

A large, white industrial robotic arm is positioned in a factory setting. The arm is complex, with multiple joints and a large cylindrical end effector. It is mounted on a base and appears to be part of a larger manufacturing system. The background shows a clean, industrial environment with white walls and a blue floor.

# B|A

Business Alignment

*Business Alignment Public Company Limited*  
*"BIZ" OPPORTUNITY DAY Q3 - 2016*  
24<sup>th</sup> November 2016



A large, white, industrial robotic arm is positioned in a clinical setting, likely a hospital room. The arm is mounted on a base and has a long, articulated arm with a circular end effector. The text "Business Overview" is overlaid in a large, white, serif font across the center of the image. The background shows a white wall and a dark floor.

# Business Overview



**Business Alignment** prides itself as the ultimate Solution Provider for Radiotherapy in Thailand:





## Products

### 1. *Treatment Delivery - Radiotherapy*

**1.1 Linear Accelerator (*LinAc*):** Employs the Teletherapy method, by concentrating x-rays onto the cancerous tumour in order to destroy it, while sparing healthy, surrounding tissues.

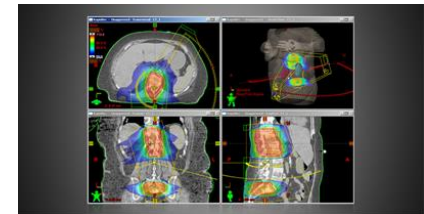


**1.2 Brachytherapy Afterloader:** Employs the Brachytherapy method, by placing a radioactive source near the targeted tumour to destroy it.



### 2. *Treatment Systems*

**2.1 Treatment Planning System:** Software systems, which program and customise the radiation treatment to the specific form of the patient's tumour, minimizing its effect on healthy, surrounding tissues.



**2.2 Oncology Information System:** Software systems, which record and manage the radiation treatment each patient receives.





## 3. Other Products and Equipment

**3.1 Quality Assurance and Pretreatment Verification Tool:** Verifies the accuracy and quality of the radiation treatment each patient receives.



**3.2 Other Products:** Other tools and equipment, which are used as part of the radiotherapy treatment.



## Services



### ***Maintenance Service***

Once the warranty of the radiotherapy equipment expires, the Company offers an annual Maintenance Agreement, which commits to service the equipment when required and to update the equipment as necessary.



## ***Our clients include:***

### ***University Hospitals***

- *Faculty of Medicine, Chulalongkorn University*
- *Mahidol University, Faculty of Medicine, Ramathibodi Hospital*
- *Faculty of Medicine Siriraj Hospital, Mahidol University*
- *Faculty of Medicine Vajira Hospital, Navamindradhiraj University*
- *Faculty of Medicine Khon Kaen University*
- *Phramongkutklao College of Medicine*
- *Songklanagarind Hospital, Faculty of Medicine, Prince of Songkla University*

### ***Cancer Hospitals***

- *Chonburi Cancer Hospital*
- *Lopburi Cancer Hospital*
- *Ubon Ratchathani Regional Cancer Center*
- *Chulabhorn Hospital*
- *Bangkok Cancer Specialized Hospital*

### ***General Hospitals***

- *Sawan Pracharak Hospital*
- *Maharat Nakhon Ratchasima Hospital*

### ***Private Hospitals***

- *Bangkok Dusit Medical Services*

***And more...***





A large, white industrial robotic arm is positioned in a factory or laboratory setting. The arm is complex, with multiple joints and a large cylindrical base. It is mounted on a white, multi-axis base. The background shows a clean, white wall and a dark floor. The text "The Industry" is overlaid in the center of the image.

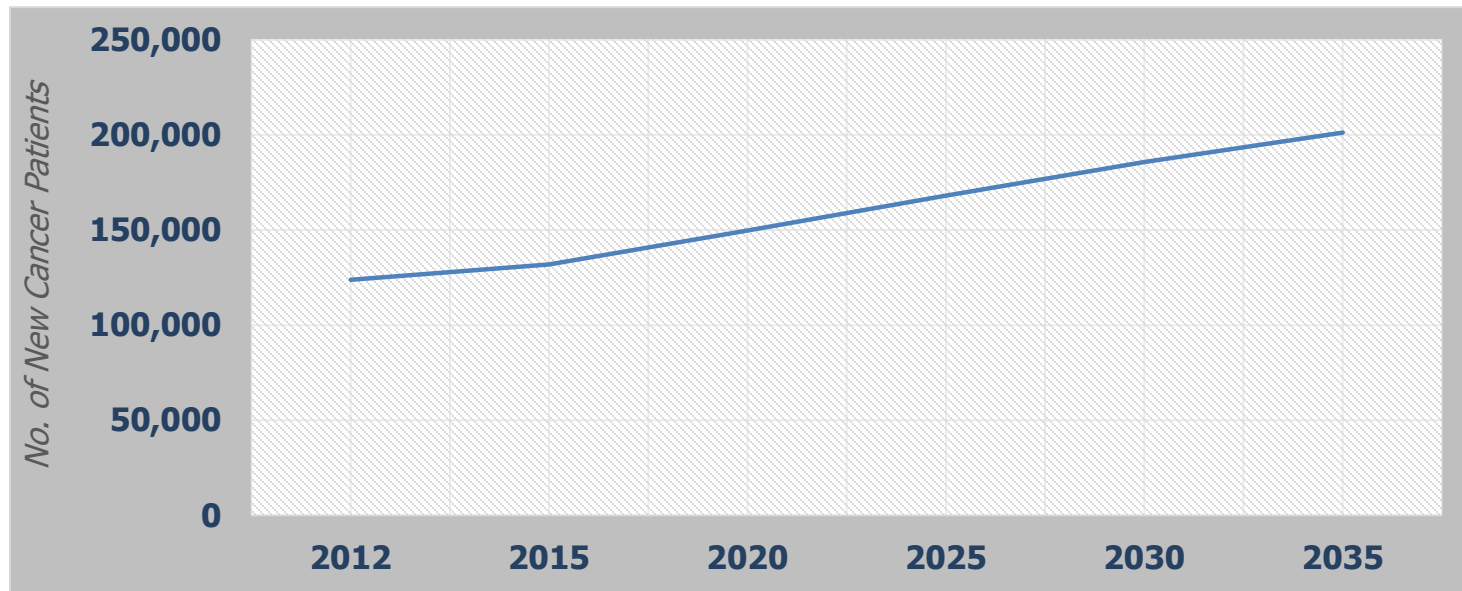
# The Industry



# Cancer Statistics

The World Health Organisation estimates there to be a consistent increase in the number of new cancer patients each year in Thailand.

No. of New Cancer Patients	WHO's Estimation of New Cancer Patients per year in Thailand					
	<u>2012</u>	<u>2015</u>	<u>2020</u>	<u>2025</u>	<u>2030</u>	<u>2035</u>
	123,800	131,885	149,758	168,039	185,735	201,209



Source: World Health Organization



# Demand for Radiotherapy in Thailand

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

## 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

## Current Availability

- There are currently **70** radiotherapy systems in Thailand..
- Of which, **28** are old technology that needs replacement.

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

**123 additional radiotherapy systems needed in Thailand**

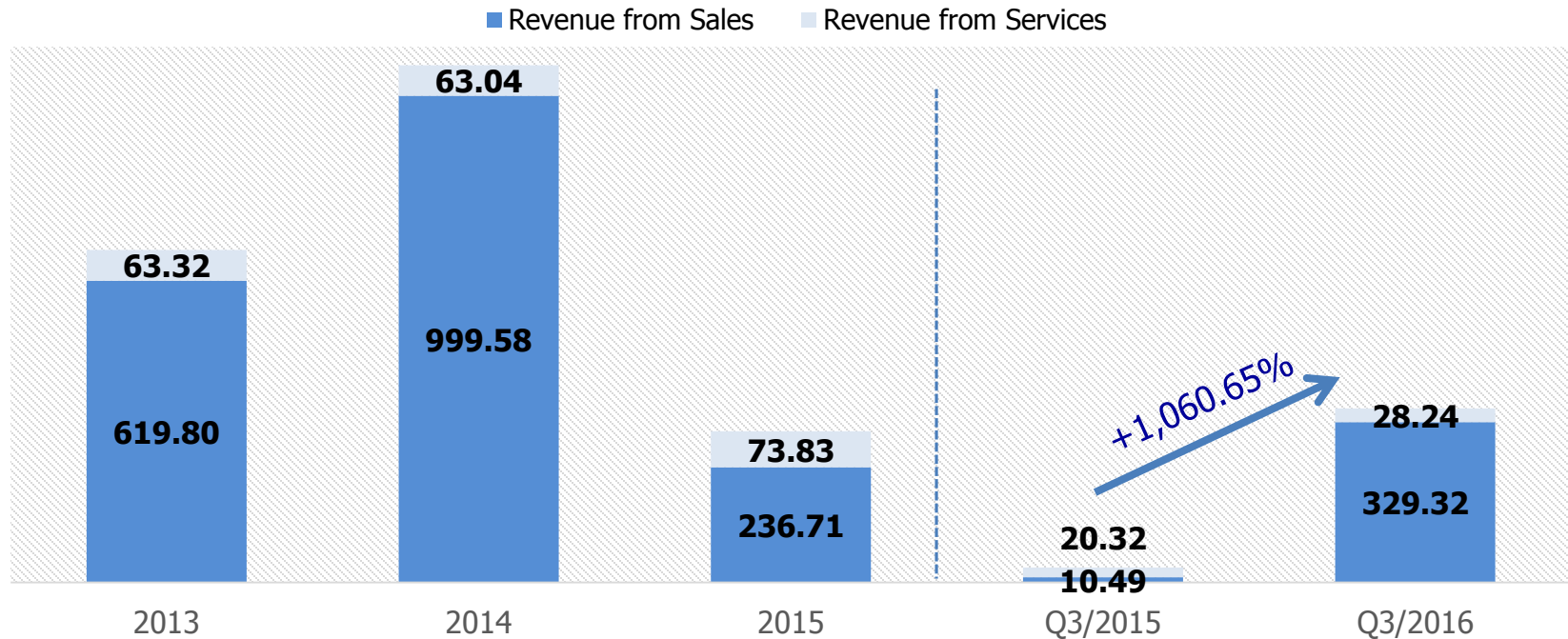




# Financial Performance



## Revenue from Sales and Services (Million Baht)



### Revenue from Sales

The revenue from sales in the 3<sup>rd</sup> Quarter of 2016 grew up to **3,040.18%** from the same period in 2015.

- This is due to the completion and revenue recognition of **3** projects in this period, which are *Sawan Pracharak Hospital, Lopburi Cancer Hospital* and *Chonburi Cancer Hospital*.

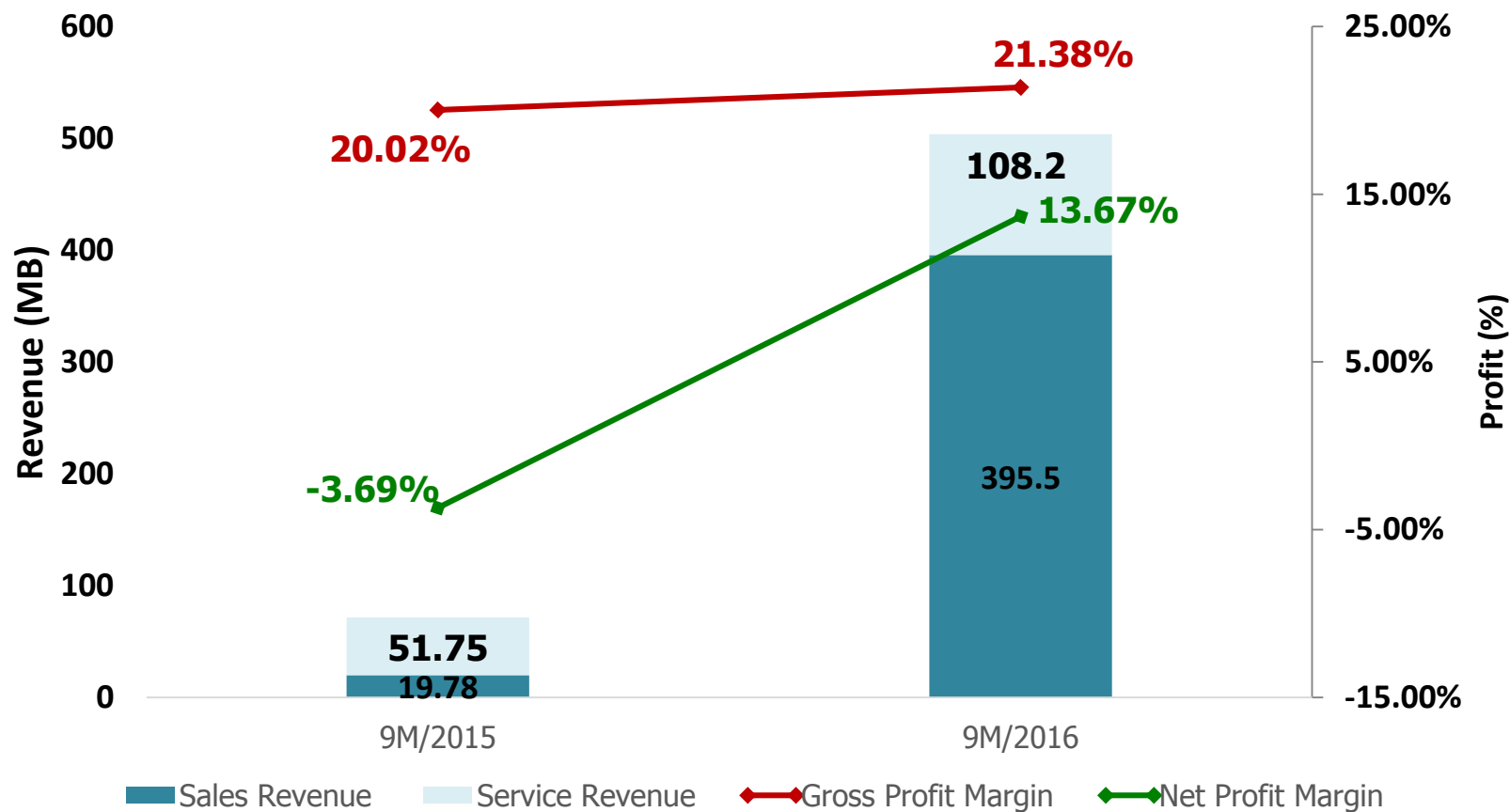
### Revenue from Services

The revenue from services in the 3<sup>rd</sup> Quarter of 2016 grew by **39.00%** from the same period in 2015.

- This is because of the increasing number of maintenance agreements signed, following the expiry of the warranties on previously sold products.



## 9-Month Performance





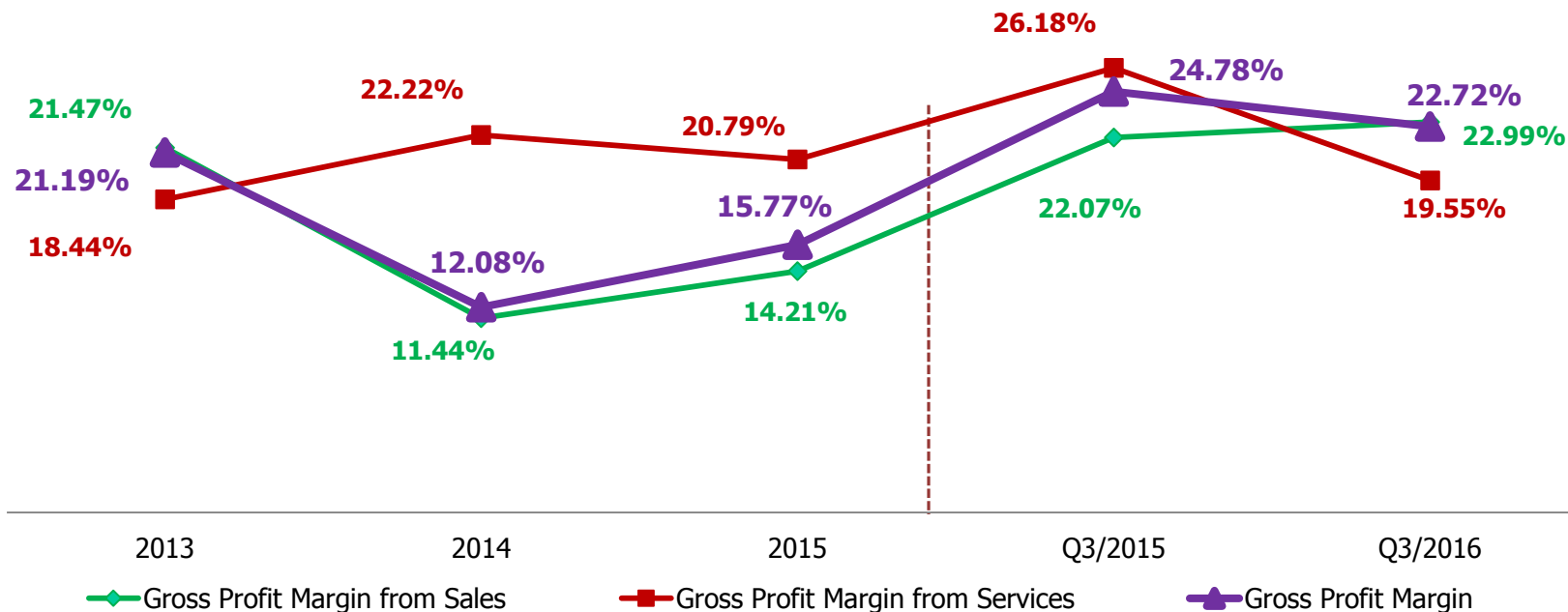
# Backlog (as of 30<sup>th</sup> September 2016)

	Project	Value (million Baht)	Date of Contract	End of Contract	Expected Completion and Handover
1	Linear Accelerator at Faculty of Medicine Siriraj Hospital, Mahidol University	218.45	29 Jan 2016	24 Nov 2016	Within 2016
2	Linear Accelerator and Treatment Delivery and Planning Systems at Bangkok Dusit Medical Services	169.00	6 Aug 2016	2 Jun 2017	Within Q2/2017
	<b>Total Backlog Value</b>	<b>387.45</b>	<i>Million Baht</i>		

**Disclaimer:** The completion date of each project is subjected to change, according to the progress of the project, which is often hampered by the client's inability to hand over the project space as planned, therefore the installation process may be delayed. This could affect the project completion and handover date, and consequently the revenue recognition. As the Company entirely recognizes its revenue once the project is completed, the delay could potentially affect the Company's performance and consistency.



## Gross Profit Margin (%)



### Gross Profit Margin from Sales

- The gross profit margin from sales in the 3<sup>rd</sup> Quarter of 2016 is similar to that of the same period in 2015

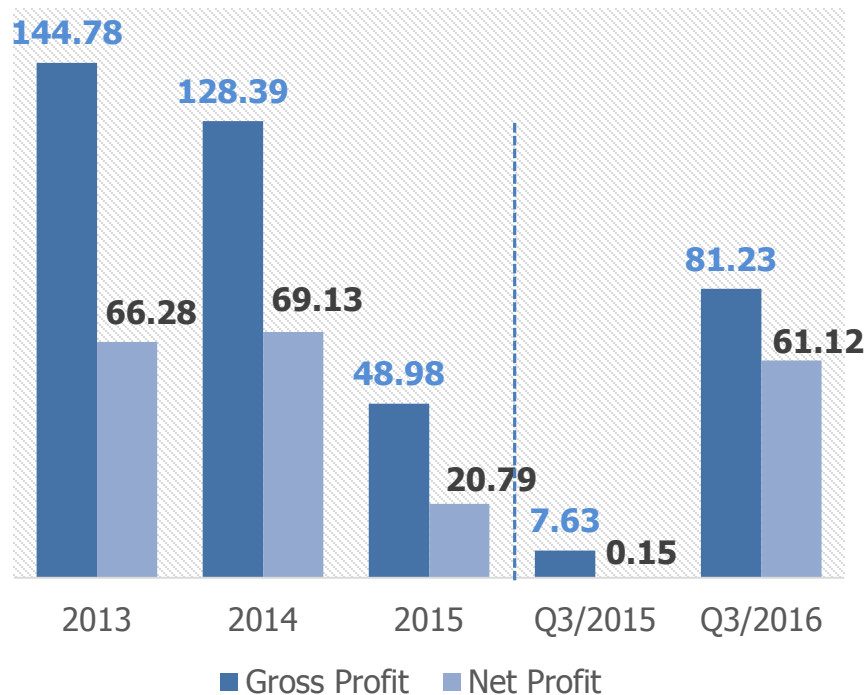
### Gross Profit Margin from Services

- The gross profit margin from services in the 3<sup>rd</sup> Quarter of 2016 is lower than that of the same period in 2015. However, this is within the Company's average range, which is 20-22%.

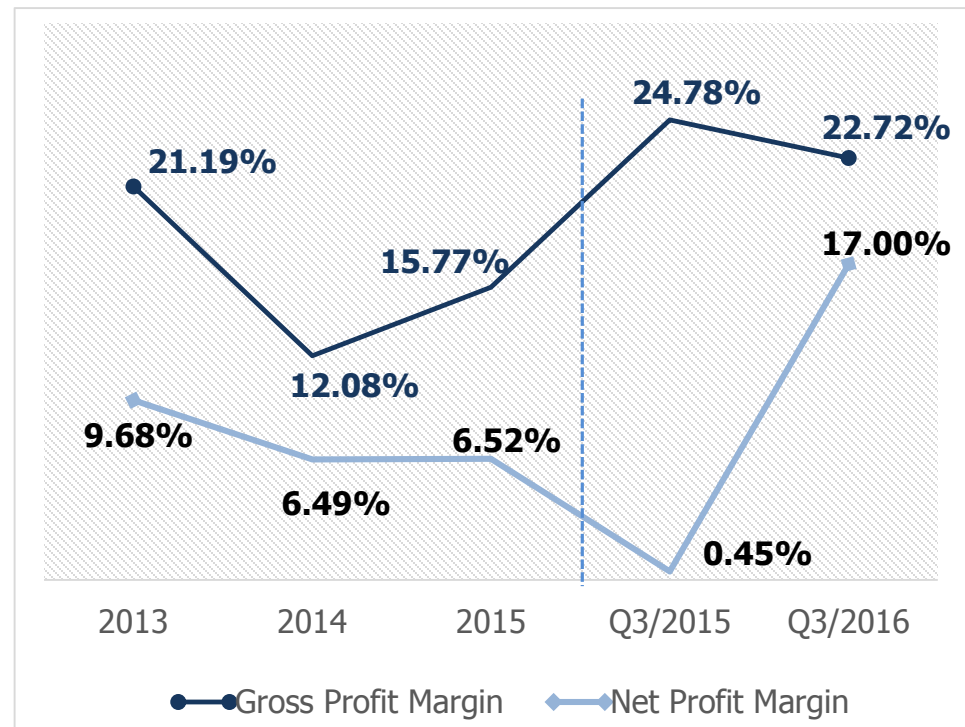


# Gross Profit and Net Profit

## Profit (Million Baht)



## Profit Margin (%)



### Net Profit Margin

The net profit margin in the 3<sup>rd</sup> Quarter of 2016 grew significantly from that of the same period in 2015

- This is due to the increase in revenue, which is higher than the Company's fixed costs.





# The Future



- Expand our clientele into the private hospital sector
- Become the primary importer of state-of-the-art radiotherapy technology, enabling Thailand to become the healthcare centre of the ASEAN Economic Community





**B|A**  
Business Alignment

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