



Opportunity Day Q4 2018

6 March 2019





Agenda

- **Company Timeline**
- **Group and Company Structure**
- **Products and Services**
- **FY2018 Performance Recap and Recent Update**
- **Three Years Plan**

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

2559



- Connected the network to Laos at Thailand border crossing point for providing service to customers.
- Began to provide service to customers in 3 Southern border provinces.
- Alloted 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



- Change 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.

Group and Company Structure



INTERLINK COMMUNICATION PUBLIC COMPANY LIMITED ("ILINK")

- Distribute all types of signal cable
- 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

95.07%



INTERLINK POWER & ENERGY COMPANY LIMITED ("IPOWER")

- 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

60%



INTERLINK TELECOM PUBLIC COMPANY LIMITED ("ITEL")

- 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

100%



INTERLINK DATA CENTER COMPANY LIMITED ("IDC")

- Dormant entity to reserve the company name only and does not operate business

Products and Services

1. การให้บริการโครงข่ายวงจรรสื่อสารข้อมูลความเร็วสูง (Data Service)

2. การให้บริการติดตั้งโครงข่ายโทรคมนาคม (Installation)

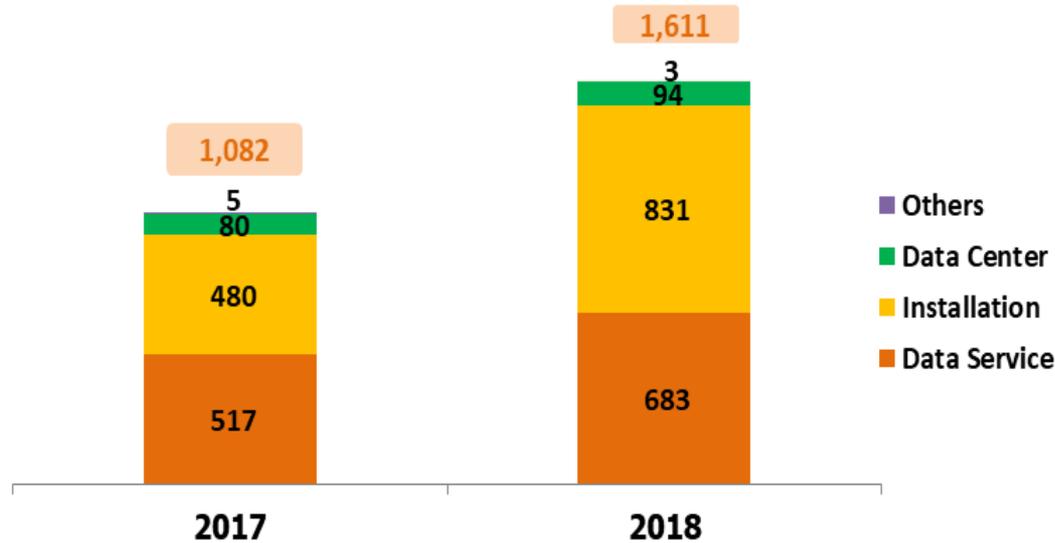
3. การให้บริการพื้นที่ศูนย์ข้อมูลหรือดาต้าเซ็นเตอร์ (Data Center)

4. การให้บริการสร้างศูนย์ข้อมูลหรือดาต้าเซ็นเตอร์ (Turnkey Data Center)

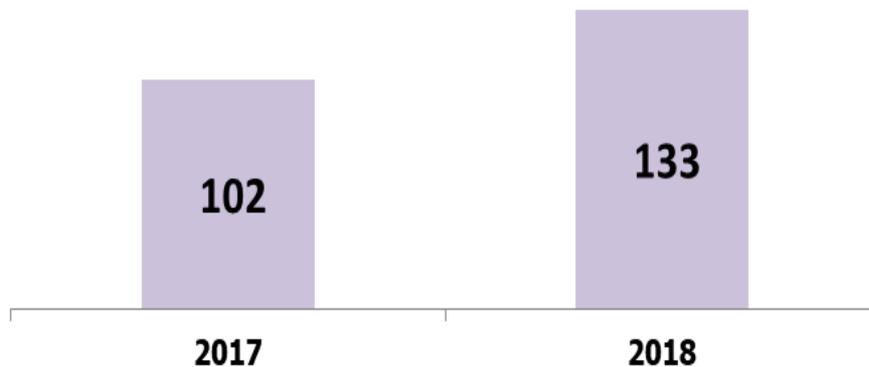


2018 Performance Recap and Recent Update

2018 Revenue



2018 Net Income



What's new in 2018

Data Service

- #of Circuit increase to **15,900 (Dec'18)** from 10,085 (Dec'17)
- # of Customer increase to **550 (Dec'18)** from 440 (Dec'17)
- % of SLA at **99.9978 %**
- Network Coverage up to **75 provinces**
- New customers acquiring are such as INET (PWA), PWA, CS LOX, SAWAD, UIH, CP ALL, AURORA, SUSCO, CAT, NBTC, MNRE (กระทรวงทรัพยากร ปีที่ 2), Wuttisak Clinic, Zen Group

Data Center

- # of customer: **18 customers (Dec'18)** from 14 customers (Dec'17) including **3 major customers such as TMB, GSB and MOC**
- Run at **95% of Occupancy Rate**
- SLA at **100%**

Installation

- Major Projects Revenue Recognition are **USO, OSP, and MA PEA**
- Backlog as of Dec'18 = **1,801.80 MB**

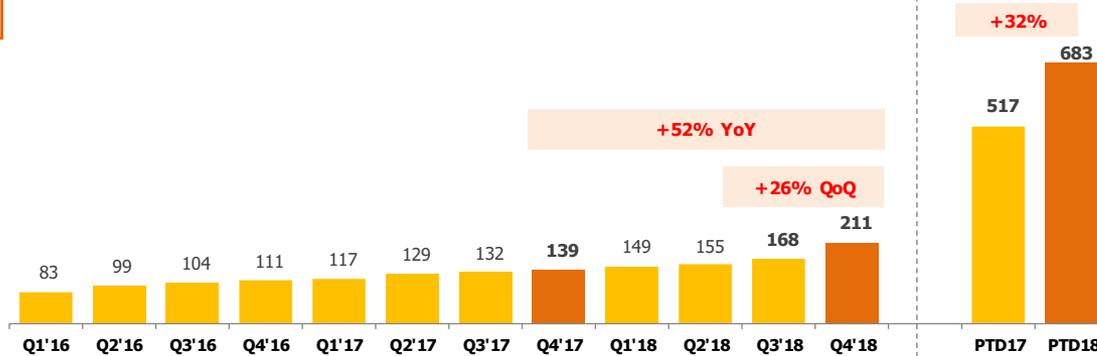
Turnkey
N/A

2018 Performance Recap and Recent Update

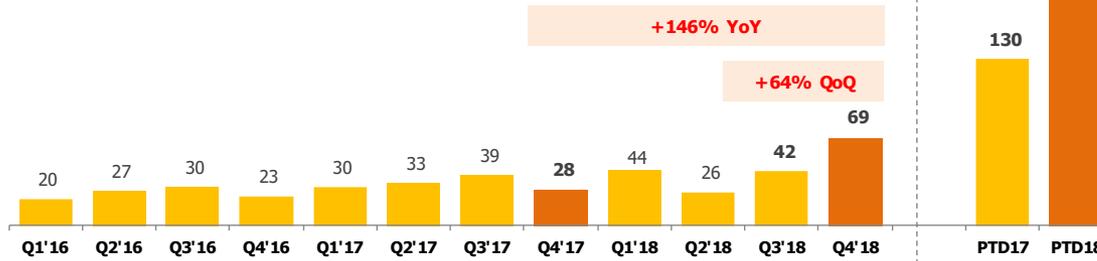
Data Service

Revenue

THB Million



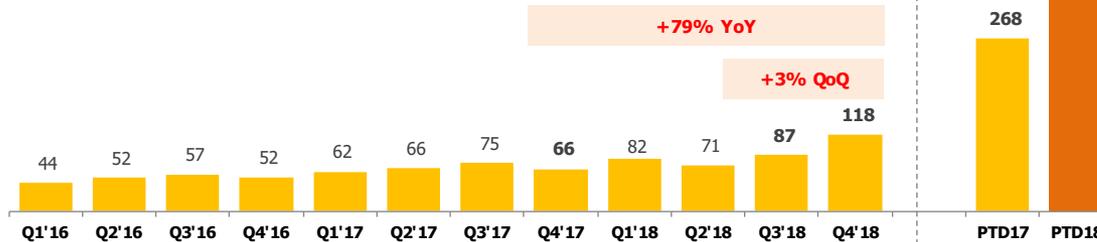
GP



% GP



EBITDA



% EBITDA



Key Highlights

Revenue

- Continuously growth QoQ
- Significant growth YoY
- Increased in # of customers and # of circuits are the key to success
- Nationwide network (75 provinces) as well as improving SLA helped in building customer satisfaction that lead to more revenues.

- Start to recognize some of USO Data Service Revenue

Gross Profit

- Increased in value and % of GP both QoQ and YoY.
- In Q2'18, there are some extra-expenses occurred, therefore its GP is notable low comparing to other quarter

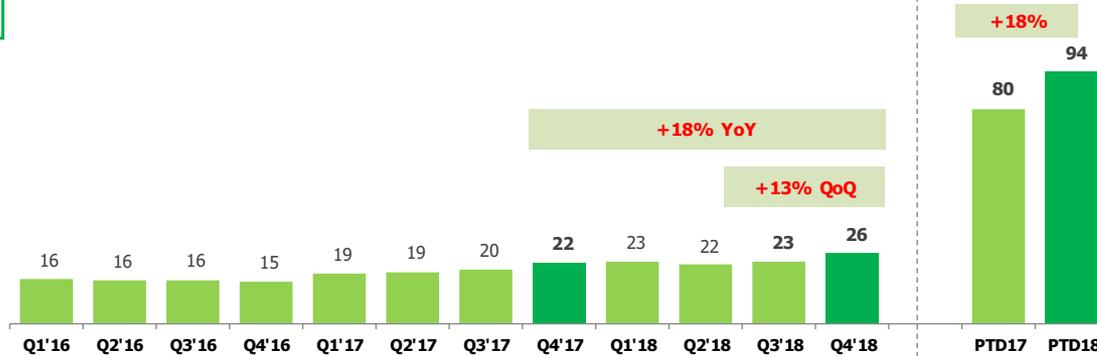
- Due to the fact that the fiber optic network has been installed covering 75 provinces in Thailand since FY16, therefore, COS could be controlled and stable. In FY18, we still believe that COS will be effectively controlled, and %GP is **expected to be growth to be around 25-30% in 2018 onwards.**

2018 Performance Recap and Recent Update

Data Center

Revenue

THB Million



Key Highlights

Revenue

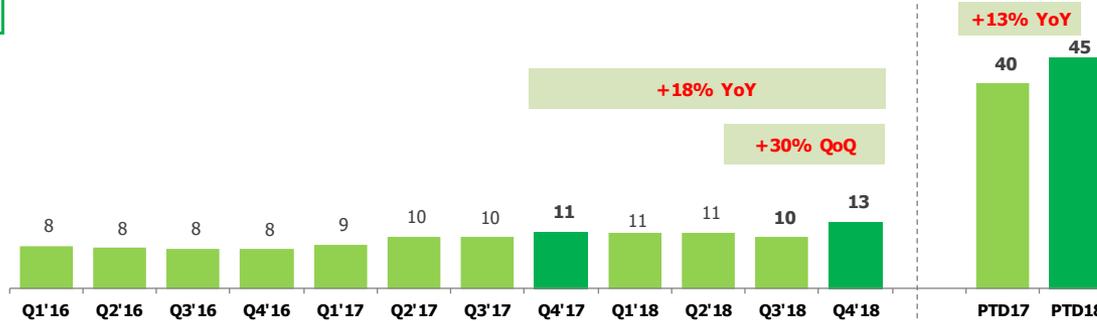
- 2018 Growth by 18% because;
 - Higher from operation service rendering to Genesis Data Center
 - Higher from fluctuation of electrical charge

- New level of revenue over 20 MB per quarter starting from Q1'17, the variance is electricity charge
- Having 3 major customers with **95% utilization of capacity**

Gross Profit

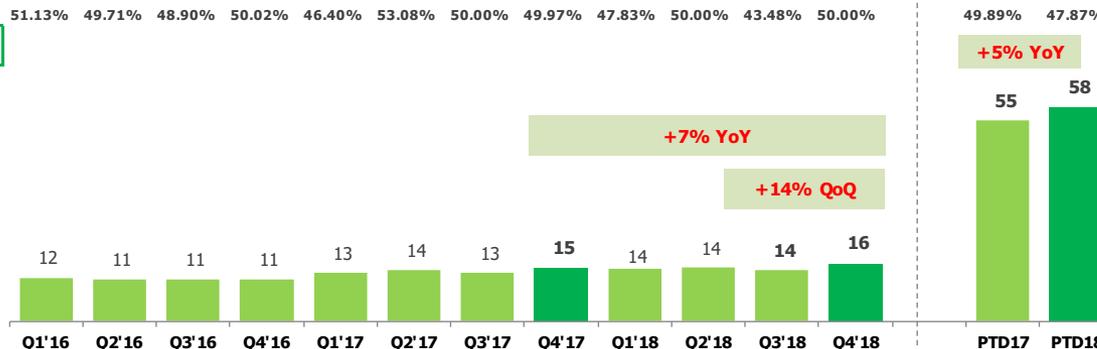
- %GP is in stable state at around 50% +/-
- **Control level of % GP above 45%**

GP



% GP

EBITDA



% EBITDA

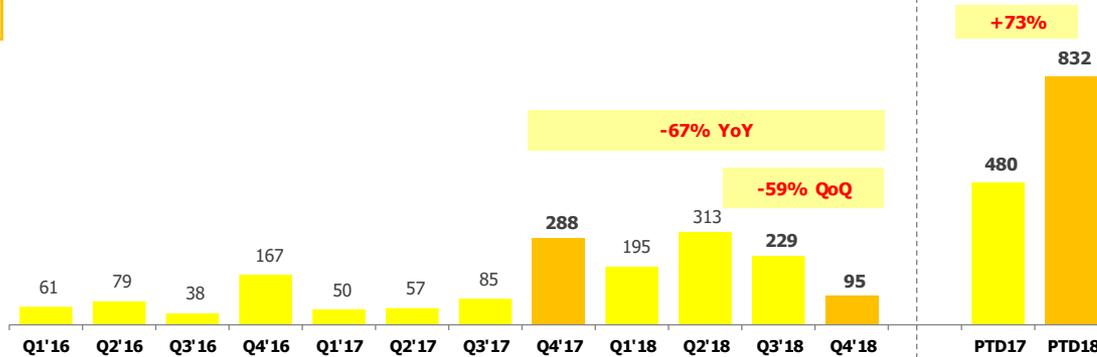


2018 Performance Recap and Recent Update

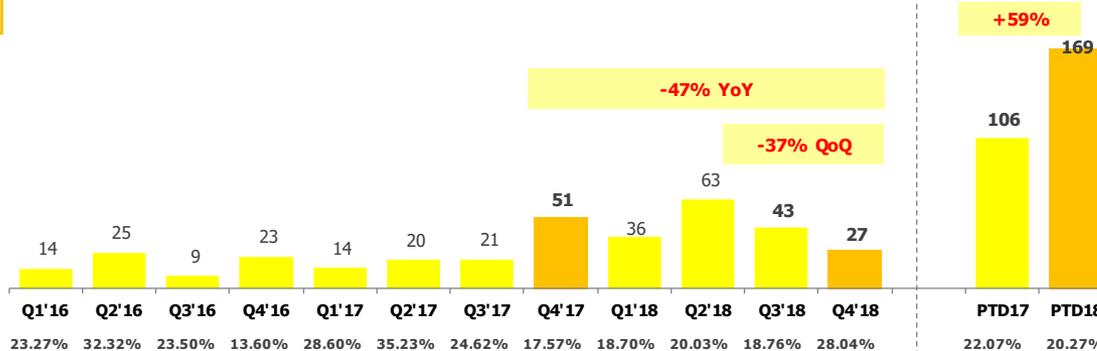
Installation

Revenue

THB Million

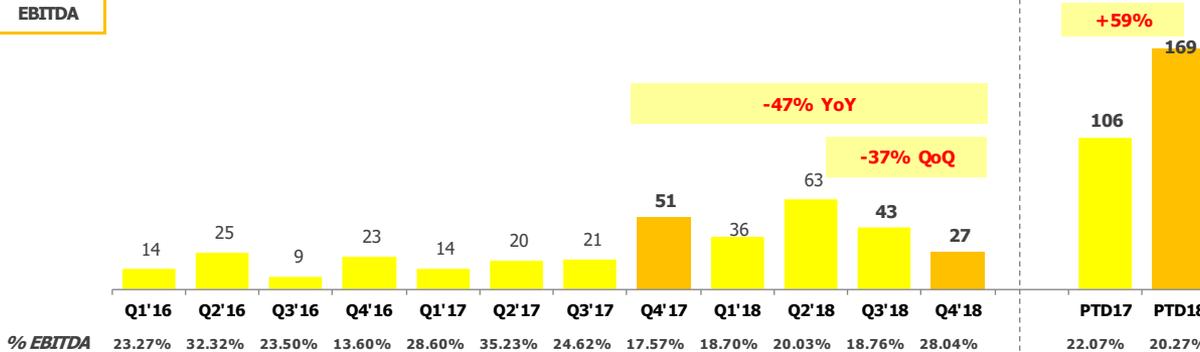


GP



% GP

EBITDA



Key Highlights

Revenue

- Fluctuation in revenue upon completion of projects' progression.
- Major projects revenue recognition in 2018 are USO (682 MB), AIS OSP (63 MB), MA PEA (37 MB), and AirBlow (16 MB)

Backlog

- Newly Acquire Projects 2018

 - 1) **USO2-S = 2,299 MB (NRC:MRC = 690 : 1,609)**
 - 2) **USO2-C1 = 1,047 MB (NRC:MRC = 314 : 733)**
 - 3) **AIS OSP = 455 MB**
 - 4) **MEA DMS = 276 MB**
 - 5) AIS 2018 Cutover = 50 MB
 - 6) AIS MA OSP = 51 MB

TOTAL = 4,178 MB

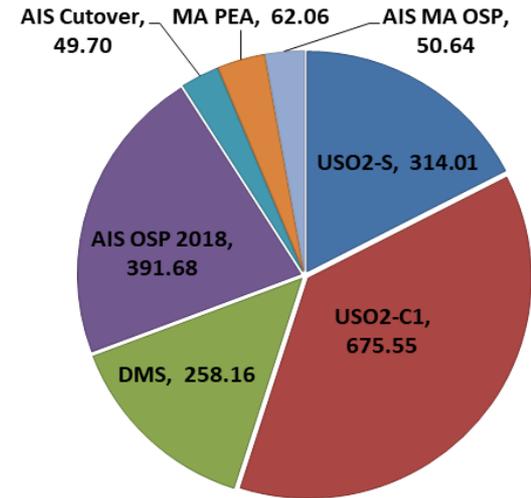
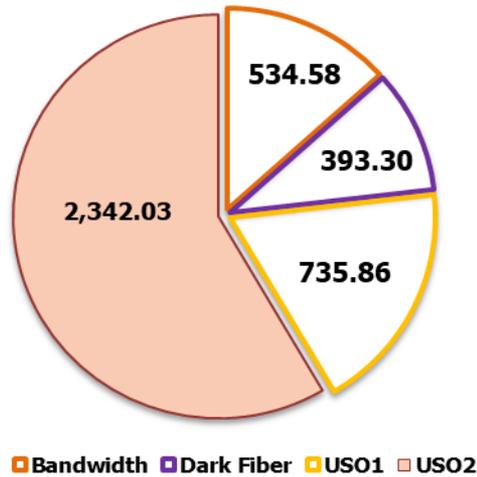
 - Backlog Dec'18 = **1,801.80 MB**

Gross Profit

- Decreased in term of %GP due to major project in 2018 is contributed low %GP
- Control level of % GP above 20%

2018 Performance Recap and Recent Update

Revenue Back Log



DATA SERVICE

Q4'18 = 4,005.77 MB
(Q3'18 = 1,817.05 MB)

DATA CENTER

Q4'18 = 109.68 MB
(Q3'18 = 138.66 MB)

INSTALLATION

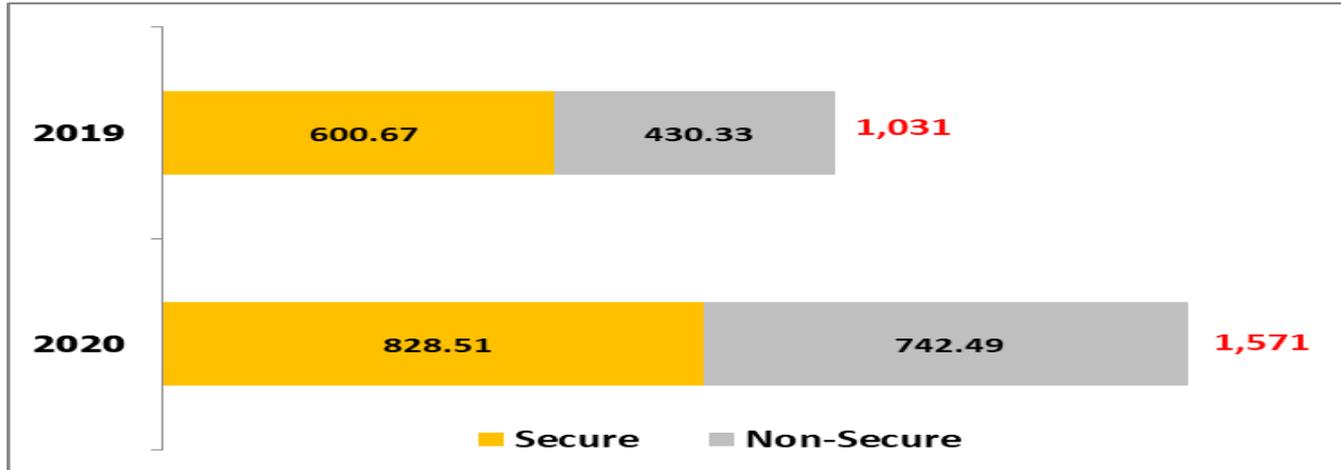
Q4'18 = 1,801.80 MB
(Q3'18 = 499.89 MB)

TOTAL = 5,931.70 MB
(Q3'18 = 2,455.60 MB)

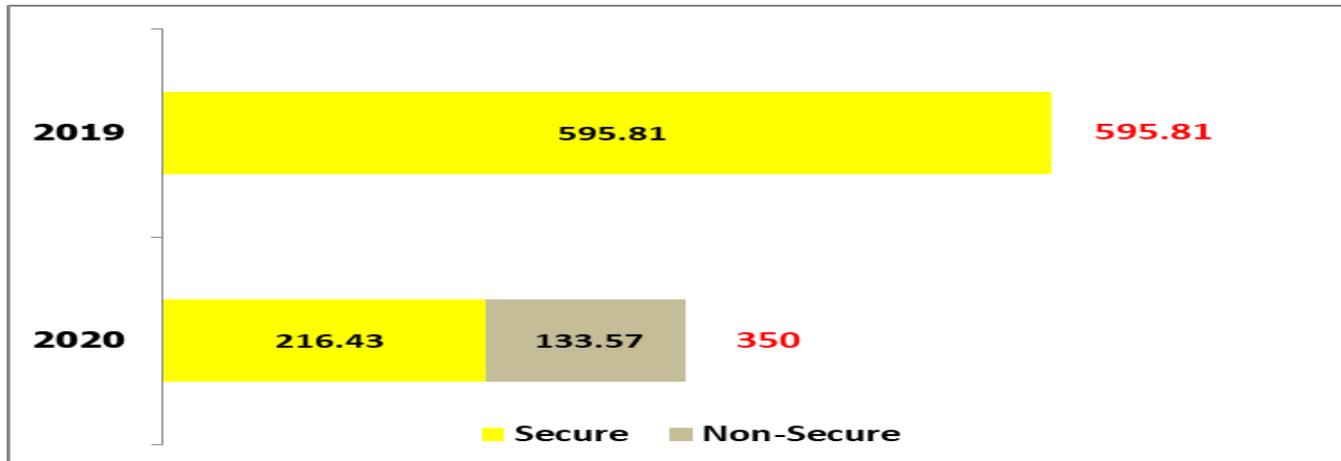
2018 Performance Recap and Recent Update

Back Log Revenue Recognition vs Target

DATA SERVICE



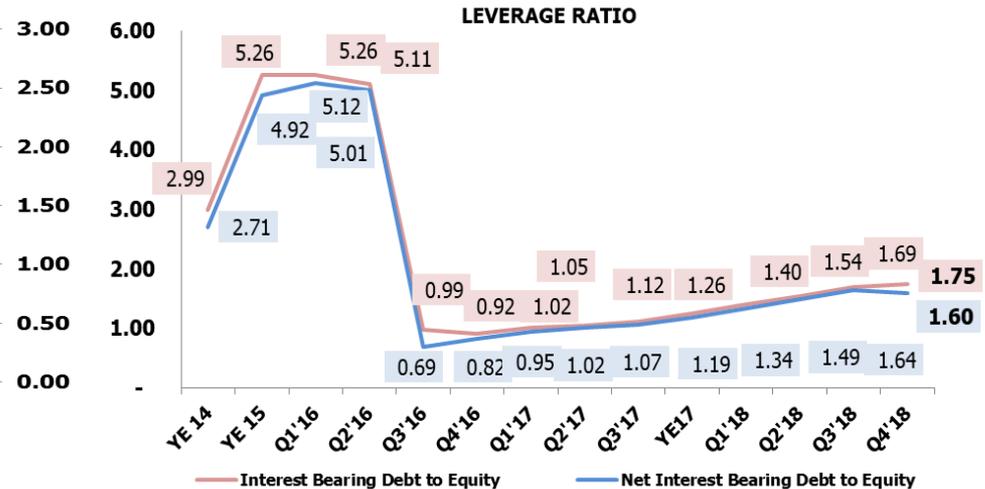
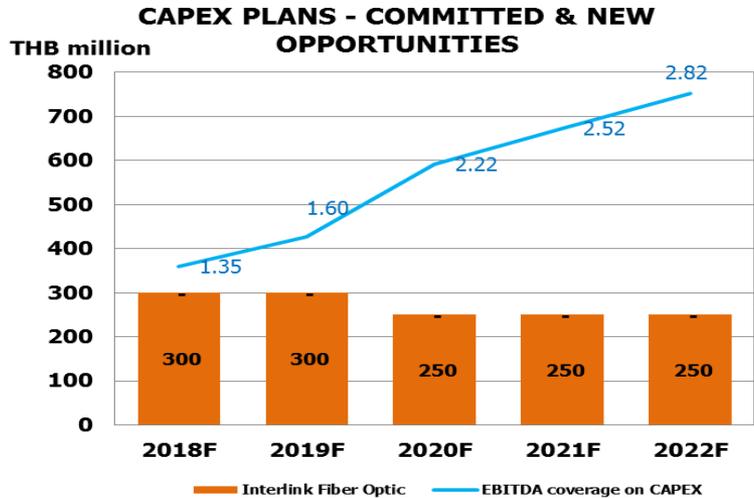
INSTALLATION



2018 Performance Recap and Recent Update

Capital Expenditure and Financial Position Strength

Overall



Key Highlights

- Capital expenditure in expansion of Interlink Fiber Optic Network is forecasted to be not over 300mb in 2018 onward, using its own EBITDA.
- In 2018, half of investment will be spent by EBITDA in which they will be sufficient for investment.
- Leverage ratio of ITEL is improved after IPO
- ITEL received funding from both of liabilities (bank loans) and operational result.

Three Years Plan

2021 Goals

Revenue Growth over 20% CAGR

Gross Profit Margin
Data Service: above 40% by 2021/Installation: Minimum at 20%/
Data Center: above 45% each year

NPAT Margin Target at 20% by 2021

DE Ratio
maintain
under 1.7
times

Growth Pillars

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

Current Performance

40% w USO
78% w/o USO

27%

9% working with IDC
Research for more
information

0.99%

99.9985%

Measurements

80%

50% within
5 years

17% within
5 years

Lower than
2%

99.99%



THANK YOU



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