



Colombo Lotus Tower Management Company (Pvt) Ltd

Request for Expression of Interest (EOI)

**Development and Operation of an Aquarium Cafe Experience at
Colombo Lotus Tower Management Company (Pvt) Ltd**

REF No: CLT/TEN/S/RFP/26/01

Chief Executive Officer

**COLOMBO LOTUS TOWER MANAGEMENT COMPANY (PVT) LTD
NO 320, D R WIJEWARDANE MAWATHA
COLOMBO 10.**

Issued Date –-.....-2026

Issued To -

Letter of Invitation

Colombo Lotus Tower Management Company (Pvt) Ltd (CLTMC) is pleased to invite your organization to participate in the Expression of Interest (EOI) for the **Development and Operation of an Aquarium Cafe Experience at CLTMC NO 320, D R Wijewardana Mawatha, Colombo 10.**

The proposed concept is expected to create a world-class experiential attraction that combines entertainment, education, conservation awareness, and dining within the Colombo Lotus Tower premises.

Project Objective

The objective of this initiative is to introduce a state-of-the-art aquatic ecosystem attraction that promotes tourism, education, and environmental awareness while enhancing the overall visitor experience at the Colombo Lotus Tower.

The project is also expected to contribute to STEM-based learning opportunities, particularly for school children and students interested in marine biology and aquatic ecosystems.

Scope of the Project

The proposed area for the project is approximately 3,266 sqft.

The investor/operator will be responsible for the design, financing, development, operation, and maintenance of the proposed concept.

The concept must include, but is not limited to, the following components:

- Themed Exhibit Galleries showcasing diverse aquatic ecosystems
- Interactive Zone, including touch pool concepts for visitor engagement
- Educational Hub designed for school children and academic institutions
- Ethical Retail Boutique selling aquarium-related products and souvenirs
- Premium Cafe Experience integrated with the aquarium environment
- State-of-the-Art Aquarium Technology, including Life Support Systems (LSS)
- Sustainable and ethically sourced aquatic species
- Any additional innovative concepts that enhance visitor engagement and educational value

EOI Submission Details:

Submission Deadline: 23.03.2026 at 5.00 p.m. (The EOI will be opened soon after the closing date and time at the Meeting Room at Business Development Colombo Lotus Tower Management Company (Pvt) Ltd. One or Two representatives from each company may participate in the EOI opening.

Submission Address:

Chief Executive Officer
Colombo Lotus Tower Management Company (Pvt) Ltd
No 320, D R Wijewardane Mawatha,
Colombo 10.

Contact Information:

Marketing Manager
Mob: 076 036 9144
Tel: 011 210 8300
tender@colombolotustower.lk

Submission Method: By post, courier or hand delivery to the Tender Box available at the 1st Floor, Procurement Division of CLTMC.

Field visit:

1. Date: From 10.03.2026 to 20.03.2026
2. Time: 9.00 a.m. to 5.00 p.m
3. Venue: Colombo Lotus Tower Management Company (Pvt) Ltd
4. Please contact the Marketing Manager to arrange a convenient time slot for the proposed site visit during the above mentioned period.

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 business partner for this Project.

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

Warm regards,

**CHIEF EXECUTIVE OFFICER
COLOMBO LOTUS TOWER MANAGEMENT COMPANY (PVT) LTD
NO 320, D R WIJEWARDANE MAWATHA
COLOMBO 10.**

DISCLAIMER

The Colombo Lotus Tower Management Company (Pvt) Ltd (CLTMC) has issued this Request for Expression of Interest (EOI) document solely for the purpose of obtaining preliminary information from interested parties regarding the proposed project. This EOI does not constitute a solicitation, offer, or invitation to enter into a contract, nor does it form the basis for any contract or commitment of any kind by CLTMC.

The information contained in this EOI is provided in good faith and is based on current assumptions, assessments, and projections available to CLTMC at the time of issuance. While every effort has been made to ensure the accuracy, adequacy, and completeness of the information, CLTMC does not make any representation or warranty, express or implied, regarding the correctness, reliability, or completeness of the contents of this document. Interested applicants are solely responsible for conducting their own investigations, due diligence, and obtaining any independent professional, legal, financial, or technical advice necessary to evaluate the opportunity.

Applicants shall bear all costs associated with the preparation and submission of their EOI, participation in discussions, presentations, clarifications, site visits, or any other activities related to this process. CLTMC shall not, under any circumstances, be liable for reimbursement of any such costs, nor shall it be responsible for any liabilities, losses or damages incurred by applicants as a result of their participation in the EOI process.

CLTMC reserves the absolute right, at its sole discretion and without assigning any reason, to update, amend, modify, suspend, or cancel this EOI or the entire procurement process at any time. CLTMC also reserves the right to accept or reject any or all EOIs, to not proceed to subsequent stages and to take any action it deems appropriate in the interest of the project and the organization. Submission of an EOI does not create any obligation on CLTMC to invite the applicant to the next stage or to award or enter into any contract or agreement.

By submitting an EOI, the applicant acknowledges and agrees to the terms of this Disclaimer and the conditions outlined in this document.

1. TERMS OF REFERENCE (TOR)

1.1 Introduction

Colombo Lotus Tower Management Company (Pvt) Ltd (CLTMC) invites Expressions of Interest (EOI) from qualified investors and operators to design, develop, and operate a unique aquatic ecosystem experience integrated with a premium café concept targeting both local visitors and international tourists.

The proposed concept is expected to create a world-class experiential attraction that combines entertainment, education, conservation awareness, and dining within the Colombo Lotus Tower premises.

1.2 Project Objective

The objective of this initiative is to introduce a state-of-the-art aquatic ecosystem attraction that promotes tourism, education, and environmental awareness while enhancing the overall visitor experience at the Colombo Lotus Tower.

The project is also expected to contribute to STEM-based learning opportunities, particularly for school children and students interested in marine biology and aquatic ecosystems.

1.3 Scope of the Project

The proposed area for the project is approximately 3,266 sqft.

The investor/operator will be responsible for the design, financing, development, operation, and maintenance of the proposed concept.

The concept must include, but is not limited to, the following components:

- Themed Exhibit Galleries showcasing diverse aquatic ecosystems
- Interactive Zone, including touch pool concepts for visitor engagement
- Educational Hub designed for school children and academic institutions
- Ethical Retail Boutique selling aquarium-related products and souvenirs
- Premium Café Experience integrated with the aquarium environment
- State-of-the-Art Aquarium Technology, including Life Support Systems (LSS)
- Sustainable and ethically sourced aquatic species
- Any additional innovative concepts that enhance visitor engagement and educational value

1.4 Investment Requirement

- The minimum project investment shall not be less than LKR 100 million.
- 100% of the investment must be borne by the investor/operator.
- The investor will be responsible for all costs related to design, construction, equipment installation, technology systems, and operational setup.

1.5 Project Implementation Period

The selected investor/operator must complete the project within six (06) months from the date of awarding the project.

1.6 Commercial Terms

The selected investor/operator will be required to:

- Pay a base rental determined by CLTMC for the allocated premises.
- Pay 15% of the gross revenue generated from the operation to CLTMC.
- Comply with all applicable regulatory, environmental, and operational requirements.

1.7 Eligibility Criteria

Applicants must meet the following minimum eligibility requirements:

1. The applicant must be a registered company with a minimum of three (03) years of operational experience in the relevant industry.
2. The company must demonstrate prior experience in developing or operating similar large-scale aquarium or aquatic ecosystem projects.
3. The applicant must have the financial capability to invest a minimum of LKR 100 million in the proposed project.
4. The applicant must have the technical and operational capacity to complete the project within six (06) months from the date of award.
5. Registration or membership with the Sri Lankan Ministry of Fisheries or related regulatory bodies will be considered an added advantage.
6. Membership with recognized international professional bodies related to aquariums, marine ecosystems, or aquatic sciences will also be considered an added advantage.

1.8 Submission Requirements

Interested parties must submit an Expression of Interest (EOI) including the following:

1. Company profile and company registration documents
2. Evidence of relevant experience and portfolio of similar projects
3. A comprehensive concept paper including:
4. Business model and operational concept
5. Proposed technology and aquarium systems
6. Estimated project investment value
7. Implementation timeline and project plan
8. Expected impact on tourism and visitor experience at CLTMC
9. Contribution to education and marine-related studies

1.9 Evaluation Process

CLTMC will conduct the evaluation process in the following stages:

Stage 1 – EOI Evaluation

CLTMC will review all submitted EOIs and shortlist qualified companies based on their experience, investment capacity, and proposed concept.

Stage 2 – Detailed Proposal Submission

Shortlisted applicants may be requested to submit a detailed application and supporting documentation, including technical and financial proposals.

Stage 3 – Final Evaluation

CLTMC will evaluate the detailed proposals and prepare a recommendation for endorsement.

1.10 Approval and Award

Following the evaluation process:

1. CLTMC will submit the final recommendation to the Board of Directors for approval.
2. The selected applicant will receive a Letter of Award (LOA) to commence the project.
3. This will be followed by the execution of a Lease Agreement or Management Agreement between CLTMC and the selected investor/operator.

1.11 Conclusion

CLTMC invites qualified investors and industry professionals to join this innovative initiative aimed at developing a sustainable, educational, and technologically advanced attraction that will enhance tourism and attract forex and investments while promoting marine conservation and experiential learning.

Please note that the deadline for submitting the proposal is 23.03.2026 before 05.00 pm.

Colombo Lotus Tower Management Company (Pvt) Ltd reserves the right to accept or reject any Expression of Interest without assigning any reason.

2. Instructions to Bidders

2.1 EOI Document

The EOI document encompasses the complete set of requirements and instructions necessary for applicants. This document shall contain,

- a. **Notice Inviting EOI:** “The submission of an EOI for Development & Operation of an Aquarium Café Experience at Colombo Lotus Tower Management (Pvt) Ltd.”
- b. **Detailed Terms and Conditions:** Comprehensive guidelines governing the submission, evaluation, and the selection process for Expression of Interest (EOI). These terms ensure transparency, compliance, and fairness in bidder selection.
- c. **Technical Forms for Submission:** Bidders shall use only the forms provided in Schedules I and must submit only the supporting documents specified under each respective form.
- d. **Sealing of Documents:** All pages of the EOI submission, including forms and supporting documents, shall be duly sealed with the official company seal. In the case of a consortium, the company seal of the Lead Bidder shall be affixed on each page of the common submission. Where separate forms or documents are required from individual consortium members, each such form or document shall be sealed by the respective consortium member.

2.2 Clarification on EOI Document

Please contact Marketing Manager of Colombo Lotus Tower Management Company (Pvt) Ltd for further clarifications or make your written requests to the email address given below.

Marketing Manager

Mob: 076 036 9144, Tel: 011 210 8300

Email: tender@colombolotustower.lk

4.0 Preparation of EOI: EOI must be prepared following these guidelines:

- a. **Language:** All documents should be submitted in English.
- b. **Documents Required:** Relevant documentation as specified in the EOI.
- c. **EOI Format:** EOI should adhere to the format outlined in Schedule I.

4.1 Submission of EOI:

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, “**EOI for Development & Operation of an Aquarium Café Experience at Colombo Lotus Tower Management Company (Pvt) Ltd.**”

All required documents and forms are included and correctly filled. Each envelope shall be addressed to the,

**Chief Executive Officer
Colombo Lotus Tower Management Company (Pvt) Ltd
No 320, D R Wijewardana Mawatha,
Colombo 10.**

4.1.1 Application Closing Date

- Application should be submitted on or before **17.00 hours** in Sri Lankan time on **23.03.2026** to the address provided above in the manner and form as detailed in the EOI. CLTMC may at its sole discretion extend closing date of the application.
- The application submission form shall be signed by an authorized person duly authorized by a company resolution, the company secretary, or an attorney.

4.2 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.

4.3 EOI Close and Opening: The EOI close & opening will take place on 23.03.2026 at 05.00 PM in the Meeting Room of the Business Development Department, Colombo Lotus Tower Management Company (Pvt) Ltd.

4.4 The evaluation process will:

Assess submitted EOIs based on the criteria specified in the EOI document.

No	Description of Criteria	Marks
1	Completeness of EOI Submission completeness, Legal status & eligibility	5
2	Financial Capacity Ability to invest \geq LKR 100 million; audited FS evidence (3 years) Financial health (liquidity, net worth, profitability trends)	15
3	Relevant Experience Past Experiences in aquariums/aquatic ecosystems or comparable experiential attractions	20
4	Technical & Operational Approach Proposed Aquarium tech & LSS design; sustainability & ethical species sourcing	15
5	Implementation Plan Feasibility of timeline (\leq 6 months) & project plan/milestones Concept quality: themed exhibits, interactive zones, educational hub, ethical retail, cafe integration	15
6	Strategic Impact Understanding of CLTMC terms - base rental + 15% gross revenue and commercial viability	30
	Total Marks	100

Note: Only EOIs which score 70% or above will be subjected to shortlist

4.5 Submission of Financial Statement: All applicants shall submit last 03 years audited financial statement along with the proposal.

Schedule I: Expression of Interest Template

01	Applicants legal name	
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)	FORM-A
05	Any relevant information on the applicant or Joint Ventures members related to the competence and ability to undertake the PPP Project	FORM-B FORM-C
06	Financial Stability: document	FORM-D
07	Experience:	FORM-E
08	Project Proposal: As described in the relevant form.	FORM-F

3. Submission Formats

Application Submission Form - Form A Letter of Submission of EOI

Date: [Insert Date]

EOI No. and Title:

The Submission of an EOI for Development and Operation of an Aquarium Cafe Experience at Colombo Lotus Tower Management Company (Pvt) Ltd.

To:

Chief Executive Officer

Colombo Lotus Tower Management Company (Pvt) Ltd,
No 320, D R Wijewardana Mawatha,
Colombo 10.

We, the undersigned, hereby submit our **Expression of Interest (EOI)** for consideration in the **Submission of an EOI for Development and Operation of an Aquarium Cafe Experience at Colombo Lotus Tower Management Company (Pvt) Ltd**, and declare that:

1. We have examined the EOI document and fully understood 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 financial stability, and relevant experience.
3. We acknowledge that the Colombo Lotus Tower Management Company (Pvt) Ltd 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 Firm Name]

Address: _____

Date: _____

All parties must sign and affix the company seal. For a Consortium, either all partners sign with their seals or the authorized representative of the Lead Partner signs with the seal.

Applicant Declaration - Form B

Date: [Insert Date]

EOI No: CLT/TEN/S/RFP/26/01

Subject: The Submission of an EOI for Development and Operation of an Aquarium Cafe Experience at Colombo Lotus Tower Management Company (Pvt) Ltd,

To:

Chief Executive Officer

Colombo Lotus Tower Management Company (Pvt) Ltd

No 320, D R Wijewardana Mawatha,

Colombo 10.

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 by 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.
- (e) We confirm full compliance with all Government of Sri Lanka regulations and applicable international trade laws, and we further confirm that we are not blacklisted, sanctioned, or restricted by any government or international regulatory body.

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: _____

[All bidders must sign and affix the company seal. For a Consortium or JV, all partners shall sign individually with their company seals, or the authorized representative of the Lead Partner may sign with the company seal.]

Applicant Information Form - Form C

Applicant/Company Name and Acronym	Legal address	Type of Business/Firm (Joint Venture, Consortium, etc)	EOI Submission Authorized By	Position

- ***The table must be filled for the Applicant and each Consortium partner, and the Business Registration Certificate of each company must be submitted.***

Financial Data Submission Form - Form D

Type of Financial information in (In currency)	Historic information for previous (amount in Rupees)		
	Year 01 2022/2023	Year 02 2023/2024	Year 03 2024/2025
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			

- ***The Applicant must submit the audited financial statements for the respective years. In the case of a JV or Consortium, each partner shall submit its audited financial statements together with a separate Financial Data Submission Form for each company.***

Project Experience and References (Form E)

Provide business references demonstrating your firm's experience in projects similar to the development and operation of an Aquarium Cafe Experience at Colombo Lotus Tower Management Company (Pvt) Ltd, or other comparable experiential, educational, or themed attraction projects. The references should highlight your organization's technical, operational, and managerial capabilities relevant to designing, developing, and operating large-scale aquatic ecosystem attractions or related environmental, educational, or leisure-based facilities. Please list the most relevant projects completed within the past 03 years, along with verifiable supporting documentation.

SN	Type of Project	Period	Country	Remarks
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

[The Applicant shall submit verifiable documentary evidence for each project reference; projects developed and operated by the Applicant for its own operations may also be considered, subject to submission of acceptable auditable evidence. In the case of a Joint Venture or Consortium, each partner shall submit project references relevant to its proposed role, together with supporting evidence.]

Concept Proposal - Form F

The Concept Proposal should outline the applicant's comprehensive approach to implementing the Project, clearly presenting the project objectives, investment strategy, operational model, and anticipated outcomes. The proposal must describe how the applicant intends to design, finance, Development and Operation of an Aquarium Cafe Experience at Colombo Lotus Tower Management Company (Pvt) Ltd Development and Operation of an Aquarium Cafe Experience at Colombo Lotus Tower Management Company (Pvt) Ltd. It should also elaborate on the proposed thematic design features, aquarium technologies, Life Support Systems, visitor engagement zones, educational elements, and any innovative value-adding concepts that will enhance the overall experiential quality of the attraction.

The proposal should further provide a detailed description of the development methodology, operational workflows, technology integration plans, sustainability practices, and modern safety and environmental management measures that will be adopted. Applicants must outline the proposed sourcing and handling procedures for aquatic species, operational logistics, staff training and development plans, visitor management systems and strategies to ensure efficient, safe, and cost-effective operations.

In line with the Submission Requirements, the Concept Proposal must also include a clear business model and operational concept, proposed aquarium systems and related technologies, the estimated project investment value, a detailed implementation timeline with a project plan, the expected impact on tourism, visitor engagement, and revenue generation at CLTMC and the contribution of the project to education, marine-related studies, and conservation awareness.

Concept Proposal

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
- Experience, Form - E
- Concept Proposal, Form - F

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