

About the **digital training**

Due to the inversion of the production cycle, the insurance business is very different from other traditional industries.

Understanding, measuring and managing the performance of insurance companies is difficult due to the specific risks insurance companies must cover.

It is therefore essential that you, as employee of the insurance sector, understand how your company is functioning, how its activity is measured via the balance sheet and the P&L, what are the main regulations influencing this measure, which indicators are used to assess the performance and what levers can improve this performance.

Participant profile: this training is an **introduction to main concepts** and is therefore particularly suited for participants, coming potentially from different departments (product development, risk management, finance, accounting but also underwriting, claims management or IT), wanting to develop a broader view on how their work can influence the performance. It is also well suited for new comers or persons wanting to refresh their mind on these concepts.

This introduction training is not designed for people wanting to build a deep expertise on the presented topics.

The **aim of this workshop** is to

- Present the functioning of an insurance company and the insurance and financial products it manages
- Explain how to read and understand the different elements of an insurance balance sheet and P&L
- Compute performance indicators used in different regulatory frameworks (Local GAAP, Solvency 2 and IFRS17)
- Understand the impact of pricing & portfolio management, risk mitigation (reinsurance) and ALM on the performance



The full training program is worth 21 Continuous Professional Development (CPD) points at the Institute of Actuaries in Belgium (IA|BE).

Practical content



E-learning modules

15 modules to build the foundations



- 3 chapters with **15 e-learning modules in total**
 - **Functioning** of the company (main economic principles, insurance premium, main insurance and financial products)
 - How to **measure and manage** the performance of an insurance company
 - Focus on non-life and life **products**
- **Pedagogical** presentation of the concepts with examples
- To be followed by the participants **whenever they want** between the webinars, as pre-requisites



Webinars

6 webinars to consolidate and expand practical knowledge



- **Complementary** knowledge topics covered during the webinars
- Opportunity to **ask questions** through specific Q&A sessions
- Presentation of **practical examples**
- Focus on performance of **case studies** allowing to **put learning into practice**
- Webinars will be recorded so that you can view later if you were not available or want to review the material. Recording available for 2 months after the training

About the agenda

Module 1 – Functioning of an insurance company: main activities, products and pricing, P&L and balance sheet
(Total estimated duration: 10h)

Wednesday, 24th March 2021

Webinar #1 – at 10.00 CET, length: 2h

- Introduction
- Main activities of an insurance company
- Typical features of products
- Introducing our case study
- Pricing non-life and life insurance products: reminder and case study

Pre-requisites:

E-learning – length: 3h (+1h optional)

- 5 introduction modules: Economic concepts of insurance; insurance contracts and classification; introduction to financial products; introduction to non-life pricing; introduction to life pricing
- 2 optional modules: focus on life and non-life products

Thursday 1st April 2021

Webinar #2 – at 10.00 CET, length: 2h

- Key elements on provisions, balance sheet and P&L, Q&A session
- Case study: Computing provisions in non-life and life insurance
- Case study: building our P&L and balance sheet

Pre-requisites:

E-learning – length: 2h

- 4 modules: premium and premium provision in non-life; claims and claims provision in non-life; Non-Life Balance sheet and P&L; Life provisions, P&L and balance sheet

Module 2 – Main performance indicators under local GAAP, Solvency 2 and IFRS17 (Total estimated duration: 6h)

Thursday, 22nd April 2021

Webinar #3 – at 10.00 CET, length: 2h

- Dimension and valuation frameworks of performance
- Main performance indicators in life and non-life insurance
- Case study: computing performance indicators
- Sensitivity of performance indicators

Pre-requisites:

E-learning – length: 1h

- Non-Life Balance sheet and P&L; Life provisions, P&L and balance sheet

Tuesday, 27th April 2021

Webinar #4 – at 10.00 CET, length: 2h

- Main elements of Solvency 2
- Main elements of IFRS17
- Risk and Value indicators
- Case study: risk and value indicators

Pre-requisites:

E-learning – length: 1h

- Introduction to Solvency 2
- Introduction to IFRS17

Module 3 – Introduction to performance management levers (Total estimated duration: 5h)

Thursday, 29th April 2021

Webinar #5 – at 10.00 CET, length: 2h

- Pricing and portfolio management
- Reinsurance: how to choose the right cover?
- Case study: impact of reinsurance on main performance indicators

Pre-requisites:

- #### E-learning – length: 0.5h
- 1 module: Reinsurance

Tuesday, 4th May 2021

Webinar #6 – at 10.00 CET, length: 2h

- ALM main elements
- Case study: impact of ALM on main performance indicators
- Benchmarking performance with competitors
- Final Q&A

Pre-requisites:

- #### E-learning – length: 0.5h
- 1 module: ALM

About the **Reacfin Academy**

Reacfin Academy is the business line of Reacfin dedicated to continuous professional education and training in Finance, Risk Management, Portfolio Management, Actuarial Science and Data Science.



www.reacfinacademy.com

About the **speakers**



Pierre DEVOLDER

Chairman of Reacfin, professor at the University of Louvain (UCL) and IA|BE qualified actuary

Expert in Pension, Life Insurance, ALM and Stochastic Finance. Ex-Board Member at Axa Belgium with 35+ years of experience in insurance.



Xavier MARECHAL

CEO Reacfin and IA|BE qualified actuary

Expert in Non-Life and Health insurance (pricing, product development, reserving and risk management).



Adrien Lebègue

Head of Reacfin's Risk & Finance Center of Excellence, manager at Reacfin and IA|BE qualified actuary

Expert in ALM and quantitative finance.



Aurélie MILLER

Head of Reacfin's Life, Health and Pension Center of Excellence, director at Reacfin and IA|BE qualified actuary

Expert in Life and Health insurance (pricing, product development, reserving and risk management), Solvency 2 and IFRS 17.



Samuel MAHY

Head of Reacfin's Non-Life Center of Excellence, director at Reacfin and IA|BE qualified actuary

Expert in Non-Life and Health insurance (pricing, product development, reserving and risk management), reinsurance and Solvency 2.

Practical information



Pricing

- Participation is flexible: you can sign up for Module 1, Module 2, Module 3 or all modules according to your needs and availability.
- Early bird prices are open until February 28th.

| | Module 1 | Module 2 | Module 3 | 3-module package |
|--------------------|----------|----------|----------|------------------|
| Early price/person | €1000 | €600 | €500 | €1700 |
| Price/person | €1150 | €750 | €600 | €2000 |

- Cancellation is possible up to 15 days before the training. After this deadline a cancellation fee of 50% will be applied. Switching participant is possible at any time.
- Reacfin has the possibility to cancel the training if the number of participants is too low.



Required material

- Attendees need a computer:
 - with a PDF reader and Excel installed
 - that allows them to attend webinars on LiveStorm (<https://livestorm.co/>) and watch e-modules on Rise-Up (<https://reacfin.riseup.ai/>)



Language

- Presentation will be performed in English, but questions could also be discussed in Dutch or French to facilitate the understanding of principles.



Contact

- To subscribe go to: <https://reacfinacademy.typeform.com/to/Arjp2MWO>
- For any questions, feel free to contact us : learning@reacfinacademy.com