



ILINK

OPPORTUNITY DAY
Q1/2023

12 MAY 2023



AGENDA

01 Interlink Overview

02 1Q23 Performance

03 Looking Forward

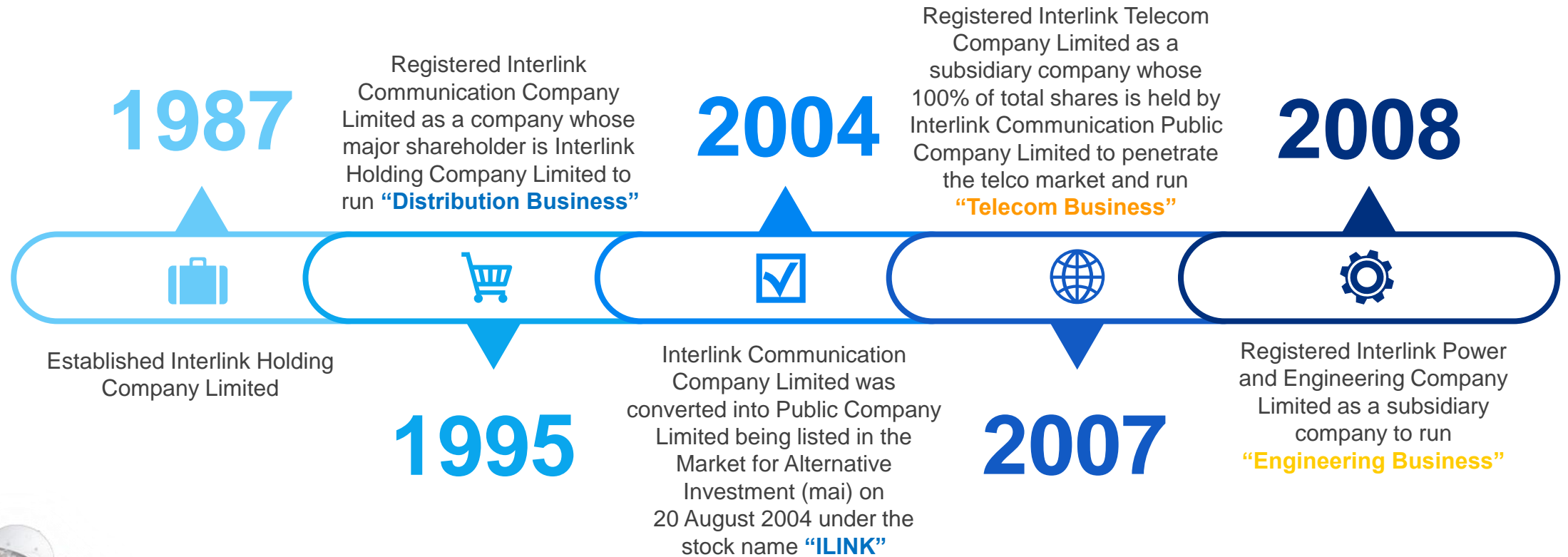


Interlink Overview



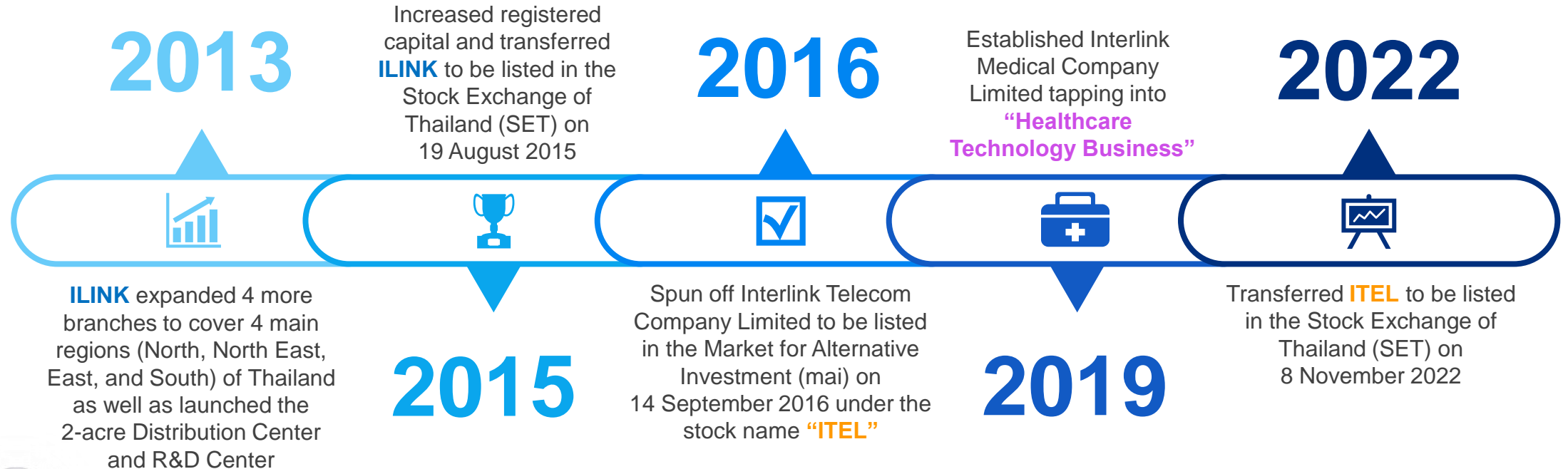


Interlink Timeline



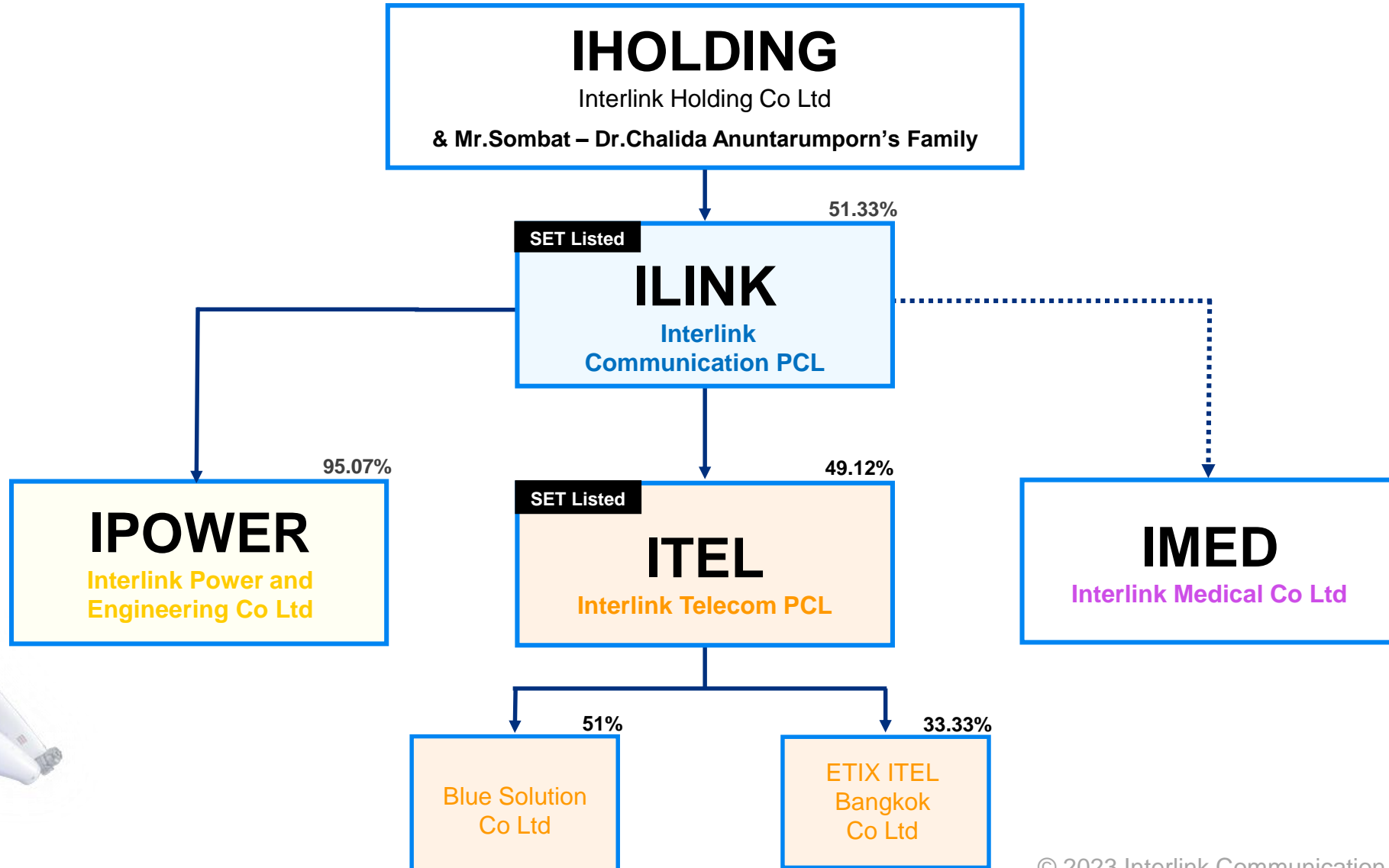


Interlink Timeline



Interlink Shareholding Structure

As of May 12, 2023





Interlink Business Portfolio



Revenue Contribution

ILINK : Distribution Business

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

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%

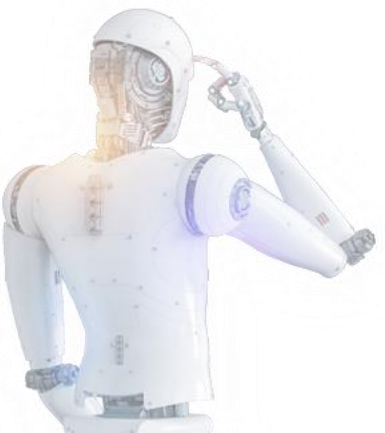
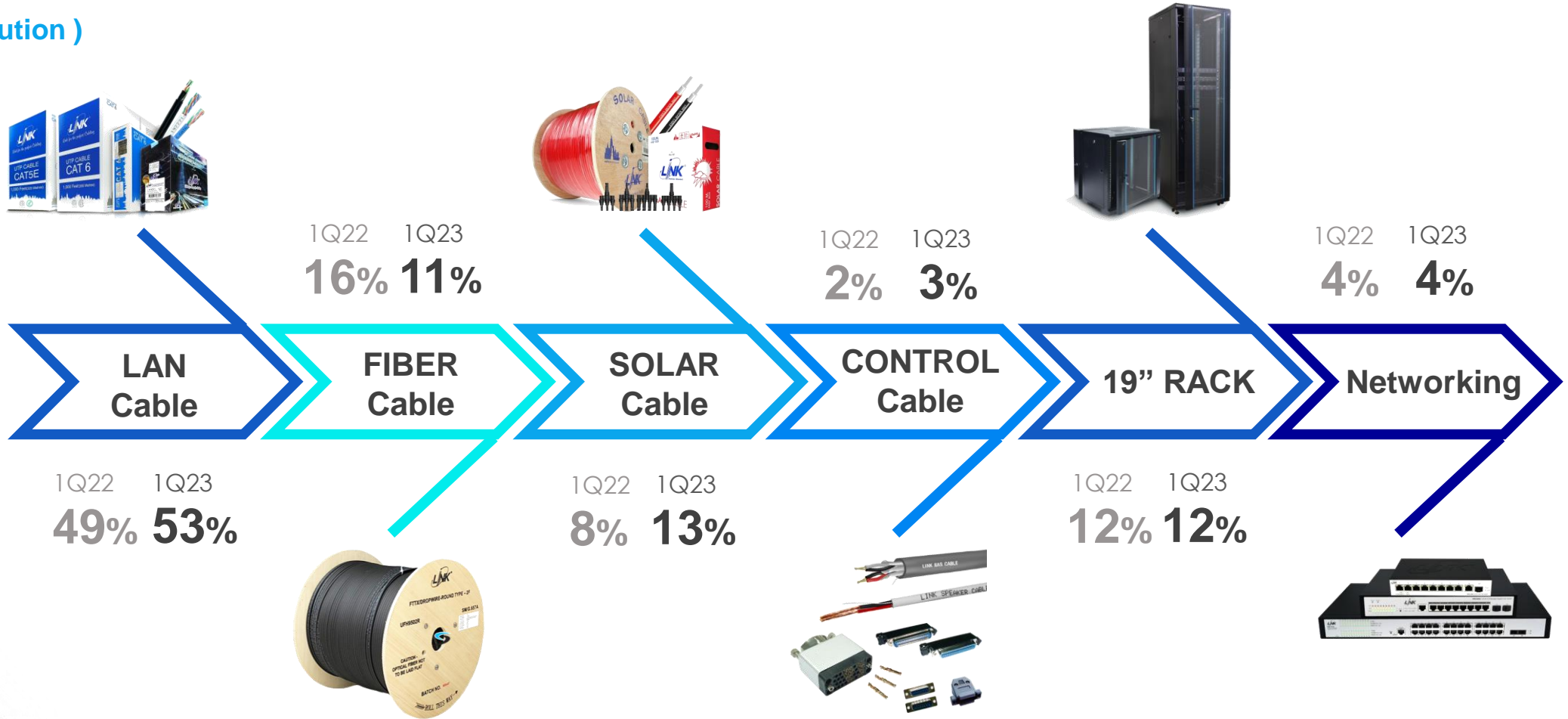


1Q23 Performance



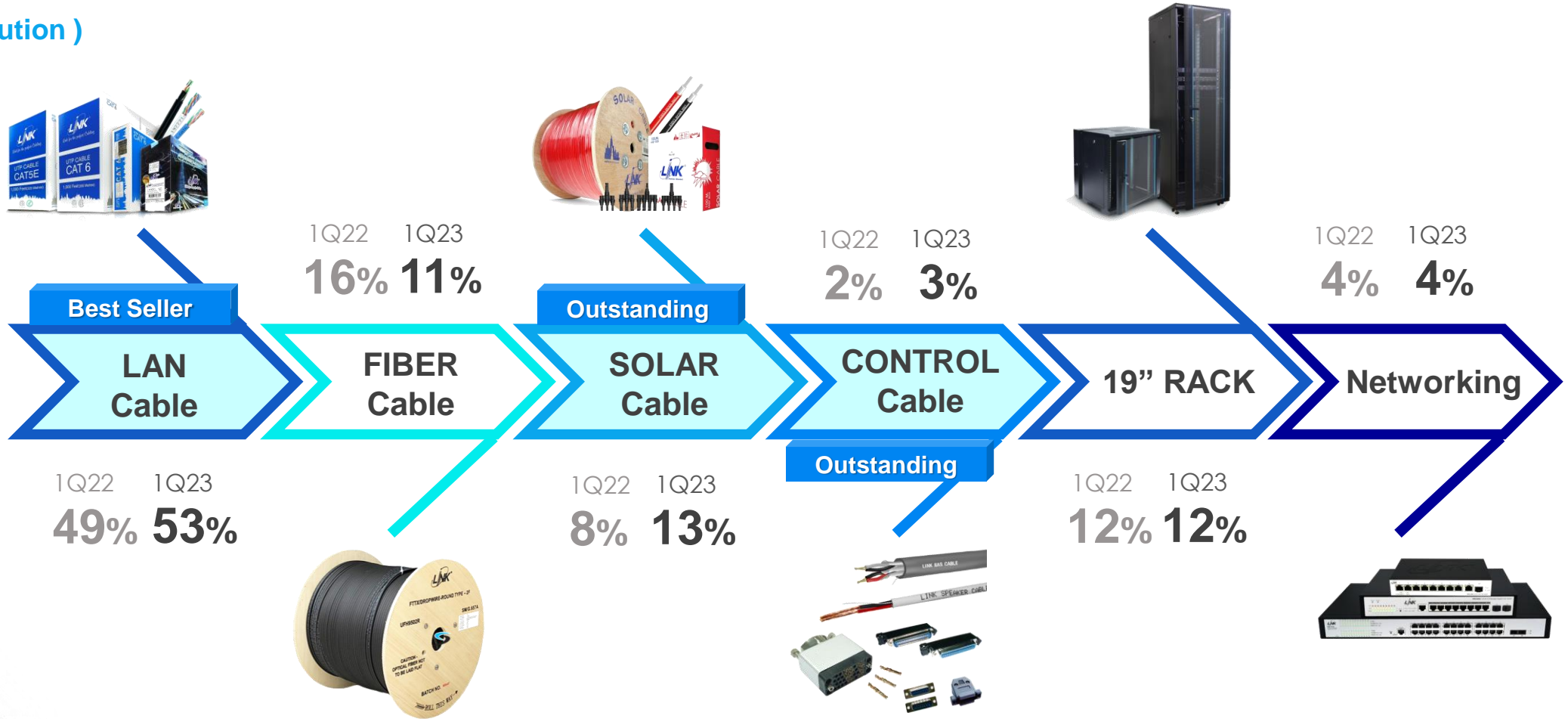
Distribution

Product Mix (Revenue Contribution)



Distribution

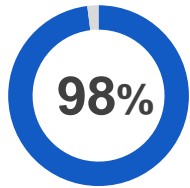
Product Mix (Revenue Contribution)



Distribution

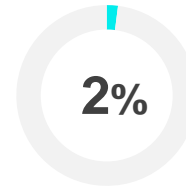
Customer Mix By Geography

(Revenue Contribution)



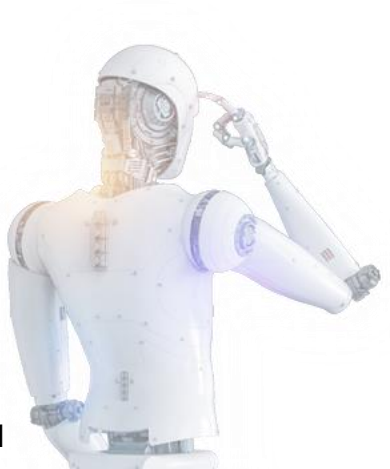
Domestic Market

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



International Market

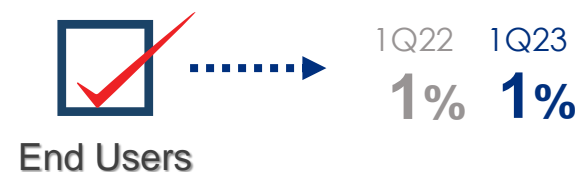
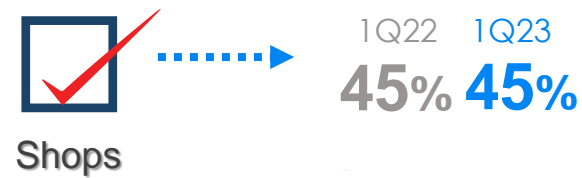
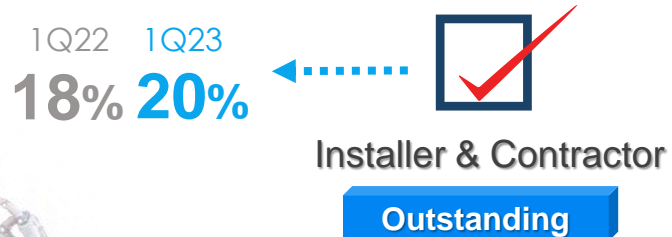
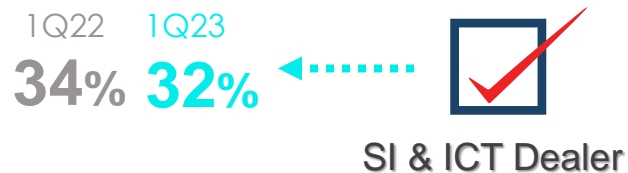
- Myanmar
- Cambodia
- Laos
- Vietnam
- Maldives



Distribution

Customer Mix By Nature

(Revenue Contribution)



Distribution

Customer Mix By Behavior

$\geq 98\%$

Repeat Customers



$\geq 88\%$

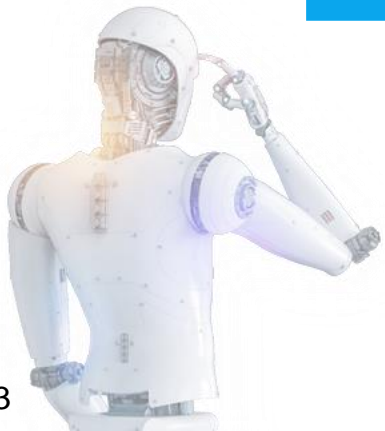
Repeat Purchase Rate



Repeat Customers
generate a minimum of

2,000 MB
RECURRING

Sales Revenue each year



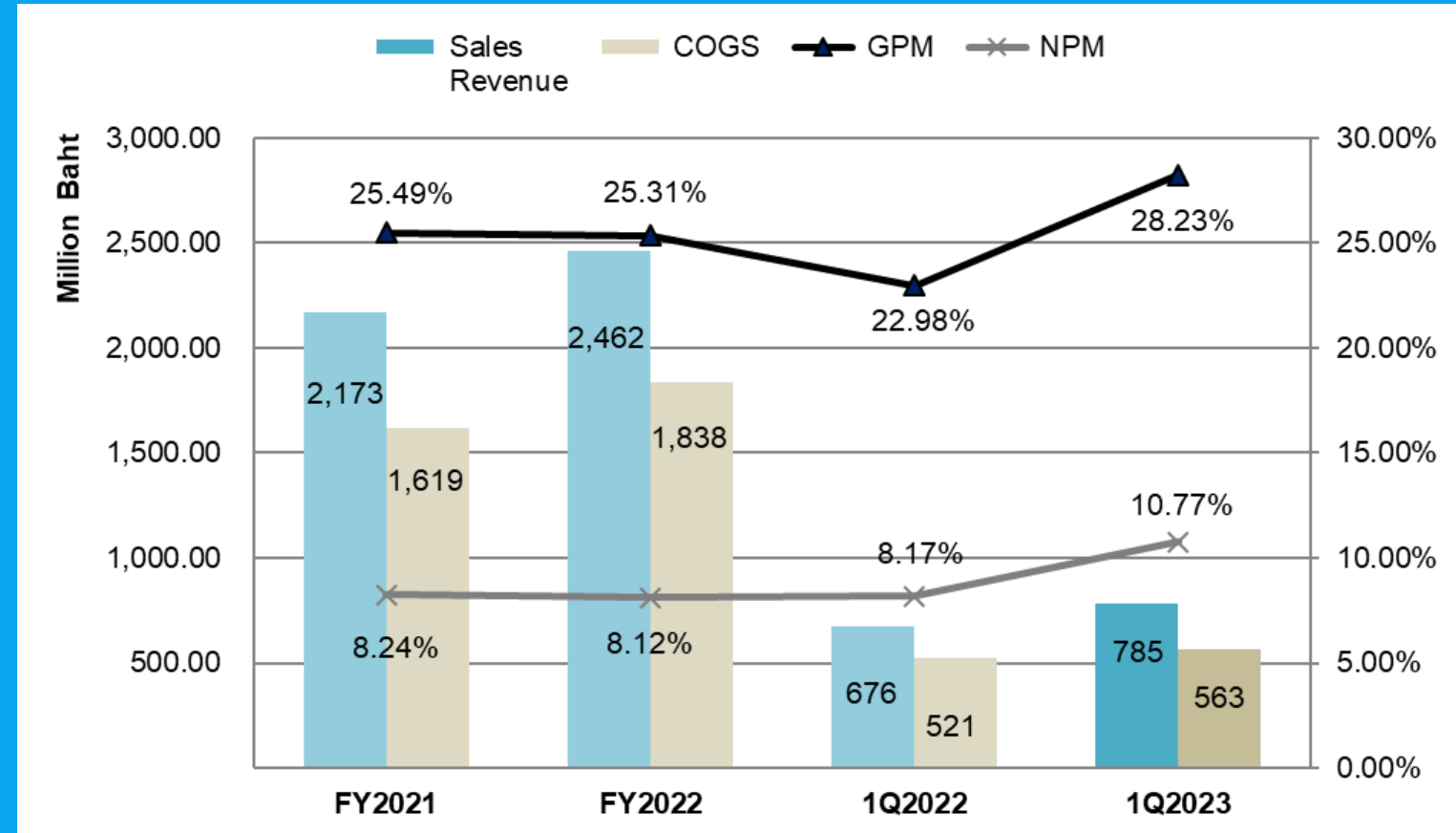
Distribution Performance



Unit: Million Baht

“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



Power Substation Project



Underground Cable Project



Transmission Line Project



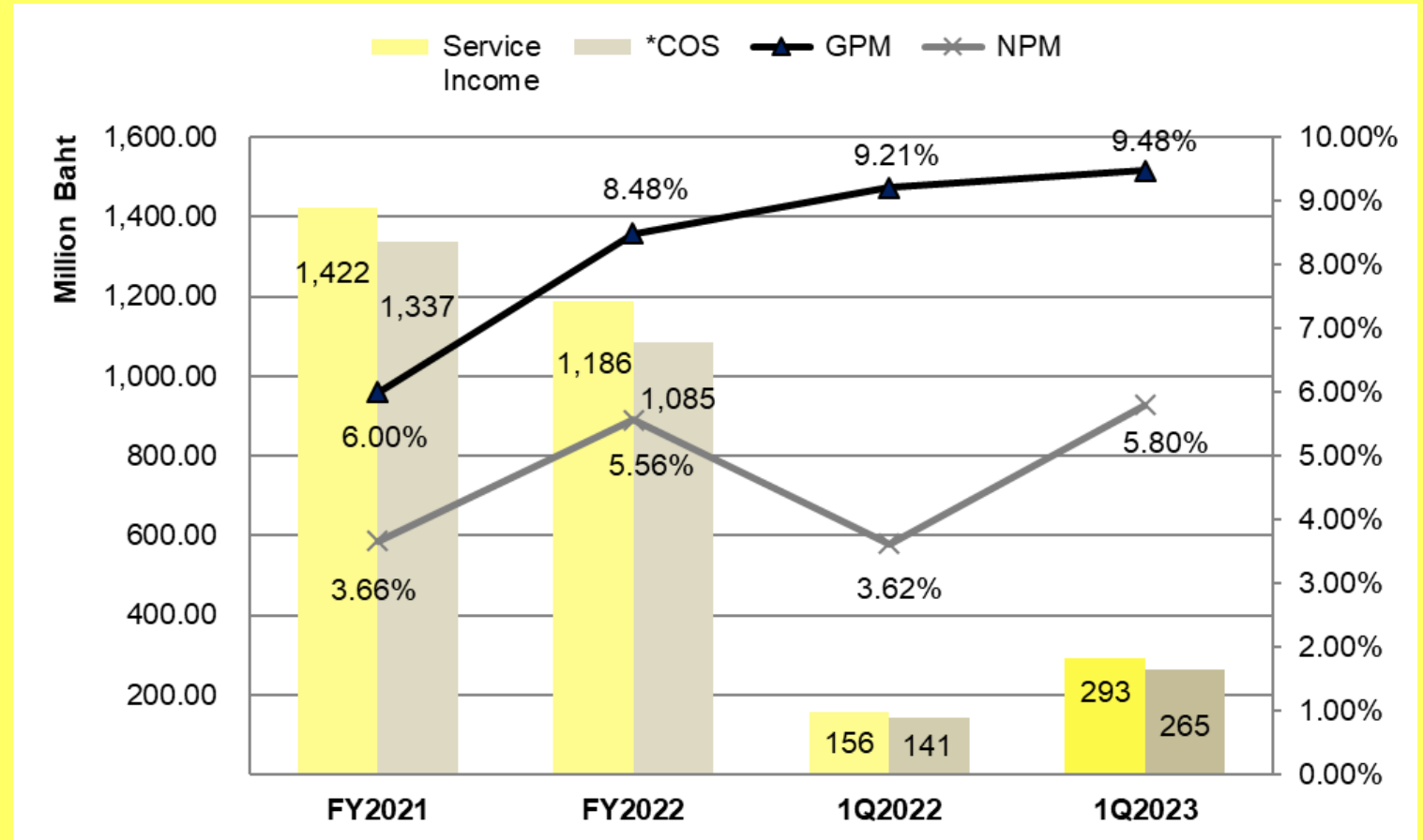
Engineering Performance



Unit: Million Baht

“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



 **Telecom**
PUBLIC COMPANY LIMITED
OPPORTUNITY DAY



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Upcoming



 **ITEL**

INTERLINK TELECOM PCL
Information & Communication Techn...

 : 16/05/2023
 : 10:15 - 11:00

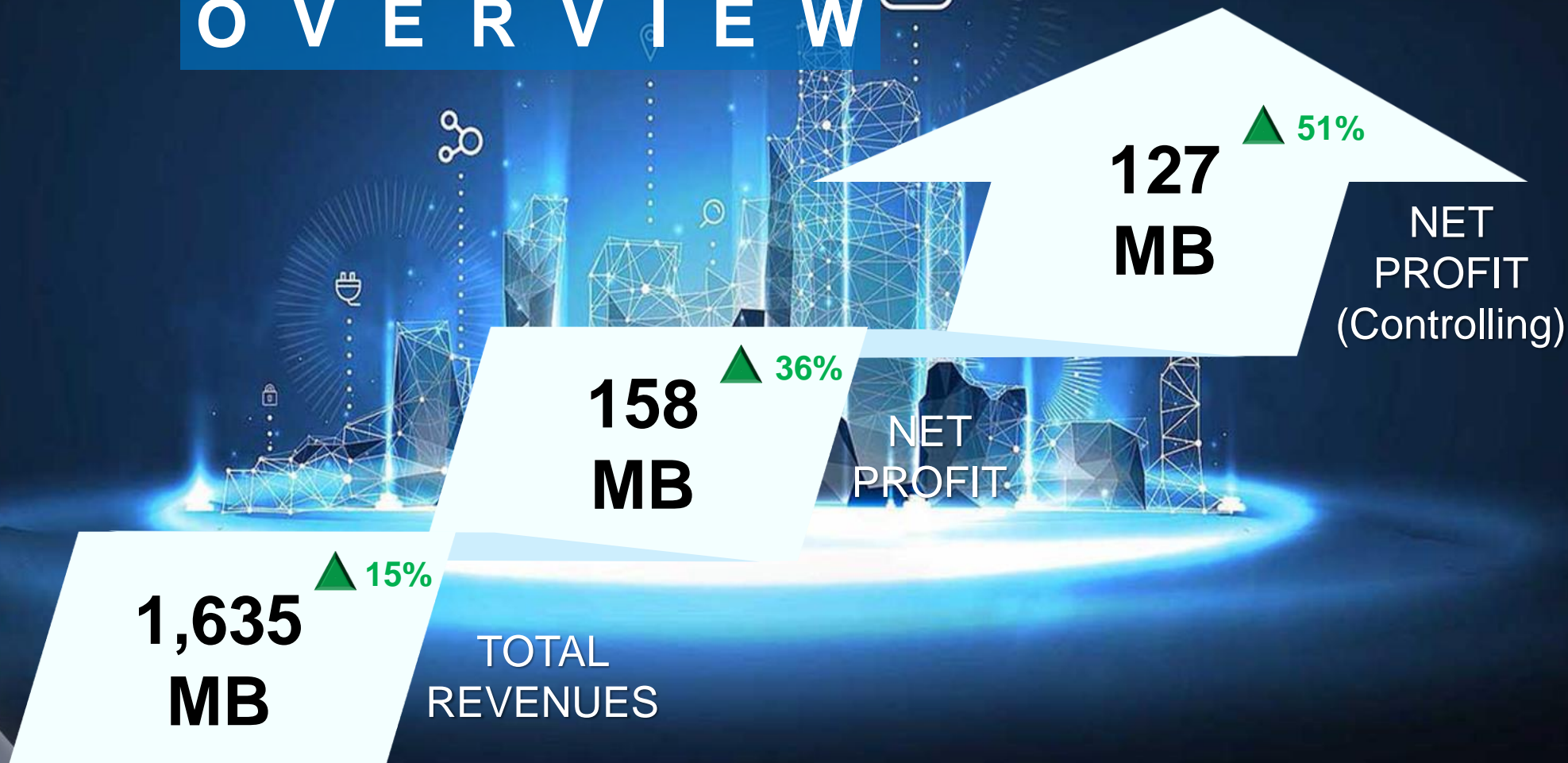


Video Presentation



1Q23 CONSO

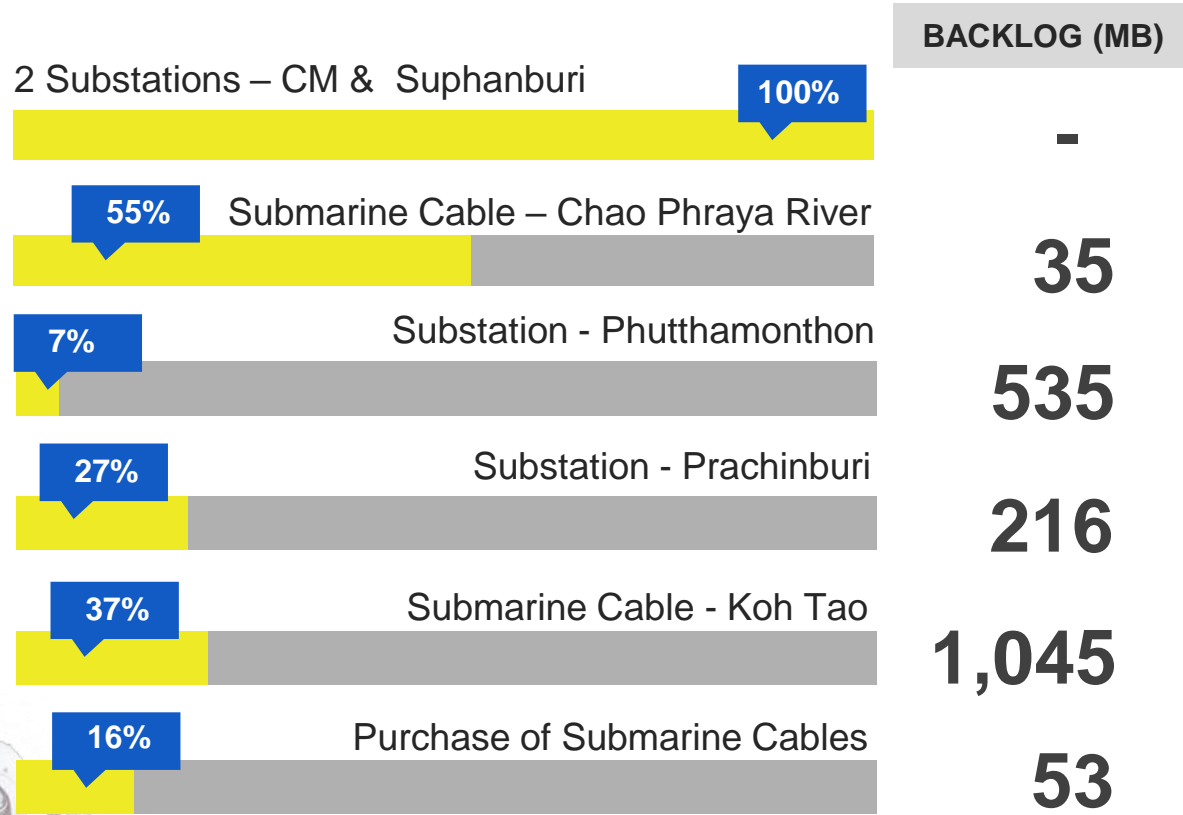
O V E R V I E W



Looking Forward



Engineering Backlog



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

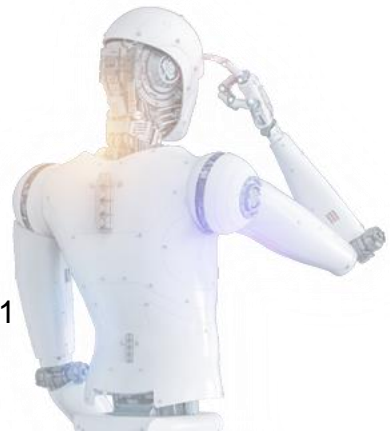
Lowest Bidder



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) \geq **2,700 MB**

Dis NPM 2023 (T) \geq **9%**

Engineering

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

EPC Revenue 2023 (T) \geq **1,200 MB**

EPC NPM 2023 (T) \geq **8%**

Telecom

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

Telco Revenue 2023 (T) \geq **3,500 MB**

Telco NPM 2023 (T) \geq **9%**





“

**Total
Revenues**
≥ 7,400 MB

NPM
≥ 8%

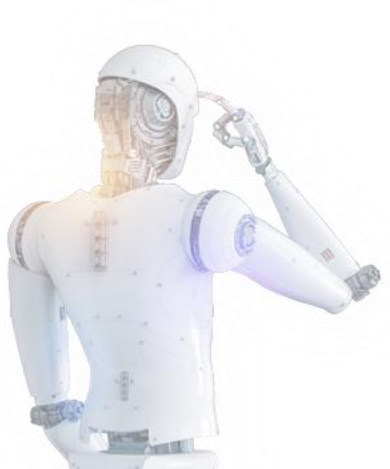
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2023 Group Target






Q&A



THANK YOU

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