



Power needs control

Global player on the electrotechnical market

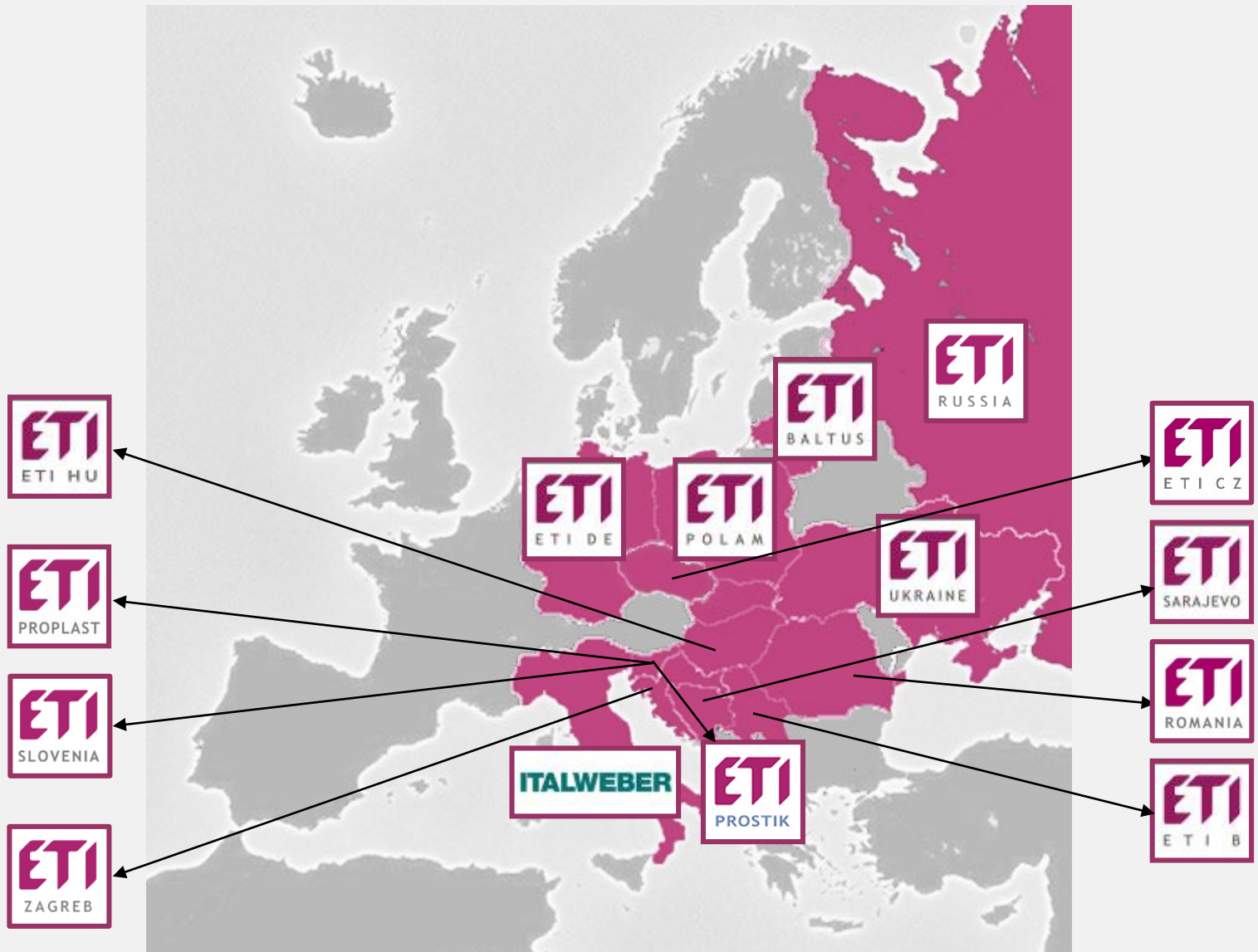


ETI is one of the 5 world's leading producers of melting fuses and among leading producers of switchgear

**0,5A –
6300A**

- Fuse
- MCB
- MCCB
- ACB

- **ETI's branch offices are at your service in over 60 countries of the world.**
- **ETI's products are being manufactured in 9 countries across the world**
- **ETI group has established subsidiaries in 13 European countries.**



Many partners around the world





Tradition

69 years experience

69 years of tradition...



1997 Establishment of the first subsidiary

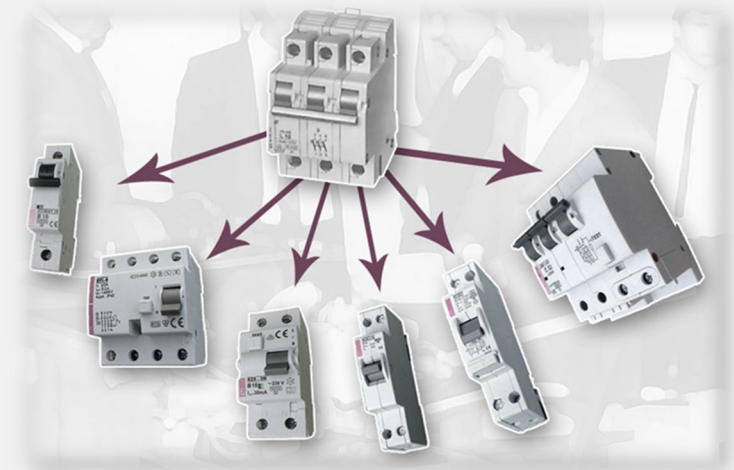
1980 Automation - ETI develops its first assembly line

1977 ETI manufactures the first **Miniature Circuit Breaker**

1960 Fuse
ETI was one of the first producers of safety fuses

1954 Bergman pipe
ETI's first electro-porcelain product

1950 Establishment of the company



...and 69 years of experience



2006
ETI becomes a **system integrator**

2008 Photovoltaics
ETI is one of the pioneers in protection of photovoltaic systems

2012
ETI Polam positions itself as a **panel builder** with its own solutions

2014 Lean principles of production – extensive reorganisation of production for improved efficiency and value added

2017
Introduction of Six sigma principles in all business functions

2018
Extensive switchgear production automation



Power needs control

Towards Green Sustainable Regenerable FUTURE



ETI GREEN PROTECT for all markets from residential to utility scale - up to 1.500V d.c.

ETI Success Drivers

**Tradition, experience
and know how -
Reliable partner from
1950 on**

**Products portfolio
from 0,5 A – 6300A**

**In-house production
and assembly -
Technical ceramics,
metal, plastic...**

**Extended
guarantee for all
our products**

ETI
**Respected
„Made in Europe“
brand**

**Customized solutions
& Flexibility -
Extensive in-house
R&D**

**Advanced
technical &
software support**

**Excellent relation
in-between PRICE &
QUALITY**

**Active presence in
committee IEC**



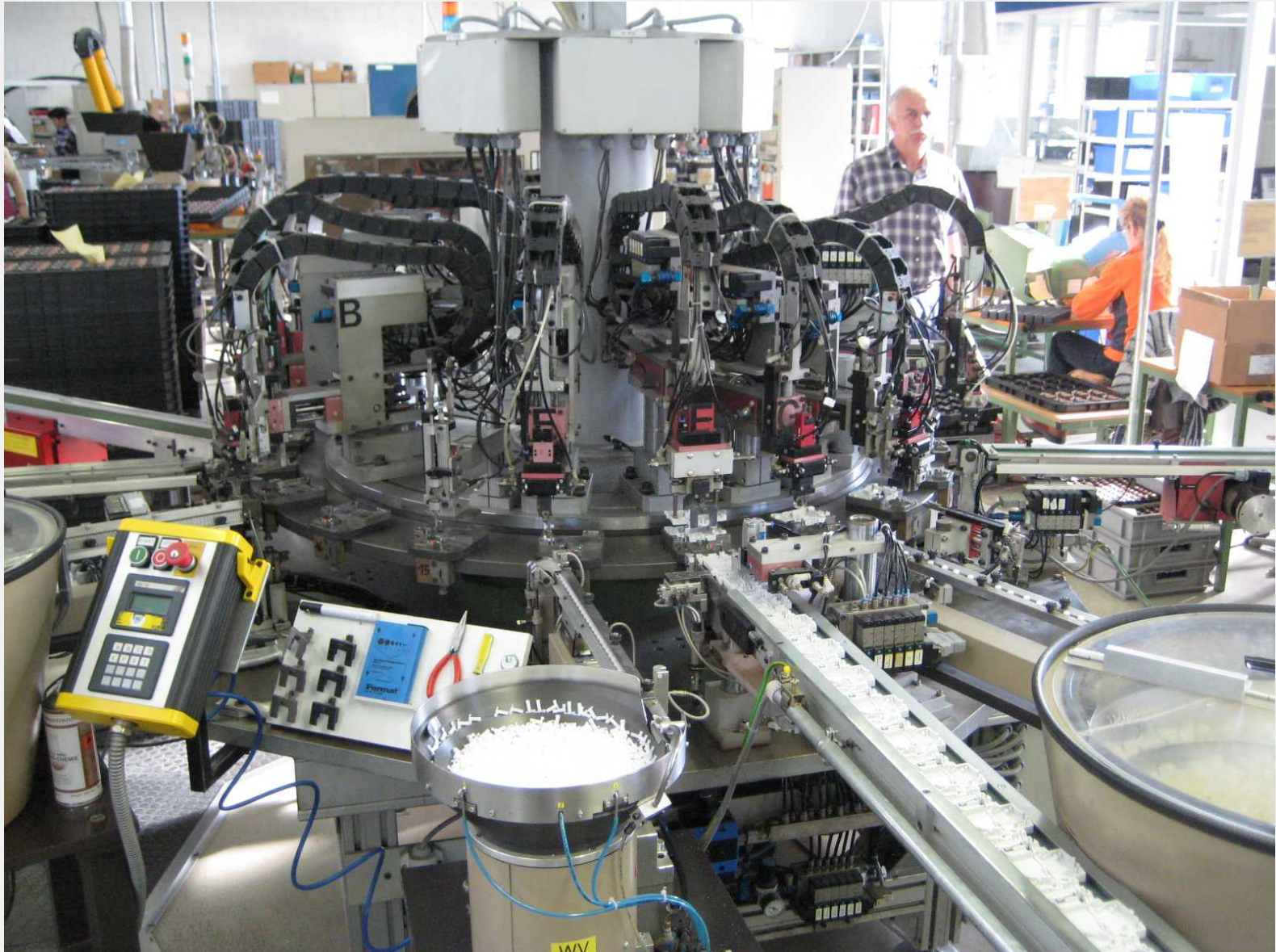
Production

Autonomous production of ETI products is located in: **Slovenia, Poland, Germany, and BiH**, on **27154 m²** of production surfaces.



ETI Toolshop

Design and production of tools and assembly lines, required for production of ETI products.



Logistics

ETI's great advantage are local warehouses: Slovenia, Germany, Romania, Poland, BiH, Ukraine, ...



Research & Development

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

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

Business Excellence



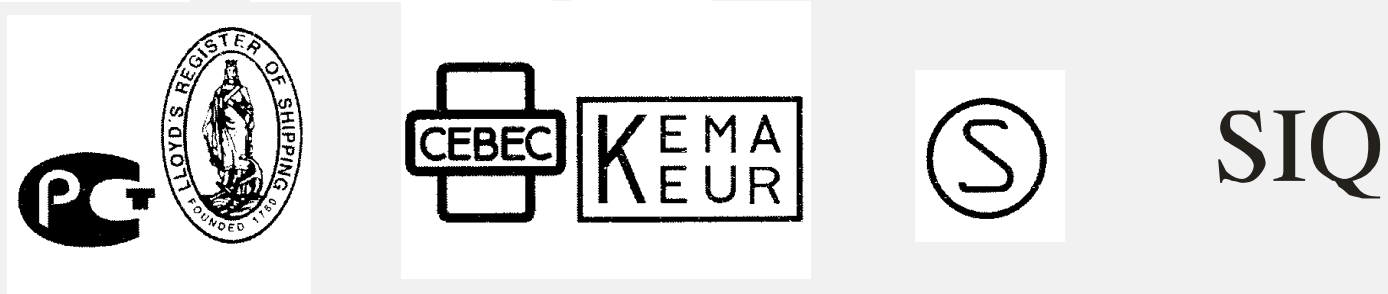
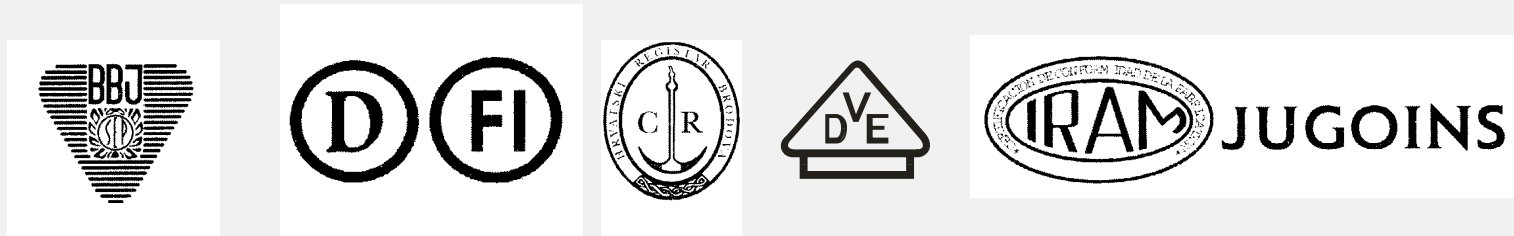
Quality Management



Environment



Products certificates



CESI atestirano

Innovation

- ✓ ETI has got registered patents for 27 different products in Slovenia and abroad and 17 different brands.
- ✓ Our future is being built on the specialists who upgrade the experience of the first generations with their innovation and recent knowledge.





Product range

Product range is attractive for many market segments

Residential and commercial Buildings



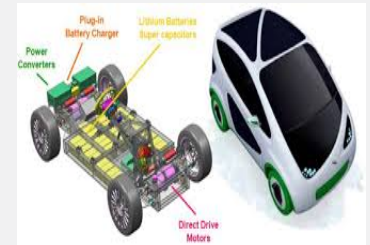
Industrial installations



Utilities - Distribution of electric energy for low and medium voltage



Power electronics, semiconductors and special purpose applications



MCB,
RCCB
RCBO
LV fuse systems

System integration
MCCB,
ACB
LV fuse systems

NH gPV, DC
Battery fuses
MV fuses

UQ fuses
SRF,
DC

Technical ceramics



ETI produces products from various kinds of materials:

- electroporcelain C110, C111, C120
- steatite C 221
- mulite ceramic C 610, C 620
- cordierite C 520, C 410
- Al₂O₃ ceramics C 786, C 795, C 799

World leader in the production of porcelain pipes and internal cores for MV fuses

Tools and equipment Solutions for automation of production systems

**Our modernly equipped workshops offer:
Moulds for the production of:**

- plastics
- ceramics
- metal

Rapid prototyping:

DMLS-Direct Metal Laser Sintering

Solutions for automation of the production process



Plastics



Plastic Products

- intended for electro-technical and automotive industry (wide range of materials from PP to PPS and come in exacting shapes and in a range of color shades)
- one-component injection molding (PP, POM, PBT, PC, Pa 46, Pa 6, PA 66, PPS, UP, PF, BMC in TPE)

The future is green

- Pioneers in the field of protection of photovoltaic systems
- Protection for wind power generators
- New innovative solutions (AC and DC side)

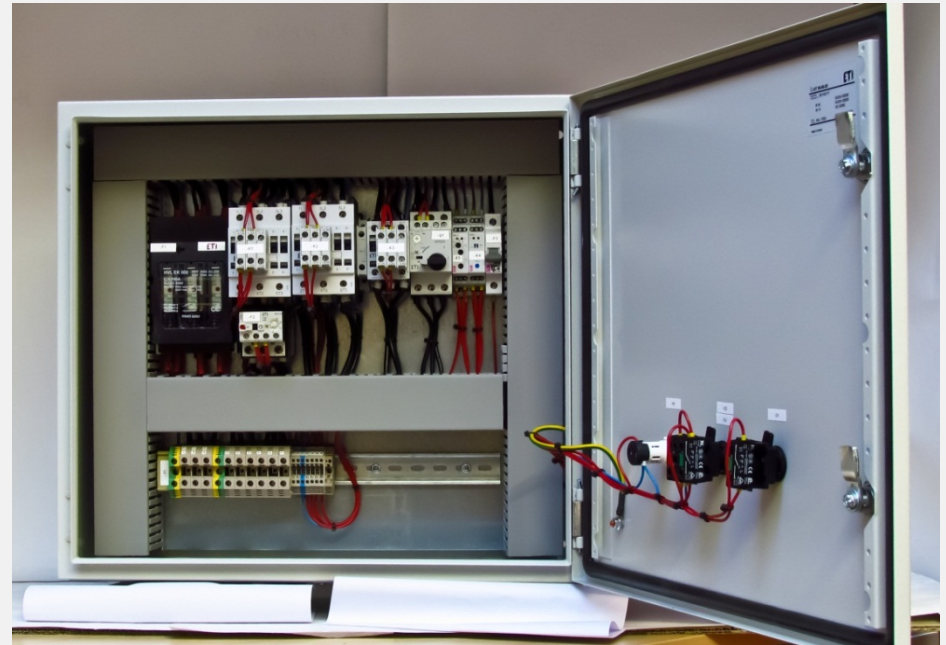


IER* integral solutions

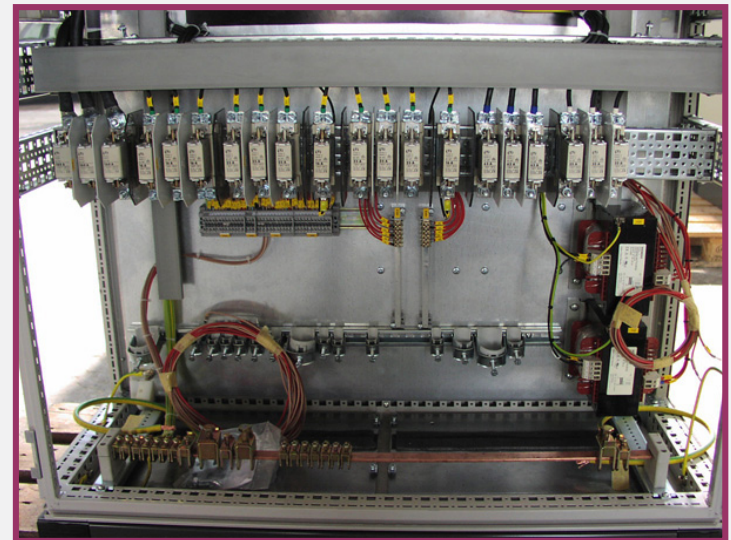
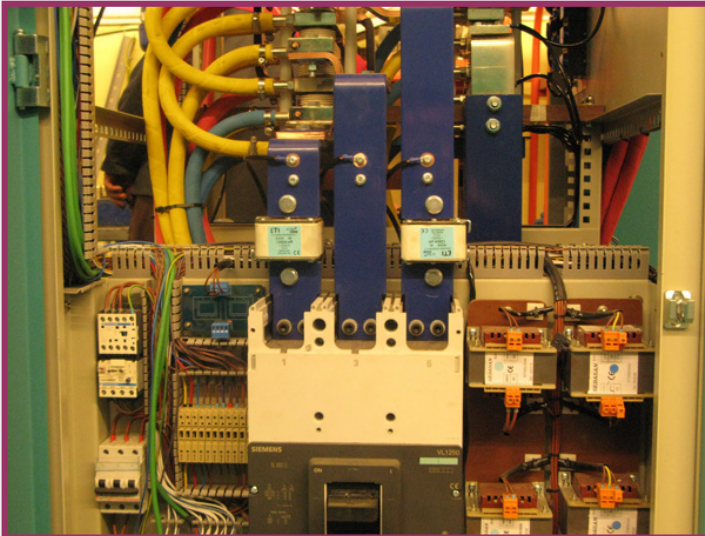
- *Intelligent, efficient, reliable -> the spirit of ETI
- Integral solutions to meet a broad spectrum of purposes, functionality and expectations



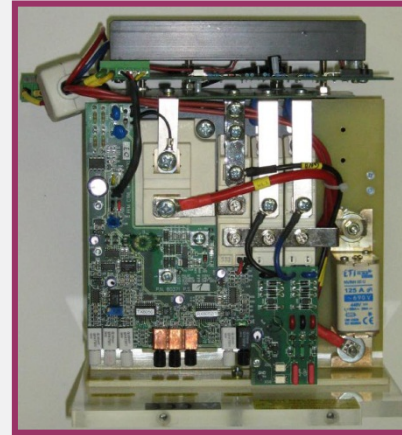
Integral solutions for protection of residential and industrial installations
(power factor correction, automatic transfer, etc.)



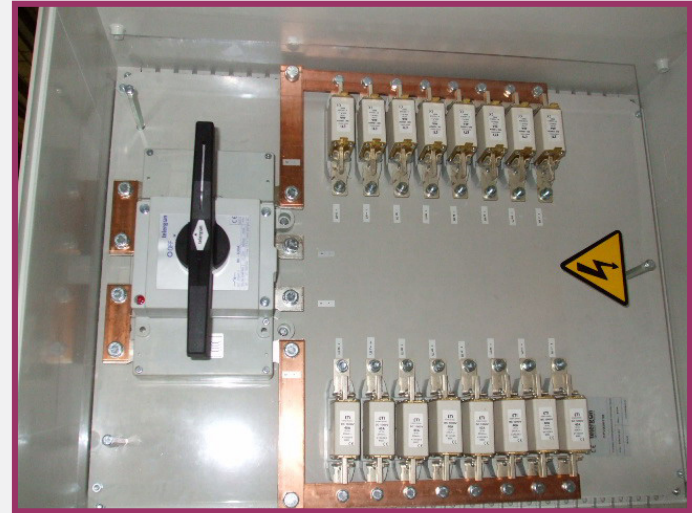
References



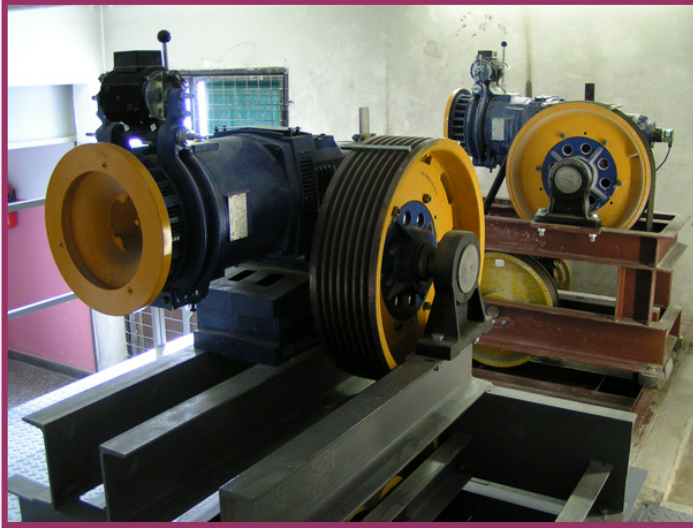
References



References



References



Customer support



New RCBO KZS 1M at promotional prices

ETI's new residual current circuit breaker with overcurrent protection KZS 1M combines features of MCB and RCCB in one 1-module housing. Experts recommend its use in installations with required high level of additional protection (such as bathrooms, hospitals, kindergartens etc.)

[Detailed information on the product...](#)
[Practical tips on where and how to use RCBOs...](#)

Now available at promotional prices. For more information, please contact our sales personnel.

Recommended for use in installations with high level of additional protection required (bathrooms, hospitals, kindergartens etc). Used for fault and additional protection.



- ✓ Combining the features of miniature circuit breaker and residual current circuit breaker
- ✓ Added protection against pulsating DC fault current
- ✓ Version with operating temperature down to -35° C also available
- ✓ 1-module housing (18 mm), with switched neutral line
- ✓ Functionally dependent on line voltage, minimum supply voltage 90V
- ✓ Real contact position indication for easier identification, whether RCBO is in ON or OFF position
- ✓ Energy limiting class 3: highest energy limiting performance for optimal protection of cable insulation and maximally reducing risk of fire and other damage
- ✓ In case of overcurrent or differential current, the button moves to the "trip" (middle) position. In case of manual turn off, the button moves to the "off" (lowest) position.
- ✓ All necessary technical and installation information can be found on the front and side of the device
- ✓ The terminals accept not only wires but also time saving busbars



WWW page is key communication tool

ETI
POWER NEEDS CONTROL

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ETI Products & Services

- **Fuses**
- Fuse-Links
☰ DETAILS 🔍 SEARCH
- Fuse bases and disconnectors
☰ DETAILS 🔍 SEARCH
- **Modular protection devices**
- **Power protection devices**
- **Distribution Boards**
- **Free standing cable distribution cabinets**
- **Metal enclosures GT**
- **Commanding and signaling devices**
- **Lampholders and glow starters for flourescent lamps**

Search: 🔍 ✕

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There are total of **656** item(s).

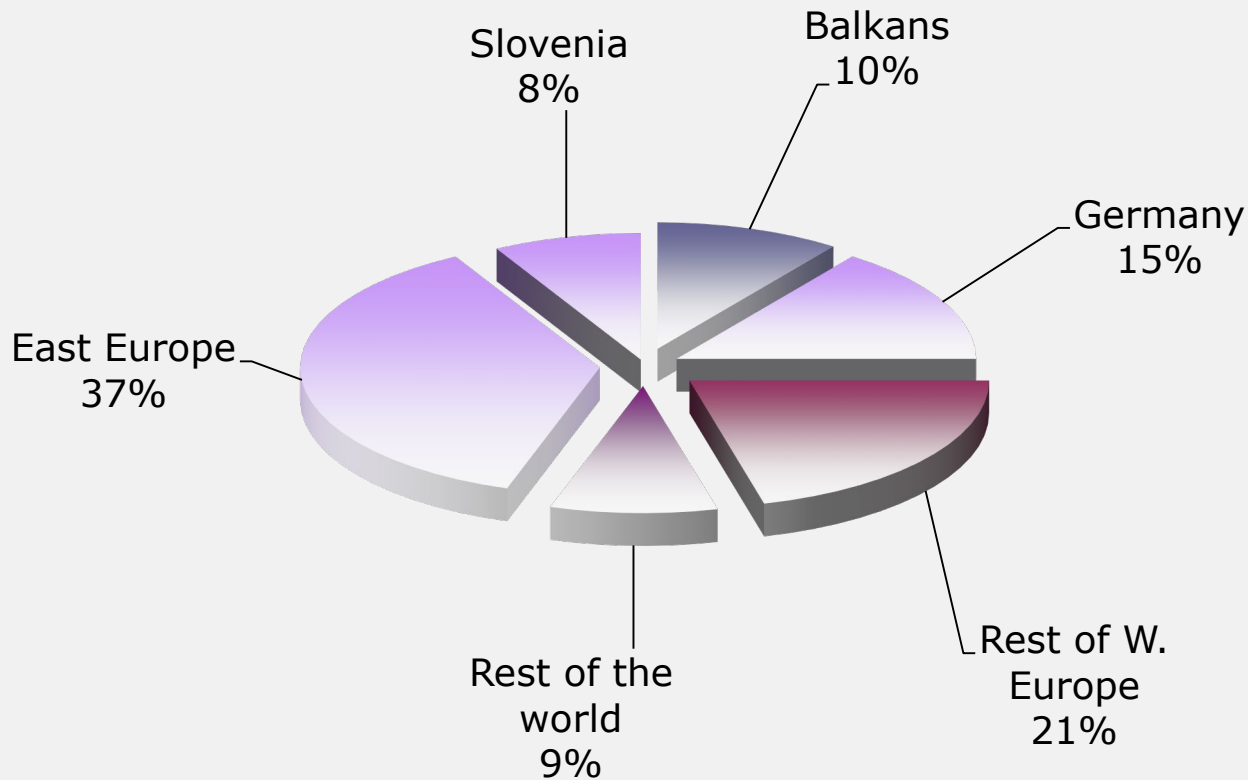
Product group= Special p...	Product subgroup ▼	Characteristics ▼	
Rated AC voltage ▼	Rated current ▼	Type ▼	
Size ▼	Breaking capacity AC ▼	Breaking capacity DC ▼	
Rated DC voltage ▼	Dimensions ▼	Indicator ▼	
Connection= M12	Transformer ▼	Pd (w) ▼	

	ETI code	Description	Product group	Product sub...	Characteristics	Rated AC vo...	
▼	004110451	NH3L DC 20...	Special purp...	PV	gPV		☰ 🛒
▼	004110452	NH3L DC 22...	Special purp...	PV	gPV		☰ 🛒
▼	004110453	NH3L DC 25...	Special purp...	PV	gPV		☰ 🛒
▼	004110454	NH3L DC 30...	Special purp...	PV	gPV		☰ 🛒





Consolidated sales of ETI group by Markets



Consolidated sales 2018:
124 Mn EUR

Fundamental strategic directions

Further internationalisation

ETI will use the sources of competitive advantage for its breakthrough among the leading manufacturers in the field of safety fuses

New products in the area of switching equipment will ensure for ETI stronger position among the producers of switching elements

Strengthening cost-efficiency

Competent and motivated employees are of vital importance in order to successfully carry out the strategy

System integrator (solutions for electrical installations in the form of "turn-key" projects)

Strategic projects on the field of quality in the period 2016 – 2020



- Certification of NH fuse links production acc. standard **ISO TS 16949** for automotive industry



- Implementation of method **Six – sigma methodology** into ETI's bussines processes

Certification acc. standard ISO TS 16949 for automotive industry



The aim:

- Ability **to become supplier for automotive industry** (fuse links for electric cars, potential customers: VW, Daimler, Samsung, ...)
- **Implementation of good praxis** and concepts into other business processes

The area of certification:

- Production of NH special fuse links
- All main and supporting processes (R&D, technology, QMS, P&L)

Introduction of the 6 σ system and practices into the ETI Group's operations



The aim:

- Achieving of **business excellence** by continuously improving of business processes using the Six sigma tool

Goals:

- Increasing of **customers satisfaction** and complete identification of **customers real needs**
- Implementation of **effective leading** system based on data and facts
- To achieve pro-activity of management for **changes and improvements**
- Improvement of internal and external **communication** and cooperation
- Increasing of products (process) quality level to **300 PPM or 3,4 PPM for critical** defects





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