Berlington

Berlington Management Training (Pty) Ltd *Presents…*

# ADVANCED REINSURANCE MANAGEMENT SUMMIT

Strategic Insight. Technical Excellence.
Stronger Risk. Greater Value.


**ADVANCED STRATEGIES**
Design and optimise reinsurance programmes that deliver results.

**STRONGER NEGOTIATIONS**
Negotiate smarter treaties and build high-value broker relationships.

**IMPROVED PERFORMANCE**
Enhance underwriting, pricing, and portfolio profitability.

**FUTURE READY**
Stay ahead of emerging trends, regulation, and market opportunities.

17 to 21
August 2026
Jacaranda Hotel
Nairobi, Kenya

12 to 16
October 2026
Hilton Garden Inn
Dubai, UAE

EXPERT FACILITATION

PRACTICAL INSIGHTS

AFRICAN MARKET PERSPECTIVE

ACTIONABLE SOLUTIONS

ELEVATE YOUR **EXPERTISE**. STRENGTHEN YOUR **ORGANISATION**. LEAD WITH **CONFIDENCE**.

# Advanced Reinsurance Management Summit

**Executive Roundtable & Insights Series**

In today's rapidly evolving insurance landscape, organisations require reinsurance professionals who can think strategically, negotiate effectively, manage complex risks, and drive profitability through sound technical decisions. The **Advanced Reinsurance Management Summit,** which will be hosted on **17 to 21 August 2026** at **Jacaranda Hotel Nairobi**, **Kenya** and **12 to 16 October 2026** at **Hilton Garden Inn Dubai, UAE**, is a high-impact executive programme designed to equip insurance and reinsurance professionals with the advanced technical, analytical, and strategic competencies required to excel in modern reinsurance operations. **This intensive 5-day masterclass delivers a powerful blend of practical industry application, strategic insight, and real-world case studies** across the full reinsurance value chain, from treaty structuring and underwriting to claims recoveries, solvency management, and emerging market opportunities. Delegates gain actionable knowledge that can immediately improve underwriting performance, strengthen negotiation outcomes, optimise reinsurance programmes, and enhance organisational profitability.

## Directed by World-Class Technical Expertise

Led by **Dr. Kwaku Appietu-Ankrah, an accomplished reinsurance executive, international facilitator, and academic with extensive experience across African and international reinsurance markets.** His distinguished career combines executive-level technical expertise with doctoral-level strategic management scholarship, positioning him uniquely to bridge theory and practical application. He has successfully facilitated high-level international reinsurance seminars and executive forums across Ghana, Nigeria, Malawi, and other African markets, training insurance executives, underwriters, brokers, and technical leaders on advanced reinsurance practices.

## Benefits

Delegates will benefit from:

- Practical and immediately applicable reinsurance strategies
- Exposure to international best practices and African market realities
- Advanced insights into treaty negotiation, underwriting, claims management, and solvency
- Interactive discussions, case studies, and executive-level facilitation
- Strategic perspectives on emerging trends shaping the future of reinsurance

## Target Audience

This masterclass is ideally suited for **insurance executives, reinsurance officers, underwriters, brokers, regulators, technical managers**, and professionals seeking to strengthen their technical expertise and strategic decision-making capabilities within the insurance and reinsurance sector.

**Forge Resilience. Maximize Recoveries. Optimize Capital.**

Day 1

# Foundations of Reinsurance Strategy

## Overview

Day 1 establishes the strategic and technical foundation required for effective reinsurance management. Delegates will explore the principles, structure, functions, and strategic importance of reinsurance within the insurance ecosystem. The session will also examine the evolving global and African reinsurance landscape, enabling participants to understand how reinsurance programmes support profitability, capital protection, solvency, and business sustainability.

## Learning Objectives

By the end of this session, delegates will be able to:

- Understand the principles and functions of reinsurance
- Differentiate between various types of reinsurance arrangements
- Analyse the structure of reinsurance markets and market participants
- Understand the strategic role of reinsurance in risk transfer and capital management
- Evaluate key considerations in structuring effective reinsurance programmes

## Learning Outcomes

Delegates will be able to:

- Explain the operational and strategic importance of reinsurance
- Identify appropriate reinsurance solutions for different risk exposures
- Assess the impact of reinsurance on financial stability and profitability
- Design basic reinsurance programme structures aligned to organisational objectives
- Interpret market trends influencing reinsurance decision-making

Day 2

# Treaty Reinsurance and Negotiations

## Overview

Day 2 focuses on treaty reinsurance structures, renewals, and negotiation strategies. Delegates will gain practical insights into designing effective treaty arrangements, managing broker and reinsurer relationships, and negotiating commercially sound treaty terms. The session will emphasise data-driven negotiation, strategic communication, and relationship management in competitive markets.

## Learning Objectives

By the end of this session, delegates will be able to:

- Understand the structure and mechanics of treaty reinsurance
- Analyse proportional and non-proportional treaty arrangements
- Apply effective treaty negotiation techniques
- Understand the role of brokers and reinsurers in treaty placements
- Evaluate renewal strategies and treaty performance indicators

## Learning Outcomes

Delegates will be able to:

- Structure treaty programmes that align with business objectives
- Prepare effectively for treaty negotiations and renewals
- Analyse treaty statistics and underwriting data to support negotiations
- Manage broker and reinsurer relationships professionally
- Negotiate improved treaty terms and conditions

Day 3

# Reinsurance Underwriting and Pricing

## Overview

Day 3 explores underwriting strategy, risk assessment, pricing methodologies, and portfolio profitability management. Delegates will examine how data, underwriting discipline, and pricing decisions influence profitability and long-term sustainability. The programme will also address emerging underwriting trends and analytical approaches in modern reinsurance environments.

## Learning Objectives

By the end of this session, delegates will be able to:

- Understand the principles of reinsurance underwriting
- Conduct effective risk assessment and evaluation
- Apply risk rating and pricing methodologies
- Analyse portfolio performance and profitability drivers
- Understand the role of data analytics in underwriting decisions

## Learning Outcomes

Delegates will be able to:

- Evaluate reinsurance risks using structured underwriting approaches
- Apply pricing techniques to determine appropriate premium levels
- Interpret underwriting and claims data to improve portfolio performance
- Identify profitability challenges within reinsurance portfolios
- Support data-driven underwriting and strategic decision-making

Day 4

# Claims Management and Recoveries

## Overview

Day 4 examines the critical role of claims management in successful reinsurance operations. Delegates will explore claims handling procedures, recoveries management, claims settlement protocols, and strategies for managing outstanding claims efficiently. The session will highlight the importance of operational discipline, compliance, and communication in maintaining strong reinsurer relationships and financial performance.

## Learning Objectives

By the end of this session, delegates will be able to:

- Understand reinsurance claims management processes
- Apply claims handling and reporting protocols effectively
- Manage reinsurance recoveries efficiently
- Analyse claims settlement procedures and documentation requirements
- Understand the impact of outstanding claims on financial performance

## Learning Outcomes

Delegates will be able to:

- Process and manage reinsurance claims accurately and efficiently
- Improve recoveries management and claims follow-up processes
- Strengthen claims documentation and reporting practices
- Reduce delays and disputes in claims settlement
- Monitor and manage outstanding claims strategically

Day 5

# Emerging Trends and Strategic Reinsurance

## Overview

Day 5 provides a forward-looking perspective on emerging trends, innovation, regulatory developments, and strategic opportunities shaping the future of reinsurance. Delegates will examine African market opportunities, solvency requirements, digital transformation, and strategic decision-making frameworks necessary for long-term competitiveness and resilience.

## Learning Objectives

By the end of this session, delegates will be able to:

- Understand emerging trends impacting the reinsurance industry
- Analyse innovation and technology developments within reinsurance
- Evaluate solvency, compliance, and regulatory considerations
- Identify strategic growth opportunities within African markets
- Apply strategic decision-making principles in reinsurance management

## Learning Outcomes

Delegates will be able to:

- Assess the future impact of market and regulatory developments
- Identify innovation opportunities within reinsurance operations
- Strengthen compliance and solvency management practices
- Develop strategic responses to changing market conditions
- Contribute more effectively to organisational growth and sustainability initiatives

Registration Form for 5 Day Workshop

# Advanced Reinsurance Management Summit

## Select Venue, Date & Fee Option

| Nairobi, Kenya | Dubai, UAE |
| --- | --- |
| ☐**17 to 21 August 2026**<br>Jacaranda Hotel Nairobi, Woodvale Close, off Waiyaki Way, Westlands, Nairobi, Kenya<br>☐ **Fee Option 1:** US$ 3,650 Per Delegate for 5-day workshop including training material, lunch, and limited refreshment plus 6 nights hotel bed and breakfast.<br>☐ **Fee Option 2:** US$ 2,600 Per Delegate for the 5-day workshop including training material, lunch, and limited refreshment. | ☐**12 to 16 October 2026**<br>Hilton Garden Inn Dubai Al Muraqabat, Al Mina St, Al Mina, Port Rashid, Deira<br>☐ **Fee Option 1:** US$ 4,400 Per Delegate for 5-day workshop including training material, lunch, and limited refreshment plus 6 nights hotel bed and breakfast.<br>☐ **Fee Option 2:** US$ 3,200 Per Delegate for the 5-day workshop including training material, lunch, and limited refreshment. |

**Organization Name** ..........................................................................................................................

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| **Delegate 1 Name** ..........................................................<br>Position: ..........................................................<br>Email: ..........................................................<br>Mobile #: .......................................................... | **Delegate 2 Name** ..........................................................<br>Position: ..........................................................<br>Email: ..........................................................<br>Mobile #: .......................................................... |
| **Delegate 3 Name** ..........................................................<br>Position: ..........................................................<br>Email: ..........................................................<br>Mobile #: .......................................................... | **Delegate 4 Name** ..........................................................<br>Position: ..........................................................<br>Email: ..........................................................<br>Mobile #: .......................................................... |
| **Delegate 5 Name** ..........................................................<br>Position: ..........................................................<br>Email: ..........................................................<br>Mobile #: .......................................................... | **Delegate 6 Name** ..........................................................<br>Position: ..........................................................<br>Email: ..........................................................<br>Mobile #: .......................................................... |
| **Authorizer Name** ..........................................................<br>Position: ..........................................................<br>Email: ..........................................................<br>Mobile #: .......................................................... | **Registration is not valid without Authorizing Signature**<br><br>.................................................. ....................................<br>**Signature** **Date** |

**Email** completed Registration Form to **conferences@berlington.co.za** to secure your booking

**Terms and Conditions:** Payment Terms: Payment must be completed 7 days from the date of invoice. Admission to the event is dependent on the completion of full payment. Event Changes: For reasons beyond our control, the timing, content and speakers of an event may be altered. In the event that our event is postponed or cancelled, participant payments will be credited to any future Berlington event (such credits are available for a year). Berlington is absolved from and indemnified against any loss or damage as a result of any cancellation, postponement, substitution or alteration arising from any cause whatsoever. Participant Cancellations: All cancellations must be received by Berlington in writing. Cancellations received in writing more than 21 working days prior to the event being held will attract a 50% cancellation fee. Should cancellations be received between 15 working days and the date of the event, the Conference fee is payable and non-refundable. Non- payment and non-attendance do not constitute cancellation. No show will be charged the full registration fee. Cash alterations will not be offered, however substitutes at no extra charge are welcome. Any cancellations received less than 15 working days before the event start date do not entitle the participant to a refund or credit note and the full fee must be paid. None attendance without notification is treated as cancellation with no entitlement to any refund or credit.