



WE SERVE THE BEST CONNECTIVITY

Opportunity Day Q1 2024

21 May 2024

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This Presentation is not intended to provide the basis for any investment decision, nor to substitute your own analysis and investigation, and should not be considered as a recommendation to any recipient of this Presentation. Some statements made in this presentation are forward-looking statements, which are subject to various risks and uncertainties. These include statements with respect to the Company's corporate plans, strategies and beliefs and other statement that are not historical facts. These statement can be identified by the use of forward-looking terminology such as "may", "will", "expect", "intend", "estimate", "continue", "plan" or other similar words.

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01

ITEL Group Overview


Company Timeline





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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.
 - 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


Company Timeline





- 
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.
- 
2565

 - Acquired Blue Solutions Co., Ltd. by issuing 24,637,682 shares at THB 6.21 per share by way of private placement
 - Sold the land at the location of the INTERLINK DATA CENTER project with buildings related to the operation of the INTERLINK DATA CENTER project to KTBST Mixed Leasehold Real Estate Investment Trust at the value of Baht 750.00 million (including VAT).
 - ITEL-W4 maturity is 2 years 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 11.50 Baht per share
- 
2566

 - On 24 October 2023, ITEL entered into a share purchase agreement with Sodexo (Thailand) Company Limited in order to acquire 20,000 shares or 100% of shareholding interests in Global Lithotripsy Services Company Limited at the consideration of Baht 39.78 million. The principal business operations are distribution and leasing of medical devices.
 - On 2 January 2024, the Company received the transferred shares of Global Lithotripsy Services Company Limited

Group & Company 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



Products & Services



Recurring

1 Data Service Provide telecommunication services nationwide fiber optic network



2 Data Center Provide data center space services



3 HealthTech Provide medical equipment services



Non-Recurring

4 Installation Provide design and construction of telecommunication project





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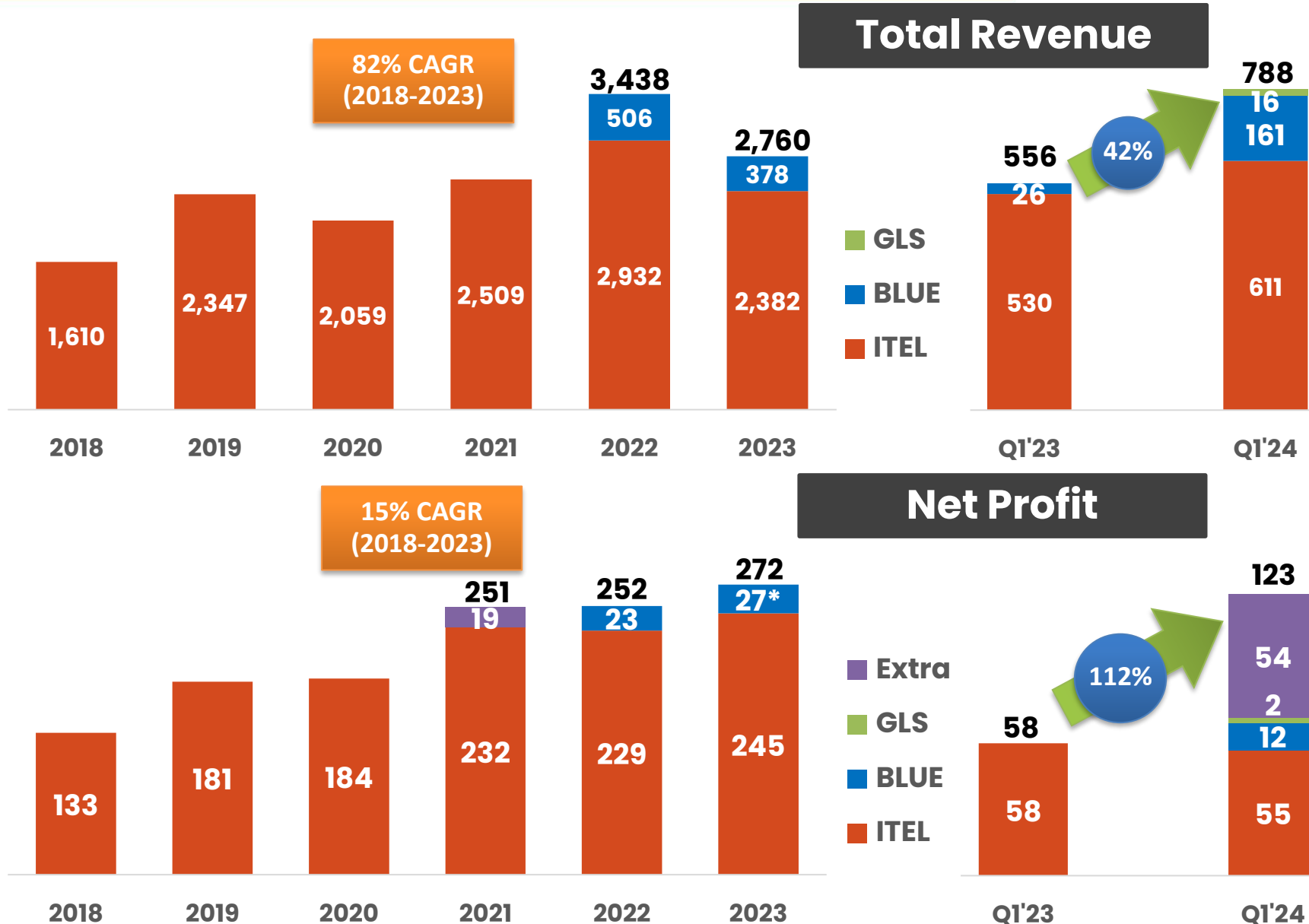
02

Performance Update Q1 2024

Revenue & Net Profit



Unit : Million Bah



Overview Q1 2024

Data Service

- #of new circuit in Q1'24 is **240+**
- #of customer increase to **995 (Mar'24)** from 977 (Dec'23)
- % of SLA at **99.99%**

Data Center

- Run at **97% of occupancy rate**
- % of SLA at **100%**

Installation

- Major projects recognition are;
 - Solar Cell Base Station 80 MB
 - New e-Budgeting 39 MB
 - CCTV & Smart Security 40 MB
 - PMCM PEA 17 MB
 - Contribute of BS 187 MB

Extra Profit

- Gain on Bargain Purchase arising from GLS acquisition by 54 MB

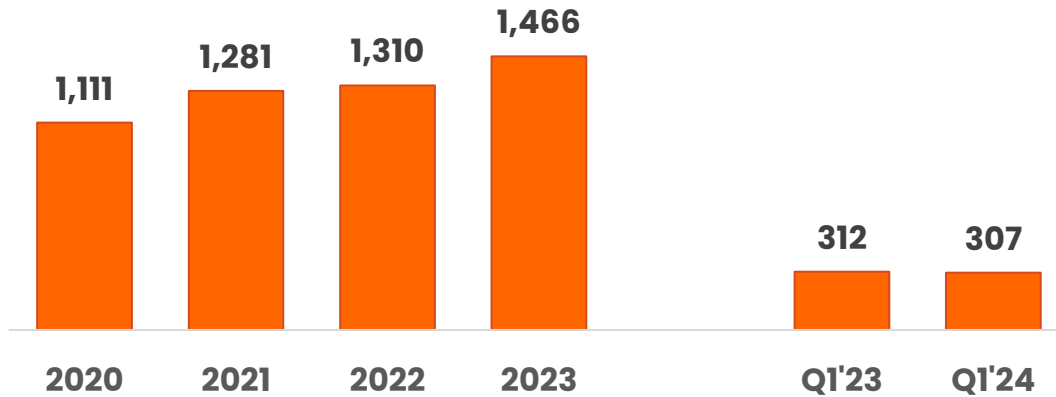
*BLUE

- 51% of Net Profit after deduct Consolidate Amortization by 3.77 MB per Quarter.

Revenue

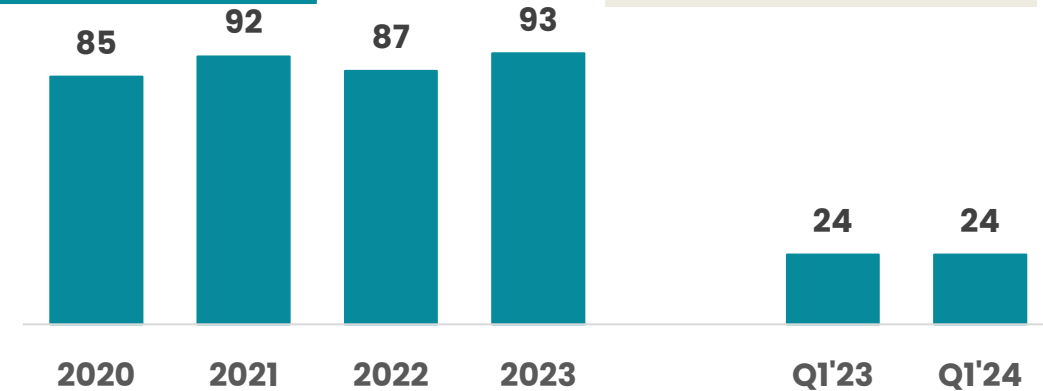
Data Service

CAGR = 10%



Data Center

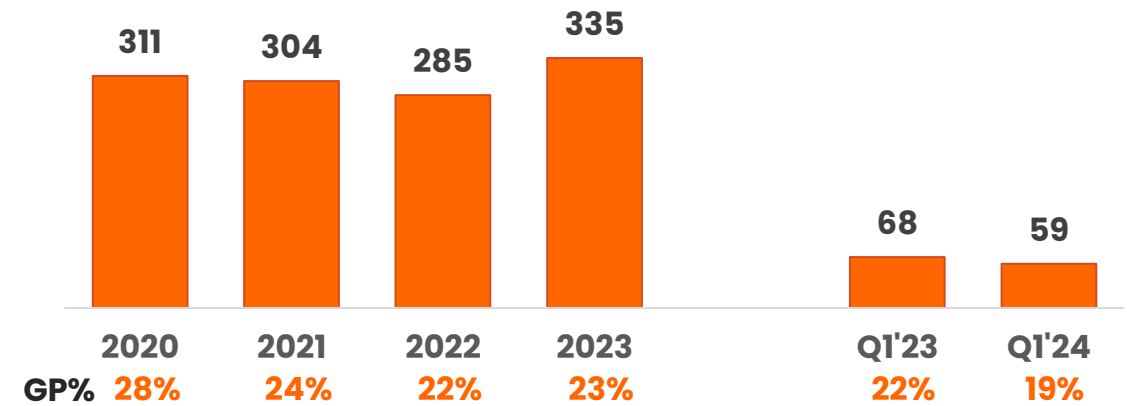
CAGR = 3%



Gross Profit

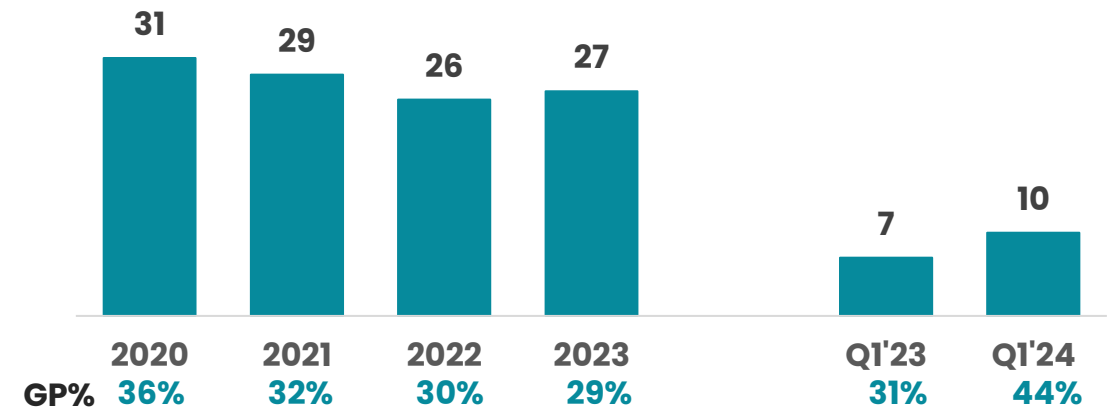
Data Service

CAGR = 3%



Data Center

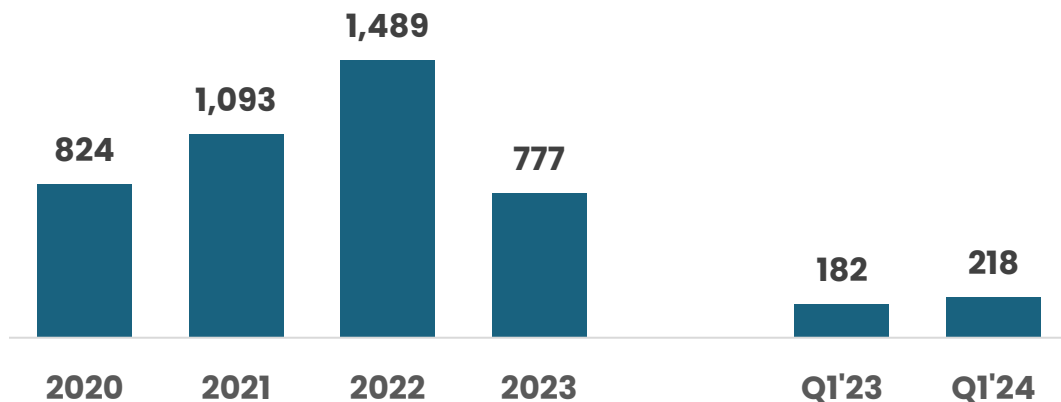
CAGR = -5%



Revenue

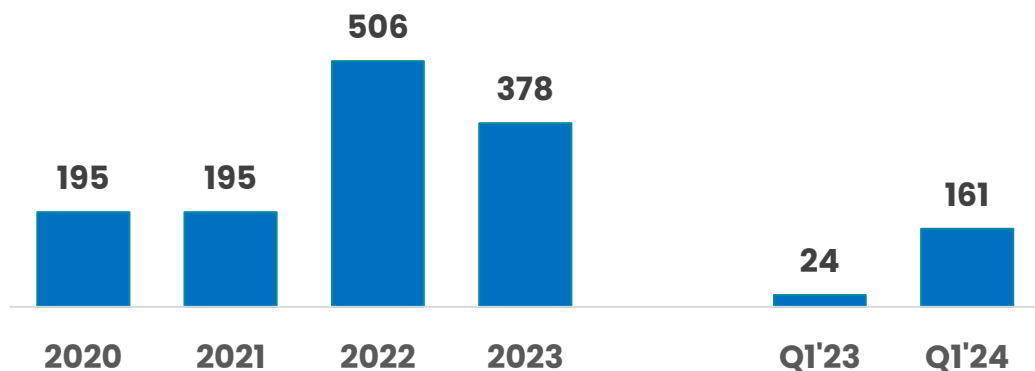
ITEL

CAGR = -2%



BLUE

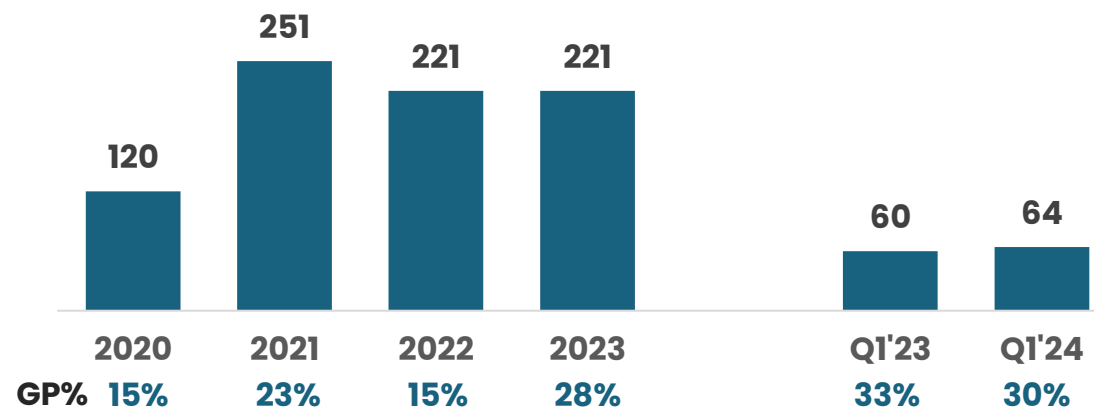
CAGR = 25%



Gross Profit

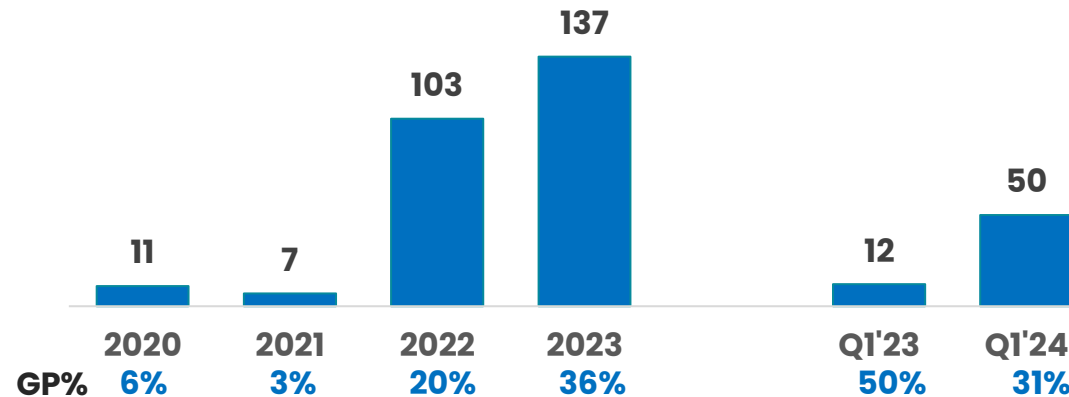
ITEL

CAGR = 23%



BLUE

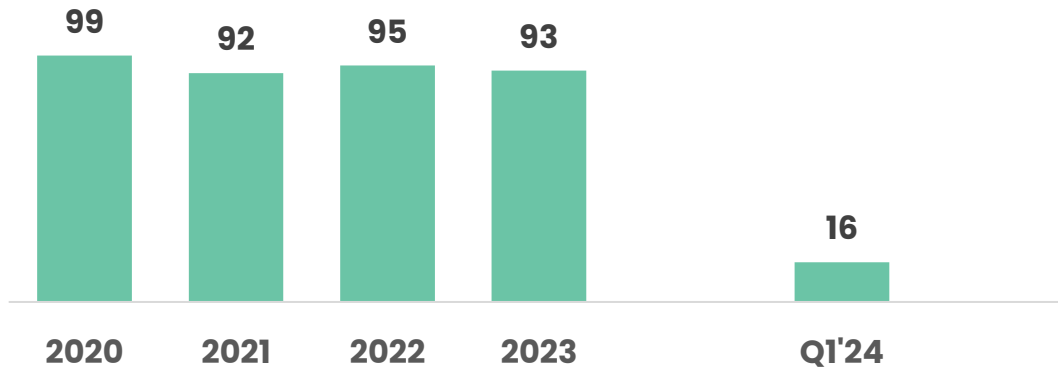
CAGR = 132%



Revenue

Service

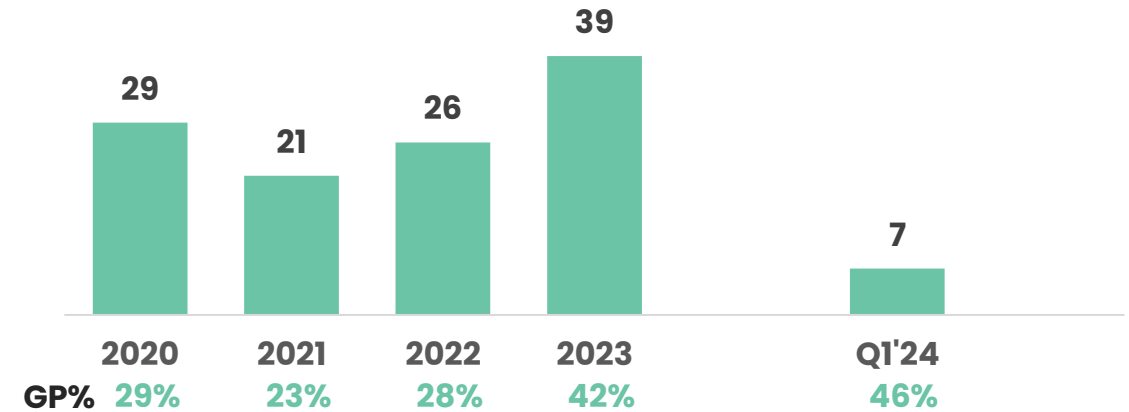
CAGR = -2%



Gross Profit

Service

CAGR = 10%

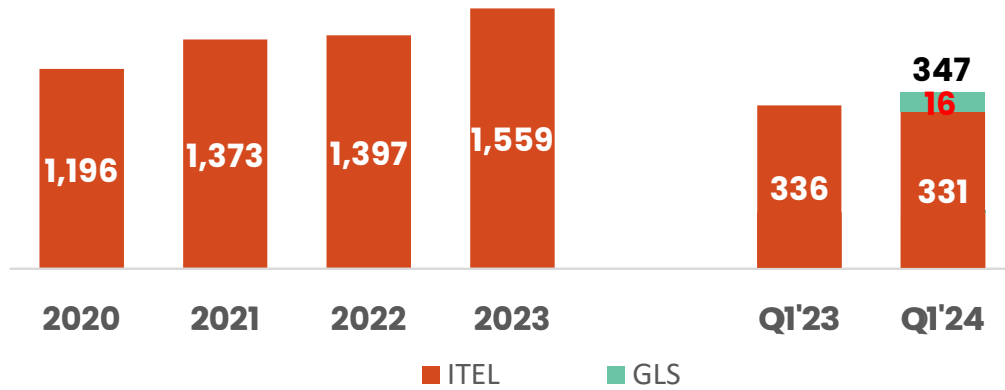


- GLS Closing Period is 31 August.
- Before Acquisition Period: 2020 – 2023
- After ITTEL Acquisition: 2024

Revenue

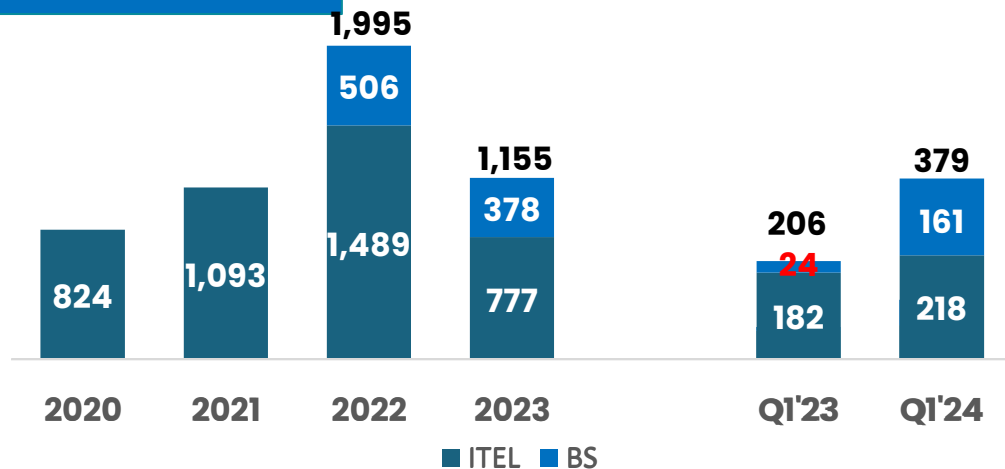
RECURRING

CAGR = 9%



NON-RECURRING

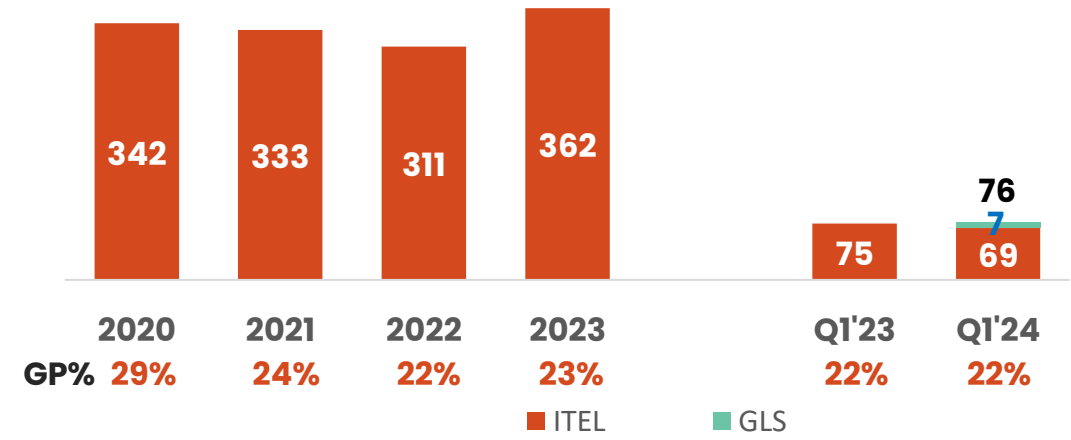
CAGR = 12%



Gross Profit

RECURRING

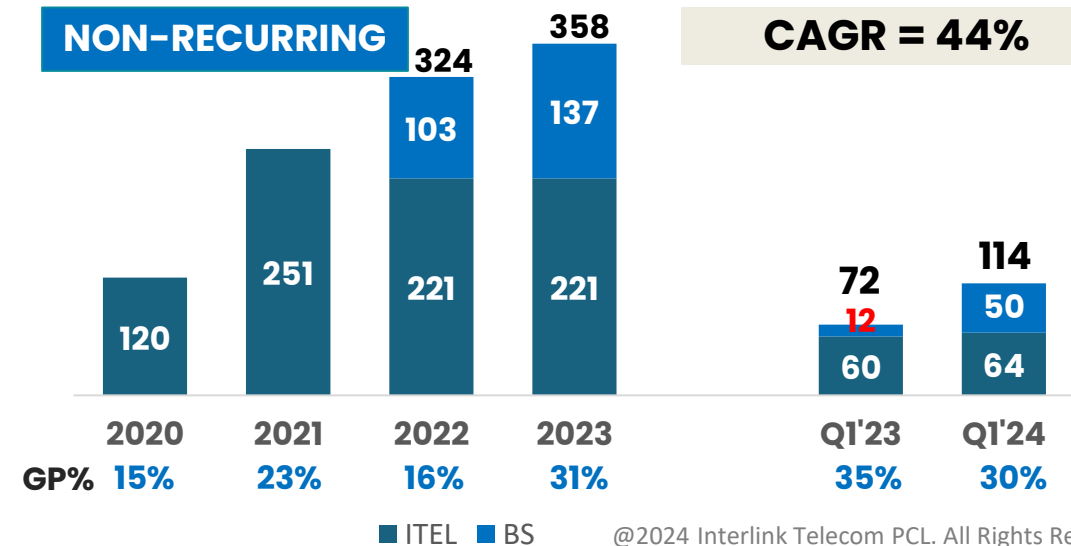
CAGR = 2%



GP% 29% 24% 22% 23% 22% 22%

NON-RECURRING

CAGR = 44%



GP% 15% 23% 16% 31% 35% 30%

	Information as of Q1 2024						FY2023
	2024	2025	2026	2027 Onward	Total		Total
Bandwidth, DFI, IPLC, Course Online	406	209	137	44	796		852
USO2-DSV	261	257	-	-	518		606
DATA SERVICE	667	466	137	44	1,314	53%	1,458
DATA CENTER	51	50	5	-	106	5%	122
GLS	9	13	6	3	31	1%	25
INSTALLATION (ITEL)	495	219	32	2	748	26%	844
INSTALLATION (BLUE)	168	35	28	41	272	11%	320
INSTALLATION (Est. Timeline)	663	254	60	43	1,020	39%	1,164
TOTAL CONTRACTS IN HAND	1,390	783	208	90	2,471		2,769

Recurring Data Service Contracts will expire in 2024 totally amounted to 734 million Baht with renew rate at 90%.



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03

2024 Journey

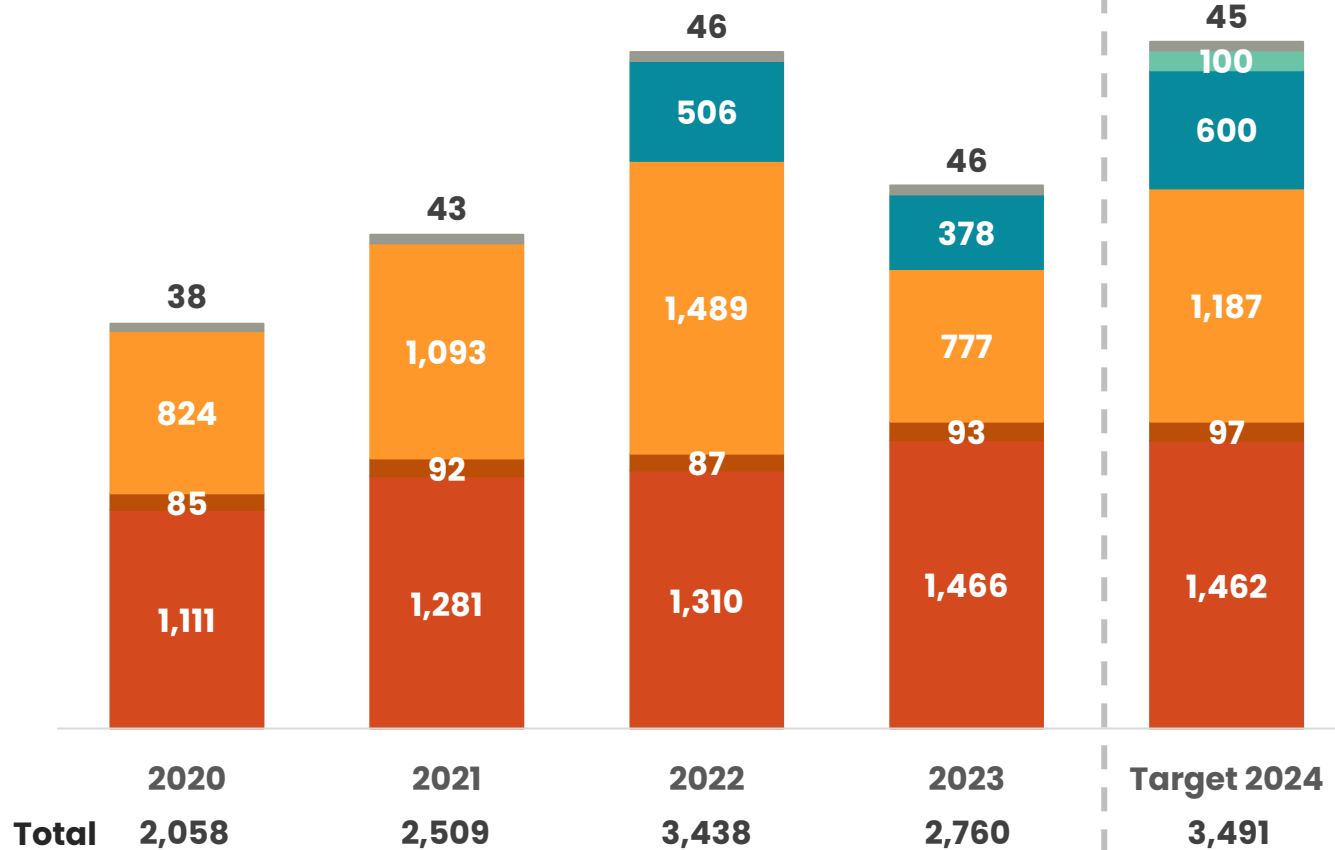
ITEL Key Advantage

1. End-to-End Fiber Optic Network can provide 100% Speed without Limitation
2. Unique Fiber Optic Network Installation through Telegraph Poles, and Electric Poles
3. After-sale service by team consisting of 100% Engineer
4. SLA 99.99% with the average MTTR at 99.9977%
5. Providing Services with Customer Centric mindset (Customization)
6. One Stop Service Consultation



Total

CAGR = 14%



■ Data Service ■ Data Center ■ Installation ■ Installation BLUE ■ GLS ■ Other



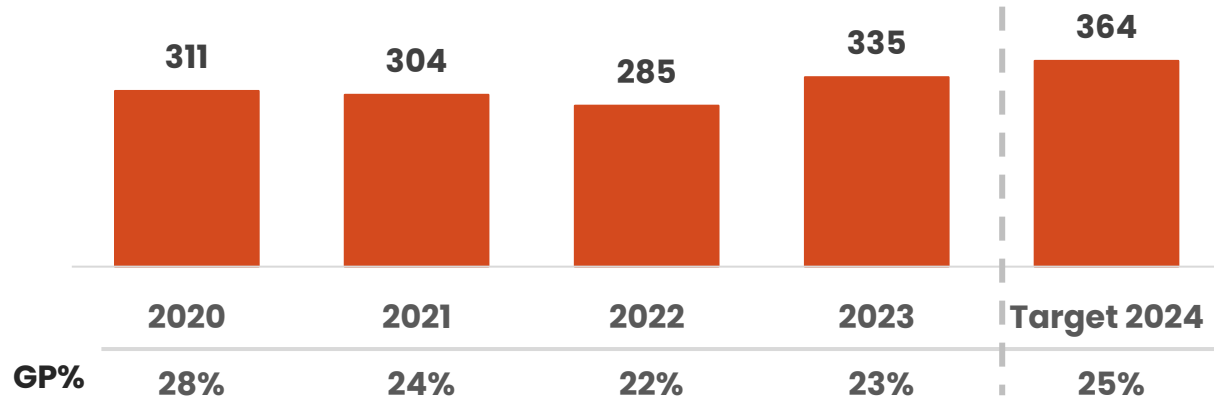
Revenue Target:

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

Gross Profit by Business

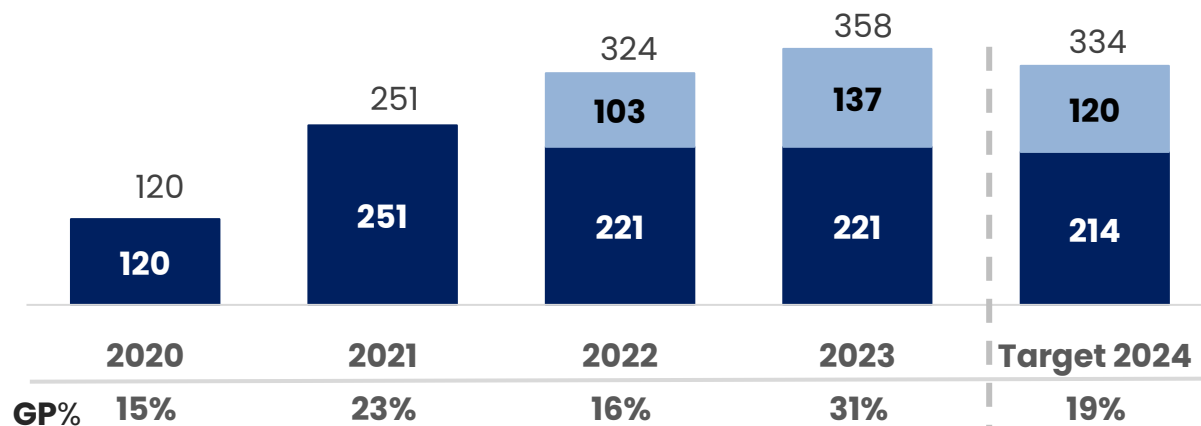
Data Service

CAGR = 4%



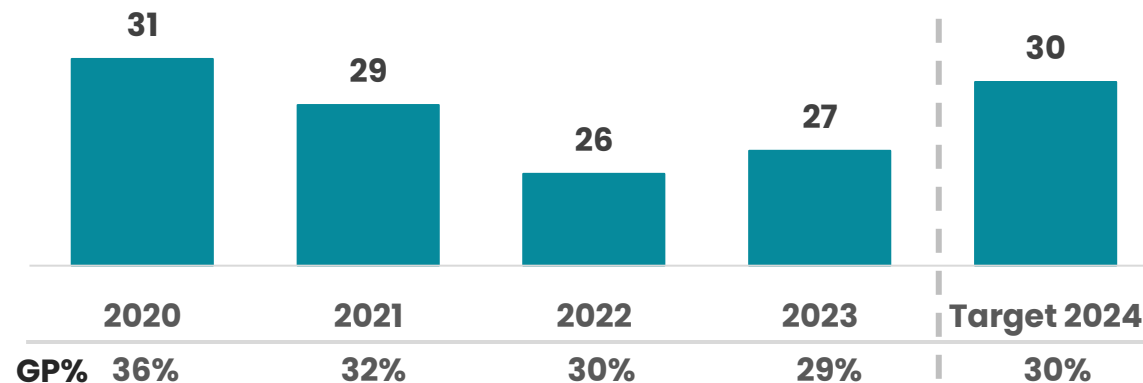
Non-Recurring

CAGR = 29%

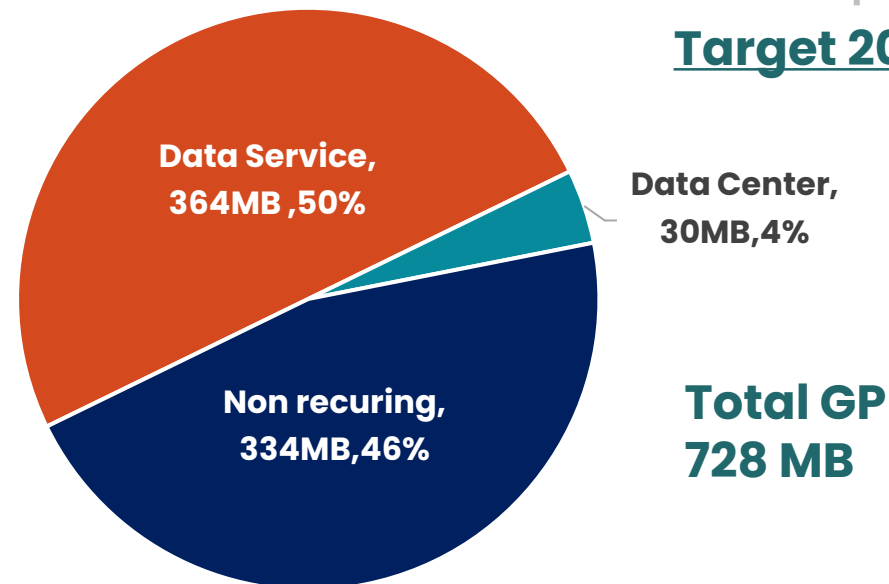


Data Center

CAGR = -1%



Target 2024



Recurring:

- Data Service: 120 MB Revenue on annually while the contract will be bigger at above 1,000 MB
- Data Center: 30 MB new revenue with contract at around 150 MB
- Cloud for Budget Bureau 40 MB

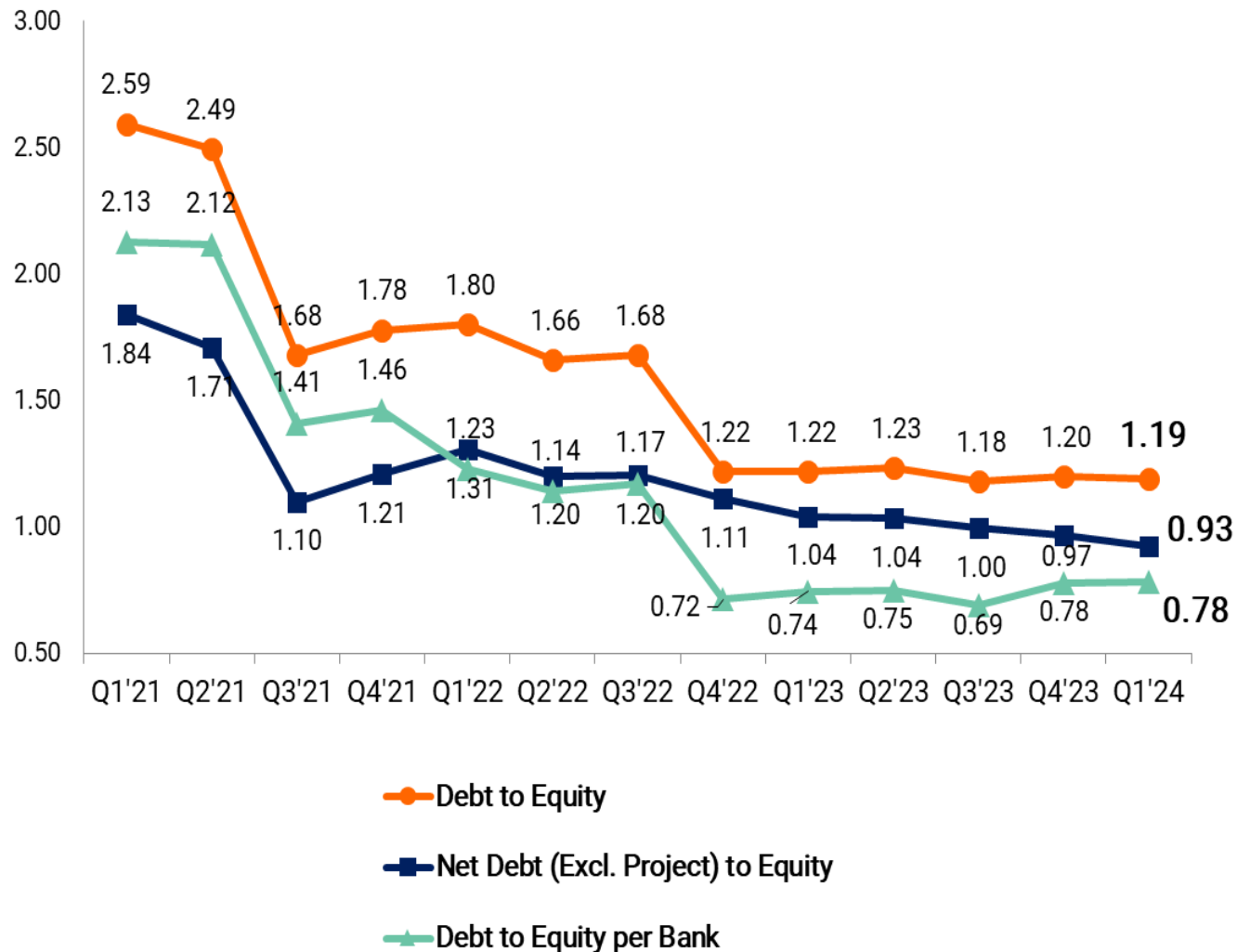
Non-Recurring:

- True - DOCSIS 50 MB
- Solar Farm installation for operator 25 MB
- Solar BTS 60 MB
- OSP - MA 16 MB
- USO WIFI extension 100 MB
- Finger Scan System for Police 290 MB (Consortium)
- Radar System for military 300 MB
- Fiber Installation for military 50MB
- TOT Underground 150 MB

Recurring + Non-Recurring:

- USO 3 Project (under review and process in NBTC)
 - o Total project size of 6,500 MB
- Cyber Security as a service for university 60 MB

Debt to Equity Ratio



ITEL Remaining Warrants as of Q4 2023

- ITEL-W4
 - Remaining 262.80 million Warrants
 - Exercise Price 11.50 Baht/Share
 - Future Cash = 3,022.23 million Baht
 - Last Exercise Date: 10 July 2024

Dividend Payment

On 24 April 2024, at the Annual General Shareholders' Meeting for the year, the shareholders approved the annual dividend payments for the operation performance for the year ended 31 December 2023 at Baht 0.0696 per share, totalling Baht 96.67 million.

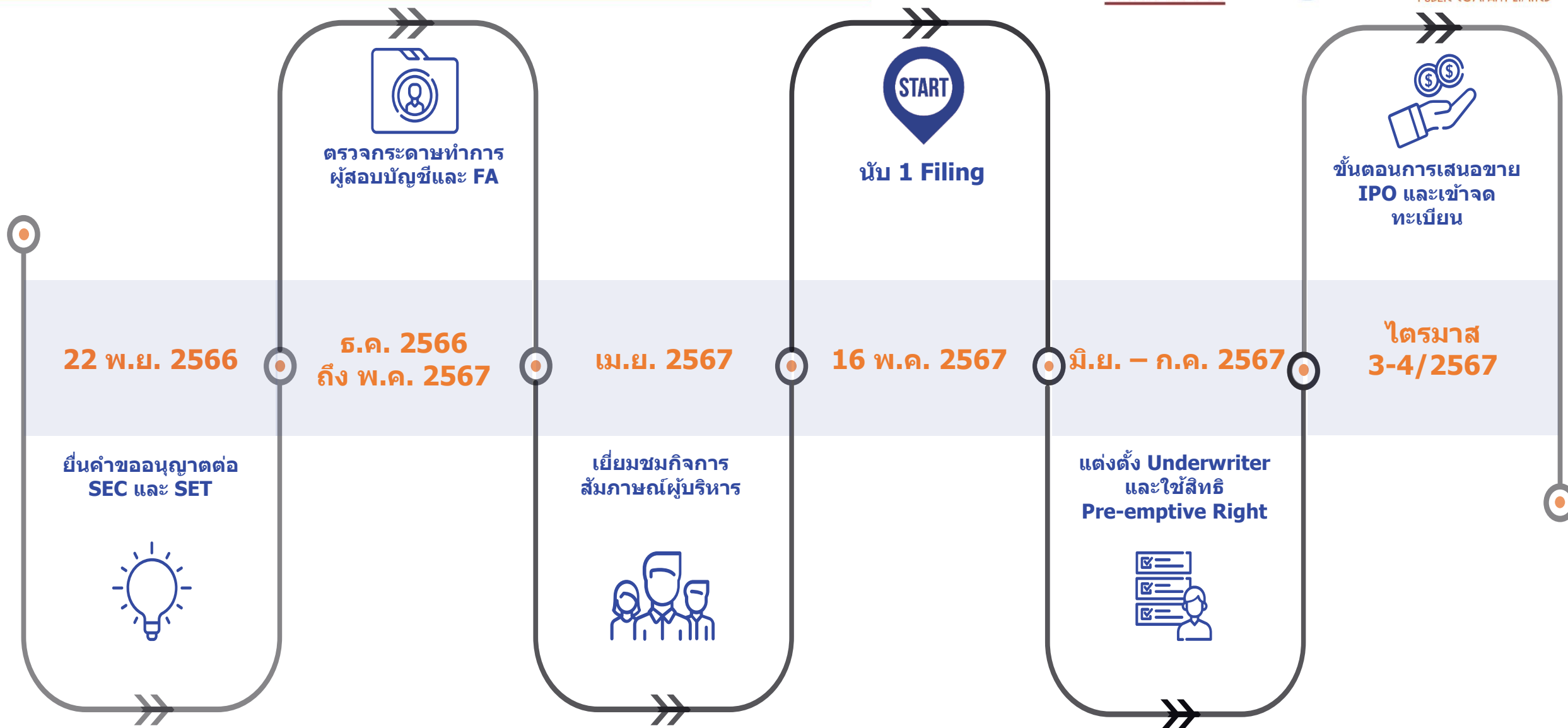
The list of shareholders whose entitle to receive the dividend will be determined on 8 May 2024 and the dividend will be paid on 23 May 2024.



BLUE SOLUTIONS PUBLIC COMPANY LIMITED
Filing has been approved by SEC
on
16 May 2024.

Investments in Blue Solutions

Blue Solutions IPO Timeline





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04 Q & A



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THANK YOU



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US ON

