

# Reinsurance Treaties and Programme Design Training Course

13 – 17 December 2026
Nairobi

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**Ref:** 2238_263660 **Date:** 13 – 17 December 2026 **Location:** Nairobi **Fees:** 4500 Euro

## Overview

The Reinsurance Treaties and Programme Design Training Course is a one-week course for reinsurance officers, underwriting managers, and actuarial analysts who require structured methodologies to structure treaty protections and optimize ceded balance sheets. Inadequate retention limits, unmodeled catastrophe accumulations, and poorly structured treaty wordings create capital volatility and unrecoverable claims disputes. This course resolves these issues through systematic treaty modeling, exposure-based pricing techniques, counterparty credit assessment, and alignment with IFRS 17 contract standards. Agile Leaders Training Center delivers the Reinsurance Treaties and Programme Design Training Course.

## Who Should Attend

- Ceded reinsurance officers responsible for placing proportional and non-proportional treaty structures.
- Underwriting managers establishing gross line limits, net retention targets, and facultative arrangements.
- Pricing actuaries calibrating burning cost rates, exposure rating curves, and loss distributions.
- Capital modeling specialists calculating solvency relief, counterparty default charges, and reinsurance recoverables.
- Finance and reporting managers accounting for ceded technical reserves under IFRS 17.

The course assumes participants actively manage basic underwriting schedules and corporate financial statements, and it leaves out entry-level insurance sales tactics and consumer policy administration.

## Departments and Industries

The course draws operational cases from commercial risk management and corporate financial underwriting sectors.

- Property and casualty insurance carriers
- Commercial engineering and construction underwriting syndicates
- Marine cargo and transportation insurance syndicates
- Life and health underwriting institutions
- Corporate captive insurance management divisions

## Learning Objectives

By the end of this course, participants will be able to:

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- Apply proportional and non-proportional treaty mechanisms to protect underwriting balance sheets.
- Build experience rating models using burning cost adjustments and inflation indexation.
- Analyze treaty wording clauses to eliminate coverage ambiguities and settlement disputes.
- Evaluate reinsurer counterparty credit risk using solvency metrics and security scorecards.
- Prioritize retention limits across lines to minimize net underwriting volatility.
- Calculate reinsurance contract assets and liabilities under IFRS 17 measurement models.

## Course Agenda

### Day 1: Treaty Structures and Retention Architecture

- Quota share and surplus treaty mechanics, line allocation, and ceding commission schedules
- Per-risk and per-event excess of loss treaty layers, attachment points, and policy limits
- Stop-loss and aggregate excess of loss protection frameworks for underwriting volatility
- Net retention modeling using ISO 31000 risk criteria and capital adequacy thresholds
- Reinsurance structure selection matrices mapped to underwriting portfolio loss profiles

### Day 2: Treaty Pricing and Actuarial Calibration

- Experience rating methodology: burning cost calculation, past loss on-leveling, and trend factors
- Exposure rating models: first-loss scales, Pareto distributions, and risk band profiles
- Catastrophe layer pricing: event frequency analysis, return period modeling, and loading rates
- Reinstatement premium calculation: pro-rata as to amount, pro-rata as to time, and free reinstatements
- Reinsurance broker submission packs: data cleaning, triangle aggregation, and profile summaries

### Day 3: Treaty Wording, Legal Clauses, and Contract Certainty

- Ultimate net loss definitions, loss adjustment expense allocations, and salvage recoveries
- Hours clauses and event aggregation definitions across natural catastrophe and industrial hazards
- Reinstatement clauses, mandatory top-up provisions, and automatic treaty extension terms
- Offset clauses, currency conversion provisions, and international arbitration procedures
- Sanctions limitation clauses, insolvency carve-outs, and follow-the-fortunes doctrine

### Day 4: Counterparty Risk, Capital, and IFRS 17 Accounting

- Reinsurer security evaluation: credit ratings, collateral trusts, and letters of credit
- Counterparty default provisions and regulatory risk-based capital solvency relief modeling
- IFRS 17 measurement of reinsurance contracts held: general measurement model and premium allocation approach
- Contractual service margin adjustments and loss-recovery component accounting for ceded contracts
- Security committee governance checklists and exposure accumulation tracking scorecards

## Day 5: Practical Treaty Structuring and Renewal Simulation

- Exercise: build a multi-layered excess of loss program structure for a mixed commercial portfolio
- Exercise: draft and audit critical treaty clauses to resolve contract certainty deficiencies
- Exercise: evaluate reinsurer credit exposure and calculate counterparty default provisions
- Exercise: formulate an IFRS 17 ceded balance-sheet reconciliation for an annual treaty renewal
- Capstone exercise: design a complete reinsurance treaty placement slip with pricing documentation

## Practical Exercises

The course uses underwriting loss profiles, pricing spreadsheets, and standardized treaty contract wordings.

- Suggested activity: Build an excess of loss treaty structure balancing retention costs against peak capital depletion.
- Suggested activity: Audit contract wording terms to rectify coverage discrepancies across catastrophe accumulation clauses.
- Suggested activity: Price a commercial property risk layer using burning cost analysis and exposure curve modeling.
- Suggested activity: Evaluate counterparty security scorecards to select an optimal panel of participating reinsurers.

## FAQs

### Who suits the Reinsurance Treaties and Programme Design Training Course?

The Reinsurance Treaties and Programme Design Training Course suits reinsurance officers, underwriters, actuaries, and risk managers. The course assumes working familiarity with general insurance accounting and commercial underwriting principles, leaving out retail policy administration and direct retail agency operations.

### How does this course differ from general underwriting training courses?

General underwriting courses focus on individual risk assessment, retail policy pricing, and direct insured inspections. This course addresses enterprise-level risk transfer, portfolio-wide retention optimization, treaty contract clause formulation, and reinsurer counterparty capital risk management.

### What treaty types are analyzed during the course?

The course analyzes proportional structures including quota share and surplus treaties, as well as non-proportional structures including per-risk excess of loss, catastrophe excess of loss, and aggregate stop-loss treaties.

## How does the course address IFRS 17 reinsurance requirements?

The course covers the accounting mechanics of reinsurance contracts held, calculating contractual service margin adjustments, risk adjustment transfers, and loss-recovery component recognition under standard financial reporting rules.

## Conclusion

Participants return to their organizations equipped with an actionable reinsurance treaty placement dossier and program evaluation toolkit. This practical asset enables underwriting and finance teams to optimize net retentions, eliminate contract ambiguities, and manage counterparty capital exposure effectively. Ceded reinsurance professionals immediately deploy these frameworks to execute disciplined, cost-effective treaty renewals.