SF2930 Regression analysis VT2025
Project 2

The project should be done in groups of **two**.

A written report should be handed in on Canvas no later than **2025-03-11**. Name the document "SF2930Project2-FullName1-FullName2.pdf".

The report

The report should be handed in at the latest **2025-03-11** and should be *at most* 5 pages long. In your report, present and explain your choice of risk arguments, grouping of data and risk factors. How does this comply with the Likelihood Ratio Test and different measures for goodness of fit discussed in this course? Perform at least one test to motivate your choice of model!

The Competition

A non mandatory part of this lab is putting your pricing model to work and compete against other classmates. In the lab we have unseen data from 2023-2024 which you should calculate premiums for. Mail your premiums to `oscar.potts@if.se` and we will post the results on canvas.

Introduction

The travel insurance that is normally a part of your home insurance does not cover travel done as part of your occupation. Therefore, companies that require some travel buy separate travel insurance for their employees. The insurance covers a range of different situations such as lost luggage, delays, medical costs, etc. In this lab we will focus on the potential compensation that is paid out in case of cancellations.

Travel insurance has been of high interest the last years due to the aftermath of the pandemic changing travel behaviour. If has asked you to help them review their price models and create a price model that can price their customers on the form.

$$price = \gamma_0 \prod_{k=1}^{M} \gamma_{k,i} \tag{1}$$

where γ_0 is the base premium and $\gamma_{k,i}, k = 1, ..., M$ are the risk factors corresponding to variable number k and variable group number i. $\gamma_{k,i}$ which will take different values depending on that company's characteristics. For example, let $k = 1$ be number

of persons insured which for one company is 27. Then, according to the table below, $\gamma_1 = 10$.

Normally, assigning the same factor regardless of if the company has 11 or 29 employees makes for a very poor price formula, but for the sake of this example we are keeping it simple. In your hand-ins you typically want to fit a continuous curve that matches the output factors you get from the regression.

Number of Persons group i	Risk factor $\gamma_{1,i}$
1: # <= 1	0.7
2: # <= 5	2.2
3: # <= 30	10
4: # = 100	25
5: # >= 100	35

Material

1. Dataset

The file `GLM_KTH_Data_Train.csv` contains information on all companies with a Business Travel insurance in If P&C during 2018-2023, including claims history. The file has one row per company and risk year, as shown in the table below.

RiskYear	NumberOfPersons	FinancialRating	...	ActivityCode	Duration	NumberOfClaims	ClaimCost
2017	9	AA	...	G	0.63	1	67 099
2018	9	A	...	Missing	0.59	1	25 850
⋮	⋮	⋮	⋱	⋮	⋮	⋮	⋮

Here, *RiskYear* is the year of the insurance period, *NumberOfPersons* denote the number of persons covered by the insurance, *FinancialRating* is a measure of the company's economic **capacity** and *ActivityCode* is the activity code registered on the company which defines what segment the company is active in. For each company, there is also information regarding *Duration*. This is the share of the risk year the company was insured. For example, if a company only has one year insurance with us, from 2018-07-01 to 2019-06-30, it will be represented by two rows in the data; one with Risk year = 2018 and one with Risk year = 2019, both with Duration = 0.5. Finally, the number of claims and claim cost corresponding to the insurance period are denoted by *NumberOfClaims* and *ClaimCost*.

See appendix A for a thorough description of the contents of the dataset.

2. GLM program

The template GLM.ipynb contains a structure for a GLM analysis in notebook style. The recommendation is to use Jupyter Notebook, Google Colab, or similar to run this template.

Tasks

1. Grouping and risk differentiation

Perform a GLM analysis to figure out how best to describe the risk for the different companies. Use the provided template. The outcome should be a multiplicative GLM model, as described in Eq. 1, that model claims frequency and claim severity separately. Use the same variables and variable groups in both models, and propose the final risk factor $\gamma_{k,i}$, where the final risk factor is the product of the claim frequency and the claim severity.

In order to perform your GLM analysis, you will have to group some of the variables. Consider, for example, the number of persons. These cover a very wide range, as some companies want to insure only a single employee while there are companies with several hundred persons to insure. Thus, it would be impossible to analyze each individual amount alone; it is necessary to group them. When grouping a variable, there are two things to consider:

- Make each group "Risk homogeneous", meaning that you believe that the risk does not vary much within the group, with regard to the particular variable.

- Create groups with enough data to get a stable GLM analysis for each group. What is "enough" has no clear answer, bur varies, depending among other things on how many variables you use in your analysis.

- Make sure there is at least one claim with some claim cost in each group.

Creating good groups is usually an iterative process, so try different ways to do it!

No dataset is perfect. You will find many rows with strange, missing, or incomplete data, and need to handle this. One strategy is to put all these values in a group of its own, letting it get its own factor in the GLM analysis.

Remember to consider the Likelihood Ratio and other goodness of fit tests when testing different models. As always when modelling real data there is no ultimate solution that will capture all aspects of the risk, but there are multiple different trade offs to consider. For example having many groups for a variable might result in detailed risk explanation on the used data set but also worse results in overfitting tests.

2. Leveling

Having found the risk factors $\gamma_{k,i}$, determine the base level γ_0. Note that *a value* for γ_0 is estimated automatically by the GLM program, however, this value corresponds to the total claim cost of the analysis data, which is not necessarily what we expect for the upcoming years. The purpose of leveling is to set γ_0 such that the price for each insurance on a *full year basis* covers its forecasted claim cost.

1. Start by estimating the claim cost for the coming year. One strategy is to assume that the customers you have now would extend their insurance for a full year. What would be the claim cost for these insurances?

2. Assume that If P&C has a ratio target of 90%. The ratio target is defined as the ratio between the estimated claim cost and the total premium,

$$Target = \frac{\sum Claims}{\sum Premium}$$

– what should the total sum of the companies' premiums be to accommodate this target?

3. Then we need to determine the corresponding total risk for the portfolio, this corresponds to the product in formula (1). First, calculate each insurance's "total risk factor" - i.e. the product of all risk factors $\gamma_{k,i}$ for that insurance then summarize it for the portfolio.

4. Now you can find the base level, γ_0, that makes the total expected premium of your portfolio match what you calculated in the previous steps.

3. Optional: Calculate Premiums on Unseen Data

In `GLM_KTH_Data_Eval` we have unseen policies for the years 2023-2024, as an optional step you may calculate premiums for these customers and we will compete against your classmates.

The competition will be structured in the following way

1. Customers will go to the lowest price given.

2. All teams will be evaluated based on profitability

3. If a team has negative profitability it will be bankrupt and removed from competition. If multiple the most unprofitable team will be removed.

4. Repeat step 1-3, iterativly removing teams until we have market eqalibrium of profitable teams.

5. Teams with the most profit will be crowned the winner.

Results will later be posted on canvas. Be aware that leveling is a very important part of this task. Customers will go to the lowest premium, so you want to provide premiums which are competitive, but not too low to make you unprofitable. In doing so you must think about how the future travel industry will behave. Will we have more travel? Will cancellations increase or decrease? And what will your competitors think and do. Act strategically.

Good luck!

A The data

Variable	Description	Values
ActivityCode	A column describing what the company does	A - Agricultural activities B - Mining C - Manufacturing D - Production and distribution of electricity/power/heat E - Recycling F - Construction G - Wholesale & Retail stores H - Transport & Logistics I - Restaurant & hotels J - Consultants K - Finance, Insurance, etc. L - Property Owners M - Lawyers, accountants N - Leasing O - Public entities P - Education Q - Care R - Culture S - Service companies (hair dressers, reparations, etc.) T - Service companies (hair dressers, reparations, etc.) U - Mining X - Missing
ClaimCost	Total claim cost	
CompanyAge	For how long the company has been registered	
DangerousAreas	Describes whether travel to different dangerous areas are covered by the insurance	Excluded/Not excluded
Duration	The time in years that an insurance has been active for during the year	

Variable	Description	Values
FinancialRating	Describes a company's credit risk. Typically geared towards the banks' risk when granting loans, but it gives some useful information about how well the company is run.	[C - AAA] - C- worst, AAA-best [AN] - Newly started company, no information [IR] - Has not reported necessary documentation
NumberOfPersons	Number of people the insurance covers	
NumberOfClaims	Number of registered claims	
RiskYear	Which year the insurance is active	2018-2023
TravellingArea	Which area of travel the insurance covers.	Whole world Europe Nordic countries Sweden