

APPENDIX No.6: MOTOR / WIBA / GPA MINIMUM RATES FOR TREATY CESSION

Minimum Rates:

1. MOTOR PRIVATE COMPREHENSIVE COVER

| Vehicle Insured Value - KES | Basic Rate | Minimum Premium - KES |
|--|------------------------------------|-------------------------------------|
| Up to 1,000,000 | 6.0% | 37,500 |
| > 1,000,000 - 1,500,000 | 5.0% | 60,000 (Max premium for lower band) |
| > 1,500,000 - 2,999,999 | 4.0% | 75,000 |
| PVT & Excess | 0.25 % each | 3000 |
| Additional Benefits | | |
| Loss of Use | 10 days | 3,000 |
| Windscreen and radio cassette free up to 30,000 | 10% | |
| Vehicle Insured Value above 3M | | |
| > 3,000,000 Upwards | 3.25% all inclusive & mandatory PA | 50,000 |
| Personal Accident – 500,000 | | 1,773 |
| Additional Benefits | | |
| Loss of Use – 100,000 | 10 days | 8,000 |
| Windscreen and radio cassette free up to 100,000 | 10% | |

Minimum for TPO for vehicles <3M KES 12,000.00 Vehicles >3M KES 7,500

2. FLEET-MOTOR PRIVATE COMPREHENSIVE COVER

Definition of Fleet:

- (i) Corporate - 5 (five) or more vehicles registered under one corporation
- (ii) Individual - 3(three) or more vehicles registered under one name / person

Comprehensive Cover Minimum Rate 4%

TPO-KES. 10,000.00 per vehicle

No premium discount on the above basic minimum rates.

3. MOTOR COMMERCIAL COMPREHENSIVE

a) INDIVIDUAL UNIT

| Usage of Vehicle | Premium Rate | Minimum Prem. |
|--|--------------------------------------|---------------|
| General Cartage (up to 3 tons) | 7.0% | KES 50,000 |
| General Cartage (between 3 to 8 tons) | 7.0% | KES 75,000 |
| General Cartage (above 8 tons) | 7.0% | KES 100,000 |
| Own Goods | 5.0% | KES 50,000 |
| Fuel Tankers (referral basis) | | |
| General cartage and Own Goods above 3M | 4.5% inclusive of PVT & Excess | 100,000 |

b) FLEETS

- Corporate - 5 (five) or more vehicles registered under one corporation
- Individual - 3(three) or more vehicles registered under one name / person

| Usage of Vehicle | Premium Rate |
|-------------------------------|--------------|
| General Cartage | 6.75% |
| Own Goods | 4.75% |
| Fuel Tankers (referral basis) | |

For fleet if the loss ratio is above 50%, premium should be charged as follows:

| Loss Ratio (3yrs) | Comprehensive Basic Rate |
|-------------------|-----------------------------|
| Up to 50% | Charge basic rate as above |
| 51% - 60% | Load basic premium by 5.0% |
| 61% - 70% | Load basic premium by 7.5% |
| 71% - 80% | Load basic premium by 10.0% |
| 81% - 90% | Load basic premium by 12.5% |
| Above 91% | Load basic premium by 15.0% |

NB:

- ✓ PVT Extension Guidance given on PVT Treaty.
- ✓ **No premium discount on the above minimum rates.**
- ✓ The current rates do not support binder scheme. Vehicles need to be priced as per guidelines.

3. MOTOR COMMERCIAL THIRD PARTY ONLY (TPO)

| OWN GOODS (TPO) PREMIUM | Single unit | Fleet |
|-------------------------|-------------|------------|
| Up to 3 tons | KES 12,000 | KES 10,000 |
| 3 tons - 8 tons | KES 15,000 | KES 12,500 |
| Over 8 tons | KES 20,000 | KES 18,000 |

| GENERAL CARTAGE (TPO) PREMIUM | Single unit | Fleet |
|--------------------------------------|--------------------|--------------|
| Up to 8 tons | KES 20,000 | KES 15,000 |
| 8 - 20 tons | KES 25,000 | KES 20,000 |
| 20 - 30 tons | KES 30,000 | KES 25,000 |
| Prime Mover | KES 25,000 | KES 20,000 |

The above rates do not support binder schemes. Vehicles need to be priced as per above guidelines.

NOTE:

- Motor XOL claims for motor vehicle which premium rates are below the above recommended minimum premium rates should not be admissible to the reinsurers.
- **All vehicles must be 15yrs old and below.**