



Sri Lanka Railways

Terms of Reference (TOR) for Redevelopment of Railway Stations on Key Urban & Tourism Rail Corridors

Introduction

Sri Lanka Railways is currently mainly dependent on passenger revenue. Various strategic plans are being implemented to increase the revenue of the department. As part of Sri Lanka Railways' ongoing plans to increase non-operating income, the potential of railway properties for various economic activities has been identified as a priority. It has been recognized that there is a high potential for implementing theme-based mixed development projects using railway stations. Development of railway properties on major urban rail corridors and tourist routes is the first step under this programme. There are conceptual plans for stations in urban rail corridors. The department seeks to partner with the private sector in implementing such ventures.

1. Background

At present, the total track length of the railway is 1437 km and there are 341 stations. SLR operates around 350 train journeys per day. Out of them, 65 are long distance trains. Using all these, at least 11 million passengers are handled in a month.

Depending on the location of railway stations, there is potential to establish commercial enterprises, offices, entertainment centres, food courts, cyber cafes, residential complexes, recreation centres, apartments, gymnasiums.

2. Scope work

Potential bidders should submit

- a) Detailed project plan for projects
- b) Investment Plan and Financial Feasibility
- c) Financial methods
- d) Other Feasibility Studies
- e) Project staff and management details

3. Selection Criteria

- a) Experience in similar projects
- b) Financial Capacity and credentials of the company
- c) Management capability / availability of trained staff
- d) Suitability in terms of customer preferences / quality and diversity of service offered
- e) Consistency with railway theme and heritage and less damaging to the nature

4. Submission Requirements

Potential bidders should submit following documents

- a) Detailed project proposal
- b) Project time line
- c) Any other relevant documents
- d) Financial proposal including proposed lease rental

5. Evaluation Methodology

- a) Bids are evaluated using selection criteria mentioned above.
- b) 60 % of marks will be given to the project proposal whereas 40 % will be given to financial proposal (proposed lease rental)

6. Terms and Conditions

Agreement will be signed for a period of five years as per the provisions of Railway Act however with the assurance of extending each five year up to 25 years unless both parties mutually agreed to close the agreement.

7. Procedure for submitting EOI

- a) All EOI as above should be put in an envelope, sealed and marked "EOI- Railway Station Development project" on the top left corner.
- b) The sealed envelope should be sent by registered post or hand delivered to Deputy Superintendent (Sales and Marketing), Railway Headquarters, Maradana, Colombo 10 before 2.00 pm on 24/06/2023.
- c) EOI received after 2.00 PM on 24/06/2023 will not be considered.

8. Contact Information

Should you need any clarifications please contact following
Marketing Manager

Sri Lanka Railways

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