



Harju Elekter Group Q1 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.

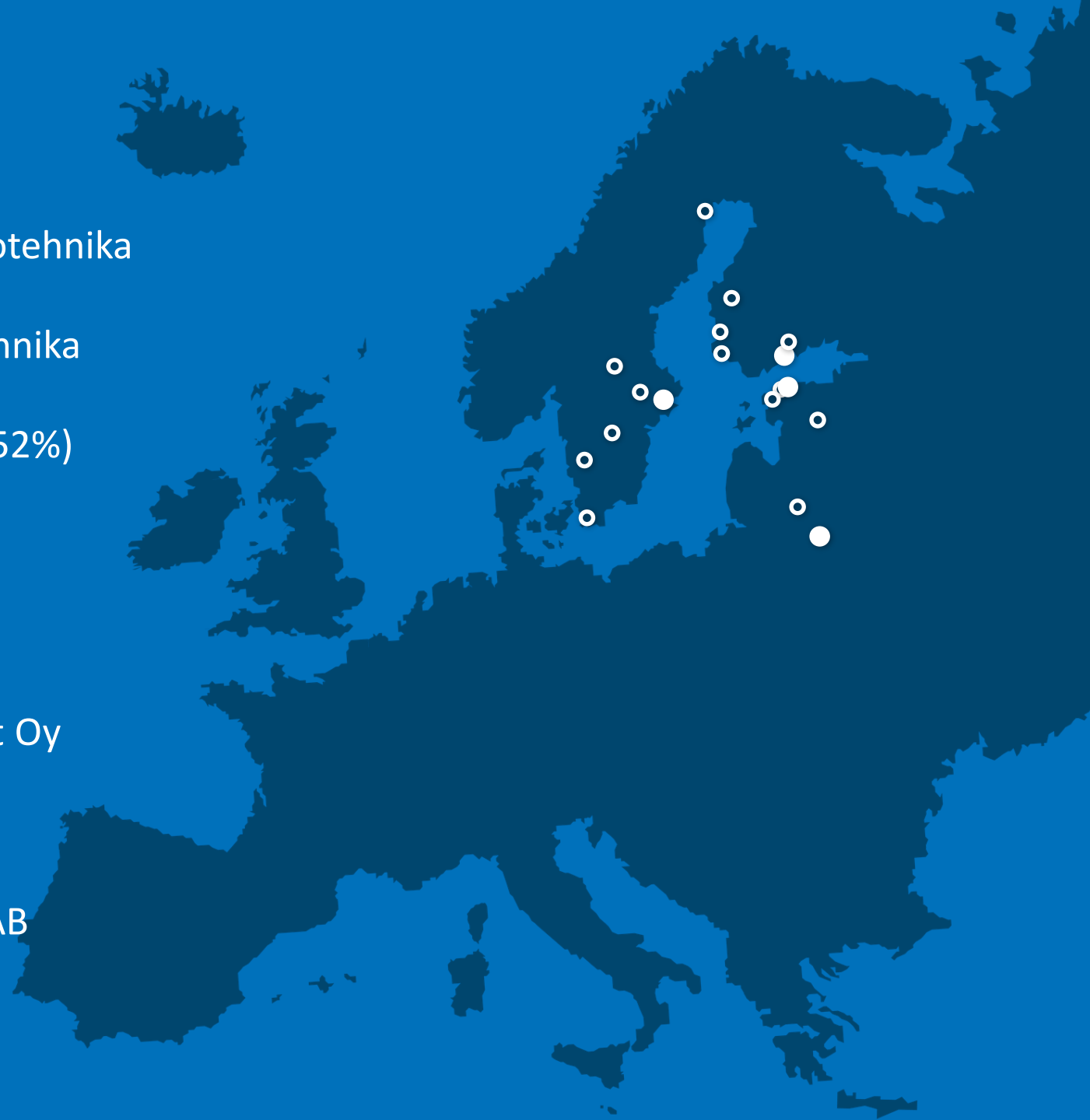
The group's customers are primarily in the Nordic Countries in the following sectors: energy, infrastructure, telecom, manufacturing and marine.

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

The shares of Harju Elekter are listed on Nasdaq Tallinn.



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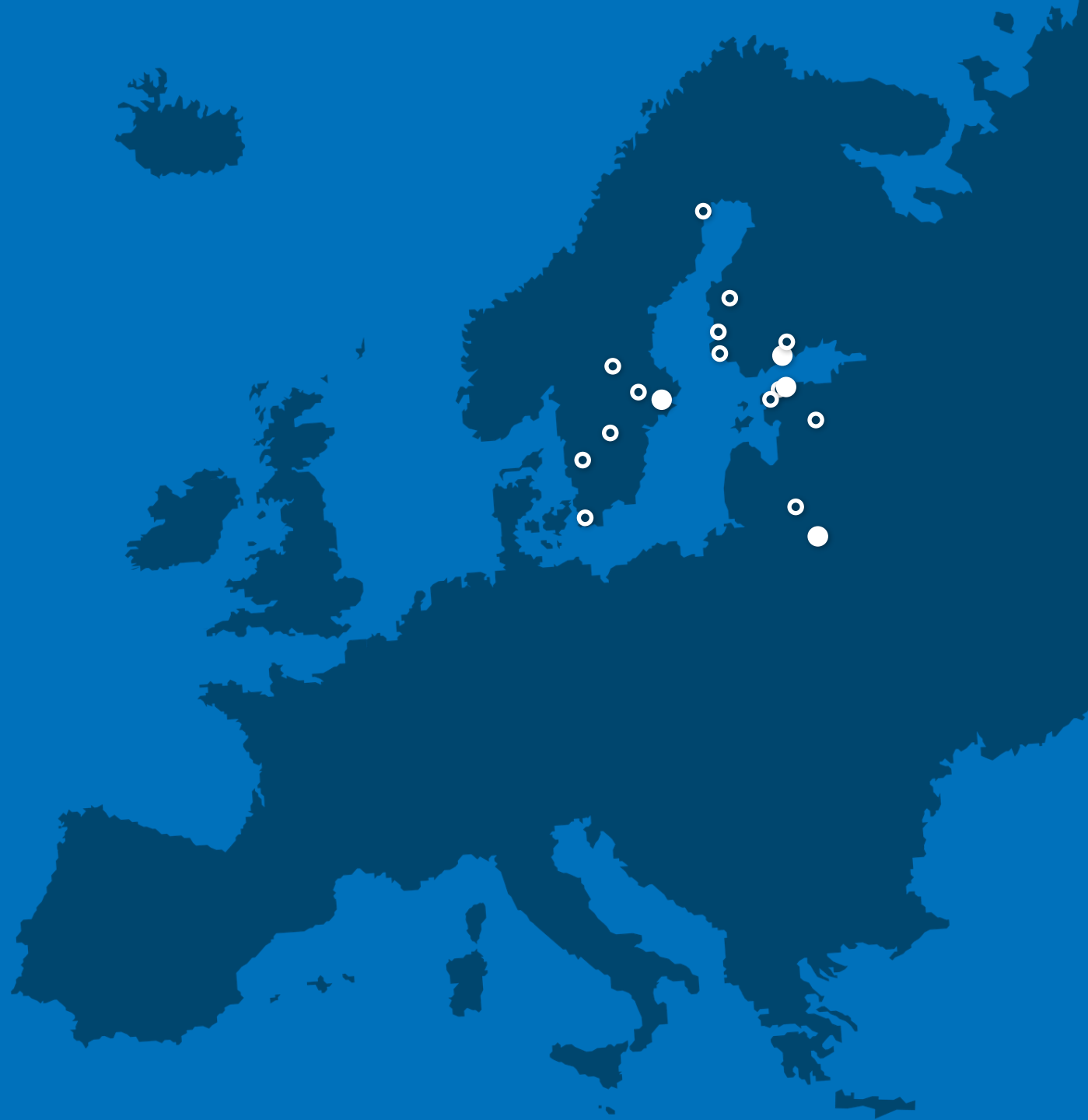
Strategic Investments:

OÜ Skeleton Technologies Group (7.5%)

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 (3m 2021)



30.7 million
Revenue
(3m 2020: 35.0)



0.5 million
EBIT
(3m 2020: 1.1)



0.3 million
Net profit
(3m 2020: 0.7)



10
Companies



793
Employees



7
Industrial
Real-Estate

in Estonia, Finland, Lithuania



Business activities of the Group

Production

Industrial real-estate development and management

Other operations

Production



Engineering and manufacturing

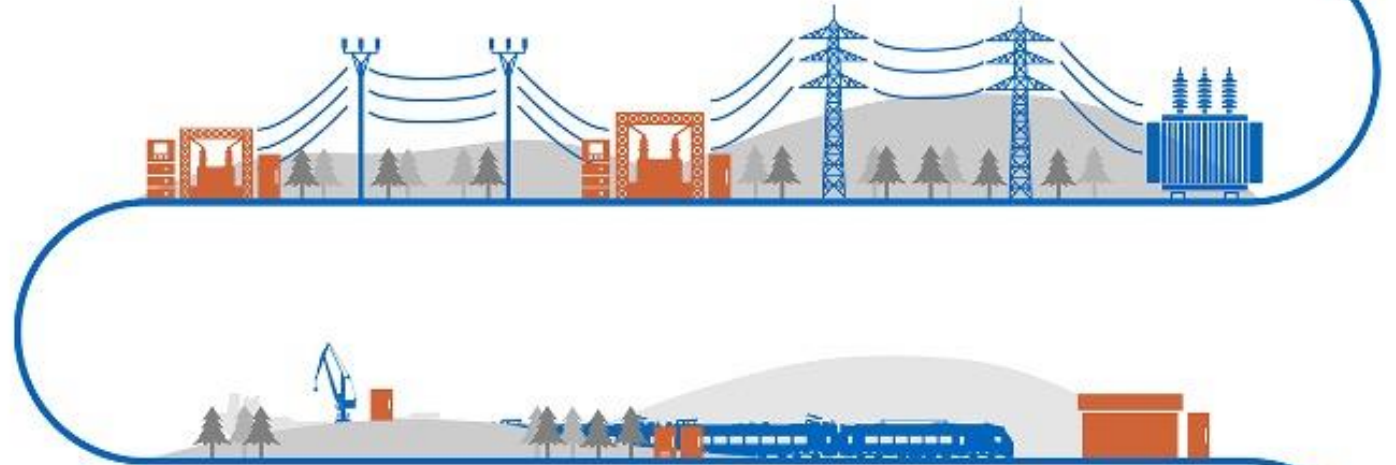


Our Customers

Electricity producers

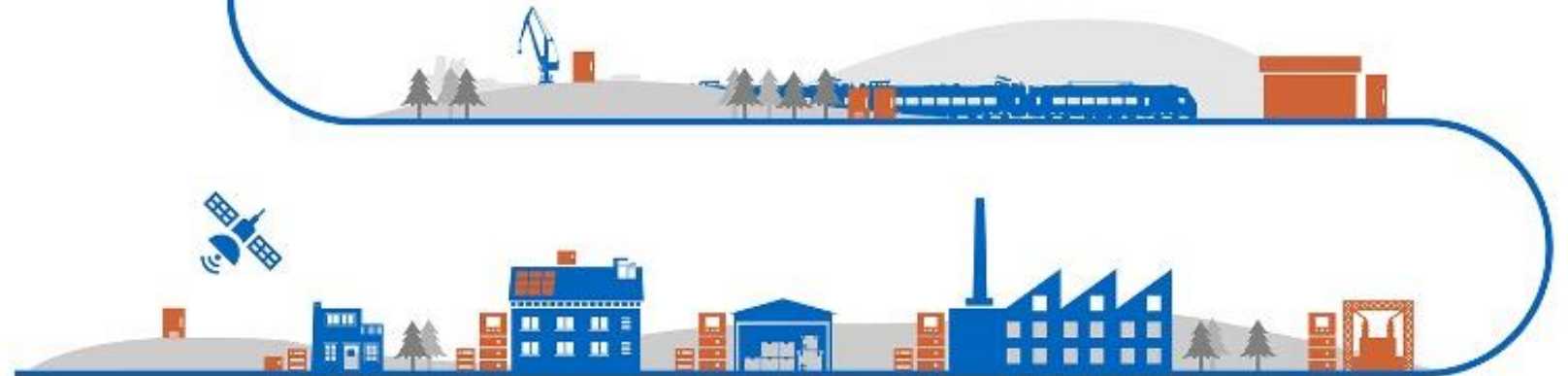


Electricity transfer and distribution networks



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

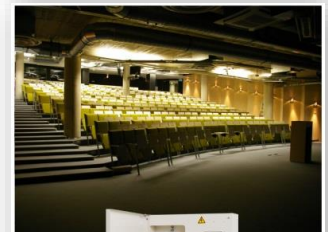


HERI
Automation & Drive Switchgears



HE
and special Switchgears

Equipment for building sector/infrastructure



Customers and partners



Real-Estate



Real-estate development and management



115,182 m²

Production, office, and
ware-house premises



75,23 ha

Properties



7

Industrial parks in Estonia,
Finland, Lithuania

Financial indicators

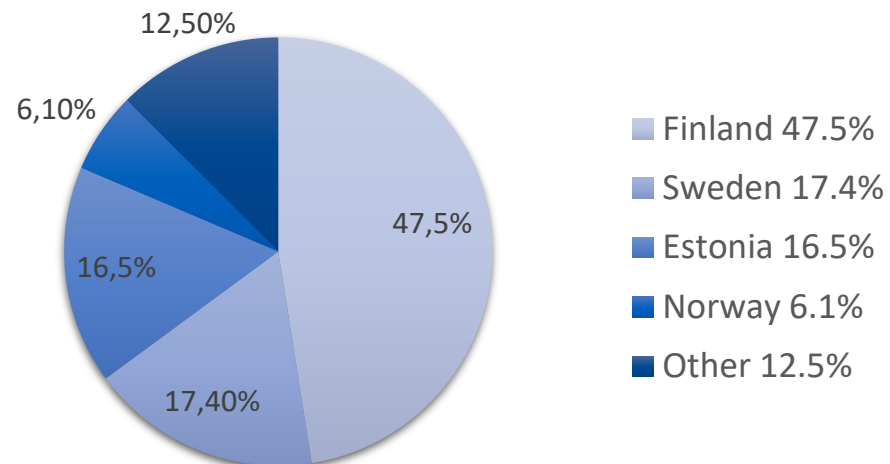
Q1 2021 Key Indicators

mln eurot

	Q1 2021	Q1 2020	+/-	2020
Revenue	30.7	35.0	-12.2%	146.6
Revenue outside of Estonia	25.6	31.4	-18.3%	123.1
Operating profit (EBIT)	0.5	1.1	-51.0%	6.5
EBITDA	1.5	1.9	-23.5%	10.3
Profit for the period	0.3	0.7	-57.4%	5.6
Earnings per share (EPS) (euros)	0.02	0.04	-57.4%	0.31
Investments	2.1	1.1		8.1
Employees, 31.03	793	797		784

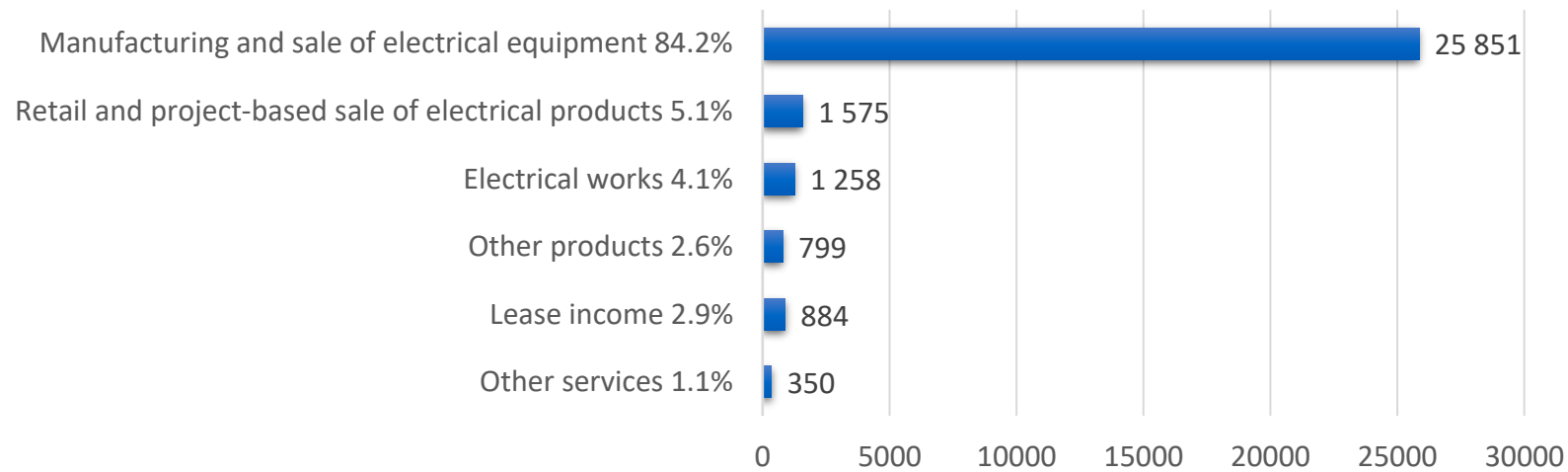
30.7 million
Revenue
Q1 2021

Revenue by markets (%)



Revenue by business activities

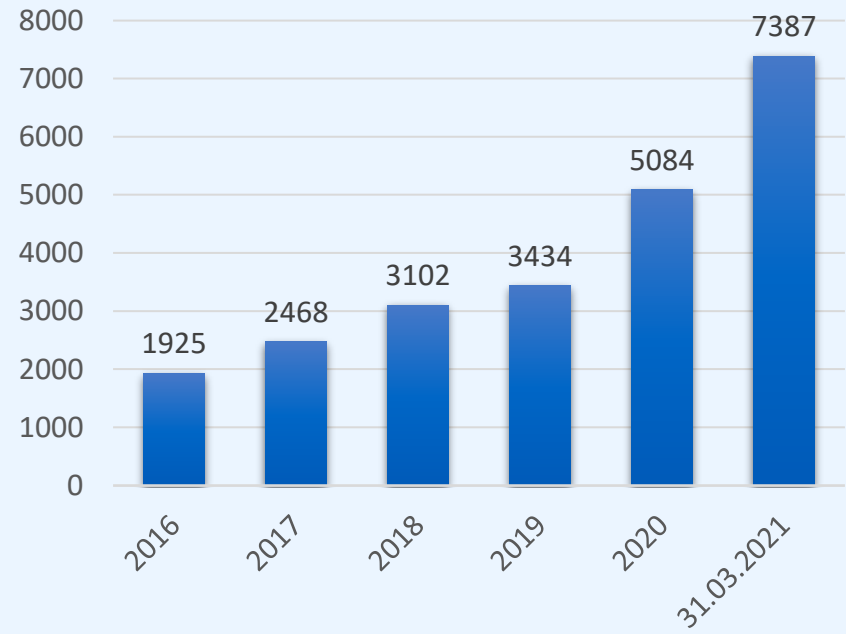
EUR '000



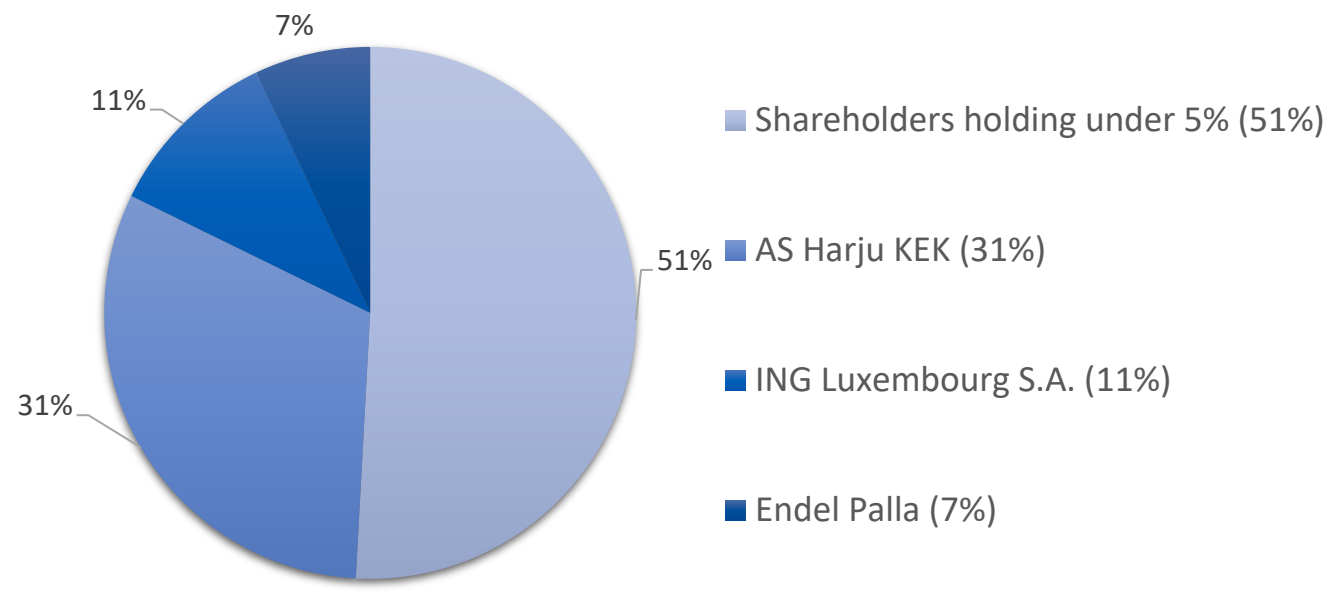
7,387

Shareholders

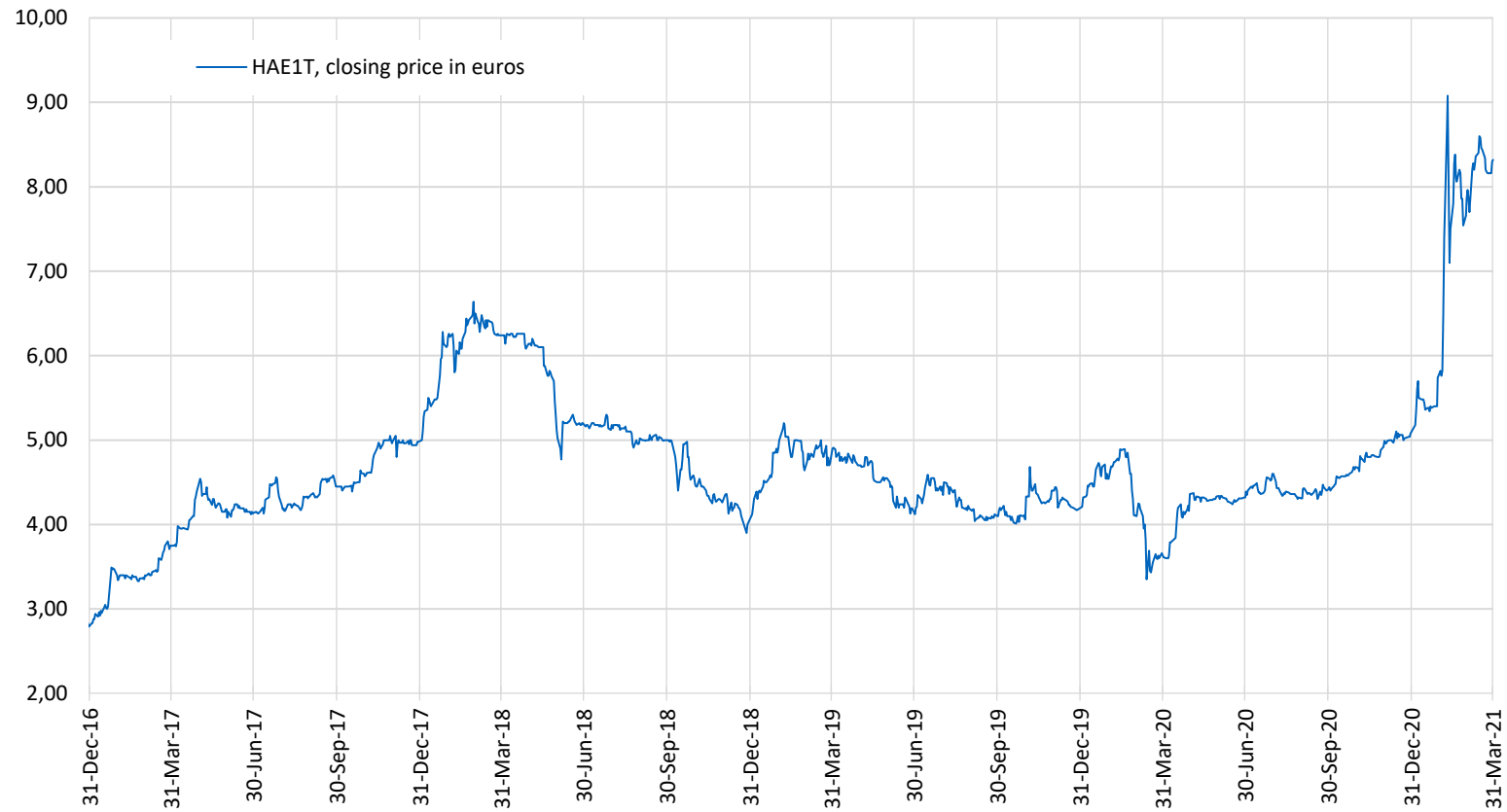
(31.03.2021)



Shareholder Holding (%)



Share price in Stock Exchange Nasdaq Tallinn





www.harjuelekter.com

#harjuelekter