



**Telecom**<sup>'''</sup>  
PUBLIC COMPANY LIMITED

# OPPORTUNITY DAY Q2 2021

24 August 2021





- 1) Company Timeline**
- 2) Group & Company Structure**
- 3) Products & Services**
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- 5) Five Years Plan**

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# Company Timeline



- 
**2550**
  - Established and registered as a company limited with 100% of total shares held by Interlink Communication Public Company Limited and Baht 30 million registered capital
- 
**2555**
  - Received a Telecommunications Network Provider Type III License No. 3A/55/001 from Office of The National Broadcasting and Telecommunications Commission (NBTC) with 15 years of license term
  - Received “Right of Way” to install Fiber Optic Network along railways for servicing with 30 years term
  - Started installation of Fiber Optic Network over the country, covered 10 provinces by emphasizing on Bangkok area and nearby area.
- 
**2556**
  - Started the service of Interlink Fiber Optic Network by focusing on service quality
- 
**2557**
  - Increased registered capital to Baht 300 million by issuing 270,000 shares with the value of Baht 100 per share, Offering to former shareholder for expanding the Company’s network
  - Purchased Data Center building and related equipment from Interlink Communication Public Company Limited and started Data Center service.
  - Obtained Data Center quality standard from ISO under ISO27001 which is the important standard to operate business
  - Received authorization from NBTC to provide International Private Leased Circuit (IPLC) and International Internet Protocol Virtual Private Network (International IP-VPN)
  - Connected the network with oversea network service provider in order to provide data transferring service across countries such as Singapore, Malaysia, Cambodia, Vietnam and Hong Kong
- 
**2558**
  - Converted to Public Company Limited / Changed par value from Baht 100 to Baht 1
  - Increased registered capital to Baht 500 million by issuing new 200,000,000 million shares at par value Baht 1
  - Connected the network to Myanmar at both Thailand border crossing points at Mae-Sot, Tak province and Mae-Sai, Chiang Rai province

# Company Timeline



**2559**

- Connected the network to Laos at Thailand border crossing point for providing service to customers.
- Provided service to customers in 3 Southern border provinces.
- Allotted and sold 200 million ordinary shares at par value 1 Baht, in connection with the Initial Public Offerings to investors and unconnected persons for Baht 5.20 per share, so the issued and paid-up share capital is Baht 500 million and premium on share capital is Baht 815 million



**2560**

- Changed of the par value of ordinary shares of the Company from that of Baht 1 to that of Baht 0.50, so the issued and paid-up share capital is Baht 500 million which the total of 1,000 million ordinary shares at a par value of Baht 0.50 each. The Company registered the change in the par value with the Ministry of Commerce on 9 May 2017 and the change was effective on 15 May 2017



**2561**

- Increased registered capital to Baht 625 million as to reserve for the issuance of warrant to purchase ordinary shares of the Company (ITEL-W1)
- ITEL-W1 maturity is 3 years from issue date of warrant. It can be exercised after the warrants are completed 2 years after issuance date at the end of each quarter with exercise ratio at 1 unit of warrant has the right to purchase 1 new ordinary share and the exercise price is 5 Baht per share



**2562**

- Certified member of the Private Sector Collective Action Coalition Against Corruption from Thai Institute of Directors Association (IOD) by the Private Sector Collective Action Coalition Against Corruption Council (CAC)



**2563**

- Increased registered capital to Baht 750 million as to reserve for the issuance of warrant to purchase ordinary shares of the Company (ITEL-W2)
- ITEL-W2 maturity is 1 year from issue date of warrant. It can be exercised at the end of each quarter with exercise ratio at 1 unit of warrant has the right to purchase 1 new ordinary share and the exercise price is 3 Baht per share

# Group & Company Structure



## ILINK : Interlink Communication Pcl.

- Distribute all types of cable network products
- Import and Export all types of signal cable
- Design, construction and contracting for submarine cable project which is electrical cable or composite cable of high voltage cable and fiber optic cable
- Design, construction and contracting for transmission line, underground cable and substation or project related to electrical power system



## ITEL : Interlink Telecom Pcl.

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



## IPOWER : Interlink Power and Engineering Co., Ltd.

- Design, construction and contracting for submarine cable project which is electrical cable or composite cable of high voltage cable and fiber optic cable
- Design, construction and contracting for transmission line, underground cable and substation or project related to electrical power system

# Products & Services



## 1 Data Service

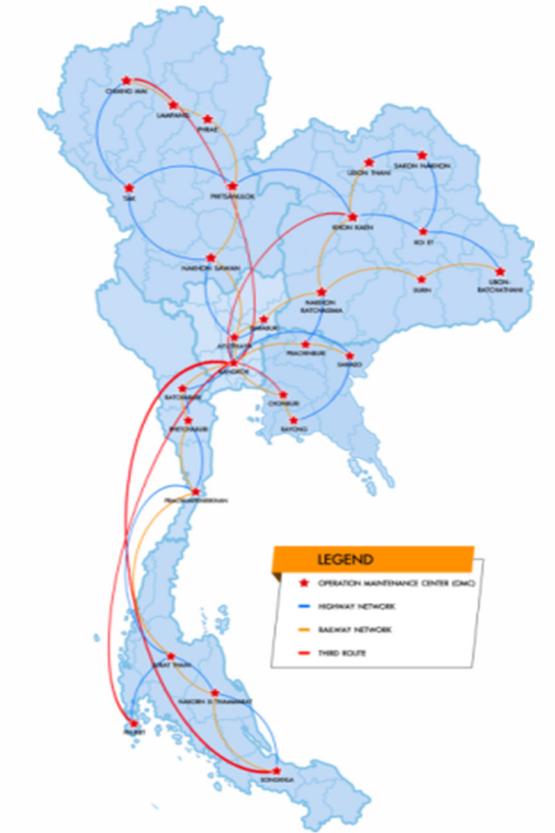
การให้บริการโครงข่ายโทรคมนาคม

## 2 Data Center

การให้บริการพื้นที่ดาต้าเซ็นเตอร์

## 3 Installation

การให้บริการติดตั้งโครงข่ายโทรคมนาคม



# Performance & Update - Q2 2021

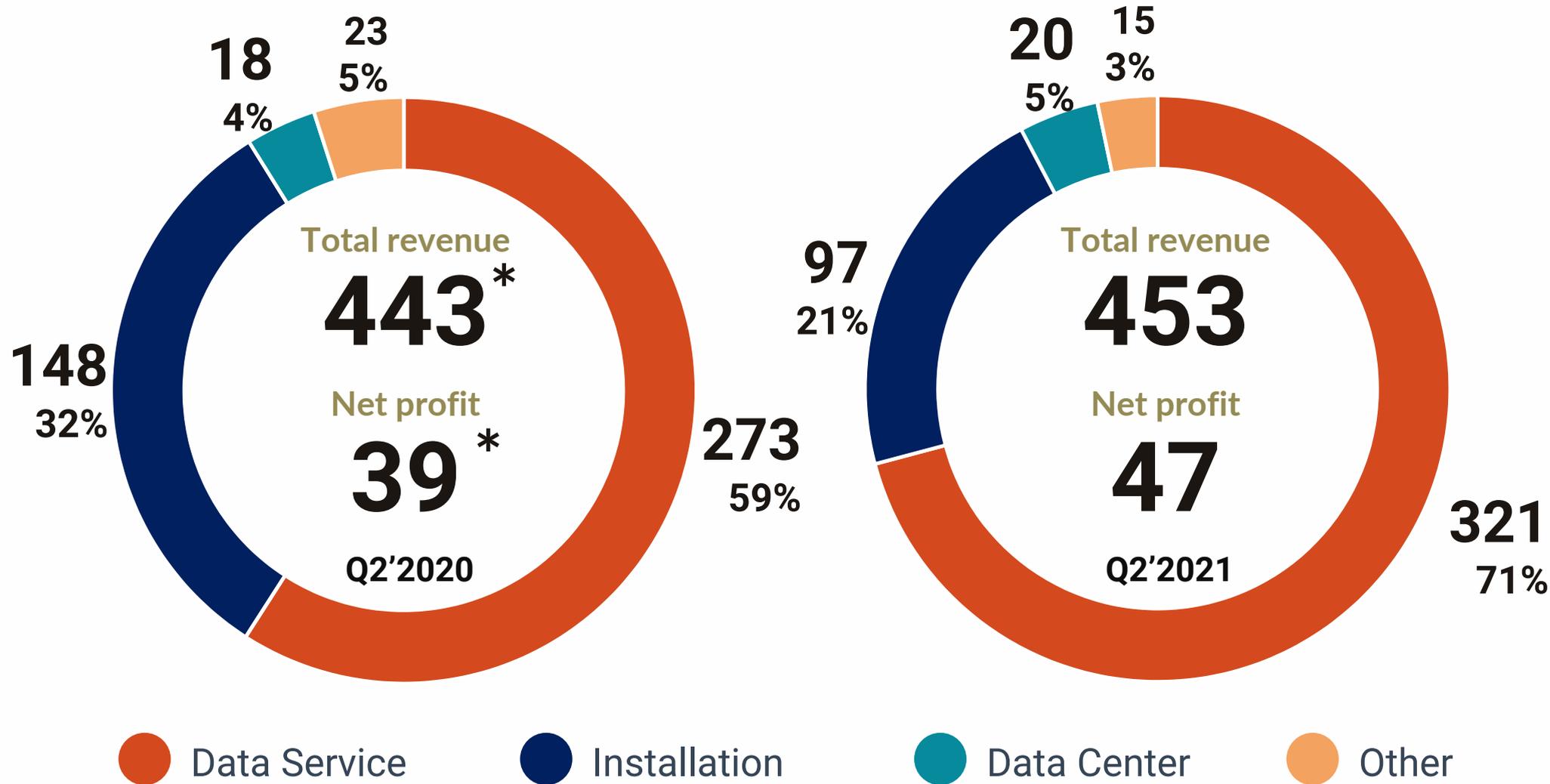
## Revenue & Net Profit

Unit : Million Baht



### Overview Q2 2021

Total revenue **+10 MB; +2%**  
 Net profit **+8 MB; +21%**



#### Data Service

- #of new circuit in Q2'21 is **500+**
- #of customer increase to **780 (Jun21)** from 769 (Mar21)
- % of SLA at **99.99 %**

#### Installation

- Major projects recognition are;
  - **Support & Supply** 36 MB
  - **Construction for ISP** 27 MB

#### Data Center

- Run at **95% of occupancy rate**
- % of SLA at **100%**

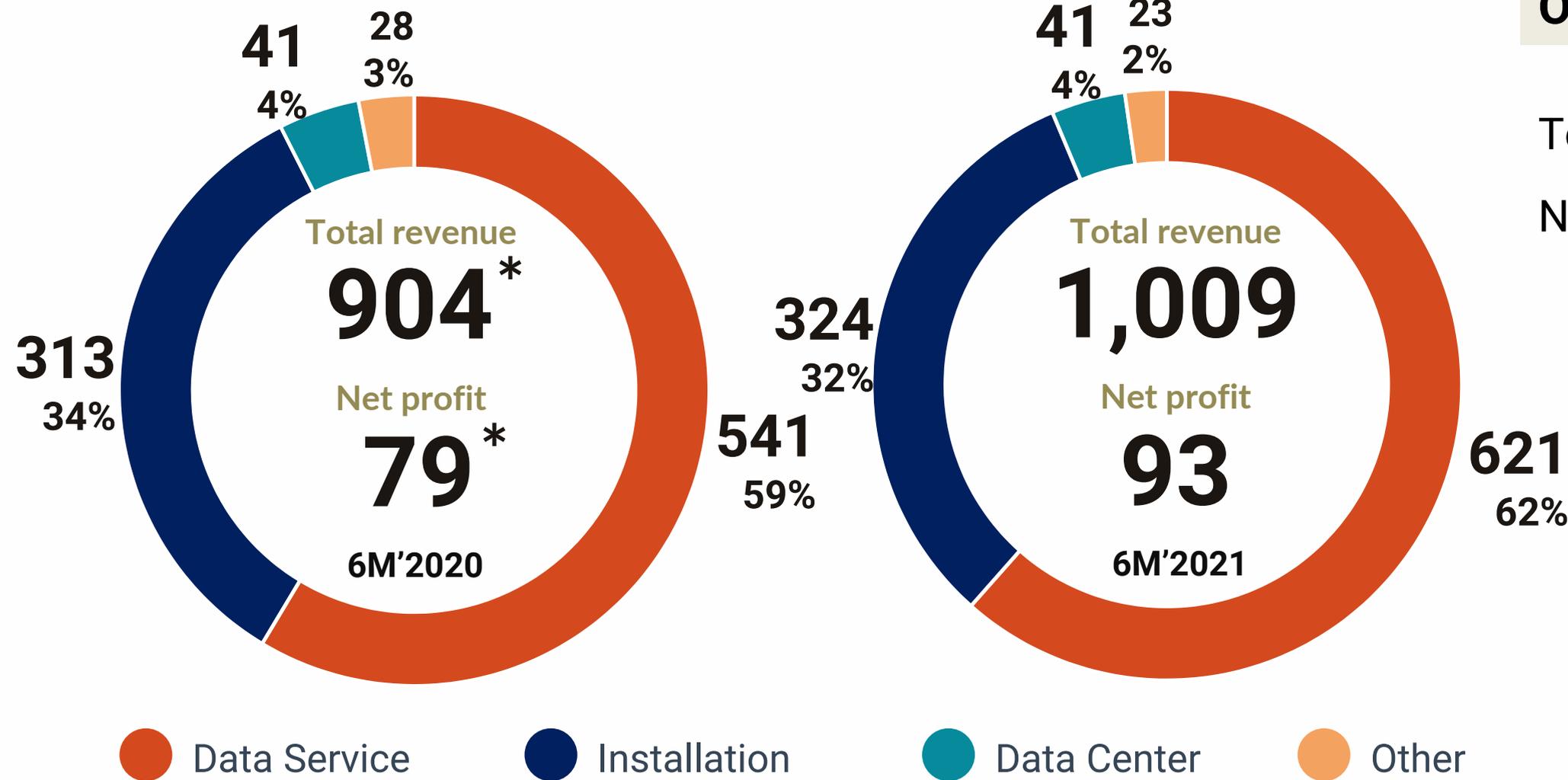
\* Excluded extraordinary item; 'gain on long-term borrowings modification' amount 19 MB

# Performance & Update - 6M 2021

## Revenue & Net Profit



Unit : Million Baht



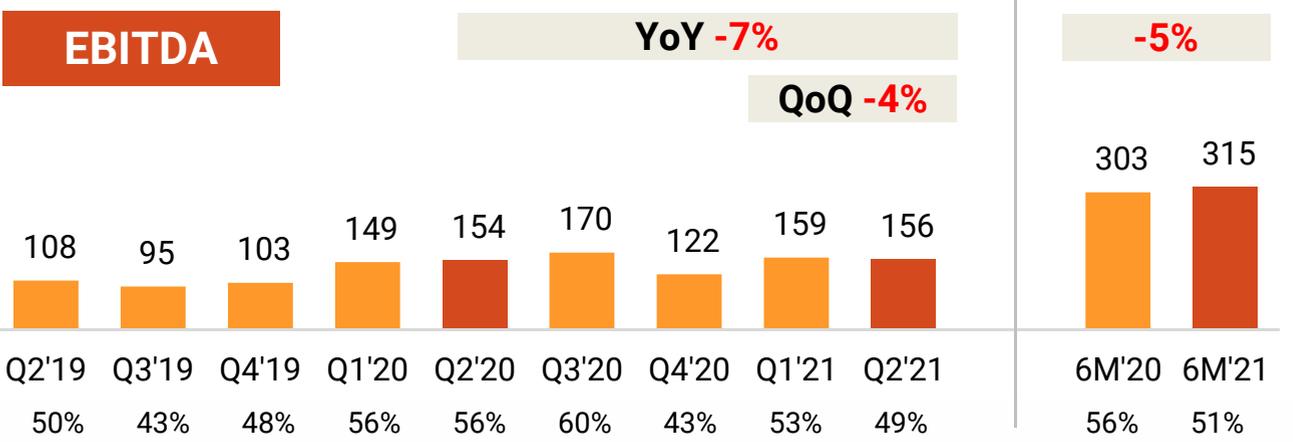
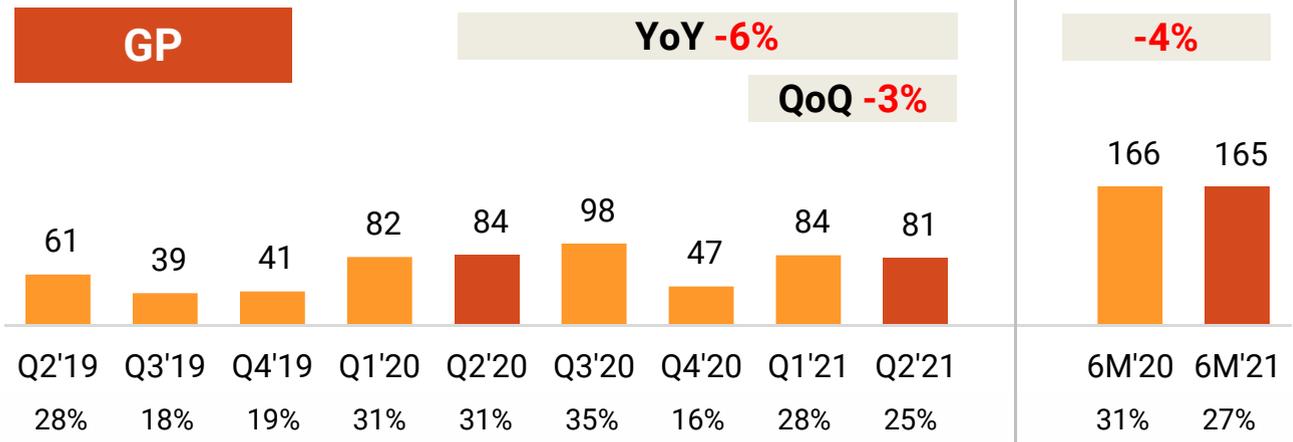
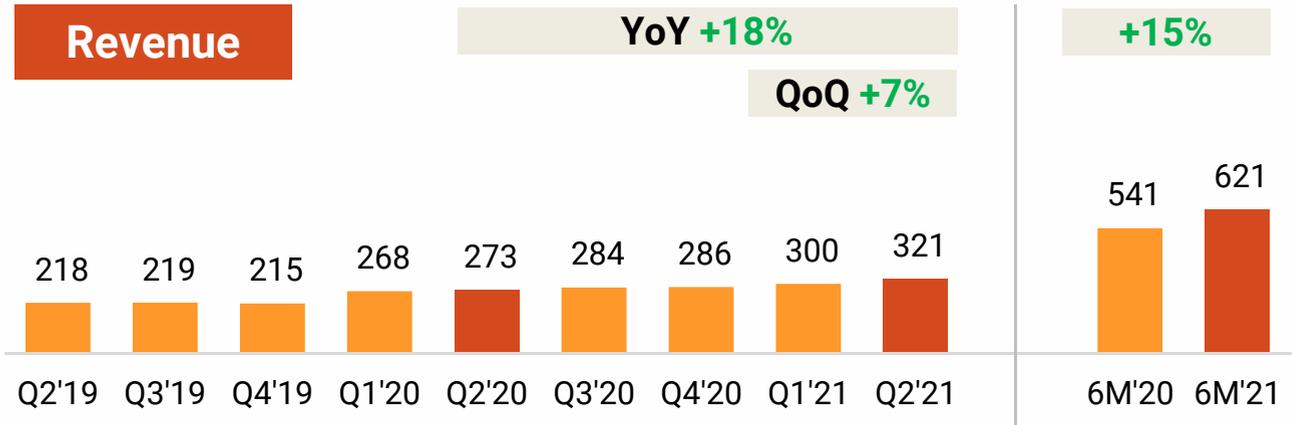
### Overview 6M 2021

Total revenue **+105 MB; +12%**  
 Net profit **+14 MB; +18%**

\* Excluded extraordinary item; 'gain on long-term borrowings modification' amount 19 MB

# Performance & Update - Q2 2021

## Data Service



## Data Service

### Revenue

- **Significant growth YoY**
- **Continuously growth QoQ**
- Increased in USO service, number of customers and circuits are the key of success in Q2'21 vs Q2'20
- New Links acquiring are such as;
  - Kasikorn Bank
  - Dhipaya Insurance
  - Tidlor
- Planned to recognize USO Phase 2 - Service Revenue full phase during 2021

### Gross Profit

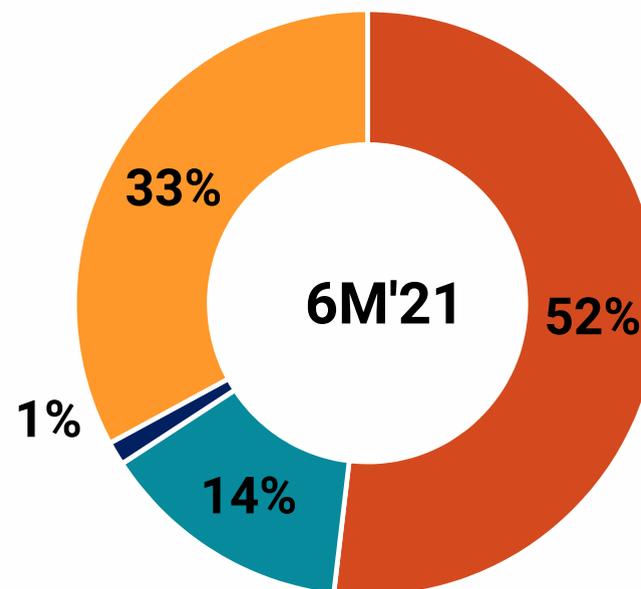
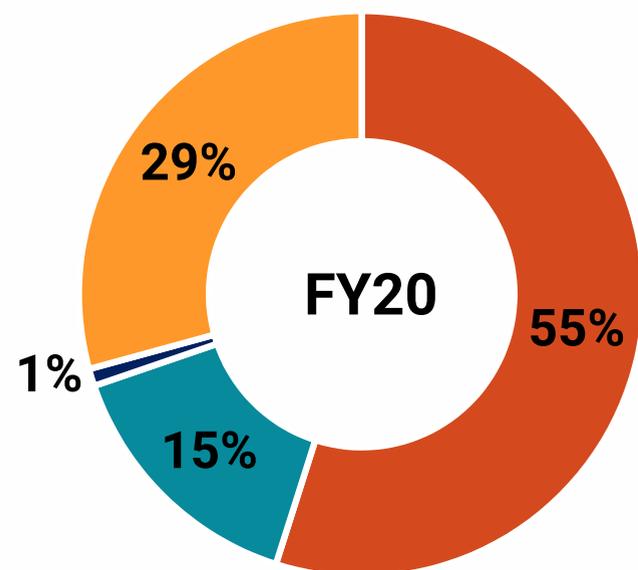
- Decreased in %GP YoY and QoQ of Q2'21 as a result of arise expenses related to cost of service of USO for repair and maintenance
- In FY2021, we still believe that **%GP is expected to be around 25 - 30%** in 2021 onwards as a result of repair and maintenance and start to recognize service income in USO 2

# Performance & Update - 6M 2021

## Data Service



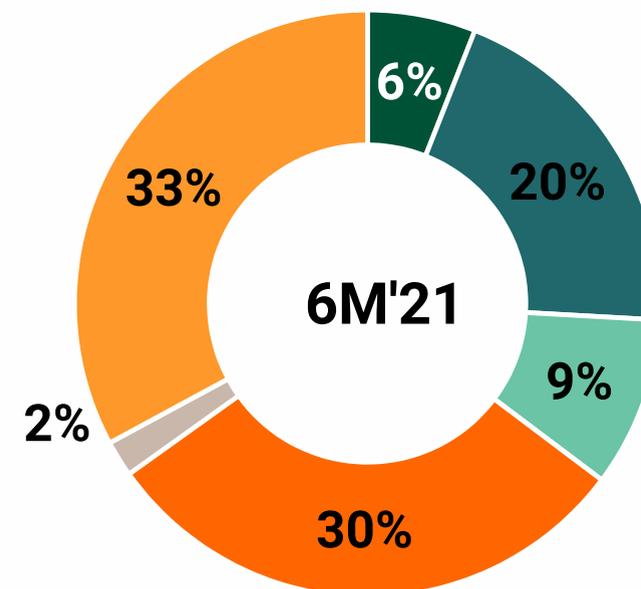
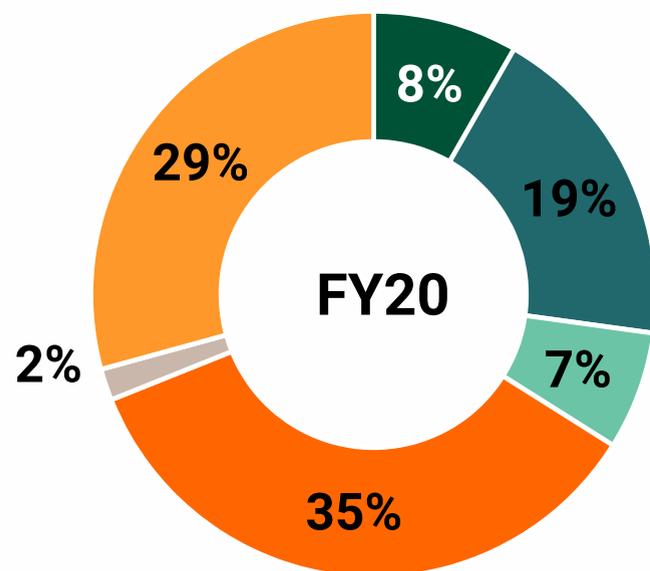
- Bandwidth
- Dark Fiber
- IPLC
- USO



### Revenue by Service Type

- No. 1 Bandwidth; 52%
- No. 2 USO Service; 33%
- No. 3 Dark Fiber; 14%
- No. 4 IPLC; 1%

- BFI
- BIZ
- GOV
- ISP
- MBC
- USO

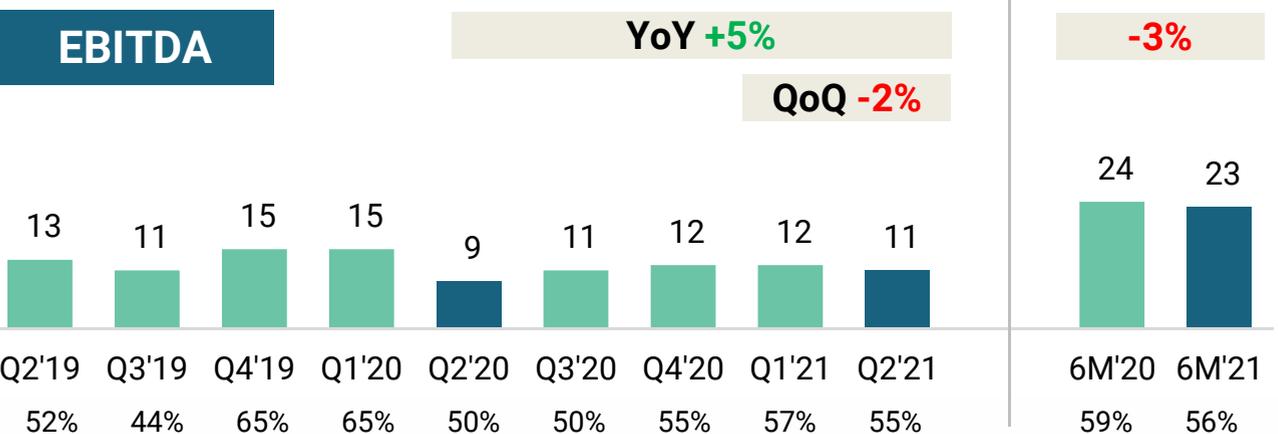
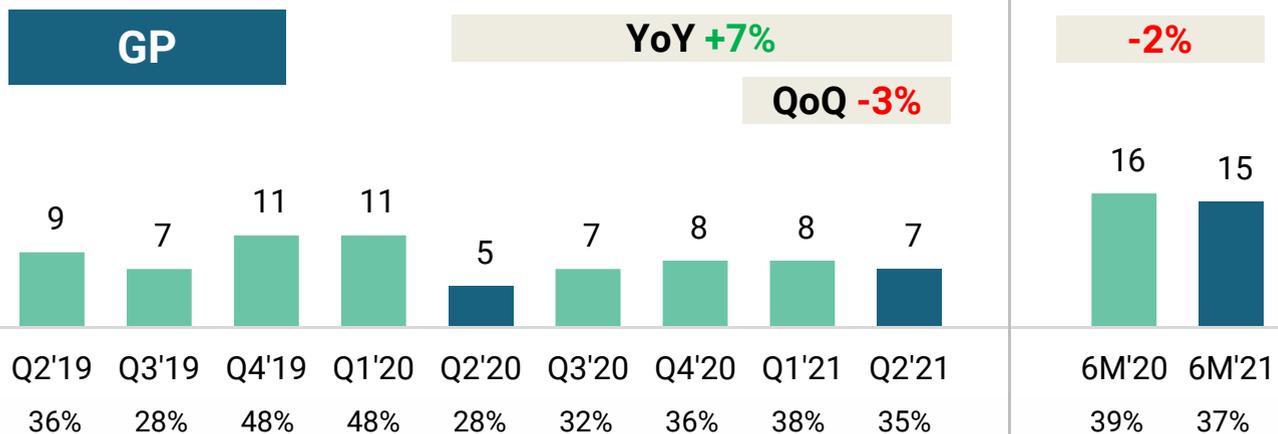
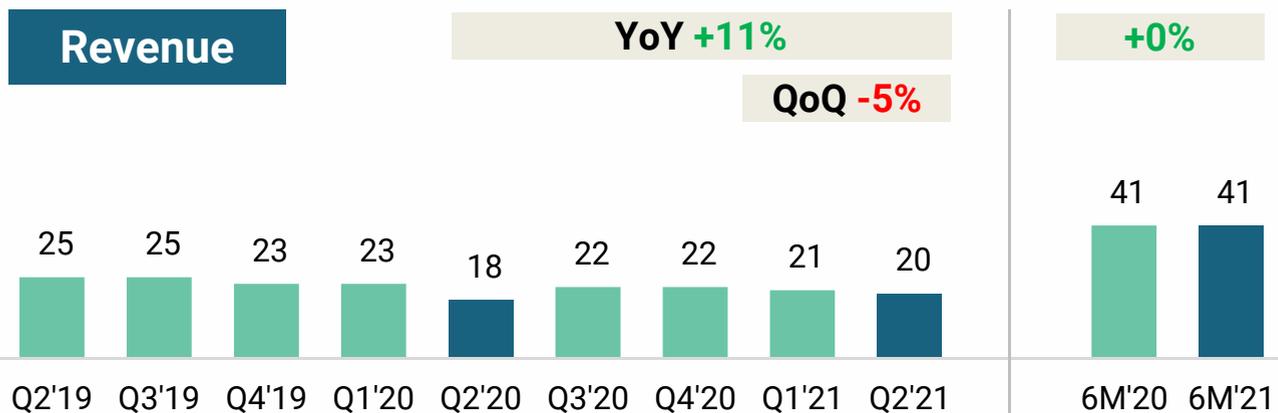


### Revenue by Customer Segment

- USO > ISP > BIZ > GOV > BFI > MBC  
33% 30% 20% 9% 6% 2%
- Strategy focus on **ISP, BIZ, GOV and BFI**

# Performance & Update - Q2 2021

## Data Center



## Data Center

### Revenue

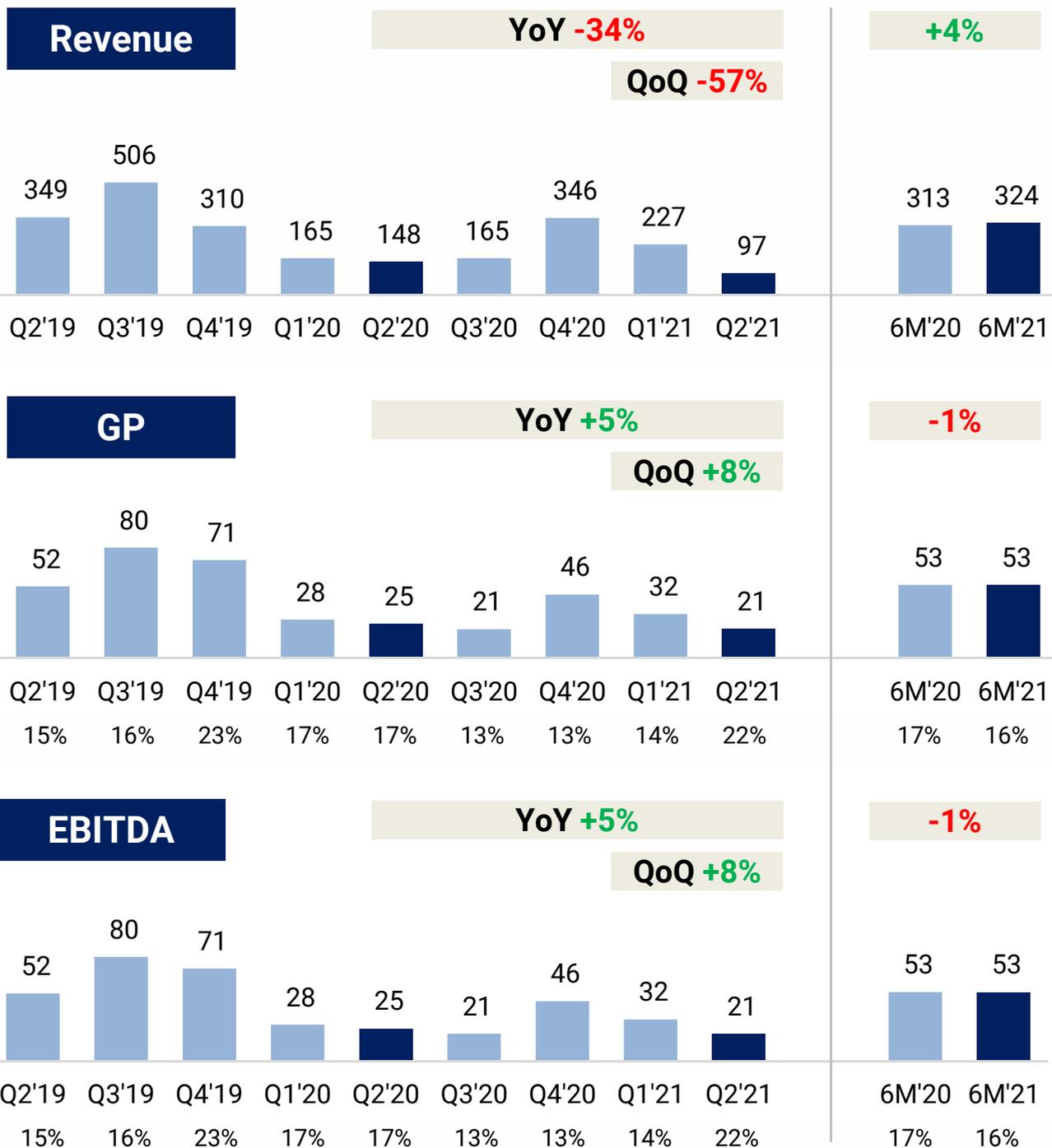
- Having 3 major customers with **95% utilization of capacity**
- Constantly and consistency maintain a stream of revenue

### Gross Profit

- GP YoY of Q2'21 increased due to arising cost from repair and maintenance in data center in Q2'20
- New Control level of **%GP above 35%** as competitive price situation

# Performance & Update - Q2 2021

## Installation



## Installation

### Revenue

- Fluctuation in revenue upon completion of projects progression
- Major projects revenue recognition in Q2'21 are;
  - Support & Supply **36 MB**
  - Construction for ISP **27 MB**

### Gross Profit

- Increased in term of %GP due to the project mix of between Q2'21 vs Q2'20. The major projects in Q2'20 are USO.
- Control level of **%GP between 15% - 20%**

### Contracts in Hand and Upcoming

- In progress and to be recognized for 2021 approx. **247 MB**
- Upcoming contracts in Q3'21 more than **1,000 MB**

# Performance & Update - Q2 2021

## Contracts in Hand as at 30 June 2021

	Information as of Q2'21					Q1'21 Total
	2021 (6M)	2022	2023	2024 onward	Total	
Bandwidth, DFI, IPLC	371	268	128	89	856	938
USO1-DSV	74	149	103	-	326	364
USO2-DSV	173	350	350	604	1,477	1,551
<b>DATA SERVICE</b>	<b>618</b>	<b>767</b>	<b>581</b>	<b>693</b>	<b>2,659</b>	<b>2,853</b>
						<b>84%</b>
<b>DATA CENTER</b>	<b>39</b>	<b>58</b>	<b>33</b>	<b>54</b>	<b>184</b>	<b>193</b>
						<b>6%</b>
<b>INSTALLATION (est. timeline)</b>	<b>247</b>	<b>57</b>	<b>32</b>	<b>-</b>	<b>336</b>	<b>438</b>
						<b>10%</b>
<b>TOTAL CONTRACTS IN HAND</b>	<b>904</b>	<b>882</b>	<b>646</b>	<b>747</b>	<b>3,179</b>	<b>3,484</b>

# Performance & Update - Q2 2021

## Upcoming Contracts Next Periods



Approx. Contract Value

Recurring

Non-recurring

**Total**

**2,522**

**961**

**1,561**

Drone & Anti-Drone

**840**

Winning status 680 MB  
Est. sign contract Mid-Sep



CCTV

**325**

Winning status  
Est. sign contract End-Sep



PEA 1400 km

**100**

Winning status  
Est. sign contract End-Sep



USO-TOT

**670**

Waiting bidding



Course Online

**305**

Waiting bidding



Data Service & Data Center

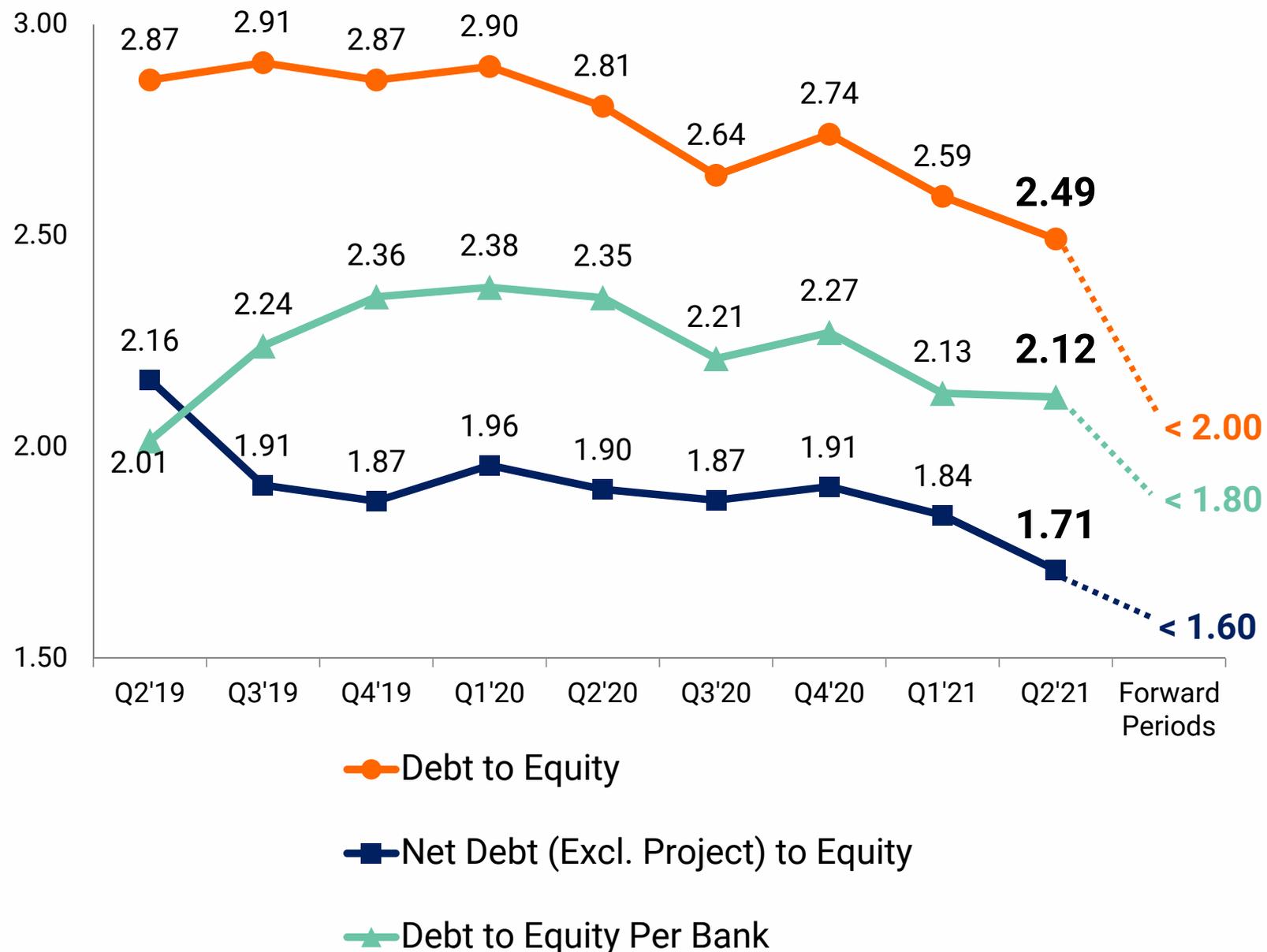
**282**

On going



# Performance & Update - Q2 2021

## Debt to Equity Ratio



- Debt to Equity Ratio in Q2'21 decreased due to improvement of ITEL's performance and due to the repayment of loans by cash collection from project
- Debt to Equity Ratio may fluctuated in each period due to the project financing
- ITEL received funding from both of liabilities (bank loans) and operational result
- ITEL planned to maintain the appropriate level of debt to equity ratio by issuing new warrants

..... To reflect the share subscription in the shareholders' equity from exercise of warrants ITEL-W2  
..... and use of proceeds plan  
.....

## Performance & Update - Q2 2021

### Warrant : ITEL-W2 and ITEL-W3



#### Information & Remind

### ITEL-W2

- พันสภาพเป็นหลักทรัพย์จดทะเบียนของใบสำคัญแสดงวันที่ 20 สิงหาคม 2564
- หุ้นเพิ่มทุนของ ITEL จากการใช้สิทธิแปลงสภาพ ITEL-W2 เริ่มซื้อขายวันที่ 7 กันยายน 2564

### ITEL-W3

- จัดสรรโดย**ไม่คิดมูลค่า**
- จัดสรรในอัตราส่วน 4 หุ้นเดิมต่อใบสำคัญแสดงสิทธิ 1 หน่วย
- กำหนดรายชื่อผู้ถือหุ้นที่มีสิทธิได้รับการจัดสรร วันที่ 10 กันยายน 2564
- วันที่ไม่ได้รับสิทธิซื้อใบสำคัญแสดงสิทธิ (**XW**) วันที่ 9 กันยายน 2564
- ใบสำคัญแสดงสิทธิ 1 หน่วยสามารถซื้อหุ้นได้ 1 หุ้น
- ราคาใช้สิทธิแปลงสภาพ **3.30 บาทต่อหุ้น**

# Five Years Plan



<b>Current Performance</b>	65% w USO 50% w/o USO	52%	7%	0.99%	99.9924%
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<b>Measurements</b>	80%	60% Within 5 years	12% Within 5 years	Lower than 2%	99.99%
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**Telecom<sup>®</sup>**  
PUBLIC COMPANY LIMITED

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