

**RETROCESSION DEPARTMENT**  
**COMPARISON OF QUOTED PREMIUM**  
**IN RESPECT OF PRCL NON-MARINE RISK XOL**  
**FOR THE 12 MONTHS FROM 01.04.2018 TO 31.03.2019**

Figures in Pak Rupees

TECHNICAL EVALUATION	AON BENFIELD.	GUY CARPENTER	PRUDENTIAL INSURANCE BROKERS.
Firm Quote	Compliant	Compliant	Compliant
Premium in PKR	Compliant	Compliant	Compliant
Validity of Quote at least 45 days	Compliant	Compliant	Compliant
Lead Share	Compliant	Compliant	Compliant
Rating of the Leader (Minimum A by S&P, A.M	Compliant	Compliant	Compliant
Name of the Leader	HANNOVER RE. MALAYSIA BRANCH.	PARTNER REINSURANCE ASIA PTE LTD.	LIBERTY - SPECIALTY FRANCE
PPW 60 Days from the date of inception	Compliant	Compliant	Non-Compliant
layering Allowed with lead share of 15 % of each	Compliant	Compliant	Non-Compliant
No Event Limit.	Compliant	Compliant	Non-Compliant
The limit for CAR/EAR policies of 48 months has been extended to 60 months.	Compliant	Compliant	Non-Compliant
Definition of One risk for fire business to be changed to "Reinsured will be the sole judge as to what constitutes one risk".	Compliant	Compliant	Non-Compliant
Bridges up to 3KM are covered in engineering business.	Compliant	Compliant	Non-Compliant
Minimum PML allowed is 25%	Compliant	Compliant	Non-Compliant
Inclusion of NICL Risk treaty shares of 30%	Compliant	Compliant	Non-Compliant

FINANCIAL EVALUATION																			
MDP 85%																			
G.N.P.I Rs.1,967,550,000																			
Layer	Limit	Deductible	Adj.Rate	Reinst.	ROL	Premium	MDP	Adj.Rate	Reinst.	ROL	Premium	MDP	Adj. Rate	Reinst.	ROL	Premium	MDP		
1	100,000,000	100,000,000	4.17%	4@100%	82.00%	82,000,000	69,700,000	3.74%	4@100%	73.54%	73,535,214	62,505,000	4.13%	4@100%	81.25%	81,250,000.00	69,063,000.00		
2	100,000,000	200,000,000	3.46%	2@100%	68.00%	68,000,000	57,800,000	2.97%	2@100%	58.50%	58,499,197	49,724,000	3.15%	2@100%	62.00%	61,999,000.00	52,700,000.00		
3	100,000,000	300,000,000	2.80%	1@100%	55.00%	55,000,000	46,750,000	1.72%	1@100%	33.75%	33,749,385	28,687,000	1.74%	1@100%	34.30%	34,300,000.00	29,156,000.00		
4	100,000,000	400,000,000	1.27%	1@100%	25.00%	25,000,000	21,250,000	1.03%	1@100%	20.25%	20,250,025	17,213,000	1.01%	1@100%	19.80%	19,799,000.00	16,830,000.00		
5	500,000,000	500,000,000	1.78%	1@100%	7.00%	35,000,000	29,750,000	2.16%	1@100%	8.50%	42,499,080	36,124,000	2.08%	1@100%	8.20%	41,000,000.00	34,850,000.00		
6	500,000,000	1,000,000,000	0.76%	1@100%	3.00%	15,000,000	12,750,000	0.85%	1@100%	3.33%	16,631,700	14,137,000	0.83%	1@100%	3.25%	16,250,000.00	13,813,000.00		
			14.23%		20.00%	280,000,000	238,000,000	12.46%		17.51%	245,164,601	208,390,000	12.94%		18.19%	254,598,000.00	216,412,000.00		
The Net payable to broker on MDP.							Rs.238,000,000	The Net payable to broker on MDP.					Rs.208,390,000	The Net payable to broker					Rs.216,412,000
Technically compliant . And higher in financial terms.								Technically & Financially compliant . (Winner)						Technically non-compliant and higher in financial terms.					

M. Mubarak Hussain  
 Officer  
 Retrocession Deptt.

Ghulam Mohyuddin Abbasi  
 Head of Retrocession  
 Retrocession Deptt.

Jamil Ahmed  
 Chief Financial Officer  
 Member Internal Procurement Committee

Muhammad Khurshid  
 Chief Internal Audit  
 Member Internal Procurement Committee