

From Premiums to Profits: Linking Surplus Analysis to IFRS 17 Results

DATE:

13 April 2026

TIME:

9.00 am - 5.00 pm

VENUE:

Aii Training Room,
Level 2, Bangunan AICB,
Kuala Lumpur

CPD HOURS:

7 Hours

PROFICIENCY LEVEL:

Intermediate



8 Prime Skills
13 Power Skill



Training Programme No:

10001655440

OVERVIEW

Understanding IFRS 17 can feel complex at first – not because the standard is difficult, but because many practitioners have yet to connect its reporting outcomes to the core principles of how insurance business truly operates. This course brings clarity and confidence by bridging that gap.

“From Premiums to Profits” is designed to demystify IFRS 17 by grounding participants in the foundational building blocks of insurance profitability. This course will revisit the basics: how premiums are priced, how reserves move, what drives surplus, and how experience variances flow through financial results. With this foundation in place, the course then connects these mechanics directly to IFRS 17 measures insurance revenue and insurance service results.

Using clear illustrations, intuitive examples and case studies, the course helps participants see IFRS 17 not as a black box, but as a logical extension of familiar insurance principles. By the end of the day, participants will be able to understand profit emergence under IFRS 17 in a more meaningful, business-oriented way, rather than relying solely on technical interpretations.

LEARNING OUTCOMES

By the end of this course, participants will be able to:

1. Strengthen the understanding of insurance fundamentals
 - Understand the composition and purpose of premiums for yearly renewable and long-term life insurance.
 - Break down insurance cash flows and identify their roles.
2. Interpret surplus and profit drivers with clarity
 - Differentiate between actual vs. expected experience and how these differences create surplus / profits.
 - Understand how reserves absorb changes in experience and why reserve margin matters.
3. Make sense of IFRS 17 financial statements
 - Understand how technical results under IFRS 4 transition into insurance service results under IFRS 17.
 - Interpret P&L impacts using intuitive insurance concepts rather than purely accounting rules.
4. Communicate IFRS 17 insights with confidence
 - Translate actuarial/technical concepts into business-friendly explanations.
 - Move from “calculating IFRS 17 results” to meaningfully explaining them.

COURSE CONTENT

No.	Content
1	Introduction to IFRS 17
2	Yearly Renewable Insurance: <ul style="list-style-type: none">• Composition of premiums• Surplus Arising: actual vs expected• Role of reserves in managing insurance cash flows
3	Long Term Life Insurance: <ul style="list-style-type: none">• Complexity in life insurance premiums• Impacts of increasing costs and investment• Decompose life insurance cash flow• Reserve movement patterns and reserve margin• Impacts of changing experience on surplus arising
4	From IFRS 4 to IFRS 17: <ul style="list-style-type: none">• Linking IFRS 4 to IFRS 17• Linking to IFRS 17 Profit and Loss Statement

WHO SHOULD ATTEND

This course is ideal for finance, actuarial, risk, audit, and business professionals who need a clearer and more intuitive understanding of how insurance fundamentals translate into IFRS 17 results.

It is suitable for anyone involved in financial reporting, valuation, product performance analysis, or interpreting profit drivers under IFRS 17, especially those who find current explanations too technical and want to strengthen their ability to explain results confidently to stakeholders.

REGISTRATION DETAILS



Registration:

[https://aii4u.org/
ilms/user/login](https://aii4u.org/ilms/user/login)

	Aii Member	Non - Member
Normal Fee (Register closing: 02 April 2026)	Single RM 750 / USD 180	Single RM 850 / USD 200
	Group of 3 RM 700 / USD 170	Group of 3 RM 800 / USD 190

Note:

Fee is inclusive of 8% SST

ABOUT THE TRAINER



Denzel Chew Hock Teong

Key Facilitator

Denzel Chew is a dynamic trainer, coach, and speaker with over 25 years of experience delivering workshops, coaching, and business presentations across Malaysia, China, Singapore, Indonesia, Thailand, Brunei, and Vietnam. Renowned for his ability to engage diverse audiences—from CEOs and corporate leaders to sales teams, executives, and technical staff—he works closely with senior management to enhance performance, boost productivity, and drive profitability, often through organizational diagnostics and the development of key performance indicators.

Fluent in English, Mandarin, and Bahasa Malaysia, his interactive, energetic style blends professionalism with humor, creating impactful learning experiences. A Certified RPL Assessor (2014) and Certified Master Performance Coach (2018), Denzel has been engaged by major corporations, including a foreign bank in Malaysia, to deliver intensive coaching for peak sales performance and management effectiveness, leveraging his cross-cultural expertise and deep passion for helping individuals and organizations achieve lasting growth and success.



Lim Chee Beng

Facilitator

Lim Chee Beng brings with him over 23 years of actuarial experience in the Malaysian life insurance and family takaful sectors, with deep expertise spanning statutory and IFRS reserving, RBC valuation, claims analytics, actuarial model development, and policy administration system implementation.

Throughout his career, Chee Beng has led numerous initiatives focused on enhancing actuarial processes, strengthening reporting frameworks, and developing practical, fit-for-purpose solutions to address the evolving business challenges faced by insurers and takaful operators.

He holds a Bachelor of Science (Honours) in Actuarial Science from the National University of Malaysia.

ALIGNMENT TO THE FUTURE SKILLS FRAMEWORK



8 Prime Skills
13 Power Skill
Proficiency Level:
Intermediate

Skills Developed by Attending this Programme

Prime Skills

Financial Products and Services	<ol style="list-style-type: none"> 1. Pricing Strategy 2. Product Performance Management 3. Quality Assurance 4. Underwriting Management
Investment and Financial Management	<ol style="list-style-type: none"> 5. Tax Compliance
Risk Management, Governance and Regulatory Compliance	<ol style="list-style-type: none"> 6. Regulatory Compliance 7. Policy Implementation and Revision 8. Internal Governance

Power Skills

Innovation and Delivery	<ol style="list-style-type: none"> 1. Adaptability and Resiliency 2. Business Acumen 3. Change Management 4. Critical Thinking 5. Digital Fluency 6. Innovative Thinking 7. Learning Agility 8. Problem Solving
Social Intelligence	<ol style="list-style-type: none"> 9. Collaboration 10. Communication 11. Conflict Management 12. Empathy 13. Influencing and Negotiating

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/wp-content/uploads/2022/07/HRD-Corp_SBL_Grant-Helper.pdf

Important Notice:

- Effective 1st 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.
- The company shall bear full responsibility for the programme fee balance if the HRDC claim is not approved or claimable for any reason.

For more information and updates on HRDC, please refer to its official webpage at 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

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

01

Claim

Documents Required:

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



REGISTER NOW



Asian Institute of Insurance

197701004772 (35445-H),
Level 6, Bangunan AICB,
No.10 Jalan Dato' Onn,
50480 Kuala Lumpur, Malaysia

For further information, please contact:
Email: sales@aiaasia.org

www.aiaasia.org