



Harju Elekter Group 2021

Harju Elekter Group

Harju Elekter is an international industrial group with more than 50 years' experience of developing and manufacturing power distribution and automation solutions.

The group's customers are primarily in the Nordic Countries in the following sectors: energy, infrastructure, telecom, manufacturing and marine.

Harju Elekter employs about 800 people in Estonia, Finland, Sweden, and Lithuania.

The shares of Harju Elekter are listed on Nasdaq Tallinn.



Harju Elekter Group



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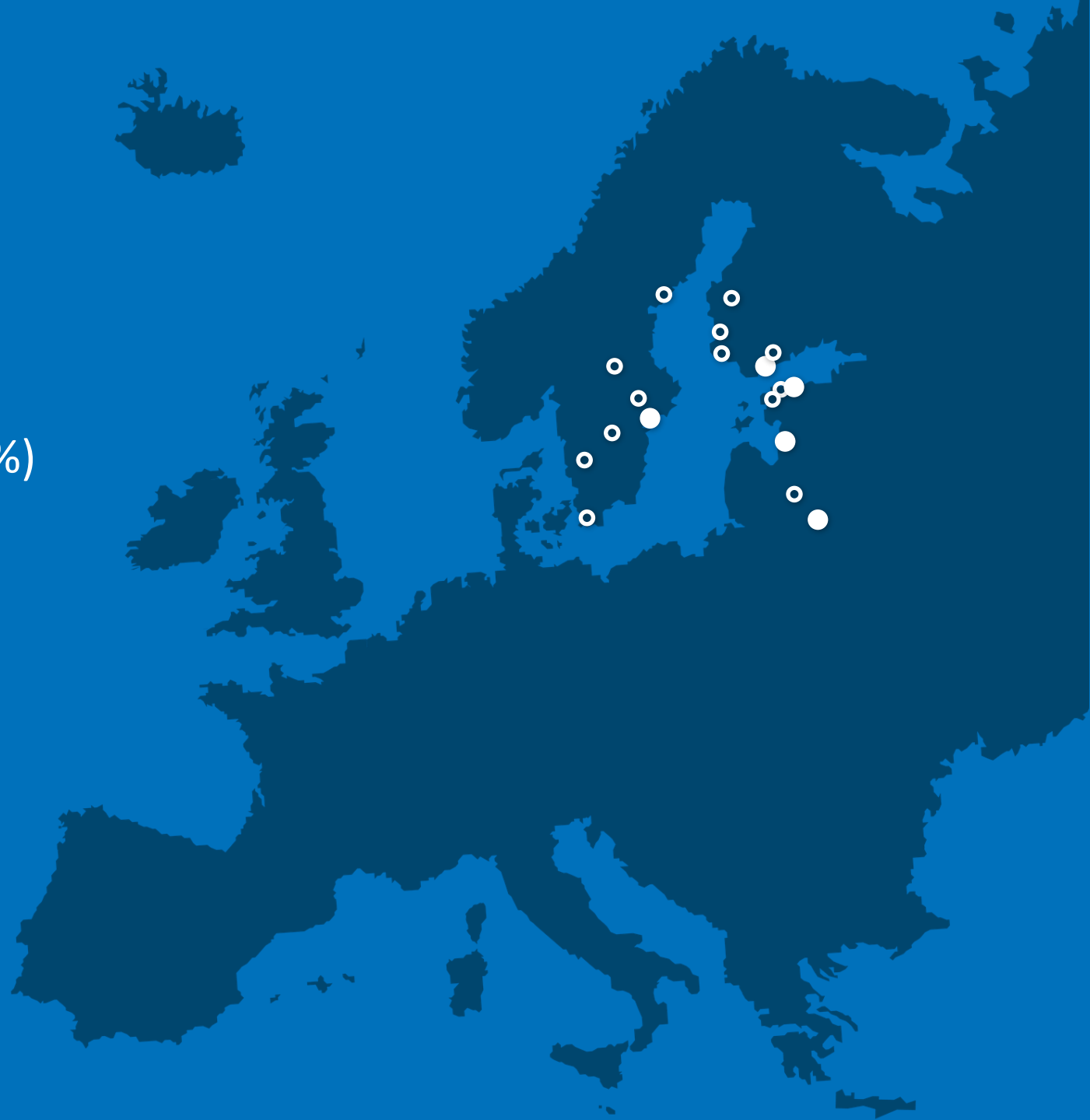
Strategic Investments:

Skeleton Technologies Group OÜ (7.64%)

Developer and manufacturer of ultra-capacitors

SIA Energokomplekss (14%)

MV/LV equipment sales organisation in Riga



Vision

To grow into one of the largest electrical and automation equipment designers and manufacturers in the Nordic countries.



Development

We are keen to learn and innovate.



Cooperation

Together we achieve more.



Reliability

No bargaining in quality.

Highlights of Harju Elekter

- 1968 Started producing of electrical equipment and materials
- 1992 Establishment of joint ventures with Nokia, Glamox and ABB
- 1997 The shares are noted in Tallinn Stock Exchange
- 2002 Expansion to Finland - Satmatic Oy (100%)
- 2002 PKC acquired all the shares of AS AJT Harju Elekter which was renamed PKC Eesti
- 2003 Expansion to Lithuania - Harju Elekter UAB (100%)
- 2010 Expansion to Sweden - Harju Elekter AB (100%)
- 2014 Finnkumu Oy (100%) – since 31.12.2020 merged with Satamatic Oy
- 2015 Skeleton Technologies Group OÜ (10%, strategical shareholder)
- 2016 Harju Elekter Kiinteistöt Oy (100%)
- 2017 Energo Veritas OÜ (81%); Telesilta Oy (100%)
- 2018 SEBAB AB (100%); Grytek AB (100%) in Sweden – since 14.12.2020 renamed to Harju Elekter AB
- 2021 Satmatic Oy was renamed to Harju Elekter Oy



Harju Elekter Group in numbers (2020)



146.6 million
Revenue
(2019: 143.4)



6.5 million
Operating profit
(2019: 3.3)



5.5 million
Net profit
(2019: 2.4)



10
Companies



784
Employees

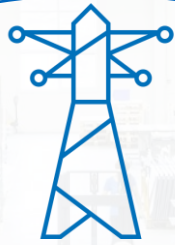
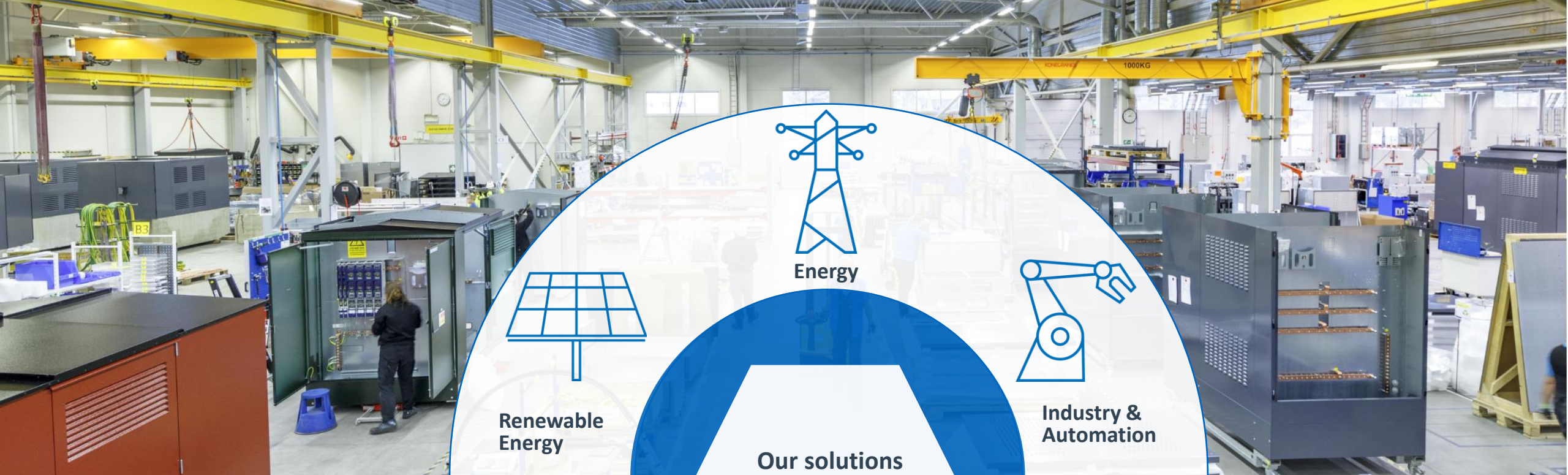


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Real-estate
sites

 **Engineering and manufacturing** **Real-estate development and management** **Holding of financial investments**

**We operate in
three business
segments**

Engineering & Manufacturing



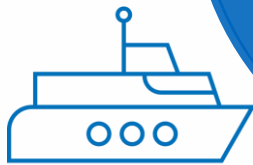
Energy



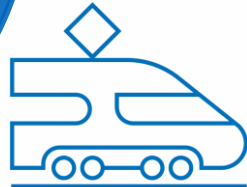
Industry & Automation



Renewable Energy



Marine



Rail & Infra



Communication

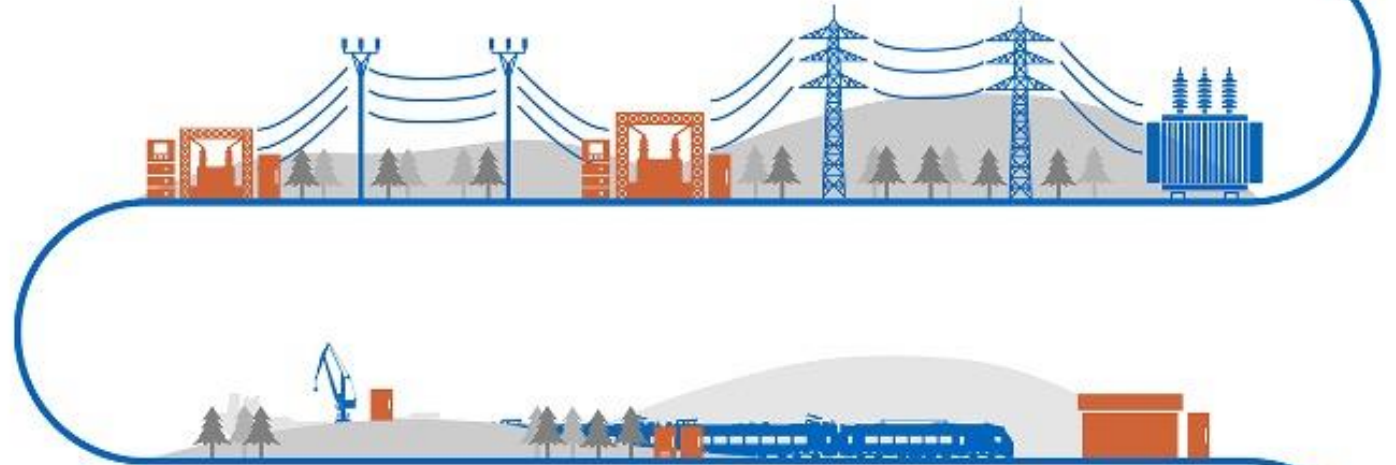
Engineering and manufacturing

Our Clients

Electricity producers

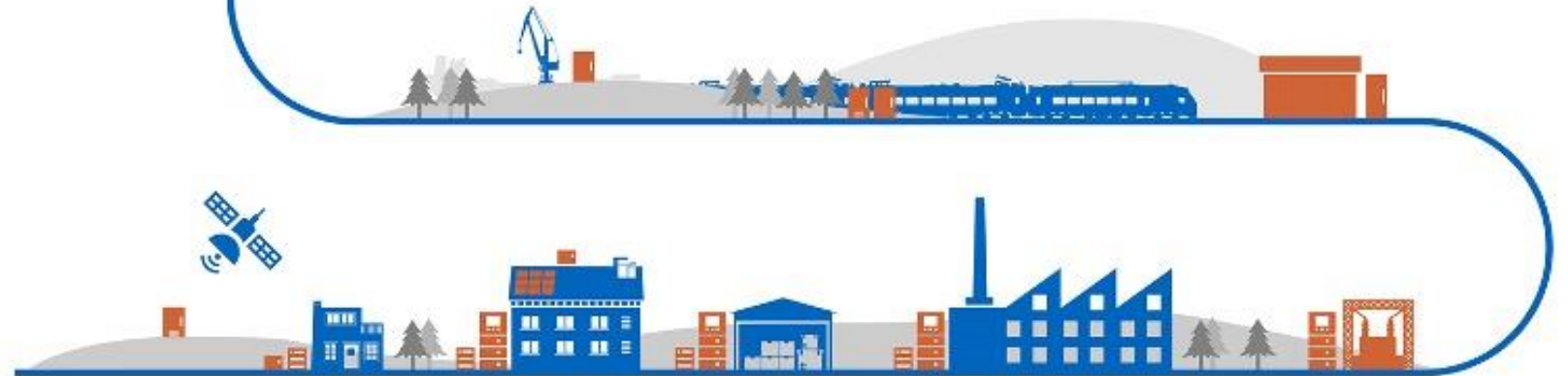


Electricity transfer and distribution networks



Electricity consumers

energy intensive industry,
infrastructure, marine,
households



Equipment for energy distribution sector



HEJA-HESA
Prefabricated MV Electric
Centres & Energy Storages



HEKA - B
Prefabricated MV/LV
Substations (CCS)



HEKA - M
Prefabricated MV/LV
Substations (CCS)



HEMP, 8HS, 8PU, 8PT
LV Power Distribution Boards



HETR
Cable Distribution Cabinets



HELK
Metering Cabinets

Equipment for industry sector



HE 8PT – Sivacon
Motor Control Centers



HE 8HS
Modular Switchgears



HE 8HR
Modular Switchgears



HEVA
Power Drive Centers



HERI
Automation & Drive Switchgears



HE
and special Switchgears

Equipment for building sector/infrastructure



Clients and partners



Real-Estate



Real-estate development and management



106,905 m²

Production, office, and
ware-house premises



68,86 ha

Properties



9

Industrial parks in Estonia,
Finland, Lithuania

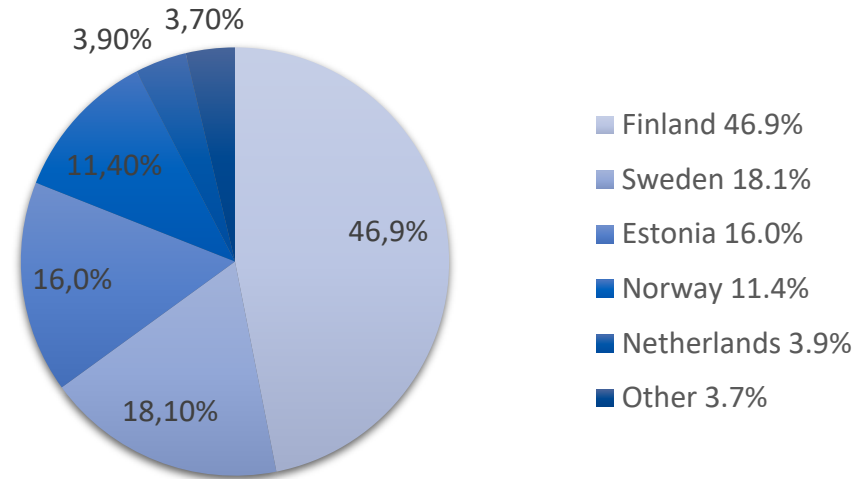
Financial indicators

Key indicators

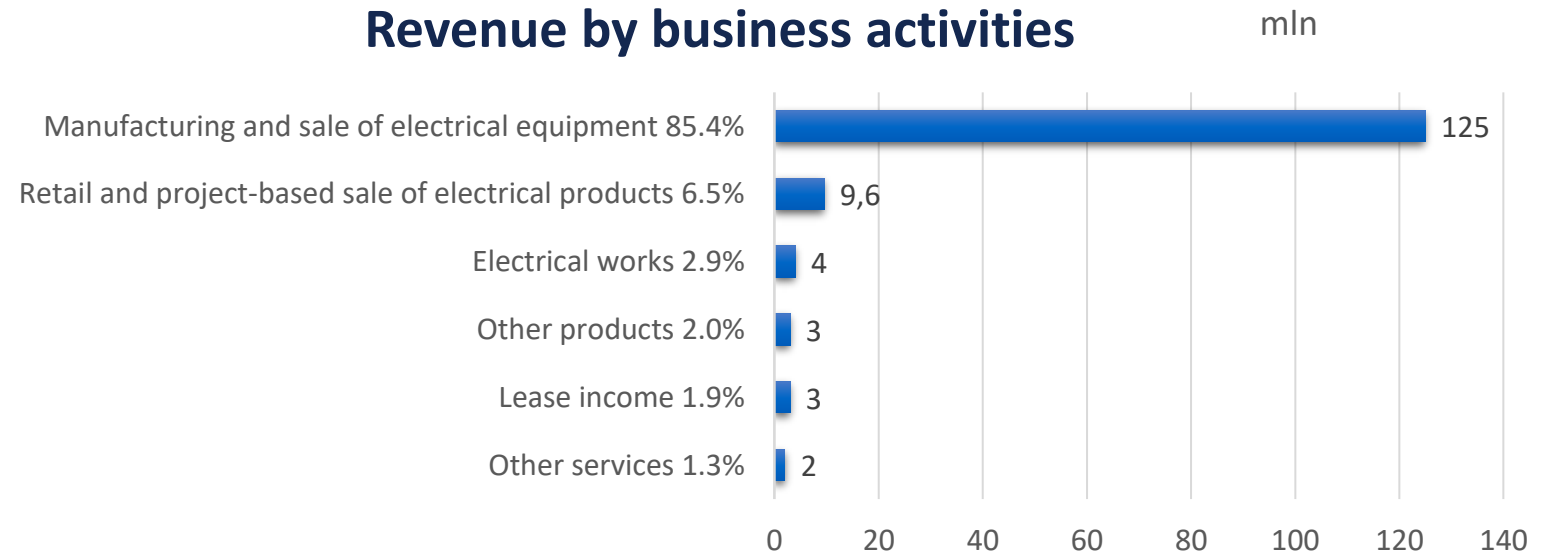
<i>(EUR'000)</i>	Q4 2019	Q4 2020	+/-	12 m 2019	12 m 2020	+/-
Revenue	31,246	35,243	12.8%	143,397	146,614	2.2%
EBITDA	1,112	2,400	115.8%	6,791	10,340	52.3%
Operating profit (EBIT)	210	1,335	535.7%	3,273	6,546	100.0%
Profit for the period	55	1,159	2007.3%	2,367	5,528	133.5%
Incl. attributed to Owners of the Company	77	1,165	1413.0%	2,460	5,563	126.1%
Earnings per share (EPS)	0.00	0.07	1413.0%	0.14	0.31	126.1%
Employees (average No)	778	770		778	780	

**146.6 million
Revenue
2020**

Revenue by markets (%)



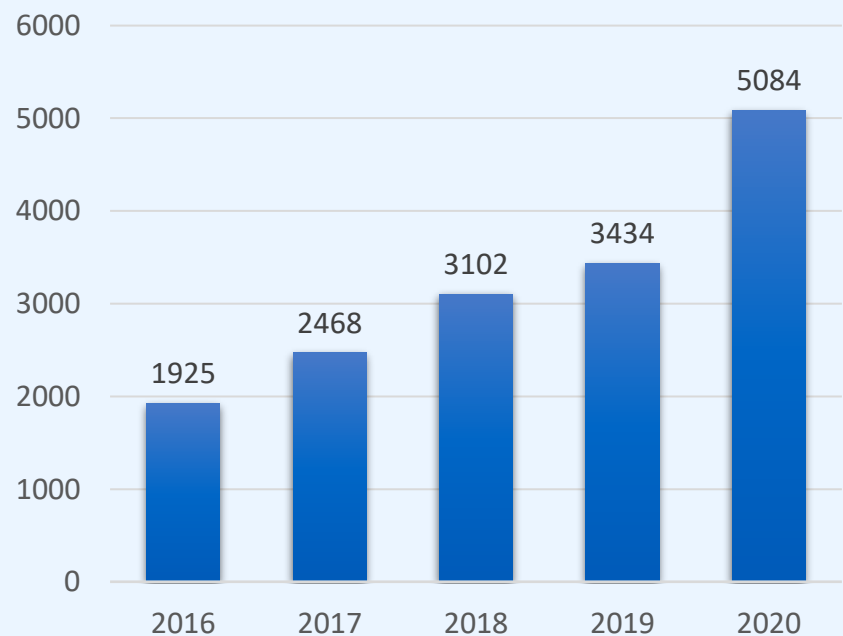
Revenue by business activities



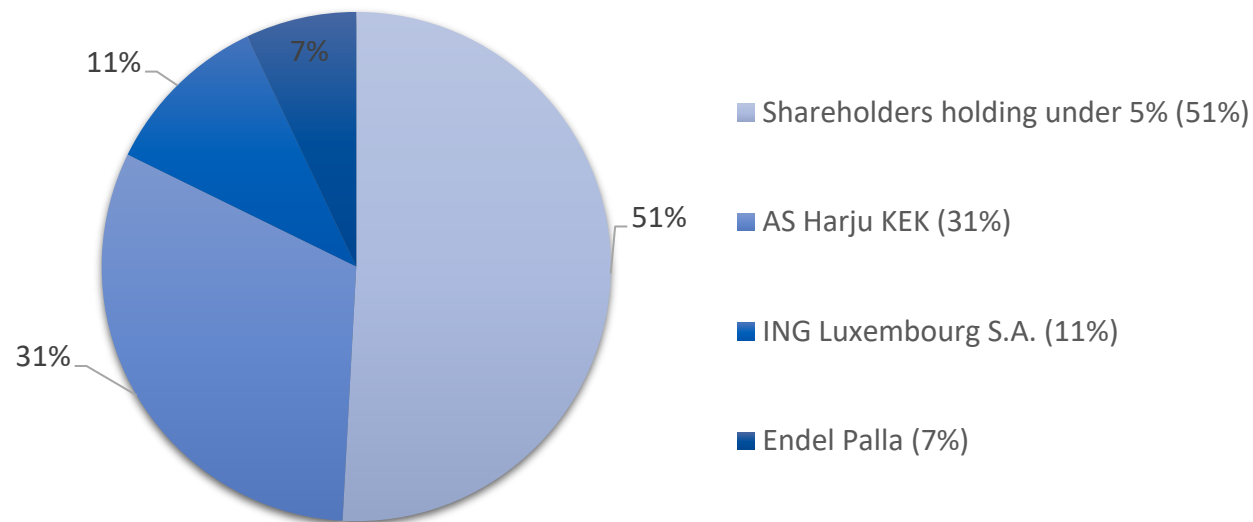
5084

Shareholders

(31.12.2020)



Shareholder Holding (%)



Share price in Stock Exchange Nasdaq Tallinn





www.harjuelekter.com

#harjuelekter