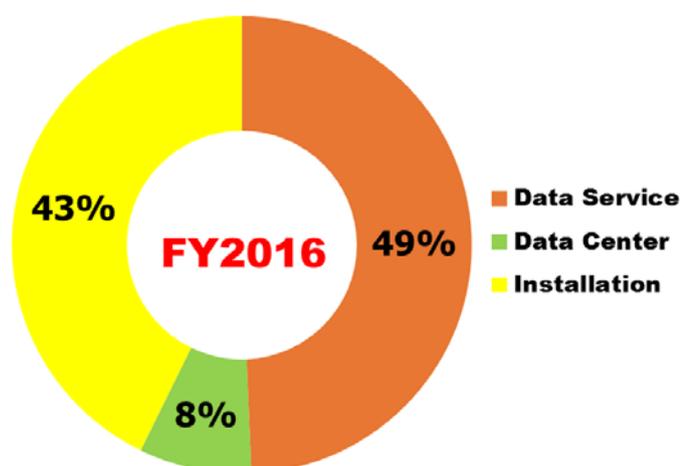


### Company Overview

Interlink Telecom Public Company Limited (“the Company”) is a telecommunications network service provider that focusing on data communication business (Leased Circuit). It obtained 15 Years Telecommunication Type 3 from NBTC and also got the concession to install optical fiber along Railway for 30 years in order to get the most reliable network to service to customer. Interlink Telecom Public Company Limited is listed on Market for Alternative Investment (MAI) with a market capitalization of THB 5.9bn (USD 168.6mn) as of March 3, 2017.

Interlink Telecom’s businesses can be divided into 2 types of revenue with 3 main businesses: 1) Data Service; 2) Data Center; 3) Installation.



### I. DATA SERVICE

The Company focuses on customers who are looking for infrastructure that can support big data and having the most reliability and best service. The service will be delivered to customers over Interlink Fiber Optic Network that provide extensive nationwide network of 75 out of 77 provincial as well as connecting to International such as Cambodia, Laos, Hong Kong, Malaysia, Singapore, and Myanmar.

### II. DATA CENTER

Moreover, the Company also own another business call “Data Center”. The Data Center business unit provides strategic support to Interlink Telecom business model by not only having connectivity service but also provide the co-location and data consolidated solution such as Disaster Recovery Service and Cloud Solution. The Data Center is taking advantages of lacking of “Build to be Data Center” that design follow the international standard. So, Interlink Data Center is the first in Thailand that built the data center from its infrastructure on Interlink’s private land that secure from Flooding, Protest, and Access from unknown visitor from public and unmanaged risk. The Data Center was designed to follow TIA-942 Tier 3 that considered being the international standard and can supply for 348 Racks Space and 600 Racks Space for customer in Interlink Data Center 1 and 2, respectively.

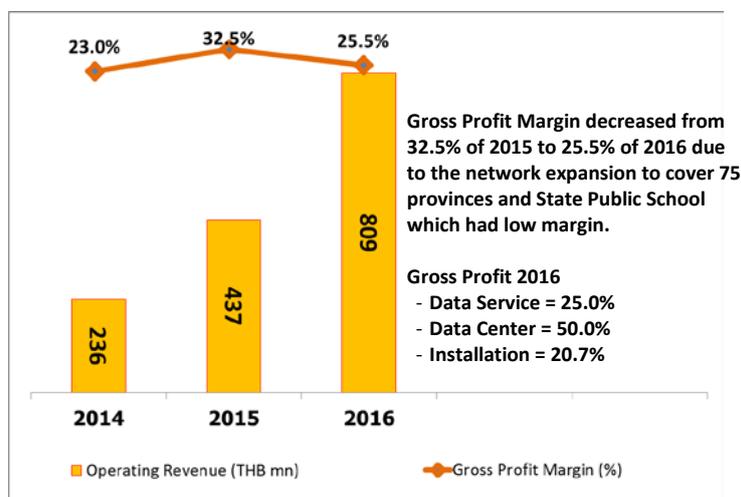
### III. INSTALLATION

The Company provides all around services for telecommunications network installation, including consulting, planning, and network installation related to high-speed communication system by utilizing experience, knowledge and proficiency of the Company’s personnel to provide quality installation in accordance with customers’ preferences. The Company’s target customers are communications and telecommunications service provider including both public and private companies.

### KEY FINANCIAL DATA

(Unit: THB mn)	2016	2015	2014
Operating Revenue	809	437	236
Operating EBITDA	255	168	58
Net Income	67	31	9
Total Assets	3,336	2,433	1,847
Total Liabilities	1,929	2,108	1,553
Shareholder’s Equity	1,407	325	294
Net Debt to Equity	0.82x	2.30x	2.94x
Net Debt to Operating EBITDA	4.53x	3.35x	11.15x
ROE	13.13%	9.92%	10.60%

### OPERATING REVENUE AND GROSS PROFIT MARGIN

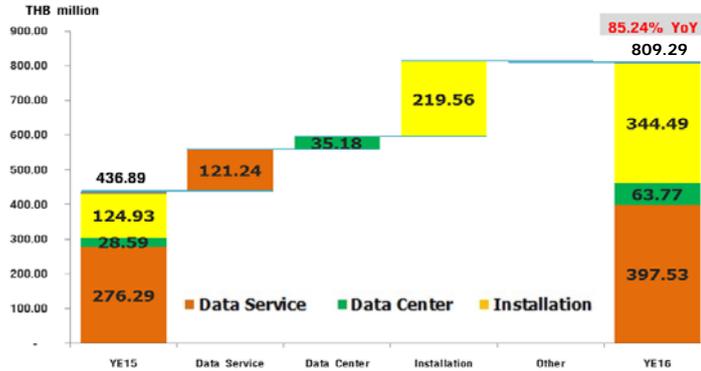


### DIVIDEND RECORD AND POLICY

Policy: Not less than 40% of net profits after taxes and all reserves as required by law from the separated financial statements (with additional conditions)

The Board approved the exempt of dividend payment from 2016 net income because the Company is still during startup period and has low operation cash flow. In addition, the Company needs funding in order to expand and improve the fiber optic network. However, it needed to be approved at the Company’s Annual General Meeting of the Shareholders.

### 2016 KEY DEVELOPMENTS



### DATA SERVICE

- # of Circuit increase to **6,718** from 2,879
- # of Customer increase to **337** from 242
- % of SLA at **99.9985%**
- Network Coverage up to **75 provinces**

### DATA CENTER

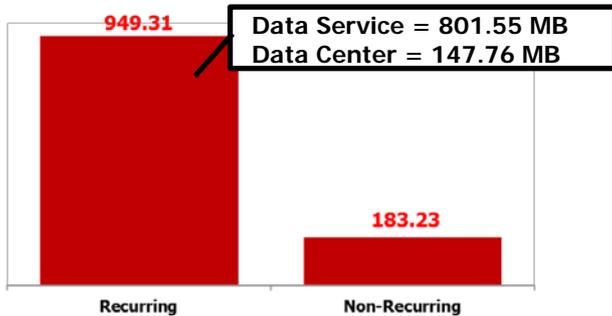


- # of Customer: **13 customers** including **2 major customers**
- Run at **95% of Occupancy Rate**
- SLA at **100%**

### INSTALLATION

- Major Projects Revenue Recognition are **FTTX, 4G and State Public School**
- 2 New Projects acquiring in Q3'16
  - PEA Installation Fiber Optic = 49 MB
  - State Public School Project = 89 MB
- 1 New Project acquiring in Q4'16
  - PEA 24 Hours Preventive Maintenance at North and South at 56 MB and 61 MB, respectively

### Revenue Backlog

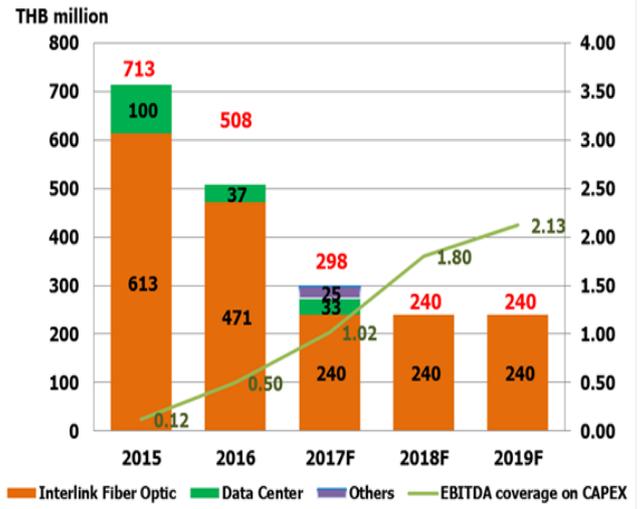


### 2017 TARGET

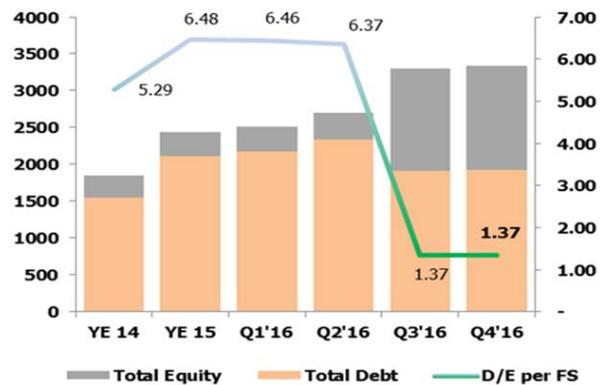
REVENUE GROWTH	30%-50%
RECURRING BASE REVENUE GROWTH	30%
2nd IDC RFS	Q2, 2016
FOREIGN INVESTMENT	MYANMAR

### FINANCIAL STRUCTURE

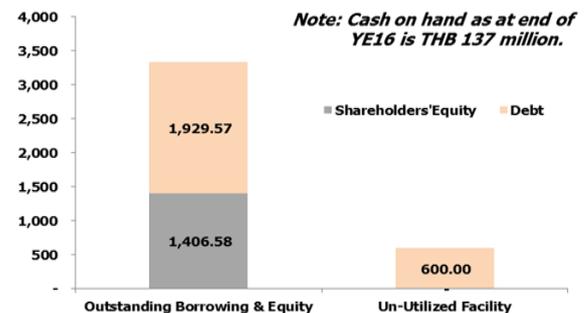
#### CAPEX PLANS - COMMITTED & OTHERS



#### Debt to Equity Ratio



#### BACK-UP FINANCING



### Five Years Plan

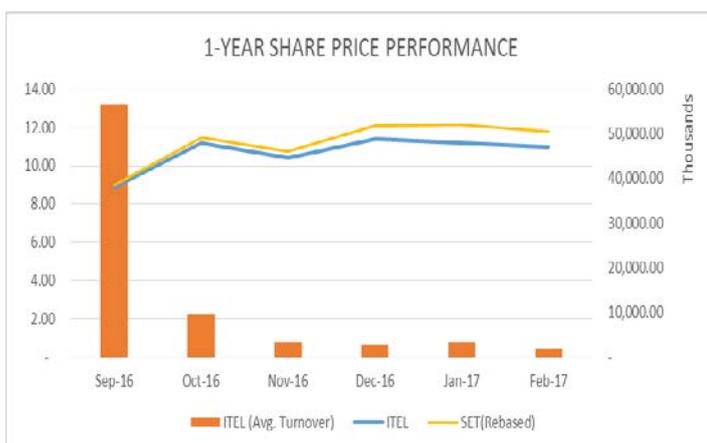
2021 Goals	Revenue Growth over 20% CAGR	DE Ratio maintain under 1.7 times
	Gross Profit Margin Data Service: above 40% by 2021/Installation: Minimum at 20%/Data Center: above 45% each year	
	NPAT Margin Target at 20% by 2021	

Growth Pillars	Driven by recurring revenue	Maximization of assets utilization	Increasing of market shares	Improving/Maintaining customer experiences in term of churn rate	Improving/Maintaining service excellent in term of SLA
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Current Performance	70%	17%	9%	0.99%	99.9985%
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Measurements	80%	50% within 5 years	17% within 5 years	Lower than 2%	99.99%
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### 1-Year Share Price Performance



### STOCK INFORMATION

Interlink Telecom Public Company Limited		
Ticker <b>ITEL</b>	Share Price (THB/Share) <b>11.80</b>	Number of shares <b>500,000,000</b>
52 Weeks Share Price Range (THB/Share) <b>7.00 – 12.00</b>		Free Float (%) <b>33.42</b>

As of March 3, 2017

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