EXPRESSION OF INTEREST/REQUEST FOR EXPRESSION OF INTEREST (EOI)

FOR THE PURCHASE OF OFFICE SPACE ON FINANCE TO LEASE MODEL (TPS) OR OUTRIGHT PURCHASE IN THE PROPOSED OFFICE TOWER DEVELOPMENT ON L.R NO. 209/4866 (NAIROBI/BLOCK 28/363) ALONG PARLIAMENT ROAD IN NAIROBI CENTRAL BUSINESS DISRICT, NAIROBI CITY COUNTY.

Closing Date: 31st August 2026

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1.0 BACKGROUND

Laser Property Services (LASER) is a wholly owned subsidiary of CPF Group, a leading Kenyan financial services institution headquartered in Nairobi (with regional presence in Uganda, Rwanda and South Sudan), specializing in retirement benefits, pension scheme administration, and diversified financial solutions: - Insurance through Laser Insurance Brokers (LIB), ICT & Renewable Energy through Laser Infrastructure & Technology solutions (LITES), Fintech through Rukisha, Transaction Advisory and REIT Management through CPF Capital, and Asset Management through CPF Asset Management (CPFAM).

LASER is a multidisciplinary property services company offering corporate, residential, and commercial real estate services and solutions. Services offered by LASER include Project and Development Management, Feasibility Studies & Investment Appraisals, Real Estate Agency, Property & Asset Valuation, Property and Facilities Management, EDGE Expert Services, and Strategic Consulting.

As a Development Manager, LASER has successfully structured and executed real estate projects across Kenya, key among them:

i) Freedom Heights Mixed Used Development that comprises of comprises a shopping mall with retail, office, and recreational spaces; 252 apartments of two-, three-, and four-bedroom units; playground; kindergarten; utility services plot that supplies power, piped gas, fresh water, and recycled water to the mall and the residences.
ii) Naserian Ololua Ridge Karen Estate, a gated community comprising of 30 No, town houses and a club house.
iii) Nova School in Eldoret, a boys and girls schools' campus on a 20-acre parcel of land in Eldoret developed on a built to suit model.
iv) Homa Bay County Headquarters developed on a finance lease to own and built to suit model.

The company's development management approach is founded on providing end-to-end real estate solutions that maximize asset value while minimizing development and operational risks. From project conception and planning through procurement, construction, commissioning, and operational management, LASER serves as a trusted advisor to investors, developers, financial institutions, and government agencies. Its

multidisciplinary capabilities enable clients to make informed investment decisions and achieve optimal returns on their real estate assets.

Recognizing that successful real estate developments require more than quality infrastructure, LASER places significant emphasis on identifying appropriate operational models and strategic partnerships that enhance the long-term performance of assets. In the hospitality sector, this includes advising on market positioning, operator selection, branding strategies, financial feasibility, and operational sustainability to ensure developments achieve maximum commercial potential.

2.0 INTRODUCTION

LASER has been engaged by one of its institutional clients, to identify prospective corporate purchasers, state corporations, government agencies, diplomatic missions, and institutional investors for the off-plan acquisition of premium commercial and office spaces in a landmark upcoming development **on L.R No. 209/4866 along Parliament Road**.

3.0 PROJECT LOCATION

The property is located along Parliament Road in Nairobi Central Business District, Nairobi City County, approximately 150 meters from Parliament Building and 1 kilometre from Nairobi Railway Station.

LOCATION MAP:

SITUATION

The Proposed office block will be located along Parliament Road in Nairobi Central Business District, Nairobi City County, approximately 150 meters from Parliament Building, 350 meters from the expressway, and 1 kilometre from Nairobi Railway Station.

GPS Coordinates:

1°17'29.0"S 36°49'19.1"E (-1.291376, 36.821958)

Strategically positioned off the bustling Haile Sellasie Avenue and just 150 metres from Parliament Building, Nairobi; the proposed site will be developed into a modern office block that seamlessly integrates modern retail and quality commercial office space within one vibrant precinct.

With an impressive dual frontage to both Parliament Road and Parliament Lane the development will enjoy exceptional visibility and accessibility, making it one of the most commercially attractive locations in the region.

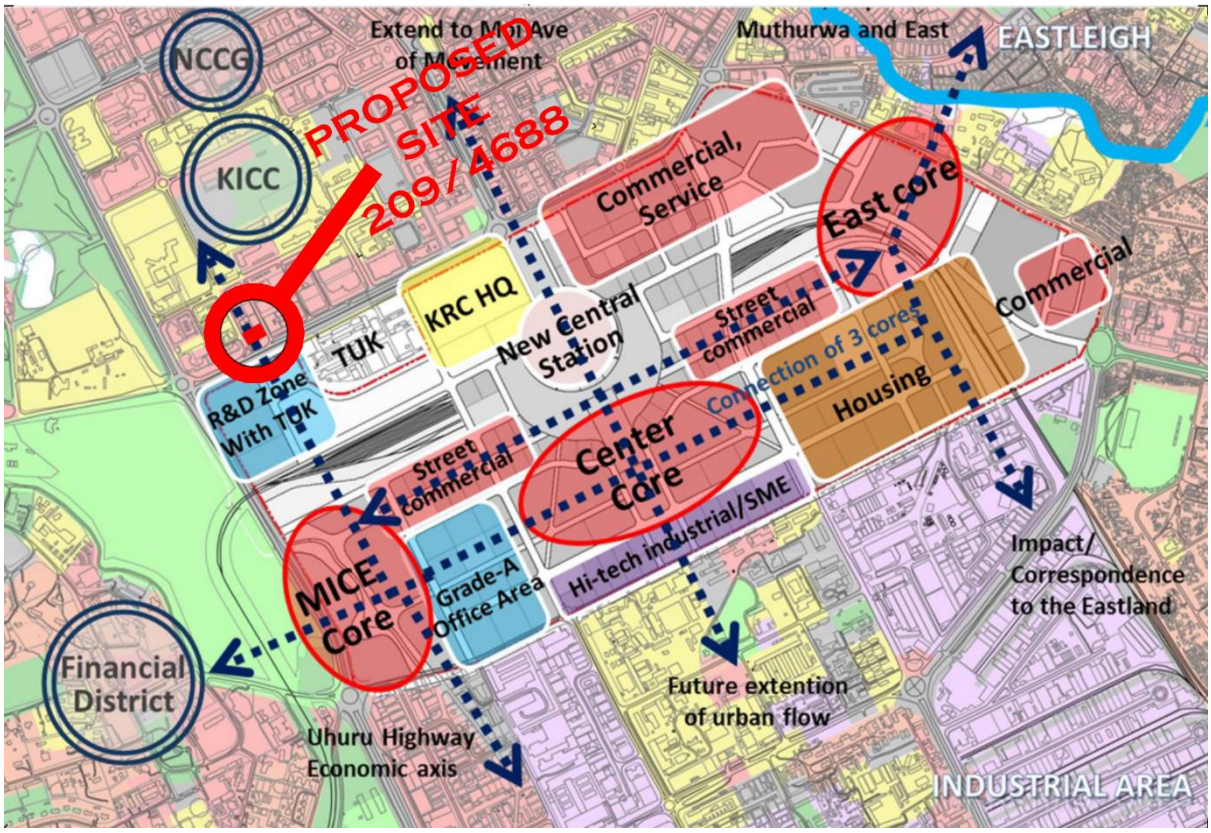
Its proximity to the proposed Nairobi Railway City will uniquely position it as a preferred premium commercial office hub for government agencies, private enterprises, businesses, and visitors seeking the convenience of being minutes from the railway station while remaining well connected to the city's neighbourhoods and transport hubs such as Jomo Kenyatta International Airport. This strategic centralised location significantly reduces travel time and offers an ideal location for both domestic and international tenants.

Situated along one of Kenya's busiest transport corridors, the project will also benefit from the continuous flow of public and private transport moving in and out of the Nairobi CBD. Thousands of daily commuters, long-distance travellers, logistics operators, and motorists passing through this city, this will create a substantial and sustainable customer base for the proposed office block, and any complementary commercial facilities that will be added to it.

Additionally, the proposed master-planned development of Nairobi Railway City that will comprise of a new railway station and the redevelopment of the northwestern section of the city will open up Nairobi City and create a new hub comprising both residential, retail and commercial centres that will create a dynamic live-work-stay environment that caters to diverse market segments.

The location of the site near the new planning sector will allow for the integration of these complementary uses and thus will generate continuous activity throughout the day and evening. This will enhance the commercial viability of the development while establishing a vibrant destination for residents, visitors, and businesses alike. Furthermore, with sustained demand for quality residential, retail, and commercial developments that will be generated by the development of Nairobi Railway City, the project is poised to become a gateway destination and a new landmark for investment and urban growth in Nairobi.

NAIROBI RAILWAY CITY MASTERPLAN



Source: Redevelopment Of Nairobi Central Railway Station and Its Surroundings 2nd Interim Report

NB: The subject site is adjacent to the Nairobi Railway City Research and Development Zone and close to the MICE Core.

4.0 PROJECT VISION

In alignment with contemporary global investment standards and the transitioning regulatory landscape in Kenya, this development is engineered to be a pioneer in sustainable urban architecture. The project commits to full EDGE (Excellence in Design for Greater Efficiencies) Certification, an innovation of the International Finance Corporation (IFC).

By incorporating green building tech solutions as institutional utilities rather than add-on expenses, the building targets a minimum resource-efficiency threshold of:

- 20% reduction in energy consumption compared to standard regional benchmarks via high-performance glazing, natural thermal ventilation, and integrated solar photovoltaics.
- 20% reduction in water usage through low-flow fixtures
- 20% reduction in embodied energy in construction materials by utilizing sustainably sourced, low-carbon materials.

Investor Benefit: Lower Total Cost of Occupancy (TCO)

The green design features ensure that future owner-occupiers enjoy operational expenditure (OpEx) savings of between 25% and 35% on utility bills, insulation against rising energy tariffs, enhanced occupant health and productivity, and superior future asset-valuation premiums.

The commercial tower has been designed to maximize efficiency, high human-traffic circulation, and premium security protocols. While the final internal finishes can be customized for specific early-stage anchor purchasers, the initial architectural envelope shall encompass:

Component / Level	Description & Functional Purpose	Spatial Options Available
Ground & Mezzanine Floors	Premium commercial and retail spaces. Ideal for high-end banking halls, airline lounges, cafes, premium wellness centers, and secure customer-facing institutional registries.	Available as flexible units starting from 1,500 sq. ft. up to full-floor allocations.
Upper Floors (Typicals)	High-efficiency, flexible open-plan office spaces. Designed with expansive floor-to-ceiling windows to optimize natural day-lighting	Available in quarter-floor, half-floor, or full-floor plates (approx. 8,000–12,000 sq. ft. per floor).

	and panoramic views of the city center.	
Basement & Podium Levels	Highly secure parking facility engineered for optimal circulation and control. Includes dedicated VIP parking zones, electric vehicle (EV) charging stations, and technological vehicle-scanning points.	Assigned parking ratios of up to 3 slots per 1,000 sq. ft. of office space purchased.
Key Amenities	High-speed smart lifts with destination control; 24/7 dual-redundancy backup generators; pre-installed fiber-optic backbones; executive roof terrace.	Common corporate infrastructure.

5.0 FLEXIBLE ACQUISITION MODEL

To accommodate varying corporate financial structures, asset-liability preferences, and capital allocation strategies, LASER provides two distinct paths for asset acquisition:

5.1 Outright Purchase Model

Designed for institutions seeking to maximize balance sheet equity and capital appreciation benefits.

Payment Terms: A competitive deposit structure tied directly to measurable construction milestones (e.g.,Booking fee, Foundation milestone, Structural framework completion, and Handover/Fitting-out).

Advantage: Locks in lowest pre-construction prices and shields the buyer from mid-term inflationary pressures on built property values.

5.2 Tenant Purchase Model (Rent-to-Own)

Tailored for organizations looking to acquire institutional-grade real estate assets without severe immediate capital expenditure (CapEx) outlays.

Structure: The purchaser pays an initial agreed equity commitment (deposit) followed by predictable, long-term periodic payments over a defined window (e.g., 5 to 15 years). Payments shall include a fixed interest rate (or coupon) on a reducing balance to cover financing costs.

Advantage: Facilitates ownership using operational budgets, resulting in ownership transfer at the tail end of the tenant purchase period.

6.0 DEVELOPMENT CONFIGURATIONS CONSIDERED

To ensure perfect alignment with market demand prior to breaking ground, our technical team is profiling interest across two distinct architectural scaling frameworks:

Option 01: Multi-Occupant Institutional Tower (24 - 30 Floors) – Structured as a massive vertical community supporting multi-tenant floor splits, flexible multi-sector networking, and a vibrant diverse corporate ecosystem.

Option 02: Single-User Build-to-Suit / Custom Tower – Exclusively tailored to meet the specialized security, structural load bearing, IT server-hosting, and floor-plate customization specifications of a singular dominant institutional anchor buyer or state organ.

7.0 SUBMISSION REQUIREMENTS

7.1 Main Documents

Interested organizations and investors are requested to submit their Expression of Interest by providing the following details

1. Letter of Expression of Interest: Letter of introduction detailing the following:
    - Purchaser's details: Full names and addresses
        - For individuals: National ID / Passport must be provided;
        - For companies:
            i) Company profile
            ii) Certificate of incorporation
            iii) CR12 Certificate
            iv) PIN Certificate
        - For Government Agencies
            i) Enabling legislation or establishment Act
            ii) Letter of authorization to express interest from the accounting officer
2. Financial and compliance – Proof of funds via provision of:
    - Individuals: Bank statements for the past (3) years.
    - Companies: Audited financial statements for the past three (3) years and certified copies of company registration certificates.
3. Space requirements and preferred acquisition framework
    - Development configuration (Multi-Occupant Institutional Tower or Single-User Build-to-Suit / Custom Tower)
    - Indication of preferred space type (Commercial/Retail vs. Corporate Office).

- Estimated total floor space area required (in square feet or number of floors).
- Number of parking spaces
- Preferred acquisition framework (Outright Purchase vs. Tenant Purchase Model).
- Specialized structural, IT infrastructure, or security requests (crucial for Option 02 considerations).

If represented by their agents, entities interested in participating in the upcoming purchase must fulfil the minimum eligibility criteria listed in the attached prequalification letter for expression of Interest on Annex 1.

7.2 Specific Requirements / Information

Interested purchasers must provide the following documents to evidence their compliance with the specified eligibility criteria:

i) Completed KYC (Annex 2 to this REOI), along with all documentation and information specified in the attachment.
ii) Guidance on EOI submission:

Data relevant to the REOI	
A. General The REOI Reference number of the Bidding Document is: REOI/CPF……/06/2026	
B. REOI Document For clarification purposes only, send inquires to email address procurement@cpf.or.ke	
C. REOI Timeline	
Deadline to receive questions	**: 14th August 2026.**
EOI submission deadline	**: 31st August 2026**.

The complete set of documents comprising Annex 1 above must be submitted by e-mail to the procurement team at procurement@cpf.or.ke

Interested purchasers are advised LASER on behalf of the client reserves the right to change or cancel this requirement at any time during the REOI and/or solicitation process.

8.0 EOI INSTRUCTIONS

1. Purchasers interested in participating in the planned sale process should forward their expression of interest (EOI) to the CPF Group procurement team by the closing date set forth in this EOI.
2. Add the EOI reference number and the company legal name in the subject line of your response email.
3. Completing the above step will ensure you receive an acknowledgment email from Procurement confirming receipt.

9.0 GENERAL TERMS

LASER reserves the right to accept or reject any submission and is not bound to appoint any operator arising from this EOI.

This Expression of Interest is not a tender, contract, or contractual engagement and creates no binding obligation on any party. Submission of an Expression of Interest shall not entitle any institution to award of any Partnership, contract, or fee.

Pre-qualification under this Expression of Interest shall be a precondition to participation in any subsequent procurement process but shall not in itself constitute appointment as a Partner. LASER acting on behalf of their client reserves the right to reject any submission, to terminate or vary this process at any stage, and to require additional information or clarification from any applicant, without incurring any liability.

All submissions shall be treated in confidence, save where disclosure is required by law or for the proper administration of the assignment.

10.0 EOI PREPARATION

10.1 Language of EOI Application

The EOI Application prepared by the Applicant, and all correspondence and documents related to the EOI Application, shall be submitted in English

10.2 Additional Requirements

1) The purchaser and its Partners are not listed on any sanctions list or blacklisted globally. The purchaser (as well as any parent, subsidiary of affiliate companies) is not under formal investigation, nor have been sanctioned within the preceding three (3) years, by any CPF Group member entity or engaging or having engaged in prescribed practices, including but not limited to: corruption, fraud, coercion, collusion, obstruction, or any other unethical practice.

2) The purchaser has not declared bankruptcy or is not involved in bankruptcy or receivership proceedings.

3) The purchaser undertakes not to engage in proscribed practices (including but not limited to: corruption, fraud, coercion, collusion, obstruction, or any other unethical practice), with the bank or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the bank.

IMPORTANT NOTICE: Any false, incomplete or defective vendor registration may result in the rejection of the application or cancellation of an already existing registration.

11.0 ANNEXTURES

11.1 Annexture 1: EOI Data Sheet

1	**Project Name**	**EXPRESSION OF INTEREST (EOI) FOR PURCHASE OF OFFICE SPACE ON FINANCE TO LEASE MODEL (TPS) OR OUTRIGHT PURCHASE IN THE PROPOSED OFFICE TOWER DEVELOPMENT ON L.R NO. 209/4866 (NAIROBI/BLOCK 28/363) ALONG PARLIAMENT ROAD IN NAIROBI CENTRAL BUSINESS DISRICT, NAIROBI CITY COUNTY**
2	**Address for Submission of Expression of Interest**	**LASER PROPERTY SERVICES** **PO Box 28938-00200 Nairobi, 9th Floor, Pension Towers, Loita Street** info@laser.or.ke
3	**Submission Deadline**	Submission Deadline will be on 31st August 2026 at 11:00AM, which will be the date on which the Opening Committee convenes to open Expression of interest Envelopes.

11.2 Annexture 2: KYC Sheet

1. Applicant name:_____
2. ID No/ Passport No.:_____Nationality_____
3. Mobile Tel:_____Office Tel:_____

   Email:_____
4. Name of the Company/ Business (If applicable)
5. Type of Business _____

   _____
6. Length of business operation _____

   _____
7. Company Registration No.: (Attach copy) PIN No.:
8. Postal Address:
9. Size of space required? Floor:
10. Please attach copies of:
    i. Company Registration
    ii. Incorporation Certificate and CR12
    iii. Memorandum and Articles of Association (If applicable)
    iv. VAT/ PIN Certificate.
    v. Bank Reference & 6 months' bank statements.
    vi. Identification Card, PIN & Passport size photos of all directors.
11. List of the associated company/business. (If any)

    Address Tel. No.

i. _____
ii. _____

12. List down three Directors/ Trustees/ Partners/ Senior Officials of the company/trust/firm.

	Address	Tel. No.
i.	_____	
ii.	_____	
iii.	_____	

All copies or documents enclosed with this questionnaire must be certified by an advocate.

Applicant signature:_____Date _____

Address:_____

Witness name:_____

Witness signature: _____ Date _____

Address:_____

11.3 Annexture 3: EOI Submission Template

Please complete and append this form to your formal institutional cover letter.

Name of Institution / Corporates	[Insert official registered legal name]
Registration / Incorporation No.	[Insert number and attach copy of certificate]
Primary Contact Person	[Name, Designation, Phone, Email]
Type of Space Required	[ ] Commercial / Retail (Ground/Mezzanine) [ ] Standard Corporate Office Space (Upper floors)
Estimated Space Requirement	[ ] Partial Floor (~2,000 - 5,000 sq. ft.) [ ] Full Floor Plate (~8,000 - 12,000 sq. ft.) [ ] Multiple Floors (Specify target count:) [ ] Entire Single-User Dedicated Tower
Preferred Financial Model	[ ] Outright Purchase (Milestone-based progress payments) [ ] Tenant Purchase Model (Long-term rent-to-own structure)
Target Parking Slot Requirements	[Specify minimum number of vehicles requested]
Special Technical / Security Requirements	[Detail any specialized server-room power setups, high-security screening spaces, strongrooms, or custom spatial layouts required]
Authorized Signature & Stamp	Date: