

APPENDIX B-RGLM – INFORMATION ELEMENTS AND GUIDANCE FOR A REGULATOR TO MEET BEST PRACTICES’ OBJECTIVES (WHEN REVIEWING REGULARIZED GENERALIZED LINEAR MODELS)

This appendix identifies the information that a state insurance regulator may need to review a regularized generalized linear model (GLM) used by an insurer to support a personal automobile or home insurance rating plan. Regularized GLMs include lasso, derivative lasso, lasso credibility, ridge, elastic net, and accurate generalized linear models (AGLMs). Other modeling approaches may fall within the category of regularized GLMs. The main distinguishing feature of regularized GLMs is that they have complexity penalty hyper parameters (also known as shrinkage factors), which put constraints on the model such that the coefficients are tempered from what they would be in a standard (unpenalized) GLM. Generally, if the complexity penalties in a regularized GLM are set to zero, the model indications will be identical to those achieved from a standard GLM. The list of information elements below is lengthy but not exhaustive. It is not intended to limit the authority of a regulator to request additional information in support of the model or filed rating plan. Nor is every item on the list intended to be a requirement for every filing. However, the items listed should help guide a regulator to sufficient information that helps determine if the rating plan meets state-specific filing and legal requirements.

Documentation of the design and operational details of the model will help ensure the business continuity and transparency of the models used. Documentation should be sufficiently detailed and complete to enable a qualified third party to form a sound judgment on the suitability of the model for the intended purpose. The theory, assumptions, methodologies, software, and empirical bases should be explained, as well as the data used in developing and implementing the model. Relevant testing and ongoing performance testing need to be documented. Key model limitations and overrides need to be pointed out so that stakeholders understand the circumstances under which the model does not work effectively. End-user documentation should be provided and key reports using the model results described. Major changes to the model need to be documented and shared with regulators in a timely and appropriate manner. Information technology (IT) controls should be in place, such as a record of versions, change control, and access to the model.¹

Many information elements listed below are probably confidential, proprietary, or trade secret and should be treated as such, in accordance with state laws and/or regulations. Regulators should be aware of their state laws and/or regulations on confidentiality when requesting data from insurers that may be proprietary or trade secret. For example, some proprietary models may have contractual terms (with the insurer) that prevent disclosure to the public. Without clear necessity, exposing this data to additional dissemination may compromise the model’s protection.²

Although the list of information is long, the insurer should already have internal documentation on the model for more than half of the information listed. The remaining items on the list require either minimal analysis (approximately 25%) or deeper analysis to generate for a regulator (approximately 25%).

The “Level of Importance to the Regulator’s Review” is a ranking of information a regulator may need to review, which is based on the following level criteria:

Level 1 – This information is necessary to begin the review of a predictive model. These data elements pertain to basic information about the type and structure of the model, the data and variables used, the assumptions made, and the goodness of fit. Ideally, this information would be included in the filing documentation with the initial submission of a filing made based on a predictive model.

Level 2 – This information is necessary to continue the review of all but the most basic models, such as those based only on the filer’s internal data and only including variables that are in the filed rating plan. These data elements provide more detailed information about the model and address questions arising from review of the information in Level 1. Insurers concerned with speed to market may also want to include this information in the filing documentation.

Level 3 – This information is necessary to continue the review of a model where concerns have been raised and not resolved based on review of the information in Level 1 and Level 2. These data elements address even more detailed aspects of the model. This information does not necessarily need to be included with the initial submission, unless specifically requested by a particular state, as it is typically requested only if the reviewer has concerns that the model may not comply with state laws and/or regulations.

¹ Bourdeau, M. (2016). Model risk management: An overview. *The Modeling Platform*, (4).
<https://www.soa.org/globalassets/assets/library/newsletters/the-modeling-platform/2016/december/mp-2016-iss4.pdf>.

² There are some models that are made public by the vendor and would not result in a hindrance of the model’s protection.

Level 4 – This information is necessary to continue the review of a model where concerns have been raised and not resolved based on the information in Level 1, Level 2, and Level 3. This most granular level of detail is addressing the basic building blocks of the model and does not necessarily need to be included by the filer with the initial submission, unless specifically requested by a particular state. It is typically requested only if the reviewer has serious concerns that the model may produce rates or rating factors that are excessive, inadequate, and/or unfairly discriminatory.

Appendix B-RGLM is focused on regularized GLMs, including lasso, derivative lasso, lasso credibility, ridge, elastic net, and AGLMs. This appendix should not be referenced in the review of other model types. Appendix B-RGLM is intended to provide state guidance for the review of rate filings based on regularized GLMs.

A. SELECTING MODEL INPUT

Section	Information Element	Level of Importance to the Regulator's Review	Comments
1. Available Data Sources			
A.1.a	Review the details of sources for both insurance and non-insurance data used as input to the model, ensuring that only necessary sources for filed input characteristics are included in the filed model.	1	<p>Request details of data sources, whether internal to the company or from external sources. For insurance experience (policy or claim), determine whether data is aggregated by calendar, accident, fiscal, or policy year and when it was last evaluated. For each data source, get a list of all data elements used as input to the model that came from that source. For insurance data, get a list all companies whose data is included in the datasets.</p> <p>Request details of any non-insurance data used (customer-provided or other), whether the data was collected by use of a questionnaire/checklist, whether data was voluntarily reported by the applicant, and whether any of the data is subject to the federal Fair Credit Reporting Act (FCRA). If the data is from an outside source, find out what steps were taken to verify the data was accurate, complete, and unbiased in terms of relevant and representative time frame, representative of potential exposures, and lacking in obvious correlation to protected classes.</p> <p>Note: Reviewing source details should not make a difference when the model is new or refreshed; refreshed models would report the prior version list with the incremental changes due to the refresh.</p>
A.1.b	Reconcile aggregated insurance data underlying the model with available external insurance reports.	4	<p>Accuracy of insurance data should be reviewed. It is assumed that the data in the insurer's data banks is subject to routine internal company audits and reconciliation. "Aggregated data" is straight from the insurer's data banks without further modification (i.e., not scrubbed or transformed for the purposes of modeling). In other words, the data would not have been specifically modified for the purpose of model building. The company should conduct a reasonability check to ensure that the data aligns with other audited sources.</p>

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A.1.c	Review the geographic scope and geographic exposure distribution of the raw data for relevance to the state where the model is filed.	2	Many models are developed using a countrywide or a regional dataset. The company should explain how the data used to build the model makes sense for a specific state. The regulator should inquire which states were included in the data underlying the model build, testing, and validation. The company should explain why any states were excluded from the countrywide data. The company should provide an explanation where the data came from geographically and that it is a good representation for a state, i.e., the distribution by state should not introduce a geographic bias. However, there could be a bias by peril or wind-resistant building codes. Evaluate whether the data is relevant to the loss potential for which it is being used. For example, verify that hurricane data is only used where hurricanes can occur. The company should provide a demonstration that the model fits well on the specific state or surrounding region.
2. Sub-Models			
A.2.a	Consider the relevance of (i.e., whether there is bias) of overlapping data or variables used in the model and sub-models.	1	Check if the same variables/datasets were used in the model, a sub-model, or as stand-alone rating characteristics. If so, verify the insurance company has processes and procedures in place to assess and address double-counting or redundancy.
A.2.b	Determine if the sub-model was previously approved (or accepted) by the regulatory agency.	1	<p>If the sub-model was previously approved/accepted, that may reduce the extent of the sub-model's review. If approved, obtain the tracking number(s) (e.g., state, System for Electronic Rates & Forms Filing [SERFF]), and verify when and if it was the same model currently under review.</p> <p>Note: A previous approval does not necessarily confer a guarantee of ongoing approval (e.g., when statutes and/or regulations have changed or if a model's indications have been undermined by subsequent empirical experience). However, knowing whether a model has been previously approved can help focus the regulator's efforts and determine whether the prior decision needs to be revisited. In some circumstances, direct dialogue with the vendor could be quicker and more useful.</p>

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A.2.c	Determine if the sub-model output was used as input to the regularized GLM; obtain the vendor name, as well as the name and version of the sub-model.	1	<p>To accelerate the review of the filing, it may be desirable to request (from the company), the name and contact information for a vendor representative. The company should provide the name of the third-party vendor and a contact in the event the regulator has questions. The contact can be an intermediary at the insurer (e.g., a filing specialist), who can place the regulator in direct contact with a subject matter expert (SME) at the vendor.</p> <p>Examples of such sub-models include credit/financial scoring algorithms and household composite score models. Sub-models can be evaluated separately and in the same manner as the primary model under evaluation. A sub-model contact for additional information should be provided. Sub-model SMEs may need to be brought into the conversation with regulators (whether in-house or third-party sub-models are used).</p>
A.2.d	If using catastrophe model output, identify the vendor and the model settings/assumptions used when the model was run.	1	<p>To accelerate the review of the filing, get contact information for the SME that ran the model and an SME from the vendor. The “SME” can be an intermediary at the insurer (e.g., a filing specialist), who can place the regulator in direct contact with the appropriate SMEs at the insurer or model vendor.</p> <p>For example, it is important to know hurricane model settings for storm surge, demand surge, and long-term/short-term views.</p>
A.2.e	Obtain an explanation of how catastrophe models are integrated into the model to ensure no double-counting.	1	<p>If a weather-based sub-model is input to the regularized GLM under review, loss data used to develop the model should not include loss experience associated with the weather-based sub-model. Doing so could cause distortions in the modeled results by double-counting such losses when determining relativities or loss loads in the filed rating plan.</p> <p>For example, redundant losses in the data may occur when non-hurricane wind losses are included in the data while also using a severe convective storm model in the actuarial indication. Such redundancy may also occur with the inclusion of fluvial or pluvial flood losses when using a flood model or inclusion of freeze losses when using a winter storm model.</p>
A.2.f	If using output of any scoring algorithms, obtain a list of the variables used to determine the score and provide the source of the data used to calculate the score.	1	Any sub-model should be reviewed in the same manner as the primary model that uses the sub-model's output as input. Depending on the result of item A.2.b, the importance of this item may be decreased.

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3. Adjustments to Data			
A.3.a	Determine if premium, exposure, loss, or expense data was adjusted (e.g., on-leveled, developed, trended, adjusted for catastrophe experience, or capped). If so, how? Do the adjustments vary for different segments of the data? If so, identify the segments and how the data was adjusted.	2	<p>The rating plan or indications underlying the rating plan may provide special treatment of large losses and non-modeled large loss events. If such treatments exist, the company should provide an explanation of how they were handled. These treatments need to be identified, and the company/regulator needs to determine whether model data needs to be adjusted.</p> <p>For example, should large bodily injury (BI) liability losses in the case of personal automobile insurance be excluded, or should large non-catastrophe wind/hail claims in home insurance be excluded from the model's training, test and validation data? Look for anomalies in the data that should be addressed. For example, is there an extreme loss event in the data? If other processes were used to load rates for specific loss events, how is the impact of those losses considered?</p> <p>Examples of losses that can contribute to anomalies in the data are large losses or flood, hurricane, or severe convective storm losses for personal automobile comprehensive or home insurance.</p> <p>Premium should be brought to current rate level if the target variable is calculated with a premium metric, such as loss ratio. Premium can be brought to current rate level with the extension of exposures method or the parallelogram method. Note that the premium must be on-leveled at a granular variable level for each variable included in the new model if the parallelogram method is used. Statewide on-level factors by coverage are typically sufficient for statewide rate indication development but not sufficient for models that determine rates by variable level.</p>
A.3.b	Identify adjustments that were made to aggregated data (e.g., transformations, binning, and/or categorizations). If any, identify the name of the characteristic/variable, and obtain a description of the adjustment.	1	<p>Pre-modeling binning may be unnecessary for ordinal variables in a lasso derivative or lasso credibility model, as the model will automatically set bins. Other regularized GLM approaches often group some variable levels with a base level during model fitting. However, if the insurer does bin variables or group levels before modeling, the reason should be understood.</p>

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A.3.c	Ask for aggregated data (one dataset of pre-adjusted/scrubbed data and one dataset of post-adjusted/scrubbed data) that allows the regulator to focus on the univariate distributions, and compare raw data to adjusted/binned/transformed/etc. data.	4	<p>This is most relevant for variables that have been “scrubbed” or adjusted.</p> <p>Though most regulators may never ask for aggregated data and do not plan to rebuild any models, a regulator may ask for this aggregated data or subsets of it.</p> <p>It would be useful to the regulator if the percentage of exposures and premium for missing information from the model data by category are provided. This data can be displayed in either graphical or tabular formats.</p>
A.3.d	Determine how missing data was handled.	1	<p>This is most relevant for variables that have been “scrubbed” or adjusted. The regulator should be aware of assumptions the modeler made in handling missing, null, or “not available” values in the data.</p> <p>For example, it would be helpful to the reviewer if the modeler were to provide a statement as to whether there is any systemic reason for missing data. If adjustments or recoding of values were made, they should be explained. It may also be useful to the regulator if the percentage of exposures and premium for missing information from the model data are provided. This data can be displayed in either graphical or tabular formats.</p>
A.3.e	If duplicate records exist, determine how they were handled.	1	
A.3.f	Determine if there were any material outliers identified and subsequently adjusted during the scrubbing process.	3	<p>Look for a discussion of how outliers were handled. If necessary, the regulator may want to investigate further by getting a list (with description) of the types of outliers and determine what adjustments were made to each type of outlier. To understand the filer’s response, the regulator should ask for the filer’s materiality standard.</p>
4. Data Organization			
A.4.a	Obtain documentation on the methods used to compile and organize data, including procedures to merge data from different sources or filter data based on particular characteristics and a description of any preliminary analyses, data checks, and logical tests performed on the data and the results of those tests.	2	<p>This should explain how data from separate sources was merged and/or how subsets of policies, based on selected characteristics, are filtered to be included in the data underlying the model and the rationale for that filtering.</p>
A.4.b	Obtain documentation on the insurer’s process for reviewing the appropriateness, reasonableness, consistency, and comprehensiveness of the data, including a discussion of the rational relationship the data has to the predicted variable.	2	<p>An example is when by-peril or by-coverage modeling is performed; the documentation should be for each peril/coverage and make rational sense.</p> <p>For example, if “murder” or “theft” data is used to predict the wind peril, the company should provide support and a rational explanation for their use.</p>
A.4.c	Identify material findings the company had during its data review, and obtain an explanation of any	1	<p>“None” or “N/A” may be an appropriate response.</p>

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	potential material limitations, defects, bias, or unresolved concerns found or believed to exist in the data. If issues or limitations in the data influenced modeling analysis and/or results, obtain a description of those concerns and an explanation of how modeling analysis was adjusted and/or results were impacted.		

B. BUILDING THE MODEL

Section	Information Element	Level of Importance to the Regulator's Review	Comments
1. High-Level Narrative for Building the Model			
B.1.a	Identify the type of model underlying the rate filing (e.g., lasso regression, ridge regression, elastic net regression, etc.). Understand the model's role in the rating system, and provide the reasons why that type of model is an appropriate choice for that role. Understand why a regularized GLM is preferable to a standard GLM for the specific modeling exercise.	1	<p>A main drawback of GLMs is assigning full credibility to the data, and a main benefit of penalized regression is the assignment of partial credibility to the data. The ability of regularized GLMs to help avoid overfitting through the assignment of partial credibility is expected to be a core reason for their adoption.</p> <p>It is important to understand if the model in question is a regularized GLM and, therefore, these information elements are applicable, or if it is some other model type, in which case other reasonable review approaches may be considered. There should be an explanation of why the model (using the variables included in it) is appropriate for the line of business. If by-peril or by-coverage modeling is used, the explanation should be by-peril/by-coverage. When a company is using a regularized GLM, it is helpful to understand why a penalized model is preferable to a standard GLM (without penalties for model complexity).</p> <p>Note: If the model is not a regularized GLM, the information elements in this white paper may not apply in their entirety.</p>
B.1.b	Identify the credibility complement used (if applicable). Lasso credibility is an example of a regularized GLM that contains a credibility complement. Discuss why the selected complement is reasonable.	1	<p>Many regularized GLMs are analogous in concept to a credibility weighted approach. Predictor variable values with low data volume will often result in coefficients that are closer to the credibility complement. For many regularized linear models, the implied credibility complement for each parameter is 0. However, in lasso credibility, an alternate complement of credibility can be set. The alternate complement of credibility might be based on something like the currently approved rating factors. The regulator should determine if the complement of credibility is reasonable for use since it is not driven by the latest data.</p>

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B.1.c	Identify the software used for model development. Obtain the name of the software vendor/developer, software product, and a software version reference used in model development.	3	<p>Changes in software from one model version to the next may explain if such changes, over time, contribute to changes in the modeled results. The company should provide the name of the third-party vendor and a contact in the event the regulator has questions. The contact can be an intermediary at the insurer (e.g., a filing specialist) who can place the regulator in direct contact with the appropriate SME at the vendor.</p> <p>Open-source software/programs used in model development should be identified by name and version the same as if from a vendor.</p>
B.1.d	Obtain a description how the available data was divided between model training, test, and/or validation datasets. The description should include an explanation why the selected approach was deemed most appropriate, whether the company made any further subdivisions of available data, and reasons for the subdivisions (e.g., a portion separated from training data to support testing components during model building). Determine if the validation data was accessed before model training was completed; if so, obtain an explanation of why that came to occur. Obtain a discussion of whether the model was rebuilt using all the data or if it was only based on the training data.	1	<p>The reviewer should be aware that modelers may break their data into three or just two datasets. Although the term “training” is used with little ambiguity, “test” and “validation” are terms that are sometimes interchanged, or the word “validation” may not be used at all.</p> <p>It would be unexpected if validation and/or test data were used for any purpose other than validation and/or test, prior to the selection of the final model. However, according to the Casualty Actuarial Society (CAS) monograph, <i>Generalized Linear Models for Insurance Rating</i>: “Once a final model is chosen, ... we would then go back and rebuild it using all of the data, so that the parameter estimates would be at their most credible.”</p> <p>The reviewer should note whether a company employed cross-validation techniques instead of a training/test/validation dataset approach. If cross-validation techniques were used, the reviewer should request a description of how cross-validation was done and confirm that the final model was not built on any particular subset of the data but rather the full dataset.</p>
B.1.e	Obtain a brief description of the development process, from initial concept to final model and filed rating plan.	1	The narrative should have the same scope as the filing.
B.1.f	Obtain a narrative on whether loss ratio, pure premium, or frequency/severity analyses were performed and, if separate frequency/severity modeling was performed, how pure premiums were determined.	1	
B.1.g	Identify the model's target variable.	1	A clear description of the target variable is key to understanding the purpose of the model. It may also prove useful to obtain a sample calculation of the target variable in Excel format, starting with the “raw” data for a policy or a small sample of policies, depending on the complexity of the target variable calculation.

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B.1.h	Obtain a description of the variable selection process.	1	<p>The narrative regarding the variable selection process may address matters such as the criteria upon which variables were selected or omitted, identification of the number of preliminary variables considered in developing the model versus the number of variables that remained, and any statutory or regulatory limitations that were considered when making the decisions regarding variable selection.</p> <p>The modeler should comment on the use of automated feature selection algorithms to choose predictor variables and explain how potential overfitting that can arise from these techniques was addressed.</p> <p>Certain variables may not end up used in the final model as some regularized GLM models (lasso, elastic net, etc.) will remove less significant variables.</p>
B.1.i	In conjunction with variable selection, obtain a narrative on how the company determined the granularity of the rating variables during model development.	3	<p>The narrative should include discussion of how credibility was considered in the process of determining the level of granularity of the variables selected. In derivative lasso, AGLM, and similar techniques, the granularity of ordinal variables should avoid “pre-binning,” which removes the algorithm’s ability to define a breakpoint where there should be one. The bin width should consider the amount of exposures in each bin in order to obtain credible bins. The number of bins may need to be constrained since an extremely large number of bins may be too computationally intensive.</p>
B.1.j	Determine if model input data was segmented in any way (e.g., by-coverage, by-peril, or by-form basis). If so, obtain a description of data segmentation and the reasons for data segmentation.	1	<p>The regulator would use this to follow the logic of the modeling process.</p>
2. Medium-Level Narrative for Building the Model			
B.2.a	At crucial points in model development, if selections were made among alternatives regarding model assumptions or techniques, obtain a narrative on the judgment used to make those selections.	3	
B.2.b	If post-model adjustments were made to the data and the model was rerun, obtain an explanation on the details and the rationale for those adjustments.	2	<p>Evaluate the addition or removal of variables and the model fitting. It is not necessary for the company to discuss each iteration of adding and subtracting variables, but the regulator should gain a general understanding of how these adjustments were done, including any statistical improvement measures relied upon.</p>
B.2.c	Obtain a description of the testing that was performed during the model-building process, including an explanation of the decision-making	3	<p>There should be a description of the testing that was performed during the model-building process. Examples of tests that may have been performed</p>

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	process to determine which interactions were included and which were not.		<p>include univariate testing and review of a correlation matrix.</p> <p>The number of interaction terms that could potentially be included in a model increases far more quickly than the number of “main effect” variables (i.e., the basic predictor variables that can be interacted together). Analyzing each possible interaction term individually can be unwieldy. It is typical for interaction terms to be excluded from the model by default and only included where they can be shown to be particularly important. So, as a rule of thumb, the regulator’s emphasis should be on understanding why the insurer included the interaction terms it did, rather than on why other candidate interactions were excluded.</p> <p>In some cases, however, it could be reasonable to inquire about why a particular interaction term was excluded from a model (e.g., if that interaction term was ubiquitous in similar filings and was known to be highly predictive, or if the regulator had reason to believe that the interaction term would help differentiate dissimilar risks within an excessively heterogeneous rating segment).</p>
B.2.d	For the regularized GLM, identify the link function used. Identify which distribution was used for the model (e.g., Poisson, Gaussian, log-normal, Tweedie). Obtain an explanation of why the link function and distribution were chosen. Certain distribution assumptions will involve numerical parameters. For example, a Tweedie assumed distribution will have a p power value. Obtain the specific numerical parameters associated with the distribution. If changed from the default, obtain a discussion of applicable convergence criterion.	1	Solving the regularized GLM is iterative, and the modeler can check to see if fit is improving. At some point, convergence occurs. However, when it occurs can be subjective or based on threshold criteria. If the software’s default convergence criteria were not relied upon, an explanation of any deviation should be provided. If the regularized GLM did not reach convergence, an explanation should be provided.
B.2.e	Obtain a narrative on the formula relationship between the data and the model outputs, with a definition of each model input and output. The narrative should include all coefficients necessary to evaluate the predicted pure premium, relativity, or other value for any real or hypothetical set of inputs.	2	
B.2.f	If there were data situations in which weights were used, obtain an explanation of how and why they were used.	3	Investigate whether identical records were combined to build the model.
B.2.g	Obtain the value of any additional relevant model hyperparameter(s) other than the complexity parameter. Obtain an explanation on how they were chosen.	2	The complexity hyperparameter(s) are discussed in Information Element B.2.h. Some regularized GLMs will have additional hyperparameters needed to fit the model. For example, certain smoothed terms in a generalized additive model (GAM) may require

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			selecting a number of knots.
B.2.h	Obtain the value of the applicable model complexity hyperparameter(s) and an explanation on how it was chosen.	4	Regularized GLMs have model complexity hyperparameters, which can materially impact the final model parameters. The value of the model complexity hyperparameter determines whether the model is close to a standard GLM or is significantly tempered. For most regularized GLMs, tuning the hyperparameter to maximize GINI on test data or minimize deviance on test data would be appropriate methods. For the derivative lasso method, it may be useful to review the plots of coefficients to determine if there is enough grouping of variable levels to remove reversals between adjacent variable levels. The exact value of the penalty parameter holds no meaning without context. The reviewer should focus less on the value selected but instead confirm that the process of selecting a value is sound.
B.2.i	Understand how the model would differ if different hyperparameter(s) were selected. Obtain a sensitivity analysis showing the coefficient output with higher and lower complexity hyperparameters or a plot showing coefficients by penalty value.	4	If the process for selecting a complexity hyperparameter(s) is sound, it is generally unnecessary to provide documentation on model results using alternative complexity hyperparameters. However, the regulator may want to scrutinize the hyperparameter more if the process for selecting a value does not seem sound. A regulator may decide they need more assurance that a reasonable value of complexity hyperparameter was selected. The regulator could ask for a sensitivity analysis showing how output model coefficients would differ if other hyperparameter values are used.
3. Predictor Variables			
B.3.a	Obtain a complete data dictionary, including the names, data types, definitions, and uses of each predictor variable, offset variable, control variable, proxy variable, geographic variable, geodemographic variable, and all other variables in the model used on their own or as an interaction with other variables (including sub-models and external models).	1	Data types of variables might be continuous, discrete, ordinal, Boolean, etc. Definitions should not use programming language or code. For any variable(s) intended to function as a control or offset, obtain an explanation of its purpose and impact. Also, for any use of interaction between variables, obtain an explanation of its rationale and impact.
B.3.b	Obtain a list of predictor variables considered but not used in the final model and the rationale for their removal.	4	The purpose of this requirement is to identify variables that the company finds to be predictive but ultimately may reject for reasons other than loss-cost considerations (e.g., price optimization). Also, look for variables the company tested and then rejected. This item could help address concerns about data dredging. The reasonableness of including a variable with a given significance level could depend greatly on the other variables the company evaluated for inclusion in the model and the criteria for inclusion or omission. For instance, if the company tested 1,000 similar

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			variables and selected the one with the greatest reduction in mean square error on test data, this would be a far weaker case for statistical significance than if that variable was the only one that the company evaluated. Note: Context matters.
B.3.c	Obtain a correlation matrix for all predictor variables included in the model and sub-model(s).	3	While regularized GLMs accommodate collinearity, the correlation matrix provides more information about the magnitude of correlation between variables. The company should indicate what statistic was used (e.g., Pearson, Cramer's V). The regulatory reviewer should understand what statistic was used to produce the matrix but should not prescribe the statistic.
B.3.d	Obtain a rational explanation for why an increase in each predictor variable should increase or decrease frequency, severity, loss costs, expenses, or any element or characteristic being predicted.	3	The explanation should go beyond demonstrating correlation. Considering possible causation may be relevant, but proving causation is neither practical nor expected. If no rational explanation can be provided, greater scrutiny may be appropriate. For example, the regulator should look for unfamiliar predictor variables and, if found, the regulator should seek to understand the connection that variable has to increasing or decreasing the target variable.
B.3.e	If the modeler made use of one or more dimensionality reduction techniques, such as a principal component analysis (PCA), obtain a narrative about that process, an explanation why that technique was chosen, and a description of the step-by-step process used to transform observations (usually correlated) into a set of (usually linearly uncorrelated) transformed variables. In each instance, obtain a list of the pre-transformation and post-transformation variable names, as well as an explanation of how the results of the dimensionality reduction technique were used within the model.	2	
4. Adjusting Data, Model Validation, and Goodness-of-Fit Measures			
B.4.a	Obtain a description of the methods used to assess the statistical significance/goodness-of-fit of the model to validation data, such as lift charts and statistical tests. Compare the model's projected results to historical actual results, and verify that modeled results are reasonably similar to actual results from validation data.	1	For models that are built using multistate data, validation data for some segments of risk is likely to have low credibility in individual states. Nevertheless, some regulators require model validation on state-only data, especially when analysis using state-only data contradicts the countrywide results. State-only data might be more applicable but could also be impacted by low credibility for some segments of risk. Note: It may be useful to consider geographic stability measures for territories within the state.

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B.4.b	<p>For all variables, review the appropriate parameter values and relevant demonstrations of stability. Relevant demonstrations of stability may be provided as either plots by variable of indicated factors, which also show upper bound and lower bound values (95th percentile and 5th percentile) on bootstrapped datasets, coefficient ranges across dataset folds, or p-values from a comparable standard GLM.</p>	3	<p>Statistical confidence intervals and p-values are often not available for regularized GLMs. However, there are other ways to demonstrate model stability. The regulator should not prescribe one of these methods specifically, as they may be not applicable for some forms of regularized GLMs.</p> <p>The model could be run 100+ times on bootstrapped datasets to determine the stability of model parameters. If the bootstrapped models produce a narrow range of coefficient values, this implies the model is stable. Extra scrutiny should apply if the range of coefficient values includes negative and positive values. If the bootstrapped models produce a wide range of coefficient values, this implies the model is less stable. The range could be represented visually for each predictor variable by showing a plot with predictor variable values on the X-axis and three separate lines representing mean indicated factors, the 95th percentile factors, and the 5th percentile factors. If the model was built with k-fold cross validation, the range of coefficients could be reviewed in a similar fashion.</p> <p>Narrower ranges represent a more stable model. The results may be less meaningful if more than 20 folds were used since each model run would be based on significantly similar datasets. Coefficient ranges could also be reviewed by year or by other dataset segments to assess model stability. Variable stability can also be approximated by looking at the p-values from a comparable standard GLM, which contains the same predictor variables as the regularized GLM in question.</p>

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B.4.c	Obtain evidence that the model fits the training data well for individual variables, for any relevant combinations of variables, and for the overall model.	2	<p>The steps taken during modeling to achieve goodness-of-fit are likely to be numerous and laborious to describe, but they contribute much of what is generalized about a regularized GLM.</p> <p>The regulator should not assume to know what the company did and ask, "How?" Instead, the regulator should ask what the company did and be prepared to ask follow-up questions.</p> <p>For a regularized GLM, such evidence may be available using observed versus predicted average plots by variable and overall model lift charts.</p> <p>The regulator should ask the company to provide exhibits or plots that show how the fitted average makes sense when compared to the observed average for variables of interest. Regulators would ideally review this comparison for every variable, but time constraints may limit the focus to just variables of interest. Variables of interest should include variables with high potential impacts on consumers (steep discounts or surcharges), variables without an intuitive relationship to loss, or variables that may be proxies for a protected class attribute. It is expected that the fit relativity will be different from the observed relativity for regularized GLMs as the fit relativity will be penalized towards the prior assumption or null relativity. These differences can be evaluated through the lens of credibility; items with lower exposure are expected to differ more than levels with high exposure. Low credibility datasets may see less alignment between these values in general. This credibility view is most easily applied to ordinal and categorical variables and less easily applied to continuous variables as continuous variables may extrapolate to areas with low credibility.</p> <p>Lift charts such as quantile plots demonstrate the overall model fit. The risks in the modeling data are bucketed into quantiles with equal volume representing different levels of predicted risk. Quantile plots graph the predicted averages versus the observed averages by quantile. The quantile plots should have at least 10 quantiles to demonstrate predictive accuracy across different risk levels. Decile plots may look less stable for small books of business. In these cases, it may be helpful to obtain additional lift charts with less than 10 quantiles.</p>

Section	Information Element	Level of Importance to the Regulator's Review	Comments
B.4.d	Obtain a description of how the model was tested for stability over time.	2	<p>Evaluate the build/test/validation datasets for potential time-sensitive model distortions. For example, a winter storm in year 3 of 5 can distort the model in both the testing and validation datasets.</p> <p>Obsolescence over time is a model risk (e.g., old data for a variable or a variable itself may no longer be relevant). If a model being introduced now is based on losses from years ago, the reviewer should be interested in knowing whether that model would be predictive in the proposed context. Validation using recent data from the proposed context might be requested. Obsolescence is a risk even for a new model based on recent and relevant loss data.</p> <p>The reviewer may want to inquire as to the following: What steps, if any, were taken during modeling to prevent or delay obsolescence? What controls exist to measure the rate of obsolescence? What is the plan and timeline for updating and ultimately replacing the model?</p> <p>The reviewer should also consider that as newer technologies enter the market (e.g., personal automobile), their impact may change claim activity over time (e.g., lower frequency of loss). So, it is not necessarily a bad thing that the results are not stable over time.</p>
B.4.e	Obtain a narrative on how potential concerns with overfitting were addressed.	2	
B.4.f	Obtain support demonstrating that the overall regularized GLM assumptions are appropriate.	3	<p>A visual review of plots of actual errors is usually sufficient.</p> <p>The reviewer should look for a conceptual narrative covering these topics: How does this particular regularized GLM work? Why did the rate filer do what it did? Why employ this design instead of alternatives? Why choose this particular distribution function and this particular link function? A company response may be at a fairly high level and reference industry practices.</p> <p>If the reviewer determines that the model makes no assumptions that are considered to be unreasonable, the importance of this item may be reduced.</p>
B.4.g	Obtain five to ten sample records with corresponding output from the model for those records.	4	
5. "Old Model" Versus "New Model"			
B.5.a	Obtain an explanation of why this model is an improvement to the current rating plan. If it replaces a previous model, find out why it is	2	The regulator should expect to see improvement in the new class plan's predictive ability or other sufficient reason for the change.

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	better than the one it is replacing. Determine how the company reached that conclusion, and identify metrics relied on in reaching that conclusion. Look for an explanation of any changes in calculations, assumptions, parameters, and data used to build this model from the previous model.		
B.5.b	Determine if two Lorenz curves or Gini coefficients were compared, and obtain a narrative on the conclusion drawn from this comparison.	3	<p>This information element requests a comparison of the Lorenz curve and Gini coefficient from the prior model to the Gini coefficient of proposed model. It is expected that there should be improvement in the Gini coefficient. A higher Gini coefficient indicates greater differentiation produced by the model and how well the model fits that data.</p> <p>This is relevant when one model is being updated or replaced. The regulator should expect to see improvement in the new class plan's predictive ability. One example of a comparison might be sufficient.</p> <p>Note: This comparison is not applicable to initial model introduction. The reviewer can look to the CAS monograph <i>Generalized Linear Models for Insurance Rating</i>.</p>
B.5.c	Determine if double-lift charts were analyzed, and obtain a narrative on the conclusion drawn from this analysis.	3	<p>One example of a comparison might be sufficient.</p> <p>Note: "Not applicable" is an acceptable response.</p>
B.5.d	<p>If replacing an existing model, obtain a list of any predictor variables used in the old model that are not used in the new model. Obtain an explanation of why these variables were dropped from the new model.</p> <p>Obtain a list of all new predictor variables in the new model that were not in the prior old model.</p>	2	It is useful to differentiate between old and new variables so that the regulator can prioritize more time on variables not yet reviewed.
B.5.e	If using a credibility complement, obtain variable plots that visualize the credibility complement and the model indicated as separate lines. Lasso credibility is an example of a regularized GLM that contains a credibility complement.	2	It is useful to see the coefficients as originally specified in the credibility complement, and how the model indicates these initially set coefficients should change based on the modeling data. These changes can be visualized as relativity plots that show complement relativity (initially set coefficients), indicated relativity (complement of credibility combined with modeled relativity), target relativity, and data volume (shown on a secondary axis). The combination of these four elements makes relativity plots a helpful tool for review of regularized GLMs, which have a credibility complement. The regulator should determine if the change from complement relativity to indicated relativity appears directionally appropriate based on the model target relativities and if the magnitude of the change appears reasonable.

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6. Modeler Software			
B.6.a	Request access to SMEs (e.g., modelers) who led the project, compiled the data, and/or built the model.	4	The filing should contain a contact that can put the regulator in touch with appropriate SMEs and key contributors to the model development to discuss the model.

C. THE FILED RATING PLAN

Section	Information Element	Level of Importance to the Regulator's Review	Comments
1. General Impact of Model on Rating Algorithm			
C.1.a	In the actuarial memorandum or explanatory memorandum, for each model and sub-model (including external models), look for a narrative that explains each model and its role (i.e., how it was used) in the rating system.	1	<p>The role of the model relates to how the model integrates into the rating plan as a whole and where the effects of the model are manifested within the various components of the rating plan. This is not intended as an overarching statement of the model's goal, but rather a description of how specifically the model is used.</p> <p>This item is particularly important if the role of the model cannot be immediately discerned by the reviewer from a quick review of the rate and/or rule pages. (Importance is dependent on state requirements and ease of identification by the first layer of review and escalation to the appropriate review staff.)</p>
C.1.b	Obtain an explanation of how the model was used to adjust the filed rating algorithm.	1	<p>Models are often used to produce factor-based indications, which are then used as the basis for the selected changes to the rating plan. It is the changes to the rating plan that create impacts.</p> <p>The regulator should consider asking for an explanation of how the model was used to adjust the rating algorithm.</p>
C.1.c	Obtain a complete list of characteristics/variables used in the proposed rating plan, including those used as input to the model (including sub-models and composite variables) and all other characteristics/variables (not input to the model) used to calculate a premium. For each characteristic/variable, determine if it is only input to the model, whether it is only a separate univariate rating characteristic, or whether it is both input to the model and a separate univariate rating characteristic. The list should include transparent descriptions (in plain language) of each listed characteristic/variable.	1	<p>Examples of variables used as inputs to the model and used as separate univariate rating characteristics might be criteria used to determine a rating tier or household composite characteristic.</p>

Section	Information Element	Level of Importance to the Regulator's Review	Comments
2. Relevance of Variables and Relationship to Risk of Loss			
C.2.a	Obtain a narrative regarding how the characteristics/rating variables included in the filed rating plan relate to the risk of insurance loss (or expense) for the type of insurance product being priced.	2	<p>The narrative should include a discussion of the relevance each characteristic/rating variable has on consumer behavior that would lead to a difference in risk of loss (or expense). The narrative should include a rational relationship to cost, and model results should be consistent with the expected direction of the relationship.</p> <p>Note: This explanation would not be needed if the connection between variables and risk of loss (or expense) has already been illustrated.</p>
3. Comparison of Model Outputs to Current and Selected Rating Factors			
C.3.a	Compare relativities indicated by the model to both current relativities and the insurer's selected relativities for each risk characteristic/variable in the rating plan.	1	Significant difference may vary based on the risk characteristic/variable and context. However, the movement of a selected relativity should be in the direction of the indicated relativity. If not, an explanation is necessary as to why the movement is logical.
C.3.b	Obtain documentation and support for all calculations, judgments, or adjustments that connect the model's indicated values to the selected relativities filed in the rating plan.	1	<p>The documentation should include explanations for the necessity of any such adjustments and each significant difference between the model's indicated values and the selected values. This applies even to models that produce scores, tiers, or ranges of values for which indications can be derived.</p> <p>Note: This information is especially important if differences between model-indicated values and selected values are material and/or impact one consumer population more than another.</p>
C.3.c	For each characteristic/variable used as both input to the model (including sub-models and composite variables) and as a separate univariate rating characteristic, obtain a narrative regarding how each characteristic/variable was tempered or adjusted to account for possible overlap or redundancy in what the characteristic/variable measures.	2	<p>Modeling loss ratios with these characteristics/variables as control variables would account for possible overlap. The insurer should address this possibility or other considerations. For example, tier placement models often use risk characteristics/variables that are also used elsewhere in the rating plan.</p> <p>One way to do this would be to model the loss ratios resulting from a process that already uses univariate rating variables. Then the model/composite variables would be attempting to explain the residuals.</p>
4. Responses to Data, Credibility, and Granularity Issues			
C.4.a	Determine what, if any, consideration was given to the credibility of the output data.	2	The regulator should determine at what level of granularity credibility is applied. If modeling was by-coverage, by-form, or by-peril, the company should explain how these were handled when there was not enough credible data by coverage, form, or peril to model.

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C.4.b	If the rating plan is less granular than the model, obtain an explanation of why.	2	This is applicable if the company had to combine modeled output in order to reduce the granularity of the rating plan.
C.4.c	If the rating plan is more granular than the model, obtain an explanation of why.	2	A more granular rating plan may imply that the company had to extrapolate certain rating treatments, especially at the tails of a distribution of attributes, in a manner not specified by the model indications. It may be necessary to extrapolate due to data availability or other considerations.
5. Definitions of Rating Variables			
C.5.a	Obtain a narrative regarding adjustments made to model output (e.g., transformations, binning, and/or categorizations). If adjustments were made, obtain the name of the characteristic/variable and a description of the adjustment.	2	If rating tiers or other intermediate rating categories are created from model output, the rate and/or rule pages should present these rating tiers or categories. The company should provide an explanation of how model output was translated into these rating tiers or intermediate rating categories.
6. Supporting Data			
C.6.a	Obtain aggregated state-specific, book-of-business-specific univariate historical experience data, separately for each year included in the model. This data should include loss ratio or pure premium relativities and the data underlying those calculations for each category of model output(s) proposed to be used within the rating plan. For each data element, obtain an explanation of whether it is raw or adjusted and, if the latter, obtain a detailed explanation for the adjustments.	4	For example, were losses developed/undeveloped, trended/untrended, capped/uncapped, etc.? Univariate indications should not necessarily be used to override more sophisticated multivariate indications. However, they do provide additional context and may serve as a useful reference.

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C.6.b	Obtain an explanation of any material (especially directional) differences between model indications and state-specific univariate indications.	4	<p>Multivariate indications may be reasonable as refinements to univariate indications, but possibly not for bringing about significant reversals of those indications. For instance, if the univariate indicated relativity for an attribute is 1.5 and the multivariate indicated relativity is 1.25, this is potentially a plausible application of the multivariate techniques. If, however, the univariate indicated relativity is 0.7 and the multivariate indicated relativity is 1.25, a regulator may question whether the attribute in question is negatively correlated with other determinants of risk.</p> <p>Credibility of state-level data should be considered when state indications differ from modeled results based on a broader dataset. However, the relevance of the broader dataset to the risks being priced should also be considered. Borderline reversals are not a major concern. If multivariate indications perform well against the state-level data, this should suffice. However, credibility considerations need to be taken into account as state-level segmentation comparisons may not have enough credibility.</p>
7. Consumer Impacts			
C.7.a	Obtain a listing of the top five rating variables that contribute the most to large swings in renewal premium, both as increases and decreases, as well as the top five rating variables with the largest spread of impact for both new and renewal business.	4	These rating variables may represent changes to rating factors, be newly introduced to the rating plan, or have been removed from the rating plan.
C.7.b	Determine if the company performed sensitivity testing to identify significant changes in premium due to small or incremental change in a single risk characteristic. If such testing was performed, obtain a narrative that discusses the testing and provides the results of that testing.	3	One way to see sensitivity is to analyze a graph of each risk characteristic's/variable's possible relativities. Look for significant variation between adjacent relativities, and evaluate if such variation is reasonable and credible.
C.7.c	For the proposed filing, obtain the impacts on renewal business, and describe the process used by management, if any, to mitigate those impacts.	2	Some mitigation efforts may substantially weaken the connection between premium and expected loss and expense and, hence, may be viewed as unfairly discriminatory by some states.
C.7.d	Obtain a rate disruption/dislocation analysis, demonstrating the distribution of percentage and/or dollar impacts on renewal business (created by rerating the current book of business) and sufficient information to explain the disruptions to individual consumers.	2	<p>This analysis is typically done at the state level. The analysis should include the largest dollar and percentage impacts arising from the filing, including the impacts arising specifically from the adoption of the model or changes to the model as they translate into the proposed rating plan.</p> <p>While the default request would typically be for the distribution/dislocation of impacts at the overall filing level, the regulator may need to delve into the more granular variable-specific effects of rate changes if</p>

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			there is concern about particular variables having extreme or disproportionate impacts, or significant impacts that have otherwise yet to be substantiated. See Appendix D for an example of a disruption analysis.
C.7.e	Obtain exposure distributions for the model's output variables, and show the effects of rate changes at granular and summary levels, including the overall impact on the book of business.	3	This analysis is typically done at the state level. See Appendix D for an example of an exposure distribution.
C.7.f	Identify policy characteristics, used as input to a model or sub-model, that remain static over a policy's lifetime versus those that will be updated periodically. Obtain a narrative on how the company handles policy characteristics that are listed as static, yet change over time.	3	Some examples of static policy characteristics are prior carrier tenure, prior carrier type, prior liability limits, claim history over past X years, or lapse of coverage. These are specific policy characteristics usually set at the time new business is written, used to create an insurance score or to place the business in a rating/underwriting tier, and often fixed for the life of the policy. The reviewer should be aware, and possibly concerned, how the company treats an insured over time when the insured's risk profile based on static variables changes over time but the rate charged, based on a new business insurance score or tier assignment, no longer reflects the insured's true and current risk profile. A few examples of non-static policy characteristics are age of driver, driving record, and credit information (Fair Credit Reporting Act [FCRA]-related). These are updated automatically by the company on a periodic basis, usually at renewal, with or without the policyholder explicitly informing the company.
C.7.g	Obtain a means to calculate the rate charged a consumer.	3	The filed rating plan should contain enough information for a regulator to be able to validate policy premium. However, for a complex model or rating plan, a score or premium calculator via Excel or similar means would be ideal, but this could be elicited on a case-by-case basis. The ability to calculate the rate charged could allow the regulator to perform sensitivity testing when there are small changes to a risk characteristic/variable. Note: This information may be proprietary. For the rating plan, the rate order of calculation rule may be sufficient. However, it may not be feasible for a regulator to get all the input data necessary to reproduce a model's output. Credit and telematics models are examples of model types where model output would be readily available, but the input data would not be readily available to the regulator.
C.7.h	In the filed rating plan, be aware of any non-insurance data used as input to the model	1	If the data is from a third-party source, the company should provide information on the source. Depending

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	(customer-provided or other). In order to respond to consumer inquiries, it may be necessary to inquire how consumers can verify their data and correct errors.		on the nature of the data, it may need to be documented with an overview of who owns it. The topic of consumer verification may also need to be addressed, including how consumers can verify their data and correct errors.
8. Accurate Translation of Model Into a Rating Plan			
C.8.a	Obtain sufficient information to understand how the model outputs are used within the rating system and to verify that the rating plan's manual, in fact, reflects the model output and any adjustments made to the model output.	1	The regulator can review the rating plan's manual to see that modeled output is properly reflected in the manual's rules, rates, factors, etc.
9. Efficient and Effective Review of Rate Filing			
C.9.a	Establish procedures to efficiently review rate filings and models contained therein.	1	Speed to market is an important competitive concept for insurers. Although the regulator needs to understand the rate filing before accepting the rate filing, the regulator should not request information that does not increase their understanding of the rate filing. The regulator should review the state's rate filing review process and procedures to ensure that they are fair and efficient.
C.9.b	Be knowledgeable of state laws and regulations in order to determine if the proposed rating plan (and models) are compliant with state laws and/or regulations.	1	This is a primary duty of state insurance regulators. The regulator should be knowledgeable of state laws and regulations and apply them to a rate filing fairly and efficiently. The regulator should pay special attention to prohibitions of unfair discrimination.
C.9.c	Be knowledgeable of state laws and regulations in order to determine if any information contained in the rate filing (and models) should be treated as confidential.	1	The regulator should be knowledgeable of state laws and regulations regarding confidentiality of rate filing information and apply them to a rate filing fairly and efficiently. Confidentiality of proprietary information is key to innovation and competitive markets.