

Harmet Modular Houses is an Estonian manufacturing company that produces modular houses, pre-fabricated modules and various modular on-site facilities, whereby 90% of the entire module structure and interior is built in the factory. We offer our customers complete B2B solutions – from design to the final assembly of the buildings, including all aspects of architecture, engineering, construction and maintenance. Harmet is one of the biggest producer and supplier of the region, with an export share of over 90%.

AT A GLANCE

Founded: 1992

Nr. of employees: appr.650

Nr. of factories: 3

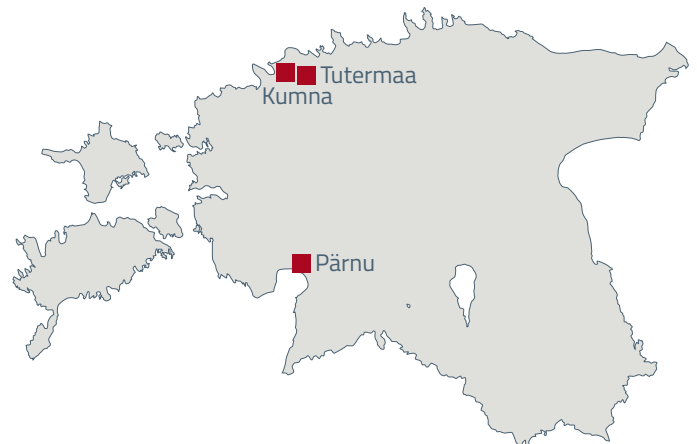
Total production area: 48,000 m²

Annual production capacity: 200,000 m²

2017 revenues: 75 MEUR

Website: www.harmet.ee

LOCATIONS



PRODUCTS, MARKETS AND CLIENTS

We produce modular houses, pre-fabricated modules and various modular on-site facilities.

Our primary market is Scandinavia as more than 90% of our products are exported to the Nordic countries. Over 70% of exports goes to Sweden to our main long-term customers Boklok and Cramo Adapteo.



EXECUTIVE OFFICERS

■ Toomas Kalev – Chairman of the Board

■ Alo Tamm – Chief Executive Officer

For more information about Harmet management, please visit www.harmet.ee

CORE VALUES

PEOPLE AND SAFETY – we are dedicated to keeping our employees safe and healthy. Employee motivation and satisfaction is the cornerstone to our success.

QUALITY - superiority is core to our business. We cement our long-term customer relationships by guaranteeing and providing services and products of highest quality.

TRUSTWORTHINESS AND SUSTAINABILITY – as a trusted partner to our clients, we have the expertise to cost-effectively reduce resource intensity of our production and minimize ecological footprint.

COMPANY HIGHLIGHTS AND INDUSTRY RECOGNITION

- Starting production of metal products - 1992
- Starting production of prefabricated modular buildings - 1997
- Opening of Pärnu (Estonia) factory - 2013
- Opening of Kumna (Tallinn, Estonia) factory - our largest and most modern factory – 2017
- Äripäev (Estonian Business Daily, Bonnier Group), Wood Industry TOP 1st ranking – 2017
- Äripäev (Estonian Business Daily, Bonnier Group), Building Materials Manufacturer's TOP 3d ranking – 2017
- The Financial Times, FT 1000, Candidate for Europe's Fastest Growing Companies – 2013 - 2016

BUSINESS STRATEGY

Our fundamental business strategy is building long-term client relationships. With standardized production and more than 20 years in the industry, we have retained clients by providing expected value – in fact, over 80 percent of our work is repeat business from loyal clients. This strategy yields cost advantages, profit and growth for us. The combination of a loyal client base and steady growth enables us to look for new opportunities and clients at a moderate base.

ORGANIZATIONAL MEMBERSHIP

Member of the Estonian Woodhouse Association

Member of Estonian Chamber of Commerce and Industry

Member of The Estonian Employers' Confederation

Member of Svenska Skidanläggningars Organisation

SUBSIDIARY COMPANIES

- Harmet Modular Building – assembly of buildings
- Harmet Construction – construction and assembly of buildings
- Harmet Metall – production of metal elements and structures