

# HARN Engineering Solutions Pcl.

Q3/2017 Opportunity Day: December 1, 2017

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Harn Engineering Solutions Public Company Limited closed a Quarter 3/2017 with great success in both profit and income. Forecasted total revenue from sales and services of 2017 over 1,300 million Baht. 'HARN' stock price signaled an increasing and expected a New High as P/E reduced at the beginning of 2016 from 36.78 times to 19.19 times currently.

The business in all units grew and hit the target of 1,328 million Baht which was a big leap from last year where total income was 662.72 million Baht. **Business Structure and Income as of 30 September 2017** in four main business units: The income from Fire Prevention System and Installation at up to 45.53%, followed by Cooling Business Solution at 24.26%, while Digital Printing Solution was at 22.69%, 6.38% were from Air Conditioning and Sanitary, 1.15% others. Total income for past nine months was 976.97 million Baht, which accounted for Gross Profit of 272.4 million Baht. Net Profit was 91 million Baht.

Recently, the company succeed in business deal in Refrigeration Solutions from a large convenience chain store in the market, expected to realise some of the payment in Q4/2016 and continued to receive at least 20 – 30 million Baht.

In terms of business expansion in the near future of 3D printing, apart from developing industry solutions, HARN stated to develop medical and biological solutions in collaboration with a leading Thai university where 3D printing replicates patients' organs for research and implements medical treatment. It also aids in communication with patients' relatives and in medical studies for medics. In beyond, 3D printing is able to deliver biological printing such as 3D tissue printing. It is expected to debut this new business unit in early next year; altogether indicates positive signs in sustainable business growth.

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