



WE SERVE THE BEST CONNECTIVITY

# Opportunity Day

## Q1 2025

27 May 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.

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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- 1** ITEL Group Overview
- 2** Performance Update 3M 2025
- 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



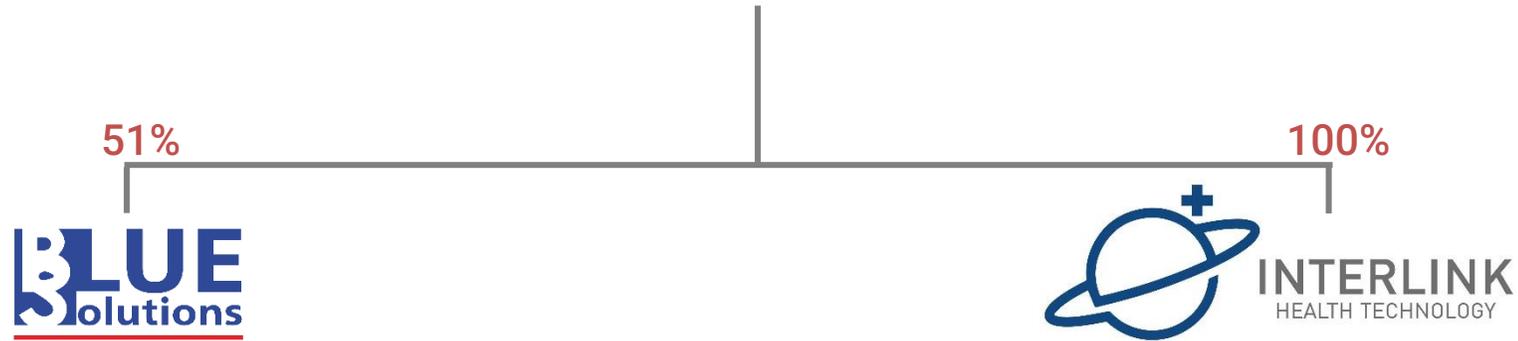
- 
**2561**
  - Increased registered capital to Baht 625 million as to reserve for the issuance of warrant to purchase ordinary shares of the Company (ITEL-W1)
  - ITEL-W1 maturity is 3 years from issue date of warrant. It can be exercised after the warrants are completed 2 years after issuance date 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 (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
- 
**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



### 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

### 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

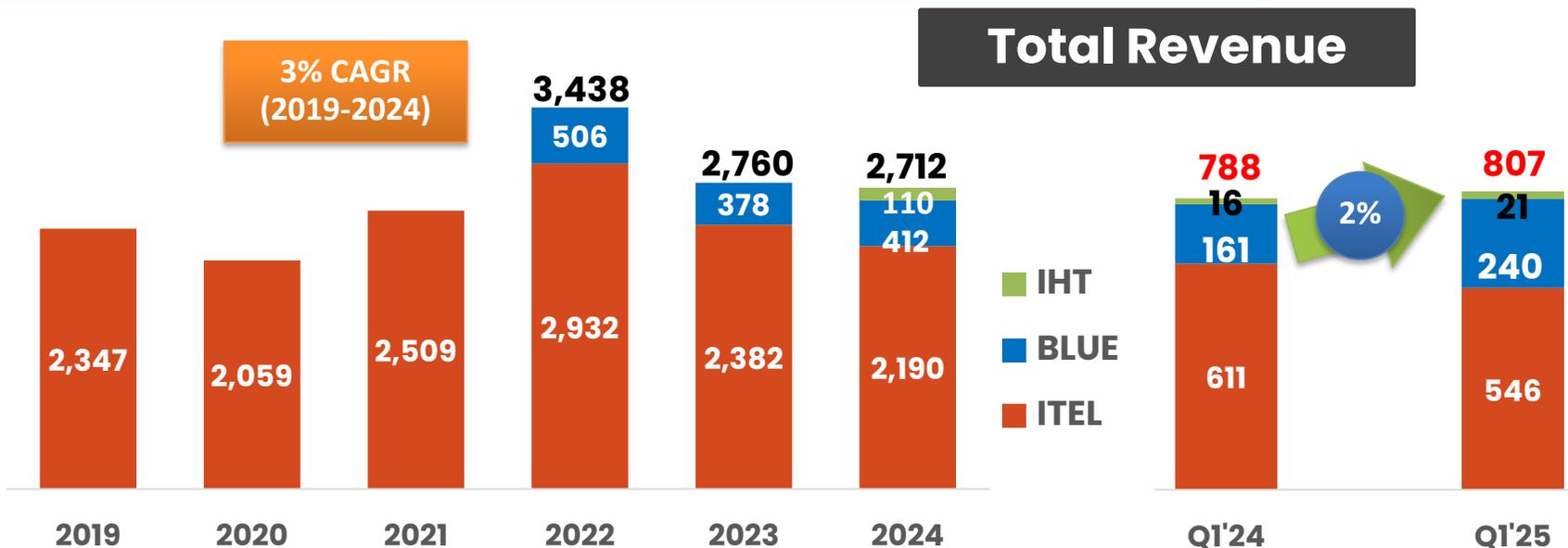
# Performance Update Q1 2025

# Performance & Update – Q1 2025

## Revenue & Net Profit



Unit : Million Baht



### Overview Q1 2025

#### Data Service

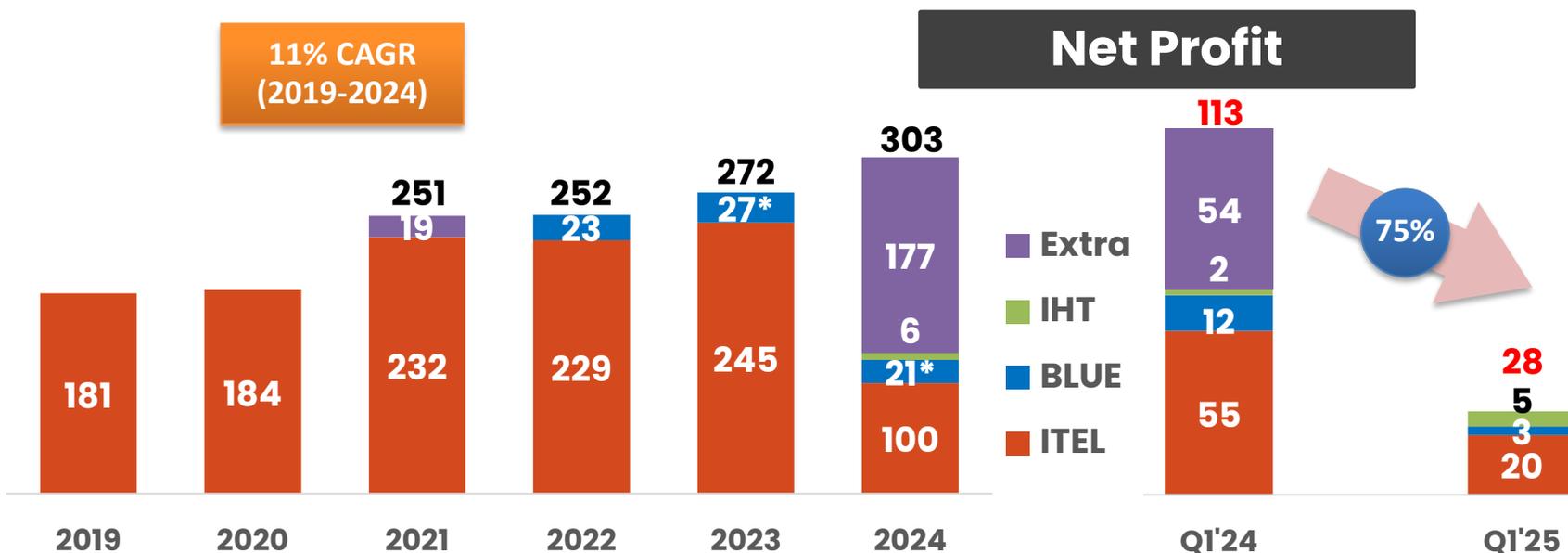
- #of new circuit in Q1 2025 is **320+**
- #of customer increase to **1,064 (Mar'25)** from 1,045 (Dec'24)
- % of SLA at **99.99%**

#### Data Center

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

#### Installation

- Major projects recognition are;
  - USO WIFI Extension **75 MB**
  - CCTV **18 MB**
  - PMCM PEA **17 MB**
  - PMCM AWN **17 MB**
  - Contribute of BS **240 MB**



#### Extra Profit

- Gain on Bargain Purchase arising from GLS acquisition by 54 MB during Q1'24

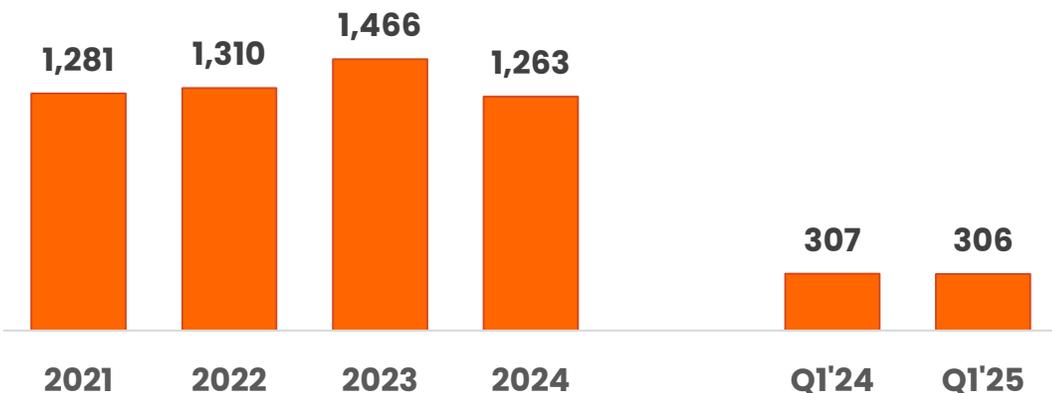
#### \*BLUE

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

### Revenue

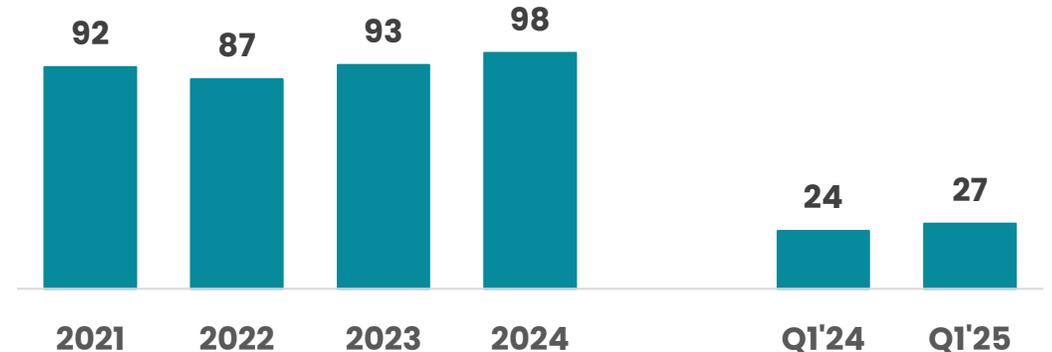
#### Data Service

CAGR = 0%



#### Data Center

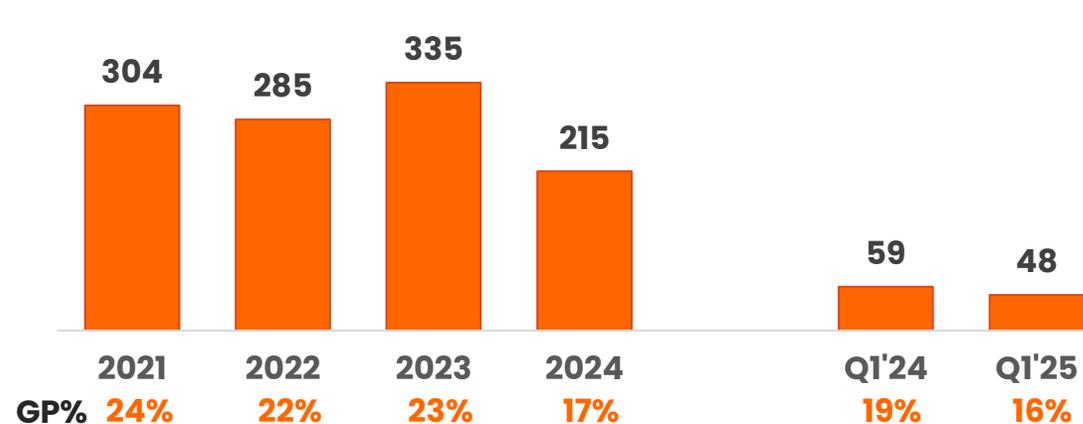
CAGR = 2%



### Gross Profit

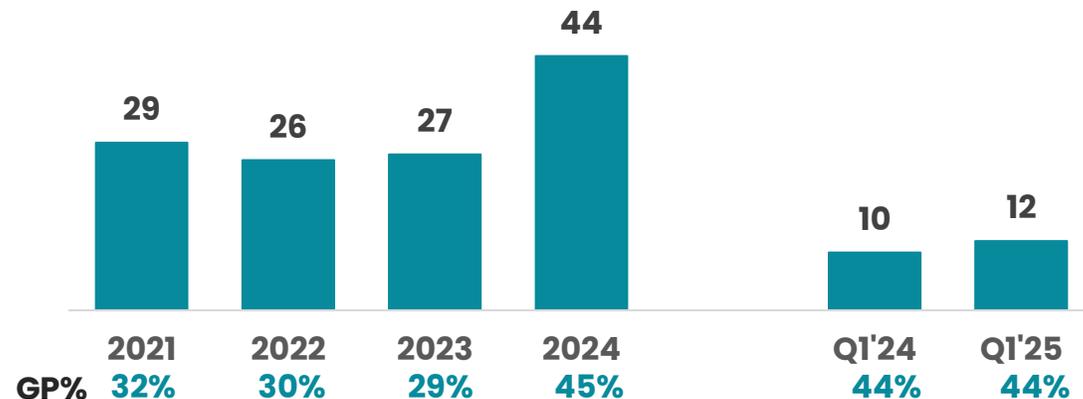
#### Data Service

CAGR = -11%



#### Data Center

CAGR = 15%



# Performance & Update – Q1 2025

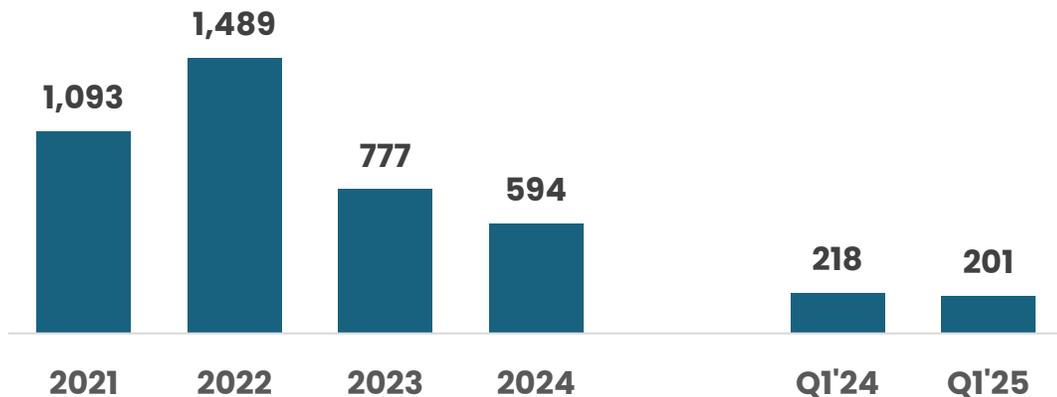
## Non-Recurring Business



### Revenue

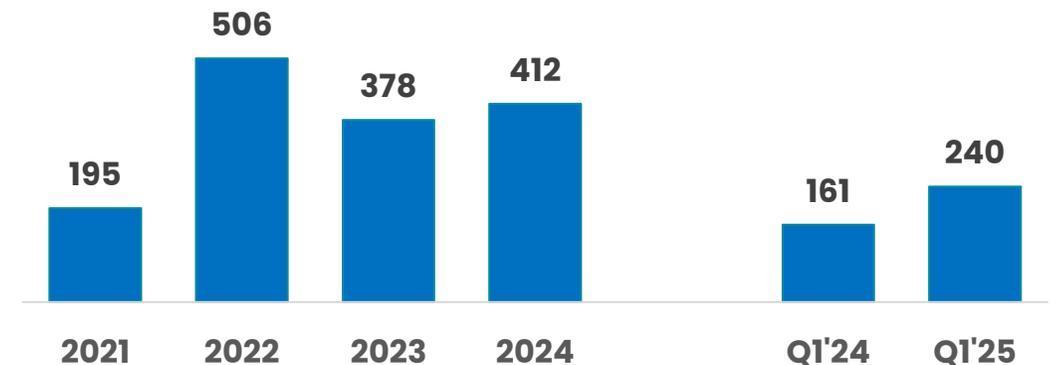
#### ITEL

CAGR = -18%



#### BLUE

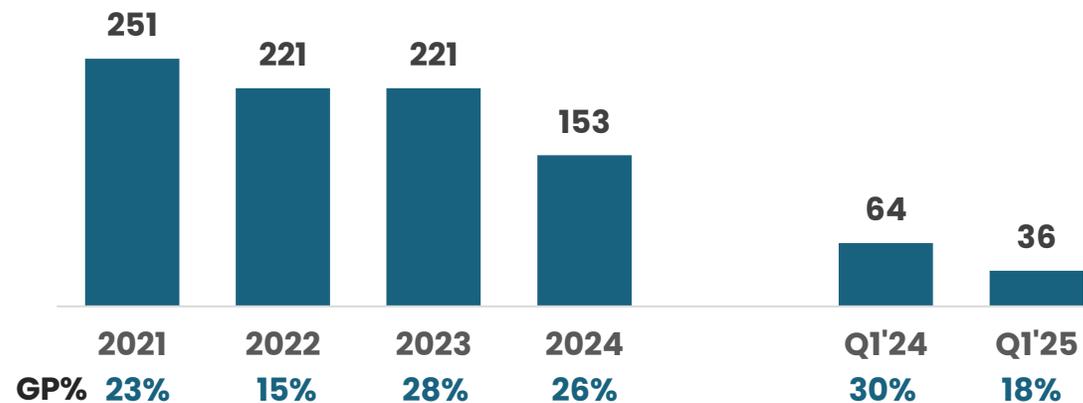
CAGR = 28%



### Gross Profit

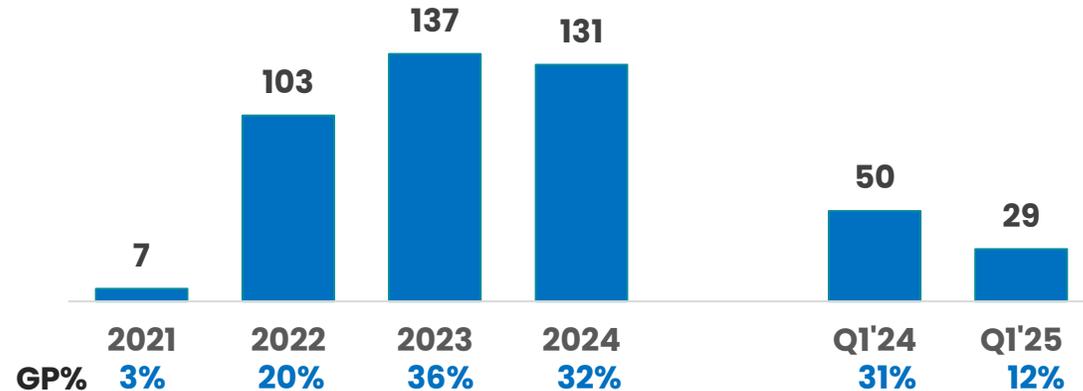
#### ITEL

CAGR = -15%



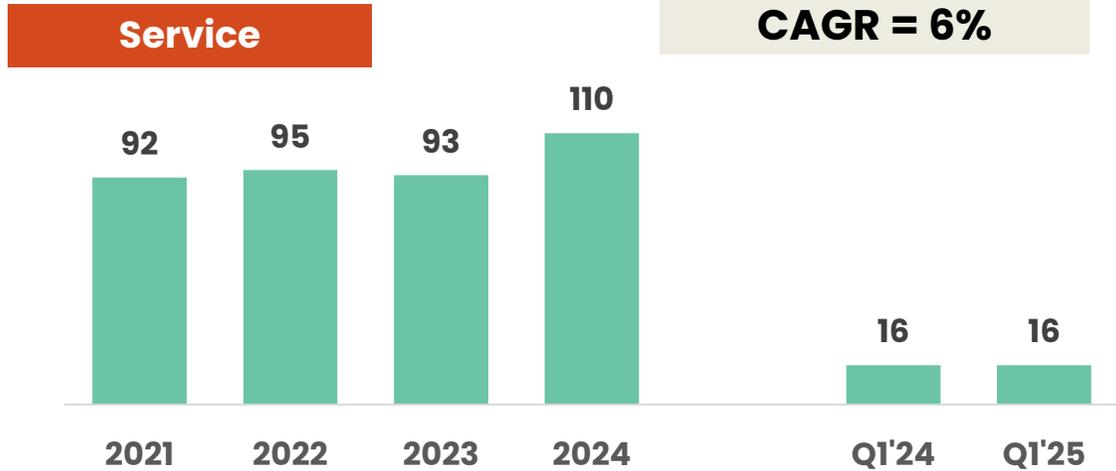
#### BLUE

CAGR = 165%



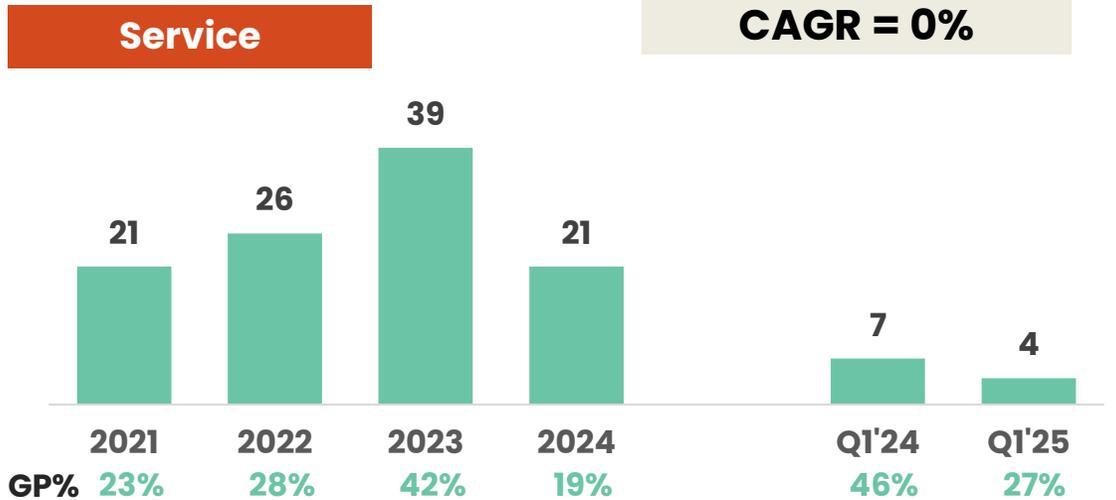


**Revenue**



- IHT Closing Period is 31 August.
- Before Acquisition Period: 2021 – 2023
- After ITEL Acquisition: 2024

**Gross Profit**



- IHT Revenue Separate into 2 Segments**
- **Medical Equipment Services**
    - Revenue = 16.29 MB
    - Gross Profit = 4.38 MB (27%)

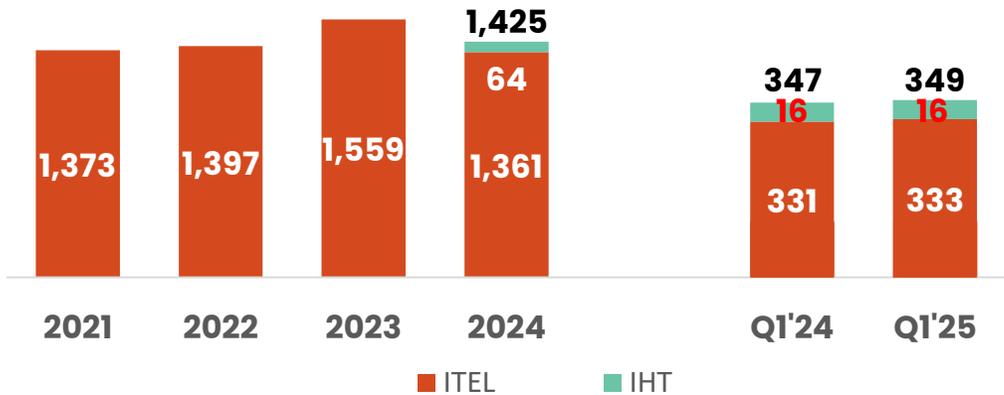
Consolidated



## Revenue

### RECURRING

CAGR = 1%



### NON-RECURRING

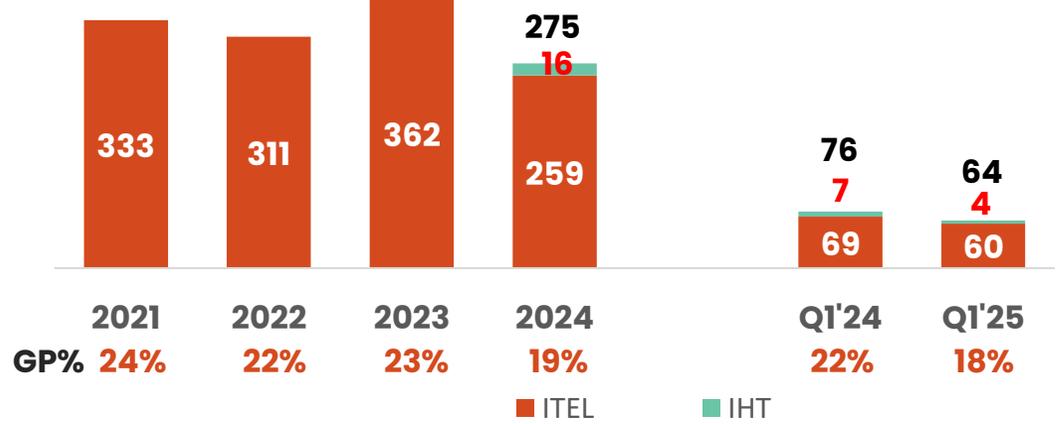
CAGR = -1%



## Gross Profit

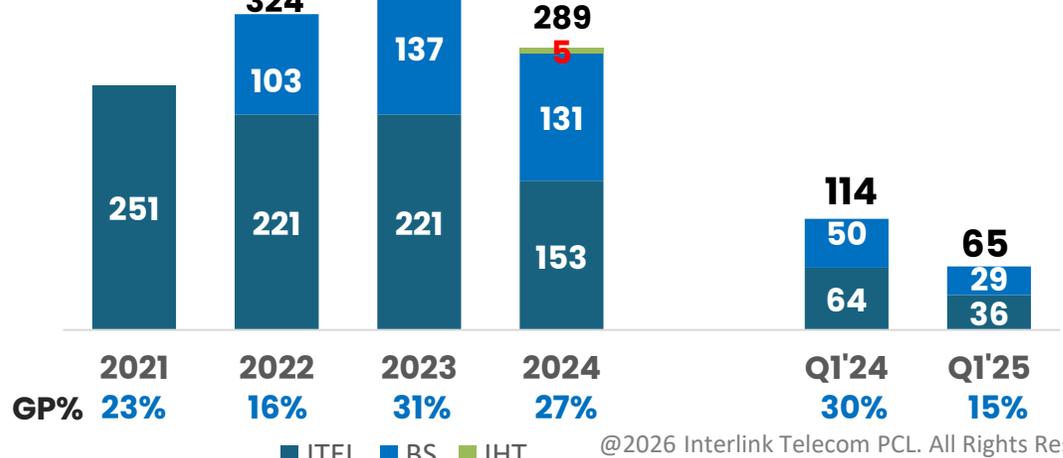
### RECURRING

CAGR = 2%



### NON-RECURRING

CAGR = 44%



# Performance & Update – Q1 2025

## Contracts on Hand as at 31 March 2025

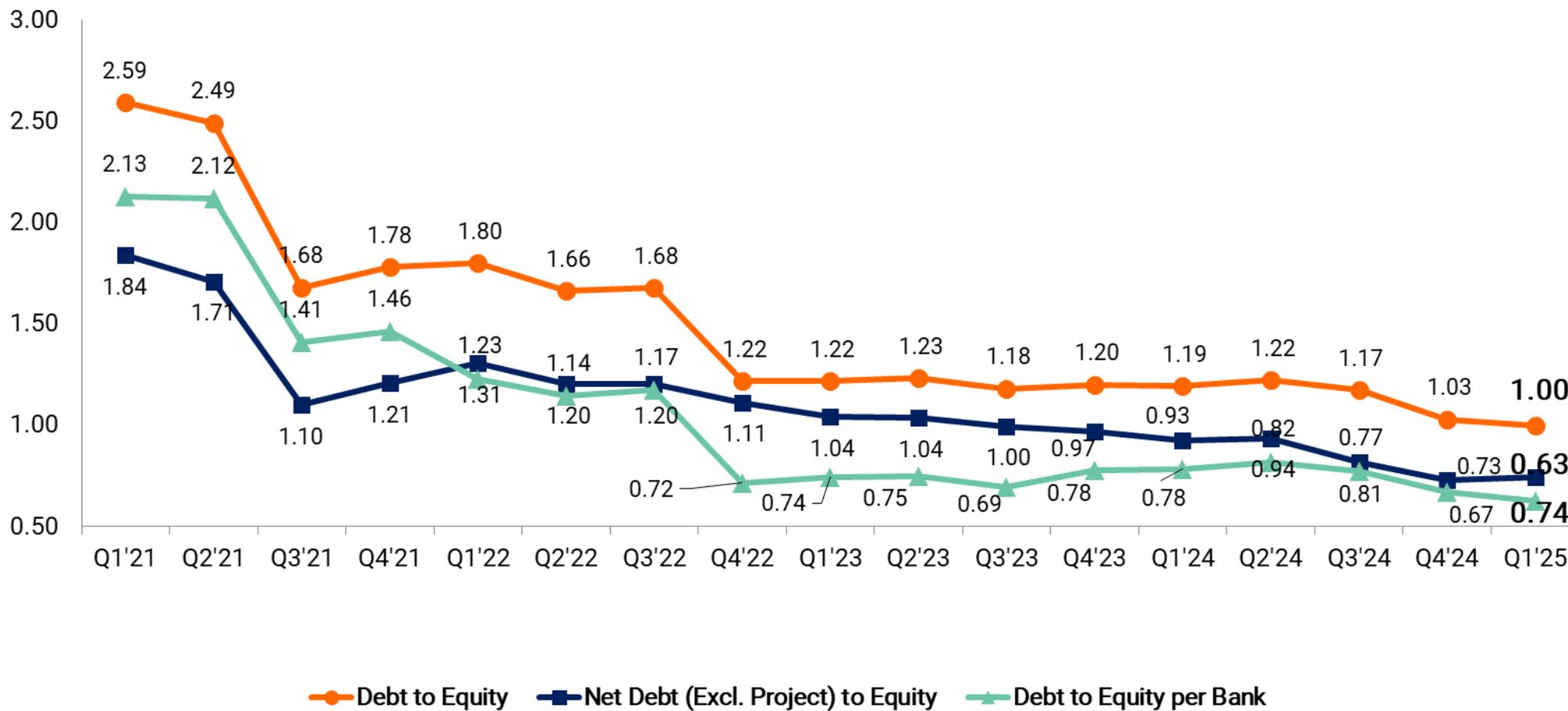


	Information as of Q1 2025					Q4 2024
	2025	2026	2027	2028 Onward	Total	
Bandwidth, DFI, IPLC, Course Online	450	174	59	50	733	751
USO1-Renew	104	60	-	-	164	-
USO2-DSV	174	-	-	-	174	257
<b>DATA SERVICE</b>	<b>728</b>	<b>234</b>	<b>59</b>	<b>50</b>	<b>1,071</b>	<b>1,008</b>
						<b>53%</b>
<b>DATA CENTER</b>	<b>41</b>	<b>13</b>	<b>5</b>	<b>6</b>	<b>65</b>	<b>79</b>
						<b>3%</b>
<b>IHT</b>	<b>20</b>	<b>13</b>	<b>3</b>	<b>-</b>	<b>36</b>	<b>38</b>
						<b>2%</b>
<b>INSTALLATION (ITEL)</b>	<b>315</b>	<b>141</b>	<b>74</b>	<b>-</b>	<b>530</b>	<b>586</b>
						<b>26%</b>
<b>INSTALLATION (BLUE)</b>	<b>257</b>	<b>38</b>	<b>22</b>	<b>20</b>	<b>337</b>	<b>210</b>
						<b>17%</b>
<b>INSTALLATION (Est. Timeline)</b>	<b>572</b>	<b>179</b>	<b>96</b>	<b>20</b>	<b>867</b>	<b>796</b>
						<b>43%</b>
<b>TOTAL CONTRACTS IN HAND</b>	<b>1,361</b>	<b>439</b>	<b>163</b>	<b>76</b>	<b>2,039</b>	<b>1,921</b>

**Recurring Data Service Contracts will expire in 2025 totally amounted to 388 million Baht with renew rate at 90%.**



Debt to Equity Ratio





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03

# 2025 Journey

### Recurring:

- 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

### Non-Recurring:

- RTAF Fiber Installation in NorthEast Region and Network Upgrade (8 MB) 27 + 8 = 35 MB
- SRT OFC Installation : 67 MB
- AFIS Phase 2 : 66 MB

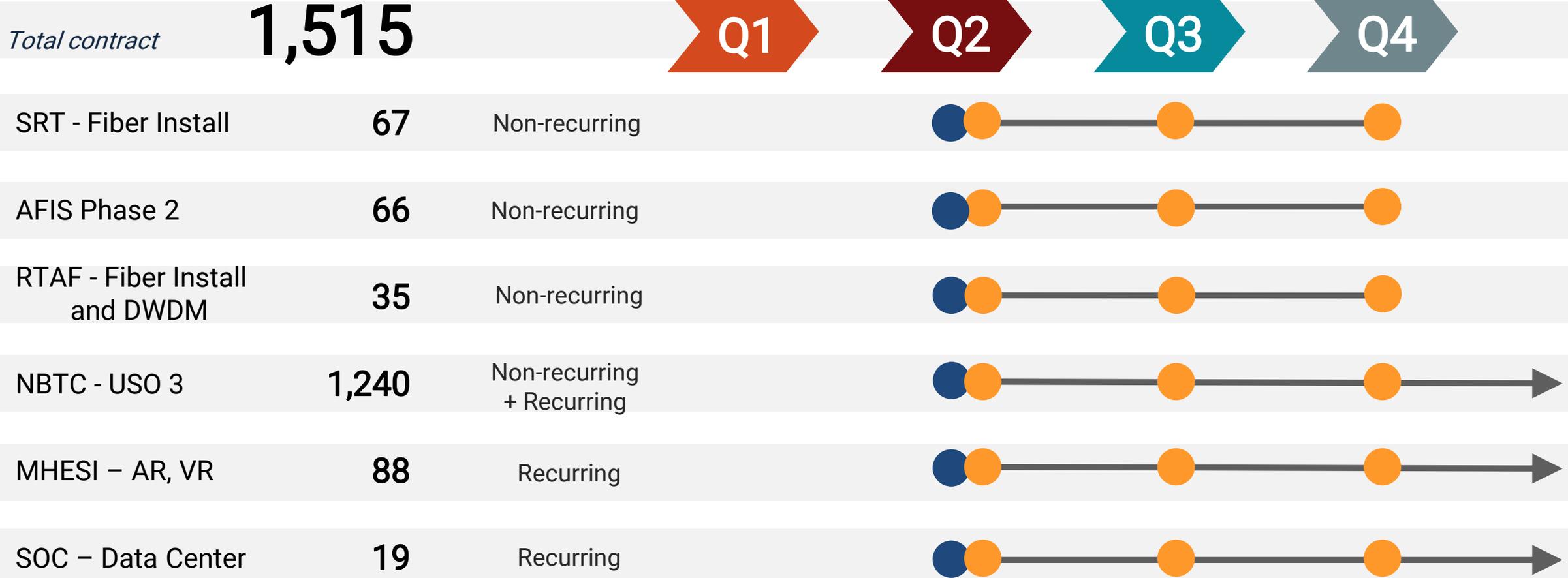
### Recurring + Non-Recurring:

- USO 3 - Focus on South Region : 1,240 MB (40% Non-Recurring, 60% Recurring), 5 Years Service => Expected Bidding in 2025

## Y2025 Line-up Projects



Unit : Million Baht



# 2025 Target

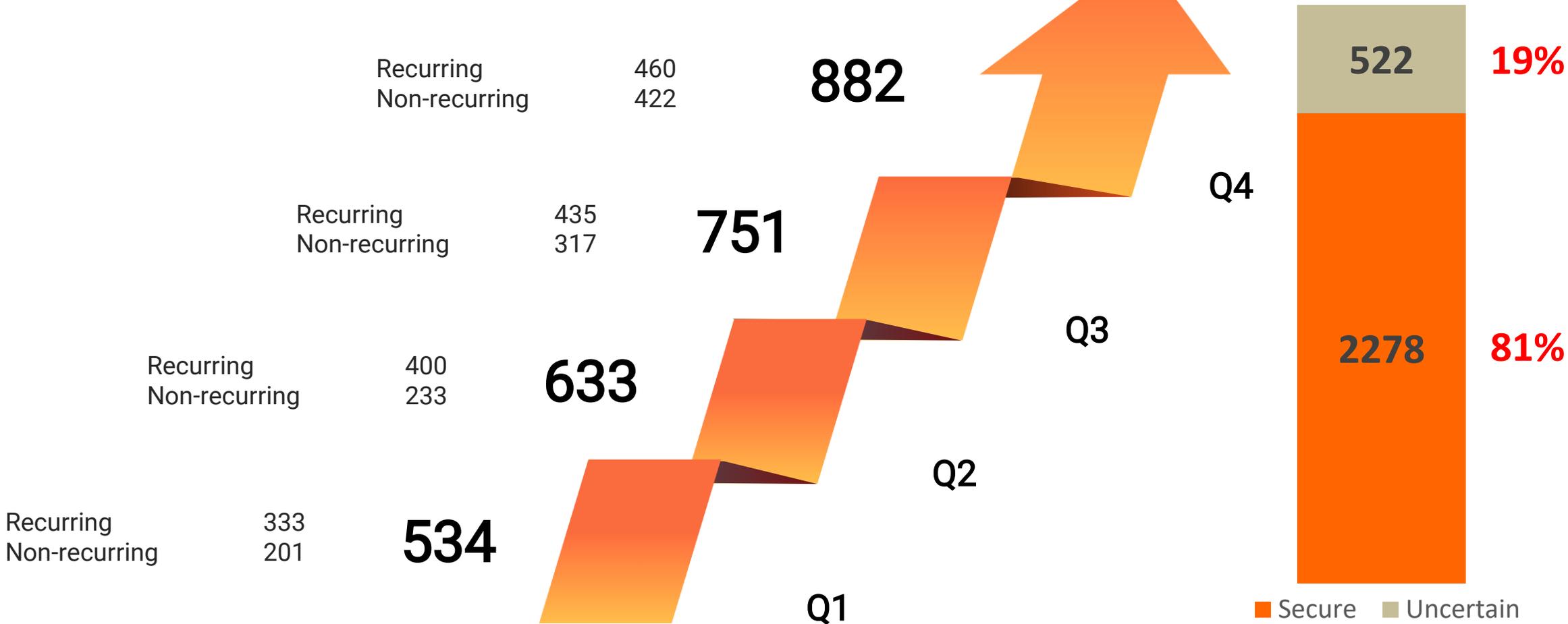
## Revenue and Operation Results



Unit : Million Baht

# 2,800

Total revenue



Secure Uncertain



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# 04 Q & A



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# THANK YOU



FOLLOW  
US ON

