



Nepal Investment Summit 2024



Government of Nepal
Investment Board Nepal

Request for Expression of Interest (EOI)

**Project Name: Gautam Buddha Maternity Hospital
Project**

EoI No.: NIS2024/IBN/EoI-12

First Date of EoI Publication: 28th April 2024



ABBREVIATIONS

EOI	Expression of Interest
GoN	Government of Nepal
IBN	Investment Board Nepal
JV	Joint Venture
NIS	Nepal Investment Summit
OIBN	Office of the Investment Board Nepal
PPP	Public-Private Partnership
RfP	Request for Proposal

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1. BRIEF DESCRIPTION

Investment Board Nepal is a high-powered agency chaired by Rt. Hon. Prime Minister established as a nodal agency for Public Private Partnership (PPP) and investment promotion in Nepal. Since its establishment, IBN has played an instrumental role in implementing transformative infrastructure projects fundamental to bolstering socio-economic development of the country. IBN has provided investment approvals – for both Public-Private Partnership and direct Private Investment projects. Being guided by the long-term vision (2043), the 15th Plan, and other subsequent policies of the Government of Nepal; and international commitments such as Sustainable Development Goals, IBN has been developing credible and bankable projects to garner investment.

The Third Nepal Investment Summit is scheduled for 28th & 29th April 2024. The main objective of the Summit is to promote Nepal as a promising investment destination and to attract domestic and foreign direct investment in various sectors. The summit is expected to bring together prominent national and international speakers, dignitaries, sector specific experts and high-level government officials. During the Summit, various projects shall also be showcased to existing and new investors and developers.

A rigorous exercise has been undertaken to collect, evaluate, screen, and prepare projects for solicitation through EoI, market sounding, and showcasing other projects at different stages in pipeline. This expression of interest is issued at the NIS 2024 as per the Clause 16 of the Public Private Partnership and Investment Regulation 2077. The summit will also be an opportune venue for developers to meet potential investors for equity and debt portions in projects.

Among the projects selected for solicitation, Gautam Buddha Maternity Hospital Project is also one. The Gautam Buddha Maternity Hospital Project is being developed by Office of Investment Board Nepal and this project is identified to have significant potential in the field of medical tourism due to various factors such as the country's natural beauty, diverse climatic conditions, and cost-effective healthcare services. With the prospects of catering to medical tourists visiting the renowned Lumbini Heritage Site, the Gautam Buddha Maternity Hospital project in Lumbini Province aims to create a state-of-the-art healthcare facility specializing in maternity services, attracting medical tourists to boost healthcare and tourism revenue. This involves building modern infrastructure, including Mayadevi wellness center, meeting international standards for advanced healthcare.

A brief introductory description of the projects is attached to this document.

2. BIDDING PROCESS SCHEDULE

The OIBN shall adhere (tentatively) to the following schedule to evaluate and shortlist from the EOI received for the Request for Proposal.

EOI issue Date: 28th April 2024

Last date of submission of EOI: 2nd June 2024, 12:00 Noon (Nepal Standard Time)

EOI opening date and place: 2nd June 2024, 1:00 PM (Nepal Standard Time), OIBN

Application Evaluation result: 4th August 2024

Interested parties are requested to submit their EOI along with all necessary documents online at www.eoi.investinnepal.gov.np.

Contact Details:

Name of Agency: Office of Investment Board Nepal

Address: ICC Complex, New Baneshwor, Kathmandu

Phone no.: +977-01-4575277, +977-1-14575278; Fax: +977-1-4575281

Email address: info@ibn.gov.np; website: www.ibn.gov.np



The details of the project structuring will be done before the RfP is issued and the details will be provided with the RfP document. OIBN reserves the right to shortlist or not to shortlist any or all of the applicant(s) without assigning any reason whatsoever. A pre-bid conference shall be held only at the RfP stage.

3. PRE-QUALIFYING CRITERIA

The applicants must meet the following pre-qualifying criteria to be considered for further evaluation and shortlisting:

- a) Minimum of 10 years of experience of the applicant or lead partner in case of JV/consortium in developing and operating hospitals of at least 200 beds.
- b) Must have completed construction of at least one of such hospitals in the past 5 years whose project cost is not less than NPR 1.5 billion.
- c) Net worth of the applicant should be equivalent to at least NPR 1.5 billion as per the last fiscal year's audited balance sheet. In the case of JV/Consortium, the net worth will be calculated based on the percentage share as mentioned in the JV agreement or MOU. If no such share is indicated, the net worth of the lead firm will be considered.

Note: The currency exchange rate of the first date of EOI publication will be considered for conversion of net worth and project scale if reported in currency other than Nepali Rupees.

4. APPLICATION PROCEDURE

The developer/investor who meets the above pre-qualifying criteria can make the application for the project.

- a) Application may be made by a single entity or a group of entities (Consortium or JV) comprising up to three different companies/parties including a lead member.
- b) A consortium/JV may fulfil the pre-qualifying criteria in a joint /cumulative manner, except for the number of years of work experience.
- c) A non-refundable fee of NPR 150,000 shall be payable for each application (PPPIR 2077, Clause 17 (3)) at the time of making the application. Any application submitted without the proof of payment of the fee will be considered non-compliant.
- d) The fee must be deposited or electronically transferred to the following bank account of OIBN:

Account No.: 1420100102100001

Account Name: OFFICE OF THE INVESTMENT BOARD

Bank name: Rastriya Banijya Bank (RBB)

Bank Branch: Baneshwor

SWIFT Code: RBBANPKA

- e) Please use "Company name_Project name" as the reference code for the payment made in the case of the online payment.
- f) After payment of the fee is made, the OIBN shall assign a focal person and may provide additional documents or information relevant to the project (if available).
- g) Applicants should submit the EOI with all required documents online by 2nd June 2024 (12:00 PM Nepal Standard Time).
- h) The Government of Nepal (OIBN or relevant government) shall review the proposal and ask additional information if required.



Note: If the corruption case is being filed to Court against the Natural Person or Board of Director of the firm/institution /company or any partner of JV, such Natural Person or Board of Director of the firm/institution /company or any partner of JV such consultant's proposal shall be excluded during the evaluation.

5. CHECKLIST

Clause 17 of the PPPIR 2077 mentions that the interested investor shall acquire the request for expression of interest from the concerned agency or website and submit the documents as mentioned in the request for proposal document. Following documents and information must be submitted while submitting the EoI.

1. Notarized copy/ies of VAT/PAN registration certificate (for national developer) and official company registration certificate (for international developer).
2. Detailed profile of the developers/investors, including profile of senior management team, and annual report audited financial statements for at least past three years, latest tax clearance certificate.
3. Where the interested party is considering potential consortium partners, an indication of such intention and details of potential consortium partners (to the extent known). The interested party should clearly state the role of the consortium members and detail the scope they would intend to deliver, for example, design services, construction and commissioning services, facilities management services.
4. Evidence of power of attorney.
5. Project concept, plan, and information on financial, economic, social, technical, and environmental feasibility.
6. Method of project implementation, project development modality and work schedule.
7. Business plan with basic financial statements
8. Financial arrangement and source of investment
9. Self-declaration letter on validity and accuracy of the projects and details submitted and corruption charges and against corruption charges.
10. Expected support from GoN, if any.
11. All the documents need to be properly signed and stamped.
12. Other relevant information, if any.

Brief Project Description

1	Project Name	Gautam Buddha Maternity Hospital Project
2	Background	<p>Nepal has been identified to have significant potential in the field of medical tourism due to various factors such as the country's natural beauty, diverse climatic conditions, and cost-effective healthcare services. With the prospects of catering to medical tourists visiting the renowned Lumbini Heritage Site, the Gautam Buddha Maternity Hospital project in Lumbini Province aims to create a state-of-the-art healthcare facility specializing in maternity services, attracting medical tourists to boost healthcare and tourism revenue. This involves building modern infrastructure, including Mayadevi wellness center, meeting international standards for advanced healthcare.</p> <p>Sector: Health and Tourism</p> <p>Location: Ward No. 9, Lumbini Sanskritik Municipality, Rupandehi District, Lumbini Province, Nepal</p> <p>Area: 5.75 ha</p> <p>Objectives:</p> <ul style="list-style-type: none"> • To develop a 200-bed state-of-the-art healthcare facility. • To offer affordable, holistic, and patient-centric healthcare. • To promote medical tourism, focusing on maternity and related services. • To capture the essence of giving birth at the birthplace of Gautam Buddha. <p>Project Justification:</p> <ul style="list-style-type: none"> • Based on the pressing need for comprehensive healthcare services in Lumbini Province. • Limited healthcare facilities and critical health indicators such as high maternal mortality rates and inadequate institutional delivery services highlight the necessity. • Consideration of local population health needs. • Ensures financial viability. • Addresses healthcare gaps.
3	Salient Features	<ul style="list-style-type: none"> • 200 bed health care facility • Minimum space per bed: 55 m² • Three story main hospital buildings • 3 separate zones (Hospital, Wellness and Guest) • Delivery cases Gautam Buddha Maternity Hospital can handle: 9800 per year • OPD cases Gautam Buddha Maternity Hospital can handle: 120,000 per year

4	Project Components	<ul style="list-style-type: none"> • Hospital (Medical specialty center) • Hospital services: <ul style="list-style-type: none"> ○ Obstetrics and Gynecology ○ Pediatric ○ IVF (Invitro Fertilization) ○ Cardiology ○ Neurology ○ Pulmonology ○ Orthopedics ○ Urology • Antenatal and neonatal care service unit • Wellness center (Mayadevi wellness and meditation center) • Supporting medical infrastructures (laboratory, diagnostic services, blood bank service, etc.) • Guest house/apartment • Administrative building • Cafeteria • Pharmacies • Staff quarters • Parking spaces 												
5	Benefits	<ul style="list-style-type: none"> • 10% of the beds allocated for the free treatment for poor, marginalized and disadvantaged • Employment opportunity during construction and operation phase 												
6	Project Outcome	<ul style="list-style-type: none"> • Enhanced health infrastructure • Improved healthcare access • Reduction in maternal mortality • Promotion of medical tourism • Increase in tourism 												
7	Financial Indicators	<table border="1"> <tr> <td data-bbox="628 1375 938 1563">Estimated Project Cost (NPR)</td> <td data-bbox="938 1375 1396 1563">NPR 3.6 billion USD 27.5 million (USD 1 = NPR 130.90, August 2023)</td> </tr> <tr> <td data-bbox="628 1563 938 1615">Project IRR (%)</td> <td data-bbox="938 1563 1396 1615">13.2</td> </tr> <tr> <td data-bbox="628 1615 938 1666">NPV (NPR)</td> <td data-bbox="938 1615 1396 1666">NPR 4.26 billion</td> </tr> <tr> <td data-bbox="628 1666 938 1718">Pay-back period (years)</td> <td data-bbox="938 1666 1396 1718">12</td> </tr> <tr> <td data-bbox="628 1718 938 1769">Benefit Cost Ratio</td> <td data-bbox="938 1718 1396 1769">1.51</td> </tr> <tr> <td data-bbox="628 1769 938 1818">Debt to Equity Ratio</td> <td data-bbox="938 1769 1396 1818">70:30</td> </tr> </table>	Estimated Project Cost (NPR)	NPR 3.6 billion USD 27.5 million (USD 1 = NPR 130.90, August 2023)	Project IRR (%)	13.2	NPV (NPR)	NPR 4.26 billion	Pay-back period (years)	12	Benefit Cost Ratio	1.51	Debt to Equity Ratio	70:30
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	Project Implementation Modality	Role of Government <ul style="list-style-type: none">• Provision of government land, land acquisition and facilitation• Facilitating legal approvals/permits• Review and monitoring
9	Project Implementation Timeline	Draft Pre-Feasibility Study (PFS) Report has been prepared. Preliminary Environmental Assessment has been conducted during the PFS.
10	Relevant Agencies	<ul style="list-style-type: none">• Investment Board of Nepal• Ministry of Health & Population• Ministry of Urban Development• Ministry of Culture, Tourism and Civil Aviation• Government of Lumbini Province• Lumbini Sanskritik Municipality
12	Additional Information	<ul style="list-style-type: none">• Approx. 250,000 visitors at Lumbini in 2022