



**Insurance Training Seminar IAIS-ASSAL
Training Gathering IAIS-ASSAL-FIDES
ASSAL Meeting**

Santiago, Chile, November 13 to 16, 2007

PROGRAMME

(As of October 31, 2007)

TUESDAY, NOVEMBER 13th

ASSAL COMMITTEE MEETINGS

Time		Participants
13:30 – 15:00	Lunch/Meeting ASSAL Executive Committee	ASSAL Executive Committee only
15:00 – 15:30	Opening Remarks by the Chairman of the Superintendencia de Valores y Seguros (SVS) of Chile, Mr. Guillermo Larraín Opening Remarks by the President of ASSAL and President of CNSF of Mexico, Mr. Manuel Aguilera	Closed Session: ASSAL Members Only
15:30 - 16:45	Session 1: ASSAL Committee Meetings: <ul style="list-style-type: none"> • Committee of Solvency, headed by México; • Exchange of Information, headed by Chile; • Education, headed by Argentina 	
16:45 - 17:00	Coffee Break	
17:00 – 18:15	Session 2: ASSAL Committee Meetings: The agenda of sessions 1 & 2 will be distributed by ASSAL Secretariat	
19:00 - 20:30	WELCOME COCKTAIL	
		ASSAL Members Only

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WEDNESDAY, NOVEMBER 14th

Time		Participants
8:00 – 8:30	REGISTRATION	All assistant to the seminar
8:30 - 9:00	Welcome by Guillermo Larrain, Chairman, SVS of Chile Welcome by Manuel Aguilera, President of ASSAL Welcome by Yoshihiro Kawai, Secretary General, IAIS	IAIS/ASSAL/FIDES members and industry representatives
PANEL 1 on “IAIS Common Structure, Solvency Assessment for Insurers”		
<i>The IAIS has done a big step towards the formulation of an international common approach of solvency supervision for insurance companies. The objective of this panel is to revise this new approach and analyze the impact in Latin America.</i>		
09:00 - 9:30	Rob Esson, Senior International Advisor, NAIC	IAIS/ASSAL/FIDES members and industry representatives
9:30 – 10:00	Yoshihiro Kawai, Secretary General, IAIS	
10:00 - 10:30	Ricardo Lozano A., Director General, DGSFP of Spain	
10:30 - 11:00	Group Discussion - Moderator: Norma Alicia Rosas, Vice-President of Research and Analysis, CNSF of Mexico	
11:00 - 11:30	Coffee Break	
PANEL 2 on “Risk-Based Capital”		
<i>At the international level there is a tendency to establish capital requirement models associated to main risks assumed by insurance companies, including those coming from assets. Speakers will present their countries experiences in relation to development and application of these models.</i>		
11:30 – 12:00	Marielba Jimenez, Legal Adviser, OCS of Puerto Rico	IAIS/ASSAL/FIDES members and industry representatives
12:00 – 12:30	ASSAL Speaker	
12:30 – 13:00	Walter Bell, NAIC President	
13:00 – 13:30	Group Discussion - Moderator: Ernesto Rios, Regulatory Division Director, SVS of Chile	
13:30 – 13:40	GROUP PHOTO	
13:40 – 15:00	Lunch	
PANEL 3 on “Asset Liabilities Management (ALM)”		
<i>A good administration of insurance investments required taking into account liabilities. Supervisors should look into mismatches between asset and liabilities. Invited speakers will comment international standards and they will present country experiences.</i>		
15:00 – 15:30	Guillermo Larrain, Chairman, SVS of Chile	IAIS/ASSAL/FIDES members and industry representatives
15:30 - 16:00	Carlos Izaguirre, Intendent, SBS of Peru	
16:00 – 16:30	Diego Canton, Inspector, SSN of Argentina	
16:30 - 16:45	Coffee Break	
16:45 - 17:15	Hollman Borraris, Risks Director, SFC of Colombia	
17:15 – 17:45	Group Discussion - Moderator: Osvaldo Macias, Deputy Chairman of Insurance, SVS of Chile	

THURSDAY, NOVEMBER 15th

PANEL 4 on "Convergence to International Accounting Standards (IFRS)"

Convergence towards IFRS in the insurance industry poses a challenge to regulators at the international level. This year, IASB has issued a document about insurance contracts that represents a radical change in the actual systems that established insurance liabilities. Invited speakers will comment on the convergence process, both from the point of view of the IASB and of insurance regulators.

Time		Participants
09:00 - 9:30	Ruben A. Gonzalez, Auditor Supervisor, SSF of El Salvador	IAIS/ASSAL/FIDES members and industry representatives
9:30 - 10:00	Rob Esson, Senior International Advisor, NAIC	
10:00 - 10:30	Joachim Kölschbach, International Expert, KPMG	
10:30 - 11:00	Group Discussion - Moderator: Maria Fernanda Plaza, Supervision Division Director, SVS of Chile	
11:00 - 11:30	Coffee Break	

PANEL 5 on "Reinsurance"

The reinsurance is a key component in the technical risk management of insurers. Under this context, the supervisor should have the capacity to assess reinsurance strategy and procedures of insurers, taking into account different types of insurance and risk subscription strategies. In this panel they will analyze international experience in the regulation and supervision of the reinsurance, and the latest risk transfer mechanisms together with their application in Latin America.

11:30 - 12:00	Walter Bell, NAIC President	IAIS/ASSAL/FIDES members and industry representatives
12:00 - 12:30	Sebastian von Dahlen, Principal Administrator, IAIS	
12:30 - 13:00	Murilo Matos Chaim, Director, SUSEP of Brazil	
13:00 - 13:30	Group Discussion - Moderator: Ricardo Garcia, Chairman, SSR of Panama	
13:30 - 15:00	Lunch	

CASE STUDY: "Reinsurance"

Sebastian von Dahlen, Principal Administrator, IAIS

15:00 - 17:00	IAIS Case Study	IAIS/ASSAL/FIDES members and industry representatives
17:00 - 17:15	Coffee Break	
17:15 - 18:15	Continuation of IAIS Case Study	
20:30	CLOSING DINNER	

Training Gathering IAIS-ASSAL-FIDES

FRIDAY, NOVEMBER 16th

OPENING OF THE ASSAL – IAIS – FIDES TRAINING GATHERING

Time		Participants
09:00 – 09:30	Opening Remarks and Introduction to ASSAL activities by ASSAL President, Mr. Manuel Aguilera Introduction to IAIS activities by Mr. Yoshihiro Kawai, Secretary General of the IAIS Introduction to FIDES activities by FIDES President, Mr. Rodolfo Wehrhahn	IAIS/ASSAL/FIDES members and industry representatives

PANEL on “Micro-Insurance”

Access to insurance benefits for lower income sectors of the population could have a great impact in the insurance market. This panel will analyze experiences at the international level and its application in Latin America, and the special mechanisms of regulation for this type of insurance.

09:30 – 10:00	Rodolfo Wehrhahn, FIDES President	IAIS/ASSAL/FIDES members and industry representatives
10:00 – 10:30	Manuel Aguilera, President, CNSF of Mexico	
10:30 – 11:00	Coffee Break	
11:00 – 11:30	Luis Huerta, Mexico, FIDES	
11:30 – 12:00	Teresa Valle, Adviser, SSN of Argentina	
12:00 – 12:30	Group Discussion - Moderator: Jorge Claude, General Secretary, FIDES	
12:30 – 14:00	Lunch	

ROUNDTABLE on “Insurance Perception”

This panel will discuss consumer perception of the insurance market, their products and services, the agents that participated, and the policies that authorities and private agents have to follow in order to improve that perception.

14:00 – 14:30	Manfredo Mayol, Communication Expert, FIDES	IAIS/ASSAL/FIDES members and industry representatives
14:30 – 15:00	Fernando Perez, Insured Education Division, Director, SVS of Chile	
15:00 – 15:30	Yoshihiro Kawai, IAIS Secretary General	
15:30 – 16:00	Group Discussion - Moderator: Edward Rivera, Sub-commissioner, OCS of Puerto Rico	
16:00 – 16:30	Coffee Break	
16:30 – 17:00	Closing and Distribution of Certificates	