

**BIZ**

# **Opportunity Day Performance YR 2018**

**Business Alignment Public Company Limited**

Date : March 13, 2019



# Presentation Agenda

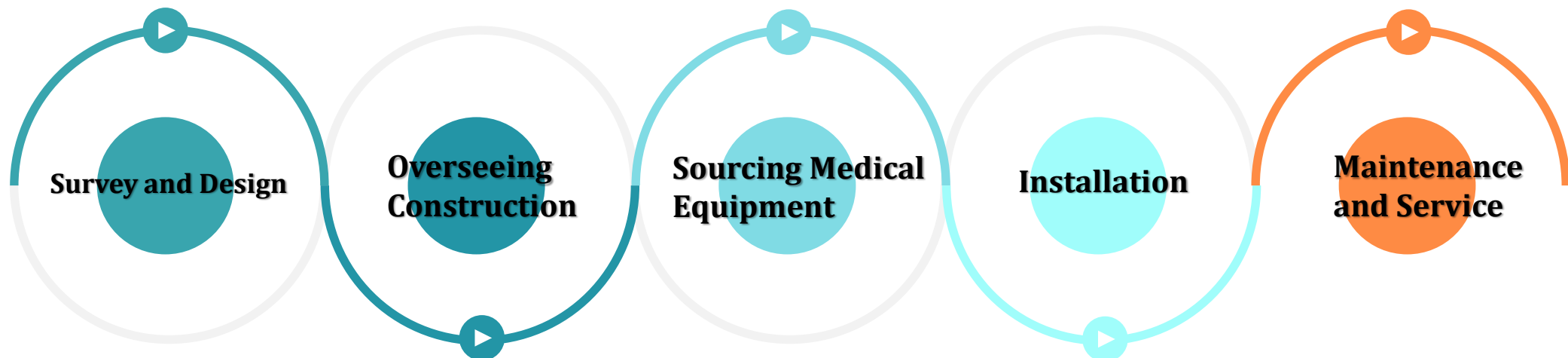
- **Company Overview**
- Business Outlook
- Financial Performance
- Q&A

# Company Overview

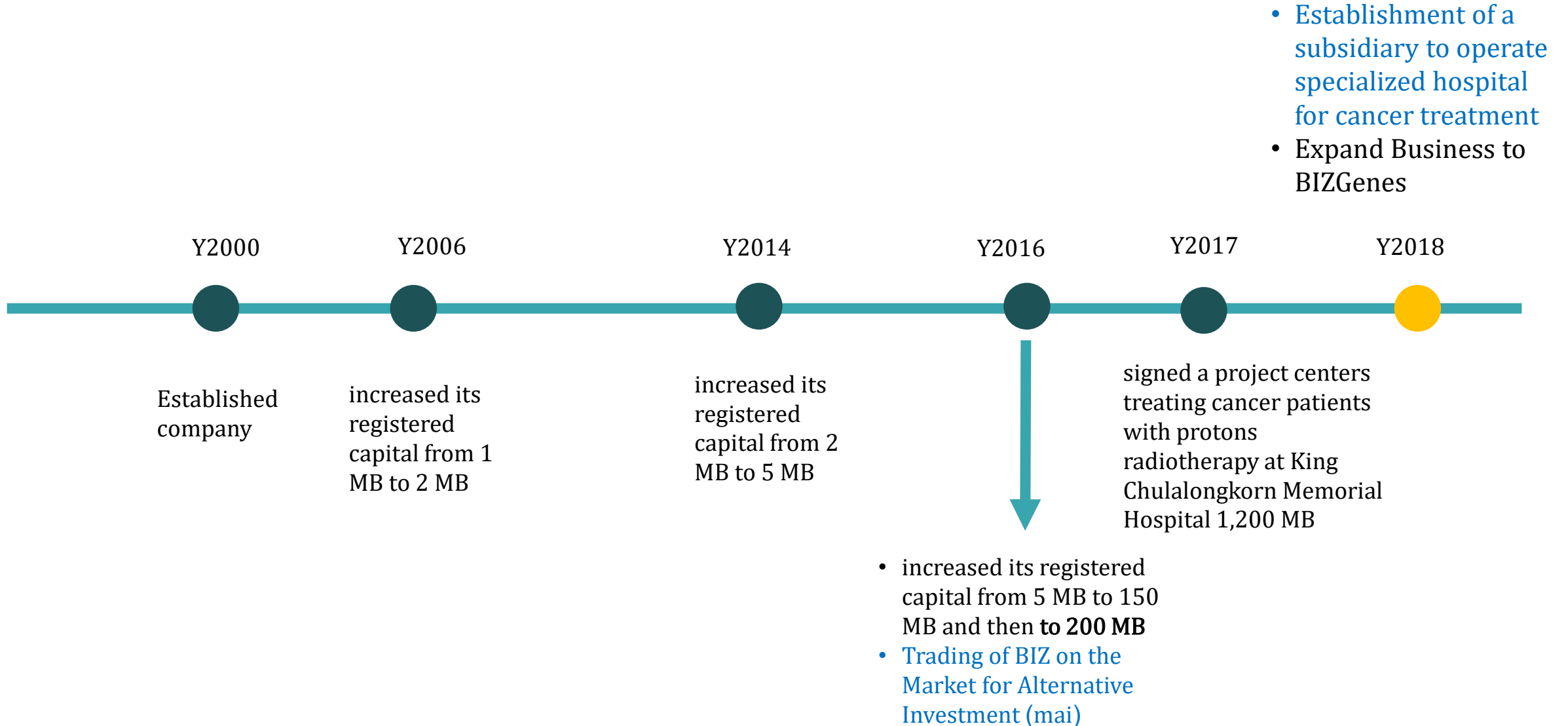
## Company Profile

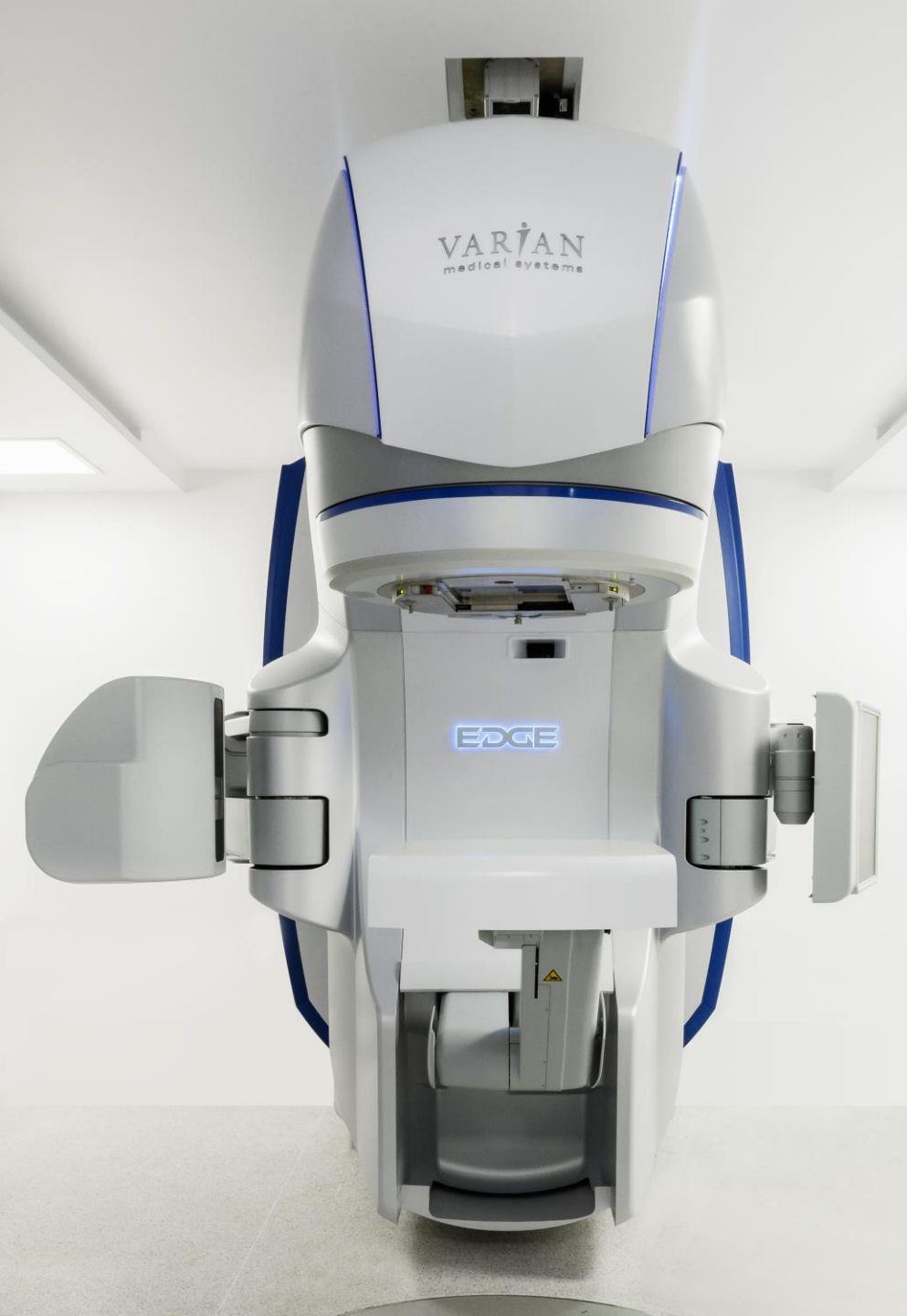
**Business Alignment (BIZ)** operates the distribution and installation of medical equipments for cancer treatment through radiotherapy by importing the equipments from world's leading professional in cancer treatment equipment and technology. The company's operations also include the maintenance service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





# 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**

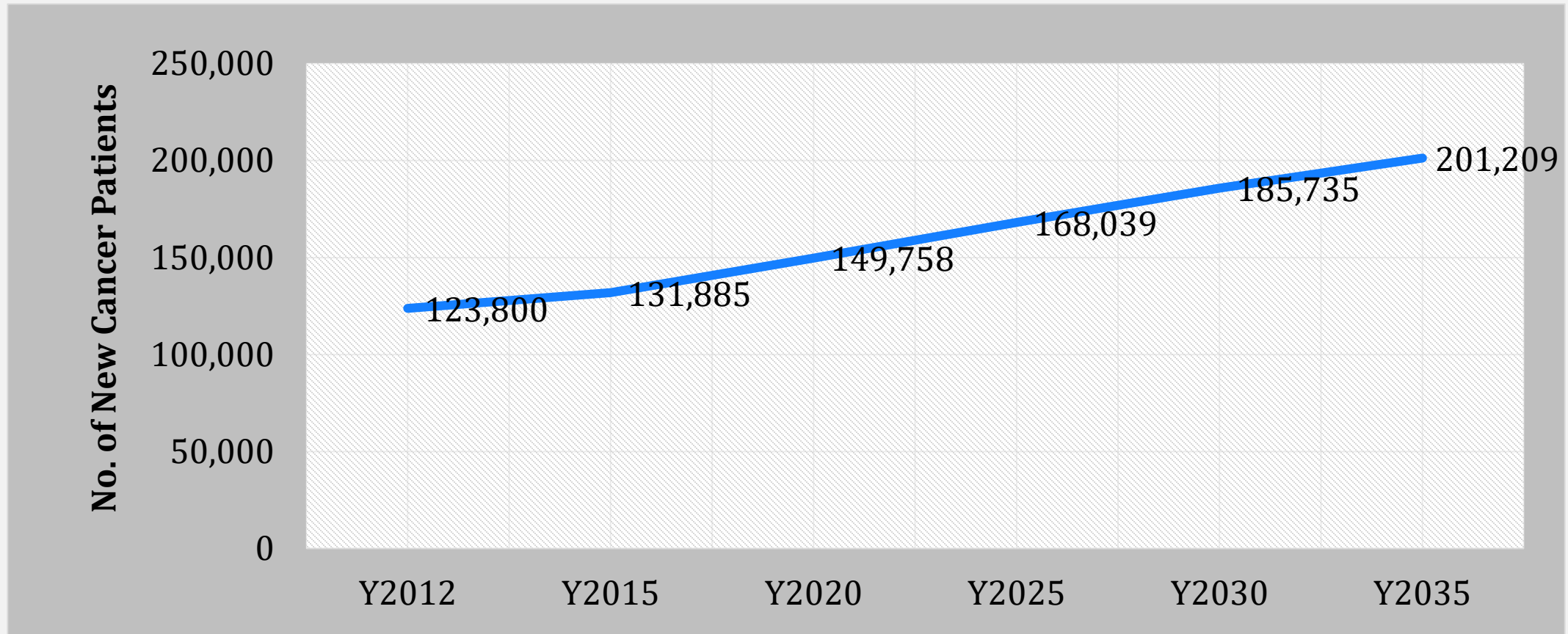
which derived from the project to establish a cancer patient center with proton particles and other equipment



# Business Outlook

# 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*

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

# Demand for Radiotherapy in Thailand

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**

There are currently 82 radiotherapy systems in Thailand.  
Of which, 20 are old technology that needs replacement.

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

CURRENT AVAILABILITY

**103 additional radiotherapy systems needed in Thailand**

NEEDED



# SRIRACHA CANCER ALLIANCE HOSPITAL



**CAH**  
SRIRACHA  
CANCER ALLIANCE  
HOSPITAL

## Cancer Alliance Co., Ltd.

Register capital 200 MB. The Company's shareholding proportion in the subsidiary company totally 65.00%

To operate a hospital specializing in cancer treatment between the Company and Group of physicians as a subsidiary of the Company. 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 (CAH)



# 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 an increased risk of cancer developing. By using the most upfront “Next Generation Sequencing Technology (NGS)”, the personalized results are highly accurate, precise and safe.



# Backlog ~1,680 MB

*as of 31 Jan 2019*



โรงพยาบาลฟางทรี  
สภากาชาดไทย

Protons radiotherapy

~1,015 MB

The company recognized the revenue of construction equal to 184.60 million Baht.

Expect recognize all revenues within year 2020



Other Projects

480 MB



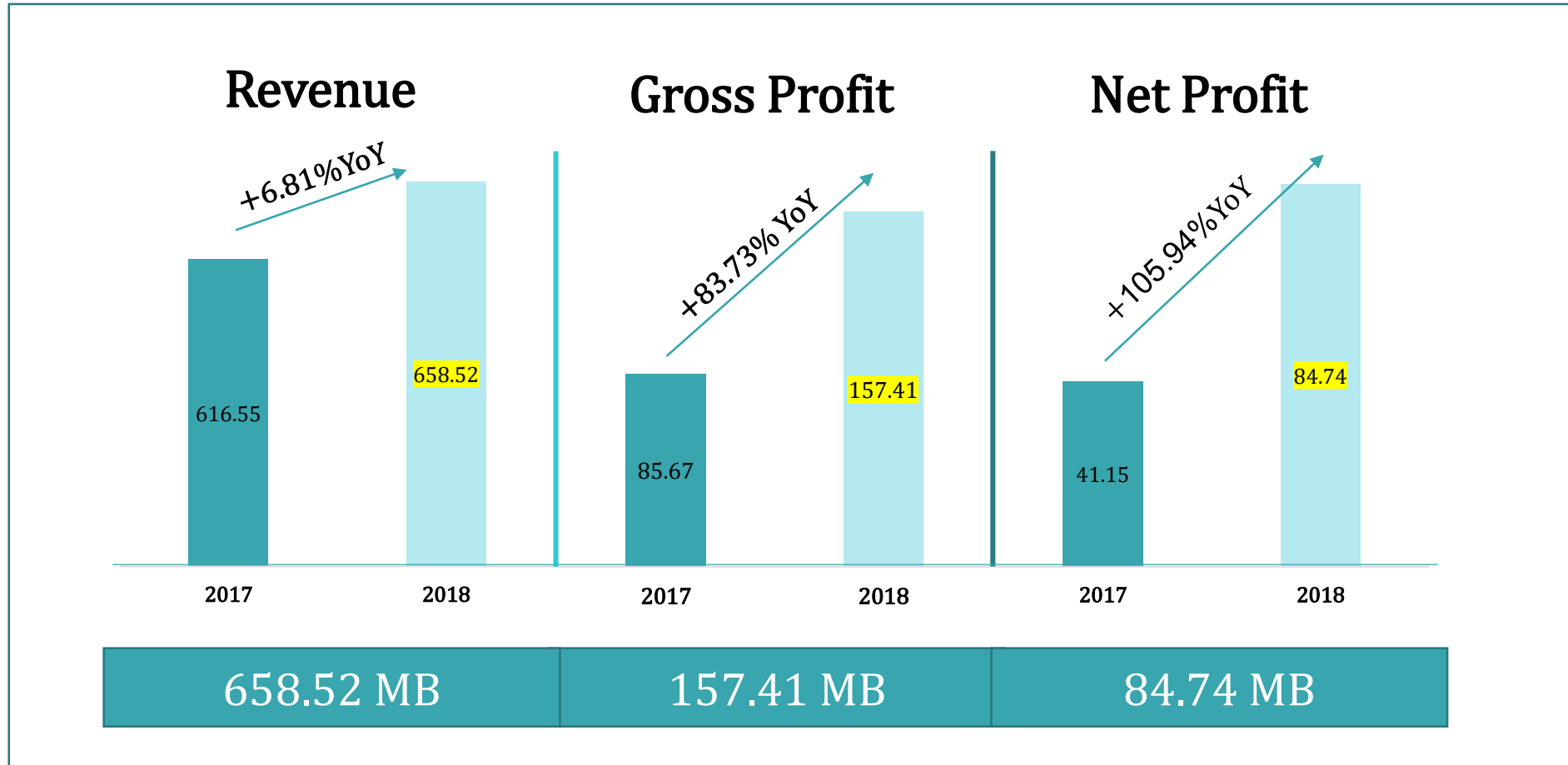
Expect recognize all revenues within Q3'2019



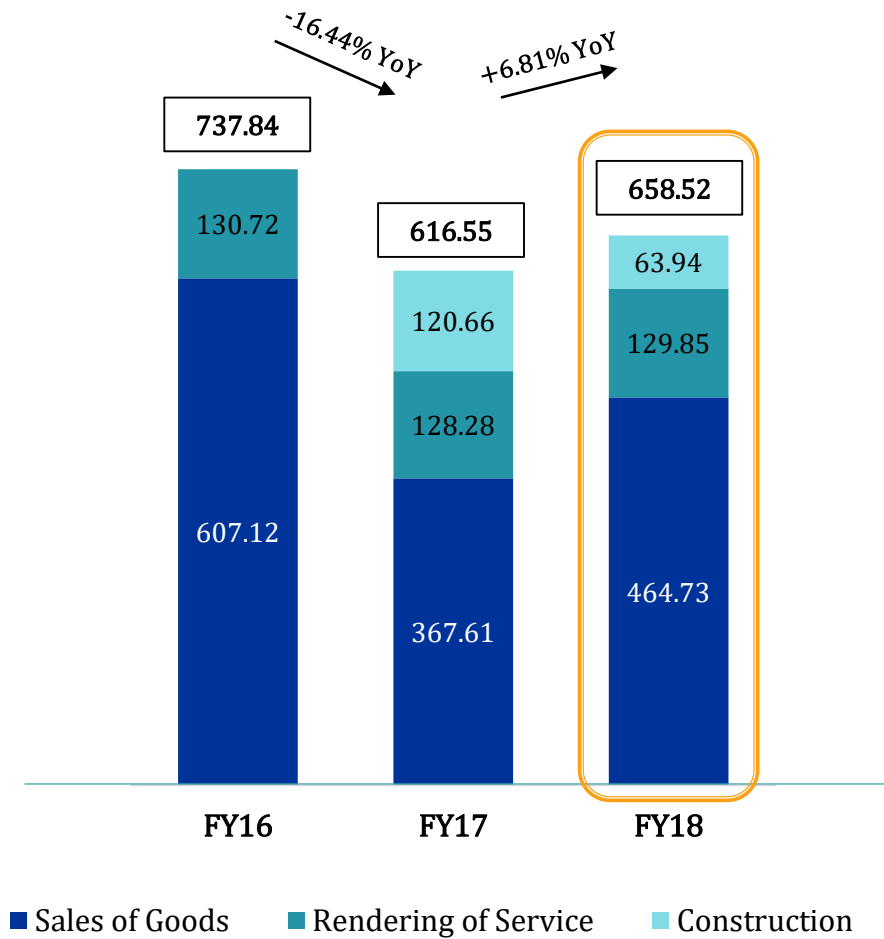
# Financial Performance

# Year 2018 Performance

Million Baht

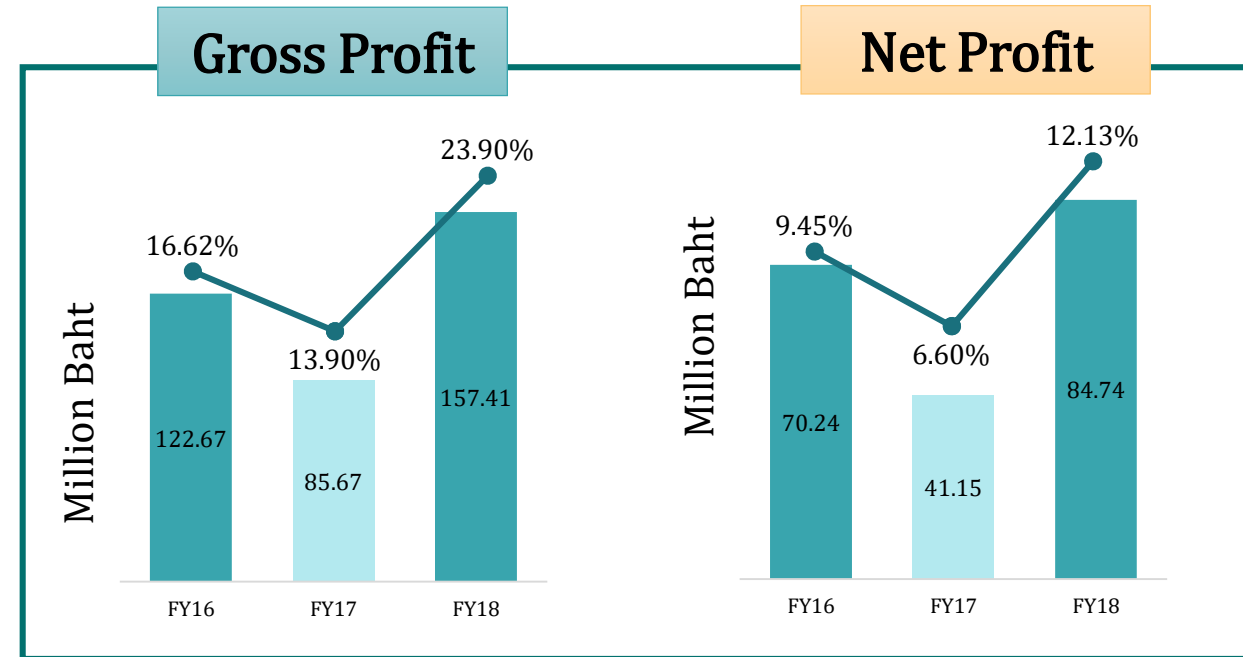


# Revenues Structure



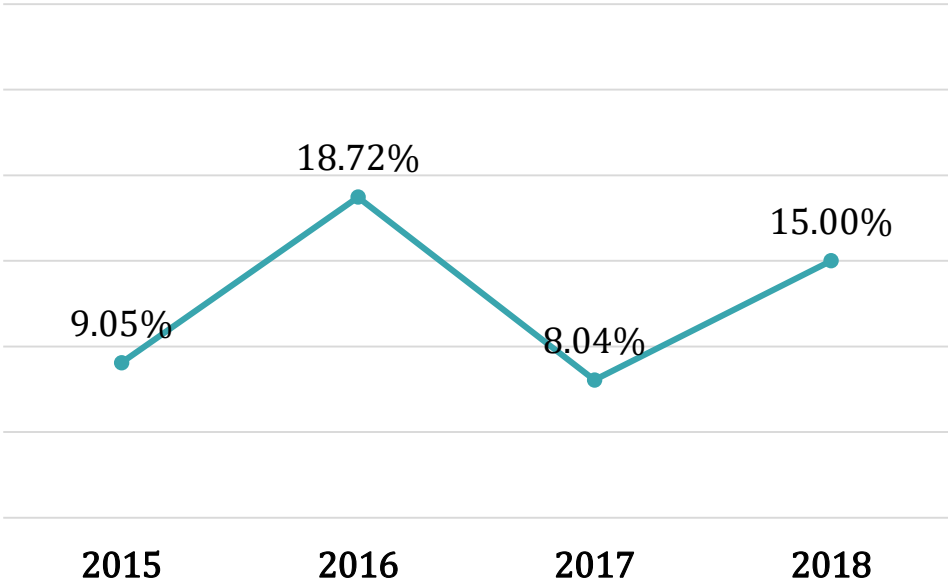
*Unit : Million Baht*

	2018	YoY	2017	2016
Sales of Goods	464.73	+26.42%	367.61	607.12
Rendering of Service	129.85	+1.22%	128.28	130.72
Construction	63.94	-47.01%	120.66	0.00
<b>Total</b>	<b>658.52</b>	<b>+6.81%</b>	<b>616.55</b>	<b>737.84</b>

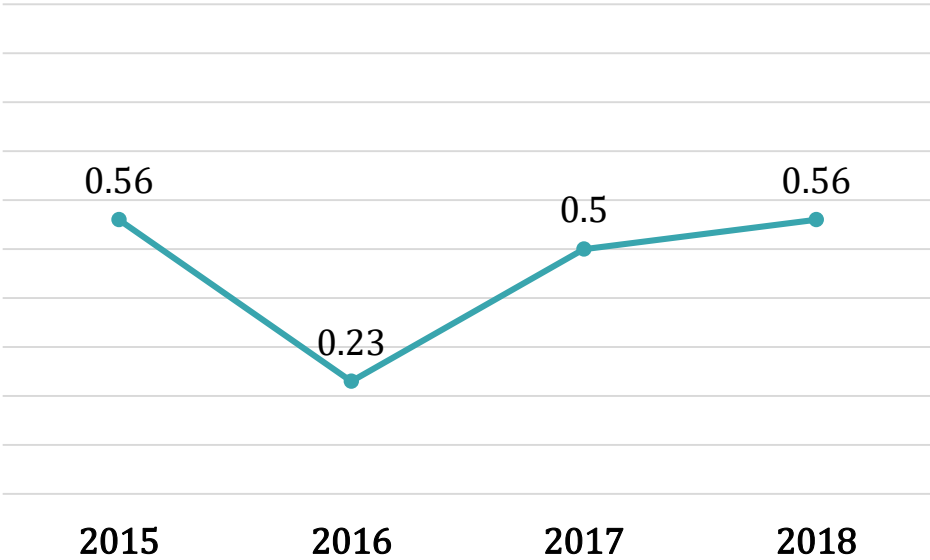


# Financial Ratio

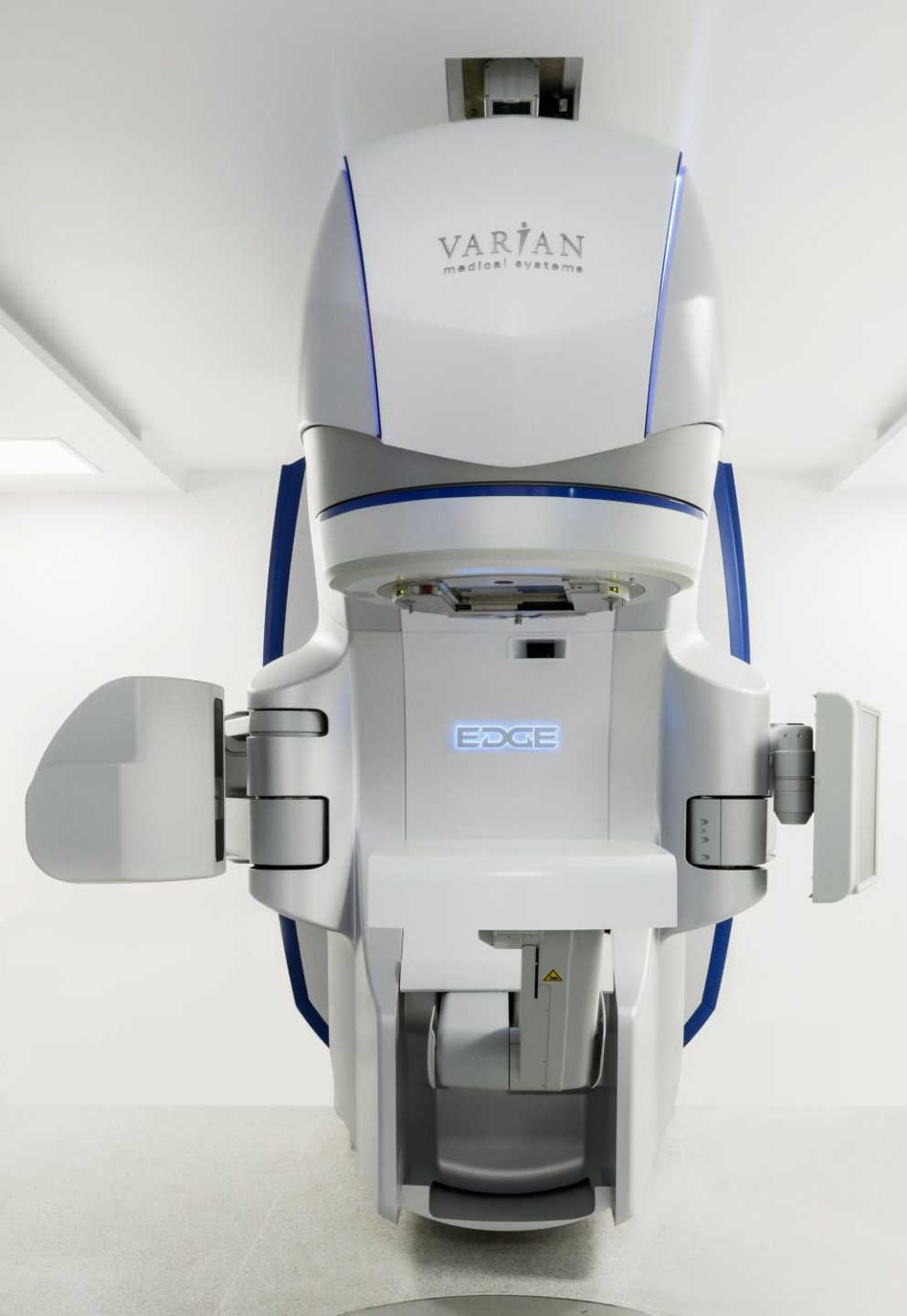
## ROE (%)



## D/E Ratio (time)







# Invitation to BIZ AGM 2019



## Date & Time of AGM 2019

Thursday, April 18, 2019 at 2:00 p.m.



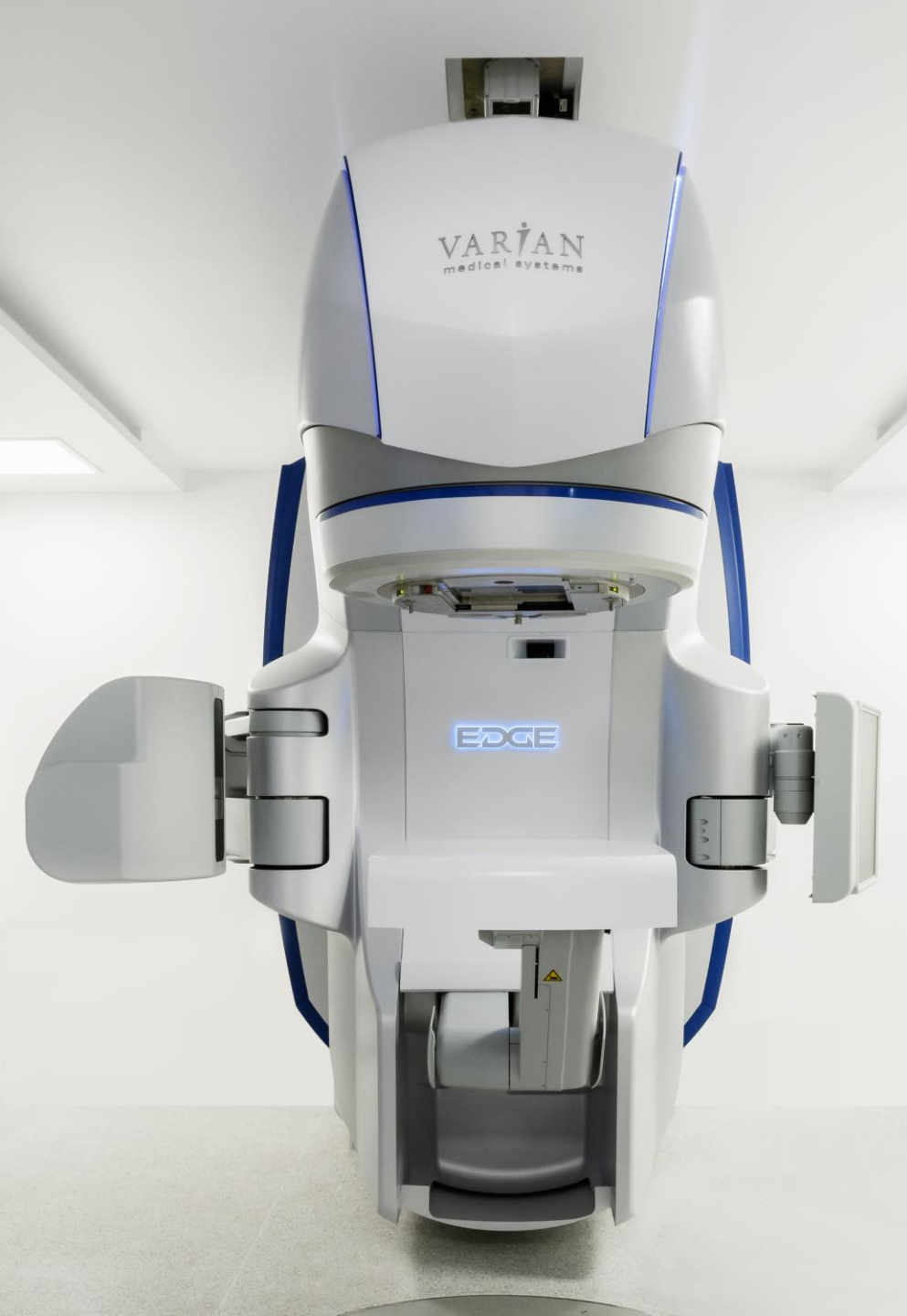
## Venue of meeting

Crowne 1-3, Crowne Plaza Bangkok Hotel  
21 Fl., Bangrak, Bangkok



## Register time

Since 1:00 pm on that day. Detail of meeting will disclosure within this week on company's website at [www.bizalignment.com](http://www.bizalignment.com)



# Rights & Benefits

Period	XD Date	Baht /Share	%Payment	Payment Date
For the year 2016	24/4/2017	0.10	71.66%	9/5/2017
For the year 2017	25/4/2018	0.08	81.90%	9/5/ 2018
For the year 2018	25/4/2019	0.16	78.79%	9/5/ 2019

*(Dividend type : Cash Dividend)*

The background features a light blue DNA double helix on the left side. Scattered throughout are various chemical structures, including benzene rings, hexagons, and small molecular fragments, all rendered in shades of teal and dark blue. A large, dark teal speech bubble shape is positioned in the center-right, containing the text 'Q&A'.

# Q&A



**THANKS!**

***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](http://www.bizalignment.com)***  
***e-mail: [ir@bizalignment.com](mailto:ir@bizalignment.com)***