

ILINK

OPPORTUNITY DAY Q1/2023

12 MAY 2023





AGENDA

01 Interlink Overview

02 1Q23 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



쪁







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"

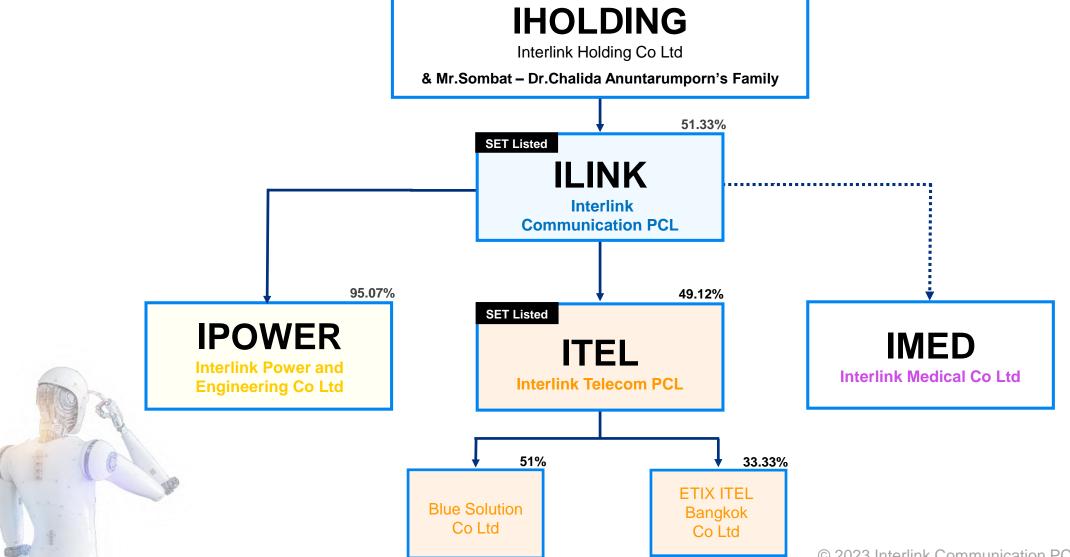
2019

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



Interlink Shareholding Structure As of May 12, 2023





Interlink Business Portfolio



(min)

ILINK: Distribution Business

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

Revenue Contribution

1Q22 1Q23

48%

48%



IPOWER: Engineering Business

- Turnkey Project
- Government Bids
- Performance Based Business

1Q22

1Q23

11% 18%



ITEL: Telecom Business

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

1Q22

1Q23

41% 34%





Product Mix

(Revenue Contribution)









Link for the perfect Cabling

LAN Cable FIBER Cable

1Q22 1Q23

16% 11%

SOLAR Cable

CONTROL Cable

2% 3%

1Q23

19" RACK

Networking

1Q23

4%

1Q22

4%

1Q22 1Q23

49% 53%

1Q22 1Q23

8% 13%

1Q22 1Q23

12% 12%





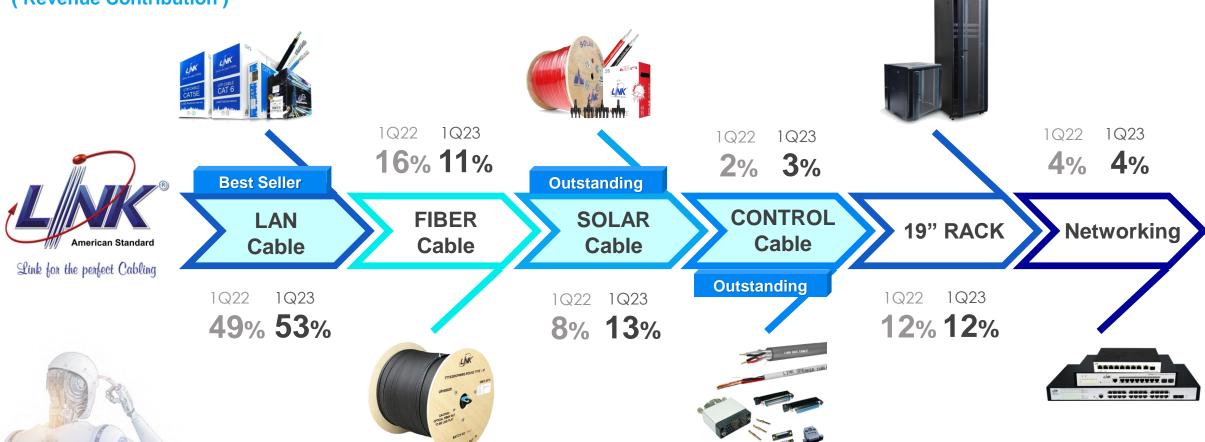






Product Mix

(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)









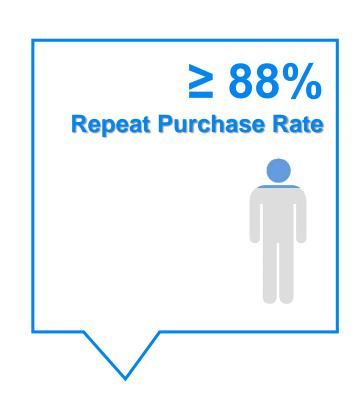






Customer Mix By Behavior





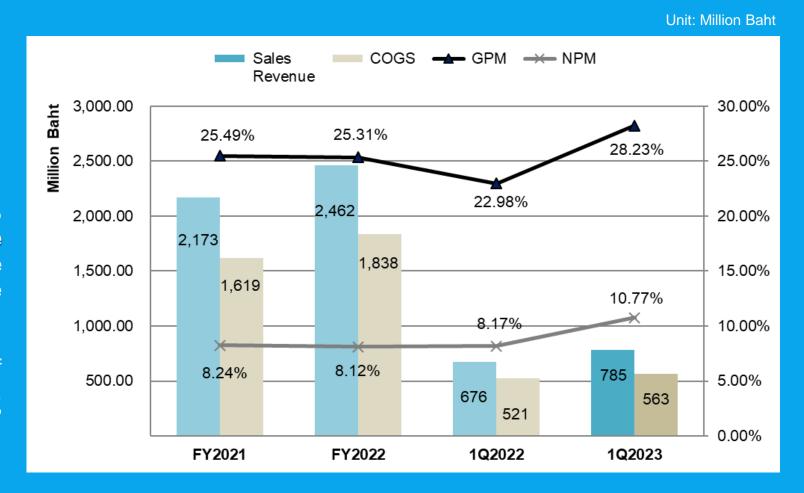
Repeat Customers generate a minimum of 2,000 MB RECURRING Sales Revenue each year

Distribution Performance



"We mainly increase sales by 16% on cabling product, **Solar Cable** and **LAN Cable** while achieving the **highest GPM** of 1Q at 28.23% due to a decline in copper price.

With a **consistent monitor** of **SG&A expense** and **finance cost**, NPM is 10.77% above the target"



Engineering



Submarine Cable Project



Underground Cable Project





Power Substation Project



Transmission Line Project

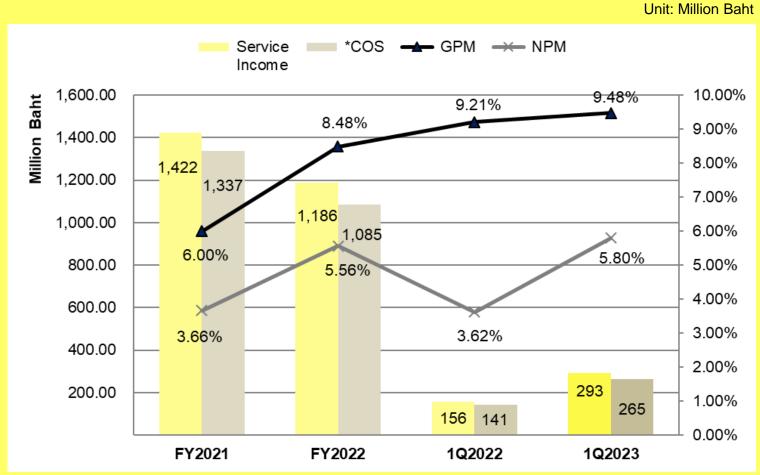


Engineering Performance



"Service income increases by 88% from the progress of **Koh Tao Submarine Cable Project** and the closure of **2 Substation Projects** at CM and Suphanburi Province.

The mix of **profitable projects** help **develop both GPM and NPM** to 9.48% and 5.80% respectively"



*Cost of Service includes "others gain (loss), net" from forward exchange contract



Telecom Performance







1Q23 CONSO **51%** 127 NET MB **PROFIT** (Controlling) **36%** 158 **MB** 15% 1,635 TOTAL **MB** REVENUES



Engineering Backlog



		BACKLOG (MB)	
2 Substatio	ons – CM & Suphanburi		
		-	
55%	Submarine Cable – Chao Phraya River		
		35	
7%	Substation - Phutthamonthon		
		535	
27%	Substation - Prachinburi		
		216	
37%	Submarine Cable - Koh Tao		
31 /6	Submanne Cable - Non Tao	1,045	
400/	D. od oce of O. Lees in O. O. Lee	1,040	
16%	Purchase of Submarine Cables	53	
123		33	

Total Backlog as of 31 Mar 2023

> 1,884 MB

Recognize in 2023 : 2024 onwards

> 55%: 45%

NEW Contract Signing in 2Q23

Purchase of Repair Joint Project (PEA)

27.40 MB

Line-up Projects



Approx. Contract Value (MB)

2H23

Total

1,908

Submarine Cable - Koh Samui

1,813

Lowest Bidder



Transmission Line - Pattaya

95

Lowest Bidder





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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Q&A





THANK YOU

(+66) 02-666-1111



ir@interlink.co.th



www.interlink.co.th