



2 Days Workshop on

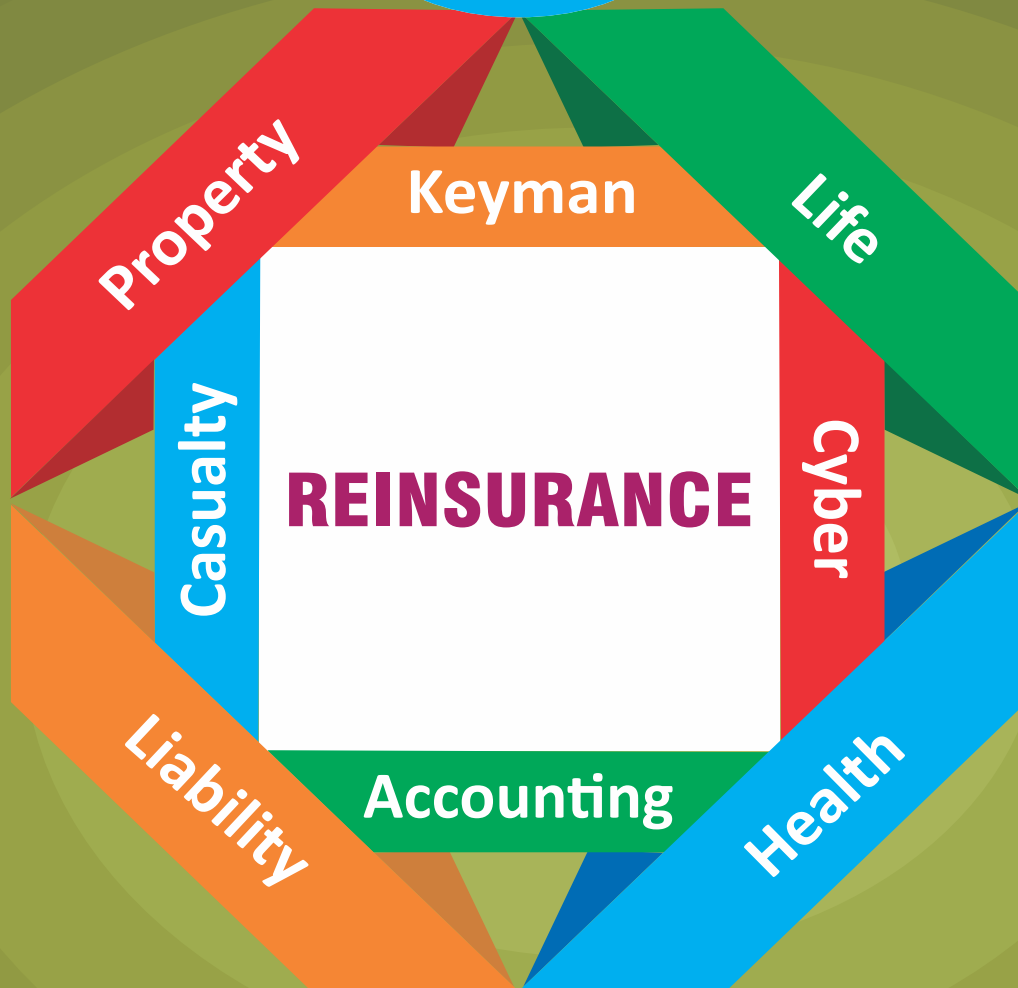
“REINSURANCE MATTERS! - FUNDAMENTALS, UNDERWRITING CLAIMS AND ACCOUNTING ASPECTS”

Ideal for Reinsurance Beginners and Non Reinsurance officials eager to make successful career in Reinsurance

Mon - Tue, 25 - 26 Nov, 2019

09:30 AM -
05:00 PM

The Orchid
Domestic Airport, Mumbai



Training Programme with Practical Orientation as our Faculty is drawn from Reinsurance Companies, Insurance Companies, Reinsurance Brokerage Firms & Reinsurance Consultants

INSURANCE FOUNDATION OF INDIA

(A not for profit organization under Trust Registration Act, 1982)

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Reinsurance Matters!

Indian General Insurance Industry has grown more than 17 times since opening of the Sector in 2001. With 33 General and health Insurance companies in business, Reinsurance capacity requirements of Indian Insurance companies have also grown manifold.

With the Insurance Amendment Act 2015 permitting Branches of Global reinsurers to be set up, Lloyds Corporation and 10 Global reinsurance majors have already set up Branch offices in India. Tax concessions for Insurance and reinsurance companies to be set up in International Finance Centre in GIFT City, near Ahmedabad has also created keen interest has been evoked among international reinsurers to open business units.

Thus, a foundation is being laid to build Reinsurance capacity, capabilities, professional expertise and infrastructure within India, and a significant Regional Reinsurance Hub can be established in India to cater to Afro-Asian insurers.

Indian Reinsurance premium volume at 31st March 2019 levels can be estimated USD 7 Billion (approx. 30% of Gross Domestic Insurance premium). Flagship Crop insurance schemes (PMFBY), Frequent and Severe Natural disaster events, Newer Risks (e.g., Cyber liability) Newer products (e.g., Title Insurance) and Large industrial risks and infrastructure projects, and innovative insurance solutions and products, require crucial reinsurance capacity and protection. With India's huge untapped insurance potential, both Insurance and reinsurance business would grow further.

Keeping the growing Reinsurance business potential in focus, the Programme Director has visualized the need for comprehensive knowledge sharing on Reinsurance Fundamentals, practices and Reinsurance market dynamics to develop a talent pool of Reinsurance professionals in India. Programme Director has designed a three-part Reinsurance Knowledge sharing programme on the theme "**Reinsurance Matters!**"

This first part of this tri-series focusses on Fundamentals of **Reinsurance, Underwriting, Claims** and Accounting aspects. This programme is designed to cater to Insurance and Reinsurance officials working in Indian Non-life Insurance sector to gain a basic conceptual and understanding of Reinsurance business principles and practice. This programme

would be the first stepping stone for Insurance Officials eager to build a successful career in Reinsurance.

This 2-day training programme/ workshop on RI fundamentals aimed to help Junior and entry level Officers in Insurance and Reinsurance industry gain practical knowledge on application of **Reinsurance Fundamentals, Types of Reinsurance Contracts, Accounting and Administration** of the Reinsurance transactions.

This first programme would cover the following topics :

- ❖ Fundamentals Principles and Functions of Reinsurance
- ❖ Types and Methods of Reinsurance Contracts
- ❖ Facultative Reinsurance
- ❖ Proportional Treaties and Non-proportional Reinsurance Contracts
- ❖ Treaty Slips, Contract documents and Legal aspects
- ❖ Reinsurance Claims, Recoveries and Outstanding Claims
- ❖ Accounting of Reinsurance Premium and Claims Transactions
- ❖ Regulations governing Reinsurance business
- ❖ Reinsurance Markets, Role of Intermediaries and Placements
- ❖ Introduction to Reinsurance Programme Structure and Design

Who Should Attend the Training Programme (Target Participants) :

This is a good opportunity for Officials and Employees working in

- ❖ Insurance Companies
- ❖ Reinsurance Companies/ Branches
- ❖ Insurance Broking Firms (handling Reinsurance business)
- ❖ KPO's providing Reinsurance services to Indian and foreign clients
- ❖ Reinsurance Consultants
- ❖ Law Firms handling Legal cases/ Arbitration

What you can expect from the Training Programme?

Every official involved in Reinsurance function in Insurance Companies, Reinsurance Companies & Insurance Intermediaries is handling only a portion of Reinsurance activity, many a times without complete knowledge of what and why they are doing them. Many officers are busy with either facultative



placements or preparing treaty accounts using IT system. This programme will be ideal for them to develop keen interest in the subject, understand the work they are doing and prepare them to pursue a career as a Reinsurance professional.

The participants would be expected to understand the concepts and working examples reflecting the day to day reinsurance operations and administration. At the end of training programme, the participants will find that they have gained an all-round knowledge in Reinsurance Fundamentals, Contracts, Claims, Accounting and Administration aspects.

The participants working or aspiring to work in Reinsurance function of their organization would gain immensely, if they attend this programme and the second part of the Series on Reinsurance Matters!. This will be dealing with technical aspects of Reinsurance business operations, a review of reinsurance structures, a discussion of how RI programs can be tailored to meet the needs of clients and the issues that some of the structures create for reinsurers. This programme is tentatively scheduled on 23 & 24 January 2020.

Programme Director and Faculty :

Our Faculty comprises of Reinsurance Experts who are highly experienced and up to date in their knowledge.



Mr. R Chandrasekaran
Programme Director

Mr. R. Chandrasekaran started his career with Indian Bank 1974 and early in his career switched over to General Insurance Industry, when he joined **General Insurance Corporation of India** (GIC of

India) as Junior Officer in 1978. In GIC of India, he rose to hold the post of **General Manager** in charge of **Technical, Reinsurance, IT and Marketing** between 2005 and 2008. Mr. Chandrasekaran has handled almost all departments in GIC Re and was instrumental in many far reaching strategic business decisions in the Corporation. He spearheaded the Core team of Users and IT in implementation of SAP - ERP for GIC of India, which won the Award in 2007 from SAP, Germany, for fastest implementation in the Financial Sector.

He was instrumental in developing international Reinsurance business of GIC Re and setting up of offices in London (UK), Dubai (Middle East) and Moscow (Russia). During his tenure as General Manager, GIC of India rose from 34th rank to 16th rank amongst Global Reinsurers (by premium income). After leaving GIC Re, he was DGM in charge of Technical operations, Marketing and Information Technology in Kuwait Reinsurance Company, Kuwait.

Mr. Chandrasekaran served till recently as the **Secretary General** of the **General Insurance Council (GI Council)** from November 2011 till July 2019. In this capacity, he took up priority industry issues impacting the general insurance industry with **IRDAI and Government Authorities** for resolution. GI Council's activities are focussed towards best and sound practices, Awareness and Education, Standardization of Policy wordings as well as Fraud Risk Mitigation measures for the benefit of general insurance industry. He established General Insurance Council, which became a Self-Regulatory Organisation since Insurance Amendment Act 2015. He was also instrumental in bringing key legislative changes in the Motor Vehicle Insurance Act 2019 to ensure prompt and expeditious settlement of compensation to Road accident victims.

In his capacity as Secretary General, he has been on many Expert Committees appointed by the Regulator on Key aspects such as Product filing guidelines, Health Insurance and Reinsurance regulations. He had served as Member in many expert committees of IRDAI and contributed significantly to critical Non-Life Insurance regulations. He was also a member of Insurance Advisory Committee of IRDAI, constituted under Insurance Act to advise the Regulator on all Life insurance and Non-life insurance Regulations and amendments being proposed by the Authority to regulate insurance business.



Recognising his contributions to Indian Insurance Sector, Govt. of India appointed him as **Non Official Director on the Board of Management of Life Insurance Corporation of India** in October 2017 for a period of three years.

In this capacity, he has been contributing to various strategic initiatives of LIC of India. As Chairman of Policyholder's protection Committee of the Board, he reviews the issues relating to Policyholder servicing aspects and grievances and provides guidance on systemic issues to improve Policyholder servicing efficiency. He is also a member of 'With Profits Committee' which meets as necessary to review fund performances and declaration of Yearly Bonus to various eligible Schemes/ Policies.

Mr. Chandrasekaran has several academic and professional qualifications which include, Advanced Accountancy, Cost Accounts, PGDM (from Jamnalal Bajaj Institute of Management Studies), Fellow of Insurance Institute of India (FIII), Associate Member of Institute of Risk Management (MIRM), London, Associate of Chartered Insurance Institute (ACII), London and Certified Associate of Indian Institute of Bankers (CAIIB), Mumbai, Certificate in Computer Software from Mumbai University.

Throughout his Insurance and Reinsurance career spanning nearly 4 decades, he is well-known for his innovation and path-breaking solutions. His career in India, UK and Middle East Insurance and Reinsurance markets has enabled him to gain a unique identity amongst the Reinsurance professionals.



Mr. K Raghunath

- ❖ 40 Years of Work Experience handling, Insurance, Reinsurance, Aviation Insurance, IT.
- ❖ As a visiting faculty member, gives lectures on General Insurance and Reinsurance at National Insurance Academy, Pune and College of Insurance, Mumbai.
- ❖ Participated in numerous seminars and workshops, panel discussions in India and overseas.
- ❖ At the invitation of Insurance Institute of Tehran, Iran, Conducted a two-day workshop on "Advanced Pricing Techniques for Excess of Loss Reinsurance" in 2017.

Present: Continues to advise Mahindra Insurance Brokers as a consultant. Actively taking up Reinsurance education and training.

Experience :

- ❖ Mahindra Insurance Brokers as a Reinsurance Director (till March 2019)
- ❖ Bharti AXA General Insurance as a Vice President – Reinsurance
- ❖ General Insurance Corporation of India (GIC Re) as a Dy.General Manager
- ❖ 1978 – 2007: GIC Re



Mr. Rajesh K Yagnik

Senior Reinsurance professional with 30+years of experience in reputed **Insurance and Reinsurance Organisations**. Track record of setting up, scaling up and heading reinsurance verticals in sync with the overall organisation objectives and goals. Expertise in business and revenue growth, business development and expansion, strategy planning, marketing, customer management, contract management, alliances/partnerships, operations, underwriting, due diligence, market research and analysis, software development support, stakeholder and team management. Strengths in building and nurturing relationships with both internal and external stakeholders to improve business efficiencies and fuel high performing organisations. An independent thinker with high achievement orientation, whose roles have evolved through proven abilities and persistent high performance.

Experience :

- ❖ JLT Independent Insurance Brokers as a Director - Reinsurance
- ❖ Interlink Insurance & Reinsurance Brokers Private Limited as President
- ❖ General Insurance Corporation of India (GIC)



Mr. Suresh Balasubramanian

A Commerce graduate from Madurai Kamaraj University, **Mr. Suresh Balasubramanian** started his career as an Insurance Accounting Specialist with General Insurance Corporation of India in 1985. He has since been extensively involved in the Insurance and Reinsurance industry in India as well as



various locations in Africa and the Middle East for the past 34 years. He has worked for or with **Re/ Insurance brokers, Insurance Companies** as well as world leaders in Reinsurance. For the past 11 years, as a Management Consultant he has made major contributions in the areas of Process Management, Quality Assurance, Risk Management, Knowledge Management and Data Analytics across the entire Re/ Insurance domain.

He is well experienced in conducting Training Programmes and has been a regular Trainer in **Swiss Re Bengaluru** as well as the **Swiss Re Academy in Hong Kong**. As an Independent Consultant, he has organized several Reinsurance Training programmes on Principles and Practice of Reinsurance with special focus on Reinsurance Accounting and Reinsurance System implementation.

Participation fee :

- ❖ Individual participant fee : **Rs. 10000/- each**
- ❖ Group participation fee (team of 3 persons and above) : **Rs. 9000/- each**
- ❖ Group participation fee (team of 5 persons and above) : **Rs. 8000/-each**
- ❖ Individual Foreign Participant fee : **US\$ 250**

Note: Prior registration/ confirmation is required to attend this Training, so that Logistics/ Study Material can be organised accordingly

Accommodation :

This is non residential programme; however good reasonable hotels in Andheri, Vile Parle, near Domestic Airport are available in surrounding areas. 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 Programme 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

“Khushiyon 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 2 Days Extensive International Training Programme on **“Crop Insurance”** on 19 – 20 Nov 2018 at New Delhi. This was well attended by participants from Foreign Regulator, Insurance Companies, Insurance Brokerage Firms, State Government Agriculture Ministry Officials, Micro Finance Companies, Reinsurers, Media, Agricultural Analysts, Technology Companies from all over India as well as various countries such as Jordan, Kenya, Sri Lanka and Nepal.

In association with **Professional Advancement Bangladesh Ltd. (PABL)** and Green Delta Insurance Co. Ltd., Insurance Foundation of India successfully organized 2 Days Programme in Dhaka (Bangladesh) on 26 – 27 Feb 2019 on **“Transmitting Global Knowledge for Promoting Crop Insurance in Bangladesh”**.

Insurance Foundation of India successfully conducted 3 Days International In-House Training Programme on **“Property and Marine Insurance”** from 29 June – 01 July 2019 in Dhaka, Bangladesh. This was organized for Senior Management of Green Delta Insurance Company, Bangladesh. This was also attended by Private Insurance Companies from Bangladesh and Brokers from Malaysia.

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



Training Programme Calendar (2019- 2020)

S No	Events Planned	Date
1	Event Partner at 3rd Insurance Alerts Conclave and Excellence Awards	Mumbai: Fri, 15 Nov, 2019
2	1 Day Training Programme on “Cyber- Security, Crime & Insurance”.	Delhi: Fri, 22 Nov, 2019*
3	Seminar on “Live Stock Insurance” – Need of the day.	Delhi: Fri, 20 Dec, 2019
4	Seminar on “Debtors and Industry Protection Through Insurance- Need of MSME Sector” in association with Insurance Brokers Association of India (IBAI)	Mumbai: Mon, 23 Dec, 2019
5	1 Day Training Programme on “Marine (Cargo) Insurance”	Delhi: Fri, 10 Jan, 2020*
6	2 Days Workshop on “Reinsurance Matters! - for Reinsurance Department officials handing day to day Reinsurance issues” – An extensive programme supported with Case Studies, Examples and Working Exercises.	Mumbai : Thu - Fri, 23–24 Jan, 2020*
7	1 Day Training Programme on “Reinsurance Matters! – Market Trends & Topics of relevance, Seminar for Senior Executives of Insurance Companies”: An Extensive Programme for those who are responsible for Procurement & Placement of Reinsurance portfolio in Insurance & Reinsurance Companies.	Mumbai: Wed, 05 Feb, 2020*
8	2 Days Extensive International Training Programme on “Crop Insurance & Livestock Insurance” by International Faculty Dr. Olena Sosenko from Switzerland in Association with Professional Advancement Bangladesh Ltd. (PABL).	Dhaka, Bangladesh: Thu - Fri, 13 - 14 Feb, 2020*
9	1 Day Training Programme on Engineering Insurance with focus on - Machinery Breakdown (MBD) Insurance/ Electronic Equipment Insurance (EEI)/ Steam Pressure Vessel Material Damage Policy and Loss of Profit (Consequential Loss).	Delhi: Fri, 21 Feb, 2020*
10	2 days Regional Seminar on “How to Enhance Confidence of Customers” in association with Bangladesh Institute for Professional Development Limited (BIPD) for the Senior Executives of Insurance, Bank, NGO's & other Organizations.	Dhaka, Bangladesh: Sun - Mon, 15-16 Mar, 2020*

*Dates are Tentative

Recent Successful Training Programme (2018- 2019)

S No	Successful Events	Date
1	Full Day In-hours Training Programme on “Artificial Intelligence in Insurance Industry” - 2019	Mumbai: Mon 23 Sep, 2019
2	Full Day Training Programme on “Insurance Frauds” – How to Control it? – 2019	Delhi : Fri, 20 Sep, 2019
3	Full Day Training Programme on “Artificial Intelligence” in Insurance Industry – 2019	Delhi : Mon, 19 Aug, 2019
4	Training Programme on “Emerging Risks & Liability Insurance” – 2019	Delhi : Fri, 14 Jun, 2019
5	Training Programme on “Project Insurance” – 2019	Delhi : Fri, 10 May, 2019
6	Training Programme on “Risk Assessment and Fire (Property) Insurance” – 2019	Delhi : Fri, 26 Apr, 2019
7	Transmitting Global Knowledge for Promoting “Crop Insurance” in Bangladesh – 2019	Dhaka, Bangladesh Tue - Wed, 26 - 27 Feb 2019
8	Training Programme on “Engineering Insurance” with focus on – Machinery Breakdown (MBD) Insurance/ Electronic Equipment Insurance (EEI)/ Steam Pressure Vessel Material Damage Policy and Loss of Profit (Consequential Loss) – 2019	Delhi : Fri, 22 Feb, 2019
9	Training Programme on “Marine (Cargo) Insurance” – 2019	Delhi : Mon, 21 Jan, 2019
10	“Crop Insurance” – Extensive 2 Days International Training Programme by International Faculty Dr. Olena Sosenko from Switzerland – 2018	Delhi : Mon - Tue, 19 - 20 Nov, 2018
11	Training Programme on “Emerging Risks & Liability Insurance” - 2018	Delhi : Fri, 12 Oct, 2018
12	Training Programme on “Insurance Frauds” – How to Control it? – 2018	Delhi : Fri, 24 Aug, 2018
13	Training Programme on “Project Insurance” - 2018	Delhi : Fri, 25 May, 2018

Any Query or Registration for this Training Programme, Please Contact :

Mr. Mahender Soni

Programme Co-ordinator

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