



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

# OPPORTUNITY DAY

## Q3 2021

23 November 2021



# Contents



- 
- A decorative graphic on the left side of the page, consisting of a network of orange dots of varying sizes connected by thin orange lines, forming a spherical shape.
- 1 **Company Timeline**
  - 2 **Group & Company Structure**
  - 3 **Products & Services**
  - 4 **Performance & Update – Q3 2021**
  - 5 **Five Years Plan**

## IMPORTANT DISCLAIMER:

Information contained in this document has been prepared from several sources and the Company does not confirm the accuracy and completeness of such data, particularly where the data is sourced from outside the Company. In addition, any forward looking statements are subject to change as a result of market conditions and the final result may be different to that indicated. The Company makes no representation or warranty of any type whatsoever on the accuracy or completion of the information contained herein.

# 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
- 
**2564**
  - Increased registered capital to Baht 906 million as to reserve for the issuance of warrant to purchase ordinary shares of the Company (ITEL-W3)
  - ITEL-W3 maturity is 18 months 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 3.30 Baht per share
  - ITEL moved from MAI to SET since November 8, 2021.

# ◆ 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

51%



## 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

95.07%



## 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

**1 Data Service**

การให้บริการโครงข่ายโทรคมนาคม

**2 Data Center**

การให้บริการพื้นที่ดาต้าเซ็นเตอร์

**3 Installation**

การให้บริการติดตั้งโครงข่ายโทรคมนาคม



# Performance & Update – Q3 2021

## Revenue & Net Profit

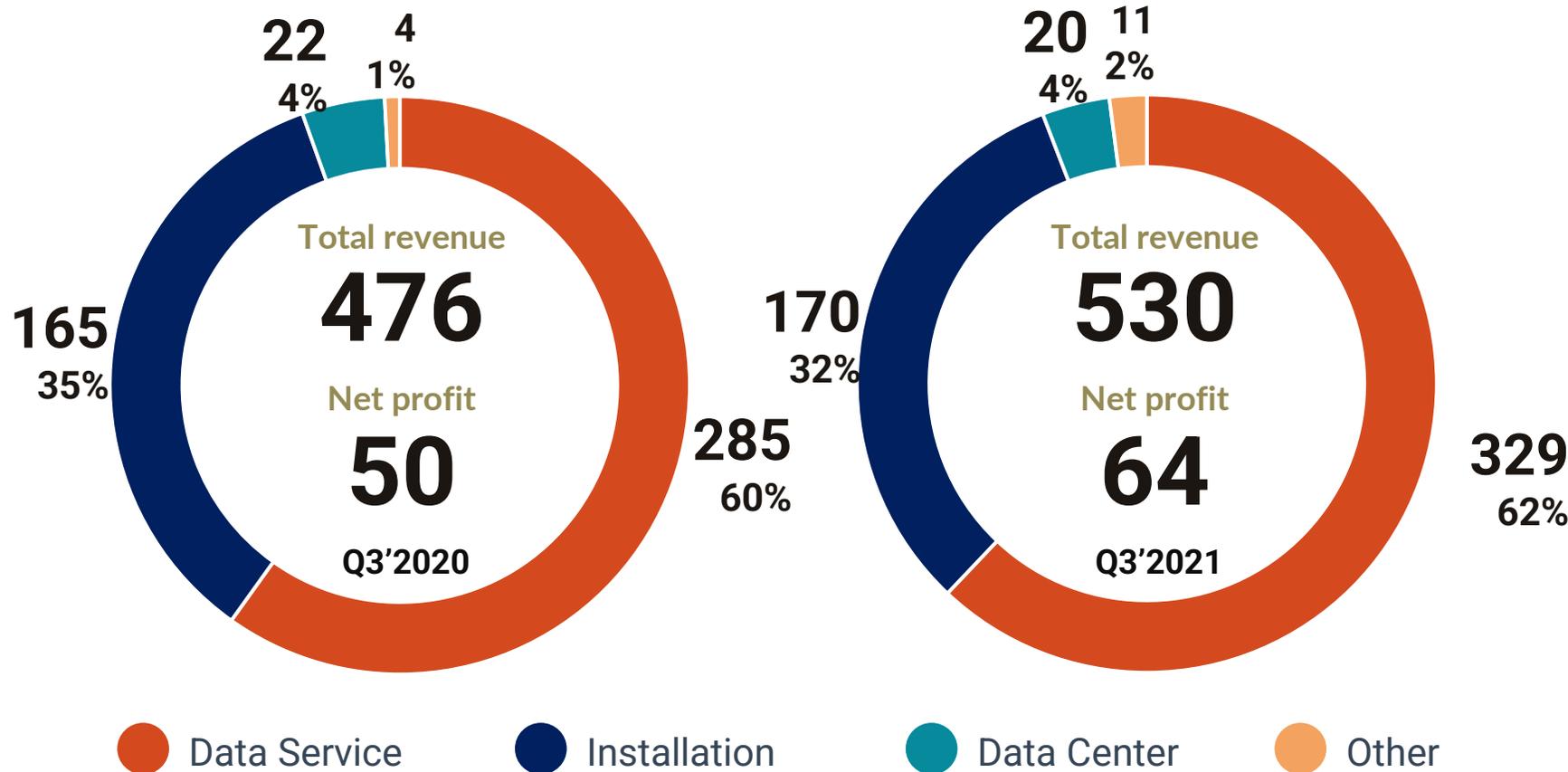
Unit : Million Baht



### Overview Q3 2021

Total revenue **+54 MB; +11%**

Net profit **+14 MB; +18%**



#### Data Service

- #of new circuit in Q3'21 is **300+**
- #of customer increase to **790 (Sep21)** from 780 (Jun21)
- % of SLA at **99.99 %**

#### Installation

- Major projects recognition are;
  - **Support & Supply** 87 MB
  - **Construction for PEA** 68 MB

#### Data Center

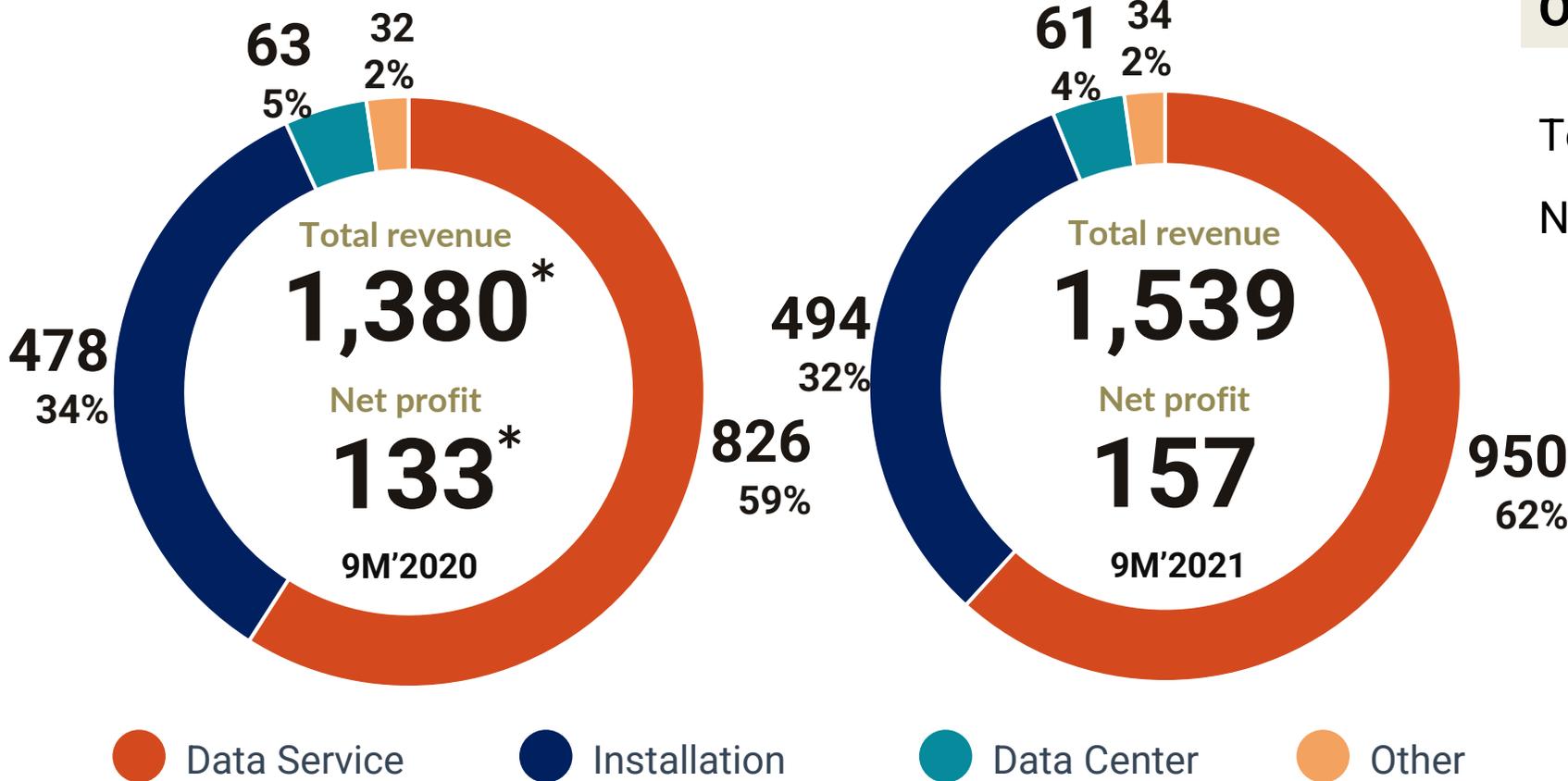
- Run at **95% of occupancy rate**
- % of SLA at **100%**

# Performance & Update – 9M 2021

## Revenue & Net Profit



Unit : Million Baht

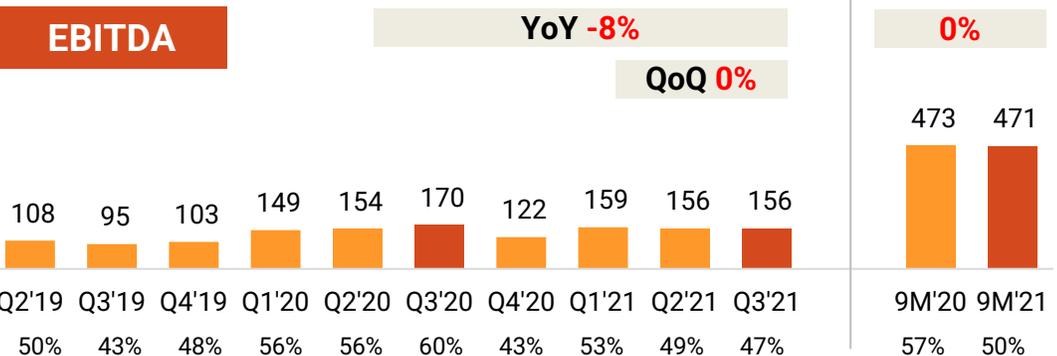
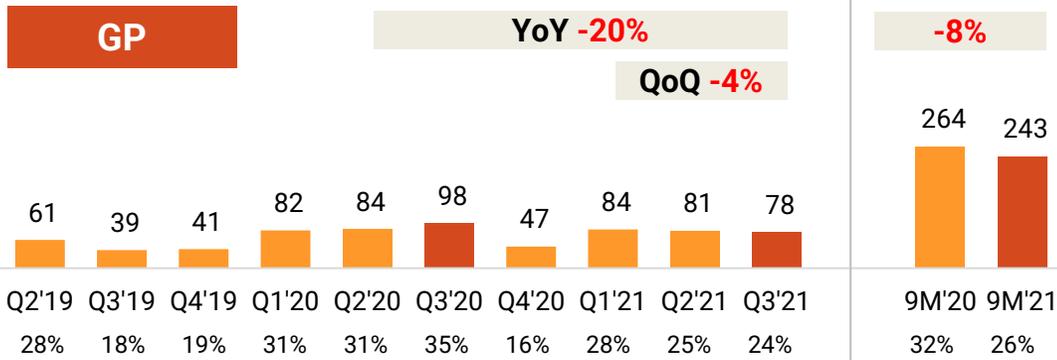
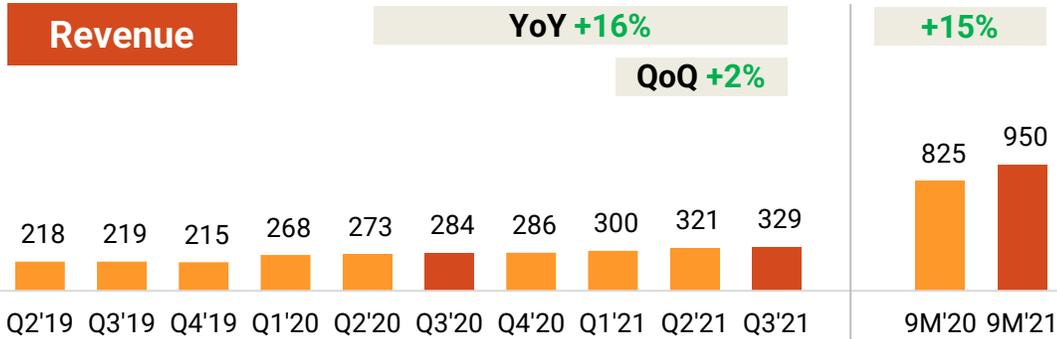


### Overview 9M 2021

Total revenue **+159 MB; +12%**  
 Net profit **+24 MB; +18%**

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

## Data Service



## Data Service

### Revenue

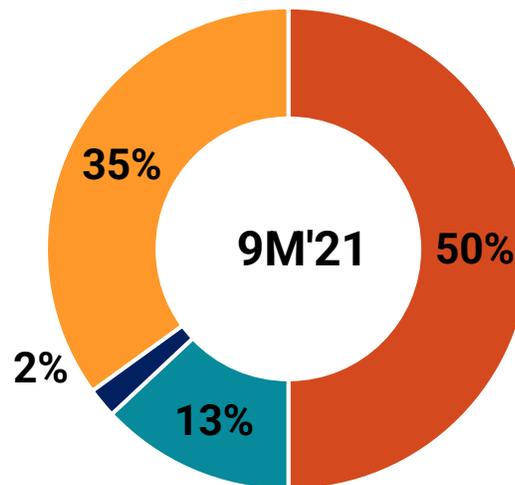
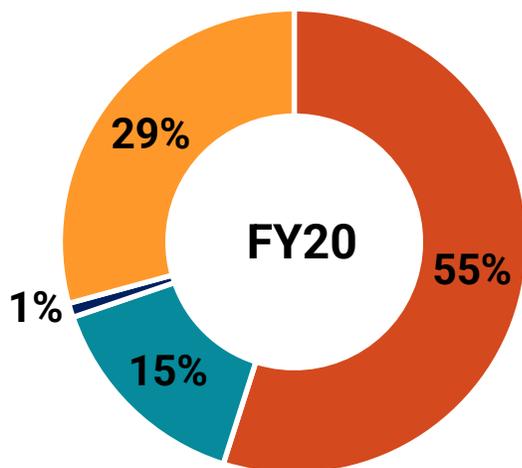
- Significant growth YoY
- Continuously growth QoQ
- Increased in USO service, number of customers and circuits are the key of success in Q3'21 vs Q3'20
- New Links acquiring are such as;
  - Kasikorn Bank
  - Dhipaya Insurance
  - Tidlor
- Recognize USO Phase 2 - Service Revenue full phase during Q3 2021
- New Contract on Hand during Q3'21 = **185 MB**

### Gross Profit

- Decreased in %GP YoY and QoQ of Q3'21 as a result of increasing repair and maintenance of USO Service due to expired warranty period
- 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



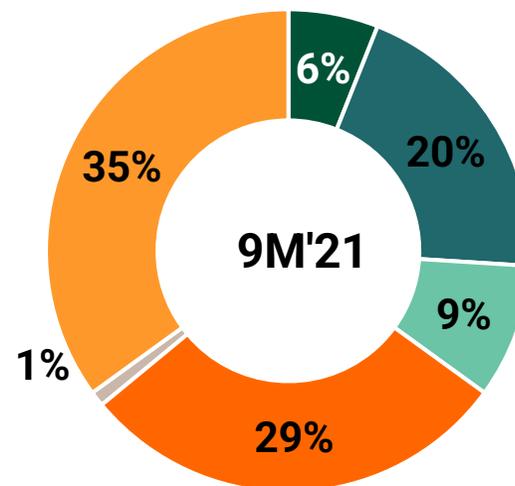
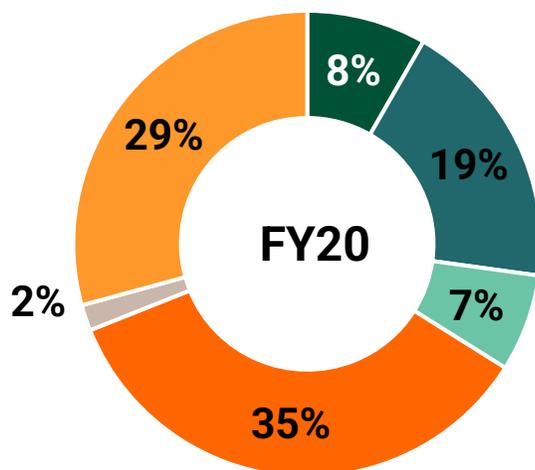
- Bandwidth
- Dark Fiber
- IPLC
- USO



### Revenue by Service Type

- No. 1 Bandwidth; 50%
- No. 2 USO Service; 35%
- No. 3 Dark Fiber; 13%
- No. 4 IPLC; 2%

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



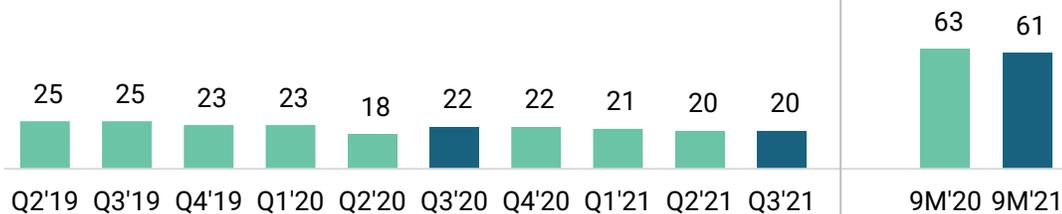
### Revenue by Customer Segment

- USO > ISP > BIZ > GOV > BFI > MBC  
35% 29% 20% 9% 6% 1%
- Strategy focus on **ISP, BIZ, GOV, and BFI**

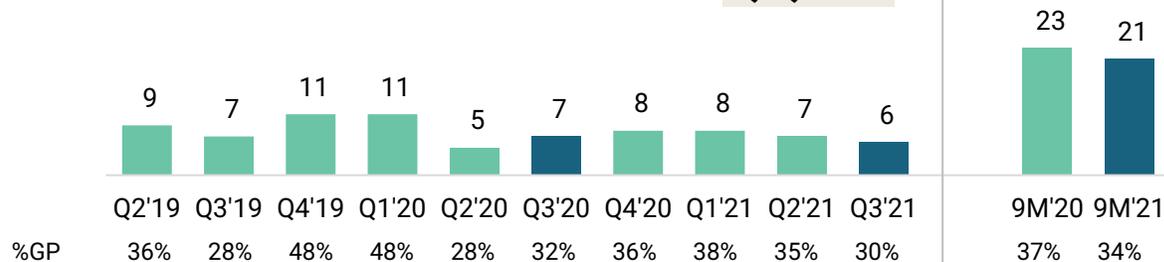
# Performance & Update – Q3 2021

## Data Center

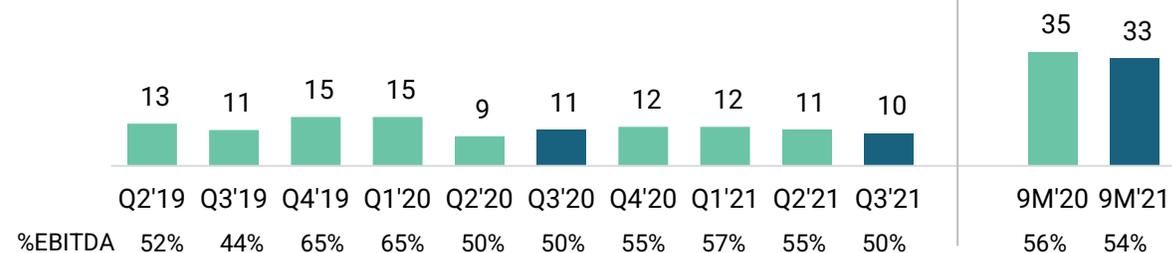
### Revenue

YoY **-9%**QoQ **0%****-3%**

### GP

YoY **-14%**QoQ **-14%****-9%**

### EBITDA

YoY **-9%**QoQ **-9%****-6%**

## 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 Q3'21 decreased due to arising cost from electricity, and repair and maintenance.
- New Control level of **%GP above 35%** as competitive price situation

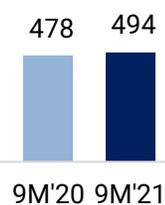
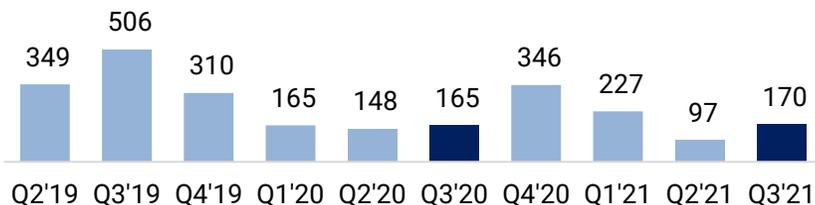
### 2<sup>nd</sup> Data Center: Genesis Data Center

- **33.33% Shareholding**
- **85% Day-1 Occupancy Rate**
- Shareholder Structure is under discussion

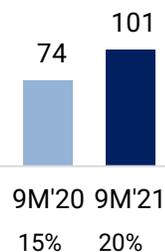
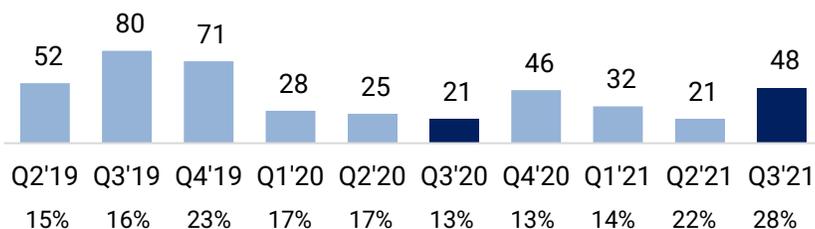
# Performance & Update – Q3 2021

## Installation

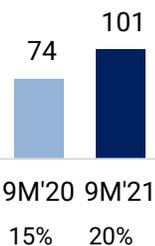
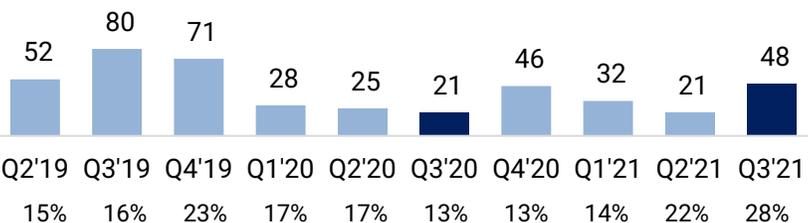
### Revenue

YoY **+3%**QoQ **+75%****+3%**

### GP

YoY **+129%**QoQ **+129%****+36%**

### EBITDA

YoY **+129%**QoQ **+129%****+36%**

## Installation

### Revenue

- Fluctuation in revenue upon completion of projects progression
- Major projects revenue recognition in Q3'21 are;
  - **Support & Supply**      **87 MB**
  - **Construction for PEA**   **68 MB**

### Gross Profit

- Increased in term of %GP due to the project mix of between Q3'21 vs Q3'20. The major project in Q3'21 is Anti-Drone.
- Control level of **%GP between 15% - 20%**

### Contracts in Hand and Upcoming

- New Contract on Hand during Q3'21 = **1,092 MB**
  - **Anti Drone (2 Projects) = 642 MB**
  - **UAV = 149 MB**
  - **CCTV = 301 MB**
- In progress and to be recognized for 2021 approx. **402 MB**

# Performance & Update – Q3 2021

## Contracts on Hand as at 30 September 2021

	Information as of Q3'21					Q2'21 Total
	2021 (3M)	2022	2023	2024 onward	Total	
Bandwidth, DFI, IPLC	184	370	174	108	836	856
USO1-DSV	37	149	103	-	289	326
USO2-DSV	87	349	349	605	1,390	1,477
<b>DATA SERVICE</b>	<b>308</b>	<b>868</b>	<b>626</b>	<b>713</b>	<b>2,515</b>	<b>2,659</b>
					<b>61%</b>	
<b>DATA CENTER</b>	<b>18</b>	<b>60</b>	<b>35</b>	<b>56</b>	<b>169</b>	<b>184</b>
					<b>4%</b>	
<b>INSTALLATION (Est. Timeline)</b>	<b>402</b>	<b>1,030</b>	<b>32</b>	<b>-</b>	<b>1,464</b>	<b>336</b>
					<b>35%</b>	
<b>TOTAL CONTRACTS IN HAND</b>	<b>728</b>	<b>1,958</b>	<b>693</b>	<b>769</b>	<b>4,148</b>	<b>3,179</b>

# Performance & Update – Q3 2021

## Upcoming Contracts Next Periods



Approx. Contract Value

Recurring

Non-recurring

**Total**

**1,188**

**879**

**309**

USO-TOT (Q2: 670)

**703**

Waiting bidding

✓ 56%

✓ 44%

Course Online

**305**

Waiting bidding

✓

Data Service & Data Center

**180**

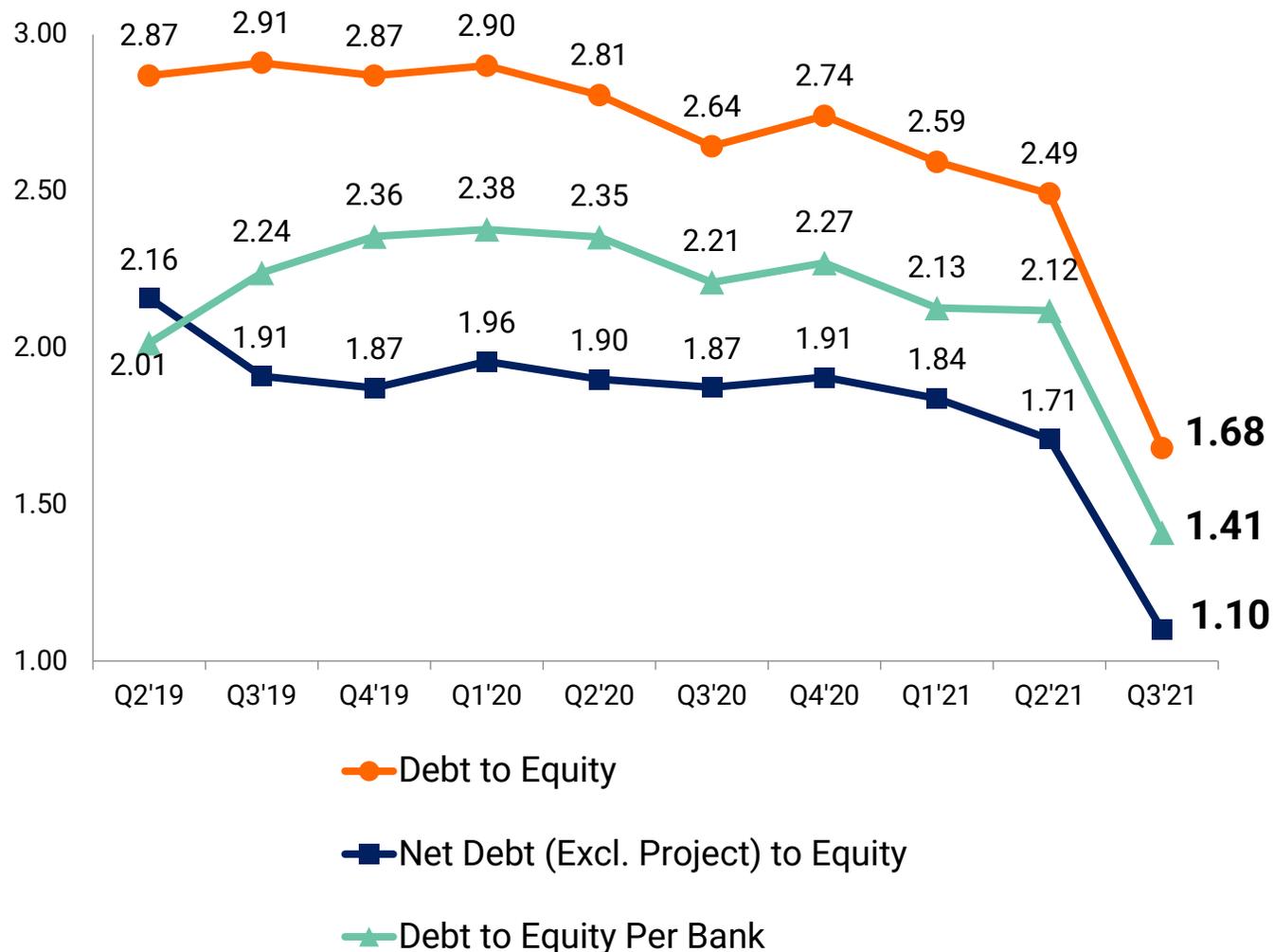
On going

✓



# Performance & Update – Q3 2021

## Debt to Equity Ratio



- Debt to Equity Ratio in Q3'21 decreased due to improvement of ITEL's performance, the repayment of loans by cash collection from project, and the proceeds of ITEL-W2
- 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
- Funding from IDC REIT expect to be completed in Q1 2022, which estimated amount 700+ MB

# Five Years Plan



<b>2026 Goals</b>	<b>Revenue Target over 5,000 MB (CAGR = 15.60%)</b>	<b>DE Ratio Under 1.7 times</b>
	<b>Gross Profit Margin</b> Data Service: above 35% by 2026 / Installation: Minimum at 20% / Data Center: above 40% each year	
	<b>NPAT Margin Target at 15% by 2026</b>	

<b>Growth Pillars</b>	Driven by recurring revenue	Maximization of assets utilization	Increasing of market shares	Improving/ Maintaining customer experiences in term of churn rate	Improving/ Maintaining service excellent in term of SLA
-----------------------	-----------------------------	------------------------------------	-----------------------------	---	---

<b>Current Performance</b>	65% w USO 50% w/o USO	52%	7%	0.99%	99.9924%
----------------------------	--------------------------	-----	----	-------	----------

<b>Measurements</b>	80%	60% Within 5 years	12% Within 5 years	Lower than 2%	99.99%
---------------------	-----	-----------------------	-----------------------	---------------	--------



**WE SERVE THE BEST CONNECTIVITY**

 0 2666 2222

 [info@interlinktelecom.co.th](mailto:info@interlinktelecom.co.th)

 [www.interlinktelecom.co.th](http://www.interlinktelecom.co.th)

 [InterlinkTelecomPublicCompanyLimited](https://www.facebook.com/InterlinkTelecomPublicCompanyLimited)

 [ITEL CHANNEL](#)