MANAGEMENT DEVELOPMENT PROGRAMME

# REINSURANCE MASTERY

## From Proportional Treaties to Non-Proportional Rating

**19 & 20 November 2026 | Thursday & Friday**

JOINTLY OFFERED BY

**IFMR Graduate School of Business, Krea University & Mad Over Insurance**

VENUE

**Krea University, Chennai Office**

PROGRAMME FEE

**₹15,000 + 18% GST per participant**

### 10% EARLY BIRD DISCOUNT

Register and pay on or before
9 November 2026

### 10% GROUP CONCESSION

For 3 or more participants
from the same organisation

### YOUR PROGRAMME AT A GLANCE

Day 1: 11:00 AM - 5:30 PM | Day 2: 9:30 AM - 4:30 PM

Fee includes the programme kit, joint certification, executive lunches, and tea/coffee on both days. Travel and accommodation are excluded.

### REGISTER YOUR INTEREST

Sidhartha | +91 93986 13682 | training@madoverinsurance.com

# PROGRAMME OVERVIEW

Practical reinsurance expertise for insurance and reinsurance professionals

In an increasingly complex risk and regulatory environment, reinsurance serves not only as a balance sheet protection tool but also as a strategic lever for capital optimisation, solvency relief, and capacity enhancement.

This 2-day executive Management Development Programme is designed to equip insurance and reinsurance professionals with hands-on, practical expertise across treaty mechanics, analytical structuring, exposure/experience rating, and treaty wordings. Bridging rigorous academic thinking with deep industry practice, the course moves from foundational proportional treaty design to advanced non-proportional pricing simulations and real-world case studies.

## How you will learn

Interactive lectures, real-life treaty wording analysis, hands-on numerical problem solving, and case study discussions.

## Who should attend

- Underwriters & Reinsurance Specialists
- Actuaries and Actuarial Analysts
- Reinsurance Brokers & Intermediaries
- Finance Managers, CFOs & Risk Managers in Insurance
- Professionals seeking practical mastery in structuring and rating reinsurance covers
- Professionals working in Insurance & Reinsurance GCC’s.

## Key programme highlights

Comprehensive End-to-End Coverage: Detailed analysis of proportional treaties, financial solvency relief, non-proportional rating, and facultative solutions.

Practical & Analytical Focus: Step-by-step problem-solving sessions on quota share treaties, graded retentions, excess of loss layers, and exposure/experience rating.

Industry & Academic Synergy: Blends the academic excellence and research heritage of IFMR GSB with decades of practitioner-led market experience.

Executive Networking: Opportunity to interact, debate, and network with peers across the insurance and reinsurance fraternity.

# DAY 1 | PROPORTIONAL REINSURANCE

Thursday, 19 November 2026 • 11:00 AM - 5:30 PM

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**11:00 AM - 12:00 PM**

## Foundations & Market Intermediaries

- Managing General Agents (MGAs): role, operational mechanics and importance
- Reinsurance brokers: delivering value-added services
- Rating of reinsurers: importance, methodologies and financial strength metrics

12:00 - 12:15 PM | Tea & Networking Break

2

**12:15 - 1:30 PM**

## Proportional Treaty Analysis & Solvency Relief

- Deconstructing and analysing quota share treaty wordings
- Hands-on problem solving: utilising quota share as an active tool for solvency relief

1:30 - 2:30 PM | Networking Lunch

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**2:30 - 3:45 PM**

## Surplus Treaties & Retention Strategies

- Practical problem solving on surplus treaty operations
- Structuring and calculating graded retentions

3:45 - 4:00 PM | Tea Break

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**4:00 - 5:30 PM**

## Treaty Financials & Structural Concepts

- Role of Probable Maximum Loss (PML) and event limits
- Reinsurance commissions, sliding scales and profit commissions
- Understanding clean-cut vs. run-off accounting mechanisms

# DAY 2 | NON-PROPORTIONAL REINSURANCE

Friday, 20 November 2026 • 9:30 AM - 4:30 PM

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**9:30 - 11:00 AM**

## Non-Proportional Structures & Clauses

- Conceptual breakdown: Risk XL, CAT XL and Stop Loss treaties
- Mechanics of inuring benefit, layering strategies and hours clause applicability

11:00 - 11:15 AM | Tea & Networking Break

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**11:15 AM - 12:30 PM**

## Claims Allocation & Reinstatements

- Practical workshop: claims allocation across proportional and non-proportional covers
- Reinstatements in non-proportional treaties: calculations, conditions and paid/unpaid logic

12:30 - 1:30 PM | Networking Lunch

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**1:30 - 2:45 PM**

## Non-Proportional Treaty Rating

- Experience rating: burning cost calculations and adjustments
- Exposure rating: first-loss curves, profiles and pricing

2:45 - 3:00 PM | Tea Break

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**3:00 - 4:00 PM**

## Facultative Reinsurance

- Facultative reinsurance in practice: proportional and non-proportional solutions
- Facultative clauses and warranties

**4:00 - 4:30 PM | Valedictory Session & Certificate Distribution**

# INSTITUTIONS & FACULTY

Academic insight combined with practitioner-led learning

## IFMR GSB, Krea University

The IFMR Graduate School of Business (IFMR GSB) at Krea University carries a rich legacy spanning over five decades in research, training and executive education in economics, finance and management. Established in 1970 as the Institute for Financial Management and Research, with the support of the erstwhile ICICI Ltd., the House of Kotharis and other prominent industrial houses, IFMR has played a pioneering role in advancing financial management education and research in Asia.

Now part of Krea University, IFMR GSB draws on the University's distinctive approach to Interwoven Learning, combining rigorous quantitative and analytical capabilities with ethical, real-world strategic decision-making. Recognised for its research, corporate partnerships and management programmes, IFMR GSB's Executive Education division equips senior professionals and organisations with the knowledge and capabilities to navigate rapidly evolving global financial and risk landscapes.

## Mad Over Insurance

Mad Over Insurance is a specialised knowledge, training, and advisory hub committed to demystifying the world of insurance, reinsurance, and risk management. Founded by seasoned industry veterans, Mad Over Insurance cuts through commercial jargon to deliver practical, practitioner-oriented learning, portfolio audits, and enterprise risk management solutions. With offerings spanning technical lines, treaty executions, financial lines, and liability underwriting, Mad Over Insurance bridges critical industry knowledge gaps. Its programmes are trusted by insurance companies, reinsurers, and leading brokerage houses to upskill workforce capabilities through realistic, quantitative, and market-tested insights.

## Lead resource person

Mr. Atmaram Cheruvu
Co-Founder & Director, Mad Over Insurance

A senior practitioner and thought leader with over three decades of executive experience across insurance, reinsurance underwriting, and enterprise risk management. Mr. Cheruvu has held senior leadership roles with prominent global and domestic insurers and reinsurers. He is renowned for his practical, problem-solving pedagogical approach, having trained hundreds of underwriters, actuaries, and risk professionals across international and Indian insurance markets.

## Joint certification

Joint Certificate of Completion awarded by IFMR GSB, Krea University & Mad Over Insurance.

## Contact and registration

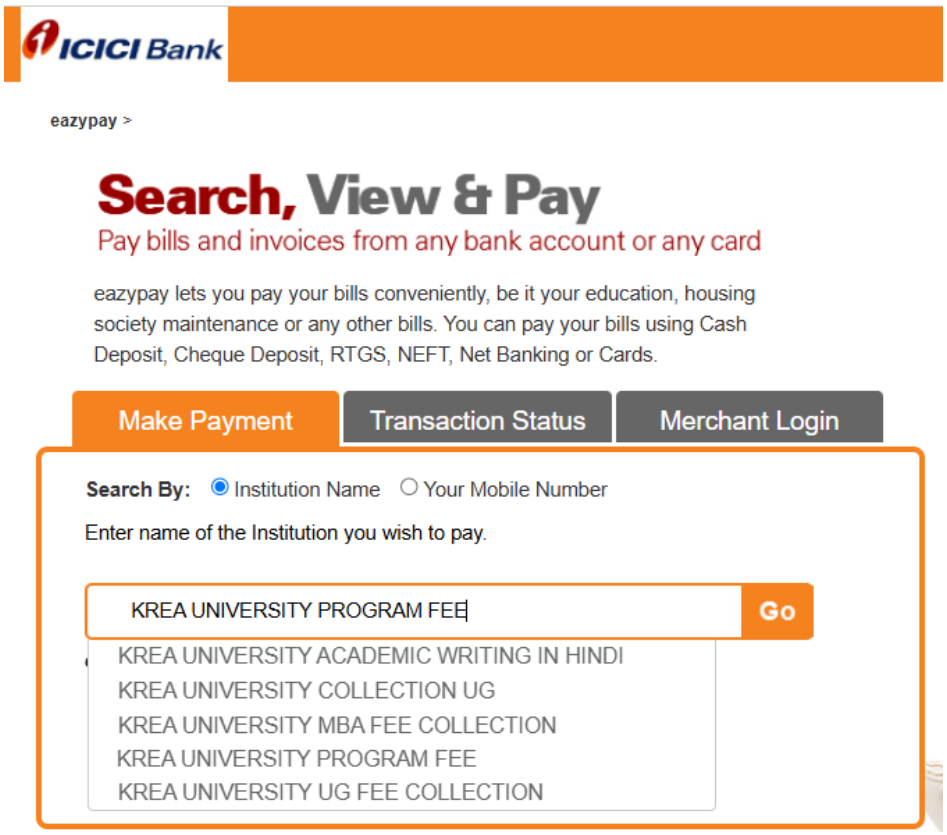
Sidhartha (Mad Over Insurance): +91 93986 13682
Email: training@madoverinsurance.com
Websites: www.madoverinsurance.com | krea.edu.in/ifmr-gsb

# PAYMENT GUIDELINES

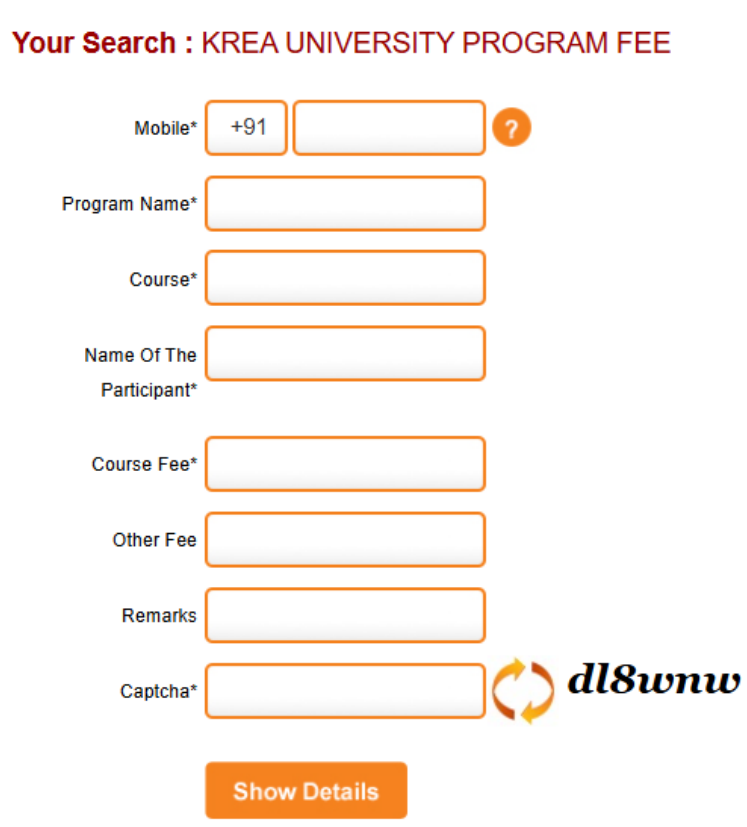
## 1. Find Krea University on ICICI eazypay

Open https://eazypay.icicibank.com/. Under **Institution Name**, type **Krea**, select **"KREA UNIVERSITY PROGRAM FEE"** from the options, and click **Go**.

## 2. Select and search the institution




## 3. Complete payment form




## Note

**Mobile:** Enter the payer's mobile number. **Program Name:** Enter **MDP**.
**Course:** Enter **Reinsurance**. **Name Of The Participant:** Enter the participant's full name.

Enter the programme fee and GST (18%) as applicable below:

| Payment date | Course Fee (programme fee) | Other Fee (GST at 18%) | Total payable |
|---|---|---|---|
| On or before 9 November 2026 | **₹13,500** | **₹2,430** | **₹15,930** |
| After 9 November 2026 | **₹15,000** | **₹2,700** | **₹17,700** |

After filling in all details and the captcha, click **Show Details** and enter the **OTP**.
Proceed to make the payment.