



**JOMO KENYATTA UNIVERSITY
OF
AGRICULTURE AND TECHNOLOGY.**

EXPRESSION OF INTEREST

**EOI .JKUAT/25/2016– 2017- EXPRESSION OF
INTEREST FOR CONSULTANCY SERVICES FOR
IDENTIFICATION OF AN INVESTOR IN THE
UNIVERSITY'S NOODLES FACTORY.**

**To: Vice Chancellor,
JKUAT
P.O. Box 62000-00200
Nairobi**

To be received on or before Tuesday 16th May 2017 11:30 a.m.

EXPRESION OF INTEREST (EOI) 2016-2017

BACK GROUND FOR STRATEGIC INVESTORS

Jomo Kenyatta University of Agriculture and Technology (JKUAT) is seeking for competent and experienced strategic investor in the following area.

1. Investment in the Food Processing Industry

This involves the manufacturing, marketing and distribution of noodles under the JKUAT NISSIN FOODS LTD.

The University is looking for a consultant who has capacity to identify an Investor who is able and willing to invest in manufacturing, marketing and distribution of noodles within one week or less.

Your Terms of references includes.

1. To identify an investor willing and able to partner with the University in manufacturing, marketing and distributing noodles throughout the country.
2. Advice JKUAT on the best terms of partnership with the Investor.
3. To hold a meeting with JKUAT and the selected investor in order to negotiate terms of partnership.

The terms of reference for the investor are as indicated below.

TERMS OF REFERENCE FOR THE IDENTIFICATION OF A STRATEGIC INVESTOR IN THE JKUAT NISSIN FOODS LTD

Background information

JKUAT NISSIN FOODS LTD was formed in July 2013 as a Joint Venture between JKUAT and Nissin Foods Holdings of Japan. It is registered under the Company Act of Kenya.

The Head Office of the company is located at JKUAT Main Campus in Juja. It has operational offices and go downs along Mombasa Road in Nairobi where most of the business operations take place.

The main products are instant noodles. There are four brands based on flavors, namely; Nyama Choma, Chicken, Tomato Onion and Masala. They are processed from a blend of whole wheat flour (Atta flour) and sorghum flour for purposes of nutritional quality and health benefits to the consumers.

The distribution channels are through key supermarkets, wholesalers, retail shops and schools. The supermarkets include Nakumatt, Tusksys, Uchumi, Naivas, Mathai and Chandarana. The schools include; Muthaiga Primary School, Karura Primary School, Donholm Primary School and Karen C Primary all in Nairobi County. There are plans to include more schools and other institutions.

The company has 51 employees and several assets. The company is currently constructing a modern factory on a 2 acre plot at the JKUAT Juja Main Campus. The factory will be ready and operational beginning November 2017.

JKUAT NISSIN FOODS LTD needs a strategic partner to strengthen growth and future sustainability of the business. This strategic partner needs to show expert knowledge and experience in operational management of a food manufacturing and sales business, have practical experience, be a reputable organization in the food business and be committed towards continued success of the business.

Obligations of the Strategic Investor

- a. Contribute towards equity funding for growth and expansion of the business.
- b. Provide expertise in the operations and management of the production plant.
- c. Provide systems that will facilitate procurement of relevant raw materials, distribution of finished products to the market, ensure achievement of marketing and branding of the product.

Obligations of JKUAT

- a. Provide the manufacturing plant and machinery and related infrastructure.
- b. Provide expertise for the handling and maintenance of the machinery.
- c. Provide recipes for products production.

Obligations for the joint parties

- a. Fundraising for continuity and sustainability of the business.
- b. Opening up new markets for the business.
- c. Create a workable governance and management structure.

Mandatory Requirements

1. Certificate of Registration.
2. Tax Compliance Certificate.
3. Audited Account for the last three years.
4. Form C12 duly completed.
5. Company Profile.
6. PIN, VAT Certificates.
7. Must have an ongoing related business.
8. Statement of debarment from PPOA.
9. Must have at least 3(No.) successfully concluded similar ventures.

Further information can be obtained at the address below during office **hours 8:30 a.m. to 4:30 p.m.**

**Procurement Office,
Jomo Kenyatta University of Agriculture and Technology,
P. o Box 62000 – 00200,
Nairobi,
Tel: No. 067-5870115 or 067-5870000,
Email: procurement@finance.jkuat.ac.ke.**

Expression of interest should be submitted so as to be received on or before **Tuesday 16th May 2017 at 11:30 a.m.**