



**PHD Chamber of Commerce and Industry**  
&  
**Insurance Foundation of India**  
(A not for profit organization  
under Trust Registration Act, 1882)

## Announce

Seminar on  
**“Financial Risks  
&  
Liability Insurance”**  
Wednesday – 3<sup>rd</sup> June, 2015

## Venue & Date

PHD Chamber of Commerce and Industry,  
PHD House, 4/2, Siri Institutional Area, August  
Kranti Marg, NewDelhi- 110016 Nearest  
Metro station HauzKhas

**Wednesday – 3<sup>rd</sup> June, 2015**  
10:00 A. M. to 3.00 P. M.

## Organized by

**PHD Chamber of Commerce and Industry in  
association with Insurance Foundation of  
India**

Om Plaza (1<sup>st</sup> Floor) 430/7, Sant Nagar, East of  
Kailash, NewDelhi-110065  
Email: vp@ifingo.org  
Website: <http://www.ifingo.org>

## WHY SPECIALIZED SEMINAR ON FINANCIAL RISKS & LIABILITY INSURANCE?

In the last 20 years profile of Indian economy has changed and we are seeing large growth in Servicing Industry as a result it has become a significant player in Indian economy. IT, e commerce, exports, project exports, acquisition of companies in foreign countries by Indian Companies or inflow of PE, VC Funding from foreign investors in Indian companies especially in Pharma, IT and e commerce is resulting in changes in Board Room. These changes have resulted in need for Insurance Policies as a part of Shareholders agreement being signed between Indian Promoters & Strategic Investors or PE/VC funds.

We come across need for buying of D & OE insurance Policy or 3<sup>rd</sup> party liability insurance policy as a requirement clearly recorded in shareholders' agreement. Now a day's 3<sup>rd</sup> party liability insurance policy is required by RWA or owner of the building for getting licence from Government authorities in Haryana for issuing licence for operating lifts in Multi story towers.

Political turmoil in any part of the world can ruin an exporter or Project exporter in the event of turmoil caused by infighting, civil war or border conflict and consequently money getting blocked in hundreds of Crores and

that too for a long period. Syria, Iraq, Afghanistan Libya are few examples before us.

Credit Insurance within India is also becoming a necessity with a view to avoid bad debt. With these facts in mind we have decided to organize this thought provoking session.

## WHO SHOULD ATTEND THE PROGRAMME?

This is a good opportunity for:

- Industrialists
- Owners of Business houses
- Directors/ Independent Directors
- CEO's
- CFO's
- HR Managers
- Company Secretaries
- Specialists handling underwriting/ business development/ claims in Insurer Firms
- Corporate Lawyers guiding business houses on drafting of agreements.
- Insurance Managers
- Insurance Brokerage Firms
- Insurance Institutes

This will be an opportunity to you to upgrade yourselves to handle changing requirements in the economy.

## WHAT YOU CAN EXPECT FROM THE PROGRAMME

Multiple laws, Regulations, Factors, Internal policies (e.g. HR policy) are guiding your business in complex & continuously changing business environment. Sitting in the Board of Directors meeting without understanding these requirements and need for Insurance policies is the minimum requirement from you to make a value addition in the Board Room. In short you will be adding knowledge in 4 hours for which you may need 40 hours of study on Internet.

## SOME KEY TAKE AWAYS FOR VARIOUS STAKE HOLDERS WILL BE

- Understanding why these comparatively new type of insurance policies are needed?
- Can these insurance policies increase the market capitalization of a listed company or valuation of the closely held company undergoing due diligence for % divestment to Strategic Partner or a VC fund?
- Why knowledge of these insurance policies are a must for promoter directors/ Executive Directors or even Independent Directors, where some of them might have given personal guarantee at the time of disbursement of loan.

- Clauses pertaining to Financial Risks & Liability Insurance which you should look for when signing Share holder agreement with JV partner or VC Fund?

## TOPICS TO BE COVERED

- Importance of Project Export Credit Insurance in growing Project Export Market of India (with focus on claims history) and how stuck up payments have ruined the Indian companies?
- Credit Insurance within India – growing importance due to sudden grounding of some airlines
- Liability Insurance
- D & OE/ Errors & Omissions: Need of IT Industry, bpo, kpo or ecommerce supported by case studies within India and abroad.
- Human resource aspects & correlation with D&OE policy

## INAUGURATION/ KEYNOTE ADDRESS



Inaugural Session-Moderation by **Mr. Debjit Talapatra**, Director, PHD Chamber



Welcome Address: **Mr. Alok B. Shriram**, President, PHD Chamber of Commerce



Theme Presentation: **Mr. Yogesh Lohiya**, Chairman Insurance Committee, PHD Chamber of Commerce.

## Key Note Address by Chief Guest:



**Mr. Praveen Gupta**, Chief Executive Officer and Managing Director, Raheja QBE General Insurance Co. Ltd.

## EMINENT SPEAKERS



**Mr. Gautam Murkunde**, Head – Trade Credit Insurance, TATA AIG Gen Insurance Co. Ltd.



**Ms. Uttara Vaid**, Founder, Uttara Vaid Advisory, Mumbai



**Ms. Niharika Singh**, General Manager, IFFCO TOKIO General Insurance Company Limited.



**Mr. Farzan Khansaheb**, Chief Underwriting Officer, Raheja QBE General Insurance Co. Ltd.

## Vote of Thanks:



**Mr. S. K. Sethi**, Co-Chairman, Insurance Committee, PHD Chamber.

## DELEGATE FEE

Participation fee: **Rs. 3000/-** per individual participant.  
Group participation fee (team of 5 persons): **Rs.2500/-** each.  
Group participation fee (team of 10 persons and above): **Rs.2000/-** each.

## ACCOMODATION

This is nonresidential programme, however reasonable hotels/ guest houses are available in surrounding areas such as Panchsheel Enclave, Greater Kailash, South Extension and Hauz Khas.

Programme Coordinator will be ready to assist you in arranging the same (if required)

## CERTIFICATE

Certificates will be issued to the participants on completion of this programme.

## ABOUT THE ORGANIZERS

**PHD Chamber of Commerce and Industry**, established in 1905, is a proactive and dynamic multi-State apex Organization working at the grass-root level and with strong national and international linkages.

The Chamber acts as a catalyst in the promotion of industry, trade and entrepreneurship. PHD Chamber, through its research-based policy advocacy role, positively impacts the economic growth and development of the nation.

PHD Chamber is more than an Organization of the business community, as it lives by the chosen motto 'In Community's Life & Part of It' and contributes significantly to socio-

economic development and capacity building in several fields.

PHD Chamber's geographical span covers the 12 States of Bihar, Chhattisgarh, Delhi, Haryana, Himachal Pradesh, Jharkhand, Jammu & Kashmir, Madhya Pradesh, Punjab, Rajasthan, Uttar Pradesh, Uttarakhand and the Union Territory of Chandigarh, Apart from its headquarters in New Delhi, the Chamber has regional offices in Jammu, Shimla, Chandigarh, Lucknow, Jaipur and Bhopal.

PHD Chamber has a direct membership of over 1,600 corporate entities and serves more than 45,000 indirect members through 200 Association Members and 8 Secretarial Affiliates. The membership covers trade and industry.

**Insurance Foundation of India (IFI)** is set up under Trust Registration Act 1882 of Government of India as a not for profit organization. The main objective of IFI is to promote awareness of Insurance among masses. It also focuses on education/ seminar programmes to improve capabilities of those working for Insurance industry.

In past IFI has successfully organized various Executive Development Programmes of International standards in India with world-class faculty.

This programme was conducted in 2012 in

PHD House and was acclaimed as one the highly useful programme for industry people. At the request of Industry/ Members of PHD Chamber of Commerce and Industry this programme is being repeated/ organized.

One of the highly appreciated programmes has been 5 days Executive Development Programme (Equivalent to a semester course of MBA class of Kellogg School of Management, U.S.A.) was conducted by Prof. Howard J. Bolnick on "Insurance Market Behaviour and Health Insurance".

### **Please send the Registration to:**

**Mr. Rajesh Kumar**

Programme Coordinator

Insurance Foundation of India

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