

## ILINK

Company Performance Year End 2022





## **AGENDA**

01 Interlink Overview

02 2022 Performance

03 Looking Forward







## Interlink Timeline



1987

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

2004

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 telco market and run "Telecom Business"

2008









Established Interlink Holding Company Limited

1995

Interlink Communication Company Limited was converted into Public Company Limited being listed in the Market for Alternative Investment (mai) on 20 August 2004 under the

stock name "ILINK"

2007

Registered Interlink Power and Engineering Company Limited as a subsidiary company to run

"Engineering Business"



## Interlink Timeline



2013

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

2016

Established Interlink
Medical Company
Limited tapping into
"Healthcare
Technology Business"

2022











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

2015

Spun off Interlink Telecom
Company Limited to be listed
in the Market for Alternative
Investment (mai) on
14 September 2016 under the
stock name "ITEL"

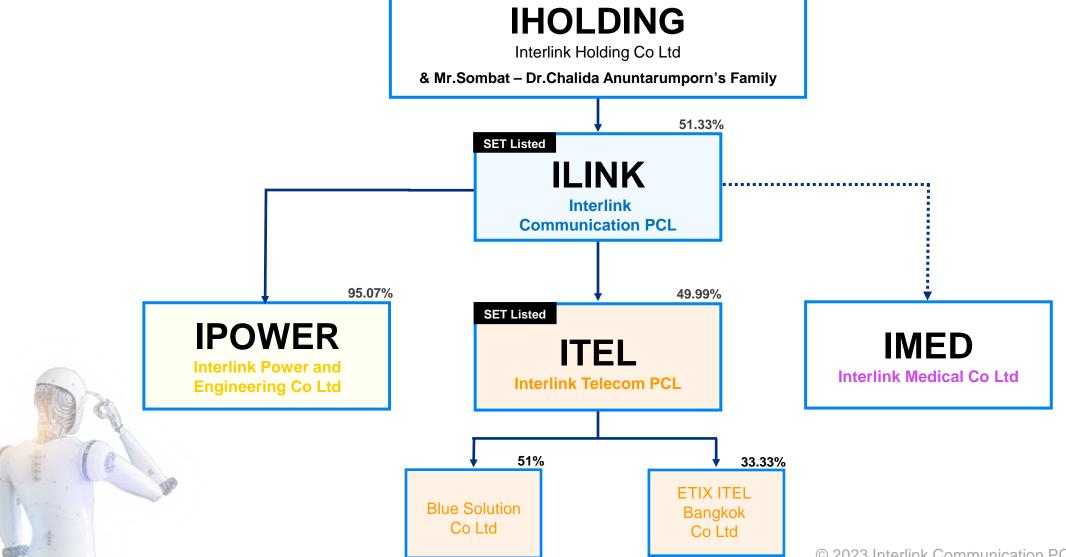
2019

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



## Interlink Shareholding Structure





### Interlink Business Portfolio



# W W

#### **ILINK**: Distribution Business

- Importer & Distributor
- B2B Trading with secured income
- Cash Cow Business

**Revenue Contribution** 

FY21 FY22

36% 35%



#### **IPOWER: Engineering Business**

- Turnkey Project
- Government Bids
- Performance Based Business

Y21 F

FY22

23% 17%



#### **ITEL: Telecom Business**

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

Y21 FY22

41% 48%





### **Product Mix**

( Revenue Contribution )









FY21 FY22 **15% 14%** 

FY21 FY22 **2% 3%** 

FY21 FY225% 4%

LAN Cable FIBER Cable

SOLAR Cable

CONTROL Cable

19" RACK

Networking

FY21 FY22 **49% 49%**  FY21 FY22 **6% 10%** 

FY21 FY22

15% 14%





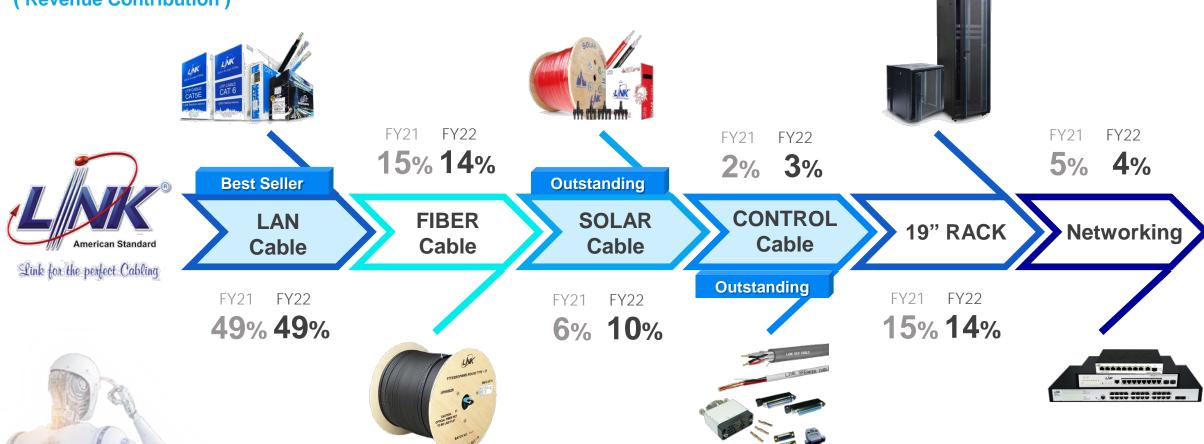






### **Product Mix**

(Revenue Contribution)





### **Customer Mix** By Geography

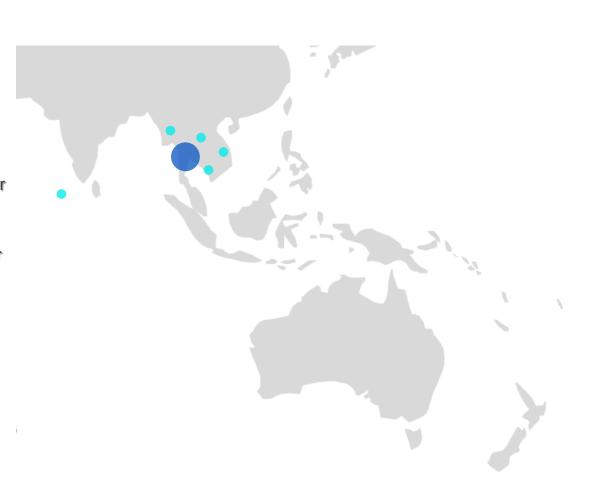
(Revenue Contribution)



#### **Domestic Market**

- The largest customer base covering all regions of Thailand
- 5 Different Customer Groups
- 99% B2B / 1% B2C





### International **Market**

- Myanmar
- Cambodia
- Laos

2%

- Vietnam
- Maldives



## **Customer Mix By Nature**

(Revenue Contribution)















## **Customer Mix By Behavior**

Overall Sales	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Sales Revenue (MB)	2,118.57	2,191.18	2,030.18	2,172.91	2,462.04
Sales Growth (%)		3.43%	-7.35%	7.03%	13.31%

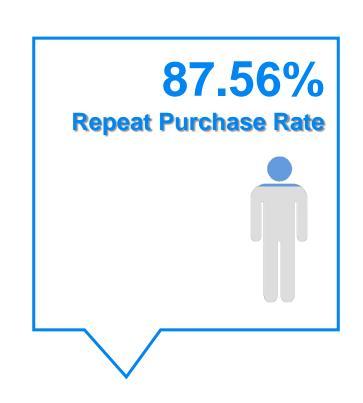
• (1) Repeat Customers	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Sales Revenue (MB)	2,085.31	2,155.46	1,985.31	2,127.71	2,427.33
Repeat Customers (%)	98.43%	98.37%	97.79%	97.92%	98.59%
Sales Growth (%)		3.36%	-7.89%	7.17%	14.08%

•	(2) New Customers	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
1	Sales Revenue (MB)	33.26	35.72	44.87	45.20	34.71
	New Customers (%)	1.57%	1.63%	2.21%	2.08%	1.41%
N	Sales Growth (%)		7.38%	25.62%	0.73%	-23.19%



## **Customer Mix By Behavior**

98.22%
Repeat Customers



Repeat Customers generate a minimum of

2,000 MB

RECURRING

Sales Revenue each year

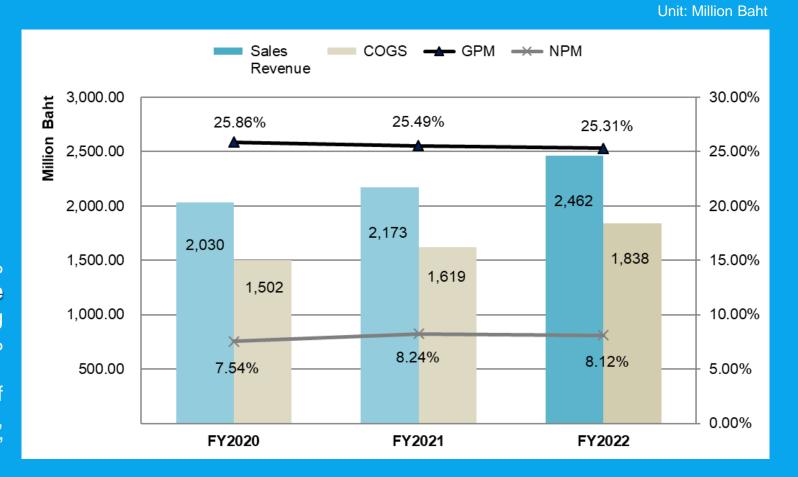


## Distribution Performance



"We mainly increase sales by 13% on cabling product, **Solar Cable** and **LAN Cable**, while maintaining accumulated GPM over 25%

With a **consistent monitor** of **SG&A expense** and **finance cost**, NPM is 8.12% above the target"



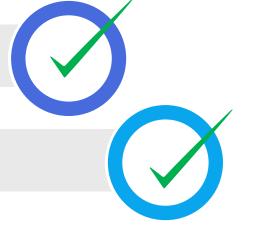
## Actual vs Target



### **Distribution**

Revenue

**NPM (%)** 



2022

+13.31%<sub>YoY</sub>

2022 (T)

+12-20%<sub>YoY</sub>

8.12%

≥8%



## Engineering

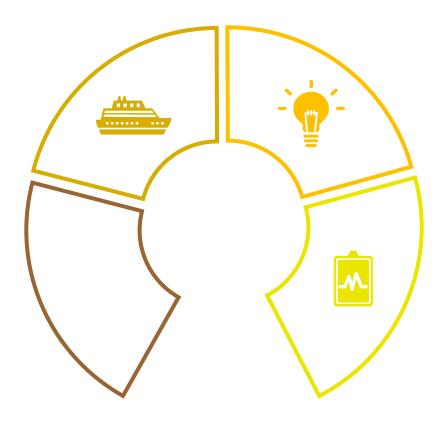


### **Submarine Cable Project**



**Underground Cable Project** 





### **Power Substation Project**



### **Transmission Line Project**

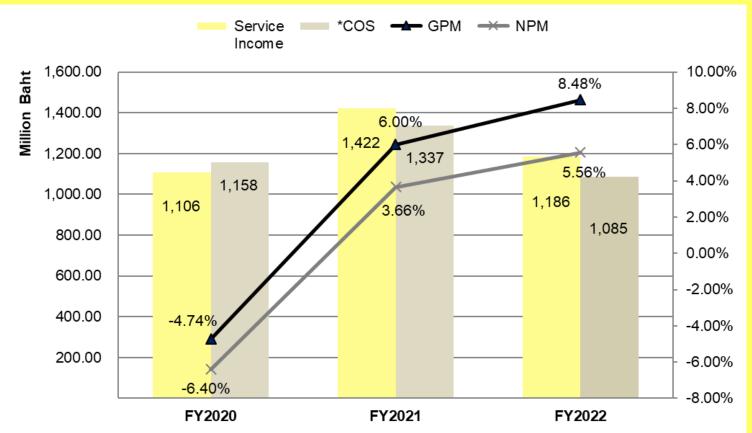


## Engineering Performance



Unit: Million Baht

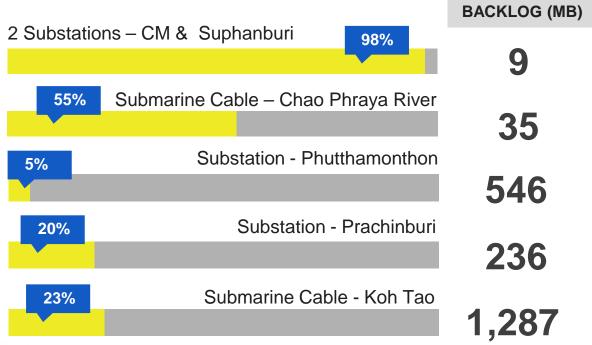
"Although FY22 income is less than FY21's which based on the size of projects on hand as well as percentage of work completion that vary over time, we consistently improve GPM and NPM of EPC business achieving the target"



\*Cost of Service includes "others gain (loss), net" from APM Project during FY2020 - FY2022

## Engineering Backlog





**Total Backlog as of 31 Dec 2022** 

**> 2,113** MB

Recognize in 2023 : 2024 onwards

**>** 60% : 40%



#### **NEW Contract Signing in 1Q23**

Purchase Various Types of Submarine Cables Project (PEA)

67.19 MB

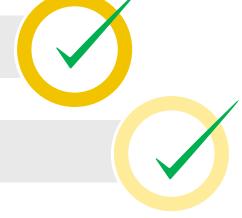
## Actual vs Target



### **Engineering**

Backlog

**NPM (%)** 



2022

3.17xyoy

5.56%

2022 (T)

3X<sub>YoY</sub>

≥5%



## Telecom





**2023 STRATEGIC PLAN** 

3 December 2022





### **2022 CONSO 9%** 383 NET MB **PROFIT** (Controlling) **16% 542** MB 16% 7,095 TOTAL **MB REVENUES** Every key item on P&L hits "NEW RECORD HIGH"



### 2023 Strategy & Outlook



#### **KEY DRIVERS IN 2023**

- Growing Adoption of Cables from Submarine, Underground to Overhead
- Technological Advancements
- Infrastructural Development
- Government Spending on Transportation,
   Clean Energy, and Digital Services

#### **Distribution**

- Drive High Growth / High Margin Products
- Maintain Repeat Customers
- Break into Modern Trade
   & International Market

Dis Revenue 2023 (T) ≥ 2,700 MB

Dis NPM 2023 (T) **> 9%** 

### **Engineering**

- #1 in Submarine Cable
- Deliver Projects on Hand as planned

EPC Revenue 2023 (T) ≥ 1,200 MB

EPC NPM 2023 (T) ≥ 8%

#### **Telecom**

- Increase Profit
- Improve Customer Experience
- Develop "BS" & push into SET

Telco Revenue 2023 (T) ≥ 3,500 MB

Telco NPM 2023 (T) ≥ 9%



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