



ILINK

OPPORTUNITY DAY

Q1/2022



CG SCORE 2021



Bring Technology To Develop THAILAND

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- Group Overview
- Business Portfolio

02 Performance

- FY2019 - FY2021 Recap
- 1Q22 Highlights & Overview

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- Line-up Projects
- 2022 Strategy & Outlook

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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”**

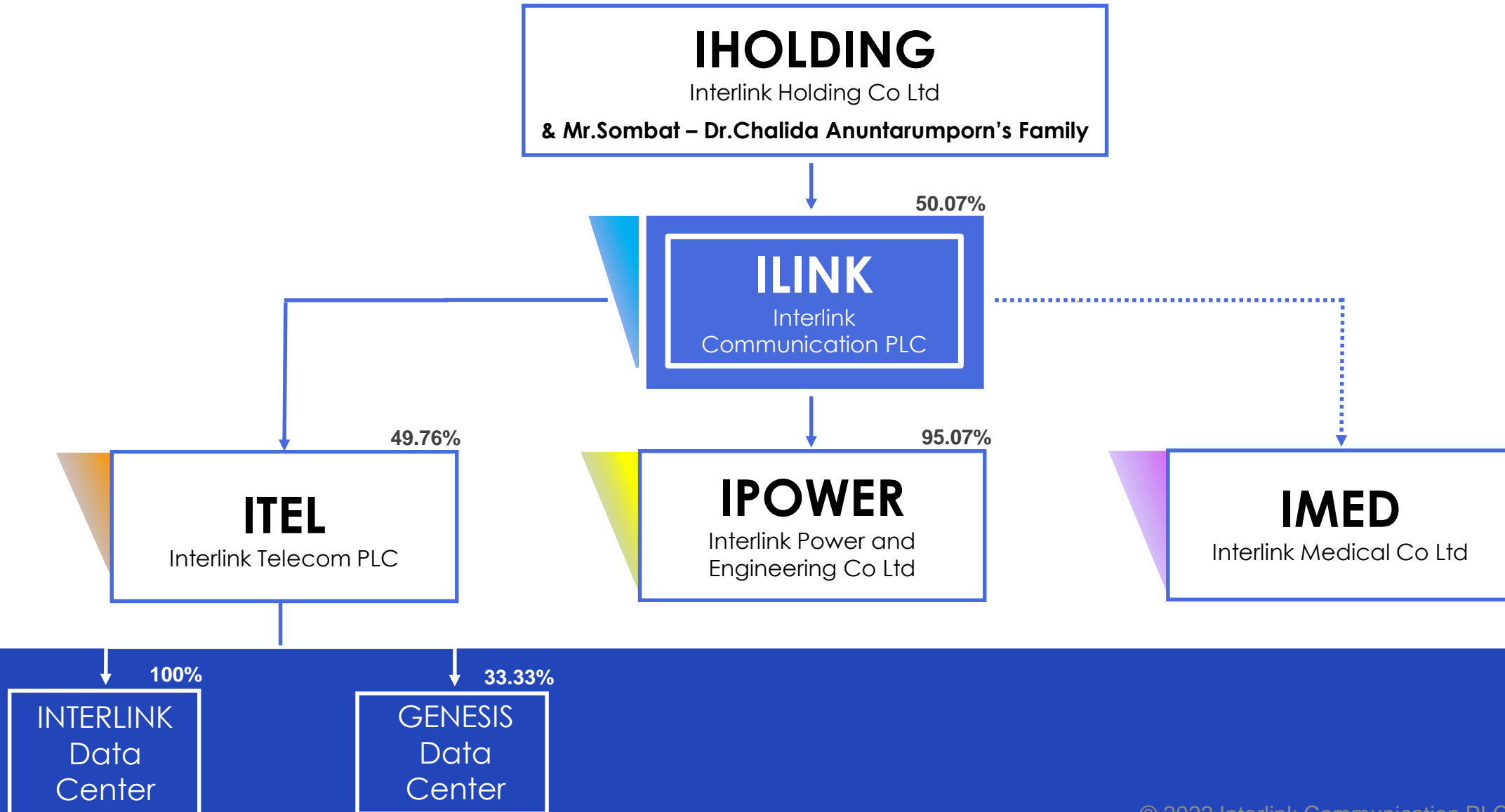
2021

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



(As of March 31, 2022)

Group Structure



Business Portfolio

Revenue Contribution

1Q21

1Q22

01

DISTRIBUTION

- Importer & Distributor
- B2B Trading
- Cash Cow Business



42%

48%

02

TELECOM

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



38%

41%

03

ENGINEERING

- Turnkey Project
- Government Bids
- Performance Based Business

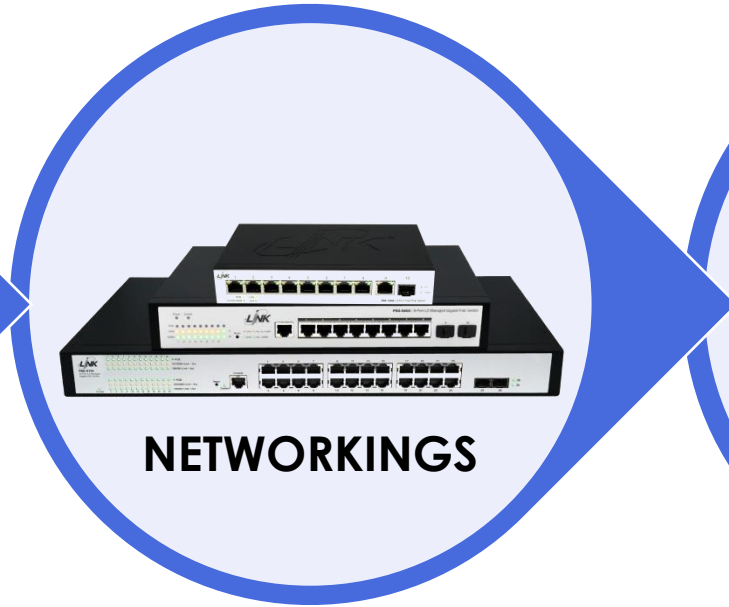


20%

11%



CABLINGS



NETWORKINGS



RACKS

Product Mix
1Q21

79%

5%

16%

Product Mix
1Q22

81%

4%

15%

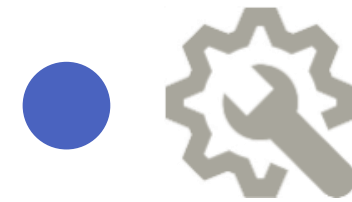
Trending Products
1Q22



Customer Mix

1Q21

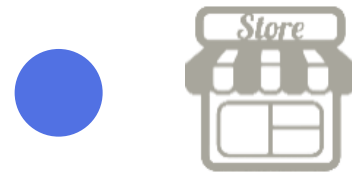
1Q22



Installers & Contractors

55%

54%



Shops

43%

44%



Modern Trade

2%

2%



RECURRING REVENUE

ONE-TIME REVENUE

DATA SERVICE

DATA CENTER

INSTALLATION

59%

4%

37%

57%

3%

40%

Service Mix
1Q21

Service Mix
1Q22

TRANSMISSION LINE



POWER SUBSTATION



SUBMARINE CABLE



UNDERGROUND CABLE



02 Performance

- FY2019 - FY2021 Recap
- 1Q22 Highlights & Overview



FY2019 - FY2021

R E C A P

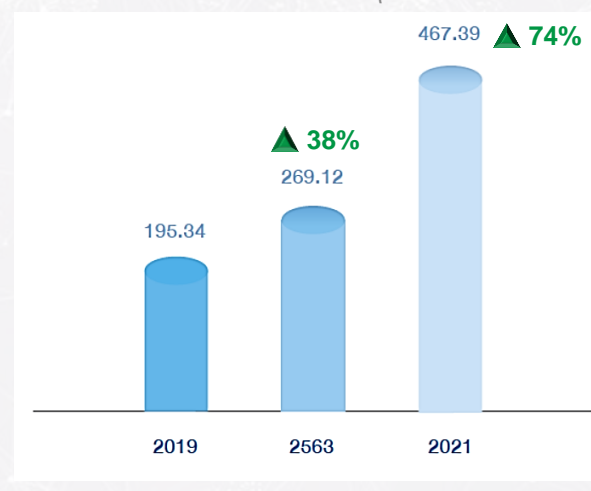
(Unit: Million Baht)



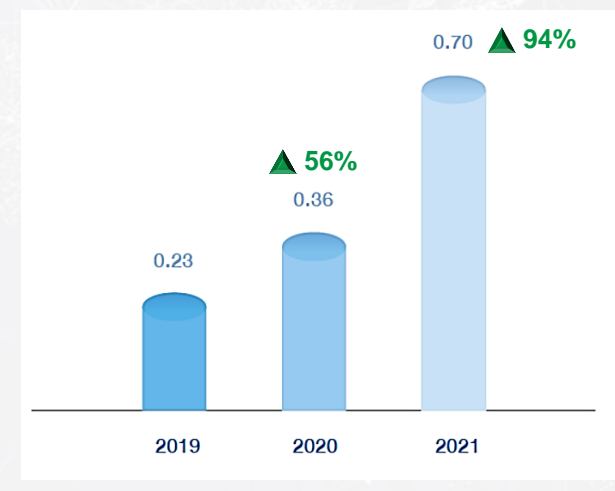
(Unit: Million Baht)



(Unit: Million Baht)



(Unit: Baht)



Total Revenues

Group revenues strongly increase by 17% YOY from **Sale Growth in every BU**; Distribution, Telecom, and Engineering

Gross Profit

GP significantly rises from the **Turnaround of EPC Business** through the CC3 project completion

Net Profit

Hitting All Time High, NP largely improved from year to year as SG&A and finance costs are well-controlled

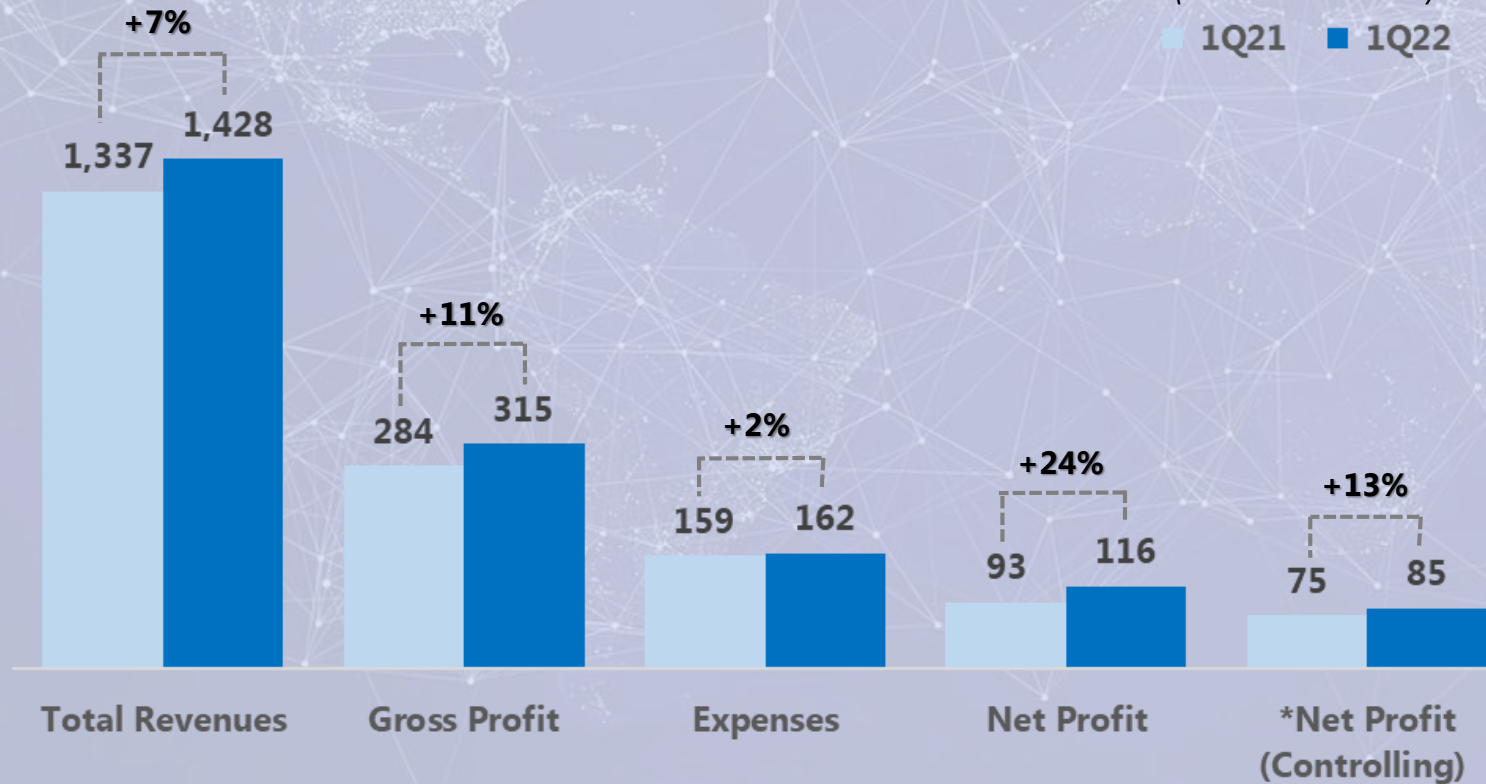
Earnings per Share

EPS increased according to the **Higher Earnings** while a number of outstanding shares remain the same (543.63 Million Shares)

1Q22 CONSO HIGHLIGHTS

(Unit: Million Baht)

■ 1Q21 ■ 1Q22



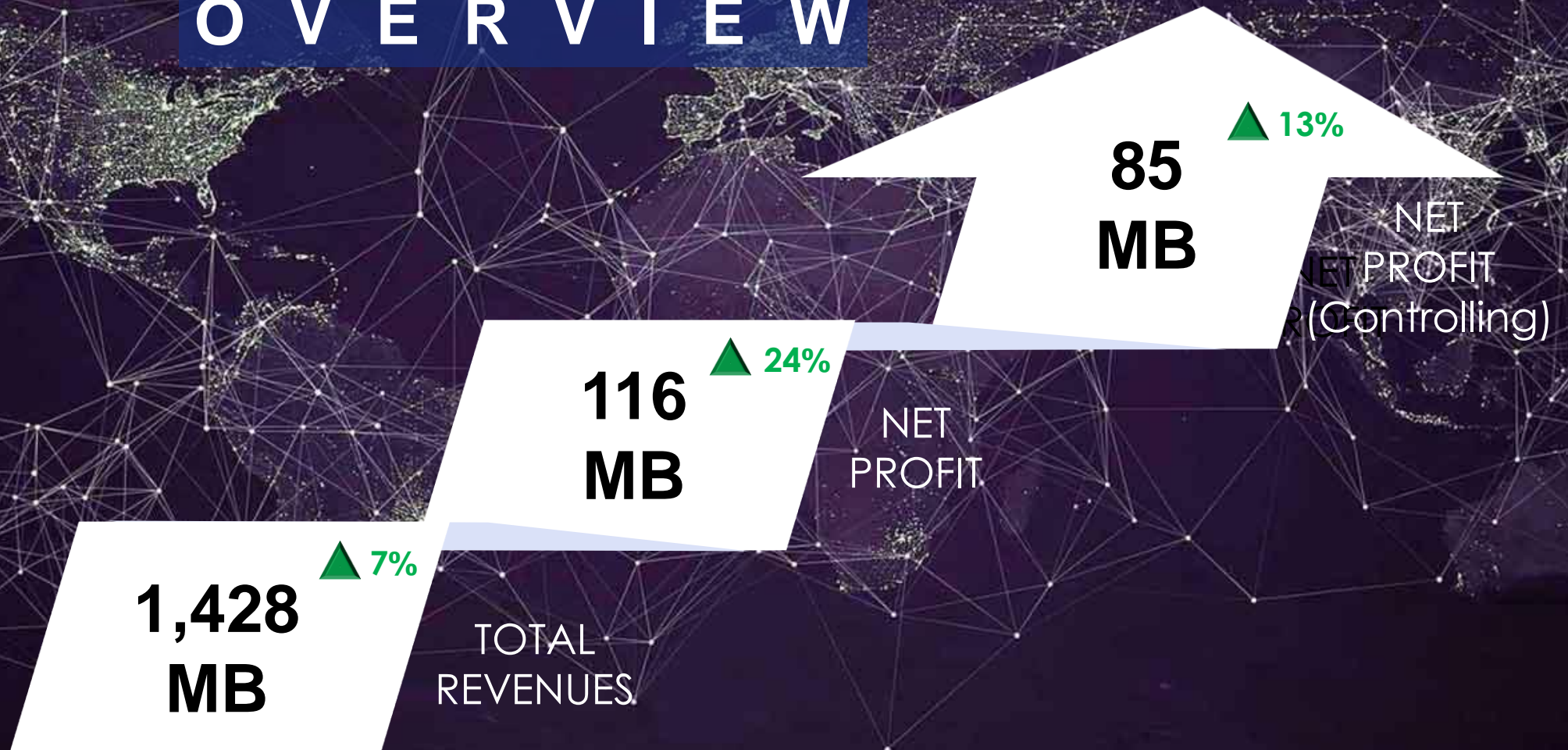
1Q22 has a **continuous improvement** on **revenue growth & profitability**

- ▶ **Revenues Growth**
Dis +20% /Telco +17% /EPC -41%
- ▶ **Increased Gross Profit**
Profitable EPC Projects
- ▶ **Well-Controlled Expenses**
Finance cost -16%
- ▶ **Net Profit and *Net Profit (Controlling) Improvement**
- ▶ **Healthy DE ratio**
1.36x

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

**As of Mar 31, 2022, the company's shareholding portion in a subsidiary "ITEL" was 49.76% which decreased from 51.04% as of Dec 31, 2021 while the company's shareholding portion in a subsidiary "IPOWER" was 95.07% with no changes from the previous quarter.

1Q22 CONSO OVERVIEW

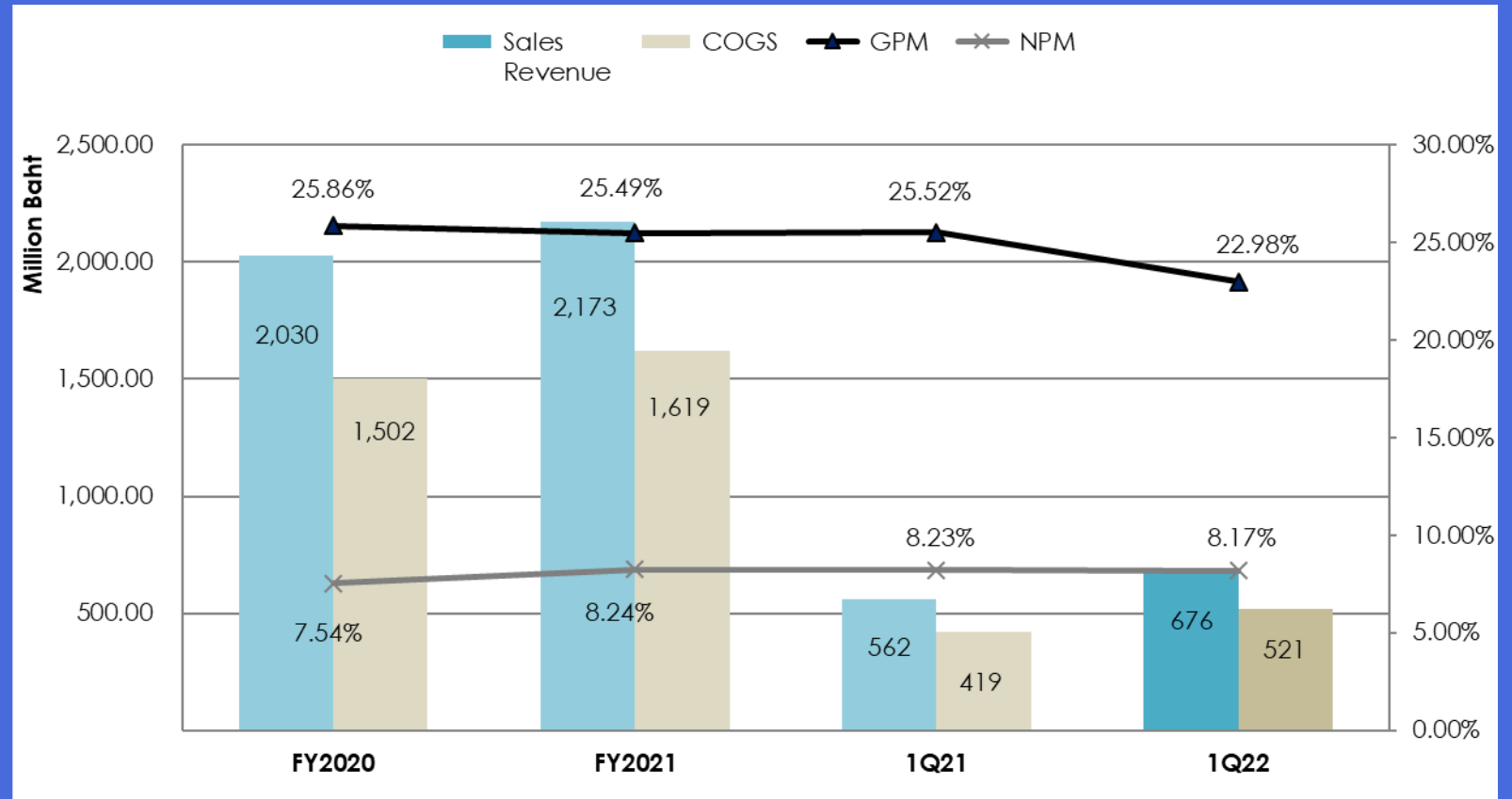


1Q22 Overview



“We outstandingly increase sales by 20% YOY. Cabling Product is still our main source of revenue. Fiber Optic Cable, Solar Cable, and LAN Cable have a significant growth of 50%, 40%, and 25% YOY respectively”

Distribution Business

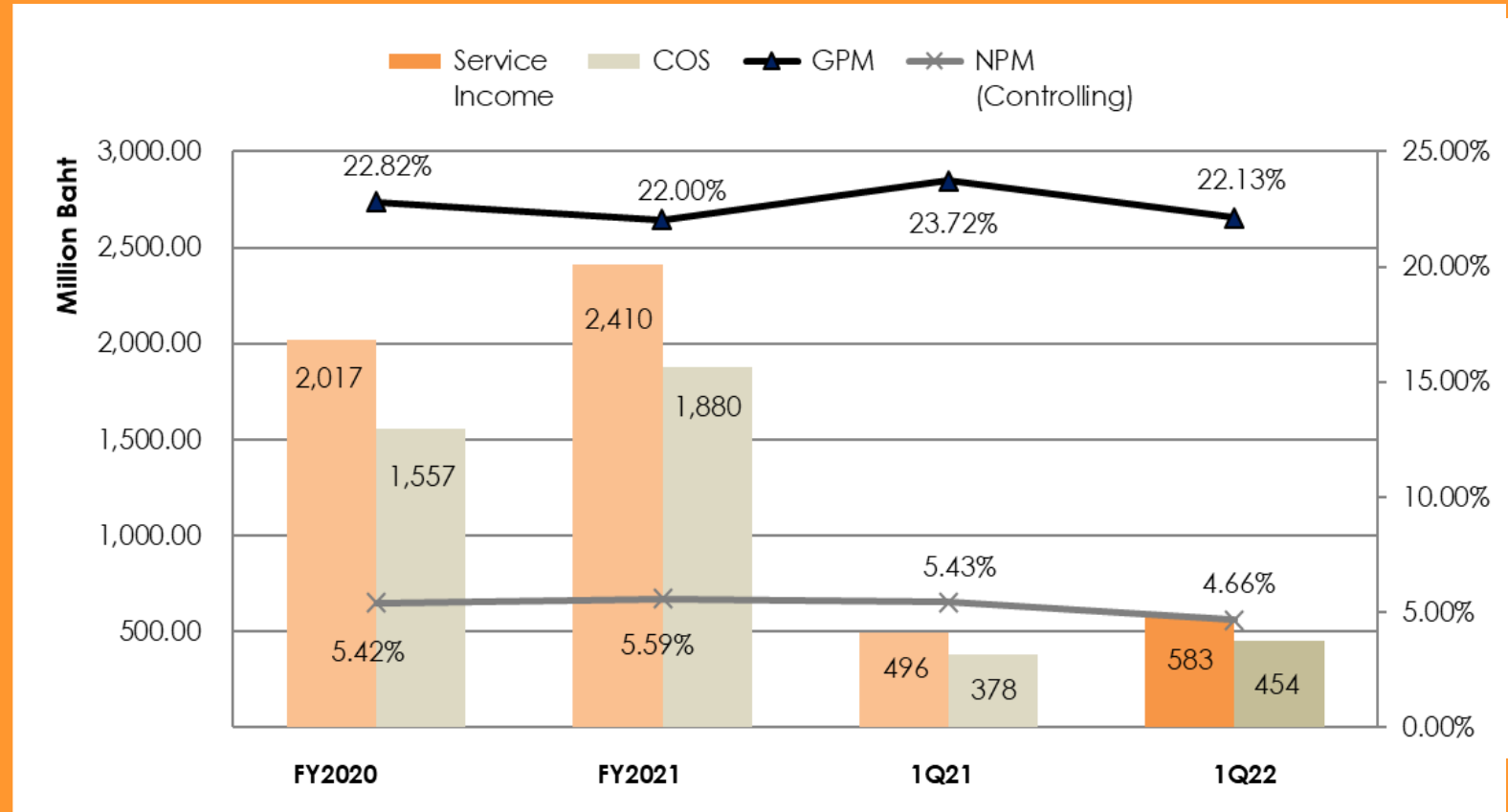


1Q22 Overview



“We focus on delivering **USO2** for **Data Service** while recognizing several **Installation Projects**, thus total service incomes rise by 17% YOY”

Telecom Business

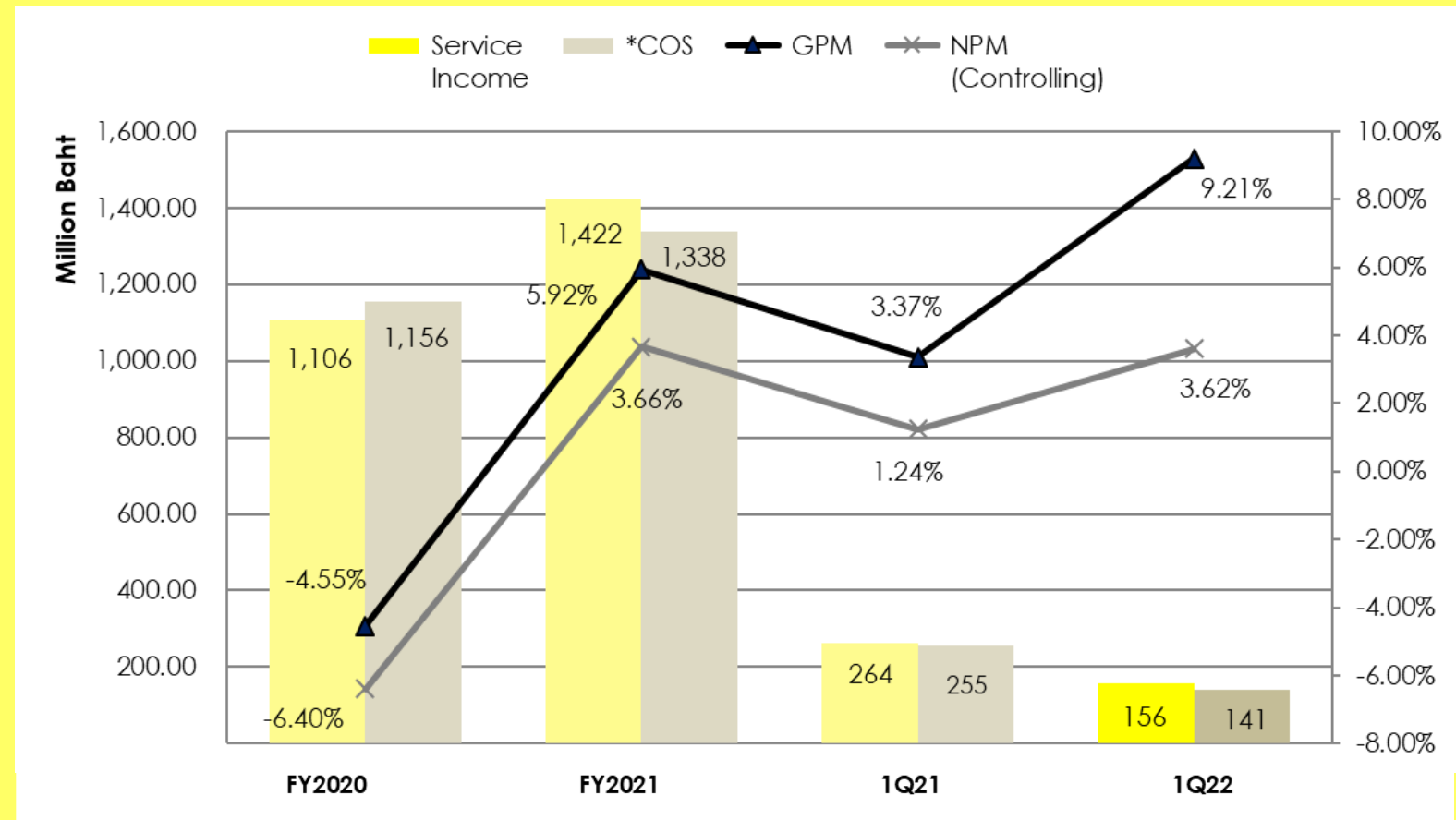


1Q22 Overview

“Although 1Q22 income decreases YOY based on the percentage of work completion that varies over time, we **consistently achieve positive GPM and NPM (Controlling) with a strong growth in 2022.**

Negotiation on project financing as well as capital restructuring help decrease finance cost about 98% YOY”

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
- 2022 Strategy & Outlook



Projects on Hand

Telecom Business

(Unit: Million Baht)

	Information as of Q1 2022					Q4'21 Total
	9M 2022	2023	2024	2025 onward	Total	
Bandwidth, DFI, IPLC	437	238	94	46	815	641
USO1-DSV	112	103	-	-	215	252
USO2-DSV	261	349	349	257	1,216	1,304
DATA SERVICE	810	690	443	303	2,246	2,197
						63%
DATA CENTER	45	36	35	25	141	154
						4%
INSTALLATION (Est. Timeline)	1,054	122	-	-	1,176	1,129
						33%
TOTAL CONTRACTS IN HAND	1,909	848	478	328	3,563	3,480

Line-up Projects

▼ Telecom Business

(Unit: Million Baht)

Approx. Contract Value



Total

1,414

1,105

309

USO - TOT

703

Waiting bidding



56%



44%

Course Online

305

Waiting bidding



Data Service & Data Center

406

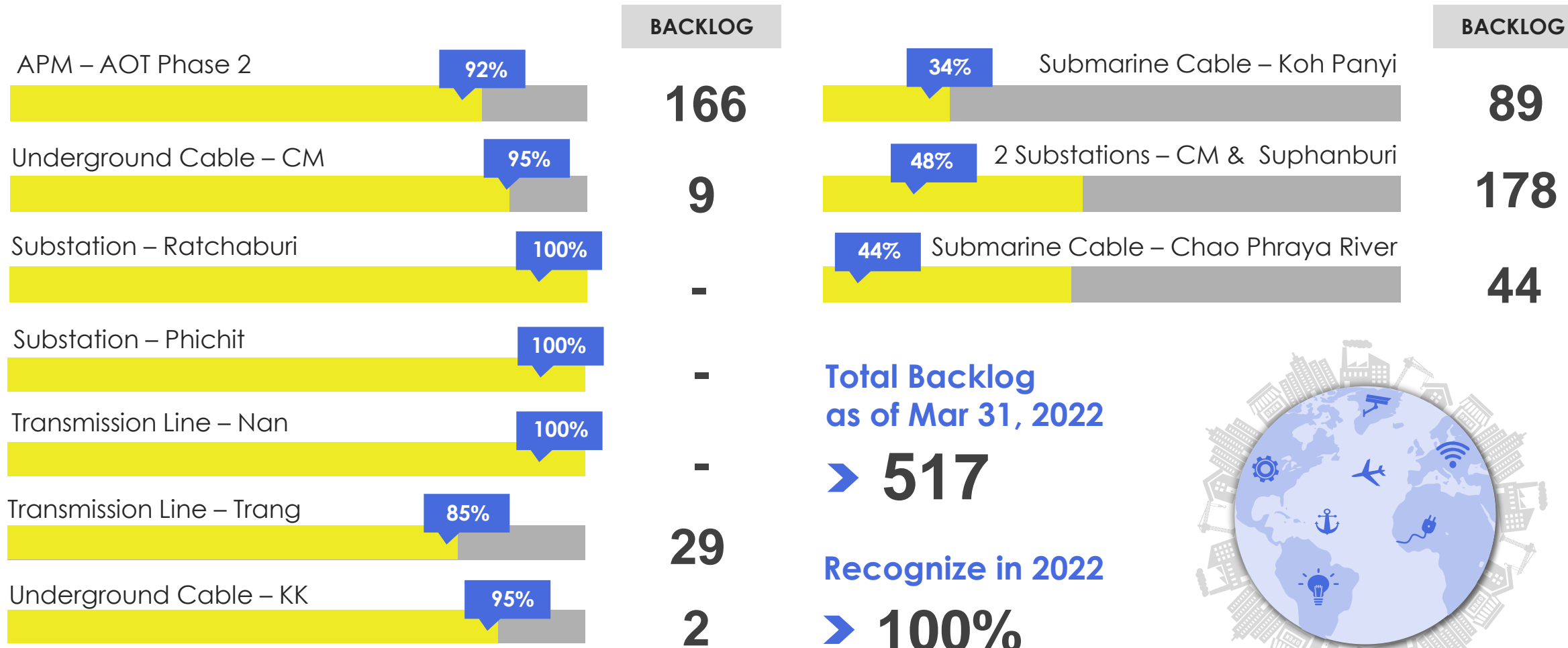
On going



Projects on Hand

(Unit: Million Baht)

✓ Engineering Business



Total Backlog
as of Mar 31, 2022

➤ 517

Recognize in 2022

➤ 100%



Line-up Projects

▼ Engineering Business

(Unit: Million Baht)

Approx. Contract Value

3Q22

Total

3,633

Substation - Phutthamonthon

617

MOU Signed



Submarine Cable - Koh Tao

1,786

Waiting Result



Submarine Cable - Koh Samui

1,230

Legal Process

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

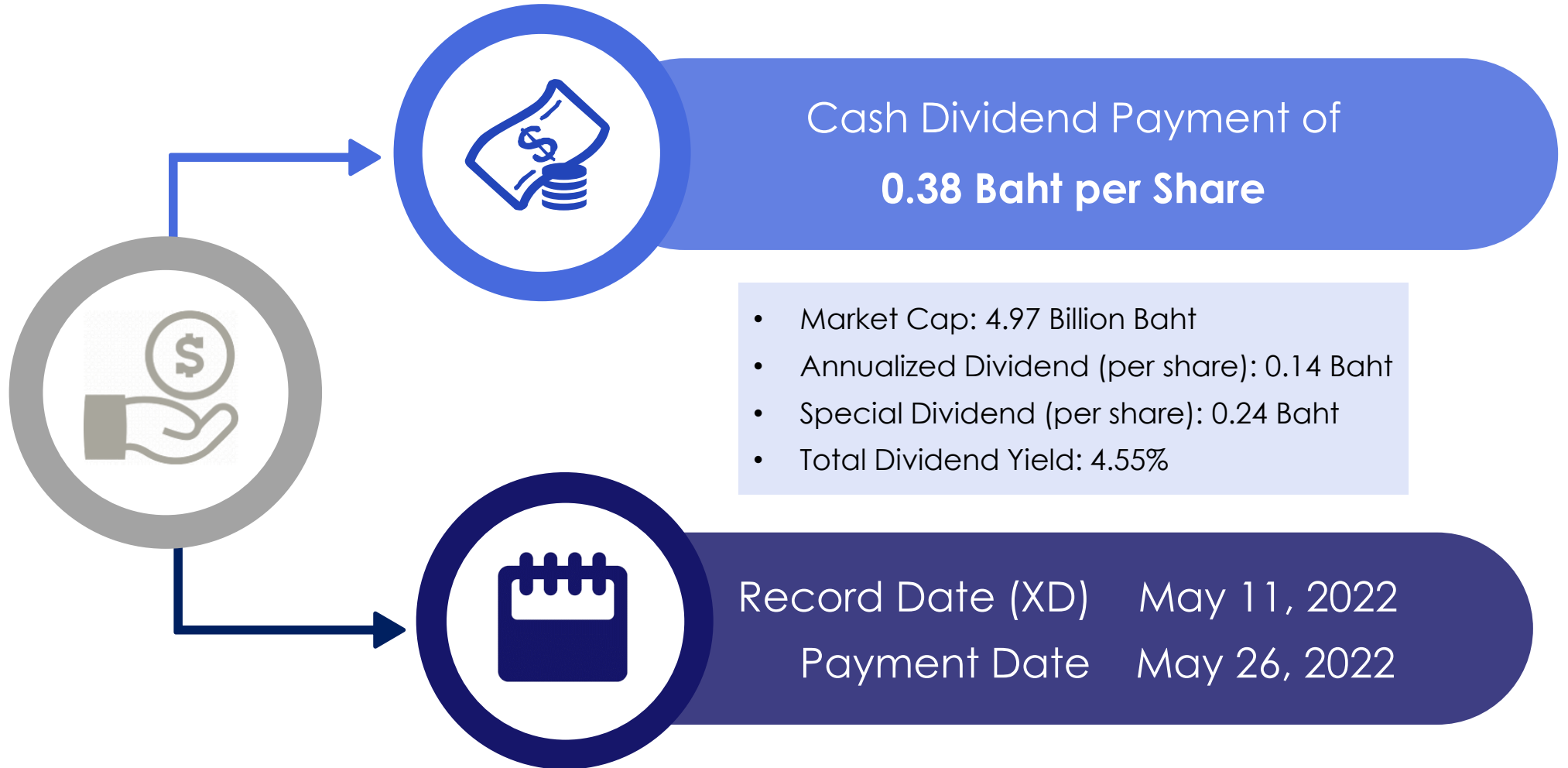
Strong Backlog

- Professional
- Profitability

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

Dividend Payment

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



04 Q&A




Q&A





THANK YOU

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