



# 2<sup>ND</sup> INTAKE OF ASEAN REINSURANCE PROGRAMME 2022



## 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.

Participants are expected to have a minimum of three years of experience in reinsurance.

## ABOUT THE PROGRAMME



1. **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.
2. **Reinsurance Accounting:** The purpose of this course is for participants to gain an in-depth knowledge on the mechanisms of Reinsurance Accounting.
3. **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.
4. **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.
5. **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.
6. **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.
7. **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.
8. **Alternative Risk Transfers: Insurance Linked Securities (ILS) & Cat Bonds**
9. **Life and Health Reinsurance:** This course aims to enhance participants' knowledge on the concept, characteristics and workings of life reinsurance.
10. **Risk-Based Capital - An Overview Of The Regimes In ASEAN Impacting Reinsurance**
11. **Reinsurance Buying and Designing-Featuring The ASEAN Team Challenge**

## CALENDAR OF ASEAN REINSURANCE TRAINING PROGRAMMES 2022

No.	Program (Foundation Level)	Course Fee	Duration	Dates	Training Provider
1	Introduction To Reinsurance	USD 170.00	14 hours	17, 18, 23 & 24 May 2022	MII
2	SCI Certificate in Reinsurance (Online Learning)	USD 150.00	21 hours	N/A	SCI
No.	Program (Intermediate Level)	Course Fee	Duration	Dates	Training Provider
1	ASEAN Reinsurance Market Developments	USD 80.00	3 hours	16 Mar 2022	IIAP
2	Reinsurance Accounting	USD 250.00	14 hours	14, 15, 21 & 22 Mar 2022	MII
3	The Art Of Reinsurance - How Proportional Reinsurance Treaty Business Is Conducted	USD 250.00	14 hours	9, 10, 11 & 12 May 2022	SCI
4	The Art Of Reinsurance - How Non-Proportional Reinsurance Treaty Business Is Conducted	USD 250.00	14 hours	6, 7, 13 & 14 Jun 2022	SCI
5	Treaty Wordings - A Practical Perspective	USD 125.00	7 hours	27 Jun 2022	TII
6	Reinsurance Pricing	USD 80.00	3 hours	11 Jul 2022	IIAP
7	Reinsurance Planning And Structuring	USD 80.00	3 hours	1 Aug 2022	IIAP
8	Alternative Risk Transfers: Insurance Linked Securities (ILS) & Cat Bonds	USD 80.00	1.5 hours	15 Aug 2022	SCI
9	Life And Health Reinsurance	USD 125.00	7 hours	5 Sep 2022	DAI
10	Risk-Based Capital - An Overview Of The Regimes In ASEAN Impacting Reinsurance	USD 80.00	1.5 hours	19 Sep 2022	SCI
No.	Program (Advanced Level)	Course Fee	Duration	Dates	Training Provider
1	Reinsurance Buying And Designing-Featuring The ASEAN Team Challenge	USD 300.00	28 hours	26, 27, 29 & 30 Sep 2022	SCI



## ASEAN Reinsurance Programmes – Foundational Level

### INTRODUCTION TO REINSURANCE



THE MALAYSIAN  
INSURANCE INSTITUTE

**REGISTER HERE**

**14 CPD HOURS**

### PROGRAMME HIGHLIGHTS

This course provides a basic knowledge of the concept of reinsurance, fundamental reinsurance principles, basic types and operation of reinsurance, overview of the development of the reinsurance market and the necessary historical perspective to understand current practice. The participants will also learn the basic process of reinsurance underwriting, claims and accounting as well as the basic approach of reinsurance programming.

Participants will gain the basic and necessary working knowledge that will equip them to perform their work and help to enhance their skills and competencies.

### FOR WHOM

- This course has been designed for anyone with an interest to know more about reinsurance and for people with less than three years experience of reinsurance.
- Non-Executive, Executive/Senior Executive involved in marketing, underwriting and claims on Reinsurance.

### DURATION

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

### CPD

14 hours

### FEES

USD170.00

### DATES

17, 18, 23 & 24 May 2022

# SCI CERTIFICATE IN REINSURANCE (ONLINE LEARNING)



**REGISTER HERE**

**21 CPD HOURS**

## PROGRAMME HIGHLIGHTS

This course aims to provide participants with a fundamental knowledge of the functions and the fundamental principles of reinsurance, the terms and concepts as reflected in the various types of treaty accounts documents, the concept and functions of life reinsurance, the various forms of reinsurance and their application. It also describes the characteristics, advantages and disadvantages of different forms of reinsurance arrangement and the common treaty clauses in proportional and non-proportional treaties. The application of such clauses shall also be covered in this course.

### FOR WHOM

- Staff in reinsurance companies who support the underwriting, technical accounting and claims functions in their organisations.
- Other non-operational support staff working in reinsurance companies.
- Support staff working in reinsurance broking firms.
- Staff in reinsurance departments of direct insurance companies who support the placement, technical accounting and claims functions.
- Staff of regulatory bodies who need to understand the principles and practical applications of reinsurance.
- New entrants to the insurance and reinsurance industry.

### DURATION

21 hours of Video-Led Sessions

### CPD

21 hours

### FEES

USD150.00



## ASEAN Reinsurance Programmes – Intermediate Level

### ASEAN REINSURANCE MARKET DEVELOPMENTS



**REGISTER HERE**

**3 CPD 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) - 3 hours.

### CPD

3 hours

### FEES

USD80.00

### DATE

16 March 2022

## 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 ACCOUNTING



REGISTER HERE

14 CPD HOURS

## 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](http://www.insurance.com.my) or click [www.mii4u.org/ilms/user/login](http://www.mii4u.org/ilms/user/login) to register.

### 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)

### DATES

14, 15, 21 & 22 Mar 2022

## 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



REGISTER HERE

14 CPD 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.

Each day from 2:00pm to 5:30pm SG time (3.5 hours)

### DURATION

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

### CPD

14 hours

### FEES

USD250.00

### DATES

9, 10, 11 & 12 May 2022

## 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).

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



REGISTER HERE

14 CPD 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.

Each day from 2:00pm to 5:30pm SG time (3.5 hours)

### DURATION

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

### CPD

14 hours

### FEES

USD250

### DATES

6, 7, 13 & 14 Jun 2022

## 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).

## TREATY WORDINGS – A PRACTICAL PERSPECTIVE



### 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.

REGISTER HERE

7 CPD HOURS

#### DURATION

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

#### CPD

7 hours

#### FEES

USD125.00

#### ASSESSMENT

Case study presentations

#### DATE

27 Jun 2022

### LECTURER'S PROFILE

#### Mr 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



### 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.

REGISTER HERE

2 CPD HOURS

#### DURATION

One (1) session of Virtual Instructor-Led Training (VILT) - 3 hours

#### CPD

3 hours

#### FEES

USD80

#### ASSESSMENT

Case studies

#### DATE

11 Jul 2022

### 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



### 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.

REGISTER HERE

2 CPD HOURS

#### DURATION

One (1) session of Virtual Instructor-Led Training (VILT) - 3 hours

#### CPD

3 hours

#### FEES

USD80

#### ASSESSMENT

Case studies

#### DATE

1 Aug 2022

### 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.

# ALTERNATIVE RISK TRANSFERS: INSURANCE LINKED SECURITIES (ILS) & CAT BONDS



REGISTER HERE

1.5 CPD HOURS

## PROGRAMME HIGHLIGHTS

This is a course on Alternative Risk Transfers. In part 1 of the presentation, we will provide a quick introduction of why we need capital and outline the three common types of capital. In part 2 I will discuss the purpose of using reinsurance, an introduction to alternative risk transfer (ART in short), an example of an insurance linked securities, the advantages and disadvantages of ART and the future of ART. In part 3, we will discuss the risk financing options, and how we implement these options including some evaluation criteria of risk financing options.

**CPD**  
1.5 hours

**FEES**  
USD80.00

**DATE**  
15 Aug 2022

## 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).

# LIFE AND HEALTH REINSURANCE



REGISTER HERE

7 CPD HOURS

## PROGRAMME HIGHLIGHTS

The objective of this program is to enhanced and to provide participants with knowledge of the concepts and characteristics of life and health reinsurance, understanding some of the technicalities that impact the business, as well as Life and Health Reinsurance in the global marketplace and how it operates.

It will be discussing some technical aspect that impact Life and Health business. Experience from Indonesian market with the type of different environment reinsurance is also provided as study case. After this course you will able to:

1. Understand the needs and reasons for direct life and health insurance companies to make reinsurance arrangement, understand the nature and the degree of risk being ceded under different types of reinsurance policies, be able to the pros and cons of each type of reinsurance policies and arrangements methods, understand the legal and economic implications of some of the clauses and provisions commonly imposed on most Life and Health reinsurance policies, and appreciate the design of a direct insurance company's portfolio of reinsurance policies.

2. Be able to recognized and identify important new development in the Life and Health reinsurance industry and its relation with the development of direct insurance markets, be able to comment on the new development using the knowledge that they have learned from the course.

This program is intended for participants who already understand the basic principles of Reinsurance

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

**CPD**  
7 hours

**FEES**  
USD125.00

**ASSESSMENT**  
Online (30 Multiple Choice Questions)

**DATE**  
5 Sep 2022

## LECTURER'S PROFILE

### Indrawaty Syahrullah, MA, FIIS, AAIJ, CPIE, QIP, AMRP – Life Insurance Practitioner

Indrawaty with over 28 years of experience at leading Indonesia Life/Health Insurance company served in senior management roles managing cross functional from Operation, Risk Management and Business.

Indrawaty is certified and fellow of: Management Insurance, Health Insurance, Insurance Risk Management, Qualified Chief Risk Officer, and She is also Fellow of Sharia Islamic Insurance. With extensive experience over decade in Life - Health Insurance, she is an appointed insurance expert dealing with: Reinsurance, Speedy Claims Management, Field Underwriting Management, Client Management, Services Management, Insurance Contact Centre, Business Production, Business Retention Management, Bancassurance, Telemarketing, Credit Life, Micro Insurance, Digital Marketing, Risk Management and Supporting Sharia Business.

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

Fanra bring almost 24 years experiences in the reinsurance business. He held an extensive experience in Life Reinsurance including; Underwriting, Actuarial & Product Development, Claims and Data Administration, Client Management and also Reinsurance Broker.

Currently he takes the role as Director of Life Reinsurance in PT Maskapai Reasuransi Indonesia Tbk (Marein). Prior to joining Marein, He worked for PT Reasuransi Internasional Indonesia and PT Best One Asia Reinsurance Brokers.

Fanra is certified and fellow of Management Insurance, Insurance Risk Management and Associate of Sharia Islamic Insurance. He also Associate of Society of Actuaries of Indonesia.

# RISK BASED CAPITAL – AN OVERVIEW OF THE REGIMES IN ASEAN IMPACTING REINSURANCE



REGISTER HERE

1.5 CPD HOURS

## PROGRAMME HIGHLIGHTS

This is a course to cover the risk-based capital regulations in ASEAN. Part 1 is a review of the Capital Regulations in ASEAN, covering specifically Singapore, Malaysia, Indonesia, Thailand and Philippines. We will examine the 3 types of Capital regimes, and where the 5 ASEAN countries capital regimes are being classified. In Part 2, we will cover the application of reinsurance in RBC. We first discuss the different types of reinsurance plans and the overview of the reinsurance strategy. We then discuss how reinsurance can be used as an alternative source of capital. We conclude our presentation by discussing the reinsurance optimisation in the context of the ERM framework.

**CPD**  
1.5 hours

**FEES**  
USD80.00

**DATE**  
19 Sep 2022

## LECTURER'S PROFILE

### Mr Raymond Cheung

Mr Raymond Cheung has 20 years' experience as actuary, risk professional, consultant and entrepreneur. He is the founder of Alpha Millennia Technology providing digital insurance and deep-tier supply chain financing services in South East Asia. Previously, he was Grab's Regional Insurance Head spear-heading insurtech initiatives for eight ASEAN countries. Before that, he was the Chief Risk Officer for 2 insurance companies in Singapore. Raymond is also an independent director for 2 listed companies in Singapore. Raymond holds the Bachelor of Business (Actuarial Science major) with NTU. He is an Associate member of the Institute & Faculty of Actuaries, UK and the Singapore Actuarial Society.

# ASEAN Reinsurance Programmes – Advanced Level

Organised by



In collaboration with



THE MALAYSIAN  
INSURANCE INSTITUTE



INSURANCE  
INSTITUTE FOR ASIA  
AND THE PACIFIC



THAILAND INSURANCE  
INSTITUTE  
สถาบันประกันภัยไทย



INSURANCE  
COUNCIL OF INDONESIA

## REINSURANCE BUYING & DESIGNING-FEATUREING THE ASEAN REINSURANCE TEAM CHALLENGE

REGISTER HERE

28 CPD HOURS

## PROGRAMME HIGHLIGHTS

The focus of this 28-hour course is on treaty reinsurance focusing on property and liability classes of insurance. All participants are required to attend a two-hour briefing on the different capital regimes impacting reinsurance in ASEAN.

Participants will be grouped into teams to compete by country and demonstrate how they have understood and applied the concepts taught in the ASEAN Reinsurance Programme (ARP), in designing an optimum reinsurance buying programme. Selected participants from each team will first need to present their own country's reinsurance landscape and factors impacting the reinsurance buying decision process in their country. Selected participants from each team will also compete based on presentations of their own country's case example and quizzes/assessments. Each team can choose 2-3 presenters for the respective presentations

The winning team will win an AWARD. All participants who meet the course attendance requirement (minimum 75% attendance with video switched on during virtual sessions) and pass the quizzes/assessments will be awarded with an ASEAN Certificate of Completion in Reinsurance Design & Buying Programme. Those who complete all the modules under the ASEAN Reinsurance Programme 2022 will be awarded with an overall Certificate of Completion.

**CPD**  
28 hours

**FEES**  
USD300.00

**DATES**  
26, 27, 29 & 30 Sep 2022

## FEEDBACK:

"Useful course content"

"Excellent presentations"

"the programme was of a great benefit to me in my role as Head of the Reinsurance Dept. of our company for it gave me a much broader and deeper understanding of the conduct of proportional reinsurance which I could apply in my current work"