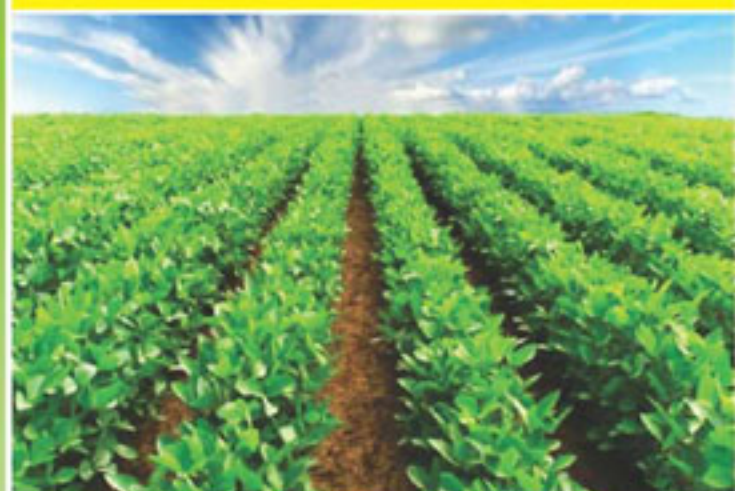




**2 Days Extensive
International
Training
Programme on
Crop Insurance**



**19 & 20 Nov, 2018
09.30 am to
05.00 pm at
PHD House,
New Delhi**



- ◆ **Training Programme will be conducted & coordinated by Dr. Olena Sosenko an International Authority on Crop Insurance.**
- ◆ **Supported by leading experts of India**
- ◆ **An opportunity to share experience with International participants**

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: 7678689961

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

Why need for Specialized Industry Focused Training Programme on Fasal Bima?

Agriculture is the backbone of the Indian Economy. Millions of farmers are engaged in agriculture production and are a major contributor to the GDP of the country

Crop Insurance under the name of Pradhan Mantri Fasal Bima has been one of the best initiatives in the recent years. This has been introduced to take care of the miseries faced by farmers due to the natural calamities

All of us agree that achievements have been great but lot has to be achieved in the coming decade so that all

- Agricultural Crops
- Cash Crops
- Horticulture Crops

Are insured, so that we can strengthen the economy of the country.

This Extensive International Training Programme on Crop Insurance is being organized, where we will have International Faculty. All aspects of crop insurance will be covered under this program. The participants will be coming not only from India but also from various foreign countries in SAARC, ASEAN . South Asian & African countries .

Objectives of the Training Programme:

This unique training program will introduce participants to principles, techniques and infrastructure of agricultural risk insurance with examples from different countries. After the training the beginners will be able to start operating with agricultural risk, the professional will deepen their knowledge and skills in this area. Participation in the training might improve the insurers performance in agricultural insurance and expand the business volume

Topics to be covered:

- Risks in agricultural production
- Risk management techniques
- Farm as a social entity
- Types of agricultural insurance

- Adopted practices in agricultural insurance worldwide
- Insurer infrastructure for agri insurance. Portfolio management
- Principles of underwriting, data collection, risk pricing
- Loss adjustment principles and techniques
- Agricultural insurance markets
- Agricultural reinsurance
- Innovative technologies in field monitoring, loss adjustment, MISes

Who Should Attend the Training Programme (Target Participants)?

- Managers and employees of insurance and reinsurance companies
- Senior officials of state Government handling Fasal Bima
- Weather Forecasting companies
- Brokers
- Consultants
- Students of agricultural universities
- Companies engaged in crop culture exercise / claim surveyors
- Product/service providers/Banks providing agricultural finance/loans
- Managers and employees of government bodies(eg Ministry of Agriculture)

What you can expect from the Training Programme?

This training Programme on Crop Insurance will provide the participants with comprehensive, multifunctional perspective on principles involved in crop insurance. This will provide an opportunity to listen to experts from not only within the country but also from foreign countries. The national and international participants together at a single platform, stands with a better opportunity to interact and get evolved.

Eminent Faculty Conducting this Training Programme:

Dr. Olena Sosenko at present is an independent Consultant at Zurich, Switzerland. Her 22 years of career experience has taken her through many

prestigious positions of Consultant, Trainer, Analyst, Creator, Project and Team Manager, Management Advisor, Risk Manager.



She is well qualified and trained person. She holds her Doctorate Degree from Institute of Plant Protection, Ukraine and Diploma MSc Biology (with distinction) from Taras Shevchenko National University, Kyiv. She is Specialist in Biology from Kiev National University, Ukraine



Dr. Olena Sosenko has a wide experience working with:



Company Name	Designation	Location
Alianz Re	Senior Agricultural Underwriter	Zurich, Switzerland
SCOR Reinsurance	Senior Agricultural Underwriter	Winterthur, Switzerland
Primacy Underwriting Agency (Agricultural Insurance)	Technical Manager	Sydney, Australia
Credo-Classik (now Uniqa)	Head of Agricultural Department	Kyiv, Ukraine
Oranta	Head of the agricultural department	Kyiv, Ukraine
Ochadmarket	Director of executive department	Kyiv, Ukraine
Rolikon	Deputy director, subsidiary manager	Kyiv and Chernihiv Oblast, Ukraine

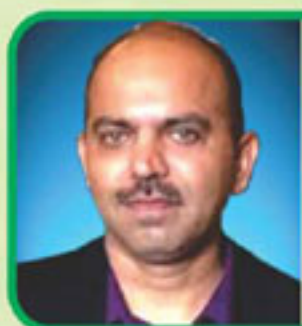
Her Supplementary Collaborations:

- Australian Government Department of Primary Industry
- Private website www.agroinsurance.com
- "Balance-Agro", the Ukrainian magazine for agro managers and accountants
- "Organizing of insurance products' trading", the Russian magazine for banks and insurance companies
- The World Bank



- Center for Ukrainian reform education (CURE) – international charitable organization (grants from USAID)

- The European Commission (Project on Agro risk management)
- The International Financial Corporation (Project on Agro development)



Inaugural session will be chaired by Dr. Ashish Bhutani, Chief Executive Officer, Pradhan Mantri Fasal Bima Yojna, Ministry of Agriculture, Govt. of India

List of Invited Faculty Comprises of

- **Ms. T.L Alamelu***, Chairman-cum- Managing Director, Agriculture Insurance Company of India Ltd.
- **Mr. Alok Aggarwal***, Executive Director, ICICI Lombard General Insurance Company Ltd.
- **Mr. Pushpendra Johari**, Head Risk & Insurance, RMSI Private Ltd.
- **Dr. Uttam Kumar Singh**, Head Technical, RMSI Private Ltd.
- **Mr. Suresh Kumar***, National Head Rural Agriculture, SBI General Insurance Company Ltd.
- **Mr. Alok Shukla**, Vice President, Agriculture & Rural Business, Bharti Axa General Insurance Company Ltd.
- **Mr. S Tripathy**, Deputy General Manager Investment Department Agriculture Re, General Insurance Corporation of India
- **Ms. Priya Kumar**, Head Crop Insurance, HDFC Ergo General Insurance Company Ltd
- **Mr. Azad Mishra**, Vice President- Crop Insurance, HDFC Ergo General Insurance Company Limited
- **Mr. Ashish Aggarwal***, Head Rural Insurance Group, Bajaj Allianz General Insurance Company Ltd
- **Mr. Rajeev Chawdhary***, Executive Vice President, Iffco Tokio General Insurance Company Limited
- **Mr. Ajay Karan Singh***, Associate Vice President, Tata AIG General Insurance Company Limited
- **Ms. Neha Aggarwal***, Tata AIG General Insurance Company Limited
- **Mr. Rajeev Chaudhary***, General Manager Agriculture Insurance Company India Ltd
- **Mr. Ajeet Phatak***, Head Agriculture India and Indian Sub Continent, Munich Re
- **Mr. S.K Sethi**, Vice President, Insurance Foundation of India

*Confirmation awaited

Training/ Participation Fee:

Participation fee (Includes Training, Study Materials & Lunch)

- Individual participant fee: **Rs. 8000/**
- Group Participation fee (Team of 3 persons and above): **Rs 7500/** (Per Participant)
- Group Participation fee (Team of 5 persons and above): **Rs 7000/** (Per Participant)

Individual Foreign participant fee: **US\$ 200**

Accommodation:

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

About the Organizers:

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.

The best part of the Training Programmes being organized by us is that faculty comprises of those, who have up to date knowledge of working in Insurance Companies, Insurance Brokerage Firms, Insurance Surveyors & Loss Assessors, Law Firms or Insurance Buyers. This results in the sharing of practical and up to date knowledge by all stakeholders and hence up gradation of the skill in

Indian Insurance Industry. This aspect is being highly appreciated in Social Media on global basis and now Insurance Foundation of India is rated as the top NGO in Insurance Training in the country and that too without Government support

Recently we had a **Training Programme on Insurance Frauds – How to Control it?** The participants decided that we as NGO should take up with the Authorities for bringing Insurance Frauds Control Act in the country so that growing Insurance Frauds (at present Rs 45000 Crores per year) can be controlled. This has been taken up as a movement by us and due representation has been sent to **Shri. Arun Jaitley**, Hon'ble Finance Minister, Government of India in September 2018. IFI will be pleased to have your support in terms of advice and or financial support. All payments are having the benefit of 80(G). A suitable receipt will be issued

Palmsure Agro Services LLP is co-founded by an aspiring young entrepreneur who has been working in crop insurance field for last 7 years. This Company is providing various services like crop cutting experiments monitoring, enrolment (Loanee & Non - loanee), Underwriting and technical support, satellite imaginary, remote sensing, drones, Artificial Intelligence (robots) to simplify various process in crop insurance scheme and speedup the claims settlement.

The company has strategic tie-ups with organizations in USA, Europe and India to provide world class services to its clients. They are working on requirements of some developing countries which are interested to provide crop insurance scheme to their farmers. The company is based out of Delhi and is committed to work on other welfare schemes for rural India and farmers.

Tailor Made Training Programme

We will be pleased to conduct Training Programme as per your requirement at your location.

Sponsorship Requests

We will be pleased to discuss sponsorship proposals.

Speaker Slots

With an open mind we will consider any such proposal.

Programme Schedule:

Sunday, 18 November 2018		
07.30 pm-09.00 pm	Inaugural Dinner	
DAY 1 - Monday,19 November 2018		
Time	Topic	Faculty
09.30 am - 10.00 am	Registration and Welcome Tea	
10.00 am - 10.10 am	Welcome Address ● Need and Flow of this Training Programme	Mr. S. K. Sethi, Vice President, Insurance Foundation of India
10.10 am - 10.55 am	Keynote Address ● Success of Fasal Bima in India ● How we achieved it? Question/ Answers	Dr. Ashish Bhutani Chief Executive Officer, Pradhan Mantri Fasal Bima Yojna, Ministry of Agriculture, Govt. of India
10.55 am - 11.20 am	Presentation- What we can achive?	Dr. Olena Sosenko Independent Consultant, Zurich, Switzerland. Experienced International Consultant/ Trainer/ Analyst/ Creator Project & Team Manager/ Management Advisor/ Risk Manager
11.20 am - 11.30 am	Tea Break	
11.30 am - 12.30 pm	● Agriculture risks and need for crop insurance ● Agri Insurance Challenges specific to developing countries	1. Mr. Alok Aggarwal Executive Director, ICICI Lombard General Insurance Company Ltd.
12.30 pm - 01.30 pm	● Types of Agri Insurance around the world	Dr. Olena Sosenko
01.30 pm - 02.00 pm	Lunch/Networking	
02.00 pm - 03.30 pm	● Adopted practices in Agri	Dr. Olena Sosenko

	Insurance Worldwide ● Insurance Infra	
03.30 pm - 05.00 pm	<ul style="list-style-type: none"> ● Index Insurance ● Area Yield Insurance Question/Answers	1. Mr Suresh Kumar, National Head-Rural Agriculture Insurance, SBI General Insurance Company Ltd. 2. Mr. Alok Shukla, VP, Agriculture & Rural Business, Bharti Axa General Insurance Company Ltd.
05.00 pm - 05.30 pm	End of the Day 1 – Summary by Mr. S.K Sethi	

Day 2- Tuesday, 20 November 2018		
Time	Topic	Faculty
09.30 am - 10.00 am	Registration and Welcome Tea	
10.00 am - 11.30 am	<ul style="list-style-type: none"> ● Crop portal + Operational challenges ● Farmer Enrollment 	1. Ms. Priya Kumar Head Crop Insurance, HDFC Ergo General Insurance Company Ltd. 2. Mr. Azad Mishra Vice President - Crop Insurance, HDFC Ergo General Insurance Company Limited. 3. Mr. Ashish Agarwal Head Rural Insurance Group, Bajaj Allianz General Insurance Company Limited.
11.30 am - 11.45 pm	Tea Break	
11.45 pm - 01.30 pm	<ul style="list-style-type: none"> ● Principles of underwriting, data collection, risk pricing ● Loss adjustment principles and techniques ● Agricultural Insurance Markets 	Dr. Olena Sosenko

1.30 pm - 02.00 pm	Lunch/Networking	
02.00 pm - 03.00 pm	Portfolio Management + agri Insurance	Dr. Olena Sosenko
03.00 pm - 04.30 pm	Panel Discussion <ul style="list-style-type: none"> ● Crop monitoring Technologies, experiment and challenges ● Use of analytics in Crop Monitoring +CCEs Question and Answers 	1. Dr. Uttam Kumar Singh, Head Technical, RMSI Private Ltd. 2. Ms. Neha Aggarwal, Tata AIG General Insurance Company Ltd. 3. Mr. Ashish Aggarwal, Head Rural Insurance Group, Bajaj Allianz General Insurance Company Limited.
04.30 pm - 04.50 pm		
04.50 pm - 05.10 pm	Distribution of certificates	

Wednesday 21 November 2018	
Time	Topic
	Field Visit
	One to One Business Discussion

Training Programme Calendar (2018-19)

SN	EVENTS PLANNED	DATE
1	Emerging Risks & Liability Insurance	Delhi- 12 Oct 2018

2	Crop Insurance - Extensive 2 Days International Training Programme by International Faculty Dr. Olena Sosenko from Switzerland	Delhi- 19-20 Nov 2018
3	2 Days-Training Programme On:	
a	Engineering Insurance	Ludhiana -7 Dec 2018*
b	Marine Cargo Insurance	Ludhiana -8 Dec 2018*
4	Marine Cargo Insurance	Delhi- 14 Dec 2018*
5	Health Insurance	Delhi- 21 Dec 2018*
6	Protection & Insurance of Art, Artifacts, Art Galleries and Museums	Delhi- 11 Jan 2019*
7	Risk Assessment and Fire (Property) Insurance	Delhi- 08 Feb 2019*
8	Engineering Insurance ● MBD Insurance/ EEI/ Steam Pressure Vessel Material Damage Policy ● Loss of Profit & Business Interruption	Delhi- 12 Apr 2019*
8	Employee Benefits, Insurance & HR	Delhi- 10 May 2019*
*Date are Tentative		

Recent Successful Events (2017-18)

SN	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 ● MBD Insurance/ EEI/ Steam Pressure Vessel Material Damage Policy ● Loss of Profit & 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
7	Project Insurance ● Erection All Risks (EAR) Insurance ● Contractors All Risks (CAR) Insurance Advance Loss of Profit ● Marine Loss of Profit	Delhi- 25 May 18
8	Training Programme Insurance Frauds - How to Control it?	Delhi-24 Aug 18
9	Insurance Conclave (Supporting Insurance Alerts)	Mumbai- 27 Aug 18



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

Ms. Shveta Kaushal

Programme Coordinator

Insurance Foundation of India

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