

## HARN Engineering Solutions Pcl.

Q2/2019 Opportunity Day: AUGUST 28, 2019

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Business turnover of HARN is flourish consecutively and ready for Vietnam market, leading by Digital Printing Business.

HARN published business performance of Quarter 2/2019 that the business is flourish consecutively when compare to the first quarter and with Quarter 2/2018. It is ready to expand Digital Printing Business to Vietnam.

Mr. Wirat Sukchai, Chief Executive Officer of Harn Engineering Solutions (Public) Company Limited revealed that business turnover of Quarter 2/2019 is growing continuously when compare to the first quarter. The company had income from sales and solutions together at 344.7 million Baht, Net Profit of 35.8 million Baht. The business proportion structure accumulated for 6 months in 4 main business units were Fire extinguishing business and installing fire alarm system at 45.13%, followed by Digital Printing at 27.80%, Cooling Business at 18.54%, the rest 6.33% were from Air Conditioning and Sanitation, Others 2.20%

Strategy and business direction of HARN after the debut of Teleprint in the first quarter from Digital Printing Business and TeleChill from Cooling Business. In the third quarter, HARN had expanded to Vietnam where a subsidiary sell, lend, install, and service Digital UV Inkjet and other supplies. The expansion to Vietnam had a support factor from the development of the economics in Vietnam. Export made Vietnam in need of labels and stickers of vast products coupled with HARN strengths for the past 59 years of the market leader, expertise, knowledge, service and design solutions altogether with HARN engineers both Thai and Vietnamese that supports printing solutions as well as engineers from our supplier in the UK. It is certain that HARN is ready for Vietnam market in 2019.