

GENERAL PROCUREMENT NOTICE
(GPN Ref. No.: ES-VU24)

PROCUREMENT OF THE PRODUCTS AND SERVICES
UNDER JAPAN'S GRANT AID
FOR THE ECONOMIC AND SOCIAL DEVELOPMENT PROGRAMME
FOR THE REPUBLIC OF VANUATU
FY2024

The Government of the Republic of Vanuatu (hereinafter referred to as “the Recipient”) has received a grant of four hundred million Japanese Yen (JPY400,000,000) from the Japan International Cooperation Agency (hereinafter referred to as “JICA”) according to the Grant Agreement between JICA and the Recipient on March 7, 2025, concerning Japan’s Grant Aid for the Economic and Social Development Programme (hereinafter referred to as “the Programme”), aiming for contributing to the implementation of the economic and social development of the Recipient.

In this sentence, Japan International Cooperation System (JICS) is the nominated procurement agent for the Recipient and will be conducting the procurement of eligible products and services through Request for Quotations to Japanese companies.

As a procurement agent on behalf of the Recipient, JICS announces procurement exercises as follows:

1. Eligible Products and /or Services to be procured (subject to change)

(1) Products

The products to be procured are specified in TABLE-1 “LIST OF THE PRODUCTS” attached hereto.

1) The eligible source country of the Products shall be Japan unless otherwise specified in the Request for Quotation for each.

2) It is the company who has the burden to establish that the Products fulfil all the requirements. If, for whatever reason, JICS is not satisfied with the proof submitted by the company, JICS may, at its sole discretion, request additional proof to its satisfaction, or disqualify the quotations submitted by the company. JICS has the sole and ultimate authority to decide whether these conditions are fulfilled.

(2) Services

The services to be procured (hereinafter referred to as “the Supply”) consists of the following:

- 1) Procurement of the Products; and
- 2) Operation and Maintenance Training Service (if required).

Details of the Supply shall be stipulated in due conformity with the specifications of the Request for Quotation for each.

2. Eligibility

Companies which will offer the quotation in response to the Request for Quotations must meet all of the following qualifications:

- 1) to have received the Request for Quotations directly from JICS;
- 2) NOT to be suspended from participating in tenders by the Government of Japan, the Japan International Cooperation Agency, or the Recipient; and
- 3) NOT to be suspended from participating in tenders in accordance with “DEBARMENT GUIDELINES” set forth by JICS, revised on November 6, 2023.

Please refer to JICS’s website for information about these guidelines.

https://www.jics.or.jp/jics_html-e/tender/debarment.html

- 4) to be Japanese nationals, which means Japanese physical persons or Japanese juridical persons controlled by Japanese physical persons;
- 5) to be incorporated and registered under the laws of Japan;
- 6) more than fifty percent (50%) of the total number of the voting rights are held by Japanese physical persons or Japanese juridical persons;
- 7) fifty percent (50%) and higher of the officers, meaning directors or other persons equivalent thereto, and the officers having power of representation are Japanese physical persons;
- 8) NOT to fall under any of the items of Articles 26, paragraph 1 of the Foreign Exchange and Foreign Trade Act (Gaikokukawase-oyobi-Gaikokuboeki-Ho, Law No.228 of 1949, Japan);
- 9) to have 60 points or more in grand total, and also have 38 points or more in Financial Capability and 13 points or more in Specific Experience respectively in TABLE-2 “QUALIFICATION TO PARTICIPATE IN QUOTATIONS PROCEDURES” of this notice;
- 10) to have experiences in overseas trading of similar products as a main contractor;
- 11) to have trade experiences a main contractor in the recipient country, Solomon Islands, Independent State of Papua New Guinea, Republic of Fiji, Tuvalu, and/or Republic of Nauru, which had been completed before the General Procurement Notice.
- 12) to have a head office in Japan and be capable of making close communication with the manufacturer(s), JICS and the Recipient;
- 13) to have a branch office, a liaison office or an agent in the recipient country, which is capable of assisting the manufacturer(s) for their work in the recipient country and communicating with the Consignees and/or the End-users; and
- 14) to have at least three (3) fiscal years’ business and to be able to submit Financial Statements (Balance Sheets and Income Statements) of the company’s head office for the latest three (3) fiscal years.

(2) Neither joint venture nor consortium is allowed.

(3) Companies who have repeatedly breached the contract in the past projects under Japan’s Grant Aid for the Economic and Social Development Programme and/or other programme conducted by JICS shall be regarded as lacking the ability to perform the contract properly and faithfully and consequently deemed ineligible for this procurement.

*Additional eligibilities may be required for each procurement.

3. Registration (Prequalification)

(1) It is a prerequisite for all companies wishing to participate in the opportunities to register their interest by sending the following documents to JICS by e-mail at nonprogpn@jics.or.jp

- Registration form ([click here to download](#)): to be submitted in PDF format, password-protected.

Password shall be informed to JICS by a separate email.

- Copies of company's brochure
 - Copies of your company's audited accounts (balance sheets and income statements) for the last 3 consecutive years
- The e-mail should be marked in the subject as follows: ES-VU24/Registration/(Company Name).
- It is the companies' responsibilities to contact JICS by telephone or e-mail to confirm that JICS is in receipt of their registration documents.
- (2) JICS will examine the submitted registration documents and notify the companies in writing of the prequalification result within five (5) working days after JICS receives the registration documents. Only the companies which are prequalified shall be registered for the procurement.
- (3) Once companies are registered, their registration becomes valid for all procurement under the Programme. It is **not** necessary to submit the registration documents for each Product individually. However, if additional conditions are added for an individual Product, additional documents may be required in the Request for Quotation.
- (4) JICS will distribute the Request for Quotations only to companies that have received the notification of registration as qualified company whose issue date is the day before each distribution of the Request for Quotation. The Request for Quotation for the first batch is scheduled for the middle of June.
- (5) Companies should screen out viruses from a file of registration documents and confirm that it is uninfected before sending it to JICS. JICS shall not be held responsible for any failure of receipt of e-mail message(s) of the registration documents resulting from such message(s) being virus infected regardless of whether it is by accident or intent.
- (6) The purpose of use of personal information received by JICS through the registration documents is to send the Request for Quotations and proceed with the following procedures related to the procurement.
- (7) JICS will not be responsible for any contamination caused by computer virus.
- (8) The registration is closed upon completion of all procurement.

4. Contact

For further information please contact:

Japan International Cooperation System

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Update: June 10, 2025

TABLE-1 LIST OF THE PRODUCTS

Item No.	Name of the Products*	Status
1	Motor grader	In preparation
2	Excavator	In preparation
3	Wheel loader	In preparation
4	Dump truck	In preparation
5	Water tank truck	In preparation

*Subject to change

TABLE-2 QUALIFICATION TO PARTICIPATE IN PROCUREMENT

Financial Capability			
1	Outputs and sales for the latest financial statements (Average of the last three (3) fiscal years)		
	¥20 billion or more	45	<input type="checkbox"/>
	¥10 billion or more but less than ¥20 billion	40	<input type="checkbox"/>
	¥5 billion or more but less than ¥10 billion	35	<input type="checkbox"/>
	¥2.5 billion or more but less than ¥5 billion	30	<input type="checkbox"/>
	¥1 billion or more but less than ¥2.5 billion	25	<input type="checkbox"/>
	¥500 million or more but less than ¥1 billion	20	<input type="checkbox"/>
	¥250 million or more but less than ¥500 million	15	<input type="checkbox"/>
	¥100 million or more but less than ¥250 million	10	<input type="checkbox"/>
	Less than ¥100 million	0	<input type="checkbox"/>
2	Shareholder's Equity* for the latest financial statements		
	¥1 billion or more	15	<input type="checkbox"/>
	¥500 million or more but less than ¥1 billion	12	<input type="checkbox"/>
	¥100 million or more but less than ¥500 million	9	<input type="checkbox"/>
	¥50 million or more but less than ¥100 million	6	<input type="checkbox"/>
	¥10 million or more but less than ¥50 million	3	<input type="checkbox"/>
	¥0 or more but less than ¥10 million	0	<input type="checkbox"/>
	Less than ¥0	-20	<input type="checkbox"/>
3	Current Ratio for the latest financial statements		
	140% or more	10	<input type="checkbox"/>
	120% or more but less than 140%	8	<input type="checkbox"/>
	100% or more but less than 120%	6	<input type="checkbox"/>
	80% or more but less than 100%	4	<input type="checkbox"/>
	Less than 80%	0	<input type="checkbox"/>
4	Positive net profit before tax for the last three (3) consecutive fiscal years		
	Yes	5	<input type="checkbox"/>
	No	0	<input type="checkbox"/>
Total points for Financial Capability:			
Specific Experience			
5	Supply experience** as a main contractor in the recipient country, Solomon Islands, Independent State of Papua New Guinea, Republic of Fiji, Tuvalu, and/or Republic of Nauru for the last five calendar years by the date of General Procurement Notice of the Programme (Contract amount ¥5 million or more)		
	Three times or more	10	<input type="checkbox"/>
	Once or Twice	5	<input type="checkbox"/>
	None	0	<input type="checkbox"/>
6	Trade experience** of similar products as a main contractor for the last five (5) calendar years by the date of General Procurement Notice of the Programme		
	Three times or more	10	<input type="checkbox"/>
	Once or Twice	5	<input type="checkbox"/>
	None	0	<input type="checkbox"/>
7	Business experience for Japan's ODA as a main contractor for the last five (5) calendar years by the date of General Procurement Notice of the Programme (Contract amount: ¥10 million or more)		
	Three times or more	5	<input type="checkbox"/>
	Once or Twice	3	<input type="checkbox"/>
	None	0	<input type="checkbox"/>

Total points for Specific Experience:

Historical Performance			
8	Number of “Instruction for business improvement”**** received in the last one year by the date of General Procurement Notice of the Programme		
	Four or more	-40	<input type="checkbox"/>
	Three	-30	<input type="checkbox"/>
	Two	-20	<input type="checkbox"/>
	One	-10	<input type="checkbox"/>
	None	0	<input type="checkbox"/>
Total points for Historical Performance:			
Grand Total****:			

* Shareholders' equity is the sum of capital stock, capital surplus, retained earnings and accumulated other comprehensive income, and does not include subscription rights nor non-controlling interests.

** Supply experience of used products and/or undelivered products shall be excluded.

*** JICS may issue an “Instruction for business improvement” in the following cases:

- (a) When serious non-conformity under the contracts between JICS and companies for Japan’s Grant Aid for the Economic and Social Development Programme and/or other programme conducted by JICS has occurred with respect to type, quantity, quality and due dates of the Products to be procured, among the conditions of the contracts due to reasons attributable to the companies.
- (b) When a serious accident or problem under the contracts between JICS and companies for Japan’s Grant Aid for the Economic and Social Development Programme and/or other programme conducted by JICS has occurred for reasons attributable to the companies and is considered as being substantially prejudice the interests of the Recipient.
- (c) When the companies have failed to fulfill or neglected their contractual obligations under the contracts between JICS and companies for Japan’s Grant Aid for the Economic and Social Development Programme and/or other programme conducted by JICS despite multiple reminders by JICS.

In case that companies who have received an “Instruction for business improvement” with respect to the contracts between JICS and companies in the past projects for Japan’s Grant Aid for the Economic and Social Development Programme and/or other programme conducted by JICS receive another Instruction before one year has elapsed from the date of issue of the said first Instruction, JICS may issue “a warning” to the companies as specified in Article 13, Paragraph 1 of the “Debarment Guidelines” set forth by JICS.

**** Grand Total score shall be 60 points or more in order to be qualified as an eligible company. And also Total score in Financial Capability shall be 38 points or more and those in Specific Experience shall be 13 points or more respectively.