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When Replying Please Quote

**Ref: PPPD/O&S/RFP/01/2025-2026**

**19<sup>th</sup> January, 2026**

**REF: REQUEST FOR PROPOSALS (RFP) FOR PROVISION OF TRANSACTION  
ADVISORY SERVICES FOR DEVELOPMENT OF A COMMERCIAL SPACEPORT  
THROUGH SOLICITED PUBLIC PRIVATE PARTNERSHIPS PROJECTS.  
RFP NO. PPPF/42573/RFP/0001/2025-26**

**ADDENDUM I**

The National Treasury has issued an addendum to the request for proposals (RFP) for provision of consultancy services for Transaction Advisory Services for Development of a commercial spaceport through Solicited Public Private Partnerships Projects.

All other terms and conditions remain the same.

**HEAD, SUPPLY CHAIN MANAGEMENT SERVICES  
FOR: PRINCIPAL SECRETARY/PUBLIC INVESTMENTS AND ASSETS MANAGEMENT**

**ADDENDUM I- TRANSACTION ADVISORY SERVICES FOR DEVELOPMENT OF A COMMERCIAL SPACEPORT  
THROUGH SOLICITED PUBLIC PRIVATE PARTNERSHIPS PROJECTS.**

<b>S/No</b>	<b>Query</b>	<b>Clarification</b>
<b>Scope of work and project description</b>		
1.	The ToR mentions evaluating locations for “vertical and horizontal launch sites.” Is the preferred site(s) already narrowed down to the general area of Kipini (Malindi-Lamu), or is the TA expected to propose and evaluate multiple potential sites across Kenya? Are there any pre-identified constraints (e.g., environmental sensitivities, military zones) that must be considered from the outset?	As indicated in the TOR, the Transaction Advisor (TA) is expected to evaluate the suitability of potential site(s) for launch activities. Any preferred locations identified by the Kenya Space Agency (KSA), shall be disclosed to the successful bidder upon contract award.
2.	Launch Vehicle Focus: The ToR asks for analysis of “medium-size launch vehicles (both liquid and solid).” Are there any preferred vehicle classes (e.g., SmallSat, medium-lift) or payload mass-ranges (e.g., 500kg, 5,000kg) that the government prioritizes for this facility?	The currently envisaged launch capacity is up to 3,000 kg. However, the Transaction Advisor shall assess and recommend the optimal launch vehicle capacity, taking into account technical, market, regulatory, and operational considerations, and shall leverage its expertise and experience in providing such advice.
3.	Phase I Feasibility Study (Task 1.1): The ToR states the Technical Feasibility must include a “business case analysis” and “identify target payload operators.” Can you confirm whether the TA is expected to conduct primary market research (e.g., direct outreach to launch providers) or if this will be based on secondary data and existing industry reports? What level of detail is expected for the “total addressable market” analysis?	The Consultant shall provide a robust market analysis supported by verifiable demand data and market statistics, drawing on its experience and industry track record. As provided under Part 2.2 of the Terms of Reference, the Transaction Advisor shall also conduct market sounding of the proposed contractual structure.
4.	Phase I: The ToR mentions proposing “requisite policy,	As outlined under Task 1.4 (Legal Feasibility), the TA is

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	legal and regulatory framework.” Is the TA expected to draft new legislation or amendments to existing laws (e.g., Kenya’s Space Bill), or provide recommendations for which existing frameworks need adaptation? Who will have final authority over these proposals?	expected to review the existing legal and regulatory framework and provide recommendations, including proposed amendments where necessary, to enable effective implementation of the project.
5.	Phase II: The ToR requires the TA to prepare the RFP “in accordance with best industry practice and applicable laws.” Given the novelty of a commercial spaceport PPP, can you specify which “best industry practices” (e.g., ICAO standards, specific international PPP models) are most relevant to guide the structure of the RFP and contract?	Best practices applicable to the spaceport project shall include internationally recognized standards that ensure the highest levels of safety and successful project delivery under a PPP financing model. In addition, prevailing industry practices for spaceport development and operation shall inform the minimum expected standards. The Transaction Advisor shall also provide relevant case studies, frameworks, and guidelines to demonstrate compliance with applicable international standards and best practice frameworks.
6.	In-Situ Resource Utilization (ISRU): While not explicitly mentioned in the ToR, ISRU is vital for long-term sustainability. Is the TA expected to consider the feasibility of integrating ISRU (e.g., water ice extraction for propellant) into the spaceport’s economic model, or is the scope limited to launch infrastructure only?	The ISRU Integration is an expected performance standard. It creates room for innovative ideas hence highly encouraged.
7.	Airspace Integration: Task 1.1 requires assessing integration into Kenya has controlled airspace. Has the Kenya Civil Aviation Authority (KCAA) provided preliminary guidance or constraints on airspace usage	Airspace integration requirements shall be determined as part of the feasibility studies, following engagement with the relevant regulatory authorities, including the Kenya Civil Aviation Authority. The feasibility studies shall inform any

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	for rocket launches? Are there existing NOTAM procedures or restricted zones that must be considered?	existing preliminary guidance by KCAA, NOTAM procedures or restricted zones as an outcome post engagement with relevant authorities.
8.	Environmental Baseline: The ToR mandates a Preliminary ESIA. Is there any existing baseline environmental data (e.g., biodiversity, noise, air quality) for the Kipini area that the TA can utilize and build upon? Or must all surveys be commissioned from scratch?	There is currently no existing environmental baseline data for the Kipini area. All required environmental surveys shall be commissioned as part of the assignment, in accordance with the TOR.
9.	International Treaties: The ToR mentions “export/import regimes.” Will the TA be expected to advise on compliance with international treaties like the Outer Space Treaty, ITU Radio Regulations, or the Artemis Accords?	The scope of work includes advising on an enabling framework for launch and launch operations. The TA is expected to advise accordingly.
10.	Legal Feasibility: Task 1.4 mentions proposing necessary amendments to make the PPP modality workable. Can you provide a list of existing Kenyan laws, regulations, or institutional arrangements that the TA is expected to review for potential impediments? Is there a preliminary legal assessment available?	Kindly refer to the TORs for the scope and expected deliverables. The TA is expected to possess the requisite legal expertise to identify, review, and address relevant legal and institutional considerations.
11.	Funding Sources: The ToR asks for an assessment of funding options. Is the government open to considering multilateral financing (e.g., World Bank, EIB) as part of the capital structure, or is the focus primarily on private equity and commercial debt?	Project financing and debt structuring may take various forms, provided they are consistent with the DBFOM structure of the PPP and do not introduce fiscal or refinancing constraints for the Government.

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12.	Financial Model & FCCL: The ToR requires the TA to develop a financial model and conduct FCCL assessments. Will the TA be provided with baseline cost estimates for CAPEX and O&M, or is it expected to source these independently? For the FCCL assessment, what is the Government's current threshold for contingent liabilities that would trigger a review or require mitigation?	<p>The Transaction Advisor shall develop the financial model based on available project information and shall independently establish, validate, and refine CAPEX and O&amp;M cost assumptions, with Government support provided in facilitating access to relevant data where available.</p> <p>With respect to the assessment of Fiscal Commitments and Contingent Liabilities (FCCL), the Government's threshold for contingent liabilities is yet to be established. Accordingly, the Transaction Advisor shall identify, assess, and quantify fiscal commitments and contingent liabilities and propose appropriate mitigation measures in line with prevailing Government policies and in consultation with the PPP Directorate.</p>
13.	Value for Money (VfM): The ToR requires a VfM analysis based on a Public Sector Comparator (PSC). Will the government provide access to its internal PSC model or assumptions for comparison, or is the TA expected to develop this entirely independently? Is the Government open to considering a hybrid model (e.g., public ownership of land/infrastructure with private operation), or is the assumption that the entire project will be delivered via a full PPP?	<p>The VfM analysis is expected to evaluate the public interest justification for delivering the project as a PPP. Expert opinion supported by verifiable and substantive evidence shall be considered. The government shall cooperate to provide required data on public sector comparator where applicable.</p> <p>Hybrid delivery models shall be acceptable, provided that the roles and responsibilities of the Government and the private party are clearly defined.</p>
14.	Risk Allocation Matrix: Task 1.4 requires proposing a risk allocation matrix. Are there any specific risks (e.g., political, currency, force majeure) that the government	The Transaction Advisor shall develop a risk allocation matrix in line with the Government Support Measures Policy. Any risks deemed non-negotiable shall be addressed and agreed

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	considers non-negotiable for the private sector to bear?	upon through consultations with the PPP Directorate.
15.	Revenue Model: The ToR mentions “revenue share” and “tariff arrangements.” Does the government have a preferred revenue model (e.g., per-launch fee, fixed annual lease, profit-sharing) that the TA should prioritize in its recommendations?	The revenue model shall be informed by the feasibility study and the government shall take into consideration advice from the Transaction Advisor.
16.	Market Sounding (Task 2.2): Is there a preference for engaging a specific subset of stakeholders (e.g., only major launch providers, or including smaller NewSpace companies)? Will the government facilitate introductions to key potential investors or operators?	The Transaction Advisor shall proactively leverage its experience and professional networks to identify and engage relevant stakeholders. Government support shall be provided where required.
17.	Contract Duration & Extension: The contract is for 24 months, extendable by one year if financial close is not reached. What are the specific conditions (beyond “Financial Close not reached”) under which this extension would be granted? Is it automatic, or subject to performance review?	Any extension beyond the stipulated contract duration shall be subject to adequate justification based on clearly demonstrated circumstances, including delays not attributable to the Transaction Advisor. Approval of such extensions shall be at the discretion of the Contracting Authority, in consultation with the PPP Directorate.
18.	Joint Venture (JV) Requirements: Clause 3 states that JV members must be named. If a consortium includes international firms, are there any restrictions on foreign ownership or local content requirements for the JV team ?	Joint ventures may include international firms, and no ownership restrictions apply, subject to compliance with Kenyan laws on local content. The joint venture shall be limited to a maximum of three (3) firms.
19.	Data Room Access: Phase II mentions “data room design.” The ToR states KSA will provide “all available	Discussions on data to be provided will be held with the selected bidder. Available data will be provided to the selected bidder.

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	pertinent data.” Will the government provide access to existing project documents, feasibility studies, or technical assessments, or is the TA expected to create the entire data room from scratch? Can you confirm what data sets are currently available (e.g., geospatial surveys, environmental studies, previous feasibility reports) and when they will be made available to shortlisted bidders?	
20.	Expertise Validation: The ToR requires “demonstrated experience in at least one (1) spaceport project which has completed construction and is in operation.” Given the global scarcity of operational commercial spaceports, will the PPPD accept experience in other large-scale aerospace infrastructure projects (e.g., launch complexes, satellite-manufacturing facilities) as equivalent?	The assessment will be guided by the stated requirements in the TOR. Based on the specialized nature of the project, experience aligned with the specific requirements outlined in the TOR shall be considered.
21.	Contracting Authority (CA): The ToR states KSA is the CA. Will KSA be the sole entity responsible for contract management, or will the PPP Directorate retain oversight authority during the implementation phase? How will decision-making authority be divided between KSA and the PPP Directorate for key milestones (e.g., commercial close)?	Kindly refer to the PPP Act, 2021 which outlines the mandate of the PPP Directorate regarding PPP Projects. The Contracting Authority (KSA) holds the obligation of project agreement execution (commercial close). This is an advisory phase. A joint implementation team will provide oversight during this phase.
<b>Procurement Instructions to Bidders</b>		
22.	E-GP Platform Compliance: Clause 6 states proposals must use official forms from the E-GP platform. Are	There are no specific formatting guidelines.

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	Are there any specific formatting guidelines (e.g., font size, margins, file type) that must be followed beyond the standard E-GP requirements?	
23.	Bid Format: The RFP requires bids in a prescribed format via the E-GP platform. Can you confirm if bidders are allowed to submit supplementary documents (e.g., detailed CVs, past project summaries) beyond the mandatory forms? Are there any page limits for the Technical Proposal?	Yes, bidders will be able to upload supplementary documents in addition to the mandatory forms. There is no page limit, and the system accepts PDF documents.
24.	Confidentiality of Bids: Once submitted, will the proposals be treated as confidential until the award decision is made? Or will parts of the winning bidder's proposal be made public?	Once submitted the proposals shall be treated as confidential until the award decision is made.
25.	What is the tender No. On the E-GP?	The tender number is PPP/42573/RFP/002/2025 Please refer to the access link below.

<https://egpkenya.go.ke/tender/view-tender-notice/6594/E83667167DE88383EC9F4D72BCAA933A1F11A13470853D5A26108CC12B1D7B54?flag=1>

**Queries raised during pre-bid conference**

26.	Any scope of work for systems engineering in the planning of the spaceport?	The project is still in the inception stage, and this conference focuses on transaction advisory services for the development of commercial spaceport.
27.	What documents has KSA already developed (e.g. concept designs), what is the size of the land, and what is the indicative capex? Thank you	The ToR document contains all the details. However, part of the assignment for the Transaction Advisor is to scope the project and develop a Feasibility Study that captures the financial and

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		commercial aspects of the project.
28.	Do you allow partial bidding on some tasks?	No it is not allowed, the Terms of Reference for the assignment are well elaborated. Bidders encouraged to form consortium to adequately meet the TOR requirements.
29.	Is there a detailed user requirement specifications (URS) for the Launch Facility, Launch vehicle and Orbital trajectory (equatorial)? Is there a Preferred development model: Design-Build-Operate-Transfer?	Part of the assignment for the Transaction Advisor is to give the various options on the launch facility and advise accordingly. Any preference will be disclosed by KSA to selected bidder.
30.	Are non-Kenyan companies eligible to bid?	Yes, non-Kenyan firms are eligible to participate in the tender. This is an open, competitive international tender open to all qualified bidders.
31.	Eligibility of the TA to proceed to the next phases of the project implementation?	A Transaction Advisor that participates and wins the tender for provision of transaction services is not eligible to conduct project implementation due to the potential conflict of interest.
32.	Any state guarantees available?	For Transaction Advisory services it's a procurement that has already been budgeted for and funds adequately allocated through the Project Facilitation Fund under PPP Act, 2021.  When onboarding a private party through the PPP Framework, the Government Support Measures Policy and negotiation outcome will guide the guarantees that will be given.
33.	Please explain taxes and financial evaluation again: should Kenyan firms exclude taxes (WHT and VAT) in the same way as foreign firms should remove these taxes? thank you	The Financial tab on the e-GP system requires bidders to input remuneration and reimbursable costs, after which applicable taxes are added to generate the total quoted price. Bidders are also required to upload a reference document clearly indicating the

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		detailed breakdown of all cost items.
34.	On the EGP, we have in the past encountered challenges in the platform.	Please address all inquiries to <a href="mailto:support@egpkenya.go.ke">support@egpkenya.go.ke</a> and copy <a href="mailto:procurement@pppkenya.go.ke">procurement@pppkenya.go.ke</a> .
35.	What is the budget amount for the transaction advisory services?	This is a competitive procurement process. Bidders to refer to the TORS so that they are able to quote accordingly.
36.	What is the clarification window?	Clarifications shall be allowed up to seven (7) days prior to the bid closing date.
37.	Supplier Registration on Egp  <a href="https://egpkenya.go.ke/supplier/registration">https://egpkenya.go.ke/supplier/registration</a>	Bidders are required to register on the e-GP system via <a href="http://www.egpkenya.go.ke">www.egpkenya.go.ke</a> Firms registered in Kenya must be duly registered with the Business Registration Service (BRS). Foreign suppliers who are not registered with BRS may proceed with e-GP registration; however, registration with BRS shall be a mandatory condition prior to contract award.