



ILINK

OPPORTUNITY DAY

Q3/2021



CG SCORE 2021

WWW.INTERLINK.CO.TH





Bring Technology To
Develop THAILAND

01 Background

- Company Timeline
- Company Structure
- Business Portfolio

02 Performance

- 3Q21 Highlights
- 9M21 Overview

03 Forward Looking

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

04 Q&A

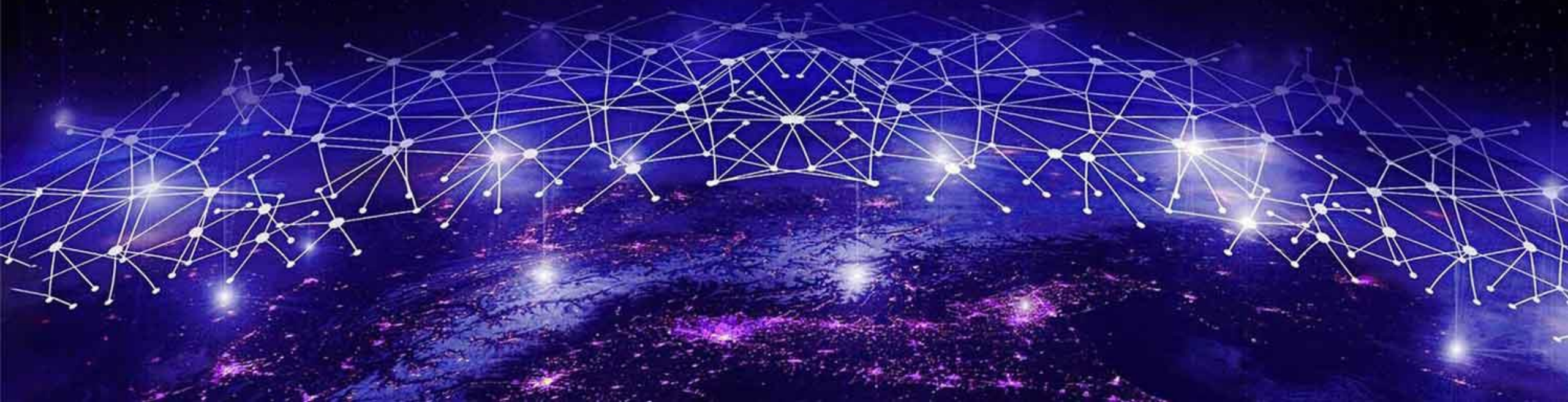


Agenda

01

Background

- Company Timeline
- Company Structure
- Business Portfolio



Company Timeline

1987

Established Interlink Holding Company Limited



1995

Registered Interlink Communication Company Limited as a company whose major shareholder is Interlink Holding Company Limited to run **“Distribution Business”**

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”

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”**

2008

Registered Interlink Power and Engineering Company Limited as a subsidiary company to run **“Engineering Business”**

2013

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

2015

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

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”

2019

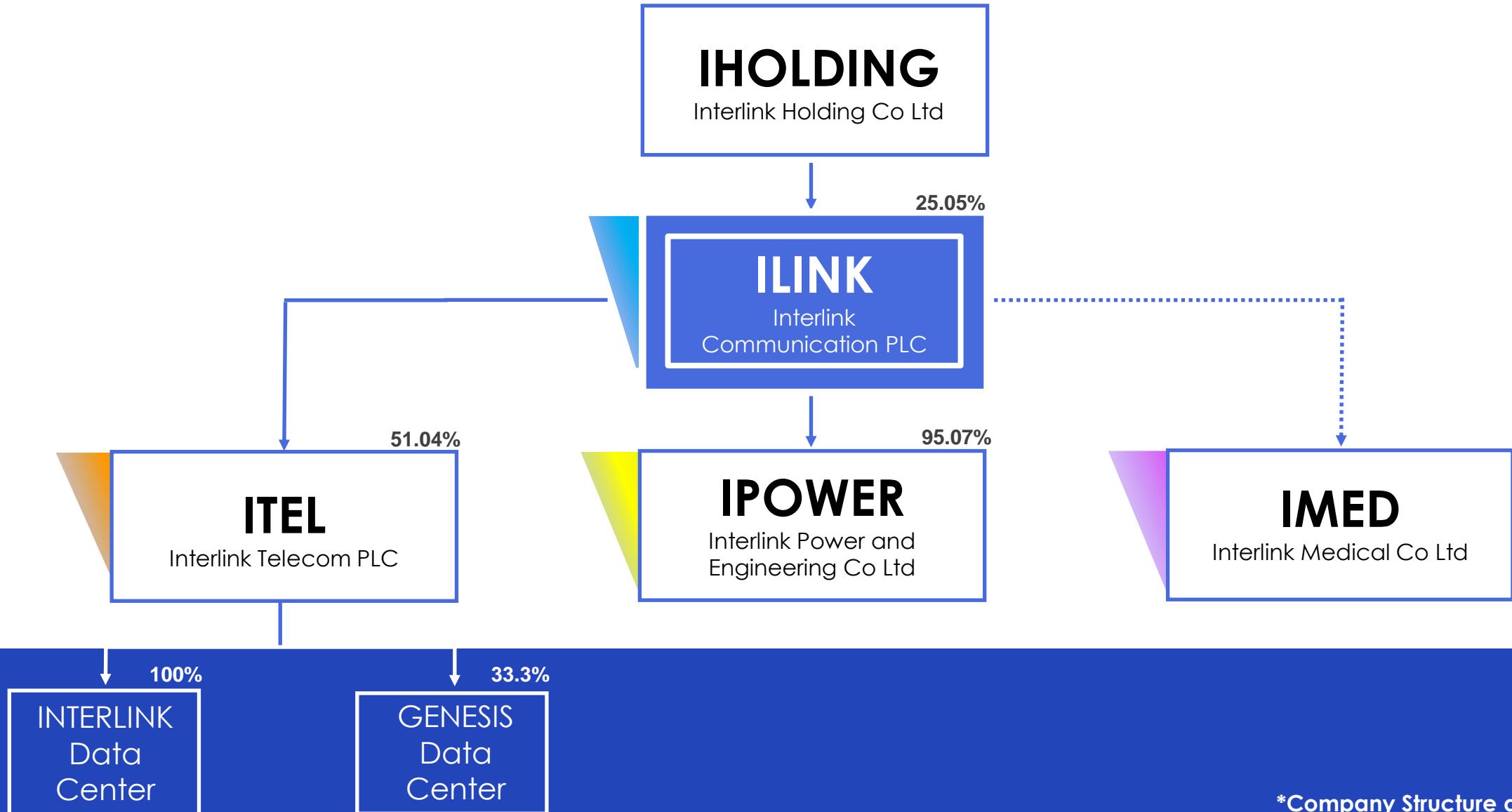
Established Interlink Medical Company Limited tapping into **“Healthcare Technology Business”**

2021

Transferred ITEL to be listed on the Stock Exchange of Thailand (SET) on 8 November 2021



Company Structure



*Company Structure as of Sep 30, 2021

Business Portfolio

Revenue Contribution

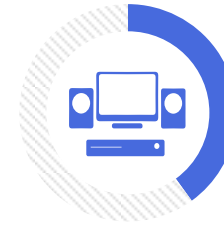
9M20

9M21

01

DISTRIBUTION

- Importer & Distributor
- B2B Trading
- Organic Growth



40%

40%

02

TELECOM

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



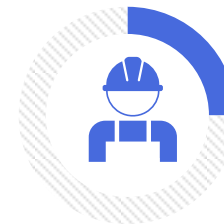
35%

37%

03

ENGINEERING

- Turnkey Project
- Government Bids
- Unpredictable Growth



25%

23%



CABLINGS



NETWORKINGS



RACKS

Product Mix
9M20

77%

5%

18%

Product Mix
9M21

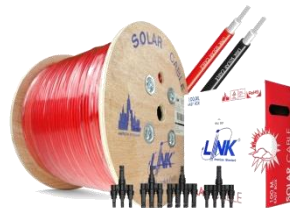
78%

5%

17%

Trending Products
3Q21

130%



15%



7%



Customer Mix

9M20

9M21



55%

56%



44%

42%



1%

2%



RECURRING REVENUE

DATA SERVICE

59%

DATA CENTER

5%

ONE-TIME REVENUE

INSTALLATION

37%

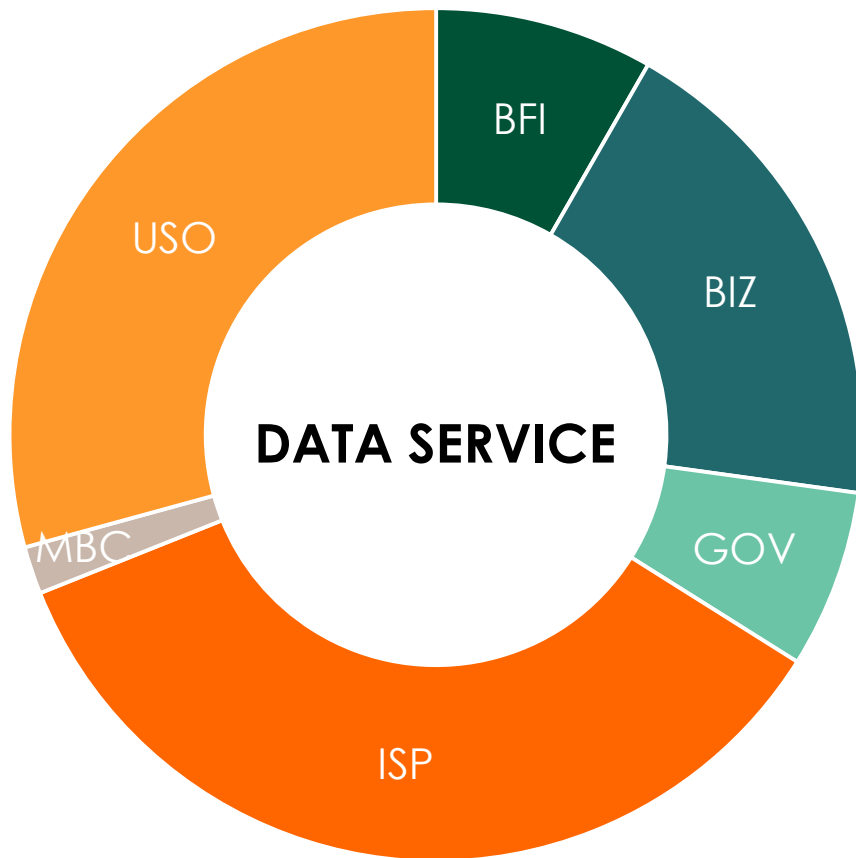
34%

Service Mix
9M20

Service Mix
9M21

62%







4%



Customer Mix

9M20

9M21

	9%	6%
	17%	20%
	6%	9%
	36%	29%
	2%	1%
	30%	35%

SUBMARINE CABLE



POWER SUBSTATION



TRANSMISSION LINE



UNDERGROUND CABLE



02 Performance

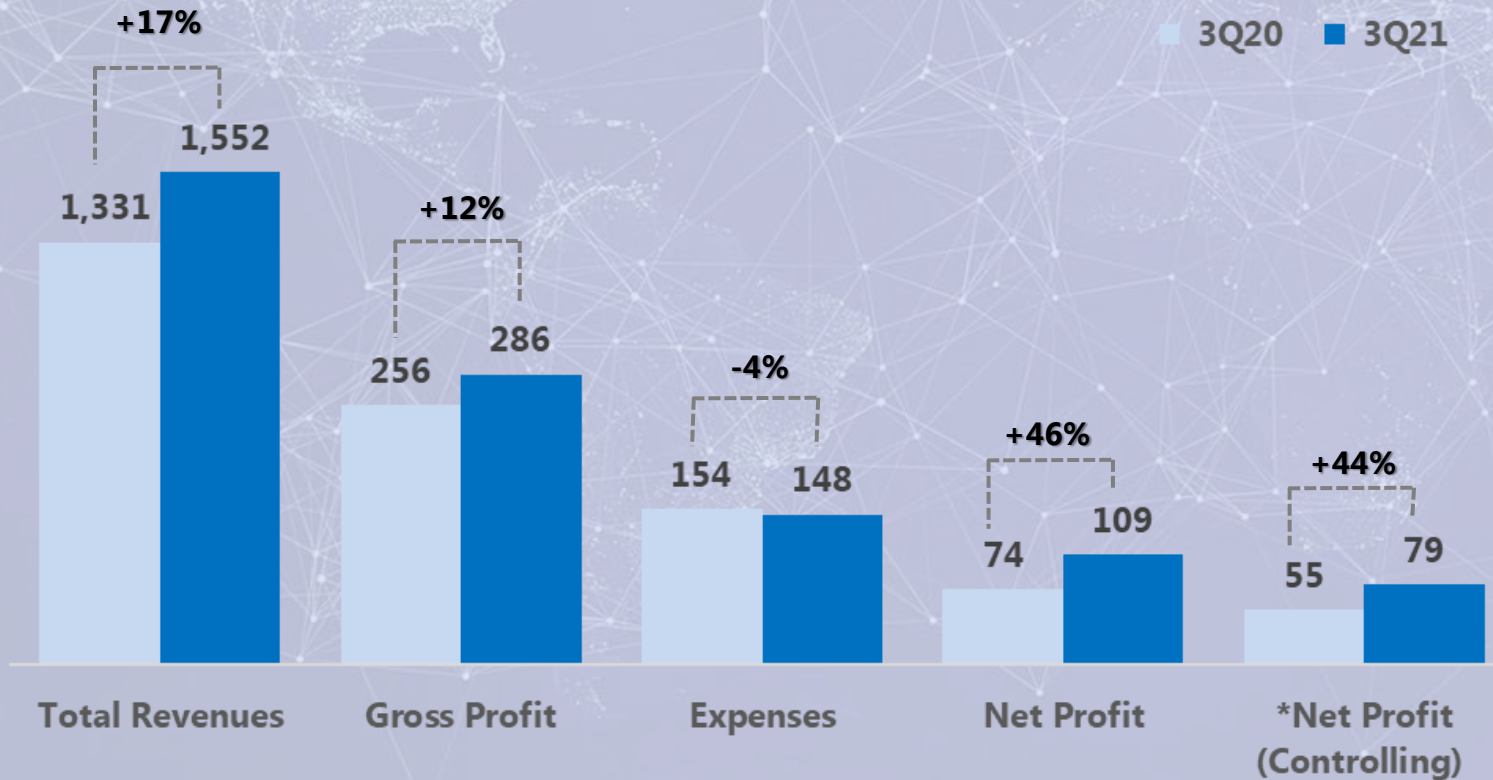
- 3Q21 Highlights
- 9M21 Overview



3Q21 CONSO HIGHLIGHTS

(Unit: Million Baht)

■ 3Q20 ■ 3Q21



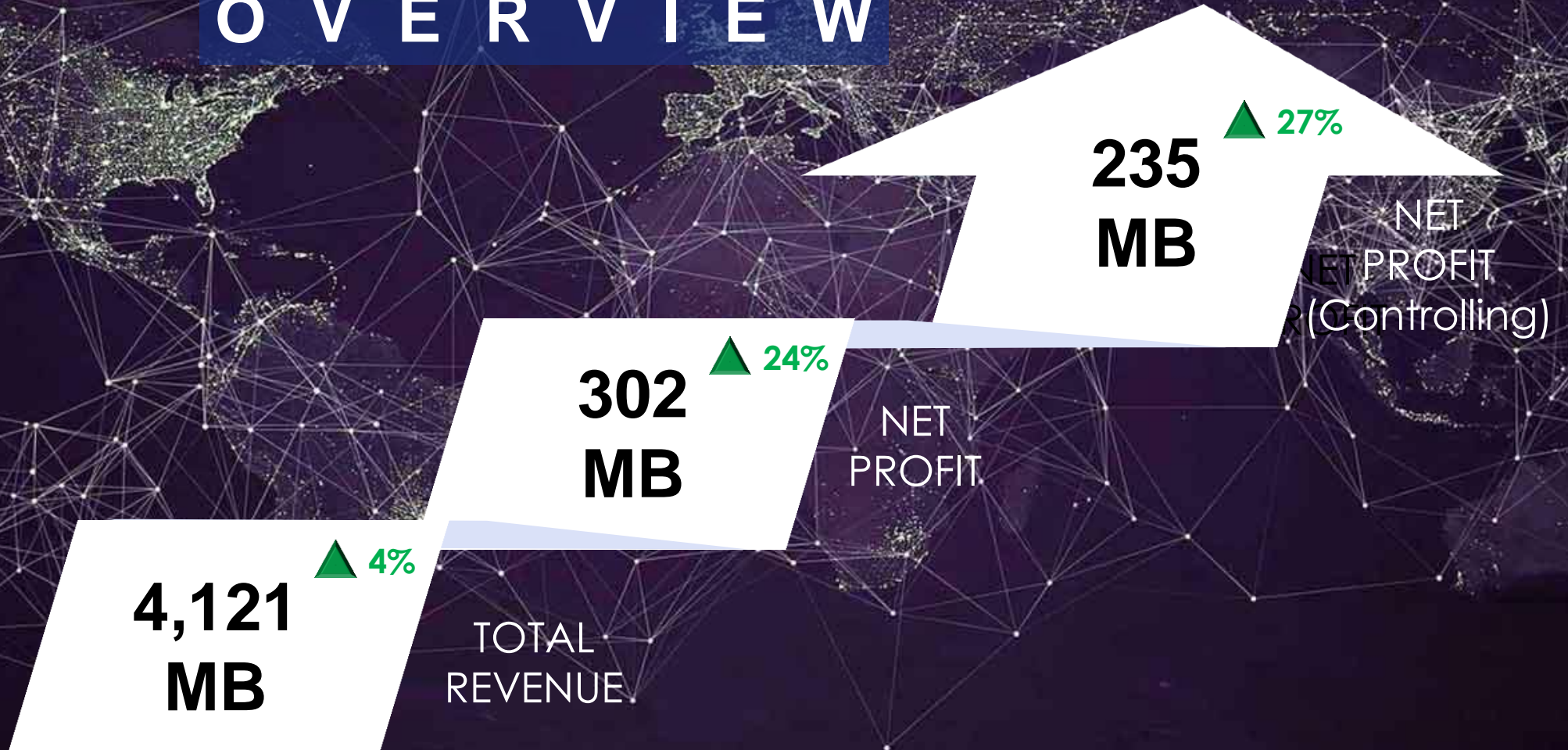
3Q21 Performance has a **strong improvement** in every key area

- ▶ **Sales Growth in every BU**
Dis +7% / Telco +10% / EPC +44%
- ▶ **Gross Profit Variation in Distribution**
Midyear Sale/ Copper/ \$\$
- ▶ **Well-Controlled Expenses**
Admin & Finance cost declined
- ▶ **All Time High Net Profit with *Net Profit (Controlling) Growth**
No losses on CC3 Project (EPC) were recognized in 2021 due to its closure
- ▶ **Healthier DE ratio**
Decrease from 1.76x to 1.30x

*Net Profit (Controlling) = Consolidated net profit attributable to the parent after deducting noncontrolling interest, the portion of equity ownership in a subsidiary

**As of Sep 30, 2021, the company's shareholding portion in a subsidiary "ITEL" was 51.04% which decreased from 60.16% as of Jun 30, 2021 while the company's shareholding portion in a subsidiary "IPOWER" was 95.07% with no changes

9M21 CONSO OVERVIEW

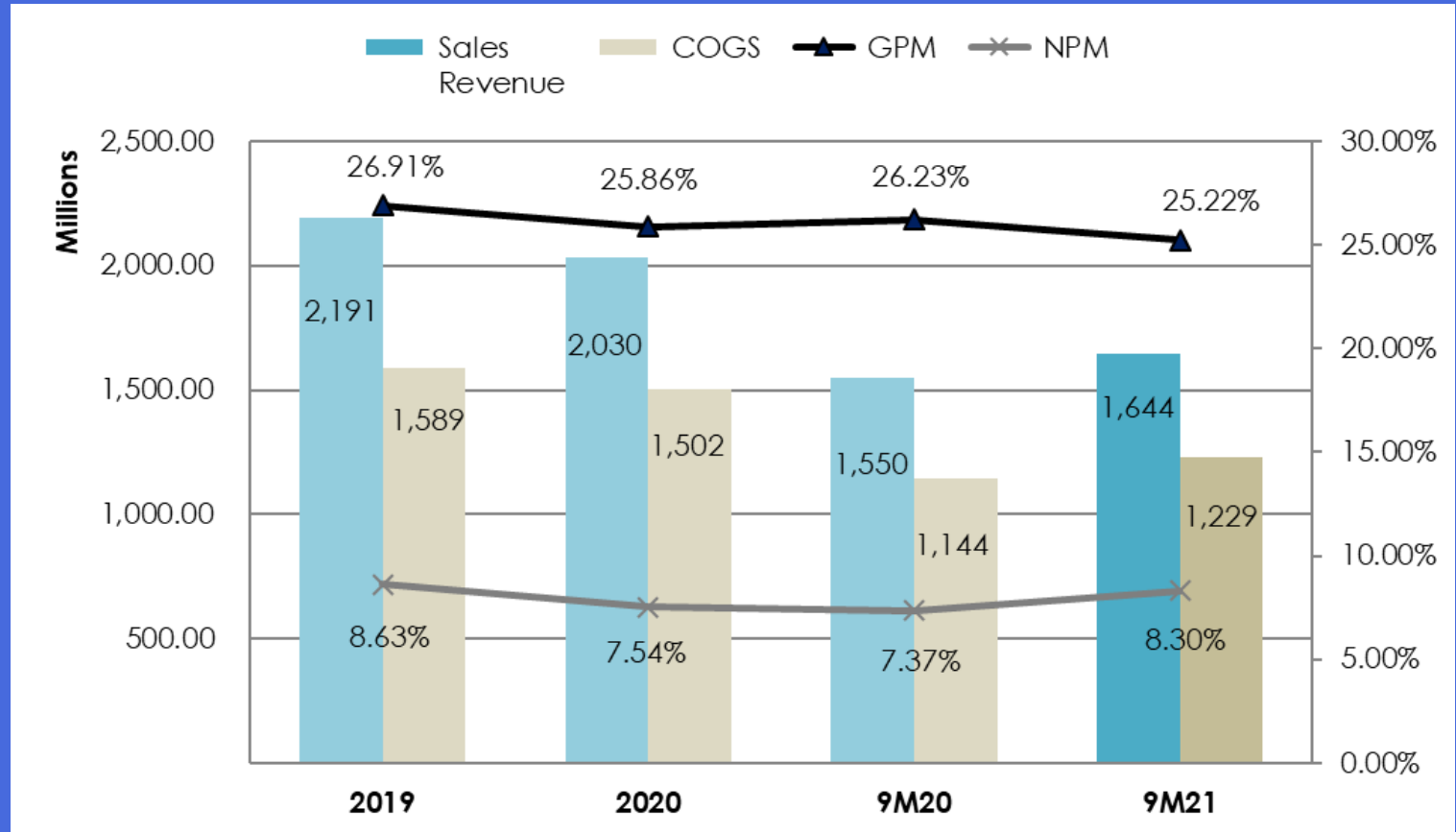


9M21 Overview

“We mainly increase sales by 6% on cabling product, **LAN Cable** and **Solar Cable**, while maintaining accumulated GPM over 25%”

A consistent monitor of **SG&A expense** and **finance cost**, NPM improves from 7.37% to 8.30%”

Distribution Business



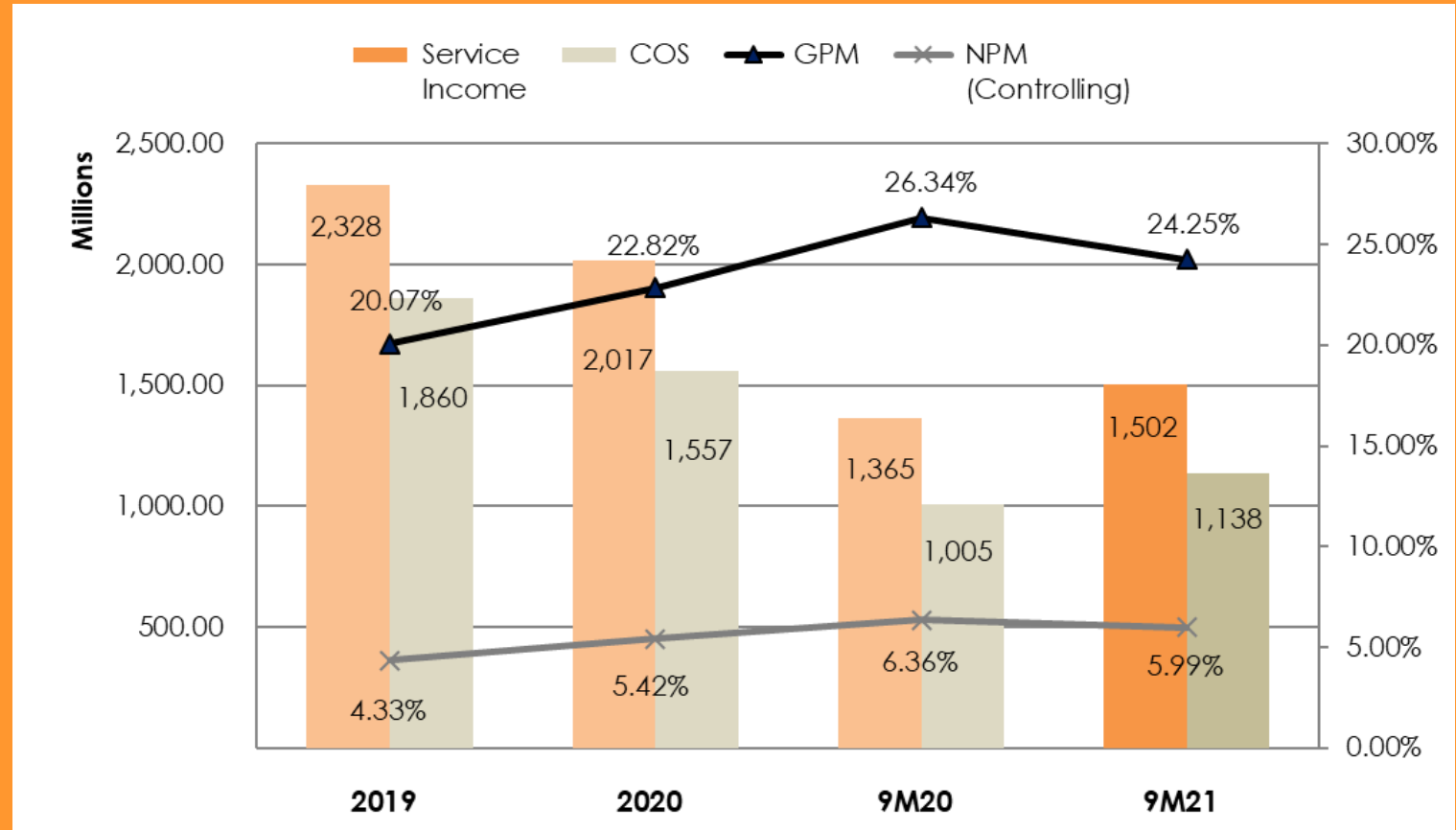
9M21 Overview



“We focus on delivering **USO2** for **Data Service** while recognizing several **Installation Projects**, thus total service incomes rise by 10%

Major costs of service such as **network depreciation** and **maintenance** go up, thus overall **GPM** and **NPM** slightly decline”

Telecom Business

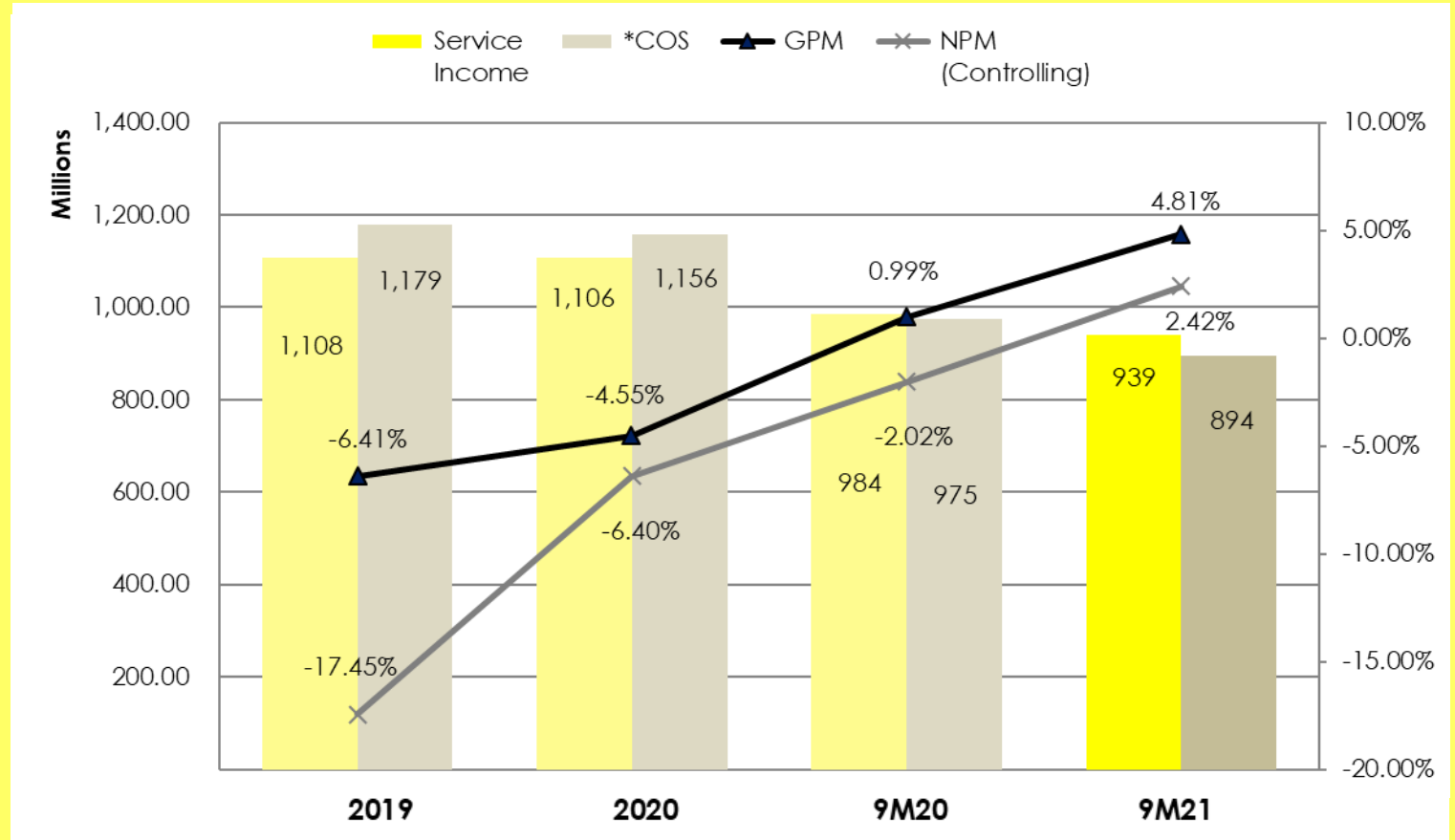


9M21 Overview



“Although 9M21 income is slightly less than 9M20’s which based on the percentage of work completion that varies over time, we **consistently achieve positive GPM and NPM of engineering business throughout 2021** after 3 consecutive years of losses”

Engineering Business



*Cost of Service includes “others gain (loss), net” that is representing unrealized gain/loss on FX contract. From 2020 onwards, the company has consistently adopted an accounting treatment where unrealized gain/loss on FX contract temporarily adjusts the APM Project’s budget cost at the end of every quarter.

03

Forward Looking

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





Projects on Hand

▼ Telecom Business

	Information as of Q3'21					Q2'21 Total
	2021 (3M)	2022	2023	2024 Onward	Total	
Bandwidth, DFI, IPLC	184	370	174	108	836	856
USO1-DSV	37	149	103	-	289	326
USO2-DSV	87	349	349	605	1,390	1,477
DATA SERVICE	308	868	626	713	2,515	2,659
						61%
DATA CENTER	18	60	35	56	169	184
						4%
INSTALLATION (Est. Timeline)	402	1,030	32	-	1,464	336
						34%
TOTAL CONTRACTS IN HAND	728	1,958	693	769	4,148	3,179

Line-up Projects

▼ Telecom Business

Approx. Contract Value



Total

1,155

859

296

USO-TOT

670

Waiting bidding

✓ **56%**

✓ **44%**

Course Online

305

Waiting bidding

✓

Data Service & Data Center

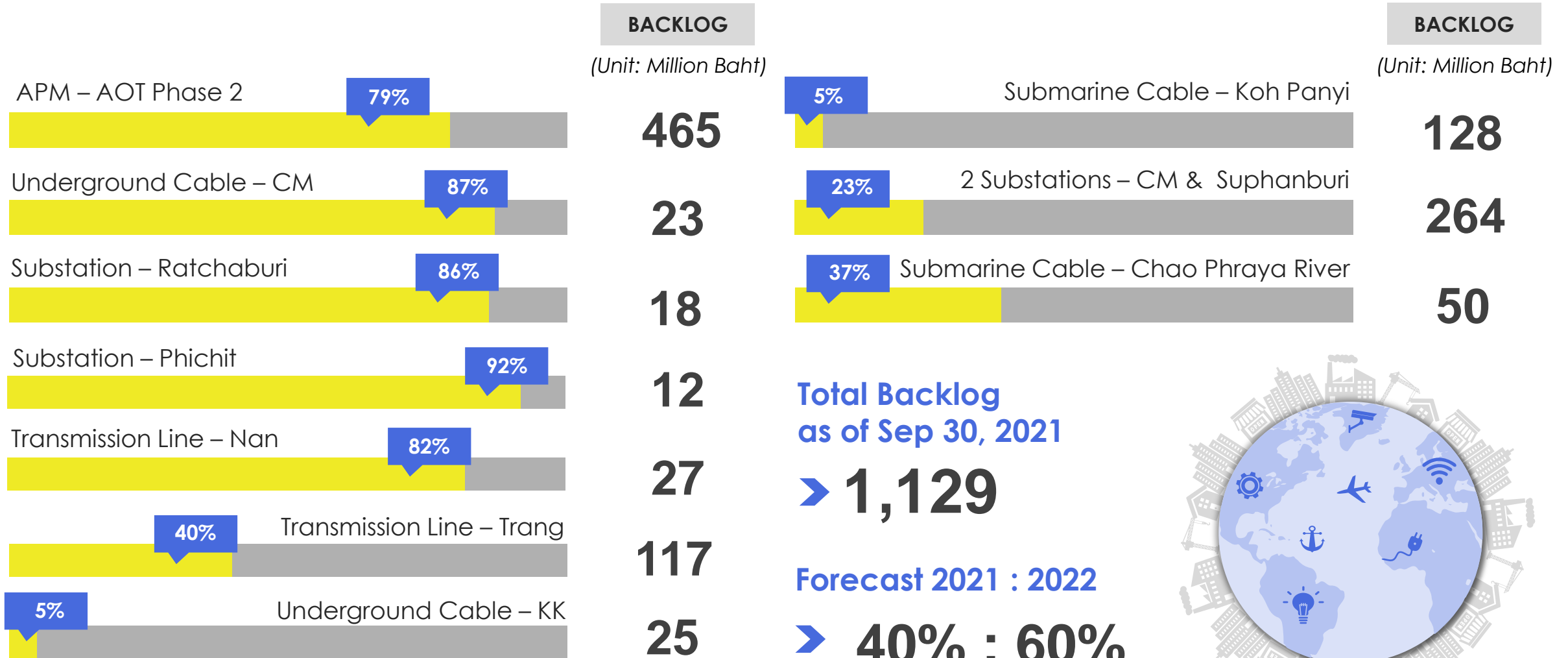
180

On going

✓

Projects on Hand

✓ Engineering Business



Projects on Hand

Suvarnabhumi Airport Extension Phase 2



Projects on Hand

Suvarnabhumi Airport Extension Phase 2

Automated People Mover **APM** Demo Run

27 SEPTEMBER 2021

อาคารเทียบเครื่องบินรองหลังที่ 1 (SAT-1) สนามบินสุวรรณภูมิ

- 08:15 ลงทะเบียน ณ อาคาร SAT-1 ชั้น B2
- 08:30 ผู้บริหาร AOT กล่าวต้อนรับ
- 08:40 ผู้บริหาร IRTV กล่าวขอบคุณ
- 08:50 ผู้เข้าร่วมงานถ่ายภาพร่วมกัน
- 09:00 พาทุกท่านชมห้องปฏิบัติการควบคุมรถไฟฟ้ายูนิคอร์น และทดลองนั่งรถไฟฟ้ายูนิคอร์นขบวนแรกของสนามบินสุวรรณภูมิ

QR Code MAP

สามารถจองรถใต้บัตรวีล่านเที่ยวเครื่องบิน Gate S114

Organized by INTERLINK COMMUNICATION PLC.



Line-up Projects

✓ Engineering Business

Approx. Contract Value

2022

Total

3,830

Submarine Cable - Koh Si Chang

900

Waiting bidding



Submarine Cable – Koh Samui

1,230

On public hearings



Submarine Cable – Koh Tao

1,700

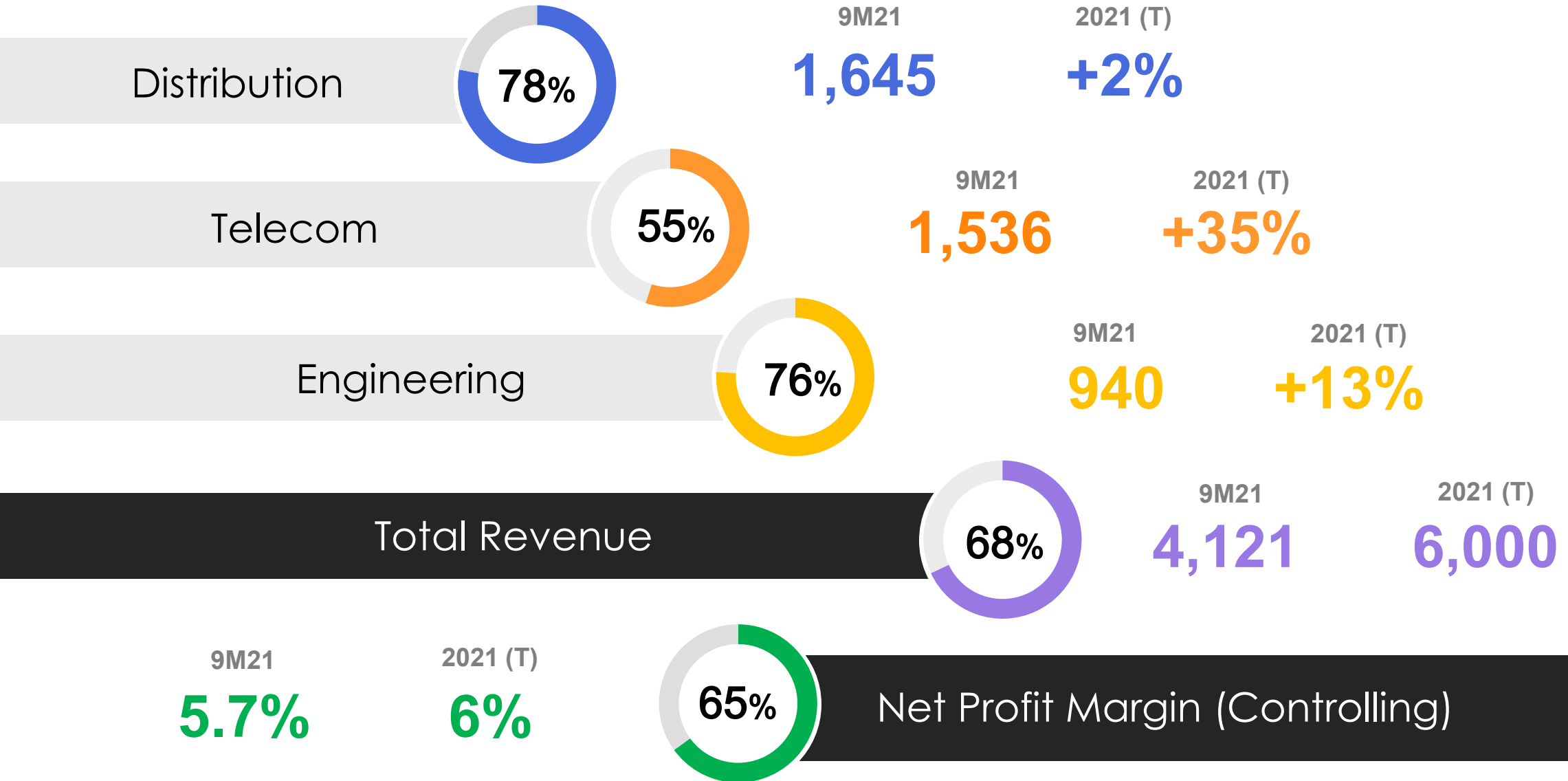
Waiting bidding





(Unit: Million Baht)

2021 Target



04 Q&A




Q&A





THANK YOU

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