



ILINK

OPPORTUNITY DAY

Q2/2022



CG SCORE 2021



Bring Technology To Develop THAILAND

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01 Background

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- Business Portfolio

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- 2Q22 Highlights
- 1H22 Overview

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- Line-up Projects
- 2022 Strategy & Outlook

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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”**

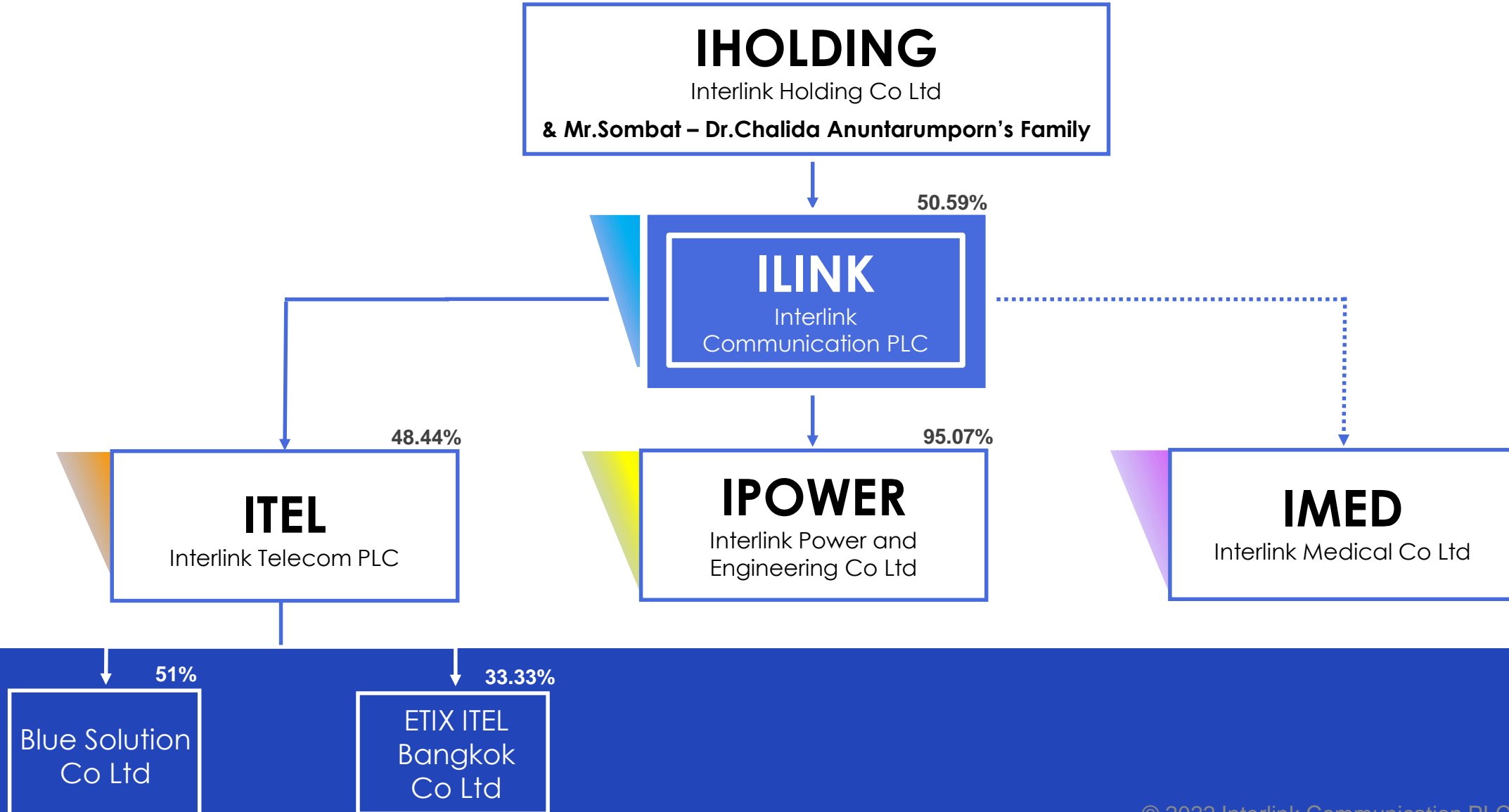
2021

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



(As of June 30, 2022)

Group Structure



Business Portfolio

Revenue Contribution

1H21

1H22

01

DISTRIBUTION

- Importer & Distributor
- B2B Trading
- Cash Cow Business



41%

40%

02

TELECOM

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



38%

47%

03

ENGINEERING

- Turnkey Project
- Government Bids
- Performance Based Business



21%

13%



CABLINGS



NETWORKINGS



RACKS

Product Mix
1H21

80%

4%

16%

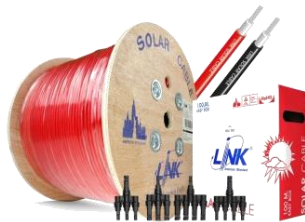
Product Mix
1H22

82%

4%

14%

Trending Products
2Q22



Customer Mix

1H21

1H22





RECURRING REVENUE

ONE-TIME REVENUE

DATA SERVICE

DATA CENTER

INSTALLATION

64%

4%

32%

47%

3%

50%

Service Mix
1H21

Service Mix
1H22

03 Engineering Business



TRANSMISSION LINE



POWER SUBSTATION



SUBMARINE CABLE



UNDERGROUND CABLE



02 Performance

- FY2019 - FY2021 Recap
- 2Q22 Highlights
- 1H22 Overview



FY2019 - FY2021

R E C A P

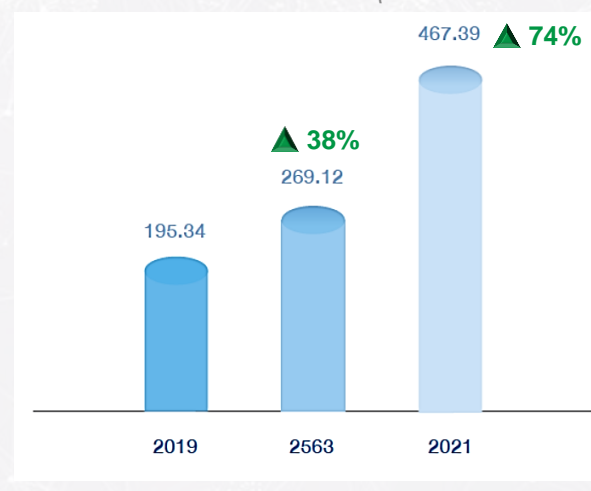
(Unit: Million Baht)



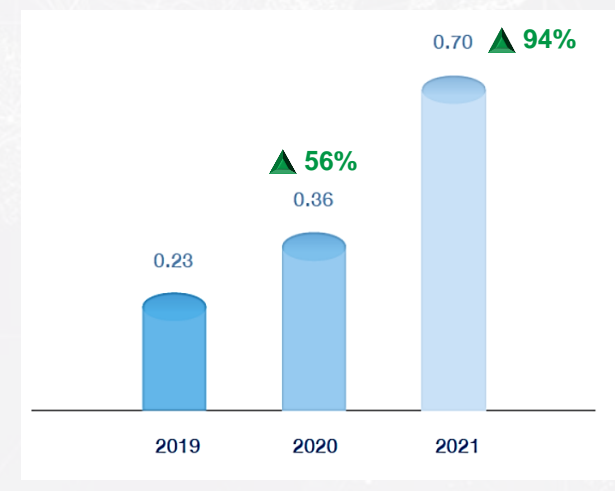
(Unit: Million Baht)



(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

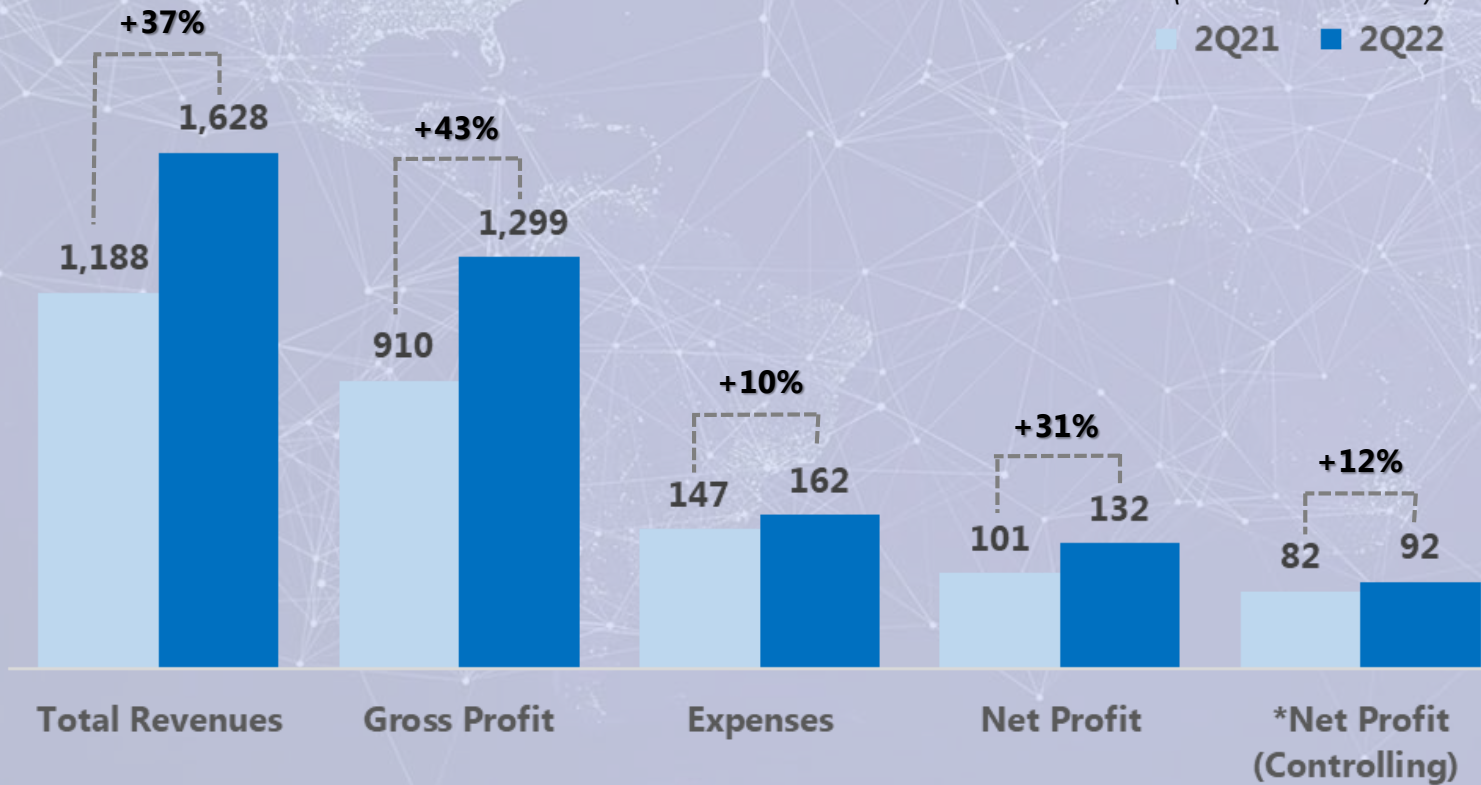
Earnings per Share

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

2Q22 CONSO HIGHLIGHTS

(Unit: Million Baht)

■ 2Q21 ■ 2Q22



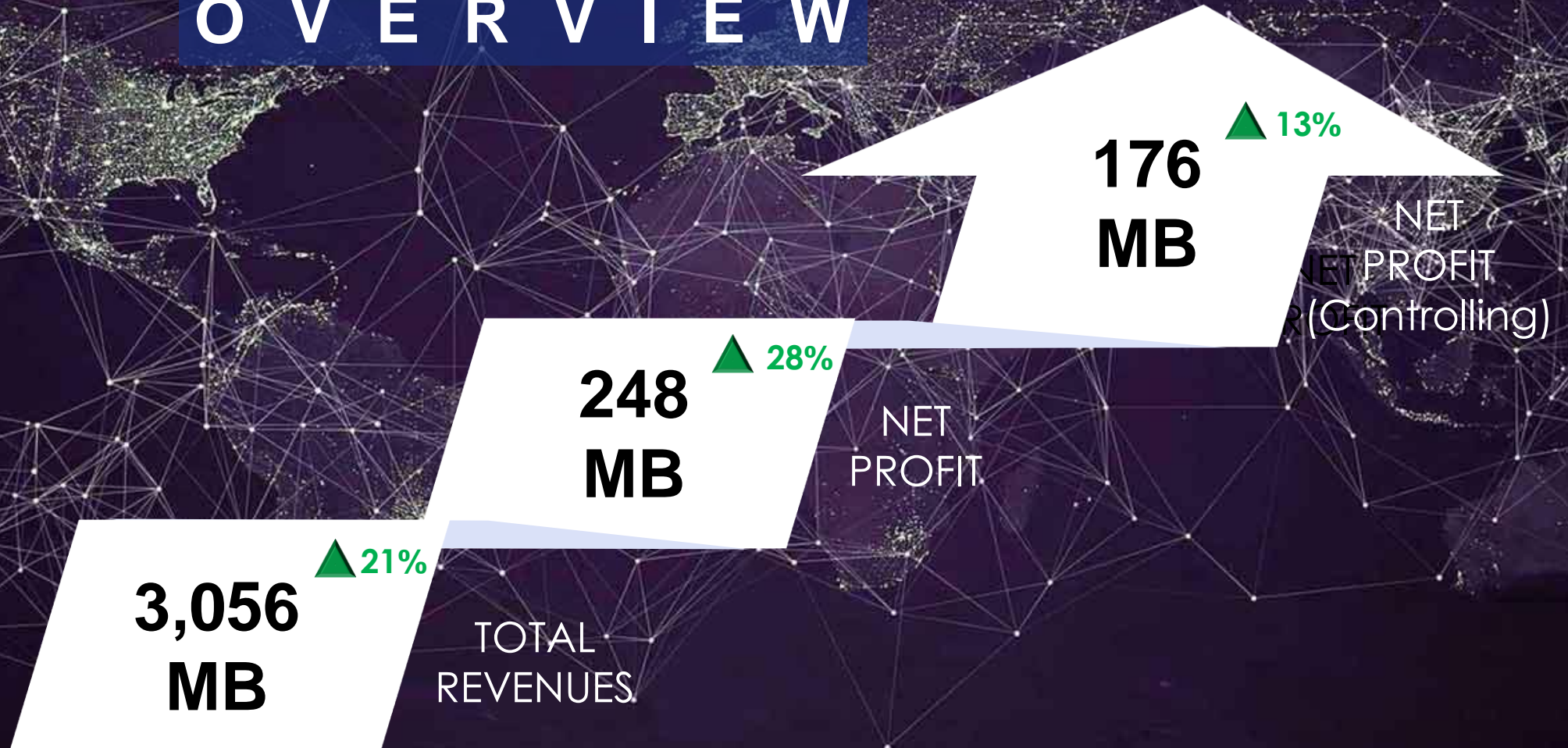
2Q22 has a **continuous improvement on revenue growth & profitability**

- ▶ **Revenues Growth**
Dis +13% /Telco +88% /EPC -10%
- ▶ **Increased Gross Profit**
Profitable EPC Projects
- ▶ **Well-Controlled Expenses**
- ▶ **Net Profit and *Net Profit (Controlling) Improvement**
- ▶ **Healthy DE ratio**
1.37x

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

**As of Jun 30, 2022, the company's shareholding portion in a subsidiary "ITEL" was 48.44% which decreased from 49.76% as of Mar 31, 2022 while the company's shareholding portion in a subsidiary "IPOWER" was 95.07% with no changes from the previous quarter.

1H22 CONSO OVERVIEW

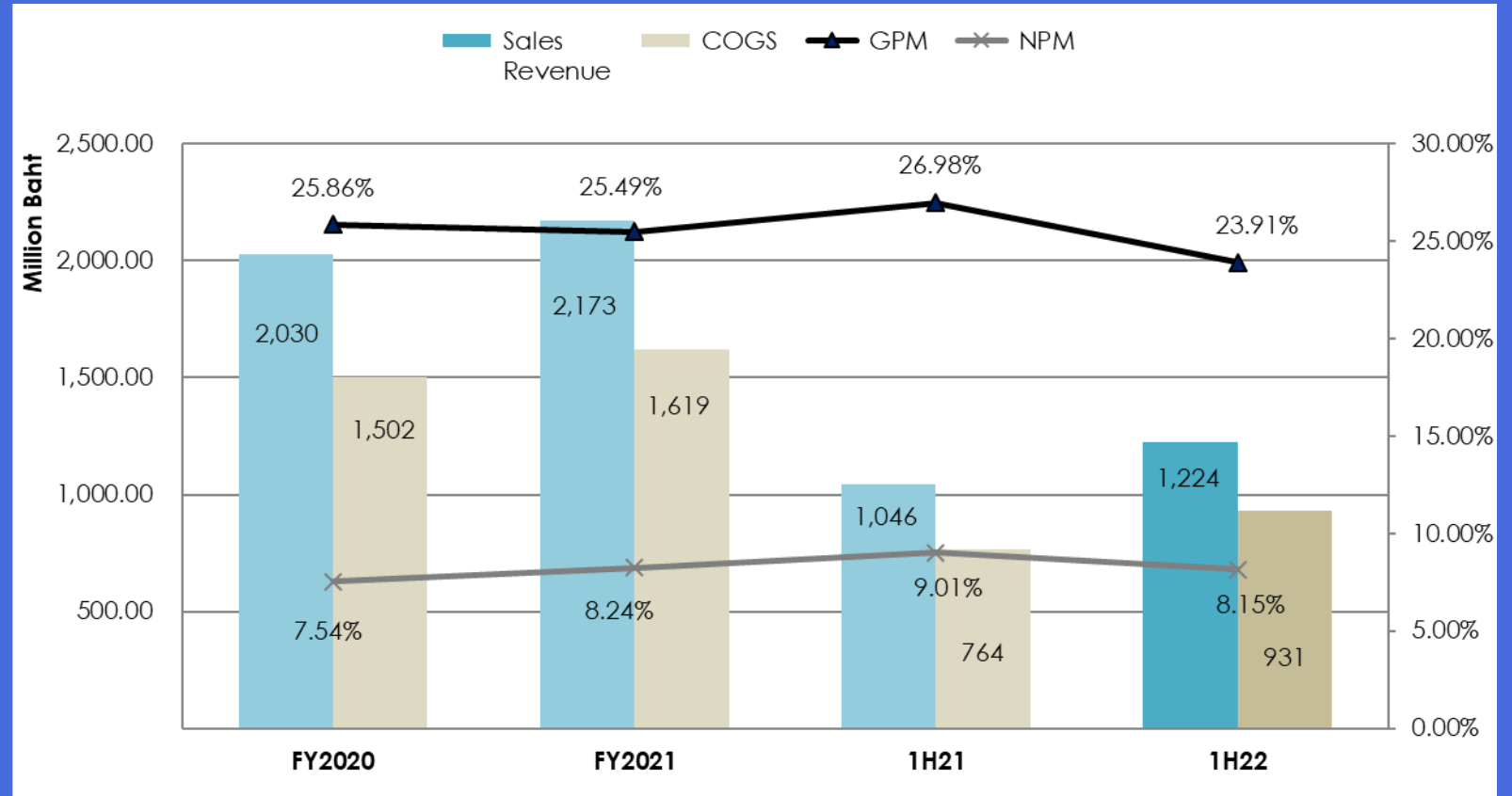


1H22 Overview



“We **outstandingly increase sales by 17% HYoHY**. Cabling Product is still our main source of revenue. **Solar Cable, LAN Cable, and Fiber Optic Cable** have a significant growth of 50%, 24%, and 20% HYoHY respectively”

Distribution Business

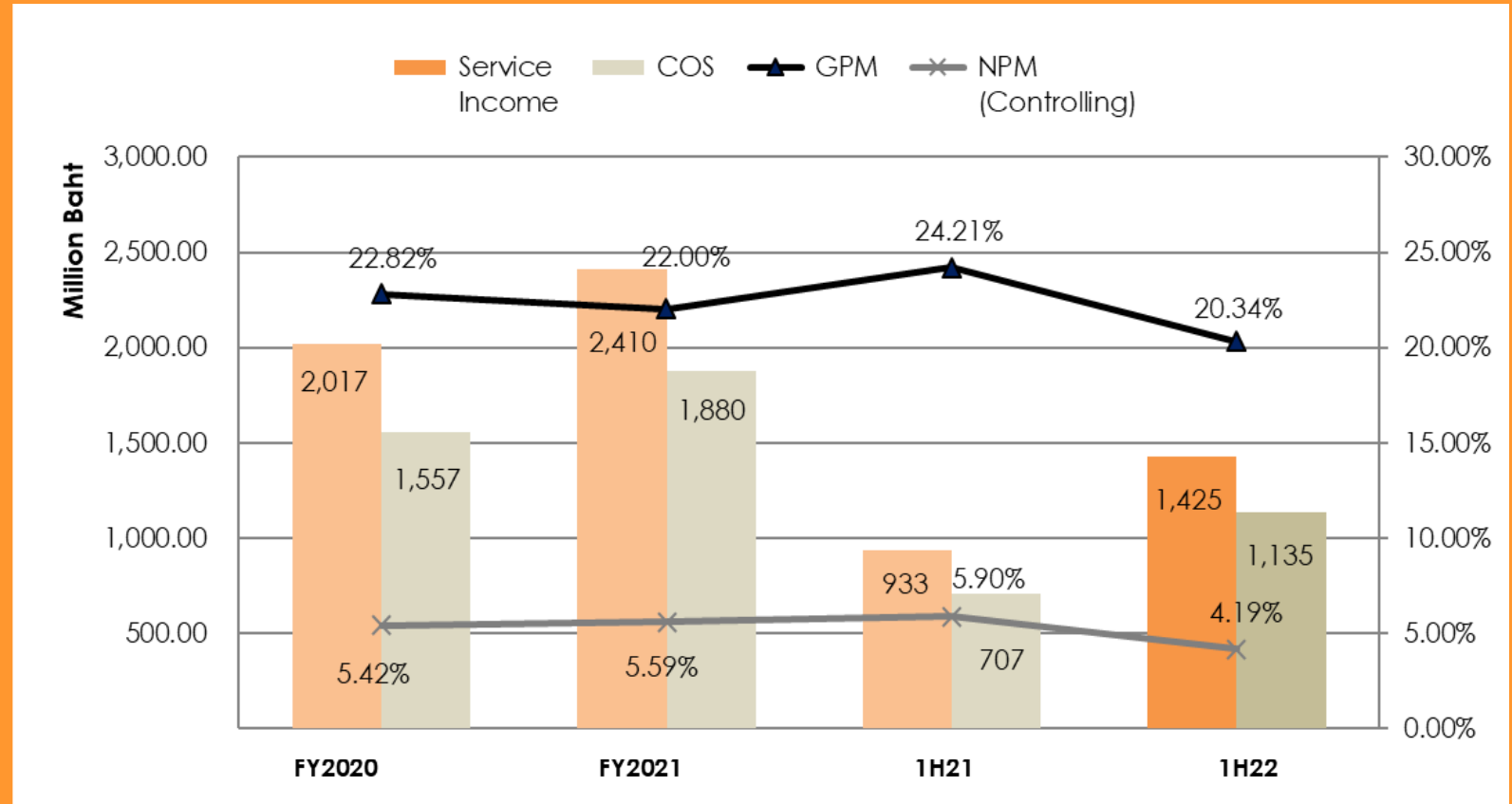


1H22 Overview



“We focus on delivering several **Installation Projects** while recognizing **USO2 for Data Service**, thus total service incomes rise by 53% HYoHY”

Telecom Business

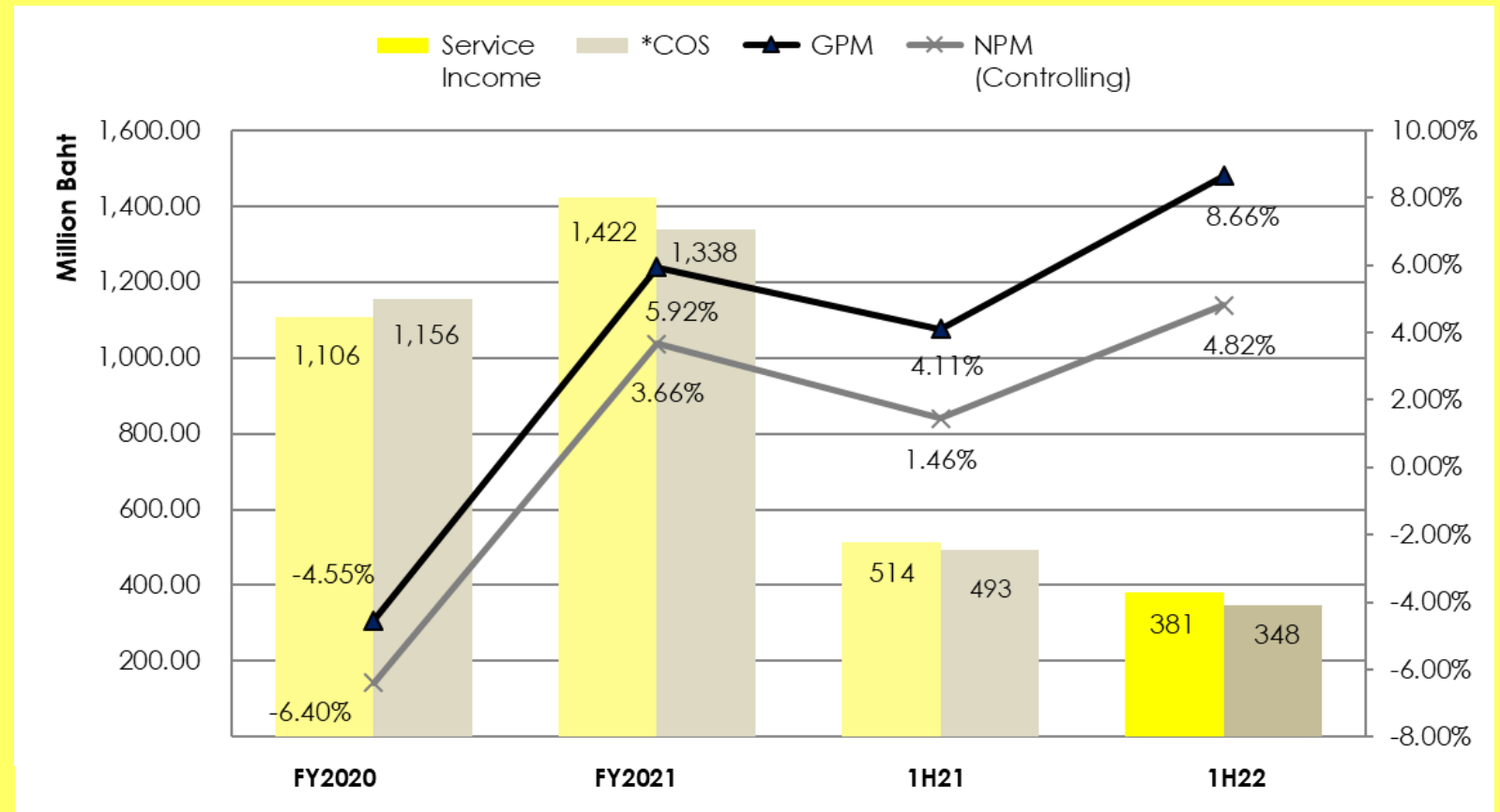


1H22 Overview

“Although 1H22 income decreases 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 96% HYoHY ”

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

✓ Distribution Business

Warehouse Expansion

WH1
(existing)

WH2
(new)

WH3
(new)



Projects on Hand

✓ Distribution Business



Projects on Hand

Telecom Business

(Unit: Million Baht)

	Information as of Q2 2022					Total	%	Q1'22
	6M 2022	2023	2024	2025 onward	Total			Total
Bandwidth, DFI, IPLC	330	287	113	65	795		815	
USO1-DSV	75	103	-	-	178		215	
USO2-DSV	174	349	349	257	1,129		1,216	
DATA SERVICE	579	739	462	322	2,102	69%	2,246	
DATA CENTER	32	40	37	28	137	4%	141	
INSTALLATION (Est. Timeline)	659	155	-	-	814	27%	1,176	
TOTAL CONTRACTS IN HAND	1,270	934	499	350	3,053		3,480	

Line-up Projects

▼ Telecom Business

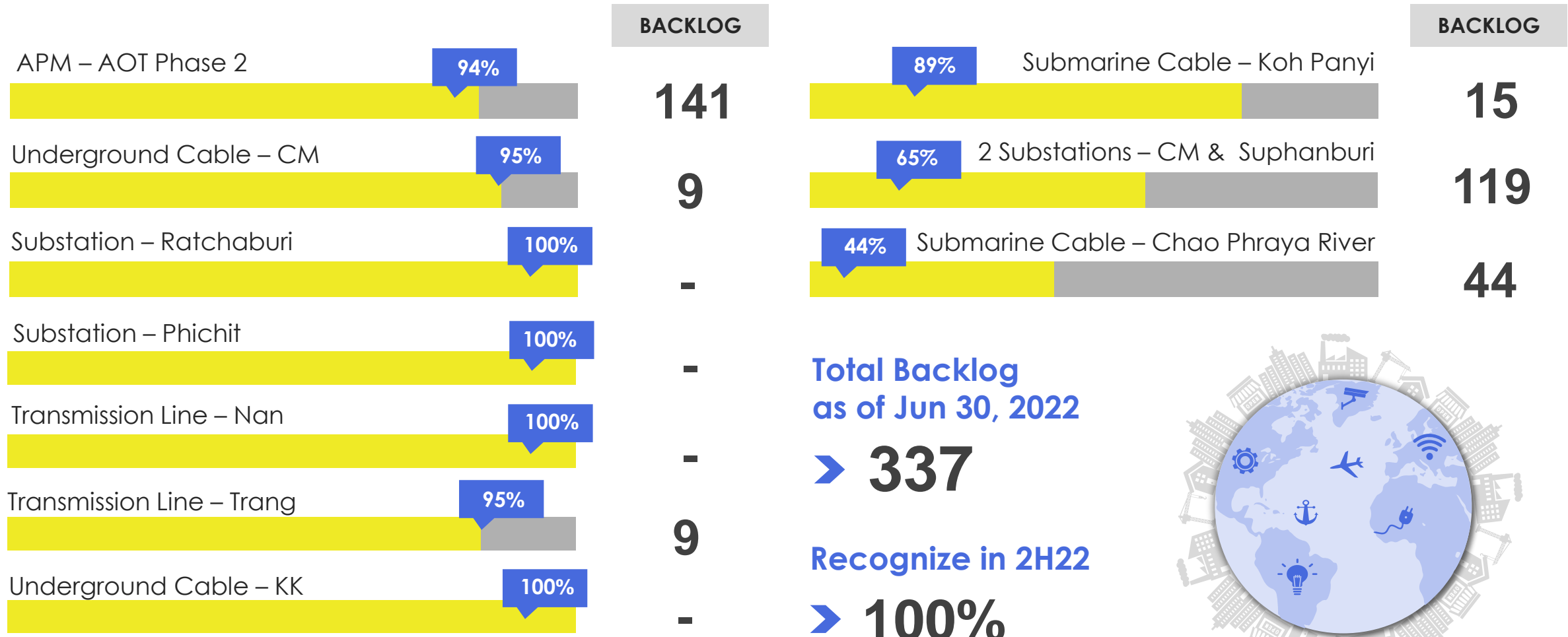
(Unit: Million Baht)

		Approx. Contract Value		 	
Total	1,115	806	309		
Data Service & Data Center	107	Winning	✓		
Course Online	305	Bidding	✓		
USO - TOT	703	Winning	✓ 56%	✓ 44%	

Projects on Hand

(Unit: Million Baht)

✓ Engineering Business



Line-up Projects

▼ Engineering Business

(Unit: Million Baht)

Approx. Contract Value

3Q22

Total

2,718

Substation - Phutthamonthon

617

Contract Signed
on July 5, 2022



Substation - Prachinburi

315

Contract Signed
On July 25, 2022



Submarine Cable - Koh Tao

1,786

Waiting Official Result



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 Q&A




Q&A





THANK YOU

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