



State Trading
(General) Corporation

**Expressions of Interest obtaining international agency from
Foreign Manufactures for
Supply Household Electrical Items under Exclusive
Distributorship in Sri Lanka
To Sri Lanka State Trading (General) Corporation Ltd.
STC/PRO/2025/EOI/HHE**

Sri Lanka State Trading (General) Corporation Ltd
No: 100, Nawam Mawatha, Colombo 02. Sri Lanka.
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Email: lankagen@slt.net.lk
Web: www.stc.lk

**Expressions of Interest obtaining international agency from
Foreign Manufactures for Supply Household Electrical Items
under Exclusive Distributorship in Sri Lanka
To Sri Lanka State Trading (General) Corporation Ltd.
STC/PRO/2025/EOI/HHE**

Sri Lanka State Trading (General) Corporation Limited (STC) , which is a fully Government owned self-financed company ltd operated under The Ministry of Trade, Commerce and Food Security and corporative development, hereby invites sealed Expressions of Interest (EOI) for obtaining international agency from Foreign Manufactures for Supply Household Electrical Items under Exclusive Distributorship in Sri Lanka from foreign manufacturers of reputed brands.

STC expecting to distribute products to end customer through island wide dealers and execute product promotion campaigns to build awareness for brand and products in collaboration with brand principals or manufactures.

Expected Range of Products			
1	Instant water Heaters (With Pressure Pump)	11	Washing Machine - Semi Auto
2	Rice Cookers	12	Washing Machine - Full Auto
3	Gas Cooker	13	Hair Dryers
4	Electric Kettle	14	Blenders
5	Electric Iron	15	Pedestal/Wall/Table Fans
6	Air Fryers	16	Solar Accessories
7	Microwave Oven	17	Air Conditioners-Wall Mounted Type
8	Television	18	Air Conditioners-Ceiling Cassette Type
9	Refrigerators Single door	19	Air Conditioners-Floor Standing Type
10	Refrigerators Double door		

1. EOI will be opened to Foreign International manufacturers and authorized exporter in the country of origin.
2. Properly sealed EOI documents along with required certificates with attachments in two copies marked “original” & “duplicate” shall be sent by courier or hand delivered and placed in the tender box provided.
3. Envelops shall carry “obtaining international agency from Foreign Manufactures ” – EOI: **STC/PRO/2025/EOI/HHE**”, addressed and sent to below address
The Chairman, Sri Lanka State Trading (General) Corporation Ltd,
No 100, Nawam Mawatha, Colombo 02, Sri Lanka.
4. Closing Date 1st of August 2025 10.30AM (Colombo time) – All EOI Acceptances will be informed to the Contact Person Officially.
5. Non-refundable EOI fee of USD 50 can be paid through online link <https://www.stc.lk/eoihhe>

1. Instructions to Suppliers	
1.1	The Purchaser :- Sri Lanka State Trading (General) Corporation Limited (herein called STC)
1.2	The name and identification of the EOI Expressions of Interest obtaining international agency from Foreign Manufactures for Supply Household Electrical Items under Exclusive Distributorship in Sri Lanka To Sri Lanka State Trading (General) Corporation Ltd. STC/PRO/2025/EOI/HHE
1.3	Mandatory Requirements of the Manufacturer <ol style="list-style-type: none"> 1. Only Foreign International Manufactures or their authorized Exporter in the country of origin are allowed 2. Manufacturing Company Registration to be attached 3. It has to be a registered export establishment in the origin country for Manufacturing Household Electrical Appliances 4. Having Experience in exporting Proposing brand to other countries at least 5 years. 5. International Quality Certifications for production Plant (ISO, etc) 6. Recent export order certificate for Country of Origin
1.4	Submit Below mandatory Documents Along With EOI Form <ol style="list-style-type: none"> i. Business registration certificate has to be Submitted ii. Proof BL Copies of 10Nos of export orders more than minimum value USD\$ 10,000 within last 5 years iii. List of Exports in brands and varieties of products iv. Copy of Audited “P&L and Balance Sheet” for the years – 2024, 2023, 2022 v. Certificate of Origin (COO) of last 3 shipments issued by Relevant Export Trading Authority of the origin country. vi. International Quality Certifications for Manufacturing Plant (ISO, etc) vii. International Certifications for the Manufactured Products (CE, energy star etc.) viii. Full Factory Details along with Product Lines and product Catalogs ix. Manufacturer Authorization Letter x. Letter of Appointment for Exporter in origin country.(only if applicable)
1.5	Bid Evaluation Process <ol style="list-style-type: none"> 1. Mandatory Requirements (1.3) 2. Required Documents (1.4) 3. Proposed Line of Products & Exclusive Distributorship in Sri Lanka.

1.6	<p>For any clarification Please Email</p> <p>AGM (Procurement) Sri Lanka State Trading (General) Corporation Limited No. 100 ,NawamMawatha, Colombo 02, Sri Lanka.</p> <p>Telephone : +94 11 2422341/+94112440880 Fax No 094 11 2447970 E-mail: nirosh@stc.lk</p>
1.7	<p>Submission of EOI Forms</p>
	<p>Properly sealed EOI documents along with required attachments in 2 copies marked “Original” and “Duplicate” may be sent through the courier or hand delivered to below address on or before the closing date. Left-hand corner of the envelope shall carry “obtaining international agency from Foreign Manufactures ” – EOI: STC/PRO/2025/EOI/HHE” and sent to below address</p> <p>Chairman, Sri Lanka State Trading (General) Corporation. No. 100, NawamMawatha, Colombo 02, Sri Lanka.</p>
1,8	<p>Closing Date /Time & Venue</p> <ol style="list-style-type: none"> 1. Closing Date of EOI : 1st of August 2025 10.30AM (Colombo time) 2. All EOI Submissions to be done to the Sealed Box Provided at Below Address <p>Lobby Area / Tender Boxes , Sri Lanka State Trading (General) Corporation ltd, No 100, Nawam Mawatha, Colombo 02, Sri Lanka.</p>

2.0 Details of Exporter

**“Obtaining international agency from Foreign ManufacturesHousehold Items
under Exclusive Distributorship”
EOI: STC/PRO/2025/EOI/HHE**

2.1 Manufacturer Details	Response
Company Registered Name	
Registered Business Address	
Business Registration Number	(Please Attach copy of Business Registration)
Manufacturer Address & contact Details	
Type of Business Registration (Proprietor/Pvt.Ltd /Public Limited)	
Origin Factory Details	Factory Registration No: Address : Capacity :

2.2 Contact Person of the Manufacturer

Contact	Details
Contact Person Name	
Designation	
Address	
Telephone (Mobile)	
Fax	
E – mail	
Web Site	

2.3 Manufacturers Export Establishment (Exporter/Distributor) Details

		Response
1.	Name of Foreign Export Establishment (Foreign) Exporter/Distributor in the country of origin	
2.	Address	
3.	Contact Person & Contact Number	
4.	Business Registration Number	Registration copy Required
5.	Type of Business Registration (Proprietor /Pvt Ltd /Public Limited)	Required
6.	Export Registration	Registration copy
7.	International Banking Details	
8.	Bank Reference Letter from Above Bank	Required

Mandatory: Letter of Appointment as an Exporter in origin country (only if applicable)

2.4 Financial Standing (Audited) – Required Balance Sheets for Years

Financial Data	2021 Audited	2023 Audited	2024 Audited	2025 Management
Annual Revenue				
Net Profit				

Note: Please attach the copies of P&L and Balance Sheet

2.5 Proof of Exports of Proposed Items & Brand

Recent export shipments details

Se.No	BL Number & Date	Export Destination Establishment Name	Country of Export	Quantity	Type of Product & Brand
01					
02					
03					
04					
05					
06					
07					
08					
09					
10					

Note: Please attach recent 10 Nos BL's

2.6 Details of Production Factory

Se. No	Product	Address of the Factory	Production Capacity Nos	Ex Stock Nos
1	Instant water Heaters (With Pressure Pump)			
2	Rice Cookers			
3	Gas Cooker			
4	Electric Kettle			
5	Electric Iron			
6	Air Fryers			
7	Microware Oven			
8	Television			

9	Refrigerators Single door			
10	Refrigerators Double door			
11	Washing Machine - Semi Auto			
12	Washing Machine - Full Auto			
13	Hair Dryers			
14	Blenders			
15	Pedestal/Wall/Table Fans			
16	Solar Panel, Hybrid inverter, Batteries & accessories			
17	Air Conditioners-Wall Mounted			
18	Air Conditioners Ceiling Cassette			
19	Air Conditioners Floor Standing			

Please use extra forms if required

2.7 Obtained international Standards and International awards for the Factories (ISO, etc)

Se. No	Address of the Factory	Quality Standards	International Awards
01			
02			
03			
04			

Please mention any quality and environmental or other factors considered during production as a value addition for the product

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3.0 Specifications & Certifications of Proposed Products

Se.No	Required Product	Capacity	Proposed Brand & Model	F.O.C. Spare Parts %	Warranty Period
1	Instant water Heaters (With Pressure Pump)	~3.5 KW			
		~4.5 KW			
		~5.5 KW			
2	Rice Cookers	~1L			
		~1.5L - 1.8L			
		~2.2L -3.2L			
3	Gas Cooker	Stainless Steel 2 burner			
		Glass Top 2 burner			
4	Electric Kettle	~1L			
		~1.5L -1.8L			
		~2.0-2.5L			
5	Electric Iron	Dry Iron			
		Steam Iron (100ml - 400ml)			
6	Air Fryers	4L-7L			
7	Microwave Oven	19-20L			
		25-28L			
8	Television	32" Full HD Smart TV			
		43" Full LED Smart TV			
		49"-55" UHD LED Smart TV			
9	Refrigerators Single door	Non Invertor 150L -185L			
		Invertor 180L-280L			
		Display Type upright freezers			
10	Refrigerators Double door	Invertor 240L-320L			
		Glass top Chest Freezers			

11	Washing Machine - Semi Auto	6KG-7KG			
12	Washing Machine - Full Auto	6KG-7KG Top Load			
		8KG-10KG Top Load			
		Front Load			
13	Hair Dryers	800-1000 W			
		1200 -1600 W			
		1800 - 2000+ W			
14	Blenders	0.5 L-1.0 L			
		1.0-1.5 L			
		1.5 - 2.0+ L			
15	Pedestal/Wall/Table Fans	Plastic or Steel Blade Fans			
		Blade size-10"/12"/16"/18"			
		Pedestal,Wall & Table Fans			
		3 speed & 5 speed (Mechanical & remote control)			
		Normal & Industrial			
16	Solar Panel,Hybrid inverter,Batteries & accessories	Panel Capacity-580W			
		Inverters- 3kW,5kW,8kW,10kW,20kW			
		battery bank options			
17	Air Conditioners- Wall Mounted	BTU- 9000,12000,18000,24,000 (R32 Inverter & Non inverter)			
18	Air Conditioners - Ceiling Cassette	BTU-36000,48000,60000 ((R32 Inverter & Non inverter)			
19	Air Conditioners – Floor Standing	BTU-36000,48000,60000 ((R32 Inverter & Non inverter)			

*** Please attach Full Details of Products including product Brochure & Full Specification Sheet /**

For Refrigerators : Warranty for Compressor and full unit shall clearly mentioned /For Air conditioners : Free Copper – Min 5 Meter / Warranty for Compressor –Min 6 Years / Warranty for Full Unit – Min 1 Year / Percentage of Spare parts provided shall mention clearly.

3.1 Details of Product , Packing & Markings

Online Availability of Product Details		
Online Product Details	Mandatory	Suppliers Response (Agreed/No)
Full Details of product shall available in manufacturers Website and link needs to be provided for evaluation	Yes	
Marking in Product Packing		
Details	Mandatory	Suppliers Response (Agreed/No)
Brand name or trade name	Yes	
Address of the manufacture and Exclusive Distributor in Sri Lanka, Sri Lanka State Trading (General) Corporation Ltd, 100, Nawam Mawatha, Colombo 02	Yes	
Batch number;	Yes	
Date of Manufacture;	Yes	
Country of origin;	Yes	
Items Required to follow SLS Requirements	Yes	

(Table 6)

Payment Terms & Shipping Documents		
Specifications	STC Requirement	Bidder's Response
Terms of Payment	LC Terms	
Copy Documents required being available on arrival of shipments to Colombo port. Commercial invoice Bill of Lading/ Packing List The Certificate of Origin issued by the Chamber of Commerce of relevant OriginCountry from SGS or BV for the subject consignment	Demurrages due to non-availability of required documents at the time of clearance, has to be borne by the supplier.	

(Table 7)

Signature

In the capacity of (Designation/ Authorized by owner, Directors of the Company) Authorization letter required to be attached from Owners, Directors

Name:

Full name & Address of the Company:

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Contact Details: Mobile No; WhatsappNo :

Email Address:

Dated on _____ day of _____, _____ [insert date of signing]
(Place official stamp here)

4. Proposal for Advertising & Rewards

STC plans to promote the distributing products basically using below methods, and expecting to re-imburse expenses fully or partially parallel to the sales volume achievements in agreed milestones.

	Type of Promotional Activity	Proposed	Comments
01	Brand Awareness among dealers & Inauguration Ceremony	01	
02	Outdoor Hoardings	10Nos	
03	Appointment of Brand Ambassador in Sri Lanka	Yes	
04	TV Campaigns	4Nos Annually	
05	Print Media Advertisements	1-Monthly	
06	Digital Media Campaigns	1-Monthly	
07	Rewards night Event for Best Dealer/Best Volume	Annually	
08	Gifts for Media Events	5Nos Each Annually	
08	Branding of Delivery Vehicle Fleet	10Nos Annually	
09	Plan and design branded outlet in the heart of Colombo	Yes , Before Inauguration	

Please explain Manufacturers response for the Advertising(BTL/ATL & other) & Rewards plan

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5. Declaration of the Manufacturer/Exporter

- a) Samples of ordered items (only for SLS Required items) to be sent as a sample order before sending the full shipment on confirmation of shipment by STC (after providing LC), the shipper needs to ship out the entire quantity as agreed after receiving confirmation from STC.
- b) I understand that Samples of items have to be approved by the relevant Department of Sri Lanka (SLSI) and will be examined against provided samples before releasing any shipment to STC. In case of any shipment is rejected due to noncompliance against provided sample, the full container will be returned and exported to origin country and full value of consignment should be reimbursed by the Supplier including shipping, delivery & statutory charges in the destination country within 14 days of such rejection.
- c) Our firm, its affiliates or subsidiaries—including any subcontractors or suppliers for any part of the contract—has not been declared blacklisted by relevant authorized institute by Sri Lanka and the National Procurement Agency of Sri Lanka.
- d) Bidding without below attachments will not be considered qualified.

The supplier shall submit required Documents, Full Product Brochures, Full Spec Sheets, Documents requested in (1.4) along with EOI form

d) I understand that Submission of false documents & false information the EOI form may result in blacklisting the Export Establishment & Related manufacture for supply of any consignment to Sri Lankan Territory for next 5 years' time.

By signing below , I'm taking full responsibility personally and as a part of Corporate Responsibility and liability to understand , accept and practice above terms (a),(b) (c) , (d)

Signature

In the capacity of (Designation/ Authorized by owner, Directors of the Company) Authorization letter required to be attached from Owners, Directors

Name:

Full name & Address of the Company:

.....

Contact Details: Mobile No; Whatsapp No:

Email Address:

Dated on _____ day of _____, _____ *[insert date of signing]*

(Place official stamp here)

6.Manufacturer's Authorization Letter

< *LETTER HEAD OF MANUFACTURER* >

Date: 29/07/2029

To: The Chairman
Sri Lanka State Trading (General) Corporation Ltd
No: 100, NawamMawatha, Colombo 02.

WHEREAS

**Distributorship of Brand Items in Sri Lanka
Manufacturer's Authorization**

We *[insert complete name of Manufacturer]*, who are official manufacturers of *[insert brand name & goods manufactured]*, having factories at *[insert full address of Manufacturer's factories]*, do hereby authorize *Sri Lanka State Trading (general) Corporation ltd* to Distribute following Goods, manufactured by us *[insert name and or brief description of the Goods]*, and to subsequently negotiate and sign Contracts in the territory of Sri Lanka.

We hereby extend our full guarantee and warranty in accordance with - Product Specifications, with respect to the Goods offered by the above firm.

Signed: *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name: *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Title: *[insert title]*

Duly authorized to sign this Authorization on behalf of: *[insert complete name of Bidder]*

Dated on _____ day of _____, _____ *[insert date of signing]*