

INVEST WAYAMBA

Investor Guideline for the Invest Wayamba Web Portal (www.landsbank.lk)

A technical reference for prospective investors on land acquisition, Public-Private Partnership (PPP) participation, and Expression of Interest (EOI) submission procedures administered by the ISB.

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1. Introduction and Purpose

This guideline is issued by the Industrial Services Bureau (ISB), the statutory economic development agency for the North Western Province (NWP) of Sri Lanka, covering the Kurunegala and Puttalam administrative districts. It is intended for use by prospective domestic and foreign investors accessing the Invest Wayamba web portal at www.landsbank.lk.

Invest Wayamba is ISB's official digital investment facilitation platform. It functions as a centralized land bank, a Public-Private Partnership (PPP) opportunity registry, and an Expression of Interest (EOI) intake system, replacing paper-based and ad-hoc investor enquiries with a single, transparent, government-certified channel.

1.1 Who Should Use This Guideline

- Domestic and foreign investors seeking industrial or agricultural land in NWP.
- Private sector entities evaluating PPP co-development of ISB-managed public assets.
- Corporate development teams and consultants preparing investment or feasibility proposals for ISB review.
- Chambers of commerce, donor agencies, and intermediaries referring clients to Invest Wayamba.

1.2 Governing Documents

This guideline should be read together with the four official guideline instruments published on the portal's Guidelines section (www.landsbank.lk/guidelines), which are updated periodically by ISB:

Instrument	Purpose
Land Bank Criteria	Defines the baseline eligibility and feasibility-study requirements for any parcel to be listed in the Land Bank.
Land Bank Weighted Evaluation Model	Sets out the Land Investment Attractiveness Index (LIAI), the composite scoring model used to rank land parcels for industrial suitability.
Land Bank Sub-Criteria Scoring Process	Details the sub-criteria and scoring methodology feeding into the main Land Bank evaluation framework.
Sri Lanka Industry Performance Index (SL-IPI) Guideline	A data-driven index used by ISB and policymakers to benchmark industry performance and inform investment decisions.

NOTE: Guideline documents are revised periodically. Investors should always download the current PDF versions directly from www.landsbank.lk/guidelines before submitting a proposal, rather than relying on cached or shared copies.

2. Portal Structure and Navigation

The portal is organized into three primary functional modules, accessible from the top navigation bar of www.landsbank.lk:

Module	Path	Function
Land	/lands	Browse industrial and agricultural land parcels; filter by type; propose a new land parcel for listing.
PPP	/ppps	Browse available Public-Private Partnership opportunities under Assets, Service, and Opportunity categories; propose a PPP.
Guideline	/guidelines	Download current policy, evaluation, and procedural documents governing land and PPP transactions.

2.1 Land Module

- Industrial Land (/lands type=industrial): parcels with road connectivity, utility infrastructure, and zoning compliance suited to manufacturing, logistics, and technology-hub use.
- Agricultural Land (/lands type=agricultural): fertile, water-accessible parcels suited to agri-business and export-crop cultivation, aligned with provincial incentive schemes.
- Propose a Land: a structured intake form for landowners or agents wishing to register a parcel into the Land Bank for ISB feasibility review.

2.2 PPP Module

- Assets (/ppps/assets): underutilized public infrastructure or property offered for co-development.
- Service (/ppps/grid?category=service): service-delivery partnership opportunities (e.g., utility, logistics, or facility management contracts).
- Opportunity (/ppps/grid?category=opportunity): open-ended investment opportunities not yet tied to a specific asset.

2.3 Proposal Intake Forms

All formal submissions are routed through structured intake forms linked from the portal header. Investors should use the correct form for their submission type:

Form	Use Case
Submit Proposal / New Proposal	General investment or development proposal for review by the Invest Wayamba board.
Propose a PPP Opportunity	Formal proposal to co-develop a specific public asset or service under a PPP structure.
Innovation Idea	Concept-stage submissions for disruptive or provincial-challenge-solving ideas, routed to ISB's innovation ecosystem partners.
Propose a Land / Upload Resources	For landowners or agents registering a parcel, or uploading supporting land documentation.

3. Step-by-Step Investment Procedure

The end-to-end investor journey on Invest Wayamba follows five stages. Each stage is described below with the specific action required of the investor.

Stage 1 — Discovery

1. Visit www.landsbank.lk and navigate to the Land or PPP module depending on investment interest.
2. Apply the Industrial / Agricultural filter (for land) or the Assets / Service / Opportunity filter (for PPP).
3. Review parcel or opportunity listings, noting location (Kurunegala or Puttalam district), infrastructure status, and any stated feasibility notes.

Stage 2 — Due Diligence

4. Download the current Land Bank Criteria and Land Bank Weighted Evaluation Model documents from /guidelines to understand how the parcel or opportunity was assessed and scored (LIAI).
5. Cross-reference the listing against the Sri Lanka Industry Performance Index (SL-IPI) for sector-level performance context, where relevant to the intended industry.
6. Where required, engage independent legal or technical advisors to verify title, zoning, and infrastructure claims prior to submission.

Stage 3 — Submission

7. Complete the applicable intake form (Submit Proposal, Propose a PPP Opportunity, or Innovation Idea) with full company/investor identification, proposed use, indicative capital outlay, and employment projection.
8. Attach supporting documentation as specified in Section 4 of this guideline.
9. Retain the submission confirmation reference for status tracking correspondence with ISB.

Stage 4 — Review and Feedback

10. The Invest Wayamba board reviews the submission against the published Land Bank / PPP evaluation criteria.
11. ISB provides structured feedback to the investor, which may include a request for clarification, a site inspection, or a formal feasibility discussion.

Stage 5 — Facilitation and Approval

12. Upon successful evaluation, ISB facilitates the necessary statutory approvals, provincial incentive applications, and any government-certified clearances applicable to the transaction.
13. ISB coordinates handover, lease/allocation documentation, or PPP agreement execution as applicable to the investment type.

4. Required Documentation

The following documents should be prepared in advance of portal submission. Exact requirements may vary by investment type and value; investors should confirm final documentation checklists with ISB during Stage 3.

4.1 For Land-Based Investment

- Certificate of incorporation / business registration (or personal identification for sole proprietors).
- Project concept note stating intended industry, land use, and site requirements.
- Indicative financial capacity statement or bank reference.
- Environmental and zoning self-declaration, where applicable to the proposed activity.

4.2 For PPP Proposals

- Corporate profile and track record in comparable co-development or service-delivery projects.
- Proposed partnership structure (build-operate-transfer, joint venture, management contract, or equivalent).
- Preliminary financial model or return projection for the proposed asset or service.
- Risk allocation summary consistent with the PPP framework referenced on the portal.

4.3 For Innovation / Concept Submissions

- Concept summary describing the provincial challenge addressed and the proposed solution.
- Team or organizational background, where the submission originates from a startup or research group.

5. Evaluation Framework

Land parcels listed in the Land Bank are ranked using the Land Investment Attractiveness Index (LIAI), a composite score derived from the weighted evaluation model and its associated sub-criteria scoring process, both published under the portal's Guidelines section. Investors are strongly advised to read these documents in full before submission, as they determine how a parcel or proposal will be assessed by the Invest Wayamba board.

The SL-IPI (Sri Lanka Industry Performance Index) is a separate, sector-level benchmarking tool developed by ISB. While it does not directly score individual land parcels, it is a useful reference for investors assessing the relative performance and outlook of the industry sector they intend to enter within NWP.

5.1 Practical Implications for Investors

- Parcels or proposals aligned with higher-scoring sub-criteria (e.g., infrastructure readiness, zoning compliance) are likely to progress through review more quickly.
- Feasibility documentation submitted at Stage 2 should directly address the criteria set out in the Land Bank Criteria guideline to reduce review iterations.
- PPP proposals should demonstrate a clear risk-sharing rationale consistent with ISB's stated objective of reducing investor risk through government backing.

6. Investment Facilitation Support

ISB positions itself as a one-roof facilitation service for investors in NWP. Investors using the portal can expect the following forms of support in addition to the digital listings:

- Coordination with provincial and national authorities for statutory approvals relevant to industrial or agricultural land use.
- Guidance on applicable provincial incentive schemes for agri-business and export-oriented investment.
- Facilitation of site visits and technical clarification sessions with ISB officers.
- Post-approval coordination for infrastructure, utility connections, and industrial park services, where the investment is located within an ISB-managed industrial park (e.g., Heraliyawala or Dangaspitiya).

7. Key Contacts and Resources

Resource	Detail
Portal	www.landsbank.lk
Guidelines page	www.landsbank.lk/guidelines
Land listings	www.landsbank.lk/lands
PPP opportunities	www.landsbank.lk/ppps
General enquiries	info@landsbank.lk
ISB corporate site	www.isb.lk
ISB Facebook	facebook.com/isb.kurunegala

8. Pre-Submission Checklist

- Reviewed the relevant land or PPP listing and applied the correct filter category.
- Downloaded and read the current Land Bank Criteria and Weighted Evaluation Model documents.
- Prepared all supporting documentation listed in Section 4 for the applicable investment type.
- Selected the correct intake form (Submit Proposal, Propose a PPP Opportunity, Innovation Idea, or Propose a Land).
- Retained a copy of the completed submission and confirmation reference.
- Identified an internal or external contact person for ISB follow-up correspondence.

NOTE: This guideline is a procedural aid prepared to help investors navigate the Invest Wayamba portal. It does not replace the official guideline PDFs published by ISB, which remain the authoritative reference for evaluation criteria and eligibility.

Prepared with reference to the Invest Wayamba portal (www.landsbank.lk), Industrial Services Bureau, North Western Province.