



THE MALAYSIAN  
INSURANCE INSTITUTE

# RATING STRUCTURE FOR PRIVATE MOTOR INSURANCE

MII LIVE AND INTERACTIVE VIRTUAL TRAINING

3.5 HOURS | 25 June 2020 | 9.00 a.m.-12.30 p.m. (Malaysia Time)

Car Insurance Rates

## About The Course

Private Motor Insurance is a major part of the insurance market, it plays a key role in profitability and market share.

Rating structures are very important for companies coming out of a tariff situation. It is an important piece of work and in this programme will show you how to make sure the actuary works for the benefit of the company and to equip the participants on how to produce a private motor rating structure that is likely to be profitable in a de-tariffed market.

## Learning Outcomes

By the end of the entire programme, participants will be able to:

- Confidently move away from tariff and exploit their data to create their own Private Motor rating structure using the latest actuarial techniques.
- Decide on their own, which variables will best suit their claim experience.
- Build several rating models, one for each risk and cover.
- Combine all models into a rating structure.
- Load for profit.
- Package offers for marketing strategies.
- Have the right tools to follow the profitability of the rating structure.
- Price renewals for retention and more profitability.
- Stay ahead of competition.
- Position their company for profitability, growth and leadership in the Private Motor insurance sector.

## Course Content

- Part 1 : Preparation, tools, and modelling
- Part 2 : Rating factors
  - Rating factors to rating structure
- Part 3 : Loading for Profit
  - Renewals, Monitoring and competition
  - Staying ahead of competition

## Target Audience

- Actuarial Professionals
- Underwriters
- Academics
- Researchers

## Training Schedule

MII LIVE & INTERACTIVE VIRTUAL TRAINING  
- Online Streaming via Zoom

1 SESSION OF 3.5 HOURS

22 June 2020

9.00 a.m. - 12.30 p.m.



## Trainer's Profile



**Fabrice Berjot**  
Actuary with Master's degree in  
Statistics and Economics,  
University of ParisTech, France

**Fabrice** was a senior executive in non-life insurance for 23 years before becoming an actuarial facilitator and consultant. Fabrice has a very comprehensive experience of personal lines and commercial lines pricing and reserving but also experience in Claims management and Finance. He explains actuarial principles simply and make sure they are understood and applied all throughout the company. Fabrice has presented many subjects to Actuarial conferences all over the world (Europe, Canada, Dubai...).

He has managed large teams of actuaries in challenging environments when training was crucial. During his career, Fabrice was using all techniques of Actuarial science :

- All techniques of reserving for Personal and Commercial Lines risks
- Sophisticated pricing structures from European markets, including cutting-edge tools like scoring
- Forecasts for Planning and Budgeting
- Mergers : Fabrice led the Actuarial due diligence task force for 2 major mergers in the UK

### Corporate experience

- 23 years of experience in very large insurance groups like AXA, UAP and Monceau Group.
- Fabrice has mostly work in challenging environments in period of major changes and was known for finding and implementing solutions to bring companies back to profitability.
- 15 years as a senior executive : CFO of AXA Corporate Solutions UK, SEVP of AXA Insurance Hong Kong, SEVP Finance for AXA Business Services in India

**ADMINISTRATIVE DETAILS**

Category	1-2 Pax	3 Pax and Above
MII Member	RM 400	RM 350
Non Member	RM 600	RM 550
International	USD 150	USD 125

*\* Fees inclusive of 6% SST (Malaysia Sales and Service Tax)*

**PARTICIPANT DETAILS**

Name (as per IC)	IC No. (New)/Passport No	Designation	Email
<b>Contact Person:</b>		<b>Email Address:</b>	
<b>Tel No :</b>	<b>HP No :</b>	<b>Fax No :</b>	
<b>Company Name :</b>			

**PAYMENT OPTIONS** (Please tick (√) method of payment)

- Cash Payment
- Enclosed is a Bankdraft / Money Order no. for RM\_\_\_\_\_ made payable to The Malaysian Insurance Institute.
- Direct Bank In to MII account : **2-64160-00004670**  
RHB Bank Bhd. G129, Ground Floor, Bangsar Shopping Centre, 285 Jalan Maarof, Bangsar, 59100 Kuala Lumpur, Malaysia.
- Telegraphic Transfer in USD to MII account : **6-14165-00000321**  
RHB Bank Bhd. G129, Ground Floor, Bangsar Shopping Centre, 285 Jalan Maarof, Bangsar, 59100 Kuala Lumpur, Malaysia.  
(Payment Slip Attached) Please charge RM\_\_\_\_\_ to my credit card.  VISA  MASTER
- Card number : 

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 Expiry date : \_\_\_\_\_ Cardholder's signature :

**Note :**

1. Payment to be made payable to "The Malaysian Insurance Institute"
2. Participants will not be registered for the programme until payment is received.
3. We wish to inform that MII does not accept personal cheques.

**REGISTRATION POLICY**

- Registration methods:
  - Online registration at [www.mii4u.org/ilms/user/login](http://www.mii4u.org/ilms/user/login)
  - Completed registration form together with payment to reach MII at least 14 working days before the course date.
- Deadline to submit registration form is 14 DAYS BEFORE the programme.
- Reservation for the course can be made by phone or fax but will be confirmed upon receipt of the registration form and full payment.
- A FULL FEE is chargeable if no written notice of cancellation is received 14 DAYS BEFORE the course commences or if the participant fails to report for the course.
- Cancellation after the deadline WILL NOT BE ENTERTAINED. However, substitute participant(s) is/are always welcome.
- The organiser reserves the right to reschedule or cancel the course due to unforeseen circumstances and will notify the contact person accordingly.
- Confirmation of the course will be notified to the contact person/registered participant(s).
- Joining details confirming your participation will be sent, once a minimum registration has been received

**DECLARATION****Important Notice**

In regards to Personal Data Protection Act 2010 ("the Act"), please note that your personal data is used, stored, disclosed and processed by MII solely for the Purpose of registering training courses and/or in connection to other MII products or services. Your personal information may also be disclosed or transferred to relevant third party i.e. to the industry related associations, industry related companies, government agencies and any of their respective agents. Any inquiries or complaints with respect to your personal information may also be channeled to MII by submitting such request to MII via post, email ([customer@ii.org.my](mailto:customer@ii.org.my)) or facsimile (03-2093 9287).

**Applicant's declaration**

I am deemed to have consented to MII to use, store, disclose and process my personal data for the Purpose mentioned above and agree to comply with and be subject to the jurisdiction of all rules and regulation of MII concerning the training courses.

Applicant's Signature : \_\_\_\_\_

Date : \_\_\_\_\_

**Enquiries**

For further information kindly contact: The Malaysian Insurance Institute (35445-H)  
MII City Centre @ Wisma FGV, 6th Floor of Wisma FGV, Jalan Raja Laut, 50350 Kuala Lumpur, Malaysia  
[www.insurance.com.my](http://www.insurance.com.my) or contact: 03-2712 8882, Azean (ext 8859 / [azean@mii.org.my](mailto:azean@mii.org.my)),  
Ashraff (ext 8860/[ashraff.rasol@mii.org.my](mailto:ashraff.rasol@mii.org.my)), Santhi (ext. 8858 / [santhi@mii.org.my](mailto:santhi@mii.org.my))