**KENYA INVESTMENT AUTHORITY (INVEST KENYA)**

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

**Reference No.: InvestKenya/EOI/001/2026–2027**

**EXPRESSION OF INTEREST (EOI) FOR PARTICIPATION IN THE FINANCIAL SECTOR PIPELINE PARTNERSHIP PROGRAMME**

**Closing Date & Time: 21st August 2026 at 11:00 a.m. (East Africa Time)**

## 1.0 INTRODUCTION

Kenya Investment Authority (Invest Kenya) is a State Corporation established under the Investment Promotion Act of 2004, Cap 485, mandated to promote and facilitate investments in Kenya. As the country's focal investment promotion agency, Invest Kenya attracts, facilitates and retains investments in support of national development priorities. Its Deal Room prepares investment projects for financing and brings credible financiers to them.

Projects and financiers in Kenya often fail to connect early enough, delaying investment and financing decisions. To address this gap, Invest Kenya is establishing the Financial Sector Pipeline Partnership Programme, through which participating institutions will receive early, structured access to a screened pipeline of investment opportunities and the market intelligence that supports them.

Invest Kenya invites eligible financial institutions, including commercial banks, microfinance banks, Development Finance Institutions (DFIs), private equity and venture capital fund managers, and other institutional investment vehicles, to submit Expressions of Interest (EOIs) to participate in the Financial Sector Pipeline Partnership Programme.

## 2.0 OBJECTIVE OF THE PROGRAMME

The objective of this EOI is to prequalify and enrol a panel of eligible financial institutions that will receive a screened pipeline of investment projects, distressed and non-performing assets, and sector market intelligence. Members access the pipeline through regular briefings, investor showcases and controlled data-room access, in each case with the project sponsor's consent.

## 3.0 SCOPE OF SERVICES

Applicants may express interest in one or more of the Programme's service lines. The scope of services, access levels, and participation terms will be finalized through the membership agreement.

### 3.1 Membership and Core Briefings

The foundational membership tier provides participating institutions with a curated monthly investment pipeline brief, quarterly sector intelligence updates, invitations to investor showcases, and access for an agreed number of authorized users.

### 3.2 Special-Situations Matchmaking

An asset-level service enabling members to submit, identify and pursue distressed or non-performing asset opportunities. Any party listing an asset must demonstrate ownership or a valid mandate to market it, secure all required consents, and disclose any related disputes, injunctions, insolvency proceedings or other material restrictions. Information shared with members will be anonymised to protect borrower and customer identities, while publicly owned assets will only be listed and transacted in accordance with applicable laws and statutory procedures.

### 3.3 Pipeline Pro Subscription

A premium add-on providing enhanced pipeline intelligence through detailed dashboards, tailored investment alerts, authorized data exports, additional named users, and scheduled analyst sessions. Access is subject to applicable confidentiality, data protection, and legal requirements and does not guarantee access to confidential information or any specific investment opportunity.

## 4.0 BENEFITS OF MEMBERSHIP

Invest Kenya connects investors, project sponsors and Government stakeholders to facilitate investment transactions. Subject to the safeguards set out in Section 9 and applicable legal and regulatory requirements, membership provides institutions with:

- Early, structured access to a screened pipeline of investment projects, special-situation assets and investment opportunities aligned to their mandate and ticket size;
- Curated pipeline briefings, investor showcases and controlled data-room access, reducing the time and cost of investment origination;
- Facilitated engagement with relevant Government counterparts and project sponsors;
- Profiling through Invest Kenya–convened deal showcases, investor conferences and financial-sector engagements in Kenya and international markets;
- Global visibility through Invest Kenya's investment-promotion activities, including flagship **"Why Kenya"** presentations, international roadshows, conferences and trade and investment missions; and
- Forward-looking intelligence on priority sectors and emerging investment opportunities.

## 5.0 ELIGIBILITY AND MANDATORY DOCUMENTS

Applicants must self-identify under one of the three categories below. An applicant operating across more than one category should say so and meet the requirements for each.

| Category | Description |
|---|---|
| **A: Commercial and Microfinance Banks** | Commercial banks licensed and regulated by the Central Bank of Kenya under the Banking Act (Cap 488), and microfinance banks licensed and regulated by the Central Bank of Kenya under the Microfinance Act, including duly authorised foreign institutions supervised by their home-jurisdiction banking regulator, seeking pipeline intelligence, introductions and co-financing opportunities. |
| **B: Development** | Bilateral and multilateral development finance institutions established under a constitutive treaty, |

| Category | Description |
|---|---|
| **Finance Institutions (DFIs)** | statute or intergovernmental agreement (or, where applicable, licensed and supervised by the financial-sector regulator of their home jurisdiction), including those offering concessional or blended finance, guarantees or technical assistance in Kenya's priority sectors. |
| **C: Private Equity/Venture Capital (PE/VC) Fund Managers and Institutional Investment Vehicles** | PE/VC fund managers and institutional investment vehicles seeking equity, quasi-equity or growth-stage opportunities. A Kenyan applicant must be licensed or registered by the Capital Markets Authority under the Capital Markets Act (Cap 485A) or, where the participating vehicle is an insurer or a retirement benefits scheme, by the Insurance Regulatory Authority or the Retirement Benefits Authority respectively. A foreign applicant must be licensed or registered by the competent securities or financial-services regulator of its home jurisdiction. The applicant must name the regulated manager, fund or vehicle that would participate and identify its regulator. |

### Minimum Eligibility Criteria

To be considered, applicants must:

- Disclose beneficial owners, Directors and key officers, together with any material sanctions in the last five (5) years and any pending enforcement, investigation, litigation or insolvency matter. A pending matter is not an automatic exclusion;
- Hold a valid Tax Compliance Certificate and KRA PIN, or the equivalent tax good-standing confirmation in the home jurisdiction;
- Hold a current license in good standing from their applicable regulator, and notify Invest Kenya in writing within fourteen (14) days of any change to it;
- Provide audited financial statements or published annual reports for the last three (3) completed financial years, or since inception for a newer entity;
- Be willing to sign the non-disclosure agreement, data-sharing terms, access rules and membership agreement, and to comply with Section 9;
- Have a clear investment or financing mandate, with an indicative ticket-size range and a sector or geographic focus relevant to Kenya; and
- Show an institutional track record and the capacity to deploy. Where the applicant is a newer vehicle, the track record of its manager, sponsor or parent may be used.

### Mandatory Documents

Applicants should submit the documents below together with Annex A. A material omission may result in exclusion.

| No. | Document |
|---|---|
| 1 | Signed cover letter on institutional letterhead, addressed to the Managing Director/Chief Executive Officer, for the attention of the Director, Deal Room; |
| 2 | Institutional profile, ownership and control structure, beneficial owners and, where applicable, CR12 or equivalent; |
| 3 | Certificate of incorporation or registration, and a certified copy of the applicant's current licence, authorisation or registration issued by the regulator applicable to its category under Section 5 (stating the issuing authority, licence number, scope and expiry or renewal date), or, for a Category B applicant, its constitutive treaty, statute or intergovernmental agreement; |
| 4 | Valid Tax Compliance Certificate and KRA PIN certificate, or the equivalent for foreign entities; |
| 5 | Statement of investment or financing mandate: sectors, indicative ticket-size range, instruments and geographic focus; |
| 6 | Audited financial statements or published annual reports for the last three (3) completed financial years; |
| 7 | Summary of relevant track record, including any similar pipeline, matchmaking or co-financing partnerships; |
| 8 | Declarations on conflicts, beneficial ownership, sanctions, anti-bribery and data protection, and evidence that the signatory is authorised to submit this EOI; and |
| 9 | Completed Annex A. |

## 6.0 QUALIFICATION AND EXPERIENCE

i. Institutional profile: a brief profile demonstrating lawful constitution and current licensing or registration in Kenya (or lawful establishment and home-jurisdiction supervision), an understanding of Kenya’s financial sector and investment landscape, and the capacity to take part in a structured pipeline partnership.

ii. Relevant experience: evidence of at least ten (10) comparable financing, co-financing, pipeline or matchmaking engagements in the last five (5) years, including counterparty names, contact details and references.

iii. Key personnel: the named officers who will engage with the Programme, supported by CVs, meeting at least the following minima:

| Role | Minimum qualification | Minimum experience |
|---|---|---|
| **Programme Lead (Relationship Lead)** | Master’s degree in finance, economics, business, accounting or law, plus a relevant professional qualification (for example CFA, CPA or ACCA) | 15 years in banking, development finance, private equity or investment management, including origination or credit and investment appraisal |
| **Investment or Credit Officers (3)** | Bachelor’s degree in finance, economics, accounting or a related field, plus a relevant professional qualification | 10 years in transaction origination, credit appraisal or portfolio management |

## 7.0 EVALUATION CRITERIA AND METHODOLOGY

**Stage 1: Preliminary (Mandatory) Evaluation.** Applications are checked for completeness and for the mandatory documents in Section 5 on a pass/fail basis. Only applications that pass proceed to Stage 2.

**Stage 2: Technical Evaluation.** Compliant applications are scored against the criteria below. An institution must attain the minimum qualifying score of 70% to be admitted to the Programme.

| Evaluation criterion | Weight (%) |
|---|---|
| Regulatory standing, licensing and institutional eligibility | 25 |
| Alignment of investment mandate, ticket size and sector focus | 25 |
| Relevant track record and deployable capacity | 25 |
| Integrity, data protection and information-security controls | 20 |
| Completeness and quality of submission | 5 |
| **TOTAL** | **100** |

## 8.0 MEMBERSHIP TERMS AND CONDITIONS

Membership runs for two (2) years, subject to periodic review, after which it may be renewed or re-advertised. Access to any individual project follows the five stages below. At every stage, access depends on the sponsor's consent, the member's mandate, conflict and integrity checks, and the confidentiality classification of the project. All access is logged.

- Information Brief: a short screening note covering the project, its revenue model, development impact, readiness and main risks;
- Non-Disclosure Agreement: signed by the member before any confidential material is released;
- Information Memorandum: a comprehensive pack prepared by the sponsor, together with a statement of what Invest Kenya has and has not verified;
- Controlled Data-Room Access: time-limited access to sponsor-approved documents. Downloads and onward sharing require express authorisation, and access can be withdrawn; and
- Letter of Interest and Independent Due Diligence: the member issues a non-binding letter of interest, then conducts its own legal, financial, technical and regulatory review. Negotiations are directly between the sponsor and the member. Invest Kenya does not negotiate terms, hold client money or certify due diligence.

Members should also note that:

- Access is granted on a transparent, fair and non-exclusive basis, with sponsors and members choosing their own counterparties;
- All contractual and commercial arrangements are solely between the sponsor and the member institution, and Invest Kenya bears no liability for them;

- Successful institutions must sign the non-disclosure agreement, access rules and membership agreement, and comply with the Invest Kenya Code of Conduct;
- Invest Kenya may review, suspend or remove any institution that fails to meet the membership requirements or professional standards.

## 9.0 GOVERNANCE, SAFEGUARDS AND DISCLAIMERS

i. Panel membership is open to all qualifying applicants on published criteria. No applicant is granted preferred status;

ii. Invest Kenya acts as facilitator and convenor, not as a broker or agent. Panel membership is not accreditation, endorsement, investment advice, credit approval, a guarantee of work or referrals, a Government guarantee or a commitment of public funds;

iii. On admission, successful firms will receive a service level agreement setting out contract conditions, service standards and any applicable registration or administrative fees;

iv. Applicants must disclose any conflicts of interest that may arise;

v. Invest Kenya reserves the right to accept or reject any application, to verify any information submitted including through site visits, and to amend, suspend or cancel this process at any stage without incurring any liability. Applicants bear their own costs of preparing and submitting applications;

vi. Information is provided for preliminary screening only. Anyone supplying information must correct a material inaccuracy promptly. So far as the law allows, Invest Kenya gives no warranty as to completeness, accuracy, bankability or outcome; and

vii. Nothing in this document excludes any public-law duty, or any liability that cannot lawfully be excluded, including liability for fraud, wilful misconduct, gross negligence, breach of confidence or breach of data-protection law.

## 10.0 CONFIDENTIALITY AND DATA PROTECTION

Confidential material is released only after a non-disclosure agreement is signed and the sponsor has consented; before that stage, only summary information is shared. All data-room access is logged and can be withdrawn. Personal and confidential information is handled in accordance with the Data Protection Act, 2019, the Access to Information Act, 2016, and other applicable law.

## 11.0 REQUESTS FOR CLARIFICATION

Interested applicants may obtain further information in writing from the address below during official working hours. All requests for clarification shall be received at least seven (7) days before the closing date, and any response that affects this EOI will be shared with all applicants through the same publication channel.

**Managing Director/CEO**
Kenya Investment Authority (Invest Kenya)
Old Mutual Tower, 14th & 15th Floors, Upper Hill Road
P.O. Box 55704–00200, Nairobi, Kenya
Email: procurement@investkenya.go.ke | Copy to: ceo@investkenya.go.ke
Tel: +254 730 104 200 / +254 730 104 210

## 12.0 SUBMISSION OF APPLICATIONS

The EOI documents may be downloaded from the Invest Kenya website (https://www.investkenya.go.ke/resources/) or the Public Procurement Information Portal (www.tenders.go.ke). Firms that download the documents are encouraged to register their details by emailing procurement@investkenya.go.ke to receive any clarifications or addenda.

Completed applications may be delivered either:

- In hard copy, in a plain sealed envelope clearly marked "InvestKenya/EOI/001/2026–2027: EXPRESSION OF INTEREST (EOI) FOR PARTICIPATION IN THE FINANCIAL SECTOR PIPELINE PARTNERSHIP PROGRAMME", and deposited in the EOI Submission Box (Tender Box) on the 15th Floor, Old Mutual Tower, Upper Hill Road, Nairobi, or addressed to:

  **Managing Director/CEO**
  Kenya Investment Authority (Invest Kenya)
  15th Floor, Old Mutual Tower, Upper Hill Road
  P.O. Box 55704–00200, City Square
  Nairobi, Kenya

- By email to procurement@investkenya.go.ke, quoting the EOI Reference Number and Description in the subject line.

Submissions must be received on or before the closing date and time indicated on the cover. Applications received after the deadline shall not be considered.

Applications will be opened immediately thereafter in the 15th Floor Boardroom in the presence of applicants or their representatives who choose to attend.

**MANAGING DIRECTOR/CEO**

**KENYA INVESTMENT AUTHORITY (INVEST KENYA)**

## Annex A : EOI Submission Form

Applicants should complete this form and submit it together with the documents in Sections 5 and 6. Use a separate schedule where more space is needed.

| | |
|---|---|
| **Legal name of institution and registration number** | |
| **Category applied for (A / B / C, Section 5)** | |
| **Country of incorporation and primary regulator** | |
| **Licence / registration number**, issuing regulator and expiry date | |
| **Year established** | |
| **Service lines ranked by interest (Section 3)** | |
| **Investment mandate: sectors, instruments and geographic focus** | |
| **Indicative ticket-size range and deployable capacity** | |
| **Primary business contact: name, title, email and telephone** | |
| **Compliance contact: name, title, email and telephone** | |
| **Material regulatory, litigation, insolvency or conflict disclosure (or ‘None’)** | |
| **Authorised signatory: name, title, signature, date and institutional stamp** | |