

HARN Engineering Solutions Pcl.

Q1/2019 Opportunity Day: JUNE 5, 2019

Business turnover of HARN is growing continuously along with a new business debut - TeleChill of Cooling Business. By the use of IOT, it enables status of the cooling units and analyzes the machine performance as well as reduces energy consumption.

HARN announced business performance of Quarter 1/2019 while the company is thriving when compare year on year with Quarter 1/2018. The company form innovation committee to support the strategy, the use of innovation for solution service sustainably in every business. The next quarter is to move forward with the TeleChill of Cooling Business.

Mr. Wirat Sukchai, Chief Executive Officer of Harn Engineering Solutions (Public) Company Limited announced that business earnings of Quarter 1/2019 have grown when compare to Quarter 1/2018 where the company income were from sales and solutions together at 330.0 million Baht, Net Profit of 32.3 million Baht. The business proportion structure as of 31 March 2019 in 4 main business units were Fire extinguishing business and installing fire alarm system at 39.91%, followed by Digital Printing at 28.98%, Cooling Business at 21.54%, the rest 7.08% were from Air Conditioning and Sanitation, Others 2.48%

Strategy and business direction of HARN focused on importance of new innovation where the innovation committee were established and set the following innovation policies:

“HARN strives to develop new products, services, and process that involve sustainable solution and reinforces quality of life such as convenience, safety and security of building system, maintenance of quality consumer goods as well as to support in medical.”

After the first quarter that introduced Teleprint from Digital Printing Business, in the next quarter is the launch of TeleChill from Cooling Business which used the IOT application. It used information from cooling units to analyze performance of the machine and to increase efficiency of product management. The system can maintain quality of food and lengthen shelf life, increase maintenance system, reduce or avoid emergency stop, and reduce consumption of energy.