

# INTERLINK TELECOM

THAILAND / INFORMATION&COMM TECH

# ITEL TB

# BUY

UNCHANGED

## กำไรปกติ 2Q25 ฟิ้นซ้ำแต่ Valuation ถูก

- ผลขาดทุนทางเครดิตของลูกค้ารายหนึ่งกดดันกำไรสุทธิใน 2Q25 แต่กำไรปกติ +10.9% q-q, -1.0% y-y ดีกว่าคาดเล็กน้อย
- อย่างไรก็ตาม กำไรปกติ 1H25 หดตัวจากมาร์จิ้นของ Installation ที่ลดลง เราปรับลดประมาณการกำไรสะท้อนมาร์จิ้นที่ต่ำกว่าคาด
- ปรับลดราคาเป้าหมายเป็น 2.10 บาท แนะนำซื้อ Valuations ต่ำมาก

### ผลขาดทุนทางเครดิตของลูกค้ารายหนึ่งกดดันกำไรสุทธิใน 2Q25

ITEL รายงานกำไรสุทธิ 2Q25 เพียง 3 ล้านบาท โดยมีผลขาดทุนด้านเครดิตของลูกค้ารายหนึ่ง 28 ล้านบาท สูงขึ้นอย่างมีนัยสำคัญจากไตรมาสก่อนๆ หากตัดรายการดังกล่าวออก จะเป็นกำไรปกติ 31 ล้านบาท (+10.9% q-q, -1.0% y-y) ดีกว่าคาดเล็กน้อย และฟื้นเป็นไตรมาสที่ 2 ติดต่อกันแต่ยังต่ำกว่าศักยภาพที่ควรจะเป็น เนื่องจากรายได้รวมใน 2Q25 ทำได้ 652 ล้านบาท -17.6% q-q, +15.9% y-y ตามทิศทางของธุรกิจ Installation (42% ของรายได้รวม) ที่มีอัตรากำไรขั้นต้น 12.4% ต่ำที่สุดในรอบ 4 ปีครึ่ง โดยในช่วง 4 ปีที่ผ่านมาธุรกิจ Installation มีอัตรากำไรขั้นต้นเฉลี่ย 24%

### รายได้ Data service ฟื้นตัวจากการรับรู้ USO อีกครั้งแต่มาร์จิ้นยังต่ำ

รายได้จาก Data service (52% ของรายได้รวม) ใน 2Q25 เพิ่มขึ้น +9.8% q-q, +2.7% y-y เนื่องจากบริษัทกลับมารับรู้รายได้จาก USO ตั้งแต่เดือน พ.ค. 2025 เป็นต้นมา หลังจากหยุดรับรู้รายได้ตั้งแต่ 3Q24-1Q25 แต่อัตรากำไรขั้นต้นยังต่ำกว่าในอดีตพอสมควร คาดว่าจะทยอยดีขึ้นในไตรมาสต่อไป อย่างไรก็ตาม สัญญา USO 1 และ 2 จะหมดอายุสิ้นปี 2025 คาดว่าจะเห็นความชัดเจนก่อนสิ้นสุดสัญญาปลายปีนี้

### กำไรปกติ 1H25 หดตัวจากมาร์จิ้นของ Installation ที่ลดลง

ภาพรวมในงวด 1H25 แม้ว่ารายได้รวมจะเติบโต 12.0% y-y เป็น 1.4 พันล้านบาท ซึ่งเป็นการเพิ่มขึ้นของธุรกิจ Installation (+35.3% y-y) แต่อัตรากำไรขั้นต้นของ Installation ที่ลดลงอย่างมีนัยสำคัญเป็น 13.9% จาก 30.3% ใน 1H24 ส่งผลให้กำไรปกติครึ่งปีแรก -41.3% y-y เหลือ 59 ล้านบาท แนวโน้มใน 2H25 คาดดีขึ้นจากงบประมาณรายจ่ายประจำปี 2026 ที่เชื่อว่าไม่สะดุด และมีการเร่งส่งมอบงาน Installation ให้ลูกค้าในช่วงไตรมาสสุดท้ายของปีเป็นปกติ ส่วนรายได้จาก USO1 จะเข้ามาเต็มที่และมาร์จิ้นทยอยปรับตัวดีขึ้น อย่างไรก็ตาม เราปรับประมาณการกำไรปี 2025-27 ลงเฉลี่ยปีละ 33% จากการปรับลดอัตรากำไรขั้นต้นของธุรกิจ Installation ให้สอดคล้องกับในครึ่งปีแรกปี 2025

### ปรับลดราคาเป้าหมาย คงคำแนะนำซื้อ P/BV ต่ำเพียง 0.5x

ภายหลังปรับประมาณการ เราลดกำไรปกติปี 2025 เติบโตชะลอลงเป็น +6.3% y-y ก่อนจะเร่งตัวขึ้น +20.2% y-y ในปี 2026 จากฐานต่ำในปีนี้ เราปรับราคาเป้าหมายลงเป็น 2.10 บาท (อิง 2025E P/E 17x) ยังคงแนะนำซื้อ ราคาหุ้นปัจจุบันเทรดที่ P/BV ต่ำเพียง 0.5x และคาดว่า Dividend yield ราว 4% ต่อปี ทั้งนี้ โครงการซื้อหุ้นคืนสิ้นสุดลงแล้วเมื่อวันที่ 18 ก.ค. 2025 บริษัทสามารถจำหน่ายหุ้นที่ซื้อคืนได้หลังพ้น 3 เดือนแต่ไม่เกิน 3 ปีนับแต่วันสิ้นสุดโครงการ

|                 |         |
|-----------------|---------|
| TARGET PRICE    | THB2.10 |
| CLOSE           | THB1.43 |
| UP/DOWNSIDE     | +46.9%  |
| PRIOR TP        | THB2.60 |
| CHANGE IN TP    | -19.2%  |
| TP vs CONSENSUS | -9.5%   |

### KEY STOCK DATA

| YE Dec (THB m)       | 2024   | 2025E  | 2026E  | 2027E  |
|----------------------|--------|--------|--------|--------|
| Revenue              | 2,478  | 2,971  | 3,170  | 3,310  |
| Net profit           | 304    | 111    | 182    | 197    |
| EPS (THB)            | 0.22   | 0.08   | 0.13   | 0.14   |
| vs Consensus (%)     | -      | (40.7) | (21.2) | (22.2) |
| EBITDA               | 818    | 776    | 848    | 886    |
| Recurring net profit | 143    | 152    | 182    | 197    |
| Core EPS (THB)       | 0.10   | 0.11   | 0.13   | 0.14   |
| Chg. In EPS est. (%) | -      | (33.8) | (33.5) | (32.1) |
| EPS growth (%)       | (47.6) | 6.3    | 20.2   | 8.3    |
| Core P/E (x)         | 13.9   | 13.1   | 10.9   | 10.1   |
| Dividend yield (%)   | -      | 2.0    | 3.2    | 3.5    |
| EV/EBITDA (x)        | 7.0    | 7.9    | 6.8    | 6.6    |
| Price/book (x)       | 0.5    | 0.5    | 0.5    | 0.5    |
| Net debt/Equity (%)  | 83.8   | 91.3   | 81.6   | 79.9   |
| ROE (%)              | 3.6    | 3.7    | 4.4    | 4.6    |



| Share price performance        | 1 Month                             | 3 Month | 12 Month |
|--------------------------------|-------------------------------------|---------|----------|
| Absolute (%)                   | 22.2                                | 5.9     | (33.2)   |
| Relative to country (%)        | 7.3                                 | 0.7     | (32.1)   |
| Mkt cap (USD m)                | 61                                  |         |          |
| 3m avg. daily turnover (USD m) | 0.1                                 |         |          |
| Free float (%)                 | 47                                  |         |          |
| Major shareholder              | Interlink Communication PLC.. (49%) |         |          |
| 12m high/low (THB)             | 2.52/1.05                           |         |          |
| Issued shares (m)              | 1,388.93                            |         |          |

Sources: Bloomberg consensus; FSSIA estimates



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## Investment thesis

ITEL's 2Q25 core profit was THB31m (+10.9% q-q, -1.0% y-y), slightly above expectations, recovering for a second straight quarter but still below potential due to weak gross margin in the installation.

Data service revenue rebounded (+9.8% q-q) as USO income resumed in May 2025, though margins remain below historical levels. In 1H25, total revenue grew 12% y-y but core profit dropped 41.3% y-y on sharply lower installation margins (13.9% vs 30.3% in 1H24).

We cut 2025-27 earnings forecasts by 33% p.a. on lower installation margin assumptions. Core profit growth is expected to slow to +6.3% y-y in 2025 before accelerating to +20.2% y-y in 2026. We lower our TP to THB2.10 (17x 2025E P/E) and maintain BUY.

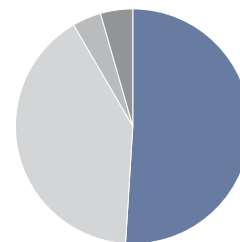
## Company profile

ITEL is a telecommunications network service provider with a nationwide fibre optic network that also provides telecommunication infrastructure installation services. ITEL's telecommunication license Type 3 from the National Broadcasting and Telecommunications Commission (NBTC) allows the company to own networks and render services.

[www.interlinktelecom.co.th](http://www.interlinktelecom.co.th)

## Principal activities (revenue, 2024)

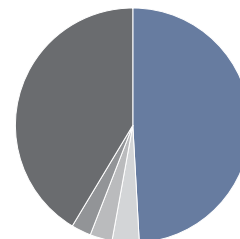
- Data service - 51.0 %
- Installation - 40.6 %
- Data center - 4.0 %
- GLS - 4.4 %



Source: Interlink Telecom

## Major shareholders

- Interlink Communication PLC.. - 49.1 %
- Thai NVDR Co., Ltd. - 3.7 %
- HSBC Bank PLC - Eam Long-Only Emerging Markets Master Fund Limited - 3.1 %



Source: Interlink Telecom

## Catalysts

Key catalysts include 1) private sector confidence in investment; 2) technological changes driving new tech-related investments; 3) the company's success in securing high-margin contracts; and 4) a decline in market interest rates.

## Risks to our call

Downside risks to our P/E-based TP include 1) uncertainty regarding bidding outcomes; 2) delays in projects; 3) cost overruns; and 4) risks from technological disruptions.

## Event calendar

| Date          | Event                      |
|---------------|----------------------------|
| November 2025 | 3Q25 earnings announcement |

## Key assumptions

|                      | 2025E<br>(THB m) | 2026E<br>(THB m) | 2027E<br>(THB m) |
|----------------------|------------------|------------------|------------------|
| Data service revenue | 1,342            | 1,417            | 1,502            |
| Gross margin (%)     | 16.0             | 17.3             | 17.5             |
| Installation revenue | 1,450            | 1,533            | 1,567            |
| Gross margin (%)     | 16.0             | 17.2             | 17.2             |
| Data center revenue  | 99               | 100              | 101              |
| Gross margin (%)     | 44.2             | 44.5             | 45.0             |
| IHT revenue          | 80               | 121              | 141              |
| Gross margin (%)     | 22.0             | 23.0             | 23.0             |

Source: FSSIA estimates

## Earnings sensitivity

- For every 10% change in THB to USD, we project ITEL's 2025 core profit to change by 1%, all else being equal.
- For every 1% change in blended gross margin, we project ITEL's 2025 core profit to change by 8%, all else being equal.
- For every 10% change in SG&A expense, we project ITEL's 2025 core profit to change by 4%, all else being equal.

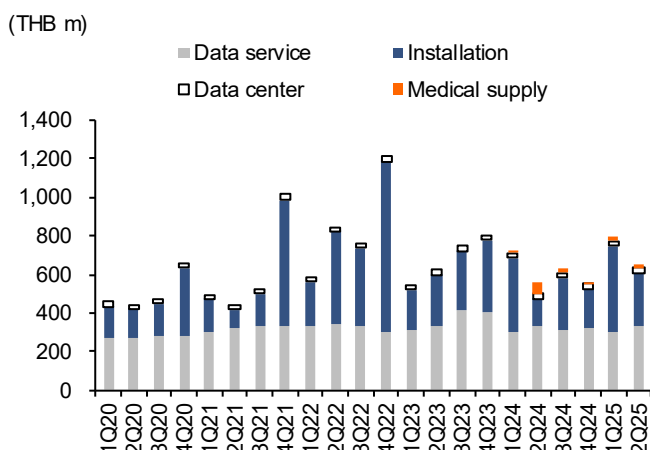
Source: FSSIA estimates

## Exhibit 1: ITEL – 2Q25 results summary

| Year to Dec 31                  | 2Q24           | 3Q24           | 4Q24           | 1Q25           | 2Q25           | ----- Change ----- |                | 1H24           | 1H25           | Change         | % of        |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------|----------------|----------------|----------------|-------------|
|                                 | (THB m)        | (THB m)        | (THB m)        | (THB m)        | (THB m)        | (q-q %)            | (y-y %)        | (THB m)        | (THB m)        | (y-y %)        | 2025E       |
| Sales                           | 562            | 629            | 561            | 791            | 652            | (17.6)             | 15.9           | 1,288          | 1,442          | 12.0           | 48.5        |
| Cost of sales                   | (427)          | (487)          | (466)          | (661)          | (557)          | (15.7)             | 30.5           | (961)          | (1,217)        | 26.6           | 49.4        |
| Gross profit                    | 136            | 142            | 95             | 130            | 95             | (26.9)             | (29.9)         | 327            | 225            | (31.1)         | 44.3        |
| Operating costs                 | (49)           | (46)           | (60)           | (48)           | (54)           | 13.6               | 10.6           | (101)          | (102)          | 1.5            | 48.6        |
| Operating profit                | 86             | 96             | 35             | 82             | 41             | (50.5)             | (53.0)         | 226            | 123            | (45.6)         | 41.2        |
| Operating EBITDA                | 191            | 201            | 144            | 186            | 151            | (19.1)             | (21.3)         | 433            | 337            | (22.3)         | 46.2        |
| Other income                    | 7              | 9              | 16             | 16             | 11             | (30.3)             | 54.8           | 16             | 27             | 72.5           | 56.8        |
| Interest expense                | (51)           | (53)           | (50)           | (41)           | (40)           | (2.2)              | (21.4)         | (96)           | (82)           | (14.7)         | 49.6        |
| ECL & extra items               | (10)           | 0              | (117)          | (13)           | (28)           | Nm                 | Nm             | 44             | (41)           | nm             |             |
| <b>Reported net profit</b>      | <b>21</b>      | <b>32</b>      | <b>127</b>     | <b>15</b>      | <b>3</b>       | <b>(78.4)</b>      | <b>(84.7)</b>  | <b>144</b>     | <b>18</b>      | <b>(87.3)</b>  | <b>16.5</b> |
| <b>Core profit</b>              | <b>31</b>      | <b>32</b>      | <b>10</b>      | <b>28</b>      | <b>31</b>      | <b>10.9</b>        | <b>(1.0)</b>   | <b>100</b>     | <b>59</b>      | <b>(41.3)</b>  | <b>38.9</b> |
| Reported EPS (THB)              | 0.015          | 0.023          | 0.092          | 0.020          | 0.002          | (88.3)             | (84.7)         | 0.105          | 0.022          | (78.8)         | 16.5        |
| Core EPS (THB)                  | 0.023          | 0.023          | 0.007          | 0.020          | 0.022          | 10.8               | (1.1)          | 0.072          | 0.042          | (41.3)         | 38.9        |
| <b>Key Ratios</b>               | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>       | <b>(ppt)</b>   | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>   |             |
| Gross margin                    | 24.1           | 22.6           | 16.9           | 16.4           | 14.6           | (1.9)              | (9.5)          | 25.4           | 15.6           | (9.7)          |             |
| Operating margin                | 15.4           | 15.3           | 6.2            | 10.4           | 6.2            | (4.2)              | (9.1)          | 9.5            | 7.6            | (1.9)          |             |
| EBITDA margin                   | 34.0           | 32.0           | 25.6           | 23.5           | 23.1           | (0.4)              | (10.9)         | 33.6           | 23.3           | (10.3)         |             |
| Core profit margin              | 5.6            | 5.1            | 1.8            | 3.5            | 4.7            | 1.2                | (0.8)          | 7.8            | 4.1            | (3.7)          |             |
| SG&A / Sales                    | 8.8            | 7.3            | 10.8           | 6.1            | 8.4            | 2.3                | (0.4)          | 7.8            | 7.1            | (0.7)          |             |
| <b>Revenue breakdown</b>        | <b>(THB m)</b> | <b>(THB m)</b> | <b>(THB m)</b> | <b>(THB m)</b> | <b>(THB m)</b> | <b>(q-q %)</b>     | <b>(y-y %)</b> | <b>(THB m)</b> | <b>(THB m)</b> | <b>(y-y %)</b> |             |
| Data service                    | 328            | 312            | 317            | 306            | 336            | 9.8                | 2.7            | 634            | 643            | 1.3            |             |
| Installation                    | 148            | 269            | 209            | 441            | 272            | (38.4)             | 83.8           | 527            | 713            | 35.3           |             |
| Data centre                     | 25             | 25             | 25             | 27             | 25             | (5.3)              | 3.6            | 48             | 52             | 8.8            |             |
| Medical supplies                | 62             | 22             | 9              | 16             | 18             | 11.6               | (70.8)         | 78             | 34             | (55.9)         |             |
| <b>Gross margin by business</b> | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>       | <b>(ppt)</b>   | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>   |             |
| Data service                    | 20.3           | 13.2           | 15.3           | 15.8           | 13.9           | (1.9)              | (6.4)          | 19.7           | 14.8           | (5.0)          |             |
| Installation                    | 30.5           | 28.9           | 22.0           | 14.9           | 12.4           | (2.4)              | (18.1)         | 30.3           | 13.9           | (16.3)         |             |
| Data centre                     | 44.2           | 50.7           | 39.8           | 43.8           | 44.6           | 0.8                | 0.3            | 43.9           | 44.2           | 0.3            |             |
| Medical supplies                | 21.3           | 44.5           | (102.8)        | 26.9           | 17.9           | (9.0)              | (3.4)          | 26.5           | 22.2           | (4.3)          |             |

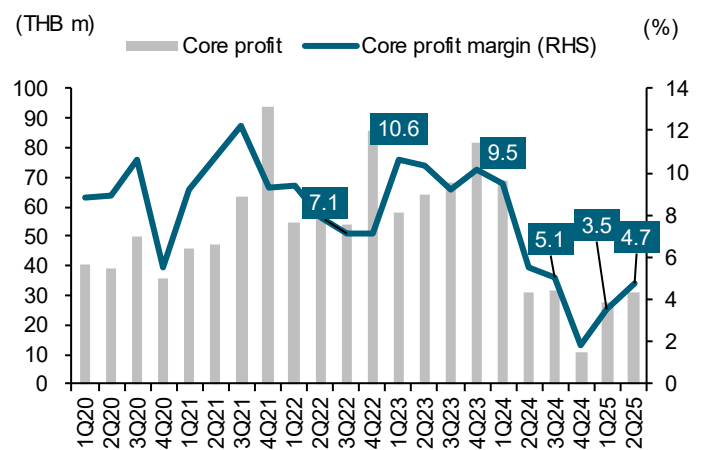
Sources: ITEL, FSSIA estimates

## Exhibit 2: Revenue breakdown, quarterly



Sources: ITEL, FSSIA's compilation

## Exhibit 3: Core profit and core profit margin



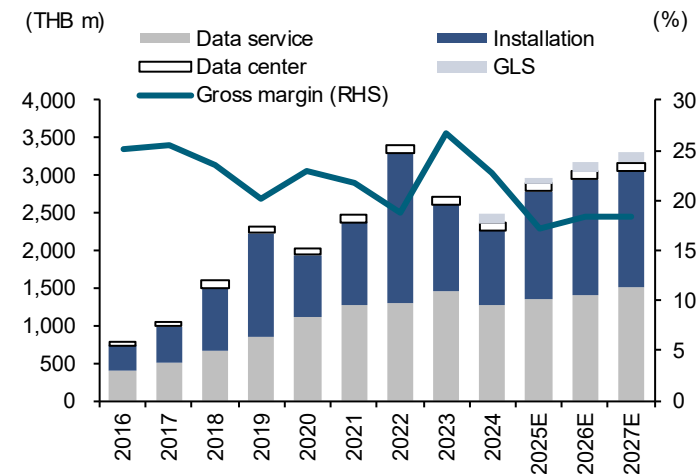
Sources: ITEL, FSSIA's compilation

## Exhibit 4: Key changes in assumptions

|                       | Current          |                  |                  | Previous         |                  |                  | Change       |              |              |
|-----------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------|--------------|--------------|
|                       | 2025E<br>(THB m) | 2026E<br>(THB m) | 2027E<br>(THB m) | 2025E<br>(THB m) | 2026E<br>(THB m) | 2027E<br>(THB m) | 2025E<br>(%) | 2026E<br>(%) | 2027E<br>(%) |
| Total revenue         | 2,971            | 3,170            | 3,310            | 2,805            | 3,035            | 3,173            | 5.9          | 4.4          | 4.3          |
| Data service          | 1,342            | 1,417            | 1,502            | 1,335            | 1,388            | 1,465            | 0.5          | 2.1          | 2.5          |
| Installation          | 1,450            | 1,533            | 1,567            | 1,260            | 1,428            | 1,470            | 15.1         | 7.4          | 6.6          |
| Data center           | 99               | 100              | 101              | 99               | 100              | 101              | 0.0          | 0.0          | 0.0          |
| GLS                   | 80               | 121              | 141              | 111.3            | 119.0            | 136.9            | (27.8)       | 1.3          | 3.0          |
| Total cost of service | (2,463)          | (2,597)          | (2,711)          | (2,125)          | (2,294)          | (2,408)          | 15.9         | 13.2         | 12.6         |
| SG&A                  | (211)            | (217)            | (225)            | (207)            | (213)            | (221)            | 1.7          | 1.8          | 2.1          |
| Interest expense      | (165)            | (177)            | (183)            | (191)            | (183)            | (183)            | (13.6)       | (3.2)        | (0.3)        |
| EBITDA                | 729              | 797              | 833              | 904              | 961              | 991              | (19.4)       | (17.1)       | (16.0)       |
| Core profit           | 152              | 182              | 197              | 229              | 274              | 291              | (33.8)       | (33.5)       | (32.1)       |
| <b>Margins</b>        | <b>(%)</b>       | <b>(%)</b>       | <b>(%)</b>       | <b>(%)</b>       | <b>(%)</b>       | <b>(%)</b>       | <b>(ppt)</b> | <b>(ppt)</b> | <b>(ppt)</b> |
| Blended gross margin  | 17.1             | 18.3             | 18.4             | 24.2             | 24.4             | 24.1             | (7.1)        | (6.1)        | (5.7)        |
| Data service          | 16.0             | 17.3             | 17.5             | 18.5             | 18.6             | 18.0             | (2.5)        | (1.3)        | (0.5)        |
| Installation          | 16.0             | 17.2             | 17.2             | 28.0             | 28.0             | 28.0             | (12.0)       | (10.8)       | (10.8)       |
| Data center           | 44.2             | 44.5             | 45.0             | 47.2             | 47.3             | 47.3             | (3.0)        | (2.7)        | (2.3)        |
| GLS                   | 22.0             | 23.0             | 23.0             | 30.0             | 30.0             | 30.0             | (8.0)        | (7.0)        | (7.0)        |
| EBITDA margin         | 24.5             | 25.1             | 25.2             | 32.2             | 31.7             | 31.2             | (7.7)        | (6.5)        | (6.1)        |
| Core profit margin    | 5.1              | 5.7              | 6.0              | 8.2              | 9.0              | 9.2              | (3.1)        | (3.3)        | (3.2)        |

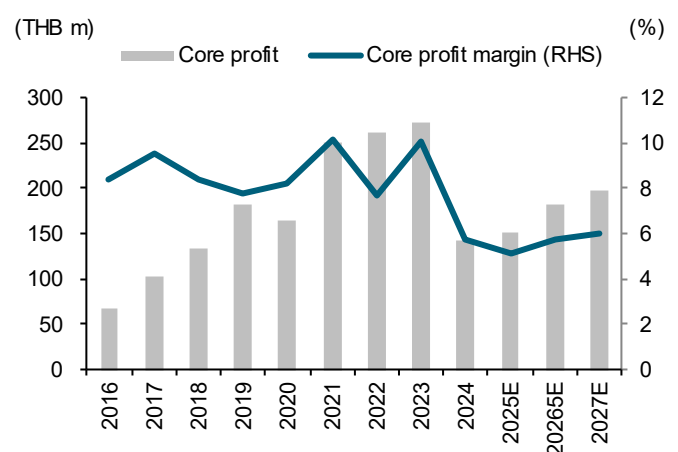
Source: FSSIA estimates

## Exhibit 5: Revenue breakdown and gross profit



Sources: ITEL, FSSIA estimates

## Exhibit 6: Core profit and core profit margin



Sources: ITEL, FSSIA estimates

## Financial Statements

Interlink Telecom

| Profit and Loss (THB m) Year Ending Dec           | 2023       | 2024         | 2025E      | 2026E      | 2027E      |
|---|------------|--------------|------------|------------|------------|
| Revenue   | 2,714      | 2,478        | 2,971      | 3,170      | 3,310      |
| Cost of goods sold                                | (1,990)    | (1,914)      | (2,463)    | (2,589)    | (2,700)    |
| <b>Gross profit</b>                               | <b>723</b> | <b>563</b>   | <b>508</b> | <b>581</b> | <b>610</b> |
| Other operating income                            | 46         | 40           | 48         | 51         | 53         |
| Operating costs                                   | (212)      | (207)        | (211)      | (217)      | (225)      |
| <b>Operating EBITDA</b>                           | <b>936</b> | <b>818</b>   | <b>776</b> | <b>848</b> | <b>886</b> |
| Depreciation                                      | (377)      | (422)        | (431)      | (433)      | (448)      |
| Goodwill amortisation                             | 0          | 0            | 0          | 0          | 0          |
| <b>Operating EBIT</b>                             | <b>558</b> | <b>396</b>   | <b>345</b> | <b>414</b> | <b>438</b> |
| Net financing costs                               | (182)      | (199)        | (165)      | (177)      | (183)      |
| Associates  | (4)        | 1            | 3          | 2          | 3          |
| Recurring non-operating income                    | (4)        | 1            | 3          | 2          | 3          |
| Non-recurring items                               | 0          | 161          | (41)       | 0          | 0          |
| <b>Profit before tax</b>                          | <b>373</b> | <b>359</b>   | <b>142</b> | <b>240</b> | <b>258</b> |
| Tax   | (75)       | (35)         | (10)       | (35)       | (38)       |
| <b>Profit after tax</b>                           | <b>298</b> | <b>325</b>   | <b>132</b> | <b>204</b> | <b>220</b> |
| Minority interests                                | (26)       | (21)         | (21)       | (22)       | (23)       |
| Preferred dividends                               | -          | -            | -          | -          | -          |
| Other items                                       | -          | -            | -          | -          | -          |
| <b>Reported net profit</b>                        | <b>272</b> | <b>304</b>   | <b>111</b> | <b>182</b> | <b>197</b> |
| <b>Non-recurring items &amp; goodwill (net)</b>   | <b>0</b>   | <b>(161)</b> | <b>41</b>  | <b>0</b>   | <b>0</b>   |
| <b>Recurring net profit</b>                       | <b>272</b> | <b>143</b>   | <b>152</b> | <b>182</b> | <b>197</b> |
| <b>Per share (THB)</b>                            |            |              |            |            |            |
| Recurring EPS *                                   | 0.20       | 0.10         | 0.11       | 0.13       | 0.14       |
| Reported EPS                                      | 0.20       | 0.22         | 0.08       | 0.13       | 0.14       |
| DPS   | 0.07       | 0.00         | 0.03       | 0.05       | 0.05       |
| Diluted shares (used to calculate per share data) | 1,389      | 1,389        | 1,389      | 1,389      | 1,389      |
| <b>Growth</b>                                     |            |              |            |            |            |
| Revenue (%)                                       | (20.0)     | (8.7)        | 19.9       | 6.7        | 4.4        |
| Operating EBITDA (%)                              | 7.9        | (12.5)       | (5.2)      | 9.2        | 4.5        |
| Operating EBIT (%)                                | 6.2        | (29.0)       | (12.9)     | 20.1       | 5.6        |
| Recurring EPS (%)                                 | (1.1)      | (47.6)       | 6.3        | 20.2       | 8.3        |
| Reported EPS (%)                                  | 2.3        | 11.7         | (63.5)     | 64.1       | 8.3        |
| <b>Operating performance</b>                      |            |              |            |            |            |
| Gross margin inc. depreciation (%)                | 26.7       | 22.7         | 17.1       | 18.3       | 18.4       |
| Gross margin exc. depreciation (%)                | 40.6       | 39.8         | 31.6       | 32.0       | 32.0       |
| Operating EBITDA margin (%)                       | 34.5       | 33.0         | 26.1       | 26.7       | 26.8       |
| Operating EBIT margin (%)                         | 20.6       | 16.0         | 11.6       | 13.1       | 13.2       |
| Net margin (%)                                    | 10.0       | 5.8          | 5.1        | 5.7        | 6.0        |
| Effective tax rate (%)                            | 20.0       | 9.6          | 7.0        | 14.8       | 14.9       |
| Dividend payout on recurring profit (%)           | 35.5       | -            | 25.6       | 35.0       | 35.0       |
| Interest cover (X)                                | 3.1        | 2.0          | 2.1        | 2.4        | 2.4        |
| Inventory days                                    | -          | -            | -          | -          | -          |
| Debtor days                                       | 112.3      | 154.0        | 152.5      | 138.9      | 133.6      |
| Creditor days                                     | 239.5      | 192.9        | 141.4      | 155.6      | 152.1      |
| Operating ROIC (%)                                | 7.5        | 4.8          | 4.6        | 4.9        | 5.2        |
| ROIC (%)  | 5.8        | 3.9          | 4.0        | 4.1        | 4.4        |
| ROE (%)   | 7.3        | 3.6          | 3.7        | 4.4        | 4.6        |
| ROA (%)   | 5.1        | 3.6          | 3.6        | 3.7        | 4.0        |
| * Pre-exceptional, pre-goodwill and fully diluted |            |              |            |            |            |
| <b>Revenue by Division (THB m)</b>                |            |              |            |            |            |
| Data service                                      | 1,466      | 1,263        | 1,342      | 1,417      | 1,502      |
| Installation                                      | 1,154      | 1,006        | 1,450      | 1,533      | 1,567      |
| Data center                                       | 93         | 98           | 99         | 100        | 101        |
| GLS   | 0          | 110          | 80         | 121        | 141        |

Sources: Interlink Telecom; FSSIA estimates

## Financial Statements

Interlink Telecom

| Cash Flow (THB m) Year Ending Dec   | 2023         | 2024         | 2025E        | 2026E        | 2027E        |
|---|--------------|--------------|--------------|--------------|--------------|
| Recurring net profit  | 272          | 143          | 152          | 182          | 197          |
| Depreciation  | 377          | 422          | 431          | 433          | 448          |
| Associates & minorities   | 4            | (1)          | (3)          | (2)          | (3)          |
| Other non-cash items  | 332          | 292          | (28)         | 38           | 42           |
| Change in working capital   | (797)        | (54)         | (60)         | 167          | (134)        |
| <b>Cash flow from operations</b>  | <b>188</b>   | <b>802</b>   | <b>492</b>   | <b>818</b>   | <b>550</b>   |
| Capex - maintenance   | -            | -            | -            | -            | -            |
| Capex - new investment  | (451)        | (485)        | (490)        | (400)        | (450)        |
| Net acquisitions & disposals  | (40)         | 286          | 0            | 0            | (1)          |
| Other investments (net)   | (107)        | (38)         | (280)        | (13)         | (33)         |
| <b>Cash flow from investing</b>   | <b>(598)</b> | <b>(236)</b> | <b>(770)</b> | <b>(413)</b> | <b>(484)</b> |
| Dividends paid  | (94)         | (103)        | (49)         | (99)         | (107)        |
| Equity finance  | 81           | 0            | 8            | 9            | 9            |
| Debt finance  | 454          | (374)        | 371          | (263)        | (39)         |
| Other financing cash flows  | (173)        | (199)        | 0            | 0            | 0            |
| <b>Cash flow from financing</b>   | <b>268</b>   | <b>(676)</b> | <b>331</b>   | <b>(353)</b> | <b>(137)</b> |
| Non-recurring cash flows  | -            | -            | -            | -            | -            |
| Other adjustments   | 22           | 44           | 0            | 0            | 0            |
| <b>Net other adjustments</b>  | <b>22</b>    | <b>44</b>    | <b>0</b>     | <b>0</b>     | <b>0</b>     |
| <b>Movement in cash</b>   | <b>(120)</b> | <b>(67)</b>  | <b>53</b>    | <b>52</b>    | <b>(71)</b>  |
| Free cash flow to firm (FCFF)   | (228.11)     | 764.58       | (112.50)     | 582.14       | 248.15       |
| Free cash flow to equity (FCFE)   | (106.72)     | 36.64        | 93.63        | 142.16       | 26.60        |
| <b>Per share (THB)</b>  |              |              |              |              |              |
| FCFF per share  | (0.16)       | 0.55         | (0.08)       | 0.42         | 0.18         |
| FCFE per share  | (0.08)       | 0.03         | 0.07         | 0.10         | 0.02         |
| Recurring cash flow per share   | 0.71         | 0.62         | 0.40         | 0.47         | 0.49         |
| Balance Sheet (THB m) Year Ending Dec   | 2023         | 2024         | 2025E        | 2026E        | 2027E        |
| Tangible fixed assets (gross)   | 6,018        | 6,520        | 7,009        | 7,409        | 7,859        |
| Less: Accumulated depreciation  | (1,855)      | (2,191)      | (2,622)      | (3,056)      | (3,504)      |
| <b>Tangible fixed assets (net)</b>  | <b>4,162</b> | <b>4,329</b> | <b>4,387</b> | <b>4,354</b> | <b>4,356</b> |
| <b>Intangible fixed assets (net)</b>  | <b>164</b>   | <b>144</b>   | <b>145</b>   | <b>146</b>   | <b>148</b>   |
| Long-term financial assets  | -            | -            | -            | -            | -            |
| Invest. in associates & subsidiaries  | 16           | 0            | 0            | 0            | 0            |
| Cash & equivalents  | 109          | 42           | 96           | 147          | 76           |
| A/C receivable  | 2,603        | 3,156        | 3,169        | 3,077        | 3,169        |
| Inventories   | 0            | 0            | 0            | 0            | 0            |
| Other current assets  | 310          | 133          | 374          | 383          | 386          |
| <b>Current assets</b>   | <b>3,021</b> | <b>3,331</b> | <b>3,639</b> | <b>3,607</b> | <b>3,632</b> |
| Other assets  | 1,566        | 866          | 1,145        | 1,158        | 1,189        |
| <b>Total assets</b>   | <b>8,931</b> | <b>8,670</b> | <b>9,316</b> | <b>9,264</b> | <b>9,324</b> |
| Common equity   | 3,853        | 4,055        | 4,127        | 4,245        | 4,373        |
| Minorities etc.   | 156          | 170          | 178          | 187          | 196          |
| <b>Total shareholders' equity</b>   | <b>4,009</b> | <b>4,224</b> | <b>4,305</b> | <b>4,432</b> | <b>4,570</b> |
| Long term debt  | 1,433        | 1,292        | 1,310        | 1,282        | 1,289        |
| Other long-term liabilities   | 51           | 87           | 14           | 14           | 14           |
| <b>Long-term liabilities</b>  | <b>1,484</b> | <b>1,380</b> | <b>1,324</b> | <b>1,296</b> | <b>1,303</b> |
| A/C payable   | 882          | 695          | 880          | 959          | 918          |
| Short term debt   | 2,469        | 2,291        | 2,718        | 2,483        | 2,436        |
| Other current liabilities   | 87           | 80           | 90           | 94           | 97           |
| <b>Current liabilities</b>  | <b>3,438</b> | <b>3,066</b> | <b>3,687</b> | <b>3,536</b> | <b>3,452</b> |
| <b>Total liabilities and shareholders' equity</b>   | <b>8,931</b> | <b>8,670</b> | <b>9,316</b> | <b>9,264</b> | <b>9,325</b> |
| Net working capital   | 1,943        | 2,514        | 2,574        | 2,406        | 2,540        |
| Invested capital  | 7,853        | 7,853        | 8,251        | 8,064        | 8,233        |
| * Includes convertibles and preferred stock which is being treated as debt  |              |              |              |              |              |
| <b>Per share (THB)</b>  |              |              |              |              |              |
| Book value per share  | 2.77         | 2.92         | 2.97         | 3.06         | 3.15         |
| Tangible book value per share   | 2.66         | 2.82         | 2.87         | 2.95         | 3.04         |
| <b>Financial strength</b>   |              |              |              |              |              |
| Net debt/equity (%)   | 94.6         | 83.8         | 91.3         | 81.6         | 79.9         |
| Net debt/total assets (%)   | 42.5         | 40.8         | 42.2         | 39.0         | 39.1         |
| Current ratio (x)   | 0.9          | 1.1          | 1.0          | 1.0          | 1.1          |
| CF interest cover (x)   | 2.9          | 3.6          | 4.5          | 4.1          | 3.6          |
| Valuation   | 2023         | 2024         | 2025E        | 2026E        | 2027E        |
| <b>Recurring P/E (x) *</b>  | <b>7.3</b>   | <b>13.9</b>  | <b>13.1</b>  | <b>10.9</b>  | <b>10.1</b>  |
| <b>Recurring P/E @ target price (x) *</b>   | <b>10.7</b>  | <b>20.5</b>  | <b>19.2</b>  | <b>16.0</b>  | <b>14.8</b>  |
| Reported P/E (x)  | 7.3          | 6.5          | 17.9         | 10.9         | 10.1         |
| Dividend yield (%)  | 4.9          | -            | 2.0          | 3.2          | 3.5          |
| Price/book (x)  | 0.5          | 0.5          | 0.5          | 0.5          | 0.5          |
| Price/tangible book (x)   | 0.5          | 0.5          | 0.5          | 0.5          | 0.5          |
| EV/EBITDA (x) **  | 6.3          | 7.0          | 7.9          | 6.8          | 6.6          |
| EV/EBITDA @ target price (x) **   | 7.3          | 8.1          | 9.1          | 7.9          | 7.6          |
| EV/invested capital (x)   | 0.8          | 0.7          | 0.7          | 0.7          | 0.7          |
| * Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income |              |              |              |              |              |

Sources: Interlink Telecom; FSSIA estimates

# INTERLINK TELECOM PCL (ITEL TB)

FSSIA ESG rating

★ ★

Exhibit 7: FSSIA ESG score implication

38.30 /100

| Rating | Score   | Implication  |
|--------|---------|--|
| ★★★★★  | >79-100 | Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.   |
| ★★★★   | >59-79  | A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.  |
| ★★★    | >39-59  | Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.   |
| ★★     | >19-39  | Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.   |
| ★      | 1-19    | The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC. |

Sources: FSSIA estimates

Exhibit 8: ESG – peer comparison

|          | FSSIA     | Domestic ratings |         |                |          |           |           | Global ratings |          |      |         |           | Bloomberg  |           |                  |
|----------|-----------|------------------|---------|----------------|----------|-----------|-----------|----------------|----------|------|---------|-----------|------------|-----------|------------------|
|          | ESG score | DJSI             | SET ESG | SET ESG Rating | CG score | AGM level | Thai CAC  | Morningstar    | ESG Book | MSCI | Moody's | Refinitiv | S&P Global | ESG score | Disclosure score |
| SET100   | 69.20     | 5.34             | 4.40    | 4.40           | 4.76     | 4.65      | 3.84      | Medium         | 51.76    | BBB  | 20.87   | 58.72     | 63.91      | 3.72      | 28.17            |
| Coverage | 67.12     | 5.11             | 4.15    | 4.17           | 4.83     | 4.71      | 3.53      | Medium         | 52.04    | BB   | 16.97   | 56.85     | 62.09      | 3.40      | 31.94            |
| ITEL     | 38.30     | --               | --      | Y              | 5.00     | 5.00      | Certified | --             | 40.60    | --   | --      | 41.18     | --         | 2.05      | 39.11            |
| ILINK    | 37.92     | --               | --      | Y              | 5.00     | 5.00      | Certified | --             | 57.40    | --   | --      | 45.96     | --         | --        | --               |
| SYNEX    | 35.18     | --               | Y       | Y              | 4.00     | 4.00      | --        | --             | 53.33    | --   | --      | 27.64     | --         | --        | 41.24            |
| FORTH    | 23.00     | --               | --      | --             | 4.00     | 4.00      | --        | Low            | --       | --   | --      | --        | --         | --        | --               |
| JMART    | 34.72     | --               | --      | --             | 3.00     | 5.00      | Declared  | Low            | --       | --   | --      | 35.50     | 10.00      | 2.02      | 14.09            |

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 9: ESG score by Bloomberg

| FY ending Dec 31                             | FY 2019 | FY 2020 | FY 2021 | FY 2022 |
|--|---------|---------|---------|---------|
| ESG financial materiality scores - ESG score | —       | —       | 2.06    | 2.05    |
| BESG environmental pillar score              | —       | —       | 1.32    | 1.32    |
| BESG social pillar score                     | —       | —       | 1.16    | 1.16    |
| BESG governance pillar score                 | —       | —       | 4.98    | 4.90    |
| ESG disclosure score                         | 39.11   | 39.11   | 39.11   | 39.11   |
| Environmental disclosure score               | 16.79   | 16.79   | 16.79   | 16.79   |
| Social disclosure score                      | 19.29   | 19.29   | 19.29   | 19.29   |
| Governance disclosure score                  | 81.10   | 81.10   | 81.10   | 81.10   |
| Environmental                                |         |         |         |         |
| Emissions reduction initiatives              | Yes     | Yes     | Yes     | Yes     |
| Climate change policy                        | No      | No      | No      | No      |
| Climate change opportunities discussed       | No      | No      | No      | No      |
| Risks of climate change discussed            | Yes     | Yes     | Yes     | Yes     |
| GHG scope 1                                  | —       | —       | —       | —       |
| GHG scope 2 location-based                   | —       | —       | —       | —       |
| GHG Scope 3                                  | —       | —       | —       | —       |
| Carbon per unit of production                | —       | —       | —       | —       |
| Biodiversity policy                          | No      | No      | No      | No      |
| Energy efficiency policy                     | Yes     | Yes     | Yes     | Yes     |
| Total energy consumption                     | —       | —       | —       | —       |
| Renewable energy use                         | —       | —       | —       | —       |
| Electricity used                             | —       | —       | —       | —       |
| Fuel used - natural gas                      | —       | —       | —       | —       |

Sources: Bloomberg; FSSIA's compilation



**Exhibit 10: ESG score by Bloomberg (cont.)**

| <b>FY ending Dec 31</b>                       | <b>FY 2019</b> | <b>FY 2020</b> | <b>FY 2021</b> | <b>FY 2022</b> |
|---|----------------|----------------|----------------|----------------|
| Fuel used - crude oil/diesel                  | No             | No             | No             | No             |
| Waste reduction policy                        | Yes            | Yes            | Yes            | Yes            |
| Hazardous waste                               | —              | —              | —              | —              |
| Total waste                                   | —              | —              | —              | —              |
| Waste recycled                                | —              | —              | —              | —              |
| Waste sent to landfills                       | —              | —              | —              | —              |
| Environmental supply chain management         | Yes            | Yes            | Yes            | Yes            |
| Water policy                                  | Yes            | Yes            | Yes            | Yes            |
| Water consumption                             | —              | —              | —              | —              |
| <b>Social</b>                                 |                |                |                |                |
| Human rights policy                           | Yes            | Yes            | Yes            | Yes            |
| Policy against child labor                    | Yes            | Yes            | Yes            | Yes            |
| Quality assurance and recall policy           | Yes            | Yes            | Yes            | Yes            |
| Consumer data protection policy               | Yes            | Yes            | Yes            | Yes            |
| Equal opportunity policy                      | Yes            | Yes            | Yes            | Yes            |
| Gender pay gap breakout                       | No             | No             | No             | No             |
| Pct women in workforce                        | 25             | 23             | 22             | 22             |
| Pct disabled in workforce                     | —              | —              | —              | —              |
| Business ethics policy                        | Yes            | Yes            | Yes            | Yes            |
| Anti-bribery ethics policy                    | Yes            | Yes            | Yes            | Yes            |
| Health and safety policy                      | Yes            | Yes            | Yes            | Yes            |
| Lost time incident rate - employees           | —              | —              | —              | —              |
| Total recordable incident rate - employees    | —              | —              | —              | —              |
| Training policy                               | Yes            | Yes            | Yes            | Yes            |
| Fair remuneration policy                      | Yes            | Yes            | Yes            | Yes            |
| Number of employees – CSR                     | 798            | 749            | 729            | 728            |
| Employee turnover pct                         | —              | —              | —              | —              |
| Total hours spent by firm - employee training | 559            | 265            | 90             | 530            |
| Social supply chain management                | Yes            | Yes            | Yes            | Yes            |
| <b>Governance</b>                             |                |                |                |                |
| <b>Board size</b>                             | <b>11</b>      | <b>11</b>      | <b>11</b>      | <b>11</b>      |
| <b>No. of independent directors (ID)</b>      | <b>4</b>       | <b>4</b>       | <b>4</b>       | <b>4</b>       |
| No. of women on board                         | 4              | 4              | 4              | 4              |
| No. of non-executive directors on board       | 10             | 10             | 11             | 11             |
| Company conducts board evaluations            | Yes            | Yes            | Yes            | Yes            |
| No. of board meetings for the year            | 6              | 8              | 7              | 8              |
| Board meeting attendance pct                  | 82             | 98             | 96             | 100            |
| Board duration (years)                        | 3              | 3              | 3              | 3              |
| Director share ownership guidelines           | No             | No             | No             | No             |
| Age of the youngest director                  | 28             | 29             | 34             | 35             |
| Age of the oldest director                    | 77             | 78             | 79             | 80             |
| <b>No. of executives / company managers</b>   | <b>9</b>       | <b>10</b>      | <b>10</b>      | <b>10</b>      |
| No. of female executives                      | 2              | 3              | 3              | 4              |
| Executive share ownership guidelines          | No             | No             | No             | No             |
| <b>Size of audit committee</b>                | <b>3</b>       | <b>3</b>       | <b>3</b>       | <b>3</b>       |
| No. of ID on audit committee                  | 3              | 3              | 3              | 3              |
| Audit committee meetings                      | 4              | 4              | 5              | 4              |
| Audit meeting attendance %                    | 83             | 100            | 100            | 100            |
| <b>Size of compensation committee</b>         | <b>5</b>       | <b>5</b>       | <b>4</b>       | <b>4</b>       |
| No. of ID on compensation committee           | 2              | 2              | 2              | 2              |
| No. of compensation committee meetings        | 1              | 2              | 2              | 2              |
| Compensation meeting attendance %             | 67             | 100            | 100            | 100            |
| <b>Size of nomination committee</b>           | <b>5</b>       | <b>5</b>       | <b>4</b>       | <b>4</b>       |
| No. of nomination committee meetings          | 1              | 2              | 2              | 2              |
| Nomination meeting attendance %               | 67             | 100            | 100            | 100            |
| <b>Sustainability governance</b>              |                |                |                |                |
| Verification type                             | No             | No             | No             | No             |

Sources: Bloomberg; FSSIA's compilation



## Disclaimer for ESG scoring

| ESG score  | Methodology  | Rating  |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
|--|--|---|---|--------------|---------|---|--------|-------------|-------|-------------|-------|-------------|----------|---|----|-------------|---|-------------|-----|-------------|----------|---|
| The Dow Jones Sustainability Indices (DJSI) By S&P Global                  | The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.   | Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| SET ESG Ratings List (SETESG) by The Stock Exchange of Thailand (SET)      | SET ESG quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.   | To be eligible for <b>SETESG inclusion</b> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.<br><b>SETESG Index</b> is extended from the SET ESG Ratings companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks. |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| CG Score by Thai Institute of Directors Association (Thai IOD)             | An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.   | Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).  |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| AGM level By Thai Investors Association (TIA) with support from the SEC    | It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>  | The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.  |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC) | The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years.<br><i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>  | The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| Morningstar Sustainabilitycs   | The Sustainabilitycs' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>   | A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>   | NEGL  | Low          | Medium  | High  | Severe | 0-10        | 10-20 | 20-30       | 30-40 | 40+         |          |   |    |             |   |             |     |             |          |   |
| NEGL   | Low  | Medium  | High  | Severe       |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| 0-10   | 10-20  | 20-30   | 30-40   | 40+          |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| ESG Book   | The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.  | The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| MSCI   | MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table> |   | AAA   | 8.571-10.000 | Leader: | leading its industry in managing the most significant ESG risks and opportunities | AA     | 7.143-8.570 | A     | 5.714-7.142 | BBB   | 4.286-5.713 | Average: | a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers | BB | 2.857-4.285 | B | 1.429-2.856 | CCC | 0.000-1.428 | Laggard: | lagging its industry based on its high exposure and failure to manage significant ESG risks |
| AAA  | 8.571-10.000   | Leader:   | leading its industry in managing the most significant ESG risks and opportunities   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| AA   | 7.143-8.570  |   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| A  | 5.714-7.142  |   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| BBB  | 4.286-5.713  | Average:  | a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| BB   | 2.857-4.285  |   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| B  | 1.429-2.856  |   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| CCC  | 0.000-1.428  | Laggard:  | lagging its industry based on its high exposure and failure to manage significant ESG risks                                   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| Moody's ESG solutions  | Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.  |   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| Refinitiv ESG rating   | Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>  |   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| S&P Global   | The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.   |   |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| Bloomberg  | ESG Score  | Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.  |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |
| Bloomberg  | ESG Disclosure Score   | Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.  |   |              |         |   |        |             |       |             |       |             |          |   |    |             |   |             |     |             |          |   |

[Rating](#) regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

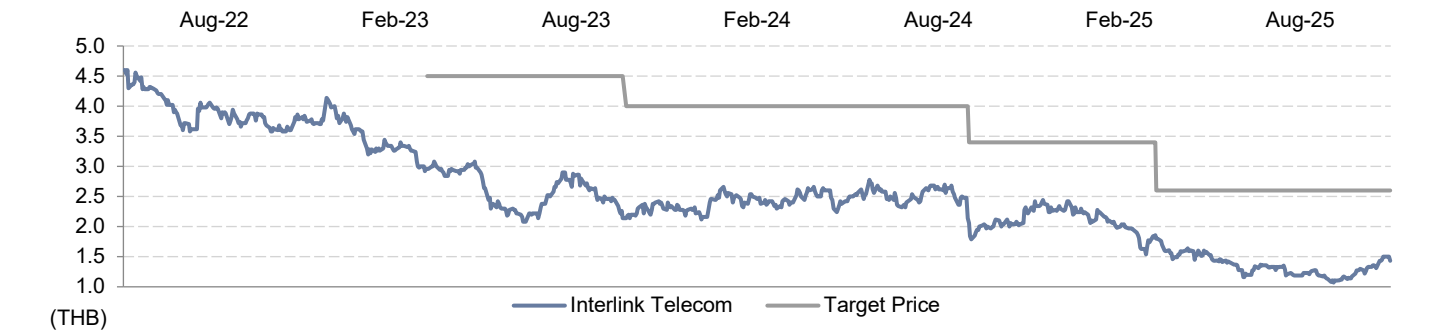
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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History of change in investment rating and/or target price

Interlink Telecom (ITEL TB)



| Date        | Rating | Target price | Date        | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|------|--------|--------------|
| 03-May-2023 | BUY    | 4.50         | 13-Aug-2024 | BUY    | 3.40         | -    | -      | -            |
| 20-Oct-2023 | BUY    | 4.00         | 22-Jan-2025 | BUY    | 2.60         |      |        |              |

Jitra Amornthum started covering this stock from 03-May-2023

Price and TP are in local currency

Source: FSSIA estimates

| Company           | Ticker  | Price    | Rating | Valuation & Risks   |
|-------------------|---------|----------|--------|---|
| Interlink Telecom | ITEL TB | THB 1.43 | BUY    | Downside risks to our P/E-based TP include 1) uncertainty regarding bidding outcomes; 2) delays in projects; 3) cost overruns; and 4) risks from technological disruptions. |

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 13-Aug-2025 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

**BUY (B).** The upside is 10% or more.

**HOLD (H).** The upside or downside is less than 10%.

**REDUCE (R).** The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

### Industry Recommendations

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

**Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

**Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

### Country (Strategy) Recommendations

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.