

No. BIZ 012/2022

11 May 2022

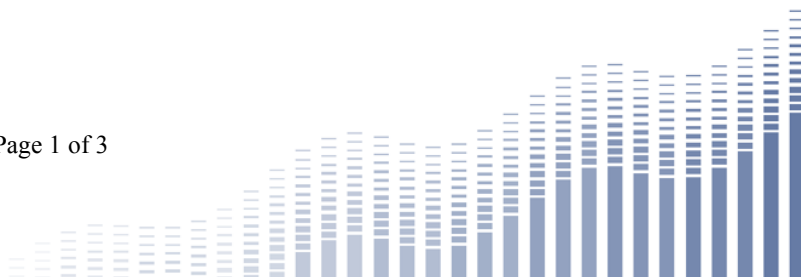
Subject: Management Discussion and Analysis for the three-month period ended 31 March 2022

To: The President
The Stock Exchange of Thailand

Business Alignment Public Company Limited (“The Company”) and its subsidiary would like to submit this Management Discussion and Analysis of the Company’s operation for the three-month period ended 31 March 2022, with details as follows

Statement of Comprehensive Income for the three-month period ended 31 March 2022

Statement of Comprehensive Income	ended 31 March 2022	ended 31 March 2021	Increase (Decrease)	
	Million Baht	Million Baht	Million Baht	%
Revenue from sales of goods	229.45	474.90	(245.45)	(51.68%)
Revenue from rendering of services	74.67	54.14	20.53	37.93%
Revenue from hospital operations	22.46	18.24	4.22	23.13%
Income from business operation	326.58	547.28	(220.70)	(40.33%)
Gain on exchange rate	1.45	3.86	(2.41)	(62.47%)
Other Income	0.32	0.16	0.16	96.32%
Total Other Income	1.77	4.02	(2.25)	(56.04%)
Total Revenue	328.35	551.30	(222.95)	(40.44%)
Cost of sales of goods	187.21	371.74	(184.53)	(49.64%)
Cost of rendering of services	59.80	40.95	18.85	46.02%
Cost of hospital operations	16.59	13.56	3.03	22.35%
Gross Profit	62.98	121.02	(58.04)	(47.95%)
Selling and distribution expenses	5.50	3.98	1.52	38.27%
Administrative expenses	12.27	11.52	0.75	6.55%
Earnings Before Interest & Tax	46.98	109.55	(62.57)	(57.12%)
Interest Expenses	4.14	5.67	(1.53)	(26.99%)
Earnings Before Tax	42.84	103.88	(61.04)	(58.76%)
Tax Expenses	8.79	21.10	(12.31)	(58.34%)
Net Profit (Loss)	34.05	82.78	(48.73)	(58.87%)
Profit attributable to:				
Equity holders of the parent	34.49	81.76	(47.27)	(57.82%)
Non-controlling interest	(0.44)	1.02		



The Consolidated Financial Statement of the Company and its subsidiary for the three-month period ended 31 March 2022, the Company generated revenue of 328.35 million Baht and net profit attributable to equity holder of the parent of 34.49 million Baht. The changes can be explained as follows;

Revenue from business operation

For the three-month period ended 31 March 2022, the Company and its subsidiary generated revenue from sales, services and hospital operations of 326.58 million Baht, decreasing by 220.70 million Baht or 40.33%, when compared to the previous year, with details as follows:

1. **Revenue from sales of goods**

For the three-month period ended 31 March 2022, the Company and its subsidiary generated revenue from sales of 229.45 million Baht, decreasing by 245.45 million Baht or 51.68%, when compared to the previous year. This decrease was due to the Company deliver 2 Projects. when compared to the previous year the Company deliver 3 Projects.

2. **Revenue from rendering of services**

For the three-month period ended 31 March 2022, the Company and its subsidiary generated a revenue from rendering of services of 74.67 million Baht, increasing by 20.53 million Baht or 37.93%, when compared to the previous year. This increase was due to the company has more maaintenance contracts than the same period of the previous year.

3. **Revenue from hospital operations**

Revenue from hospital operations investment in Cancer Alliance Co., Ltd. (“CAH”) as subsidiary to operate specialized hospital for cancer treatment. For the three-month period ended 31 March 2022, the Company and its subsidiary generated a revenue from hospital operations of 22.46 million Baht, increasing by 4.22 million Baht or 23.13%, when compared to the previous year. The increase the number of customers service from the hospital.

Other Revenue

For the three-month period ended 31 March 2022, the Company and its subsidiary generated other revenue of 1.77 million Baht, decreasing by 2.25 million Baht or 56.04%, when compared to the previous year. The decrease was because the Company from gain on exchange rate.

Cost of sales of goods and Gross Profit Margin from sales of goods

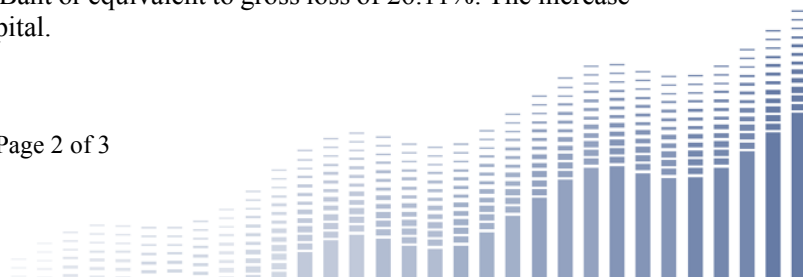
For the three-month period ended 31 March 2022, the Company and its subsidiary had a gross profit from sales of 42.25 million Baht or equivalent to gross profit margin of 18.41%, of the same period of previous year at 21.72%.

Cost of rendering of services and Gross Profit Margin from rendering of services

For the three-month period ended 31 March 2022, the Company and its subsidiary had a gross profit from services of 14.87 million Baht or equivalent to gross profit margin of 19.92%, the Company had gross profit normal from services of the same period of previous year at 24.35%.

Cost of hospital operations and Gross Profit Margin from hospital operations

For the three-month period ended 31 March 2022, the Company and its subsidiary had a gross profit from hospital operations of 5.86 million Baht or equivalent to gross loss of 26.11%. The increase the number of customers service from the hospital.



Selling and distribution expenses and Administrative Expenses

For the three-month period ended 31 March 2022, the Company and its subsidiary had a Selling and distribution expenses of 5.50 million Baht, increasing by 1.52 million Baht or 38.27% compared to the previous year. This increase can be attributed to the increase of human resources costs and expenses for product exhibition.

For the three-month period ended 31 March 2022, the Company had administrative expenses of 12.27 million Baht, of the same period of previous year at 11.52 million Baht.

Finance Costs

For the three-month period ended 31 March 2022, the Company and its subsidiary had financial costs of 4.14 million Baht, decreasing by 1.53 million Baht or 26.99%, This decrease the interest expense of advance payment from customer.

Net Profit and Net Profit Margin

For the three-month period ended 31 March 2022, the Company and its subsidiary had a net profit attributable to equity holder of the parent of 34.49 million Baht, or equivalent to net profit margin of 10.50% compared to the previous year, which had the net profit attributable to equity holder of the parent of 81.76 million Baht or net profit margin of 14.83%, the Company had net profit margin was as planned and the Company normal profit margin.

The Company recognized a loss incurred from its investment in Cancer Alliance Co., Ltd. (“CAH”) as subsidiary to operate specialized hospital for cancer treatment of 0.82 million Baht proportional to 65%.

Please be informed accordingly.

Yours Sincerely,



(Mr. Sompong Chunekitiyanone)
Chief Executive Officer
Business Alignment Public Company Limited

