

Directors:

Dr. Dilip Kiyawat (M Ch)

Consultant Neuro Surgeon

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Dr. Sanjay Gosavi (M D)

Consultant Radiologist

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DILSAN
Company Limited

TANZANIA INVESTMENT CENTRE PROGRESS REPORT

1. Planned activities for the period:

Describe the planned Activities and achievement made on the project implementation and capital expenditure to date (from the date project approved to the date of writing the project)

Describe the status of activities that have already been undertaken (Eg. construction of buildings, acquisition of supplies, installation of equipment etc.)

INTRODUCTION:

Dilsan Company Limited is a Healthcare Service Company with centres in India. Having seen the demand through patients coming from Tanzania to India for Medical care we decided to open a centre in Morogoro in order to cut down on movement of patients from Morogoro to Dar-Es-Salaam to access such services.

In 2014 Directors from the company Visited Tanzania, and incorporated the company (Dilsan Company Limited) with the Help of TIC (Tanzania Investment centre).

Further we formed a Joint Venture through a local partner Dr.Harun Elmada Nyagori from Morogoro of (Afya Medicare Specialized Clinic) so that with the presence of a local partner we can process fast and can provide the facility to local people through better ways.

According to Joint Venture, the local partner has to provide the well-constructed place for the installation of machines and we have to install the machines and provide expert staff, who can run these Machines (lifesaving).

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2. Achievements Made on the Project implementation to date:

(i.e from the date project was approved to the date of writing the report)

Describe status of activities that have already been undertaken e.g construction of buildings, acquisition of supplies, and installation of equipment, etc.

On 28th May 2014, Dilsan Co Ltd was incorporated in Tanzania and a Joint venture Agreement was made through a local Partner, According to Joint Venture, local partner has to provide the well-constructed place for the installation of Machine and Dilsan co Limited, has to install the machines and provide expert staffs from India, which can run these Machines (lifesaving).

On 6th July 2015 Company brought the Machines (Lifesaving) from India to Tanzania through Shipment and transported the Machines from Dar Es Salaam Port to Morogoro, after paying off all import duty and other payments, to the place where the Machine had to be installed.

After bringing the Machine to Morogoro, Engineers were finding that the Place which was required for the installation of the machine was not well constructed by a local partner, so the place which was already prepared, was to demolish and construct again. Like Room size was not proper, there was no three faze Electricity Supply at the place which was required for machineries to run. No shaded place for patients waiting, no Electrification of the place etc. The building which was constructed was not suitable as per TAEC (Tanzania Atomic Energy Corporation) guidelines.

In August 2015 after demolishing few portion of the old installation site which was not suitable for installation of machine, construction work started again, the construction site should have (Gantry Room for CT Scan, console Room for CT Scan, Gantry and console Room for X-ray, room for Mammography, Store room, place for Reception and Shaded Patient Waiting Area) but the

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place was so small that it was not possible to adjust everything, though construction work started at the site.

The construction work and installation of machines took almost seven month; the reason for delay was not availability of all the required instruments for installation and continuous denial of providing payment by local partner for construction of the site. All the construction work should go according to the joint venture agreement, but the local partner denied following the agreement. Finally we contributed payment from our side for construction and then the process of installation of all machineries completed in January 2016.

After completion of the installation, the company has to apply for the work Permit documents for the Expats who can work on those machines, to get the work permit from the labour department and immigration department it took almost eight months. From 1st November 2016 work has started.

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3. Provide updated information on the following aspects :

S/No.	Information	Description	Current Project Status
1	Share Holder's Information	Current Share Holders Names, Nationality, and Percentage Of Ownership	Name: Dilip Kiyawat, Nationality : Indian, Share percentage : 45%
			Name: Sanjay Gosavi , Nationality : Indian, Share percentage: 45%
			Name: Dharmendra Ozha, Nationality : Indian, Share percentage : 10%
2	Company Communication Information	Email Address	dilsanimagingtz@gmail.com
		Mobile Number	739029029
		Land Line Telephone Number	232613103
		Physical Address(Plot No., Block No, Street, District and Region)	Plot NO: 62/2, Block: Zone II, Street: Boma Road(Old Dar Es Salaam Road), District : Morogoro, Region : Morogoro Mjini
3	Contact Person	Name	Dharmendra Ozha
		Position	Director
		Communication Details (Email, Mobile and Telephone)	Email: Dharam.ozha@gmail.com , Mobile: 0683866651
4	Incorporation	Certificate of Incorporation No	108578
5	Tin Information	Tin Certificate Number	125-184-901
6	Project Objective	Project Core Objective	To Establish Medical Diagnostic Facility
7	Capacity	Project Capacity	Total Project investment : USD 0.55 m
8	Direct Employment	Foreign Men	1
		Foreign-Women	0
		Local-Men	5
		Local-Women	2
9	Indirect Employment	Estimated Total No	More than 40 to 50
		Type/Areas of Indirect Employment	Doctors, nurses, pharmacy, Engineers etc.

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4. PROJECT FINANCIAL EXPENDITURE TO DATE (USD):-

	FOREIGN (USD)	LOCAL (USD)	TOTAL (USD)
Land and Building	Nil	Rented by local partner	Nil
Plants and Machinery	\$ 98,572.00	-	\$ 98,572.00
Vehicles/Aircrafts	NIL	-	NIL
Furniture	\$ 953.00	-	\$ 953.00
Office Equipment	\$ 3,334.00	-	\$ 3,334.00
Insurance Cover	NA	-	NA
Pre-Operational Expenses	\$9,524.00	-	\$9,524.00
Working Subtotal Capital	\$90,477.00	-	\$90,477.00
Grand Total	\$ 202,860.00	-	\$ 202,860.00

5. Project Financing:-

loans etc.:

Explain how the project has been Financed, Equity, loans, Source of

The project is totally financed through Equity.

	Amount (USD)	Source Country
Local Equity	NIL	Tanzania
Local Loans	NIL	Tanzania
Foreign Equity	\$ 202,860.00	INDIA
Foreign Loans	NIL	INDIA
TOTAL INVESTMENT	\$ 202,860.00	

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6. Problem and Solutions: - Explain the problems Management has Encountering in executing the project and steps being taken to solve them.

Problems we faced:

1. Firstly, As per the local partners commitment in giving the location which we Agreed on the basis of the assurance by local partner Dr.Harun Nyagori, under his Clinic {Afya Medicare specialised clinic} considering it is an ideal for the diagnostic centre was set. Despite installing four facilities in that centre, we did not get the flow of work as projected / Promised. We have been incurring expenses from India for the salaries, consumables, work permit, residence visa and, other permissions and maintenance. This has reached a total of more than \$ 203,000.00 (USD).
2. Income Generated were collected by the local partner was not transferred to the Dilsan company limited account after a certain period leading to further financial crisis.
3. The hospital (our local partner), to which we were tied up in the Joint Venture, was barred from the National Insurance Health Scheme (NHIF) due to alleged financial irregularities, which affected the inflow of patients drastically and making the situation worse. Our main technician (cum engineer) left us due to non-payment of salaries.
4. Some snags which developed in the machine could not be rectified due to withholding of money by the local partner. As a result, our machines have not been working for quite some time.
5. Meanwhile, our plan of installing an MRI machine was thwarted, due to the poor experience we had from our local partner and also lack of space in that centre. We sent the MRI machine to Mozambique, which otherwise could have come to Tanzania.
6. We wanted to terminate the JV after the lock-in period was over but our partner Dr Nyagori did not respond to our Legal notices. He then started demanding for the rent of the place as a condition to terminate the JV. This demand was unjustified as this not the condition in the joint venture. He demanded TSH 30,000,000 (thirty million) to release the machines to shift to a new place.

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7. Further the place which was provided by our local partner was small in size for the facilities, we told him many times but he didn't listen nor allowed us to move the machine, now the current situation, on 4th February TAEC (Tanzania Atomic Energy Corporation) has done their yearly inspection and they said as per new rule the space is not sufficient to run this facility at this place, either you have expand the place or install the Machine at any other place. We shared the current situation with a local partner, but he ignored. So to keep the business running we expanded the place from our own expenses to at list run one machine (X-Ray Machine), we couldn't expand for the other machines as the place is small as per TAEC.

Solution:

We request TIC (Tanzania Investment Centre) to pass an order through the Ministry of Health for the release of our machines so that these could be shifted and installed in Dar Es Salaam.

7. **Future Plans:** Explain the future plans for next coming six months in terms of planned activities and financial commitments and implementation schedule of these activities.

Our future plan includes shifting the machines to Dar Es Salaam, where we would also like to install one MRI unit and hopefully manage the centre better, Once the Court order is received at the earliest.

8. Recommendations Comments:

None

For and Behalf of Directors, Dilsan Co Ltd. Tanzania
Date: 07 Oct. 2020

Dr. Dilip Kiyawat

Director
Cont.: +91 9822046043



Dr. Sanjay Narayngiri Gosavi

Director
Cont.: +91 9890044141

Patient Area

AREA

onjwa

ZANGAZO
MAKUSIKA KILA
UMPOKUTI
KINIKI UPE MA
ADINI ZANGAZO 2017

DUSAN
DUSAN IMAGING CENTRE

Huduma Zinzotelewa

- Whole Body CT Scan
- Digital X-Ray
- Bone Densitometry
- Mammography

Mawasiliano:
+255 683 666 651 / +255 686 653 387

(Huduma Masaa 24 - Kila Siku)

**TRIAGE AREA FOR ALL
NHIF PATIENTS**
(Majukazi ya Magajiwa)

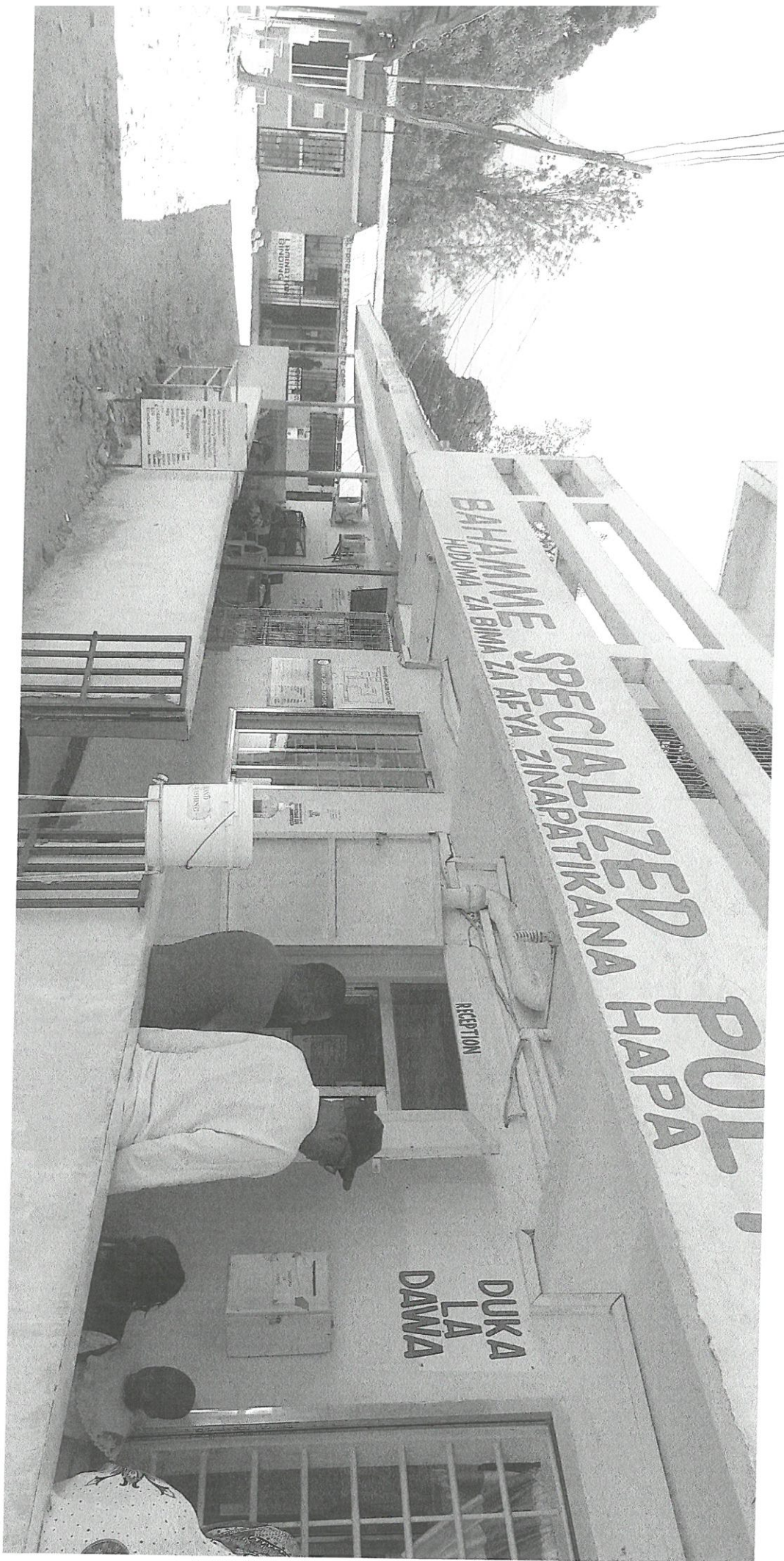
X-RAY/CT SCAN/MAMMOGRAPHY
BONE DENSITOMETRY
SERVICES

X-RAY

09
08
07
06
05
04
03
02
01
00



Hospital outbuilding

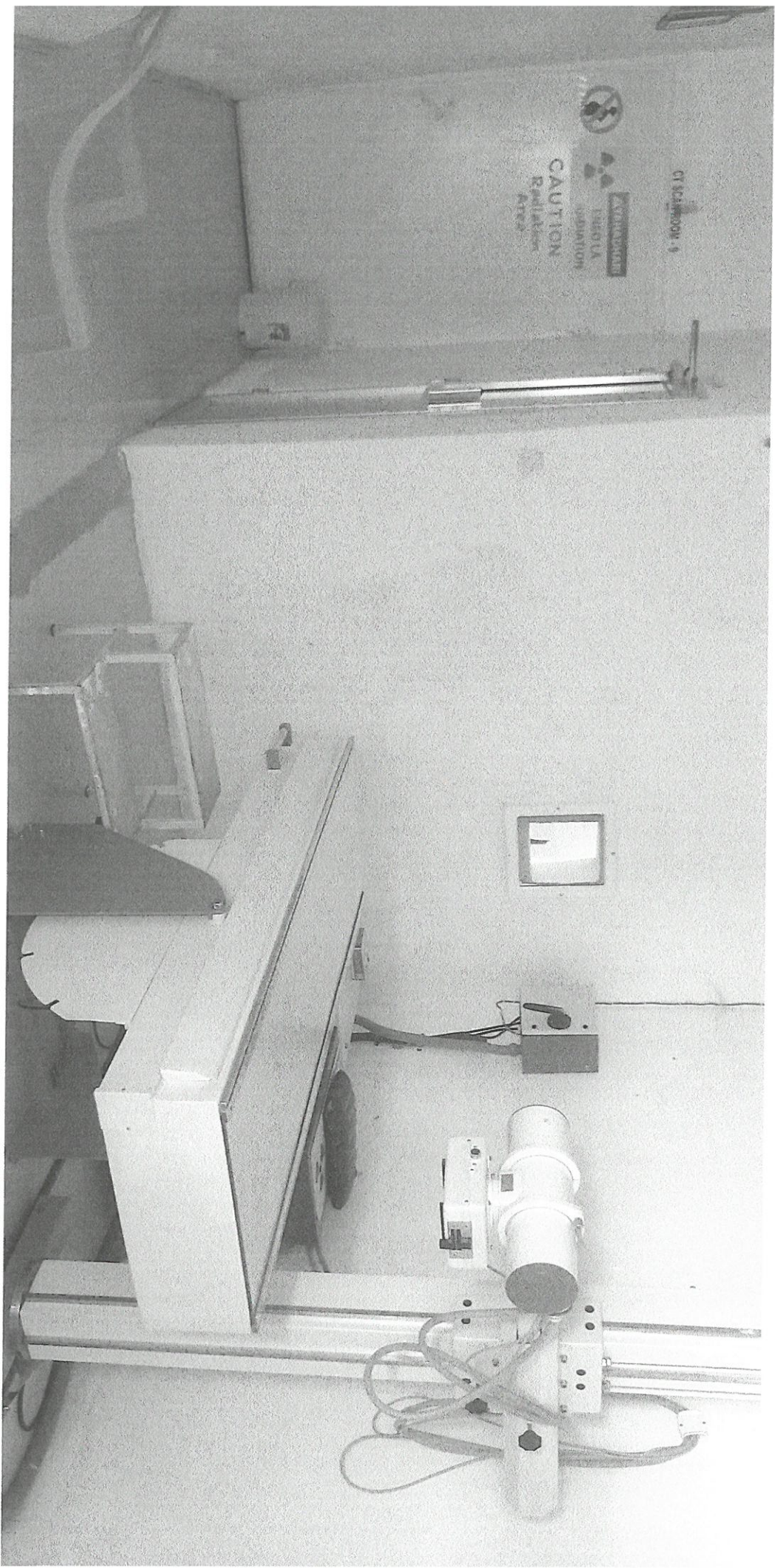


BATTERY BACKUP

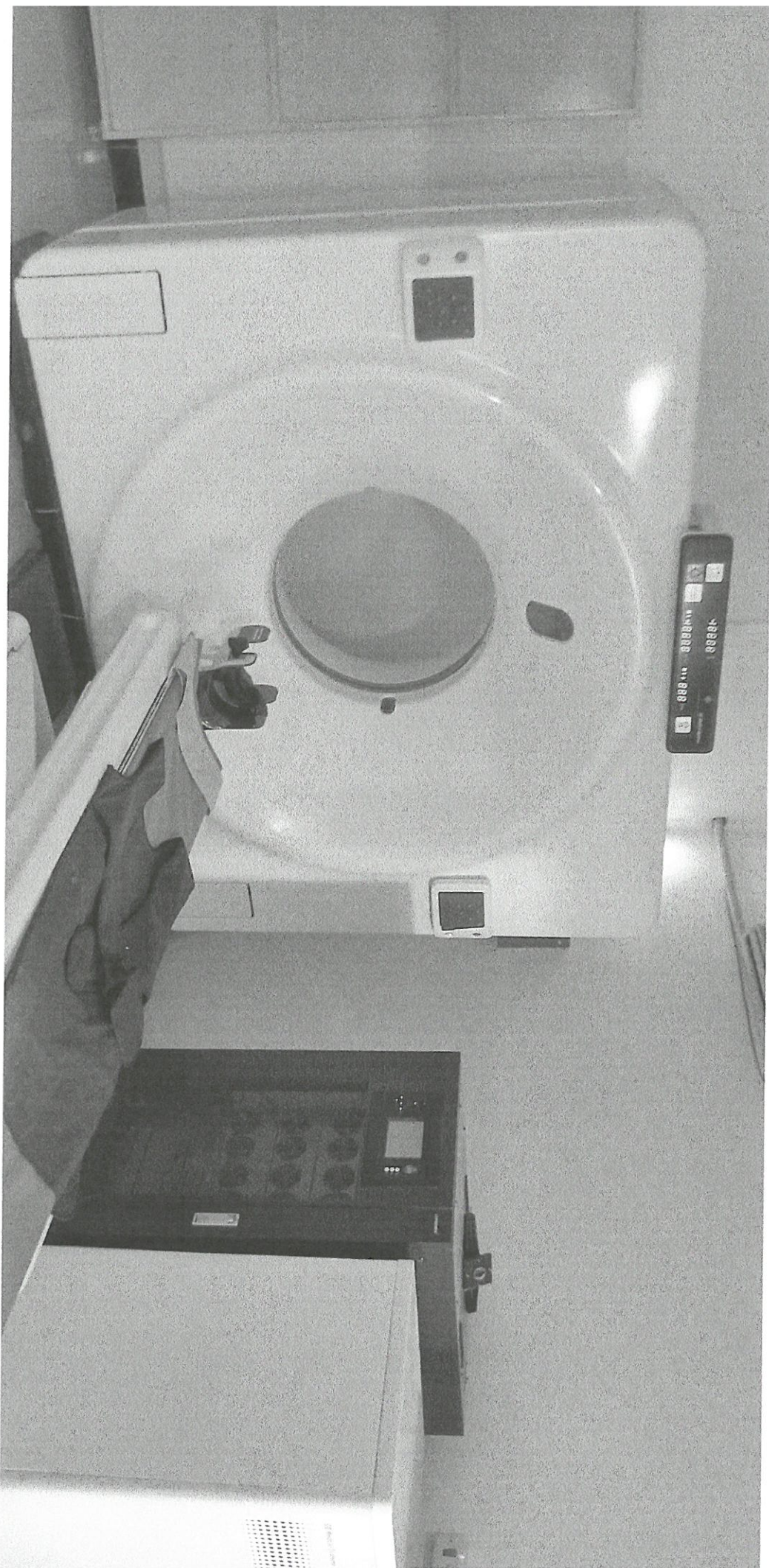


Kiloh Construction Area



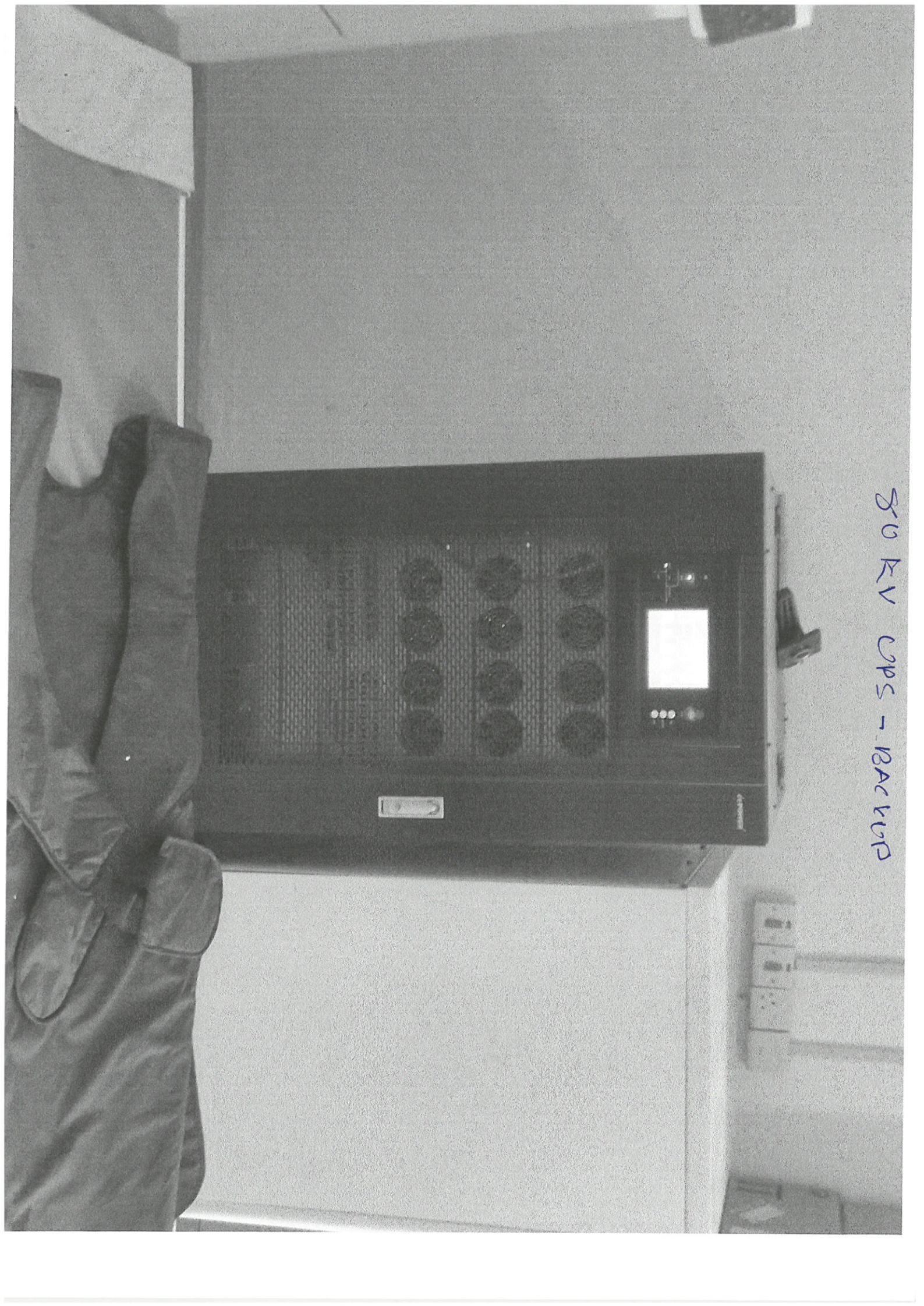


X-RAY ROOM. —

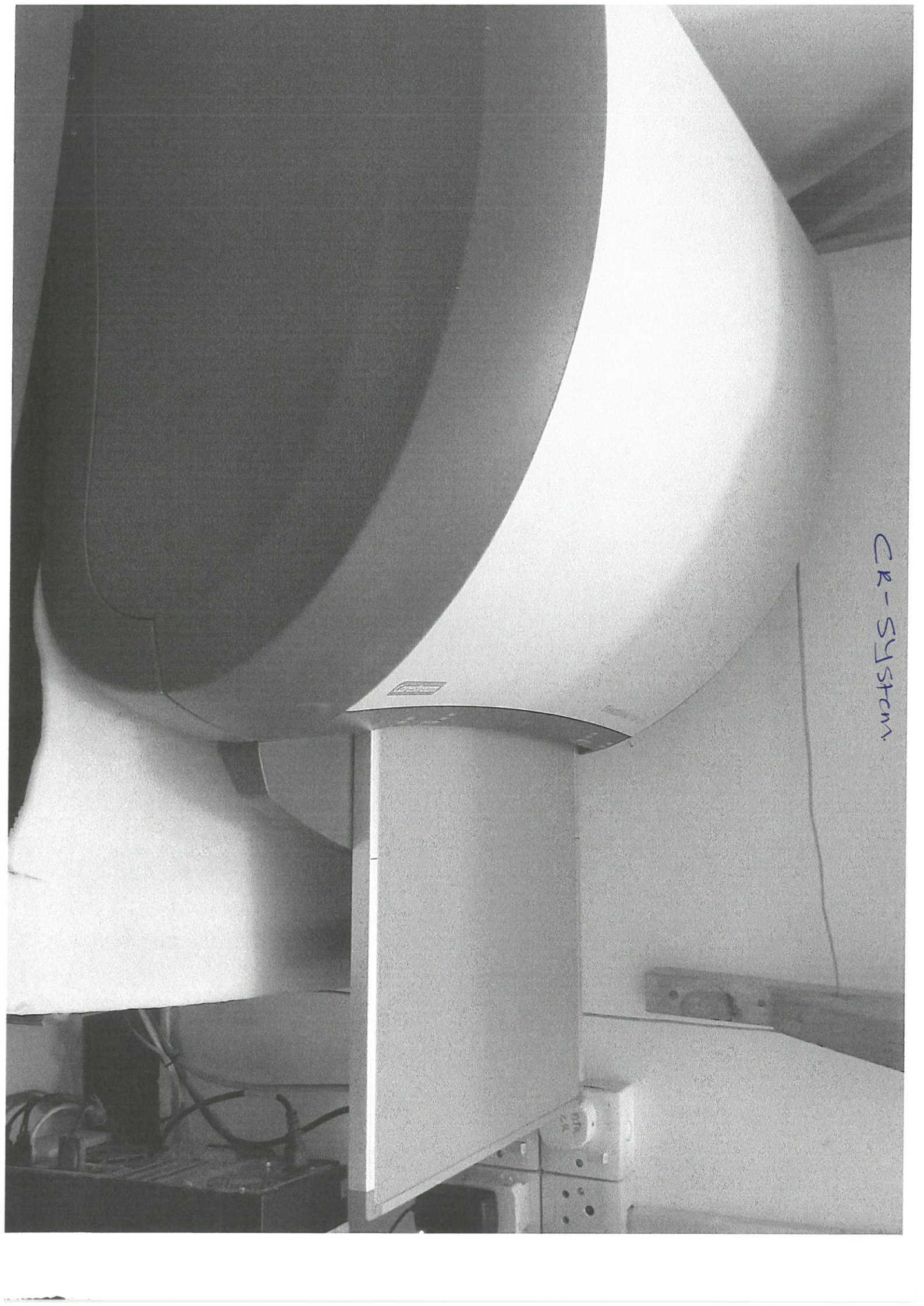


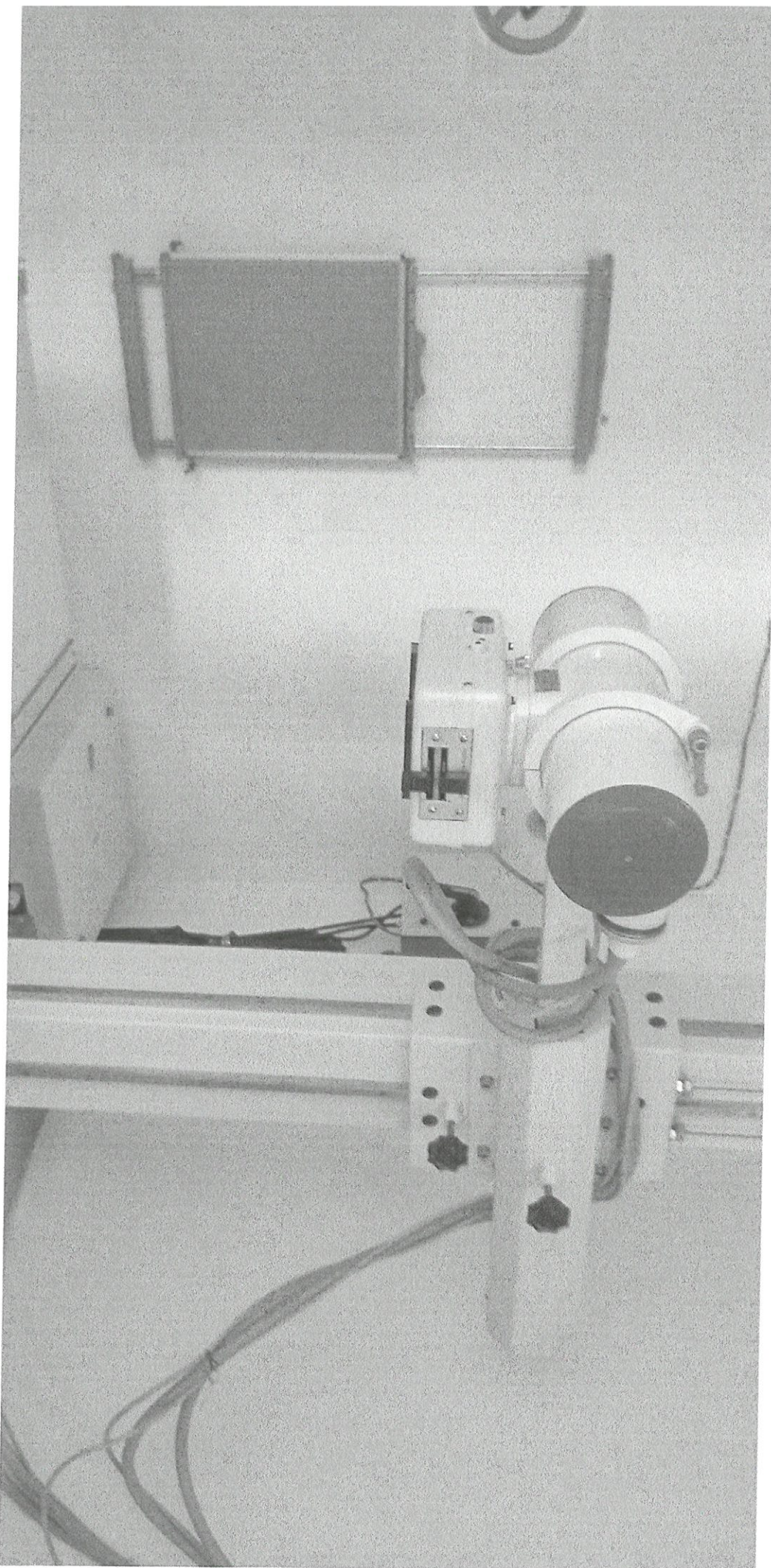
GE CT-SCAN

800KV CPS - BACUP

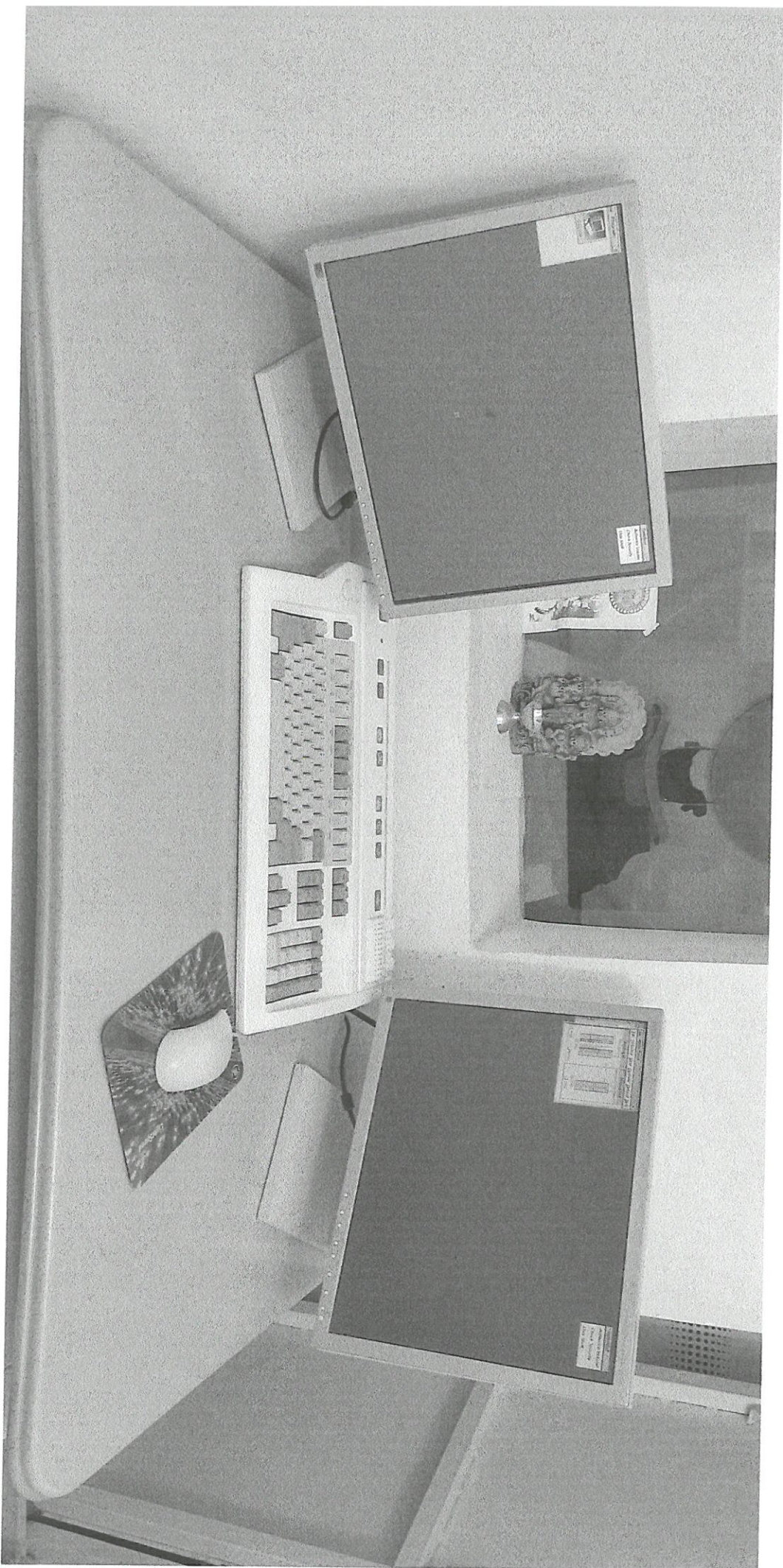


CR-SYSTEM





GE X-RAY MACHINE.

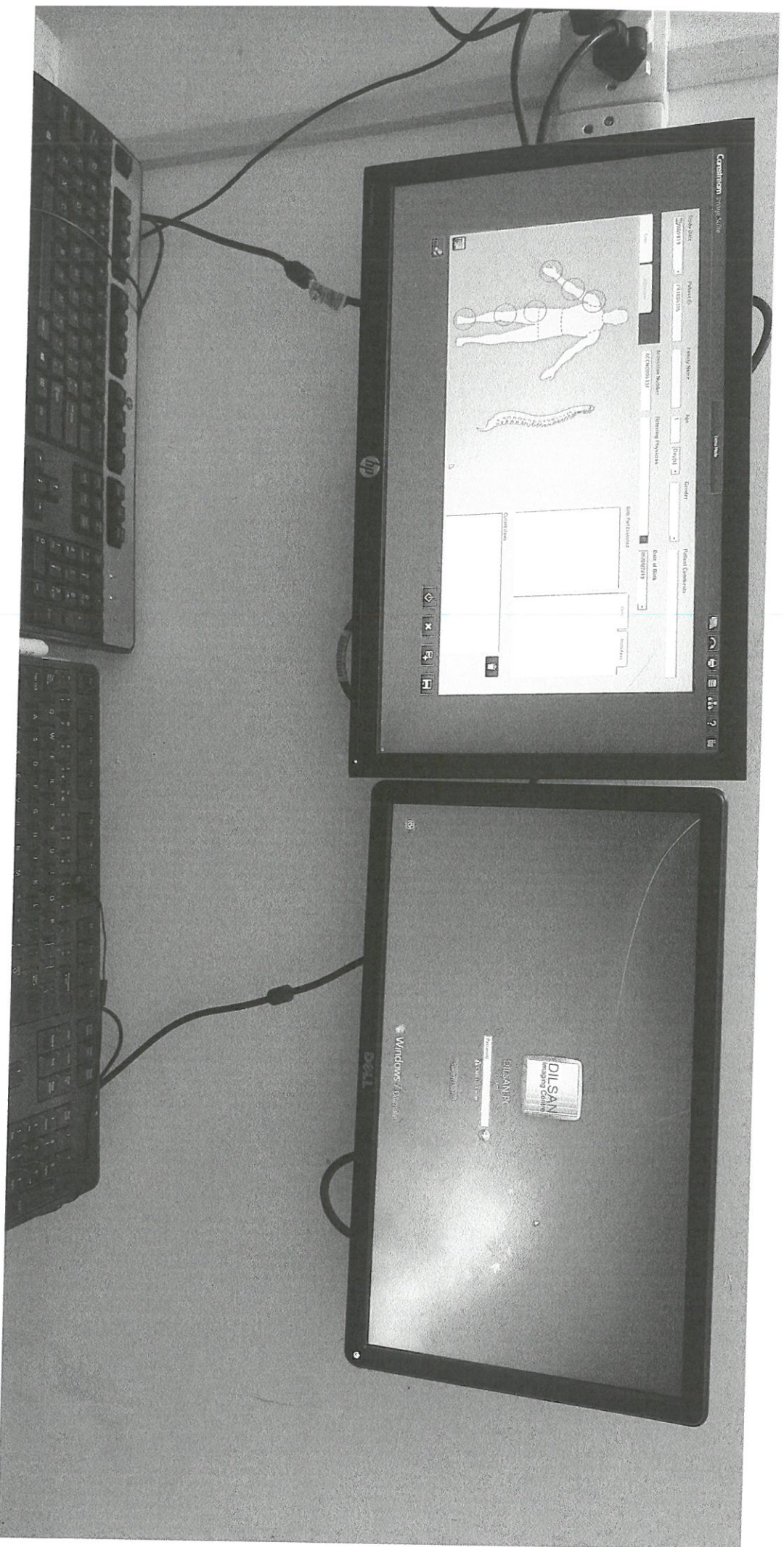


CT - console

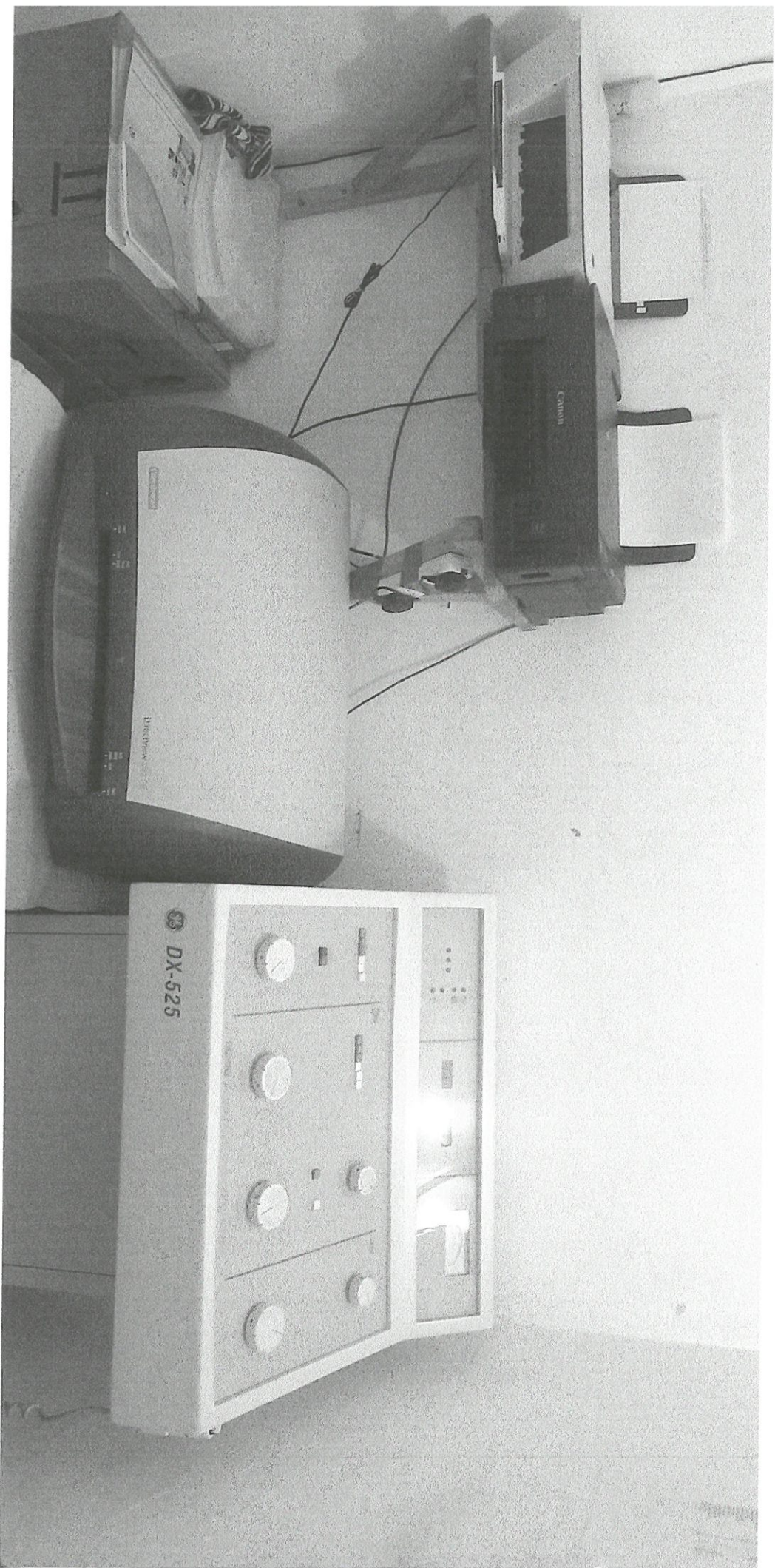


CT- CONSOLE

Monitors for Delina's Register and Software



X-R95 Console



SIMENS - Mammography with
console

