

ES HEALTH (AFRICA) PVT LIMITED

BUSINESS PLAN FOR

INVESTMENT OF \$5 MILLION AT TANZANITE HOSPITAL

1.0 INTRODUCTION

ES HEALTH(AFRICA) PVT LIMITED is a registered legal entity with its shareholders being ESH GLOBAL MEDICAL FACILITATIN SERVICES that owns 97% and UHURU HOSPITAL LIMITED owns 3%.

2.0 LEGAL STATUS

ES HEALTH (AFRICA) PVT LIMITED bears the certificate of Incorporation No.173241542 issued on 20th March 2024 by BRELA; will be dealing with the production of improved maize seed, packaging, and distribution The majority shareholders of **ES HEALTH (AFRICA) PVT LIMITED** are all international business practitioners with diverse professional and business backgrounds. The company is owned by 2 partners, namely: -

Name and Address of Shareholders	% of shares taken	Nationality
ESH GLOBAL MEDICAL TREATMENT FACILITATION SERVICES LLC United Arab Emirates, DUBAI, PORT SAED, BUSINESS VILLAGE	485000	Indian
UHURU HOSPITAL LIMITED P.O BOX 5282 MWANZA	15000	Tanzanian

2.1 PROJECT VALUE

The project values are projected to be as itemized below in USD:

Particular	Amount
Land and Buildings	600,000
Machinery & Equipment	600,000
Motor Vehicles	75,000
Furniture & Fixtures	100,000
Pre exp	200,000
Others	425,000
Working Capital	300,000
TOTAL	5,000,000

2.2 LOCATION.

ES HEALTH (AFRICA) PVT LIMITED will be located at ISENI, Nyegezi area in Mwanza Region, situated at plot no 50, Industrial Block.

2.3 THE COMPANY MISSION AND VISION STATEMENT

Our vision is to become the leading providers of health care services across the region and neighboring countries. We aim to reduce medical tourism so that stakeholders may have easy access of medical services and at reduced cost.

2.4 BANKERS

The company is currently maintaining bank accounts with the following banks

- HABIB AFRICAN BANK

2.5 AUDITED REPORTS

ES HEALTH (AFRICA) PVT LIMITED has recruited a local auditor UHURU AUDITORS, to carry out all its audit and financial activities.

3.0 THE BUSINESS PROPOSAL OBJECTIVE

ES HEALTH (AFRICA) PVT LIMITED is planning to be registered with the Tanzania Investment Centre where the business plan is required as an attachment to qualify for a Certificate of Incentives.

3.1 ECONOMIC ASPECTS

3.2 CONTRIBUTION TO PROMOTER

It is projected that the investment will generate an accumulated net income of **more than US\$5 in** the fifth year.

3.3 EMPLOYMENT CREATION

The business expects to bring in Expertise from Indian in both medical and non-medical field. We expect to bring more than 10 specialists for the year 2024 and the number is expected to grow with given the demand of health care services and procedures that will arise in the course of investment.

3.4 GOVERNMENT REVENUE

The government will receive additional revenue in the form of VAT and income tax. But also reduce the use of foreign currency since patients will be paying for services using our local currency since patients will no longer need to travel to India to get the medical expertise.

4.0 MARKETING ASPECTS

4.1 TARGET MARKET

The target market for these services will be lake zone, western zone, Kenya, Rwanda, Zambia, Burundi and Congo. Since Mwanza is close to almost all the borders of East African countries, hence it becomes a good opportunity to reach patients in those areas.

4.2 SALES STRATEGY

We aim to establish a market around the region and neighboring countries by establishing agreements with both private and public facilities for collaboration in specialized procedures. Currently there is no facility that offers the expertism that we are about to bring to the region.

5.0 CONCLUSION

The financial and technical analysis shows that the promoter investment is viable and profitable. It is therefore recommended the project to be registered with TIC

PROJECTED LOAN REPAYMENT

Year	principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
1	400,000	160,000.00	560,000.00	2,000,000.00
2	400,000	128,000.00	528,000.00	1,600,000.00
3	400,000	96,000.00	496,000.00	1,200,000.00
4	400,000	64,000.00	464,000.00	800,000.00
5	400,000	32,000.00	432,000.00	400,000.00

PROJECTED INCOME & EXPENDITURE STATEMENT (US\$)

	1	2	3	4	5	6	7	8
Revenue	8,160,000	8,568,000	8,996,400	9,446,220	9,918,531	10,414,458	10,935,180	11,481,939
Total cost	6,120,000	6,426,000	6,747,300	7,084,665	7,438,898	7,810,843	8,201,385	8,611,455
Profit before Depreciation &Interest	2,040,000	2,142,000	2,249,100	2,361,555	2,479,633	2,603,614	2,733,795	2,870,485
Interest	160,000	128,000	96,000	64,000	32,000	33,600	35,280	37,044
Depreciation	108,600	108,600	108,600	108,600	108,600	108,600	108,600	108,600
Gross Profit	1,771,400	1,905,400	2,044,500	2,188,955	2,298,403	2,413,323	2,533,989	2,660,688
Tax (30%)	531,420	571,620	613,350	656,687	689,521	723,997	760,197	798,207
Profit After Tax	1,239,980	1,333,780	1,431,150	1,532,269	1,608,882	1,689,326	1,773,792	1,862,482
Accumulated Profit	1,239,980	2,573,760	4,004,910	5,537,179	5,814,037	6,104,739	6,409,976	6,730,475

Profit margin	0.20	0.21	0.21	0.22	0.22	0.22	0.22	0.22
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PROJECTED CASH FLOW PROJECTIONS

SOURCES:		1	2	3	4	5	6		
Profit before interest and depreciation	-	2,040,000	2,142,000	2,249,100	2,361,555	2,479,633	2603614.388	2733795.107	2870484.862
Equity	3,000,000								
Loan	2,000,000								
Total Sources	5,000,000	2,040,000	2,142,000	2,249,100	2,361,555	2,479,633	2,603,614	2,733,795	2,870,485
Applications:									
Capital expenditure	4,806,000	-	-	-	-	-			
working Capital &Others	194,000								
Cash	-	1,508,580	1,570,380	1,635,750	1,704,868	1,790,112	1,879,617	1,973,598	2,870,485
Tax	-	531,420	571,620	613,350	656,687	689,521	723,997	760,197	798,207
Sub total	5,000,000	2,040,000	2,142,000	2,249,100	2,361,555	2,479,633	2,603,614	2,733,795	2,479,633
Total applications	5,000,000	2,040,000	2,142,000	2,249,100	2,361,555	2,479,633	2,603,614	2,733,795	2,479,633
Accumulated cash		1,508,580	3,078,960	4,714,710	6,419,578	8,209,690	10,089,307	12,062,905	9,072,207

PROJECTED BANCE SHHE US\$

Fixed Assets		1	2	3	4	5	6	7	8
Opening balance	-	4,806,000	4,697,400	4,588,800	4,480,200	4,371,600	4,263,000	4,154,400	4,045,800
Total Long-term Assets	-	4,806,000	4,697,400	4,588,800	4,480,200	4,371,600	4,263,000	4,154,400	4,045,800
Less depreciation	-	108,600	108,600	108,600	108,600	108,600	108,600	108,600	108,600
Closing balance	-	4,697,400	4,588,800	4,480,200	4,371,600	4,263,000	4,154,400	4,045,800	3,937,200
Working capital	194,000	194,000	194,000	194,000	194,000	194,000	194,000	194,000	194,000
Accumulated cash	-	1,508,580	3,078,960	4,714,710	6,419,578	8,209,690	10,089,307	12,062,905	9,072,207
Total assets	194,000	6,399,980	7,861,760	9,388,910	10,985,178	12,666,690	14,437,707	16,302,705	13,203,407
Financed by									680,000
Equity	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
ted profit	-	1,239,980	2,573,760	4,004,910	5,537,179	5,814,037	6,104,739	6,409,976	6,730,475
Total equity	3,000,000	4,239,980	5,573,760	7,004,910	8,537,179	8,814,037	9,104,739	9,409,976	9,730,475
Long term loan	200,000	1,600,000	1,200,000	800,000	400,000	-	0	0	-
Total debts	200,000	1,600,000	1,200,000	800,000	400,000	-	0	0	-
Total equity and debts	3,200,000	5,839,980	6,773,760	7,804,910	8,937,179	8,814,037	9,104,739	9,409,976	9,730,475

PROJECTED LONG TERM LOAN REPAYMENT

Year	principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
1	400,000	160,000.00	560,000.00	2,000,000.00
2	400,000	128,000.00	528,000.00	1,600,000.00
3	400,000	96,000.00	496,000.00	1,200,000.00
4	400,000	64,000.00	464,000.00	800,000.00
5	400,000	32,000.00	432,000.00	400,000.00

PAYBACK PERIOD

Year	Profit After Tax	Depreciation	Total Cash Flow	Accumulated Cash Flow
1	1,239,980	108,600	1,348,580	1,348,580
2	2,573,760	108,600	2,682,360	4,030,940
3	4,004,910	108,600	4,113,510	8,144,450
4	5,537,179	108,600	5,645,779	13,790,229
5	5,814,037	108,600	5,922,637	19,712,866