

***Re Underwriting 2020 –  
Underwriting Fundamentals and Current Issues***  
*November 5-6, 2020*

**AGENDA**

**THURSDAY, NOVEMBER 5, 2020**

- 9:45 a.m.     **Welcome and Introduction**
- 9:55 a.m.     **The Art of Underwriting and the Underwriting Process – Part I**  
*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
- 10:45 a.m.     **Break**
- 10:55 a.m.     **The Art of Underwriting and the Underwriting Process – Part II**  
*David T. Stewart, Vice President, TransRe*
- 11: 25a.m.     **Q&A**
- 11:40 a.m.     **Underwriting Pricing Methodologies and Fundamentals**  
*Brett Parmenter, Senior Vice President, Guy Carpenter Analytics*  
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.
- Session Goals:**
- 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.
- 12:30 p.m.     **Q and A**
- 12:45 p.m.     **Lunch Break**

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**THURSDAY, NOVEMBER 5, 2020 (CONTINUED)**

- 1:15 p.m.     **Hot Topic Panel - Underwriting in the Time of Covid 19**  
**Moderator:**   *Tim Smith, Vice President Operations, American Agricultural Insurance Company*  
**Panelists:**    *Ray Connors, Senior Vice President, Head of Regional and Multiline Axis Reinsurance*  
                       *Mike Schummer, Senior Vice President & Casualty Team Leader Munich Re America*  
                       *Matthew Lasky, Partner, Mound Cotton Wollan & Greengrass*
- 2:15 p.m.     **Q&A**
- 2:30 p.m.     **Adjourn Day 1**

**FRIDAY, NOVEMBER 6, 2020**

- 9:45 a.m.     **Welcome and Introduction**
- 9:55 a.m.     **How Reinsurers Protect Its Own Interests**  
*Stephanie Gould Rabin, Senior Vice President, Corporate Strategy, Holborn*  
 This session will discuss Retrocessional Reinsurance – why reinsurers purchase this type of coverage, how it’s priced, and the impact it has on reinsurers. We will also cover the role that alternative capital plays in this space.
- 10:45 a.m.    **Q&A**
- 11:00 a.m.    **Break**
- 11:10 a.m.    **Underwriting into a Hard Market**  
*Susan Zdroik, Vice President Regional Treaty Underwriting, Trans Re*
- 12:00 p.m.    **Q&A**
- 12:15 p.m.    **Lunch Break**
- 12:45 p.m.    **Hot Topic Panel - Social Inflation**  
**Moderator:**    *Frank Nutter, President, Reinsurance Association of America*  
**Panelists:**     *Kathy Karnell, Vice President, Treaty Reinsurance Claims, SCOR*  
                       *Anna Rozumov, Vice President, Treaty Casualty Underwriter, AXA XL*  
                       *Charles A. “Tony” Jones, Partner, Troutman Pepper*
- 1:45 p.m.     **Q&A**
- 2:00 p.m.     **Adjourn**