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

FOR STRATEGIC PARTNERSHIP IN DEVELOPMENT OF HOTEL FACILITIES AND OPERATING OF THE SAME IN MOMBASA AND KISUMU.

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, 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.

2.0INTRODUCTION

LASER has been engaged by one of its institutional clients to identify and procure suitable hotel operators for two hospitality developments located in **Mombasa and Kisumu**. The objective is to secure reputable regional or international operators capable of providing branding, management, marketing, pre-opening support, and operational expertise to maximize the value and competitiveness of these hospitality assets.

Recognizing that sustainable financial returns and superior guest experiences result from integrating operational expertise early into physical design, LASER is inviting reputable, experienced, and qualified Hotel Operators to submit expressions of interest.

The projects entail the development of modern business/leisure hotels. The objective is to establish an iconic benchmark for premium hospitality in East Africa, balancing functional spatial luxury, architectural efficiency, and technological integration.

The selected Hotel Operator (s) will be engaged in a dual-phased, seamless capacity:

Phase I: Technical Assistance & Design Advisory (Pre-Construction)

- Collaborating with Laser Property Services' in undertaking pre-construction feasibility studies and financial modelling.
- Collaborating with Laser Property Services appointed architectural and engineering consultants to align spatial designs, back-of-house areas, logistics, and guest touchpoints with the brand's operational standards.
- Reviewing spatial programming, MEP (Mechanical, Electrical, and Plumbing) layouts, security infrastructure, and sustainability credentials.
- Optimizing the operational flow to reduce long-term operating expenditures (OPEX).

Phase II: Hotel Management & Operations (Post-Construction)

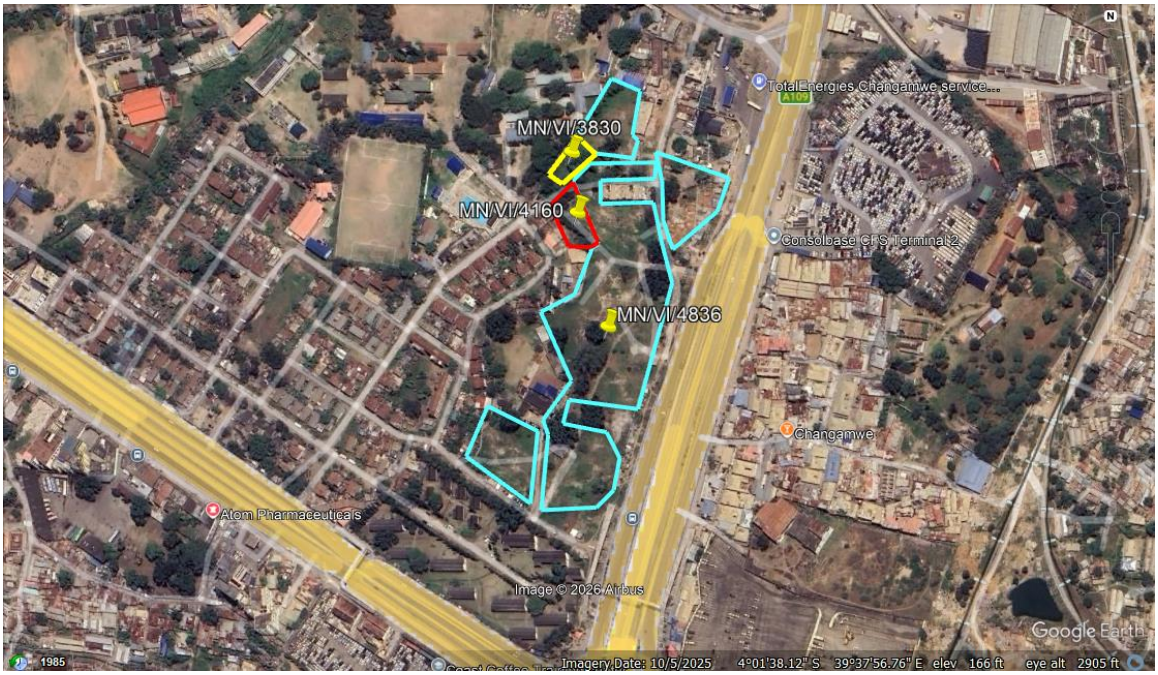
- Full operational management of the property under a long-term Hotel Management Agreement (HMA).
- Pre-opening marketing, recruitment, staffing setup, and launch implementation.
- Deploying global or regional distribution systems, revenue management networks, and loyalty programs to drive occupancy and profitability.

3.0 PROJECT LOCATIONS

PROPERTY 1: CHANGAMWE (LR. NO. MV/VI/4386 & MV/VI/3830 CHANGAMWE), MOMBASA COUNTY

The property is located along Mombasa Road in Changamwe Area, Mombasa County, approximately 7 kilometers from Mombasa City Post Office and 4 kilometers from Moi International Airport,

LOCATION MAP:



Strategically positioned along the bustling **Mombasa–Nairobi Highway** and just **4 kilometres from Moi International Airport**, the proposed site will be developed with a mixed-use development that is envisioned as a landmark destination that would seamlessly integrate **modern retail, quality residential living, and premium hospitality** within one vibrant precinct. Boasting an impressive **over 200-metre highway frontage**, the development will enjoy exceptional visibility and accessibility, making it one of the most commercially attractive locations in the region.

The project's proximity to **Moi International Airport** uniquely positions it as the preferred accommodation and lifestyle destination for transit passengers, airline crews, business travellers, tourists, conference delegates, and visitors seeking the convenience of being only minutes from the airport while remaining well connected to Mombasa City and the wider Coastal region. Its strategic location significantly reduces travel time and offers an ideal stopover for both domestic and international guests.

Situated along one of Kenya's busiest transport corridors, the development will also benefit from the continuous flow of **public and private transport** serving the Mombasa–Nairobi route. Thousands of daily commuters, long-distance travellers, logistics operators, and motorists pass along this corridor, creating a substantial and sustainable customer base for the proposed hotel, shopping complex, restaurants, and complementary commercial facilities.

The master-planned development will comprise a **shopping complex, a contemporary housing scheme, and a branded hotel**, creating a dynamic live-work-stay environment that caters to diverse market segments. The integration of these complementary uses will generate continuous activity throughout the day and evening, enhancing commercial viability while creating a vibrant destination for residents, visitors, and businesses alike.

Located within **Changamwe**, an established and rapidly growing neighbourhood characterized by a blend of high-density residential developments, commercial establishments, and institutional facilities, the property is surrounded by a strong and expanding catchment market. The area enjoys sustained demand for quality residential, retail, and hospitality developments, positioning the project to become a gateway destination and a new landmark for investment and urban growth in Mombasa.

PROPERTY 2: KISUMU MUNICIPALITY BLOCK 9/28 ONDIEK HIGHWAY, KISUMU CITY, KISUMU COUNTY

LOCATION MAP:

SIZES:

Kisumu Municipality Block 9/28: 3.057 Hectares / 7.55 Acres

SITUATION;

The plot is located Along Ondiek Highway southwest of Lumumba Affordable Housing Project, Kisumu CIty, Kisumu County, approximately 1.7 kilometres northeast of GPO Kisumu and 6 kilometres from Kisumu International Airport,

GPS Coordinates:

Kisumu Municipality Block 9/28: 0°05'55.5"S 34°45'52.5"E (-0.098737, 34.764576)

DESCRIPTION

Strategically located **along Ondiek Highway in the heart of Kisumu City**, Anderson Park Hotel is envisioned as a world-class hospitality destination that will redefine luxury accommodation and urban lifestyle within Western Kenya.

Situated within the prestigious **Anderson Park Estate**, a rapidly transforming mixed-use development characterized by modern high-density residential, commercial, and institutional investments, the hotel is perfectly positioned to capitalize on Kisumu city's accelerating economic growth and urban renewal.

The development shall be part of **Phase II** of the Anderson Park Estate masterplan, complementing the successful **Phase I**, which comprises several 16-storey residential apartment blocks that have significantly enhanced the area's profile and generated a vibrant residential and commercial ecosystem. This established catchment creates a ready market for premium hospitality, conferencing, dining, and leisure services while positioning the hotel as the focal point of one of Kisumu's most ambitious urban developments.

4.0 SCOPE OF WORK

The successful operator will provide technical services during design (including recommending consultants to constitute the design team), pre-opening services, branding, hotel management, sales and marketing, revenue management, staff training, quality assurance and financial reporting. The scope is as below:

1) Technical Advisory & Development Support
2) Branding & Pre-Opening Services
3) Hotel Management & Operations
4) Sales, Marketing & Revenue Optimization
5) Asset Enhancement & Owner Reporting

5.0 SUBMISSION REQUIREMENTS

1. Company profile - Company overview, ownership structure, executive leadership, and brand architecture portfolio.
2. Technical track record- Case studies of at least three (3) comparable hotel assets where the operator provided technical design input and currently holds management control.
3. Proposed brand strategy - Indication of the specific brand proposed for each of the three proposed locations and a high-level summary of preferred commercial structures (e.g., standard HMA terms, technical service fees).
4. Financial and compliance - Audited financial statements for the past three (3) years and certified copies of company registration certificates.

6.0 PREQUALIFICATION REQUIREMENTS

Qualified local and international hotel chains interested in participating in the upcoming solicitation must fulfill the minimum eligibility criteria listed in the attached prequalification letter for expression of Interest on Annex 1.

6.1 Specific Requirements / Information

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

1. Completed KYC (Annex 2 to this REOI), along with all documentation and information specified in the attachment.
2. 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 **: July 31st 2026.** Deadline EADB to respond to questions : **August 5th, 2026**. EOI submission deadline **: August 31st, 2026**.

The complete set of documents comprising Annex 3 above must be submitted by e-mail to the procurement team at procurement@cpf.or.ke

Hotels are advised that this REOI does not constitute a solicitation. 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.

EOI INSTRUCTIONS

1. Vendors interested in participating in the planned solicitation 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.
4.

7.0 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 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.

8.0 EOI PREPARATION

8.1 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

8.2 EOI Application and Other Documents

Each Prequalification Applicant shall provide the following with its Prequalification Application:

I. A Prequalification Application form signed by the Applicant (or if the Prequalification Applicant is a Consortium, by the Lead Member) in the form provided in Annex 2.

II. The following legal documents and basic information:

a) Basic information on the shareholding structure (or equivalent document) of the Prequalification Applicant (or each member of a Consortium), as detailed in Annex 4, including up-to-date shareholders' certificate for each shareholder holding 10% or more of shares in the Prequalification Applicant (or each Consortium member) or equivalent corporate information (e.g. company shares registry) listing such shareholders and their respective shareholdings;
b) Up-to-date company memorandum, articles of association or incorporation and/or bylaws (or equivalent document) of the Prequalification Applicant (or, if the Prequalification Applicant is a Consortium, such information as to each member); and
c) Valid extract of the Annual Company Return (or equivalent document) of the Prequalification Applicant (or, if the Prequalification Applicant is a Consortium, such information in relation to each member).

III. An Affidavit, in the form of Annex 6, confirming that the Prequalification Applicant or each member of the Consortium (in the event that the Prequalification Applicant is a Consortium): (a) is not in bankruptcy or liquidation proceedings; (b) has not been convicted of, fraud, corruption, collusion or money laundering, and is not aware of any pending prosecution, proceedings or legal action against it in such respect); and (c) is not aware of any conflict of interest or potential conflict of interest arising from prior or existing contracts or relationships which could affect its capability to comply with its obligations under in the Engineering, procurement, construction and finance agreement.

IV. If registered, a company's copy of current CR12 extract from registrar of companies.

8.3 Consortia Documents and Requirements

If the Prequalification Applicant is a Consortium, there must be a Lead Member who is duly authorized through the power of attorney, as described in Clause 9.4, by all other Consortium members to act on their behalf and proceed with the prequalification procedures. As of the Prequalification Application deadline indicated in Data Sheet Annex 1, it is prohibited to undertake any change in the structure/form or members of the Consortium without the prior written consent of CPF. A Prequalification Applicant wishing to qualify as a Consortium shall submit a written commitment, in the form of a letter duly executed by the legal representative of each Consortium member, which: a) Confirms each member's commitment to the Consortium; and b) Identifies the member that will assume the role of Lead Member on behalf of the other members, with the authority to commit all members.

8.4 Power of Attorney

If the Prequalification Applicant is a Consortium, each member of the Consortium shall authorize the Lead Member in signing the Prequalification Application documents. Such authorizations – duly notarized indicating that the person(s) signing the Prequalification Applications has/have the authority to sign – shall be provided with the Prequalification Application. If the Prequalification Applicant is a company, the prequalification documents shall include a recent extract of the company's annual return, or equivalent evidence, indicating the person having the right to sign on behalf of the company. The pre-qualification documents shall be signed by that person or any other person officially authorized by him. Such authorizations – duly notarized by the Prequalification Applicant's bank – shall be provided along with the Prequalification Application.

9.0 EVALUATION CRITERIA

There will be a two-stage evaluation process capturing Technical and Financial aspects of the submission. The Expression of Interest documents will be reviewed and recommendation/selection made based on the following selection criteria.

Details	Score
1. Brand Recognition & Portfolio: • A proven regional or international hospitality footprint with established premium or upper-upscale brands actively managed. **15Mrks** • Evidence of any relevant awards and/or recognitions –**10Mrks** • Official star rating by an authorized hotel star-rating entity (minimum required is 3-start.**5Mrks**	30.
2. Development Track Record: • Demonstrable experience in working alongside real estate developers during design, technical service advisory, and construction oversight phases. **10Mrks** • Four relevant reference letters from clients where similar services have been rendered **(20Mrks)**	30.
Financial capacity. • Evidence of institutional financial stability and capability to support pre-opening working capital requirements and marketing frameworks. **10Mrks** • Current financial statements **5Mrks** • Must submit copies of the most recent 3 sequential audited financial reports (2023,2024 & 2025) and each must be signed and dated by the auditor and hotel directors.**5Mrks**	20
Legal & Compliance: • Fully registered corporate structure with appropriate licensing to operate hospitality assets within East Africa or international jurisdictions.	20

ARRANGE FILES IN THE ABOVE ORDER IN A PDF FILE, ZIPPED FOLDER OR AN ACCESSIBLE LINK.

The hotel that scores 70% will proceed to the next stage of RFP solicitation.

ADDITIONAL INSTRUCTIONS

1. The hotel and none of its Partners are not listed on any sanctions list or blacklisted globally. The hotel (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 hotel has not declared bankruptcy, or is not involved in bankruptcy or receivership proceedings, and there is no judgment or legal action pending against your hotel that could impair your hotel's operations in the foreseeable future.

3. The hotel does not employ, or anticipate employing, any person(s) who is, or has been an CPF Group staff member within the last year, if said an CPF Group staff member has or had prior professional dealings with the hotel in his/her capacity as a CPF Group staff member within the last three years of service with CPF Group (in accordance with CPF Group post-employment restrictions).

4. Your hotel 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.

9.1 Evaluation of EOI Applications

The applications will be evaluated by the EOI Evaluation Committee against four sections as follows:

1) Mandatory Requirements
2) Technical Capacity
3) Financial Capability

The evaluation will be carried out on the basis of a scoring matrix on a scale of 100 points allocated based on the strength of the three points listed below: This evaluation will be enabled by an evaluation of score using a scale of 100 points allocated according to the quality,

thoroughness and credibility of the Technical and Financial Capacity elements.

The available total points and relative weights for these sections are presented in the following table: There are 100 maximum possible points. Any features that Applicants wish to include over and above CPF stated requirements will not receive any additional points.

Only those Applicants who shall have an overall aggregate score of 70 points of the evaluated Technical and Financial Capability and a Pass on Mandatory Requirements shall be considered as Prequalified and shall be designated as a "Qualified Partner."

An Applicant whose Application is found not to be in compliance with the Criteria specified in Clause 9.2 and the other requirements in Clause 9, relating to the Criteria of the EOI, shall be designated as a "Non-Qualified Partner."

9.2 Annextures

Annexture 1: EOI Data Sheet

1	**Project Name**	EXPRESSION OF INTEREST (EOI) FOR PARTNERSHIP IN TECHNICAL COLLABORATION AND DEVELOPMENT OF BUILT-TO-SUIT HOTEL FACILITIES, AND OPERATING OF THE SAME IN NAIROBI, MOMBASA, KISUMU AND ELDORET WITHIN KENYA**.**
2	**Address for Submission of Expression of Interest**	CPF HOUSE PO Box 28938-00200 Nairobi, Mezzanine Floor, CPF HOUSE Haille Sellasie Avenue**,** procurement@cpf.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.