

Exam ERM-ILA

Date: Wednesday, May 5, 2021

INSTRUCTIONS TO CANDIDATES

General Instructions

1. This examination has 9 questions numbered 1 through 9 with a total of 80 points.

The points for each question are indicated at the beginning of the question. Questions 4, 5, and 6 pertain to the Case Study and questions 7, 8, and 9 pertain to the Case Study and/or extension readings.

2. While every attempt is made to avoid defective questions, sometimes they do occur. If you believe a question is defective, the supervisor or proctor cannot give you any guidance beyond the instructions provided in this document.

Written-Answer Instructions

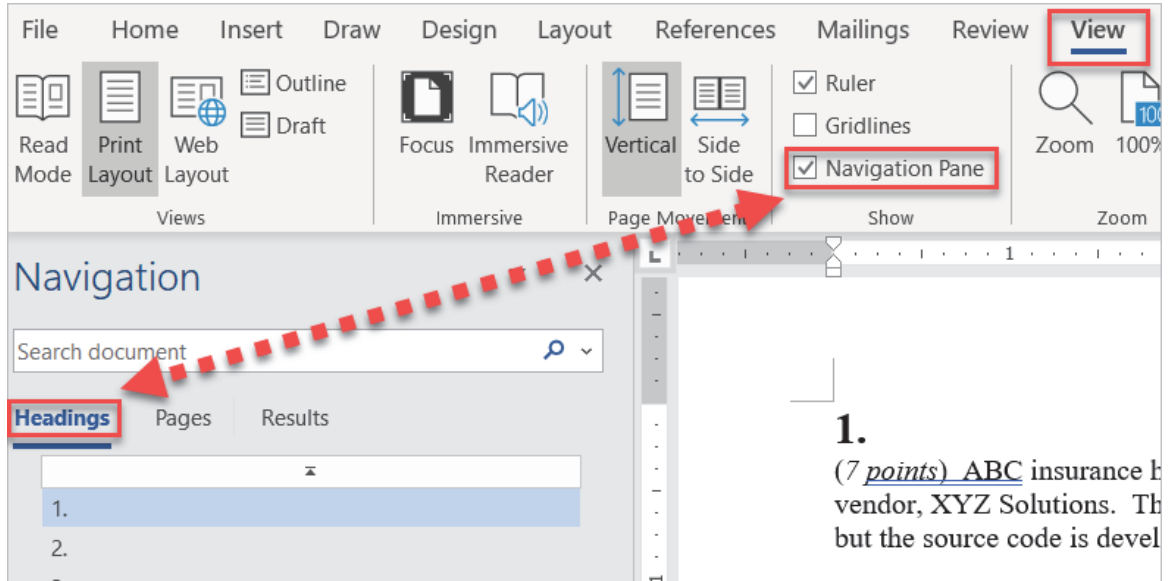
1. Each question part or subpart should be answered either in the Word document or the Excel file as directed. Graders will only look at work in the indicated file.
 - a) In the Word document, answers should be entered in the box marked ANSWER. The box will expand as lines of text are added. There is no need to use special characters or subscripts (though they may be used). For example, β_1 can be typed as beta_1 (and ^ used to indicate a superscript).
 - b) In the Excel document formulas should be entered. Performing calculations on scratch paper or with a calculator and then entering the answer in the cell will not earn full credit. Formatting of cells or rounding is not required for credit.
 - c) For each question part requiring an answer in Excel, (1) clearly identify the inputs to the calculations, (2) show the necessary interim calculations, adding rows and / or columns, if necessary, and (3) enter the final answer in some or all of the cells highlighted in yellow, as applicable in each circumstance. These cells should contain formulas with links to other calculations in the worksheet. Minimize the use of hard-coded figures and maximize the number of interim steps in the calculations that would demonstrate your line of thinking.
2. The answer should be confined to the question as set.
3. Prior to uploading your Word and Excel files, each file should be saved and renamed with your five-digit candidate number in the filename.
4. The Word and Excel files that contain your answers must be uploaded before time expires.

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Navigation Instructions

Open the Navigation Pane to jump to questions.

Press Ctrl+F, or click View > Navigation Pane:



CASE STUDY INSTRUCTIONS

The case study will be used as a basis for some examination questions. Be sure to answer the question asked by referring to the case study. For example, when asked for advantages of a particular plan design to a company referenced in the case study, your response should be limited to that company. Other advantages should not be listed, as they are extraneous to the question and will result in no additional credit. Further, if they conflict with the applicable advantages, no credit will be given.

1.

(10 points) ABC Re (ABC) is an international reinsurance company with business units in North America, Europe, and Asia.

ABC is considering outsourcing the development and maintenance of its operational systems to DEF, an external company that specializes in developing and customizing platforms for financial institutions. DEF is located in Bermuda.

You are hired as a risk management consultant by ABC's Vice President of Strategy Planning (VP).

You are given the following information:

- Currently, direct insurers send their data and financials to ABC according to a pre-arranged schedule.
- Premium, claim, inforce, and termination data from ABC's clients are in various formats and handled separately through several of ABC's existing systems which are not capable of handling large volumes of data.
- DEF will incorporate new technologies, make use of big data, and develop a system that can unify the functionalities of all of ABC's existing legacy systems in all geographies.
- DEF will be responsible for maintaining the newly developed system after it is delivered to ABC.
- If DEF is hired, the planned timeline for the development and transition is two years.
- There is disagreement amongst ABC's senior management whether to undertake this project.

(a) (3 points) The VP is concerned that hiring DEF will increase ABC's operational risk.

(i) Explain why each of the following operational risks could increase.

- People Risk
- Reputational Risk

ANSWER:

(ii) Explain how the new system could improve data quality.

ANSWER:

1. Continued

- (b) (3 points) If DEF is hired, the VP will organize a steering committee consisting of key internal stakeholders.
- (i) List and explain the steps that need to be taken by the steering committee to ensure an effective development process for the new system.

ANSWER:

- (ii) Propose three review and testing procedures that ABC can adopt to validate the new system.

ANSWER:

- (c) (3 points) You are asked to design and implement an internal control framework for ABC to effectively manage the risk of hiring DEF and implementing the new system.

Recommend four controls to be adopted in your design. Justify your answer.

ANSWER:

- (d) (1 point) Recommend whether ABC should proceed with the proposal. Justify your response.

ANSWER:

2.

(11 points) ERM Life is concerned about the impact of a potential pandemic on its mortality and liquidity risks.

In order to mitigate mortality risk, ERM Life is considering the use of either traditional or alternative risk transfer means.

(a) (2 points) ERM Life is considering the use of reinsurance to address its concerns with catastrophic mortality claims. The following reinsurance alternatives have been offered to ERM Life:

- 50% pro-rata reinsurance
- Per risk excess of loss reinsurance
- Per occurrence excess loss reinsurance
- Aggregate excess of loss reinsurance

Assess the suitability of each of these alternatives to mitigate ERM Life's catastrophe risk exposure.

ANSWER:

(b) (4 points) ERM Life is also considering the following alternative risk transfer approaches to cover catastrophic mortality claims:

- Issuing a catastrophe bond sold through a dedicated Special Purpose Vehicle (SPV)
- Participating in a self-insurance pool
- Setting up its own captive

(i) Describe each approach.

ANSWER:

(ii) Analyze the appropriateness of each approach to mitigate ERM Life's catastrophic mortality risk.

ANSWER:

2. Continued

ERM Life has agreed to a reinsurance treaty. The treaty will cost ERM Life a first-year premium of \$10 million to be paid one week from today. ERM Life will pay for this premium by liquidating some equity shares of its asset portfolio. ERM Life owns 100,000 shares of Stock Company with a market price of \$103.00 per share as of today.

ERM Life is considering two options:

- 1st option: Liquidate 100,000 shares immediately
- 2nd option: Liquidate 20,000 shares each of the next five trading days

(c) (0.5 points) Describe the asset liquidity impact of each option.

ANSWER:

(d) (4.5 points) It has been suggested that ERM Life use liquidity-adjusted VaR (LVaR) to inform its decision on how to pay the reinsurance premium. You are given the following information for the liquidation options:

- Price impact of the 1st option: \$257,500
- Price impact of the 2nd option: \$51,500
- Asset portfolio VaR for 2nd option: \$361,623

(i) Recommend which liquidation option ERM Life should implement in order to pay the reinsurance premium. Justify your answer.

ANSWER:

(ii) Describe other aspects of asset and liability liquidity risks that ERM Life should consider when entering into this transaction.

ANSWER:

(iii) Describe two other relevant risks that ERM Life should consider when entering into this transaction.

ANSWER:

3.

(8 points) You work on the credit risk management team at a large insurance company. Your team's responsibilities include analyzing credit risks of the company's fixed income portfolio.

(a) (2 points) There are several modeling approaches used for estimating default probabilities, including:

- Merton's model
- KMV Moody's
- Models incorporating bond prices

(i) Compare and contrast the structure and use of reduced-form models and structural models.

ANSWER:

(ii) Identify whether each of these models is a reduced-form model or a structural model. Justify your response.

ANSWER:

(b) (1 point) Using bond prices, the credit spread of a bond can be calculated and used to estimate the expected credit loss. Thus, your colleague claims that if bond A has higher spread than bond B, bond A must have higher probability of default than bond B.

Explain whether your colleague's statement is correct.

ANSWER:

3. Continued

(c) (5 points) Your team has been working on a project using simulations to estimate tail credit loss of the company's portfolio. You use copulas in the simulations to capture the dependencies between credit losses on bonds in the portfolio. You are given the following information:

- The time horizon is one year.
- The returns of each bond issuer's asset portfolio are simulated assuming they follow a lognormal random walk.
- A correlation matrix of the returns of the bond issuers' assets.
- The following have already been estimated for each bond issuer: the growth rate of the asset value, the volatility of the asset value, default threshold, exposure, and loss given default.

(i) Describe the steps to simulate the asset values of the bond issuers and to calculate credit loss of your company's portfolio using a Gaussian Copula. You do not need to give any formulas.

ANSWER:

(ii) Your other choice of copula is Student's t.

Describe how the simulation process would need to change in order to incorporate a Student's t copula into the simulation. You do not need to give any formula.

ANSWER:

(iii) You run two simulations, each generating 10,000 samples – one using a Gaussian copula and the other using a Student's t copula. You then calculate the credit loss at the 99th percentile from each simulation.

Compare the VaR(99) results you would expect between the two simulations. Justify your answer.

ANSWER:

3. Continued

- (iv) Recommend which copula should be implemented. Justify your recommendation.

ANSWER:

**Questions 4 through 6 pertain to the Case Study.
Each question should be answered independently**

4.

(10 points) Refer to Sections 1.8 and 1.9 of the Case Study.

In anticipation of future consumer behavior, Giant Auto Motors (GAM) has decided to enter the battery electric vehicle (BEV) market. Caerus has been hired by GAM to help develop risk metrics for this venture.

GAM has identified companies A and B as potential suppliers of the parts needed for its BEVs. If the chosen supplier becomes insolvent, disruptions in the supply chain could lead to production issues. GAM wants to pick the company that is least likely to default over the next five years.

Both companies are large borrowers and heavily traded on the stock market. Your boss wants to use the Merton model to determine the default probabilities.

The Merton model and the financial data for both firms as of December 31, 2020 are shown below.

$$\Pr(X_T \leq B) = \Phi \left(\frac{\ln \left(\frac{B}{X_0} \right) - \left(r_x - \frac{\sigma_x^2}{2} \right) T}{\sigma_x \sqrt{T}} \right)$$

Company	Total Asset Value (in millions)	Expected Growth Rate	Volatility of Growth Rate	Total Amount of Company's Borrowing (in millions)	Time of Lump Sum Payment of Company's Debt
A	\$5,000	5%	35%	\$1,000	5 years from today
B	\$8,000	7%	25%	\$2,000	5 years from today

4. Continued

(a) (4 points)

- (i) Assess the appropriateness of using the Merton model to measure the solvency of companies A and B.

ANSWER:

- (ii) Propose one alternative method GAM could use to measure the solvency of its supplier. Justify your proposal.

ANSWER:

- (iii) Demonstrate that Company B is preferable to Company A, as of December 31, 2020, using the Merton model. Show all work.

ANSWER:

4. Continued

(b) (4 points) GAM's management is concerned with the cost of lithium which heavily influences the price of the batteries and, therefore, the overall production cost of BEVs. Caerus has determined that lithium prices can be described using geometric Brownian motion.

(i) Describe a process for using Monte Carlo simulation to calculate VaR(99) for lithium prices over the next n years.

ANSWER:

(ii) Explain how the volatility of battery prices could be mitigated using:

- A forward contract on lithium
- A futures contract on lithium

ANSWER:

(iii) Recommend whether GAM should use a forward or a futures contract for lithium to hedge against battery price volatility. Justify your recommendation.

ANSWER:

4. Continued

(c) (2 points) In response to the board meeting described in section 1.9 of the Case Study, your team has been asked to perform scenario analysis regarding GAM's strategy.

(i) Explain why using a synthetic scenario for the analysis would be more beneficial than a historical scenario in this situation.

ANSWER:

(ii) Design a company-specific synthetic stress scenario that could be applied to the situation where GAM remains in the PCV market. Support your answer using evidence from the Case Study.

ANSWER:

**Questions 4 through 6 pertain to the Case Study.
Each question should be answered independently**

5.

(12 points) You work as a consultant with Caerus and have been assigned to the Energetix account. Refer to section 1.11 of the Case Study.

You have been asked to develop a strategy to address emerging risks in the energy industry and to establish a risk appetite statement for specific emerging risks.

- (a) (3 points) Your initial task requires assessing key emerging risks that are relevant to Energetix.
- (i) Describe the process of environmental scanning as part of an emerging risk review.

ANSWER:

- (ii) Explain how a balanced environmental scanning approach could be used by Energetix to assess the potential emerging risks related to:
- Regulatory change
 - Cybersecurity threats

ANSWER:

5. Continued

(b) (4 points) You plan to coordinate scenario planning for key risks across Energetix's various subsidiaries. Caerus has identified key risk factors related to the Energy Utility Industry, and you have elaborated major themes that characterize plausible developments as follows:

1. Regulatory changes related to the environment and the potential impact of global climate change
2. Operational activities that impact the reputation or financial condition of the company.

(i) Describe a relevant scenario, specific to Energetix, for each theme.

ANSWER:

(ii) Outline the remaining steps in the scenario planning process.

ANSWER:

(iii) Provide a relevant example for each step identified in (ii) using one of your scenarios from (i).

ANSWER:

5. Continued

- (c) (5 points) The Energetix Board has developed a new qualitative risk appetite statement for cybersecurity risk as follows:

“Any material damage to Energetix’s reputation or interruption of business from a cybersecurity event is unacceptable.”

The Energetix CRO wants more specific limits and has asked you to help establish a quantitative risk appetite statement for cybersecurity risk.

- (i) Identify the challenges with translating a qualitative statement into a quantitative one for cybersecurity risk.

ANSWER:

- (ii) Energetix initially proposes a quantitative risk appetite statement, as follows:

“The company cannot lose more than 20 percent of value in a cybersecurity event.”

Propose a modification to the above statement incorporating each of the following:

- Energetix’s current balance sheet and income statement
- Historical experience in data breaches and operational failures.

Explain your reasoning.

ANSWER:

- (iii) Recommend two enhancements that Energetix could implement to support compliance with the cybersecurity risk appetite statement that you proposed in (ii). Justify your response.

ANSWER:

**Questions 4 through 6 pertain to the Case Study.
Each question should be answered independently**

6.

(9 points) Giant Auto Motors (GAM) has set the following as its strategic objectives. Refer to section 1.9 of the Case Study.

Objective	Key metric	Risk
Expand GAM's 10% ownership in current JV in China to at least 40%	Current Market Share of JV	Regulatory Changes limiting JV
Be able to produce its own BEV automotive batteries within one year	Number of batteries purchased each month should be < 90% of prior month's purchased batteries	Ability to obtain material for batteries
Become the top provider of BEV automotive batteries in China in five years	% of BEVs vs PCVs	Having the skillset in-house for continued battery improvements

GAM asked Caerus Consulting to evaluate GAM's objectives.

(a) (4 points)

- (i) Evaluate whether these objectives are the appropriate *key* strategic objectives for GAM.

ANSWER:

- (ii) Assess if the listed key metrics are suitable for measuring progress towards the stated objectives.

ANSWER:

6. Continued

(b) (3 points)

- (i) Evaluate whether the risks identified are appropriate for the corresponding objectives.

ANSWER:

- (ii) Assess if the risks identified are *key* risks for GAM. Justify your response.

ANSWER:

(c) (2 points) The following controls are suggested for the risks associated with achieving the stated objectives:

- Audit the entire production process of batteries quarterly
- Test each battery to ensure it meets the guidelines needed for all global markets in which GAM participates
- Have each order for component parts be double-checked for accuracy

Assess the effectiveness of the proposed controls for each risk when implementing a risk-based controls approach. Justify your answer.

ANSWER:

*Questions 7, 8, and 9 pertain to the Case Study and/or extension readings.
Each question should be answered independently.*

7.

(5 points) In his April 1, 2021 memo to Pierre LeGrouse, Henri Jay describes an alternative distribution method for SLIC products (see Section 4.8 of the Case Study). Pierre is interested in this distribution method but has raised concerns about the possible anti-selective behavior this initiative may foster.

- (a) (1 point) Describe two specific ways that life insurance policy applicants could use asymmetric information against SLIC when they apply for policies when using the online application.

ANSWER:

- (b) (2 points) To mitigate the risk of potential anti-selection, a junior risk analyst suggests holding confidential health and lifestyle interviews with applicants. The interviews would be conducted by trained interviewers. To minimize costs, the interviewers would be expected to conduct at least three interviews per hour.

Critique this suggestion.

ANSWER:

- (c) (2 points) The marketing department suggests adding the following question to the life insurance application in an effort to identify applicants with risky hobbies and potentially higher mortality risk:

“Do you skydive more than once per year or do you regularly engage in any other “thrill sports”?”

Critique this application question and suggest improvements, if necessary.

ANSWER:

**Questions 7, 8, and 9 pertain to the Case Study and/or extension readings.
Each question should be answered independently.**

8.

(10 points) In order to pursue an acquisition, Lyon Corporation needs to raise capital. As a result, Lyon has asked SLIC management to investigate actions that could allow SLIC to generate capital and distribute it to Lyon.

Pierre LeGrouse, CFO of SLIC, asks you to investigate whether reinsurance could raise the capital Lyon has requested.

- (a) (8 points) Pierre wants to consider Reinsurance Proposal F in George Lyon's December 11, 2020 memo (see Section 4.9 of the Case Study). This proposal came from Smart Re. In addition to the information in the memo, George forwards you the following details on the treaty terms so you can analyze the impact of a potential deal:

Business Covered	All inforce UL policies as of year-end 2020 and new business issued in 2021-2023
Inception date	January 1, 2021
Experience refund	None until 2026
Expense Allowance	100% of ceded premium in 2021 1% of ceded premium in 2022 and later
Ceding Commission	5% of statutory reserves as of December 31, 2020 No ceding commission on new sales 2021-2023
Funds withheld account	Equal to statutory reserves at the end of the prior year
Funds withheld investment credit	5% of funds withheld account, paid on December 31 each year
Cash flow timing	Initial settlement cash flow paid on inception date All other settlement cash flows are paid on December 31 of each year

- (i) (1 point) Calculate the initial cash flow from SLIC to Smart Re or Smart Re to SLIC on January 1, 2021. Show all work.

The response for this part is to be provided in the Excel spreadsheet.

8. Continued

- (ii) (3 points) Calculate the settlement cash flows from SLIC to Smart Re or Smart Re to SLIC in 2021-2023. Show all components and all work.

The response for this part is to be provided in the Excel spreadsheet.

- (iii) (3 points) Calculate SLIC's projected statutory income statement for 2021-2023, up through Income before Income Taxes. Show all work.

The response for this part is to be provided in the Excel spreadsheet.

- (iv) (1 point) Calculate SLIC's projected statutory balance sheet at the end of 2021-2023. Show all work.

The response for this part is to be provided in the Excel spreadsheet.

- (b) (2 points) SLIC and Smart Re are also considering versions of the reinsurance treaty with and without experience refund provisions.

- (i) Explain the impact on SLIC's economic capital of the proposed reinsurance treaty with no experience refund at all.

ANSWER:

- (ii) Explain the impact on SLIC's economic capital of the proposed reinsurance treaty with a material experience refund provision that applies in all future years.

ANSWER:

*Questions 7, 8, and 9 pertain to the Case Study and/or extension readings.
Each question should be answered independently.*

9.

(5 points) Tomas Lyon, CEO, has asked you to lead the team performing due diligence on a potential acquisition of AnnCo as described in Section 2.11 of the Case Study.

SLIC is interested in acquiring the legacy SPDA block and is confident it can negotiate attractive terms from AnnCo but is concerned with the interest rate risk associated with this block.

You have been asked to consider ways to mitigate the interest rate risk.

- (a) (1.5 points) Contrast the interest rate risk inherent with AnnCo's legacy block versus the interest rate risk inherent with AnnCo's currently-sold product. Provide your responses from AnnCo's perspective.

ANSWER:

9. Continued

(b) (3.5 points) Henri Jay, EVP Operations, proposed a combined hedging and investment strategy to mitigate the risk of further interest rate declines if SLIC were to assume AnnCo's legacy annuity block. The two components he proposed are:

- Apply SLIC's existing hedging program framework by using 20-year interest rate swaps and S&P 500 futures to hedge the risk
- Support the business with higher yielding investments as described in Lou Condor's April 1, 2020 proposal (Section 4.9 of the Case Study)

Critique Henri's proposal with regard to:

(i) Applying SLIC's existing VA hedging program to the SPDA block.

ANSWER:

(ii) Implementing Lou Condor's proposal to invest in higher yielding investments.

ANSWER:

****END OF EXAMINATION****