



Telecom^{'''}
PUBLIC COMPANY LIMITED

OPPORTUNITY DAY

Q3 2022

22 November 2022





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- 2 **Group & Company Structure**
- 3 **Products & Services**
- 4 **Performance & Update – Q3 2022**
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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

Company Timeline



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



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.

◆ Group & Company Structure



48.44%



ITEL : Interlink Telecom Plc.

- Provide fiber optic network services
- Design, construction and contracting for fiber optic project and telecommunications project
- Provide data center service

51.00%

33.33%



Blue Solutions Co., Ltd.

- Specialized in state of the art, innovative and integrated IT solutions including consultancy services, project design, project management, turnkey solutions and annual maintenance contracts

ETIX ITEL Bangkok Co., Ltd.

- Provide data center service

1 Data Service

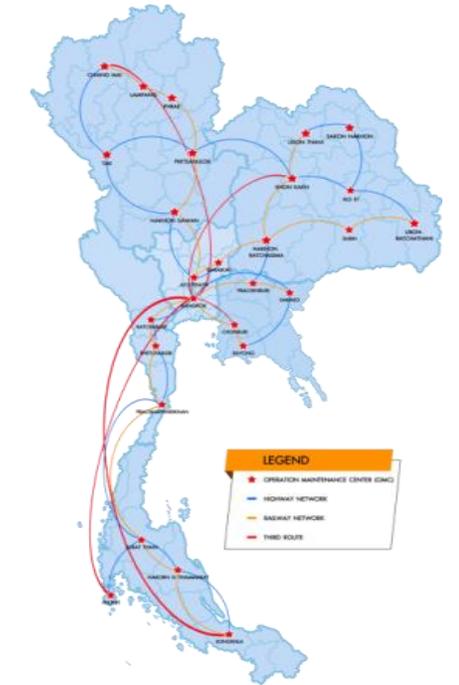
Provide telecommunication services nationwide fiber optic network

2 Data Center

Provide data center space services

3 Installation

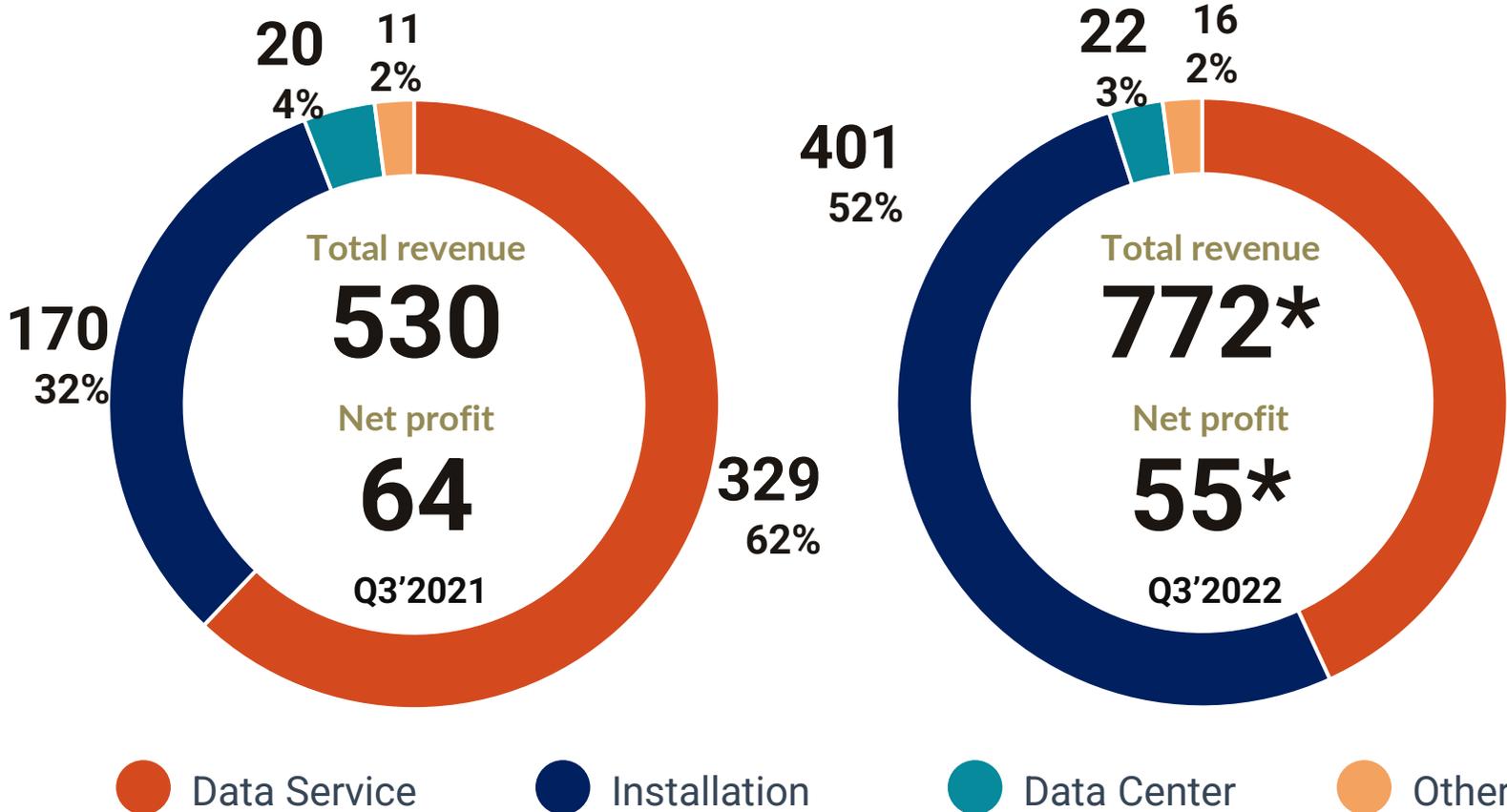
Provide design and construction of telecommunication project



Revenue & Net Profit



Unit : Million Baht



Overview Q3 2022

Total revenue **+242_{MB}**; **+46%**

Net profit **-9_{MB}**; **-7%**

Data Service

- #of new circuit in Q3'22 is **1,480+**
- #of customer increase to **865 (Sep'22)** from 845 (Jun'22)
- % of SLA at **99.99 %**

Installation

- Major projects recognition are:
 - Support & Supply **132 MB**
 - AWN Project **128 MB**
 - CCTV in Police Area 2 **24 MB**
 - TRUE Project **15 MB**
 - Contribute of BS (3-month) **44 MB**

Data Center

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

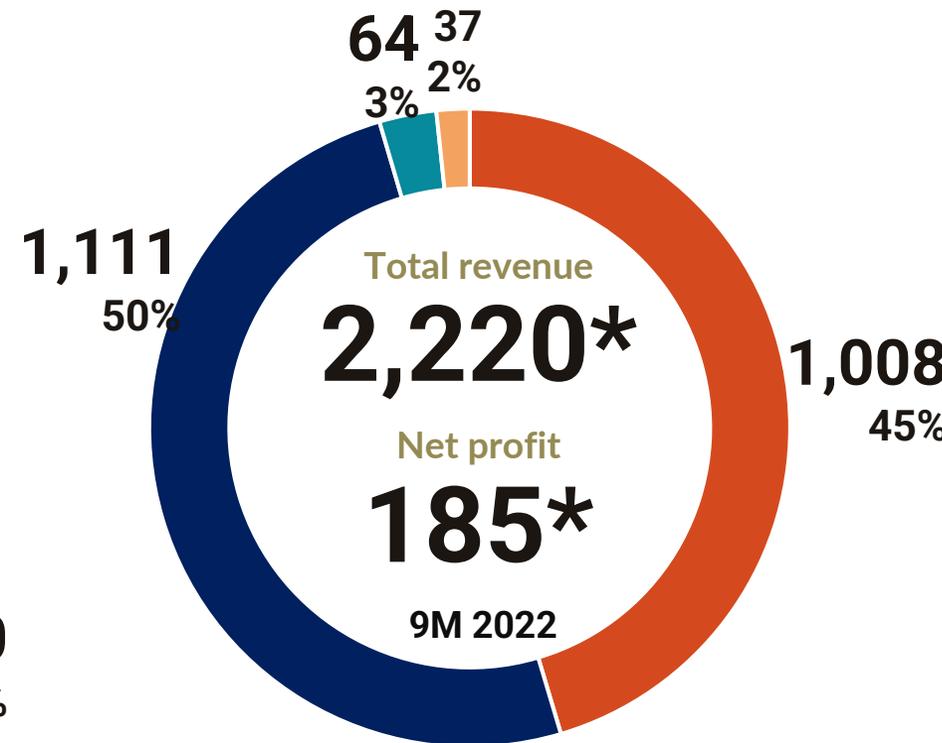
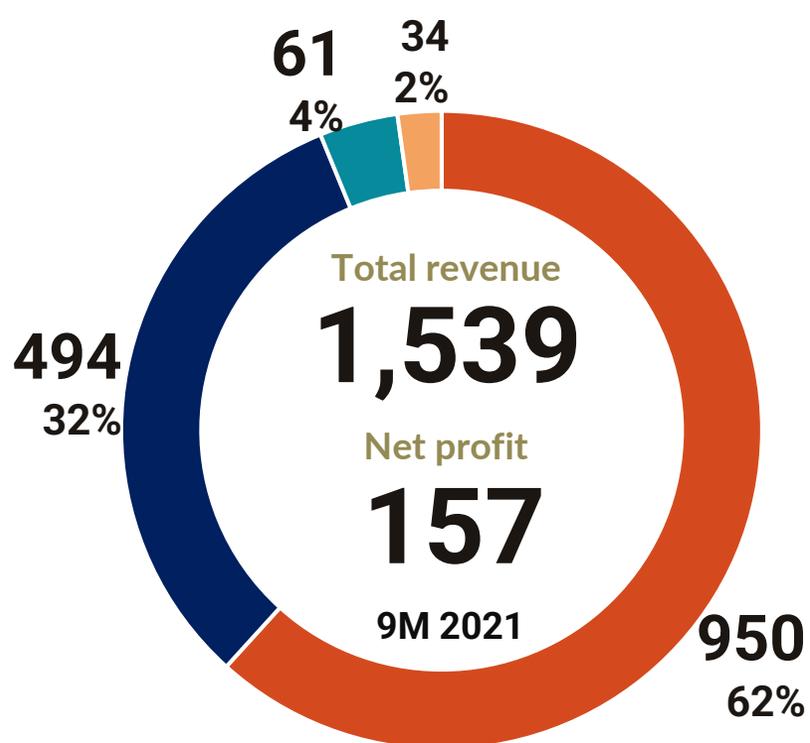
*Included 3-month performance of Blue Solutions; Revenue = 44 MB, and 51% Net Profit = 0.8 MB

Revenue & Net Profit



Unit : Million Baht

Overview 9M 2022



Total revenue **+681 MB; +44%**
 Net profit **+28 MB; +18%**

● Data Service
 ● Installation
 ● Data Center
 ● Other

Data Service

- #of new circuit in 9M'22 is **2300+**
- #of customer increase to **865 (Sep'22)** from 807 (Dec'21)
- % of SLA at **99.99%**

Installation

- Major projects recognition are:
 - Support & Supply **274 MB**
 - CCTV in Police Area 2 **235 MB**
 - AWN Project **192 MB**
 - TRUE Project **63 MB**
 - Contribute of BS (7-month) **201 MB**

Data Center

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

*Included 4-month performance of Blue Solutions; Revenue = 201 MB, and 51% Net Profit = 11 MB

Performance & Update – Q3 2022

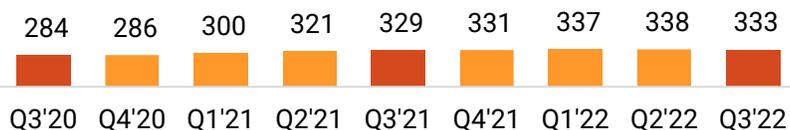
Data Service

Revenue

YoY **+1%**

QoQ **-1%**

+6%

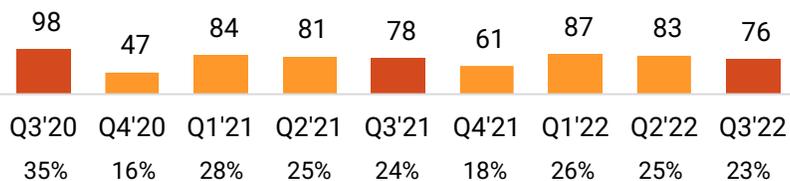


GP

YoY **-3%**

QoQ **-8%**

+1%



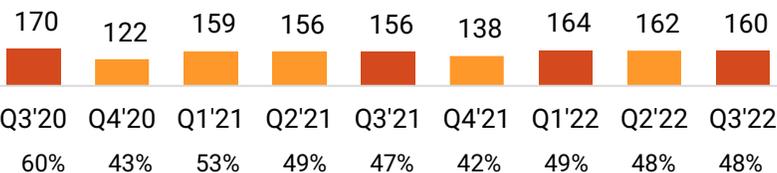
%GP 35% 16% 28% 25% 24% 18% 26% 25% 23%

EBITDA

YoY **+3%**

QoQ **-1%**

+3%



%EBITDA 60% 43% 53% 49% 47% 42% 49% 48% 48%

Data Service

Revenue

- **Significant growth YoY**
- **Continuously growth QoQ**
- Increased in USO service, number of customers and circuits are the key success in Q3'22 vs Q3'21
- New Links acquiring are such as
 - IPLC to Equinix, Singapore
 - Kasikorn Bank Public Company Limited
 - Bank for Agriculture and Agricultural Cooperatives
- **New Contract on Hand of Q3 2022 = 137 MB**

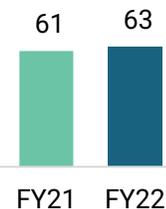
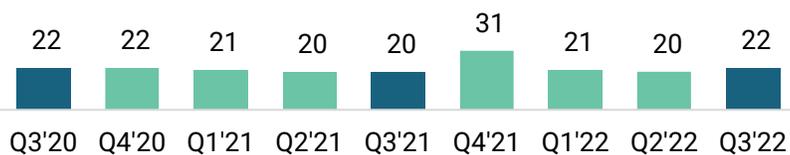
Gross Profit

- Slightly decreased in %GP YoY and QoQ of FY21 as a result of increasing repair and maintenance of USO Service due to expired warranty period, and the inflation which affect many areas such as electricity, fuel
- In FY2022, we still believe that **%GP is expected to be around 25 - 30%** in 2022 onwards

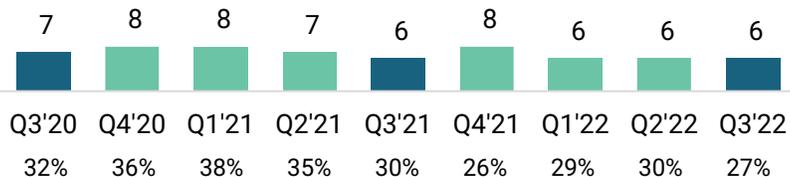
Performance & Update – Q3 2022

Data Center

Revenue

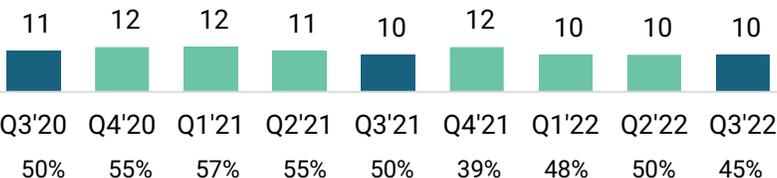
YoY **+10%**QoQ **+10%****+3%**

GP

YoY **0%**QoQ **0%****-14%**

%GP 32% 36% 38% 35% 30% 26% 29% 30% 27%

EBITDA

YoY **0%**QoQ **0%****-9%**

%EBITDA 50% 55% 57% 55% 50% 39% 48% 50% 45%

Data Center

Revenue

- Having 3 major customers with **97% utilization of capacity**
- Constantly and consistency maintain a stream of revenue

Gross Profit

- GP Q3 2022 decreased due to arising cost from electricity.
- New Control level of **%GP at 30%**

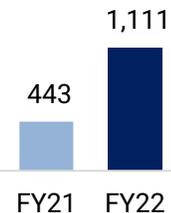
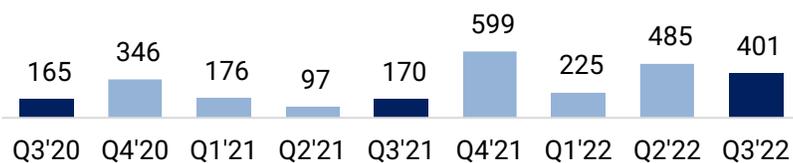
2nd Data Center: ETIX ITEL Bkk#1

- **33.33% Shareholding**
- **95% Day-1 Occupancy Rate**
- **66% Day-2 Occupancy Rate** will start to recognize revenue in Q3 2022
- Plan to Break-Even point in 2023-2024

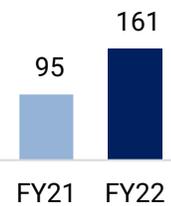
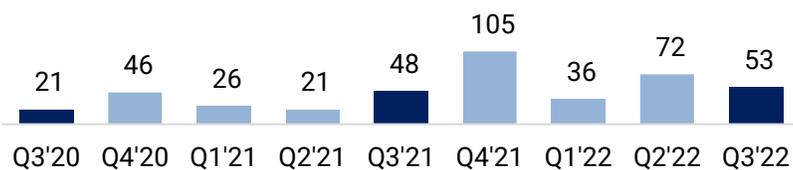
Performance & Update – Q3 2022

Installation

Revenue

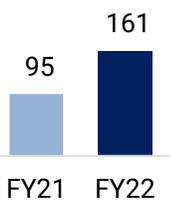
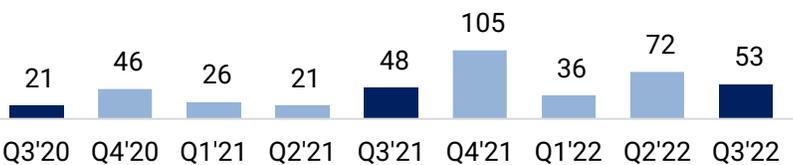
YoY **+136%**QoQ **-17%****+151%**

GP

YoY **+10%**QoQ **-26%****+69%**

%GP 13% 13% 15% 22% 28% 18% 16% 15% 13%

EBITDA

YoY **+10%**QoQ **-26%****+69%**

%EBITDA 13% 13% 15% 22% 28% 18% 16% 15% 13%

Installation

Revenue

- Fluctuation in revenue upon completion of projects progression
- Major projects revenue recognition in Q3'22 are;
 - **Support & Supply** 132 MB
 - **AWN Project** 128 MB
 - **CCTV in Police Area 2** 24 MB
 - **TRUE Project** 15 MB
 - **Contribute of BS (3-month)** 44 MB

Gross Profit

- Decreased in term of %GP due to the project mix of between Q3'22 vs Q2'22. The major project in 2022 is CCTV Police Area 2 and Solar Cell for Base Station.
- Control level of **%GP between 15% - 20%**

Contracts in Hand and Upcoming

- New Contract on Hand during 2022 = **947 MB**
- In progress and to be recognized for 2022 approx. **439 MB**

Performance & Update – Q3 2022

Contracts on Hand as at 30 September 2022

	Information as of Q3 2022					Q2'22 Total
	3M 2022	2023	2024	2025 onward	Total	
Bandwidth, DFI, IPLC	161	343	131	88	723	795
USO1-DSV	38	103	-	-	141	178
USO2-DSV	87	349	349	257	1,042	1,129
DATA SERVICE	286	795	480	345	1,906	2,102
						60%
DATA CENTER	15	40	38	29	122	137
						4%
INSTALLATION (Est. Timeline)	439	523	204	-	1,166	814
						37%
TOTAL CONTRACTS IN HAND	740	1,358	722	374	3,194	3,053

Remark: Included New e-Budgeting Project

Performance & Update – 21 November 2022

Upcoming Contracts Next Periods



2HY Target 2,000

Recurring

Non-recurring

Total 1,886

895

991

Data Service & Data Center 236

Winning Jul - Oct 2022



New e-Budgeting

637

Winning November 2022



Docsis

76

Waiting for Award
Announcement



Course Online Proposal Submit on 3/8/2022

305

Bidding



USO - TOT

632

Waiting bidding



56%



44%

Investments in Blue Solutions

Overall 9M Performance

LEADING in Solutions Integration

Solutions Provided :



Cyber Security



CCTV & Security
Solutions



Network and WiFi
Solutions



Server, Blade
Server, Storage



Enterprise Software
Development



Business
Consultant

9M Revenue : THB 227 million (consolidated for 7-month = 201 MB)

9M Net Profit : THB 23 million (consolidated for 7-month at 51% = 11 MB)

Contracts on Hand : 515 MB

	Information as of Q3 2022				
	3M 2022	2023	2024	2025 onward	Total
INSTALLATION (Est. Timeline)	259	95	51	110	515

Investments in Blue Solutions

Upcoming Contracts Next Periods

Approx. Contract Value

Recurring

Non-recurring

Total

360

360

EGAT – Access Network

200



EGAT – Endpoint Management

90



PWA – Network Maintenance

30



PWA – Security Enhancement

40

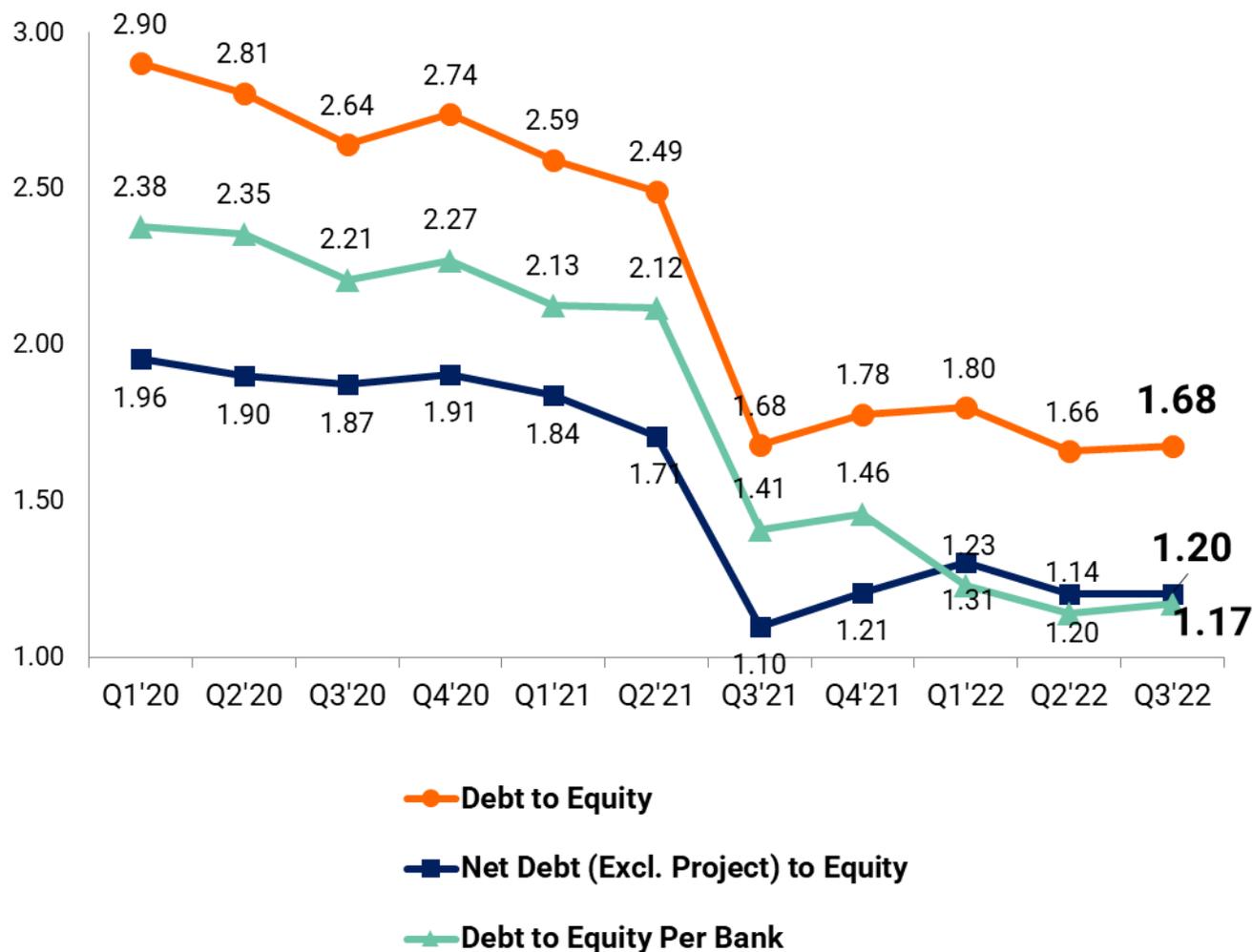


Performance & Update – Q3 2022

Debt to Equity Ratio



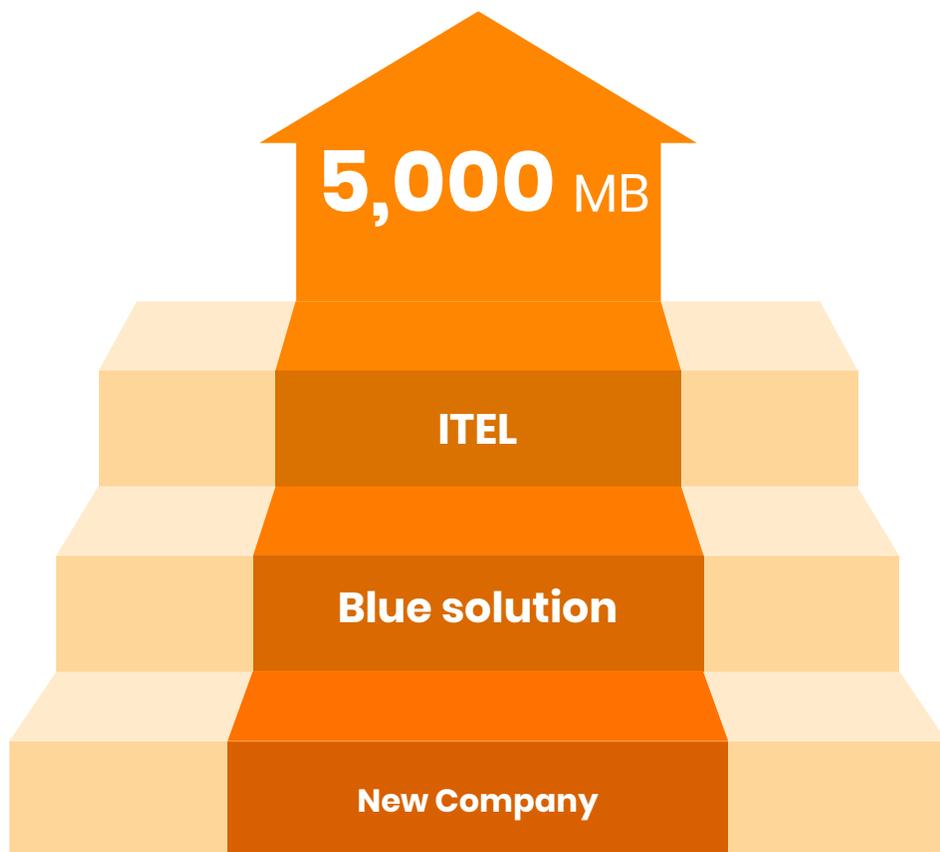
Debt to Equity Ratio



ITEL Remaining Warrants as of Q3 2022

- ITEL-W3
 - Remaining 268.87 million Warrants
 - Exercise Price 3.30 Baht/Share
 - Future Cash = 887.25 million Baht
 - Last Exercise Date: 14 April 2023
- ITEL-W4
 - Remaining 262.80 million Warrants
 - Exercise Price 11.50 Baht/Share
 - Future Cash = 3,022.23 million Baht
 - Last Exercise Date: 10 July 2024

Five Years Target



Within	2026	2028
CAGR	+20%	+9%



WE SERVE THE BEST CONNECTIVITY

 0 2666 2222

 info@interlinktelecom.co.th

 www.interlinktelecom.co.th

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