



Opportunity Day

(for the year 2016)

Business Alignment Public Company Limited

15 March 2017



BIZ

Business Overview

WHAT WE DO

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



Our Products and Services

Products



1. Treatment Delivery - Radiotherapy

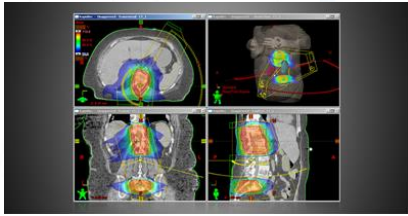
1.1 Linear Accelerator (*LinAc*): Employs the Teletherapy method, by concentrating x-rays onto the cancerous tumour in order to destroy it, while sparing healthy, surrounding tissues.



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

Our Products and Services

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.

Our Products and Services



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.

Our Products and Services

• 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

*University
Hospitals*

*Cancer
Hospitals*

*General
Hospitals*

*Private
Hospitals*

Private Hospitals

- *Bangkok Dusit Medical Services*
- *Bangkok Cancer Sanatorium Hospital*
- *Chulabhorn Hospital*



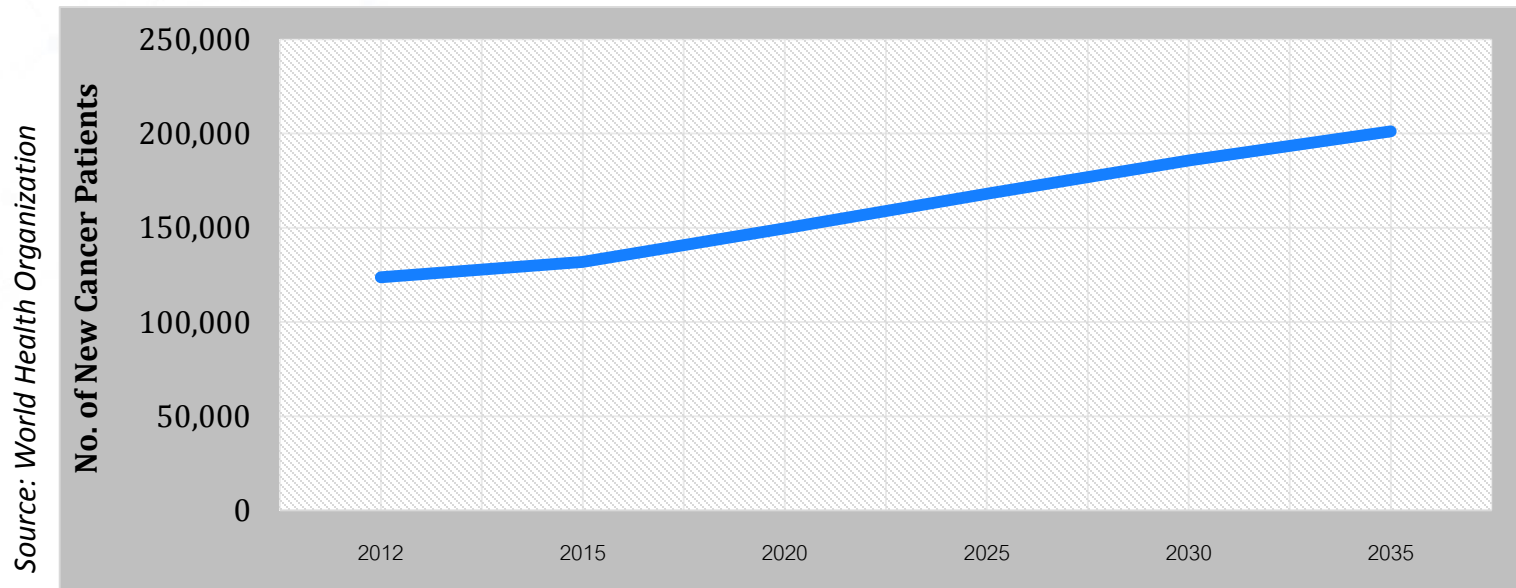
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The Industry

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



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.

NEEDED

123 additional radiotherapy systems needed in Thailand

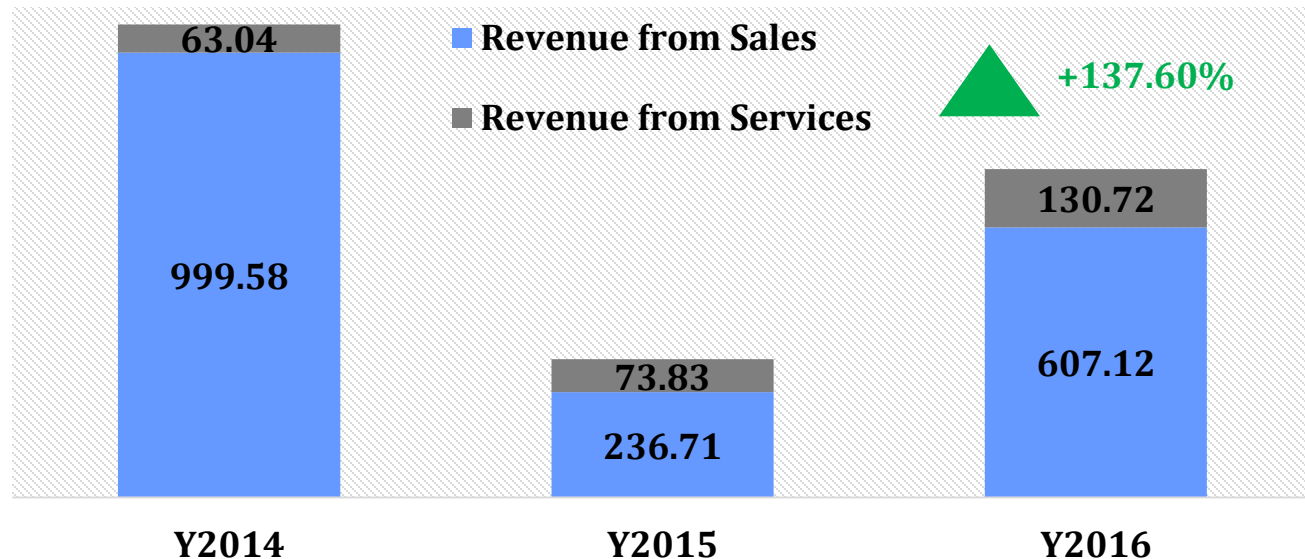


Financial Performance

Performance

(Revenue from Sales and Services)

Unit : Million Baht



Exclude other revenues

Revenue from Sales

The revenue from sales in 2016 grew by 156.48% from 2015

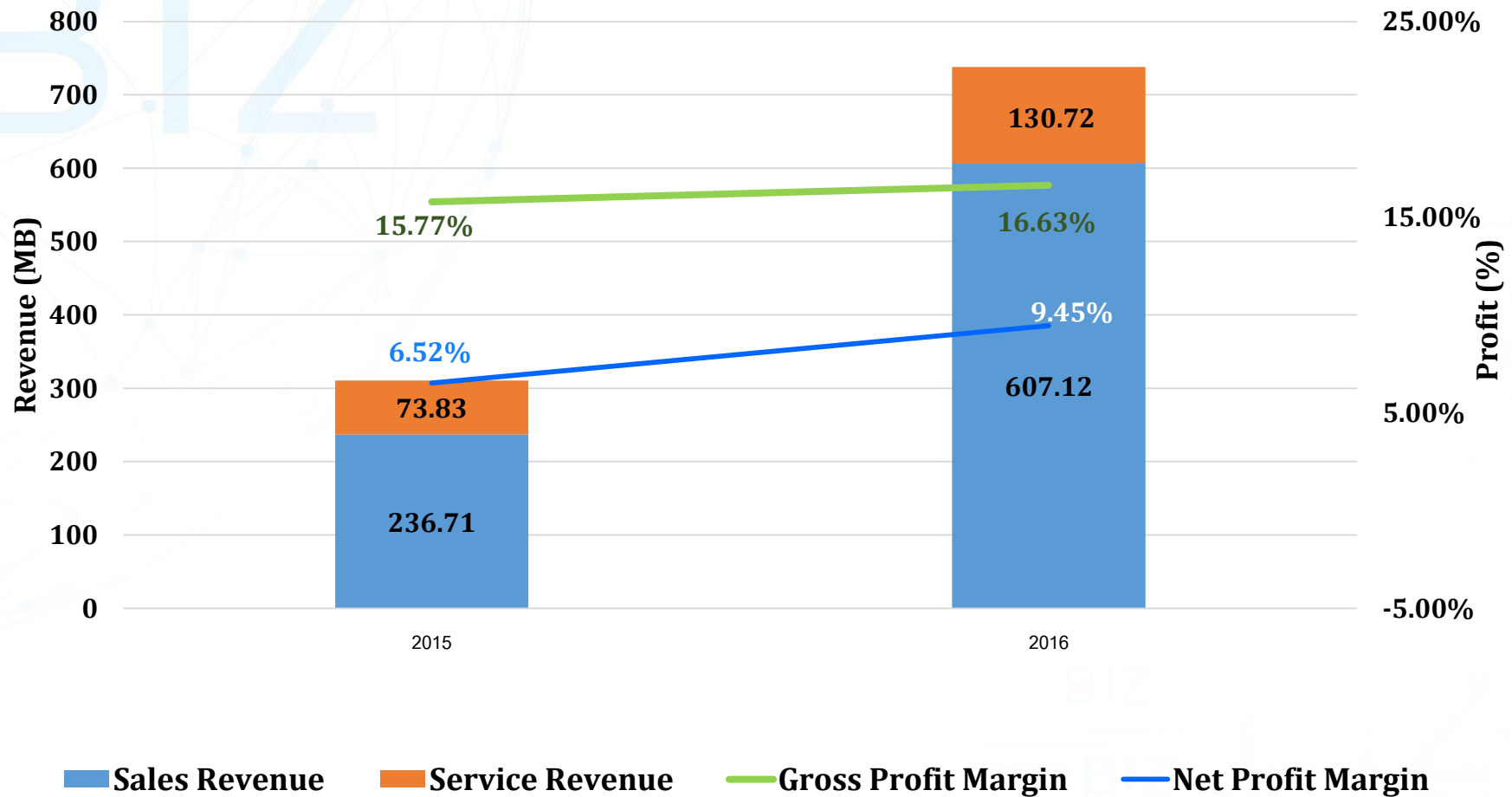
- This is due to the completion and revenue recognition of 5 projects in this period, which are *Bangkok Cancer Sanitorium, Sawan Pracharak Hospital, Lopburi Cancer Hospital Chonburi Cancer Hospital, and Faculty of Medicine, Siriraj Hospital.*

Revenue from Services

The revenue from services in 2016 grew by 77.04% from 2015.

- This rise in Revenue from Services can be attributed to the revenue recognition of the software upgrades to the radiotherapy products of 2 hospitals, as well as the increasing number of maintenance agreements signed resulting from the expiry of the warranties on previously sold products.

Performance



Backlog (as of 31st December 2016)

Project

- Linear Accelerator and Treatment Delivery and Planning Systems at Bangkok Dusit Medical Services

Value

- 169.00 MB



Contract Date

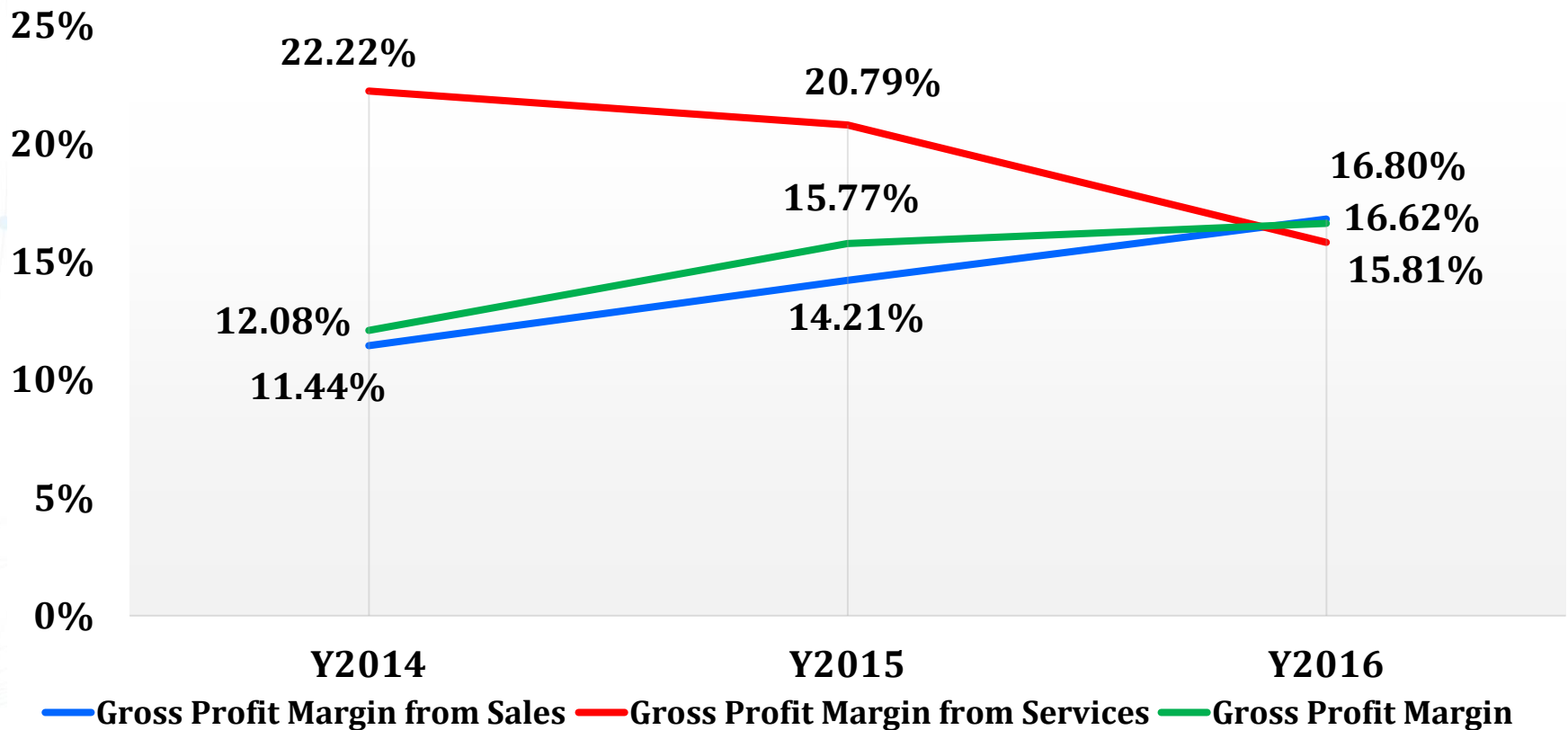
- Start Date : 6 Aug 2016
- End Date : 2 Jun 2017

Expected Completion and Handover

- Within Q2/2017

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

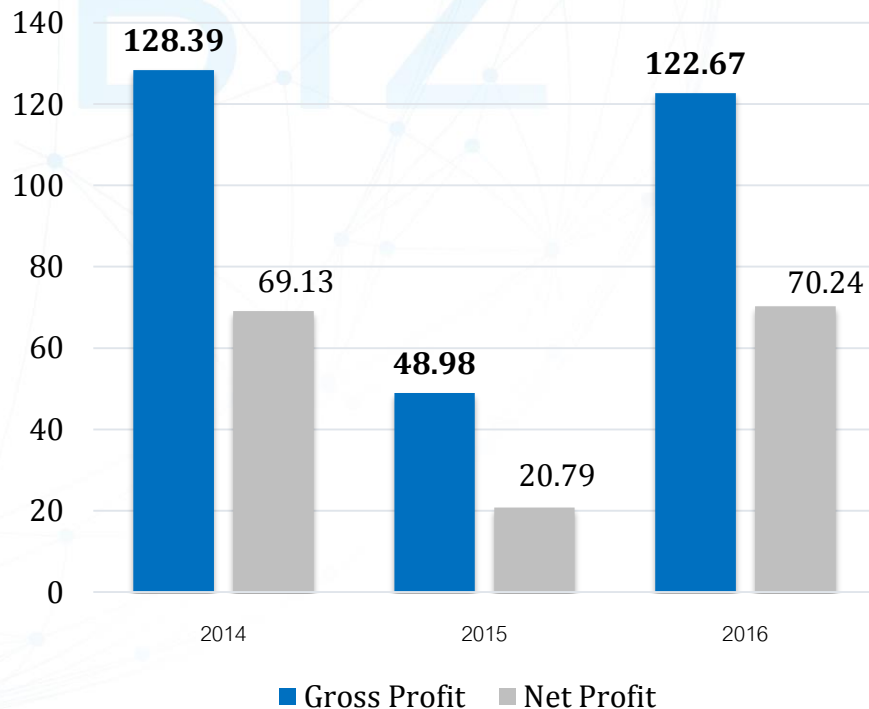
- The gross profit margin from sales in 2016 was higher than that in 2015, as the Company was able to manage its costs more effectively.

Gross Profit Margin from Services

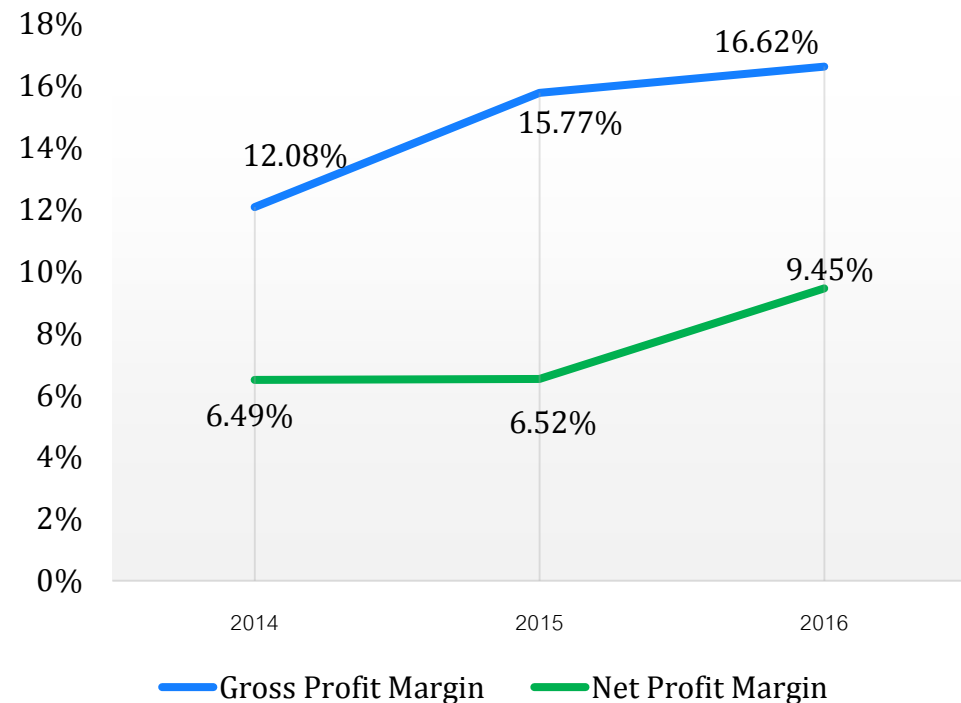
- The gross profit margin from services in 2016 is lower than that in 2015, due to the slow process in renewing maintenance agreements with a number of state-owned hospitals, whilst still responsible for the costs from back-to-back maintenance contracts with the manufacturers. Nonetheless, the Company successfully renewed the contracts with its clients as of January 2017.

Gross Profit and Net Profit

Profit (Million Baht)



Profit Margin (%)



Net Profit Margin

The net profit margin in 2016 grew significantly from that in 2015

- **This is due to the Company's ability to maintain its costs while increasing its revenue.**



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The Future

Business Plan

- **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 center of the ASEAN Economic Community**



Thank You

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