

**Short Course  
Training**



Training Programme no: TBA

# AVIATION REINSURANCE UNDERWRITING

**21 April 2025**

**9.00 a.m. - 5.00 p.m.**

**ViLT**

Asian Institute of Insurance 197701004772 (35445-H),  
(Formerly known as Malaysian Insurance Institute)

Level 6, Bangunan AICB, No. 10 Jalan Dato' Onn, 50480 Kuala Lumpur, Malaysia  
For further information, please contact us via Email: [sales@aiiasia.org](mailto:sales@aiiasia.org)

[www.aii.org.my](http://www.aii.org.my)

## OBJECTIVE

Aviation reinsurance plays an important part in the insurance transaction. This workshop provides mechanism and methodology on how aviation reinsurance is done.

### Theory of reinsurance practice and formation of contract

- Introduction to aviation Insurance (general and commercial)
- Role of reinsurance broker in selecting reinsurance underwriters
- Parties to the reinsurance contract formation
- Principles of insurance law applicable to reinsurance
- Fronting
- Retrospective reinsurance
- Pooling and alternate risk transfer

### Different types of aviation reinsurance

- Facultative reinsurance
  - » Meaning of facultative
- Treaty reinsurance
  - » Quota –share treaty
  - » Surplus treaties
  - » Excess of loss treaties
  - » Burning cost system
  - » Catastrophe Excess treaty
  - » Inward reinsurance
  - » Risks excess treaties & rating
  - » Stop loss treaties

### Extent of the reinsurer's liabilities

- Losses
- Ultimate net loss
- Paying for the reinsured's settlements
- Follow the fortune
- Aggregation of claims
- Aggregate extension clauses
- Claims cooperation
- Claims control
- Practical reinsurance problems

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

1. Identify and explain the aviation insurance.
2. Describe the theory in reinsurance practice and formation of aviation reinsurance contract.
3. List down and explain the different types of aviation reinsurance.
4. Demonstrate the extent of aviation reinsurer's liabilities.

## WHO SHOULD ATTEND

- Insurance Underwriters
- Reinsurers
- Insurance Claims Handlers
- Regulators and Compliance
- Aviation Insurers
- Loss adjuster
- Aviation Lawyers

## COURSE CONTENT

Day	Content
1	<ul style="list-style-type: none"> <li>• Reinsurance practices in general and commercial aviation</li> <li>• The types of aviation reinsurance</li> <li>• Aviation reinsurer's liabilities and problems faced</li> </ul>

## ABOUT THE TRAINER



### **Dr Maniraj Mayan DBA,MBA**

Dr Maniraj Mayan is the founder and CEO of AERORISK SDN BHD.

AERORISK SDN BHD provides training in aviation and space risk management in insurance. An academician who has endeavored in aviation and space insurance to create awareness, knowledge and passion in people about the importance of insurance risk management in the aviation and space industry.

He conducts workshops in aviation insurance underwriting, reinsurance, law and claims for insurance companies, university and college students. His doctorate research thesis is about the effects of perceived service quality on customer satisfaction among aviation insurance policyholders in Malaysia. He has written articles on aviation insurance. He is also an HRD CORP certified trainer.



### **Mourad El Aroui**

With over 30 years of experience in the reinsurance industry, Mourad is renowned for his extensive expertise and passion for knowledge sharing. He combines a deep understanding of insurance and reinsurance techniques with a dedication to training professionals in the sector.

He is responsible for managing the aviation reinsurance pool for all Tunisian airlines. He also leads negotiations with the international market for the Airline Insurance Program.

A passionate trainer, he teaches reinsurance, transport insurance, and aviation insurance at specialized training institutions focused on insurance and reinsurance.

Regularly conducts seminars and training sessions to share his expertise with industry professionals.

He holds a Master's degree in Finance from the Higher Institute of Management of Tunis, Training in insurance at the Institute of Financing and Development of the Arab Maghreb in Tunis and advanced training in aviation insurance on the London market, enhancing his knowledge of international industry practices.

Mourad known for his effective teaching methods, he inspires and guides professionals by providing practical tools and strategic insights. He values experience-sharing and lifelong learning to meet the needs of an ever-evolving industry.

## REGISTRATION DETAILS

To register, please log in to  
[www.mii4u.org/ilms](http://www.mii4u.org/ilms)

	Aii Member	Non - Member
Early Bird Fee (Register before: 21 March 2025)	Single RM 550 / USD 130	Single RM 650 / USD 160
Normal Fee (Register closing: 14 April 2025)	Single RM 650 / USD 160	Single RM 750 / USD 180
	Group of 3 RM 500 / USD 120	Group of 3 RM 600 / USD 140

# HRD Claim Application

Asian Institute of Insurance (Aii) courses have been granted the status of Approved Training Programme (ATP) under the Human Resources Development Act 1992. Based on Training Providers Circular No. 3/2021, PSMB has imposed a requirement that training providers need to register their training programme under the HRD Corp Claimable Course Scheme to offer training to the employers who are registered under the Human Resource Development Corporation (HRD Corp).

## 1. What is HRD Corp Claimable Courses?

HRD Corp Claimable Courses formerly known as SBL Khas is a scheme to assist registered employers, especially those with limited resources to train and upskill their employees in line with their operational and business requirements. Under this scheme, HRD Corp will pay the course fee (subjected to 4% service fee from 1st April 2021) directly to the training providers by deducting the amount from the employers' levy account. HRD Corp will also pay other claimable allowances to the employer.

## 2. How are Training Providers or Employers to submit for HRD Corp Claimable Courses?

Asian Institute of Insurance (Aii) will submit their Courses registration via the HRDC e-Tris system. Once course is approved as Claimable Course (previously known as SBL Khas course), the approved course will appear in the HRDC e-Tris system.

Employers will need to access the e-Tris system to select the course and submit to HRDC for grant approval. The total claimable amount is subject to the approval of each Employer individual grant application. Once HRDC approves Employer grant, the company must provide the approved grant code to Asian Institute of Insurance (Aii).

After the training is conducted, Employers are required to complete HRDC Attendance Reports eg. JD14 and submit necessary documents to ensure HRDC settlement of Asian Institute of Insurance (Aii) invoice.

Asian Institute of Insurance (Aii) will submit the invoice directly to HRDC with the approved grant code for each participant or Employer.

## 3. How to submit the grant application?

Please click on link for information on training grants application: <https://hrdcorp.gov.my/employer-guidelines/>

## 4. What are the supporting documents required?

Please click on link for information on training grants application:

<https://hrdcorp.gov.my/skim-bantuan-latihan-khas-sbl-khas-2/>

### Important Notice

- Effective **1<sup>st</sup> August 2019**, training programmes must commence within six (6) months from the date of training grant applications are made and training claim submissions must be made not more than six (6) months from the date the training programmes are completed.
- Application must be submitted by employers before training date commencement.

For more information and updates on HRDC, please refer to its official webpage at [www.hrdcorp.gov.my](http://www.hrdcorp.gov.my). Should you have any problem in accessing your e-Tris account, kindly forward the issue to HRDC IT Help Desk at [ithelpdesk@hrdcorp.gov.my](mailto:ithelpdesk@hrdcorp.gov.my)

## Application Process

01

Application  
via e-TRIS

Documents Required:

- Quotation / Invoice
- Training Schedule / Course Content
- Trainer Profile

02

Approval

Documents Required:

- To share Grant ID to Training Provider

03

Claim

Documents Required:

- Itinerary (airfare) - if any
- Receipt & Invoice (transportation) - if any