



IRINGA MULTISALES NETWORK

“Commission Agents and Auctioneers”

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IRINGA INTERNATIONAL SPECIALIZED MEDICAL CITY (IISMC)

Kilolo – Iringa – Tanzania

Slogan: “Saving Lives, Building Health Across Africa”

EXECUTIVE SUMMARY

Iringa International Specialized Medical City (IISMC) is a flagship healthcare infrastructure project designed to establish a **world-class, multi-specialty medical hub** in Tanzania.

The project aims to address the critical shortage of advanced medical services in the country and across East and Southern Africa, while positioning Tanzania as a destination for **medical excellence and medical tourism**.

The development will be implemented on approximately **25+ acres of land in Kilolo District, Iringa Region**, with phased expansion into a fully integrated medical city.

PROJECT CAPACITY

Hospital Capacity: **150 – 300 beds (expandable)**

Outpatient Capacity: **300 – 800 patients per day**

Operating Theatres: **5 – 12 theatres**

ICU Capacity: **20 – 50 beds**

Dialysis Units: **15 – 40 units**

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MARKET OPPORTUNITY

Tanzania continues to experience a growing burden of **non-communicable diseases (NCDs)** alongside limited access to specialized treatment.

Thousands of patients are referred annually to countries such as India, UAE, Turkey, South Africa, and the United States, resulting in:

- ✚ High foreign exchange outflow
- ✚ Delayed treatment
- ✚ Increased mortality rates

IISMC will capture this unmet demand and localize high-value healthcare services.

COMPETITIVE ADVANTAGE

IISMC will differentiate itself through:

- ✚ Strategic central location within Tanzania
- ✚ Lower treatment costs compared to international destinations
- ✚ Integrated “medical city” model (treatment + research + training)
- ✚ Strong partnerships with international specialists
- ✚ Peaceful healing environment in Kilolo

PROJECT COMPONENTS

- ✚ Advanced Diagnostic Centre (MRI, CT, Lab)
- ✚ Cardiology & Cardiac Surgery Centre
- ✚ Oncology & Cancer Treatment Centre
- ✚ Neuroscience Institute
- ✚ Renal & Transplant Centre

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- Orthopedic & Spine Centre
- Emergency & Critical Care Unit
- Medical Training & Research Institute

LOCATION ADVANTAGE

Kilolo – Iringa offers:

- Central connectivity to East & Southern Africa
- 50 km from Iringa town
- Reliable road infrastructure
- Stable utilities (electricity, water, internet)
- Expansion-ready land

BUSINESS MODEL

Revenue streams include:

- Private patient services
- Insurance (NHIF & international insurers)
- Government referrals
- Medical tourism packages
- Training & academic programs

FINANCIAL OVERVIEW

Total Investment (CAPEX)

USD **50M – 120M**, allocated as:

- Infrastructure & Construction: 40%
- Medical Equipment: 35%

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- Technology & Systems: 10%
- Licensing & Setup: 5%
- Working Capital: 10%

Revenue Projections

Annual Revenue: USD 12M – 35M

EBITDA Margin: 25% – 40%

ROI: 10% – 20%

Break-even: 5 – 8 years

IMPLEMENTATION PLAN

- Phase 1: Diagnostic & Outpatient Centre
- Phase 2: Core Specialized Units
- Phase 3: Full Medical City Expansion

REGULATORY FRAMEWORK

The project will comply with:

- Tanzania Ministry of Health regulations
- Tanzania Medicines and Medical Devices Authority (TMDA)
- NHIF accreditation requirements
- International healthcare standards (ISO / JCI – future target)

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RISK ANALYSIS

Risk	Mitigation
High capital cost	Phased development
Skilled staff shortage	International partnership
Regulatory delays	Early government engagement
Patient trust building	Branding and international accreditation

SOCIAL & ECONOMIC IMPACT

- Reduction in outbound medical travel
- Improved survival rates
- Job creation (200 – 800 jobs)
- Technology transfer
- Regional healthcare strengthening

PARTNERSHIP OPPORTUNITIES

We are seeking:

- Strategic healthcare investors
- International hospital operators
- Medical equipment partners
- Development finance institutions (DFIs)

MANAGEMENT

- Founder & Director: Richard Y. Sanga
- Advisory board to include international medical and financial experts

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CONCLUSION

IISMC represents a **once-in-a-generation opportunity** to transform healthcare delivery in Tanzania and across Africa.

Kilolo – Iringa offers a unique combination of accessibility, tranquility, and scalability—making it an ideal location for a world-class medical city.

CONTACT INFORMATION

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