

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

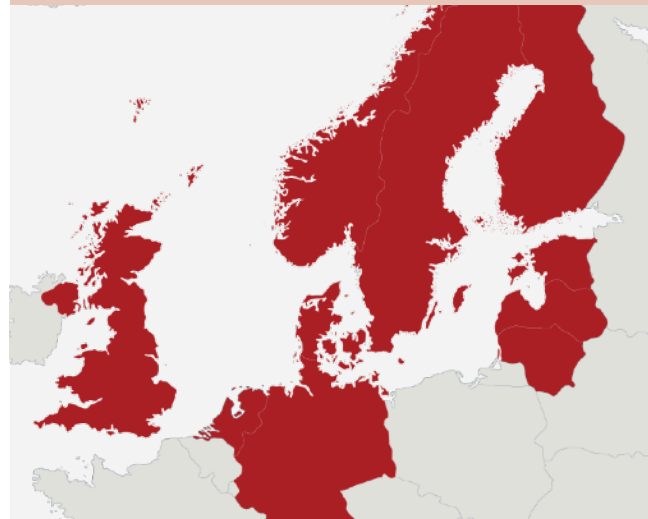
Toomas Kalev - Chairman of the Board
Alo Tamm - CEO

For more information about Harmet management please visit our website.

www.harmet.ee



Founded: 1992
No. of employees: over 750
No. of factories: 6
Total production area: 48,000 m²
Annual production capacity: 200,000 m²
2020 revenues: 83 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 one.

Mission and vision

The Harmet mission is to participate in the creation of a better, more environmentally aware life and work environment.

The Harmet vision is to be a progressive, sustainable, environmentally aware, socially responsible, development- and innovation-oriented enterprise.

The prospective vision of OÜ Harmet includes being one of the biggest producers of prefab modules in Europe while maintaining excellent quality and flexibility, offering clients high-grade, sustainable and eco-friendly solutions.

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

Our values

RELIABILITY – Harmet is a reliable partner to our clients and suppliers – with experience, competence, constant investments; and to our employees – safety, inclusion, motivation, work environment.

QUALITY – our production quality is guaranteed by a production process answering to systemic and effective monitoring control.

FLEXIBILITY – finding solutions for clients' wishes is important to us.

INNOVATION – we collaborate with research and development organisations, encourage employees to innovation.

CAPACITY – thanks to a large production volume and modern production conditions, we are able to carry out projects of different volumes and difficulties, doing so effectively and accounting for clients' wishes.

RESPONSIBILITY – we account for the economic, environmental and social influence of our enterprise.

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

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