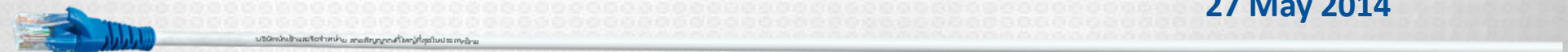




INTERLINK COMMUNICATION PUBLIC COMPANY LIMITED

27 May 2014



Agenda

กลุ่มบริษัทอินเทอร์ลิงค์



Today Agenda

- Interlink Communication Business overview
- 2014 Q1 Operating Summary
- 5 Years Aspiration and Plan



Interlink Holding Limited
บริษัทแม่ และผู้ถือหุ้นใหญ่ ของกลุ่มอินเทอร์ลิงค์ฯ



Interlink Communication Public Company Limited
บริษัทนำเข้าและจัดจำหน่ายสายสัญญาณ ที่ใหญ่ที่สุดในประเทศไทย



Interlink Telecom Company Limited
ผู้ให้บริการวางจรรยาบรรณความเร็วสูง ไฟเบอร์ออฟติกทั่วโลก



Interlink Power and Energy Limited
ผู้เชี่ยวชาญงาน Submarine Cable และ Transmission Line



Interlink DataCenter Limited
ศูนย์ดาต้าเซ็นเตอร์ที่ปลอดภัยและทันสมัยที่สุด

Our History in Depth

กลุ่มบริษัทอินเทอร์ลิงค์



Becoming "LINK" proprietary distributor in Thailand and SEA

Set-up Engineering Department to focus in engineering business such as Installation, Testing and Commissioning

Obtain land of 9,057 Sq.m to support the business growth

Divine Businesses into

1. Interlink Communication PCL
2. Interlink Telecom Co., Ltd
3. Interlink Power and Energy Co., Ltd

Interlink Communication PLC increase its registered share capital to appx. 289.98 million shares and has paid-up share capital of 259.99 million shares



Establishment of Interlink Communication as a limited company

Announce 3 Company's Promises

- Quality Products
- Better Price
- Exceptional Customer Service

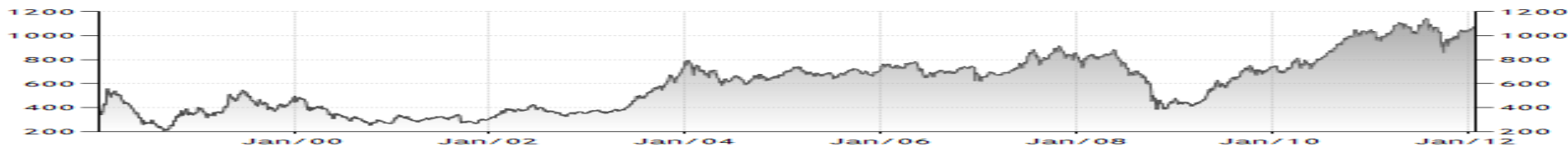
Listed in MAI with IPO 4.25 baht per share

Establishment of Interlink Telecom as a limited company

Expand service offering to include Submarine Cable Project Turnkey

Business REFORMATIO N

- Interlink Communication PLC: Increased share capital to 145MB
- Interlink Telecom Co.,Ltd: Increased paid-up share capital to 300MB.
- Establishment of Interlink Data Center Limited



Business Process : Distribution

กลุ่มบริษัทอินเทอร์ลิงค์

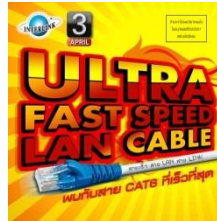


Accounting

Finance

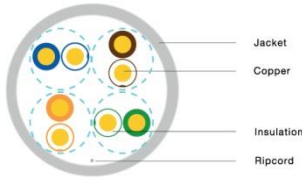
Legal

Marketing



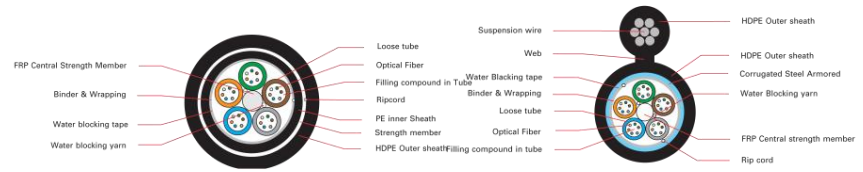
Flagship Products

กลุ่มบริษัทอินเทอร์ลิงค์



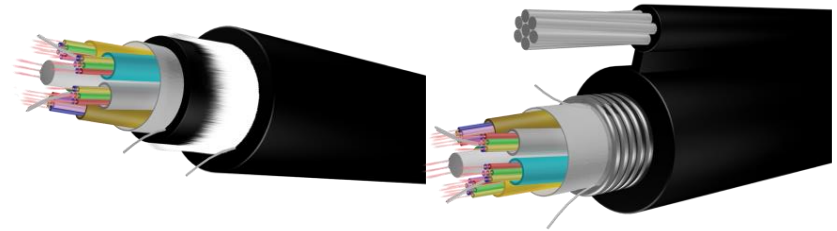
UTP

Unshielded Twisted Pair: A cabling that primary used in data network for short and medium length connection.



Fiber Optic

A Cabling technology that use glass threads to transmit data which provide much greater bandwidth than metal cable.



Co-Axial

Type of wire that consists of a center wire surrounded by insulation and grounded shield. Heavily used by cable television industry and computer network.



Germany Rack

An equipment that used to hold network and electronic equipment such as Server.

Business Process : Engineering

กลุ่มบริษัทอินเทอร์ลิงค์



Customer (Proj> 100MB)



Bidding on the project



Implementation and Service

Flagship Projects

กลุ่มบริษัทอินเทอร์ลิงค์



Suvarnabhumi Airport Turnkey Project



Fiber Optic Project Contractor



Submarine Cable Turnkey Project



บริษัท อินเทอร์เน็ต ประเทศไทย จำกัด (มหาชน) | โทร. 02-111-1111 | www.interlink.co.th

Agenda

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- 2014 Q1 Operating Summary
- 5 Years Aspiration and Plan

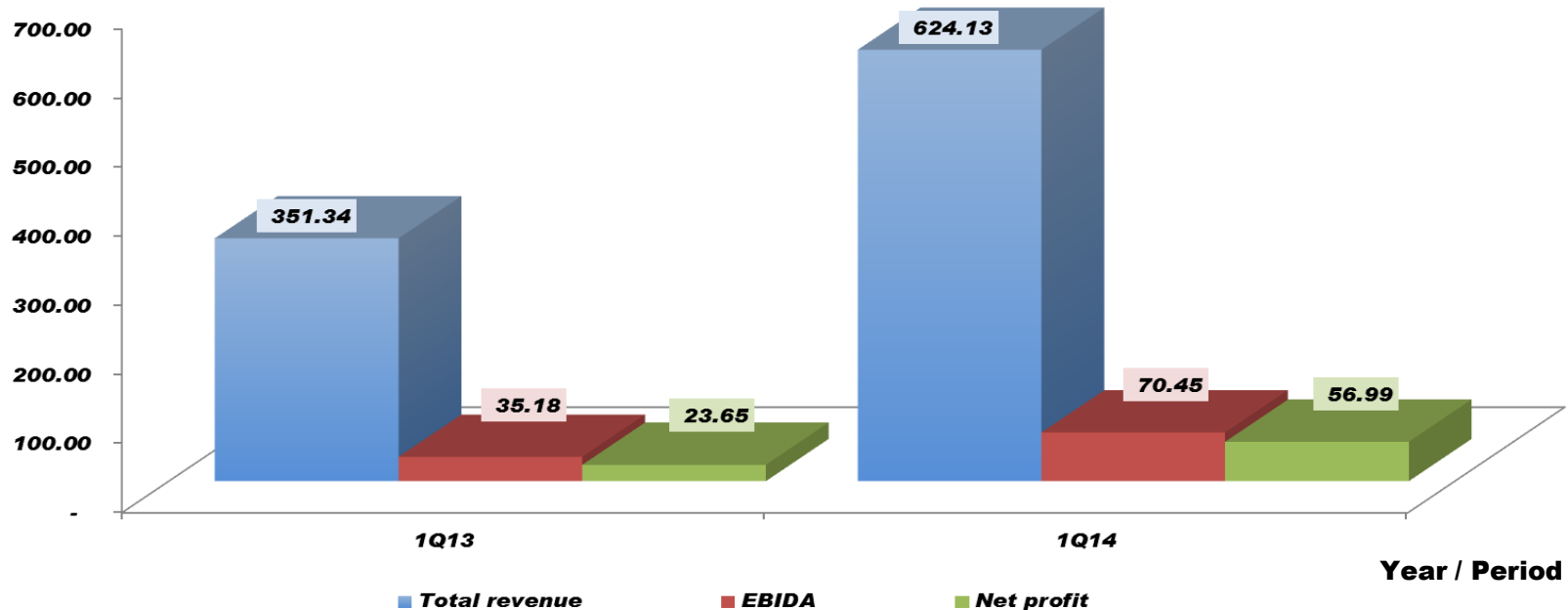
Consolidated Income Statements

กลุ่มบริษัทอินเทอร์ลิงค์



Financial Summary

Million Baht



%YOY Growth	Q1'14 vs Q1'13
Total revenues	77.64%
EBITDA	100.26%
Net profit	140.97%

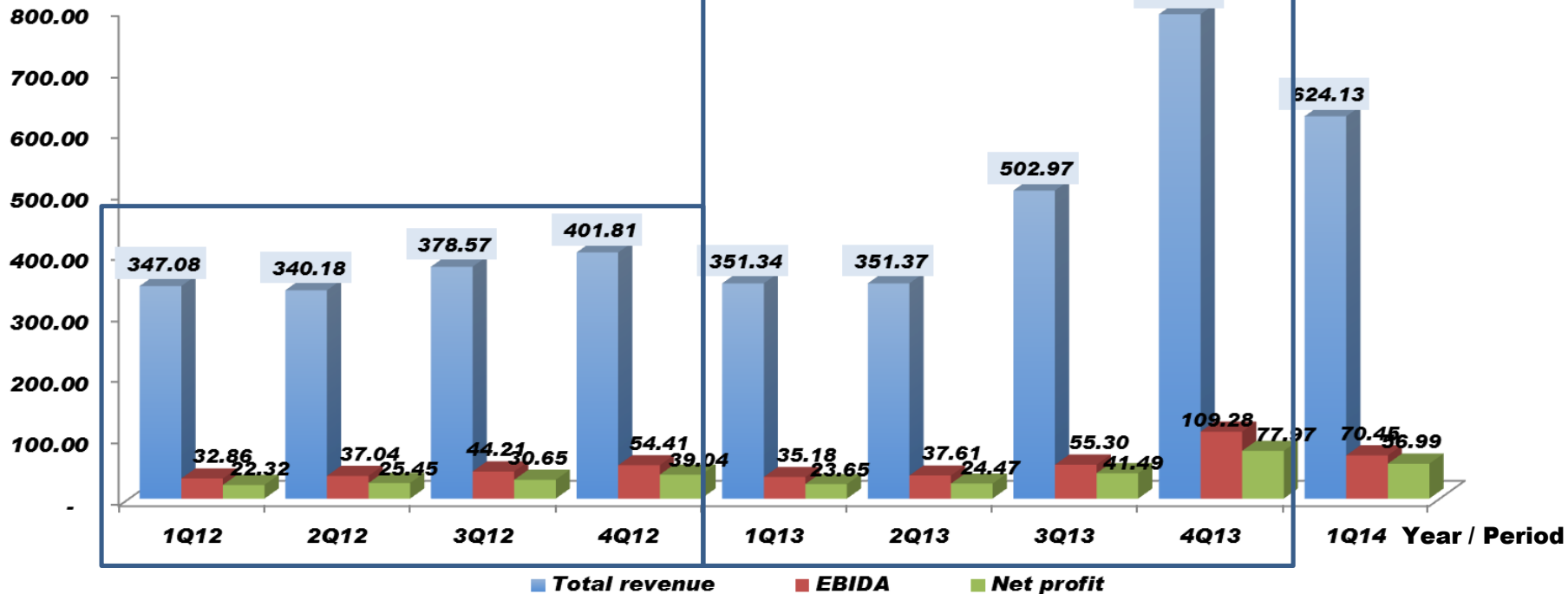
Consolidated Income Statements

กลุ่มบริษัทอินเทอร์ลิงค์



Financial Summary

Million Baht

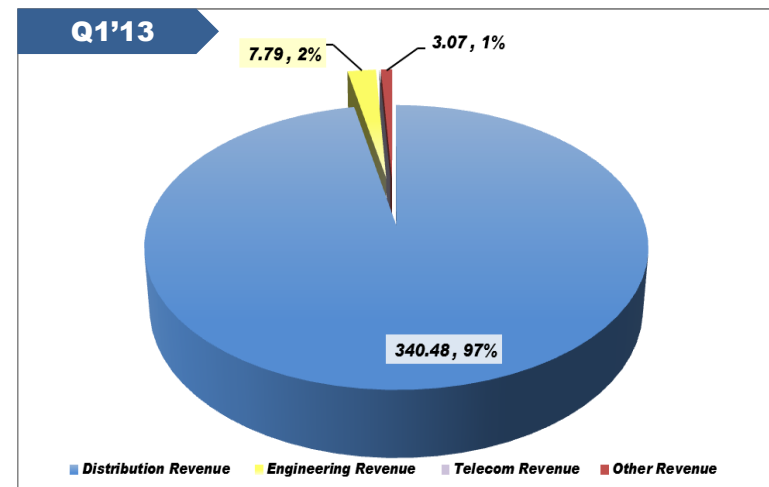
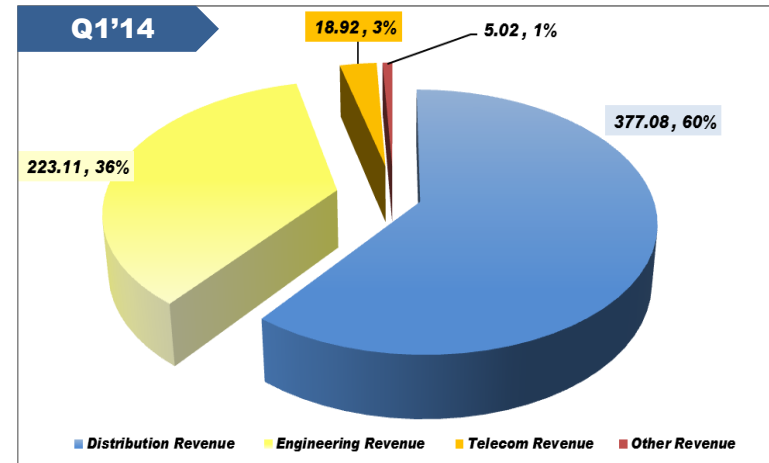
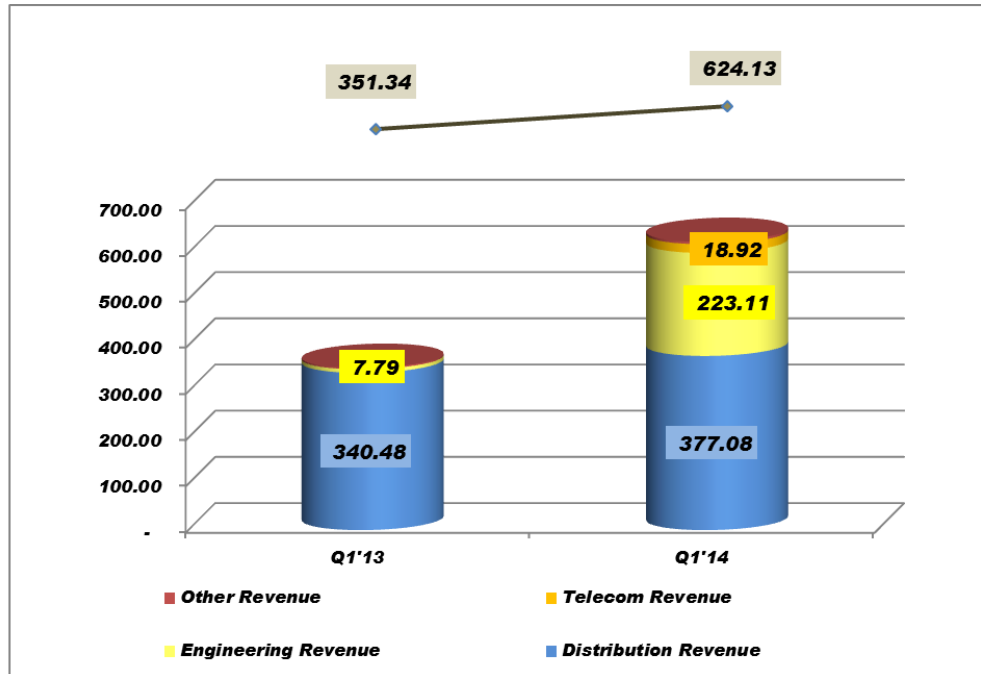


Consolidated Income Statements

กลุ่มบริษัทอินเทอร์ลิงค์



Revenue Breakdown by Business Units



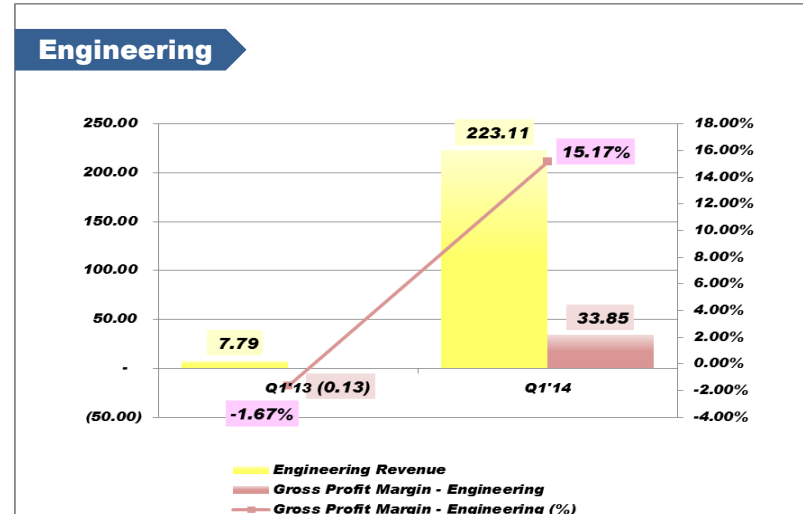
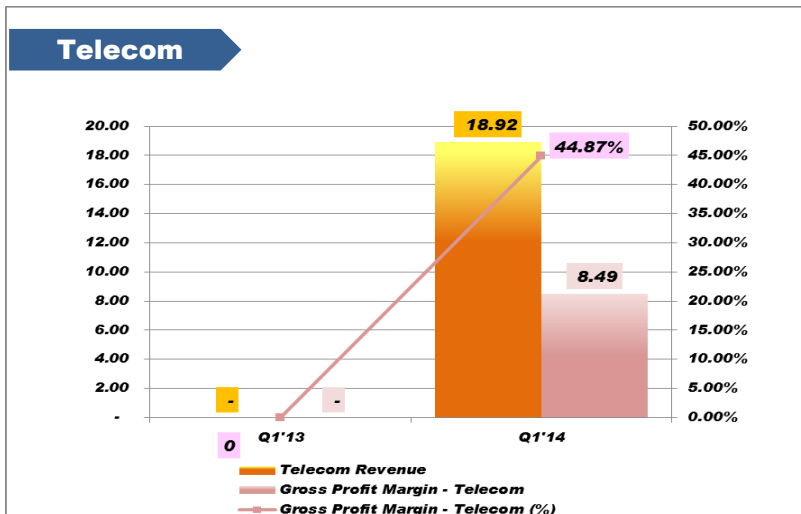
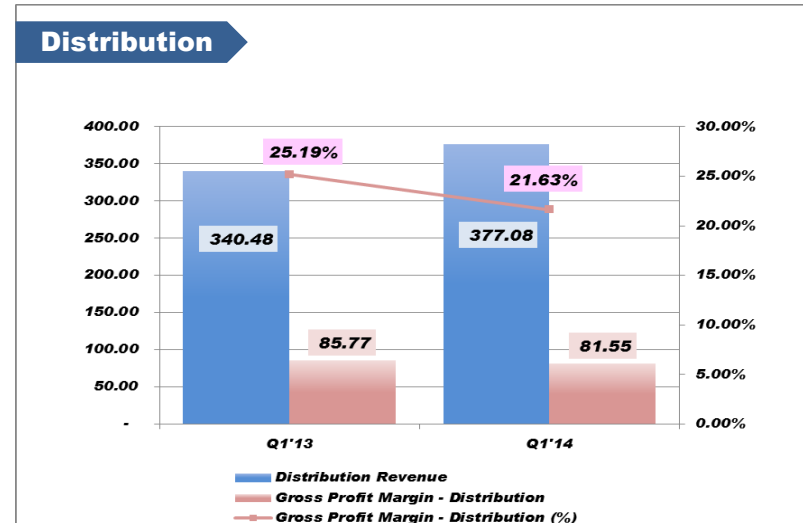
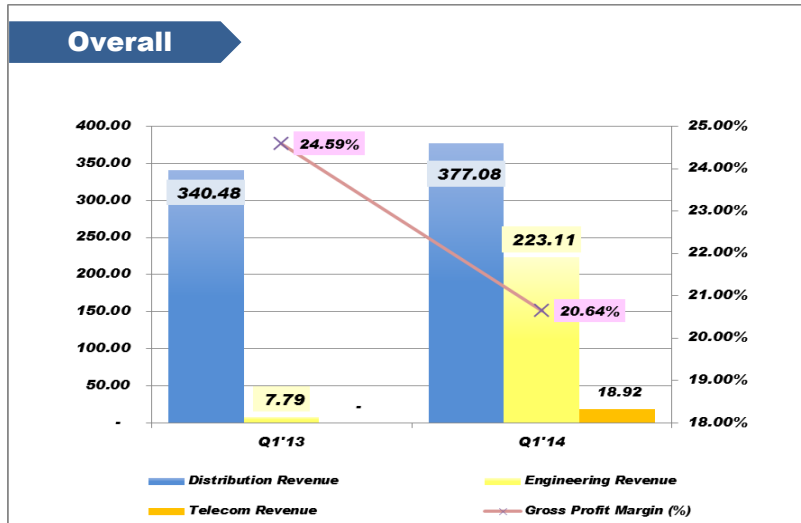
%YOY Growth	Q1'14 vs Q1'13
Distribution	10.75%
Engineering	2764.06%
Telecom	100.00%
Others	63.52%

Consolidated Income Statements

กลุ่มบริษัทอินเทอร์ลิงค์



Revenues / Overall Gross Profit Margin

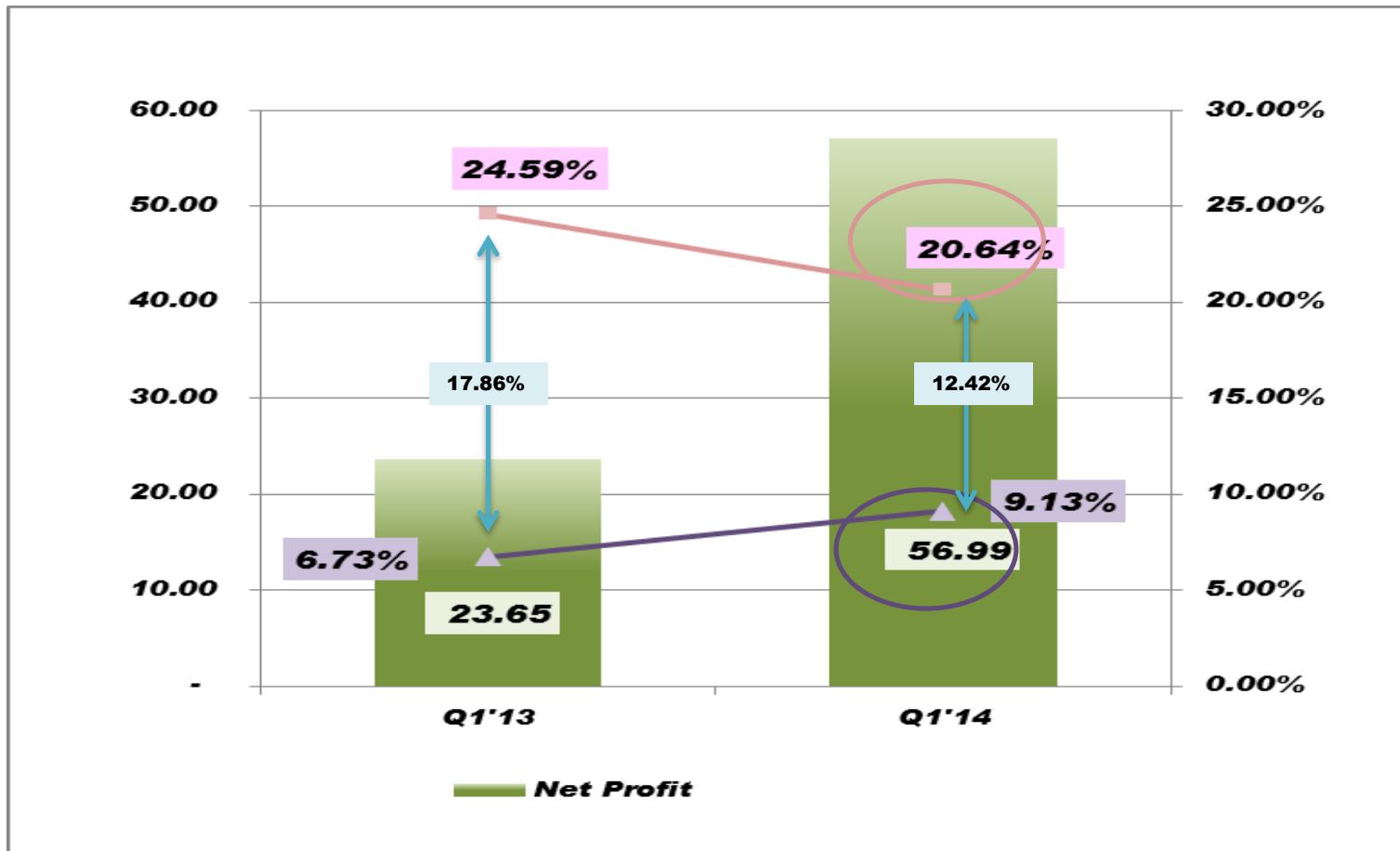


Consolidated Income Statements

กลุ่มบริษัทอินเทอร์ลิงค์



Net Profit / Gross Profit Margin / Net Profit Margin

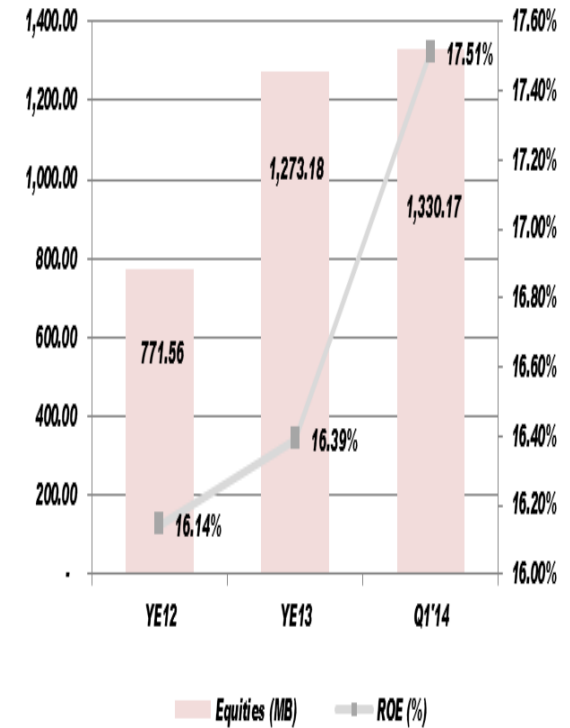
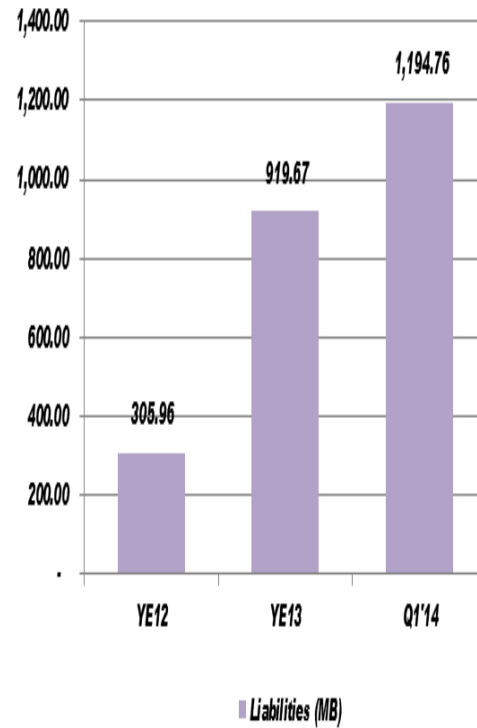
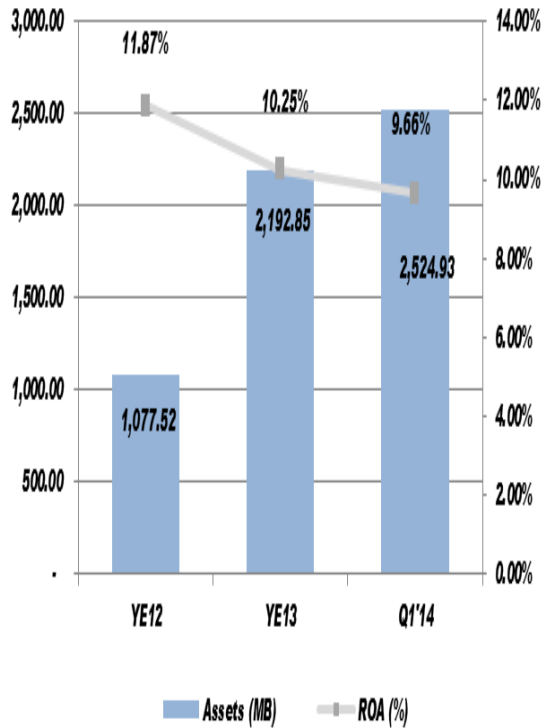


Consolidated Statement of Fin. Position

กลุ่มบริษัทอินเทอร์ลิงค์



Overview

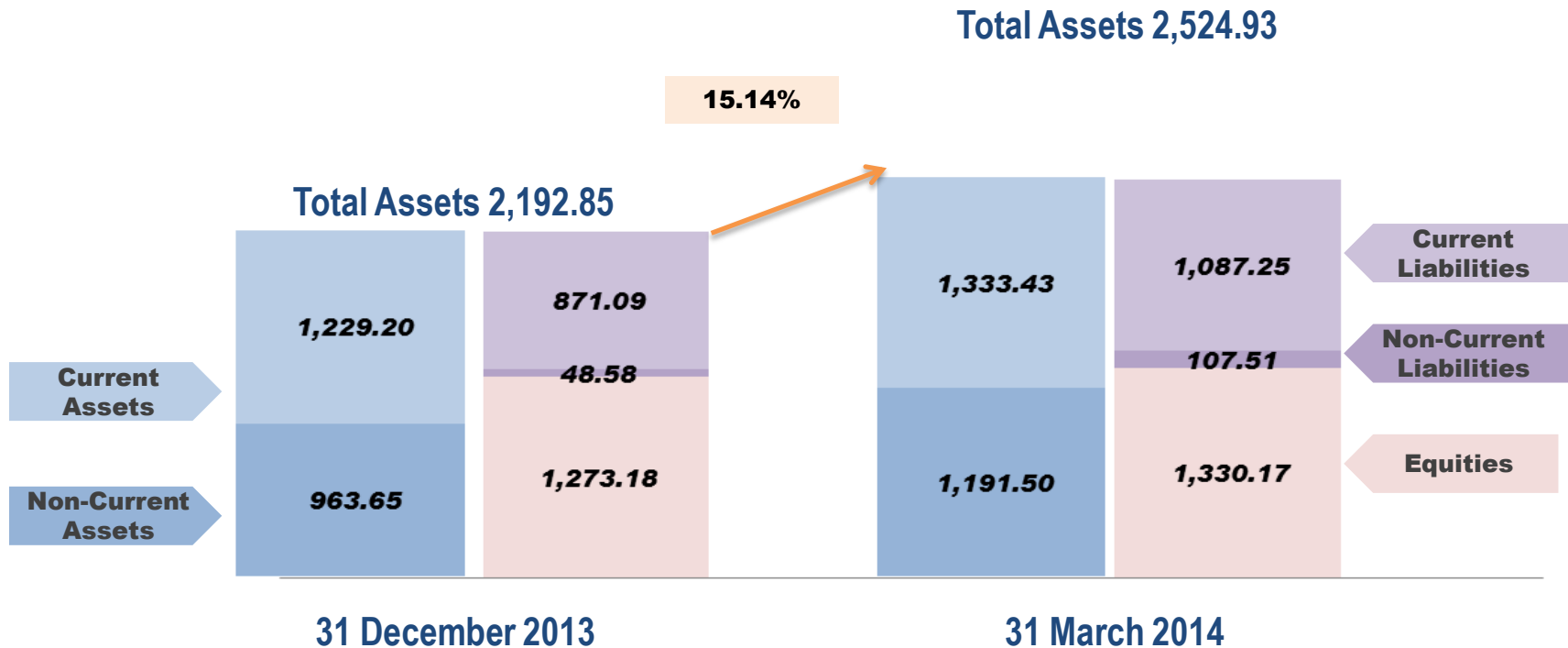


Consolidated Statement of Fin. Position

กลุ่มบริษัทอินเตอร์ลิงค์



Statements of Financial Position Structure



Unit: Million Baht

Financial Ratio

Liquidity Ratio

	YE 2013	Q1'14	
Current Ratio (times)	1.41	1.23	😐
Quick Ratio (times)	0.87	0.53	😐
Accounts Receivable Turnover (times per year)			
- Distribution	7.68	6.81	😐
- Engineering	16.24	35.28	😄
- Average	8.88	9.37	😄
Inventories Turnover (times per year)	7.66	6.72	😐
Accounts Payable Turnover (times per year)	5.29	5.55	😐
Days Collection Period (days)			
- Distribution	46.90	52.88	😐
- Engineering	22.17	10.20	😄
- Average	40.53	38.43	😄
Days Inventories Holding Period (days)	46.99	53.61	😐
Days Payment Period (days)	68.00	64.89	😐
Cash Cycles (days)	19.52	27.15	😄

Financial Ratio

กลุ่มบริษัทอินเทอร์ลิงค์



Profitability Ratio

	Q1'13	FY13	Q1'14	
Gross Profit Margin (%)				
- Distribution	25.19%	24.91%	21.63%	😊
- Telecom	0.00%	30.56%	44.87%	😄
- Engineering	-1.67%	17.82%	15.17%	😊
- Average	24.59%	23.09%	20.01%	😊
Net Profit Margin (%)	6.73%	8.39%	9.13%	😊
Return on Equity (%)	12.11%	16.39%	17.51%	😊
Earning per Share	0.22	1.39	0.39	😄

Efficiency Ratio

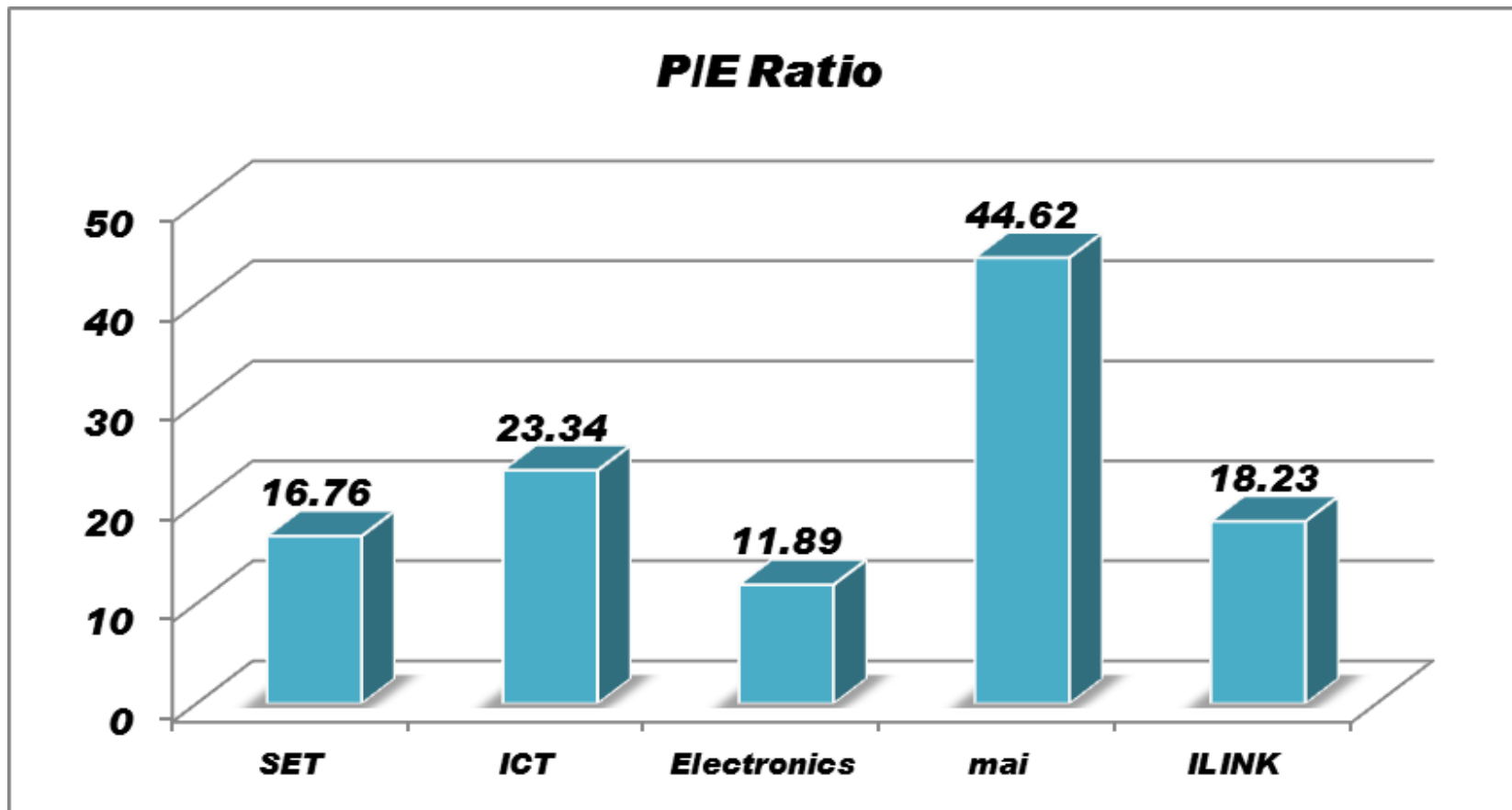
Return on Assets (%)	8.66%	10.25%	9.66%	😐
Return on Fixed Assets (%)	34.16%	36.97%	26.48%	😐

Financial Policy Ratio

	Q1'13	FY13	Q1'14	
Debt to Equity Ratio (times)	0.40	0.72	0.90	😊

Financial Ratio

P/E Ratio

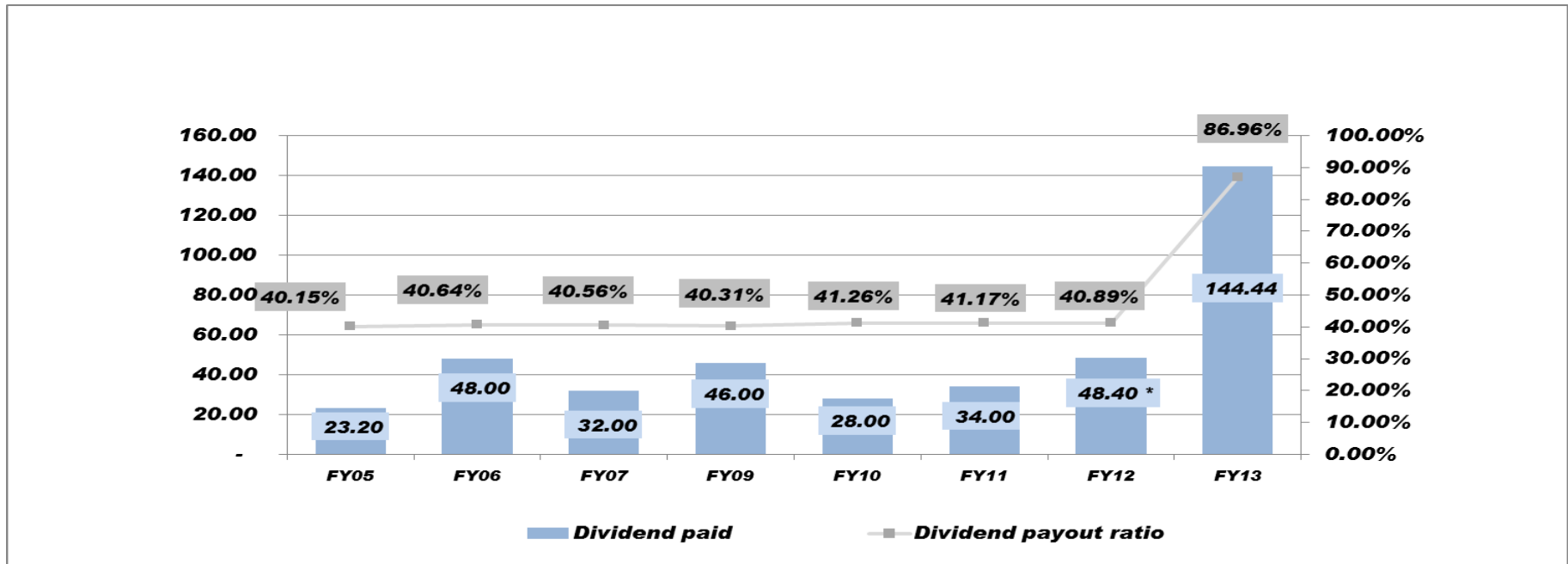


Date: 23.05.14

Significant Subsequent Events

Significant subsequent events

1. The resolutions of 2014 AGM, held on 24 April 2014: Dividend Payment



* According to the resolution of 2014 AGM, the dividend is to be paid at Baht 1.11112 each by Baht 1 of stock dividend (1 share per 1 stock dividend) and Baht 0.11112 of cash dividend. The names of the eligible shareholders for receipt dividend are on 6 May 2014 and collected in pursuant to Article no. 225 of the Securities Act by the closing of the Register Book on 7 May 2014.. The dividends are to be paid on 19 May 2014 (Note: X(D) on 30 April 2014).

Significant Subsequent Events

บริษัท อินเตอร์ลิงก์ คอมมูนิเคชัน จำกัด (มหาชน)
สายสัมพันธ์ที่ดีกับทุกฝ่าย



Significant subsequent events

2. The resolutions of 2014 AGM, held on 24 April 2014: Adjustment of Exercise Price and Exercise Ratio of ILINK-W1

Before adjustment of rights

After adjustment of rights

Exercise price

Baht 20 per share

Baht 10 per share

Exercise ratio

1 unit per 1 share

1 unit per 2 share

Significant subsequent events

3. The resolutions of 2014 AGM, held on 24 April 2014: Decrease Registered Share Capital

- ✓ To decrease shares that have not been paid and reserved for any convertible securities in total of Baht 8,221 (ordinary shares 8,221 shares at par value of Baht 1 each).
- ✓ Resulting to the Company's registered shares have been decreased from Baht 145,000,000 (ordinary shares 145,000,000 shares at par value of Baht 1 each) to be Baht 144,991,779 (ordinary shares 144,991,779 shares at par value of Baht 1 each).

Significant subsequent events

4. The resolutions of 2014 AGM, held on 24 April 2014 : Increase Registered Share Capital

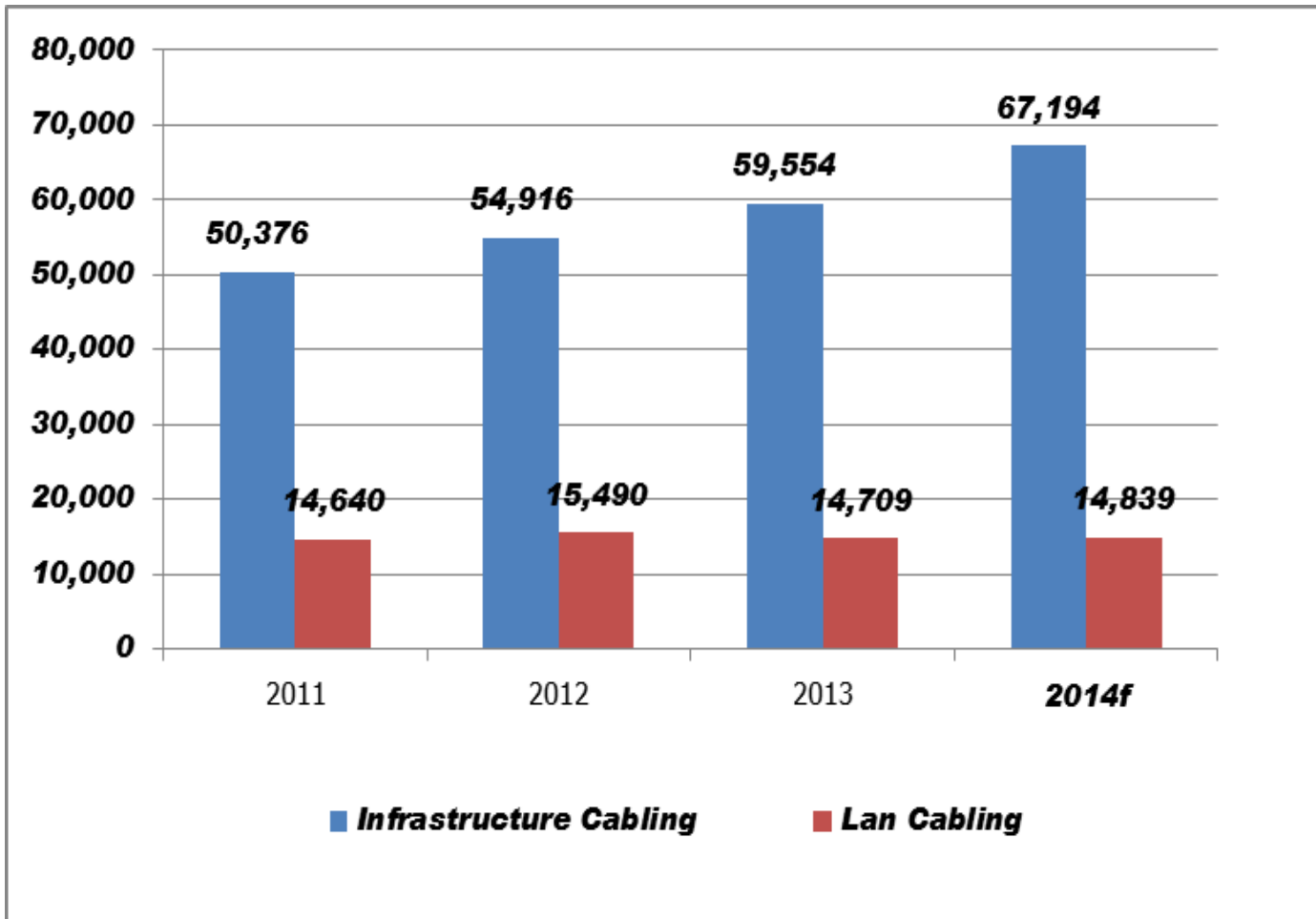
- ✓ To increase shares from Baht 144,991,779 (ordinary shares 144,991,779 shares at par value of Baht 1 each) to be Baht 289,983,558 (ordinary shares 289,983,558 shares at par value of Baht 1 each)
- ✓ The increased share capitals of Baht 129,994,841 are reserved for stock dividend and Baht 14,996,938 are reserved for ILINK-W1 due to the adjusted exercise ratio.

Agenda

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Cabling Market Trend



Infrastructure Cabling CAGR 33.38%

LAN Cabling CAGR 10.08%

Source: Nectec

Asian Economic Community (AEC)

กลุ่มบริษัทอินเทอร์เน็ต



2015

598.5 Million
in population



Already
Establish
Partnering
program



Proposing
Partnering
program



THAILAND



VIETNAM



PHILIPPINES



CAMBODIA



MALAYSIA

Aiming for
Proposing in
Q3 2014



SINGAPORE



BRUNEI DARUSSALAM



INDONESIA

5 Years Strategy: Distribution

กลุ่มบริษัทอินเทอร์ลิงค์

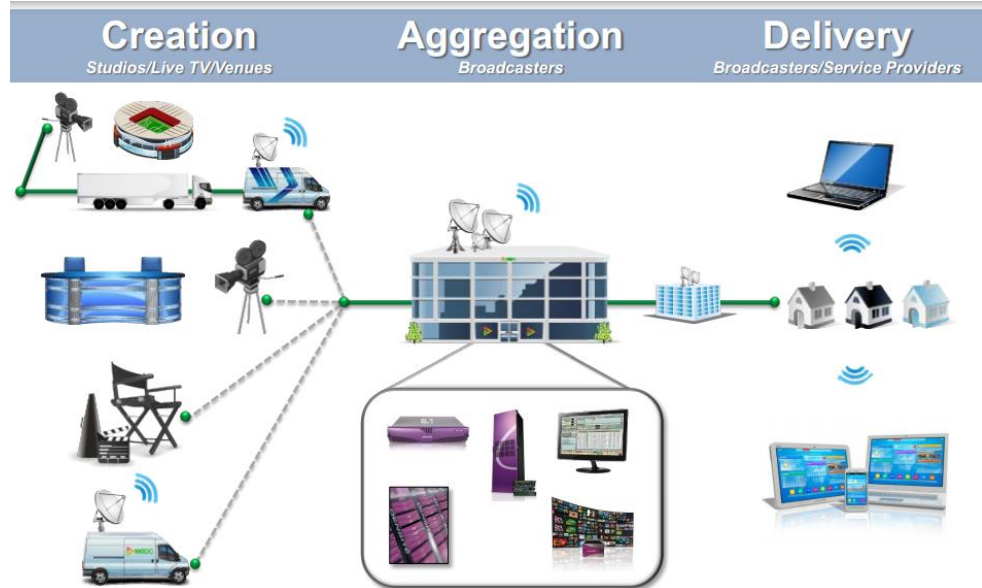
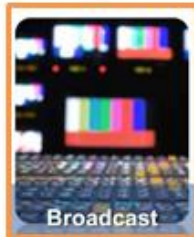
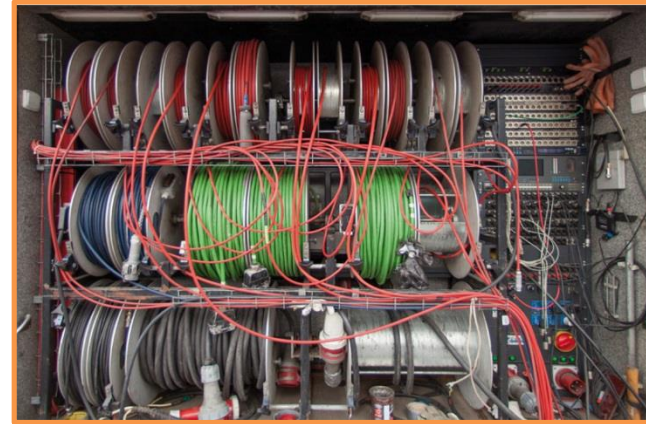


Emphasize more on CLMV

- Cambodia
- Laos
- Myanmar
- Vietnam

Access into another cabling focus area

- Expand new product line to
- Broadcasting Area
- Data Center Facilities



5 Years Strategy: Distribution

กลุ่มบริษัทอินเทอร์ลิงค์



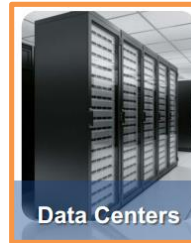
Emphasize more on CLMV

- Cambodia
- Laos
- Myanmar
- Vietnam



Access into another cabling focus area

- Expand new product line to
 - Broadcasting Area
 - Data Center Facilities

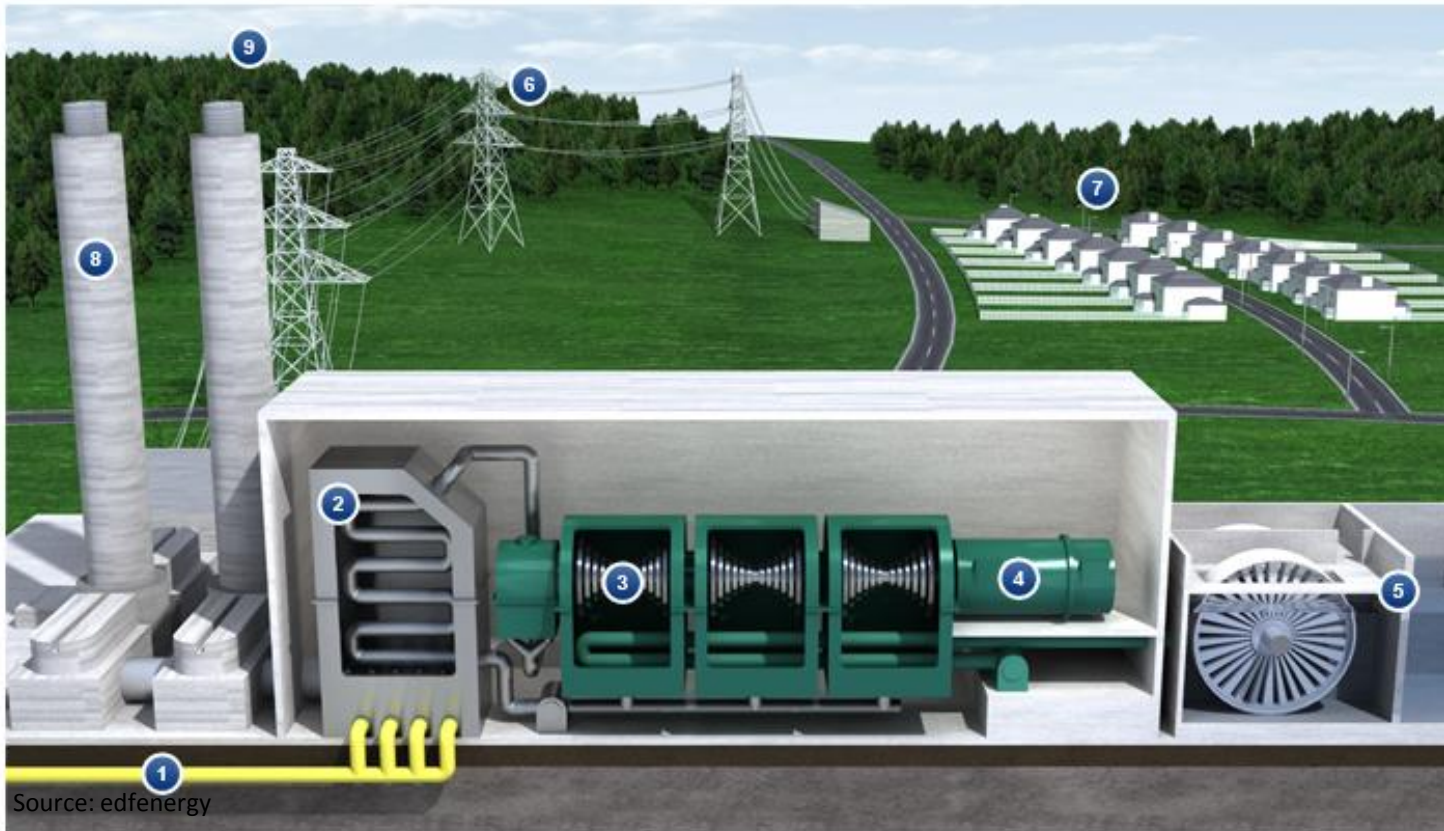


Focus More on Regional Growth

- Focus on Education Program
- Focus more on regional marketing campaign



High CapEx with High and Fluctuate OpEx



1 Oil supply

2 Boiler

3 Steam turbine

4 Turbine generator

5 Water supply

6 Electricity transmission
(power lines)

7 Consumer homes and
businesses

8 Exhaust stack

9 Exhaust gas plume

High CapEx **BUT** Control or Low OpEx



- Gulf of Thailand : 374 Islands
- Andaman Sea : 56 Islands

Top 4 Island

1. Koh Samui
2. Koh Chang
3. Koh Tarutao
4. **Koh Phangan**
5. **Koh Kood**



Submarine Cable Project List

ลำดับ	โครงการ	ระยะทาง (กม.)	ระบบ (เควี)	ขนาดสาย (ต.มม.)	มูลค่างาน (ล้านบาท)	ความคืบหน้า
1	โครงการก่อสร้างSubmarine Cable ไปยังเกาะเต่า จ.สุราษฎร์ฯ	45	33	185	1,686.00	ผ่าน Board PEA แล้ว อยู่ระหว่างส่งเรื่องไปยังหน่วยงานที่เกี่ยวข้องเพื่อความเห็นชอบ และจัดทำประชาพิจารณ์ โดยคาดว่าจะอนุมัติงบประมาณปี 58
2	โครงการก่อสร้างSubmarine Cable ไปยังเกาะมะพร้าว เกาะนาคาใหญ่ จ.ภูเก็ต	4	33	120	91.00	อยู่ระหว่างจัดทำงบประมาณใหม่ คาดว่าจะอนุมัติงบประมาณปี 57

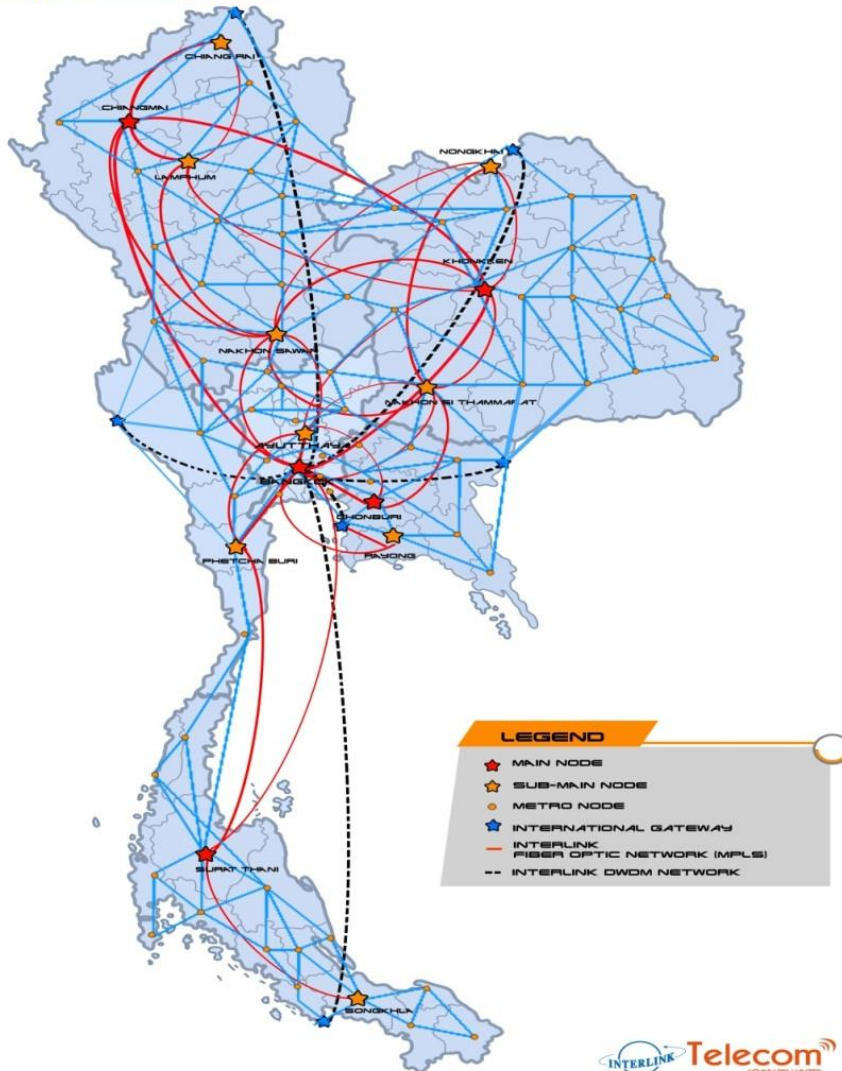
We are partnering with Submarine World Class

Other Project List

ลำดับ	โครงการ	ระยะทาง (กม.)	ระบบ (เควี)	ขนาดสาย (ต.มม.)	มูลค่างาน (ล้านบาท)	ความคืบหน้า
1	งาน Underground ระบบ 33 kV ถ.เขาวราช จ.ภูเก็ต	-	33	-	30.50	ยื่นซอง 15 พ.ค. 57
2	งานจ้างเหมาจัดหาและติดตั้ง อุปกรณ์สายส่ง 115 kV อ.หาด-อ. แม่สะเรียง	-	115	-	300	อยู่ในขั้นตอนจัดทำ TOR

3 Years Strategy: Interlink Telecom Co., Ltd

INTERLINK FIBER OPTIC NETWORK



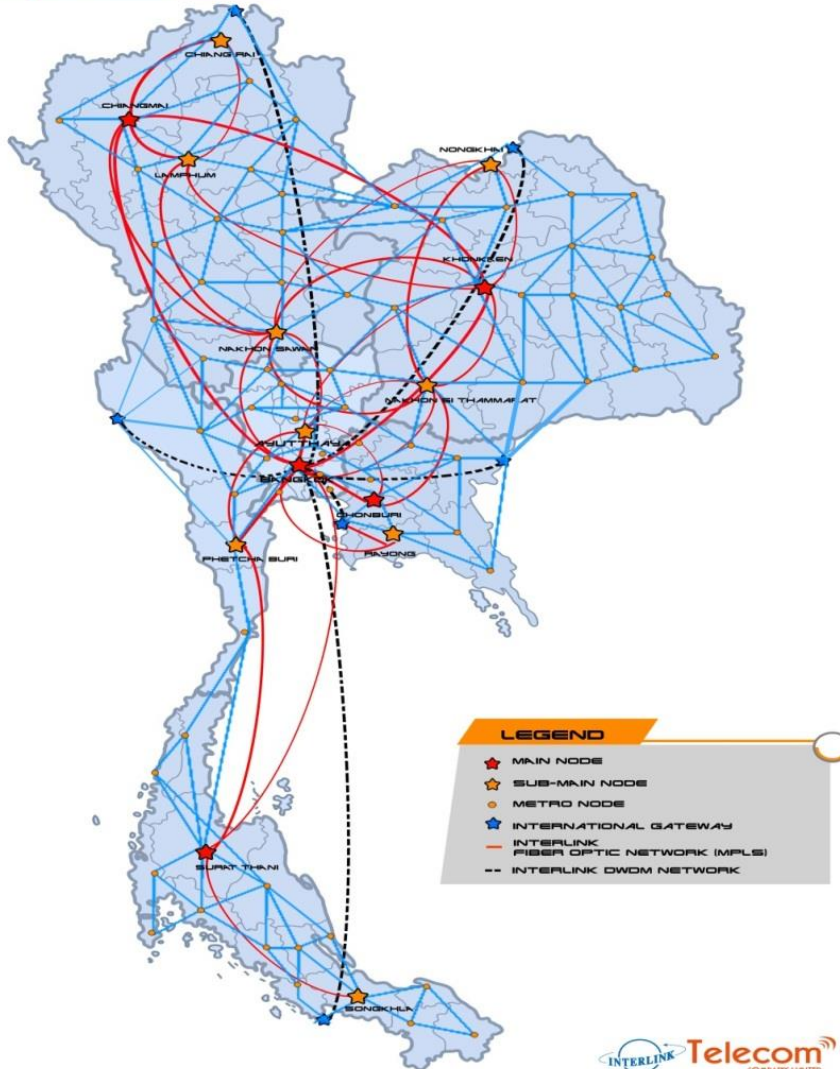
Provide the best
Reliability Network
and One of the Kind
Customer Service



Expand Network to
provide International
Service

3 Years Strategy: Interlink Telecom Co., Ltd

INTERLINK FIBER OPTIC NETWORK

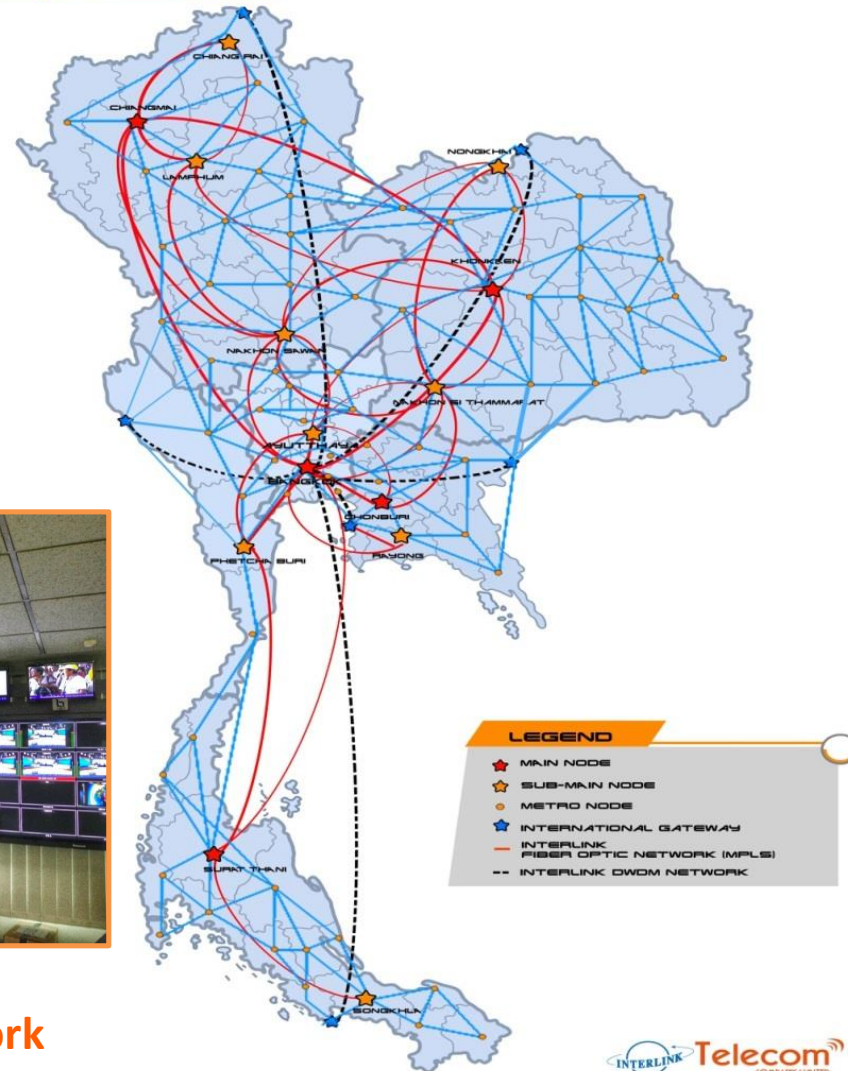


Catching the trend by providing service to support 3G and Digital TV and all other new trends came across

2014

- Having International Business
- Catch up TV Digital
- Provide Core Backbone for more than one main providers
- Maintain and Upgrade for Higher Reliability

INTERLINK FIBER OPTIC NETWORK



More than half of digital TV are on ILink Network

Interlink Data Center



- Soft Launched: Q1 2014
- **Tier-3+ Design**
- 1,800 sq. m. space
- Total Racks: 348
- Floor Load: 1,000 kg/sqm
- **Carrier-Neutral**
- 30 km from CBD
- 22 km from Don Muang Airport
- 27 km from Suvarnabhumi Airport
- 24 x 7 x 365 NOC



“Already Serve to customer”

Data Center Business

กลุ่มบริษัทอินเทอร์ลิงค์



- Cloud Service Collaboration



- Joint Marketing Program



Q&A



บริษัท อินเตอร์ลิงก์ คอมพิวเตอร์ จำกัด โทร. 02-252-1111

Thank You



For Your Attention

