



CAA/OT/HQ/1505/2018/2019

24th May, 2019

To: All Tenderers

RE: TENDER NO. CAA/OT/FIN/1516/2018-2019 PROVISION OF INSURANCE BROKERAGE SERVICES UNDER GENERAL INSURANCE POLICIES.

ADDENDUM NO 2

The following are tender clarifications/addendum issued regarding the above tender in accordance to instructions to tenderers clause no. 2.3 of the bidding document.

Queries raised by the tenderer

No	Reads	Response
23.1.20	Mandatory Requirement The Underwriter Must submit a list of the reinsurers showing their respective proportions of retention (cover) if any. Each reinsurer MUST sign for their proportion of cover. (If providing 100% then this must be indicated).	This requirement is amended to read as follows:- The Underwriter Must submit a list of the reinsurers treaties approved by IRA indicating capacities for various risks. (Attach IRA approval letter)
23.1.24	Must have a portfolio balance between motor and non-motor business with motor vehicles premium not exceeding an average of 30% of the total general business for the last three consecutive years i.e. 2016, 2017 and 2018.	All bidders are informed that this requirement remains the same.
23.3.11	The Broker Submit copies of the proposed underwriter (s) Audited Financial statements for over the last three consecutive (3) years (2016, 2017 & 2018) signed in compliance with ICPAK Guideline No. 38 and the turnover for each year must be a minimum of 2 Billion Shillings. The Audited accounts must indicate the name of Auditor and ICPAK Practicing Number on all the Audited Accounts. Kshs.2 Billion Up to 3 Billion – 3.5 Points Above Kshs.3 Billion - 5 Points <i>Points will be prorated for each year submitted that meets the minimum requirements.</i>	All Bidders are advised that the distribution of the points under this requirement remains the same.

	Bidders must note that due diligence on the authenticity of the financial information/ Auditors professional standing may be carried out from Insurance Regulatory Authority, Kenya Revenue Authority, Institute of Certified Public Accountants or the particular Auditor.	
23.1.23 & 23.3.11	Request by a bidder to revise requirement under criteria no. 23.1.23 on minimum gross annual average turnover requires to be harmonized with scoring scale under criteria no. 23.3.11 under technical evaluation	All bidders are informed that the minimum gross annual average turnover of 2 billion is mandatory under criteria no. 23.1.23 and under technical criteria no. 23.3.11 remains the same.
23.3.11	Request by a bidder to submit 2 years Audited Financial statements instead of the last three (3) consecutive years due to the bulkiness of the documents	All Bidders are informed that the requirement under clause 23.2.11 remains unchanged and each bidder is therefore required to submit the last three (3) consecutive years Audited Financial statements for both the broker and respective underwriter (s).

2. Lot 1 – Fire and Perils Policy (E₁)

The following is the breakdown of the revised assets to be insured per airport/airstrip based on a bidder's request. All bidders are requested to note the changes in the sum insured as follows:

Kenya Airports Authority				
Summary of Insurance Assets -Under Fire & Allied Perils Policy				
Station	Building (kshs)	Plant & Machinery Kshs.	Furniture & Fittings Kshs.	Total Sum Insured (kshs)
Headquarters	162,163,638.00	51,799,261.04	61,248,057.71	113,047,318.75
J.K.I.A.	10,832,070,117.21	12,447,572,812.75	1,032,050,448.03	13,479,623,260.78
M.I.A Airport.	1,594,528,272.16	1,236,608,386.25	108,270,173.23	1,344,878,559.48
Eldoret Airports	344,890,019.17	206,747,507.32	20,459,634.89	227,207,142.21
Wilson Airport	410,381,825.20	164,203,711.67	10,330,329.49	174,534,041.16
Malindi Airport	236,796,253.62	114,829,874.90	13,012,844.33	127,842,719.23
Kisumu Airport	711,200,022.60	1,128,787,177.08	51,828,041.13	1,180,615,218.21
Ukunda Airstrip				11,811,012.80

	4,222,464.20	10,596,650.00	1,214,362.80	
Manda Airstrip	149,224,107.13	55,604,628.20	4,906,792.50	60,511,420.70
Lokichogio Airstrip	-	19,167,945.45	4,204,246.02	23,372,191.47
Eldoret Airstrip	8,097,705.00	-	60,000.00	60,000.00
Lodwar Airstrip	29,715,868.53	3,846,968.20	120,000.00	3,966,968.20
Garissa Airstrip	-	-	120,000.00	120,000.00
Kakamega Airstrip	4,995,025.00	3,846,968.20	82,500.00	3,929,468.20
Kitale Airstrip	600,000.00	4,146,968.20	150,000.00	4,296,968.20
Wajir Airstrip	130,000,000.00	14,571,437.00	4,338,773.52	18,910,210.52
Isiolo Airport	644,304,076.36	242,850,048.76	-	242,850,048.76
Nanyuki Airstrip	-	-	-	0.00
Kabunde Airstrip			-	0.00
Total Amount	15,263,189,394	15,705,180,345	1,312,396,203	17,017,576,548

3. Schedule 2: Assets to be covered Under Earthquake and Related Perils only (E₁)

The following is the breakdown of the revised assets to be insured per airport/airstrip based on a bidder's request. All bidders are requested to note the changes in the sum insured as follows:

Summary of Insurance Assets –Other Fire & Perils Earthquake Policy	
Station	Pavements (Kshs)
Headquarters	10,598,849.09
J.K.I.A.	12,114,706,937.20
M.I.A Airport.	2,850,098,218.88
Eldoret Airports	1,082,182,104.74
Wilson Airport	507,307,926.14
Malindi Airport	92,343,724.12
Kisumu Airport	4,518,174,779.01
Ukunda Airstrip	37,692,699.48
Manda Airstrip	737,295,540.46
Lokichogio Airstrip	130,449,191.32
Eldoret Airstrip	18,000,000.00
Lodwar Airstrip	94,506,203.40
Garissa Airstrip	18,000,000.00
Kakamega Airstrip	84,733,213.40
Kitale Airstrip	18,000,000.00
Wajir Airstrip	612,897,456.00
Isiolo Airport	1,511,452,932.94
Nanyuki Airstrip	18,000,000.00

Kabunde Airstrip	201,264,207.26
Total Amount	24,657,703,983.44

4. ALL RISKS COMPUTER EQUIPMENT (E₄)

The following is the breakdown of the revised assets to be insured per airport/airstrip based on a bidder request. All bidders are requested to the changes in the sum insured as follows:

Summary of Insurance Assets -Under Computers & Accessories including Software's	
Station	Pavements (Kshs)
Headquarters	1,350,766,943.43
J.K.I.A.	1,061,757,920.26
M.I.A Airport.	76,580,474.09
Eldoret Airports	423,864.65
Wilson Airport	5,503,986.83
Malindi Airport	2,529,499.85
Kisumu Airport	40,216,195.70
Ukunda Airstrip	365,279.80
Manda Airstrip	1,266,569.80
Lokichogio Airstrip	2,266,409.15
Eldoret Airstrip	-
Lodwar Airstrip	-
Garissa Airstrip	-
Kakamega Airstrip	-
Kitale Airstrip	-
Wajir Airstrip	4,445,293.17
Isiolo Airport	-
Nanyuki Airstrip	106,256.32
Kabunde Airstrip	-
Total Amount	2,546,228,693.05

5. Claims Experience

The following is the claims experience for some of the policies as provided by the various underwriters based on a request by a bidder. Please note that information in regard to the claims experience for motor insurance policies is not available.

a. Fire & allied Perils Policy

No claims paid for the last three years 2016-2019.

b. Group Life Assurance Policy

The following is the claim experience under GLA for the last three years. Please note that the report for 2018-2019 is as at November 2018. In respect to 2018-2019, not all claims have been settled as some of them are at various stage of determination.

Period	Claims	No. of Claims
2016-2017	15,995,879	5
2017-2018	18,294,864	6
2018-2019	62,626,712	7

c. **Group personal Accident (KAA Staff, Casuals & Non-Directors)**

No claims have been concluded within the last three (3) years. Bidders are however informed that approximately twenty (21) claims including four fatalities have been reported and are at various stages of determination.

d. **Property, Terrorism and political violence policy**

No claims for the last three or more years reported on this policy

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

The closing/opening date remains on **30th May, 2019** at the same time and venue.



Patrick K. Wanjuki

GM (PROCUREMENT AND LOGISTICS)

