



Re Underwriting:
An Educational Forum for Underwriting Professionals
The Helmsley Hotel, 212 East 42nd Street, New York, NY 10017
July 30, 2009

AGENDA

- 8:00 a.m. **Registration/Breakfast** *Sponsored by*  **White Mountains Re America**
- 8:30 a.m. **General Session – Knickerbocker Room A & B**
Welcome/Introduction
James C. Franson, Executive Vice President, Arch Re
- 8:45 a.m. **Market Trends/Perspective**
Vincent J. (V.J.) Dowling, Managing Director, Dowling & Partners Securities
- 9:45 a.m. **Break - Knickerbocker Foyer - Sponsored by** **GUY CARPENTER**
- 10:00 a.m. **General Session – Knickerbocker Room A & B**
Ceded Re – A Reinsurance Buyer’s Perspective
A panel will discuss the drivers of a company’s decision to purchase reinsurance: What influences the decision to buy or not to buy? What areas of a company will be involved in the decision? What market data and market intelligence are available? What types of contract terms are attractive to various types of markets? Do relationships or bottom line economics prevail in the final decision?
Moderator: *James C. Franson, Executive Vice President, Arch Re*
Panelists: *Andrew Archambault, Senior Vice President, Ironshore*
Evan Rosenberg, Senior Vice President, Chubb Specialty Insurance
Edward A. Sweeney, Executive Vice President, Guy Carpenter & Company
- 11:00 a.m. **Break - Knickerbocker Foyer - Sponsored by**  **Munich Re America**
Munich Re Group
- 11:15 a.m. **Lagging Net Results Insurance Company Underwriting Workshop**
LNR Insurance Company (LNR), a small privately held multi-line P/C insurer has just hired a new CEO. The new CEO has been charged by the Board of Directors with improving the company’s net results - which have consistently lagged its peer group. Attendees will break into small groups to step into the shoes of LNR’s officers and determine recommendations to the CEO. The groups will be facilitated to maximize the learning opportunities from this analytical and interactive exercise.
Discussion Leader: *Gerard E. Finley, Senior Vice President, Casualty Treaty Underwriting, Munich Reinsurance America*
Facilitators: *Paul Feldsher, Senior Vice President, Underwriting Practices, Partner Reinsurance Company of the U.S.*
Knickerbocker Room A

***Re Underwriting:
An Educational Forum for Underwriting Professionals***
*The Helmsley Hotel, 212 East 42nd Street, New York, NY 10017
July 30, 2009*

AGENDA (Continued)

- 11:15 a.m. **Lagging Net Results Insurance Company Underwriting Workshop (continued)**
Facilitators: *Brian Flanagan, Vice President, Global Reinsurance Underwriting, Endurance Reinsurance Corp of America
Knickerbocker Room B*
*James C. Franson, Executive Vice President, Arch Re
Knickerbocker Room C*
*Sheila M. Kelly, Vice President, XL Reinsurance America
Knickerbocker Room D*
- 12:00 noon **Working Lunch** *Sponsored by* 
A box lunch will be provided so attendees can continue their workshop groups during lunch.
- 2:00 p.m. **General Session – Knickerbocker Room A & B**
Workshop Group Presentations
A spokesperson from selected groups will present the group’s results to a panel of esteemed judges.
- 3:00 p.m. **Break - Knickerbocker Foyer - Sponsored by** 
- 3:15 p.m. **Hot Topics for Underwriters**
A panel of senior underwriting executives will discuss a broad range of issues facing the industry. Topics will possibly include: the underwriter’s role in cycle management; enterprise risk management and monitoring portfolio volatility; managing the changing habits of reinsurance buyers; and the current and future role of the underwriter.
Moderator: *Franklin W. Nutter, President, Reinsurance Association of America*
Panelists: *Victor Baillargeon, Head of Structured Risk, Aspen Insurance Limited
John Bender, Chief Operating Officer, Allied World Reinsurance Co.
Tad Walker, President and Chief Executive Officer, Partner Re
John P. Welch, President & COO, XL Reinsurance America*
- 4:30 p.m. **Closing Remarks and Adjournment**
- 4:45 p.m. **Reception - Knickerbocker Foyer - Sponsored by**  **Tokio Millennium Re Ltd.**