

La Compagnie du TransGuinéen (CTG)  
Level 2-3  
Société Immobilière Suire, Camayenne - Dixinn  
Conakry, Guinée

**Call for Expressions of Interest (EOI)**  
**Joint proposal for brokerage and insurance coverage services for CTG**  
**E0026**

Date: November 24, 2025

To: Interested brokers and insurance companies

**Object:** Invitation to interested suppliers to submit a joint expression of interest for brokerage and insurance coverage services for CTG

La Compagnie du TransGuinéen S.A. (CTG) invites qualified and experienced insurance brokers and insurance companies to submit **a joint expression of interest** for the design, implementation and provision of comprehensive insurance coverage tailored to its needs. This call for expressions of interest aims to identify partners with the technical skills, operational experience, and resources to provide the required services in accordance with international best practices in insurance as well as national regulations in force in Guinea.

## **1. CTG Overview**

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CTG is a joint venture between the Government of the Republic of Guinea, SimFer Infraco LTD (SimFer) and the Winning Consortium Simandou Infrastructure PTE. LTD (WCS)

It is responsible for operating, at the end of their construction, two strategic infrastructures of the Simandou project: the TransGuinean railway and the port of Morebaya.

The CTG aims to facilitate the development, operation and maintenance of infrastructure, including rail, port and maritime infrastructure necessary for the export of iron ore from the SimFer and WCS mines.

The joint venture aims to foster the prosperity of local communities along the value chain by creating a world-class Guinean service company based on the following:

- A Guinean-owned and operated company providing sustainable services
- A leading logistics operator that meets international standards
- A transparent organization that inspires trust and collaboration in communities
- A contribution to Guinea's economic development through the creation of local jobs and support for local businesses.

## **2. Contract and scope of services**

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The main objective of the service that is the subject of this call for expressions of interest is, on the one hand, to offer specialized consultancy services in risk assessment and management, structuring of policies as well as claims management and, on the other hand, to provide comprehensive and competitive insurance coverage for i) property damage, ii) against operating losses and iii) civil liability for all of the CTG's rail and port infrastructure and associated operations.,.

In this context, specific service objectives include, but are not limited to, the following:

### 1. Insurance Broker

The selected broker will be responsible for the following missions:

- **Risk management analysis and consulting:** comprehensive risk analysis of CTG's assets (operations, environment, cybersecurity, political risks, natural disasters, etc.) and recommendations on risk reduction and loss prevention.
- **Design of the insurance program:** development of an insurance program in accordance with international standards, definition of policy structures (limits, deductibles, etc.) and benchmarking with comparable major infrastructure projects.
- **Placement and negotiation:** negotiation of terms and rates on behalf of CTG, structuring of insurance programs according to the local and international market to ensure optimal risk placement and pricing. The broker must ensure that all major placements requiring significant reinsurance capacity are supported by international reinsurers holding a minimum A- from the AM Best agency (or an equivalent agency).
- **Claims management:** assistance with notification, monitoring and negotiation of claims, cost optimization while ensuring adequate protection against risks.
- **Ongoing Operational Support:** Provide ongoing advisory services for CTG renewals, policy adjustments, contractual insurance reviews, and asset evolution.

### 2. Insurance Company

The selected insurance company will be responsible for the following:

- **Underwriting and provision of coverage:** underwriting of insurance policies (property damage, general liability, political risks, commercial crime risks, cybersecurity, etc.).
- **Reinsurance and market capacity:** Establishment of appropriate reinsurance, ensuring financial capacity to meet obligations in the event of a claim. The Insurance Company must secure robust international reinsurance support to cover the scale of the Simandou project risks. The Insurer must demonstrate that its Reinsurance Partners meet the A- from the AM Best agency (or an equivalent agency).
- **Policy issuance:** issuance of policies, endorsements and certificates of insurance in coordination with the broker.
- **Claims Management:** Ensure streamlined, transparent and efficient claims execution, provide risk management resources and loss prevention programs.
- **Regulatory compliance:** continuous maintenance of compliance with the legal, tax and prudential obligations applicable in Guinea.

### 3. Requirements for Interested Suppliers

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Bidders must meet the following criteria:

- The selected Insurance Company (Insurer), or its primary Reinsurance Partner (Reinsurer) supporting the coverage, have obtained a minimum financial rating of A- from the AM Best agency (or an equivalent agency). Bidders must clearly identify the entity (Direct Insurer or Reinsurer) that meets this rating requirement. For the Broker, this financial rating requirement is not applicable; the Broker must instead demonstrate a robust professional capability and international network.
- Proven track record with similar large-scale infrastructure or mining-related projects.
- A valid professional accreditation and regulatory agreement.
- Financial stability and a proven capacity for reinsurance placement and security.
- Demonstrated commitment to local jobs and capacity building.
- Relevant and verifiable references

#### 4. Eligibility criteria and required documents

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**We require a joint proposal from the broker and the insurance company to ensure an integrated and consistent approach.** The joint proposal must include:

##### 4.1 Broker-Specific Documents

**Compliance and certifications:** valid licenses, approvals, and proof of regulatory compliance.

**Company Profile:** A detailed joint profile of the company including ownership structure, key personnel and their contact information, history, and years of experience on similar projects.

**Relevant references:** evidence of relevant experience on similar projects, including list of previous or current clients, duration and scope of service provided, contact details for client references.

**Methodology for designing the insurance program, including proposed timeline and resource allocation.**

**Claims management process.**

**Legal and financial documents:**

- Copy of the Trade and Real Estate Credit Register (RCCM) or equivalent documents.
- Copy of Tax Identification Number (TIN), including up-to-date tax and social security authorizations or equivalent tax compliance documents.
- Audited Financial Statements for the last three (03) financial years (2022, 2023 and 2024)

**Local content and capacity building:** local employment strategy, training and skills transfer.

##### 4.2 Insurer-Specific Documents

**Compliance and certifications:** valid licenses, approvals, and proof of regulatory compliance.

**Company Profile:** A detailed joint profile of the company including ownership structure, key personnel and their contact information, history, and years of experience on similar projects.

**Relevant references:** evidence of relevant experience on similar projects, including list of previous or current clients, duration and scope of service provided, contact details for client references.

**Financial rating and underwriting capacity.**

**Reinsurance Programs:** Provide a list of products, limits and levels of coverage. A detailed reinsurance placement structure demonstrates strong international backing for the entire risk exposure, including confirmation that local placement is supported by international reinsurance to the maximum legal extent.

**Policy and claims management approach:** claims management strategy, tools, renewals, and customer support. Must detail how claims execution aligns with contractual liability structures and the requirement that insurance proceeds are directed towards repair and reinstatement.

**Legal and financial documents**

- Copy of the Trade and Real Estate Credit Register (RCCM)
- Copy of Tax Identification Number (TIN), including up-to-date tax and social security authorizations
- Audited Financial Statements for the last three (03) financial years (2022, 2023 and 2024)

**Local content and capacity building:** local employment strategy, training and skills transfer.

#### 4.2 Joint documents (broker + insurer)

**A model of collaboration** between the broker and the insurance company.

**The Roles and Responsibilities Matrix.**

**The communication protocol.**

**The value proposition and additional services.**

#### 5. Submission and pre-selection procedures

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Expressions of interest should be sent electronically to [supplierconnect@ctg.gn](mailto:supplierconnect@ctg.gn) no later than **17:00 GMT on 24 December 2025**.

**All submissions and request emails must have “E0026” and the words “Brokerage and Insurance Coverage services” in the subject line.**

All submissions will be reviewed and evaluated based on the criteria listed above. Following evaluation, shortlisted suppliers will be invited to participate in a restricted tendering process, with notification expected no later than **28 February 2026**.

#### 6. Conflicts of interest

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Bidders must declare in their proposal any existing or potential conflict of interest that may arise in relation to the Simandou Project between the Supplier and CTG, or between CTG and any subcontractor (including consultants) proposed by the Supplier.

#### 7. Privacy and Disclaimers

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All information submitted in the context of this call will be treated confidentially and will only be used for the purpose of assessing the eligibility of suppliers.

This call for expressions of interest is not a call for tender's document. Its publication does not represent any commitment on the part of CTG to proceed with a call for tenders or to award any contract. CTG reserves the right to accept or decline any expression of interest or cancel the process at any time without incurring any liability.

We look forward to receiving your expression of interest and exploring opportunities for collaboration.

Kind regards

The manager,

#### **LOCAL PROCUREMENT** **La Compagnie du TransGuinéen (CTG)**

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