



Interlink Communication PLC

Opportunity Day

Year End 2018



AGENDA



Company Overview

Industry & Competition

Performance Recap 2018

Looking Forward



COMPANY TIMELINE



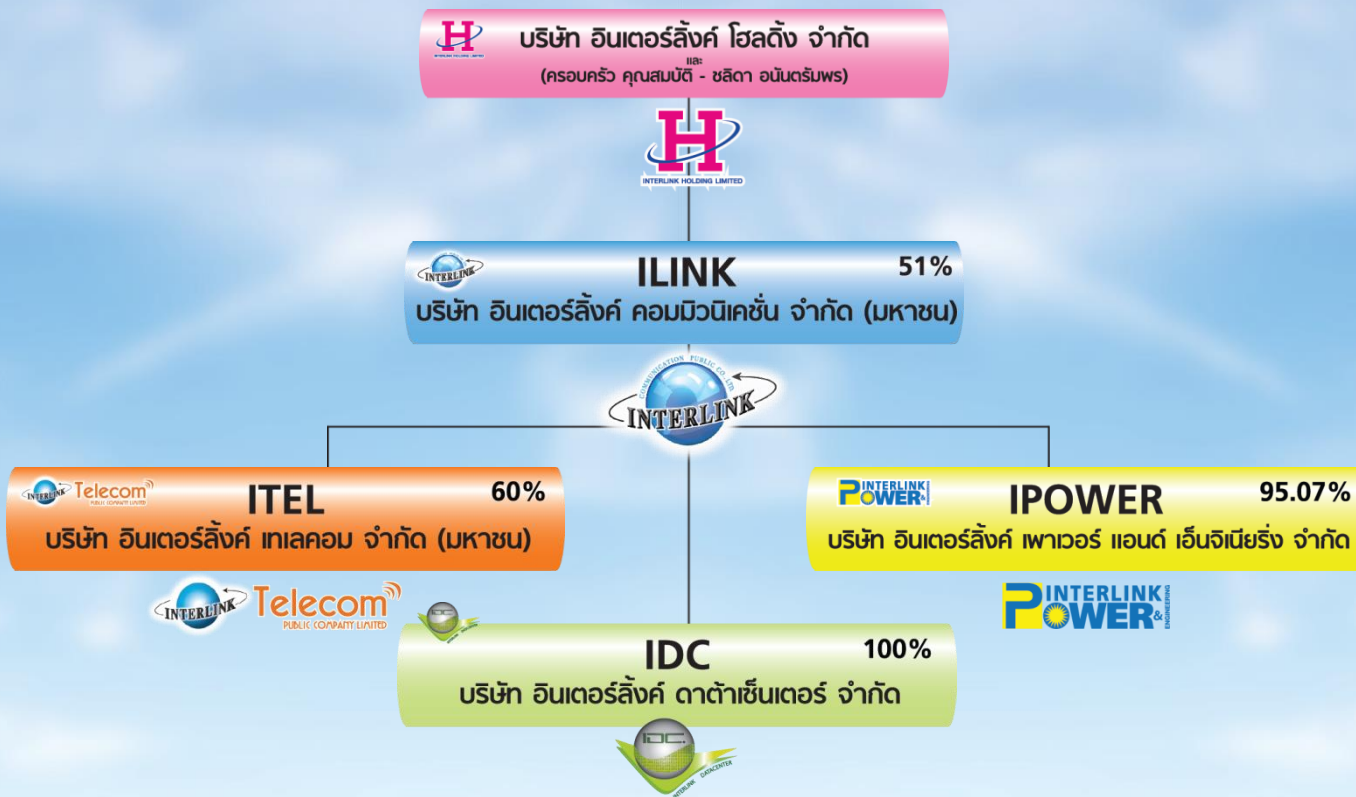
Company Overview

Industry & Competition

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Looking Forward

GROUP AND COMPANY STRUCTURE



Company Overview

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THREE MAIN BUSINESSES



1



Distribution

- ✓ ICT Cabling & Networking Products
- ❖ B2B transaction
 - Wholesaler, ICT Dealer, IT System Integrator, Contractor, Electrical Shop, Construction Materials Retailer, Online Business



2



Telecom

- ✓ Fiber Optic Network Provider
- ❖ Data Service
- ❖ Data Center
- ❖ Network Installation
 - Mobile and Internet Operators, Banks and Financial institutions, Branch Offices, Superstores, Retail Stores, Government Sector



3



Engineering

- ✓ Electrical Engineering Turnkey Project
- ❖ Submarine Cable,
- ❖ Transmission Line
- ❖ Electrical Substation
- ❖ Underground Cable
 - Government Sector such as PEA, AOT, MEA etc.



Company Overview

Industry & Competition

Performance Recap

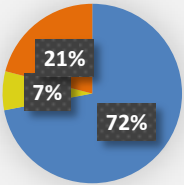
Looking Forward

REVENUE CONTRIBUTION

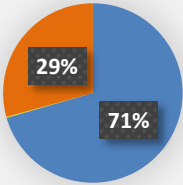
- Revenue from Distribution
- Revenue from Telecom
- Revenue from Engineering

2016

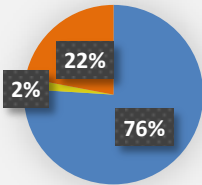
Q'1



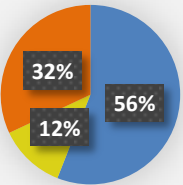
Q'2



Q'3

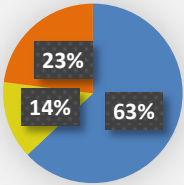


Q'4

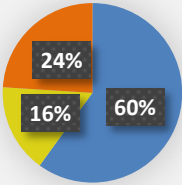


2017

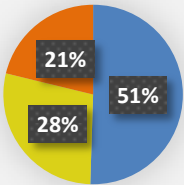
Q'1



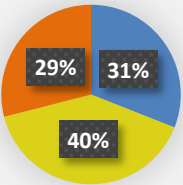
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Q'3

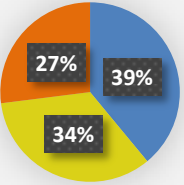


Q'4

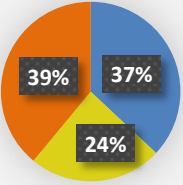


2018

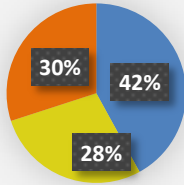
Q'1



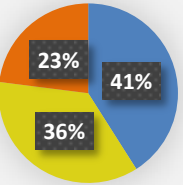
Q'2



Q'3



Q'4



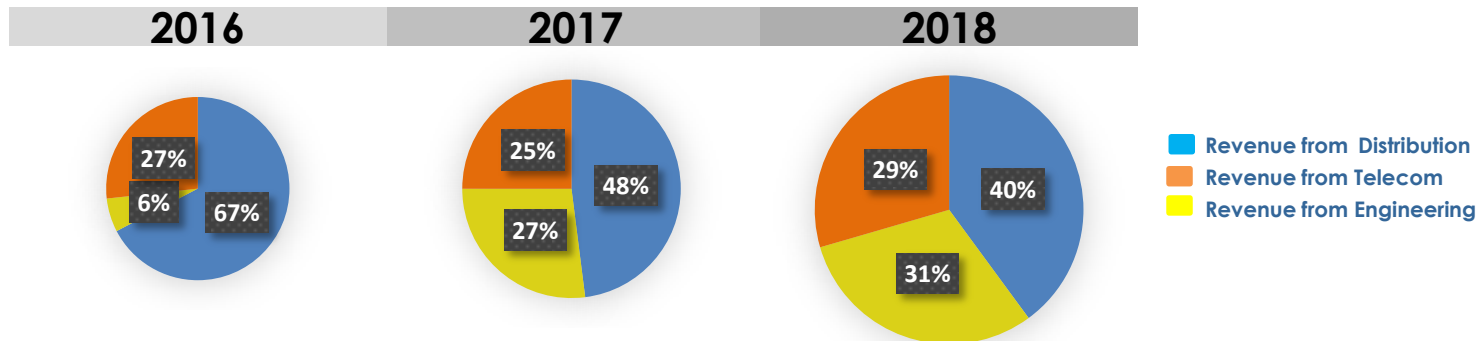
Company Overview

Industry & Competition

Performance Recap

Looking Forward

REVENUE CONTRIBUTION



	2016	2017	2018
Group Revenue	2,973	4,251	5,353*
Rev Growth (%YoY)	-3%	43%	26%

* The difference from slide P.11 (~16MB) results from the sale of warrants

**Distribution and Telecom Business are the
Main Sources of Revenue for the Interlink Group.**

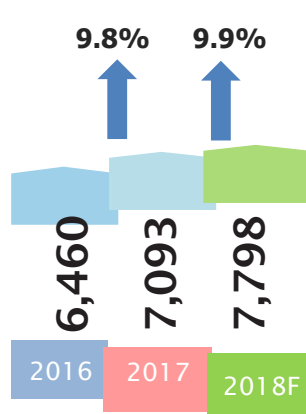
Company Overview

Industry & Competition

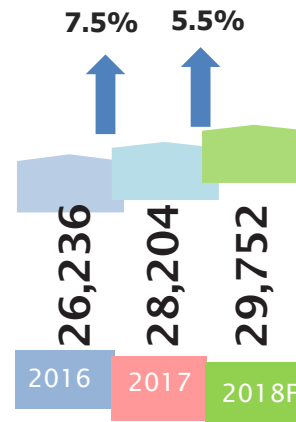
Performance Recap

Looking Forward

ตลาดเทคโนโลยีสารสนเทศและการสื่อสารของประเทศไทย (ICT Market Outlook)



Network Cabling

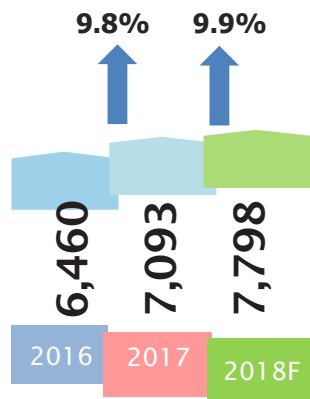


Infrastructure Cabling

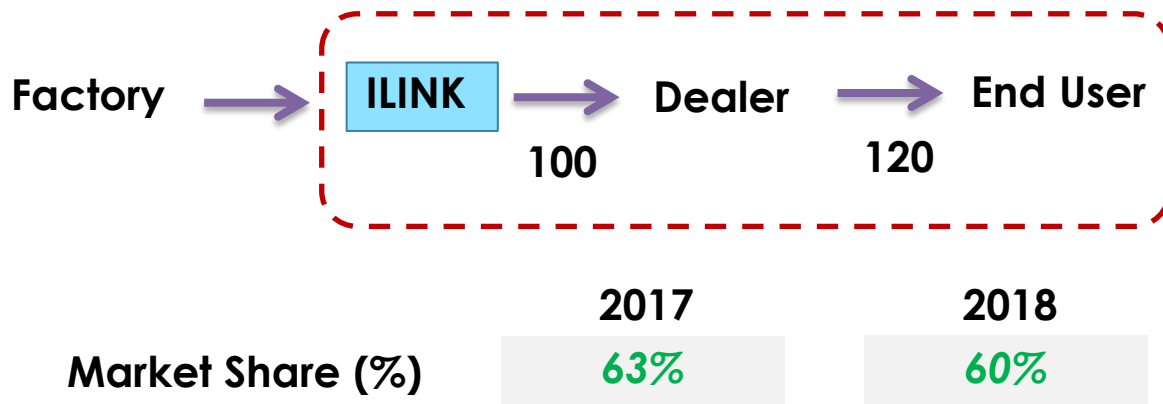
Unit: Million THB
%Growth (YoY)

Source: nstda.com

ตลาดเทคโนโลยีสารสนเทศและการสื่อสารของประเทศไทย (ICT Market Outlook)



Network Cabling

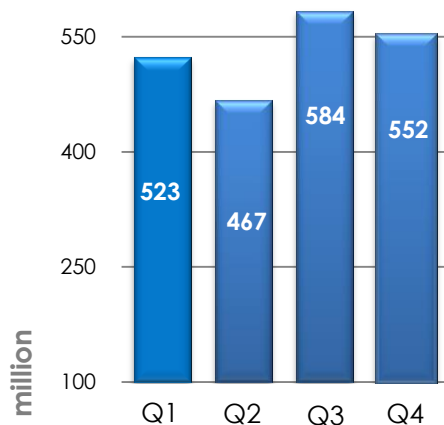


GROUP PERFORMANCE RECAP 2018

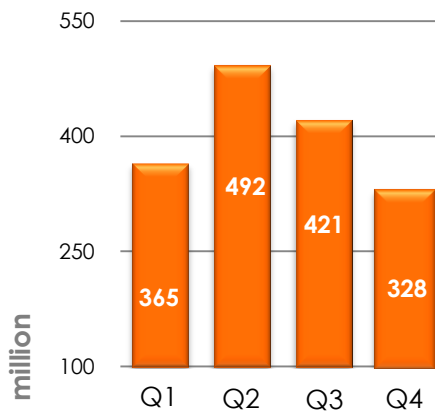


Revenue By Quarter 2018

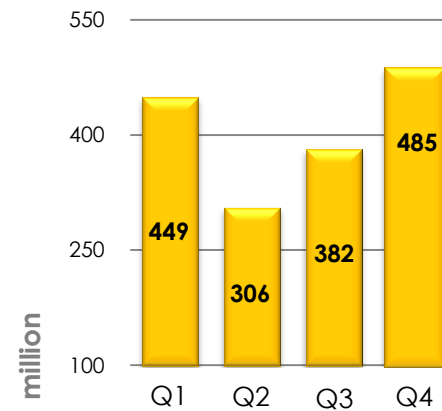
Distribution



Telecom



Engineering



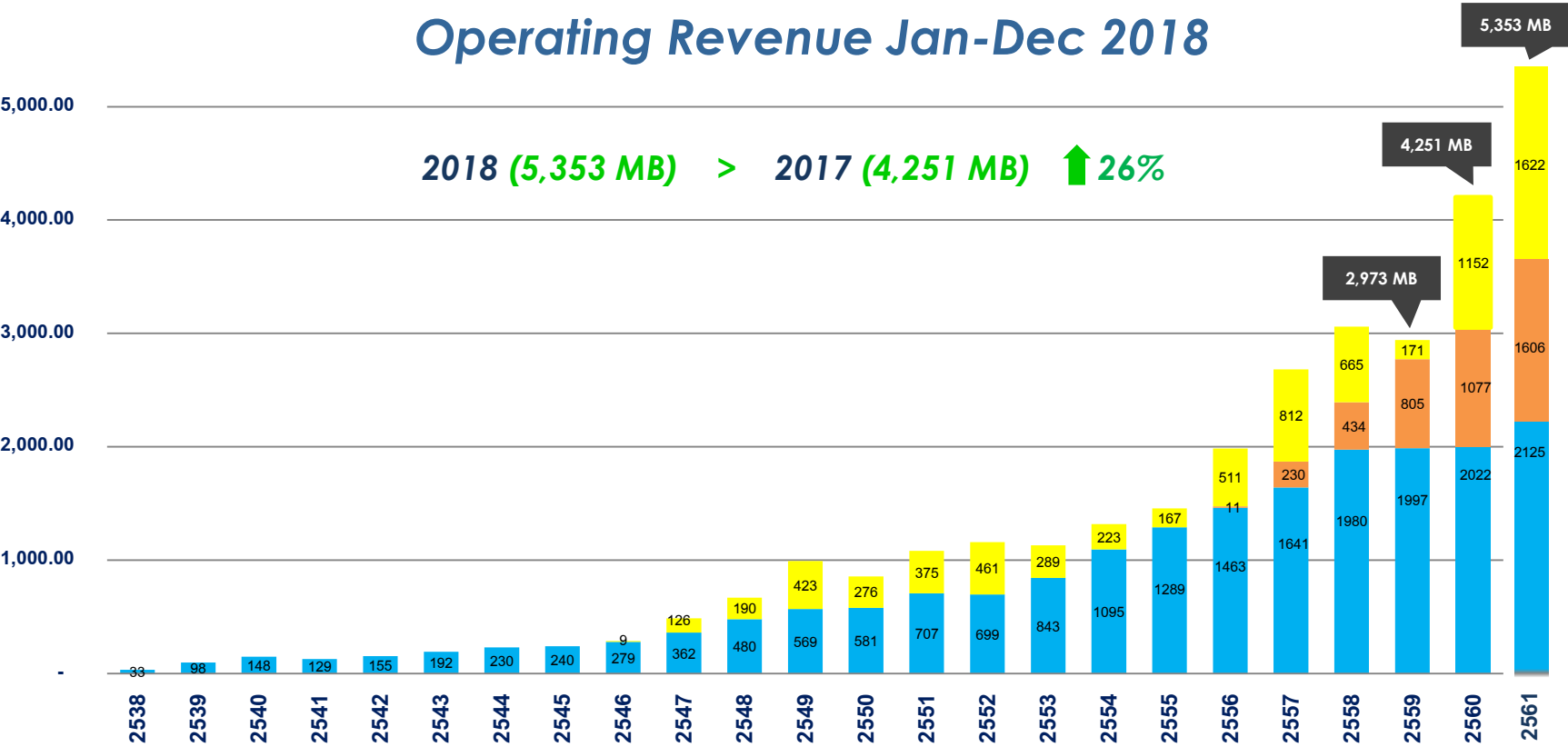
Unit: Million THB

GROUP PERFORMANCE RECAP 2018

- Revenue from Distribution
- Revenue from Telecom
- Revenue from Engineering

Operating Revenue Jan-Dec 2018

2018 (5,353 MB) > 2017 (4,251 MB) ↑ 26%



Company Overview

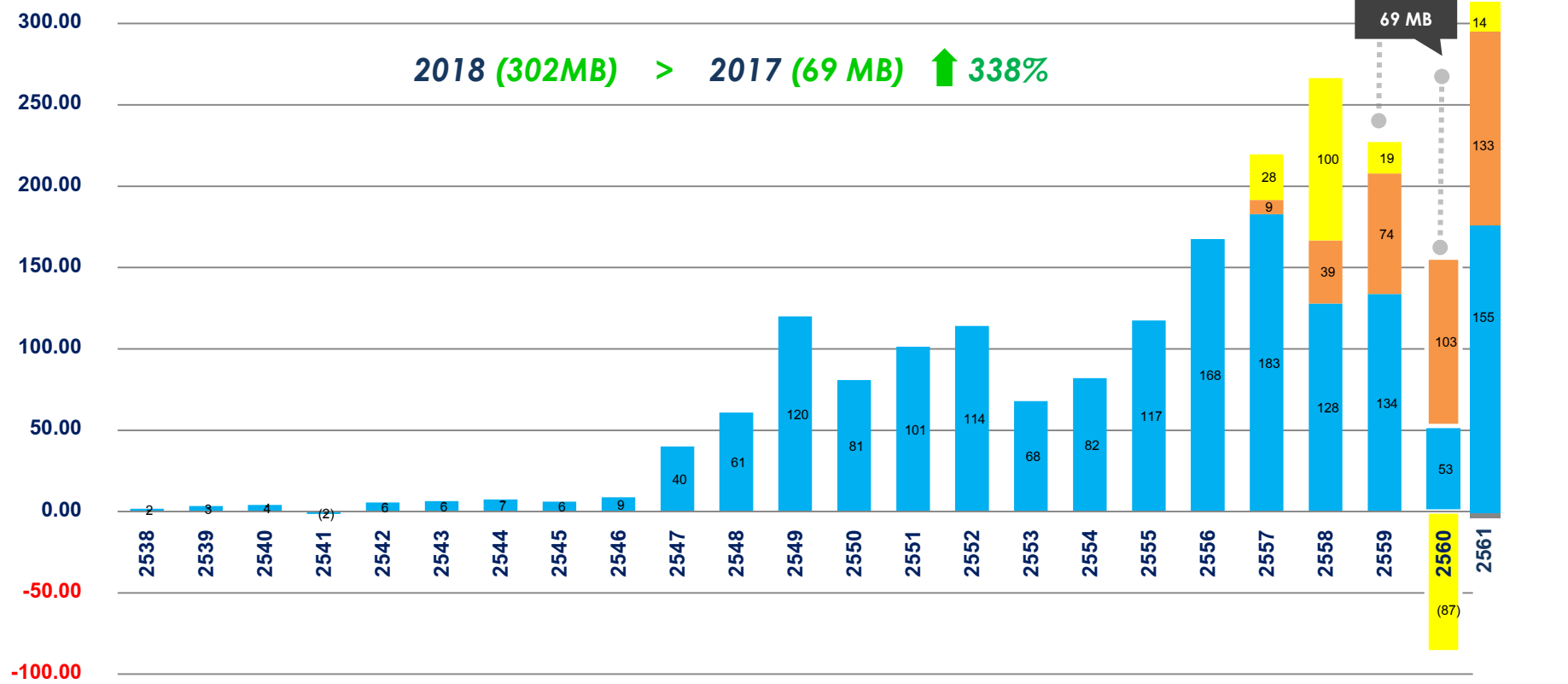
Industry & Competition

Performance Recap

Looking Forward

GROUP PERFORMANCE RECAP 2018

Net Profit Jan-Dec 2018



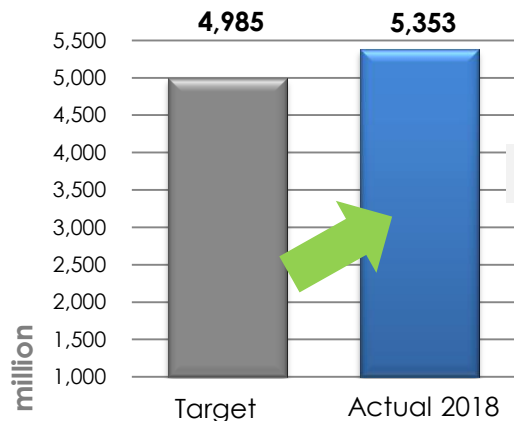
GROUP PERFORMANCE RECAP 2018



Actual Results	2016	2017	2018
Group Revenue	2,973	4,251	5,353
Rev Growth (%YoY)	-3%	43%	26%
Group Net Profit	227	69	302
NI Growth (%YoY)	-15%	-70%	338%

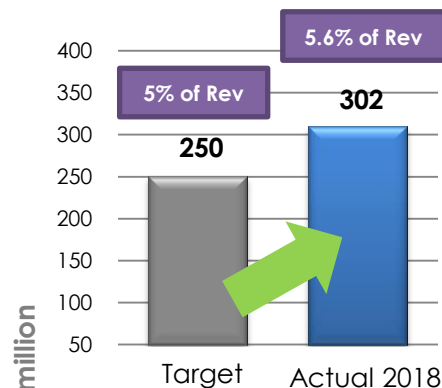
Target Achievement

Operating Revenue Jan-Dec 2018



> TARGET 368MB (+7.4%)

Net Income Jan-Dec 2018



> TARGET 52MB (+20.8%)

Company Overview

Industry & Competition

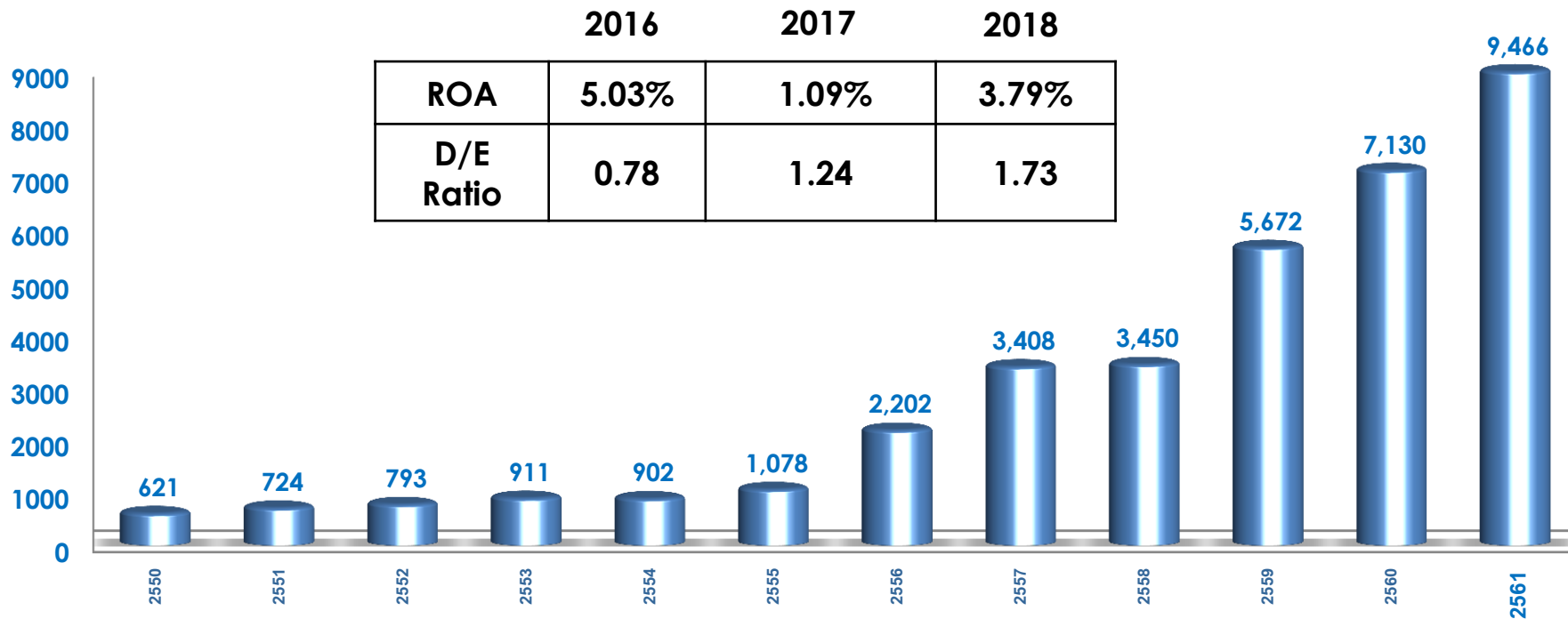
Performance Recap

Looking Forward

GROUP PERFORMANCE RECAP 2018



Total Assets



Company Overview

Industry & Competition

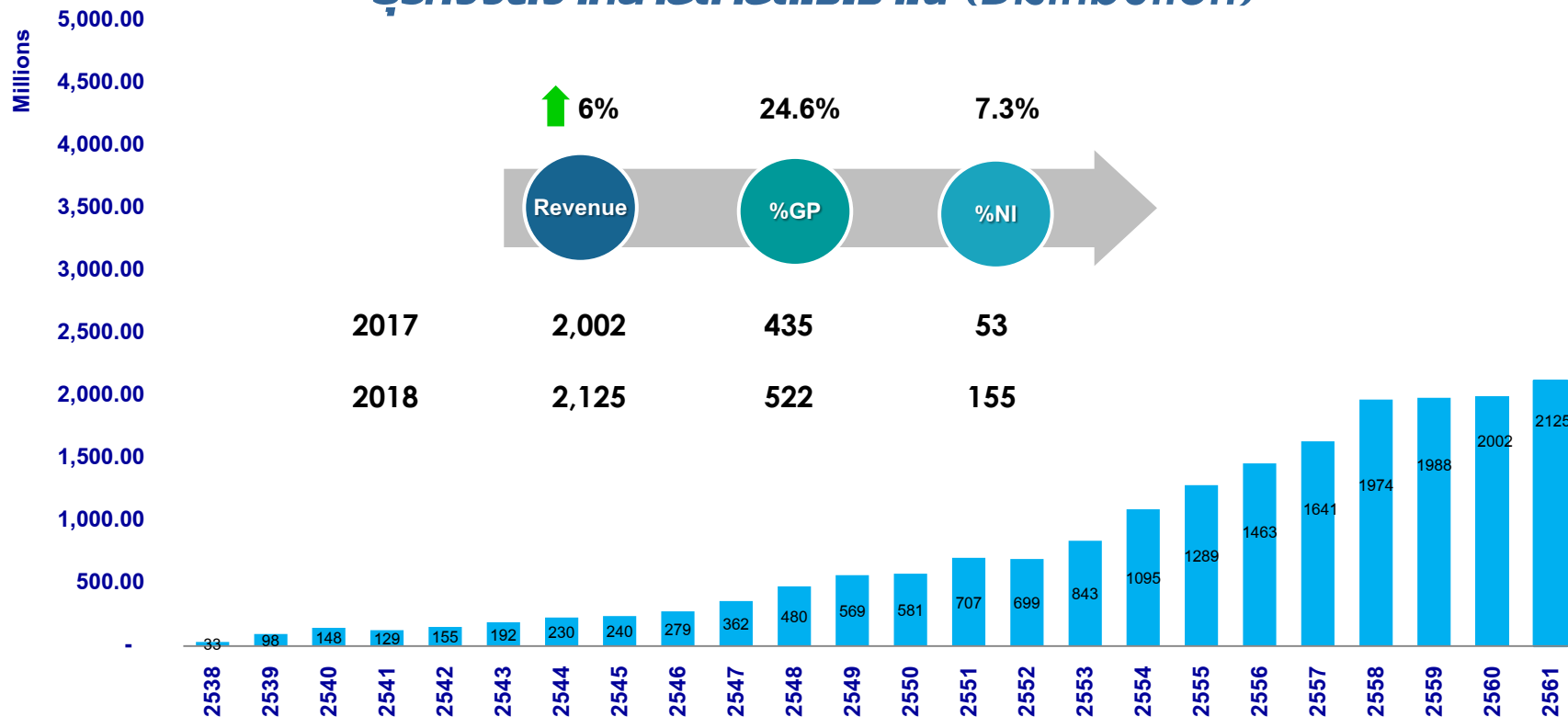
Performance Recap

Looking Forward

PERFORMANCE RECAP 2018



ธุรกิจจำหน่ายสายสัญญาณ (Distribution)



Company Overview

Industry & Competition

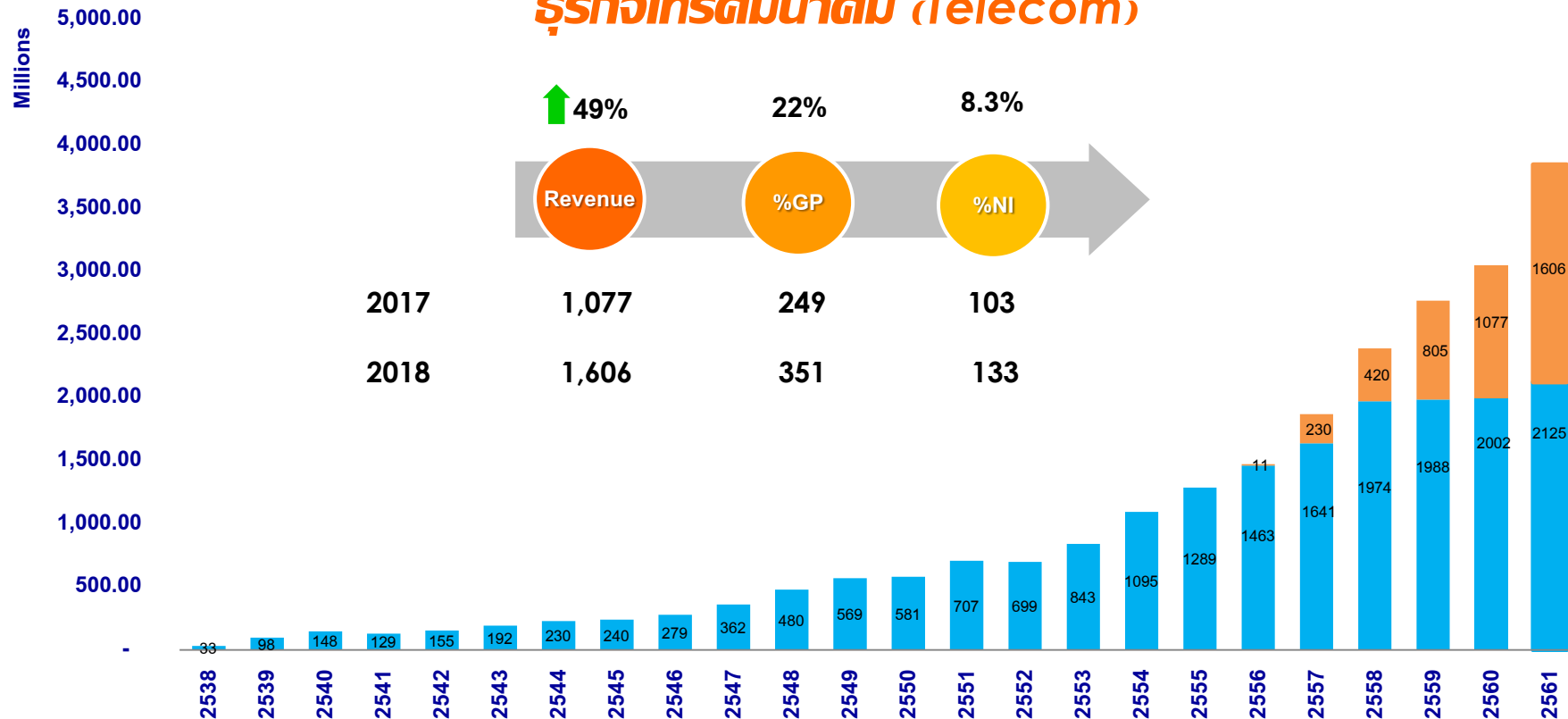
Performance Recap

Looking Forward

PERFORMANCE RECAP 2018



ธุรกิจโทรคมนาคม (Telecom)



Company Overview

Industry & Competition

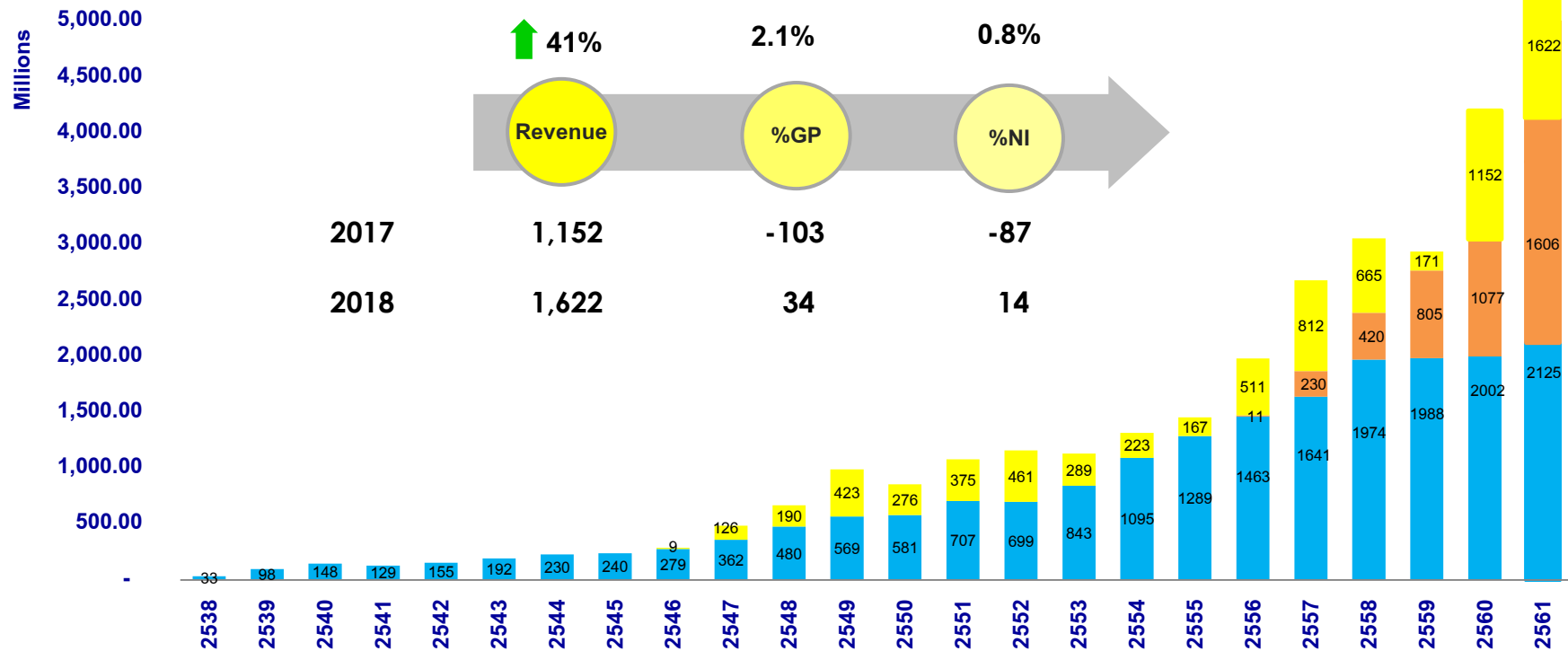
Performance Recap

Looking Forward

PERFORMANCE RECAP 2018



ธุรกิจวิศวกรรมและโครงการพิเศษ (Engineering)



Company Overview

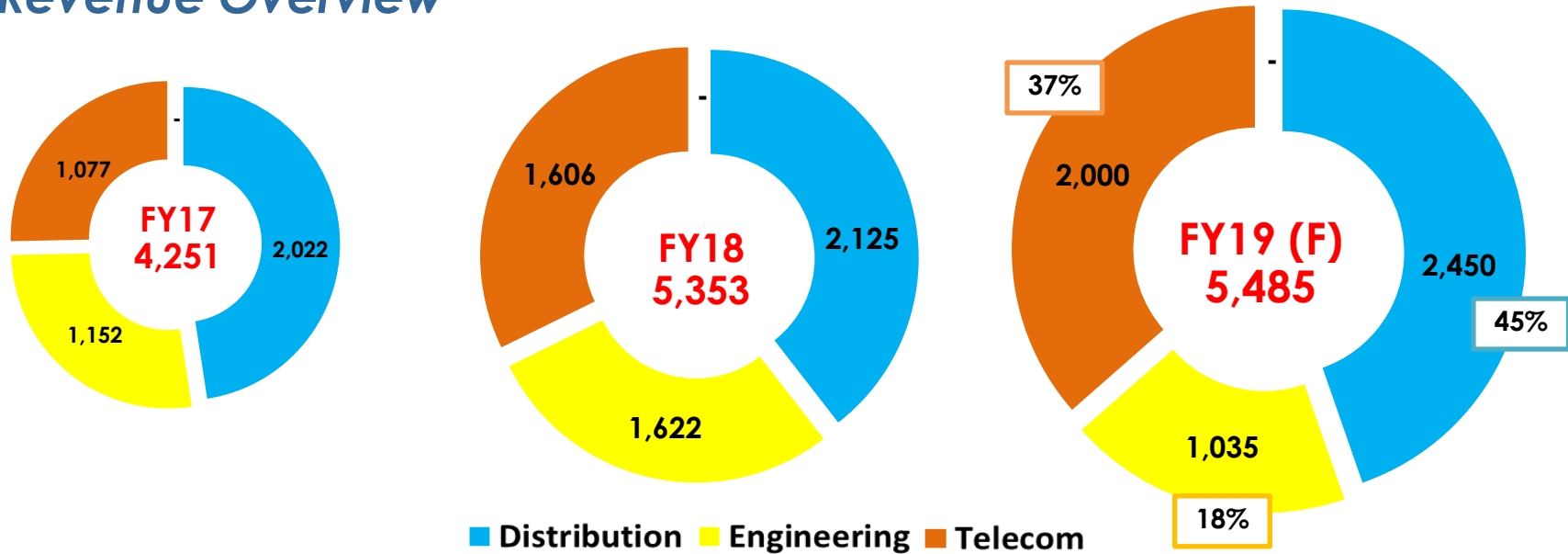
Industry & Competition

Performance Recap

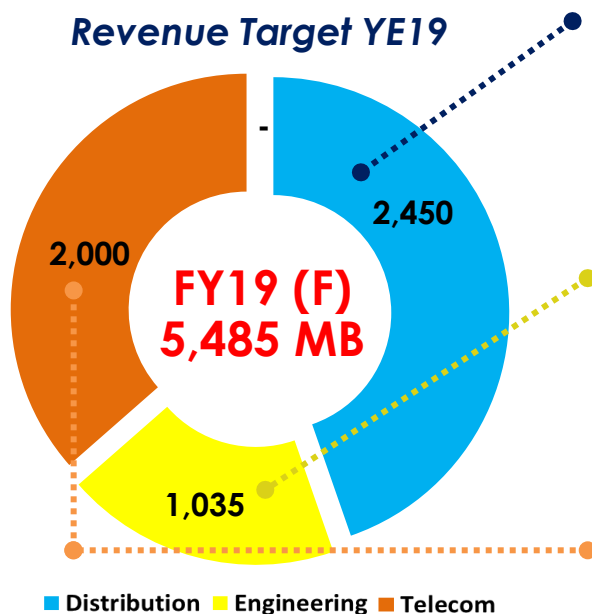
Looking Forward

“CHANGE & DEVELOP”

Revenue Overview



LOOKING FORWARD



NI Target YE19

≥ 6% of Rev = 329 MB

Rev from Distribution ↑ 15.29%

- New Products

New LAN CAT 6A **New** Coaxial Advanced **New** SWITCH Active Device
New FIBER ARSS **New** FTTH Cable for Operator

- Penetrating into foreign markets (Myanmar, Laos, Cambodia)

Rev from Engineering ↓ 36.18%

- “Control & Save” Policy
- Recognized rev from 2,109 MB Backlog
- Expected Project: Submarine Cable (PEA)

Rev from Telecoms ↑ 24.53%

- Data Service 50%
- Data Center 5%
- Network Installation 45%
- Backlog = 5,895 MB

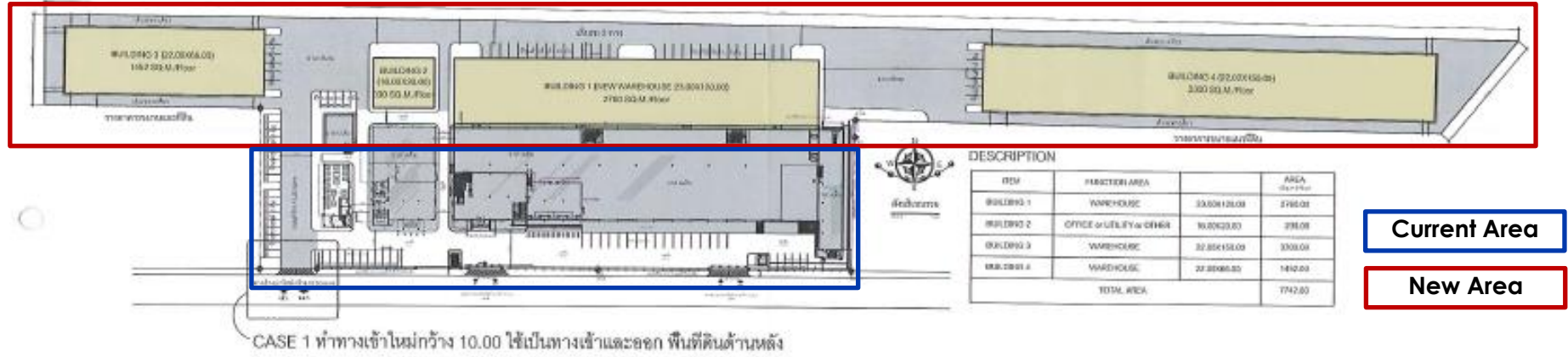
LOOKING FORWARD



INVESTMENT PLAN (3-5 years)

Expand R&D and Distribution Center (Area in Total = 10 rai) ~200MB

- To support more stocks
- To ensure an effective “Inventory Management System”
- To facilitate distribution on a timely basis



Current Area

New Area



THANK YOU

