

 DISCOUNT AVAILABLE FOR MEMBERS / CPD EVENT

IRLA INTERNATIONAL LEGACY SEMINAR

2020, An extraordinary year - what can we expect in the Continental Europe legacy market?

TARGET AUDIENCE

Anyone who deals with discontinued portfolios, legacy books, transfers, sales/purchases, or has an interest in the processes of in-force (run-off) business should attend this seminar as we explore and question the changes that are taking place on the continent, but specifically in Germany.

SUMMARY

Continental run-off has not developed as anticipated, so what can we expect post pandemic, plus the Seminar will consider Brexit, IFRS17 and GDPR adding to the regulations? What influences are there and what does it mean from a legacy professional perspective? How are portfolio managers going to deal with transfers, sales and purchases in the immediate future? Will we have the investment we need in resources? With more investors coming to the market place and major developments such as IBT what will we actually be seeing in our marketplace?

All trainers have many years' practical experience in their professional fields, and their real life practical responses will help every delegate.

Biographies can be found on the IRLA app and website.

16
APRIL
2021

VENUE

Medienberatung der Wirtschaft GmbH,
Max-Joseph-Straße 5,
80333 München.

COST

£295 incl' VAT for members /
£355 incl' VAT for all others.

This is a prepay event.

Transfers can be agreed up to
48 hours prior to the event;
please refer to the IRLA T&C's
when registering.

REGISTER

<https://munich051020.eventzilla.net>



Up to CPD 5 hours

Delegates participating in the accredited IRLA training event can claim up to 5* CPD hours towards the CPD / Personal Finance Society member CPD scheme. *excluding breaks



Chartered
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Accredited

CII CPD accreditation demonstrates the quality of the learning of the IRLA training events and confirms that they meet CII member CPD scheme requirements

THE VOICE OF LEGACY

Representing · Educating · Connecting

05
OCTOBER
2020

PROGRAMME

- 09:30** **Registration and interaction**
- 10:15** **Welcome and introductions**
Leslie-Ann Giovnilli, IRLA Head of Learning & Development
- 10:30** **Introduction to the programme**
In this challenging and changing world, where is IRLA positioned and how do we see this changing in the future? We will consider this in the context of recent challenges, including COVID-19, looking at the economic impact, the challenges and opportunities for the Legacy Market, the brokers role in this space and a deep dive into the transaction space.
Mark Hallam, IRLA Director
- 10:45** **European economic environment and outlook impacting the insurance industry**
Pre pandemic, passporting and other barriers
Post pandemic, the COVID-19 impact
Dr. Michael Menhart, Munich Re Chief Economist
- 11:15** **Break out and refreshments**
- 11:45** **State of the legacy market in Continental Europe**
What impact has the current economic environment on the legacy market
Why is legacy important? What is the motivation for the niche?
What challenges and opportunities are coming for the legacy market
How do we see the legacy market changing, pre and post worldwide pandemic.
Charlotte Echarti, Hannover Re
Mark Hallam, Swiss Re
- 12:45** **Changing role of the broker in Continental Europe (focus on the German market)**
Which parties are involved in legacy transactions and how do they interact?
What is the current role of the broker?
Seller and Buyer perspective of using brokers
What is the added value of the broker now and in the future
Interview with Frank Achtert, Guy Carpenter
- 13:30** **Break out with lunch**
- 14:30** **Transactions in the legacy market**
Why are transactions so important to the legacy market?
What decisions need to be taken to guide which direction client goes for transactions?
What are the drivers for these transactions?
Do they have all the necessary resources?
How can we ensure we get systems correct for the future, we do create a new legacy problem?
Panel discussion
- 15:30** **2020 An extraordinary year - market impact**
There are exceptional high levels of capital raising and how will this affect legacy?
Will this create need to access pockets of capital e.g. transactions?
Impact on T&C's e.g. ID exclusions?
Potential impact on transactions, including more commutations?
Will we see more opportunistic players joining the market, and if so, how may this change the overall market?
Panel discussion
- 16:30** **Wrap Up**
Bringing together some of the key takeaways from the sessions
Mark Hallam, IRLA Director
- 16:45** **Interaction period over drinks and canapes**
- 18:00** **Venue close**

The purpose of the IRLA Academy is to deliver high quality technical insurance and reinsurance training as part of its members' individual learning and personal development programme. Courses will be relevant to all who need to conform to Continuing Professional Development standards and will be available to members internationally. The IRLA Academy programme has accreditation from the CII and is supported by the FCA and PRA.