

ขอขอบคุณกลุ่มนักลงทุนจากช่อง YouTube หุ้นปั่นผล ที่เข้าเยี่ยมชม 🗖 🚾



R&D Center และ Data Center เมื่อวันที่ 28 มิถุนายน 2566







Bring the Technology for Innovation



OUR VISION







OUR COMMITMENT







The Group of 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"





The Group of 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

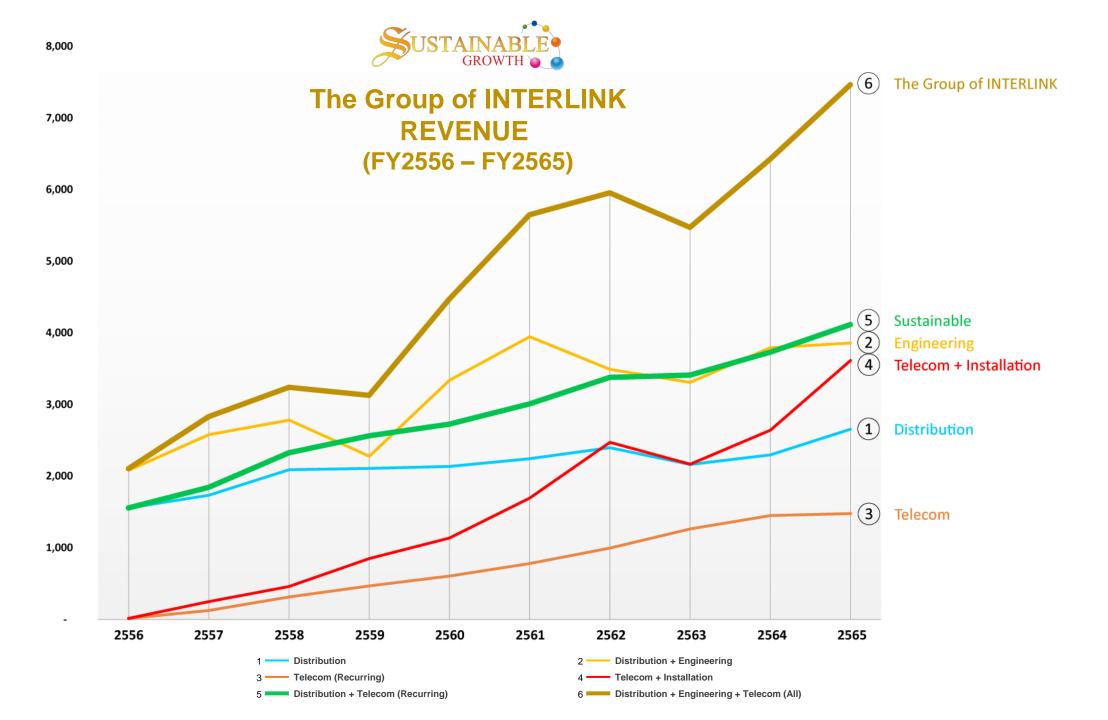
2015

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

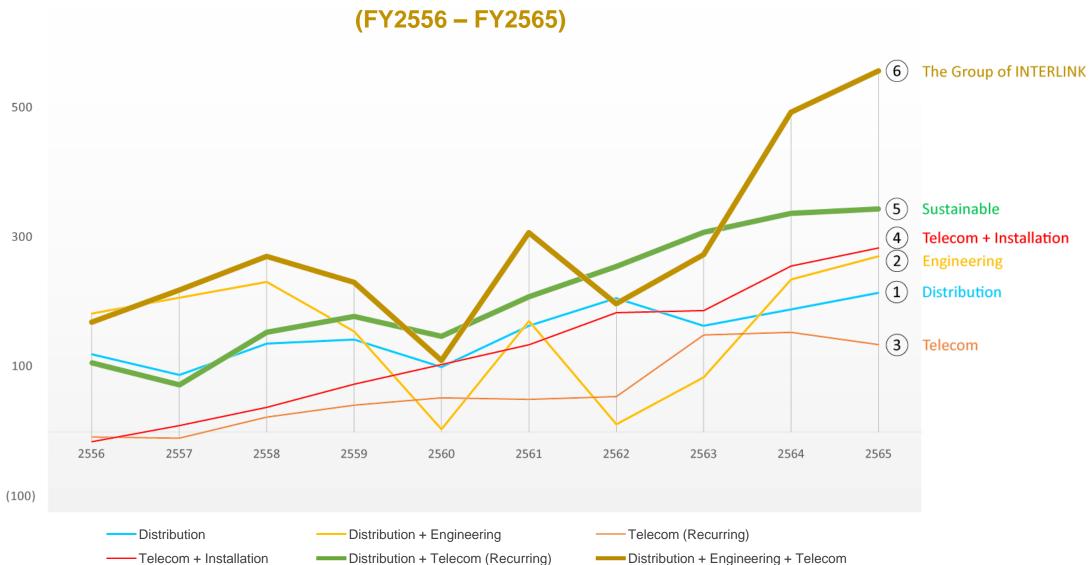
Transferred ITEL to be listed in the Stock Exchange of Thailand (SET) on 8 November 2022







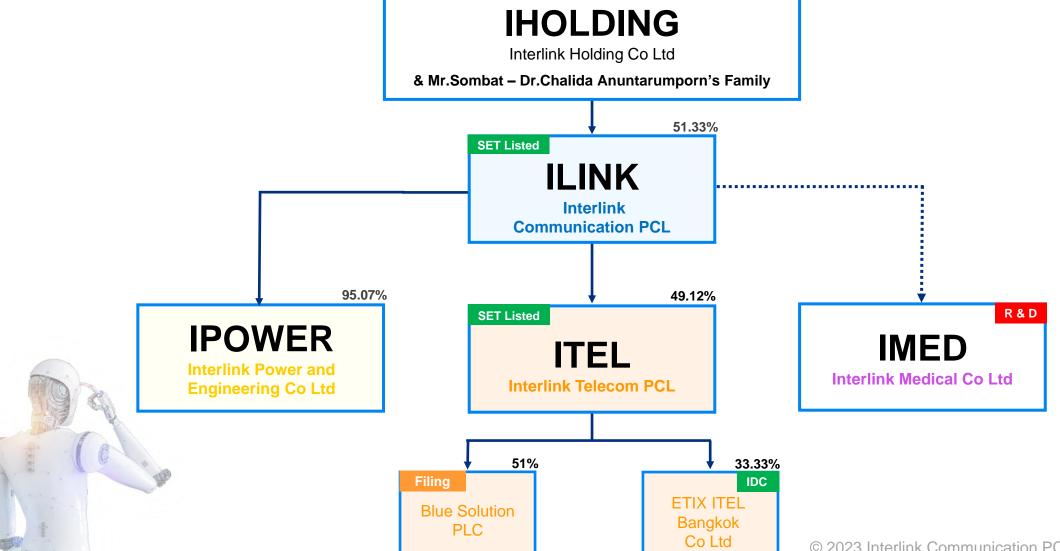
The Group of INTERLINK NET PROFIT (FY2556 – FY2565)



700

The Group of INTERLINK Shareholding Structure As of June 30, 2023





The Group of INTERLINK Business Portfolio





ILINK: Cabling Distribution Business

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

Revenue Contribution

FY22 Forcast 23

35%

37%



IPOWER: Engineering Business

- Engineering Turnkey Projects
- Government Sectors
- Performance Based Business

FY22

Forcast 23

17%

16%



ITEL: Telecom & Data Center Business

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

FY22

Forcast 23

48%

47%

2023 Strategy & Outlook



KEY DRIVERS IN 2023

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

Distribution

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

owth / roducts Dis Revenue 2023 (T) ≥ 2,700 MB

Dis NPM 2023 (T) **29%**

Engineering

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

EPC Revenue 2023 (T) ≥ 1,200 MB

EPC NPM 2023 (T) ≥ 8%

Telecom

- Improve Customer Experience
- Increase Profit
- Develop "BS" & push into MAI
- New S-Curve

Telco Revenue 2023 (T) ≥ 3,500 MB

Telco NPM 2023 (T) ≥ 9%







The Group of INTERLINK Target vs Actual



Revenues



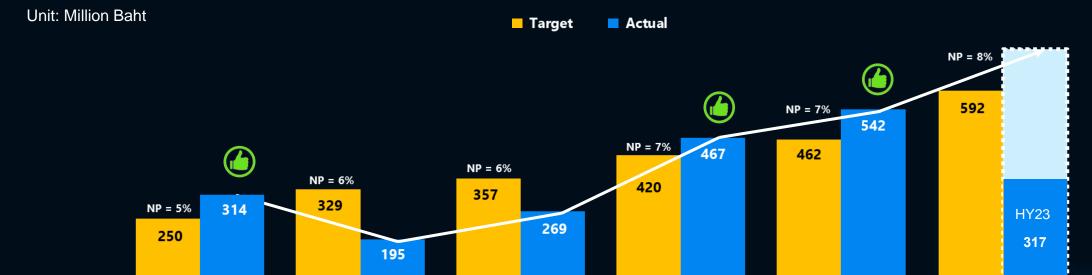
The Group of INTERLINK Target vs Actual



Net Profit

FY2018

FY2019



FY2020

FY2021

FY2022

FY2023



Product Mix

By Brand





HY23



12% 11%

4%

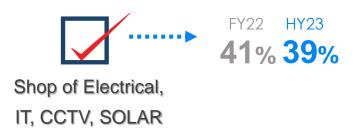


Customer Mix By Nature

(Revenue Contribution)









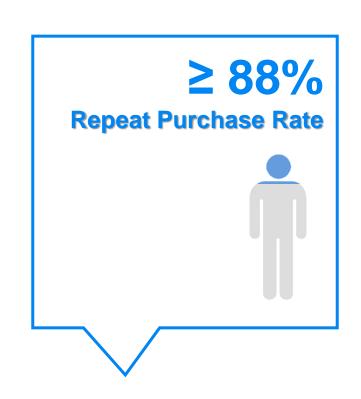


Modern Trade & Construction Equipment Superstore



Customer Mix By Behavior



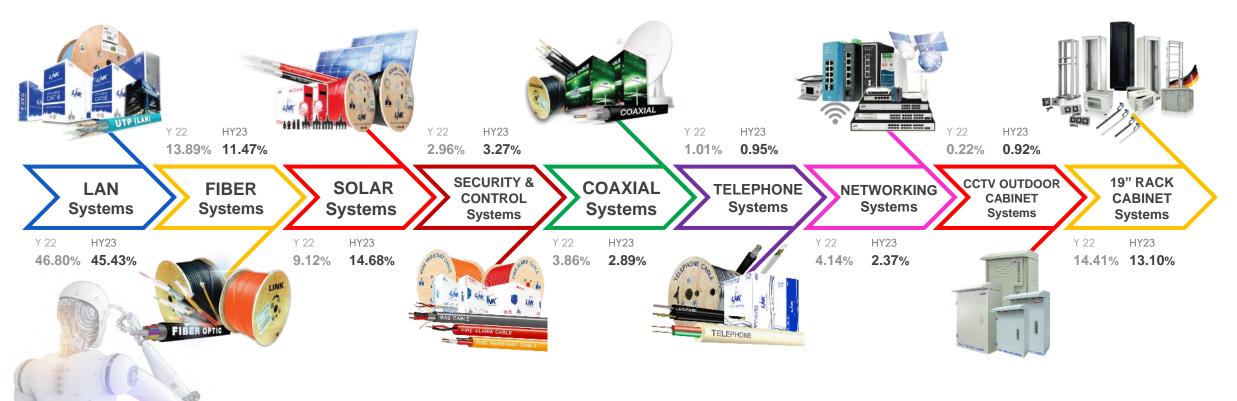


Repeat Customers generate a minimum of 2,100 MB **RECURRING** Sales Revenue each year



Product Mix By Category

(Revenue Contribution)





Customer Mix By Geography

(Revenue Contribution)



Domestic Market

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





International Market

- Myanmar
- Cambodia
- Laos
- Maldives



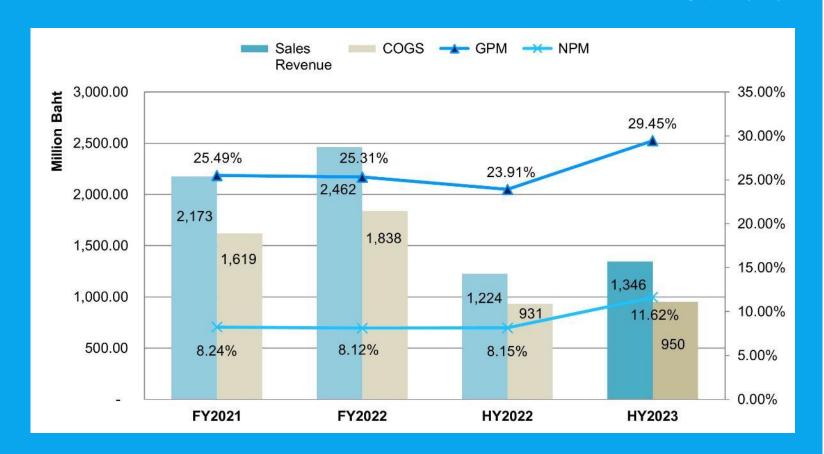


Overview HY 2023

Unit: Million Baht

"We mainly increase sales by 10% on cabling product, **Solar Cable** and **LAN Cable** while achieving the **highest GPM** of 1H **at 29.45**% due to a decline in copper price.

With a **consistent monitor** of **SG&A expense** and **finance cost**, NPM is 11.62% above the target"





Turnkey Engineering Business



Submarine Cable Project Turnkey



Underground Cable Project





Power Substation Project



Transmission Line Project



Turnkey Engineering Business

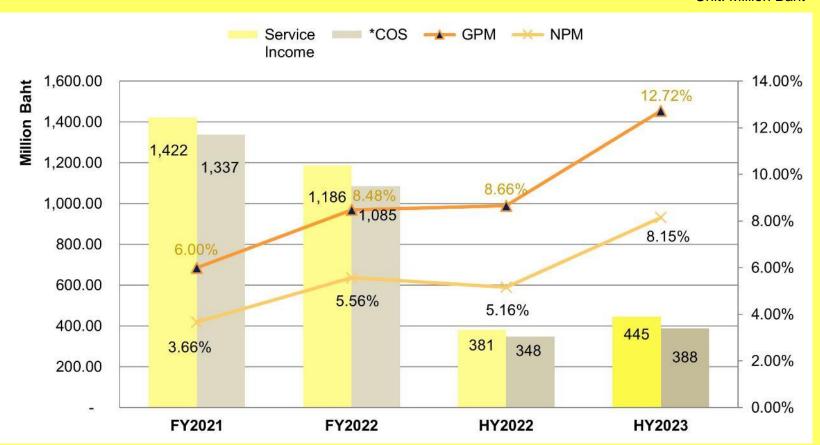


Overview HY 2023

Unit: Million Baht

"Service income increases by 17% 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 12.72% and 8.15% respectively"



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



Turnkey Engineering Business Backlog



		BACKLOG (MB) VAT excluded	
55%	Submarine Cable – Chao Phraya River	34	Total Decide was of 20 HINE 2002
7%	Substation - Phutthamonthon	E 07	Total Backlog as of 30 JUNE 2023
27%	Substation - Prachinburi	527	> 1,861 MB
21 /0		159	Recognize in 2023 : 2024 onwards
37%	Submarine Cable - Koh Tao	987	> 50% : 50%
16%	Purchase of Submarine Cables	48	
7%	Transmission Line Project – Pattaya	82	NEW Signed Contracts in 20 July 2023 สัญญาจ้างเหมาปรับปรุงยกระดับสายส่งรองรับโครงการ
-%	Purchase of Repair Joint	26	รถไฟฟ้าทางคู่ (EGAT) 29MB

Telecom & Data Center Business



Data Service

Provide telecommunication services nationwide fiber optic network

Data Center

Provide data center space services

Installation

Provide design and construction of telecommunication project

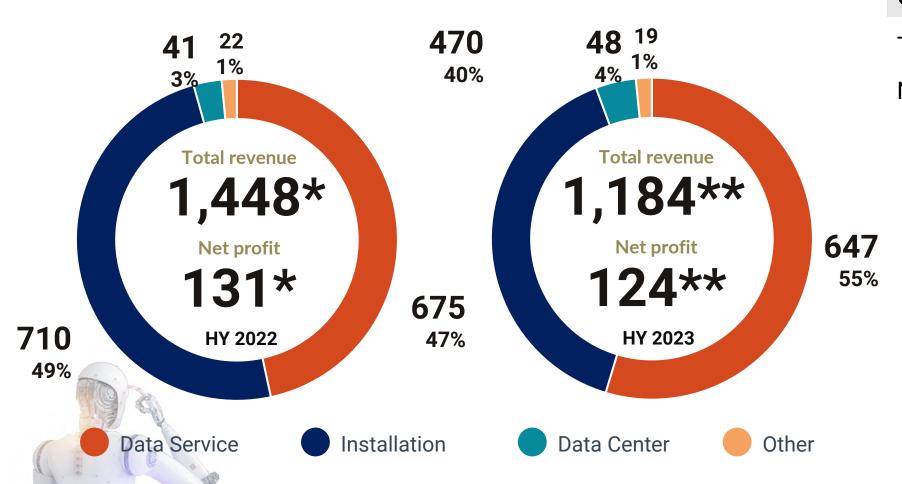




Telecom & Data Center Business



Unit: Million Baht



*Included 4-month performance of Blue Solutions; Revenue = 157 MB, and 51% Net Profit = 10 MB

**Included 3-month performance of Blue Solutions; Revenue = 80 MB, and 51% Net Profit = 2 MB

Overview HY 2023

Total revenue **-264**мв; **-18%**

Net profit **-7**_{MB}; **-5%**

Data Service

- #of new circuit in HY 23 is 390+
- #of customer increase to 939 (Jun'23) from 880 (Dec'22)
- % of SLA at 99.99%

Installation

- Major projects recognition are;
 - TRUE Project 74 MB - New e-Budgeting 73 MB
 - New e-BudgetingService Installing for Org.50 MB
 - Support & Supply 29 MB
 - PMCM PEA 29 MB
 - Fiber Installing for Gov. 25 MB
 - Contribute of BS (6-month) 89 MB

Data Center

- Run at 97% of occupancy rate
- % of SLA at 100%



THANK YOU

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