



Opportunity Day

[Q2/2017]

Business Alignment Public Company Limited

30 August 2017

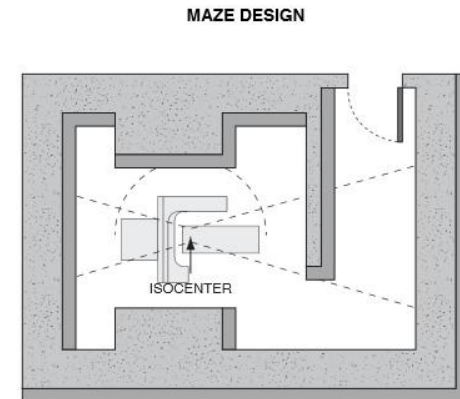
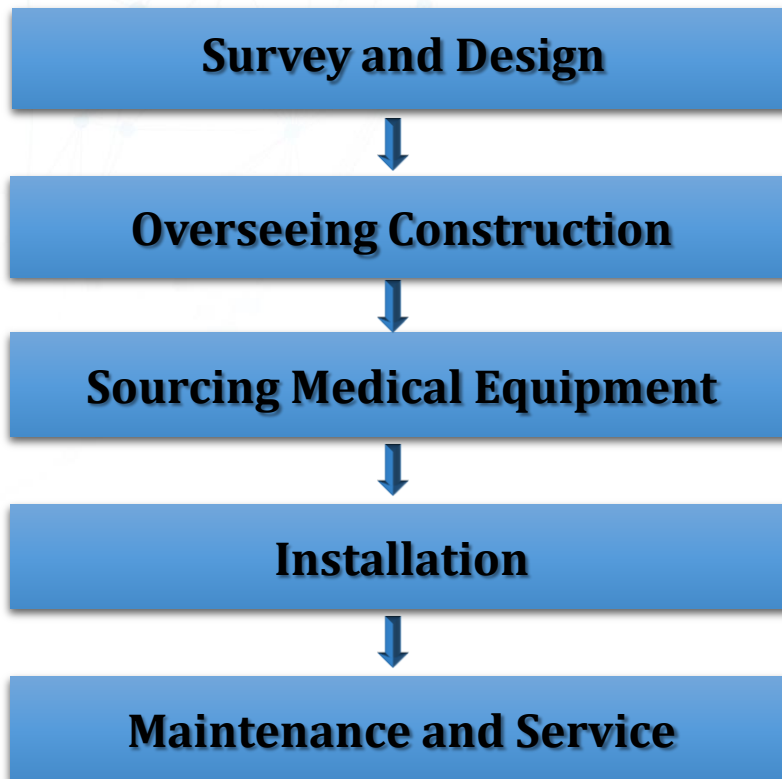


BIZ

Business Overview

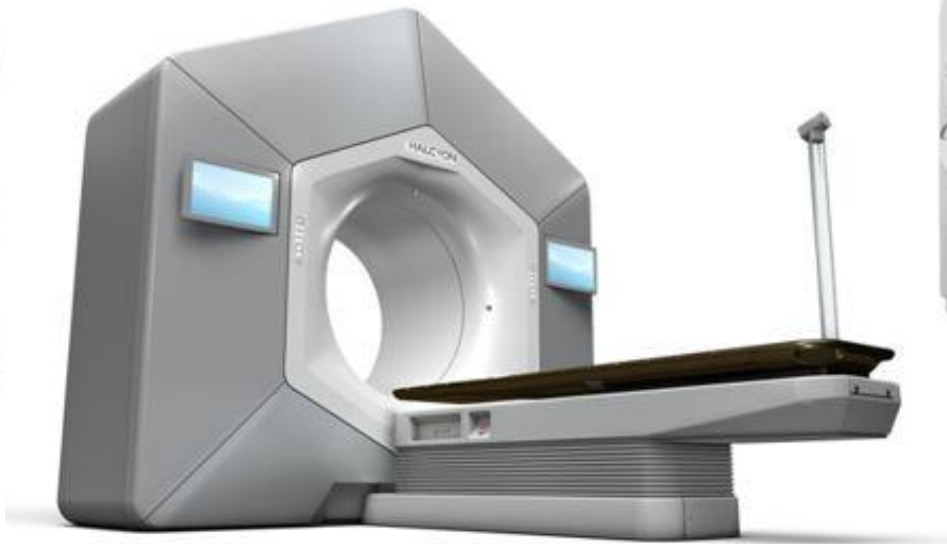
WHAT WE DO

- **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

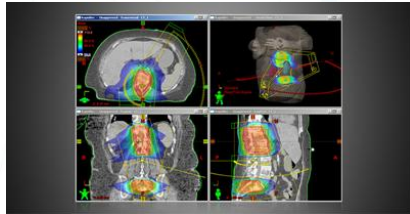
1.1 Linear Accelerator (*Linac*): Employs the Teletherapy method, by concentrating x-rays onto the cancerous tumour in order to destroy it, while sparing healthy, surrounding tissues.



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

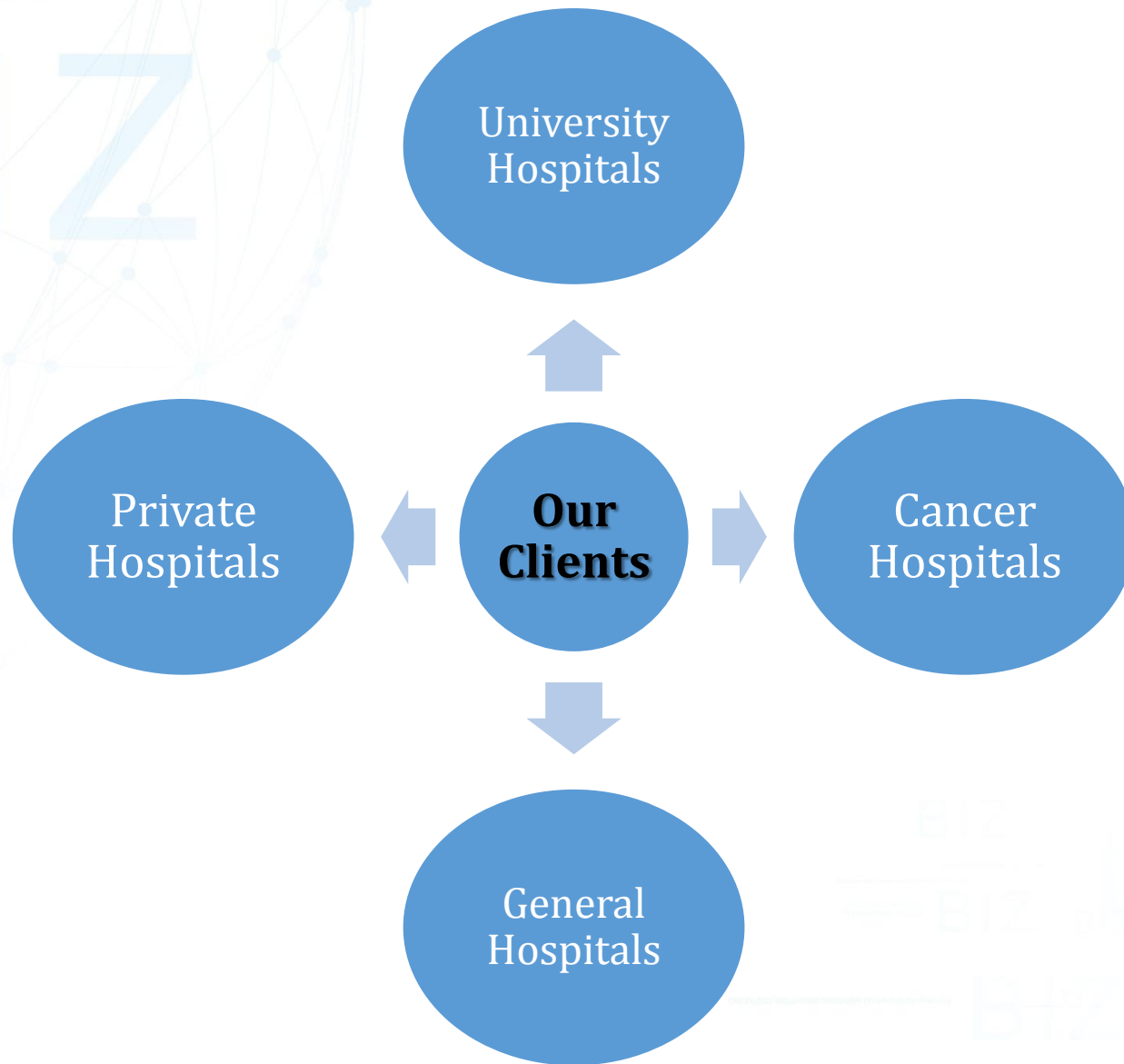
• Services

Maintenance Service

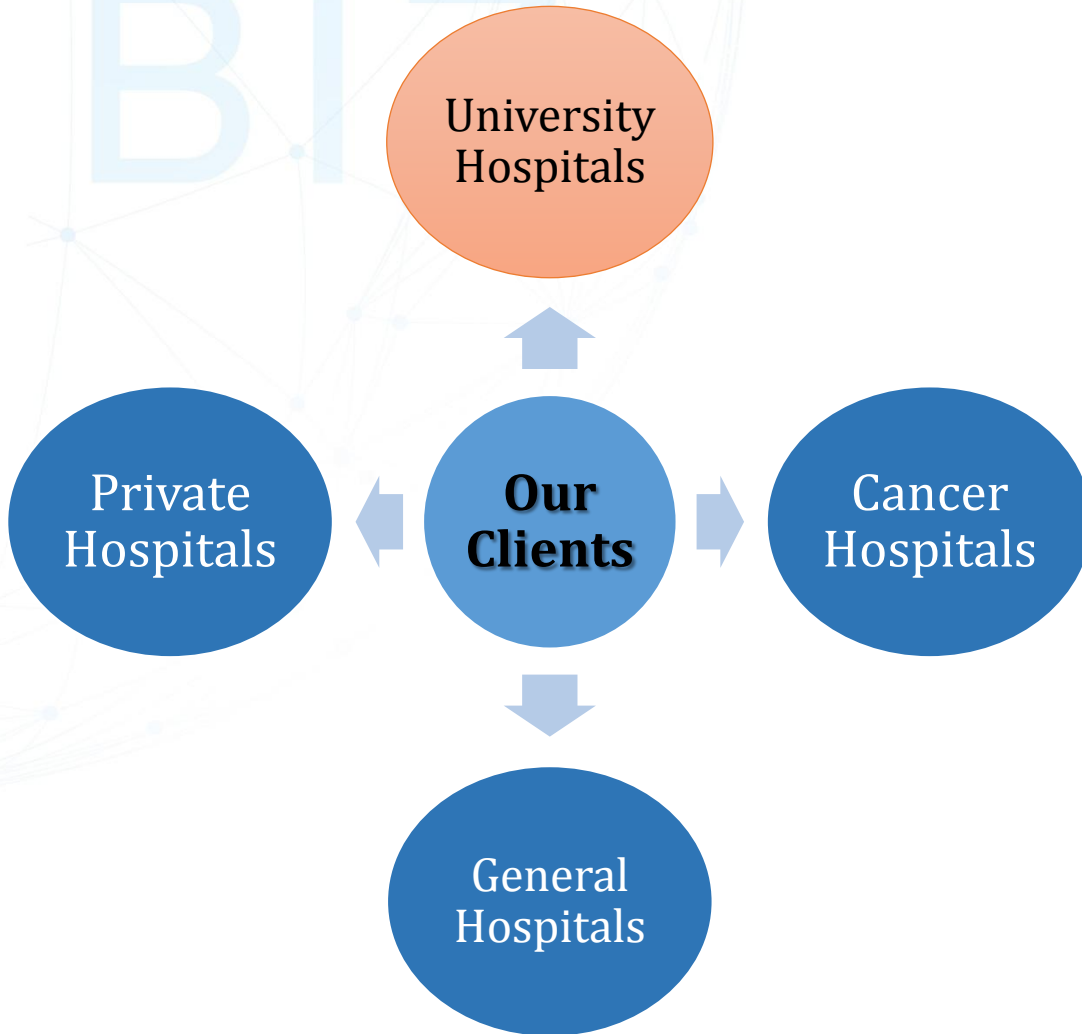
Once the warranty of the radiotherapy equipment expires, the Company offers an annual Maintenance Agreement, which commits to service the equipment when required and to update the equipment as necessary.



Our main clients



Our Clients



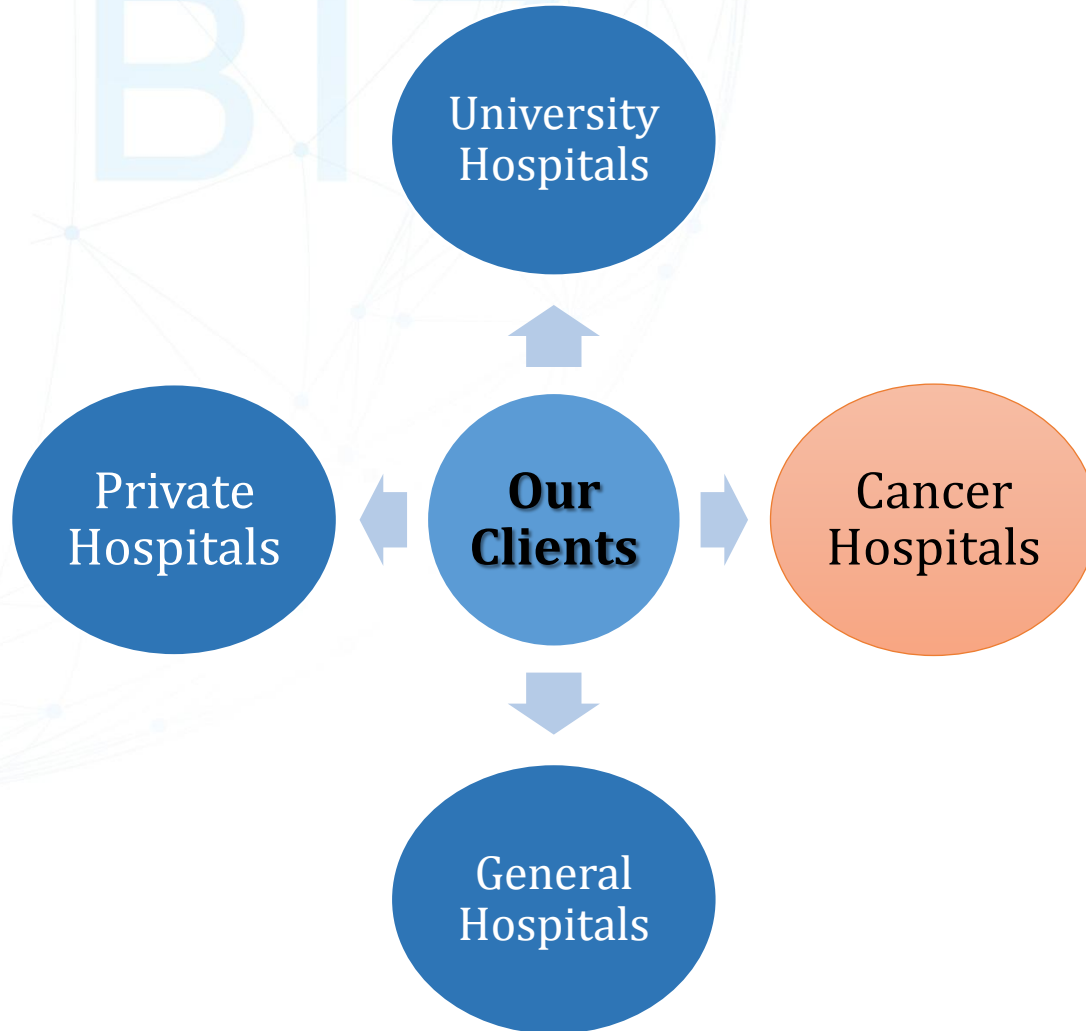
โรงพยาบาลมหาวิทยาลัยนเรศวร
คณะแพทยศาสตร์ มหาวิทยาลัยนเรศวร



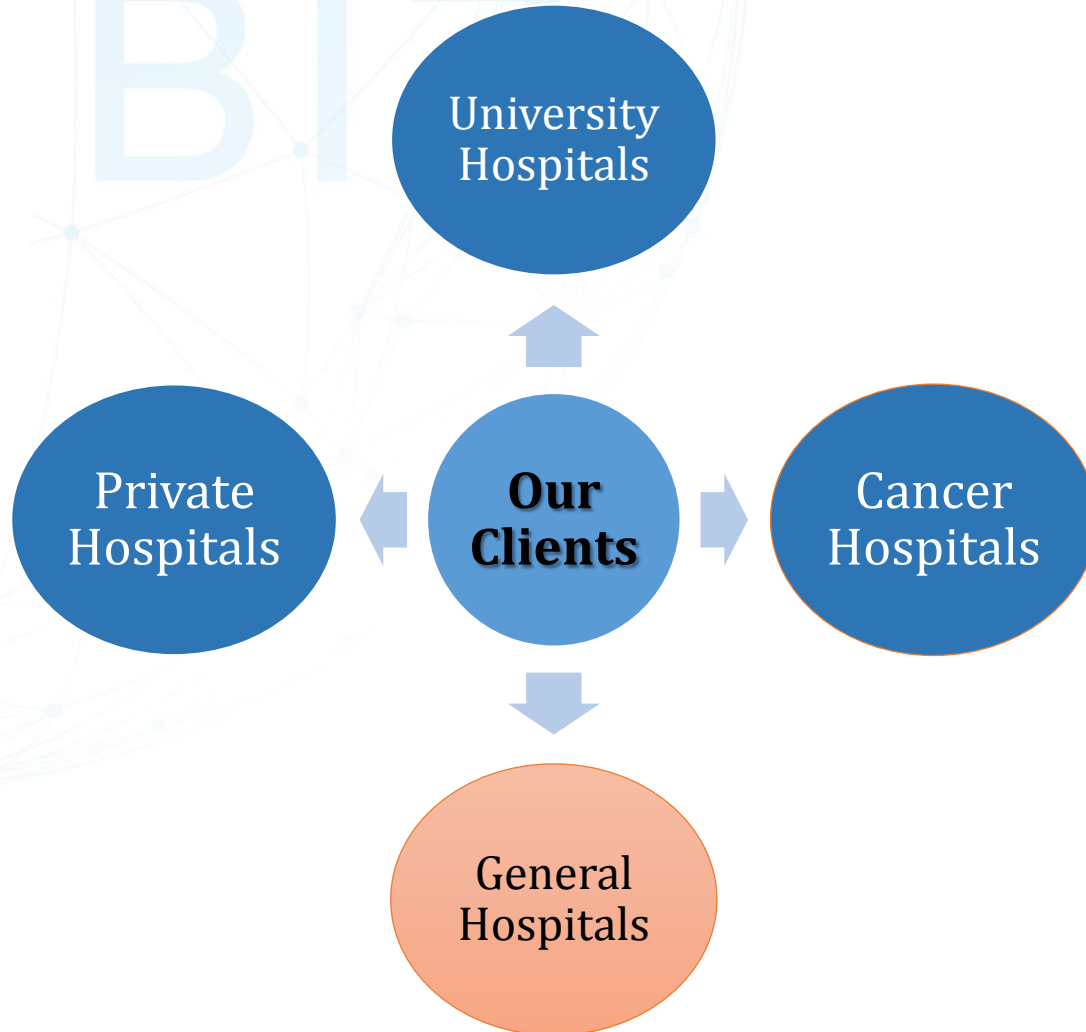
โรงพยาบาลจุฬาลงกรณ์
สภาชาชาติไทย



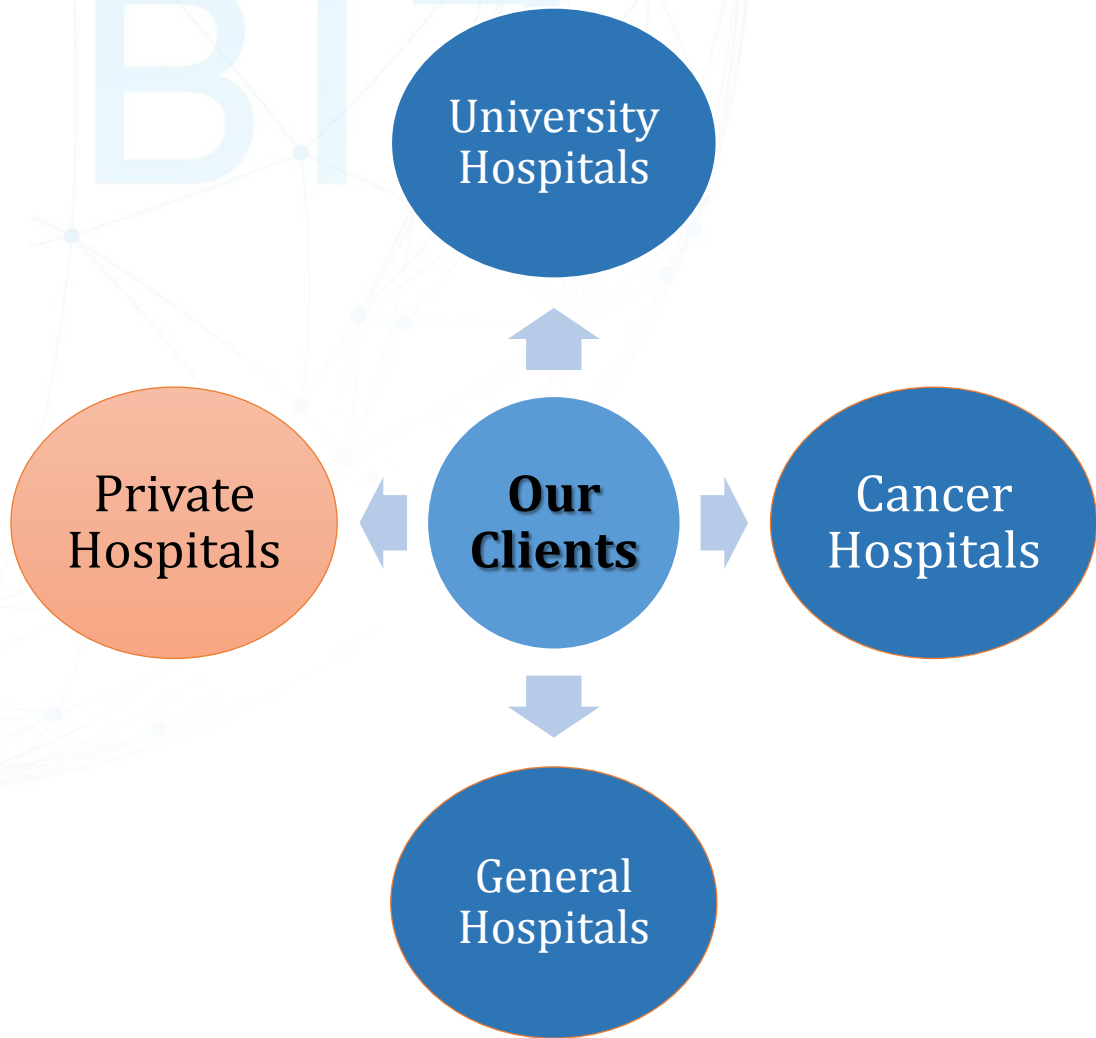
Our Clients



Our Clients



Our Clients





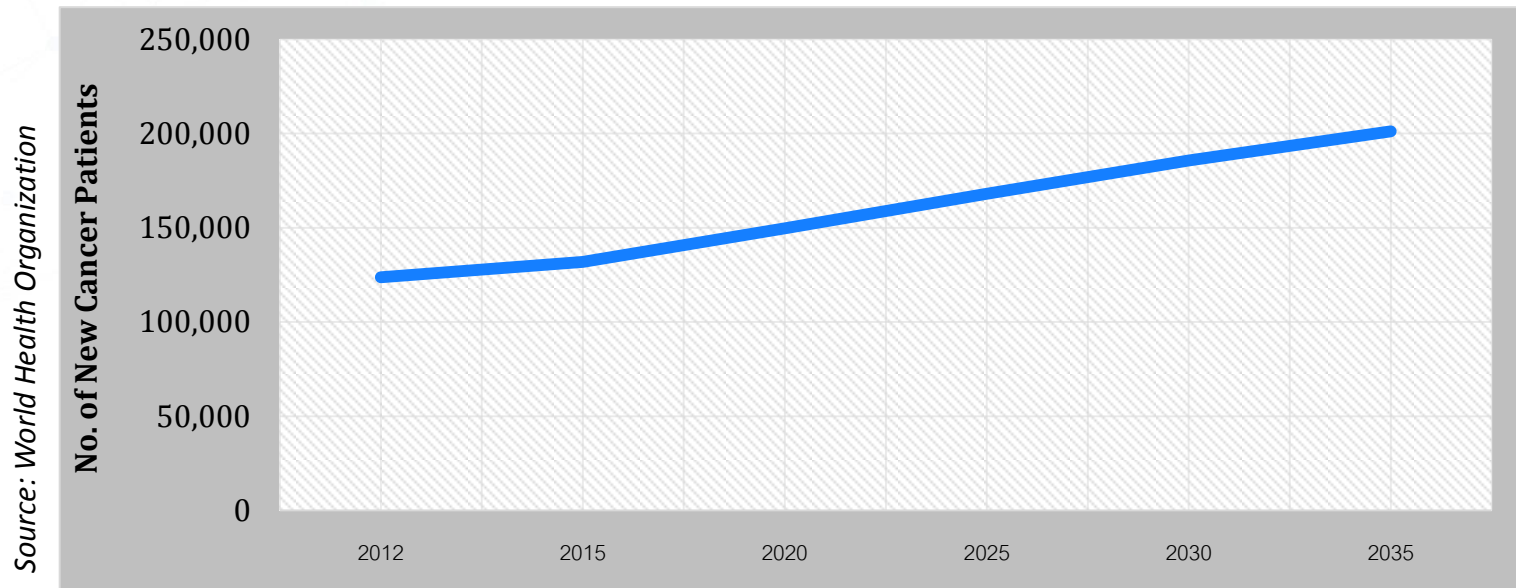
BIZ

The Industry

Cancer Statistics

The World Health Organization 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

Backlog (as of 30th August 2017)

No.	Project	Value	Expected Completion and Handover
1	3D Radiotherapy System at Roi Et Hospital	84.9 Million Baht	Q3/2017
2	Radiotherapy System at Calmette Hospital (Cambodia)	70 Million Baht	Q3/2017
3	Project centers treating cancer patients with protons radiotherapy (King Chulalongkorn Memorial Hospital)	1,200 Million Baht	Year 2020
		1,354.9 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.



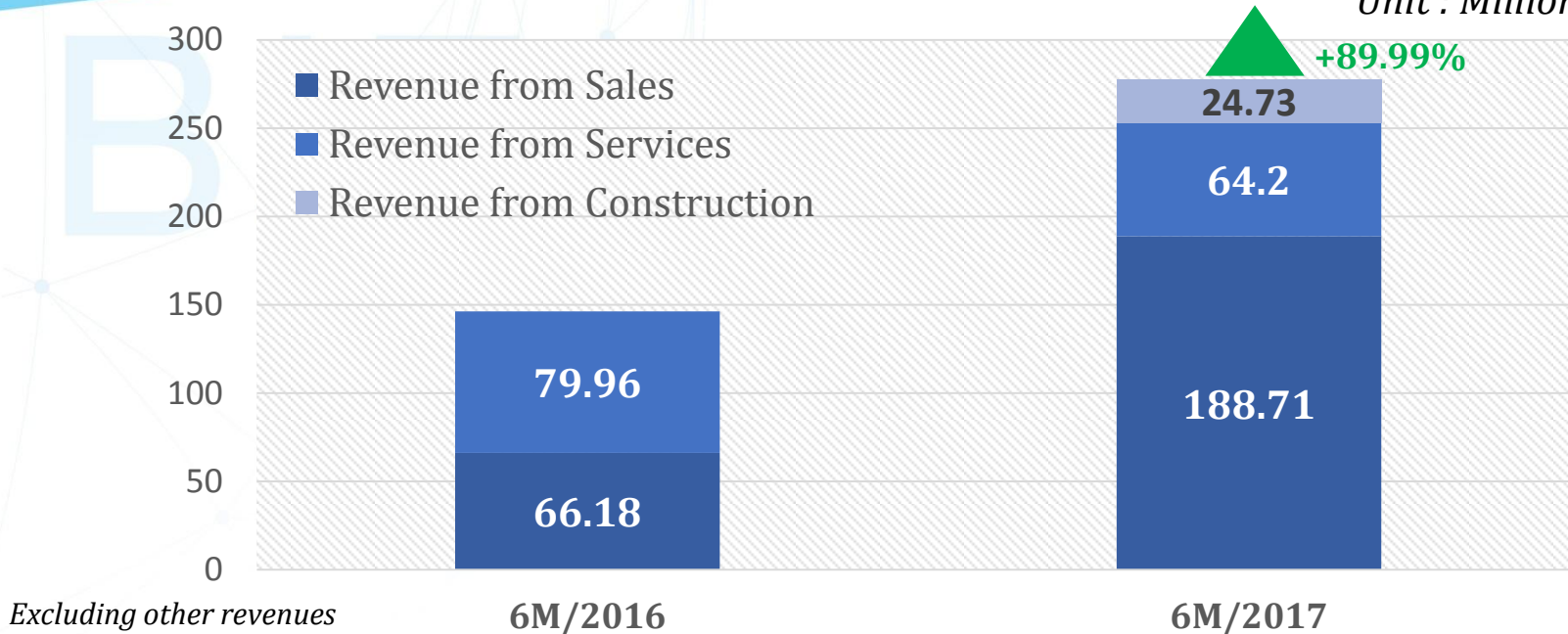
BIZ

Financial Performance

Performance

(Revenue from Sales & Services and Construction)

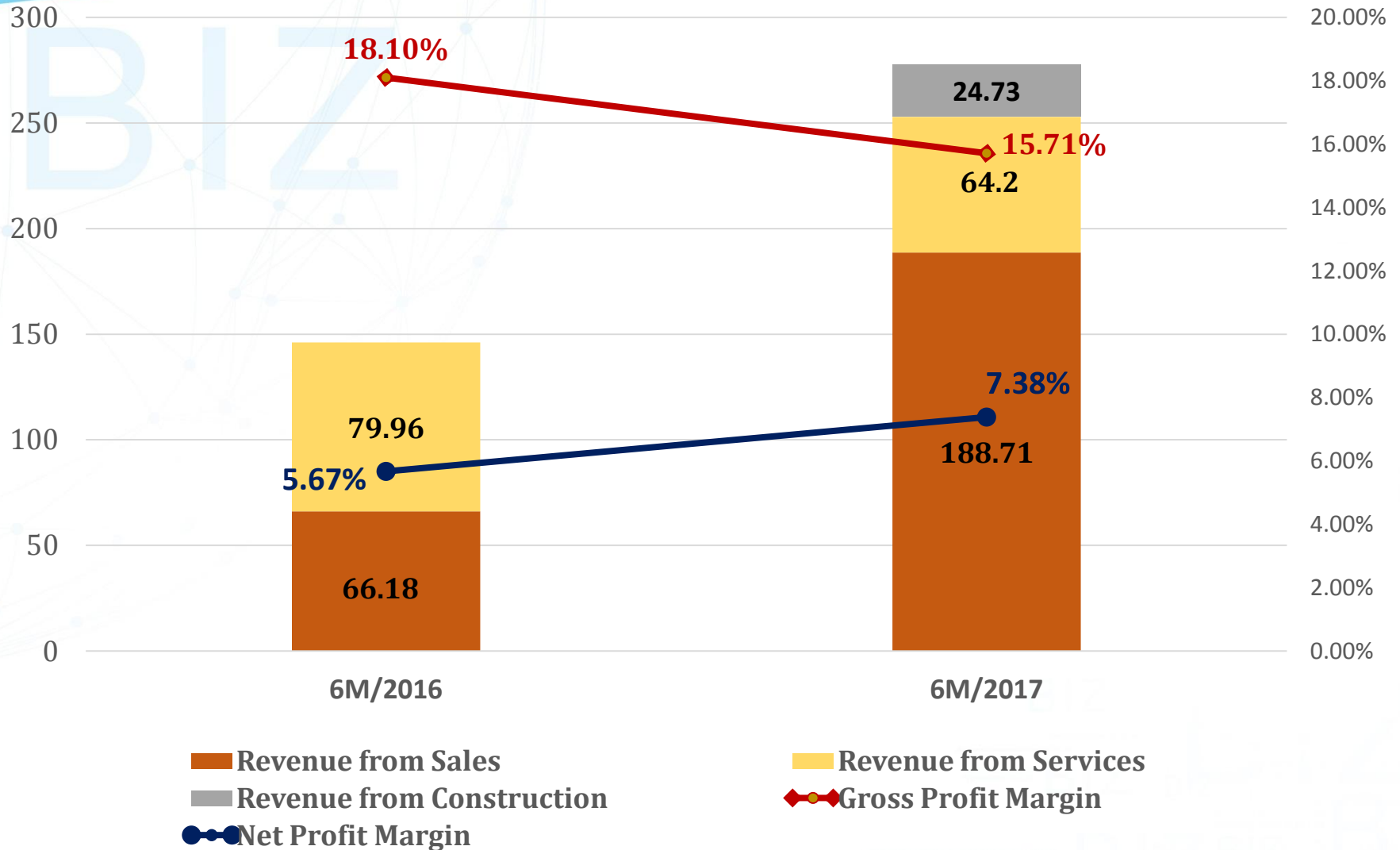
Unit : Million Baht



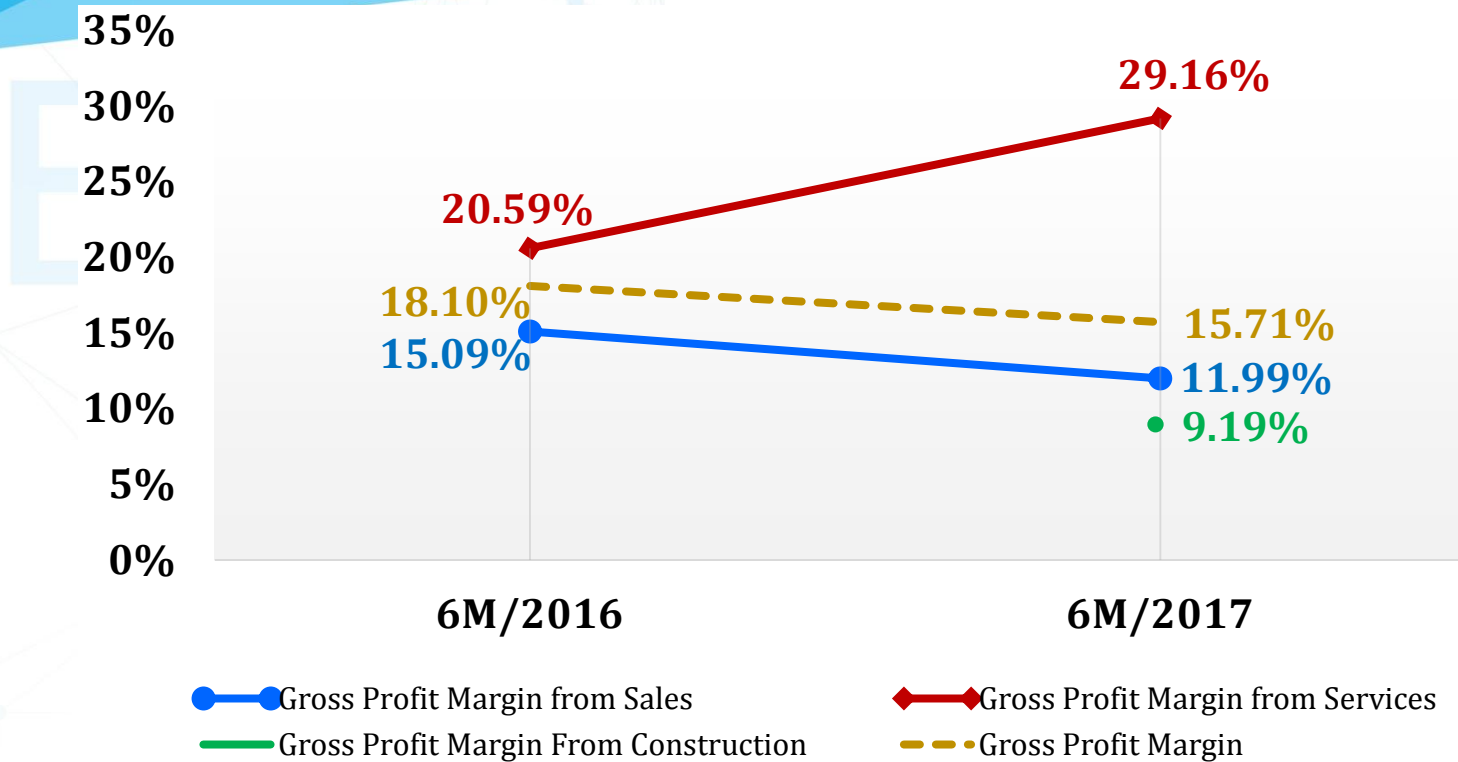
Revenue

- ❖ The 6-month revenue from sales in 2017 grew by **185.13%** from that of the same period in 2016, from handing huge project over to Bangkok Dusit Medical Services PCL in Q2/2017 and able to sell more miscellaneous medical equipment.
- ❖ The 6-month revenue from services in of 2017 declined by **19.70%**, from that of the same period in 2016.
- ❖ The 6- month revenue from Construction of 24.73 million Baht was from the establishment of project centers treating cancer patients with protons radiotherapy which will be recognized from the ratio of the cost of work performed under the contract to the estimated total cost of construction.

Performance



Gross Profit Margin

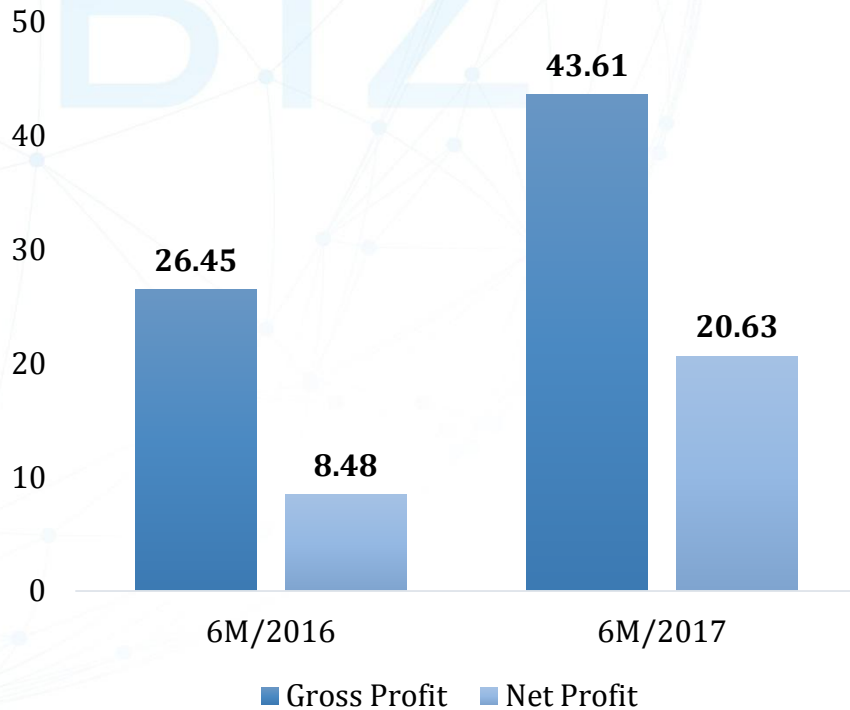


Gross Profit Margin

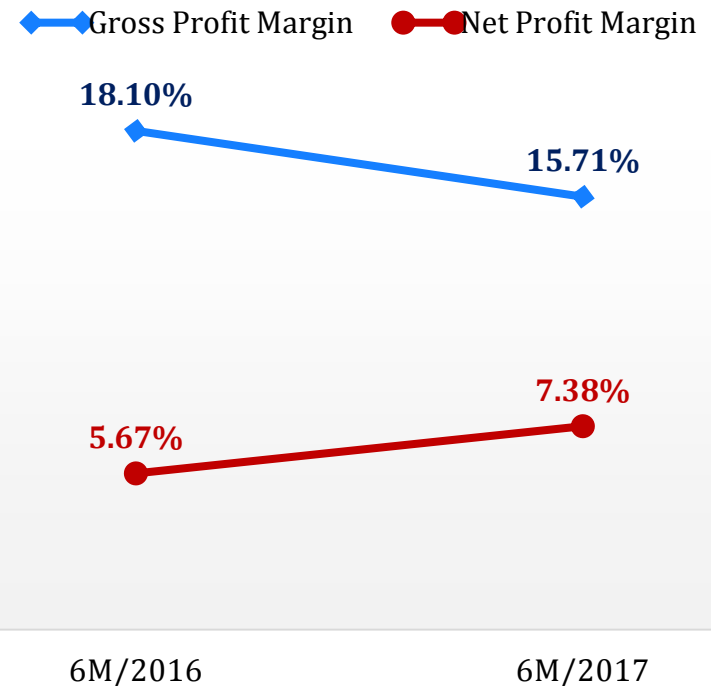
- The 6-month gross profit margin from sales in 2017 was lower than of the same period in 2016, as the Company had delivered a large-scale project, which usually have a low profit margin, contributing to relatively low overall gross profit margin from sales
- The 6-month gross profit margin from services in 2017 was significantly higher than that of the same period in 2016, as the Company had recently increased the price of its maintenance agreements. Moreover, due to the delay in renewing the maintenance agreements with a number of state hospitals previous period, the revenue recognition for the services was delayed while cost of services remain constant.
- The 6-month gross profit margin from Construction was realized in Q2 2017 as first time due to establishment of project centers treating cancer patients with protons radiotherapy which the Company has gross profit from construction as planned project budget.

Gross Profit and Net Profit

Profit (Million Baht)



Profit Margin (%)



Net Profit Margin

- ❖ The 6-month net profit margin in 2017 grew significantly from that of the same period in 2016 from increase in revenue and 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