



**REQUEST FOR EXPRESSION OF INTEREST (EOI) FOR
LEASING OF 5 ACRES OF LAND AT LOVE GARDENS
IN KAJIADO COUNTY.**

EOI REFERENCE No.: OPT/EOI/2/2024-2025

SUBMISSION DATE: 4TH AUGUST 2025, 12.00NOON

**Optiven Limited,
Absa Towers 2nd Floor,
P.O Box 623 - 00600,
Nairobi, Kenya.
procurement@optiven.co.ke**

1. INTRODUCTION

Optiven Limited is a leading real estate development company in Kenya, widely recognized for its commitment to transforming lives through innovative, sustainable, and community-centered property solutions. Founded over two decades ago, Optiven has established a solid track record in offering value-added plots and ready-to-build properties, empowering individuals and institutions to invest in secure and well-planned developments.

The company operates with a customer-first philosophy, blending professionalism with a deep understanding of Kenya's dynamic property market. Through strategic investments in infrastructure, environmental conservation, and social impact, Optiven has earned multiple accolades, including the Superbrands East Africa recognition and the Top 100 Mid-Sized Companies Award.

With a robust portfolio that spans across residential, commercial, and mixed-use projects—including flagship developments such as Garden of Joy, Happy Gardens, and Love Gardens in Kajiado—Optiven continues to set industry benchmarks in quality, transparency, and customer satisfaction.

Optiven Ltd Invites Expression of Interest (EOI) from interested firms for: leasing of 5 acres of Land at Love Gardens, Kajiado.

Location & Accessibility

- **Proximity:** Situated within 2 km of Kajiado Town
- **Access:** Less than 1 km from tarmac roads; internal roads are murram-compacted.

Property Features & Value Additions

- **Size:** 5 acres
- **Water Supply:** Borehole water on-site.
- **Fencing:** Property is enclosed with concrete perimeter wall.
- **Proposed use of the land:** The area is suitable for commercial developments typically operating in the eco-tourism, adventure tourism and hospitality sectors that combine natural settings with accommodations or activities and often target tourists, nature lovers, corporates or families seeking off-grid experiences.

Prospective and eligible firms are invited to express interest leasing of the said land as-is. General terms of site use are as below:

1. The lease period will be **for ten (10) years renewable** subject to satisfactory performance.
2. The successful lessee may develop the land as per the approved developments by Optiven Ltd.
3. Eligible lessee will be expected to provide proof of their capability and experience in dealing

with similar properties. Suitable firms will be shortlisted on the basis of the written EOI submitted to Optiven Ltd.

4. This document contains guidelines for submission of Expressions of Interest (EOI) and can be viewed or downloaded from our website <https://www.optiven.co.ke/procurement/>
5. Inquiries to be sent to procurement@eoptiven.co.ke. All clarifications and/or amendments will be published in the above website and participants are required to check for any addendums or amendments in the course of the bidding period prior to the closing date.
6. After evaluation of the EOI, short listed firms will be invited to submit detailed technical and financial proposal(s) (RFP) in a format to be provided.
7. Completed EOI documents shall be placed in a sealed envelope clearly marked “EXPRESSION OF INTEREST (EOI) FOR LEASING OF 5 ACRES OF LAND AT LOVE GARDENS IN KAJIADO COUNTY EOI Reference No. **OPT/EOI/2/2024-2025**” and a warning clearly marked “DO NOT OPEN UNLESS IN THE PRESENCE OF THE TENDER OPENING COMMITTEE.”
8. The EOI should be addressed to:

The Procurement and Disposal Committee
ABSA Towers, 2nd Floor,
Loita Street.

9. Returned EOI documents will be opened on the closing date and time in the presence of bidders and/or their representatives who choose to attend.
10. Following an evaluation of the Expressions of Interest, shortlisted Firms will be invited to submit detailed technical and financial proposal (RFP) in a format to be provided.

Optiven Ltd reserves the right to accept or reject any EOI in whole or in part and is not bound to give reasons for its decision or bind itself to any supplier.

2. FORMAT AND REQUIREMENTS FOR COMPLETION OF EXPRESSION OF INTEREST.

Optiven Ltd will independently verify any information submitted by the bidder in this Expression of Interest (EOI)

2.1 Mandatory Requirements

A tenderer must:

- i. Copy of company's or firm's registration certificate
- ii. Certificate of Confirmation of Directors and Shareholding (C.R.12) or equivalent for registered companies or partnerships registered under the Kenyan law or equivalent certification for foreign tenderers
- iii. Copy of KRA PIN Certificate
- iv. Provide a Duly filled, signed and stamped Submit a statement on your letter head that your company has not been convicted of corrupt or fraudulent practices.

- v. Must enclose a **certified copy** of **Valid** Tax Compliance Certificate;
- vi. Certified Audited Accounts for the last 2 years or certified bank statements for the last six months
- vii. Company Profile.
- viii. Provide One original and One copy of tender document properly bound and sequentially serialized/paginated in the form of i.e. 1, 2, 3, 4....on each page including all the attachments

NOTES TO TENDERERS

Bids that do not meet all the mandatory requirements shall be considered non-responsive. Any bidder specifically exempted from any of the items listed above may provide written proof of the same.

2.2 Corporate Information

Bidders are expected to submit information that addresses items contained in the table below:

Particulars	Expected Information	Required Format
Experience of the company/organization	a) An adequate demonstration of experience undertakings,	a) Short narrative stating: the nature of business undertakings.
Target Market	a) What is your proposed business? b) Who are your target customers?	Short Narrative
Financial Capacity	a) Who are your bankers and how can they be contacted? b) Evidence and/or Plan to access financial resources to undertake the proposed project.	Bankers Contact Details, Letter of Authority to seek references and Information on evidence of Cash, Cash equivalents and /or Credit line, financing agreements / tool.

3. EVALUATION CRITERIA

The Expression of Interest will be evaluated on their responsiveness to the above requirements based on the following criteria:

PARTICULARS	Sub-Section	MAXIMUM SCORE / POINTS
Mandatory Documents	All bidders must meet	No marks Awarded
Company profile	Track Record in business undertakings	20 Marks
Target Market	Proposed Business	20 Marks
	Target Customers	15 Marks
	Marketing Strategies	15 Marks
Financial Capacity	Bankers and their Contact Details and Letter of Authority to seek references	10 Marks
	Information on evidence of Cash, Cash equivalents and /or Credit line, financing agreements / tool.	10 Marks
	Strength of the Bank Statement and/or audited accounts	10 Marks
TOTAL		100 Marks

Bidders scoring at least seventy-five per centum (75%) will be deemed responsive and will be invited for the RFP.

All responses should be typed and their numbering should correspond with that prescribed in above sections. Please include all attachments where required.

TENDERER'S ELIGIBILITY-CONFIDENTIAL BUSINESS QUESTIONNAIRE

Instruction to Tenderer

Tenderer is instructed to complete the particulars required in this Form, *one form for each entity if Tender is a JV*. Tenderer is further reminded that it is an offence to give false information on this Form.

a) Tenderer's details

	ITEM	DESCRIPTION
1	Name of the Tenderer	
2	Full Address and Contact Details of the Tenderer.	1. Country 2. City 3. Location 4. Building 5. Floor 6. Postal Address 7. Name and email of contact person.
3	Current Trade License Registration Number and Expiring date	
4	Name, country and full address (<i>postal and physical addresses, email, and telephone number</i>) of Registering Body/Agency	
5	Description of Nature of Business	
6	Maximum value of business which the Tenderer handles.	
10	State if Tenders Company is listed in stock exchange, give name and full address (<i>postal and physical addresses, email, and telephone number</i>) of state which stock exchange	

General and Specific Details

b) Sole Proprietor, provide the following details.

Name in full _____ Age _____ Nationality _____
_____ Country of _____ Origin _____
Citizenship _____

c) Partnership, provide the following details.

	Names of Partners	Nationality	Citizenship	% Shares owned
1				
2				
3				

d) **Registered Company**, provide the following details.

(i) Private or public Company

(ii) State the nominal and issued capital of the Company

Nominal Kenya Shillings (Equivalent).....

Issued Kenya Shillings (Equivalent).....

(iii) Give details of Directors as follows.

S/No	Names of Director	Nationality	Citizenship	% Shares owned
1				
2				
3				