

# Electrifying the future





### **Obviously, the quality must be right**

Our operations in Sweden are ISO 9001:2015 certified. They are also linked to TransQ, a supplier registration and qualification system, and Sellihca, an industry network and qualification system for the energy sector.

### **Sustainability affects us all**

Our operations are also certified according to the environmental certification ISO 14001:2015. Our common aim is to design, build and install power distribution solutions and related equipment, with long-term sustainability as our guiding star.

## **Harju Elekter is investing in Sweden**

Harju Elekter in Sweden comprises SEBAB and Grytek, two companies acquired in 2017. Now it's now time to establish the corporate name Harju Elekter on the Swedish market, and go forward. Our focus will be on "electrifying tomorrow", meaning that our solutions are long term from both a technical and an environmental perspective. Although our focus is on power distribution, we are also active and expanding within telecommunications and IT with solutions such as technical shelters, telecom kiosks and fiber nodes.

## **The Harju Elekter group**

Harju Elekter's core operations are the development, manufacture and sale of equipment for power distribution. We also have a plant in Estonia manufacturing sheet metal products and are involved in the development and renting out of industrial real estate.

The group has over 50 years of experience and nearly 1,000 employees today. Our goal is to grow into a leading player in selected areas in our key markets, with the ambition to deliver tangible added value and thus become a natural first choice for all customers.





Harju Elekter in Sweden supplies power distribution equipment for renewable energy sources, the traditional energy sector, rail bound traffic, ports, and industrial and commercial premises.

As many of our customers work with fiber and telecommunications, we offer specially designed technical shelters and kiosks for these and related applications.

## Our competence and commitment will optimise your projects

Motivated personnel are essential for success, particularly in a project driven operation. Therefore Harju Elekter encourages full employee participation and continuously offers new development opportunities.

Demands on competence and experience increase in pace with technical development. Therefore our concept is quite simply to offer effective, safe products supported by the right technical competence, under our own management, or with the help of contracted business partners.

## How we work

We design, build and deliver everything needed to meet our customers' high standards in terms of quality and functionality. Accordingly, we provide the specialist competence or the products and services required to deliver according to the agreed specifications.

In addition to our broad portfolio of proprietary products, Harju Elekter has cooperation agreements with many leading European suppliers that enable us to select the best possible solution for each project. All our solutions are based on open systems and integration of standard components.



"Swedish energy companies have always been at the leading edge, and with our commitment to the environment and our long-term approach, we can provide these customers with solutions that match their quality standards and goals. Also, with our leading edge operations within rail bound traffic, ports and telecom/fiber, my team and I will help achieve Harju Elekter's ambition to become a leading player in power distribution and communications solutions in Scandinavia and the Baltic states."

**Michael Schwartz Jonsson,**  
Head of Harju Elekter, Sweden

## Harju Elekter – fast facts

**Markets:** The Nordic countries and the Baltics

**Group headquarters:** Tallinn, Estonia

**Listed on:** Nasdaq Tallinn Stock Exchange

**Turnover 2019:** Group 1,500 MSEK,  
Sweden 250 MSEK

**Employees in Sweden:** 80

**Production and sales in Sweden:**

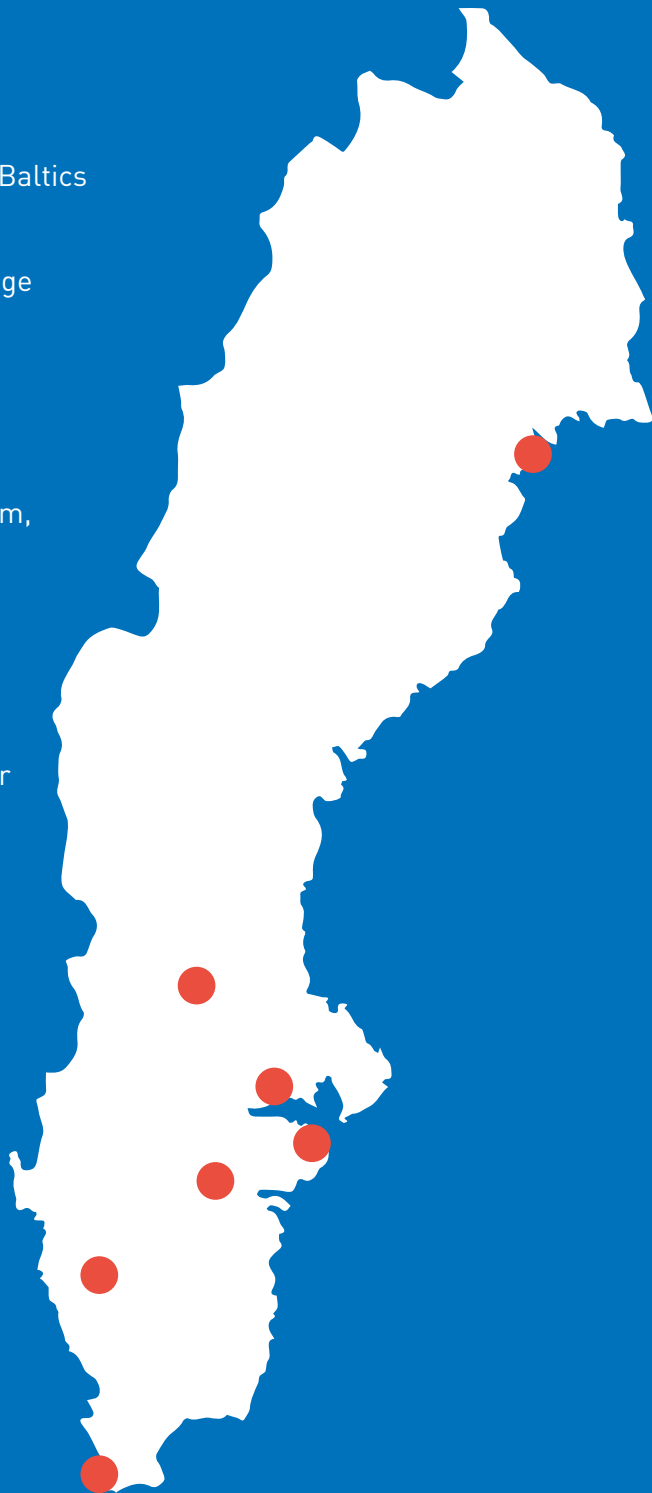
Borlänge, Grytgöl, Malmö and Stockholm,  
also sales in Borås, Luleå and Västerås

### Solutions for electrification, 0.4-170 kV, telecom and fiber:

- Primary stations and substations
- Low and medium voltage switchgear
- Cable ducting
- Power distribution units
- Rectifier stations
- SCADA systems
- Technical shelters
- IT cabinets, IT racks

### Extensive resources:

- Project management
- Design / Engineering
- Assembly
- FAT testing
- Installation
- Commissioning
- Service



Electrifying **Tomorrow**