



IIRM

(A Joint Initiative of IRDAI and
Govt. of Telangana)



Offline Training Program @ IIRM, Hyderabad
on

“Business Interruption Insurance”

IIRM

IIRM is a unique educational institute set up by Indian Insurance Regulator (IRDAI) and Government of Telangana keeping in mind the rapid opening of financial sector as a part of developmental responsibility and to create a pool of skilled, talented professionals in the insurance, risk management and related financial segments. In the past 1800 + students have availed of the programmes and with increase in the needs of market and the Institute is confident that more fresh students and working professionals will avail of the diverse programmes offered at IIRM. IIRM offers academic programmes on Campus and through Distance Learning Mode, to enable aspirants acquire much needed education in Financial Services, insurance and risk management and other related areas.

TRAINING PROGRAM

IIRM will be conducting OFFLINE training programs at IIRM campus, Hyderabad for professionals who are working with Insurance companies / Insurance Broking Firms / Reinsurance Companies and Insurance buyers (Insurance and RM verticals).

Schedule of Training

Date & Time

11th and 12th November 2022
(Friday and Saturday)

**11th November - 10:00 a.m – 1:00 p.m and
2:00 – 5:00 p.m (@6 hours)**

**12th November – 10:00 a.m – 1:00 p.m
(3 hours)**

**Participants will be
awarded a Certificate.**

Brief agenda of the topics covered

- Basic Concepts of Business Interruption including but not limited to Sum insured, Material damage provision, Time excess, Indemnity period, Factors affecting the indemnity period, Technical and Commercial readiness, relation between Indemnity period and Policy period with examples
- Gross Profit calculations using Difference and Addition methods.
- How to arrive at Gross Profit?
- Increased Cost of Working (ICOW) and Additional ICOW
- Gross profit specifications
- Explanation of various terms used with practical examples : Standard Turnover, Annual turnover, Rate of gross profit, actual turnover, Condition of average
- Various important clause like Alternative basis clause, Accumulation of stocks clause, Auditors clause, Alternative trading clause, Return of premium clause, Departmental clause Group interdependency clause, Special circumstances clause
- Application of time excess
- Underwriting BI proposals
- BI claim steps
- Contingent BI - Suppliers and Customers extension, Denial of access and Prevention of access, Wide area damages and Loss of attraction
- Business Interruption cover under IAR policy
- Factor affecting Machinery Loss of Profits
- COVID 19 and Business Interruption Insurance

**Participation Fees : Rs. 10,000/- plus 18% GST
For International Participants \$150**

Note: This fees includes Lunch, tea and snacks for both days.
Participants need to arrange their own accommodation

Venue and Conducted by:

Institute of Insurance and Risk Management (IIRM)

Financial District, Gachibowli, Hyderabad, Telangana – 500 032 (India).
Landmark: Opp to Q city, Beside IRDAI Office, Tel: 040 2300 2041/42/43
Website: www.theiirm.ac.in / www.iirmworld.org.in

Registrations are invited

**Programme Co-ordinator : Ms. K.Kiranmayi, Assistant Professor, IIRM, Mobile: 95028 77333
RSVP: Ms. N. Naga Jyothi, Executive, Email: workshop@iirmworld.org.in**

Brief Profile of Key Facilitator:



Sagar Sanyal

Consultant, broker and International Trainer

An insurance professional who has spent more than 34 years with Public sector as well as Private non-life insurers, before deciding to spend more time on his passion... professional training along with consultancy. During his career spanning more than three decades, as an underwriter primarily, he has dealt with major corporate from oil, renewable energy, garments, retail & hospitality, power and various other industries. Core competencies lie in property, construction & engineering, liability & financial lines, Cyber liability, business interruption and risk management.

Currently apart from being involved in corporate training, he is associated as Director, technical for Zoom Insurance Brokers, a leading insurance broker in India.

He is also involved in taking training sessions/ webinars in Dubai/ Muscat / Sri Lanka / Nepal/ Bangladesh/ Mozambique/ Mongolia on various advanced technical subjects.

He has been speaking at various public forums in India as well as being panel members in various conferences/ webinars hosted by Insure-tech organisations, Insurers , PHD chamber, Renewable energy forums, CXO Genie, NIA (Pune), Amity University and many others. He is also in the academic advisory board of leading management institutes like BIMTECH and AMITY.

To his credit are several publications on various insurance and risk management topics. These have been published in different insurance as well as non- insurance magazines / newsletters in India and abroad.

He is a post graduate in science with a degree in management. He is a Fellow of Insurance institute of India.

He is located in Delhi and can be reached at

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