



Opportunity Day The Group of INTERLINK

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5 March 2024



“

ปรัชญาผู้ก่อตั้ง

(Philosophy)



นำเทคโนโลยี มาพัฒนาประเทศไทย

(Bring the Technology for Innovation)

“

วิสัยทัศน์

(Vision)



เติบโต ต่อเนื่อง และยั่งยืน

(Sustainable Growth)

“

กลยุทธ์ทางธุรกิจ

(Strategy)



1. สินค้าคุณภาพ

(Quality)

2. ราคาถูกกว่า

(Cheaper)

3. บริการที่ดีกว่า

(Better Service)

“

วัฒนธรรมองค์กร

Interlink Way



อินเตอร์ลิงค์ นัมเบอร์ วัน

(INTERLINK NO. 1)

(Do the Best)

(Get Together)

(Team Spirit)

“

TIMELINE

The Group of INTERLINK



1987



Established Interlink Holding Company Limited

Registered Interlink Communication Company Limited as a company whose major shareholder is Interlink Holding Company Limited to run **“Distribution Business”**



1995

2004



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 **“LINK”**

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”**



2007

2008



Registered Interlink Power and Engineering Company Limited as a subsidiary company to run **“Engineering Business”**

“

TIMELINE

The Group of INTERLINK



2013



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

Increased registered capital and transferred **ILINK** to be listed in the Stock Exchange of Thailand (SET) on 19 August 2015

2015



2016



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"**

Established Interlink Medical Company Limited tapping into **"Healthcare Technology Business"**

2019



2022



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

REVENUE and NET PROFIT **"Quality Growth"**

2023





กลุ่มบริษัทอินเตอร์ลิงค์ฯ

(The Group of INTERLINK)

ธุรกิจจำหน่ายสายสัญญาณ

(Cabling Distribution Business)



ธุรกิจวิศวกรรมโครงการ

(Turnkey Engineering Business)



ธุรกิจเทคโนโลยีการแพทย์

(Tech Medical Business)



มูลนิธิเพื่อความยั่งยืนองค์กร

(Sustainability Foundation)



ธุรกิจโทรคมนาคม

(Telecom Business)



ธุรกิจดาต้าเซ็นเตอร์

(Data Center Business)



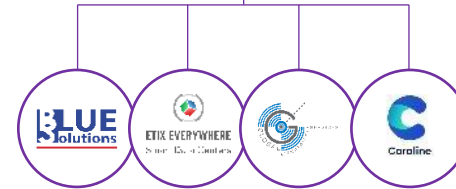
ธุรกิจร่วมทุน

Blue Solution Public Company Limited : (IT System Integrator Business)

ETIX ITTEL Bangkok Company Limited : (Global Data Center Business Data Center)

Global Lithotripsy Services Co., Ltd. : (Provide medical equipment services)

Coraline Co., Ltd. : (One-stop service for all Big Data Solutions and Data-Driven Transformation)

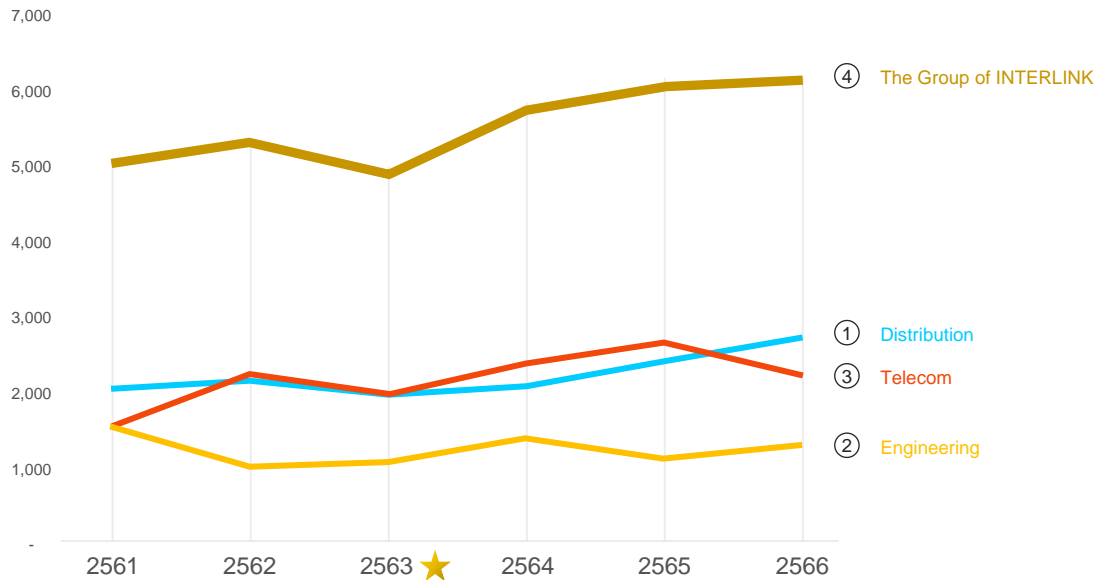




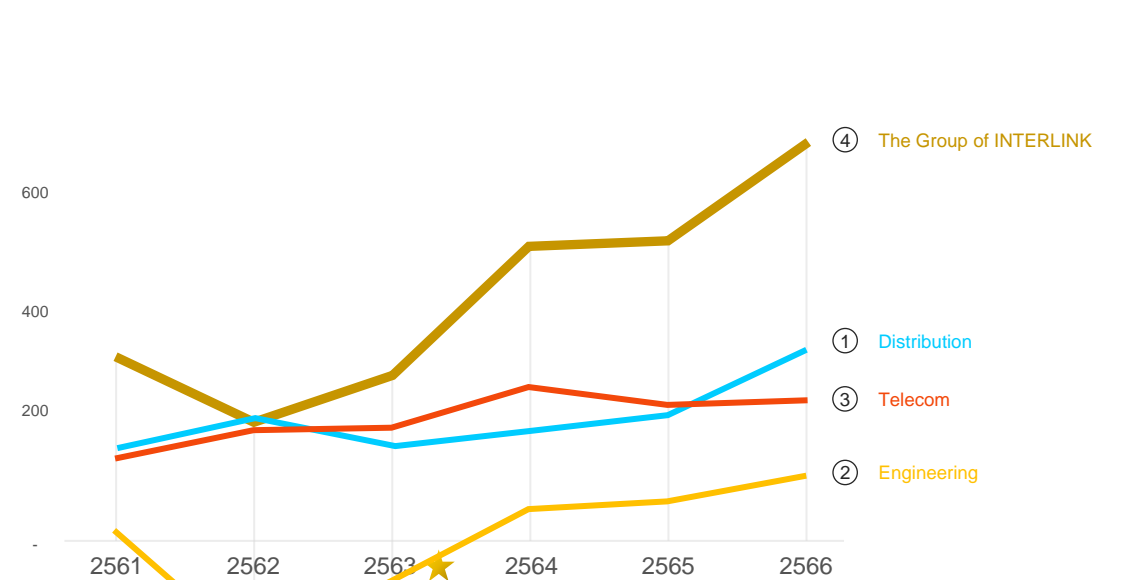
เติบโตแบบมีคุณภาพ

Quality Growth

Revenue



Net Profit



— Distribution

— Engineering

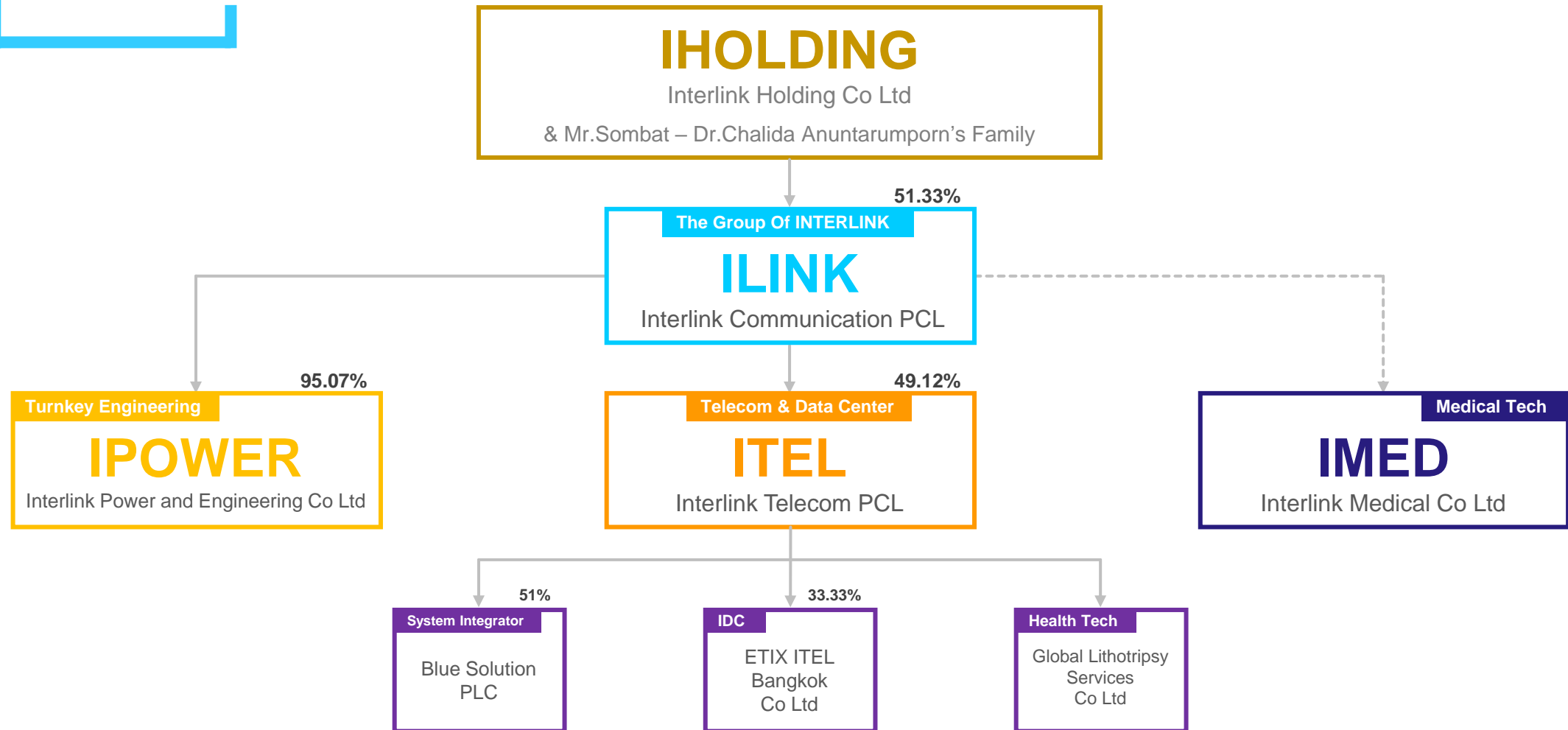
— Telecom (All) (โดยรวม BS)

— Distribution + Engineering + Telecom (โดยรวม BS)



SHAREHOLDING STRUCTURE

The Group of INTERLINK



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2024 TARGET & PORTFOLIO

The Group of INTERLINK

7,002 ลบ.

≥ 9%



ILINK : Cabling Distribution Business (43%)

- The No. 1 Cabling Company for Digital Infrastructure
- Importer & Distributor of LINK AMERICAN & GERMAN RACK Cabling Products
- Cash Cow Business, Star Recurring Business, Whole Sales

Target 2024

3,000^T



IPOWER : Turnkey Engineering Business (17%)

- The No. 1 Submarine Cable of Thailand
- Turnkey Project of Submarine Cable, Substation, Transmission, Underground and Smart Grid.
- Performance Base Business, Professional, Government Sectors

Target 2024

1,212^T



ITEL : Telecom & Data Center Business (40%)

- Fiber Optic Network Provider & Telecom Turnkey Installer
- We serve the Best Connectivity with the Best security and safety data center
- Star Recurring Business, Performance Base Revenue, New S-Curve

Target 2024

2,790^T

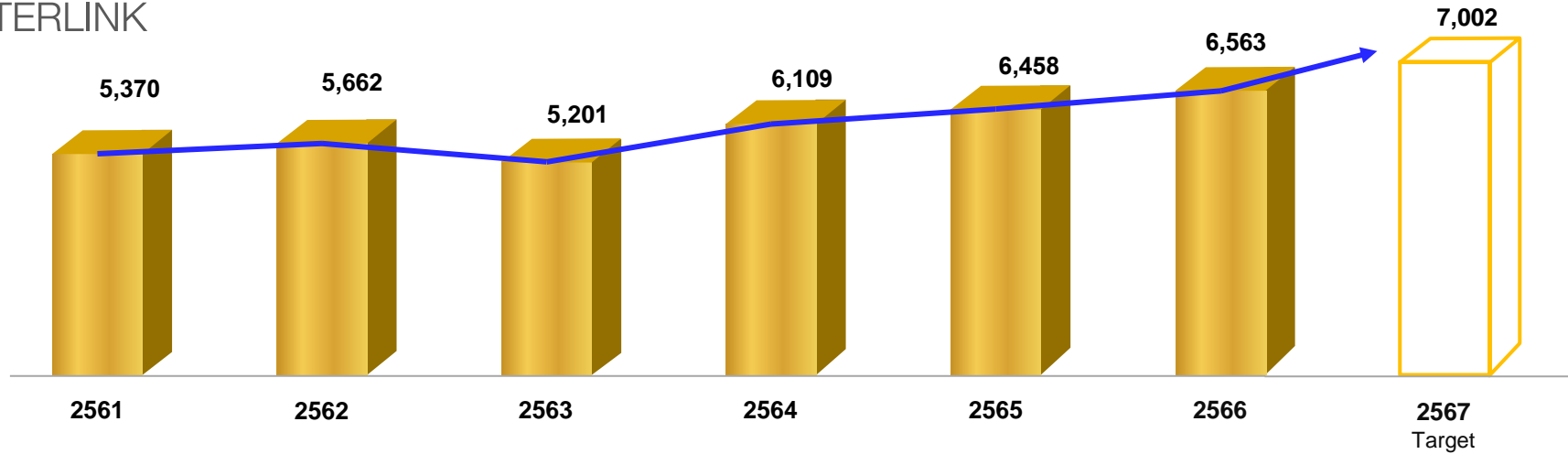
(รายได้และกำไรจะเฉพาะ ITEL เท่านั้น)



REVENUES & NET PROFIT

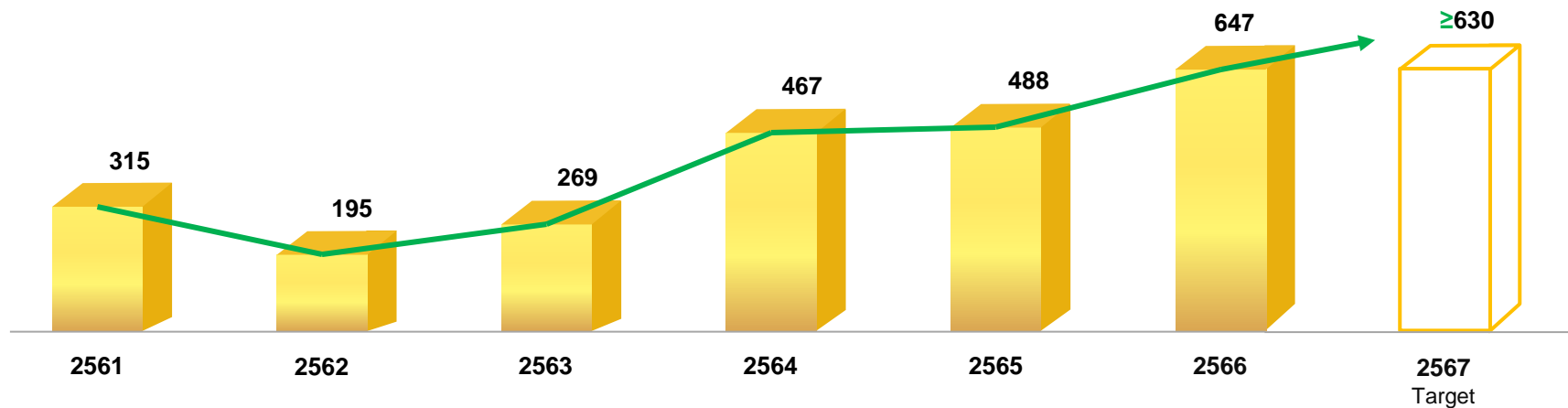
The Group of INTERLINK

Revenues



Unit: Million Baht

Net Profit

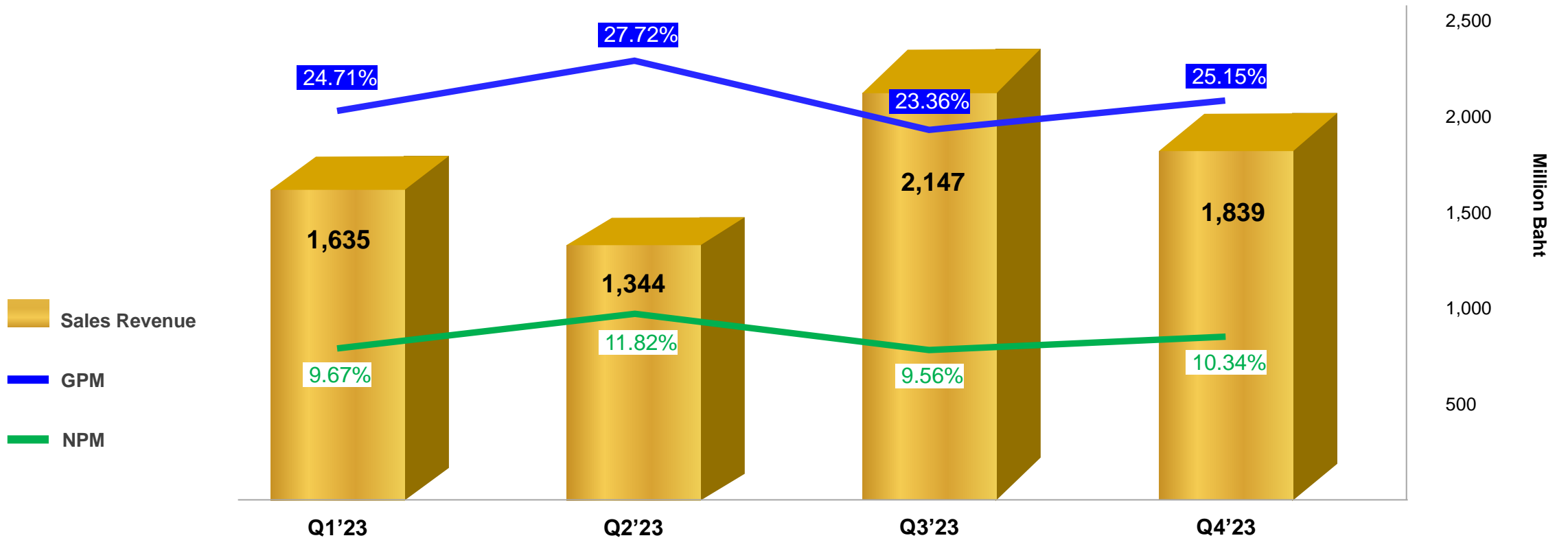


Unit: Million Baht



PERFORMANCE BY QUARTER

The Group of INTERLINK



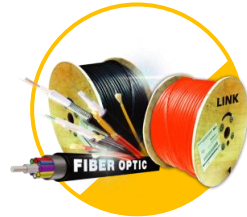


ธุรกิจจัดจำหน่ายสายสัญญาณ

(Cabling Distribution Business)



LAN (UTP)
System



FIBER OPTIC
System



FTTX / FTTR
System



DATA CENTER
System



COAXIAL (RG)
System



TELEPHONE
System



SOLAR
System



SECURITY & CONTROL
System



NETWORKING
System



19" GERMAN RACK
System



19" LINK RACK
System



CCTV OUTDOOR CABINET
System



Cabling Distribution Business

CUSTOMER TYPE

SI (System Integrator) & ICT Dealer

(บริษัทผู้รวบรวมระบบ IT และผู้ค้าคอมพิวเตอร์และอุปกรณ์เน็ตเวิร์ค)

Installer & Contractor

(ผู้รับเหมาติดตั้งระบบไฟฟ้า และผู้รับเหมาติดตั้งโซลาร์ฟาร์ม)

SHOP of Electrical, Solar, CCTV, ICT

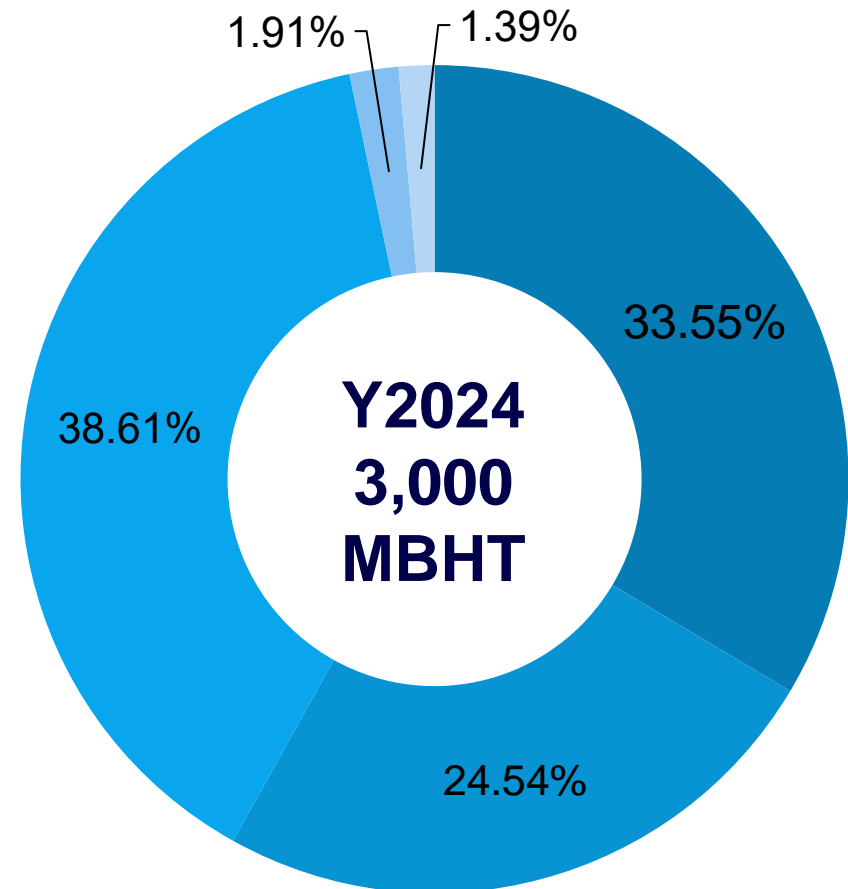
(หน้าร้านไฟฟ้า, ไอที, กล้องวงจร, ร้านติดตั้งโซลาร์ และกล้องวงจรปิด)

MODERN TRADE of Home & Construction Superstore

(ห้างซูเปอร์สโตร์ค้าวัสดุและอุปกรณ์ก่อสร้างและงานระบบ)

EXPORTS (CLMM)

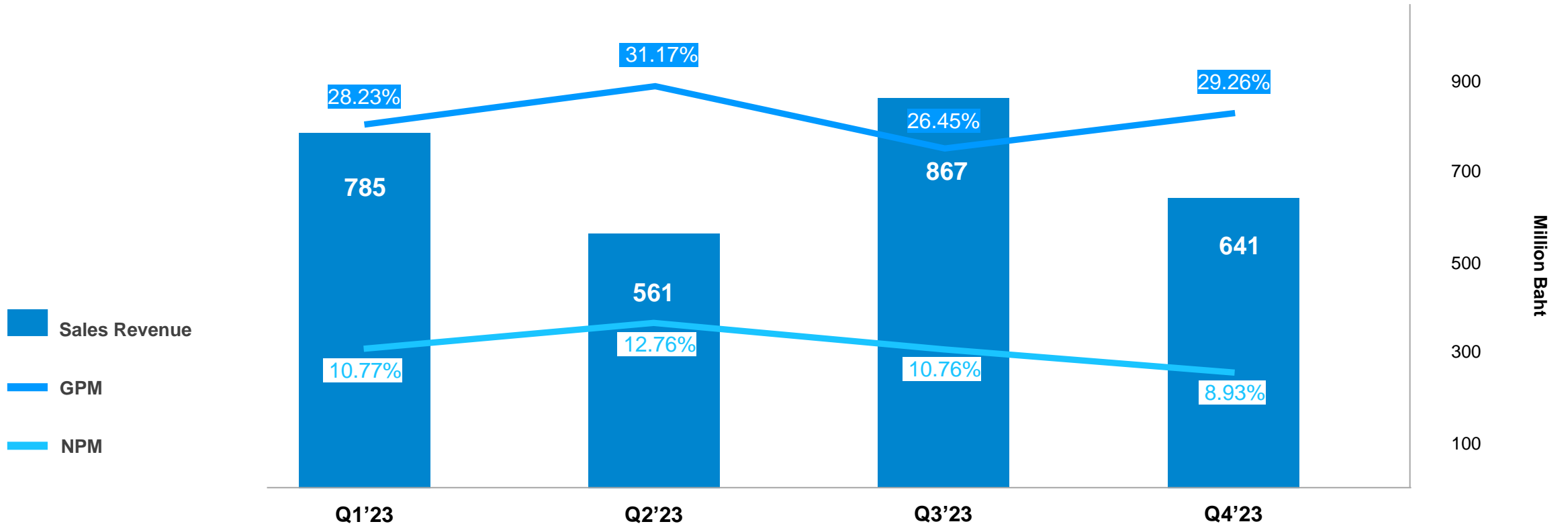
(ส่งออกต่างประเทศ หรือส่งออกข้ามแดน)





Cabling Distribution Business

PERFORMANCE BY QUARTER





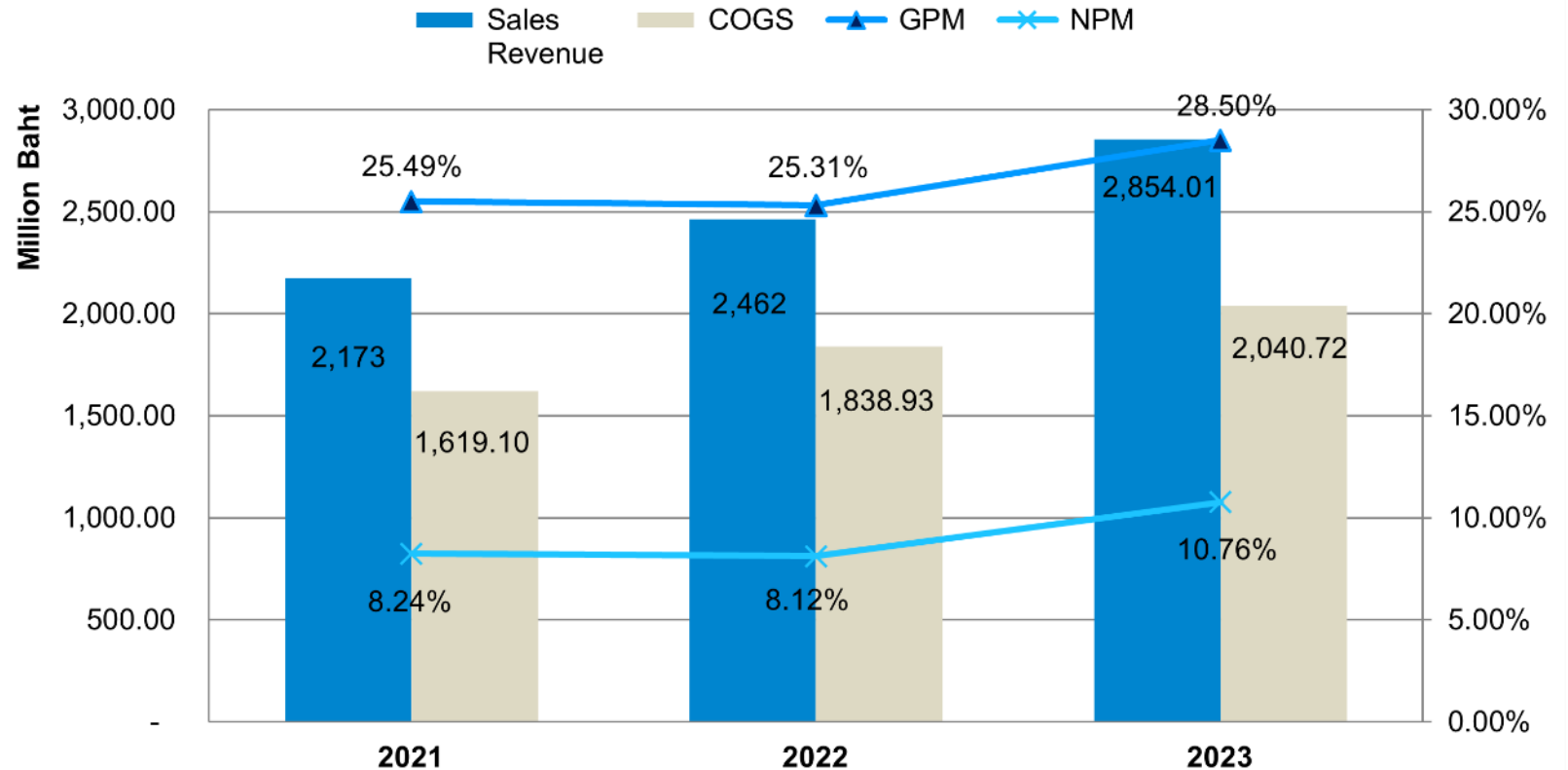
Cabling Distribution Business

NET PROFIT PERFORMANCE

2024 Target

Focus on Products
GP over **20%**

With closely monitor of SG&A expense
to achieve **NPM 9 %**





Cabling Distribution Business

New Project & New Products



① LINK AMERICAN & GERMAN RACK EVERYWHERE

② UTP CAT 6A Solution Super-s Series Products

③ FTTR (Fiber Optic to The Room) Solution Super-s Series Products

④ AD 8 Certificate Floating Solar Cable

⑤ LiYCY Control Cable

Submarine Cable Project Turnkey

- 22 KV Koh Sichang, Chonburi, **124.60** MB.
- 33 KV Koh Mook, Koh Sukorn, Koh Libong, Trang, **361.13** MB.
- 22 KV Pattaya, Koh Lan, **139.47** MB.
- 115 KV Koh Phangan, Surat Thani, **856** MB.
- 33 KV Koh Panyee, Phang Nga, **142.87** MB.
- 33 KV Koh Tao, Surat Thani, **1,786.17** MB.
- 22 KV Koh Kood, Trat, **1,230.50** MB.
- 33 KV Koh Puyu, Satun, **324.10** MB.
- Purchase of marine cable, **67.20** MB.
- Purchase of Repair Joint, **27.40** MB

Underground Cable Project

- 115 KV Underground - Chonburi (Lot4) **203.23** MB.
- 115 KV Underground - Chiang Mai, **212.46** MB.
- Underground - Khon Kaen, **40.76** MB.
- Construction and installation of underwater optical fiber cable (Underwater Optical Fiber Cable), Bangkok, **84.64** MB.



Power Substation Project

- 115-22 KV - Suan Phueng, Ratchaburi **144.92** MB.
- 115-22 KV - Wachirabarami, Phichit **163.08** MB.
- 115-22 KV - Ban Len 2, Ayutthaya , **274.72** MB.
- 115-22 KV - Lamphun , Lampang **570.69** MB.
- 115-22 KV - San Sai, Chiang Mai , **212.57** MB.
- 115-22 KV - Nonsi, Prachinburi **314.80** MB
- 115-22 KV - Suphanburi, **161.48** MB.
- 115 KV - Lamphun, **101.02** MB.
- Substation - Phutthamonthon ,Bangkok, **617.34** MB.

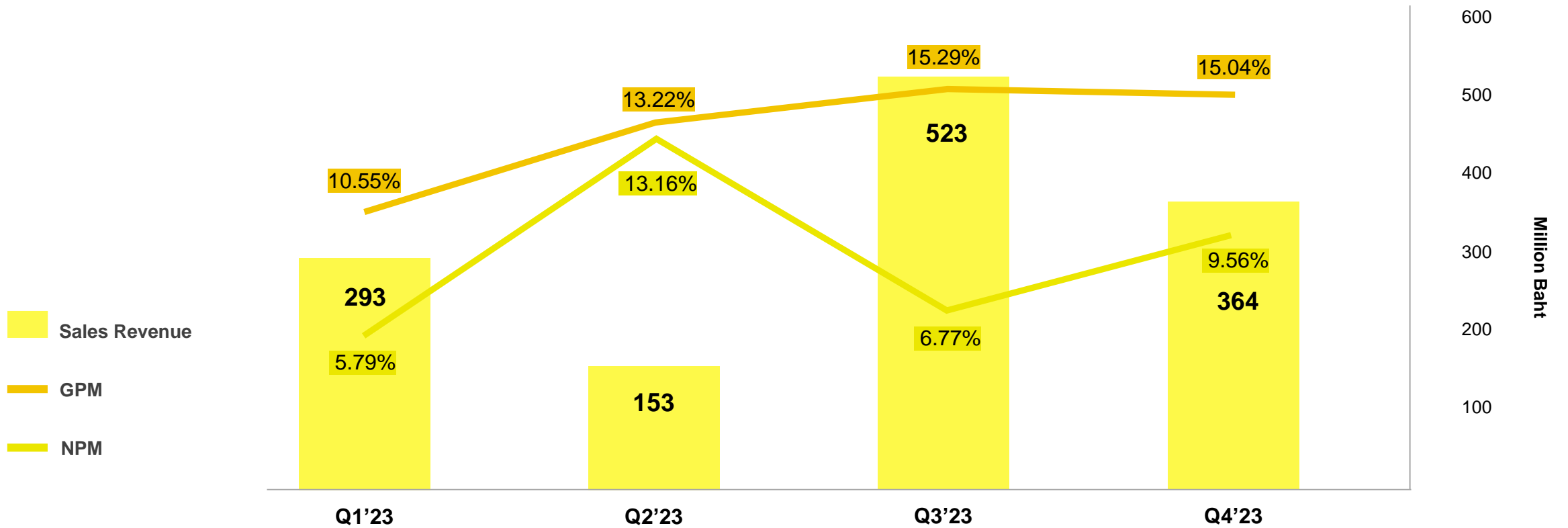
Transmission Line Project

- 115 KV - Nakhon Ratchasima , **144.76** MB.
- 115 KV - Chonburi , **191.96** MB.
- 115 KV - Mae Hong Son, **252.22** MB.
- 115 KV - Pathum Thani , **362.48** MB.
- 115 kV - Trang , **321.69** MB.
- 115 KV - Nan , **179.22** MB.
- Transmission line 115&230 KV - Phrae , **30.71** MB.



Turnkey Engineering Business

PERFORMANCE BY QUARTER



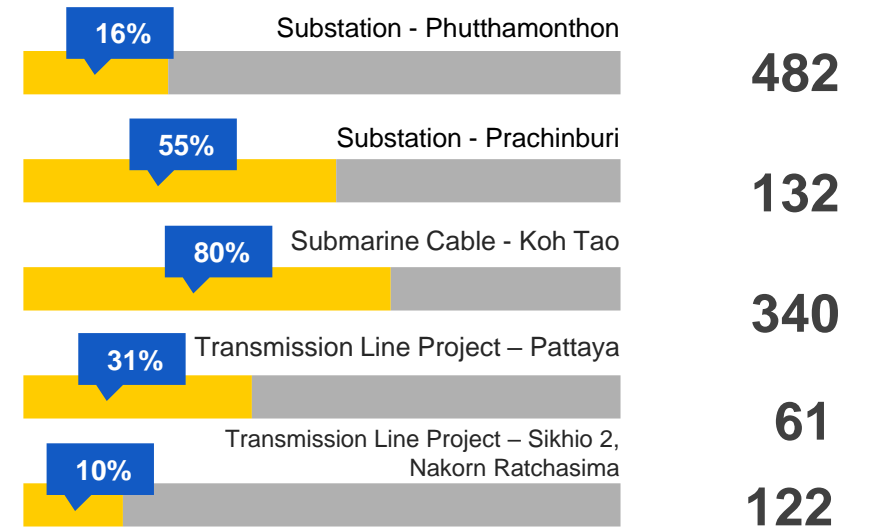
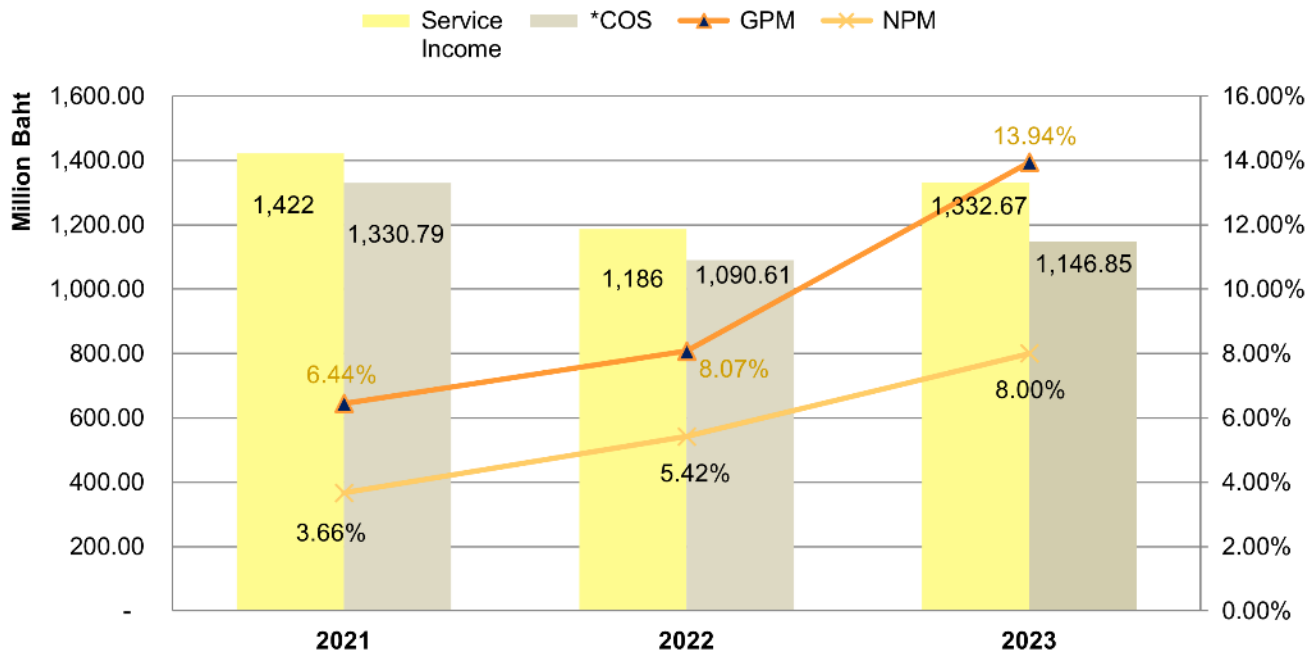


Turnkey Engineering Business

NET PROFIT PERFORMANCE & BACKLOG

2024 Target

Revenues **1,212** → Net Profit **9%**



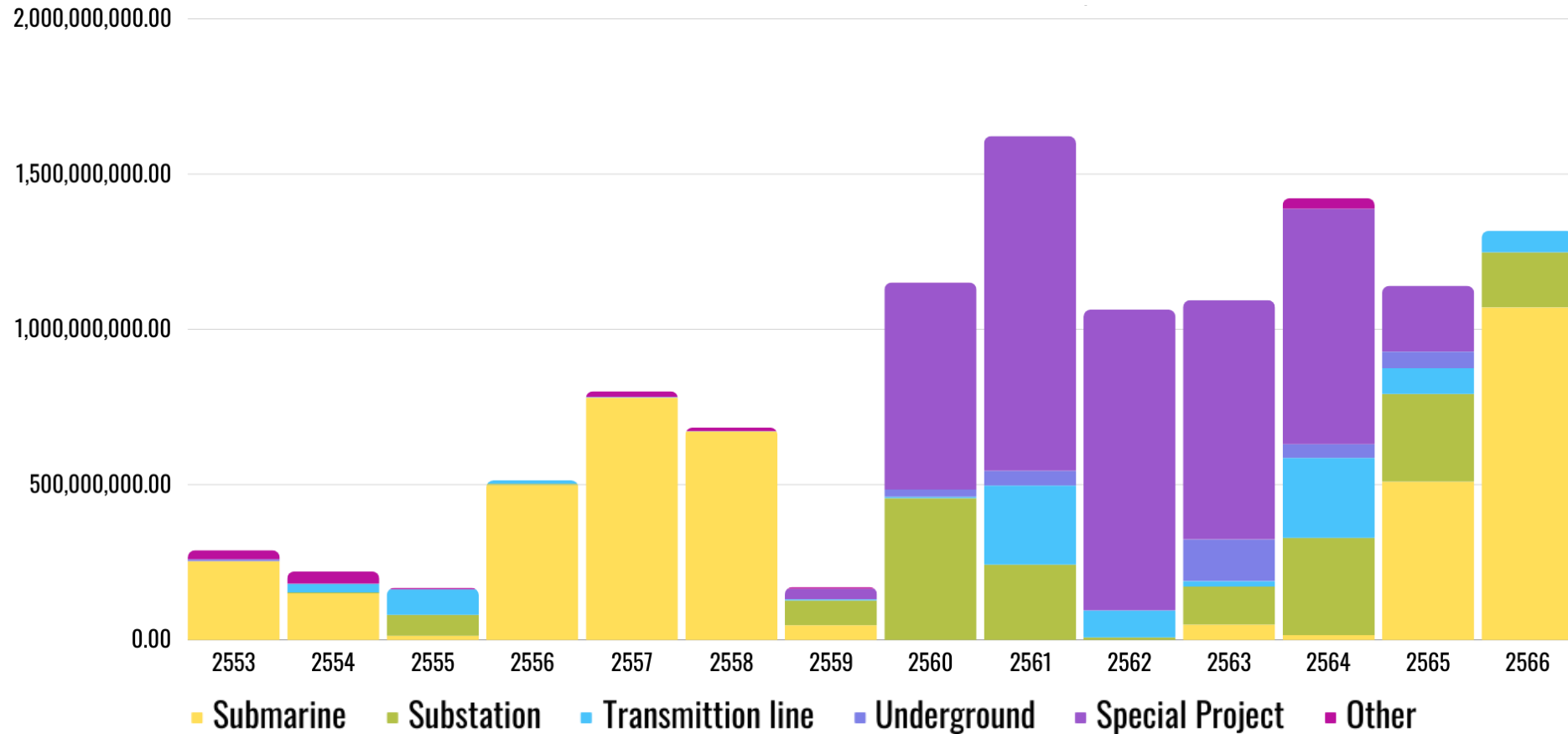
1,137 MB.

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



Turnkey Engineering Business

REVENUE CONTRIBUTION



“

Submarine Project Potential



- 115 KV - Koh Samui Budget 2,133 MB. (PEA)
- 33 KV - Koh Kratan Budget 268 MB. (PEA)
- 33 KV - Phi Phi Don Island Budget 1,440 MB. (PEA)
- 22 KV - Koh Samet Budget 346 MB. (PEA)
- 230 KV - Koh Samui Budget 11,230 MB. (EGAT)

ธุรกิจโทรคมนาคม และดาต้าเซ็นเตอร์

(Telecom & Data Center Business)



Telecom
PUBLIC COMPANY LIMITED

Recurring

1 Data Service

Provide telecommunication services nationwide fiber optic network



2 Data Center

Provide data center space services



Non-Recurring

3 Installation

Provide design and construction of telecommunication project





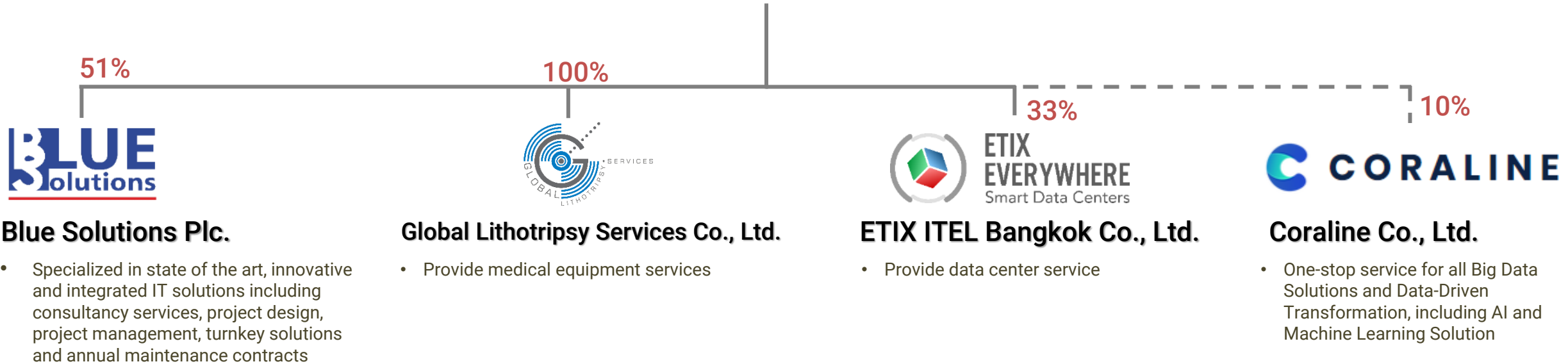
Telecom & Data Center Business

ITEL Group Structure



ITEL : Interlink Telecom Plc.

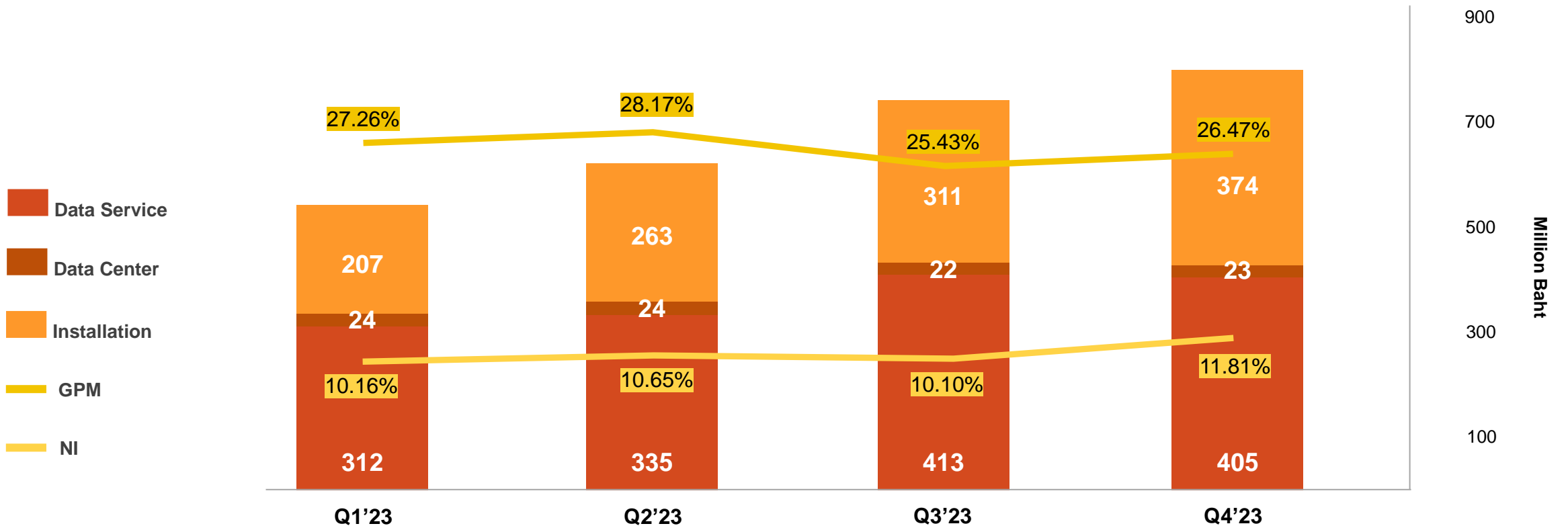
- Provide fiber optic network services
- Design, construction and contracting for fiber optic project and telecommunications project
 - Provide data center service





Telecom & Data Center Business

PERFORMANCE BY QUARTER

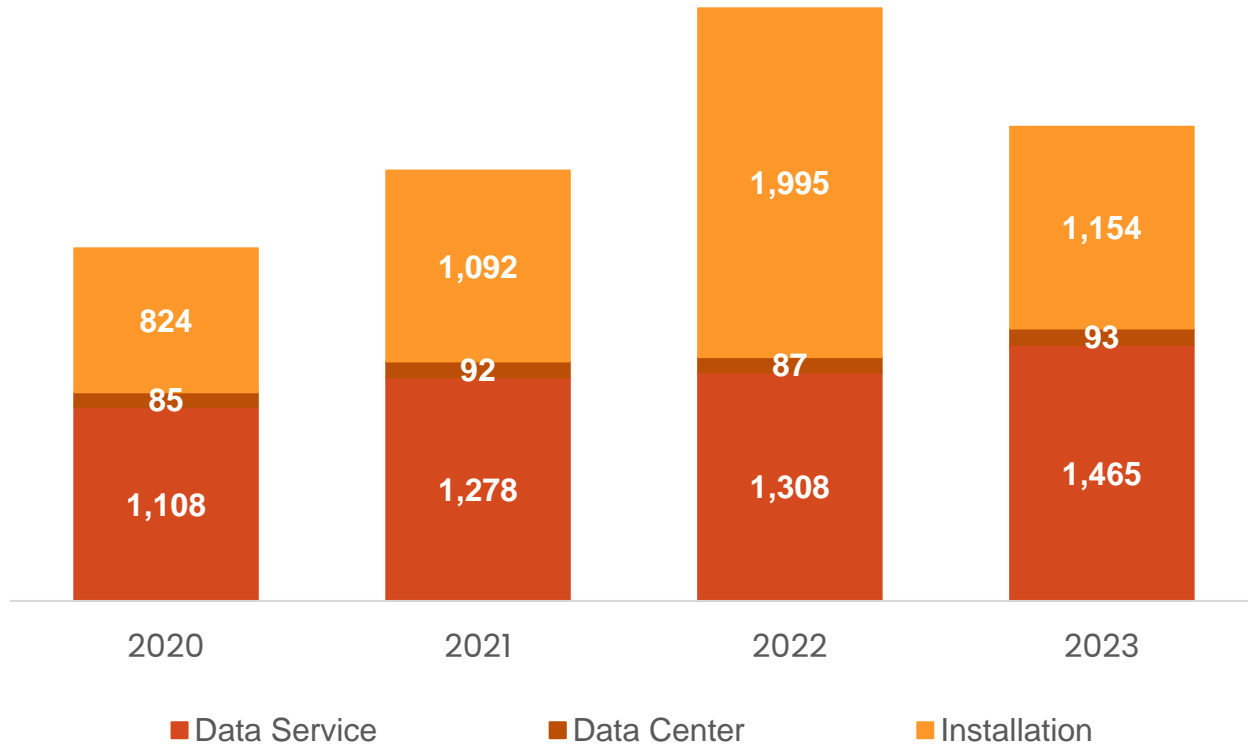




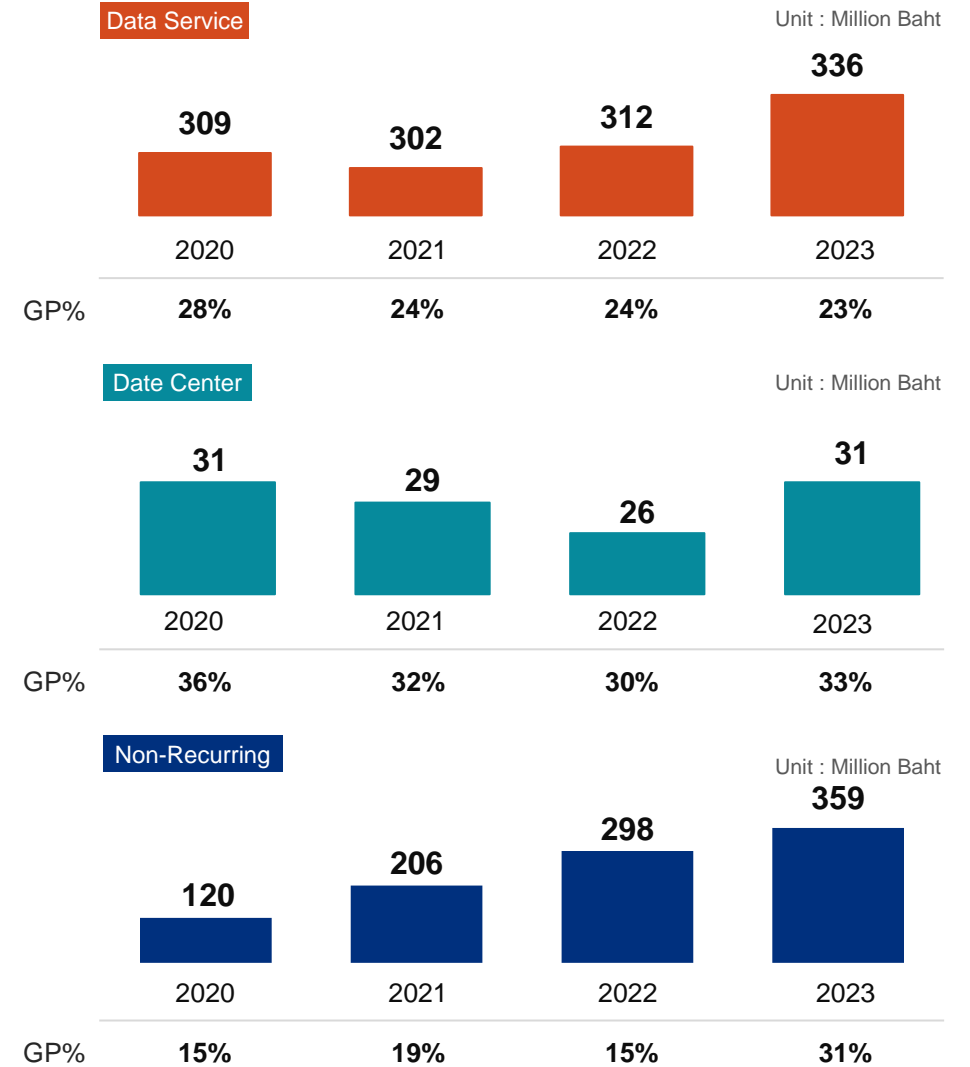
Telecom & Data Center Business

REVENUE & PERFORMANCE

REVENUE by Business



Gross Profit by Business





Telecom & Data Center Business

CONTRACTS ON HAND

	YE2023	Unit : Million Baht			
	Total	2024	2025	2026	2027 Onward
Bandwidth, DFI, IPLC, Course Online	852	492	181	120	59
USO2-DSV	606	349	257	-	-
DATA SERVICE	1,458	841	438	120	59
DATA CENTER	122	68	49	5	-
GLS	25	10	6	6	3
INSTALLATION (ITEL)	844	619	191	32	2
INSTALLATION (BLUE)	320	252	28	22	18
INSTALLATION (Est. Timeline)	1,164	871	219	54	20
TOTAL CONTRACTS IN HAND	2,769	1,790	712	185	82

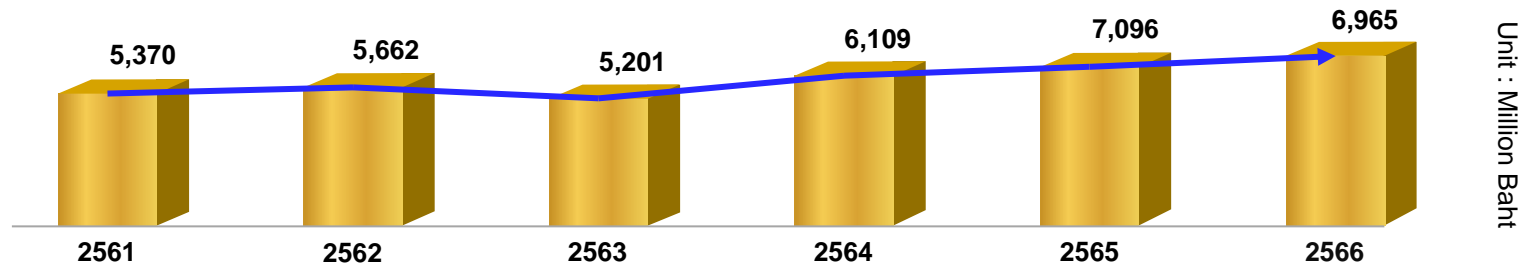
Recurring Data Service Contracts will expire in 2024 totally amounted to 498 million Baht with renew rate at 90%.



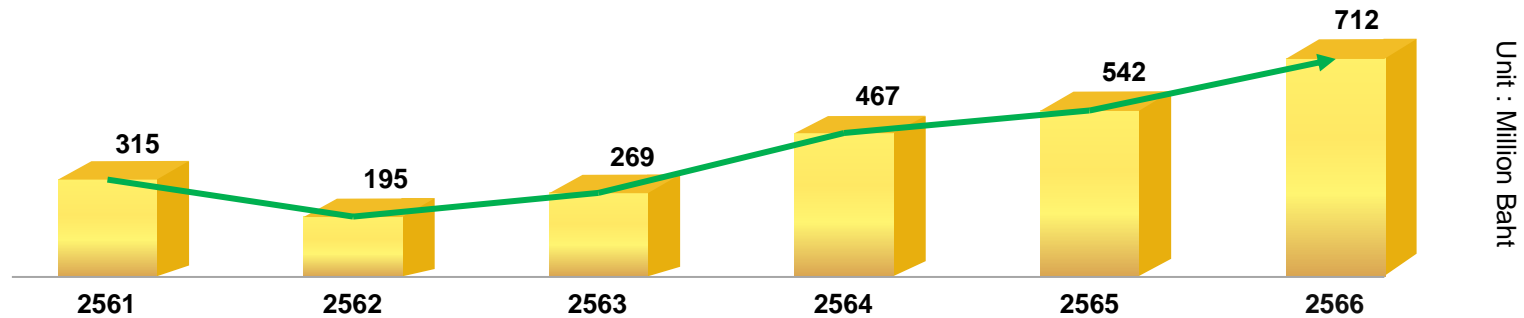
DIVIDEND PER SHARE

The Group of INTERLINK

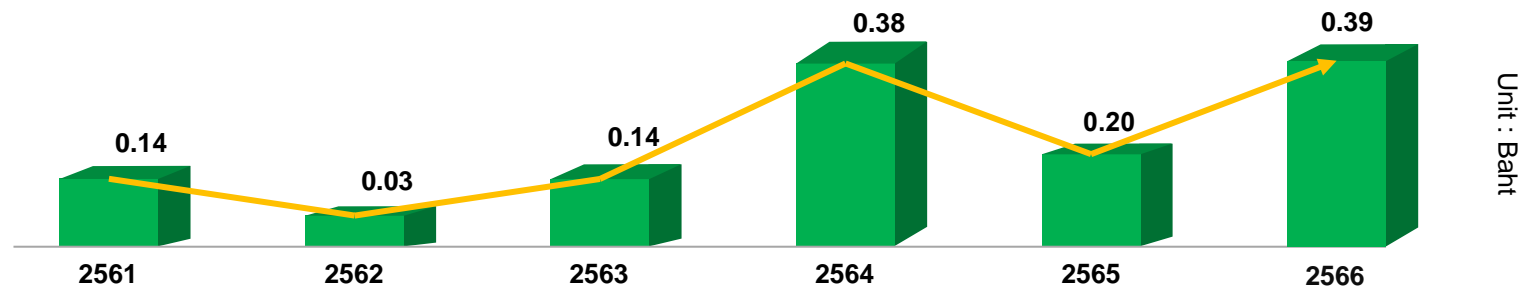
Revenues



Net Profit



Dividend / Share



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Company Visit





Q & A

THANK YOU

