

Insurance Professional Training Program - International Series  
NON-LIFE INSURANCE FOCUS

# THE PRACTICAL ASPECTS OF REINSURANCE

Batch 2

25<sup>th</sup> - 27<sup>th</sup> September 2019  
The Ambassador Hotel, Bangkok



**AIT**  
Asian Institute of Technology

JOINTLY ORGANIZED BY THAIRE SERVICES CO.,LTD. & ASIAN INSTITUTE OF TECHNOLOGY



## Program Overview:

This 3-day program will examine the fundamentals and practical aspects of treaty and facultative reinsurance. In addition to the nuts and bolts of reinsurance, you will learn from a practicing treaty reinsurer on ways to assess a reinsurer's financial security and how a reinsurer would evaluate your treaty program and price them.

## Program Outline:

- Assessing Reinsurers' Financial Security
- Factors Influencing Reinsurers' Evaluation and Pricing of Treaty Program
- Type of Reinsurances
- Proportional Treaty
- Non Proportional Treaty
- Strategies
- Setting Retentions and Concept of Graded Retention.
- Facultative Reinsurance
- Treaty Accounting and Statistics

## Key Learning Objectives:

- Know how to assess reinsurers and how they evaluate and price your reinsurance;
- Differentiate the different types of reinsurance;
- Explain the features of each type and how and when to use them;
- Understand how to set net retention;
- Highlight the main parts of a facultative contract and a treaty contract and key clauses;
- Appreciate the importance of proper and efficient accounting, claims statistics and treaty portfolio management.

### DAY 1

08.00 Registration  
08.30 Welcome and Opening Remarks  
09.00 – 12.00 Reinsurance: Looking at the Reinsurer  
How to assess reinsurers' financial security  
Factors influencing treaty evaluation and pricing by reinsurers.

**Mr. Billy Kwan**

12.00 – 13.30 Lunch

13.30 – 16.30 Nuts and Bolts of Reinsurance-Session 1,  
Introduction to Reinsurance.  
Proportional Treaty Reinsurance  
Surplus and Quota Share, Setting Retentions  
and Concept of Graded Retentions.

**Mr. Atmaram Cheruvu**

### DAY 2

09.00 – 12.00 Nuts and Bolts of Reinsurance-Session 2,  
Role of PML/EML in Treaty Reinsurance.  
Non-Proportional Reinsurance  
Risk XOL., Cat XOL and Stop Loss.

**Mr. Atmaram Cheruvu**

12.00 – 13.30 Lunch

13.30 – 16.30 Nuts and Bolts of Reinsurance-Session 3,  
Facultative Reinsurance  
Reinsurance Claims  
Reinsurance Accounting & Statistics.

**Mr. Atmaram Cheruvu**

### DAY 3

09.00 – 12.00 Leadership Strategies to Drive Organizational  
Change

**Mr. Derek Thitsanuthit**

12.00 – 13.30 Lunch

13.30 – 16.30 Case Discussion on Insurance & Reinsurance  
Regulations in Markets

**Thaire Services & AIT (To be Confirmed)**

16.30: Certification Award and Closing

17.00: Program Recess

## INSTRUCTORS' PROFILES



### Mr. Atmaram Cheruvu

Atmaram Cheruvu has an academic background in Electrical Engineering, Law and Management. He has 30 years experience in the fields of Reinsurance and Non-Life Insurance in the areas of Underwriting, Claims and Risk Management. He has been part of the senior management teams in Hannover Re, Sampo Japan and Royal & Sun Alliance in India. The last position held has been as Head of Property and Casualty and Chief Underwriting Officer of Hannover Re branch in India. He was also member of the branch steering Board. He has been extensively trained in the fields of Reinsurance, Insurance and Risk Management in Europe, North America and Asia. Presently, he is a freelance trainer and consultant.



### Mr. Billy Kwan

Billy joined ACR in 2011 with over 15 years of underwriting and credit rating agency experience. Billy brings with him strong knowledge of the Asian insurance and reinsurance industry. He spent eight years with A.M. Best Asia Pacific Limited where he was Associate Director, focusing on the ratings of South East Asian insurance companies and Asian-based reinsurers. Prior to that, Billy was an Associate in the Pricing, Credit and Risk Management Department of The Hong Kong Mortgage Corporation Limited. Billy holds a Bachelor Degree of Business Administration (Finance) from the Hong Kong University of Science and Technology and a Master of Economics from The University of Hong Kong. Billy is also a CFA charterholder.



### Mr. Derek Thitsanuthit

Derek possesses 25 years of progressive work experiences in General Management in the automotive, plastics and textiles industries with extensive hand on implementation in project management, start ups, change management and business turnaround by integrating and synergizing Lean Management Principles with Quality Systems and Human Resources Development. He is a well-versed Lecturer in international MBA Programs in Leadership, Strategy, Change Management, Innovation, Human Resources Management, and Organization Development with international universities both in Thailand and Vietnam with capabilities in conducting and managing Executive Education for Leadership Development. He is a process Improvement Consultant, Coach, and Facilitator for Productivity Improvement, Cost Control, and Cost Reduction.

 : 25<sup>th</sup> - 27<sup>th</sup> September 2019

 : The Ambassador Hotel  
Bangkok, Sukhumvit 11

 : THB 34,700 (Local) (Included VAT7%)  
USD 1,500 (Overseas)\*

\* 4-nights accommodation cost included  
(check in Sep 24 ,2019 and check out Sep  
28 ,2019)

**EARLY BIRD PRICING ENDS 23 August**

**THB 31,200 (Local)**(Included VAT7%)

**USD 1,300 (Overseas)\***

**Registration By : 6 September 2019**

**Term of service / Cancellation policy**

The organizer reserves the right to change and/or circumstances or low enrollment.  
Cancellation after Sep 6, 2019 we shall honor your 50% refund request.

**For More Info.**

-  Ms. Arjin Piomrak (Admission Officer)
-  (+66)2-524-5338(9)
-  (+66)2-524-6332
-  arjin@ait.ac.th
-  AIT Extension, Asian Institute of Technology  
P.O. Box 4 Klong Luang, Pathum Thani 12120 Thailand

Registration :<https://joo.gl/IVw3Q>

QR code :

