



Full Day Training Programme on “Project Insurance”

- ❖ Erection All Risks (EAR) Insurance Policy
- ❖ Contractors All Risks (CAR) Insurance Policy
- ❖ Advance Loss of Profit Policy
- ❖ Marine Loss of Profit Policy

Date: Friday, 25 May 2018
Time: 09.30 am to 05.00 pm
Place: PHD House, New Delhi



Training Programme with Practical Orientation as our Faculty is drawn from Insurance Companies, Insurance Brokerage Firms & Insurance Surveyors and Loss Assessors

Insurance Foundation of India

(A not for profit organization under Trust Registration Act, 1882)

Om Plaza (1stFloor), 430/7, Sant Nagar,

East of Kailash, New Delhi - 110065

Phone: 011 – 46581577, Mob: 9015406030

Email: vp@ifingo.org, Web: www.ifingo.org

Why need for Specialized Industry Focused Training Programme on Project Insurance?

Indian Economy is growing at a fast pace and large amount is being invested in the following projects:

Infrastructure

- Ports/ Airports
- Highways
- Roadways
- Metro/ Rapid Metro
- High Rise Buildings
- 300 Smart Cities

Country is also focusing on “Make in India” and large amount is being invested in setting up of various manufacturing projects:

- Defence Infrastructure
- Petro Chemicals
- Power Generation
- Food Processing/ Cold Chain Supply Line
- FMCG
- Electronics/ Electrical Manufacturing

All these projects need Project Insurance Policies where all aspects of Risk are covered and hence we find that there is need for specialized training Programme on:

- Contractors All Risks (CAR) Insurance Policy
- Erection All Risks (EAR) Insurance Policy
- Advance Loss of Profit Policy
- Marine Loss of Profit Policy

All major projects and investments present great opportunities, but also have many unforeseen risks as well. The management of risk in construction projects involves both the allocation of risk under the project contracts and the management of those risks through insurance. The ability to recognize and overcome risks is crucial to the success or failure of any project.

Investors, lenders, contractors and implementors of projects are exposed to a wide range of risks which may:

- Impact the asset base
- Interrupt the revenue stream
- Affect repayments to lenders and investors

The potential risks can be divided into following three groups:

- Physical Assets Protection
- Design Engineering Risks
- Management Liability
- Financial Market and Economic reforms

Project insurance should cover ‘All-risks’ of loss or damage to the permanent and temporary works comprising the contract, including the materials, and all things used for or intended for incorporation within the contract, throughout various phases of the construction/ erection, including testing.

Objectives of the Training Programme:

This training programme will give an opportunity to participants to interact with faculty, who have vast experience of dealing with products which form part of Project Insurance. Participants will be able to learn about the experience of various organizations.

This training programme is very practical in nature and is Case Study Based to provide a practical understanding of various products which form part of Project Insurance. The aim is to discuss and come out with solutions for issues faced during purchase of these products, lodging and settlement of claims associated with the same.

The programme is structured in such a way that it promotes interaction among managers/ executives of:

- Firms who purchase Project Insurance Policies.
- Insurance companies involved in business development, selling, underwriting and managing products which are being sold to corporates.
- Insurance brokers who are most important insurance intermediary
- Surveyors & Loss Assessors
- Insurance Consultants/ Consulting Companies, who are advising clients in buying project insurance.

Topics to be covered:

Every session will be followed by Questions/ Answers so that high level of clarity is achieved.

- Contractors All Risks (CAR) Insurance Policy
- Erection All Risks (EAR) Insurance Policy
- Advance Loss of Profit Policy
- Marine Loss of Profit Policy
- Risk Management in Infrastructure Projects
- Underwriting Challenges in Infrastructure Projects.
- Claims Challenges in Infrastructure Projects
- Contractual obligations
- Contractual risk flows
- Competitive pressures
- Technological development
- Regulatory Requirements
- Claims Procedure - how to expedite it by keeping in mind the Procedural Aspects of Insurers. This will be supported with Case Studies.

Who Should Attend the Training Programme (Target Participants)?

This is a good opportunity for:

- Risk Managers/ Mangers handling purchase of insurance policies and lodging of claims on behalf of:
 1. Corporates
 2. Implementors of large Projects
 3. Manufacturing firms
 4. Large Construction Companies
 5. EPC Contractors
 6. Large Real Estate developers
- Decision makers in the large infrastructure companies
- Middle/ Senior level managers in **Insurance Companies**
- Surveyors & Loss Assessors
- Managers/ Executives of **Insurance Brokerage Firms** – Business Development/ Underwriter/ Claims Department.
- Consulting firms providing services to Infrastructure & large projects.
- Academic - Faculty members/ students specializing in General Insurance

What you can expect from the Training Programme?

This training programme on Project Insurance will provide the participants with

- Empowering the customers of project insurance in the infrastructure industry
- Providing an insurer-insured interface
- Improving Project Insurance knowledge and professional level.

Eminent Faculty Conducting this Training Programme:

Our faculty comprises of people, who are highly experienced and are responsible for decision making & authority on Project Insurance in their organization. They are up to date in their knowledge.

- **Mr. Niraj Kumar**, Consultant & Retired General Manager, The Oriental Insurance Company Ltd.
- **Mr. Thondup Tshering**, Vice President. North, Futurisk Insurance Broking Company Ltd.
- **Mr. Vimal Goyal**, Associate Director, SMC Insurance Brokers Pvt. Ltd.
- **Mr. Kalyan Prasad Sen**, Ex-International Loss Adjuster, Chief Operating Officer. The Consultants, Corporate Insurance Claim Consultants.
- **Mr. Sameer Nandwani**, Lawyer, Specializing in Insurance
- **Mr. S. K. Sethi**, VP, Insurance Foundation of India & Director, RIA Insurance Brokers Pvt. Ltd.

Training/ Participation Fee:

Participation fee (Includes Training, Study Materials & Lunch)

- Individual participant fee: **Rs.3500/**
- Group participation fee (team of 5 persons and above): **Rs.3250/-**each.
- Group participation fee (team of 10 persons and above): **Rs.3000/-**each

Accommodation:

This is non-residential Training Programme; however reasonable hotels/ guest houses are available in surrounding areas such as Panchseel Enclave, Hauz Khas, Greater Kailash &

South Extension. Programme Coordinator will be ready to assist in arranging the same (if required).

Certificate:

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

About the Organizer:

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. IFI has successfully organized various Executive Development Programmes/ Skill development Programmes of International standards in India with world-class faculty.

Under CSR project supported by PNB MetLife India Insurance Company Ltd we produced a Film “**Khushiyan Ki Suraksha**” for spreading awareness of insurance in rural areas. It is available on <https://www.youtube.com/watch?v=hzbADulcWuU>
Our project “**Bima Jagrukta Abhiyan**” has been awarded **Skoch Award** as one of the 100 top Projects undertaken in India during 2016. We are approved under 80G of the Income Tax Act 1961. IFI will be pleased to be associated with CSR Project to be undertaken by you.

Tailor Made Training Programme:

We will be pleased to conduct Training Programmes as per your requirement at your location. Let us know your requirement at vp@ifingo.org

Any Query or Registration for this Training Programme, please contact:

Mr. Rajesh Kumar, Programme Coordinator
Insurance Foundation of India
Om Plaza, 430/7, 1st Floor, Sant Nagar,
East of Kailash, New Delhi - 110065
Mob: +91- 9015406030, **Ph:** 011- 46581577
Email: vp@ifingo.org **Web:** www.ifingo.org

Training Programme Calendar - 2018

S.N.	EVENTS PLANNED	DATE
1	Project Insurance - Erection All Risks (EAR) Insurance Policy - Contractors All Risks (CAR) Insurance Policy - Advance Loss of Profit Policy - Marine Loss of Profit Policy	Delhi- 25 May 18
2	Title Insurance	Delhi- 27 July 18
3	Liability Insurance - D & O Insurance Liability	Delhi- 10 Aug 18
4	Cyber- Security, Crime & Insurance	Delhi- 14 Sep 18
5	Health Insurance	Delhi- 2 Oct 18
6	Protection & Insurance of Art, Artifacts, Art Galleries and Museums	Delhi- 08 Nov 18
7	Risk Assessment and Fire (Property) Insurance	Delhi- 14 Dec 18
8	Marine Cargo Insurance	Delhi- 11 Jan 19
9	Engineering Insurance <ul style="list-style-type: none"> • MBD Insurance/ EEI/ Steam Pressure Vessel Material Damage Policy • Loss of Profit (Consequential Loss) & Business Interruption 	Delhi- 08 Feb 19
10	Employee Benefits, Insurance & HR	Delhi 09 Mar 19

***Date are Tentative**

Recent Successful Events (2017-18)

S.N.	EVENTS	DATE
1	Risk Assessment and Fire (Property) Insurance	Delhi- 08 Dec 17
2	Marine Cargo Insurance	Delhi- 09 Feb 18
3	Summit on Skilling Rajasthan for Global Competitiveness	Jaipur- 17 Feb 18
4	Engineering Insurance <ul style="list-style-type: none"> • MBD Insurance/ EEI/ Steam Pressure Vessel Material Damage Policy • Loss of Profit (Consequential Loss) & Business Interruption 	Delhi- 16 Mar 18
5	Debtor's and Industry Protection through Insurance - Need of MSME Sector (in association with PHD Chamber of Commerce & Industry)	Delhi- 10 April 18
6	Employee Benefits, Insurance & HR	Delhi- 13 Apr 18