



# MEDICAL INSURANCE

## WORKSHOP

29TH - 30TH APRIL, 2019  
NAIROBI, KENYA



## INTRODUCTION

Medical Insurance is one of the fastest growing classes of business in the region constituting a significant portion of the gross written premium of short term business in East Africa with 30% being written in Kenya, 23% in Tanzania and 16% in Uganda. The medical class of business has potential for exciting, innovative developments but is plagued with challenges of increasing medical costs, high loss ratios and fraud.

The Medical Insurance Workshop is the first of its kind, aimed at addressing the skills required to underwrite, price, manage and reinsure the largest short-term business class in Kenya. The course will equip participants with the technical knowledge and skills that will enable them carry out their tasks in an efficient manner with the ultimate aim of improving the results of this class of business.

## WORKSHOP OBJECTIVE

The objective of the workshop is to:-

1. Appraise participants on the status of the medical insurance and reinsurance industry by providing results of analytics performed.
2. Discuss in detail the pricing techniques for medical insurance
3. Discuss in detail risk management tools
4. Discuss in detail technical accounting for medical reinsurance

## COURSE CONTENT

1. **Future of medical insurance and reinsurance:** Show current Kenyan market performance and highlight the issues as well as propose solutions going forward.
2. **Pricing:** How to survive in a competitive market.
3. **Product design:** Are there changes if any to the current offerings to improve performance?
4. **Reinsurance:** risk management and technical accounting

## COURSE DURATION

The workshop will be conducted in English and will be held for a period of two days.

## TARGETTED GROUP

Aimed at actuarial, underwriting teams and reinsurance officers in the medical insurance and reinsurance companies.

## LOGISTICS

Participants will meet their cost of travel, accommodation while ZEP-RE will cater for the cost associated with the workshop such as lunches, cocktail and workshop facilitation.

## CONFIRMATION OF PARTICIPATION

This is a regional workshop, hence the spaces available are limited. For this reason confirmation of participations will be done on a first come first serve basis. Please forward your company's nominee(s) to the workshop as soon as possible, indicating their current designation and brief profile.

This should reach us by latest **8th April, 2019** to facilitate necessary action.

All correspondence should be addressed to [zepreacademy@zep-re.com](mailto:zepreacademy@zep-re.com)

TIME	DAY 1	Facilitator
9.00 – 10.00	Opening Remarks, about ZEP-RE	ZEP-RE
10.30 – 11.00	Coffee break	
11.00 – 12.30	Overview of the Medical insurance industry	ZEP-RE
12.30 – 13.00	Q & A	
13.00 – 14.00	Lunch	
14.00 – 15.30	Pricing techniques: medical insurance Agile product design	ZEP-RE
TIME	DAY 2	Facilitator
9.00 – 10.00	Recap of Day 1, short Quiz	All
10.00 – 10.45	Regulation: Medical Insurance & Reinsurance	Insurance Regulatory Authority
10.45 – 11.00	Coffee break	
11.00 – 12.30	Risk Management Tools & Technical Accounting in Medical Insurance	ZEP-RE
12.30 – 13.00	Course Test	All
13.00 – 14.00	Lunch	
14.00 – 15.30	Q&A Discussion, Test results	All
15.30 – 16.00	Course Evaluation	

# REGISTRATION

**DATE OF REGISTRATION:** .....

**NAME:** .....

(In full and in block letters as to appear on certificate)

**DESIGNATION:** .....

**AREA OF EXPERTISE:** .....

**DATE OF BIRTH:** ..... **GENDER:** .....

**ACADEMIC BACKGROUND:** .....

**COMPANY NAME:** ..... **DEPT:** .....

**WORK EXPERIENCE:** .....

**EXPERIENCE AT CURRENT POSITION:** .....

**PHYSICAL & POSTAL ADDRESS:** .....

**TEL NO.:** ..... **E-MAIL ADDRESS:** .....

**SIGNATURE:** .....