Gen Re *Tools*

PEER® Reports

A Unique View of Your Commercial Property Business

Our PEER® underwriting model provides a unique view of your Commercial Property book.

What would you do differently if, for example, you found out that...

> You could optimize the mix of commercial property business you write?

> 10% of your agents cede 90% of your book's higher-hazard business?

> There is a significant increase in your high-hazard business over the prior year?

Our PEER® model offers a unique view of your commercial property business. You decide how to use the information.

Based on your company's policy data and our exposure assessments, our PEER® model provides a detailed picture of:

> Your Risk Distribution through Hazard Grade Assessment

> Characteristics of Your Business by Hazard Grade

> Net Retained versus Ceded Exposure Analysis

> Comparative Analysis of Distribution Sources' Exposures

This information can support decisions regarding your property portfolio—whether to retain more of the lower-hazard business, reduce your exposure to those higher-hazard risks, avoid large accumulations of higher-hazard risks in specific areas, or just monitor performance.

PEER® is a Gen Re proprietary model developed for our Property Treaty clients.

It is a tool for line of business segmentation, net-retained and ceded-exposure analysis, target-market business analysis and agency management. Since the report is based on your own company-specific information, the results are highly individualized to your book of business. Your company data and the reports generated are confidential and shared only with your company.

A Berkshire Hathaway Company
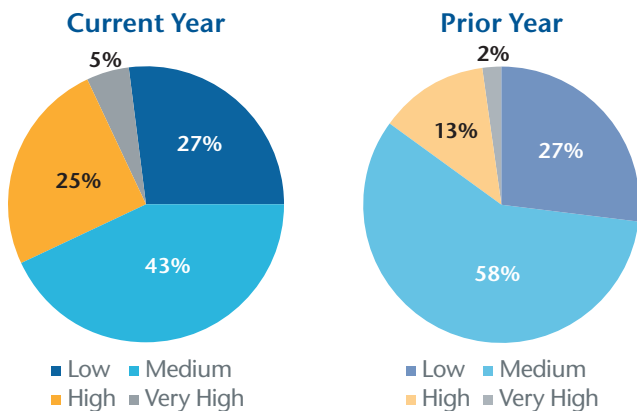
PEER® Helps You See...

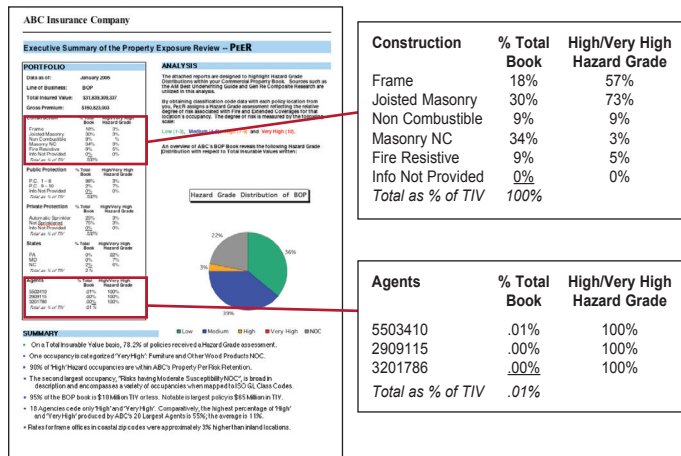Here are some examples of how it can work for you.

Your Risk Distribution

Our PEER® model operates by taking the policy data your company already compiles and combining it with our Hazard Grade Assessment Tools. One of the results reveals your book's overall hazard grade distribution, and how much that distribution changes year after year.

Case Study: Your Commercial Property book of business targeting low-hazard retail risks actually contains 30% higher-hazard classes of business. This hazard share is double that of a year ago. You revisit underwriting guidelines and rewrite your higher-hazard risks on Commercial Fire policies.

Hazard Grade Distribution of Commercial Property Policies

Current Year: Low 27%, Medium 43%, High 25%, Very High 5%

Prior Year: Low 27%, Medium 58%, High 13%, Very High 2%

- Low
- Medium
- High
- Very High

PEER® Model Sample Report

Characteristics by Hazard Grade

Our PEER® model can identify characteristics associated with each Hazard Grade.

Case Study: The High-Hazard Book is predominantly located in unprotected areas. For those locations in unprotected areas, the majority is of frame construction. Clients are better able to see and evaluate the degree of risk being assumed within a Hazard Grade.

Net Retained Versus Ceded Exposure Analysis

Our PEER® model can help you evaluate your Net Retained Exposure. This report may complement your company's retention analysis, along with providing a view to optimize what exposures are being retained versus ceded.

Case Study: 50% of your total property book is low-hazard target-market business. By reviewing Hazard Grades within your limits profile, you determine that you are ceding away a notable percentage of the Low-Hazard book. Should another retention option be considered?

Comparative Exposure Review of Distribution Sources

Our PEER® model can compare your risk profiles by distribution source. The PEER® Top 20 Contributors Report will detail those agency books of business that contain a higher than average hazard composition.

Case Study: During an agency review, you were surprised to discover a quick decline in results. In reviewing the PEER® Top 20 Contributors Report, it appears this agent's book has materially changed compared to the prior year and now is the largest contributor of Higher-Hazard business to the Company. Would this prompt an agency management discussion?

To Get Your PEER® Report

Gen Re's PEER® model is based on policy level data that most companies already compile for transactional or statutory reporting purposes. We can provide a template in Excel allowing your IT or Actuarial department to download the necessary data elements. To get a report or more information about PEER®, contact your Gen Re account executive.

Gen Re

The power of applied experience®