

# Opportunity Day

## Performance for Q1'2020

Speaker : Mr.Sompong Chunekitiyanone

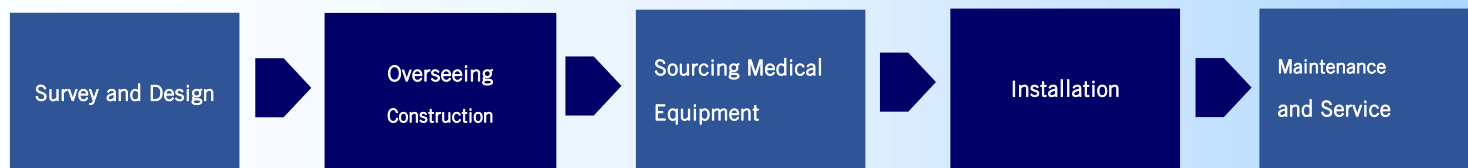
Chief Executive Officer

Date: May 28, 2020

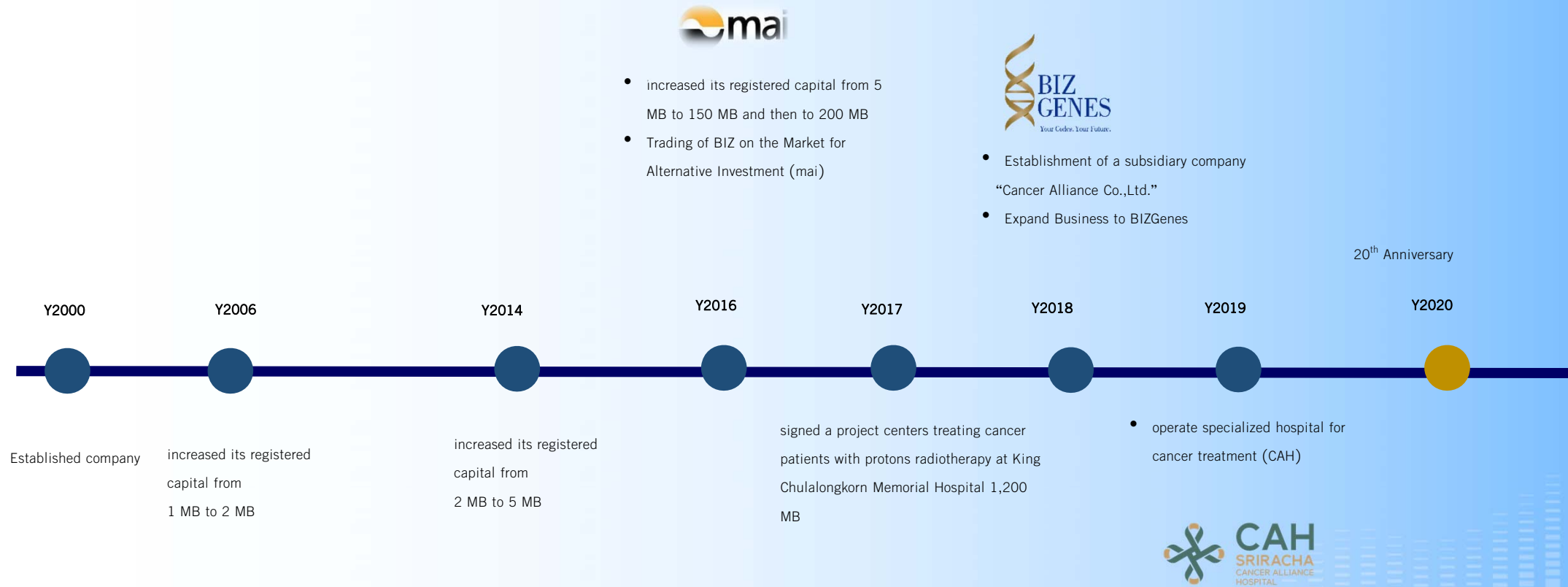
## Company Overview

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

## Oncology Solutions Provider



# Brief Company History 20<sup>th</sup> 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              |   |

# Certification EN Medical Devices Quality Management System



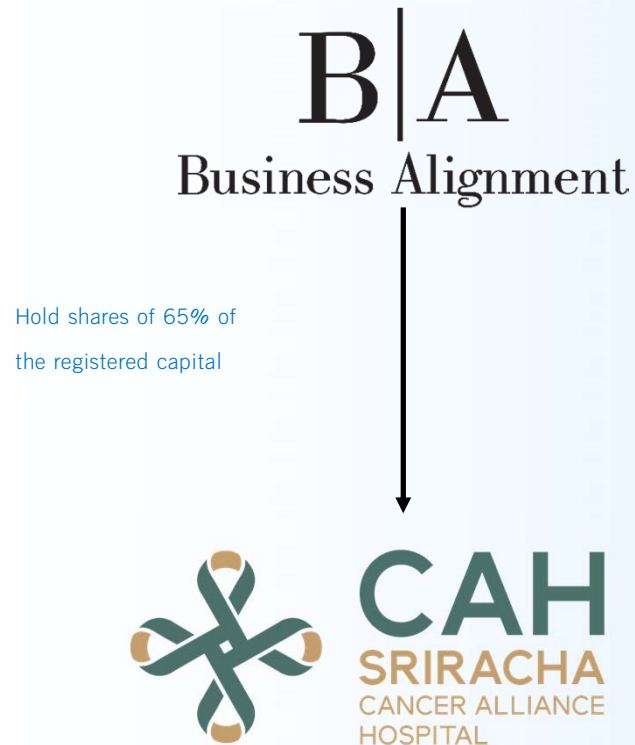
EN ISO13485:2016

Scope of Certificate:

Distribution and Service of Medical Equipment for Radiotherapy Treatment

Valid from: 2020-03-26

## 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                  |

# Cancer Alliance Hospital (CAH)

“โรงพยาบาลเฉพาะทางมะเร็ง คุณภาพมาตรฐาน สมคุณค่า เข้าถึงได้ทุกระดับ”



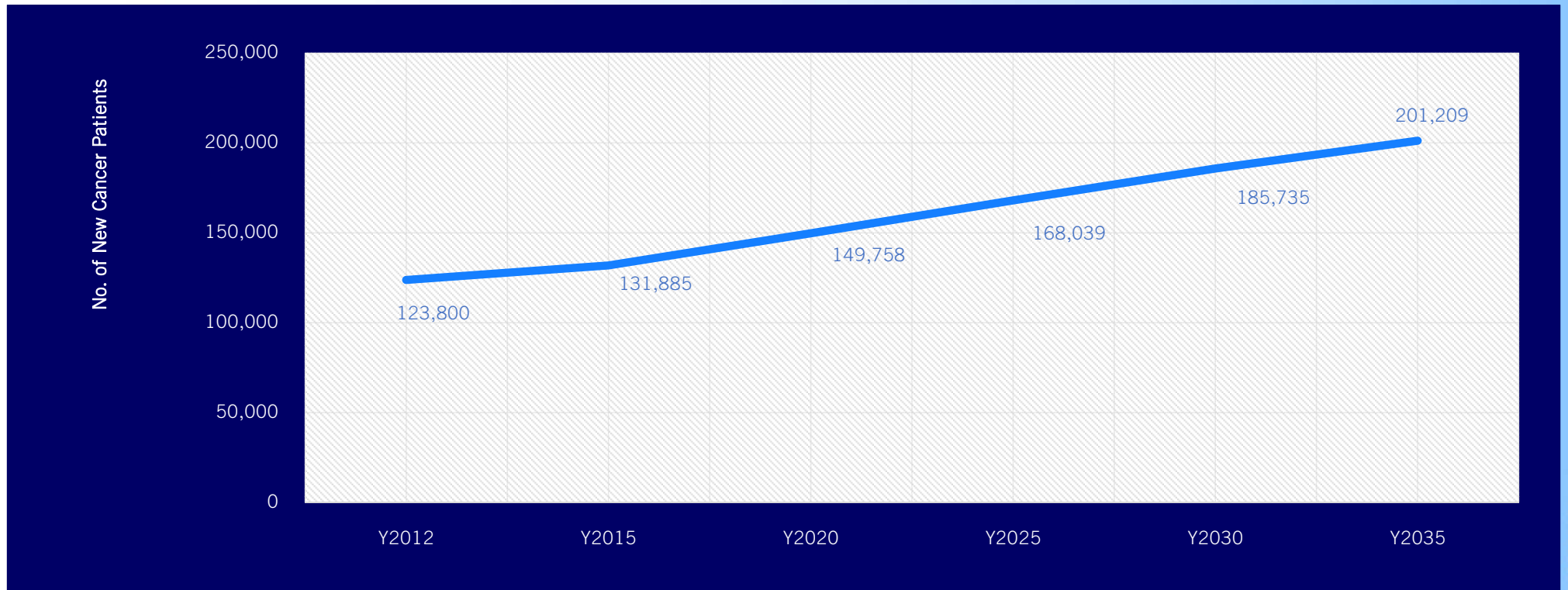
- Radiotherapy
- Chemotherapy
- Thai Traditional Medical Clinic
- Hemodialysis
- Laboratory
- X-Ray
- Caring for the elderly
- Health Checkup

For more information please call 033-046-333

<https://www.canceralliance.co.th/>

# Business Outlook : Cancer Statistics

WHO estimates there to be a consistent increase in the number of new cancer patients each year in Thailand.

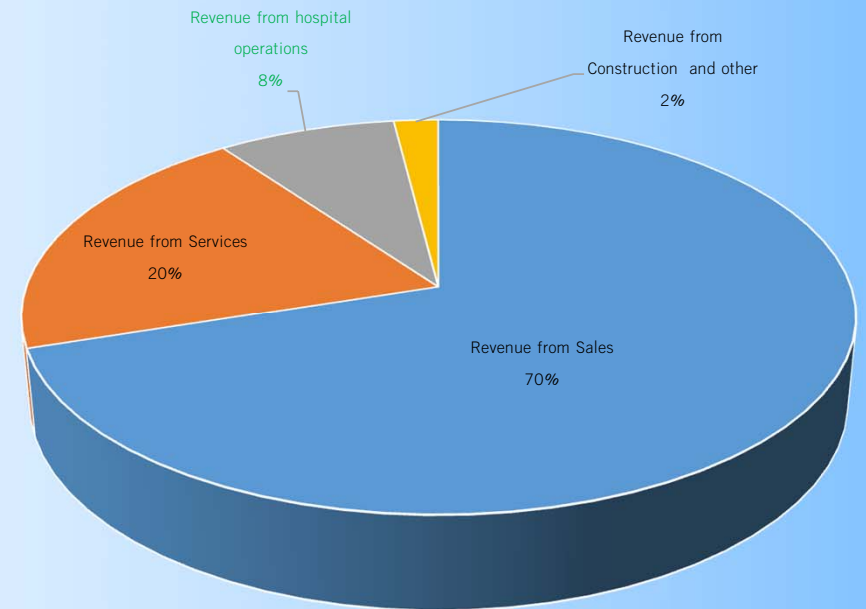


Source: World Health Organization



## Categorize its product and service types based on revenue

1. Revenue from Sales
2. Revenue from Services
3. Revenue from hospital operations
4. Revenue from Construction and other



Approximate proportion of Total Revenues

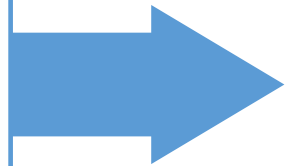
# Backlog

as of March 31, 2020

Backlog total 1,420 million Baht

as of March 31, 2020

Protons  
radiotherapy

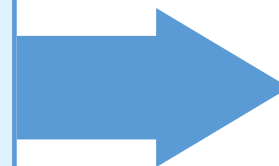


980 mb

The company recognized the revenue  
of construction equal to 220.43 mb (~99.64%)

*Expect recognize all revenues within Q3'2020*

Other Projects



440 mb

*Expect recognize all revenues within Y2021*

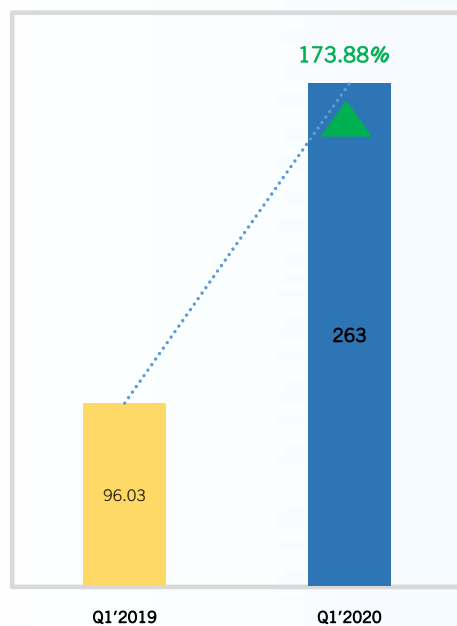
# Financial Performance

## Q1'2020

as of March 31, 2020

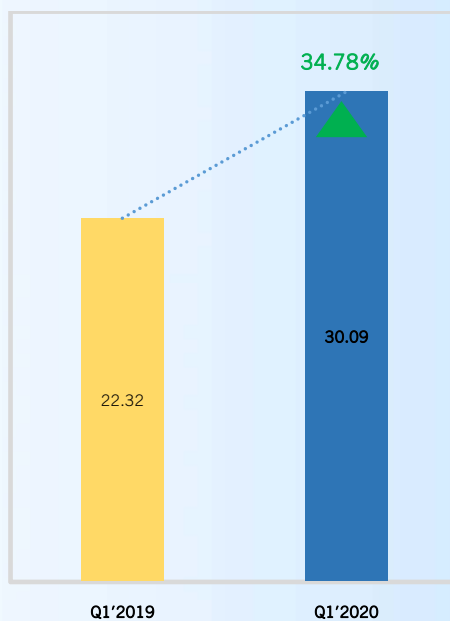
# Q1'2020 Performance

Total Revenue



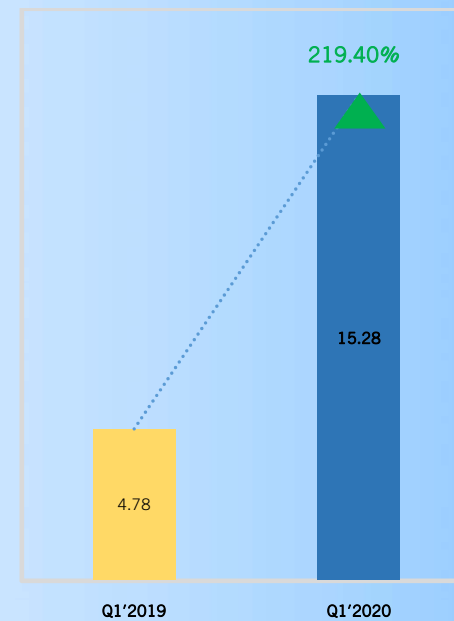
263 MB

Gross Profit



30.09 MB

Net Profit



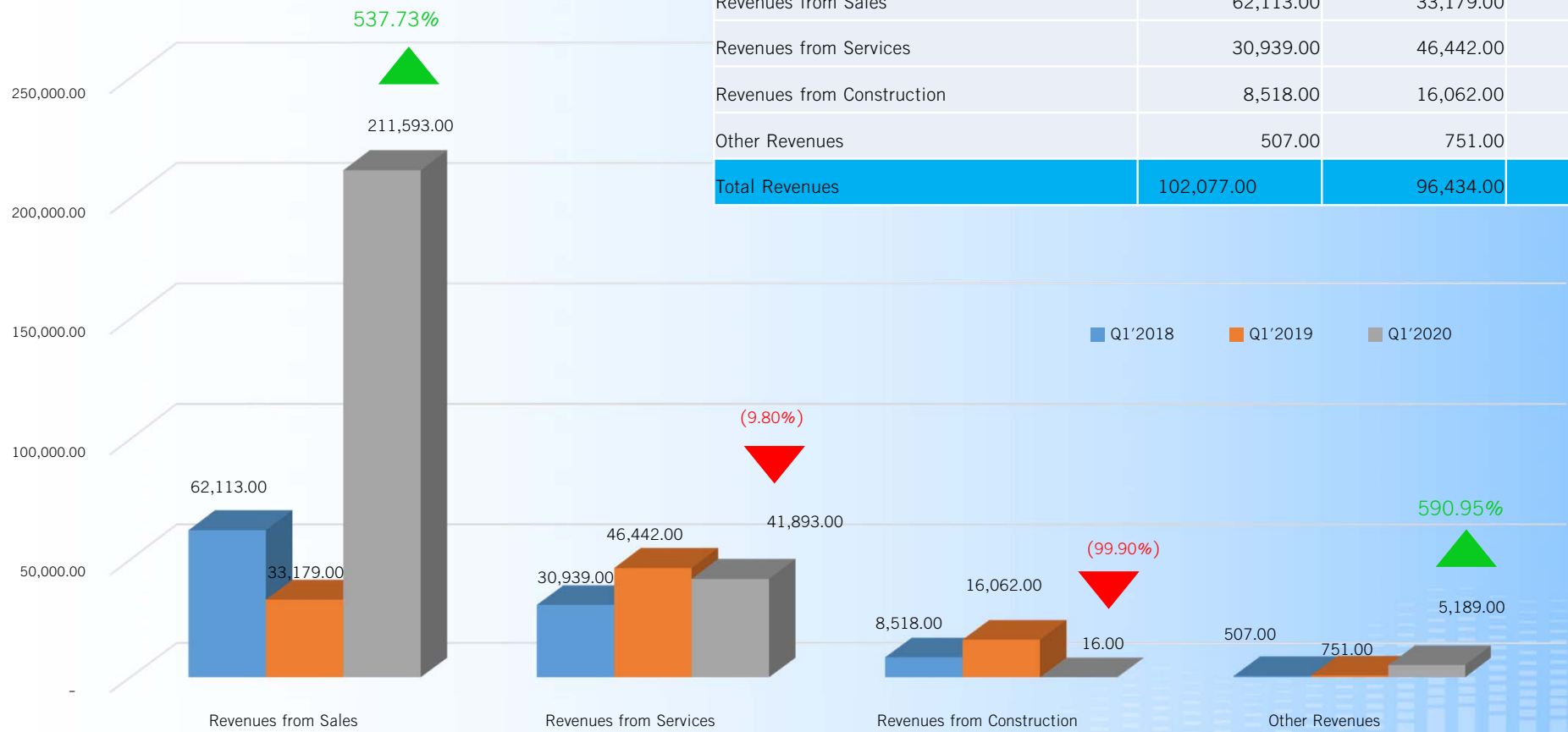
15.28 MB

# Type of revenues (Q1'2018 – Q1'2020)

Unit : Thousand Baht

Unit : Thousand Baht

| Type                       | Q1'2018           | Q1'2019          | Q1'2020           |
|----------------------------|-------------------|------------------|-------------------|
| Revenues from Sales        | 62,113.00         | 33,179.00        | 211,593.00        |
| Revenues from Services     | 30,939.00         | 46,442.00        | 41,893.00         |
| Revenues from Construction | 8,518.00          | 16,062.00        | 16.00             |
| Other Revenues             | 507.00            | 751.00           | 5,189.00          |
| <b>Total Revenues</b>      | <b>102,077.00</b> | <b>96,434.00</b> | <b>258,691.00</b> |

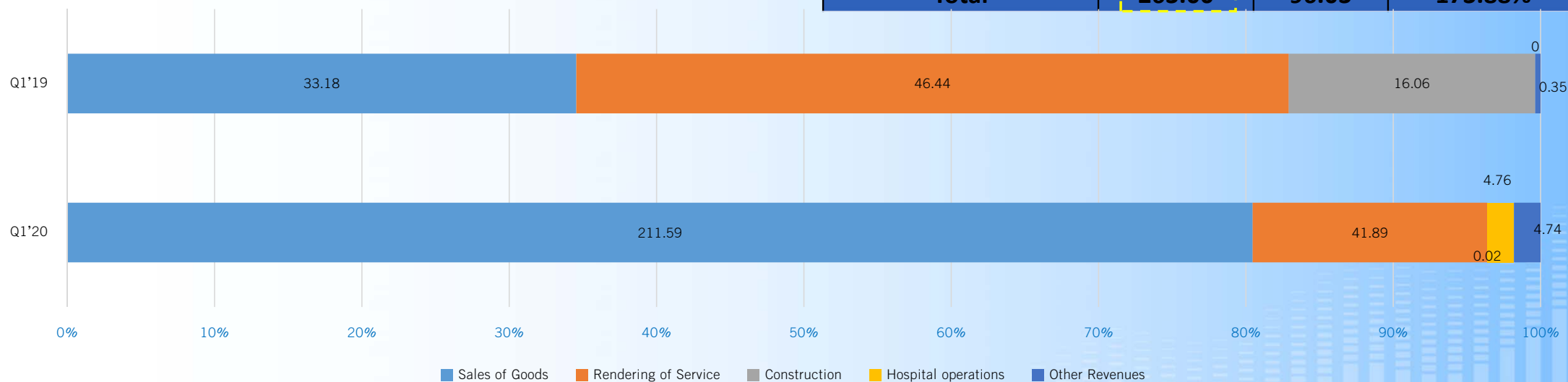


# Revenues Structure

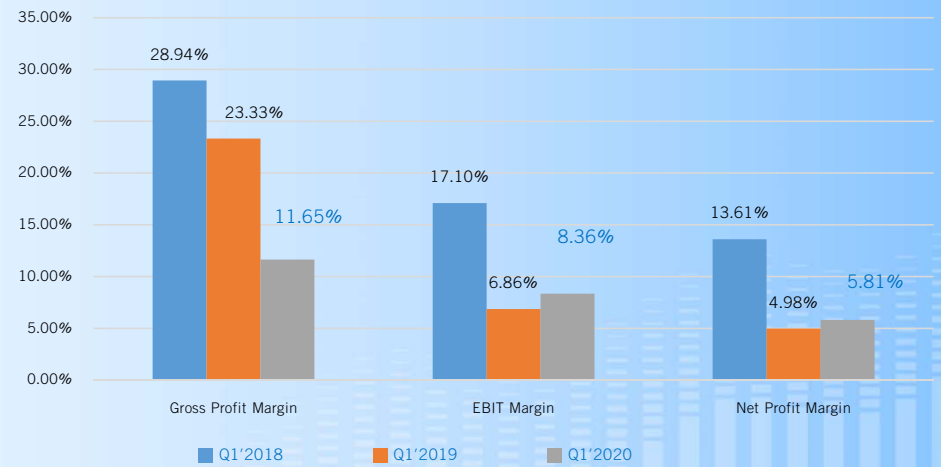
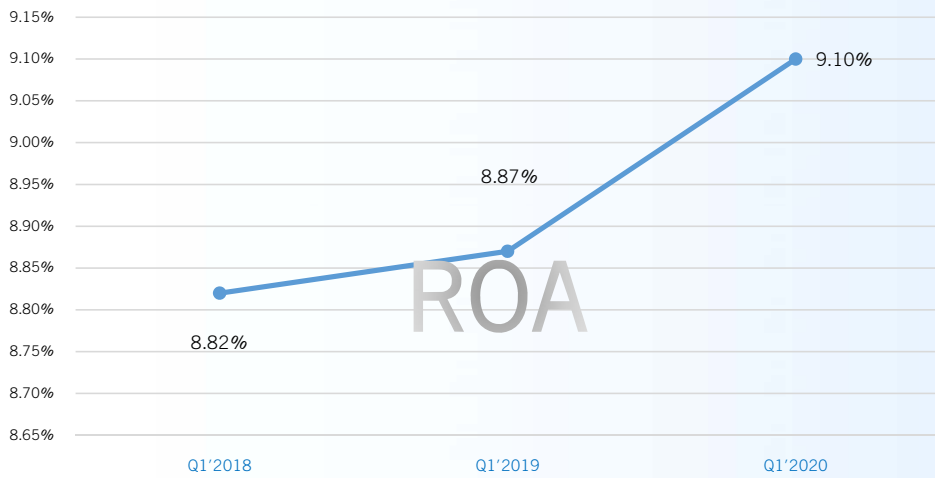
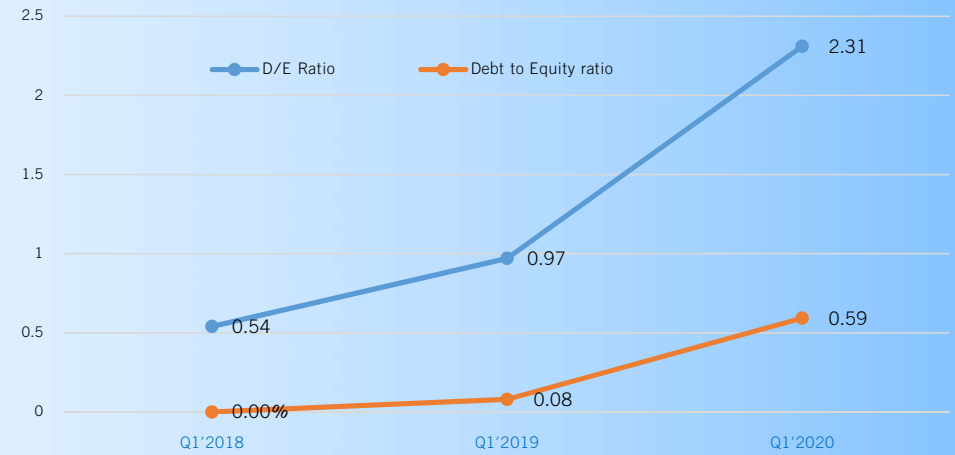
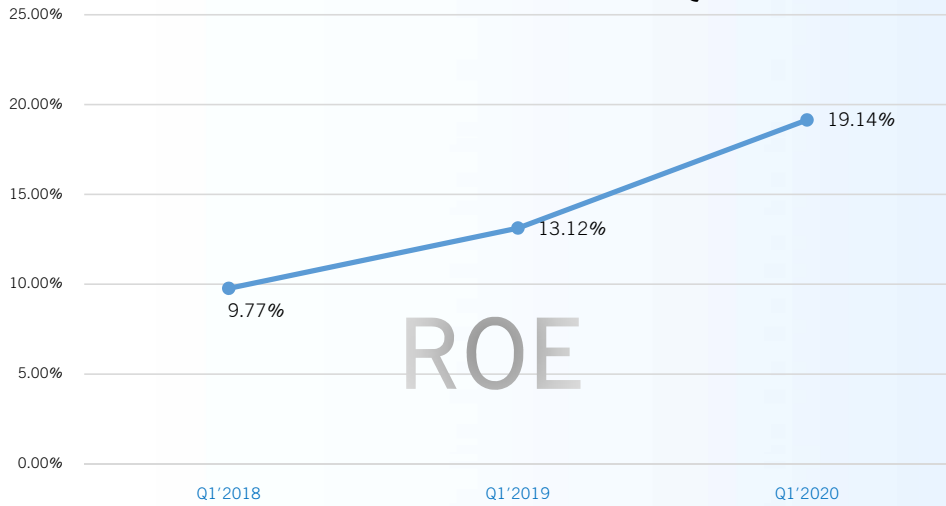
Unit : million Baht

|                      | Q1'20         | Q1'19        | YoY            |
|----------------------|---------------|--------------|----------------|
| Sales of Goods       | 211.59        | 33.18        | 537.73%        |
| Rendering of Service | 41.89         | 46.44        | -9.80%         |
| Construction         | 0.02          | 16.06        | -99.90%        |
| Hospital operations  | 4.76          | 0            | 100.00%        |
| Other Revenues       | 4.74          | 0.35         | 1,254.00%      |
| <b>Total</b>         | <b>263.00</b> | <b>96.03</b> | <b>173.88%</b> |

Unit : million Baht



# Financial Ratio Q1'2018-2020







# Q&A

# Thank You

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