### **O1** You need to know where you're going!



Do you link the risk management framework to your commercial objectives?

### **2** Current arrangements

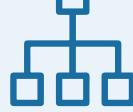
How well do the current Reinsurance arrangements meet your above objectives? Do you know?



## **Qualitative & Quantitative goals**

 $f(x) = {\text{optimisation function including profitab ility, solvency, volatility}}$ 

If you don't have a quantitative framework for measuring the value of your reinsurance program, how do you know if it's supporting or worsening your company's financial metrics?



# Partnerships, and the value of Transactions

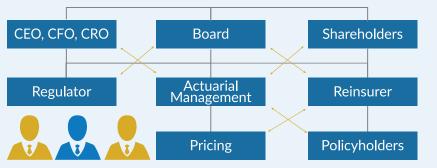


Do you consider your reinsurance relationship collaborative? Are you able to, and do you, challenge the status quo? Does win-win really necessitate perfectly matched

## Life & Health Reinsurance Working Party

We seek to move beyond the theory of reinsurance, to focus on the practical implementation & maintenance of such programs. We are currently considering the more common mistakes, inefficiencies & misconceptions that we've observed within the industry. We will provide some practical solutions to the questions raised around these issues.

### **O4** Consideration of stakeholders



Does your reinsurance program consider all stakeholders?

Does it fulfil their needs?

7

#### **Review Inertia**

## /ıˈnəːʃə/ **noun**

## A tendency to do nothing, or remain unchanged

What does it take to review your reinsurance arrangements?

Who (or what) can trigger a review? When last did you actually review one?



# Structure and terms of reinsurance treaties









Do you understand your treaty wording? Can it be misinterpreted? Do they do what you think they do?

# Structuring and terms of reinsurance treaties



Are your treaties structured to meet your needs? Are they cost effective, and reasonable compared with the market? Do the features, constraints, rights and obligations make sense?

