



INTRODUCTION TO REINSURANCE PRACTICE

W O R K S H O P

14TH - 15TH MARCH, 2019
INSURANCE INSTITUTE OF UGANDA,
KAMPALA, UGANDA



A COLLABORATION BETWEEN



ZEP-RE's TRAINING MANDATE

ZEP-RE is mandated to facilitate the training of insurance and reinsurance industry personnel in the sub- region and across its markets. This mandate is reinforced by the company's establishment objectives which are: Provide technical assistance to insurance and reinsurance institutions of the Sub-Region; forstering the development of the insurance and reinsurance industry in the COMESA region; promoting the growth of national, sub-regional and regional underwriting and retention capacity; and supporting sub- regional economic development.

THE ZEP-RE ACADEMY

The ZEP-RE Academy was established in 2016 with the sole aim of institutionalizing the founding mandate of ZEP-RE (PTA Reinsruance Company) of training insurance and reinsurance personnel in the sub-region, which over the years has been carried out through the Training Department of ZEP-RE.

The Academy has partnered with insurance Institutes, Colleges of Insurance and other insurance training institutions in the region in order to respond to the skills development needs and requirements of each local market.

COLLABORATION WITH THE INSURANCE INSTITUTE OF UGANDA

ZEP-RE has partnered with the Insurance Institute of Uganda (IIU) through a memoramdum of understanding to collaborate in the provision of technical support services in the furtherance of the training of the members of the institute in insurance, reinsurance, risk surveying and related courses and programs.

THE INTRODUCTION TO REINSURANCE PRACTICE COURSE

The Introduction to Reinsurance Practice Course is designed to address the skills gap in reinsurance, experienced in the insurance industry in the Region. It seeks to equip participants with technical reinsurance knowledge and skills that would enable them carry out reinsurance underwriting and claims management functions more efficiently and competently.

Insurance companies transfer between 20% -30% of all their written premiums to reinsurers who are in turn responsible for potentially devastating large claims and catastrophies. This makes the knowledge of reinsurance imperative and mandatory for the success and survival of any insurance organization and industry at large.

COURSE OBJECTIVES

The objectives of the course are to enable the participants to;

- a) Demonstrate an understanding of reinsurance business,
- b) Understand and appreciate how a reinsurance program is designed,
- c) Appreciate the scope and extent of the Reinsurance Market
- d) Understand the types and methods of reinsurance,
- e) Have the ability to price both proportional and non- proportional reinsurances,
- f) Design and prepare cover notes for various reinsurance contracts.

COURSE DURATION

The Workshop will be conducted in English and will be held for a period of two (2) days.

COURSE CONTENT

- Introduction to Reinsurance
- Reinsurance Market
- Reinsurance Program design
- Types and methods of Reinsurance – Proportional & Non Proportional
- Reinsurance Pricing – Proportional & Non Proportional
- Reinsurance Treaty Contract / wordings – Proportional & Non Proportional

TRAINING PROGRESSION

The Introduction to Reinsurance Practice will be followed up with two sessions of training:

- (a) **Intermediate Reinsurance Practice (August, 2019)** - which will focus on reinsurance accounting for both proportional and non- proportional treaties
- (b) **Advanced Reinsurance Practice (October, 2019)** - this will consolidate the training afforded by the Introduction to Reinsurance Practice and the Intermediate Reinsurance Practice with a specific focus on general and reinsurance claims management.

It is therefore desired that the same participants attend all the three training programs.

CONTACT

ZEP-RE Academy

c/o ZEP-RE (PTA Reinsurance Company)
ZEP-RE Place, Longonot Road, UpperHill
P.O. Box 42769 – 00100,
Nairobi, Kenya
Email: zepreacademy@zep-re.com

The Insurance Institute of Uganda

Block A Victoria Office Park
Plot 6 / 9 Okot Close Bukoto
P.O.Box 4184, Kampala
Tel: (+256) 417 333500
Email: jkisakye@iiu.ac.ug

PROGRAMME

/ DAY ONE

THURSDAY MARCH 14TH, 2019

| | |
|--------------------------|--|
| 8:30am - 9:30am | - Registration - Opening Remarks - Group photo |
| 9:30am - 10:30am | - Introduction to Reinsurance |
| 10:30am - 11:00am | - Coffee/Tea Break |
| 11:00am - 1:00pm | - Reinsurance Programme Design |
| 1:00pm - 2:00pm | - Lunch Break |
| 2:00pm - 3:45pm | - Reinsurance Market |
| 3:45pm - 4:00pm | - Coffee/Tea Break |
| 4:00pm - 5:00pm | - Group Discussions |

/ DAY TWO

FRIDAY MARCH 15TH, 2019

| | |
|--------------------------|---|
| 8:30am - 10:30am | - Types and Methods of Reinsurance - Proportional Treaties |
| 10:30am - 11:00am | - Coffee/Tea Break |
| 11:00am - 12:00pm | - Types and Methods of Reinsurance - Non-Proportional Treaties |
| 12:00pm - 1:00pm | - Pricing of Proportional Treaties |
| 1:00pm - 2:00pm | - Lunch Break |
| 2:00pm - 3:45pm | - Pricing of Non-Proportional Treaties |
| 3:45pm - 4:00pm | - Coffee/Tea Break |
| 4:00pm - 5:00pm | - Group Discussions |

..... DRESS CODE:

Formal Attire:
On the first day for Group Photo
Smart Casual: On all other days

..... ITEM TO BRING:

Please carry a **Scientific Calculator**

REGISTRATION

DATE OF REGISTRATION:

.....

NAME:

.....

(In full and in block letters as to appear on certificate)

DESIGNATION:

.....

AREA OF EXPERTISE:

.....

DATE OF BIRTH: **GENDER:**

ACADEMIC BACKGROUND:

.....

COMPANY NAME: **DEPT:**

WORK EXPERIENCE:

.....

EXPERIENCE AT CURRENT POSITION:

PHYSICAL & POSTAL ADDRESS:

TEL NO.: **E-MAIL ADDRESS:**

SIGNATURE: