



## AIESL reply to queries raised during Pre-bid Meeting held on 22<sup>nd</sup> March 2024

1. Complete underwriting information in the attached questionnaire (any one of the attached insured can complete and submit): The data requested in the questionnaire and that can be provided by AIESL has already been provided in the Tender document. Bidders are requested to quote as per the data available in the Tender Document.
2. Confirm no known or reported losses last five years. If there are losses, they should provide date of loss, description of loss, settlement amount / Reserve amount, claim status (open / close): Claims details for the past 5 years can be provided on receipt of email requesting the same on email id ([paresh.khamitkar@aiesl.in](mailto:paresh.khamitkar@aiesl.in) or [mro.insurance@aiesl.in](mailto:mro.insurance@aiesl.in)) mentioned in the tender document. It is pertinent to note that AIESL started having its own Aviation Insurance policy only from the year 2022-23. Prior to year 2022-23, AIESL was covered under the umbrella insurance policy of Air India Ltd.
3. Obtain estimated spares inventory value per location since the Insured is requesting this to be covered as add on.: AIESL procures only Consumables and Expendables mainly at its major bases in Delhi and Mumbai which are not cost intensive.
4. Distance between Hangars where multiple hangars are located, if possible, arrange drawings and information about hydrant installation.: AIESL has hangars in various locations in India. The details of the same is provided as Annexure G in the tender document.
5. Maximum accumulation of aircrafts at one location at a time. (inside the hangar and outside the hangar): AIESL hangar capacity is already provided as Annexure G in the Tender document.
6. Details of spares exposure i.e. maximum and average spares values, any one location.: AIESL procures only standard Consumables and Expendables, the values of which are dynamic in nature and varies year to year basis.
7. Last 2 years policy copy with premium details: Only redacted policies can be provided and the same will be provided on receipt of email requesting the same on email id ([paresh.khamitkar@aiesl.in](mailto:paresh.khamitkar@aiesl.in) or [mro.insurance@aiesl.in](mailto:mro.insurance@aiesl.in)) mentioned in the tender document. However, premium details cannot be provided.
8. Services offered are reflected under page 4 to 5 of the tender (A to F). As per Annexure G – the total revenue is INR 1800 crores, if the same be broken down into A to F (as per Page 4 to 5 of the tender): AIESL estimates that for FY 2024-25, 30% of its revenue would be from Line Maintenance activities and 70% from Base Maintenance activities.



9. Last 12 months turnover breakup: Historically, AIESL generates 30% of its revenue from Line Maintenance activities and 70% from Base Maintenance activities.
10. Future plan of expansion in next 12 months. AIESL does not have any expansion planned in FY 2024-25.
11. AIESL Customer include diverse entities, does it involve contracts with Russian Customers/Contractors: AIESL does not have any contract with Russian Customers/Contractors.
12. Loss Information triangulations i.e. if the AIESL can show how the losses in the last 10 years have developed, this is provided by most MRO's to show progression (life cycle) of a given loss. If Triangulations cannot be obtained, please can AIESL share the claims last 10 years, with corresponding premiums paid: AIESL cannot provide Loss Information triangulations data for past 10 years as AIESL started having its own Aviation Insurance policy only from the year 2022-23. Prior to year 2022-23, AIESL was covered under the umbrella insurance policy of Air India Ltd. Claims details for the past 5 years can be provided on receipt of email requesting the same on email id ([paresh.khamitkar@aiesl.in](mailto:paresh.khamitkar@aiesl.in) or [mro.insurance@aiesl.in](mailto:mro.insurance@aiesl.in) )mentioned in the tender document. However, Premium details cannot be provided.
13. Present status of all the ongoing claims with settled amount and/or outstanding reserve.: Claims details for the past 5 years can be provided on receipt of email requesting the same on email id ([paresh.khamitkar@aiesl.in](mailto:paresh.khamitkar@aiesl.in) or [mro.insurance@aiesl.in](mailto:mro.insurance@aiesl.in) )mentioned in the tender document.
14. Further also note in the tender there's no mention of the spares war coverage which is currently purchased. So please clarify if this coverage is required for renewal. (last year tender Spares War coverage was not requested).: Spares war coverage is not required.
15. On page 38 of 39 we have observed that Location - Mumbai (NEC) is not included ( it was there in last year's tender information ). Please clarify : AIESL has surrendered the Mumbai (NEC) facility and is no longer operating from there.

Kindly Note:



1. As per point 6 of Annexure B in the tender document, “*AIESL’s risks needs to be insured with the Underwriters who enjoy a minimum of ‘A’ rating by a renowned Credit Rating Agency for the last 3 years and a further confirmation that signed slips will be submitted along with financial bid clearly indicating terms and conditions.*”. In view of the same, any assistance (e.g. web-meeting, presentations, roadshows etc) required by the bidders from AIESL to showcase AIESL’s capabilities and marketing of AIESL Insurance Policies in the Re-insurance market may be communicated by email to [paresh.khamitkar@aiesl.in](mailto:paresh.khamitkar@aiesl.in) or [mro.insurance@aiesl.in](mailto:mro.insurance@aiesl.in) latest by 5<sup>th</sup> April 2024. AIESL would endeavour to provide all necessary assistance to the bidders.
2. The last date for submission of bid is extended to 15<sup>th</sup> April 2024. The bid close date is 15<sup>th</sup> April 2024 at 14:00. The date for opening of the Technical bid is 15<sup>th</sup> April 2024 at 14:30.