



Aras Free Trade-Industrial Zone Organization

## **Technical and Economic Feasibility Form Production Projects (Industrial - Agricultural)**

### **1. Project:**

**Establishment of a Tourism and Medical Tourism Center in Duzdagi**

**2. Project Presentation: Provision of Medical Tourism Services in the Salt Cave**

### **3. Description of the Project:**

This project involves the construction of a medical tourism complex on a 20,000 square meter land. Given the presence of natural resources in the area, including the salt mine, establishing a Duzdagi center has significant economic justification. By creating this center as a mineral hospital in a tranquil and easily accessible environment for tourists, it aims to generate employment opportunities for 30 individuals.

#### **a. Necessity of the Project:**

Creating treatment centers for respiratory patients and establishing a therapeutic massage center.

#### **b: Mainland Privileges (Raw Material – Market):**

- 1- Affordable land prices for the construction of a commercial, service, and administrative site.
- 2- 20-year tax exemption for any economic activity.
- 3- Exemption from customs duties for the import of raw materials and industrial machinery.
- 4- Priority given to the project in case of obtaining representation from reputable domestic and foreign brands.
- 5- Benefiting from shorter and simpler investment stages due to being prioritized by the organization.

#### **c: Market Potentials:**

Ability to provide medical tourism and treatment services.

#### **d: Added Value:**

35%

#### 4. Market Feasibility; Economic – Financial:

a. Annual Demand for the Product (Domestic – Countries of the Region – World Demand):

This is a project in the field of service-oriented tourism and can provide services in the area of halotherapy. There is a potential for attracting more than 5 million tourists annually from the regional and international countries.

b. Raw Materials Provision Potential (Domestic – Countries of the Region):

Statistics of tourists entering the free zone of Ares, 9 months of 1401	Population of Aras Free Zone (people)
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#### 5. FS Components:

a. Fixed Capital: 3,320,140,000,000 rials  
Working Capital: 179,850,000,000 rials

b. PBP: 5 years

c. IRR: 25

d. Land Area: 20,000 square meters  
Built-up Area: 12,000 square meters

e. Direct Employment:  
30 people

## 6. Technical Specs:

### a. Table of Raw Materials and Estimated Consumption: Utilization of natural salt mines

## 7. Risks of the Project:

### a. Existing Risks in case of Losing Potential Market: Exchange rate risk, inflation risk, liquidity risk, business risk

### b. Risk of Rising Raw Material Price:

In case of an increase in the exchange rate, the cost of imported raw materials also increases, which affects the overall cost of the product.

### c. Risk of Currency Fluctuations and Inflation:

Financial supply based on the national currency, alignment of debts or assets based on the unit currency, presentation of financial reports and statements in currency (without conversion), participation in derivative market contracts, conducting compensatory transactions, entering into purchase and sale contracts based on the national currency.