



# IIRM

(A Joint Initiative of IRDAI and  
Govt. of Telangana)



*Online Workshop on  
"Reinsurance in Practice"*

## About IIRM

IIRM is a unique institution promoted by **Insurance Regulatory and Development Authority of India (IRDAI)** along with the support of State Government of Telangana. IIRM offers comprehensive courses in Insurance, Risk Management, Financial Services, Analytics and Actuarial Sciences for Graduates in tune with the Industry requirements.

## About Workshop

IIRM will be conducting a 3 days' Online Workshop for professionals who are working with Insurance companies / Insurance Broking Firms / Reinsurance Companies and Insurance buyers (Insurance and RM verticals).

✓ Participants will be awarded a Certificate.

### Schedule of workshop

**Date : 11th, 12th & 13th October, 2021**  
**Time : 2.00 pm to 5.00 pm (3 hours each day)**

## Brief topics covered

Introduction to Reinsurance - Retrocession - Proportional Treaty Reinsurance - Quota Share and Surplus Reinsurance - Allocation of premium between cedant and reinsurers and calculation of facultative requirement - Setting retention - Graded Retentions - Second Surplus and Third Surplus - PML underwriting vs Sum Insured underwriting in Proportional Treaty Reinsurance - Quota Share for Financial Relief, Solvency Relief and Catastrophic accumulation management - Fixed commission, Sliding scale commission and Profit Commission - Clean-cut accounting and Premium and loss portfolio transfer - Event Limits - Loss Participation clause - Concept of Treaty Balance - Combined Quota share and Surplus treaty - Facultative Obligatory - Proportional Treaty Exclusions - Proportional Treaty important clauses - Non-Proportional Treaty - Risk XL, CAT XL and Stop Loss - GNPI, Rate on GNPI, Rate on Line - Earned and Written Premium - Minimum Premium, Deposit Premium, MDP - How to determine retention and Limits - Event Limit in Risk XL - Layering in Non-Proportional Treaties - Risk cum Cat XL - PML bust/PML error layer in Risk XL - Two risk warranty and Reverse two risk warranty - Hour's clause - Number of reinstatements and reinstatement after a loss - Experience and Exposure rating - Burning Cost - Swing Rating - Pricing of Proportional and Non-Proportional treaties - Understanding treaty profitability - Reinsurance Claims.

## Brief Profile of Key Facilitator



### Atmaram Cheruvu

Insurance & Reinsurance Specialist & Consultant

Atma is a visiting faculty at IIRM, Hyderabad. He holds Bachelor degrees in Electrical Engineering and Law and Master's degree in Management. He has 30 years work experience in areas of Risk Management, Insurance Underwriting and Reinsurance. He was Head (Property & Casualty) and Chief Underwriting Officer of Hannover Re branch in India. Earlier to Hannover Re, He held senior positions in Sompo Japan and Royal Sundaram.

He has been trained extensively on Risk Management, Insurance & Reinsurance in Europe, North America and Asia. He is a passionate training facilitator on various areas of Risk Management, Reinsurance and Insurance.

He has conducted many programs on Reinsurance internationally and is well recognised for simplifying the complex subject of Reinsurance.

He has presented many papers at various National / International Seminars.

*He lives in Hyderabad and can be contacted on*

**e-mail : cheruvua@yahoo.co.uk and Mob : +919987020900**

**Participation Fees : Rs. 5,700/- plus 18% GST**

**20% Flat Discount**

For  $\geq$  Five nominations  
from an organization

(or)

**10% Flat Discount**

For early bird nomination  
before 6th October, 2021

**Conducted by**

**Institute of Insurance and Risk Management (IIRM)**

Financial District, Gachibowli, Hyderabad, Telangana – 500 032 (India).

Tel: 040-2300 0005/ Toll Free : 18004252041

Website: [www.iirmworld.org.in](http://www.iirmworld.org.in) / [www.iirmworld.edu.in](http://www.iirmworld.edu.in)

**Registrations are invited**

**Programme Co-ordinator: Ms. K.Kiranmayi, Sr. Faculty, IIRM**

**RSVP: Mr. K. Nikhil (Mobile: 9502877333, 8788160454), Email: [workshop@iirmworld.org.in](mailto:workshop@iirmworld.org.in)**