

PNSC- Fleet
Hull & Machinery, Disbursement & Increased Value,
Standard War, Additional War and Loss of Hire Cover
Renewal Period from: 01-04-2021 to 31-03-2022


Comparison of Financial Quotations

(all amounts are in PKR)

	Tysers	WTW	AON	Ed Broking	Marsh	Lockton
H&M (100% Gross)	173,332,103.70	202,305,801.25	278,007,530.00	263,323,549.00	277,208,275.00	279,490,263.00
Cleint/ Continuity Discount	-	20,230,580.13	4,636,403.55	-	-	-
H&M (Payable by Client)	173,332,103.70	182,075,221.13	273,371,126.45	263,323,549.00	277,208,275.00	279,490,263.00
DIV (100% Gross)	6,415,171.00	5,900,095.65	5,753,873.00	7,991,007.00	5,691,365.55	4,847,333.00
Cleint/ Continuity Discount	-	590,009.57	143,184.45	-	-	-
DIV (Payable by Client)	6,415,171.00	5,310,086.09	5,610,688.55	7,991,007.00	5,691,365.55	4,847,333.00
War (100% Gross)	1,242,125.40	2,235,825.72	1,863,188.00	-	3,694,895.55	1,138,615.00
Cleint/ Continuity Discount	-	-	325,576.70	-	184,744.78	-
War (Payable by Client)	1,242,125.40	2,235,825.72	1,537,611.30	-	3,510,150.77	1,138,615.00
AWR (100% Gross)	110,549,160.60	219,944,180.00	180,000,000.00	161,476,302.00	232,921,500.00	1,143,337,040.00
Cleint/ Continuity Discount	-	-	34,758,331.00	-	11,646,075.00	-
AWR (Payable by Client)	110,549,160.60	219,944,180.00	145,241,669.00	161,476,302.00	221,275,425.00	1,143,337,040.00
Option 1 H&M+DIV+War+AWR	291,538,560.70	409,565,312.93	425,761,095.30	432,790,858.00	507,685,216.32	1,428,813,251.00
	Lowest Evaluated	2nd	3rd	4th	5th	6th
LOH (100% Gross) - Basis 14/30 (Excluding War & AWR) Discount (if any)	52,046,400.00	29,763,069.60	42,973,440.00	Not Quoted	47,285,758.15	Not Quoted
LOH (Payable by Client)	52,046,400.00	29,763,069.60	42,973,440.00	Not Quoted	47,285,758.15	Not Quoted
Option 2 H&M+DIV+War+AWR+LOH	343,584,960.70	439,328,382.53	468,734,535.30	Not Quoted	554,970,974.47	Not Quoted
	Lowest Evaluated	2nd	3rd	4th		

1. PNSC requested the quotes under two option as shown above. The quotes for LOH is optional, therefore, we have ranked the brokers accordingly as shown in both options.
2. The Financial Evaluation is based on 100% premium payable by Client. The actual premium payable to brokers/ reinsurer will be calculated according to the size of reinsurance order and after taking into account 10% RI Commission.
3. Marsh: The premium quoted by Marsh was in USD. Therefore, to convert it into PKR we applied the exchange rate available on the date of submission of bids (i.e. PKR 158.45).
4. Lockton: For AWR, Lockton has quoted the premium rates only, therefore, the final figure of AWR for PG is derived by multiplying the given rates with the total H&M and DIV values of 6 Tanker vessels, which is then multiplied by 120 voyages. In sum, an amount of USD 40,000 @158.45 (a lumpsum premium for voyages at Red sea) is also added to determine the final figure of AWR.


 Manager (Retrocession)


 E.D(U/W)


 CFO


 CIA