

PROJECT PROFILE – SUMMARY SHEET

Project Introduction

1. Project title: Health village

2. Sector : Services

Sub sector:

3. Products/Services:): Hospital, office, Polyclinic

4. Location: Free zone Economic special zone Industrial Estate Main Land

5. Project description:

This complex is defined to create the capacities needed to strengthen the tourism mission of Yazd, reduce some of the health problems in Yazd province and to create an environment conducive to modern medical standards.

Obviously establishing a health village, while organizing part of the capacity of Yazd health centers, can improve the quality and quantity of treatment in the province and attracting patients of southeastern provinces of the country and even to the neighboring countries.

6. Annual capacity: 800 unit

Project Status

7. Local / internal raw material access

8. Sale : million Euro

- Anticipated export market ...

9. Construction Period4...years. ..

10. Project Status :

- | | |
|---|---|
| - Feasibility study available? | Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> |
| - Required land provided? | Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> |
| - Legal permissions (establishment license, foreign currency quota, environment, etc) taken? | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| - Partnership agreement concluded with local/foreign investor? | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| - Financing agreement concluded? | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| - Agreement with local / foreign contractor(s) concluded? | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| - Infrastructural utilities (electricity, water supply, telecommunication, fuel, road, etc) procured? | Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> |
| - List of know-how, machinery, equipment, as well as seller / builder companies defined? | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |
| - Purchase agreement for machinery, equipments and know- how concluded? | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |

Financial Structure

11. Financial Table

Description	Local Currency Required			Foreign Currency Required Million Euro	Total Million Euro
	Million Rials	Rate	Equivalent in Million Euro		
Fix Capital	10400000	1/120000	86.66	5	91.7
Working Capital	100000		0.83	--	0.83
Total Investment	10500000		87.5	5	92.5

- Value of foreign equipment/machinery.....5..... million euro
- Value of local equipment/machinery.....11.66.....million euro
- Value of foreign technical know- how million euro
- Value of local technical knows- how million euro
- Net Present Value (NPV): ...97000... Euro
- Internal Rate of Return (IRR)... 33.2.....%
- Payback Period (PP).....5.5... Year

General Information

12. Project Type : Establishment Expansion and completion

13. Company Profile:

- Name (legal /natural persons) : Mr. Pourfallah
- Company Name : kowsaryazd
- Address : Yazd, Montazerghaem avenue, naghibzadeh alley
- Tel: +9835362657 51 Fax: +983536265750
- E-mail: info@kowsaryazd.com Web site www.investinyazd.ir
- Local entrepreneur : private sector public sector other

Please attach follow documents if available

- Pre feasibility study
- Feasibility study
- Legal permissions (establishment license, foreign currency quota, environment, etc)

Ministry of Economic Affairs and Finance
Organization for Investment Economic and Technical Assistance of Iran (OIETAI)
Foreign Investment Center
Tel: 33967749-33967766-33967762-39902485-39902488-39902486
Fax: 33967774
Website: www.investiniran.ir



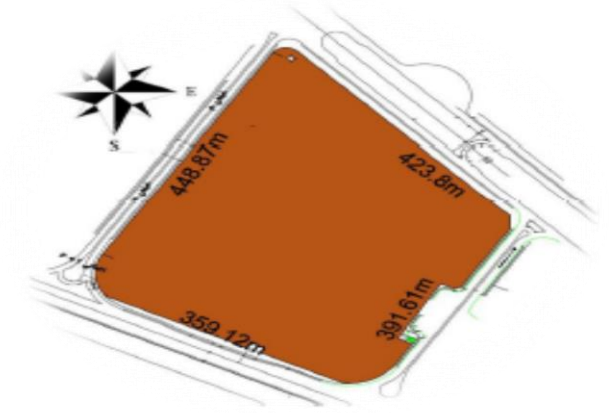
Organization of Investment and Economic and
Technical Assistance of Iran
Investment Services Center of Yazd Province

Introduction of Investment Opportunities in Yazd Province

www.investinyazd.ir

Health village

SUMMARY OF TECHNICAL ECONOMIC FEASIBILITY SUB-SECTION: SERVICE



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- *Tourism characteristics of the province*
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- *Summary of economic issues*
- *Incentives, features and advantages of project*



Introduction

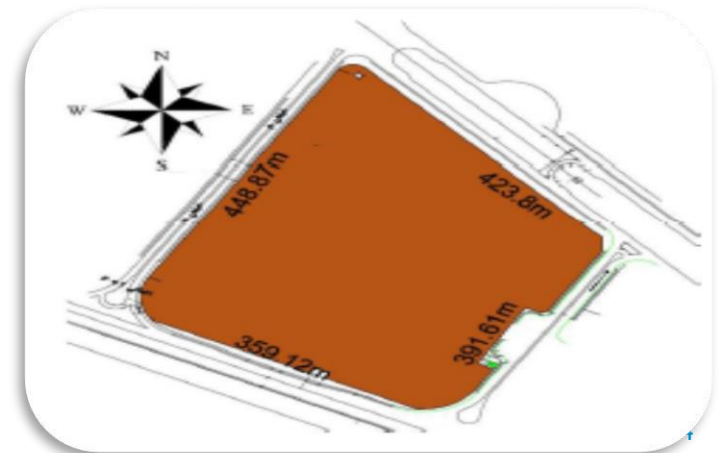
Health is providing complete physical and mental well-being to the human being. According to the World Health Organization, health is not just the absence of illness or other defects in the body, but the lack of any mental, social, economic, and physical health problems for any individual in society. Today, the importance of public health development for social justice in the field of health is clear.

2000 hectares of Kosar fields located in Health Corridor (10 km of Yazd-Taft Road), to compensate for part of the lack of green space in Yazd city, using wastewater treatment to create a suitable tourism space that meets standards.

Due to the existing potentials and in order to create complementary spaces, in this complex, besides the green space (garden-villa), other uses in the field of commerce, services, tourism, etc are defined, including the health village of 20 hectares, which is in a much more convenient location than the 2000 hectare complex.

This complex is defined to create the capacities needed to strengthen the tourism mission of Yazd, reduce some of the health problems in Yazd province and to create an environment conducive to modern medical standards.

Obviously establishing a health village, while organizing part of the capacity of Yazd health centers, can improve the quality and quantity of treatment in the province and attracting patients of southeastern provinces of the country and even to the neighboring countries.



General Indicators of Yazd Province

Economic Indicators

1. GDP : 4.680 million Euro
2. GDP per capita : 4440 Euro

Social indicators

1. The population : 1,138,533 people
2. Population growth rate : 2.5%
3. Population density : 2.5 people per square kilometer
4. The percentage of young population 24.29%
5. Urbanization rate : 85.3%

The contribution of various economic sectors

1. Agriculture 8/3%
2. Industry and Mine 46.3%
3. Services 45/4%

Geographical Indicators

1. Area: 74,781 square kilometers (The eighth city of the country)
2. Neighboring Provinces: Fars, Isfahan, South Khorasan, Kerman
3. Number of Counties: 10 and number of cities: 21

The statistics of social and geographical indicators related to 2014 and the statistics of economic indicators related to 2016.

Access to the Infrastructure

- Having numerous power plants with a nominal capacity of 2500 MW
- Having three gas pipelines with a capacity of 50 million cubic meters per day
- Supply of petroleum products required through national pipelines

Energy



- Provincial Geographic Position (Crossing of North-South and East-West Transportation Corridor)
- The first rank of rail transit in the country (more than 876 kilometers of railroad tracks) and the railroad crossroads
- Having an international airport for cargo and passenger transportation with easy access

Transportation



- 14 industrial towns, 17 industrial districts with a total area of 7000 hectares
- It covers about 1,000 active units and 1,400 units under construction.
- The existence of Yazd Special Economic Zone with an area of over 570 hectares

Industrial areas

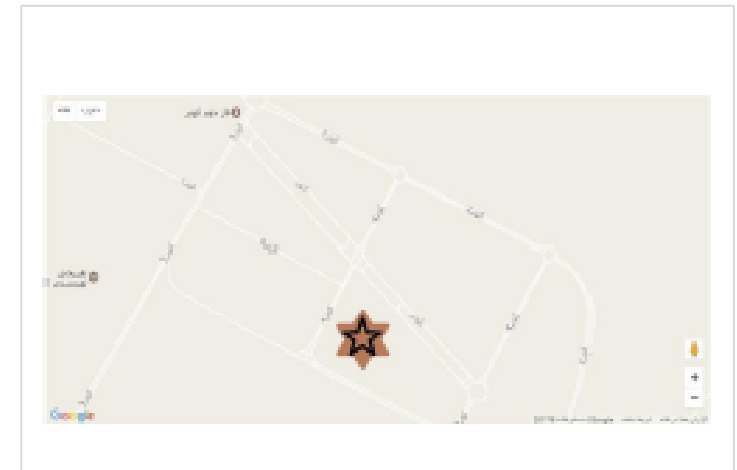
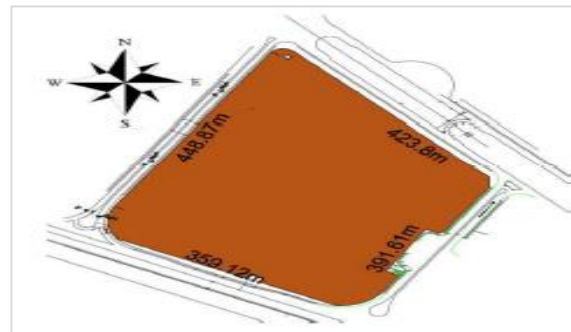


Project's Location

The location of Health Village, on an area of approximately 200,000 square meters, located Kowsar land on the Yazd-Taft road, is a tourist-oriented center, as well as the development and upgrading of the province's treatment levels to the latest diagnostic and therapeutic standards.

The site is located in the southwest of Yazd city and is almost outside the urban. Land use in this area is devoted to recreational and tourist function and treatment area.

One of the advantages of project is its location that is consistent with the detailed design of Yazd City. Access to the main road of Yazd-Taft provides quick access to the project as well as proximity to nearby hospitals making it easy for citizens to access the site.



Medical Tourism Industry In The World And Iran

The medical tourism industry in the industrial world has grown explosively, generating more than 86 milliard Euro in global revenue. Hence, many countries such as Thailand, India, and recently the UAE and Turkey have begun widespread efforts to become a medical tourism pole. Each year, the International Health Research Center and the Therapeutic Tourism Association publish a study on top countries in this field. According to a survey published by the center, the medical tourism index (MTI) in Canada, the United Kingdom and Singapore stood at the top of the global medical tourism market. Costa Rica, Italy, Germany, the Philippines, Japan and France are in the next ranks. The status of each country is based on three key factors, including the environment, industry and medical services as well as financial services.

According to World Health Statistics, about 43 milliard euro a year is spent on the treatment of region patients in European and American countries, and a percentage gain of this amount could have a dramatic impact on the Asian tourism industry.

Recently, Iran has progressed in the areas of infertility, stem cells, cardiac and eye surgery, plastic cosmetic surgery, the diagnosis and treatment of various types of cancer, and also the presence of hot springs and salt domes, saltwater lakes and mud treatments is active in 41 The country in the field of medical tourism in the world. The medical tourism industry in Iran, despite the high quality of medical care and low cost, has not yet taken its place in the global market due to the lack of proper advertising and codified planning, and has taken the first steps. The growth of the tourism industry in the world is about 25%, which is not even the automotive industry. In Iran, unfortunately, due to the involvement of brokers in the industry and the provision of non-certified and non-standard services in 2016 and 2017, the number of foreign medical tourists decreased. In 2018, due to fluctuations and an increase in exchange rates, the number of tourists increased.

The advancement of the medical tourism field is provided a million medical tourists and about 6 milliard Euro annually for the country.

Medical tourists are more than those from Azerbaijan, Iraq, Afghanistan, Syria, Lebanon, Bahrain and Turkey, and over the past decade Iran has had a 20-25% advancement in medical tourism.

The number of hospitals that registered foreign health information in the medical tourism system is 322, of which 154 were approved by university experts or conditional approvals, and IPD permits were issued to them.

From the 154 hospitals that welcome medical tourists, 121 of them were licensed for one year and 33 of them were licensed for six months for medical tourism, and the number of surgical clinics applying for admission to international patients was 27, and the number of infertility clinics in the international admission unit was 5 cases.



Medical Tourism Industry In Yazd Province

Yazd province, as one of the sides of the Golden Triangle of Tourism of Iran, utilizes appropriate health and medical capacities, as well as having experienced doctors and experts, has a good place to develop medical tourism. In Yazd province, 19 governmental and nongovernmental hospitals provide patients with the highest rates of patients admitted to these centers from southern and southeast provinces of the country.

Compliance with medical tariffs in governmental and private sectors and respect for the rights of non-native patients is one of the reasons for the prosperity of medical tourism in Yazd province. In this regard, 6 hospitals have received permits related to the launch of the medical tourism sector and are providing services to patients from neighboring provinces as well as those from the countries near Persian Gulf, Iraq, and Pakistan.

The globalization of Yazd city and the enjoyment of religious sites, numerous monuments and unique attractions such as desert and mountains on the one hand, and the presence of physicians and well-equipped medical centers, provided the prosperity of medical tourism in the province. In this way, undoubtedly, Yazd can be considered as one of the most important goals of cheap medical tourism not only in the center of Iran, but also in the Middle East.

The historic city of Yazd, apart from its heritage attractions and its diverse climate, is also a suitable city for tourists in the medical field. There are 545 doctors, 915 general practitioners, 300 dental practitioners as well as 15 state hospitals in the field of medical services in the country.

The same capacity and potential have made the medical centers of Yazd province throughout the country from the corners of the country, especially from neighboring provinces, hosting thousands of tourists who travel to this historic city daily. Of course, treatment of infertility and heart surgery has its own special interest in Yazd province. Many people know the Yazd Therapeutic Tourism Center with the Yazd Infertility Center, which is the center of the first infertility treatment center in Iran and the Middle East, and patients from other countries travel to Yazd for treatment.

Undoubtedly, international information, the development of transport fleet, the establishment of welfare centers and accommodation in accordance with international standards of the necessities of tourism, which can be achieved by the many benefits of this growing industry in terms of employment, quality of the sector Health and economic development and exchange rate



Checking the status of the hospitals in the world and Iran

The importance and necessity of health as a basic right to life are not covered by anyone, and without a doubt health must be considered an important part of human capital. It goes without saying that economic and social conditions significantly affect the health costs of individuals. The most basic part of healthcare costs in each country is related to hospitals, and in particular to the hospital bed.

Increasing the population of the country, changing the pattern of diseases and the need to treat a variety of diseases, especially diseases such as cancers, as well as a significant shortage of hospital beds, investment, and spending on expanding the number of hospital beds, this is one of the serious issues. It is vital in the health system that this situation improves health and decreases mortality rates. Accordingly, a brief look at the status of the country's hospital beds in comparison with the countries of the world during the three-year period of 2012-2010, as well as the provincial status of this indicator in the country in 2015.

According to the World Bank's statistics, in the years 2012-2010, our country was below the world average in terms of hospital bed, while the average number of hospital beds per 1,000 population during this time period was 3.1 ;For our country, this figure equals 1.8 hospital beds per 1,000 people, and is included in the global classification over the period covered by countries such as Jamaica, Bhutan, Botswana, Jordan, Egypt and Zimbabwe in the relatively deprived countries This is the field. Meanwhile, countries such as Monaco, Germany, Ukraine, Belarus, with more than 8 hospital beds per 1,000 people, ranked highest in the world. The index for EU countries is equivalent to 5.4 beds per 1,000 people.

Checking the status of the hospitals in the world and Iran

According to the statistics and statistics of the country's statistics, in 2015 there were more than 148 thousand hospital beds throughout the country, respectively, with Tehran's hospitals with 22.1%, Khorasan Razavi province with 8.4% and Fars province with 8.1 percent of the largest hospital beds in the country. Nearly 40 percent of the total hospital beds are located in these three provinces, and on the other side of Kohgiluyeh and Boyer-Ahmad province with only 805 hospital beds from the lowest number of hospital beds in the country. But it is undeniable that the governorates are demographically disputed. There are a lot of differences.

For this reason, we use the international index of beds per thousand people to make possibility of comparisons. Accordingly, there are changes in the ranking mentioned. In fact, the province of Semnan has the best facilities with 3.8 hospital beds in the most advantageous province and, in turn, the provinces of Yazd, Tehran, Fars and East Azarbaijan are in the next category.

Not surprisingly, the Alborz province ranked the last in this ranking, it seems that this issue is most affected by its proximity to Tehran and the reliance on Tehran's facilities and infrastructure, as well as the high attraction of the country's immigrant population. It should be noted that according to the head of the Alborz University of Medical Sciences, 1,400 hospital beds have recently been added to the province's flat, which undoubtedly changed the province's per capita condition.

It should be noted that in 2015, after the province of Alborz, the provinces of Sistan and Baluchestan, Kohgiluyeh and Boyer-Ahmad, North and South Khorasan and Hormozgan are among the most deprived provinces in the country. Indeed, in this ranking, regional unbalance and uneven distribution of facilities across the country can clearly be seen in relation to the population.

The main chart of this imbalance and deprivation of the less developed countries of the country in emergencies, such as natural disasters and natural disasters.

Summary of the situation of the private and public hospitals in the country

In 2016, the total number of hospitals in the country was 954 hospitals, of which 763 hospitals were in the public sector and 191 hospitals belonged to the nongovernmental sector. The total number of beds in this year was 157,303 beds, of which 118,156 were active beds. In 1395 there were 5517 health centers, 4198 health centers and 17854 health-care homes throughout the country.

year	total		Governmental						NonGovernmental			
			University of Medical Sciences		Social Security Organization		Other government agencies and institutions		Charity		Private	
	Active Hospital	Flat bed	Active Hospital	Flat bed	Active Hospital	Flat bed	Active Hospital	Flat bed	Active Hospital	Flat bed	Active Hospital	Flat bed
2014	895	144901	100701	555	70	11804	96	12480	28	4168	146	15748
2015	899	148035	102859	562	68	11976	93	12640	30	4322	146	16238
2016	954	157303	107403	594	73	13031	97	13965	33	4906	159	19008

A survey on the latest data from the 2016 Statistical Yearbook shows that 954 hospitals in the country were built and, on average, each hospital had 165 beds. All hospitals in the provinces of Bushehr, Chahar Mahalobokhtariyah, Khorasan Junobi, Khorasan, Semnan and Sistan-Baluchestan are in government ownership. In 1395, the province of Tehran, with 58 percent of the state hospital, had the smallest share of the province among the provinces. In terms of population ratio for a hospital, the provinces of Alborz with 159,553 people and Ilam with 52,500 and 742 people have respectively most and least Share

Project usage aspect

A: Establishment of health centers included

1. Hospital
2. Specialty and Subspecialty clinics
3. Health Centers and limited surgery in the form of Specialty and Subspecialty clinics for various medical fields
4. Construction of doctors office in the form of a garden office plan

B: Paraclinical centers and clinical services such as pharmacy, laboratory, radiology, ultrasound, physiotherapy

C: Patient and companion welfare centers include hotels, restaurants and offices of tourist companies and ...

D: Health education and research centers

In addition to the above, the following specific applications can be mentioned:

- Prevention centers such as massage and relaxation
- Specialty and Subspecialty centers such as heart, cancer and infertility
- Acupuncture centers
- Elderly Medical Centers

The capabilities and advantages of specialized and specialized health services

Different quantitative and qualitative indices in public health and medical care section, special advantages of the province regarding high quality of remedial services, lower cost comparing with other provinces and even other countries (in some services such the infertility treatment), considerable expertise and experience of specialized physicians of the province, people's serious participation in the development of needed infrastructures in this section, and reputation of the Yazd physicians have made Yazd the apex of public health and medical care in the country.

Among the most important potentials and benefits of Specialist health care services, we can mention the following:

- Research and remedial centers affiliated to Medical Science University especially Infertility Research Center, Heart Research Center and Diabetes Research Center of the province
- Relatively equipped hospitals and remedial centers in the cities and the province capital
- Capable faculty members with appropriate academic degrees
- Geographical situation of Yazd province and potential of being considered as determined province for neighboring provinces and the South-East provinces of the country in emergency conditions

High capacity of the private section in offering suitable remedial services and offering specialized and ultra-specialized services and high capacity of the province's hospitals

Physical Progress And Project Phases

Project Status:

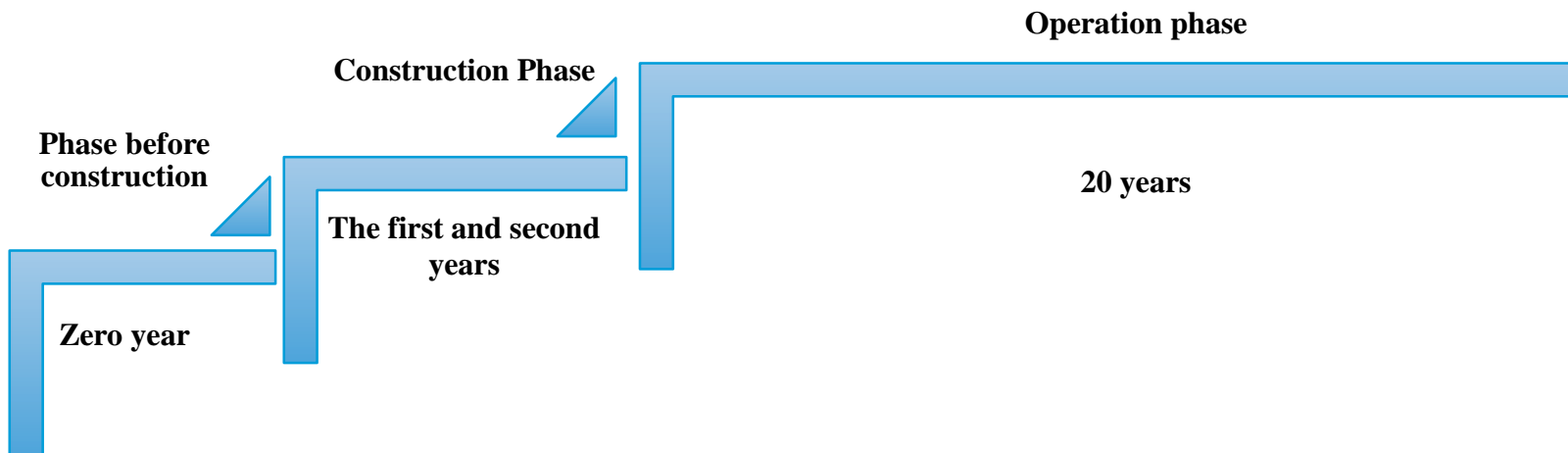
Studies conducted for the project:

Economic Feasibility studies have been carried out.

Measures taken: All licenses have been obtained and the project is being funded at Baghshahr Kowsar.

The executive operations of the collection are formed in the first and second years. In the first year, ownership costs, pre-production costs, 60% of landscaping operations, 60% of construction operations and 40% of installation operations. The following year, 40% of the rest of the landscaping, 40% of the rest of the construction and 60% of the rest of the Installations will be done. From the fourth year, the complex will be exploited and the exploitation period is considered for 20 years.

The plot is provided to the Kowsar Institute in Yazd in order to be transferred to the appropriate investor.



Project Finance Plan

Estimated fixed investment (capital costs)

Description	Done (million Rials)	Required (million Rials)	Total sum (million Rials)
Land	1000000	0	1000000
landscaping	0		0
Building	0	6000000	6000000
The facility	0		0
Equipment, machinery	0	2000000	2000000
Costs before operation	0		0
Miscellaneous and unpredictable	0	2000000	2000000
Total fixed investment costs	1000000	10000000	11000000
capital in circulation	0	100000	100000
Total investment costs	1000000	10100000	11100000

The land for this project is 200000 square meter and the infrastructure is 120000 square meters.

Fixed And Variable Costs

NO.	subject	Fixed cost	fixed cost (million Rials)	Variable cost	Variable cost (million Rials)	Total costs (million Rials)
1	Row material	%0	0	%100	1084984	1084984
2	Service staff salary & wage	%0	364560	%30	156240	520800
3	Water, electricity, fuel and telecommunication	%20	6500	%80	26000	32500
4	Repair and Maintenance	%20	2110	%80	8442	10552
5	Depreciation	%100	44391	%0	0	44391
6	Marketing and Advertisement	%0	0	%100	23400	23400
7	Other unforeseen expenses	%0	0	%100	85831	85831
Total		-	417561		1384897	1802458

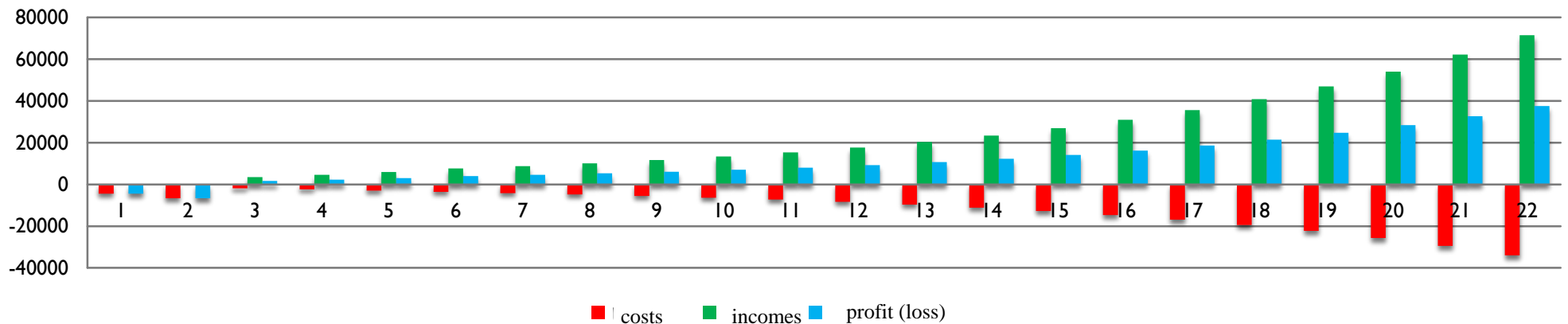
Revenue Estimation

income items	number	Avarage of income	Annual income (million Rials)
	capacity	(thousand Rials)	
Patient Referral	250000	12000	3000000
Use of accommodation, hotel and catering services	400000	2000	800000
total	-	--	3800000

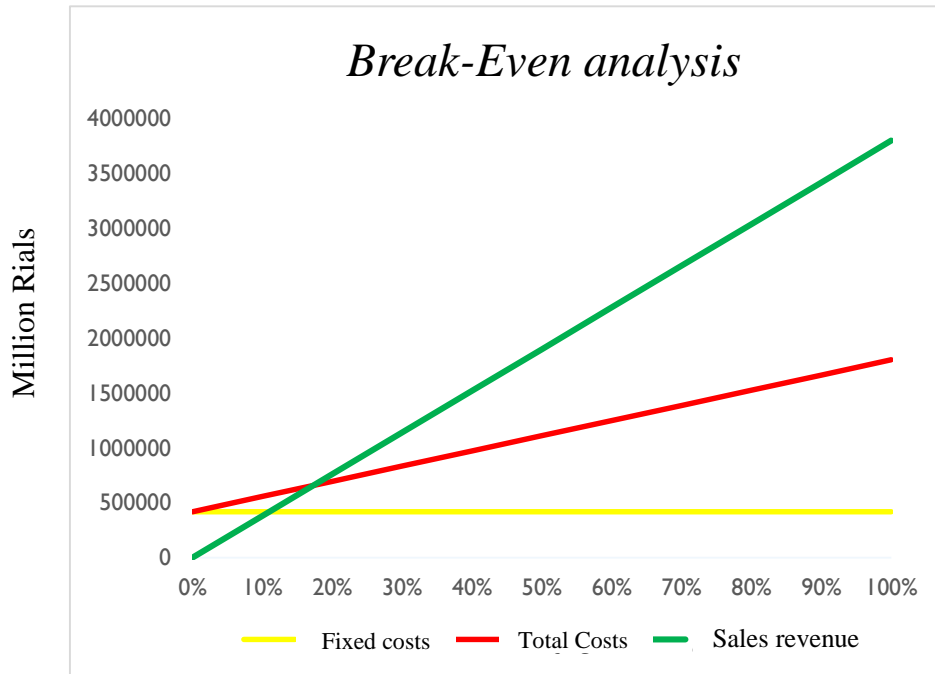
Project Cash Flow

year	Construction Phase		Operation phase																			
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
capacity	0%	0%	70%	80%	90%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
incomes	0	0	3518	4623	5982	7643	8790	10108	11624	13368	15373	17679	20331	23381	26888	30921	35559	40893	47027	54081	62193	71522
costs	-4400	-6600	-1834	-2320	-2910	-3625	-4169	-4795	-5514	-6341	-7292	-8386	-9644	-11090	-12754	-14667	-16867	-19397	-22306	-25652	-29500	-33925
Profit (loss)	-4400	-6600	1684	2303	3071	4018	4620	5314	6111	7027	8081	9293	10687	12290	14134	16254	18692	21496	24720	28429	32693	37597
Cumulative Cash Flow	-4400	-11000	-9316	-7013	-3942	76	4696	10010	16120	23148	31229	40522	51209	63500	77634	93888	112580	134076	158797	187225	219918	257515

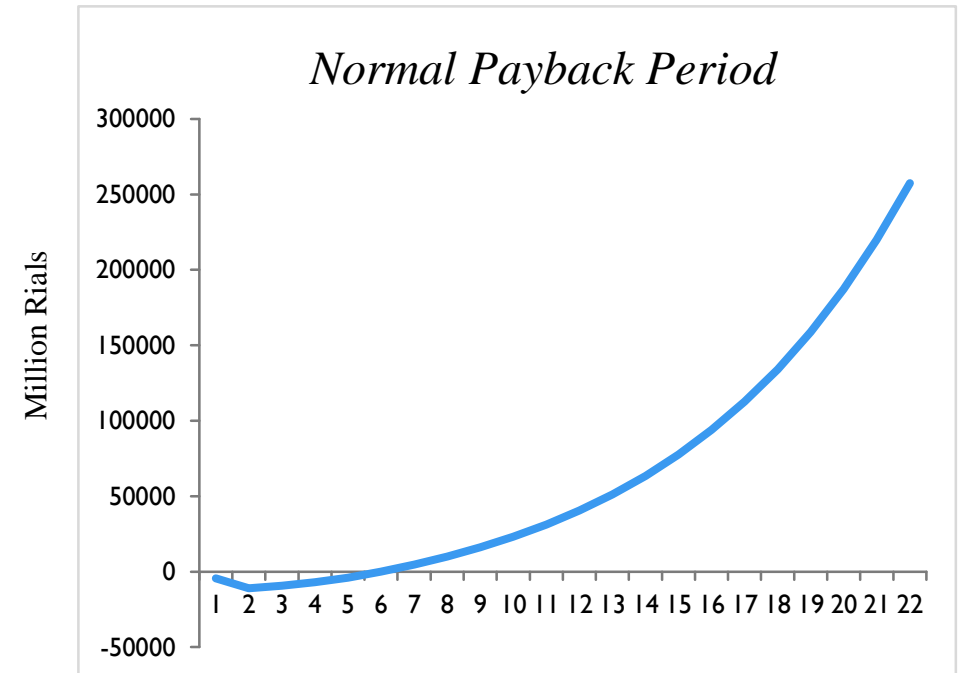
Project cash flow (20 years of operation)



Economic Indicators



At the full capacity of the project, a break-even point will be realized at 17% of production or revenue.



After 5.5 years, the total capital is reversible.

Summary Of Economics Issues

Type of Activity	International Standard Industrial Classification (ISIC Code)	product name	Nominal capacity (unit)
Services	Hospital, office , etc	Health village	800 units
Runtime period	Fix investment (million Rials)	Variable investment (million Rials)	Human resources
4 years	11000000	100000	400
Internal rate of return (IRR)	Net present value (million Rials) At a discount rate of 20%	Owners share (million Rials)	Benefit-cost ratio *B/C
33.2%	11699	2220000	1.63

• 5.5years



Payback

- 0.097million Euro (per euro 120000 rials)
- discount rate : 20%



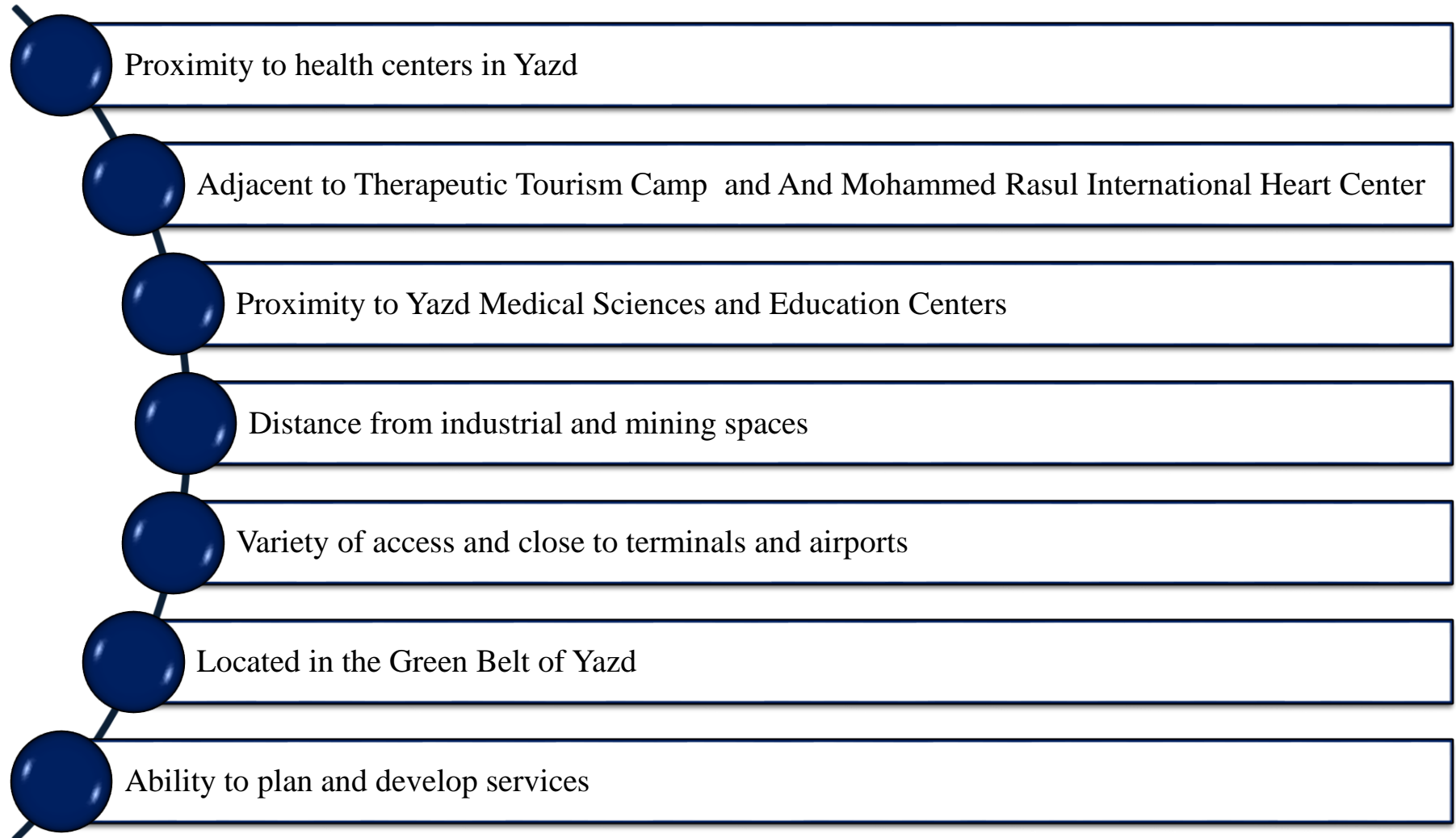
NPV

• 33.2%

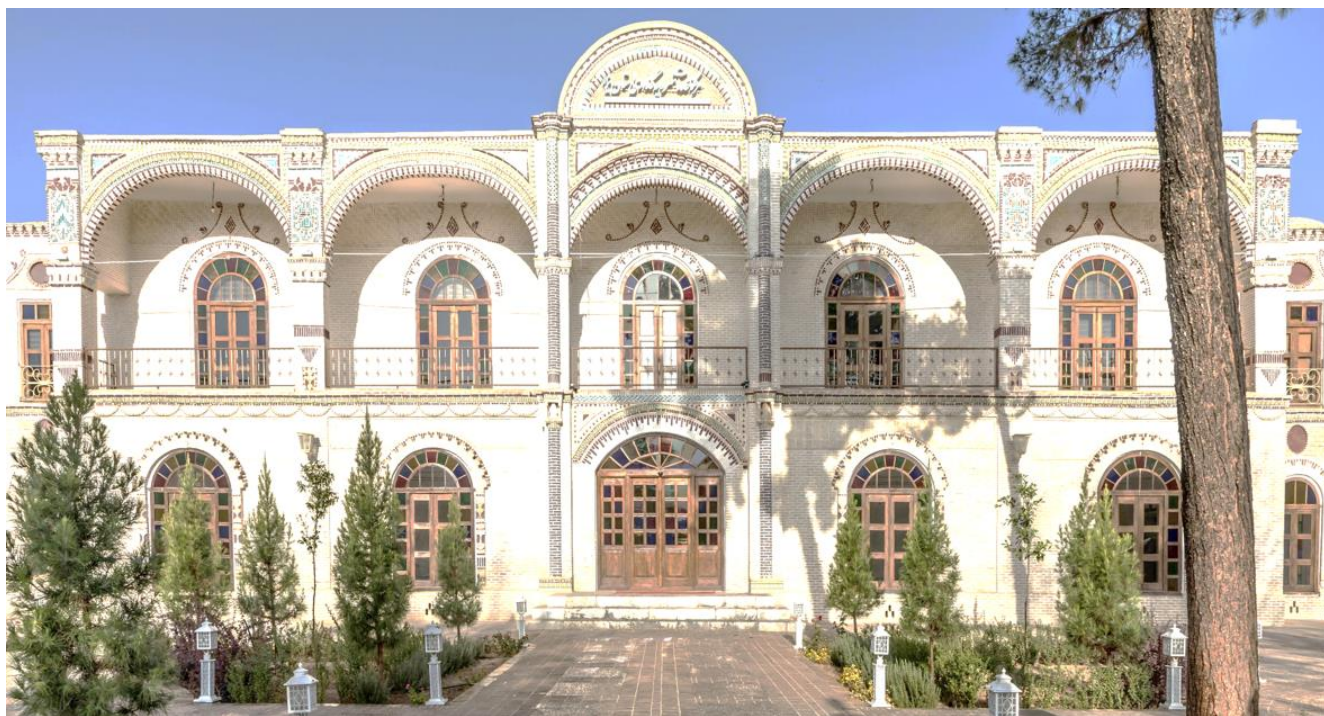


IRR

Incentives, Specifications And Privileges Of The Project



Take Advantage Turn to Yazd



**Yazd Investment Services Center is ready to facilitate
and expedite your investment
process.www.investinyazd.ir**