



ILINK

OPPORTUNITY DAY

Q3/2022



CG SCORE 2022

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Bring the Technology For Innovation

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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”**

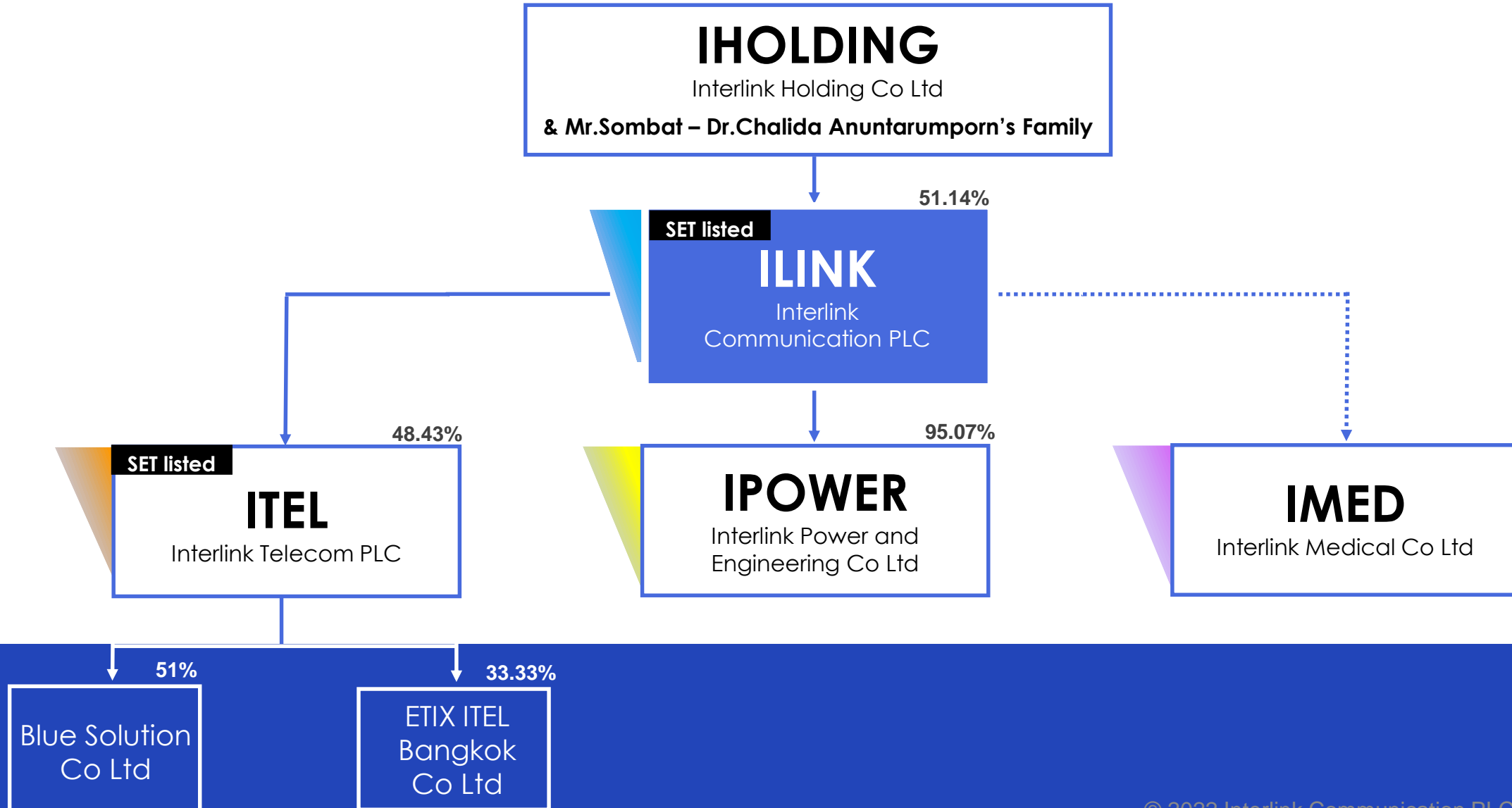
2022

Transferred ITEL to be listed on the Stock Exchange of Thailand (SET) on 8 November 2022



Group Shareholding Structure

(As of September 30, 2022)



Business Portfolio

Revenue Contribution

9M21

9M22

ILINK

DISTRIBUTION

- Importer & Distributor
- B2B Trading
- Cash Cow Business



40%

39%

ITEL

TELECOM

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



37%

46%

IPOWER

ENGINEERING

- Turnkey Project
- Government Bids
- Performance Based Business



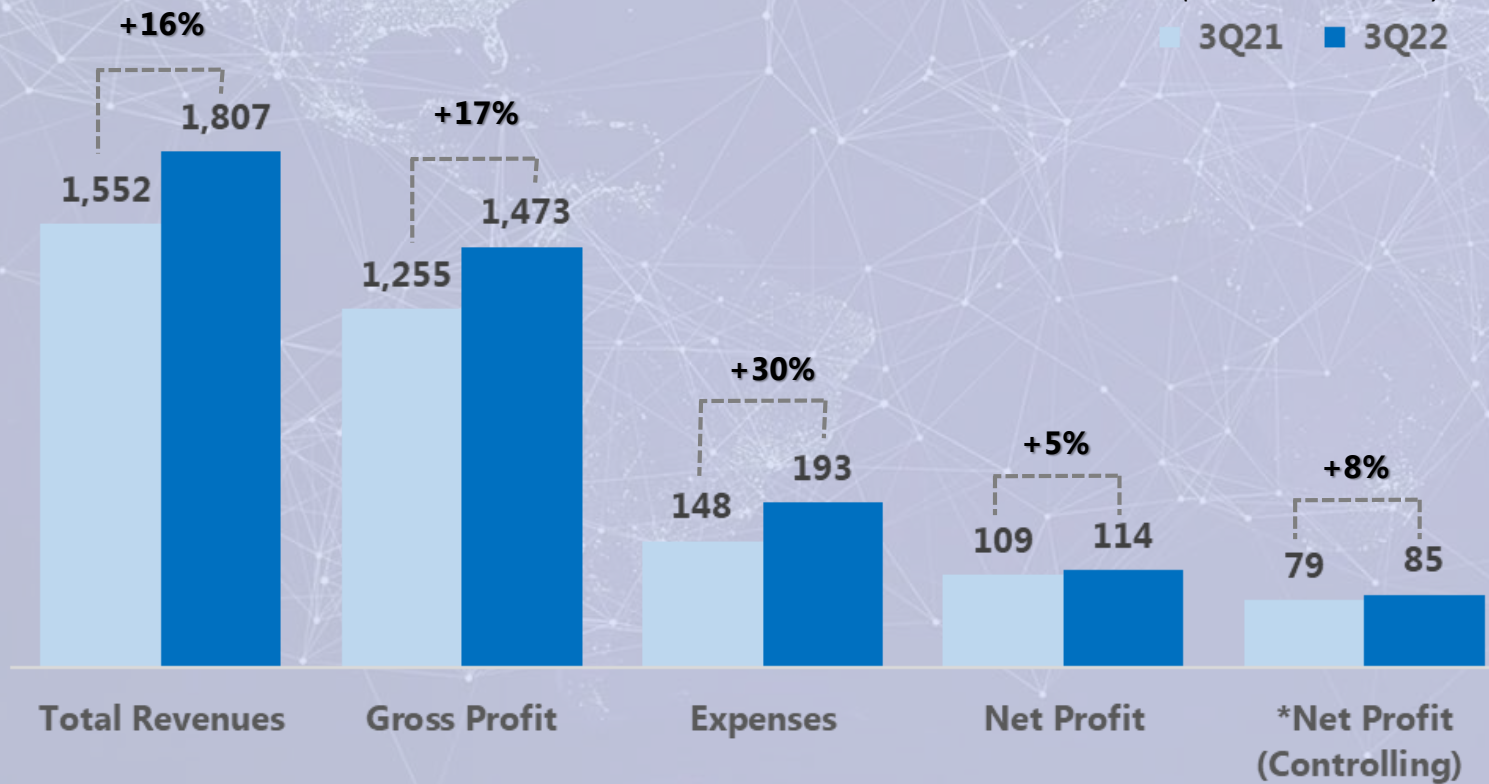
23%

15%

3Q22 CONSO HIGHLIGHTS

(Unit: Million Baht)

■ 3Q21 ■ 3Q22



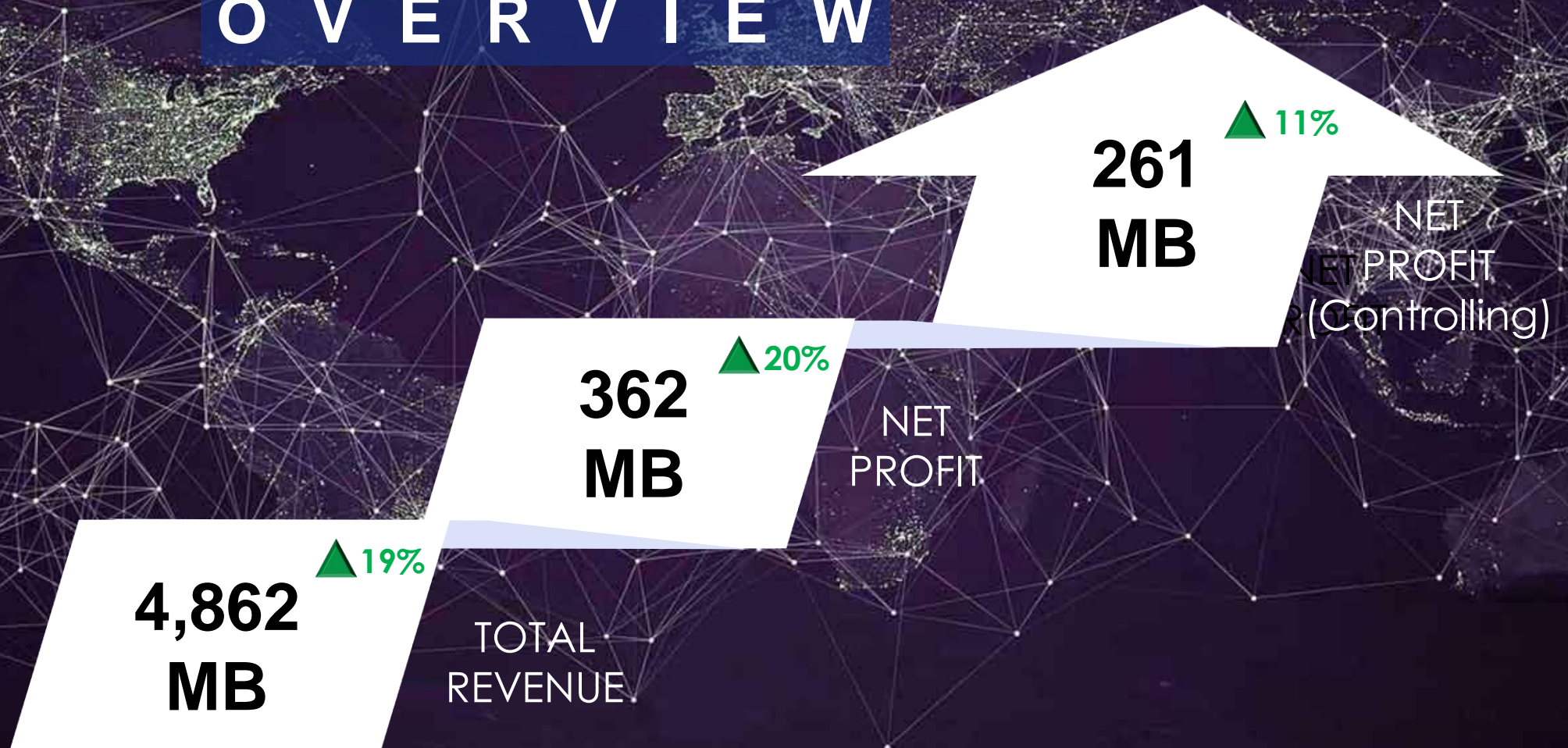
3Q22 Performance has a strong rise in revenues and GP

- ▶ **Double-digit Sales Growth**
Distribution +13% / Telecom +46%
- ▶ **Gross Profit Improvement**
Copper price drops
- ▶ **Increasing SG&A Expenses**
- ▶ **Consistent Growth in Net Profit and *Net Profit (Controlling)**
Every BUs are well-operated with cost efficiency
- ▶ **Healthier DE ratio**
Decrease from 1.76x to 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 Sep 30, 2022, the company's shareholding portion in a subsidiary "ITEL" was 48.43% which decreased from 51.04% as of Sep 30, 2021 while the company's shareholding portion in a subsidiary "IPOWER" was 95.07% with no changes

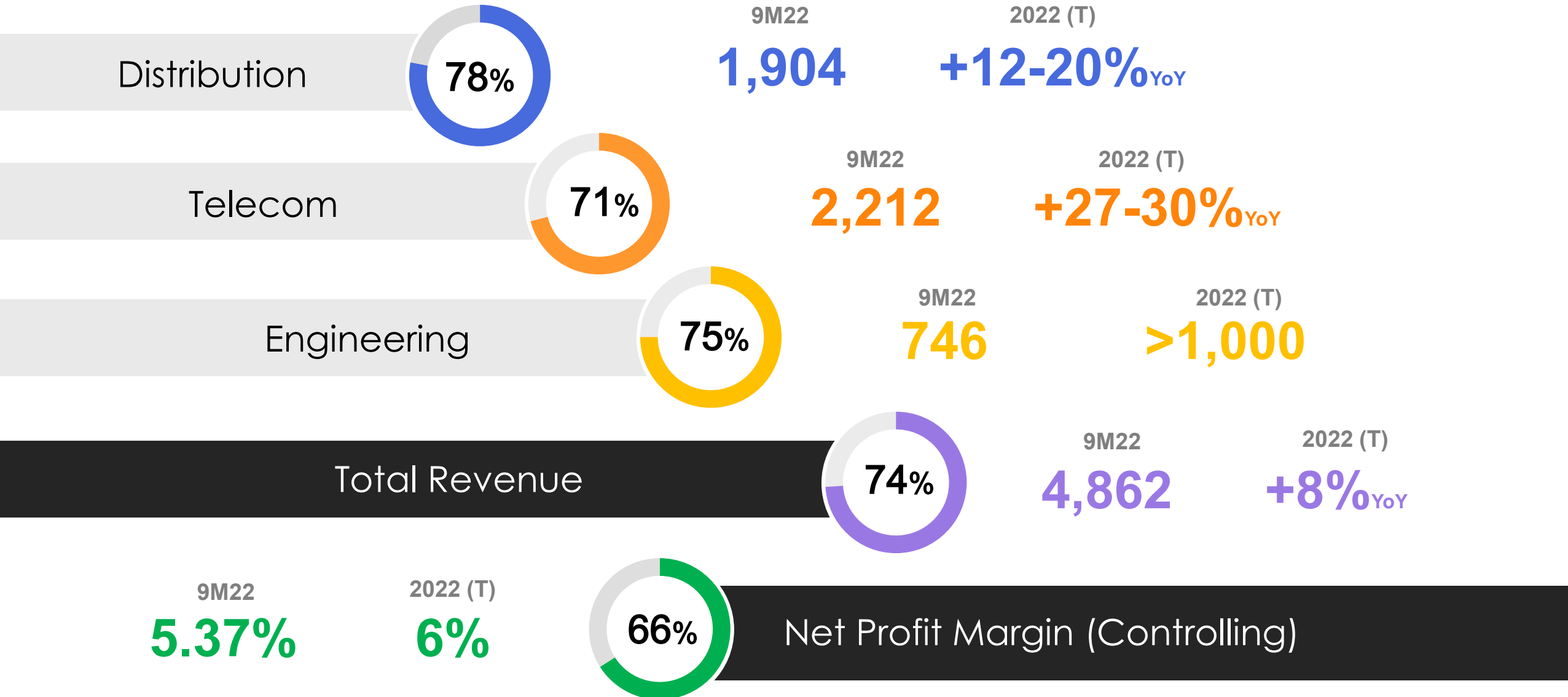
9M22 CONSO OVERVIEW



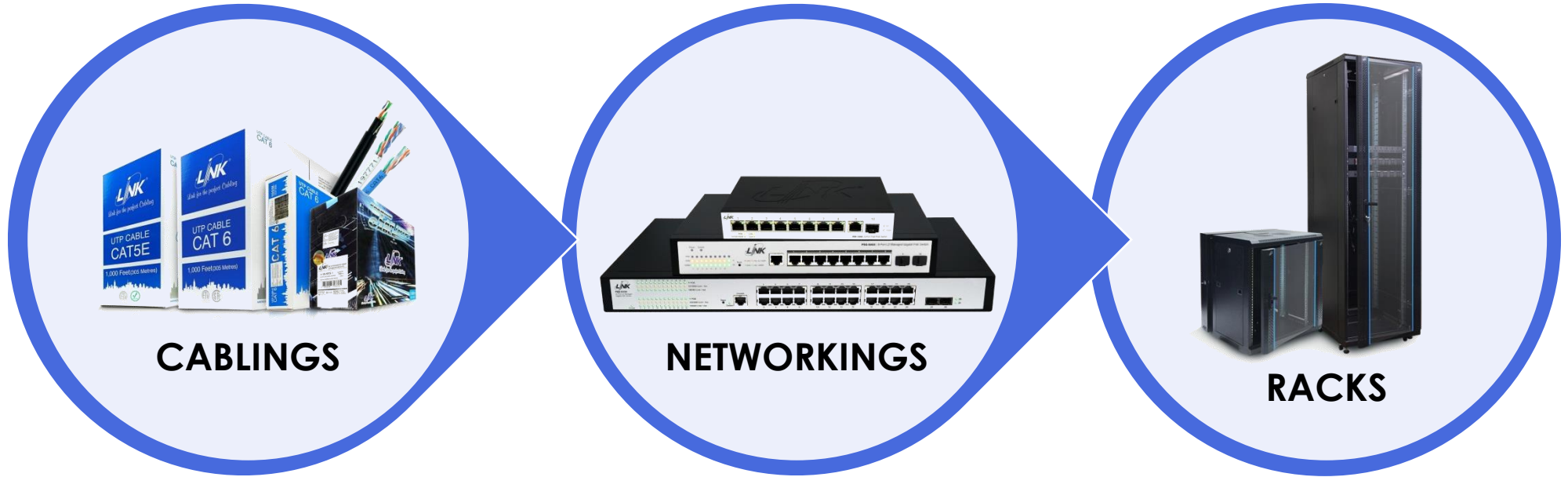


(Unit: Million Baht)

9M22 vs Target



Distribution Business



CABLINGS



NETWORKINGS



RACKS

Product Mix
9M21

78%

5%

17%

Product Mix
9M22

80%

4%

16%

Trending Products
3Q22

50%
YoY

35%
YoY

13%
YoY

Distribution Business






Customer Mix

9M21

9M22

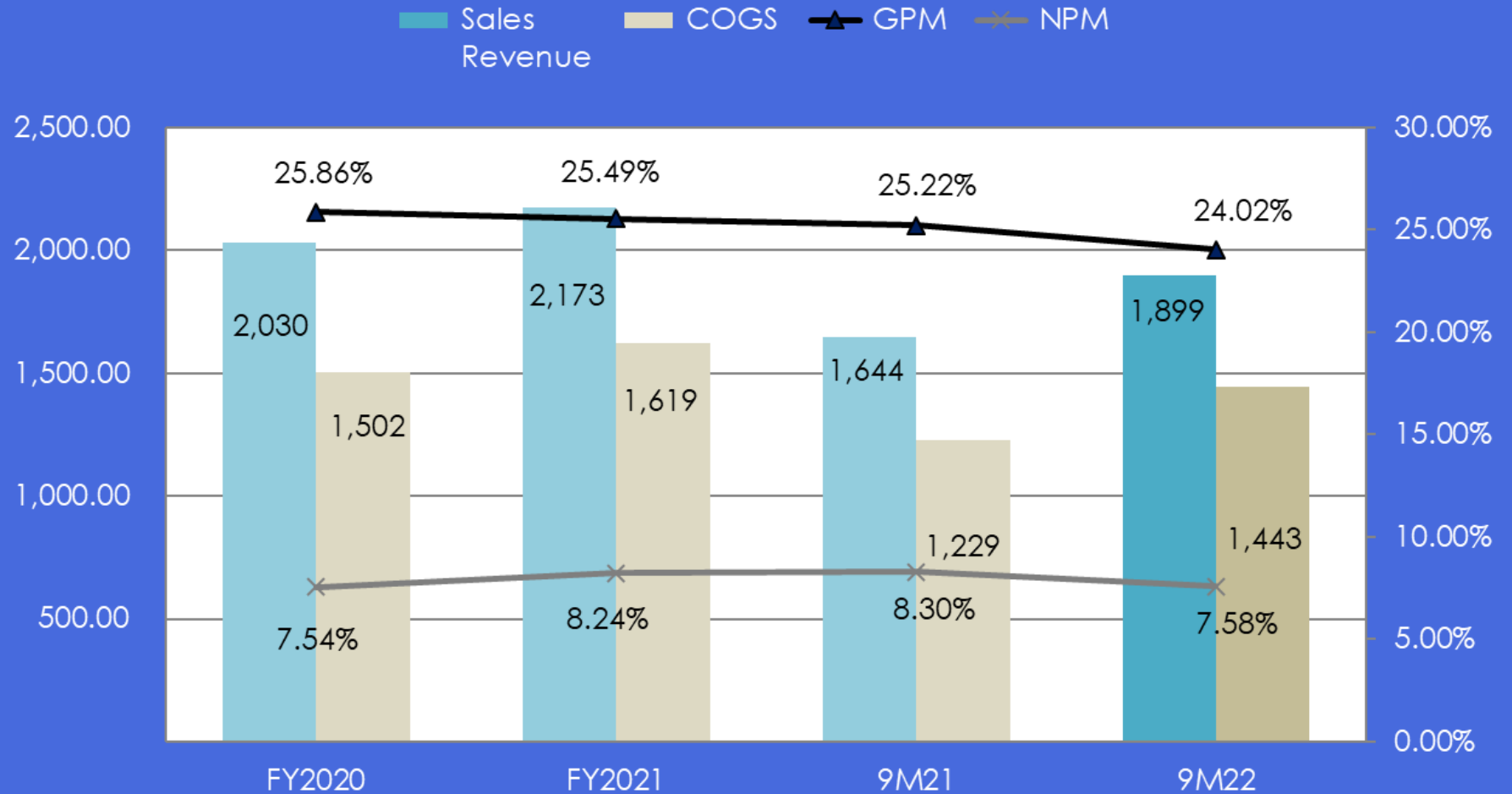


	56%	55%
	42%	43%
	2%	2%

Distribution Business



“We mainly increase sales by 15% YoY from cabling product. **Solar Cable** and **LAN Cable** are the product group with **outstanding growth** at 50% and 17% YoY respectively”



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สั่งง่าย ได้ของชัวร์!

รองรับหน้าบ้านได้เลย

สแกน QR CODE

COMMSCOPE

19" GERMANY

LINK American Standard

Clearance Sale 2022

Interlink Big Thanks

1 ปี มีครั้งเดียว

คุณรับของรางวัลพิเศษภายในงาน

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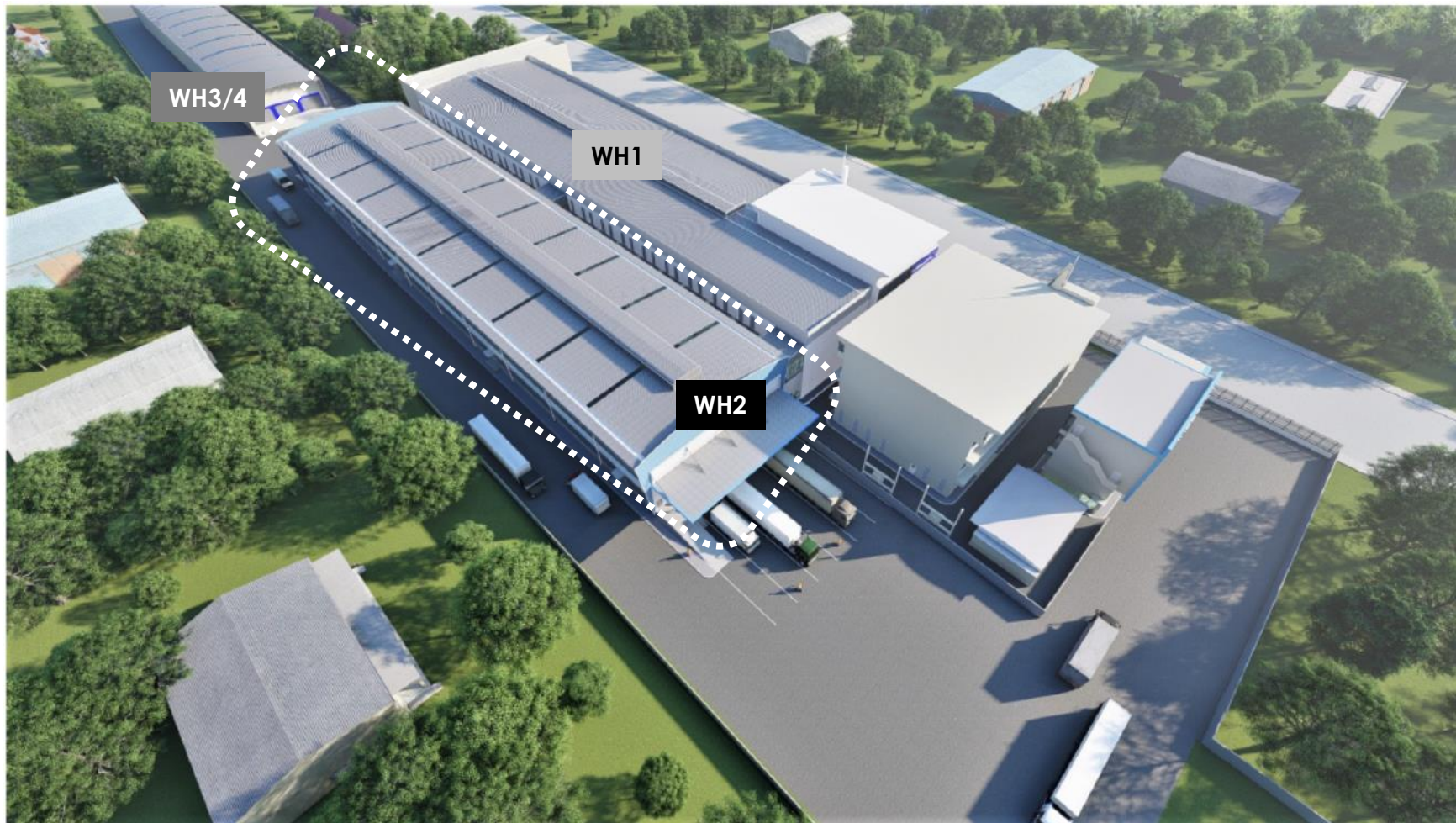
1 Dec 2022 / 10.00 - 12.00 am
7 Dec 2022 / 14.00 - 16.00 pm

สแกน QR Code พร้อมคุณของรางวัลมากมาย

Distribution Business



Warehouse Expansion



WH1 (2013 – present)

- Support sales of 2 – 2.2 bn.

WH3/4 (2022 – present)

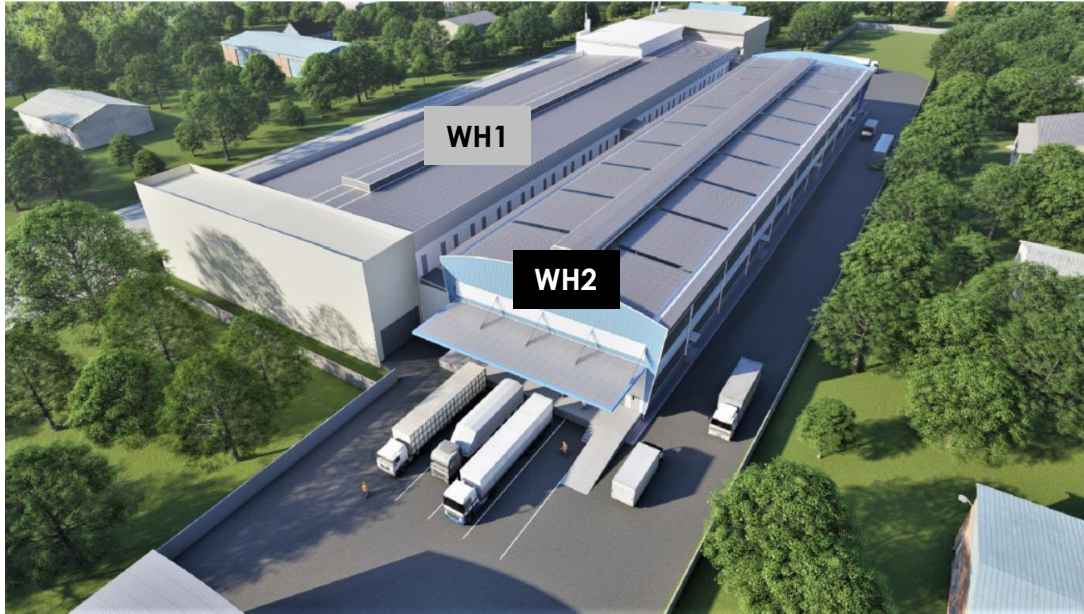
- Support sales of 600 mb

WH2 (Under Construction)

- 100 MB Investment
- Same size with WH1
- IT Inventory Management System
- Support sales of 2 – 2.2 bn.
- Ready to stock by 2Q23



Distribution Business



Telecom Business



RECURRING REVENUE

ONE-TIME REVENUE

DATA SERVICE

DATA CENTER

INSTALLATION

62%

4%

34%

46%

3%

51%

Service Mix
9M21

Service Mix
9M22

SUBMARINE CABLE



POWER SUBSTATION



TRANSMISSION LINE



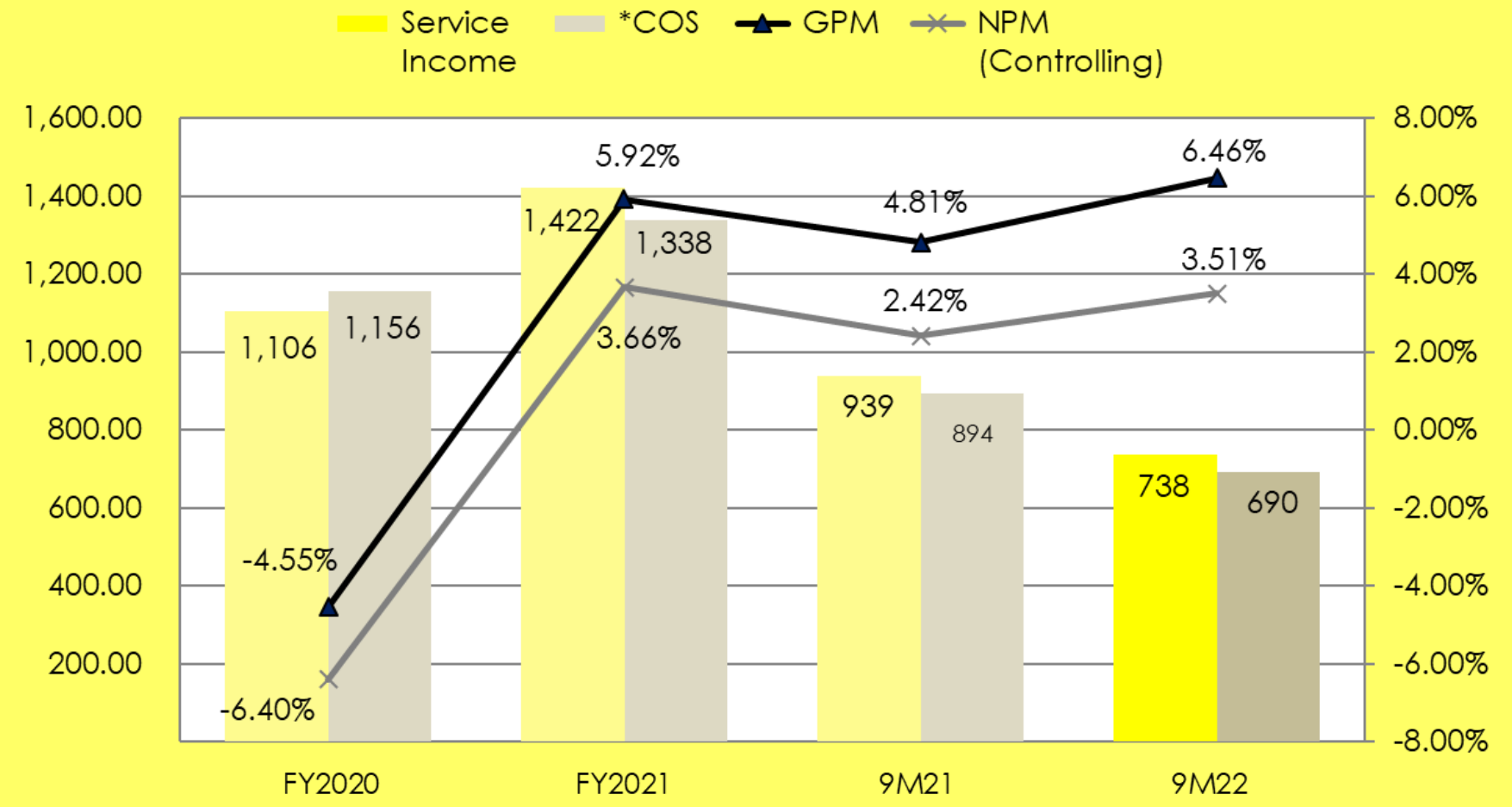
UNDERGROUND CABLE



Engineering Business



“Although 9M22 income is less than 9M21's which based on the percentage of work completion that varies over time, we **consistently improve GPM** and **NPM of EPC projects** throughout 2022”

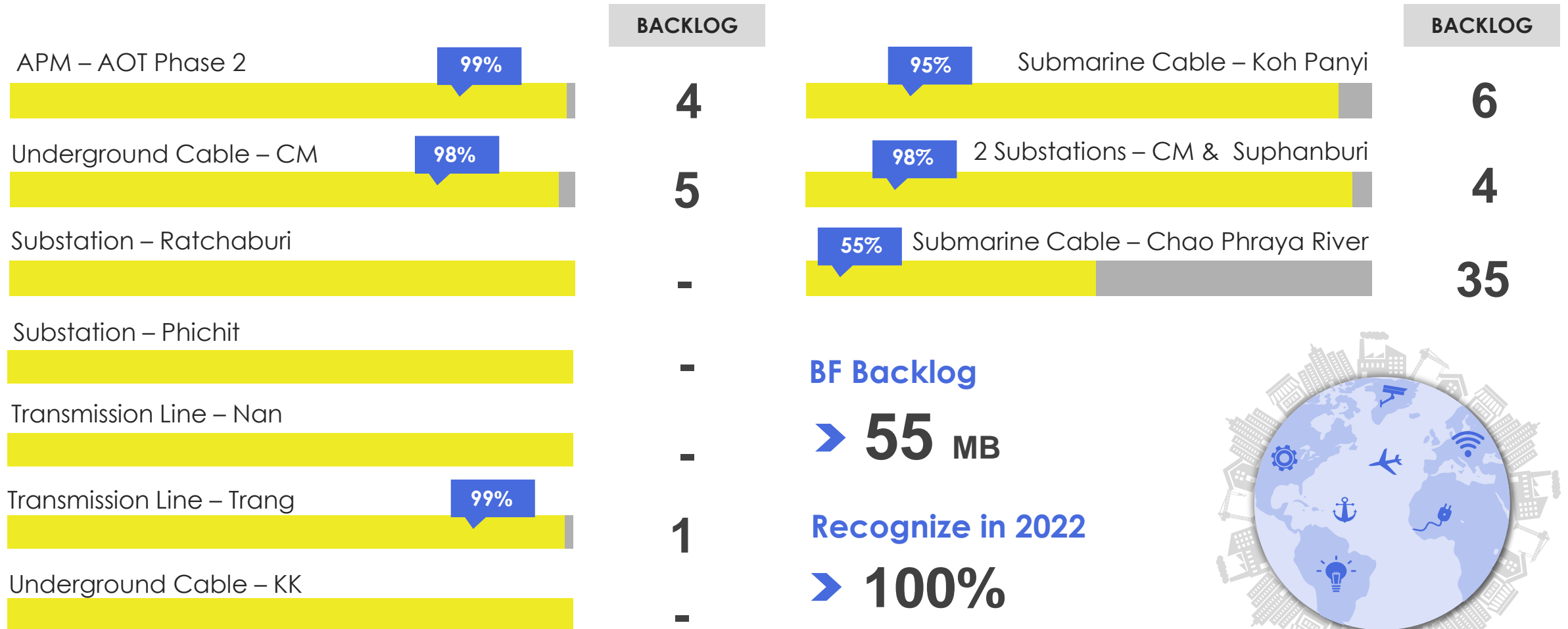


*Cost of Service includes "others gain (loss), net" from APM Project

BF Projects on Hand

Brought forward from June 30, 2022

Engineering Business



BF Backlog

> **55 MB**

Recognize in 2022

> **100%**



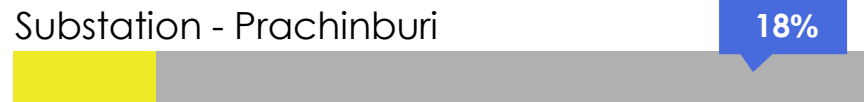
New Projects on Hand

Engineering Business

BACKLOG



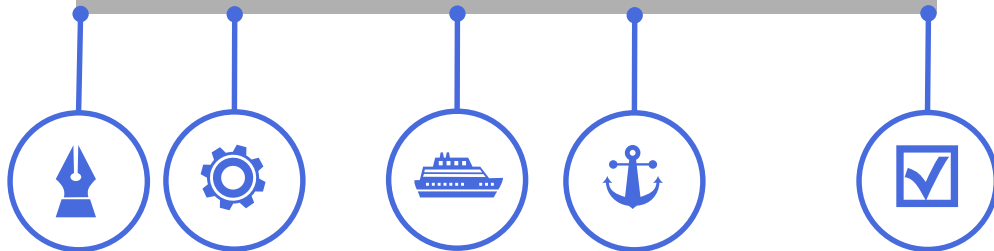
575



242



1,669



Contract
Signed
1 Nov 2022

Manufacturing
& Shipping

Laying

Project
Delivery
25 Apr 2024

Total Backlog (BF + New)

> **2,541** MB

Recognize in 2022 : 2023 onwards

> **13% : 87%**

- the **HIGHEST Submarine Cable Project Value**
- **SECURED REVENUES** during 2022 - 2024
- **DOUBLE-DIGIT** Net Profit Margin




Q&A





THANK YOU

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