



WE SERVE THE BEST CONNECTIVITY

Opportunity Day

Q3 2025

18 November 2025

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- 1** ITEL Group Overview
- 2** Performance Update Q3 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



- 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
- G

2567

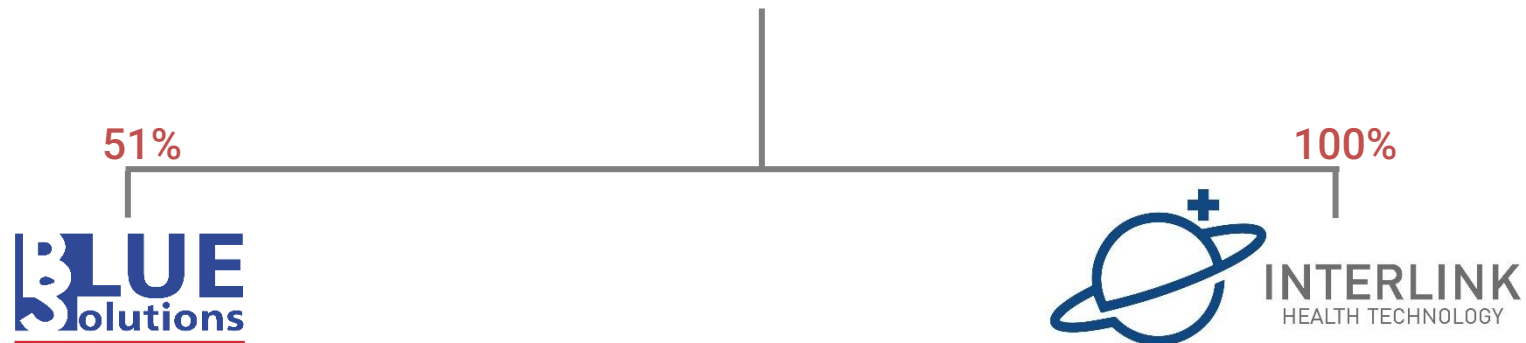
- Approved the plan of issuance and offering of newly-issued ordinary shares of Blue Solutions Public Company Limited totalling 60 million shares at par value of Baht 1 each, in the initial public offering (IPO)
 - Sold the shares of ETIX ITEL Bangkok Company Limited, a joint venture, to an unrelated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

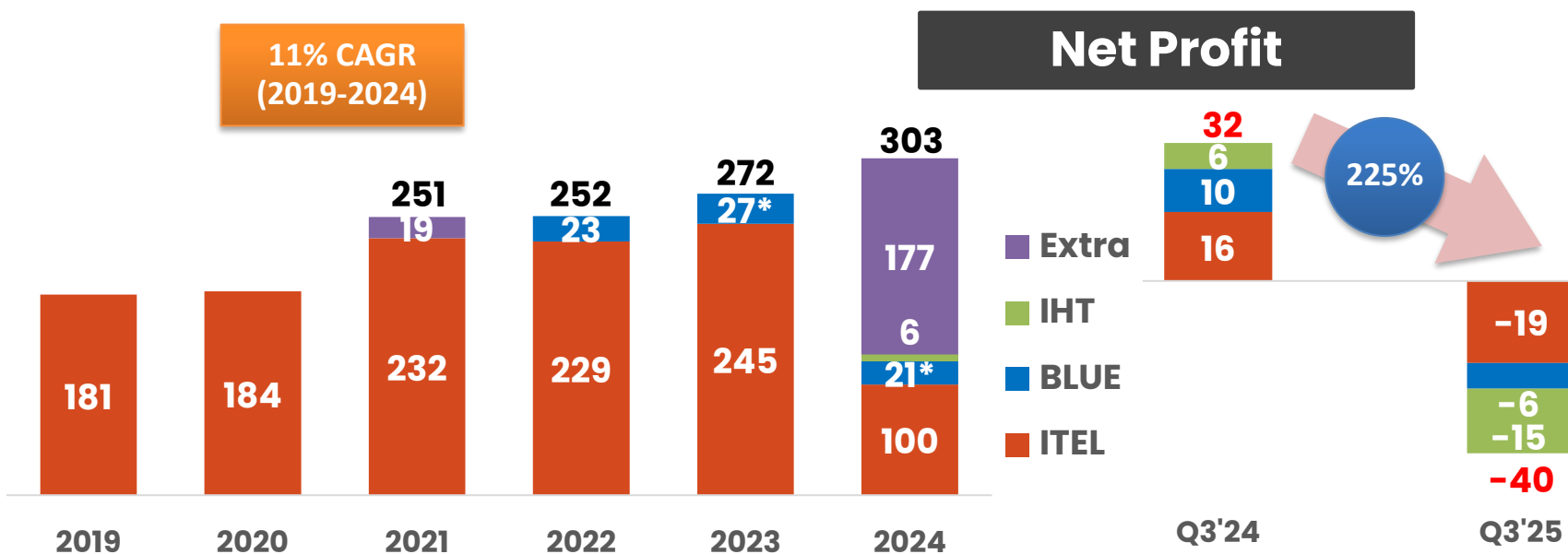
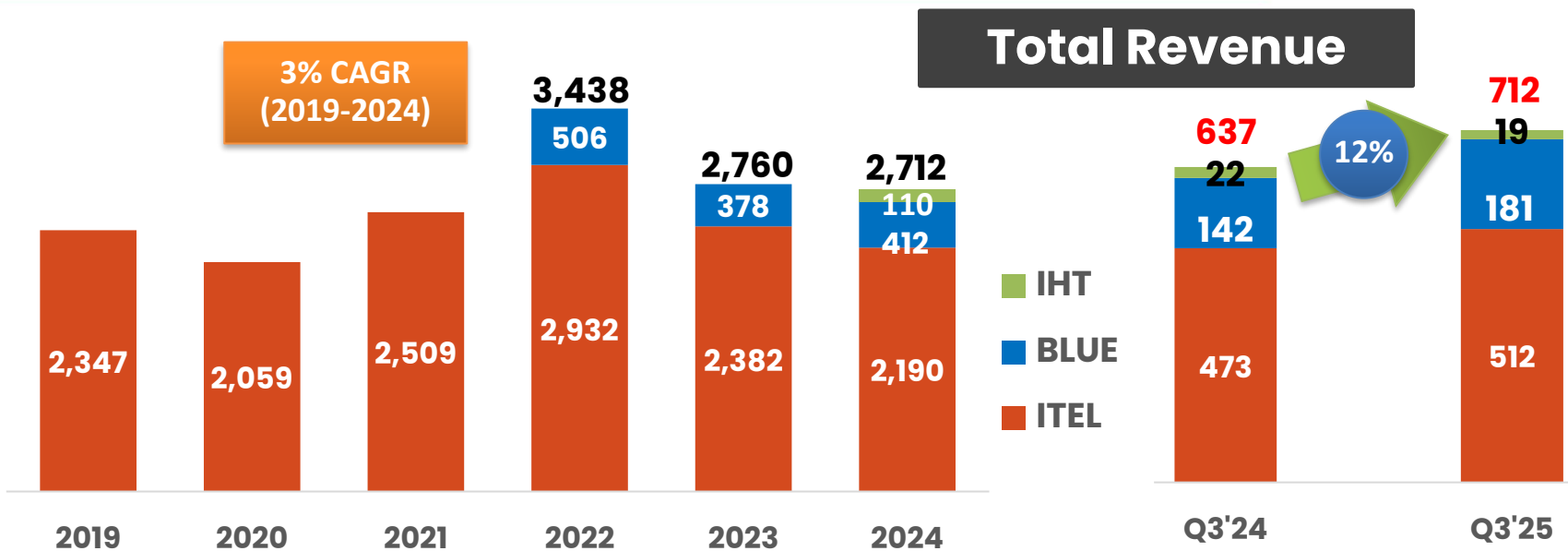
Performance Update Q3 2025

Performance & Update – Q3 2025

Revenue & Net Profit



Unit : Million Baht



Overview Q3 2025

Data Service

- #of new circuit in Q3 2025 is **600+**
- #of customer increase to **1,103 (Sep'25)** from 1,090 (Jun'25)
- % of SLA at **99.99%**

Data Center

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

Installation

- Major projects recognition are;

- Smart Tour Guide	25 MB
- PMCM AWN	20 MB
- PMCM PEA	17 MB
- CCTV	12 MB
- AWN OSP	10 MB
- Contribute of BS	181 MB

*BLUE

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

ECL

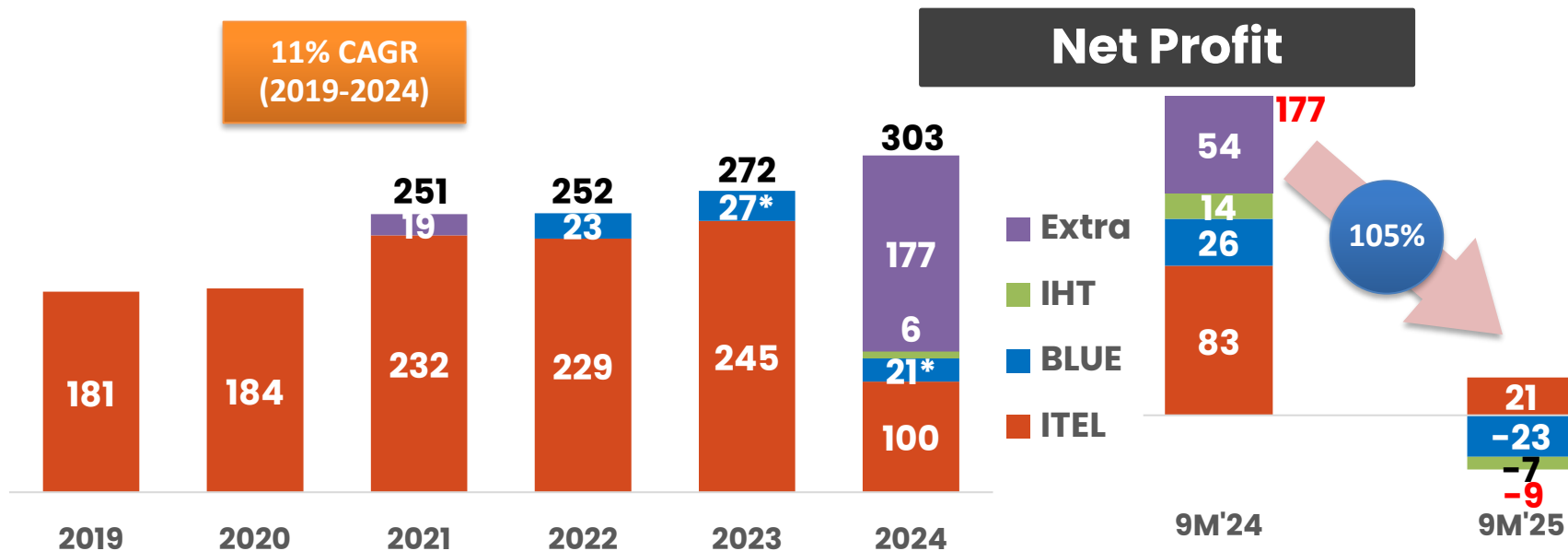
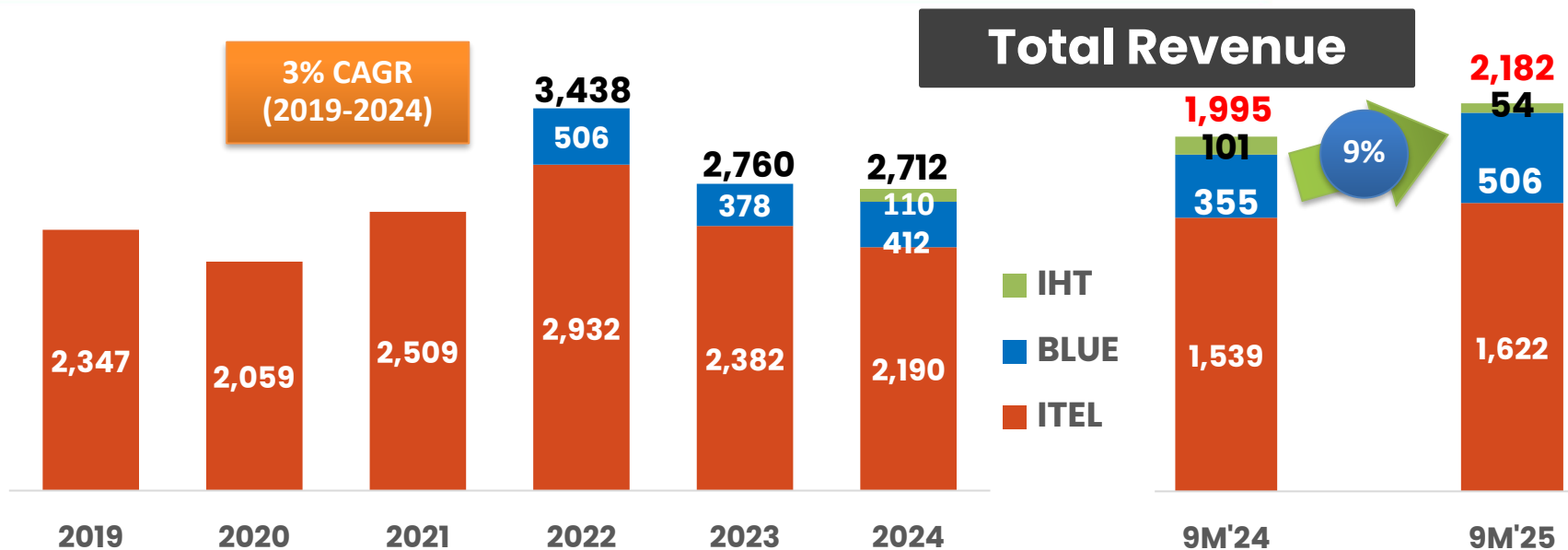
- Loss Contribution mainly due to the significant increase of expected credit loss for one customer

Performance & Update – 9M 2025

Revenue & Net Profit



Unit : Million Baht



Overview 9M 2025

Data Service

- #of new circuit in 9M 2025 is **1,920+**
- #of customer increase to **1,103 (Sep'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**
 - PMCM AWN **54 MB**
 - PMCM PEA **51 MB**
 - AWN OSP **44 MB**
 - CCTV **38 MB**
 - Contribute of BS **506 MB**

*BLUE

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

Extra Profit

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

ECL

- Loss Contribution mainly due to the significant increase of expected credit loss for one customer

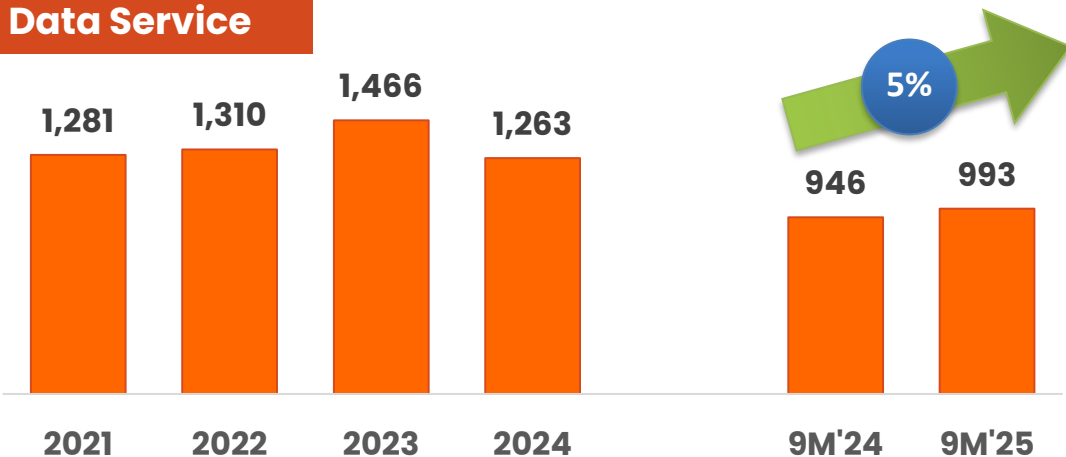
Performance & Update – 9M 2025

Recurring Business

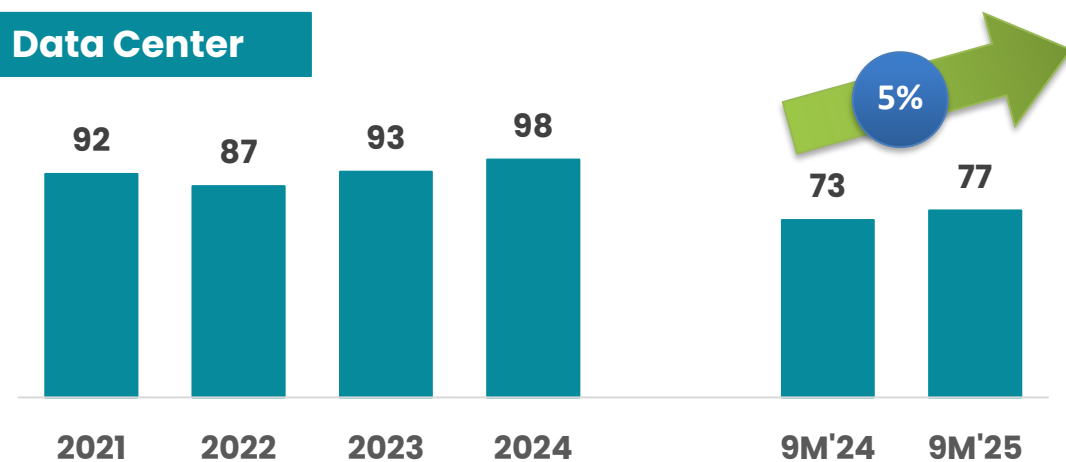


Revenue

Data Service

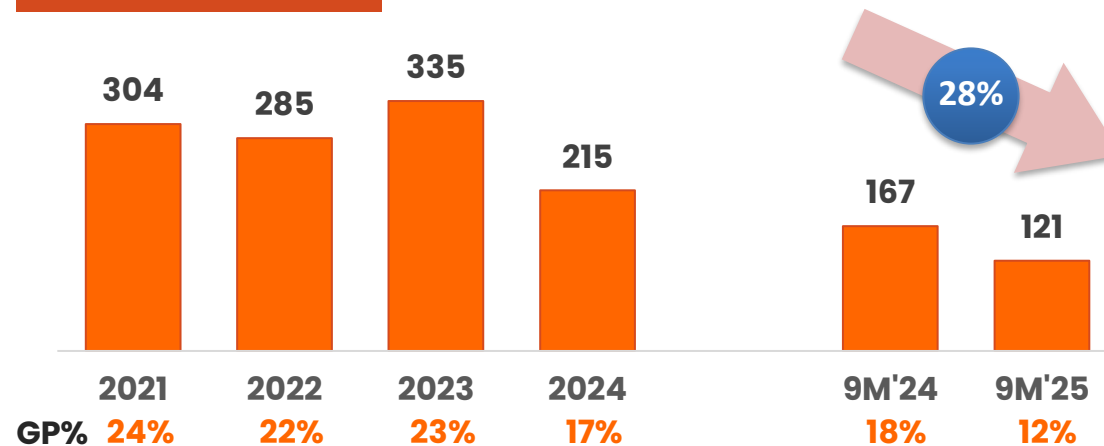


Data Center

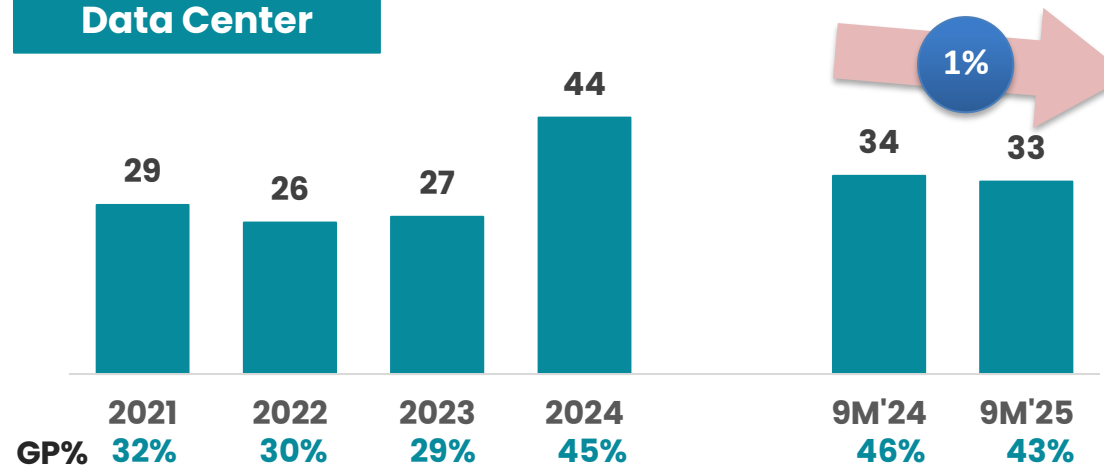


Gross Profit

Data Service



Data Center



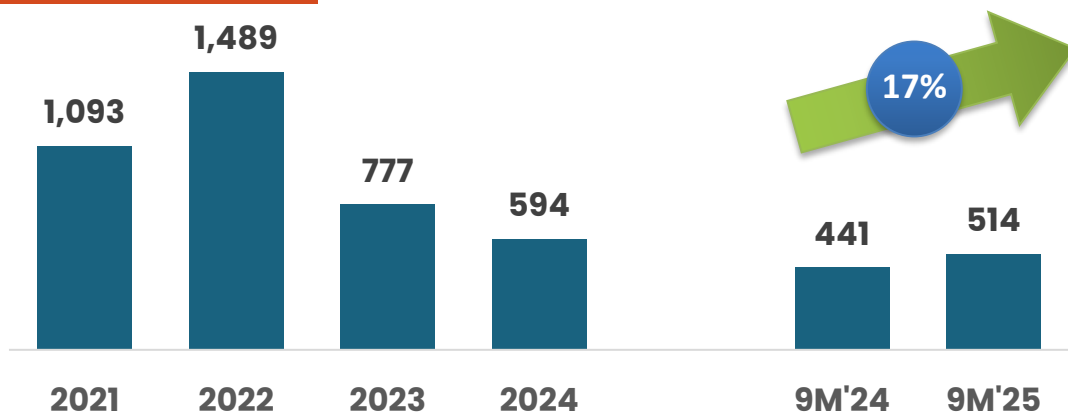
Performance & Update – 9M 2025

Non-Recurring Business

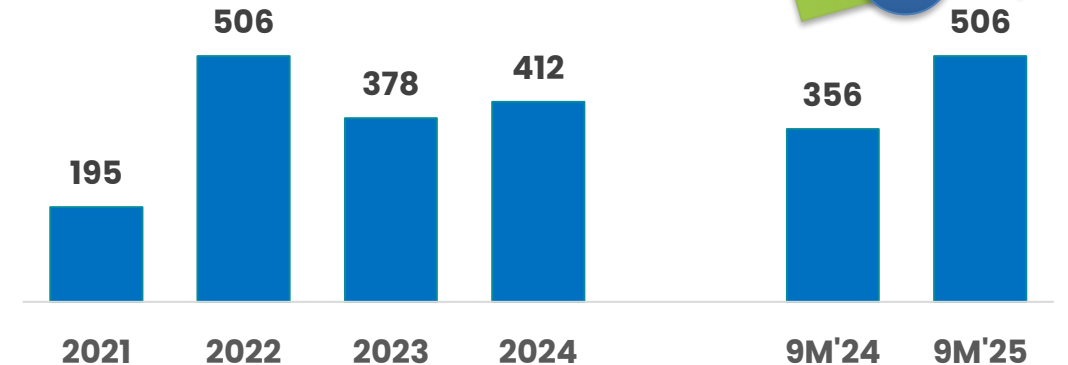


Revenue

ITEL

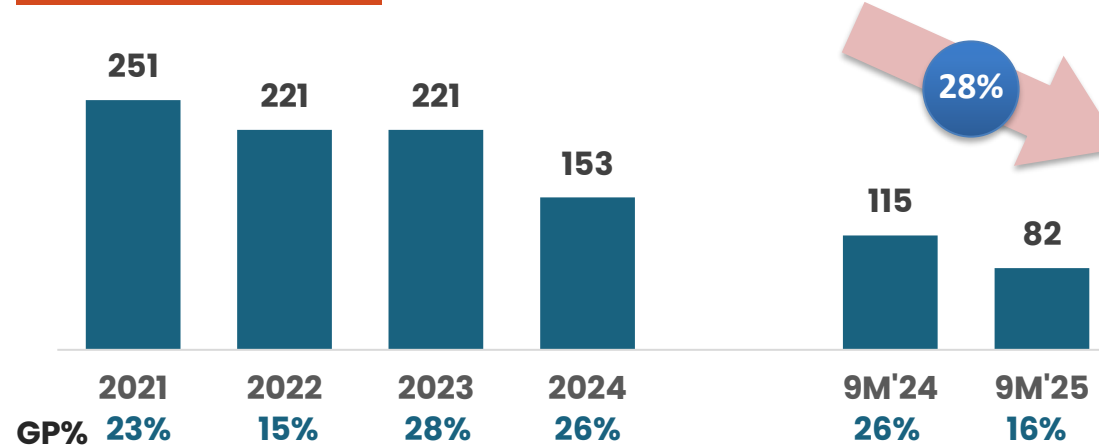


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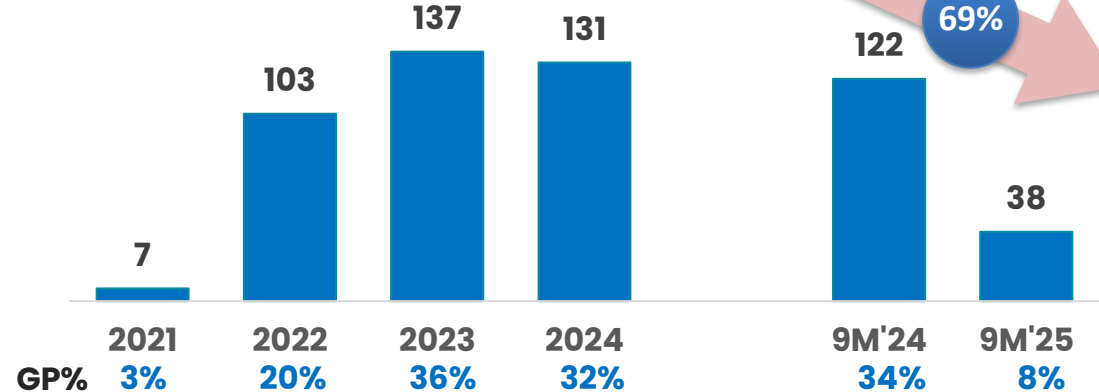


Gross Profit

ITEL

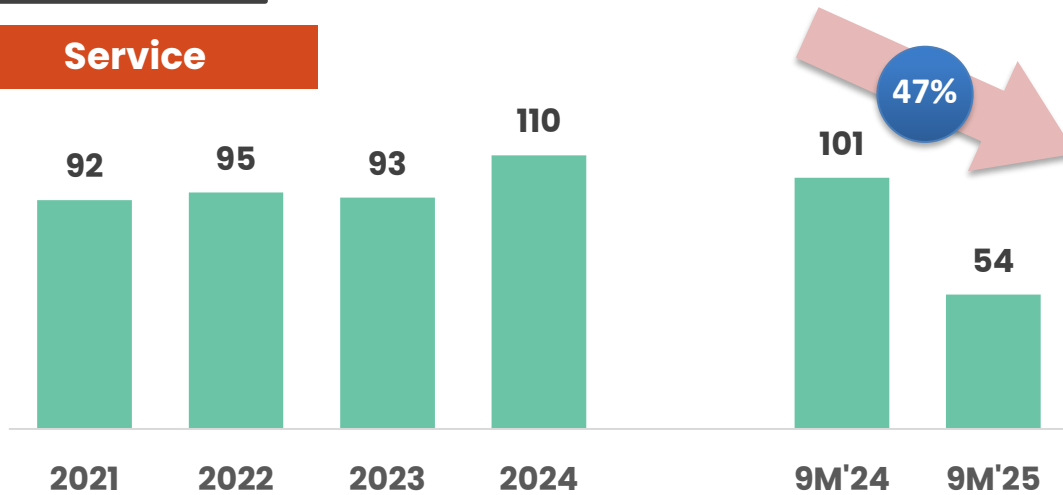


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Revenue

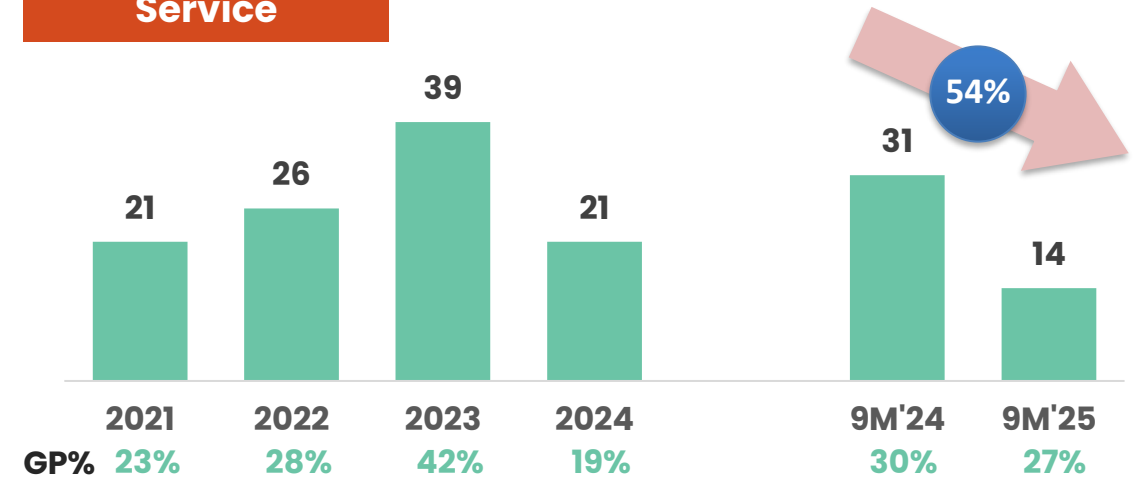
Service



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

Gross Profit

Service



- IHT Revenue Separate into 2 Segments**
- **Medical Equipment Services**
 - Revenue = 53.63 MB
 - Gross Profit = 14.25 MB (27%)

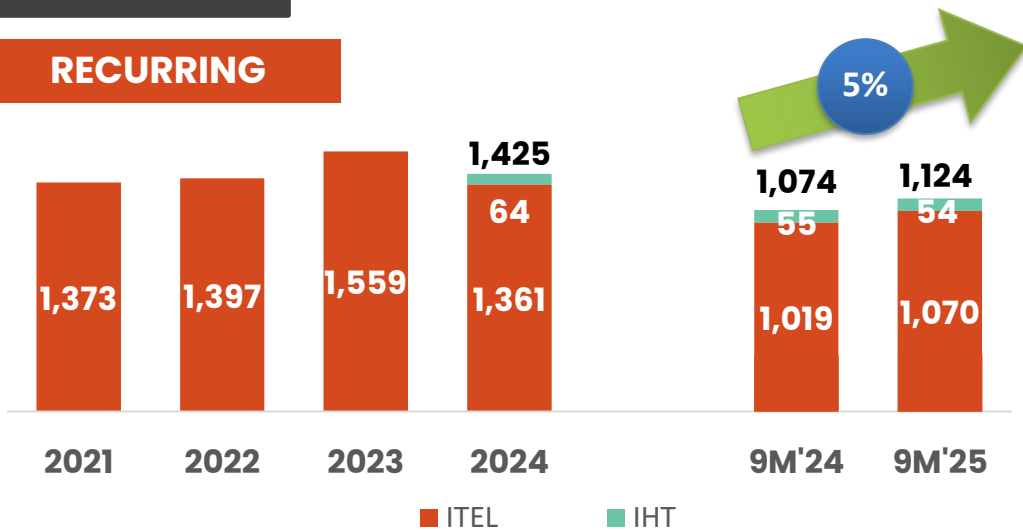
Performance & Update – 9M 2025

Consolidated

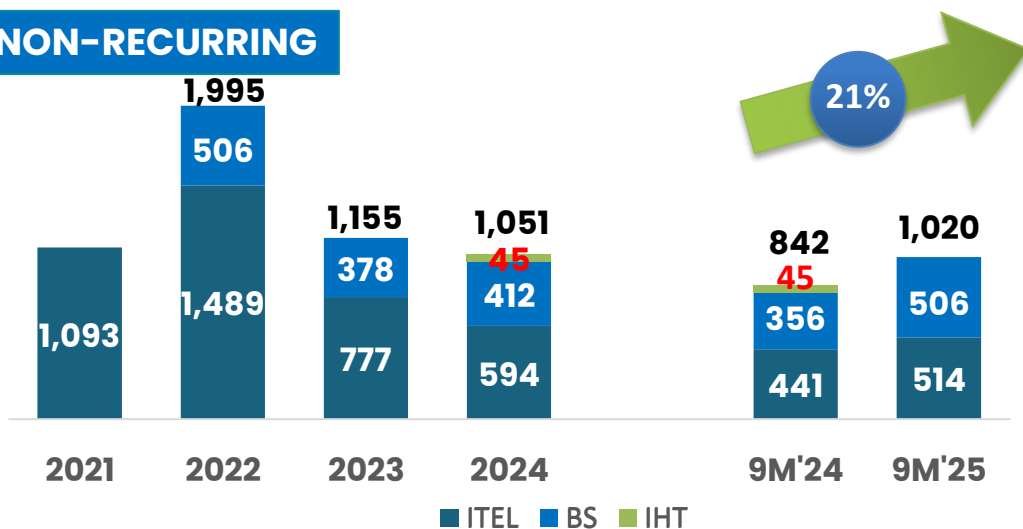


Revenue

RECURRING

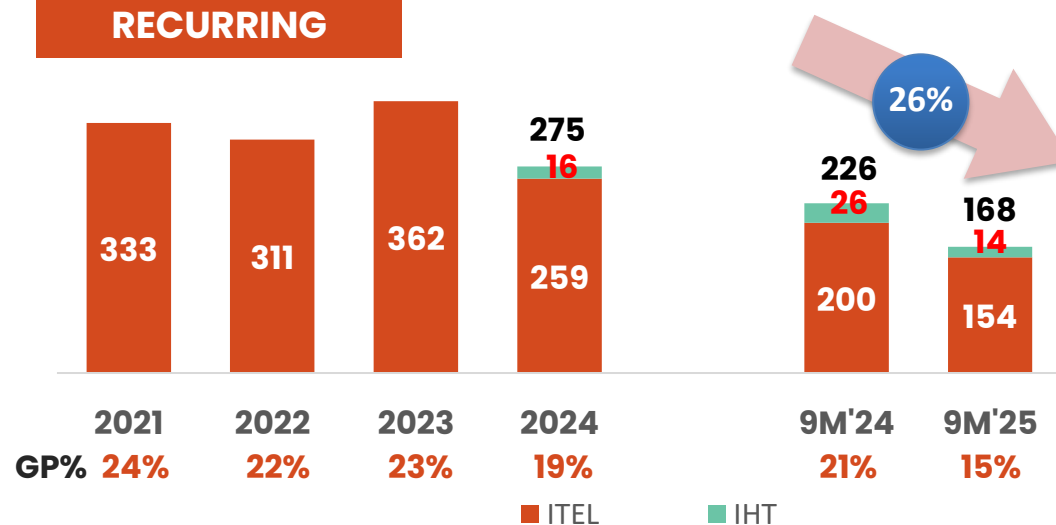


NON-RECURRING

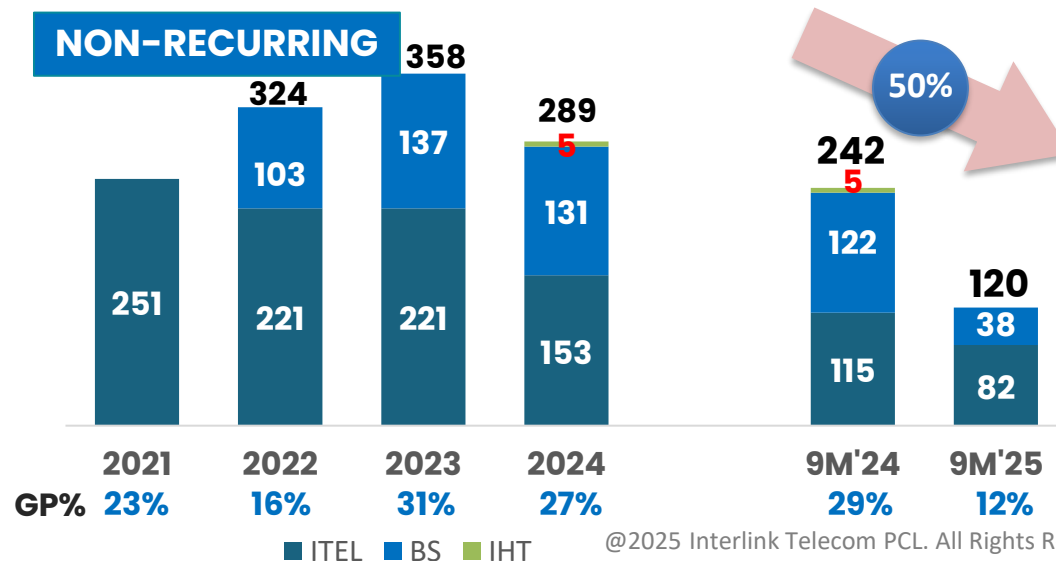


Gross Profit

RECURRING



NON-RECURRING



Performance & Update – Q3 2025

Contracts on Hand as at 30 September 2025

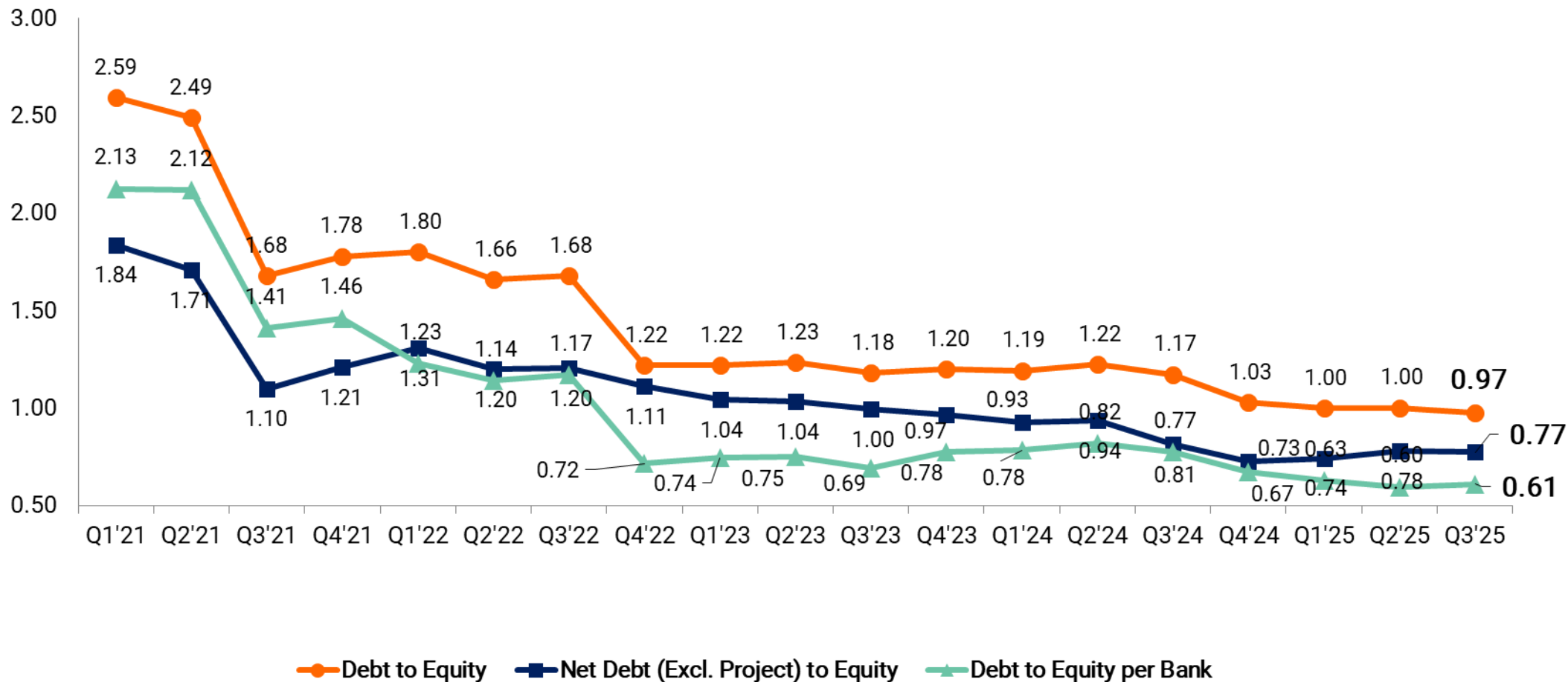


Telecom
PUBLIC COMPANY LIMITED
Unit : Million Baht

	Information as of Q3 2025					Q2 2025 Total
	2025	2026	2027	2028 Onward	Total	
Bandwidth, DFI, IPLC	167	404	176	76	823	756
USO1-Renew	45	45	-	-	90	134
USO2-DSV	55	-	-	-	55	99
DATA SERVICE	267	449	176	76	968	989
						39%
DATA CENTER	21	45	38	158	262	278
						11%
IHT	8	17	3	-	28	33
						1%
INSTALLATION (ITEL)	201	257	180	8	646	559
						26%
INSTALLATION (BLUE)	137	342	76	26	581	266
						23%
INSTALLATION (Est. Timeline)	338	599	256	34	1,227	825
						49%
TOTAL CONTRACTS IN HAND	634	1,110	473	268	2,485	2,125



Debt to Equity Ratio





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03

2025 Journey

Non-Recurring: Already won waiting for Contract Signed = 168 MB

- AWN DWDM Installation : 18 MB
- AWN Solar Cell BTS Upgrade : 22 MB
- Microwave Transmission – South Region : 93 MB
- SPM – Network Data Center Equipment Upgrade : 31 MB

Recurring + Non-Recurring:

- USO 3 - Focus on South Region : 968 MB (40% Non-Recurring, 60% Recurring), 5 Years Service => Expected Bidding in Dec'25



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04 Q & A



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THANK YOU



FOLLOW
US ON

