

Business Overview

Import and distribution of products, fire suppression system, air-conditioning system and sanitary system, refrigeration system, digital printing system, provide development IoT Products and Solutions, including the provision of consulting, designing services in projects and provision of engineering solutions complete

Financial Statement

	9M23	9M22	2022	2021
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Income Statement (MB)

Revenues	991.24	932.27	1,242.29	1,046.13
Expenses	885.98	845.77	1,128.24	953.78
Net Profit (Loss)	83.26	67.35	88.78	72.27

Balance Sheet (MB)

Assets	1,717.46	1,728.85	1,783.10	1,685.72
Liabilities	362.23	400.53	434.48	367.19
Shareholders' Equity	1,355.10	1,327.52	1,347.99	1,317.97

Cash Flow (MB)

Operating	114.68	48.53	91.98	68.25
Investing	29.85	-12.49	-62.25	-45.69
Financing	-84.71	-66.76	-69.81	-86.76

Financial Ratio

EPS (Baht)	0.14	0.12	0.15	0.12
GP Margin (%)	29.83	28.63	28.40	30.44
NP Margin (%)	8.35	7.25	7.15	6.90
D/E Ratio (x)	0.27	0.30	0.32	0.28
ROE (%)	7.81	6.69	6.66	5.49
ROA (%)	7.71	6.70	6.58	5.52

Business Plan

- In the year 2023 the Company has 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.

- 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 initiates new products which could reduce installation cost and environmental friendly.

Refrigeration Business Unit focuses on strategic energy saving by advance technology products to combat global warming.

Digital Printing Business Unit emphasizes on bringing more current innovations modernization and expands 3D printing solutions in the area of 3D medical.

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

Business Highlight

The company has backlog order as of September 30, 2023, amounting 362.77 million baht.

• The company has new products and innovations such as

Fire Protection and Safety Business Unit Launching Quick Installation Products for reducing installation time and solving skilled labor shortage issue.

Refrigeration Business Unit Developing Telechill Smart Solution (S2) Project with our subsidiary "Aiyaraharn", which is the development of IoT Platform and Sensor Gateway to help monitor quality and track energy use, including notify of abnormal temperature of the cooling system to mobile phone or room temperature control screen instantly online which will reduce the risk of product damage.

Digital Printing Business Unit Joining the 2D Barcode for Consumer safety project with the International Code Institute (GS1 Thailand), which is printing the expiration date with a new generation of two-dimensional bar codes which can check the expiration date of consumer products at the place of sale in convenience stores for the safety of consumers.

Performance and Analysis

Business Performance Summary

Total revenues of 991.24 MB. in 9M/2023 increased by 58.97 MB. or 6.33% compared to the 9M/2022 from the continuous recovery of domestic economic activities and delivering goods to previously delayed projects. Expenses increased by 40.21 MB. or 4.75% , the increase in cost of sales and services was less than the increase in sales and service income in proportion. As a result, the gross profit margin increased by 1.20% from selling price adjustment to match with higher costs. Distribution costs increased 2.97 MB. or 3.55% from sales bonus and incentive in consistent with sales and service growth. Administrative expenses increased by 5.67 MB. or 5.35% from salary and employee benefits and other operating costs.

Key Milestones

2021 Open showroom "Digital Centre of Excellence".

2022 Show intention and join the energy conservation network "Energy Beyond Standard" from Department of Alternative Energy Development and Efficiency

Risk Management Policy

Foreign Currency Exposure: The Company has more than 620 MB. financial facilities with banks and FCD Accounts and will consider buying foreign currency in advance according to the risk exposure and also continuously monitor the trend in the change of the currency for the purpose of evaluation and managing risks. 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 an intangible asset in compliance with financial reporting standard. The annual impairment test is required. However, the management and sales team of the acquiree has joined the company and taken care of the customers. Moreover, sharing all customer list could generate more sales wide across all business units. As a result the management has confident to induce sufficient free cash flow to overcome the impairment test criteria.

Recent Awards and Recognitions

2021 HARN has been recertified as a member of Anti Corruption Organization of Thailand (CAC) in 2021Q2.

2022 HARN' s new building accredited by DGNB GmbH the "Gold Certificate" for Energy Conservation Building organized by the German-Thai Chamber of Commerce and DGNB GmbH.

Revenue Structure

Fire Protection System	49.59%
Air-Conditioning and Sanitary	4.78%
Refrigeration	18.13%
Digital Printing	26.15%
Building-IoT Solutions	0.2%
Others	1.15%

Stock Information

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as of 29/09/23	HARN	SERVICE	mai
P/E (X)	12.27	54.13	109.70
P/BV (X)	0.96	2.70	2.40
Dividend yield (%)	5.96	1.66	1.47

	29/09/23	30/12/22	30/12/21
Market Cap (MB)	1,274.21	1,309.28	1,391.11
Price (B/Share)	2.18	2.24	2.38
P/E (X)	12.27	14.92	19.00
P/BV (X)	0.96	0.99	1.08

CG Report:



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Major Shareholders

as of 13/03/2023



- Mr. WIRAT SUKCHAI (14.88%)
- Mrs. SIRIMA IAMSAKULRAT (14.01%)
- NICE NOBLE LIMITED (12.54%)
- Mr. JAIN CHARNNARONG (11.80%)
- Ms. NOPPORN CHARNNARONG (4.50%)
- OTHERS (42.27%)

Company Information and Contact

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