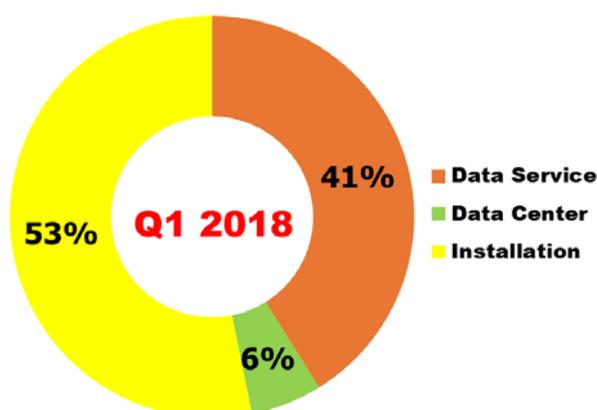


### Company Overview

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 Thailand Stock Exchange with a market capitalization of THB 3.98bn (USD 124.38mn) as of May 22, 2018.

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



#### I. DATA SERVICE (Recurring)

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. Average contract per customer at 18 months

#### II. DATA CENTER (Recurring)

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 first mover of “**Build to be Data Center**” that design follow the international standard (Tier 3). 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 and Certified by Uptime Institutional Tier 3 that considered being the international standard and can supply for 348 Racks Space (100% utilization as of April 2018) and 624 Racks Space (30% utilization as of April 2018) for customer in Interlink Data Center 1 and 2, respectively. Average contract per customer is at 3 years.

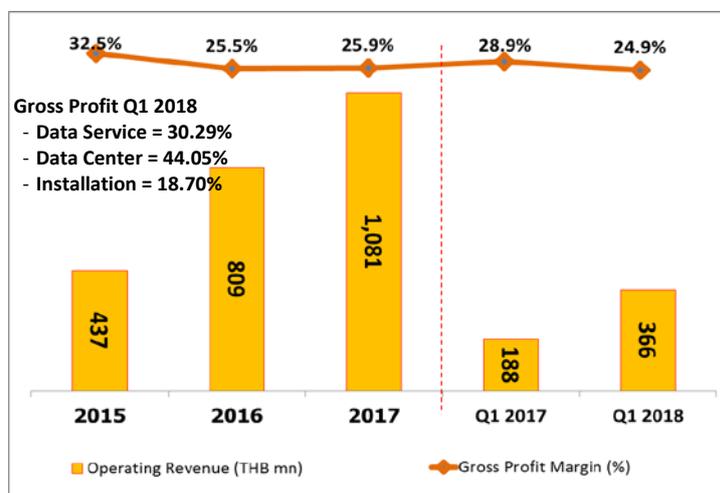
### III. INSTALLATION

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 customer is telecommunications service provider including both public and private companies.

### KEY FINANCIAL DATA

| (Unit: THB mn)               | Q1 2018 | Q1 2017 | 2017  | 2016   |
|------------------------------|---------|---------|-------|--------|
| Operating Revenue            | 366     | 188     | 1,081 | 809    |
| Operating EBITDA             | 103     | 72      | 349   | 255    |
| Net Income                   | 31      | 18      | 102   | 67     |
| Total Assets                 | 4,636   | 3,525   | 4,294 | 3,336  |
| Total Liabilities            | 3,096   | 2,100   | 2,786 | 1,929  |
| Shareholder’s Equity         | 1,540   | 1,425   | 1,508 | 1,407  |
| Net Debt to Equity           | 1.33x   | 0.95x   | 1.19x | 0.82x  |
| Net Debt to Operating EBITDA | 5.00x   | 4.70x   | 5.15x | 4.53x  |
| ROE                          | 8.16%   | 5.21%   | 7.03% | 13.13% |

### OPERATING REVENUE AND GROSS PROFIT MARGIN

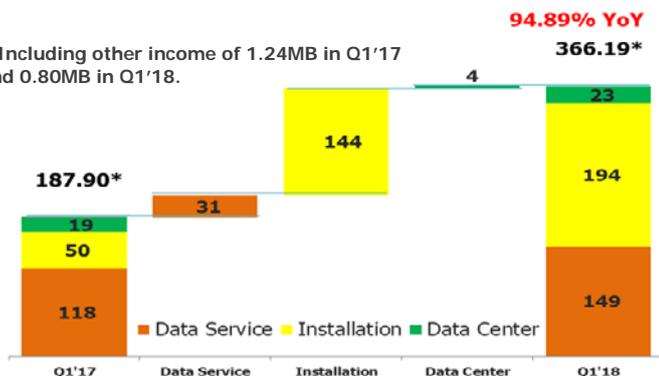


### DIVIDEND RECORD AND POLICY

The Company approved the dividend payment to shareholders from 2017 operation results at Baht 0.043 per shares or approximately 42.42% of net income after deduction of legal reserved.

### KEY DEVELOPMENTS

\* Including other income of 1.24MB in Q1'17 and 0.80MB in Q1'18.



### DATA SERVICE

- # of Circuit increase to **11,354 (Mar'18)** from 10,085 (Dec'17)
- # of Customer increase to **475 (Mar'18)** from 440 (Dec'17)
- % of SLA at **99.9990%**
- Network Coverage up to **75 provinces**
- New customers acquiring are such as MOF, MWA, SAWAD, MTLs, AURORA, AEON, OCEAN LIFE, CS LOX/INET, SUSCO, and FN.

### DATA CENTER

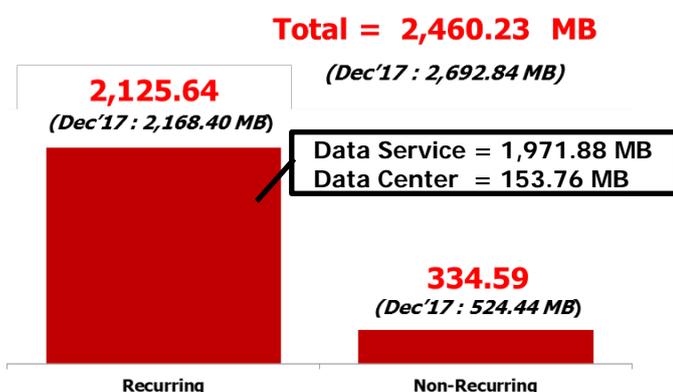


- # of Customer: **16 customers (Mar'18)** from 14 customers (Dec'17)
- Focus on **Banking** such as TMB (ING Group), GSB, and MOC
- Run at **100% of Occupancy Rate** at 1<sup>st</sup> IDC and 30% at 2<sup>nd</sup> IDC
- SLA at **100%**

### INSTALLATION

- Major Projects Revenue Recognition are **USO, MA PEA, and Airblow**
- Backlog on hand as of Mar'18 = **334.59 MB**

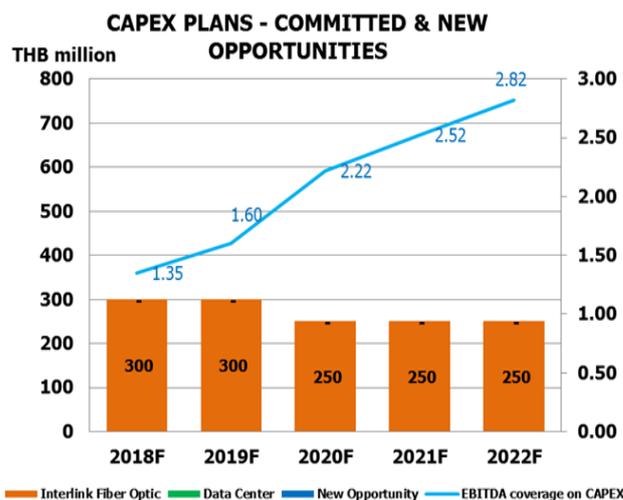
### Revenue Backlog



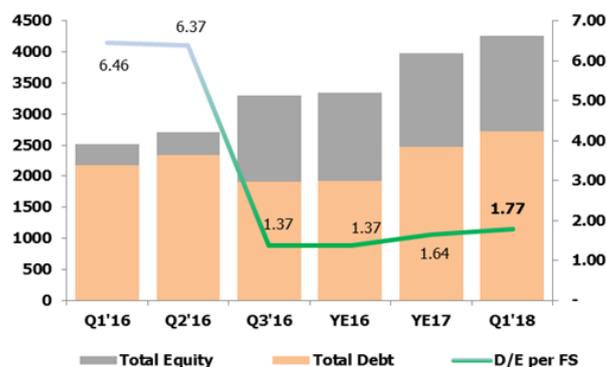
### 2018 TARGET

|                               |     |
|-------------------------------|-----|
| REVENUE GROWTH                | 30% |
| RECURRING BASE REVENUE GROWTH | 30% |
| 2nd IDC Occupancy             | 60% |

### FINANCIAL STRUCTURE

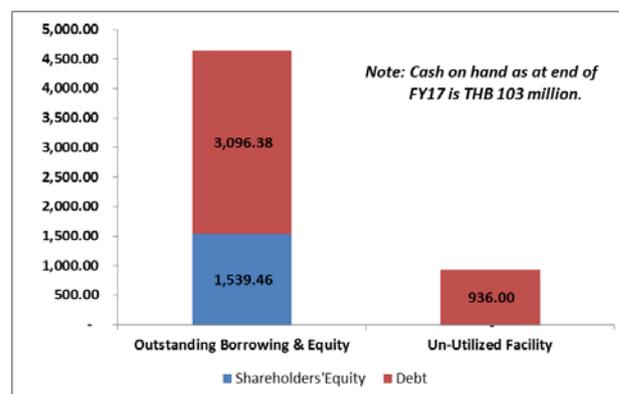


### Debt to Equity Ratio



Remark D/E per FS = 2.01

### Back-up Financing



### Five Years Plan



### 1-Year Share Price Performance



### STOCK INFORMATION

| Interlink Telecom Public Company Limited                     |  |  |
|--|--|--|
| <b>Ticker</b><br>ITEL  | <b>Share Price (THB/Share)</b><br>3.98 | <b>Number of shares</b><br>1,000,000,000 |
| <b>52 Weeks Share Price Range (THB/Share)</b><br>3.86 – 6.00 |  | <b>Free Float (%)</b><br>36.30           |

As of May 22, 2018

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