# Actuarial Risk Analysis using Predictive Analytics, Segmentation and Decomposition Techniques

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### The Society of Actuaries



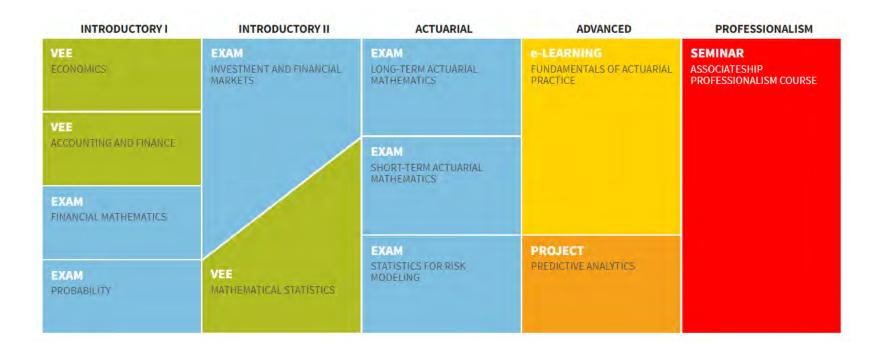


### Society of Actuaries

- Mission: Through education and research, the SOA advances actuaries as leaders in measuring and managing risk to improve financial outcomes for individuals, organizations, and the public.
- Vision: Actuaries are highly sought-after professionals who develop and communicate solutions for complex financial issues.
- Professional association serving 30,000 global members



### Society of Actuaries Education: ASA



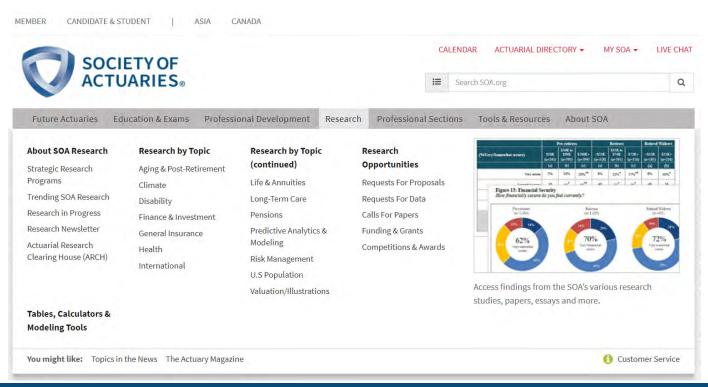


### Society of Actuaries: FSA





### Society of Actuaries Research









- "Right Price for Right Risk"
- Predictive Analytics techniques have emerged to be lead tools in the assessment of insurance risk
- Data science has evolved... but so has data value and computing power
- Not uncommon for insurance rating filings to use techniques such as generalized linear models



- Generalized Linear Models
- Target =  $b_0 + b_1 x_{i1} + b_2 x_{i2} + ... + b_p x_{ip}$
- Explanatory / predictor variables
- Target often a value used in ratemaking for insurance products
  - Claims per unit exposure
  - Dollars per claim
  - Pure Premium
  - Loss Ratio

Variable Selection Using Parallel Random Forest for Mortality Prediction in Highly Imbalanced Data, Mahmoud Shehadeh, Rebecca Kokes, and Guizhou Hu, 2016, Society of Actuaries

Generalized Linear Models for Insurance Rating, Mark Goldburd, Anand Khare, and Dan Tevet, 2016, Casualty Actuarial Society



- Predictive analytic techniques helping increase the number, usefulness and types of variables being used to assess insurance risk
- Across all lines of business
  - Property/Casualty: Auto, Home, Business
  - Health: Medical, Disability, Long Term Care
  - Life Insurance: Mortality, Policyholder Behavior



### Living to 100: January 2017

- Analysis of historical trends in variables used to predict life insurance mortality
- "Each of us is merely a small instrument; all of us, after accomplishing our mission, will disappear."

#### Mother Teresa

• "To understand the future, we have to go back in time." Pitbull



### History of US Life Insurance Valuation Mortality

1941 VBT & CSO by AIA/ASA "1 Table" Minimum Age: 1 Maximum Age: 100

4 Tables: 2 Gender \* 2 ANB/ALB Maximum Age: Male 99 Female 102

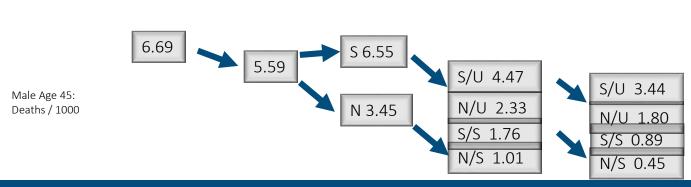
1958 CSO 1980 CSO 12 Tables: 2 Gender \* 3 Smoker \* 2 ANB/ALB Max Age 99

2001 CSO S & U 56 Tables (+VBT) Max Age: 120

2015 VBT / 2017 CSO 132 tables

Max Attained Age: 120 Max Issue Age: 95

8





### Relative Risk Mortality Assessment

- High end use of predictive analytics models to differentiate risks
- "Predictive Modeling for Life Insurance"
  - Mike Batty, FSA, CERA, et al., Deloitte, 2010
- Overview of modeling and differentiating mortality risks through data-driven processes
- "Can non-invasive underwriting techniques work?"



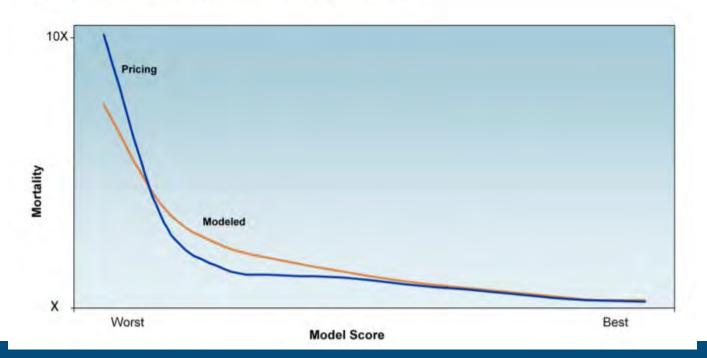
### Relative Risk Mortality Assessment

- Data-driven, predictive analytics based, underwriting assessment tools have increased in recent years
  - Medical Information Bureau (MIB)
  - Motor Vehicle Record (MVR)
  - Electronic Prescription Profile ("Script Checks")
  - Electronic Health Records (HER)
  - Consumer Credit Data
  - Third party marketing datasets
  - Social media information



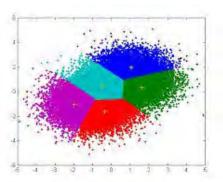
### Relative Risk Mortality Assessment

Figure 1: Mortality of Predictive Model vs. Full Underwriting

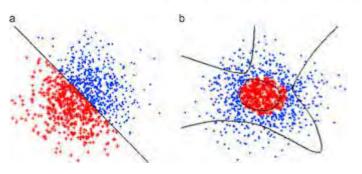




- K-Means Clustering
  - Marketing Segmentation; Risk Segmentation

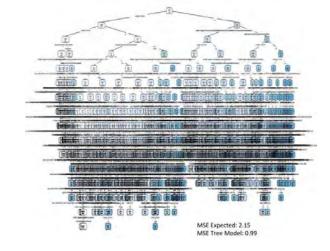


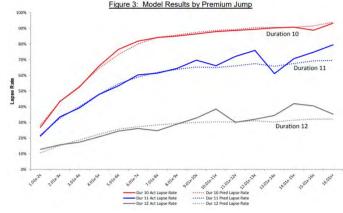
- Support Vector Machine
  - Machine learning / classification
  - Example: BMI





- Use in SOA Experience Studies
  - Evolution from "tables" to "models"
  - 2017: Group LTD Recovery using Tree Models
  - 2015: Long Term Care Experience Basic Table Development
  - 2015: Lapsation for Post-Level Term Period







- Regulator involvement
  - Marketing Segmentation
  - Insurance rating
- Big Data commonly discussed topic at National Association of Insurance Commissioners ("NAIC") meetings



- 2018 Charges of NAIC Big Data (EX) Working Group
  - "Review current regulatory frameworks used to oversee insurers' use of consumer and non-insurance data"
  - "...provide resources and allow the states to share resources to facilitate their ability to conduct technical analysis of, and data collection related to, the review of complex models used by insurers for underwriting, rating and claims."
- Price optimization







- SOA work with Human Mortality Database
- www.mortality.org
  - Wide variety of tables, statistics, analysis on full populations across 30+ countries
  - Notable differences in comes countries, like US, between population and insured mortality
  - Helpful application to pension mortality trends



- Expansion of work in 2017 to Causes of Death
- Nigh income populations where consistency of cause and use of International Statistical Classification of Diseases and Related Health Problems (ICD)
- Coming soon in 2018: State-based mortality tables in US



- Trends often described in Life Expectancy from birth
- Data from Human Mortality Database highlights trends on Total Populations
  - England and Wales: 1841 − 2013

```
• e<sub>0</sub>: 1841: 41.6 2013: 81.1
```

• Canada: 1921 – 2011

```
• e<sub>0</sub>: 1921: 57.0 2011: 81.7
```

• USA: 1933 – 2015

```
• e<sub>0</sub>: 1933: 60.9 2015: 79.0
```

• Taiwan: 1970 – 2014

• e<sub>0</sub>: 1970: 68.7 2014: 79.6



- Decomposition Algorithms
- Andreev, Shkolnikov and Begun (2002)
  - Attribute change in e<sub>0</sub> over time to each age or age group
  - Example:
  - Change in e<sub>0</sub> from year 1 to year 2; Attribution of change to each age x

$$\delta_x^{2-1} = l_x^2 (e_x^2 - e_x^1) - l_{x+1}^2 (e_{x+1}^2 - e_{x+1}^1)$$

$$e_0^2 - e_0^1 = \sum_{x=0}^{\omega} \delta_x^{2-1}$$

- Decomposition from year 2 to year 1 can also be calculated
- Final evaluation as average of two decompositions

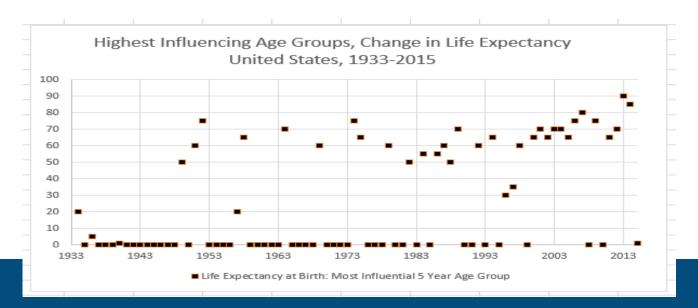


 Change in EAW e<sub>0</sub> over 5 year time span, attributed to age groups

	All Ages	0	1	5	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85+
1970	0.36	##								##	##		##		##					
1975	0.76	##	##							##	##	#		4#	##	##	##	##		
1980	0.94	##	##								##	##	##		Щ	##	##	##	##	##
1985	0.92	##				##						##	##	##			##	##		
1990	1.21	##									##	##	##	##	##	₩.		##	##	##
1995	0.88	##	##									##	##	##	##	##	##		W	##
2000	1.26	##											##	##	##	##	##	##	>	##
2005	1.27						##					##	##	##	##	##	##	##	##	##
2010	1.29	##										##	##	##	##	##	##	##	##	##



- While life expectancy important, at times historically becomes more of an "age 0" question
- BUT.... Changing in recent years





Recent years focus on Ages 65+



...change the public's vocabulary to switch from "expectancy from birth" to "retirement preparedness."

...A life preparancy age might be commonly defined as the age to which 10 percent of a population that has already reached age 65 is expected to live in the future.



• Life Preparancy Age: survival to retirement age r, zth percentile of survivors (Probability of survival = 1-z)

$$\lambda_{r,z}$$

• Attribute change in  $\lambda_{r,z}$  over time to each age x

$$\delta_x^{2-1} = l_x^2 (\lambda_{r,z_x}^2 - \lambda_{r,z_x}^1) - l_{x+1}^2 (\lambda_{r,z_{x+1}}^2 - \lambda_{r,z_{x+1}}^1)$$

$$\lambda_{r,z}^{2} - \lambda_{r,z}^{1} = \sum_{x=r}^{\omega} \delta_{x}^{2-1}$$

- Decomposition from year 2 to year 1 can also be calculated
- Final evaluation as average of two decompositions



 Attribute each "age attribution" to causes of death chapters, y

1	Certain infectious diseases	11	Respiratory diseases
2	Malignant neoplasm	12	Diseases of the digestive system
3	Other neoplasms	13	Diseases of the skin and subcutaneous tissue
4	Diseases of the blood and blood-forming organs	14	Diseases of the musculoskeletal system/connective tissue
5	Endocrine, nutritional and metabolic diseases	15	Diseases of the genitourinary system
6	Mental and behavioral disorders	16	Complications of pregnancy, childbirth and puerperium
7	Diseases of the nervous system and the sense organs	17	Certain conditions originating in the perinatal period
8	Heart disease	18	Congenital malformations/anomalies
9	Cerebrovascular disease	19	III-defined or unknown
10	Other and unspecified disorders of the circulatory system	20	External causes (MVA, Accident, Poisoning, Suicide, Homicide)
		21	All Causes



- Attribute each "age attribution" to causes of death chapters, y
- Let  $q_{x,y}$  be the cause of death due to chapter y for age x

$$\delta_x = \frac{\delta_x^{2-1} - \delta_x^{1-2}}{2}$$

$$\delta_{x,y} = \delta_x \frac{q_{x,y}}{q_x}$$

$$\delta_x = \sum_{y=1}^{20} \delta_{x,y}$$

$$\lambda_{r,z}^{2} - \lambda_{r,z}^{1} = \sum_{x=r}^{\omega} \sum_{y=1}^{20} \delta_{x,y}$$



- US Total Life Preparancy Age (65, 90) in 2003 = 94.17
- US Total Life Preparancy Age (65, 90) in 2008 = 95.03
- Change over 5 year period is 0.86 years
- What Age Groups and Causes of Death are attributing to that change in Life Preparancy Age?
  - Determine Annual Attribution to each Age and Year
  - Bundle to Age Groups and Years



4-1116												
	opulation											H
tribute	d by age group and COD											H
	2008											
		All Ages	65	70	75	80	85	90	95	100	105	11
1	Certain infectious diseases	-0.01			+++							
2	Malignant neoplasm	0.16	###	###	###							
3	Other neoplasms	0.00										
4	Diseases of the blood and blood-forming organs	0.00										
5	Endocrine, nutritional and metabolic diseases	0.04					###					
6	Mental and behavioural disorders	-0.16					###	###				
7	Diseases of the nervous system and the sense organs	-0.05		+++	###	###	###	###				
8	Heart disease	0.58	###	###	###	###	###	###				
9	Cerebrovascular disease	0.16				###	###	###				
10	Other and unspecified disorders of the circulatory system	0.06										
11	Respiratory diseases	0.05										
12	Diseases of the digestive system	0.02										
13	Diseases of the skin and subcutaneous tissue	0.00										
14	Diseases of the musculoskeletal system/connective tissue	0.01										
15	Diseases of the genitourinary system	0.01										
16	Complications of pregnancy, childbirth and puerperium	0.00										
17	Certain conditions originating in the perinatal period	0.00										
18	Congenital malformations/anomalies	0.00										
19	Ill-defined or unknown	-0.02										
20	External causes (MVA, Accident, Poisoning, Suicide, Homicide)	-0.01					+++	###				
21	All Causes	0.86	###	###	###	###	###	###				



hange in	Life Preparancy at Age 65 over last 5 Years											
otal US p	opulation											
ttribute	d by age group and COD											
	2014											
		All Ages	65	70	75	80	85	90	95	100	105	11
1	Certain infectious diseases	0.02										
2	Malignant neoplasm	0.22		###								
3	Other neoplasms	0.00										
4	Diseases of the blood and blood-forming organs	0.00										
5	Endocrine, nutritional and metabolic diseases	-0.01										
6	Mental and behavioural disorders	-0.27			###			###	###			
7	Diseases of the nervous system and the sense organs	-0.11										
8	Heart disease	0.43			###	###	###	###	###			
9	Cerebrovascular disease	0.08						###				
10	Other and unspecified disorders of the circulatory system	0.04										
11	Respiratory diseases	0.06										
12	Diseases of the digestive system	0.02										
13	Diseases of the skin and subcutaneous tissue	0.00										
14	Diseases of the musculoskeletal system/connective tissue	0.01										
15	Diseases of the genitourinary system	0.05										
16	Complications of pregnancy, childbirth and puerperium	0.00										
17	Certain conditions originating in the perinatal period	0.00										
18	Congenital malformations/anomalies	0.00										
19	III-defined or unknown	0.07										
20	External causes (MVA, Accident, Poisoning, Suicide, Homicide)	-0.04										
21	All Causes	0.56		###	###	###	###	###	###			



	population											
tributed	d by age group and COD											
	2002											
				70			0.5		0.5	400	405	
		All Ages	65	70	75	80	85	90	95	100	105	11
	Certain infectious diseases	-0.02										
	Malignant neoplasm	0.00										
	Other neoplasms	-0.01										
4	Diseases of the blood and blood-forming organs	0.00										
5	Endocrine, nutritional and metabolic diseases	-0.06										
6	Mental and behavioural disorders	0.02										
7	Diseases of the nervous system and the sense organs	-0.10	###	###	###	###	###	###				
8	Heart disease	0.44	###	###	###	###	###	###				
9	Cerebrovascular disease	0.12										
10	Other and unspecified disorders of the circulatory system	0.05										
11	Respiratory diseases	0.21						###				
12	Diseases of the digestive system	0.02										
13	Diseases of the skin and subcutaneous tissue	0.00										
14	Diseases of the musculoskeletal system/connective tissue	-0.01										
15	Diseases of the genitourinary system	-0.01										
16	Complications of pregnancy, childbirth and puerperium	0.00										
17	Certain conditions originating in the perinatal period	0.00										
18	Congenital malformations/anomalies	0.00										
19	III-defined or unknown	0.01										
20	External causes (MVA, Accident, Poisoning, Suicide, Homicide)	0.00										
	All Causes	0.66	###	###	###	###	###	###				



Total CAN population											
Attributed by age group and COD											
2008											
	All Ages	65	70	75	80	85	90	95	100	105	1
1 Certain infectious diseases	-0.02		,,,	,,,	-	-	30	-	100	100	_
2 Malignant neoplasm	0.12	###									
3 Other neoplasms	0.01										
4 Diseases of the blood and blood-forming organs	0.01										
5 Endocrine, nutritional and metabolic diseases	0.07										
6 Mental and behavioural disorders	-0.14					###	###				
7 Diseases of the nervous system and the sense organs	0.00	)									
8 Heart disease	0.41	###	###	###	###	###	###				
9 Cerebrovascular disease	0.16	###		###	###		###				
10 Other and unspecified disorders of the circulatory sys	tem 0.07	###									
11 Respiratory diseases	0.05										
12 Diseases of the digestive system	0.02										
13 Diseases of the skin and subcutaneous tissue	0.00	)									
14 Diseases of the musculoskeletal system/connective to	ssue 0.01										
15 Diseases of the genitourinary system	0.01										
16 Complications of pregnancy, childbirth and puerperiu	m 0.00	)									
17 Certain conditions originating in the perinatal period	0.00	)									
18 Congenital malformations/anomalies	0.00	)									
19 III-defined or unknown	0.03										
20 External causes (MVA, Accident, Poisoning, Suicide, H	omicide) 0.01										
21 All Causes	0.77	###	###	###	###	###	###				



	Life Preparancy at Age 65 over last 5 Years											
	/ population											
Attribute	d by age group and COD											
	2006											
		All Ages	65	70	75	80	85	90	95	100	105	110
1	Certain infectious diseases	-0.06		***			###					
2	Malignant neoplasm	0.07	####	###								
3	Other neoplasms	0.01										
4	Diseases of the blood and blood-forming organs	0.00										
5	Endocrine, nutritional and metabolic diseases	0.01										
6	Mental and behavioural disorders	0.00										
7	Diseases of the nervous system and the sense organs	0.00			###							
8	Heart disease	0.51	###	###	###	###	###					
9	Cerebrovascular disease	0.23					###					
10	Other and unspecified disorders of the circulatory system	0.06					####					
11	Respiratory diseases	0.05										
12	Diseases of the digestive system	-0.01										
13	Diseases of the skin and subcutaneous tissue	-0.01										
14	Diseases of the musculoskeletal system/connective tissue	0.01										
15	Diseases of the genitourinary system	-0.04					###					
16	Complications of pregnancy, childbirth and puerperium	0.00										
	Certain conditions originating in the perinatal period	0.00										
18	Congenital malformations/anomalies	0.00										
19	III-defined or unknown	0.06					####					
20	External causes (MVA, Accident, Poisoning, Suicide, Homicide)	0.00					###					
	All Causes	0.91	****	###	###	###	###					

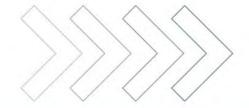


Change in	Life Preparancy at Age 65 over last 5 Years											
Total E&V	V population											
Attribute	d by age group and COD											
	2011											
		All Ages	65	70	75	80	85	90	95	100	105	110
1	Certain infectious diseases	0.06			###		###					
2	Malignant neoplasm	0.06	###		###		###					
3	Other neoplasms	0.00										
4	Diseases of the blood and blood-forming organs	0.00										
5	Endocrine, nutritional and metabolic diseases	0.02				***	###					
6	Mental and behavioural disorders	-0.31			###	###	###					
7	Diseases of the nervous system and the sense organs	-0.05			###	###	###					
8	Heart disease	0.52	###	###	###	###	###					
9	Cerebrovascular disease	0.33			###	###	###					
10	Other and unspecified disorders of the circulatory system	0.08					###					
11	Respiratory diseases	0.15					###					
12	Diseases of the digestive system	0.06					###					
13	Diseases of the skin and subcutaneous tissue	0.01										
14	Diseases of the musculoskeletal system/connective tissue	0.01										
15	Diseases of the genitourinary system	0.04										
16	Complications of pregnancy, childbirth and puerperium	0.00										
17	Certain conditions originating in the perinatal period	0.00										
18	Congenital malformations/anomalies	0.00										
19	III-defined or unknown	0.04					###					
20	External causes (MVA, Accident, Poisoning, Suicide, Homicide)	0.01					###					
21	All Causes	1.06	###	###	###	###	###					



- Decrease in Life Expectancy
- 0.6% Decrease in Age-Adjusted Population Mortality
- Wide variety of mortality changes across ages
- Comparison of mortality by county average incomes
- https://www.soa.org/researchreports/2017/population-mortalityobservations/









	Ann	ual Improver	nent
All Ages	1999-2016	2011-2016	2015-2016
Both	1.1%	0.3%	0.6%
Female	1.0%	0.4%	1.1%
Male	1.2%	0.3%	0.3%
Age Group*			
< 1	1.4%	0.6%	1.1%
1-4	1.7%	0.7%	-1.8%
5 - 14	1.9%	-0.4%	-1.9%
15 - 24	0.3%	-2.0%	-7.7%
25 - 34	-1.4%	-4.3%	-10.5%
35 - 44	0.2%	-2.2%	-6.8%
45 - 54	0.2%	0.2%	-0.4%
55 - 64	0.8%	-0.8%	-1.0%
65 - 74	1.9%	0.6%	0.5%
75 - 84	1.4%	1.2%	2.3%
85+	0.9%	0.6%	2.1%

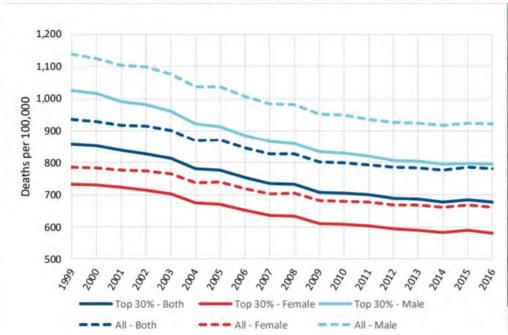
<sup>\*</sup>includes both genders



				Annı	ual Improven	nent			
		Both Genders	;		Female			Male	
Age Group	1999-2016	2011-2016	2015-2016	1999-2016	2011-2016	2015-2016	1999-2016	2011-2016	2015-2016
< 1	1.4%	0.6%	1.1%	1.3%	0.6%	1.3%	1.4%	0.6%	0.9%
1 - 4	1.7%	0.7%	-1.8%	1.6%	0.3%	-6.0%	1.8%	1.0%	1.3%
5 - 14	1.9%	-0.4%	-1.9%	1.6%	-1.2%	-4.8%	2.1%	0.2%	0.2%
15 - 24	0.3%	-2.0%	-7.7%	0.5%	-2.2%	-5.9%	0.3%	-2.0%	-8.3%
25 - 34	-1.4%	-4.3%	-10.5%	-1.2%	-3.6%	-9.1%	-1.4%	-4.5%	-11.0%
35 - 44	0.2%	-2.2%	-6.8%	0.0%	-1.5%	-4.6%	0.3%	-2.7%	-8.0%
45 - 54	0.2%	0.2%	-0.4%	-0.2%	0.0%	-0.2%	0.4%	0.4%	-0.5%
55 - 64	0.8%	-0.8%	-1.0%	0.9%	-0.9%	-1.3%	0.7%	-0.8%	-0.7%
65 - 74	1.9%	0.6%	0.5%	1.8%	0.9%	0.8%	2.0%	0.5%	0.2%
75 - 84	1.4%	1.2%	2.3%	1.3%	1.2%	2.5%	1.7%	1.3%	2.2%
85+	0.9%	0.6%	2.1%	0.8%	0.6%	2.3%	1.1%	0.7%	1.8%



TOP 30% VS. ALL COUNTIES BY INCOME AGE ADJUSTED MORTALITY 1999-2016



	1999-20	16 Deaths per	100,000
All Ages	Top 30%	All	Ratio
Both	741.6	836.0	88.7%
Female	639.9	710.6	90.0%
Male	871.7	993.3	87.8%
ge Group*			
< 1	528.4	661.4	79.9%
1-4	21.4	28.7	74.5%
5 - 14	11.5	15.0	76.6%
15 - 24	61.1	74.4	82.1%
25 - 34	82.4	107.4	76.8%
35 - 44	137.9	187.6	73.5%
45 - 54	314.2	417.6	75.3%
55 - 64	704.7	891.1	79.1%
65 - 74	1,714.7	2,001.0	85.7%
75 - 84	4,688.7	5,034.3	93.1%
85+	13,840.2	14,301.3	96.8%

<sup>\*</sup>includes both genders



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May 10, 2018

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