INDUSTRIAL SERVICES BUREAU

North Western Province, Sri Lanka

Invest Wayamba Investment Facilitation Portal (www.landsbank.lk)

GUIDELINE NO. ISB/IW/GL-05/2026

EXPRESSION OF INTEREST (EOI) SUBMISSION PROCEDURE

Field	Detail
Issuing Authority	Industrial Services Bureau (ISB), North Western Province
Applies To	All Expressions of Interest submitted via www.landsbank.lk for Land, PPP, or Innovation opportunities
Guideline Series	Companion to: Land Bank Criteria; Land Bank Weighted Evaluation Model; Land Bank Sub-Criteria Scoring Process; SL-IPI Guideline
Effective Date	2027.01.01
Version	1.0

1. Short Title and Commencement

1.1 This instrument may be cited as the “EOI Submission Procedure Guideline” and shall be read as part of the Invest Wayamba portal Guidelines corpus, alongside the Land Bank Criteria, the Land Bank Weighted Evaluation Model, the Land Bank Sub-Criteria Scoring Process, and the Sri Lanka Industry Performance Index (SL-IPI) Guideline.

1.2 This Guideline shall come into effect on the date approved by the Invest Wayamba board and published on the Guidelines section of www.landsbank.lk, and shall apply to all Expressions of Interest received on or after that date.

2. Purpose and Scope

2.1 This Guideline establishes the standard procedure by which a prospective investor submits, and ISB processes, an Expression of Interest (EOI) through the Invest Wayamba portal in respect of an industrial land parcel, an agricultural land parcel, a Public-Private Partnership (PPP) opportunity, or an innovation concept listed under the portal's Land, PPP, or Innovation modules.

2.2 This Guideline applies to all natural or corporate persons, whether domestic or foreign, submitting an EOI through the intake forms designated on the portal, namely: Submit Proposal / New Proposal, Propose a PPP Opportunity, Innovation Idea, and Propose a Land / Upload Resources.

2.3 This Guideline does not itself prescribe evaluation weightings or scoring; ranking and evaluation of land parcels shall continue to be governed by the Land Bank Weighted Evaluation Model and the Land Bank Sub-Criteria Scoring Process.

3. Definitions

3.1 In this Guideline, unless the context otherwise requires —

(a) “EOI” means an Expression of Interest submitted by an Applicant through the portal;

(b) “Applicant” means any natural or corporate person submitting an EOI;

(c) “Board” means the Invest Wayamba review board constituted by ISB to evaluate EOIs;

(d) “Portal” means the Invest Wayamba web portal at www.landsbank.lk;

(e) “Reference Number” means the unique identifier issued to an Applicant upon successful submission of an EOI.

4. Eligibility of Applicants

4.1 An Applicant shall be eligible to submit an EOI where the Applicant is a duly registered business entity, a registered sole proprietor, or, in the case of an innovation concept, an individual, team, or research entity.

4.2 Foreign Applicants shall additionally comply with any prevailing Board of Investment (BOI) of Sri Lanka or exchange control requirements applicable to foreign direct investment in the proposed sector.

4.3 An Applicant who has had a prior EOI rejected on grounds of misrepresentation shall be ineligible to submit a further EOI for a period to be determined by the Board.

5. Submission Channels

5.1 An EOI shall be submitted exclusively through the applicable structured form on the portal, being one of the following:

Form	Applicable Opportunity Type
Submit Proposal / New Proposal	General investment proposal not tied to a specific listed parcel or asset
Propose a PPP Opportunity	Co-development of a specific listed public asset or service under a PPP structure
Innovation Idea	Concept-stage submissions routed to ISB's innovation ecosystem partners
Propose a Land / Upload Resources	Registration of a land parcel, or submission of supporting land documentation

5.2 EOIs submitted through any channel other than the designated portal forms, including informal email or verbal enquiry, shall not be treated as a formal EOI for the purposes of this Guideline, and shall be redirected by ISB officers to the portal.

6. Required Supporting Documentation

6.1 Every EOI shall be accompanied by the following minimum documentation, as applicable to the opportunity type:

(f) certificate of incorporation or business registration, or valid identification for a sole proprietor or individual Applicant;

(g) a project concept note stating the proposed activity, land or asset use, and indicative scale of investment;

(h) an indicative financial capacity statement or bank reference;

(i) for PPP submissions, a proposed partnership structure and preliminary financial model;

(j) for land-related submissions, an environmental and zoning self-declaration where applicable to the proposed activity.

6.2 The Board may, at its discretion, request additional documentation reasonably necessary to complete evaluation, and shall notify the Applicant in writing of any such requirement.

7. Screening and Acknowledgement

7.1 Upon submission, the portal shall issue the Applicant a Reference Number, which shall be used in all subsequent correspondence with ISB regarding that EOI.

7.2 ISB shall conduct a preliminary compliance check within ten (10) working days of submission to confirm that the EOI and accompanying documentation meet the minimum requirements of Section 6.

7.3 Where an EOI is found incomplete at the preliminary compliance check, ISB shall notify the Applicant in writing, specifying the deficiency, and shall allow the Applicant fifteen (15) working days to remedy it before the EOI is closed for incompleteness.

8. Evaluation and Referral

8.1 An EOI that passes the preliminary compliance check shall be referred to the Board for substantive evaluation.

8.2 Where the EOI relates to a land parcel, evaluation shall be conducted in accordance with the Land Bank Weighted Evaluation Model and the Land Bank Sub-Criteria Scoring Process, and may have regard to the Sri Lanka Industry Performance Index (SL-IPI) for sector-level context.

8.3 Where the EOI relates to a PPP opportunity, evaluation shall additionally have regard to the proposed risk allocation and the Applicant's track record in comparable co-development or service-delivery arrangements.

8.4 The Board may convene a clarification meeting or site inspection with the Applicant as part of the evaluation process.

9. Notification of Outcome

9.1 The Board shall notify the Applicant in writing of the outcome of evaluation within thirty (30) working days of the EOI passing preliminary compliance screening, save where a longer period is required due to the complexity of the proposal, in which case the Applicant shall be informed of the extended timeline.

9.2 The notification of outcome shall be one of the following: approval to proceed to facilitation; conditional approval subject to specified requirements; or non-approval, with reasons stated.

10. Validity Period of an EOI

10.1 An approved EOI shall remain valid for a period of twelve (12) months from the date of approval, within which the Applicant shall be expected to progress to the facilitation stage referred to in Section 11.

10.2 An Applicant may apply in writing for an extension of validity, which the Board may grant at its discretion where the Applicant demonstrates continued intent and capacity to proceed.

11. Facilitation Following Approval

11.1 Upon approval of an EOI, ISB shall facilitate such statutory approvals, provincial incentive applications, and government-certified clearances as are applicable to the transaction.

11.2 ISB shall coordinate the execution of lease, allocation, or PPP agreement documentation as applicable, and shall assign an ISB officer as the Applicant's primary point of contact through to completion.

12. Amendment or Withdrawal of an EOI

12.1 An Applicant may amend or withdraw an EOI at any stage prior to Board approval by written notice to ISB, quoting the Reference Number.

12.2 A material amendment to the scope, scale, or nature of the proposed investment shall be treated as a new EOI for the purposes of the evaluation timeline set out in Section 9.

13. Confidentiality and Data Handling

13.1 ISB shall treat all proprietary financial and technical information submitted with an EOI as confidential, save where disclosure is required by law or is necessary for inter-agency facilitation of statutory approvals.

13.2 Applicant data shall be retained for the purposes of processing the EOI and for such statistical and reporting purposes as ISB may require, consistent with applicable data protection requirements.

14. Queries and Appeals

14.1 An Applicant dissatisfied with a non-approval decision may request, in writing, a review of that decision by the Board within thirty (30) working days of notification, stating the grounds for review.

14.2 General queries regarding the status of an EOI shall be directed to ISB using the Applicant's Reference Number, through the contact channels published on the portal.

15. Governing Authority and Review

15.1 This Guideline is issued under the authority of the Industrial Services Bureau in its capacity as administrator of the Invest Wayamba portal, and shall be read subject to any overriding national or provincial statutory requirement.

15.2 This Guideline shall be reviewed periodically by ISB, and any amendment shall be published on the Guidelines section of www.landsbank.lk with an updated version number and effective date.

Issued by the Industrial Services Bureau, North Western Province, for publication on the Guidelines section of the Invest Wayamba portal (www.landsbank.lk).