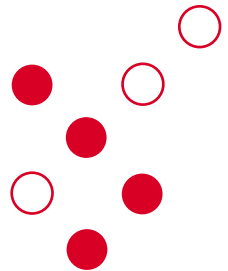




FUNDAMENTALS OF INSURANCE COMPANY CREDIT ANALYSIS

New York, NY
May 22-23, 2012
December 5-6, 2012



**“Comprehensive, great instruction...
an efficient, effective course.”**

- Analyst, Dodge & Cox Funds

Presented by

 **SNL** Center for Financial Education

FUNDAMENTALS OF INSURANCE COMPANY CREDIT ANALYSIS

NEW YORK, NY: May 22-23, 2012 | December 5-6, 2012

The need for credible, independent judgment on the solvency and creditworthiness of insurance carriers has never been greater.

Over the course of two days, *Fundamentals of Insurance Company Credit Analysis* shows you how to evaluate an insurer's credit risk, preparing you to apply that analysis to your fixed income and equity investment decisions.

Through lectures, exercises and complimentary case studies, you'll learn the time-tested quantitative and qualitative framework you need to examine the relevant risk factors.

WHO ATTENDS:

- Buy- and sell-side sector analysts
- Credit analysts
- Private equity investors
- Investment banking analysts and associates
- Corporate development and corporate finance professionals
- Investor relations professionals
- Insurance regulators and staff
- Advisors to insurance companies

WHAT YOU'LL GAIN:

- The ability to evaluate key financial results, ratios and trends, and incorporate those into credit risk analyses
- The skills to analyze the key components of capital, both in the current environment and under stress scenarios
- An understanding of the role and approach of rating agencies and regulators
- Experience assessing the quality of an insurer's asset portfolio, including the composition of policy reserves
- Insight into an institution's liquidity position and what its sources of funding imply about potential events

DAY ONE

Registration and continental breakfast open at 7:30 a.m.

Program begins at 8:30 a.m.

INTRODUCTION AND OVERVIEW

- Summary of introductory materials
- Overview of insurance company credit
- Insurance company financial statements

FINANCIAL ANALYSIS – BALANCE SHEET

- Capital structure, quality of capital, and capital ratios
- Leverage
- Intangible assets
- Guarantees or support agreements
- Reinsurance
- Policy reserve composition
- Other assets and liabilities

PRACTICE EXERCISES

BALANCE SHEET – INVESTMENT PORTFOLIO

- Asset/investment leverage
- Investment portfolio composition
- Credit risk and interest rate risk
- Asset quality
- Affiliate investments

PRACTICE EXERCISES

P&C COMPANY ANALYSIS

Guest instructor to be announced.

- Intricacies of analyzing P&C companies
- Understanding P&C reserves from a credit analysis perspective

CASE STUDIES AND Q&A

Day One concludes at approximately 5:00 p.m.

DAY TWO

Continental breakfast opens at 7:30 a.m. Program begins at 8:30 a.m.

INCOME STATEMENT

- Key revenue sources and earnings drivers
- Impact of accounting rules on reported revenues and earnings
- GAAP vs. statutory operating earnings
- Quality of earnings
- How growth can cause operating losses
- Profitability

CASH FLOW

- Insurance company cash inflows and outflows
- Net-to-gross operating cash flow
- Regulated vs. non-regulated cash flows
- Organizational structuring to help cash flows

- Intercompany transactions
- Understanding and analyzing statutory statement schedule Y

LIQUIDITY

- Assessing holding company and operating subsidiary liquidity needs and position
- Assessing disintermediation and “run-on-the-bank” risk
- Liquidity of the investment portfolio
- Liquid assets vs. liquid liabilities

PRACTICE EXERCISES

ASSET/LIABILITY MANAGEMENT

- Understanding the characteristics of various liabilities
- Optionality embedded in policy reserves
- Importance of closely matching asset and liability durations
- Temptation to mismatch assets and liabilities

FINANCIAL FLEXIBILITY

- Capital needs, access to capital
- Financial leverage
- Coverage ratios
- Refinancing needs
- Holding company liquidity

STATE OF THE INDUSTRY

- Impact of the financial crisis
- Current outlook

CASE STUDIES

SUMMARY, CLOSING COMMENTS & Q&A

Day Two concludes at approximately 5:00 p.m.

“Opened my eyes to insurance carrier risk I didn’t even know existed.”
– Analyst, Institutional Insurance Group

PRIMARY INSTRUCTOR: Jukka Lipponen, CFA

As President of Independent Insurance Analysts, Jukka has more than 20 years of experience in insurance and financial services.

Jukka currently provides independent investment analysis and credit research on life and P&C companies to institutional investors, as well as buyers and distributors of insurance company products.

His prior positions include Senior Vice President at Keefe, Bruyette & Woods and President and Managing Director at The Townsend & Schupp Company. He is a CFA charter holder and holds a BBA and MBA from Florida Atlantic University.

Guest Instructor to be announced.

THE ESSENTIALS

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| WHEN | May 22-23, 2012 December 5-6, 2012 |
| WHERE | The Downtown Conference Center Pace University – New York, NY |
| HOW | Online: www.snlcenter.com/ica By phone: (434) 951-7786 |
| PRICING | \$2,195 <i>Early bird pricing available for a limited time. Details online.</i> |

Your registration includes all conference materials, plus continental breakfast, buffet lunch, and refreshment breaks both days.

Cancellation policy

Cancellations for this program are eligible for a full refund, less a \$150.00 administrative fee, if received at least 15 business days prior to the start of the program. Cancellations received after that date, but at least 5 business days prior to the start of the program, receive a credit in the amount of the registration fee, less a \$150.00 administrative fee, to attend another SNL CFE program within 13 months. Cancellations received fewer than 5 business days prior to the start of the program are not eligible for a refund or credit.

Attendee substitutions from the same company may be made at any time. For more information about our refund, complaint and program cancellation policy, please call us at 434-951-7786.

CONTINUING EDUCATION CREDITS

CFA Institute 14.5 hours

CPE Credits 17 hours

Complete details available at www.snlcenter.com/ica

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