became the model law establishing a framework for regulation in the wake of McCarran-Ferguson
- Stringent rate regulation became the norm and by 1948 all states had enacted rate regulatory laws, usually in line with the All Industry Bill

Sources: *Insurance Perspectives*, G. Gibbons, G. Rejda and M. Elliott., American Institutes for CPCU (1992); Insurance Information Institute.

Regulatory Wave #5

1999- 2009

A Pulse of Deregulation

The Pendulum Swings: Financial Services Deregulation and Gramm-Leach-Bliley

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- By the late 1990s, years of bull markets and merger mania led to the view that Depression Era legislation such as Glass-Steagal (1933) prohibiting affiliations between commercial banks and securities firms were anachronistic
- Gramm-Leach-Bliley Act of 1999
  - Repealed Glass-Steagal
  - Allowed the formation of Financial Service Holding Companies that permitted combinations of banks, securities firms and insurers
- Preserved state-based regulation of insurance entities
- Had little impact on insurance industry in the US
- Only one major transaction involving an insurer took place—merger between Citi and Travelers in 1998
  - Travelers was spun off in 2002
- The idea of banks in insurance ("bancassurance") never caught on in the US but was somewhat popular in Europe until the financial crisis

Sources: *I*nsurance Information Institute research.

Regulatory Wave #6

<u>2008 - Present</u>

Crisis and Regulatory Fury

The Global Financial Crisis: The Pendulum Swings Again: Dodd-Frank & Systemic Risk

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- **Dodd-Frank Act of 2010: The implosion of the housing bubble and virtual collapse of the US banking system, the seizure of credit markets and massive government bailouts of US financial institutions led to calls for sweeping regulatory reforms of the financial industry**
- **Limiting Systemic Risk is at the Core of Dodd-Frank**
- **Designation as a Systemically Important Financial Institutional (SIFI) Will Result in Greater Regulatory Scrutiny and Heightened Capital Requirements**
- **Dodd-Frank Established Several Entities Impacting Insurers**
  - **Federal Insurance Office**
  - **Financial Stability Oversight Council**
  - **Office of Financial Research**
  - **Consumer Financial Protection Bureau**

The Global Financial Crisis: The Pendulum Swings Again: Dodd-Frank & Systemic Risk

- **Insurers—as Non-Bank Financial Institutions—Have Escaped Some, though Not All of the Most Draconian Provision of Dodd-Frank**
  - **In particular, small number of large insurers will (are) receiving a designations as Systemically Important Financial Institutions (SIFIs)**
- **Insurers Generally Reject the Notion that Insurance Is Systemically Risky (or that any Individual Insurer is Systemically Important)**
- **Such a Designation Makes the Fed the Penultimate Regulator**
- **To Date: AIG, Prudential Have Been Designated as non-bank SIFIs by the FSOC**
  - **MetLife is still under evaluation**
- **Fed Reserve Seems Open to Developing a Tailored Capital Requirement Approach for Insurers**
  - **Conflicting language in the DFA make this somewhat difficult**
  - **SIFIs may need Fed approval to repurchase shares on increase dividend**

Regulatory Wave #7

2010 - Present

Global Crises, Global Response

Global Financial Crises & Global Systemic Risk

- **The Global Financial Crisis Prompted the G-20 Leaders to Request that the Financial Stability Board (FSB) Assess the Systemic Risks Associated with SIFIs, Global-SIFIs in Particular**

- **In July 2013, the FSB Endorsed the International Association of Insurance Supervisors Methodology for Identifying Globally Systemically Important Insurers (G-SIIs)**

- **For Each G-SII, the Following Will Be Required:**

  (i) Recovery and resolution plans

  (ii) Enhanced group-wide supervision

  (iii) Higher loss absorbency (HLA) requirements

- **G-SIIs as Designated by the FSB as of July 2013:**

Allianz SE	**AIG**	**Assicurazioni Generali**
Aviva	**Axa**	**MetLife**
Ping An	**Prudential Financial**	**Prudential plc**

Global Financial Crises & Global Systemic Risk: Key Dates

Implementation Date	Action
July 2013	Designation of G-SIIs (annual updates thereafter beginning Nov. 2014)
July 2014	FSB to make a decision on the G-SII status of, and appropriate risk mitigating measures for major reinsurers
By G-20 Summit 2014	IAIS to develop backstop capital requirements to apply to all group activities, incl. non-ins. subs.
End 2015	IAIS to develop HLA requirements that will apply to G-SIIs staring in 2019
January 2019	G-SIIs to apply HLA requirements

Sources: Financial Stability Board, *"Globally Systemically Important Insurers (G-SIIs) and the Policy Measures that Will Apply to Them,"* July 18, 2013.

Global Financial Crises & Global Systemic Risk…There's More…

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- **IAIS Also Plans to Develop the First-Ever Risk-Based Global Insurance Capital Standards by 2016**
- **Would be Tested in 2017-2018; Implemented in 2019**
- **Would Be Included as Part of ComFrame and Apply to Internationally Active Insurance Groups (IAIGs): ~50 IAIGs Designations Likely**
- **While Flexibility May Exist within the Standards, Doubts in the US Are Likely to Be Strong**
  - **Concern that the standards may be bank-centric**
  - **Questions as to whether such standards are even needed:**
  - ***"Although US state insurance regulators continue to have doubts about the timing, necessity and complexity of developing a global capital standard given regulatory differences around the globe, we intend to remain fully engaged in the process to ensure that any development augments the strong legal entity capital requirements in the US that have provided proven and tested security for US policyholders and stable insurance markets for consumers and industry." --NAIC President Ben Nelson (P/C 360, Oct. 16, 2013)***

Regulatory Wave #8

Time Immemorial → End of Time

Shadow Regulators

Shadow Regulators—A New and Unpredictable Regulatory Concern?

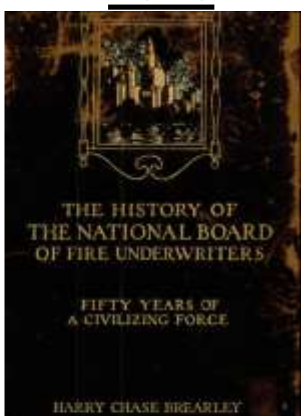
- How Many Insurance Regulators Are There?
- 50 State Departments of Insurance
- 50 State Attorneys General, 50 Governors
- Thousands of State Legislators, Hundreds in Congress
- New Federal Entities (FIO, FSOC) and Fed
- Global Entities (IAIS, FSB)?
- Eliot Spitzer and contingent commission issue
  - Little substance to his accusations

- MS AG Jim Hood—post-Katrina in wind vs. water dispute
- Former Florida Governor Charlie Christ on rates, deductibles
- Governors on hurricane deductibles post-Sandy
- Shadow Regulators: A Source of Moral Hazard

Sources: Insuce Information Institute.

Insurance Regulation and the Great Arc of the History

<table>
<tr><th>That Was Then…</th><th>This is Now…</th></tr>
<tr><td>"…misguided zealots, honest in intention but without knowledge of the special problems of underwriting present the greatest danger. They usually are the authors of the most revolutionary plans and their pride of authorship makes them the most impatient of correction."</td><td>"Overzealous regulators are endangering the vigour, competitiveness and diversity of insurers in the US."</td></tr>
<tr><td>"Public enjoyment of fair rates, sound protection, prompt adjustments, and freedom from discrimination is not due…to unwilling virtue under compulsion, but to the underwriters' knowledge that any other course would be unprofitable—bad business."</td><td>"If a policy is priced in a certain way on a certain basis, we cannot allow the terms and conditions simply to be overturned by political considerations."</td></tr>
<tr><td><u>1916</u>



</td><td><u>2013 (Oct. 21)</u>

</td></tr>
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Shadow Regulators—A New and Unpredictable Regulatory Concern?

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- **Is the Phenomenon of Shadow Regulators Really a New One?**
  - ***"…one turns with a feeling of surprise, of bewilderment, to the intense activity of…state legislators fairly seething with legislation on fire insurance. Why should there be 2,500 bills in a single year unless the subject be one of immediate and overwhelming emergency…Many of the bills introduced are conceived in a spirit of indiscriminate hostility…from the time immemorial, politicians of a certain type have sought to pose as defenders of the people from the aggressions of capital…The politician has learned that popularity and applause may be most quickly attained by attacking largeness…'Big-game' hunting…brings its political rewards. Fire insurance companies seem to be the most accessible of the larger fauna."***
    - ***Harry Chase Stokes, The History of the National Board of Fire Underwriters: Fifty Years of a Civilizing Force*, 1916.**

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Future Shock

Waves of Risk for the Immediate Future

Affordable Care Act ("ObamaCare"): A Rocky Start

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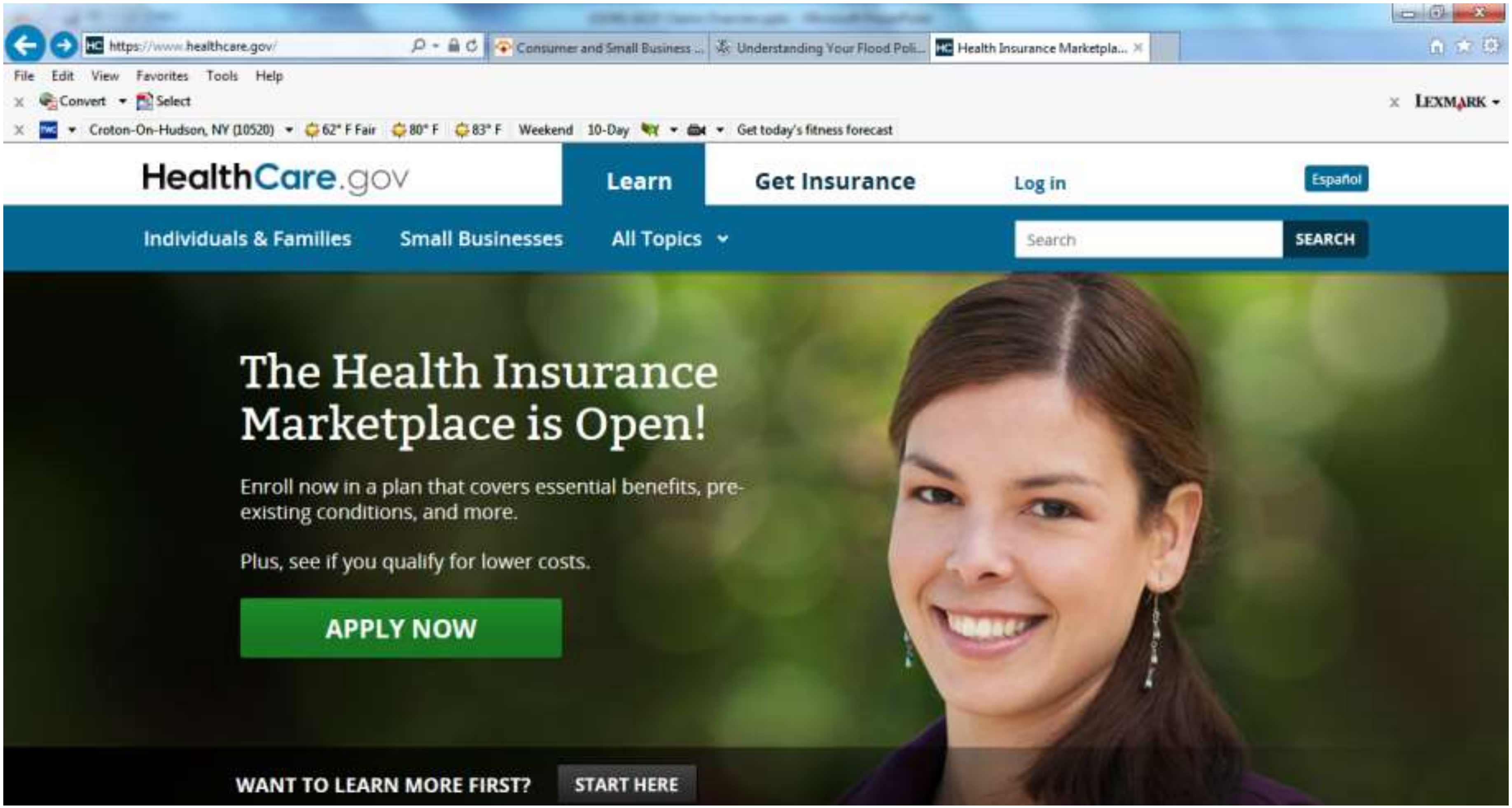
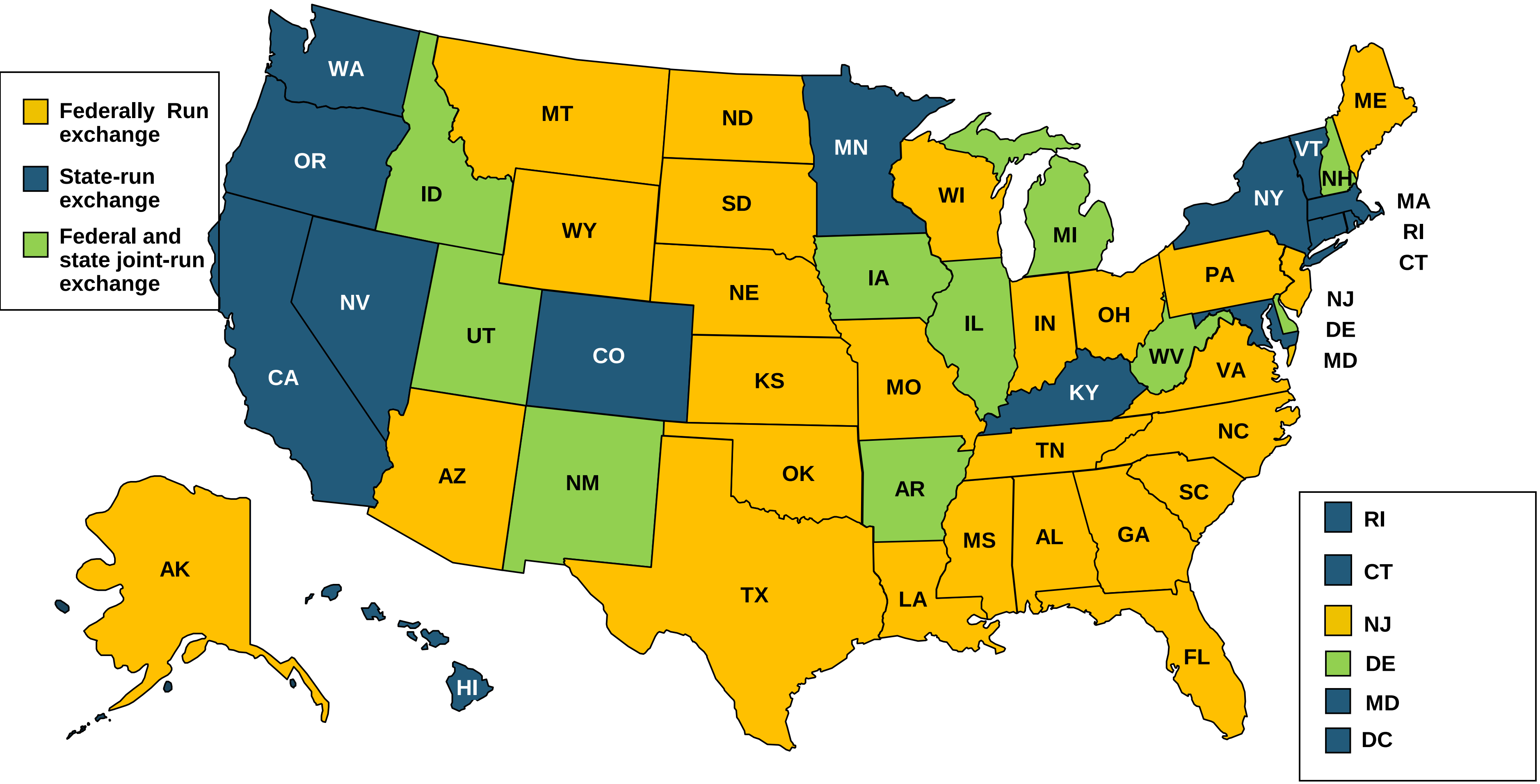
Health Insurance Marketplaces Are Open But Remain a Logistical and Political Nightmare



Sources: Screen capture on Oct. 1, 2013 from www.HealthCare.gov; Insurance Information Institute.

States of Play | Management of Health-Insurance Exchanges

Some states are running new health-insurance exchanges on their own. Other are leaving some or all of the task to the federal government.



Source: Wall Street Journal, September 20, 2013.

Affordable Care Act ("ObamaCare"): Grand Opening October 1

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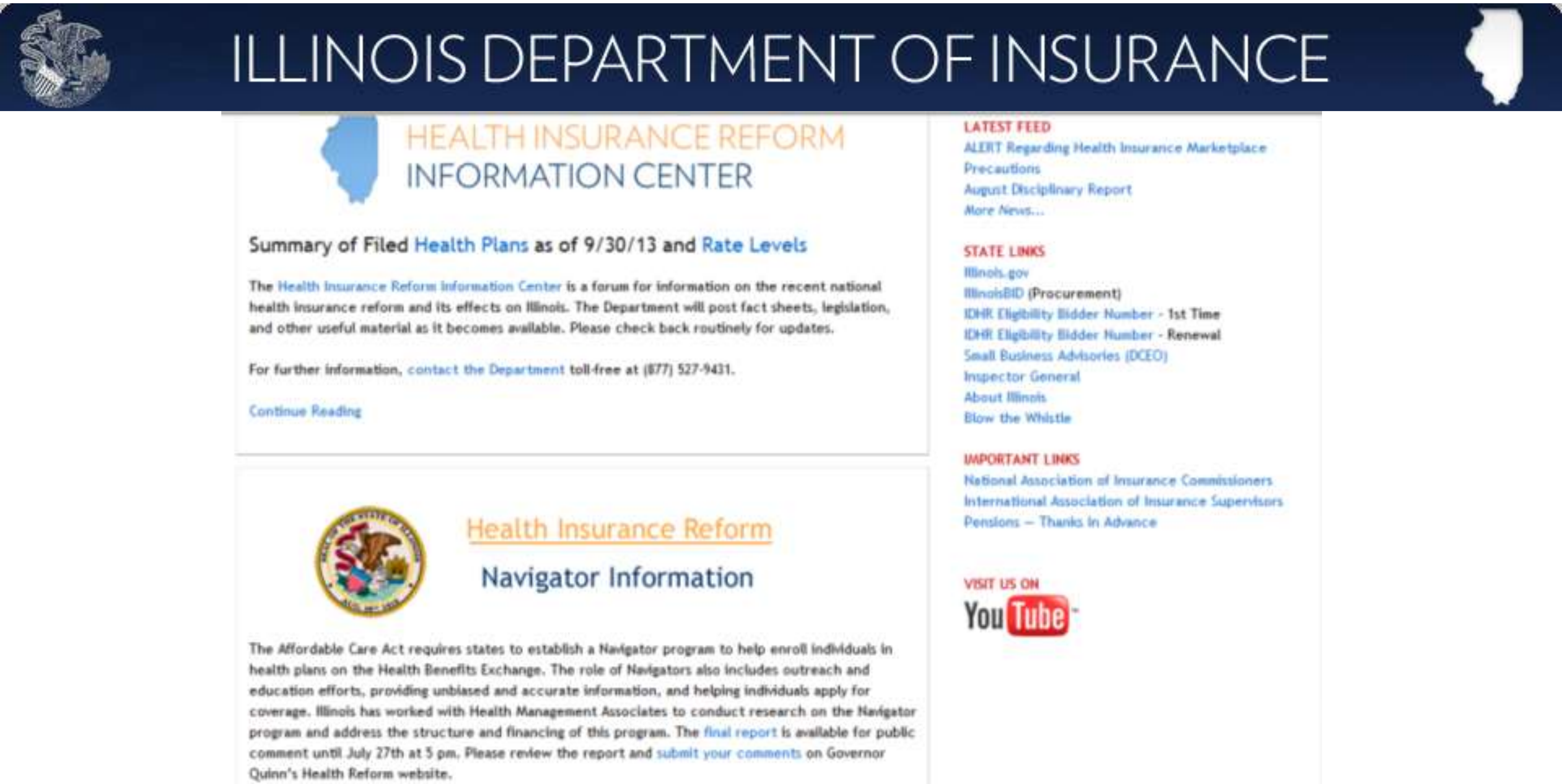
Health Insurance Marketplaces But Info About Health Insurance Is Much More Available on Some State's Websites Than Others



ILLINOIS DEPARTMENT OF INSURANCE

HEALTH INSURANCE REFORM
INFORMATION CENTER

Summary of Filed Health Plans as of 9/30/13 and Rate Levels

The Health Insurance Reform Information Center is a forum for information on the recent national health insurance reform and its effects on Illinois. The Department will post fact sheets, legislation, and other useful material as it becomes available. Please check back routinely for updates.

For further information, contact the Department toll-free at (877) 527-9431.

Continue Reading

Health Insurance Reform

Navigator Information

The Affordable Care Act requires states to establish a Navigator program to help enroll individuals in health plans on the Health Benefits Exchange. The role of Navigators also includes outreach and education efforts, providing unbiased and accurate information, and helping individuals apply for coverage. Illinois has worked with Health Management Associates to conduct research on the Navigator program and address the structure and financing of this program. The final report is available for public comment until July 27th at 5 pm. Please review the report and submit your comments on Governor Quinn's Health Reform website.

LATEST FEED

ALERT Regarding Health Insurance Marketplace Precautions

August Disciplinary Report

More News...

STATE LINKS

Illinois.gov

IllinoisBID (Procurement)

IDHR Eligibility Bidder Number - 1st Time

IDHR Eligibility Bidder Number - Renewal

Small Business Advisories (DCEO)

Inspector General

About Illinois

Blow the Whistle

IMPORTANT LINKS

National Association of Insurance Commissioners

International Association of Insurance Supervisors

Pensions – Thanks in Advance

VISIT US ON

YouTube

Sources: Screen capture on Oct. 24, 2013 from Insurance.Illinois.gov; Insurance Information Institute.

Affordable Care Act ("ObamaCare"): Grand Opening October 1

Health Insurance Marketplaces But Info About Health Insurance Is Much More Available on Some State's Websites Than Others

Sources: Screen capture on Oct. 24, 2013 from TDI.Texas.gov ; Insurance Information Institute.

Risk & Insurance

U.S. and Global Perspective

Is the World Becoming a Riskier, More Uncertain Place?

Uncertainty, Risk and Fear Abound: Insurance Can Help Mitigate Risk

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- Economic Issues in US, Europe
- Weakness in China/Emerging Economies
- Political Gridlock in the US, Europe, Japan
- Fiscal Imbalances
- Monetary Policy/Tapering/Low Interest Rates
- Unemployment
- Political Upheaval in the Ukraine, Middle East
  - Argentina, Venezuela, Thailand
- Resurgent Terrorism Risk
- Diffusion of Weapons of Mass Destruction
- Cyber Attacks
- Record Natural Disaster Losses
- Climate Change
- Environmental Degradation
- Income Inequality
- (Over)Regulation

Are “Black Swans” everywhere or does it just seem that way?

5 Major Categories for Global Risks, Uncertainties and Fears: Insurance Solutions

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1. **Economic Risks**
2. **Geopolitical Risks**
3. **Environmental Risks**
4. **Technological Risks**
5. **Societal Risks**

While risks can be broadly categorized, none are mutually exclusive

Source: Adapted from World Economic Forum, *Global Risks 2014*; Insurance Information Institute.

Top 5 Global Risks in Terms of *Likelihood*, 2007—2014: Insurance Can Help With Most

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	2007	2008	2009	2010	2011	2012	2013	2014
1st	Breakdown of critical information infrastructure	Asset price collapse	Asset price collapse	Asset price collapse	Storms and cyclones	Severe income disparity	Severe income disparity	Income disparity
2nd	Chronic disease in developed countries	Middle East instability	Slowing Chinese economy (<6%)	Slowing Chinese economy (<6%)	Flooding	**Chronic fiscal** imbalances	**Chronic fiscal** imbalances	Extreme weather events
3rd	Oil price shock	Failed and failing states	Chronic disease	Chronic disease	Corruption	Rising greenhouse gas emissions	Rising greenhouse gas emissions	Unemployment and underemployment
4th	China economic hard landing	Oil and gas price spike	Global governance gaps	Fiscal crises	Biodiversity loss	Cyber attacks	Water supply crises	Climate change
5th	Asset price collapse	Chronic disease, developed world	Retrenchment from globalization (emerging)	Global governance gaps	Climate change	Water supply crises	Mismanagement of population ageing	Cyber attacks

Economic | Environmental | Geopolitical | Societal | Technological

In 2014, societal and environmental issues dominated frequency concerns

Concerns Shift Considerably Over Short Spans of Time. 2014 Includes a Mix of Environmental Economic, Social and Environmental Risks

Source: World Economic Forum, *Global Risks 2014*; Insurance Information Institute.

Top 5 Global Risks in Terms of *Impact*, 2007—2014: Insurance Can Help With Most

	2007	2008	2009	2010	2011	2012	2013	2014
1st	Asset price collapse	Asset price collapse	Asset price collapse	Asset price collapse	Fiscal crises	Major systemic **financial failure**	Major systemic **financial failure**	Fiscal crises
2nd	Retrenchment from globalization	Retrenchment from globalization (developed)	Retrenchment from globalization (developed)	Retrenchment from globalization (developed)	Climate change	Water supply crises	Water supply crises	Climate change
3rd	Interstate and civil wars	Slowing Chinese economy (<6%)	Oil and gas price spike	Oil price spikes	Geopolitical **conflict**	Food shortage crises	**Chronic fiscal** imbalances	Water crises
4th	Pandemics	Oil and gas price spike	Chronic disease	Chronic disease	Asset price collapse	**Chronic fiscal** imbalances	**Diffusion of** weapons of mass destruction	Unemployment and underemployment
5th	Oil price shock	Pandemics	Fiscal crises	Fiscal crises	Extreme energy price volatility	Extreme volatility in energy and agriculture prices	Failure of climate change adaptation	Critical information infrastructure breakdown

Economic Environmental Geopolitical Societal Technological

In 2014, economic and environmental issues dominated severity concerns

Concerns Over the Impacts of Economics Risks Remained High in 2014, but Societal, Environment and Technological Risks Also Loom Large

Source: World Economic Forum, *Global Risks 2014*; Insurance Information Institute.

Data Breaches 2005-2013, by Number of Breaches and Records Exposed

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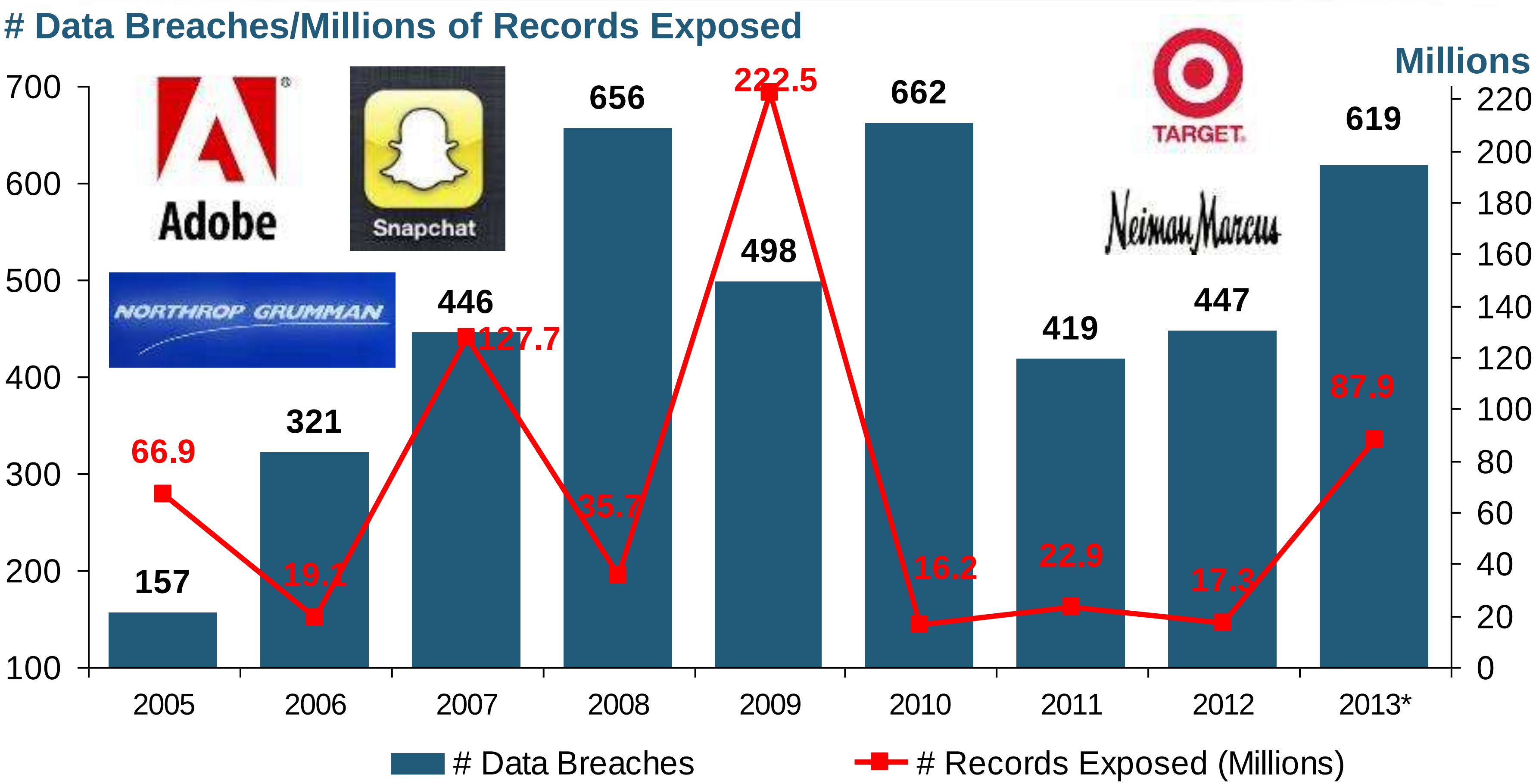

The Total Number of Data Breaches (+38%) and Number of Records Exposed (+408%) in 2013 Soared

* 2013 figures as of Jan. 1, 2014 from the ITRC updated to an additional 30 million records breached (Target) as disclosed in Jan. 2014.
Source: Identity Theft Resource Center.

Over the Last Three Decades, Total Tort Costs as a % of GDP Appear Somewhat Cyclical, 1980-2013E

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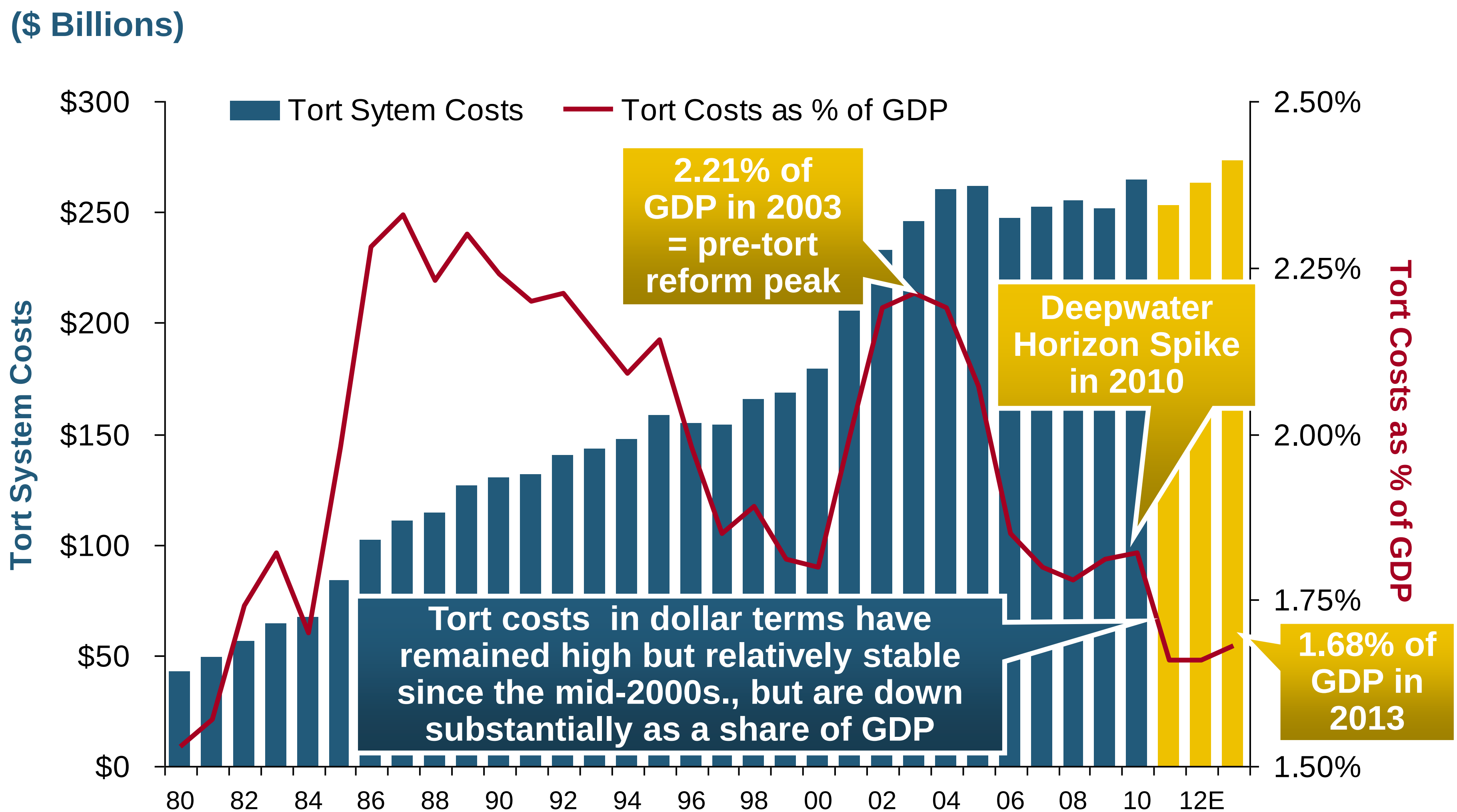


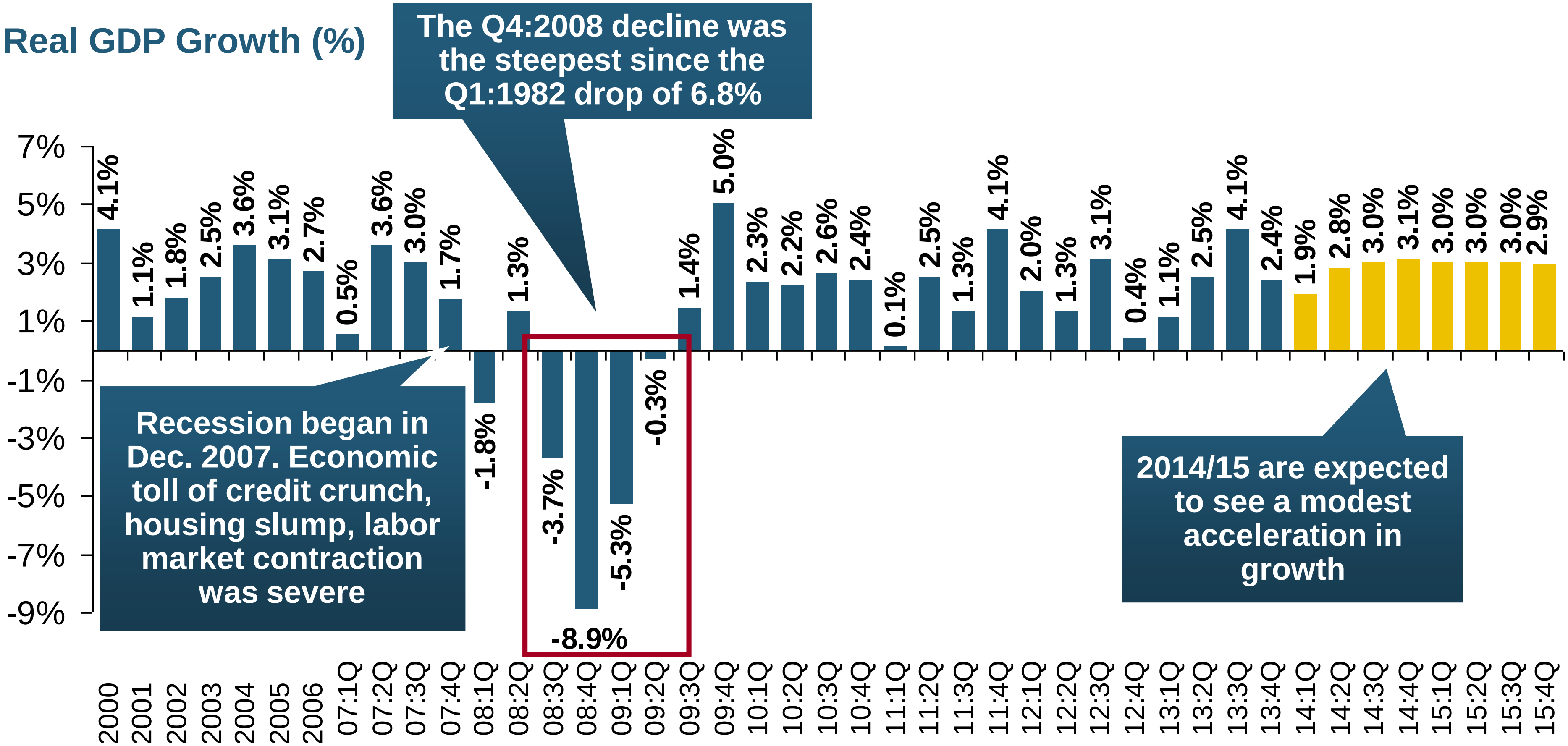
Sources: Towers Watson, *2011 Update on US Tort Cost Trends*, Appendix 1A

Globalization: The Global Economy Creates and Transmits Risks

Globalization Is a Double Edged Sword—Creating Opportunity and Wealth But Potentially Creating and Amplifying Risk

Emerging vs. "Advanced" Economies

US Real GDP Growth*

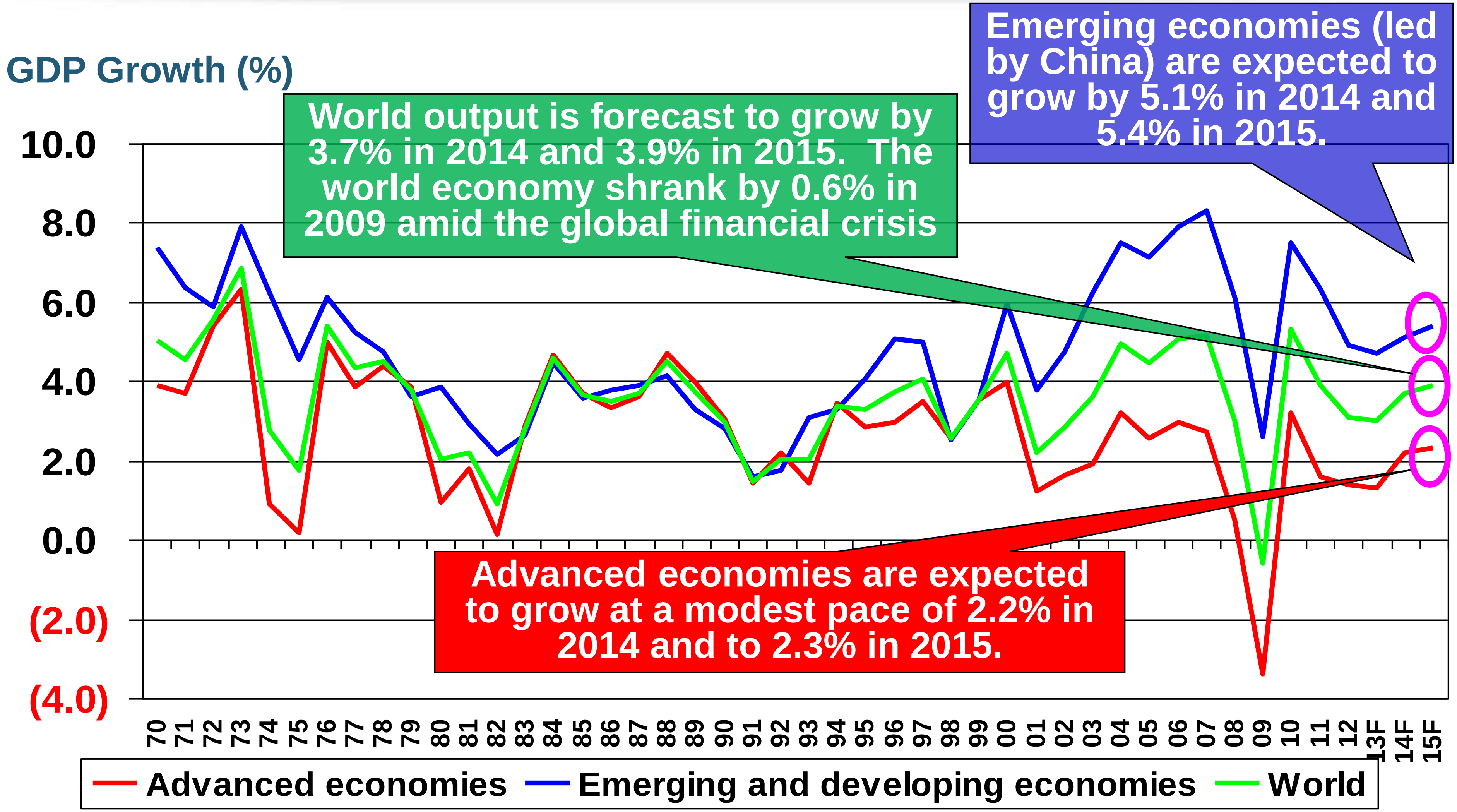


Demand for Insurance Should Increase in 2014/15 as GDP Growth Accelerates Modestly and Gradually Benefits the Economy Broadly

* Estimates/Forecasts from Blue Chip Economic Indicators.

Source: US Department of Commerce, Blue Economic Indicators 3/14; Insurance Information Institute.

GDP Growth: Advanced & Emerging Economies vs. World, 1970-2015F



Source: International Monetary Fund, *World Economic Outlook* , January 2014 *WEO Update*; Ins. Info. Institute.

Real GDP Growth Forecasts: Major Economies: 2011 – 2015F

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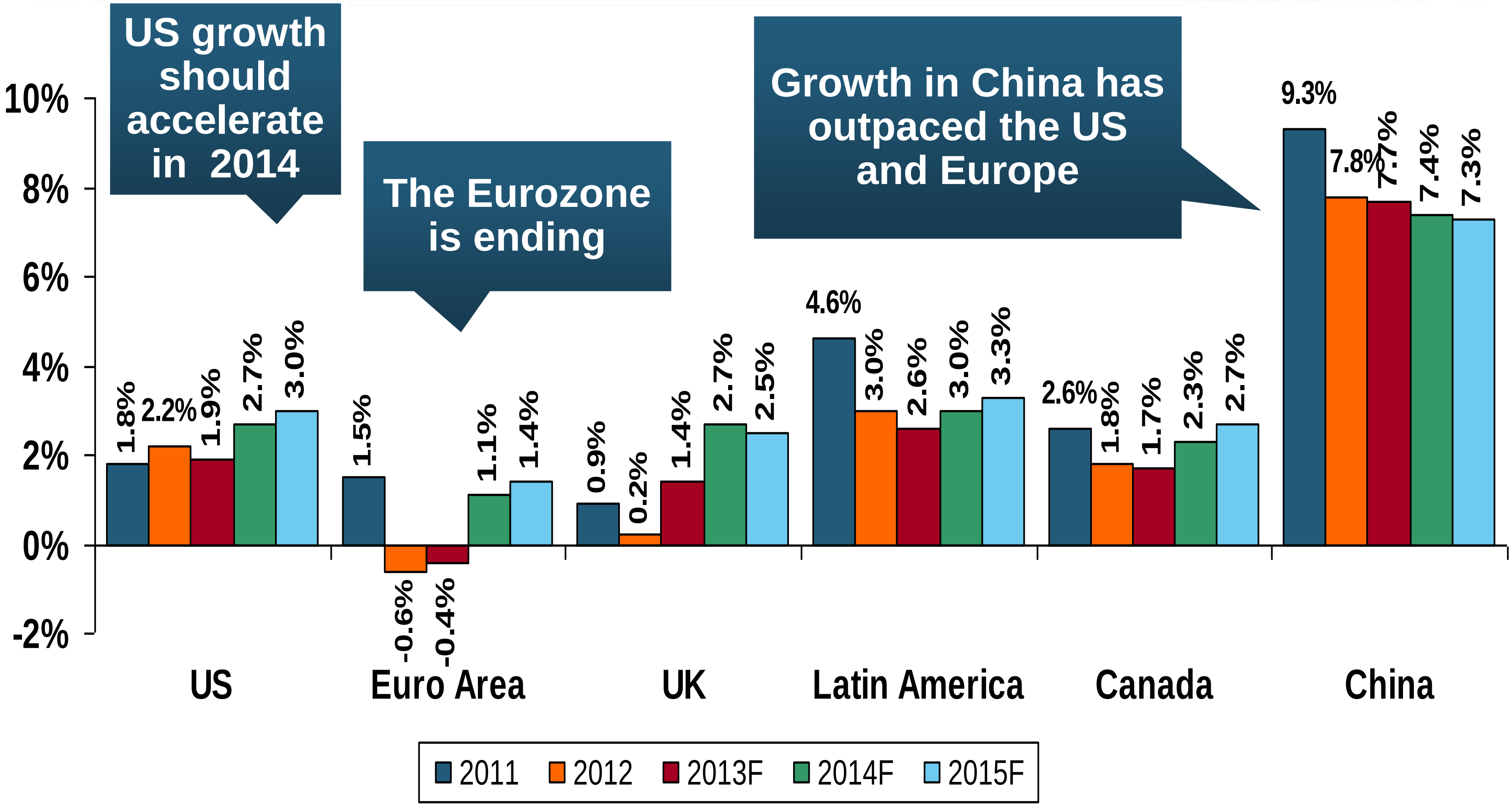

Growth Prospects Vary Widely by Region: Growth Returning in the US, Recession in the Eurozone, Some strengthening in Latin America

Sources: Blue Chip Economic Indicators (2/2014 issue); IMF; Insurance Information Institute.

Real GDP Growth Forecasts: Selected Economies: 2011 – 2014F

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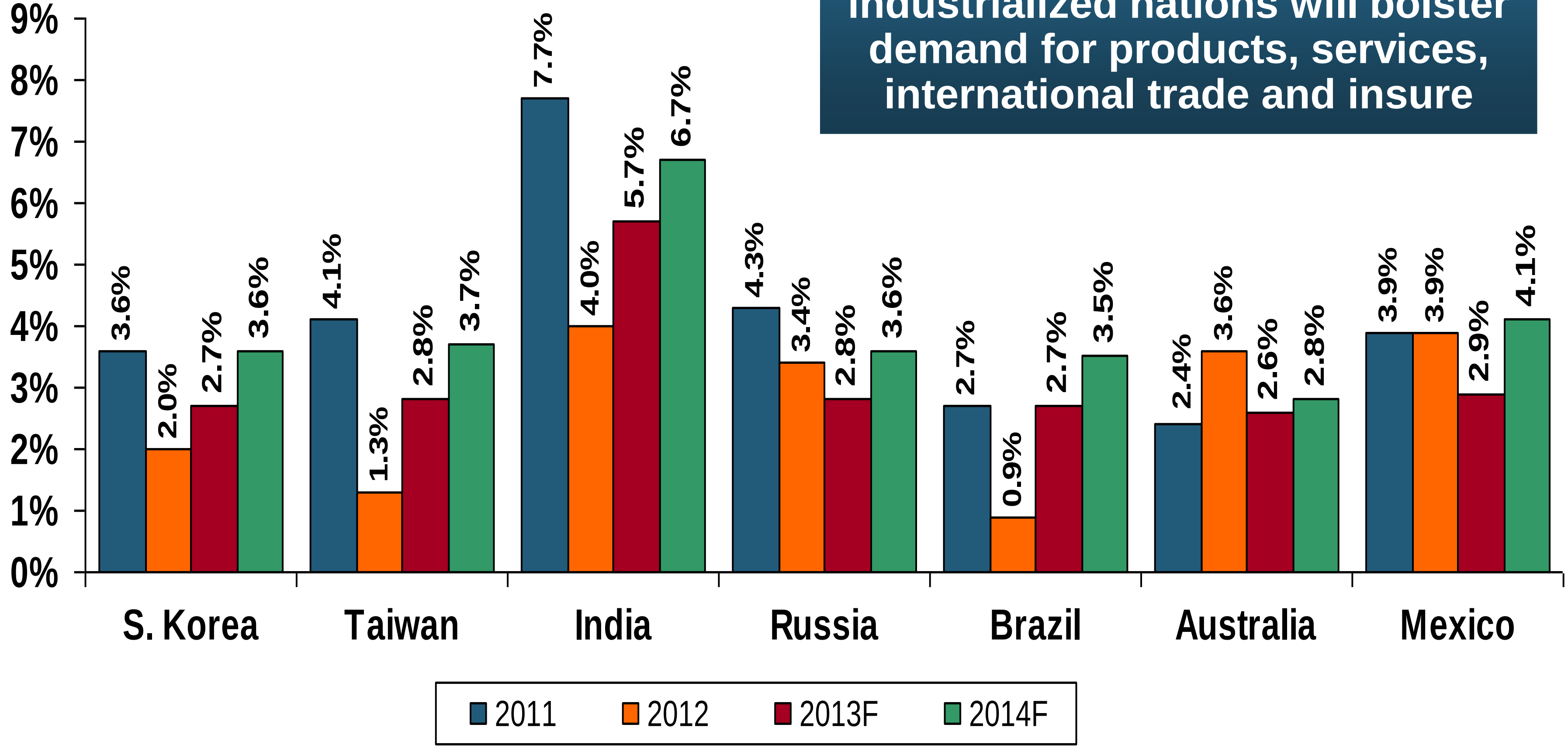
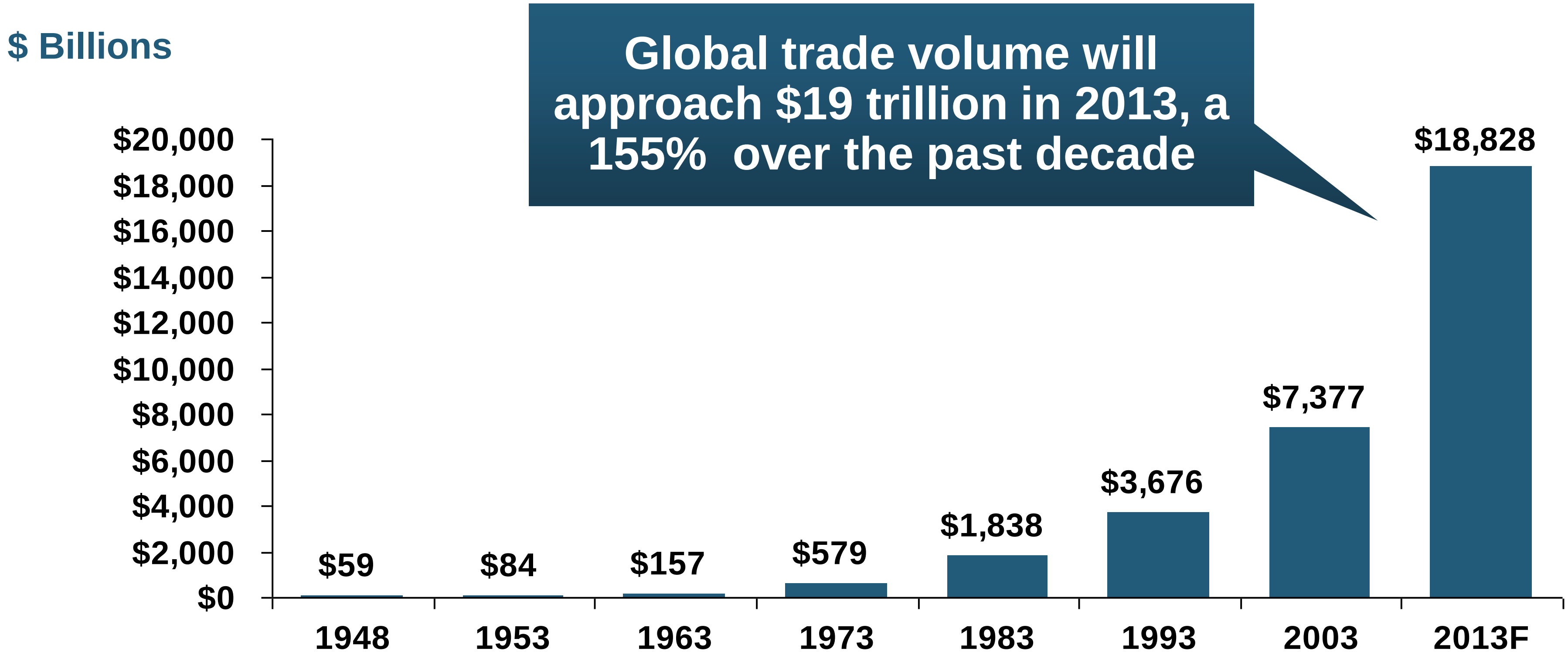
Strong economies in smaller industrialized nations will bolster demand for products, services, international trade and insure



Growth Outside the US, Europe and Japan is Relatively Strong

Sources: Blue Chip Economic Indicators (9/2013 issue); Insurance Information Institute.

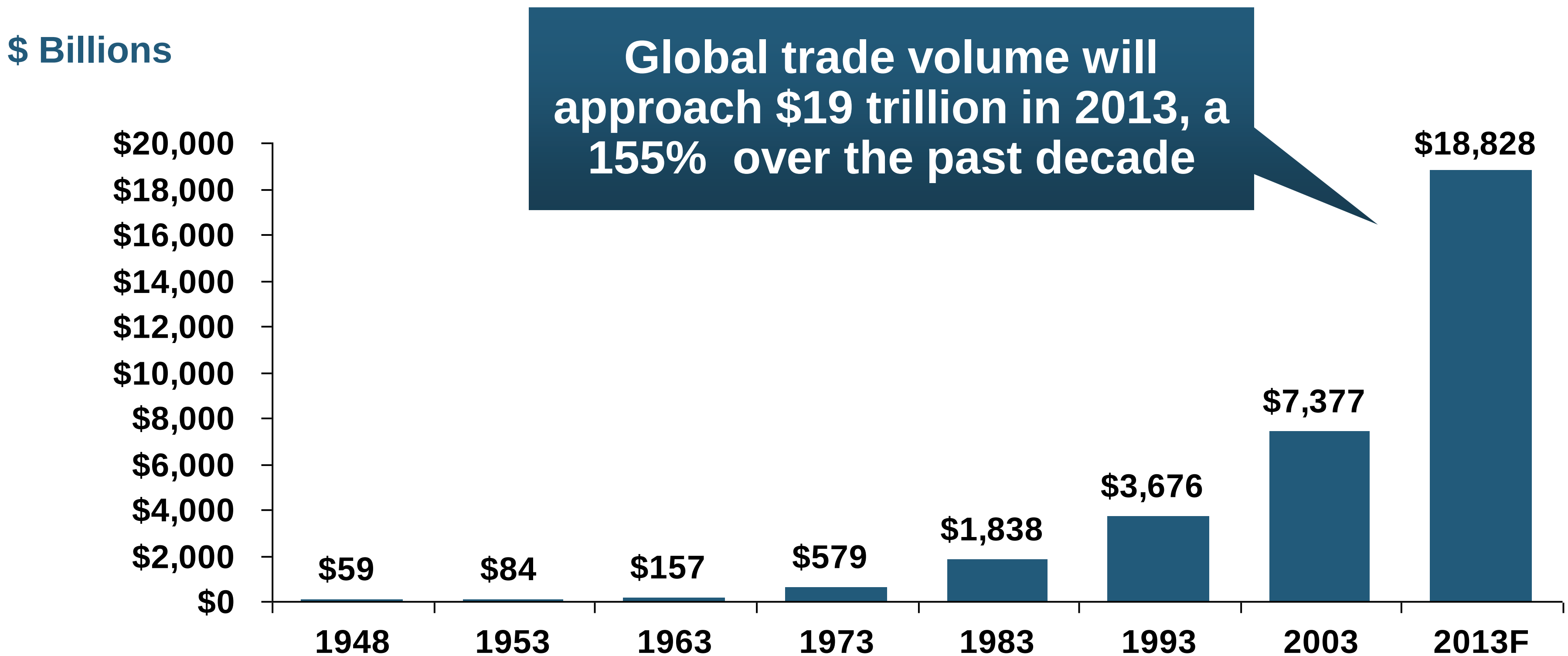
Global GDP: 1948—2013F



Insurance Regulation Will Necessarily Become More Transnational, Following Patterns of Global Economic Growth, the Creation of New Insurable Exposures and International Capital Flows

Sources: World Trade Organization data through 2011; Insurance Information Institute estimate for 2013 based on IMF forecasts as of July 2013.

World Trade Volume: 1948—2013F



Insurance Regulation Will Necessarily Become More Transnational, Following Patterns of Global Economic Growth, the Creation of New Insurable Exposures and International Capital Flows

Sources: World Trade Organization data through 2011; Insurance Information Institute estimate for 2013 based on IMF forecasts as of July 2013.

World Population Growth: 2010—2100F

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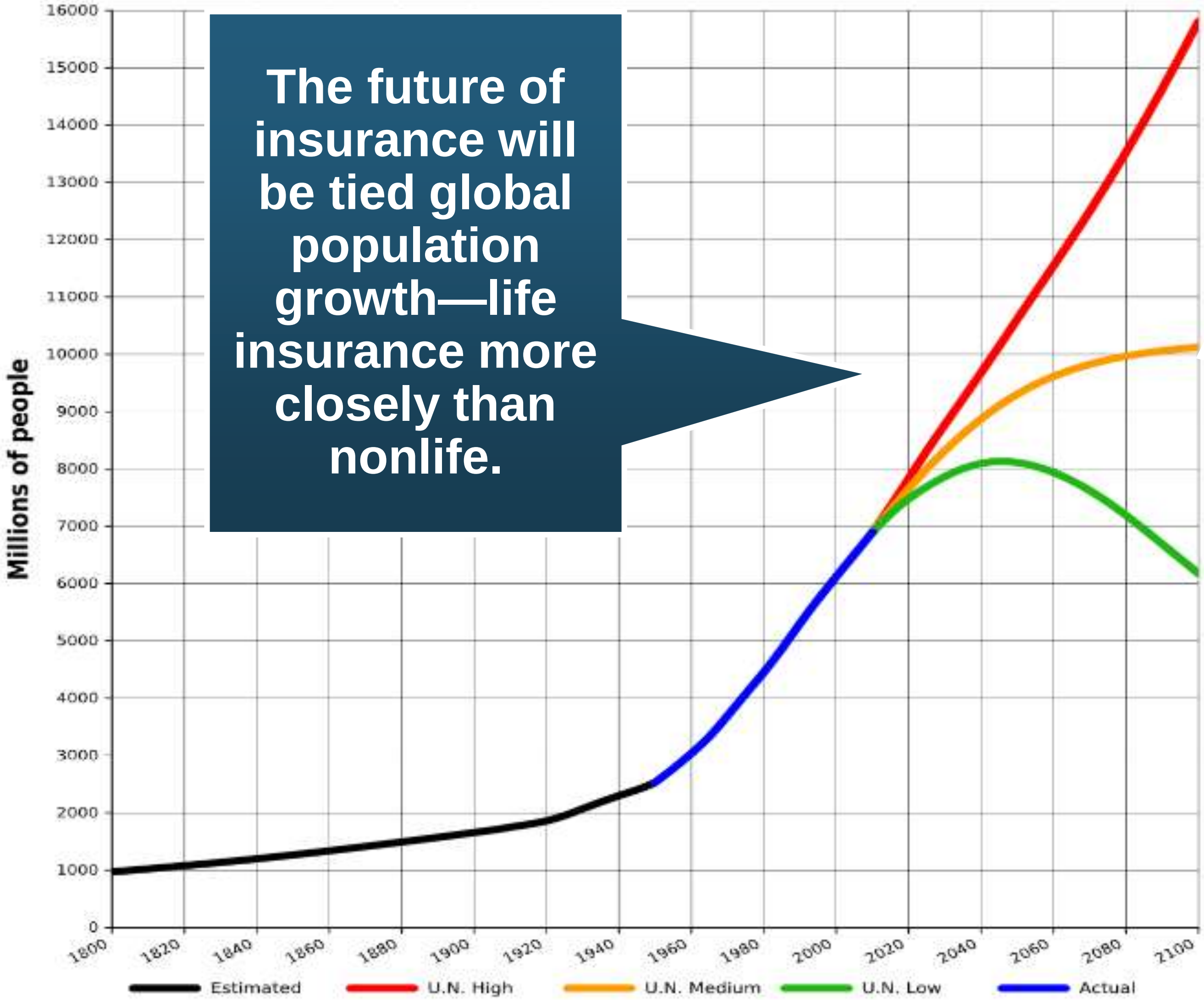
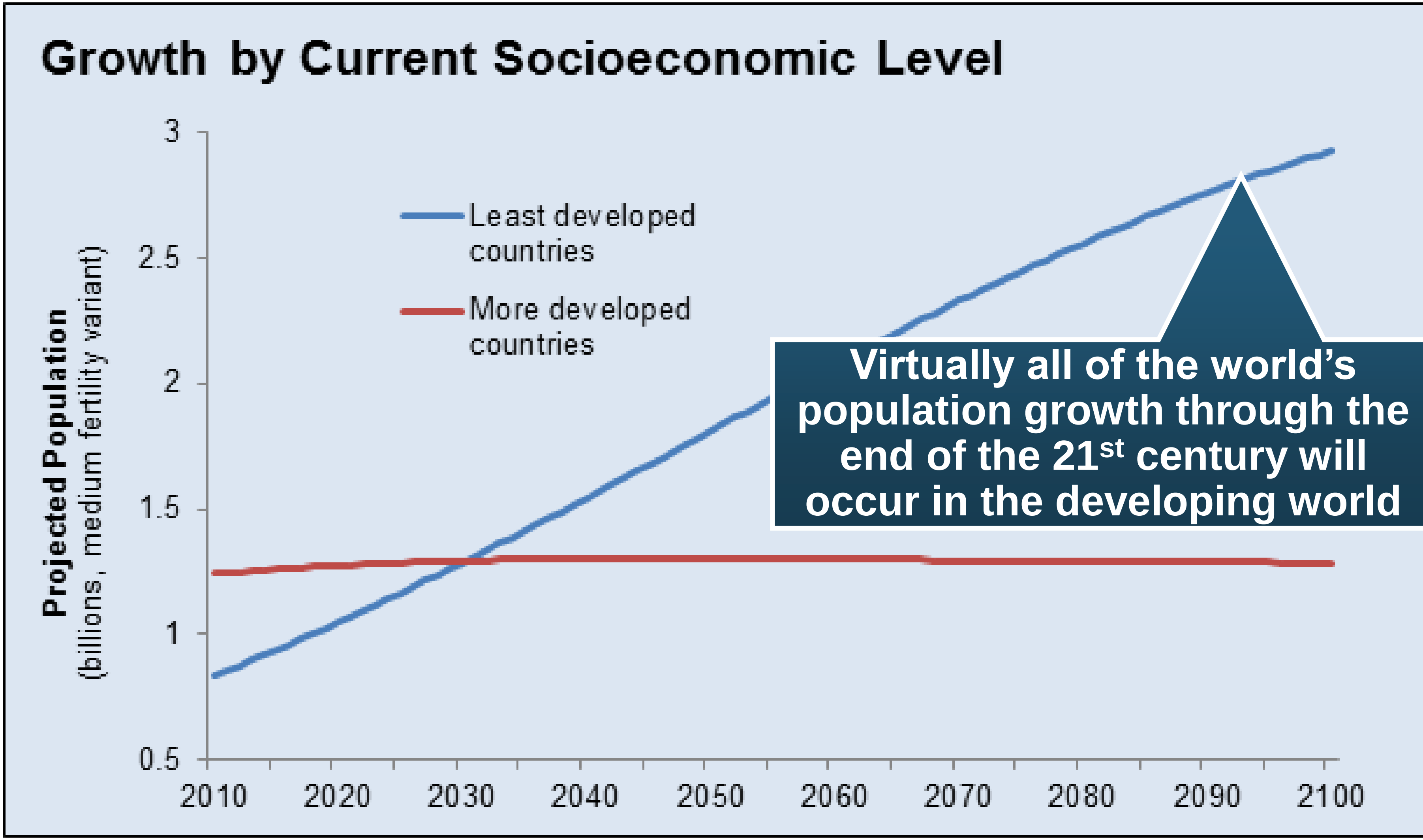


The future of insurance will be tied global population growth—life insurance more closely than nonlife.

Mid-range scenarios suggest a massive slowdown in the number of available lives to insure. Growth will be increasing dependent on product penetration rates in emerging economies

Sources: United Nations, World Population Prospects, June 13, 2013; Insurance Information Institute .

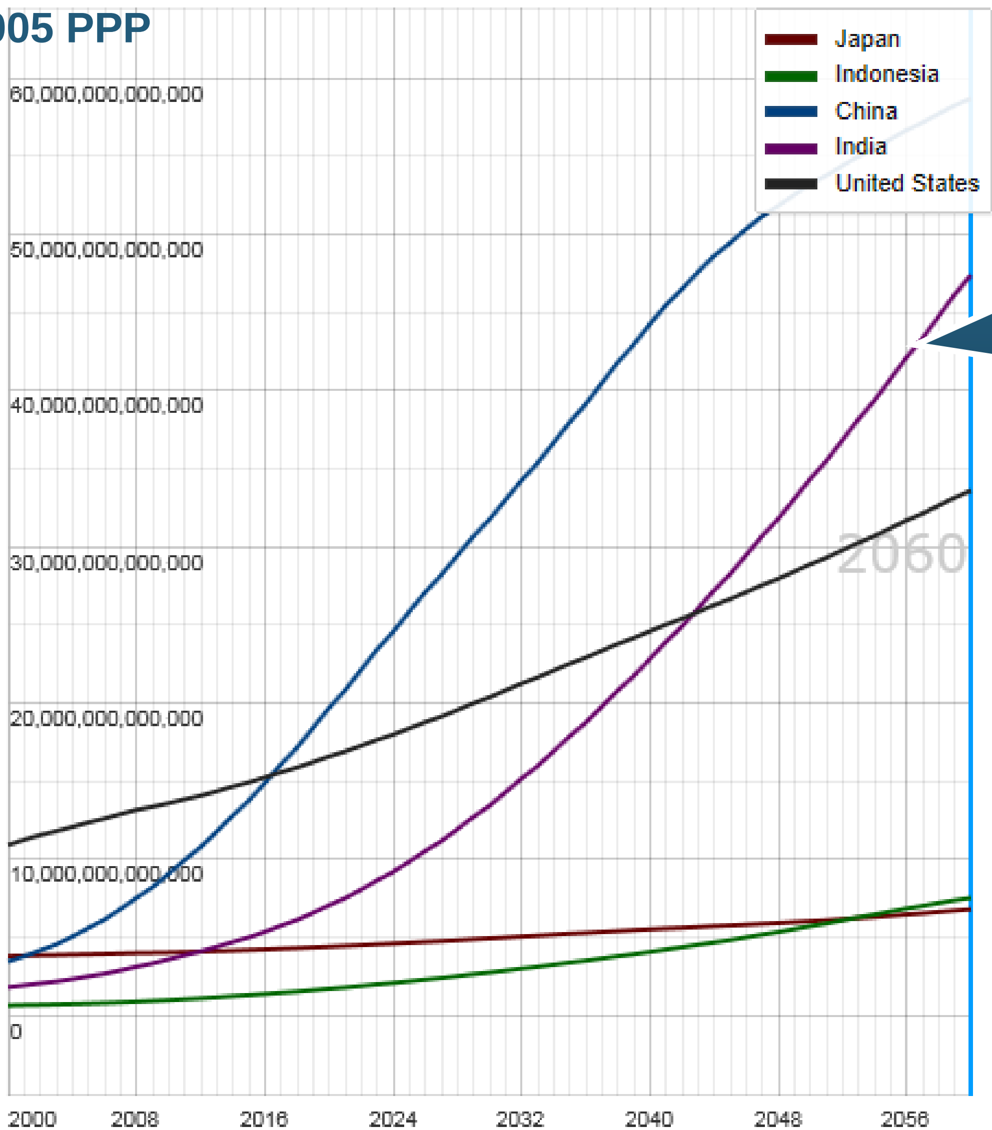
Population Growth: Developed vs. Less Developed Countries 2010—2100F



Sources: United Nations, World Population Prospects, June 13, 2013; Insurance Information Institute .

Potential Output of Total Economy: US, China, India, Indonesia and Japan, 2000-2060F

$ 2005 PPP



Growth in economic output will be concentrated in certain developing economies such as China and India

China will likely become the world's largest economy between 2025 and 2030

Source: OECD; Insurance Information Institute .

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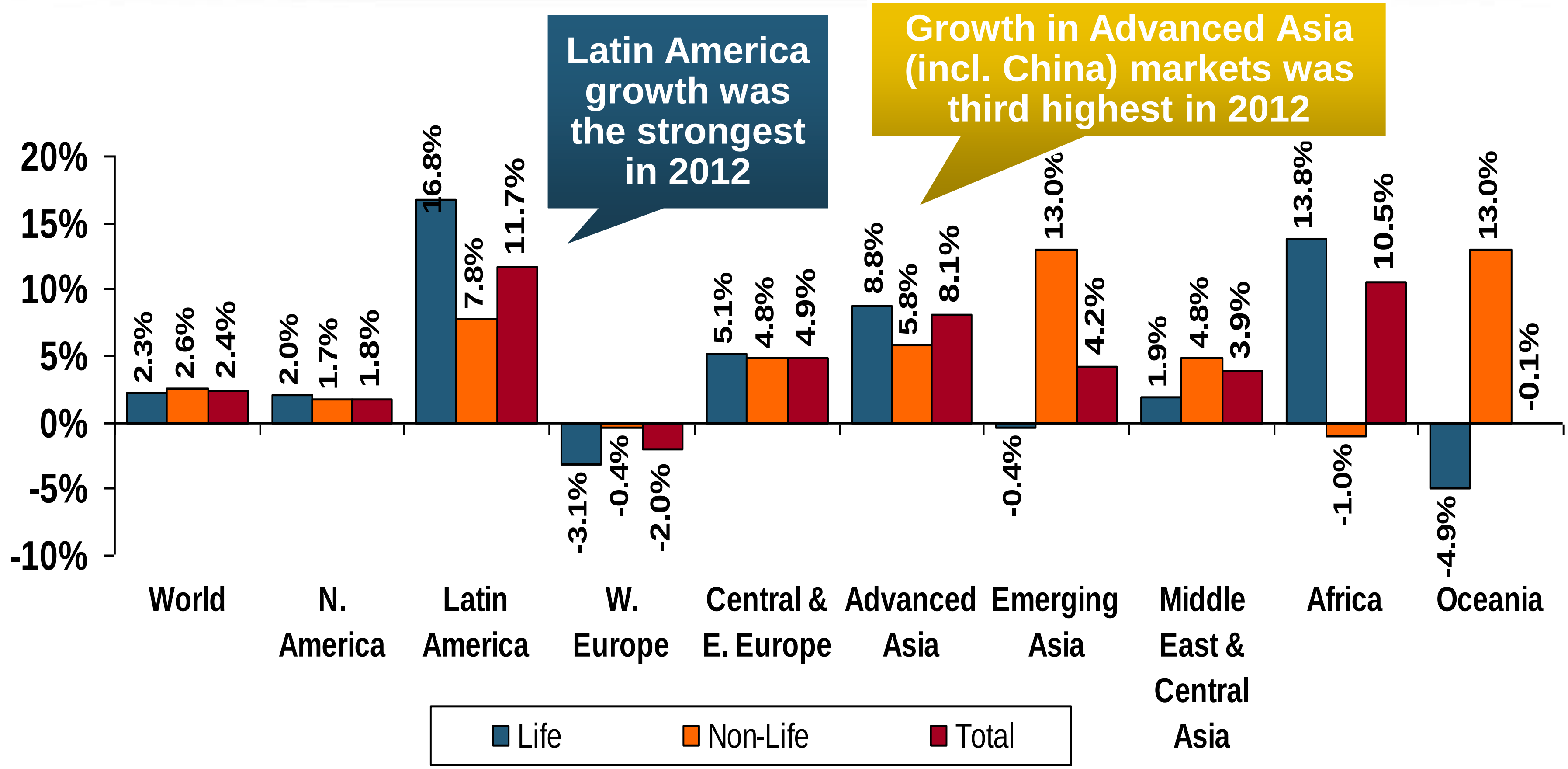
Global Insurance Premium Growth Trends: Life and Non-Life

Growth Is Uneven Across Regions and Market Segments

Premium Growth by Region, 2012



Global Premium Volume Totaled $4.613 Trillion in 2012, up 2.4% from $4.566 Trillion in 2011. Global Growth Was Weighed Down by Slow Growth in N. America and W. Europe and Partially Offset by Emerging Markets

Source: Swiss Re, *sigma*, No. 3/2013.

Distribution of Global Insurance Premiums, 2012 ($ Trillions)

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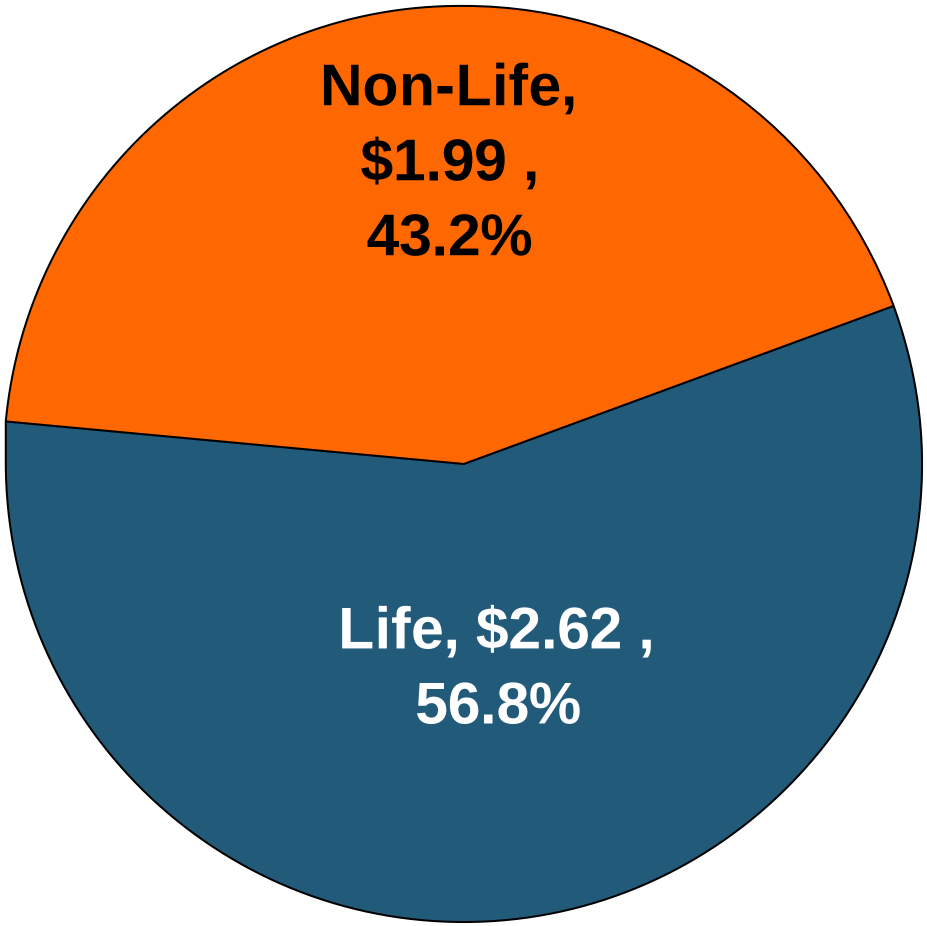
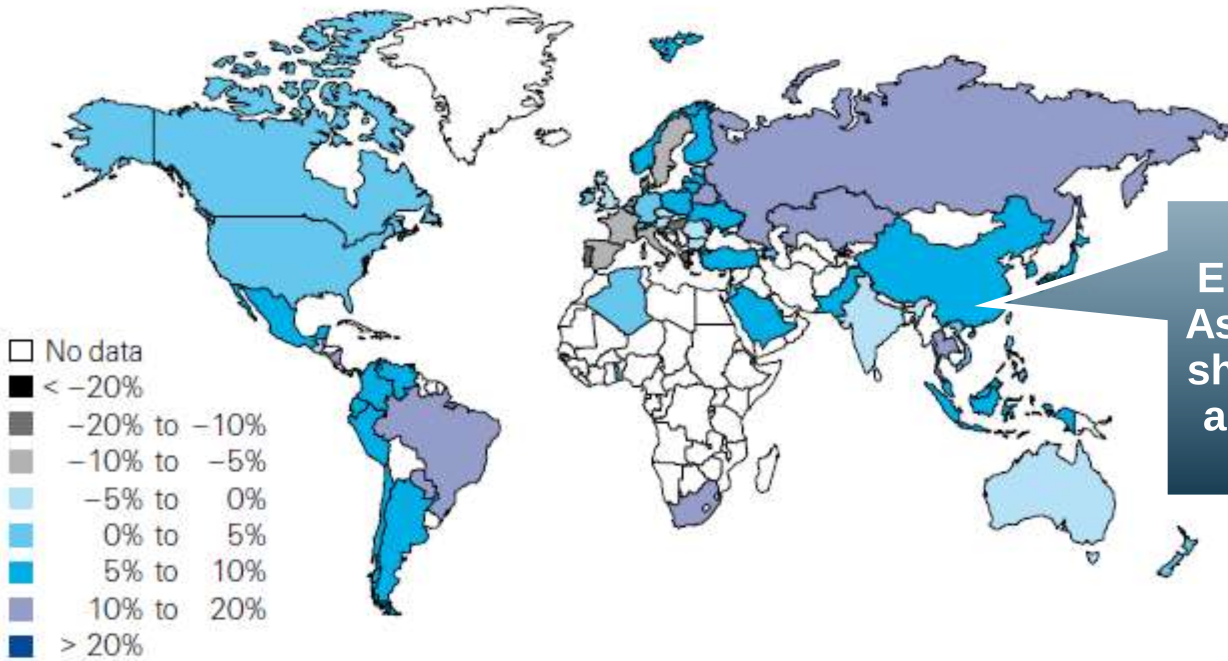
Total Premium Volume = $4.613 Trillion*



Life insurance accounted for nearly 57% of global premium volume in 2012 vs. 43% for Non-Life

Source: Swiss Re, *sigma*, No. 3/2013; Insurance Information Institute.

Global Real (Inflation Adjusted) Premium Growth (Life and Non-Life): 2012



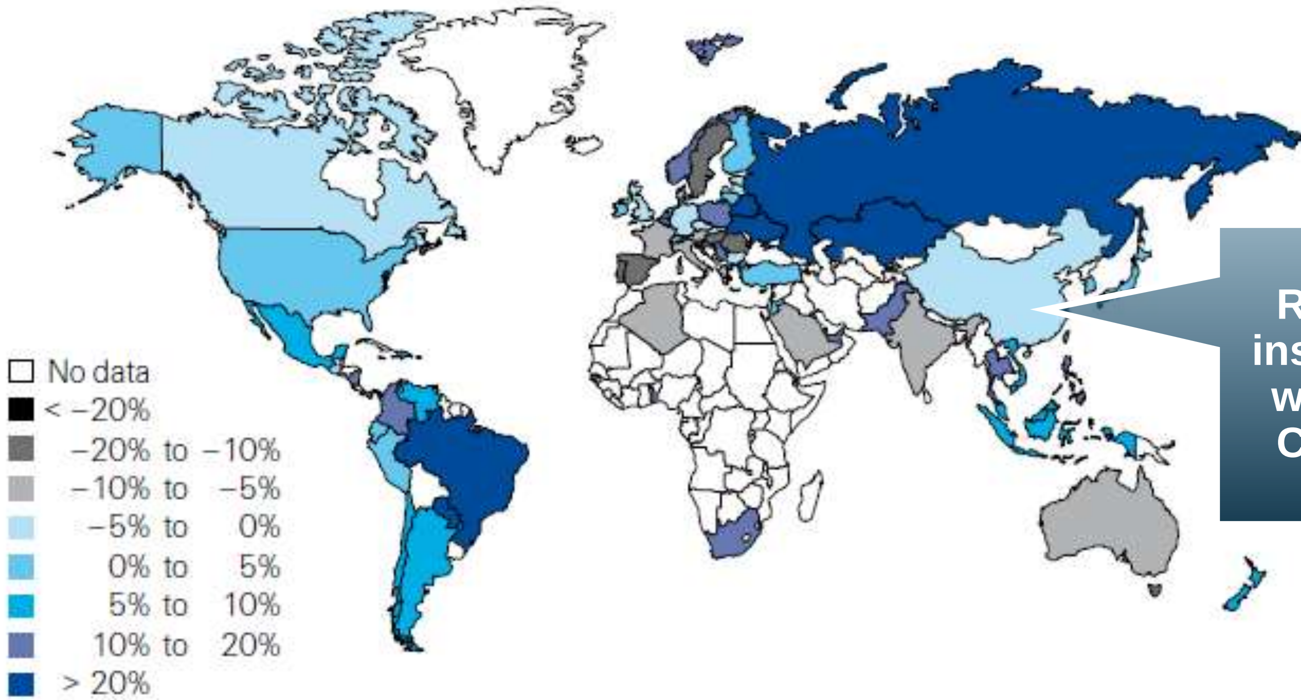
Emerging markets in Asia, including China, showed faster growth an the US or Europe

Market	Life	Non-Life	Total
Advanced	1.8	1.5	**1.7**
Emerging	***4.9***	***8.6***	***6.8***
World	2.3	2.6	**2.4**

Premium growth in emerging markets was 4 times that of advanced economies in 2012

Source: Swiss Re, *sigma*, No. 3/2013; Insurance Information Institute.

Life Insurance: Global Real (Inflation Adjusted) Premium Growth, 2012



Real growth in life insurance premiums was a bit slower in China than the US

Market	Life	Non-Life	Total
Advanced	1.8	1.5	1.7
Emerging	4.9	8.6	6.8
World	2.3	2.6	2.4

Source: Swiss Re, *sigma*, No. 3/2013.

Life Insurance: Global Real (Inflation Adjusted) Premium Growth, 2012

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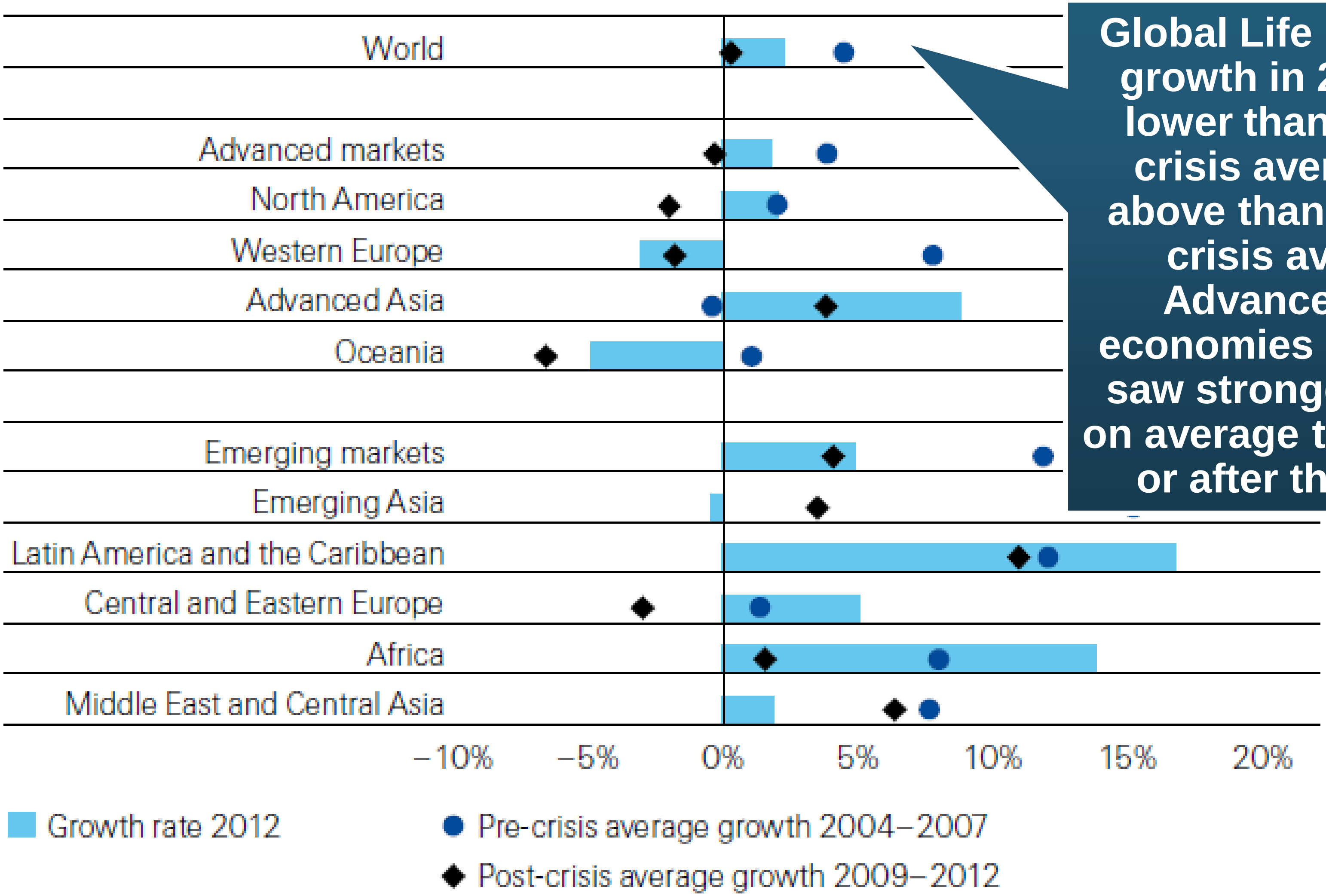
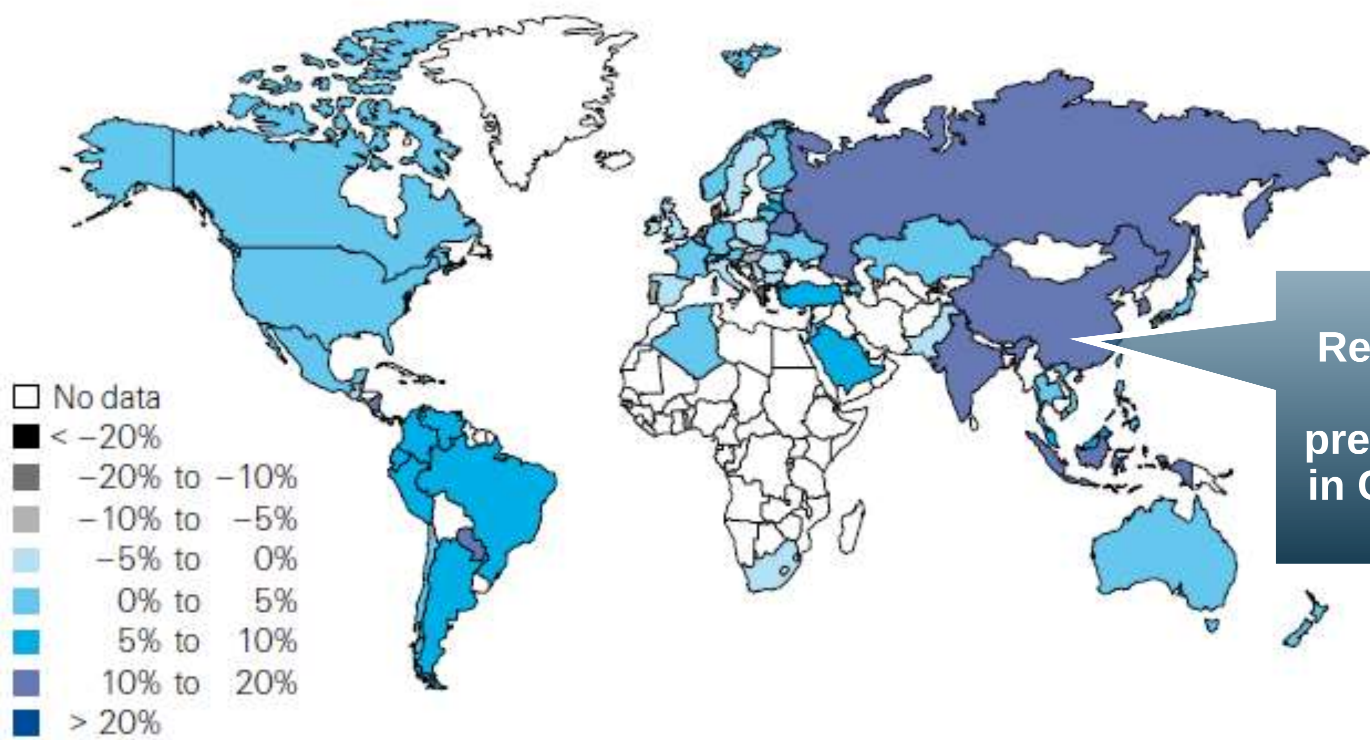


Global Life Insurance growth in 2012 was lower than the pre-crisis average but above than the post-crisis average. Advanced Asia economies like China saw stronger growth on average than before or after the crisis.

Source: Swiss Re, *sigma*, No. 3/2013.

Non-Life Insurance: Global Real (Inflation Adjusted) Premium Growth, 2012



Real growth in non-life insurance premiums was faster in China than the US

Market	Life	Non-Life	Total
Advanced	1.8	1.5	1.7
Emerging	4.9	8.6	6.8
World	2.3	2.6	2.4

Source: Swiss Re, *sigma*, No. 3/2013.

Global Real (Inflation Adjusted) Nonlife Premium Growth: 1980-2010

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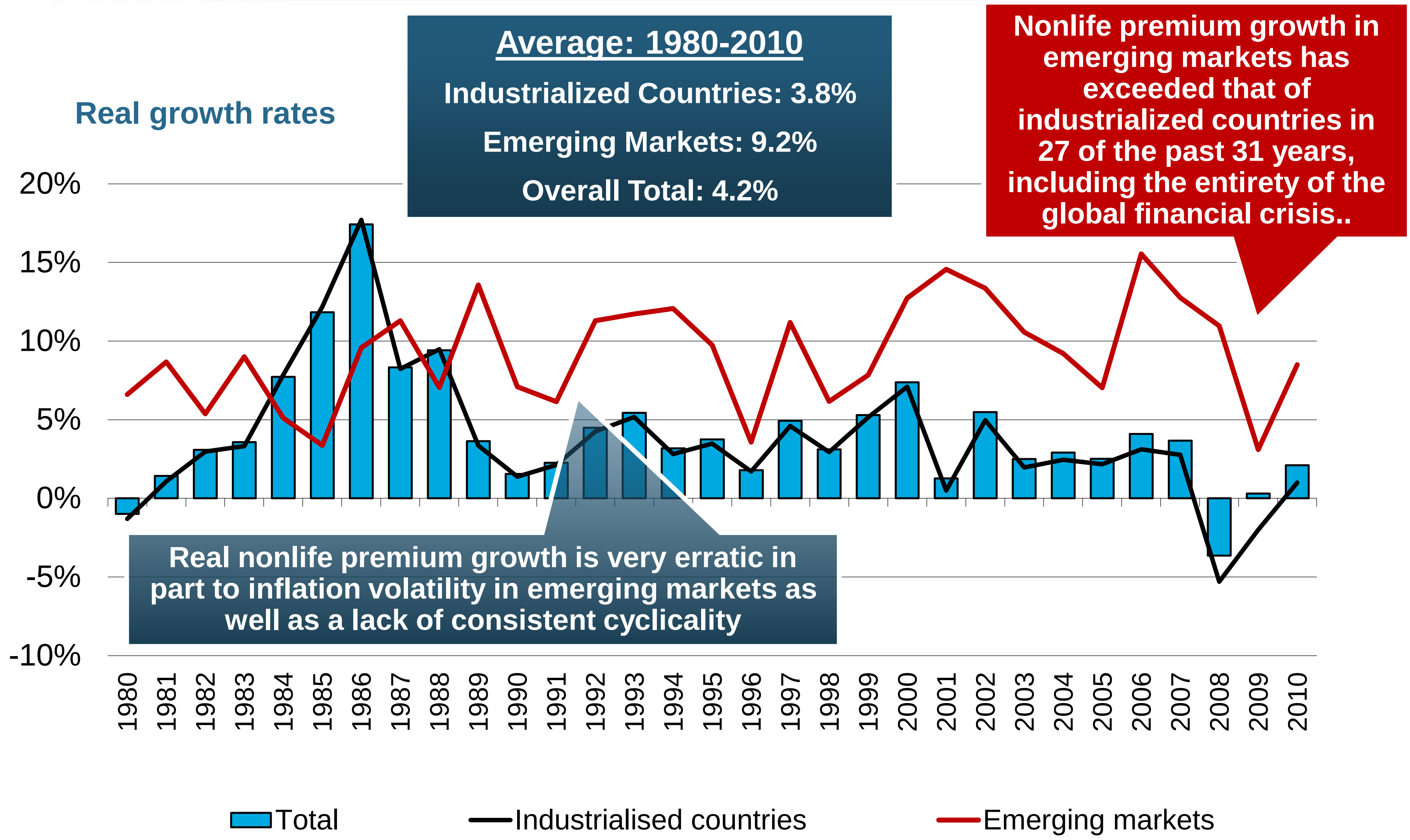
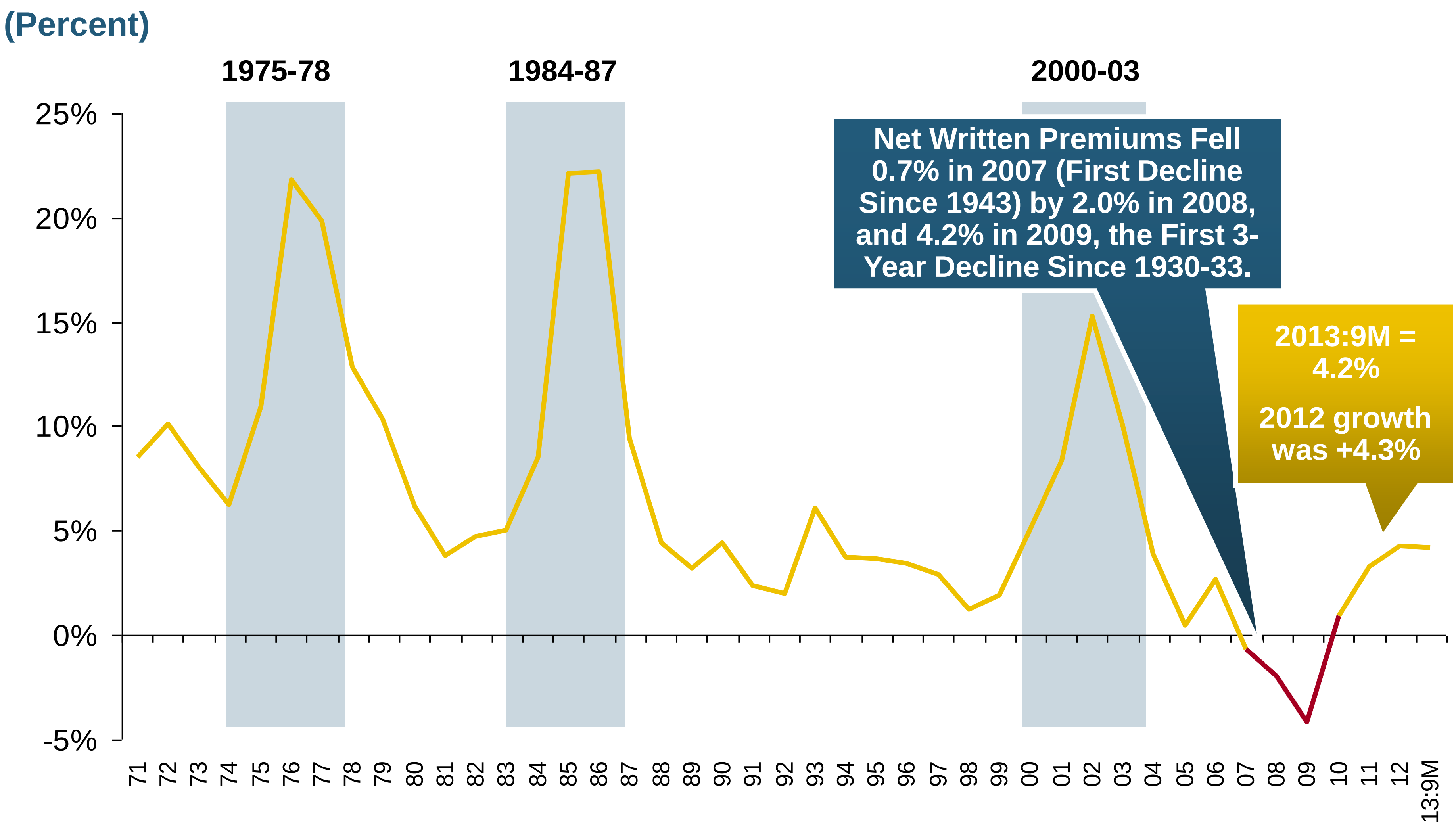


Source: Swiss Re, *sigma*, No. 2/2010.

Net Premium Growth: Annual Change, 1971—2013:Q3



Shaded areas denote “hard market” periods

Sources: A.M. Best (historical and forecast), ISO, Insurance Information Institute.

Non-Life Insurance: Global Real (Inflation Adjusted) Premium Growth, 2012

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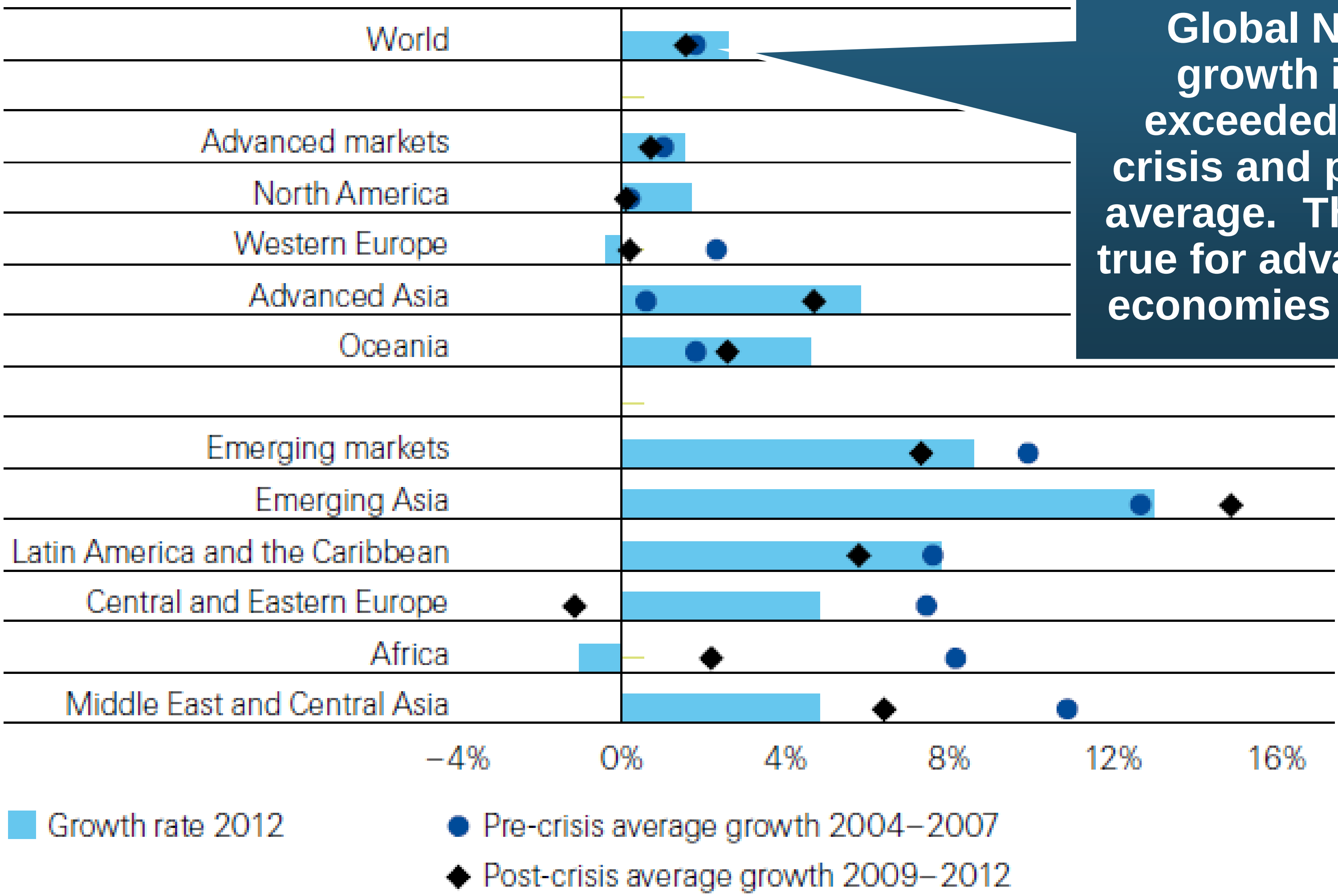

Global Non-Life growth in 2012 exceeded the pre-crisis and post-crisis average. The same is true for advanced Asia economies like China

Source: Swiss Re, *sigma*, No. 3/2013.

Life and Non-Life Insurance Penetration as a % of GDP: 1962-2012

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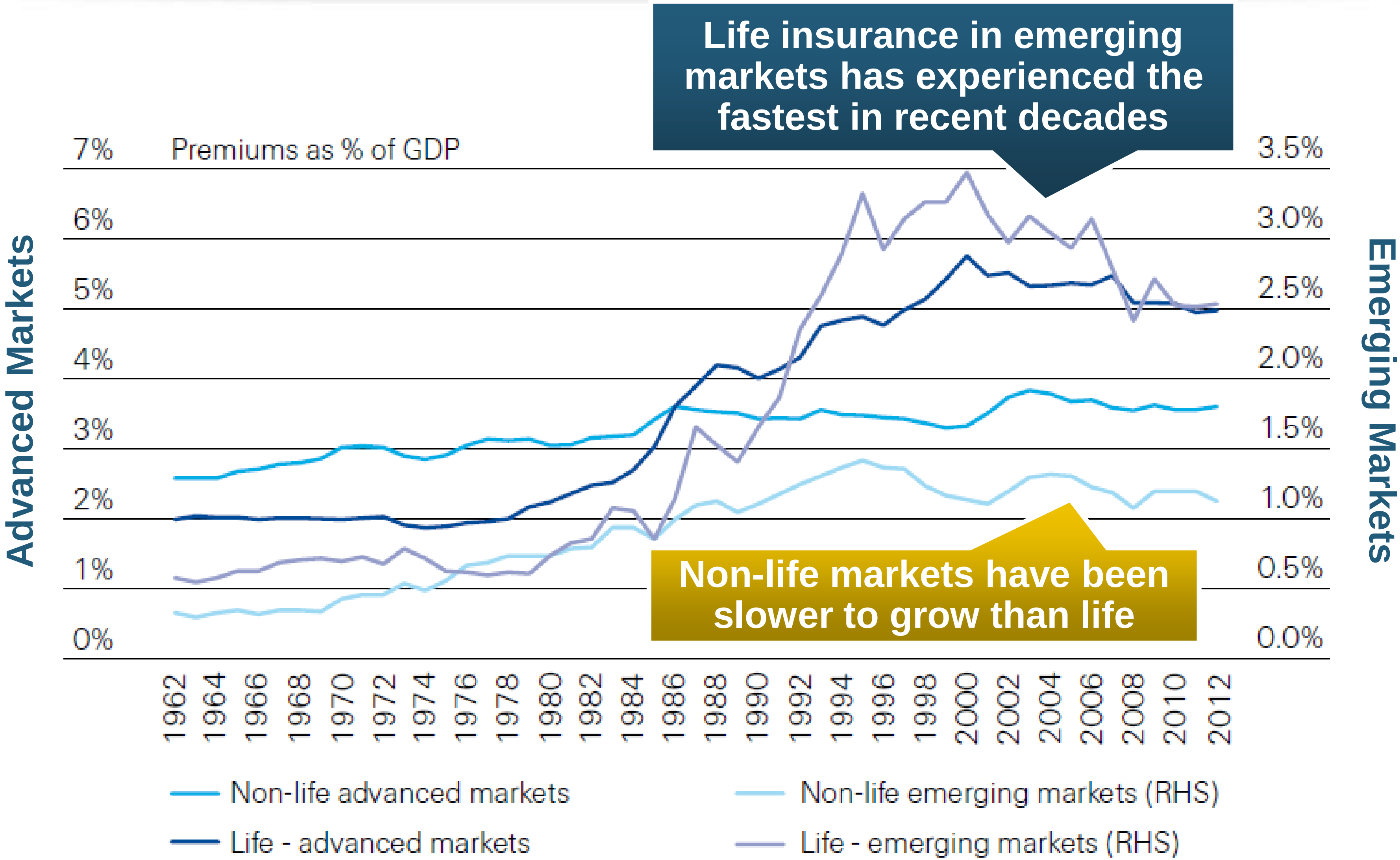
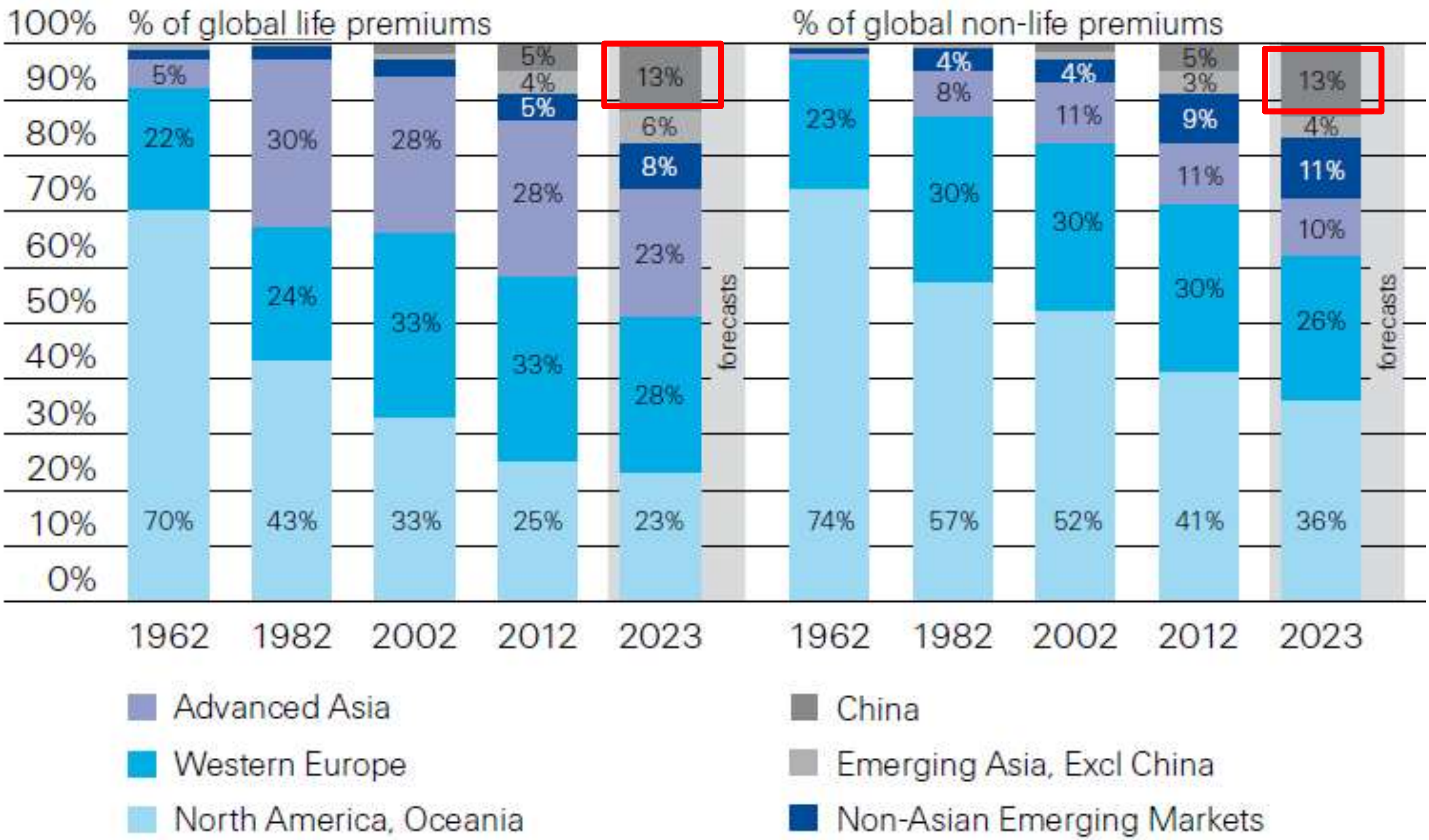


Source: Swiss Re, *sigma*, No. 3/2013.

Premiums Written in Life and Non-Life, by Region: 1962-2012

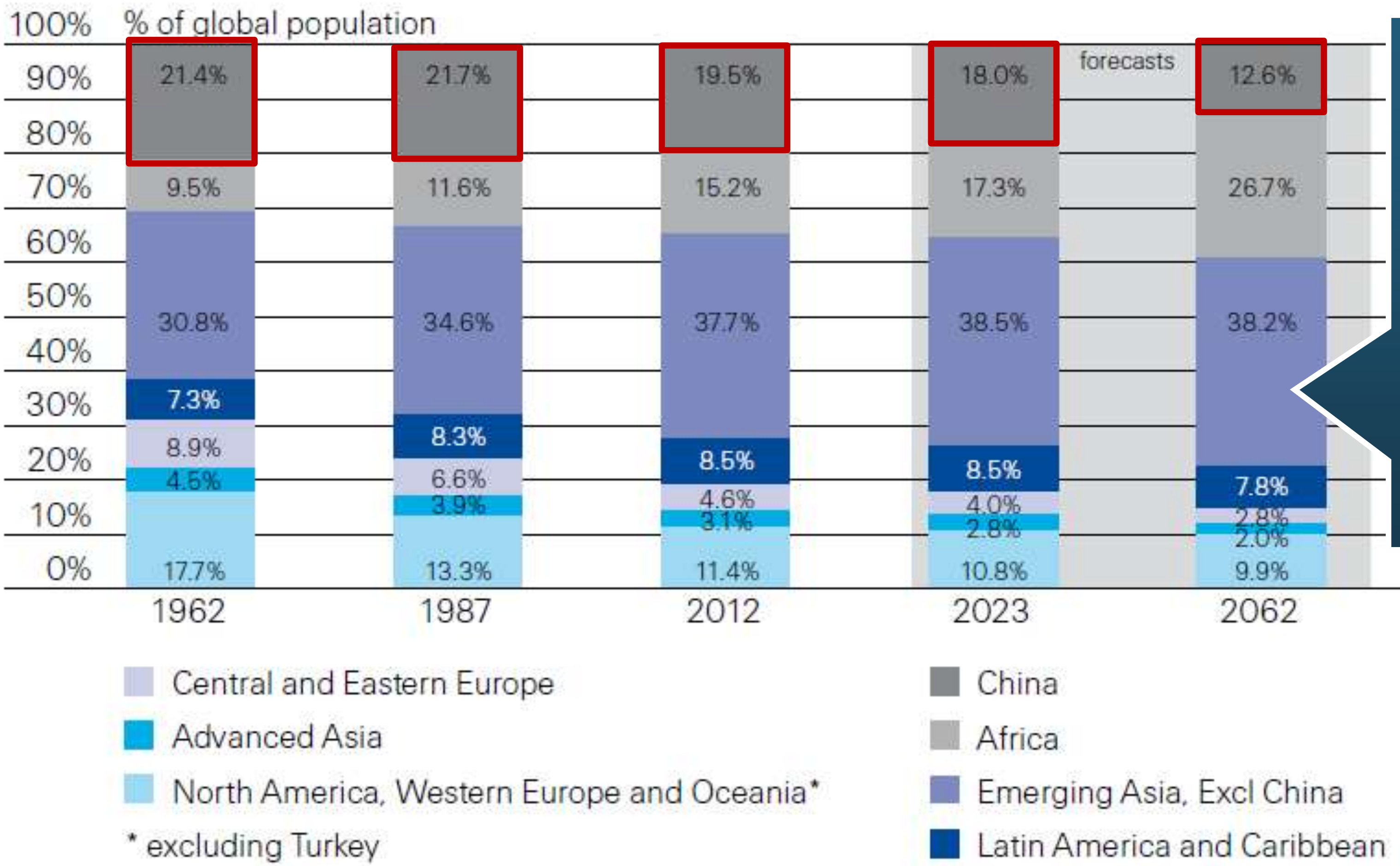
Emerging market shares rose rapidly over the past 50 years



Source: Swiss Re, *sigma*, No. 3/2013.

Population Distribution, by Region: 1962-2062F

Enormous population shifts will impact insurance demand over the next half century



Africa is expected to be the fastest population growth over the next 50 years, but no expectation now of Asia-like growth in economies or insurance demand

Source: Swiss Re, *sigma*, No. 3/2013 from United Nations Department of Economic and Sovial Affairs, Population Division.

Relationship Between Real GDP and Real Life and Non-Life Premium Growth, 2012

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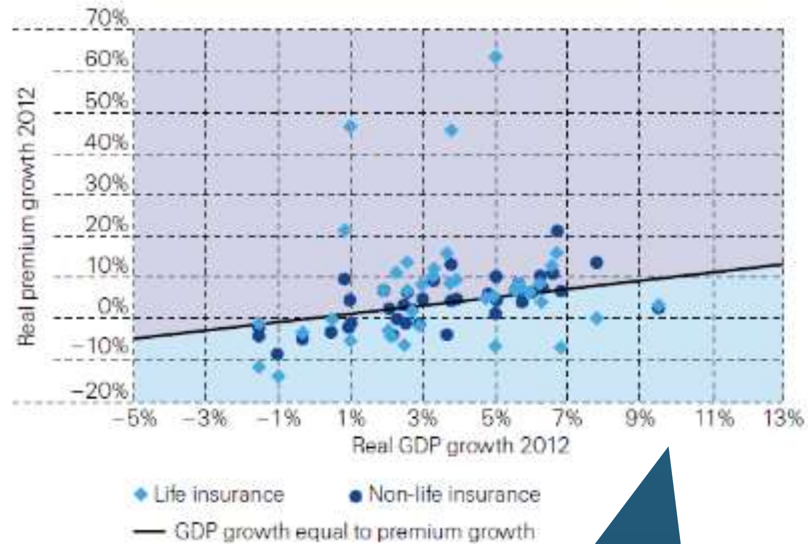
Advanced Markets

The was a clear but highly relationship between real GDP growth and real premium growth in advance markets in 2012

Emerging Markets



The correlation between real GDP growth and real premium growth in emerging markets was much stronger than in advanced markets in 2012

Source: Swiss Re, *sigma*, No. 3/2013.

Insurance Density and Penetration for Advanced and Emerging Markets, 2012

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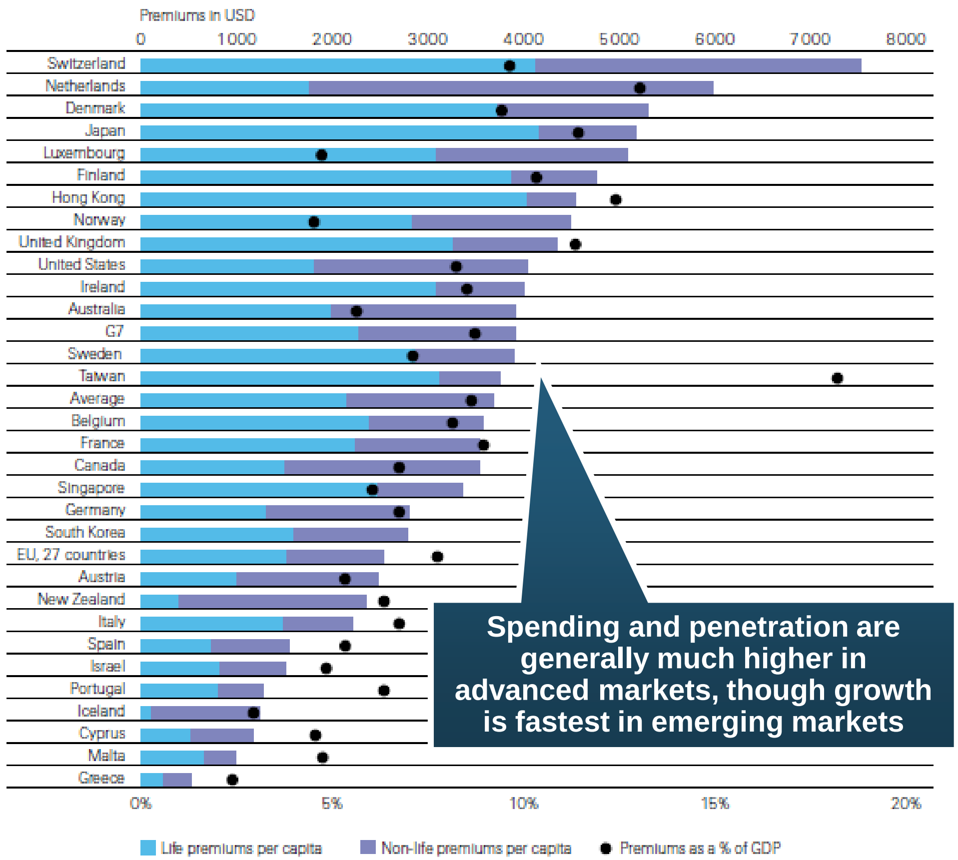
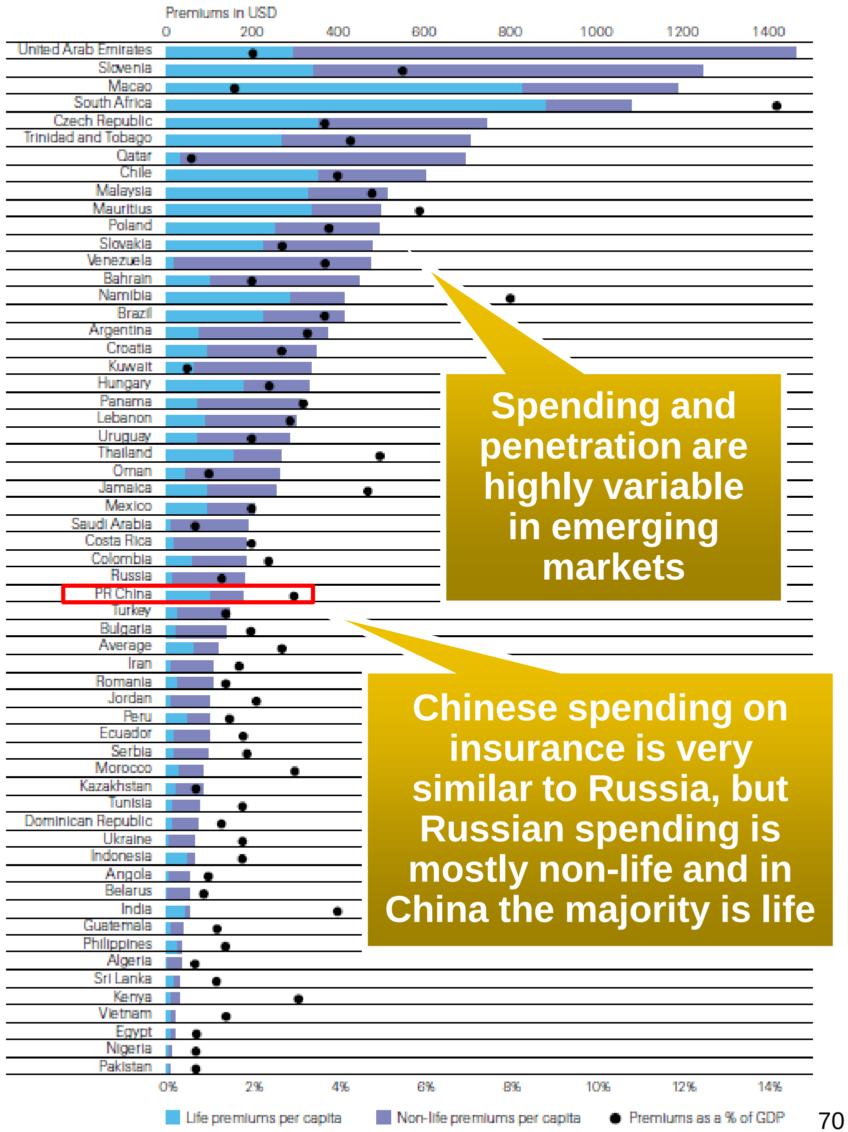
Advanced Markets



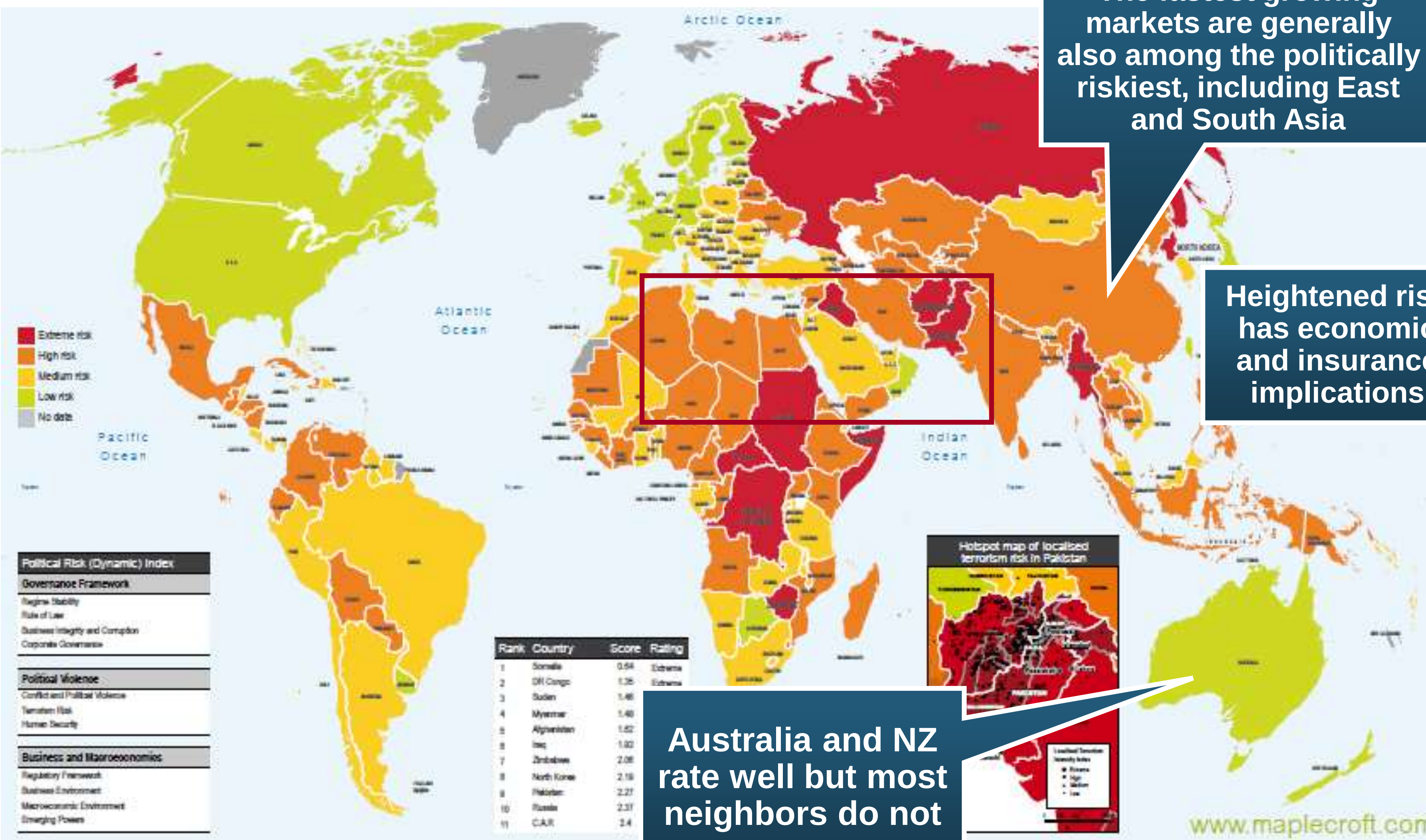
Emerging Markets



Source: Swiss Re, *sigma*, No. 3/2013.

Political Risk in 2011/12: Greatest Business Opportunities Are Often in Risky Nations

INSURANCE INFORMATION INSTITUTE



The fastest growing markets are generally also among the politically riskiest, including East and South Asia

Heightened risk has economic and insurance implications

Australia and NZ rate well but most neighbors do not

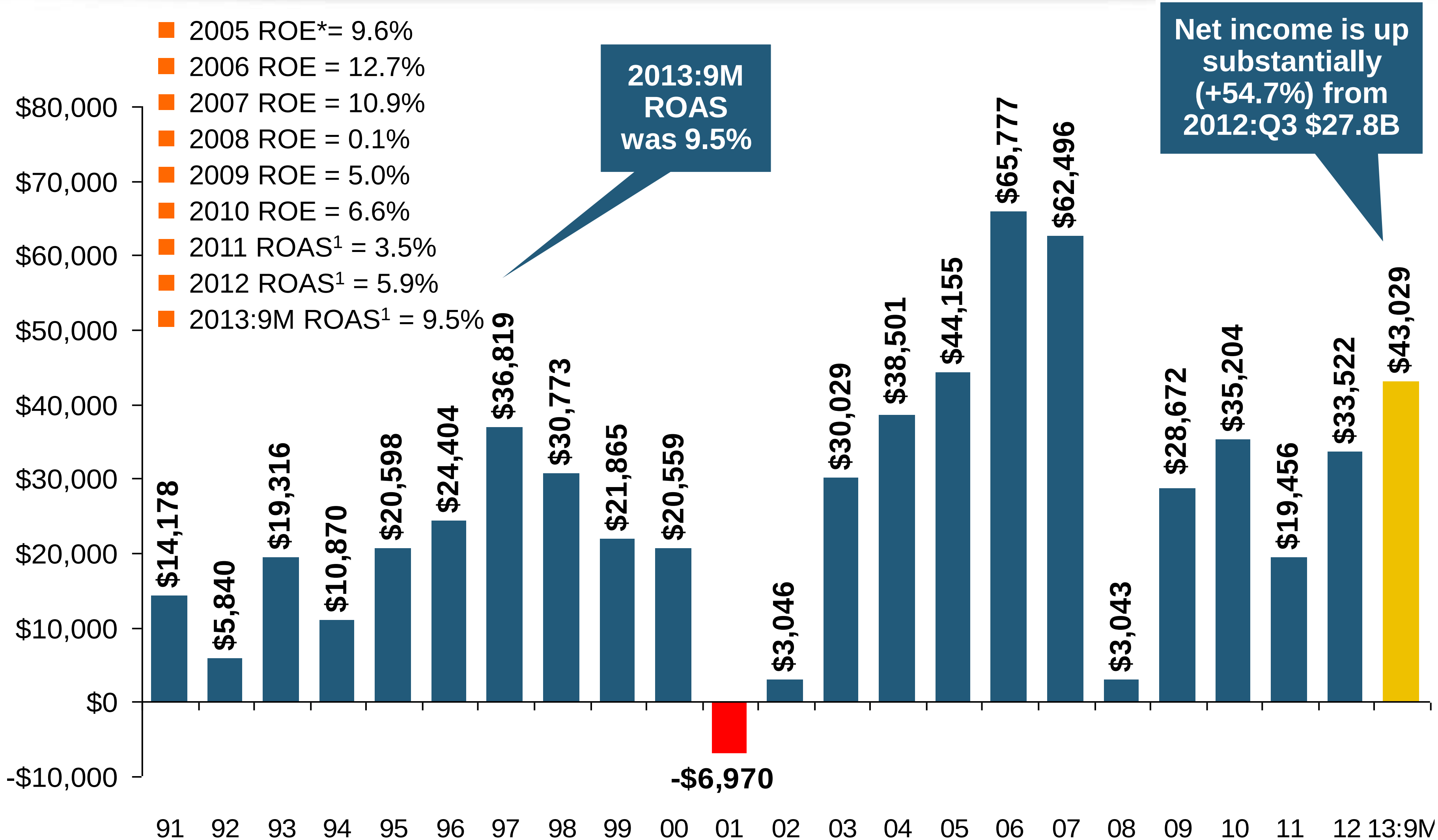
Source: Maplecroft

P/C Insurance Industry Financial Overview

2013: Best Year in the Post-Crisis Era

Performance Improved with Lower CATs, Strong Markets

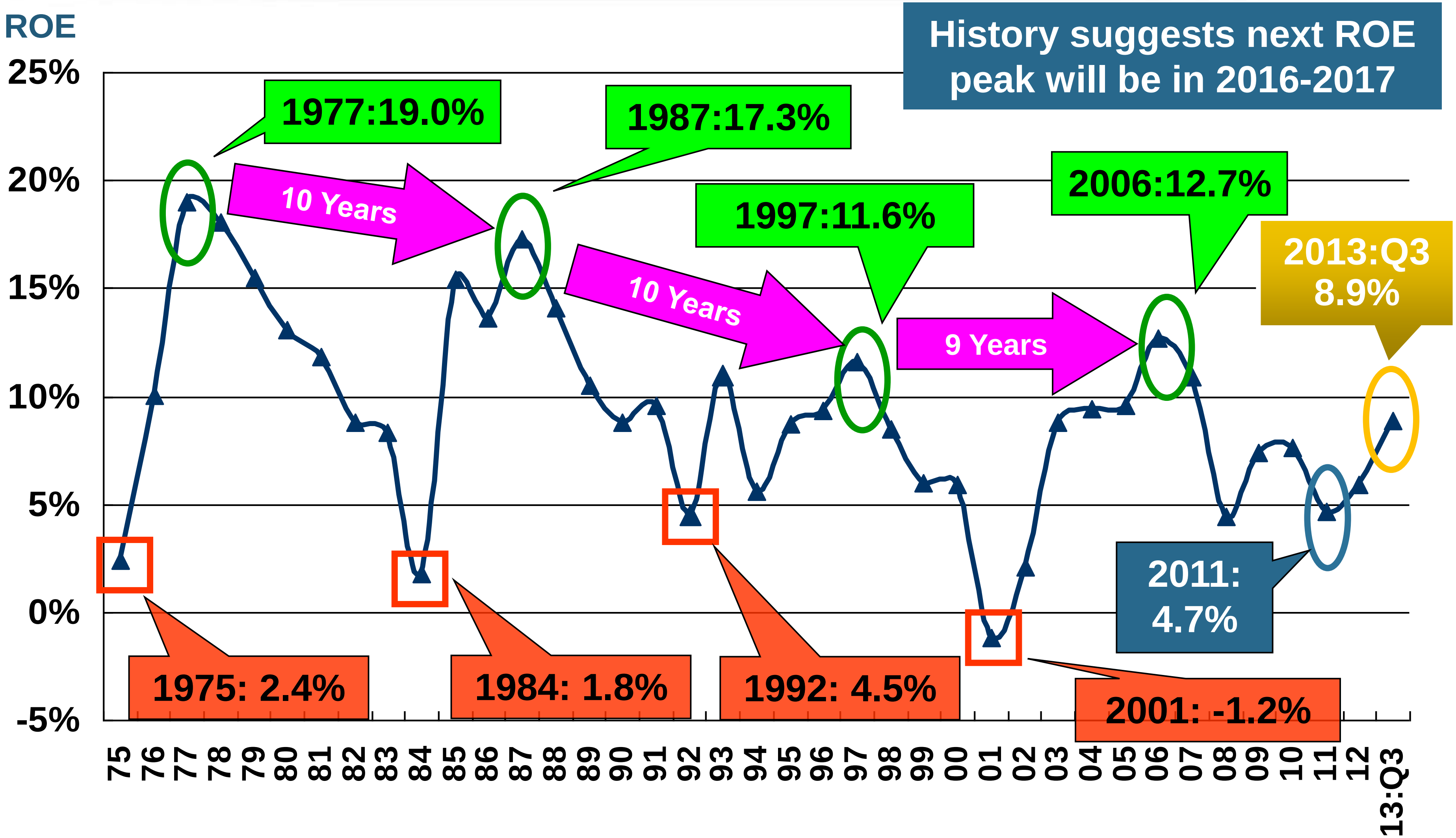
P/C Net Income After Taxes 1991–2013:Q3 ($ Millions)



•ROE figures are GAAP; [1]Return on avg. surplus. Excluding Mortgage & Financial Guaranty insurers yields a 8.9% ROAS through 2013:Q3, 6.2% ROAS in 2012, 4.7% ROAS for 2011, 7.6% for 2010 and 7.4% for 2009.

Sources: A.M. Best, ISO, Insurance Information Institute

Profitability Peaks & Troughs in the P/C Insurance Industry, 1975 – 2013:Q3*



*Profitability = P/C insurer ROEs. 2011-13 figures are estimates based on ROAS data. Note: Data for 2008-2013 exclude mortgage and financial guaranty insurers.
Source: Insurance Information Institute; NAIC, ISO, A.M. Best.

A 100 Combined Ratio Isn't What It Once Was: Investment Impact on ROEs

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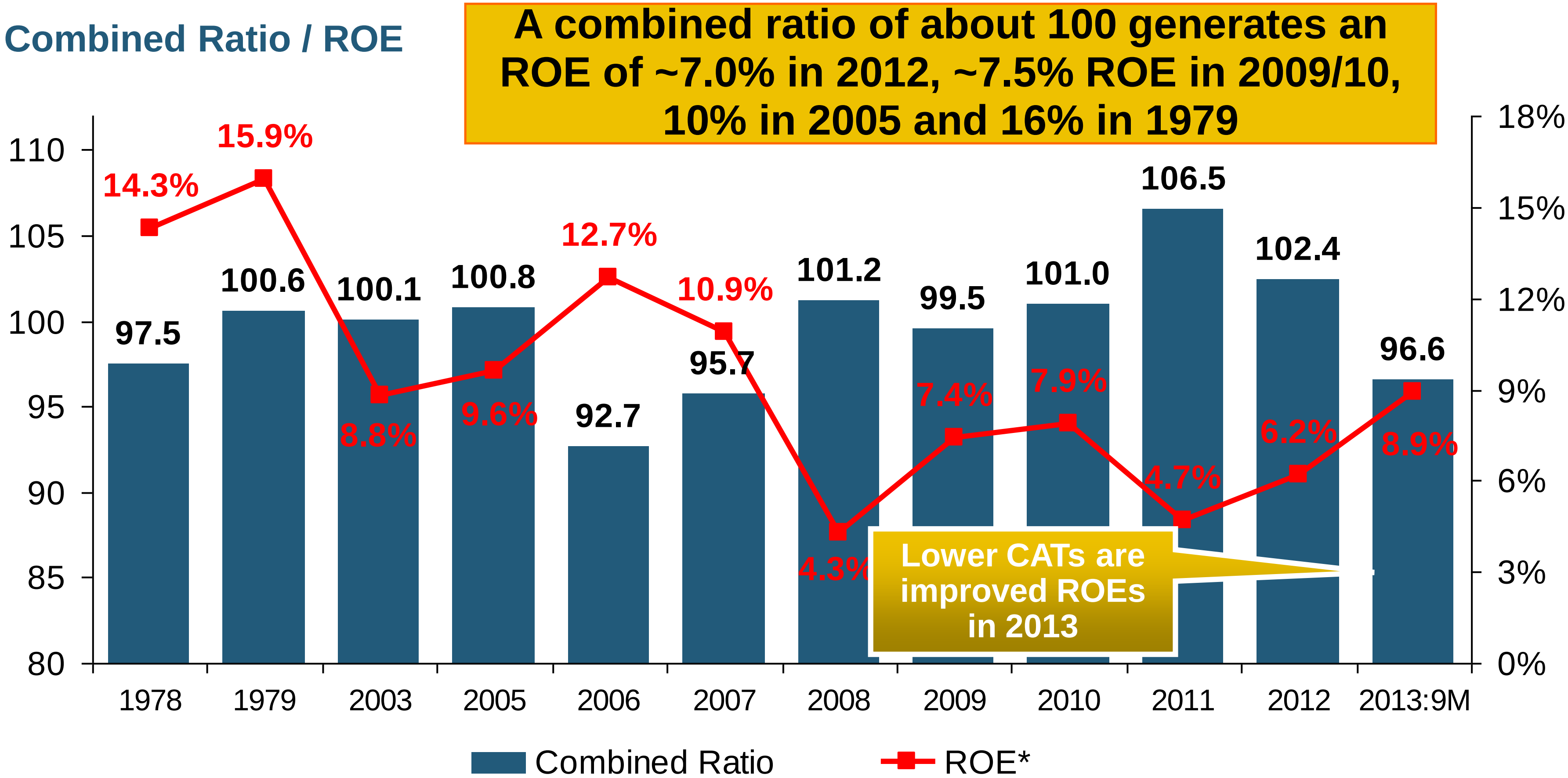
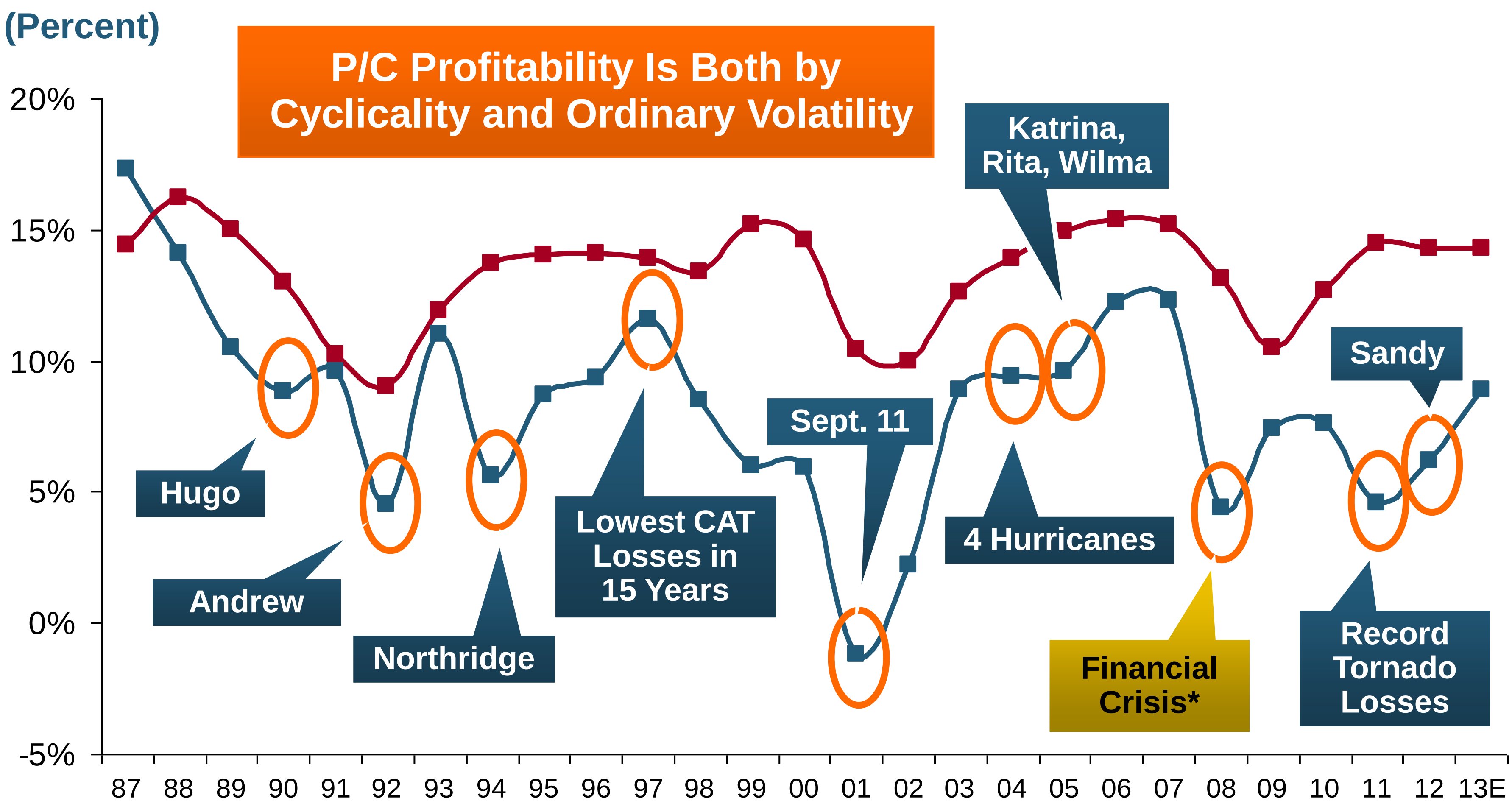


Combined Ratios Must Be Lower in Today's Depressed Investment Environment to Generate Risk Appropriate ROEs

* 2008 -2013 figures are return on average surplus and exclude mortgage and financial guaranty insurers. 2013:9M combined ratio including M&FG insurers is 95.8; 2012 =103.2, 2011 = 108.1, ROAS = 3.5%.

Source: Insurance Information Institute from A.M. Best and ISO Verisk Analytics data.

ROE: Property/Casualty Insurance vs. Fortune 500, 1987–2013E*



* Excludes Mortgage & Financial Guarantee in 2008 – 2013E. 2013 P/C ROE is through 2013:Q3.
Sources: ISO, *Fortune*; Insurance Information Institute.

ROE: ROEs by Industry vs. Fortune 500, 1987–2012*

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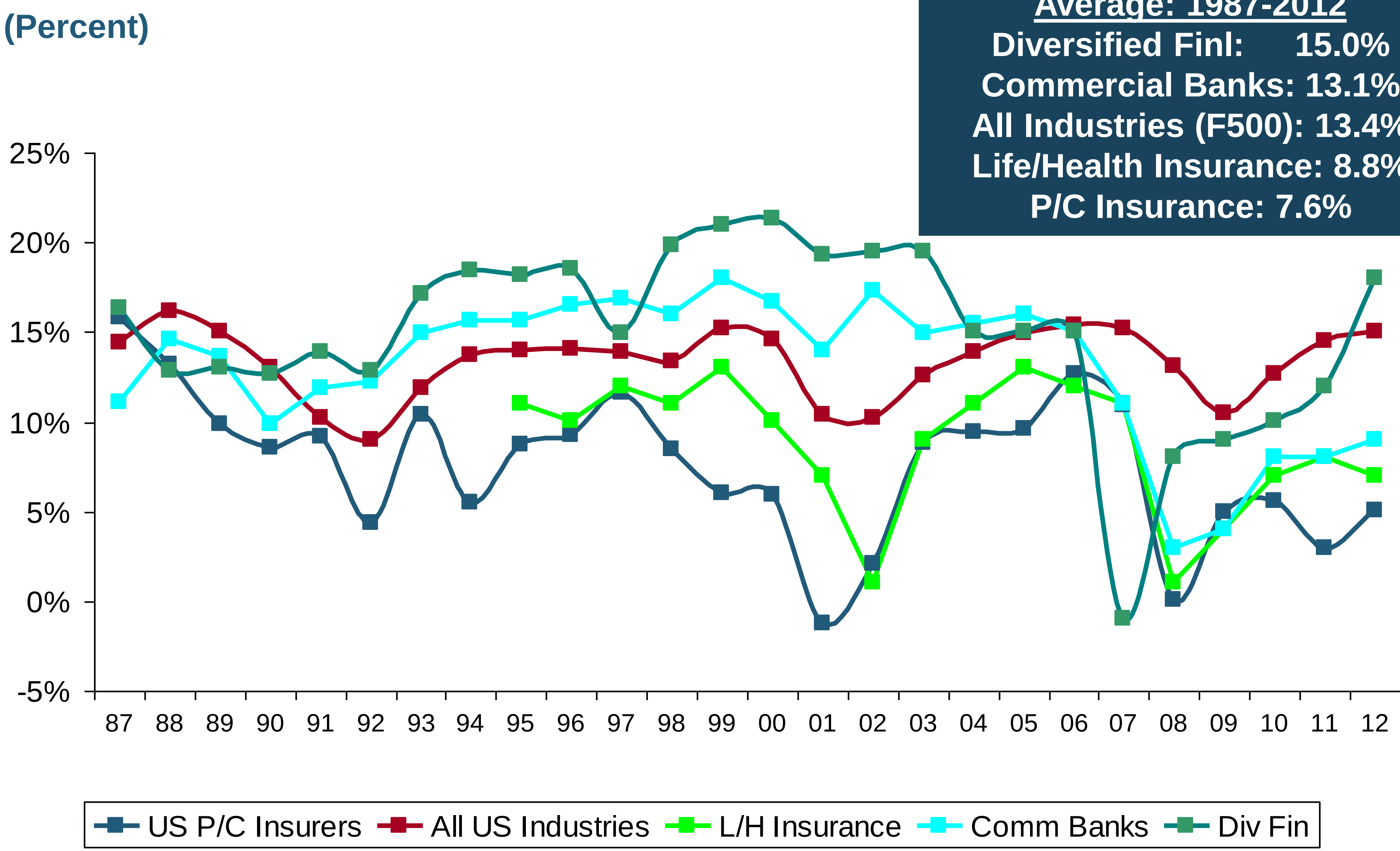
Average: 1987-2012
Diversified Finl: 15.0%
Commercial Banks: 13.1%
All Industries (F500): 13.4%
Life/Health Insurance: 8.8%
P/C Insurance: 7.6%



* All figures are GAAP.
Sources: ISO, *Fortune*; Insurance Information Institute.

RNW All Lines by State, 2003-2012 Average: Highest 25 States

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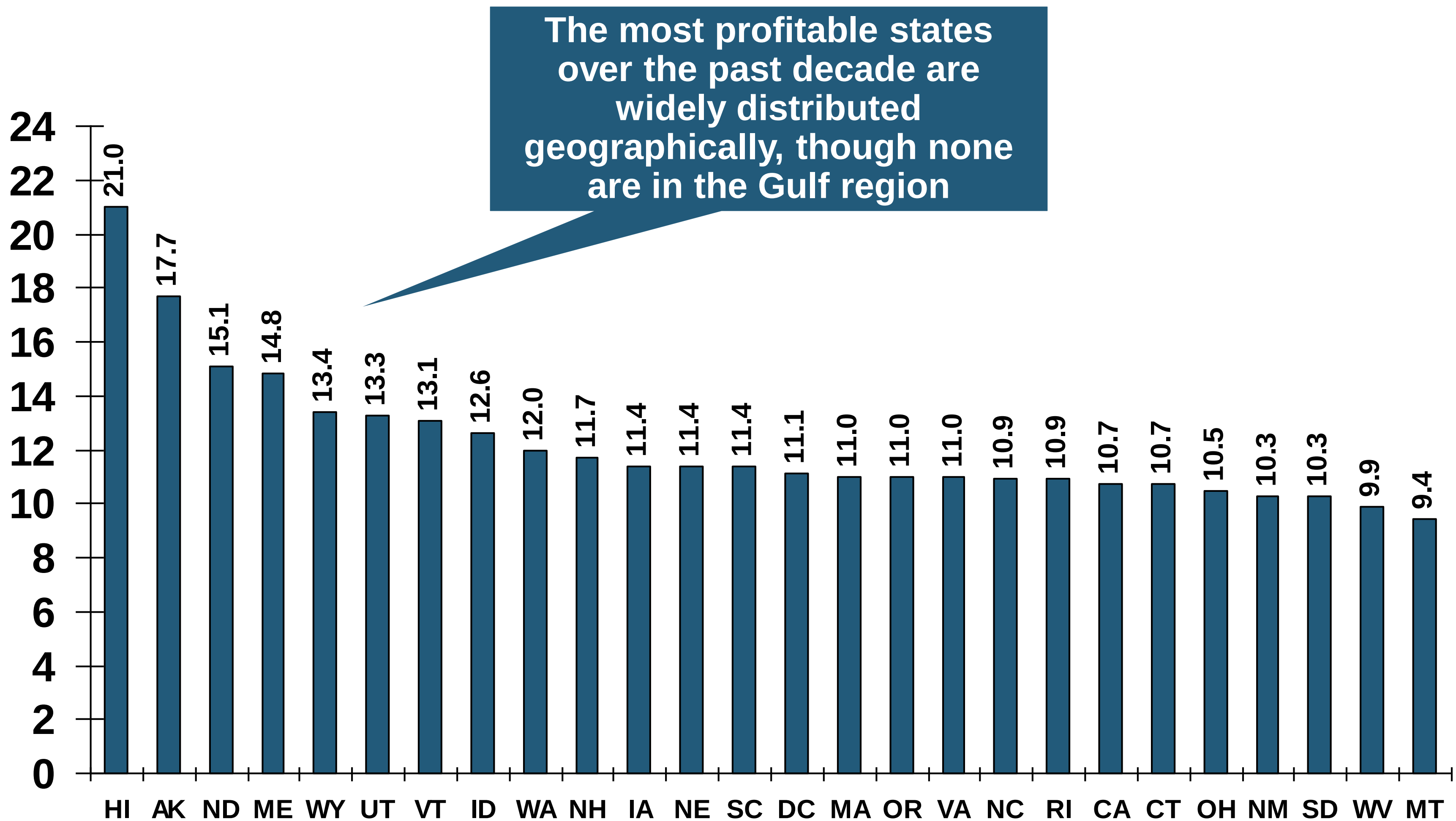

Source: NAIC.

RNW All Lines by State, 2003-2012 Average: Lowest 25 States

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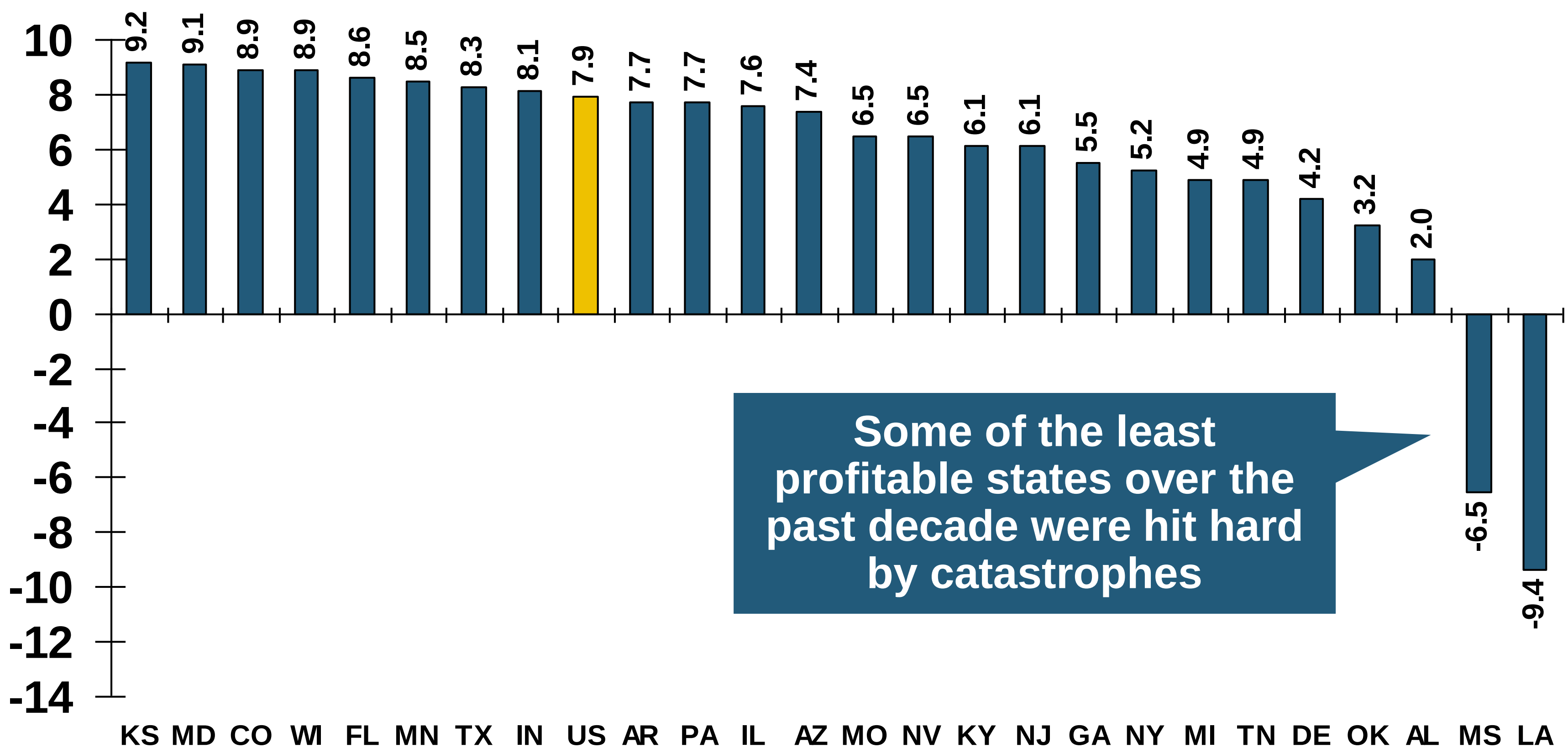
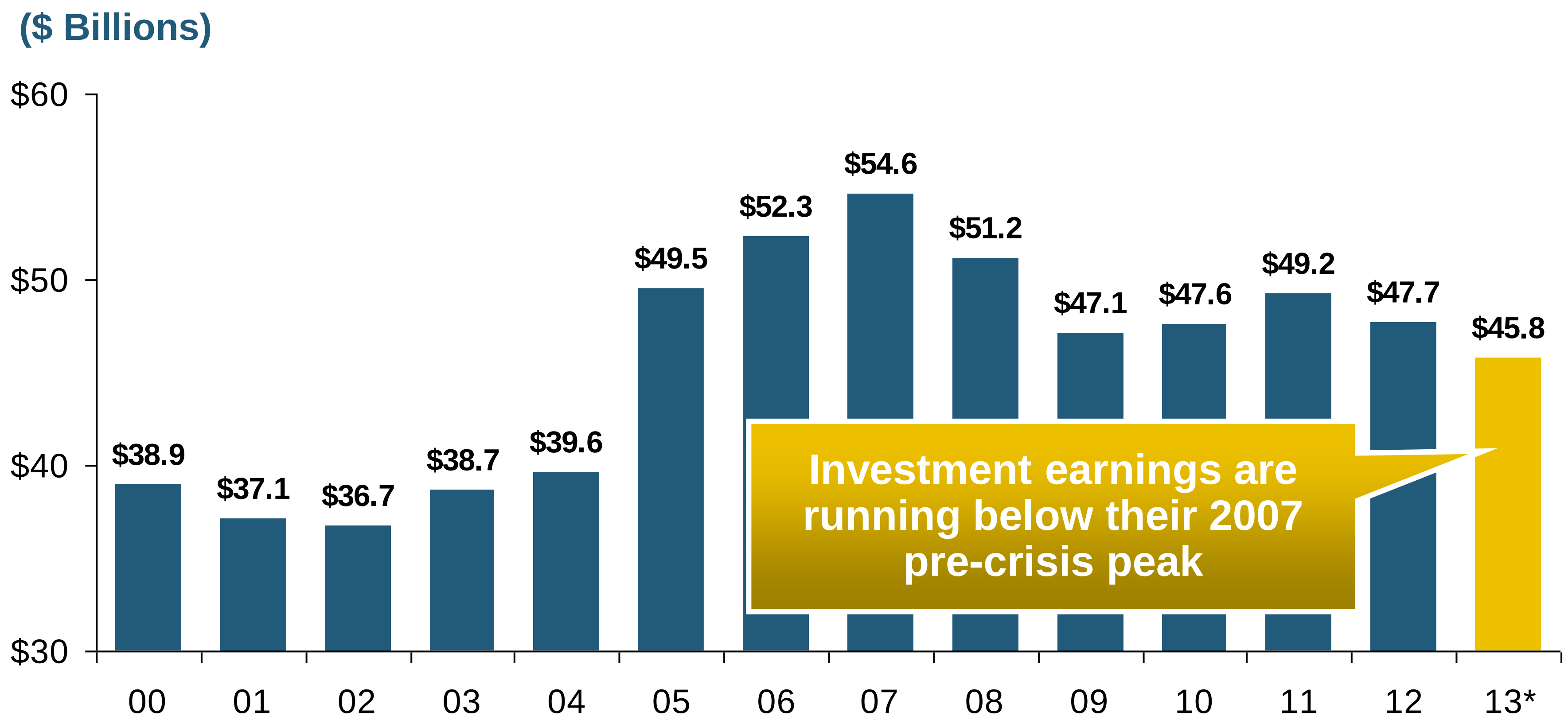


Source: NAIC.

Property/Casualty Insurance Industry Investment Income: 2000–2013*[1]



Investment Income Fell in 2012 and is Falling in 2013 Due to Persistently Low Interest Rates, Putting Additional Pressure on (Re) Insurance Pricing

[1] Investment gains consist primarily of interest and stock dividends..
*Estimate based on annualized actual 9M:2013 investment income of $34.338B.
Sources: ISO; Insurance Information Institute.

Policyholder Surplus, 2006:Q4–2013:Q3

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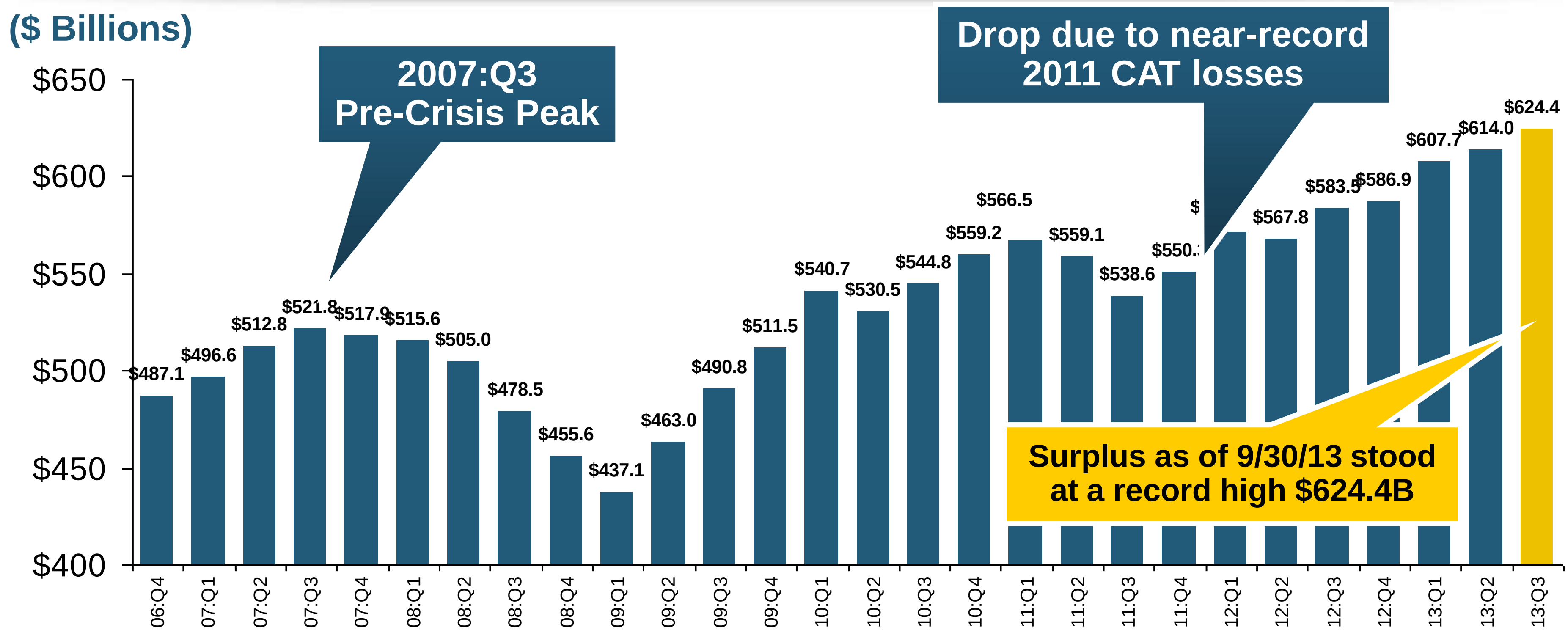

The industry now has $1 of surplus for every $0.78 of NPW, close to the strongest claims-paying status in its history.

2010:Q1 data includes $22.5B of paid-in capital from a holding company parent for one insurer’s investment in a non-insurance business .

The P/C insurance industry entered 2014 in very strong financial condition.

Sources: ISO, A.M .Best.

Alternative Capacity as a Percentage of Global Property Catastrophe Reinsurance Limit

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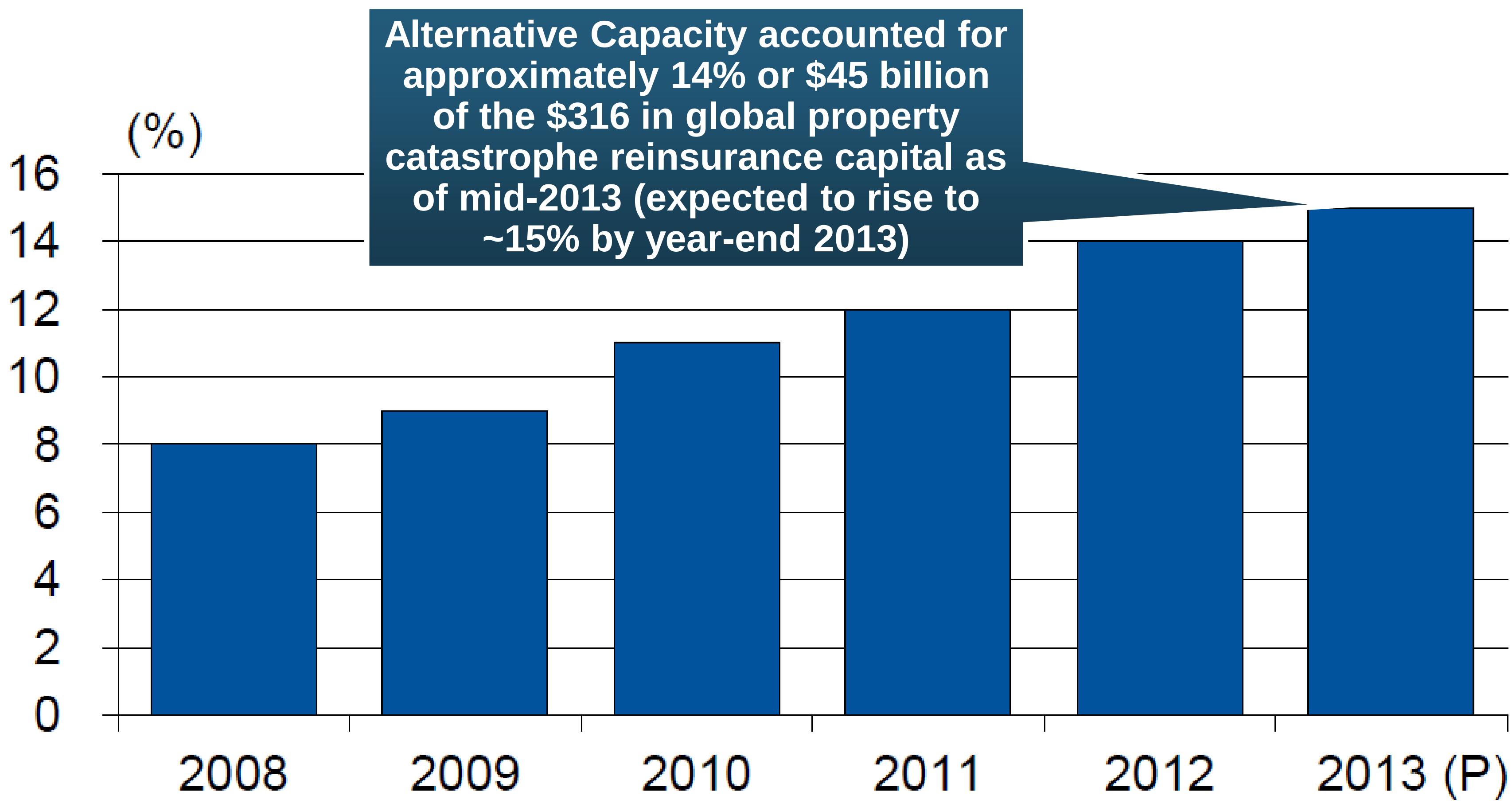
(As of Year End)



Source: Guy Carpenter

Global Insured Catastrophe Loss Update

2013 Was a Welcome Respite from the High Catastrophe Losses in Recent Years

U.S. Insured Catastrophe Losses

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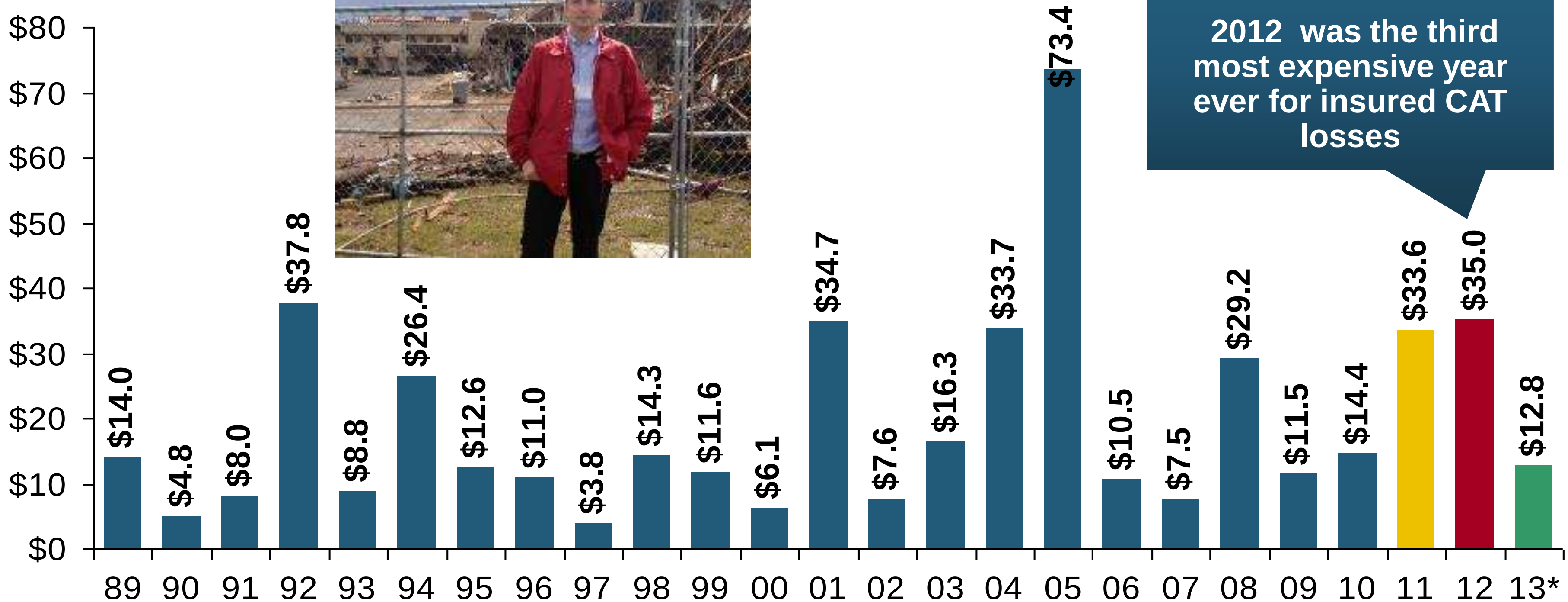
($ Billions, $ 2012)



2012 was the third most expensive year ever for insured CAT losses

2012 Was the 3rd Highest Year on Record for Insured Losses in U.S. History on an Inflation-Adj. Basis. 2011 Losses Were the 6th Highest. YTD 2013 Running Well Below 2011 and 2012 YTD Totals.

Record tornado losses caused 2011 CAT losses to surge

*Through 12/31/13.

Note: 2001 figure includes $20.3B for 9/11 losses reported through 12/31/01 ($25.9B 2011 dollars). Includes only business and personal property claims, business interruption and auto claims. Non-prop/BI losses = $12.2B ($15.6B in 2011 dollars.)

Sources: Property Claims Service/ISO; Insurance Information Institute.

Combined Ratio Points Associated with Catastrophe Losses: 1960 – 2013*

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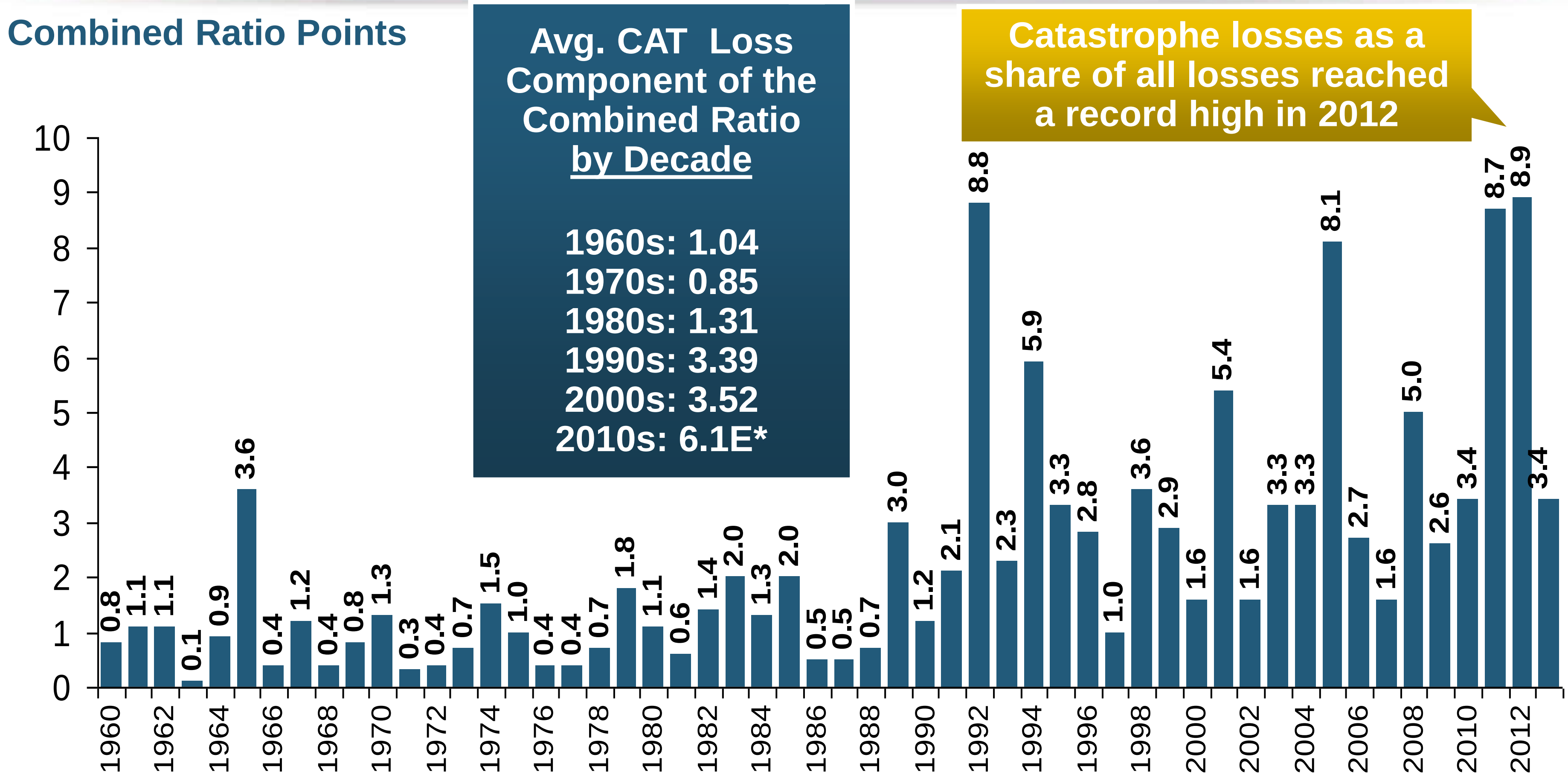

The Catastrophe Loss Component of Private Insurer Losses Has Increased Sharply in Recent Decades

*2010s represent 2010-2013.

Notes: Private carrier losses only. Excludes loss adjustment expenses and reinsurance reinstatement premiums. Figures are adjusted for losses ultimately paid by foreign insurers and reinsurers.

Source: ISO (1960-2011); A.M. Best (2012E) Insurance Information Institute.

Top 10 States for Insured Catastrophe Losses, 2013

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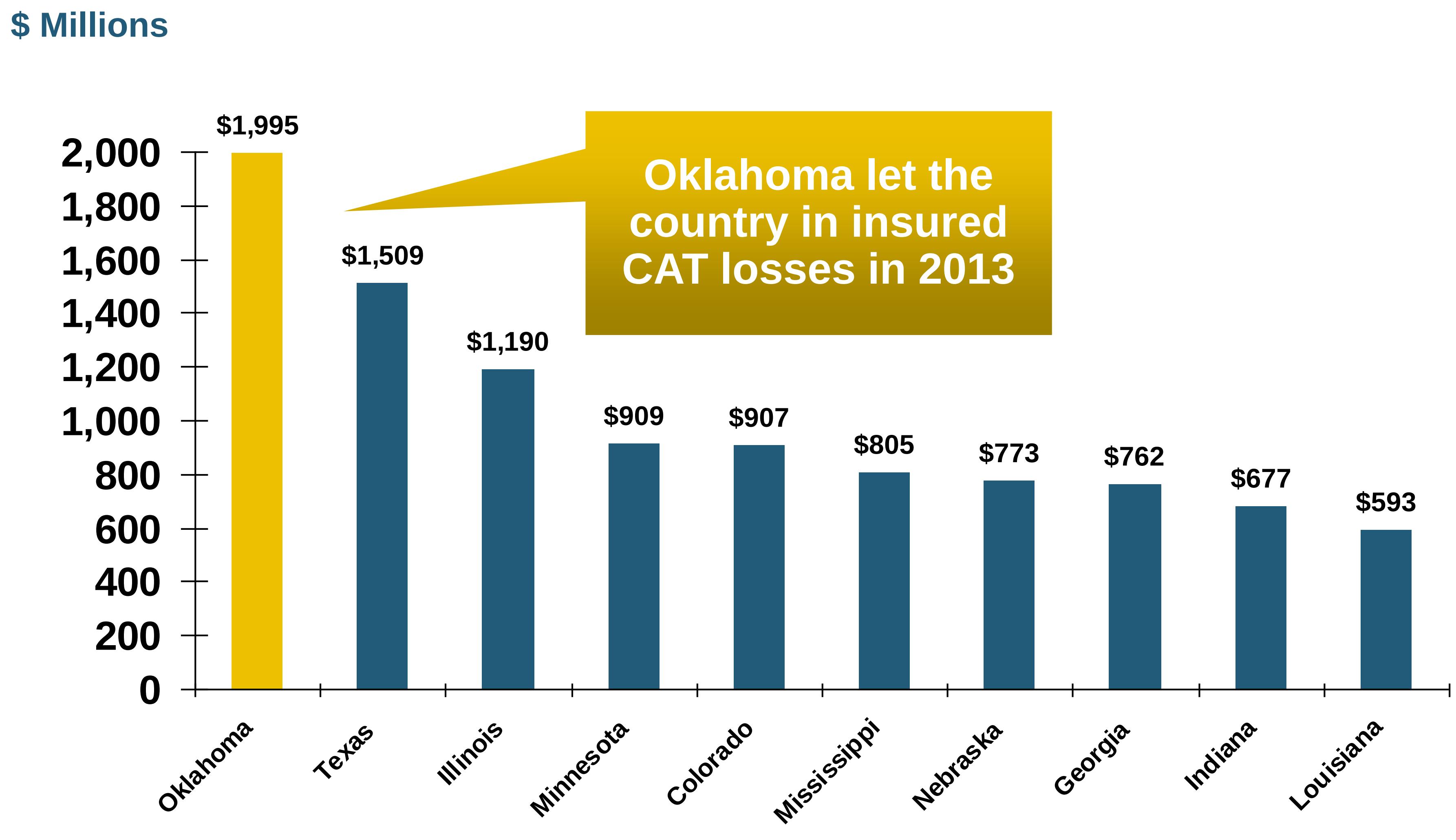
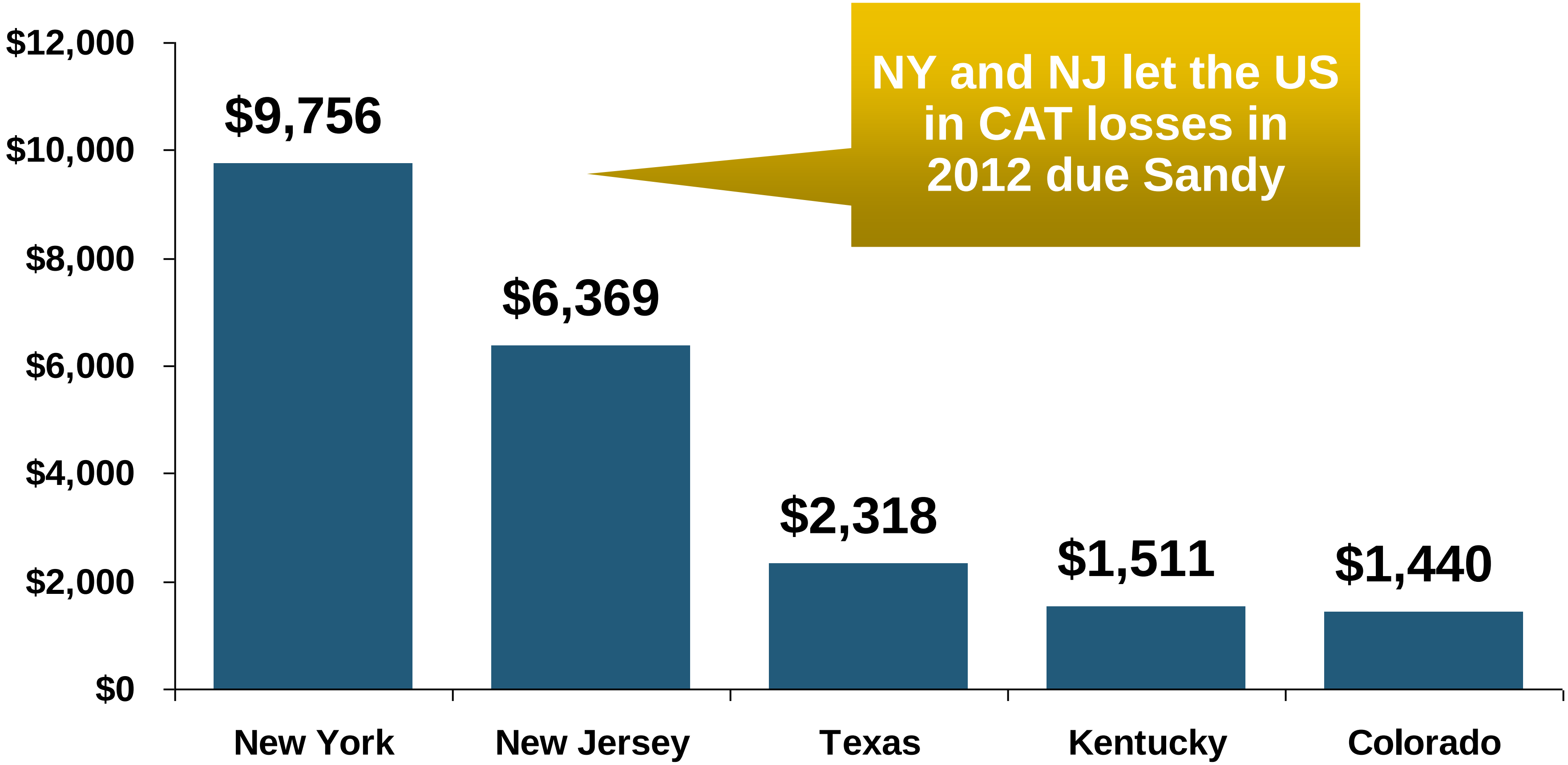


Source: The Property Claim Services (PCS) unit of ISO, a Verisk Analytics company.

Top 5 States by Insured Catastrophe Losses in 2012*

(2012, $ Billions)



*Includes catastrophe losses of at least $25 million.

Sources: PCS unit of ISO; Insurance Information Institute.

Top States by Inflation-Adjusted Insured Catastrophe Losses, 1983–2012

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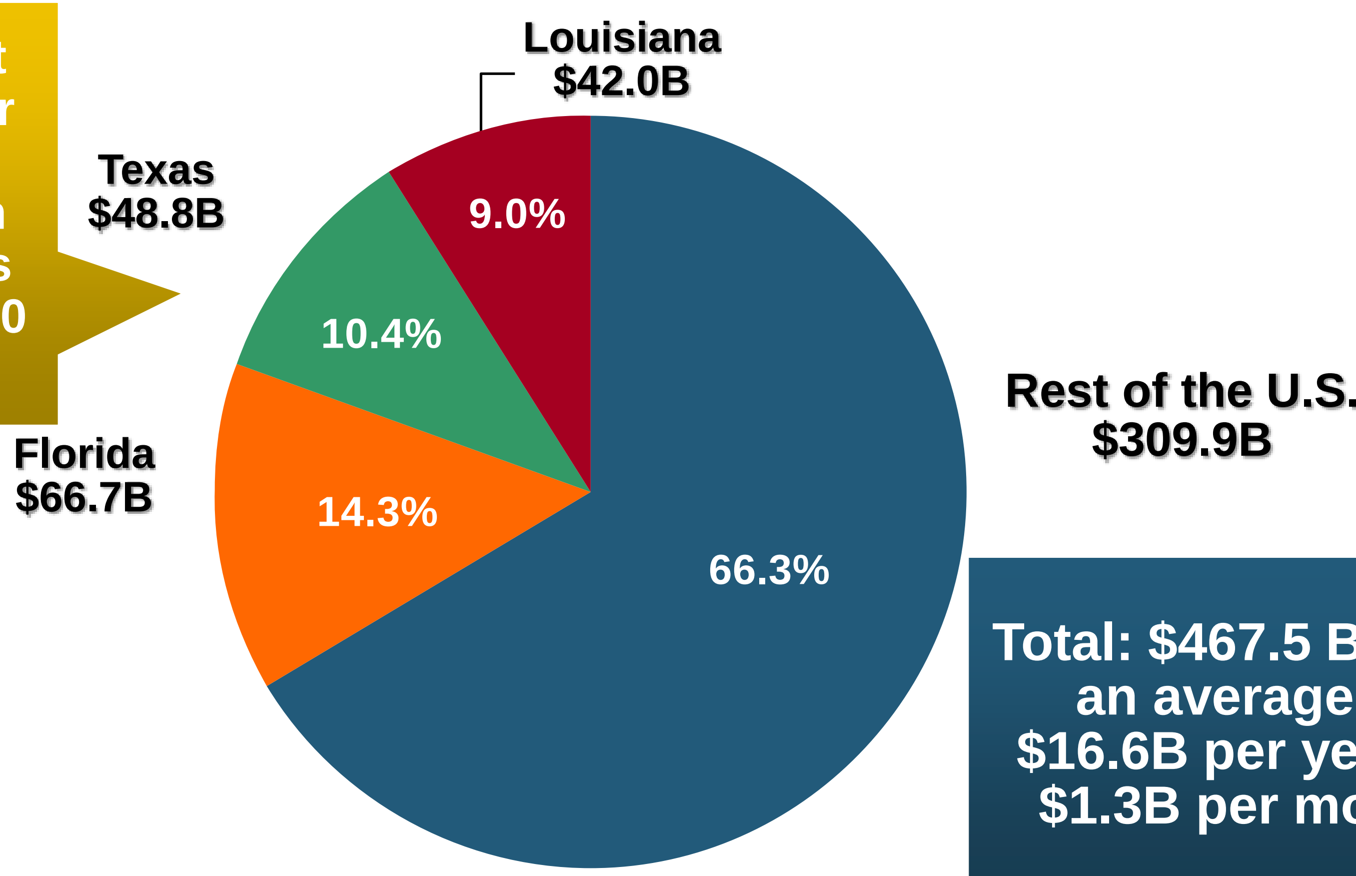
Over the Past 30 Years Florida Has Accounted for the Largest Share of Catastrophe Losses in the U.S., Followed by Texas and Louisiana

FL is the most costly state for CATs, with nearly $67B in insured losses over the past 30 years



Total: $467.5 Billion, an average of $16.6B per year or $1.3B per month

Source: PCS unit of ISO, Verisk Company.; Insurance Information Institute.

Inflation Adjusted U.S. Catastrophe Losses by Cause of Loss, 1993–2012[1]

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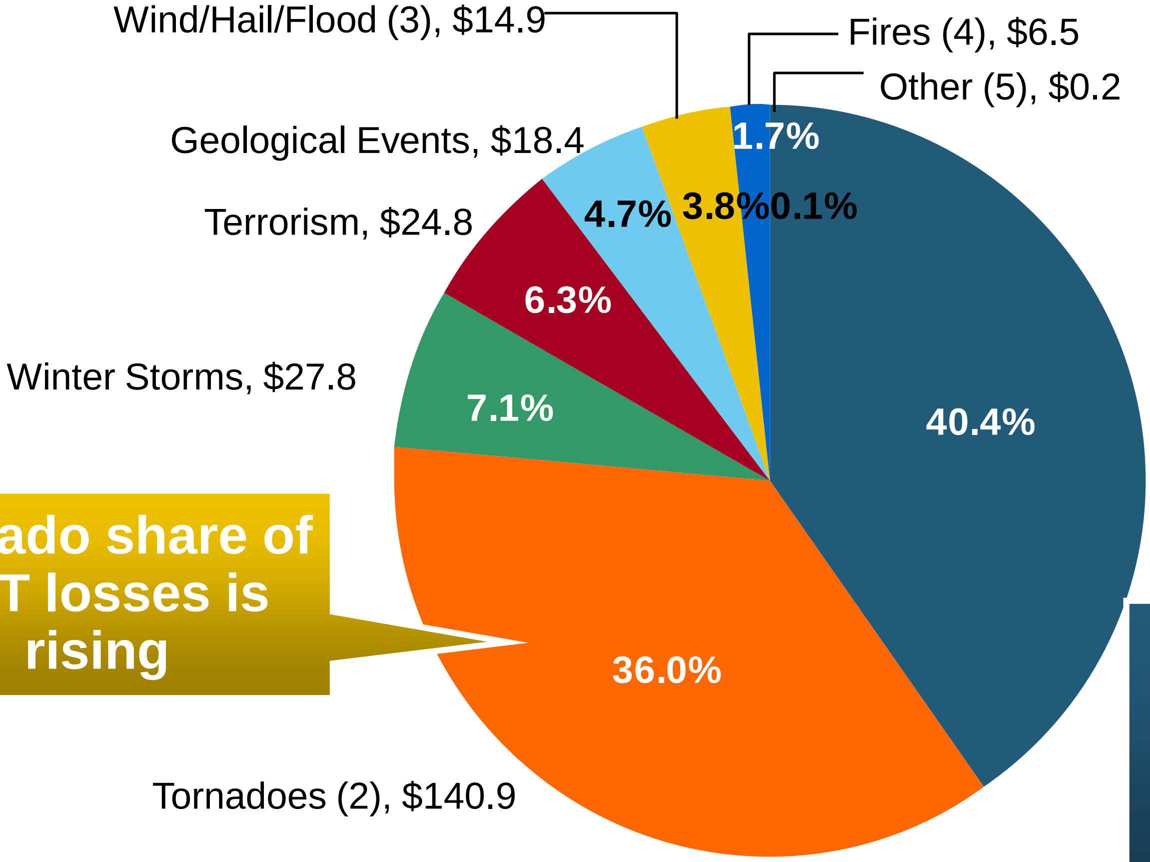

Tornado share of CAT losses is rising

Insured cat losses from 1993-2012 totaled $391.7B, an average of $19.6B per year or $1.6B per month

Wind losses are by far cause the most catastrophe losses, even if hurricanes/TS are excluded.

1. Catastrophes are defined as events causing direct insured losses to property of $25 million or more in 2012 dollars.
2. Excludes snow.
3. Does not include NFIP flood losses
4. Includes wildland fires
5. Includes civil disorders, water damage, utility disruptions and non-property losses such as those covered by workers compensation.

Source: ISO's Property Claim Services Unit.

Top 16 Most Costly Disasters in U.S. History

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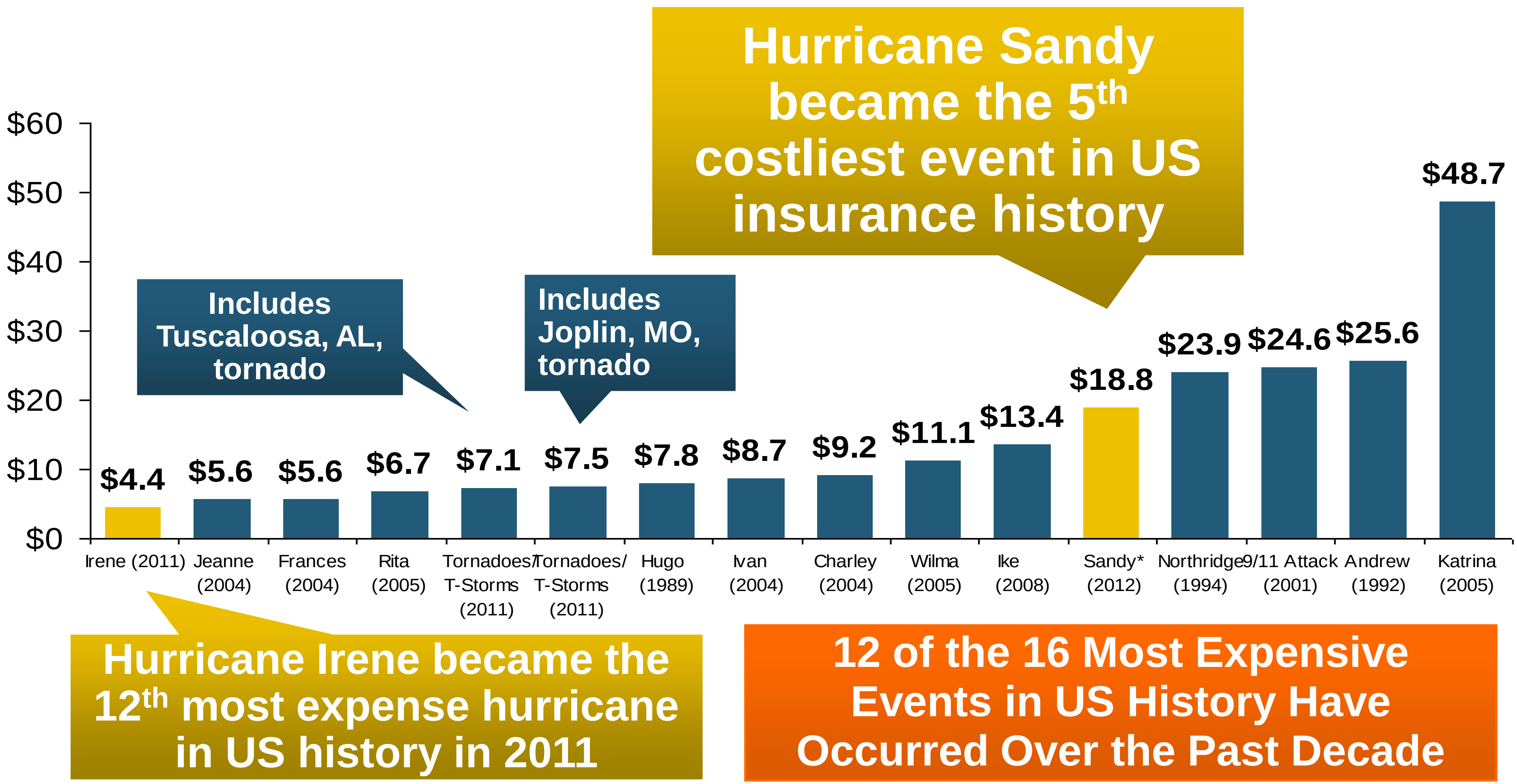
(Insured Losses, 2012 Dollars, $ Billions)



*PCS estimate as of 4/12/13.

Sources: PCS; Insurance Information Institute inflation adjustments to 2012 dollars using the CPI.

Top 16 Most Costly World Insurance Losses, 1970-2013*

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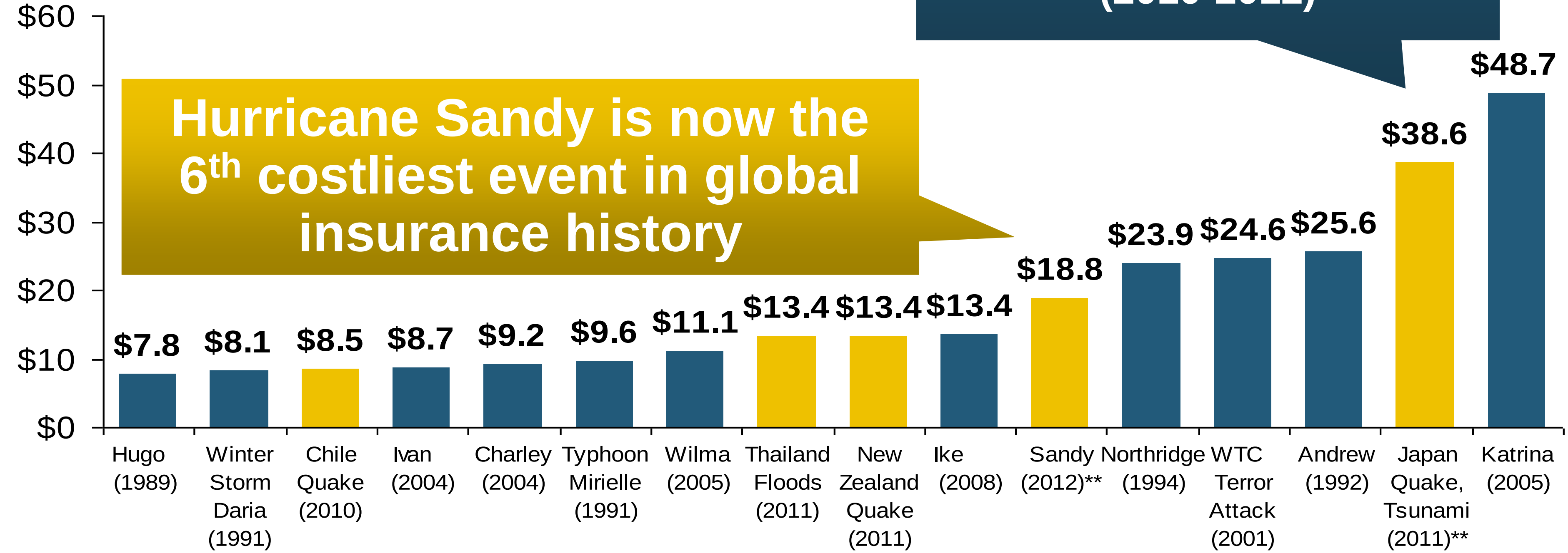
(Insured Losses, 2012 Dollars, $ Billions)

2012 insured CAT Losses totaled $60B; Economic losses totaled $140B, according to Swiss Re

5 of the top 14 most expensive catastrophes in world history have occurred within the past 3 years (2010-2012)



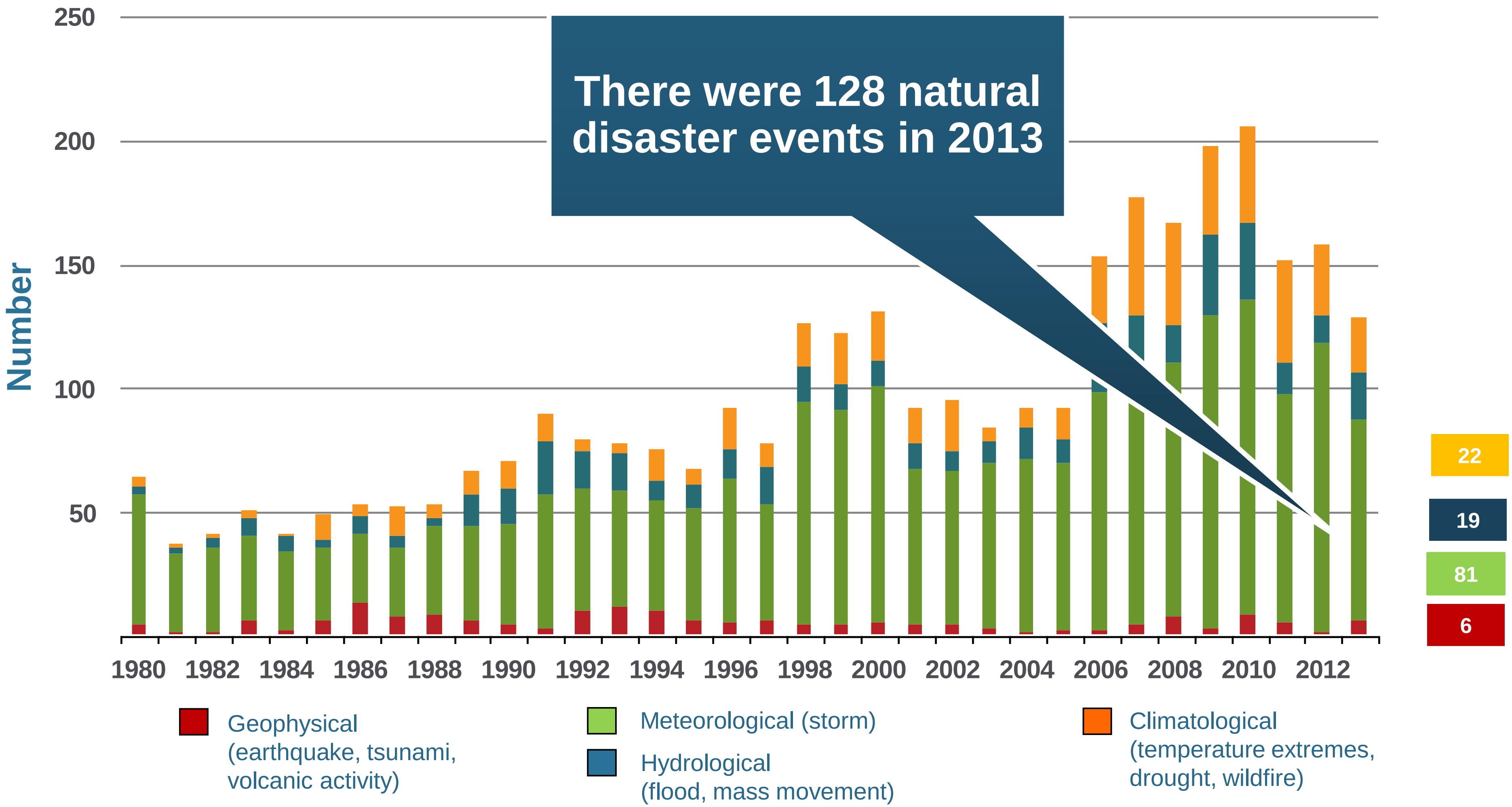
*Figures do not include federally insured flood losses.

**Estimate based on PCS value of $18.75B as of 4/12/13.

Sources: Munich Re; Swiss Re; Insurance Information Institute research.

Natural Disasters in the United States, 1980 – 2013

Number of Events (Annual Totals 1980 – 2013)

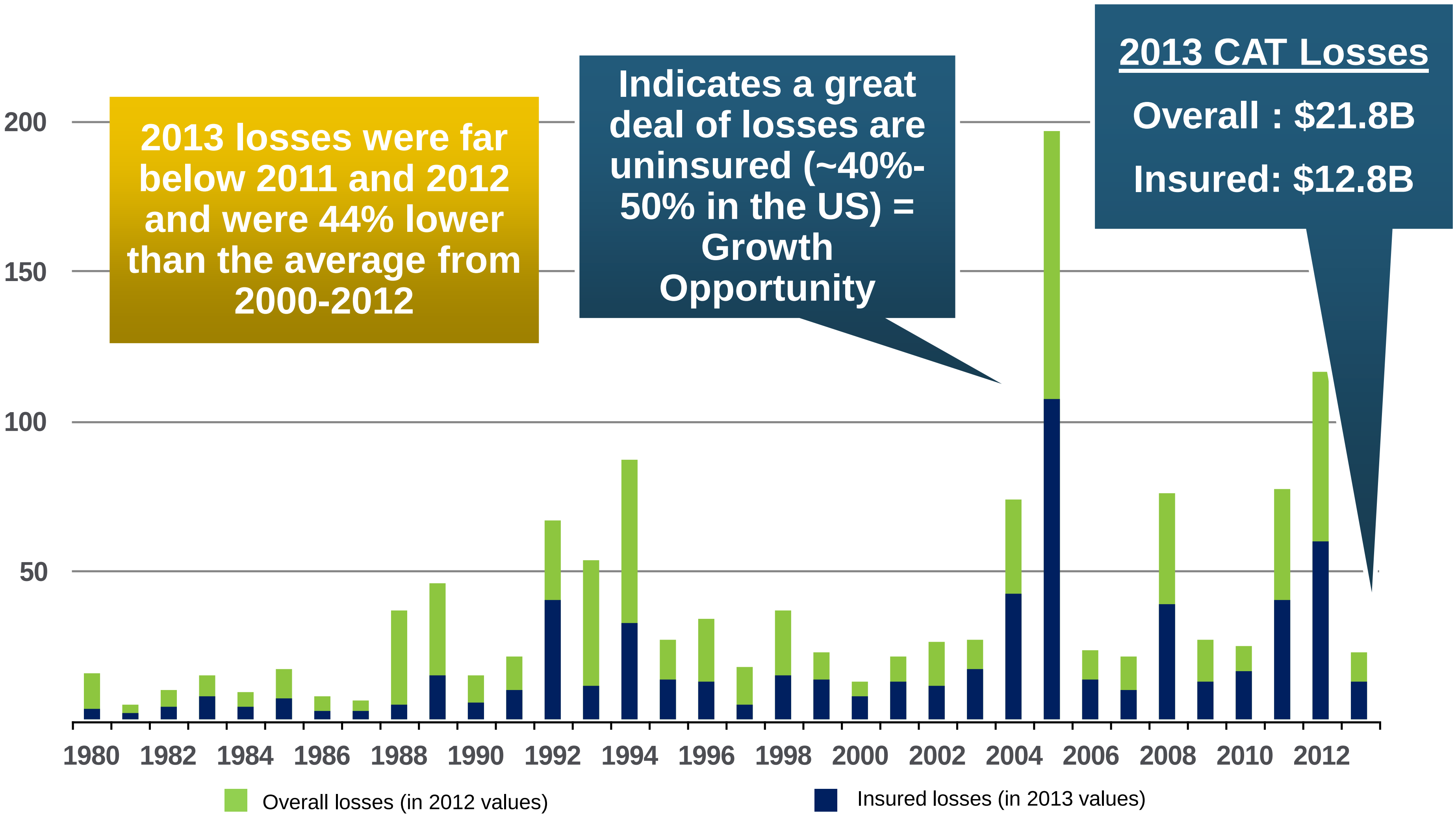


Source: MR NatCat*SERVICE*

Losses Due to Natural Disasters in the US, 1980–2013

(2013 Dollars, $ Billions)

(Overall and Insured Losses)

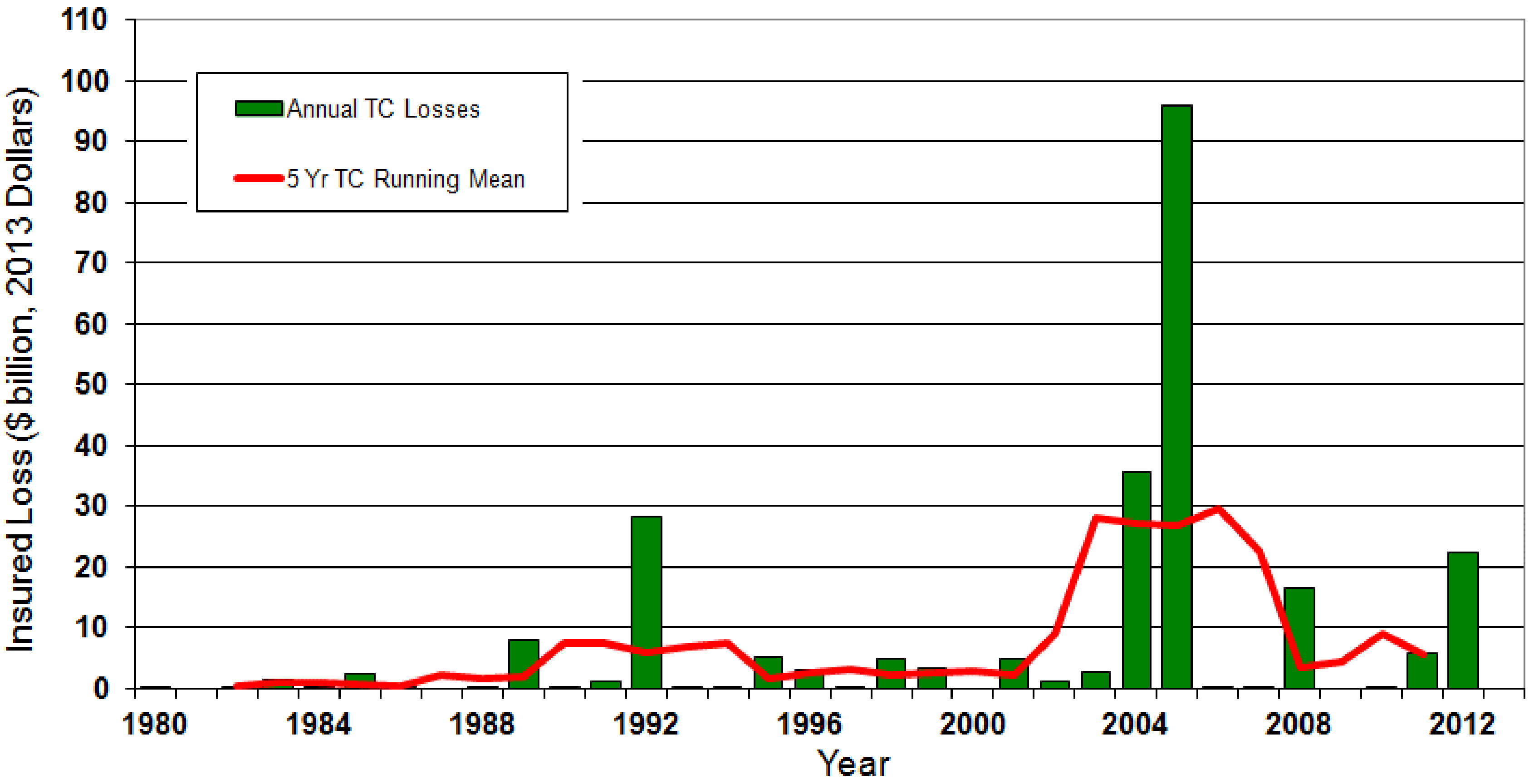


Source: MR NatCat*SERVICE*

Insured US Tropical Cyclone Losses, 1980 - 2013

INSURANCE INFORMATION INSTITUTE

The current 5-year average (2008 - 2013) insured tropical cyclone loss is $5.6 billion per year.

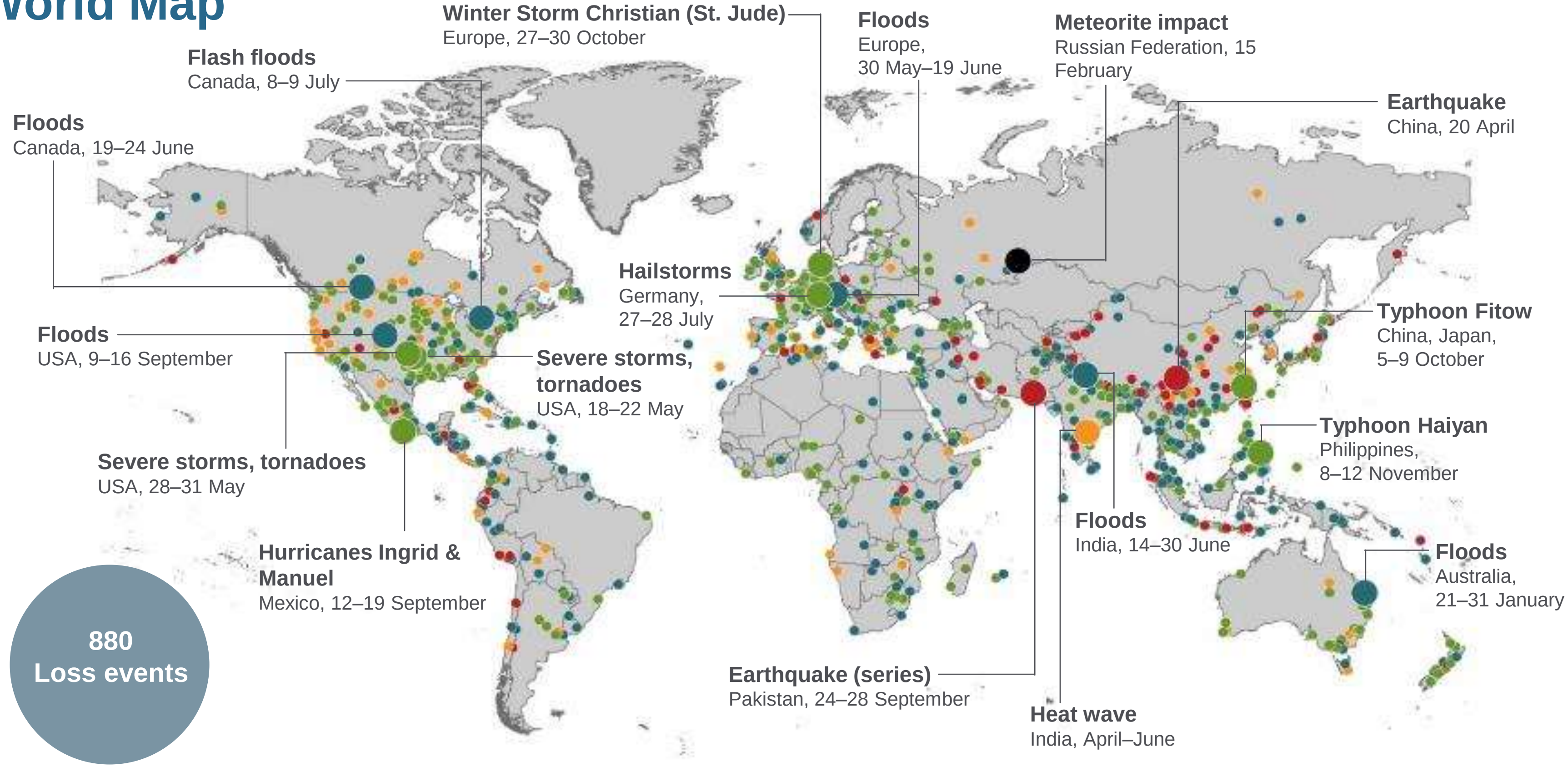


Sources: Property Claims Service,
Munich Re NatCat*SERVICE,* NFIP

Natural Loss Events: Full Year 2013

INSURANCE INFORMATION INSTITUTE

World Map

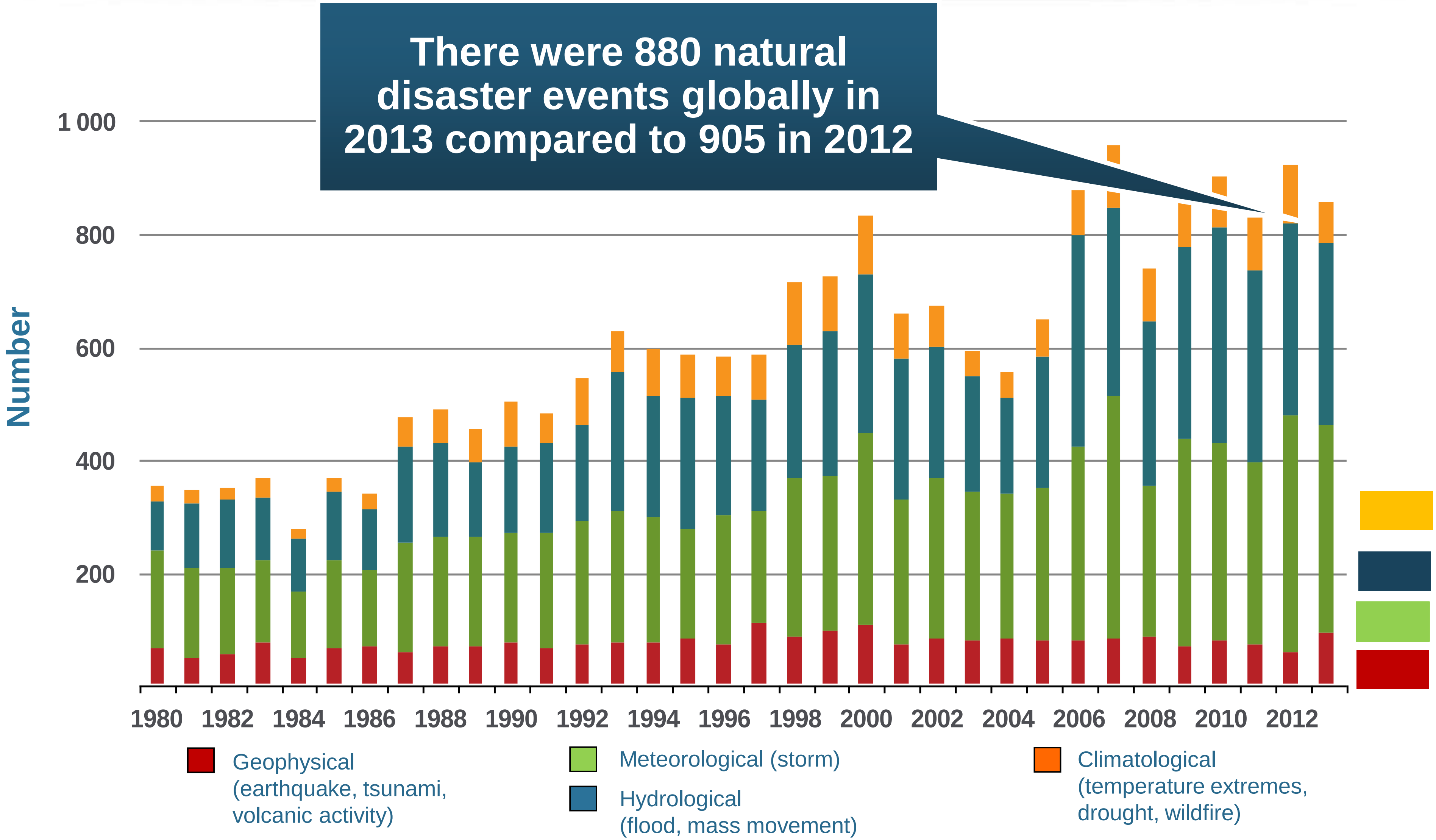


- Natural catastrophes
- Selection of significant Natural catastrophes
- **Geophysical events** (earthquake, tsunami, volcanic activity)
- **Meteorological events** (storm)
- **Hydrological events** (flood, mass movement)
- **Climatological events** (extreme temperature, drought, wildfire)
- **Extraterrestrial events** (Meteorite impact)

Source: Munich Re Geo Risks Research, Nat*CatSERVICE* – as of January 2014.

Natural Disasters Worldwide, 1980 – 2013 (Number of Events)

INSURANCE INFORMATION INSTITUTE



Source: MR NatCat*SERVICE*

Losses Due to Natural Disasters Worldwide, 1980–2013 (Overall & Insured Losses)

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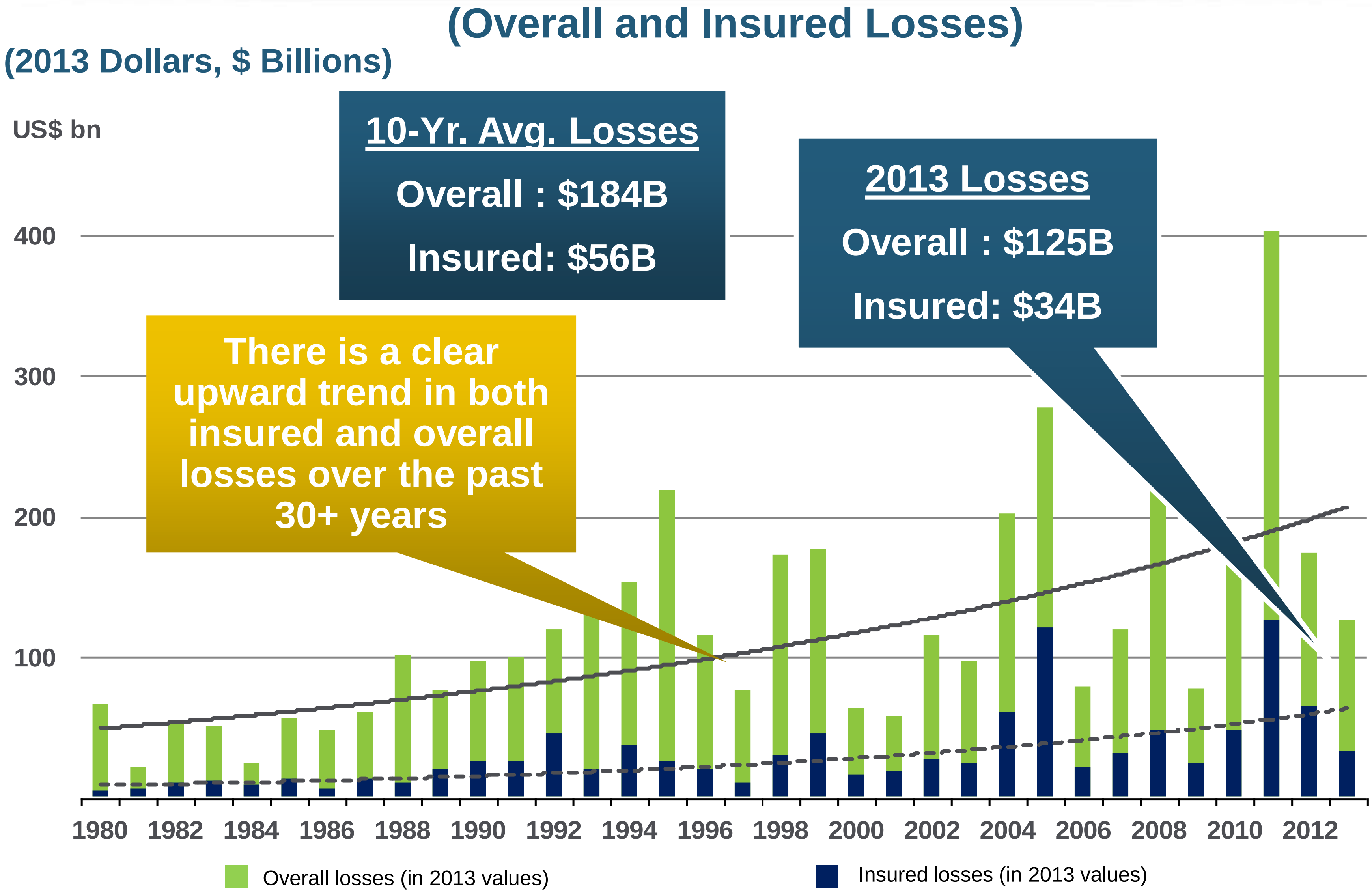

Source: MR NatCat*SERVICE*

Terrorism Update

Down to the Wire? Boston Bombings Underscore the Need for Extension of the Terrorism Risk Insurance Program

Download III's Terrorism Insurance Report at:

http://www.iii.org/white_papers/terrorism-risk-a-constant-threat-2013.html

Terrorism Risk Insurance Program

- **Reauthorization Was a Major Industry Initiative for 2013 Even Before Boston**
- **I.I.I. Testified at First Congressional Hearing on 9/11/12**
  - **Provided testimony at NYC hearing on 6/17/13**
- **I.I.I. Accelerated Planned Study on Terrorism Risk and Insurance in the Wake of Boston and Was Well Received**
  - ***Terrorism: A Constant Threat* issued in June 2013**

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TERRORISM RISK:
A CONSTANT
THREAT

Impacts for Property/Casualty Insurers

JUNE 2013

I.I.I.'s Hartwig Narrowly Misses Boston Marathon Blasts

Terrorism Risk Insurance Program

- **Boston Marathon Bombing Has Helped Focus Attention in Congress on TRIPRA and its Looming Expiration**
  - **Act expires 12/31/14**
  - **Exclusionary language will likely be inserted for post-1/1/2014 renewals and will likely lead to significant media interest (educational opportunity)**
  - **Numerous headwinds; not a priority issue in 2013 in Congress**
  - **3 extension bills introduced in 2013—2 since Boston**

- **Media Interest Soared**
  - **I.I.I. was conducting its first interviews within minutes after live-tweeting (nearly) from the scene; TV interest was high**
  - **Local, national and international media focused on this topic for the first time in any significant way since TRIA's inception in late 2002**
  - **Inquiries revealed very little/no understanding (or even awareness) outside insurance industry and business owners**
  - **Certification process caused confusion**

Loss Distribution by Type of Insurance from Sept. 11 Terrorist Attack ($ 2011)

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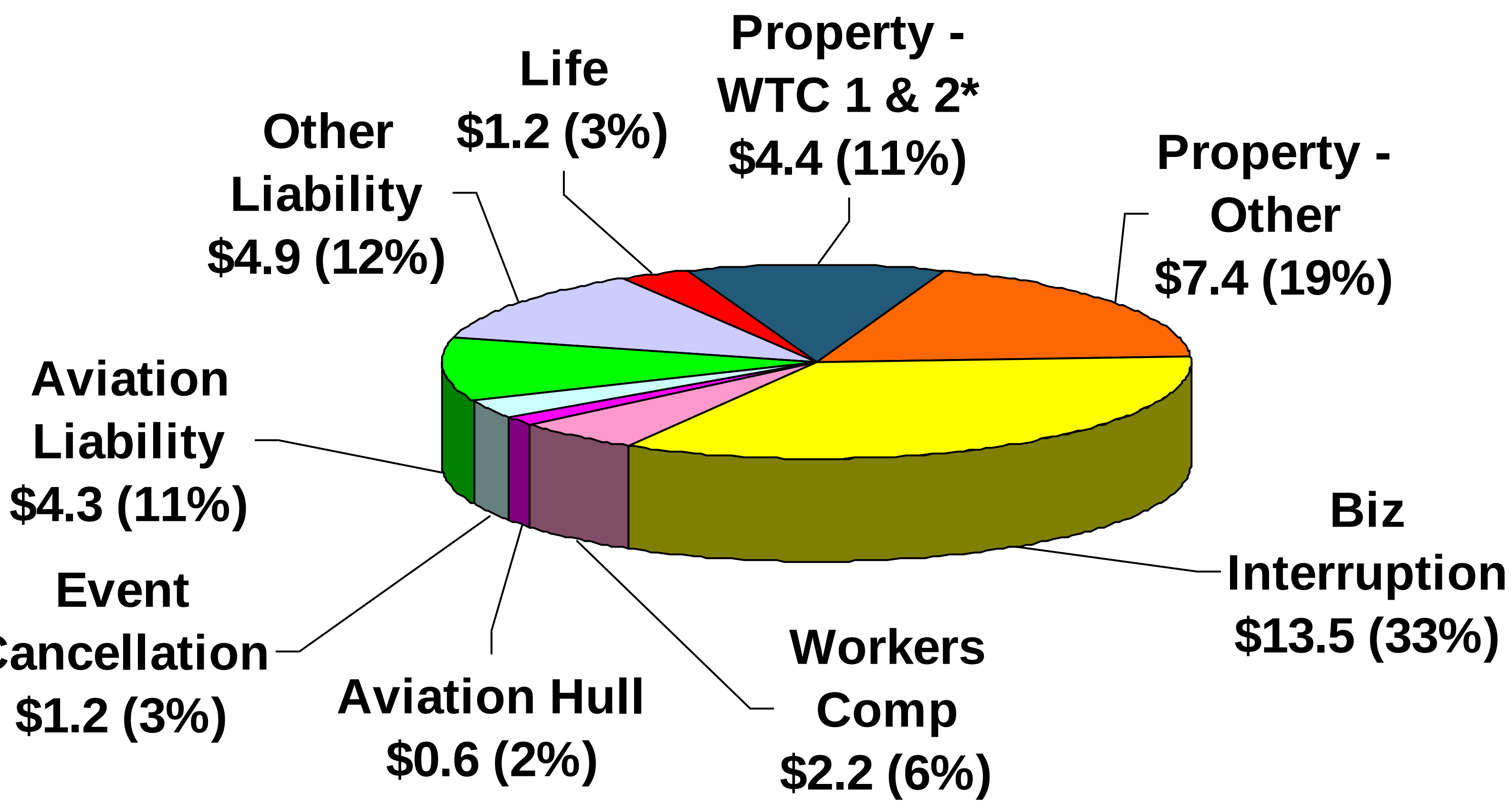
($ Billions)



Total Insured Losses Estimate: $40.0B**

*Loss total does not include March 2010 New York City settlement of up to $657.5 million to compensate approximately 10,000 Ground Zero workers or any subsequent settlements.

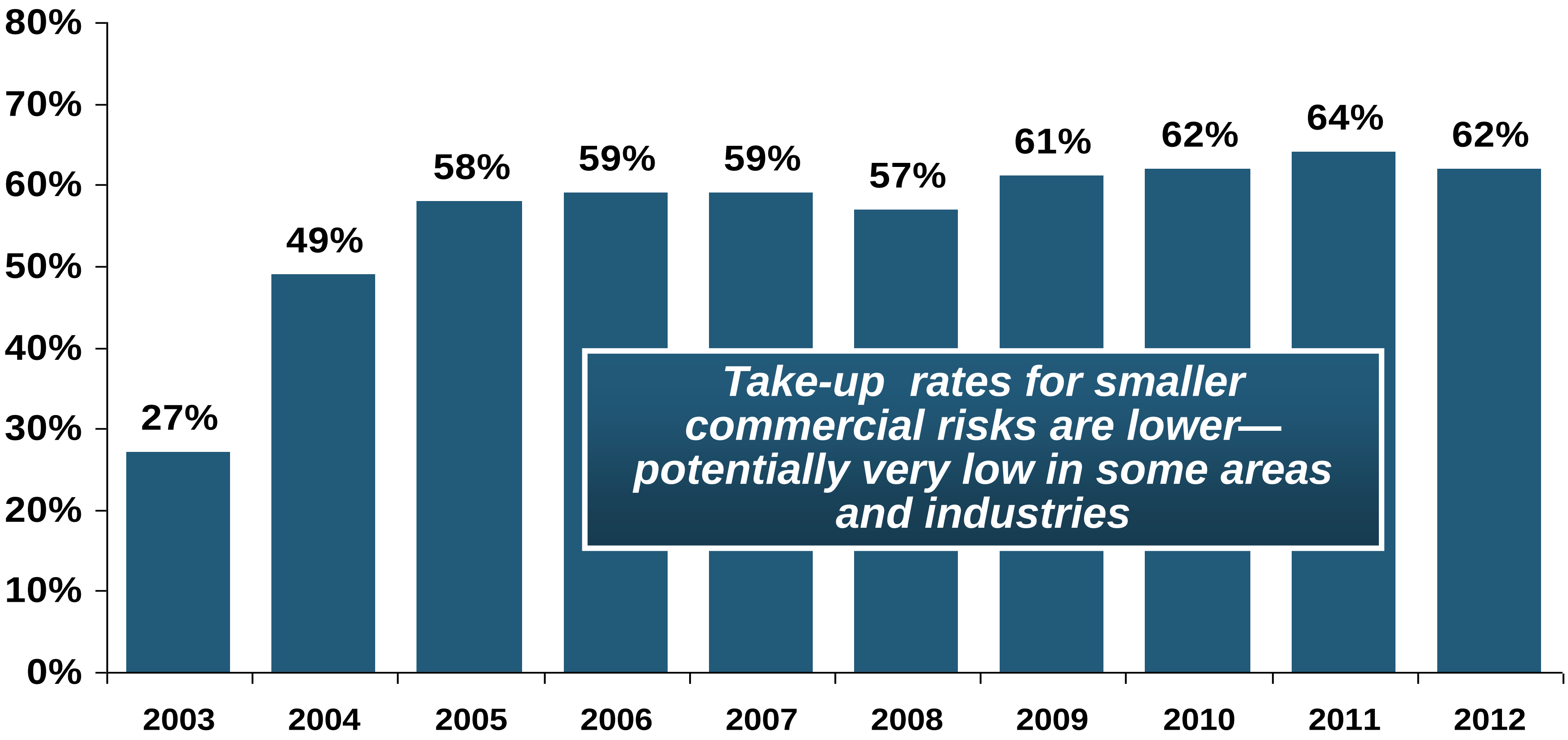
**$32.5 billion in 2001 dollars.

Source: Insurance Information Institute.

TRIA Outlook

- **Difficult Reauthorization Battle Ahead**
  - **Very difficult to overcome antigovernment/small government, Tea Party forces in the House**
  - **Most Committee members in both houses weren't around in 2007**
- **House Hearings in 2012; House and Senate in Sept. 2013**
- **If Reauthorized, Insurer Participation Likely Increased**
- **Some Have Attacked TRIA as "Corporate Welfare"**
  - **In reality the taxpayer is 100% protected**
  - **NFIP, Crop programs have led to miscomprehensions**
- **Emphasizing Benefits to Employees Under WC is Key**
- **Misperception by Some that Terrorism is Urban Issue**
- ***Growth Opportunity: Standalone Cover if No Reauthorization***
  - ***Though limited capacity will not be sufficient to meet need***

Terrorism Insurance Take-up Rates, By Year, 2003-2012



In 2003, the first year TRIA was in effect, the terrorism take-up rate was 27 percent. Since then, it has increased steadily, remaining in the low 60 percent range since 2009.

Source: Marsh Global Analytics, *2013 Terrorism Risk Insurance Report,* May 2013.

TRIA Outlook

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- **3 TRIA Reauthorization Bills Introduced in 2013**
- **Bumpy Road to Reauthorization Ahead**
  - **Senate: Generally supportive based on 9/25 hearing**
  - **House: Democrats supportive; Republicans skeptical but some seem willing to support reauthorization based on 11/13 hearing**
    - **Analogies to Affordable Care Act often mentioned by Republicans**
- **House Committee Proposals Likely to Involve:**
  - **Increase in trigger (from current $100 million)**
  - **Increasing individual comp. retentions (from current 20% of DPE)**
  - **Also possible: Simple industry aggregate or NBCR only proposal**
- **I.I.I.: Success of Current Structure & Taxpayer Protections**
- **Also Focused on Importance of Small/Medium Insurers**
- **Limitations of Capacity in the Absence of TRIA**
- ***Media in 2014 Wants Stories of Economic Disruption***

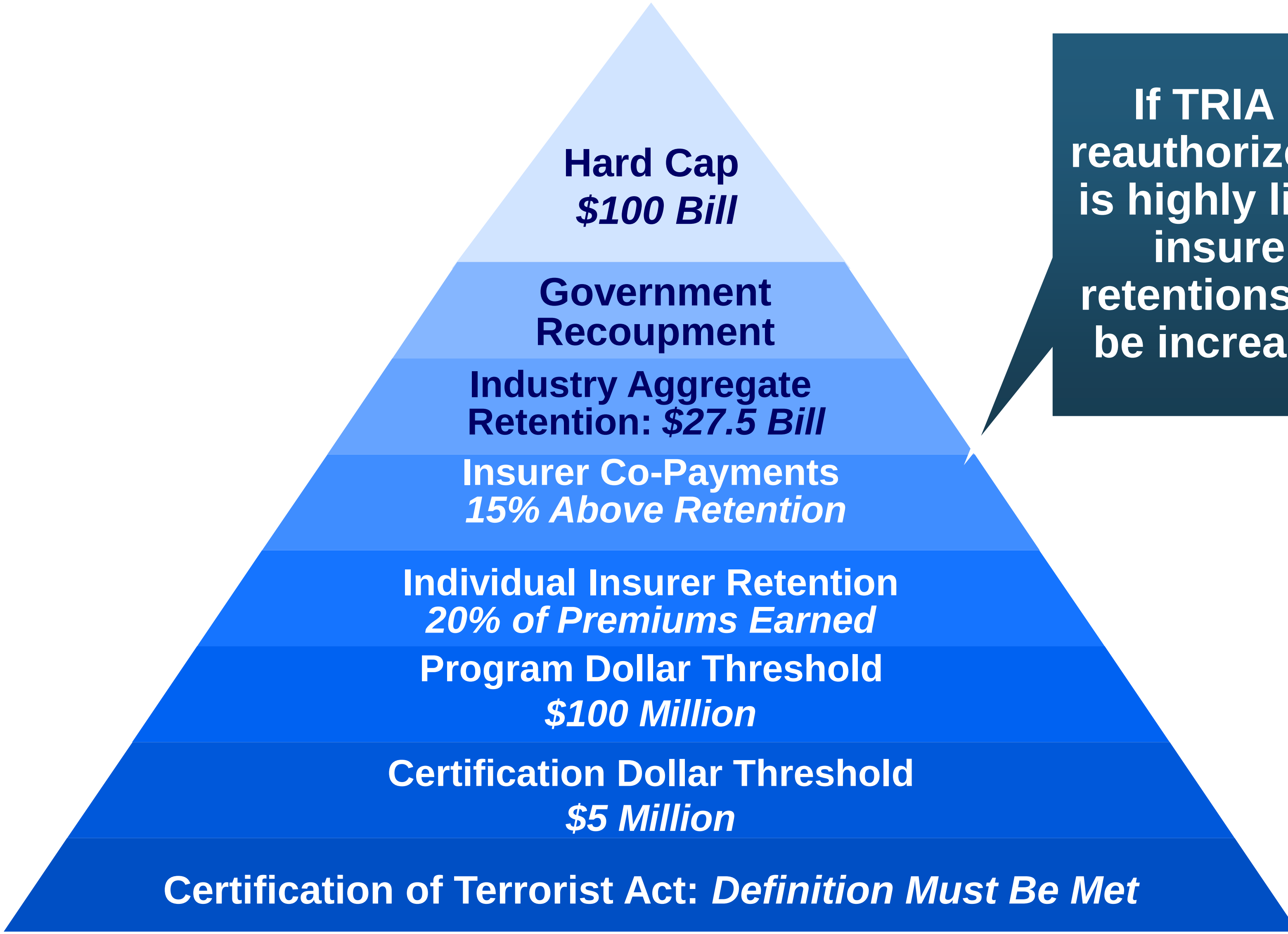
Terrorism Risk Insurance Program

- Testified before Senate Banking Cmte. in Sept. 2013
- Testified before House Financial Services Nov. 2013
- Provided testimony at NYC hearing on June 2013
- I.I.I. Accelerated Planned Study on Terrorism Risk and Insurance in the Wake of Boston and Hearings; Was Well Received and Widely Circulated
- Working with Trades, Congressional Staff, GAO & Others

Senate Banking Committee, 9/25/13

House Financial Services Subcommittee, 11/13/13

Pyramid of Taxpayer Protection: Strong, Stable, Sound and Secure



If TRIA is reauthorized, it is highly likely insurer retentions will be increased

Summary of Terrorism Risk Insurance Program Extension Bills Introduced in 2013

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Bill	Summary
•**H.R. 508: *“Terrorism Risk Insurance Act of 2002 Reauthorization Act of 2013”*** •**Introduced Feb. 5 by Rep. Michael Grimm (D-NY)**	•5-Year Extension (through 2019) •Extend recoupment period for any TRIA assistance from 2017 to 2019
•**H.R. 2146: *“Terrorism Risk Insurance Program Reauthorization Act of 2013”*** •**Introduced May 23 by Rep. Michael Capuano (D-MA)**	•10-Year Extension (through 2024) •Extend recoupment period for any TRIA assistance from 2017 to 2024 •Requires President’s Working Group on Financial Markets (PWGFM) to issue reports on long-term availability and affordability of terrorism insurance in 2017, 2020 and 2023 •Reports to be drafted with consultation from NAIC and representatives of the insurance and securities industries and policyholders
•**H.R. 1945: *“Fostering Resilience to Terrorism Act of 2013”*** •**Introduced May 9 by Rep. Benny Thompson (D-MS)**	•10-Year Extension (through 2024) •Recoupment period changed to 2024 •Would transfer responsibility for certification of a “act of terrorism” to the Secretary of Homeland Security from Secretary of Treasury. •PWGFM to issue reports in 2017, 2020 and 2023 •Requires Sec. of DHS to provide insureds with “timely homeland security information, including terrorism risk information, at the appropriate level of classification and information on best practices to foster resilience to an act of terrorism.”

Source: Nelson, Levine, de Luca & Hamilton, *FIO Focus,* June 10, 2013; Insurance Information Institute.

Terrorist Risk Index

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The US is still considered to be at "Medium Risk" for a terrorist attack

The threat of terrorism is highest in South Asia, Russia, the Middle East and Central and East Africa

Sources: Maplecroft Terrorism Risk Index; (2011); Guy Carpenter; Insurance Information Institute.

Terrorism Violates Traditional Requirements for Insurability

Requirement	Definition	Violation
Estimable Frequency	•Insurance requires large number of observations to develop predictive rate-making models (an actuarial concept known as credibility)	•Very few data points •Terror modeling still in infancy, untested. •Inconsistent assessment of threat
Estimable Severity	•Maximum possible/ probable loss must be at least estimable in order to minimize “risk of ruin” (insurer cannot run an unreasonable risk of insolvency though assumption of the risk)	•Potential loss is virtually unbounded. •Losses can easily exceed insurer capital resources for paying claims. •Extreme risk in workers compensation and statute forbids exclusions.

Source: Insurance Information Institute

Terrorism Violates Traditional Requirements for Insurability (cont'd)

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Requirement	Definition	Violation
Diversifiable Risk	•Must be able to spread/distribute risk across large number of risks •"Law of Large Numbers" helps makes losses manageable and less volatile	•Losses likely highly concentrated geographically or by industry (e.g., WTC, power plants)
Random Loss Distribution/ Fortuity	•Probability of loss occurring must be purely random and fortuitous •Events are individually unpredictable in terms of time, location and magnitude	•Terrorism attacks are planned, coordinated and deliberate acts of destruction •Dynamic target shifting from "hardened targets" to "soft targets" •Terrorist adjust tactics to circumvent new security measures •Actions of US and foreign govts. may affect likelihood, nature and timing of attack

Source: Insurance Information Institute

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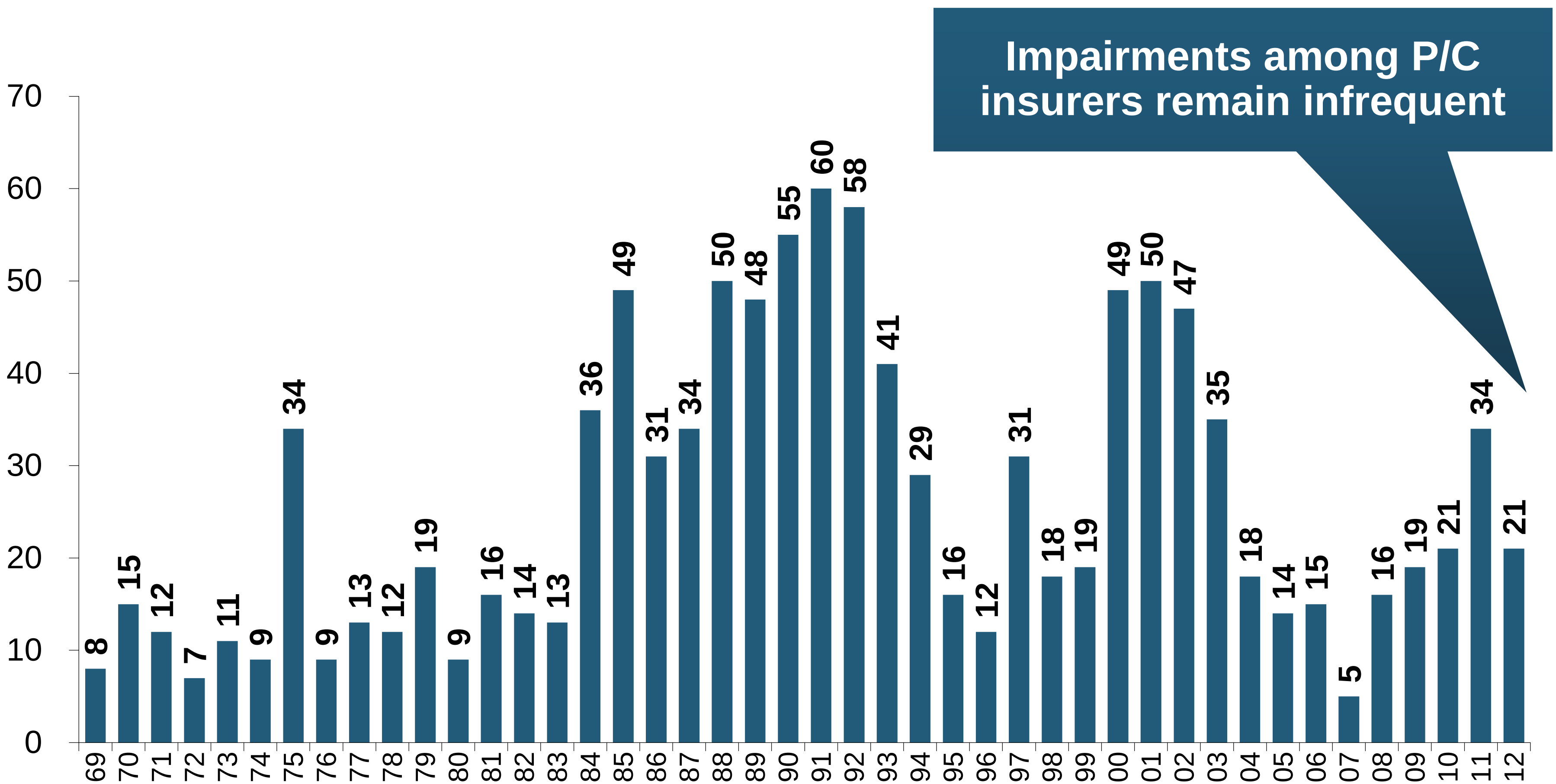
Financial Strength & Underwriting

Cyclical Pattern is P-C Impairment History is Directly Tied to Underwriting, Reserving & Pricing

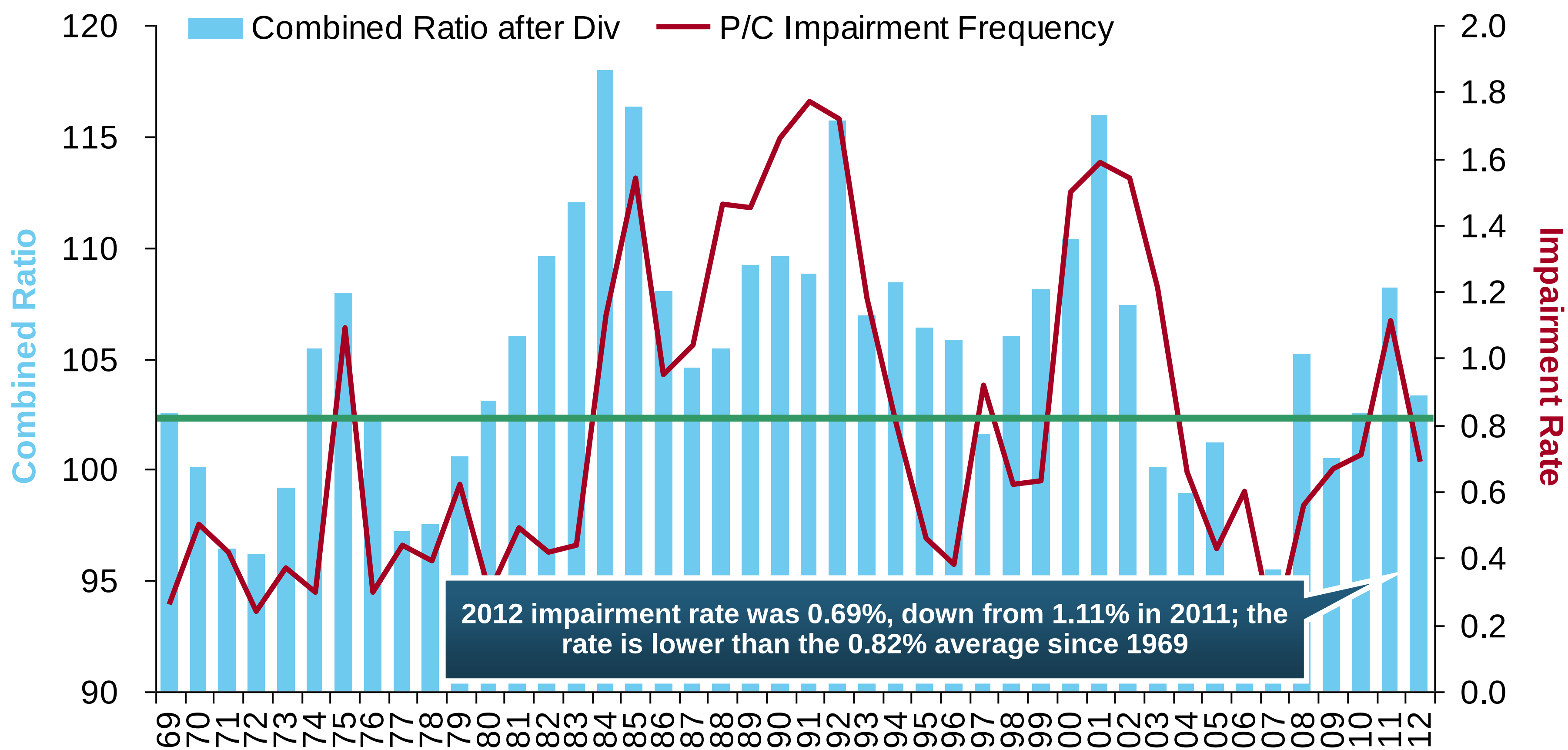
P/C Insurer Impairments, 1969–2012



The Number of Impairments Varies Significantly Over the P/C Insurance Cycle, With Peaks Occurring Well into Hard Markets

Source: A.M. Best Special Report “Pace of P/C Impairments Slowed in 2012; Auto Writers, RRGs Continued to Struggle,” June 2013; Insurance Information Institute.

P/C Insurer Impairment Frequency vs. Combined Ratio, 1969-2012



Impairment Rates Are Highly Correlated With Underwriting Performance and Reached Record Lows in 2007; Recent Increase Was Associated Primarily With Mortgage and Financial Guaranty Insurers and Not Representative of the Industry Overall

Source: A.M. Best; Insurance Information Institute

Reasons for US P/C Insurer Impairments, 1969–2012

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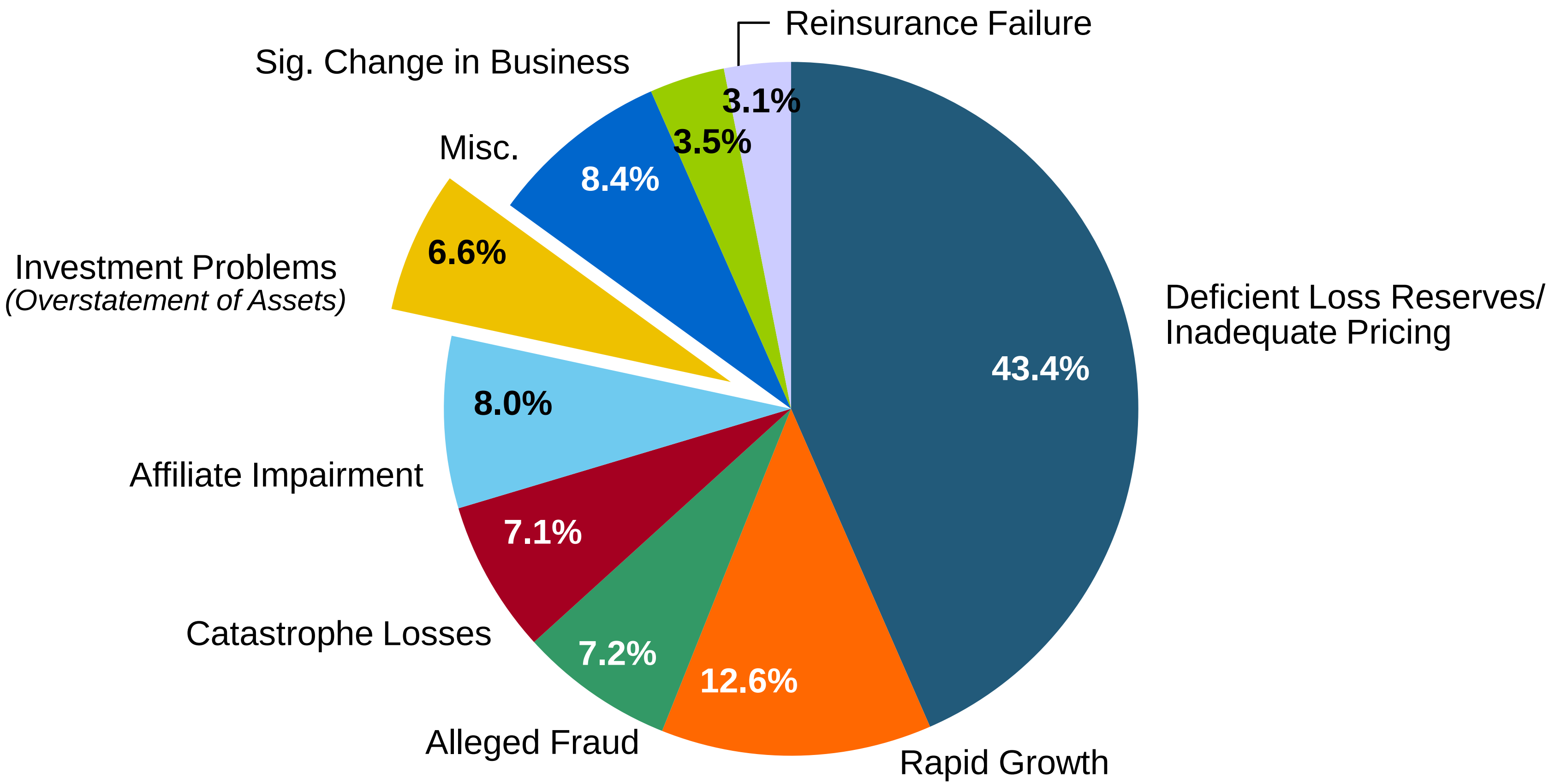
Historically, Deficient Loss Reserves and Inadequate Pricing Are By Far the Leading Cause of P-C Insurer Impairments. Investment and Catastrophe Losses Play a Much Smaller Role

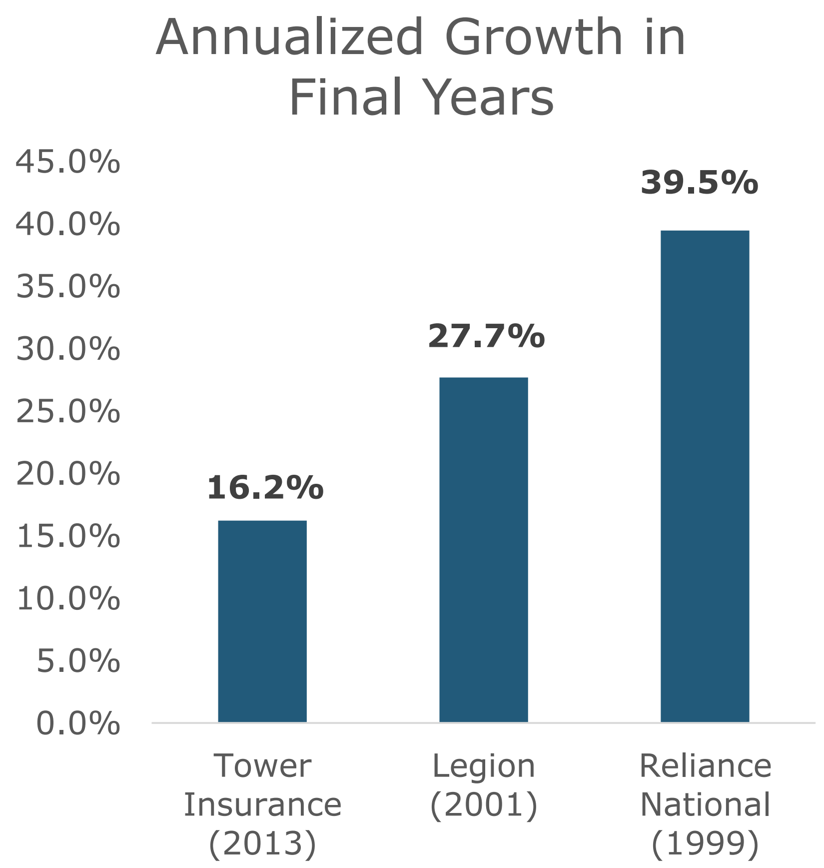


Source: A.M. Best Special Report "Pace of P/C Impairments Slowed in 2012; Auto Writers, RRGs Continued to Struggle," June 2013; Insurance Information Institute.

Rapid Growth 'A Leading Cause' of Impairment'

"The leading causes of impairment are deficient loss reserves (inadequate pricing) and **rapid growth**, together comprising more than 50 percent of annual impairments."

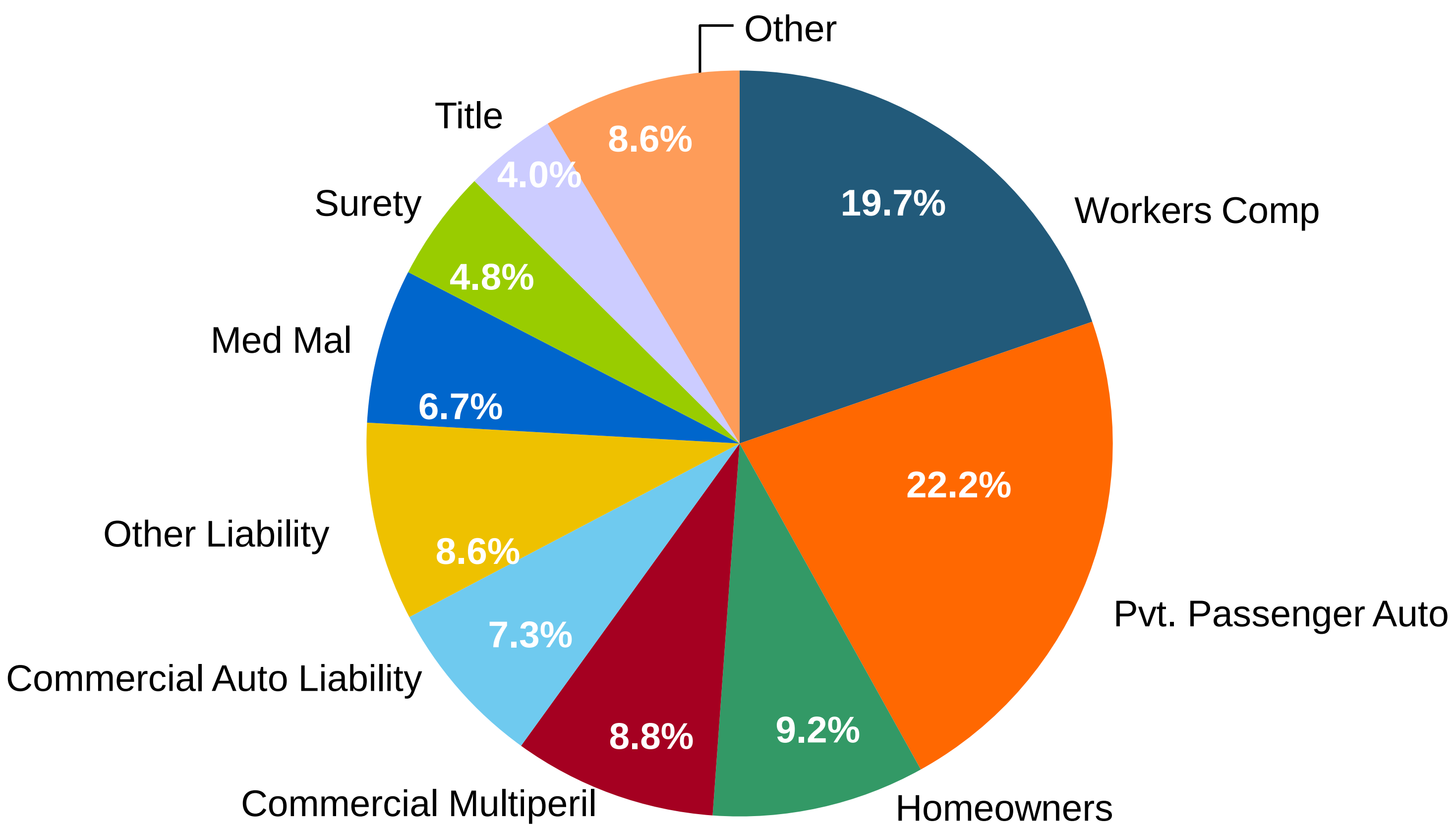
- A.M. Best, 2013



Source: SNL Financial, Insurance Information Institute.

Top 10 Lines of Business for US P/C Impaired Insurers, 2000–2012

Workers Comp and Pvt. Passenger Auto Account for More Than 40 Percent of the Impaired Insurers Since 2000



Source: A.M. Best Special Report "Pace of P/C Impairments Slowed in 2012; Auto Writers, RRGs Continued to Struggle," June 2013; Insurance Information Institute.

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