



# TCC Insurance Study – Twin Cessna Data

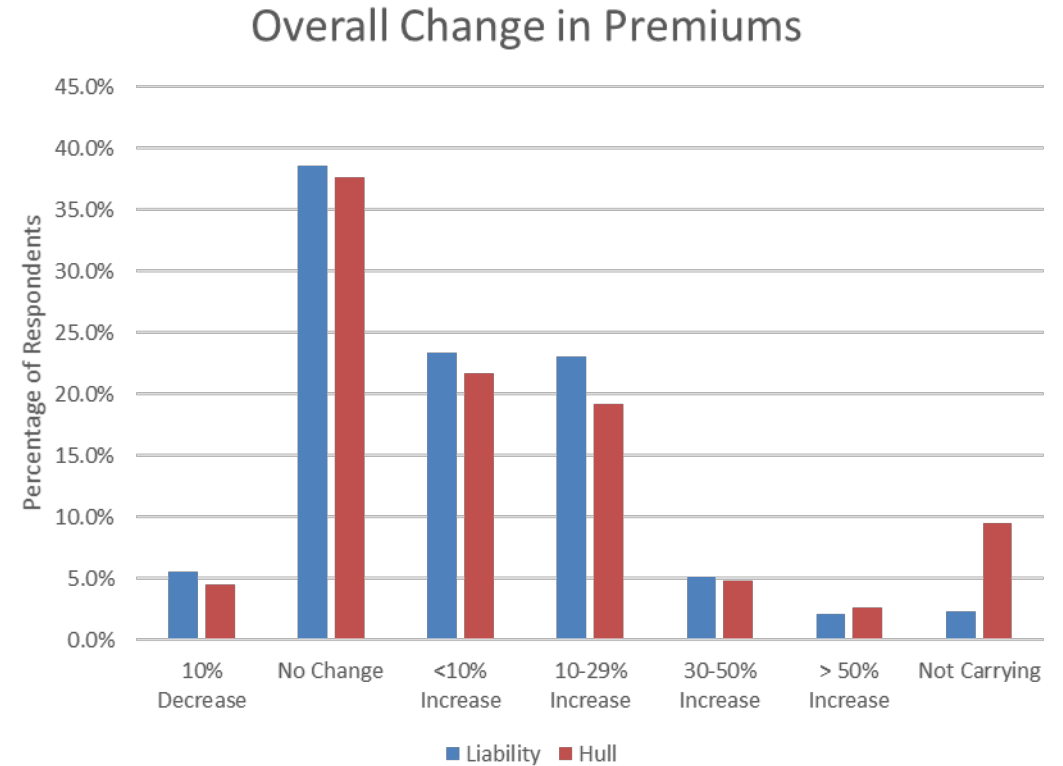
May 13, 2020

# Insurance Study Overview

- Twin Cessna Flyers and American Bonanza Society raised the red flags
- Survey Monkey survey distributed to TCC organizations
  - Over 770 responses collected
- Tableau was then used to analyze the data
- Very good cross section of data
  - All ages, large collection of aircraft types, varying certificate levels, large percentage of varying experimentals, etc.

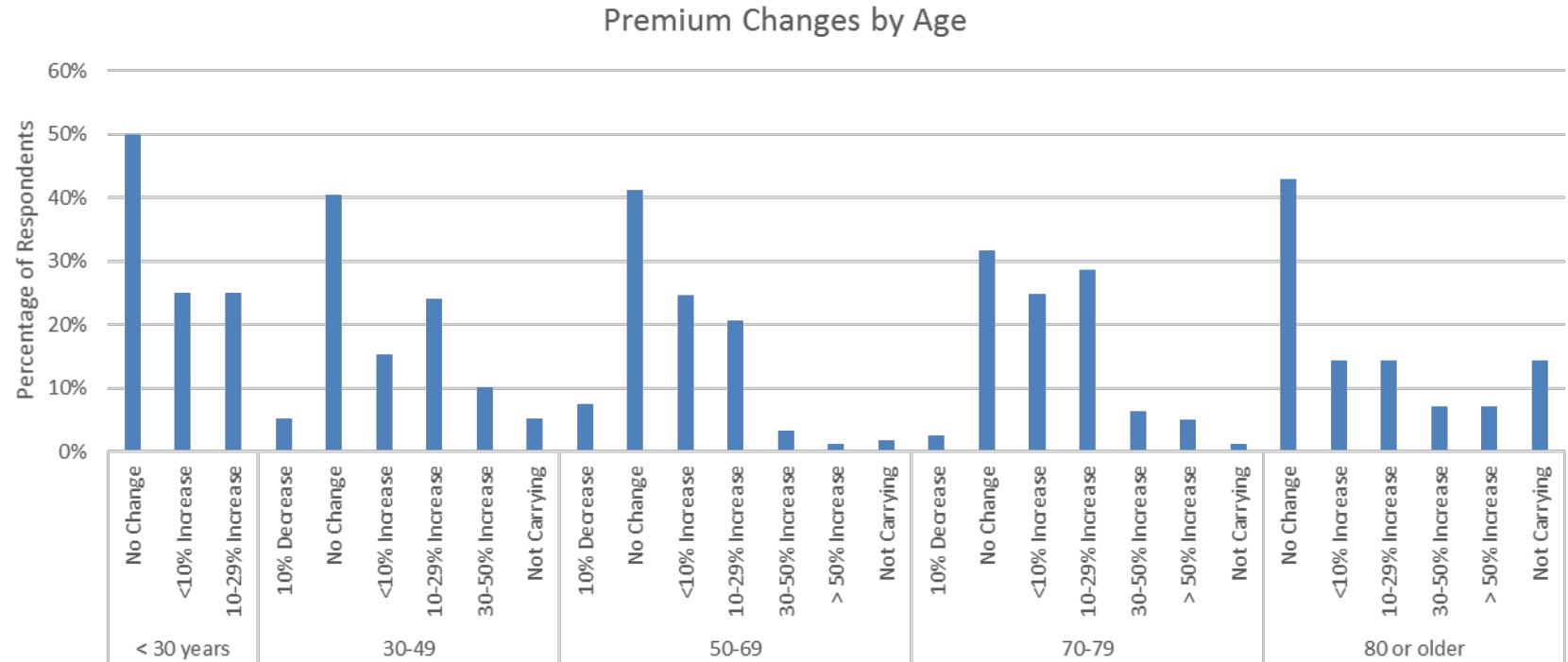
# Overall

- Very even distribution of data
- Over 60% of respondents saw a decrease, no change, or less than a 10% increase in liability or hull premiums
  - That 60% was made up of all ages and aircraft types, for reference
- Of the 10% not carrying hull insurance, ages skewed older (70-79, 80+ made up majority) with aircraft being mostly experimentals and twin Cessnas
- Hull increases seemingly lagged just behind increases in liability premiums



# Age

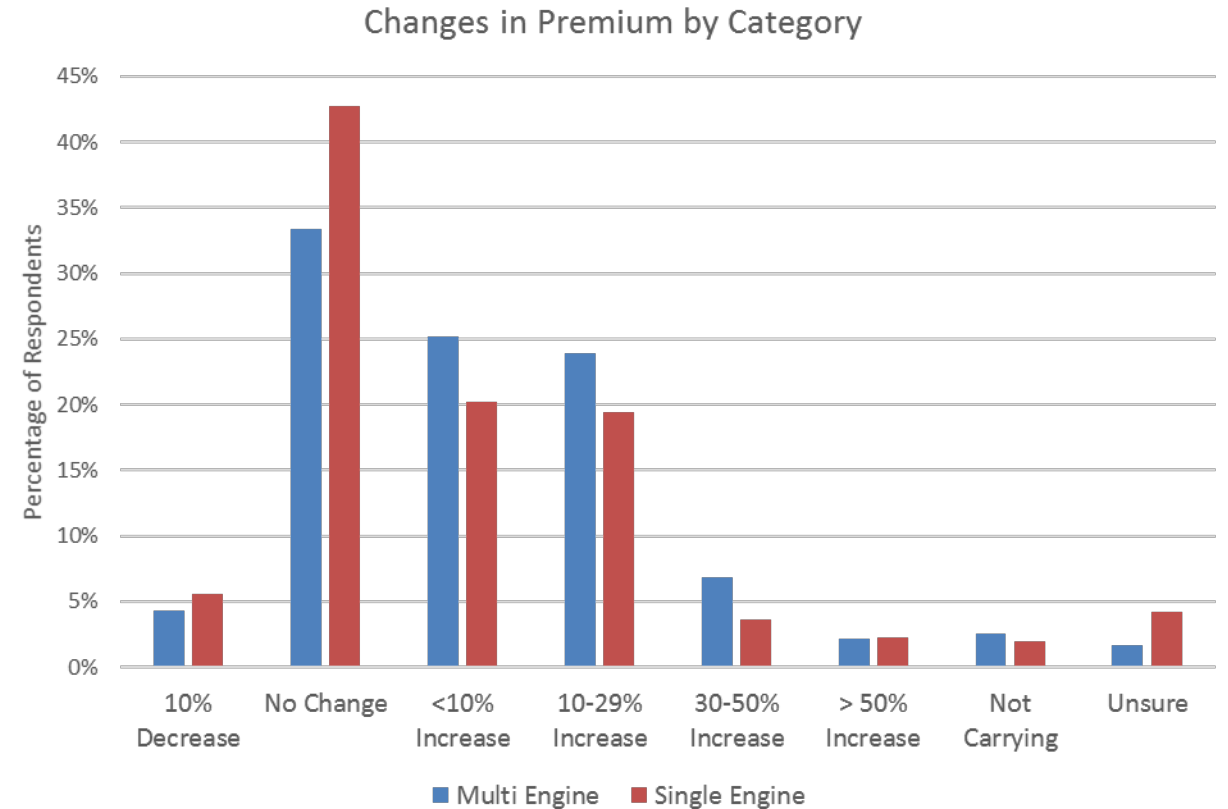
Age	Number of Records
< 30 years	6
30-49	101
50-69	385
70-79	184
80 or older	20
Prefer not to answer	2



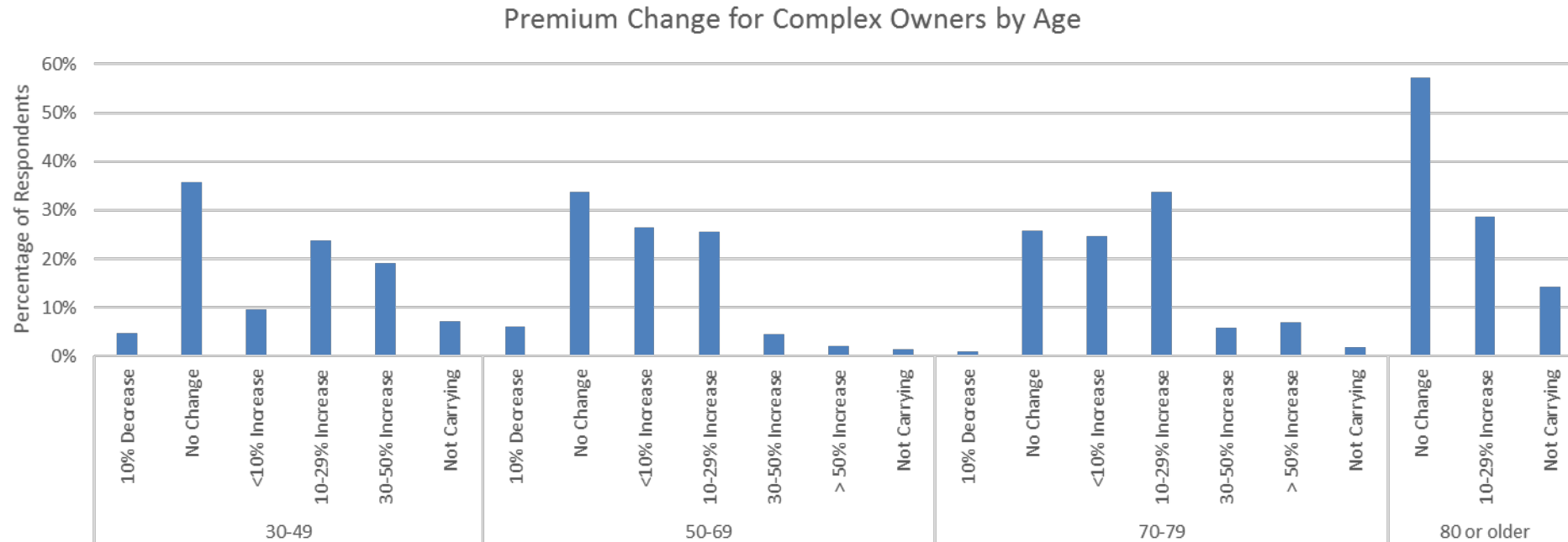
- Age **does not** seem to be the single, leading factor in premium increases. It could have a greater effect in the 70+ group, but the majority of 70-79 year olds still saw <10% increases in premiums.
- Interesting note: Many pilots in the 70-79 and 80+ categories saw no change in premiums but some noted they are now required to have annual recurrent training and/or medical renewals.

# Multi-Engine vs. Single-Engine

- Hypothesis: Multi-Engine aircraft will see greater increase than Single-Engine machines
- 234 Multi-Engine owners responded vs. 358 Single-Engine owners
- Both trended very similarly
- Interesting Note: Pressurization did not seem to have an effect on Multi premiums (specifically the Twin Cessna group)



# Age and Complex Aircraft

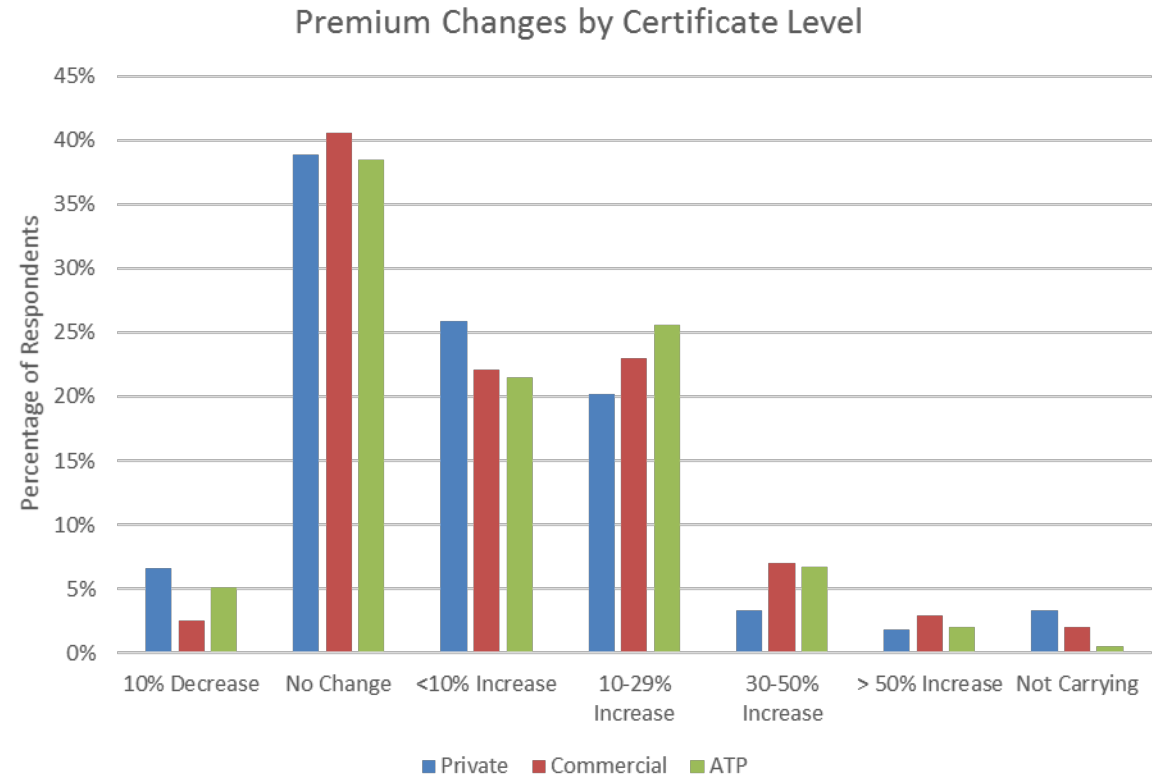


- One early hypothesis was that older pilots flying complex aircraft may see higher renewal premiums
- Varying responses by age breakdown and difficult to draw any hard conclusion that age + complex aircraft has an effect on premiums

# Pilot Certificate Level / Rating

- Hypothesis: Higher certificate levels may see lesser increases in premiums
- Data completely reflects all other data – no significant difference in premium changes between certificate types

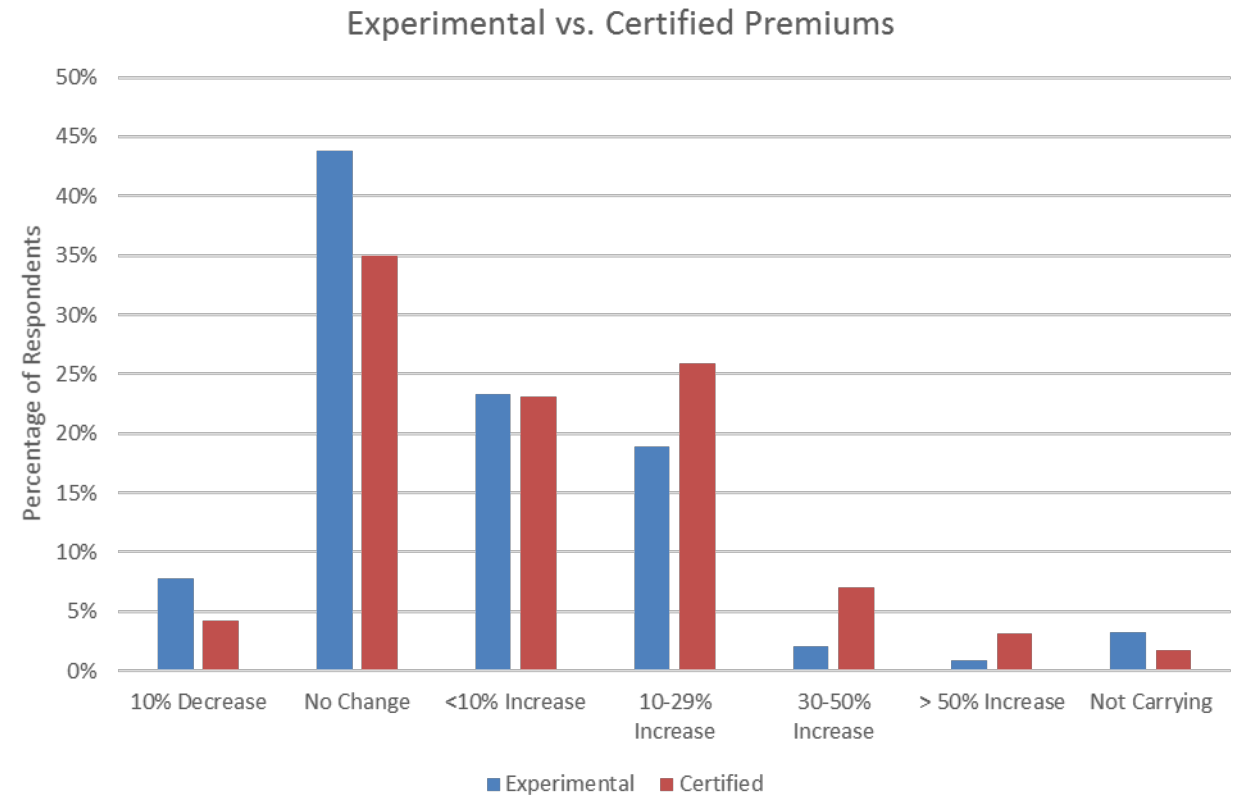
Certificate/Rating	Number of Records
Private	207
Commercial	276
ATP	216



# Experimental vs. Certified

- It does not seem that Experimentals are any different than certified aircraft when it comes to changes in premiums
- Bulk of responses trends like other areas - +/- 60% of respondents saw <10% increase
- Very diverse set of Experimental responses gave us extra confidence in that data

Category	Number of Records
Experimental	281
Certified	418

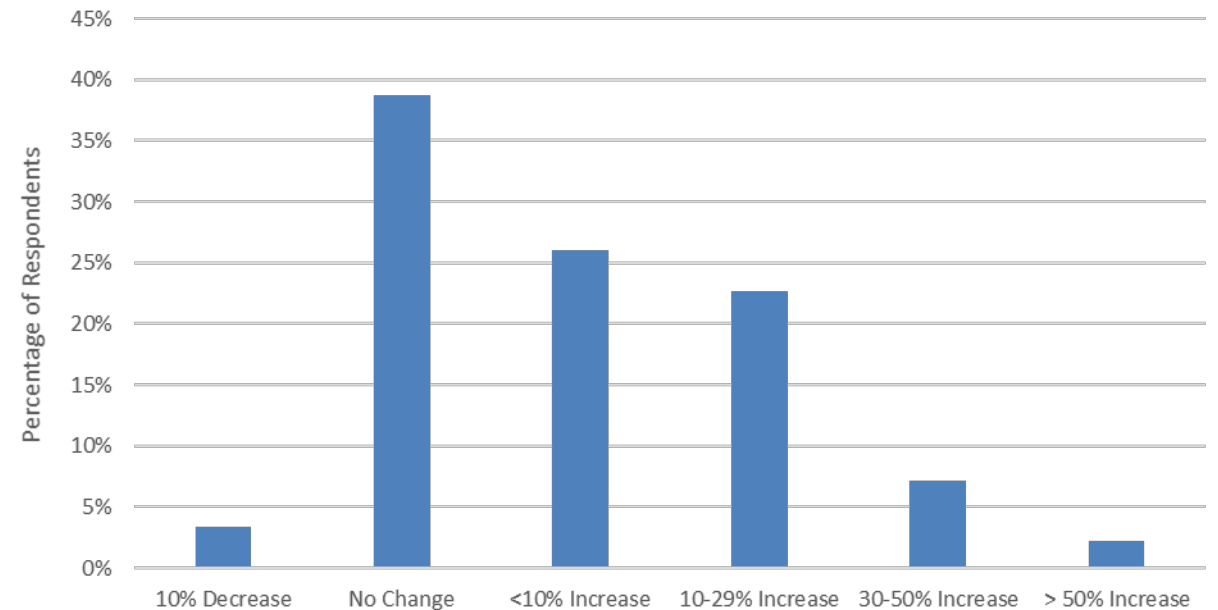




# Additional Training

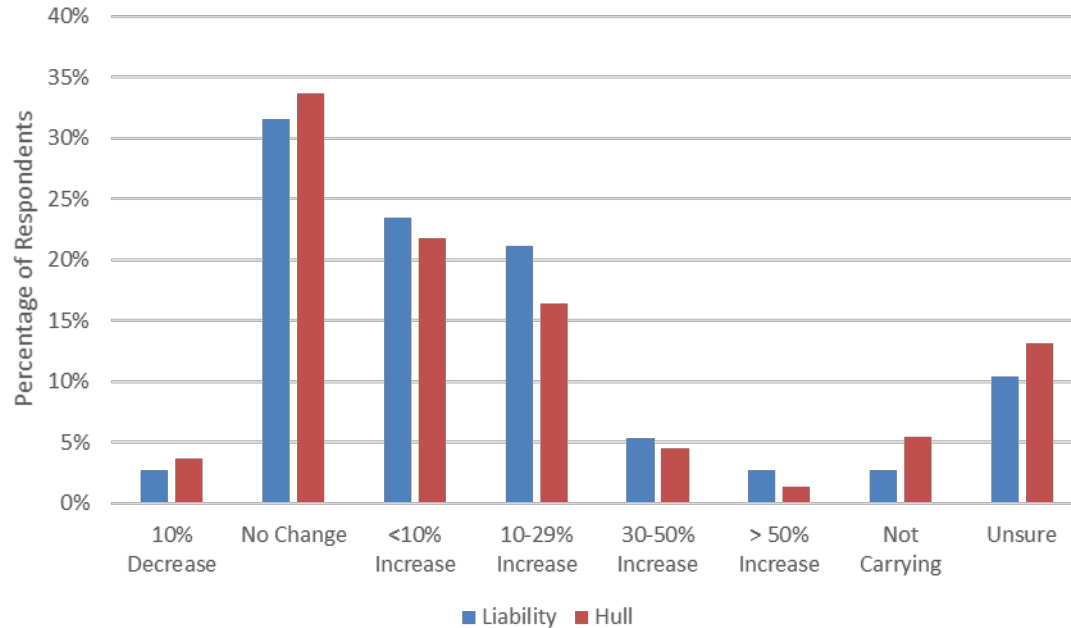
- Participants in additional training programs (i.e. Webinars, FAA WINGS program, upset recovery training, type club training, etc.) mirrored the rest of the results – hard to draw conclusion on Additional Training Programs
- Would like to look at YOY data to monitor

Additional Training Participants' Changes in Premiums

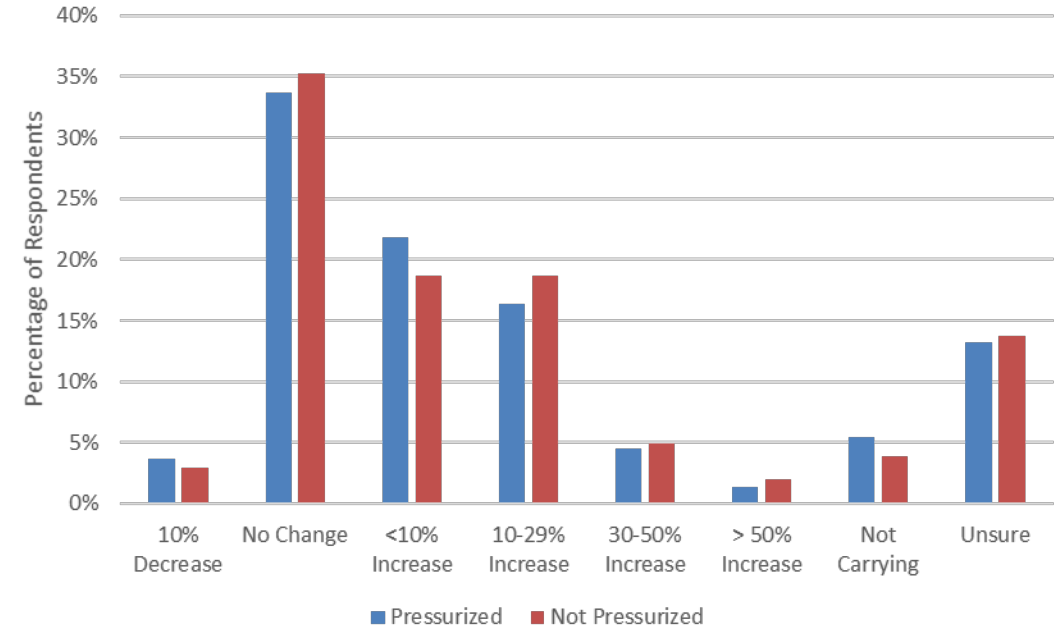


# Twin Cessna Specific Data

Premium Changes



Pressurized vs. Non-Pressurized

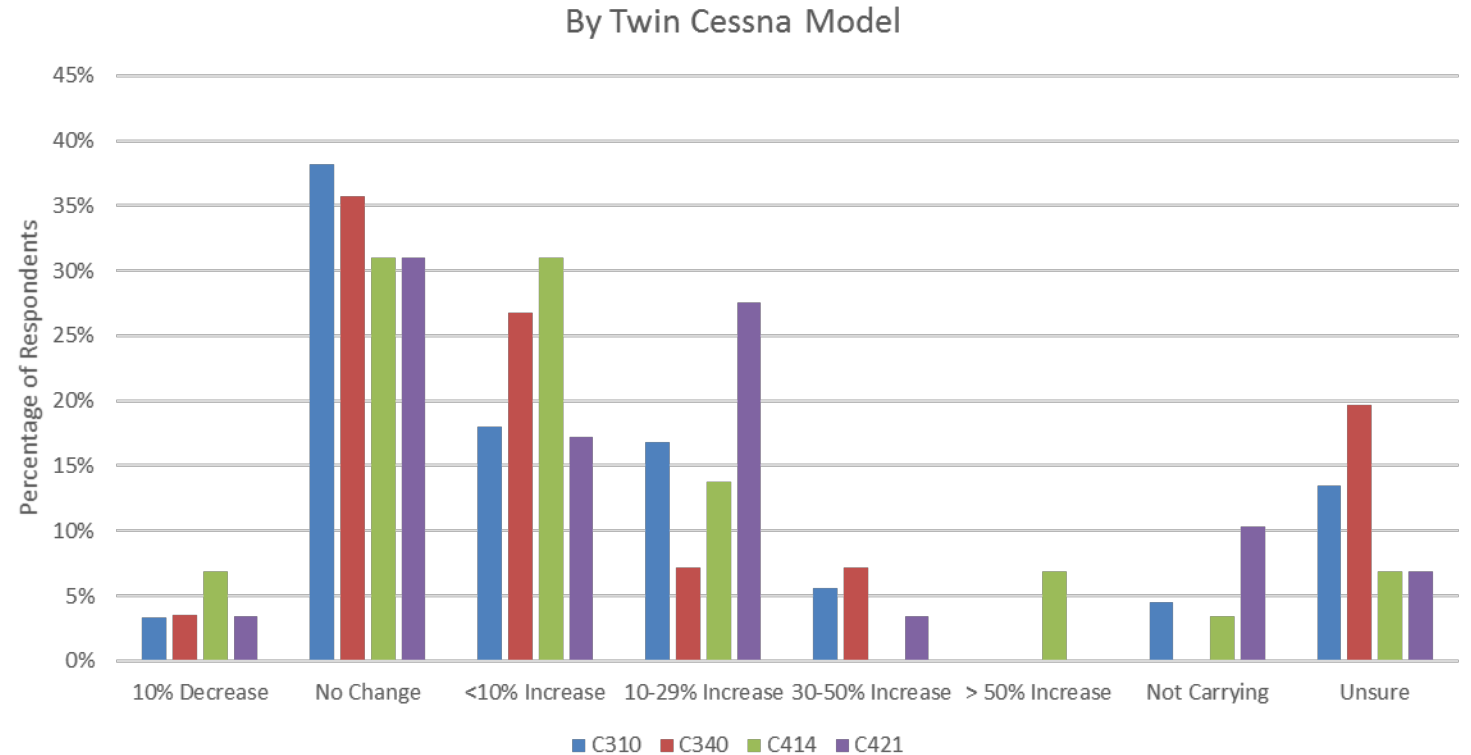


- 222 respondents total

# Twin Cessna Specific Data

- C421s seemed to incur a greater increase
- C310s seemed to see lesser increases

Model	Sample Size
C310	89
C340	56
C414	29
C421	29



# Conclusions

- We could draw a loose conclusion that age is a factor, but it did not seem to be the only driving factor
- Pilot certificate level does not seem to have a major effect on premiums
- Experimental category seems to incur the same premium as certified category
- When looking at underwriter responses, all underwriters seemed to have roughly the same percentages of change in premiums
- We need to monitor newly imposed requirements like a 3<sup>rd</sup> class or greater medical and yearly flight review for older pilot demographic
- We did not seem to find a major driving factor

Thank you for raising the red flag, Bob!