

**B|A**  
Business Alignment

# Opportunity Day Performance Q2'2019

Business Alignment Public Company Limited

**BIZ**

Date : August 27, 2019



# Presentation Agenda

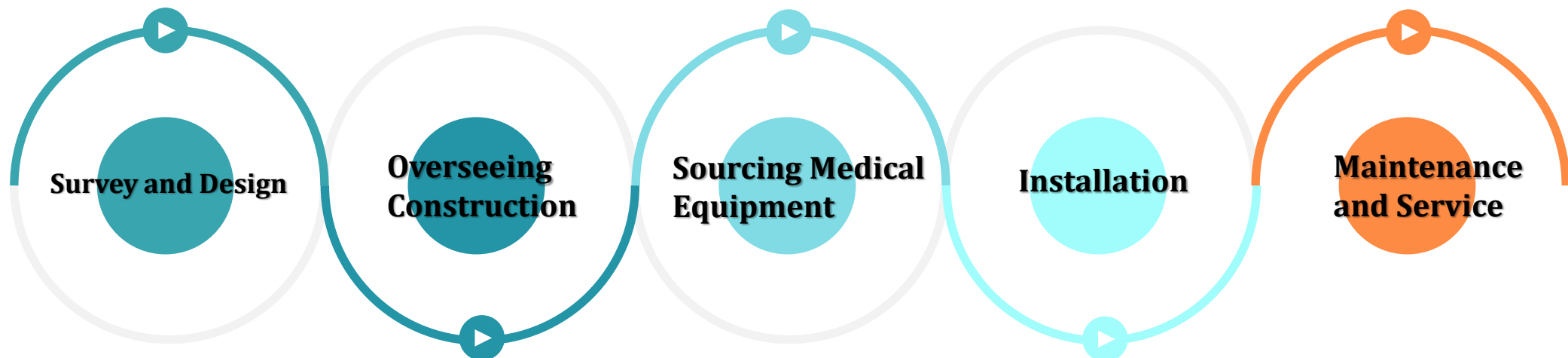
- **Company Overview**
- Business Outlook
- Financial Performance
- Q&A

# Company Overview

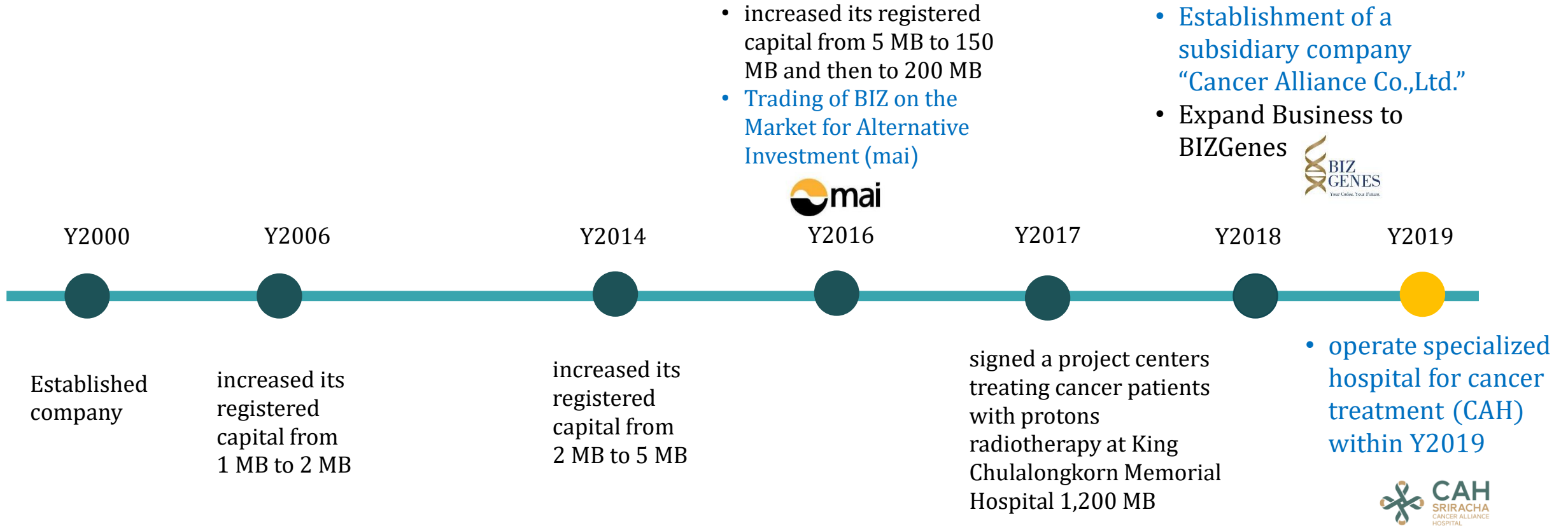
## Company Profile

**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.

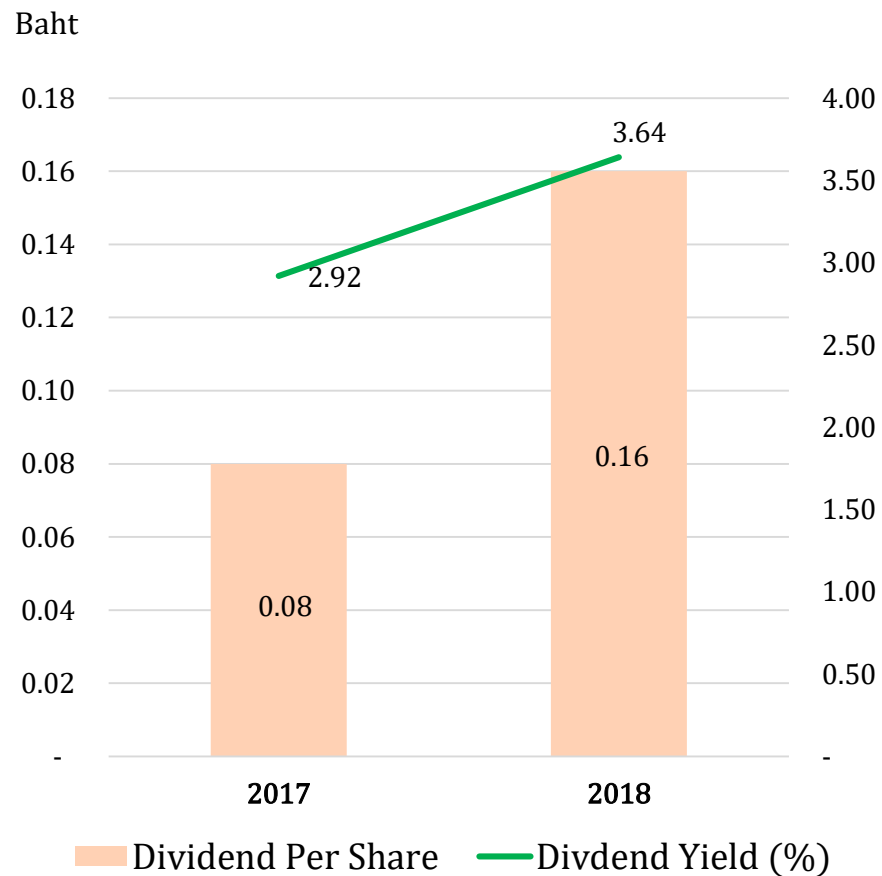
to being a **solution provider** in cancer treatment which included providing the equipments and other related fixtures, constructing and renovating the venue to be suitable for cancer treatment for both public and private hospitals.



# Brief Company History 19<sup>th</sup> year



## Business Alignment Public Company Limited



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
CGR 2018	

# 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

# New Business Line



[www.bizgenes.com](http://www.bizgenes.com)

## 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.



ตรวจยืนยันกับ  
**BIZ GENES**  
ดีกว่าเพราะอะไร ?



**ดีกว่า**

เพราะตรวจ วิเคราะห์ด้วย  
เทคโนโลยีขั้นสูงนวัตกรรมใหม่  
จากสหรัฐอเมริกา NGS



**ดีกว่า**

เพราะตรวจสอบง่ายไม่ซับซ้อน  
เพียงเก็บเลือด 6 มล.

ตรวจยืนยันกับ  
**BIZ GENES**  
ที่ไหนได้บ้าง ?



**ดีกว่า**

เพราะผลตรวจถูกต้อง  
ละเอียด ปลอดภัย แม่นยำ  
ครอบคลุมกว่า 20 มะเร็ง



**ดีกว่า**

เพราะผลการตรวจรายบุคคลถูกนำมา  
วิเคราะห์โดยแพทย์ผู้เชี่ยวชาญ  
ด้านพันธุศาสตร์มะเร็ง

**NGS**

เทคโนโลยีเปลี่ยนโลก  
ความหวังการวิเคราะห์  
และป้องกันมะเร็ง

- สถาบันโรคผิวหนัง
- โรงพยาบาลสมิติเวช สุขุมวิท
- โรงพยาบาลสมิติเวช ศรีนครินทร์
- โรงพยาบาลสมิติเวช ธนบุรี
- โรงพยาบาลปาลิโอ พลโยธิน
- โรงพยาบาลพญาไท 1
- โรงพยาบาลพญาไท 2
- โรงพยาบาลกรุงเทพ
- โรงพยาบาลวชิรพยาบาล
- โรงพยาบาลปิยะเวท
- โรงพยาบาลจุฬารัตน 9
- โรงพยาบาลศูนย์การแพทย์  
สภากาชาดไทย
- ไอดีไลฟ์ คลินิก
- ยศการคลินิก

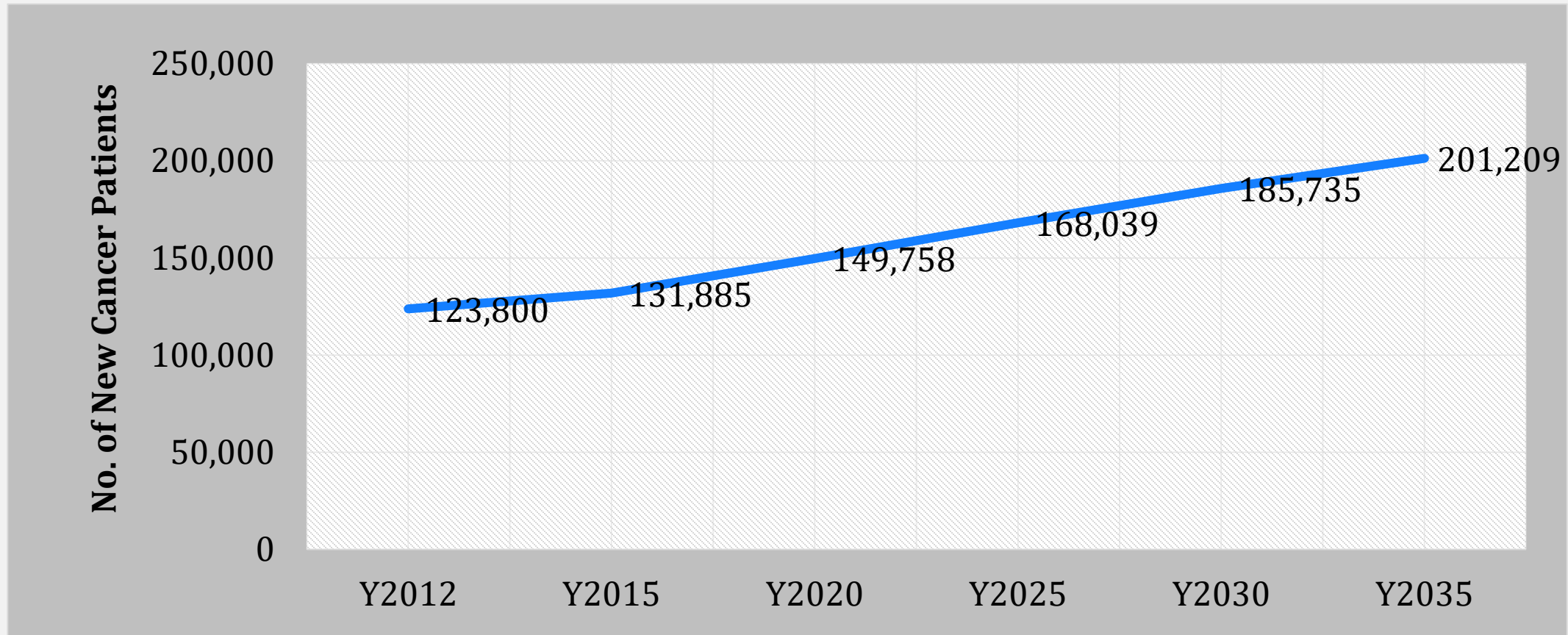




# Business Outlook

# 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

### NEEDED

**103 additional radiotherapy systems needed in Thailand**



## 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

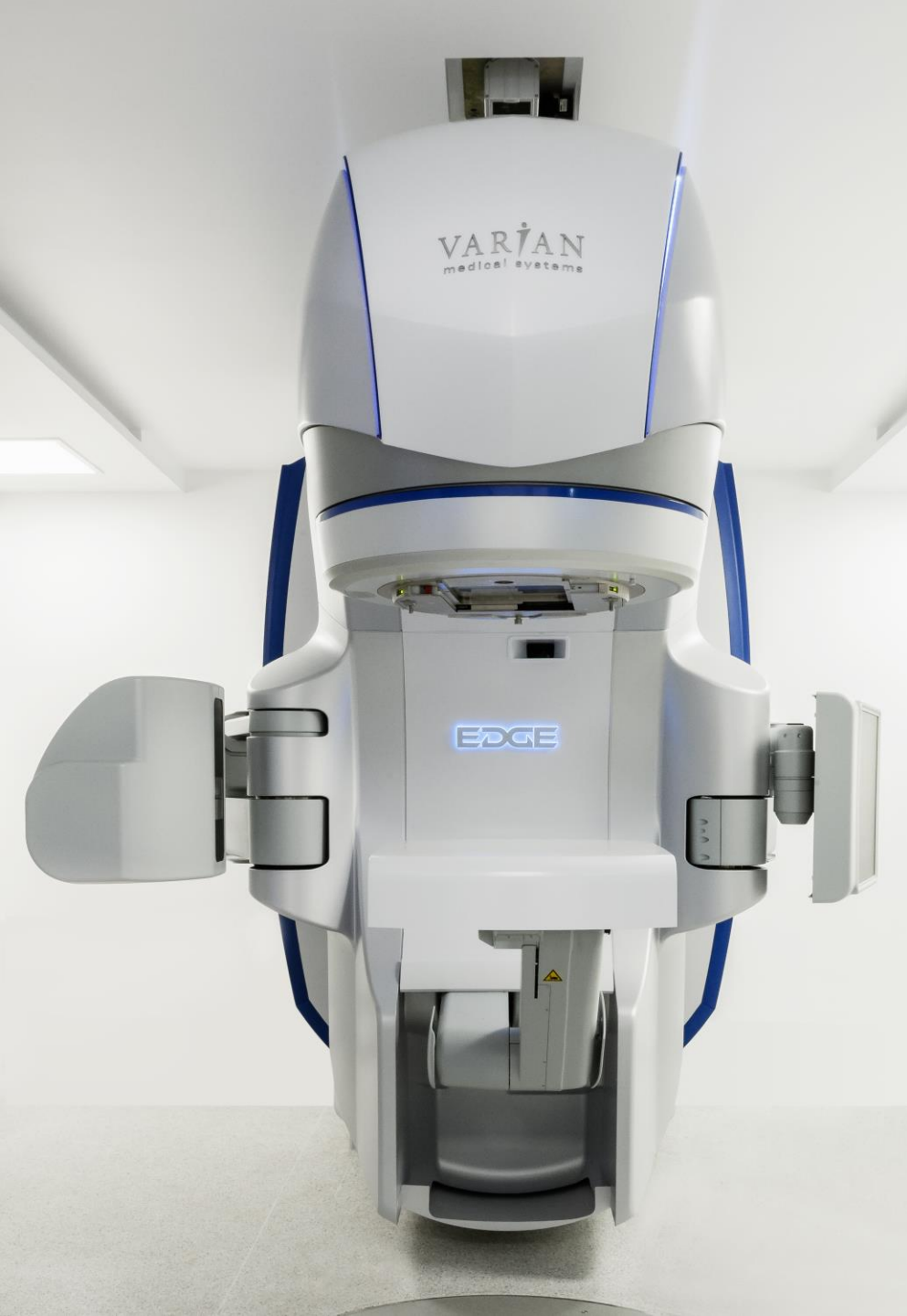
# Progress of Construction (CAH)





# Progress of Construction (CAH)





# Backlog ~1,620 MB

*as of 30 June 2019*



โรงพยาบาลฟางทรี  
สมุทรสาคร

Protons radiotherapy

~988 MB

The company recognized the revenue of construction equal to 211 million Baht. (~95.5%)

Expect recognize all revenues within Q3'2020



Other Projects

632 MB



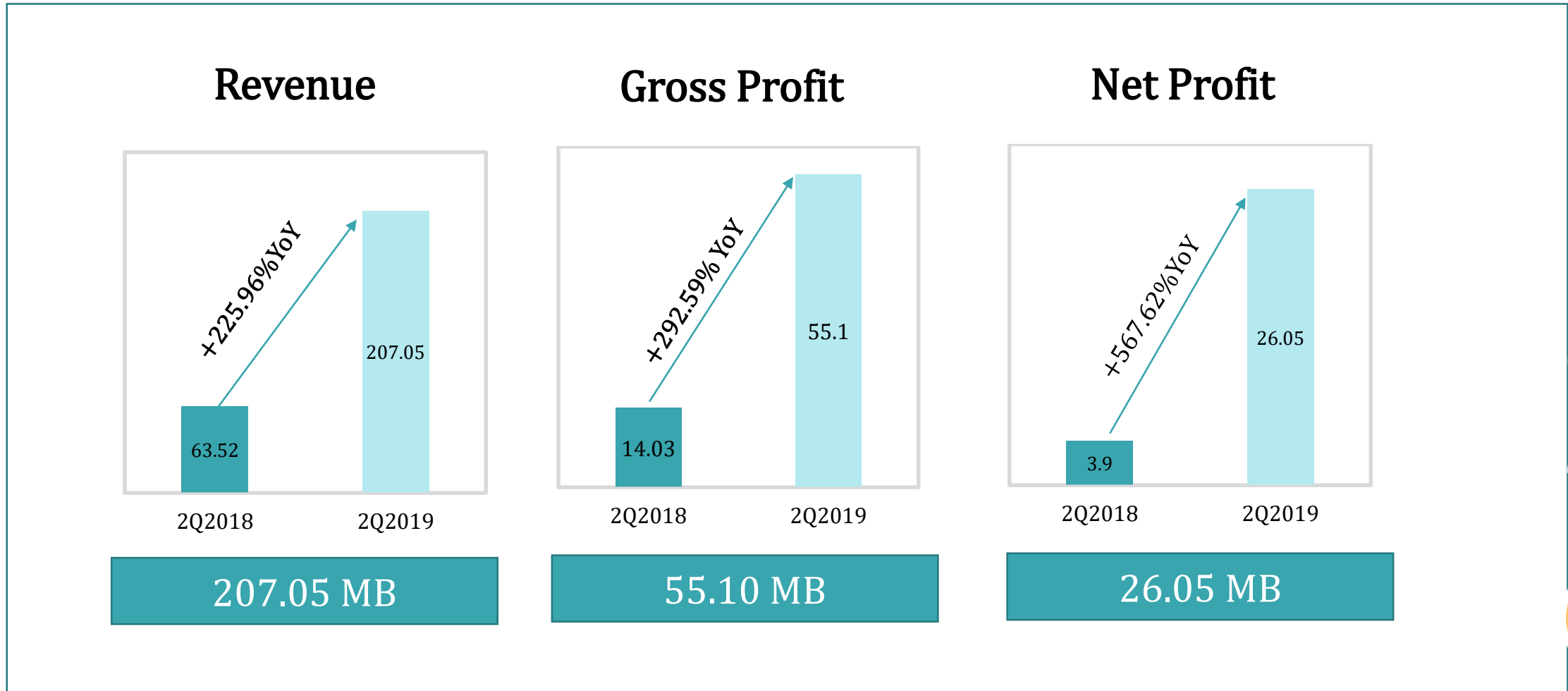
Expect recognize all revenues within Q1'2020



# Financial Performance

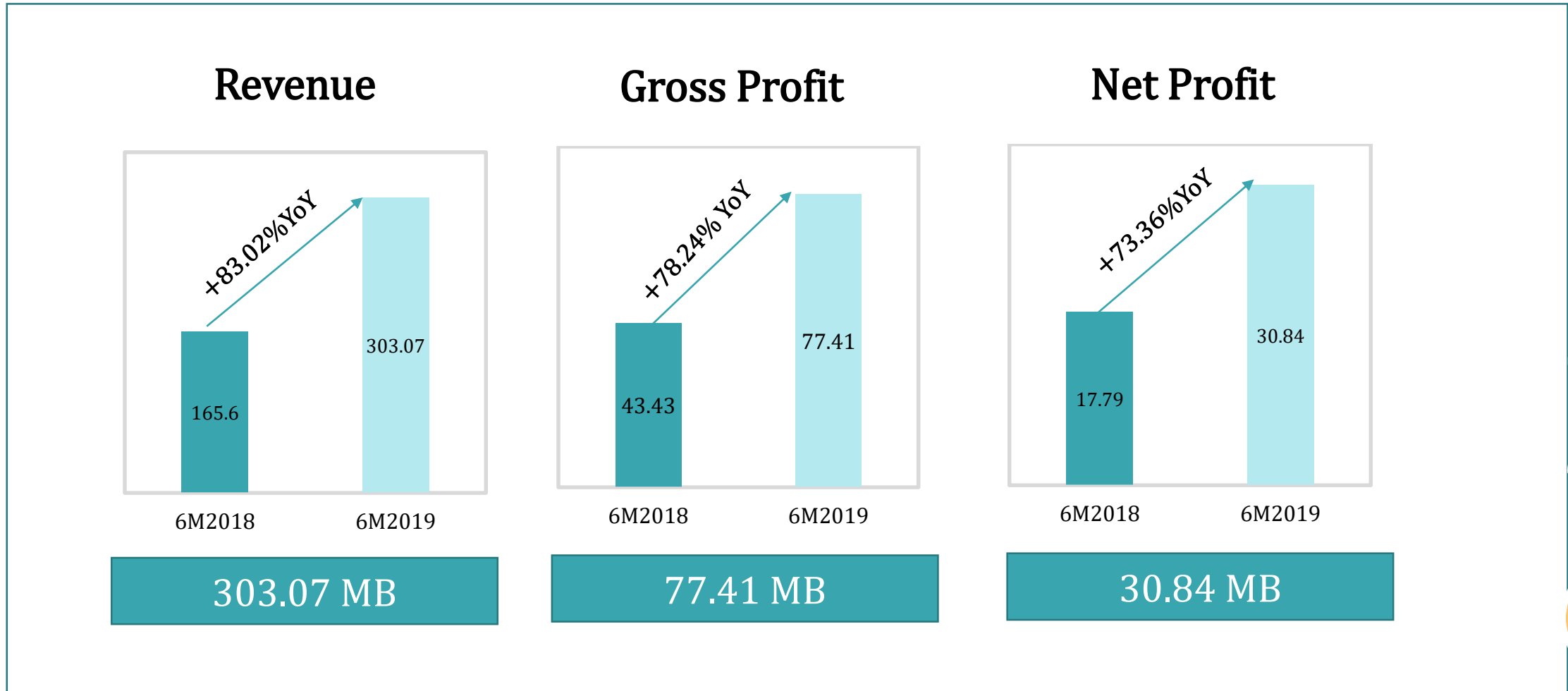
# Q2'2019 Performance

Unit : Million Baht



# 6M2019 Performance

Unit : Million Baht





# • Revenues Structure

Unit : Million Baht

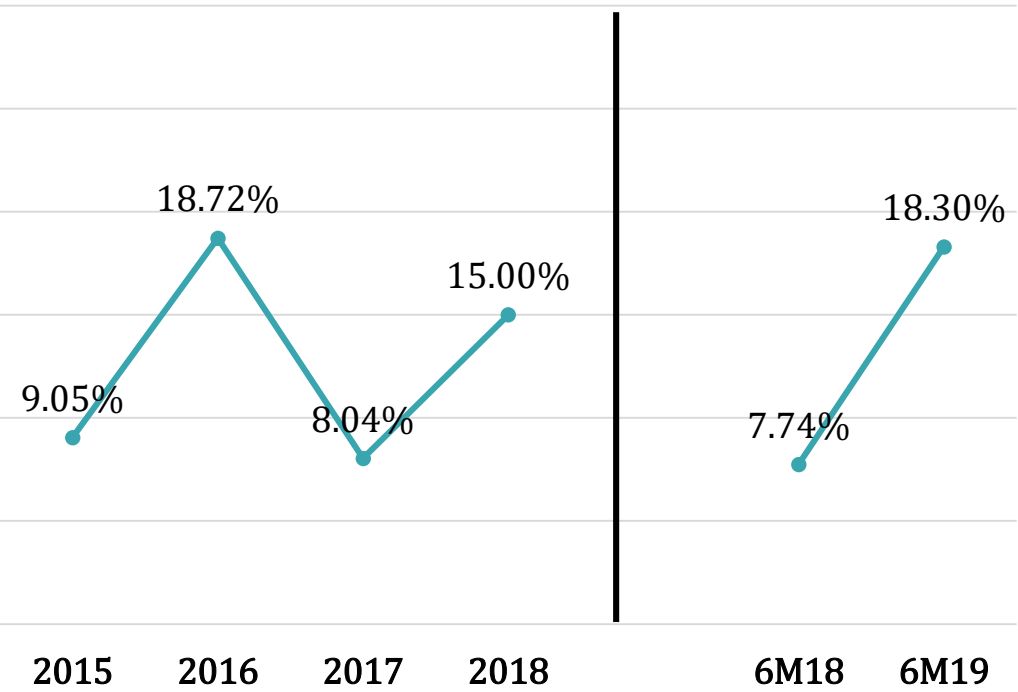
	Q2'19	Q2'18	YoY	Q1'19	QoQ
Sales of Goods	156.60	15.92	883.59%	33.18	371.97%
Rendering of Service	38.96	32.24	20.86%	46.44	(16.11%)
Construction	10.60	13.54	(21.73%)	16.06	(34.00%)
<b>Total</b>	<b>206.16</b>	<b>61.70</b>	<b>234.13%</b>	<b>95.68</b>	<b>115.47%</b>

Unit : Million Baht

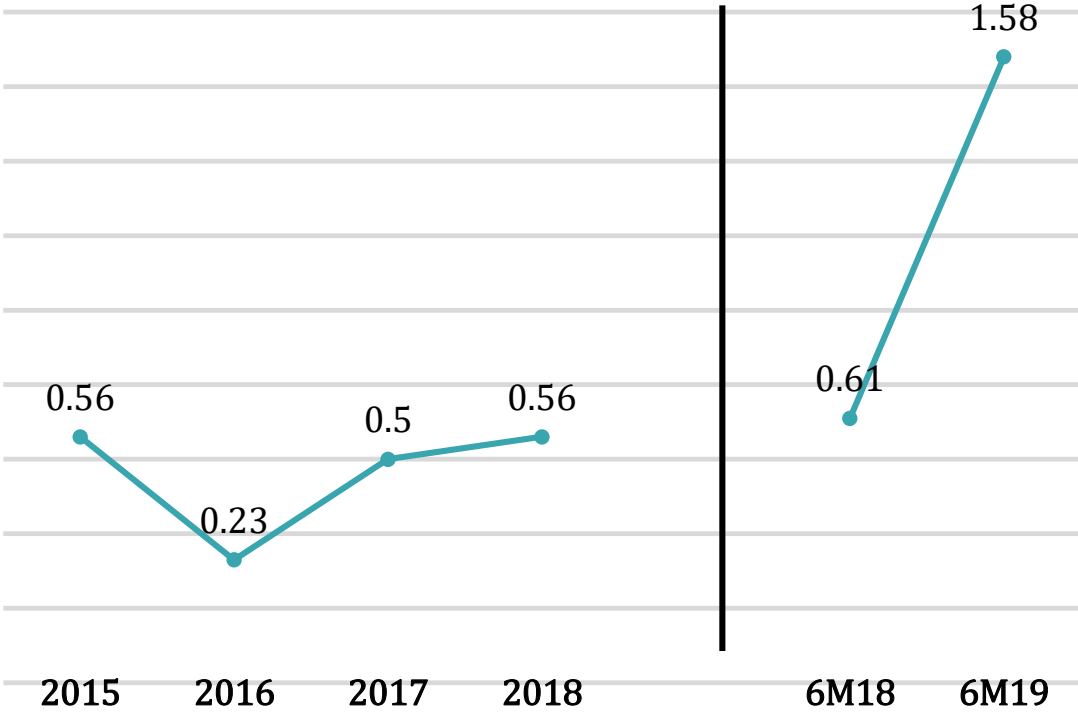


# Financial Ratio

### ROE (%)



### D/E Ratio (time)



The background features a light blue DNA double helix on the left side. Scattered throughout are various chemical structures, including benzene rings, hexagons, and smaller 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!

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BIZGENES Website



BIZGENES Facebook