

# Analytics Insights Conference Agenda

*Blending old and new – data and analytics in the modern era*

Chicago, Illinois—July 11-13, 2018

## Wednesday, July 11

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7:30 am – 5:00 pm	<b>Inpoint Claims Conference (optional)</b> <ul style="list-style-type: none"><li>Review 2017 claims industry quality and productivity benchmarks and analysis</li><li>Gain insight into key handling issues carriers face by major line of business</li><li>Network with peers and industry experts to learn how claims, litigation, and vendor management functions are being transformed and optimized through technology, analytics, and new best practices</li><li>Engage in panel discussions and presentations around how to best leverage and drive quantifiable value from the claims quality management effort</li><li>Learn what's new with Aon-Inpoint ClaimsMonitor®, and how carriers are using Aon-Inpoint tools and methodologies to create and sustain high quality litigated and non-litigated claim outcomes</li></ul>	Audience: Claims executives and quality leaders
9:00 am - 11:30 am	<b>ReMetrica Workshops (optional)</b> <ul style="list-style-type: none"><li>Hands-on modeling sessions that allow beginners to model; premiums, losses, expenses and reinsurance transactions</li><li>Beginners can also run scenarios / stress tests and gain exposure to how these models aid in strategic decision-making and what variables are driving results</li><li>Workshops are also offered to experienced modelers to learn new modeling techniques</li></ul>	Audience: ReMetrica licensees, staff with ERM responsibilities and senior management that want greater exposure to economic capital modeling
12:00 pm	<b>Registration</b>	
1:30 pm	<b>Q&amp;A with Greg Case</b> , CEO, Aon Facilitated by Kevin Traetow, Executive Managing Director, Aon Benfield	
2:15 pm	<b>Aon Benfield Analytics – What's on the horizon</b> Greg Heerde, Head of Americas Analytics, Aon Benfield	
2:45 pm	<b>2020 and Beyond: The Future of Insurance</b> Stephen Mildenhall, Assistant Professor of Risk Management and Insurance and Director of Insurance Data Analytics, St. John's University	

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3:30 pm                    **InsurTech Start-Ups Worth Knowing**  
Christopher Ewing, President, CEO, and Co-Founder, One, Inc.  
Mike Greene, Co-Founder and CEO, Hi Marley  
Mark Hodes, Founder and CEO, ForeverCar  
Jayant Lakshmikanthan, Founder and CEO, CLARA Analytics  
Jeff Mason, Founder and CEO, Groundspeed Analytics, Inc.  
Quin Netzel, Managing Director, ClaimLogik  
Attila Toth, Founder and CEO, zesty.ai

**Facilitated by:** Jobay Cooney, InsurTech Strategy Leader and Kelly Superczynski,  
Head of EMEA Analytics, Aon Benfield

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5:00 pm                    **Break**

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5:30 pm                    **Networking and Cocktails**

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6:30 pm                    **Dinner with Jeffrey Ma**  
ESPN Predictive Analytics Expert and Kingpin of the Famous MIT Blackjack Team

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## Thursday, July 12

### General Session

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7:30 am                    **Breakfast**

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8:30 am – 3:30 pm      **Inpoint Claims Conference (optional)**

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8:30 am                    **Insurance for Millennials Panel Discussion**  
Moderator: Meghan Alpert, Personal Property Product Development Lead, Verisk  
Insurance Solutions  
Panelists:  
Aaron Brill, Accenture  
Ann Casey, Aon  
Emily Easton, Aon

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9:15 am                    **Cyber as an Enterprise Risk Panel Discussion**  
Moderator: Jon Laux, Head of Cyber Analytics, Aon Benfield  
Panelists:  
CJ Dietzman, Managing Director, Stroz Friedberg  
Wendy Wu, Managing Director, Stroz Friedberg  
Craig Guiliano, Director, Aon Benfield

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10:00 am                    **Break**

**Ten-minute session topics (optional)**

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10:30 am                    **Breakout Session 1**

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11:10 am	<b>Breakout Session 2</b>
11:50 am	<b>Breakout Session 3</b>
12:30 pm	<b>Lunch</b>
1:30 pm	<b>Ten-minute session topics (optional)</b>
1:30 – 3:30 pm	<b>ReMetrica Workshop (optional)</b>
2:00 pm	<b>Breakout Session 4</b>
2:40 pm	<b>Breakout Session 5</b>
3:30 pm	<b>Reinsurance Jeopardy</b> Michael McClane, Head of Market Analysis, Aon Benfield
4:30 pm	<b>Adjourn</b>
4:45 pm	<b>Professionalism Topics for Actuaries (optional 1 hour session)</b> Dan Greer, Managing Director, Aon Benfield
6:30 pm – 9:30 pm	<b>Offsite Dinner at River Roast</b>

## Friday, July 13

### General Session

7:30 am	<b>Breakfast</b>
8:30 am – 11:00am	<b>ReMetrica Workshop (optional)</b>
8:30 am	<b>Catastrophe Modeling Panel Discussion: Lessons Learned from 2017 Events</b> Moderator: Dan Dick, Global Head of Catastrophe Management, Aon Benfield Panelists: Tom Larsen, Principal, Industry Solutions, CoreLogic Tom Sabbatelli, Manager, Event Response, RMS Eric Uhlhorn, Principal Scientist, AIR Worldwide Siamak Daneshvaran, Global Head of Research and Development, Impact Forecasting
9:30 am	<b>Strengthening Homes, Businesses, and Communities</b> <b>An Update from IBHS and their Future Direction on Resilience</b> Roy Wright, President and CEO, Insurance Institute for Business & Home Safety

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10:00 am            **Investing in Resilience Panel Discussion: Resources for De-Risking Our Cities**  
Moderator: Greg Lowe, Global Head of Resilience and Sustainability, Aon  
Panelists:  
James McMahon, Co-Founder and CEO, The Climate Service  
Sanjay Wagle, Co-Founder and Managing Director, The Lightsmith Group  
Roy Wright, President and CEO, Insurance Institute for Business & Home Safety

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11:00 am            **Adjourn**

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# Analytics Insights Conference

## Breakout Session Descriptions

### Innovation and InsurTech

#### **Demystifying blockchain in insurance**

You can't go anywhere on the internet without hearing about bitcoin, crypto currencies, distributed ledger technology, or blockchain. Are there viable insurance applications of this technology? Or is it all hype? This session will describe Aon's research and findings to-date for applications of blockchain technology in (re)insurance.

*Speaker: Bob Olson, Aon Benfield*

#### **Demystifying AI / machine learning in insurance**

Artificial intelligence has been called the "new electricity" - it will eventually permeate all areas of a company's operations. This session will provide an update on the current uses of artificial intelligence / machine learning in insurance. Several examples of AI-enabled start-up companies will be discussed.

*Speaker: Adam Troyer and Paul Eaton, Aon Benfield*

#### **Demystifying drones and satellite imagery: Use cases for the insurance industry**

Modern analytical techniques combined with state of the art drone and satellite technology offer new, valuable, opportunities for the insurance industry. Machine learning assisted data capture is improving underwriting efficiency. Satellite imagery efficiently deploys human and financial resources following an event. Drone technology is improving customer experience by changing the engagement dynamic at both the quoting and claims stage. These are just a few of the valuable opportunities that the remote sensing science is opening to the insurance industry. Do you have a remote sensing strategy in place?

*Speaker: Anthony Meyers, Aon Benfield*

### Practice Group

#### **Residential flood - A new era is quietly narrowing the coverage gap**

We can assist with any flood strategy for commercial and personal lines. In terms of the largest untapped flood opportunity now present, consider that the peril of flood for most residential properties situated in the lower continental United States [i.e., about 70%] represents an exposure that is generally lighter than wind. Thus, with today's analytical tools, the opportunity for pursuing profitable growth while enhancing customer fulfillment is ripe. Better to be in position to be an early mover.

*Speakers: Neal Reeves and Bill Fleischhacker, Aon Benfield*

#### **Cyber risk and opportunity**

Cyber insurance has consistently been growing 30 to 40% each year, generating considerable excitement for the P&C insurance industry. As the cyber market grows, managing risk effectively becomes imperative, particularly in the face of changing regulation and cyber "cat" estimates ranging up to \$400 billion. Come for a discussion of cyber analytics, the evolving role of models and how Aon is helping clients address these important questions.

*Speakers: Jon Laux and Craig Guiliano, Aon Benfield*

## Reinsurance

### **The reinsurance value proposition**

Reinsurance proved its value during the record events in 2017, protecting insurer's balance sheets and reducing volatility. This session will re-visit Aon Benfield's ceded ROE method for evaluating reinsurance as a form of capital. In addition, a new method for quantifying the value of reinsurance in reducing earnings volatility will be introduced.

*Speaker: Adam Troyer and Chris Vanderbeek, Aon Benfield*

## Actuarial and ERM

### **Katrina event study update: HIM and property cat risk tolerance**

After Hurricane Katrina, Aon Benfield analyzed the relationship between (re)insurer stock price and event losses by company, known as the Katrina Regression Study. This session will describe the results of an update to the study incorporating the hurricane events of 2017. Included will be a discussion of the change in investor risk tolerance since 2005 for insurers and reinsurers.

*Speaker: Ben Walker, Aon Benfield*

### **Anything you can do...peer comparisons of risk-adjusted returns**

This session will outline a framework for calculating risk-adjusted returns at a granular level. The framework provides a common basis to benchmark returns across peer groups and identify segments that achieve an appropriate risk-adjusted return. An interactive tool implementing the framework will also be introduced.

*Speakers: Paul Eaton and Michael Sobolewski, Aon Benfield*

### **Beyond the bootstrap: Advanced stochastic reserving methods**

The industry standard stochastic reserving methods, Mack and ODP Bootstrap, were introduced in the 1990s; many advancements have been made since then. This session will describe several advanced stochastic reserving methods that use Bayesian Markov Chain Monte Carlo (MCMC) methods. An R package and a web app that implement the methods will also be shown.

*Speaker: Adam Troyer, Aon Benfield*

### **New A.M. Best Credit reports and Best Credit Rating Methodology (BCRM)**

On October 13, 2017, A.M. Best updated Best's Credit Rating Methodology (BCRM) and subsequently the format of the credit reports for rated companies. We will highlight the key changes to A.M. Best's Credit Reports and go through an actual example of a newly formatted report. The session will include a review of the new BCRM criteria that is now in place and the sub assessments for each rating. We will conclude with a benchmarking analysis that provides insights into A.M. Best's ratings process.

*Speaker: Kathleen Armstrong, Derrick Brach and Paul Hyer, Aon Benfield*

### **What to do about investments? The search for yield, diversification, and total return**

Experts from Aon's investment teams will share asset class views and highlight investment strategies that insurers could use to increase portfolio yields, diversification, and total returns. The session will cover the teams' latest thinking on a diverse range of investment alternatives such as below investment grade debt, direct lending, insurance linked securities, and real estate investment strategies. The discussion will include perspectives on the risk-return expectations and the typical implementation options to consider for the strategies that are discussed.

*Speaker: Mike Scotto and Lila Han, Aon and Scott Booth, The Townsend Group*

## Catastrophe Management

### **2017 Cat response: Advocating for clients out-front & behind the scenes**

Real-time and post-event reports of portfolio exposure and loss estimates during the active 2017 hurricane and wildfire seasons were only the tip of the iceberg for how Aon assists clients when they need it the most. How do we leverage our market-leading position to better understand industry loss impact and confidently predict post-event pricing and capacity for clients? How do we utilize post-event damage surveys to strengthen our understanding of your portfolio and model performance? How do these capabilities lead to differentiated advocacy and results for clients? Aon strives to provide a holistic approach for risk management during big events, from pre-event loss estimates to securing timely reinsurance claims payments. Want to learn more? Join us to find out!

*Speakers: Dan Hartung, Katie Carter, and Scott Engel, Aon Benfield*

### **Hot topics in managing wildfire risk**

The 2017 season was a reminder of the complexity of brushfire and its potential for driving sizeable losses. With several new model releases this year, there are more options for modeling this risk than ever before. We will discuss our understanding and observations of where models are most valuable and the challenges we have observed with this peril. A customized view of risk can be developed using a combination of a company's historical loss experience and the vendor models, using the best from both approaches.

*Speakers: Katie Carter and Matt Goldrich, Aon Benfield*

### **North American earthquake**

Due to the relatively low frequency of events, there is considerable uncertainty in the 'right' view of risk for the earthquake peril, for both capital management and primary pricing. On top of this, the implementation of the Uniform California Earthquake Rupture Forecast, Version 3 (UCERF3) resulted in considerable changes to the North America EQ cat models which proved challenging to digest and understand. This session will highlight key strengths and differences in the earthquake models based on comprehensive testing and evaluation. The EQ viewing guide will be introduced as a more transparent way to understand pockets of accumulations within your portfolio.

*Speakers: Jim Tehennepe and Megan Hart, Aon Benfield*

### **Modernizing workflows using APIs: A perspective**

In a time when demands for information and insights are increasing and resources are being squeezed, increasing efficiency has become a goal at many organizations. How does automation build a more productive and engaged analytics team? How do analytics leaders demonstrate the benefits of automation? What is the right balance between building versus buying new technologies? In this session we will share our journey in using APIs and other services to automate catastrophe modeling workflows.

*Speaker: Liz Henderson and Doug Olson, Aon Benfield*

### **Catastrophe management cycle and risk scoring tools**

Do you have a growth plan? How do you know it's working for you? Are you able to respond quickly and make adjustments as new information is revealed? This session will review how to use Aon's suite of risk scoring tools to get real-time feedback on new policies in order to make fast decisions on how to adjust your plan and deploy capital differently.

*Speaker: Steve Fiete, Aon Benfield*