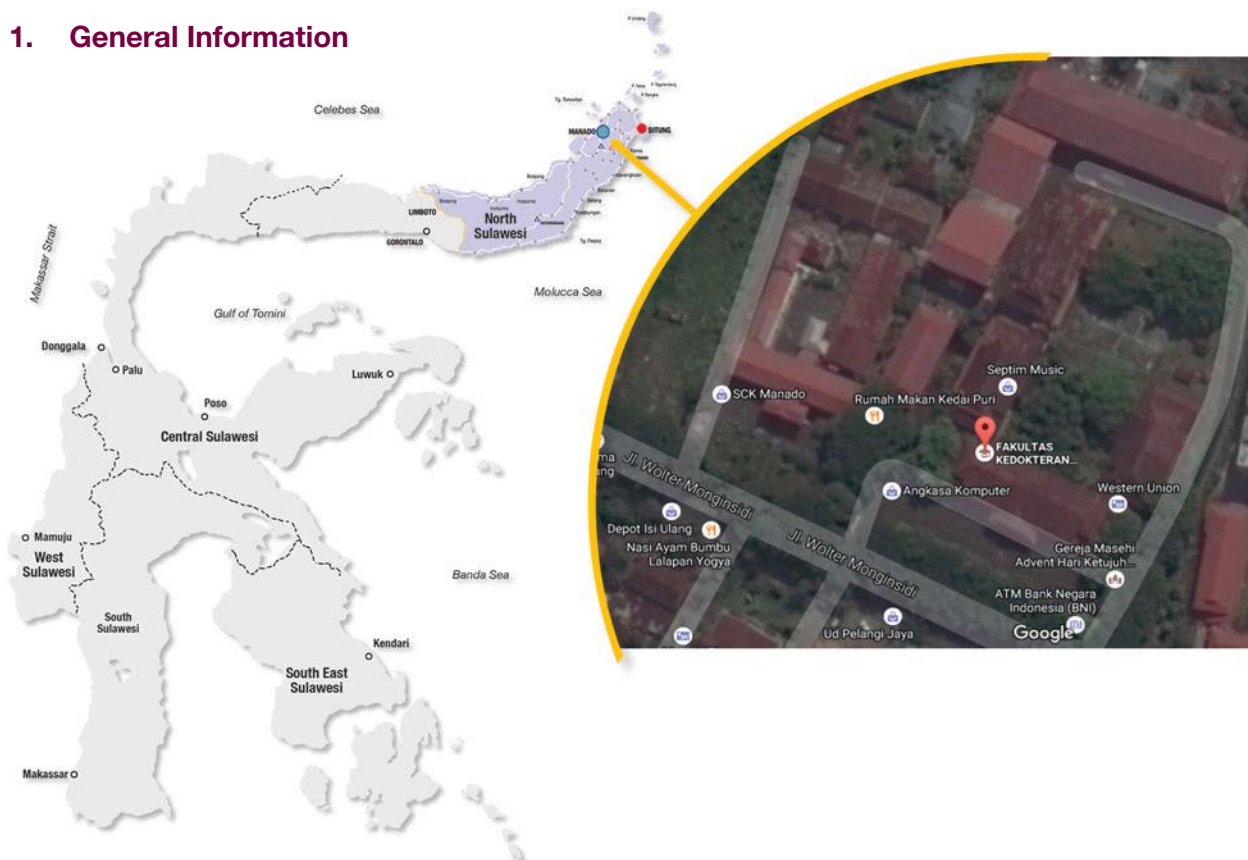


SAM RATULANGI TEACHING HOSPITAL, NORTH SULAWESI

1. General Information



Government Contracting Agency	: Ministry of Research, Technology and Higher Education
Implementing Unit	: University of Sam Ratulangi
Preparation Agency	: 1. University of Sam Ratulangi 2. Ministry of National Development Planning
Estimated Project Cost	: USD 28.70 million
Estimated Concession Period	: 20 years
Location	: Manado, North Sulawesi

2. The Opportunity

2.1. Project Background

Sam Ratulangi Teaching Hospital is planned to support medical student in education and medical research matters in University of Sam Ratulangi. Furthermore, for locals, the hospital could be one of their options in health services. Given the fact that patients have outnumbered the existing hospitals in North Sulawesi such as Kandou Hospital, Siloam Hospital, Pancaran Kasih Hospital, Advent Hospital, the development of this hospital could

be a complement in providing health services. Accordingly, based on economic and financial criteria, this hospital will provide benefits for locals for improvement of public health services.

2.2. Project Description

Government Regulation No. 93/2015 stated, that teaching hospital has four functions: health service, education, medical research, and dentistry. Moreover, hospital will provide doctor who is required in the learning process because they can acknowledge students, give sustainable exercises or even tutor them privately in order to be a decent doctor, dentist and other health examiners. Therefore, Sam Ratulangi Teaching Hospital would be determined as one of the Teaching Hospital in Indonesia that is initiated by Ministry of Research, Technology and Higher Education and the private consortium.

The hospital has seven levels building and laid on local government land. It will be occupied by up to 341 outpatients each day and around 4 inpatients every single day. In this case, the hospital approxiamally will have the hospital has 100 beds in the first year and will be added to 243 beds in the seven years.

2.3. Project Objectives

The purposes of the project are to be an excellent hospital which arrange complex education and research in term of Professional Study Program, Clinical Practice, and other support medical treatment such as rehabilitation.

The government also plans to endorse Sam Ratulangi Teaching Hospital as one of the best hospital in town. By doing so, local people will gain high quality health service. Moreover, it will boost up economic empowerment in North Sulawesi through the medical world.

3. Business Entity's Opportunity

University of Sam Ratulangi will delegate their human resources to manage the hospital including the doctors. Meanwhile, private partner shall be responsible to finance for repairment of the existing building, construct the other building, supply the equipment of the hospital and maintain the hospital building and also the hospital equipment. The revenue of this project is gaining from inpatient and outpatient tariff, laboratory, pharmacy, radiology, physiotherapy. Moreover, there is a potential of non-operating revenue such as parking lot retribution, ATM spot, and cafeteria.

4. Project Technical Specification

The technical specifications for Sam Ratulangi Teaching Hospital are as follows:

- Sam Ratulangi Teaching Hospital is expected to have at least 13 areas of specialties
 - Classification Class B Hospital
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SAM RATULANGI TEACHING HOSPITAL, NORTH SULAWESI

- Number of outpatient at Sam Ratulangi Teaching Hospital a year is approximately 20% of total population in Manado.
- Number of Inpatient at Sam Ratulangi Teaching Hospital a year is approximately 20% from outpatients.
- Sam Ratulangi Teaching Hospital will be divided into three main buildings: Polyclinic Building, Emergency Department, and Inpatient Department.

5. Environmental Impact Assessment (AMDAL) Findings

This project already had an Environmental Impact Assessment (AMDAL) in 2008. However, as recommendation from Badan Lingkungan Hidup Daerah (BLHD) Manado in August 2012, it is required a new AMDAL document which is suitable with recent condition for Sam Ratulangi Teaching Hospital.

6. Land Acquisition and Resettlement Action Plan

There is no land acquisition and resettlement needed because the project is located on land owned by University of Sam Ratulangi.

7. Project Structure

Estimated project cost	USD 28.70 million
Indicative debt to equity	
- Debt level	70%
- Equity level	30%
FIRR	10.85%

8. Government Support and Government Guarantee

The project might require government guarantee in term of risk mitigation for payment risk and political risk since it is planned to have bank's loan. However, the necessity and applicability of the government support and guarantee will be identified and specified in the subsequent studies.

9. Project Implementation Schedule



10. Contact Information

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