

# GAUTAM BUDDHA INTERNATIONAL MATERNITY HOSPITAL PROJECT

## SALIENT FEATURES

SN	FEATURES	CHARACTERISTICS
<b>GENERAL</b>		
1	Name of the Project	Gautam Buddha International Maternity Hospital Project
2	Sector	Health
3	Type	Medical Tourism

### PROJECT LOCATION

1	Province	Province 5
2	Project Location	Tarkulaha, Lumbini Sanskritik Municipality, Rupandehi <a href="#">(Location Map)</a> Area: 10 acres

### PROJECT COMPONENT/TECHNOLOGY

1	Medical speciality centre	<p>A 200-bed state of the art health care facility that offers affordable, holistic and patient-centric healthcare promoting medical tourism specifically through maternity and related services by capturing the essence of giving birth at the pious birth place of Gautam Buddha.</p> <p>Various Speciality Centres would include: Obstetrics and Gynaecology, Paediatric, IVF (Invitro Fertilisation), Cardiology, Neurology, Pulmonology, Orthopaedics, Urology, Pathology, Renal Sciences, Physiotherapy, Nutrition and dietetics, and Emergency and trauma centre.</p>
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SN	FEATURES	CHARACTERISTICS
2	Antenatal and neonatal care service unit	Speciality Centre that focuses on a broad spectrum of specialized antenatal and neonatal care services such as: Pre-conception counselling, Pre-natal classes, High risk pregnancy care, NICU/PICU care, Maternity health program, Nutrition Programs, and Contraceptive counselling.
3	Mayadevi wellness and meditation centre	Wellness Centre offering an integrated selection of holistic wellness and spiritually enriching pre-natal and post-natal development program for the mother and child. This would include: Prenatal Yoga, Meditation program (specialized for pre and post pregnancy), Pre and post fitness program, Customized fitness training, Nutrition program, Holistic body therapy, and Physiotherapy.
4	Supporting medical infrastructure and services	Supporting services would include state-of-the-art laboratory, diagnostic services that would provide comprehensive diagnostic support, finest technology and equipment, and blood bank service. It would also offer emergency medical services (such as ambulance, air ambulance and paramedic services) for the urgent medical responses.
5	Guest house/apartment	Provision of guest houses and apartments for the family/ relatives of the mother who intend to stay for a longer period of time to accompany the mother during the delivery process.

## MARKET ASSESSMENT

1	Demand	Nearly 55% of Nepal's healthcare expenditures are direct outlays by households, as compared to the global average of only 18%. One of the reasons for the high rate of "out of the pocket" expenditures can be attributed to rising disposable incomes (due to remittances) and the consuming population's increased awareness about health and well-being. In addition, with increased disposable income, there has also been a rise of Nepali going abroad for the purpose of receiving health services. Globally, long patient waiting list, increasing healthcare cost, limitation on available treatment, complimented with comfort of travel has meant that health care consumers' demand for high quality health services at affordable price has increased.
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2	Supply	With only 0.36 doctors, 1.17 nurses and 0.9 hospitals bed per 1,000 people, the demand supply gap can only be reduced with the addition of more health care facilities. There are significant opportunities for international healthcare providers to meet Nepal's domestic demand. Other possibility lies in the way of joint ventures between national and international hospitals offering advanced technologies and health care facilities.
3	Opportunity	<p>The global medical tourism market was valued at approximately USD 15.5 billion in 2017 and is expected to generate revenue of around USD 28.0 billion by the end of 2024, growing at a CAGR (compound annual growth rate) of around 8.8% between 2018 and 2024.</p> <p>Nepal has an immense potential to be developed as a global hub for specialised medical tourism services, with areas such as ophthalmology already receiving tremendous success. In this regard and with consideration that the Gautam Buddha Regional International Airport in Bhairahawa is being completed soon, Lumbini could be developed as a hub for medical tourism. In particular, the emotional and spiritual sentiment of giving birth at the pious birth place of Gautam Buddha would attract tourists to Lumbini for medical tourism, especially for maternity and allied services. Of particular interest could be services focused on holistic medical, spiritual and mental development during pre and post natal phase for mother and child.</p>

#### DEVELOPMENT MODALITY

1	Development modality	Public Private Partnership
2	Role of the Government of Nepal	<ul style="list-style-type: none"> <li>■ Provision of government land, land acquisition, facilitation and project security</li> <li>■ Facilitating legal approvals/permits</li> <li>■ Review &amp; monitoring</li> </ul>

SN	FEATURES	CHARACTERISTICS
3	Role of the Private Sector	<ul style="list-style-type: none"> <li>■ Plan, design, build, finance and operate the facilities during the Concession Period</li> <li>■ Collection of revenues from the project during the Concession Period</li> <li>■ Handover to the Government after the Concession Period</li> </ul>
4	Development Period	<ul style="list-style-type: none"> <li>a. Pre- Construction Period: 1 year</li> <li>b. Financial Closure: 1 year</li> <li>c. Construction Period: 3 years</li> <li>d. Concession Period: 30 years</li> </ul>

#### INDICATIVE FINANCIALS

1	Total Project Cost (including Interest During Construction)	~ USD 39 million
2	Interest Rate (including hedging cost)	12.00%
3	Project IRR	14.67%
4	Equity IRR	16.29%

# APPLICATION PROCEDURE

## PRE-QUALIFYING CRITERIA FOR THIS PROJECT

- 1) At least five years' experience of developing and managing projects related to health services and infrastructure in Public Private Partnership (PPP) models.
- 2) Net worth equivalent to at least USD 10 million at the time of making the application/proposal.

## APPLICATION PROCEDURE

1. The developer/ investor who meet the above pre-qualifying criteria can make the application for this project.
2. Application may be made by a single entity or a group of entities (Consortium or JV) comprising up to three different companies/ parties, including a Lead member, coming together to implement the project.
3. A consortium/JV may fulfil the pre-qualifying criteria in a joint/cumulative manner, except for the number of years of work experience.
4. A fee of NRs 10,000 shall be payable for each application made (with application to one project counting as a single application).
5. The fee must be paid to OIBN (to the OIBN office or a dedicated desk at the Nepal Investment Summit), or by electronic transfer to the following bank account of OIBN:

**Office Code: 301003502**

**Office Name: Office of the Investment Board**

**Revenue Heading: 14229**

**Bank Name: Everest Bank Ltd.**

**Swift Code: EVBLNPKA**

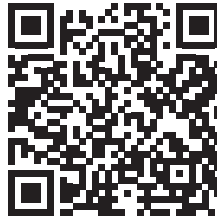
Please use '**Company name\_Project name**' as the reference code for the payment made in the case of an online payment.

6. After payment of the fee is made, the OIBN shall assign an engagement manager and may provide additional documents or information relevant to the project (if available).
7. Applicants should submit the detailed proposal with all required documents by 20th April 2019. Applications shall be submitted in physical copies to the OIBN or emailed to [projects@ibn.gov.np](mailto:projects@ibn.gov.np).
8. The Government of Nepal (OIBN or relevant government agency at the relevant level of government) shall review the proposal and ask additional information if required.
9. The Government of Nepal shall decide on your application by 31st May 2019.

## DETAILED PROPOSAL CHECKLIST

1. Detailed profile of the developers/ investors, including profile of senior management team, annual report and audited financial statements for at least past three years (2015, 2016 & 2017), and consortium agreement or JV agreement or Memorandum of Understanding in the case of consortiums or JV.
2. Project concept, plan, and information on financial, economic, technical and environmental feasibility.
3. Method of project implementation, project development modality and work schedule
4. Business plan with basic financial statements
5. Financial arrangement and source of investment
6. Socio-economic contribution to Nepal
7. Expected support from GoN
8. Other relevant information, if any

**APPLY NOW**



## CONTACT DETAILS



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