Singapore College of Insurance

Introductory Level

Facultative Reinsurance: Strategies, Negotiations, and Market Insights

Register for

In Person Session

Or

Virtual Access

29 September 2026

3 CPD hours

9.00 a.m. – 5.00 p.m.
(Singapore Time)

Hybrid Mode
(Singapore College of Insurance / Virtual Mode)

This comprehensive course offers essential knowledge and skills in facultative reinsurance. Participants will start with an introduction to reinsurance, covering definitions, distinctions between facultative and treaty reinsurance, and usage scenarios. The course then focuses on structuring contracts, including key components, risk analysis, and a practical case study.

Negotiation strategies are explored next, highlighting effective tactics and the roles of brokers and underwriters. Finally, the course examines current market trends, the impact of global changes, and future innovations in reinsurance.

Enrol now to enhance your expertise and advance your career in the reinsurance industry.

Target Audience

- Insurance Professionals: Underwriters, claims handlers, reinsurers and risk managers who are involved in or interested in learning about reinsurance.
- Insurance and Reinsurance Brokers: Those looking to deepen their understanding of reinsurance options to better serve their clients.
- Newcomers: Individuals seeking to enter the reinsurance industry or expand their insurance-related education.

Key Learning Outcomes

At the end of the programme, participants should be able to:

- Understand the fundamental principles and types of facultative reinsurance.
- Analyse the benefits and challenges associated with facultative reinsurance.
- Apply their knowledge to assess and negotiate facultative reinsurance contracts.
- Identify trends and recent developments in the facultative reinsurance market.

Programme Topics

Introduction to Facultative Reinsurance

- Overview of reinsurance: definitions and needs
- Distinction between facultative and treaty reinsurance
- When and why facultative reinsurance is used

Structuring Facultative Reinsurance

- Key components of a facultative reinsurance contract
- Analysing risk profiles and coverage terms
- Case Study: Structuring a facultative reinsurance agreement

Negotiating Facultative Reinsurance Contracts

- Negotiation strategies and common negotiation points in facultative reinsurance
- Role of brokers and underwriters in negotiations

Market Trends and Future Outlook

- Current trends in the facultative reinsurance market
- Impact of global economic and regulatory changes on facultative reinsurance
- Future outlook and innovations in reinsurance

Programme Fee

In Person Session

S$218.00 (inclusive of 9% GST)

Virtual Mode

Singapore-based Participant: S$163.50 (inclusive of 9% GST)
Overseas-based Participant: S$150.00

A 10% Group Discount is also applicable for organisations registering a minimum of three participants.

Programme Leader

Mr. Anthony Rogers

Anthony Rogers, is the VP and Regional Facultative Manager at TransRe's Singapore Branch. He focuses on formulating regional facultative offerings and has overseen the consolidation of facultative operations in Singapore. His underwriting expertise spans Property, Engineering, Casualty, and Financial Lines.

Before joining TransRe, Anthony worked at QBE Insurance Asia Pacific as the Regional Property and Engineering Manager for the Asia Pacific Region, excluding Australia and New Zealand. With over 28 years of (re)insurance experience, his previous roles include positions at Marsh & McLennan, General & Cologne Re, Employers Re, and Swiss Re.

Anthony is a Fellow of the Australian & New Zealand Institute of Insurance and Finance and holds a Master of Management from Macquarie Graduate School of Management.