Introduction:

**M/S BOTHANZI MEDICALS PRIVATE LIMITED.: -**

**M/s Bothanzi Medicals Pvt Ltd. (BMPL)** (PAN no- AAHCB7573R) is a Private Limited Company managed and controlled by its promoters / Directors, Dr Viratveer Yadav, Sh. Manish Madhukar, Sh. Bharat Sadana & Smt. Pooja Tiwari. Its CIN number is U74999DL2018PTC332100, registered with the Registrar of companies, Delhi. Its Registered Address is D-136, Inder Enclave Phase1, New Delhi-110041. The company was incorporated on 06.04.2018 to establish and run Hospitals, Health resorts, and Nursing Homes and to give consultancy to Hospitals for all Operational & Financial Matters throughout India and abroad. The company has been contributing to improving private healthcare services in India for the past many years through its consulting, advisory and management services. Starting Superspecialitiy hospitals in tier-2 and 3 are the next offerings of the company. In establishing its Ist super speciality hospital, the company is proposed to come with its speciality hospital in Palwal, Haryana. The proposed hospital will have the brand image of Tula Hospital and will have medical facilities for cardiology, gastroenterology, neurology, neurosurgery, ENT, etc., along with all the secondary care departments. Tula Hospital is a 120 bedded proposed hospital in Palwal, Haryana. The hospital will have all the facilities under one roof, including pathology, high-end imaging, dialysis etc. The proposed hospital will have four modular OTs, one Cath lab and twenty-four ICU beds. The company is establishing its team of specialized Doctors, Technicians, Lab Technicians, quality control, Administration, and finance experts. The company is also in the process of having tie-ups with several Government and Semi Government agencies, Clinics, Private Doctors, and hospitals to serve their medical patients on a large scale at the proposed Super specialiity hospital. In 2021, the company took land and building at K. No.-2015, NH -2, Delhi-Mathura Road, Near Kithwari Chowk, Krishna Colony, Palwal, Haryana, on a long-term lease from its owners to establish the proposed super speciality hospital. This is a freehold land admeasuring 900 Sq yds and registered in the property owners’ name. The property owners were constructing a commercial building on this land before the lease with the company and constructed a bare-shell building with a basement and four floors. But after the execution of the lease deed with the company for this property, the owners got sanctioned for the proposed super speciality hospital from the concerned authorities as per the company’s requirement. After getting the sanction of the proposed building plan for this super speciality hospital, the company has started the proposed hospital's construction/modification/interior work from their self-owned source of funds. The company has already completed the civil construction work of the proposed hospital building, and the interior work is in progress. The company expects good revenue from the proposed super speciality hospital as these are in heavy demand in the open market. The proposed location of the unit is found to be very appropriate and located on the main Delhi-Mathura highway number 2. The company is proposed to provide all the medical facilities like OPD, ICU, OTs, Nico, Dialysis centres, Eye clinic, ENT, General Medicines, Laparoscopic Surgery, Ortho and Joint replacement centre, Pediatric and Neonatology, Obstetrics and Gynecology, Urology, Cardiology, Medical ecology, and surgery centre, Dental clinics and surgery centres, Emergency & Trauma medical centres, Cancer clinic and radiotherapy, and Admission Beds, etc., including diagnostic services like MRI, CT-Scan, X-Ray, Color Doppler test, Ultrasound, and other Path lab tests facility in the proposed Hospital. For this purpose, they propose purchasing and installing the latest and most advanced medical equipment/testing equipment in its proposed super speciality hospital building. The company’s management has finalized the vendors of these Plants and machinery, and the final negotiation with these vendors is in process. The proposed super speciality hospital building will consist of 120 rooms, including Deluxe Private, Semi-Private, OBG ward, Economy, ICU and NICU rooms for various types of patients per the industry requirements. It will also consist Emergency ward, Doctors’ rest rooms, Kitchen, OPD rooms for doctors, OTs, Housekeeping staff area, Pharmacy, Cafeteria, MRI Scan Room, X-Ray Room, CT Scan Rooms, Sample taking areas, Lab Area, Reception, Point of Sales area, Waiting area, Admin Block, Processing area, Godown, Lab, Power room, and other utility areas for the smooth working of the proposed unit from here. The company has provisioned two patient bed lifts in the proposed hospital building; one has already been installed and working out of these two. The Company has estimated a requirement of a Power connection of 700 KVA to meet its electricity need for its Proposed hospital. The company has already obtained a power connection of 200 KVA. For the remaining power load, the company’s management has decided to apply with the State Electricity Board before starting the commercial operation in the company. The company has also planned for power backup and will install three Silent DG Sets of 250 KVA each. After obtaining all the permissions from local authorities and Government agencies, the company will start the commercial operations of the proposed unit. The company has also arranged with the Gurgaon-based renowned Architectural firm M/s Manan Planners Pvt Ltd to get help in the building, civil work & Interior work and designing of the proposed super speciality hospital per industry norms. All the civil work of the proposed hospital building has already been completed, and interior work is in the process. The company expects to complete the proposed hospital building work, including installation of all the furniture fixtures and plant and machinery, by Aug 2023. It is expected to start its commercial operations in Sep 2023. The company’s capacity utilization has been envisaged at 50% of available capacity for the first year, 60% in the Second, 65% in the third year, 70% in the fourth year, 75% in the fifth year, 80% in the Sixth year, 85% in the seventh & onwards.

The promoters/Directors of the company are already running a Multi-speciality Hospital of 100 beds in the name of Virat Hospitals at Rewari, Haryana, in their one other company named M/s Virat Hospitals, for a long. This hospital is a well-known hospital in Haryana and is well-equipped with state-of-the-art medical equipment and devices to provide world-class medical services to its clients. They have a qualified team of doctors, technicians, lab technicians, and other experienced teams of professionals in this existing unit. They have very rich knowledge and experience in this business line. They provide quality medical treatments, test reports, medical services, and treatments with competitive pricing with other competitors and have a very rich reputation among their customers.

The company’s promoters plan to establish this new proposed super speciality hospital in Palwal, Haryana, to expand their business operation area in Gurgaon, Haryana.

**About the Promoters / Directors/ Management: -**

1. **Sh. Manish Madhukar** (PAN ANDPM4168P), S/o of Sh. Ramakant Chaudhary, R/o – Flat NoH-1702, Bestech Park View Grand Spa, Sec-81, Gurugram, Haryana. He is aged about 38 years & a professional with over 16 years of experience in healthcare management, including marketing, brand promotion, medical value travel, consultant hiring, MIS analysis, day-to-day operations, training of healthcare professionals, NABH compliance, P&L with cost control, patient care services and patient satisfaction and Business advisory role. Extensive experience in conceptualizing and implementing focused process-driven SOPs, process improvement, resource allocation, costing, manpower & optimum resource utilization in hospital operations. Proven competencies in rolling out innovative hospital administration and using the highest level of technology to ensure the highest output. Mr Manish Madhukar is currently CEO of Bothanzi Medicals (parent company of Tula Hospital, Palwal). He is responsible for managing the revenue of the cashless business of 8 hospitals as clients of Bothanzi Medicals in Northern India. He has exposure to more than 25 hospitals in Northern India by serving them in hospital management operations.
2. **Dr. Viratveer Yadav** (PAN AIGPV7990Q) S/o Sh. Sukhbir Singh, R/o-. House No- 7691, 4th floor, Virat Hospital complex,Circular Road,Dharuhera Chungi Rewari, Haryana. He is aged about 35 years and has done his MBBS & MD from Santosh Medical College, Ghaziabad, in 2013. Dr Viratveer Yadav is a paediatrician by profession. Post-MD in Pediatrics, Dr Viratveer Yadav set up his hospital in his native town of Rewari with the brand name Virat Hospital. Virat Hospital had initially started with 50 beds and has now grown to more than 100 beds. Virat Hospital enjoys more than 70 occupancies and has recently added the oldest hospital in Rewari under its brand. Virat Hospital is one of the premium hospitals of Rewari and provides all kinds of hospital services under one roof. He is one of the Directors of the company. He has a TNW of Rs. xxxx crores. He looks after all the company's administration, sales, staffing, and marketing work. He has a very long experience in public medical services and holds goodwill in the market.
3. **Smt. Pooja Tiwari** (PAN APAPT9214N), W/o Sh. Manish Madhukar, R/o– Flat No-H-1702, Bestech Park View Grand Spa, Sec -81, Gurugram, Haryana. She is aged about 31 years. Pooja Tiwari has five years of Indian healthcare industry experience. Pooja has worked with clients from health insurance, private institutions, and government agencies. She has developed a strong knowledge base and skill set. She has incorporated strong command in hospital operations, international marketing, and digital marketing by working in Apollo Hospital, Max Hospitals, and HBG Medical Assistance. Pooja is heading the Medical Tourism business of Bothanzi Medicals and has been providing international marketing support to hospitals like Jaypee Hospital, Artemis Hospital, Fortis Escorts, Global Hospital Chennai, etc.

1. **Sh. Bharat Sadana** (PAN BCKPS3363K)**,** aged61 years, S/o Sh. Shyamsunder

Khushi ram Sadana, R/O Hose No. WZ -666/2A, Nangal Raya, Delhi-110046. Mr Bharat Sadana started his career with Nielsen India, working in the primary research division for two years. Later, he joined IMRB International, where he headed the corporate freelancer division and managed corporate interviews among IT heads, Directors, Marketing Managers etc. In IMRB, his team conducted market research for Automobiles, Healthcare, FMCG, Banking, Retail, Media, and Telecom. Some of his flagship projects include CEO interviews of Top Corporates in INDIA, including AIRTEL, TATA Motors, AIRCEL, and ITC. He has expertise in Mystery Audits and has monitored various mystery audits for HSBC, WLS, Reliance Vision Care, Tata Motors, Tata Sky, Landmark, etc. Later he joined TNS India, where he monitored various customer satisfaction studies and CAPI projects in the automobile, telecom, and retail sector, including MRF, Honda, ITC, Vodafone, Idea etc. He monitored qualitative studies for leading corporations, including Microsoft, Maruti, Fiat, Ford, and Johnson & Johnson. From 2013 to 2014, he worked Independent Market Research Consultant and monitored various pre-poll and exit-poll surveys pan India. He also monitored Govt. Research projects for (TERI). He is MBA in Marketing. He started his entrepreneurial journey in 2015 and founded Next Vision Research Solutions Pvt. Ltd. Next Vision does market research and provides services in India. Next Vision has also launched its real estate segment. Mr Bharat Sadana joined the board of Bothanzi Medicals Pvt. Ltd. in September 2021 to set up a chain of hospitals in India.

**Shareholding pattern of the company:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr. No.** | **Name of the shareholders** | **No. of shares held** | **% of holding** | **Value of the shares @ 10/- per share** |
| 1 | Mr. Manish Madhukar | 5000 | 50 % | 50000 |
| 2 | Dr. Viratveer Yadav | 1000 | 10 % | 10000 |
| 3. | Smt. Pooja Tiwari | 3000 | 30 % | 30000 |
| 4. | Sh. Bharat Sadana | 1000 | 10% | 10000 |
|  | **TOTAL** | **10000** | **100 %** | **100000** |

**1. Financial details of the Project along with brief comments:**

**a) Project Cost:**

The company proposes establishing and running a new super speciality hospital at K. No.-2015, NH -2, Delhi-Mathura Road, Near Kithwari Chowk, Krishna Colony, Palwal, Haryana, admeasuring 900 sq. yds. to generate good income by running it. The total cost for this project is estimated at Rs. 23.62 crs, including working capital requirements of Rs.2.00 CRS. The promoter’s contribution will be at Rs.9.62 crs, and the remaining shall be completed by Rs. 14.00 crs from bank finance in the shape of 12.00 crs as term loan and Rs.2.00 crs as working capital. The project report for this purpose is as follows:

**Cost of Project: -**

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| |  |  |  |  | | --- | --- | --- | --- | | **Cost of Project** |  | **(Values in Crs.)** |  | | **Particulars** | **Already Incurred** | **To be Incurred** | **Total Cost** | | Construction of Building + Devlp. of Land | 5.33 | 2.57 | 7.90 | | Purchase of Plant and Machinery | 2.10 | 8.90 | 11.00 | | Furniture & Fixtures | 0.73 | 0.97 | 1.70 | | Preliminary Ex. | 0.00 | 0.10 | 0.10 | | Contingencies @ 2% | 0.00 | 0.41 | 0.41 | | Trade Deposits, Govt. Deposits, Rental Deposits and other Advances | 0.00 | 0.15 | 0.15 | | Construction period Interest | 0.00 | 0.36 | 0.36 | | Working Capital GAP | 0.00 | 2.00 | 2.00 | | **Total Project Cost** | **8.16** | **15.46** | **23.62** | |  |  |  |  | |  |  |  |  | |  |  |  |  | |  |  |  |  | | **Means of Finance** |  | **(Amts in crs)** |  | | **Particulars** | **Already Done** | **Proposed** | **Total** | | Promoters Contribution | 8.16 | 1.46 | 9.62 | | Bank Finance (TL) | 0.00 | 12.00 | 12.00 | | Bank Finance (WC) | 0.00 | 2.00 | 2.00 | | Total | 8.16 | 15.46 | 23.62 | |  |  |  |  | |  |  |  |  | |  |  |  |
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**Remarks on the cost of the project and means of finance in brief:**

**1. Land:** The company has already taken a hospital land admeasuring approx. 900 sq. yds at K. No.-2015, NH -2, Delhi-Mathura Road, Near Kithwari Chowk, Krishna Colony, Palwal, Haryana, on a long-term lease from its existing owners. Therefore, we have not taken any land cost in the total project cost. The proposed location of the unit is found to be very appropriate and located near the Golf Link, Gurgaon, a prominent commercial hub of Gurgaon.

**2. Building:** The Company took land and building at K. No.-2015, NH -2, Delhi-Mathura Road, Near Kithwari Chowk, Krishna Colony, Palwal, Haryana, on a long-term lease from its owners to establish the proposed super speciality hospital. This is a freehold land admeasuring 900 Sq yds and registered in the property owners’ name. The property owners were constructing a commercial building on this land before the lease with the company and constructed a bare-shell building with a basement and four floors. But after the execution of the lease deed with the company for this property, the owners got sanctioned for the proposed super speciality hospital from the concerned authorities as per the company’s requirement. After getting the sanction of the proposed building plan for this super speciality hospital, the company has started the proposed hospital's construction/modification/interior work from their self-owned source of funds. The company has already completed the civil construction work of the proposed hospital building, and the interior work is in progress. The proposed super speciality hospital buildings is constructed per the sanctioned MAP. The proposed super speciality hospital building will consist of 120 rooms, including Deluxe Private, Semi-Private, OBG ward, Economy, ICU and NICU rooms for various types of patients per the industry requirements. It will also consist Emergency ward, Doctors’ rest rooms, Kitchen, OPD rooms for doctors, OTs, Housekeeping staff area, Pharmacy, Cafeteria, MRI Scan Room, X-Ray Room, CT Scan Rooms, Sample taking areas, Lab Area, Reception, Point of Sales area, Waiting area, Admin Block, Processing area, Godown, Lab, Power room, and other utility areas for the smooth working of the proposed unit from here. The company has provisioned two patient bed lifts in the proposed hospital building; one has already been installed and working out of these two.

There would be much open space which will be landscaped, laying of pathway & planted with flowers & trees which will add to the beauty of the building. There is also a provision for a water storage tank. The projected building's total construction cost, including complete civil work, interior work, open drains, Tube well and electrification, internal and external sanitary fittings, etc., is approx. 7.90 crs, out of which the company’s promoters have already spent Rs. 5.33 crores to complete the civil work of the proposed hospital building. Every corner of the proposed hospital building is proposed to be well equipped with high-quality security cameras and firefighting systems with the latest and most modern technology to remedy the threats of fire, burglary, theft, and other unknown and unwanted circumstances.

The company is expecting the completion of the proposed hospital building by April 2023, and it is expected to start its commercial operations in Sep 2023.

**3. Construction Period Interest / Preoperative Interest:** The company has proposed an amount of Rs. 0.36 crs under this head, and the company is projecting construction & installation of the proposed plant and machinery period for 8 months from Jan. 2023 to Aug 2023 to construct the proposed hospital building with complete installation of the proposed plant and machinery. The interest during this period is estimated at Rs. 0.36 crs on the term loan amount of Rs. 12.00 crs @ 7.95% PA & the same is proposed to be paid to the bank as and when due to the company, and the same is proposed to be capitalized. The company will commence business operations in this proposed Hospital in Sep 2023.

**4. Contingency:** The Company has estimated the contingency expenses at Rs.0.41 crs (2% of the project cost). Any contingencies, if they arise, beyond the stipulated amount will be borne by the company from its self-sourced funds.

**5.** **Furniture, Fixture:** The Company proposes introducing aesthetic, innovative interiors/furniture & fixtures in the proposed unit. The company proposes to furnish the admin block, lab, and waiting room with Center Table, Writing table, Chairs, Computer Tables, Luggage Rack, curtains, paintings, artefacts, etc. The bathrooms will be fitted with all types of ultra-modern accessories. The cost includes furniture and fixture expenses for the office. It also includes Stretchers, Waiting room chairs, Fitting and Fixtures for woodwork in rooms and lobbies, Office Tables, Ceramic tiles in Toilet / Pantry, Steel main gates, Balcony railings, Marble floorings, Electrical fittings in the building, Electrical wires, pipes, switches, Boards, Sanitary items, Sanitary fittings, POP False ceilings, and Wall paints, etc. It also includes Hospital beds, side tables, attendant beds, entire Hospital Furniture, Reception, Billing counters, Almirahs, Storage almirahs, Lockers, Chairs, chairs in the waiting area etc. All the furniture/fixture items will be manufactured by purchasing wood from the open market or bought from reputed dealers. A provision of Rs. 1.70 crores have been made, and an advance amount of Rs. 0.73 crores have also been made to the suppliers of these products.

6. **Plant & Machinery/types of equipment, and other Misc. Fixed Assets:**

The cost of Plant & Machinery and other fixed Assets has been estimated at Rs. 11.00 crores, including purchases of all the required latest and modern plant and Machinery and medical equipment for the proposed super speciality hospital, including Fixed X-ray System, High-End Color Doppler System, Lab Test Equipments, CT Scan Systems, MRI equipment with a complete set of tables and UPS, etc. All the items will be of standard make and to be purchased from reputed suppliers. Major equipment suppliers have been finalized, and negotiations for final pricing are going on. An Advance of Rs.2.10 crores has already been made to some of the selected suppliers under this head.

The cost estimates are assessed based on present market rates and offer received from vendors/suppliers. The final decision on the selection of vendors has yet to be taken.

7. **Calculation of working capital Limits:**

The FBWC limit of Rs.2.00 crore has been assessed for business purposes, with a projected sale of Rs. 27.70 crore for FY2024. The stocks and receivables holding has been evaluated on market trends and industry-wise requirements for this business.

8. **Trade Deposits and Advances.**

This mainly includes the proposed deposits required by government agencies to get their approval to run the unit. The main deposits are projected with the State Electricity Board, Fire NOC, Excise Department, Water Department, Pollution Department, other Approvals, etc. The company has launched these figures after consultations with the government bodies and its consultant team for this purpose. A total of Rs. 0.15 crores have been projected under this head.

**Means of Finance:**

In the total project cost of Rs. 23.62 crores, it is proposed that the company’s promoters bring in equity of Rs. 9.62 crores as their share of contribution to the project. The remaining amount of Rs.14.00 crores will be met through a bank term loan of Rs. 12.00 crores and a balance of Rs.2.00 crores as bank working capital finance to the company. The Company has already invested approx. 8.16 crores by way of the hospital building, advances to suppliers of Plant and Machinery and furniture fixtures. The remaining amount shall be brought on a pro-rata basis.

**Clearances:**

The company proposes establishing the super speciality hospital at K. No.-2015, NH -2, Delhi-Mathura Road, Near Kithwari Chowk, Krishna Colony, Palwal, Haryana-121102. The company would need approvals, as illustrated below - to be obtained in due course of time for setting up of the proposed unit (Source: CRISINFAC):

| **Approval/Consent** | **Regulatory Authority/Agency** | **Status** |
| --- | --- | --- |
| Execution of Lease deeds of the hospital land and building. | Registrar office | Already done. |
| Approval of Building Plan & FSI/FAR | Local Authority / Nagar Nigam (As the case may be) | Already obtained. |
| Pollution Control Board Clearance | State Pollution Control Board | Consent to the establishment has already been taken. Final NOC on COD. |
| The sanction for electric load and maximum demand. | State Electrify Board | Already obtained power connection of 200 KVA & Shall be applied for an expansion of 500 KVA before commercial operations.. |
| Sanction of Water Supply requirement | Local water body | Shall be applied before starting the commercial operation. |
| Fire & Safety | Fire & Safety Department | Applied for. Shall be obtained after completion of Building. |
| Labor Law - Registration under contract labor law | Labor Commissioner | To be registered before COD. |
| GST | GST Department | Already obtained. |
| Establishment of Enterprises. | State Nodal Agency, Govt of Haryana | Already obtained |
| Registration for License under Clinical Establishment Act. | State Bio-Medical Waste treatment Board or Authority. | Before COD. |
| NABL Accreditation | Accreditation from National Accreditation Board for Testing and Calibration Laboratories. | Before COD. |
| Consent to Operation (CTO) | Member Secretary, PCB | Before COD. |
| Registration under Shop & Establishment Act. | State body or Authority. | Already obtained. |
| License for operations from AERB for running radiology and X-ray Centre. | E-governance application e-LORA (e-Licensing of Radiation Applications) | Before COD. |
| Drug License | Government of Haryana | Already obtained. |
| BMW (Bio-Medical waste) registration. | Private waste management company registered under Haryana Government Act for this purpose. | Already obtained |
| Clinical Establishment Act registration | State Government | To be obtained before COD. |
| FSSAI license for running Kitchen. | Department of Food Safety and Standards Authority of India | To be obtained before COD. |
| AERB Registration | Atomic Energy Regulatory Board of India. | To be obtained before COD. |
| PNDT | Prenatal Diagnostic Test Act (PNDT) WITH State Government body. | To be obtained before COD. |
|  |  |  |

**Implementation Schedule:**

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| --- | --- |
| **Particulars** | **Time Schedule (Estimated)** |
| Acquisition of land | Already done. May 2021 |
| Site Development/ Design Dev./ Sanction of MAP | Already Done. |
| Building / civil works/Interiors | May 2021 – April 2023 |
| Order for Plant and machinery | Feb 2023-June-2023 |
| Installation of Plant and Machinery | June 2023- July 2023 |
| Purchase of other Fixed Assets / Furniture and Fixtures | April 2023- Aug 2023 |
| Trial Run | Aug 2023 |
| Commencement of Business Operation | Sep 2023 |

**Disbursement Schedule:** Funds will be released to the company after assessing the progress of the work and obtaining the chartered engineer certificate regarding the completion of the work. The funds will be released as per the completion of the work stage. The term loan of Rs. 12.00 crs is proposed to get disbursed from the bank in the following manner: -

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sl. No.** | **Period** | **Purpose** | **Amount** | |
| 1 | 2023-24 | Construction, Finishing work of the building, and Final Payments to Plant and Machinery & Other Fixed Assets suppliers. | In six (06) instalments- Monthly instalments as follows: | |
| Period | Instalment Amount/ Monthly  (In Crs.) |
| Feb. 2023- July 23 | 2.00 |
|  | |
| 2 | 2023-24 | Working Capital for the proposed super speciality hospital. | Rs. 2.00 crs in Sep-23 in the single trench to start the unit. | |
|  |  | **Total** | **14.00 crs.** | |

**Repayment Period:**

The Proposed TL of Rs. 12.00 crs shall be repaid in 72 monthly instalments with applicable interest & starting from April -2024 and ending on March 30. The company is projecting a completion period for the proposed hospital building’s interior work, installation of Plant and machinery and Furniture & Fixtures of 08 months from Jan-2023 to Aug-2023 and a moratorium period of 7 months up to March 2024. Therefore, the repayment Schedule for the same is as projected after the commencement of commercial operation:

(Amount in crs.)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Sl No. | Period (Calendar Year) | No of Inst. | Amt of Inst | Total Amount |
| 1 | 2024-25 | 12 | 0.10 | 1.20 |
| 2 | 2025-26 | 12 | 0.12 | 1.44 |
| 3 | 2026-27 | 12 | 0.15 | 1.80 |
| 4 | 2027-28 | 12 | 0.18 | 2.16 |
| 5 | 2028-29 | 12 | 0.20 | 2.40 |
| 6 | 2029-30 | 12 | 0.25 | 3.00 |
|  | Total | 72 |  | 12.00 |