

AMAN UNION 2015 TRAINING COURSE

TRAINING TOPIC: **REINSURANCE**

DATE: **15 - 16 APRIL 2015**

Provided by **Munich RE**

Hosted by **TÜRK EXIMBANK**



VENUE:

TÜRK EXIMBANK
SARAY MAHALLESİ. Ahmet Tevfik İleri Cad. NO: 19
34768 ÜMRANIYE
İSTANBUL.

Social Program: Friday 17 April, one day excursion in Istanbul
(for more details, please refer to the Social Program).

**For logistical and pedagogical reasons, participation is topped
to two trainees per member ECA**

Agenda

DAY ONE – WEDNESDAY APRIL 15.

08:00 – 09:00	Registration
09:00 – 09:15	Welcome address
09:15 – 11:00	Introduction to Reinsurance <ul style="list-style-type: none">- Presentation of Munich Re- Refresher- Motivation of buying reinsurance
11:00 – 11:30	Coffee break
11:30 - 13:00	Proportional Reinsurance <ul style="list-style-type: none">- Overview- Quota Share- Surplus- Comparison Quota Share- Surplus- Specific Topics- Case Study
13:00 – 14:00	Lunch
14:00 - 15:30	Non- Proportional Reinsurance <ul style="list-style-type: none">- Overview- Per Risk Excess of Loss- Catastrophe Excess of Loss- Comparison Per Risk Excess of Loss and Catastrophe Excess of Loss- Stop Loss Excess- Specific Topics- Case Study
15:30 – 16:00	Coffee break
16:00 – 17:00	Case Studies

DAY TWO – THURSDAY APRIL 16

09:00 - 11:00	Refresher/Case Study (Reinsurance Structure) Pricing of Proportional Reinsurance Treaties <ul style="list-style-type: none">- Key Elements- Fixed Commission vs. Sliding Scale- Case Study
11:00 – 11:30	Coffee break
11:30 - 13:00	Pricing of Non- Proportional Treaties <ul style="list-style-type: none">- Exposure based pricing- Key Elements- Pricing for Multi-year treaties- Case Study (excel model)
13:00 – 14:00	Lunch
14:00 - 15:30	<ul style="list-style-type: none">- Case study (continued)- Treaty wording
15:30 – 16:00	Coffee break
16:00 – 17:00	<ul style="list-style-type: none">- The impact of key reinsurance clauses- Other topics
17:00	Ceremony of distribution of Certificates of Training

Course Description:

This two day course is a highly interactive and intensive program that gives in-depth coverage of proportional and non-proportional treaties, looking at pricing and the key issues associated with reinsurance. Participants will learn how reinsurance products work and how they are used, the true cost of reinsurance, the pricing techniques and the treaty wordings.

Suitability - Who should attend?

This course is geared towards:

- Junior Reinsurance professionals who have some basic experience of reinsurance and want to confirm, clarify, and expand their knowledge of reinsurance.
- Experienced staff of AU members from the areas of Underwriting, Legal, and/or Portfolio Management with an interest in reinsurance.

Munich Re Team

Maria Fischer, Senior Underwriter, Property Treaty

Maria joined Munich Re in 2008 and has been working in the Property Treaty Underwriting ever since. In 2014 she was appointed Senior Underwriter Property Treaty with responsibility for the markets France, Belgium, Luxemburg and recently Turkey.

Maria has a Master Degree in Mathematics.

Silke Hock, Underwriter, Property Treaty

Silke joined Munich Re in 2001 and was appointed as Property Treaty Underwriter at Munich Re in 2009. She is responsible for the Turkish market ever since. Prior to that, Silke was working in the Accounting Department at Munich Re. Before Munich Re, Silke worked at Bayerische Versicherungskammer, a local insurance company in Munich.

Silke is an insurance salesman and has a degree as Certified Insurance Specialist (IHK "Versicherungsfachwirt").

Franz Karmann, Senior Portfolio Manager

Franz joined Munich Re in 2002 and was appointed as Senior Portfolio Manager at Munich Re in 2012. He heads the Topic Network Political Risk within the Financial Risks Division. Prior to that Franz was Senior Relationship Manager for Direct Credit Insurance at Munich Re. Before Munich Re, Franz worked at Bayerische Landesbank in Munich and Kuala Lumpur.

Franz has a Master Degree in Finance and Accounting and a PhD in Finance.

Michael Heckl, Portfolio Manager

Michael studied financial mathematics at the University of Munich and joined Munich Re in 2010 as Risk Manager for Credit Risk. He was developing an internal model for measuring credit risk from the (re-)insurance side. In 2013 he moved to the business department "Special and Financial Risks" as Portfolio Manager where performance measurement, reporting, further development of reinsurance pricing tools as well as capacity management and pricing of large and complex treaties are among his core tasks. Michael will move to Singapore in mid of 2015 as Head of the new Asian Hub for credit, surety and entrepreneurial risk.