



AIR WORLDWIDE: A CLASS APART

As the company that pioneered the catastrophe modeling industry, we hold ourselves to a higher standard. Our mission—to deliver best-in-class models, software, and consulting services that enable you to truly own your risk—motivates everything we do.

AIR Worldwide (AIR) offers advanced scientific models that encompass the risk from natural catastrophes and terrorism in more than 90 countries, software that helps our clients harness the full capabilities of these models in order to truly own their risk, and consulting services that support client-specific needs. We are dedicated to anticipating the needs of our clients and to the design and development of products and services that will shape the future direction of the industry.

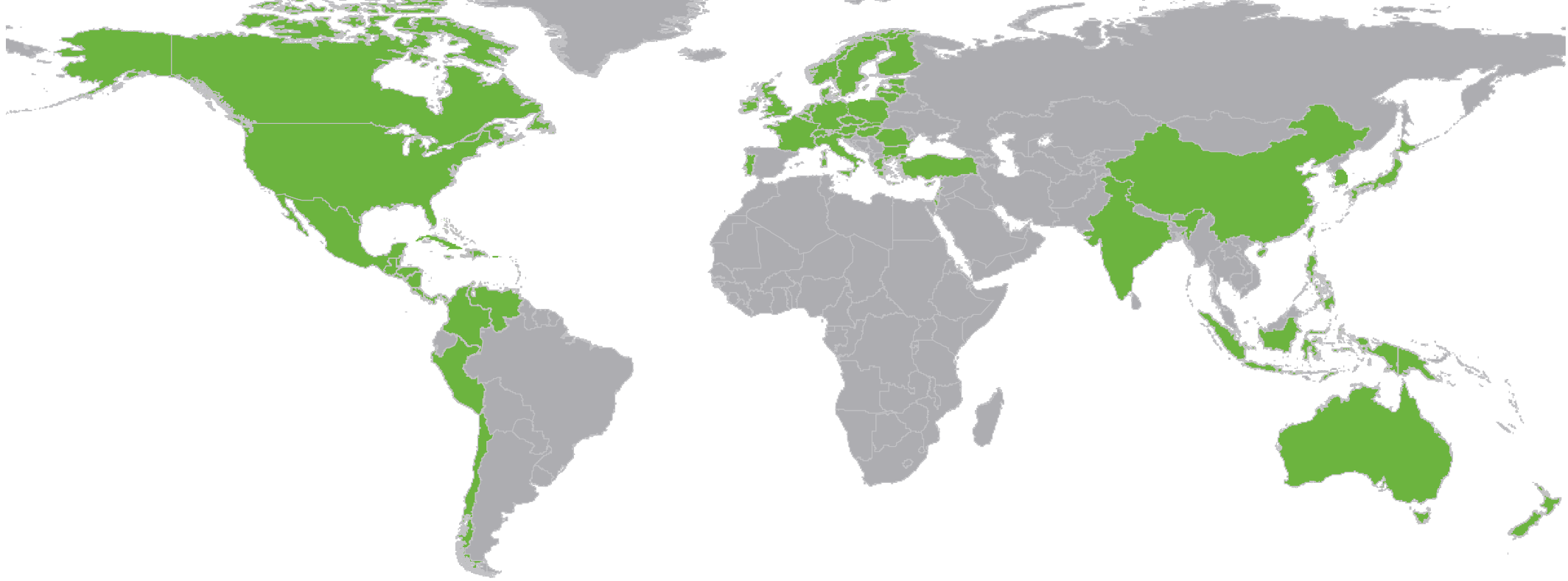
THE MOST SCIENTIFICALLY RIGOROUS CATASTROPHE MODELS IN THE INDUSTRY

Today, catastrophe model output is the basis for understanding and quantifying catastrophe risk. It is the “currency” by which risk is priced and transferred. Like currency, its value is ultimately measured by the degree to which it inspires confidence in the market.

Since 1987, AIR has maintained that confidence through a tested approach that starts with our research team—the scientists and engineers tasked with building risk assessment tools on which companies around the globe depend. AIR models are based on sophisticated simulation methods and powerful computer programs that capture how natural catastrophes behave and act upon the man-made environment.

AIR goes the extra mile to capture these interactions with great fidelity. Recognizing that hurricanes don’t stop at state borders, we are the lone modeler to explicitly model hurricane risk to the inland United States. We are also the first in the industry to combine state-of-the-art global climate models with mesoscale numerical weather prediction technology to realistically simulate precipitation and flooding across Europe. Using our award-winning Agricultural Weather Index™ technology, we have overcome traditional challenges to assessing the impact of weather on crop yields.

The years since the inception of AIR’s innovative catastrophe modeling approach have seen the models undergo a continual process of review and enhancement as new scientific findings come to light and advances in computing power come to bear.



Meanwhile, new models continue to be developed for new perils and regions—and the ongoing research of AIR’s multidisciplinary team of experts ensures that they incorporate the latest advances in seismology, meteorology, hydrology, climate science, and wind and earthquake engineering. Driven by the most rigorous scientific process in the industry today, it is no surprise that AIR has come to represent “best science.”

Our models are extensively validated against actual loss experience and findings from post-disaster surveys. They have been engineered to account for region-specific building codes and practices, and they leverage local experts from top research institutions around the globe.

FLEXIBLE SOFTWARE SOLUTIONS EMPOWER YOU TO CONDUCT ADVANCED ANALYSES

As catastrophe modeling becomes ever more integral to risk management processes, companies are demanding deeper insight into the models that guide their business decisions; they want to develop underwriting strategies custom tailored to their goals,

integrate non-modeled perils into their overall risk profile, and understand and quantify uncertainty. AIR software gives risk-exposed companies more than just reliable estimates of potential loss; it provides them with the power to conduct these advanced analyses—and, ultimately, to truly own their risk.

Powerful geospatial analytic tools, for example, allow users to visualize and interact with their exposure, hazard and loss information in order to better understand their risk and control its geographic accumulation. AIR’s approach to generating the catalogs of simulated events included in its software is also unique in its ability to enable companies to analyze the probability and loss potential of multiple-event years, while at the same time enabling them to estimate the losses to their portfolios from the individual events that make up a multiple-event season.

Our outlook may be global, but our focus is on you.

AIR software is flexible. Meeting your unique needs as they evolve is what we do, and key to this strategy is offering you choice of implementation. Our systems can be installed across your business to handle your growing, enterprise-wide demands; or deployed in the cloud for near instantaneous services that can be scaled up or down as needed. Users also have the option to implement AIR Integration Solutions to automate their catastrophe modeling workflows, thereby reducing processing times, errors and training requirements while simultaneously improving the quality of critical risk information.

AIR software caters to the needs of a diverse set of users that includes brokers, reinsurers, capital markets investors, underwriters, portfolio managers, mortgage lenders, and corporate risk managers. These professionals expect fast run times, intuitive design and more detailed information—all of which our software delivers.

A COMPREHENSIVE ARRAY OF CLIENT-FOCUSED CONSULTING SERVICES

AIR solutions extend far beyond models and software to a wide range of consulting services that are tailored to the needs of today's sophisticated risk managers.

- We know that catastrophe-exposed organizations are becoming increasingly innovative in their approach to risk transfer. AIR offers consulting services to both issuers of and investors in the ever more varied array of insurance-linked securities (ILS) being structured today. In fact, in the last five years, AIR modeling has supported more than 75% of the risk capital raised through ILS.

- Through consulting services and custom decision engines, our customized portfolio optimization solutions provide companies with analytical frameworks and repeatable processes that can be used to improve policy selection and pricing decisions, optimize participation in residual markets, and improve reinsurance contract selection.
- Our Catastrophe Risk Engineering (CRE) practice helps companies achieve a deep understanding of the risk associated with complex, high-value structures that do not lend themselves to standard modeling techniques. CRE integrates probabilistic hazard modeling with on-site investigations, site-specific earthquake and wind engineering, and state-of-the-art structural evaluations to provide reliable, defensible, and transparent information to support risk management strategies. CRE can be used to quantify, mitigate, and manage the risk associated with the impact of catastrophes on supply chain networks.

Beyond these examples, AIR's consulting and analytical services extend to exposure data consulting, risk mitigation, and support for ratemaking, to name just a few. To all of the services we offer, our consultants—among them actuaries, engineers, mathematicians, statisticians and financial analysts—bring hundreds of combined years of experience. They work with you one-on-one to ensure you understand how catastrophe loss information can best be used to inform a wide range of business decisions.

DELIVERING AWARD-WINNING CUSTOMER SERVICE

AIR is not only the scientific leader and most respected provider of risk modeling software and consulting services; we have also long been recognized for our unparalleled service to clients. By acting with integrity and transparency, we have earned awards such as "Professional Service Provider of the Year."

Our staff is intensively trained. If you need software support and training, or assistance with customized analytical projects, our teams can come to you, on-site. We also offer a variety of other resources:

- **PRODUCT SUPPORT SPECIALISTS** are available by telephone across time zones from North and South America, to Europe and Asia, ready to answer your questions and support your analyses.
- **OUR WEBSITE** provides 24-hour access to detailed model and software documentation, and a large library of articles and white papers of relevance to your risk management needs.
- **THE AIR INSTITUTE** is a center of excellence for catastrophe risk management training and education, meeting the industry's growing need for skilled catastrophe analysts.

At AIR, we recognize the growing importance to catastrophe-exposed stakeholders of obtaining reliable loss information quickly—as an actual event unfolds. In response, we mobilize. Subscribers receive frequent email alerts and online information via ALERT™ (AIR Loss Estimates in Real Time), the industry-standard service for providing loss estimates for major natural catastrophes.

To provide you with direct access to the scientists and engineers responsible for developing our models and the experts responsible for ensuring you derive full value from our software, we offer educational conferences and seminars around the globe. We also stand ready to help you address the requirements being laid out in new regulatory regimes, such as Solvency II, that govern capital requirements; AIR regulatory support includes custom product development and detailed documentation.

Our outlook may be global, but our focus is on you. From our eight offices on three continents, we search out local expertise because we recognize the value of establishing a regional presence—one that can quickly respond to the evolving needs of a growing clientele.

SERVING MARKET LEADERS FROM MORE THAN 400 GLOBAL COMPANIES

Today, almost all reinsurers and large numbers of insurers worldwide rely on the technology we pioneered. More than 400 companies

depend on AIR catastrophe model output. Numbered among AIR's U.S. clients are more than 20 of the top 25 residential insurers in Florida (the focus of U.S. hurricane risk), 6 of the top 10 U.S. commercial insurers, 10 of the top 15 U.S. personal lines insurers, 7 of the top 10 U.S. insurance brokers and 3 of the top 5 U.S. wholesale brokers. Outside the U.S., AIR's clients include the major insurers, brokers and reinsurers across the globe, in Europe, Asia, Australia, and South America. Of the global reinsurers that use catastrophe models in house, AIR clients represent 21 of the top 25.

In the insurance-linked securities (ILS) market, where high issuance continues to accentuate the growing importance of ILS as an investment option, AIR modeling has supported over 75% of the risk capital raised through insurance-linked securities since 2007.

THE VERISK ADVANTAGE

As a member of Verisk Insurance Solutions group at Verisk Analytics® (NASDAQ: VRSK), AIR capitalizes on the unparalleled resources of one of the world's foremost providers of insurance-related data, risk assessment services and decision analytics.

AIR shares the Verisk core value of helping risk-bearing industries define, measure, and manage their risk. At the same time, we tirelessly pursue transparency, scientific rigor and customer service. Together with Verisk, we continue to increase the value we provide to the industries we serve.

At AIR, we take a comprehensive approach to risk management, keeping our finger on the pulse of evolving risks, markets and regulations. In doing so, we help companies achieve financial stability and well-being. To learn more about AIR products and services, please contact us at air-worldwide.com.

It is no longer only the insurance industry that looks to us for help. Applications of AIR technology have broadened to serve the needs of corporate risk managers, government agencies, investors, and other financial institutions, and a wide variety of other stakeholders exposed to catastrophe risk.



INSURERS Insurers look to AIR for an array of solutions; from desktop and web-based underwriting systems that take full advantage of detailed risk information, to the services of skilled consultants who work one-on-one with clients to support pricing, underwriting, risk transfer, and portfolio optimization decisions, to tools designed to help property insurers and reinsurers better understand and improve their exposure data used for catastrophe analyses. The depth and breadth of AIR’s insurer-targeted solutions is the reason why U.S. insurers representing more than 60% of personal lines premium and nearly 50% of commercial lines premium currently use AIR modeling technology. Our insurer client base in European and Asia-Pacific markets includes some of the largest companies in those regions—and the numbers continue to grow.

BROKERS Modeling is an important value-added service that retail and wholesale brokers and reinsurance intermediaries offer to their clients to differentiate themselves from their competitors, and AIR is fully committed to ensuring that brokers and their clients derive maximum value from AIR model results. Catastrophe models allow retail brokers to educate the insureds they serve about their unique catastrophe risk profile. Models equip reinsurance intermediaries with the information they need to help insurers make decisions about how much risk to cede or retain given current market pricing. Modeling also provides the tools to help brokers communicate potential issues with underwriters concerning pricing and coverage. Consistent, credible information delivered by the models provides valuable insights enabling better risk management.



REINSURERS AIR offers software tools for reinsurers that make the decision-making process with respect to pricing and participation extremely efficient and that can handle exposure data of all types and resolutions. AIR’s high-quality industry exposure databases can be used to help companies with coarse data improve their catastrophe risk analyses. Recognizing that reinsurers are investors, too, AIR offers industry-leading tools for analyzing many types of financial instruments, including insurance-linked securities and industry loss warranties, that reinsurers may be looking to add to their investment portfolio. As the market grows in complexity, so does the risk landscape. In the face of a changing climate, global reinsurers must prepare for years in which they will experience multiple events resulting in significant losses. AIR’s software allows reinsurers to both analyze the probability and loss potential of multiple-event years and estimate losses to their portfolios from the individual events that make up a multiple-event season.

GOVERNMENT, CORPORATE RISK MANAGERS AND BEYOND Our offerings are always expanding. AIR performed the modeling for the first securitization of catastrophe risk by a sovereign government, and we regularly provide services to the World Bank and other international, non-governmental organizations as they assist developing countries in mitigating their natural hazard risk—including tsunami risk. In the corporate world, if a company has a highly specialized or high value property, or one that is critical to production, AIR can perform highly customized risk assessments based on on-site investigations, engineering analysis, literature review and historical data. AIR consultants also evaluate risk mitigation options both in terms of insurance and retention, as well as through physical improvements to critical components. In the finance and mortgage lending community, our web-based solutions provide a fast and economical way for lenders to perform required seismic risk screening.

ABOUT US

AIR Worldwide (AIR) is the scientific leader and most respected provider of risk modeling software and consulting services. AIR founded the catastrophe modeling industry in 1987 and today models the risk from natural catastrophes and terrorism in more than 90 countries. More than 400 insurance, reinsurance, financial, corporate, and government clients rely on AIR software and services for catastrophe risk management, insurance-linked securities, detailed site-specific wind and seismic engineering analyses, and agricultural risk management. AIR is a member of the Verisk Insurance Solutions group at Verisk Analytics (Nasdaq:VRSK) and is headquartered in Boston with additional offices in North America, Europe, and Asia. For more information, please visit www.air-worldwide.com.



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