

**MINUTES OF THE PRE-BID MEETING HELD ON 3rd JULY 2019 AT UMEME PLAZA, RIARA ROAD, NAIROBI AT 11.30AM
DEVELOPMENT PARTNER FOR THE PROPOSED JOINT VENTURE IN THE RE-DEVELOPMENT OF LAND REFERENCE NUMBER 330/1192 NAIROBI KENYA TENDER NUMBER KPPF/PROC/2-A/02/19**

Attendees

Kenya Power Pension Fund (KPPF)

- a. Edwin Ruttoh
- b. Joseph Mitito
- c. Idy Pembere
- d. Consolata Mbuiya
- e. Amos Kimani

Transaction Advisory

- a. Ngatia Kirungie
- b. Kimani Njane
- c. Bryan Nthiga
- d. George Kinyua

Potential Bidders

See attached attendance sheet

Min 01 - Preliminaries

The pre-bid meeting began at 11.30 a.m. All persons present introduced themselves. An attendance sheet was circulated for the attendees to fill their details. A project briefing was done by the Consultants and queries raised thereafter.

Min 02 – MATTERS ARISING

Question 1: How would the bidders incorporate the costs of demolition of the structures already on the site in their proposals?

Answer: All demolition costs should be included as part of project costs in the financial model to be submitted in the bidders' proposals.

Question 2: Since KPPF is proposing a joint venture structure where their contribution is land, will

the developer be allowed to use the land as collateral when procuring a project loan?

Answer: KPPF may consider use of the land as collateral with a successful bidder if there is need. This will form part of negotiations with the successful bidder.

Question 3: As part of their proposals, the bidders are required to conduct a preliminary feasibility study which would be further improved upon after award of contract. What would happen if one of the findings of the feasibility study is a land value that differs from the stated KES 1.4 Billion?

Answer: For the purposes of the bidder's proposals, the land value to be used is KES 1.4 Billion which represents its current book value. After award, the end value of the land will be determined through an independent valuation commissioned jointly by the parties.

Question 4: As part of the exit strategy in the bidder's proposals, should bidders interpret exit as outright sale of all developed assets?

Answer: KPPF will fully exit from the development and does not intend to hold a stake in the property in the long-term.

Question 5: Will KPPF assist the developer in the obtaining permits necessary for the development?

Answer: Acquisition of all necessary permits and approvals is the responsibility of the development partner. KPPF provide all the necessary documents to acquire the permits.

Question 6: Due to the time constraints of submitting the proposals, is it possible for KPPF to provide previous topographical and geotechnical surveys previously conducted on the site?

Answer: Please find attached topographical survey previously conducted by the Fund through an appointed Topo Surveyor. The geotechnical survey will be conducted by successful bidder at their own costs.

Question 7: As part of their proposals, bidders are asked to submit a tender security. In the event that a development partner is chosen but it is later deemed that the development is not feasible prior to commencement, will the performance security be refunded?

Answer: Yes, the tender security shall be released in accordance to clause 3.17.8 of the tender document

Question 8: What constraints are there in the selection of a development team?

Answer: The development Partner should come with its own technical development team. However, KPPF retains the right of refusal of any proposed development team members guided by their own experience and expertise in property development.

Question 9: What are KPPF's expectations for the bidders' proposals?

Answer: All requirements are as stipulated in the tender document

Question 10: Due to the detailed nature of the proposals to be prepared and the submission deadline of August 2nd, would KPPF consider an extension of the bid submission deadline?

Answer: The tender Submission deadline has been extended to **Friday 6th September 2019 at 11:30 AM** at the location indicated in the tender document.

Question 11: Are there any constraints with regards to the type of property to be developed (e.g. residential, retail, commercial or mixed use)?

Answer: No, there are no constraints and it is open to the developers to determine the type of property to be developed.

Question 12: Since several bidders will be submitting proposals with various building designs will the bid process follow design competition rules?

Answer: This is NOT a design competition tender, it is an Open International Tender. However, the designs submitted should adhere to all rules and regulations including those of BORAQS.

Question 13: When do we want full exit from the property?

Answer: As stated in the tender document, the exit timeline is a period of 4 years. This period includes construction and sales duration.

Question 14: Can the potential bidders submit any further questions to KPPF?

Answer: Yes, in accordance to Clause 3.6 of the tender document. Any further questions may be sent to KPPF via the email address tenders@kppf.co.ke.

The meeting ended at 12:09 p.m.