



## MARINE INSURANCE BROKING, ADVISORY AND MANAGEMENT SERVICES (MARINE OPEN COVER) FOR COAL SEA TRANSPORTATION

### TENDER NO. TNBF 45/22

TNB Fuel Services Sdn. Bhd. ("TNBF") is a wholly owned subsidiary of Tenaga Nasional Berhad ("TNB") and is the Nominated Fuel Supplier for all coal-fired power plants in Peninsular Malaysia as per the Cabinet's decision in 1998.

The average of tonnage to be delivered for each delivery year for those power plants is projected to be at 36.4 million tonnes (MT) and these coals are delivered by using a panamax sized vessel and occasionally by capesize vessel.

Generally, the coal delivery is worth up to RM14.0 billion to be transported within a year from foreign countries to the power utilities in Peninsular of Malaysia owned by TNB and independent power producers (IPPs).

Looking at the huge number of tonnages of coal to be delivered to the power plants, it is important to have an insurance coverage for each shipment delivered in order to protect the shipments against inevitable losses that might occur during the sea voyage to the power plants.

This tender is to select the Tenderer to manage the Marine Insurance Program (hereinafter referred to as "Program") for the period of **1st January 2023 to 31st December 2023**, where the Tenderer will be appointed for twelve (12) months with further option of renewal for another twelve (12) months thereafter.

TNBF hereby invites tenderers to submit tender proposal for the "Marine Insurance Broking, Advisory and Management Services for twelve (12) months, with further option of renewal for another twelve (12) months thereafter at TNBF's option.

The eligibility of the tenderers to participate shall be as below:

- a) Registered with Bank Negara Malaysia
- b) Valid licensed by Bank Negara Malaysia
- c) No pending litigation involving TNB
- d) Experience in Marine Open Cover (MOC) for international shipments
- e) Professional Indemnity Insurance minimum RM2,000,000.00.

Additionally,

- Tenderers are required to provide a proposal on the servicing commitments (value added services) to TNBF over the coverage period.
- Tenderers must submit one lead insurance terms from one lead insurer (reputable and A-rated). Lead insurance terms must at least 50% capacity.
- The premium rate must be inserted in the premium rating table. The total premium rate should be the total fees related to the service rendered by the Tenderer and including any commission amount due by the TNBF to the broker.
- Tenderers are not allowed to amend the Policy Specification. The Policy must be signed and stamped by the Lead Insurer (all pages), without any amendment.
- In the exception form, Tenderers are allowed to amend the Policy Specification. Any deviation/improvement to the Policy Specification, shall not be considered as part of the evaluation.
- Tenderers are required to submit other relevant information on the following aspects:
  - Information on litigation
  - Value (RM) of Professional Indemnity Insurance coverage
  - Key Personnel to serve TNBF
  - Details of clients' accounts

Interested parties that are able to meet the above requirements are invited to purchase the Tender Documents at the system <https://tnbfebid.com> from **29 August 2022 to 6 September 2022 before 12.00 noon**. Any question may be directed to the contact person: Mr. Rashidi Mustakim at 013-373 9454 or Ms. Rasyidah Baharudin at 017-244 7244.

Payment for the Tender Document shall be made in Bank Transfer Order in favor of TNB Fuel Services Sdn. Bhd. during usual business hours as below:

**Name** : TNB Fuel Services Sdn. Bhd.  
**A/C No** : 5141 8735 2288  
**Swift Code** : MBBEMYKL  
**Bank Name** : Maybank  
Wisma IJM Ground Floor, Jalan Yong Shook Lin,  
46200 Petaling Jaya, Selangor, Malaysia

The Tender Document fee is **RM5,000.00**. Payments made are not refundable.

Tender briefing for this tender will be held on **7 September 2022**.

The duly completed and signed original Tender Document shall be submitted to our tender box at the office of **Managing Director, TNB Fuel Services Sdn. Bhd., Level 16, Menara TM, Jalan Pantai Baharu, 50672 Kuala Lumpur, Malaysia** in a sealed single envelope no later than **12.00 noon** on **19 September 2022** in accordance with the instructions in the Tender Document.

The submission of Tender Document will not be opened in public and TNBF is not obliged to inform any reasons for the rejection of the submission of Tender Document.

Thank you.

***“BETTER. BRIGHTER.”***