

Outline of the Seminar Schedule for the Year 2021 (Tentative)

F A L I A

Target*	Course Title	F o c u s	Major Subjects	Schedule	Date of Notification	Number of Participants Invited
Middle Management	Risk Management Course	Risk Management in Life Insurance Companies	* International Trends of Risk Management Regulations * Asset Liability Management * Product Development and Control of Pricing Risk * Enterprise Risk Management	3 days (Jul. 7 - Jul. 9, 2021) * to be held online	1st - March 29 2nd - April 22	15
	Marketing Strategy for Individual Life Insurance Course	Channel Strategy & Product Development corresponding to Different Channels	*Channel Strategy for Individual Life Insurance *History of Sales Agents in Japan *Products and its Sales Strategy for Bancassurance *Product Development and Strategy for Independent Agents	7 days (Sep. 8 - Sep. 14, 2021)	May	20
Top Management	FALIA 50th Anniversary Top Management Seminar	Measures against COVID-19 by Life Insurance Industry and Current Situation in Management of Life Insurance Companies	* Overview of Life Insurance Industry in Japan * International Trends of Risk Management Regulations * Insurtech * Protection of Customer in Life Insurance Business	4 days (Nov. 9 - Nov. 12, 2021)	will be informed later	30

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