TANCLOUD COMPANY LIMITED
T/A
MIKOCHENI MODERN MEDICAL CENTRE

BUSINESS PLAN

FOR

ESTABLISHMENT OF DIAGNOSTIC CENTRE

Contents

1. INTRODUCTION

TANCLOUD COMPANY LIMITED duly registered privately owned company incorporated in Tanzania with Certificate of Incorporation No.153468400 dated 15th September, 2021 trading as **MIKOCHENI MODERN MEDICAL CENTRE** which is a business name registered in accordance with the provision of Business Act and Rules made thereunder with Registration No. 501124.

Since 1990, TANCLOUD has been successful with the aim of reaching higher quality investments by applying the system, management and understanding brought by the 21st century. With years of experience and knowledge, TANCLOUD has a team of highly qualified experts who value people. Especially the experience TANCLOUD itself accumulated so far; the company comparatively high know how on health sector.

It is taking firm steps forward in order to provide an exemplary, widespread and integrated service that can reach large masses by integrating the most advanced technology with its expert staff, and to keep patient satisfaction at the highest level.

Our goal is to create a model as an imaging and diagnosis center and to be a reference health institution in this field in Tanzania.

Considering developing investment infrastructure and existing opportunities put Tanzania for us a target market for health investment. In terms of the importance of diagnosing and monitoring in Tanzania we found out that the market is quite virgin to invest on health sector. For that reason, among other investment opportunities, we have given a priority for the health sector investment.

The major issue brings us in front of a health sector investment is the research we have done so far on accessibility of health services around Tanzania. Considering the public and private sector investments, there is a considerably huge gap for patients to receive qualified health services. The existing highly qualified private sector imaging and diagnosing centers are not enough both in numbers and the technology they already have.

With that investment we would like to bring high technology medical equipment products, providing satisfactory physical infrastructure and hiring qualified staff to respond our patients.
We believe in win-win situation for our investment, while encouraging others to come into the sector the accessibility of health services increasing.

TANCLOUD takes its power from bringing together governments policy making power, private sectors finance and know how capacity.

TANCLOUD believes the importance of the private and public sectors coordination. In order create well operating coordination among the parties TANCLOUD has experience to derive models to business models. There are several examples on that case all around Sudan, Turkey and Tanzania.

1.1 PROJECT CONCEPT

Diagnosis, medical procedure that involves determining a person's disease or condition based on the symptoms and signs a person has. The information required for diagnosis is usually collected from the history and physical examination of the person seeking medical care. One or more diagnostic procedures, such as medical tests, may also be used during the procedure.

Diagnosis can improve the effectiveness of treatments and avoid long-term complications for the infected patient. Undiagnosed patients can unknowingly transmit the disease to others. Early diagnosis can help to prevent or stop even an outbreak.

Contrary to the developed world, Africa, especially Tanzania, has a very weak diagnostic infrastructure. This situation can be improved with private sector investments. As a result of the work we have

done with this awareness, we have decided to invest in a diagnostic and imaging center in Tanzania.

The floor area is planned to be is 3.247 Square Meters of 5.100 Square Meters size of land. The structure will have 1 basement, 1 ground floor and 3 upper floors. Building area is 970 Square Meters so there will be more than enough (4.130 m2) landscaping area and car parking spaces for the patients.

The land will be provided by the National Housing Corporation of Tanzania (NHC) in exchange of Revenue Sharing Model. With that strategy government will be a crucial part of that investment while the effective financial source management taking place. The lease contract will be 49 years in exchange of 15 % shares of the revenue.

The total patient imaging and diagnosing capacity of the center is around 260 per day, 7800 per month and 93.600 per year. In this feasibility report it is assumed that just only % 25 percent of the total capacity is used, which refers to the worst-case scenario.

The construction of the center is designed in accordance with the modern health centers basic requirements. Floor area, partitions, room for patients and diagnosing services, technical infrastructure and common spaces stated calculated with high and best use

analysis. Entrances and the circulation of the workflow considered to keep under control of the patient inflow and outflow.

The center will provide imaging and diagnosing services which can be derived through MR, Tomography, Ultrasonography, X-Ray, Digital X-Ray, Mammography and Densitometers. Over than 70 tests will be supplied to the patients which will diagnose over than 200 cases.

High accuracy is the basic of the diagnosing services. For that reason, modern and high technology devices are planned to be located at the center in order to provide high level of accuracy and patient satisfaction.

This study will be used as guiding tool and will be presented to TIC for obtaining certificate of incentives to facilitate smooth implementation of the project.

1.2 LOCATION

The new project will be located at **Plot No. 168, Mikocheni B, Kinondoni district, Dar es Salaam region**.

1.3 THE SPONSORS

TANCLOUD COMPANY LIMITED trading as MIKOCHENI MODERN MEDICAL CENTRE will be sponsoring this project. The Company is currently jointly owned by two shareholders.

Share Holders	% of Share	Nationality
Sumeya Idries Osman Mohamedokod	70	Sudanese
Mustaf Idrees Osman Mohammed	10	Sudanese
Abdallah Idris Osman Mohammed	10	Sudanese
Ahmed Idriss Osman Mohamed	10	Sudanese

1.4 PROJECT MANAGEMENT AND MANPOWER REQUIREMENTS

MIKOCHENI MODERN MEDICAL CENTRE will be under the Management with vast experience in managing medical diagnostic services; the project will be directly managed by The Managing Director will be assisted 62 workers at total.

1 manager, 4 administrative staff, 6 physicians, 6 assistants, 12 nurses, 8 teller staff 10 cleaning staff, 9 security, 4 drivers and 5 others will be employed for the first phase. After having increasing the capacity there will be an increase in the numbers of employed people. There will be 1,16 staff per patients which is fairly equal to the average of the developed world.

In order to manage a facility properly the organizational structure should be set up in accordance to the internationally accepted management rules. For that reason, a highly experienced manager will be hired for the center.

Hosting patients with a highly satisfaction era the physicians supposed to be experienced on imaging and diagnosing the health problems. That's why we will focus on all around the world to hire highly experienced and well-educated doctors.

For the casual labour requirements will be received among the Tanzania labour market. That casual workers will be submitted to a training process before getting hired.
After the training procedure all will be tested if they are capable of working as a part of gear group of a machine.
Especially nurses and assistants are important to decrease work pressure of physicians. We will be moving for that sense with the approach of the less office and administrative responsibilities the higher efficiency for the doctors.
Teller staff is important because of the first connection between the center and the patient. To create a highly transparent communication with the patients well educated teller staff has a crucial role. Like the other casual workers teller staff will be trained for 6 weeks before they will be employed.

After having completed the training they all will be examined with the real professionals.

To select appropriate staff we will work with an HR solution service supplier which has an overall network knowledge. Perfectly fitting

employee for all positions requires reasonably high number of job interviews among the hundreds of candidates.

As seen so far, the training, testing and examination will be the key instrument for us to create well and perfectly working team.

The right education for the right candidate is important as the right job for the right person.

1.5 MONITORING AND EVALUATION

The Management has full commitment to ensuring healthy services provided maintain the safety and standards required in the market. The quality control unit will establish a system of routine checking and getting feedback from customers, management philosophy is through business process, managers will strive to ensure compliance to standards and safety of products and customers they serve.

1.6 ENVIRONMENT PROTECTION

The company intends to make environment friendly; the company will save the country's environment in particular and global environment in general.

1.7 TANCLOUD COMPANY LIMITED trading as MIKOCHENI MODERN MEDICAL CENTRE PROJECT.

The main business objectives is to provide diagnostic services.

1.8 OBJECTIVE OF THE STUDY

The purpose of this study is to work out the technical and commercial viability of the project to be registered with TIC.

1.9 PROJECT IMPLEMENTATION

The project implementation is estimated to be carried out in a period of 5 years from May 2025.

1.10 ECONOMIC BENEFITS:

The promoter's mission is to contribute maximum benefits to the society and economy at large. will continue providing quality health services and increasing tax base.

2.0 THE SECTOR OVERVIEW

Tanzania has a very inadequate infrastructure in terms of health investments. There are serious deficiencies especially in diagnosis and imaging. Diagnostic centers, which are quite few, cannot provide adequate service to patients both physically and with the old technology machines they have. In addition, the low number of trained and qualified personnel stands out as another obstacle to investments in imaging and diagnosis centers.

Old technology machines and devices are used in the existing public and private sector diagnostic centers. This makes it very difficult to diagnose the right patient correctly. Another shortcoming of the current diagnosis and imaging centers is that all the required medical imaging devices are not available in a single center. For example, there is no MRI in the place where there is mammography, or there is no tomography device in the place that measures bone density.

In order to eliminate this negative picture, the Tanzanian government has made all the infrastructure ready through its relevant institutions. Local and foreign investors are encouraged to invest in this sector with space allocations, tax exemptions and many other incentives.

The private sector imaging and Diagnostic Services are listed below in Tanzania:

- Mawasiliano Diagnostic Center
- Reliable Diagnostic Center
- Bonafide Diagnostic Center
- TMJ Diagnostic Center
- Reenbook Diagnostic Lab
- Moyo Clinic
- Sabel Diagnostic Center
- Oasis Diagnostics
- Radtech Diagnostic Service

- Dilsan İmaging and Diagnostic CenterBesta Super Specialized İmaging and Diagnostic Center

As seen on the list the center which provide imaging and diagnostic services are very less considering the population of Dar Es Salaam, 7,776,000. When we divide numbers; Almost 710,000 people per center.

According to the observations we have made, the buildings where the imaging and diagnostic centers are located mostly unplanned, old and not secure. The use of the structures not according to the requirements but the requirements are unsuccessfully tried to be fitted. The machinery and devices they have are insufficient in numbers and very old comparing the existing technology. Especially the accuracy rates mostly show divergency among each other with a higher rate of deceptiveness.

3.0 THE PRODUCT MARKET

The market survey carried out reveals that the current demand for diagnostic services is high, current price of such services in domestic market as attracted the company to venture in this business

The competitive advantage of the company's products is quality services and customer care services,

3.1. TARGETED MARKETS

3.1.1 TANZANIAN CITIZENS

Both private and public sector investments on medical imaging and diagnostics is not supplying enough service for citizens. For that reason, our first and prior target audience is selected as Tanzanian Citizens. According to the data collected from the ministry of health, there are over than 1 million people are in need of diagnosing and medical imaging through Dar Es Salaam (14 % of the total population of the city).

3.1.2 EXPERTS

In order to attract foreign investments, the medical infrastructure has a crucial role. Every year over than 50.000 expats are coming with the new investments to Tanzania. Existing number of the expats in Dar Es Salaam is over than 150.000 workers. There is no available data to collect at what percent of the total number of expats receiving medical imaging and diagnosing services but we assumed 14 % of that amount with reference to the citizens receiving diagnosing and medical imaging services.

3.1.3 CONSULATE MEMBERS

There are 142 missions all around the world in Tanzania. Over than 2 thousand members are working in these missions away from their homeland. To provide their workers a high-level medical

imaging and diagnosing services the consulates and consulate members are among our target audience.

3.1.4 INTERNATIONAL ORGANIZATIONS

There is over than 1 thousand international organizations all around Dar Es Salaam. In these organizations over then 8.000 voluntaries are working all around the world. To provide high quality medical imaging and diagnosing services to its participants we are planning to set up service agreements with all those institutions.

3.1.5 INTERNATIONAL COMPANIES

The medical and health services have a very important role on employment. In order to attract high qualified workers especially international companies offer accessible high quality health services in addition to their salaries. Because of that reason we are planning to agree with that companies to provide imaging and diagnosing services.

3.1.6 PRIVATE HOSPITALS

According to our surveys some hospitals doesn't have enough medical devices to diagnose or medical imaging for their patients. We are planning to consider private hospitals as our potential target audience.

3.1.7 PUBLIC HOSPITALS

Most of the hospitals around Dar Es Salaam have a very poor infrastructure on diagnosing and medical imaging. The rest of them has adequate required devices but unable to provide available services. Most of the patients has a que over then 3 months (Ministry of Health). For that reason, we are assuming that there will be a huge demand from hospitals to direct patients to receive medical diagnosing and imaging services.

3.2. MARKETING STRATEGY

According to expert, personal selling is the most effective method for marketing. In order to reduce sunk costs, the project will use various marketing strategies such as:

- Internet
- Specialized magazine, news paper
- Radio
- Television
- Posters
- Sponsorship etc.

The project products will be aggressively promoted to domestic market and skilled personnel will be recruited

3.3 PRODUCTS

3.3.1 PET/CT

PET-CT is an imaging device that combines positron emission tomography and computed tomography.

PET/CT is the most advanced medical imaging technique used especially in oncology to detect the tumor, determine its grade (staging), evaluate the response to treatment, plan radiotherapy and, in some cases, determine whether the existing mass is benign or malignant. It is also used to determine the epilepsy focus in patients with epilepsy, to diagnose neurological cases such as Alzheimer's disease at an early stage, and to investigate the presence of viable tissue in the heart after a heart attack. Its most important feature is to provide functional information and to take all body images in 3D.

3.3.2 Multislice BT

Tomography (CT) examination is a diagnostic method known by everyone, and it is the imaging of the body in desired thicknesses (1 cm or 1 mm) by using X-rays.

Classic Tomography devices scan the body in slices, the table on which the patient lies during shooting moves as much as the thickness of the section to be examined. When the table stops, the image is taken with the X-ray given to the area to be examined, the table moves again and the same process is repeated.

In "Spiral Tomography", the area to be examined as a whole is scanned completely in a very short time. Here, the table is constantly in motion, and the X-ray tube rotates around the patient in a spiral fashion and takes images. In spiral tomography, this process is completed in about 15 seconds, the images taken are

collected in the memory of the device and are ready to be examined when desired.

Chest (Thorax) and Abdominal (Abdominal) organs are organs that change place with respiratory movements. During tomographic examinations of these regions, the patient holds his or her breath so that images can be taken clearly; however, this breath holding process may not be at the same depth each time, and the patient may not always be able to hold the breath in accordance with the device (classical tomography).

3.3.3 MR (1,5 TESLA)

MR or Magnetic Resonance Imaging (MRI) is a test that uses powerful magnets, radio waves and a computer to create detailed pictures of the body.

Magnetic Resonance medicine is one of the important steps of technology. The basic working principle is to send radio waves to the human body in a magnetic field, and in response to this, the received signals are transformed into images with the help of a computer. It is a device that takes detailed images and provides early diagnosis, painlessly, without the need for radiation, surgery or invasive procedures. The physical foundations of Magnetic Resonance technology were found in the 19th century. It took another century before it could be used for imaging purposes in the healthcare field.

3.3.4 Digital X-Ray

X-ray has been used for medical imaging for nearly a century. Although its importance seems to have decreased in recent years, it is still the primary diagnostic method, especially in imaging lung and bone structures. It is also used for many purposes in other body parts.

The developments in the century did not change the basic principle, but helped to increase the image quality. The radiation dose taken during shooting is reduced and it is protected from radiation. Advances in computer technology have made the x-ray digital.

Thus, the repetition of the film is reduced. Also, through software. The image quality has improved in many movies. In addition, it is carried on CD and has become operable in the computer environment. Agfa CR system, one of the devices accepted in the world, is used in our center.

3.3.5 Panoramic X-Ray

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3.3.6 Mammography

Mammography is the taking of the detailed image of the breast on the film with the help of a special low-dose x-ray (X-Ray). Low-dose X-ray, high- contrast and high-density films and specially designed X-ray devices are used in mammography. Early diagnosis is very important in the success of breast cancer treatment. Mammography plays the most important role in early breast cancer diagnosis. The United States Food and Drug Administration estimates that 85% to 90% of masses found in women over the age of 50 can be detected by mammography 2 years before they reach detectable size. The benefits of mammography far outweigh the potential risks and discomfort.

Mammography can display changes in the breast even when they are not felt by the woman herself or her doctor. After the mass is found, mammography can be used to determine whether it is cancer. For this purpose, biopsy can be performed with the help of mammography. Biopsy is the process of taking suspicious tissue

and determining whether there is cancer under laboratory conditions. If an abnormality is found, a biopsy with the help of a special type of Mammography (Stereotactic Mammography) or ultrasound can be used to confirm the diagnosis/

3.3.7 Bone Densitometry

The test to measure bone mineral density is called bone densitometry. It is the most widely used method for bone density measurement today.

Before the age of 40, each person's bone density needs to be determined. This evaluation is important for measurements to be made in older ages.

- It's not just a woman's hunger. It happens in teenagers and men too.
- There is a standard for every post-menopausal woman and every man after 55 years of age.
- However, with early diagnosis, it is stopped where it is.

Bone density measurement is a very easy process. The system performs the measurement in a short time like 8 minutes while the person is lying on his back. In our clinic, bone density measurement is performed with our state-of-the-art General Electric/LUNAR brand device.

3.3.8 Interventional Radiology (MR-CT-USG-MAMOGRAPHY ACCOMPANIED BIOPSY)

It is the method of treating many diseases with percutaneous intervention as an alternative to surgery.

Biopsy is the process of taking parts for diagnostic purposes from organs thought to be sick in the presence of Magnetic Resonance (MR), Computed Tomography, Ultrasound and Mammography devices.

The tissue pieces taken are examined under the microscope and a definitive histopathological diagnosis is reached. Treatment is planned and performed depending on this diagnosis.

The concept of "Interventional Radiology" is a higher specialization of Radiology Specialization, which has been applied in the world and simultaneously in our country in recent years. This concept includes a series of therapeutic procedures that can be performed with these devices in a group of patients who are definitively diagnosed with radiological devices.

3.3.9 Color Doppler Ultrasonography

Color doppler, one of the ultrasound imaging techniques, is used to detect blood flow in the vessels and to image organs within the body using high- frequency sound waves. First, sound waves are sent through the probe. Likewise, the returning sound waves are collected by the probe and converted into electrical energy. It is also converted into an image by computer. It is used in the examination of many parts of the body. The main areas of use are;

It can be summarized as intra-abdominal organs, superficial organs such as thyroid gland, breast, pregnancy follow-up, heart, arteries and veins.

In our center, ultrasonography devices with the technology developed by GE (Logic 9) and Siemens (Antares, Sequia) companies between 2003 and 2005 are used and their up-grades are carried out continuously. Many early-stage diseases that were not seen before can be diagnosed and treated. Thanks to its high resolution, it facilitates US-guided biopsy and directs the treatment.

Our facilities to be operated under strict hygienic conditions with all staff trained.

3.3.10 Ultrasonography

Ultrasonography is the imaging of organs and other structures within the body using high-frequency sound waves. Hearing, which is one of our five senses, is provided by "sound". Humans cannot hear every sound; However, it can hear certain sounds between 20-20000 Hertz. Sounds far above 20000 Hertz, which is the sound limit that humans cannot hear, are used in medicine. This method is called "Ultra Sono Graphics" (USG). Since the frequencies we know are used, even though the frequencies are very high, The examination does not cause any harm to the body. No harmful radiation such as X-rays is used. An ultrasound instrument has two main parts: the main unit and the probe. The piece of ultrasound

placed on the body area being examined during the examination is called a "probe". High frequency sounds are converted into electrical energy through the transducer in the probe. The energy created by the sound waves coming from the body is also converted into electrical energy via the transducer. These changes take place in the piezoelectric crystals inside the probe. Thus, the sound waves coming from the body are converted into images and made visible on the TV screen. The image created is called a "sonogram". These images can be saved instantly with the printer (photo printing tool).

3.3.11 Echocardiography

Echo is a quick and harmless test that gives important information about the heart.

Echo provides information on the following topics:

- Heart valve diseases,
- Left heart enlargement,
- Clot in the left ventricle,
- EF (Ejection fraction): The human heart fills with blood, it throws a certain percentage of the blood in it with contraction. Normal is 55% and above.
- Heart wall movements,
- Heart chamber sizes,
- Pressures inside the heart and much more information.

3.3.11 EMG - EEG (Electromyography)

EMG examination is used to measure the functions of peripheral nerves in the body. Sensory nerves and movement nerves can be examined separately.

EMG is the abbreviation of the term electromyography. It is a muscle examination in which the electrical activity that causes the contraction of the muscles is monitored and interpreted. The contraction of the muscles occurs thanks to the electrical potentials known as Motor Unit Action Potentials (MUAP) created in the muscles by the excitatory potentials transmitted from the brain through the nerves.

The amount of contraction increases with increasing number and frequency of MUAPs. Examination of MUAPs in cases where the muscles are not or contracted, whether their shape or frequency is within normal limits, or electrical activities that are not normally encountered are the variables examined to determine the problems in the muscles.

3.3.12 Microbiology

Direct and stained examinations of infectious bacteria, fungi and parasites, their production in bacterial or fungal cultures and their identification at the species level are carried out. The sensitivity of microorganisms produced from patient samples to antibiotics is determined, and culture and antibiogram results are given within 24-48 hours. Blood cultures are monitored with a growth-controlled automatic device, thus providing quick results.

In addition to conventional methods, automatic kits and computer programs are also used in the microorganism identification process. Bacteria identification and antibiotic susceptibility are studied with an automated system, and the results are reported by studying the MIC values together with the criteria of The Clinical and Laboratory Standards Institute (CLSI/NCCLS). With rapid antigen tests, some bacteria (Strep A, H.pylori etc.), some virus antigens (Rotavirus, Adenovirus, RSV, Influenza A- B etc.) and antibodies can be investigated, parasite agents can be detected (Amip-Giardia antigen, stained examination). Parasite examination in stool is studied with formalin-ethylacetate concentration method. In addition, PCR studies of some specific microorganisms (HPV and its typing, HSV 1-2, Syphilis, etc.) are also carried out.

Spermiogram (sperm analysis) test is also being studied in our microbiology unit, and morphology and motility evaluation is carried out in line with WHO (World Health Organization) criteria. In addition to morphological evaluation according to Kruger strict criteria with special sperm dye, sperm washing and preparation can be done with swim-up techniques for insemination.

3.3.13 Serology Unit

In this unit, tests for the analysis of proteins (ASO, CRP, RF, immunoglobulins, complement, etc.) in body fluids with fully

automatic devices, hepatitis (Hepatitis B, Hepatitis C, etc.) and AIDS (HIV) tests, tests that determine pregnancy infections (TORCH). group), Brucella and Typhoid tests, autoantibodies (ANA, Anti dsDNA, ANCA, Anti CCP etc.) and other serological tests for the diagnosis of rheumatological diseases.

3.3.14 Allergy Unit

With Total IgE and ECP (eozonophilic Cationic Protein) tests, tests for all allergens such as house dust mites, pollen, mold fungi, animal allergens (pets such as cats and dogs), insect allergens and food allergens are studied.

3.3.15 Blood Unit

In this section, blood group is studied by gel centrifugation method in both manual and automated systems, cross match, coombs (direct/indirect), blood collection is done from donors in case of emergency. Our routine blood needs are met from the contracted Red Crescent Blood Centers.

3.3.16 Pathology

Pathology is a branch of medicine that means the science of disease. It diagnoses diseases that occur in tissues and cells using special tests.

Samples (cells/cells/organs) taken from patients for screening or diagnostic purposes are examined in our pathology department and the results are reported as soon as possible. In our department, pathological diagnostic studies related to all system

and tissue diseases are carried out, and in addition to routine examinations, histochemical and immunohistochemical examinations can be performed when necessary. In addition, intraoperative pathology consultation (frozen section) can be performed for rapid diagnosis during surgery.

Pathology Stomatology ;exfoliative cytology Fine needle aspiration cytology Histopathology; Intraoperative pathology consultation (frozen section), histochemistry, Immunohistochemistry.

4.0 COMPETITION

Currently there are many companies dealing with diagnostic services, the big challenge for the above mentioned is quality, varieties and price charged and customer service. It is very expensive and most of people cannot afford the price, that why the **MIKOCHENI MODERN MEDICAL CENTRE** came in to fill the gap.

4.1 SPECIAL STRENGTHS OF MIKOCHENI MODERN MEDICAL CENTRE.

- The customer care provided by the company
- New technology used by the company
- Directors experience in healthy business
- Experienced technical staff

5.0 PRODUCT PRICING

The pricing policy for the project will be based on the service cost and competition levels from substitute services available in Tanzania market considering various variables namely:

- Service positioning
- Gain market share from competitors
- Stimulating and increasing demand and

Revenues based on main activities, imaging and diagnosing. The capacity of the center is 260 patient per day, 7800 patient per month and 93.600 patient per year. However, in this feasibility study worst case scenario considered. For that reason, it is assumed that 25 % of the total capacity is being used during providing services.

Allocating an observed consumables budget is very important to foreseen all related costs to be included a health feasibility report. To sustain a continuous service on imaging and diagnosing sector requires all deliveries to be placed at the center. For that reason, 1 % of the total revenues (32.342 USD) is allocated for that expense.

Electricity consumption calculated as the given power capacity of the major and other devices

6.0 PROJECT INVESTMENT COST

The project is estimated at US Dollars **$5,150,660.00** to cover for the acquisition modern machineries, equipment and motor vehicles. Breakdown of the total investment is as proved here below.

TANCLOUD COMPANY LIMITED trading as MIKOCHENI MODERN MEDICAL CENTRE
COST STRUCTURE US$

PARTICULAR	US$
Land and Buildings	2,305,405.00
Machinery & Equipment	1,630,255.00
Motor Vehicles	250,000.00
Furniture & Fixtures	700,000.00
Pre exp	10,000.00
Others	5,000.00
Working Capital	250,000.00
TOTAL	**5,150,660.00**

6.1 INVESTMENT PATTERN

It is estimated that a total of US$ **5,150,660** will be required over a period of five years of the project to acquire the various assets.

Source	Value ($)
Equity	1,545,198
Loan	3,605,462
Total	5,150,660

6.2 CONSIDERATIONS AND ASSUMPTIONS

The corporate tax charged is 30% of the profits. Capital investment allowance is 50%. The capital assets are exempted from custom duty and Value Added Tax. The straight-line method to depreciate the project's capital items has been applied, it is assumed to be 5% annual depreciation.

It is assumed that the machines and other equipment will be imported. Revenues have been conservatively estimated based on experience of the promoters and trends in the health industry.

8 years financial projections have been worked out.

6.3 Projected Profit and Loss Statement

The Income and Expenditure Statement shows the projected income for the 8 years period. The position depicted is that the accumulated after-tax profits grow from. US$ **(2,929,962)** in first year to US $ **12,100,428** in the 8th year, refer appendix (I).

6.3 Projected Cash Flows

The project's cash flows depict a good liquid position right from the first year. Cash accumulation builds up from US $ **1,556,695** in the first year to US $ **17,403,423** at the end of 8th year of the project's operations, refer appendix (II)

6.4 Projected Balance Sheet

The company owners' equity increases from US $ **1,545,198** at the end of first year to US $**10,999,746** at the end of 8th year which is significance increase as you can see, refer appendix (III)

6.5 Projected Risks

No major risks have been identified for this kind of project so far. Unless a change in the country's political and economic stability and global changes affect health business.

6.6 Implementation Schedule

Project implementation is expected to be relatively very short once project has been approved it is estimated that construction, equipment procurement and recruitment will be completed within two years: -

Project Implementation

S/N	ACTIVITY	PERIOD
1	Processing TIC Certificate of Incentive	March 2025
2	Processing Exemptions	April -May 2025
3	Mobilizing Fund	March -May 2026
3	Construction of building	July -August 2027
4	Ordering Machines and other equipment	September -December 2027
5	Testing business and in-house training	December –March 2027
6	Commercial operations	April 2027

7.0 CONCLUSION & RECOMMENDATION

7.1 CONCLUSION

- The project is profitable and contributes to government revenue by way of taxes.
- The project provides employment to **62** people.
- The project is an encouraging sign to prove that we have investors who have confidence with Tanzania and are ready to invest such large sums of investment.

7.2 RECOMMENDATION

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implement and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania Revenue Authority, TRA and the Tanzania Investment Centre – (TIC). The project deserves this support because of its viability,

since it is technical feasible, economically viable and socially acceptable.

8. APPENDICES

APPENDIX I

TANCLOUD COMPANY LIMITED TRADING AS MIKOCHENI MODERN MEDICAL CENTREPROJECTED INCOME & EXPENDITURE STATEMENT " US $

	-	1	2	3	4	5	6	7	8
Revenue	-	3,234,240	3,557,664	3,913,430	4,304,773	4,520,012	4,746,012	4,983,313	5,232,478
Cost	**4,185,660**	1,010,390	1,212,468	1,232,676	1,234,697	1,234,899	1,234,919	1,234,921	1,234,921
Profit Before Interest and Depreciation	**(4,185,660)**	2,223,850	2,345,196	2,680,754	3,070,076	3,285,113	3,511,093	3,748,392	3,997,557
Interest		288,437	247,232	206,026	164,821	123,616	82,411	41,205	
Depreciation		152,411	152,411	152,411	152,411	152,411	152,411	152,411	152,411
Profit before Tax	**(4,185,660)**	1,783,002	1,945,554	2,322,317	2,752,845	3,009,087	3,276,272	3,554,776	3,845,147
Tax (30%)	(1,255,698)	667,155	703,559	804,226	921,023	985,534	1,053,328	1,124,518	1,199,267
Profit After Tax	**(2,929,962)**	**1,115,847**	**1,241,995**	**1,518,091**	**1,831,822**	**2,023,553**	**2,222,944**	**2,430,258**	**2,645,880**
Accumulated Profit	(2,929,962)	(1,814,115)	(572,120)	945,971	2,777,793	4,801,345	7,024,290	9,454,548	12,100,428

APPENDIX II

TANCLOUD COMPANY LIMITED trading as MIKOCHENI MODERN MEDICAL CENTRE PROJECTED CASH FLOW US$

SOURCES:		1	2	3	4	5	6	7	8
Profit before interest and depreciation	(4,185,660)	**2,223,850**	**2,345,196**	**2,680,754**	**3,070,076**	**3,285,113**	3,511,093	3,748,392	3,997,557
Equity	1,545,198								
Loan	3,605,462								
Total Sources	**965,000**	**2,223,850**	**2,345,196**	**2,680,754**	**3,070,076**	**3,285,113**	**3,511,093**	**3,748,392**	**3,997,557**
Applications:									
Capital expenditure	4,885,660	-	-	-	-	-			
working Capital &Others	265,000								
Cash	-	1,556,695	1,641,637	1,876,528	2,149,053	2,299,579	2,457,765	2,623,874	2,798,290
Tax	(1,255,698)	667,155	703,559	804,226	921,023	985,534	1,053,328	1,124,518	1,199,267
Sub total	**5,150,660**	**2,223,850**	**2,345,196**	**2,680,754**	**3,070,076**	**3,285,113**	**3,511,093**	**3,748,392**	**3,997,557**
Total applications	**5,150,660**	**2,223,850**	**2,345,196**	**2,680,754**	**3,070,076**	**3,285,113**	**3,511,093**	**3,748,392**	**3,997,557**
Accumulated cash		1,556,695	3,198,332	5,074,860	7,223,914	9,523,493	11,981,258	14,605,132	17,403,423

APPENDIX III

TANCLOUD COMPANY LIMITED trading as MIKOCHENI MODERN MEDICAL CENTRE PROJECTED BALANCE SHEET US $

Fixed Assets	_	1	2	3	4	5	6	7	8
Opening balance	-	**4,885,660**	**4,733,249**	**4,580,839**	**4,428,428**	**4,276,017**	4,123,607	3,971,196	3,818,785
Total Long-term Assets	**-**	**4,885,660**	**4,733,249**	**4,580,839**	**4,428,428**	**4,276,017**	**4,123,607**	**3,971,196**	**3,818,785**
Less depreciation	**-**	**152,411**	**152,411**	**152,411**	**152,411**	**152,411**	152,411	152,411	152,411
Closing balance	**-**	**4,733,249**	**4,580,839**	**4,428,428**	**4,276,017**	**4,123,607**	**3,971,196**	**3,818,785**	**3,666,375**
Working capital	265,000	265,000	265,000	265,000	265,000	265,000	265,000	265,000	265,000
Accumulated cash	-	1,556,695	3,198,332	5,074,860	7,223,914	9,523,493	11,981,258	14,605,132	17,403,423
Total assets	**265,000**	**6,554,944**	**8,044,171**	**9,768,288**	**11,764,931**	**13,912,099**	**16,217,454**	**18,688,918**	**21,334,797**
Financed by									
Equity	1,545,198	1,545,198	1,545,198	1,545,198	1,545,198	1,545,198	1,545,198	1,545,198	1,545,198
Accumulated profit	-	**(2,929,962)**	**(1,814,115)**	**(572,120)**	**945,971**	**2,777,793**	4,801,345	7,024,290	9,454,548
Total equity	1,545,198	(1,384,764)	(268,917)	973,078	2,491,169	4,322,991	6,346,543	8,569,488	10,999,746
Long term loan	3,605,462	3,090,396	2,575,330	2,060,264	1,545,198	1,030,132	515,066	0	0
Total debts	**3,605,462**	**3,090,396**	**2,575,330**	**2,060,264**	**1,545,198**	**1,030,132**	**515,066**	**-**	**-**
Total equity and debts	**5,150,660**	**1,705,632**	**2,306,413**	**3,033,342**	**4,036,367**	**5,353,123**	**6,861,609**	**8,569,488**	**10,999,746**

APPENDIX IV

TANCLOUD COMPANY LIMITED trading as MIKOCHENI MODERN MEDICAL CENTRE PROJECTED LONG-TERM LOAN REPAYMENT US$

Year	Principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
1	515,066.00	288,436.96	803,502.96	3,605,462.00
2	515,066.00	247,231.68	762,297.68	3,090,396.00
3	515,066.00	206,026.40	721,092.40	2,575,330.00
4	515,066.00	164,821.12	679,887.12	2,060,264.00
5	515,066.00	123,615.84	638,681.84	1,545,198.00
6	515,066.00	82,410.56	597,476.56	1,030,132.00
7	515,066.00	41,205.28	556,271.28	515,066.00

APPENDIX V

TANCLOUD COMPANY LIMITED trading as MIKOCHENI MODERN MEDICAL CENTRE COST STRUCTURE US$

PARTICULAR	**US$**
Land and Buildings	2,305,405.00
Machinery & Equipment	1,630,255.00
Motor Vehicles	250,000.00
Furniture & Fixtures	700,000.00
Pre exp	10,000.00
Others	5,000.00
Working Capital	250,000.00
TOTAL	**5,150,660.00**

APPENDIX VI

TANCLOUD COMPANY LIMITED trading as MIKOCHENI MODERN MEDICAL CENTRE FIXED ASSETS SCHEDULE (US$)

NAME OF ASSETS	1	2	3	4	5	6	7	8
Land And Buildings	2,305,405	2,259,297	2,213,189	2,167,081	2,120,973	2,074,865	2,028,756	1,982,648
Machinery, Tools & Equipment	1,630,255	1,613,952	1,597,650	1,581,347	1,565,045	1,548,742	1,532,440	1,516,137
Motor Vehicles	250,000	230,000	210,000	190,000	170,000	150,000	130,000	110,000
Furniture & Fixtures	700,000	630,000	560,000	490,000	420,000	350,000	280,000	210,000
Total	**4,885,660**	**4,733,249**	**4,580,839**	**4,428,428**	**4,276,017**	**4,123,607**	**3,971,196**	**3,818,785**
DEPRECIATION	**1**	**2**	**3**	**4**	**5**			
Land and buildings	46,108	46,108	46,108	46,108	46,108	46,108	46,108	46,108
Machinery tools & Equipment	16,303	16,303	16,303	16,303	16,303	16,303	16,303	16,303
Motor Vehicles	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Furniture & Fixtures	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
ANNUAL DEPRECIATION	**152,411**	**152,411**	**152,411**	**152,411**	**152,411**	**152,411**	**152,411**	**152,411**