



# Generali Nat Cat Portfolio Management in CEE

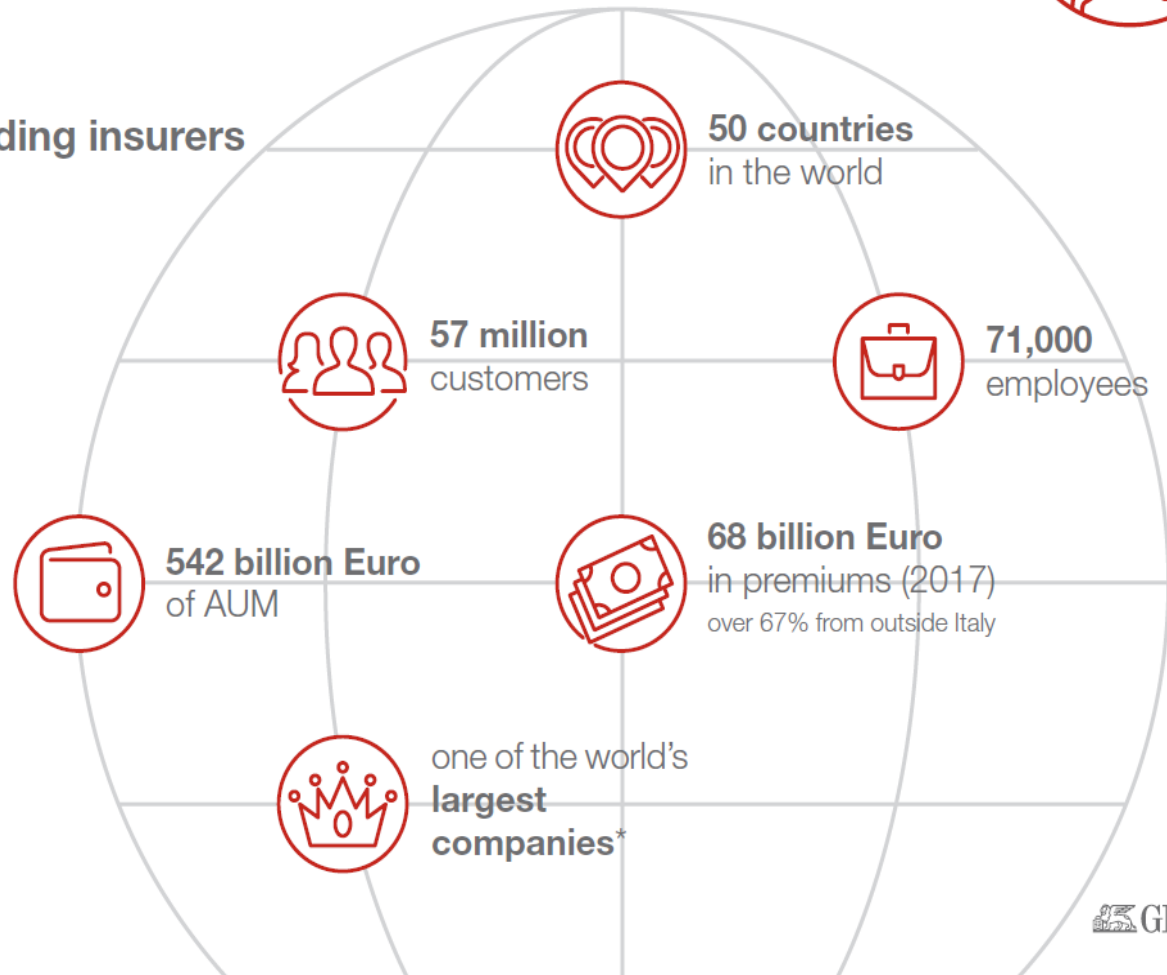
Mario Carini – Head of GC&C and Reinsurance, ACEER  
November 29<sup>th</sup>, 2018

# ACEER Nat Cat Portfolio Management

## Generali Group Highlights



One of the leading insurers in the world



\* Fortune Global 500 - ranked 57th



## Generali ACEER Highlights

### Austria CEE & Russia

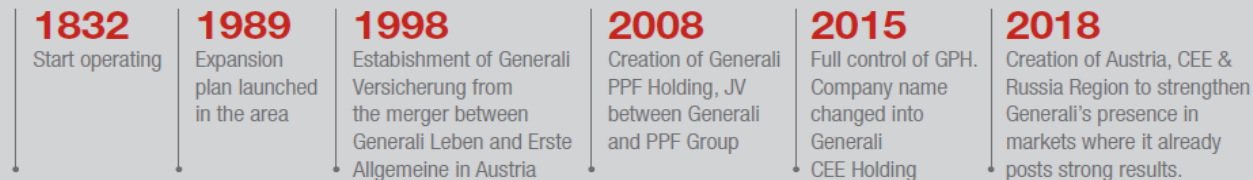


#### Main companies

- ▲ Ceska Pojistovna - Czech Rep.
- ▲ Generali Pojistovna - Czech Rep.
- ▲ Generali Biztosito - Hungary
- Generali Towarzystwo - Poland
- Generali Holding Vienna - Austria
- ▲ Generali Versicherung - Austria

- ▲ COMPANY OPERATING IN BOTH LIFE AND NON-LIFE SEGMENTS
- COMPANY OPERATING MOSTLY IN NON-LIFE SEGMENT
- COMPANY OPERATING MOSTLY IN LIFE SEGMENT
- HOLDING
- ▲ DIRECT CHANNELS
- ASSISTANCE SERVICES

#### In recent years



€ 6.1 bln premium income in 2017



#### GENERALI LEADER IN CEE

The Group is an undisputed leader in CEE in terms of profitability, with a combined ratio among the best in the sector.

10.7 mln customers



#### MARKET RANKING (2017)

Hungary	#1
Czech Republic	#2
Serbia	#2
Slovakia	#3
Austria	#3
Romania, Bulgaria, Poland Croatia, Slovenia, Montenegro	Among Top 10

2,000 salaried sales professionals and 9,000 agents



#### GENERALI IN CEE - 2007 VS 2017

■ early 2007 ■ end 2017

#### Premium income

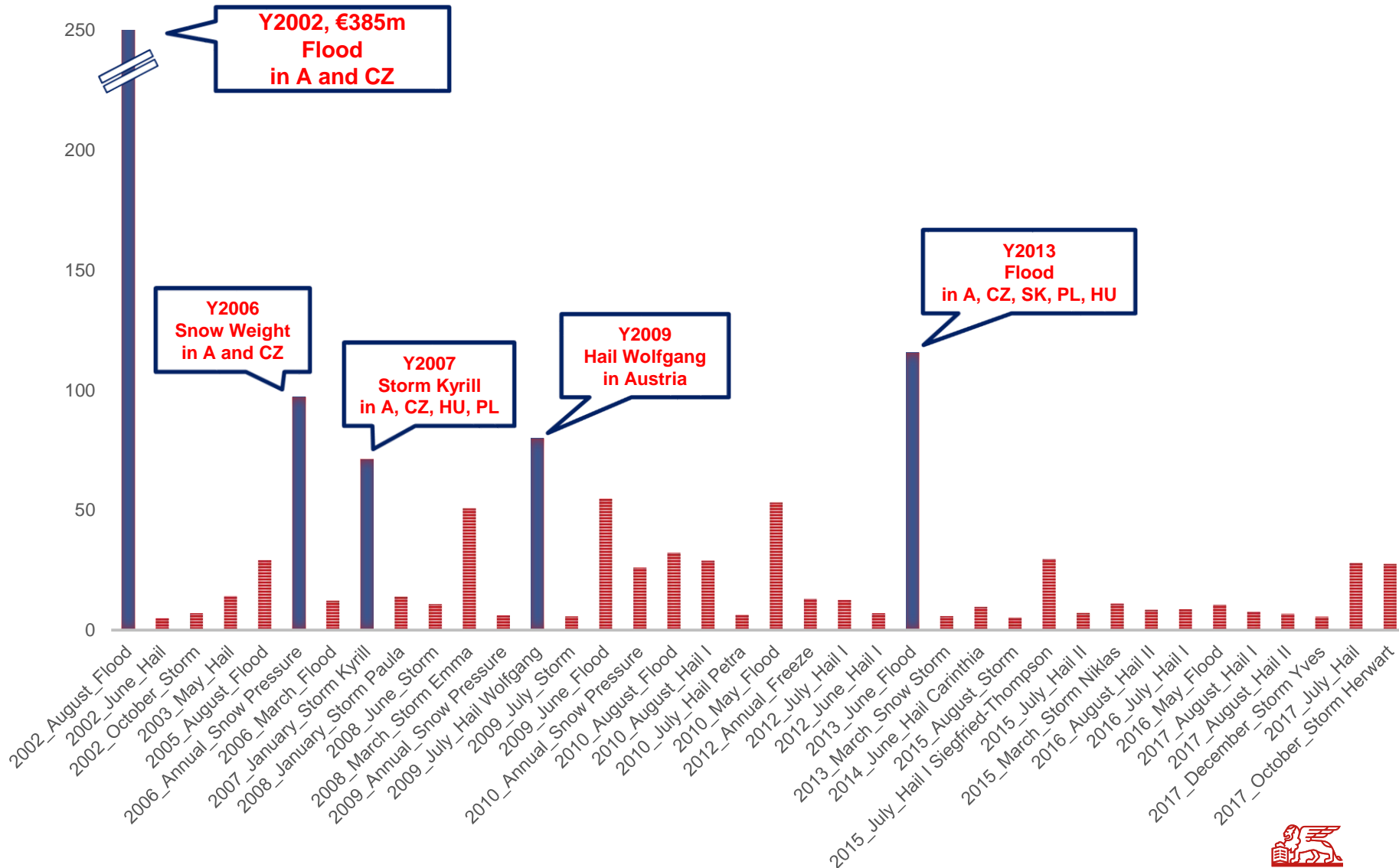


#### Clients



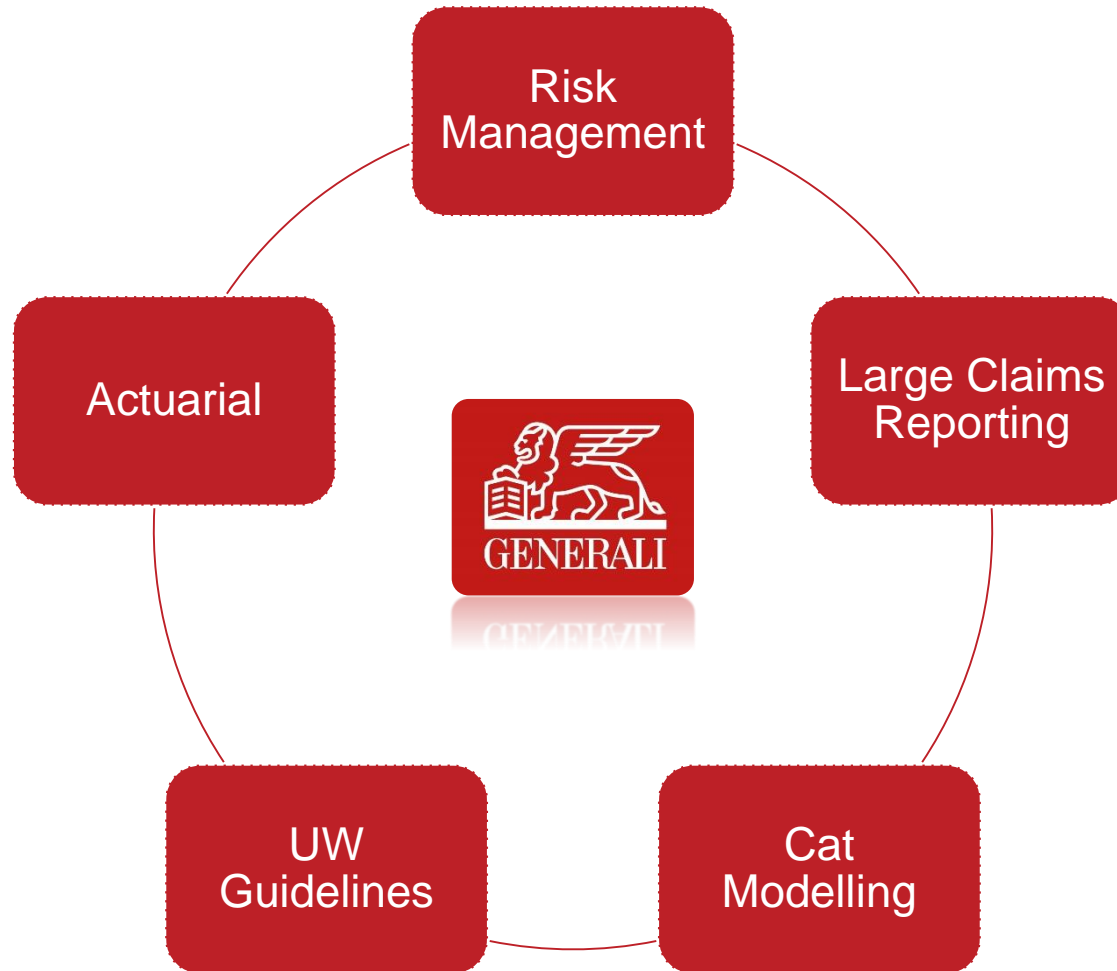
# ACEER Nat Cat Portfolio Management

## Austria & CEE – a region with a heavy claims history burden



# ACEER Nat Cat Portfolio Management

**Exposure monitoring and pricing is a complex issue tackled at different level by different stakeholders**



## Exposure monitoring and pricing: Geolocation

**Geolocation** – precise geocoding is a must to correctly assess the risk, particularly for flood

- Flood: XY precision set as minimum standard
- Quake and other perils: Post Code as starting point

**Geocoding Engines:** Able to geocode single address or construction plot, adopted in most of our companies

**Address Verification**

Praha Parish → ✖

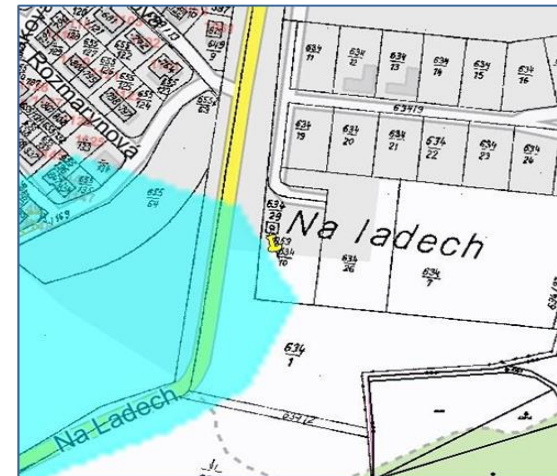
Podolí Settlement

Modřanská Street

House Nr.

ZIP

Settlement ▲ ▼	House Nr.	Street ▲ ▼
Podolí	51	Modřanská
Podolí	53	Modřanská
Podolí	55	Modřanská

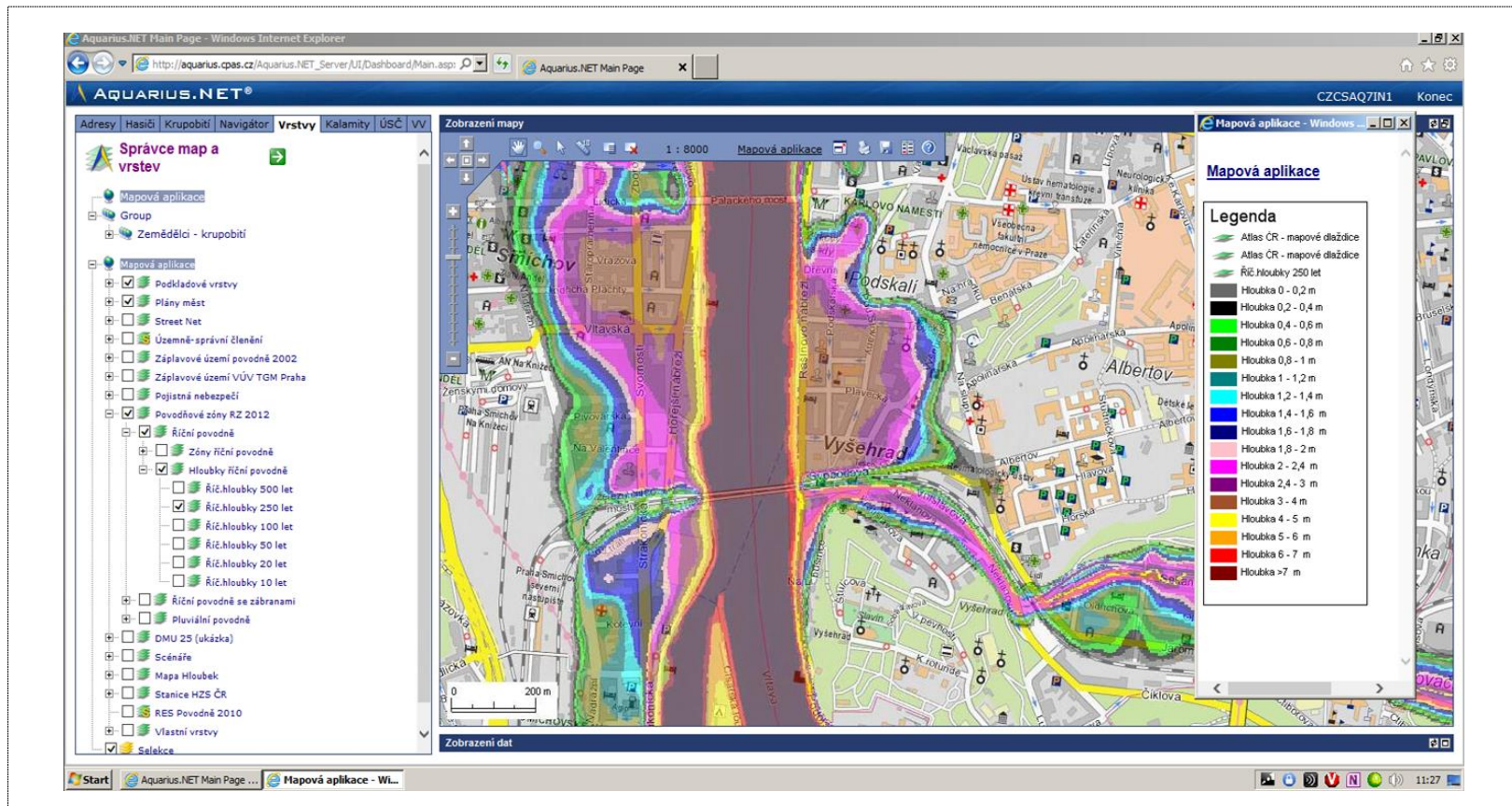


Flood Hazard Evaluation	Flood rating zone (2005)	Flood rating zone (2012)	River flood zone (2012)	Pluvial flood zone (2012)	Maximum flood extent (RUZ)	River flood zone with protection		
	FIRZ-2	FIRZ-3	Zone 020	Zone 050	Yes	Zone 050		
Other Hazards	Windstorm Zone 3	Robbery Zone 3	Earthquake Zone 5					
River & Pluvial Depth	River depth 010y	River depth 020y	River depth 050y	River depth 100y	River depth 250y	River depth 500y	Pluvial depth 050y	Pluvial depth 250y
	Out	0.4-0.5 m	2.2-2.3 m	2.5-2.6 m	3.1-3.2 m	3.5-3.6 m	0.1-0.2 m	0.1-0.2 m
River Depth with Protect	River depth w protect 010y	River depth w protect 020y	River depth w protect 050y	River depth w protect 100y	River depth w protect 250y	River depth w protect 500y		
	Out	Out	1.5-1.6 m	2.0-2.1 m	2.6-2.7 m	3.1-3.2 m		
Coordinates [X/Y]:	-646 987/-1 061 040			County:	Pardubický	District:	Pardubice	
Coordinates [Lat/Long]:	50.036478 / 15.780727			City/Parish:	Pardubice	Cadastral Unit:	Pardubice	
				CU Code:	717657	CU Area [ha]:	19 369 606	



**Hazard assessment**– requires a hazard map or hazard grade info and its implementation into UW procedure

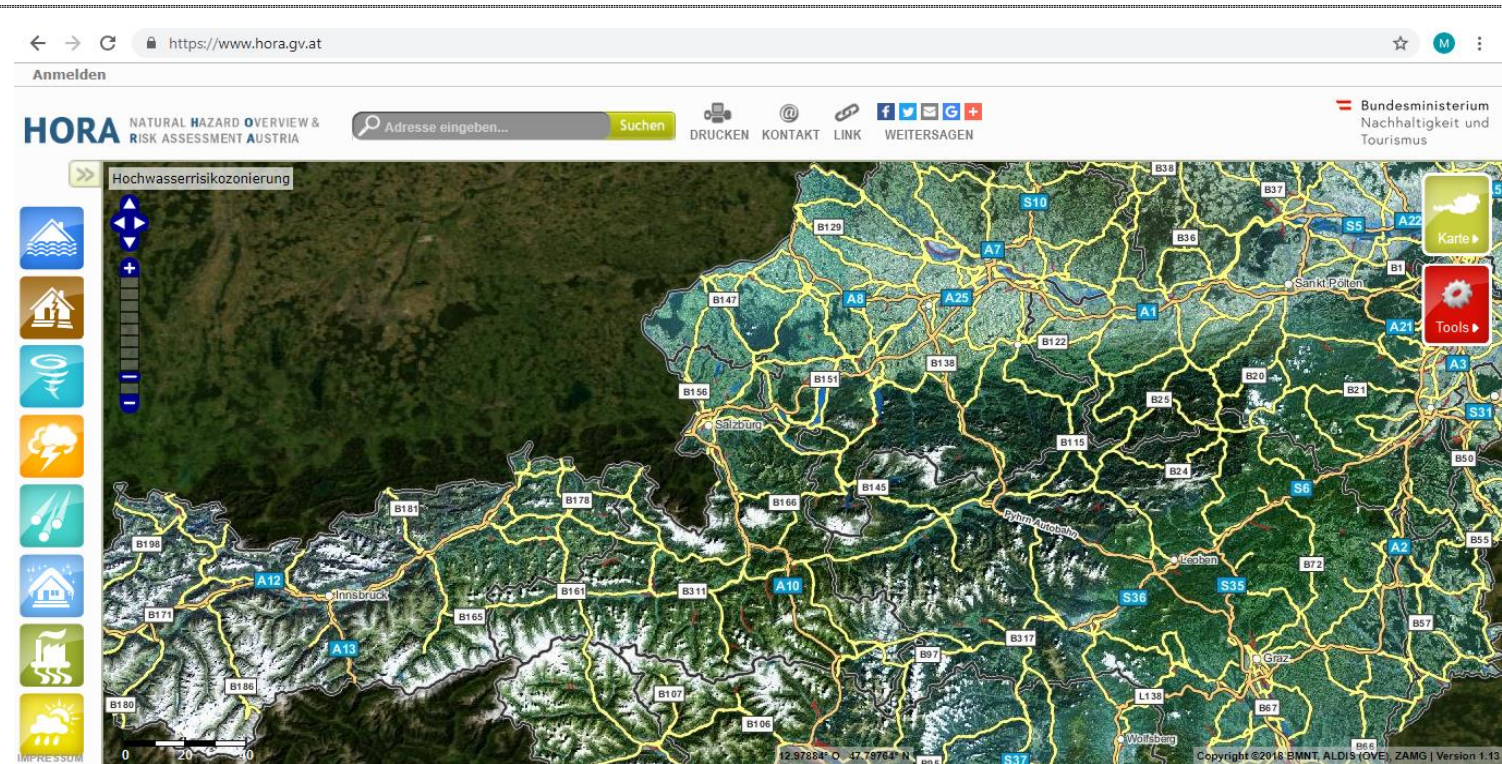
- **FLOOD: Satisfactory situation in CZ, HU, SK and PL, developments in other markets: requires detailed elevation info what if present in the territory then costly**
- **QUAKE: well mapped in all countries**



## Hazard Assessment: Best Practices in the Region

### HORA – Natural Hazard Overview & Risk Assessment Austria

- The WebGIS offer of Flood Risk Zoning Austria is compiled and maintained by Section VII / 5 of BMLFUW together with TU Vienna and IAWG and operated at the Agricultural, Forestry and Water Management Computing Center (LFRZ)
- Perils captured: Flood, earthquake, hail, storm (events), lightning (documentation) snow pressure





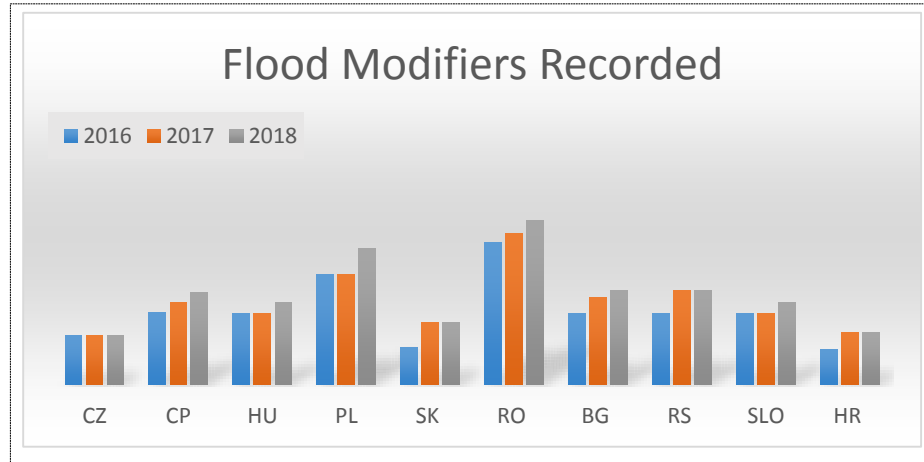
## Data Focus: Risk Modifiers

### HAZARD AND MODIFIERS

Risk technical characteristics are called **MODIFIERS**

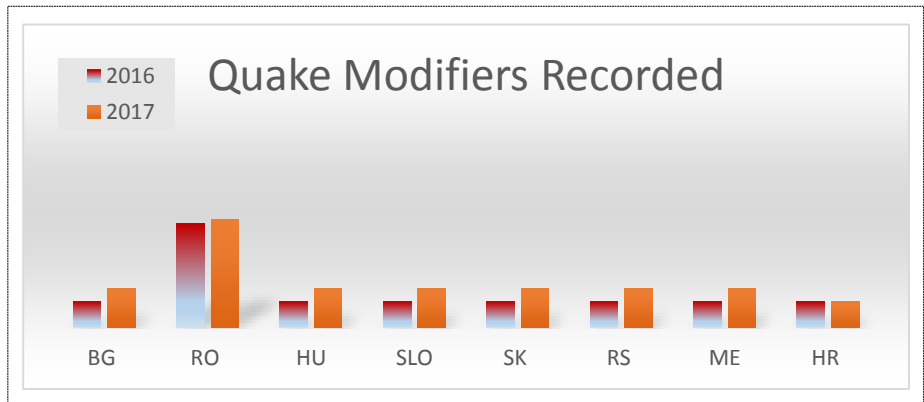
for **FLOOD** the following are recorded:

- Year Built
- Height
- Floors Occupied
- Occupancy
- Construction
- Basement



for **QUAKE** the following are recorded:

- Year Built
- Height
- Floors Occupied
- Occupancy
- Construction



**Scoring** driven by peril materiality and modelling usability

- Further improvement mostly requires **UW discipline at collecting info** and **system ability to record**

**Thank you for your attention**