

**NATIONAL HORTICULTURE BOARD (NHB)**

Ministry of Agriculture & Farmers Welfare Government of India

**Tender No.: NHB/ExpoGreen2027/2026-27 Date: 17/06/2026**

**Design, Construction, Operation, Maintenance & Dismantling of India Garden & Pavilion at International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan**

**Reply to pre-bid queries**

S. No.	Clause No./ Page No.	Pre-bid Query	Reply to pre-bid queries
<b>A</b>	<b>Firm – A</b>		
1	<p>Clause 5.3 – Experience Criteria Existing Provision: The bidder shall have experience of execution of 3 similar projects in the past and successfully completed international projects involving design and execution of exhibition spaces, gardens, or pavilions of comparable scale and complexity during the last three years for any of the Government Departments/Organizations of India. Page 8</p>	<p>To consider expanding the eligibility criteria to include experience gained from Corporate Organizations, Public Sector Undertakings (PSUs), Multinational Corporations (MNCs), Industry Associations, and other reputed private sector entities, in addition to Government departments/Organizations of India. The nature, scale, complexity, technical expertise, project management requirements, and execution standards involved in large corporate and international exhibition projects are often comparable to, and in many cases exceed, those of government assignments. Restricting the eligibility only to Government Departments/Organizations may limit competition and exclude several highly qualified and experienced agencies with proven capabilities in delivering similar projects.</p>	<p>Clause 5.3 is amended as follows:  'The bidder shall have experience of execution of 3 similar projects in the past and successfully completed international projects involving design and execution of exhibition spaces, gardens, or pavilions of comparable scale and complexity during the last three years for any Government Department/Organization, PSU, Corporate Entity, MNC, Industry Association, or other reputed organization.</p>
<b>B</b>	<b>Firm – B</b>		
1	5.1 The bidder must be a legally	· Please specify the documents required to	The company registration certificate is required.

	<p>registered entity with a minimum of five (05) years of experience in executing projects of similar nature. Page No. 8 5. Eligibility Criteria</p>	<p>be enclosed against this clause</p> <ul style="list-style-type: none"> <li>· Is the Company Registration Certificate sufficient for compliance with this clause, or are any additional documents required?</li> </ul>	<p>Additionally, the work experiences / work orders may also be described or indicated as proof of the number of experiences in in executing projects of similar nature.</p>
2	<p>5.2 The bidder must have a minimum average annual turnover of at least Rs. 6 crores in the relevant field generated for execution of similar assignments, within the last 3 financial years viz. 2022-23, 2023-24 and 2024-25. (Copies of audited balance sheet and Statutory Auditor Certificate highlighting the turnover to be attached). Audited statement of 2025-26 will also be considered, if available. Page No. 8 5. Eligibility Criteria</p>	<ul style="list-style-type: none"> <li>· Kindly clarify whether the required turnover of ₹6 crore refers to the average turnover of the last three financial years or whether the turnover should be ₹6 crore in each financial year.</li> <li>· Please confirm whether the above-mentioned turnover should be derived only from international events conducted outside India or from both national and international events in the relevant field (Event and Exhibition)</li> </ul>	<p>The Annual minimum average turnover for last 3 financial years viz. 2022-23, 2023-24 and 2024-25 should be at least Rs. 6 crores.</p>
3	<p>5.3 The bidder shall have experience of execution 3 similar projects in the past and successfully completed international projects involving design and execution of exhibition spaces, gardens, or pavilions of comparable scale and complexity during the last three years for any of the government departments/organizations of</p>	<ul style="list-style-type: none"> <li>· Kindly specify the period referred to as the "last three years." Does it mean FY 2022-23 to FY 2024-25, FY 2023-24 to FY 2025-26, or FY 2022-23 to FY 2025-26?</li> <li>· Is the work order sufficient to establish the required experience, or is a completion certificate also mandatory?</li> <li>· In the absence of a completion certificate, can payment receipts be submitted as supporting documents?</li> </ul>	<p>The period specified is modified to last five years from the bid submission date.</p> <p>The completion certificate issued by the client or self-certificate on the letter head of the Firm and certified by the Chartered Accountant with project details like date of start and completion, contract amount and the payment received etc.</p>

	<p>India with the following criteria.</p> <p>Criteria considered for projects undertaken by bidder :</p> <ul style="list-style-type: none"> <li>• One similar work of value : Rs.4.00 crore</li> <li>• Two similar works each of value : Rs.2.50 crore</li> <li>• Three similar works each of value : Rs.2.00 crore</li> </ul> <p>Page No. 8 5. Eligibility Criteria</p>										
4	<p>6.3.3 Experience in Similar Projects – 15 Marks</p> <table border="1"> <thead> <tr> <th>No. of Projects</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>3 Projects</td> <td>10</td> </tr> <tr> <td>4–5 Projects</td> <td>12</td> </tr> <tr> <td>More than 5 Projects</td> <td>15</td> </tr> </tbody> </table> <p>Page No. 9 6. bid Evaluation Criteria(QCBS) 6.3.3</p>	No. of Projects	Marks	3 Projects	10	4–5 Projects	12	More than 5 Projects	15	<ul style="list-style-type: none"> <li>· Kindly clarify whether the similar projects considered under this criterion should be international projects only, national projects only, or both national and international projects.</li> <li>· Is there any minimum project value requirement under this clause, or is eligibility based solely on experience in international projects?</li> <li>· Is the work order sufficient to establish the required experience, or is a completion certificate also mandatory?</li> <li>· In the absence of a completion certificate, can payment receipts be submitted as supporting documents?</li> </ul>	<p>The similar projects in the past and successfully completed <b>international projects</b> involving design and execution of exhibition spaces, gardens, or pavilions of comparable scale and complexity.</p> <p>The minimum amount of the project should be Rs. 2.0 crore.</p> <p>The completion certificate issued by the client or self-certificate on the letter head of the Firm and certified by the Chartered Accountant with project details like date of start and completion, contract amount and the payment received etc.</p>
No. of Projects	Marks										
3 Projects	10										
4–5 Projects	12										
More than 5 Projects	15										
5	<p>Turnover Details (Minimum turnover ₹3,00,00,000 per year from relevant business) Year</p>	<ul style="list-style-type: none"> <li>· In the eligibility criteria, the required turnover is mentioned as an average turnover of ₹6 crore, whereas in this annexure, the requirement is stated as a</li> </ul>	<p>The Annual minimum average turnover for last 3 financial years viz. 2022-23, 2023-24 and 2024-25 should be at least Rs. 6 crores should also be considered in the Annexure – 1. The error is</p>								

	<p>2022–23 2023–24 2024–25 Page No. 17 ANNEXURE – 1 Details of Bidder Agency  (Point 8)</p>	<p>minimum annual turnover of ₹3 crore. · Kindly clarify whether the required turnover is ₹3 crore or ₹6 crore.  · Further, please confirm whether the requirement pertains to average turnover or annual turnover.  · Since turnover details are required for each financial year, kindly clarify whether the turnover should include revenue from international events only or from both national and international events.</p>	<p>rectified.  The turnover include revenue from both national and international events.</p>
6	<p>Experience Details (Attach copies of Work Orders for Design, Construction, Operation &amp; Maintenance of similar international projects during last 5 years) Year 2022–23 2023–24 2024–25 Work Orders / Project Details Page No. 17 ANNEXURE – 1 Details of Bidder Agency  (Point 9)</p>	<p>· In the eligibility criteria, experience of executing three similar projects during the last three years has been requested. However, this annexure refers to similar international projects executed during the last five years, while also providing space only for the years 2022-23 to 2024-25.  · Kindly clarify whether experience details are required for the last three years or the last five years.  · If experience details for the last five years are required, please specify the applicable years.  · Is the work order sufficient to establish the required experience, or is a completion certificate also mandatory?  · In the absence of a completion certificate, can payment receipts be submitted as</p>	<p>The period specified is modified to last five years from the bid submission date.  The completion certificate issued by the client or self-certificate on the letter head of the Firm and certified by the Chartered Accountant with project details like date of start and completion, contract amount and the payment received etc.</p>

		supporting documents?	
7	Details of Demand Draft for Application Processing Fee Page No. 17 ANNEXURE – 1 Details of Bidder Agency (Point 10)	· Please provide details like Amount, Form etc...	Details of Demand Draft for Application Processing Fee is waived. The bidder is not required to deposit any application processing fee.
8	Point 2-Turnover details 2022-23 2023-24 2024-25 Page No-19 Annexure 2 C.A Certificate (Point 2)	Kindly clarify whether the turnover amount to be mentioned against each financial year should include revenue from both national and international events or international events only.	The turnover include revenue from both national and international events.
9.	03. Details of International Projects Executed 2022-23 2023-24 2024-25 Page No-19 Annexure 2 C.A Certificate (Point 3)	· Kindly clarify whether the value of each international project executed during the respective financial year should be mentioned along with the project details, or whether only the total value of international events/projects executed outside India during that year is required.	The value of each international project executed during the respective financial year should be mentioned along with the project details.
<b>C</b>	<b>Firm – C</b>		
1		The Expo Organizer's guidelines state that design submissions, statutory approvals, construction supervision and legal compliance procedures are required to be undertaken through a licensed architect in Japan affiliated with a Japanese architectural firm. Please clarify whether appointment of such Japanese architect/consultant is within the successful bidder's scope or will be facilitated by NHB.	The appointment of such Japanese architect/consultant is within the successful bidder's scope.

2		If appointment of the Japanese architect and statutory consultants is within the bidder's scope, please clarify whether their professional fees, approval fees and related statutory expenses are to be included in the quoted amount or reimbursed separately.	Their professional fees, approval fees and related statutory expenses are entirely within the bidder's scope.
3		Please clarify whether obtaining all statutory approvals, permits, certifications and inspections from GREEN×EXPO Association, Yokohama City and other Japanese authorities is entirely within the bidder's scope, and whether any support, facilitation or representation shall be provided by NHB, Embassy of India or any designated Japanese agency.	Entirely within the bidder's scope, required support/facilitation wherever needed will be provided.
4		Has NHB already initiated any design submission, concept approval, plot approval or consultation with the Expo Organizer/Japanese authorities? If yes, kindly share the current status and available documentation.	An informal layout has been shared as suggested by Expo Organizer. The basic design needs to be prepared by the Bidder for approval of the concerned authorities.
5		Please provide editable site information including CAD drawings, utility layouts and details of available power, water, drainage and communication connections for the allotted plot.	The details would be shared with the selected bidder.
6		Please clarify whether utility connection charges, utility consumption charges, local taxes, statutory fees, insurance premiums and permit fees are included within the bidder's scope.	All these expenses are in bidder's scope.
7		Please clarify whether procurement of local Japanese consultants, contractors, landscape agencies and other specialist services required for execution in Japan is	The expenses for all local support required for the execution and O&M are within bidder's scope. NHB does not have any approved/recommended vendor list.

		entirely within the bidder's scope, and whether any approved/recommended vendor list is available from NHB or the Organizer.	
8		Please clarify whether transportation, freight, customs clearance, temporary importation, re-export, duties, taxes and logistics for materials/equipment shipped from India to Japan are within the bidder's scope.	All these expenses required for the execution and O&M are within bidder's scope.
9		Please clarify whether modifications required by NHB, Ministry of Agriculture & Farmers Welfare, Embassy of India, GREEN×EXPO Association, Yokohama authorities or statutory bodies after approval of the initial design shall be treated as variations/change orders.	There will be no change in the design once approved and in case of any change that shall be mutually decided if involves major financial implications.
10		Please confirm the insurance policies required to be arranged by the successful bidder and whether the Organizer's Comprehensive General Liability (CGL) insurance is included within participant fees or is to be separately budgeted.	All these expenses required for the execution and O&M are within bidder's scope.
11		As per the Expo guidance documents, the available utility supply per plot appears to be limited, with additional power requirements expected to be supplemented through solar generation and other energy-efficient measures. The tender scope, however, includes lighting, digital displays, AV systems, pantry and visitor facilities. Kindly clarify (a) whether additional temporary power can be obtained beyond the stated limit; (b) whether the listed exhibit and facility requirements are mandatory	The facilities should be accommodated within available power allocation.

		deliverables or indicative/preferred elements to be accommodated within the available power allocation.	
12		Considering the requirement to identify and engage licensed Japanese architects, local consultants and contractors, obtain preliminary technical inputs and budgetary pricing from Japan, bidders require adequate time to prepare a realistic and compliant proposal. We therefore request NHB to kindly consider extending the bid submission date by at least 3–4 weeks to enable meaningful participation and competitive bidding.	The date of submission of bid is extended till 10.07.2026.
13		<b>Landscape Scope &amp; Planting Requirements:</b> Kindly provide the intended landscape brief and planting requirements for the India Pavilion, including indicative plant species, tree/shrub quantities, maturity standards, sourcing requirements, irrigation requirements, maintenance standards, and responsibility for replacement of plants during the Operations & Maintenance period. In the absence of a defined planting schedule, please clarify the basis on which bidders should estimate landscape and horticultural costs.	To be suggested by the bidder and sourced in Japan only, Indian origin species to be preferred.
<b>D</b>	<b>Firm – D</b>		
1		Please confirm whether the Earnest Money Deposit (EMD) specified in the tender shall be understood as equivalent to a Tender Bond / Bid Bond / Bid Security for the purpose of this tender.	Yes, EMD shall be understood as equivalent to a Tender Bond / Bid Bond / Bid Security for the purpose of this tender.
2		Considering the international nature of the project and the participation of overseas	EMD will not be waived or reduced.

		entities, please confirm whether the requirement for EMD can be waived, reduced, or replaced with an alternative form of security.	EMD can also be submitted in the form of Bank Guarantee.
3		Clause 13.1 refers to EMD in the form of a Demand Draft, while Annexure-I appears to refer to Demand Draft / BG for EMD. Please clarify whether EMD may be submitted in the form of a Bank Guarantee instead of a Demand Draft.	EMD can also be submitted in the form of Bank Guarantee.
4		If Bank Guarantee is acceptable for EMD, please confirm whether a Bank Guarantee issued by an overseas bank, or an overseas bank guarantee confirmed by an Indian bank, would be acceptable.	Yes, Bank Guarantee issued by an overseas bank, or an overseas bank guarantee confirmed by an Indian bank, would be acceptable.
5		Please confirm whether the Performance Security requirement of 5% of the contract value or Rs. 25,00,000, whichever is higher, can be waived, reduced, or replaced with another acceptable form of security, particularly for overseas bidders or international project delivery structures.	Performance Security requirement of 5% of the contract value or Rs. 25,00,000, whichever is higher, will not be waived or reduced.  However, the same can also be submitted in the form of Bank Guarantee.
6		Please clarify the acceptable forms of Performance Security. Can it be submitted through a Bank Guarantee, or is Demand Draft the only acceptable form?	Performance Security can also be submitted in the form of Bank Guarantee.
7		Please confirm that the Bank Guarantee for mobilization advance is required only if the contractor requests mobilization advance, and that no such Bank Guarantee will be required if no advance payment is requested.	Yes, no such Bank Guarantee will be required if no advance payment is requested.
8		Please clarify the acceptable issuing banks and format for the Bank Guarantee required for mobilization advance, including whether	Bank Guarantee issued by an overseas bank, or an overseas bank guarantee confirmed by an Indian bank, would be acceptable.

		overseas bank guarantees are acceptable.	
9		Please clarify the insurance requirements applicable to the contractor, including the required types of insurance, minimum coverage amounts, policyholder requirements, and whether insurance must be arranged directly by the contractor through a Japanese-licensed insurer.	Yes, insurance should be arranged directly by the contractor through a Japanese-licensed insurer.
10		Since the Expo Organizer's CGL policy appears to cover participants as additional named insureds, please clarify what additional insurance policies are required to be arranged by the contractor separately.	All these expenses required for the execution and O&M are within bidder's scope. The bidder needs to verify the same as per requirements.
11		Please confirm whether any prior Expression of Interest, registration, or notification of intent to bid is required before submission of the bid.	No, the proposal should be submitted against this RFP as per details mentioned therein. Separate notification is not required before submission of the proposals.
12		The tender document refers to online bids in the introduction, while Clause 4 requires submission in physical sealed envelopes. Please clarify whether the bid must be submitted physically only, online only, or both.	The bid must be submitted physically only, at the given address and time. Late bids will not be accepted.
13		Please confirm whether overseas companies registered outside India are eligible to participate as bidders, provided they meet the technical and financial criteria.	<p>Consortium/ Joint Ventures are allowed. 100% foreign-registered entity can participate as a member of a Joint Venture or Consortium. The lead firm can be an Indian registered entity or an international firm.</p> <p>The numbers of partners/members submitting the proposal as consortium/JV is limited to three numbers (3 nos.) with terms and conditions to be jointly met as per conditions mentioned in the RFP document.</p>
14		The tender states that Joint Ventures are	Yes, the bidder may engage Japanese architects,

		not allowed to fulfill the eligibility criteria. Please clarify whether the bidder may engage Japanese architects, construction companies, landscape contractors, insurance brokers, and other local specialists as subcontractors or project partners, subject to NHB approval.	construction companies, landscape contractors, insurance brokers, and other local specialists as subcontractors or project partners, subject to NHB approval.
15		The eligibility criteria refer to a minimum average annual turnover of Rs. 6 crore, whereas Annexure-I refers to Rs. 3 crore per year. Please clarify the applicable turnover requirement.	The Annual minimum average turnover for last 3 financial years viz. 2022-23, 2023-24 and 2024-25 should be at least Rs. 6 crores should also be considered in the Annexure – 1. The error is rectified.
<b>E</b>	<b>Firm – E</b>		
1	General	Regarding the eligibility criteria, would experience in pavilion construction for overseas horticultural or international expos be considered as equivalent experience? (For reference, we have experience in the construction and operation of Japan Pavilions in Turkey, the Netherlands, and Qatar.)	Yes, pavilion construction for overseas horticultural or international expos be considered as equivalent experience.
2	General	Could you kindly share the budget ceiling or indicative budget for each scope of work?	No, the details are not provided. The bidder has to assess his quote considering scope of the work in the RFP.
3	General	The submission documents require details of an Indian Chartered Accountant. Would it be acceptable to provide details of a Japanese Certified Public Accountant instead?	Yes, desired documents can also be certified by the accountants in the respective countries equivalent to Indian Chartered Accountant. However, English translated version will also be required to be submitted alongwith original Japanese version.
4	General	It is stated that proposals not covering all required scopes may be disqualified. If we are unable to submit proposals and quotations for construction-related works,	No, part quote is not allowed. The bidder has to quote his rates for the entire scope of the work in the RFP.

		would it still be acceptable to submit a proposal covering only HR-related services? (For reference, for the India Pavilion at Expo 2025 Osaka, we were responsible solely for HR-related services.)	
5	General	If another bidder submits proposals covering construction works, would it be possible to separate the scope and award HR-related services independently?	No, part quote is not allowed. The bidder has to quote his rates for the entire scope of the work in the RFP.
6	General	Could you please advise how many bidders are currently participating in this tender process?	Details are not available. It is OCB and number of bidders only be known at the bid closing time and date.
7	General	Is it mandatory to submit original hard copies of the proposal documents? As it may be difficult to deliver original documents from Japan within the submission timeline, would electronic submission prior to the deadline be acceptable?	The bidder has to submit the documents at the address mentioned in the tender document through courier to the: Managing Director, National Horticulture Board, 85, Institutional Area, Sector-18, Gurugram-122015, Haryana, India.
8	General	Would it be acceptable for the presentation to be conducted online?	The presentation can also be conducted online.
9	General	Has a vendor already been appointed for Food & Beverage operations (e.g., food trucks)?	No, any vendor has not been appointed.
10	General	Considering the tight timeline for submission, would it be possible to consider an extension of the submission deadline?	The date of submission of bid is extended till 10.07.2026.
11	General	Could you kindly inform us of the expected timeline for the selection and award of the contractor?	The efforts will be made to expedite the process. However, any timeline cannot be decided at this stage.
12	Construction	Is it acceptable for the pavilion not to include restroom facilities? (If restrooms are included, specialized maintenance services would be required.)	No change, as per RFP.
13	Construction	Is there any height restriction for	The selected bidder will submit the design for

		prefabricated structures? Also, is a multi-story structure (e.g., two-story) required?	approval. The designs will be approved by the Expo Organizers.
14	Audio-Visual / Content	For LED display screens, interactive kiosks, and QR code-based information systems: Are these expected to be supplied and quoted as hardware only?	All services are inclusive of the utilities for the entire scope of work as mentioned in the RFP.
15	Audio-Visual / Content	Will the software and content used for the audio-visual materials (e.g., videos introducing Indian horticulture) be provided entirely by the Indian side?	All services are inclusive of the utilities for the entire scope of work as mentioned in the RFP.
16	HR / Staffing	For onsite staff operations, should working hours be assumed as 09:30–21:30 (opening hours), plus approximately 30 minutes before and after?	Yes, they can be assumed. The bidder is also requested to locally enquire for working hours about the past events. The bidder has to provide adequate provisions within his quoted rates for any time variations.
17	HR / Staffing	Should the total working period be assumed as approximately 200 days, including 192 exhibition days plus around 8 days for testing and rehearsals?	Yes, the same can be assumed. However, the bidder has to provide adequate provisions within his quoted rates.
18	HR / Staffing	Does the term “technical staff” refer specifically to personnel responsible for audio and visual equipment and systems?	The term “technical staff” refer to all services required for the successful execution and O&M for the entire duration of the expo.
19	HR / Staffing	During the exhibition period, how many representatives from the Indian side are expected to be stationed at the pavilion, and what roles or positions will they hold?	The details will be provided to the selected bidder.