



# HANZA wins major deal from Harju Elekter

**HANZA Holding AB (publ) has received a major order from Estonia's leading company in manufacturing of electrical equipment and materials, Harju Elekter Elektrotehnika AS, regarding manufacturing of mechanical cabinets and sheet metal constructions.**

Harju Elekter Elektrotehnika produces equipment for power distribution networks (substations, cable distribution cabinets and switchboards), industrial control and automation systems for the energy and industrial sectors as well as for public utilities.

HANZA has secured a production order for an annual value of more than EUR 3 million, to be manufactured in HANZA's cluster in Estonia. Production starts immediately and is expected to increase in full volume production by the second quarter of 2018.

"We are very pleased to develop a cooperation with HANZA.", Says Jan Osa, Managing Director Harju Elekter Elektrotehnika AS, "We see that HANZA provides a modern business model, focusing on competitiveness and efficiency combined with a more sustainable manufacturing process."

"We have created geographical manufacturing clusters to support our customers with fully manufactured and assembled products," said Emõke Sogenbits, Cluster Manager Estonia, "Harju Elekter is an extremely interesting high-quality customer with a good match for our concept and potential to develop also cooperation within the fast-developing environment within Estonia."

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*The information in this press release is such that HANZA must disclose it in accordance with the Securities Markets Act and/or the Financial Instruments Trading Act. The information was submitted for publication at 07.45(CET), February 5, 2018. Erik Penser Bankaktiebolag is the company's certified adviser.*

**Important information** This press release may contain certain forward-looking statements that reflect HANZA's current views of future events and financial and operational performance. Words such as "intends", "anticipates", "expects", "may", "plan", "anticipate" or similar expressions regarding indications or predictions of future developments or trends, and are not based on historical facts, constitute forward-looking information. Forward-looking information is inherently associated with both known and unknown risks and uncertainties because it is dependent on future events and circumstances. Forward-looking statements are not guarantees regarding future results or developments and actual results may differ materially from those set forth in forward-looking information.

**About HANZA:**

HANZA modernizes and streamlines the manufacturing industry. We create shorter lead time with more environmentally friendly processes and increase profitability for clients by bringing together different manufacturing technologies locally. Founded in 2008, HANZA today has an annual revenue of more than one million SEK and operates in Sweden, Finland, Estonia, Poland, Czech Republic and China. Among HANZA's clients are leading companies like ABB, Perkin Elmer, Atlas Copco and Kone. For more information visit [www.hanza.com](http://www.hanza.com).