



REPUBLIC OF BOTSWANA

MINISTRY OF WATER AND HUMAN SETTLEMENT

DEPARTMENT OF HOUSING

TITLE: A CALL FOR EXPRESSIONS OF INTEREST (EOI) FOR INVESTORS TO PARTNER WITH THE REPUBLIC OF BOTSWANA THROUGH MINISTRY OF WATER AND HUMAN SETTLEMENT

This EOI is non-binding and is issued solely for market sounding purposes.

Background

The Ministry of Water and Human Settlement ("the Ministry"), through its Department of Housing, is undertaking a market sounding exercise to identify potential investors with the capacity and interest to participate in the delivery of affordable housing in Botswana.

This call follows an initial Expression of Interest issued on the 29th April 2025 and closed on the 14th May 2025 at 1030hrs, which similarly conducted as non-binding market sounding initiative. Both exercises are intended solely to gather information from prospective investors and assess market appetite, pending final Government approvals.

Objective

The objective of this market Sounding exercise in the form of Expression of Interest (the "Call"), is to select eligible investors to partner with the Government of Botswana in implementing its two - year strategy for the provision of 100,000 affordable housing units across the whole country (all 61 constituencies). The Ministry is promoting home ownership through models that offer either rent - to- buy or outright purchase of houses at affordable prices to citizens.

Eligibility

This Call for Expression of Interest is open to individuals, public and private companies—both local and international—who demonstrate **financial capability** to partner with Government in the delivery of affordable housing in Botswana.

Participation in the first EOI is acknowledged; previously submitted proposals will be considered, and such companies are not required to re-submit **unless they wish to update or supplement their submissions.**

Selection criteria

Criteria		Yes/No
Company Profile	Detailed business proposal covering background, financial capability.	
	Summary of Services or Technology showing a brief overview of the proposed approach or innovations.	
Financial sustainability and relevance	Provide proof of availability of funding (submit recent 3 months bank statements)	
	Letter of intention to finance from a financial institution	
Describe nature and value of contribution	Whether rent to buy or outright purchase of houses (mixed model)	
	Also state Constituencies prioritized by the investor for housing development	
Estimated budget	Type of housing units	
	Estimate cost of sale (if it's for outright purchase)	
	Estimates of rental (rent to buy)	

Duration of Assignment

The expected duration of the partnership for the delivery of affordable housing is two (2) years from the date of signature of contract.

Important Legal Disclaimer

This EOI is a **non-binding market sounding** issued for the purpose of assessing investor interest and capacity only. It does not constitute a call for tender, offer, or solicitation under the Public Procurement Act or any other legislation. The Government of Botswana shall not be held liable for any costs incurred by respondents in preparing or submitting proposals.

Detailed proposal submission

Interested and eligible investors must submit a comprehensive proposal based on criteria set

above **not later than Wednesday 11th June 2025 at 1030hrs**. For companies a company profile must form part of the submissions. Submissions must be emailed to lsebifelo@gov.bw, or mkhuduego@gov.bw or **hand delivered to Department of Housing, NDB building, Office No. 204, Main Mall**. Foreign companies may also submit through their embassies in Botswana.

All Shortlisted respondents will be contacted for further engagement.

Questions and Clarifications

For further clarity email lsebifelo@gov.bw, or mkhuduego@gov.bw.



Bonolo E. Khumotaka

PERMANENT SECRETARY