



# ILINK



# The INTERLINK GROUP

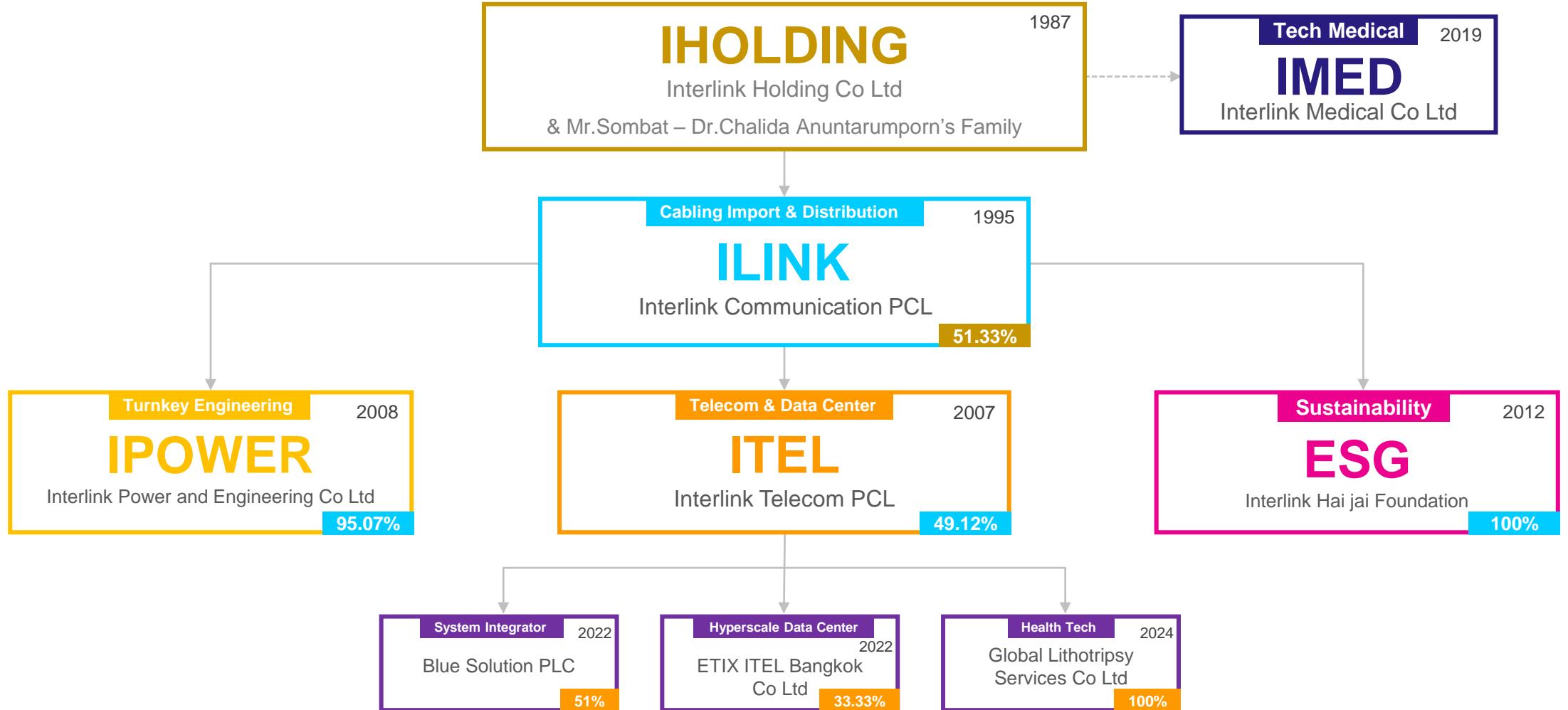
Opportunity Day 27 August 2024

By MR. SOMBAT ANUNTARUMPORN





# The INTERLINK GROUP MANAGEMENT & ORGANIZATIONAL



“ Founder’s Philosophy



**Bring Technology to Develop the COUNTRY**

“ Vision



**Sustainable Growth**

“ Business Strategy



**Quality Product**

**Cheaper Price**

**Better Service**

“ Organizational Culture



**Do your Best**

**Unity**

**Teamwork**

“

The INTERLINK GROUP  
2024 TARGET & PORTFOLIO

7,002 MB.  $\geq$  9%  
(7,702 MB.)



**ILINK : Cabling Distribution Business (  $\geq$  40%)**

- ★ Trading Digital Infrastructure
- ★ Proactive Strategy
- ★ New Products & New Chanel Launches

Target 2024 (Rev June' 24)

**3,200 MB.**



**IPOWER : Turnkey Engineering Business (  $\leq$  20%)**

- ★ Energy Infrastructure Contractor
- ★ Technology & Profitability Focus Strategy
- ★ High Experience & Hyper Scale Project

Target 2024 (Rev June' 24)

**1,012 MB.**



**ITEL : Telecom & Data Center Business (  $\geq$  40%)**

- ★ Telecom Infrastructure Network Service Provider
- ★ Utilization Network Strategy
- ★ New Technology S-Curve Strategy
- ★ Acquisition Technology Business Strategy

Target 2024

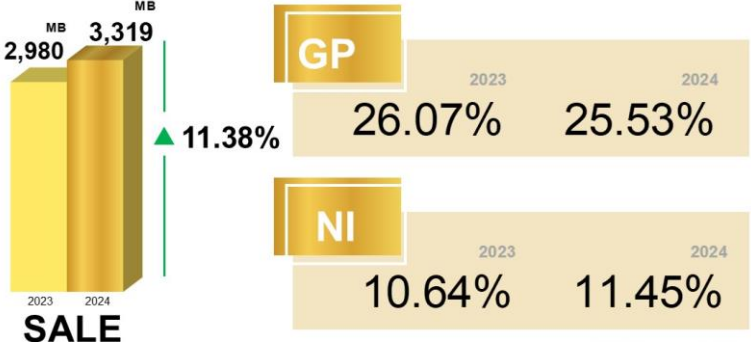
**2,790 MB.**

(รายได้และกำไรจะเฉพาะ ITEL เท่านั้น)

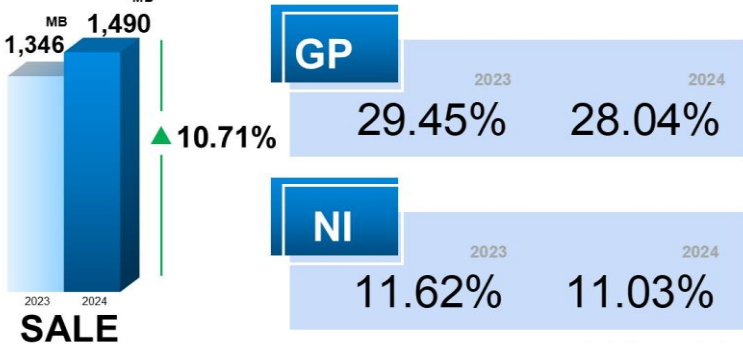
(BLUE = 600 MB., GLS = 100MB.)

# OPERATION PERFORMANCE

The INTERLINK GROUP  
**OPERATION PERFORMANCE** (Jan – June 2024)



Cabling Distribution Business  
**OPERATION PERFORMANCE** (Jan – June 2024)



Turnkey Engineering Business  
**OPERATION PERFORMANCE** (Jan – June 2024)

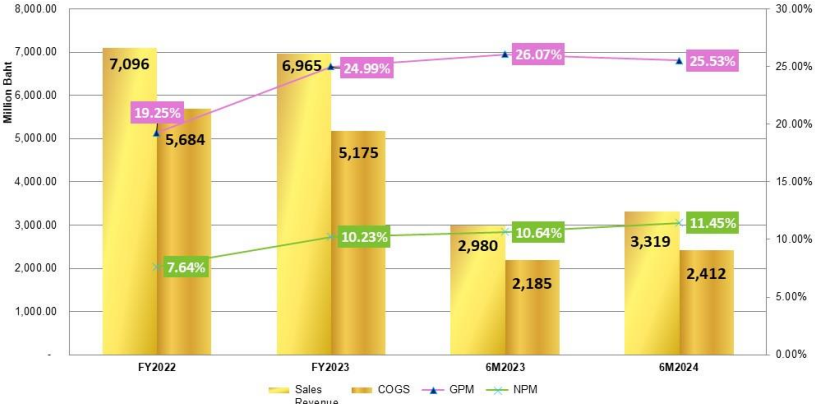


Telecom & Data Center Business  
**OPERATION PERFORMANCE** (Jan – June 2024)

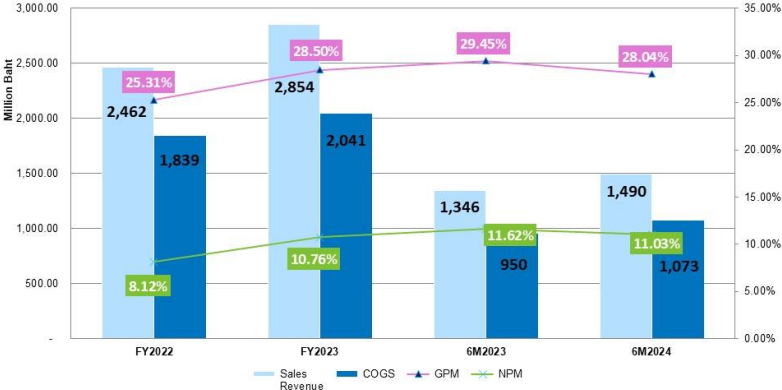


# OPERATION PERFORMANCE

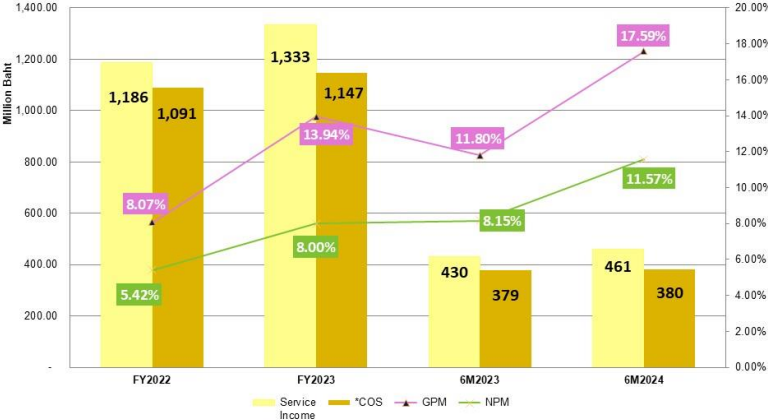
## The INTERLINK GROUP OPERATION PERFORMANCE



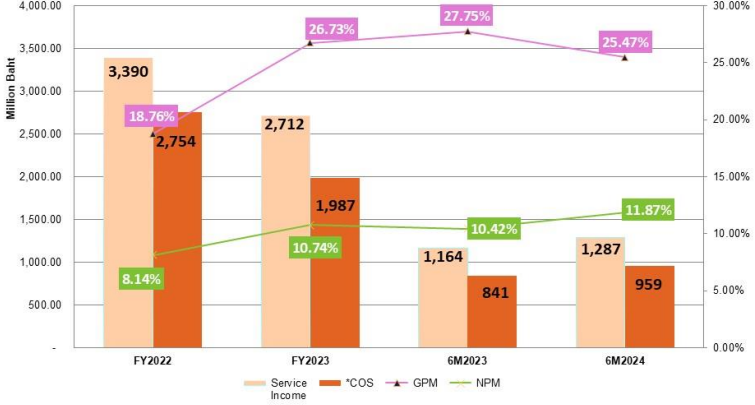
## Cabling Distribution Business OPERATION PERFORMANCE



## Turnkey Engineering Business OPERATION PERFORMANCE



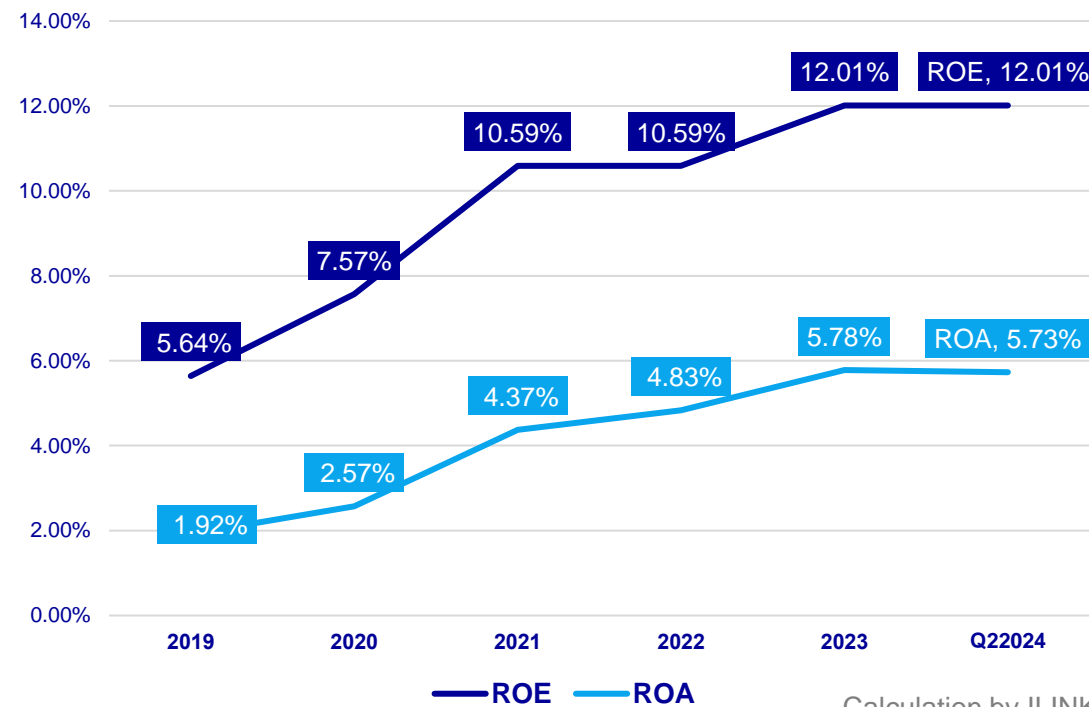
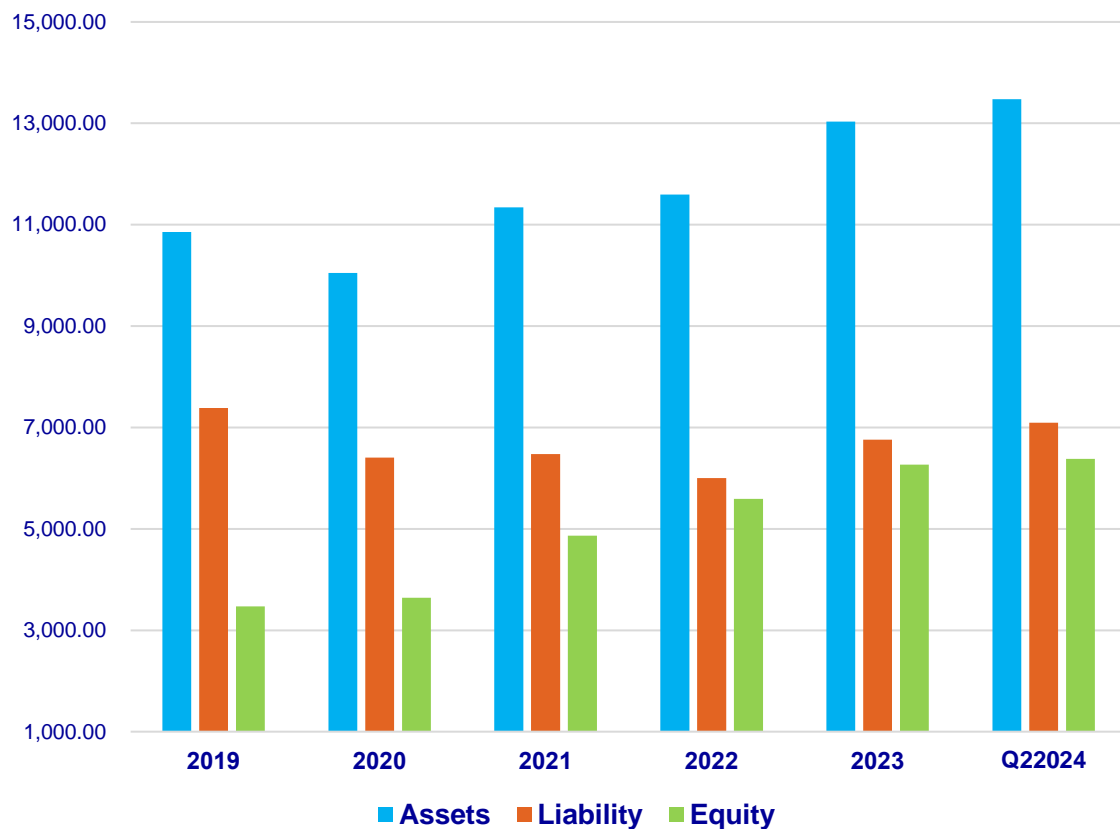
## Telecom & Data Center Business OPERATION PERFORMANCE





The INTERLINK GROUP

# STATEMENT OF FINANCIAL POSITION



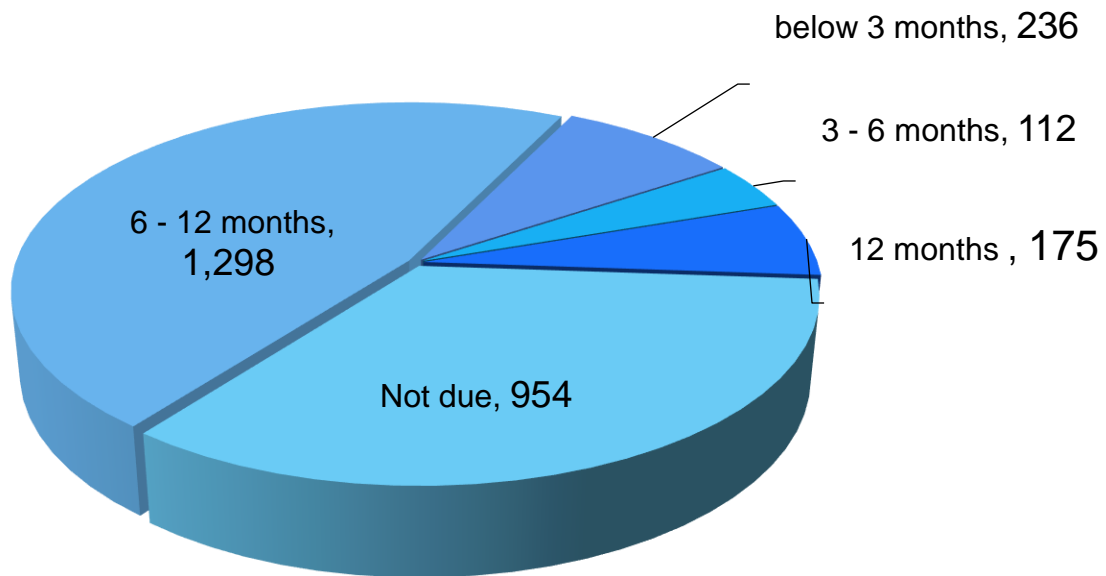
Calculation by ILINK



The INTERLINK GROUP

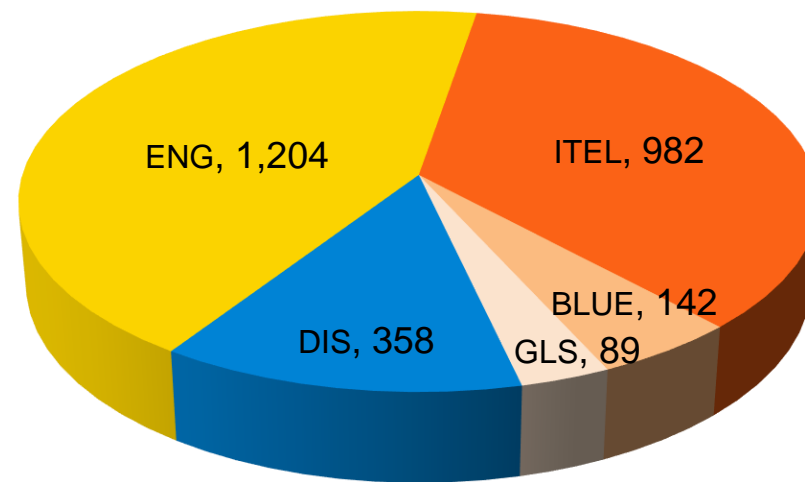
# ACCOUNT RECEIVABLE

### By Aging



**Total 2,775 MB (Q2'2024)**

### By Business



**Total 2,775 MB (Q2'2024)**





# Cabling Distribution Business PRODUCT TYPE



**AUTHORIZE**  
**Exclusive distribution**  
**& Trademark in Asean**  
**and United States of America**



**LAN Systems**  
43.70%



**FIBER Systems**  
11.15%



**FTTx / FTTR Systems**  
0.73%



**SOLAR Systems**  
16.36%



**SECURITY & CONTROL Systems**  
3.45%



**COAXIAL Systems**  
2.62%



**TELEPHONE Systems**  
1.04%

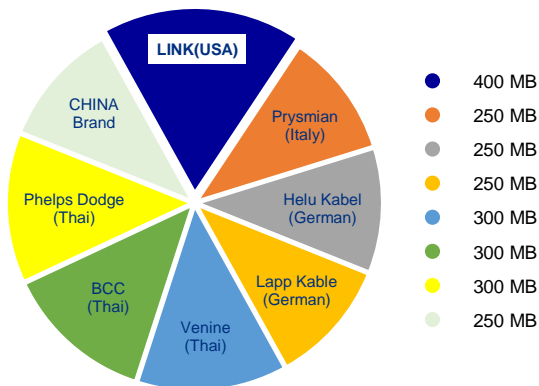


**NETWORKING Systems**  
3.59%

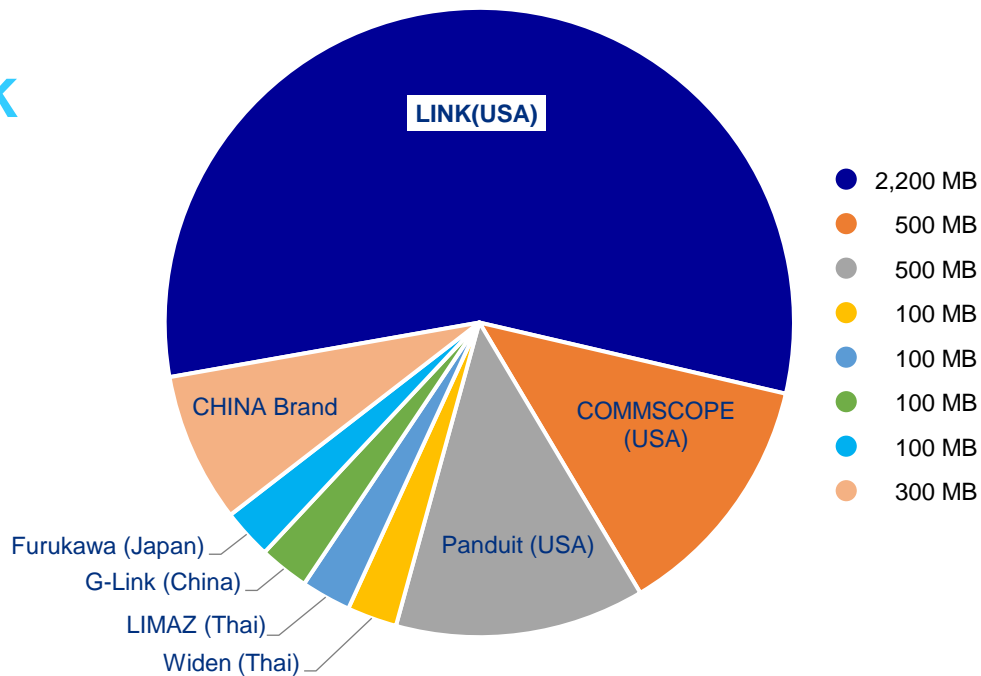
**19" RACK Systems**  
13.74%



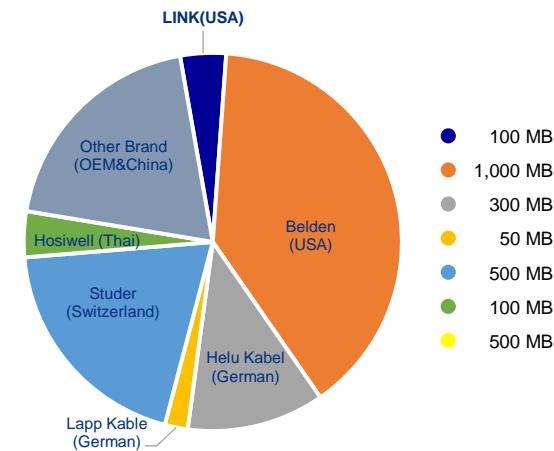
# Cabling Distribution Business 2024' MARKET OUTLOOK



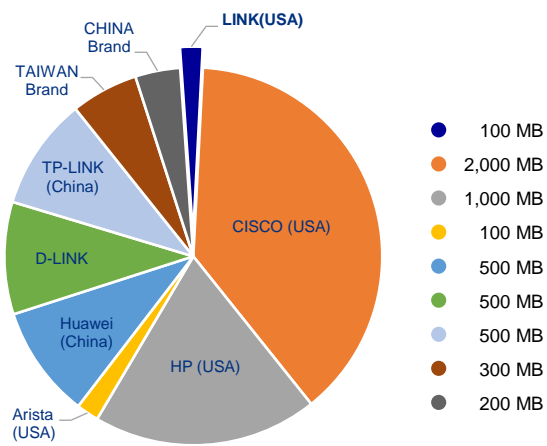
Market Value 2,300 Million Baht  
**SOLAR CABLE**



Market Value 4,000 Million Baht  
**CABLING**



Market Value 2,550 Million Baht  
**SECURITY & CONTROL**



Market Value 5,200 Million Baht  
**NETWORKING**

## Technological Advancements

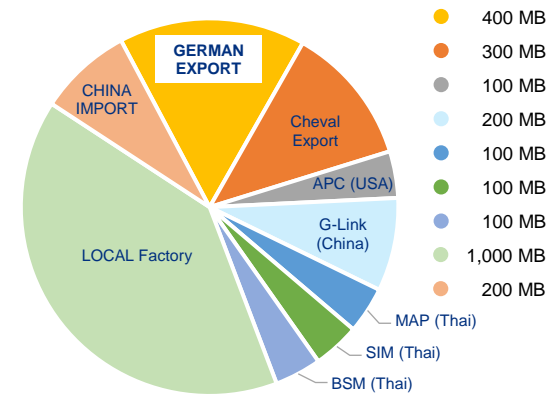
The ongoing shift in basic network technology has driven increased demand for cable upgrades across various sectors, prompting both existing and new customers to invest in system improvements.

## Solar Energy Policy

Government policies encouraging households to install solar energy systems have significantly boosted the market for rooftop solar panels, thereby increasing the sales of solar cables.

## New Product Launches

- Launch of LAN UTP CAT6A cables solution in the Super-S Series.
- Launch of FTTR (Fiber Optic to the Room) solution in the Super-S Series.
- Enhanced quality of AD8 Certificate for Solar Floating Cable
- Hyper Scale Data center & Cloud Solution by LINK TRANSCIEVER CLINIC for All
- SMART BUILDING Solution with LINK Solution of Fiber Optic, LAN CAT6, FTTR, SECURITY (Fire Alarm & FRC, INTELLIGENT CONTROL (BAS), GREEN ENERGY etc.



Market Value 2,300 Million Baht  
**19" RACK**

## 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**
- **115 KV Koh Samui (Lot 4), 1,812 MB., [Q4'24 - Q1'25]**

## 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.**
- **Underground – Phichit (Tapanhin) 315 MB., [Q3'24 – Q4'24]**



## Power Substation Project

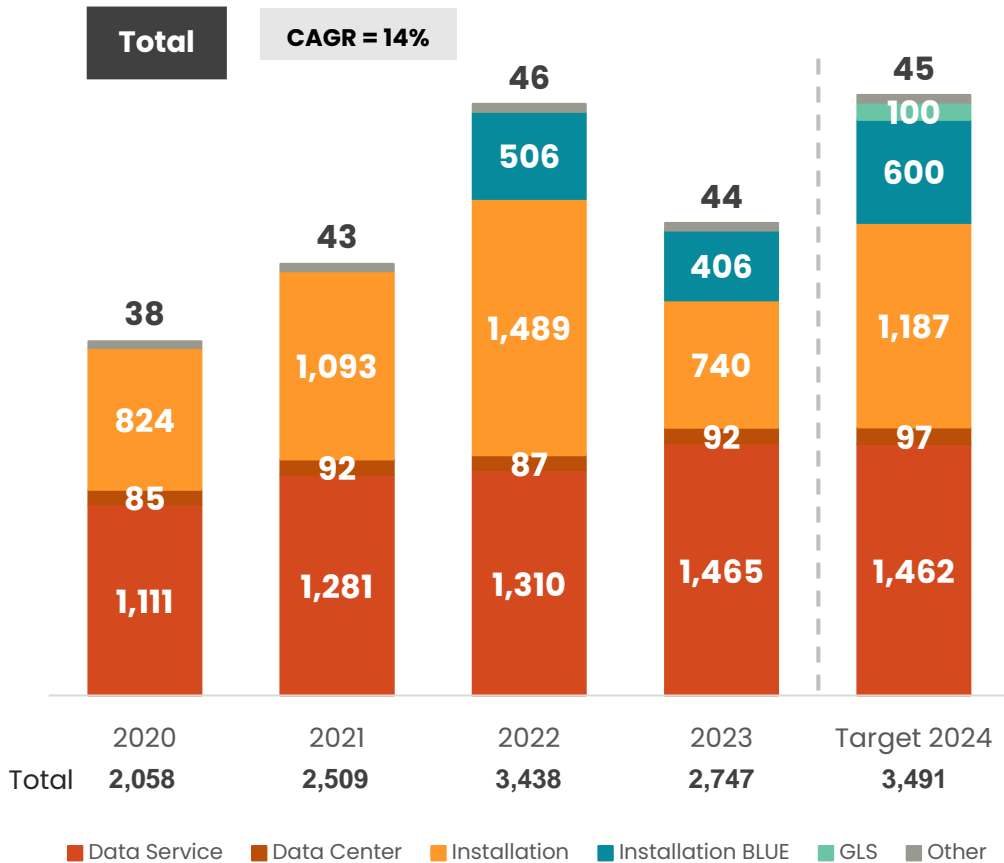
- 115-22 KV - Suan Phueng, Ratchaburi **144.92 MB.**
- 115-22 KV - Wachirabarami, Phichit **163.08 MB.**
- 115-22 KV - Ban Len 2, Ayutthaya , **274.72 MB.**
- 115-22 KV - Lamphun , Lampang **570.69 MB.**
- 115-22 KV - San Sai, Chiang Mai , **212.57 MB.**
- 115-22 KV - Nonsi, Prachinburi **314.80 MB**
- 115-22 KV – Suphanburi, **161.48 MB.**
- 115 KV - Lamphun, **101.02 MB.**
- 115 KV - MEA 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.**
- **115 KV – Prachuap Khirikhan 144.77 MB., [Q2-Q3]**

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# Telecom & Data Center Business Forecast 2024 Revenue and Operation Results



**Revenue Target :**

- ITEL = 2,800 MB
- BLUE = 600 MB
- GLS = 100 MB

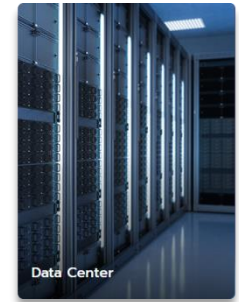
Unit : Million Baht



Data Service



Installation



Data Center

- **Data Service** 1,462 MB
- **Installation** 1,187 MB
- **Data Center Only** 97 MB

**Interlink Data Center**

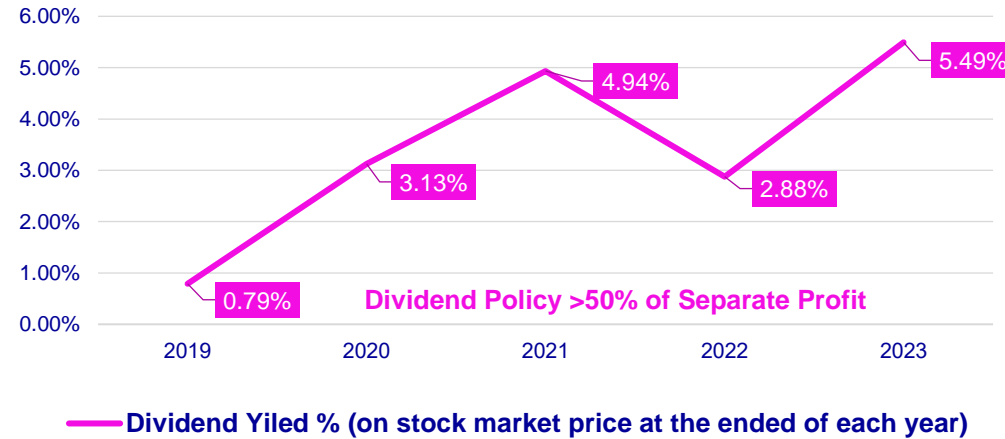
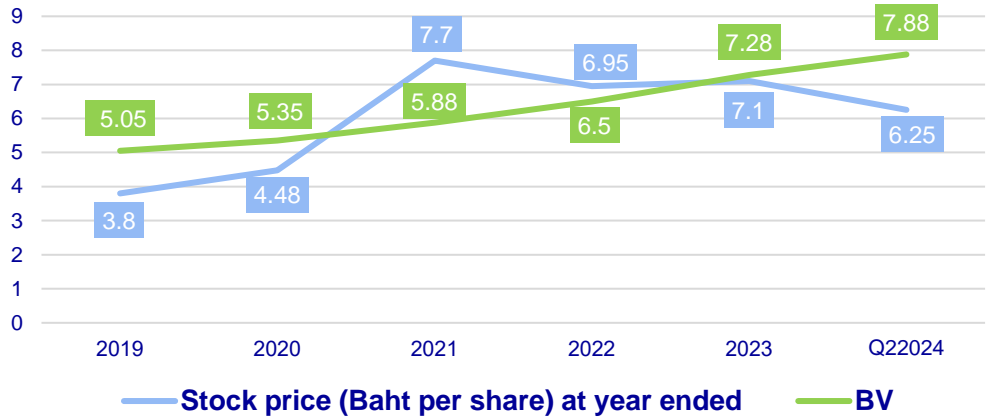
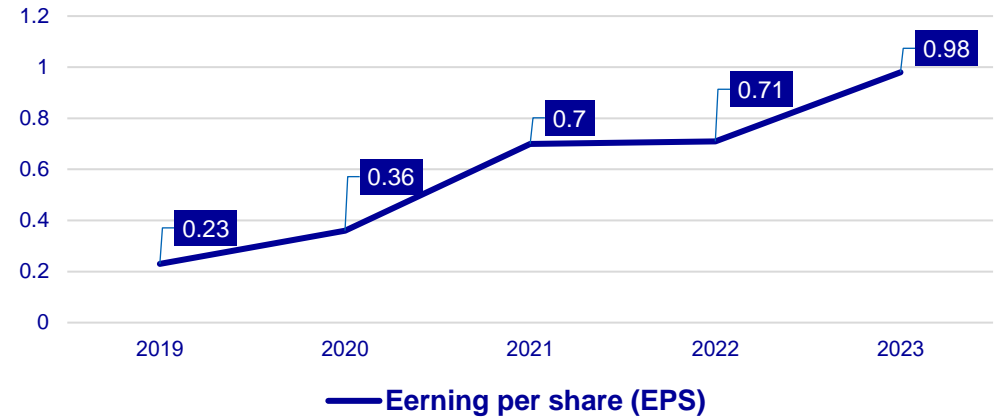
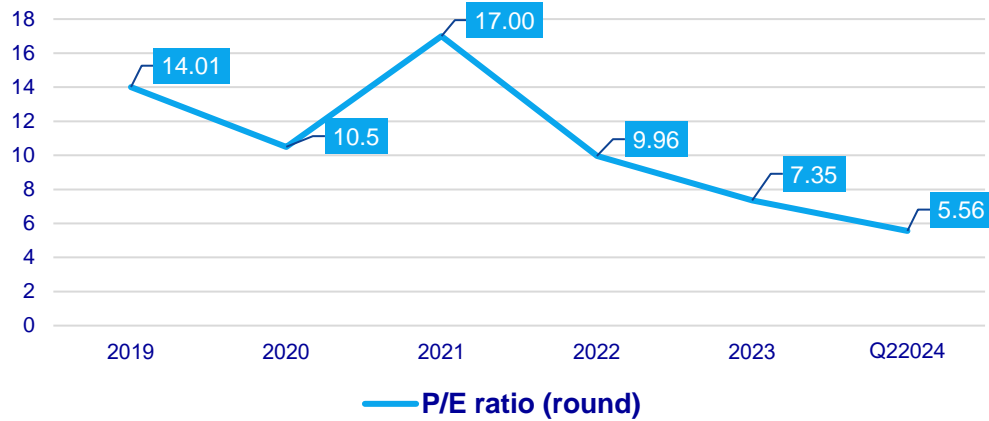
(INTERLINK DATA CENTER = 1.2 MW,  
ETIX ITEL BKK #1 = 3.5MW)

- **ITEL Backlog** 2,769 MB (Jan'24)
- **Blue Solution** 600 MB (50% Share)
- **GLS** 100 MB (100% Share)

Please follow the results directly  
at **ITEL**



# The INTERLINK GROUP The Past Five Year Financial Ratio



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The INTERLINK GROUP

# ESG Sustainability



“  
Founder's Philosophy



Bring Technology to Develop the COUNTRY



“  
Business Strategy



Quality Product    Cheaper Price    Better Service

“  
Vision



Sustainable Growth

“  
Organizational Culture



Do your Best    Unity    Teamwork

# Q & A THANK YOU

