

# Company Fact Sheet

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 producers and suppliers of the region, with an export share of over 90%.

## Markets and clients

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.

## Key people

Toomas Kalev - Chairman of the Board

Alo Tamm - CEO

For more information about

Harmet management please visit:

[www.harmet.ee](http://www.harmet.ee)



Founded: 1992

No. of employees: over 800

No. of factories: 5

Total production area: 48,000 m<sup>2</sup>

Annual production capacity: 200,000 m<sup>2</sup>

2018 revenues: 85 MEUR



## Company highlights

**1992** Starting production of metal products

**1997** Starting production of prefabricated modular buildings

**2013** Opening of Pärnu factory

**2017** Opening of Kumna (Tallinn, Estonia) factory – our largest and most modern factory



## 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 % 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 memberships

- Estonian Woodhouse Association
- Estonian Chamber of Commerce and Industry
- Estonian Employers' Confederation

## Industry recognition

2013-2016

The Financial Times, FT 1000, Candidate for Europe's Fastest Growing Companies

2017

Äripäev (Estonian Business Daily, Bonnier Group), Building Materials Manufacturer's TOP 3rd ranking

## Our 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.

## Subsidiary companies

**Harmet Modular Building** – assembly of buildings

**Harmet Construction** – construction and assembly of buildings

**Harmet Metall** – production of metal elements and structures

**Harmet Bathroom** – industrial manufacturer of wet rooms (incl bathrooms, saunas etc) for buildings