



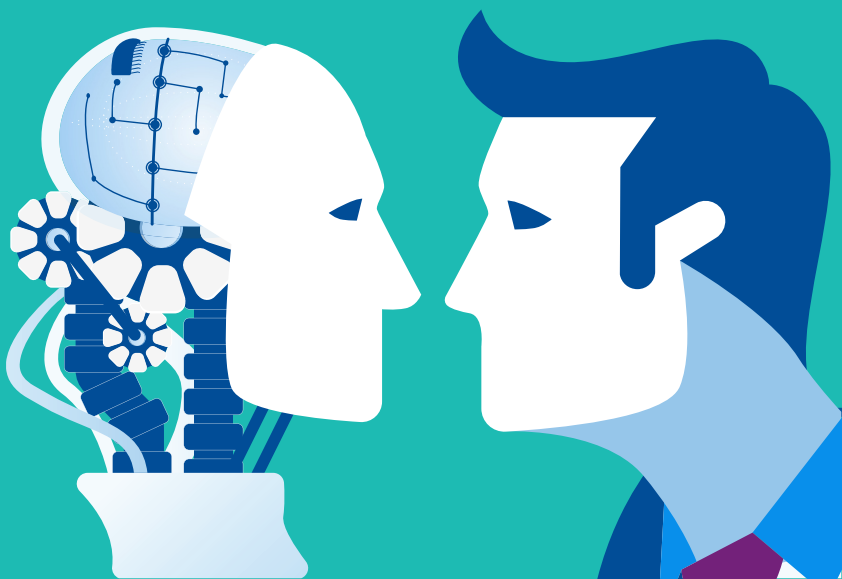
2018

Insurance industry training brochure

EVOLVE

Intelligent insurance

kpmg.co.za



EVOLVE

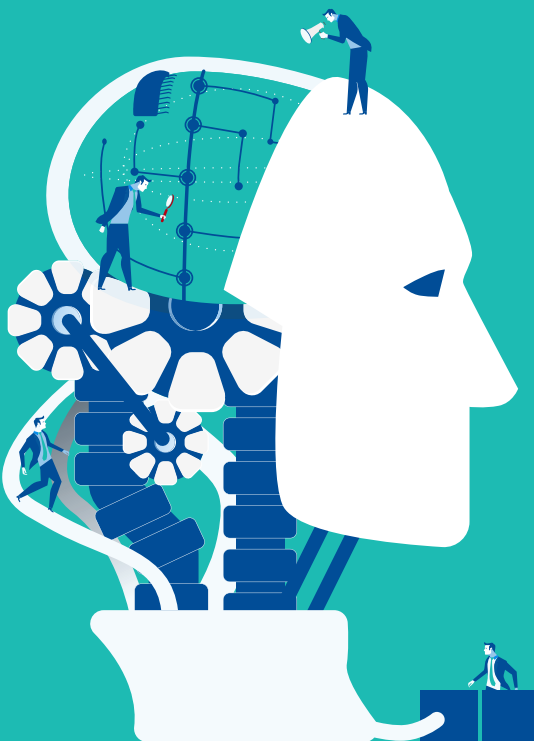
Intelligent Insurance

Today's leading financial services companies are operating in a new and more complex environment; one where the fundamental definition of how customers experience and interact with an insurer is being challenged and redefined.

This, coupled with the plethora of regulatory, compliance, accounting and tax advancements and increased focus by respective regulators, means that insurers have an immense amount of challenges with which to contend.

With this in mind, we have produced our 2018 insurance training calendar, which we hope will guide you on the path to actively and effectively managing your various business demands. Through the 2018 suite of courses we are offering, we demonstrate our passion for the insurance industry, our commitment to quality industry training and our support to the industry in their journey.

Thank you for your continued support.



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Professor of Psychology
and Behavioural Economics

March 2018



Date _____

15 March 2018

Target audience

Chief financial officers, financial managers and any other staff members or individuals with CPD requirements

Course overview and objective

Interactive workshop aimed at assisting you in applying the principles of and dealing with challenges related to IFRS 17: Insurance Contracts, as it relates to the premium allocation approach.

Duration

Half day course

Investment

R1,800 per delegate, excluding VAT

CPD Hours

4 hours

* Course content is finalised six weeks prior to the date of the training course.

March 2018





IFRS 17

IFRS 17 has the potential of creating greater transparency and comparability in financial reporting, lowering the cost of capital, and enhancing efficiency in the finance and actuarial functions. However, many insurers are still sceptical about the potential benefits, while forward-thinking insurers are planning to capitalise on these developments.

If the implementation of IFRS 17 is to reach the best possible outcome for your organisation, we believe that it needs to be seen as more than just a compliance exercise. The initial "Assess Phase" is essential and executives should start by examining successes in previous large-scale projects to avoid past mistakes.

Let KPMG help you understand the new requirements and the possible impacts for your business.

kpmg.co.za

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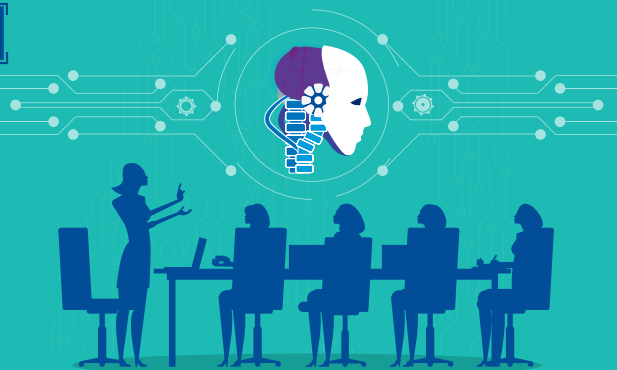
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John Chambers
Chairman and Chief
Executive Officer,
Cisco, USA



April 2018

Date _____

Target audience

Course overview and objective

Duration

Investment

CPD Hours

* Course content is finalised six weeks prior to the date of the training course.

April 2018



October 2018





Bespoke insurance training

Our tailor-made insurance-related training courses are designed to meet the specific needs of your organisation – whether it's information on insurance regulations, market conduct, financial reporting or the latest industry developments. Our courses can be conducted either at our premises or yours.

We also offer annual training packages covering our entire suite of training courses.

kpmg.co.za

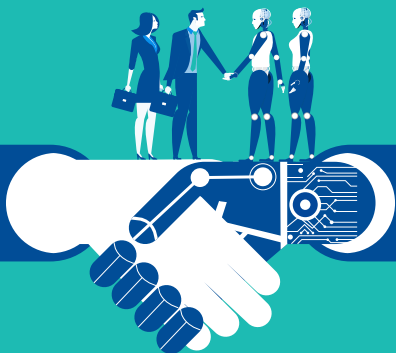
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We cannot wait until there are massive dislocations in our society to prepare for the fourth industrial revolution.

Robert J. Shiller

American Nobel Laureate, economist, academic, and best-selling author

April 2018

Introductory SAM QRT workshop

Date

19 April 2018

Target audience

Financial directors and managers, actuaries and finance team members who are new to the insurance industry or new to the completion of SAM regulatory returns.

Course overview and objective

Introductory workshop dealing with the completion of the impending quantitative reporting templates for the 2017/18 regulatory reporting requirements under the SAM regime, for short-term and long-term insurers.

Duration

Half day course

Investment

R1,800 per delegate, excluding VAT

CPD Hours

4 hours

** Course content is finalised six weeks prior to the date of the training course.*

April 2018





Matchi

KPMG has acquired Matchi – a leading global fintech matchmaking platform that connects financial institutions, including banks and insurance companies, with leading-edge financial services technology solutions and companies worldwide.

KPMG acknowledges the accelerated pace of change which is driving organisations to innovate quickly in order to deliver on its clients' expectations. KPMG's acquisition of Matchi is one pillar of the KPMG fintech journey that we have embarked upon with our clients.

kpmg.co.za



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Most long-range forecasts of what is technically feasible in future time periods dramatically underestimate the power of future developments because they are based on what I call the “intuitive linear” view of history rather than the “historical exponential” view.



Ray Kurzweil

Author, Computer Scientist,
Inventor, Futurist

May 2018

Advanced SAM QRT workshop

Date

03 May 2018

Target audience

Financial directors and managers, actuaries and finance team members who are experienced in the insurance industry and the completion of SAM regulatory returns.

Course overview and objective

Interactive workshop for experienced individuals, dealing with the completion of the impending quantitative reporting templates for the 2017/18 regulatory reporting requirements under the SAM regime, for short-term and long-term insurers.

Duration

Half day course

Investment

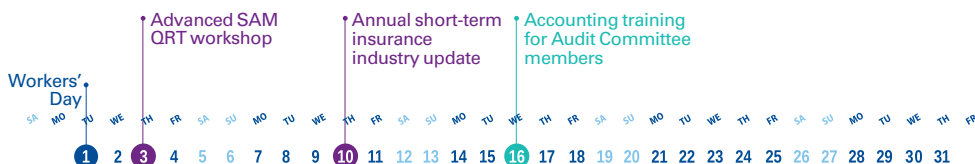
R1,800 per delegate, excluding VAT

CPD Hours

4 hours

** Course content is finalised six weeks prior to the date of the training course.*

May 2018





IFRS 9 Financial Instruments

The completion of IFRS 9 marks a breakthrough in financial instruments accounting.

IFRS 9 (2014) Financial Instruments brings fundamental changes to financial instruments accounting.

The impact of the new standard is likely to be most significant for financial institutions. Businesses in all sectors will need to identify the impact of IFRS 9.

The insurance industry in particular will need to assess the impact alongside IFRS 17 Insurance Contracts implementation.

Let KPMG help you understand how the new requirements and the possible impacts for your business.

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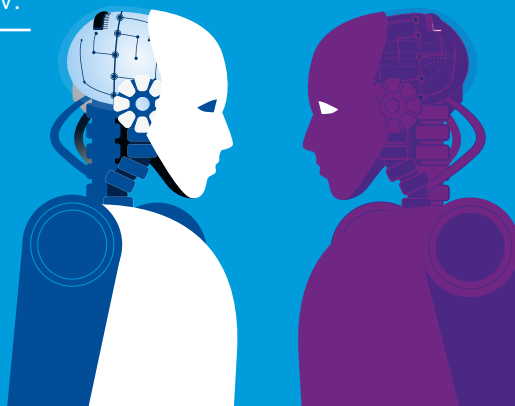
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The secret of change is to focus all of your energy, not on fighting the old, but on building the new.

Socrates

Greek philosopher

May 2018



Annual short-term insurance industry update

Date

10 May 2018

Target audience

Financial directors and managers, risk and compliance officers, internal auditors and audit committee members.

Course overview and objective

Annual update of the most topical regulatory, financial and other developments affecting the short-term insurance industry.

Duration

Half day course

Investment

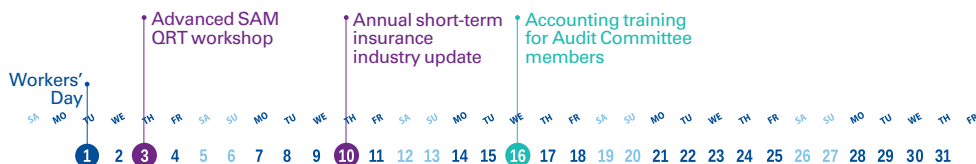
R1,800 per delegate, excluding VAT

CPD Hours

4 hours

** Course content is finalised six weeks prior to the date of the training course.*

May 2018





Solvency Assessment Management (SAM)

KPMG is one of the leading providers of risk management solutions and strategic insight. Our team includes specialists across all aspects of prudential regulation including the complex quantitative aspects and processes, governance and reporting. We have significant experience in the life and non-life sectors of the insurance industry.

Our service offerings include:

- **SAM Tool:** Completing the SAM SCR calculation is a technical and time consuming process that can divert specialist skills from other essential processes. Our SAM Tool removes the complexity and will free up your time.
Our team of experts have designed an integrated tool which will aid your business with the building and implementation of the CPR requirements.
- **Own Risk and Solvency Assessment (ORSA) benchmarking:** The ORSA is the backbone of best practice risk management. An insurer without an enabled ORSA is like a bank with a paper ledger. Where are you on the journey from entry level ORSA to best practice?
Our ORSA benchmarking offering will help you assess where you are relative to the competition both locally and abroad.
- **Head of Actuarial Control (HAC):** The HAC function requires an independent expert with a deep understanding of the insurer's underwriting, reserving and capital setting functions.
The KPMG actuarial team is well placed with broad market experience covering all aspects of the HAC requirements to provide HAC services.

kpmg.co.za

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Artificial intelligence will reach human levels by around 2029. Follow that out further to, say, 2045, we will have multiplied the intelligence, the human biological machine intelligence of our civilisation a billion-fold.

Ray Kurzweil

Author, Computer
Scientist,
Inventor, Futurist



June 2018

Annual long-term insurance industry update

Date

7 June 2018

Target audience

Financial directors and managers, risk and compliance officers, internal auditors and audit committee members.

Course overview and objective

Annual update of the most topical regulatory, financial and other developments affecting the long-term insurance industry.

Duration

Half day course

Investment

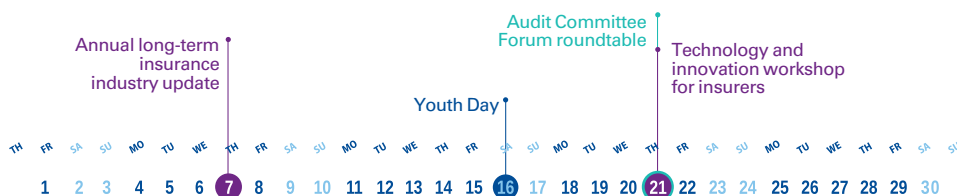
R1,800 per delegate, excluding VAT

CPD Hours

4 hours

** Course content is finalised six weeks prior to the date of the training course.*

June 2018





KPMG Market Conduct

Have you defined what Conduct Risk means for your business?

Do you know what your Conduct Risks are?

Are you measuring and monitoring your Conduct Risks?

Are you responding appropriately to Conduct Risk?

KPMG's Market Conduct Risk Practice has significant experience in Conduct Risk Management, including framework design, culture and governance, conduct risk identification and assessment, monitoring and management.

kpmg.co.za

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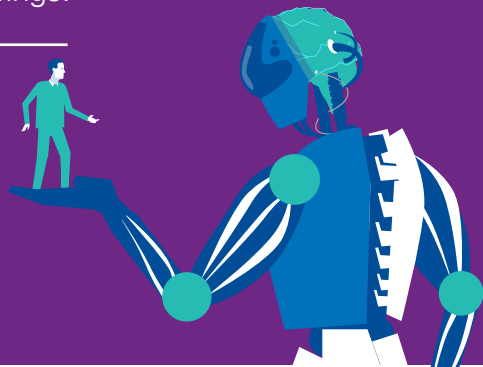
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Our technology, our machines,
is part of our humanity. We created
them to extend ourselves, and that
is what is unique about human beings.

Ray Kurzweil

Author, Computer
Scientist,
Inventor, Futurist

June 2018



Technology and innovation workshop for insurers

Date

21 June 2018

Target audience

Executive directors, financial directors, IT personnel, risk officers, compliance officers and financial managers.

Course overview and objective

A practical course aimed at assisting you in identifying and implementing forthcoming insurance regulatory and accounting requirements with regard to IT systems, as well as applying the use of data analytics and Big Data to your insurance operations.

Duration

Halfday course

Investment

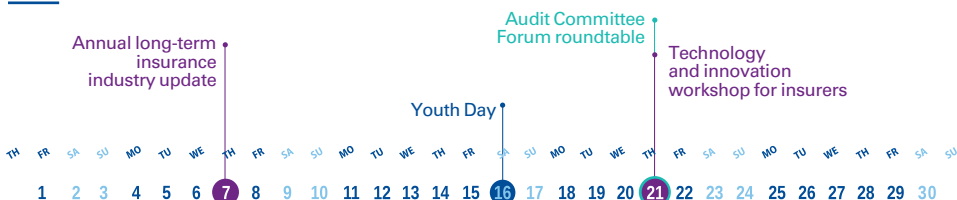
R1,800 per delegate, excluding VAT

CPD Hours

4 hours

** Course content is finalised six weeks prior to the date of the training course.*

June 2018





Cyber Security

KPMG South Africa's Cyber Security team assists organisations in transforming their security, privacy and continuity controls into business-enabling platforms while maintaining the confidentiality, integrity and availability of critical business functions.

The KPMG Cyber Security approach is designed to be simple, effective and most importantly, aligned with the business needs of our clients.

Our services are segmented and supported by specialised teams, providing our clients with the right resources for any particular Cyber Security-related need.

Our approach to Cyber Security:

- Prepare
- Protect
- Detect and respond
- Interrogate

kpmg.co.za

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In the new world, it is not the big fish which eats the small fish, it's the fast fish which eats the slow fish.

Klaus Schwab

Founder and Executive
Chairman World Economic Forum



July 2018



Introductory insurance principles and accounting workshop

Date

5 July 2018

Target audience

Accounting and other staff members involved in a financial accounting role who are new to the insurance industry.

Course overview and objective

A practical, introductory course aimed at assisting new entrants to the insurance industry in understanding insurance principles and accounting for insurance transactions, including the underwriting, claims and reinsurance processes, as it relates to IFRS 4 financial reporting requirements.

Duration

Full day course

Investment

R2,800 per delegate, excluding VAT

CPD Hours

7.5 hours

** Course content is finalised six weeks prior to the date of the training course.*

July 2018



Blue recruiting

Blue Recruiting is a specialist Chartered Accountant recruitment consultancy, aligned with KPMG. The business was built specifically to assist KPMG clients and potential clients with their financial staffing requirements. We identify, screen and introduce candidates from a wide network of top quality KPMG Alumni and other qualified individuals to ensure that our clients find the right person for their company, satisfying all requirements from qualification, competence and culture fit perspectives.

www.blurecruiting.co.za

Try the new, innovative Digital Catalogue – “CA’s Online”: the most efficient and cost-effective way to hire recently qualified CA’s.

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For more information, please contact:

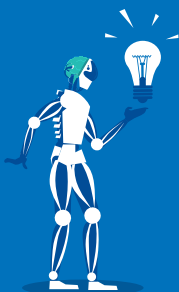
Michael Fraser

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July 2018



Introductory REinsurance principles and accounting workshop

Date _____

19 July 2018

Target audience

Accounting and other staff members involved in a financial accounting role who are new to the REinsurance industry.

Course overview and objective

A practical course aimed at assisting new entrants to the insurance industry in understanding reinsurance principles and accounting for reinsurance transactions, both from an insurer's and reinsurer's perspective, as it relates to IFRS 4 financial reporting requirements.

Duration

Three quarter day course

Investment

R2,100 per delegate, excluding VAT

CPD Hours

5.5 hours

* Course content is finalised six weeks prior to the date of the training course.

July 2018





Forensic

Fraud and misconduct are everywhere. But so is KPMG Forensic.

KPMG Forensic are your experts in:

- Cyber Security
- Anti-Money Laundering
- Anti-Bribery and Corruption
- Ethics and Forensic Evidence

KPMG Forensic. Challenge Resolved.

kpmg.co.za

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The best way to
predict the future
is to create it.

Abraham Lincoln

16th American
President

August 2018

VAT for short-term insurers workshop

Date

2 August 2018

Target audience

Financial and tax managers

Course overview and objective

A practical course aimed at assisting you in proactively identifying new and existing VAT risks that affect short-term insurers as well as bringing you up to date with the most recent developments in applicable VAT regulations.

Duration

Half day course

Investment

R1,800 per delegate, excluding VAT

CPD Hours

4 hours

** Course content is finalised six weeks prior to the date of the training course.*

August 2018



Deep expertise Innovative approaches

Working shoulder to shoulder with you to deliver real results
and empower change

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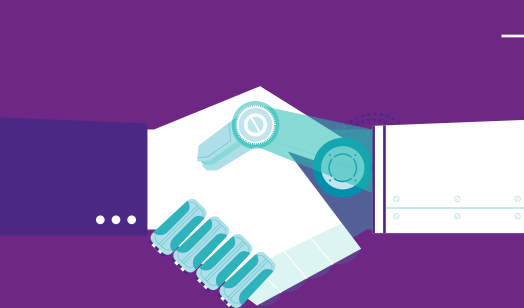
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The most important question isn't how to make **super intelligence**, or when will it come about. The most important question is, **when it does come about**, how do we make it do the right thing?

Melanie Cook

Strategy Lead,
South East Asia,
SapientNitro

August 2018

Insurance tax workshop

Date

16 August 2017

Target audience

Financial and tax managers

Course overview and objective

A practical course aimed at assisting you in proactively identifying new and existing tax risks that affect short-term and long-term insurers as well as bringing you up to date with the most recent developments in applicable tax regulations.

Duration

Half day course

Investment

R1,800 per delegate, excluding VAT

CPD Hours

4 hours

** Course content is finalised six weeks prior to the date of the training course.*

August 2018



Digital is the main reason just over half of the companies on the Fortune 500 have disappeared since the year 2000.

Pierre Nanterm
CEO of Accenture

September 2018



Compliance update for insurers

Date

13 September 2018

Target audience

Compliance officers, company secretaries, internal auditors, risk officers, public officers and audit committee members.

Course overview and objective

Interactive session on the most recent regulatory and compliance developments and trends in the insurance industry.

Duration

Full day course

Investment

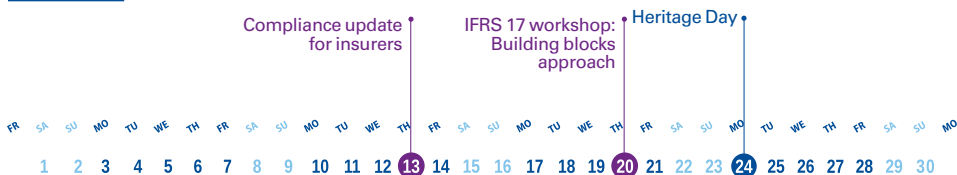
R2,800 per delegate, excluding VAT

CPD Hours

7.5 hours

** Course content is finalised six weeks prior to the date of the training course.*

September 2018



One of the big lessons from behavioural economics is that we make decisions as a function of the environment that we're in.

Dan Ariely

Professor of Psychology
and Behavioural Economics



September 2018

IFRS 17 workshop for insurers: Building blocks approach

Date

20 September 2018

Target audience

Chief financial officers, financial managers and any other staff members or individuals with CPD requirements.

Course overview and objective

Interactive workshop aimed at assisting you in applying the principles of and dealing with challenges relates to IFRS 17: Insurance Contracts, as it relates to the building blocks approach.

Duration

Half day course

Investment

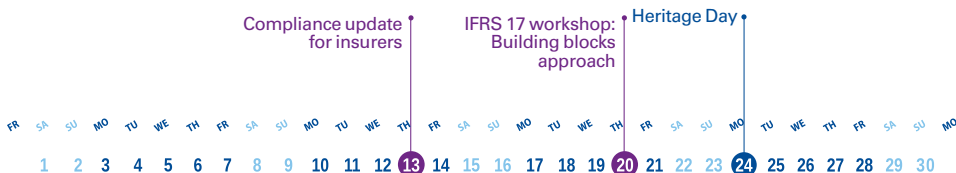
R1,800 per delegate, excluding VAT

CPD Hours

4 hours

** Course content is finalised six weeks prior to the date of the training course.*

September 2018



Specialist expertise Innovative approaches

Working intelligently with you to evolve your business



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What's dangerous is not to evolve.

Jeff Bezos

CEO Amazon



October 2018

IFRS update for insurers

Date

18 October 2018

Target audience

Chief financial officers, financial managers and any other staff members or individuals with CPD requirements.

Course overview and objective

A practical course aimed at providing you with a detailed understanding of new financial reporting developments specific to insurance companies, as well as topical application issues found in practice.

Duration

Full day course

Investment

R2,800 per delegate, excluding VAT

CPD Hours

7,5 hours

** Course content is finalised six weeks prior to the date of the training course.*

October 2018

