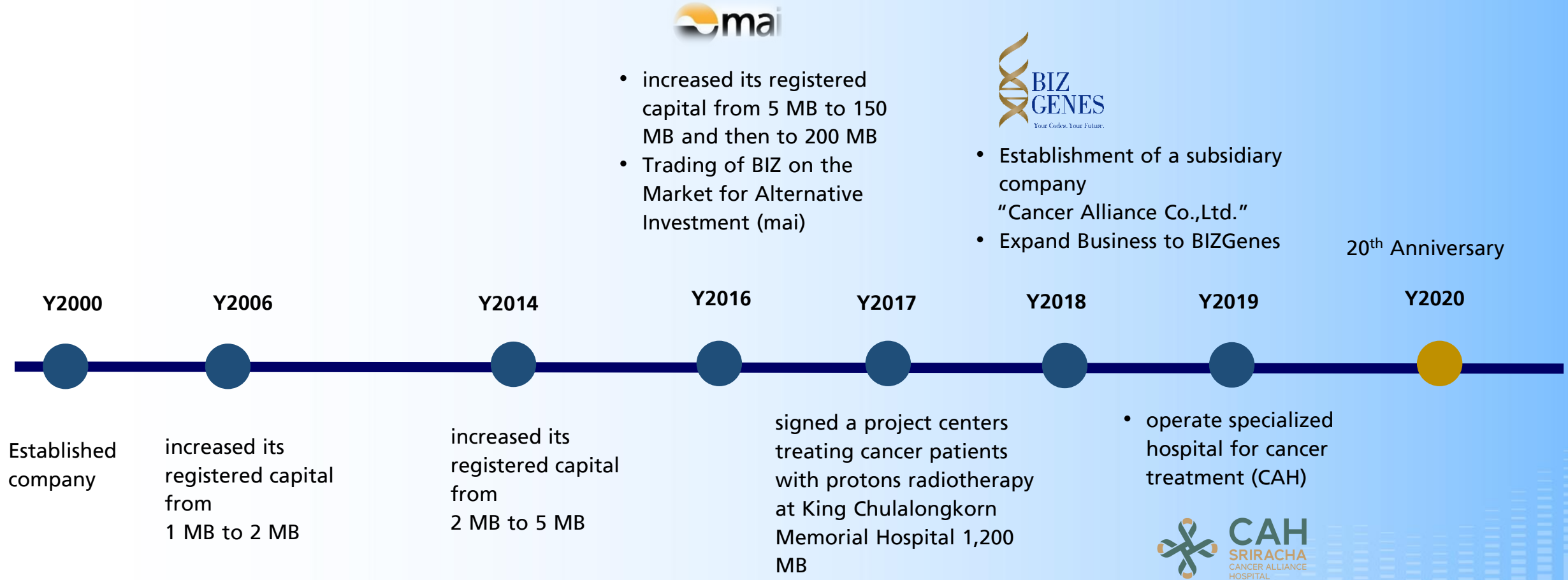


Opportunity Day Performance for Q2'2020

Speaker : Mr.Sompong Chunekitiyanone
Chief Executive Officer

Date: September 1, 2020

Brief Company History 20th year



Certification EN Medical Devices Quality Management System



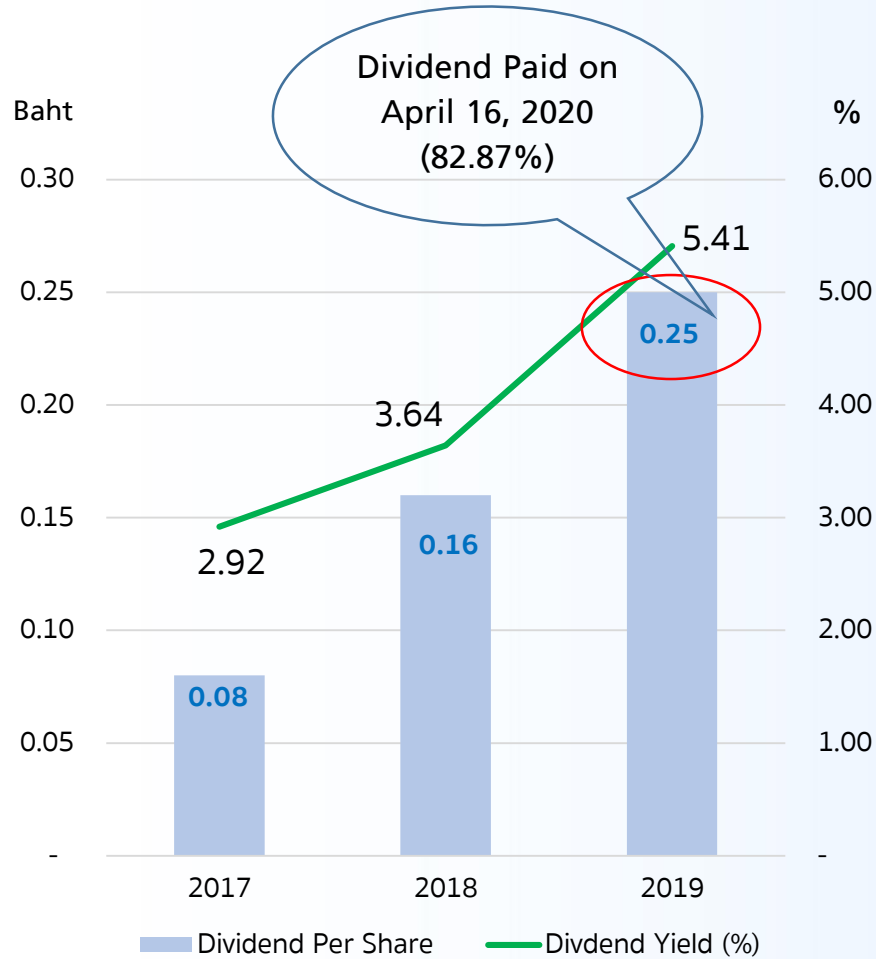
EN ISO13485:2016

Scope of Certificate:

Distribution and Service of Medical Equipment for Radiotherapy Treatment

Valid from: 2020-03-26

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	

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

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.

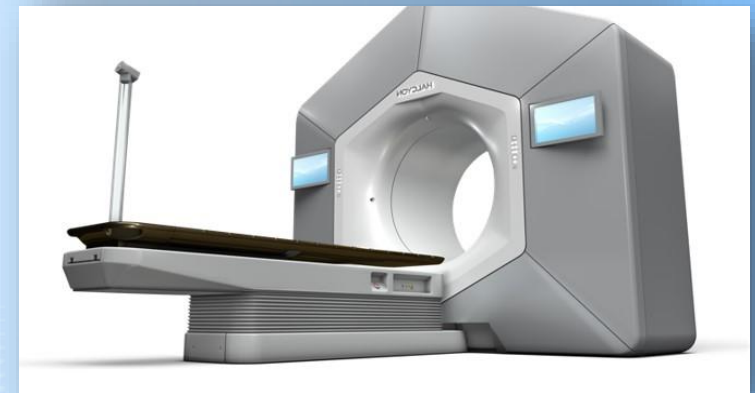
Oncology Solutions Provider



Core Business BIZ

“Oncology Solution Provider”

- 1. Selling Machine**
- 2. Selling Service contract**



New Business Line

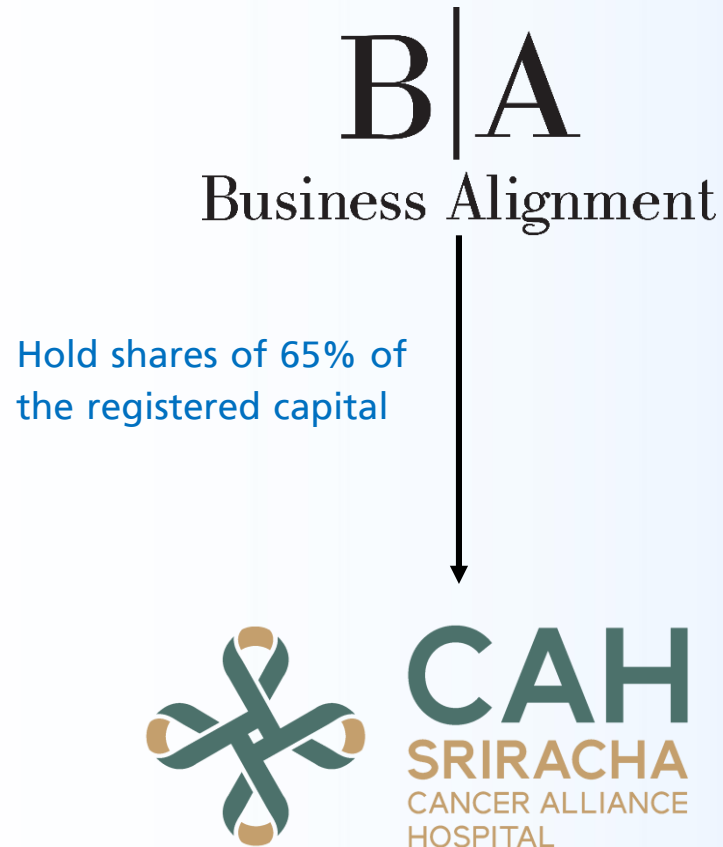


BIZGENES

“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.

www.bizgenes.com

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/>



CAH
โรงพยาบาล เคาน์เซอร์ออลิอันซ์

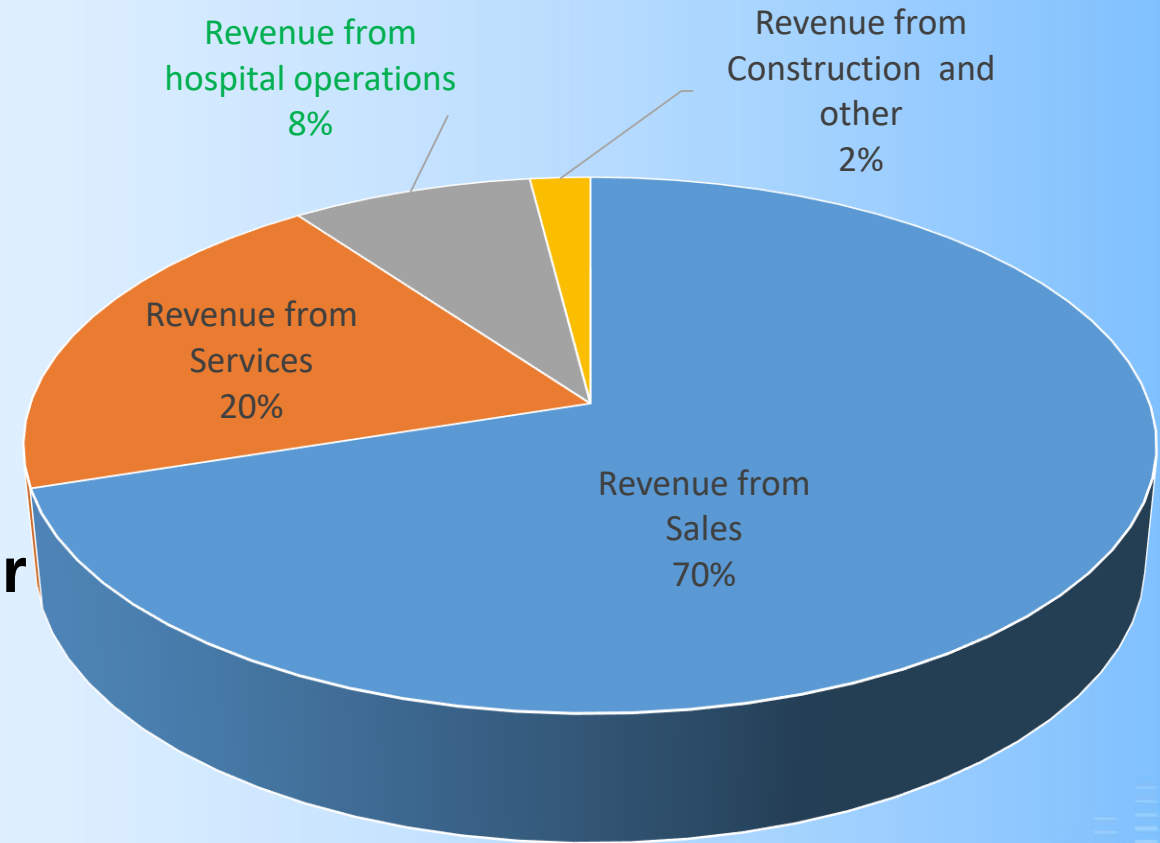


เลขที่ 529
โรงพยาบาล เคาน์เซอร์ออลิอันซ์ ศรีราชา
SRIRACHA CANCER ALLIANCE HOSPITAL

033-046-333 โทร: ทางด่วน
Emergency Medical Service
โรงพยาบาลเคาน์เซอร์ออลิอันซ์ ศรีราชา
AMBULANCE
รถฉุกเฉินได้รับอนุญาตแล้ว
CAH SRIRACHA HOSPITAL ALLIANCE

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

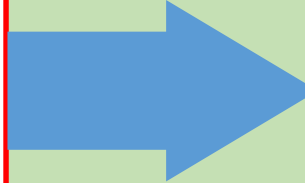
Backlog

as of August 30, 2020

Backlog total 1,855 million Baht

as of August 30, 2020

Protons radiotherapy

 **980* mb**

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

**Expect recognize all revenues within Q1'2021*

Other Projects

(6 projects)

 **875 mb**

Expect recognize all revenues within Y2021

Financial Performance

Q2'2020

as of June 30, 2020

Operating Result for Q2'2020 as of June 30, 2020

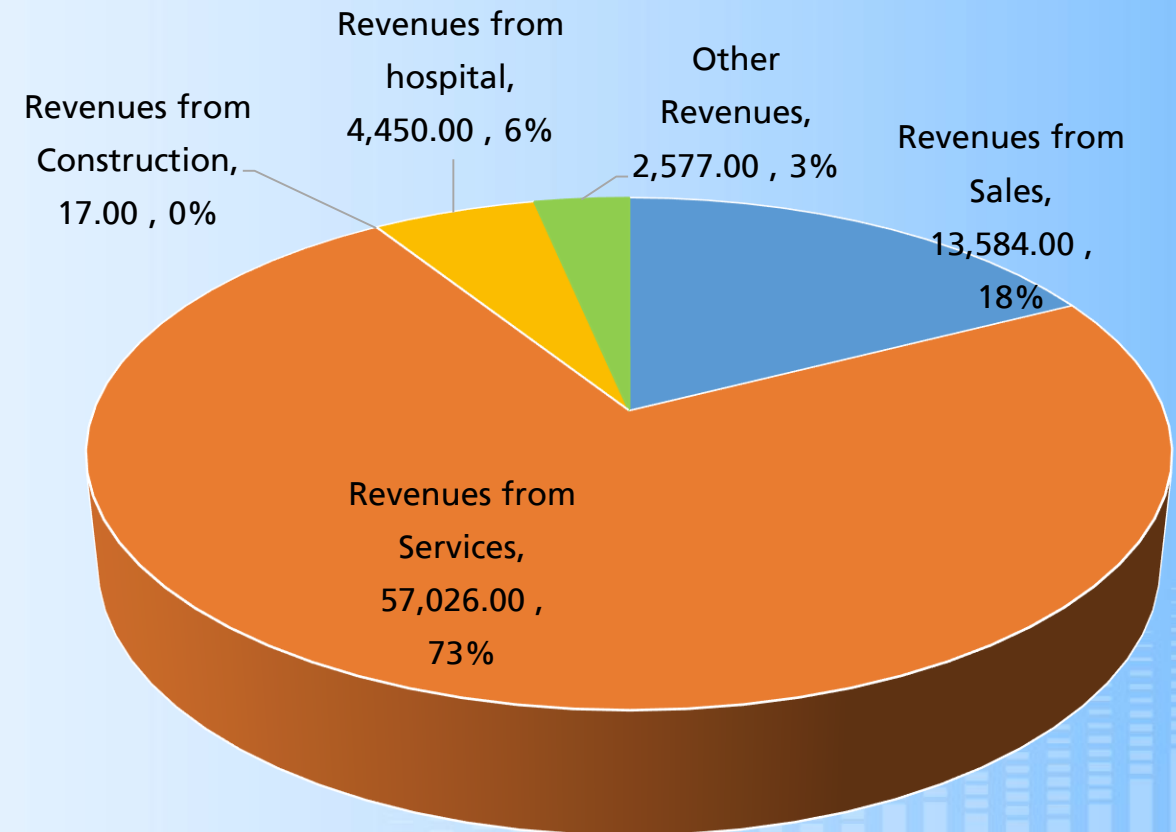
Unit : Thousand Baht

Type	Q2'2020 Separate	Q2'2020 Conso
Revenues from Sales	13,584	13,584
Revenues from Services	57,026	57,026
Revenues from Construction	17	17
Revenues from Hospital	-	4,450
Other Revenues	3,248	2,577
Total Revenues	<u>73,875</u>	<u>77,654</u>

Operating Result for Q2'2020 as of June 30, 2020

Unit : Thousand Baht

Type	Q2'2020
Revenues from Sales	13,584
Revenues from Services	★ 57,026
Revenues from Construction	17
Revenues from hospital	4,450
Other Revenues	2,577
Total Revenues	77,654



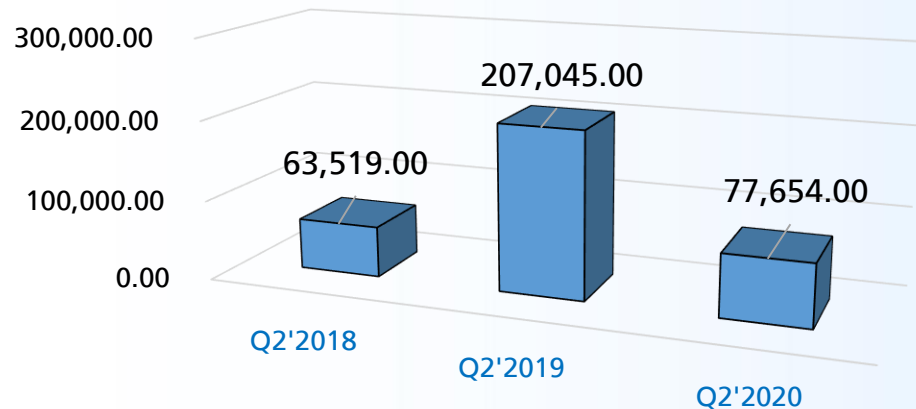
Operating Result for Q2'2020 as of June 30, 2020

Unit : Thousand Baht

Operating Result	Q2'2018	Q2'2019	Q2'2020	
Total Revenues	63,519	207,045	77,654	▼ 62.49%
Net Profit	3,902	26,052	32	▼ 99.88%

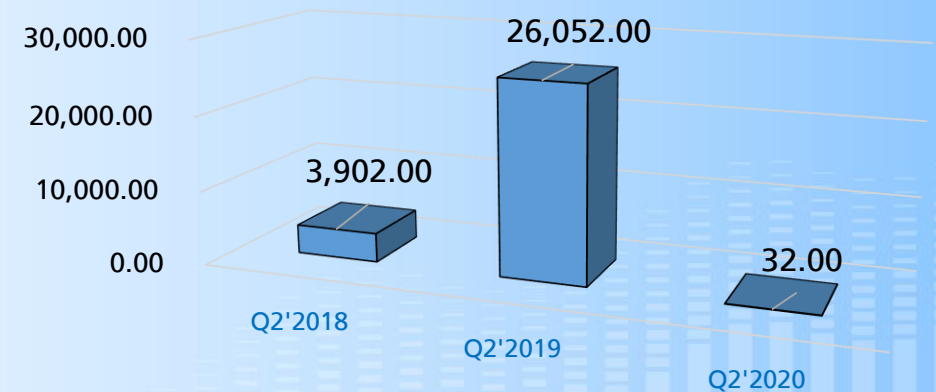
Unit : Thousand Baht

Total Revenues



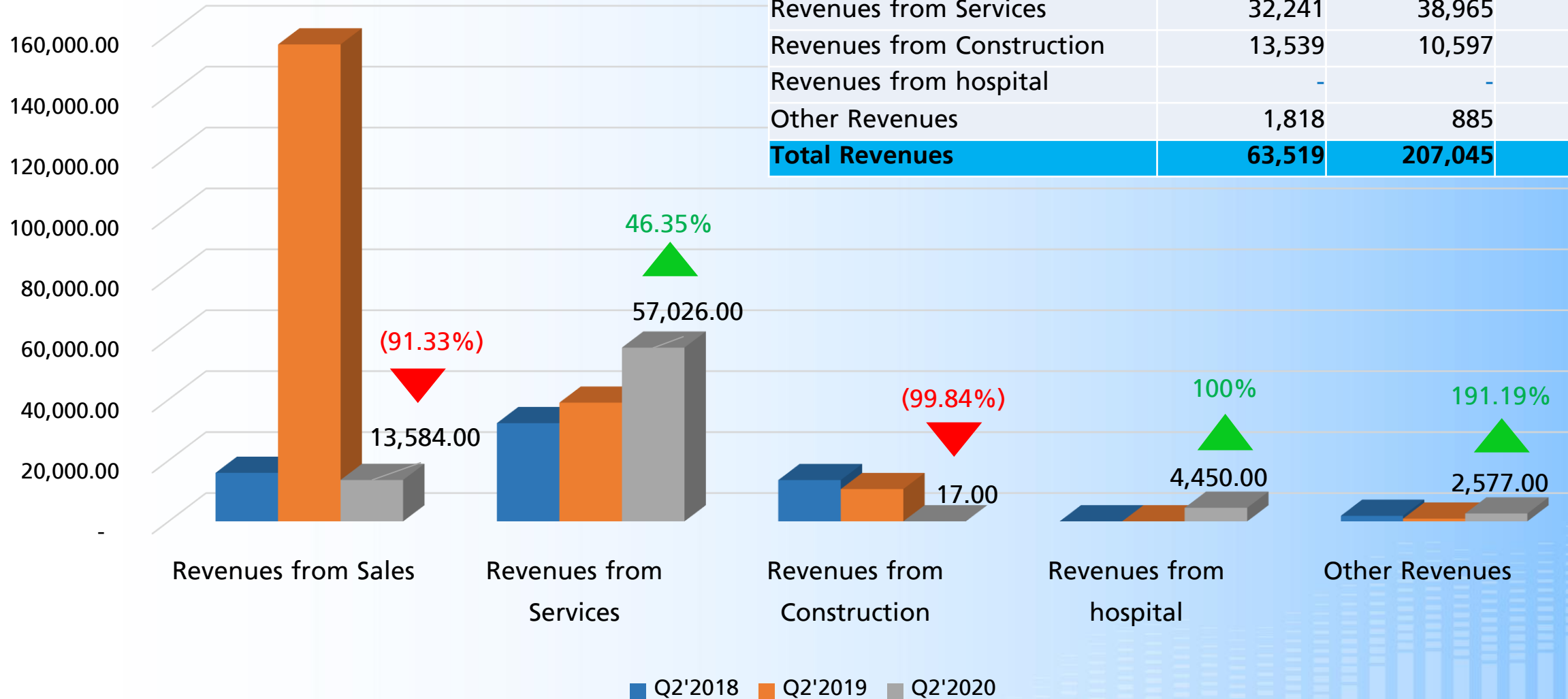
Unit : Thousand Baht

Net Profit



Type of revenues (Q2'2018 – Q2'2020)

Unit : Thousand Baht

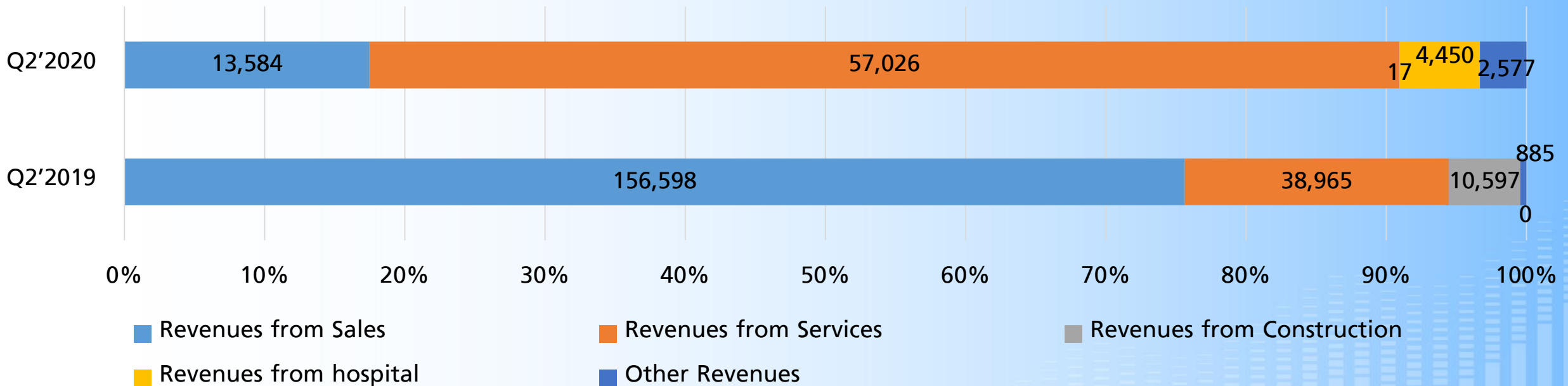


Revenues Structure

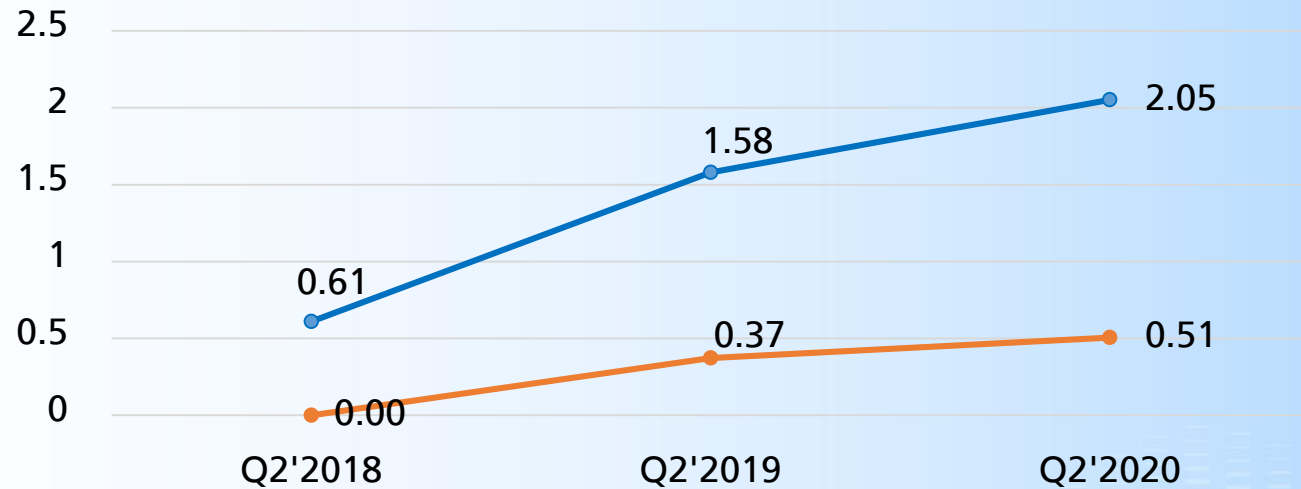
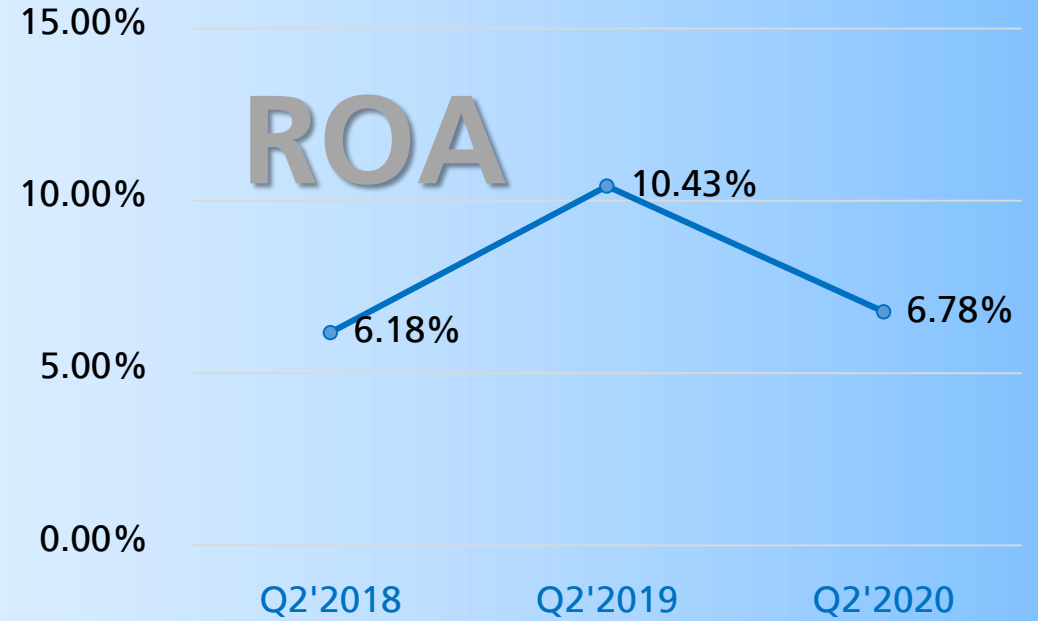
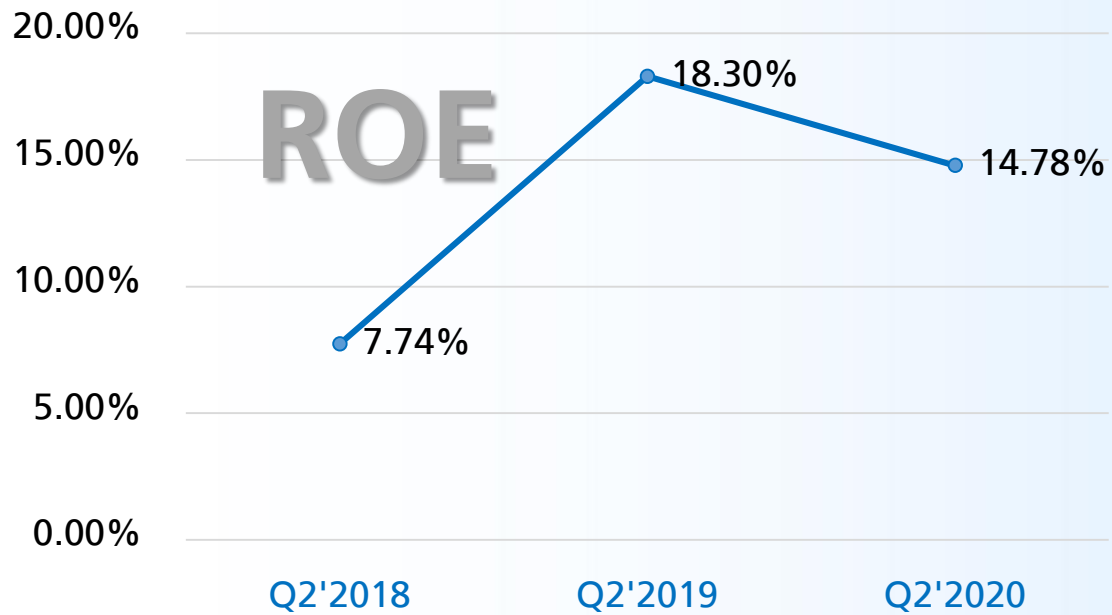
Unit : Thousand Baht

Type	Q2'2019	Q2'2020	YoY
Revenues from Sales	156,598	13,584	-91.33%
Revenues from Services	38,965	57,026	46.35%
Revenues from Construction	10,597	17	-99.84%
Revenues from hospital	-	4,450	100%
Other Revenues	885	2,577	191.19%
Total Revenues	207,045	77,654	-62.49%

Unit : Thousand Baht



Financial Ratio Q2'2018-2020



—●— D/E Ratio —●— Interest Bearing Debt to Total Equity

Q&A

Thank You

Contact info : ir@bizalignment.com

Business Alignment Public Company Limited
92/45 Sathorn Thani Building 2, 16th Floor, North Sathorn Rd.,
Silom, Bangrak, Bangkok 10500, Thailand
T +66 2636 6828-9 F +66 2236 3167
www.bizalignment.com