



**BIZ**

# Opportunity Day

# Performance Q1'2018

Business Alignment Public Company Limited

Date : June 5, 2018



# Presentation Agenda

- **Company Overview**
- Business Outlook
- Financial Performance
- Q&A

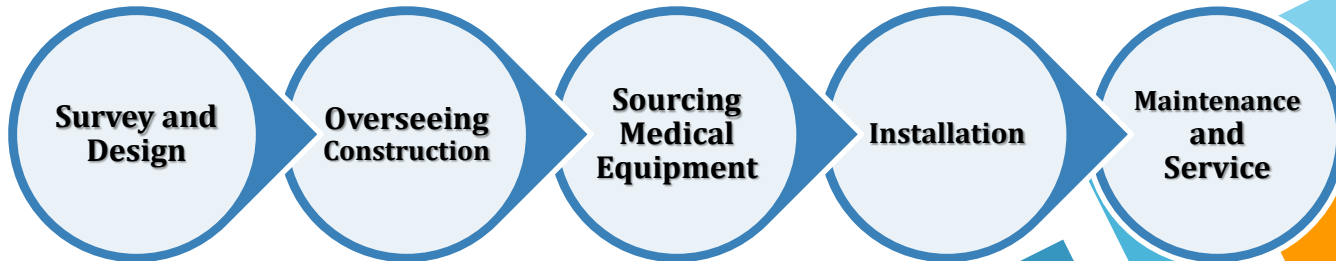


# Company Overview

## Company Profile

**Business Alignment (BIZ)** operates the distribution and installation of medical equipments for cancer treatment through radiotherapy by importing the equipments from world's leading professional in cancer treatment equipment and technology. The company's operations also include the maintenance service of the mentioned equipments.

to being a **solution provider** in cancer treatment which included providing the equipments and other related fixtures, constructing and renovating the venue to be suitable for cancer treatment for both public and private hospitals.



# BIZ Stock Overview

## Share Summary

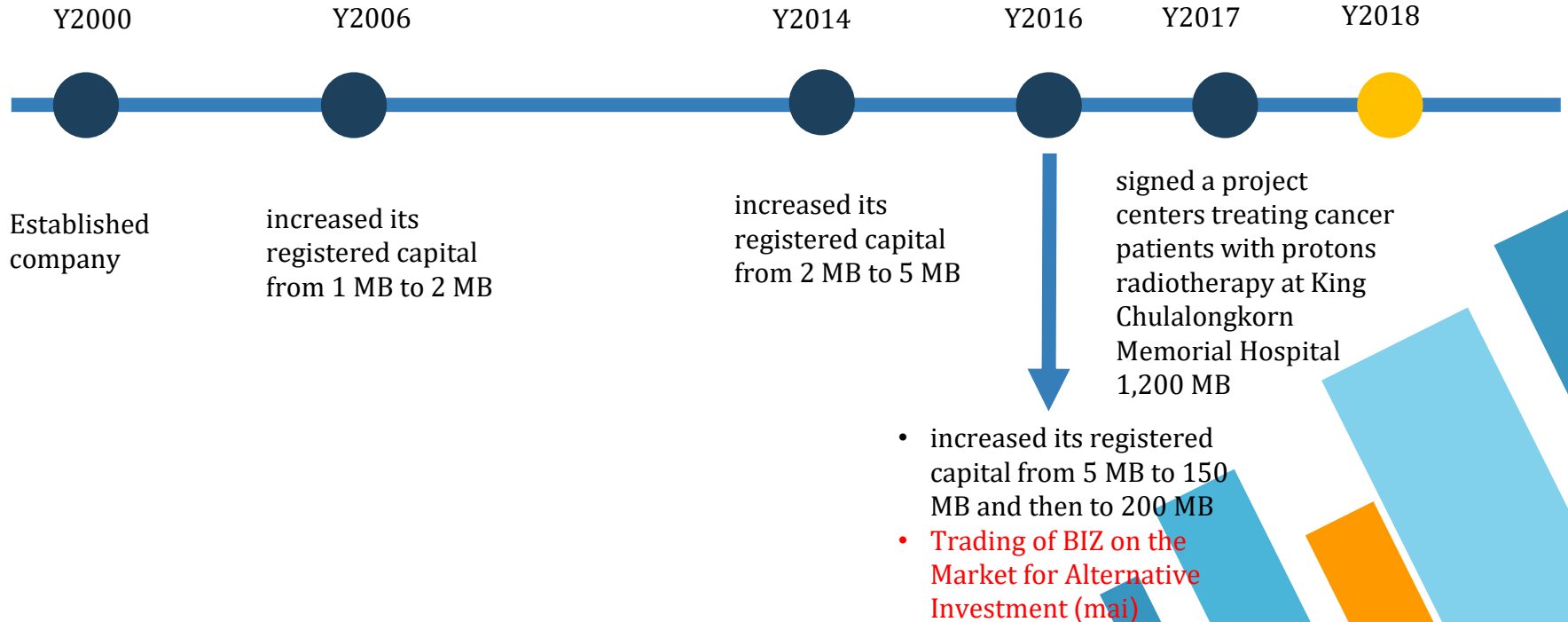
First day of trading BIZ	July 28, 2016
Number of Shares Outstanding	400 M Shares
Registered Capital	200 MB
Paid-Up Capital	200 MB
Par value per share	0.5 Baht
Dividend Payout Policy (%)	not less than 40% of the net profit after the deduction of all reserves



Dividend	Baht /Share	%Payment	Payment Date
For the year 2017	0.08	77.77%	9 May 2018
For the year 2016	0.10	56.95%	9 May 2017

# Brief Company History

Establishment of a subsidiary to operate specialized hospital for cancer treatment





# Presentation Agenda

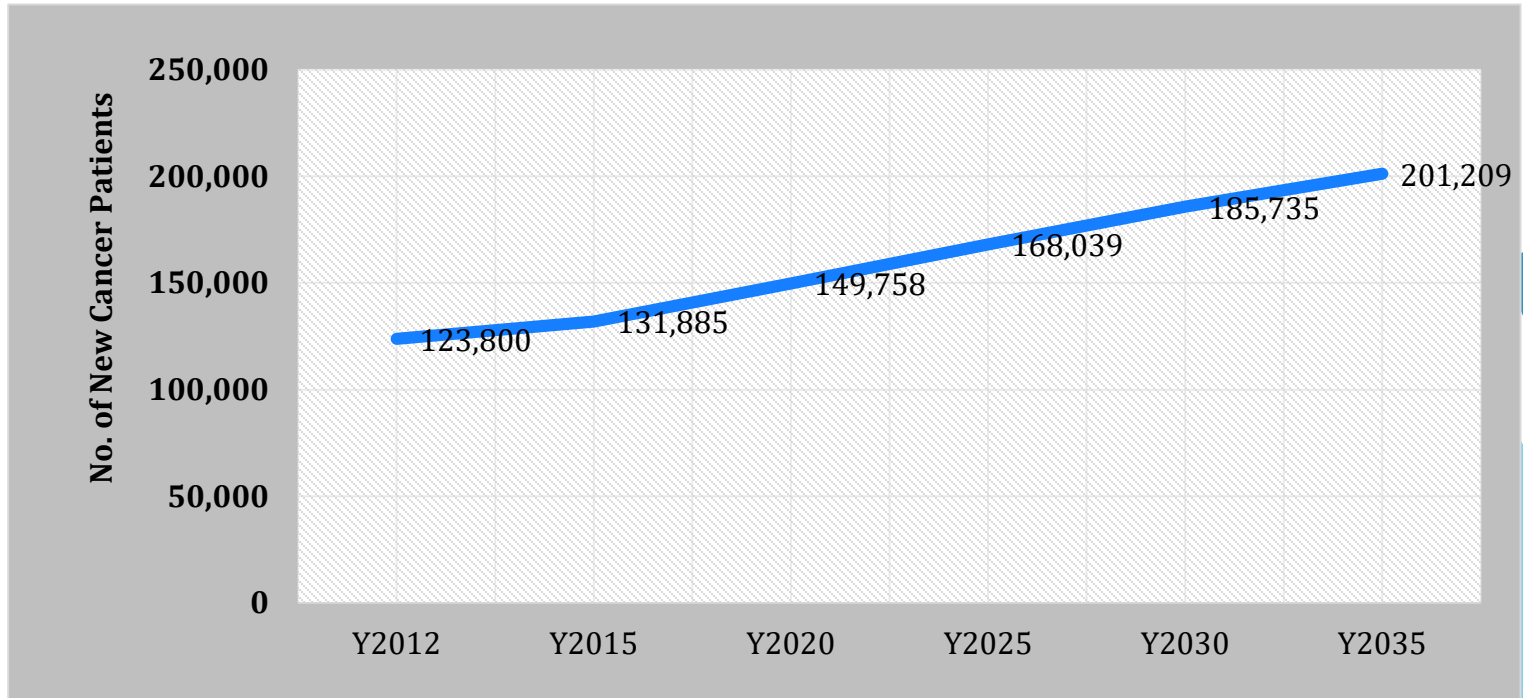
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# Cancer Statistics

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

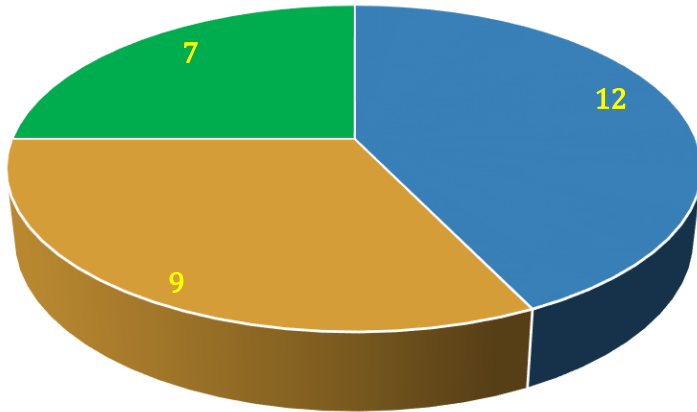
Source: World Health Organization



# Situation of the hospitals in Thailand with radiotherapy service

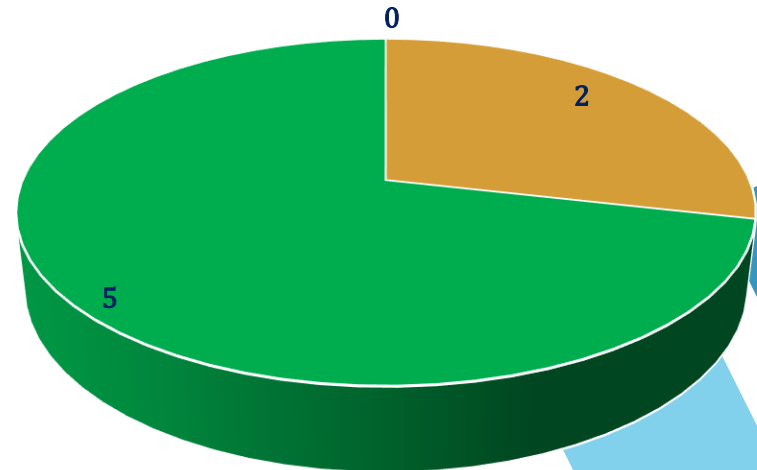
*as of 31 December 2017*

Government Hospitals (28)



- University Hospitals
- Cancer Specialized Hospitals
- General Hospitals

Private Hospitals (7)



- University Hospitals
- Cancer Specialized Hospitals
- Large Private Hospitals (more than 250 beds)



# 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 31 March 2018)*

No.	Project	Value (Million Baht)	Expected Completion and Handover
1	Project centers treating cancer patients with protons radiotherapy (King Chulalongkorn Memorial Hospital)	1,200.0*	Year 2020
2	Trading and installing the linear accelerator machine that produces only over 6 MV photon beam with Chonburi Cancer Hospital	98.6	Q4/2018
3	Medical Supplies Agreement Electron Linear Accelerator Machine with Thachalom Hospital Foundation, Samutsakhon	90.0	Q4/2018
4	Medical Supplies Agreement High Energy Radiation (LINAC) with Maharat Nakhon Ratchasima Hospital	129.1	Q1/2019
5	Medical Supplies Agreement with Maharat NakornSithammarat	159.0	Q4/2018
		<b>1,548.3</b>	

\* The company partially recognized revenue from construction revenue as at March 31, 2018 amounting to 128.4 million Baht.



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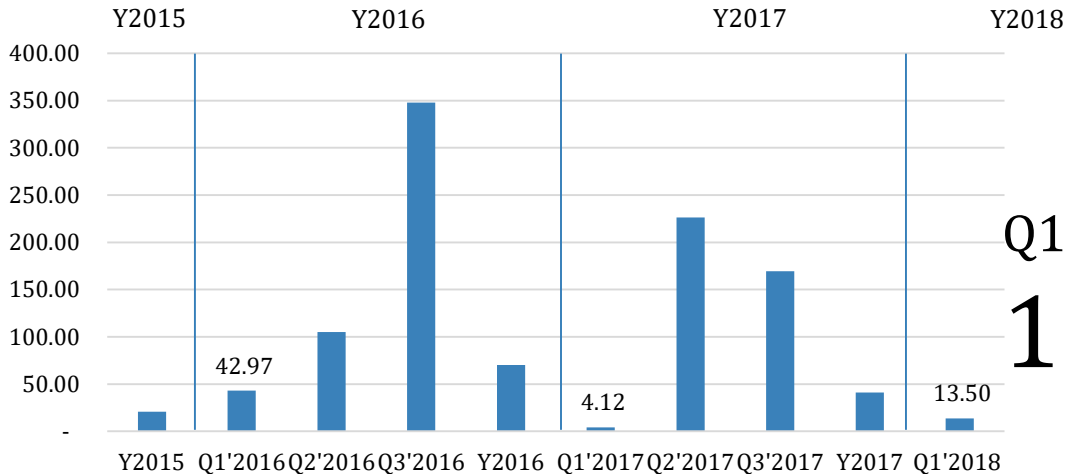


# Financial Highlight (Consolidated FS)

Q1/2018 Total Revenues

+107.66%  
YOY

102.08 Million Baht



Q1/2018 Net Profit

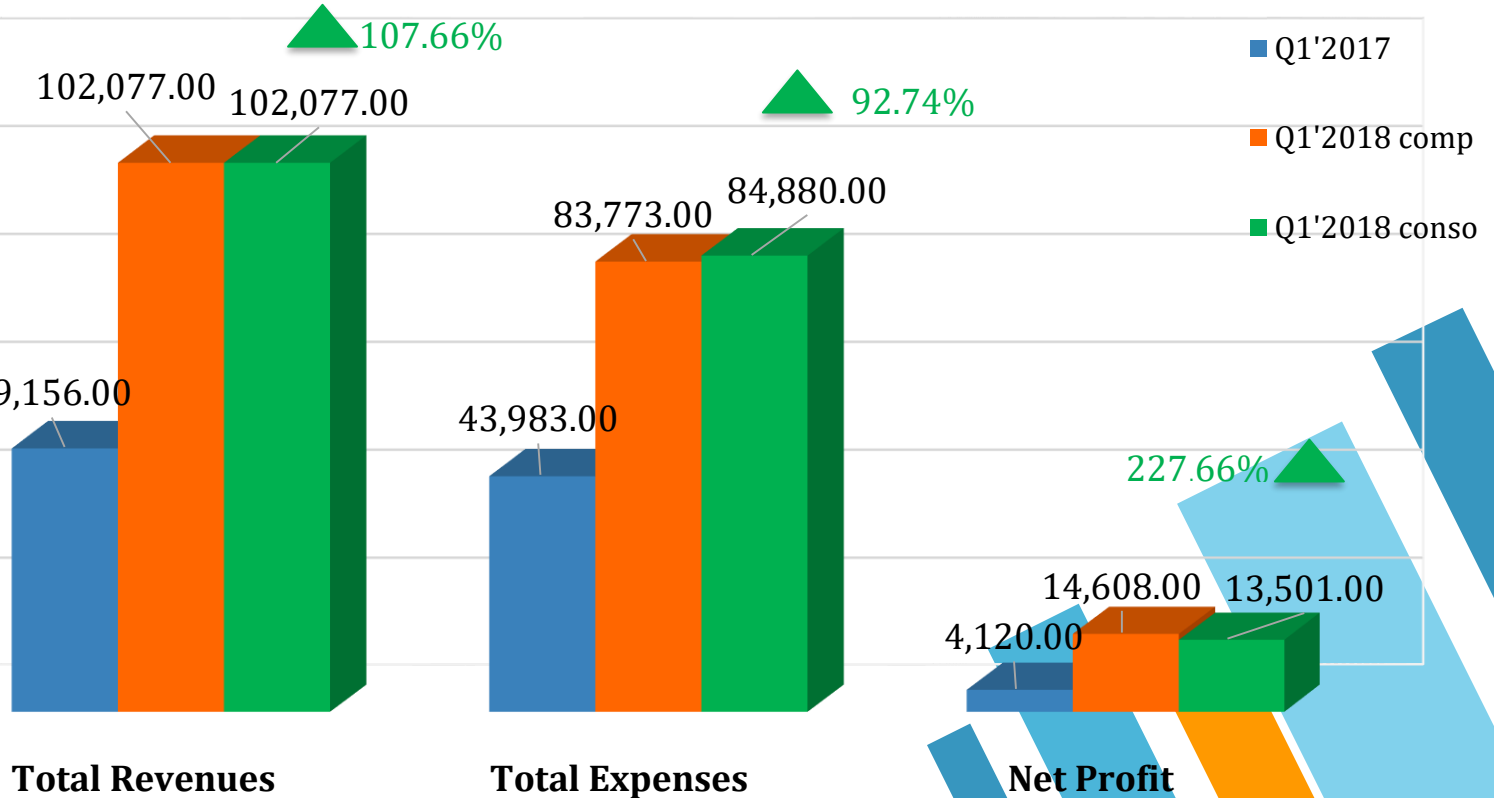
+227.67%  
YOY

13.50 Million Baht

# Total Revenues and Net Profit (Compare Year 2017-2018)

Unit : Thousand Baht

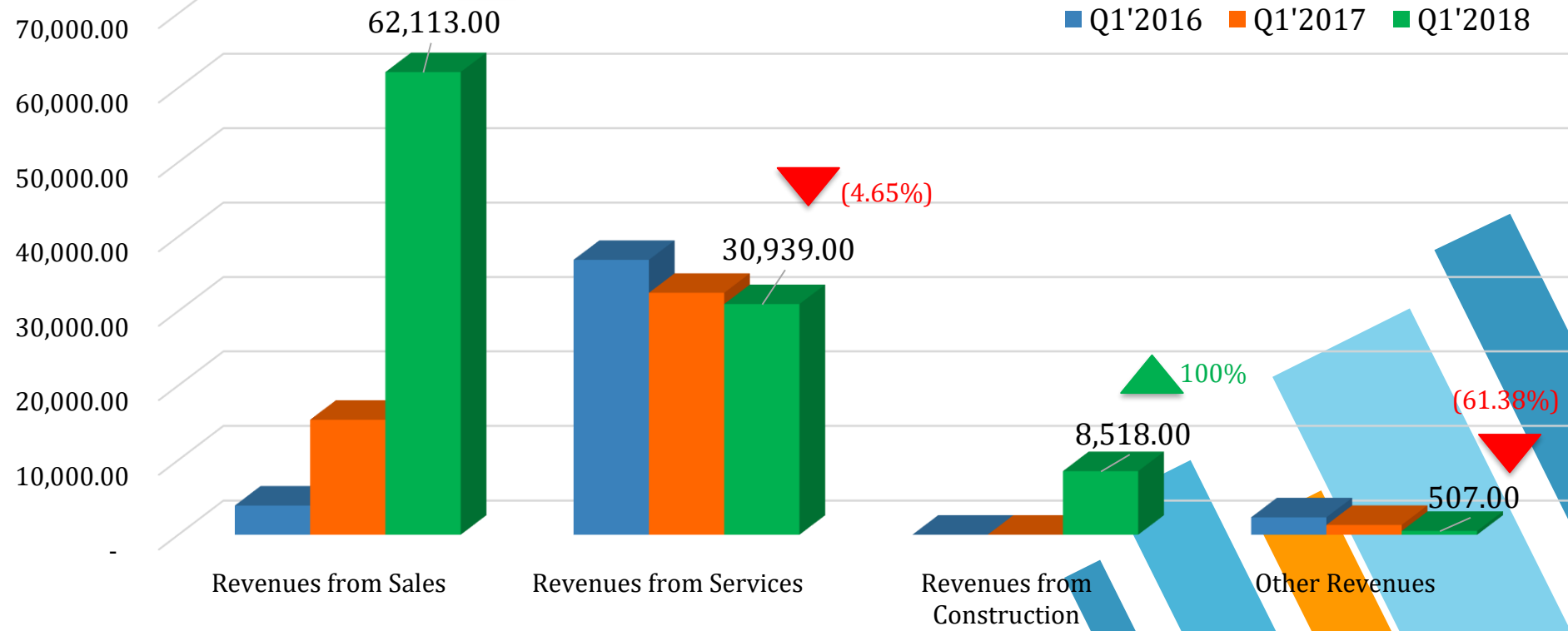
120,000.00  
100,000.00  
80,000.00  
60,000.00  
40,000.00  
20,000.00  
0.00



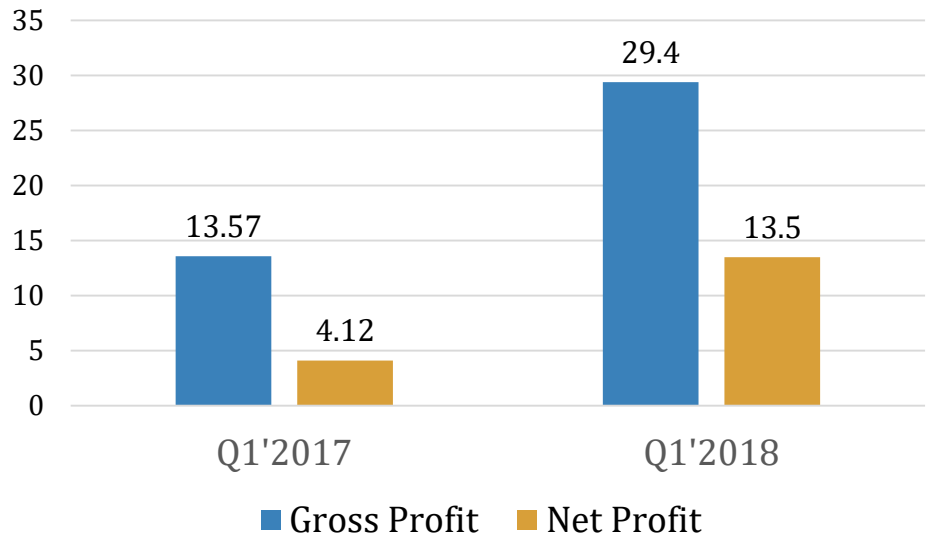
# Revenue Structure (Q1'2016-2018)

(Consolidated FS)

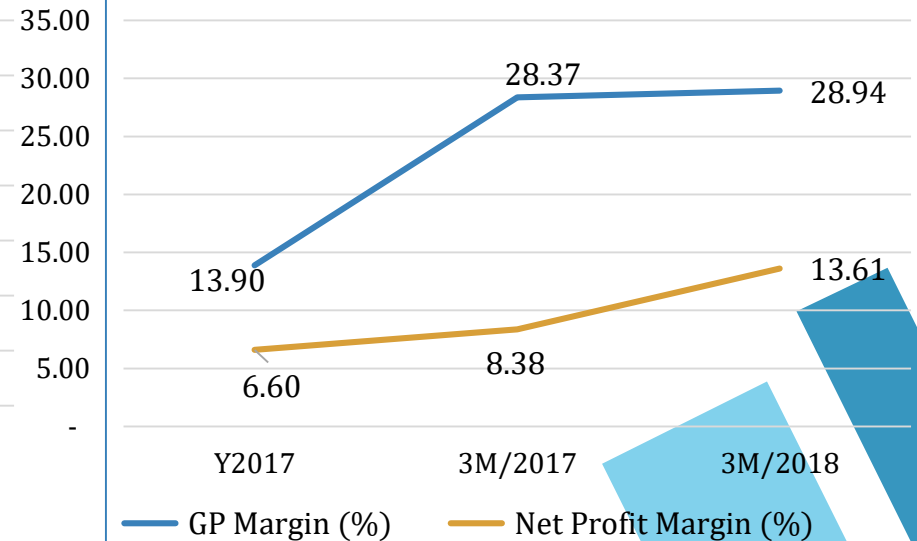
Unit : Thousand Baht



## Profit (Million Baht)



## Profit Margin (%)

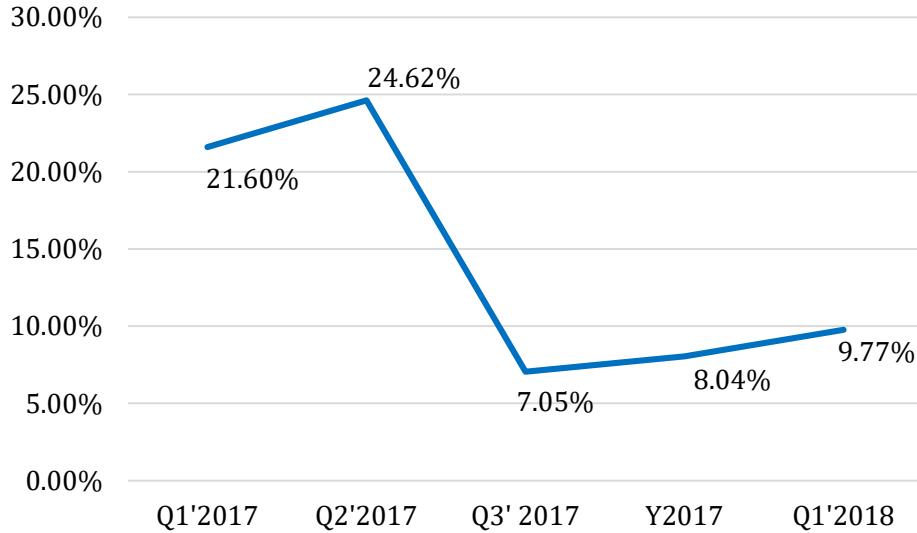


### Net Profit Margin

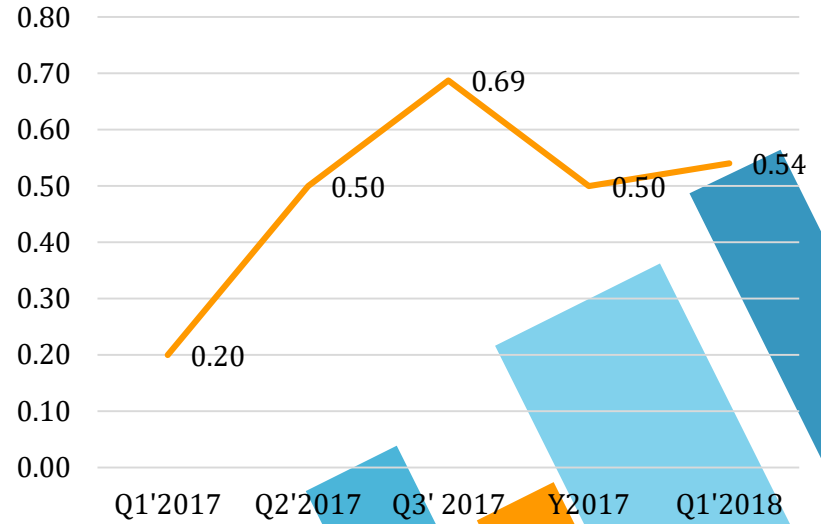
❖ The company had higher net profit margin as due to the increase in revenue from both sales and the ability to increase profit margins.

# Financial ratio

## ROE (%)



## D/E Ratio (time)







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# Q&A





# THANKS!

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