M&NT

TECHPARK

Concept Note and Phase I Investment Proposal

Proposed ICT Technology Park | Mlolongo, along Mombasa Highway, Kenya

Technology • Innovation • Skills • Enterprise • Employment

1. Executive Summary

M&NT TechPark is proposed as a modern, phased ICT and technology enterprise park on approximately two acres of strategically located land in Mlolongo, fronting Mombasa Highway. The development is intended to combine digital infrastructure, technology skills development, innovation, enterprise services and technology-enabled employment in one accessible physical ecosystem.

The project will be developed progressively so that the first investment creates an operational anchor rather than waiting for the full park to be completed. Phase I will establish the core ICT Hub, including training and conference facilities, Digital Solution Service Provider (DSSP) onboarding and workspaces, AI and digital innovation facilities, co-working and enterprise services, demonstration areas, site infrastructure and the initial digital infrastructure required to operate the campus.

The preliminary Phase I funding requirement is estimated at KSh 350 million. This figure is a planning-level investment envelope and should be validated through architectural design, engineering studies, statutory approvals and a detailed Quantity Surveyor's Bill of Quantities before financial close. The long-term campus is envisaged as a four-phase development with an indicative total development range of approximately KSh 815 million–1.225 billion, excluding the value of the land.

2. Project Vision

To establish M&NT TechPark as a technology and enterprise platform where people, businesses, institutions and technology partners can connect, learn, innovate, develop solutions and create economic opportunities.

3. The Opportunity

Kenya's digital economy requires physical and institutional environments where technology skills can be converted into practical services, products and enterprises. M&NT TechPark is designed around this transition from learning to application: people can access training, develop practical experience, work with technology partners, participate in innovation programmes and connect their capabilities to client and industry opportunities.

The Mlolongo location provides a highly visible and accessible setting for a technology park serving Nairobi, Machakos and the wider metropolitan and regional market. The park's highway frontage also provides a strong platform for demonstrations, conferences, corporate engagement and technology-oriented commercial activity.

4. Project Objectives

- Develop a visible technology and innovation hub with modern physical and digital infrastructure.
- Provide practical ICT, AI, data, networking and digital-business learning environments.
- Create a platform for Digital Solution Service Providers, entrepreneurs, startups and technology professionals.
- Provide workspace and enterprise-support services for technology-enabled businesses.
- Create opportunities for technology demonstration, research, prototyping and innovation.
- Build a scalable infrastructure platform that can expand into data-centre, robotics, IoT and advanced technology services.
- Generate sustainable commercial, skills-development and employment opportunities.

5. Proposed Phase I: Core ICT Technology Hub

Phase I is deliberately designed as the anchor development. It should be sufficiently complete to operate as a technology and enterprise centre while leaving the remaining site available for later phases.

- Approximately 3,000 m^2 gross floor area, subject to the final master plan and approvals.
- Main reception, client and technology demonstration centre.
- Training laboratories and classrooms.
- DSSP onboarding, project and co-working spaces.
- AI, data and digital innovation laboratory.
- Conference, meeting and event facilities.
- Enterprise service and partner offices.
- Network, security and initial server/technology infrastructure.
- Parking, internal circulation, landscaping, pedestrian areas and controlled site access.
- Solar and backup-power infrastructure designed as part of the campus energy strategy.

6. Preliminary Phase I Budget

Component	Planning Allowance
Main ICT Hub building	KSh 200M
External works, roads and parking	KSh 30M
Landscaping and public plaza	KSh 10M
Solar, power and backup infrastructure	KSh 20M
ICT/network infrastructure	KSh 25M
Security, access control and CCTV	KSh 8M
Furniture and initial equipment	KSh 12M
Professional fees, approvals and surveys	KSh 15M
Contingency	KSh 25M
TOTAL PHASE I	KSh 345M

For the purpose of investor discussions, the project is seeking a rounded Phase I funding envelope of KSh 350 million. The additional KSh 5 million provides a modest planning margin and should not be treated as a substitute for a formal contingency or final cost plan.

7. Funding and Investment Structure

The preferred proposition is to separate the land contribution from the new capital requirement. The two-acre site may be presented as the project sponsor's foundational contribution, subject to independent valuation, legal due diligence and confirmation of development rights. The Phase I investor/funder requirement is then presented separately at approximately KSh 350 million.

Potential capital sources may include strategic investors, development-finance institutions, impact investors, technology partners, commercial lenders, public-private partnerships, philanthropic or grant funding for qualifying components, and corporate partners. The final capital structure should be determined after completion of the feasibility study and financial model.

8. Phase I Revenue and Operating Logic

The hub is intended to operate as an active enterprise platform rather than solely as a training facility. Potential income streams include workspace and office services, conference and event facilities, professional ICT services, technology implementation, managed digital services, training programmes, incubation and enterprise-support services, technology demonstrations, partner programmes and selected digital infrastructure services. Revenue assumptions should be validated through market research before being incorporated into an investment return model.

9. Long-Term Development Phases

Phase	Indicative timing	Planning budget	Principal development
Phase I – Core ICT Hub	Years 1–2	~KSh 350M	ICT Hub, training, DSSP centre, AI/digital innovation, co-working, enterprise services, conference and demonstration facilities.
Phase II – Data Centre & Digital Infrastructure	Years 2–3	~KSh 200–300M	Colocation, cloud infrastructure, AI computing, cybersecurity, edge computing, network operations and disaster recovery.
Phase III – Innovation Campus	Years 3–5	~KSh 150–250M	Robotics, IoT, AI innovation, electronics/embedded systems, maker space, incubation, research and technology workshops.
Phase IV – Technology Enterprise Park	Year 5+	~KSh 150–250M	Additional offices, technology companies, startups, research facilities, commercial services and future expansion.

Indicative total development envelope: approximately KSh 815 million–1.225 billion, excluding land value. Actual phasing, floor areas and costs will be established by the approved master plan and detailed cost plan.

10. Implementation Roadmap

1. Stage 1 – Project preparation: land/title due diligence, market assessment, feasibility study, concept master plan and development brief.
2. Stage 2 – Professional design: architectural, structural, civil, electrical, mechanical, ICT and energy designs; environmental and statutory processes.
3. Stage 3 – Investment close: detailed financial model, investor information memorandum, funding structure and agreements.
4. Stage 4 – Construction: site preparation, infrastructure, main building and technology fit-out.
5. Stage 5 – Commissioning: recruitment of operating teams, technology installation, partner onboarding and launch.
6. Stage 6 – Operations and expansion: establish Phase I revenues and use operational performance to support Phase II investment.

11. Investor/Funder Proposition

M&NT TechPark offers an opportunity to participate in a phased technology-infrastructure project where the initial capital is directed toward a clearly defined operating asset. The sponsor's land contribution can form part of the project's equity base, while external capital supports development and commissioning. The project can therefore be discussed in terms of asset creation, technology services, skills development, enterprise growth and measurable social and economic impact.

The immediate funding conversation is intentionally focused on Phase I. This reduces the need to finance the entire long-term vision at the outset while establishing the physical platform from which subsequent phases can be developed.

12. Key Investment Message

"M&NT TechPark is designed to turn strategic land, digital infrastructure and human capability into a scalable technology and enterprise ecosystem."

13. Due-Diligence and Next Steps

- Confirm land ownership, boundaries, access, zoning and development conditions.
- Commission an independent valuation of the two-acre land contribution.
- Prepare a site survey and concept/master plan.
- Commission a Quantity Surveyor to prepare the detailed Phase I cost plan and BoQ.
- Complete market, demand and competitor assessment.
- Prepare a five-to-ten-year financial model covering capital expenditure, operating costs and revenue.
- Identify anchor technology, training, infrastructure and institutional partners.
- Prepare the investor information memorandum and funding applications.
- Agree the preferred investment, partnership or financing structure.

PRELIMINARY INVESTOR DISCUSSION DOCUMENT — NOT A FINAL COST ESTIMATE