

GAUTAM BUDDHA INTERNATIONAL MATERNITY HOSPITAL PROJECT

SALIENT FEATURES

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

PROJECT LOCATION

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| 1 | Province | Province 5 |
| 2 | Project Location | Tarkulaha, Lumbini Sanskritik Municipality, Rupandehi (Location Map) Area: 10 acres |

PROJECT COMPONENT/TECHNOLOGY

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| 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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| 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

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| 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

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

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

INDICATIVE FINANCIALS

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| 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% |