



INTERLINK

OPP DAY 1Q 2019



อินเทอร์เน็ต นัมเบอร์วัน

เสกโตะไปพร้อมกันทั้งลูกค้า
และพันธมิตร

นำเทคโนโลยี
มาพัฒนาประเทศไทย

เสกโตะ ต่อเนื่อง
และยั่งยืน

คนดี - คนเก่ง



AGENDA



Company Overview



1Q19 Key Performance



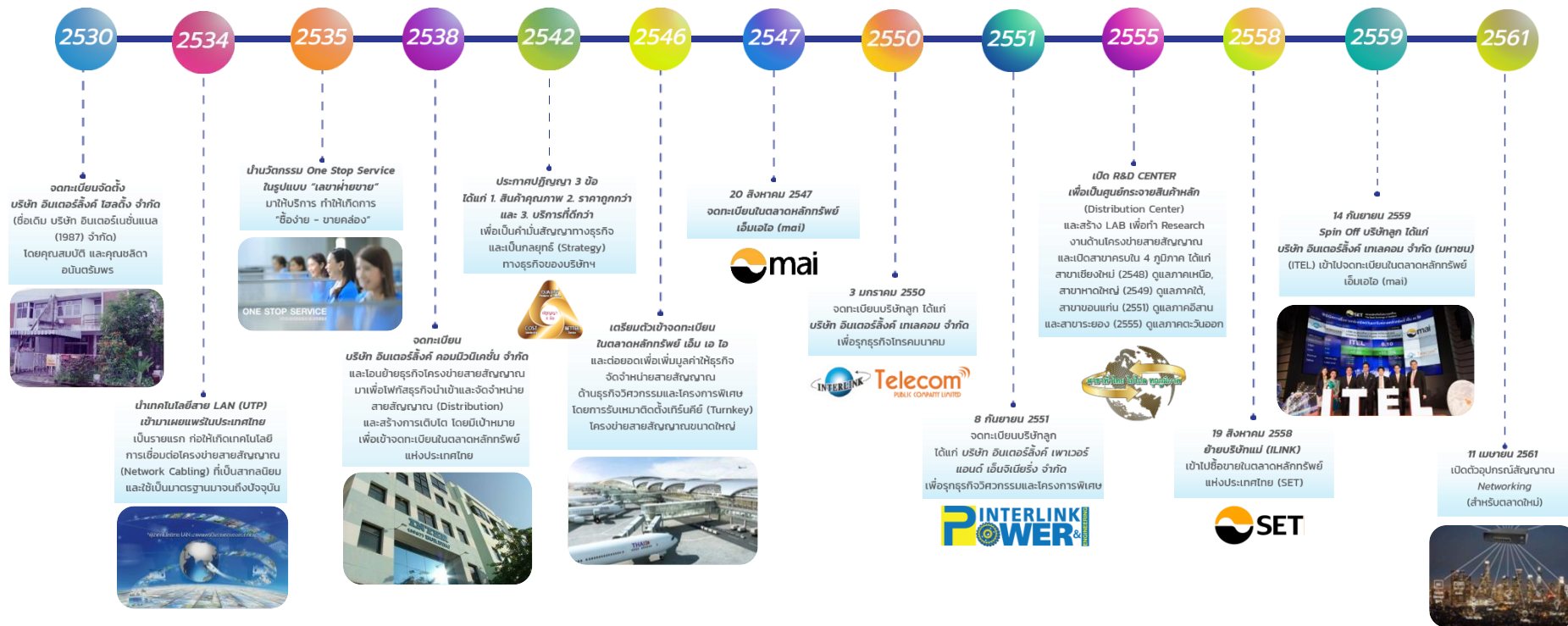
Business Highlights



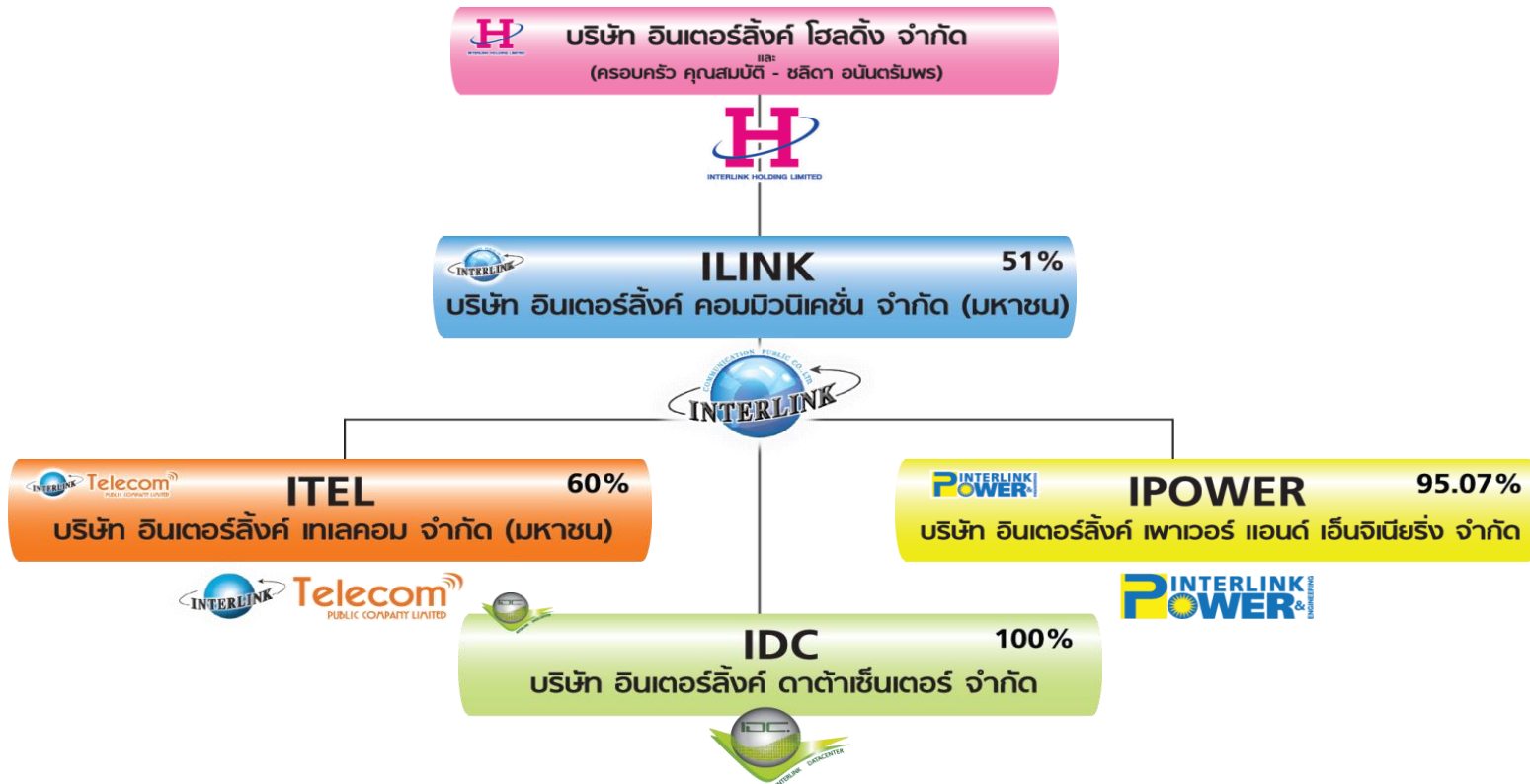
What's new in 2Q19?



COMPANY MILESTONE



COMPANY STRUCTURE



THREE MAIN BUSINESSES

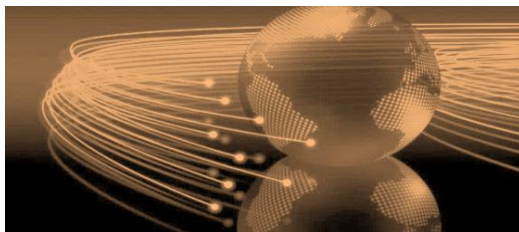
1



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.

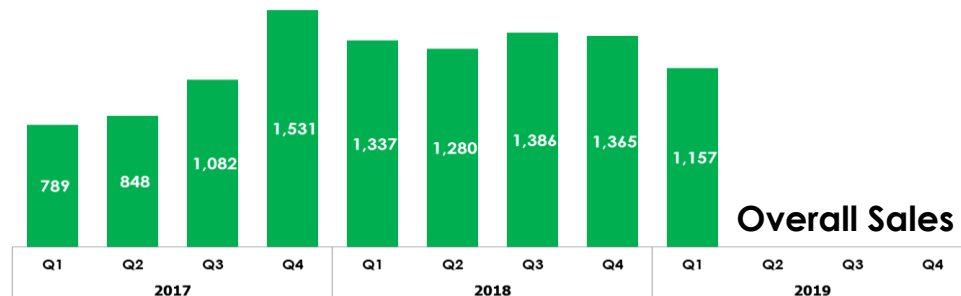


1Q19 KEY PERFORMANCE

1,157 Million Baht

Q1 2019 Sales **-13% YOY**

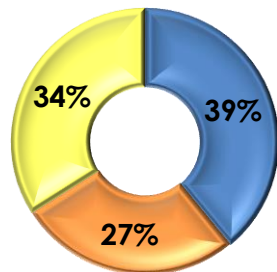
- Distribution **539** MB **3% YOY**
- Telecoms **448** MB **24% YOY**
- Engineering **161** MB **-64% YOY**
- Others **9** MB **114% YOY**



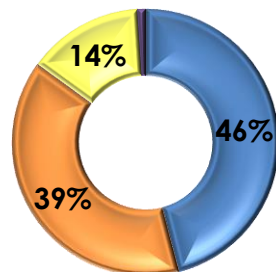
87 Million Baht

Q1 2019 Net Profit **25% YOY**

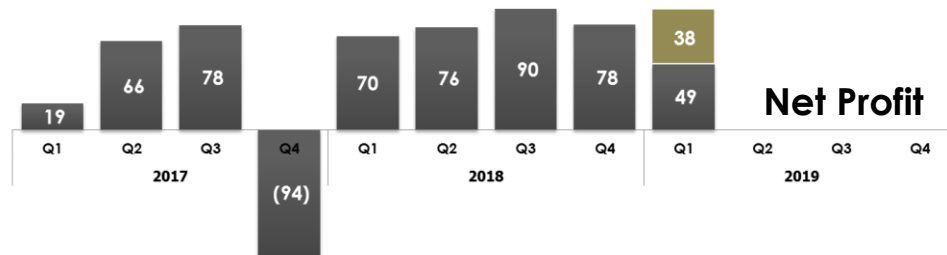
Revenue Contribution



Q1 2018

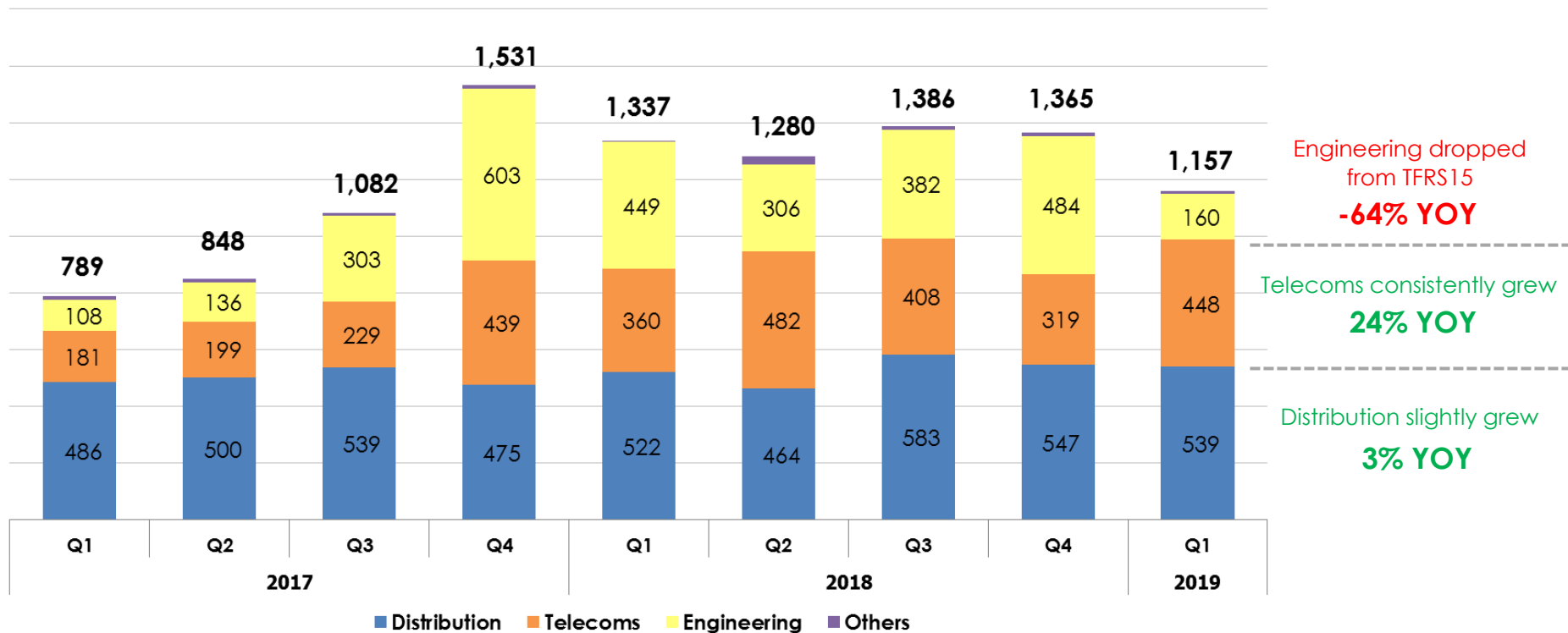


Q1 2019

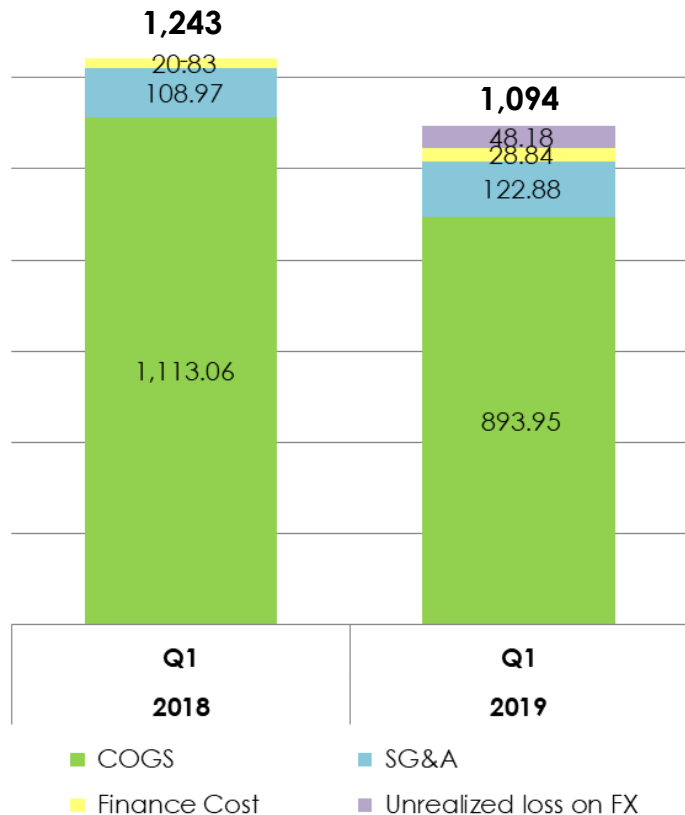


■ Distribution ■ Telecoms ■ Engineering ■ Others

SALES BY QUARTER



COST STRUCTURE



OVERALL EXPENSES

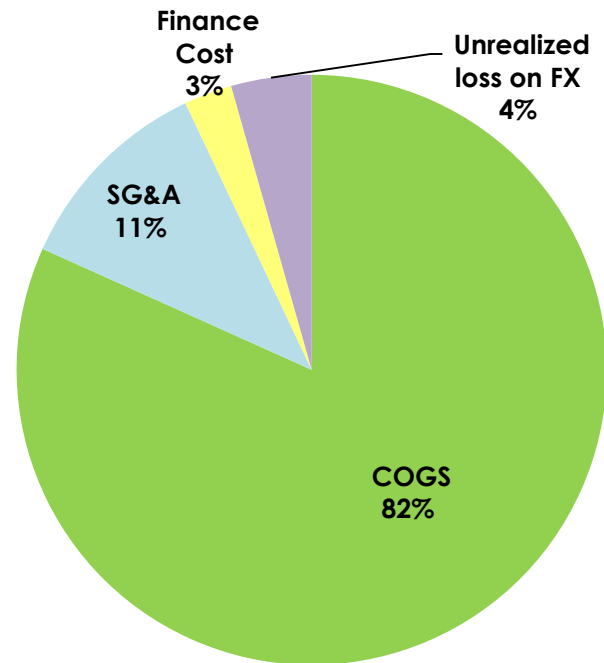
-12% YOY

894 Million Baht

Q1 2019 COGS

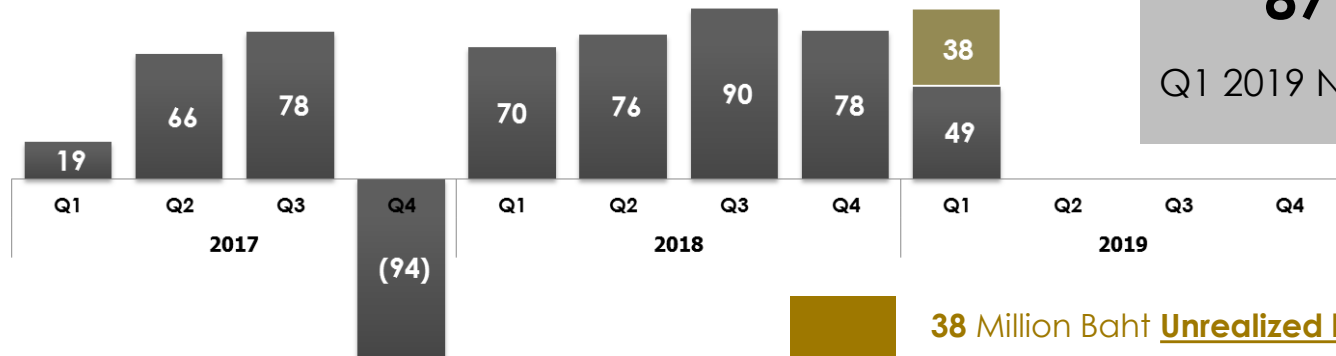
-70% YOY

- Effective Cost Control since Q3 2018
- Cost of Engineering dramatically dropped from TFRS15



1Q19 Portion

PROFIT SUMMARY



87 Million Baht

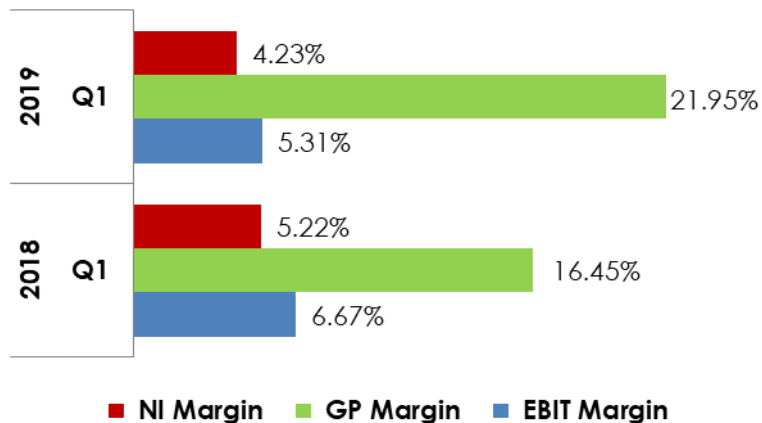
Q1 2019 Net Profit

25% YOY

38 Million Baht Unrealized loss on Exchange Rate

- Mainly on the APM Project (CC4) in Euro Currency
- Affected by the change in accounting policy: TFRS15
- Will be removed when making an actual payment

Profitability Ratios



21.95% GP Margin

Q1 2019

33% YOY

BALANCE SHEET

	Mar 31, 2019		Dec 31, 2018		Increase/(Decrease)	
	MB	%	MB	%	MB	%
Assets	9,878.66	100.00	9,466.69	100.00	411.97	4.35
Liabilities	6,448.88	65.28	6,011.09	63.50	437.79	7.28
Equity	3,429.77	34.72	3,455.60	36.50	-25.83	(0.75)

45% Current Liabilities

Q1 2019 Financial Structure

- Short-term loans for project works
- Advance received from customers (Construction Contracts)

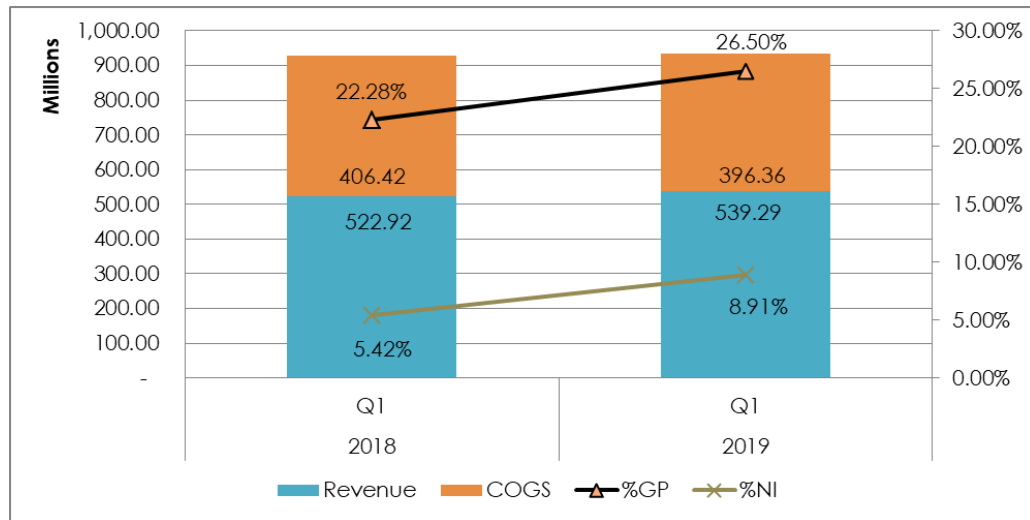
1.87 D/E Ratio

Q1 2019 Financial
Leverage

7% YOY

- Controllable; not more than 2
- Still comply with debt covenant of the bank

DISTRIBUTION: %GP continuously improved YOY



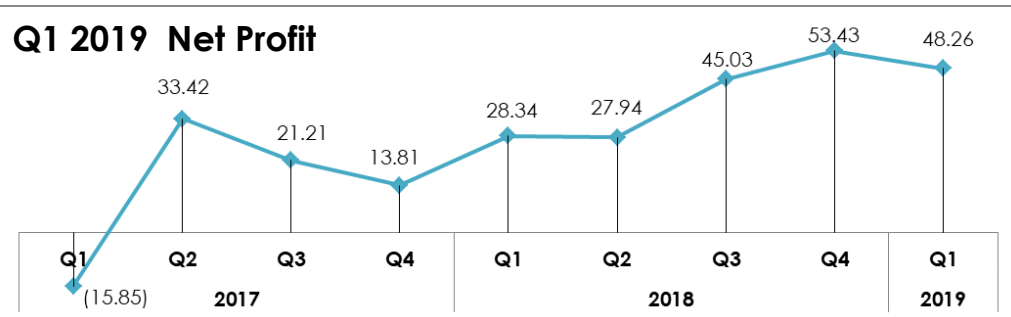
Distribution Revenue Growth = 3% YOY

- Existing & New Customers
- More seminars and product trainings
- New marketing campaigns for 2019

%GP & %NI significantly increase

- Baht Appreciation (\$1 ≈ ฿31)
- Looking for more suppliers
- Aggressive price negotiation
- Effective Cost controls

Q1 2019 Net Profit

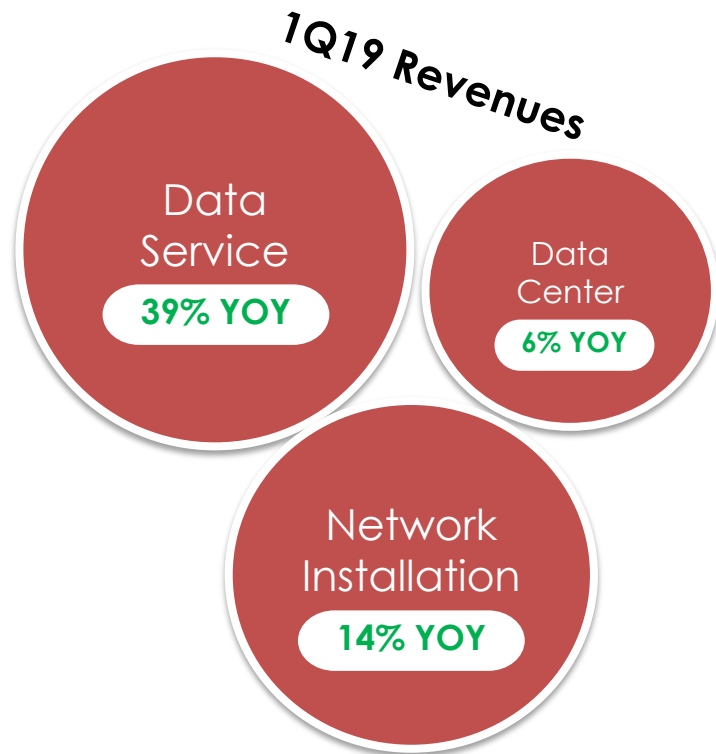


48 Million Baht

Dis Net Profit

70% YOY

TELECOMS: Consistently grew with more customers



453 Million Baht
Tele Revenues **24% YOY**

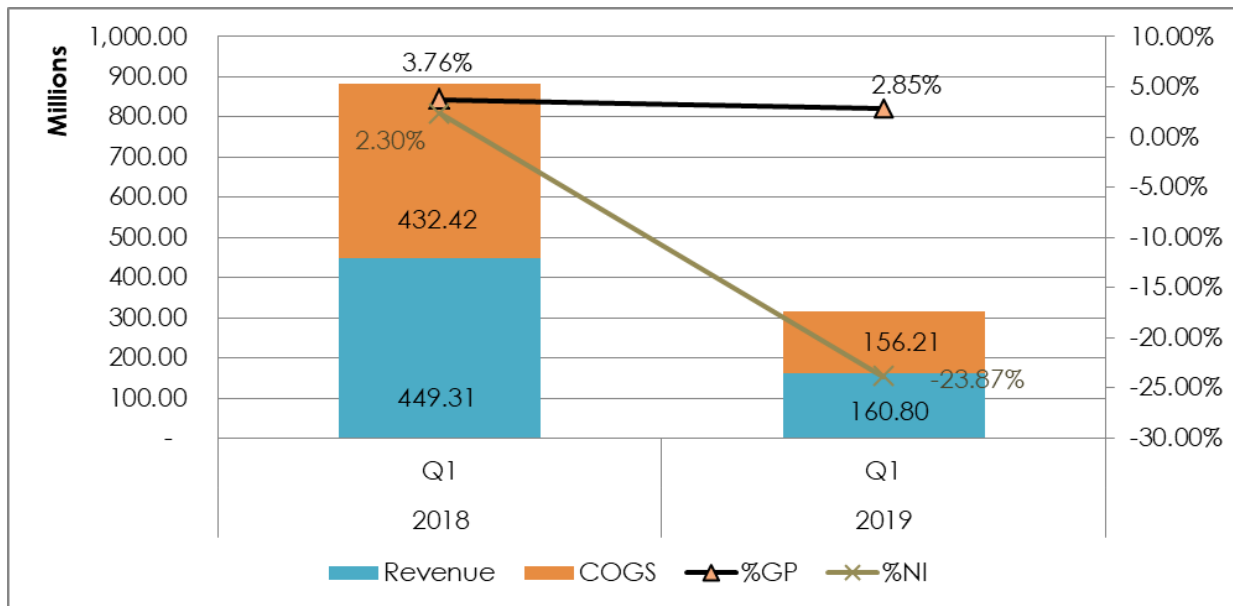
%GP

- Data Service = develop 14% YOY from USO Projects
- Data Center = drop -7% YOY from higher electricity fee + more employees
- Network Installation = drop -23% YOY

38 Million Baht
Tele Net Profit **25% YOY**

ENGINEERING: Be directly affected by the change in accounting policy (TFRS15)

TFRS15: Revenue from Contracts with Customers (Effective Jan 1, 2019)



161 Million Baht

Eng Revenues **-64% YOY**

48M Unrealized loss on FX rate of the APM Project (CC4) in Euro Currency

-38 Million Baht

Eng Net Profit

2Q19 WHAT IS NEW?

- **Distribution**
 - Officially launched new "SWITCH PRODUCT" (target = 100MB) on May 7
 - Keep expanding into 3 Neighboring Countries (target = 50MB)
 - Developing Online Showrooms on company's website and mobile apps
- **Telecoms**
 - Existing & New customers from both public and private sectors
 - New CCTV Projects
 - Organizational chart restructuring
- **Engineering**
 - AOT CC3 Projects = 63% Completed
 - AOT CC4 Projects = 14% Completed
 - Submarine Cable Projects (Koh Samui and Koh Panyi) = Bidding Q319



INTERLINK

THANK YOU

