

Cash Flow Problems?

Mischaracterizing drivers can lead to too much cash outflow and not enough inflow

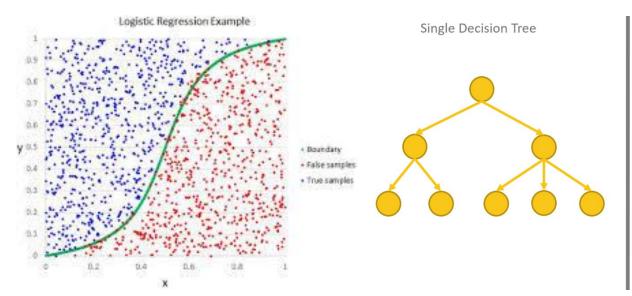


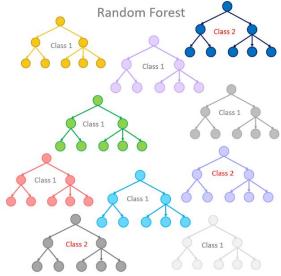


Poor cash flow and expense forecasting can make a good business go bad

Customized premiums based off strong correlations let us tailor our rates

Accurate predictions make for good business and happy customers



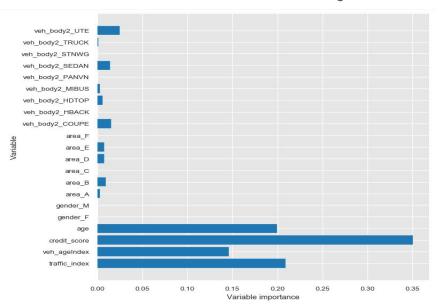


Findings

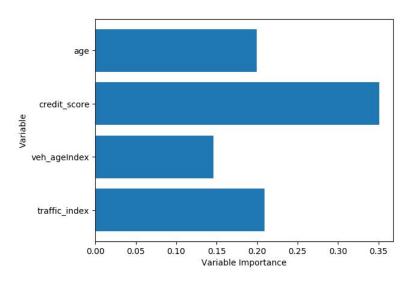
- Not enough germane data
 - A dozen models later...and insignificant results

Recommendations

- Not enough germane data
 - o A dozen models later...and insignificant results



Change data aggregation focus



Future Work

- Research on additional predictors of propensity to file claim
 - Research papers
 - Public datasets
 - Different insurance products, eg, homeowners, renters, health...etc.
- Feature engineering potential using other company databases

Thank you!