



BOTSWANA HOUSING CORPORATION

Expression of interest

BHC/FIN/PROC-PR05/F02

Revision No.: 00



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EXPRESSION OF INTEREST

**THE EXPRESSION OF INTEREST (EOI) FOR DELIVERY OF AFFORDABLE HOUSING
COUNTRY WIDE THROUGH PARTNERSHIP WITH THE BOTSWANA HOUSING
CORPORATION**

Closing Date: 8TH JULY 2025 @ 0900hrs



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Background

The Botswana Housing Corporation (BHC) or (“the Corporation”) is a statutory body wholly owned by the Government of Botswana. The Corporation was established by an Act of Parliament (Act No: 75 of 1970) and started its operations in February 1971. The mandate of BHC as stipulated by the Act includes among others the following;

- a) To provide for the housing, office and other building needs of the Government and Local Authorities.
- b) To provide for, and to assist and to make arrangements for other persons to meet the requirements of the above paragraph (a).
- c) To undertake and carry out, and to make arrangements for other persons to undertake and carry out building schemes in Botswana.
- d) To ensure quality, affordability and scale of housing to address social housing and community needs.

The Corporation invites submissions / EOI from potential Property developers and /or investors with the capacity and experience to participate in the delivery of affordable housing in Botswana. This EOI is intended to gather information from prospective Property developers and / or investors and to assess the market appetite for delivering affordable housing countrywide.

Objective

The objective of this EOI is to select eligible Property developers and/or investors to partner with the BHC in implementing its strategy for the provision of 100,000 affordable housing units across the (52) District Councils countrywide. The Corporation is promoting home ownership through models that offer either rent - to- buy or outright purchase of houses at affordable prices to citizens.

The partnership can be in the following models

1. Joint Ventures.
2. Collaborations under the Design, Build, Transfer model such as;
 - a) Design, built, Finance, transfer.



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- b) Build, operate, transfer.
- c) Build, own, operate, transfer.

3. Or any other relevant/proposed partnership model.

Eligibility

This invitation for EOI is open to individuals, public and private companies locally (domiciled in Botswana) who demonstrate **financial capability and experience** to partner with the Corporation in the delivery of affordable housing in Botswana.

Selection criteria

The EOI submissions will be assessed based on the following weighted criteria.

Criteria	Description	% Weighted scores
Organizational capacity and experience	Proof of Track Record and References – a brief company profile demonstrating experience in successfully delivering similar projects on housing development (include CVs of key personnel). If no experience demonstrates how, you will successfully implement the project. (e.g. Joint venture, partnership etc.) Demonstrate detailed business proposal covering- – background, technical capabilities, project execution structure and areas of expertise.	25%
Financial capability	Provide proof of availability of funding and/or Letter of intention to finance from a reputable financial institution.	25%
Value Proposition	Provide an overview and the nature of value	20%



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	<p>contribution.</p> <p>Whether rent to buy or outright purchase of houses (mixed model) (Type of housing units, Proposed sale price, Proposed rentals).</p> <p>Indicate how you are going to maximize the use of your preferred land of choice.</p> <p>Also state your preferred area of interest across the (52) Districts Councils countrywide (city, town, Village) as per the attached list of land available.</p>	
<p>Quality Assurance & control</p>	<p>Demonstrate the Quality Assurance & Control Management plan for the project.</p>	<p>20%</p>
<p>Project management methodology</p>	<p>Demonstrate the execution strategy and timelines for project delivery.</p>	<p>10%</p>

Shortlisted bidders scoring **70%** and above in the evaluation will be invited for the subsequent Request for Proposal stage.

Duration of the Partnership/project

The expected duration of the partnership/project for the delivery of affordable housing is **(2)** to **(3)** years from the date of signature of the contract.

Disclaimer

Notwithstanding anything contained in the foregoing, the Corporation is **Not** bound to accept any EOI proposals nor liable for any cost incurred in preparation thereof. Submission of EOI does not guarantee the award of the Tender and should be treated as such.

Submission Guidelines

Interested and eligible Property Developers and/or investors must submit a comprehensive proposal based on criteria set above not later than **8th July 2025** For companies, a company profile must form part of the submissions.



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Submissions must be hand delivered to Procurement Office - BHC Broadhurst Office, Plot 10236/7 Lejara Road, Broadhurst Industrial, Gaborone not later than 0900hrs on 8th July 2025 or emailed to procurement_tenders@bhc.bw

Shortlisted respondents will be contacted for the Request for Proposal stage.

a. Questions and Clarifications

For further clarity email to procurement_tenders@bhc.bw



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1.0 DECLARATION FORM

1. Name of Company.....

2. Name of Director.....

3. Postal Address.....

4. Telephone No.

5. Mobile.....

6. Fax No.....

7. Email:

8. Physical Address (Plot No. / City/ Town/ Village/ Ward)

.....

SIGNATURE: _____ **COMPANY STAMP:** _____

ITEM	DISTRICT	LOCATION OF PLOTS	Estimated no. of units
1	Kgatleng	Pilane	217
2	Kgatleng	Pilane High Density	222
3	Gamalete	Seuwane	275
4	Gamalete	Seuwane High Density	240
5	Jwaneng	Jwaneng Land Lot 442	470
6	Jwaneng	Jwaneng Land Lot 2783	40
7	Jwaneng	Jwaneng Land Lot 2785	37
8	Moshupa	Moshupa	189
9	Moshupa	Moshupa High Density	99
10	Charleshill	Charleshill	418
11	Charleshill	Charleshill High Density	151
12	Kgalagadi	Tsabong	459
13	Kgalagadi	Tsabong High Density	83
14	Kanye	Kanye	690
15	Kanye	Kanye High Density	320
16	GoodHope	Goodhope High Density	128
17	Mabutsane	Mabutsane	200
18	Hukunsi	Hukunsi	200
19	Hukunsi	Hukunsi High Density	297
20	Kweneng	Mmatseta - High Density and mixed use plot	1242
21	Kweneng	Mmatseta - mxd (commercial, civic & community, residential)	90
22	Mogoditshane	Morope/Mmopane High Density	276
23	Mogoditshane	Gaphatshwa High Density	124
24	Thamaga	Thamaga	277
25	Thamaga	Thamaga High Density	160
26	Lobatse	Lobatse - 1898	34
27	Lobatse	Lobatse - 1906	56
28	Lobatse	Lobatse - 1894	20
29	North East	Tati Siding	432
30	North East	Tati Siding High Density	208
31	North East	Masunga	322
32	North East	Masunga High Density	240
33	Tutume	Tutume	207
34	Tutume	Tutume High Density	60
35	Tutume	Nata 1 High Density	16
36	Tutume	Nata 2	85
37	Tutume	Nata 2 High Density	42
38	Tonota	Tonota	293
39	Tonota	Tonota High Density	151
40	Mahalapye	Mahalapye	117
41	Mahalapye	Mahalapye High Density	44
42	Palapye	Palapye High Density lot 30856 Extension 7	236

43	Palapye	Palapye High Density 7	92
44	Palapye	Palapye High Density Extension 11	120
45	Boteti	Rakops	128
46	Boteti	Rakops High Density	120
47	Boteti	Letlhakane - Phase 3	202
48	Boteti	Letlhakane - Phase 3 High Density	218
49	Boteti	Letlhakane - Phase 2	142
50	Maun	Maun High Density	294
51	Bobonong	Bobonong High Density	112
52	Francistown	Gerald	141