

HEADING

T33-03-26: THE APPOINTMENT OF A SERVICE PROVIDER TO PROVIDE REINSURANCE BROKERAGE SERVICES FOR A PERIOD OF 5 YEARS



24 March 2026 at 11h00

AGENDA

1. HOUSEKEEPING
2. TERMS OF REFERENCE
3. OBJECTIVES, CONDITIONS AND REQUIREMENTS OF THE TENDER PROCEDURES
4. Three (3) STAGE EVALUATION PROCESS
5. QUESTIONS



TERMS OF REFERENCE



LBLIC conducts long-term insurance business, while LBIC focuses on short-term (non-life) insurance operations within the agricultural sector. Through its insurance products, LBIC plays a critical role in promoting resilience within the agricultural economy by offering risk transfer solutions that protect farmers, agribusinesses, and value-chain participants against weather-related, biological, and operational risks.

LBI operates in a highly volatile crop insurance environment, significantly influenced by severe and unpredictable climatic risks such as droughts, floods, and hail events. Within this challenging context, reinsurance serves as a key risk mitigation and financial stability tool, enabling LBI to:

- Reduce earnings volatility,
- Protect the balance sheet from catastrophic events,
- Sustain long-term business operations, and
- Unlock capital relief and growth financing opportunities.

To strengthen its reinsurance framework and ensure effective risk transfer, LBI seeks the services of a qualified professional, and authorised Financial Services Provider (FSP) to deliver corporate Life and Non-Life reinsurance brokerage services. The required services include, but are not limited to, the following product lines:

- Crop Insurance,
- Index Insurance,
- Livestock Insurance,
- Agri-Asset Insurance, and
- Credit Life Insurance

The objective is to secure optimal reinsurance protection, broaden market access, obtain technical advisory support, and ensure alignment with LBI's strategic and regulatory requirements.

TERMS OF REFERENCE



The scope of work:

The current reinsurance broker's contract is expiring, and a new broker is required to continue supporting the LBI on its reinsurance needs. Previously, the LBI only appointed a reinsurance broker for its non-life insurance business. In this tender, we are looking for the reinsurance broker to also provide these services for the life insurance entity as well should it be required. This must be considered as an add-on should this be required for the LBLIC entity given that business scales are still in infancy. Thus, this should be quoted for separately and consumed as-and-when required, not as standard reinsurance broking since these services are dependent on adequate business volumes and continued viability of the LBLIC. The LBIC services for non-life insurance products are mandatory.

The appointed reinsurance broker is expected to provide comprehensive, value-adding services that go beyond placement, ensuring that LBI's reinsurance strategy, structure, and operations are robust, data-driven, and aligned with its overall risk management framework. The reinsurance broker is to serve as a strategic partner, providing advisory, technical, analytical, and training support to enhance LBI's capability to effectively manage its reinsurance programme.

The services are required for a period of five (5) years, aligning with LBI's long-term strategic planning period.

1. Risk assessment and placement
2. Provide support on actuarial analytics and insights
3. Access to international markets
4. Claims handling capabilities
5. Technical reinsurance accounting capabilities
6. Relationship management and technical support
7. Servicing, administration, and capacity building

OBJECTIVES, CONDITIONS AND REQUIREMENTS OF THE TENDER PROCEDURES

- All participating bidders must indicate their company name and company representative in Teams chat with contact details (email & number)
- Bidders are reminded that Telephone requests for clarification will not be accepted. Any clarification a bidder requires regarding the meaning and interpretation of the Terms of Reference or any aspect concerning the bid must be requested in writing via email from SCM (tenders@landbank.co.za).
- Written questions of clarification must be sent on or before:
 - **26 March 2026 by 16H00**
- A reply to all questions and answers is intended to be sent by email to all prospective bidders as follows:
 - **27 March 2026**



OBJECTIVES, CONDITIONS AND REQUIREMENTS OF THE TENDER PROCEDURES

- One original submission, and one softcopy /electronic version of the original in a USB
- Bids should be submitted in a sealed envelope marked with:
 - **Bid Number:** (T33-03-26)
 - **Bid Description:** **The appointment of a service provider to provide reinsurance brokerage services for a period of 5 years**
 - Bids must be submitted on or before **11am on 9 April 2026**
- **Bids which are submitted after the closing date and time will not be accepted.**
- The bidder's representatives are encouraged to share the information with the person compiling the bid document to ensure that the tender requirements are understood.



Three (3) STAGE EVALUATION PROCESSES



Mandatory criteria (stage one)

- During the mandatory assessment, failure to provide any mandatory information as requested in clause 2.1 on page 13 will result in the proposal being deemed non-responsive.

NO	DESCRIPTION
1	Please provide proof of a valid Financial Services Provider (FSP) license issued by the Financial Sector Conduct Authority (FSCA), confirming that your company is authorized to render reinsurance brokering services in accordance with the Financial Advisory and Intermediary Services (FAIS) Act.
2	Proof of Professional Indemnity Cover of at least R10 000 000.00 or a signed letter of undertaking confirming that, if awarded the contract, the bidder will provide proof of professional indemnity insurance with a minimum cover of R10,000,000 within five (5) working days of accepting the letter of appointment.
3	Three years Audited financial statements
4	A completed and signed pricing schedule using the template provided.
5	CIPC documents with ID copies of directors or owners of the company. Where any shareholders or beneficiaries are registered trusts, please also provide, the Trust Deed, Letter of Authority and certified ID copies of all trustees and beneficiaries.
6	Company structure and Share certificate with ownership details. If shareholders or beneficiaries are registered trusts, please also provide, the Trust Deed, Letter of Authority and certified ID copies of all trustees and beneficiaries.

Three (3) STAGE EVALUATION PROCESSES



Technical Evaluation (Stage two)

The bidder is expected to obtain the minimum technical threshold of sixty (60) points out of a possible hundred (100).

- **The bidder must have at least three (3) years' experience in Agricultural Insurance, demonstrating a proven record of accomplishment.** (20 points).
 - Award or Appointment letter, Purchase order, reference letters, or service level agreements with contract start and end date will be considered in this criterion
 - **NB:** The age of the letter must be within 10 years from the tender closing date
- **The bidder must have at least three (3) years' experience in Credit Life Insurance, demonstrating a proven record of accomplishment.** (5 points).
 - Award or Appointment letter, Purchase order, reference letters, or service level agreements with contract start and end date will be considered in this criterion. **NB:** The age of the letter must be within 10 years from the tender closing date
- **The Bidder must provide a minimum of four (4) signed and dated testimonial letters from existing and/or previous clients, specifically reference at least one the following products: Crop Insurance, Index Insurance, Livestock Insurance, Agri-Asset Insurance, and/or Credit Life Insurance.**
- **At least two reference letters must confirm that the business has been placed with A-rated reinsurers, or reinsurers of an equivalent rating recognized within the South African jurisdiction, such credit rating will be verified using S&P or Moody's credit rating agency tool** (20 points)
 - Signed positive testimonial letters on the client's letterhead with contact details and with a confirmation of A-rating reinsurers. **NB:** The age of the letter must be within 5 years from the tender closing date
- **Proposed team experience & qualifications with organogram & team Structure (10 points)**
 - Detailed CVs/profiles of all the proposed team members demonstrating the required experience with organogram & team Structure.
- **Methodology and Approach** (25 points)
- **The Bidder is required to demonstrate Claims Recoveries and Reinsurance Accounting Capability** (20 points)

Stage 3 - Price and specific goals

- The 80/20 preference point system will be applicable in this tender.
- Bidders must comply with the price instructions on page 17

QUESTIONS/CLARITY/ COMMENTS





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THANK YOU!

Follow Us:



- 272 Lenchen Avenue,
- Lakefield Office Park, Building A
- First Floor, Die Hoewes, Centurion