



**BIZ**

# Opportunity Day Performance Q3'2018

Business Alignment Public Company Limited

Date : November 27, 2018





# Presentation Agenda

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

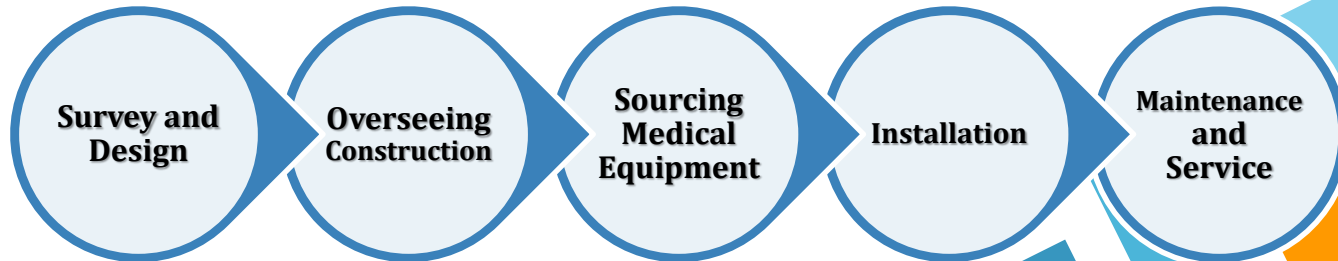


# Company Overview

## Company Profile

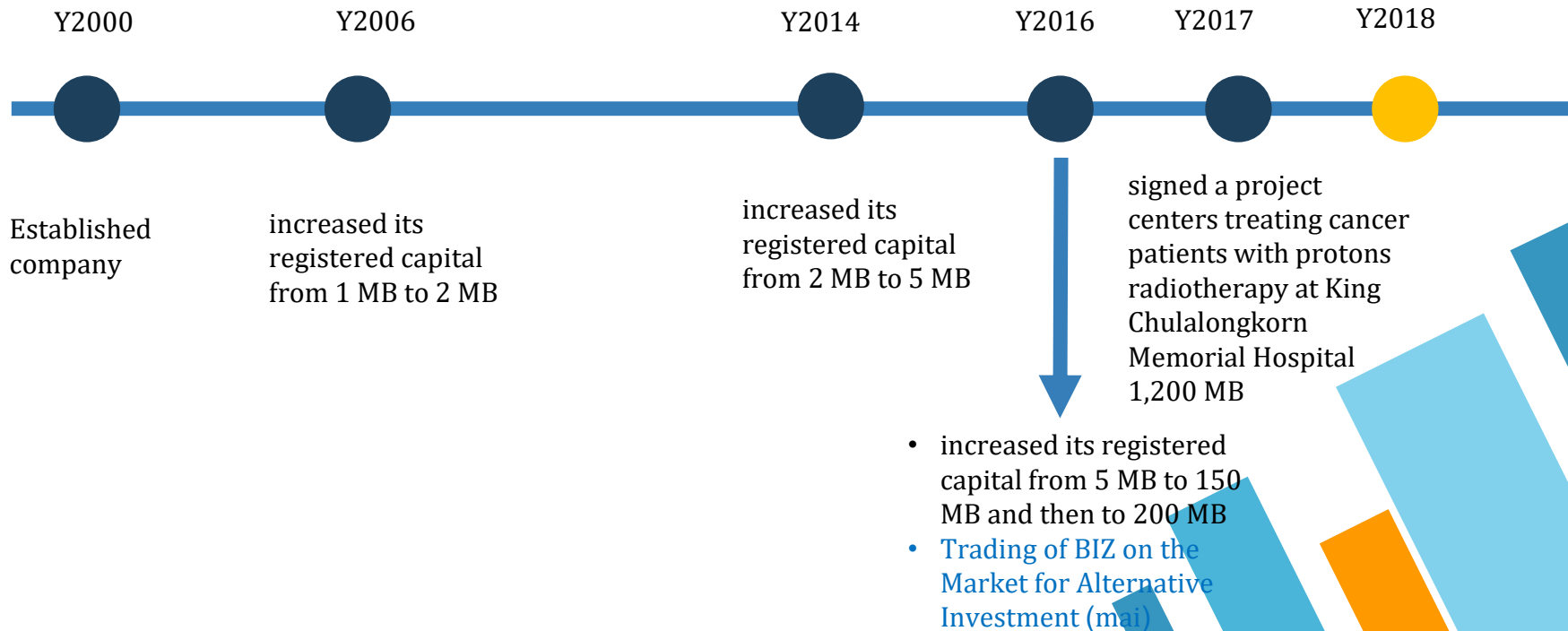
**Business Alignment (BIZ)** operates the distribution and installation of medical equipments for cancer treatment through radiotherapy by importing the equipments from world's leading professional in cancer treatment equipment and technology. The company's operations also include the maintenance service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



# Brief Company History

- Establishment of a subsidiary to operate specialized hospital for cancer treatment
- Expand Business to BIZGenes



# Business Structure



To operate the distribution and installation of medical equipments for cancer treatment

hold shares of 65% of the registered capital



To operate a hospital specializing in cancer treatment

# Product and service types based on revenue type



## Revenue from Sales

- which comes from selling and installing the medical equipment



## Revenue from Services

- which comes from providing the maintenance service



## Revenue from Construction and other Revenues

- which derived from the project to establish a cancer patient center with proton particles and other equipment



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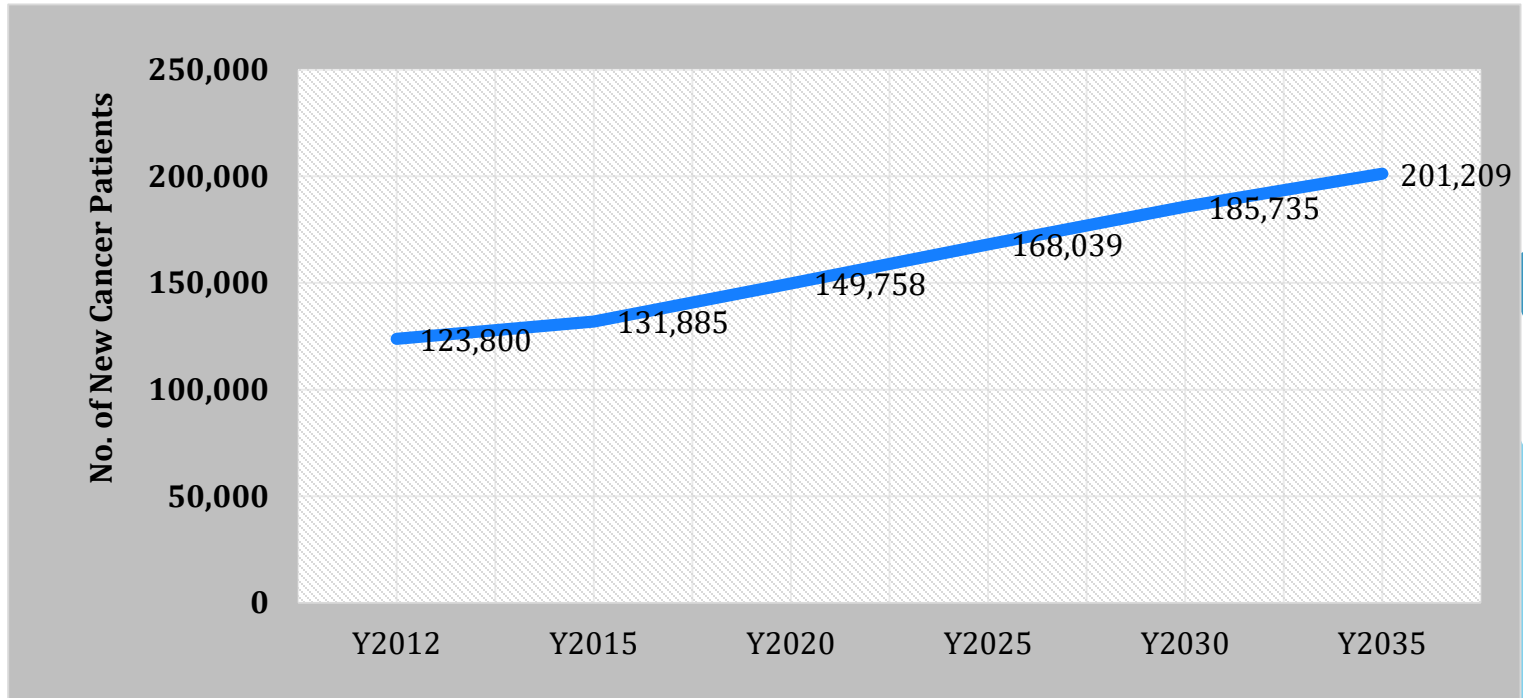
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# Cancer Statistics

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 82 radiotherapy systems in Thailand..

Of which, 20 are old technology that needs replacement.

**62** up-to-date radiotherapy systems available.

## NEEDED

**103** additional radiotherapy systems needed in Thailand

# Sriracha Cancer Alliance Hospital



**CAH**  
**SRIRACHA**  
CANCER ALLIANCE  
HOSPITAL

## CAH

To operate a hospital specializing in cancer treatment between the Company and Group of physicians as a subsidiary of the Company. (Cancer Alliance Co., Ltd.) located at Nongkham sub-district, Sriracha district, Chonburi with 30 rooms for services.

The treatment can be classified into 2 main types which are

- 1) radiotherapy
- 2) chemotherapy

# Progress of Construction Sriracha Cancer Alliance Hospital



# New Business Line

## BIZ Genes



**“Distributor of laboratory examinations and services”** Genetic Test for cancer screening is an innovative test to detect genetic mutations resulting in and increased risk of cancer developing. By using the most upfront “Next Generation Sequencing Technology (NGS)”, the personalized results are highly accurate, precise and safe.



# BIZGenes: Press Conference

(14 Nov 2018 at Pullman Bangkok Grande Sukhumvit)



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(14 Nov 2018 at Pullman Bangkok Grande Sukhumvit)



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วางแผนสุขภาพในอนาคตได้  
ชีวิตที่มีมาตั้งแต่เกิด  
ต่างมุ่งหวังที่จะมี  
แต่ทว่าคนเราแต่ละคน

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**'AUCT' จ่อรับทรัพย์สินก้อนโต  
เคาะประมูลสินทรัพย์รพ.**

UREKA เก็บรางวัล  
รางวัลงานวิจัยสูง  
มูลค่าเกือบ 70 ล้าน

**SONIC เติบโต 21%  
จ่อปันผล 0.45 บาท**

**PSTC อนุมัติผลงานเข้า  
ตลาดรายได้ทะยาน 82.4%**

**'SSP' ทำไรต่อเบียด 19%  
เด็กภาค COD ครบ 90 MW**

**โปรเจกต์พิเศษสุด 'MVP'  
แจกรางวัลหลักยังگانมิไฮ**

# Backlog *(as of 30 Sep 2018)*



**~1,400  
million Baht**

**Protons radiotherapy**

**1,034**

**million Baht**

Expect recognize all revenues within year 2020

**Other projects**

**366**

**million Baht**

Expect recognize all revenues within Q2'2019



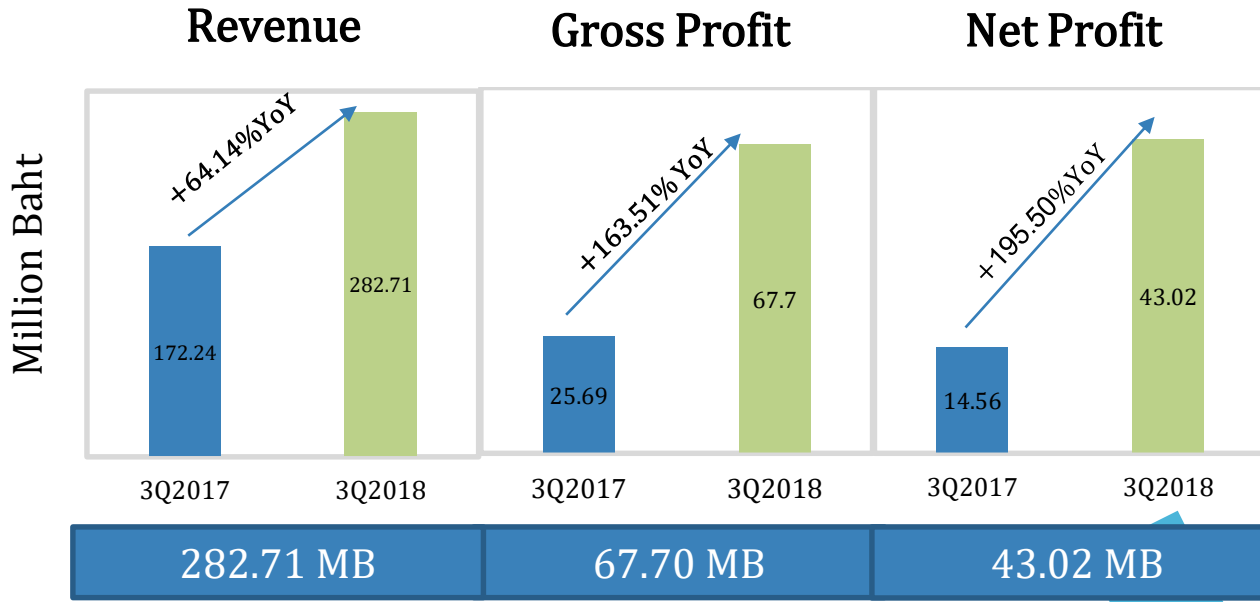
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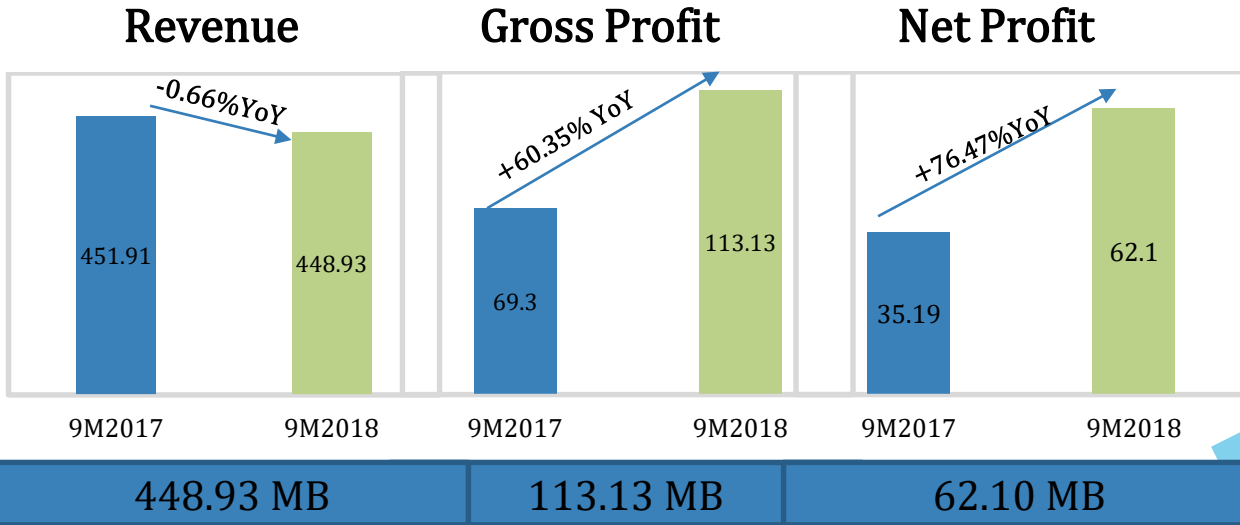


# 3Q18 Performance

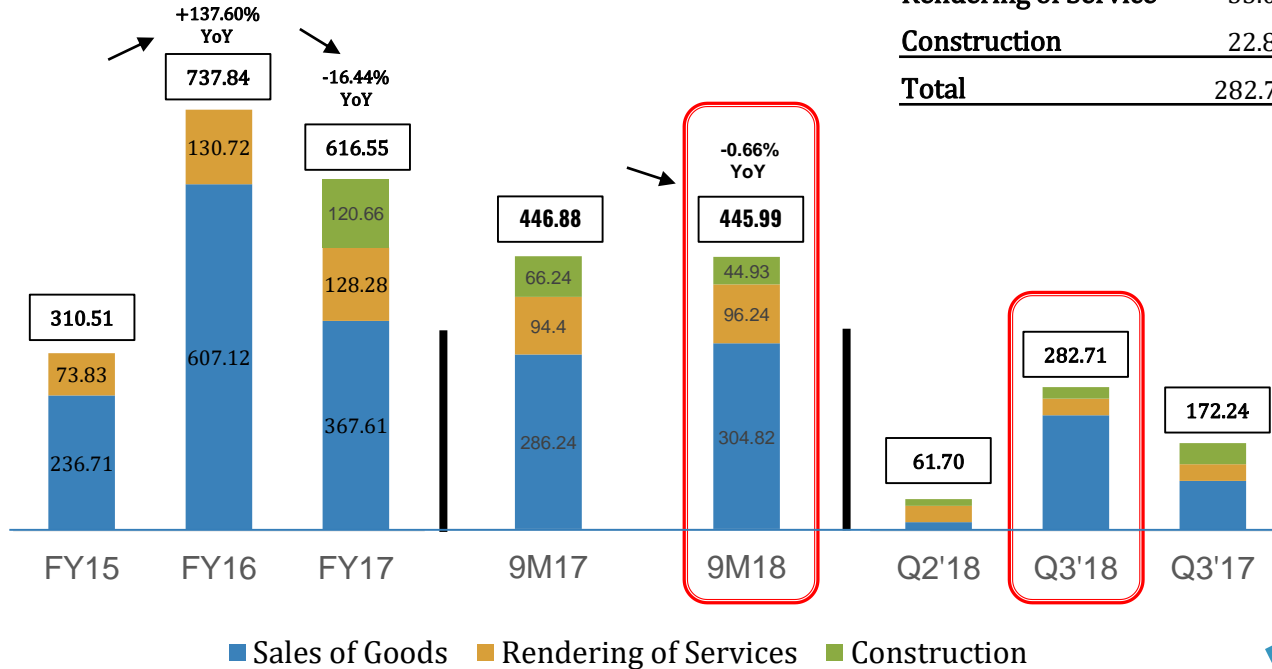


# 9M18 Performance

Million Baht



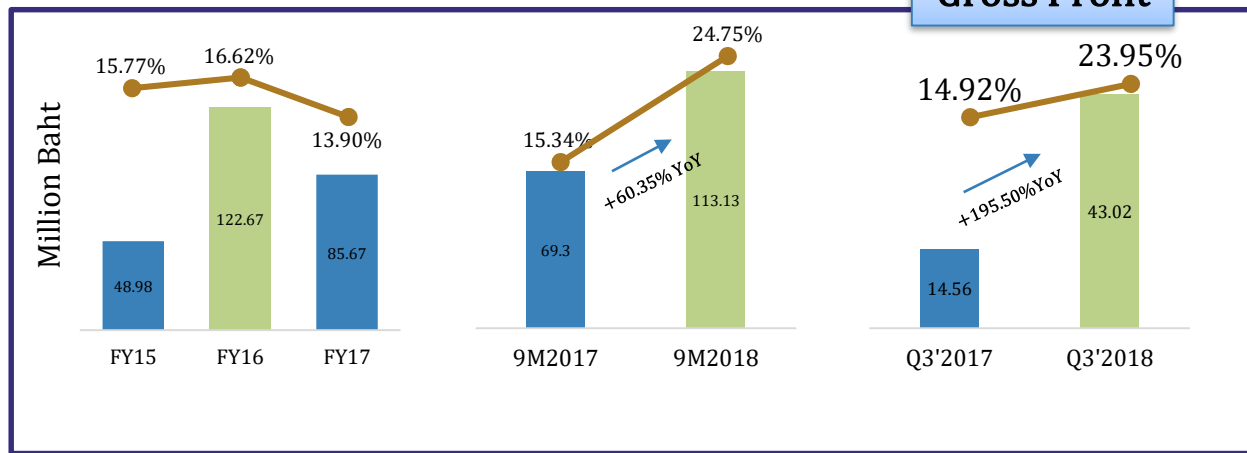
# Revenues Structure



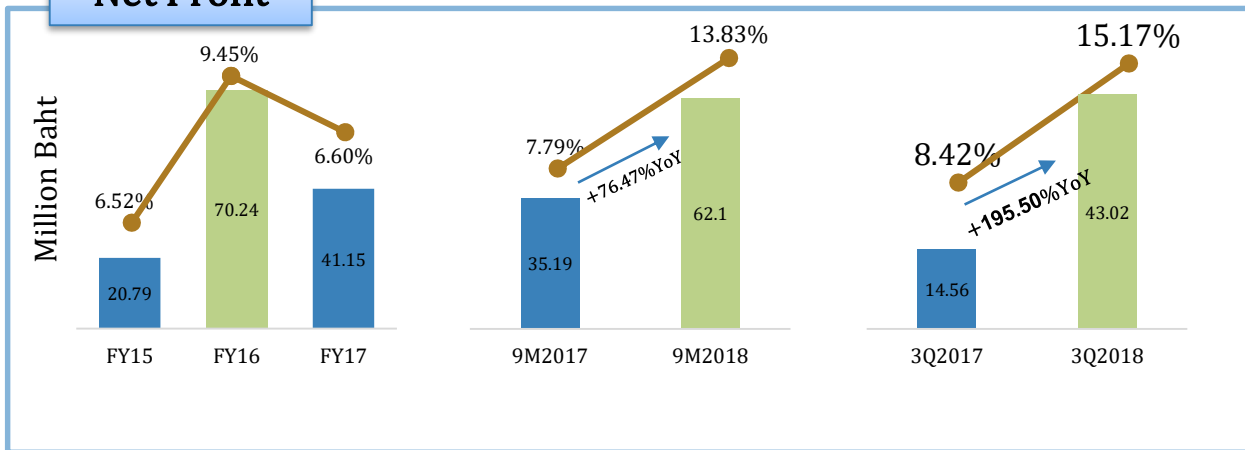
*Unit : Million Baht*

	Q3'18	Q3'17	YoY	Q2'18	QoQ
Sales of Goods	226.79	97.54	132.51%	78.03	190.62%
Rendering of Service	33.05	33.20	-0.43%	63.18	-47.68%
Construction	22.88	41.50	-44.88%	22.06	3.71%
<b>Total</b>	<b>282.72</b>	<b>172.24</b>	<b>87.20%</b>	<b>163.27</b>	<b>146.65%</b>

## Gross Profit



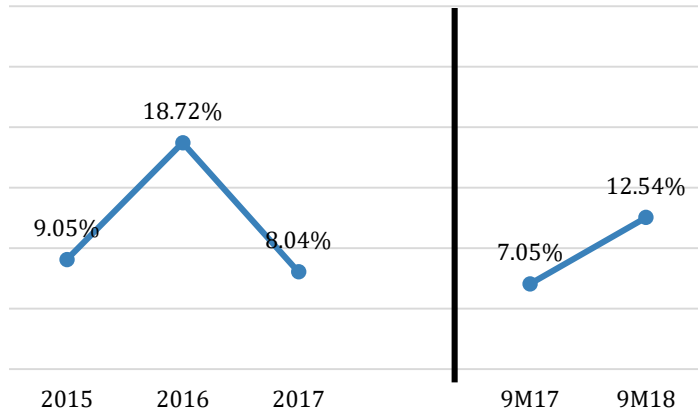
## Net Profit



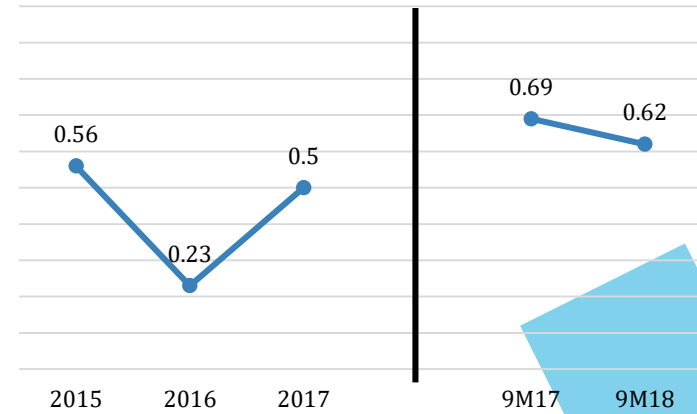
FS Company

# Financial ratio

## ROE (%)



## D/E Ratio (time)





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# Q&A





# THANKS!

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