
KENYA INVESTMENT AUTHORITY (INVEST KENYA)**REQUEST FOR EXPRESSION OF INTEREST (EOI)****Reference No.: InvestKenya/EOI/002/2026–2027****EXPRESSION OF INTEREST (EOI) FOR THE PROVISION OF INVESTMENT-READY LAND: REGISTRATION OF A
PANEL OF LAND PROVIDERS (LANDOWNERS, AUTHORISED LAND AGENTS AND LAND AGGREGATORS)**

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 facilitates both domestic and foreign investments by providing investors with comprehensive investment information, investor facilitation services, aftercare support and policy advocacy.

The availability of suitable, investment-ready land is one of the key considerations for prospective investors when making investment decisions. In practice, investors often struggle to identify who owns or controls suitable land, and to reach owners or duly authorised agents able to transact at the scale required, which increases the time and cost of establishing projects.

Accordingly, Invest Kenya intends to establish and maintain a Panel of Land Providers comprising landowners, duly authorised land agents and land aggregators to which it will introduce and refer prospective investors seeking investment-ready land. Invest Kenya therefore invites Expressions of Interest from eligible providers who own or control suitable land and wish to be registered on the Panel.

2.0 OBJECTIVE OF THE PANEL

The purpose of this Expression of Interest (EOI) is to establish and maintain a vetted national Panel of Land Providers to serve prospective investors seeking investment-ready land in Kenya. Designed to accelerate investment deployment, the Panel reduces the time and transactional costs traditionally required to identify and secure suitable sites while showcasing nationwide land opportunities. Individual transaction terms, structures, and agreements will be negotiated and concluded directly between the investor and the land provider, tailored to specific project requirements.

3.0 SCOPE OF SERVICES

Selected firms will provide comprehensive land acquisition support to investors referred by Invest Kenya. The scope of services encompasses:

- **Site Identification:** Sourcing and presenting suitable land options tailored to specific investor requirements.

- **Due Diligence:** Conducting thorough legal, technical, and administrative due diligence on proposed land parcels.
- **Site Logistics:** Facilitating guided site visits and supplying comprehensive regional and site-specific information.
- **Reporting:** Providing periodic progress reports to Invest Kenya as needed.

Invest Kenya acts exclusively as a referral facilitator. All commercial terms, contracts, and financial transactions remain strictly between the investor and the selected service provider.

Panel Categories

The Panel is open to three categories of land provider:

- **Category A: Landowners**
Companies, institutions, developers, property investment companies, trusts and other entities that directly own land with valid title and are willing to sell, lease or partner.
- **Category B: Authorised Land Agents and Brokers**
Estate agents and intermediaries registered with the Estate Agents Registration Board under the Estate Agents Act (Cap. 533), who hold a written mandate, agency agreement or power of attorney authorising them to market and transact land on behalf of the registered owner(s).
- **Category C: Land Banks and Land Aggregators**
Master-developers and land aggregators offering serviced or strategic land or holding land under lawful allocation or mandate for investment purposes.

The land held or represented by providers may be suitable for, but is not limited to: manufacturing and industrial development, including industrial parks, manufacturing and assembly plants, export-oriented industries and agro-processing facilities; agriculture and agribusiness, including commercial farming, irrigation, livestock and agricultural value addition; tourism and hospitality, including hotels and resorts, eco-tourism, and conference and recreational facilities; renewable energy, including solar, wind, bio-energy and green hydrogen; real estate and commercial development, including business parks, mixed-use developments, affordable housing and smart cities; logistics and infrastructure, including logistics hubs, warehousing, distribution centres and inland container facilities; technology and innovation, including technology parks, data centres, Business Process Outsourcing facilities and innovation hubs; and special investment projects, including Special Economic Zones, Export Processing Zones, public investment projects, Public Private Partnerships and strategic national investment projects.

4.0 BENEFITS OF PANEL MEMBERSHIP

As the primary gateway for investors seeking land in Kenya, Invest Kenya utilizes the Panel to connect verified providers directly with active buyers and partners. Membership offers substantial strategic advantages:

- **Targeted Investor Introductions:** Receive direct referrals to a growing pipeline of domestic and foreign investors actively looking for land, matched precisely by location, acreage, and sector suitability.
- **National Promotion:** Gain extensive visibility across Invest Kenya's official channels, including the website, digital portals, investment publications, and the One Stop Centre for Investors.
- **International Exposure:** Leverage global marketing opportunities through flagship "Why Kenya" presentations delivered at international conferences, global roadshows, trade missions, and diaspora engagements.
- **Event Showcasing:** Feature your land assets prominently at investment promotion missions, high-level forums, and sector-specific initiatives convened both locally and abroad.
- **Market Intelligence:** Obtain early insights into shifting investor demand across specific sectors, geographic locations, and project types, drawn directly from Invest Kenya's engagement lifecycle.
- **Commercial Partnerships:** Secure a direct gateway to high-value transactions, including outright sales, long-term leases, joint ventures, and other strategic partnerships.

5.0 ELIGIBILITY AND MANDATORY DOCUMENTS

This invitation is open to:

- Companies, corporate entities and institutions that own land;
- Individual Landowners
- Real estate developers and property investment companies;
- Trustees and administrators legally mandated to manage land assets;
- Community land representatives duly authorised under applicable laws;
- Government institutions and State Corporations;
- Land agents and brokers registered with the Estate Agents Registration Board holding written owner mandates; and
- Joint ventures, consortiums and land aggregators.

Applications shall be submitted in English and shall include the following:

A. Applicant Information

- Name of applicant
- Postal and physical address
- Telephone contacts and email address
- PIN certificate (where applicable)
- National identification card or Alien Card or passport of the authorised representative
- Certificate of incorporation or registration documents (where applicable)

B. Proof of Ownership or Authority to Transact

- Category A (landowners): copies of the title deed(s) or certificate(s) of lease, together with an official land search conducted within the last six (6) months (a summary schedule is acceptable where several parcels are held);
- Category B (agents and brokers): a valid Estate Agents Registration Board registration certificate, and a signed agency agreement, mandate or power of attorney from the registered owner(s) for the land offered; and
- Category C (land banks and aggregators): evidence of allocation, ownership or lawful authority over the land.

C. Declaration

A signed legal declaration confirming that the provided information is accurate, the applicant owns or has proper authority over the land, and the property is free from any undisclosed disputes, encumbrances, or restrictions.

6.0 QUALIFICATION AND EXPERIENCE

A. Summary of Land Portfolio

- Locations covered and GPS coordinates
- Cumulative size of land owned or controlled (in acres or hectares)
- General land use and zoning classification and Topographical characteristics
- Investment sectors for which the land is considered suitable
- **Infrastructure Availability**
 - Electricity, water supply and sewerage services
 - Road and railway access
 - Airports and airstrips
 - Fibre optic connectivity and telecommunications services
 - Waste management facilities
 - Distance of the land from major infrastructure facilities
- **Environmental and Regulatory Information**
 - Environmental Impact Assessment approvals and NEMA approvals (where applicable)
 - County Government and existing development approvals
 - Applicable zoning regulations
 - Any pending legal or regulatory matters affecting the land

Detailed per-parcel particulars are not required at registration; full particulars will be provided by the provider once a specific investor has been introduced.

B. Preferred Investment Arrangements

The arrangements the applicant is willing to consider, for example outright sale, long-term lease, joint venture, Public Private Partnership, Build-Operate-Transfer, strategic partnership or land contribution.

Applicants may also indicate their preferred mode of engagement with prospective investors.

7.0 EVALUATION CRITERIA AND METHODOLOGY

Stage 1: Preliminary (Mandatory) Evaluation. Applications are checked for completeness and for the documents required under Sections 5 and 6 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 applicant must attain the minimum qualifying score of 70% to be admitted to the Panel.

Evaluation criterion	Weight (%)
Legal ownership or authority to transact (including EARB registration and owner mandate for agents)	30
Scale and availability of land owned or controlled	20
Suitability for investment and sector relevance	20
Geographic coverage and strategic location	20
Completeness of submission	10
TOTAL	100

Invest Kenya reserves the right to undertake additional due diligence where necessary.

8.0 PANEL TERMS AND CONDITIONS

Successful applicants may be registered on the Panel of Land Providers and introduced to prospective investors. Applicants should note that:

- Inclusion on the Panel does not guarantee that investors will be introduced or that any transaction will result;
- Inclusion does not create any contractual obligation between Invest Kenya and the provider;
- Invest Kenya facilitates introductions only and shall not act as an agent, broker or party to any transaction;
- All negotiations, agreements and payments for the land shall be undertaken directly between the investor and the provider;
- Invest Kenya shall not be liable for any commercial arrangement entered into by the parties;

- Inclusion on the Panel shall be subject to periodic review;
- Invest Kenya reserves the right to remove any provider or land from the Panel where the information provided is inaccurate or misleading, where an agent's authority or registration lapses, or where the land is no longer available for investment.

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

Invest Kenya shall treat commercially sensitive information submitted by applicants as confidential and in accordance with the Data Protection Act, 2019, and may disclose only such non-confidential information to prospective investors as is necessary to facilitate an introduction. Invest Kenya reserves the right to publish relevant, non-confidential information relating to investment opportunities for promotional purposes.

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.

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/002/2026–2027: EXPRESSION OF INTEREST (EOI) FOR THE PROVISION OF INVESTMENT-READY LAND”, 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.

Name of Firm / Applicant	
EOI Reference No.	
Service Category applied for	
Country of Incorporation / Registration No.	
Contact Person & Title	
Email / Telephone	
Number of similar assignments (last 5 years)	
Authorised Signatory & Date	