



BIZ

Opportunity Day Performance Q2'2018

Business Alignment Public Company Limited

Date : August 28, 2018





Presentation Agenda

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

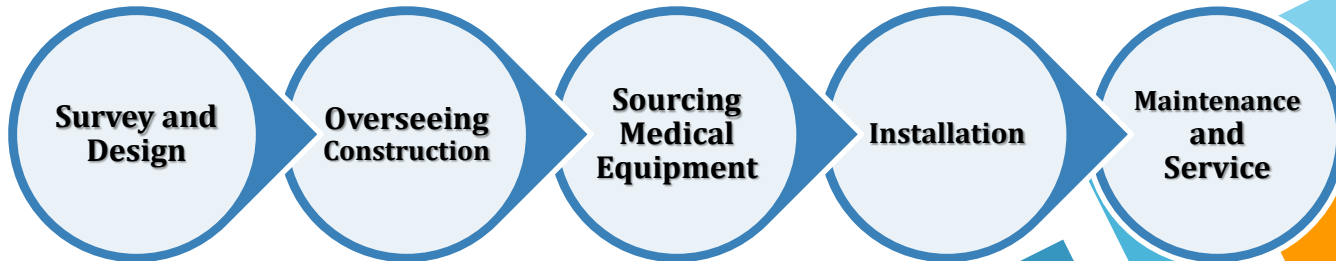


Company Overview

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.



Business Structure

BIZ 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



hold shares of 65% of the registered capital

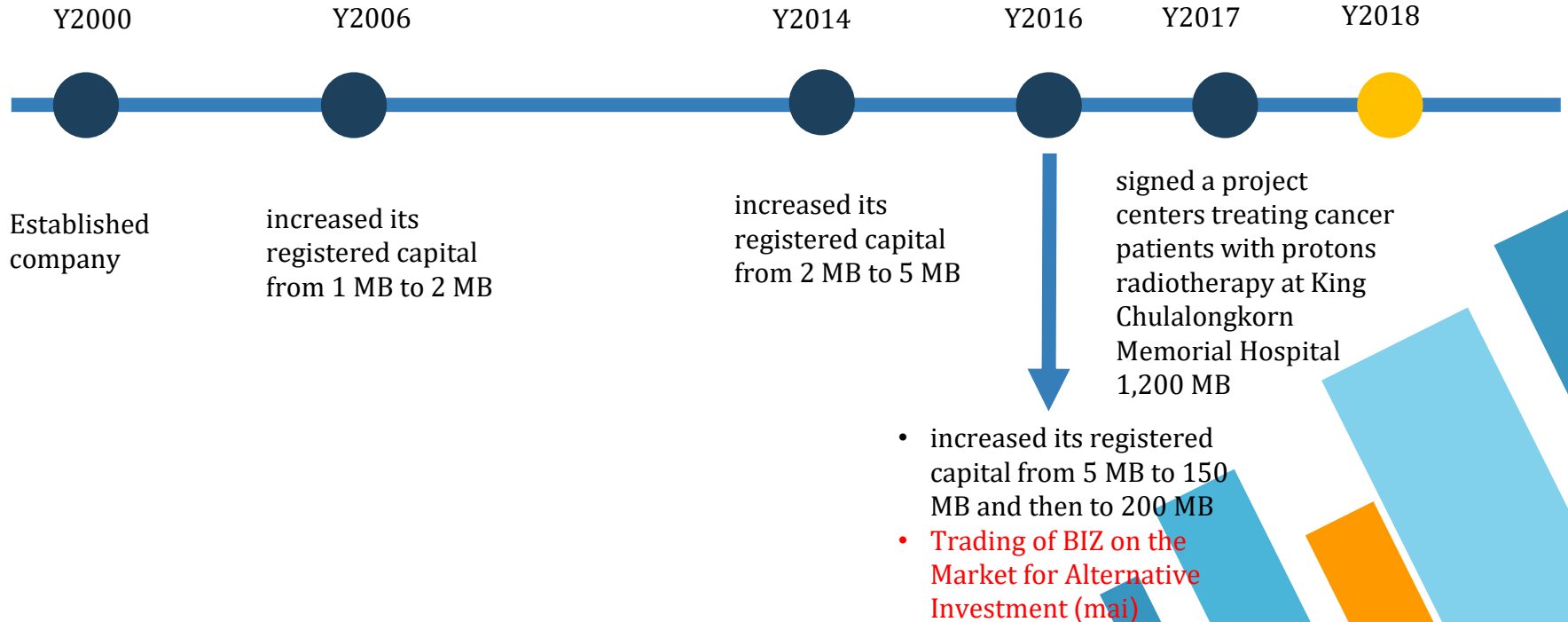


CAH Share Summary

Registration Date	Jan 12, 2018
Number of Shares Outstanding	2 M Shares
Registered Capital	200 MB
Paid-Up Capital	200 MB
Par value per share	100 Baht

Brief Company History

Establishment of a subsidiary to operate specialized hospital for cancer treatment





Presentation Agenda

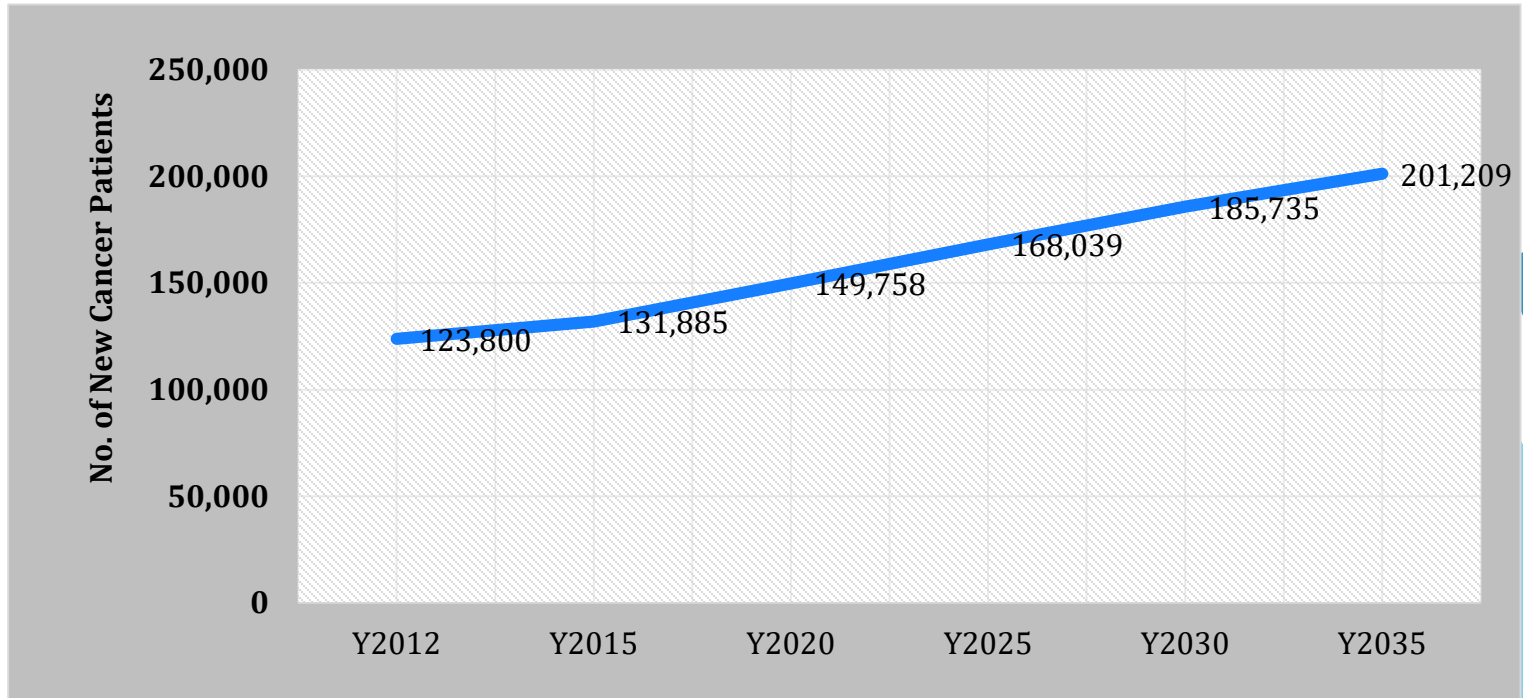
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Cancer Statistics

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



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..

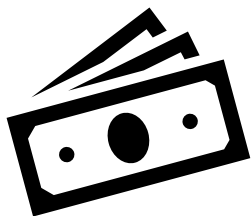
Of which, 28 are old technology that needs replacement.

42 up-to-date radiotherapy systems available.

NEEDED

123 additional radiotherapy systems needed in Thailand

Backlog



as of 31 July 2018

**1,610
million Baht**

Protons radiotherapy

**1,057
million Baht**

Expect recognize all revenues within year 2020

Other projects

**553
million Baht**

Expect recognize all revenues within Q1'2019



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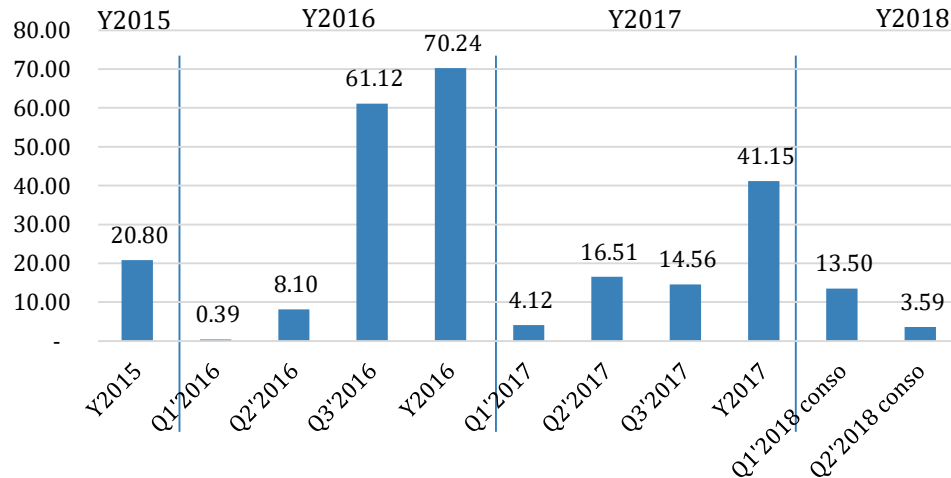


Financial Highlight (Consolidated FS)

Q2/2018 Total Revenues

-72.50%
YOY

63.52 Million Baht



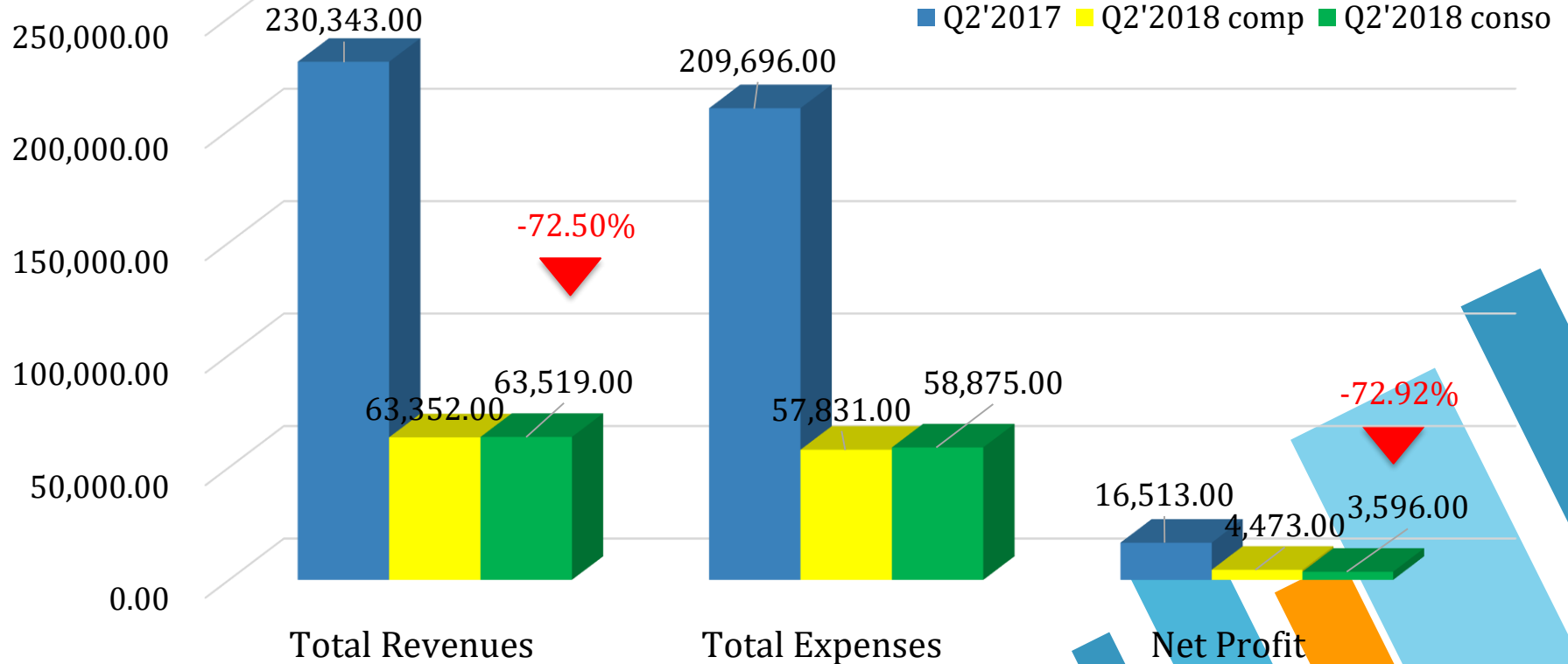
Q2/2018 Net Profit

-72.92%
YOY

3.59 Million Baht

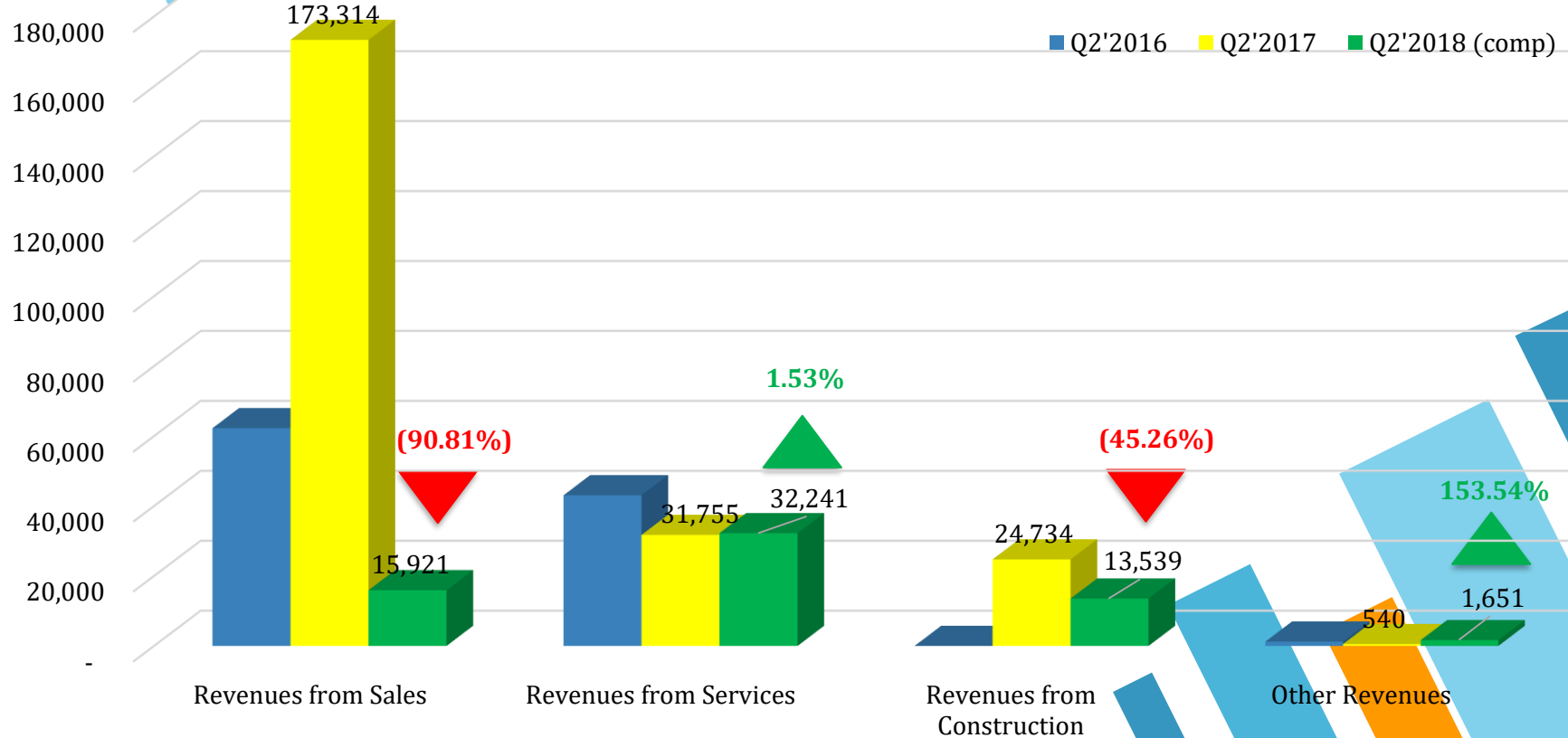
Total Revenues and Net Profit (Compare Year 2017-2018)

Unit : Thousand Baht

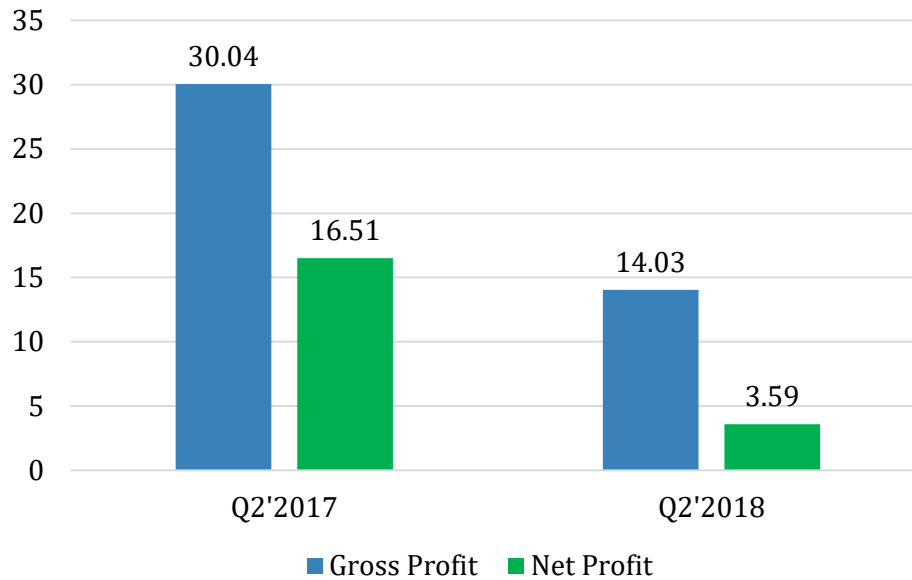


Revenue Structure (Q2'2016-2018)

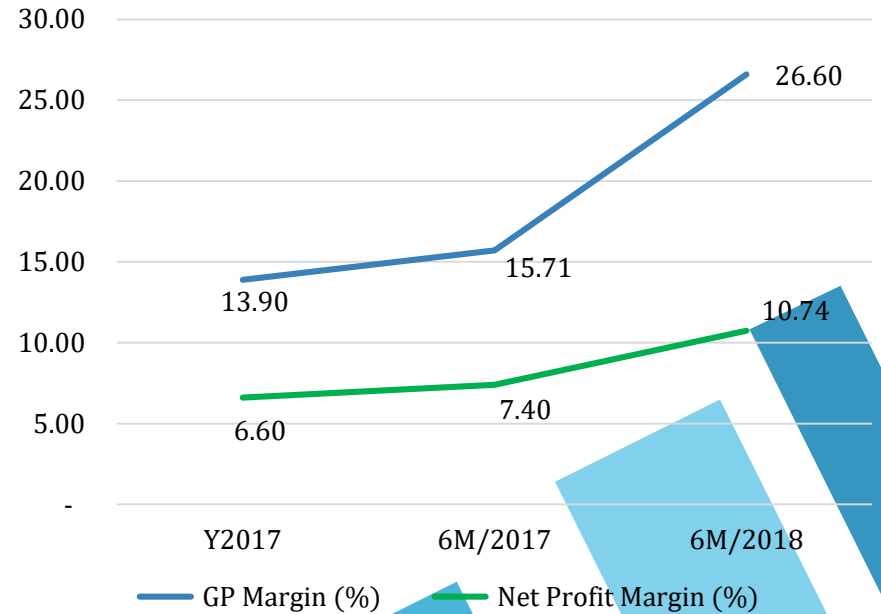
Unit : Thousand Baht



Profit (Million Baht)



Profit Margin (%)

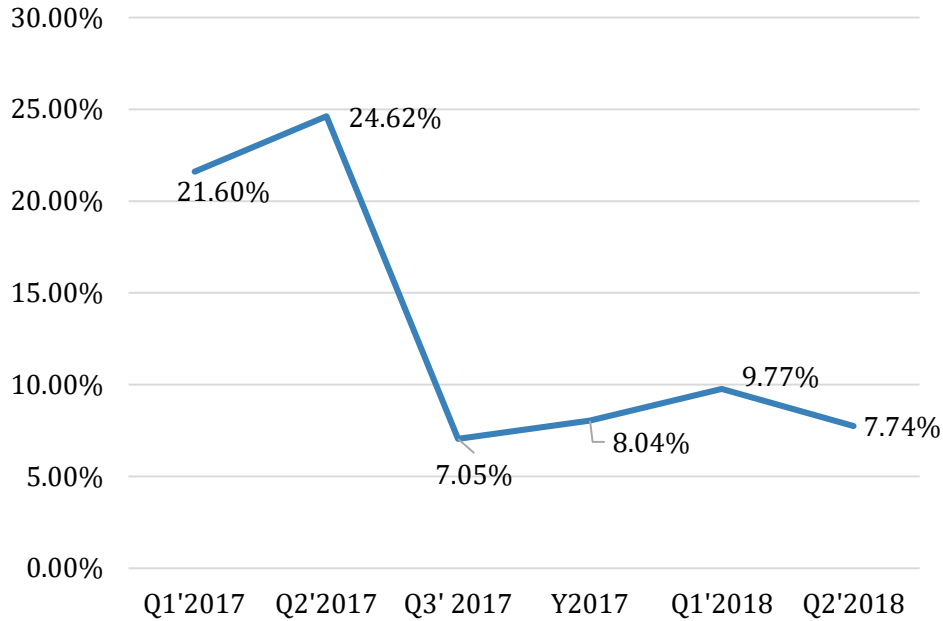


Net Profit Margin

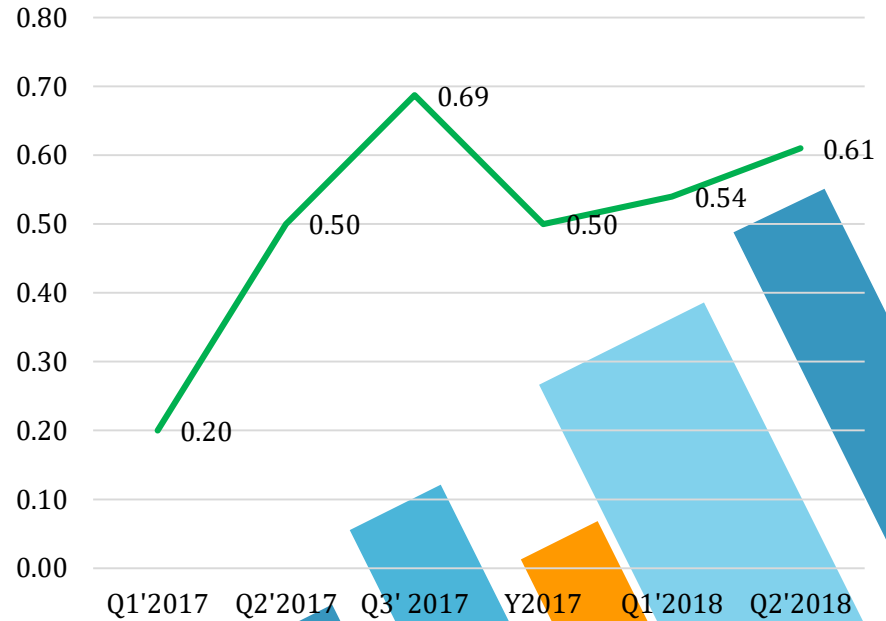
❖ The company had higher net profit margin as due to the increase in revenue from both sales and the ability to increase profit margins.

Financial ratio

ROE (%)



D/E Ratio (time)





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Q&A





THANKS!

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