The Reinsurance Association of America (RAA), in conjunction with the Association of Bermuda Insurers and Reinsurers (ABIR), presents *Re Underwriting: An Educational Forum on Reinsurance Underwriting*, March 18-19, 2020.

**Learning Objectives**

Re Underwriting Bermuda: An Educational Forum on Reinsurance Underwriting is designed for insurance and reinsurance professionals, attorneys, and regulatory staff to enhance their underwriting knowledge and expertise. The program examines the underwriting process, pricing methodologies and underwriting fundamentals. In addition, a panel of senior underwriting executives provide insight into a broad range of underwriting hot topics.

Re Underwriting awards CPE, CPCU and CLE continuing education credits.

**Program Topics**

- Current Regulatory Issues Facing Bermuda Companies
- Economic Environment on the Future of Reinsurance
- Emerging Issues and the Impact on Reinsurance
- The Art of Underwriting and the Underwriting Process
- Panel – What Keeps Underwriters Up at Night
- Narrow the Path of Damage: Driving Resilience Forward with Research
- Underwriting Pricing Methodologies and Fundamentals
- How (Re)Insurance Protects Its Own Interests
- Climate Change from an Underwriting Perspective
- Alternative Capital – 2019 and Beyond

**Who Should Attend**

- Insurance and reinsurance underwriters of all levels
- Contract writers
- Claims and financial professionals
- Attorneys specializing in insurance and reinsurance
- Regulators/staff
- Reinsurance intermediaries
- Other professionals from the insurance and reinsurance industry

Contact Johnetta Riley at riley@reinsurance.org or at 202.783.8322 with questions about the program or for help with registration.

*With Thanks to Our Sponsors:*
WEDNESDAY, MARCH 18, 2020

8:00 am  Registration/Continental Breakfast
8:30 am  Welcome/ Introduction

Marsha Cohen, SVP & Director of Education, Reinsurance Association of America

8:45 am  Current Regulatory Issues Facing Bermuda Companies

Suzanne Williams-Charles, Director of Policy & Regulation, Association of Bermuda Insurers and Reinsurers

9:00 am  Economic Environment on the Future of Reinsurance

Steve Weisbart, III, Senior Vice President, Chief Economist, Insurance Information Institute

10:00 am  Emerging Issues and the Impact on Reinsurance

Andrew Boris, General Counsel and Secretary, American Agricultural Insurance Company

11:00 am  Networking Break

11:15 am  The Art of Underwriting and the Underwriting Process

David T. Stewart, Vice President, TransRe
• Insurance Company Exposures and Strategic Business Plan
• Claims Handling Practices
• Underwriting Practices
• Financial Issues Involved in the Underwriting Process
• Changes in Cedant’s Financial Condition
• Facultative vs. Treaty
• The Marriage of Underwriting, Pricing and Coverage

12:45 pm  Lunch
1:45 pm  The Art of Underwriting and the Underwriting Process (continued)

3:15 pm  Networking Break
3:30 pm  Re Scholar Awards
4:00 pm  Reception

THURSDAY, MARCH 19, 2020

8:30 am  Continental Breakfast
9:00 am  Panel: What Keeps Underwriters Up at Night

Moderator: Frank Nutter, President, RAA
Panelists:
Cathal Carr, Global Head of Property Catastrophe, RenaissanceRe
Paul Simons, Head of Bermuda Reinsurance, AXA XL
Peta White, Senior Managing Director – Head of North America Property Reinsurance, Markel

10:00 am  Networking Break
10:15 am  Narrow the Path of Damage: Driving Resilience Forward with Research

Anne Cope, Chief Engineer, Insurance Institute for Business and Home Safety

Understanding that severe weather disrupts lives, displaces families, and drives financial loss, Anne Cope, PhD, Chief Engineer at the Insurance Institute for Business & Home Safety, will discuss the importance of the roof in mitigating losses across wind, wind-driven rain, hail, and wildfire events. From how wildfires burn to how hail damages a roof, top-tier science delivers actionable insights for the insurance industry and homeowners. Anne will demonstrate how IBHS is working to motivate resilience through research to drive down losses and support thriving communities.

11:15 am  Underwriting Pricing Methodologies and Fundamentals

Mandy Kisala, Chief Pricing Actuary, Third Point Reinsurance Company

(agenda continues on following page)
This session will discuss the fundamentals associated with reinsurance pricing methodologies. How loss estimates for reinsurance are developed and how these estimates can be used to produce an indicated premium. The strengths and weaknesses of the different rating methodologies will be discussed. The economic impact of variable contract terms (profit commission, loss corridor, reinstatement premiums), how this affects premium estimates, and how it can be quantified will be reviewed.

- Provide an overview of experience and exposure rating
- Attendees should understand how to develop a premium indication based on a loss estimate
- Participants will have a basic knowledge of how variable contract terms can be evaluated

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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>12:30 pm</td>
<td>Lunch</td>
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<tr>
<td>1:15 pm</td>
<td>How (Re)Insurance Protects Its Own Interests</td>
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<td>Katie Partington Howarth, Group Head of Ceded Reinsurance, Argo-Ariel Re</td>
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<td>2:15 pm</td>
<td>Climate Change from an Underwriting Perspective</td>
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<td>Mark Bove, Natural Catastrophe Solutions Manager, Munich Re</td>
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<td>Alternative Capital – 2019 and Beyond</td>
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<td></td>
<td>Laura Taylor, President of Nephila Bermuda and Head of Portfolio Management</td>
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<td>4:30 pm</td>
<td>Adjourn</td>
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Devika Bourne, PartnerRe

“The panel and presentations were thought provoking and fascinating as numerous topics were covered affecting the industry. I’m leaving the conference with a greater insight of the future market.”
Brittany de Frias, MS Amlin

“Really helped provide insight into issues I had experienced in the office but did not have the knowledge to tackle with more confidence.”
Evan Lipsky, Brit Insurance

“Re Underwriting was a good mix of reinsurance information I already knew, expanding on topics where I had limited knowledge, and introducing some new concept.”
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“The RAA underwriting course was formatted in a highly effective manner with relevant content, great speakers and the opportunity to network. The course offers a wonderful overview to the subject matter and leaves you feeling well versed.”
Nikita Kumar, Munich Re
Continuing Education Credits

Prerequisites or Advanced Training Required: None
Instructional Method: Group-Live Offering

CPA CPE Credits: The Reinsurance Association of America is registered with the National Association of the State Boards of Accountancy (NASBA) as a sponsor of continuing education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: www.nasba.org.

The RAA is also registered with the Society of Financial Examiners (SOFE) and the Insurance Regulatory Examiners Society (IRES) as an approved provider of continuing education credits. The RAA is also a licensed sponsor with the New York State Board of Public Accountancy.

CPCU CPD Credits: CPCUs attending ReUnderwriting will be awarded CPD points under the Continuing Professional Development Program for CPCUs. Continuing professional development (CPD) credits are authorized by the CPCU Society.

CLE Credits: Continuing Legal Education (CLE) credits vary by state and are authorized by state bar associations. Applications will be filed with individual states as requested by attorney attendees.

For information on administrative policies such as complaint and refund, please contact our offices at 202.638.3690.

Re Scholar Program – Certificate of Reinsurance Education

For those who wish to pursue a Certificate of Reinsurance Education, Re Underwriting is a component part of the Reinsurance Education Institute’s Re Scholar Program. The program recognizes those professionals who achieve a high standard of reinsurance education by completing the Re Scholar curriculum.

The curriculum for certification, which is designed and taught by RAA member-company professionals, consists of five core courses:

- **Re Underwriting Bermuda: An Educational Forum on Reinsurance Underwriting**
- **Re Basics: Demystifying Reinsurance—A Basics of Property/Casualty Reinsurance Course**
- **Re Contracts: The Art of Designing Reinsurance Contracts and Programs**
- **Re Claims: Navigating the World of Reinsurance Protection When Loss Strikes**
- **Re Finance: The ABCs of Financial Reporting and Analysis**

Individuals who complete all five courses will be awarded the Institute’s Re Scholar Certificate.

Contact Patricia Cheetham at cheetham@reinsurance.org or 202-783-8382, for details on the Re Scholar program.
Bermuda Re Underwriting

An Educational Forum on Reinsurance Underwriting
AXA XL, O’Hara House, 1 Bermudiana Road, Hamilton, Bermuda
March 18-19, 2020, Hamilton, Bermuda

Registration: Please print or type

Name ________________________________________________________________
Title ________________________________________________________________
Company/Organisation ________________________________________________
Address ___________________________________________________________________________________
Town ________________________________ Country __________________________ Post Code ___________________
Telephone ______________________________ Email _____________________________

Payment for:

_____ $ 1550  Early Bird Registration before February 12, 2020
_____ $ 1575  Registration
_____ $ 1525  RAA Association Partners (Includes ABIR Members)
_____ $ 1475  RAA Members
_____ $ 1295  Government Entities
_____ $ 925  Regulators

REGISTRATION: The registration fee includes program materials, break-
fasts, lunches, networking breaks, and reception.

PAYMENT OPTIONS

Register online at www.reinsurance.org

To ensure the security of all credit card information, please go online to
www.reinsurance.org to use our secure site to process registrations with
credit card payments.

or Mail this form with payment.

Check or money order enclosed/payable to the Reinsurance Association of
America. Payment must accompany registration form and be in US dollars
only.

Mail form to:

Reinsurance Association of America
1445 New York Avenue, NW, 7th Floor
Washington, DC 20005

Hotel:

Hamilton Princess & Beach Club
76 Pitts Bay Road
Hamilton HM 08, Bermuda
Tel: 414-295-3000

Attendees receive a special room rate of $405, so be sure to mention the Reinsurance
Association of America room block when making your reservation.

For sponsorship or exhibiting opportunities contact Johnetta Riley
Riley +1.202.783.8322
riley@reinsurance.org

For information about the program or registration contact Johnetta Riley at riley@reinsurance.org or 202-783-8322.

Register online at www.reinsurance.org.