



Department for
International Trade

UK Pavilion at Expo 2025 Osaka

Design Build and Operate (DBO) & Decommission Supplier Webinar

Date: 17th February 2023



Our Agenda for this Webinar

1. Introduction and context for the Market Engagement
2. Our Vision for the UK Pavilion 2025
3. Summary of the key requirements
4. Options review
5. Timescales
6. The ask from the industry
7. Next Steps



1. Introduction and context



Context for this Market Engagement



[Early Engagement Notice \(EEN\) published on Contracts Finder](#) for our potential requirements for Design, Build, Operate (DBO) & Decommissioning Services for the UK Pavilion at Expo 2025 Osaka.



His Majesty's Government (HMG) wants to deliver a UK Pavilion where the focus is on an outstanding visitor experience, with engaging content that transcends language barriers and communicates exciting stories about the UK. The concepts, experience, and content from our content design supplier will be due in Summer 2023



At this point, HMG will be looking for the ideas for the concept, content and experience to be taken to design completion, and then the UK Pavilion built and fitted out in line with all necessary regulation and Expo guidance. Our strategy is to procure a turnkey solution that delivers this crucial stage under one overarching contract.



We want to talk to suppliers that may be interested in supplying some or all of the DBO services required. We want to discuss our strategy, explore alternatives, gain your insights, as well as gauge capacity and appetite. Through a mix of a supplier questionnaire and one-to-one meetings, we are interested in gaining your feedback.



2. Our Vision for the UK Pavilion



UKP Vision: UK Pavilion - iconic, ambitious and innovative

World Expo 2025 Osaka overarching theme: '**Designing Future Society for Our Lives**'



UK Pavilion Theme: '**See Things Differently – Tomorrow, Today**'

The UK's presence consistently:

Attracts **world leaders**



Engages **thousands** of businesses



Inspires **millions** of international visitors

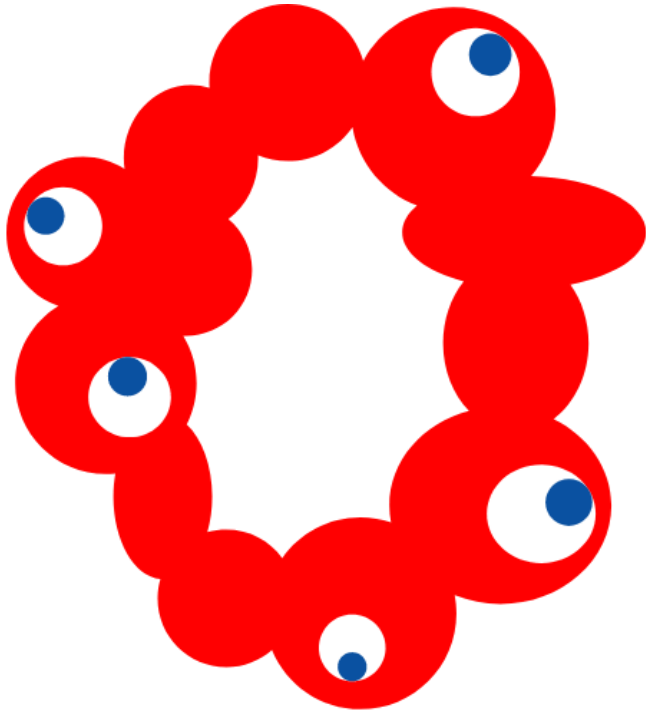


Delivers **billions** of pounds to the UK's economy





UKP Vision: A content-led, sustainable showcase of the best of the UK



OSAKA, KANSAI, JAPAN

EXPO
2025

The UK Pavilion:



A **self-built, temporary** and **sustainable** structure



Showcasing the **best of the UK**



Architectural design that enables a **content-led, superlative** visitor experience to be delivered

We are seeking:



A professional and experienced team that can **deliver to a high standard**

To enable us to:



Deliver the UK Pavilion **on time for Expo...**



...implement the most **original, inspiring** and **memorable visitor experience** possible...



..and ensure both **sustainability** and **value for money** of design.

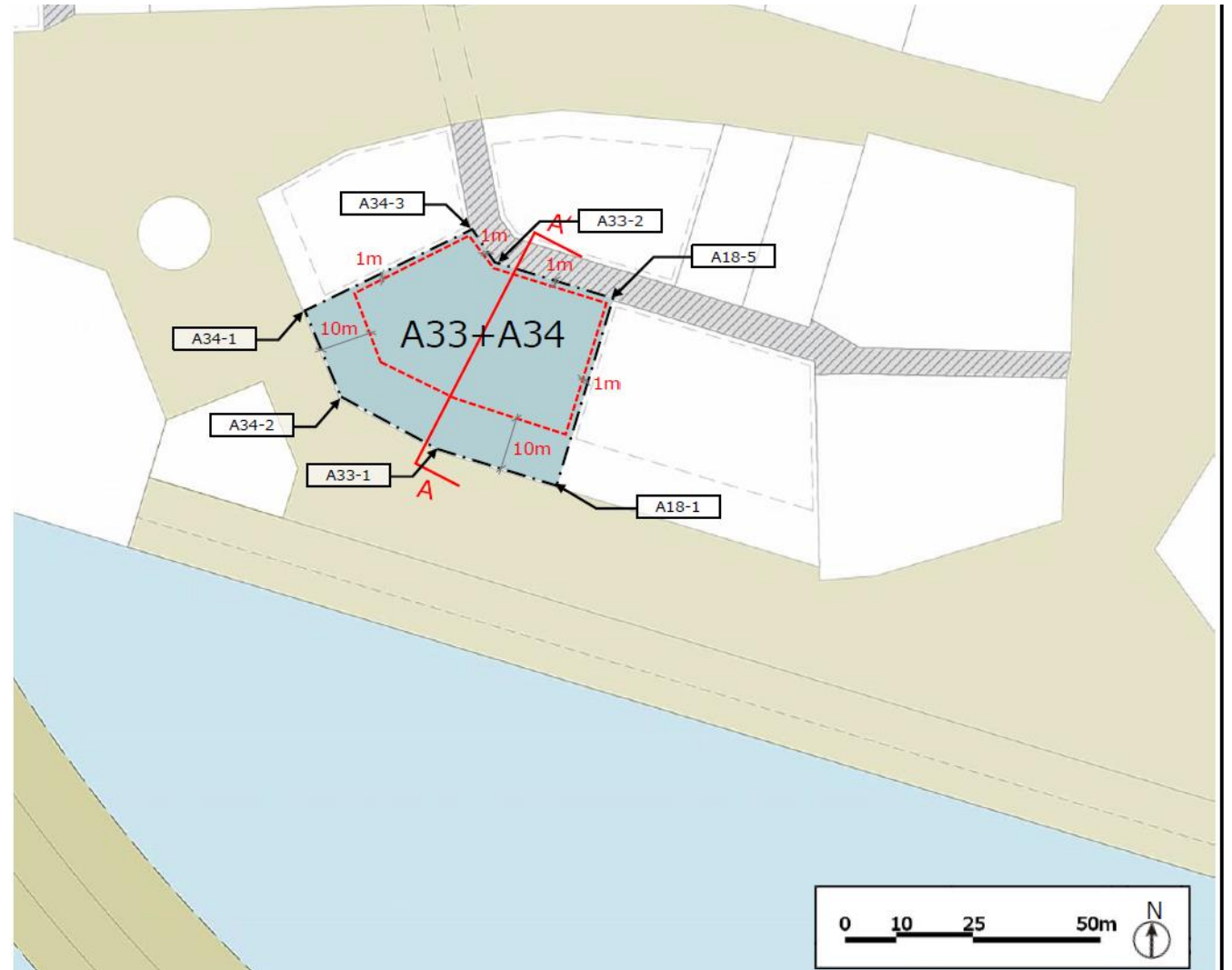


3. Summary of key requirements



Key requirements from the organising committee and outline of the operational perspective

General Information	
Intended Use of Pavilion	Pavilions for participating countries
Type of Pavilion	Type A (self-built) pavilion
Plot Number	A33+A34
Plot Area	1,761.83m ²
Building Coverage	61.80%
Maximum Area for Building	1,088m ²
Maximum Building Height	12m (17m for 50% or less of the building area)
Number of Floors	No restriction





Key requirements from the organising committee and outline of the operational perspective

- Must leave a 10m “no build zone” at the front of the pavilion and 1m setback at the sides and rear.
- Building on reclaimed land. UK and organisers wish to avoid the use of pile foundations.
- All construction activities should take place within the boundaries of the plot (some exceptions apply).
- The pavilion will need to be a multi-functional pavilion, and, depending on the visitor experience we want to deliver, could include: a restaurant and kitchen, a bar, an event space, a VIP hospitality space, offices, meeting rooms, and designated sponsor space. The pavilion will at the least need (in addition to the main exhibition/experience): back of house offices and plant rooms required for the functioning of building.
- At the end of Expo, the building must be completely removed and the land returned to its pre-Expo state. Pavilions should be designed & built with this in mind.
- Pavilions must achieve environmental efficiency of Rank A or above using CASBEE assessment for temporary construction.

More information on Expo requirements can be found in the below documents:

[Design Guidelines](#)

[Construction & Demolition Guidelines](#)

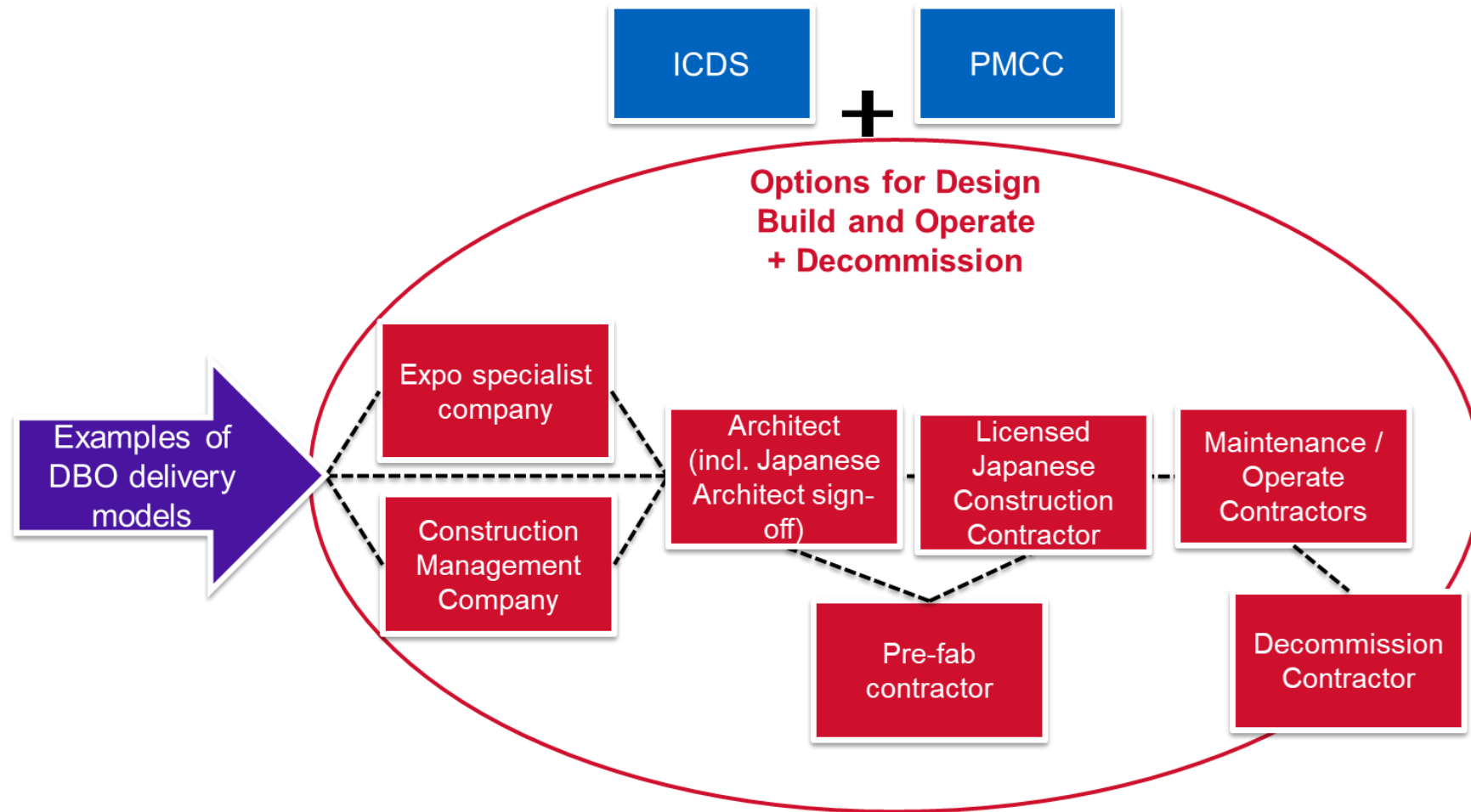


3. Reviewing options and testing current thinking for Design Build and Operate (DBO) & Decommissioning



We are engaging with the market to test available options

- We recognise that there are **various delivery model options** available to us
- We seek to understand what is the **optimal way** in which market could organise themselves to deliver the UKP on time for Expo 2025 given our aspirations and the challenges we might face
- We seek **feedback** from the market based on their transferable **experience and expertise** within the region to inform our strategy for procurement of DBO services





3. Timescales



Outline of critical Timelines

Our high level timelines:

- DBO market engagement - February & March 2023
- DBO options assessment - March / April 2023
- DBO Development of the procurement specification - April / May 2023
- ICDS Concept, Content & Proposed Experience - End of June 2023 (subject to change)
- Procurement timelines - we anticipate commencing procurement for DBO services in - July 2023 (subject to change)
- Anticipated contract award - October 2023 (subject to change)

Key dates as communicated by Expo organising committee:

- All Pavilions shell and core construction complete - 13th July 2024
- Fit Out completed - 13th Jan 2025
- Expo opening date - 13th April 2025



What we're seeking from the industry?

TIMELINES FOR CONSTRUCTION & SUPPLIER CAPACITY

- We are trying to confirm our assumptions for the potential construction timelines for different delivery models.
- We are also trying to understand supplier capacity and appetite to undertake the work.

UNDERSTAND SECURITY OF SUPPLY

- We are seeking further understanding on how suppliers are looking to ensure availability of materials and guarantee delivery.
- What networks within your supply chain can be utilised?

UNDERSTANDING THE MAIN COST DRIVERS

- How are inflationary pressures and maintenance costs affecting delivery in Japan?
- What are the likely additional effects created by Expo that may affect costs we should consider? Are there any opportunities created by Expo in respect of cost (e.g., economies of scale)?



What we're seeking from the industry?

HOW WOULD YOU INTEND TO WORK – WITH WHO AND HOW?

- Would you look to deliver as a consortium of international suppliers, on your own, or any other supply chain model?
- Contracting – what are the preferred cost mechanisms, preferred contracting methods? Is incentivisation expected and how do you apportion risk and liabilities where multiple parties are delivering the pavilion?

SUSTAINABILITY WITHIN THE CURRENT TIMESCALES

- We want to test different solutions for achieving sustainable outcomes
- Approaches to decommissioning – how can we ensure sustainability is built into the solution?



Next steps



Next steps: Market Engagement process summary

Supplier Questionnaire

17th Feb -
3rd Mar

- We would like to invite you to take a part in our Supplier Questionnaire where you can share your constructive feedback on how your company could support us in delivering UKP on time for Expo in Osaka, 2025.

Supplier 121s in UK (virtual)

20th -
23rd Feb

- You can still register your interest for virtual 121s that will take place next week.
- Please note that we have a limited availability for these meetings so they will be organised at the Osaka Project Team's sole discretion

Supplier 121s in Osaka

27th Feb -
3rd Mar

- You can still register your interest for in person 121s meetings organised in Osaka.
- Please note that we have a limited availability for these meetings so they will be organised at the Osaka Project Team's sole discretion

Market Engagement - Supplier
Questionnaire



We plan to conclude the Market Engagement process by mid March. There will be space in the questionnaire for you let us know of any questions you may have.



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Thank you for your time

