LASER PROPERTY SERVICES

REQUEST FOR EXPRESSION OF INTEREST (REOI)

STRATEGIC PARTNERSHIPS & ACQUISITION

HOTEL, HOSPITAL, OFFICE & MIXED-USE

KISUMU · MOMBASA · ELDORET · NAIROBI

REOI Ref. No.: REOI/LPS/002/07/2026

EOI SUBMISSION DEADLINE

31 August 2026

OPPORTUNITIES AT A GLANCE

1. **Hotel & Serviced Apartments Operator Partnership**
   Mombasa, Kisumu & Eldoret · dual-phase design advisory then long-term HMA
2. **Office Space — Outright Purchase or Lease-to-Own**
   Parliament Road office tower, Nairobi CBD · outright or rent-to-own (TPS)
3. **Mixed-Use Development Strategic Partnership**
   Hurlingham (Chaka Road), Nairobi · 3-4 star hotel, luxury retail & secure custody facility
4. **Specialist Hospital Operator Partnership**
   Anderson Park, Kisumu · 18-storey specialist hospital with helipad & emergency wing

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OPPORTUNITY 1 — STRATEGIC PARTNERSHIP: OPERATOR SOUGHT FOR HOTEL AND SERVICED APARTMENTS IN MOMBASA, KISUMU AND ELDORET

LASER Property Services Limited has been engaged by one of its institutional clients to identify and procure a suitable **hotel and serviced apartments operator** for three hospitality developments in **Mombasa, Kisumu and Eldoret**, each to be developed to a **3-4 star** standard. The objective is to secure a reputable regional or international operator to provide branding, management, marketing, pre-opening support and operational expertise that maximizes the value of these assets.

As a value-add within its engagement as operator, the selected operator will also provide technical advisory and development support during design. The Operator will be engaged in a dual-phased, seamless capacity:

Phase I: Technical Advisory & Development Support (Pre-Construction value-add)

- 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.

As the operator, the successful bidder will provide technical advisory during design (including recommending consultants to constitute the design team) as a value-add, and will deliver pre-opening services, branding, hotel management, sales and marketing, revenue management, staff training, quality assurance and financial reporting.

SCOPE OF SERVICES

- Technical Advisory & Development Support
- Branding & Pre-Opening Services
- Hotel Management & Operations
- Sales, Marketing & Revenue Optimization
- Asset Enhancement & Owner Reporting

WHO SHOULD RESPOND

- International hotel brands and management companies.
- Regional East and Central African hotel operators.
- Serviced apartment and extended-stay brands.
- White-label and third-party hotel management companies.
- Groups operating under franchise, lease or management structures.
- Consortia of the above, provided the lead party is clearly identified.

OPPORTUNITY 2 — PURCHASE OF OFFICE SPACE ON FINANCE TO LEASE MODEL (TPS) OR OUTRIGHT PURCHASE IN THE PROPOSED OFFICE TOWER DEVELOPMENT ON L.R NO. 207/4866 (NAIROBI/BLOCK 28/363) ALONG PARLIAMENT ROAD IN NAIROBI CENTRAL BUSINESS DISTRICT

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. 207/4866 along Parliament Road.

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

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 (Booking fee, Foundation milestone, Structural framework completion, and Handover/Fitting-out).

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.

OPPORTUNITY 3 — STRATEGIC PARTNERSHIP IN DEVELOPMENT OF A MIXED-USE PROJECT ON L.R NO. NAIROBI/BLOCK 19/28 IN HURLINGHAM AREA, NAIROBI CITY COUNTY

LASER has been engaged by one of its institutional clients (the Sponsor) to identify and procure a suitable strategic partner for the development of a mixed-use project on a three-quarter acre parcel at the junction of Chaka Road and Arwings Kodhek Road, Kilimani, Nairobi City County. The Sponsor owns the underlying land and seeks a partner to complete the joint venture vehicle by providing capital, design and technical insight, and long-term operating expertise.

The project merges high-end hospitality with a specialised, secure luxury commercial zone, featuring:

- A 3-4 star hotel and serviced apartments tower.
- An upscale luxury retail arcade featuring Tier-1 global brands.
- A world-class, high-security precious-asset custody and vaulting facility, with state-of-the-art secure storage infrastructure serving specialised institutional users.

Bidders must demonstrate robust capability across four operational roles, which will form the basis of the final transaction documents:

Role 1: Capital Partner & Co-Investor

- Inject at least 25% of the total project equity requirement in cash at creation of the Special Purpose Vehicle (SPV).
- Provide verified Proof of Funds, 3 years' audited accounts, bank comfort letters or committed discretionary fund allocations.
- Demonstrate capacity for corporate guarantees or proportional equity to cover construction cost overruns.
- Contribute to pre-opening working capital and operating liquidity.

Role 2: Technical Advisor & Project Deliverer

- Review and optimize architectural, spatial and interior layouts to maximize key counts, operational flow and back-of-house logistics.
- Advise on MEP layouts, IT infrastructure and smart-building systems to international hotel or serviced apartment codes.
- Undertake value engineering to reduce CapEx without compromising quality or brand compliance.
- Appoint a technical representative for site meetings and quality sign-off.

Role 3: Hospitality or Serviced Apartment Operator

- Manage pre-opening: staff recruitment, training, OS&E procurement and localized marketing.
- Connect the property to an established Global Distribution System (GDS), central reservation platform and global loyalty program.
- Oversee daily operations, guest relations, F&B, housekeeping and maintenance.
- Provide transparent monthly financial reporting to the SPV board, optimizing Net Operating Income (NOI).

Role 4: Superior User & Asset Manager of the Commercial / Retail Component

- Act as the superior user of the commercial and retail component, curating and executing a leasing strategy targeting Tier-1 luxury brands, high-end jewellers and specialised institutional occupiers.
- Design and oversee world-class, military-grade security and secure vaulting compliant with global insurance standards for high-value asset custody.
- Establish AML, KYC and responsible-sourcing compliance frameworks appropriate to high-value precious-asset custody and trade.
- Run B2B and B2C operations for HNWI clientele and specialised secure-logistics occupiers.

Bidders may respond under **Model A** (Direct Operator) or **Model B** (Master Developer Consortium), and must package the response in four labelled sections: Corporate Profile & Eligibility, Financial Capability, Technical & Operational Credentials, and Proposed Project Approach.

OPPORTUNITY 4 — STRATEGIC PARTNERSHIP: OPERATOR SOUGHT FOR A SPECIALIST HOSPITAL AT ANDERSON PARK, KISUMU

LASER Property Services Limited has been engaged by one of its institutional clients to identify and procure a suitable **hospital operator** for a purpose-built specialist hospital within the Anderson Park development in Kisumu. The objective is to secure a reputable regional or international healthcare operator to provide clinical services delivery, management, accreditation and operational expertise, establishing a leading centre of medical excellence in the Lake region.

The specialist hospital is planned as a landmark tower rising to eighteen floors, offering approximately 15,000 sqm of clinical, diagnostic and support space, with a rooftop helipad, a dedicated emergency wing and on-site parking.

As a value-add within its engagement as operator, the selected operator will also provide technical advisory and development support during design. The Operator will be engaged in a dual-phased, seamless capacity:

Phase I: Technical Advisory & Development Support (Pre-Construction value-add)

- Collaborating with Laser Property Services on pre-construction feasibility studies, service-line planning and financial modelling.
- Advising Laser Property Services-appointed architectural and engineering consultants to align clinical planning, departmental adjacencies, patient and staff flows and medical equipment layouts with recognised healthcare standards.
- Reviewing MEP (Mechanical, Electrical and Plumbing) layouts, medical gases, infection control, biomedical infrastructure and licensing/accreditation requirements.
- Optimizing the operational flow to reduce long-term operating expenditures (OPEX).

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

- Full operational management of the hospital under a long-term Hospital Management Agreement, including clinical governance and quality assurance.
- Pre-opening commissioning, recruitment and credentialing of medical and support staff, and procurement of medical equipment and supplies.
- Establishing specialist service lines, referral networks, payer and insurance arrangements, and accreditation to recognised standards to drive utilisation and sustainability.

As the operator, the successful bidder will provide technical advisory during design as a value-add, and will deliver pre-opening and commissioning services, clinical service delivery, hospital management, quality assurance, staff training and financial reporting.

WHO SHOULD RESPOND

- International and regional hospital groups and healthcare operators.
- Specialist and tertiary-care providers and referral hospital networks.
- Healthcare management companies operating under management or lease structures.
- Consortia of the above, provided the lead party is clearly identified.

IMPORTANT DATES

Deadline for Clarifications: 31 July 2026
EOI Submission Deadline: 31 August 2026

REQUEST FOR REOI DOCUMENT

Interested parties may request the detailed REOI document and submit completed responses via **info@laser.or.ke** with the subject line being **REOI/LPS/002/07/2026**.

The EOI documents can be accessed on **https://cpf.or.ke/tenders/**

Closing / opening date of **31st August 2026**.

DISCLAIMER

LASER Property Services Limited and its Client reserve the right to accept or reject any submission and are not bound to proceed with any engagement arising from this REOI. Images are indicative only.

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