

EXPRESSION OF INTEREST (EOI)

DESIGN, FINANCE, CONSTRUCTION, AND OPERATION OF MIXED-USE FACILITIES

EOI/KDC/2024-2025

Date of Submission: 16th May 2025

Time: 10.00 am (EAT)

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**KENYA
DEVELOPMENT
CORPORATION**

Expression of Interest for the Design, Finance, Construction, and Operation of a mixed used facility on LR. 209/9733, Nairobi

MAY 2025

1.0 Background

Kenya Development Corporation (KDC) was established by the Government of Kenya in 2020 to promote its development agenda as spelt out in Vision 2030, big 4 agenda and other Government pronouncements.

KDC's mandate is to promote sustainable economic development by providing development finance, infrastructure finance, business support and advisory services to medium and large-scale industries, infrastructure projects and commercial undertakings in target sectors in Kenya and elsewhere.

In pursuit of its mandate, KDC invites expression of interest from strategic investors who are interested in designing, constructing, financing and operating a mixed used facility on LR. 209/9733 situated along the Watalii Street within Nairobi CBD. This property is currently undeveloped and interested strategic investors are encouraged to undertake their own due diligence and propose a viable project(s) to be implemented through joint venture.

Nairobi is the capital and largest city in Kenya and is home of the Kenyan Parliament. The city hosts thousands of Kenyan businesses and over 100 major international companies and organizations, including the United Nations Environment Programme (UN Environment) and the United Nations Office at Nairobi (UNON). Nairobi is an established hub for business and culture. The Nairobi Securities Exchange (NSE) is one of the largest in Africa and the second-oldest exchange on the continent. It is Africa's fourth-largest exchange in terms of trading volume, capable of making 10 million trades a day. Nairobi is also home to the Nairobi National Park with a large game reserve.

2.0 The Project Sponsor

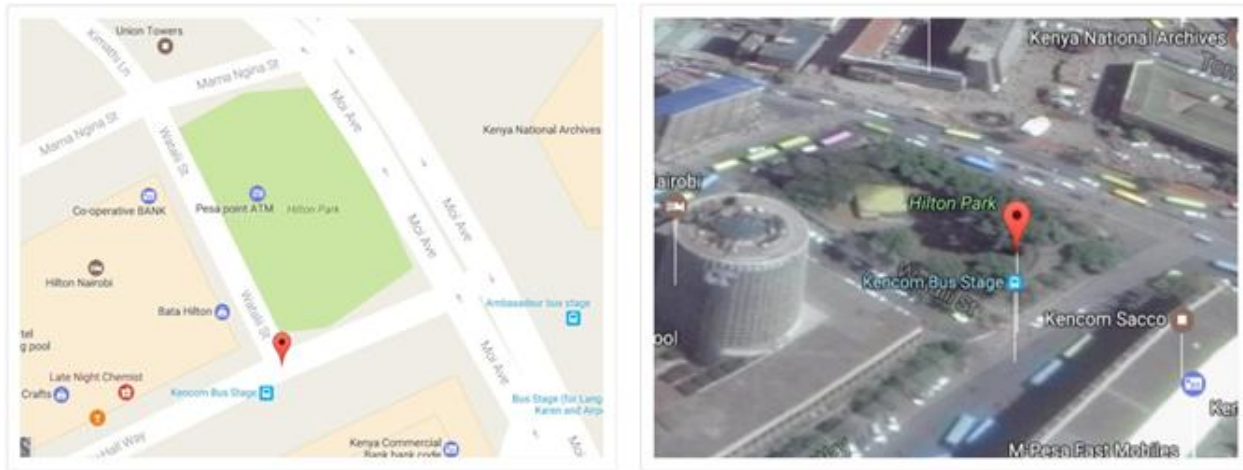
KDC is the sole lessee of plot no. LR No. 209/9733, land that is planned to be developed through a Joint Venture.

3.0 Project Site

The land earmarked for development measures 0.1603 hectares referred to as LR. 209/9733 and is located along the Watalii Street in Nairobi CBD. The tenure of the leasehold is 99 years from 1st August 1981. The Google earth location coordinates for the property is - 1.285121,36.825000.

This is a rectangular shaped parcel of land with mains water, electricity and sewerage services connected to the subject property. All the access roads are tar-surfaced. This is a prime commercial

property within a neighborhood characterized by major financial institutions, offices and the Hilton Hotel.



4.0 Project Component (Brief)

The Corporation is desirous of partnering in developing a mixed use facility on the property that will generate impactful socio economic development. The Corporation is therefore looking for a Strategic Partner/Investor who is interested in developing the property through a joint venture. The Corporation's contribution in this case shall be the land only with vacant possession. All other activities thereon until completion will be the responsibility of the Strategic Partner/Investor.

Interested strategic investors are required have undertaken feasibility studies of projects of their choice (excluding primary agriculture) to establish business viability before expressing interest. A Strategic Investor that will submit an expression of interest that is acceptable to KDC will further be required to carry out detailed design, sourcing for finance, construct, operate and transfer the project at the end of an agreed period (Build Operate and Transfer – BOT). The Corporation shall provide the land for development and shall not be involved in developing the property but will only be involved in overseeing the project progression as a joint beneficiary of the final returns.

A Joint Venture model with the Strategic Partner will be applied to undertake the development. The Corporation will adopt an arrangement where the Strategic Partner shall at their own cost, provide:-

- i. Detailed feasibility study report on proposed project that includes the following:-
 - a) Market survey with clearly identified business opportunity(ies), demand analysis, competition and marketing strategy for the proposed business
 - b) Investment cost estimates based on the preliminary design drawings/layouts
 - c) Financing strategy and plan
 - d) Implementation schedule
 - e) Governance structure that is suitable for the proposed mixed use facility. This should include profiles of shareholders, directors and key managers.

- f) Risk analysis with mitigations
- g) Financial viability
- h) Environmental impact analysis
- i) Analysis of socio-economic development
- ii. Preliminary design drawings/layouts
- iii. Proposals on Lease fee sharing under the Joint Venture

5.0 Terms of Engagement

The terms of engagement shall be subject but not limited to;

- i. Establishing viability of the project
- ii. Implementation of the project through a Joint Venture
- iii. Strategic Investor being responsible for designing, financing, building, operating and transfer on agreed dates
- iv. Strategic Partner having capacity to fund raise or finance the proposed project
- v. Acceptable lease fee sharing proposal.
- vi. Review of partnership terms after every 5 years
- vii. Role of Strategic Partner and Transfer terms being agreed at the time of signing Joint Venture Agreement

6.0 Submission of expression of interest

Interested Strategic Investors are requested to submit expression of interest that are written in English language and clearly marked as stated in the particular document **showing the site reference and title.**

The Expression of Interest shall be sealed in a plain envelope, clearly marked **“Expression of Interest (EOI)- for the Design, Finance, Construction, and Operation of a mixed-use facility on LR. 209/7933, Nairobi;”** and addressed to: -

The Director General
Kenya Development Corporation Limited (KDC)
17th Floor, Uchumi House, Aga Khan Walk
P.O. Box 12665-00100, Nairobi
supplychain@kdc.go.ke

The Expression of Interest shall be deposited in the Tender box located at the Reception area on 17th Floor, Uchumi House Aga Khan Walk, Nairobi, or sent via e-mail to supplychain@kdc.go.ke so as to be received **on or before 10.00 a.m. on Thursday 16th May 2025.** The EOI documents will be opened immediately thereafter at the Reception on 17th Floor in the presence of the Candidates or their representatives who wish to witness.

Requests for Proposals (RFP) will be issued to the Candidates thereafter.

Expression of Interest for the Design, Finance, Construction, and Operation of L.R. No. Embu/ Municipality/ 1494, Embu

MAY 2025

1.0 Background

Kenya Development Corporation (KDC) was established by the Government of Kenya in 2020 to promote its development agenda as spelt out in Vision 2030, big 4 agenda and other Government pronouncements.

KDC's mandate is to promote sustainable economic development by providing development finance, infrastructure finance, business support and advisory services to medium and large-scale industries, infrastructure projects and commercial undertakings in target sectors in Kenya and elsewhere.

In pursuit of its mandate, KDC invites expression of interest from strategic investors who are interested in designing, constructing, financing and operating high rise residential apartments on LR. No. Embu/ Municipality/ 1494 Embu town. This property is currently undeveloped and interested strategic investors are encouraged to undertake their own due diligence and propose a viable project(s) to be implemented through joint venture.

Embu is a municipality located approximately 125 kilometres (78 miles) northeast of the capital city Nairobi, towards Mount Kenya. It served as the provincial capital of the former Eastern Province and currently serves as the headquarters of the Eastern Region in Kenya. It is also the county headquarters of Embu County. Located on the south-eastern foothills of Mount Kenya, the Municipality of Embu had a population of 64,979 in 2019 census. It is the commercial hub of the Central Eastern part of Kenya and provides an avenue for trade, tourism and highway transit between the national capital and the Northern Frontier. The surrounding areas' economic activities include tea farming, coffee farming and dairy farming.

2.0 The Project Sponsor

KDC is the sole lessee of plot no. LR No. Embu/ Municipality/ 1494, land that is planned to be developed through a Joint Venture.

3.0 Project Site

The site earmarked for development measures approximately 0.1704 hectares and is located behind Our lady of Assumption Catholic Church just before African Inland Church (AIC) along the road to St. Michael Primary School within Embu town. The tenure of the leasehold is 99 years effective from June 1st, 1996. The Google earth location coordinates for the property is -0.5264502,37.4528100.

The plot is rectangular in shape, well drained and composed of red soils. All main utilities are available in the neighborhood and can be connected to the property. The main access road is murram surfaced.

4.0 Project Component (Brief)

The Corporation is desirous of partnering in developing high rise residential apartments on the property that will generate impactful socio economic development. The Corporation is therefore looking for a Strategic Partner/Investor who is interested in developing the property through a joint venture but proposals with primary agriculture as the core business will not be accepted. The Corporation's contribution in this case shall be the land only with vacant possession. All other activities thereon until completion will be the responsibility of the Strategic Partner/Investor.

Interested strategic investors are required have undertaken feasibility studies of projects of their choice (excluding primary agriculture) to establish business viability before expressing interest. A Strategic Investor that will submit an expression of interest that is acceptable to KDC will further be required to carry out detailed design, sourcing for finance, construction, operation and transfer the project at the end of an agreed period (Build Operate and Transfer – BOT). The Corporation shall provide the land for development and shall not be involved in developing the property but will only be involved in overseeing the project progression as a joint beneficiary of the final returns.

A Joint Venture model with the Strategic Partner will be applied to undertake the development. The Corporation will adopt an arrangement where the Strategic Partner shall at their own cost, provide:-

- i. Detailed feasibility study report on proposed project that includes the following:-
 - a) Market survey with clearly identified business opportunity(ies), demand analysis, competition and marketing strategy for the proposed business
 - b) Investment cost estimates based on the preliminary design drawings/layouts
 - c) Financing strategy and plan
 - d) Implementation schedule
 - e) Governance structure that is suitable for the proposed project. This should include profiles of shareholders, directors and key managers
 - f) Risk analysis with mitigations
 - g) Financial viability
 - h) Environmental impact analysis
 - i) Analysis of socio economic development
- ii. Preliminary design drawings/layouts
- iii. Proposals on Lease fee sharing under the Joint Venture

7.0 Terms of Engagement

The terms of engagement shall be subject but not limited to;

- i. Establishing viability of the project
- ii. Implementation of the project through a Joint Venture
- iii. Strategic Investor being responsible for designing, financing, building, operating and transfer on agreed dates
- iv. Strategic Partner having capacity to fund raise or finance the proposed project
- v. Acceptable lease fee sharing proposal.
- vi. Review of partnership terms after every 5 years
- vii. Role of Strategic Partner and Transfer terms being agreed at the time of signing Joint Venture Agreement

8.0 Submission of expression of interest

Interested Strategic Investors are requested to submit expression of interest that are written in English language and clearly marked as stated in the particular document **showing the site reference and title.**

The Expression of Interest shall be sealed in a plain envelope, clearly marked **“Expression of Interest (EOI)- for the Design, Finance, Construction, and Operation of a mixed-use facility on L.R. No. Embu/ Municipality/ 1494, Embu”** and addressed to: -

**The Director General
Kenya Development Corporation Limited (KDC)
17th Floor, Uchumi House, Aga Khan Walk
P.O. Box 12665-00100, Nairobi
supplychain@kdc.go.ke**

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Requests for Proposals (RFP) will be issued to the Candidates thereafter.

Expression of Interest for proposal to Design, Finance, Construct and Operate a mixed use hospitality project on LR. NO. MOMBASA BLOCK XXV/169

MAY 2025

1.0 Background

Kenya Development Corporation (KDC) was established by the Government of Kenya in 2020 to promote its development agenda as spelt out in Vision 2030, big 4 agenda and other Government pronouncements.

KDC's mandate is to promote sustainable economic development by providing development finance, infrastructure finance, business support and advisory services to medium and large-scale industries, infrastructure projects and commercial undertakings in target sectors in Kenya and elsewhere.

In pursuit of its mandate, KDC invites expression of interest from strategic investors who are interested in Design, Finance, Construction and Operation of a mixed use hospitality project on one of its properties plot LR. NO. MOMBASA BLOCK XXV/169. The plot measures approximately 1.9247 Hectares acres and has temporary developments including a car park. Interested strategic investors are encouraged to undertake their own due diligence on the proposed project to be implemented through joint venture.

The plot is located in a prime area in Mombasa's central business district. Kenya's Coast is one of the country's major tourist destinations and hosts the largest number of hotel establishments in Kenya. The region offers a combination of historical sites, trading ports, superb beaches, and diverse bio-diversity with some of the rarest species of aquamarine life, birds, insects and plants.

Mombasa City is the Headquarters for Mombasa County and has a population of around 1 million people. The City has the largest port in East Africa, and is the gateway to the landlocked countries of Uganda, Rwanda, South Sudan, DRC Congo and Burundi. Mombasa also hosts an international airport making it convenient for hospitality businesses to thrive.

2.0 The Project Sponsor

KDC is the sole lessee of the Mombasa island plot, LR. NO. MOMBASA BLOCK XXV/169 that is planned to be developed through a joint venture.

3.0 The Site for the proposed Development

The plot, LR. NO. MOMBASA BLOCK XXV/169, which is earmarked for development measures approximately 1.9247 hectares with a leasehold term of 99 years effective from 1st January 1990. It is located behind the Social Security House off Nkrumah road, between Kaunda and Nyerere Avenues. The Google earth location coordinates for the property is -4.064979,39.672425.

4.0 Project Component (Brief)

The Corporation is desirous of partnering in developing the proposed mixed use hospitality project on the property. KDC is therefore looking for a Strategic Partner/Investor who is interested in developing the property through joint venture. The Corporation's contribution in this case shall be the land only with vacant possession. All other activities thereon until completion will be the responsibility of the Strategic Partner/Investor.

Interested strategic investors are required have undertaken a feasibility study of on the proposed project to establish business viability before expressing interest. A Strategic Investor that will submit an expression of interest that is acceptable to KDC will further be required to carry out detailed design, sourcing for finance, construction, operation and transfer the project at the end of an agreed period (Build Operate and Transfer – BOT). The Corporation shall only be involved in overseeing the project progression as a joint beneficiary of the final returns.

A Joint Venture model with the Strategic Partner will be applied to undertake the development. The Corporation will adopt an arrangement where the Strategic Partner shall at their own cost, provide: -

- i. Detailed feasibility study report on proposed project that includes the following: -
 - a) Market survey with clearly identified business opportunity(ies), demand analysis, competition and marketing strategy for the proposed business
 - b) Investment cost estimates based on the preliminary design drawings/layouts
 - c) Financing strategy and plan
 - d) Implementation schedule
 - e) Governance structure that is suitable for the proposed project. This should include profiles of shareholders, directors and key managers
 - f) Risk analysis with mitigation plans
 - g) Financial viability
 - h) Environmental impact analysis
 - i) Analysis of socio-economic development
- ii. Preliminary design drawings/layouts
- iii. Proposals on Lease fee sharing under the Joint Venture

5.0 Terms of Engagement

The terms of engagement shall be subject but not limited to;

- i. Establishing viability of the project
- ii. Implementation of the project through a Joint Venture
- iii. Strategic Investor being responsible for designing, financing, building, operating and transfer on agreed dates
- iv. Strategic Partner having capacity to fund raise or finance the proposed project
- v. Acceptable lease fee sharing proposal.
- vi. Review of partnership terms after every 5 years
- vii. Role of Strategic Partner and Transfer terms being agreed at the time of signing Joint Venture Agreement

7.0 Submission of expression of interest

Interested Strategic Investors are requested to submit expression of interest that are written in English language and clearly marked as stated in the particular document **showing the site reference and title.**

The Expression of Interest shall be sealed in a plain envelope, clearly marked **“Expression of Interest (EOI)- for the Design, Finance, Construction, and Operation of a mixed-use facility on LR. NO. MOMBASA BLOCK XXV/169”** and addressed to: -

**The Director General
Kenya Development Corporation Limited (KDC)
17th Floor, Uchumi House, Aga Khan Walk
P.O. Box 12665-00100, Nairobi
supplychain@kdc.go.ke**

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