



ILINK

OPPORTUNITY DAY Q1/2021



CG SCORE 2020

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Bring Technology To
Develop THAILAND

01 Background

- Company Timeline
- Company Structure
- Business Portfolio

02 Performance

- 2018 -2020 Recap
- 1Q21 Overview

03 Forward Looking

- Projects on Hand
- 2021 Highlights & Target

04 Recent Updates

- Line-up Projects
- Mega Trends



Agenda

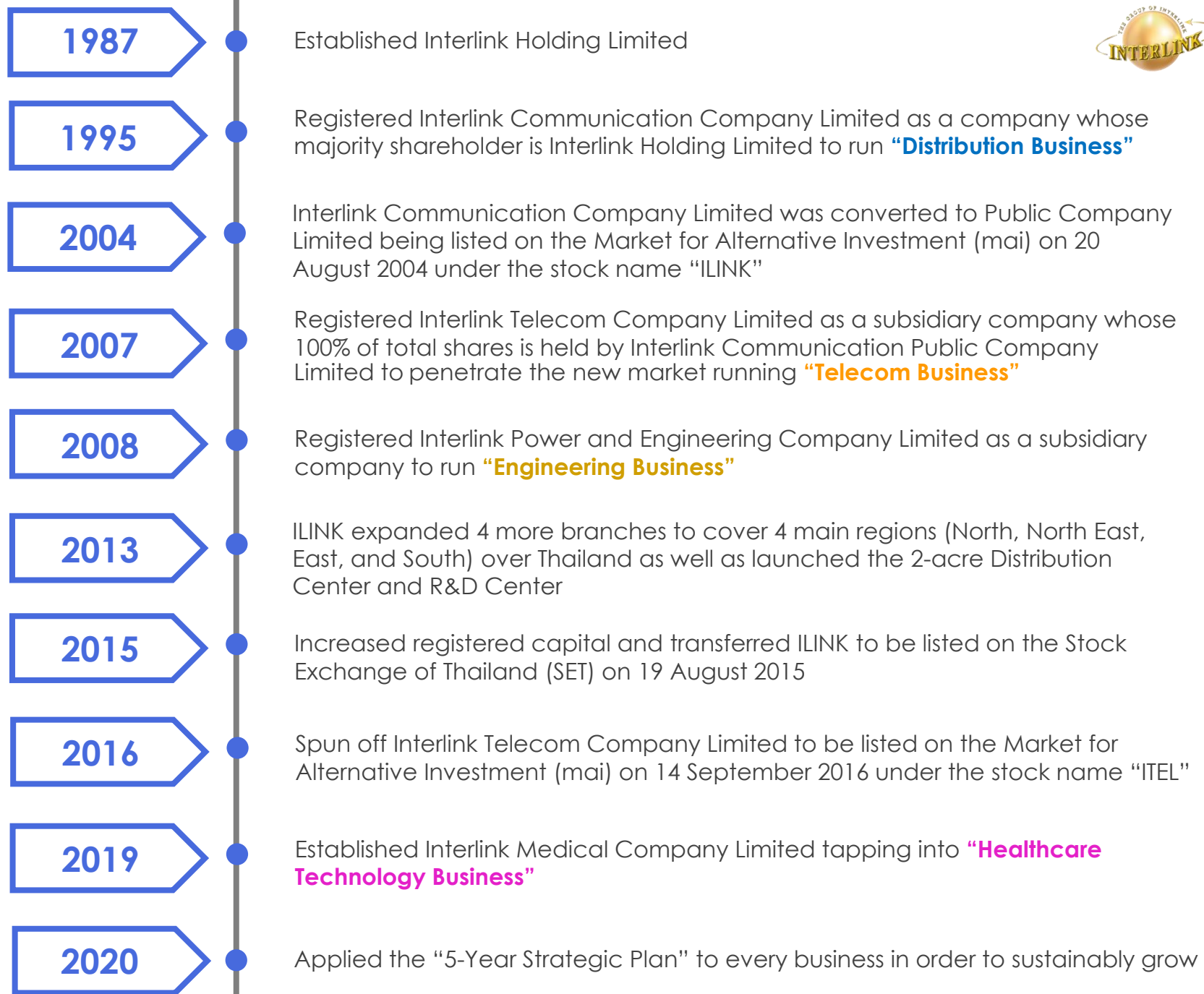
01

Background

- Company Timeline
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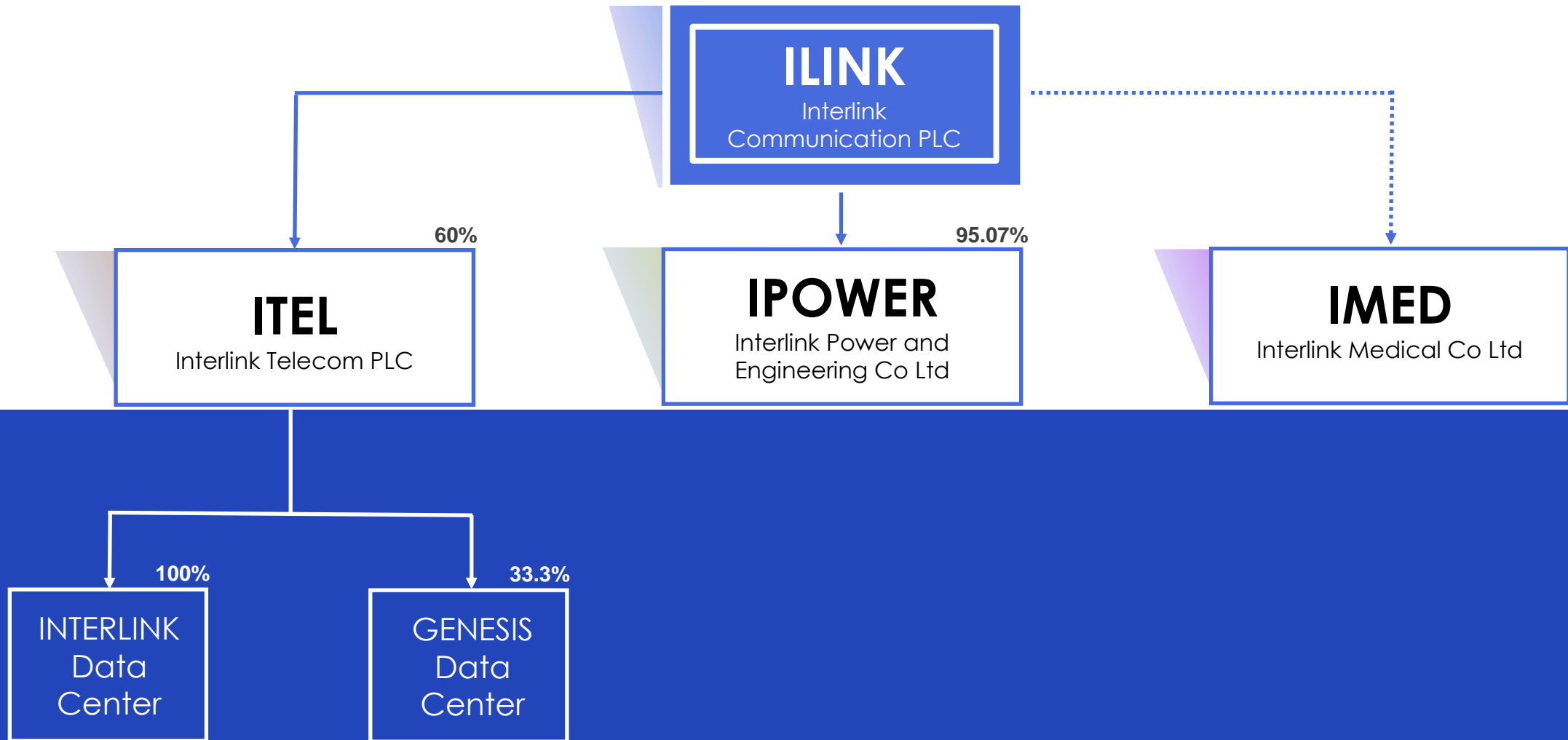


Company Timeline





Company Structure



Business Portfolio

01

DISTRIBUTION

- Importer & Distributor
- B2B Trading
- Organic Growth



42%

Low Risk

02

TELECOM

- Service Provider & Installer
- Recurring & Non-recurring
- Outstanding Growth



38%

Medium Risk

03

ENGINEERING

- Turnkey Project
- Government Bids
- Unpredictable Growth

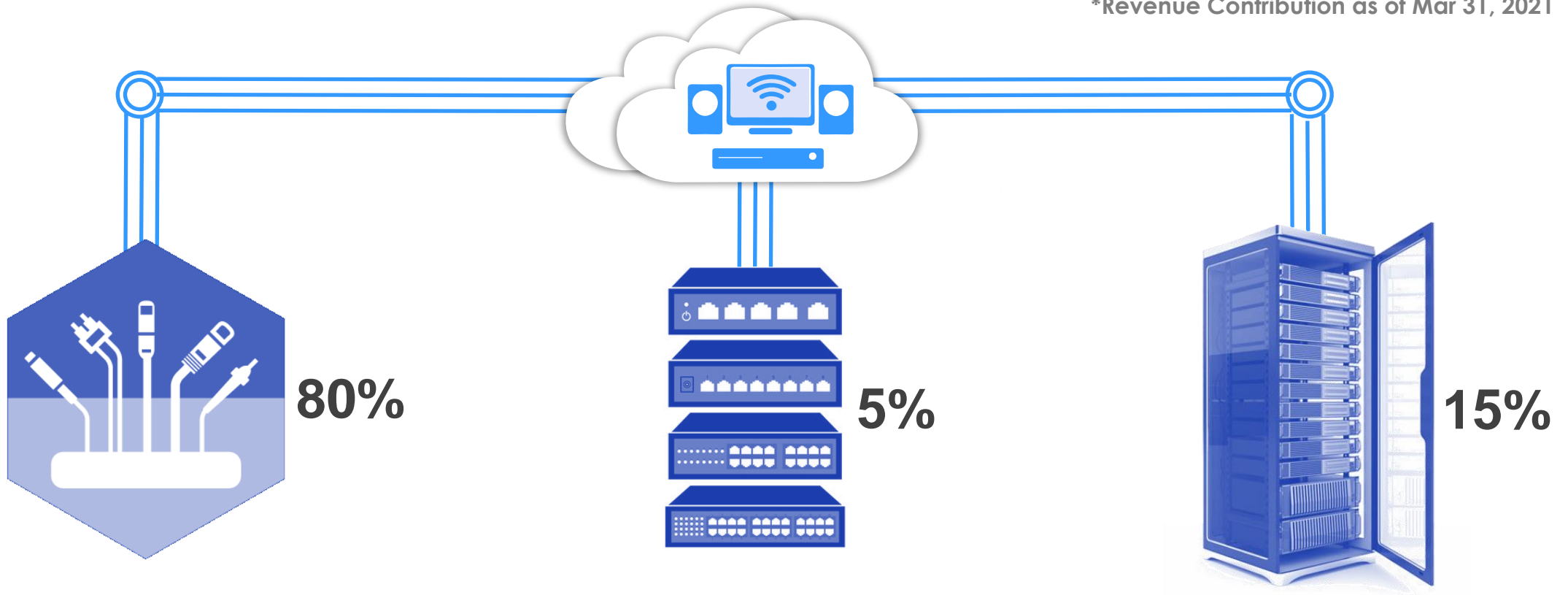


20%

High Risk

*Revenue Contribution as of Mar 31, 2021

*Revenue Contribution as of Mar 31, 2021



CABLINGS

- LAN cable
- Fiber Optic Cable
- Solar Cable
- etc.

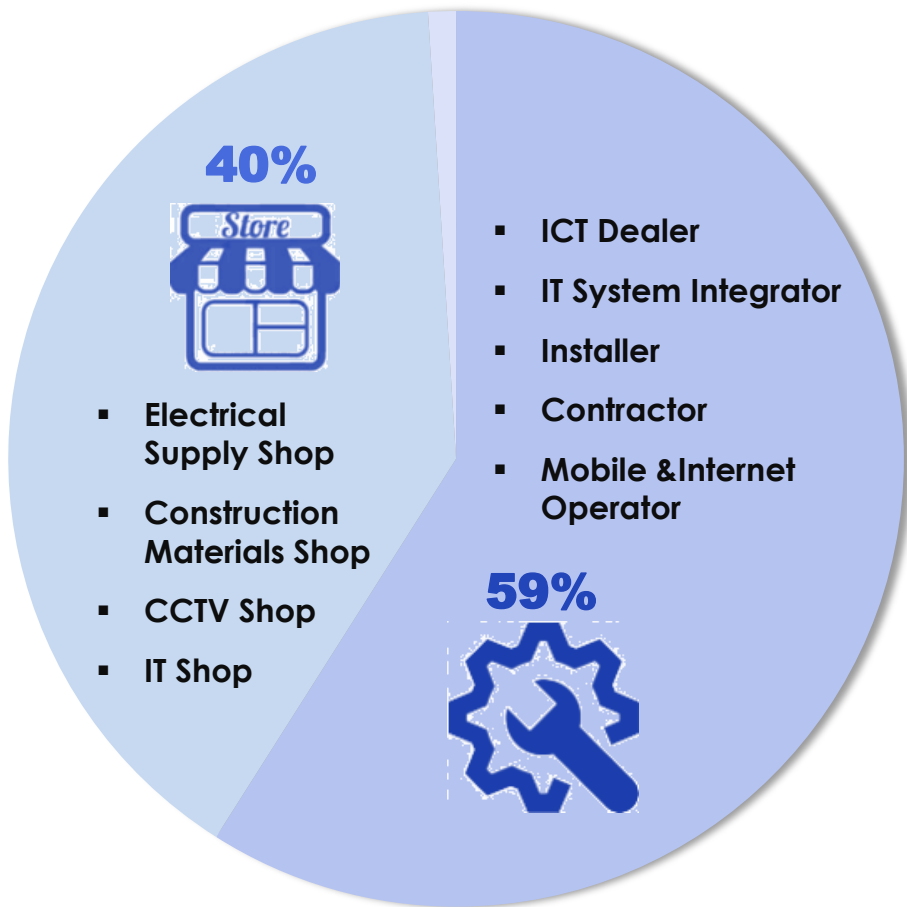
NETWORKINGS

- POE Switch
- Network Switch
- WIFI Access Point
- etc.

RACKS

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

Customers



Competitors

1 CABLINGS

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

2 NETWORKINGS

- 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%

*Data as of Mar 31, 2021



IOT



RECURRING REVENUE

DATA SERVICE
60%

DATA CENTER
5%

ONE-TIME REVENUE

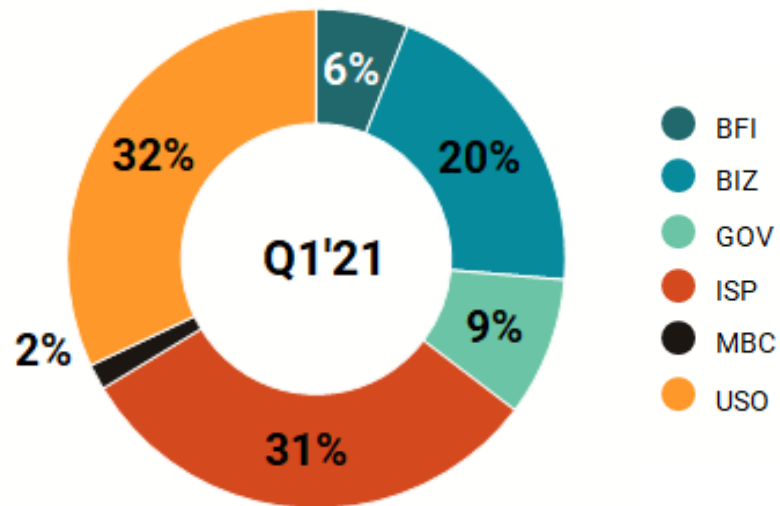
INSTALLATION
35%

*Revenue Contribution as of Mar 31, 2021

Customers

❖ DATA SERVICE

Strategically focus on **ISP, BIZ, GOV, and BFI**



❖ DATA CENTER

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

❖ 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 INSTALLATION

- | | |
|---------------|----------|
| ▪ ITEL | ▪ TRUE |
| ▪ Utel | ▪ AIS |
| ▪ Planet | ▪ TOT |
| ▪ Sky | ▪ Others |

SUBMARINE CABLE



POWER SUBSTATION



TRANSMISSION LINE



UNDERGROUND CABLE



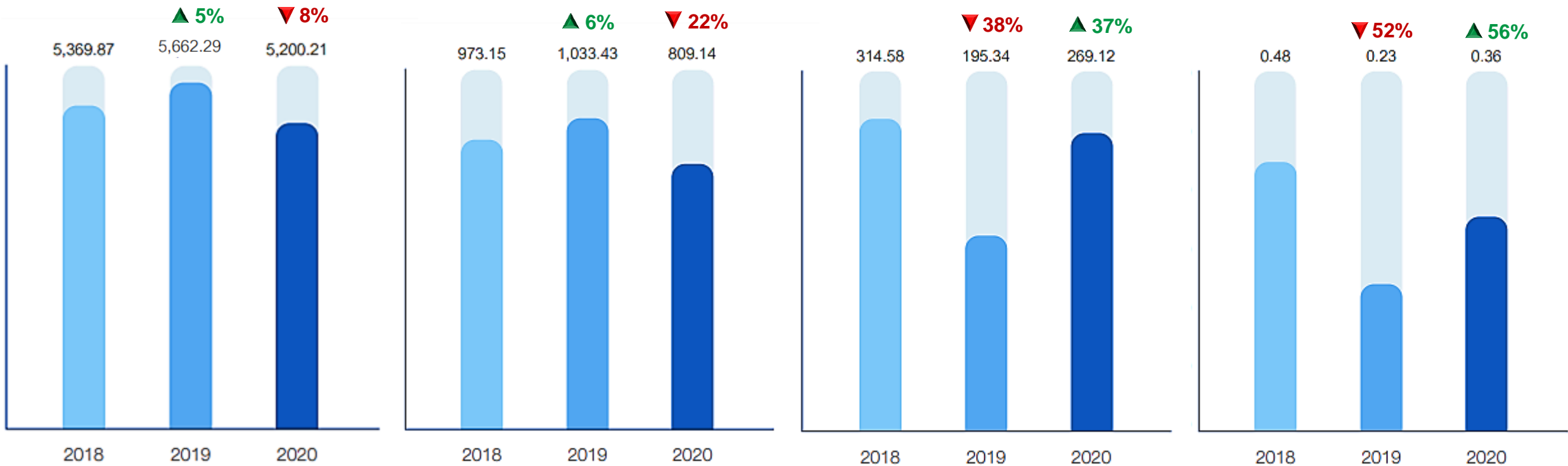
02 Performance

- 2018 -2020 Recap
- 1Q21 Overview

A complex network diagram with glowing nodes and connecting lines, set against a dark blue background with a nebula-like pattern at the bottom.

Agenda

2018 - 2020 Performance Recap



Total Revenue
 Rev from distribution and telecom business mainly dropped from the COVID-19 Pandemic that continues throughout 2020

Gross Profit
 %GP significantly dropped from extra costs during the closing phase of 2 engineering projects

Net Profit
 NI largely improved from decreasing SG&A

- Marketing Exp.
- Transportation Exp.
- Unrealized FX gain

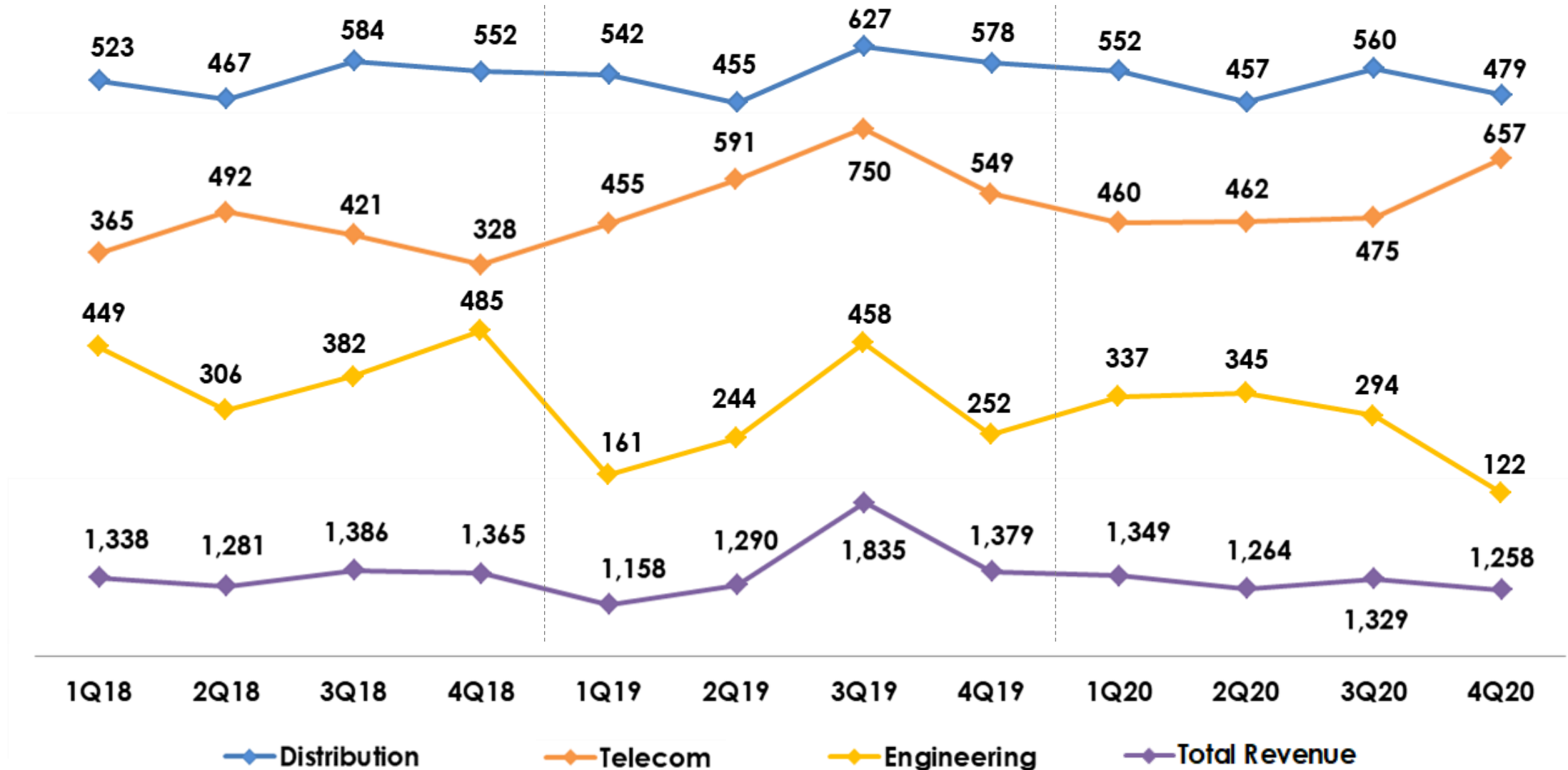
Earnings per Share
 EPS increased according to the higher income and the lower no. of shares (Treasury Stock = 15.14M out of 543.63M)

2018 - 2020 Performance Recap



Revenue Breakdown

Unit: Million THB

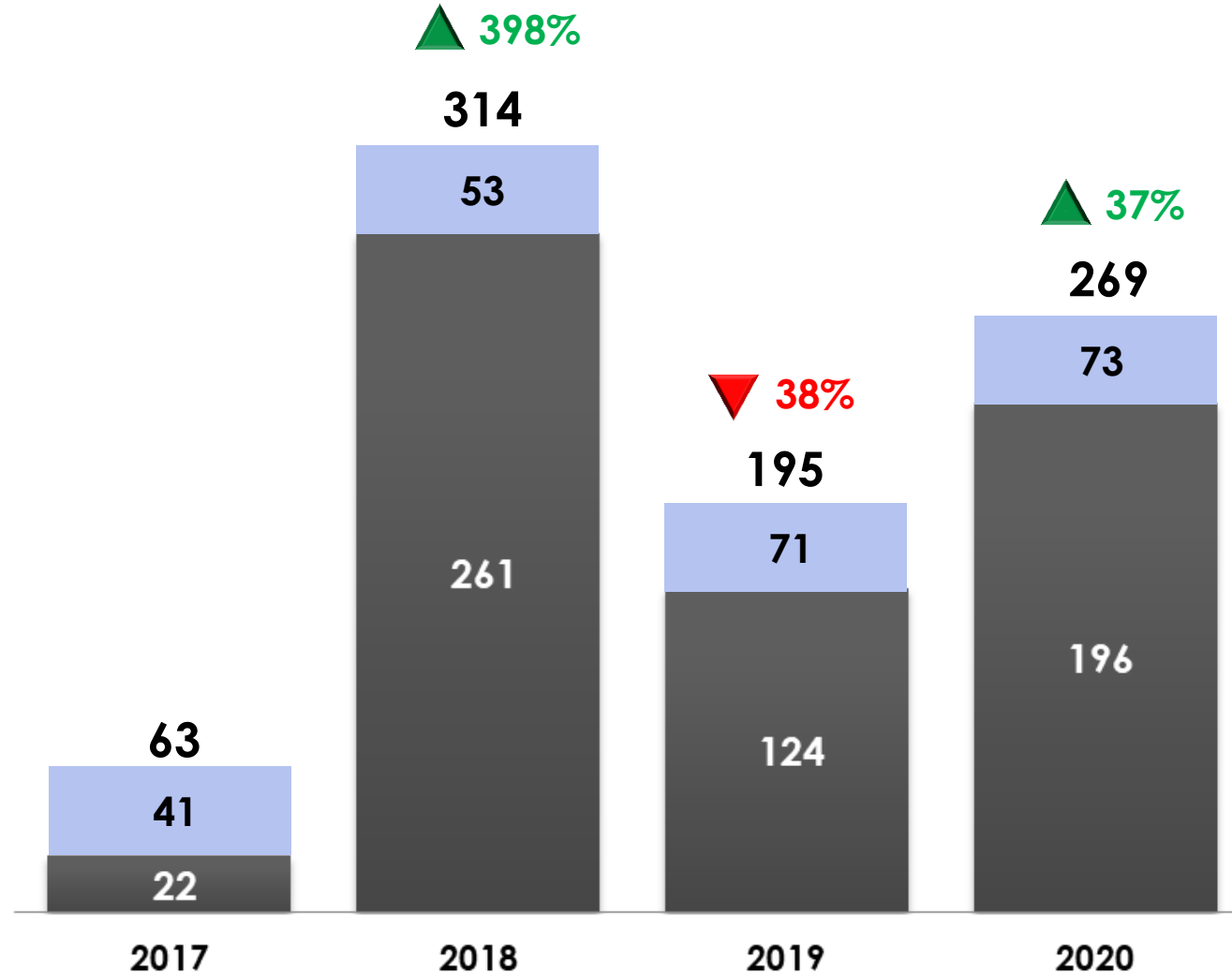


2018 - 2020 Performance Recap



Net Profit Breakdown

Unit: Million THB



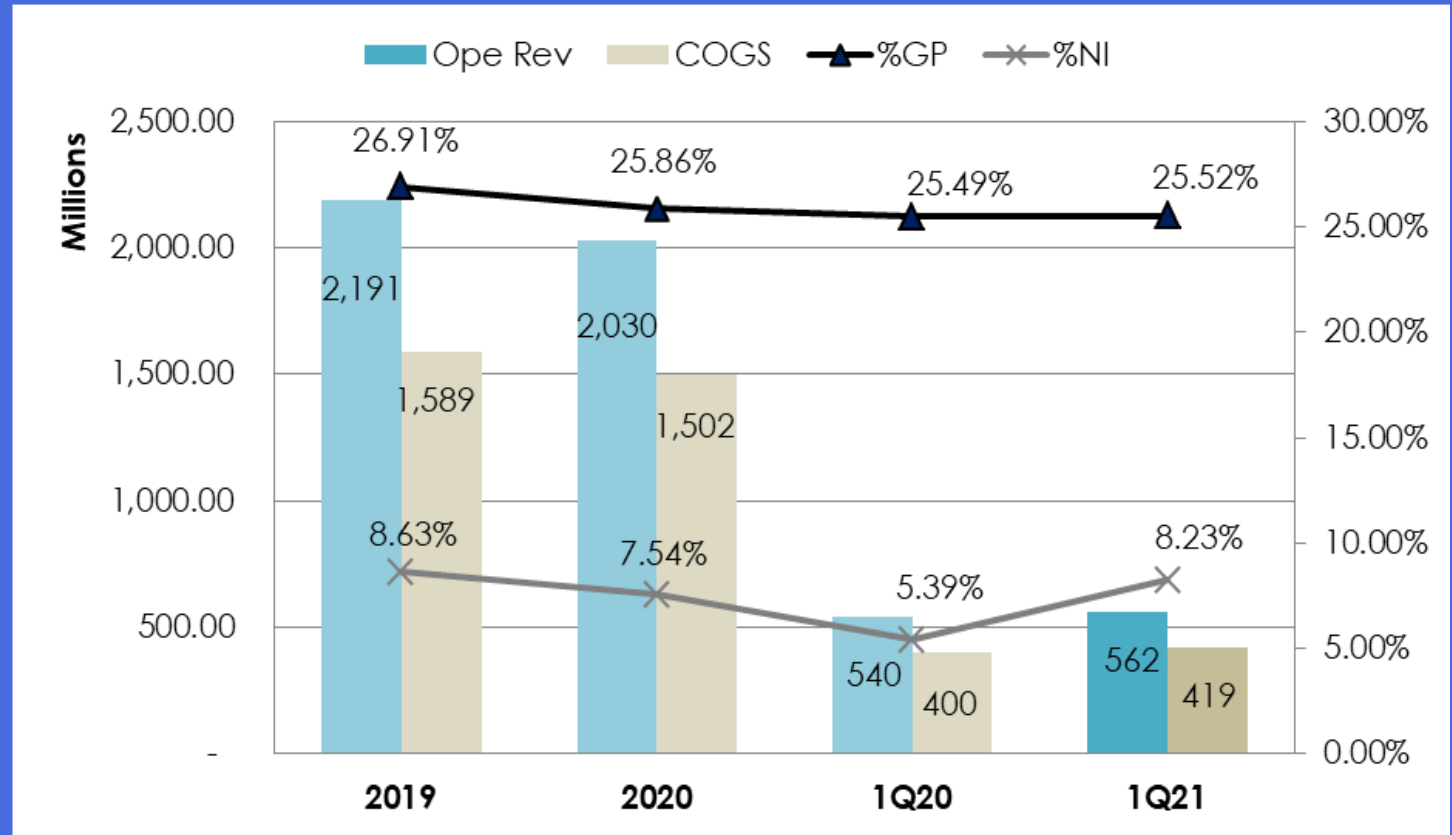
NCI
(Non Controlling Interest)

1Q21 Performance Overview

“We increase sales by 4% YOY from cabling products which contribute up to 80% of total distribution revenue in 1Q21. Sales from solar cable grew x10

As we closely monitoring SG&A expense and finance cost, net income largely improves by 55% YOY”

Distribution Business

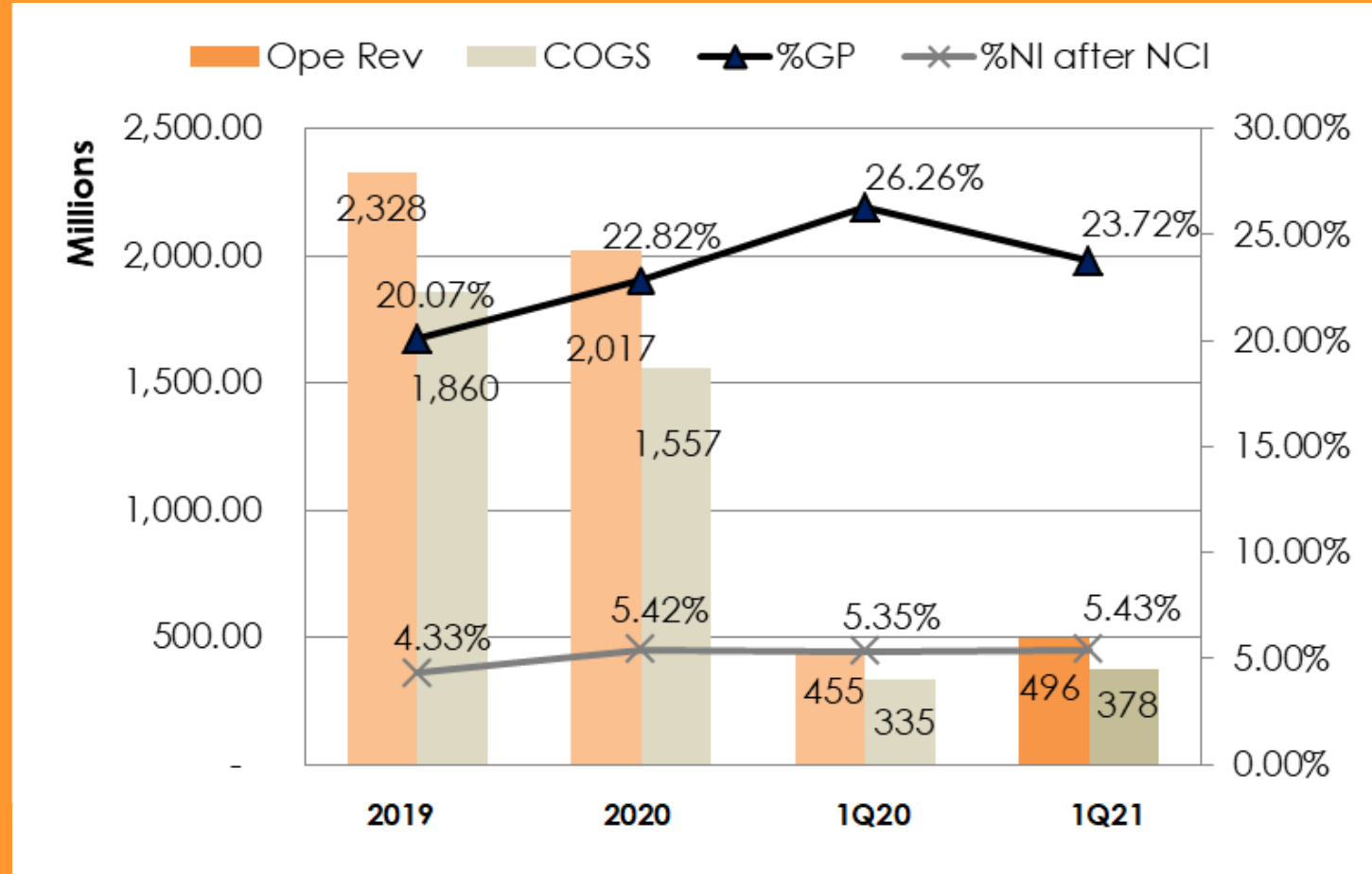


1Q21 Performance Overview

“We focus on recurring income by securing contract extension and adding new contracts, so sales from Data Service rise by 12% YOY

Decreases of selling expense by 32% YOY, the bottom line of Telecom business develop 13% YOY”

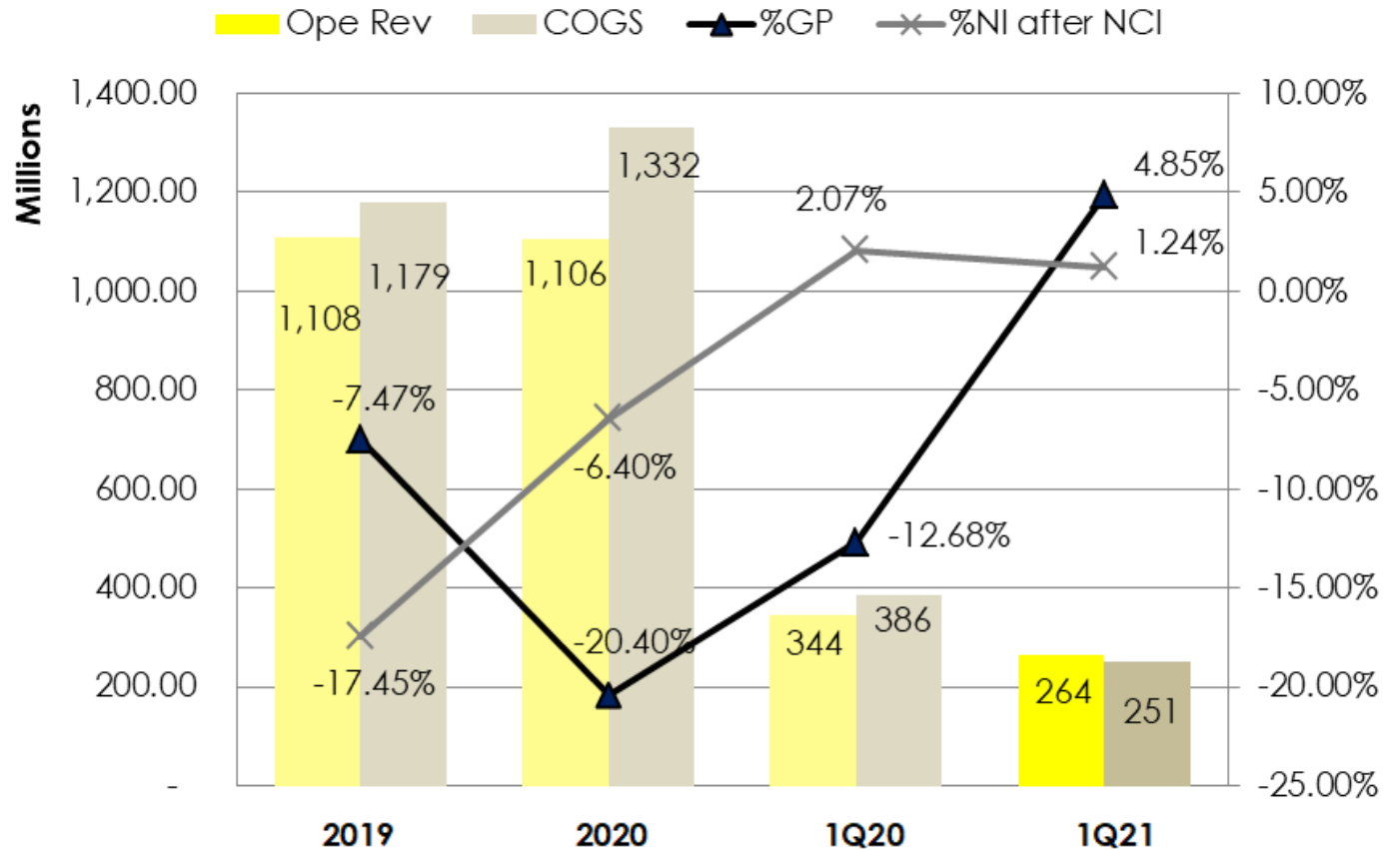
Telecom Business



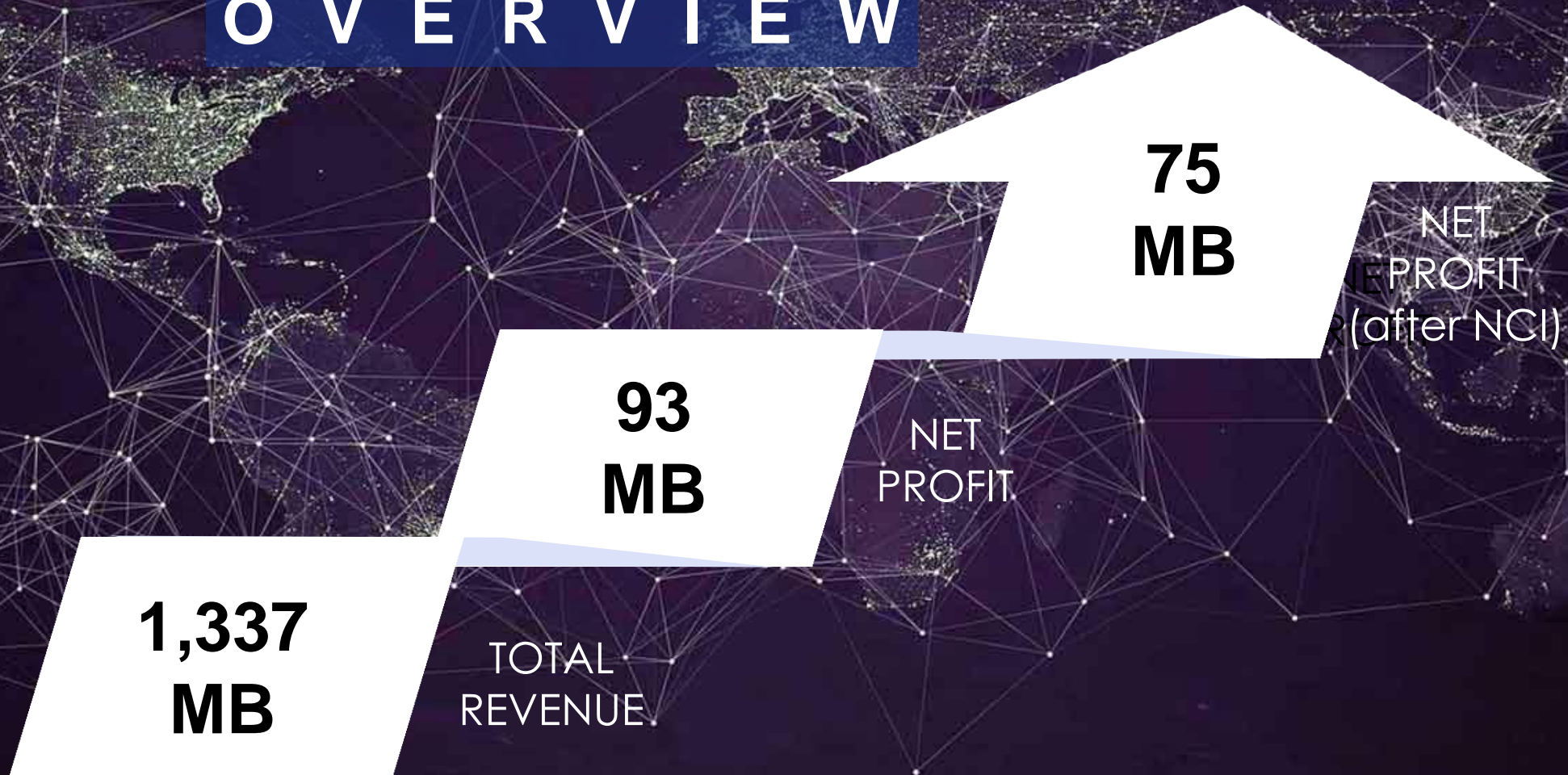
1Q21 Performance Overview

“A number of lesson learns from the project without expertise, we can successfully turnaround both %GP and %NI of engineering business to be positive again after 3 consecutive years of negative income”

Engineering Business



1Q21 CONSO OVERVIEW



03 Forward Looking

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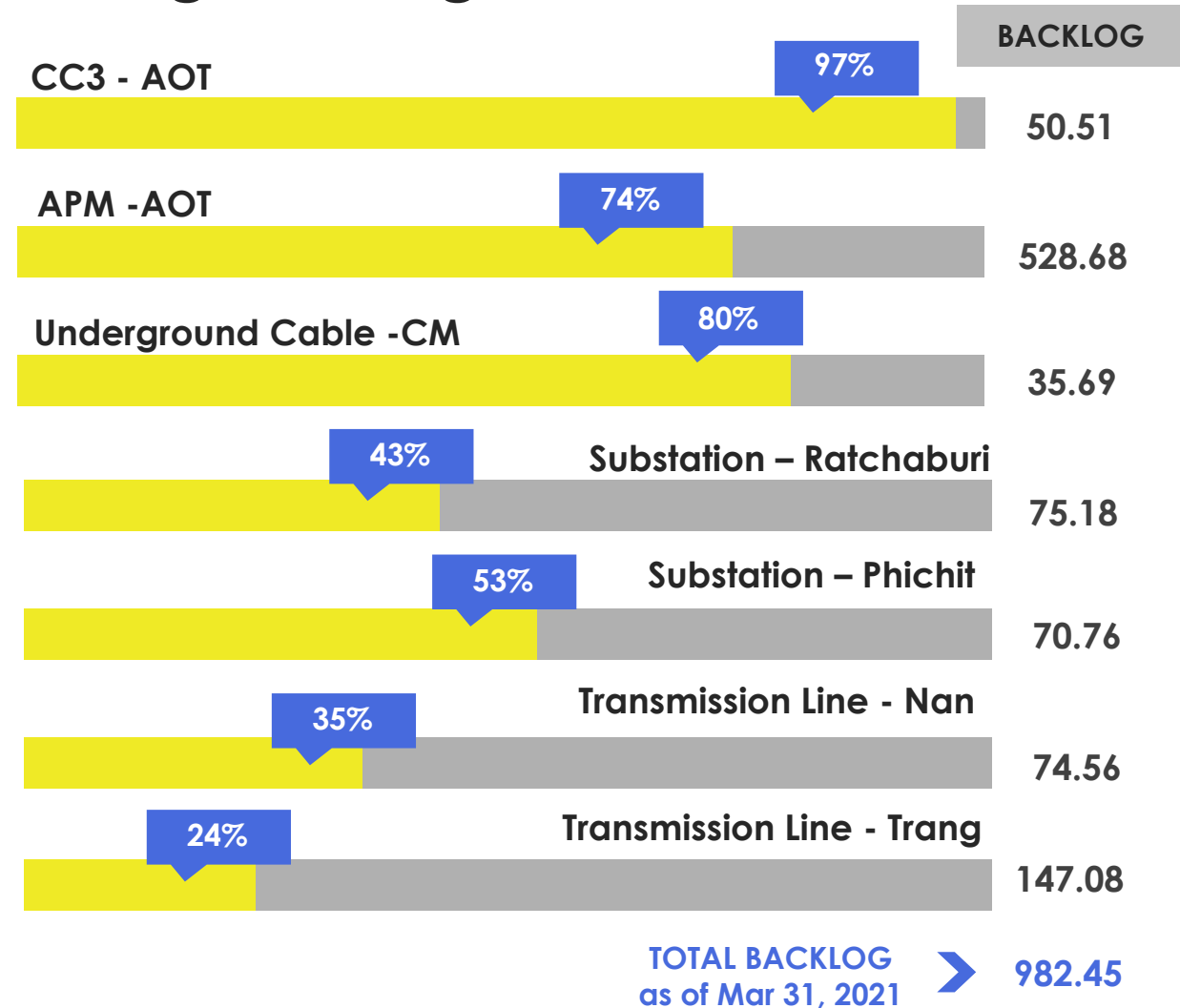
Projects on Hand

▼ Telecom Business

Backlog Recognition	Information as of Q1'21					Q4'20
	2021 (9 m)	2022	2023	2024 onward	Total	Total
Bandwidth, DFI, IPLC	499	233	128	78	938	935
USO1-DSV	112	149	103	-	364	401
USO2-DSV	254	339	339	619	1,551	1,610
DATA SERVICE	865	721	570	697	2,853	2,946
DATA CENTER	49	57	33	54	193	210
INSTALLATION (est. timeline)	510	57	32	-	599	660
TOTAL BACKLOG	1,424	835	635	751	3,645	3,816

Projects on Hand

✓ Engineering Business



Projects on Hand



Suvarnabhumi Airport Extension Phase 2



Projects on Hand

Suvarnabhumi Airport Extension Phase 2



2021 Highlights



DISTRIBUTION

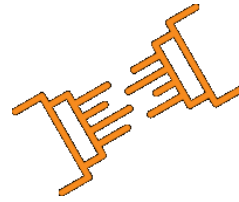
2020

6% Networking
Product Mix



2021

**10%
Networking**
High Margin Product



TELECOM

2,054 MB
Revenues from Data
Service/ Data Center/
Installation



**2,800 MB
Revenue**
Backlog & New S Curve



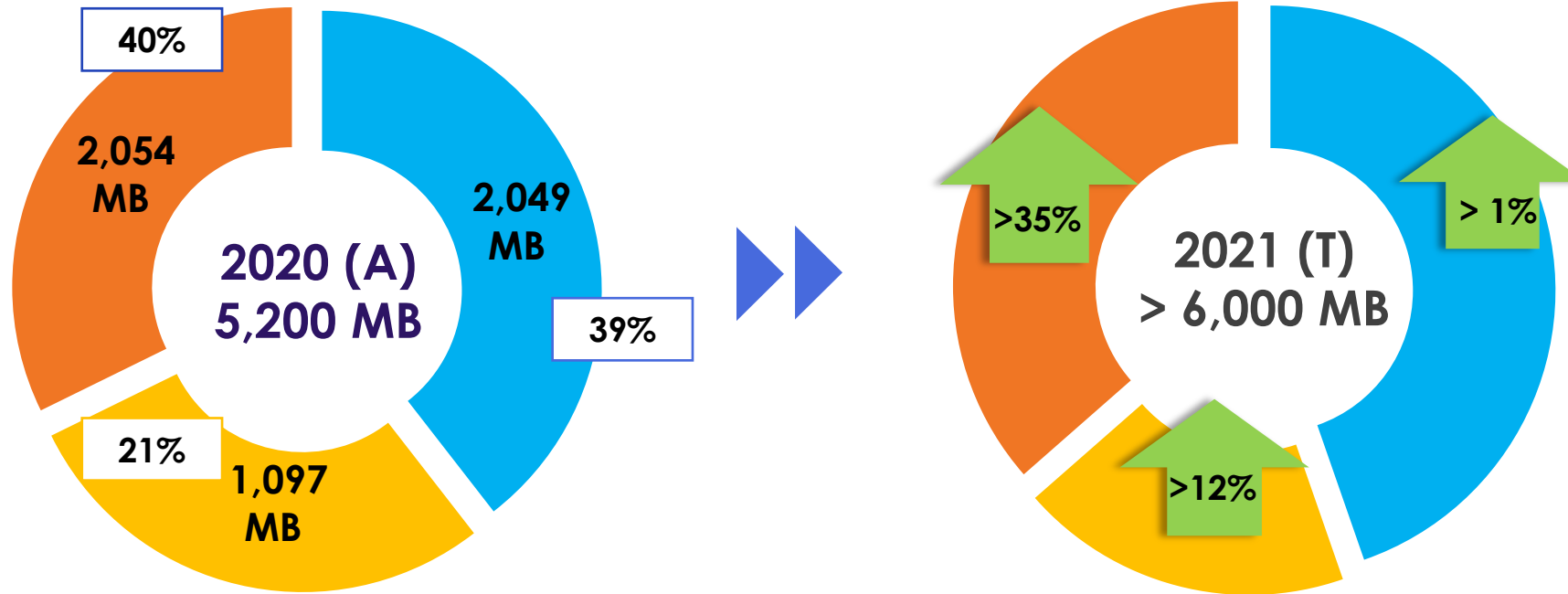
ENGINEERING

Negative
%NI



**Positive
NI 5%**
Turnaround

2021 Revenue & NI Target



%NI = 3.64
after NCI

%NI = Double
after NCI

■ Distribution ■ Engineering ■ Telecom

04 Recent Updates

- Line-up Projects
- Mega Trends



Y2021 Line-up Projects

▼ Telecom Business

Upcoming Projects	Recurring	Non-recurring
Drone and Antidrone		✓
CCTV		✓
USO-TOT	✓	✓
Course online	✓	

Y2021 Line-up Projects

✓ Engineering Business

Underground Cable – Khon Kaen

1

34 MB

2

Submarine Cable – Panyi Island

144 MB

Submarine Cable – Samui Island

3

1,230 MB

4

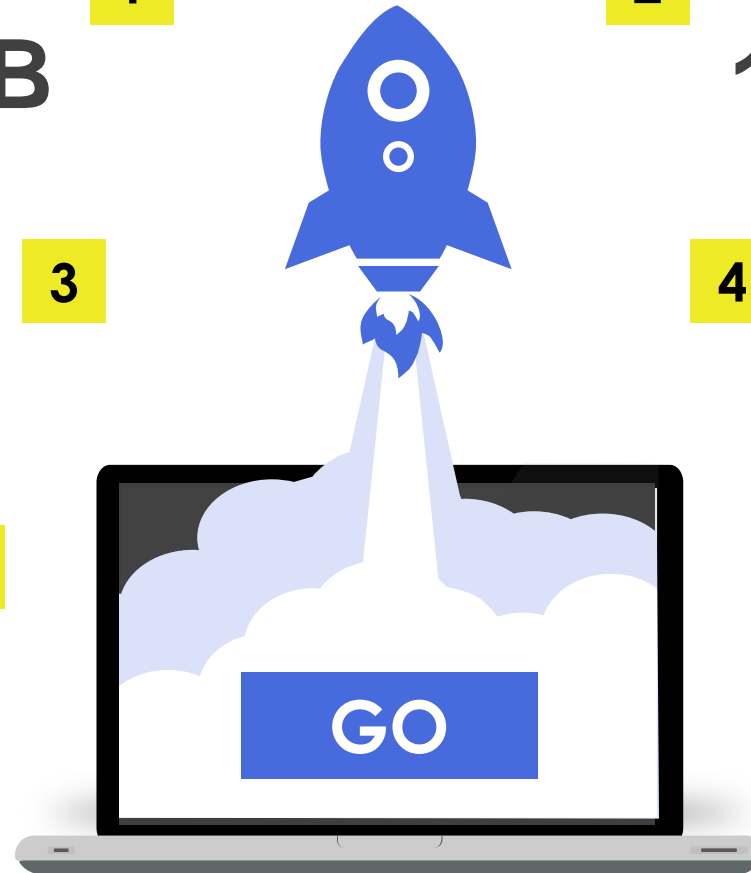
Substations - across 3 provinces
(consortium)

535 MB

Submarine Cable – Chao Phraya River

5

85 MB



Mega Trends

“The COVID-19 pandemic has changed the world, and its effects will last”



Sparks a
Wave of
Innovation



Digitalization Growth in Thailand

- Online Customer Service
- Remote Working
- IoT
- AI / machine learning
- Big Data
- Tele of Everything

Healthcare




New Opportunity in HealthTech

- TeleHealth
- TeleMedicine
- COVID-19 detection kits





THANK YOU

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