Request for Proposal (RFP) for Selection of Concessionaire for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan

RFP reference No.: NHB/ Expo Green 2027/ Food Truck
Issued on: 16 November 2026

National Horticulture Board
Ministry of Agriculture & Farmers Welfare
Government of India

Plot No.85, Sector 18, Institutional Area,
Gurugram, Haryana- 122015, India
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Disclaimer

The information contained in this Bid Document or subsequently provided to Bidders, whether verbally or in documentary form or otherwise by or on behalf of NHB, or by any of its employees, is provided to Bidders on the terms and conditions set out in this Bid document and such other terms and conditions subject to which such information is provided. This Bid document is neither an agreement nor an offer by NHB to the prospective Bidders or any other person. The purpose of this Bid document is to provide interested parties with information to assist in the formulation of their proposals for selection pursuant to this Bid. NHB in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, its assessment or assumptions contained in this Bid document. Such changes shall be intimated to all the Bidders. In case additional period for submission, if required due to such amendments, is necessitated the same shall be intimated to all the Bidders.

Data Sheet

Description	Details
Name of Work	Request for Proposal (RFP) for Selection of Concessionaire for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan
Bid Issue Date	16.11.2026
Queries & Clarification	Mr. C P Gandhi, Joint Director National Horticulture Board Plot No. 85, Institutional Area, Sector-18 Gurugram-122015 (Haryana) E-mail: cpgandhi@nhb.gov.in Requests for clarification should be received by the Employer on or before the Pre-bid meeting.
Pre-Bid Meeting	Date: 23.11.2026 Time: 11:15 AM Place: will be conducted virtually and will be communicated to Bidders through posting on the NHB's website
Bid submission Deadline	08.12.2026
Bid Accepting Authority	The Managing Director, National Horticulture Board (NHB), Ministry of Agriculture & Farmers Welfare Government of India, Plot No.85, Sector 18, Institutional Area, Gurugram, Haryana- 122015
EMD should be submitted in the form of Bank Guarantee/ NEFT/ RTGS	INR Two Lakh
Bank Details	Name of A/c Holder: National Horticulture Board Bank Name: Indian Overseas Bank Branch Name: NHB, Gurugram Address of Bank: Plot no: 85, Sector 18, Gurugram-122015 A/c No.: 193501000010000 IFSC No.: IOBA0001935
Bid Validity Period	180 days from the date of opening of

	the bid.
Acceptance of Letter of Award (LoA)	Within 7 Days of the notice of Award
Performance Guarantee	5% of Bid amount should be submitted within 7 days of issuance of LoA.
Method of Selection	Quality & Cost Based Selection (QCBS) methodology

1. Background:

The **National Horticulture Board (NHB)**, an autonomous organization under the **Ministry of Agriculture & Farmers Welfare, Government of India**, is entrusted with the responsibility of promoting the holistic development of the horticulture sector across the country. Through its various schemes and initiatives, NHB focuses on enhancing horticultural production and productivity, strengthening post-harvest infrastructure, improving market access, promoting value addition, and facilitating domestic and international trade. The Board also supports participation in national and international exhibitions, trade fairs, buyer-seller meets, conferences, and other promotional events to showcase India's horticultural potential, technological innovations, and best practices.

The International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan, is approved by both BIE/AIPH World body and is one of the world's most prestigious horticultural expositions, bringing together participating nations, international organizations, industry experts, researchers, and stakeholders to showcase innovations and advancements in horticulture, floriculture, landscaping, urban greening, environmental sustainability, and biodiversity conservation. With its overarching focus on creating greener, healthier, and more sustainable communities, the exhibition provides a global platform for knowledge exchange, technological collaboration, cultural engagement, and international partnership.

Expo Green 2027 is expected to attract millions of visitors from across the globe and will offer participating countries an unparalleled opportunity to present their horticultural achievements, indigenous plant diversity, sustainable cultivation practices, innovative technologies, and investment potential through dedicated national pavilions and thematic displays. The event will also facilitate collaboration among governments, businesses, research institutions, and civil society to address shared global priorities such as climate resilience, food security, sustainable urban development, and environmental conservation.

Recognizing the strategic importance of this global event, the National Horticulture Board proposes to establish and manage the **India Pavilion at Expo Green 2027** as a flagship initiative to showcase the richness and diversity of India's horticulture sector, its technological advancements, sustainable agricultural practices, and cultural heritage. The pavilion will serve as a comprehensive platform to strengthen India's global presence, promote trade and investment opportunities, foster international collaborations, and position the country as a leader in sustainable horticultural development.

2. Definition:

2,1. NHB: National Horticulture Board

2.2 For the RFP/ agreement, the following words and expressions shall have the meaning hereby assigned to them except where the context otherwise requires.

2.3 "Expo" or "Expo Green" hereinafter means the Expo Green 2027 being held in Yokohama, Japan.

2.4 "F&B Activities" hereinafter include cooking/catering/takeaway services in the space as per the prescribed guidelines of the Expo Authority/ Expo Green 2027 Organizer.

2.5 "Approval" hereinafter means approved by NHB in writing including subsequent confirmation of previous approval(s).

2.6 "Allottee" hereinafter means and refers to the F&B concessionaire that has been selected and allotted the space for F&B Activities in the Pavilion of India, including the successors or authorized representatives.

2.7 "Site" hereinafter means plot of the Pavilion of India at Expo Green 2027.

2.8 "Organizer" hereinafter mean all the monitoring authorities of **the Expo Green 2027including Japan Association for the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan, Bureau International des Expositions (BIE),The International Association of Horticultural Producers (AIPH)** and Statutory Authorities concerned with F&B Activities within National Pavilions.

2.9 "Official Participant" hereinafter means the foreign governments and international organisations that have accepted the formal invitation from the Government of Japan to participate in the Expo Green 2027.

2.10 AIPH: The International Association of Horticultural Producers.

2.11 BIE: Bureau International Des Expositions

3. Instruction to Bidders:

3.1. Introduction:

3.1.1. NHB is inviting bids for selection of concessionaire for operationalizing the food truck space for Food & Beverage Activities in International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan, at the India Garden site.

3.1.2. The tender documents would be available on Central Public Procurement Portal (CPPP) and also on the NHB website www.nhb.gov.in and it may be downloaded as per the schedule given in DATA SHEET. The Bidders shall not modify the Tender Form, including downloaded price bid template, in any manner. In case the same is found to be tampered/ modified in any manner, tender will be completely rejected and EMD would be forfeited. Intending Bidders are advised to re-visit NHB website www.nhb.gov.inregularly for updates about the RFP and its process.

3.1.3. The bidders shall submit the Proposal in the form and manner specified in this RFP. The Proposal shall be submitted as per the forms given in relevant sections herewith.

3.1.4. It shall be deemed that by submitting the Proposal, the Bidder has:

a) made a complete and careful examination of the RFP;
b) received all relevant information requested from the Authority by the bidder;
c) accepted the risk of inadequacy, error or mistake in the information provided in the RFP or furnished by or on behalf of the Authority.
d) satisfied itself about all matters, things, and information, including matters herein above, necessary and required for submitting the proposal and performance of all of its obligations there under.
e) acknowledged that it does not have a Conflict of Interest; and
f) agreed to be bound by the undertaking provided by it as per prescribed format and in terms thereof.

3.1.5. Number of Proposals: No bidder shall submit more than one Proposal.

3.1.6. Cost of preparing the Proposal: Bidder shall bear all costs associated with the preparation and submission of their Proposal, and their participation in the Selection Process, and presentation including but not limited to postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by Authority, or any other costs incurred in connection with or relating to its Proposal. The Authority is not bound to accept any Proposal and reserves the right to

annul the selection process at any time prior to issue of Letter of Award (LoA), without thereby incurring any liability to the bidder.

3.2. Clarification and amendment of RFP Documents

3.2.1. The bidder may seek clarification on this RFP Document, before the date as provided in the DATA SHEET of the RFP. Any request for clarification must be sent by standard electronic means (word file) via the means provided in the DATA SHEET.

3.2.2. At any time before the submission of Proposals, the Authority may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective bidder, modify the RFP Documents by an amendment. To afford the bidder a reasonable time for taking an amendment into account, or for any other reason, the Authority may at its discretion extend the Proposed Due Date.

3.2.3. Date of Pre-Bid Meeting and mode is mentioned in the DATA SHEET. The conduct of Pre-Bid Meeting shall be followed in accordance with the provisions of the DATA SHEET of the RFP.

3.3. Earnest Money Deposit (EMD) and Performance Guarantee (PBG)

3.3.1. An Earnest Money Deposit ("EMD") should be in the form of **Bank Gurantee or Bank transfer** issued from any of the scheduled commercial bank and should be valid for a period of 90 days beyond the Bid Validity Period in favour of National Horticulture Board (NHB), for the sum as provided in the DATA SHEET.

3.3.2. The proposals received without the specified EMD will be summarily rejected.

3.3.3. NHB will not be liable to pay any interest on EMD. EMD of the bidders who do not qualify shall be returned, without any interest, within one month after issue of Letter of Award (LoA) to the Successful Bidder or when the selection process is cancelled by the NHB. The EMD of Successful Bidder shall be returned/ adjusted against the Performance Guarantee.

3.3.4. NHB will be entitled to forfeit the EMD as loss and damage payable to NHB regarding the RFP without prejudice to NHB's any other right or remedy under the following conditions:

a) If any bidder that engages in corrupt practice, fraudulent practice ,coercive practice, undesirable practice, or restrictive practice as envisaged under this RFP (including the Standard Form of Contract); or
b) If any bidder withdraws its Proposal during the period of its validity as specified in this RFP and as extended by the NHB from time to time;
c) In case the Successful Bidder fails to accept the Agreement or fails to provide the Performance Guarantee within specified time limit, or
d) If the bidder commits any breach of terms of this RFP or is found to have made a false representation to the Authority.

3.3.5. Performance Guarantee: A Performance Guarantee equivalent to the amount indicated in the DATA SHEET shall be furnished by the Successful Bidder before entering into the Agreement with the NHB in the form of a Bank Guarantee as per the Performance Guarantee Form format specified in the RFP. The Performance Guarantee shall, subject to penalties (if any), shall be returned after the completion of the project. The Successful Bidder shall be required to submit the Performance Guarantee within 10 days of issue of Letter of Award (LoA). The performance guarantee money can also be submitted by way of bank transfer.

3.4. Preparation of Proposal

3.4.1. Language and Format: The bidder is requested to submit their Proposal only in English language and strictly in the formats provided in this RFP.

3.4.2. In preparing their proposal, the bidder is expected to thoroughly examine the RFP Document. The Authority will evaluate only those Proposals that are received in the specified forms and complete in all respects.

3.4.3. The Technical Proposal should provide the Documents as prescribed in the RFP. No information related to Financial Proposal should be provided in the Technical Proposal.

3.4.4. Failure to comply with the requirements spelt out above shall lead to NHB being entitled to reject the Proposal. However, if any information related to Financial Proposal is included in the Technical Proposal, the applicant shall be disqualified and his proposal will not be considered.

3.4.5. The Proposals must be filled, filed and signed by the Authorized Representative of the Sole/Lead Bidder, holding the Power of Attorney/authority through a certified Board Resolution or similar, in case of a private company, a public company or a corporation.

3.4.6. The Bidder should note the Proposed Due Date, as specified the DATASHEET, for submission of Proposals. Except as specifically provided in this RFP, no supplementary material will be entertained by the Authority, and the evaluation will be carried out only based on information received by Proposed Due Date as per the DATA SHEET. The bidder will not be asked to provide additional material information or documents after the date of submission, and unsolicited material if submitted will be summarily rejected. For the avoidance of doubt, the Authority reserves the right to seek clarifications in case the proposal lacks information on any aspect.

3.4.7. FINANCIAL PROPOSAL:

While preparing the Financial Proposal, the Bidder is expected to consider the various requirements, conditions and scope of work stipulated in this RFP. The Bidder shall quote in Lumpsum (in INR) to be paid to NHB for providing space for operationalising the food truck space for Food & Beverage Activities in Pavilion of India –International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan.

While submitting the Financial Proposal, the Bidder shall ensure the following:

a) The Financial Proposal shall be deemed to be exclusive of all taxes, levies, fees, etc. by whatever name called. Every type of cost of the Bidder related to their employees, etc. shall be borne by the Bidder itself and there shall be no liability on the part of NHB.
b) The total amount indicated in the Financial Proposal shall be without any condition attached or subject to any assumption and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered non-responsive and liable to be rejected.
c) The Financial Proposal shall consider all the expenses and tax liabilities and cost of insurance specified in the Agreement or otherwise, levies and other impositions applicable under the prevailing law.

Note: **No proposal** shall be accepted through email after the closing time for submission of Proposals.

3.5. Proposal Evaluation

3.5.1. The successful Bidder shall be selected through bidding process on the Quality Cum Cost Based System (QCBS).

3.5.2. After the deadline for submission of proposals, envelopes containing EMD and the Technical Proposal shall be opened by the Evaluation Committee o evaluate whether the Bidder has met the prescribed Eligibility Criteria. The Financial Proposal shall remain sealed until then.

3.5.3. There shall be a two-stage selection process in evaluating the proposals of those Bidders that fulfil the Eligibility Criteria.

3.5.4. In the First stage, Technical Proposals will be assessed based on a defined Evaluation Criteria and ranked as per the marks received in the Technical Evaluation (Technical Marks).

3.5.5. In the Second stage, financial evaluation will be carried out of only the technically qualifying bidders.

3.5.6. Proposals will finally be ranked according to their combined Technical and Financial Scores (Combined Score), wherein 70% weight age shall be given to Technical Score and 30% shall be given to Financial Score. The Bidder scoring the highest Combined Score as H1 based on the composite Bid Evaluation Methodology will be declared successful.

3.5.7. After the Proposal submission until the issue of Letter of Award (LoA), if any bidder wishes to contact the Authority on any matter related to its proposal, it should do so in writing at the address for Proposal submission. Any effort by the bidder to influence the Authority during the Proposal evaluation, Proposal comparison or grant of the Agreement decisions may result in the rejection of the bidder's proposal.

3.5.8. Responsiveness of Proposal:

Prior to evaluation of Proposals, the Authority will determine whether each Proposal is responsive to the requirements of the RFP at each evaluation stage as indicated below. The Authority may, in its sole

discretion, reject any Proposal that is not responsive hereunder. A Proposal will be considered responsive at each stage only if:

a) Pre-qualification/Eligibility Criteria stage

I. The Pre-Qualification Documents are received in the form and manner specified in this RFP;
II. It does not contain any condition or qualification;
III. It is not non-responsive in terms hereof; and
IV. The proposal qualified as per Eligibility Criteria specified.

b) Technical/Financial Proposal stage

I. The Technical/Financial Proposal is received in the form and manner specified in this RFP.
II. It does not contain any condition or qualification;
III. It is not non-responsive in terms hereof

The Authority reserves the right to reject any Proposal which is non responsive and no request for alteration, modification, substitution, or withdrawal will be entertained by the Authority in respect of such Proposals. However, Authority reserves the right to seek clarifications or additional information from the bidder during the evaluation process.
If any bidder fails to meet the criteria at any stage, the proposal of such a bidder will not proceed to further evaluation.

3.6. Letter of Award and Agreement

3.6.1. The Bidder whose bid has been accepted shall be notified of the award by NHB, by registered letter or by official e-mail. The bidder shall acknowledge in writing, the receipt of the Letter of Award (LoA) and shall send his acceptance to enter the Contract as per the DATA SHEET. In the event, LoA duly signed by Successful Bidder is not received by the stipulated date, the Authority may consider, at its own discretion, extend the time for submission of signed LoA based on genuine reason. In case the LoA is not received by the stipulated date, the Earnest Money Deposit of the Successful Bidder will be forfeited, and the next highest-ranking bidder may be considered. The Successful Bidder shall enter into an agreement with NHB as per the DATA SHEET.

3.6.2. Performance Guarantee: The Successful Bidder shall deposit the Performance Guarantee Amount as per the DATA SHEET.

3.7. Confidentiality

The Allottee shall maintain high level of professional ethics and shall not act in any manner, which is contrary to any laws and/or detrimental to NHB's interest. Allottee shall treat as confidential any and all data, information and records obtained/received in the performance/execution of its responsibilities, in strict confidence and shall not reveal such data, information or records to any other person/party without the prior written approval of the NHB, even after expiry/termination/determination of the

Contract. NHB shall take necessary legal and other remedial actions for infringement of this clause.

3.8. Corrupt and Fraudulent Practices

3.8.1. The bidder and their respective officers, employees, agents, and advisors shall observe the highest standard of ethics during the Selection Process. Notwithstanding anything to the contrary contained in this RFP, the Authority will reject a Proposal without being liable in any manner whatsoever to the bidder, if it determines that the bidder has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice(collectively the 'Prohibited Practices') in the Selection Process. In such an event, the Authority will, without prejudice to its any other rights or remedies, forfeit and appropriate the Earnest Money Deposit or Performance Guarantee, as applicable, as mutually agreed genuine pre-estimated compensation and damages payable to the Authority for, inter-alia, time, cost and effort of the Authority, regarding the RFP, including consideration and evaluation of such bidder's Proposal.

3.8.2. Without prejudice to the rights of the Authority under this Clause, herein above and the rights and remedies which the Authority may have under the RFP or the Agreement, if an bidder or Agency, as the case maybe, is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Selection Process, or after the issue of the RFP or the execution of the Agreement, such bidder shall blacklisted and not be eligible to participate in any tender or RFP issued by the Authority during a period of 1 (one) year from the date such bidder, as the case may be, is found by the Authority to have directly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case maybe.

3.8.3. For the purposes of this Clause, the following terms shall have the meaning hereinafter respectively assigned to them:

a) "corrupt practice" means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of any person connected with the Selection Process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of the Authority who is or has been associated in any manner ,directly or indirectly with the Selection Process or the RFP or has dealt with matters concerning the Agreement or arising there from, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the Authority, shall be deemed to constitute influencing the actions of a person connected with the Selection Process; or (ii) save as provided herein, engaging in any manner whatsoever, whether during the Selection Process or after the issue of the RFP or after the execution of the Agreement, as the case may be, any person

in respect of any matter relating to the Project or the RFP or the Agreement, who at any time has been or is a legal, financial or technical consultant / advisor of the Authority in relation to any matter concerning the Project;

b) "fraudulent practice" means a misrepresentation or omission of facts or disclosure of incomplete facts, in order to influence the Selection Process;
c) "coercive practice" means impairing or harming or threatening to impair or harm, directly or indirectly, any persons or property to influence any person's participation or action in the Selection Process;
d) "undesirable practice" means (i) establishing contact with any person connected with or employed or engaged by the Authority with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Selection Process; or (ii) having a Conflict of Interest; and
e) "Restrictive practice" means forming a cartel or arriving at any understanding or arrangement among bidders with the objective of restricting or manipulating a full and fair competition in the Selection Process.

3.9. Pre-Bid Meeting

3.9.1. Pre-Bid Meeting of the bidders will be convened at the designated date, time and mode as provided in the DATA SHEET. A maximum of two representatives of each bidder will be allowed to participate.

3.9.2. During the Pre-Bid Meeting, the bidders may seek clarifications and make suggestions for consideration of the NHB and NHB will provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent, and competitive selection process.

3.10. Miscellaneous

3.10.1. **Arbitration:** In case of any dispute, both the parties shall make all efforts to resolve by way of conciliation process. In the event any doubt, dispute or difference arising out of or in relation to the Contract remains unresolved, both the parties to the Contract will mutually appoint a Sole Arbitrator, in accordance with the Arbitration and Conciliation Act, 1996.The provisions of Arbitration & Conciliation Act, 1996 (as amended from time to time) shall apply to both the parties. The fee payable to the Arbitrator shall be paid equally by both the parties. The language used in the arbitral proceedings shall be English. The venue of the arbitration proceedings shall be the Office of NHB, Gurugram.

3.10.2. **Jurisdiction:** All disputes arising out of and in relation to the contract between the parties herein shall be governed by Laws of India subject to the exclusive jurisdiction of the courts of New Delhi only.

3.10.3. **Force Majeure:** If at any time, during the continuance of this Contract, the performance in whole or in part, by either party, of any obligation under this Contract is prevented or by reason of war, or delayed, hostility, acts of the public enemy, civic commotion, act of State or direction sabotage, from Governmental Authority, explosion, epidemic, pandemic,

quarantine restriction, strikes and establishments lockouts(as are not limited to the and facilities of the Parties), fire, floods, natural calamities or of GOD any act (hereinafter referred to as "Event"), provided notice of happenings of such Event is given any by the affected party the date of to the other, within7 Calendar days from occurrence entitled thereof, neither Party shall, by reason of such event, be to terminate this Contract, nor shall either Party have any such claims for damages/compensation/costs/expenses against the other, in respect of such non- performance or delay in performance provided as the Contract shall be resumed as soon the practicable, NHB after as such Event comes to an end or ceases to exist. The decision of to whether the service may be so resumed within which the (and the timeframe service may be resumed) or not, shall be final and provided further that if the conclusive, performance in whole or part of Contract is any obligation under this prevented or delayed by reason of any such event for a period exceeding 30 days, either party may, at its option, terminate the Contract.

3.10.4. **Indemnity:** Allottee shall indemnify, defend and hold NHB and its officers/officials harmless against any and all proceedings, actions, losses, damages, expenses, costs and third party claims whatsoever whether financial or otherwise, including liability for payment of contributions/dues to EPFO/ESIC/Govt. Departments/Local Bodies/Statutory Authorities etc. which NHB may sustain, incur, suffer o be exposed to at any time during the subsistence of the Contract and subsequent thereto relating to the period of Contract, arising out of abreach by the Contractor/Agency/Allottee, its sub-contractors, subagents, employees, etc. of any of its obligations under the Contract.

3.10.5. **Confidentiality:** Allottee shall maintain high level of professional ethics and shall not act in any manner, which is contrary to any laws and/or detrimental to NHB's interest. Contractor/Agency/Allottee shall treat as confidential any and all data, information and records, obtained/received in the performance/execution of its responsibilities, in strict confidence and shall not reveal such data, information or records to any other person/party without the prior written approval of the NHB, even after expiry/termination/determination of the Contract. NHB shall take necessary legal and other remedial actions for infringement of this clause.

3.10.6. **Intellectual Property Rights:** NHB's name/ logo/ other IPRs shall be the sole and exclusive property of NHB only. For any misuse/ misrepresentation/ unauthorized use of NHB's name/ logo/ IPRs by the Contractor/ Agency/ Allottee and/ or their sub-agents/ subcontractors/ employees etc., the Contractor/Agency shall be held solely responsible. NHB shall not be responsible for any harm or loss caused to any third party because of any such misuse/misrepresentation/unauthorized Contractor/Agency misuse/misrepresentation/unauthorized use of NHB's name/logo/IPRs and/ or any claim(s) relating to infringement of any intellectual property rights committed by them/their sub-agents/ sub-contractors/ employees etc. legal and other remedial actions, as deemed

fit, for such violations. NHB's name/logo/IPRs and/or any claim(s) relating to infringement of any intellectual property rights committed by them/their sub-agents/subcontractors/employees, etc. NHB shall take necessary legal and other remedial actions, as deemed fit, for such violations.

3.10.7. **Compliance with Statutory Laws:** All applicable laws (Central/ State/ Municipal/ Local Laws etc.) including labour laws must be complied with/ followed by the contractor/ agency.

4. Scope of Work and Deliverables

4.1. Space for F&B Activities in India Pavilion at Expo Green 2027:

The following spaces would be allocated to the selected concessionaire for operationalising Food Truck including kitchen and catering services at International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan:

Sr. No	Proposed Space	Proposed Location	Space for allocation for F&B Activities.
1.	12 to 18 sq.mtr. as per the approved design of India Garden	Official India Outdoor Garden site at Expo 2027 Yokohama, Japan.	Space for Food - Truck

Note:

The space for F&B activities have been identified based on the layout plan of India Pavilion at Expo Green 2027, however, it is subject to change as per approval of the Expo Authorities.

4.2. The layout of the Pavilion of India and with location of the space for the for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan will be provided to the successful bidder by NHB.

4.3. The Allottee shall operationalise the F&B facilities to promote Indian food focussing to promote India's Agriculture and Horticulture based products in the space of the Pavilion of India for a variety of users, which may be the general Expo Green 2027 visitors in Pavilion of India, the Pavilion of India staff/officers/performers, VVIP guests/invitees/visiting dignitaries visiting Pavilion of India, etc. As per the Expo Authority estimates, the Expo Green 2027is expected to be visited by about many million visitors.

4.4. Potable water inlet and water drainage outlet for food - truck as well as minimum required Kilo watt power will be provided for use of the Food truck and visitors. The Allottee desiring additional power load in the Expo Green 2027 in their allotted space should inform NHB in advance while submitting their Interior/ branding design proposals for approval to NHB.

4.5. The Allottee need to undertake the preparatory activities of interior decoration/ branding design, additional covering for weather/ security, utensils/disposables/ cutlery, raw ingredients, arrangement for cold & wet/dry storage, furniture items, fixtures/equipment, costs of dispatch, customs clearance, transportation/travelling, boarding/ lodging/insurance of personnel & material, Consumption Tax/other local taxes on expenditure, fire safety equipment, maintenance of outlet, garbage clearance, housekeeping/conservancy, security, interpreter and related items at its own responsibility and expenses, as per available space & facilities.

4.6. The Allottee will need to pay the Royalty/Consumption tax as per the Expo Authority / Government rules; if any.

4.7. The water and electricity charges, as incurred by the Pavilion of India including utility charges, would be paid by the Allottee to NHB/Expo Authority. The Allottee would be given the possession of the allotted space for F&B Activities in Pavilion of India at least one month before opening of Expo.

4.8. All the preparatory work and installation of food truck should be completed for operation by the allottee at least one week before opening of Expo.

4.9. The Allottee would ensure removal of all installations done/provided by the Allottee from Expo site within 30 days from the closure of Expo 2027

5. Eligibility Criteria

The Minimum Eligibility Criteria for the Bidder to apply for this RFP and to Pre-Qualify

Sr. No	**Parameters**	**Supporting Documents**
1	Bidder's Legal Status	
1.1	The Bidder should be: a)Legal Entity registered in Japan; OR b)a Consortium/Joint Venture of two Legal Entities registered in Japan; OR c) a Consortium/Joint Venture of a Legal Entities registered in India and registered in Japan. In case of Consortium/Joint Venture, the Lead Partner must be declared in the proposal.	a) Certificate of Incorporation or equivalent of all Bidders; AND b) Self-certificate by the Authorized Signatory for registered office in India or Japan (as the case may be) of all Bidders; AND c) MOU or Agreement of the Consortium/JV (if bid in such arrangement)
1.2	The majority shareholder of the Bidder must be either a) Citizen of India OR b) Overseas Citizenship of India (OCI) OR c) Person of Indian Origin (PIO)	Any of the following documents of the majority shareholder of the Bidder/-Lead Partner: a) Valid Indian Passport, OR b) Valid Overseas Citizenship of India (OCI) card, OR c)Valid Person of Indian Origin (PIO) card
2	**Bidder's Experience**	
2.1	a)Bidder must have experience of minimum of five years in management/operation of food outlets/hotels with minimum 50 employees in their catering	a) Relevent Business Licence, Employee Sheet and Provident Fund records for India / similar in case of Japan. OR

	business. In case of sole bid or bid by consortium/ Joint Venture of bidders registered in Japan, it/they must have minimum experience of working in Indian Cuisines. OR b) Past experience of food catering business for serving Indian Cuisines in similar World Expositions events which are approved by AIPH/BIE provide certificate from at least five such events. (Self attested and Notarised copies of certificates to be submitted) and original to be provided on demand.	c) Self-certificate by the Authorized Signatory about attaching of five certificates along with copies of the five certificates. Each should be self-attested and notarised as true copy. (Original to be available for inspection)
2.2	a) Bidder should have minimum annual average turnover of JPY 200 million or INR 12 Crore during any THREE of the last FIVE Financial Years (2021-22, 2022-23, 2023-24,2024-25 & 2025-26). OR B) Have average annual income of JPY 80 million or INR 5 Crore during any THREE of the last FIVE Financial Years (2021-22, 2022-23, 2023-24,2024-25 & 2025-26).	Supporting documents a) GST returns for the relevant years showing average annual turnover and CA certificate in case of turnover claimed. b)Income certificate from CA and Income Tax return for the relevant years in case of Income claimed.
3(a)	Bidder should NOT have been debarred by the Union Government of Indian or its entities or by the Japanese Government.	Self-certificate by the Authorized Signatory.
3(b)	The successful Bidder will take relevant F&B license, Food Safety certificate and other certifications for Yokohama/ Tokyo as per requirement of the country / Expo 2027 Yokohama.	Self-certificate by the Authorized Signatory stating that they will obey food and safety rules and take the license / certificates as per Japanese Government law.

In case the certificates/ supporting documents are of outside India and not in English language, the Bidder/ Lead Partner will have to submit their copy translated in English language with an affidavit to the correctness of the certificates/ supporting documents and their translations. All the submitted Supporting Document must be signed by the Authorised Signatory and the same should be notarised. The original should be available for inspection on demand.

5.1. Bidder's Legal Status

The Bidder/Lead Partner must use and submit experience of their own entity. In case of a Entity/Firm, formed after merger or acquisition or separation of other firms; past work experience will be considered for qualification of such entity/ firm; provided such firm continues to have the requisite resources / Lead personnel of the said firms.

5.2. Bidder's Financial Capacity

5.2.1. The Bidder/Lead Partner should have minimum annual average turnover of JPY 200 million or INR12 Crore during the any THREE Financial Years of the last FIVE Financial Years (2021-22, 2022-23, 2023-24,2024-25 & 2025-26).

OR

The Bidder/Lead Partner should have minimum annual average income of JPY 80 Million or INR 5 Crores during the any THREE Financial Years of the last FIVE Financial Years (2021-22, 2022-23, 2023-24, 2024-25 & 2025-26).

5.2.2. The Bidder/Lead Partner supporting document for the requisite annual turnover/ income must be the following:

a. In case of lead Bidder being entity/firm registered in India:

I. Chartered Accountant certificate with his seal, signatures, registration number& UDIN in both case of either turnover or Income claimed.

II. GST returns for the relevant three years, confirming the turnover. (in case of turnover claimed)

III CA certified Copy of Income tax returns for the relevant three years and Calculation confirming that combined average income for relevant three years of the last FIVE Financial Years 2021-22, 2022- 23, 2023-24, 2024-25 & 2025-26. (in case of income claimed).

b. In case of Bidder being entity/company registered in Japan:

I. Chartered Accountant certificate with his seal, signatures & registration number (both in case of turnover or income claimed)

II. and Annual Report certified by the Chief Financial Officer of the Bidder and other Government of Japan Tax Office related evidence regarding turnover for the relevant THREE years.

III Japanese Tax return showing average yearly income for the relevant three years of the last FIVE Financial Years 2021-22, 2022-23, 2023-24, 2024-25 & 2025-26. (in case of income claimed).

6. Evaluation Criteria

6.1. Bidders are required to qualify for all the conditions of the Eligibility Criteria, after which the eligible bidders will be evaluated as per the Technical Evaluation Criteria defined hereunder. The allotment will be made to the Bidder scoring the highest combined Technical and Financial Scores

(Combined Score) as H1 based on the Composite Bid Evaluation Methodology defined below.

6.2. The Lumpsum Bid Value of the selected Bidder for allocation of food truck space for F&B Activities mentioned in the Scope of Work. However, the Lumpsum Bid Value would remain unchanged for the actual allocated areas for F&B Activities in the range of 12-18 sqm.

6.3. Technical Evaluation Criteria and Technical Marks:

Sr. No	Evaluation Criteria	Marks
1	Bidder(s) having currently running food outlet/restaurant of minimum 100 pax seating capacity at a time and also having 50 employees (should provide proof by way of valid business licenses in bidder name and approval of 100 seats restaurant and GST certificate and also submit the proof by way of employee sheet certified by CA as well as supported by Employee Provident Fund payment list) /or similar in case of Japan. I) Proof of 100 pax or more seating restaurant = 17.5 marks II) Proof of min. 50 Employee or more = 17.5 marks (in total 35 marks) OR Bidder having experience of running food business at minimum Two such BIE/AIPH approved World International events i) One participation proof = 17.5 marks j) Second participation proof = 17.5 marks (in total 35 marks)	35 Marks
2	Bidder/Lead Partner experience in serving Indian cuisine: I) Five to Seven years : 10 marks II) Above seven to Ten years: 20 marks III) More than Ten years : 35 marks (Self-certificate by the Authorized Signatory of having served Indian cuisine for the claimed duration, AND currently valid food safety or F&B business license as well as proof / certificates in the bidders name for the claimed duration should be furnished) OR Certificate/ proof of running food outlet at minimum Two other such BIE/AIPH approved events should be furnished, either from Expo authorities or Government of India entity showing past operations / overall experience in this field.	35 Marks

	(1Certificate = 17.5marks & 2 Certificates = 35 marks and Certificates already offered at 6.3.1 should not be a repeat here)	
3	Approach methodology for running the Food-Truck and also any other information that the bidder may wish to tender in support if his bid. Presentation by the Bidders, physically or through video Conferencing (VC), dates will be intimated to the prospective bidders through email, notification in the NHB portal.	30 Marks

6.4. **Composite Bid Evaluation Methodology:**

Evaluation of Bids shall be done under the Quality-Cum-Cost Based System (QCBS). Under this system, the Technical Bid evaluation shall be allotted weight age of 70% (Technical Score) while the Price Bid evaluation shall be allotted the weight age of 30% (Financial Score). The bidder scoring the highest Combined Score will be declared successful. The detailed methodology is described below.

The Evaluation Committee appointed by NHB will carry out the Technical Evaluation of proposals based on the prescribed Evaluation Criteria and points system. The evaluators of Technical Proposals shall have no access to the Financial Proposals until Technical Evaluation is concluded. Each evaluation proposal will be given a technical score.

6.4.1. **Normalisation of technical bid scores:**

The bidder with highest Technical Marks would be taken as the base/ reference for arriving at Technical Score for each technically qualified bidder. The Technical Score for the bidder with highest Technical Marks (out of total 100) would be taken as 70 and the Technical Score for other technically qualified bidders will be scaled proportionally. The following example illustrates the proposed methodology for arriving at Technical Score of the Bidders:

Proposal	Technical marks(assumed)	Technical Score
A	96/100	70*96/ 96=70
B	90/100	70*90/ 96=66
C	70/100	70*70/ 96=51

The Price Bid shall be opened for technically qualified bidders only. The following methodology shall be adopted for evaluation of quoted Lump sum Bids of Bidders who qualify in the technical bid evaluation.

6.4.2 . **Normalisation of Financial Bid Scores**

The HIGHEST quoted Lump sum Bid among the technically qualified bids will be taken as base/reference rate for arriving at the evaluated marks for each qualified bidder. The evaluated marks for the Bidder quoted the HIGHEST Lumpsum Bid shall be 30. The following example illustrates the proposed methodology for arriving at the Financial Score of the Bidders:

Proposal	**Quoted Lumpsum Bid (assumed)**	**Financial Score**
A	INR 150 Lac	30*150/ 150=30
B	INR 100 Lac	30*100/ 150=20
C	INR 50 Lac	30*50/ 150= 10

6.4.3. The sum of the Technical Score and the Financial Score, after normalisation as detailed above, shall be the Combined Score for each Bidders. The Bidder with the highest Combined Score as H1 based on the the Composite Bid Evaluation Methodology shall be selected.

6.5. The Performance Guarantee would be FIVE percent of the Lumpsum Bid Value of the selected Bidder, which would need to be deposited within 7 days of issuance of Letter of Award (LoA). The Performance Guarantee shall be released after the Allottee handover the vacant allocated spaces and after getting clearance from/ settling the dues with the Expo Authorities/ local bodies and NHB, if any.

6.6. The Hundred percent of the selected Lumpsum Bid Value need to be deposited in advance by the selected Bidder within 15 days of issuance of Letter of Award (LoA).

6.7. The Performance Guarantee and the Lumpsum Bid Value deposited to NHB may be forfeited in case of withdrawal, “No Show” or abandoning or not sending representatives at least 7 days in advance of opening of Expo.

6.8. Performance guarantee should be submitted as per Annexure for Performance Guarantee provided in this RFP and / OR may be in shape of Bank Transfer with proof of the same.

7. General and Special Terms

7.5. Expo Guidelines for F&B Activities:

The General Terms governing the Food & Beverage (F&B) Activities in the Pavilion of India at Expo Green 2027 shall apply to takeaway, and related food service operations. Such activities shall be carried out in accordance with the construction, preparation, operational, financial, waste disposal, and other applicable guidelines issued by the Organizer of the International Horticultural Exhibition (Expo Green 2027), Yokohama, Japan, as and when notified. In the absence of such guidelines or where additional clarification is required, the relevant instructions and guidelines issued by the National Horticulture Board (NHB) shall be applicable and binding on the Service Provider.

7.6. General Terms Related to F&B Activities in Expo 2027:

7.6.1. Official participant arrange the Food Truck for F&B Activities at this event, it will not be provided by the NHB,

7.6.2. Official Participants may, after obtaining approval from the Organiser, operate F&B Activities that primarily serve their countries' food & cuisine and incidental beverages & goods. Operation permits are granted by the Organizer if F&B Activity's facilities meet certain criteria during inspections performed after the construction of the facilities complete.

7.6.3. The space that only sell F&B in takeout form (without providing tables/ chairs/ counters for general visitors to eat/ drink on spot) will be categorized as facilities for goods/services sales.

7.6.4. Customs and Consumption Tax-related Japanese laws and regulations will apply to all goods imported for sales at the Expo.

7.6.5. Official Participants shall set price ranges that suit visitors of varying segments. They shall also clearly indicate prices of offered goods and services in Japanese Yen and with Consumption Tax included

7.6.6. Official Participants shall record, and regularly report to the Organiser, the sales revenue of their F & B activities in the manner specified by the Organiser before given deadlines.

a. Designated payment system: the Official Participants shall use the payment system and payment device designated by the Organiser to handle the sales revenue of their F & B activities. The data registered in this system shall be available to the Organiser daily.

b. Designated financial institutions: the Official Participants will be recommended to use the financial institutions indicated by the Organiser where it concerns their F & B activities. Official Participants shall obtain confirmation from the Organiser in advance if they wish to use a financial institution other than the financial institution indicated by the Organiser. For information on financial institutions indicated by the Organiser, refer

to Guidelines for Payment Procedures (tentative name),which will be issued by the Organiser going forward.

7.7. Special Terms Related to F&B Activities in India Pavilion at Expo Green 2027:

7.7.1. The provision of food and beverages for the visitors of the India Pavilion would be an indispensable service and would serve an important role in enhancing the Expo's experience through the fun of food, beverages, and shopping. This will lead to the fulfilment of NHB's goals of promoting further exports of Indian food items to Japan incl. Indian Fruits, Vegetables, Grains, Spices, Tea and Coffee etc.

7.7.2. The Allottee shall be deemed to have knowledge and acceptance of compliance of all the related guidelines prescribed by the Organizer and all the applicable guidelines/rules prescribed by the Yokohama local bodies, Japanese authorities, Yokohama / Japanese food safety regulators, Yokohama / Japanese building safety regulators, Yokohama / Japanese public safety regulators and related bodies.

7.7.3. The Allottee shall be deemed to have satisfied himself as to the nature of the site, local facilities, and the cost of access to the site, related guidelines/ rules/ laws/ norms of Japan/ Yokohama and all other matters accepting the proper functioning of the F & B activity.

7.7.4. The Allottee shall make and ensure the provision of fire safety equipment, as per requirements of Japan/ Yokohama / Organizer fire and safety regulations.

7.7.5. This allotment of space for F&B Activities to the Allottee is subject to confirmation of the suitability of Allottee's goods for sale in the Expo 2027, as per the Organizer/ Japanese bodies' guidelines, and the decision of the Organizer in this regard will be final.

7.7.6. The Allottee should send his representative(s) at least 7 days in advance of the opening of the Expo, to ensure timely and proper display/ arrangement/ preparation of the F&B/ goods. Failure to send representative(s) as per timeline may entail cancellation of the allotment and/or debarment of the allottee from all future participation.

7.7.7. NHB will provide necessary assistance to the representatives (Indian passport holder) of the Allottee by issuing recommendation letters to the Embassy of Japan and liaison with Expo Authorities for obtaining Visa. However, NHB shall not be liable, in case the Embassy denies Visa to the representative(s) of the Allottee for any reason. The license shall not be entitled to refund of License Fee or any charges paid to NHB or to reimbursement of any expenditure/liability incurred by it/him in

case of denial of visa/delay in receipt of visa by the concerned authorities.

7.7.8. The consumption or sale of liquor, salt, leaves of tobacco, cigarette, cigars and electronic cigarette (including water tobacco and chewing tobacco) would be strictly prohibited in the India Pavilion.

7.7.9. The Allottee shall ensure that the provision for installing POS/ billing machines has been made. The billing system as per the directions given by the Organizer should be always followed by the license. All sales should be made only by issuing a proper invoice through the billing machine. The billing machines may be provided by the Organizer or may need to be procured by the Allottee as per specifications prescribed by the Organizer, to calculate and verify the royalty/ duties/ taxes payable, if any.

7.7.10. The Allottee shall agree to sell only Indian food & cuisine and incidental products/ beverages & deserts. In the event of the Allottee selling any other food/ product, the same may be removed/ seized at the risk and cost of the Allottee.

7.7.11. The Allottee will not be permitted to keep their outlets open beyond the permissible working hours. However, their representatives may be allowed before and after the business hours of Expo Authorities for preparatory, cleaning, arrangement, official/accounts or similar works.

7.7.12. The Allottee shall ensure that the F&B Activities in India Pavilion remains properly activated and operational throughout the duration of the event without any break and for this Allottee shall ensure provisions for managing emergencies such as equipment breakdowns, staff shortages or supply chain disruptions. The space allotted for F&B Activities shall not be left unattended by Allottee at any time during event.

7.7.13. The Allottee shall be responsible for the good conduct of all their employees, agents or their representatives. The Allottee shall be responsible to deploy F&B staff having requisite certifications in food safety and hygiene standards relevant to Japan. Any liabilities on the matter of conduct, hygiene or food safety norms will be borne by the Allottee. The Expo Guidelines for Health and Sanitation (including Food Sanitation) needs to be strictly complied with.

7.7.14. The Allottee shall ensure proper cleaning/ conservancy arrangement of his F&B/ commercial activity at his own cost including disposal of waste from the date of taking over of the possession of F&B/ commercial space to the handing over of the same after conclusion of the event. The provision of dustbin and waste disposal inside and near the F&B/ commercial space shall be made by the Allottee at his own cost.

7.7.15. The Allottee will ensure timely payment of all dues to NHB/ Expo Authority/ respective body within the prescribed

time frame, failing which the organizer will at liberty to cancel the allotment and close the outlet at the sole cost and risk of the Allottee.

7.7.16. The Allottee has to handover the vacant space to NHB, after removing all installations done/provided by the Allottee from Expo site, within 30 days from the closure of Expo 2027. If any installations done/ provided by the Allottee is left out after this, the same shall be removed at the cost of the Allottee.

7.7.17. The Allottee shall be responsible for the cleanliness of the outlet, and handling/ disposal or garbage/packing material as per the rules laid down by Expo Authority, failing which the organizer will be at liberty to take necessary action as deemed fit at sole cost of Allottee.

7.7.18. The Allottee shall not be permitted to remove any equipment/ furniture/goods from the outlet before the conclusion of the Expo without the permission of the Pavilion Director, India Pavilion.

7.7.19. Subletting of allotted space is not permissible at all. Violation of this clause may lead to cancellation of space allotted, forfeiting of the Performance Guarantee and debarring the Allottee from future participation in NHB's events. This does not refer to the joint venture Partner.

7.7.20 The Allottee must abide by the laws of Yokohama/Japan and rules of the Organizer. Representatives of the Allottee shall abide by the instructions of the Pavilion Director, India Pavilion, failing which the outlet may be closed at the risk and cost of the allottee, to avoid any conflict with local laws, customs regulations or any undesirable situation, which could lead to the lowering of national image. In the event of any dispute in all matters relating to the F&B spaces, the decision of the Pavilion Director, India Pavilion will be final and binding upon the Allottee.

7.7.21 In the event of postponement/ abandonment/ cancellation of Expo, or in case of F&B/ exhibits not being displayed or sold due to any reason whatsoever, the Organizer shall not be liable for any loss or liability to the Allottee.

7.7.22 In case of default of any payments due from the license, the organizer reserves the right to blacklist the allottee and debar him from participation in NHB's Fair in India and abroad, apart from taking legal action to recover the dues.

ANNEXURE I – PROPOSAL SUBMISSION LETTER

[On Bidder's Letterhead]

To
The Managing Director,
National Horticulture Board (NHB),
Ministry of Agriculture & Farmers Welfare
Government of India,
Plot No.85, Sector 18, Institutional Area,
Gurugram, Haryana- 122015

Subject: Selection of Concessionaire for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan

Reference: RFP No. _____ dated _____

Sir/Madam,

We, the undersigned, submit our proposal for the above assignment. We confirm that we have examined the RFP and all issued clarifications/corrigenda, understand the scope and requirements, and agree to be bound by the terms and conditions of the RFP and the resulting contract.

- We confirm that the information and documents submitted are true and complete.
- We confirm our eligibility and disclose all material information relevant to the bid.
- We undertake to maintain the validity of our proposal for the prescribed period.
- We undertake to furnish Performance Security if selected.
- We accept the method of selection and the evaluation criteria specified in the RFP.
- We have not offered or paid any inducement to influence the procurement process.
- We understand that NHB may reject a proposal in accordance with the RFP and applicable procurement rules.

Authorised Signatory:

Name:

Designation:

Organisation:

Date:

Seal:

ANNEXURE II – BIDDER PROFILE

Particular	Details
Name of Bidder	
Legal status	
Date/year of incorporation/registration	
Registered office address	
Correspondence address	
PAN	
GSTIN	
Contact person	
Telephone / Mobile	
Email	
Website	
Details of consortium/JV, if applicable	

ANNEXURE III – DECLARATION OF ELIGIBILITY, NON-BLACKLISTING AND CODE OF INTEGRITY

We hereby declare that, except as specifically disclosed in an attached statement, the bidder and its proposed consortium members: (i) are eligible to participate; (ii) are not debarred/blacklisted by any competent Government authority; (iii) have not submitted false or misleading information; (iv) have disclosed actual/potential conflicts of interest; (v) shall comply with the applicable Code of Integrity; and (vi) shall immediately notify NHB of any change affecting eligibility.

Authorised Signatory:
Name:
Designation:
Date:
Seal:

ANNEXURE IV: Financial Letter

<Covering Letter (On Applicant's letter head)>

(Date and Reference)

To,
The Managing Director,
National Horticulture Board (NHB),
Ministry of Agriculture & Farmers Welfare Government of India,
Plot No.85, Sector 18, Institutional Area,
Gurugram, Haryana- 122015

Dear Sir,

Subject: Selection of Concessionaire for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan

I/We, (Applicant's name) herewith enclose the Financial Proposal for selection of my/our firm as Allottee for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan and providing subsequent assistance to NHB during preparation and operations period.

I/We agree that this offer shall remain valid for a period of 180 days from the Proposal Due Date or such further period as may be mutually agreed upon.

Yours faithfully,
<Signature of Authorized Signatory>
<Name of the Authorized Signatory >
<Designation>
<Name of the firm & seal>

ANNEXURE V: Financial Proposal

FINANCIAL BID

Name of Work: Concessionaire for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan

Name of Bidder(s):

Sr. No	**Description**	**Lumpsum bid for Selection of Concessionaire for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan**	
		Amount in Fig.	**Amount in Words**
1	Lumpsum Bid		

*The Financial Proposal shall be deemed to be exclusive of all taxes, levies, fees, etc. by whatever name called, as elaborated in the RFP.

Yours faithfully,
<Signature of Authorized Signatory>
<Name of the Authorized Signatory >
<Designation>
<Name of the firm & seal>

ANNEXURE VI: Performance Guarantee Form

To,
The Managing Director,
National Horticulture Board (NHB),
Ministry of Agriculture & Farmers Welfare Government of India,
Plot No.85, Sector 18, Institutional Area,
Gurugram, Haryana- 122015

In consideration of the National Horticulture Board (NHB) (herein called the "Authority") having to enter into an Agreement with M/s..... (herein called the "Allottee for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan") as a follow up to the Letter of Award no..... dated..... Issued by the Authority for "Concessionaire for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan" on production of Performance Guarantee in the form of Bank Guarantee for INR ..... (INR ..... only_) do hereby undertake to pay the Authority an amount not exceeding INR ..... (INR .....only) against any default or failure on the part of the Allottee for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan to perform the contract in accordance with the terms & conditions or any breach of the said Agreement.

1. We, (Bank) do hereby undertake to pay the amount due and payable under this Guarantee without any demur, merely on a demand from the Authority stating the amount claimed is due by way of loss or damage caused to or would be caused to or suffered by the Authority by reason of breach by the said Allottee for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan or any of the terms conditions contained in the said timeframe or by reason of the Consultant's failure to perform the said Agreement. Any such demand made on the Bank shall be conclusive as regards the amount due and payable by the Bank under this guarantee. However, our liability under this guarantee shall be restricted to an amount not exceeding INR ..... (INR.....only).

2. We, (Bank) undertake to pay the Employer any money so demanded notwithstanding any dispute or disputes raised by Allottee for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan in any suit or proceeding pending before any court or Tribunal relating thereto, liability under this present being absolute unequivocal. The payment so made by us under this guarantee shall be valid discharge of our liability for payment there under and Allottee for operationalizing the space for Food & Beverage Activities in the India

Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan shall have no claim against us for making such payment.

3. We, (Bank) further agree that the Guarantee herein contained shall remain full force and effect till completion of project work to the complete satisfaction of the Authority in terms of conditions of contract and Letter of Award (LoA) and that it shall continue to be enforceable till all the dues of the Employer under or by virtue of the said Agreement have been fulfilled and its claim satisfied or till the scheduled date of completion of Works as per the Agreement. We (Bank) shall consider that the terms and conditions of the said Agreement have been fully and properly carried out by the said Allottee for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan and accordingly discharge this Guarantee after 90 days from the date of completion of the said contract unless a demand or claim under this Guarantee is served by the Authority in writing on the bank but before the expiry of the said period in which case it shall be enforceable against the bank notwithstanding the fact that same is enforced after the expiry of the said period or after the extended period as the case may be.

4. We, (Bank) further agree with the Authority that the Authority shall have fullest liberty without our consent and without affecting in any manner our obligations hereunder to vary any of the terms and conditions of the said Agreement or to extend time or performance by the said Integrated F&B Service Provider from time to time or to postpone for any time or from time to time any of the powers exercisable by the Employer against the said Consultant and to forbear or enforce any of the terms and conditions relating to the said Agreement and we shall not be relieved from our liability by reason of any such variation or extension being granted to the said Allottee for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan or for any forbearance, act or omission on the part of the Authority or any indulgence by the Authority to the said Integrated F&B Service Provider or by any such matter or thing whatsoever which under the law relating to sureties would, but for the provision, have effect of so relieving us.

5. It shall not be necessary for the Employer to proceed against Allottee for operationalizing the earmarked spaces for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan before proceeding against the Bank and the guarantee herein contained shall be enforceable against the bank notwithstanding any security which the Authority may have obtained or obtain from The Allottee for operationalizing the space for Food & Beverage Activities in the India Garden & Pavilion at the International Horticulture Exhibition (Expo Green 2027), Yokohama, Japan at the time when proceedings are taken against the bank hereunder be outstanding unrealized.

6. Notwithstanding anything contained herein above our liability under the guarantee is restricted to INR ..... (INR .....only) and shall remain in force until .....

or otherwise until the extended date by the Employer. Unless a claim or suit under this guarantee is filed with us on or before the extended date ..... ALL OUR RIGHTS UNDERTHE GUARANTEE SHALL BE FORFEITED and the bank shall be relieved and discharged from all liabilities therein.

7. This Guarantee will not be discharged even if there is a change in the constitution of the Bank or the Consultant.

8. We, (Bank) lastly undertake not to revoke this Guarantee during its currency except with the previous consent of the Employer in writing.

Dated the ..... of..... 2026
For.....
(Indicate the name of bank)

Signature.....
Name of the Officer .....
(In Block Capitals)
Designation
Code No.....
Name of the bank and Branch(SEAL)

ANNEXURE VII: Check List of Documents

Sr. No	Documents Required	Eligible (YES/ NO)	Page No
TECHNICAL PROPOSAL DOCUMENTS (FOR MEETING ELIGIBILITY CRITERIA)			
1	**Bidders Legal Status**		
1.1.	Certificate of Incorporation or equivalent of all Bidders		
1.2	Self-certificate by the Authorized Signatory for registered office in India or Japan (as the case may be) of all Bidders		
1.3	MOU or Agreement of the Consortium/ JV (if bid in such arrangement)		
1.4	The majority shareholder of the Bidder/Lead Partner's either valid Indian Passport (Citizen of India) OR Overseas Citizenship of India (OCI) card OR Person of Indian Origin (PIO) card		
2	**Bidder's Experience**		
2.1	Self-certificate by the Authorized Signatory of Bidder/ Lead Partner having minimum 50 employees in their catering business and 100 pax seating capacity restaurant, along with relevant proof. OR Past experience of food catering business in similar World Expositions events which are approved by AIPH/BIE. Provide certificate from at least five such events.		
3	**Financial Eligibility** Chartered Accountant certificate or Annual Report or equivalent of Bidder/Lead Partner having minimum annual average turnover of JPY 200 million or INR 12 crore during any THREE of the last FIVE Financial Years (2021-22,2022-23,2023-24,2024-25&2025-26) from management/operation of food outlets/hotels OR Have average annual income of JPY 80 million or INR 5 Crore during the any THREE years of the last FIVE financial years as mentioned above.		
4	Self-certificate by the Authorized Signatory for Bidder/ both Partners should NOT have been debarred by the Union Government of Indian or its entities or by the Japanese Government or Osaka Municipality.		
5	Self-certificate by the Authorized Signatory stating that they will obey food and safety rules and take the license / certificates as per Japanese Government		

	law.		
6	Proof of Earnest Money Deposit (EMD)		
TECHNICAL PROPOSAL DOCUMENTS (FOR CLAIMING TECHNICAL MARKS UNDER COMPOSITE BID EVALUATION METHODOLOGY)			
7.1	Bidder(s) having currently running food outlet/restaurant of minimum 100 pax seating capacity at a time. (should provide proof by way of valid business licenses/proof in bidder name and approval of 100 seats restaurant and GST certificate or similar in case of Japan). OR Bidder having experience of running food business at minimum Two such BIE/AIPH approved World International events.		
7.2	Bidder/Lead Partner experience 5 years in serving Indian cuisine: (Self-certificate by the Authorized Signatory of having served Indian cuisine for the claimed duration, AND currently valid food safety or F&B business license as well as proof / certificates in the bidders name for the claimed duration should be furnished) OR Certificate/ proof of running food outlet at minimum Two other such BIE/AIPH approved events should be furnished, either from Expo authorities or Government of India entity showing operations and sustained experience overall.		
7.3	Lead Bidder(s) employees in current catering business: At least 50 employees: Bidder to submit proof by way of employee sheet certified by CA as well as supported by Employee Provident Fund payment list or similar in case of Japan. OR Lead bidder to have past experience to run food outlet in similar BIE/AIPH approved World event, led by Japanese/Indian Govt. Institution. Certificate / letter of appreciation or similar issued by concerned may be attached.		
7.5	Approach Methodology for running the Food-Truck.		
FINANCIAL PROPOSAL DOCUMENTS (to be filed separately for Financial Score)			
8.1	Annexure for Financial Letter		
8.2	Annexure for Financial Proposal		

The selected Allottee shall submit the MANDATORY details as per the requirements and timelines specified in RFP DATA SHEET.

Note:- The Bidder's are requested to prepare FIVE separate envelops and stating in bold letters that "-

1. Bidder's eligibility criteria.
2. Bidder's experience criteria.
3. Bidder's financial capacity.
4. Bidder's approach, methodology for running the food truck.
5. Bidder's financial bid proposal.

Yours faithfully,
<Signature of Authorized Signatory>
<Name of the Authorized Signatory >
<Designation>
<Name of the firm & seal>