



WE SERVE THE BEST CONNECTIVITY

Opportunity Day

Q3 2024

19 November 2024

IMPORTANT DISCLAIMER:

The information contained in our presentation is intended solely for your personal reference only. Investment involves risk. Prospective should understand the characteristics of Securities and study information about Interlink Telecom Public Company Limited (“ITEL” or the “Company”) before making a decision to invest in Securities.

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.

The statements are based on the assumptions and beliefs of the Company’s management in light of the information currently available to the Company. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Nothing in this Presentation is, or should be, relied on as promise or representation of the Company as to the future.



- 1** ITEL Group Overview
- 2** Performance Update 9M 2024
- 3** 2024 Journey
- 4** Q&A










WE SERVE THE BEST CONNECTIVITY

01

ITEL Group Overview


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.
 - 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

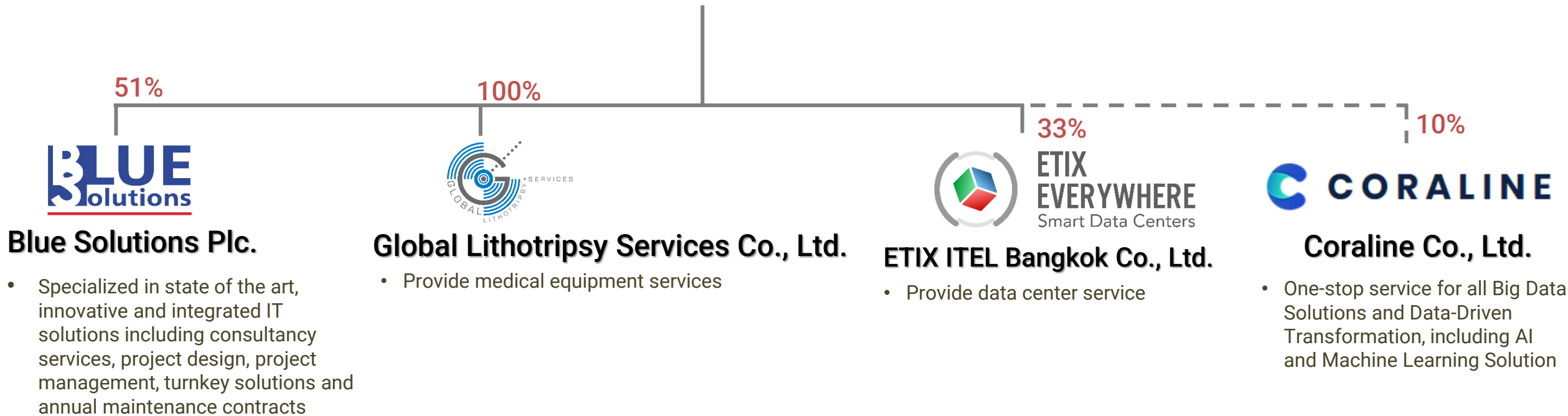
 - On 24 October 2023, ITEL entered into a share purchase agreement with Sodexo (Thailand) Company Limited in order to acquire 20,000 shares or 100% of shareholding interests in Global Lithotripsy Services Company Limited at the consideration of Baht 39.78 million. The principal business operations are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





WE SERVE THE BEST CONNECTIVITY

02

Performance Update 9M 2024

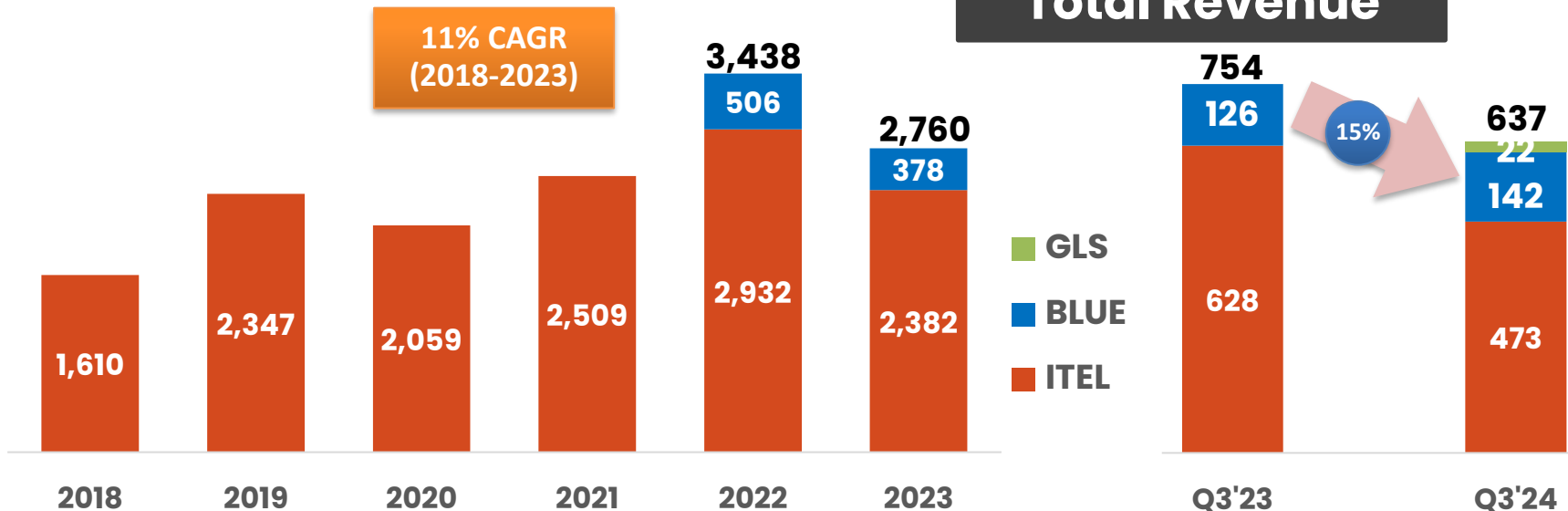
Performance & Update – Q3 2024

Revenue & Net Profit

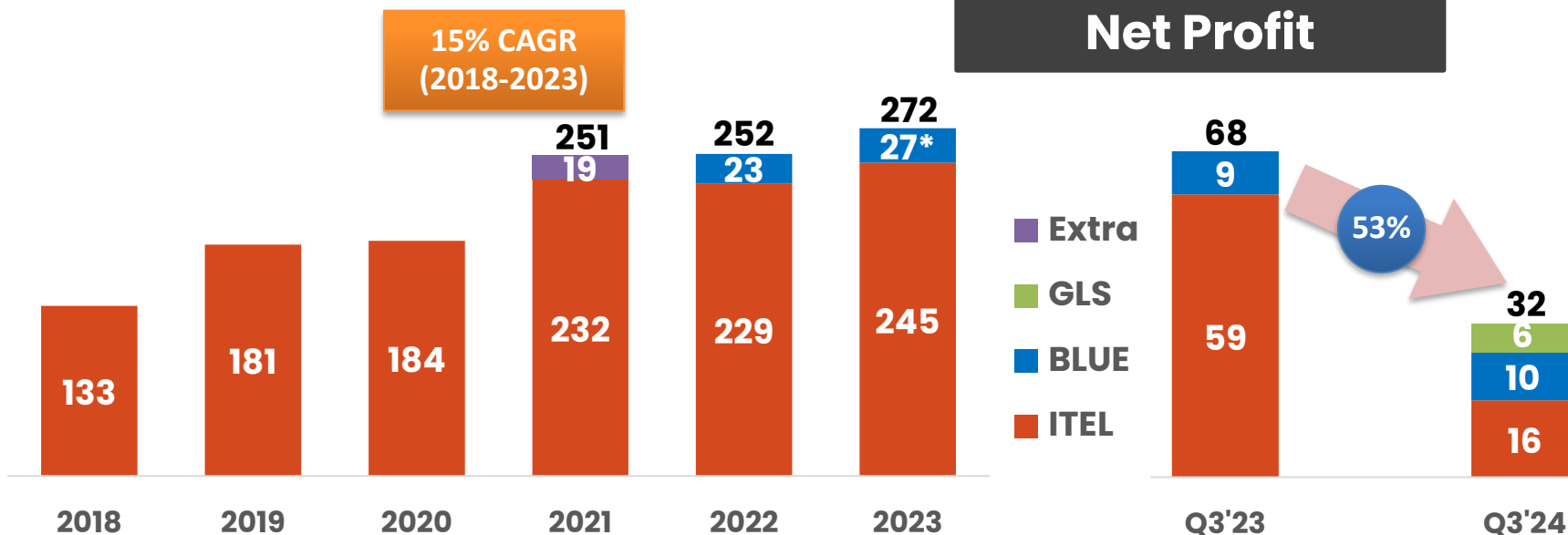


Unit : Million Baht

Total Revenue



Net Profit



Overview Q3 2024

Data Service

- #of new circuit in Q3'24 is **840+**
- #of customer increase to **1,039 (Sep'24)** from 1,014 (Jun'24)
- % of SLA at **99.99%**

Data Center

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

Installation

- Major projects recognition are;
 - Network installation in the housing development (RW) 42 MB
 - AWN Project 20 MB
 - PMCM PEA 17 MB
 - New e-Budgeting 11 MB
 - Contribute of BS 142 MB

Extra Profit

- Gain on Bargain Purchase arising from Finalize Value from GLS acquisition by 0.5 MB

*BLUE

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

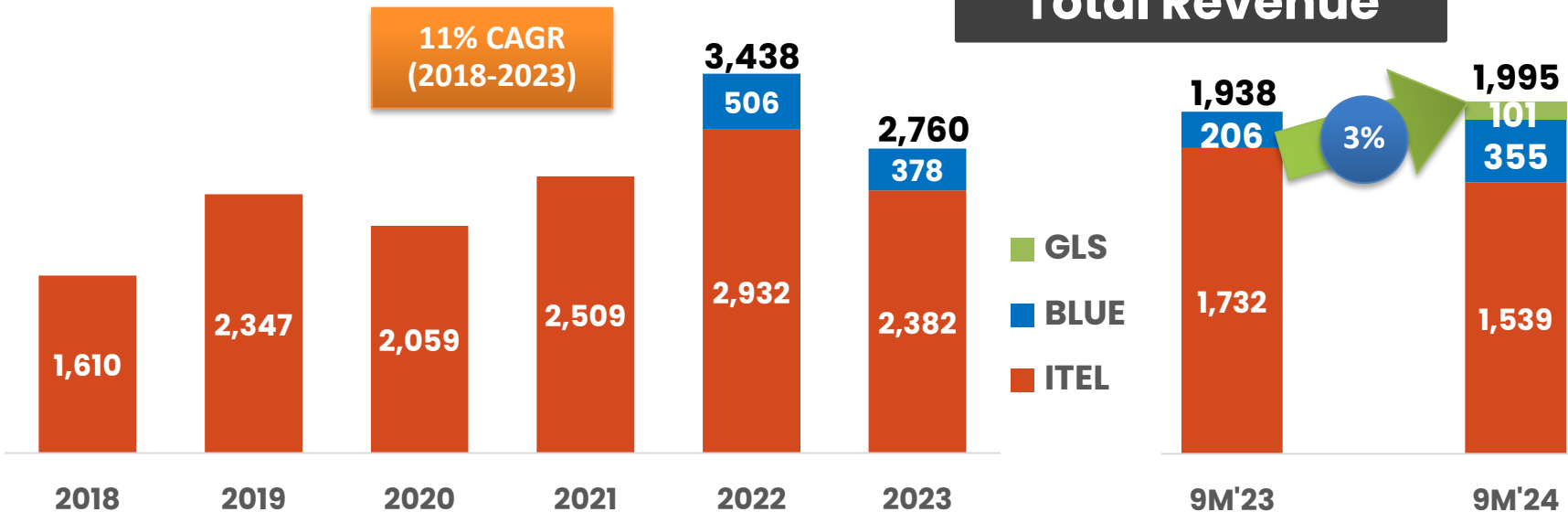
Performance & Update – 9M 2024

Revenue & Net Profit

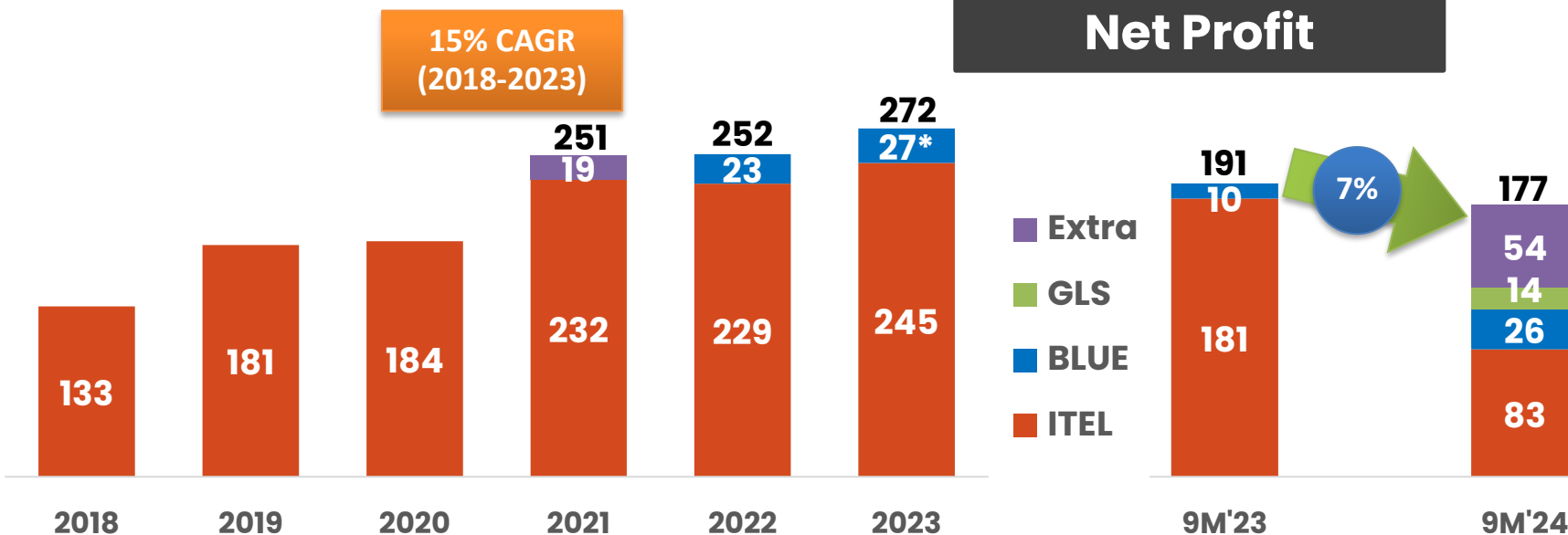


Unit : Million Baht

Total Revenue



Net Profit



Overview 9M 2024

Data Service

- #of new circuit in 9M'24 is **1,510+**
- #of customer increase to **1,034 (Sep'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 77 MB
 - AWN Project 59 MB
 - PMCM PEA 51 MB
 - Network installation in the housing development (RW) 42 MB
 - CCTV & Smart Security 40 MB
 - Contribute of BS 355 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.

Performance & Update – 9M 2024

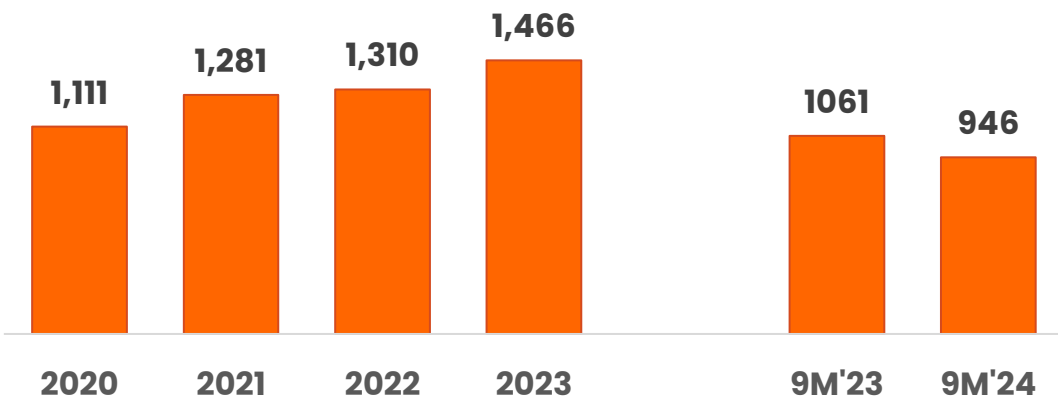
Recurring Business



Revenue

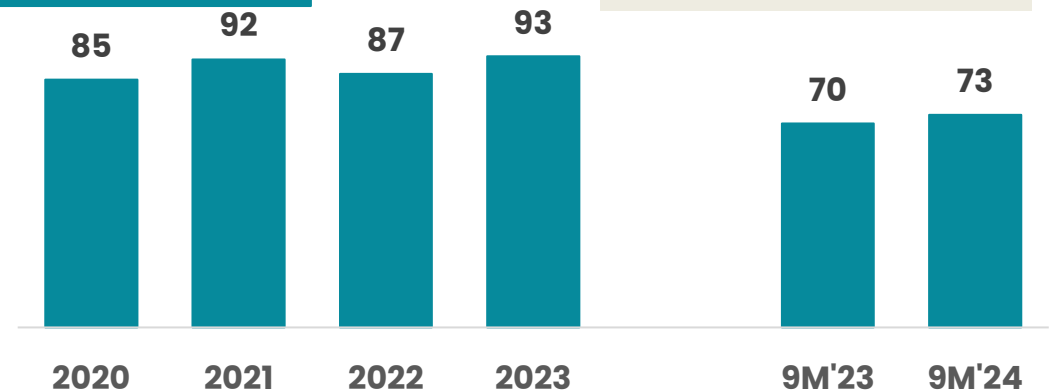
Data Service

CAGR = 10%



Data Center

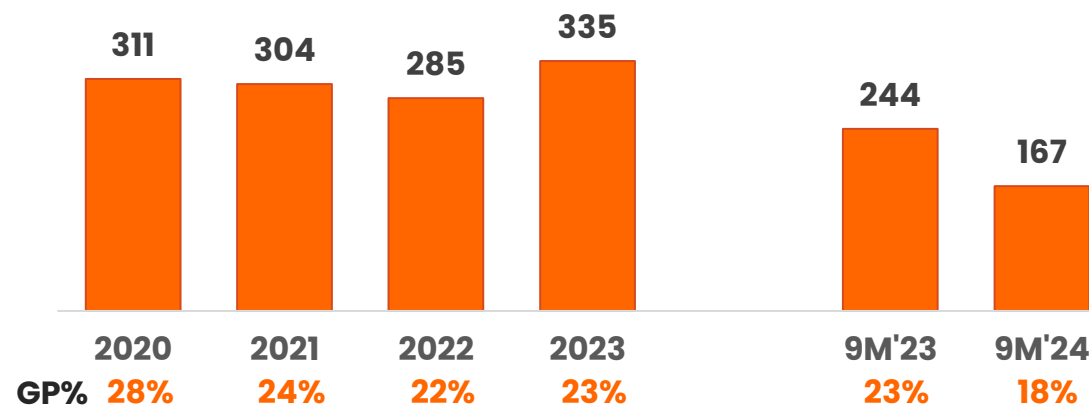
CAGR = 3%



Gross Profit

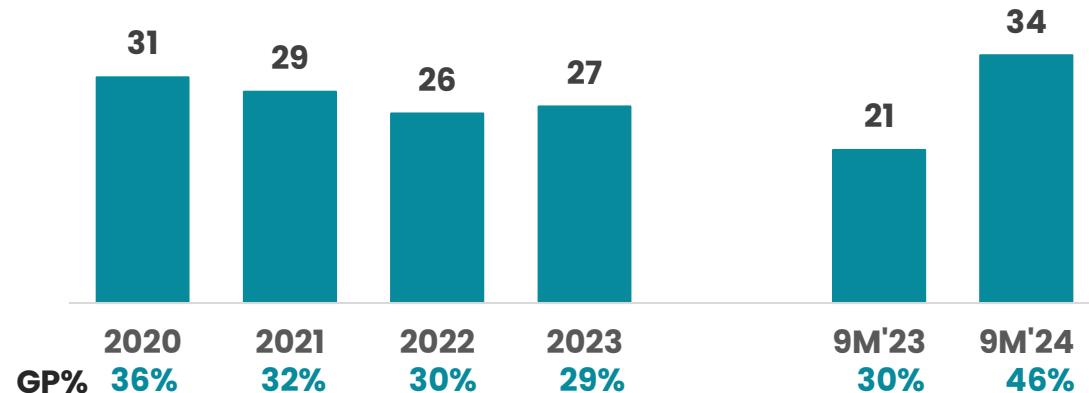
Data Service

CAGR = 3%



Data Center

CAGR = -5%



Performance & Update – 9M 2024

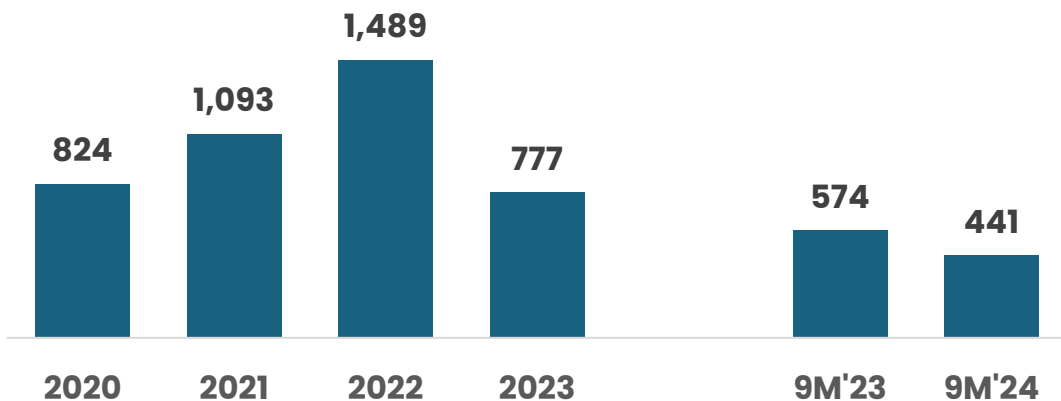
Non-Recurring Business



Revenue

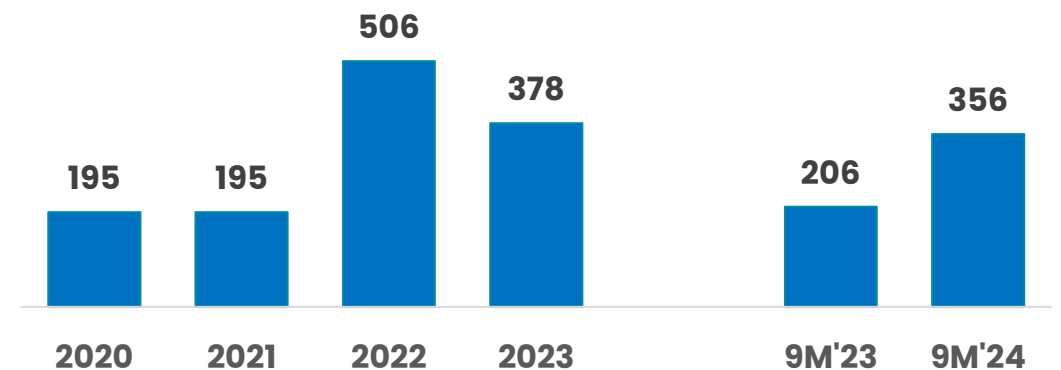
ITEL

CAGR = -2%



BLUE

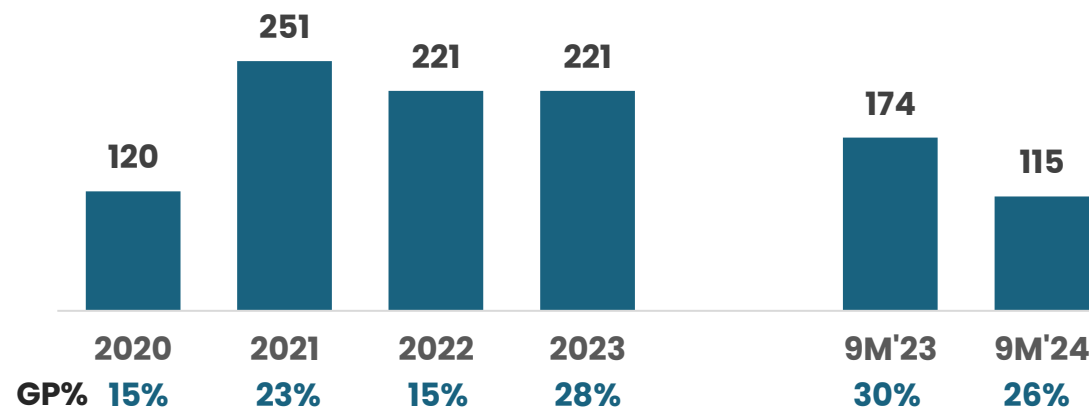
CAGR = 25%



Gross Profit

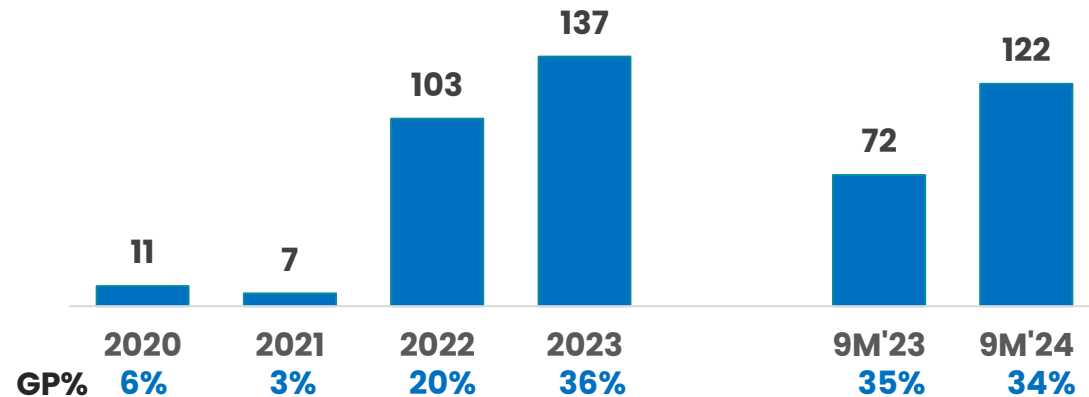
ITEL

CAGR = 23%



BLUE

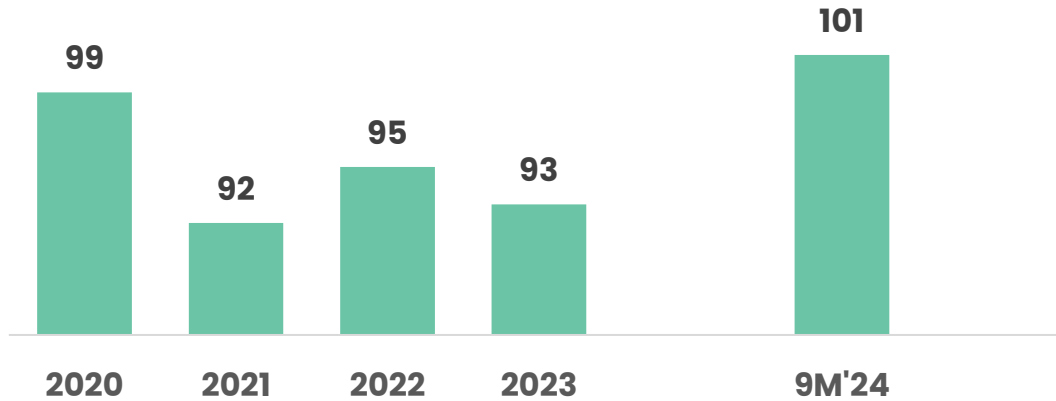
CAGR = 132%



Revenue

Service

CAGR = -2%

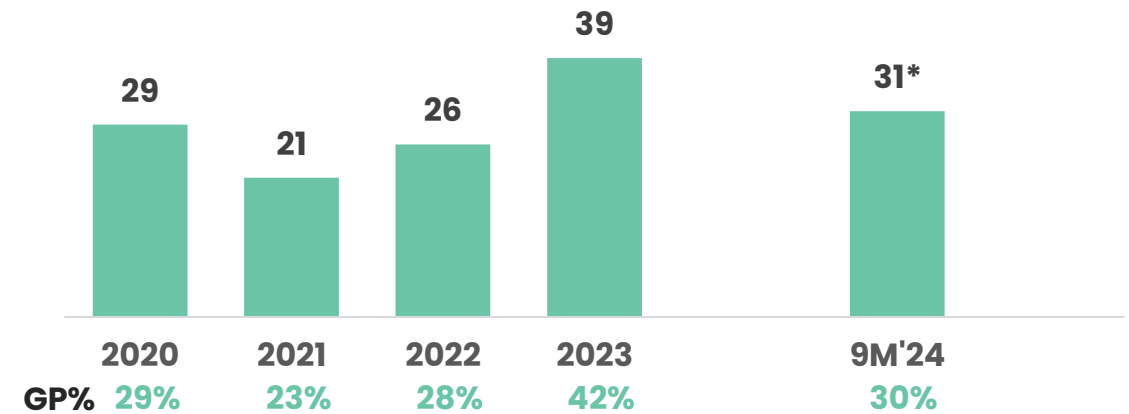


- GLS Closing Period is 31 August.
- Before Acquisition Period: 2020 – 2023
- After ITEL Acquisition: 2024

Gross Profit

Service

CAGR = 10%



GLS Revenue Separate into 2 Segments

- Medical Equipment Services
 - Revenue = 55.24 MB
 - Gross Profit = 25.91 MB (47%)
- Sales of Medical Equipment
 - Revenue = 45.44 MB
 - Gross Profit = 4.79 MB (11%)

Performance & Update – 9M 2024

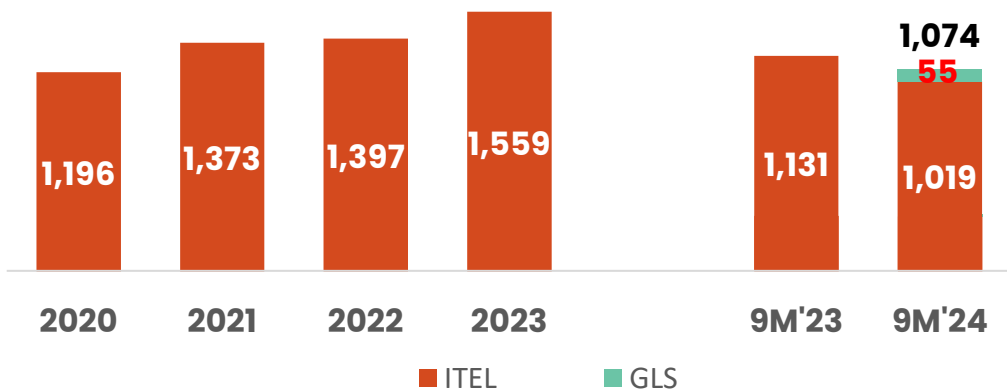
Consolidated



Revenue

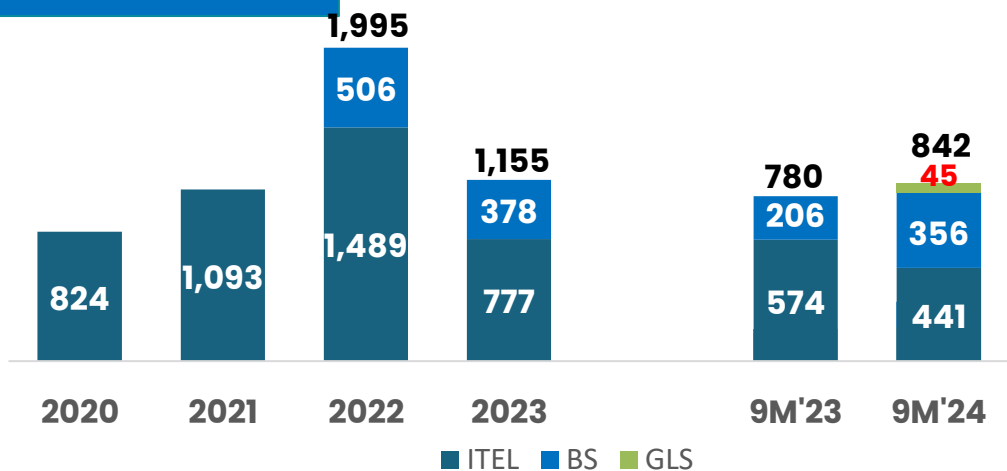
RECURRING

CAGR = 9%



NON-RECURRING

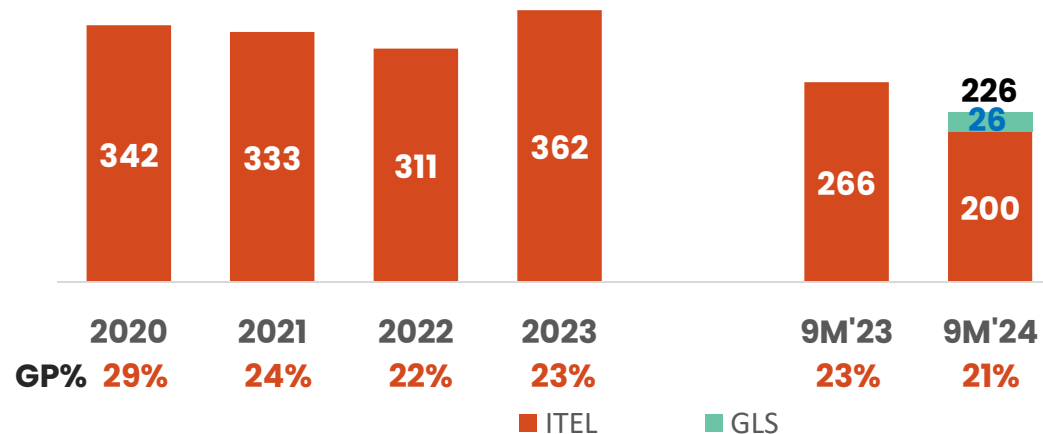
CAGR = 12%



Gross Profit

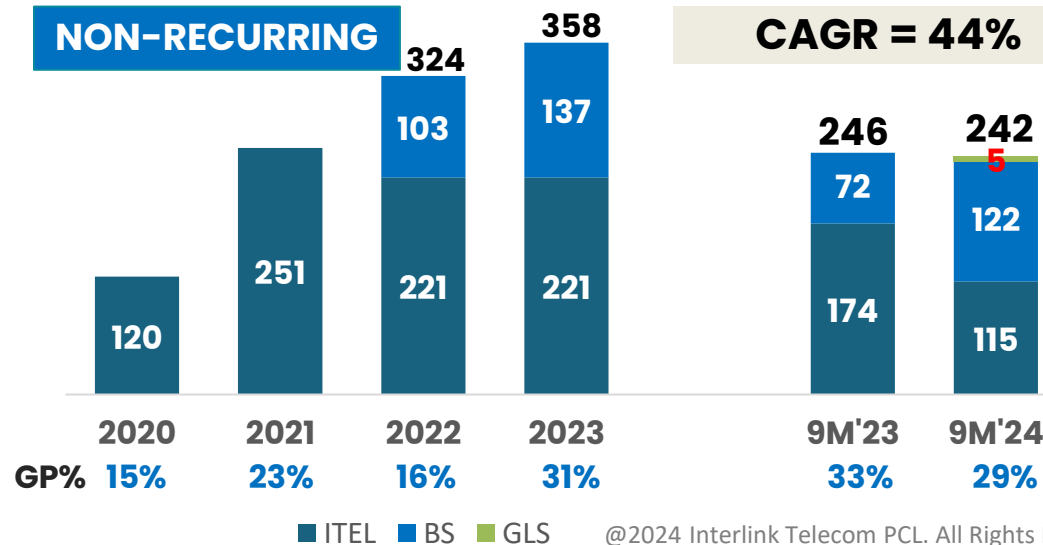
RECURRING

CAGR = 2%



NON-RECURRING

CAGR = 44%



Performance & Update – Q3 2024

Contracts on Hand as at 30 September 2024

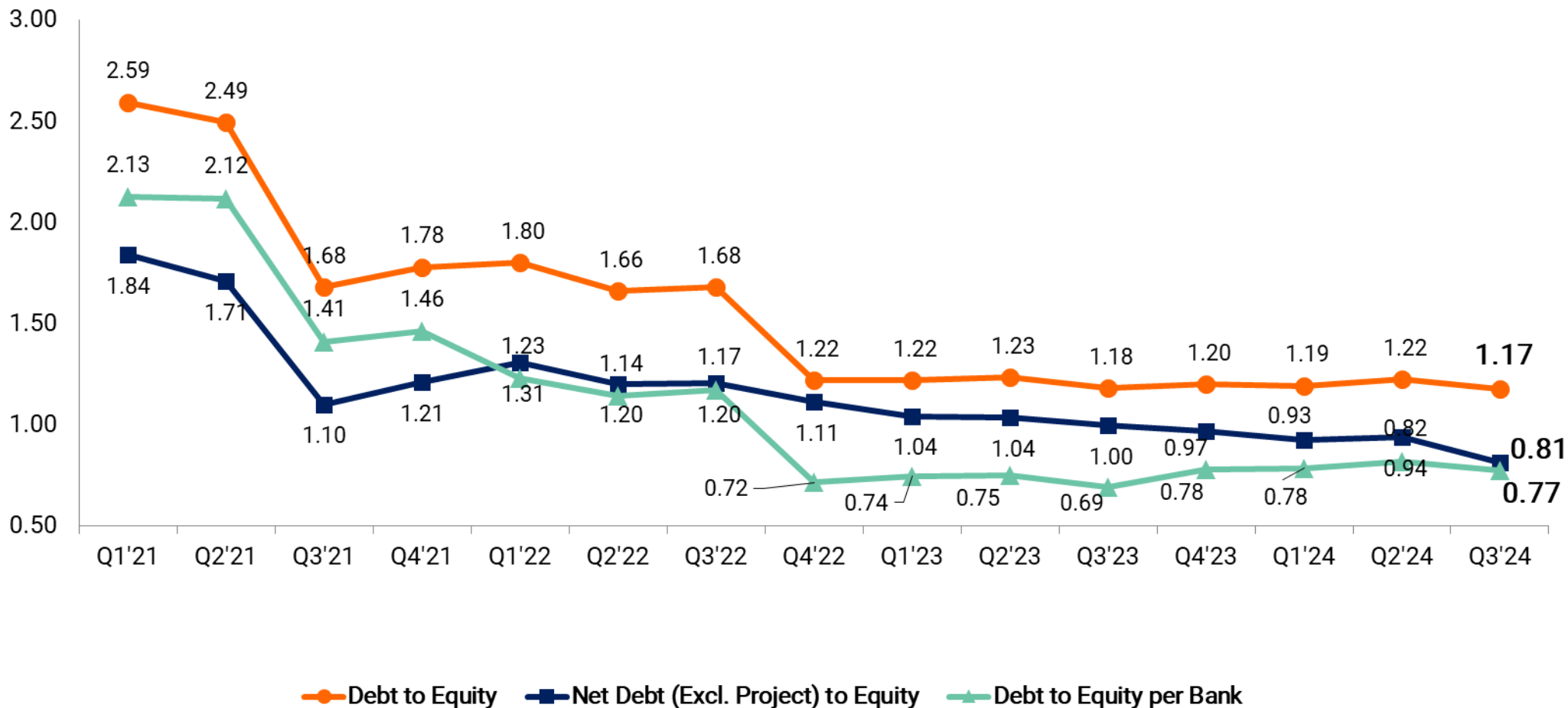


	Information as of Q3 2024					Q2 2024 Total
	2024	2025	2026	2027 Onward	Total	
Bandwidth, DFI, IPLC, Course Online	194	348	194	74	810	920
USO2-DSV	87	257	-	-	344	431
DATA SERVICE	281	605	194	74	1,154	1,351
						59%
DATA CENTER	18	54	8	1	81	99
						4%
GLS	15	18	6	3	42	40
						2%
INSTALLATION (ITEL)	268	192	38	8	506	785
						26%
INSTALLATION (BLUE)	51	69	34	29	183	236
						9%
INSTALLATION (Est. Timeline)	319	261	72	37	689	1,021
						35%
TOTAL CONTRACTS IN HAND	633	938	280	115	1,966	2,511

Recurring Data Service Contracts will expire in 2024 totally amounted to 138 million Baht with renew rate at 90%.



Debt to Equity Ratio





WE SERVE THE BEST CONNECTIVITY

03

2024 Journey

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 Ministry of Higher Education 60 MB
- Cloud for Budget Bureau 40 MB
- AR VR for Museum Project 27 MB

Non-Recurring:

- OSP - MA 72 MB => Extended for 3 Months in North Region = 11 MB, NorthEast = 44 MB, East = 17 MB
- USO WIFI extension 100 MB => Win Project and Got Award Letter on 8-Jul-24, Signed Nov-24
- BMA WIFI = 39 MB => Signed Oct-24
- PEA Fiber Installation, 700 Km. = 56 MB, and 100 Km. = 8 MB => Signed Oct-24, Nov-24
- ***Finger Scan System for Police 329 MB (Consortium) => Bid Complete in Sep'24, Waiting for Announcement**
- Fiber Installation for Railway 180MB

Recurring + Non-Recurring:

- USO 3 - Total Project Size of 5,862 MB => Focus on South Region = 1,240 MB

◆ Sale of Investment in Joint Venture

◆ *Shares of ETIX ITEL Bangkok Co., Ltd.*



The Board of Directors approved to sell 33.33% stake in ETIX ITEL Bangkok Co., Ltd., which operates the ETIX Bangkok#1 Data Center, to an unrelated company in France. This divestment aligns with the Company's strategic focus on strengthening our core connectivity business and expanding our cloud implementation capabilities in partnership with leading Hyperscaler providers.

This decision reflects our commitment to reallocating resources towards our primary business areas to ensure sustainable growth. By focusing on connectivity services and cloud solutions, the Company aims to enhance our position within the telecommunications industry and meet increasing client demand for integrated cloud-based services.

The sales of our stake in ETIX ITEL Bangkok Co., Ltd. is expected to improve our financial and operational agility, allowing us to reinvest in key growth areas without compromising our dedication to high-quality service delivery. While this transaction is not anticipated to significantly affect the Company's revenue or net profit immediately, we believe it positions us well for long-term success.



ETIX
EVERYWHERE
Smart Data Centers

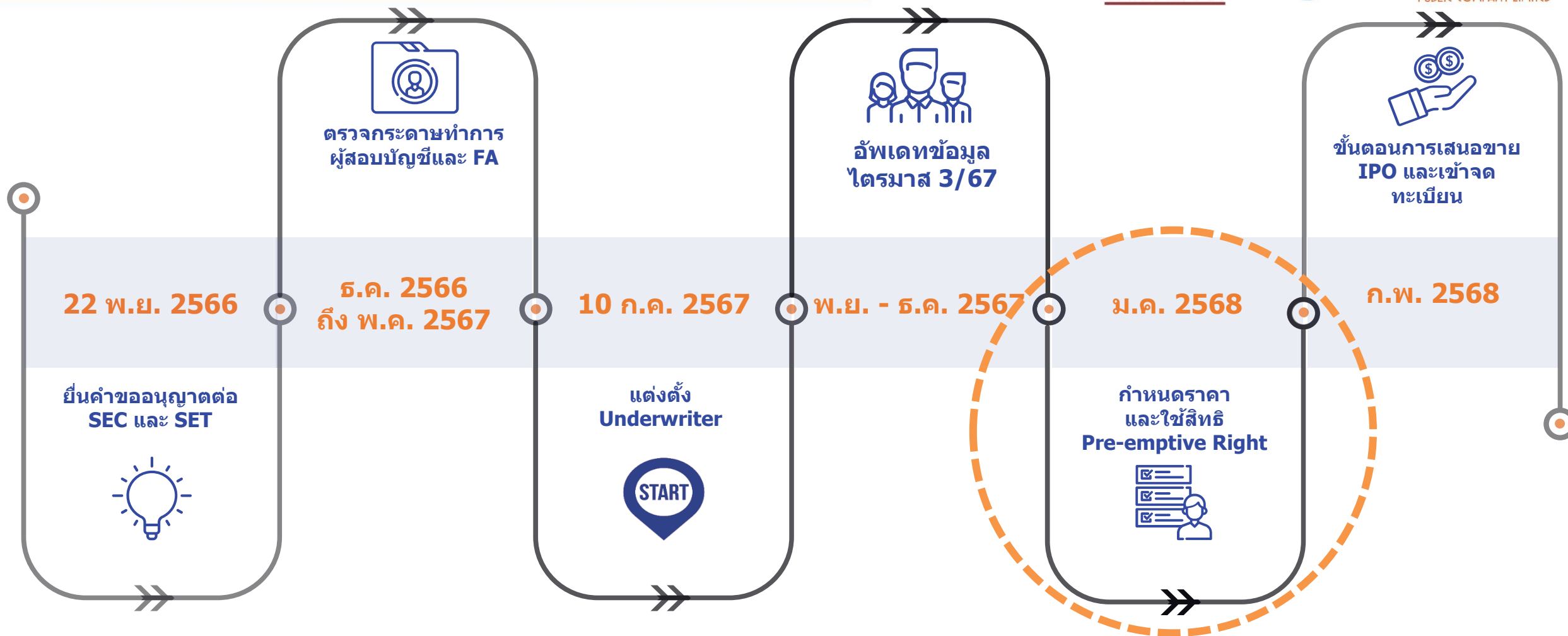
Investments in Blue Solutions

Blue Solutions IPO Timeline

BLUE
Solutions



Telecom
PUBLIC COMPANY LIMITED



บริษัท บลู โซลูชั่น จำกัด (มหาชน) ได้รับอนุมัติการขยายระยะเวลาการอนุญาตให้เสนอขายหุ้นที่ออกใหม่
ต่อประชาชนออกไปจนถึงวันที่ 15 พฤษภาคม 2568



Telecom
PUBLIC COMPANY LIMITED

ITEL Company Visit

เปิดรับนักลงทุนเพื่อเยี่ยมชมบริษัทฯ
พร้อมรับฟังข้อมูลผลการดำเนินงานประจำปี 2567
และทิศทางกลยุทธ์ของบริษัทในปี 2568

ในวันพุธที่ 18 ธันวาคม 2567 เวลา 14.00 - 16.00 น.
ณ ห้อง ITEL Auditorium ชั้น 2 อาคารอินเตอร์ลิงค์ เทเลคอม
บริษัท อินเตอร์ลิงค์ เทเลคอม จำกัด (มหาชน)

ลงทะเบียนได้ตั้งแต่วันที่ -12 ธันวาคม 2567

สมัครเข้าร่วมกิจกรรมได้ที่ : www.interlinktelecom.co.th

อาคารอินเตอร์ลิงค์ เทเลคอม

ที่อยู่ : เลขที่ 48/66 ซ.รุ่งเรือง ถ.รัชดาภิเษก แขวงสามเสนนอก เขตห้วยขวาง กรุงเทพฯ 10310

หมายเหตุ : สำรองที่นั่งได้ท่านละ 1 ที่นั่ง และไม่สามารถโอนสิทธิ์ให้ผู้อื่นได้





WE SERVE THE BEST CONNECTIVITY

04 Q & A




WE SERVE THE BEST CONNECTIVITY

THANK YOU



FOLLOW
US ON



 0 2666 2222

 info@interlinktelecom.co.th

 [InterlinkTelecomPublicCompanyLimited](#)

 ITEL CHANNEL