

30th April 2024

NOTICE

**INVITATION FOR EXPRESSION OF INTEREST FROM QUOTING
REINSURERS AND/OR FOLLOW REINSURERS
GIC RE's NON-MARINE FOREIGN RETROCESSION PROGRAMME 2024-25**

General Insurance Corporation of India (GIC Re) proposes to buy retrocession cover for its Non-Marine Foreign portfolio on excess of loss basis. This programme incept on 1st June 2024.

Expression of Interest (EOI) is invited from Reinsurers either directly or through an Indian intermediary for quoting and follow market on non-marine foreign retrocession programme.

The reinsurer desirous of submitting Expression of Interest as above must satisfy the following criteria:

1. Reinsurer should be domiciled in a country which has Double Taxation Avoidance Agreement with India.
2. Reinsurer can choose to quote / participate either on direct basis or through an Indian intermediary. The Reinsurer evincing interest via an intermediary would be required to indicate mandate of **Exclusive Broker on Record (BOR) to only ONE Indian broker licensed by IRDAI**. Format to provide EOI is as per **Annexure 1**. Annexure 1 should be on letter head, dated, and signed on or after the tender upload date. Mandate letter in the form of e-mail shall not be considered.

3. Reinsurer should provide the following:

- a. Filing Reference Number (FRN) for 2024-25 issued by IRDAI.

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 of FRN shall not be considered.

In relation to the compliance to the FRN requirement, in cases where compliance is not possible at the time of Expression of Interest submission (either directly or through an intermediary), the condition must be fulfilled at the time of quote submission for quoting markets, or written line submission for follow markets.

- b. Copy of the latest (S&P / AM Best) rating certificate.
- c. Exclusive mandate letter / 'Broker on Record' letter, if participating through intermediary as stated in point 3.
- d. In the case of a Lloyds syndicate, **Annexure 1** should be signed and stamped by the Syndicate to whom IRDAI has issued the FRN, and not by its branch office.
- e. If quoting/placing through an intermediary:
 - i. Details of the Indian broker to be mentioned clearly (for layer(s)) in **Annexure 1**. If different brokers are involved for separate layers, separate Annexure 1 giving the concerned broker details needs to be submitted.
 - ii. A copy of valid IRDAI Certificate of Registration issued to the Broker as a Reinsurance or a Composite Broker. The broker should have obtained its Composite or Reinsurance license at least 2 calendar years prior. The intermediary must provide a copy of their valid IFSCA

certificate along with IRDAI license if they intend to participate through their GIFT City branch.

4. Please note that MGAs / Cover holders / Fronting companies will not be eligible to participate in this exercise.
5. No subjectivities, including minimum line to stand condition will be entertained.

The proposed programme structure is as under:

Non – Marine Foreign CAT XOL Structure 2024-25

Figures in USD Mln

Layer	Description	Limit	Deductible	Reinstatement	MDP
1	China, Israel, Europe* including Greece, North America (excl Mexico, Canada), Taiwan, Turkey, Philippines	20M	60M	1 @ 100%	90%
2	China, Israel, Europe* including Greece, North America (excl Mexico, Canada) Taiwan, Turkey, Philippines	20M	80M	1 @ 100%	90%
3	China, Israel, Philippines Turkey	35M	100M	1 @ 100%	90%

*Europe and Caribbean exposures emanating from Worldwide accounts underwritten at HO are covered.

6. Coverage for SRCC & MD is excluded.
7. 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.
8. GIC Re may choose to retain a layer or part thereof, thereby not placing the layer in part or full to the market.
9. The Expression of Interest as per format Annexure 1 along with required documents is to be sent by way of **an e-mail to Ms. Pradnya Prabhu, Assistant General Manager at prabhupp@gicre.in and to no other email id**, with the Subject Line as: **“EOINMFOR2024- Invitation for Expression of Interest for Non-Marine Foreign Retrocession Programme 2024-25-Quote & Follow”** so as to reach us on or before midnight of **6th May 2024, 12:00 midnight (IST)**.
10. You are also requested to fill the details through this link:

<https://forms.office.com/r/3x3fgqiXG7>

For Quoting Markets:

- a. 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.
- b. The Reinsurer must have a rating of at least “A” from S&P or A M Best.
- c. **No intermediary should obtain mandate/quotes from more than two quoting markets per layer.**
- d. The reinsurer should clearly mention in the EOI the layer(s) which they are interested in quoting. The reinsurer may choose to quote on any one or more layers.

- e. Minimum lead line is 10% on each layer.
- f. Slip brokerage shall not be more than 7.5%.
- g. Quoted terms and conditions for each layer shall be evaluated independently, without any consideration of those pertaining to other layer(s). Any subjectivity linking layers will be rejected. If two or more L1 quotations are received, the reinsurer whose share is greater will be selected as the leader.
- h. 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 programme i.e. for FY 2025-26.
- i. Additionally, interested quoting markets are required to specify in Annexure 1 whether they wish to participate as a follow market.

For Follow Market Participation:

- a. The placing broker should have obtained their Composite or Reinsurance broking license at least 2 calendar years prior.
- b. The reinsurer needs to clearly mention in the EOI the layer which they are interested in participating in.
- c. No broker should obtain a mandate **from more than five reinsurers** in all (including quoting market).
- d. Preference will be given to "A" rated reinsurers; reinsurers offering uniform shares across the programme and expiring reinsurers who have settled claims.

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 with an information pack for evaluation. Info-pack, deadline for submission of quotes/slips and other modalities will be informed to the reinsurers whose EOI has been accepted.

GIC Re will thereafter advise allocation of market/s on follow basis with the lead quotes/slips upon finalization of the terms.



Hitesh Joshi,
General Manager

ANNEXURE 1**DATE:**

To,
 The Assistant General Manager
 Non-Marine (Property Foreign)
 GIC of India (GIC Re), Mumbai

Re: Invitation for Expression of Interest published On Your Website Dated 30/04/2024 to quote /follow on your Non-Marine Foreign Retrocession Programme 2024-25.

In response to your captioned invitation for Expression of Interest vide notice, we would like to express our interest directly/through intermediary of _____(name of the broker if interested to approach via intermediary) having IRDAI broker license no _____ valid until _____

Our FRN No. for 2024-25 is _____

Our rating is _____ from _____ the Rating Agency. A copy of the valid rating certificate is attached.

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

Non – Marine Foreign CAT XOL Structure 2024-25

Figures in USD

Layer	Description	Limit	Deductible	Reinstatement	MDP	Interested to Quote (Yes/No)	Interested to Follow (Yes/No)
1	China, Israel, Europe* including Greece, North America (excl Mexico, Canada) Taiwan, Turkey, Philippines	20Mln	60Mln	1 @ 100%	90%		
2	China, Israel, Europe* including Greece, North America (excl Mexico, Canada) Taiwan, Turkey, Philippines	20Mln	80Mln	1 @ 100%	90%		
3	China, Israel, Philippines Turkey	35Mln	100Mln	1 @ 100%	90%		

*Europe and Caribbean exposures emanating from Worldwide accounts underwritten at HO are covered.

The overseas co-broker / placing broker for the layers indicated above is

SIGNATURE, SEAL & DATE

NAME & DESIGNATION: _____

CONTACT NUMBER: _____

EMAIL: _____