

REQUEST FOR EXPRESSION OF INTEREST (EOI) TO PARTNER
IN THE DEVELOPMENT OF BLUFFHILL PROPERTY LANDBANKS

1. Introduction

Old Mutual Investment Group Zimbabwe (Private) Limited (OMIG) invites interested parties to submit an Expression of Interest (EOI) for the development of its landbank in Bluffhill which is currently zoned for residential clusters.

2. Background

2.1. OMIG is a subsidiary of Old Mutual Zimbabwe Limited (OMZIL) duly registered as an Asset Manager and Real Estate Agency. 2.2. OMIG has a landbank in Bluffhill which it intends to develop in Partnership with a Developer to be identified. The Landbank is situated at Stand Numbers 2195-2197 of Bluff hill township of stand 1180 bluff hill. (Coordinates -17.7781080, 30.9663200) 2.3. The Landbank is currently zoned for residential clusters and the proposed developments should be aligned with the current zoning. 2.4. Where there are possibilities of maximizing the development advantages of an Employer-Assisted Staff Housing Program, it is recommended that the concept clearly outlines the specific modalities for how the employer will assist staff in acquiring products from the project.

2.5. Old Mutual will contribute its land as its own contribution to the project trigger capital.

2.6. The vendor can provide several options on this landbank if applicable for either the current zoning or for the proposed change of use.

3. Objectives

The Objectives of this request for Expression of Interest are as follows 3.1. To identify and shortlist Developers with the necessary expertise, experience, and capacity to deliver the project successfully.

3.2. To solicit innovative ideas and approaches from potential Developers that could enhance the project's outcomes.

3.3. To gain a comprehensive understanding of the technical and operational capabilities of the potential Developers.

3.4. To explore opportunities for strategic partnerships or collaborations that could benefit the project. The proposed Partnership and Development agreement model-structure should be clearly elaborated.

3.5. To ensure that potential Developers can comply with all regulatory, legal, and compliance requirements. 3.6. To determine the development cost and budgetary information for the project, highlighting the financing model for the project. 3.7. To establish the development Workplan for the proposed project concept.

3.8. To identify potential risks and mitigation strategies proposed by the Developers.

3.9. Enhance Project Planning: To gather information that will assist in detailed project planning and scheduling.

3.10. To gauge the level of interest and capability within the market for the proposed project.

4. Scope of Works

The works shall be done on turnkey basis and includes, but will not be limited to the following activities and processes:

- 4.1. Development of master plans for residential and/or commercial use.
- 4.2. Obtaining applicable regulatory approvals.
- 4.3. Building and developing facilities as per the master plan.
- 4.4. Infrastructure and amenities development (roads, utilities, etc....)
- 4.5. Landscaping and environmental management.
- 4.6. Project management and coordination.
- 4.7. Community engagement and stakeholder management.

5. Eligibility Criteria

5.1. Technical Compliance - Execution Plans and key dates (i.e. how is the requirement going to be performed, and by when).

5.2. Technical Capability - availability of necessary technology, tools, resources and equipment as well as technical expertise and qualifications of key personnel.

5.3.

Financial Proposal inclusive of development cost, financing model and Rate of return amongst other key financial details.

5.4. Experience and Expertise - (Minimum number of years in business. Proven track record in similar projects or services, Relevant industry certifications or accreditations.

5.5. Financial Stability: Financial Information demonstrating robust organizational performance, financial stability and capability to undertake the project.

5.6. Compliance and Legal Requirements: Compliance with local, national, and international regulations. Valid business licenses and permits. No history of legal disputes or regulatory violations

5.7. Quality Assurance: Established quality management systems, Quality Certifications.

5.8. References and Past Performance. Positive references from previous clients. Documentation of past performance on similar projects.

5.9. Project Understanding and Approach: Clear understanding of the project scope and objectives, Proposed methodology and approach to deliver the project.

5.10. Team Composition: Qualifications and experience of the project team, Availability of key personnel for the project duration

5.11. Innovation and Value Addition: Ability to provide innovative solutions and add value to the project partnership. Demonstrated commitment to continuous improvement.

5.12. Risk Management: Effective risk management strategies and plans, Ability to identify and mitigate potential risks.

6. Submission Requirements

6.1. EOI should be submitted in sealed envelopes, and clearly marked "EOI TO PARTNER IN THE DEVELOPMENT OF BLUFFHILL PROPERTY LANDBANK" addressed as follows:

The Chairperson-Group Tender Committee

Old Mutual Zimbabwe Limited

100, The Chase (West), Emerald Hill

PO Box 70, Harare

Tel. (263) 4 308400

6.2. Submissions should be on company letterhead and duly signed by an authorized official.

Insert a soft copy of the EOI in a flash drive and submit together with the hardcopy of the EOI.

6.3.

6.4.

EOI to be submitted at Old Mutual Head Office, 100 The Chase. Emerald Hill, Harare.

6.5. Submissions must be done strictly no later than the 14th of January

7.

2025 at 11:00hrs. Proposals not received by the deadline time and date shall not be considered.

Site Visit, Inquiries and Clarification Procedure

7.1. A site visit shall be held on the 13th of December 2024 at 1200hrs for the Bluffhill property landbanks. The meet up point is the Old Mutual offices at Westgate Shopping Mall.

7.2. Details of the landbank can be requested at omportfolioprocurement@oldmutual.co.zw

7.3. OMIC shall respond to reasonable requests for additional information relating to this EOI.

7.4. All queries or clarifications should be directed to the following:

V. Kahondo

+263 774 922 725

W. Mapfungautsi +263 773 748 573

8. Processing of Submissions

8.1. EOI documents will be evaluated within a reasonable time after submissions. After the selection of a shortlist, selected Vendors may be called upon to do a presentation on their proposal. No developer will attend the presentation of any other developer.

8.2. Successful vendors will be advised. If a vendor has not been

contacted within three months of Submission, they should consider themselves unsuccessful.

8.3. Initiation of a EOI procedure imposes no obligation on Old Mutual to award the contract. Should the invitation to EOI cover several items or lots. Old Mutual reserves the right to award a contract for only some of them. Old Mutual shall not be liable for any compensation with respect to tenderers whose tenders have not been accepted or have been awarded in part or lots. Nor shall it be so liable if it decides not to award the contract.

9. Anti-Bribery Policy

Please note that it is Old Mutual Zimbabwe Limited policy to conduct all its business in an honest and ethical manner and in this respect Old Mutual Investment Group Zimbabwe (Private) Limited is committed to upholding all laws relevant to countering bribery and corruption in Zimbabwe. Old Mutual Investment Group Zimbabwe (Private) Limited takes a zero-tolerance approach to bribery and corruption and is committed to acting professionally, fairly and with integrity in all its business dealings and relationships with all its vendors/suppliers/contractors and /sub-contractors.

We wish to advise you that corrupt and bribery activities by Suppliers. Vendors and Contractors (through their directors, agents, and employees) dealing with the Old Mutual Investment Group Zimbabwe (Private) Limited will result in them being delisted from doing business with the Old Mutual Investment Group Zimbabwe (Private) Limited. We therefore encourage you to report or notify us of any suspicious activities/ any form of bribery and corruption activities by our employees through our Tip-Offs Anonymous Platforms so that we prevent these acts from happening. The following reporting lines can be used for reporting suspicious activities:

Report unethical behaviour! Tip-Offs Anonymous (TOA) Reporting Lines: Zimbabwe 0800 4100 or 4105/0808 5500 Available