IPI Academy

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Presented by
Falconbury

The Reinsurance Industry: Fundamentals, Markets, Law and Practice

17-18 March 27
+ 21-22 September 27

Master reinsurance fundamentals in this intensive 2-day training course covering legal frameworks, market dynamics, claims management, and practical applications with industry experts.

Format:
Live online

CPD:
12 hours for your records

Certificate of completion

Course overview

Reinsurance is often described simply as 'insurance for insurers' - a mechanism for transferring risk, protecting capital and stabilising results. In practice, however, it is a highly complex global system, combining underwriting judgement, financial structures, legal frameworks and market practice. It is the key risk management tool for all insurers.

From the structuring of proportional and excess of loss treaties, through to contract wording, claims handling and dispute resolution, reinsurance operates across multiple disciplines and jurisdictions. Small differences in structure, terminology or interpretation can have significant financial and legal consequences.

As the market continues to evolve - through regulatory change, globalisation, alternative risk transfer and increasing scrutiny of contract certainty - professionals are often required to specialise. This can make it challenging to maintain a clear, end-to-end understanding of how the reinsurance chain operates in practice.

This comprehensive and highly practical programme is designed to address that gap. It provides a structured, end-to-end view of the reinsurance lifecycle, covering:

- Core concepts and structures (facultative and treaty reinsurance)
- Underwriting principles and portfolio management
- Contract wordings and key legal concepts, including the latest legal decisions.
- Market practice across major global reinsurance centres
- Regulatory frameworks and developments, including the Insurance Act 2015
- Claims management, reserving and run-off
- Dispute resolution, including arbitration and international considerations

Through a combination of expert-led sessions and practical workshops, delegates will develop both technical understanding and practical application, enabling them to navigate the reinsurance market with greater confidence.

Whether you are new to reinsurance or looking to reconnect with the broader market dynamics, this course offers a clear, integrated and commercially focused understanding of the industry as a whole.

The experienced faculty will demystify all aspects of the reinsurance industry that participants might be new to, unfamiliar with or have lost touch with, including:

- **Part 1:** The building blocks – understand the need for reinsurance and its relevance to your role
- **Part 2:** The reinsurance market – get-to-grips with the role of the reinsurance market and how it works
- **Part 3:** The legal and regulatory framework – build your knowledge of how the industry is controlled and regulated
- **Part 4:** Practical applications – Demystify the terminology and activities that are specific to the insurance industry

Benefits of attending

By attending this comprehensive training course, you will:

- **Gain** a clear, end-to-end understanding of the reinsurance lifecycle, from placement and underwriting through to claims and dispute resolution
- **Build** practical knowledge of facultative and treaty reinsurance structures, including how proportional and excess of loss contracts operate in practice
- **Develop** confidence in interpreting reinsurance contract wordings and key clauses, and understand how they perform in real-world scenarios
- **Understand** the legal and regulatory framework, including the Insurance Act 2015, and how it impacts reinsurance contracts and disputes
- **Explore** how the global reinsurance market operates, including the roles of brokers, underwriters and major international centres
- **Strengthen** your understanding of claims management, reserving and long-tail liabilities, including practical challenges and best practice approaches
- **Gain** insight into run-off, insolvency and alternative risk transfer mechanisms, and their impact on recoveries and portfolio management
- **Learn** how reinsurance disputes arise and are resolved, including arbitration, jurisdictional issues and international considerations

Who should attend?

This training course has been designed specifically for:

- Reinsurance company employees
- Reinsurance broker company employees
- Insurance and reinsurance company professionals
- Lawyers in private practice
- Regulators
- Brokers
- Insurance and reinsurance consultants and advisers

Plus, those who have recently joined the reinsurance industry and suppliers to the industry including software, recruitment and accountancy personnel.

Programme

Day 1

PART 1: THE BUILDING BLOCKS

What is reinsurance? Its purposes and functions

- Introduction of basic concepts
- Concepts of sharing/mitigating/laying-off/risk
- Methods and types (proportional and x/l, treaty and facultative)
- Types and functions of reinsurance treaties
- How proportional and x/l work
- Their different uses and purposes
- The role of the Cedant company: what protection and capital support do you need; risk spreading

Facultative reinsurance - PRACTICAL WORKSHOP (A)

- Concept – 'individual risks'
- Premium calculation proportional and x/l (two methods)
- 'as original'
- Worked exercises: premium/ rating and claims allocation
- Advantages and disadvantages - development of the treaty

Underwriting reinsurance

- Main tasks and challenges of the reinsurance underwriter
- Setting the retention
  - "Technical rates"; actuaries, cat modellers, statisticians and other animals
  - Risk appetite
  - Rating methods in detail
- Underwriting guidelines
- The underwriter's risk assessment process; the reinsurance information
- "Know your customer"
- Buyer's perspective

Questions

Reinsurance agreements

- Why have a wording?
- The London Market Contract
- Key drafting concepts (construction, interpretation, implied terms)
- Facultative certificates; "as original"
- Nature of the reinsurance contract
- Incorporation of clauses
- Key clauses (follow, ultimate net loss, warranties and conditions)
- Law and jurisdiction clauses
- Other key clauses; the structure of a typical wording

PART 2: THE REINSURANCE MARKET

Main world markets

- Difference between broker and direct markets
- London and Lloyd's market
- USA (New York; California)
- SE Asia
- Continental Europe

Market specialists in arranging reinsurance: brokers and underwriter

- The chain of the reinsurance business
- Role of the broker vs direct placings
- Market practice and agency rules
- Duties of reinsurance brokers
- Role of the underwriter

The reinsurance captive market

- Definitions
- History
- Locations
- "Captive" reinsurers/industry mutuals/captive managers
- Application of reinsurance recoveries

Alternative risk transfer mechanisms

- Reinsurance pools
- What is a pool and how does it work?
- Principal-to-principal implications and accounting arrangements
- Examples: Pool Re, Flood Re, Florida Windstorm Underwriting Association
- Insurance linked securities and alternative risk transfer, catastrophe bonds
- Distinction from traditional reinsurance
- Does the reinsured have to prove a loss?

Day 2

Introduction and recap of day one

PART 3: LEGAL AND REGULATORY FRAMEWORK

The law of reinsurance - introduction

- Development of the law of reinsurance; predominance of English reinsurance law and English jurisdiction
- Sources of English law; The UK Insurance Act 2015 and beyond
- Common law and civil law jurisdictions
- Issues that commonly give rise to disputes
- Rules for choice of law and jurisdiction, international enforcement of judgements and awards
- Construction of reinsurance contracts – the courts' approach

The regulation of reinsurance

- Regulation and solvency
- UK bifurcated (Twin Peak) regulation (prudential vs consumer protection)
- EU: Solvency II/Capital requirements
- Nigerian and other sub-Saharan approaches
- International aspects; worldwide convergence

Developments post Brexit

- UK licences to trade in EU countries and vice versa;Lloyd's Brussels; Lloyd's Insurance Co Ltd
- Continued centrality of London?
- Proposed changes to prudential regulation
- New FCA approach
- Judgements of ECJ

PART 4: PRACTICAL APPLICATIONS

Reinsurance claims management

- Claim management - what, why and how
- Questions of non-disclosure/misrepresentation/underwriting information
- Litigation management from a claims perspective
- In-house counsel and independent lawyers
- Use of Inspections of Records Clause

Claims reserving

- Why reserve? Importance in technical account
- Case reserves
- Using information from reinsureds
- What is IBNR (long and short tail needs)? Approaches to estimation

PRACTICAL EXERCISE: Simple "link-ratio" calculation of IBNR

Run-off and commutations

- What is run-off? Its importance in the market
- Different legal run-off vehicles
- Part VII Transfers – latest developments
- Loss portfolio transfers
- What are Schemes of Arrangement?
- Commutations explained

Dealing with reinsurance disputes

- Litigation or arbitration? International disputes
- Jurisdiction and choice of law
- Principles and procedures for reinsurance arbitrations
- Alternative Dispute Resolution (including conciliation and mediation)
- The Bermuda Form
- Major dispute resolution centres (England; New York; Dubai; Singapore)

Presenters



Phillippa Rowe

Phillippa Rowe, senior partner of independent reinsurance consultants Phillippa Ross & Co., has over 30 years experience of insurance and reinsurance claims in Lloyd's and the London market and internationally. She began her reinsurance career with 15 years with the Kiln group at Lloyd's. She currently acts as arbitrator, mediator, expert witness and technical consultant in a wide range of claims, wordings and market practice matters and writes, lectures and provides training courses on similar subjects.



Simon Cooper

Simon is a consultant in the Global Speciality & Financial Risks team at DWF Law LLP. He has more than 35 years' experience of advising clients in the London and international insurance and reinsurance markets and has extensive experience of acting in large scale disputes in England and Internationally. Simon also has comprehensive experience of mediation and other forms of Alternative Dispute Resolution. Simon is a member of the IUA Clauses Subcommittee and past secretary of the International Bar Association's insurance committee. He edited the second edition of 'Reinsurance Practice & the Law' and writes and lectures frequently on legal issues. He is the current Lloyd's Members Ombudsman



Richard Cook

Richard Cook is Managing Director of PICC Solutions. He was previously Head of Technical Adjusting at Charles Taylor Insurance Services and Head of Reinsurance at Xchanging Claims Services. He has over 37 years insurance claims experience in the Lloyd's and London Insurance Company Market; joining Xchanging from a specialist Reinsurance Lloyd's Managing Agency, where he was the Group Claims Manager. He has served on numerous major London Market claims committees and has appeared as a Fact Witness in coverage litigation before various United States Federal and State Courts. He has acted as an Expert Witness on London Market Claims Practice in the United States Federal Court in New York and in the High Court in London.



David Brackenbury

David Brackenbury has been working in the Lloyd's Market since 1980. A Broker for 26 years, in 2006, David set up David Brackenbury Associates, a consultancy that brings experts in loss adjusting, forensic accounting, audit, compliance and investigative services from around the world to the Lloyd's, London and European insurance marketplace. David is a Board Member of the Association of Insurance and Reinsurance Service Providers (AIRSP) and is a Practicing Associate of the Academy of Experts. David has been involved throughout his career with the negotiation and settlement of losses in the Lloyd's, London and international insurance and reinsurance markets.

Course dates

17-18 March 27	**Live online** 09:30-17:30 **UK (London)** (UTC+00) *Course code 17061*	GBP **1,199** ~~1,399~~ EUR **1,679** ~~1,959~~ USD **1,927** ~~2,239~~ **Until 20 Jan**
21-22 September 27	**Live online** 09:30-17:30 **UK (London)** (UTC+01) *Course code 17319*	GBP **1,199** ~~1,399~~ EUR **1,679** ~~1,959~~ USD **1,927** ~~2,239~~ **Until 27 Jul**

How to book

Online:
ipi.academy/363

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews

★★★★★

The speakers spoke very clearly and were very informative leaving plenty of time for questions. The content was laid out very well, I particularly found Richards slides to be very easy to read and altogether I found the presentation to be very clear and easy to understand although I do think the timing was an issue in some parts.

Ciaran Dempsey
Reinsurance Technician
Ffh Management
Jun 6 2023

★★★★☆

Easy to understand, even for a non-English specialist like me!

Michael Foerster
Builders Insurance Holdings S.A.
Apr 28 2016

★★★★☆

Great course but the it's length could to be extended

Khalid alhusain
Credit insurance specilaist
Saudi fund fro development
Apr 29 2015

★★★★★

Content was very informative, relevant and for the majority of the time was clear. I think it could benefit from some areas being explained in more simple terms.

Gemma Manning
BAI Claims Services Limited
Apr 29 2014

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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