

The Underwriting Mode in Touchstone

HIGHLIGHTS

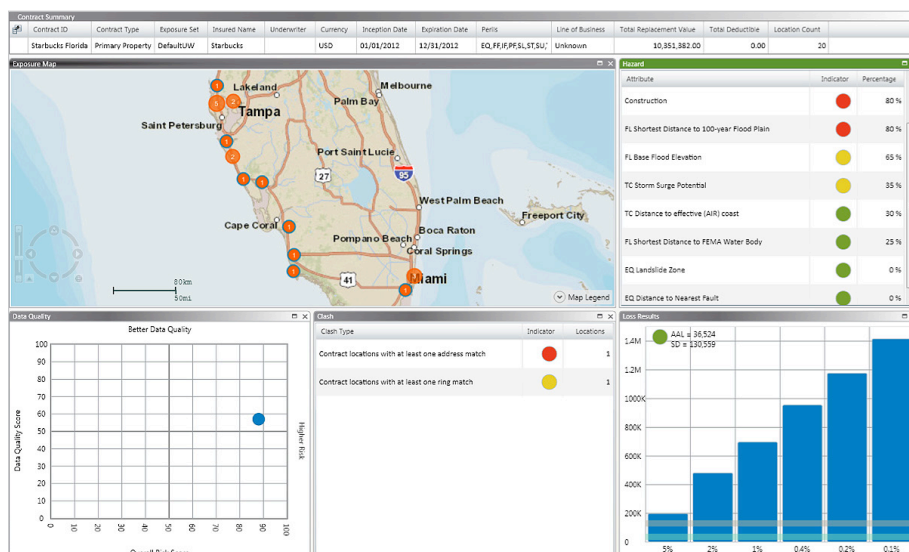
- Streamline workflow for processing individual contracts
- Increase fidelity and speed of underwriting decisions
- Ensure consistent execution of underwriting strategy and quickly set new guidelines
- Quickly identify underwriting rule violations and avoid overexposing a portfolio at any one location
- Launch multiple analyses simultaneously
- Instantly view the marginal impact of a contract on the portfolio

Making intelligent, data-driven underwriting decisions is the first step in effective catastrophe risk management. Underwriters need instant access to as much risk-related information as possible about the policies they are considering. But managing all this information can be tedious, time-consuming, and prone to inefficiencies.

The Underwriting Mode in Touchstone® has been specifically designed with the needs of underwriters in mind, providing them with detailed and customizable information about the contracts they are considering in a user-friendly environment.

A CUSTOMIZABLE AND INTEGRATED SOLUTION

The Underwriting Mode is configurable and can be adapted for use within any company's workflow or decision-making process. You can decide what rules are applied to define violations and identify potential risks; you can also decide which analyses are run automatically and which data points are displayed in the at-a-glance dashboard.



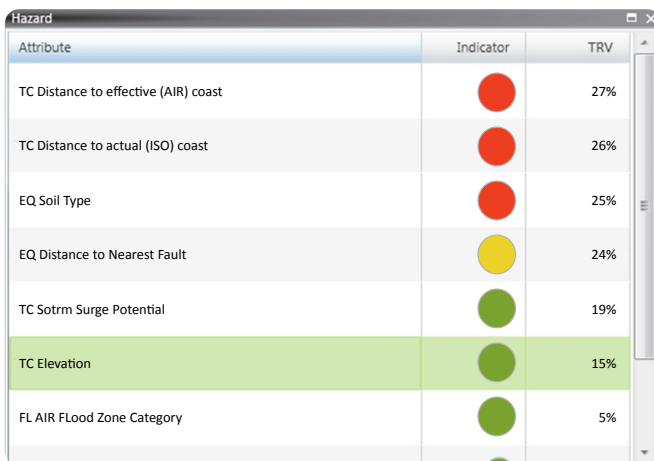
The Underwriting Mode's dashboard displays key exposure information and analysis output—Exposure Summary, Data Quality, Clash, Loss, and Hazard—all with a single click and within a single view.



THE UNDERWRITING MODE IN TOUCHSTONE

Users benefit from workflow efficiencies that are a direct result of Touchstone's single platform architecture. For example, the single platform enables the portfolio to be a "live" portfolio: As new contracts are entered in Touchstone's Underwriting Mode, they are instantly available in Portfolio Mode. Access to the portfolio enables many additional analytics that reference the portfolio, such as comparing the data quality of a new account relative to the overall data quality of the portfolio, clash analysis, and marginal impact analysis.

AIR has also leveraged its position within the Verisk Analytics family to integrate data and products that no other underwriting system can deliver. With the ability to run a non-catastrophe analysis with ISO® loss costs and ISO's Property Size-of-Loss Database (PSOLD™), and integrate replacement cost estimation tools such as 360Value® into the workflow, underwriters are in an even stronger position to manage their risk.



Attribute	Indicator	TRV
TC Distance to effective (AIR) coast	Red	27%
TC Distance to actual (ISO) coast	Red	26%
EQ Soil Type	Red	25%
EQ Distance to Nearest Fault	Yellow	24%
TC Sotrm Surge Potential	Green	19%
TC Elevation	Green	15%
FL AIR Flood Zone Category	Green	5%

Colored indicators help you quickly identify underwriting guideline violations.

TOOLS DESIGNED SPECIFICALLY FOR THE UNDERWRITER

In addition to many of the same features found within Touchstone's Portfolio Mode, the Underwriting Mode incorporates tools designed specifically for the underwriting workflow.

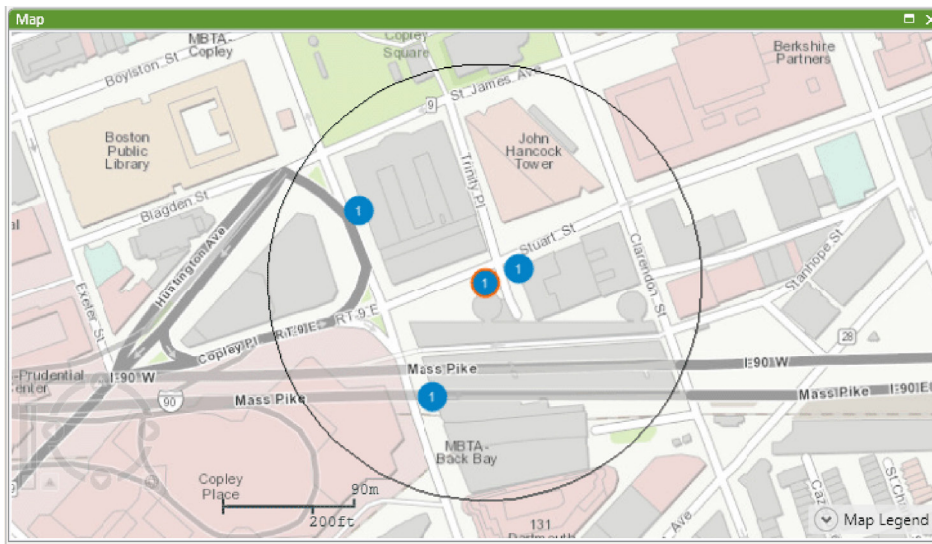
New contracts are easily imported, and most analyses can be launched automatically. With Touchstone's customizable analysis templates, you'll also save time by pre-setting analysis options in advance of the contract import. That means more time spent on analyzing the results and less on manually configuring the analyses.

UNDERWRITING MODE'S ANALYSIS TOOLS INCLUDE:

DATA QUALITY SCORING: Quickly assess the quality of the data and identify whether gaps in the exposure data might materially affect the assessment of catastrophe risk. You can also compare the data quality score of the contract under consideration with that of the overall portfolio and make sure it meets your company's data quality standards.

HAZARD: Check whether the locations being considered comply with the set of hazard guidelines your organization has defined for underwriters; violations are flagged. Guidelines can leverage a wide variety of hazard data, including:

- Hurricane-related fields, such as distance from coast and storm surge zone
- Earthquake-related fields, such as distance to fault lines, soil type, and landslide potential
- Flood-related fields such as flood zone type and distance to floodplain



Visually identify exposures in the same location or near your account with clash analytics.

DETAILED LOSS: Perform a detailed loss analysis of an account using any of AIR’s catastrophe models and easily access losses by location or layer before and after the application of policy terms. Integration of Verisk data such as ISO loss costs, ISO Public Protection Classification (PPC™), and PSOLD allows you to perform both catastrophe and non-catastrophe analysis simultaneously.

MARGINAL IMPACT: Evaluate the financial impact on the portfolio of adding a contract under consideration. With Touchstone’s single platform architecture, you can be sure that the reference portfolio will always be current.

CLASH: Determine if any of the locations in the account being considered are in the same location or in close proximity to other locations currently bound. This helps ensure a diversification of risk and avoids overexposing your portfolio.

EXPOSURE SUMMARY: You can see the makeup of your exposure data with exposure summary charts that display attributes such as construction, occupancy, height, and year built. The interactive map enables you to visualize the high-level geographic distribution of multi-location accounts or drill down to inspect a single property’s surroundings using street, satellite, or topographic basemaps. Overlay hazard layers to better understand the drivers of risk.

REPORTING: Touchstone’s Underwriting Mode features reporting tools that aggregate the results of your underwriting analyses in PDF format, which can then be easily distributed to stakeholders. Single-location Hazard and Underwriting Analysis Summary reports can also be generated, both of which can be customized to include the information that matters most.

FACILITATE FASTER AND MORE PROFITABLE UNDERWRITING DECISIONS

Touchstone’s Underwriting Mode saves time and reduces the errors and costs associated with having to manually cross-reference a submission with your company’s existing portfolio or guidelines, or collecting or requesting information from disparate sources.

Built-in flexibility allows you to display only the data you need to help you make informed, consistent underwriting decisions that support your organization’s business goals.

To learn more, please contact your AIR representative or visit us at:
<http://www.air-worldwide.com/Software-Solutions/Touchstone/>

ABOUT AIR WORLDWIDE

AIR Worldwide (AIR) provides risk modeling solutions that make individuals, businesses, and society more resilient to extreme events. In 1987, AIR Worldwide founded the catastrophe modeling industry and today models the risk from natural catastrophes, terrorism, pandemics, casualty catastrophes, and cyber attacks, globally. Insurance, reinsurance, financial, corporate, and government clients rely on AIR's advanced science, software, and consulting services for catastrophe risk management, insurance-linked securities, site-specific engineering analyses, and agricultural risk management. AIR Worldwide, a Verisk ([Nasdaq:VRSK](https://www.nasdaq.com/symbol/vrsk)) business, is headquartered in Boston with additional offices in North America, Europe, and Asia. For more information, please visit www.air-worldwide.com.

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