Mergers and Acquisitions in the Insurance Sector Training

Professional Development Training Course Outline

Category	Insurance	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Training Course on Mergers & Acquisitions in the Insurance Sector offers a comprehensive, industry-specific learning experience for professionals involved in high-stakes corporate transactions. With the increasing globalization of financial services and the evolution of InsurTech, M&A deals in the insurance industry have grown in both volume and complexity. This course delves into the strategic, financial, regulatory, and operational facets of M&A processes, specifically within the insurance domain, empowering professionals to make informed and value-driven decisions.

By leveraging market intelligence, due diligence frameworks, and regulatory compliance strategies, this course prepares participants to handle transactions with confidence. Delivered by M&A experts and supported by real-world case studies, it addresses evolving challenges in capital adequacy, valuation models, and post-merger integration. Designed for executives, analysts, and compliance officers, this course positions participants at the forefront of insurance consolidation trends.

Programme Curriculum

Mergers and Acquisitions in the Insurance Sector Training

Introduction

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Learning Objectives

1. Understand the M&A landscape in the global insurance sector.
2. Analyze regulatory frameworks impacting insurance acquisitions.
3. Develop strategic insights into valuation methodologies and deal structuring.
4. Learn due diligence best practices specific to insurance companies.
5. Examine capital structure considerations in cross-border insurance M&A.
6. Assess operational risk and actuarial analysis in insurance M&A.
7. Master negotiation tactics and deal-closing techniques.
8. Explore InsurTech's impact on modern M&A strategies.
9. Navigate tax implications and compliance obligations.
10. Evaluate cultural integration in post-merger environments.
11. Mitigate fraud and financial irregularities in M&A deals.
12. Design post-acquisition integration plans for insurance entities.
13. Review global insurance M&A case studies and best practices.

Target Audiences

1. Insurance Executives
2. Corporate Strategy Officers
3. Financial Analysts
4. Risk Managers
5. Legal & Compliance Officers
6. Investment Bankers in Insurance M&A
7. Insurance Regulators
8. M&A Consultants and Advisors

Course Duration: 10 days

Course Modules

Module 1: Introduction to M&A in the Insurance Sector

- Overview of M&A fundamentals
- Key trends in insurance industry M&A
- M&A drivers: Consolidation, scale, and tech integration
- Regulatory overview and international frameworks
- Role of market conditions and competitive dynamics
- **Case Study**: Allianz acquisition of Aviva's Polish operations

Module 2: M&A Strategy and Value Creation

- Strategic motivations behind acquisitions
- Synergy identification and valuation
- Growth vs. cost-reduction drivers
- Target screening and market analysis
- Strategic alignment with business goals
- **Case Study**: MetLife and Versant Health acquisition

Module 3: Regulatory Environment and Compliance

- Solvency II and other regulatory regimes
- Antitrust and competition law

- Jurisdictional compliance challenges
- Licensing and ownership approvals
- Role of regulatory bodies (NAIC, EIOPA)
- **Case Study**: AIG’s M&A regulatory hurdles in Asia

Module 4: Due Diligence Process

- Legal and financial due diligence
- Operational risk assessments
- Actuarial reviews and reinsurance exposure
- Policyholder obligations and liabilities
- Tools for effective due diligence execution
- **Case Study**: Prudential’s acquisition of Assurance IQ

Module 5: Insurance Valuation Techniques

- Discounted cash flow (DCF) models
- Appraisal value method
- Embedded value and actuarial assumptions
- Role of goodwill in insurance valuations
- Market comparables and precedent transactions
- **Case Study**: Zurich Insurance acquisition valuation of ANZ’s life unit

Module 6: Deal Structuring and Financing

- Stock vs. asset purchases
- Earn-outs and contingent payments
- Debt and equity financing strategies
- Reinsurance as a financing tool
- Legal structures: mergers, acquisitions, amalgamations
- **Case Study**: Chubb’s strategic acquisition of Cigna’s Asian operations

Module 7: Risk Management in M&A Transactions

- Identifying insurance-specific risks
- Underwriting and reinsurance risks
- Claims liabilities and reserve adequacy
- Risk mitigation strategies
- Representations and warranties insurance
- **Case Study**: AXA-XL risk evaluation during merger

Module 8: Cross-Border M&A Challenges

- Foreign ownership restrictions
- Currency exchange risks
- Regulatory coordination across jurisdictions
- Tax implications in international deals
- Communication across cultures and languages
- **Case Study**: Manulife’s entry into Southeast Asia

Module 9: Post-Merger Integration

- Integration planning and execution
- Change management and stakeholder alignment
- Policyholder data migration
- Harmonizing underwriting guidelines

- HR, branding, and culture integration
- **Case Study**: Aetna’s post-merger integration with CVS

Module 10: Cultural and Human Capital Considerations

- Cultural due diligence
- Aligning leadership and management styles
- Talent retention and incentivization
- Labor laws and employment contracts
- Conflict resolution post-merger
- **Case Study**: The failed AIA-Prudential merger

Module 11: InsurTech and Digital M&A

- Role of technology in reshaping insurance M&A
- Digital transformation post-acquisition
- InsurTech startups as acquisition targets
- Cybersecurity due diligence
- Licensing and data protection laws
- **Case Study**: Lemonade’s acquisition of Metromile

Module 12: Financial and Tax Considerations

- Tax due diligence
- Structuring tax-efficient deals
- Capital gains and withholding taxes
- Deferred tax assets and liabilities
- Regulatory reporting obligations
- **Case Study**: AXA's tax implications during XL Group acquisition

Module 13: Negotiation and Closing the Deal

- Preparing for M&A negotiations
- Key negotiation levers in insurance M&A
- Letters of intent and term sheets
- Final purchase agreement and disclosures
- Closing mechanics and escrow accounts
- **Case Study**: Travelers' acquisition of Simply Business

Module 14: Ethics, Fraud, and Governance

- Ethics in M&A negotiations
- Detecting and preventing fraudulent transactions
- Corporate governance post-merger
- Whistleblower protections
- Transparency in communication
- **Case Study**: M&A audit failure in the Fortis deal

Module 15: Global Best Practices and Future Trends

- M&A trends: ESG, sustainability, and DEI
- Impact of AI and automation
- Regulatory changes and global harmonization
- Strategic alliances vs. full acquisitions
- Lessons from successful global mergers
- **Case Study**: Berkshire Hathaway’s strategic insurance acquisitions

Training Methodology

- Instructor-led live sessions (online or in-person)
- Case-based group discussions and simulations
- Interactive polls and scenario analysis
- Real-world financial modeling exercises
- Q&A with seasoned M&A professionals
- Certification assessment and feedback review

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

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Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com