

# HARN Engineering Solutions Pcl.

Q1/2018 Opportunity Day: May 30, 2018

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Illustrated the business performance and directions in Opportunity Day Quarter 1/2018, Harn Engineering Solutions Public Company Limited, led by Mr. Wirat Sukchai, Chief Executive Officer, Mr. Thammanoon Tripetchr, Managing Director, Printing & Digital Solution, and Mr. Wisit Wachiralarpphaithoon, Finance Director, on 30 May 2018 at Meeting Room 603, Stock Exchange of Thailand.

Business Structure and Income as of 31 March 2018 in four main business units: The main revenue generator was from Fire Prevention System and Installation at up to 42.60%, followed by Digital Printing at 24.93%, while Cooling System at 24.33%, and 6.93% were from Air Conditioning and Sanitary, and others at 1.18%

Current Backlog, The Eastern Economic Corridor (EEC) provides several business opportunities and the recently signed off a contract in Fire Prevention Solutions of over 30 million Baht. Moreover, HARN is preparing to bid a new project in Fire Prevention, CCTV, and Safety valued over 500 million Baht.

It is expecting a bright future in Digital Printing Solutions where there were two main customers in Industrial Estates and in neighbor country, Vietnam. Moreover, there are several projects under negotiation and is expecting five to six more business deals.

In 2018, HARN focuses to build customer base in countries such as Myanmar, Vietnam, Laos, and Cambodia as well as plans to create innovation. It started since the beginning of the year with a debut of HARN 3DMed – 3D Printing for medical and biological – that can replicate patients' organs for research and planning for medical treatment effectively. There was an installation of this printing and training on how to use the 3D BIO PLOTTER for doctors at Innovation Unit, Rama Hospital Mahidol at the end of May 2018.

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