

**SUSTAINABLE**  
GROWTH



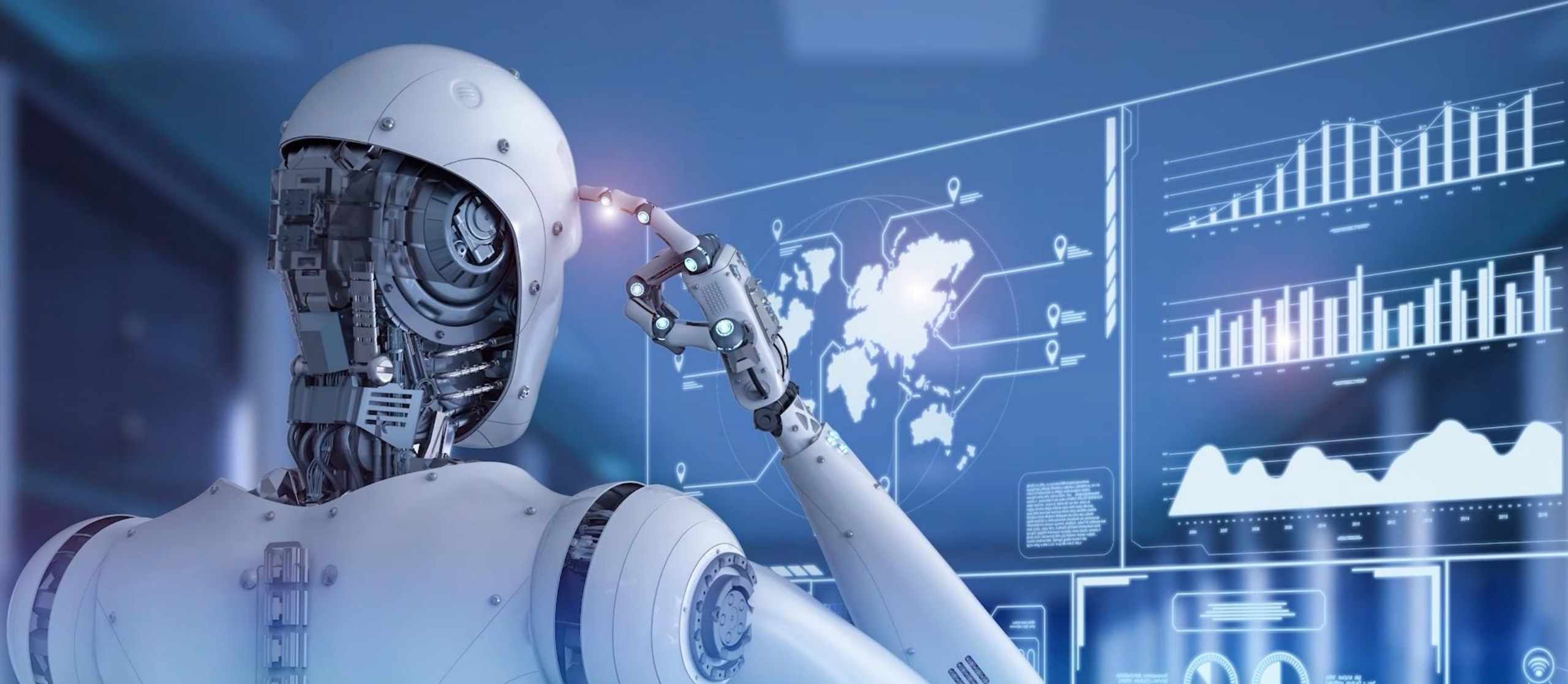
# Opportunity Day

## The Group of INTERLINK

By MR. SOMBAT ANUNTARUMPORN

21 November 2023





**Bring the Technology for Innovation**



# OUR VISION

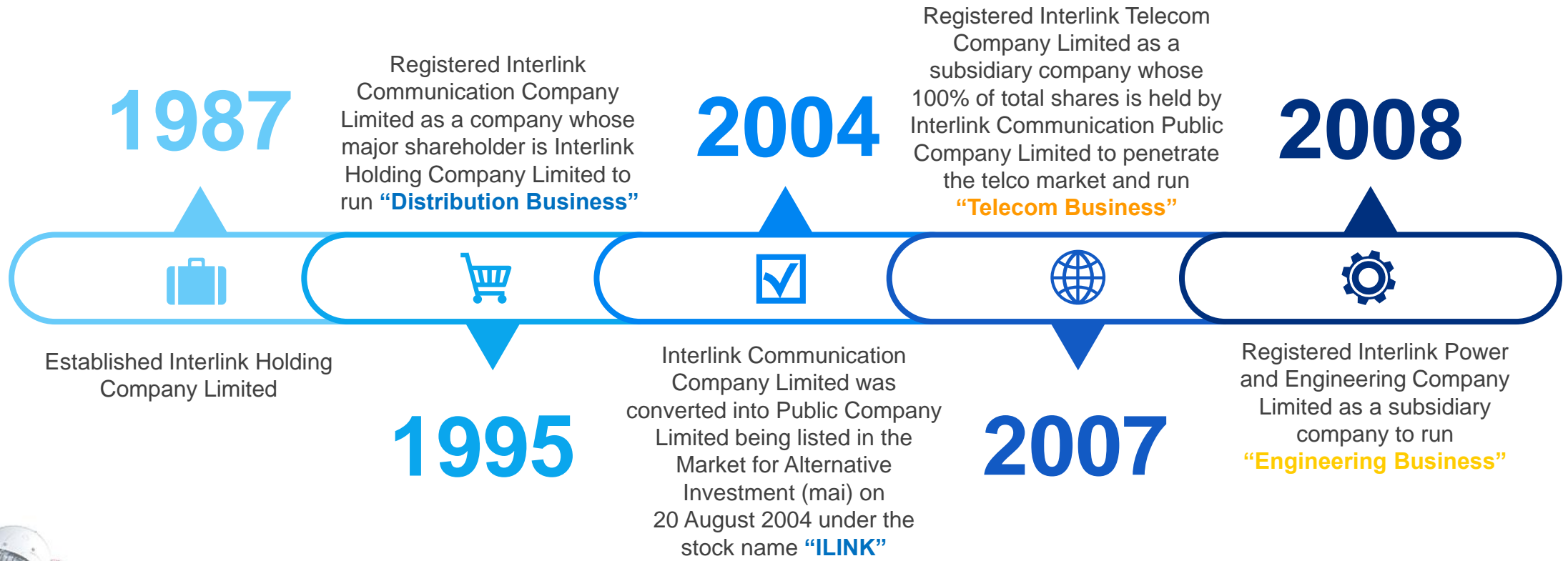
# SUSTAINABLE GROWTH

# OUR COMMITMENT



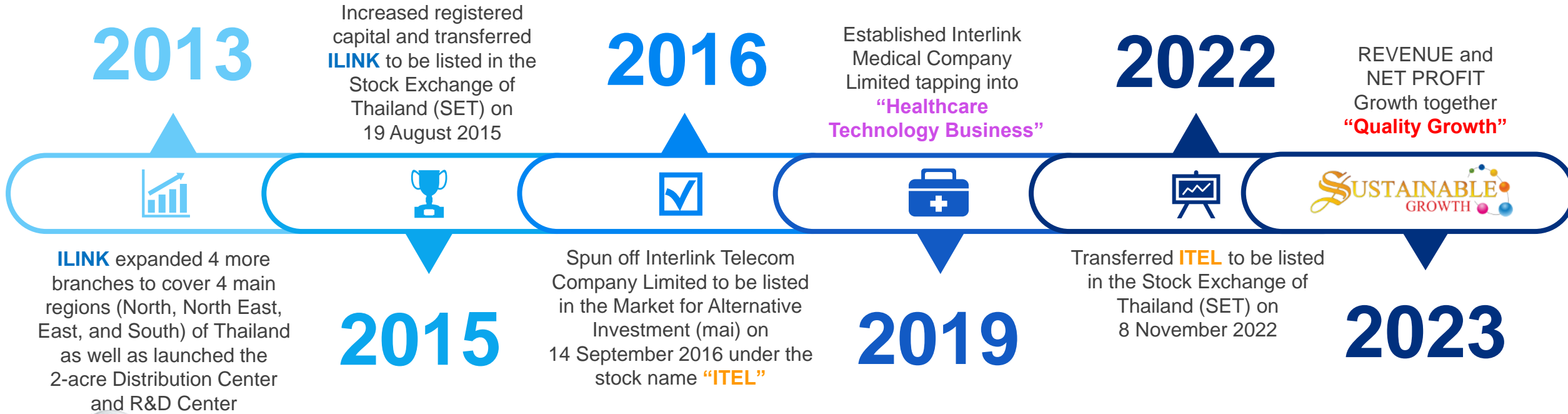


# The Group of INTERLINK Timeline



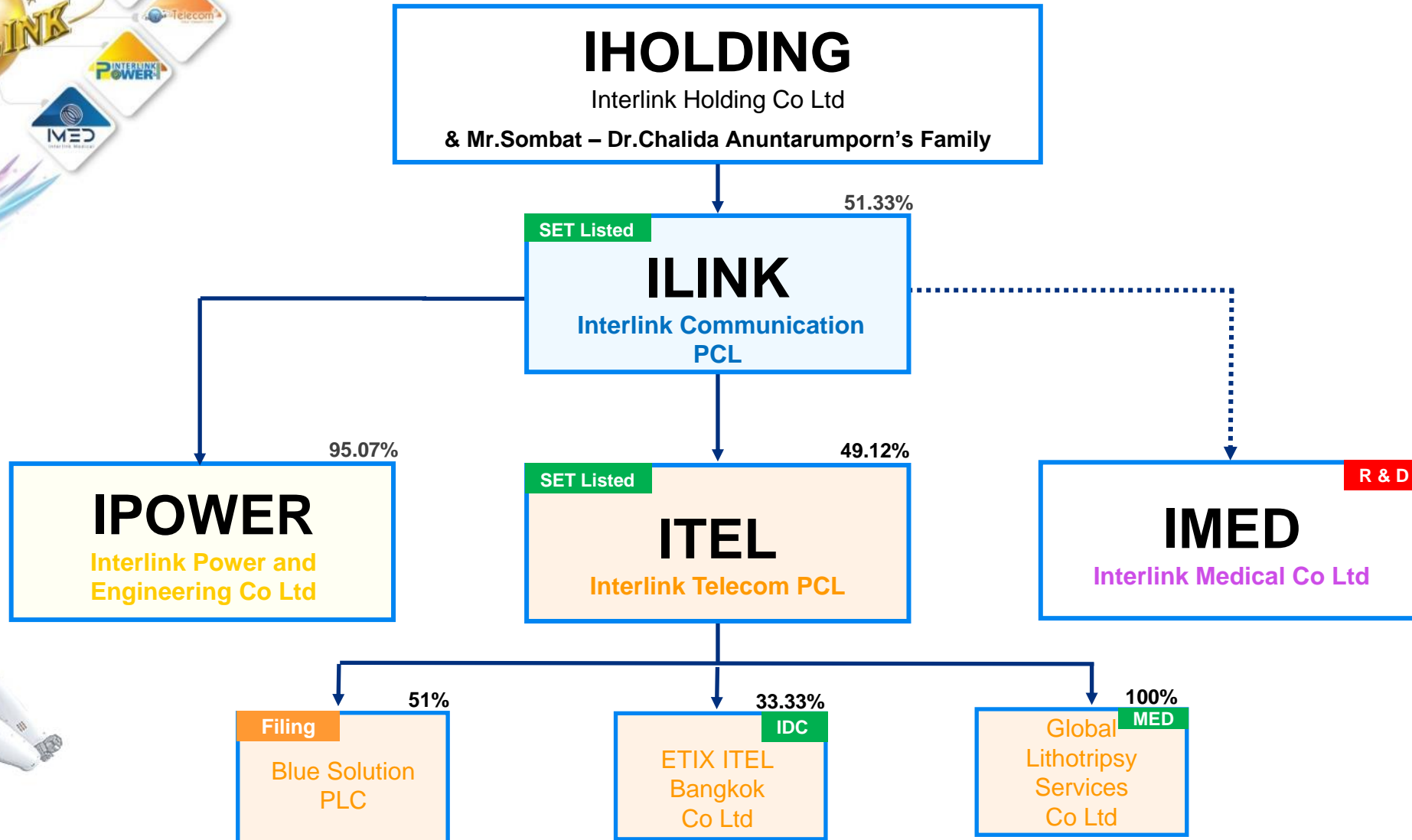


# The Group of INTERLINK Timeline



# The Group of INTERLINK Shareholding Structure

As of November 21, 2023





# The Group of INTERLINK Business Portfolio



## Revenue Contribution

### ILINK : Cabling Distribution Business

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

FY22	Forecast 23
<b>35%</b>	<b>37%</b>

### IPOWER : Engineering Business

- Engineering Turnkey Projects
- Government Sectors
- Performance Based Business

FY22	Forecast 23
<b>17%</b>	<b>16%</b>

### ITEL : Telecom & Data Center Business

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

FY22	Forecast 23
<b>48%</b>	<b>47%</b>

# 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%**





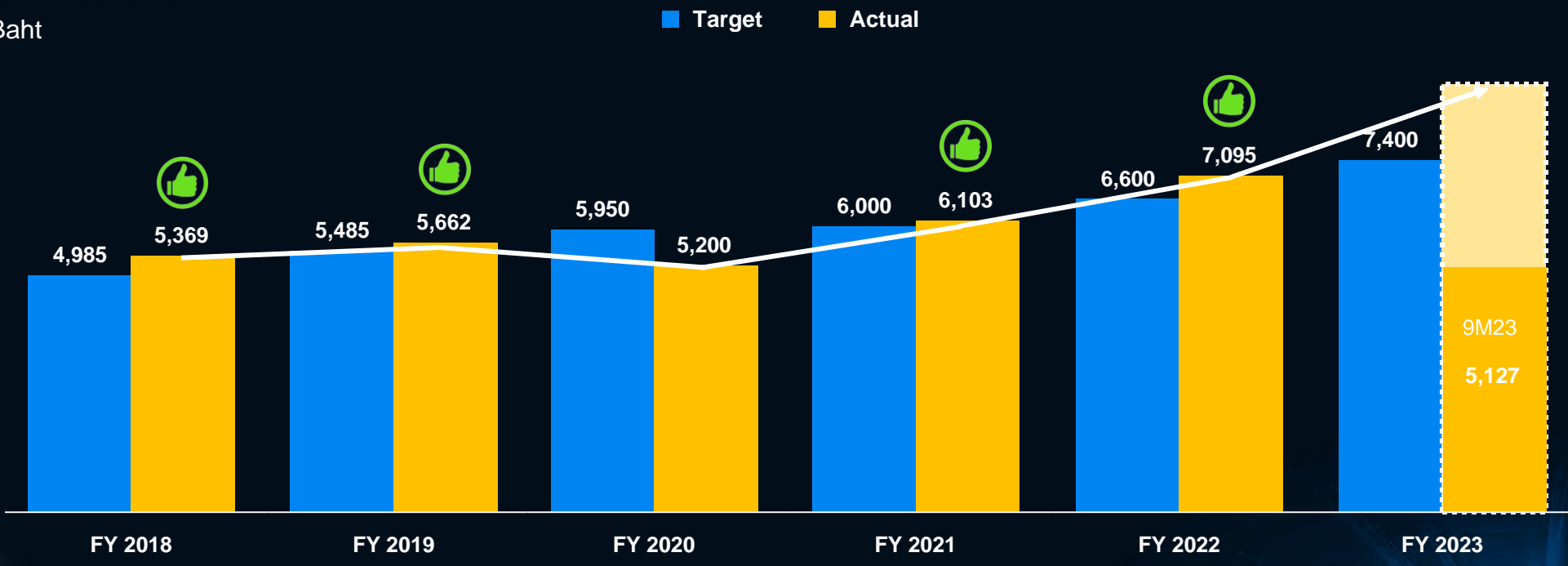
# The Group of INTERLINK 9 Months 2023 Performance



# The Group of INTERLINK Target vs Actual

## Revenues

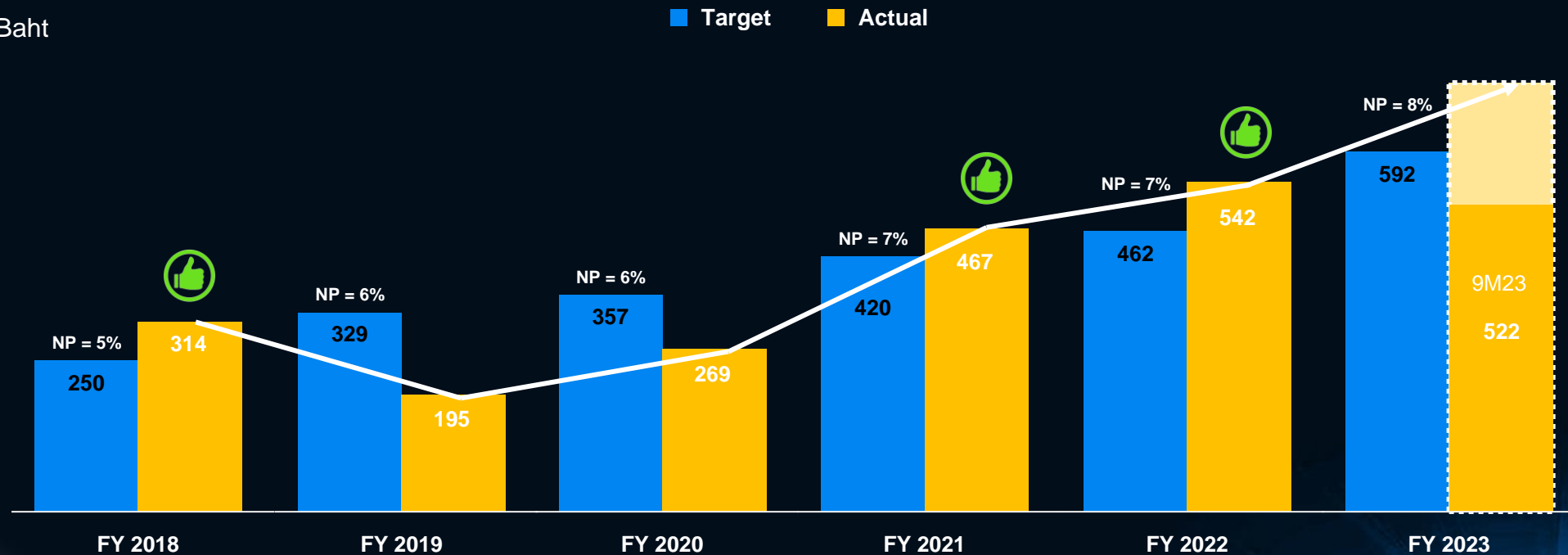
Unit: Million Baht



# The Group of INTERLINK Target vs Actual

## Net Profit

Unit: Million Baht



# Cabling Distribution Business



## Product Mix By Brand

( Revenue Contribution )

Revenue FY22 = 2,457 MB

Revenue 9M23 = 2,396 MB



FY22	9M23
<b>84%</b>	<b>85.8%</b>



FY22	9M23
<b>12%</b>	<b>10.6%</b>



FY22	9M23
<b>4%</b>	<b>3.6%</b>





# Cabling Distribution Business



## Customer Mix By Nature

( Revenue Contribution )

FY22 9M23  
36% 34%



SI & ICT Dealer

Thailand



Shop of Electrical,  
IT, CCTV, SOLAR

FY22 9M23  
41% 40%

FY22 9M23  
20% 23%



Installer & Contractor



Modern Trade & Construction  
Equipment Superstore

FY22 9M23  
3% 3%



# 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



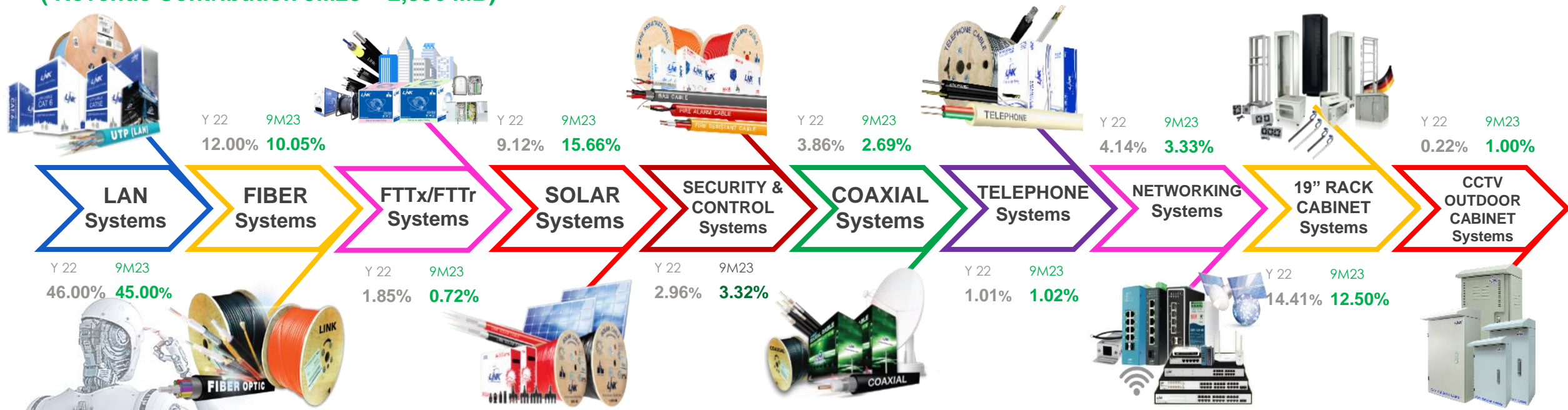
# Cabling Distribution Business



## Product Mix By Category

( Revenue Contribution Y 22 = 2,457 MB)

( Revenue Contribution 9M23 = 2,396 MB)

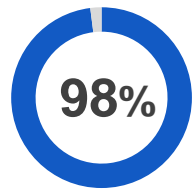


# Cabling Distribution Business



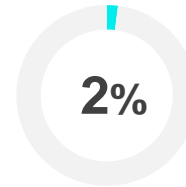
## Customer Mix By Geography

( 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

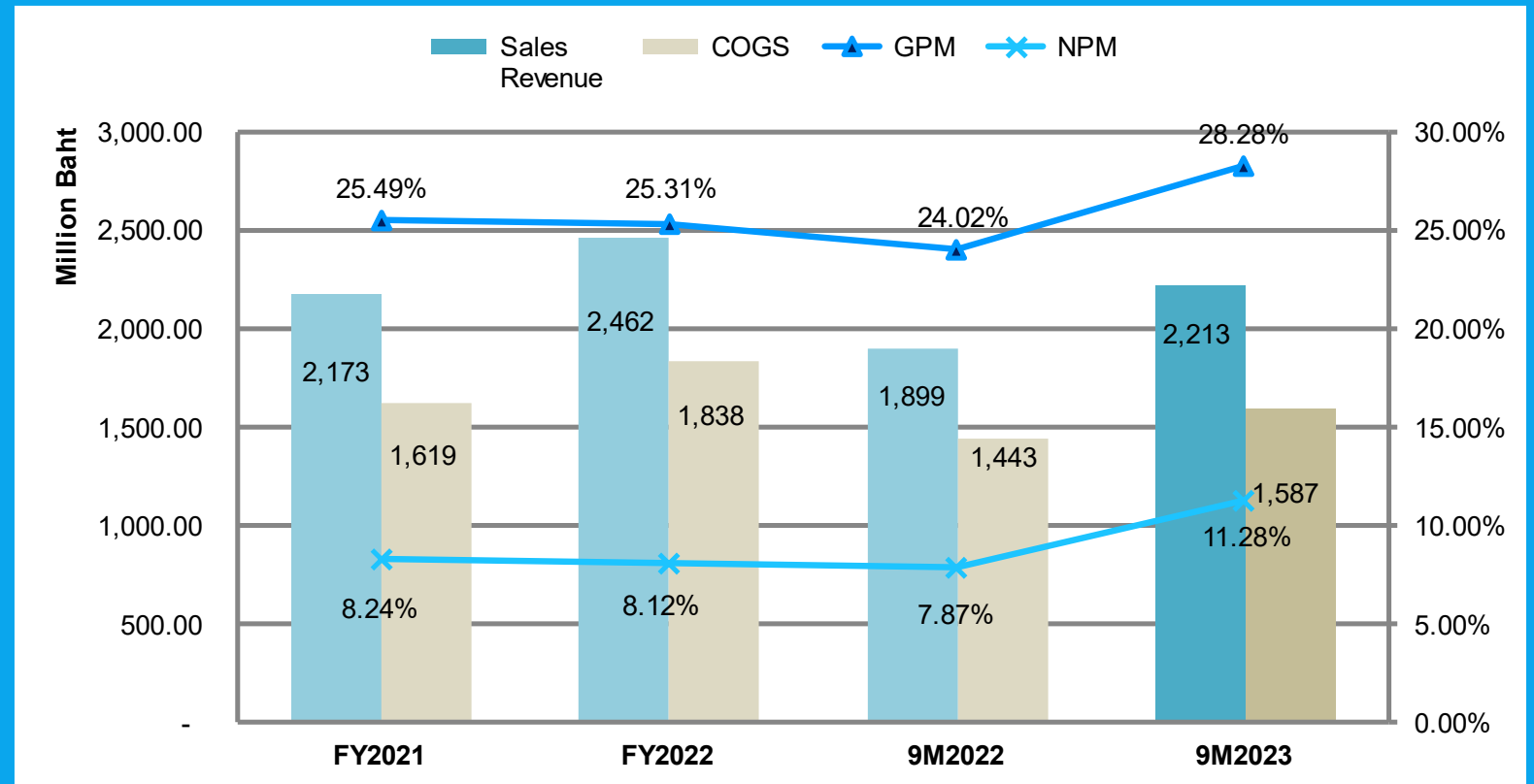


## Overview 9M 2023

Unit: Million Baht

“We mainly increase sales by 17% on cabling product, **Solar Cable** and **LAN Cable** while achieving the highest GPM of 9M at **28.28%**.”

With a consistent monitor of **SG&A expense** and **finance cost**, NPM is 11.28% above the target”



# Turnkey Engineering Business



**Submarine Cable Project Turnkey**



**Power Substation Project**



**Underground Cable Project**



**Transmission Line Project**



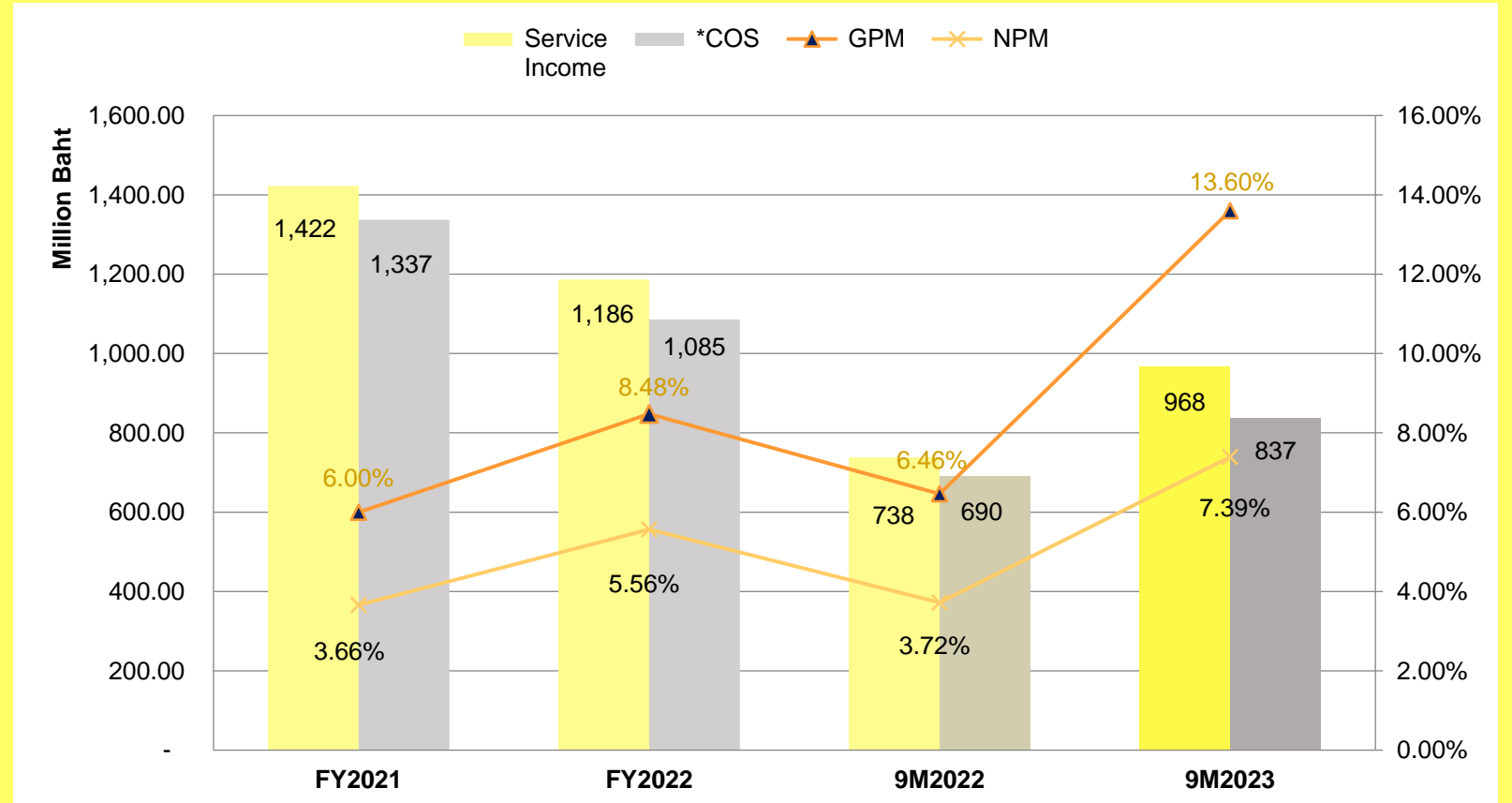
# Turnkey Engineering Business

## Overview 9M 2023

Unit: Million Baht

“Service income increases by 31% from the progress of **Koh Tao Submarine Cable Project** and the closure of **Submarine Cable - Chao Phraya River and Purchase of Submarine Cable**.”

The mix of **profitable projects** help develop both **GPM** and **NPM** to 13.60% and 7.39% respectively”

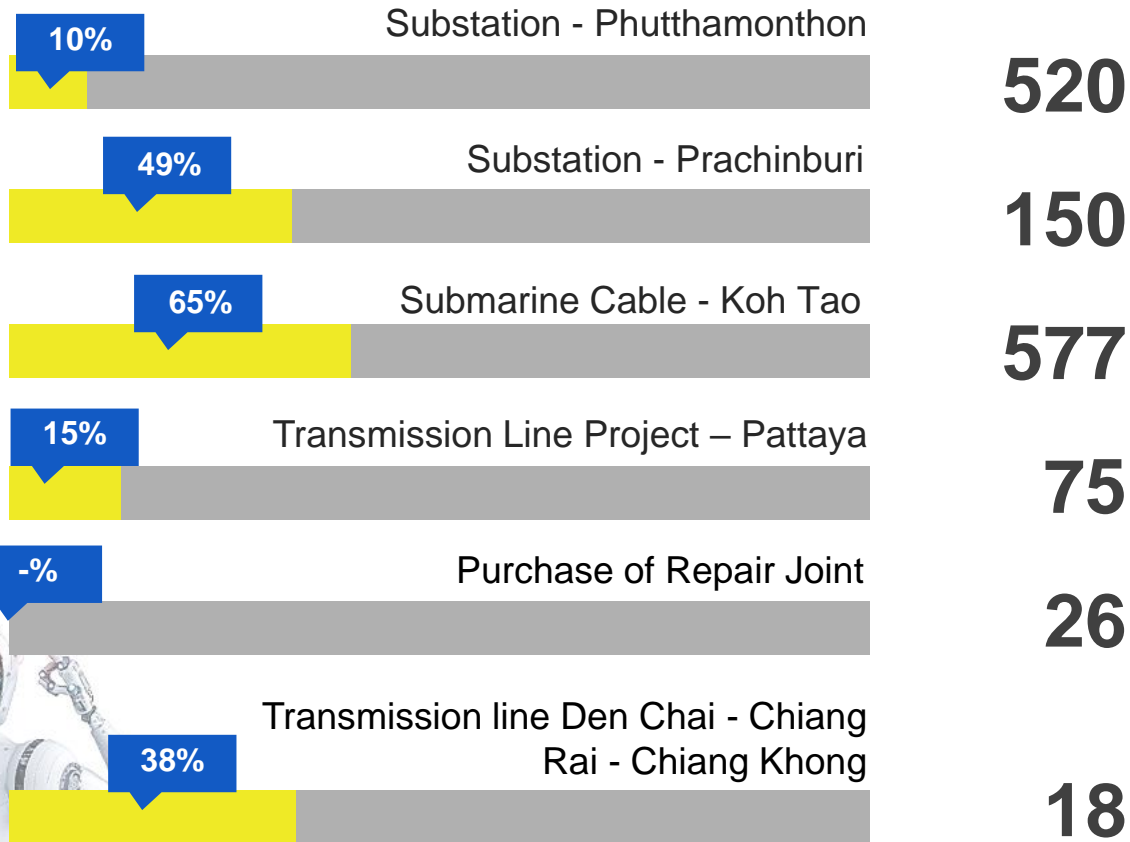


\*Cost of Service includes “others gain (loss), net” from forward exchange contract

# Turnkey Engineering Business Backlog



BACKLOG (MB)  
VAT excluded



**Total Backlog as of 30 SEP 2023**

**> 1,366 MB**

**Recognize in 2023 : 2024 onwards**

**> 30% : 70%**



# Telecom & Data Center Business



1

**Data Service**

Provide telecommunication services nationwide fiber optic network

2

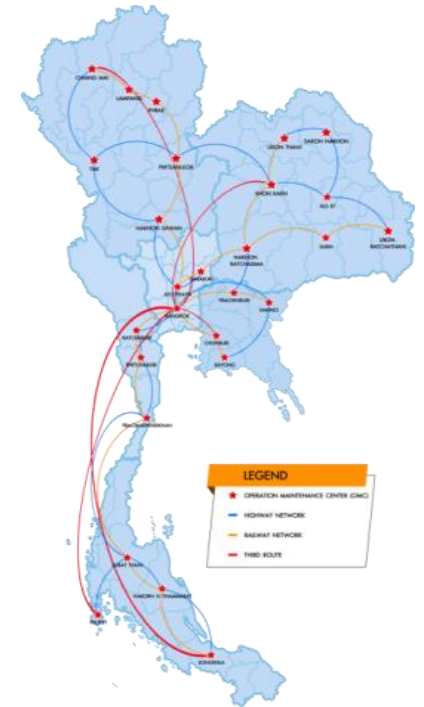
**Data Center**

Provide data center space services

3

**Installation**

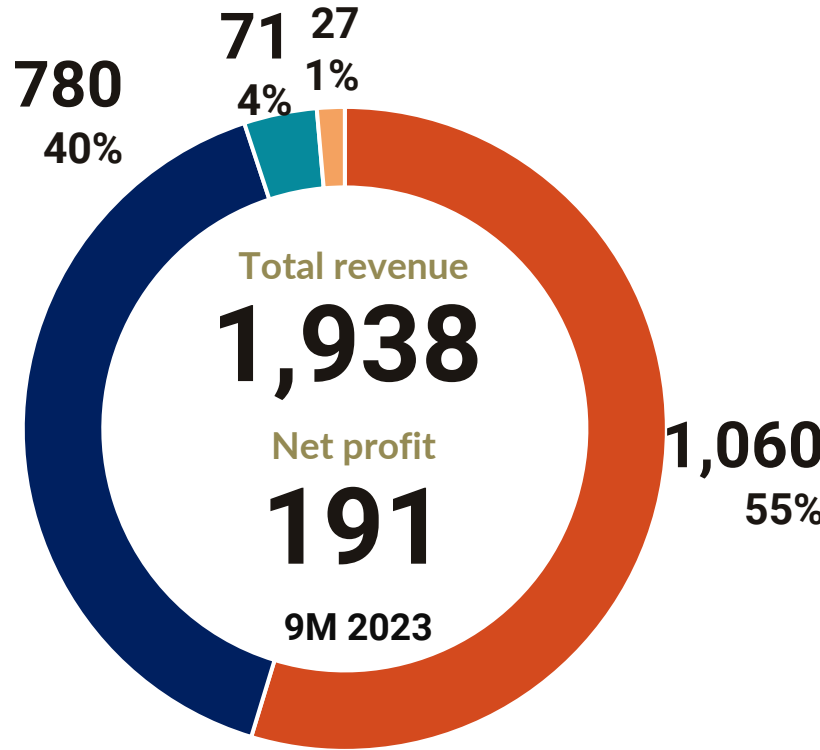
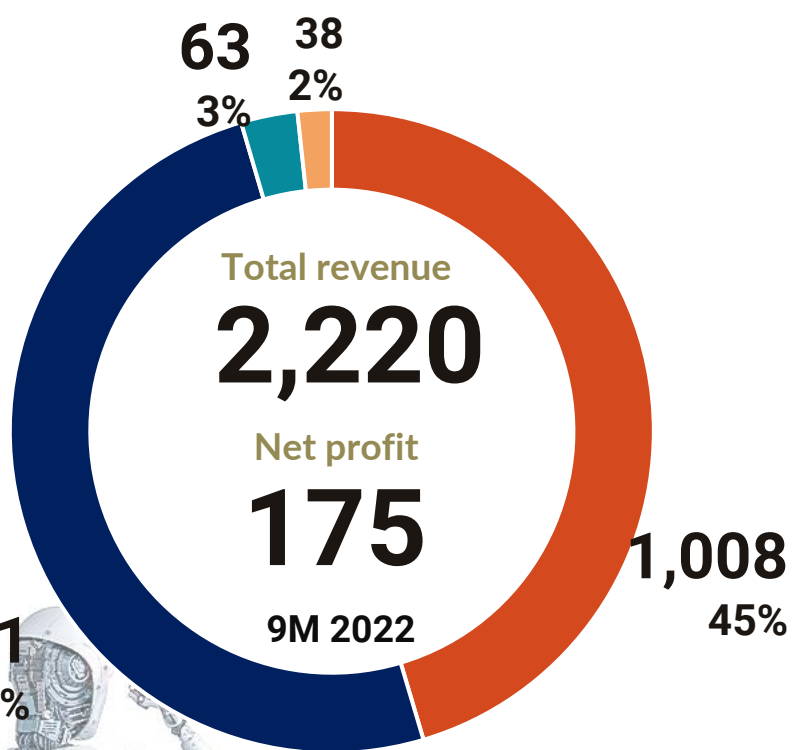
Provide design and construction of telecommunication project



# Telecom & Data Center Business



Unit : Million Baht



● Data Service    
 ● Installation    
 ● Data Center    
 ● Other

## Overview 9M 2023

Total revenue **-281<sub>MB</sub>**; **-13%**  
 Net profit **15<sub>MB</sub>**; **9%**

### Data Service

- #of new circuit in 9M 23 is **569+**
- #of customer increase to **957 (Sep'23)** from 880 (Dec'22)
- % of SLA at **99.99%**

### Installation

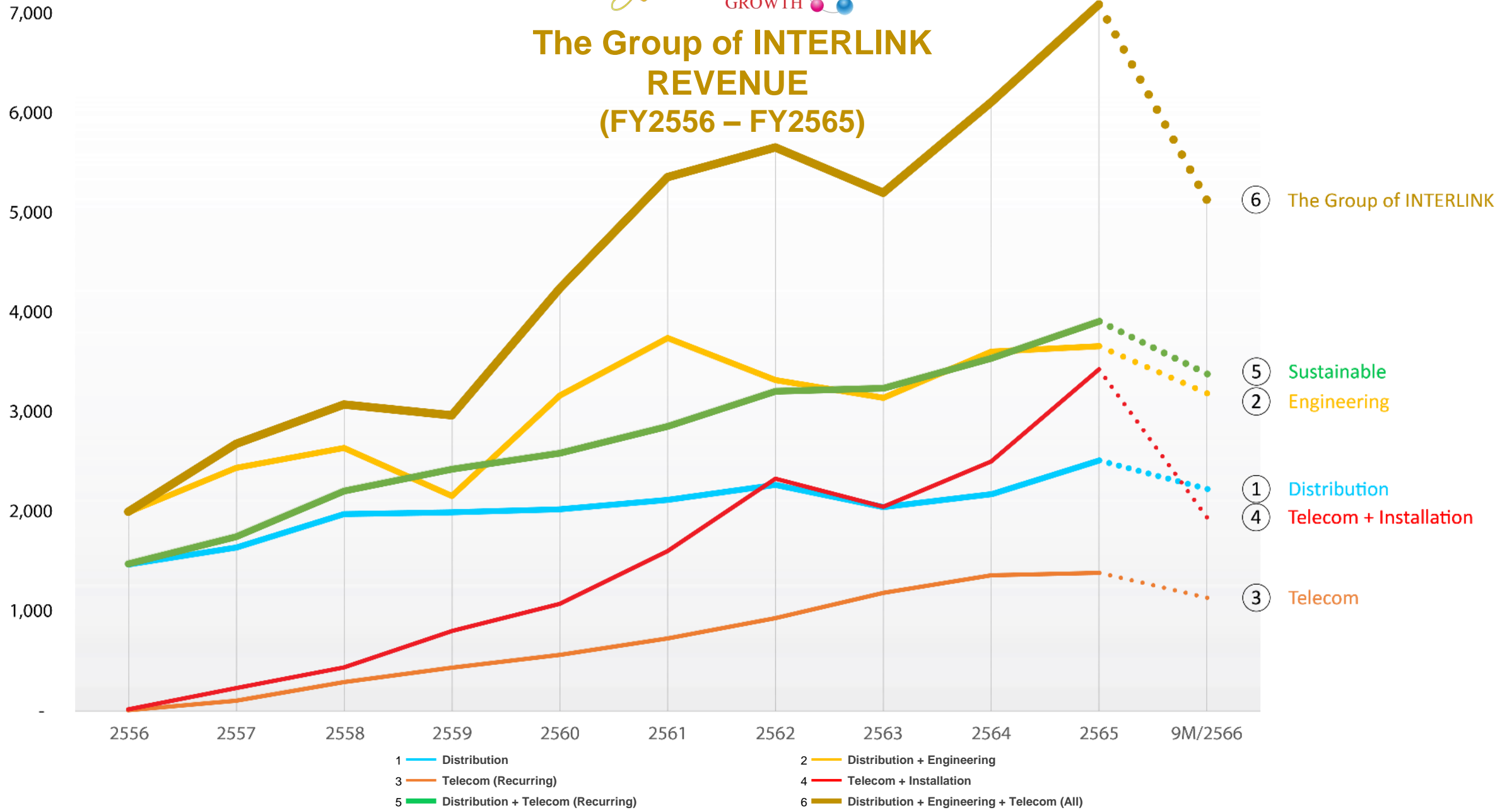
- Major projects recognition are;
  - Solar Cell Project **97 MB**
  - TRUE Project **74 MB**
  - New e-Budgeting **73 MB**
  - PMCM PEA **54 MB**
  - Service Installing for Org. **50 MB**
  - Support & Supply **29 MB**
  - Fiber Installing for Gov. **25 MB**
  - Contribute of BS (9-month) **331 MB**

### Data Center

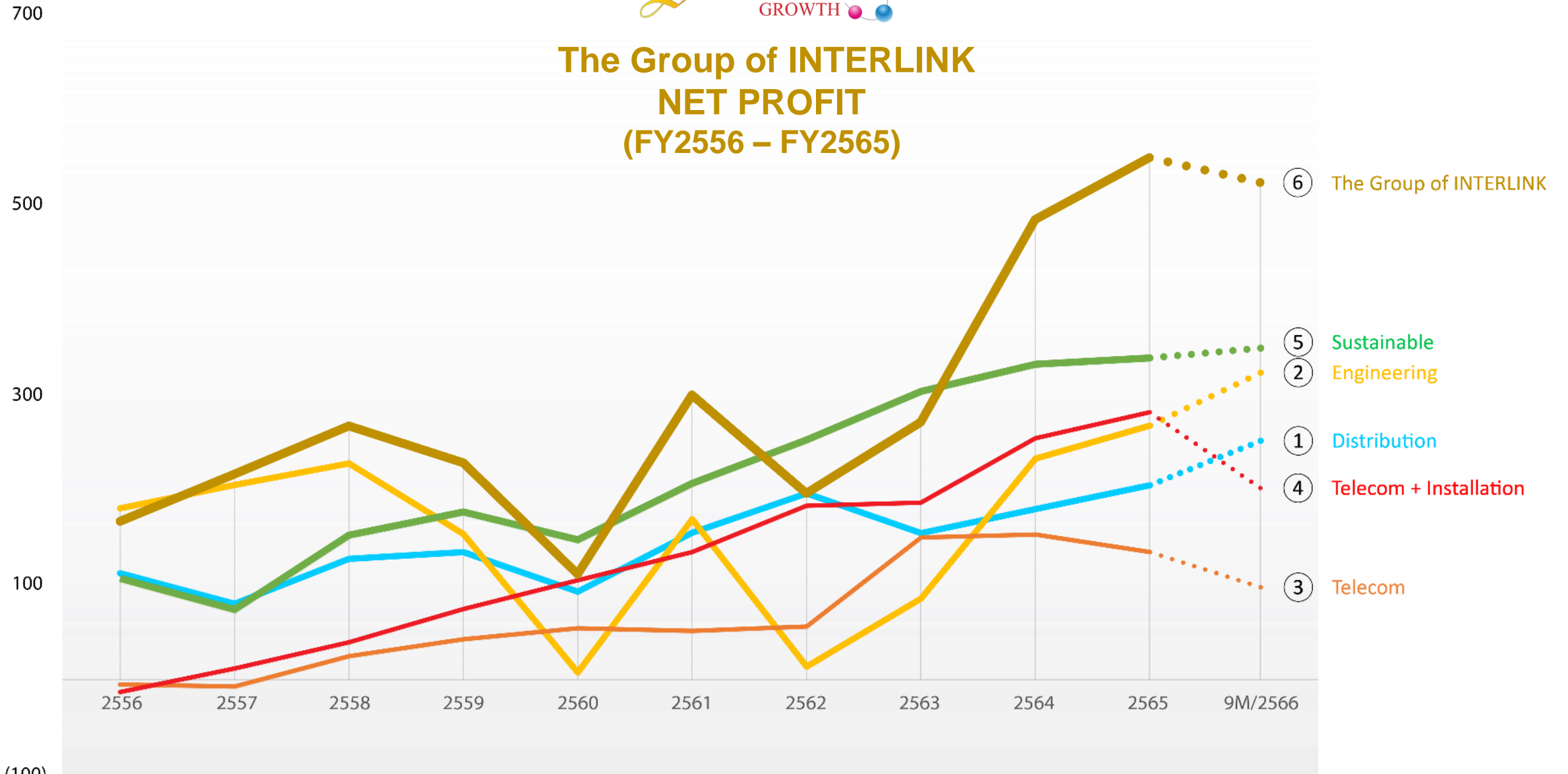
- Run at **97% of occupancy rate**
- % of SLA at **100%**



## The Group of INTERLINK REVENUE (FY2556 – FY2565)




## The Group of INTERLINK NET PROFIT (FY2556 – FY2565)



- ① Distribution
- ② Distribution + Engineering
- ③ Telecom (Recurring)
- ④ Telecom + Installation
- ⑤ Distribution + Telecom (Recurring)
- ⑥ Distribution + Engineering + Telecom



# THANK YOU

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