

Market : mai

SERVICES : Services

## Company Snapshot: 6M/2021

Updated at August 2021

HARN

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

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CG Report Score :

THSI List : -

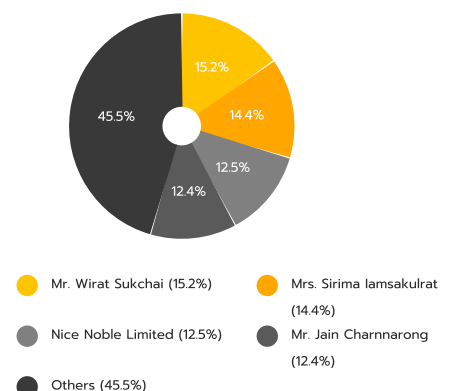
## Stock Data (16/08/2021)

	YTD	2020	2019
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.)	1,274.21	1,367.73	1,332.66
Price (B./share)	2.18	2.34	2.28
EPS (B.)	0.07	0.17	0.26

## Statistics (16/08/2021)

	P/E	P/BV	Div.Yield
HARN (x)	15.75	0.99	5.96
SERVICES - mai (x)	54.89	3.54	1.96
SERVICES - SET (x)	-	3.78	1.41
mai (x)	62.65	2.51	1.68
SET (x)	24.16	1.67	2.35

## Shareholder Structure (15/03/2021)



## Financial Ratios

	6M/2021	6M/2020	2020	2019
ROE (%)	6.32	11.38	7.65	11.56
ROA (%)	6.34	11.67	7.72	11.89
D/E (x)	0.28	0.22	0.26	0.21
GP Margin (%)	31.70	31.95	30.64	30.59
EBIT Margin (%)	9.96	12.69	10.73	13.41
NP Margin (%)	7.80	10.17	8.63	10.73

## 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. 4) Products of Digital Printing. And 5) Building-IoT Solutions.

## Key Development of Company

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.
2018	Extend to new innovations especially data analysis to increase efficiency in production, problem analysis and energy saving such as Teleprint project of Printing & Digital Solution and The TeleChill of Refrigeration BU.
2019	Set up the wholly-owned subsidiary in Vietnam initially operates in digital printing industry such as sell, lease, installation, and warranty for Digital UV Inkjet Label Press.
2020	Join investment with Aiyarafund Group to set up the subsidiary in Thailand. The Company holds 65% of share to develop IT Products and Solutions system for Smart Building.

## Revenue Structure

Period : 30 Jun

(Unit : MB)

	6M/2021	%	6M/2020	%	2020	%	2019	%
1. Fire Suppression Products and Installation Services	221.89	41.71	287.47	47.34	534.18	45.68	644.12	46.21
2. Air-Conditioning and Sanitary Products	23.68	4.45	30.57	5.03	63.82	5.46	81.10	5.82
3. Refrigeration Products	95.63	17.98	109.62	18.05	202.83	17.34	262.00	18.80
4. Digital Printing Products	181.64	34.14	169.23	27.86	349.07	29.85	379.66	27.24
5. Building-IoT Solutions	2.28	0.43	-	-	2.43	0.21	-	-
<b>Total Sales and Service Revenue</b>	<b>565.12</b>	<b>98.71</b>	<b>596.89</b>	<b>98.28</b>	<b>1,152.33</b>	<b>98.54</b>	<b>1,366.88</b>	<b>98.07</b>
Other Income	6.87	1.29	10.44	1.72	17.10	1.46	27.09	1.93
<b>Total Revenue</b>	<b>531.99</b>	<b>100.00</b>	<b>607.33</b>	<b>100.00</b>	<b>1,169.43</b>	<b>100.00</b>	<b>1,393.97</b>	<b>100.00</b>

# Business Plan

- In the year 2020, though the domestic and international economics experienced the downturn urging the government to increase spending to boost up the domestic economy. In the year 2021 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.

Refrigeration Business Unit has focused on strategic energy saving by advance technology products to combat 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.

Building-IoT Solutions Unit develops IT Products and Solutions system focusing in rendering Smart Building services.

## 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 780 MB financial facilities with banks and FCD Accounts 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. Moreover, sharing all customer list could generate more sale wide across all business units. As a result the management has confident to induce sufficient free cash flow to overcome the impairment test criteria.

## Awards and Winnings

Certified as a member of Anti-Corruption Organization of Thailand in 2018Q3 announced on November 6, 2018. HARN has completed 3DMed Project in 2019 under NIA funding to fabricate a series of 3D anatomical models to enhance surgical planning and treatment diagnosis capabilities for the medical community.

## Capital Structure

(Unit : MB)

	6M/2021	6M/2020	2020	2019
Current Liabilities	208.35	232.46	191.07	223.59
Non-Current Liabilities	145.67	51.93	148.75	51.04
Shareholders' Equity	1,282.82	1,277.82	1,317.02	1,321.66

## Company Structure



## Company Image

