



# ILINK

## OPPORTUNITY DAY

### Q2/2021



CG SCORE 2020

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





Bring Technology To  
Develop THAILAND

# 01 Background

- Company Timeline
- Company Structure
- Business Portfolio

# 02 Performance

- 2018 -2020 Recap
- 1H21 Overview

# 03 Forward Looking

- Projects on Hand
- 2H21 Line-up Projects
- 2021 Target

# 04 Recent Updates

- Significant Events
- Q&A



# Agenda

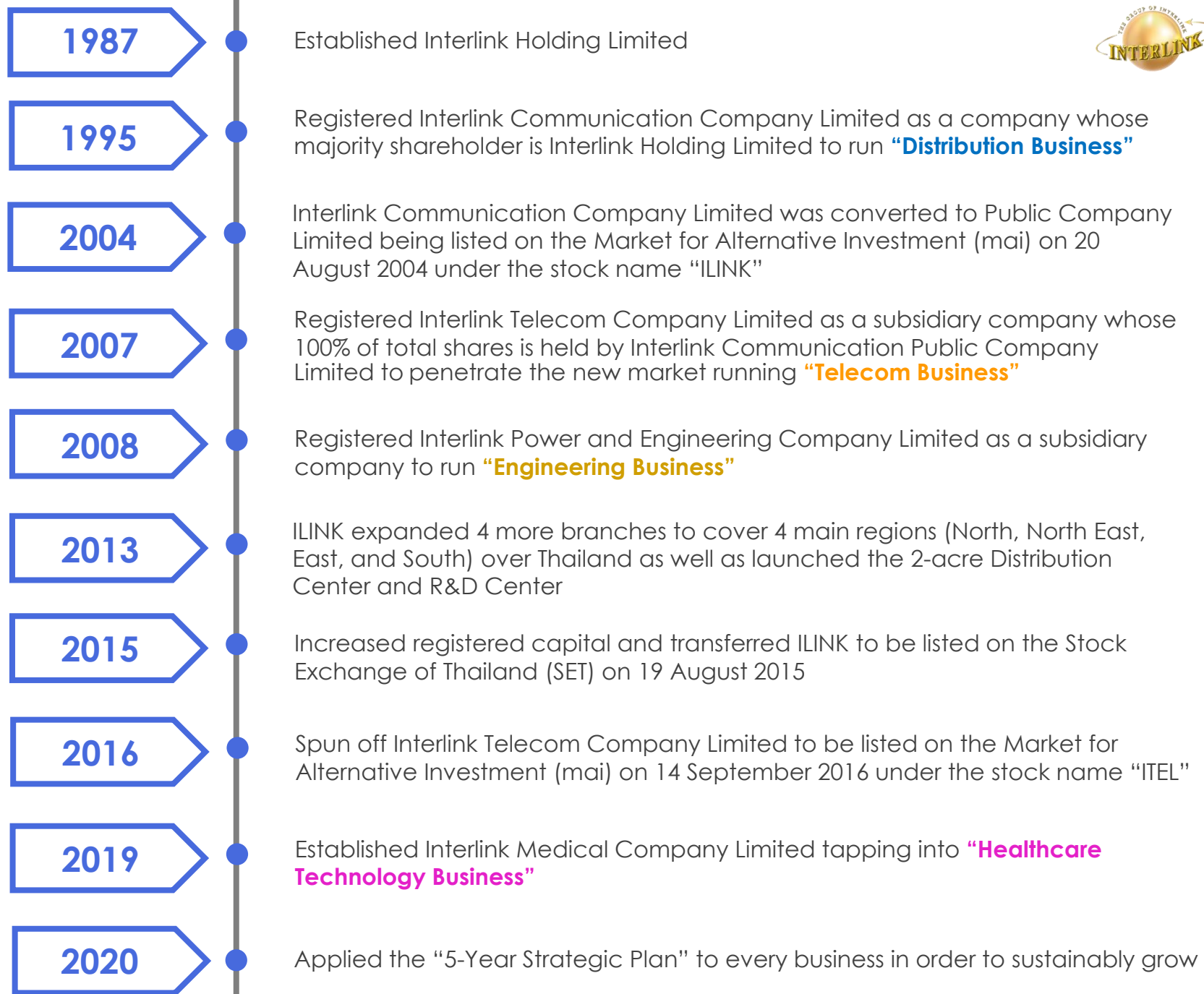
# 01

## Background

- Company Timeline
- Company Structure
- Business Portfolio

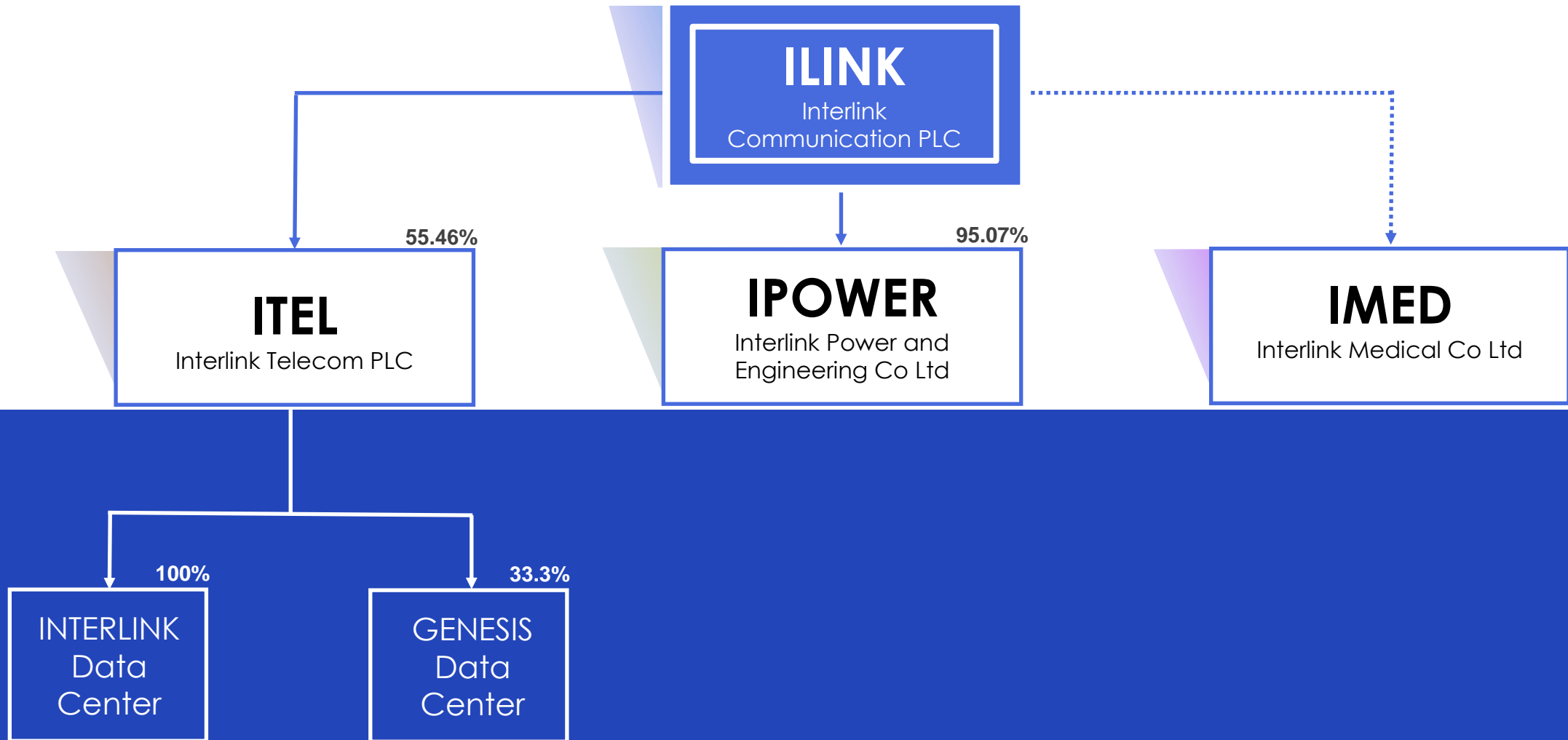


# Company Timeline





# Company Structure



# Business Portfolio

01

## DISTRIBUTION

- Importer & Distributor
- B2B Trading
- Organic Growth



41%

02

## TELECOM

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



38%

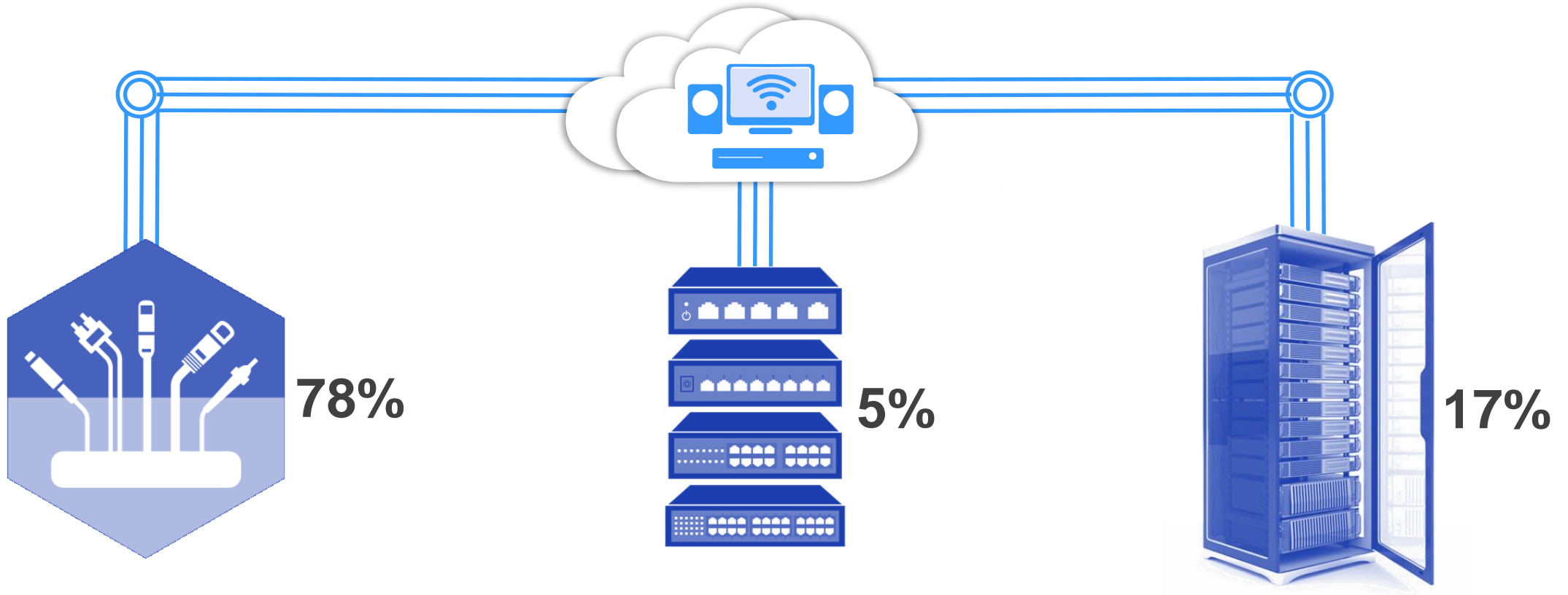
03

## ENGINEERING

- Turnkey Project
- Government Bids
- Unpredictable Growth



21%



## CABLINGS

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

## NETWORKINGS

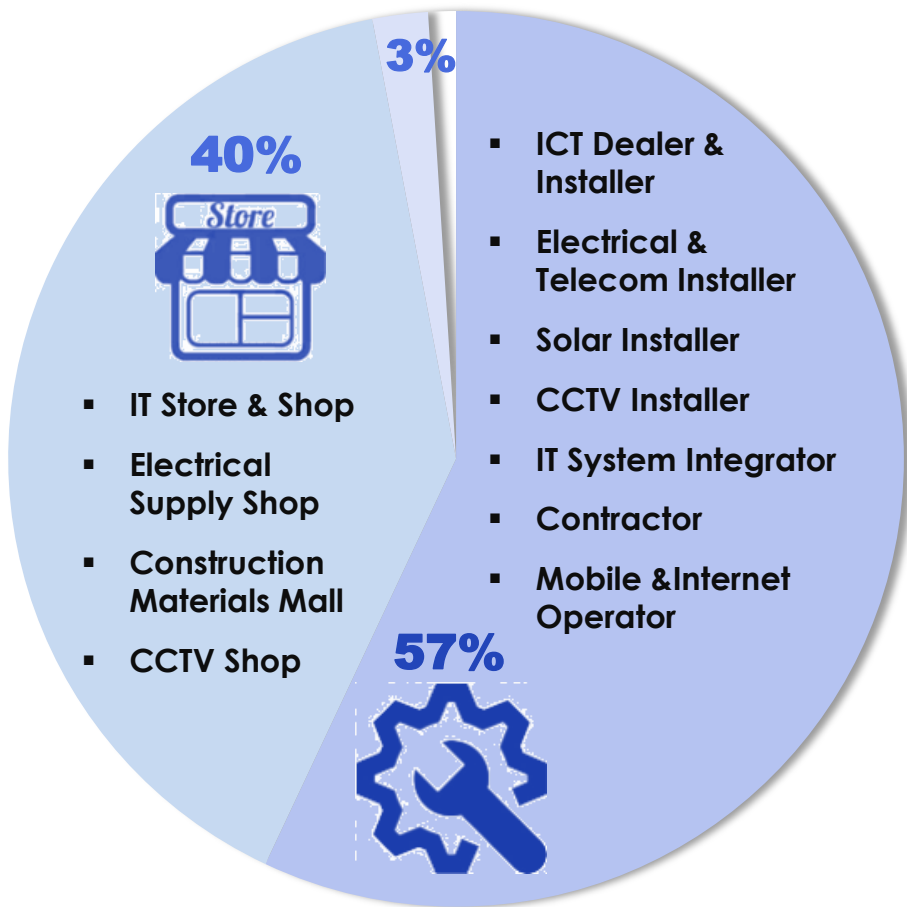
- POE Switch
- Network Switch
- WiFi Access Point  
etc.

## RACKS

- 19" LINK Rack
- 19" GERMAN Rack  
etc.



## Customers



## Competitors

### 1 CABLINGS

- **LINK 55%**
- **Commscope (10% + 10%)**
- Panduit 10%
- Furukawa 5%
- Limaz 5%
- Others 5%

### 2 NETWORKINGS

- CISCO 45%
- Huawei 20%
- ARUBA 15%
- TP-LINK 10%
- LINKSYS 5%
- **Others 5%**

### 3 RACKS

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

\*Data as of Jun 30, 2021



### RECURRING REVENUE

DATA SERVICE  
**73%**

DATA CENTER  
**5%**

### ONE-TIME REVENUE

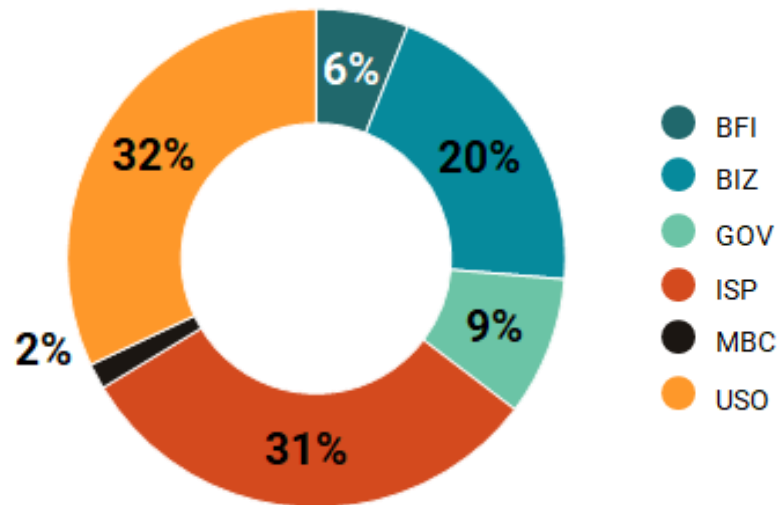
INSTALLATION  
**22%**

\*Revenue Contribution as of Jun 30, 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

- TRUE
- AIS
- Jasmine (3BB)
- NT (TOT + CAT)
- **ITEL**
- Utel
- DTAC
- Symphony
- ALT

### 2 DATA CENTER

- Supernap
- NT (TOT + CAT)
- **Interlink**
- **Genesis**
- INET

### 3 INSTALLATION

- |               |                  |
|---------------|------------------|
| ▪ <b>ITEL</b> | ▪ TRUE           |
| ▪ Utel        | ▪ AIS            |
| ▪ Planet      | ▪ NT (TOT + CAT) |
| ▪ Sky         | ▪ JWS            |
| ▪ ALT         | ▪ Others         |

**SUBMARINE CABLE**



**POWER SUBSTATION**



**TRANSMISSION LINE**



**UNDERGROUND CABLE**

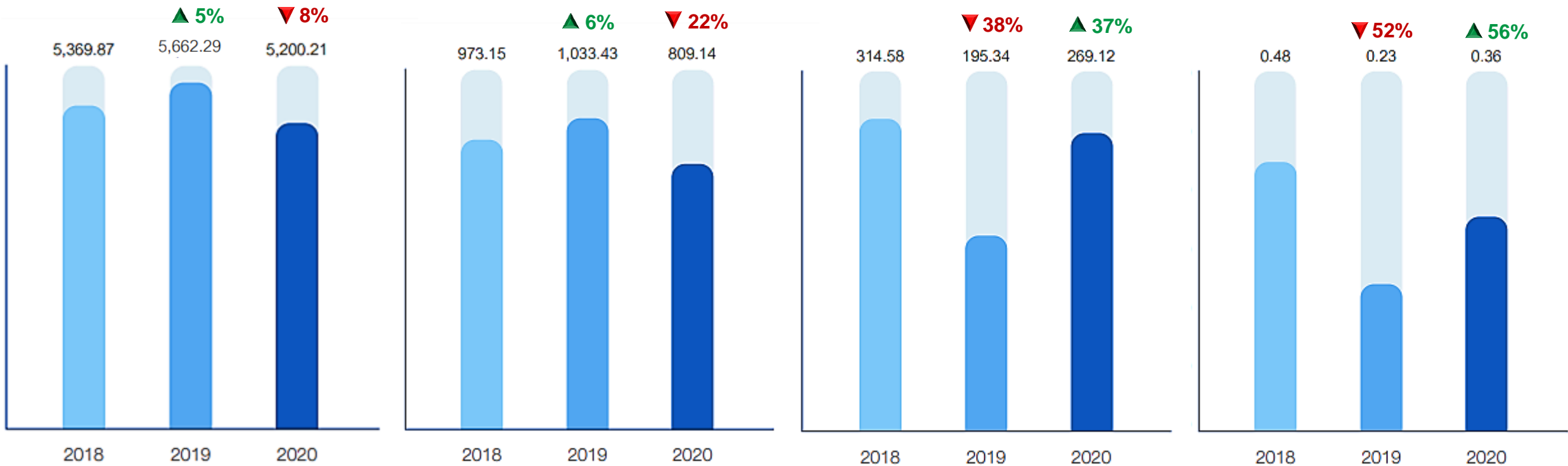


# 02 Performance

- 2018 -2020 Recap
- 1H21 Overview



# 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

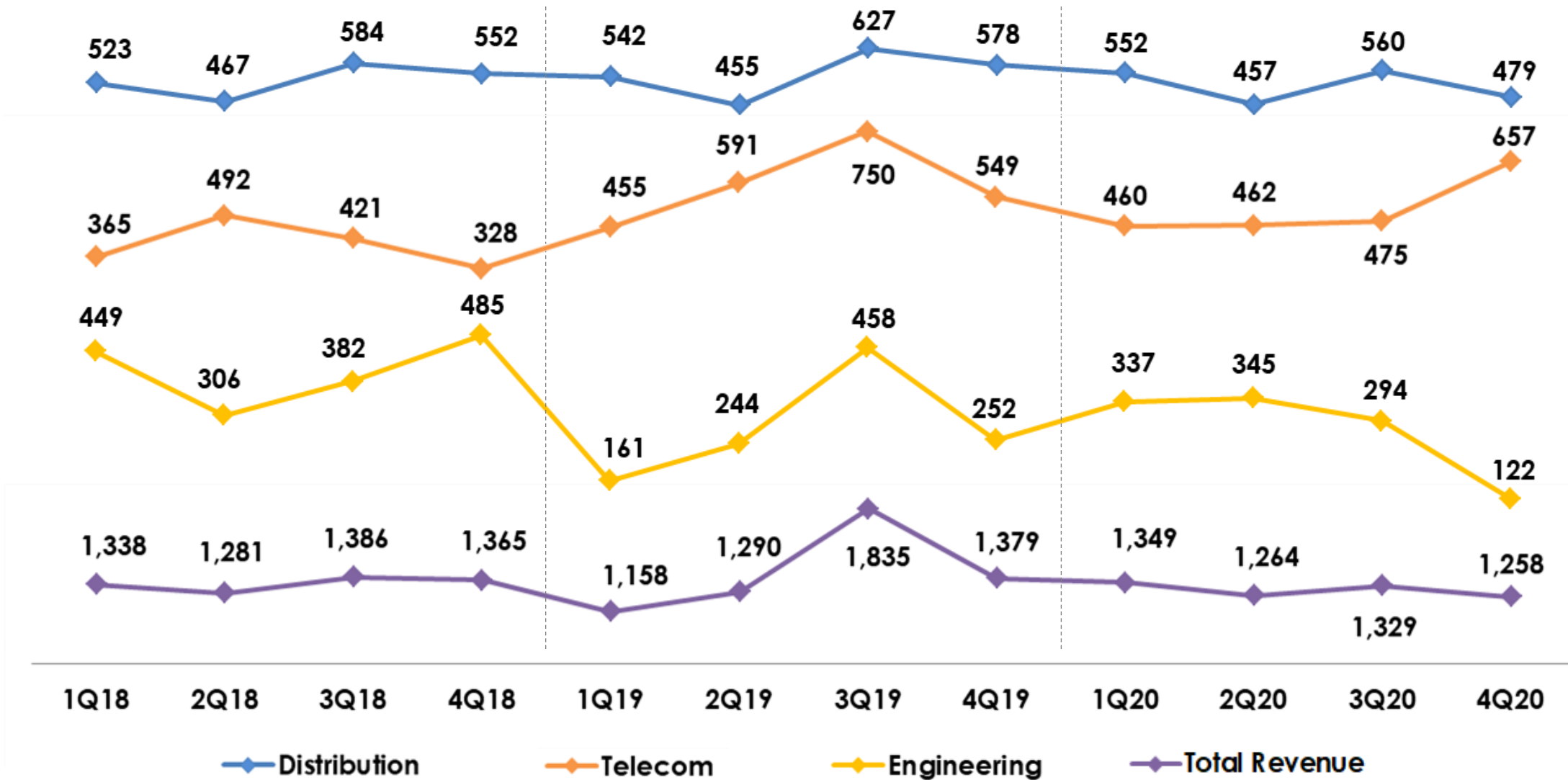
**Earnings per Share**  
 EPS increased according to the higher income and the lower no. of shares (Treasury Stock = 15.14M out of 543.63M)

# 2018 - 2020 Performance Recap



## Revenue Breakdown

Unit: Million THB

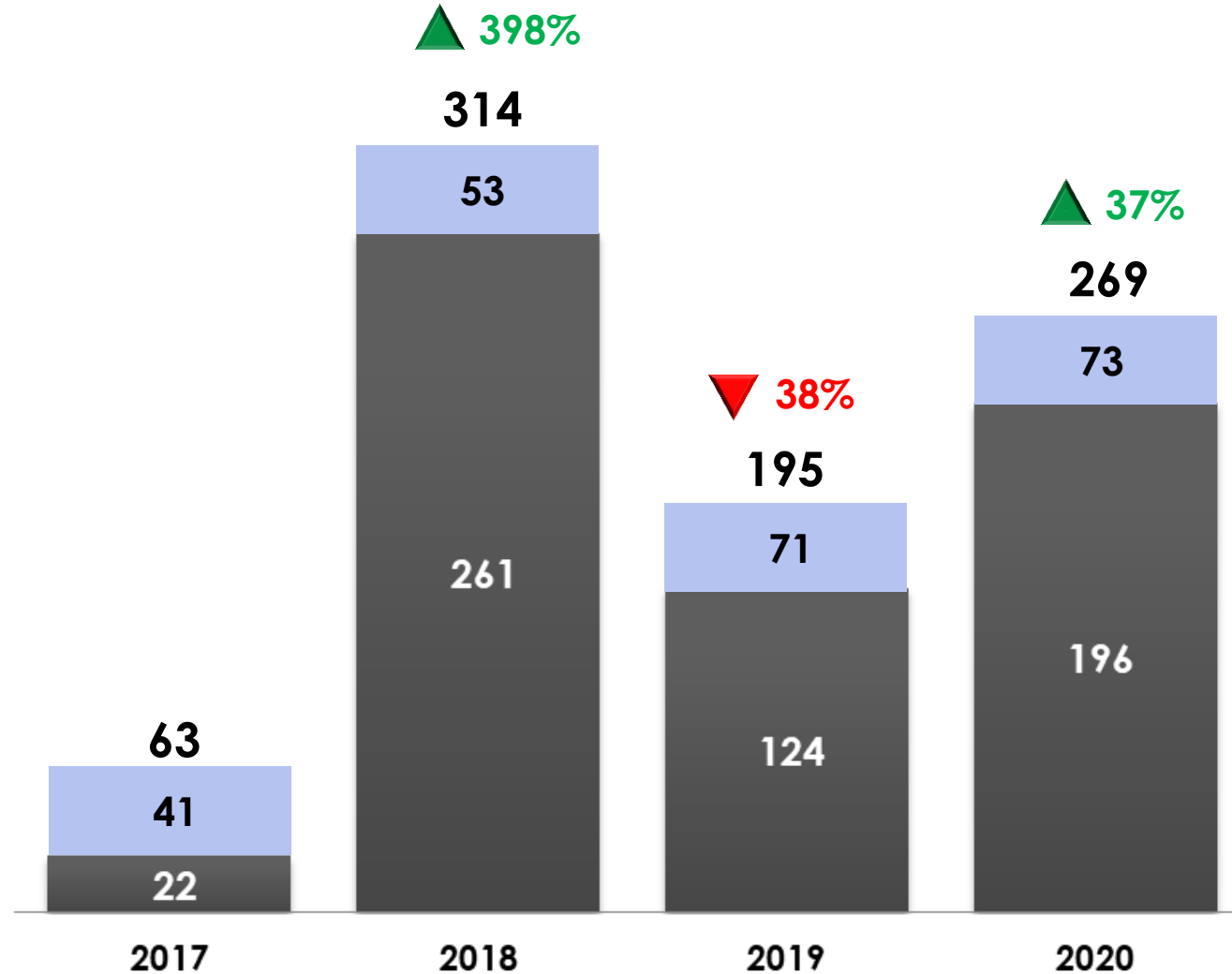


# 2018 - 2020 Performance Recap



## Net Profit Breakdown

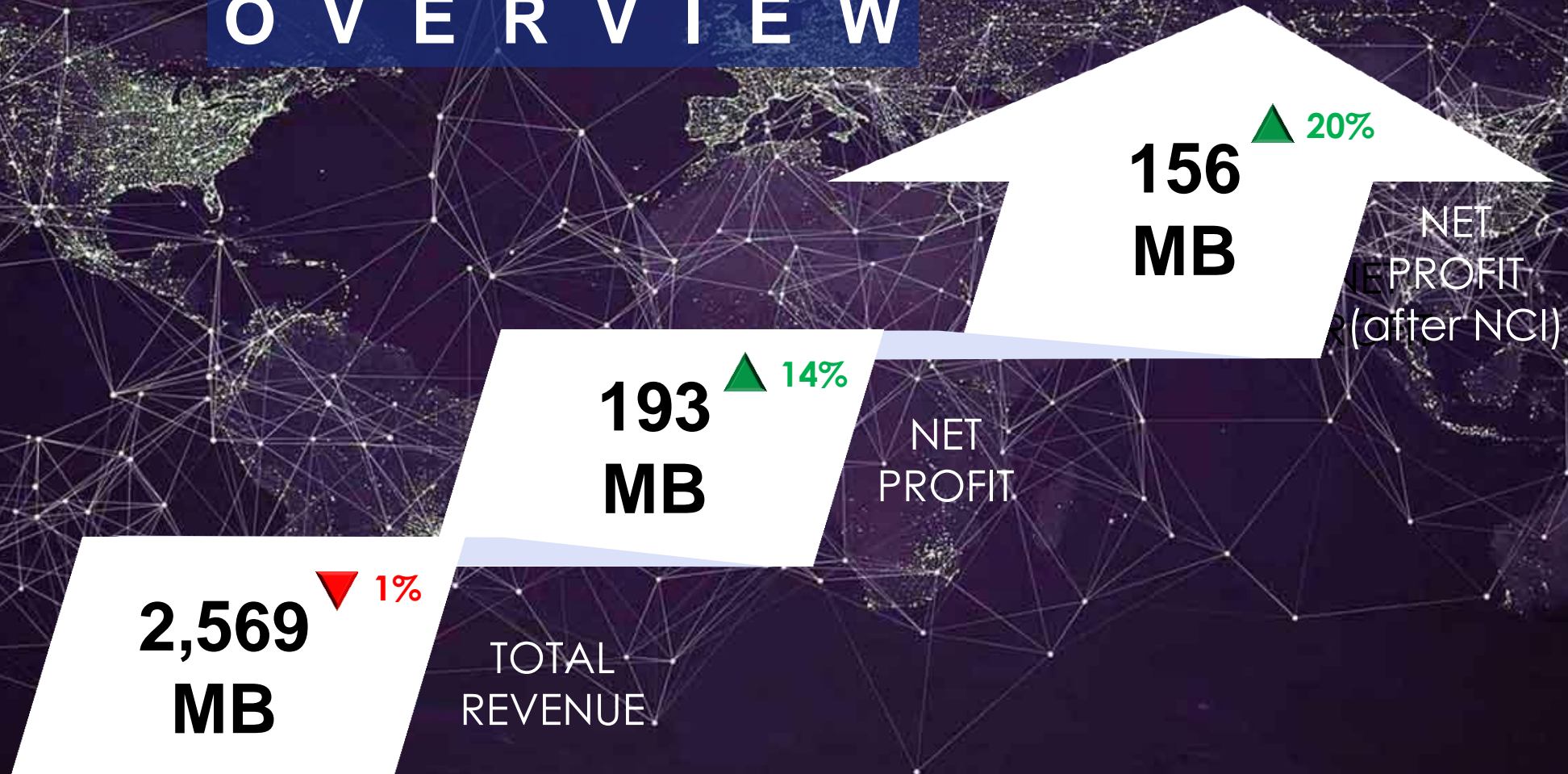
Unit: Million THB



NCI  
(Non Controlling Interest)



# 1H21 CONSO OVERVIEW

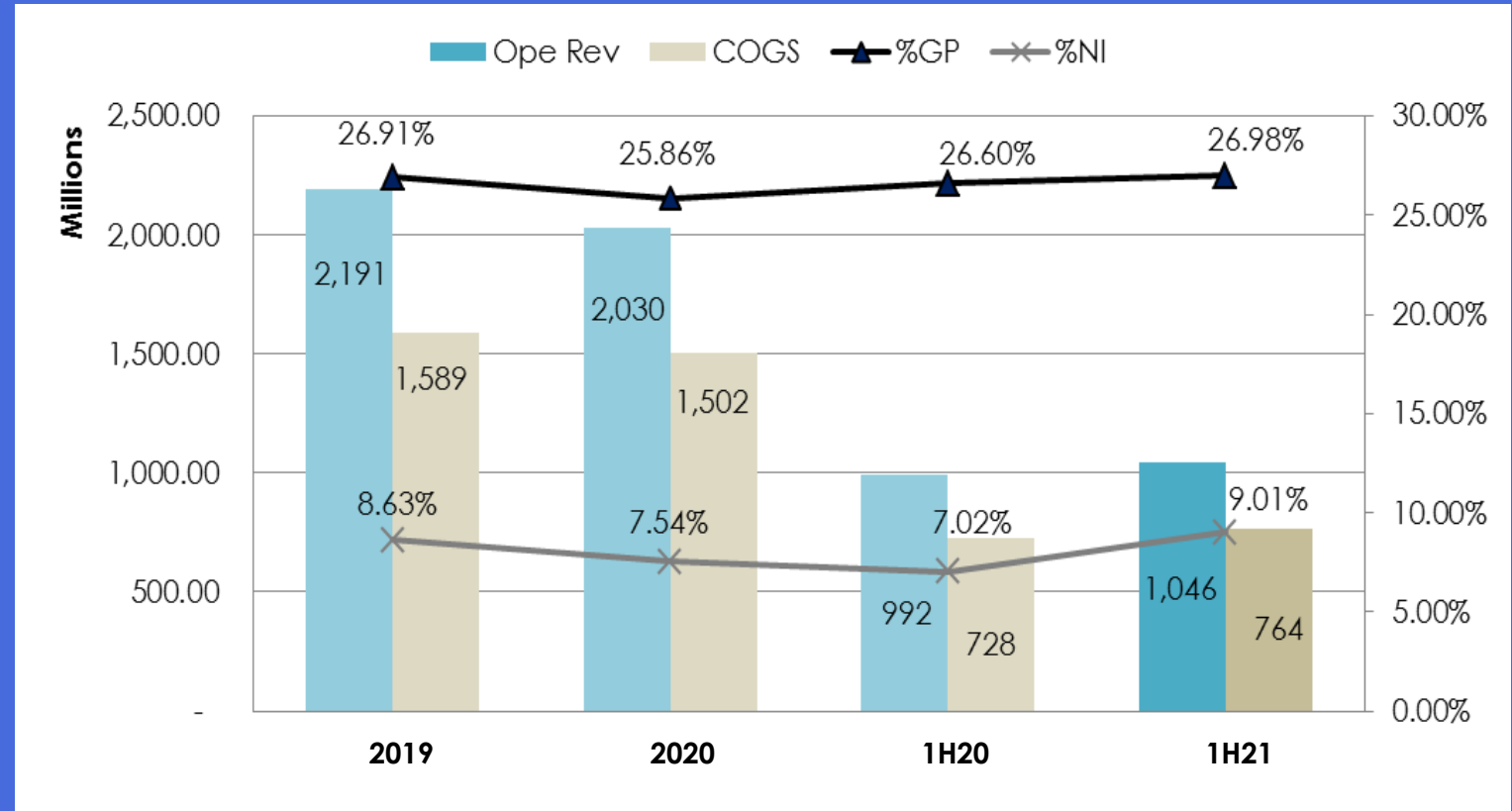


# 1H21 Overview

“We mainly increase sales by 5% HYoHY on cabling products which contribute up to 78% of total distribution revenue while %GP develops from the selling price adjustment.

As we were closely monitoring SG&A expense and finance cost, bottom line largely improves by 33% HYoHY ”

## Distribution Business

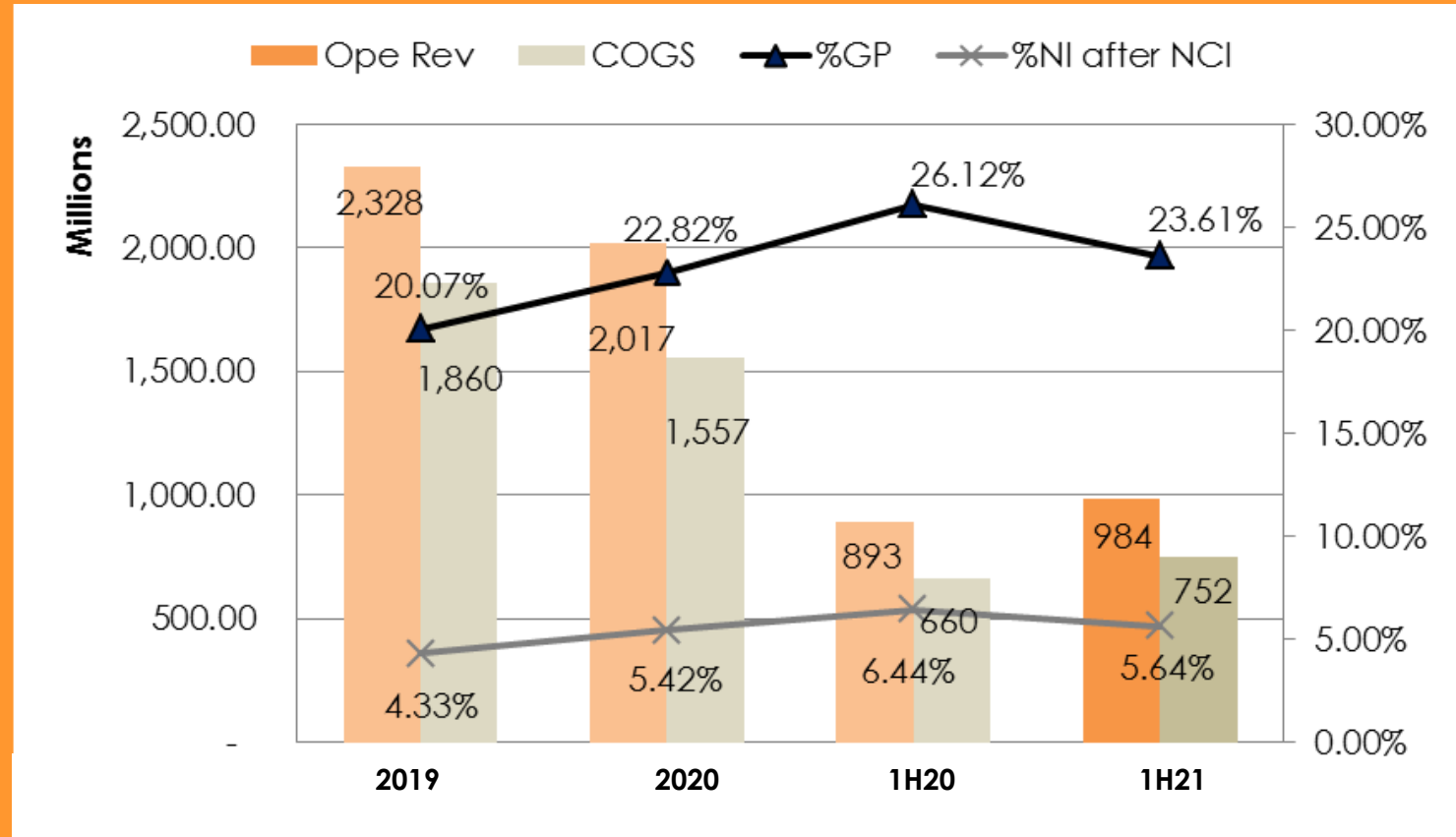


# 1H21 Overview

“We focus on securing contract extension from data service customers while adding new installation projects (Big data x Security), so total service revenues rise by 10% HYoHY

Major costs of service such as network depreciation and maintenance cost go up, thus net profit declines by 4% HYoHY

## Telecom Business

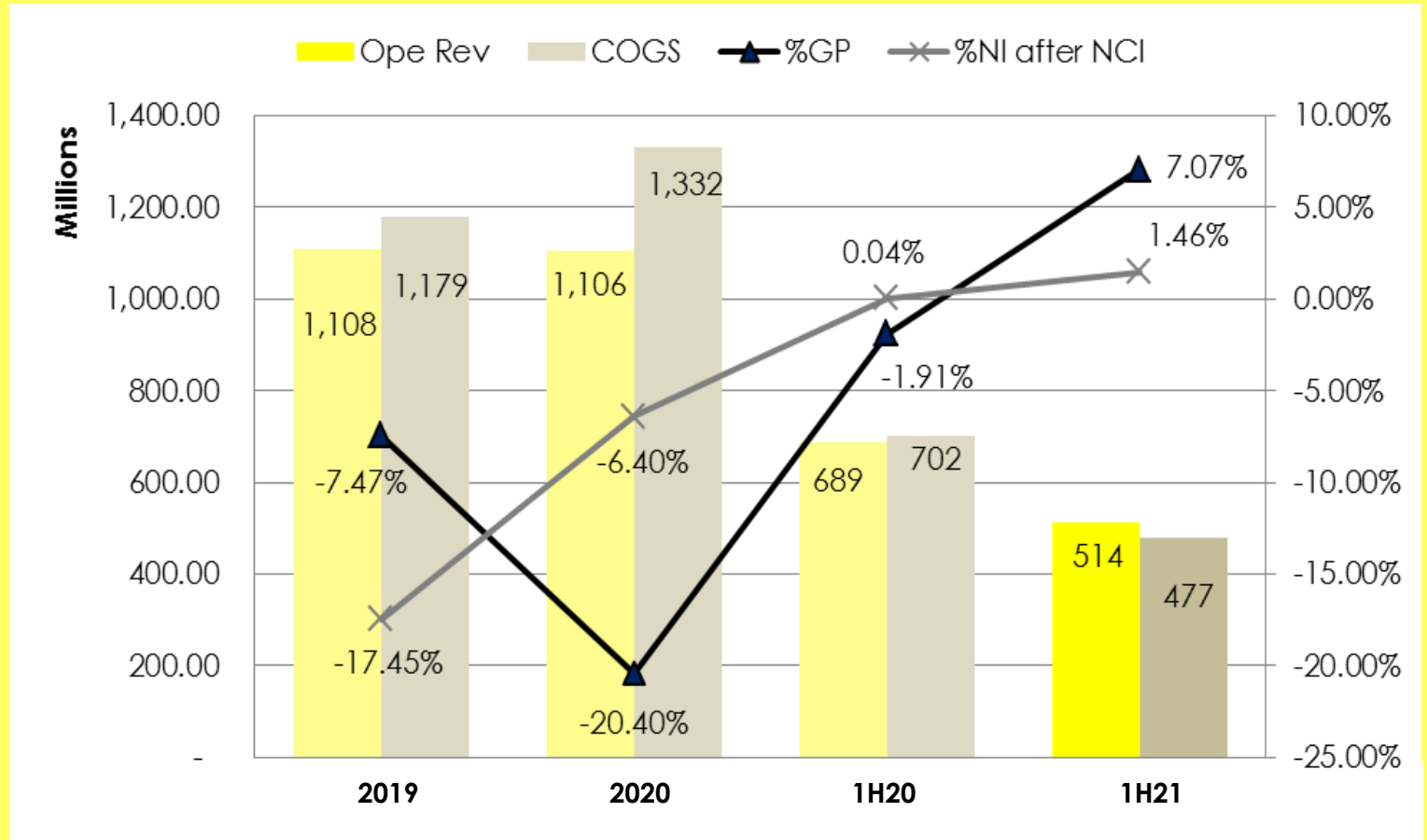


# 1H21 Overview



“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



# 03

## Forward Looking

- Projects on Hand
- 2H21 Line-up Projects
- 2021 Target & Highlights





# Projects on Hand

## ▼ Telecom Business

	Information as of Q2 2021				
	2021 (6 m)	2022	2023	2024 onward	Total
Bandwidth, DFI, IPLC	383	235	123	85	826
USO1 & USO2 - DSV	235	498	453	647	1,833
<b>DATA SERVICE</b>	<b>618</b>	<b>733</b>	<b>576</b>	<b>732</b>	<b>2,659</b>
<b>DATA CENTER</b>	<b>39</b>	<b>58</b>	<b>33</b>	<b>54</b>	<b>184</b>
<b>INSTALLATION (est. timeline)</b>	<b>247</b>	<b>57</b>	<b>32</b>	<b>-</b>	<b>336</b>
<b>TOTAL BACKLOG</b>	<b>904</b>	<b>848</b>	<b>641</b>	<b>786</b>	<b>3,179</b>

# 2H21 Line-up Projects

## ▼ Telecom Business

*Approx. Contract Value*

Recurring

Non-recurring

**Total**                      **2,103**

Drone & Anti-Drone                      **710**                      ✓

CCTV                      **325**                      ✓

PEA 1400 km                      **93**                      ✓

USO-TOT                      **670**                      ✓                      ✓

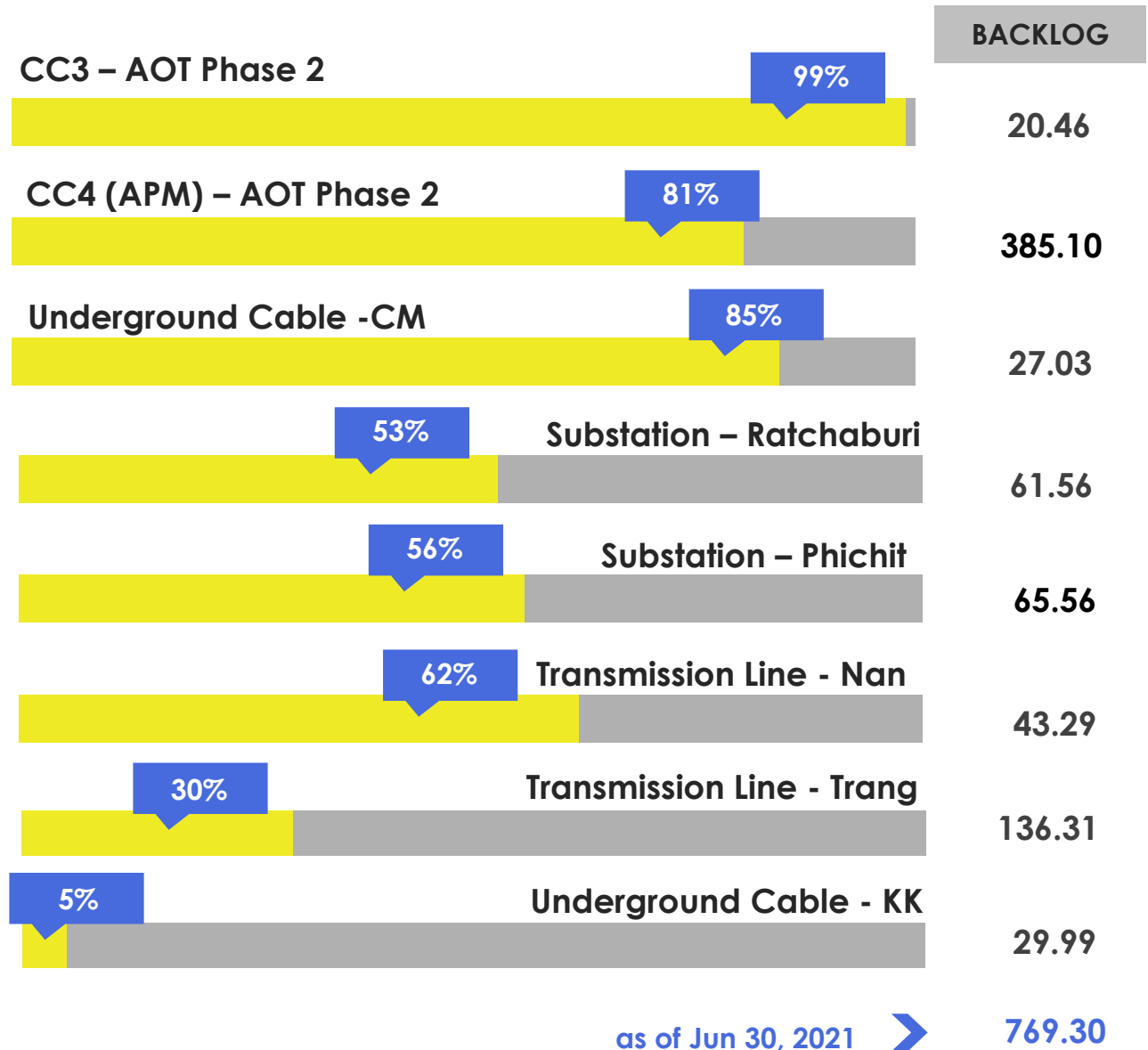
Course Online                      **305**                      ✓

# Projects on Hand

## ✓ Engineering Business



**\*NEW in 2Q21\***  
 Contract Signed  
 on May 31, 2021





# Projects on Hand

## Suvarnabhumi Airport Extension Phase 2



Satellite Airport Terminal - 1  
(SAT-1)

# Projects on Hand

## Suvarnabhumi Airport Extension Phase 2



**Automatic People Movers (APM)**



# 2H21 Line-up Projects

## Engineering Business

Approx. Contract Value

Q3

**Total**

**595**

Submarine Cable - Panyi Island

**144**



**Contract Signed  
on Jul 9, 2021**

Submarine Cable - Chao Phraya River

**85**



**Contract Signed  
on Aug 2, 2021**

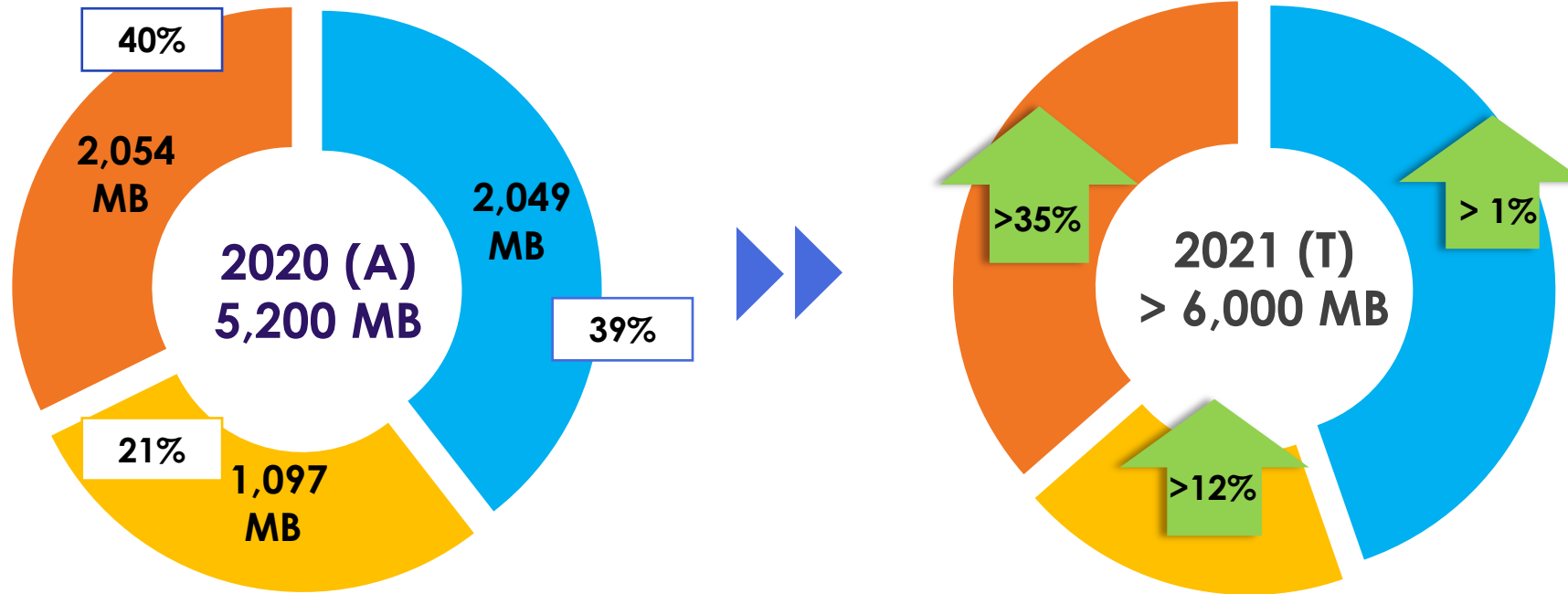
Substations - 3 Provinces (Consortium)

**366**



**Contract Signed  
on Jul 30, 2021**

# 2021 Revenue & NI Target



**%NI = 3.64**  
after NCI

**%NI = Double**  
after NCI

■ Distribution ■ Engineering ■ Telecom

# 04 Recent Updates

- Significant Events
- Q&A



# Significant Events

**26** MAY 2021

5<sup>th</sup> APM Arrival  
in Thailand

**07** JUL 2021

Sale of  
ITEL Share

**13** JUL 2021

6<sup>th</sup> APM Arrival  
in Thailand

**02** AUG 2021

Sale of  
Treasury Stock

- 50 million shares which equal to 4.85% of ITEL's total paid-up capital
- 4.10 THB each
- ILINK's shareholding proportion changes from 60.31% to 55.46%

- 15.14 million shares which equal to 2.79% of ILINK's total paid-up capital
- 7.10 – 7.30 THB each



Q&A





# THANK YOU



02-666-1111



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