

ICN

บริษัท อินฟอร์เมชั่น แอนด์ คอมมิวนิเคชั่น เน็ตเวิร์คส จำกัด (มหาชน)

Information and Communication Networks Public Company Limited



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## CEO/MD

**Mr. Monchai Manepairoj**  
Director and Chief  
Executive Officer

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## CFO

**Ms. Patnarin Maliwal**  
Chief Financial Officer and  
Company Secretary

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## IRO

**Ms. Tanankorn Klungpreamchitt**  
Investor Relations Manager

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## Company Background

Rendering a full scope of supply and service in relation to design and installation of telecommunication systems (System Integrator) as follows:

1. Turnkey telecommunication business in providing the consultation, design, procurement, installation and commissioning, connecting system and after-sales service.
2. Telecommunication system service business in providing telecommunication maintenance for both preventive maintenance and corrective maintenance.

## Key Development of Company

2007	Initial registered capital of 20 million Baht.
2014	Appointed as an authorized reseller under the brand Alcatel Lucent and Coriant from Alcatel Lucent (Thailand) Co.,Ltd. and Coriant GMBH and starting the business as a main contractor to proceed with the design and installation of the integrated telecommunication system for CAT and TOT.
2015	Appointed as an authorized channel partner under Huawei brand provided by Huawei International Pte. Ltd.
2016	Appointed as an authorized partner under Nokia brand provided by Nokia Solution and Networks (Thailand) Co., Ltd. and appointed as a value added reseller under the brand Oscilloquartz and Gemalto. Commencing the construction and design of electrical systems, with the establishment of modern data centers for renowned telecommunication providers in Thailand.
2017	Listed on MAI on 15 September 2017 with total registered capital of 225 million Baht.

CG Report Score : -

THSI List : -

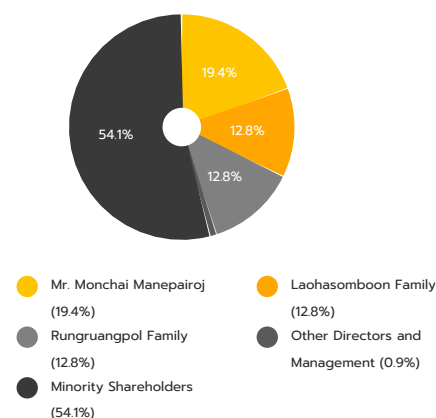
## Stock Data

	YTD	2017	2016
Paid-up (MB.)	225.00	225.00	115.00
Listed share (M.)	450.00	450.00	-
Par (B.)	0.50	0.50	-
Market Cap (MB.)	-	-	-
Price (B./share)	-	-	-
EPS (B.)	-	-	-

## Statistics

	P/E	P/BV	Div.Yield
ICN (x)	-	-	-
TECH - mai (x)	-	-	-
TECH - SET (x)	-	-	-
mai (x)	-	-	-
SET (x)	-	-	-

## Shareholder Structure (20/03/2018)



## Financial Ratios

	3M/2018	3M/2017	2017	2016
ROE (%)	22.28	7.87	20.01	17.89
ROA (%)	12.39	2.75	9.12	5.90
D/E (x)	0.65	1.82	0.96	1.91
GP Margin (%)	15.01	11.60	15.18	15.03
EBIT Margin (%)	9.79	2.95	8.78	6.14
NP Margin (%)	7.95	2.15	6.90	4.75

## Revenue Structure

Period : 31 Mar

(Unit : MB)

	3M/2018	%	3M/2017	%	2017	%	2016	%
Sales Revenue from Turnkey Business	26110	73.52	4857	31.91	54512	56.87	25936	45.43
Sales Revenue from Construction and Electrical System	9330	26.27	10335	67.89	41173	42.96	31040	54.37
Other Revenue	0.74	0.21	0.32	0.21	1.67	0.17	1.19	0.21

# Business Plan

- Create and expand the growth in telecommunication business by offering various products and services from the Company’s business partners which are globally-renowned manufacturers of telecommunication to meet the requirement of regular customers and new customers.
- Expand after-sales services to other customers from telecommunication maintenance services in order to maintain the revenue continuously not less than 40% of the total revenue in every year.
- Participate in mega projects of government sectors which require the enhancement of telecommunication infrastructure and information technology to propel the economic and social development according to the digital economy and social development plan of the government known as “Thailand 4.0”.
- Expand the businesses to serve the change in various technology which may incur such as IoT (Internet of Things) or the adoption of technology in monitoring, controlling and commanding system via telecommunication and information technology towards control and measurement equipments or sensor by deploying software in the handling and managing approach.
- Expand the customer base for both government sector and private sector.

# Investment Highlight

Engage in the research and development of software system which relates to managing the control and measurement equipment or sensor in order to utilize the technology to develop businesses for government sector and private sector.

# Risk Factor

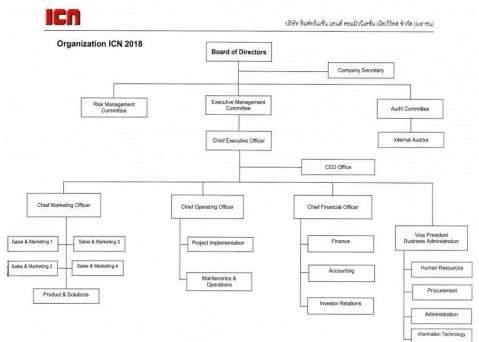
1. Risk of reliance on product distributors The Company may be effected by the impact when the authorized distributors are unable to provide the equipment required by the telecommunication installation and networking services or fail to distribute the required product in a timely manner. The Company therefore has decided to sign further agreements with other telecommunication manufactures and has maintained its good relationship with many globally-renowned manufactures of telecommunication devices in order to minimize this risk.
2. Risk of reliance on engineers The Company has operated its telecommunication service businesses, which can be very difficult and complicated at the same time. Many times, certain projects require the assistance of experienced engineers specialized in marketing and operational services. The Company has recognized the importance of having qualified team of engineers and has also prepared to mitigate such risk by assigning more than one engineer to manage and supervise a telecommunication project to ensure further project consistency. The Company also offers lucrative remunerations and social welfares to all engineers as well as sufficient training programs.
3. Risk of change of communication technology Nowadays, the telecommunication business is growing rapidly with many changes to meet the growing demand for communication information. The Company’s senior executives possess specialized knowledge and professional expertise for a long time. The Company is always exposed to updated information on product innovation and advanced technology on a regular basis, where employees are also provided with sufficient training programs launched by the Company and its partners to ensure greater service efficiency conforming to with customers’ various demands.

## Capital Structure

(Unit : MB)

	3M/2018	3M/2017	2017	2016
Current Liabilities	334.14	303.41	468.43	311.51
Non-Current Liabilities	5.74	3.80	6.49	3.38
Shareholders' Equity	524.77	168.38	496.34	165.10

## Company Structure



## Company Image

