



Questionnaire for submission of business plan for project registration at Tanzania Investment Centre (TIC) – Only applicable for local applicants.

**PRESIDENT'S OFFICE, PLANNING AND INVESTMENT
TANZANIA INVESTMENT CENTRE (TIC)
QUESTIONNAIRE FOR PROJECT REGISTRATION**

Please fill/ select areas accordingly

1. Company Name: ...ALFA SPECIALISED HOSPITAL LTD.....

2. Respective Sector (please select one sector under which the project falls)

No.	SECTOR	CHOICE (✓)	No.	SECTOR	CHOICE (✓)
1	Agriculture		9	Human Resource	
2	Health & Medical Services	✓	10	Manufacturing	
3	Commercial Building		11	Mining & Petroleum	
4	Computers		12	Natural Resources	
5	Construction		13	Services	
6	Economic Infrastructure		14	Telecommunication	
7	Energy		15	Tourism	
8	Finance		16	Transportation	

3. Project Objective: *(e.g. to establish a project for: processing of grains/ vehicles assembling/ cement manufacturing/ manufacturing of electric devices etc.)*

To establish a hospital with a capacity of 300 beds, providing medical treatment and healthcare services to up to 600 patients per month. The hospital will offer a wide range of healthcare facilities, including emergency services, inpatient and outpatient care, surgical procedures, diagnostic services, and specialized medical treatments.



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4. Sources of Funding for the Project

NB:

- ⇒ Select the currency to use in this questionnaire. It may be TSH or USD
- ⇒ Total funding under this item must be equal to the total investment breakdown under item 5 below

Funding Source	Local Equity	Foreign Equity	Local Loan	Foreign Loan	TOTAL INVESTMENT
TSH or USD	25% (USD 3,750,000)	30% (USD 4,500,000)	30% (USD 4,500,000)	15% (USD 2,250,000)	USD 15,000,000

5. Investment Breakdown

N.B:

- ⇒ Please keep using the currency as selected under item 4 above.
- ⇒ The total investment breakdown must equal the total funding under item 4 above.

Type of Asset	Estimated Investment (USD)
Land and Buildings	6,000,000
Plant and Machinery (Medical equipment, imaging machines, operating room tools, etc.)	4,100,000
Vehicles (Ambulances, logistics)	800,000
Furniture and Fittings (Hospital beds, chairs, office furniture)	1,400,000
Pre-Expenses (Licenses, permits, feasibility study, legal fees, branding, marketing)	300,000
Others (IT infrastructure, security systems, hospital management system)	600,000
Working Capital (Initial salaries, utilities, medical supplies for the first 6 months)	1,800,000
TOTAL	15,000,000



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6. Target Markets

No.	PRODUCT	EXPECTED MARKET (SELECT BY (✓))	
		Local Market	Foreign Market
1	Capital items (Medical equipment, hospital furniture, IT systems)	✓ Local market	✓ Foreign Market (for imported supplies)
2	Raw materials (Medical supplies, pharmaceuticals, consumables)	✓ Local Market	✓ Foreign Market (for imported supplies)
3	Products produced (Healthcare services: inpatient, outpatient, diagnostics, surgery, etc.)	✓ Local Market	✓ Foreign Market (for imported supplies)

7. Commencement Date: _____ 11 September 2025 _____

8. Implementation Period): _____ 3-5 Years _____

9. Project Capacity (e.g. *tons, cubic feet/ meters, square meters, litres*):

300-bed hospital, providing healthcare services to an estimated 72,000 patients per Year.

10. Expected Jobs

Direct Jobs

Gender	Locals	Foreigners
M	200	70
F	150	80
TOTAL	350	150



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10.1. Medical Staff

These are the professionals directly involved in patient care.

● Doctors

- **Consultants:** 30 (Senior doctors with specialization in various fields)
- **Specialists:** 50 (Doctors specializing in specific areas, e.g., cardiology, orthopedics, pediatrics, etc.)
- **General Physicians:** 40 (Doctors who handle general healthcare and refer to specialists when needed)

● Nurses

- **Head Nurses (Nursing Supervisors):** 10 (Oversee nursing teams)
- **Registered Nurses:** 120 (General and specialized care nurses)
- **Nurse Assistants:** 50 (Assist in basic nursing and patient care tasks)

● Surgeons

- **Senior Surgeons:** 10 (For major surgeries, specialized procedures)
- **Junior Surgeons:** 20 (Assist in surgeries and perform basic surgeries)

● Anesthetists

- **Senior Anesthetists:** 5 (Supervise anesthesia during surgeries)
- **Junior Anesthetists:** 10 (Assist and provide anesthesia under supervision)

10.2. Diagnostic and Technical Staff

These staff members support diagnostic and technical procedures.

- **Radiologists:** 5 (Specialized in interpreting X-rays, CT scans, MRIs, etc.)
- **Lab Technicians:** 10 (Carry out tests and lab work, e.g., blood, urine, and other diagnostic tests)
- **Medical Equipment Technicians:** 8 (Handle maintenance and management of hospital equipment)
- **Pharmacists:** 5 (Manage medication and work with doctors for prescriptions)
- **Physiotherapists:** 5 (Provide rehabilitation services)
- **Medical Imaging Technicians:** 5 (Operate imaging equipment like X-rays and MRI)



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10.3. Administrative and Support Staff

These staff manage the hospital's operations, finance, HR, etc.

- **Hospital Administrator:** 1 (Responsible for overall hospital management)
- **Finance & Accounting Team:** 10 (Manage hospital finances, billing, and payroll)
- **HR Manager and Assistants:** 5 (Handle recruitment, staff welfare, and payroll)
- **IT Support Staff:** 5 (Responsible for the hospital's IT infrastructure and EHR systems)
- **Customer Service/Receptionists:** 10 (Assist patients, handle inquiries, and manage appointments)
- **Marketing and Public Relations:** 5 (Manage the hospital's image and community outreach)
- **Social Workers:** 3 (Provide patient counseling, community engagement, and care coordination)
- **Security Personnel:** 10 (Ensure the safety and security of the premises and patients)
- **Cleaning and Maintenance Crew:** 15 (Ensure the cleanliness and upkeep of hospital facilities)

10.4. Support Services

These include roles that support the day-to-day smooth operation of the hospital.

- **Catering and Kitchen Staff:** 8 (Provide meals for patients and staff)
- **Transport Drivers:** 5 (Handle patient transportation, emergency services, and logistics)
- **Facility Maintenance Staff:** 5 (Responsible for repairs and maintenance of the building)
- **Laundry Staff:** 5 (Manage the laundry of hospital linens and uniforms)

10.5. Foreign Staff (Specialized Roles)

Foreign staff will fill specialized and senior management positions where local expertise is unavailable or requires supplementation for training and knowledge transfer.

- **Senior Surgeons (Foreign):** 5
- **Medical Specialists (Foreign):** 10
- **Hospital Management (Foreign):** 5 (Executive positions overseeing hospital operations, financial management, etc.)
- **Technicians (Foreign):** 5 (For highly specialized medical equipment and diagnostic systems)
- **Consultants for Training & Development (Foreign):** 5



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Staff Summary

Category	Position	Number
Medical Staff	Doctors (Consultants, Specialists, General Physicians)	120
	Surgeons (Senior and Junior)	30
	Anesthetists	15
Nurses	Head Nurses, Registered Nurses, Nurse Assistants	180
Diagnostic & Technical Staff	Radiologists, Lab Technicians, Medical Technicians, Pharmacists	38
Administrative & Support Staff	Hospital Admin, Finance, HR, IT, Customer Service, etc.	40
Support Services	Catering, Security, Cleaning, Maintenance, Transport	43
Foreign Staff	Senior Surgeons, Specialists, Consultants, Technicians	25
Total Staff		500

Gender Distribution:

- **Local Male:** 200
- **Local Female:** 150
- **Foreign Male:** 80
- **Foreign Female:** 70



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Indirect Jobs: _____

Suppliers and Vendors	Equipment Suppliers, Pharmaceutical Suppliers, Food Suppliers, etc.	30-50
Contractors and Construction	Construction Workers, Engineers, Interior Designers, etc.	100-150
Transportation and Logistics	Delivery Drivers, Patient Transport, Logistics Management	20-30
Maintenance and Repairs	HVAC Technicians, Electricians, Plumbers, etc.	20-30
Legal and Financial Services	Lawyers, Auditors, Insurance Providers	10-20'
Marketing and PR	Advertising Agencies, PR Firms, Social Media Managers	10-15'
Waste Management	Medical Waste Disposal, General Waste Collection	5-10'
Staff Training and Development	Training Agencies	5-10'
Security Services	Physical Security Guards, Cybersecurity Providers	10-20'
Community Support and External Services	Volunteers, Local Business Support	10-30'
Total Indirect Jobs		220-330



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11. Financial Projections

Details	Year 1	Year 2	Year 3	Year 4	Year 5
Production per annum: number of Patients per Year = A	72000	75,600	79,380	83,349	87,516
Price per unit (SHS or USD) = B	150	150	150	150	150
Sales per annum C = A*B	10,800,000	11,340,000	11,907,000	12,502,350	13,127,468
Costs of Production = D	7,300,000	7,600,000	7,900,000	8,210,000	8,530,000
Gross Profit E = C – D	3,500,000	3,740,000	4,007,000	4,292,350	4,597,468
Operating Costs = F	1,200,000	1,250,000	1,300,000	1,350,000	1,400,000
Earning Before Interest and Tax G = E – F	2,300,000	2,490,000	2,707,000	2,942,350	3,197,468
Tax H = 30%*G	690,000	747,000	812,100	882,705	959,240
Earning before Dividends I = G – H	1,610,000	1,743,000	1,894,900	2,059,645	2,238,228

