

**HARN**บริษัท หารย เอ็นจิเนียริ่ง โซลูชั่นส์ จำกัด (มหาชน)  
HARN ENGINEERING SOLUTIONS PUBLIC COMPANY LIMITED

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CG Report Score :

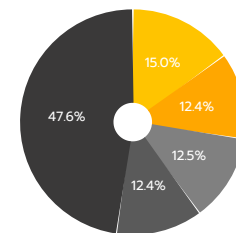
THSI List : -

**Stock Data** (11/03/2019)

	YTD	2017	2016
Paid-up (MB)	292.25	292.25	292.25
Listed share (M)	584.50	584.50	584.50
Par (B.)	0.50	0.50	0.50
Market Cap (MB.)	1,519.70	1,893.78	1,508.01
Price (B./share)	2.60	3.24	2.58
EPS (B.)	0.23	0.22	0.11

**Statistics** (11/03/2019)

	P/E	P/BV	Div.Yield
HARN (x)	11.31	1.20	6.15
SERVICES - mai (x)	85.64	2.48	2.64
SERVICES - SET (x)	37.98	3.78	1.83
mai (x)	49.03	1.82	2.63
SET (x)	17.01	1.81	3.17

**Shareholder Structure** (12/03/2018)

- Mr. Wirat Sukchai (15.0%)
- Mrs. Sirima Iamsakulrat (12.4%)
- Nice Noble Limited (12.5%)
- Mr. Jain Charnnarong (12.4%)
- Others (47.6%)

**Financial Ratios**

	2018	2017	2016
ROE (%)	10.83	11.03	5.10
ROA (%)	11.15	11.36	5.21
D/E (x)	0.22	0.20	0.21
GP Margin (%)	30.73	30.10	24.52
EBIT Margin (%)	12.35	12.39	7.66
NP Margin (%)	9.91	9.97	6.12

**Company Background**

We are committed to be a leading sustainable solution provider of the following areas in Thailand and neighboring countries. 1) Product of valve and equipment in fire protection system and installation service such as Foam Fire Protection, Fire Suppression and Alarm Systems. 2) Valve and equipment in air-condition and sanitary products. 3) Products of Refrigeration. and 4) Products of Digital Printing.

**Key Development of Company**

- 2014 Granted as an authorized dealer of Balancing and Control Valve of OVENTROP from The Federal Republic of Germany and converted a limited company to a public limited company and then listed in mai through IPO process.
- 2015 Granted as an authorized dealer of Gas Firefighting System and expansion of installation service in a mega project and also initiated exporting to neighboring countries.
- 2016 Purchase and entire business transfer by issuing common share via private placement and combining into 4 business units.
- 2017 Extend to 3D Printing products and services for medical sector. This would help to bring efficient and effective on planning/preparation before operation using 3D PDF file or 3D Organ mode.

**Revenue Structure**

Period : 31 Dec

(Unit : MB)

	2018	%	2017	%	2016	%
1. Fire Suppression Products and Installation Services	569.59	42.00	579.54	44.56	546.09	82.40
2. Air-Conditioning and Sanitary Products	89.33	6.59	86.17	6.62	48.53	7.32
3. Refrigeration Products	320.39	23.63	312.51	24.03	23.97	3.62
4. Digital Printing Products	364.96	26.91	307.74	23.66	26.93	4.06
<b>Total Sales and Service Revenue</b>	<b>1,344.26</b>	<b>99.13</b>	<b>1,285.96</b>	<b>98.87</b>	<b>645.52</b>	<b>97.40</b>
Other Income	11.76	0.87	14.74	1.13	17.20	2.60
<b>Total Revenue</b>	<b>1,356.02</b>	<b>100.00</b>	<b>1,300.70</b>	<b>100.00</b>	<b>662.72</b>	<b>100.00</b>

# Business Plan

- In the year 2018, though the domestic and international economics experienced the downturn urging the government to increase spending to boost up the domestic economy. In the year 2019 the Company has also adjust business plan to constantly thrive. For example, to expand to the new group of customers in petrochemicals industry, to emphasis on design, inspect and installation of fire protection system, centralized the customer list acquired from the EBT, constantly increase the authorized dealer for new products, study investing plan in the engineering solutions provider in related, and also set up the selling agent in neighboring countries of CLMV.

- Providing the quality and valuable products and services by cooperating with high technology manufacturers who are the leaders in the industry. Such competencies we provide will generate customer satisfaction and choose us as a strategic partner and differentiate us from the other competitors and raise the business sustainability. Additionally, we emphasis in research and development in the following sectors.

Fire Protection and Safety Business Unit addresses in initiative new products which could reduce installation cost and environmental friendly for example natural gas firefighting system (Nitrogen).

Refrigeration Business Unit has focused on strategic energy saving more than 15 years by developing cold storage system from natural gas such as ammonia NH3 and carbon dioxide complied with international collaboration on fighting with global warming.

Digital Printing Business Unit invests and expands 3D printing solutions in the area of packaging industry and educational sector with specific in 3D medical. Board of Director approved plan to set up the wholly-owned subsidiary in Vietnam for providing Digital UV inkjet Printing Solutions in 2019Q2.

## Investment Highlight

- The company entered to the contract of purchasing and entire business transfer of Chillmatch Co.,Ltd. and its subsidiary valuing 675.36 million Baht by issuing private placement common share of 234.50 million shares, offering price 2.62 baht per share (market price is 2.88 baht per share on execution date). The company obtained all assets and liabilities of the two companies and started to recognize revenue from refrigeration and digital printing products on November 29, 2016 and December 1, 2016 respectively.

- Government has set higher standard on rules and regulations to prevent fire incidents which include in office building and manufacturing factory in conforming to Building Control Act 1992. And the stakeholders realized the edges of having the fire protection system in term of business risk management as a result demand of the quality products and services in relating is increasing.

- Infrastructure expansion policy in Thailand and the growing of economic of neighboring countries will enhance the continuous business opportunities and optimal return to the shareholders.

## Risk Factor

Foreign Currency Exposure: The Company has more than 650 MB financial facilities with banks and will consider buying foreign currency in advance according to the total exposure and also continuously monitor the trend in the change of the currency for the purpose of evaluation and to manage the risks from the exchange rate closely. In addition, if foreign exchange rates change to the level that leads to sharp increase in its cost, the Company will revise its selling prices based on market conditions with prior notice thereof to our customers.

Goodwill Impairment test: Goodwill derived from the purchase and entire business transfer considered intangible asset in compliance with financial reporting standard. The annual impairment test is required. However, the management and sales team from the previous organization has joined the company and perpetually taken care of the customers. Besides, sharing all customer list could generate more sale wide across four business units. As a result the management has confident to induce sufficient free cash flow to overcome the impairment test criteria.

## Awards and Winnings

Approved the research funding from NIA in 2018 topic "3Dmed anatomical models for efficiency medical purposes". Certified as a member of Anti-Corruption Organization of Thailand in 2018Q3 announced on November 6, 2018.

## Capital Structure

(Unit : MB)

	2018	2017	2016
Current Liabilities	232.90	197.77	194.25
Non-Current Liabilities	48.48	44.90	47.96
Shareholders' Equity	1,267.21	1,214.68	1,137.64

## Company Structure

No subsidiary / No associates company

## Company Image

