



WE SERVE THE BEST CONNECTIVITY

# Opportunity Day Q4 2024

4 March 2025

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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.

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- 1** ITEL Group Overview
- 2** Performance Update 2024
- 3** 2025 Journey
- 4** Q&A



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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



- ITEL  
W1

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
- ID

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)
- ITEL  
W2

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
- ITEL  
W3

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.
- G

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
- G+

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 (Change to "Interlink Health Technology Co., Ltd.") 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
- S

2567

- Approved the plan of issuance and offering of newly-issued ordinary shares of Blue Solutions Public Company Limited totalling 60 million shares at par value of Baht 1 each, in the initial public offering (IPO)
  - Sold the shares of ETIX ITEL Bangkok Company Limited, a joint venture, to an unrelated company in France. The transaction expected to be completed in 2024.

# 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

51%



## Blue Solutions Plc.

- Specialized in state of the art, innovative and integrated IT solutions including consultancy services, project design, project management, turnkey solutions and annual maintenance contracts

100%



## Interlink Health Technology Co., Ltd.

- Provide medical equipment services

# 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

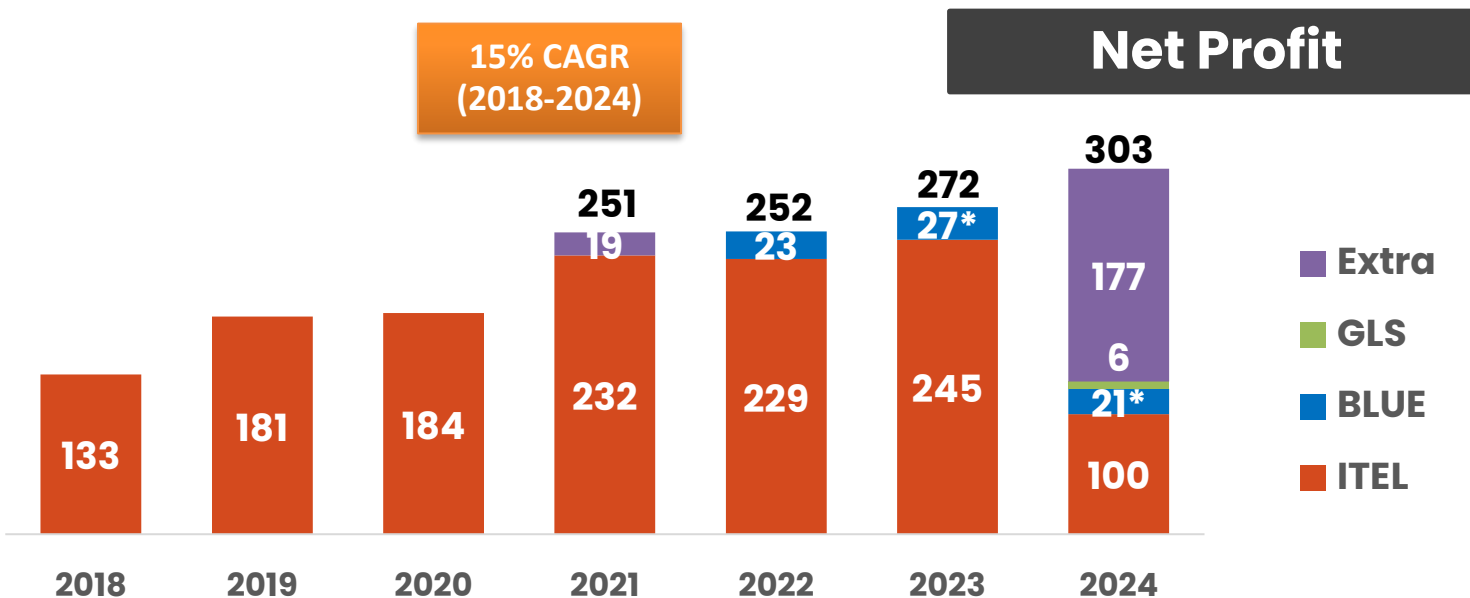
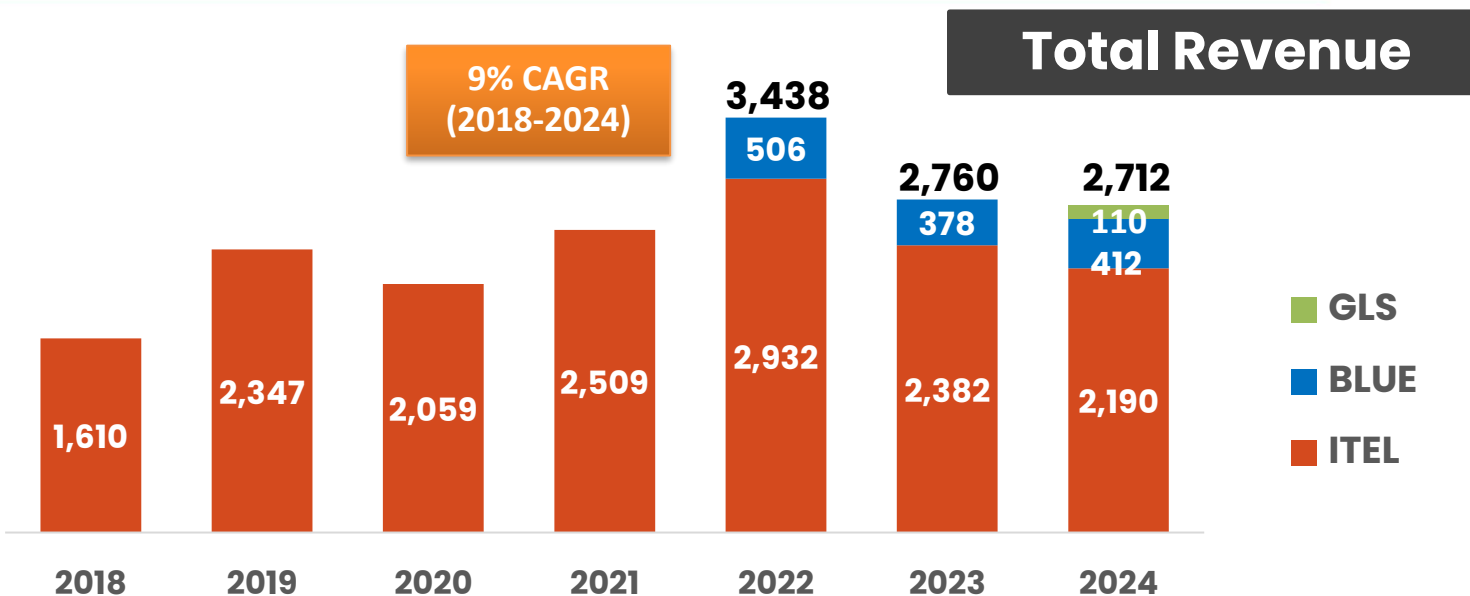
# Performance Update 2024

# Performance & Update – 2024

## Revenue & Net Profit



Unit : Million Baht



### Overview 2024

#### Data Service

- #of new circuit in 2024 is **1,825+**
- #of customer increase to **1,045 (Dec'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;
  - AWN Project 107 MB
  - New e-Budgeting 86 MB
  - Solar Cell Base Station 80 MB
  - PMCM PEA 68 MB
  - Network installation in the housing development (RW) 42 MB
  - CCTV & Smart Security 40 MB
  - Contribute of BS 412 MB

#### Extra Profit

- Gain on Bargain Purchase arising from GLS acquisition by 54 MB
- Net Profit from Sales of JV Shares (ETIX ITEL Bangkok Co., Ltd.) = 70 MB
- Reversal of realized loss on JV accumulated since 2016 = 53 MB

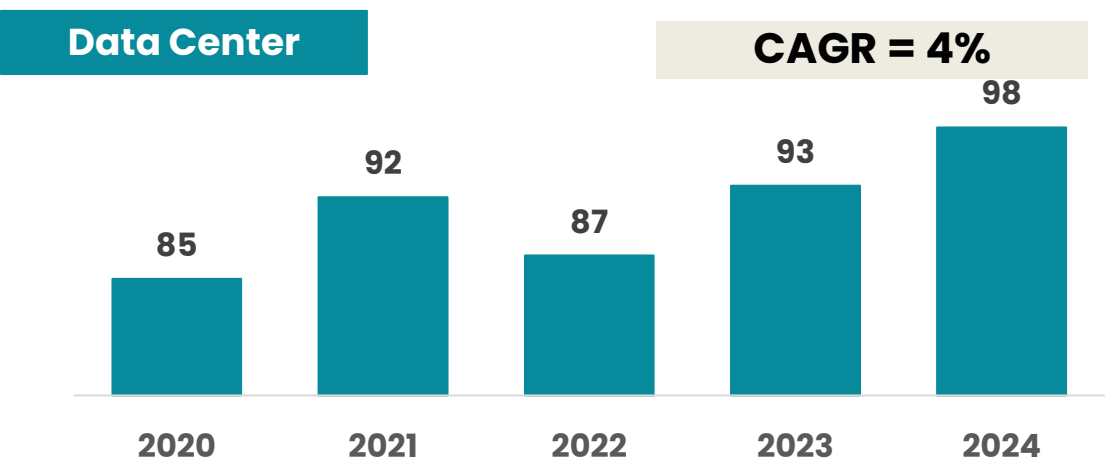
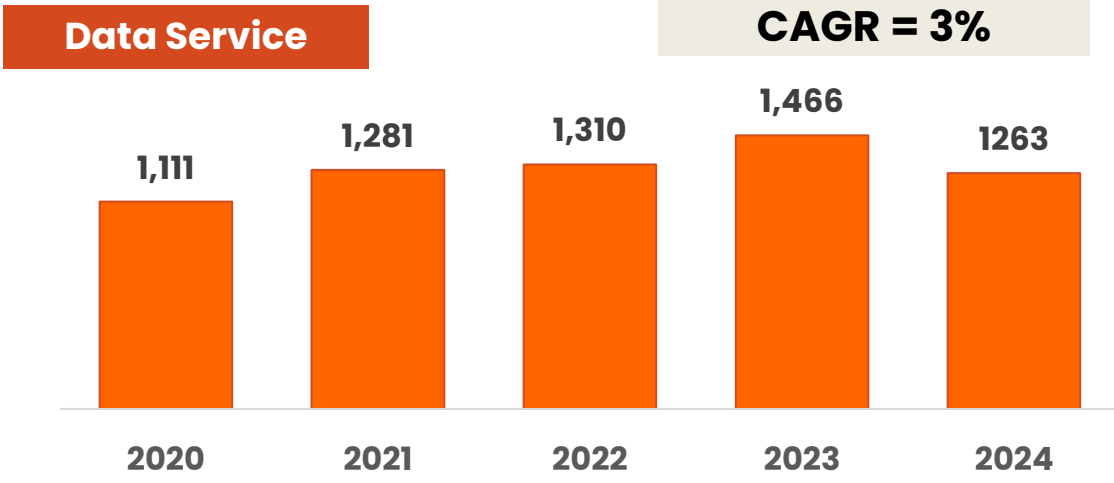
#### \*BLUE

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

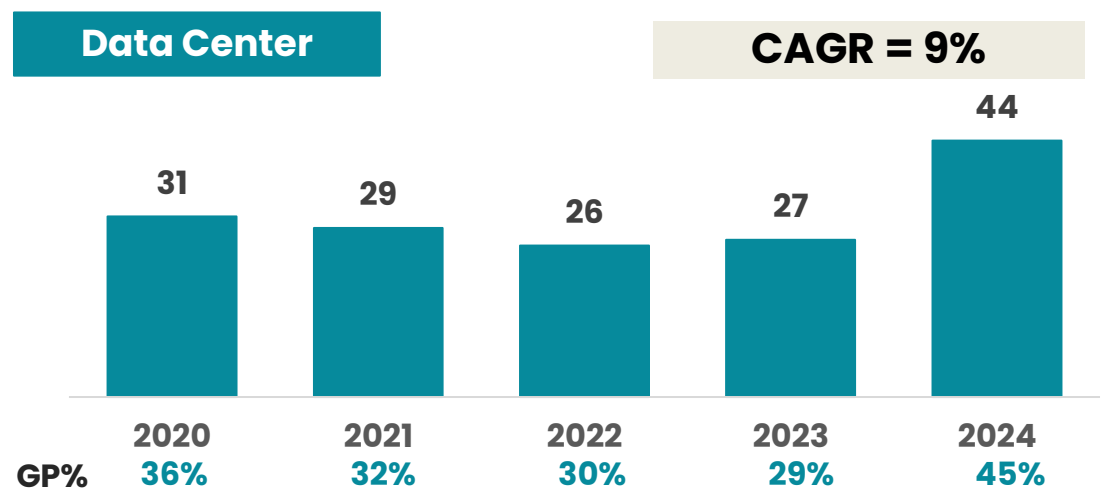
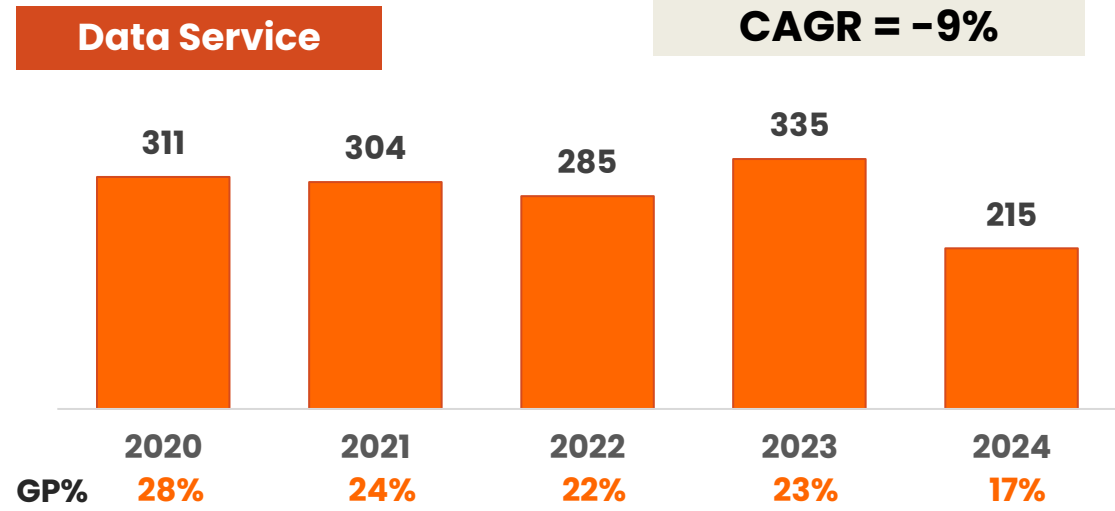
## Recurring Business



### Revenue



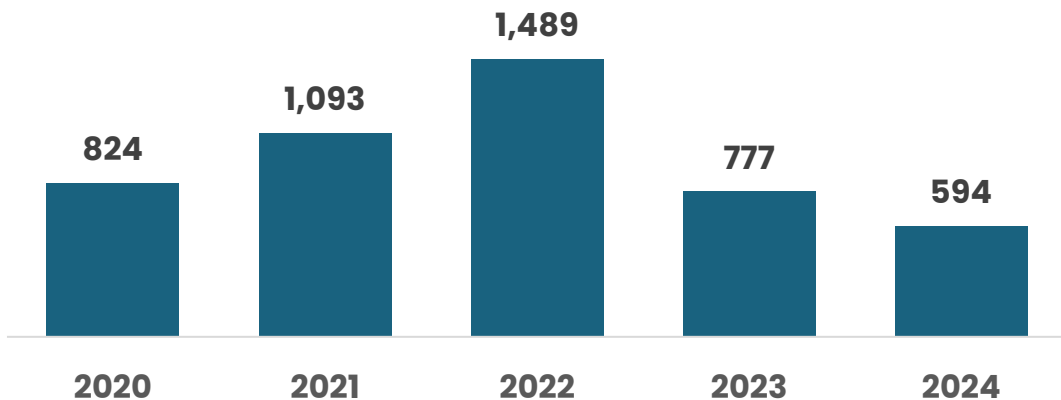
### Gross Profit



**Revenue**

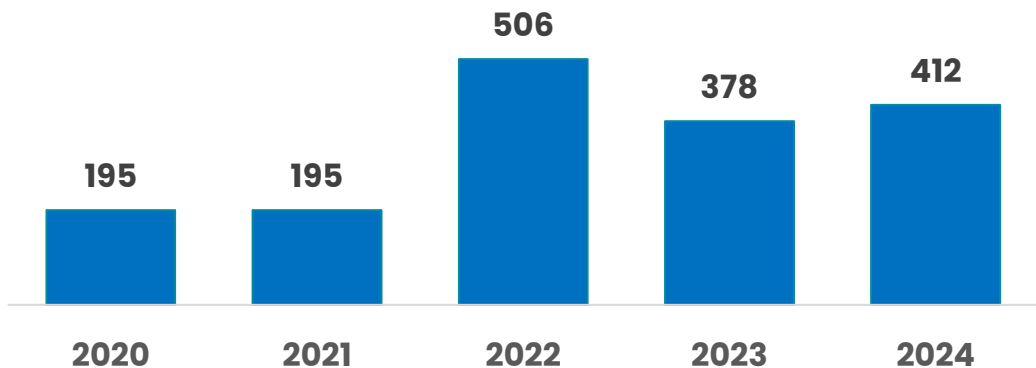
**ITEL**

**CAGR = -8%**



**BLUE**

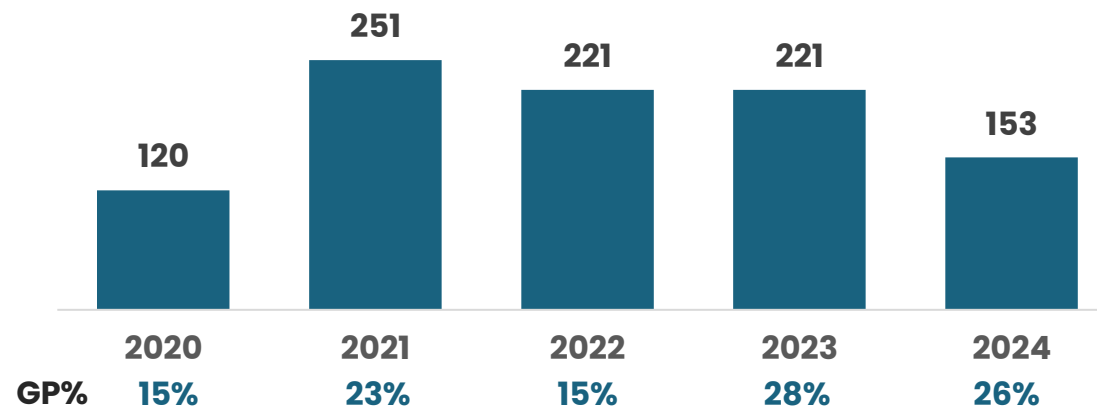
**CAGR = 21%**



**Gross Profit**

**ITEL**

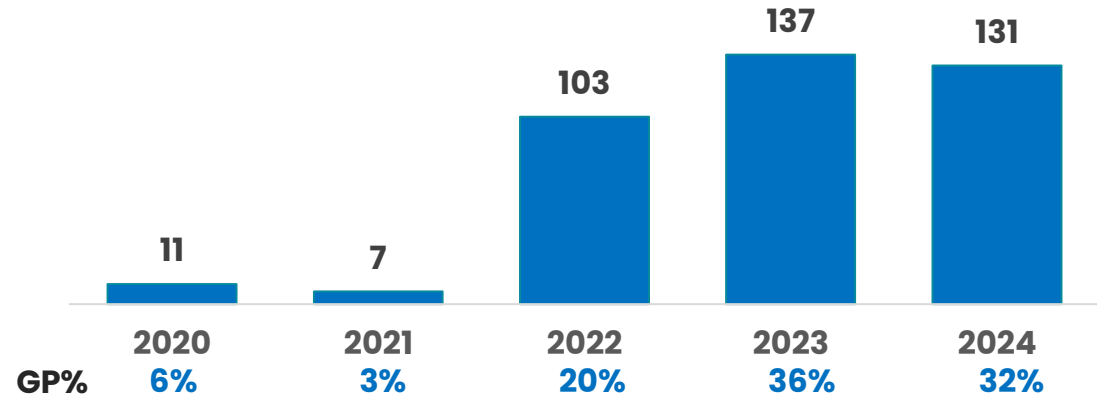
**CAGR = 6%**



**GP%** 15% 23% 15% 28% 26%

**BLUE**

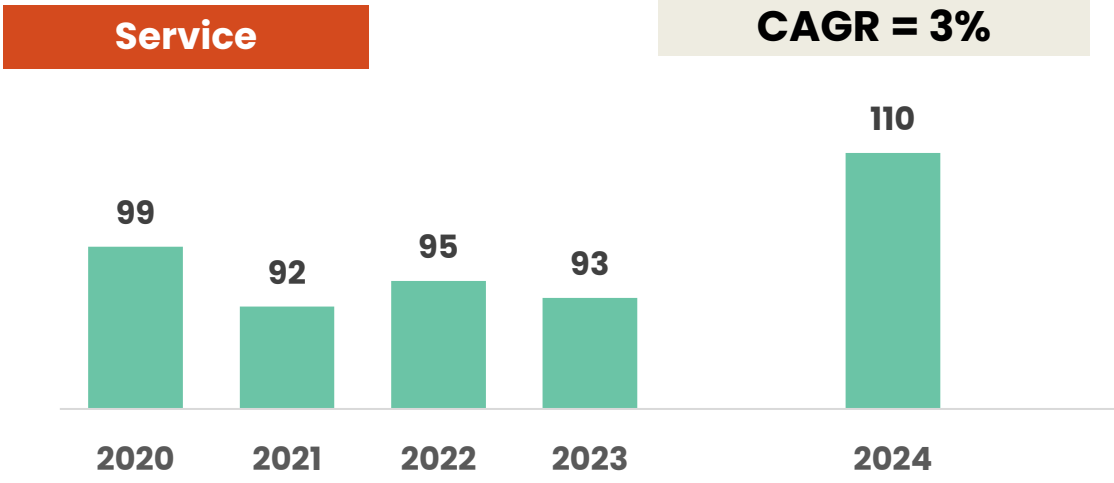
**CAGR = 86%**



**GP%** 6% 3% 20% 36% 32%

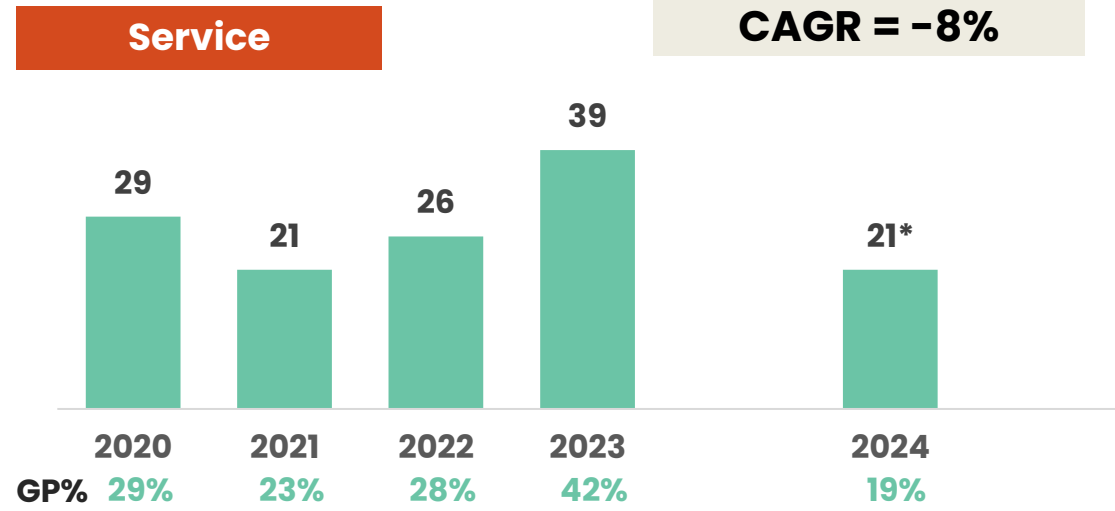


### Revenue



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

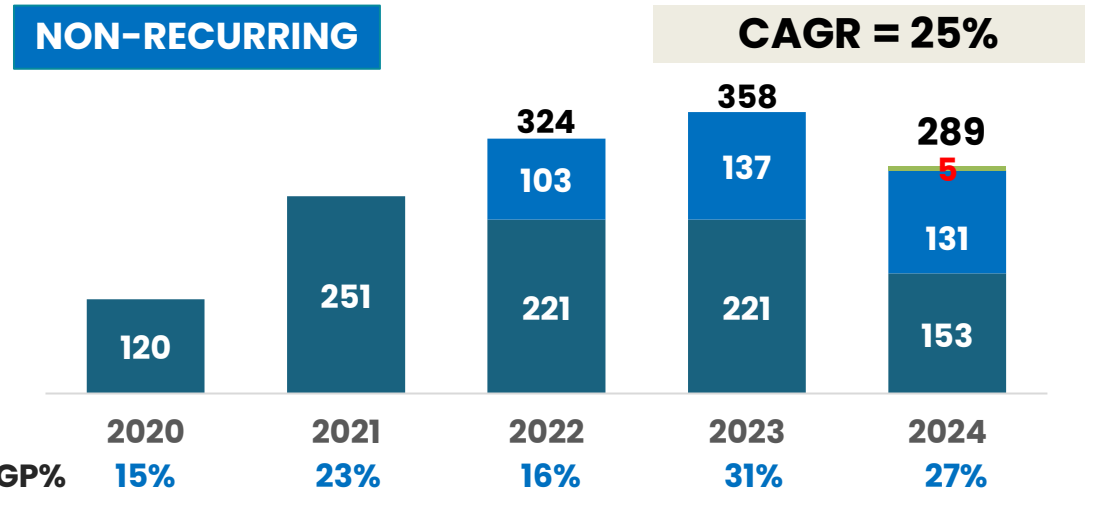
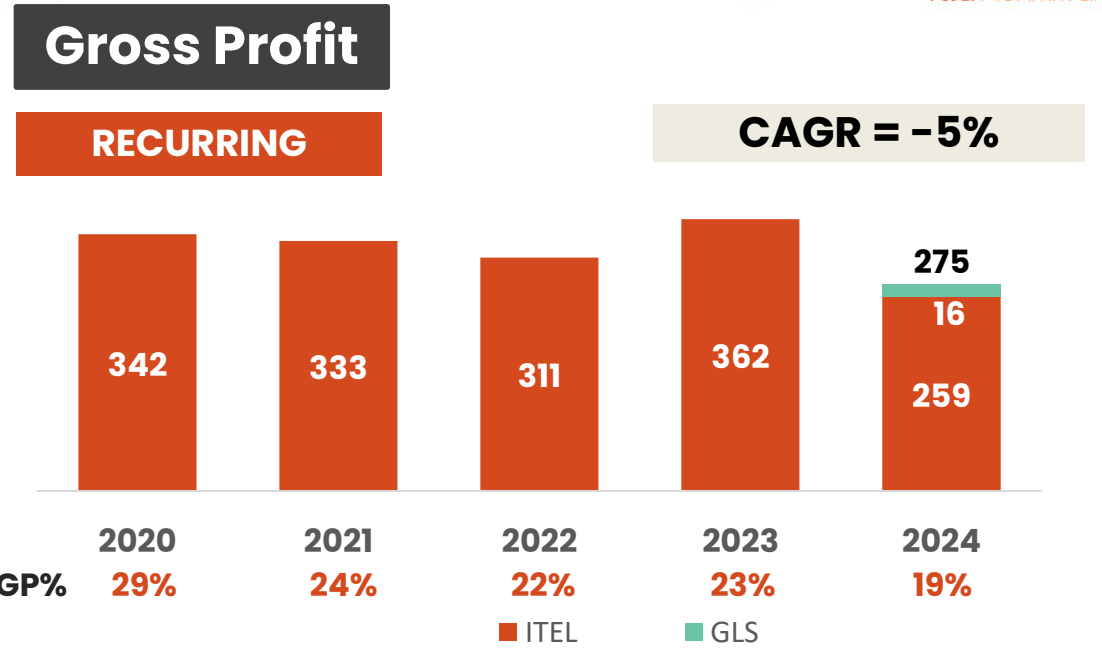
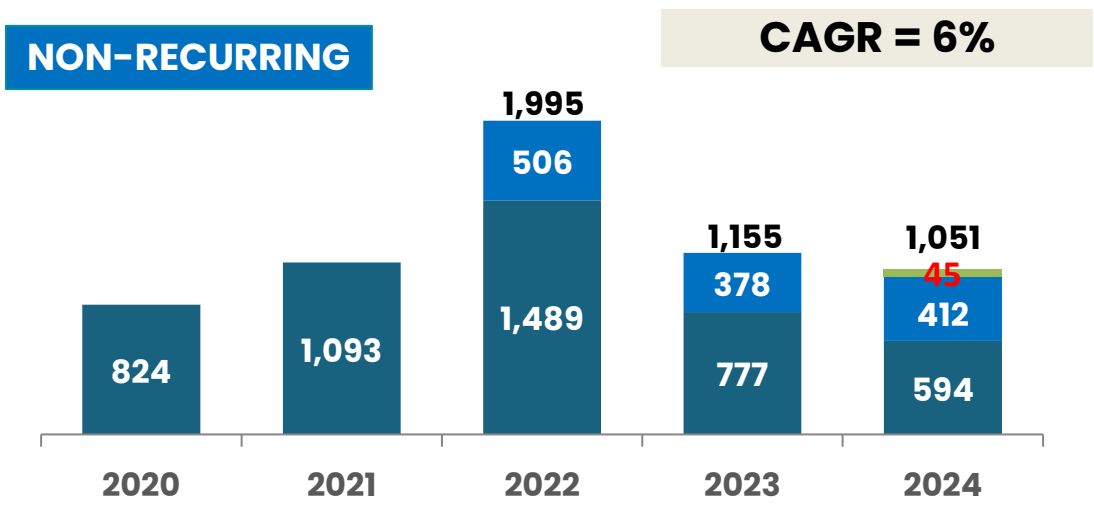
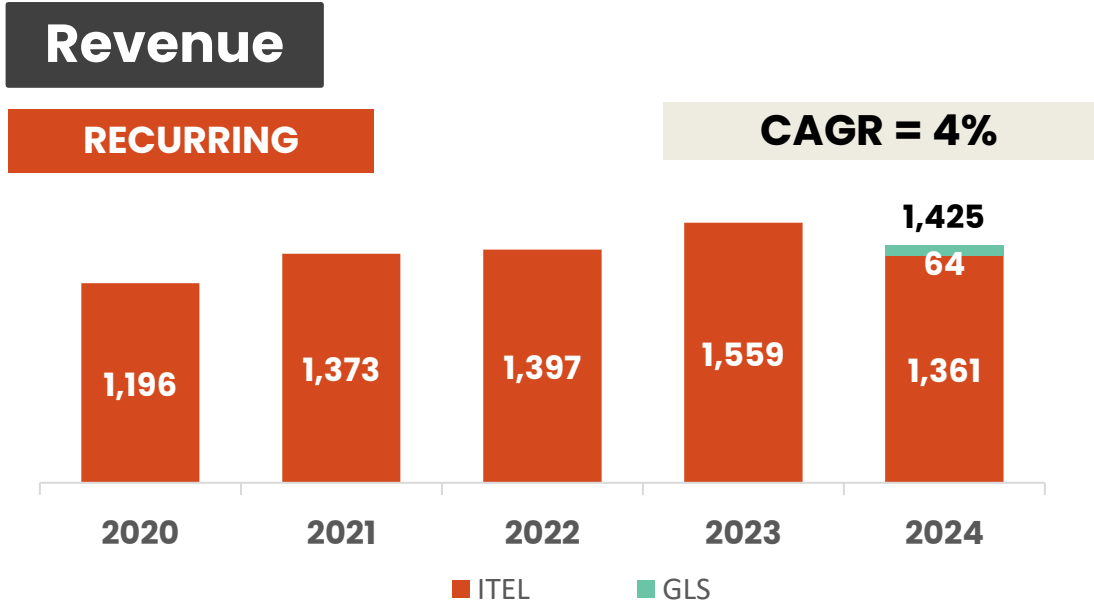
### Gross Profit



- GLS Revenue Separate into 2 Segments**
  - **Medical Equipment Services**
    - Revenue = 64.13 MB
    - Gross Profit = 15.75 MB (25%)
  - **Sales of Medical Equipment**
    - Revenue = 45.44 MB
    - Gross Profit = 4.79 MB (11%)



Consolidated



# Performance & Update – 2024

## Contracts on Hand as at 31 December 2024

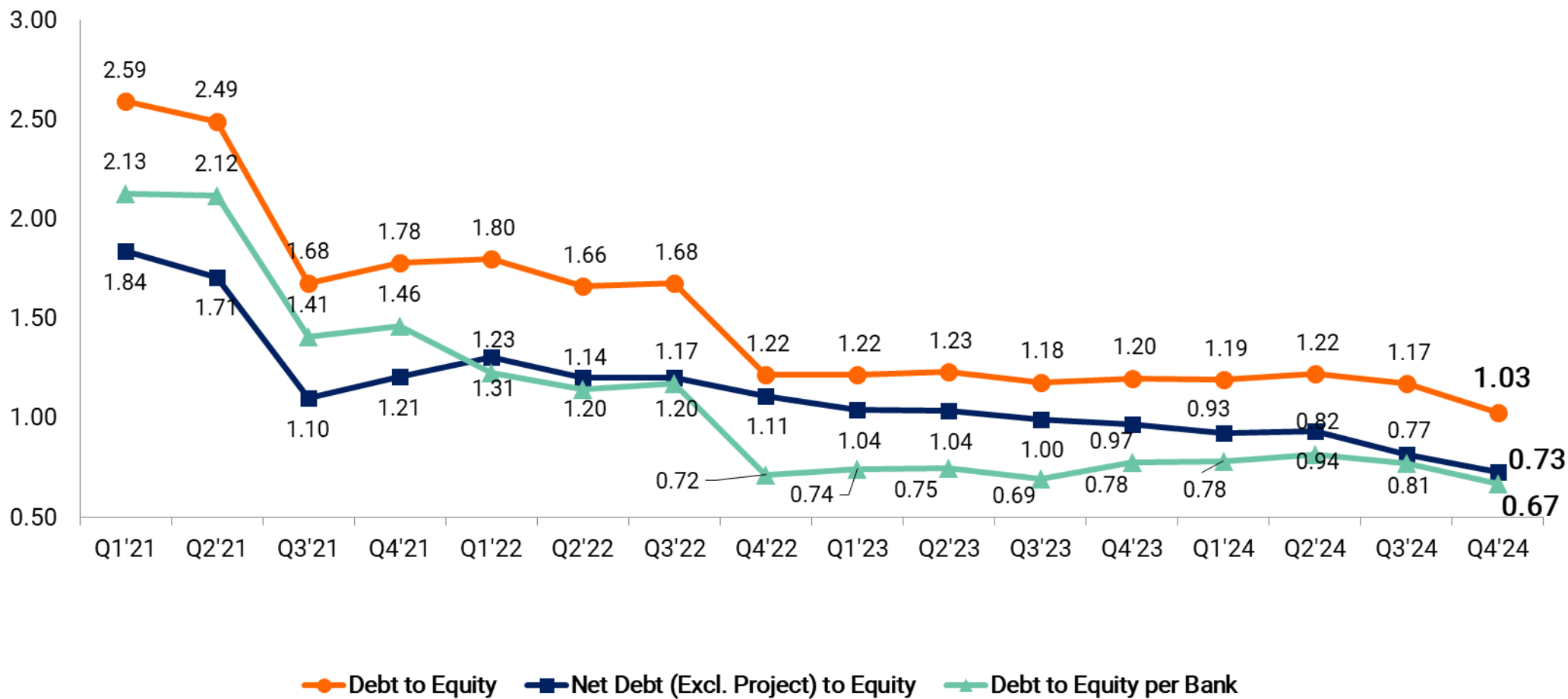


	Information as of Q4 2024					Q3 2024 Total
	2025	2026	2027	2028 Onward	Total	
Bandwidth, DFI, IPLC, Course Online	468	174	59	50	751	810
USO2-DSV	257	-	-	-	257	344
<b>DATA SERVICE</b>	<b>725</b>	<b>174</b>	<b>59</b>	<b>50</b>	<b>1,008</b>	<b>1,154</b>
						<b>52%</b>
<b>DATA CENTER</b>	<b>58</b>	<b>11</b>	<b>4</b>	<b>6</b>	<b>79</b>	<b>81</b>
						<b>4%</b>
<b>GLS</b>	<b>29</b>	<b>6</b>	<b>3</b>	<b>-</b>	<b>38</b>	<b>42</b>
						<b>2%</b>
<b>INSTALLATION (ITEL)</b>	<b>537</b>	<b>41</b>	<b>8</b>	<b>-</b>	<b>586</b>	<b>506</b>
						<b>31%</b>
<b>INSTALLATION (BLUE)</b>	<b>130</b>	<b>31</b>	<b>28</b>	<b>21</b>	<b>210</b>	<b>183</b>
						<b>11%</b>
<b>INSTALLATION (Est. Timeline)</b>	<b>667</b>	<b>72</b>	<b>36</b>	<b>21</b>	<b>796</b>	<b>689</b>
						<b>41%</b>
<b>TOTAL CONTRACTS IN HAND</b>	<b>1,479</b>	<b>263</b>	<b>102</b>	<b>77</b>	<b>1,921</b>	<b>1,966</b>

**Recurring Data Service Contracts will expire in 2025 totally amounted to 208 million Baht with renew rate at 90%.**



Debt to Equity Ratio



## ITEL-W5

- Right Offering of ITEL-W5
- 5 Ordinary shares per 1 ITEL-W5
- Total ITEL-W5 issuing not exceeding 278 million units
- Exercised ratio at 1 ITEL-W5 to 1 new ordinary share
- Exercised price at Baht 2.00 each
- Having term of 1 year, could be exercised at the end of each quarter
- For shareholders whose name presented on May 16, 2025 **(XW)**
- 1<sup>st</sup> Trading Day is expected on June 12, 2025

## ITEL-W6

- Right Offering of ITEL-W6
- 4 Ordinary shares per 1 ITEL-W6
- Total ITEL-W6 issuing not exceeding 348 million units
- Exercised ratio at 1 ITEL-W6 to 1 new ordinary share
- Exercised price at Baht 3.00 each
- Having term of 3 years, could be exercised at the end of each quarter
- For shareholders whose name presented on May 16, 2025 **(XW)**
- 1<sup>st</sup> Trading Day is expected on June 12, 2025





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03

# 2025 Journey

### Recurring:

- Cloud Infrastructure for Budget Bureau Project : 67 MB, 1 Year Contract
- Augmented Reality for Ministry of Higher Education, Science, Innovation and Technology Project : 28 MB, 1 Year Contract
- Virtual Reality 4xD experience for Ministry of Higher Education, Science, Innovation and Technology Project : 60 MB, 1 Year Contract
- Data Center Improvement for The Secretariat of the Prime Minister (สสน.) : 18.9 MB, 1 Year Contract
- Data Center for GPF : 70 MB, 3 Years Contract

### Non-Recurring:

- RTAF Fiber Installation in NorthEast Region and Network Upgrade (8 MB) 27 + 8 = 35 MB

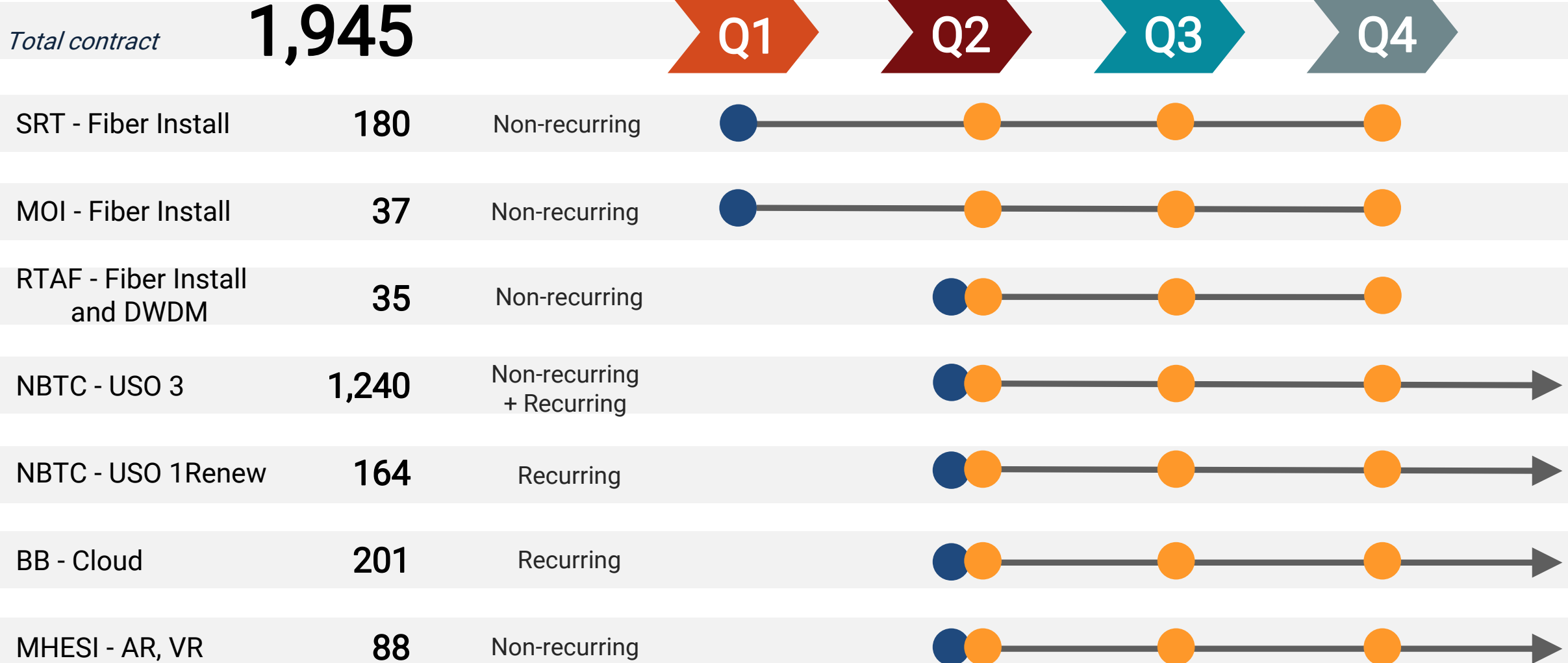
### Recurring + Non-Recurring:

- USO 3 - Focus on South Region : 1,240 MB (40% Non-Recurring, 60% Recurring), 5 Years Service => Expected Bidding in 2025
- USO 1 Renew Contract => 164 MB, 1 Year Service => Expected Contract Sign in Mar'25

## Y2025 Line-up Projects



Unit : Million Baht



# 2025 Target

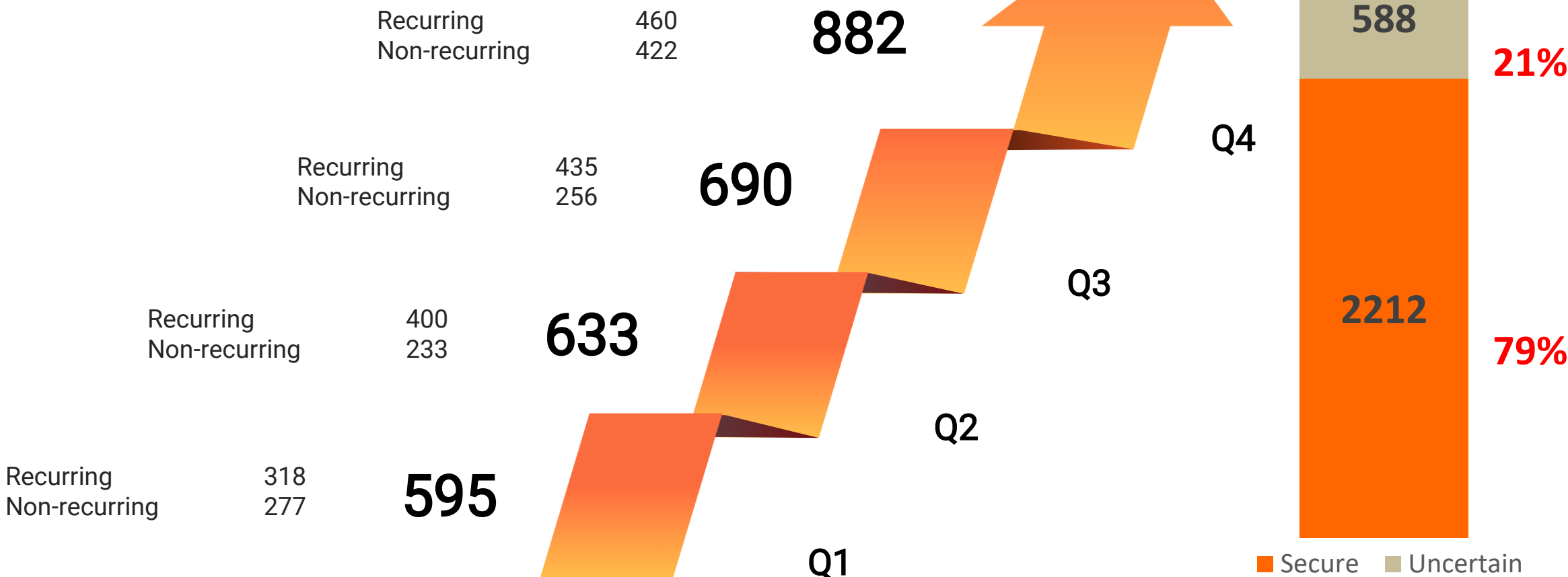
## Revenue and Operation Results

Unit : Million Baht



# 2,800

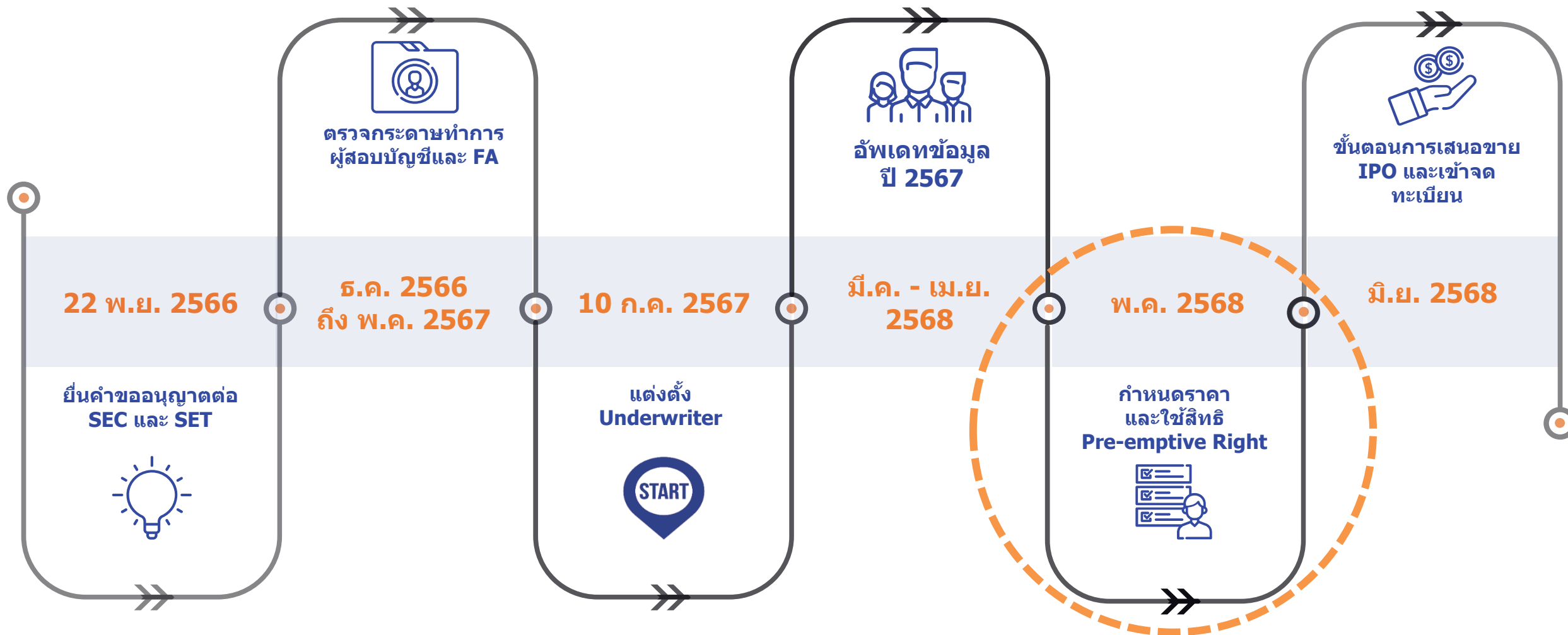
Total revenue



Secure Uncertain

# Investments in Blue Solutions

## Blue Solutions IPO Timeline







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# 04 Q & A



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# THANK YOU



FOLLOW  
US ON

