



भारतीय बीमा संस्थान
INSURANCE INSTITUTE OF INDIA

HAPPENINGS AT THE INSTITUTE

Monthly e-Newsletter
September, 2019

**Insurance Institute of India, Plot No. C-46, 'G' Block,
Bandra-Kurla Complex, Bandra (East),
Mumbai – 400051.**



2nd National Reinsurers Summit – Global Reinsurance Market Facing New Challenges

3-4 OCTOBER, 2019, SAINT PETERSBURG, RUSSIA

The Russian National Reinsurance Company with the support of the Central Bank of the Russian Federation had invited representatives and speakers of all national reinsurance companies of the world to take part in the annual National Reinsurance Summit on Global Reinsurance Market Facing New Challenges to discuss the current challenges affecting the re/insurance sector. Globalization, Protectionism, Regulation, Domestic and International Growth, Niche Solutions, Natural Catastrophes, Agricultural Insurance, InsurTech and Cyber risk were the topics discussed and .

Mr. Deepak Godbole, Secretary General, Insurance Institute of India was invited to address the participants on the topic ‘Globalization, Regulation and Protectionism’ in the plenary titled “Global Reinsurance Scenario”. The important points of his speech are as under:

- 90% of the coastal areas will experience above average rise, according to Global Risks released by World Economic Forum;
- The global reinsurance industry is in a period of profound change that is challenging many taken-for-granted beliefs about buying and selling reinsurance;
- There is a general trend for larger cedents to centralize reinsurance buying decisions, centralize retention and bundle risk into multi-territory products;
- Reinsurers are always looking at where best to be located to maximize their profits;



- Your business in reinsurance can no longer rely on traditional sources of differentiation in a market where customer expectations, geographic focus and analytical possibilities are changing so fast;
- Big reinsurers will be global players, but have sufficient local presence in the major markets to ensure that they can access business in each market effectively.





6th Asia Agriculture Insurance Conference AHMEDABAD INSURANCE INSTITUTE

6th Asia Agriculture Insurance Conference was organized by Asia Insurance Review on 12-13 September 2019 at The Taj Mahal Hotel, New Delhi. The theme for the conference was “Feeding the World with Smart Agritech: A Resilient Agriculture Insurance System”.

Dr. George E. Thomas, Professor, College of Insurance was session chairperson for sessions on the New Horizons & Technologies in Agriculture Insurance, Climate Change and Agriculture, Underwriting Strategies in Agriculture Insurance.

Prof. (Dr.) R.K. Duggal, Faculty, College of Insurance spoke on Use of Technology and Challenges Faced in Livestock Insurance



National level conference on “Insurance and Technology – Emerging Challenges”

BY SRI RAMAKRISHNA COLLEGE OF ARTS AND SCIENCE (AUTONOMOUS) AND
COIMBATORE INSURANCE INSTITUTE

National level conference on “Insurance and Technology – Emerging Challenges” was organized by Department of Commerce – BPS (School of Commerce) & Coimbatore Insurance Institute at Sri Ramakrishna College of Arts and Science (Autonomous) on 27th September, 2019.

Mr. Deepak Godbole, Secretary General, Insurance Institute of India spoke on the occasion along with Dr. K. Karunakaran, Principal and Secretary, SRCAS, Mr. K.B. Vijay Srinivas, Director and General Manager (Retd.), UIIC, Dr. Balusamy S. Sellappan, Principal, KRP College of Art, Commerce and Research, Mr. P.J. Nicholson, SDM, LIC of India and Chairman of Coimbatore Insurance Institute, Dr. M. Prakash, Asst. Professor, Christ University and Dr. R. Velmurugan, Associate Professor, Karpagan Academy of Higher Education. The speakers enlightened the audience on innovation in Insurance industry and technological challenges in insurance industry. The conference was attended by students, graduates from education institutions from Coimbatore.





National seminar on “Technology Trends transforming Insurance Industry”

BY PSGR KRISHNAMMAL COLLEGE FOR WOMEN AND COIMBATORE INSURANCE INSTITUTE

National seminar on “Technology Trends transforming Insurance Industry” was organized by Department of B.Com., Actuarial Management & Financial Services of PSGR Krishnammal College for Women and Coimbatore Insurance Institute on 23rd September, 2019 at Coimbatore. Ms. Archana Vaze, Asst. Professor College of Insurance and Head – Content Development attended the seminar as Keynote Speaker. Dr. N. Yesodha Devi, Secretary, PSGR Krishnammal College for Women welcomed the speakers and participants. Dr. S. Nirmala, Principal felicitated the speakers.

Mr. P.J. Nicholson, SDM, LIC of India and Chairman, Coimbatore Insurance Institute gave the inaugural address. Dr. C. Vethirajan, Professor, Alagappa University, Mr. M. Sankara Raman Narayanan, Coimbatore Insu. Inst. Dr. G. Indrani, Head & Asst. Professor, Mr. Senthil Ramanan, Head – BM L&H Global Actuarial BLR and Vice President, L&H Buss. Mgt., Swiss Re were the other speakers. Mr. V. Vetrivel, Honorary Secretary, Coimbatore Insurance Institute proposed the vote of thanks.





Bimtech Insurance Colloquium - 2019 on Indian Insurance: Steps Ahead - Deciphering the Emerging Marketing Scenario

4TH OCTOBER, 2019

Birla Institute of Management Technology (BIMTECH) has organized Insurance Colloquium on Indian Insurance: Steps Ahead - Deciphering the Emerging Marketing Scenario on 4th October, 2019.

Dr. H. Chaturvedi, Director, BIMTECH and Mr. Sakate Khaitan Senior Partner - Khaitan Legal Associates, Member - Board of Governors, BIMTECH welcomed the guests and presented the Thematic Address. Mr. Nilesh Sathe, Former Member (Life), IRDAI presented the Keynote Address.

Ms. Archana Vaze, Asst. Professor College of Insurance and Head – Content Development was invited to the Indian Insurance as Panelist to talk on India's Millennial Insurance Market: Capturing/Seizing the full potential.





Industrial Visit of participants of International Reinsurance Management Programme

The participants of International Reinsurance Management Programme (sponsored by GIC Re) visited Adani Electricity Mumbai Limited - 220kV EHV Sub-Station, Goregaon for Industrial Visit on 21.09.2019. The training was arranged to apprise participants with technical inputs on risk management of large risks/projects which are primarily reinsurance driven. The purpose of the industrial visit to get them a first-hand experience of actually visiting a project and understanding the technical issues and various risks related to it.

The participants attended the training programme are mainly from Bhutan, South Africa, Sri Lanka, Dubai, Nepal, Myanmar, Malaysia, Vietnam, Indonesia, Tanzania.





Report on the Local Seminar on “Cancer Cover Insurance”

BY CALICUT INSURANCE INSTITUTE

Calicut Insurance Institute conducted a seminar on the topic of Cancer Cover Insurance” on 06.08.2019 at DTC Hall, Kozhikode.

Main Theme of the Seminar:

1. Different aspects of Cancer
2. Its Financial Burden to Family
3. Different level of Disease
4. Various types of cancer cover policies
5. Premium
6. Claim Settlements
7. Hospitalization Benefits

Key Speakers:

1. Sri K.V. Premakumar – Former HI Manager, LIC DO, Kozhikode
2. Sri V.S. Madhu – Sr. Divisional Manager, LIC of India, DO. Kozhikode

Total 72 nos. participants were present for the seminar.





Report on the Local Seminar on “Income Tax & Insurance”

BY CALICUT INSURANCE INSTITUTE

Calicut Insurance Institute conducted a seminar on the topic of “Income Tax & Insurance” on 25.07.2019 at LIC Divisional Office, Kozhikode.

Main Theme of the Seminar:

1. Income Tax Laws
2. Increase Premium Deduction
3. Section of Income Tax
4. Saving of Income Tax from Insurance etc.

Key Speakers:

1. Smt. B.M. Ayisha , FIII, LIC of India, Divisional Office, Kozhikode
2. Sri. U. Pradeepan , OS Dept., LIC of India, Divisional Office, Kozhikode

Total 61 nos. participants were present for the seminar.





Report on the Local Seminar on “An Introduction to Insurance”

BY CALICUT INSURANCE INSTITUTE

Calicut Insurance Institute conducted a seminar on the topic of “An Introduction to Insurance” on 29.08.2019 at Govt. Women’s Polytechnic College, Kozhikode.

Main Theme of the Seminar:

1. Information about various aspects of Insurance
2. Introduction to Fire Insurance
3. Introduction to Marine Insurance
4. Introduction to Motor Insurance

Key Speakers:

1. Sri K.P. Keerthikumar – Asst. Manager (Retrd.) United India Insurance Co., Kozhikode
2. Sri Manoj Kumar P. – Asst. Manager, United India Insurance Co.

Total 61 nos. participants were present for the seminar.





Report on the Local Seminar on “Income Tax & Insurance”

BY CALICUT INSURANCE INSTITUTE

Calicut Insurance Institute conducted a seminar on the topic of “Current Indian Economic and Insurance Scenario and Budget 2019-20” on 30.07.2019 at LIC Divisional Office, Kozhikode.

Main Theme of the Seminar:

1. Budget – An Overview
2. Present Economic & Insurance
3. Scenario – Role of Insurers in nation building activities.

Key Speakers:

1. Sri T.P. Kunhikannan, Prof. & HOD (Retrd.) , Govt. Arts College , Kozhikode
2. Sri. K. Vijayachandran, FIII

Total 76 nos. participants were present for the seminar.





Report on the Insurance Awareness Program BY CALICUT INSURANCE INSTITUTE

Calicut Insurance Institute has organized an Insurance Awareness Program at DTC Hall, LIC of India, DO, Kozhikode on 08th August, 2019.

The Insurance Awareness program was conducted for the candidates appearing for the post of Apprentice Development Officers of LIC of India. The main discussion was on various aspects of insurance.

Key Speaker:

1. Sri R. Sivaramakrishnan, FIII, Faculty Member, Divisional Training Centre, LIC of India, DO, Kozhikode

The program was well received by the student. Around 29 nos. students participated in the program.





Report on the Local Seminar on “Personal Insurance – Marketing Challenges”

BY ERNAKULAM INSURANCE INSTITUTE

Ernakulam Insurance Institute conducted a seminar on the topic of “Personal Insurance – Marketing Challenges” on 13th July, 2019 at Hotel Bharath, Muvattupuzha, Ernakulam (Dist.).

Main Theme of the Seminar:

1. Challenges faced by intermediaries in marketing Personal Insurance Products
2. The factors affecting marketing activities in the industry such as Vagaries of the economy, regulatory challenges, shifting demographics and improving customer experience

Key Speakers:

1. Sri Xavier Alexander, Regional Manager, The New India Assurance Co. Ltd., Kochi
2. Sri Prakash Mon P.K., SBM, The Oriental Insurance Co. Ltd.
3. Sri Ranju Krishnan, A.O., United India Insurance Co. Ltd.
4. Sri Bajju R.B.M. The New India Assurance Co. Ltd.
5. Smt. Santhi S., SBM, National Insurance Co. Ltd.

Total 92 nos. participants were present for the seminar.





Report on the Local Seminar on “Personal Insurance – Product Knowledge”

BY ERNAKULAM INSURANCE INSTITUTE ON 27.07.2019

Ernakulam Insurance Institute conducted a seminar on the topic of “Personal Insurance – Product Knowledge” on 27th July, 2019 at YMCA Hall, Thrissur.

Main Theme of the Seminar:

1. The major discussion was on “How the knowledge and understanding products features benefit both buyers and intermediaries”.

Key Speakers:

1. Sri K.K. Santhosh Kumar, Sr. Divisional Manager, The Oriental Insurance Co. Ltd.
2. Sri K.U. Satheesh Kumar, Sr. Divisional Manager, United India Insurance Co. Ltd.
3. Sri. Linson Joseph, D.M., The New India Assurance Co. Ltd.

Total 105 nos. participants were present for the seminar.





Report on the Insurance Awareness Program

BY RAJAHMUNDRY INSURANCE INSTITUTE

Rajahmundry Insurance Institute has organized an Insurance Awareness Program at Sree Kandukuri Veeresalingam Theistic College, Rajamahendravaram on 05.08.2019.

Main Theme of Programme:

1. Basic Concepts of Insurance
2. Need and Importance
3. Various Kinds of Insurance

Key Speaker:

1. Sri M. Kodandaram, Honorary Secretary, Rajahmundry Insurance Institute

The program was well received by the student. Around 70 nos. students participated in the program.





Report on the Insurance Awareness Program

BY RAJAHMUNDRY INSURANCE INSTITUTE

Rajahmundry Insurance Institute has organized an Insurance Awareness Program at Andhra Kesari Centenary Junior College, Rajamahendravaram on 18.07.2019.

Main Theme of Programme:

1. Basic Concepts of Insurance
2. Need and Importance
3. Various Kinds of Insurance

Key Speaker:

1. Sri M. Kodandaram, Honorary Secretary, Rajahmundry Insurance Institute

The program was well received by the student. Around 100 nos. students participated in the program.





PROGRAM CALENDAR FOR 2019 - 2020

Mumbai Campus

Sr. No.	Code	Sub Code	Program	Date	Fees for Residents	Fees for Non-Residents	Designed for
1	CP	G19	Comprehensive Port Package Policies	14-15 Oct, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Officials handling Port Policies in Insurance Companies and various Port Authorities in India and abroad
2	CP	S2	Data Analytics - Appreciation Program	14-15 Oct, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Participants working or interested to learn about the impact of digitization on Insurance and data analytics.
3	IP	L6	International Program - Life Insurance	14-19 Oct, 2019	\$ 600 USD		International Participants - Senior/ Middle level Executives working in Life Insurance Companies and Brokers
4	CP	G20	Reinsurance Treaty : issues and Challenges (Focus - Reinsurance treaty designing)	21-23 Oct, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Participants presently working in designing or placing treaties with Reinsurance Companies or RI Brokers
5	CP	G21	Comprehensive Motor Insurance Workshop	4-6 Nov, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Executives from Insurance Companies, Broking firms and Surveyors dealing with Motor OD and TP Insurance.
6	CP	C4	Compliance Governance and Risk Management in Insurance	4-6 Nov, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Exclusive Program for those registered for the Compliance Governance and Risk Management Course.
7	CP	G22	Comprehensive Program on Management of Engineering Projects	18-20 Nov, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Middle Level Executives from the Underwriting Department of Insurance Companies Brokers / Customers.
8	CP	L7	Appreciation of Insurance Regulations - Life	25-26 Nov, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Officers in Senior Level and Middle Management in Life Insurance Companies
9	CP	G23	Liability Insurance Focus - Financial Lines	2-3 Dec, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives of Insurance Companies, Brokers, Surveyors, Customers.
10	CP	B3	Appreciation programme for Principal Officers	5-6 Dec, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Principal officers of Corporate Agents including Banks
11	CP	G24	Advanced Program for Young Leaders (Life and General)	9 -11 Dec, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Young Managers / Executives keen to acquire leadership qualities from both General and



Life Insurance Companies.							
12	CP	G25	One day Technical Workshop on Nuclear Civil Liability	13 Dec, 2019	Rs 4300+ G.S.T.	Rs 3100+ G.S.T.	Participants dealing with / keen to learn about the impact of Nuclear Liability
13	CP	G26	Comprehensive Health Insurance	16-18 Dec, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Middle Level Executives of Third Party Administrators, Insurance Companies, Broking Firms and Hospitals.
14	CP	C5	Certified Insurance Anti Fraud Professionals	18-20 Dec, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Exclusive Program for those registered for the Certified Insurance Anti-Fraud Professionals Course.
15	CP	G27	Comprehensive Marine Cargo Insurance	13-15 Jan, 2020	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Junior /Middle level Executives dealing with Marine Cargo in Insurance Companies, Brokers and Surveyors and Insureds
16	IP	G28	International Program - Excellence in Insurance Technical - Non Life	13-24 Jan, 2020	\$ 1200 USD		International Participants - Mid/ Junior level Executives working in General Insurance Companies and Brokers
17	CP	L8	Finance and Accounts for Non Finance Executives of Life Insurance Companies	20-21 Jan 2020	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives working at Senior and Middle Management levels in Non Finance departments of Life Insurance Companies
18	CP	G29	Claims Management of Fire Insurance	20-21 Jan, 2020	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Middle Level Executives of General Insurance Companies, Brokers, Surveyors, Customers
19	IP	L9	International Program - Excellence in Insurance - Technical - Life	3-14 Feb, 2020	\$ 1200 USD		Senior and Middle level Executives of the International Life Insurance Industry



PROGRAM CALENDAR FOR 2019 - 2020

Kolkata Campus

Sr. No.	Code	Sub Code	Program	Date	Fees for Residents	Fees for Non-Residents	Designed for
1	CP	G5	Liability Insurance	19-20 Aug, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives who deal with Liability Insurance
2	CP	G6	Managing Grievance, Handling Consumer and Ombudsman Cases	02-03 Sept, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives who deal with Consumer and Ombudsman Cases
3	CP	G7	Management of Distribution Channel- Non-Life (within Framework of IRDAI guidelines)	23-24 Sept, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives who are involved in Managing Distribution Channels in Operating offices
4	CP	G8	Handling Motor Third Party Claims and Controlling Fraud	04-06 Nov, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Executives dealing with Motor TP claims
5	CP	G9	Managing Project Insurance	25-26 Nov, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives dealing with Project Insurance and claims
6	CP	G10	Motor OD Claims Workshop	09-10 Dec, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives who dealing with Motor OD claims
7	CP	G11	Aviation Insurance	20-21 Jan, 2020	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives working with the Aviation Department
8	CP	G12	Management of Marine Hull Underwriting and Claims	10-11 Feb, 2020	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives working in the Marine Hull department