



**KAA /OT/FIN/0010/2020-2021**

**24<sup>th</sup> July, 2020**

To: All Tenderers

**RE: PROVISION OF INSURANCE BROKERAGE SERVICES UNDER GENERAL INSURANCE POLICIES - (PUBLIC LIABILITY, OFFICERS & DIRECTORS LIABILITY AND PENSION TRUSTEES LIABILITY)**

**TENDER NO. KAA /OT/FIN/0010/2020-2021**

**ADDENDUM NO.1**

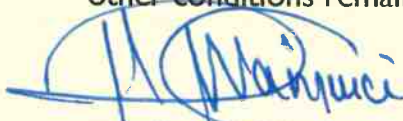
The following are tender clarifications/addendum issued regarding the above tender in accordance to instructions to tenderers clause 2.5.1 of the bidding document for the referenced tender.

No.	Query	Response
1.	<p>Clause 4.3.7 states Must have the following average gross underwritten premium (excluding motor portfolio) in the last three (3) years 2016, 2017 &amp; 2018 or 2017, 2018 &amp; 2019. Reference will be the audited Financial statements &amp; Annual returns.</p> <ul style="list-style-type: none"> <li><b>General Business:</b> Average Annual Gross premium of not less than Kshs 1 Billion under General Business excluding Motor Vehicle portfolio.</li> </ul> <p>Please consider reducing this amount to 800 Million to enhance participation since the current thresh hold will lock out many would be participants. The condition should further exclude medical business to create an even ground for General insurance.</p>	<p>Clause 4.3.7 remains as stated in the tender document.</p>

2.	<p>Clause 4.3.8 states Underwriters recommended by the Broker for General Business will have a minimum solvency margin of <b>150%</b> for the year 2019. Reference will be the Insurance Regulatory Authority (IRA) audited books of Accounts- Annual returns as at 31st December 2019.</p> <p>Kindly consider reducing the margin to 120% to attract more participants and hence more competitive bids</p>	<p>Clause 4.3.8 remains as stated in the tender document.</p>
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The closing/opening date remains as **28<sup>th</sup> July, 2020** at the same time and venue as per the tender document.

This addendum forms part of the bidding document and is binding on all bidders. All other conditions remain the same.



**Patrick K. Wanjuki**  
**GM (PROCUREMENT AND LOGISTICS**  
**For: MANAGING DIRECTOR/CEO**