



Insurance Valuation

March 20-22, 2007 • New York City

Overview

This intensive 2 1/2-day program provides you with the theoretical foundation and the practical tools necessary to understand and overcome the particular challenge of valuing insurance companies. Through a combination of lectures, case studies and hands-on applications, the course takes you from revenue streams to the key measures of profitability and financial strength to the variety of valuation techniques available, including market-based approaches, dividend discount modeling and actuarial appraisal.

Course Faculty

Primary Faculty:

Susan Fleming Cabrera

Susan is a frequent lecturer for executives and university students in the area of corporate finance, insurance investing, and valuation, helping both groups to bridge the gap between theory and practice. In her teaching, she draws upon knowledge developed over nine years as a private equity investor and the broad perspective attained through past and present membership on five boards of directors. In addition to teaching, Susan is a member of the Board of Directors of Quanta Capital Holdings, Ltd., and is pursuing a PhD in Management at Cornell University's Johnson School of Management. Until 2004, she was a Partner with Capital Z Partners, L.P., a \$1.85 billion private equity fund. Prior to joining Capital Z's predecessor fund in 1994 she was a professional in the M&A Financial Services Group at Morgan Stanley.

Past Participating Companies

ABN AMRO, Inc.	KeyBanc Capital Markets
Arkansas Insurance Department	Lazard, Freres & Company
AXA Financial, Inc.	McKinsey & Company, Inc.
Bank of Bermuda, Ltd.	Manning & Napier Advisors, Inc.
Barclays Global Investors	Merrill Lynch & Co, Inc.
Chubb & Son	Morningstar, Inc.
Cincinnati Financial Corporation	NOVA Casualty Company
Citigroup Global Markets, Inc.	Palo Alto Investors
Denver Investment Advisors, LLC	Penn National Insurance
U.S. Bancorp	Piper Jaffray & Co.
Duff & Phelps Financial Consulting Co.	PricewaterhouseCoopers, LLP
Emerald Advisers	ProAssurance Corporation
Equinox Management Partners	QBE Reinsurance Corporation
Erie Insurance Company	RBC Capital Markets Corporation
FAF Advisors, Inc.	Reed, Conner & Birdwell
Financial Stocks, Inc.	Scotia Capital, Inc.
FTN Midwest Securities Corp.	Standard & Poor's Corporation
Gill and Roeser, Inc.	Turnberry Capital Partners, LP
Harvard University	Western & Southern Life Insurance Co.
HSBC USA, Inc.	XL Capital, Ltd
JPMorgan Chase & Co.	

Who should attend:

- Investment banking analysts and associates
- Insurance company financial managers
- Sell-side and buy-side analysts
- Regulators
- Accountants
- Corporate development officers
- Rating agency professionals

You'll learn how to:

- Identify and assess the fundamental measures of an insurer's profitability and financial strength.
- Effectively apply diverse valuation techniques.
- Measure and value carriers using an Excel-based dividend discount model.
- Evaluate actuarial analyses, recognizing potential pitfalls and opportunities.
- Assess the regulatory forces affecting the industry and individual companies.

S. Ahmed, JPMorgan Chase & Co.

Very worthwhile course and
a great tutor.



Day One - *Tuesday, March 20*

Overview of Insurance Valuation

- Industry characteristics: What makes the insurance industry unique?
- Purpose and objectives of company valuation

Valuing Property & Casualty Insurers

- How P&C companies make money
- P&C insurance financial statements: identifying key ratios, line items and disclosures
- U.S. GAAP vs. statutory accounting
- Drivers of value
- Evaluating the quality of the balance sheet and earnings
- The impact of reinsurance on financial statements
- Market valuation techniques: identifying key multiples, selecting comparables

Evaluating a P&C Insurer: A Case Study in Market Valuation

Day Two - *Wednesday, March 21*

Advanced Property & Casualty Valuation Techniques

- Actuarial valuation: key assumptions, calculation of adjusted surplus, net present value of future profits
- Dividend discount model: key assumptions, modeling financial statements, sensitivity analysis

Market Valuation & Dividend Discount Modeling: A Hands-On Case Study

- Using an Excel-based dividend discount model, participants will practice analysis and modeling through a variety of assumptions

Valuing Life and Health Insurers

- How life and health companies make money
- Life insurance financial statements: identifying key ratios, line items and disclosures
- U.S. GAAP vs. statutory accounting
- Drivers of value
- Evaluating the quality of the balance sheet and earnings
- Market valuation techniques: identifying key multiples, selecting comparables

Evaluating a Life Insurer: A Case Study in Market Valuation

Day Three - *Thursday, March 22*

Life Actuarial Valuation

- Interpreting various models & results
- Key assumptions and sensitivities

Insurance M&A Transaction Valuation: An M&A Case Study

Seminar concludes at 1:00 p.m.

E. Marchman, ProAssurance Corporation

Useful for Wall Street and insurance industry people alike; the varied perspectives enriched the **great** course content.



Register Today!

Note: This program is limited to a maximum of 25 participants for an optimal learning experience.

Program fee: \$2,750

Tuition includes all program materials as well as Continental breakfasts & buffet lunches. Groups of three or more are eligible for discounted rates. Please call us at (434) 951-7786 for more information.

3 Ways to Register

☎ 434.951.7786

🌐 www.snlcenter.com/insuranceval/

✉ register@snlcenter.com

Venue:

All seminar activities take place at the Downtown Conference Center at Pace University located at 157 William Street (NW corner of William St. & Ann St.) in New York City.

Payment:

You may pay by check, American Express, Visa or MasterCard. If paying by check, please make payable to SNL Center for Financial Education and remit to:

SNL Center for Financial Education
One SNL Plaza
P.O. Box 2016
Charlottesville, VA 22902

Cancellations:

Registrations for Insurance Valuation are eligible for a full refund, less a \$150 administrative fee, if received by SNL Center for Financial Education (CFE) by 5 p.m. on 2/16/2007. If your cancellation is received after 2/16/2007 but at least 3 business days prior to start of the program, you will receive a conference credit in the amount of the registration fee (less a \$150 administrative fee) to attend another SNL CFE program within 13 months' time. Substitutions from the same company may be made at any time. **Cancellations received less than 3 business days prior to the start of the program are not eligible for refund or future conference credit.** CFE reserves the right to cancel or change programs, content, speakers or venue at any time. In the event that a seminar is cancelled, CFE's liability is limited to the refund of the registration fee only.

Prerequisites:

This program presumes a strong working knowledge of accounting and finance concepts, as well as a basic familiarity with the insurance industry. Participants will need to bring a laptop computer equipped with Microsoft Excel. The SNL Center for Financial Education will have a limited number of laptops available for a fee for participants unable to bring their own.

SNL  CENTER for FINANCIAL EDUCATION

SNL Center for Financial Education produces seminars and continuing education programs for financial professionals who focus on the bank and thrift, insurance, energy and real estate sectors. Our clients include financial analysts, asset managers, CFOs, investment bankers, corporate development officers, consultants, investor relations professionals and industry regulators. Our programs are content-heavy, focusing on analytical concepts and tools that can be put to immediate and significant use within a specific sector. SNL Center is an affiliate of SNL Financial.

Please see our website (www.snlcenter.com) for a complete list of additional seminars, including:

Bank & Thrift M&A - Anatomy of the Deal

Semi-annually. March and September. 2 1/2 days.

REIT School

Semi-annually. June and December. 2 days.

Accounting in the Financial Services Industry

Annually in June. Consecutive courses for Banks and Thrifts (1 1/2 days) and Insurance (1 day).

Analyst Training in the Financial Services

Annually in August. Consecutive courses for Banks and Thrifts and Insurance. 2 1/2 days each.

Securitization

Annually in March. 1 1/2 days.



CFA Professional Development

SNL Center for Financial Education is registered with CFA Institute as an Approved Provider of professional development programs. **This program is eligible for 19 PD credits hours as granted by CFA Institute.**



National Registry of CPE Sponsors

Qualifies for 21.5 hours of CPE Credit!

Completion of the Insurance Sector Valuations seminar qualifies for 21.5 hours of CPE credit (4 hours of Accounting and 17.5 hours of Specialized Knowledge and Applications).

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