

**COLLEGE OF INSURANCE,  
Insurance Institute of India, Mumbai  
Mega Risk Insurance  
Program ID: - CPG15  
(From: 27<sup>th</sup> to 29<sup>th</sup> August, 2018)**

**Relevance of the Program:-**

The Indian property insurance market was known to be profitable all along with tariff pricing and structured discounts. Post detariffing though, insurers have the freedom to price the product appropriately, it is common knowledge that price wars have pushed rates to ridiculously low levels. However, there is considerable consistency on the policy wordings – terms and conditions, which are either time-honoured under the tariff regime or as per the ‘file and use’ approval system.

When it comes to Mega Risks, domestic companies having large industrial assets increasingly prefer umbrella covers with reinsurance driven rates. Also, bespoke coverages are more in demand in this market segment. Hence the policy wordings need to conform to international standards. In many cases, many mid-level officers get sandwiched between the insurance savvy insured who want the best deal; and dominating reinsurers who provide good rates, riding on the soft international market and the pressing need for additional capacity that many of the newer companies require. In most cases, they are at a loss as to protecting their own company’s interests in such situations.

Reinsurance rates fluctuate depending on the quality of risk, claims experience, as well as the performance of the capital markets. Hence it becomes all the more important for the domestic insurer to understand the loss exposure and the finer nuances of mega insurance policies.

In this context, the College of Insurance recognizes the needs of the industry (especially those in underwriting, claims and broking) to have a stronger theoretical grasp and a better understanding of the practices in Mega Risk Insurance. This would empower them to work with this elite customer segment on one side and high calibre reinsurers on the other with better ease and comfort. The program seeks to broaden their academic horizon and connect them with the changing trends in the domestic and international market by exposing them to experts in this area.

**Program Objective:-**

The program is designed to enable participants to:

- Have a clearer understanding of mega risk at the concept level
- Develop better insight into covers available globally
- Appreciate the increasing relevance of knowledge and technology in insurance

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- Realign themselves with the PML and risk management aspects of mega risk
- Understand the challenges on the reinsurance front
- Appreciate concerns in servicing Mega Risk Policies
- Deliberation on claims related to mega risks

**Participant Profile:-**

The program is specially designed for insurance company officers in the middle management level from the underwriting and claims departments, risk engineers, brokers, and loss adjustors who have interest in mega insurance policies and for those interested in working in this area.

**Program Duration: - 3 days from 27<sup>th</sup> to 29<sup>th</sup> August, 2018**

**Timing : 10.00 a.m. to 05.00 p.m.**

**Enrolment:**

To enrol for the training program please download the enrolment form and after filling in the necessary details submit your form and fees to the office of the College of Insurance, Insurance Institute of India, Plot C-46, G-Block, Near Dhirubhai Ambani International School, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051 **by 20<sup>th</sup> August 2018.**

You can also do the enrolment online through the College of Insurance's website [www.coi.org.in](http://www.coi.org.in) on or before **20<sup>th</sup> August, 2018.**

**Course Fees:-**

**Residential participants: Total amount Required –Rs. 15222/- (Rs.12900/- plus 9% CGST and 9% SGST).**

The fees cover tuition, course material, A/C single room accommodation in the Institute's campus and full boarding (bed tea/coffee, breakfast, lunch, light refreshments in the evening and dinner). All rooms are fully furnished with attached bathroom and Internet facility.

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Rooms are reserved 12.00 noon onwards the day prior to the commencement of the program. The participants can stay till 12.00 noon next day after the conclusion of the program.

**Non-residential participants: Total amount required –Rs.10974/- (Rs.9300/- plus 9% CGST and 9% SGST).**

The fees cover tuition, course material and day boarding (i.e. tea/coffee during tea breaks and lunch for actual days of training).

**Payment Terms and Conditions:-**

- 1) The payment should be received by the College of Insurance before the commencement of the program.
- 2) The confirmation of registration for the program will be subject to the receipt of the payment.
- 3) We do not consider any refund request or adjustment of fees for the next program in case of non attendance.
- 4) Fees should be paid by Demand Draft drawn in favour of “Insurance Institute of India” payable at Mumbai and forward it together with the “Enrolment form” available from College of Insurance’s website [www.coi.org.in](http://www.coi.org.in) or by online payment mode following the below link <http://www.coi.org.in/web/guest/program-calender>.

**Training Venue:-**



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Insurance Institute of India  
(College of Insurance),  
G Block, Plot No. C-46,  
Near American Consulate,  
Bandra Kurla Complex,  
Bandra (E),  
Mumbai – 400051.



 **Parking Facility:**

**"VEHICLE PARKING IS NOT ALLOWED IN OUR CAMPUS".**

**Course Co-ordinator:-**

**Prof George E Thomas – Tel: 022-26544271 Email - [thomas@iii.org.in](mailto:thomas@iii.org.in)**

**Respond to:-**

<b>Ms S S Vaidya</b>	<a href="mailto:college_insurance@iii.org.in">college_insurance@iii.org.in</a>	022-26544266
<b>Ms Y S Kulkarni</b>		022-26544251
<b>Mr P M Tare</b>		022-26544234

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**Nomination Form**

1) Name: \_\_\_\_\_

2) Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3) Educational Qualification: \_\_\_\_\_

4) Date of Birth: \_\_\_\_\_

5) Position Held.: \_\_\_\_\_

6) Mobile No : \_\_\_\_\_

7) Telephone No. : \_\_\_\_\_

8) Fax No: \_\_\_\_\_

9) E-Mail: \_\_\_\_\_

10) Alternate E-Mail: \_\_\_\_\_

11) Sponsoring Organisation: \_\_\_\_\_

12) Food preference:  Vegetarian  Non-Vegetarian

13) Hostel Facility Required:  Yes  No

14) Details of Fee Paid: Cheque / D.D. No. \_\_\_\_\_ dt. \_\_\_\_\_  
Drawn on \_\_\_\_\_ Bank, for Rs. \_\_\_\_\_

Please  
affix your  
photograph  
here

\_\_\_\_\_  
Signature & seal of the authority  
of the Sponsoring organisation

\_\_\_\_\_  
Signature of the Participant

\*Name of Co-ordinator: \_\_\_\_\_

Mobile No: \_\_\_\_\_ Tel. No.: \_\_\_\_\_

Email-Id.: \_\_\_\_\_ Company Name: \_\_\_\_\_

*\*This column is mandatory for those participants who are sponsored by company.*