



**AGRICULTURAL FINANCE CORPORATION (AFC)**

**TENDER NO. AFC/OT/01/2025-2026**

**STANDARD TENDER DOCUMENT FOR PRE-QUALIFICATION OF VALUERS FOR A TWO YEAR PERIOD 2026-2027 ON A FRAMEWORK AGREEMENT.**

**Tender Closing Date and Time: 22<sup>nd</sup> JANUARY 2026 AT 12.00NOON**

**MANAGING DIRECTOR AFC  
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## **BACKGROUND INFORMATION**

The Agricultural Finance Corporation (AFC) is a Development Finance Institution (DFI) wholly owned by the Government of Kenya. AFC was formed in 1963, initially as a subsidiary of the then Land and Agricultural Bank. It was incorporated as a full-fledged financial institution in 1969 under the AFC Act (Cap 323 of the Laws of Kenya) and entrusted with the mandate of assisting in the development of agriculture and agricultural industries by making loans, and providing managerial and technical assistance to the loan beneficiaries.

The corporation issues secured loans mainly through title deeds. As part of the credit issuance requirement the Corporation values all collaterals. This is where the Valuers play a critical role and also at the time of disposal of some of the repossessed collaterals. In order to recover the funds, the corporation from time to time auctions the repossessed collaterals through public auctions.

In pursuit of this mandate the Corporation invites all qualified and licensed Valuers in good standing to apply for prequalification for the next two years 2026-2027 to provide the services on basis through a framework Agreement.

This exercise is to enable the Corporation manage its loan book to acceptable levels of non-performing loans.

Valuation fees are usually borne by the customer. In order to maintain AFC loans competitive it crucial that valuation fees is reasonable .

## INVITATION TO TENDER

PROCURING ENTITY: **AGRICULTURAL FINANCE CORPORATION (AFC)**

**FRAMEWORK AGREEMENT NAME AND DESCRIPTION: Provision of Property Valuation Services On Need Basis on a Two (2) Years Framework Agreement**

1. AFC invites all qualified and interested and **registered/licensed property Valuers** to submit a bid for consideration into being prequalified to provide Valuation services on NEED BASIS to the Corporation for the period **January 2026-December 2027**.
2. Qualified and interested VALUERS may obtain further information and inspect the Tender Documents during office hours *9.00AM to 4.00PM* at the address given above. More details on the Services are provided in **PART 2 - Services' Requirements**, Section V - Description of Services of the Tender Document.
3. The Tender is issued Free electronically by downloading from AFC website or via email on request. Once you download register via procurement email [procurement@agricfinance.org](mailto:procurement@agricfinance.org) for any addendums that may arise.
4. The Tenderer shall chronologically serialize all pages of the tender documents submitted. All tenders shall be book bound. **No spiral binding shall be allowed.**
5. Tenders shall be submitted in TWO (2) copies, an Original and a Copy, to facilitate evaluation.
6. Tenders will be opened immediately after the deadline date and time specified above or any deadline date and time specified later. Tenders will be publicly opened in the presence of the Tenderers' designated representatives who choose to attend **at Development House, Moi Avenue, 3<sup>rd</sup> Floor, ADC/AFC Conference hall.**
9. Late tenders shall not be accepted.

**MANAGING DIRECTOR**

## PROCURING ENTITY'S REQUIREMENTS

### TERMS OF REFERENCE FOR VALUATION SERVICES

#### 1. Background

Agricultural Finance Corporation (AFC) seeks to engage qualified and licensed Valuers to provide professional valuation services.

Previously there has been misconduct on part of the some of the valuers the Corporation engaged including under/over valuation, failure to provide supporting documents to a valuation exercise, general disorganization and disorderliness, collusion between Valuers and clients/loanees. It is imperative to reiterate such behaviors shall lead to prosecution and black listing. [Valuers who are affected by these prior cases and to whose knowledge the Corporation has made them aware need not apply for this prequalification.](#)

#### 2. Scope of Services

##### General Services

- Carry out professional valuation services in accordance with AFC instructions.
- Carry out due diligence on behalf of and advise the corporation in regards collateral proposed by loanee.
- Provide basis for value attached to a property having taken into consideration all factors that may influence the value.
- Provide all necessary documentation as may be required from case to case.

#### Regional Coverage

While not restrictive Valuers can provide the services countrywide. However we have found in the past Valuers have a better insight when they work in areas they are familiar with. Please pick the areas one may be most interested to enable us map the services.

1. Eastern Region
  - o Regional Office: Kiambu
  - o Service Areas: Wote, Kajiado, Ngong, Machakos, Loitoktok, Nairobi
2. Central Rift Region
  - o Regional Office: Nakuru
  - o Service Areas: Bomet, Molo, Naivasha, Kericho, Eldama Ravine, Kabarnet, Narok
3. Mount Kenya Region

- Regional Office: Nyeri
- Service Areas: Thika, Muranga, Chogoria, Nyahururu, Kerugoya, Nanyuki, Karatina, Meru, Embu, Maralal, Marsabit, Maua
- 4. North Rift Region
  - Regional Office: Eldoret
  - Service Areas: Kitale, Iten, Kapsabet, Turbo, Ziwa
- 5. Nyanza/Western Region
  - Regional Office: Kisumu
  - Service Areas: Kakamega, Kisii, Bungoma, Migori, Kilgoris, Bondo, Oyugis
- 6. Coast Region
  - Regional Office: Kilifi
  - Service Areas: Ukunda, Mpeketoni, Taita Taveta, Bur

## **1. Required Qualifications**

### **1.1 Mandatory Requirements**

- i. Certificate of Incorporation or Registration
- ii. A valid Tax Compliance Certificate as at the date of tender closing
- iii. Valid Valuer's license (2025)
- iv. Current CR 12 not more than 3 months old from tender closing date (for Company) or copy ID for individual practitioner
- v. Bank reference letter not more than three (3) months old from tender closing date showing the bidder holds an active account good for ordinary business dealing.
- vi. Valid Professional indemnity insurance cover of at least KES 20million.
- vii. Proof of a registered physical office -Attach lease agreement or if owned title deed.

### **1.2 Technical Requirements**


- i. Demonstrated experience in undertaking Valuation services successfully for other clients. Submit copies of contracts/LSOs with instructions and sample final valuation Report (At least 3)
- ii. Qualified personnel- Submit CVs and certificates of your personnel- At least one (1)
- iii. Adequate equipment and facilities- provide proof you have the necessary tools of work-eg cars, motorbikes, Survey tools (GPS/GNSS receivers, laser level, drones etc)
- iv. Proven track record –Submit at least three (3) reference letters from clients you have served before.
- v. Financial Capability-Submit a three month bank statement moving average (in and out movement) to demonstrate financial capacity for engagements.

Part 5.1 and 5.2 will be the basis of assessment as to whether an applicant qualifies or not.

## **2. Performance Standards**

- Achieve minimum 75% success rate in valuation instructions
- Submit reports within specified timelines
- Maintain proper documentation
- Comply with all legal requirements
- Maintain professional conduct
- Prompt response to AFC inquiries

Bidder shall elaborate how they intend to achieve these requirements in a narrative.



**Note:** Valuation fees must not be exorbitant as it increases cost of borrowing thereby making the Corporation loans unattractive.