



# ILINK

## OPPORTUNITY DAY

Year End 2021



CG SCORE 2021

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# Bring Technology To Develop THAILAND

## IMPORTANT DISCLAIMER:

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- 4Q21 Highlights
- 2021 Overview

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- Projects on Hand
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- New in 1Q22
- Line-up Projects

# Agenda

# 01 Background

- Group Overview
- Business Portfolio





# Group 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”**

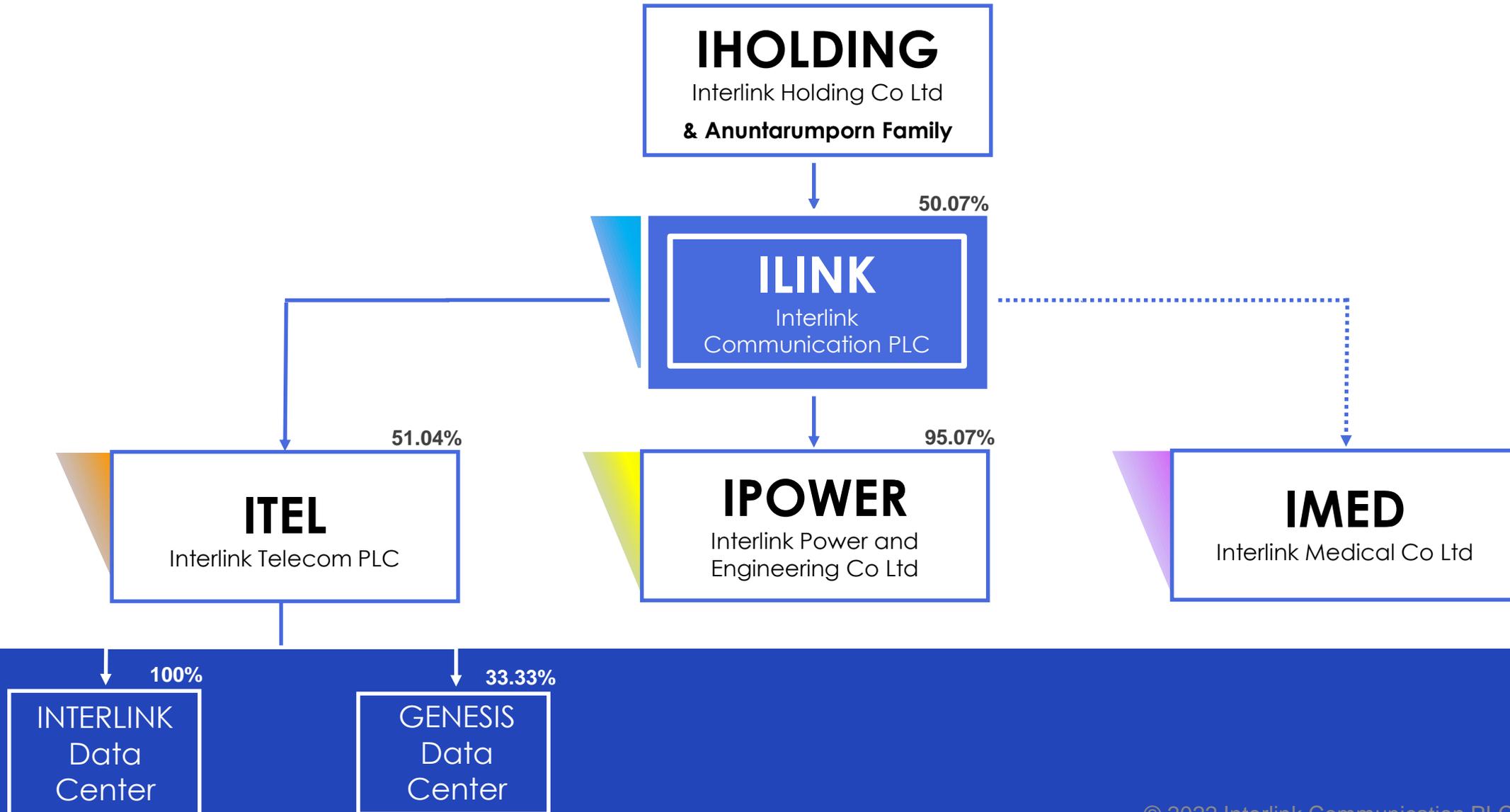
2021

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



# Group Structure

(As of December 31, 2021)



# Business Portfolio

Revenue Contribution

FY2020

FY2021

01

## DISTRIBUTION

- Importer & Distributor
- B2B Trading
- Cash Cow Business



39%

36%

02

## TELECOM

- Service Provider & Installer
- Recurring & Non-recurring
- Star Business



40%

41%

03

## ENGINEERING

- Turnkey Project
- Government Bids
- Performance Based Business



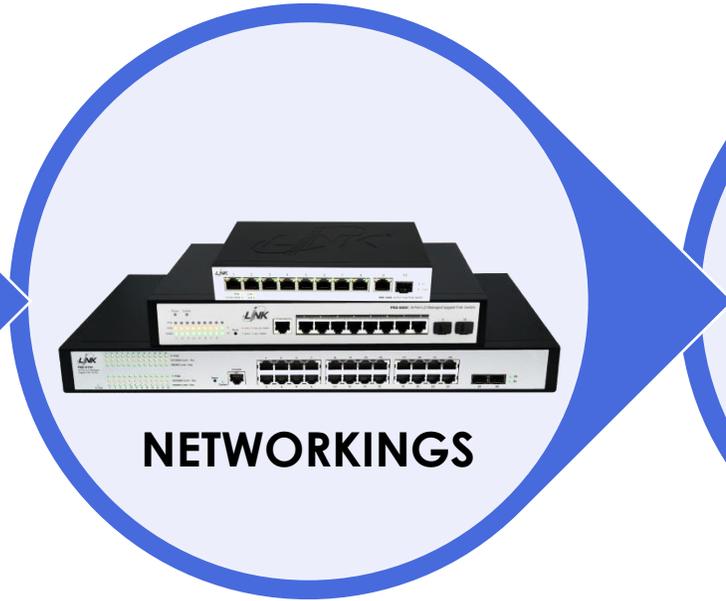
21%

23%

# Distribution Business



**CABLINGS**



**NETWORKINGS**



**RACKS**

Product Mix  
FY2020

**78%**

**6%**

**16%**

Product Mix  
FY2021

**80%**

**5%**

**15%**

Trending Products  
4Q21



Customer Mix

FY2020

FY2021



60%

56%



39%

42%



1%

2%



### RECURRING REVENUE

### ONE-TIME REVENUE

DATA SERVICE

DATA CENTER

INSTALLATION

55%

4%

41%

52%

4%

44%

Service Mix  
FY2020

Service Mix  
FY2021

# 03 Engineering Business



**TRANSMISSION LINE**



**POWER SUBSTATION**



**SUBMARINE CABLE**



**UNDERGROUND CABLE**



# 02 Performance

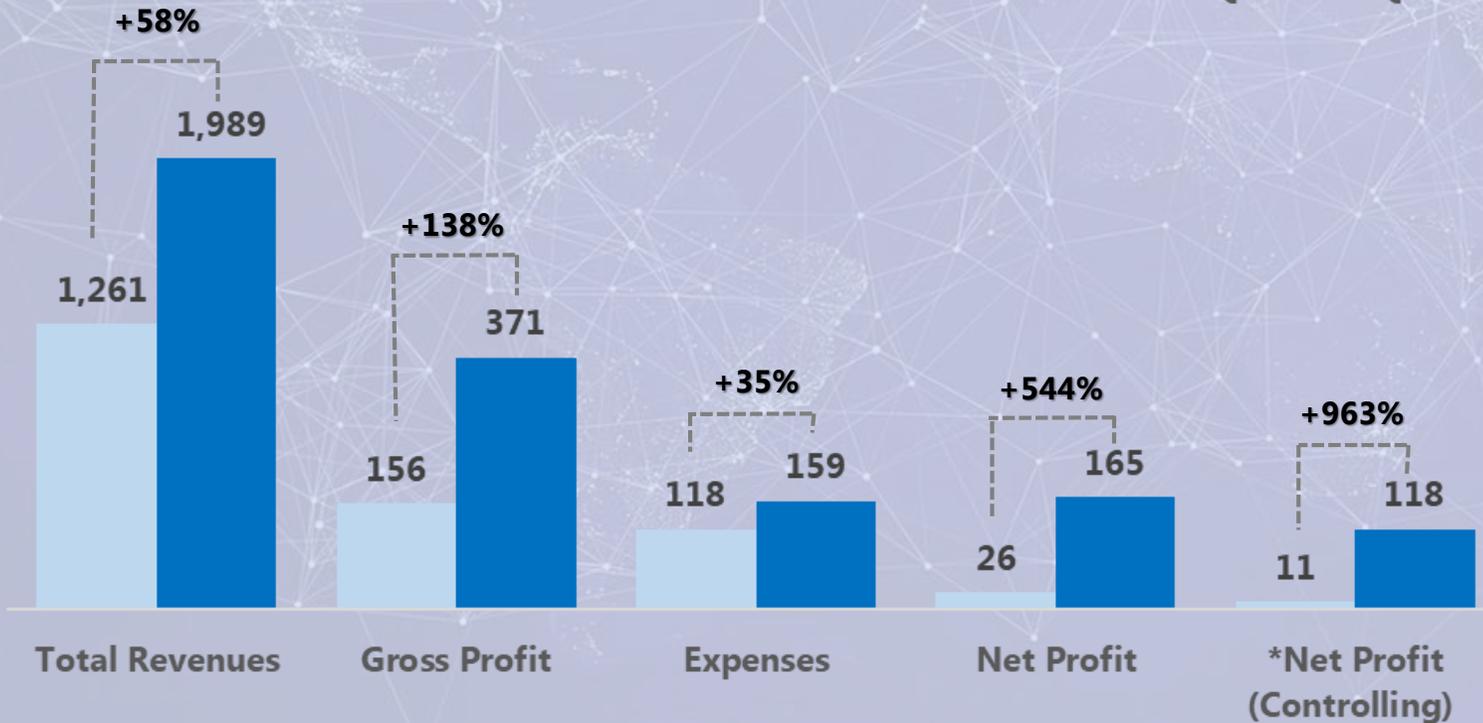
- 4Q21 Highlights
- 2021 Overview



# 4Q21 CONSO HIGHLIGHTS

(Unit: Million Baht)

■ 4Q20 ■ 4Q21



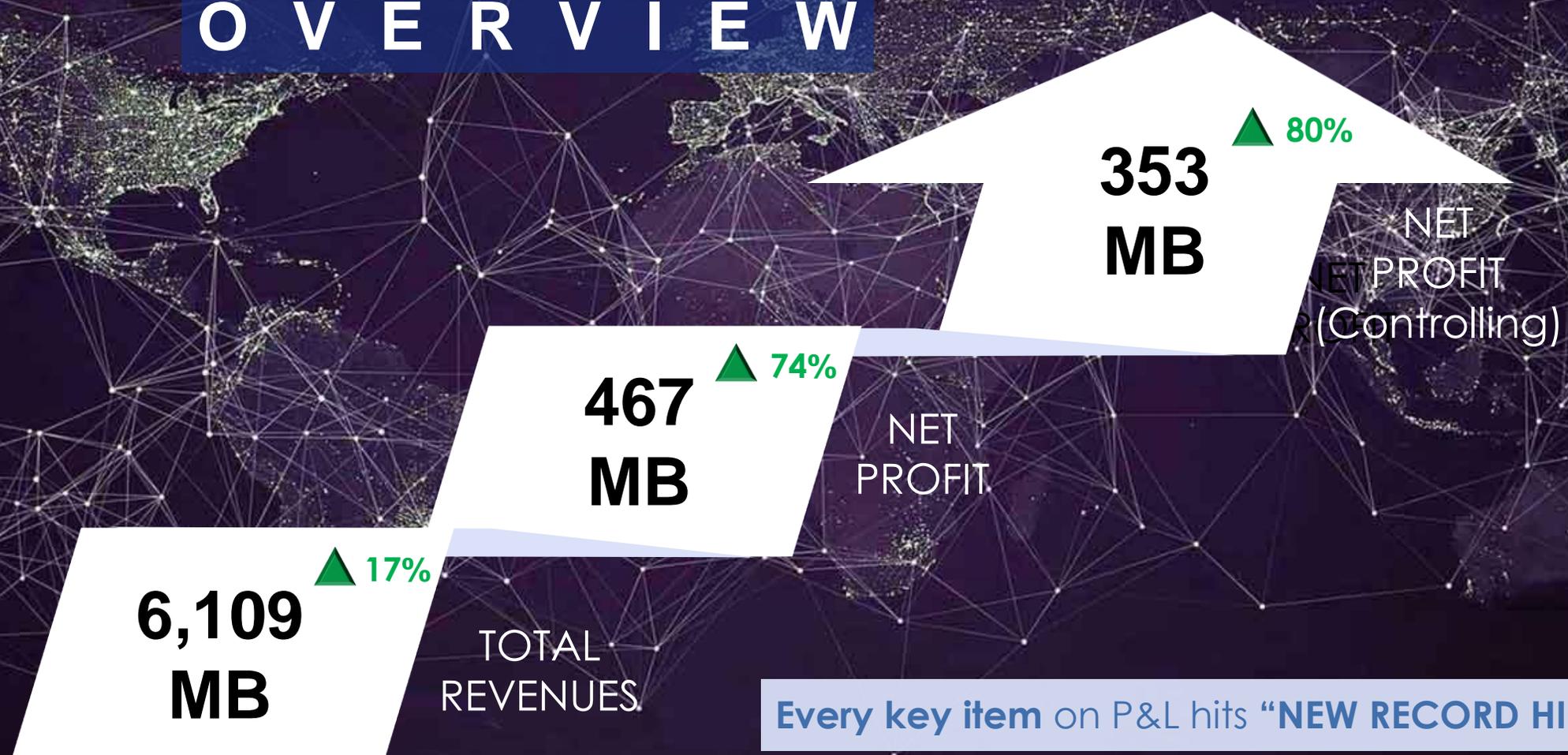
**4Q21** has a **strong improvement** on **revenue growth & profitability**

- ▶ **Revenues Growth in every BU**  
Dis +10% /Telco +47% /EPC +301%
- ▶ **Double Gross Profit**  
CC3 Project Completion
- ▶ **Well-Controlled Expenses**  
Finance cost -15%
- ▶ **All Time High Net Profit and \*Net Profit (Controlling) with Significant Growth**
- ▶ **Healthier DE ratio**  
Decrease from 1.76x to 1.33x

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

\*\*As of Dec 31, 2021, the company's shareholding portion in a subsidiary "ITEL" was 51.04% while in a subsidiary "IPOWER" was 95.07% with no changes from the previous quarter.

# 2021 CONSO OVERVIEW



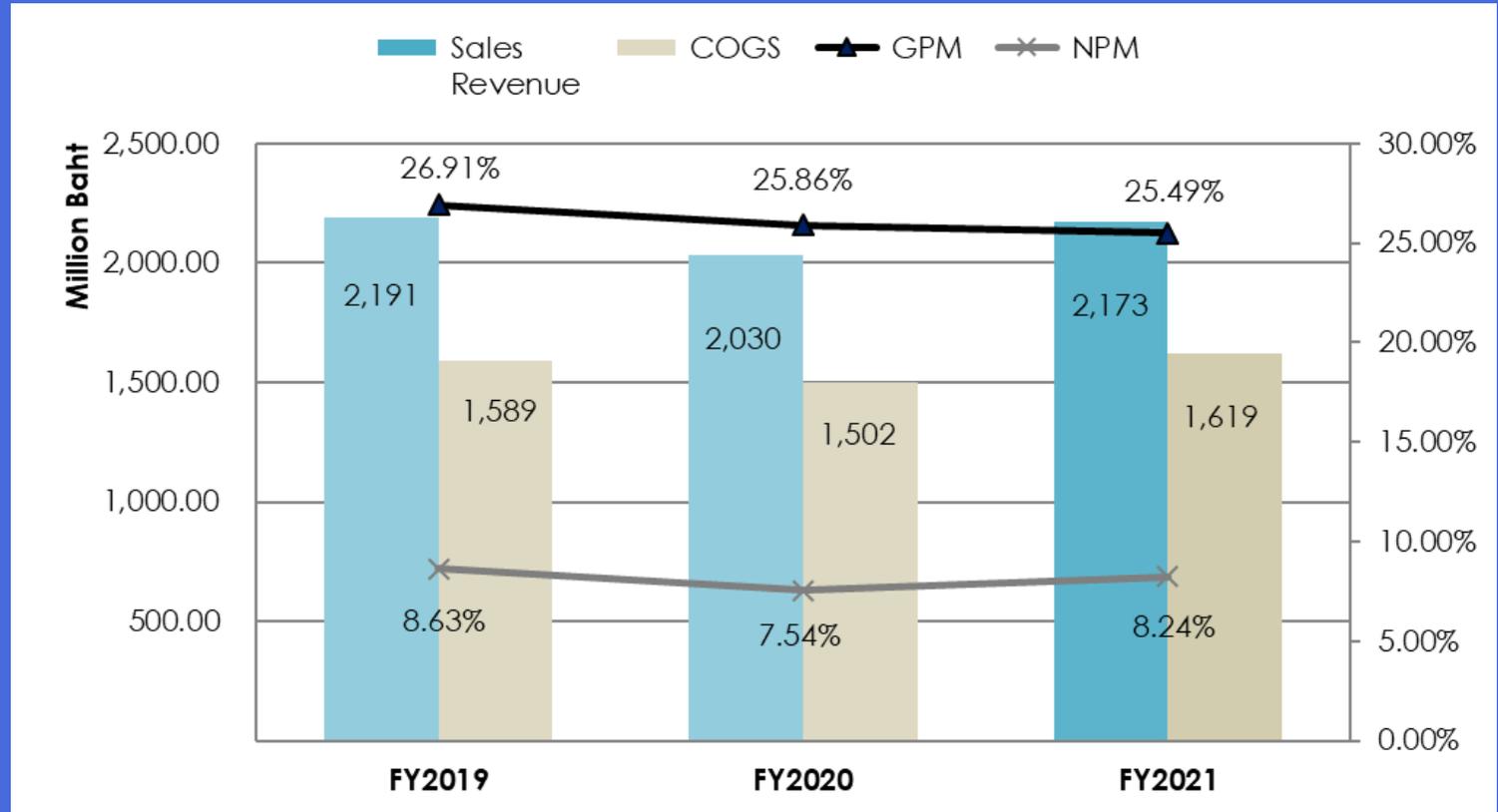
Every key item on P&L hits “NEW RECORD HIGH”

# 2021 Overview

“We mainly increase sales by 7% on cabling product, **LAN Cable** and **Solar Cable**, while maintaining accumulated GPM over 25%”

With a **consistent monitor** of **SG&A expense** and **finance cost**, NPM improves from 7.54% to 8.24%”

## Distribution Business



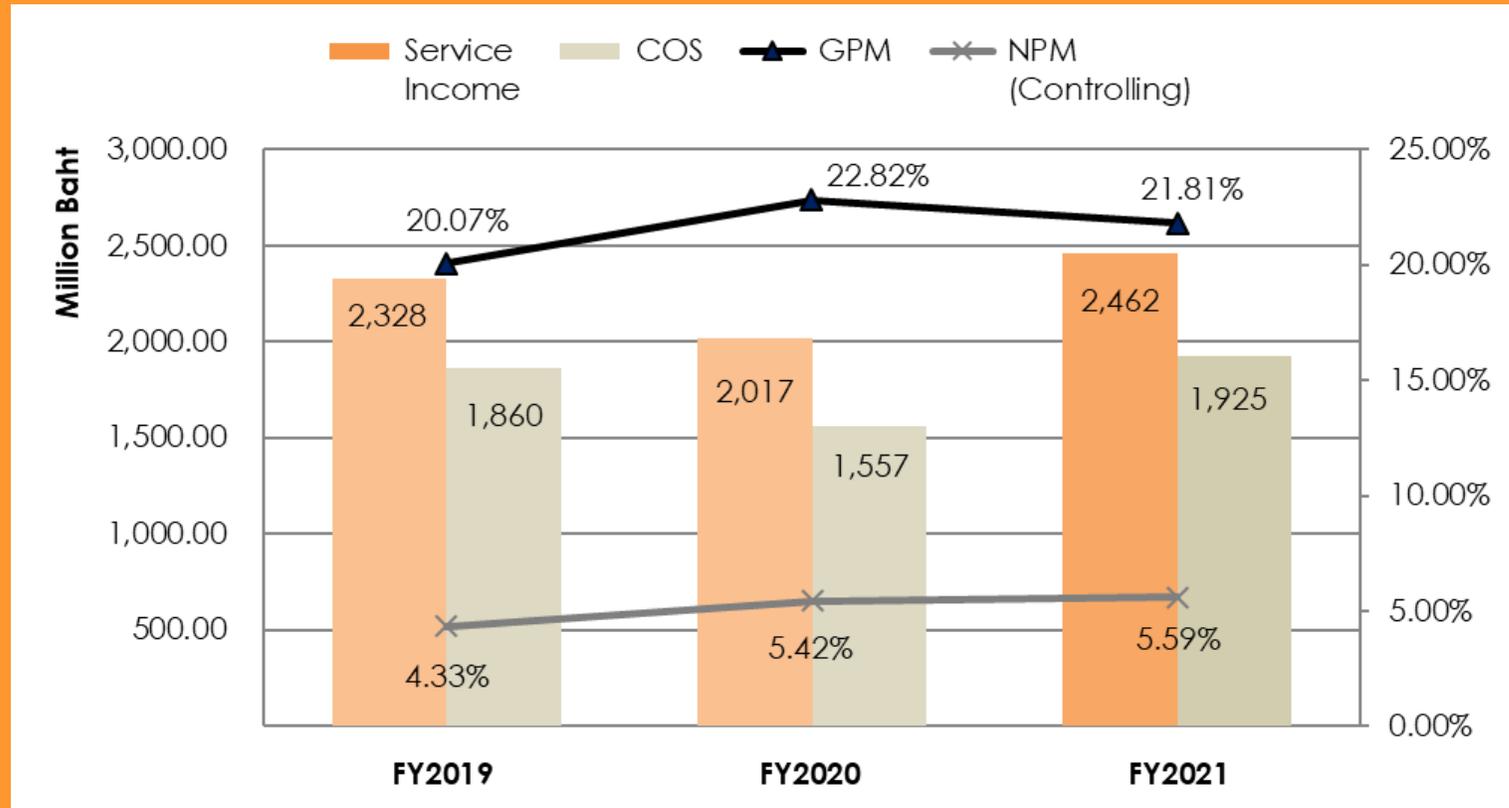
# 2021 Overview



“We focus on delivering **USO2** for **Data Service** while recognizing several **Installation Projects**, thus total service incomes rise by 22%

Major costs of service such as network depreciation and maintenance go up, so GPM slightly declines. However, **well-controlled expenses** help improve NPM (Controlling) to 5.59%”

## Telecom Business

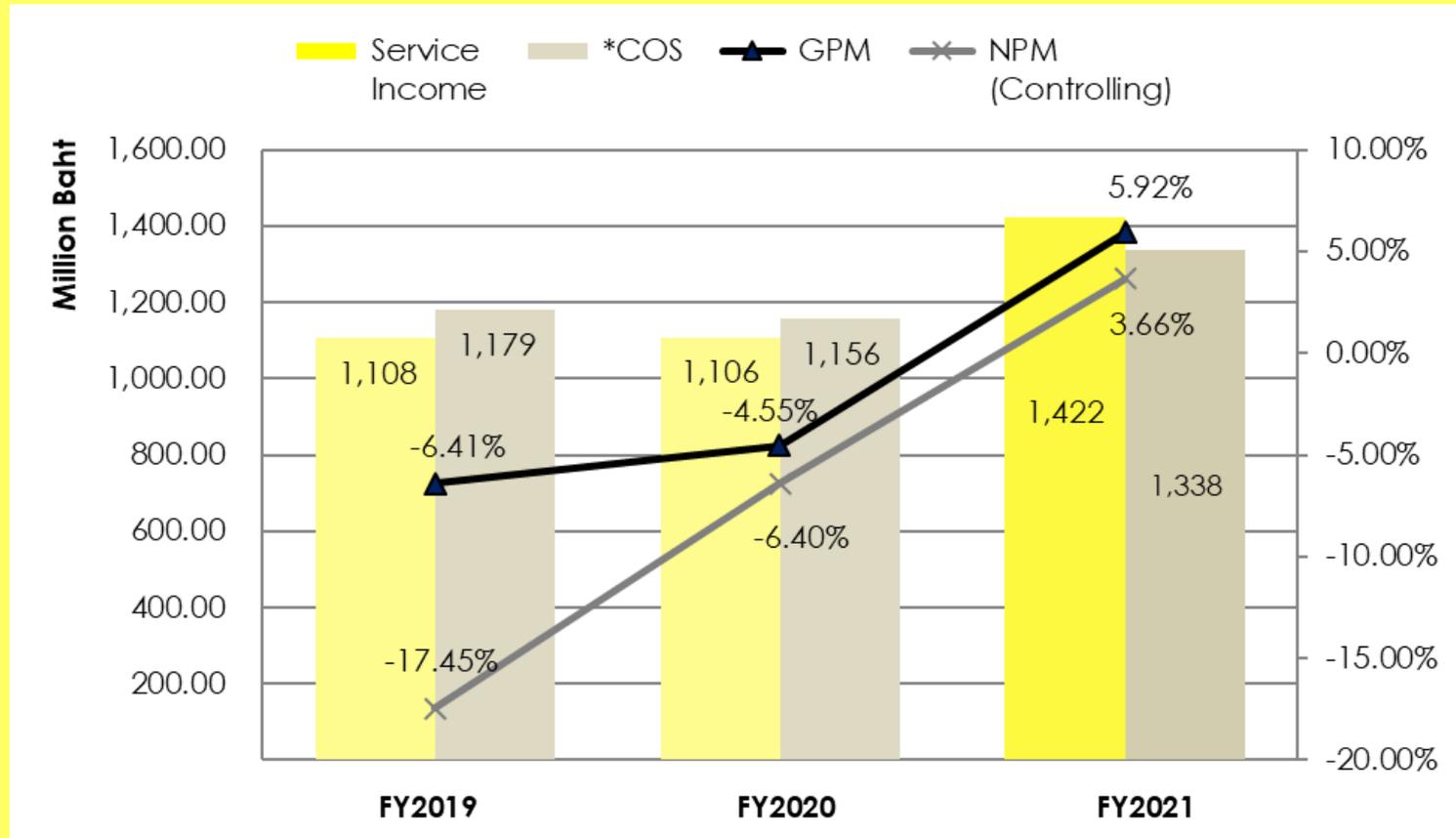


# 2021 Overview

“EPC income significantly grew by 28% from recognizing backlogs of APM project and other projects on hand. Moreover, we **successfully turnaround positive GPM and NPM of EPC in 2021** after completing CC3 Project

Implemented **cost control policy** helps **decrease SG&A expense** and **finance Cost** by 22% and 42% respectively”

## 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
- 2022 Strategy & Outlook



# Projects on Hand

## ▼ Telecom Business

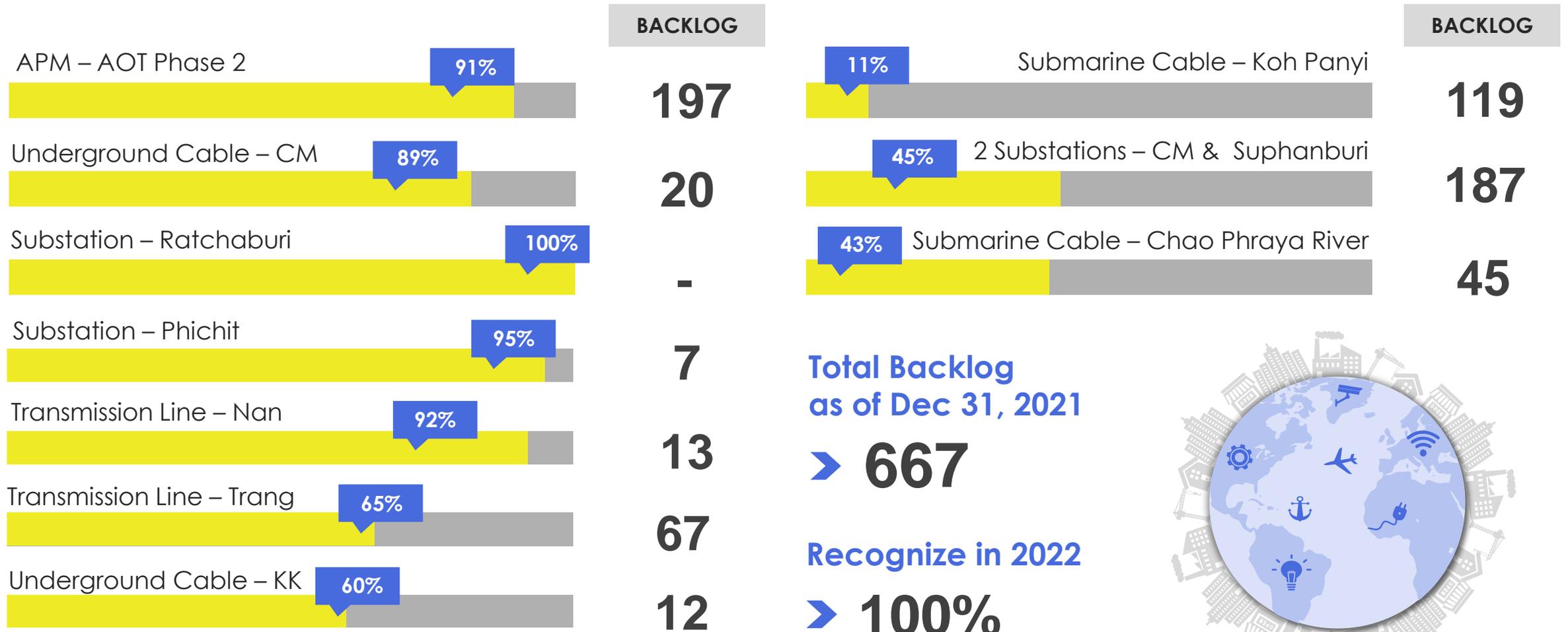
(Unit: Million Baht)

	Information as of Q4 2021					Q3'21 Total
	2022	2023	2024	2025 onward	Total	
Bandwidth, DFI, IPLC	403	127	46	65	641	836
USO1-DSV	149	103	-	-	252	289
USO2-DSV	349	349	349	257	1,304	1,390
<b>DATA SERVICE</b>	<b>901</b>	<b>579</b>	<b>395</b>	<b>322</b>	<b>2,197</b>	<b>2,515</b>
						<b>63%</b>
<b>DATA CENTER</b>	<b>63</b>	<b>36</b>	<b>33</b>	<b>22</b>	<b>154</b>	<b>169</b>
						<b>4%</b>
<b>INSTALLATION (Est. Timeline)</b>	<b>1,057</b>	<b>66</b>	<b>6</b>	<b>-</b>	<b>1,129</b>	<b>1,464</b>
						<b>32%</b>
<b>TOTAL CONTRACTS IN HAND</b>	<b>2,021</b>	<b>681</b>	<b>434</b>	<b>344</b>	<b>3,480</b>	<b>4,148</b>

# Projects on Hand

## ✓ Engineering Business

(Unit: Million Baht)



Total Backlog  
as of Dec 31, 2021

➤ **667**

Recognize in 2022

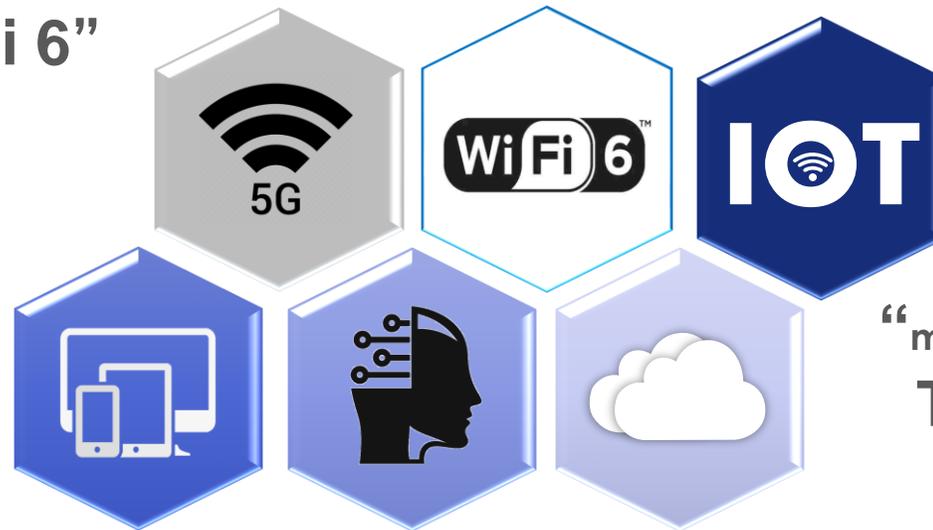
➤ **100%**



# Mega Trend

**Networking Technology** is transforming at a faster rate than ever before.

“**95%** of businesses is upgrading to the **newer Wi-Fi 6**”



“more than **27%** annual growth rate in **Thailand’s IoT Market**”

“**13%** annual growth rate in **AI & VR Market**”

Source: <https://networkinterview.com>

# Mega Trend

**Asia Pacific is the Largest & Fastest-Growing Market, and it will persist throughout this decade.**

## Global Structured Cabling Market



Market Growth Rate  
(2021–2030)

**7.2%**

**APAC**

Largest Market By Region (2021)

**APAC**

Fastest-Growing Market By  
Region (2021–2030)

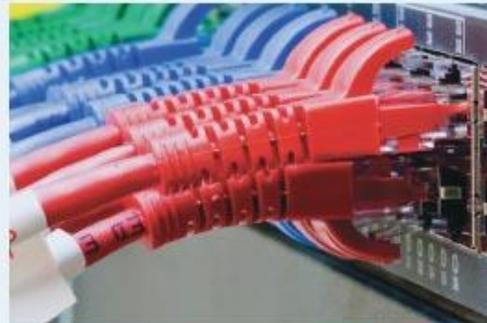
### MARKET SIZE

2021 (E)

\$6,912.1  
Million

2030

\$12,916.5  
Million



PRESCIENT & STRATEGIC  
INTELLIGENCE

Where knowledge inspires strategy

### Drivers for Global Structured Cabling Market: Impact Analysis



Increasing demand for high  
bandwidth



Need for effective cabling  
management



Emergence of IoT

Source: [www.psmarketresearch.com](http://www.psmarketresearch.com)

# 2022 Strategy & Outlook



**Increasing demand for higher-speed Internet & more stable connectivity**

- Replacement Market
- Early Adopters



**Rising trend of Data Center convergence & investments in Data Center upgrades**

- Hyperscale Data Center
- Smaller equipment, but more powerful



**Growing government investments in CCTV/ Community Solar Farm/ Communication Infrastructure**

## Distribution

### New S Curve

- New Target Markets
- New Product Launch

Dis Revenue 2022(T) **+12-20%YoY**  
Dis NPM 2022(T) **≥8%**

## Telecom

### M&A

- Hardware Business
- Software Business
- Global Data Center Player

Telco Revenue 2022(T) **+27-30%YoY**  
Telco NPM 2022(T) **≥10%**

## Engineering

### Strong Backlog

- Professional
- Profitability

EPC Backlog 2022(T) **3XYoY**  
EPC NPM 2022(T) **≥5%**

# 04 Recent Updates

- New in 1Q22
- Line-up Projects



# NEW in 1Q22

## 📌 Distribution Business x New S Curve

### New Target Markets



# NEW in 1Q22

## 📌 Distribution Business x New S Curve

New “Schools” Customers



Source: <http://koratway.com/archives/9757>

“Cablings & Racks Product” Champions



# NEW in 1Q22

## 📌 Distribution Business x **New S Curve**

New **“Hospitals”** Customers



New **“Real Estate”** Customers



# NEW in 1Q22

## 📌 Distribution Business x **New S Curve**

New **“Security”** Customers



**“CCTV Product”** Champions



**LINK** American Standard

**RG6 COAXIAL CABLE**  
**ADVANCE GRADE with POWER WIRE**

UL Communications Cable, UL CATV Cable, 30 Year Warranty

Icons: Rain, Sun, Lightning, Power Wire

# NEW in 1Q22

## Distribution Business x New S Curve

New **“Clean Energy”** Customers



**“Solar Product”** Champions



# Line-up Projects

## ▼ Telecom Business

(Unit: Million Baht)

Approx. Contract Value



**Total**

**1,188**

**879**

**309**

USO - TOT

**703**

Waiting bidding



**56%**



**44%**

Course Online

**305**

Waiting Result



Data Service & Data Center

**180**

On going



# Line-up Projects

## ✓ Engineering Business

(Unit: Million Baht)

Approx. Contract Value

2022

**Total**

**3,618**

Substation - Phutthamonthon

**617**

Waiting result



Transmission Line - Sukhothai

**71**

Waiting result



Submarine Cable - Koh Tao

**1,700**

Waiting bidding



Submarine Cable - Koh Samui

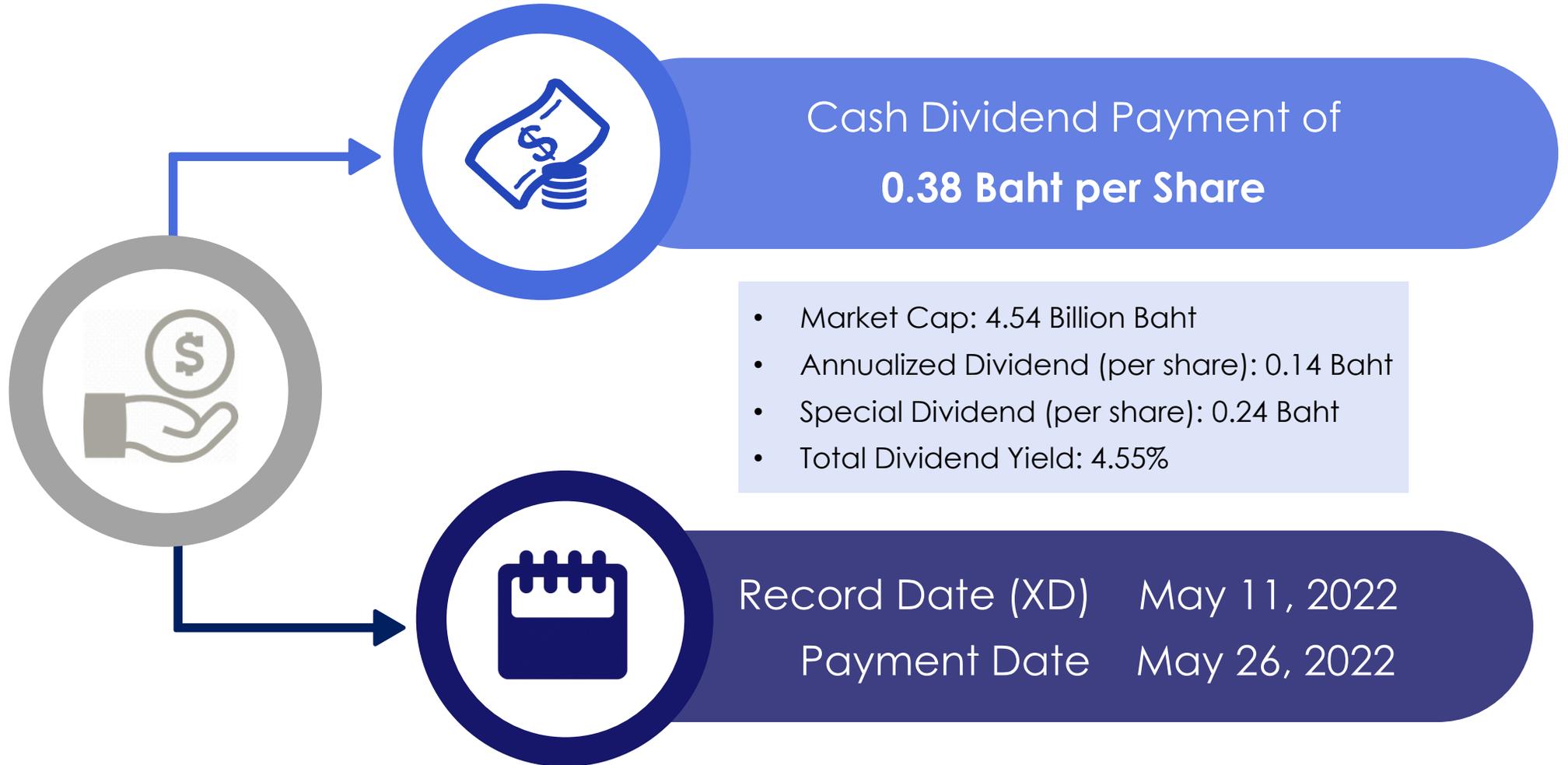
**1,230**

Legal Process



# Dividend Payment

BOD #2/2022 approved to pay out **Cash Dividend** on the 2021 operating results



# Q&A





# THANK YOU

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