Using micro-level automobile insurance data for macro-effects inference

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Basic data set-up

- "Policyholder" *i* is followed over time $t = 1, \ldots, 9$ years
- Unit of analysis "it"
- Have available: exposure e_{it} and covariates (explanatory variables) x_{it}
 - covariates often include age, gender, vehicle type, driving history and so forth
- Goal: understand how time t and covariates impact claims y_{it}.
- Statistical methods viewpoint
 - basic regression set-up (including GLM) almost every analyst is familiar with:
 - part of the basic actuarial education curriculum
 - incorporating cross-sectional and time patterns is the subject of longitudinal data analysis - a widely available statistical methodology



More complex data set-up

- Some variations that might be encountered when examining insurance company records
- For each "*it*", could have multiple claims, i = 0, 1, ..., 5
- For each claim y_{iti} , possible to have one or a combination of three (3) types of losses:
 - Iosses for injury to a party other than the insured y_{iti,1} "injury";
 - 2 losses for damages to the insured, including injury, property damage, fire and theft y_{iti,2} - "own damage"; and
 - **S** losses for property damage to a party other than the insured $y_{iti,3}$ -"third party property".
- Distribution for each claim is typically medium to long-tail.
- The full multivariate claim may not be observed. For example:

| Distribution of Claims, by Claim Type Observed | | | | | | | | | |
|--|---------|---------|-----------|--------------|--------------|--------------|-------------------|-----|--|
| Value of M | 1 | 2 | 3 | 4 | 5 | 6 | 7 | | |
| Claim by Combination | (y_1) | (y_2) | (y_{3}) | (y_1, y_2) | (y_1, y_3) | (y_2, y_3) | (y_1, y_2, y_3) | 611 | |
| Percentage | 0.4 | 73.2 | 12.3 | 0.3 | 0.1 | 13.5 | 0.2 | (a | |

The hierarchical insurance claims model

• Traditional to predict/estimate insurance claims distributions:

Cost of Claims = Frequency \times Severity

• Joint density of the aggregate loss can be decomposed as:

$$f(N, \mathbf{M}, \mathbf{y}) = f(N) \times f(\mathbf{M}|N) \times f(\mathbf{y}|N, \mathbf{M})$$

joint = frequency × conditional claim-type
× conditional severity.

 This natural decomposition allows us to investigate/model each component separately.



Papers

- Frees and Valdez (2008), Hierarchical Insurance Claims Modeling, *Journal of the American Statistical Association*, Vol. 103, No. 484, pp. 1457-1469.
- Frees, Shi and Valdez (2009), Actuarial Applications of a Hierarchical Insurance Claims Model, *ASTIN Bulletin*, forthcoming.
- Antonio, Frees and Valdez (2009), A Multilevel Analysis of Intercompany Claim Counts, *ASTIN Bulletin*, submitted.
- Antonio, Frees and Valdez (2009), A Hierarchical Model for Micro-Level Stochastic Loss Reserving, also being presented separately at this conference.



Model features

- Allows for risk rating factors to be used as explanatory variables that predict both the frequency and the multivariate severity components.
- Helps capture the long-tail nature of the claims distribution through the GB2 distribution model.
- Provides for a "two-part" distribution of losses when a claim occurs, not necessary that all possible types of losses are realized.
- Allows to capture possible dependencies of claims among the various types through a *t*-copula specification.



Literature on claims frequency/severity

- Large literature on modeling claims frequency and severity:
 - Klugman, Panjer and Willmot (2004) basics without covariates.
 - Kaas, Goovaerts, Dhaene and Denuit (2008) some discussion of fitting loss models.
 - Kahane and Levy (*JRI*, 1975) first to model joint frequency/severity with covariates.
 - Coutts (1984) postulates that the frequency component is more important to get right.
- Applications to motor insurance:
 - Brockman and Wright (1992) good early overview.
 - Renshaw (1994) uses GLM for both frequency and severity with policyholder data.
 - Pinquet (1997, 1998) uses the longitudinal nature of the data, examining policyholders over time.
 - considered 2 lines of business: claims at fault and not at fault; allowed correlation using a bivariate Poisson for frequency; severity models used were lognormal and gamma.
 - Most other papers use grouped data, unlike our work.



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Data

- Model is calibrated with detailed, micro-level automobile insurance records over eight years [1993 to 2000] of a randomly selected Singapore insurer.
 - Year 2001 data use for out-of-sample prediction
- Information was extracted from the policy, claims and payment files.
- Unit of analysis a registered vehicle insured *i* over time *t* (year).
- The observable data consist of
 - number of claims within a year: N_{it} , for $t = 1, \ldots, T_i, i = 1, \ldots, n$
 - type of claim: M_{itj} for claim $j = 1, \ldots, N_{it}$
 - the loss amount: y_{itjk} for type k = 1, 2, 3.
 - exposure: e_{it}
 - vehicle characteristics: described by the vector x_{it}
- The data available therefore consist of

 $\{e_{it}, \mathbf{x}_{it}, N_{it}, M_{itj}, y_{itjk}\}.$



Risk factor rating system

- Insurers adopt "risk factor rating system" in establishing premiums for motor insurance.
- Some risk factors considered:
 - vehicle characteristics: make/brand/model, engine capacity, year of make (or age of vehicle), price/value
 - driver characteristics: age, sex, occupation, driving experience, claim history
 - other characteristics: what to be used for (private, corporate, commercial, hire), type of coverage
- The "no claims discount" (NCD) system:
 - rewards for safe driving
 - discount upon renewal of policy ranging from 0 to 50%, depending on the number of years of zero claims.
- These risk factors/characteristics help explain the heterogeneity among the individual policyholders.



Covariates

- Year: the calendar year 1993-2000; treated as continuous variable.
- Vehicle Type: automobile (A) or others (O).
- Vehicle Age: in years, grouped into 6 categories -
 - 0, 1-2, 3-5, 6-10, 11-15, ≥16.
- Vehicle Capacity: in cubic capacity.
- Gender: male (M) or female (F).
- Age: in years, grouped into 7 categories -
 - ages ≤21, 22-25, 26-35, 36-45, 46-55, 56-65, ≥66.
- The NCD applicable for the calendar year 0%, 10%, 20%, 30%, 40%, and 50%.



Random effects negative binomial count model

- Let $\lambda_{it} = e_{it} \exp \left(\mathbf{x}'_{\lambda,it} \beta_{\lambda} \right)$ be the conditional mean parameter for the $\{it\}$ observational unit, where
 - $\mathbf{x}_{\lambda,it}$ is a subset of \mathbf{x}_{it} representing the variables needed for frequency modeling.
- Negative binomial distribution model with parameters p and r:

•
$$\Pr(N = k | r, p) = {\binom{k+r-1}{r-1}} p^r (1-p)^k.$$

- Here, $\sigma = r^{-1}$ is the dispersion parameter and
- $p = p_{it}$ is related to the mean through

$$(1 - p_{it})/p_{it} = \lambda_{it}\sigma = e_{it}\exp(\mathbf{x}'_{\lambda,it}\beta_{\lambda})\sigma.$$

Multinomial claim type

• Certain characteristics help describe the claims type. To explain this feature, we use the multinomial logit of the form

$$\Pr(M = m) = \frac{\exp(V_m)}{\sum_{s=1}^7 \exp(V_s)},$$

where $V_m = V_{it,m} = \mathbf{x}'_{M,it} \beta_{M,m}$.

- For our purposes, the covariates in $\mathbf{x}_{M,it}$ do not depend on the accident number *j* nor on the claim type *m*, but we do allow the parameters to depend on type *m*.
- Such has been proposed in Terza and Wilson (1990).
- Alternative to model claim type was considered in:
 - Young, Valdez and Kohn (2009), Multivariate Probit Models for Conditional Claim Types, *Insurance: Mathematics and Economics*, Vo 44, No. 2, pp. 214-228.

Severity

- We are particularly interested in accommodating the long-tail nature of claims.
- We use the generalized beta of the second kind (GB2) for each claim type with density

$$f(y) = rac{\exp{(lpha_1 z)}}{y |\sigma| B(lpha_1, lpha_2) \left[1 + \exp(z)
ight]^{lpha_1 + lpha_2}},$$

where $z = (\ln y - \mu)/\sigma$, with location μ , scale σ , and shape parameters α_1 and α_2 .

- With four parameters, the distribution has great flexibility for fitting heavy tailed data.
- Introduced by McDonald (1984), used in insurance loss modeling by Cummins et al. (1990).
- Many distributions useful for fitting long-tailed distributions can be written as special or limiting cases of the GB2 distribution; see, for example, McDonald and Xu (1995).



GB2 Distribution

"Transformed Beta" Family of Distributions



Fig. 4.7 Distributional relationships and characteristics.



・ロン ・四 ・ ・ ヨン ・ ヨン Source: Klugman, Panjer and Willmot (2004), p. 72 Frees, Shi, Antonio & Valdez (WI/CT/Ams) Using Micro-Level Automobile Data IME, 27-29 May 2009

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Figure: GB2 density for varying parameters



GB2 regression

- We allow scale and shape parameters to vary by type and thus consider α_{1k}, α_{2k} and σ_k for k = 1, 2, 3.
- Despite its prominence, there are relatively few applications that use the GB2 in a regression context:
 - McDonald and Butler (1990) used the GB2 with regression covariates to examine the duration of welfare spells.
 - Beirlant et al. (1998) demonstrated the usefulness of the Burr XII distribution, a special case of the GB2 with $\alpha_1 = 1$, in regression applications.
 - Sun et al. (2008) used the GB2 in a longitudinal data context to forecast nursing home utilization.
- We parameterize the location parameter as $\mu_{ik} = \mathbf{x}'_{ik}\beta_k$:
 - Thus, $\beta_{k,j} = \partial \ln \operatorname{E} \left(\left. Y \right| \, \mathbf{x} \right) / \partial x_j$
 - Interpret the regression coefficients as proportional changes.



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Dependencies among claim types

- We use a parametric copula (in particular, the *t* copula).
- Suppressing the {i} subscript, we can express the joint distribution of claims (y₁, y₂, y₃) as

 $F(y_1, y_2, y_3) = H(F_1(y_1), F_2(y_2), F_3(y_3)).$

- Here, the marginal distribution of y_k is given by $F_k(\cdot)$ and $H(\cdot)$ is the copula.
- Modeling the joint distribution of the simultaneous occurrence of the claim types, when an accident occurs, provides the unique feature of our work.
- Some references are: Frees and Valdez (1998), Nelsen (1999).



Macro-effects inference

- Analyze the risk profile of either a single individual policy, or a portfolio of these policies.
- Three different types of actuarial applications:
 - Predictive mean of losses for individual risk rating
 - allows the actuary to differentiate premium rates based on policyholder characteristics.
 - quantifies the non-linear effects of coverage modifications like deductibles, policy limits, and coinsurance.
 - possible "unbundling" of contracts.
 - Predictive distribution of portfolio of policies
 - assists insurers in determining appropriate economic capital.
 - measures used are standard: value-at-risk (VaR) and conditional tail expectation (CTE).
 - Examine effects on several reinsurance treaties
 - quota share versus excess-of-loss arrangements.
 - analysis of retention limits at both the policy and portfolio level.



Individual risk rating

- The estimated model allowed us to calculate predictive means for several alternative policy designs.
 - based on the 2001 portfolio of the insurer of n = 13,739 policies.
- For alternative designs, we considered four random variables:
 - individuals losses, y_{ijk}
 - the sum of losses from a type, $S_{i,k} = y_{i,1,k} + \ldots + y_{i,N_i,k}$
 - the sum of losses from a specific event, $S_{EVENT,i,j} = y_{i,j,1} + y_{i,j,2} + y_{i,j,3}$, and
 - an overall loss per policy, $S_i = S_{i,1} + S_{i,2} + S_{i,3} = S_{EVENT,i,1} + \dots + S_{EVENT,i,N_i}.$
- These are ways of "unbundling" the comprehensive coverage, similar to decomposing a financial contract into primitive components for risk analysis.



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Modifications of standard coverage

- We also analyze modifications of standard coverage
 - deductibles d
 - coverage limits u
 - $\bullet\,$ coinsurance percentages α
- These modifications alter the claims function

$$g(y; \alpha, d, u) = \begin{cases} 0 & y < d \\ \alpha(y - d) & d \le y < u \\ \alpha(u - d) & y \ge u \end{cases}$$



Calculating the predictive means

• Define $\mu_{ik} = E(y_{ijk}|N_i, K_i = k)$ from the conditional severity model with an analytic expression

$$\mu_{ik} = \exp(\mathbf{x}_{ik}^{\prime}\beta_k) \frac{\mathrm{B}(\alpha_{1k} + \sigma_k, \alpha_{2k} - \sigma_k)}{\mathrm{B}(\alpha_{1k}, \alpha_{1k})},$$

• Basic probability calculations show that:

$$\begin{split} \mathrm{E}(y_{ijk}) &= \mathrm{Pr}(N_i = 1) \mathrm{Pr}(K_i = k) \mu_{ik}, \\ \mathrm{E}(S_{i,k}) &= \mu_{ik} \mathrm{Pr}(K_i = k) \sum_{n=1}^{\infty} n \mathrm{Pr}(N_i = n), \\ \mathrm{E}(S_{EVENT,i,j}) &= \mathrm{Pr}(N_i = 1) \sum_{k=1}^{3} \mu_{ik} \mathrm{Pr}(K_i = k), \text{and} \\ \mathrm{E}(S_i) &= \mathrm{E}(S_{i,1}) + \mathrm{E}(S_{i,2}) + \mathrm{E}(S_{i,3}). \end{split}$$

 In the presence of policy modifications, we approximate this using simulation (Appendix A.2).



A case study

- To illustrate the calculations, we chose at a randomly selected policyholder from our database with characteristic:
 - 50-year old female driver who owns a Toyota Corolla manufactured in year 2000 with a 1332 cubic inch capacity.
 - for losses based on a coverage type, we chose "own damage" because the risk factors NCD and age turned out to be statistically significant for this coverage type.
- The point of this exercise is to evaluate and compare the financial significance.



Predictive means by level of NCD and by insured's age

| Table 3. Predictive Mean by Level of NCD | | | | | | | | | | |
|--|--------|--------------|--------|--------|--------|--------|--|--|--|--|
| Type of Random Variable | | Level of NCD | | | | | | | | |
| | 0 | 10 | 20 | 30 | 40 | 50 | | | | |
| Individual Loss (Own Damage) | 330.67 | 305.07 | 267.86 | 263.44 | 247.15 | 221.76 | | | | |
| Sum of Losses from a Type (Own Damage) | 436.09 | 391.53 | 339.33 | 332.11 | 306.18 | 267.63 | | | | |
| Sum of Losses from a Specific Event | 495.63 | 457.25 | 413.68 | 406.85 | 381.70 | 342.48 | | | | |
| Overall Loss per Policy | 653.63 | 586.85 | 524.05 | 512.90 | 472.86 | 413.31 | | | | |

| Table 4. Predictive Mean by Insured's Age | | | | | | | | | | | |
|---|---------------|--------|--------|--------|--------|--------|-----------|--|--|--|--|
| Type of Random Variable | Insured's Age | | | | | | | | | | |
| | ≤ 21 | 22-25 | 26-35 | 36-45 | 46-55 | 56-65 | \geq 66 | | | | |
| Individual Loss (Own Damage) | 258.41 | 238.03 | 198.87 | 182.04 | 221.76 | 236.23 | 238.33 | | | | |
| Sum of Losses from a Type (Own Damage) | 346.08 | 309.48 | 247.67 | 221.72 | 267.63 | 281.59 | 284.62 | | | | |
| Sum of Losses from a Specific Event | 479.46 | 441.66 | 375.35 | 343.59 | 342.48 | 350.20 | 353.31 | | | | |
| Overall Loss per Policy | 642.14 | 574.24 | 467.45 | 418.47 | 413.31 | 417.44 | 421.93 | | | | |



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Predictive means and confidence intervals





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The effect of deductible, by NCD





Sum of Losses from a Type (Own Damage)



Overall Loss per Policy





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The effect of deductible, by insured's age





Sum of Losses from a Type (Own Damage)



Overall Loss per Policy



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Frees, Shi, Antonio & Valdez (WI/CT/Ams)

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Predictive distribution

- For a single contract, the prob of zero claims is about 7%.
 - This means that the distribution has a large point mass at zero.
 - As with Bernoulli distributions, there has been a tendency to focus on the mean to summarize the distribution.
- We consider a portfolio of randomly selected 1,000 policies from our 2001 (held-out) sample.
- Wish to predict the distribution of $S = S_1 + \ldots + S_{1000}$.
 - The central limit theorem suggests that the mean and variance are good starting points.
 - The distribution of the sum is not approximately normal; this is because (1) the policies are not identical, (2) have discrete and continuous components and (3) have long-tailed continuous components.
 - This is even more evident when we "unbundle" the policy and consider the predictive distribution by type.





Figure: Simulated Predictive Distribution for a Randomly Selected Portfolio of 1,000 Policies.

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Figure: Simulated Density of Losses for Third Party Injury, Own Damage and Third Party Property of a Randomly Selected Portfolio.

Risk measures

- We consider two measures focusing on the tail of the distribution that have been widely used in both actuarial and financial work.
 - The Value-at-Risk (VaR) is simply a quantile or percentile; VaR(α) gives the 100(1 α) percentile of the distribution.
 - The Conditional Tail Expectation (CTE) is the expected value conditional on exceeding the VaR(α).
- Larger deductibles and smaller policy limits decrease the VaR in a nonlinear way.
- Under each combination of deductible and policy limit, the confidence interval becomes wider as the VaR percentile increases.
- Policy limits exert a greater effect than deductibles on the tail of the distribution.
- The policy limit exerts a greater effect than a deductible on the confidence interval capturing the VaR.



| | Table 7. VaR by Percentile and Coverage Modification | | | | | | | | | | | |
|--|--|----------|---------|---------|----------|---------|---------|----------|---------|---------|--|--|
| with a Corresponding Confidence Interval | | | | | | | | | | | | |
| Coverage Mo | odification | | Lower | Upper | | Lower | Upper | | Lower | Upper | | |
| Deductible | Limit | VaR(90%) | Bound | Bound | VaR(95%) | Bound | Bound | VaR(99%) | Bound | Bound | | |
| 0 | none | 258,644 | 253,016 | 264,359 | 324,611 | 311,796 | 341,434 | 763,042 | 625,029 | 944,508 | | |
| 250 | none | 245,105 | 239,679 | 250,991 | 312,305 | 298,000 | 329,689 | 749,814 | 612,818 | 929,997 | | |
| 500 | none | 233,265 | 227,363 | 238,797 | 301,547 | 284,813 | 317,886 | 737,883 | 601,448 | 916,310 | | |
| 1,000 | none | 210,989 | 206,251 | 217,216 | 281,032 | 263,939 | 296,124 | 716,955 | 581,867 | 894,080 | | |
| 0 | 25,000 | 206,990 | 205,134 | 209,000 | 222,989 | 220,372 | 225,454 | 253,775 | 250,045 | 256,666 | | |
| 0 | 50,000 | 224,715 | 222,862 | 227,128 | 245,715 | 243,107 | 249,331 | 286,848 | 282,736 | 289,953 | | |
| 0 | 100,000 | 244,158 | 241,753 | 247,653 | 272,317 | 267,652 | 277,673 | 336,844 | 326,873 | 345,324 | | |
| 250 | 25,000 | 193,313 | 191,364 | 195,381 | 208,590 | 206,092 | 211,389 | 239,486 | 235,754 | 241,836 | | |
| 500 | 50,000 | 199,109 | 196,603 | 201,513 | 219,328 | 216,395 | 222,725 | 259,436 | 255,931 | 263,516 | | |
| 1,000 | 100,000 | 197,534 | 194,501 | 201,685 | 224,145 | 220,410 | 229,925 | 287,555 | 278,601 | 297,575 | | |



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| Coverage Mo | odification | | Standard | | | Standard | | | | |
|-------------|-------------|----------|-----------|----------|-----------|-----------|-----------|--|--|--|
| Deductible | Limit | CTE(90%) | Deviation | CTE(95%) | Deviation | CTE(99%) | Deviation | | | |
| 0 | none | 468,850 | 22,166 | 652,821 | 41,182 | 1,537,692 | 149,371 | | | |
| 250 | none | 455,700 | 22,170 | 639,762 | 41,188 | 1,524,650 | 149,398 | | | |
| 500 | none | 443,634 | 22,173 | 627,782 | 41,191 | 1,512,635 | 149,417 | | | |
| 1,000 | none | 422,587 | 22,180 | 606,902 | 41,200 | 1,491,767 | 149,457 | | | |
| 0 | 25,000 | 228,169 | 808 | 242,130 | 983 | 266,428 | 1,787 | | | |
| 0 | 50,000 | 252,564 | 1,082 | 270,589 | 1,388 | 304,941 | 2,762 | | | |
| 0 | 100,000 | 283,270 | 1,597 | 309,661 | 2,091 | 364,183 | 3,332 | | | |
| 250 | 25,000 | 213,974 | 797 | 227,742 | 973 | 251,820 | 1,796 | | | |
| 500 | 50,000 | 225,937 | 1,066 | 243,608 | 1,378 | 277,883 | 2,701 | | | |
| 1,000 | 100,000 | 235,678 | 1,562 | 261,431 | 2,055 | 315,229 | 3,239 | | | |

Table 8. CTE by Percentile and Coverage Modification with a Corresponding Standard Deviation



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Unbundling of coverages

- Decompose the comprehensive coverage into more "primitive" coverages: third party injury, own damage and third party property.
- Calculate a risk measure for each unbundled coverage, as if separate financial institutions owned each coverage.
- Compare to the bundled coverage that the insurance company is responsible for.
- Despite positive dependence, there are still economies of scale.

| Table 9. VaR and CTE by Percentile | | | | | | | | | | | |
|-------------------------------------|---------|---------|-----------|---------|-----------|-----------|--|--|--|--|--|
| for Unbundled and Bundled Coverages | | | | | | | | | | | |
| | | VaR | | | CTE | | | | | | |
| Unbundled Coverages | 90% | 95% | 99% | 90% | 95% | 99% | | | | | |
| Third party injury | 161,476 | 309,881 | 1,163,855 | 592,343 | 964,394 | 2,657,911 | | | | | |
| Own damage | 49,648 | 59,898 | 86,421 | 65,560 | 76,951 | 104,576 | | | | | |
| Third party property | 188,797 | 209,509 | 264,898 | 223,524 | 248,793 | 324,262 | | | | | |
| Sum of Unbundled Coverages | 399,921 | 579,288 | 1,515,174 | 881,427 | 1,290,137 | 3,086,749 | | | | | |
| Bundled (Comprehensive) Coverage | 258,644 | 324,611 | 763,042 | 468,850 | 652,821 | 1,537,692 | | | | | |



How important is the copula?

Very!!

| Table 10. VaR and CTE for Bundled Coverage by Copula | | | | | | | | | | |
|--|---|----------|-------------|------------|-----------|-----------|--|--|--|--|
| | | VaR | | | CTE | | | | | |
| Copula | 90% | 95% | 99% | 90% | 95% | 99% | | | | |
| | Effects of Re-Estimating the Full Model | | | | | | | | | |
| Independence | 359,937 | 490,541 | 1,377,053 | 778,744 | 1,146,709 | 2,838,762 | | | | |
| Normal | 282,040 | 396,463 | 988,528 | 639,140 | 948,404 | 2,474,151 | | | | |
| t | 258,644 | 324,611 | 763,042 | 468,850 | 652,821 | 1,537,692 | | | | |
| | Effects of | Changing | Only the De | pendence S | Structure | | | | | |
| Independence | 259,848 | 328,852 | 701,681 | 445,234 | 602,035 | 1,270,212 | | | | |
| Normal | 257,401 | 331,696 | 685,612 | 461,331 | 634,433 | 1,450,816 | | | | |
| t | 258,644 | 324,611 | 763,042 | 468,850 | 652,821 | 1,537,692 | | | | |



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Intercompany experience data

- "A Multilevel Analysis of Intercompany Claim Counts" joint work with K. Antonio and E.W. Frees.
- Singapore database is an intercompany database allows us to study claims pattern that vary by insurer.
- We use multilevel regression modeling framework:
 - a four level model
 - levels vary by company, insurance contract for a fleet of vehicles, registered vehicle, over time
- This work focuses on claim counts, examining various generalized count distributions including Poisson, negative binomial, zero-inflated and hurdle Poisson models.
- Not surprisingly, we find strong company effects, suggesting that summaries based on intercompany tables must be treated with care.

Concluding remarks

- Model features:
 - Allows for covariates for the frequency, type and severity components.
 - Captures the long-tail nature of severity through the GB2.
 - Provides for a "two-part" distribution of losses when a claim occurs, not necessary that all possible types of losses are realized.
 - Allows for possible dependencies among claims through a copula.
 - Allows for heterogeneity from the longitudinal nature of policyholders (not claims).
- Other applications:
 - Could look at financial information from companies
 - Could examine health care expenditure
 - Compare companies' performance using multilevel, intercompany experience



Micro-level data

- Our papers show how to use micro-level data to make sensible statements about "macro-effects."
 - For example, the effect of a policy level deductible on the distribution of a block of business.
- Certainly not the first to support this viewpoint:
 - Traditional actuarial approach is to development life insurance company policy reserves on a policy-by-policy basis.
 - See, for example, Richard Derrig and Herbert I Weisberg (1993) "Pricing auto no-fault and bodily injury coverages using micro-data and statistical models"
- However, the idea of using voluminous data that the insurance industry captures for making managerial decisions is becoming more prominent.
 - Gourieroux and Jasiak (2007) have dubbed this emerging field the "microeconometrics of individual risk."
 - See recent ARIA news article by Ellingsworth from ISO.
- Academics need greater access to micro-level data!!



The fitted frequency model

| Table A.1. Fitted Nega | tive Binon | nial Model |
|---------------------------------|------------|----------------|
| Parameter | Estimate | Standard Error |
| intercept | -2.275 | 0.730 |
| year | 0.043 | 0.004 |
| automobile | -1.635 | 0.082 |
| vehicle age 0 | 0.273 | 0.739 |
| vehicle age 1-2 | 0.670 | 0.732 |
| vehicle age 3-5 | 0.482 | 0.732 |
| vehicle age 6-10 | 0.223 | 0.732 |
| vehicle age 11-15 | 0.084 | 0.772 |
| automobile*vehicle age 0 | 0.613 | 0.167 |
| automobile*vehicle age 1-2 | 0.258 | 0.139 |
| automobile*vehicle age 3-5 | 0.386 | 0.138 |
| automobile*vehicle age 6-10 | 0.608 | 0.138 |
| automobile*vehicle age 11-15 | 0.569 | 0.265 |
| automobile*vehicle age $\gg 16$ | 0.930 | 0.677 |
| vehicle capacity | 0.116 | 0.018 |
| automobile*NCD 0 | 0.748 | 0.027 |
| automobile*NCD 10 | 0.640 | 0.032 |
| automobile*NCD 20 | 0.585 | 0.029 |
| automobile*NCD 30 | 0.563 | 0.030 |
| automobile*NCD 40 | 0.482 | 0.032 |
| automobile*NCD 50 | 0.347 | 0.021 |
| automobile*age ≪21 | 0.955 | 0.431 |
| automobile*age 22-25 | 0.843 | 0.105 |
| automobile*age 26-35 | 0.657 | 0.070 |
| automobile*age 36-45 | 0.546 | 0.070 |
| automobile*age 46-55 | 0.497 | 0.071 |
| automobile*age 56-65 | 0.427 | 0.073 |
| automobile*age ≫66 | 0.438 | 0.087 |
| automobile*male | -0.252 | 0.042 |
| automobile*female | -0.383 | 0.043 |
| r | 2.167 | 0.195 |



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The fitted conditional claim type model

| Table A.2. Fitted Multi Logit Model | | | | | | | | | | |
|-------------------------------------|---------------------|--------|---------------------|----------------|-------------------------|--|--|--|--|--|
| | Parameter Estimates | | | | | | | | | |
| Category(M) | intercept | year | vehicle age $\gg 6$ | non-automobile | automobile*age \gg 46 | | | | | |
| 1 | 1.194 | -0.142 | 0.084 | 0.262 | 0.128 | | | | | |
| 2 | 4.707 | -0.024 | -0.024 | -0.153 | 0.082 | | | | | |
| 3 | 3.281 | -0.036 | 0.252 | 0.716 | -0.201 | | | | | |
| 4 | 1.052 | -0.129 | 0.037 | -0.349 | 0.338 | | | | | |
| 5 | -1.628 | 0.132 | 0.132 | -0.008 | 0.330 | | | | | |
| 6 | 3.551 | -0.089 | 0.032 | -0.259 | 0.203 | | | | | |



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The fitted conditional severity model

| Table A.4. Fitted Severity Model by Copulas | | | | | | | | | |
|---|----------|----------|----------|----------|----------|----------|--|--|--|
| | | | Types o | f Copula | | | | | |
| Parameter | Indepe | ndence | Normal | Copula | t-Co | opula | | | |
| | Estimate | Standard | Estimate | Standard | Estimate | Standard | | | |
| | | Error | | Error | | Error | | | |
| Third Party Injury | | | | | | | | | |
| σ_1 | 0.225 | 0.020 | 0.224 | 0.044 | 0.232 | 0.079 | | | |
| α_{11} | 69.958 | 28.772 | 69.944 | 63.267 | 69.772 | 105.245 | | | |
| α_{21} | 392.362 | 145.055 | 392.372 | 129.664 | 392.496 | 204.730 | | | |
| intercept | 34.269 | 8.144 | 34.094 | 7.883 | 31.915 | 5.606 | | | |
| Own Damage | | | | | | | | | |
| σ_2 | 0.671 | 0.007 | 0.670 | 0.002 | 0.660 | 0.004 | | | |
| α_{12} | 5.570 | 0.151 | 5.541 | 0.144 | 5.758 | 0.103 | | | |
| α_{22} | 12.383 | 0.628 | 12.555 | 0.277 | 13.933 | 0.750 | | | |
| intercept | 1.987 | 0.115 | 2.005 | 0.094 | 2.183 | 0.112 | | | |
| year | -0.016 | 0.006 | -0.015 | 0.006 | -0.013 | 0.006 | | | |
| vehicle capacity | 0.116 | 0.031 | 0.129 | 0.022 | 0.144 | 0.012 | | | |
| vehicle age $\ll 5$ | 0.107 | 0.034 | 0.106 | 0.031 | 0.107 | 0.003 | | | |
| automobile*NCD 0-10 | 0.102 | 0.029 | 0.099 | 0.039 | 0.087 | 0.031 | | | |
| automobile*age 26-55 | -0.047 | 0.027 | -0.042 | 0.044 | -0.037 | 0.005 | | | |
| automobile*age ≫56 | 0.101 | 0.050 | 0.080 | 0.018 | 0.084 | 0.050 | | | |
| Third Party Property | | | | | | | | | |
| σ_3 | 1.320 | 0.068 | 1.309 | 0.066 | 1.349 | 0.068 | | | |
| α_{13} | 0.677 | 0.088 | 0.615 | 0.080 | 0.617 | 0.079 | | | |
| a23 | 1.383 | 0.253 | 1.528 | 0.271 | 1.324 | 0.217 | | | |
| intercept | 1.071 | 0.134 | 1.035 | 0.132 | 0.841 | 0.120 | | | |
| vehicle age 1-10 | -0.008 | 0.098 | -0.054 | 0.094 | -0.036 | 0.092 | | | |
| vehicle age $\gg 11$ | -0.022 | 0.198 | 0.030 | 0.194 | 0.078 | 0.193 | | | |
| year | 0.031 | 0.007 | 0.043 | 0.007 | 0.046 | 0.007 | | | |
| Copula | | | | | | | | | |
| ρ ₁₂ | - | - | 0.250 | 0.049 | 0.241 | 0.054 | | | |
| ρ ₁₃ | - | - | 0.163 | 0.063 | 0.169 | 0.074 | | | |
| ρ ₂₃ | - | - | 0.310 | 0.017 | 0.330 | 0.019 | | | |
| ν | - | - | - | - | 6.013 | 0.688 | | | |

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A bit about Singapore





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A bit about Singapore

- Singa Pura: Lion city. Location: 136.8 km N of equator, between latitudes 103 deg 38' E and 104 deg 06' E. [islands between Malaysia and Indonesia]
- Size: very tiny [647.5 sq km, of which 10 sq km is water] Climate: very hot and humid [23-30 deg celsius]
- Population: 4+ mn. Age structure: 0-14 yrs: 18%, 15-64 yrs: 75%, 65+ yrs 7%
- Birth rate: 12.79 births/1,000. Death rate: 4.21 deaths/1,000; Life expectancy: 80.1 yrs; male: 77.1 yrs; female: 83.2 yrs
- Ethnic groups: Chinese 77%, Malay 14%, Indian 7.6%; Languages: Chinese, Malay , Tamil, English



A bit about Singapore

- As of 2002: market consists of 40 general ins, 8 life ins, 6 both, 34 general reinsurers, 1 life reins, 8 both; also the largest captive domicile in Asia, with 49 registered captives.
- Monetary Authority of Singapore (MAS) is the supervisory/regulatory body; also assists to promote Singapore as an international financial center.
- Insurance industry performance in 2003:
 - total premiums: 15.4 bn; total assets: 77.4 bn [20% annual growth]
 - life insurance: annual premium = 499.8 mn; single premium = 4.6 bn
 - general insurance: gross premium = 5.0 bn (domestic = 2.3; offshore = 2.7)
- Further information: http://www.mas.gov.sg

