

ASNY LIFE PBR AROUND THE CORNER

NOVEMBER 25, 2019

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Agenda



Background and key findings



Analysis to date



Assumptions and margins

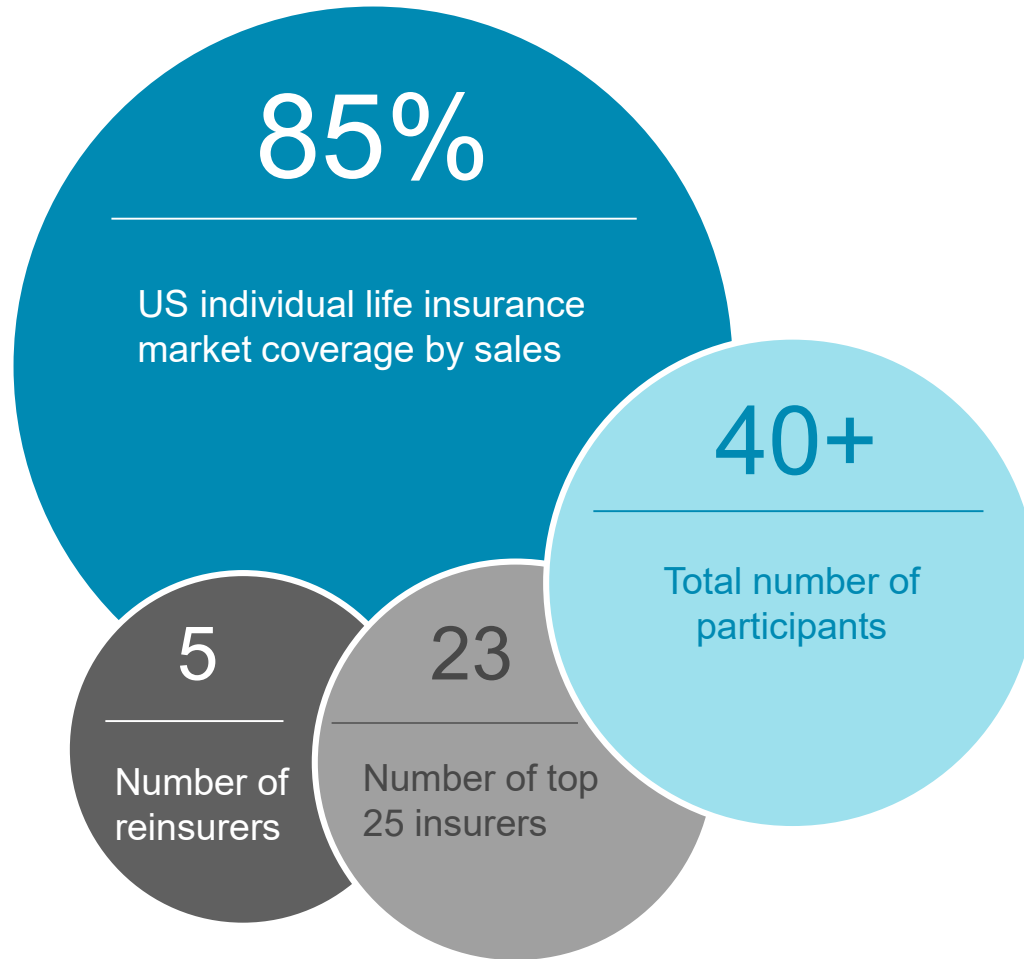


Emerging topics



Background

This presentation contains select results from a survey that Oliver Wyman conducted in 2019 related to PBR implementation plans and emerging topics

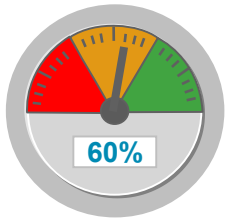


Respondents were asked to describe their practices as of December 31, 2018



All products

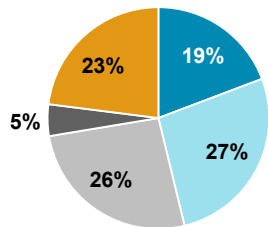
PBR has been analyzed on more than half of survey participants' products and implementations are heavily back-loaded



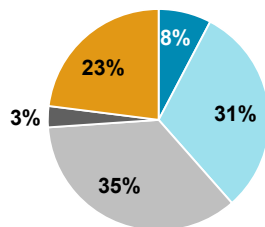
60%

Life writers have analyzed the impact of PBR on more than half their products

Impact on reserves
% of Life products



Impact on profitability
% of Life products

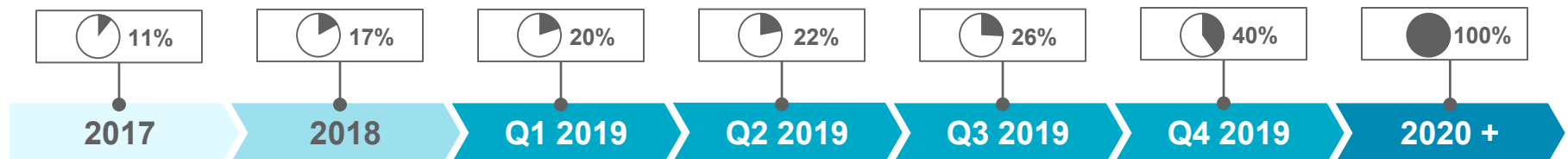


Exclusion testing
% of Life products

50% of products for which writers anticipate passing stochastic exclusion tests

23% of products for which writers anticipate passing deterministic exclusion tests

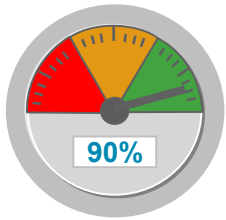
% of Life products on PBR
Across all participants





Term

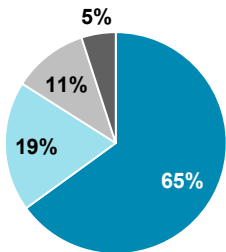
A large majority of writers have analyzed PBR on their Term products and tend to see large reserve decreases



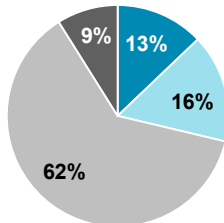
90%

of Term writers have analyzed the impact of PBR on their offerings

Impact on reserves
% of Term writers



Impact on profitability
% of Term writers



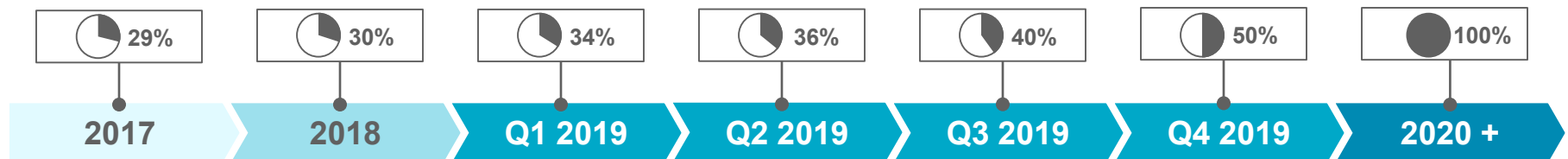
- Large Decrease (-)
- Small Decrease (-)
- No impact
- Small Increase (+)
- Large Increase (+)

Exclusion testing
% of Term writers

85% of writers anticipate passing stochastic exclusion tests

0% of writers anticipate passing deterministic exclusion tests

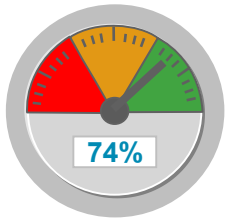
% of Term products on PBR
Across all participants%





Universal life with secondary guarantee (ULSG)

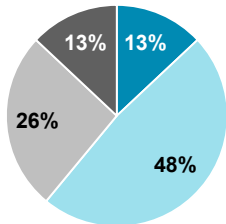
PBR readiness for ULSG is the second highest and most participants are seeing small changes in profitability under PBR



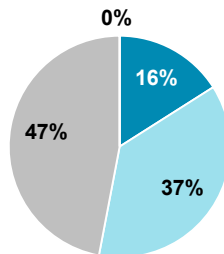
74%

of ULSG writers have analyzed the impact of PBR on their offerings

Impact on reserves
% of ULSG writers



Impact on profitability
% of ULSG writers



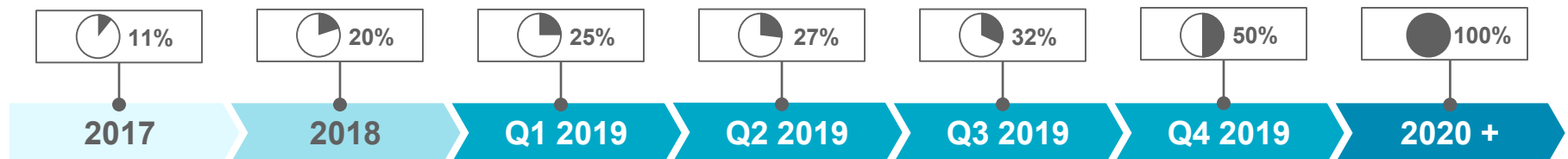
- Large Decrease (-)
- Small Decrease (-)
- No impact
- Small Increase (+)
- Large Increase (+)

Exclusion testing
% of ULSG writers

21% of writers anticipate passing stochastic exclusion tests

0% of writers anticipate passing deterministic exclusion tests

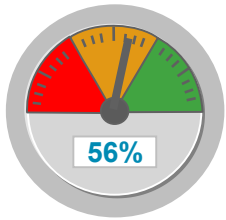
% of ULSG products on PBR
Across all participants





Whole Life (WL)

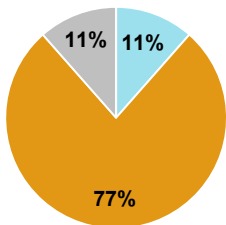
Adoption is delayed to Q4 2019 and beyond for a majority of WL writers and most expect to be exempt from modeled reserve requirements



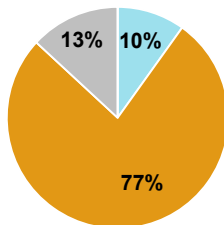
56%

of WL writers have analyzed the impact of PBR on their offerings

Impact on reserves
% of WL writers



Impact on profitability
% of WL writers



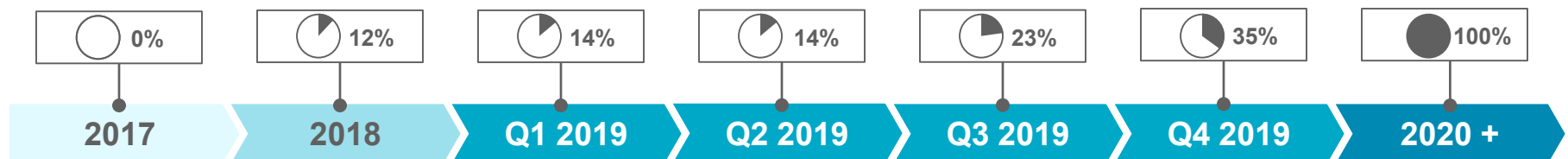
- Large Decrease (-)
- Small Decrease (-)
- No impact
- Small Increase (+)
- Large Increase (+)

Exclusion testing
% of WL writers

87% of writers anticipate passing stochastic exclusion tests

77% of writers anticipate passing deterministic exclusion tests

% of WL products on PBR
Across all participants





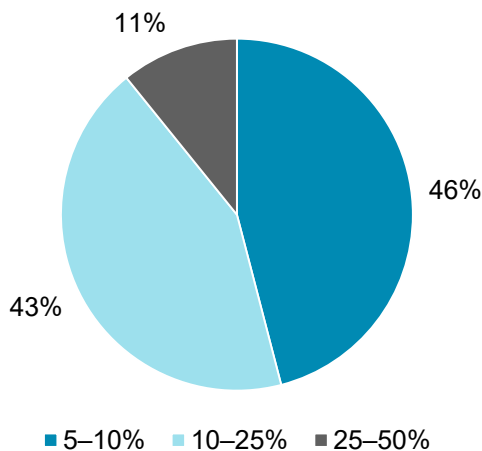
Aggregate margin levels

Reserve margins are more than double what participants feel is an appropriate level for Term, ULSG, IUL, and VUL

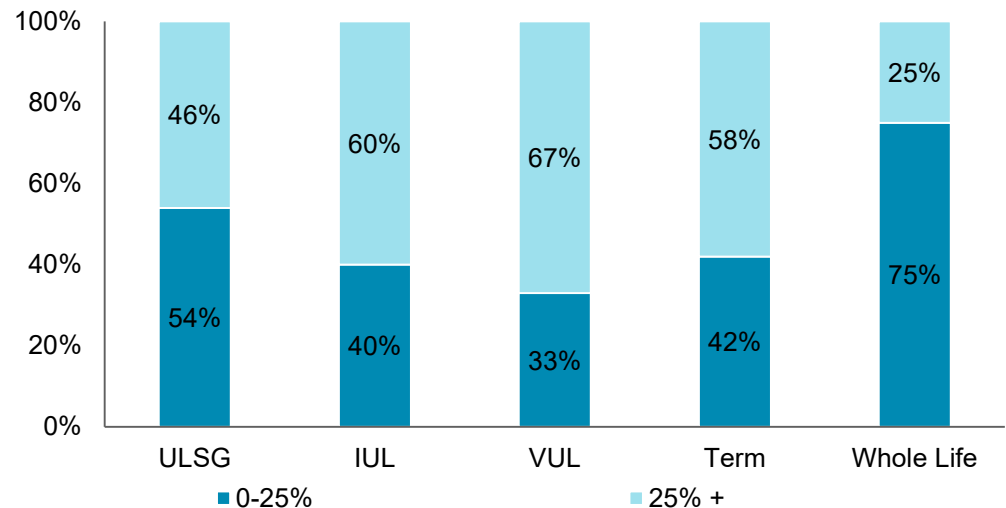
89%

of participants think an appropriate level of aggregate margin is less than 25%

Appropriate level of aggregate margin



Actual level of aggregate margin



Note: ULSG includes IUL SG and VUL SG

Observed margins in excess of 25% are common across all product types

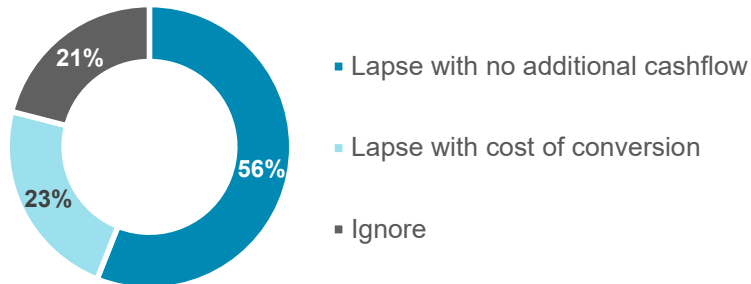


Conversions

A wide range of practice exists for the incorporation of conversion options into PBR

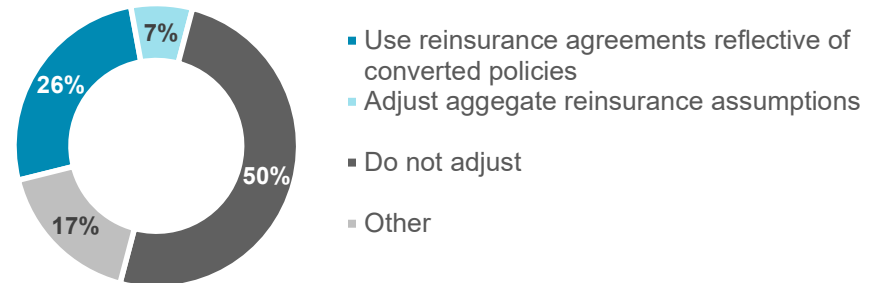
Methodology: Term reserves

Which of the following best describes your approach to recognizing Term conversions in your Term reserves (DR and if applicable, SR)?



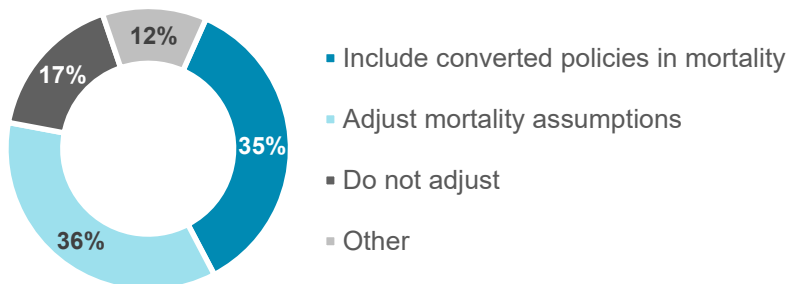
Methodology: Permanent reserves

Which of the following are you doing to reflect conversions in your permanent product reserves (DR and if applicable, SR)?



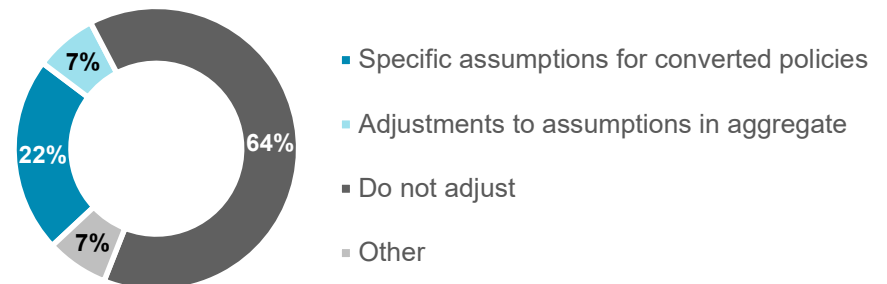
Assumptions: Mortality

How are conversions treated with respect to mortality?



Assumptions: Other updates for conversions

Are other adjustments made to assumptions to account for conversions?



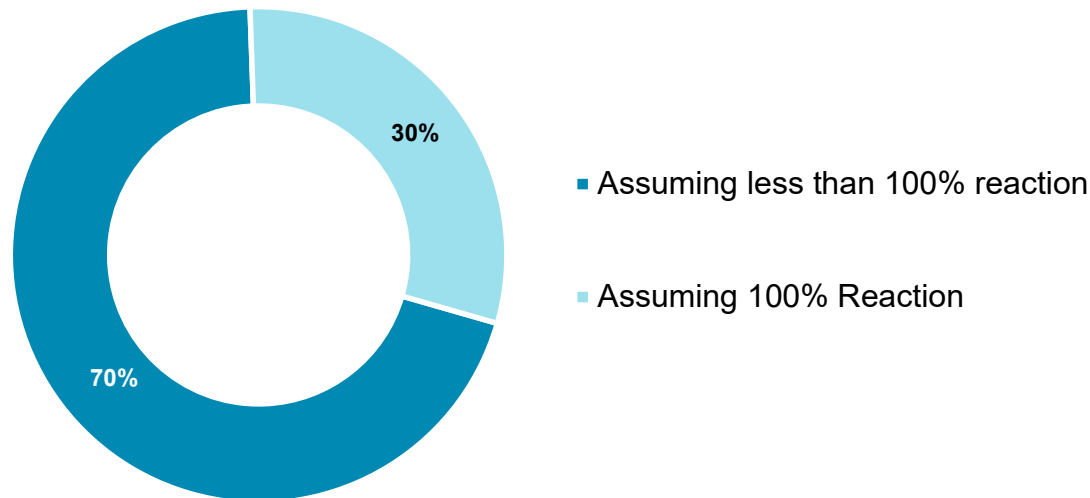


Reinsurance

PBR has necessitated robust modeling of reinsurance and may have an impact on reinsurance treaties

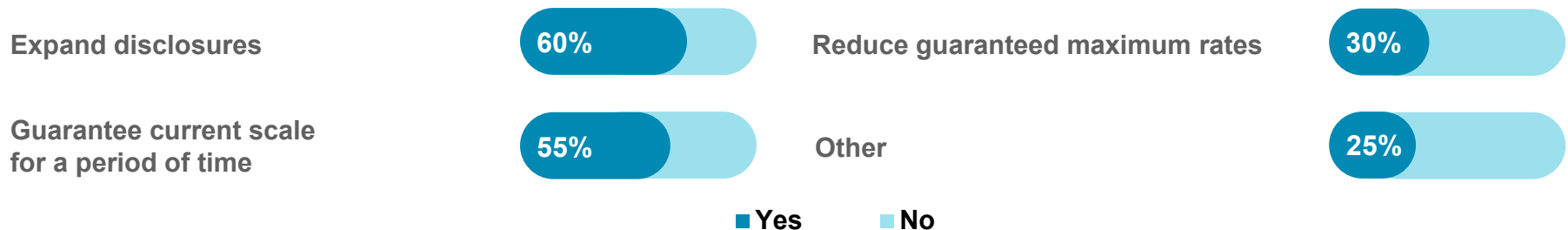
YRT modeling approach

Nearly three-quarters of companies are assuming less than 100% reaction to adverse mortality under PBR



Potential changes to reinsurance arrangements

Close to a third of companies anticipate making changes to their reinsurance agreements because of PBR, with the prevalence of various changes summarized below (as a percent of those that anticipate making changes)





Reinsurance

June 2019 LATF decision on non-guaranteed reinsurance

APF number	APF 2019-39
Applicability	Business issued in 2020 and beyond; optional to business on PBR in 2017-19
Modeling of reinsurance	Not required
Reserve credit for reinsurance	$\frac{1}{2} C_x$
Solution	Temporary

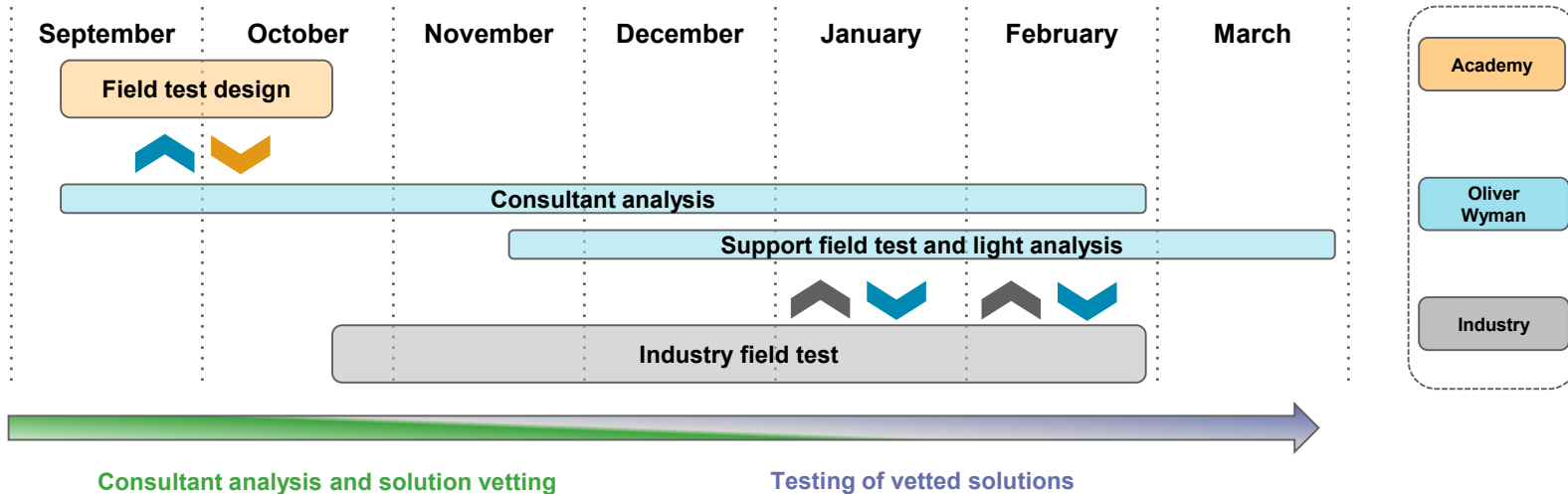


Link to APF: https://naic.org/documents/cmte_a_latf_exposure_apf_2019-39_revised.docx



Reinsurance

A field test is underway with a goal of allowing regulators to make a decision in time for inclusion in the 2021 Valuation Manual



Consultant analysis and solution vetting

- Field test participants will prepare their models for the field test while Oliver Wyman performs deep analysis across a range of products and reinsurer-action scenarios to provide regulators with representative results which inform the impacts from potential solutions on an apples-to-apples basis
- The industry field test will commence; initially the focus will be on model preparation and testing of simple solutions with a goal of identifying model challenges and testing the integrity and range variability in the results of Oliver Wyman's analysis



Testing of vetted solutions

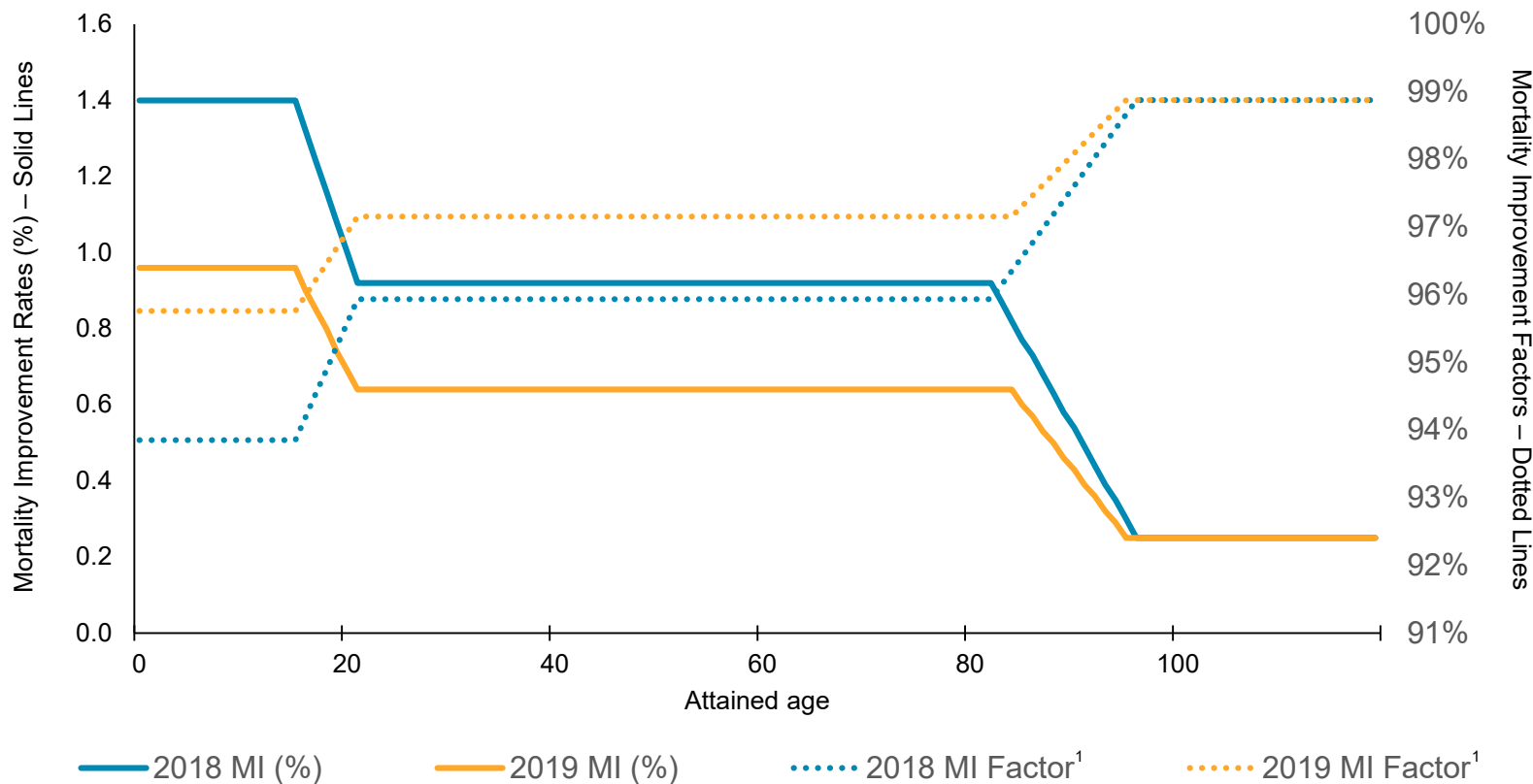
- Field test participants will produce results for the various solutions, while Oliver Wyman assists with the interpretation and collection of results. The results of this test will give regulators additional comfort with the Consultant analysis by extending the range of results for optionality and variation not previously captured.



Mortality

Prescribed industry mortality improvement rates have been reduced up to age 95, resulting in higher PBR mortality rates

Male



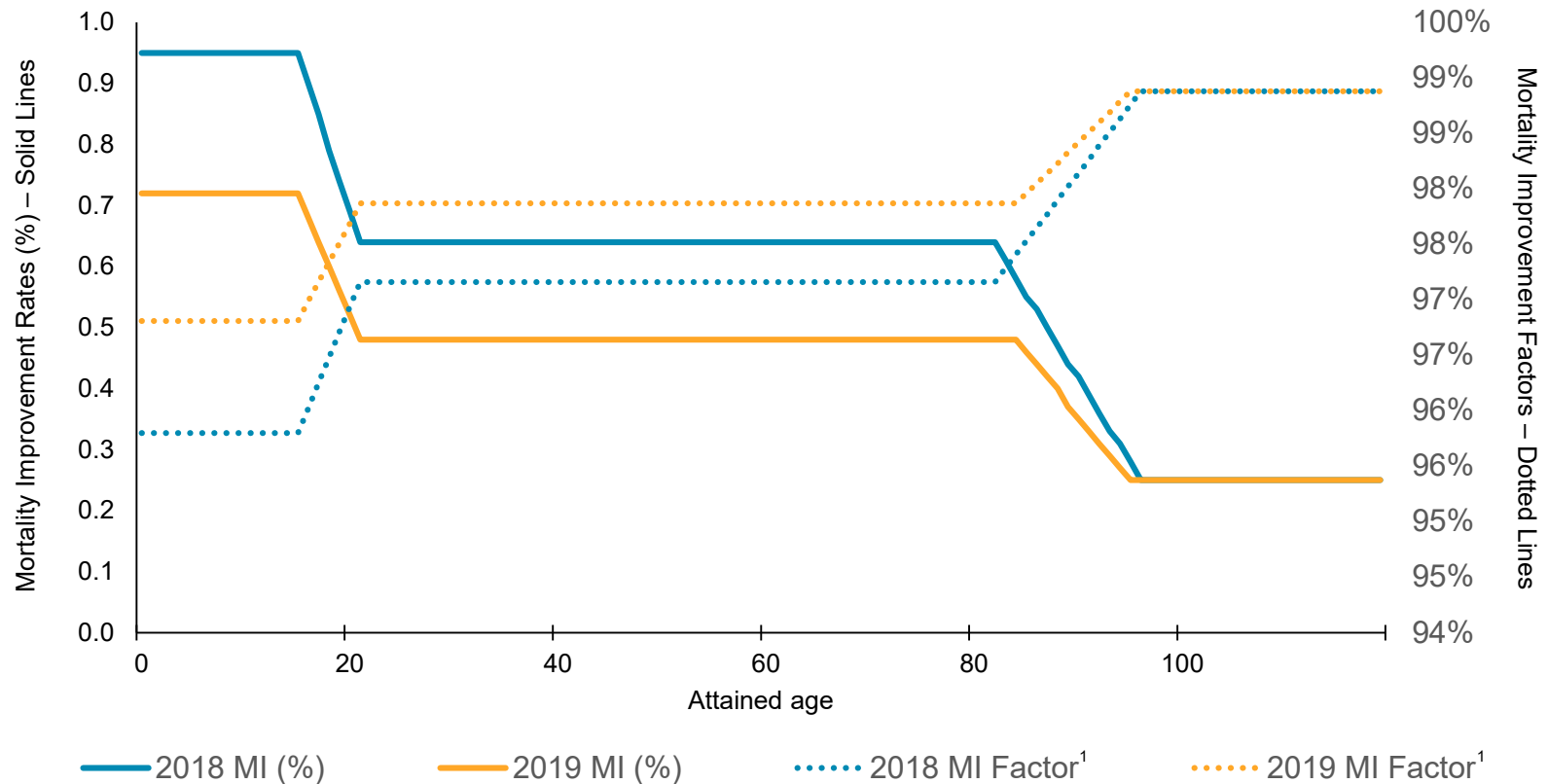
¹ Mortality improvement factors reflect historic improvement from the “as of” date of the 2015 VBT tables to 12/31/2019



Mortality

Prescribed industry mortality improvement rates have been reduced up to age 95, resulting in higher PBR mortality rates

Female





¹ Mortality improvement factors reflect historic improvement from the “as of” date of the 2015 VBT tables to 12/31/2019



Mortality

The mortality assumption uses prescribed margins and incorporates grading to an industry table for durations at which credible data no longer exists

PBR Mortality Assumption

	Applicable Duration*	Assumption Structure
1. 100% Experience Phase	Duration < Sufficient data period + maximum years before grading start	<div>Experience Best Estimate</div>  <div>(1 + Experience Margin**)</div>
2. Grading to Industry Phase	Duration between 1) and 2)	Linearly Grade from 100% of Company (1) to 100% of Industry (2)
3. 100% Industry Phase	Duration > Sufficient data period + maximum end point for grading	<div>2015 VBT</div>  <div>(1 + Industry Margin)</div>

*Sufficient data period and other grading parameters are a function of the credibility of the underlying experience

**Experience margin is a function of credibility of experience (Limited Fluctuation or Bühlmann) and attained age

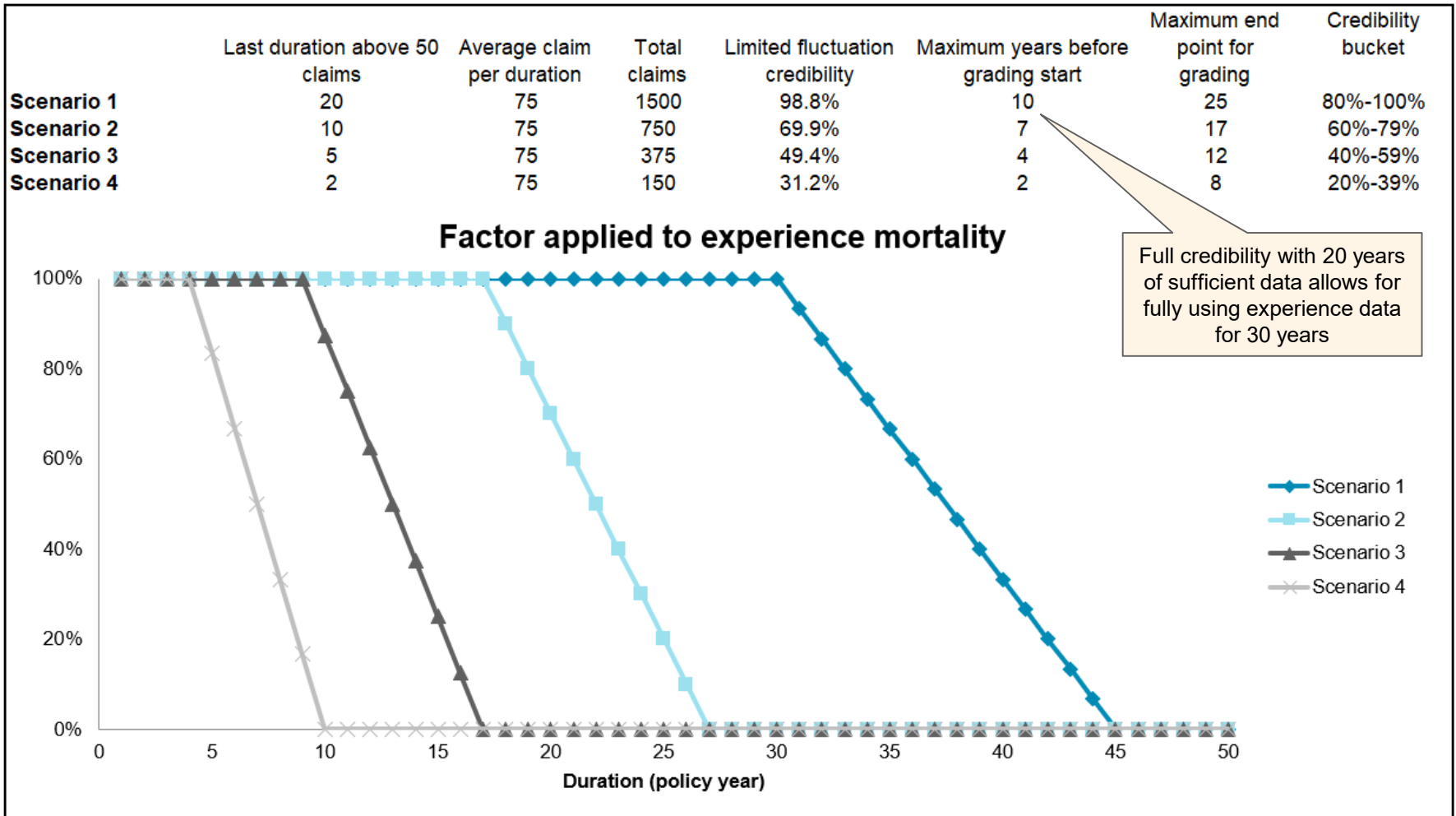
Examples of grading are provided on the next slide for varying levels of credibility



Mortality

The grading to the industry table is a source of margin which is minimized at higher credibility levels and longer sufficient data periods

Grading Factors (Experience)





Key takeaways

The industry is in the final stretch of the phase-in period and regulators continue to weigh in on areas where significant discretion exists

PBR Emerging Practices



Analysis to date

- PBR implementations are heavily back-loaded, with 75% of participants' products moving to PBR in Q3 2019 and later
- Less than 20% of participants' products were on PBR at the end of 2018 with delayed implementation more prevalent for accumulation oriented products (WL, UL, IUL, VUL)



Assumptions and margins

- Reserve margins are more than double what participants believe to be an appropriate level for Term, UL, IUL, and VUL
- Before the LATF decision, a third of the surveyed companies anticipated making changes to reinsurance agreements as a result of PBR. In general, participants had trended toward more conservative modeling approaches compared to our prior years survey.



Emerging topics

- The recent temporary prescription on non-guaranteed YRT rates sets a precedent of regulatory intervention where significant discretion exists
- VM-20 allows for changes that will impact prudent estimate assumptions, even in cases where the underlying company experience has not changed

