



**PUBLIC PRIVATE PARTNERSHIP
REQUEST FOR EXPRESSION OF INTEREST
2025**

The Government of Democratic Social Republic of Sri Lanka

Ministry of Industry and Entrepreneurship Development



Request for Expression of Interest (EOI)

Design Build Finance Operate Maintain (DBFOM)

Implementation of the Value Addition Project for Rock Phosphate Mined by Lanka Phosphate Limited Under the Public Private and People Partnership (PPPP) Method

REF No: MI/FIN/35/29/01

Ministry of Industry and Entrepreneurship Development

Assisted by:

The National Agency for Public Private Partnership

Ministry of Finance, Planning and Economic Development

2025.08.17

Letter of Invitation

2025.08.17

We are pleased to invite your organization to participate in the Expression of Interest (EOI) for the **Implementation of the Value Addition Project for Rock Phosphate Mined by Lanka Phosphate Limited Under the Public Private and People Partnership (PPPP) Method (“the Project”)**, initiated by the Ministry of Industry and Entrepreneurship Development, Government of Sri Lanka.

This Project aims to enhance rock phosphate processing capabilities by upgrading the Eppawala Rock Phosphate Production (ERP) Facility and establishing value-added fertilizer manufacturing in identified land in Kappalthurai, for which the Investor shall approximately indicate the required land extent based on proposed facility capacities and future expansion plans. The Project will be implemented through the Design, Build, Finance, Operate, and Maintain (DBFOM) model under the Public Private Partnership (PPP), where the Investor will be responsible for investment, development, and operation. The project period will be 30 years.

The Implementation of the Value Addition Project for Rock Phosphate represents a significant opportunity for both the Government of Sri Lanka and the Investor to collaborate on a strategic initiative that will strengthen domestic fertilizer production, support agricultural sustainability, and create economic benefits. We believe your expertise in mineral processing, infrastructure development, and the fertilizer industry positions your organization as a potential key partner in this endeavor.

Project Overview:

Under this Project, the Investor will be responsible for enhancing rock phosphate production capacity and establishing a comprehensive value addition process for rock phosphate mined in Sri Lanka. The Investor must:

1. Finance the upgrade of the Eppawala Rock Phosphate Production (ERP) Facility, which will be designed, built, operated, and maintained (DBOM) by Lanka Phosphate Limited (LPL).
2. Must propose the quantity of Eppawala Rock Phosphate required per annum to meet the domestic demand for Single Super Phosphate (SSP), as well as the quantity required for the production of other value-added products. The Investor must also specify the types of other products intended for manufacture.

3. Must design, build, finance, operate, and maintain (DBFOM) a Single Super Phosphate (SSP) manufacturing facility on identified land in Kappalthurai, initially using imported sulfuric acid.
4. To eliminate dependency on imports, the Investor must also design, build, finance, operate, and maintain (DBFOM) a sulfuric acid production plant, ensuring a stable and secure supply for SSP manufacturing. The quantity of rock phosphate to be supplied annually by Lanka Phosphate Limited (LPL) shall be based on the Investor's proposal, subject to technical feasibility, domestic requirements, and mutual agreement with the Government.
5. Specify a suitable transport method for rock phosphate, which may include using the existing railway line from Thalawa to Trincomalee or proposing an alternative transport solution that ensures efficient and cost-effective logistics.
6. Ensure that no raw phosphate (Eppawala Rock Phosphate) is exported. Only the excess SSP volume beyond local demand at the time of production will be eligible for export, thereby maximizing local value addition and economic benefits.

EOI Submission Details:

- Submission Deadline : 02.10.2025, 14.00hours. Sri Lanka Standard Time (GMT+5:30)
- Submission Address : P.O. Box 570, No.73/1, Galle Road, Colombo 03, Sri Lanka
- Contact Information :
 - Name : Mrs. Chathuri R. Mamuhewa
 - Designation : Director (Restructuring)
 - Contact No : +94 71 9322441
 - Email : ChathuriMamuhewa@gmail.com

We invite capable and financially stable organizations with a proven track record to participate in this EOI as the first step in selecting a qualified partner for the Project.

Enclosed are details on the project scope, eligibility criteria, and submission guidelines. Please review these materials to assess alignment with the strategic objectives of the Government of Sri Lanka.

We look forward to receiving your Expression of Interest and exploring this potential collaboration.

Chairman,
Cabinet Appointed Negotiation Committee for Implementation of the Value Addition Project
for Rock Phosphate mined by Lanka Phosphate Limited
Ministry of Industry and Entrepreneurship Development
No. 73/1, Galle Road, Colombo 3.

DISCLAIMER

The Request for Expression of Interest (EOI) document serves as a preliminary step in the Public Private Partnership (PPP) project procurement process, aiming to inform and gather information from potential bidders. This document is not a contract or formal offer but a means for the implementing institution to communicate project details, requirements, and expectations to interested parties. It highlights that the EOI is intended to collect data on qualified and interested firms and address any concerns, without pre-qualifying or excluding them from future stages.

The document includes necessary disclaimers regarding the accuracy, completeness, and reliability of the information provided, emphasizing that it is based on current assumptions and assessments that may not cover all specifics or legal interpretations an applicant requires. Applicants are encouraged to conduct their own due diligence, seek independent advice, and bear all associated costs of participation without expecting compensation from the implementing institution.

Furthermore, the implementing institution reserves the right to modify, update, or cancel the EOI process at any time, without liability for any costs incurred by applicants or for the outcome of the process. This setup underscores the importance of independent verification by applicants and their responsibility for any expenses related to their EOI submission.

DEFINITIONS AND INTERPRETATION

Addendum or Addenda means addendum or addenda to the EOI.

Applicant means an interested single entity or combination of entities (bidders) which submits an Expression of Interest (EOI) to the Implementing Institution in accordance with provisions of this notification.

Bidder means a single entity or Consortium qualified to submit a Bid to the Implementing Institution.

Bidding Documents means the EOI, RFQ, RFP, the draft PPP Agreement, any Addenda or clarification issued by the Implementing Institution in accordance with the RFP and the PPP Agreement, and any other documents to be provided by the Implementing Institution.

Consortium means any combination of entities that have formed a consortium or association by fulfilling the requirements set out in the RFQ or RFP, for the purpose of submitting a bid.

Expression of Interest Due Date means the date specified in Schedule 2 as the last date for submission of Applications.

Implementing Institution means any Line Ministry, an administrative department reporting to it, or a public entity established or owned by or reporting to a Line Ministry.

GOSL means Government of Sri Lanka

Lead Member in the context of a Consortium, means the Consortium Member nominated by the Consortium Members as the lead member.

Line Ministry means a Government Ministry responsible for a sector or sectors.

PPP means Public Private Partnership

PPP Agreement means the agreement to be executed between the Implementing Institution and the Selected Bidder to implement the PPP project.

EOI means the Request for Expressions of Interest.

RFQ means request for Qualifications.

RFP means Request for Proposals.

1.0 Title and Introduction

1.1 Title

Implementation of the Value Addition Project for Rock Phosphate Mined by Lanka Phosphate Limited Under the Public Private and People Partnership (PPPP) Method (“**the Project**”).

1.2 Introduction

This Expression of Interest (EOI) is issued by the Ministry of Industry and Entrepreneurship Development, Government of Sri Lanka, for the Project. The Project aims to enhance Eppawala rock phosphate (ERP) production and establish manufacturing facilities for Single Super Phosphate (SSP) and other mineral based products through a public private partnership.

Under this Project, the Investor will be responsible for enhancing rock phosphate production capacity and establishing a comprehensive value addition process for rock phosphate mined in Sri Lanka.

1. The Investor must finance the upgrade of the Eppawala Rock Phosphate Production (ERP) Facility, which will be designed, built, operated, and maintained (DBOM) by Lanka Phosphate Limited (LPL).
2. The Investor must also propose the quantity of Eppawala Rock Phosphate required per annum to meet the domestic demand for Single Super Phosphate (SSP), as well as the quantity required for the production of other value-added products, and specify the types of other products intended for manufacture. The quantity of rock phosphate to be supplied annually by Lanka Phosphate Limited (LPL) shall be based on the Investor’s proposal, subject to technical feasibility, domestic requirements, and mutual agreement with the Government.
3. The Project also requires the investor to design, build, finance, operate, and maintain (DBFOM) a Single Super Phosphate (SSP) manufacturing facility on identified land in Kappalthurai, initially using imported sulfuric acid. The Investor shall approximately indicate the extent of land required in Kappalthurai for this facility and the associated infrastructure, considering current and future operational needs.
4. To eliminate dependency on imports, the Investor must also design, build, finance, operate, and maintain (DBFOM) a sulfuric acid production plant, ensuring a stable and secure supply for SSP manufacturing. The Investor may propose higher capacities,

subject to domestic agricultural demand growth and Ministry approval. Only the excess SSP volume beyond local demand at the time of production will be eligible for export.

5. Additionally, the Investor must specify a transport method for rock phosphate movement, which may include using the existing railway line from Thalawa to Trincomalee or proposing an alternative transport solution that ensures efficient and cost-effective logistics. As part of Sri Lanka's commitment to local value addition, no raw phosphate (Eppawala Rock Phosphate) exports will be permitted, and any excess SSP production must be exported.

The Project will be implemented through Design, Build, Finance, Operate, and Maintain (DBFOM) model under the Public Private Partnership (PPP), where the Investor will be responsible for investment, development, and operation. The project period will be 30 years.

This EOI invites interested parties with proven expertise in large scale mineral processing and industrial development to submit their Expression of Interest by 02.10.2025.

1.3 Purpose of Issuing this EOI

The EOI is prepared in terms of the GOSL's Public Private Partnership Guidelines as amended. Where a conflict exists, the PPP guidelines and Regulations shall prevail.

The purpose of this EOI is to:

- a. Inform potential partners about the project opportunity.
- b. Collect information on interested parties' capabilities and experience.
- c. Address any preliminary concerns or queries from potential applicants.

1.4 Objective and Scope of Work / Services

1.4.1 Objective of the Proposal

1.4.1.1 Primary Objective

The primary objective of the Project is to upgrade and expand the processing capacity of rock phosphate mined from the Eppawala site to produce Single Super Phosphate (SSP) fertilizer and other mineral based products through a public private partnership. The Investor will be responsible for financing the enhancement of the Eppawala Rock Phosphate Production (ERP) Facility, which will be designed, built, operated, and maintained (DBOM) by Lanka Phosphate Limited (LPL). The Investor must propose the quantity of Eppawala Rock Phosphate required

per annum to meet the domestic demand for SSP, as well as the quantity required for the production of other value-added products. The Investor must also specify the types of other products intended for manufacture.

The quantity of rock phosphate to be supplied annually by Lanka Phosphate Limited (LPL) shall be based on the Investor's proposal, subject to technical feasibility, domestic requirements, and mutual agreement with the Government. The Project also requires the design, build, finance, operate, and maintain (DBFOM) of a fully operational Single Super Phosphate (SSP) manufacturing facility on identified land in Kappalthurai. The Investor shall approximately indicate the extent of land required in Kappalthurai for this facility and the associated infrastructure, considering current and future operational needs.

This initiative aims to strengthen Sri Lanka's self-sufficiency in fertilizer production, reduce dependency on imports, and support sustainable agricultural practices. The project period will be 30 years.

1.4.1.2 Secondary Objective

To ensure long-term sustainability and cost efficiency, the Investor must design, build, finance, operate, and maintain (DBFOM) a sulfuric acid production facility as the second stage of the Project. Initially, SSP production will rely on imported sulfuric acid, but the establishment of a local sulfuric acid processing facility will eliminate import dependency and enhance production efficiency. The same land provided for the SSP manufacturing facility will also be allocated for the sulfuric acid production facility, ensuring an integrated industrial operation.

The successful execution of this Project will require seamless integration between the Investor and government stakeholders, ensuring alignment with the strategic interests and policy goals of the Ministry of Industry and Entrepreneurship Development and the Government of Sri Lanka. Additionally, the Investor must specify a transport method for rock phosphate movement, which may include using the existing railway line from Thalawa to Trincomalee or proposing an alternative transport solution that ensures efficient and cost-effective logistics.

1.4.2 Scope of Work/Services:

The Investor will be responsible for the end-to-end implementation of the Value Addition of Rock Phosphate mined at Eppawala by Lanka Phosphate Limited (LPL), ensuring efficient

production, sustainable operations, and compliance with regulatory standards. The scope of work includes, but is not limited to, the following:

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| 1. Design and Planning: | <p>Develop detailed project designs for the expansion and modernization of the Eppawala Rock Phosphate Production (ERP) Facility, which will be designed, built, operated, and maintained (DBOM) by Lanka Phosphate Limited (LPL), while the Investor provides full financing. Additionally, the Investor must develop plans to design, build, finance, operate, and maintain (DBFOM) Single Super Phosphate (SSP) and sulfuric acid manufacturing facilities on identified land in Kappalthurai. The Investor shall approximately indicate the extent of land required in Kappalthurai for the establishment of the Single Super Phosphate (SSP) manufacturing facility and the sulfuric acid plant, considering all operational, logistical, and future expansion needs. Conduct technical feasibility studies, environmental impact assessments, and obtain all necessary regulatory approvals. The Investor must submit specific land area and utility requirements, which will be considered during proposal evaluation.</p> |
| 2. Construction/Development | <p>Implement new technologies and processes to increase rock phosphate processing efficiency, construct the SSP and sulfuric acid production plants under DBFOM, and develop the necessary logistics infrastructure. The Investor must specify a transport method for phosphate movement, which may include using the existing railway line from Thalawa to Trincomalee or proposing an alternative transport solution such as trucking infrastructure to ensure efficient movement of raw materials. The Investor must specify the expected development timeline for each component of the Project, which will be considered in subsequent stages.</p> |

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| 3. Operation and Maintenance | LPL will be responsible for the operation and maintenance of the upgraded ERP Facility, while the Investor will operate and maintain the newly constructed SSP and sulfuric acid manufacturing facilities, along with the associated logistics network, to ensure optimal long-term operations. |
| 4. Financing | Secure 100% private investment, outline funding models, and manage financial risk throughout the Project lifecycle. |
| 5. Compliance and Standards | Ensure strict adherence to quality control measures, environmental regulations, and safety protocols in rock phosphate extraction, SSP manufacturing, and sulfuric acid production. Obtain and maintain all necessary operational licenses. |
| 6. Technology and Innovation | Incorporate advanced phosphate processing technologies, energy-efficient production methods, and sustainable industrial practices to maximize productivity and minimize environmental impact. |
| 7. Community and Stakeholder Engagement | Engage with local communities, government agencies, and industry stakeholders to ensure the smooth execution of the Project, create employment opportunities, and enhance local economic benefits. |
| 8. Risk Management and Mitigation | Identify, assess, and implement mitigation strategies for operational, financial, environmental, and logistical risks associated with phosphate value addition. |
| 9. Project Handover/Transition | The Investor will operate the facilities for a 30 years period, after which ownership and management will be transferred to the Government of Sri Lanka or a designated authority. A structured transition process must be developed to ensure continuous operation and sustainability beyond the handover period. |
| 10. Monitoring and Evaluation | The Investor must develop and implement a performance evaluation framework to track project milestones, |

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| | production efficiency, compliance metrics, and long-term sustainability goals. Key Performance Indicators (KPIs) must be reported Ministry of Industry and Entrepreneurship Development which will oversee compliance and assess the Project's success. |
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1.4.3 Deliverables:

1. Feasibility Study and Detailed Project Plan:

A comprehensive feasibility study covering technical, financial, and logistical aspects of the phosphate value addition process, including an assessment of risks, costs, and projected returns.

2. Design and Implementation of Advanced Phosphate Processing Facilities:

Lanka Phosphate Limited (LPL) will design, build, operate, and maintain (DBOM) the upgraded Eppawala Rock Phosphate Production (ERP) Facility, while the Investor will finance the upgrade. The Investor will be responsible for the design, build, finance, operation, and maintenance (DBFOM) of state-of-the-art facilities for Single Super Phosphate (SSP) manufacturing and sulfuric acid production on identified land in Kappalthurai.

3. Quality Control Systems for Value-Added Phosphate Products:

Establish quality assurance frameworks to ensure that SSP and other phosphate-based products meet industry standards and regulatory requirements.

4. Market Analysis and Strategy for Value-Added Phosphate Products:

A detailed market study outlining demand trends, competitive positioning, pricing strategies, and export opportunities for SSP and related products. While an export strategy is optional, the Investor is encouraged to explore trade agreements and international market entry.

5. Environmental Impact Assessment and Mitigation Plan:

A comprehensive environmental impact report detailing the ecological footprint of the Project and a strategy to mitigate adverse effects in compliance with local and international environmental regulations.

6. Regular Progress Reports on Project Milestones and Key Performance Indicators (KPIs):

The Investor must submit quarterly reports to the Ministry of Industry and Entrepreneurship Development covering operational updates, compliance status, risk assessments, and financial performance.

7. Training Programs for Local Workforce:

Development and implementation of training programs to equip the local workforce with skills in advanced phosphate processing, quality control, and industrial safety protocols. The Investor must prioritize employing from the local workforce, supporting regional employment generation and skill development.

8. Final Handover Documentation: Complete operational manuals, maintenance schedules, and knowledge transfer protocols for the handover of the Project after a period of 30 years to the Government of Sri Lanka or its designated entity.

1.4.4 Expected Outcomes:

The successful implementation of this project is expected to:

Stage 01: SSP Production and Phosphate Value Addition

1. Increase the economic value of ERP mined from LPL at Eppawala, ensuring value addition through SSP fertilizer production instead of raw phosphate exports.
2. Achieve domestic consumption of Single Super Phosphate (SSP) fertilizer to meet local agricultural demand. The Investor must produce additional volumes to support SSP exports, contributing to foreign exchange earnings.
3. Generate at around 300 direct employment opportunities in the SSP fertilizer processing sector, with a focus on hiring locally to support regional workforce development.
4. Enhance the efficiency and sustainability of phosphate mining operations by integrating modern processing technologies and best practices.
5. Support the development of a sustainable domestic SSP fertilizer manufacturing industry in Sri Lanka, reducing reliance on imports and contributing to long-term stability in the national fertilizer supply chain. Government incentives to encourage this initiative may be introduced based on policy decisions.
6. Stimulate economic development in the regions surrounding Eppawala and Kappalthurai, improving infrastructure, logistics, and employment opportunities.

Stage 02: Sulfuric Acid Production and Cost Optimization

1. Establish a sulfuric acid (H_2SO_4) manufacturing facility on suitable land to be provided, ensuring a stable and cost-effective supply for SSP production.
2. Generate around 200 additional direct employment opportunities in the sulfuric acid manufacturing sector, further strengthening Sri Lanka's industrial workforce.
3. Implement energy recovery solutions to utilize excess energy generated during sulfuric acid production, contributing to energy efficiency and cost savings.
4. Reduce the overall manufacturing cost of SSP fertilizer by eliminating reliance on imported sulfuric acid, improving price competitiveness in both domestic and international markets.

1.5 Proposed Role and Responsibilities of Different Parties

a. Public Sector's Role:

1. Providing the necessary infrastructure at the mine and ensuring the continuous supply of Eppawala Rock phosphate to the Project including internal road and utility infrastructure as required for the project.
2. Facilitating all necessary permits and approvals, ensuring smooth regulatory processing for the Investor.
3. Ensuring regulatory compliance and oversight, monitoring adherence to environmental, safety, and operational standards.
4. Assisting in stakeholder management and community relations to maintain public confidence and transparency.
5. Providing historical data on phosphate mining and quality, aiding in feasibility studies, planning, and operational strategies.

b. Private Partner's Role:

1. Investing in implementing advanced technologies to enhance phosphate production efficiency and value addition.
2. Design, build, finance, operate, and maintain (DBFOM) the Single Super Phosphate (SSP) manufacturing facility and sulfuric acid plant on the identified land in Kappalthurai, including required transport infrastructure.
3. Assess and communicate the approximate land area needed for establishing SSP and sulfuric acid manufacturing facilities in Kappalthurai.

4. Funding and developing efficient transport solutions for rock phosphate movement. The Investor must specify a transport method, which may include using the existing railway line from Thalawa to Trincomalee or proposing alternative transportation methods such as trucking infrastructure.
5. Developing and executing marketing strategies for value-added phosphate products, ensuring effective sales and export expansion.
6. Managing day-to-day operations of all value addition and production processes, ensuring optimal efficiency and sustainability.
7. Ensuring strict compliance with environmental and safety standards, obtaining required certifications, and adhering to government policies.
8. Providing regular project progress reports to the Ministry of Industry and Entrepreneurship Development, covering financial performance, production metrics, and key milestones.
9. Training and employing a significant percentage of the local workforce, equipping them with advanced phosphate processing skills and industrial expertise.
10. Conducting ongoing research and development to improve efficiency, sustainability, and long-term economic viability.
11. Adhering to the project agreement, including making due payments on time and fulfilling all contractual obligations. The project period will be 30 years.
12. Ensure connectivity to public infrastructure, including roads, utilities, and logistics hubs, where applicable.

2.0 Eligibility Criteria / Qualification /Instruction:

2.1 Origin of Firm: The applicant must be a legally registered entity, either operating independently or as part of a joint venture (JV). The firm must comply with all applicable laws and regulations governing business operations in Sri Lanka and its country of incorporation.

2.2 Years in Operation: The applicant must have been in continuous operation for a minimum of five (5) years from 2019 to 2024 at the time of EOI submission.

2.3 Project Experience: Applicants must demonstrate relevant experience in value addition and the large-scale manufacturing industry by providing evidence of at least two (2) successfully completed or ongoing projects within the last eight (8) years (2016–2024). These projects should be of similar scope and complexity, particularly in phosphate or mineral value

addition industries, showcasing expertise in large-scale mineral processing and industrial development.

2.4 Financial Stability: Applicants must provide audited financial statements for the past three (3) years (,2021/2022, 2022/2023, 2023/2024) as proof of financial stability. The applicant must not be under bankruptcy protection, insolvency proceedings, or any financial distress that may impact its ability to execute the Project.

2.5 Regulatory Compliance: The applicant must be fully compliant with all Government of Sri Lanka (GOSL) regulations and international trade laws. The applicant must not be blacklisted, under sanction, or restricted by any government or international regulatory body.

2.6 Labor Compliance: Confirmation that the applicant adheres to labor laws, including not employing labor below the age of 18 and ensuring fair wages and working conditions as per local regulations.

2.7 Technical and Managerial Capability: Applicants must demonstrate adequate technical and managerial capability to undertake the project. This may include certifications, qualifications of key personnel, and descriptions of technical resources related to phosphate processing and value addition.

2.8 Legal and Ethical Standing: The applicant should not have been convicted of any criminal activities related to professional conduct and should have a record of ethical business practices.

2.9 Insurance and Liability: Proof of necessary insurances and liability coverage must be provided, ensuring that the applicant can cover potential risks associated with the project.

2.10 Joint Venture: applicant must provide comprehensive details about its ownership and control structure. In cases where the applicant is part of a partnership, joint venture (JV), detailed information about the ownership and control of each participating member must be disclosed.

2.11 Submission of Documents: Applicants must submit all required documents, including company profile, proof of financial stability, project references, legal compliance certificates, etc., duly signed and authorized.

2.12 Instructions for Submission:

- Submissions must be made by 02.10.2025 to:
Chairman, Cabinet Appointed Negotiation Committee (CANC)
73/1, Galle Road, Colombo 03,
Sri Lanka.
- All documents must be provided in English.
- The application must include a cover letter stating the applicant's interest, highlighting qualifications relative to the eligibility criteria, and signed by an authorized representative.

3.0 Joint Ventures (JVs), Partnerships: Ownership, Control, and Submission Clauses

3.1 Ownership and Control Disclosure: The applicant must provide comprehensive details about its ownership and control structure. In cases where the applicant is part of a partnership, joint venture (JV), detailed information about the ownership and control of each participating member must be disclosed.

3.2 Single EOI Submission Rule: Each applicant is allowed to submit only one Expression of Interest (EOI), either individually or as a participant in a joint venture.

3.3 Restriction on Multiple Bids by JVs: If an applicant, or any partner in a joint venture, or any member of a Joint Venture participates in more than one bid, such bids will be disqualified.

4.0 Instructions to Bidders

4.1 EOI Document

The EOI document encompasses the complete set of requirements and instructions necessary for applicants. This document contains:

- Notice Inviting EOI:** "Implementation of the Value Addition Project for Rock Phosphate Mined by Lanka Phosphate Limited Under the Public Private Partnership (PPP) Method"
- Detailed Terms and Conditions:** Comprehensive guidelines governing the submission, evaluation, and selection process for Expressions of Interest (EOIs). These terms ensure transparency, compliance, and fairness in bidder selection.

- c. **Technical Forms for Submission:** Specific forms and templates that bidders must use for their submissions. (Schedule I & II)

The bidder is expected to examine all instructions, Forms, Terms and Conditions in this EOI document. Failure to furnish all information required by the EOI document or submission of EOI not substantially responsive to the EOI document in every respect will be at the bidder's risk and may result in rejection of his bid. The bidder shall not make or cause to be made any alteration, erasure or obliteration to the text of the EOI document.

4.2 Clarification on EOI Document and Briefing Meeting

A briefing meeting will be held on 28.08.2025 at 1:00 p.m. Sri Lanka Standard Time (GMT+5:30) in the Ministry of Industry and Entrepreneurship Development to provide bidders with a comprehensive understanding of the project and submission requirements. Further details, including the agenda and registration instructions, will be provided upon EOI submission or announced on the Ministry's official website.

Bidders seeking clarifications after the meeting must submit their requests within three (3) days following the meeting. No clarification requests will be accepted beyond this period, and the Ministry will respond promptly to all eligible requests. Clarification requests can be sent via email to procurementmic@gmail.com

4.3 Preparation of Bids: Bids must be prepared following these guidelines:

- a. **Language:** All documents should be submitted in English.
- b. **Documents Required:** Include company profile, project proposals, financial statements, and other relevant documentation as specified in the eligibility criteria.
- c. **Bid Format:** Bids should adhere to the format outlined in Schedule II.

4.4 Submission of Bid:

The applicant must submit the EOI in two copies, together with documents as specified and seal them in separate, envelop marked as “**original**” and “**copy**” the envelop shall then be sealed in and outer envelope which shall be marked as follows, “**Implementation of the Value Addition Project for Rock Phosphate Mined by Lanka Phosphate Limited Under the Public Private and People Partnership (PPPP) Method**”

- All required documents and forms are included and correctly filled.

Each envelop shall be address to the,
Chairman
Cabinet Appointed Negotiation Committee
73/1, Galle Road,
Colombo 03,
Sri Lanka.

4.4.1 Application closing date

Application should be submitted on or before 14.00 hours in Sri Lankan time on 02.10.2025 at the address provided above in the manner and form as detailed in the EOI ministry may as its sole discretion, extend the application closing date

4.5 Late and Delayed EOI: Submissions received after the specified deadline will be considered late and shall not be accepted, it is crucial to adhere to the timeline to avoid disqualification.

4.6 Bid Opening and Evaluation: The bid opening will be taken place on 02.10.2025 at the Ministry of Industry and Entrepreneurship Development. The evaluation process will:

- Assess bids based on the criteria/eligibility specified in the EOI document.
- Shortlist bidders for further consideration or issuing of Request Proposal (RFP) of the project.

Schedule I: Expression of Interest Template

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|---|--|---|
| 01 | Applicants legal name | FORM-A FORM-B FORM-C |
| 02 | In case of Joint Ventures legal name of each member | |
| 03 | Applicant legal address | |
| 04 | Applicant's authorized representative information (Name, Designation, Address, Telephone, FAX, E-mail) | |
| 05 | Any relevant information on the applicant or Joint Ventures members related to the competence and ability to undertake the PPP Project | |
| The Applicant or Joint Venture may optionally provide general information on their entities, such as annual reports, company brochures, or other information on relevant project experience | | |

Schedule II: Criteria of Evaluation for Bidders

| Criteria | Description/Requirements | Form |
|---------------------------------|---|--------|
| 1. Project Understanding | Describe your understanding of the project objectives and scope. | FORM-F |
| 2. Technical Capacity | Detail your technical resources, equipment, and technology that will be utilized for this project. | FORM-F |
| 3. Experience | Provide examples of previous projects of similar scope and complexity completed by your firm. Include references, project scope, duration, and outcomes. Experience in phosphate processing, mineral value addition, or industrial-scale production is preferred. | FORM-E |
| 4. Financial Stability | Submit evidence of financial stability, such as audited financial statements for the last 03 years (2022-2024). | FORM-D |
| 5. Project Plan and Methodology | Outline your proposed execution plan, including timelines, key milestones, operational strategies, and quality control measures. The plan must cover infrastructure development, production setup, compliance management, and market entry strategy. | FORM-F |

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| | The proposal should also specify the approximate land extent required in Kappalthurai for the SSP and sulfuric acid facilities, based on the investor's operational and expansion plans. | |
| 6. Compliance and Certifications | List any relevant industry certifications, standards compliance, or regulatory approvals related to this project. | Not required at EOI stage; considered at RFP stage. |
| 7. Team Qualifications | Provide details on the qualifications, expertise, and experience of key personnel assigned to the Project. Highlight relevant experience in industrial-scale phosphate processing, infrastructure development, and project management. | Not required at EOI stage; considered at RFP stage. |
| 8. Risk Management | Describe your approach to identifying, managing, and mitigating project risks, including risks related to operations, regulatory compliance, environmental impact, financial sustainability, and transportation infrastructure. | FORM-F |
| 9. Sustainability and Environmental Considerations | Explain how your proposal addresses sustainability and any environmental impacts associated with the project. | FORM-F |
| 10. Cost Proposal | Provide a detailed cost proposal that includes a breakdown of all project costs. | Not required at EOI stage; considered at RFP stage. |
| 11. Additional Value | Describe any additional value or innovation your firm brings beyond the basic project requirements, including technology advancements, efficiency improvements, or market expansion strategies. | FORM-F |
| 12. Policy Compliance | Indicate how your proposal complies with specific policy initiatives relevant to the project. Include documentation as necessary. | Not required at EOI stage; considered at RFP stage. |

Submission Formats

Application Submission Form (Form A)

Letter of Submission of EOI

Date: [Insert Date]

EOI No. and Title:

Implementation of the Value Addition Project for Rock Phosphate Mined by Lanka Phosphate Limited Under the Public Private and People Partnership (PPPP) Method

To:

Chairman,

Cabinet Appointed Negotiating Committee (CANC)

Ministry of Industry and Entrepreneurship Development

73/1, Galle Road, Colombo 03, Sri Lanka

We, the undersigned, hereby submit our **Expression of Interest (EOI)** for consideration in the **Implementation of the Value Addition Project for Rock Phosphate Mined by Lanka Phosphate Limited Under the Public Private and People Partnership (PPPP) Method**, and declare that:

1. We have **examined the EOI document** and fully understand the **Instructions to Bidders**. We confirm that we have **no reservations** regarding the contents of the EOI.
2. We confirm that we meet the **eligibility and qualification criteria** specified in the EOI document, including **technical capability, financial stability, and relevant experience in value addition and large-scale manufacturing industries**.
3. We acknowledge that the **Ministry of Industry and Entrepreneurship Development** reserves the right to **accept or reject any EOI submission, cancel the prequalification process, or modify the selection process** at any time, without incurring any liability to applicants.
4. All **information, statements, and representations** made in this EOI submission are, to the best of our knowledge and belief, **true, correct, and complete**.

We look forward to your consideration of our application.

Signed: _____

Name: _____

In the Capacity of: _____

Duly authorized to sign the EOI on behalf of:

[Applicant's Name or Consortium Name]

Address: _____

Date: _____

[For a Consortium, either all partners shall sign, or only the authorized representative of the Lead Partner shall sign]

Applicant Declaration (Form B)

Date: [Insert Date]

EOI No. and Title:

Implementation of the Value Addition Project for Rock Phosphate Mined by Lanka Phosphate Limited Under the Public Private and People Partnership (PPPP) Method

To:

Chairman,

Cabinet Appointed Negotiating Committee (CANC)

Ministry of Industry and Entrepreneurship Development

73/1, Galle Road, Colombo 03, Sri Lanka

We, the undersigned, hereby declare that:

- (a) We have **no conflict of interest** in accordance with the **Instructions to Bidders**.
- (b) We have **not been debarred or blacklisted** within the last **five (5) years** by any **government, regulatory body, or international organization**.
- (c) We have **not had an event of default declared against us** under any material operations.
- (d) We have **no history of court or arbitral award decisions** against us that would affect our ability to perform under this Project.

We confirm that the statements made in this declaration are **true, complete, and correct** to the best of our knowledge.

Signed: _____

Applicant's Name: [Applicant or Each Partner in the Consortium]

Address: _____

Date: _____

[For a Consortium, all partners shall sign individually]

Applicant Information Form (Form C)

| Applicant Name and Acronym | Legal address | Country of Incorporation ² | Investment Firm | | EOI Submission Authorized By | Position |
|----------------------------|---------------|---------------------------------------|-----------------|------------|------------------------------|----------|
| | | | Joint Venture | Consortium | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

[The following table shall be filled in for the Applicant and for each partner of a Consortium]

Financial Data Submission Form (Form D)

| Type of Financial information in (currency) | Historic information for previous <i>[insert number] years, [insert in words]</i> (amount in currency, currency, exchange rate*, USD equivalent) | | |
|--|---|---------|---------|
| | Year 01 | Year 02 | Year 03 |
| Statement of Financial Position (Information from Balance Sheet) | | | |
| Total Assets (TA) | | | |
| Total Liabilities (TL) | | | |
| Total Equity/Net Worth (NW) | | | |
| Current Assets (CA) | | | |
| Current Liabilities (CL) | | | |
| Working Capital (WC) | | | |
| Information from Income Statement | | | |
| Total Revenue (TR) | | | |
| Profits Before Taxes (PBT) | | | |
| Profits After Taxes (PAT) | | | |
| Cash Flow Information | | | |
| Cash Flow from Operating Activities | | | |

* Financial statements shall be provided to support the above. At least one of them shall be audited financial statements.

Project Experience and References (Form E)

Applicant's Experience in Value Addition and Large-Scale Manufacturing Industry

Please provide **relevant project references** that demonstrate the firm's **experience in large-scale mineral processing, value addition, and industrial manufacturing**. Select the **most relevant projects** that showcase expertise in **phosphate or mineral-based value addition industries**.

| SN | Type of Project | Period | Client | Country | Firm |
|----|-----------------|--------|--------|---------|------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |
| 6 | | | | | |
| 7 | | | | | |
| 8 | | | | | |
| 9 | | | | | |
| 10 | | | | | |

Concept Proposal (Form F)

The Concept Proposal should simply outline the **applicant's approach to implementing the project**, including the **objectives, scope, investment strategy, operational plan, and expected outcomes**. It should highlight the **Investor's role in financing the upgrade of the Eppawala Rock Phosphate Production Facility**, which will be **designed and maintained by LPL**, as well as the establishment of **SSP and sulfuric acid production facilities on a suitable land to be provided**.

The proposal should also include details on the **proposed transport method for phosphate movement**, ensuring an **efficient and cost-effective supply chain**. Furthermore, applicants should mention **adherence to environmental and safety regulations**, along with **strategies for market expansion**, including **domestic supply and potential exports**.

| |
|--|
| |
|--|

Maximum 800 words

EOI Attachments

The Checklist for Submission of EOI Document

- ☐ **Application Submission, Form-A**
- ☐ **Applicant Declaration, Form-B**
- ☐ **Applicant Information, Form-C**
- ☐ **Applicant's Financial Data, Form-D** (*Audited Financial Statements for 2022-2024*)
- ☐ **Certificate/Article of Incorporation/BRC of the Lead Partner and JV Partners**
- ☐ **Letter of Association** (*For Joint Ventures, if applicable*)
- ☐ **Lead Partner Authorization Document by Each Partner or Any Other Acceptable Document** (*For JV submissions*)
- ☐ **Power of Attorney or Corporate Resolutions for the Authorized Representative**
- ☐ **Project Experience and References -Form E**
- ☐ **Concept Proposal (Approach, Financing Model, Scope, and Strategic Objectives), Form-F** (*Including Project Approach, Investment Plan, and Expected Outcomes*)
- ☐ **Other Supporting Documents (Awards, Certifications, ISO Standards, Key Staff Profiles) – Form G**