



WE SERVE THE BEST CONNECTIVITY

Opportunity Day Q2 2025

19 August 2025

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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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ITEL Group Overview

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Q&A










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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
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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

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

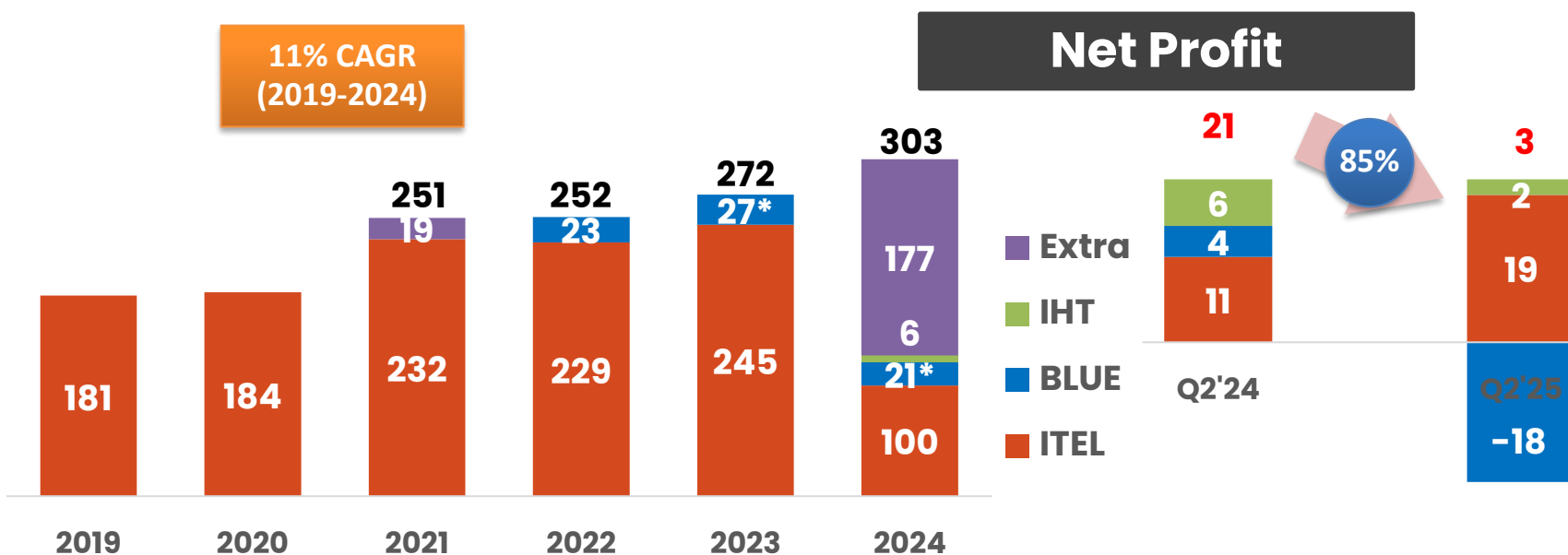
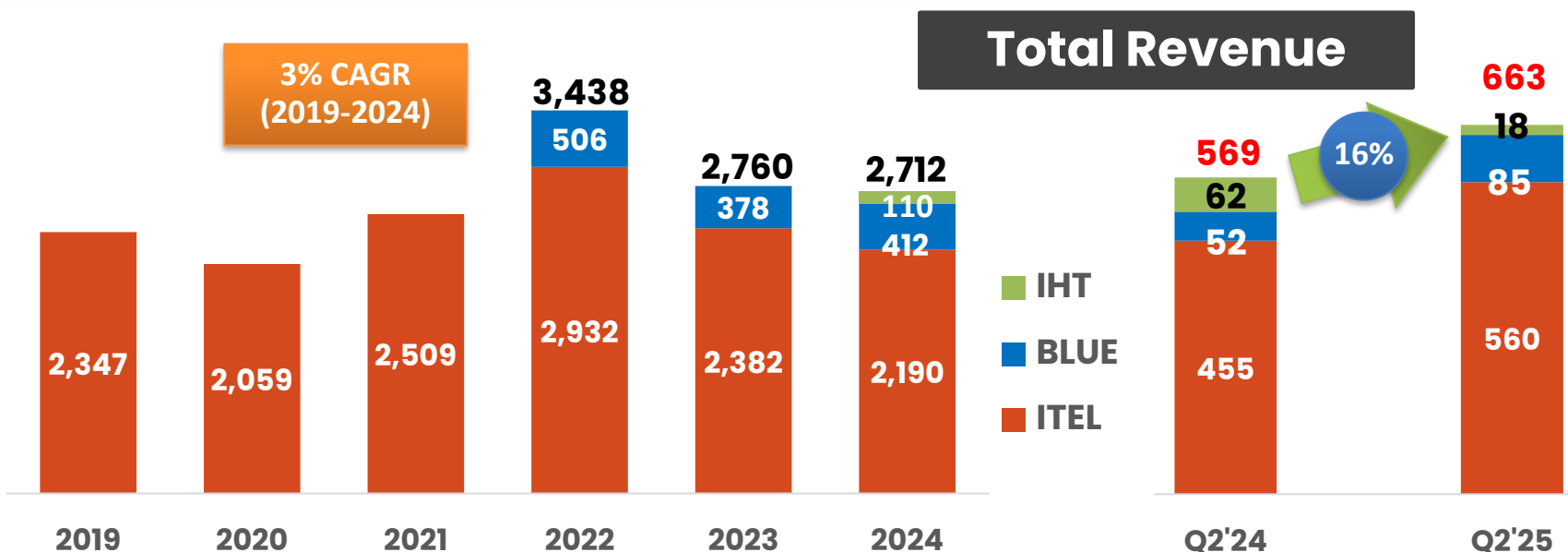
Performance Update Q2 2025

Performance & Update – Q2 2025

Revenue & Net Profit



Unit : Million Baht



Overview Q2 2025

Data Service

- #of new circuit in Q2 2025 is **1,000+**
- #of customer increase to **1,090 (Jun'25)** from 1,064 (Mar'25)
- % of SLA at **99.99%**

Data Center

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

Installation

- Major projects recognition are;

- AFIS Ph.2	54 MB
- AWN OSP	25 MB
- USO WIFI Extension	19 MB
- PMCM PEA	17 MB
- PMCM AWN	17 MB
- PEA 700 Km.	16 MB
- Contribute of BS	85 MB

*BLUE

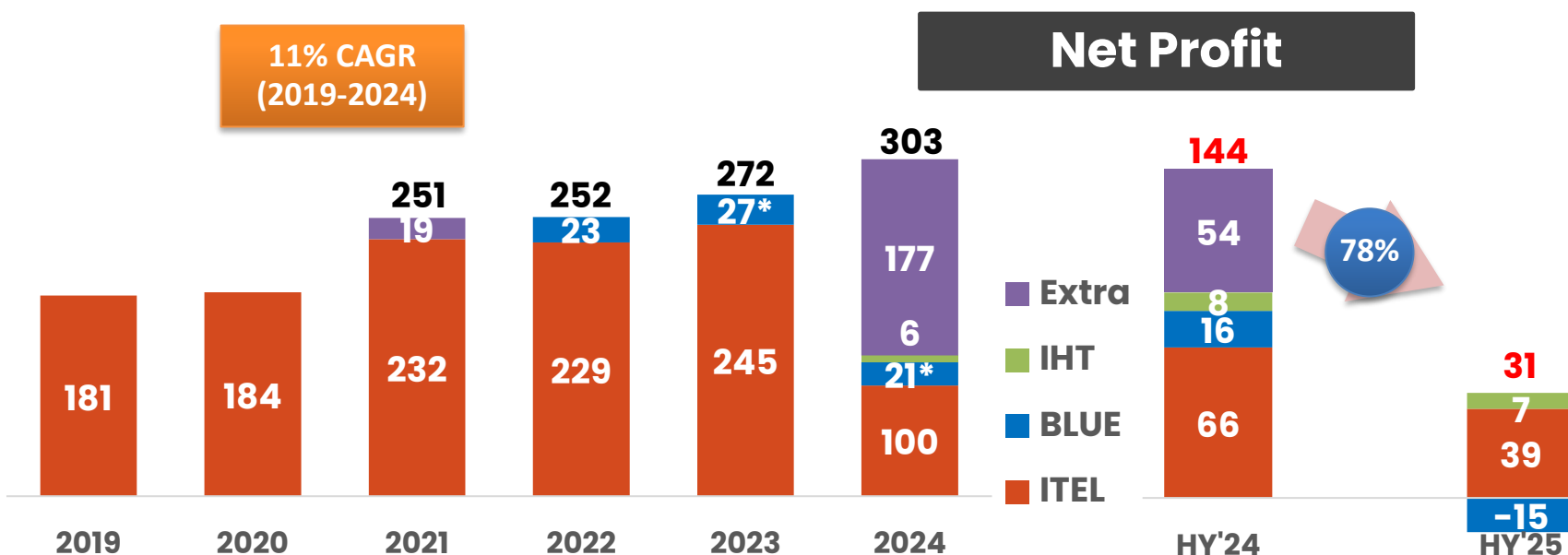
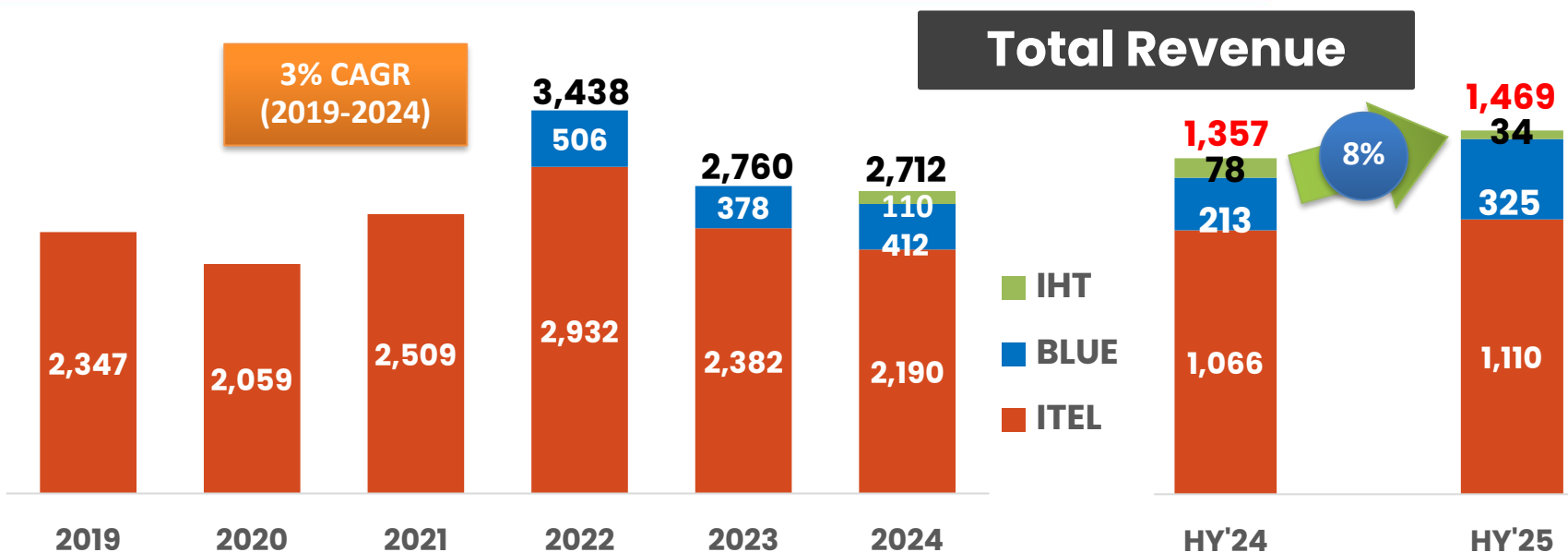
- 51% of Net Profit after deduct Consolidate Amortization by 3.77 MB per Quarter.
- Loss Contribution mainly due to the significant increase of expected credit loss for one customer

Performance & Update – HY 2025

Revenue & Net Profit



Unit : Million Baht



Overview HY 2025

Data Service

- #of new circuit in HY 2025 is 1,320+
- #of customer increase to 1,090 (Jun'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	94 MB
- AFIS Ph.2	54 MB
- AWN OSP	34 MB
- PMCM PEA	34 MB
- PMCM AWN	34 MB
- CCTV	26 MB
- Contribute of BS	325 MB

*BLUE

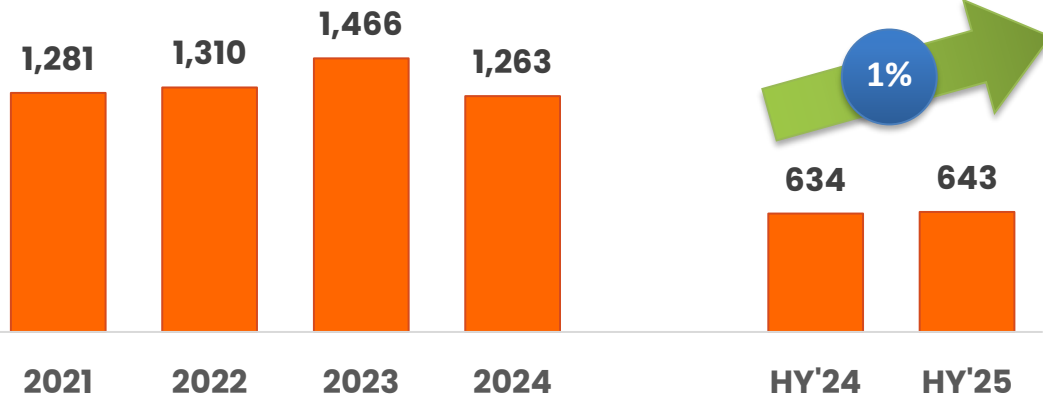
- 51% of Net Profit after deduct Consolidate Amortization by 3.77 MB per Quarter.
- Loss Contribution mainly due to the significant increase of expected credit loss for one customer

Extra Profit

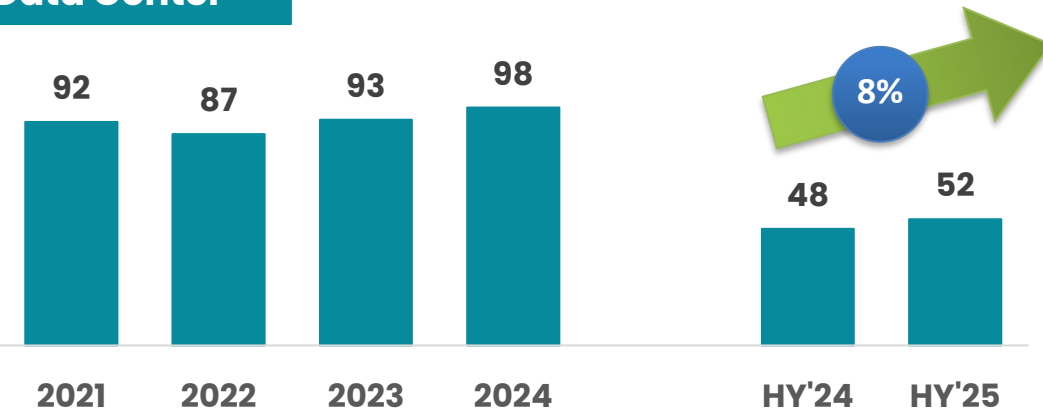
- Gain on Bargain Purchase arising from GLS acquisition by 54 MB during Q1'24

Revenue

Data Service

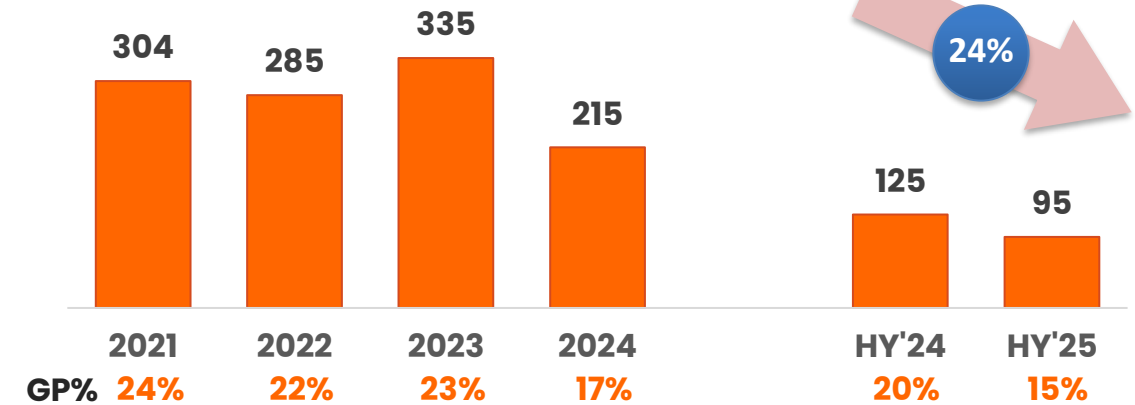


Data Center

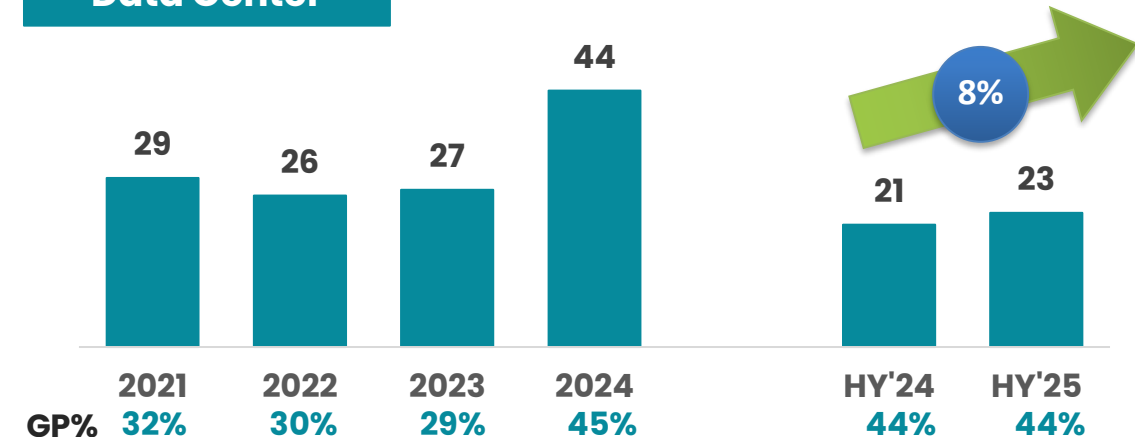


Gross Profit

Data Service



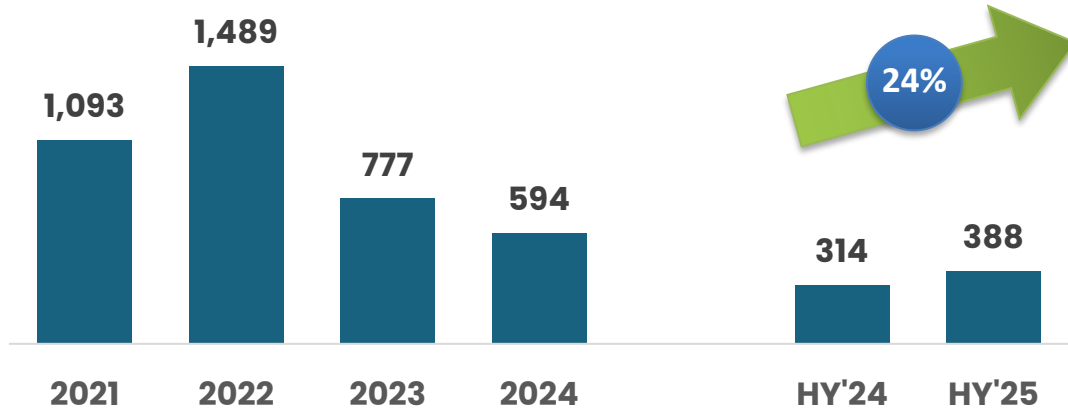
Data Center



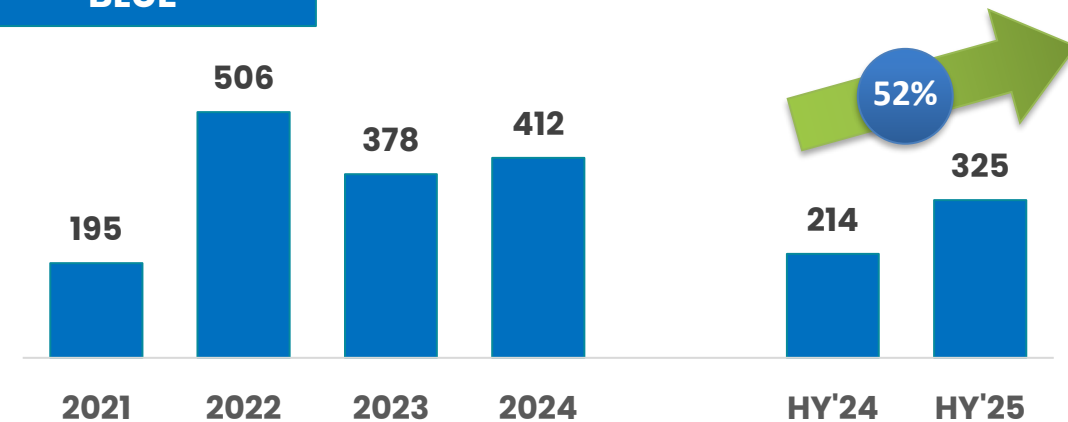
Non-Recurring Business

Revenue

ITEL

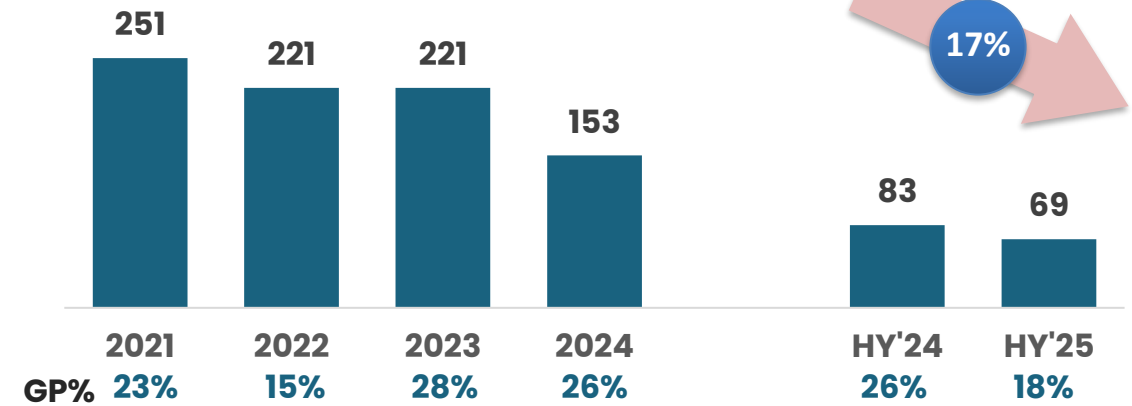


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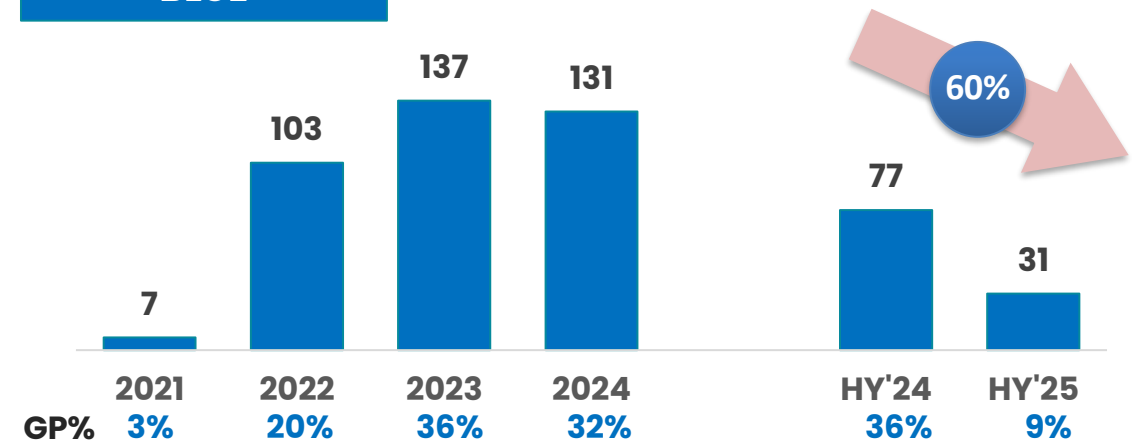


Gross Profit

ITEL

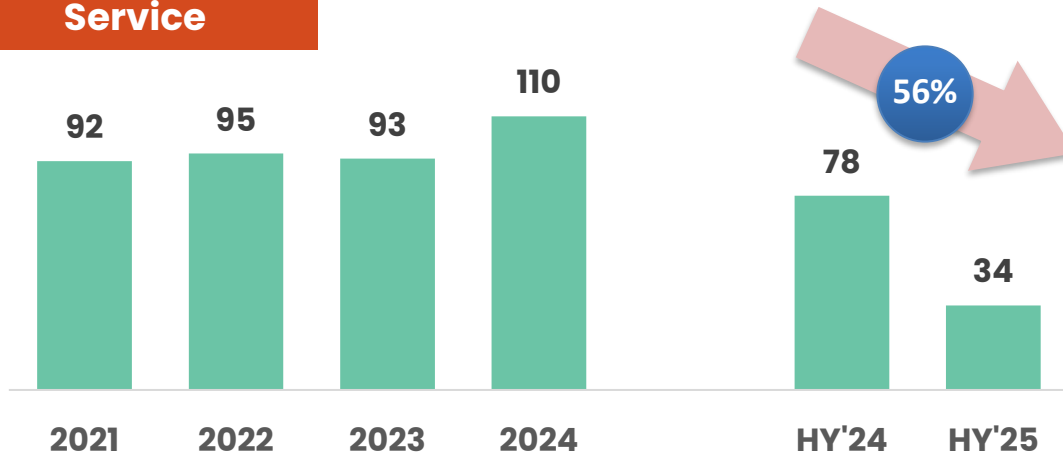


BLUE



Revenue

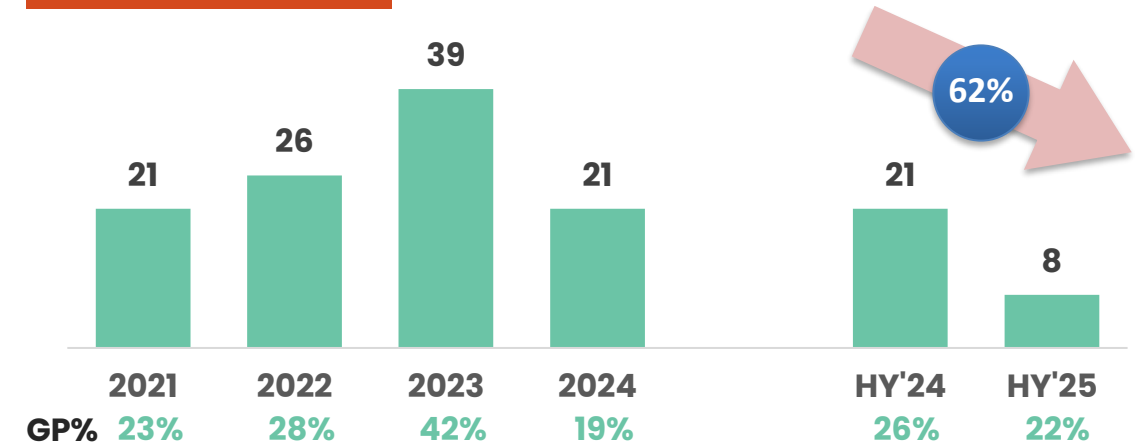
Service



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

Gross Profit

Service



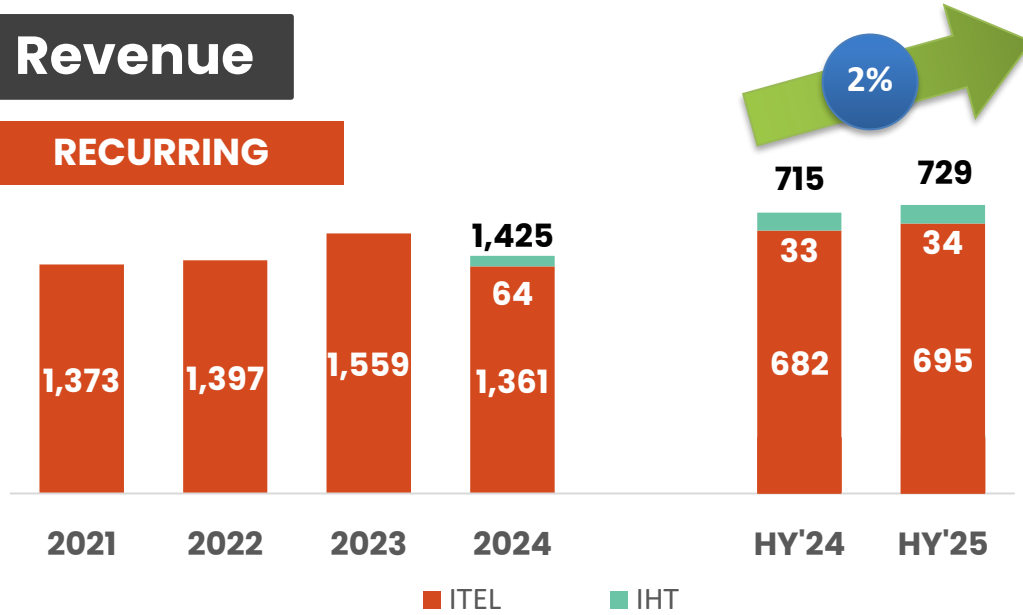
IHT Revenue Separate into 2 Segments

- Medical Equipment Services
 - Revenue = 34.46 MB
 - Gross Profit = 7.64 MB (22%)

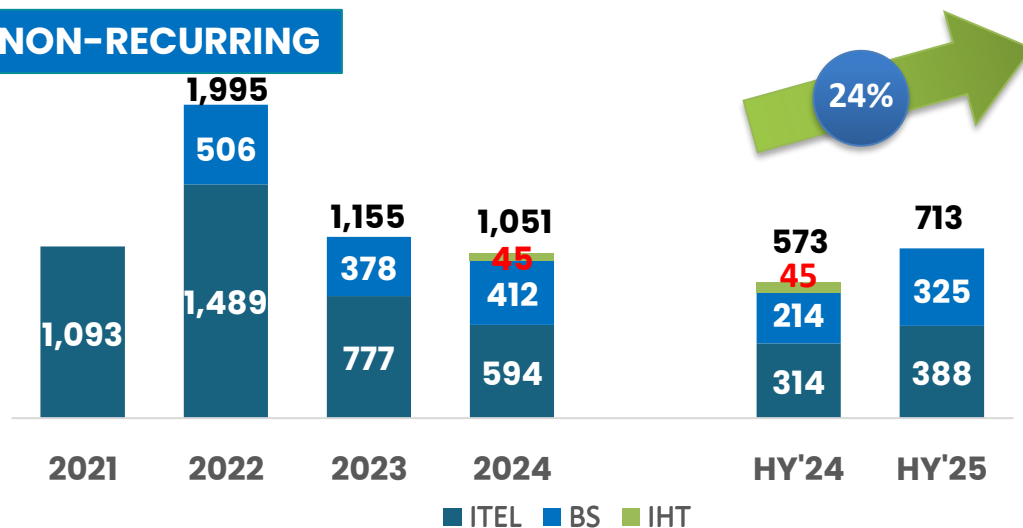
Consolidated

Revenue

RECURRING

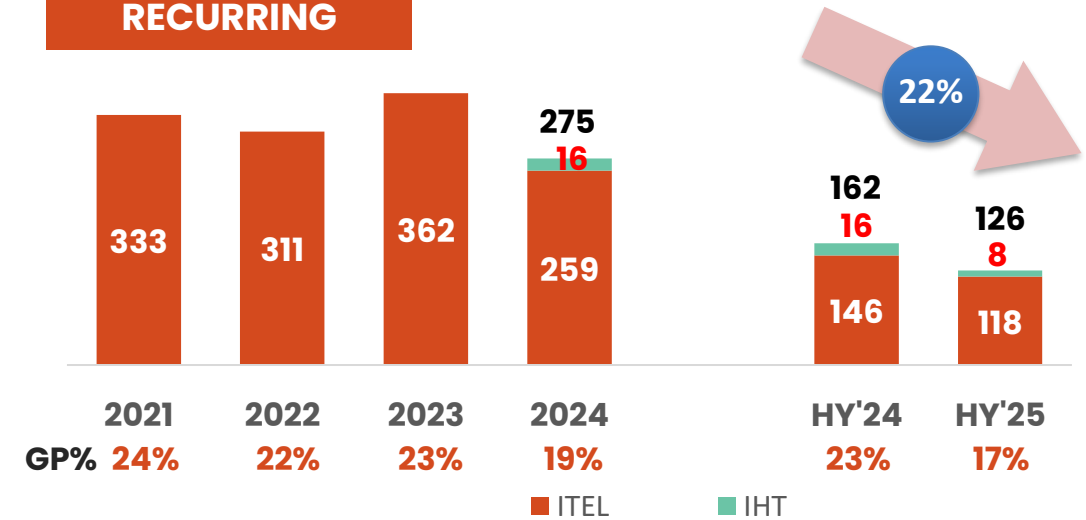


NON-RECURRING

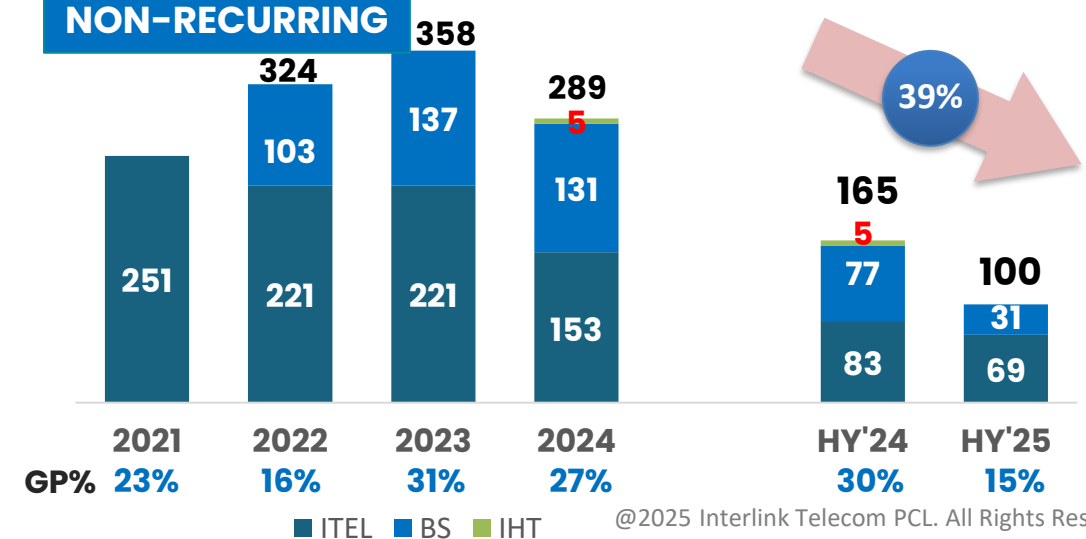


Gross Profit

RECURRING

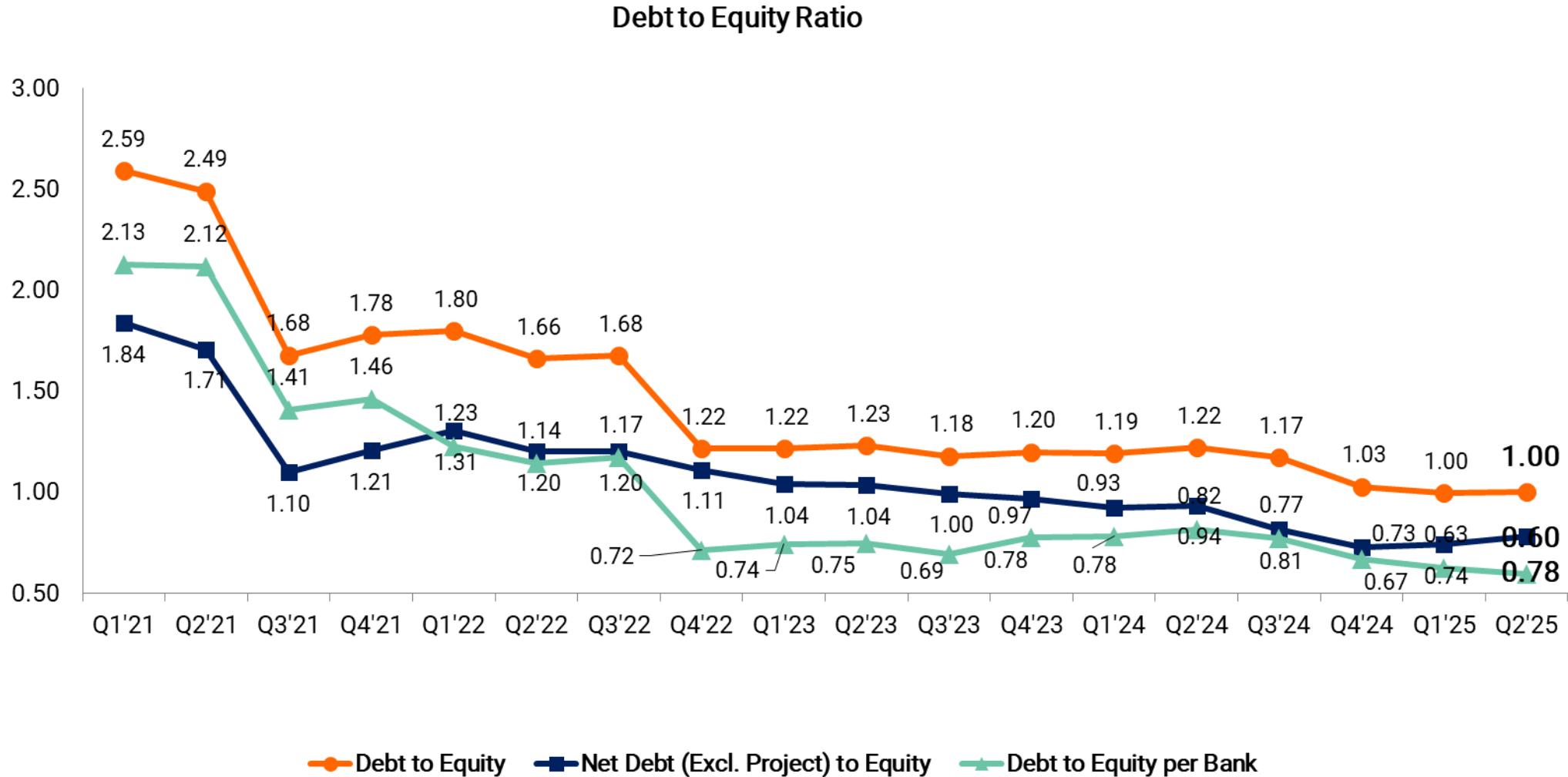


NON-RECURRING



	Information as of HY 2025						Q1 2025
	2025	2026	2027	2028 Onward	Total		Total
Bandwidth, DFI, IPLC	375	227	96	58	756		733
USO1-Renew	89	45	-	-	134		164
USO2-DSV	99	-	-	-	99		174
DATA SERVICE	563	272	96	58	989	47%	1,071
DATA CENTER	37	45	38	158	278	13%	65
IHT	17	13	3	-	33	2%	36
INSTALLATION (ITEL)	288	179	92	-	559	26%	530
INSTALLATION (BLUE)	159	60	29	18	266	13%	337
INSTALLATION (Est. Timeline)	447	239	121	18	825	39%	867
TOTAL CONTRACTS IN HAND	1,064	569	258	234	2,125		2,039

Debt to Equity Ratio





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03

2025 Journey

Recurring:

- 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
- Telco. Solar Cell Upgrade : 158 MB
- Telco. Equipment Installation : 192 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

Performance & Update – Q2 2025

Y2025 Line-up Projects

20



Unit : Million Baht

Total contract

1,515

Q1

Q2

Q3

Q4

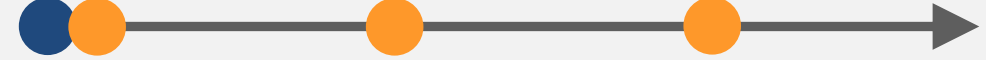
- Contract start
- Revenue recognition

- Provide service
- Keep going in Y2026

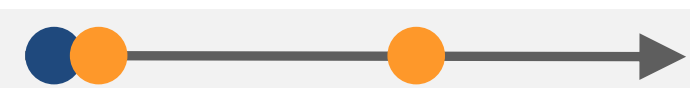
SRT - Fiber Install 67 Non-recurring



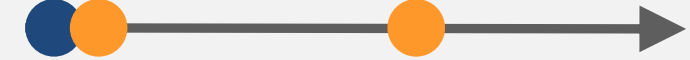
AFIS Phase 2 66 Non-recurring



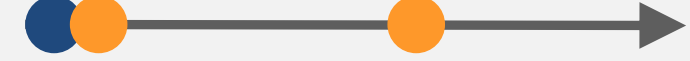
RTAF - Fiber Install and DWDM 35 Non-recurring



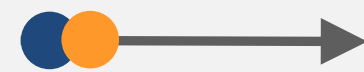
Solar Cell Upgrade 158 Non-recurring



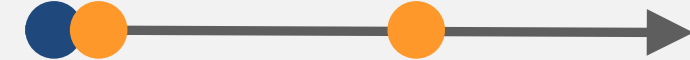
Equipment Install 192 Non-recurring



NBTC - USO 3 1,240 Non-recurring + Recurring



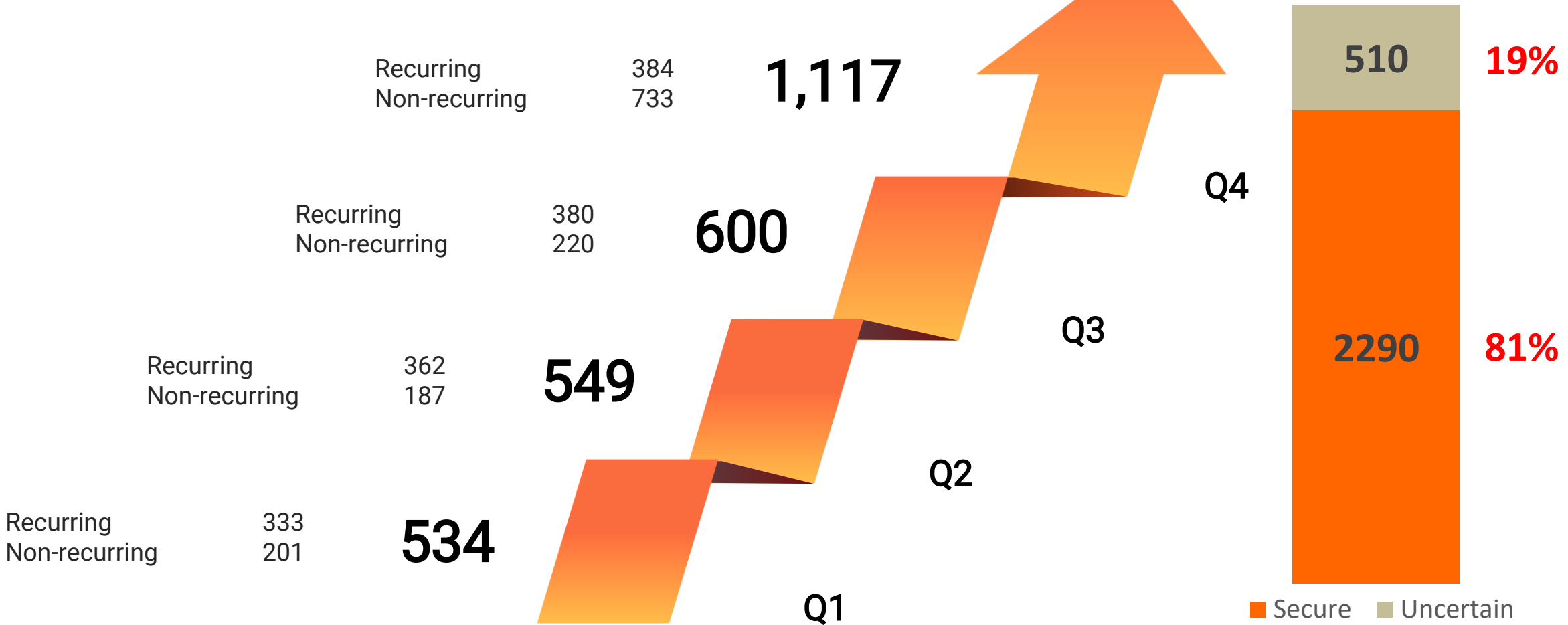
SOC – Data Center 19 Recurring



Unit : Million Baht



2,800
Total revenue





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04 Q & A



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THANK YOU



FOLLOW
US ON

