

GIC-HO/MAR/GIC_MAREOI24-25/3/2024-25

22nd April, 2024

NOTICE

**INVITATION FOR EXPRESSION OF INTEREST FROM QUOTING REINSURERS
AND/OR INTERESTED REINSURERS
FOR GIC RE'S MARINE & ENERGY COMBINED PROTECTION PROGRAM 2024/25
(1.6.2024 to 31.5.2025)**

Expression of Interest (EOI) is invited from Reinsurers either directly or through an Indian intermediary for quoting and follow market GIC Re's **Marine & Energy Combined Excess of Loss** Reinsurance Program protecting Domestic Marine Hull & Cargo and Domestic & Foreign upstream and midstream Energy business which comes up for renewal 1st June, 2024.

The Reinsurer desirous of submitting Expression of Interest as above must fulfil the following criteria:

1. The Reinsurer/s must have a rating of at least 'A' from Standard & Poor or AM Best.
2. Reinsurers can choose to participate either on direct basis or through an Indian broker. The Reinsurer evincing interest through a broker would be required to submit the **Exclusive Broker on Record (BOR) Letter to only ONE Indian broker.**
3. The reinsurer should provide below details:
 - a. **Filing Reference Number (FRN) for 2024-25** issued by IRDAI (Insurance Regulatory and Development Authority of India). IRDAI (Insurance Regulatory and Development Authority of India) issued FRN (Filing Reference Number) is paramount to establish identity of the reinsurer. Reinsurer providing EOI should use the stamp of entity which has IRDAI issued FRN. Please note that subsidiary/sister company FRN shall not be considered.

(In regard to the compliance with FRN requirement, this should be met latest by 30th of April 2024, if it is not possible to comply with the condition at the time of submission of Expression of Interest either directly or via intermediary)

- b. Copy of the latest AM Best / S & P Ratings
- c. Exclusive mandate letter / 'Broker on Record' letter, if participating through intermediary.
- d. Reinsurer is required to submit EOI duly signed and dated on or after the tender upload date. Mandate letter before the tender issue date and /or in the form of e-mail shall not be considered.
- e. In case of a Lloyds Syndicate, Annexure 1 should be signed and stamped by the particular Syndicate to whom IRDAI has issued the FRN and not by its branch office.

4. Reinsurer should be domiciled in country which has Double Taxation Avoidance Agreement with India.
5. A copy of valid IRDAI Certificate of Registration issued to the intermediary as a Reinsurance or a Composite Broker. The broker should have obtained its Composite or Reinsurance license at least 2 calendar years prior and GIC Re should have active inward business from the broker.
6. Please note that MGAs / Cover Holders / Fronting Companies will not be eligible to participate in this exercise.
7. No subjectivities (including minimum line to stand condition) will be entertained.
8. Format to provide EOI whether direct or through an intermediary is as per Annexure-1.
9. The proposed programme structure is as under:

MARINE & ENERGY COMBINED PROTECTION PROGRAM 2024/25

Sr. No.	Protection Program	Class Of business Protected	U/ W	Treaty Limit/Deductible
1.	GIC Re Combined Marine & Energy XOL	<u>Domestic</u> MarineHull, Marine Cargo, upstream and midstream Energy. <u>Foreign</u> Upstream and midstream Energy	<ul style="list-style-type: none"> • <u>USD 75 Mln.</u> for Domestic MarineHull, Marine Cargo, upstream and midstream Energy. • <u>USD 50 Mln</u> for Foreign upstream and midstream Energy. 	USD 125 Mln XS USD 25 Mln (Layer-wise structure will be conveyed as part of the data pack)

10. In line with regulatory requirement, the reinsurer will need to confirm premium remittance (even if remitted via Broker), directly to GIC Re on email id retro_bas@gicre.in as and when each instalment premium is remitted, for this programme.
11. GIC Re may choose to retain a layer or part thereof, thereby not placing the layer in part or full to the market.
12. The Expression of Interest as per format Annexure 1 along with required documents to be sent by way of an e-mail to **Mr. Melvin Colaso (Assistant General Manager) at melvinc@gicre.in and to no other email ID**, so as to reach us on or **before 29th April, 2024, 12:00 midnight (IST)**.

For Quoting Markets:

Quoting Broker should have participated either as quoting or placing broker on the class specific programme for at least 2 years in the past 3 years. The reinsurer should provide quote with **minimum lead line size of 10%** evenly across all layers.

- (i) Slip brokerage for each arrangement cannot be more than 7.50%.

- (ii) Quoting markets should only follow the proposed structure while quoting.
- (iii) No intermediary should obtain a mandate for quotes from more than one quoting market.
- (iv) In case a reinsurer submits EOI but refrains from submitting quotes, they may not be considered as quoting market for the next renewal for the captioned program i.e. for FY 2025-26.
- (v) The selected quoting broker will have a maximum of five markets in all (One-Quoting Market and Four- Follow Markets). In case the allocated quoting market has provided a valid quote as per quoting requirement, the markets for the said broker will be maximum five in all. GIC Re to be the sole judge as to what constitutes a valid quote.

For Follow Market Participation:

- (i) Placing Broker should have obtained their Composite or Reinsurance Broking license at least 2 calendar years prior.
- (ii) No broker should obtain a mandate from more than four reinsurers (excluding allocated quoting market by GIC). Reinsurers who have submitted a mandate letter as a quoting market, the same will also hold good for follow line participation through the same broker.

The last date for submission of the Expression of interest either directly or through the broker where applicable is **29th April 2024 12.00 midnight IST.**

This communication is intended to invite Expression of Interest only, kindly note that the acceptance of the same would be at the sole discretion of GIC Re.

The selected reinsurer(s) will be provided information pack for evaluation. Info pack, deadline for submission of quotes and other modalities will be intimated to reinsurers whose EOI has been accepted.

GIC Re reserves the right to retain any layer fully/partly.



Hitesh R. Joshi
General Manager



Annexure-1

Date:

To,
The Assistant General Manager
(Marine & Energy Underwriting),
General Insurance Corporation of India (GIC Re)
Mumbai, India.

**Re: Invitation for Expression of Interest published on your website dated -----
quoting /follow participation on your
Marine & Energy Retrocession Program 2024/25(USD 125 Mln. XS USD 25 Mln.)**

In response to your invitation for expression of interest vide your notice date on your website, we would like to express our interest directly / through (name of intermediary if interested to approach through intermediary) having IRDAI (Insurance Regulatory and Development Authority of India) broker license number valid until .

Our IRDAI FRN (Filing Reference Number) for Year 2024/25 is .

Our rating is from (rating agency name) and a copy of rating certificate is attached.

Our engagement on below mentioned covers of the programme in this tender process is direct/ exclusively through the said intermediary:

- **Marine & Energy Retrocession Program 2024/25**

Our interest to :

- i. Quote
- ii. Follow

The overseas co-broker / placing broker for the above is _____.

Signature, Seal and Date:

Name of the Reinsurer:

Name and Designation:

Contact Number:

E-mail: