

LAUNCH OF Inaugural Intake Of ASEAN Reinsurance programme



ASEAN REINSURANCE PROGRAMME (ARP)



The ASEAN Reinsurance Programme (ARP) aims to enhance reinsurance education and talent development in the region. It is an initiative under the ASEAN Insurance Education Committee and the ASEAN Reinsurance Working Committee and managed by the Insurance Institute of the Asia-Pacific (IIAP) in collaboration with the Singapore College of Insurance (SCI), the Malaysian Insurance Institute (MII), the Thailand Insurance Institute (TII) and the Dewan Asuransi Indonesia (DAI). The ARP is a first of its kind, multi-pronged holistic talent and professional development initiative that combines technical training programmes with internships in time to come.

The Programme is slated for February 2021 kicking off with a 2-hour webinar organized by the IIAP, focusing on reinsurance developments in the ASEAN marketplace. Participants who are interested in the technical training programmes will be encouraged to go through a Reinsurance Primer course and assessment, sponsored by SCI. This Primer covers the basic concepts of reinsurance. Participants can register for the various technical training programmes on a stand-alone basis. For a start, only one intake will be offered in 2021 and we will limit the number of participants to no more than 30 per class. Participants are expected to have a minimum of three years of experience in reinsurance.

ABOUT THE PROGRAMME



- 1. Reinsurance Primer:** This course provides a quick review of the key concepts and terminologies used in reinsurance and it thus, serves as a primer for the participants before they proceed to learn about the deeper aspects of reinsurance.
- 2. Webinar on ASEAN Reinsurance Market Developments:** Led by a panel of reinsurance veterans, the objective of this Webinar is to provide an up-to-date overview of the ASEAN reinsurance market developments and how the various parties in the reinsurance value-chain work and interact with each other.
- 3. Reinsurance Accounting:** The purpose of this course is for participants to gain an in-depth knowledge on the mechanisms of Reinsurance Accounting.
- 4. The Art Of Reinsurance – How Proportional Reinsurance Treaty Business Is Conducted:** Participants will gain a deeper insight on detailed technical and practical knowledge of the types of Proportional Reinsurance Treaties and how they work.
- 5. The Art Of Reinsurance – How Non-Proportional Reinsurance Treaty Business Is Conducted:** Participants will grasp a deeper understanding on detailed technical and practical knowledge of the types of Non-Proportional Reinsurance Treaties and how they work.
- 6. Treaty Wordings – A Practical Perspective:** This course aims to equip participants with the confidence and ability to comprehend, prepare and/or check reinsurance documentation with a more questioning and professional approach.

7. Reinsurance Pricing: Through the use of worked examples, participants will be able to understand different pricing methodologies and gain an insight as to how property and liability reinsurance pricing is calculated and applied in real life.

8. Reinsurance Planning And Structuring: Participants will acquire detailed technical and practical knowledge on the different types of reinsurance which will help them design an optimal programme to meet the needs of the reinsured through the use of cases.

9. Life and Health Reinsurance: This course aims to enhance participants' knowledge on the concept, characteristics and workings of life reinsurance.

MODULE	TITLE	NO OF HOURS	TRAINING PROVIDER	FEES IN USD
1	Reinsurance Primer (sponsored by SCI)	3	SCI	Free
2	Webinar on ASEAN Reinsurance Market Developments	2	IIAP	USD80
3	Reinsurance Accounting	14	MII	USD250
4	The Art of Reinsurance – How Proportional Reinsurance Treaty Business Is Conducted	14	SCI	USD250
5	The Art of Reinsurance – How Non-Proportional Reinsurance Treaty Business Is Conducted	14	SCI	USD250
6	Treaty Wordings – A Practical Perspective	7	TII	USD125
7	Reinsurance Pricing	2	IIAP	USD80
8	Reinsurance Planning and Structuring	2	IIAP	USD80
9	Life & Health Reinsurance	7	DAI	USD125
	Total	65		USD1240

REINSURANCE PRIMER- KEY RI CONCEPTS



Registration address:
<https://www.scicollege.org.sg>

3 CPD HOURS

PROGRAMME HIGHLIGHTS

Sponsored by Singapore College of Insurance, this compulsory Primer course aims to provide participants with a basic foundation in reinsurance before they enroll for the technical training programmes under the ARP. It is delivered through mobile learning on SCIDigital. With more than 50 bite sized short videos covering at least 250 key concepts of reinsurance which are explained and illustrated by a senior reinsurance practitioner, participants will acquire an understanding of the key concepts of reinsurance. They will get a bird's eye view of the various reinsurance terminologies not to mention the various methods of reinsurance, clauses, terms, conditions etc. commonly applied in the reinsurance market.

Learning checkpoints will be incorporated in the form of short quizzes, thus providing participants with the opportunity to practice and self-assess their learning.

WEBINAR ON ASEAN REINSURANCE MARKET DEVELOPMENTS (2 HOURS)



2 CPD HOURS

19 February 2021
 1pm to 3pm PH time (2 hours)

PROGRAMME HIGHLIGHTS

This first module provides participants with an overview of the reinsurance market, with particular emphasis on the ASEAN region.

We look at key parties in the market - the broker, reinsurer, buyer and regulator - their roles and how they interact.

There is an examination of the market dynamics, essentially how the reinsurance market works and its day to day operation. This includes an outline of key historical developments and how they have shaped the industry. An insight is also provided into the recent market trends and what they mean for the ASEAN Region. Finally, there is a review and discussion of the key challenges facing the market and how the ASEAN region might meet these challenges.

The objective of the module is to provide the attendees with a rounded view of how the reinsurance market works and how it is developing, so that they can understand how the market is relevant to their business.

DURATION

One (1) session of Virtual-Instructor Led Training (VILT) - 2 hours.

CPD

2 hours

FEES

USD80

ASSESSMENT

None

LECTURER'S PROFILE

Gabriel Manoughian

He is the Founder and Director of inuRE Reinsurance Training and Solutions. Gabs has over 25 years of experience with client management, collaborative working, risk analysis, negotiation, product design, business production and learning support. He is also the former Account Executive for Willis Re, representing insurers in the Asian, Australasian and Pacific Island regions. He has extensive experience operating in the international reinsurance market including broking in the London and Lloyd's reinsurance markets.

Registration address:

<https://www.insuranceinstituteasiapacific.com>

REINSURANCE ACCOUNTING



14 CPD HOURS

15, 17, 22 & 24 March 2021

PROGRAMME HIGHLIGHTS

This application-based course aims to provide participants with more exposure to the know-how and mechanism of Reinsurance Accounting. Participants will learn the various uses of reinsurance accounting, the accounting related terms appearing in slips/ wording, including the administration process for proportional and excess of loss (XL) treaties, as well as the reinsurance accounting provision, method of unearned premium calculation and the alternative to reinsurance commission. Participants will gain huge benefits as our expert trainers will share their in-depth knowledge of the subject so that they can apply them in their work.

For more information please visit us online at www.insurance.com.my or click www.mii4u.org/ilms/user/login to register.

DURATION

Four (4) sessions of Virtual-Instructor Lead Training (VILT) - 3.5 hours per session / day

CPD

14 hours

FEES

USD250

ASSESSMENT

Online (50 Multiple Choice Questions)

LECTURER'S PROFILE

Ms Caroline Yap

Caroline is currently working as a Claims Analyst in an international reinsurance run-off company. Caroline has obtained Associateship from the Chartered Insurance Institute, UK and the Malaysian Insurance Institute, Malaysia. She has been in the reinsurance industry for more than 25 years with extensive experience in Reinsurance Underwriting, Claims Management, Client Management, Reinsurance Accounting, Run-off Portfolio Management, Reinsurance Portfolio Commutation etc.

THE ART OF REINSURANCE – HOW PROPORTIONAL REINSURANCE TREATY BUSINESS IS CONDUCTED



14 CPD HOURS

5, 7, 12 & 14 April 2021

Each day from 1:30pm to 5pm SG time (3.5 hours)

PROGRAMME HIGHLIGHTS

This programme is suitable for insurance and reinsurance practitioners who wish to enhance their knowledge about treaty reinsurance. It is also suitable for reinsurance and insurance brokers.

Through lectures, case studies and discussions, participants will be equipped with detailed technical and practical knowledge of how the different types of Proportional Reinsurance Treaties can be structured and used in the reinsurance market.

DURATION

Four (4) sessions of Virtual-Instructor Led Training (VILT) - 3.5 hours per session / day

CPD

14 hours

FEES

USD250

ASSESSMENT

Online (50 Multiple Choice Questions)

LECTURER'S PROFILE

Mr Edward Gooda

Mr Edward Gooda brings over 30 years of experience in the insurance field. He is also a Fellow of The Chartered Insurance Institute and has worked in the insurance industry since 1988 and held senior executive management roles for a number of composite insurers and reinsurers including RSA, AIG, XL and Tokio Millennium Re, a managed general agent (Fusion Insurance), a Lloyd's managing agency (Marketform) and a firm of chartered loss adjusters (McLarens).

Registration address:
<https://www.scicollge.org.sg>

THE ART OF REINSURANCE – HOW NON-PROPORTIONAL REINSURANCE TREATY BUSINESS IS CONDUCTED



14 CPD HOURS

18, 20, 25 & 27 May 2021

Each day from 1:30pm to 5pm SG time (3.5 hours)

PROGRAMME HIGHLIGHTS

This programme is suitable for insurance and reinsurance practitioners who wish to enhance their knowledge about treaty reinsurance. It is also suitable for reinsurance and insurance brokers.

Through lectures, case studies and discussions, participants will be equipped with detailed technical and practical knowledge of how the different types of Non-Proportional Reinsurance Treaties can be structured and used in the reinsurance market.

DURATION

Four (4) sessions of Virtual-Instructor Led Training (VILT) - 3.5 hours per session / day

CPD

14 hours

FEES

USD250

ASSESSMENT

Online (50 Multiple Choice Questions)

LECTURER'S PROFILE

Mr Edward Gooda

Mr Edward Gooda brings over 30 years of experience in the insurance field. He is also a Fellow of The Chartered Insurance Institute and has worked in the insurance industry since 1988 and held senior executive management roles for a number of composite insurers and reinsurers including RSA, AIG, XL and Tokio Millennium Re, a managed general agent (Fusion Insurance), a Lloyd's managing agency (Marketform) and a firm of chartered loss adjusters (McLarens).

Registration address:
<https://www.scicollege.org.sg>

TREATY WORDINGS – A PRACTICAL PERSPECTIVE



7 CPD HOURS

28 June 2021

PROGRAMME HIGHLIGHTS

This programme covers common treaty wordings used in proportional and non-proportional reinsurance.

Through lectures, discussions and exercises, participants will acquire a deeper understanding of clauses in proportional treaties such as Sliding Scale Commission, Cash Loss Limit, Loss Participation, General Exclusion etc. Participants will also analyse non-proportional treaty clauses such as Claims made, Extension of coverage, Scope & Interest, Limits, Reinstatement etc.

Registration address:
<https://www.tiins.com>

DURATION

One (1) session of Virtual-Instructor Led Training (VILT) – 7 hours

CPD

7 hours

FEES

USD125

ASSESSMENT

Case study presentations

LECTURER'S PROFILE

Monson Marukatat

Monson Marukatat has over 20 years of experience in the general insurance industry having spent most of his career as Head, Non-Motor Division and Chief Risk Officer, Head of Internal Audit, in a major general insurance company in Thailand. Among his numerous qualifications, he has obtained Associate in Risk Management from the American Institute for Chartered Property Casualty Underwriters and Associate in PRM from the Professional Risk Managers' International Association PCL. He has lectured extensively in the region covering topics ranging from Risk Management to Reinsurance.

REINSURANCE PRICING



2 CPD HOURS

8 July 2021

1pm to 3pm PH time (2 hours)

PROGRAMME HIGHLIGHTS

This module provides attendees with an overview of the reinsurance pricing process. Using worked examples, an illustration on how different approaches and methodologies are used in real life, will be discussed. Focus will be given to the key pricing considerations for a reinsurance underwriter, highlighting the reinsurance pricing thought process and how different considerations can influence the overall pricing.

This session will also delve into the fundamental approaches to reinsurance pricing (experience rating and exposure rating), how they are used not to mention their advantages and disadvantages.

With respect to proportional business, a discussion on how different pricing techniques might be used to evaluate the overall performance of a treaty and to determine appropriate commission levels, together with an investigation of the specific considerations for pricing liability business and how this differs to property business, will be included.

The objective of this module is to provide the attendees with an insight as to how property and liability reinsurance pricing is calculated and applied in real life.

DURATION

One (1) session of Virtual-Instructor Led Training (VILT) - 2 hours

CPD

2 hours

FEES

USD80

ASSESSMENT

Case studies

Registration address:
<https://www.insuranceinstituteasiapacific.com>

LECTURER'S PROFILE

Gabriel Manoughian

He is the Founder and Director of inuRE Reinsurance Training and Solutions. Gabs has over 25 years of experience with client management, collaborative working, risk analysis, negotiation, product design, business production and learning support. He is also the former Account Executive for Willis Re, representing insurers in the Asian, Australasian and Pacific Island regions. He has extensive experience operating in the international reinsurance market including broking in the London and Lloyd's reinsurance markets.

REINSURANCE PLANNING AND STRUCTURING



INSURANCE
INSTITUTE FOR ASIA
AND THE PACIFIC

2 CPD HOURS

PROGRAMME HIGHLIGHTS

This module considers how different types of reinsurance can be chosen and how they might work together in reality.

There is a re-examination of the advantages and disadvantages of the different types of reinsurance to help participants understand which forms might be best suited to various circumstances.

There are visual and worked examples of how the different forms of reinsurance can be used, how risk cessions would operate and how insurance company can make claims recoveries. Key questions that might be asked when structuring reinsurance programmes, will also be included in the discussion. Key considerations for retention setting and the benefits of reinsurance with respect to managing capital will also be discussed.

The concepts of catastrophe and financial modelling will be introduced as suggested approaches in helping a practitioner structure reinsurance programmes.

Finally, the Course will also offer a potential checklist that might be used when considering which types of reinsurance to use.

The overall objective of this module is to provide a better understanding of the key steps to follow when designing reinsurance programmes.

2 August 2021

1pm to 3pm PH time (2 hours)

DURATION

One (1) session of Virtual-Instructor Led Training (VILT) - 2 hours

CPD

2 hours

FEES

USD80

ASSESSMENT

Case studies

LECTURER'S PROFILE

Gabriel Manoughian

He is the Founder and Director of inuRE Reinsurance Training and Solutions. Gabs has over 25 years of experience with client management, collaborative working, risk analysis, negotiation, product design, business production and learning support. He is also the former Account Executive for Willis Re, representing insurers in the Asian, Australasian and Pacific Island regions. He has extensive experience operating in the international reinsurance market including broking in the London and Lloyd's reinsurance markets.

Registration address:

<https://www.insuranceinstituteasiapacific.com>

LIFE AND HEALTH REINSURANCE



DEWAN ASURANSI
INDONESIA

4 CPD HOURS

PROGRAMME HIGHLIGHTS

The objective of this programme is to enhance participants' knowledge of the concepts and characteristics of Life Reinsurance, and understanding of some of the technicalities that impact the business.

This program is intended for participants who already understand the legal principles of Reinsurance and Reinsurance Treaty Programs.

1 September 2021

DURATION

Two (2) sessions of Virtual-Instructor Led Training (VILT) - 2 hours per session / day

CPD

4 hours

FEES

USD150

ASSESSMENT

Online (30 Multiple Choice Questions)

LECTURER'S PROFILE

Indrawaty A.S. Syahrullah, MA, FIIS, AAIJ, CPIE, QIP, AMRP – Life Insurance Practitioner

Fanra Budiman Arif, SSi, M.Kom, ASAI, AAIJ, CPIE, QIP, AMRP - Reinsurance Practitioner

Registration address:

<https://www.dai.or.id>

JANUARY

FEBRUARY

Webinar On ASEAN
Reinsurance Market
Developments
19 February

MARCH

Reinsurance Accounting
15, 17, 22 & 24 March

APRIL

The Art Of Reinsurance –
How Proportional
Reinsurance Treaty
Business Is Conducted
5, 7, 12 & 14 April

MAY

The Art Of Reinsurance –
How Non-Proportional
Reinsurance Treaty
Business Is Conducted
18, 20, 25 & 27 May

JUNE

Treaty Wordings – A
Practical Perspective
28 June

JULY

Reinsurance Pricing
8 July

AUGUST

Reinsurance Planning &
Structuring
2 August

SEPTEMBER

Life & Health Reinsurance
1 September

OCTOBER

NOVEMBER

DECEMBER

CALENDAR 2021

ASEAN
REINSURANCE
PROGRAMME-
INTERMEDIATE
LEVEL