

SUSTAINABLE
GROWTH



Opportunity Day

The Group of INTERLINK

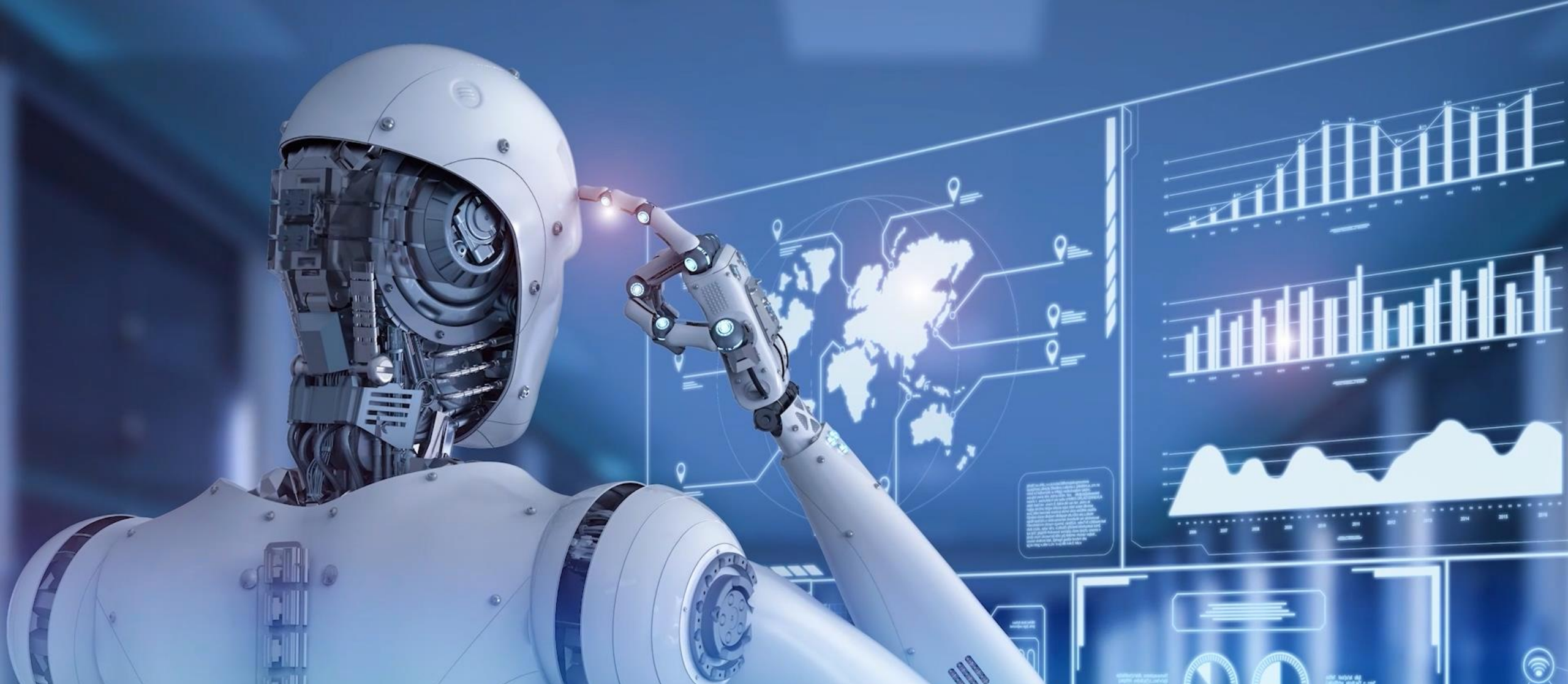
By MR. SOMBAT ANUNTARUMPORN

22 August 2023



ขอขอบคุณกลุ่มนักลงทุนจากช่อง YouTube หุ้นปันผล ที่เข้าเยี่ยมชม
R&D Center และ Data Center เมื่อวันที่ 28 มิถุนายน 2566





Bring the Technology for Innovation

OUR VISION

SUSTAINABLE GROWTH

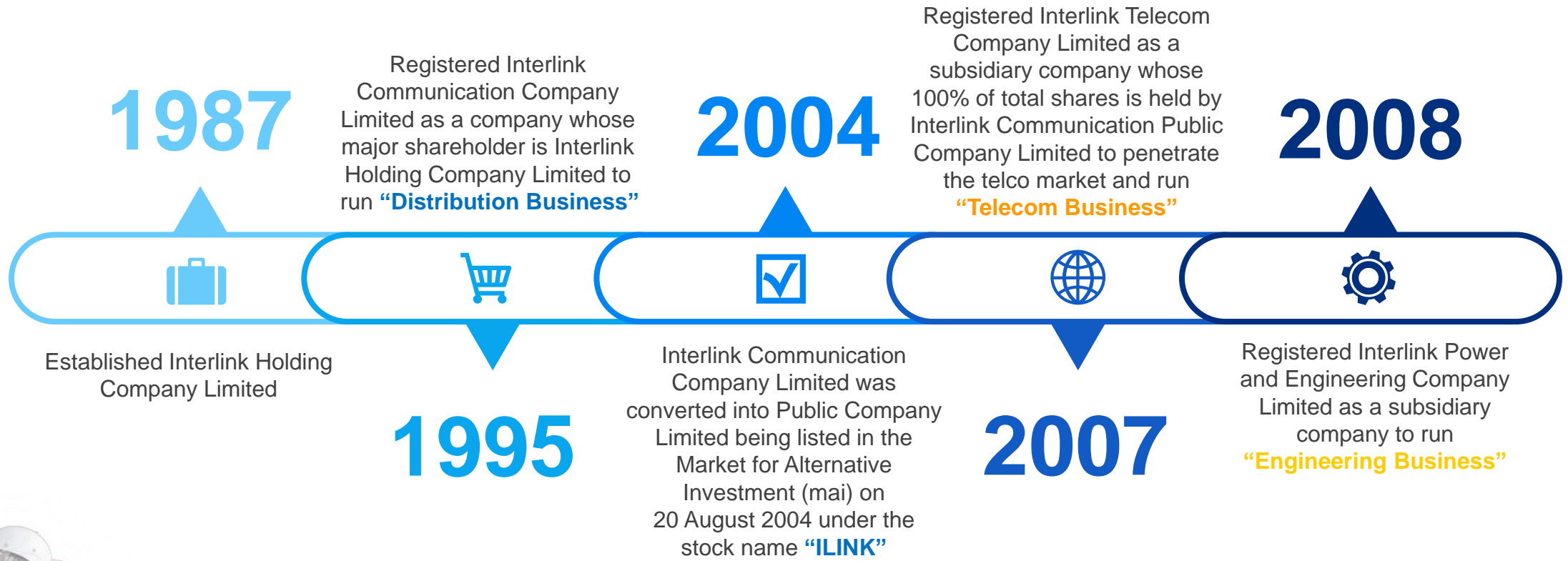


OUR COMMITMENT



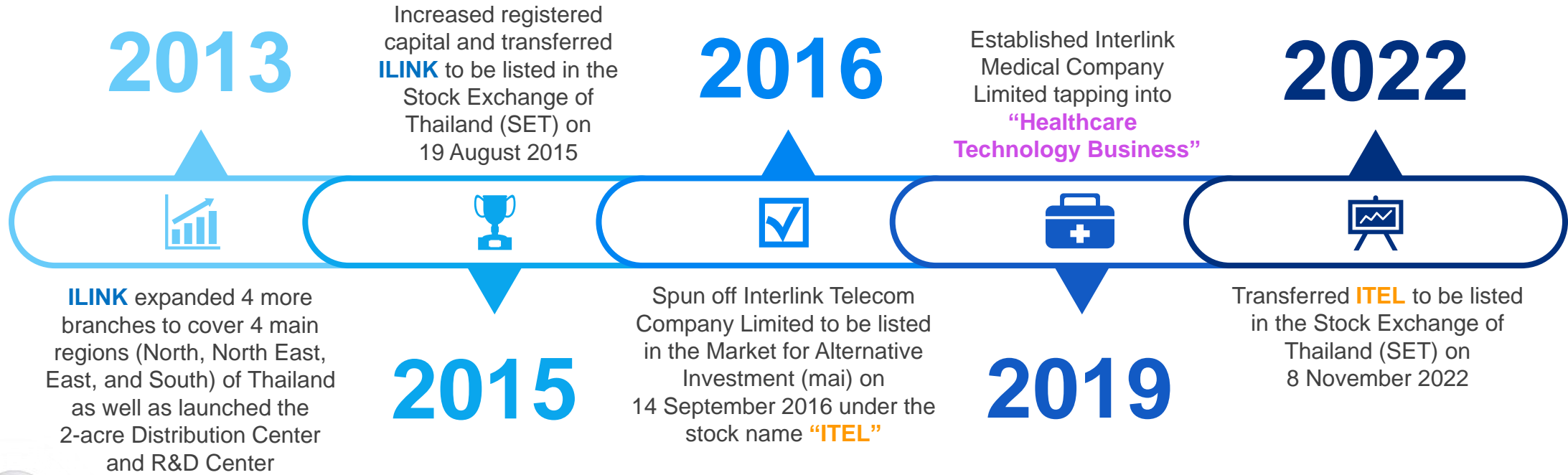


The Group of INTERLINK Timeline

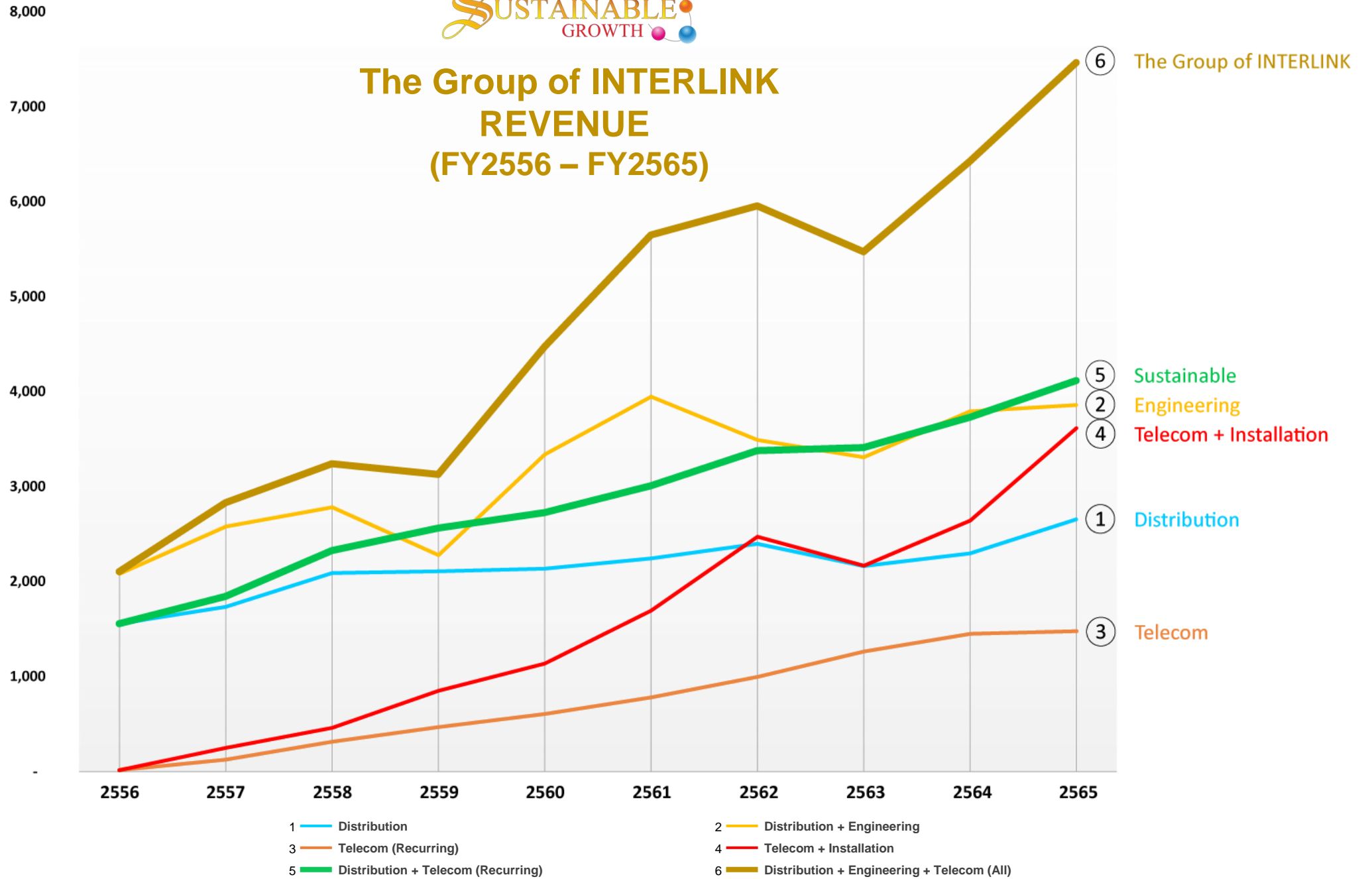




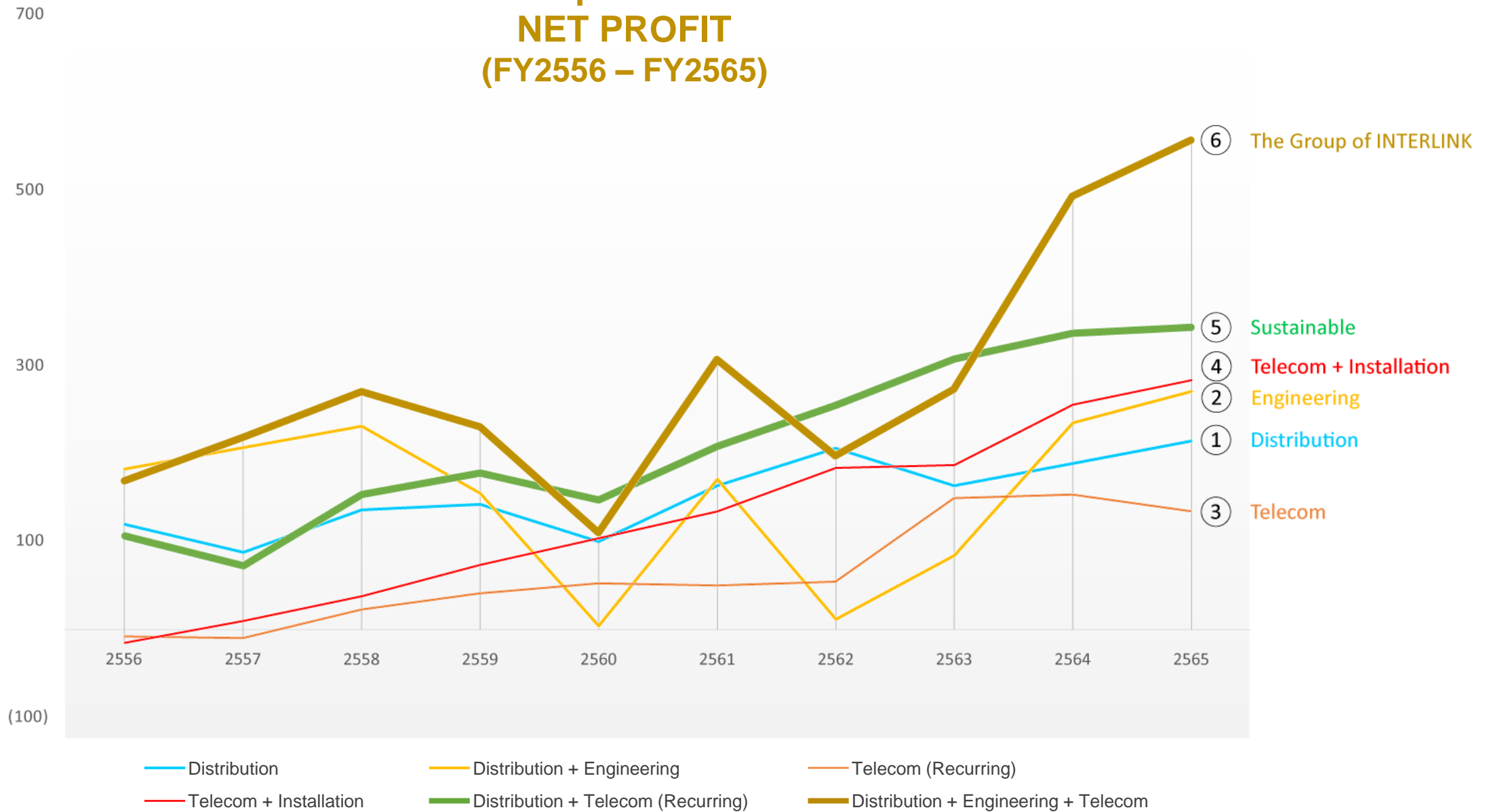
The Group of INTERLINK Timeline



The Group of INTERLINK REVENUE (FY2556 – FY2565)

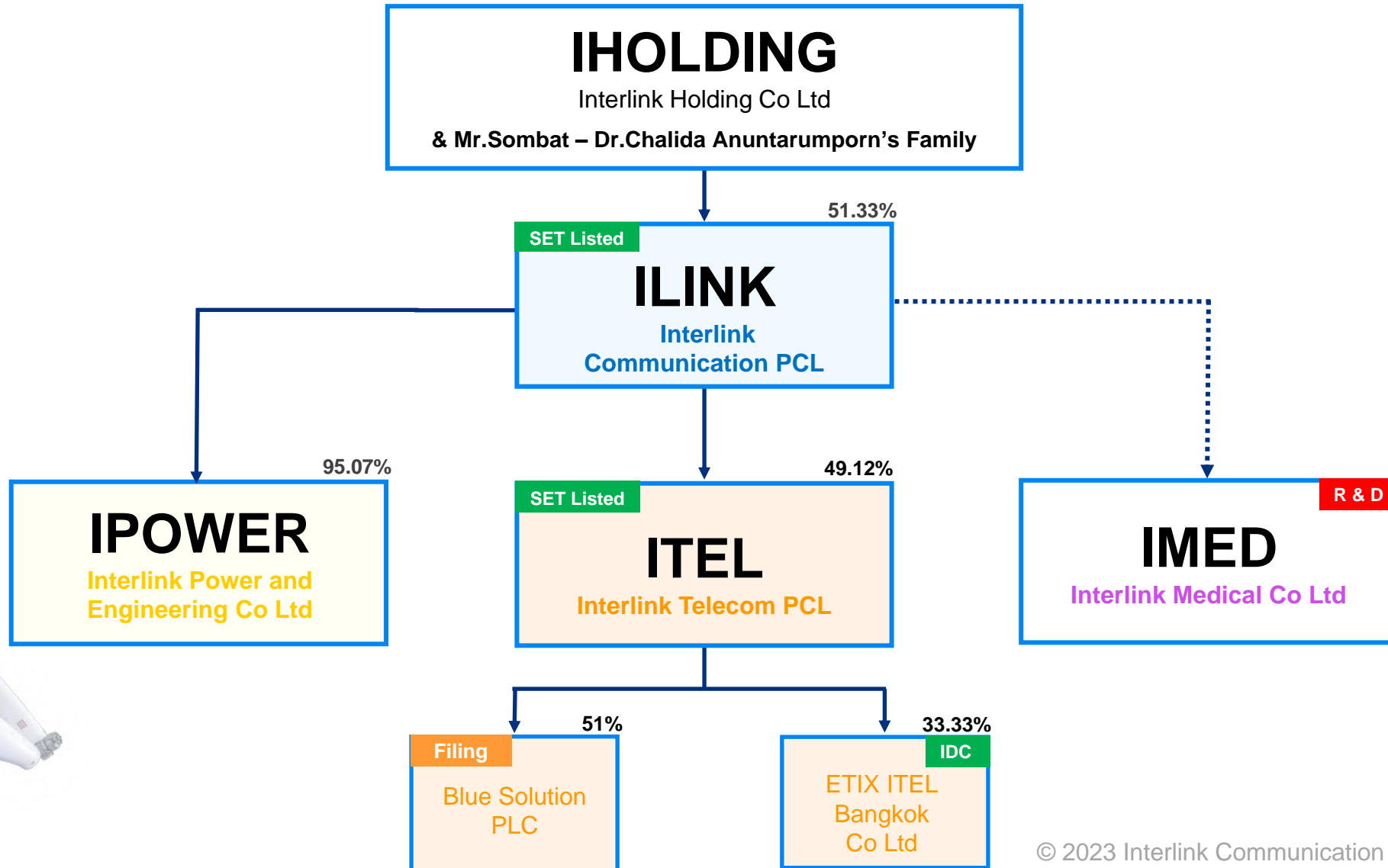


The Group of INTERLINK NET PROFIT (FY2556 – FY2565)



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	Forecast 23
35%	37%

IPOWER : Engineering Business

- Engineering Turnkey Projects
- Government Sectors
- Performance Based Business

FY22	Forecast 23
17%	16%

ITEL : Telecom & Data Center Business

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

FY22	Forecast 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

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**

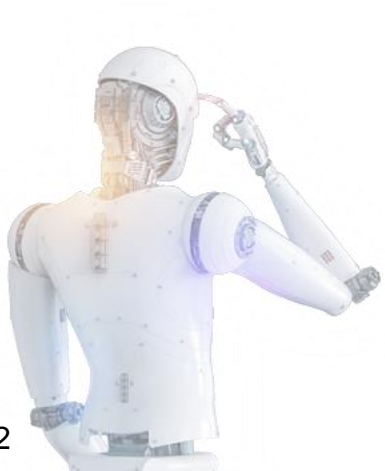
EPC NPM 2023 (T) \geq **8%**

Telecom

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

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

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



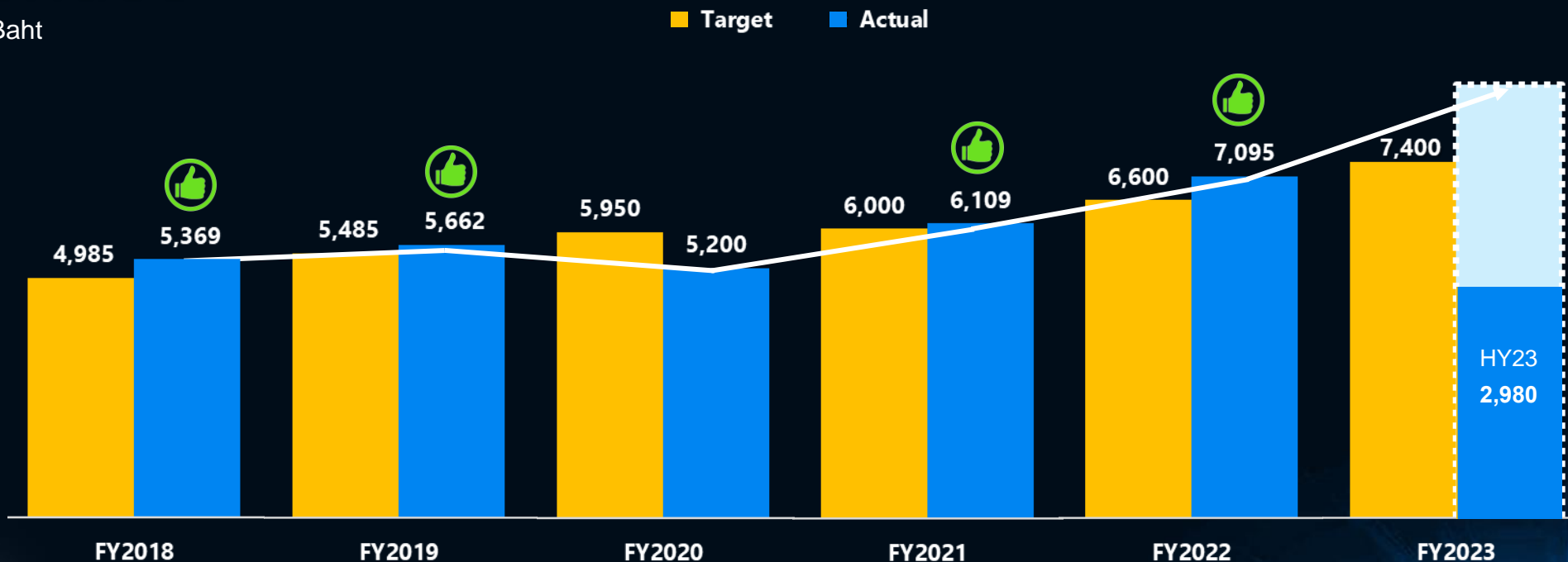
The Group of INTERLINK Half Year 2023 Performance



The Group of INTERLINK Target vs Actual

Revenues

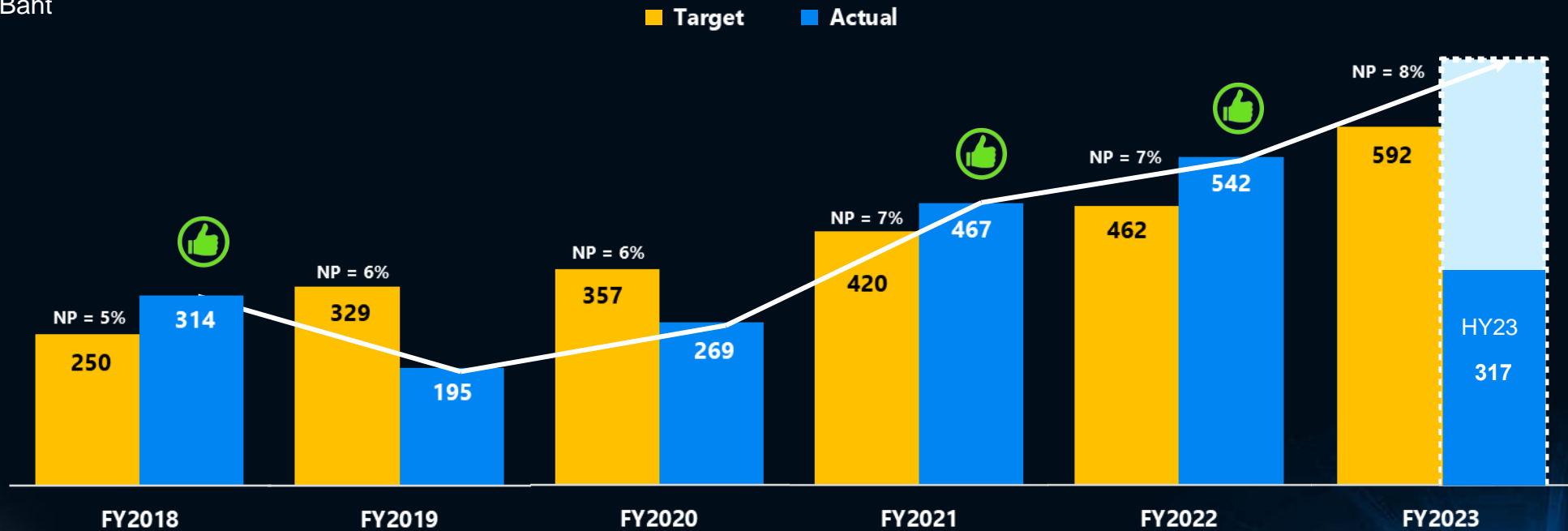
Unit: Million Baht



The Group of INTERLINK Target vs Actual

Net Profit

Unit: Million Baht



Cabling Distribution Business



Product Mix By Brand

(Revenue Contribution)



FY22	HY23
84%	85%



FY22	HY23
12%	11%



FY22	HY23
4%	4%

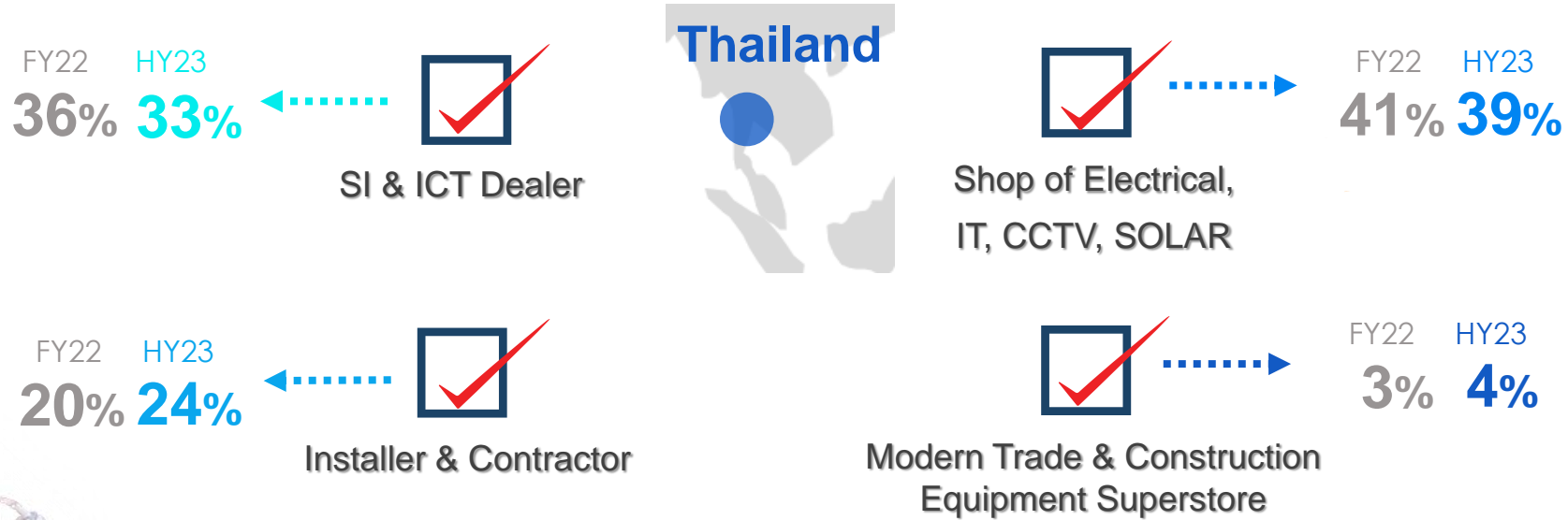


Cabling Distribution Business



Customer Mix By Nature

(Revenue Contribution)



Cabling Distribution Business



Customer Mix By Behavior

$\geq 98\%$

Repeat Customers



$\geq 88\%$

Repeat Purchase Rate



Repeat Customers
generate a minimum of

2,100 MB
RECURRING

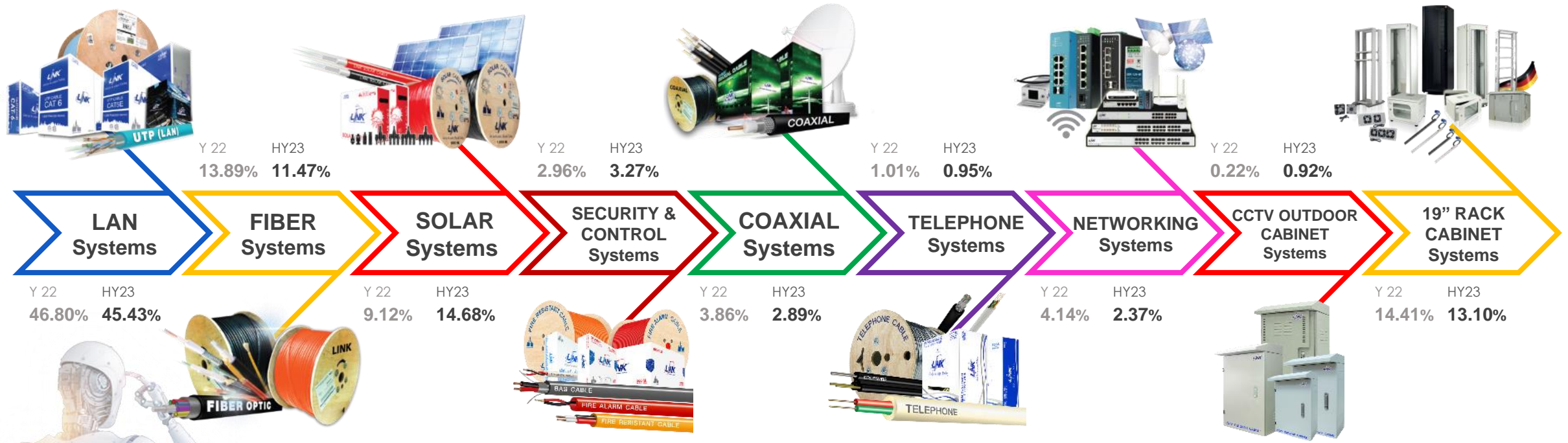
Sales Revenue each year



Cabling Distribution Business



Product Mix By Category (Revenue Contribution)

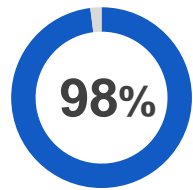


Cabling Distribution Business



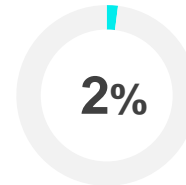
Customer Mix By Geography

(Revenue Contribution)



Domestic Market

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



International Market

- Myanmar
- Cambodia
- Laos
- Maldives



Cabling Distribution Business

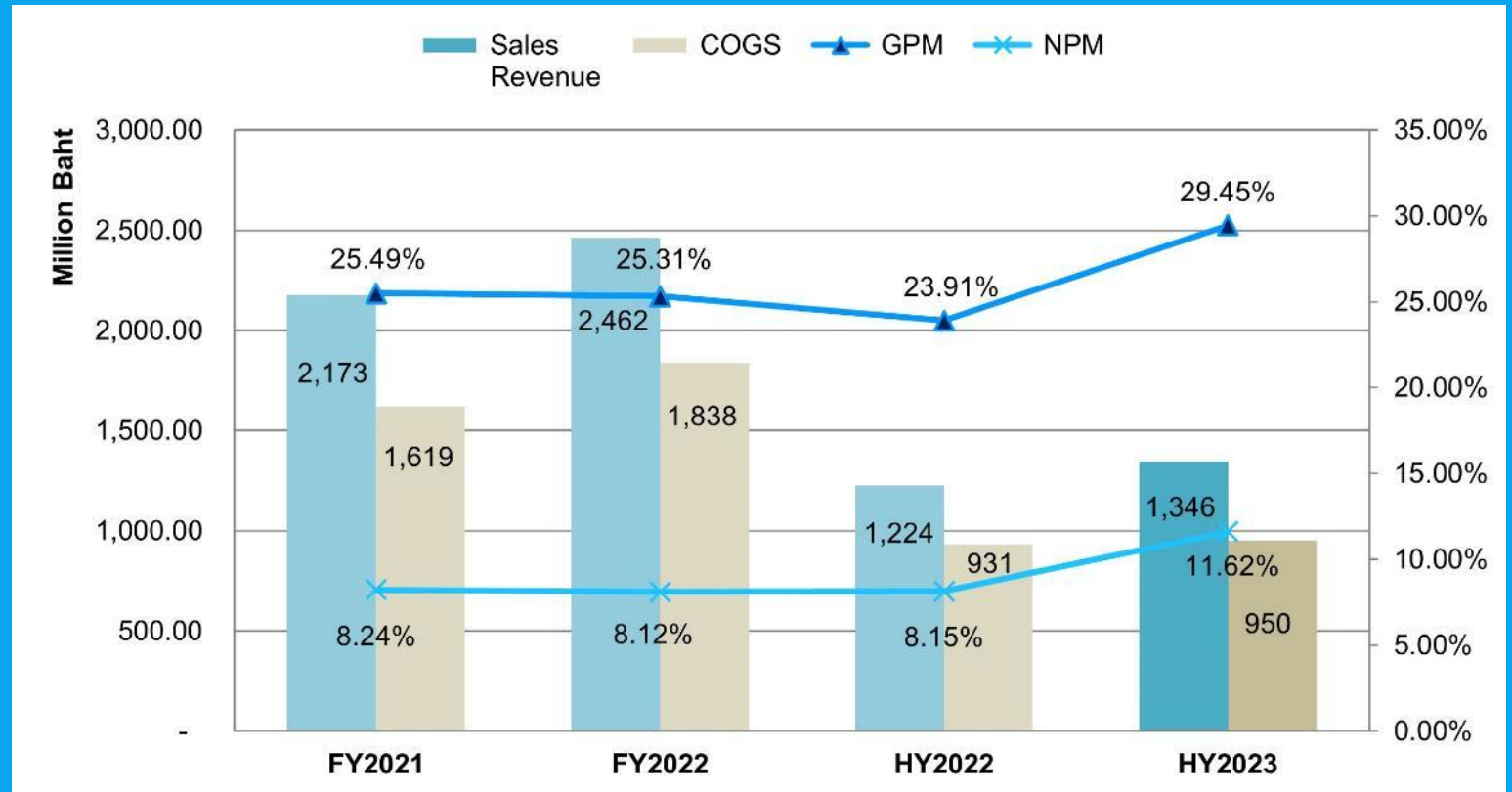


Overview HY 2023

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



Power Substation Project



Underground Cable Project



Transmission Line Project



Turnkey Engineering Business

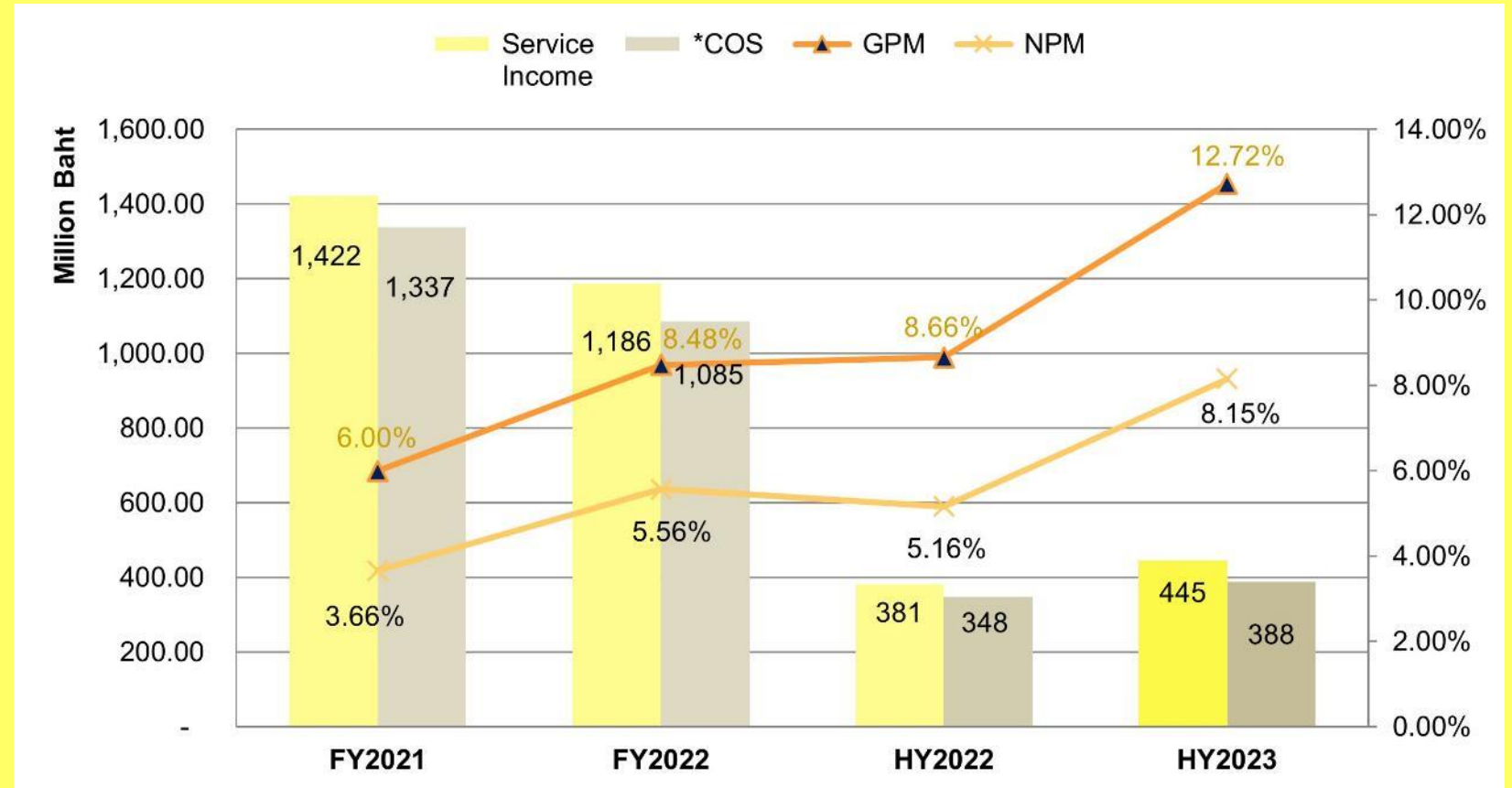


Overview HY 2023

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**”

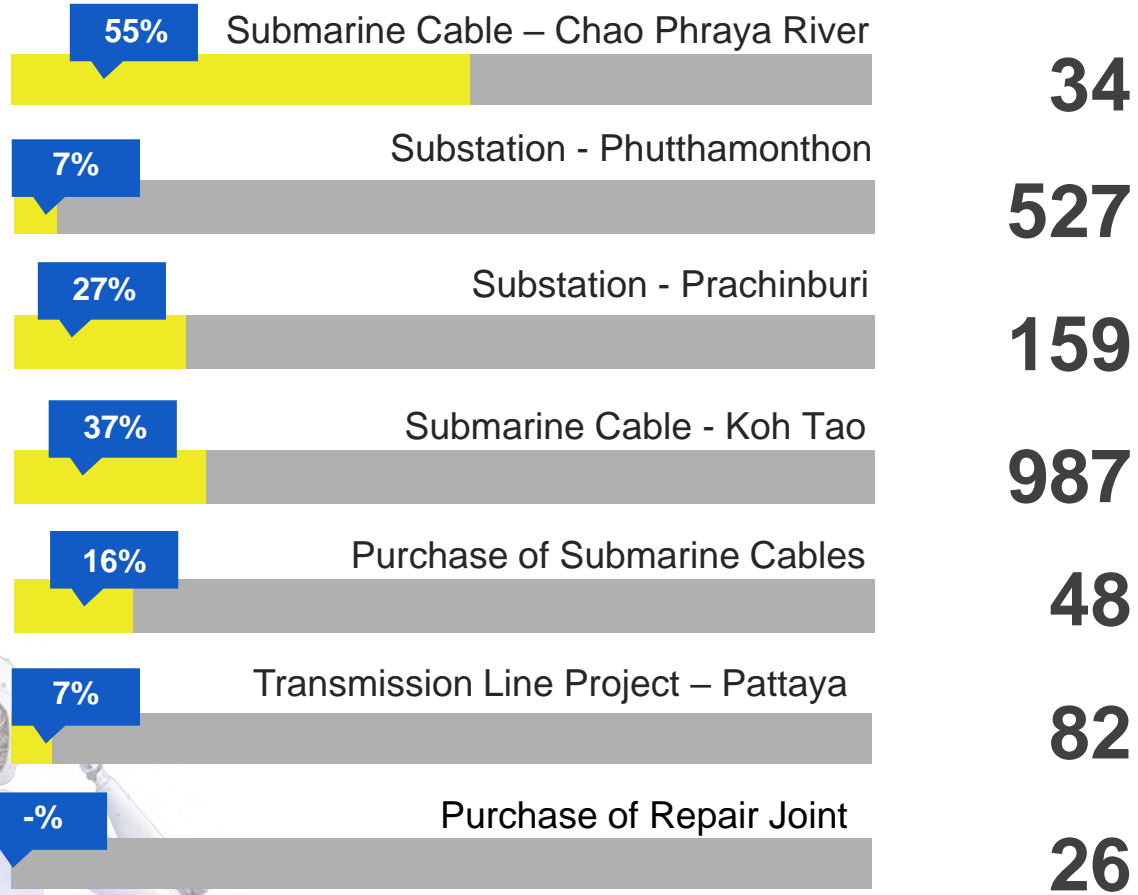


*Cost of Service includes “others gain (loss), net” from forward exchange contract

Turnkey Engineering Business Backlog



BACKLOG (MB)
VAT excluded



Total Backlog as of 30 JUNE 2023

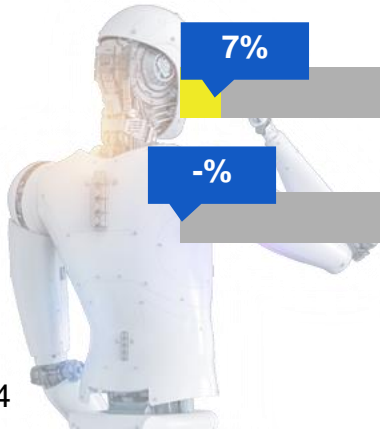
> **1,861** MB

Recognize in 2023 : 2024 onwards

> **50% : 50%**

NEW Signed Contracts in 20 July 2023

สัญญาจ้างเหมาปรับปรุงยกระดับสายส่งรองรับโครงการ
รถไฟฟ้าทางคู่ (EGAT) 29MB



Telecom & Data Center Business



1

Data Service

Provide telecommunication services nationwide fiber optic network

2

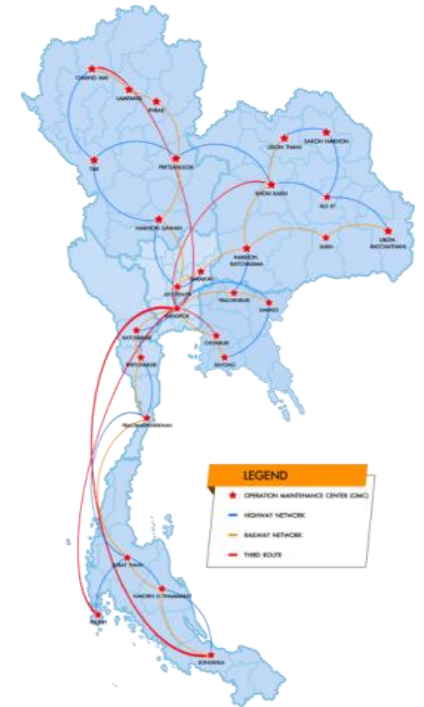
Data Center

Provide data center space services

3

Installation

Provide design and construction of telecommunication project



Telecom & Data Center Business



Unit : Million Baht

Overview HY 2023

Total revenue **-264_{MB}**; **-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%**

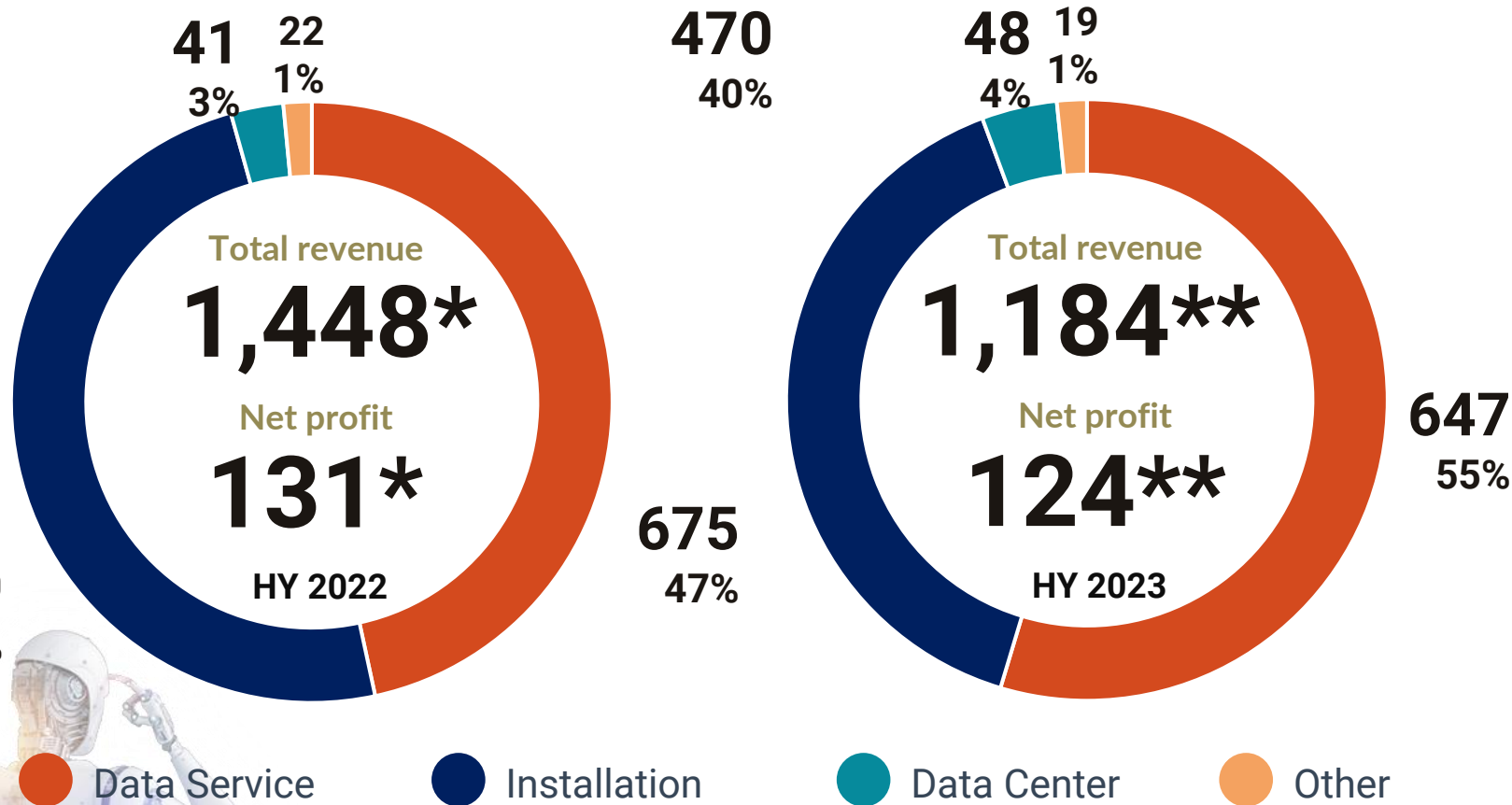
Installation

- Major projects recognition are;

- TRUE Project	74 MB
- New e-Budgeting	73 MB
- Service 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%**





*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



THANK YOU



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