

**TEXAS WINDSTORM INSURANCE ASSOCIATION  
COMMERCIAL PROPERTY RATE LEVEL REVIEW  
July 19, 2020**

**Prepared by: Xiuyu Li, ACAS, MAAA  
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## INTRODUCTION

The Texas Windstorm Insurance Association (TWIA) has completed studies sufficient to support rate level indications for its commercial coverages. This report documents the procedures, methods, assumptions, data and results of this analysis.

## DISTRIBUTION AND USE

This report was prepared for internal use by the management of TWIA and for the Board of Directors of TWIA. A complete copy of the report may be submitted to the Texas Department of Insurance (TDI or Department) for use in the approval of a rate change. Use of this report for other than the stated purpose may not be proper and must be preceded by written authorization.

## RELIANCE UPON DATA

The following data and information used in this analysis were prepared by TWIA and are the responsibility of TWIA's management:

- TWIA losses and loss adjustment expenses
- TWIA written and earned premiums
- History of rate changes impacting TWIA commercial premium
- TWIA's statutory annual statements and insurance expense exhibits.

At the time of this analysis, some of the data was unaudited. The data was reviewed for reasonableness and consistency, and the TWIA written premium and paid loss data provided for this analysis were reconciled to TWIA's annual statements.

In addition to TWIA's own data, we utilized insurance industry premium and loss data supplied by the TDI.

We also used the results of two different hurricane simulation models -- one model developed by Applied Insurance Research (AIR) and one model developed by Risk Management Solutions (RMS). Both models utilized TWIA exposure data as of 11/30/2019. TWIA has not directly verified the accuracy of these simulation models, but has relied on documentation provided directly by the modeling firms and submission documentation provided to the Florida Commission on Hurricane Loss Projection Methodology to comply with Actuarial Standard of Practice #38, "Using Models Outside the Actuary's Area of Expertise."

## LIMITATIONS

The indicated rate level change as shown in this report represents a reasonable estimate of the rate level necessary to cover the TWIA's expected costs of providing commercial wind/hail coverage. The actual costs of providing commercial property coverage for a specific year may differ substantially from the indicated rate level range shown in this report. The possibility of this variability arises from the fact that the events covered by TWIA are inherently unpredictable from year to year. The indicated rate level is, however, our best estimate of the expected annual cost of providing commercial wind/hail coverage.

This actuarial report provides professional input and guidance to TWIA; however, the final decision regarding implementation and actual rate level change is a Board decision subject to the approval requirements of the Texas Department of Insurance.

The attached exhibits should be considered an integral part of this report.

EXECUTIVE SUMMARY

This section provides a brief synopsis of the key findings and recommendations contained in our study.

1. We have estimated the indicated total rate level change using a combination of two different methodologies for projecting the expected hurricane loss portion of the indicated rate level. The indicated total rate level changes are shown in Exhibit 1 and the following table:

**Indicated Rate Change: Long Term Hurricane Methodologies**

<b>Hurricane Projection Methodology</b>	<b>Indicated Rate Change</b>
Actual Experience and Models Combined	+49%
Actual Industry Experience	+44%
AIR Hurricane Simulation Models	+57%
RMS Hurricane Simulation Models	+51%

The indicated rate change shown is based on a combination of actual industry experience and hurricane simulation models. The indications based on each of these methodologies alone are also shown for reference. All methodologies rely on a long-term view of event frequency to develop the hurricane portion of the indicated rate level.

The hurricane simulation models utilized are widely used for insurance company catastrophe management and ratemaking. Versions of these simulation models have undergone verification by and been approved by the Florida Commission on Hurricane Loss Projection Methodology.

2. The indicated rate level change includes different hurricane projection methodologies. The different methods were used because the actuarial methods used to incorporate hurricane losses into rate indications are still evolving. Traditionally, actuarial methods have been based on insurance industry hurricane loss experience. This traditional method is well recognized as having its limits. For instance, historical results are not representative of future events in many areas, given that exposures change over time (i.e. property values, population movement, building codes and construction techniques, topography, etc.). Furthermore, on-leveling historical hurricane losses and premiums is very challenging due to lack of historical data. More recently, actuarial methods have incorporated the results of hurricane simulation models to minimize the weaknesses of the traditional approaches.

The method using actual industry experience relies on a more traditional approach and is based on 54 years of actual insurance industry premiums and losses and 169 years of actual hurricane experience. Severe hurricanes are so relatively infrequent that this limited number of years of actual industry experience may not represent the scope of potential occurrences. Also, the distribution of insured properties has changed dramatically over time with the increased population and building values along the Gulf Coast. The alternate method incorporates the results of hurricane simulation models and has the advantage of minimizing many of the theoretical weaknesses of the traditional actuarial methodologies. The overall indication assigns equal weight to these hurricane projection methodologies.

3. The current rate indication is 1% less than the corresponding indication from the prior TWIA commercial rate study.

Details on the key differences between the current and prior rate indications are described in the Analysis section of this report.

4. The indicated rate changes presented in this report reflect a separate provision for contributions to funding and uncertainties in pricing hurricanes. The total funding and contingency provision is assumed to be equal to 5% of TWIA premium.

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The provision for debt service of 19.7% represents the projected cost of debt service on the Series 2014 Class 1 Pre-Event Bonds. As of June 30, 2018, the available proceeds of the Series 2014 Pre-event Class 1 securities were used to pay claims associated with Hurricanes Harvey.

The provision for reinsurance expense is 19.5% of TWIA premium. The provision for reinsurance expense reflects the estimated actual net cost of purchasing catastrophe reinsurance (reinsurance premiums paid net of the expected reduction in TWIA retained losses). Catastrophe reinsurance provides TWIA with annually renewable protection against large storm losses.

## ACTUARIAL ANALYSIS

### Overview of Analysis

The goal of the rate level adequacy review is to compare the current rate level to TWIA's expected costs for providing commercial property insurance coverage. This comparison is achieved by estimating the projected loss, loss adjustment expense (LAE), and fixed expense ratio for a prospective accident year and then comparing this ratio to the "permissible" loss, LAE, and fixed expense ratio. The permissible ratio is the portion of premium remaining to pay loss, LAE, and fixed expenses after payment of TWIA variable expenses. If the projected ratio is higher than the permissible ratio, then a rate increase is indicated. If the projected ratio is lower than the permissible, then a rate decrease is indicated.

The steps employed to estimate the projected loss, LAE, and fixed expense ratio are as follows:

1. Adjust historical premium to the current rate level (to facilitate calculation of historical loss ratios at current rates).
2. Determine LAE factors to add projected LAE to projected loss.
3. Estimate the projected non-hurricane loss and LAE ratio.
4. Estimate the projected hurricane loss and LAE ratio.
5. Estimate the projected fixed expense ratio.
6. Sum the projected non-hurricane and hurricane loss ratios and the projected fixed expense ratio to obtain the projected total loss, LAE, and fixed expense ratio.

The steps employed to determine the permissible loss and LAE ratio are as follows:

- (a) Analyze historical variable expense to premium ratios to estimate the projected total variable expense ratio.
- (b) Subtract the projected total variable expense ratio from 1.00 to derive the permissible loss, LAE and fixed expense ratio.

Steps 1-5 and (a)-(b) are described in more detail in the remainder of this report.

### Earned Premium at Current Rates

Historical TWIA written premium is adjusted to the current rate level and adjusted to an earned basis based on a uniform monthly earning assumption. Earned premium at current rates for prior years permits the calculation of historical loss ratios at the current rate level. Exhibit 10 shows the calculation of earned premium at current rates.

### Loss Adjustment Expense Factors

In Exhibit 4, the historical ratio of LAE to loss is analyzed to develop LAE factors. Separate LAE factors are developed for hurricane and non-hurricane losses. The hurricane LAE factors are developed based on the LAE to loss ratio for years with hurricanes. The non-hurricane LAE factors are developed based on the ratio for years without hurricanes. TWIA statutory annual statement incurred loss and LAE data is utilized to derive these ratios.

The indicated LAE to loss ratios are shown in Exhibit 4, Sheet 1. For hurricane losses, the indicated LAE ratio of 0.151 is equal to the weighted average of the 10 hurricane years included in the analysis. For non-hurricane losses, the indicated ratio of 0.244 is equal to the weighted average of the most recent 10 non-hurricane years included in the analysis.

The development of these LAE factors is necessary to add LAE to the projected hurricane and non-hurricane loss ratios. The development of loss ratios is described in the following sections.

### Projected Non-Hurricane Loss and LAE Ratio

Exhibit 2 shows the development of the projected non-hurricane loss and LAE ratio. The loss portion of this ratio is estimated by comparing the indicated ultimate non-hurricane loss for accident years 2010 - 2019 to the earned premium at current rates for the same ten years. The indicated ultimate non-hurricane loss for each year is based on actual paid loss as of 12/31/19 and the paid loss development method. LAE is then added to each year's ultimate loss through the non-hurricane LAE factor developed in Exhibit 4.

Paid loss development factors are selected based on both the current average of all available years and the prior selection. Given the positive skewness of the observed age-to-age development factors, a straight average is more appropriate than an average that excludes the highest and lowest observation to avoid understating the expected development.

Each year's estimated ultimate loss and LAE is compared to the earned premium at present rates.

The resulting loss and LAE ratios are then trended forward based on the expected prospective inflation level. The net trend factor is equal to a loss trend offset by a premium trend. The loss trend is calculated using industry-wide construction cost and consumer price indices. Premium trend is derived from historical changes in average written premium at present rates. Both premiums and losses are trended to current levels by applying the actual historical changes in the appropriate data. Future premium and loss trends are selected based on all available and relevant data. The selected trends are estimates of the future trend between the current and prospective earned and accident dates, and they are not used to trend historical experience to current premium and loss levels.

The resulting loss and LAE ratios for each accident year from 2010 - 2019 form the basis for the indicated projected loss and LAE ratio. The indicated loss and LAE ratio equals the premium-weighted average ratio from the 2010 - 2019 accident period. Given the great variability among individual accident years, weighted average across the most recent 10 years has been selected to achieve both high stability and credibility.

#### Projected Hurricane Loss and LAE Ratio

Two different methods are used to develop the projected hurricane loss and LAE ratios. The first method is based on insurance industry and meteorological hurricane experience for the last 50 and 169 years, respectively. The other method is based on hurricane simulation models. The “50/169-year” method is utilized because, until recently, the Texas Insurance Code required the consideration of a 30-year minimum experience period. The simulation method is utilized because it minimizes many of the theoretical weaknesses of the historical method. These weaknesses include:

- A 50-year period is insufficient to measure long-term hurricane intensity.
- A 50-year period of insurance industry experience includes years where land use, population densities, construction techniques and materials, engineering techniques and building codes were different than today. These differences diminish the relevance of insurance data from several decades ago in evaluating today’s commercial property rates.

Differences between the two methods are the result of expected variances in the frequency and severity of hurricanes, and fundamental differences between the aggregate historical industry exposures and current TWIA exposures. Because of the readily identifiable nature of hurricanes, there should be no over- or understatement of expected losses resulting from either method.

For each method, the projected hurricane loss ratio is estimated first. LAE is added to each loss ratio using the hurricane LAE factor developed in Exhibit 4. Each method's development of the projected hurricane loss ratio is described as follows:

*Actual 50/169-Year Industry Hurricane Experience*

In Exhibit 6, the reported Texas insurance industry seacoast dwelling extended coverage premium and loss experience for the period 1970 through 2019 is used in the development of a projected hurricane loss ratio. For each year, insurance industry loss ratios at current rates are calculated using information provided by the TDI. For the years where sufficient detail is available (1983-2019), these loss ratios are adjusted to TWIA's rate level.

A projected hurricane loss ratio is developed from these 50 years of loss ratios by separating the 50 years into the 12 hurricane years and 38 non-hurricane years. The 38 non-hurricane years are used to develop an estimated non-hurricane loss ratio.

Hurricane loss ratios are then estimated by subtracting the non-hurricane loss ratio from the total loss ratio in each of the 12 hurricane years. An average per-hurricane loss ratio for hurricane years is calculated as the average of the 14 hurricane loss ratios: 124.5%.

The 50-year period that underlies the selected hurricane loss ratio has experienced significantly fewer hurricanes than the long-term average. As shown in Exhibit 9, the annual hurricane frequency during this 50-year period is 0.280, while the annual frequency during the most recent 169-year period is 0.379. The 50-year period represents all years for which TWIA has been provided industry data by TDI. Because the expected frequency of hurricanes is unrelated to the availability of insurance industry data, there is no reason to use only the most recent 50-year period to estimate the expected frequency of hurricane activity. Given the relatively infrequent occurrence of hurricanes, the largest possible experience period should be considered for hurricane frequency in order to obtain the most credible result. The selected hurricane frequency is therefore set equal to the 169-year historical hurricane frequency. As shown in Exhibit 6, Sheet 1, multiplying the selected loss ratio for hurricane years by the selected hurricane frequency yields a projected hurricane loss ratio of 47.2%.

*Hurricane Simulation Models*

The projected hurricane loss ratio is determined by averaging two different hurricane simulation models. The model versions utilized are AIR Touchstone v7 and RMS RiskLink v18.1. Both models were run using exposure data provided by TWIA as of 11/30/2019. This exposure data included location-level detail including physical characteristics of each risk and all relevant coverages. Both models were run using historical (long-term) event rates and both results include loss amplification (demand surge) and exclude storm surge and loss adjustment expenses. A separate provision for storm surge was included, equal to 10% of the increase in modeled average annual losses due to the inclusion of storm surge in the model output. The AIR and RMS models generated 4,751 and 9,774 unique events, respectively, with the following distribution of intensity ratings:

<b>Saffir-Simpson Category</b>	<b>AIR</b>	<b>RMS</b>
Category 0	12.8%	45.2%
Category 1	36.3%	17.0%
Category 2	22.9%	13.1%
Category 3	19.0%	13.9%
Category 4	8.3%	9.9%
Category 5	0.8%	0.8%

Events shown as Category 0 include events with no U.S. landfall, Category 0 events making landfall or bypass in TX, and events making landfall or bypass in neighboring states or Mexico.

As shown in Exhibits 7 and 8, these models yield projected hurricane loss ratios of 56.0% and 51.9%. The average of these loss ratios is 54.0%.

Fixed Expenses and Variable Permissible Loss and LAE Ratio

Exhibit 11 shows the expense assumptions used to develop the projected fixed expense ratio and the variable permissible loss and LAE ratio. Fixed expenses include general expenses, Class 1 public security interest and principal repayment and the net cost of reinsurance (after modeled recoveries). The sum of these projected expenses provides for a 47.7% fixed expense ratio.

Variable expenses include commission, taxes, and projected contributions to the Catastrophe Reserve Trust Fund (CRTF). Subtracting these expenses from 100% yields a permissible loss and LAE ratio of 77.1%.

As stated above, the expenses include a provision for an annual contribution to the CRTF, repayment of Class 1 public securities, and the projected net cost of TWIA's purchasing of reinsurance. The 19.5% provision for reinsurance expense reflects the estimated net actual cost of purchasing reinsurance (reinsurance premiums net of the expected reduction in TWIA retained losses). TWIA's purchasing of reinsurance provides additional current year protection to TWIA, coastal policyholders and TWIA insurance members. Furthermore, TWIA's purchasing of reinsurance help TWIA fulfill its statutory funding obligations.

#### Indicated Rate Change

Exhibit 1 summarizes the indicated rate change using a combination of the two hurricane loss ratio projection methods. The individual indications resulting from the use of each methodology are also shown for reference. The indicated rate change for each method is calculated by dividing the total projected loss, LAE, and fixed expense ratio by the variable permissible loss and LAE ratio. This method of calculating the indicated rate change assumes that TWIA's variable expenses vary proportionally with premium while the fixed expenses do not.

#### Data Issues

##### *Reconciliation of Data to TWIA's Annual Statements*

Exhibit 12, Sheets 1 and 2 show a reconciliation of the TWIA premium and loss data used in this report (ratemaking data) to TWIA's annual statements. Sheet 1 reconciles paid loss data by accident year; Sheet 2 reconciles written premium data by calendar year.

Differences between the ratemaking paid loss data and the annual statement data for all accident years were reviewed, considered explainable and therefore deemed not significant.

The written premium reconciliation shows the differences between the ratemaking written premium data and the annual statement data for calendar years 1994 - 2019. Differences of less than 1% exist for all recent years except 2010.

Key Differences Versus Prior Indications

The indicated rate change shown in this report is 1% less than the comparable indication based on the prior (July 2019) study. The reasons for lower indications are summarized in the following table.

**Reconciliation of Current vs. Prior Indications**

<b>Rate Indication/Reason for Change</b>	<b>Impact of Change</b>	<b>Rate Indication</b>
<b><i>Previous Rate Indication (Combined Method)</i></b>		<b>+50%</b>
Slight Changes in multiple factors	-1%	
<b><i>Current Rate Indication (Combined Method)</i></b>		<b>+49%</b>

Noteworthy changes compared to prior analysis are discussed below:

*Changes in modeled hurricane loss ratios and industry experience hurricane loss ratios*

The average of the two modeled hurricane loss ratios increased by 2.4%, which is offset by an increase of 2.6% in industry experience hurricane loss ratios.

The increase of 2.4% in modeled hurricane loss ratios reflects both hurricane model version changes and TWIA exposure changes observed in the coastal area. Since December 2016, TWIA commercial policies decreased to 6,605 from 10,285 in June 2020. By its statutory design, as a residual market insurer, TWIA is unavoidably subject to adverse selections, the cumulative impact (+10%, commercial and residential combined) of the adverse selection starting from 2015 is expected to be fully reflected in TWIA modeled hurricane loss ratios, but not in industry experience-based loss ratios.

*Changes in outstanding bond repayment provision, reinsurance provision and general expense provision*

The outstanding class 1 public securities were issued in 2014 and had been depleted from paying for claims associated with Hurricane Harvey. Due to a recent bond redemption, TWIA's annual principal and interest payment reduced to \$68.9 million from \$80.3 million. Consequently, outstanding class 1 public security repayment provision dropped to 19.7% from 25.1% (-5.4%). Meanwhile, reinsurance provision increased to 19.5% from 16.6% (+2.9%) and general expense provision rose to 8.5% from 6.2% (+2.3%). Collectively those three provisions add up to a fixed expense provision of 47.7%, which is -0.2% less compared to 2019 rate analysis.

## SUMMARY OF EXHIBITS

<b><u>Exhibit Number</u></b>	<b><u>Exhibit Title or Purpose</u></b>
1	Summary of Indicated Rate Change
2	Projected Ultimate Non-Hurricane Loss & LAE Ratio
3	Paid Loss Development Factors and Premium and Loss Trend Analysis
4	Development of LAE Factor
5	Summary of Indicated Hurricane Loss & LAE Ratios
6	Development of Hurricane Loss Ratio – 50/169-Year Method
7	Hurricane Loss Ratio – AIR Model
8	Hurricane Loss Ratio – RMS Model
9	Texas Hurricanes 1850 - 2019
10	Earned Premium at Present Rates
11	Fixed Expenses and Variable Permissible Loss & LAE Ratios
12	Reconciliation of Premium Data to Annual Statement