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17.11.2007
AS HARJU ELEKTER
FINANCIAL RESULTS

FINANCIAL RESULTS, 1-9/2007

Harju Elekter's third quarter results were better than expected. Through high-volume deliveries to the European Union and also beyond, we achieved all-round decent growth rates for our Estonian and Finnish businesses. In spite of increasing payroll costs, the growth rates for sales revenue and business revenue were able to outstrip the growth in business expenditures. A decent log of orders will secure healthy growth for the coming period as well.

Key figures	million EEK		million EUR		growth %
	1-9/2007	1-9/2006	1-9/2007	1-9/2006	1-9/2007
Turnover	525,2	455,0	33,6	29,1	15,5
EBITDA	55,6	44,9	3,5	2,9	23,8
Operating profit	42,1	32,7	2,7	2,1	29,0
Net profit for the period	81,5	44,2	5,2	2,8	86,6
incl equity holders of the Parent	79,6	40,9	5,1	2,6	94,6
EPS	4,74 EEK	2,44 EEK	0,30 EUR	0,16 EUR	94,3

At the end of the period

Total assets	767,6	720,1	49,1	46,0	6,6
Owners'equity	595,6	560,6	38,1	35,8	6,2

Performance indicators

Return of sales before depreciation		10,6%	9,9%
Return of sales		8,0%	7,2%
Net profit margin		18,3%	10,6%
Equity ratio		77,6%	77,8%

Average number of employees 437 441

The sales revenue of the Group in the third quarter of 2007 was 195.3 million kroons (12.5 million euros), growing 22% compared to the same period in the previous year. During the first 9 months the sales volumes increased 15.4% to 525.2 million kroons (33.6 million euros). The fastest growth pace was in the third quarter in the Estonian segment. Compared to the third quarter of the previous year, the sale of Estonian companies increased 47.6% to 109.5 million kroons (7.0 million euros). The sales

revenue of the Estonian segment within nine months reached 287.4 million kroons (18.4 million euros), growing by 29.8% or 66.0 million kroons (4.2 million euros) compared to the same period in the previous year.

The favourable condition in Finnish economy, the growth in the given economic sector and the positive image of the Finnish subsidiary Satmatic Oy ensured a continuously large amount of sales orders in the Finnish sector. The sales volume in the third quarter reached 62.1 million kroons (4.0 million euros), which is 32.3% more than in the reference period and within the first nine months products were sold in the total amount of 179.9 million kroons (11.5 million euros), which is 35.2 million kroons (2.3 million euros) more than in the previous year.

Sales revenue for the Lithuanian segment in the third quarter was 23.7 million kroons (1.5 million euros), being 15.2 million kroons (1 million euros) less than the third quarter results in 2006 yet outstripping the comparable result for 2005 by 70.5%. Sub-contracting was used for equipment installation, to execute the contracts in a timely and quality manner, which had a significant effect on the sales volumes for Rifas in 2006. This year's third quarter, however, may be considered a success for the Lithuanian businesses. Several important projects became reality: such as Sivacon 8PT low-voltage switch gear commissioned by a Belarusian enterprise and, in cooperation with a Norwegian company, equipment for ship-building in Singapore. Also, the nine-month sales volume of 57.9 million kroons (3.7 million euros) fell one-third short of last year's results, yet outstripped the same result for 2005 by 1.6 times.

Of the markets, the domestic markets of the Group's companies (Estonia, Finland and Lithuania) dominated, where 83.2% (Q3 2006: 98.0%) of the Group's products and services were sold in the third quarter and 89.1% (9M 2006:97.3%) within nine months. As a result of the successful selling efforts of the companies in the Estonian segment, the sales in the third quarter and first 9 months have increased the most in Estonia and the other markets in European Union. The most important sales growth source on the domestic market was that 20 more unit substations in Q3 and 63 more in 9M were sold compared to the same periods in previous year. Sales to the European Union grew in the third quarter by 25.5 million kroons (1.6 million euros) to 26.9 million kroons (1.7 million euros) and 38.1 million kroons (2.5 million euros) in 9M, to 44.9 million kroons (2.9 million euros). As a new market, Greece (the EU) was added in the second quarter. Concerning other markets, the growth was influenced by selling the low voltage distribution equipment of Harju Elekter Elektrotehnika with the cost of 5.4 million kroons (0.3 million euros) to a US company that will supply the equipment to Russia and Lithuanian subsidiary's successful sales to Belarus and Norway.

Business revenue in the third quarter grew 18.5% and 14.1% in nine months, falling short, in terms of growth rate, of sales revenue (22% and 15.4%, respectively). High-volume commissioned jobs have entailed a need for additional labour and also for the use of overtime work. The arrival of new staff and also an increase in payroll costs affected business expenditures the most. Third-quarter payroll costs were 28.9 million kroons (1.8 million euros), which is 38% more than last year, and in nine months 84.1 million kroons (5.4 million euros) were paid in wages, a 33% increase over last year.

As of the 30 September 2007 balance sheet date, 469 (455) employees were employed by the Group. The nine-month average number of employees at the Group was 437 (441), included 59 (89) in Lithuania, 77 (62) in Finland and 301 (291) in Estonia.

The operating profit for the third quarter increased 57.3% to 20.2 million kroons (1.3 million euros) and operating profitability was 10.3% (8.0%). The Group's operating profit within 9 months increased 29.0% to 42.1 million kroons (2.7 million euros) compared to the same period of the previous year and the operating profitability was 8.0%, being 0.8% higher in the previous year.

Third-quarter net profit was 20.1 million kroons (1.3 million euros), a gain of 76.9%, and the parent company's shareholders' share in third-quarter net profit increased 96.9% to 19.2 million kroons (1.2 million euros). Basic earnings per share were 1.14 kroons (0.07 euros) and 0.58 kroons (0.04 euros) in the comparable quarter. Affected by the profit earned from the sale of PKC shares in the first half-year (MEEK 32.6 or MEUR 2.1), nine-month consolidated net profit came in at MEEK 81.5 or MEUR 5.2, MEEK 44.2 or MEUR 2.8 in the period of comparison. Parent company's shareholders' share in the net profit was 79.6 million kroons (5.1 million euros) and 40.9 million kroons (2.6 million euros) in the

period of comparison. Net profit per share was 4.74 kroons (0.30 euros) and 2.44 kroons (0.16 euros) in the period of comparison.

The amount of the consolidated balance sheet as of 30 September 2007 was 767.6 million kroons (49.1 million euros), increasing by 9.9 million kroons (0.6 million euros) in the first nine months.

The Group invested a total of 37.9 million kroons (2.4 million euros) in tangible and intangible fixed assets and real estate in the period of nine months, 19.2 million kroons (1.2 million euros) in the period of comparison, of which buildings accounted for 15.2 million kroons (0.97 million euros), land for 2.8 million kroons (0.18 million euros) and manufacturing equipment and means of transport together for 9.3 million kroons (0.6 million euros). To execute high-volume projects, in addition to the circulating capital, the Group has taken out short-term loans in the amount of 17.7 million kroons (1.1 million euros), 1.6 million kroons (0.1 million euros) in the period of comparison. To finance new construction in Lithuania, the Group took out a long-term loan in the amount of 2.2 million kroons (142 thousand euros). Long-term loans were repaid within nine months in the amount of 7.5 million kroons (0.5 million euros) and in the reference period in the amount of 6.7 million kroons (0.4 million euros) and leasing payments were paid in the amount of 850 thousand kroons (54 thousand euros) and in the reference period in the amount of 1.0 million kroons (66 thousand euros).

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For more information: Internal report 1-9/2007 of Harju Elekter and Mrs Karin Padjus, Member of the Board (phone +372 674 7403).

BALANCE SHEET, 30.09.2007
consolidated, unaudited

In thousand	EEK		EUR	
	30.09.2007	31.12.2006	30.09.2007	31.12.2006
ASSETS				
Cash and cash equivalents	9 374	6 712	599	429
Trade receivables	102 816	82 765	6 571	5 290
Prepayments	2 587	845	165	54
Inclusive income tax	2	2	0	0
Inventories	120 862	79 030	7 724	5 050
TOTAL CURRENT ASSETS	235 639	169 352	15 059	10 823
Investments in associates	25 935	25 187	1 658	1 610
Other long-term financial investments	263 444	344 884	16 837	22 042
Investment property	135 117	127 268	8 636	8 134
Property, plant and equipment	104 081	87 446	6 652	5 589
Intangible assets	3 416	3 595	219	230
Total non-current assets	531 993	588 380	34 002	37 605
TOTAL ASSETS	767 632	757 732	49 061	48 428
LIABILITIES AND OWNERS' EQUITY				
Interest-bearing loans and borrowings	30 234	20 772	1 933	1 328
Trade payables and other payables	94 978	73 496	6 070	4 697
Tax liabilities	15 992	12 268	1 022	784
Inclusive income tax	1 952	2 401	125	154

Short-term provision	1 000	100	64	6
TOTAL CURRENT LIABILITIES	142 204	106 636	9 089	6 815
NON-CURRENT LIABILITIES	29 641	26 568	1 894	1 698
Other non-current liabilities	469	469	30	30
Total non-current liabilities	30 110	27 037	1 924	1 728
TOTAL LIABILITIES	172 314	133 673	11 013	8 543
Share capital	168 000	168 000	10 737	10 737
Paid-in capital over/under par	6 000	6 000	384	384
Restricted reserves	255 466	331 552	16 327	21 190
Retained earnings	147 042	100 078	9 398	6 396
Total equity attributable to equity holders of the Parent	576 508	605 630	36 846	38 707
Minority interests	18 810	18 429	1 202	1 178
TOT. LIABILITIES AND OWNERS' EQUITY	767 632	757 732	49 061	48 428

INCOME STATEMENT

consolidated, unaudited

In thousand kroons (EEK)	Q3		9 months	
Group	2007	2006	2007	2006
NET SALES	195 325	160 101	525 224	454 955
Cost of goods sold	-154 539	-131 386	-425 379	-374 868
Gross profit	40 786	28 715	99 845	80 087
Marketing expenses	-9 053	-6 582	-23 983	-18 930
Administrative expenses	-10 863	-9 236	-32 721	-28 793
Other revenue	151	61	496	650
Other expenses	-809	-110	-1 493	-340
Operating profit	20 212	12 848	42 144	32 674
Net financial incomes/expenses	-497	-508	43 949	16 660
Income from subsidiaries	1 220	7	4 034	2 267
Profit from normal operations	20 935	12 347	90 127	51 601
Corporate Income tax	-815	-974	-8 676	-7 358
Profit after taxes, incl	20 120	11 373	81 451	44 243
Net profit for the period	19 178	9 739	79 604	40 926
Minority interest	942	1 634	1 847	3 317
Basic and diluted earnings per share	1,14	0,58	4,74	2,44

INCOME STATEMENT

consolidated, unaudited

In thousand euros (EUR)	Q3		9 months	
Group	2007	2006	2007	2006
NET SALES	12 484	10 232	33 568	29 077

Cost of goods sold	-9 877	-8 397	-27 187	-23 959
Gross profit	2 607	1 835	6 381	5 118
Marketing expenses	-579	-421	-1 533	-1 210
Administrative expenses	-694	-590	-2 092	-1 840
Other revenue	10	4	32	42
Other expenses	-52	-7	-95	-22
Operating profit	1 292	821	2 693	2 088
Net financial incomes/expenses	-32	-32	2 809	1 065
Income from subsidiaries	78	0	258	145
Profit from normal operations	1 338	789	5 760	3 298
Corporate Income tax	-52	-62	-554	-470
Profit after taxes, incl	1 286	727	5 206	2 828
Net profit for the period	1 226	623	5 088	2 616
Minority interest	60	104	118	212
Basic and diluted earnings per share	0,07	0,04	0,30	0,16

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24.10.2007
AS HARJU ELEKTER
ANNOUNCEMENT

HARJU ELEKTER IS OPENING A SHOP IN PÄRNU

To provide better service and to grow its market share in the Pärnu region, Harju Elekter is opening today, 24 October, in the City of Pärnu, its 5th shop specialising in the sale of electrical materials and equipment. The new shop has 260 m² of retail and storage space. The shop will also fulfil the representative function for Harju Elekter in this region.

The City of Pärnu along with the entire region is a fast developing area located in the nodal point of Via Baltica, where construction and other business activities have quickly developed. Many of Harju Elekter Trading Group's important clients are also operating in Pärnu.

The shops of the Trading Group function as introducers and vendors of the products of companies connected to Harju Elekter - AS Harju Elekter Elektrotehnika, AS Draka Keila Cables, AS Eltek and AS Glamox HE. You can order switchboards and other electrical equipment and their spare parts from the shops. The Trading Group is also the importer of Thermor hot water boilers and convectors, and Unidare storage heating devices, the Group also provides maintenance and the work under guarantee for those products.

The business of Harju Elekter Trading Group is directed mostly towards retail and small wholesale clients. Existing electrical equipment shops in Tallinn, Tartu, Keila and Jõhvi have earned their clients' confidence with a broad selection of products, expert guidance and friendly prices.

The consolidated turnover of Harju Elekter for the first half of 2007 was MEEK 330, 10.6% of which was made up by the turnover of the Trading Group.

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28.09.2007
AS HARJU ELEKTER
ANNOUNCEMENT

HARJU ELEKTER - 10 YEARS ON THE STOCK EXCHANGE

On 30 September 2007, ten years will have passed since the stocks of AS Harju Elekter were first quoted on the Tallinn Stock Exchange. As a result of systematic development, Harju Elekter (henceforward Group) has become one of the leading producers of electrical equipment and materials. The Group has expanded to Lithuania as well as Finland.

During these years, the sales volume of the Group has grown by a factor of six and its profit by a factor of five. As a result of market price, the growth of shareholder's investment value has grown by a factor of five, as of today, constituting an average annual rate of return of 17%. A consistent dividend policy has guaranteed shareholders stable, increasing income from dividends, while at the same time growing the company's equity and retaining good credit solvency.

The management of Harju Elekter believes active development, venturesome investment and effective expansion to be of great importance. The key to our success has been reliable co-operation with our clients, shareholders and our loyal and developing staff.

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26.09.2007
AS HARJU ELEKTER
ANNOUNCEMENT

ABOUT THE SALE OF THE HOLDING IN AS SAAJOS INEXA

Yesterday, AS Harju Elekter, Inexa A/S and Oy Saajos International Ltd. Signed a contract according to which Harju Elekter and Inexa shall sell their 33.3% holding in AS Saajos Inexa to third party Saajos International.

The sale of the holding is a strategic decision that allows AS Harju Elekter to concentrate more on the administration of those companies that are connected to its core business and on the expansion of its electrotechnical business. AS Harju Elekter will continue close co-operation with AS Saajos Inexa in the procurement of fireproof doors, and will also continue to meet the obligations of lease agreements for manufacturing spaces. According to the agreement, the parties will not disclose the value of the transaction. AS Harju Elekter will invest the funds received into its core business.

Harju Elekter is the leading producer of electrical devices and materials in the Baltic States. Belonging to the Harju Elekter Group are manufacturers of electrical devices in Estonia, Finland, and Lithuania: AS Harju Elekter Elektrotehnika (100%), Satmatic Oy (100%) and Rifas UAB (51%), as well as AS Eltek (100%) a manufacturer of telecommunication products, and the affiliated company AS Draka Keila Cables. Harju Elekter also has portfolio investments in the Latvian electrical equipment sales company SIA Energokomplekss and in the Finnish publicly traded company PKC Group Oyj.

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FINANCIAL RESULTS 1-6/2007

The economic results of the Group of Harju Elekter in the first half-year were as expected. While 2006 was marked by exceptional large projects in Lithuania, this year Estonian subsidiary AS Harju Elekter Elektrotehnika has won several large orders-contracts. With the support of good economic condition, a solid growth is continuing in Finland also in this year. To sum up, we have managed to provide sufficient resources in order to ensure a normal growth pace and a sustainable orders portfolio for the second half-year of 2007.

Key figures	million EEK		million EUR	
	1-6/2007	1-6/2006	1-6/2007	1-6/2006
Turnover	329,9	294,9	21,1	18,8
Operating profit	21,9	19,8	1,4	1,3
Net profit for the current period	61,3	32,9	3,9	2,1
incl equity holders of the Parent	60,4	31,2	3,9	2,0

At the end of the period

Total current assets	234,3	183,1	15,0	11,7
Total non-current assets	510,1	597,5	32,6	38,2
Total assets	744,4	780,6	47,6	49,9
Total liabilities	172,2	153,9	11,0	9,8
Total equity	572,2	626,7	36,6	40,1
incl equity holders of the Parent	554,4	609,5	35,4	39,0

Performance indicators

Growth of net sales	11,9%	28,6%
Operating profit growth	10,6%	24,7%
Net profit growth	93,8%	80,6%
Return of sales	6,6%	6,7%
Net profit margin	18,3%	10,6%
Equity ratio	74,5%	78,1%

Average number of employees	425	430		
EPS	3,60 EEK	1,86 EEK	0,23 EUR	0,12 EUR

In the H1 2007 the sales revenue of the Group increased to 329.9 million kroons (21.1 million euros). In the second quarter the turnover was 178.3 million kroons or 11.4 million euros (Q2 2006: 171.0 million kroons or 10.9 million euros).

The fastest rates of growth in the Q2 occurred in the Estonian segment. Compared to the Q2 2006, the sale of Estonian companies increased by 28.5% to 100.3 million kroons (6.4 million euros). Of the growth in the Q2 turnover of the Estonian segment in the amount of 22.3 million kroons (1.4 million euros), 14.5 million kroons (0.9 million euros) was achieved on foreign markets. Several large orders were executed, incl. initial supplies within the framework of Greek METKA project. Sales to the domestic market also increased by 7.8 million kroons (0.5 million euros). The sales volumes of the Finnish segment also increased, reaching 61.0 million kroons (3.9 million euros), which is 4.9 million kroons (0.3 million euros) more than in the reference period, and within the first six months products were sold in the total amount of 117.7 million kroons (7.5 million euros), which is 20.1 million kroons (1.3 million euros) more than in the previous year. The growth in the volume of sales was supported by the favorable conditions of Finnish economy, the growth of the corresponding economic sector and the increase of orders from exporters.

Traditionally the largest part, over 80%, of the sales revenue was received from production. A significant part, nearly 10%, of the Group's sales revenue was received from the trade group that again demonstrated the fastest growth rate, based on the support from the continuing construction boom. In the Q2 the trade group sold electrical goods by 17.5% and in the first half-year by 25.8% more than in the respective reference periods of the previous year.

In the Q2 2007, the average number of the Group's employees was 433 (Q2 2006: 439), salary expenses increased 33.9% to 29.5 million kroons (1.9 million euros), and in the first half-year 30.6% to 55.2 million kroons (3.5 million euros). The growth in labour expenses may be explained, on the one hand, by the growth in salaries and on the other hand, by changes in the Group's structure in 2006. The number of employees increased in Finland and Estonia, and decreased in Lithuania, since Birzu Montuotojas, a subsidiary of Rifas UAB, was sold.

The Group's operating profit within first six months increased 10.6% to 21.9 million kroons (1.4 million euros) compared to the same period of the previous year and the operating profitability was 6.6%, being at the level of the previous year. The operating profit for the Q2 increased 8.2% to 12.9 million kroons (0.8 million euros) and operating profitability was 7.2% (6.9%). The Group's pre-tax profit for the reporting quarter was 60.0 million kroons (3.9 million euros), which is by 34.9 million kroons (2.3 million euros) larger than in the reference period. For investing to the core business, the Group sold in the Q2 the shares in PKC Group Oyj. The realised profit from the sale of shares was 32.6 million kroons (2.1 million euros), but no shares were sold in the reference period. The dividend income in the Q2 was 12.7 million kroons (0.81 million euros), remaining at the level of the previous year. Profit consolidated from related companies in the Q2 was by 1.3 million kroons (84 thousand euros) larger than a year ago, totalling 2.3 million kroons (148 thousand euros). The Group's total pre-tax profit for the first six months was 69.2 million kroons (4.4 million euros), being 39.3 million kroons (2.5 million euros) in the reference period.

To sum up, the consolidated after-tax profit for the Q2 was 52.5 million kroons or 3.3 million euros (Q2 2006: 19.0 million kroons or 1.2 million euros), of which the proportion of the owners of the parent company accounted for 52.2 million kroons or 3.3 million euros (Q2 2006: 17.4 million kroons or 1.2 million euros). The net profit per share in the second quarter was 3.11 kroons or 0.20 euros (Q2 2006: 1.03 kroons or 0.07 euros). The net profit for the first half-year was 61.3 million kroons or 3.9 million euros (H1 2006: 32.9 million kroons or 2.1 million euros), of which the proportion of the owners of the parent company accounted for 60.4 million kroons or 3.9 million euros (H1 2006: 31.2 million kroons or 2.0 million euros) and the net profit per share was 3.60 kroons or 0.23 euros (H1 2006: 1.86 kroons or 0.12 euros).

During reporting period the Group invested into tangible assets totally MEEK 12.3 or 784 thousand euros (H1 2006: MEEK 13.0 or 833 thousand euros).

Long-term loans were repaid within six months in the amount of 5.0 million kroons (321 thousand euros) and in the reference period in the amount of 4.4 million kroons (280 thousand euros) and leasing payments were paid in the amount of 543 thousand kroons (34 thousand euros) and in the reference period in the amount of 722 thousand kroons (46 thousand euros).

Within the first half-year, the Group paid dividends in the total amount of 31.7 million kroons (2.0 million euros), in the reference period 27.4 million kroons (1.8 million euros), of the prevailing part in the amount of 31.5 million kroons (2.0 million euros) was paid in the second quarter.

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BALANCE SHEET 30.06.2007
unaudited

In thousand	EEK		EUR	
	30.06.2007	31.12.2006	30.06.2007	31.12.2006
ASSETS				
Cash and cash equivalent	27 645	6 712	1 767	429
Trade receivables	98 606	82 765	6 302	5 290
Prepayments	861	845	55	54

Inclusive income tax	2	2	0	0
Inventories	107 140	79 030	6 847	5 050
TOTAL CURRENT ASSETS	234 252	169 352	14 971	10 823
Investments in associates	28 001	25 187	1 790	1 610
Other long-term financial investments	260 476	344 884	16 647	22 042
Investment property	122 684	127 268	7 841	8 134
Property, plant and equipment	95 446	87 446	6 101	5 589
Intangible assets	3 538	3 595	226	230
Total non-current assets	510 145	588 380	32 605	37 605
TOTAL ASSETS	744 397	757 732	47 576	48 428
LIABILITIES AND OWNERS' EQUITY				
Interest-bearing loans and borrowings	14 159	20 772	905	1 328
Trade payables and other payables	116 138	73 496	7 423	4 697
Tax liabilities	14 214	12 268	908	784
Inclusive income tax	3 125	2 401	200	154
Short-term provision	294	100	19	6
TOTAL CURRENT LIABILITIES	144 805	106 636	9 255	6 815
NON-CURRENT LIABILITIES	26 891	26 568	1 719	1 698
Other non-current liabilities	469	469	30	30
Total non-current liabilities	27 360	27 037	1 749	1 728
TOTAL LIABILITIES	172 165	133 673	11 004	8 543
Share capital	168 000	168 000	10 737	10 737
Paid-in capital over/under par	6 000	6 000	384	384
Restricted reserves	252 500	331 552	16 137	21 190
Retained earnings	127 864	100 078	8 172	6 396
Total owners' equity	554 364	605 630	35 430	38 707
Minority interests	17 868	18 429	1 142	1 178
Total equity	572 232	624 059	36 572	39 885
TOT. LIABILITIES AND OWNERS' EQUITY	744 397	757 732	47 576	48 428

INCOME STATEMENT, 1-6/2007

consolidated, unaudited

In thousand kroons (EEK)	Q2		6 months	
Group	2007	2006	2007	2006
NET SALES	178 287	170 959	329 898	294 854
Cost of goods sold	-144 931	-142 208	-270 840	-243 482
Gross profit	33 356	28 751	59 058	51 372
Marketing expenses	-8 263	-6 728	-14 930	-12 347
Administrative expenses	-12 039	-10 621	-21 858	-19 557
Other revenue	250	551	345	588

Other expenses	-402	-97	-684	-231
Operating profit	12 902	11 856	21 931	19 825
Net financial incomes/expenses	44 760	12 257	44 447	17 168
Income from subsidiaries	2 327	1 004	2 814	2 260
Profit from normal operations	59 989	25 117	69 192	39 253
Corporate Income tax	-7 497	-6 153	-7 861	-6 384
Profit after taxes, incl	52 492	18 964	61 331	32 869
Net profit for the period	52 204	17 363	60 426	31 186
Minority interest	288	1 601	905	1 683
Basic and diluted earnings per share	3,11	1,03	3,6	1,86

INCOME STATEMENT, 1-6/2007
consolidated, unaudited

In thousand (EUR)	Q2		6 months	
Group	2006	2005	2006	2005
NET SALES	11 395	10 926	21 084	18 845
Cost of goods sold	-9 263	-9 088	-17 309	-15 561
Gross profit	2 132	1 838	3 775	3 284
Marketing expenses	-528	-430	-954	-789
Administrative expenses	-769	-679	-1 397	-1 250
Other revenue	16	35	22	38
Other expenses	-26	-6	-44	-16
Operating profit	825	758	1 402	1 267
Net financial incomes/expenses	2 861	783	2 841	1 097
Income from subsidiaries	148	64	179	145
Profit from normal operations	3 834	1 605	4 422	2 509
Corporate Income tax	-479	-393	-502	-408
Profit after taxes, incl	3 355	1 212	3 920	2 101
Net profit for the period	3 336	1 110	3 862	1 993
Minority interest	19	102	58	108
Basic and diluted earnings per share	0,20	0,07	0,23	0,12

[TOP](#)

18.05.2007
AS HARJU ELEKTER
TEADE

OSALUSE VÄHENDAMINE PKC GROUPIS

Harju Elekter vähendas oma osalust PKC Group Oyj-s 8,9 protsendini, müües 200 000 tema omanduses olevat aktsiat. Tehing toimus 15.mail 2007. Saadud vahendeid

kasutatakse investeeringuteks põhitegevusse, sealhulgas Keila tootmispindade laiendamiseks ja uue tootmistehnoloogia soetamiseks.

Harju Elekter on juhtiv elektriseadmete ja -materjalide tootja Baltimaades. Harju Elektri Gruppi kuuluvad elektriseadmete valmistajatehased Eestis, Soomes ja Leedus: AS Harju Elekter Elektrotehnika (100%), Satmatic Oy (100%) ja Rifas UAB (51%), samuti telekommunikatsioonitoodete valmistaja AS Eltek (100%) ning sidusettevõtte AS Draka Keila Cables (34%) ja AS Saajos Inexa (33,3%). Harju Elektril on ka portfelliinvesteeringud Läti elektriseadmete müügifirmas SIA Energokompleks ja Soome börsiettevõttes PKC Group Oyj.

Andres Allikmäe
Juhatuse esimees
Tel 6747 400

[Algusesse](#)

10.05.2007
AS HARJU ELEKTER
FINANTSAAUANNE

KONTSERNI MAJANDUSTULEMUSED, 1-3/2007

Tähtsamad näitajad	miljon EEK		miljon EUR	
	1-3/2007	1-3/2006	1-3/2007	1-3/2006
Müügitulu	151,6	123,9	9,7	7,9
Ärikasum	9,0	8,0	0,6	0,5
Perioodi puhaskasum	8,7	13,9	0,6	0,9
sh emettevõtte omanikele kuuluv osa puhaskasumist	8,1	13,8	0,5	0,9
Perioodi lõpu seisuga				
Käibevara	181,8	176,6	11,6	11,3
Põhivara	510,0	559,6	32,6	35,8
Varad kokku	691,8	736,1	44,2	47,0
Kohustused	139,4	130,7	8,9	8,4
Omakapital	552,4	605,4	35,3	38,7
sh emettevõtte omanikele kuuluv omakapital	533,5	589,2	34,1	37,7
Suhtarvud				
Müügitulude juurdekasv	22,4%	10,6%		
Ärikasumi juurdekasv	13,3%	16,8%		
Käiberentaablus	6,0%	6,4%		
Kasumirentaablus	5,3%	11,2%		
Omakapitali osatähtsus	77,1%	80,0%		
Töötajate keskm arv perioodis	416	421		
Puhaskasum aktsia kohta	0,48 EEK	0,82 EEK	0,03EUR	0,05 EUR

Kontserni 2007. aasta I kvartali müügitulud olid 151,6 miljonit krooni (9,7 miljonit eurot) ja võrreldaval perioodil 123,9 miljonit krooni (7,9 miljonit eurot), kasvades eelmise aasta sama perioodiga võrreldes 22,4%.

Kiiremad kasvutempod olid Soome (36,5%) ja Leedu (31,2%) segmentides. Soome segmenti müügiimahtude kasvu toetas esimeses kvartalis nii eelmise aasta aprillis Keravale tootmis- ja müügiüksuse soetamine ning tugev müügitöö kui ka Soome vastava majandussektori tõus. Ka Leedu segmenti tööd on jätkuvalt soodsalt mõjutanud Leedu majanduse kiire kasv. Suurima panuse müügitulude 27,7 miljoni kroonisesse (1,8 miljoni eurosesse) kasvu andsid Soome (15,2 miljonit krooni e. 1,0 miljonit eurot) ja Eesti (8,5 miljonit krooni e. 0,5 miljonit eurot) segmentid.

Traditsiooniliselt suurima osa, 80,6% (80,4%) müügituludest andis tootmine, mis on Kontserni põhitegevusalaks. Soojad ilmad eelmise aasta viimases ja käesoleva aasta esimeses kvartalis tagasid ehitustegevuse püsimise tavapärasest kõrgemal tasemel, mis avaldas positiivset mõju nii Kontserni tootmissegmenti kui ka kaubanduse majandustulemustele. Tööstustoodete ja teenuste müük kasvas võrreldes eelmise aasta sama perioodiga 22,7 miljoni krooni (1,4 miljoni euro) võrra 122,3 miljoni kroonini (7,8 miljoni euron). Kiireim juurdekasv, 35,6% oli kaubanduses. Jätkuva ehitusbuumi toel müüs kaubandusgrupp kolme kuuga elektrikaupu enam kui 17 miljoni krooni (1 miljoni euro) väärtuses, andes konsolideeritud müügituludest üle 11% (10%). Enim tõusis elektrikilpide ja komponentide ning kaablite müük. Mingil määral on müügi kasv tingitud hindade tõusust, mis jäi sõltuvalt kaubagrupist vahemikku 5-10%. Enim kasvasid maakaablite nii ostu- kui ka müügihinnad (25-35%), kuid nende osakaal kaubanduse käibes jäi 2% piirile.

Turgudest olid suurimad Soome (44%) ja Eesti (43%), andes Kontserni kolme kuu müügiimahust kokku 87,7% (87,9%). Jätkuvalt kiireim oli Leedu turu kasvutempo, kus võrreldes Eesti ja Soome turuga oli juurdekasv ligi kolm korda kiirem, ulatudes 61,0%ni. Leedu turu osakaal kasvas 2,5 protsendipunkti võrra, andes I kvartali konsolideeritud müügituludest 10,5%.

Esimeses kvartalis oli Kontserni keskmine töötajate arv 416 (2006 lk: 421), palgakulu 25,7 miljonit krooni (1,6 miljonit eurot) ja võrreldaval perioodil 20,2 miljonit krooni (1,3 miljonit eurot). Kulutused tööjõule on 2007. aasta esimeses kvartalis, võrreldes eelmise aasta sama perioodiga kasvanud 28,1% 32,4 miljoni kroonini (2,1 miljoni euron). Kulutuste kasv on seletatav ühelt poolt palgatõusu ja teiselt poolt muutustega Kontserni struktuuris eelmisel majandusaastal. Seoses tootmisüksuse ostuga Soomes 2006.a. II kvartalis on Soomes töötajate arv kasvanud 56lt 74le. Leedus müüdi aga 2006.a viimases kvartalis tütarettevõtte, kus töötas 32 inimest. Teada on, et Soome palgatase on märgatavalt kõrgem Eesti ja Leedu omast. Ka Eesti ettevõtetes töötab 31. märtsi 2007 seisuga 12 inimest rohkem kui aasta tagasi. Kokkuvõttes töötas Kontsernis 31. märtsi 2007 seisuga 439 (437) inimest.

Esimese kvartali ärikasum suurenes 13,3% 9,0 miljoni kroonini (577 tuhande euron). Ärirentaabluseks kujunes 6,0 % (6,4%).

Kontserni maksustamiselne kasum oli 9,1 miljonit krooni (0,6 miljonit eurot), mis on 5,1 miljonit krooni (0,3 miljonit eurot) vähem kui võrreldaval perioodil. Kontsern müüs 2006.a esimeses kvartalis PKC Group Oyj aktsiaid. Kasum aktsiate müügist oli 5,2 miljonit krooni (0,3 miljonit eurot), aruandeperioodil oli aktsiate müügiikasum 0,2 miljonit krooni (15 tuhat eurot). Esimeses kvartalis konsolideeriti sidusettevõtetele 0,9 miljonit krooni (58 tuhat eurot) vähem kasumit kui aasta varem. Tööjõukulude kasv mõjutas ka sidusettevõtete majandustulemusi. Draka Keila Cables ASi tulemusi mõjutab oluliselt värviliste metallide turuhindade kõikumine maailmaturul.

Kokkuvõtteks kujunes konsolideeritud maksustamisjärgseks kasumiks 8,7 miljonit krooni e. 0,6 miljonit eurot (2006 lk: 13,9 miljonit krooni e. 0,9 miljonit eurot), millest emaettevõtte omanike osa moodustas 8,1 miljonit krooni (0,5 miljonit eurot). Puhaskasum aktsia kohta oli I kvartalis 0,48 krooni e. 0,03 eurot (2006 lk: 0,82 krooni e. 0,05 eurot).

Konsolideeritud bilansi maht oli 31.03.2007 seisuga 691,8 miljonit krooni (44,2 miljonit eurot), vähenedes esimese kvartaliga 65,9 miljoni krooni (4,2 miljoni euro) võrra. Varade vähenemise peamiseks põhjuseks oli PKC Group Oyj aktsia turuhinna muutus esimeses kvartalis. Aktsia hind Helsingi börsil vähenes kvartaliga 2,84 euro (44,44 krooni) võrra. Finantsinvesteeringu väärtus ja omakapital vähenesid aktsiate ümberhindlusest tekkinud vahe 79,9 miljonit krooni (5,1 miljonit eurot) võrra. Mõjutatuna finantsvara ümberhindlusest vähenes omakapitali (emaettevõtte omanike) osatähtsus varadest esimese kvartaliga 2,9 protsendipunkti võrra 77,1% (80,0%).

Aruandeperioodil investeeriti Kontsernis põhivarasse kokku 5,9 miljonit krooni ehk 377 tuhat eurot (2006 lk: 6,7 miljonit krooni e. 432 tuhat eurot).

Tootmismahdade suurenemise tõttu vajas Kontsern täiendavat krediiti. Lühiajaline pangalaen kasvas esimese kvartali jooksul 2,9 miljoni krooni e. 187 tuhande euro (2006 lk: -1,4 miljoni krooni e. -87 tuhande euro) võrra. Pikaajalisi pangalaene tagastati kolme kuuga 2,5 miljonit krooni e. 160 tuhat eurot (2006 lk: 2,2 miljonit krooni e. 140 tuhat eurot) ning liisingmaksleid 254 tuhat krooni e. 17 tuhat eurot (2006 lk: 359 tuhat krooni e.23 tuhat eurot).

Andres Allikmäe
 Juhatuse esimees
 6 747 400

Lisainformatsioon: Harju Elektri I kvartali aruanne, Karin Padjus, juhatuse liige (tel 6 747 400).

KONSOLIDEERITUD BILANSS 31.03.2007
 auditeerimata

Tuhandetes	EEK		EUR	
	31.03.2007	31.12.2006	31.03.2007	31.12.2006
VARAD				
Raha, pangakontod	7 776	6 712	497	429
Nõuded ostjatele ja muud nõuded	83 990	82 765	5 369	5 290
Ettemaksed	774	845	49	54
sh ettevõtte tulumaks	0	2	0	0
Varud	89 238	79 030	5 703	5 050
Käibevara kokku	181 778	169 352	11 618	10 823
Sidusettevõtete aktsiad	25 539	25 187	1 632	1 610
Pikaajalised finantsinvesteeringud	264 678	344 884	16 916	22 042
Kinnisvarainvesteeringud	123 798	127 268	7 912	8 134
Materiaalne põhivara	92 447	87 446	5 908	5 589
Immateriaalne põhivara	3 576	3 595	229	230
Põhivara kokku	510 038	588 380	32 597	37 605
Varad kokku	691 816	757 732	44 215	48 428
KOHUSTUSED JA OMAKAPITAL				
Võlakohustused	21 035	20 772	1 344	1 328
Võlad tarnijatele ja muud võlad	78 691	73 496	5 029	4 697
Maksuvõlad	12 213	12 268	781	784
sh ettevõtte tulumaks	2 401	2 401	154	154
Lühiajalised eraldised	73	100	5	6
Kokku lühiajal.kohustused	112 012	106 636	7 159	6 815
Pikaajalised võlakohustused	27 361	27 037	1 749	1 728
Kohustused kokku	139 373	133 673	8 908	8 543
Aktiivkapital	168 000	168 000	10 737	10 737
Ülekurss	6 000	6 000	384	384
Reservkapital	251 366	331 552	16 065	21 190
Jaotamata kasum	108 165	100 078	6 913	6 396
Kokku omakapital	533 531	605 630	34 099	38 707
Vähemusosa	18 912	18 429	1 208	1 178
Kohustused ja omakapital kokku	691 816	757 732	44 215	48 428

KONSOLIDEERITUD KASUMIARUANNE

auditeerimata

Tuhandetes	EEK		EUR	
	2007	2006	2007	2006
Kontsern				
Realiseerimise netokäive	151 611	123 895	9 690	7 918
Realiseeritud toodete kulud	-125 909	-101 274	-8 047	-6 472
Kogukasum	25 702	22 621	1 643	1 446
Turustuskulud	-6 667	-5 619	-426	-359
Üdhalduskulud	-9 819	-8 936	-628	-571
Muud äritulud	94	38	6	2
Muud ärikulud	-281	-134	-18	-9
Ärikasum	9 029	7 970	577	509
Neto finantstulud/ (-kulud)	-313	4 910	-20	314
Tulu sidusettevõtetest	352	1 256	22	80
Kasum enne maksustamist	9 068	14 136	579	903
Tulumaks	-365	-231	-23	-15
Maksustamisjärgne kasum, sh	8 703	13 905	556	888
vähemusosa	616	82	39	5
emaettevõtte omanike osa	8 087	13 823	517	883
Tava ja lahustatud puhaskasum aktsia kohta	0,48	0,82	0,03	0,05

[Algsusse](#)

26.04.2007
AS HARJU ELEKTER
ANNOUNCEMENT

RESOLUTIONS OF ANNUAL GENERAL MEETING OF SHAREHOLDERS

Today, on 26th of April 2007 starting at 10 a.m., the annual general meeting of the shareholders of AS Harju Elekter was held at Keskväljak 12, Keila. The AGM was attended by 96 shareholders and their authorised representatives who represented the total of 9,861,944 votes accounting for 58.70 % of the total votes.

The agenda of the general meeting was as follows:

1. Approval to AS Harju Elekter annual report of 2006;
2. Approval to profit distribution;
3. Approval of the composition and remuneration of the supervisory board;
4. Planning of the issue of shares by way of direct placement.

1. Approval to AS Harju Elekter annual report of the year 2006.

The general meeting resolved:

To approve the annual report of AS Harju Elekter of 2006, prepared by the management board and approved by the supervisory board, according to which the consolidated balance sheet total of AS Harju Elekter was 757,732 thousand kroons as of 31.12.2006, while the turnover of the financial year was 622,087 thousand kroons and net profit 47,289 thousand kroons.

The number of the votes given in favour of the resolution was 9,855,644 which accounted for 99.94 % of the registered participants.

2. Approval to profit distribution

The general meeting resolved:

To approve the profit distribution proposal of AS Harju Elekter of 2006 as presented by the management board and as approved by the supervisory board as follows:

Retained profit from previous periods on 31.12.2006	52,789,000 kroons
Net profit of the financial year	47,289,000 kroons
Total retained profit on 31.12.2006	100,078,000 kroons
Management board's proposal for the distribution of profit as follows:	
Dividends 1,80 kroons per share*	30,240,000 kroons
Legal reserve	2,400,000 kroons
Balance carried toward after profit distribution	67,438,000 kroons

The dividends will be paid to the shareholders on 21 May 2007 by a transfer to the bank account of the shareholder. * the shareholders registered in the shareholders' registry on 11 May 2007 at 23.59 shall be entitled to dividend.

The number of the votes given in favour of the resolution was 9,836,374 which accounted for 99.74 % of the registered participants.

3. Approval of the composition and remuneration of the supervisory board

1. The general meeting resolved:

To appoint a five-member supervisory board for the company for the next five years.

The number of the votes given in favour of the resolution was 9,858,944 which accounted for 99.97 % of the registered participants.

2. The general meeting resolved:

To elect Endel Palla as the chairman of the supervisory board of the company, and Ain Kabal, Lembit Kirsme, Madis Talgre, Andres Toome as the members of the supervisory board.

The number of the votes given in favour of the resolution was 9,855,346 which accounted for 99.93 % of the registered participants.

3. The general meeting resolved:

To determine the remuneration of the supervisory board members of the company in the amount of 8 thousand kroons per month and the remuneration of the chairman of the supervisory board in the amount of 25 thousand kroons per month. To apply a valid bonus system to the chairman of the supervisory board who is working in executive management.

The number of the votes given in favour of the resolution was 9,791,309 which accounted for 99.28 % of the registered participants.

4. Planning of the issue of shares by way of direct placement

1. To plan to carry out the issue of shares in 2010 by way of direct placement with AS Harju Elekter (increase of share capital) for the following objectives and on the following conditions which will serve as a basis for adopting a resolution on increasing the share capital and carrying out the issue of shares by way of direct placement in 2010:

1.1 a resolution on increasing the share capital will be adopted at the annual general meeting of shareholders in 2010;

1.2 the objective of the planned issue of shares is to involve the members of the directing bodies and employees of companies within the same group with AS Harju Elekter and the members of the management board of affiliated companies of AS Harju Elekter as the shareholders of AS Harju Elekter in order to motivate these persons to make efforts towards achieving better financial results for AS Harju Elekter, thereby ensuring the economic development of the company and

involvement of additional funds in the equity capital of AS Harju Elekter and increasing the value of the shares in AS Harju Elekter; 1.3 the amount of the planned issue of shares by way of direct placement is MEEK 6 (6,000,000), for which purpose up to 600,000 new registered ordinary shares, each with a nominal value of ten (10) kroons, will be issued upon deciding on the increase of the share capital in 2010;

1.4 upon increasing the share capital, the right of pre-emption of the current shareholders to subscribe for new shares shall be precluded in accordance with the provisions of the Commercial Code § 345 (1);

1.5 the issue price of the new shares to be issued in 2010 is the average price of the share of AS Harju Elekter during the stock exchange days of 16.07.-27.07.2007 on the Tallinn Stock Exchange. A price exceeding the nominal value of 10 kroons is deemed to be an issue premium. To acquire a share, its nominal value and issue premium need to be paid;

1.6 subscription for the shares to be issued shall be carried out following a decision on increasing the share capital during the time period of 1.-30.09.2010.

1.7 the right to subscribe for new shares to be issued during the planned issue of shares by way of direct placement is vested in the persons specified in clause 1.2 hereof with whom a preliminary contract has been concluded by and on behalf of the shareholders, ensuring the pre-emptive right to subscribe for shares (hereinafter: Preliminary Contract) to the extent of the number of shares specified in the Preliminary Contract and on the condition that the Preliminary Contract is valid at the time of subscription for shares;

1.8 for validity of the shares subscription right and the Preliminary Contract, it is required that the persons specified in clause 1.2 hereof have a valid work-related or professional relationship with a company within the same group with AS Harju Elekter or with an affiliate company of AS Harju Elekter until the shares subscription date (inclusive), unless the work-related or professional relationship of the person specified in clause 1.2 hereof expires after the conclusion of the Preliminary Contract in connection with retirement;

1.9 payment for the shares to be subscribed for shall be made before the subscription, presenting upon subscription a payment document evidencing the payment for the shares to the extent of the shares to be subscribed for;

1.10 the Preliminary Contract shall be concluded with the persons specified in clause 1.2 on behalf and by authority of the shareholders of AS Harju Elekter;

1.11 the shareholders authorise, as their representative, Maksukonsultandi OÜ, registry code 10926632, address: Turuplats 7-2, 44310 RAKVERE, acting through its member of the management board Jüri Allikalt, to prepare the issue of shares by way of direct placement and conclude the Preliminary Contract with the persons specified in clause 1.2 hereof;

1.12 the shareholders authorise, as their representative, shareholder Endel Palla to conclude a contract with the person specified in clause 1.11 on behalf and by authority of the shareholders;

1.13 to conclude the preliminary contracts, it is necessary to carry out pre-registration of the persons who are interested in the conclusion of preliminary contracts and are specified in clause 1.2 hereof, at the premises of the management board of AS Harju Elekter at the address: Paldiski mnt. 31, 76606 KEILA, on working days from 8.00-16.00, or by e-mail with a message to the e-mail address: aktsia@he.ee. Upon pre-registration, the persons specified in clause 1.2 hereof must give notice of their given names and surname, personal ID code, postal address with postal code, communication numbers (phone, fax, e-mail), position or office in the group or an affiliate company, and the number of shares sought to be subscribed for;

1.14 to allow the persons specified in clause 1.2 to apply for the subscription right to up to a maximum number of 10,000 shares in AS Harju Elekter. If a person specified in clause 1.2 hereof has a work-related or professional relationship in more than one company within the group of AS Harju Elekter or its affiliate company, the person has the right to conclude only one Preliminary Contract and request on the basis of the Preliminary Contract only once the right to subscribe for 10,000 shares during the share issue to be carried out in 2010;

1.15 the conclusion of the Preliminary Contracts is to be carried out in the period between 1.06.2007 and 15.06.2007, whereas to allow to conclude the Preliminary Contracts to ensure the subscription right of up to 500,000 shares at a maximum. If during the pre-registration specified in clause 1.13 the persons specified in clause 1.2 hereof express a wish to obtain the subscription right to more than 500,000 shares, the proportion of each applicant shall be reduced pari passu with the number of shares applied for. In order to ensure the subscription right to the part of 500,000 shares not covered during the pre-registration and to the remaining 100,000 shares in the planned issue of shares in 2010, to allow to conclude the Preliminary Contracts until 15 June 2009 with persons whose work-related or professional relationship with a company within the same group with AS Harju Elekter was

created from 1 June 2007 or who were elected as a member of the management board of an affiliate company of AS Harju Elekter since 1 June 2007;

1.16 a person applying for the pre-emptive right to subscribe for shares, must have paid by the date of conclusion of the Preliminary Contract the fee for conclusion of the Preliminary Contract (hereinafter: fee for the Preliminary Contract) in the amount of one (1) kroon for each one (1) share whose subscription is sought, by transferring the said amount to the bank account of Maksukonsultandi OÜ, a/c No 17001193611 with the Estonian Branch of Nordea Bank Finland Plc, by indicating as the explanation for the payment "fee for conclusion of the preliminary contract". The Preliminary contract shall be concluded to ensure the pre-emptive right to subscribe for such a number of shares equaling the number of shares for which the fee for the Preliminary Contract has been paid by the date of conclusion of the Preliminary Contract.

1.17 Out of the fee for Preliminary Contract, to cover the costs relating to the issue of shares by way of indirect placement, i.e. costs relating to the planning, preparation and performance of the issue, and the costs for consultation and legal services. The fee for the Preliminary Contract shall not be refunded in any event nor set off with the price of the share payable during the issue.

1.18 The right to subscribe for shares arising from the Preliminary Contract is not tradable, and the rights and obligations arising from the Preliminary Contract cannot be transferred (incl. to bequeath) by the person specified in clause 1.2 hereof to another person;

1.19 the shares issued during the increase of the share capital in 2010 gives the right to receive dividends as of the financial year of 2010;

1.20 if at the time of making a resolution on the planned increase of the share capital in 2010, the stock exchange price of a share of AS Harju Elekter is smaller than the price specified in clause 4.1.5 hereof, the general meeting may suspend the decision on increasing the share capital by 3 years, which will automatically extend the term of the Preliminary Contract by the same time period without any special agreement with the persons specified in clause 1.2;

1.21 to give the management board the right, when it is apparent that the shares have been subscribed for during 1.-30.09.2010 below the planned increase of the share capital, to cancel the shares not subscribed for during the subscription period. In that case, the share capital is deemed to be increased in the amount of the nominal value of shares actually subscribed for and paid.

2. By this resolution, the shareholders assume an obligation to perform the concluded Preliminary Contracts.

The number of the votes given in favour of the resolution was 9,752,712 which accounted for 98.89 % of the registered participants.

Andres Allikmäe
Chairman of the Board
+372 674 7400

[TOP](#)

03.04.2007
AS HARJU ELEKTER
ANNOUNCEMENT

AGENDA AND PROPOSALS TO THE ANNUAL GENERAL MEETING OF SHAREHOLDERS

Annual general meeting of Harju Elekter shareholders will be held on 26 April 2007, beginning at 10:00 a.m., at venue of Keila Kultuurikeskus (address: Keskväljak 12, Keila).

The Supervisory Board of the Joint Stock Company Harju Elekter determined the following agenda of the general meeting:

1. Approval to AS Harju Elekter annual report of the year 2006.

To approve the annual report of AS Harju Elekter of 2006, prepared by the management board and approved by the supervisory board, according to which the consolidated balance sheet total of AS Harju Elekter was 757,732 thousand kroons as of 31.12.2006, while the turnover of the financial year was 622,087 thousand kroons and net profit 47,289 thousand kroons.

2. Approval to profit distribution.

To approve the profit distribution proposal of AS Harju Elekter of 2006 as presented by the management board and as approved by the supervisory board as follows:

retained profit from previous periods on 31.12.2006	52,789 thousand kroons
net profit of the financial year	47,289 thousand kroons
total retained profit on 31.12.2006	100,078 thousand kroons
Management board's proposal for the distribution of profit as follows:	
dividends 1,80 kroons per share*	30,240 thousand kroons
legal reserve	2,400 thousand kroons
Balance carried forward after profit distribution	67,438 thousand kroons

The dividends will be paid to the shareholders on 21 May 2007 by a transfer to the bank account of the shareholder. * the shareholders registered in the shareholders' registry on 11 May 2007 at 23.59 shall be entitled to dividend.

3. Approval of the composition and remuneration of the supervisory board

To appoint a supervisory board of the following five members: Endel Palla (Chairman of the Board), Ain Kabal, Lembit Kirsme, Madis Talgre, Andres Toome and to approve their remuneration.

4. Planning of a placing

To approve the management board's proposal concerning the planning of a placing of up to 600 000 shares with nominal value EEK 10 in the year 2010.

The annual report of the year 2006, agenda and proposals to the AGM of shareholders are available for preliminary examination in the Internet, company's home page or in Keila, 31 Paldiski Road. Questions about agenda items can be sent to the address yldkoosolek@he.ee. Questions, answers and the positions of the meeting, will be published on the website.

According to § 297 (5) of the Commercial Code, the list of shareholders entitled to vote at the meeting will be fixed at 23.59 on 16.04.2007. Registration of the participants starts on 26 April 2007 at 9 a.m. For the registration we ask you to take with you an identification document. A representative of shareholder is requested to take with him/her a document certifying their right of representation or a valid copy of the commercial register card.

Andres Allikmäe
Chairman of the Management Board
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29.03.2007
AS HARJU ELEKTER
ANNOUNCEMENT

LARGE-SCALE DELIVERY CONTRACT SIGNED

Harju Elekter Elektrotehnika AS, a subsidiary of Harju Elekter, entered into a sales contract of low-voltage equipment with Greek company METKA Metal Constructions of Greece S.A. In the framework of the contract, Harju Elekter Elektrotehnika shall prepare various control centres with frequency converters for Kardja and Mavropigisi mines in Macedonia. The volume of the contract is 3.2 million euros (50.6 million kroons) and the deliveries shall be made in the second and third quarter this year. The signed contract is a significant breakthrough to the Western European market.

METKA Metal Constructions of Greece S.A. is a listed company acting in the sector of energy, defence industry and infrastructure. The turnover of the company in 2006 was 294.2 million euros. Harju Elekter is a leading electrical equipment manufacturer in Baltic Sea region. Harju Elekter participates in subsidiaries and associated companies as follows: AS Harju Elekter Elektrotehnika

(100%), Satmatic Oy (100%), Rifas UAB (51%), AS Eltek (100%), AS Draka Keila Cables(34%) and AS Saajos Inexa (33.3%). Harju Elekter has 10% investments in Latvian sales company SIA Energokomplekss and in Finnish stock company PKC Group Oyj.

Andres Allikmäe
Chairman of the Board
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For more information: Mr Ülo Merisalu, CEO of AS Harju Elekter Elektrotehnika, phone +372 6747449

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29.03.2007
AS HARJU ELEKTER
FINANCIAL RESULTS

FINANCIAL RESULTS, Q4 AND 1-12/2006

We have achieved considerable growth in the consolidated turnover and operating profit of Harju Elekter Group. The sales revenue of the Group increased 21.0% and operating profit 20.8%. EPS was EEK 2.81. In attaining our set strategic objective we expanded the proportion of sales revenue to 59.2% in markets outside of Estonia. The activities of the Group also expanded across the border into the Republic of Latvia. Following the demand on the market and investing into development, we introduced several new products and modifications to the market, both in the domain of low and medium voltage distribution and substation assemblies. The business potential achieved enables the continuation of their successful development in the near future.

Key indicators	million EEK		million EUR	
	2006	2005	2006	2005
Net sales	622.1	513.9	39.8	32.8
Operating profit	45.2	37.5	2.9	2.4
Net profit for the current period	52.0	43.9	3.3	2.8
Included equity holders of the parent company	47.3	41.7	3.0	2.7
At the end of the period				
Total current assets	169.4	163.6	10.8	10.5
Total non-current assets	588.4	532.8	37.6	34.1
Total assets	757.7	696.4	48.4	44.5
Total liabilities	133.7	128.1	8.5	8.2
Total equity	624.1	568.3	39.9	36.3
Included equity holders of the parent company	605.6	552.2	38.7	35.3
Performance indicators				
Net profit growth	13.5%	-25.9%		
Return of sales	7.3%	7.3%		
Net profit margin	7.6%	8.1%		
Owners' equity margin	79.9%	79.3%		
Average number of employees	439	412		
EPS	2.81 EEK	2.48 EEK	0.18 EUR	0.16 EUR

In 2006 the consolidated sales revenue of the Group was MEEK 622.1 (513.9) or MEUR 39.8 (32.8), having increased by 21.0% or MEEK 108.2 (MEUR 7.0) compared to the same period last year. The consolidated sales revenue of the IV quarter of 2006 was MEEK 167.1 (155.0) or MEUR 10.7 (9.9) and this year's increase over last year's figures was 7.8%.

In 2006 the largest contribution to the growth in sales revenue came from the Finnish segment. The sales revenue of Satamatic Oy was MEEK 198.1 (MEUR 12.7), a growth of MEEK 58.4 (MEUR 3.7) compared to the previous year. Growth in the respective sector of the economy, and excellent work by the sales team, offered considerable support to the increase in turnover, resulting in the enterprise becoming a well-known and accepted producer of electrical appliances in Finland. The purchase of a manufacturing plant in April 2006 in Kerava, near Helsinki, also had a certain impact in the growth of sales revenue.

In 2006, the largest relative increase in sales revenue (75.5%) originated in the Lithuanian segment. The revenue of the enterprises in Lithuania, which came from clients outside the Group, increased by MEEK 48.9 (MEUR 3.1) and reached MEEK 113.6 (MEUR 7.3). The activity of the subsidiary Rifas benefited from the growing economy in Lithuania, and also from excellent work by the sales team, together with successful general contracting projects within several major projects.

In the IV quarter the strongest contribution to the sales revenue originated from the enterprises in the Estonian segment. The total sales revenue for Estonian businesses, derived from clients outside the Group, increased by MEEK 13.3 (MEUR 0.9), reaching MEEK 89.0 (MEUR 5.7), providing 53.3% (48.9%) of the consolidated sales revenue in the IV quarter. The main reasons for this growth are the sale of kiosk substations and primary distribution switch gears for medium voltage networks on the home market. In the IV quarter, as compared to the same period last year, sales to retail clients and electric installation companies in Estonia increased by MEEK 4.0 (MEUR 0.3), reaching MEEK 18.7 (14.7) or MEUR 1.2 (0.9), which accounts for 11.2% (9.5%) of the consolidated sales revenue in the last quarter. In conclusion, sales to the Estonian market in the last quarter of the year increased by MEEK 15.7 (MEUR 1.0) or 25.9%.

The average number of employees per year was 439 (412) and the employment expenses were MEEK 86.6 (73.9) or MEUR 5.5 (4.7). In the IV quarter the average number of employees in the Group was 430 (414) and the employment expenses were MEEK 26.3 (24.3) or MEUR 1.7 (1.6). This year the labour costs increased by 19.6%, reaching MEEK 117.4 (98.2) or MEUR 7.5 (6.3), mainly related to the growth in the number of employees and to wage increases. As of the end of the year there were 427 (425) employees in the Group. In November the subsidiary Rifas UAB (Lithuania) sold its holding of 50.26 % in Biržu Montuotojas UAB, a subsidiary operating in the construction segment. As of October 31, there were 34 employees in the company.

The operating profit in the IV quarter was MEEK 12.5 (8.9) or MEUR 0.8 (0.6) and the growth was 40.7%. The turnover in profitability for the quarter was 7.5% (5.7%). In conclusion, the operating profit for the 12 months was MEEK 45.2 (37.5) or MEUR 3.0 (2.4) and the growth, compared to the previous year, was 20.4%. The turnover in profitability was 7.3% (7.3%).

In conclusion, the consolidated net profit in 2006 was MEEK 52.0 (43.9) or MEUR 3.3 (2.7), of which the share belonging to the owners of the parent company was MEEK 47.3 (41.7) or MEUR 3.0 (2.7). EPS was EEK 2.81(2.48) or EUR 0.18 (0.16).

The company's balance sheet total increased during 12 months 2006 by MEEK 61,3 (MEUR 3.9), reaching MEEK 757,7 (MEUR 48.4). Cash in bank accounts decreased over a period of 12 months by MEEK 19,2 (MEUR 1.2) to MEEK 6,7 (MEUR 0.4). An increase in the volume of sales orders gave rise to an 10,4% increase in reserves, amounting to MEEK 79.0 (MEUR 5.1), mainly on account of the reserves of ready-to-use products and intermediate products, and it also gave rise to an increase in suppliers' arrears on the customers' and liability side by MEEK 14.2 (MEUR 0.9) as regards receivables, and by MEEK 11.2 (MEUR 0.7) on the liability side, respectively. In total, current assets increased by MEEK 5.7 to MEEK 169.4 or MEUR 0.4 to MEUR 10.8, and current liabilities increased by MEEK 8.4 to MEEK 106.6 or MEUR 0.5 to MEUR 6.8) since the beginning of the year. Interest-bearing debt obligations have decreased by MEEK 4.1 (MEUR 0.3) during the year.

The price of the shares of PKC Group Oy closed on 31 December 2006, at the level of EUR 12.24 (EEK 191.51), showing an increase of EUR 1.34 (EEK 20.97) within the year 2006, which was the reason that accounting cost for financial assets increased MEEK 37.7 (MEUR 2.4) during the year and reached MEEK 344.7 (MEUR 37.6). Unrealised profit from the revaluation of the shares was reflected

directly in the equity capital and reserves. The equity capital belonging to the parent undertaking increased by MEEK 53.4 (MEUR 3.4) and reached MEEK 605.6 (MEUR 38.7).

Andres Allikmäe
Chairman of the Board
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For more information: interim report of Q4 and 1-12/2006 or Mrs Karin Padjus, Member of the Board (ph +372 674 7400).

BALANCE SHEET, 31.12.2006
consolidated, unaudited

In thousand	EEK		EUR	
	31.12.2006	31.12.2005	31.12.2006	31.12.2005
ASSETS				
Cash and cash equivalents	6 712	25 940	429	1 658
Trade receivables	78 652	64 444	5 027	4 119
Prepayments	4 943	4 353	316	278
Inclusive income tax	2	21	0	1
Inventories	79 045	68 877	5 052	4 402
TOTAL CURRENT ASSETS	169 352	163 614	10 824	10 457
Investments in associates	25 187	24 773	1 610	1 583
Other long-term financial investments	344 884	312 103	22 042	19 947
Investment property	127 268	123 625	8 134	7 901
Property, plant and equipment	87 656	70 731	5 602	4 521
Intangible assets	3 384	1 560	216	100
Total non-current assets	588 379	532 792	37 604	34 052
TOTAL ASSETS	757 731	696 406	48 428	44 509
LIABILITIES AND OWNERS' EQUITY				
Interest-bearing loans and borrowings	20 736	22 017	1 326	1 407
Advances from customers	1 955	9 569	125	611
Trade payables	53 021	41 870	3 388	2 676
Tax liabilities	12 375	9 319	791	596
Inclusive income tax	2 401	298	153	19
Accrued expenses	17 071	14 281	1 091	913
Other payables	1 442	1 138	92	73
Total current liabilities	106 600	98 194	6 813	6 276
Non-current liabilities	27 073	29 879	1 730	1 910
TOTAL LIABILITIES	133 673	127 073	8 543	8 186
Share capital	168 000	56 000	10 737	10 737
Paid-in capital over/under par	6 000	6 000	384	384
Restricted reserves	331 552	296 126	21 190	18 926
Retained earnings	100 077	82 069	6 396	5 245
Total equity attributable to equity holders of the Parent	605 629	552 195	38 707	35 292

Minority interests	18 429	16 138	1 178	1 031
TOT. LIABILITIES AND OWNERS' EQUITY	757 731	696 406	48 428	44 509

INCOME STATEMENT 01.01.-31.12.2006

consolidated, unaudited

In thousand kroons (EEK)	Q4		12 months	
	2006	2005	2006	2005
Group				
NET SALES	167 132	155 013	622 087	513 936
Cost of goods sold	-135 284	-127 435	-510 152	-414 503
Gross profit	31 848	27 578	111 935	99 433
Marketing expenses	-8 226	-7 663	-27 156	-24 163
Administrative expenses	-10 696	-10 892	-39 490	-37 430
Other revenue	16	199	667	601
Other expenses	-442	-336	-782	-925
Operating profit	12 500	8 886	45 174	37 516
Net financial incomes/expenses	-1 319	-387	15 340	8 852
Income from subsidiaries	-544	371	1 723	1 231
Profit from normal operations	10 637	8 870	62 237	47 599
Corporate Income tax	-2 837	-525	-10 195	-3 691
Profit after taxes, incl	7 800	8 345	52 042	43 908
Net profit for the period	1 438	1 163	4 754	2 252
Minority interest	6 362	7 182	47 288	41 656
Basic and diluted earnings per share	0,38	0,43	2,81	2,48

In thousand euros (EUR)	Q4		12 months	
	2006	2005	2006	2005
Group				
NET SALES	10 682	9 907	39 759	32 847
Cost of goods sold	-8 647	-8 14	-32 605	-26 492
Gross profit	2 035	1 763	7 154	6 355
Marketing expenses	-525	-490	-1 736	-1 544
Administrative expenses	-684	-696	-2 524	-2 392
Other revenue	1	12	43	38
Other expenses	-28	-21	-50	-59
Operating profit	799	568	2 887	2 398
Net financial incomes/expenses	-84	-25	980	565
Income from subsidiaries	-35	24	111	79
Profit from normal operations	680	567	3 978	3 042
Corporate Income tax	-181	-34	-652	-236
Profit after taxes, incl	499	533	3 326	2 806
Net profit for the period	92	74	304	144
Minority interest	407	459	3 022	2 662

Basic and diluted earnings per share	0,04	0,03	0,18	0,16
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