COVID-19 and the P/C Insurance Industry: Economic and Financial Market Overview and Outlook

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Outline

- **The P/C Industry's Financial Position Amid the COVID-19 Pandemic**
- **Investments: The New Reality**
- **The Economy and COVID-19: Overview and Outlook**
- **P/C Insurance Issues in the Era of COVID-19**
  - Profitability and Politics
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  - Commercial Lines Growth, Underwriting Performance & Pricing Cyclicality
  - Reinsurance Market Developments
  - Federal and State COVID-19 Initiatives Impacting Commercial Insurers
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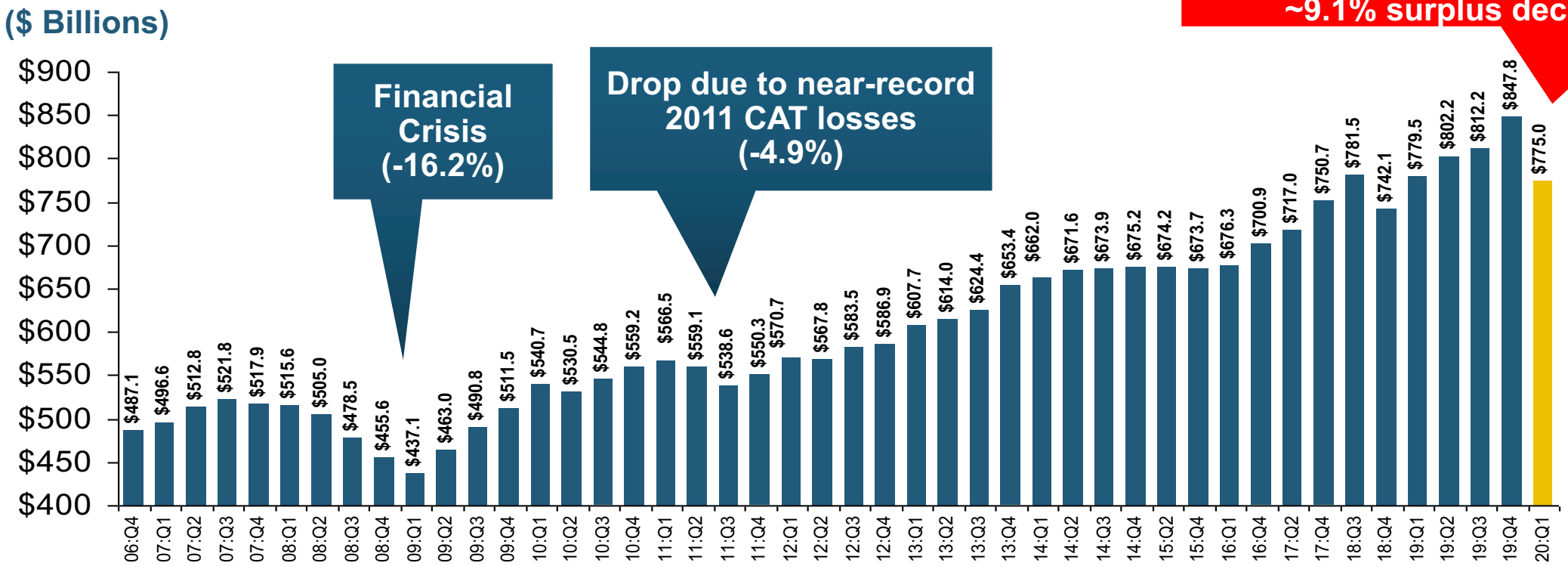
P/C Insurance Industry: Financial Overview Amid the COVID-19 Pandemic

The P/C Insurance Industry Entered the COVID-19 Pandemic from a Position of Financial Strength

Economic, Financial Market, Regulatory and Tort Risks Are Major Challenges Going Forward

Policyholder Surplus (Capacity), 2006:Q4–2020:Q1E

The P/C insurance industry entered the COVID-19 pandemic from a position strength and can easily withstand the estimated ~9.1% surplus decline

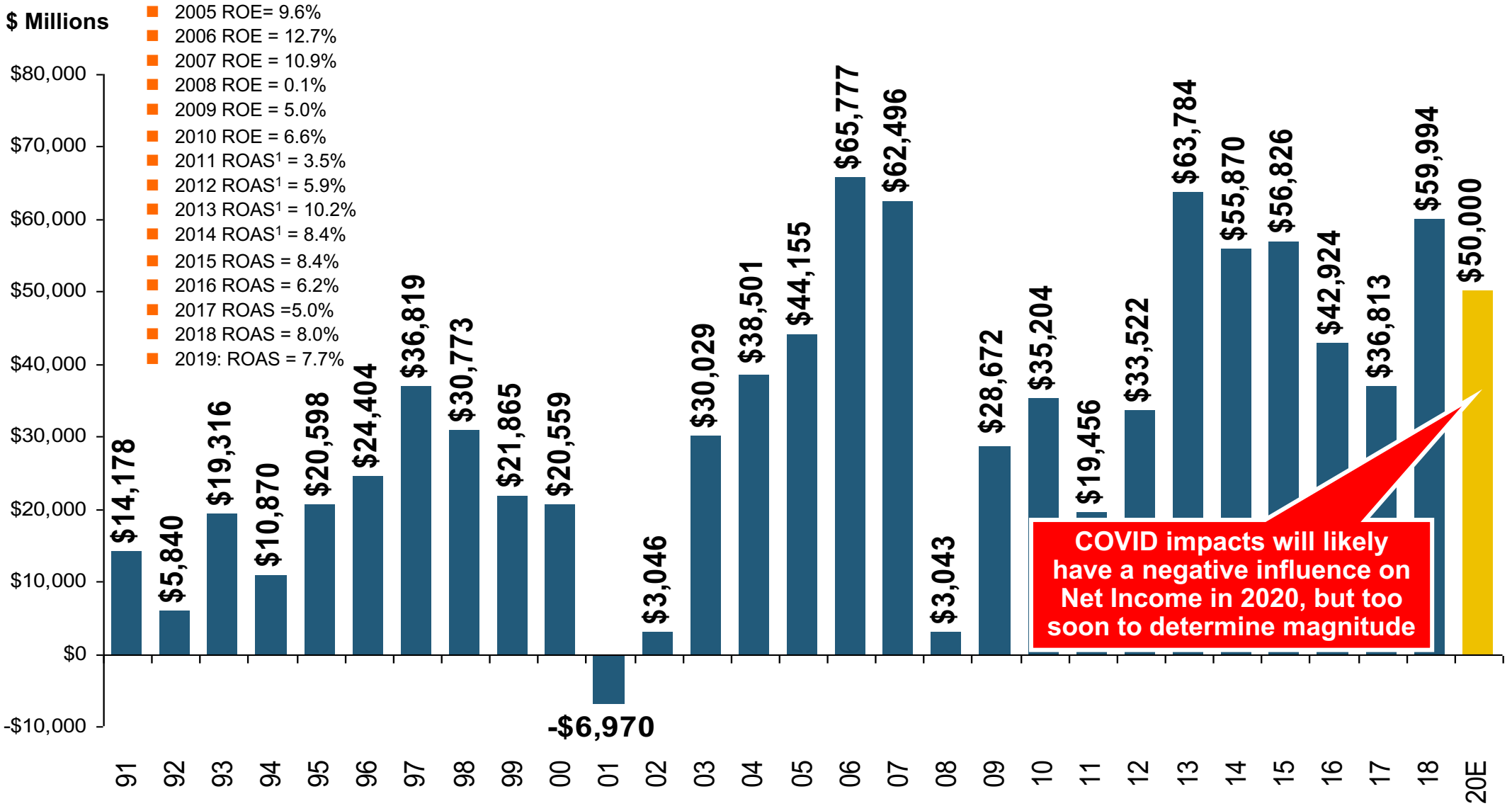


2010:Q1 data includes $22.5B of paid-in capital from a holding company parent for one insurer's investment in a non-insurance business.

Policyholder Surplus is the industry's financial cushion against large insured events, periods of economic stress and financial market volatility. It is also a source of capital to underwrite new risks.

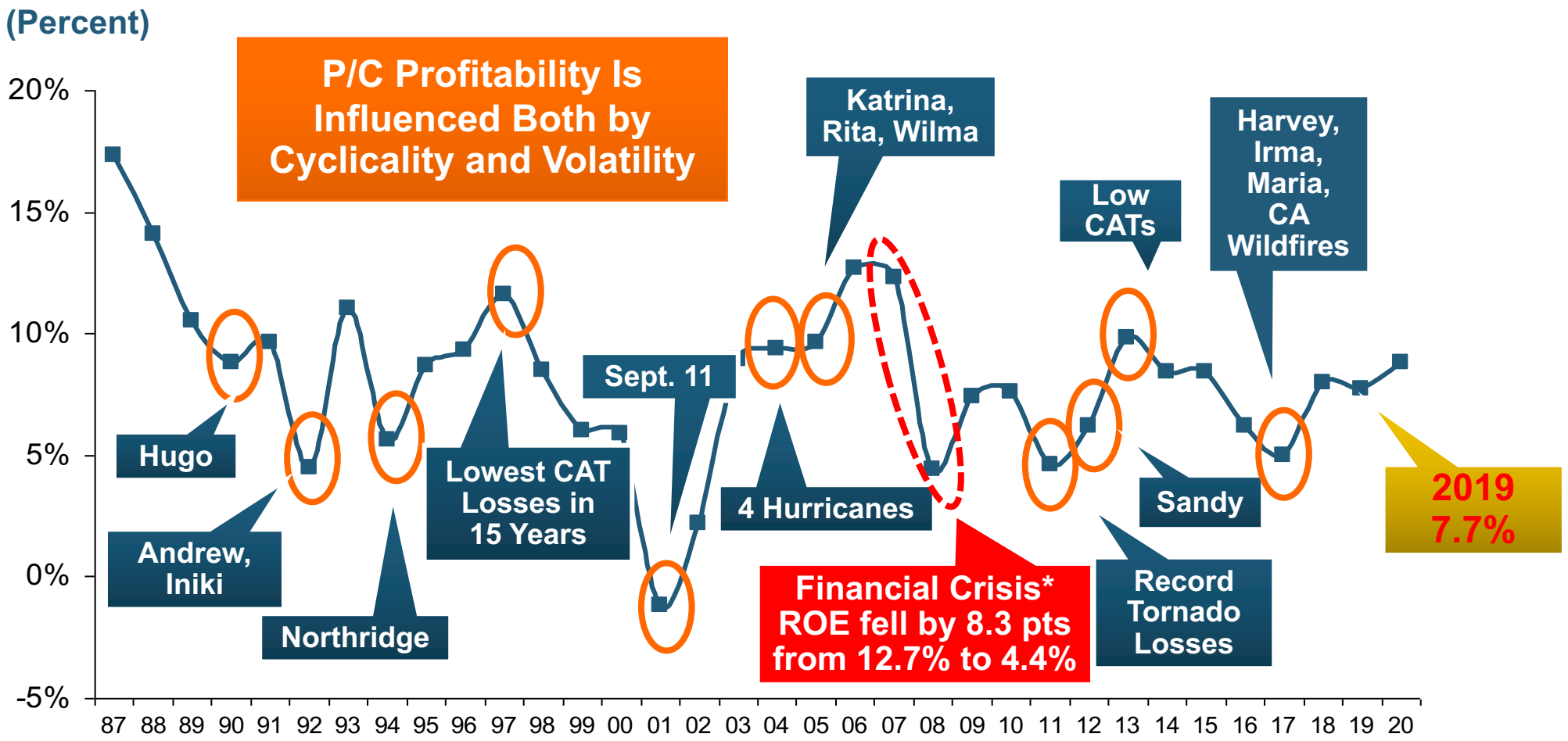
Sources: ISO, A.M .Best; 2020E from Risk and Uncertainty Management Center, University of South Carolina.

P/C Industry Net Income After Taxes, 1991–2020E*



*2020 estimate based on annualized actual 1H:20 figure of $25.0B. ROE figures are GAAP; [1]Return on avg. surplus. Excludes Mortgage & Financial Guaranty insurers for years (2009-2014).
Sources: A.M. Best, ISO.

ROE: Property/Casualty Insurance by Major Event, 1987–2020*



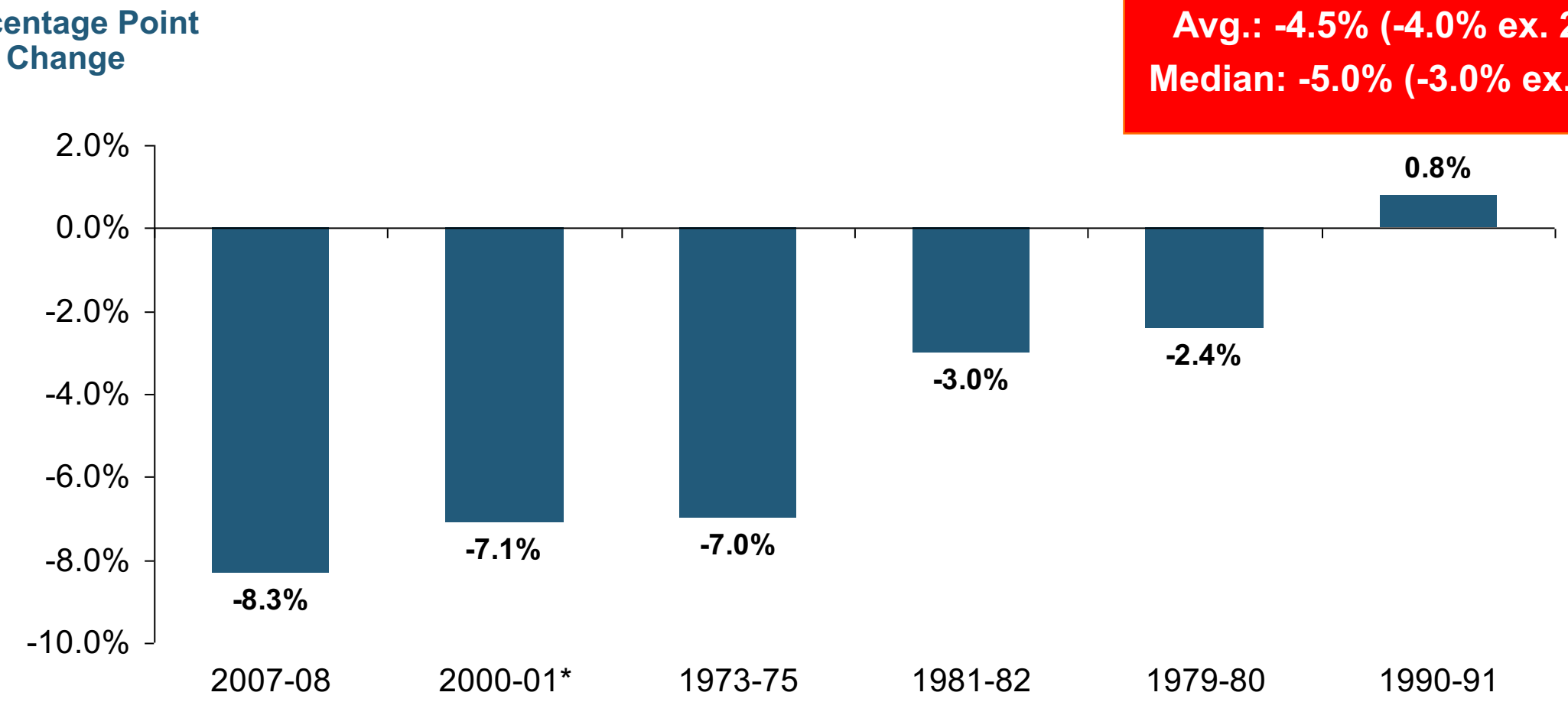
*2020 figure is for Q1 2020. Excludes Mortgage & Financial Guarantee in 2008 – 2014.
Sources: ISO, *Fortune*; A.M. Best (2018E-2019F); USC RUM Center.

Percentage Point Change in P/C ROEs During Past Economic Downturns: 1971 - Present

Change in P/C ROE During Past Economic Downturns

Avg.: -4.5% (-4.0% ex. 2000-01)

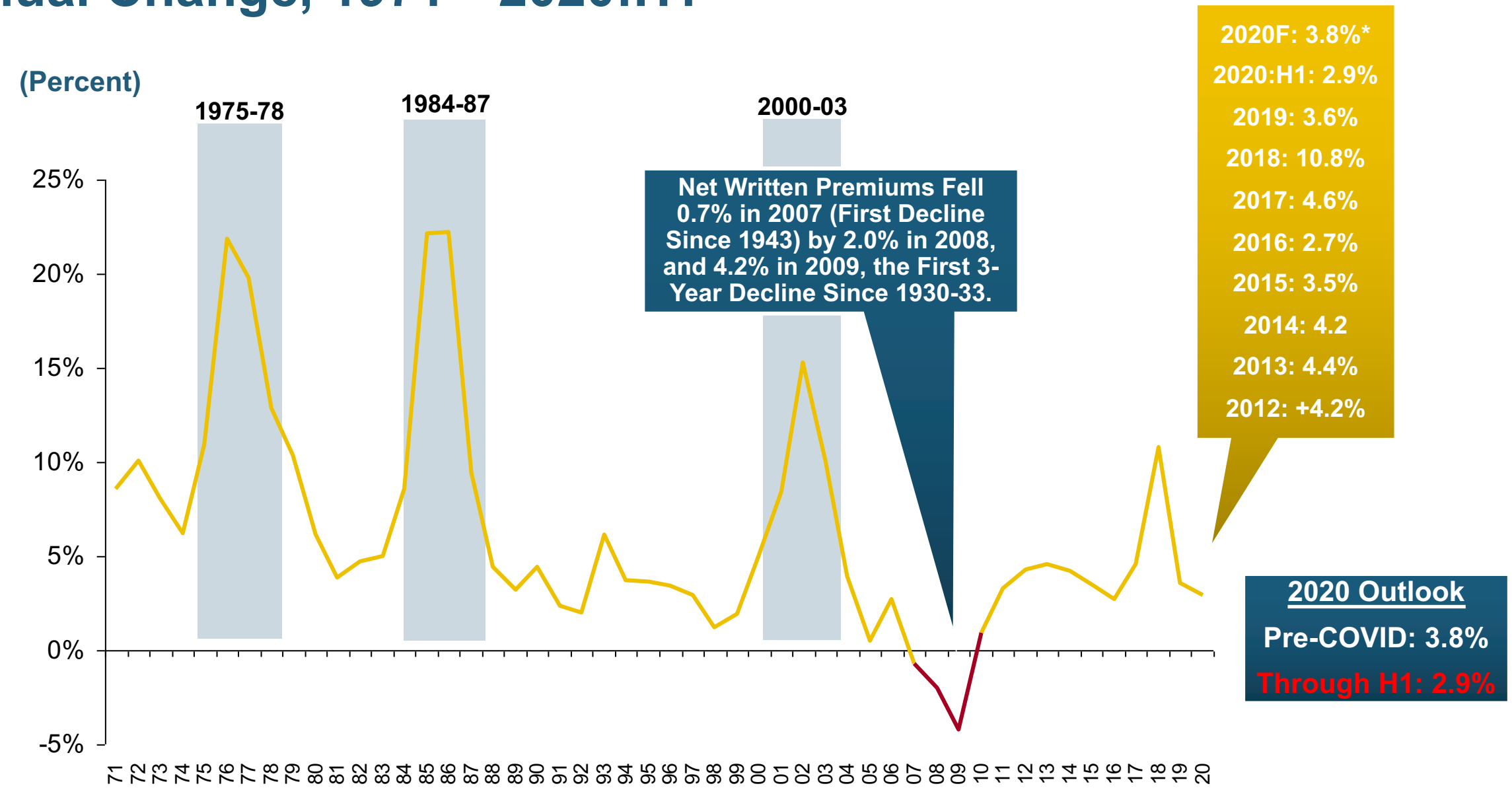
Median: -5.0% (-3.0% ex. 2000-01)



*2000-2001 decline impacted by 9/11 losses.

Source: USC Center for Risk and Uncertainty Management.

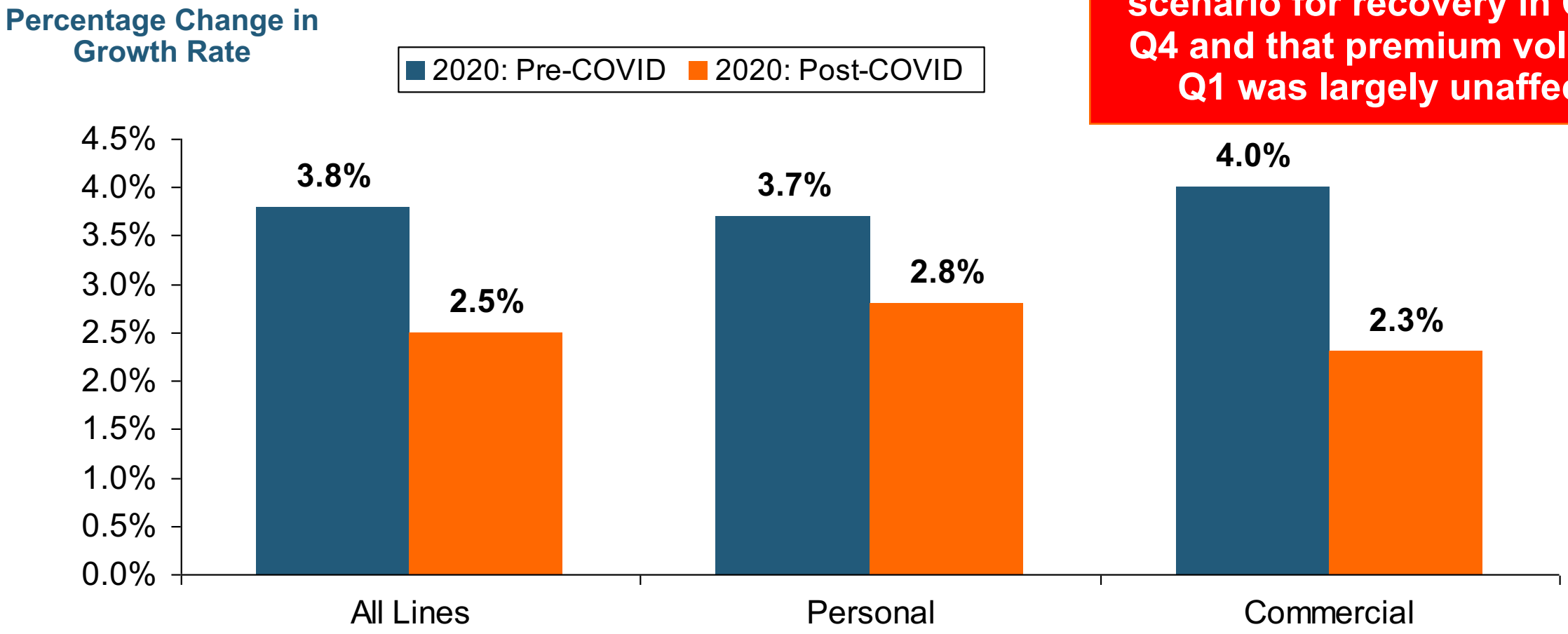
Net Premium Growth (All P/C Lines): Annual Change, 1971—2020:H1



*Pre-COVID-19 forecast from A.M. Best Review & Preview (Feb. 2020). NOTE: Shaded areas denote "hard market" periods
Sources: A.M. Best (1971-2013, 2020F), ISO (2014-19); Risk & Uncertainty Management Center, Univ. of South Carolina .

2020 Pre- vs. Post-COVID Growth Expectations for P/C Insurance: From Modest to Miserly

Note: 2020 expectations are based on a modestly optimistic scenario for recovery in Q3 and Q4 and that premium volume in Q1 was largely unaffected



Source: 2020 Pre-COVID-19 figures from Best's Review & Preview (Feb. 2020); Post-COVID estimates from USC Center for Risk and Uncertainty Management.

Potential Impacts of COVID-19 on *Written Premium* in 2020, by Key Line

Line	Estimated Premium Impact
Workers Compensation	12.5% to 25% reduction in premium written in 2020 ***(equates to $5.9B to $11.75B DWP)***
Business Interruption & Contingency	7% to 13% reduction in premium volume (US & UK)
General Liability*	$1.5B to $6.3B premium reduction in US
Personal Auto	~$10B in refunds, rebates (equates to ~4% of DWP)
Personal Travel Insurance	29% to 78% reduction in premium written (US & UK)
Personal/Comm. Motor	~10% reduction in US; 0% to 11% reduction in UK
Marine/Aviation/Transport	$0.7B-$1.5B (US); $0.6 - $1.2B (UK)

*Includes nursing home professional liability.

Source: Derived from Willis Towers Watson, *Scenario Analysis of COVID-19 Pandemic* (Fig.11, 14), May 2020. and other sources; Risk and Uncertainty Management Center, University of South Carolina.

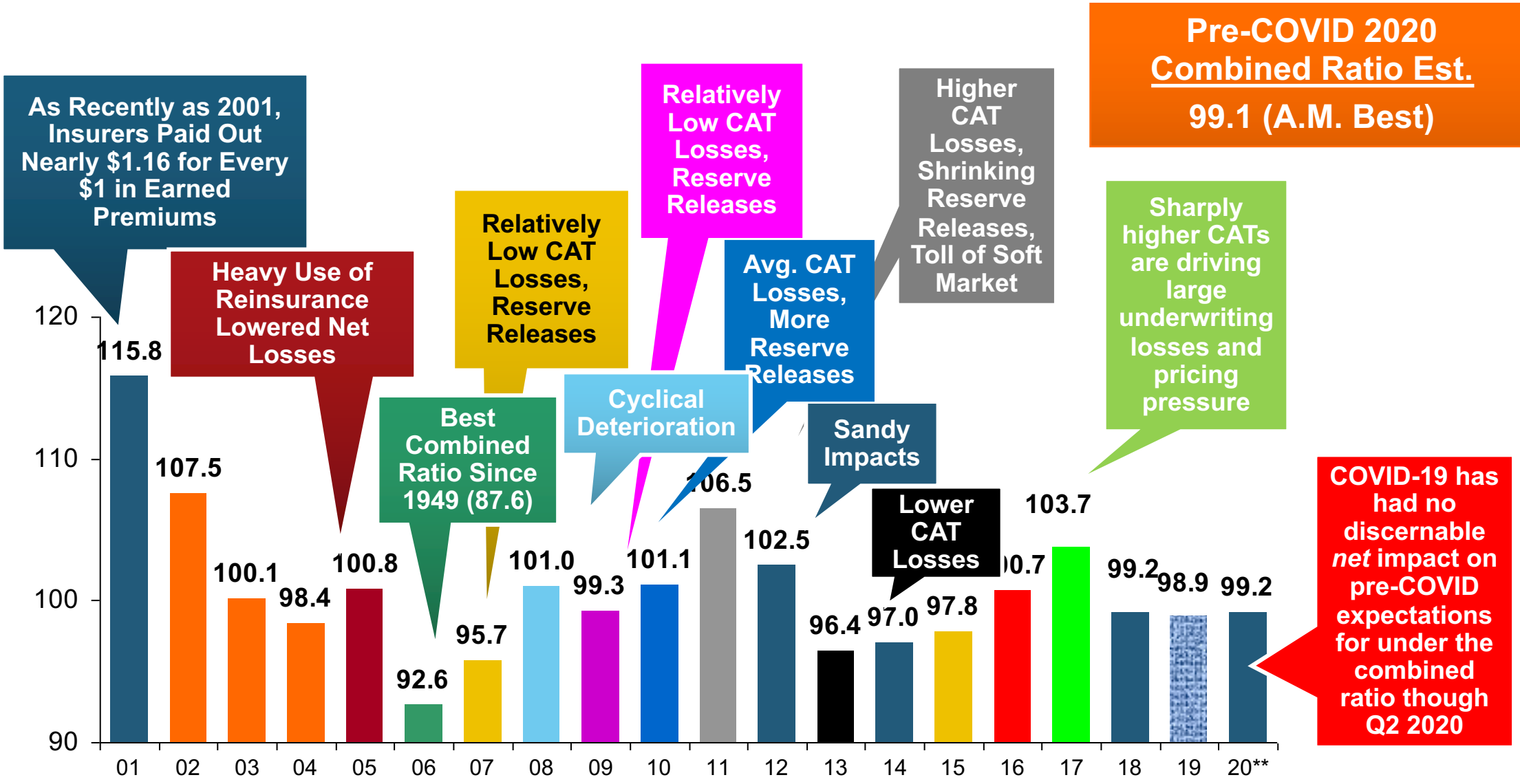
Potential Impacts of COVID-19 on *LOSSES* in 2020, by Key Line

Line	Estimated Loss Impact
Workers Compensation	$0.2B - $92B ***(depends on severity of pandemic and "presumption" determination)***
Business Interruption & Contingency	$2B - $22B (US); $1.1B - $13.9B (UK)
General Liability*	$0.7B to $27B loss across US & Bermuda markets
Personal/Comm. Motor	$26B - $57B reduction in personal auto and $4.2B - $9.4B commercial (US); $1 - $7B overall reduction in UK
Mortgage	$0 - $1.7B loss across US & Bermuda markets
D&O	$0.6 - $4.0 loss across US & Bermuda markets
Marine/Aviation/Transport	$0.3B-$1.3B reduction (US); $0.6 - $1.1B (UK)

*Includes nursing home professional liability.

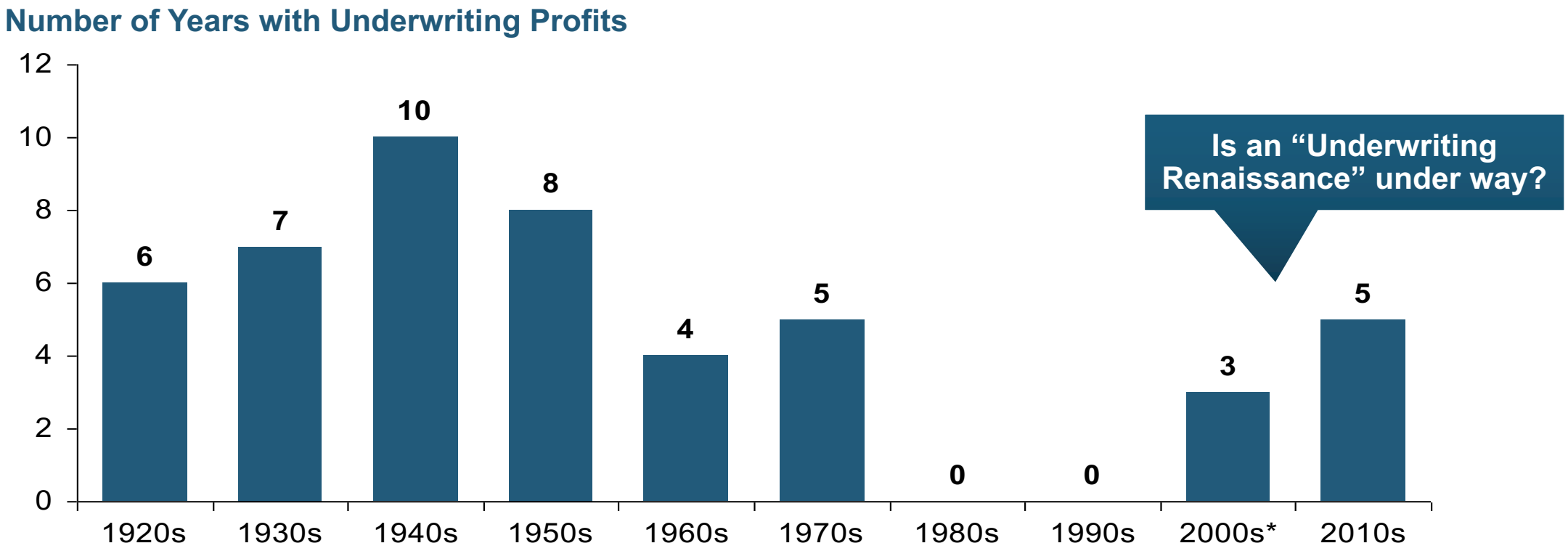
Source: Derived from Willis Towers Watson, *Scenario Analysis of COVID-19 Pandemic* (Fig.11, 14), May 2020. and other sources; Risk and Uncertainty Management Center, University of South Carolina.

P/C Insurance Industry Combined Ratio, 2001–2020:H1*



*Excludes Mortgage & Financial Guaranty insurers 2008--2014.
*First Half 2020.
Sources: A.M. Best, ISO (2014-2019).

Number of Years with Underwriting Profits by Decade, 1920s–2010s

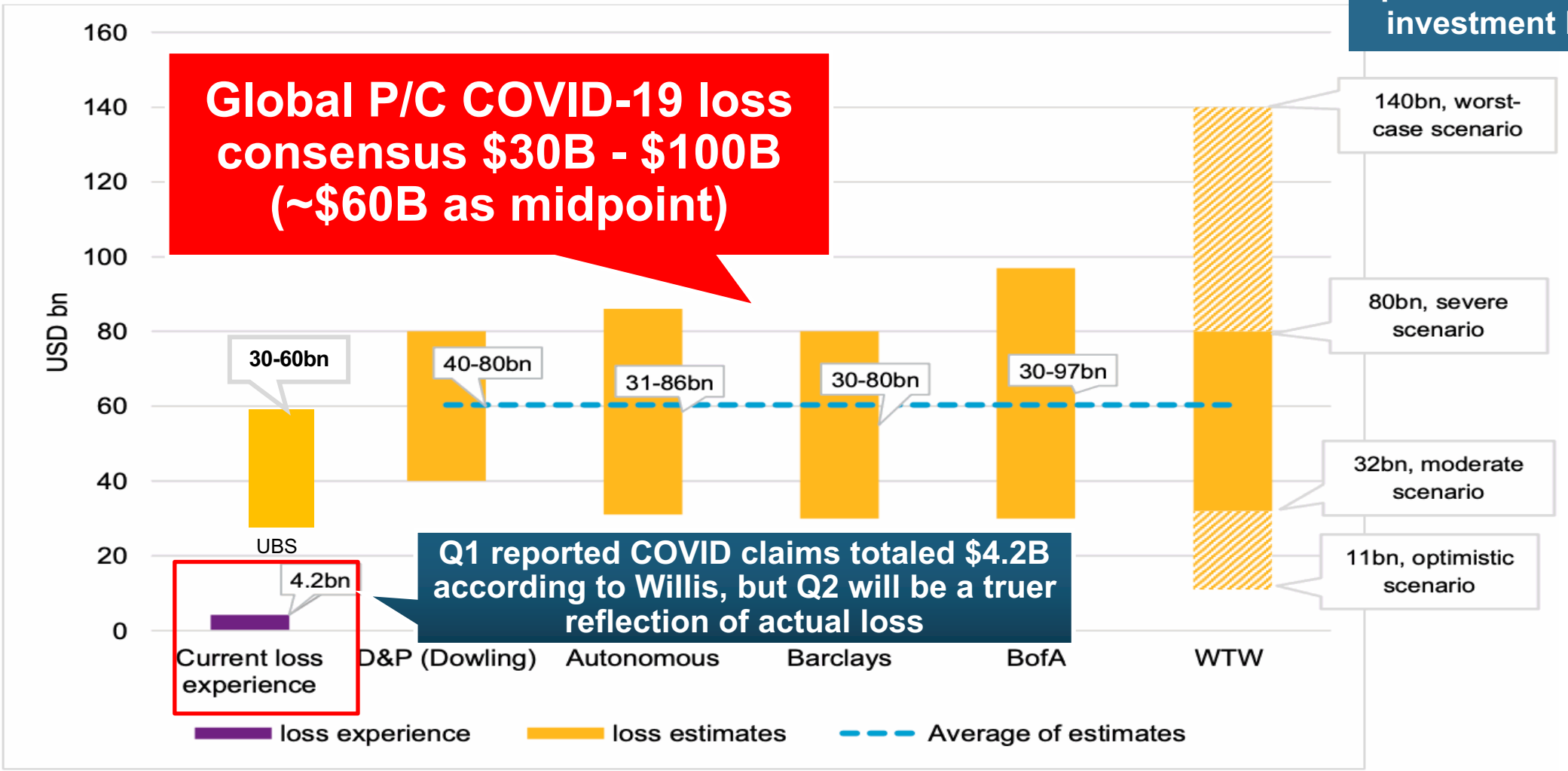


Underwriting Profits Were Common Before the 1980s (40 of the 60 Years Before 1980 Had Combined Ratios Below 100) – But Then They Vanished. Not a Single Underwriting Profit Was Recorded in the 25 Years from 1979 Through 2003

* 2009 combined ratio excl. mort. and finl. guaranty insurers was 99.3, which would bring the 2000s total to 4 years with an u/w profit.
Note: Data for 1920–1934 based on stock companies only.
Sources: Risk and Uncertainty Management Center, University of South Carolina research from A.M. Best Data.

COVID-19 Announced Losses vs. Top-Down Industry Estimates (as of May 12, 2020)

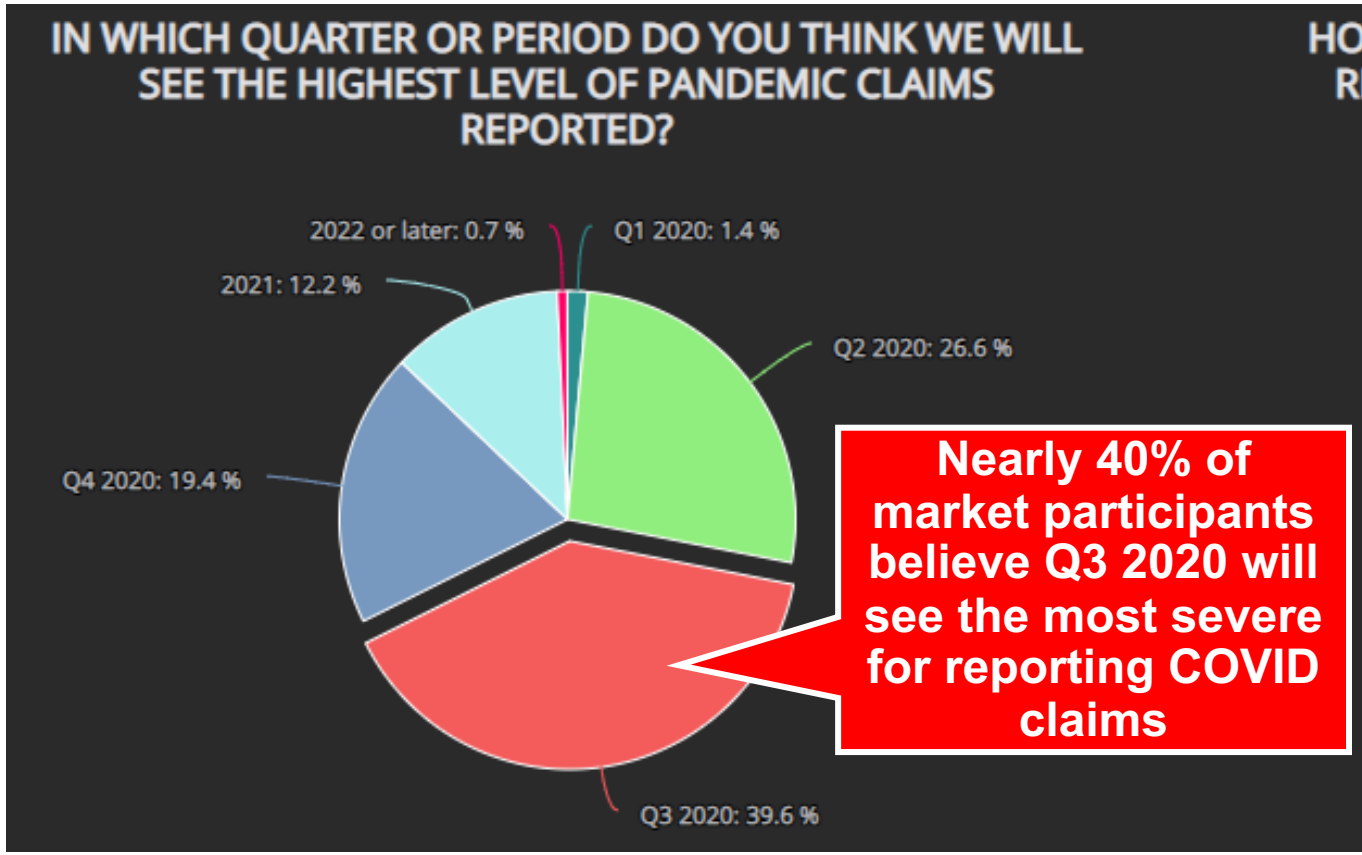
Lloyd's: Says its own p/c claims could reach $4.3B by June 30. Estimates global p/c losses at $107B; Global investment losses = $96B*

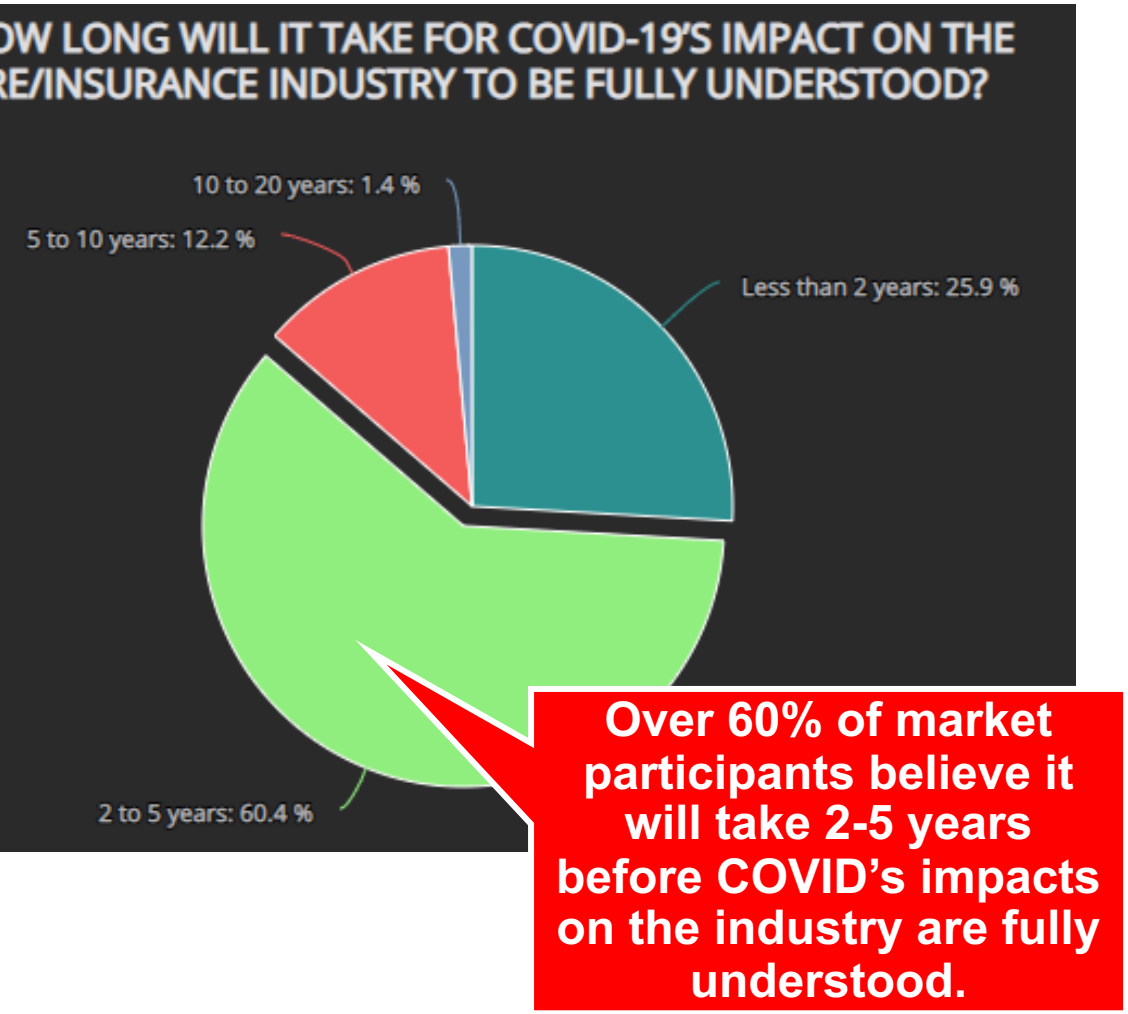


*Lloyd's CEO John Neil appearance on CNBC, May 14, 2020: https://www.cnbc.com/2020/05/14/lloyds-of-london-coronavirus-will-be-largest-loss-on-record-for-insurers.html

Sources: Company disclosures, Dowling & Partners, Barclays Research, Autonomous Research, BofA Global Research, UBS Securities, Willis Towers Watson from Artemis.bm accessed at https://www.artemis.bm/news/consensus-emerging-on-30bn-to-100bn-covid-19-industry-loss-willis-re/; Risk and Uncertainty Management Center, University of South Carolina.

Market Survey: COVID-19 Claims

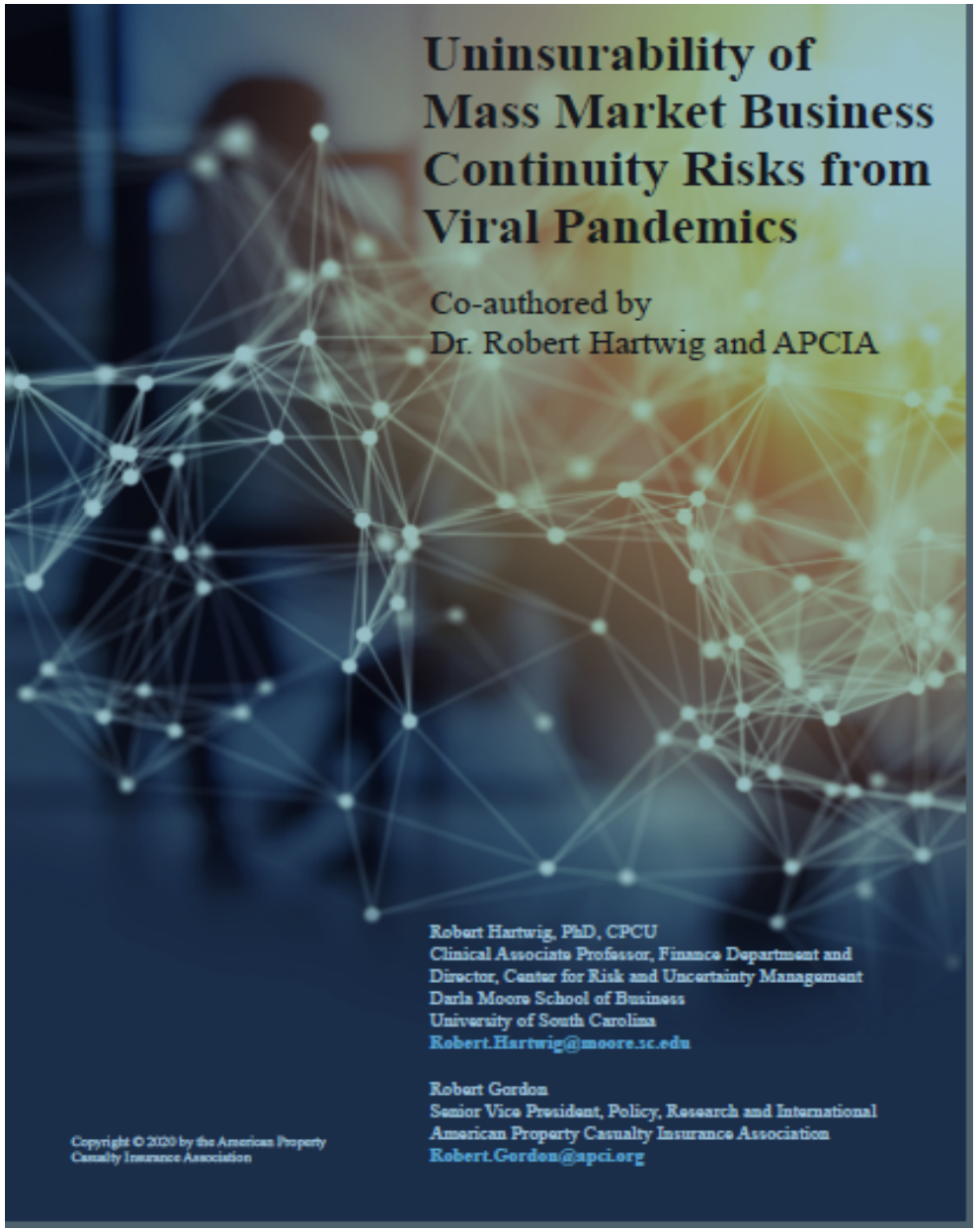




Source: Artemis COVID-19 Market Survey (June 2020) accessed at: https://www.artemis.bm/coronavirus-survey-update/

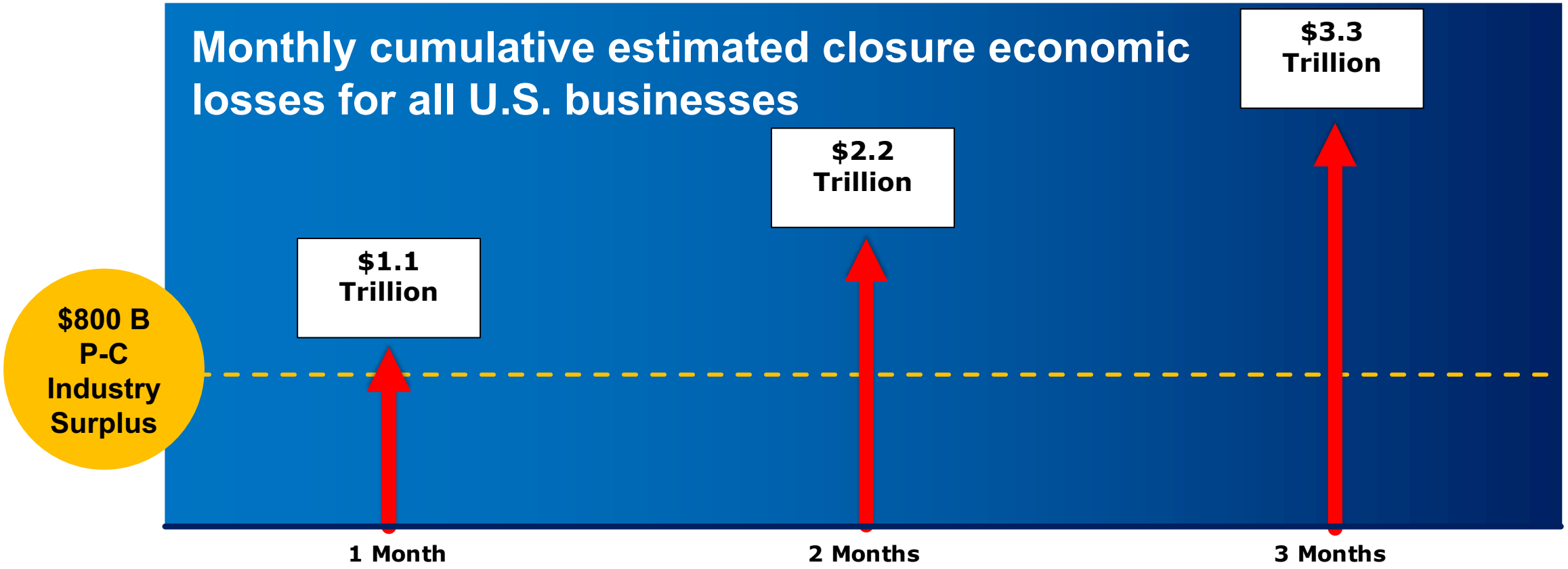
New Paper on Insurability of Pandemic Risk

- Large scale business continuity risks from pandemics are generally not insurable in the private sector
- Business continuity risks are largely undiversifiable within private insurance markets and are highly correlated with other risks (e.g., investment risks)
- Large scale business continuity losses pose a potentially systemic risk to the industry and overall economy
- Import role for government



Download at: http://www.pciaa.net/docs/default-source/default-document-library/apcia-white-paper-hartwig-gordon.pdf

Private Insurance Cannot Close the Gap



Source: APCIA estimates using publicly available data sources, including Bureau of Labor Statistics, Insurance Services Office (Verisk Analytics, Inc.), Houston Chronicle, S&P Global Market Intelligence, and other published reports.

Viral Outbreaks Are Not An Insurable Risk

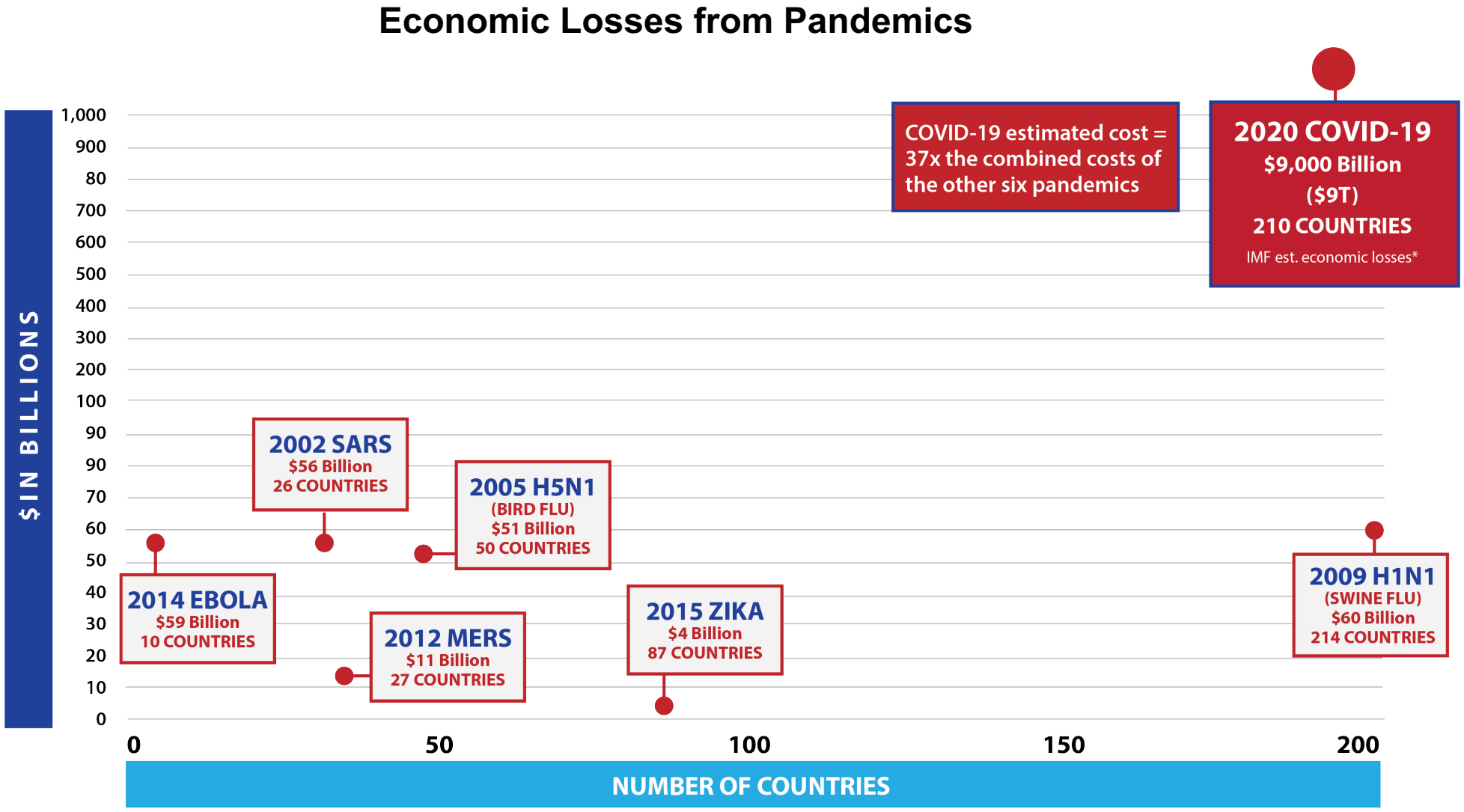
Pandemics are frequent, severe, and widespread (7 pandemics with multi-billion$ economic losses in just the last 18 years)

For Reference

2005 Katrina $58 Billion

2001 9/11 $48 Billion

(insured losses)



*Sources: APCIA using published reports, including IMF, World Bank, Learnbonds.com; APCIA adjustment to 2020 USD

INVESTMENTS: THE NEW REALITY

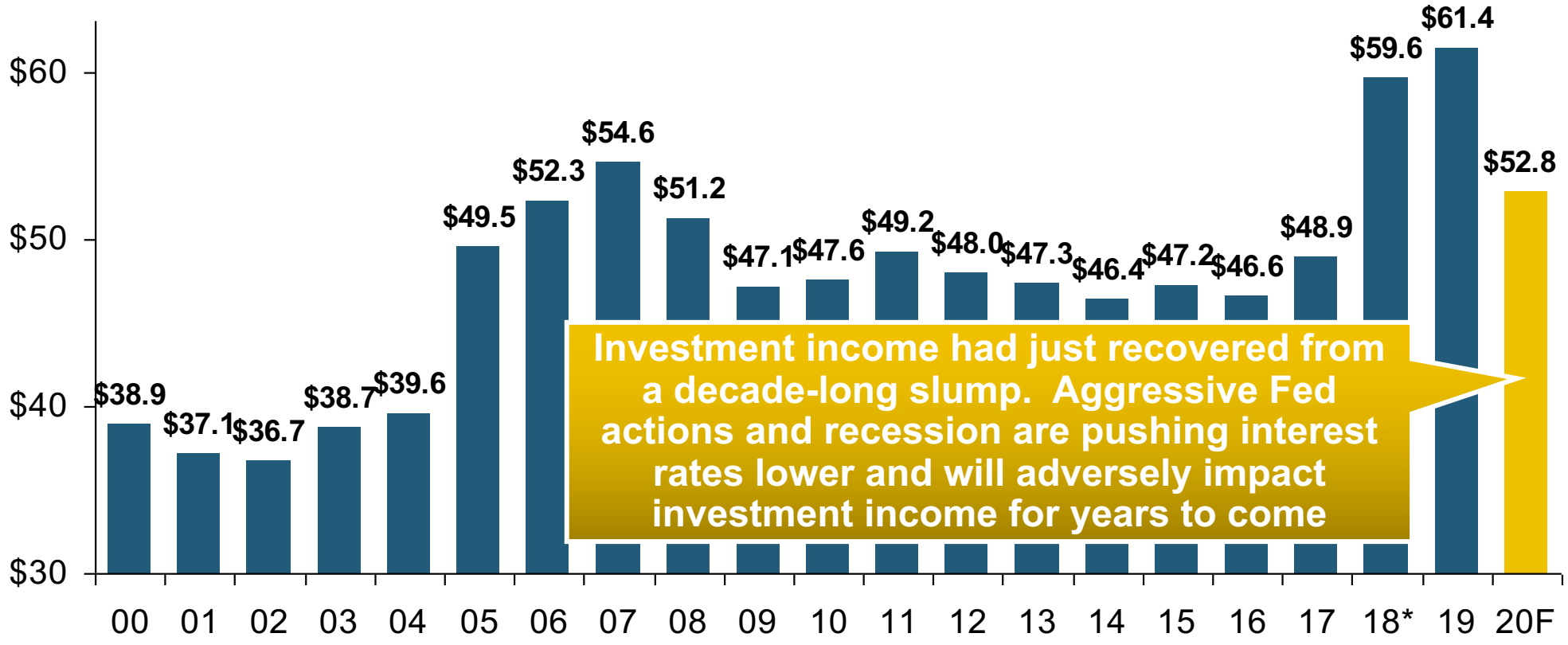
Investment Performance Is a Key Driver of Insurer Profitability

Aggressive Rate Cuts Will Adversely Impact Invest Earnings

Financial Crisis *Déjà Vu*?

Property/Casualty Insurance Industry Investment Income: 2000–2020F

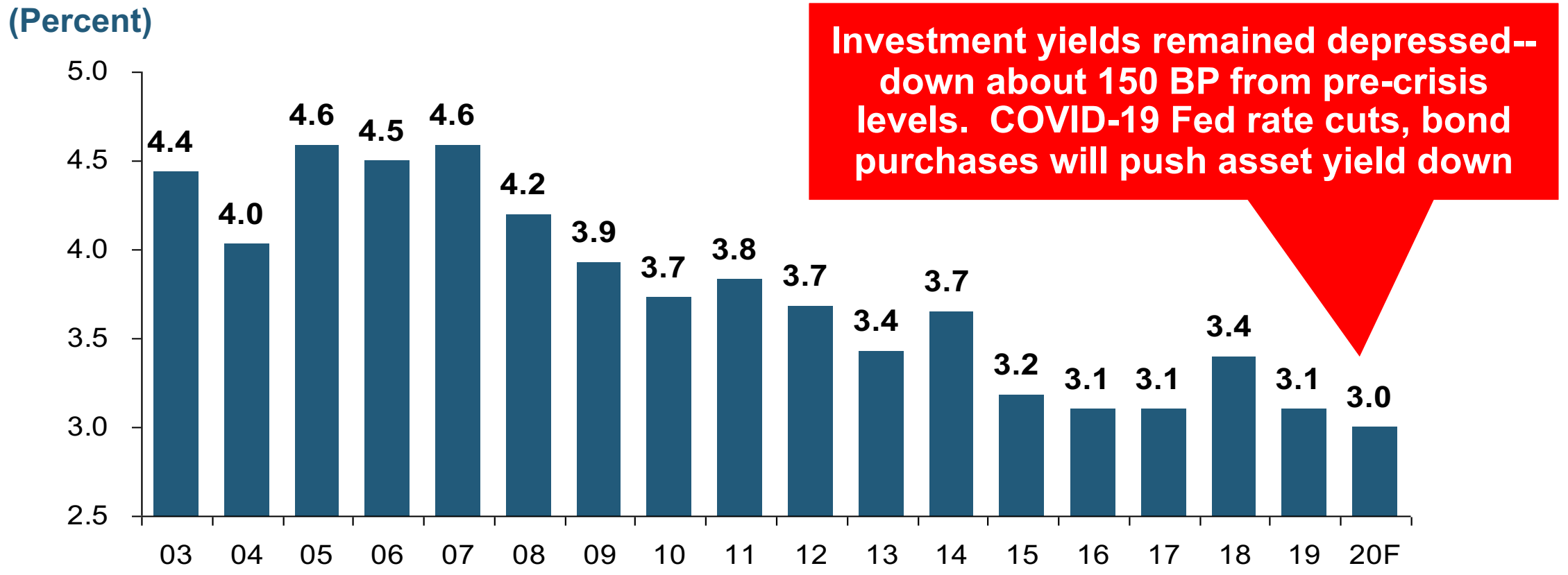
($ Billions)



Due to persistently low interest rates, investment income remained below pre-crisis levels for a decade. Lower interest rates post-COVID will drive investment income down once again.

*2018-19 figures are distorted by provisions of the TCJA of 2017. Increase reflects such items as dividends from foreign subsidiaries.
2020F is annualized figure based on actual $26.4B for 2020:H1 (A.M. Best).
[1] Investment gains consist primarily of interest and stock dividends. Sources: ISO; University of South Carolina, Center for Risk and Uncertainty Management.

Net Investment Yield on Property/Casualty Insurance Invested Assets, 2007–2020F*



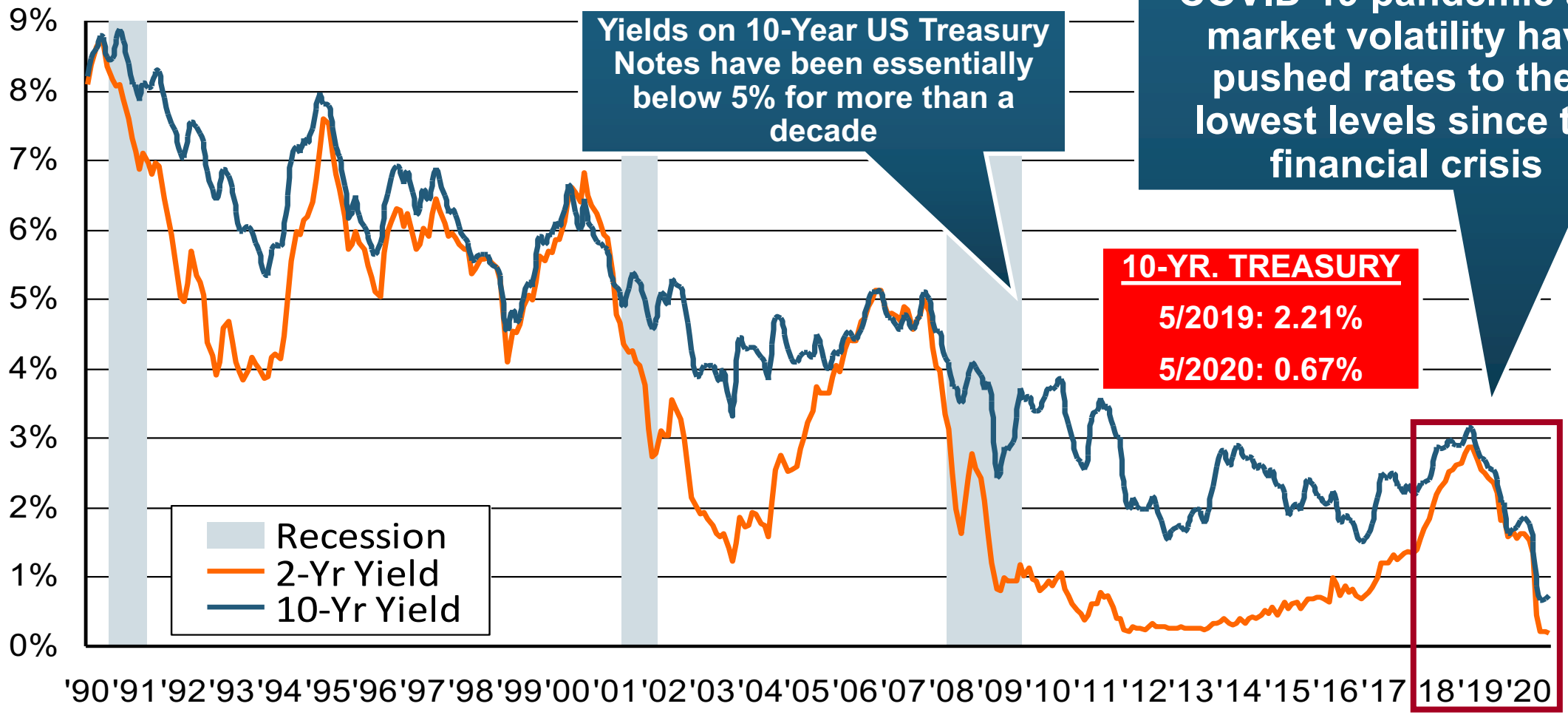
Investment yields remained depressed--down about 150 BP from pre-crisis levels. COVID-19 Fed rate cuts, bond purchases will push asset yield down

The yield on invested assets remains low relative to pre-crisis yields. Fed rate increases beginning in late 2015 through 2018 halted the slide in yields, but rate cuts in 2019/2020 will preclude future gains

Average: 1960-2018 = 5.0%
Low: 2.8% (1961)
High: 8.2% (1984/85)

Sources: NAIC data, sourced from S&P Global Market Intelligence; 2017-19 figures are from ISO. 2020F is from the Risk and Uncertainty Management Center, Univ. of South Carolina.

US Treasury Security Yields: A Long Downward Trend, 1990–2020*

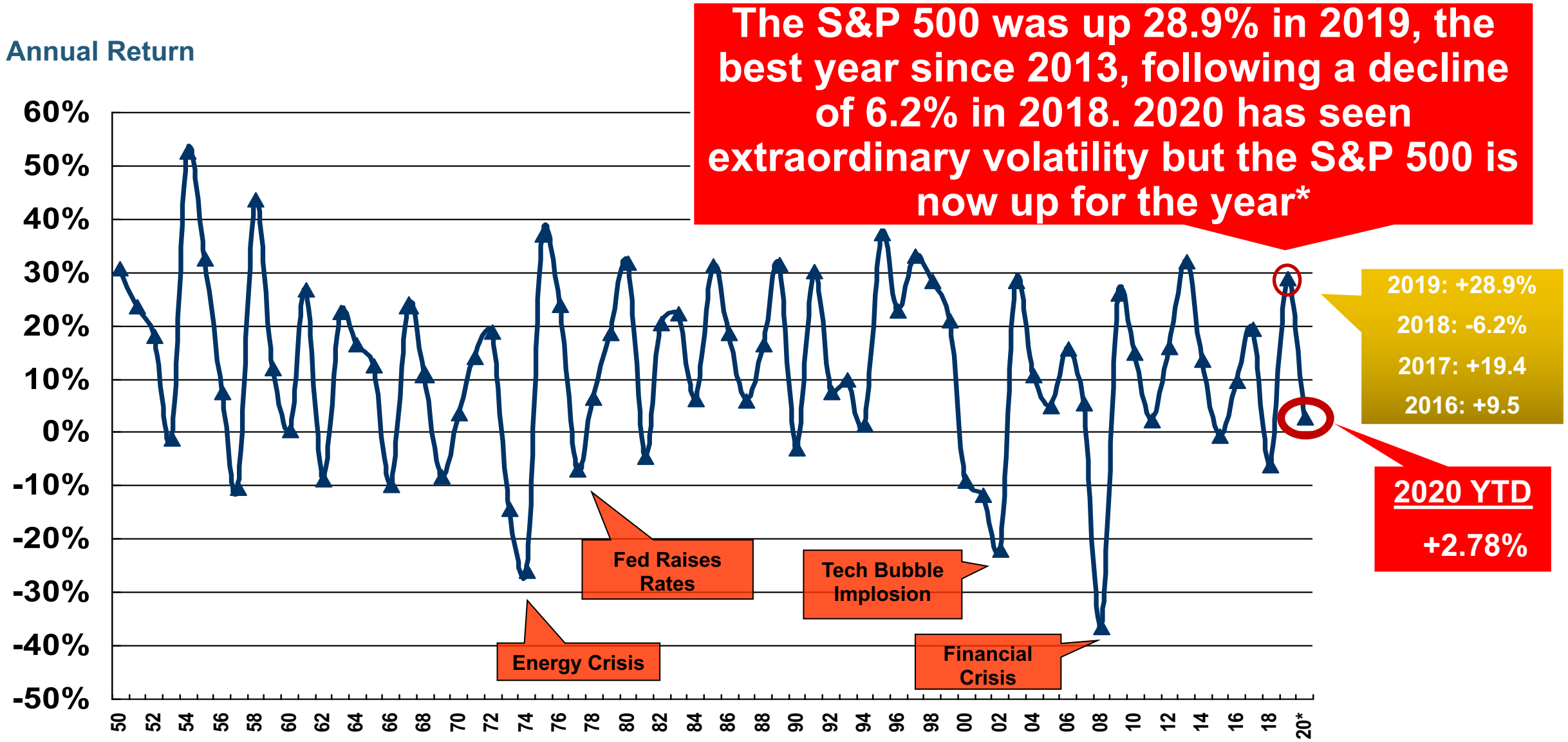


Since roughly 80% of P/C bond/cash investments are in 10-year or shorter durations, most P/C insurer portfolios will have low-yielding bonds for years to come.

*Monthly, constant maturity, nominal rates, through June 2020.

Sources: Federal Reserve Bank at http://www.federalreserve.gov/releases/h15/data.htm. National Bureau of Economic Research (recession dates); Insurance Information Institute.

S&P 500 Index Returns, 1950–2020*



,
*Through Sept. 10, 2020.
Source: NYU Stern School of Business: http://pages.stern.nyu.edu/~adamodar/New_Home_Page/datafile/histretSP.html; Center for Risk and Uncertainty Management, University of South Carolina

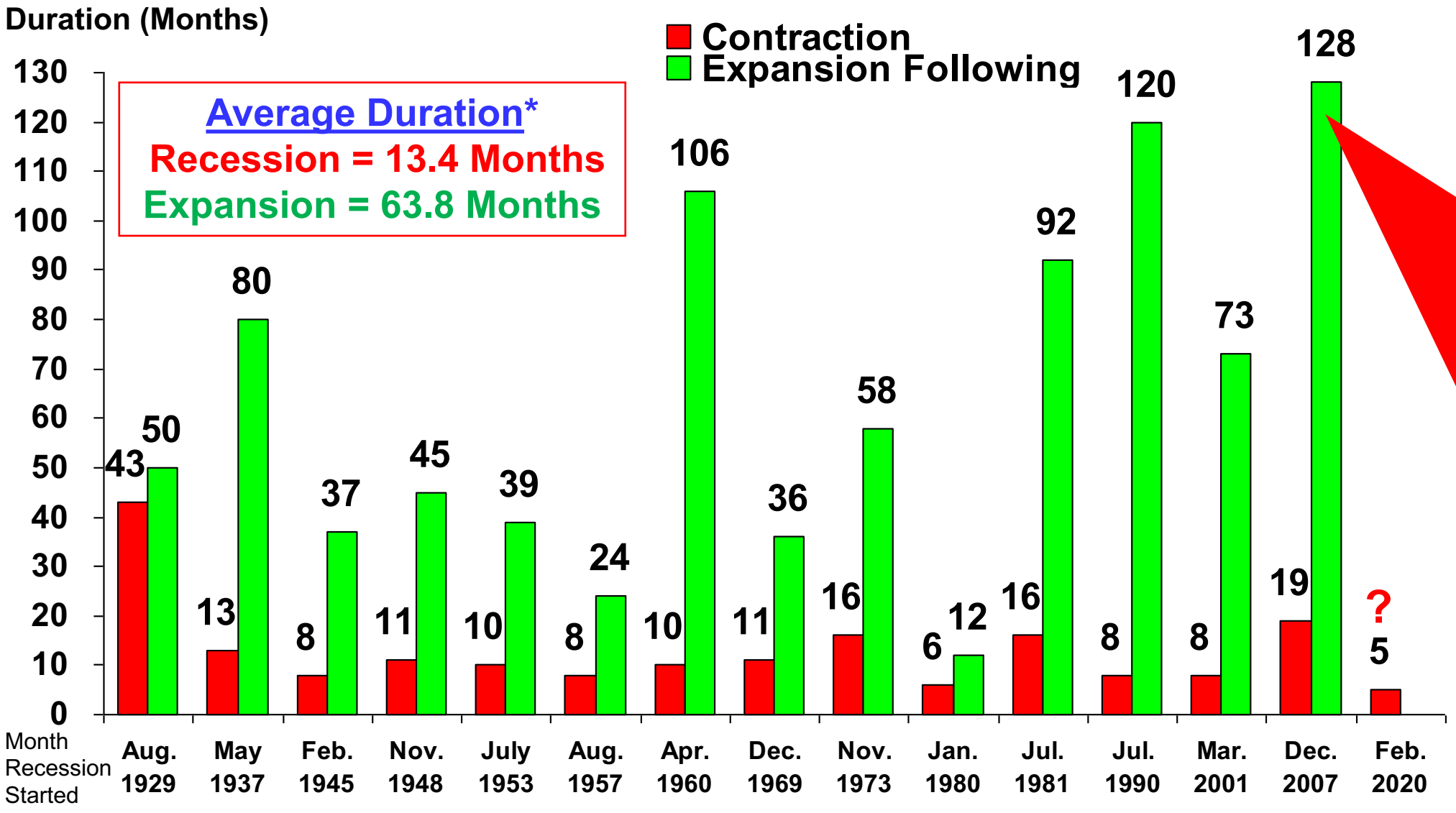
THE ECONOMY

COVID-19 Pandemic Will Directly and Severely Impact Growth As Exposure Growth Rapidly Shrinks

The Strength of the Economy Has Always Influenced Growth in Insurers' Exposure Base Across Most Lines

The Links Between the Economy and the P/C Insurance Industry Are Strengthening

Length of US Business Cycles, 1929-Present*



The most recent economic expansion ended in Feb. 2020 and was the longest in US history (began July 2009)

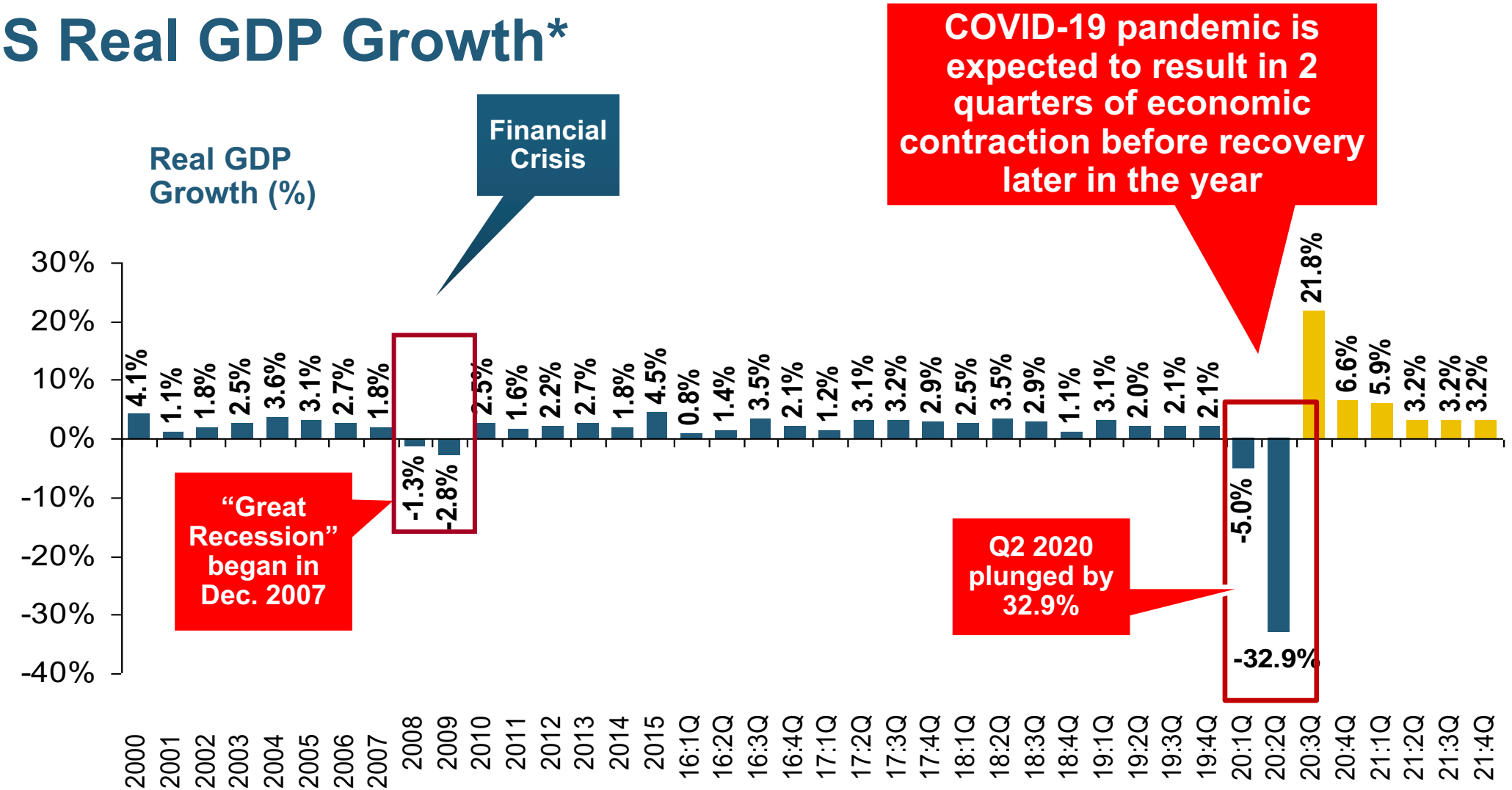
Recession may officially last only 5-8 months

Will likely take 2+ years to recover lost growth

* As of June 2020 but excluding current COVID-19 recession which began in Feb. 2020 but with an indeterminabt end.

Sources: National Bureau of Economic Research; Risk and Uncertainty Management Center, University of South Carolina.

US Real GDP Growth*



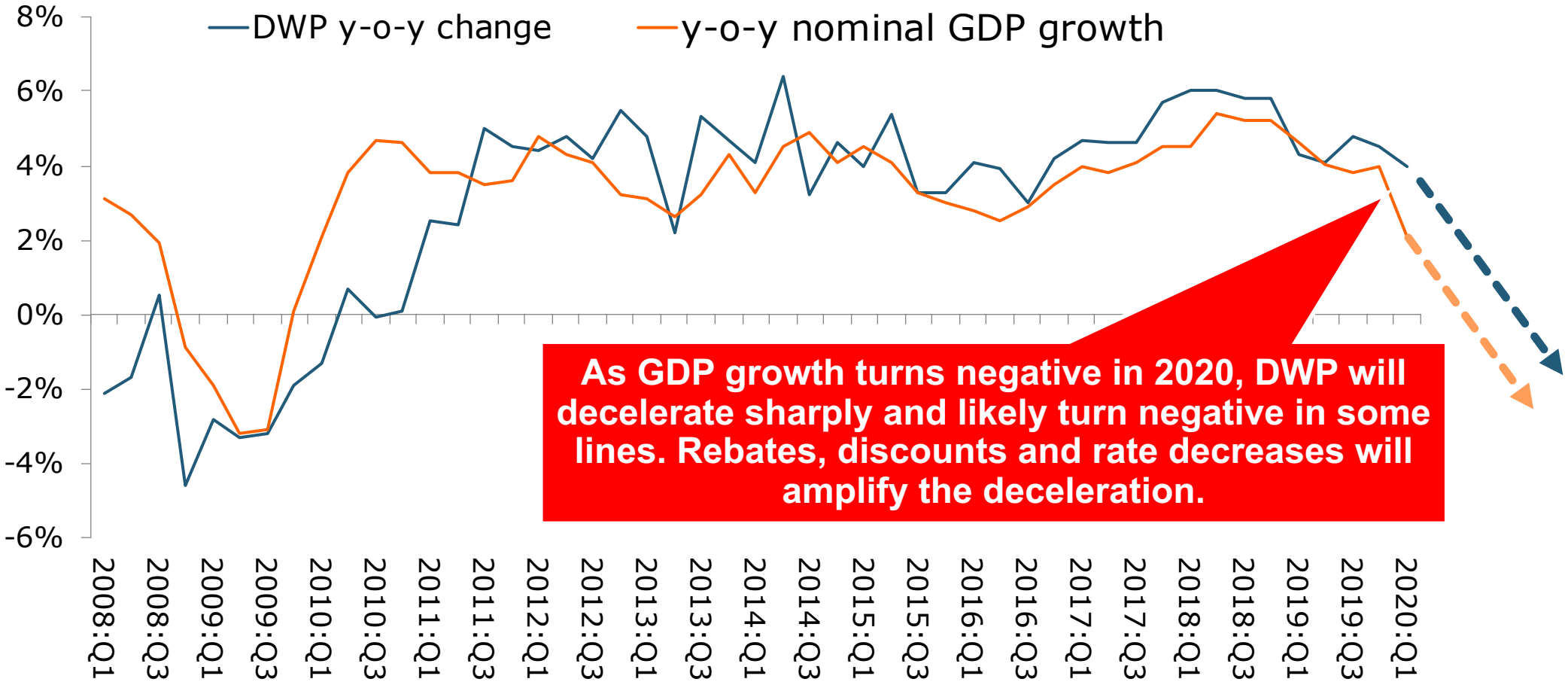
Demand for Insurance Will Be Severely Impacted As the Economy Slows but Is Expected to Improve by Late Q3 and into Q4

* Estimates/Forecasts from Wells Fargo Securities.

Source: US Department of Commerce, Wells Fargo Securities 8/20; Center for Risk and Uncertainty Management, University of South Carolina.

The Economy Drives P/C Insurance Industry Premiums: 2006:Q1–2020:Q1*

Direct Premium Growth (All P/C Lines) vs. Nominal GDP: Quarterly Y-o-Y Pct. Change



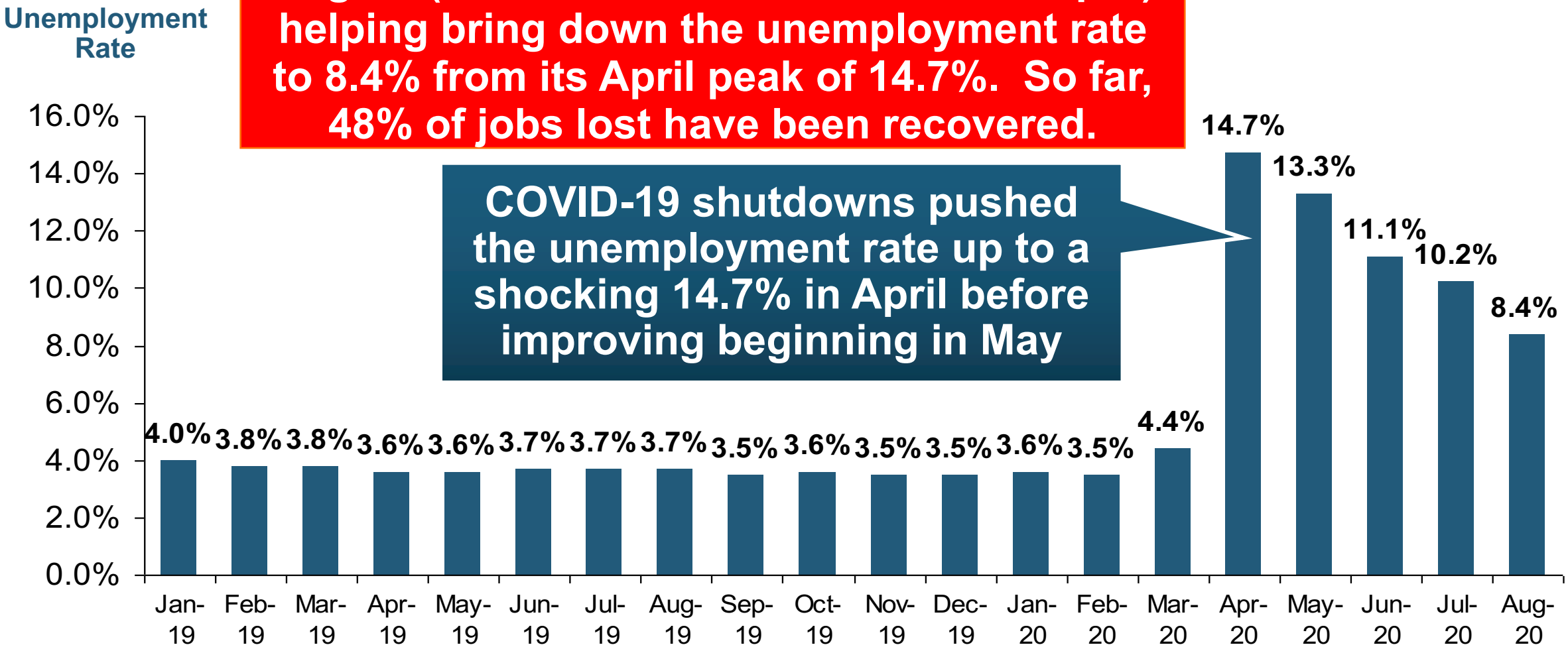
As GDP growth turns negative in 2020, DWP will decelerate sharply and likely turn negative in some lines. Rebates, discounts and rate decreases will amplify the deceleration.

Direct written premiums track nominal GDP fairly tightly over time, suggesting the P/C insurance industry's growth prospects inextricably linked to economic performance.

*2020:Q1 GDP figure is actual. DWP is estimate from Risk and Uncertainty Management Center, University of South Carolina.
Sources: SNL Financial; U.S. Commerce Dept., Bureau of Economic Analysis; ISO; I.I.I.; Risk and Uncertainty Management Center, University of South Carolina.

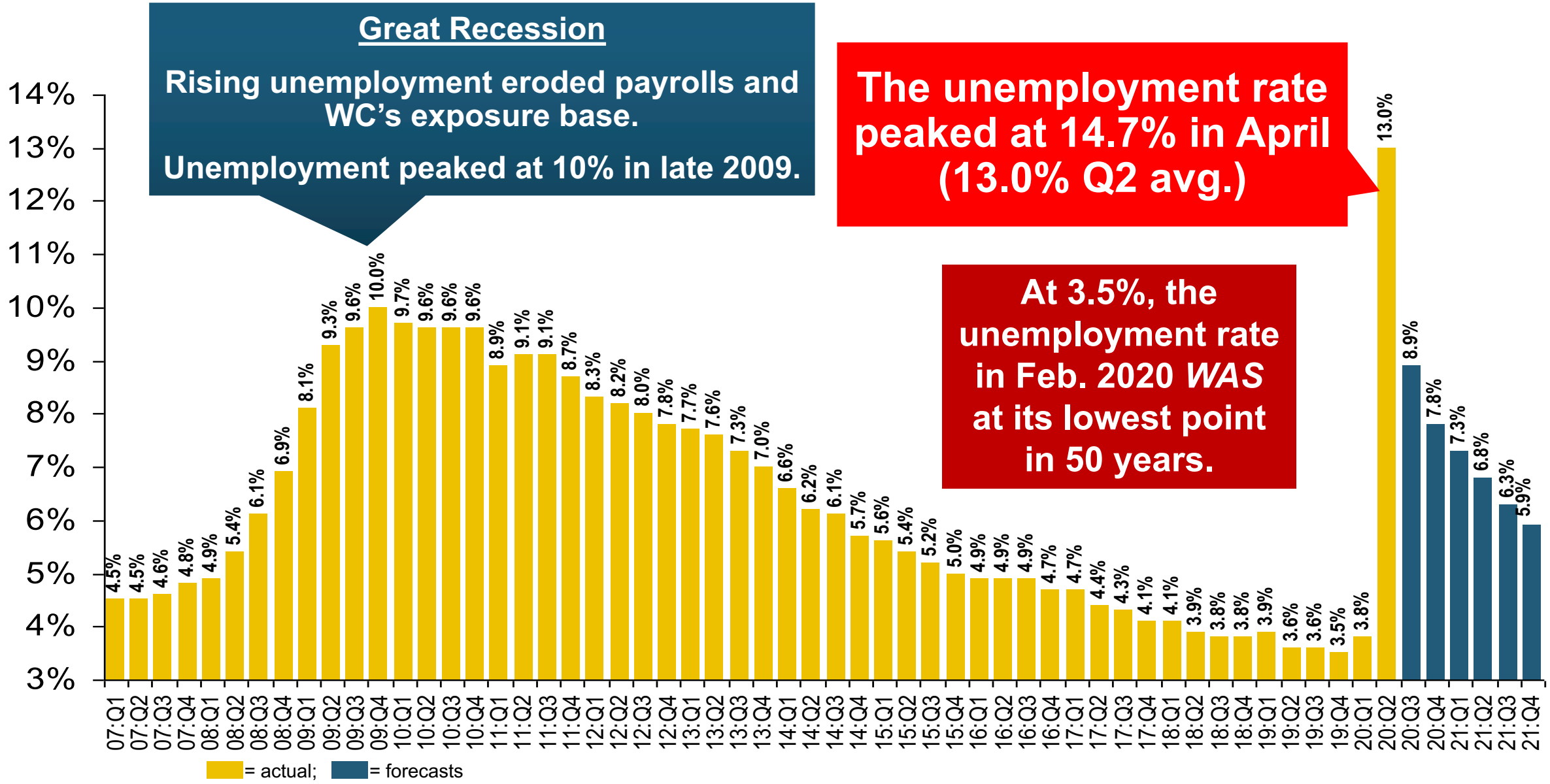
Unemployment Rate: Jan. 2019 – Aug. 2020

10.6M jobs were created from May through August (after a loss of 22.2M in March/April) helping bring down the unemployment rate to 8.4% from its April peak of 14.7%. So far, 48% of jobs lost have been recovered.



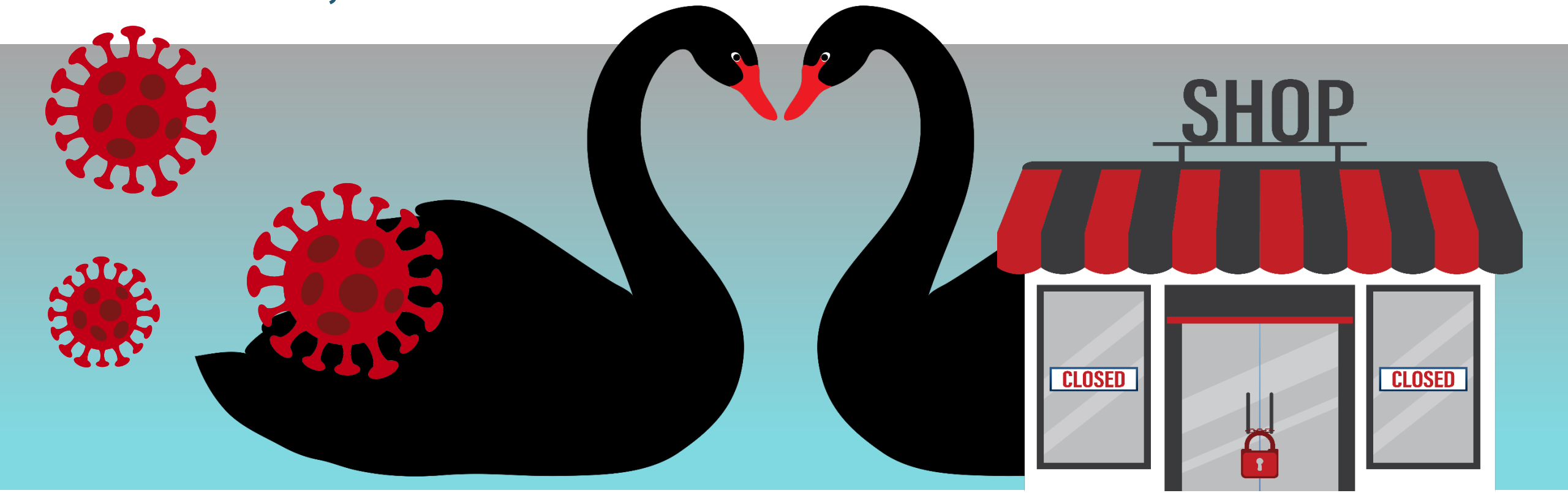
Source: US Bureau of Labor Statistics; Risk and Uncertainty Management Center, University of South Carolina.

US Unemployment Rate Forecast: 2007:Q1–2021:Q4



Sources: US Bureau of Labor Statistics; Wells Fargo Securities (8/20 edition); Risk and Uncertainty Management Center, University of South Carolina.

Government Mandated Business Closures Were the Real Black Swan, Not the Coronavirus



- The US (and world) has endured several other major infectious disease outbreaks killing 100,000+ Americans without shutting down the economy
  - Hong Kong Flu (1968-70)
  - Asian Flu (1957-58)

- It is the reaction to the virus that is unprecedented and represents the *true* Black Swan event
- The ramifications of this decision will be consequential for a generation (e.g., $3 trill. in debt)

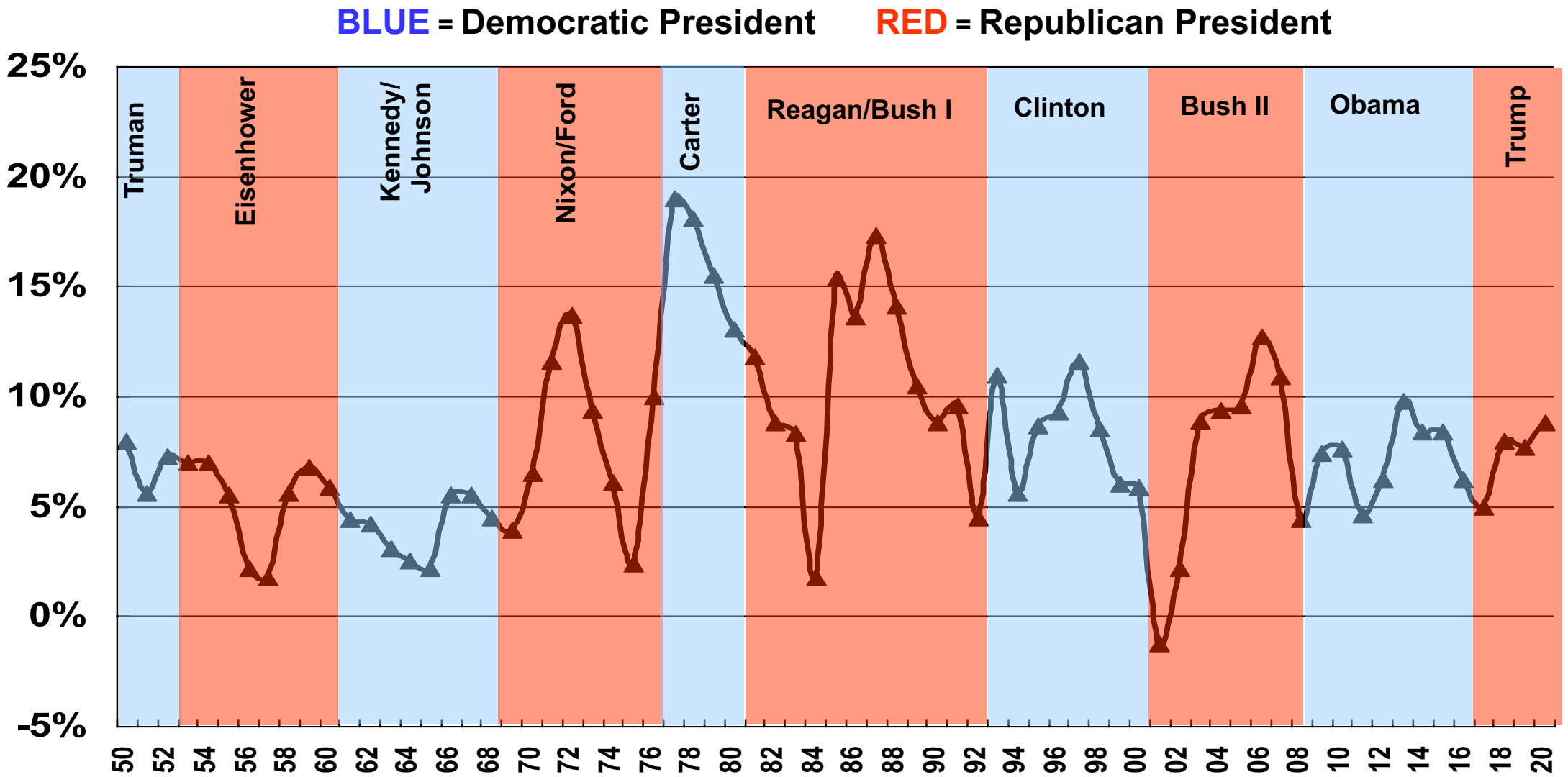
Sources: CDC; Risk and Uncertainty Management Center, University of South Carolina

P/C Insurance Issues in the Era of COVID-19

Profitability & Politics

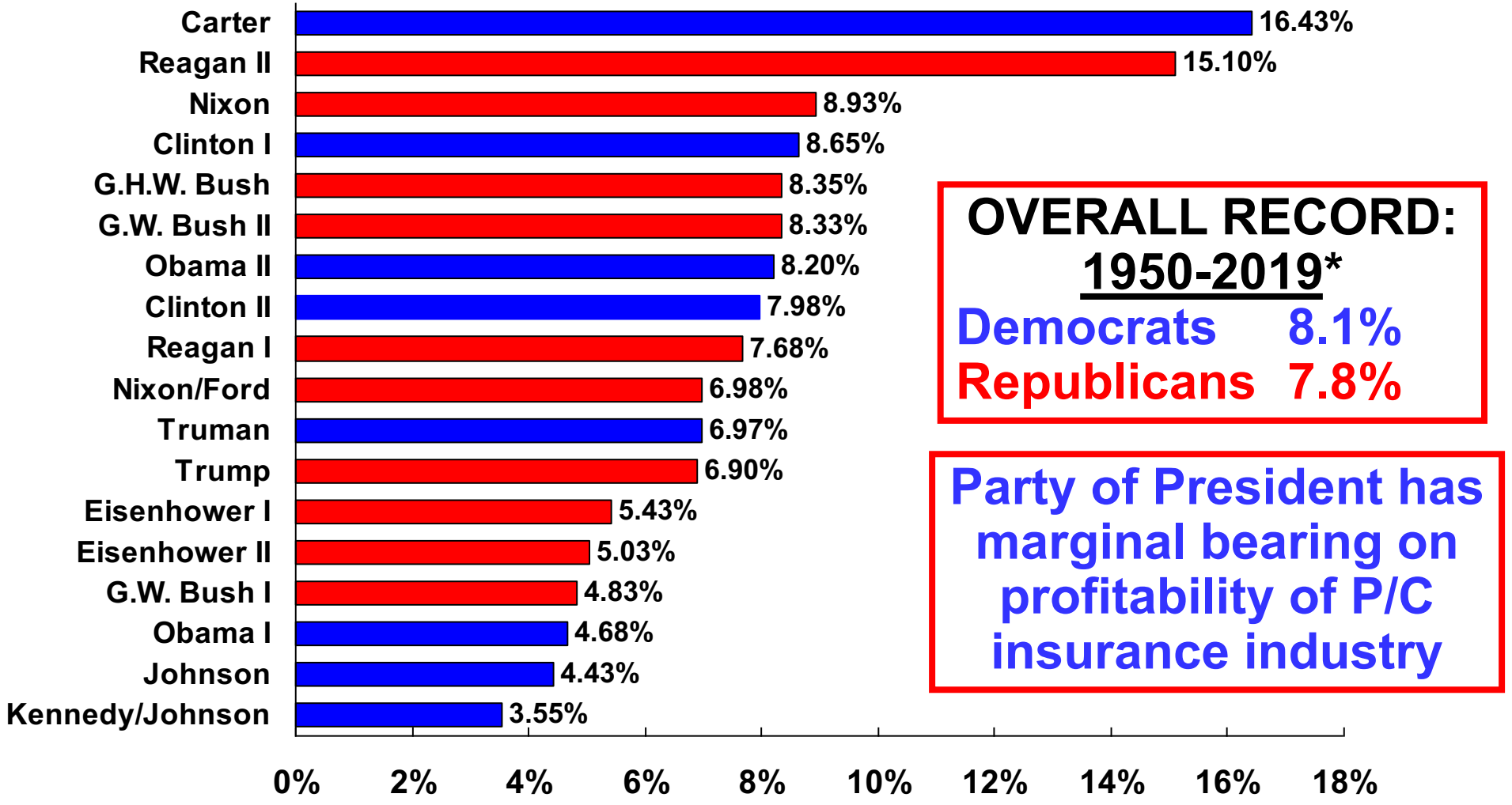
How Is Profitability Affected by the President's Political Party?

P/C insurance Industry ROE by Presidential Party Affiliation, 1950- 2020*



*2020 figure is for Q1 only. ROEs for the years 2008-2014 exclude mortgage and financial guaranty segments.
Source: Risk and Uncertainty Management Center, University of South Carolina.

P/C Insurance Industry ROE by Presidential Administration, 1950-2019*



OVERALL RECORD:
1950-2019*
Democrats 8.1%
Republicans 7.8%

Party of President has marginal bearing on profitability of P/C insurance industry

*Trump figure is 2017-2019 average. ROEs for the years 2008-2014 exclude mortgage and financial guaranty segments.
Source: Risk and Uncertainty Management Center, University of South Carolina.

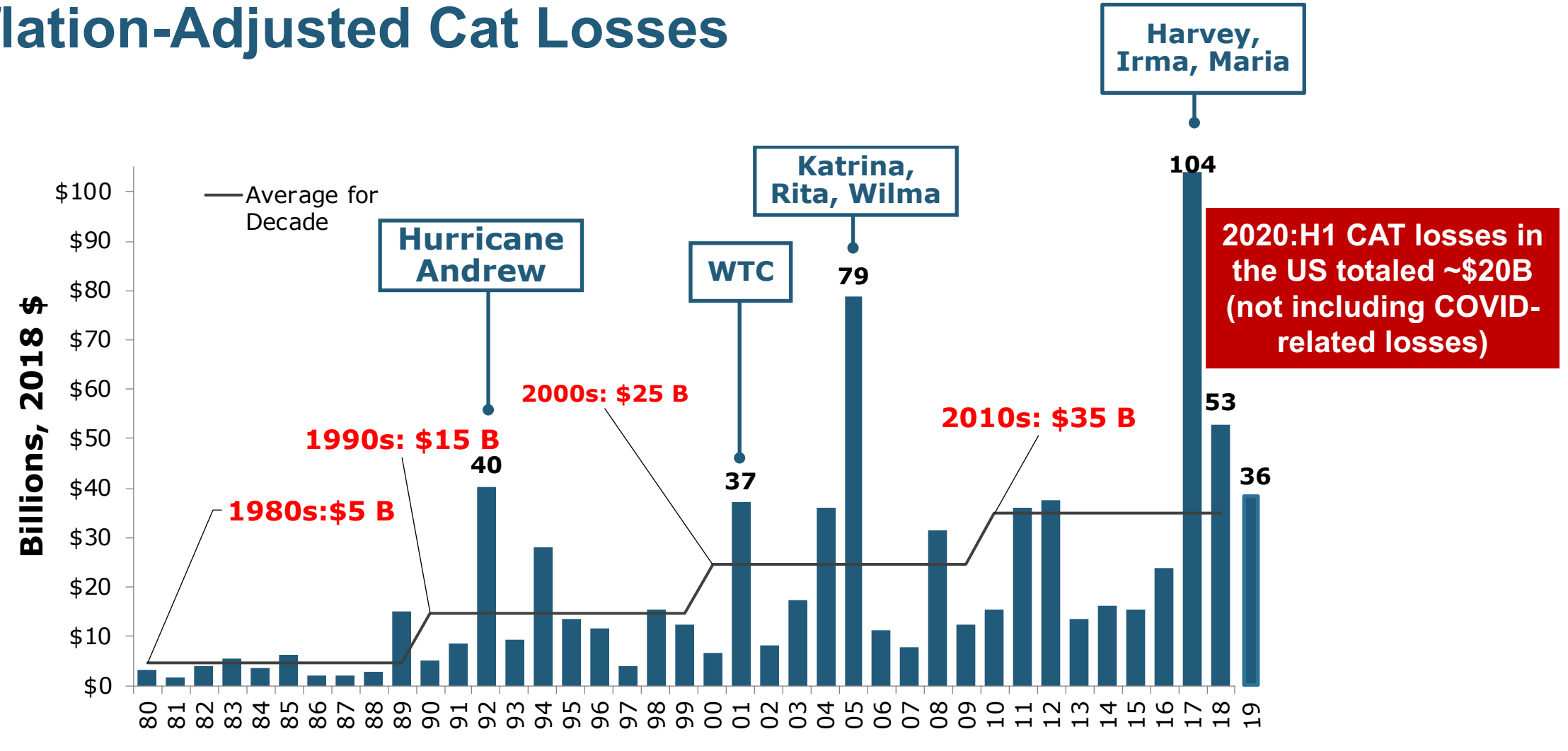
Catastrophe Loss Update:
Major Driver of Rate Pressure

CAT Losses for the Decade Just Ended Were Up Materially—Costliest Ever

Primary, Reinsurance and Retro Markets All Impacted and Are Pressuring Rates

COVID Pressure Kicks Off the New Decade

U.S. Inflation-Adjusted Cat Losses



Average Insured Loss per Year for 1980-2019 is $19.8 Billion

Sources: Property Claims Service, a Verisk Analytics business; Insurance Information Institute.

Top 20 Most Costly Disasters in U.S. History—Katrina Still Ranks #1

COVID-19 insured property losses remain highly uncertain, but could easily make the top 10

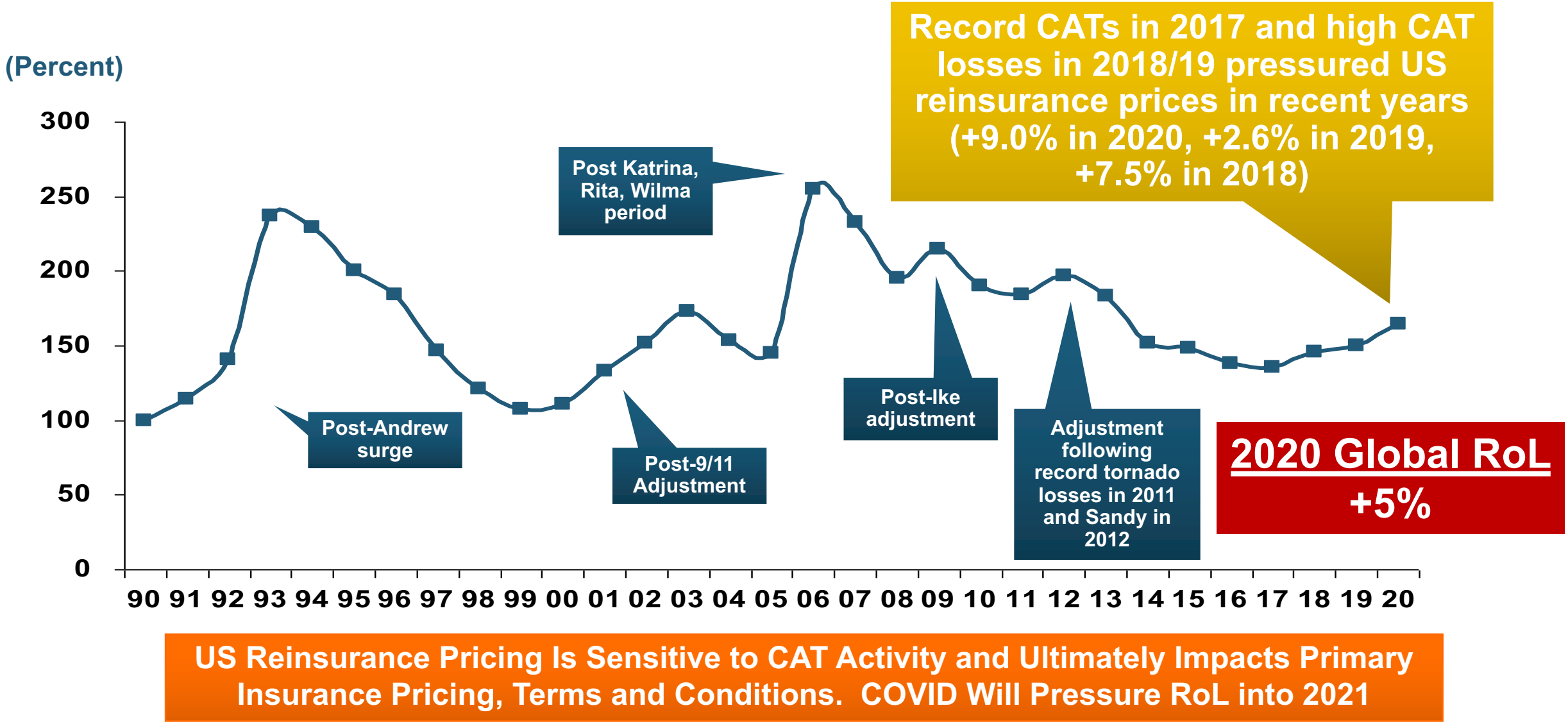
(Insured Losses, 2017 Dollars, $ Billions)*

17 of the 20 Most Expensive Insurance Events in US History Have Occurred Since 2004

*Estimated.

Sources: PCS, RMS, Karen Clark & Co; USC Center for Risk and Uncertainty Management adjustments to 2017 dollars using the CPI.

US Property Catastrophe Rate-on-Line Index: 1990 – 2020*



US Reinsurance Pricing Is Sensitive to CAT Activity and Ultimately Impacts Primary Insurance Pricing, Terms and Conditions. COVID Will Pressure RoL into 2021

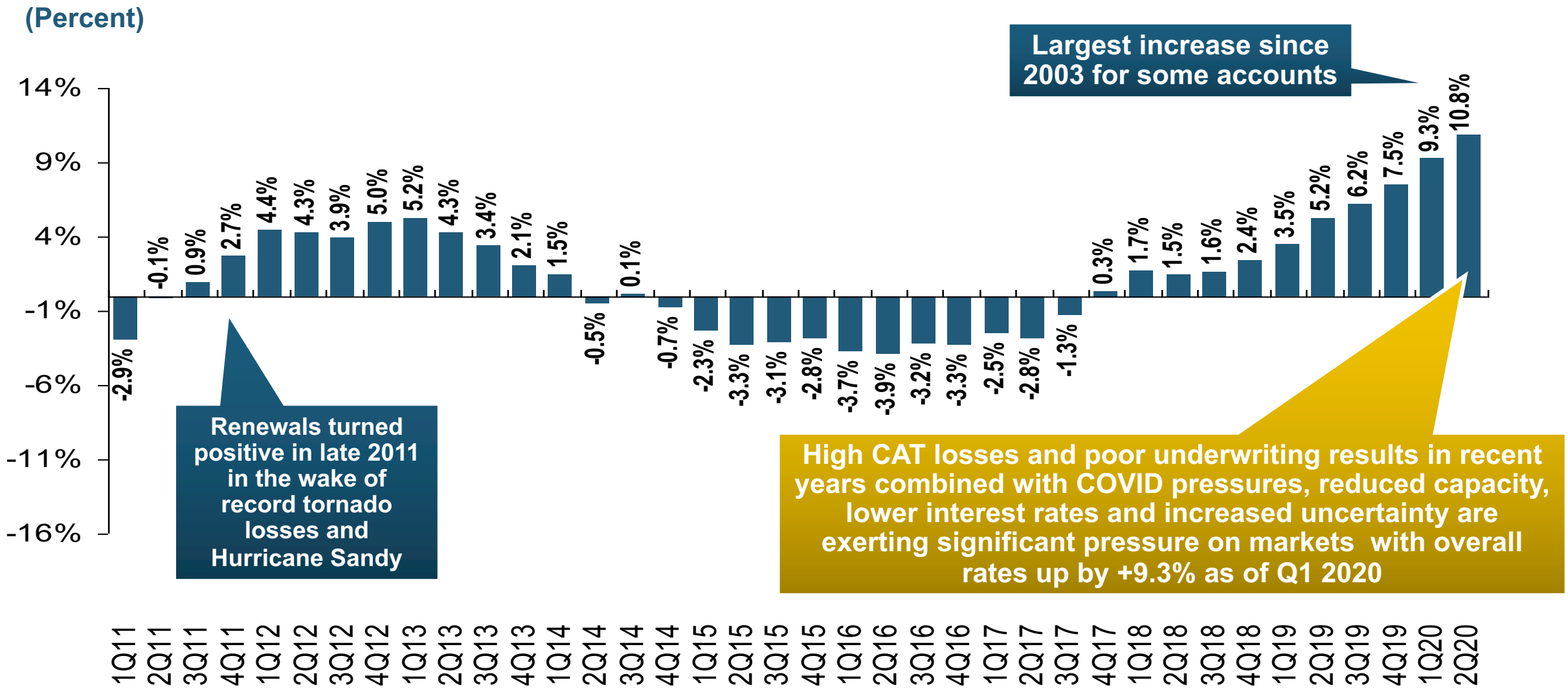
*As of January 1 each year.

Source: Guy Carpenter; Artimes.bm accessed at: http://www.artemis.bm/us-property-cat-rate-on-line-index

Commercial Lines Growth, Underwriting Performance & Pricing Cyclicality

Pricing Pressures Are Intensifying

CIAB: Average Commercial Rate Change, All Lines, 2011:Q1–2020:Q2*

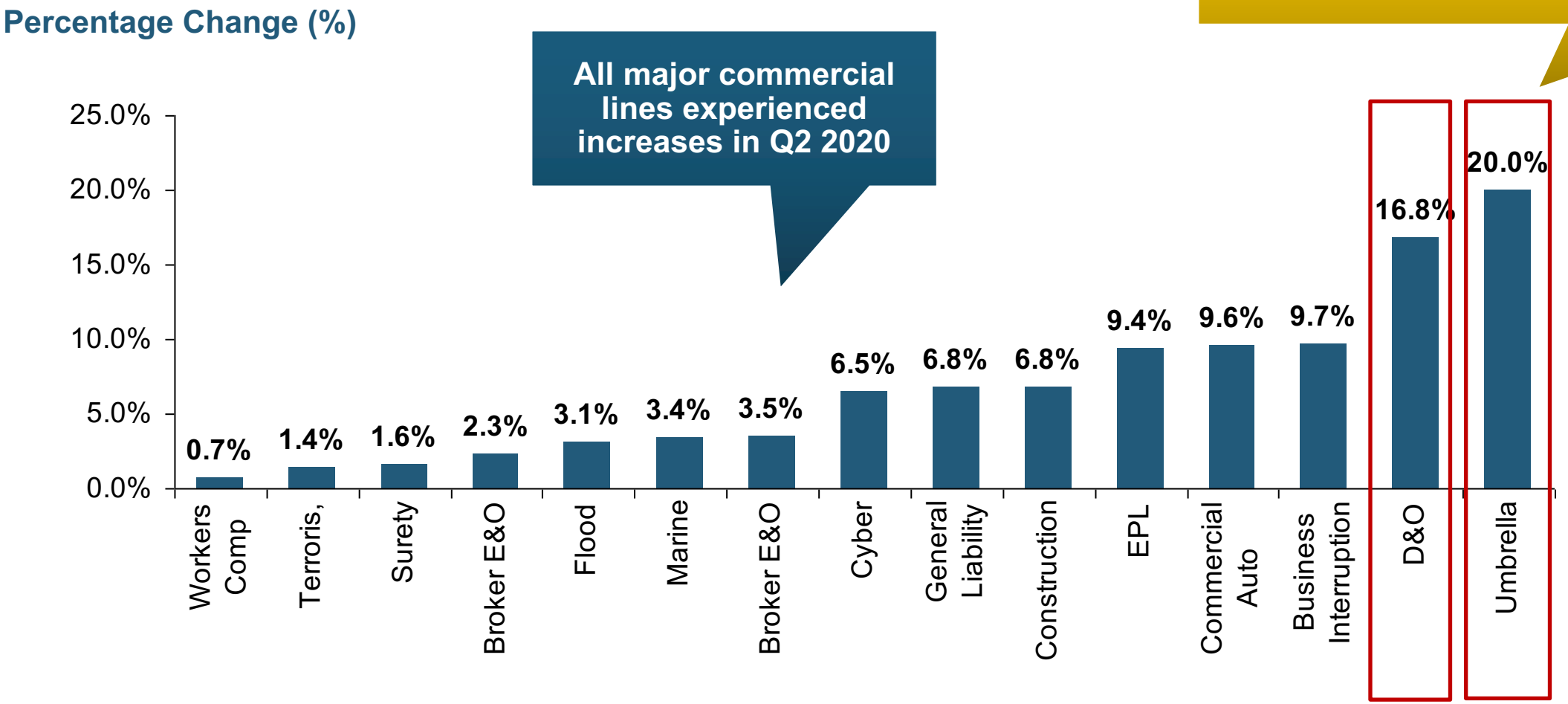


*Latest available.
Note: CIAB data cited here are based on a survey. Rate changes earned by individual insurers can and do vary, potentially substantially.
Source: Council of Insurance Agents & Brokers; Center for Risk and Uncertainty Management, Univ. of South Carolina.

Change in Commercial Rate Renewals, by Line: 2020:Q2

Umbrella now leads all major commercial lines in terms of rate gains, exceeding Commercial Auto and CP

All major commercial lines experienced increases in Q2 2020



Note: CIAB data cited here are based on a survey. Rate changes earned by individual insurers can and do vary, potentially substantially.

Source: Council of Insurance Agents and Brokers; USC Center for Risk and Uncertainty Management.

Major and Rapid Changes in the Reinsurance Markets

- **Property: COVID-19 and Concerns Over BI Are Driving Reinsurers to Exclude Communicable Disease (CD) Globally in Virtually All Property Treaties**
  - Primary insurers are running into DOI resistance to gain approvals for exclusions
  - Commercial and personal lines
  - Exclusion is all CDs, not just pandemic or epidemic
- **Casualty: Some Reinsurers Starting to Exclude CD**
  - Exclusions being driven by London market
    - GL, WC (esp. WC CAT)
  - No universal exclusion push in non-London markets (yet)
  - Not affecting financial lines yet (D&O, E&O, Fiduciary, Fidelity) or Cyber
- **Reinsurers Try to Manage Global Aggregation Risk**

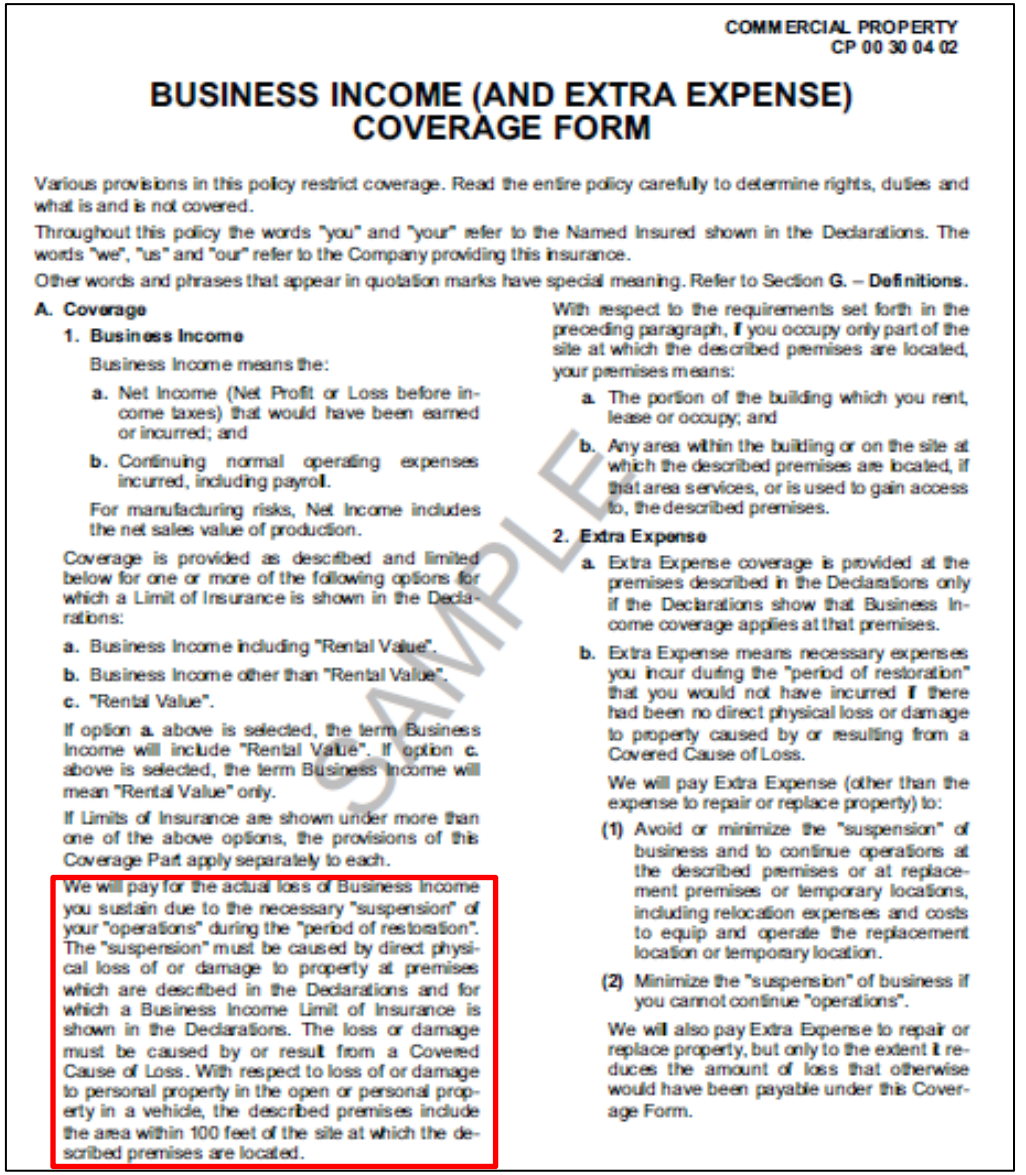
Federal and State COVID-19 Initiatives Impacting Commercial Insurers

Business Interruption Coverage (BIC) & COVID-19

- **Business interruption policies clearly exclude COVID-19 claims**

- **The ISO Business Income form contains the following language:**

  - ***"We will pay for the actual loss of Business Income you sustain due to the necessary "suspension" of your "operations" during the "period of restoration". The "suspension" must be caused by direct physical loss of or damage to property…The loss or damage must be caused by or the result of a covered cause of loss." [from ISO form: CP 00 30 04 02]***



COMMERCIAL PROPERTY
CP 00 30 04 02

BUSINESS INCOME (AND EXTRA EXPENSE) COVERAGE FORM

Various provisions in this policy restrict coverage. Read the entire policy carefully to determine rights, duties and what is and is not covered.

Throughout this policy the words "you" and "your" refer to the Named Insured shown in the Declarations. The words "we", "us" and "our" refer to the Company providing this insurance.

Other words and phrases that appear in quotation marks have special meaning. Refer to Section **G. – Definitions.**

A. Coverage

1. Business Income

Business Income means the:

a. Net Income (Net Profit or Loss before income taxes) that would have been earned or incurred; and

b. Continuing normal operating expenses incurred, including payroll.

For manufacturing risks, Net Income includes the net sales value of production.

Coverage is provided as described and limited below for one or more of the following options for which a Limit of Insurance is shown in the Declarations:

a. Business Income including "Rental Value".

b. Business Income other than "Rental Value".

c. "Rental Value".

If option **a.** above is selected, the term Business Income will include "Rental Value". If option **c.** above is selected, the term Business Income will mean "Rental Value" only.

If Limits of Insurance are shown under more than one of the above options, the provisions of this Coverage Part apply separately to each.

We will pay for the actual loss of Business Income you sustain due to the necessary "suspension" of your "operations" during the "period of restoration". The "suspension" must be caused by direct physical loss of or damage to property at premises which are described in the Declarations and for which a Business Income Limit of Insurance is shown in the Declarations. The loss or damage must be caused by or result from a Covered Cause of Loss. With respect to loss of or damage to personal property in the open or personal property in a vehicle, the described premises include the area within 100 feet of the site at which the described premises are located.

With respect to the requirements set forth in the preceding paragraph, if you occupy only part of the site at which the described premises are located, your premises means:

a. The portion of the building which you rent, lease or occupy; and

b. Any area within the building or on the site at which the described premises are located, if that area services, or is used to gain access to, the described premises.

2. Extra Expense

a. Extra Expense coverage is provided at the premises described in the Declarations only if the Declarations show that Business Income coverage applies at that premises.

b. Extra Expense means necessary expenses you incur during the "period of restoration" that you would not have incurred if there had been no direct physical loss or damage to property caused by or resulting from a Covered Cause of Loss.

We will pay Extra Expense (other than the expense to repair or replace property) to:

(1) Avoid or minimize the "suspension" of business and to continue operations at the described premises or at replacement premises or temporary locations, including relocation expenses and costs to equip and operate the replacement location or temporary location.

(2) Minimize the "suspension" of business if you cannot continue "operations".

We will also pay Extra Expense to repair or replace property, but only to the extent it reduces the amount of loss that otherwise would have been payable under this Coverage Form.

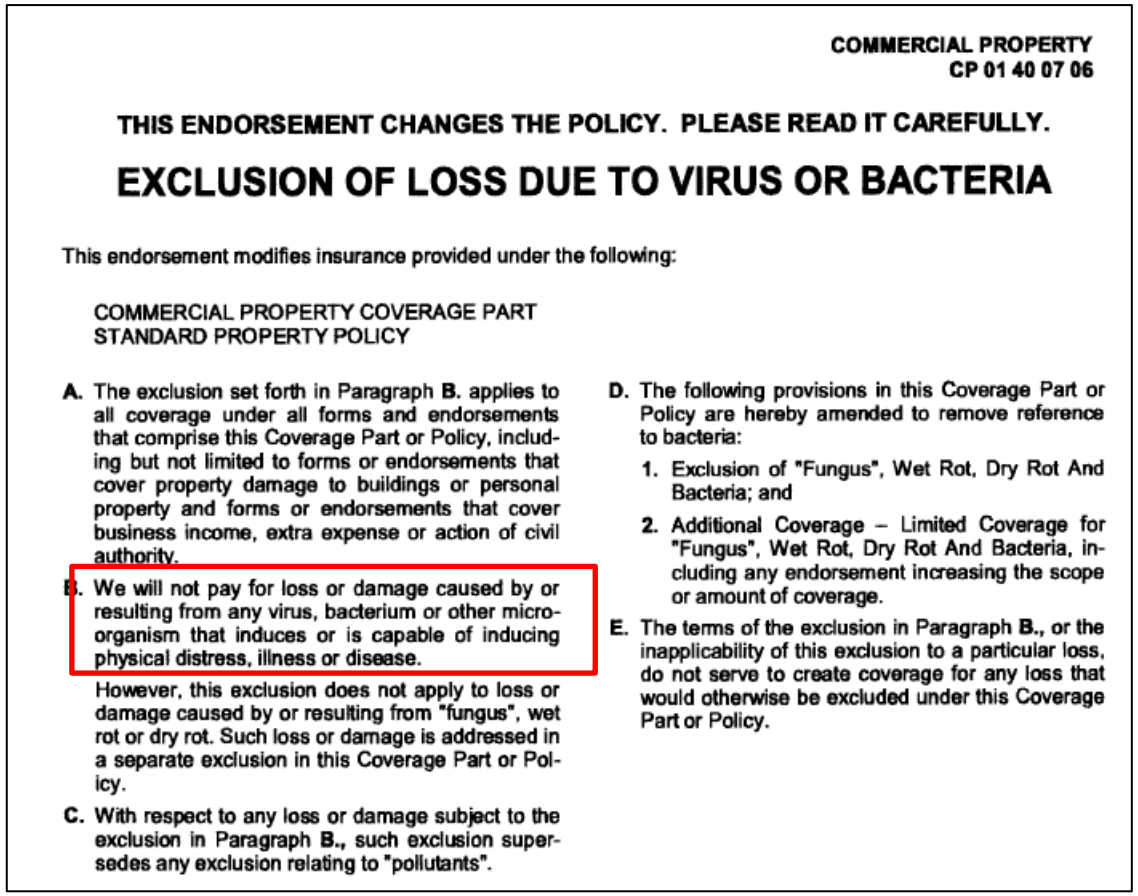
SAMPLE

Exclusion of Loss Due to Virus or Bacteria

- **Business property and hence business interruption coverage also clearly excludes loss or damage due to viruses via exclusion**

- **The ISO "Exclusion of Loss Due to Virus or Bacteria" contains the following language:**

  - ***"We will not pay for loss or damage caused by or resulting from any virus, bacterium or other microorganism that induces or is capable of inducing physical distress, illness or disease."*** *[from ISO form: CP 01 40 07 06]*



COMMERCIAL PROPERTY
CP 01 40 07 06

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

EXCLUSION OF LOSS DUE TO VIRUS OR BACTERIA

This endorsement modifies insurance provided under the following:

COMMERCIAL PROPERTY COVERAGE PART
STANDARD PROPERTY POLICY

A. The exclusion set forth in Paragraph **B.** applies to all coverage under all forms and endorsements that comprise this Coverage Part or Policy, including but not limited to forms or endorsements that cover property damage to buildings or personal property and forms or endorsements that cover business income, extra expense or action of civil authority.

B. We will not pay for loss or damage caused by or resulting from any virus, bacterium or other microorganism that induces or is capable of inducing physical distress, illness or disease.

However, this exclusion does not apply to loss or damage caused by or resulting from "fungus", wet rot or dry rot. Such loss or damage is addressed in a separate exclusion in this Coverage Part or Policy.

C. With respect to any loss or damage subject to the exclusion in Paragraph **B.**, such exclusion supersedes any exclusion relating to "pollutants".

D. The following provisions in this Coverage Part or Policy are hereby amended to remove reference to bacteria:

1. Exclusion of "Fungus", Wet Rot, Dry Rot And Bacteria; and
2. Additional Coverage – Limited Coverage for "Fungus", Wet Rot, Dry Rot And Bacteria, including any endorsement increasing the scope or amount of coverage.

E. The terms of the exclusion in Paragraph **B.**, or the inapplicability of this exclusion to a particular loss, do not serve to create coverage for any loss that would otherwise be excluded under this Coverage Part or Policy.

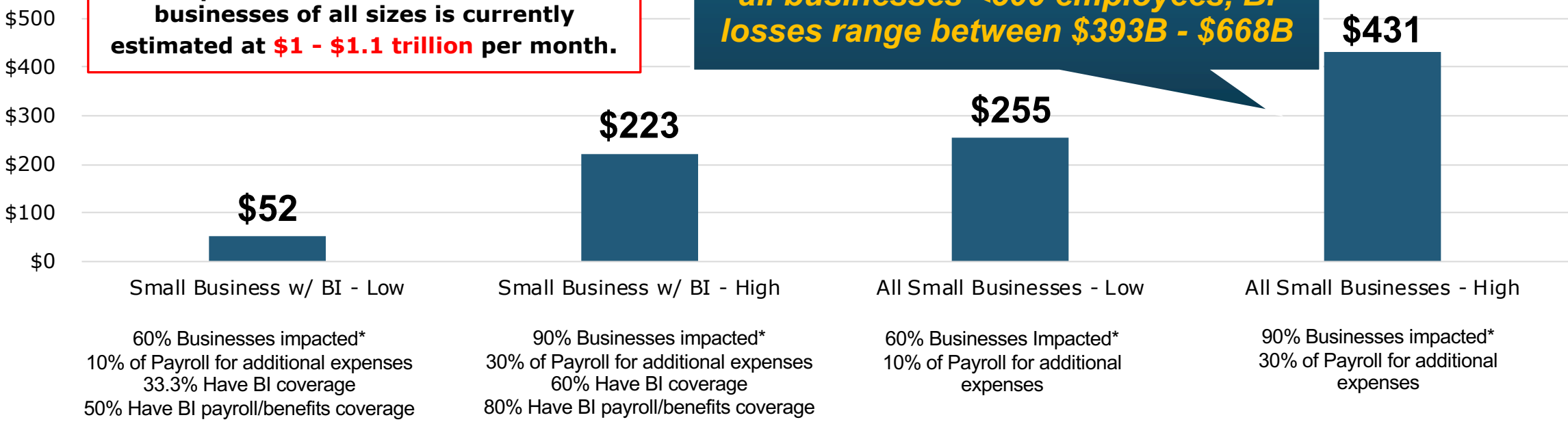
Update on Business Continuity Disputes

- **Large number of BI suits have been filed against insurers**
  - Most are still making their way through the court system
  - Some could be consolidated
- **Recently, some courts have made decisions favoring insurers across a growing number of industries (not just restaurants)**
- **Courts have generally found that:**
  - Virus exclusions found in many policies are unambiguous and are binding
  - That BI coverage is necessarily triggered only when there is actual physical loss or damage to property
  - Government mandated closures alone are insufficient to trigger BI coverage

Estimated Monthly U.S. Business Interruption Coronavirus Losses for Small Business—Potential Range (<100 Employees; $Bill)

The potential for such losses for all businesses of all sizes is currently estimated at $1 - $1.1 trillion per month.

Monthly BI losses for small business vary widely depending on underlying assumptions but expansive legislation would result in higher estimates; *For all businesses <500 employees, BI losses range between $393B - $668B*



60% Businesses impacted*
10% of Payroll for additional expenses
33.3% Have BI coverage
50% Have BI payroll/benefits coverage

90% Businesses impacted*
30% of Payroll for additional expenses
60% Have BI coverage
80% Have BI payroll/benefits coverage

60% Businesses Impacted*
10% of Payroll for additional expenses

90% Businesses impacted*
30% of Payroll for additional expenses

* Businesses impacted: Proportion of businesses completely or substantially closed related to coronavirus
Assumptions: Losses if standard insurance policy exclusions for viruses/pandemics are voided and physical loss/damage requirement is stricken; three main coverages - profit lost, payroll/benefits, additional expenses; average annual $2m revenue and 7% profit margin; non-wage benefits of small businesses are 25% less than that for average US businesses

Source: APCIA, April 2020.

Legislation in several states would trample over contracts and destroy the state's insurance markets

Business Continuity Protection Program (BCPP)

- **Purpose:** The BCPP is designed to bolster the country's economic resilience by providing timely and efficient financial protection and payroll support to the private sector in the event of a future declared public health emergency.
  - Has support of several industry group: APCIA, NAMIC, Big I
  - No balance sheet risk to the insurance industry

- **Structure:**
  - Businesses purchase revenue replacement assistance from the BCPP – up to 80% of payroll, employee benefits and operating expenses
  - Provides 3 months of relief payments
  - Payouts based on prior year's tax return
  - Relief is automatically triggered following a federally declared public health emergency

Source: APCIA

SUMMARY

- **The P/C Insurance Industry Remains Strong, Stable, Sound and Secure**
- **The Rapid Economic Slowdown Will Temper P/C Growth, Especially in Economically Sensitive Lines (especially Workers Comp)**
- **Asset Price Volatility Will Persist and Low Interest Rates Will Pressure Investment Earnings for Years**
- **COVID-19 Exposures Are Substantial but Manageable with Headline Risk on BI and WC Issues**