



Power  
needs  
control



**What safe  
feels like?**

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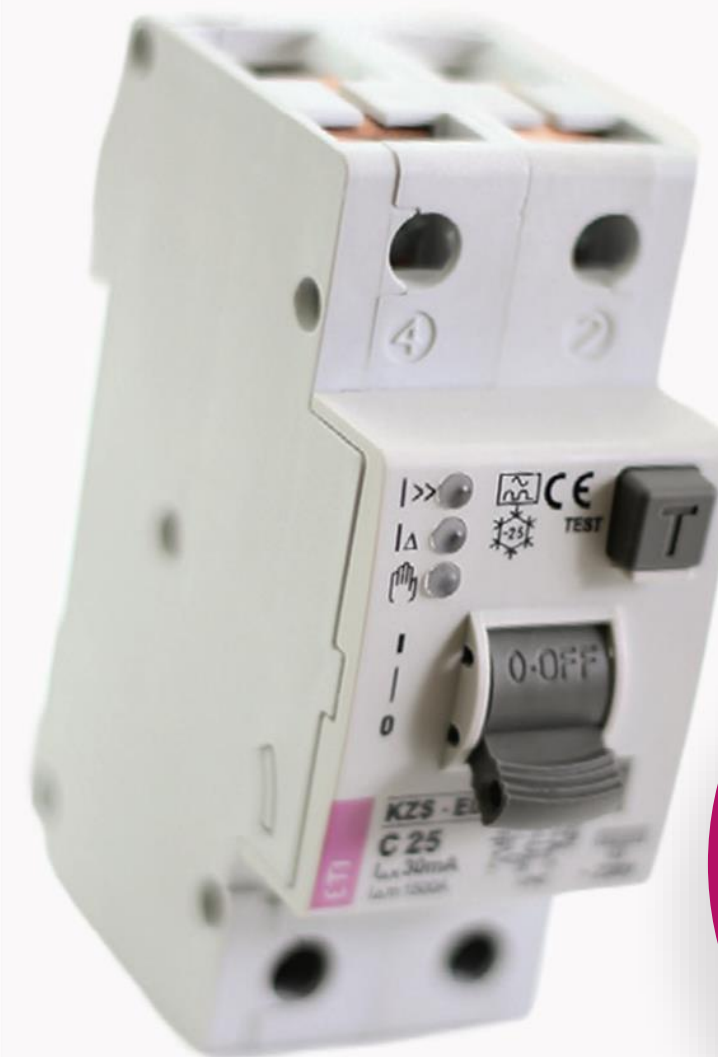
# Our part in providing safety



PRODUCT  
RANGE

**0.5 A -  
6300 A**

- Fuse
- MCB
- MCCB
- ACB



**ETI**

Among  
top 5 largest  
producers of  
fuses in the  
world.







# WE BELIEVE

**safety always comes first.**

**15** tests are made on each of our RCBOs before it leaves the production.

**122** of our employees daily attend to the quality of our products and processes on a daily basis.

**1900** of our employees make sure our partners receive exactly the solution they need.

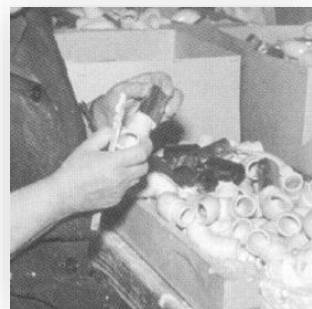


# Safety is in our genes

Proving our worth  
for 70 years.



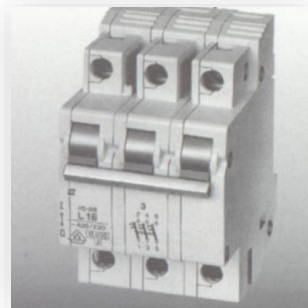
# YEARS OF TRADITION



**1954**

## Bergman pipe

ETI's first electro-porcelain product



**1977**

## ETI

manufactures its first

## Miniature Circuit Breaker



**1997**

Establishment of the first subsidiary



**1950**

Establishment of the company



**1960**

## Fuse

ETI was one of the first producers of safety fuses



**1980**

## Automation

ETI develops its first assembly line





**2008**

## Photovoltaics

ETI is one of the pioneers in protection of photovoltaic systems

**2014**

## Lean principles of production

extensive reorganisation of production for improved efficiency and value added

**2018**

## Extensive switchgear production automation

**2006**

ETI becomes a **system integrator**



**2012**

Eti Polam positions itself as a **panel builder** with its own solutions

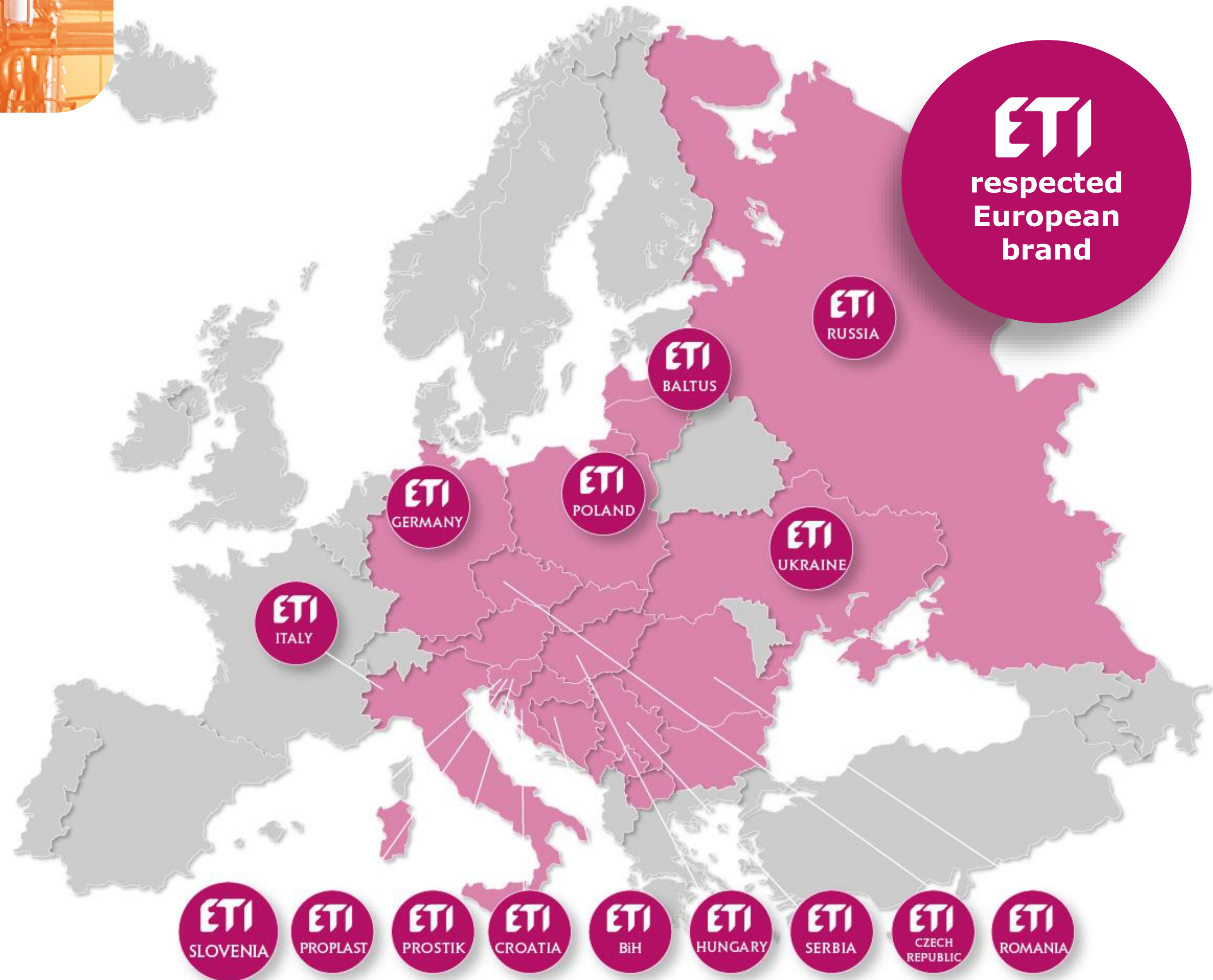


**2017**

## Introduction of Six sigma principles in all business functions

**...AND YEARS OF EXPERIENCE**







## YOU CAN FIND US...

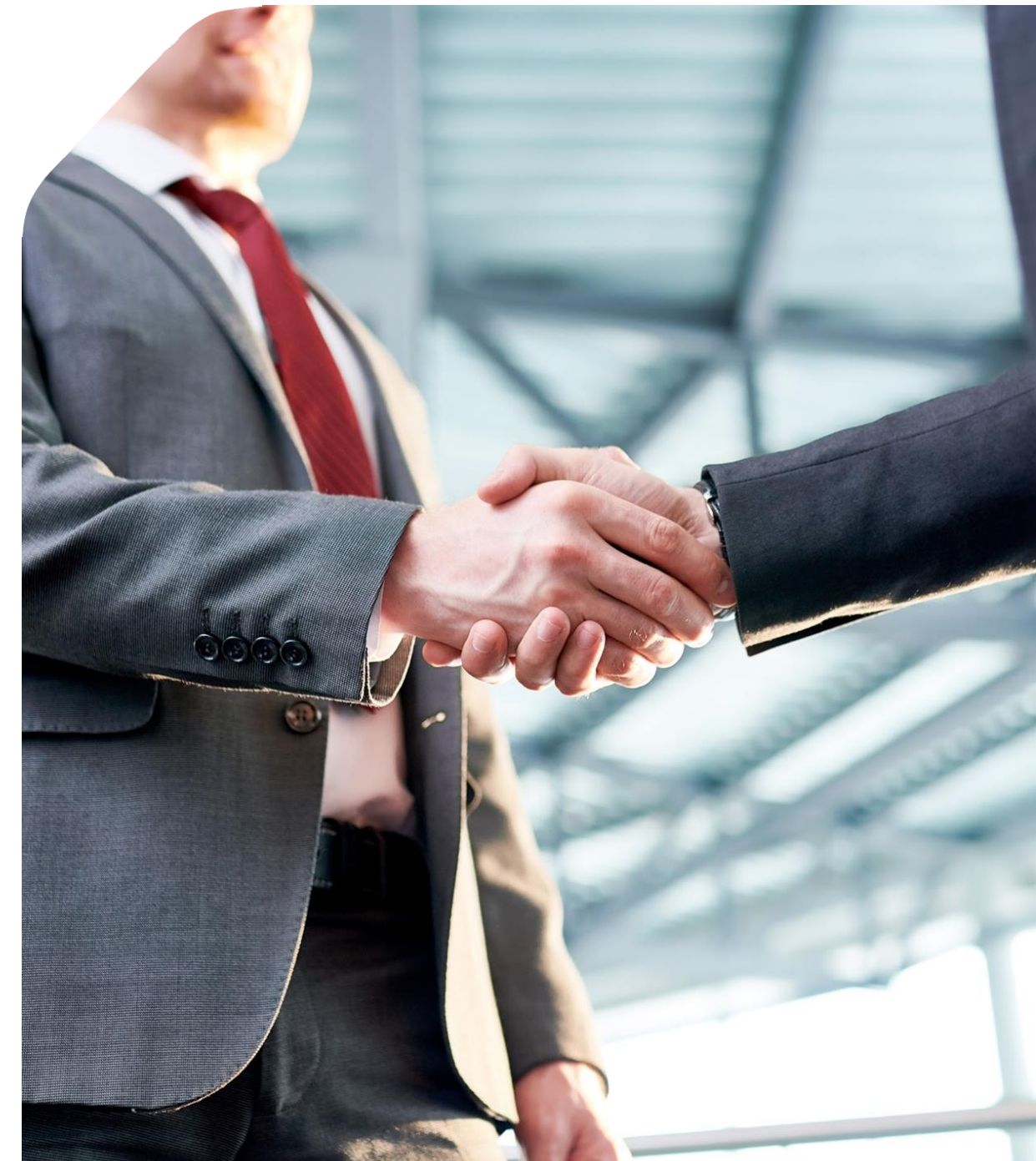


**ETI**  
Over 5000  
companies  
trust us.

- Production sites in Slovenia, Poland, Germany and BiH.
  - Warehouses in Slovenia, Germany, Romania, Poland, BiH, Ukraine, ...
  - We sell to more than 75 countries
- 



# Our partners





**Development**

**Testing**

**Production**

**Design**

**Installation**

**Integrated service, technical consulting and support.**

**Expertise**

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Our future is being built on the specialists who upgrade the experience of the first generations with their innovation and recent knowledge



# Research & Development

ETI's employees take an active part in creating safety standards in the field of electrotechnical products as members and even chairs of IEC committees.

- **31** registered patents for various products
- **17** different brands.

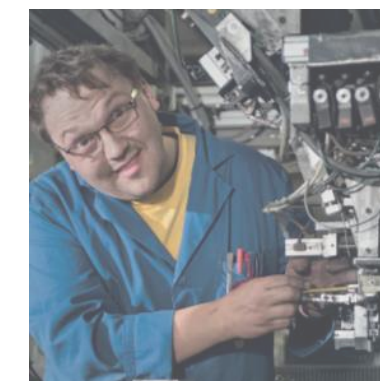




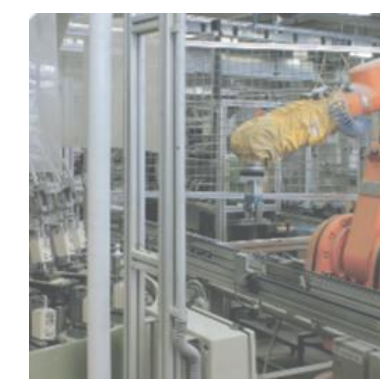
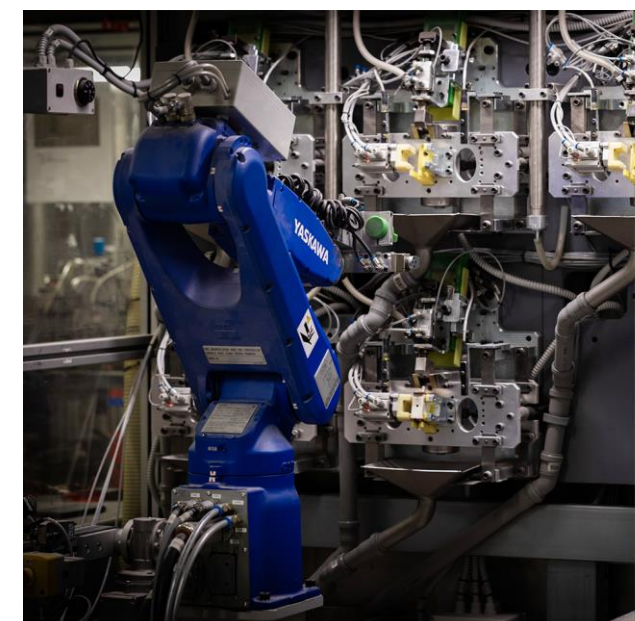


# Production flexibility

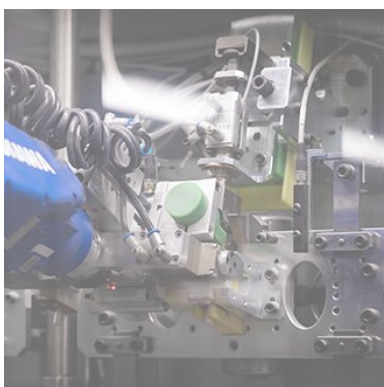
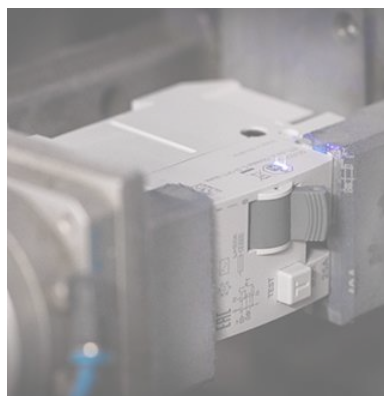
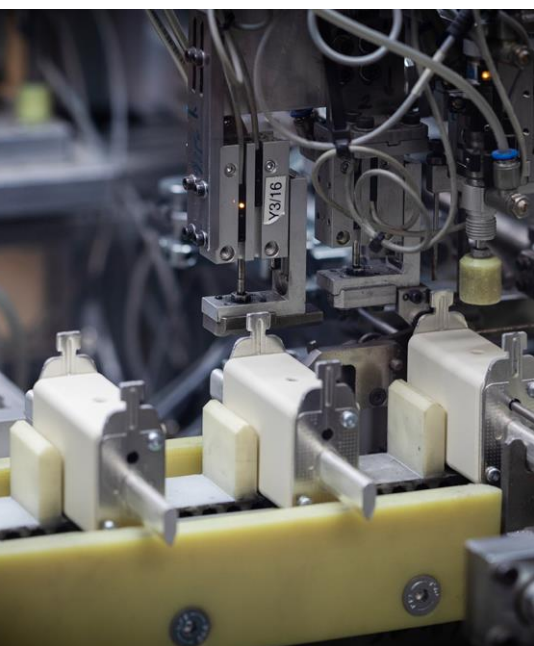
Reliable and flexible partner that responds rapidly to new requirements and can offer significant production capacities.



**70-80%**  
investments related  
to technological  
equipment.







## Production of most important components

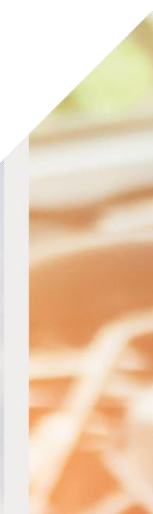
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we are an expert in technical ceramics and plastic parts for electro-technical and automotive industry

## Construction

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of tools and assembly lines for the production of our products.





# Proving safety

ETI's products comply with all the latest **international quality standards.**





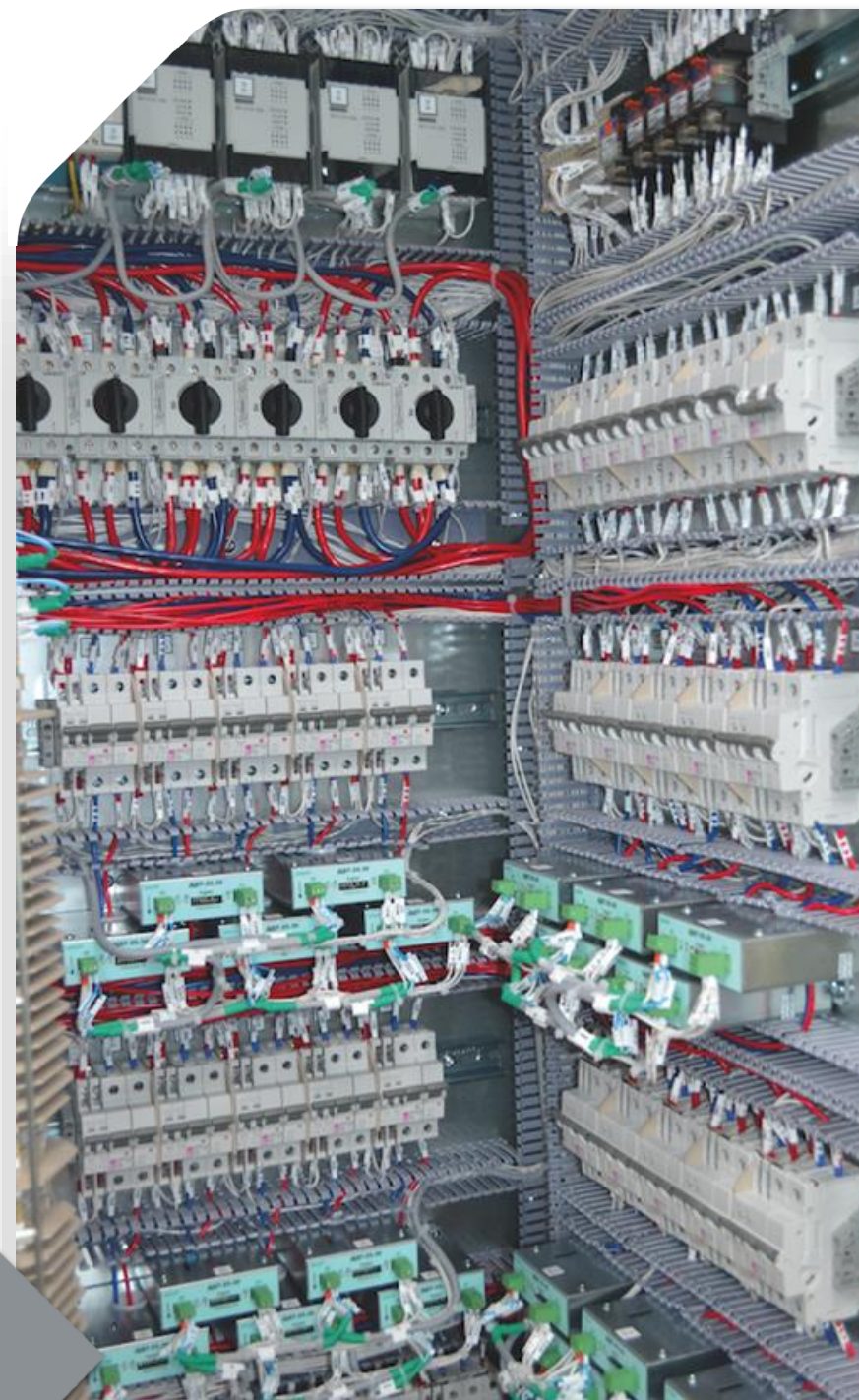
# Range & Value

Developing products that meet the needs of the market and create new trends.

PRODUCT  
RANGE

**0.5 A -  
6300 A**

- Fuse
- MCB
- MCCB
- ACB

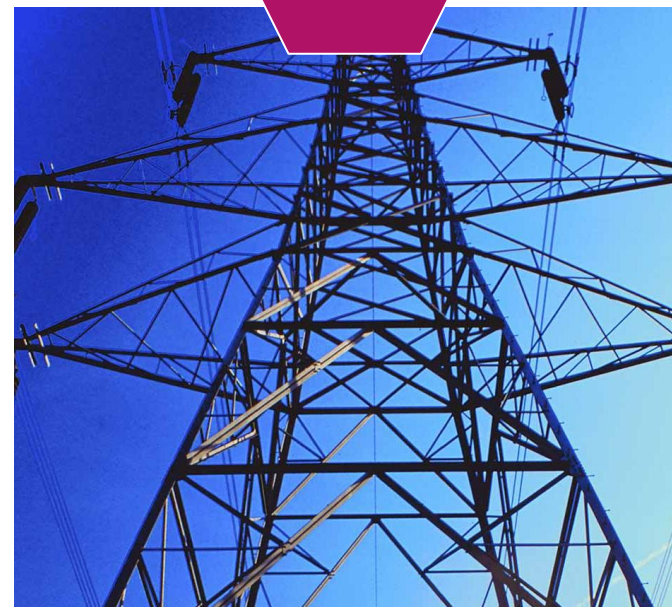


**ETI**

**Excellent  
price-performance  
ratio**



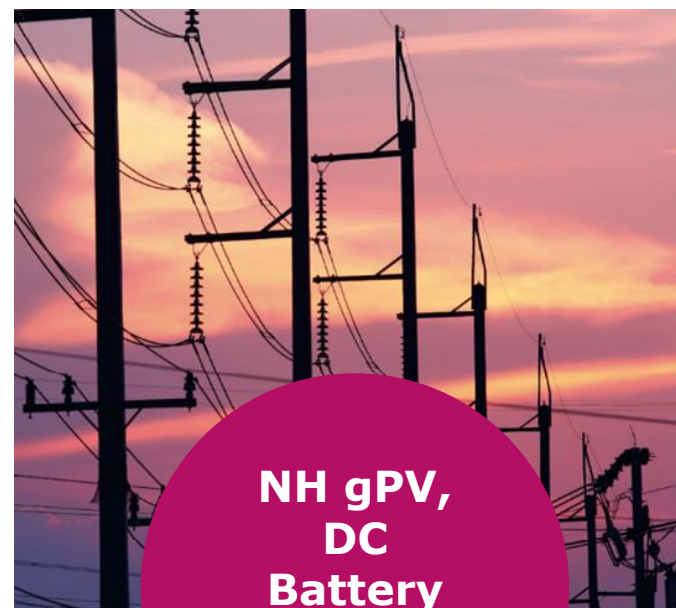
# Range & Value



**MCB,  
RCCB,  
RCBO,  
LV fuse  
systems**



**System  
integration  
MCCB,  
ACB,  
LV fuse  
systems**



**NH gPV,  
DC  
Battery  
fuses,  
MV fuses**



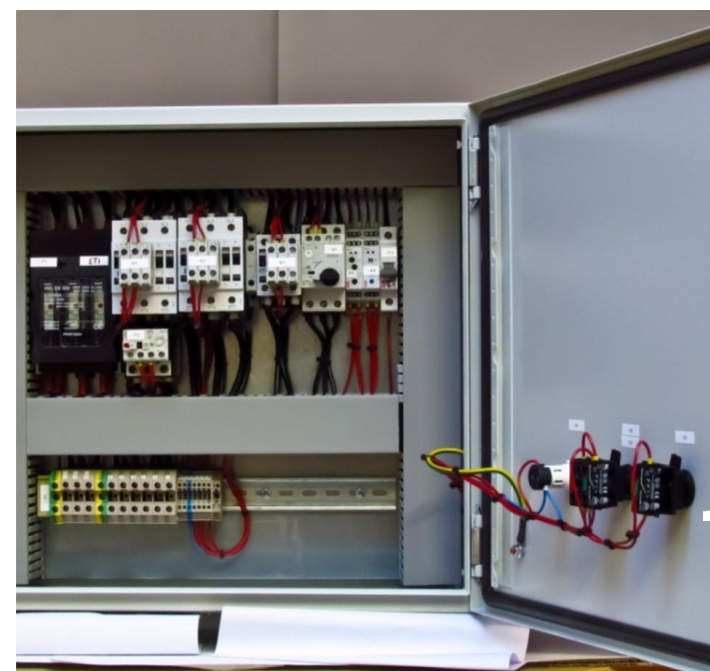
**UQ fuses,  
SRF,  
DC**



**Intelligent  
Efficient  
Reliable**

# IntEgRal Solutions

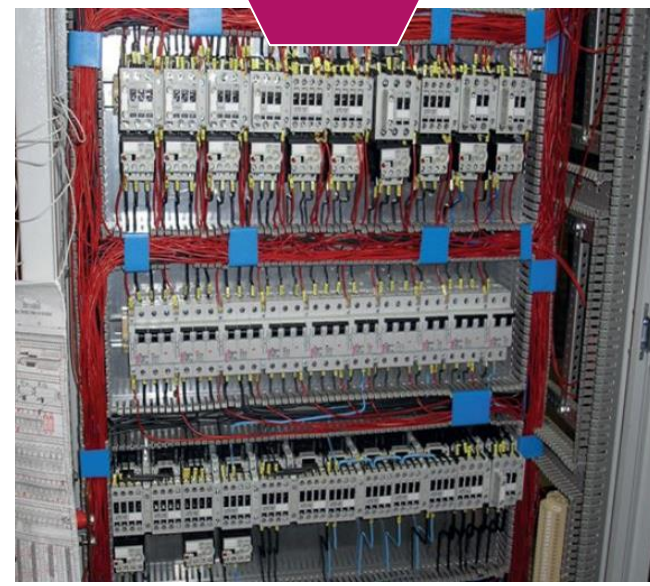
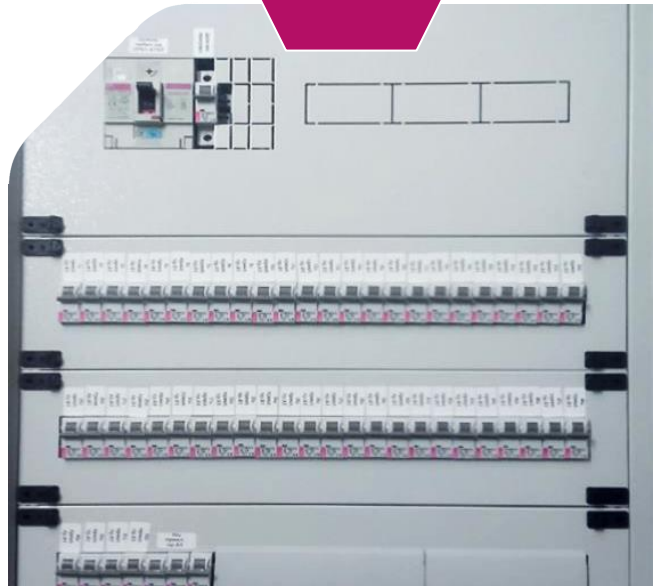
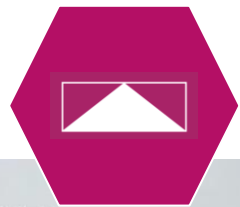
Integral solutions to meet a  
broad spectrum of purposes,  
functionality and expectations



*Integral solutions for  
protection of residential and  
industrial installations  
(power factor correction,  
automatic transfer, etc.)*



# References







# Customer Orientation

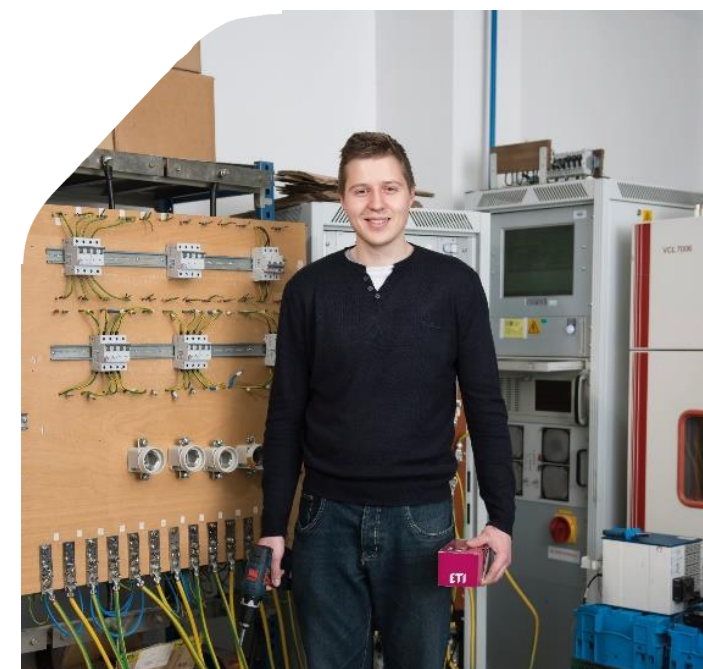
Software tools for designers, technical consulting, solving specific problems, digitalized product databases and quick response to potential complaints.





# Responsibility & Partnership

Our direction for the present  
and future.





# ETI in numbers

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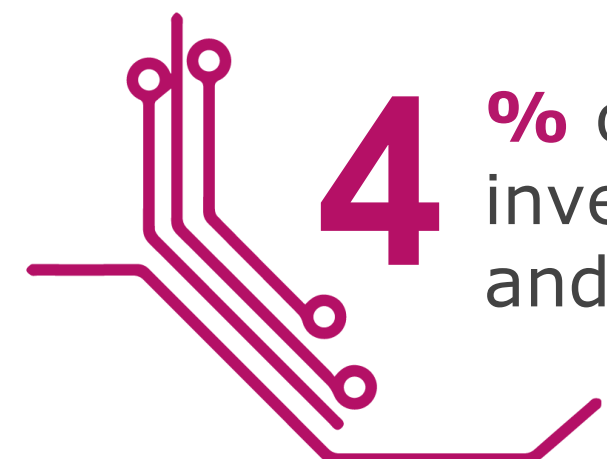
Consistent  
**GROWTH**



**17**  
brands



**4** % of revenues  
invested in R&D  
and technology




Over **19000**  
employees in Europe



**31**  
product  
patents



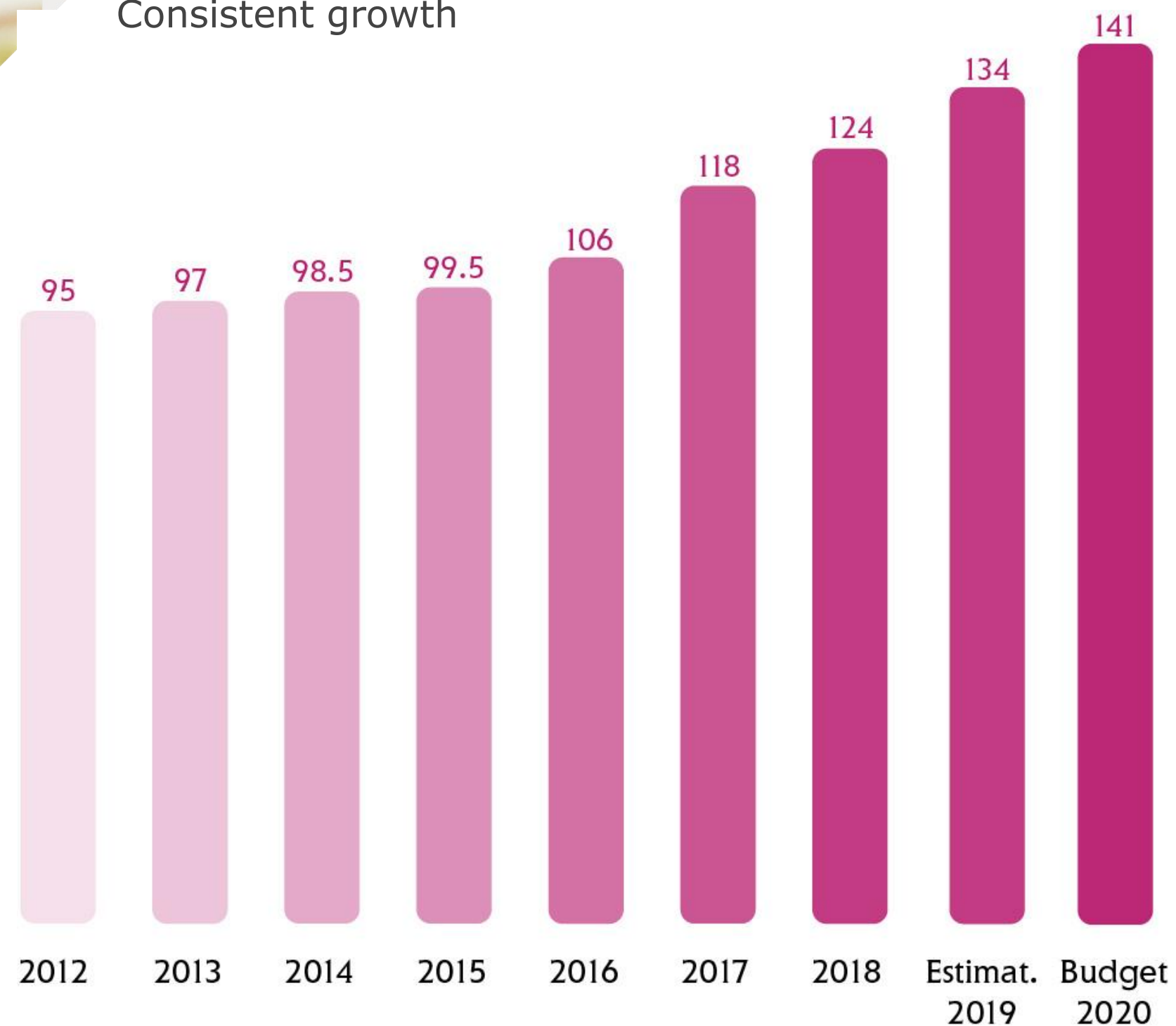
**9** % of revenues  
from new  
products



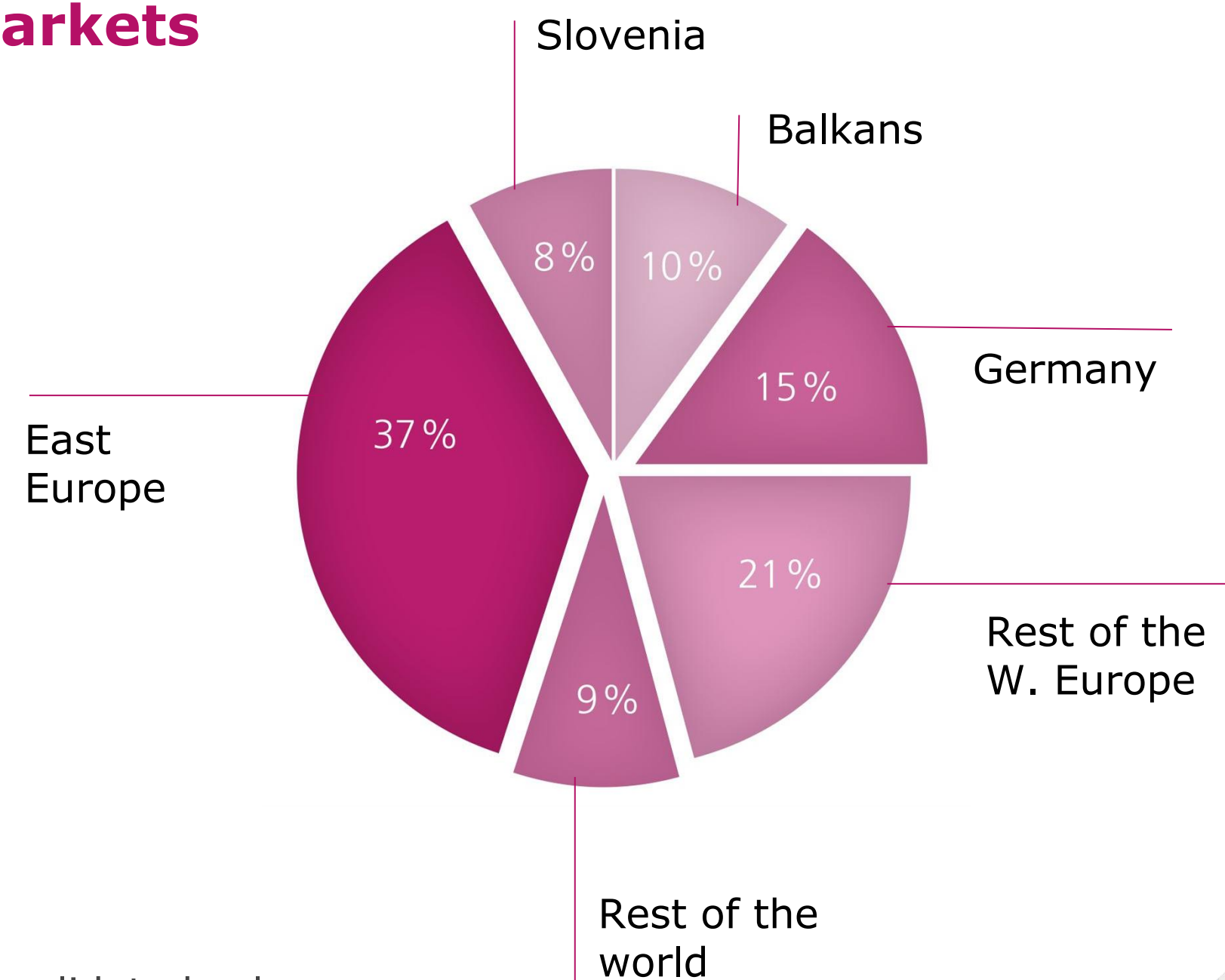


## Net operating revenues

Consistent growth



## Revenues by markets

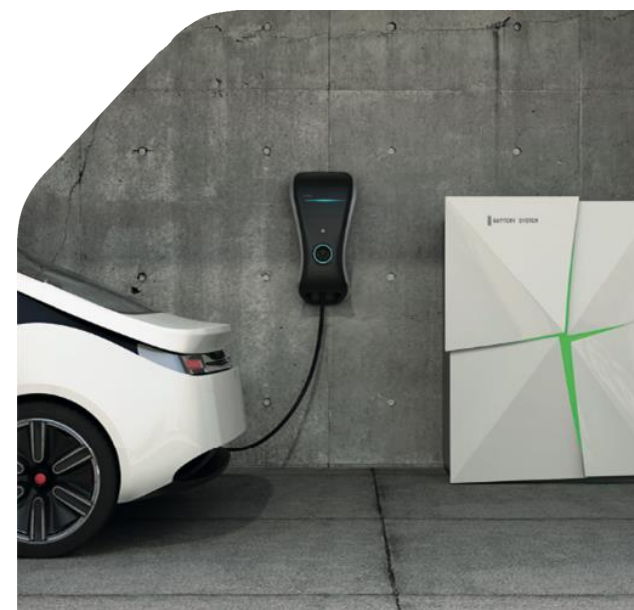
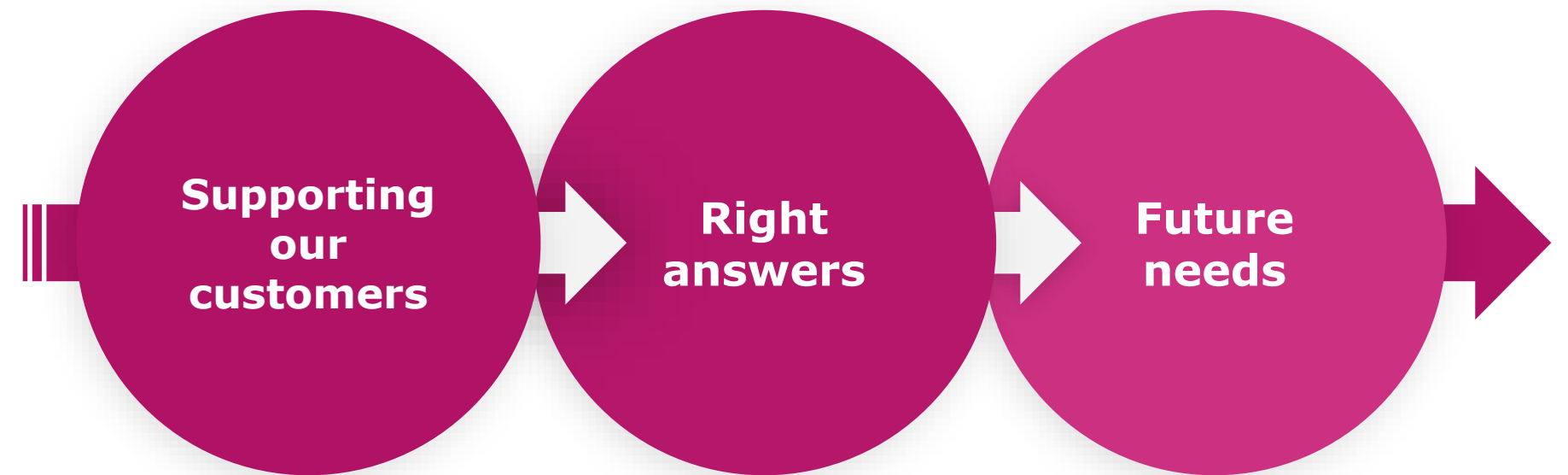


Consolidated sales  
(estimation) 2019:  
**134** Mn EUR



# Towards Smart & Sustainable Future

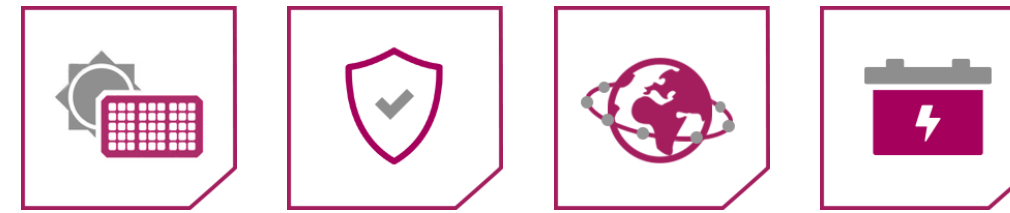
- ETI GREEN PROTECT for all markets from residential to utility scale - up to 1.500V d.c.
- special fuses for battery storage systems protection and e-mobility
- Energy efficiency in the form of low power dissipation and control as the basis consumption reduction
- Smart installations





# The future is green

- Pioneers in the field of protection of photovoltaic systems
- Battery storage protection
- PV inverters protection
- E-mobility
- Protection for wind power generators
- New innovative solutions (AC and DC side)





# Energy efficiency

- **Reduce loss**

**Low power dissipation** of our fuse-links and switches enables a significant decrease in space and energy consumption

- **Control as the basis for efficiency**

Protection devices with measuring function

## Smart installations



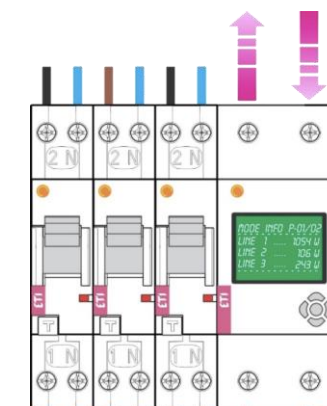
**New generation of gG fuses**



**EFI-P**



**Metering fuses**



**RCBO with energy consumption metering**



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**Thinking of  
safety - so you  
don't have to**