



Opportunity Day

[Q1/2017]

Business Alignment Public Company Limited

30 May 2017

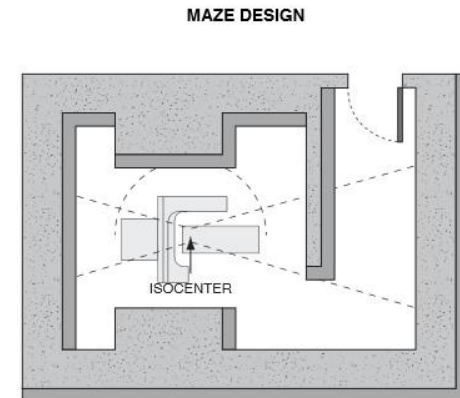
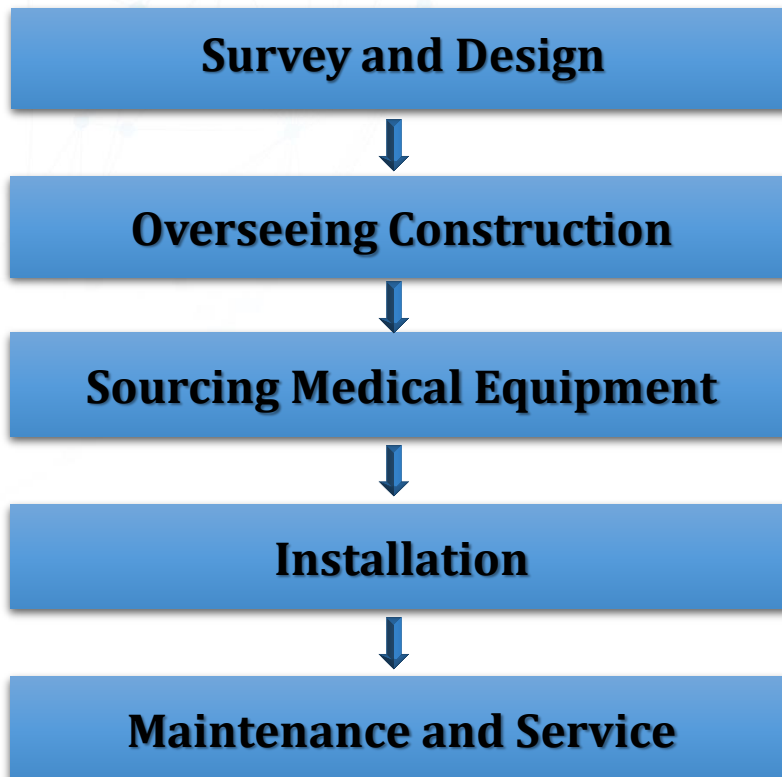
A network diagram background consisting of a complex web of light blue lines connecting various nodes. The nodes are represented by small circles, some of which are highlighted in a darker blue. The network is denser on the left side and becomes sparser towards the right. The overall aesthetic is clean and modern, with a focus on connectivity and data flow.

BIZ

Business Overview

WHAT WE DO

- **Business Alignment** prides itself as the ultimate Solution Provider for Radiotherapy in Thailand:



WHAT WE DO

- **Business Alignment** prides itself as the ultimate Solution Provider for Radiotherapy in Thailand:



Our Products and Services

Products



1. Treatment Delivery - Radiotherapy

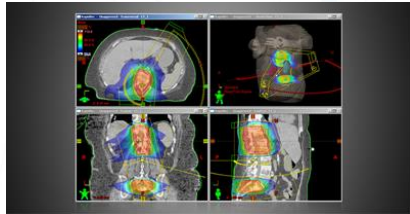
1.1 Linear Accelerator (*Linac*): Employs the Teletherapy method, by concentrating x-rays onto the cancerous tumour in order to destroy it, while sparing healthy, surrounding tissues.



1.2 Brachytherapy Afterloader: Employs the Brachytherapy method, by placing a radioactive source near the targeted tumour to destroy it.

Our Products and Services

2. Treatment Systems



2.1 Treatment Planning System: Software systems, which program and customise the radiation treatment to the specific form of the patient's tumour, minimizing its effect on healthy, surrounding tissues.



2.2 Oncology Information System: Software systems, which record and manage the radiation treatment each patient receives.

Our Products and Services

3. Other Products and Equipment



3.1 Quality Assurance and Pretreatment Verification Tool: Verifies the accuracy and quality of the radiation treatment each patient receives.



3.2 Other Products: Other tools and equipment, which are used as part of the radiotherapy treatment.

Our Products and Services

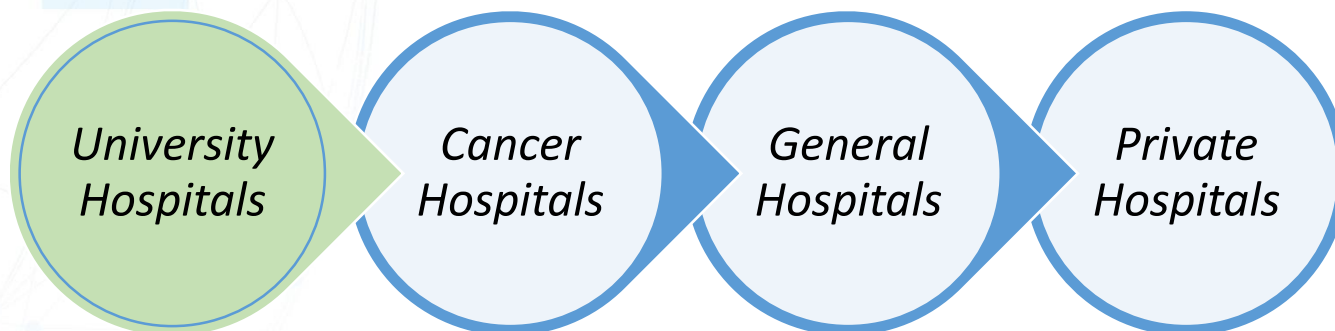
• Services

Maintenance Service

Once the warranty of the radiotherapy equipment expires, the Company offers an annual Maintenance Agreement, which commits to service the equipment when required and to update the equipment as necessary.



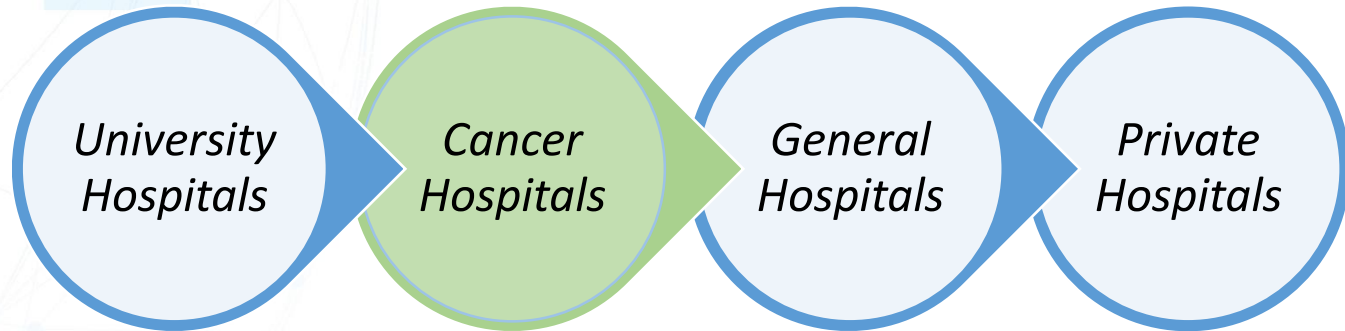
Our Clients



University Hospitals

- *Chulalongkorn Memorial Hospital*
- *Ramathibodi Hospital, Faculty of Medicine, Mahidol University,*
- *Siriraj Hospital, Faculty of Medicine, Mahidol University*
- *Vajira Hospital, Faculty of Medicine, Navamindradhiraj University*
- *KhonKaen Hospital*
- *Phramongkutklao Hospital*
- *Songklanagarind Hospital, Faculty of Medicine, Prince of Songkla University*

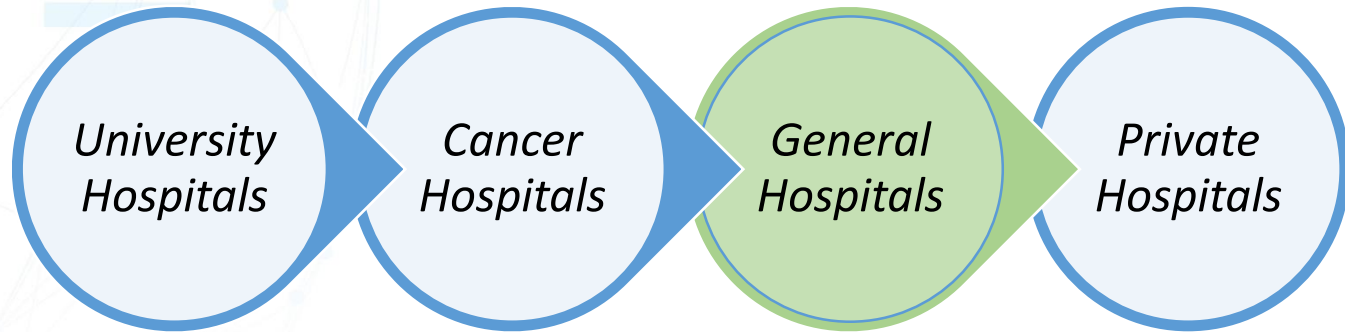
Our Clients



Cancer Hospitals

- *Chonburi Cancer Hospital*
- *Lopburi Cancer Hospital*
- *Ubon Ratchathani Regional Cancer Center*
- *Chulabhorn Hospital*

Our Clients



General Hospitals

- *Sawan Pracharak Hospital*
- *Maharat Nakhon Ratchasima Hospital*
- *Roi-Ed Hospital*

Our Clients

*University
Hospitals*

*Cancer
Hospitals*

*General
Hospitals*

*Private
Hospitals*

Private Hospitals

- *Bangkok Dusit Medical Services*
- *Bangkok Cancer Sanatorium*



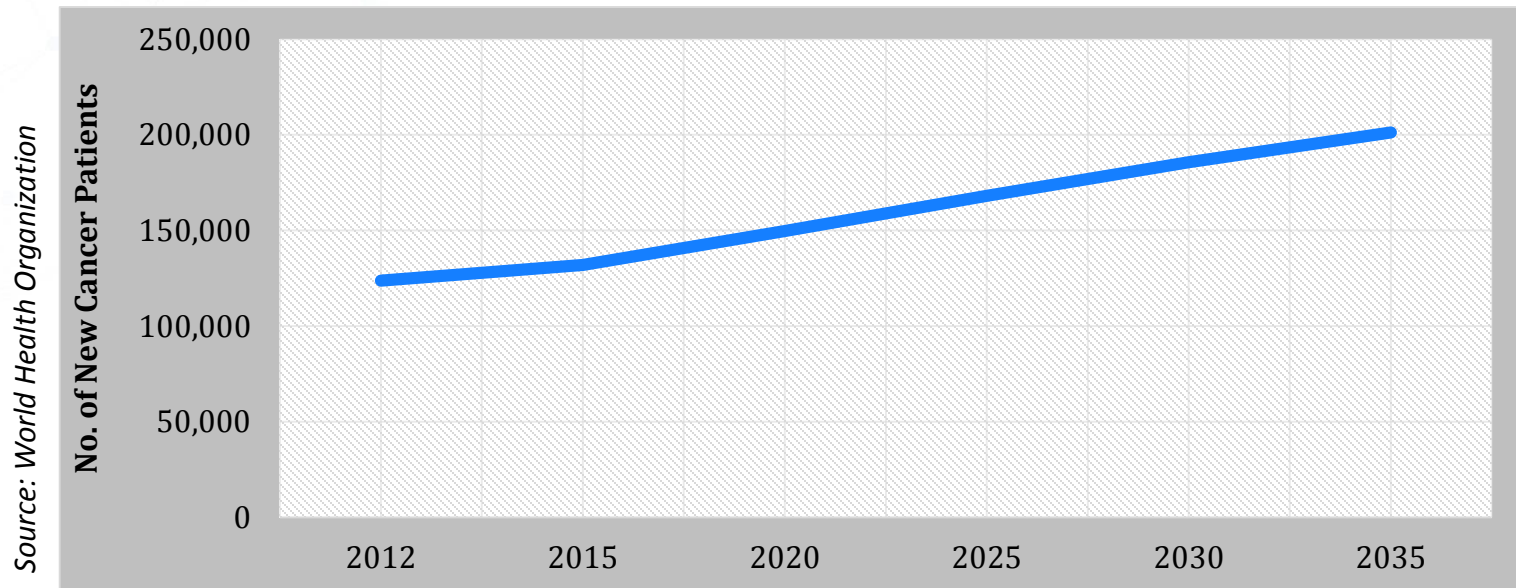
BIZ

The Industry

Cancer Statistics

The World Health Organisation estimates there to be a consistent increase in the number of new cancer patients each year in Thailand.

No. of New Cancer Patients	WHO's Estimation of New Cancer Patients per year in Thailand					
	<u>2012</u>	<u>2015</u>	<u>2020</u>	<u>2025</u>	<u>2030</u>	<u>2035</u>
	123,800	131,885	149,758	168,039	185,735	201,209



Demand for Radiotherapy in Thailand

The radiotherapy delivery systems currently available in Thailand are not sufficient to provide appropriate treatment for all patients.

DEMAND

131,885 new cancer patients (2015)

50% of all cancer patients require radiotherapy (M. Samiei 2013)

~65,943 new cancer patients who required radiotherapy (2015)

400 new cancer patients can be admitted to each delivery system each year.

165 radiotherapy systems required

Current Availability

There are currently 70 radiotherapy systems in Thailand..

Of which, 28 are old technology that needs replacement.

42 up-to-date radiotherapy systems available.

NEEDED

123 additional radiotherapy systems needed in Thailand

A network diagram background consisting of a complex web of light blue lines connecting various nodes. The nodes are represented by small blue dots of varying sizes. The network is denser on the left side and becomes sparser towards the right. The overall color scheme is light blue and white.

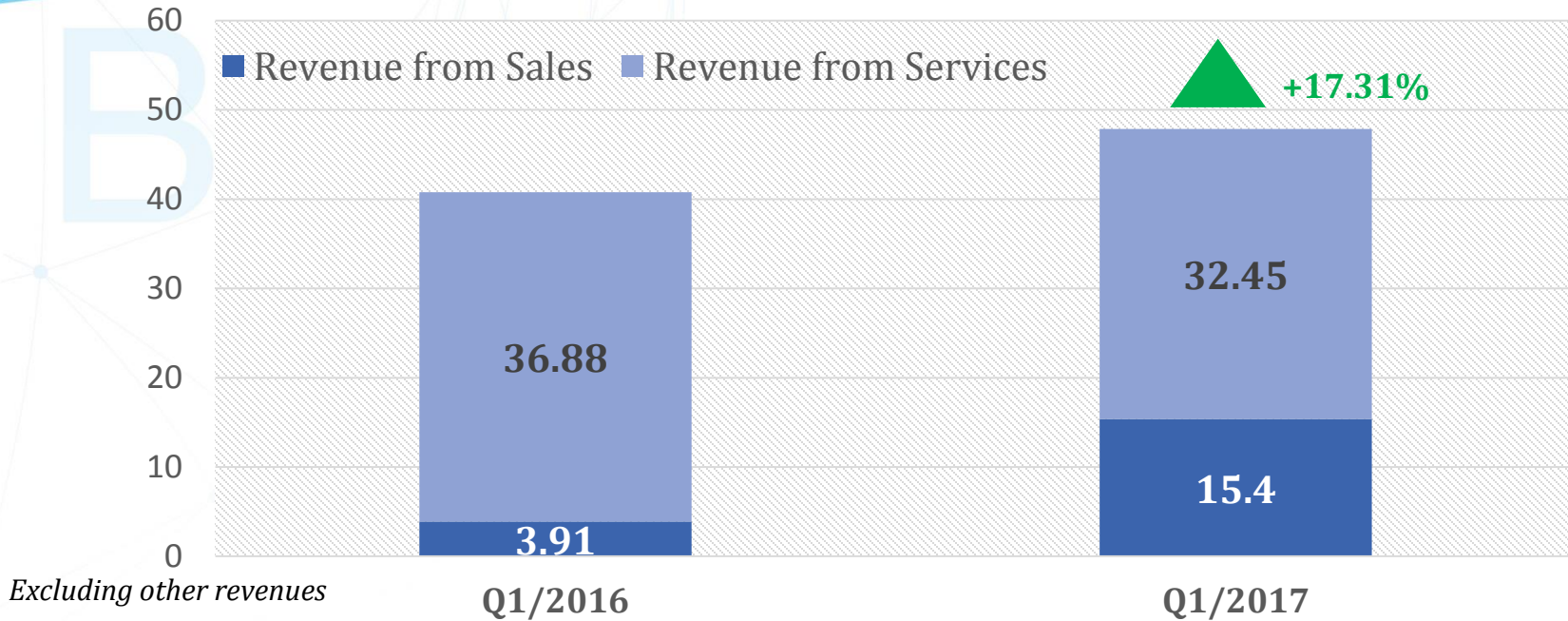
BIZ

Financial Performance

Performance

(Revenue from Sales and Services)

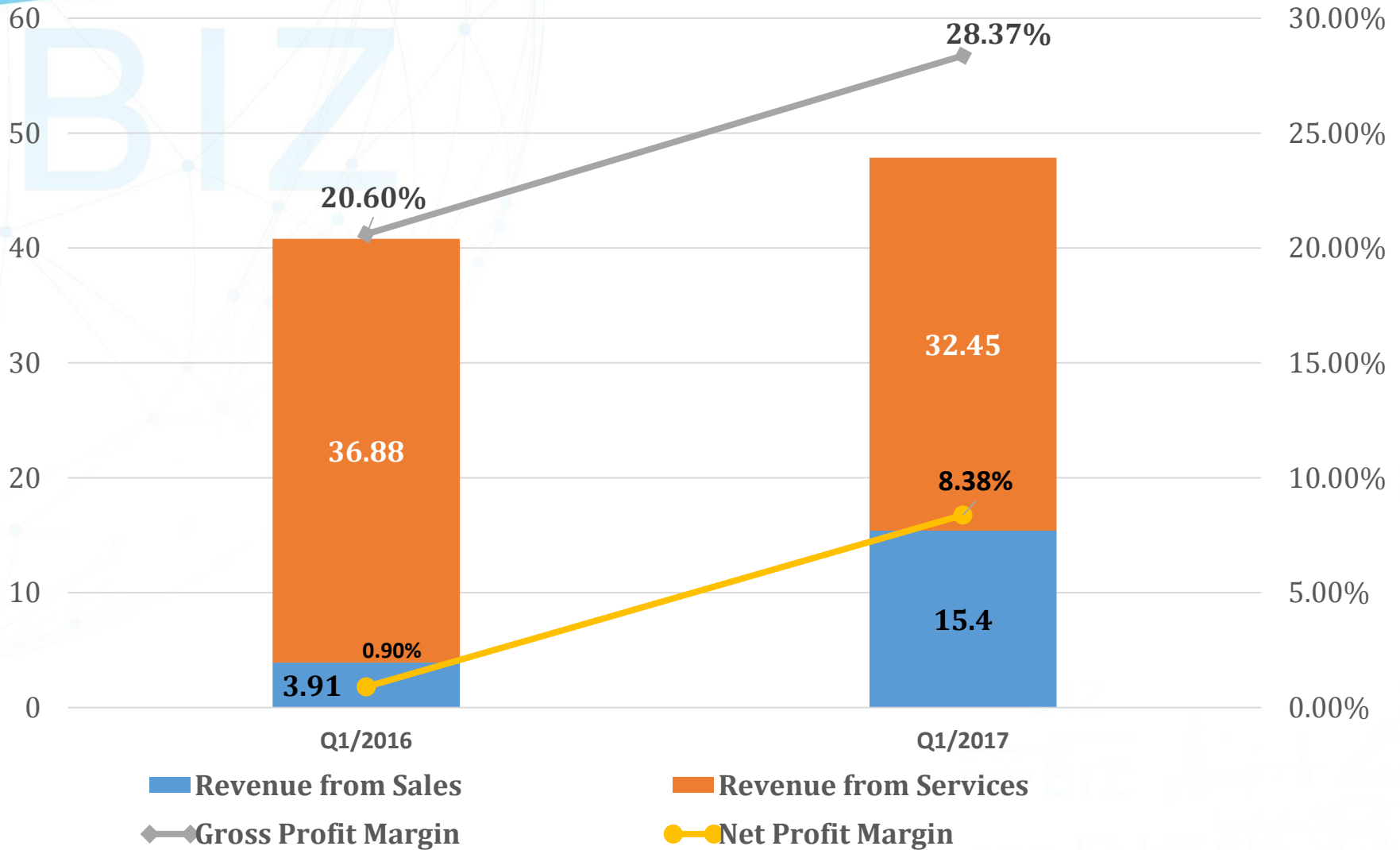
Unit : Million Baht



Revenue from Sales

- The revenue from sales in the 1st Quarter of 2017 grew by **294.16%** from that of the same period in 2016.
- This is because the Company has sold a larger volume of miscellaneous medical equipment.
- The revenue from services in 1st Quarter of 2017 declined by **12.02%** from that of the same period in 2016.
- The revenue from services in the 1st Quarter of 2016 was unusually high due to the recognition of an upgrade service with the value of 13.34 million Baht. Without considering this upgrade, the revenue from the 1st Quarter of 2017 can be said to increase from the same period of the previous year by 8.91 million Baht.

Performance

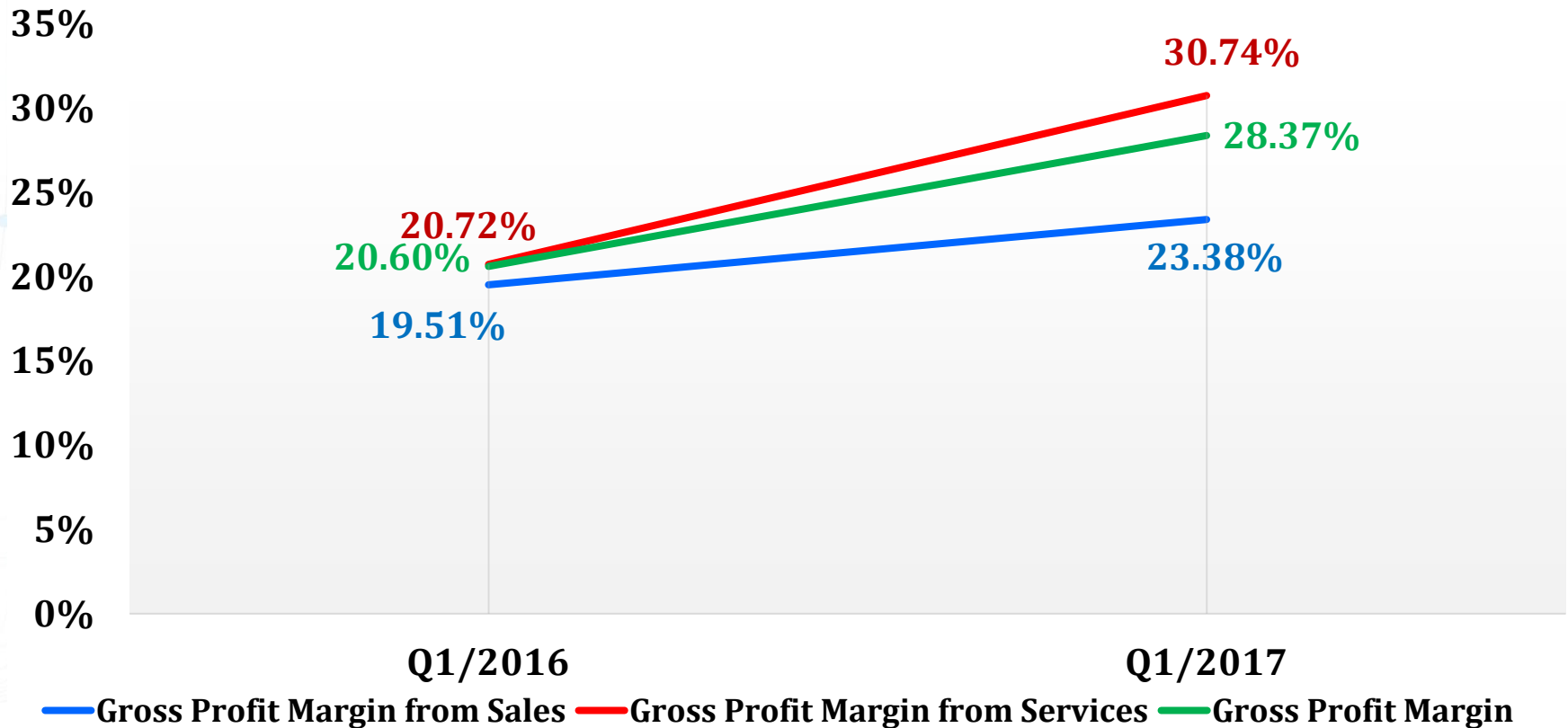


Backlog (as of 30th May 2017)

No.	Project	Value	Expected Completion and Handover
1	Linear Accelerator and Treatment Delivery and Planning Systems at Bangkok Dusit Medical Services	169 Million Baht	Q2/2017
2	3D Radiotherapy System at Roi Et Hospital	84.9 Million Baht	Q3/2017
3	Radiotherapy System at Calmette Hospital (Cambodia)	70 Million Baht	Q2/2017
4	Project centers treating cancer patients with protons radiotherapy (King Chulalongkorn Memorial Hospital)	1,200 Million Baht	Year 2020
		1,523.9 Million Baht	

Disclaimer: The completion date of each project is subjected to change, according to the progress of the project, which is often hampered by the client's inability to hand over the project space as planned, therefore the installation process may be delayed. This could affect the project completion and handover date, and consequently the revenue recognition. As the Company entirely recognizes its revenue once the project is completed, the delay could potentially affect the Company's performance and consistency.

Gross Profit Margin



Gross Profit Margin from Sales

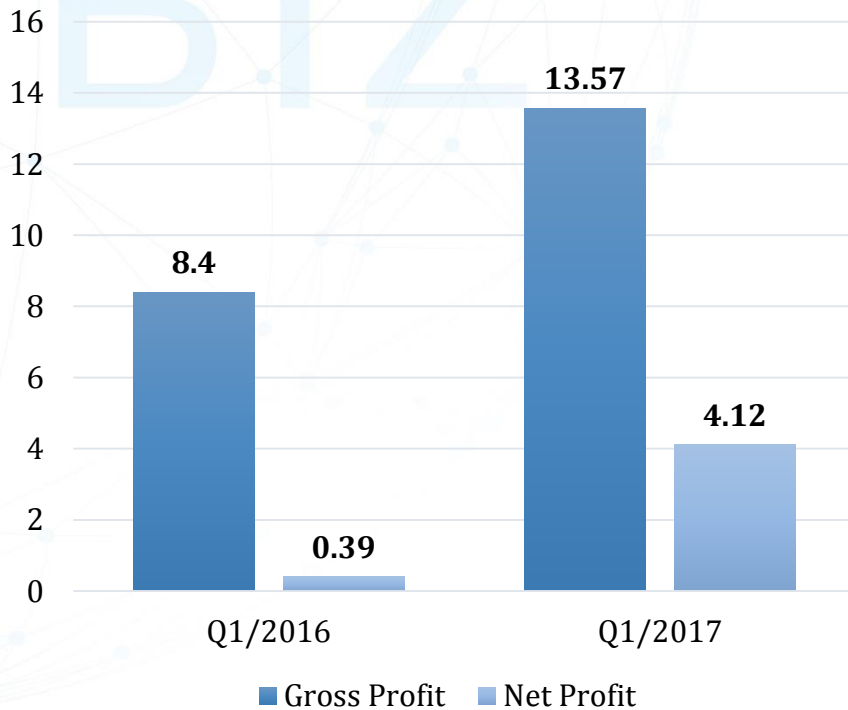
- The gross profit margin from sales in Q1 2017 was higher than that of the same period in 2016, as the Company was able to sell more miscellaneous medical equipment which has high profit margin.

Gross Profit Margin from Services

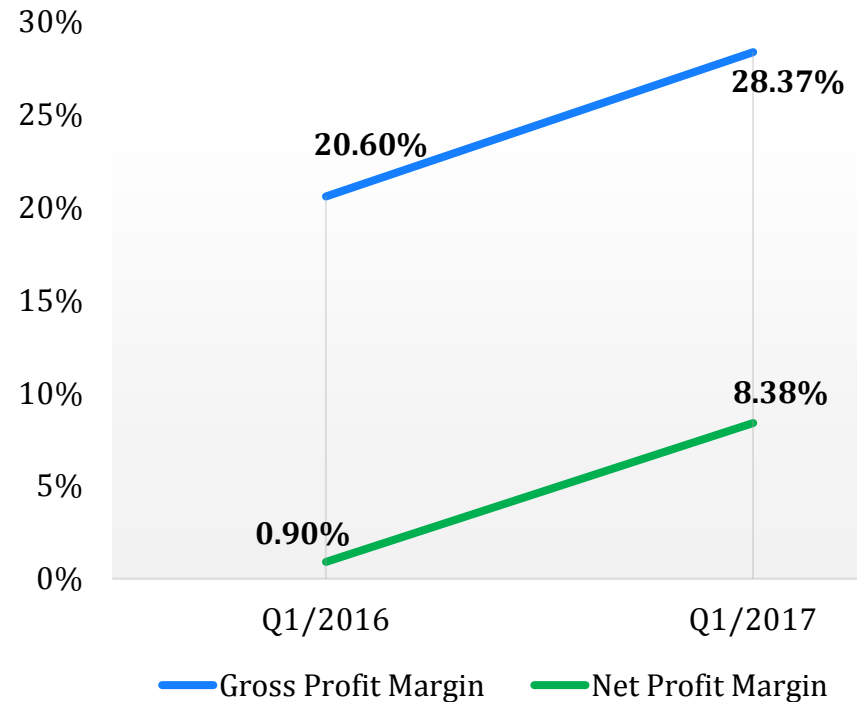
- The gross profit margin from services in Q1 2017 is higher than that of the same period in 2016, This increase is because the Company had recently increased the price of its maintenance agreements with a number of state hospitals in the Q4 2016, the renewal of the agreement and the revenue recognition for the services are recognized in Q1 2017 instead, while costs remain constant.

Gross Profit and Net Profit

Profit (Million Baht)



Profit Margin (%)



Net Profit Margin

The net profit margin in Q1/2017 grew significantly from that of the same period in 2016

- This is due to the increase in revenue from both sales and services, the ability to increase profit margins and the lower financial costs.



BIZ

The Future

Business Plan

- **Expand our clientele into the private hospital sector**
- **Become the primary importer of state-of-the-art radiotherapy technology, enabling Thailand to become the healthcare center of the ASEAN Economic Community**

Thank You

Business Alignment Public Co., Ltd.

***92/45 Sathorn Thani Building 2, 16th Floor,
North Sathorn Rd., Bangrak, Bangkok 10500***

Tel: 02-636-6828-9

Fax: 02-236-3167

Website: www.bizalignment.com

e-mail: ir@bizalignment.com