

BIZ

Opportunity Day Performance Q3'2019

Business Alignment Public Company Limited



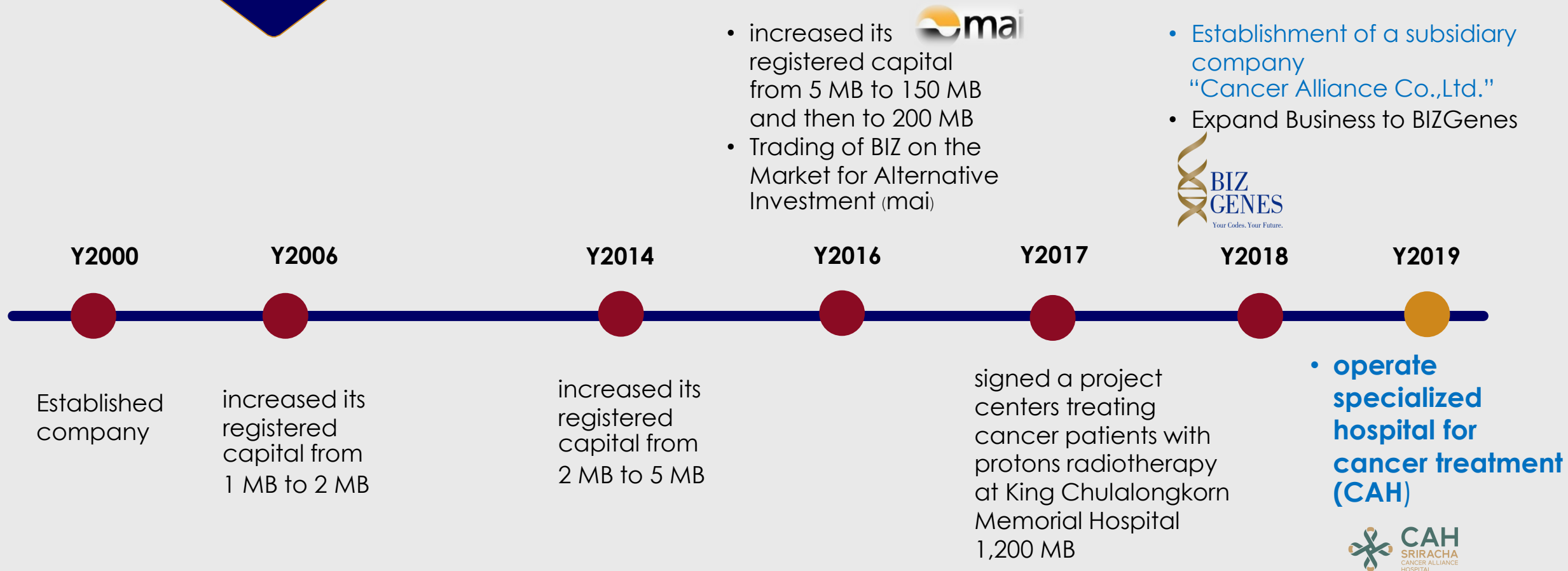
Date : November 27, 2019

Company Overview

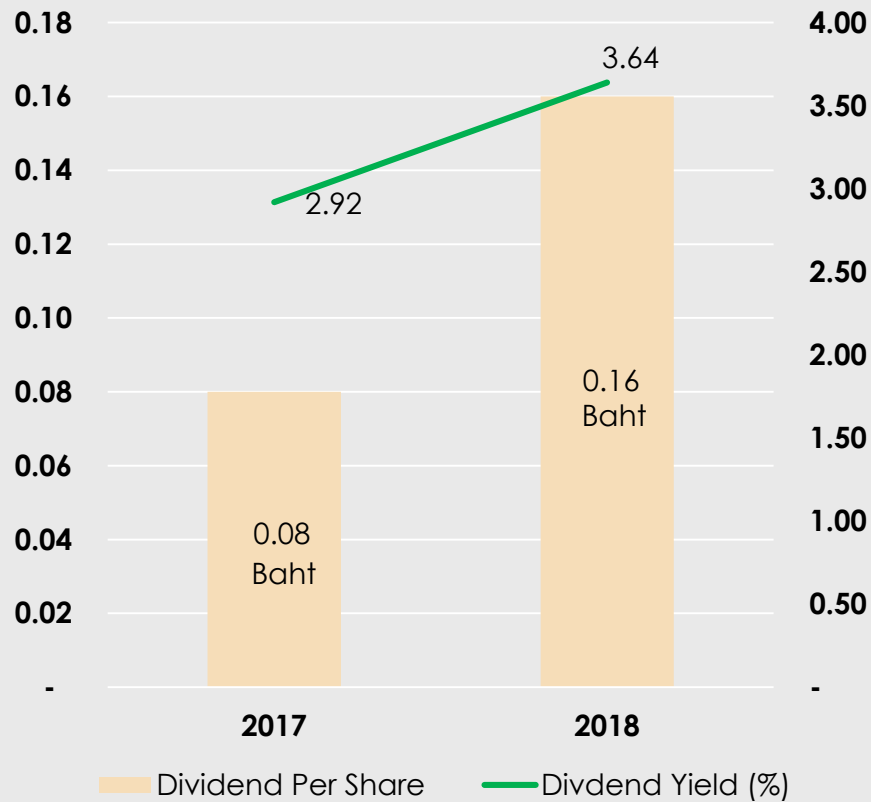
- **Business Alignment (BIZ)** operates the distribution and installation of medical equipments for cancer treatment through radiotherapy by importing the equipments from world's leading professional in cancer treatment equipment and technology. The company's operations also include the maintenance service of the mentioned equipments.
- to being a **oncology 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 19th year



Stock Overview



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 - 2019	

Product and service types based on 3 revenues type

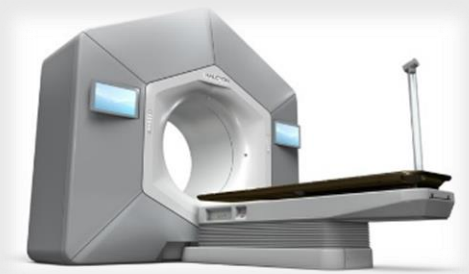
BIZ

- **Revenue from Sales**
- **Revenue from Services**
- **Revenue from Construction and other**

Revenue from Sales

- which comes from selling and installing the medical equipment
 1. Treatment Delivery Equipment
 2. Equipment and System Type
 3. Other Equipment

70% of Total Revenues



Revenue from Services

○ Maintenance Services



○ Genetic Testing Services



20% of Total Revenues

Revenue from Construction and other

○ Construction

project to establish a cancer patient center with proton particles.
delivery project within the 3rd quarter of the year 2020

○ Other

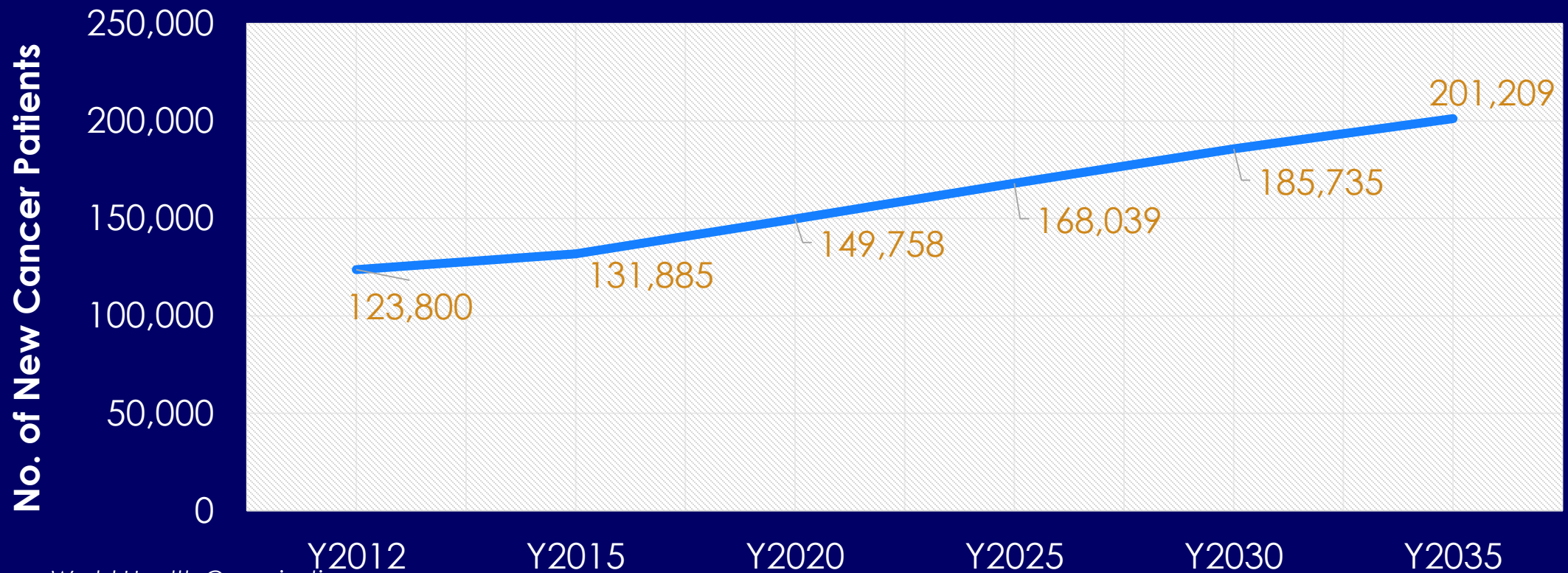
10% of Total Revenues

Business Outlook

- **Cancer Statistics**
- **Demand for Radiotherapy in Thailand**

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

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

DEMAND

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



CAH
SRIRACHA
CANCER ALLIANCE
HOSPITAL

CAH

Cancer Alliance Co., Ltd.

Business Structure : Subsidiary company

Company Name	Cancer Alliance Co., Ltd.
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



Hold shares of 65% of the registered capital



CAH : Cancer Alliance Co., Ltd.

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

Address : 529 Moo 3 Nongkham, Siracha, Chonburi 20110

The treatment can be classified into 2 main types which are

- 1) radiotherapy
 - 2) chemotherapy
- with 30 rooms for services.

Launch on
October 1, 2019

CAH : Sriracha Cancer Alliance Hospital



CAH : Sriracha Cancer Alliance Hospital



Backlog

Business Alignment Public Co., Ltd.

Backlog total **1,550 million Baht**

Protons radiotherapy

- The company recognized the revenue of construction equal to **215.96** million Baht. (~97.73%)

983 mb

Expect recognize all revenues within Q3'2020

Other Projects

(~5 projects)

567 mb

Expect recognize all revenues within Q3'2020

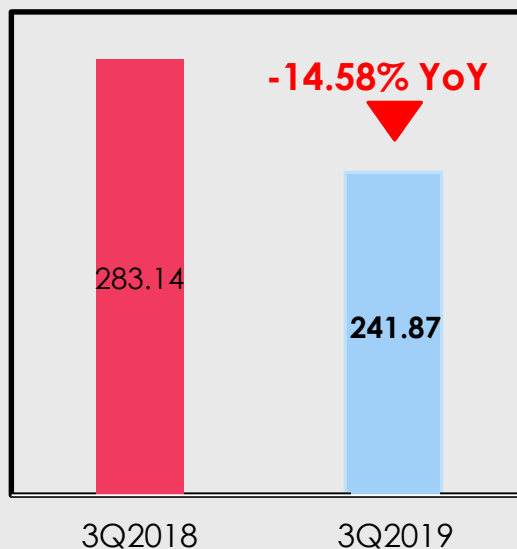
Financial Performance Q3'2019

Business Alignment Public Co., Ltd.

Q3'2019 Performance

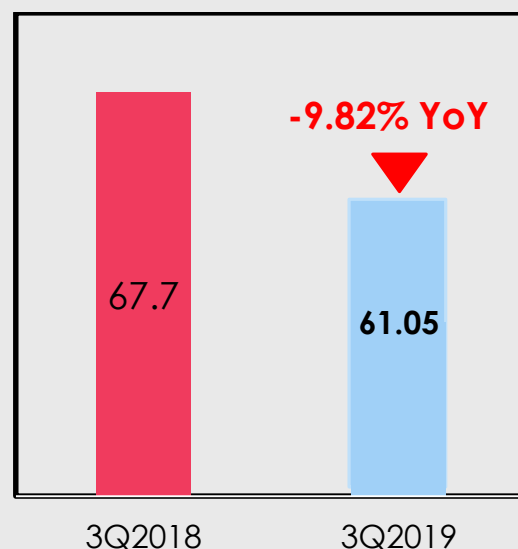
Unit : Million Baht

Revenue



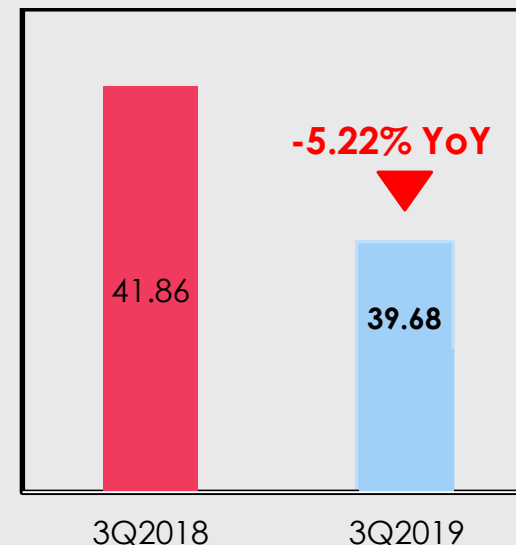
241.87 MB

Gross Profit



61.05 MB

Net Profit

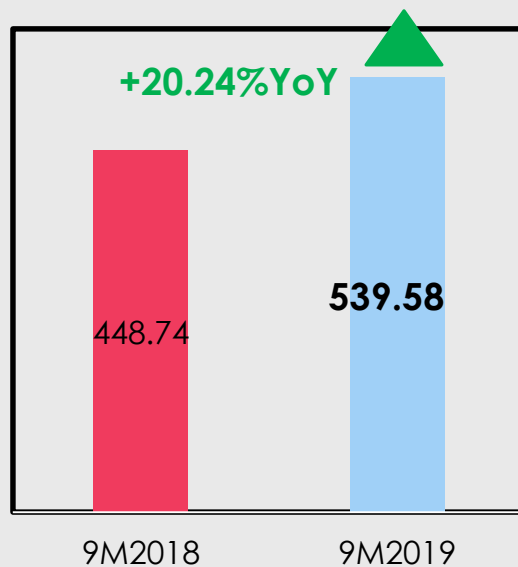


39.68 MB

9M2019 Performance

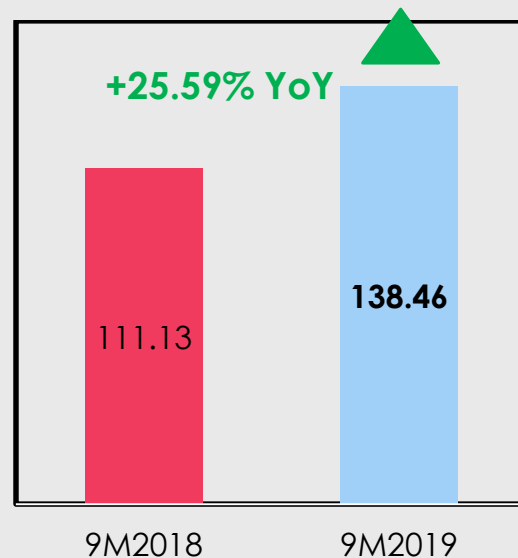
Unit : Million Baht

Revenue



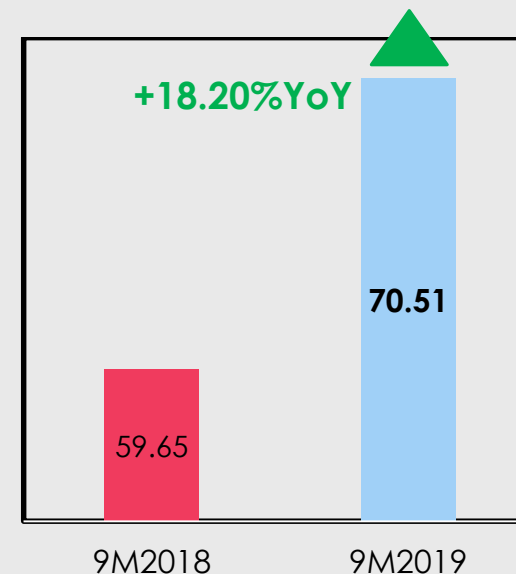
539.58 MB

Gross Profit



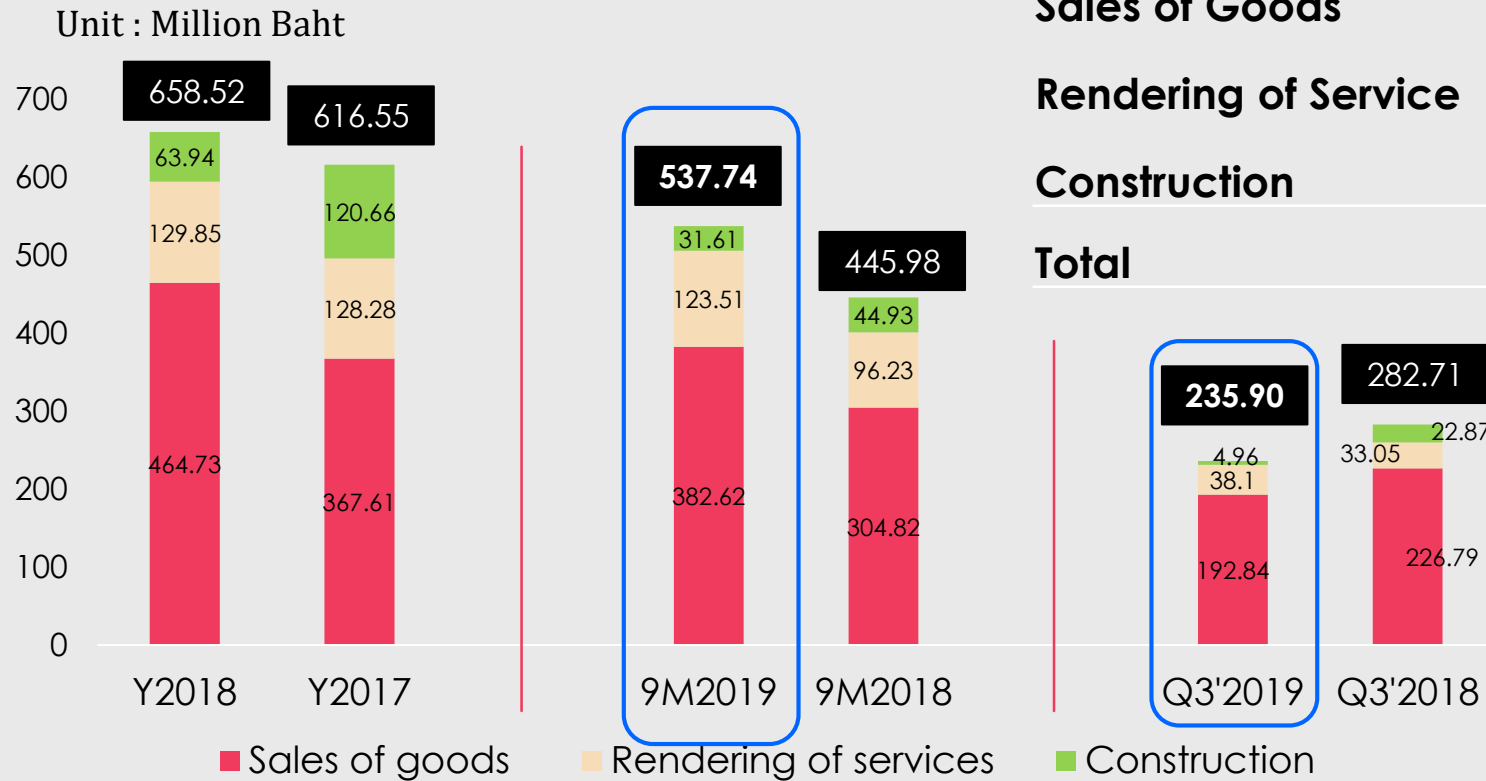
138.46 MB

Net Profit



70.51 MB

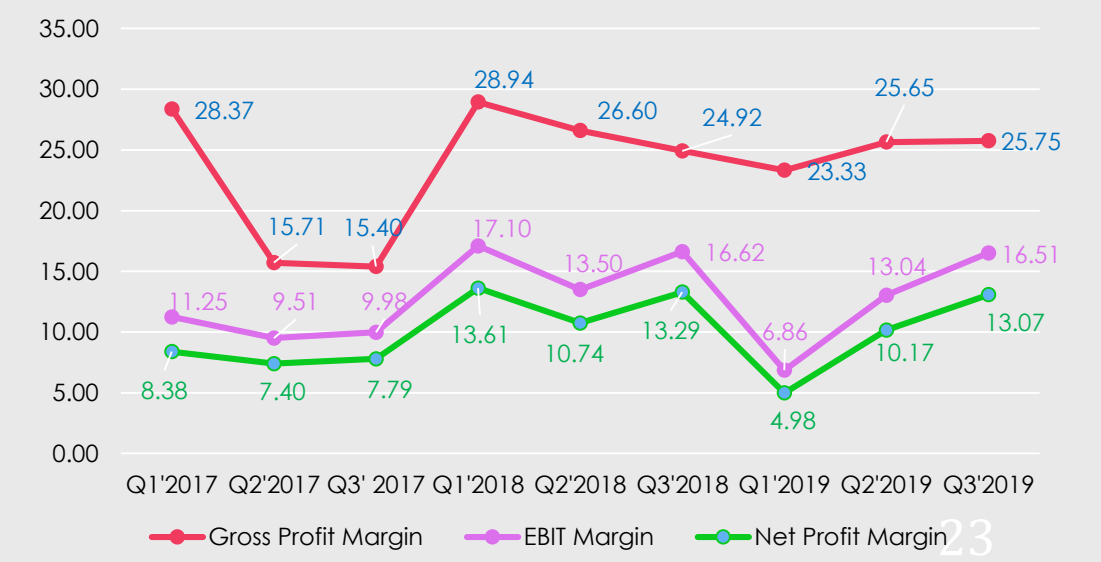
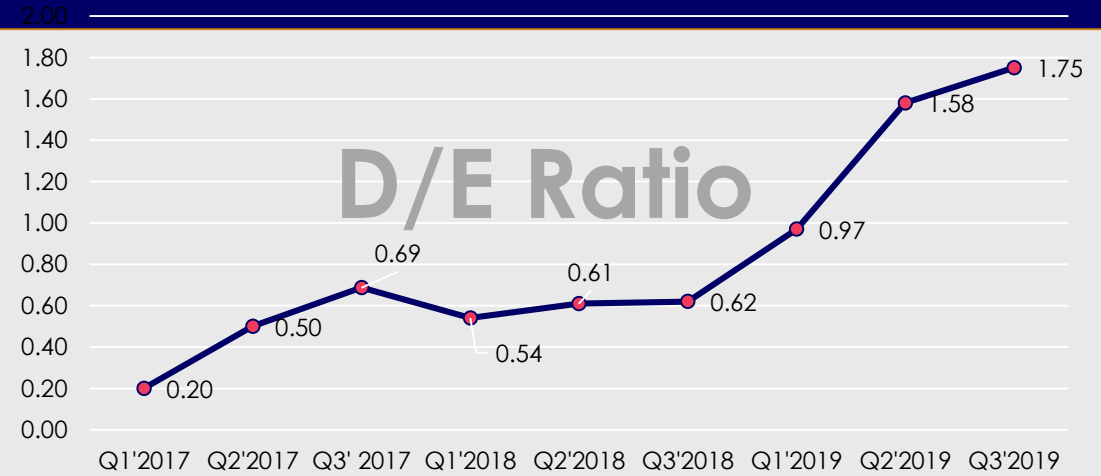
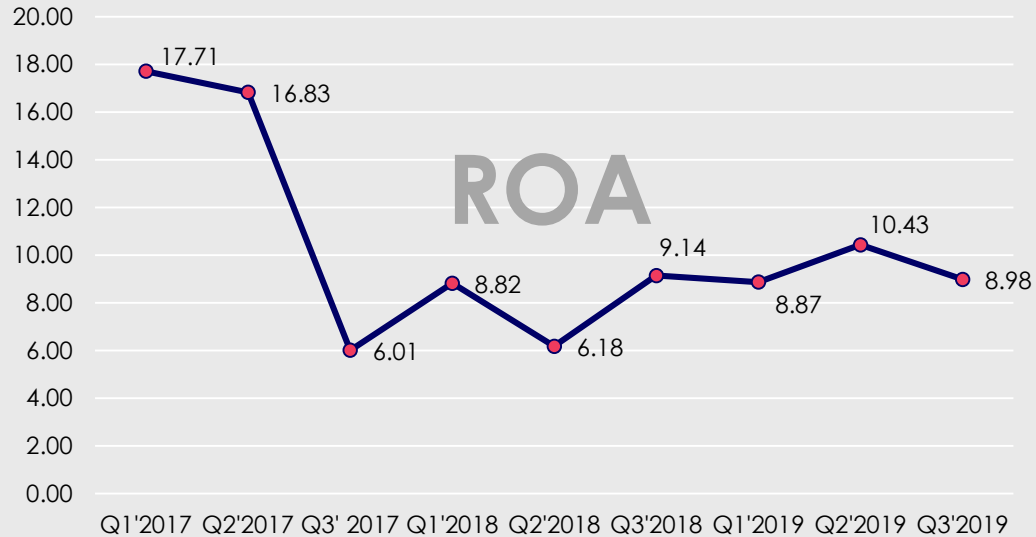
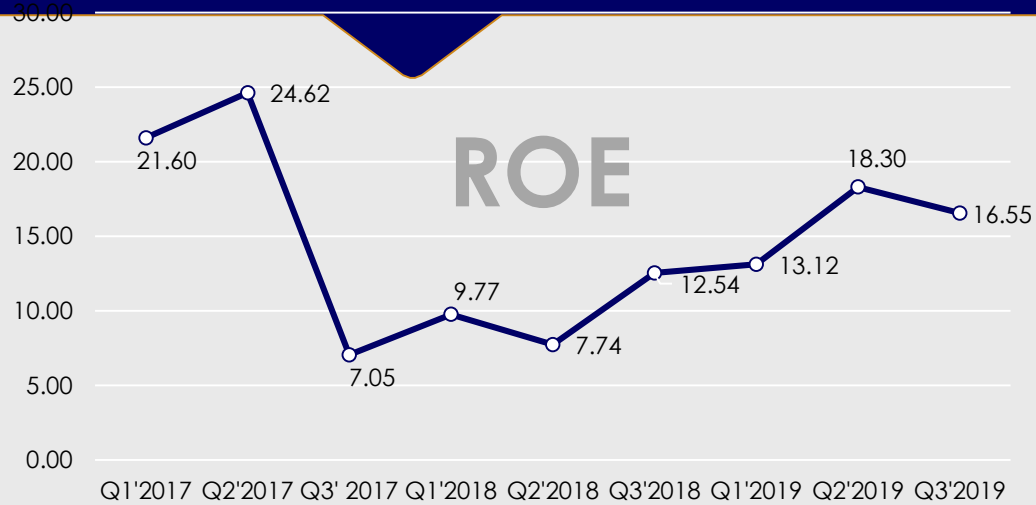
Revenues Structure



Unit : Million Baht

	Q3'19	Q3'18	YoY	Q2'19	QoQ
Sales of Goods	192.84	226.79	(14.97%)	156.60	23.14%
Rendering of Service	38.10	33.05	15.28%	38.96	(2.21%)
Construction	4.96	22.87	(78.34%)	10.60	(53.21%)
Total	235.90	282.71	(16.56%)	206.16	14.43%

Financial Ratio year 2017-2019



Thank You

Website: www.bizalignment.com

e-mail: ir@bizalignment.com