

HARN Engineering Solutions Pcl.

Q2/2017 Opportunity Day: September 11, 2017

Harn Engineering Solutions Public Company Limited grew significantly and expected the business performance in 2017 of over 1,300 million Baht. After a merger & acquisition, it foreseen revenue streams and profit increase continuously and is ready to be a sustainable leader in engineering solutions in Thailand and neighbour countries.

HARN is a business solution in engineering as there are specialists and experts in the following particular fields (1) Fire Prevention System and Installation Solutions (2) Air Conditioning and Sanitary Solutions (3) Refrigeration Solutions (4) Digital Printing After the M&A with Chillmatch Co., Ltd. – a leading in refrigeration equipment, solutions, and advice – and Q II S Co., Ltd. – a leading in printing solutions of expiry date, labels, printers, and 3D Printing and customer service – **resulting in variety in business landscape and capabilities to expand to new opportunities. Moreover, it is less dependent one business, cost effective and clearly raises profit ratio of the business overall.**

Business Structure and Income as of 30 June 2017 in four main business units: The income from Fire Prevention System and Installation at up to 45.38%, followed by Cooling Business Solution at 23.49%, while Digital Printing Solution grew to 23.27%, 6.56% were from Air Conditioning and Sanitary, 1.30% others. **Total income for past six months was 621.1 million Baht, which accounted for Gross Profit of 173.3 million Baht. Net Profit was 57.11 million Baht.**

The company focuses to be a sustainable leader in business solutions where strategies and business directions in 2017 were (1) Focus on sales and profit growth (2) Create brand awareness as well as market the products to be widely accepted as a quality innovation and environment friendly (3) Build leaders and middle management to run the business (4) Develop solutions and all-in-one services (5) Maintain financial stability and profitability in order to be ready for future expansion (6) Create a learning organisation culture (7) Implement IT and advanced technology

Future Business Opportunities

In several business units, engineering solutions are required by law such as the government enforces to install Fire and Safety Prevention System, display labels and expiry dates. Moreover, the government has invested in infrastructure in large scale such as EEC, sky train, and airports. Nevertheless, it includes retail business that need HARN's products and services in order to expand, for example, in food industry, agriculture, and convenience stores where HARN gains big opportunities to develop in neighbour countries.

HARN is growing constantly and creating innovations such as in 3D printing, biological and medical studies, refrigeration solutions by using organic ingredients, and air control in buildings. HARN is a fast-developing business indeed where stood by the company's sustainable commitment "Quality Living through Sustainable Engineering"

Download document and pictures at: <https://goo.gl/mxwrov>