

Notice of Proposal Competition

06/02/2026

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: Representation and B2B Seminar Project in the Indian Market in FY2026

(2) Details of Project:

Through the implementation of representation services and the organization of B2B seminars, the project aims to contribute to increasing Indian visitors to Japan, with a particular focus on regional destinations.

For the representation services, the contractor shall collect data related to the promotion of travel to Japan and other competitive destinations in the western and southern regions of India—primarily in Mumbai, Bengaluru, and Chennai—and report such findings to the Japan National Tourism Organization (hereinafter “JNTO”).

For the B2B seminar component, the contractor shall provide information that contributes to the promotion of travel to Japan, targeting mainly travel agencies.

(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 in India.
- (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 in India.
- (4) Other requirements that JNTO determines to be necessary.

3. Procedures:

- (1) Department in charge
JNTO Delhi Office, Person in charge: Kosuke Matsumura
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: kosuke_matsumura@jnto.go.jp
- (2) Period of delivery of the Request For Proposals
From [06 of February 2026] until [06 of March 2026] (must be received by IST17:00)
- (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 [06 of March 2026] (must be received by IST17:00)
- (6) Method of submission of proposal
Submit to the link specified in the Request For Proposals.
- (7) Time, date and place of explanatory meeting
An explanatory meeting will not be held.]
- (8) Time, date and place of meeting regarding proposal
Notification will be provided as necessary.

4. Others

- (1) The language and the currency to be used in the procedures shall be the English and INR.
- (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) Because payment of the agreement money will be sent by overseas remittance from Japan, the participant must be able to receive overseas remittance. Further, any person receiving an order will be responsible for payment to tax authorities of any [value added taxes].]
- (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) This Project shall be conditioned on adoption of the Japanese Government's budget for

FY2026. The agreement for this Project shall be executed and this Project shall be implemented after adoption of the said budget.

(12) Other details will be as set forth in the Request For Proposals.

End