

Notice of Proposal Competition

5th March 2026

Japan National Tourism Organization (JNTO)
Delhi Office Executive Director Ryo Bunno

We hereby announce the following proposal competition.

1. Overview of Project

(1) Name of Project: Roadshow for travel agents and Japan B2C Event in the Indian Market in FY2026

(2) Details of Project:

There are 2 main projects in this contract. One is Roadshow for travel agents. The objective of it is to increase interest in Japan as a travel destination and conduct business matching meetings (hereinafter, this is called “roadshow”) for travel agents to increase the number of visitor arrivals from India, expanding travel consumption and to enhance the network between both India and Japan travel industry. Another is Japan B2C Event. The objectives are to host a travel fair targeting our key segment and to increase awareness of Japan as a travel destination. In addition, we plan to participate in an existing Japan-themed event with the same purpose.

(3) Performance Period: From the agreement date to 19th of March 2027

2. Requirements to participate in the proposal competition

(1) A person who is not subject to competition participation restrictions prescribed in Article 26 of the Bylaws of the Administrative Implementation of Contracts of JNTO.

- Bylaws of the Administrative Implementation of Contracts of JNTO

Article 26: Restrictions on Competition Participants

1. Persons who are determined to fall under any of the following may not participate in the competition:

- (1) A person who does not have the capacity to execute agreements;
- (2) A person who has been the subject of a decision to commence bankruptcy proceedings and whose rights have not been restored;
- (3) A person listed in the items of Article 32, Paragraph 1 of the Act for the Prevention of Wrongful Acts by Members of Organized Crime Groups (Act No.77 of 1991) ; or
- (4) A person who is suspended from transactions by request of the Budget and Accounts Division of the Minister's Secretariat in the Organization of the Ministry of Land, Infrastructure, Transport and Tourism.

2. A person found to fall under any of the following may not participate in competition within three years after the occurrence of the relevant fact. The same will apply to a person who intends to use any of the following persons as an agent, manager or other employee.

- (1) A person who in the performance of an agreement intentionally engaged in shoddy construction, manufacturing or other services, or who engaged in dishonest conduct in regards to quality or quantity of goods;
- (2) A person who impeded fair competition, or a person who entered into an alliance for the purpose of wrongful gains;
- (3) A person who obstructed a successful bidder from executing an agreement or a contractual party from performing an agreement;
- (4) A person who obstructed personnel engaged in the performance of supervision or audit work;
- (5) A person who without a valid reason failed to perform an agreement;
- (6) A person who, in a case where pursuant to an agreement the amount of consideration is to be fixed after the agreement, willfully demanded an exorbitant amount of consideration based on false facts; or
- (7) A person who, in the performance of an agreement, used an agent, manager or other employee who fell under any of the foregoing categories within the past two years.

3. A person who uses any person who falls under any of the preceding items as bidding agent may be disqualified from participating in the competition.

- (2) A person who has not been subject to any penalty under law in the past three years.
- (3) A person who is registered as a corporation (in the case of an individual business operator, registered as a resident) and is not delinquent in the payment of corporate taxes or other taxes.

3. Procedures:

- (1) Department in charge
JNTO Delhi Office, Person in charge: Kaori Kawayoko
Address: Unit No. 203, 2nd Floor, East Wing, World Mark 1, Asset - 11,
Aerocity, New Delhi - 110037, India
TEL : 91-11-4905-7650 E-mail: kaori_kawayoko@jnto.go.jp
- (2) Period of delivery of the Request For Proposals
From 5th March 2026 until 15th April 2026 (must be received by 5:00PM (Indian Standard Time))
- (3) Place of delivery of the Request For Proposals
Same as (1) above.
- (4) Method of delivery of the Request For Proposals
The Request For Proposals must be delivered in person or via e-mail.
If mailing the Request For Proposal, please contact the person mentioned in (1) in advance.
- (5) Deadline of submission of proposal
By 15th April 2026 (must be received by 5:00PM (Indian Standard Time))
- (6) Method of submission of proposal
Submit to the link specified in the Request For Proposals.
- (7) Time, date and place of explanatory meeting
NA.
- (8) Time, date and place of meeting regarding proposal
NA.

4. Others

- (1) The language and the currency to be used in the procedures shall be the English language and Indian Rupee.
- (2) Inquiries for related information should be directed to the person in 3.(1) above.
- (3) Expenses for preparation and submission of the proposal will be borne by the person proposing the proposal.
- (4) There will be no secondary use of a submitted proposal without the permission of the person who submitted the relevant proposal.
- (5) If a proposal contains any matters that are not true, such proposal will be invalidated, and the applicant who entered such matters may be suspended from participating in public bids.
- (6) In regards to the content of a proposal submitted by a person with whom JNTO makes an agreement, If there is a request on the basis of the screening standards for JNTO's information announcements, such disclosure will be made using documents prepared in advance to be disclosed.
- (7) Persons whose proposals have been selected are persons who were designated as the suitable negotiators for the contract. Their priority ranking order for contract negotiation is determined as a result of the proposal competition. However, until agreement procedures are completed pursuant to JNTO's accounting and other rules, no contractual relationship will arise between such person and JNTO.
- (8) To verify whether a person who submitted a proposal satisfies the requirements for participating in the proposal competition of section 2 above, a credit check may be performed. There may be cases where, even after selection, in light of the results of such credit check, an agreement will not be executed.
- (9) Any person receiving an order will be responsible for payment to tax authorities of any GST.
- (10) The result of the proposal competition consisting of the following information shall be published: the name and address of an entity whose proposal is selected, the name of an individual who represents such entity, and the date of selection of such entity's proposal.
- (11) The execution of the contract for this Project, and the implementation of the Services, may be conducted subsequent to the adoption of the Japanese Government's Budget for FY 2026.
- (12) Other details will be as set forth in the Request For Proposals.

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