



# THE GROUP OF INTERLINK OPPORTUNITY DAY 3Q20 ILINK



CG SCORE 2020

[WWW.INTERLINK.CO.TH](http://WWW.INTERLINK.CO.TH)



# AGENDA



**Group  
Overview**




**Business  
Analysis**



**ILINK  
Performance**



**Recent  
Updates**



**Q&A**





# GROUP OVERVIEW

# GROUP MILESTONE



- 1987** • Established Interlink Holding Limited

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- 1995** • Registered Interlink Communication Company Limited as a company whose majority shareholder is Interlink Holding Limited to run **"Distribution Business"**

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- 2004** • Interlink Communication Company Limited was converted to Public Company Limited being listed on the Market for Alternative Investment (mai) on 20 August 2004 under the stock name "ILINK"

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- 2007** • Registered Interlink Telecom Company Limited as a subsidiary company whose 100% of total shares is held by Interlink Communication Public Company Limited to penetrate the new market running **"Telecom Business"**

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- 2008** • Registered Interlink Power and Engineering Company Limited as a subsidiary company to run **"Engineering Business"**

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- 2013** • ILINK expanded 4 more branches to cover 4 main regions (North, North East, East, and South) over Thailand  
• ILINK launched the 2-acre Distribution Center and R&D Center

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- 2015** • Increased registered capital and transferred ILINK to be listed on the Stock Exchange of Thailand (SET) on 19 August 2015

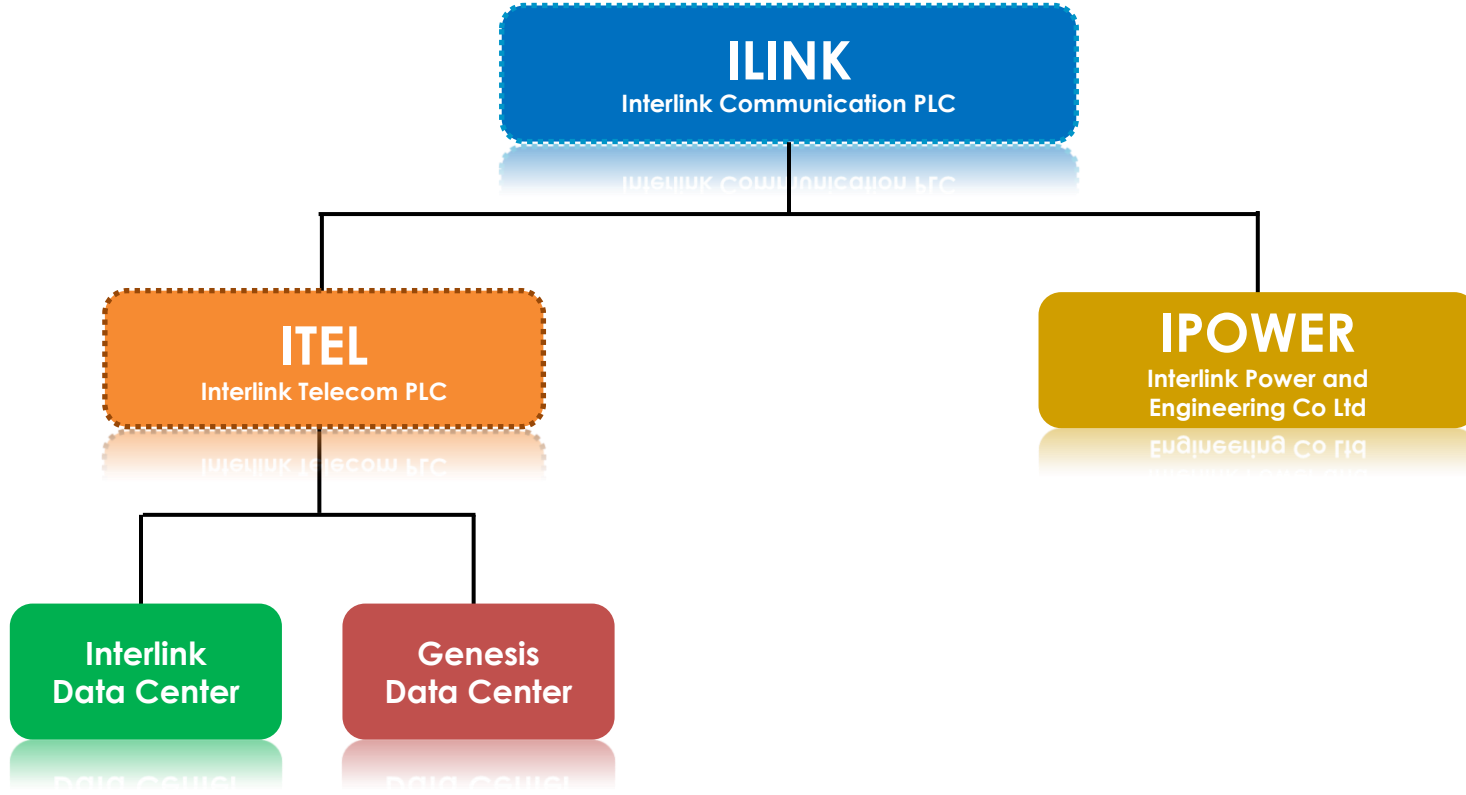
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- 2016** • Spun off Interlink Telecom Company Limited to be listed on the Market for Alternative Investment (mai) on 14 September 2016 under the stock name "ITEL"

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- 2019** • Established Interlink Medical Company Limited expecting to diversify into **"Healthcare Technology Business"**

# GROUP STRUCTURE





# BUSINESS ANALYSIS

# BUSINESS PORTFOLIO



## Distribution

- B2B Trading
- Organic Growth
- Low Risk

- 70 % Recurring Revenue
- 30% Project Services
- Outstanding Growth
- Low to Medium Risk

## Telecom



## Engineering

- 100% Project Services with Government
- Unpredictable Growth
- High Risk

# BUSINESS PORTFOLIO

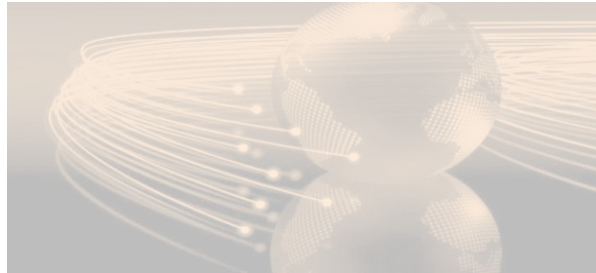


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# DISTRIBUTION BUSINESS

“We are the Biggest Network Cabling Importer & Distributor in Thailand and CLMV”

## Core Products

### 1 Cabling Products

- LAN cable
- Fiber Optic Cable
- FTTH Cable

### 2 Networking Products

- POE Switch
- Network Switch
- Access Point

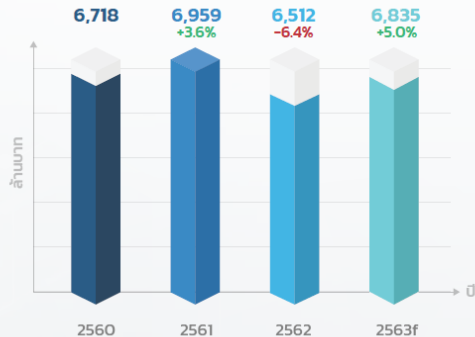
### 3 Racks

- 19" LINK Rack
- 19" GERMAN Rack
- Data Center Rack

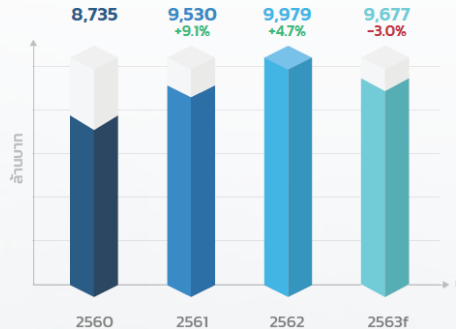
## Market overview

Source: <http://webstats.nbt.go.th>

### มูลค่าตลาด ปี 2560-2563f Information Network Cabling

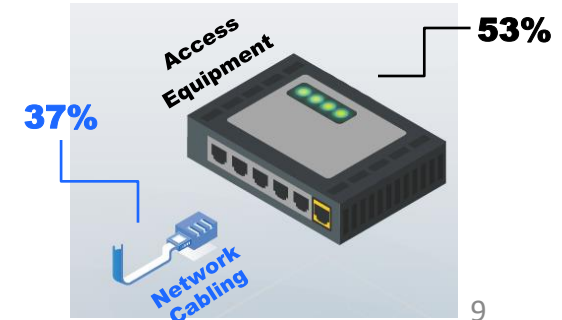


### มูลค่าตลาด ปี 2560-2563f Access Equipment



### มูลค่าตลาดรวม อุปกรณ์สื่อสารใช้สาย

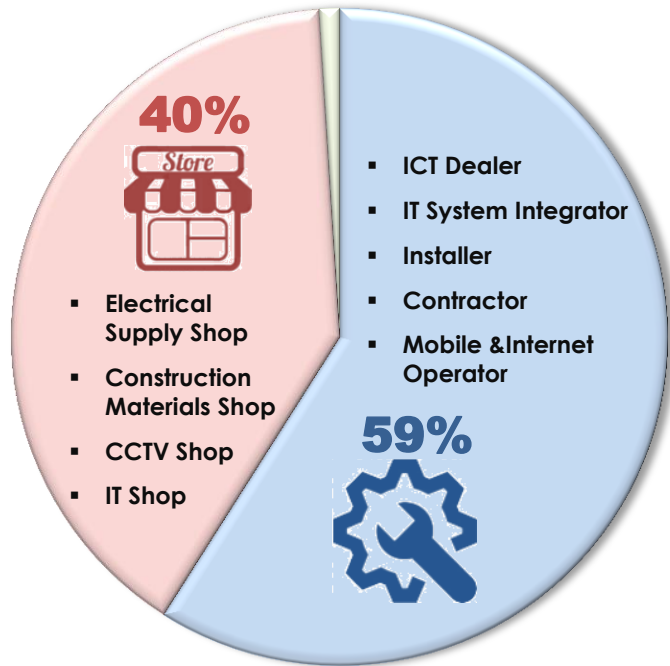
ปี 2563f = 18,348 ล้านบาท (-0.8%)



# DISTRIBUTION BUSINESS



## Customers



As of 30 September 2020

## Competitors

### 1 Cabling Products

- **LINK 50%**
- **Commscope (10%+10%)**
- Furukawa 10%
- Panduit 5%
- Limaz 5%
- Others 10%

### 2 Networking Products

- CISCO 50%
- LINKSYS 10%
- Huawei 10%
- TP-LINK 20%
- Zyxel 5%
- **Others 5%**

### 3 Racks

- **GERMAN 40%**
- **LINK 15%**
- Cheval 15%
- PERFOMA 10%
- Map 5%
- PpowerC 5%
- Others 10%

# BUSINESS PORTFOLIO

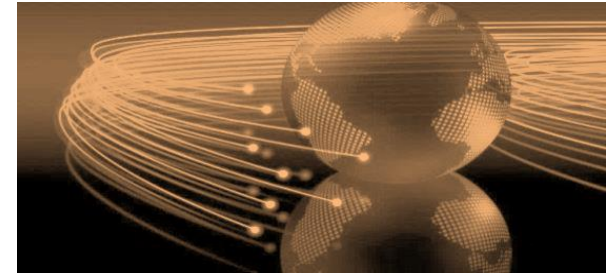


## Distribution

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# TELECOM BUSINESS

“We are a Fiber Optic Network & Data Center Provider”

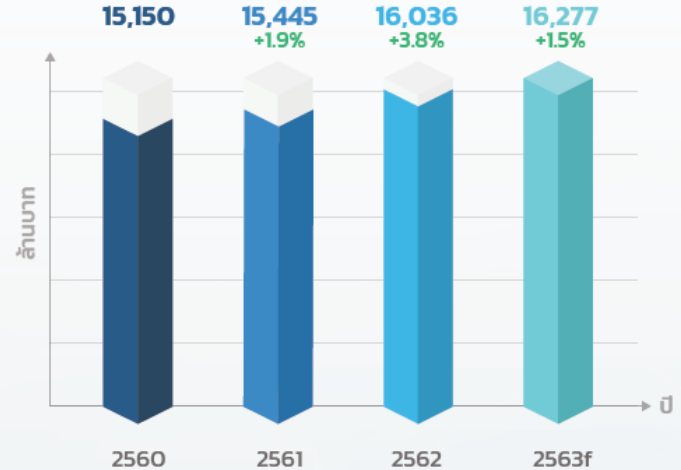
Recurring revenue

Data Service  
Data Center

One-Time revenue

Network Installation

**มูลค่าตลาด ปี 2560-2563f**  
**บริการสื่อสารข้อมูล**  
(บริการวงจรสื่อสารทั้งแบบ Ethernet Leased Line และ MPLS บริการ Data Center และ Cloud Services)



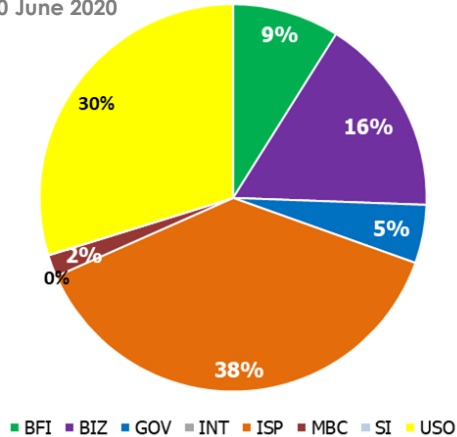
Source: <http://webstats.nbt.go.th>

## Customers

### ❖ Data Service

continuously focus on ISP, BIZ, GOV and BFI

As of 30 June 2020



### ❖ Data Center

Banks 85% , Government Sectors 10%, Others 5%

### ❖ Network Installation

Data Service Customers, NBTC, PEA, MEA,

Royal Thai Army

## Competitors

### 1 Data Service

- AIS
- DTAC
- TRUE
- TOT
- Jasmine
- **ITEL**
- Utel
- Symphony
- ALT

### 2 Data Center

- Supernap
- INET
- CAT
- TOT
- **Interlink**
- **Genesis**

### 3 Network Installation

- |               |          |
|---------------|----------|
| ▪ <b>ITEL</b> | ▪ TRUE   |
| ▪ Utel        | ▪ AIS    |
| ▪ Planet      | ▪ TOT    |
| ▪ Sky         | ▪ Others |

# BUSINESS PORTFOLIO



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# ENGINEERING BUSINESS

“We are a Professional in Electrical Engineering Turnkey Project”

## Projects

- Submarine Cable
- Power Substation
- Transmission Line
- Underground Cable

## Customers

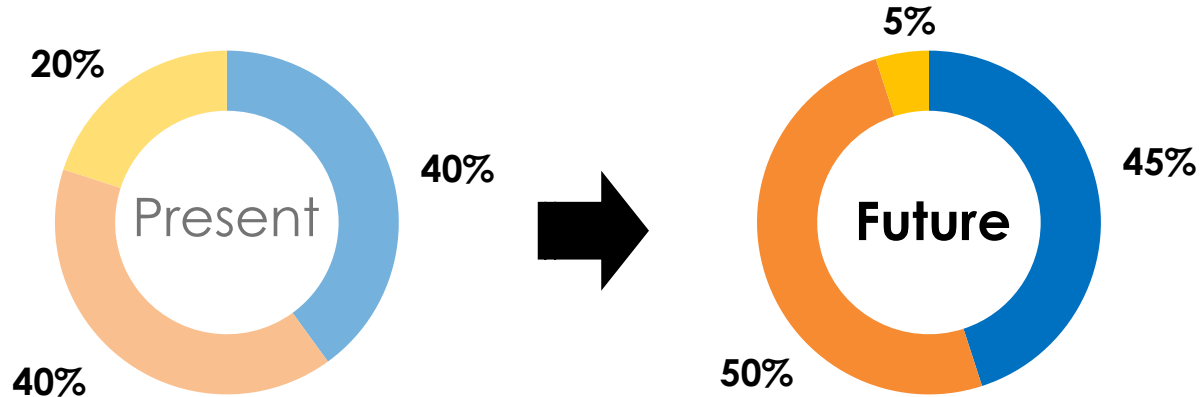
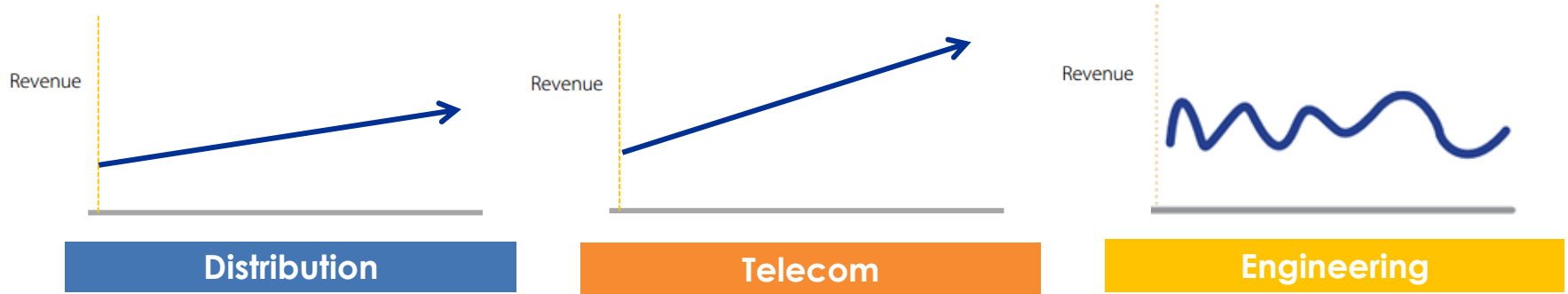
- ❖ Government Sector such as  
PEA, MEA, EGAT, AOT etc

## Competitors

- Interlink (& Japan)
- Italian Thai (& Sweden)
- Gunkul (& Italy)
- RSS (& China)
- Others



# REVENUE CONTRIBUTION







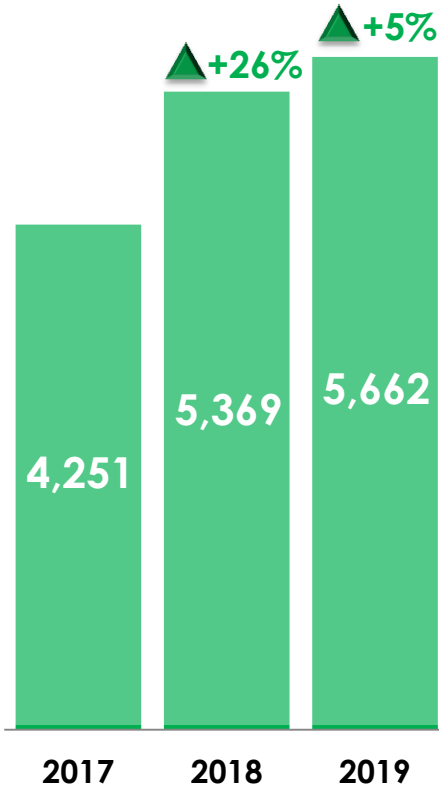
# ILINK PERFORMANCE

# 3Q20 PERFORMANCE

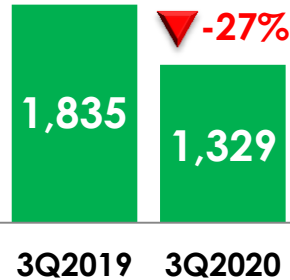
## Consolidated Revenue



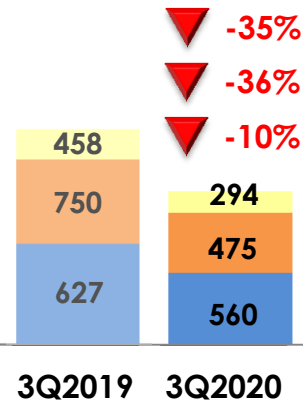
Unit: Million THB



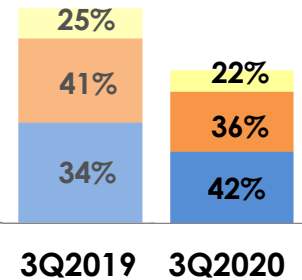
### 3Q Revenue



### 3Q Revenue By Business



### 3Q Revenue Contribution

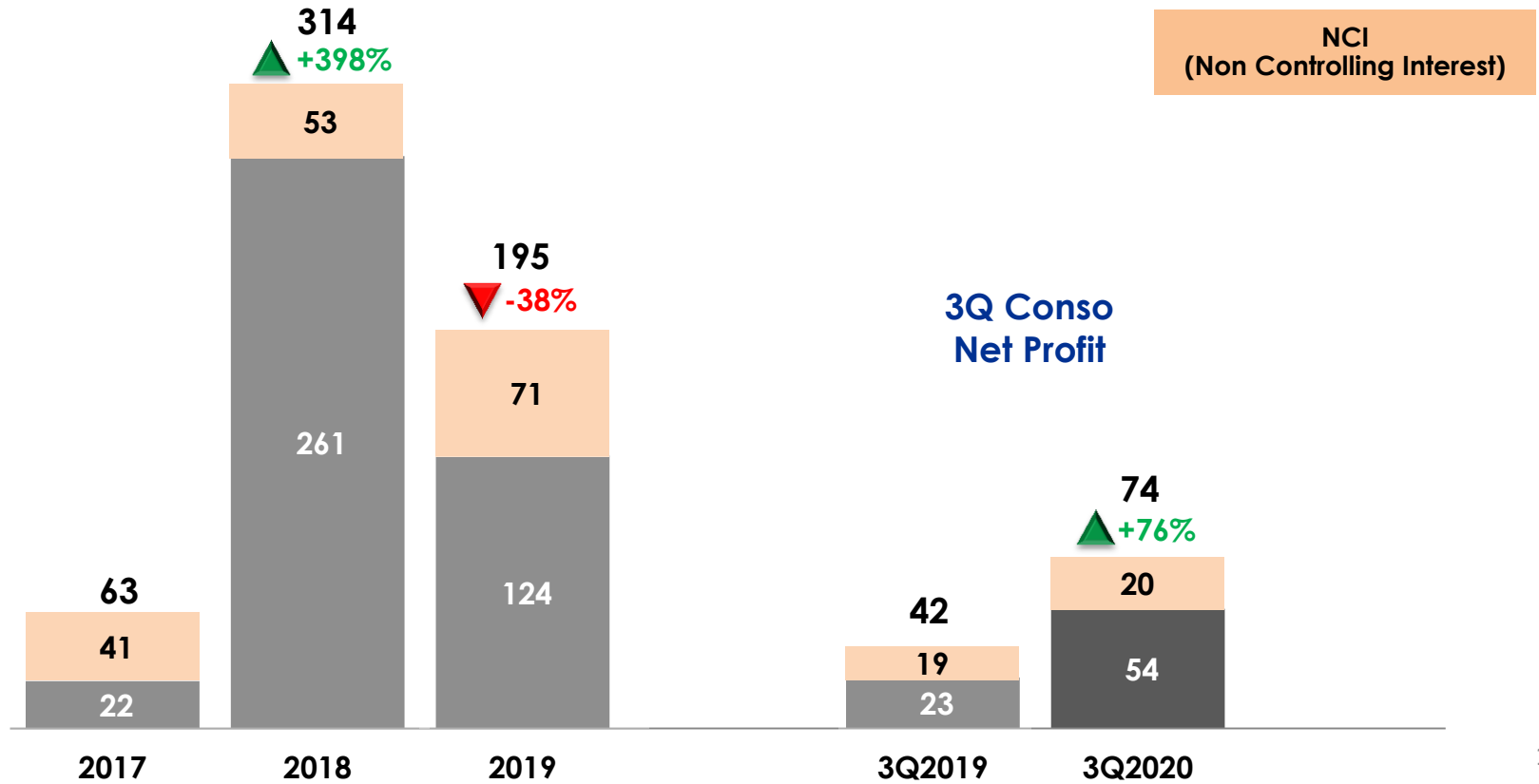


# 3Q20 PERFORMANCE

## Consolidated Net Profit



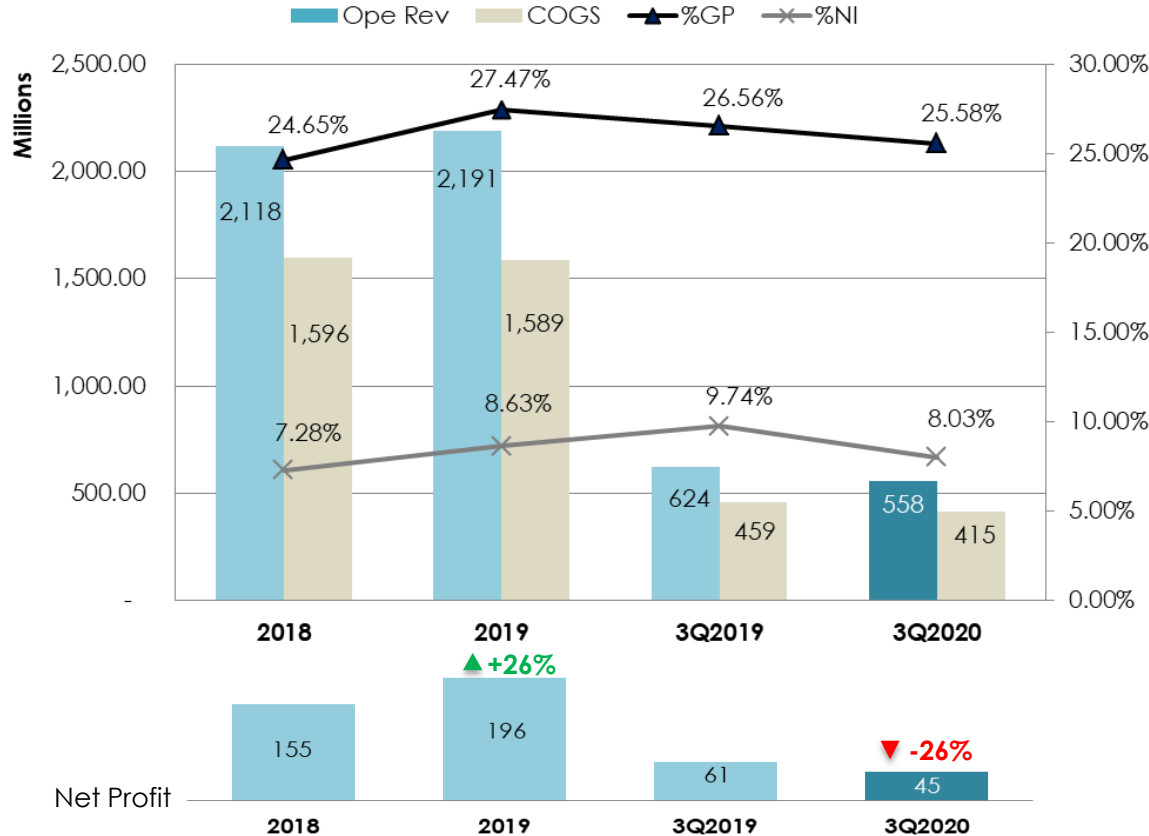
Unit: Million THB



# 3Q20 PERFORMANCE



**Distribution Business:** Rev dropped from a number of substitute holidays during Q3



Rev **dropped** from the economic recession and a number of substitute holidays during Q3

### Product Mix



**558 Million Baht**

3Q20 Dis Revenue **-10% YoY**

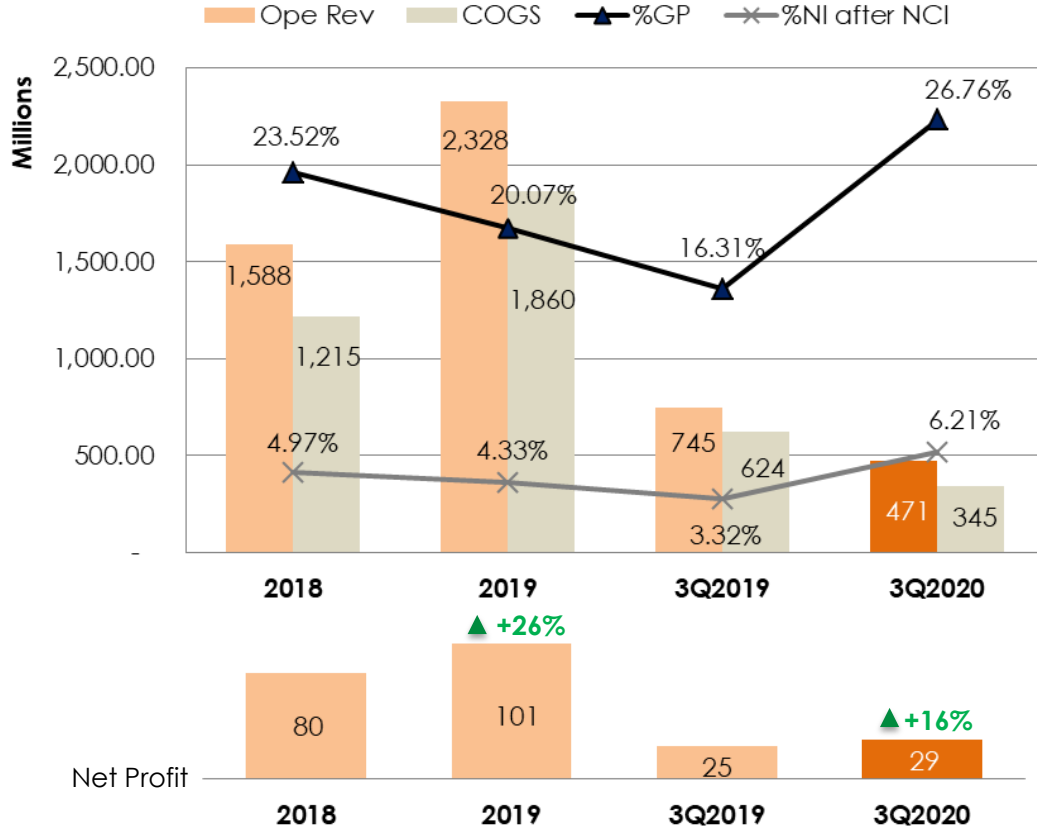
%GP **slightly decreased** from an aggressive price war after most companies have re-opened and from the changes in product mix

**45 Million Baht**

3Q20 Dis Net Profit **-26% YoY**

# 3Q20 PERFORMANCE

Telecom Business: %GP and %NI largely improved on “Data Service”



Rev **mainly decreased** from “Network Installation”

- Data Service **+33% YoY** as revenues from USO-2 Project have been recognized
- Data Center **-15% YoY** from a decrease in electricity billing
- Network Installation **-67% YoY**

**471 Million Baht**  
 3Q20 Tele Revenue **-36% YoY**

%GP and %NI **largely improved** on “Data Service”

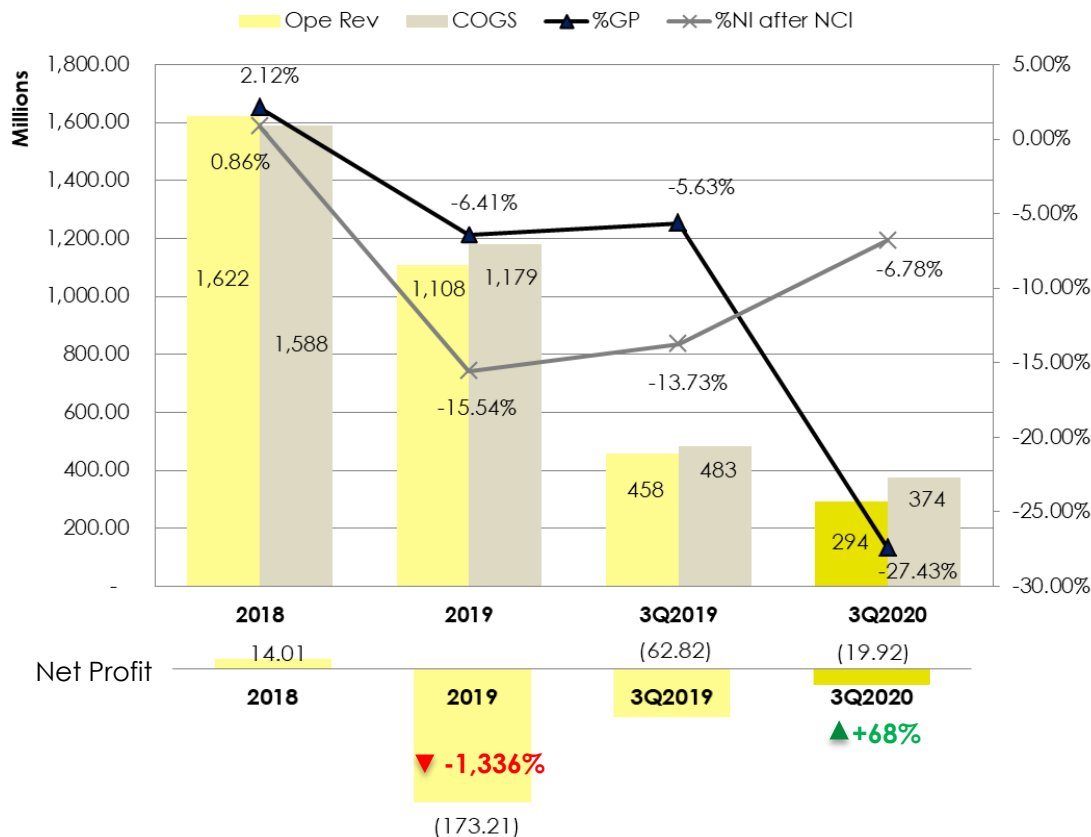
- Major costs of Data Service are network depreciation, network maintenance, and network connectivity

**29 Million Baht**  
 3Q20 Tele Net Profit **+16% YoY**

# 3Q20 PERFORMANCE



Engineering Business: APM Project contributes more than 90% of 3Q20 Eng revenue



**Decreasing** revenue was mainly from APM Project, Underground Cable in Chiang Mai Province, Transmission Line in Nan Province, and 2 Substations.

**294 Million Baht**  
 3Q20 Eng Revenue **-35% YoY**

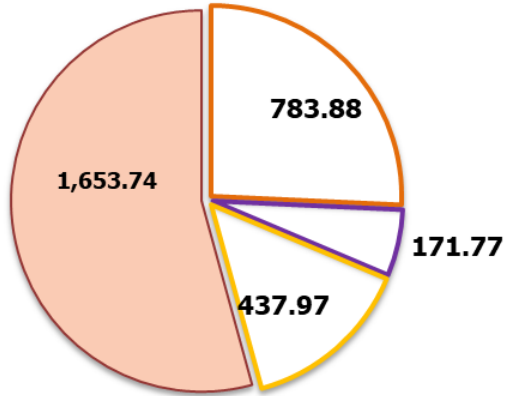
**%GP significantly dropped** from additional costs during the closing phase of 2 projects; CC3 and Transmission Line in Mae Hong Son Province

Although %NI is still negative, it **largely improved** from the arrival of 2<sup>nd</sup> APM whose revenue as well as positive profit have been recognized and **from the unrealized gain on FX**

**-20 Million Baht**  
 3Q20 Eng Net Profit **+68% YoY**

# TELECOM: Backlog as of 30 Sep 2020

## Revenue Backlog



Bandwidth Dark Fiber USO1 USO2

### DATA SERVICE

Q3'20 = 3,047.36 MB

(Q2'20 = 3,299.13 MB)

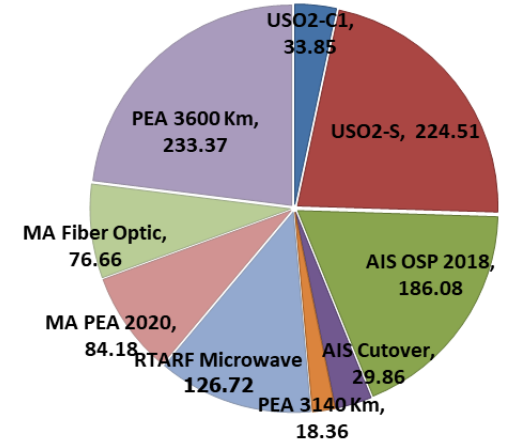


### DATA CENTER

Q3'20 = 210.58 MB

(Q2'20 = 245.67 MB)

**TOTAL = 4,271.53 MB**  
**(Q2'20 = 4,709.45 MB)**



### NETWORK INSTALLATION

Q3'20 = 1,013.59 MB

(Q2'20 = 1,164.65 MB)



# TELECOM: Backlog as of 30 Sep 2020

## Revenue Backlog Recognition

	2020 (3M)	2021	2022	2023 - 2032	Total
BANDWIDTH	150.90	351.34	137.93	143.71	783.88
DARK FIBER	36.99	101.82	16.71	16.25	171.77
USO 1 - DSV	37.18	148.73	148.73	103.33	437.97
USO 2 - DSV	72.03	343.36	343.36	894.99	1,653.74
DATA SERVICE	297.10	945.25	646.73	1,158.28	3,047.36

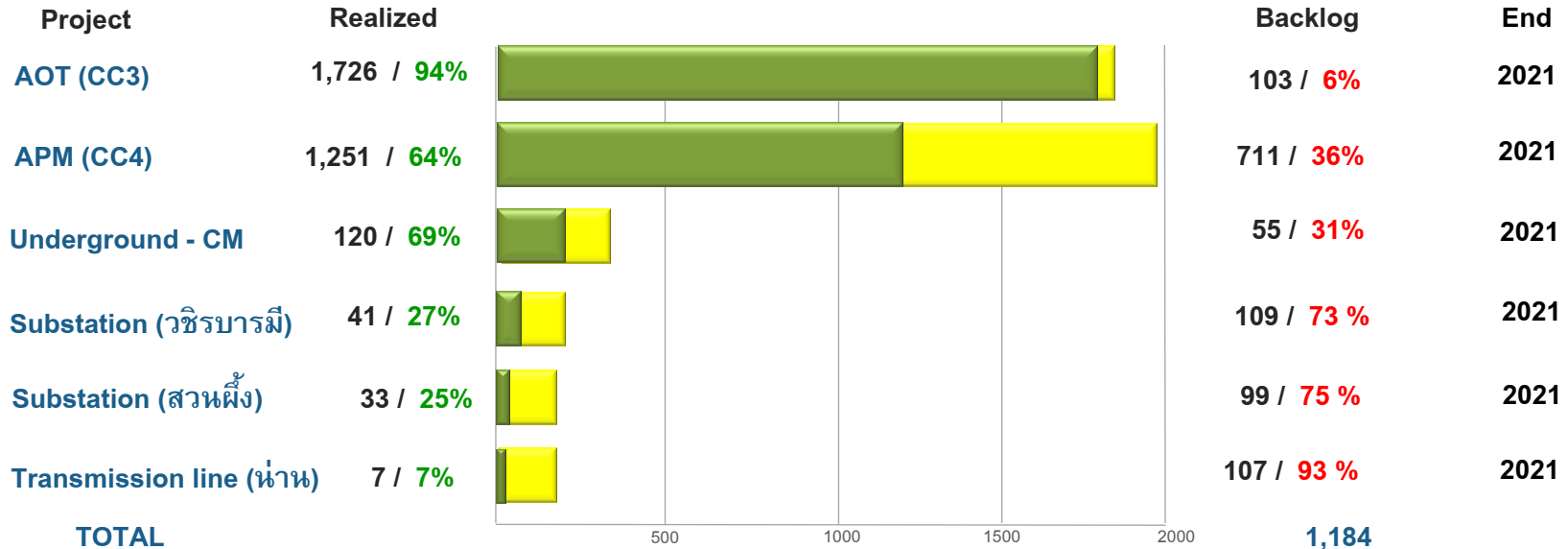
	2020 (3M)	2021	2022	2023 - 2032	Total
DATA CENTER	13.62	51.04	44.56	101.36	210.58

	2020 (3M)	2021	2022	2023 - 2032	Total
INSTALLATION	365.43	558.86	57.26	32.04	1,013.59

<b>TOTAL</b>	<b>676.15</b>	<b>1,555.15</b>	<b>748.55</b>	<b>1,291.68</b>	<b>4,271.53</b>
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# ENGINEERING: Backlog as of 30 Sep 2020



**TOTAL Backlog = 1,184 MB**

**Backlog will be recognized in 2020-2021 as below**

Realized  
 Back log

4Q20 F	1Q21 F	2Q21 F	3Q21 F
321 MB	314 MB	253 MB	296 MB



# RECENT UPDATES

# 4Q20 UPDATES

## APMs Arrival in Thailand

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- 3<sup>rd</sup> & 4<sup>th</sup> APMs have already been delivered and installed at Suvarnabhumi Airport on Oct 11 and Oct 19 this year
- 5<sup>th</sup> & 6<sup>th</sup> APMs will arrive at the beginning of Jan 2021



## Share Repurchase Program

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**Period:** 23 Apr 2020 – 22 Oct 2020

**Target:** 40,000,000 Shares (equals to 7.34% of 543,632,325 Paid-up capital)

**Value:** Not more than 200,000,000 Baht

### **As of 22 October 2020 (End Date)**

**Number of repurchased shares:** 15,146,300 Shares (equals to 2.79% of 543,632,325 Paid-up capital)

**Accumulated Value:** 69,546,966 Baht

# PROJECT UPDATES



## Secured Projects in 2020

Submarine Cable at Koh Panyi : 144 MB



Transmission Line 115KV at Trang Province : 317 MB



## Upcoming Projects in 2021 onwards

- Submarine Cable at Chao Phraya River : 80 MB
- Submarine Cable at Koh Samui : 1,230 MB
- Submarine Cable at Koh Tao : ~1,750 MB
- Submarine Cable at Koh Sichang : ~700 MB



# Q&A



# THANK YOU



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