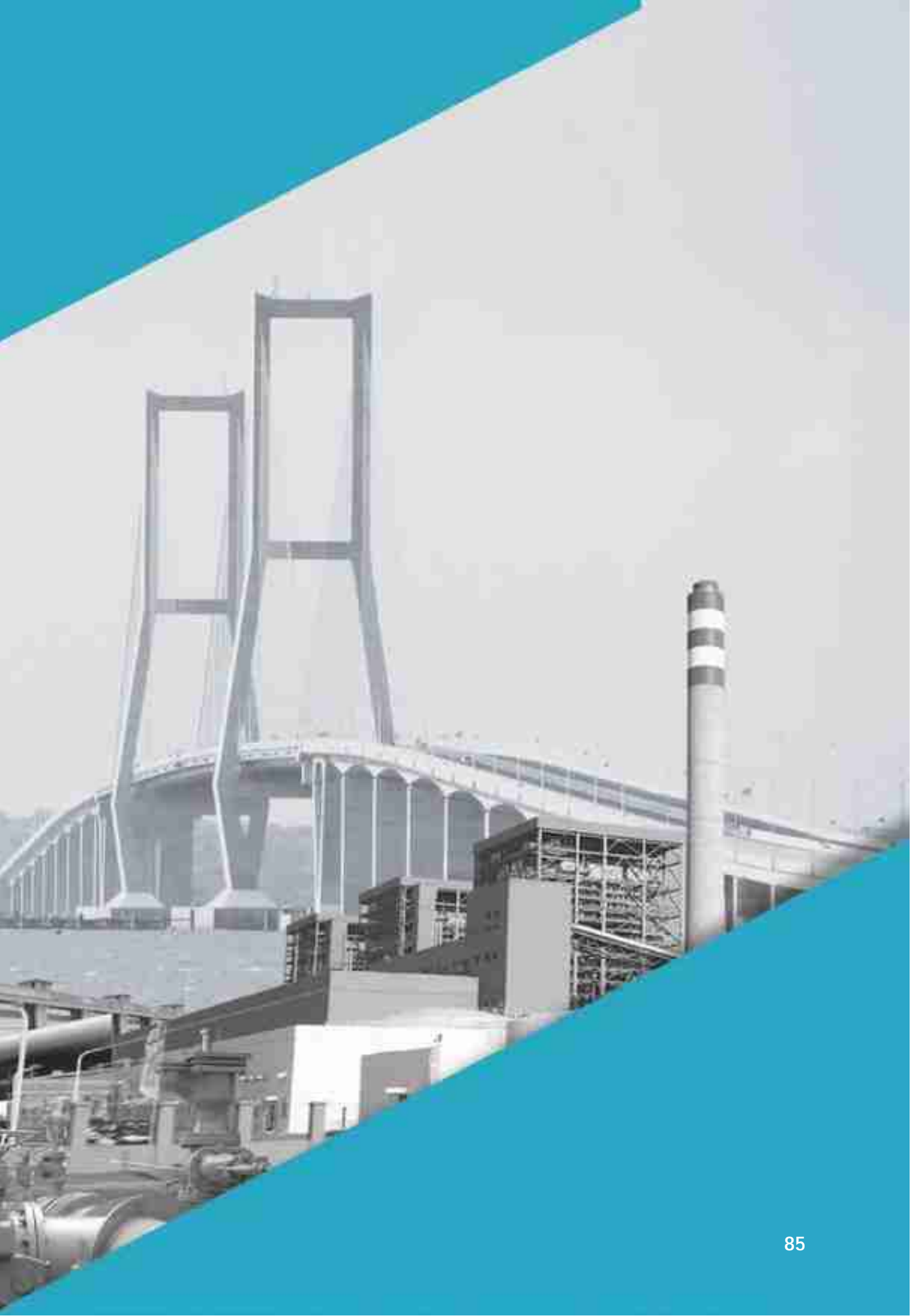


Education Research and Development Sector

1. University of Sam Ratulangi
Teaching Hospital





UNIVERSITY OF SAM RATULANGI TEACHING HOSPITAL

LOCATION: North Sulawesi

Sector: Education



Sub-Sector: Teaching Hospital

Description:

Teaching hospital will provide doctor who required in the learning process because they can acknowledge students, giving sustainable exercises or even tutoring them privately in order to be a decent doctor, dentist and other health examiners.

Estimated Project Cost : USD 28.7 Million

Financial Feasibility:

FIRR : 10.85 %

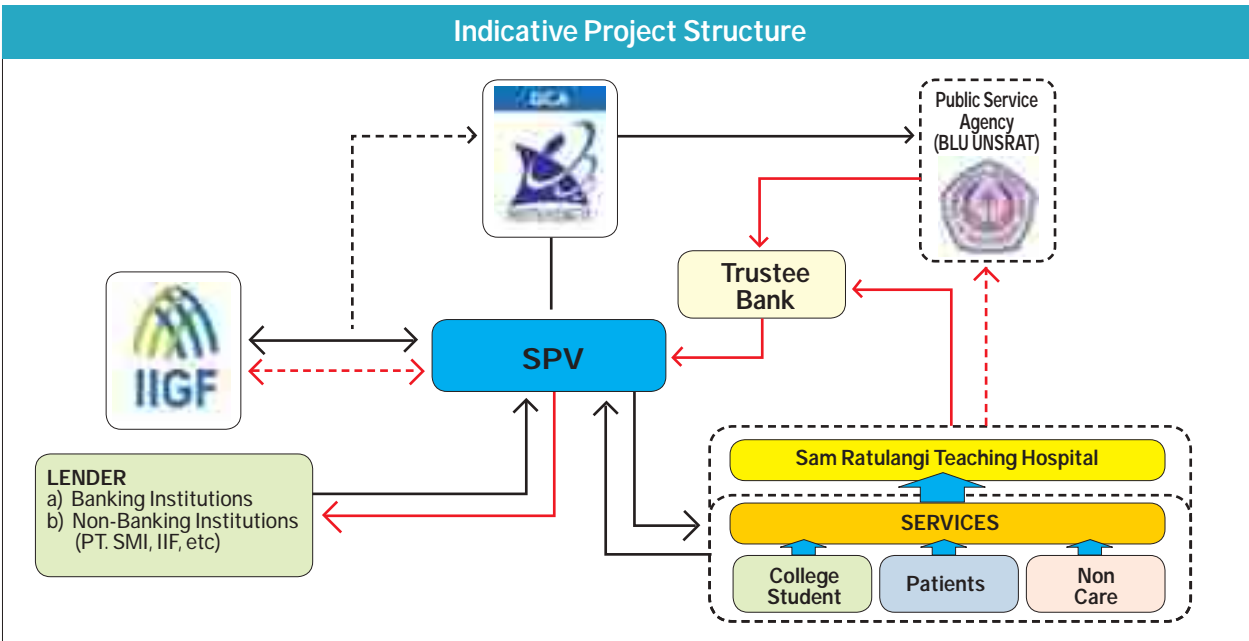
NPV : USD 1.8 Million

Estimated Concession Period : 20 Years

Government Contracting Agency : Minister of Research, Technology and Higher Education

Contact Person : Ali Ghufron Mukti; +62-21-57946605;

e-mail : ghufronmukti@yahoo.com



DIGEST PROJECTS

Project Title	: University of Sam Ratulangi Teaching Hospital
Government Contracting Agency	: Minister of Research, Technology and Higher Education of the Republic of Indonesia
Implementing Unit	: University of Sam Ratulangi
Preparation Agency	: 1. University of Sam Ratulangi
	2. Ministry of National Development Planning
Estimated Project Cost	: USD 28.7 Million
Estimated Concession Period	: 20 years
Location	: Manado, North Sulawesi

1. Project Picture (Map and/or Illustration of Project)



2. The Opportunity

2.1. Project Background

Sam Ratulangi Teaching Hospital is planned to support medicine student for 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 were out numbered in existing hospitals in North Sulawesi such as Kandou Hospital, Siloam Hospital, Pancaran Kasih Hospital, Advent Hospital, the development of this hospital could overcome this problem 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 have these three functions: health service, education, medical research, and dentistry. Moreover, hospital will provide doctor who required in the learning process because they can acknowledge students, giving sustainable exercises or even tutoring 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 initiated by Ministry of Research, Technology and Higher Education and the private consortium.

The hospital has six levels building and laid on local government land. It occupied by up to 300 out patients each day and around 130 inpatients every single day. In this case approximately the hospital has 100 beds in the first year and increase to 250 beds in the seven years.

2.3. Project Objectives

The purposes of the project are to be an excel hospital which arrange complex education and research in term of Professional Study Program, Clinical Practice, and other support medic profession like 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 promote school of medicine and economic empowerment in North Sulawesi throughout the medical world.

3. Business Entity's Opportunity

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

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

5. Environmental Impact Assessment (AMDAL) Findings

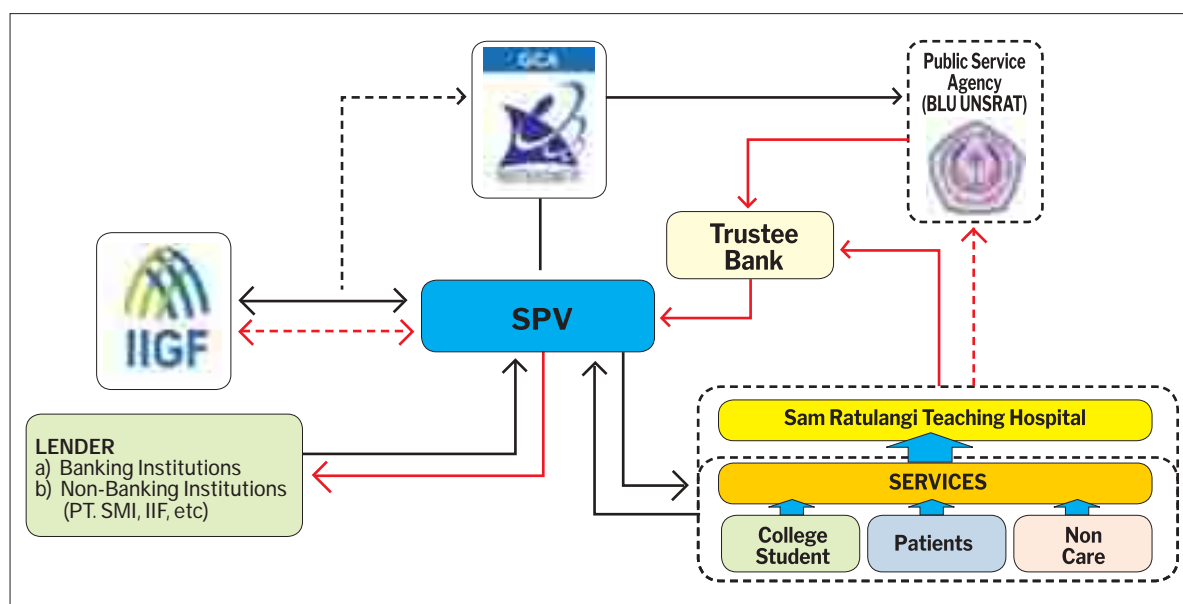
This project already had an Environmental Impact Assessment (AMDAL) in 2008. However, as recommendation from Badan Lingkungan Hidup Daerah (BLHD) Manado in August 2012, it is required a new document AMDAL which suitable with recent condition for Sam Ratulangi Teaching Hospital.

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 28.7 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 politic 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

Indicative project implementation schedule for Sam Ratulangi Teaching Hospital



10. Contact Information

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