



Kenya Airports Authority

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KAA/OT/FIN/0042/2023-2024

22nd September, 2023

To: BIDDERS,


**RE: PROVISION OF INSURANCE BROKERAGE SERVICES FOR
AIRPORT OPERATIONS LIABILITY POLICY FOR KENYA
AIRPORTS AUTHORITY**


KAA/OT/FIN/0042/2023-2024

ADDENDUM NO. I.

The following are tender clarifications/addendum issued regarding the above tender in accordance to instructions to tenderers clause 9.1 of the bidding document for the referenced tender.

No.	Issue	Clarification
1	<i>Page 72 of the pdf refers to an AVN52 limit of USD 250,000,000 but pages 108 and 110 refer to a limit of USD 300,000,000</i>	All bidders should note that the cover for War, hijacking, strikes, riots, civil commotions or labor disturbances, terrorist acts and other perils including exclusions under clause AVN 48B (AVN 52 buy backs) in page 72 is amended and should have a combined Single Limit of USD 300 Million
2	<i>Page 77 of the pdf refers to a personal injury limit of USD 50,000,000 but pages 105, 108 and 100 refer to a limit of USD 30,000,000</i>	All bidders are advised that the limit of liability for personal injury in page 77 of the PDF is amended to USD 30,000,000 and not USD 50,000,000.
3	<i>The claims data on page 115 does not show the correct data for the 14th June 2023 loss amounting to USD 1,134,018.</i>	All bidders are advised that the data provided is only for guidance.
4	<i>On page 102 of the pdf the passenger movements for 2022/2023 is 12,300 while 2023/ 2024 is 123,500 which looks incorrect as it 10 times more than last year but the aircraft movements</i>	All bidders are advised that the passenger movements for 2022/2023 is 12,300 while the passenger movements for 2023/ 2024 is amended to read " 12,500 ".

5	The tender closing date is Wednesday 27 th September 2023	Extension granted as indicated below.
6	Clarification/complain-provision of insurance brokerage services for airport operation liability KAA/OT/FIN/0042/2023-2024	<p>This is to inform all bidders that KAA has not issued any authorization letter to any party whatsoever in regard to this tender. Any alleged communication or forgeries being circulated to malign the tender processing shall be investigated and any bidder who is found culpable of circulating any misleading information will be disqualified from the tender process.</p> <p>Any complaint must be officially forwarded to the procuring entity on the provided address and email for immediate action.</p>
7	<p>"MR6: Must attach current recommendation letters dated not more than (3) three months from the closure date of the tender from at least 3 clients for whom they have handled insurance business in the last one year 2022 with premium of not less than KES 40 million per policy or equivalent per client and must be accompanied by certified, stamped and signed letter(s) of award/contract by the client supporting the said declared premium. (use the recommendation form UT4 attached)</p> <p>Note: This is technically an international tender and the local underwriter is not the main layer in this tender</p>	All bidders are advised that this requirement remains as it is in the tender document.
8	"MR8: The proposed underwriter must have an annual gross premium of not less than 800 million in general business. This will be evidenced by the insurance regulatory authority (IRA) Insurance industry annual report/audited financial statements	<p>All bidders are advised that this requirement remains as it is in the tender document. This is informed by the procuring entity's requirement.</p> 

	<p>as at 31st December 2022</p> <p><u>REQUESTED AMENDMENT</u></p> <p>-Kindly consider revising the required gross premium to 500 million in general business <i>excluding medical</i>, -We also request that this to be moved to the technical requirements.</p>	
9	<p>“MR16: The underwriter recommended by the broker will have a minimum solvency margin of 150% for year 2022. Reference will be the audited financial reports for 2022/IRA reports.</p> <p><u>REQUESTED AMENDMENT</u></p> <p>Kindly reduce the threshold solvency to 100% as per IRA threshold requirements</p>	<p>All bidders are advised that this requirement remains as it is in the tender document. This is informed by the procuring entity's requirement.</p>
10	<p>“MR25: Must attach at least two reference letters on client's letterhead from reputable clients indicating that the lead underwriter has experience in handling business with an annual average premium of not less than Ksh 100 million (Kenyan shillings one hundred million or equivalent in freely convertible currency) underwritten in the years 2018, 2019, 2020, 2021 and 2022 of which at least one should be related to aviation insurance sector</p> <p>REQUESTED AMENDMENT/CLARIFICATION</p> <ol style="list-style-type: none"> 1. Kindly clarify if the Lead international insurance underwriter could also be the Lead Reinsurer 2. Kindly consider amending this requirement to require the international underwriter to provide a letter of conform stating their capacity and 	<ol style="list-style-type: none"> 1) This is to clarify to all bidders that the the Lead international insurance underwriter shall also be the Lead Reinsurer 2) The clarification number 2 has been addressed under item number 11 below 

	confirmation slips of similar businesses that have handled internationally.	
11	B6: Must submit a list of the participating International Insurance Underwriters showing their respective proportions of retention (cover). Each participating International Insurance Underwriter MUST sign for their proportion of cover.	This is to inform all bidders that the requirement is amended as below: - B6: Must submit a list of the participating International Insurance Underwriters showing their respective proportions of retention (cover). Each participating International Insurance Underwriter MUST sign for their proportion of cover and attach evidence of cover confirmation slips of at least one similar businesses that have handled internationally.

Following several inquiries, the closing/ opening date is hereby extended to **4th October, 2023 at 11:00 a.m. from 27th September, 2023 at 11.00 a.m.**

Kindly amend your tender accordingly and ensure the tender is valid for a period of **126 days** and your tender security is valid for a period of **156 days** from the NEW closing/opening date of **4th October, 2023 at 11.00 a.m.**

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



Lilian Okidi

Ag. GM (PROCUREMENT AND LOGISTICS)

For: MANAGING DIRECTOR/CEO