

# Outline of the Seminar Schedule for the Year 2018 (Tentative)

F A L I A

Target	Course Title	F o c u s	Major Subjects	Schedule	Application Period	Number of Participants Invited
Middle Management *1	Asset Management & IFRS Course	Asset Management based on Risk Control with ALM; IFRS Issues at a Life Insurance Co.	<ul style="list-style-type: none"> <li>* Asset Management Strategy at a Life Insurance Co.</li> <li>* Investment Risk Management</li> <li>* ALM Strategy for a Life Insurer</li> <li>* Stock and Alternative Investment at a Life Insurance Co.</li> <li>* "IFRS17 (Insurance Contracts)" and its Issues</li> </ul>	4 days (May 22 - May 25, 2018)	Feb. 7 - Mar. 12	24
	IT Course	IT Utilization and Strategy at a Life Insurance Co.	<ul style="list-style-type: none"> <li>* Overall IT System at a Life Insurance Co.</li> <li>* Recent IT Trend</li> <li>* Framework of Cyber Security "DL-CSIRT"</li> <li>* Prospective Usage of "InsurTech"</li> <li>* IT Governance-IT Investment Management</li> <li>* Current IT Utilization at a Life Insurance Co.</li> </ul>	8 days (Jul. 4 - Jul. 11, 2018)	Mar. 22 - Apr. 20	40
	Channel Strategy & Product Development Course	Channel Strategy & Product Development corresponding to Different Channels	<ul style="list-style-type: none"> <li>* Channel Strategy of a Life Insurance Co.</li> <li>* History and Fosterage &amp; Compensation Structure of Captive Sales Agents</li> <li>* Transition of Product Development responding to the Change of Management Environment</li> <li>* Products and its Sales Strategy for Bancassurance</li> <li>* Product Development and Strategy for Independent Agents</li> </ul>	8 days (Sep. 5 - Sep. 12, 2018)	May 17 - Jun. 15	40
	Risk Management Course	Risk Management at a Life Insurance Co.	<ul style="list-style-type: none"> <li>* International Trend of Risk Management Regulation</li> <li>* Asset Liability Management</li> <li>* Product Development and Control of Pricing Risk</li> <li>* Operational Risk Management</li> <li>* Control Self Assessment</li> </ul>	8 days (Nov. 7 - Nov. 14, 2018)	Jul. 26 - Aug. 23	40

\*1 Conditions for acceptance: A. in mainly developing countries and/or regions B. works related to insurance business C. officially recommended by the institution

\*2 Top Executives Seminar is not scheduled in FY 2018.