

H&J solutions

COMPANY PROFILE

Your European Gateway to Korean Power Transmission & Distribution Technology

H&J solutions is an Austrian sourcing and business-development company specialised in the global procurement of power transmission and distribution (T&D) equipment manufactured in South Korea. From our headquarters in Graz, we connect European utilities, EPC contractors and renewable-energy developers with a curated alliance of proven Korean manufacturers — and we manage the entire process, from technical specification and tendering to contract, delivery and after-sales coordination.

At a time when European grid expansion, renewable integration and record transformer lead times are straining conventional supply chains, we open a reliable, cost-competitive and fully type-tested alternative: Korean manufacturing quality, contracted directly with the manufacturer — with an Austrian representative at your side throughout.

1. Company at a Glance

Company name	H&J solutions
Founder & CEO	Bryan Hyunho Cho
Established	December 2024 (Austria and Korea)
Headquarters	Graz, Austria
Registration	FN 642824f · VAT ID ATU81486107 · Business licence 37816667
Global presence	Graz (HQ) · Gyeongsan (Korea) · Milano · New York · Johannesburg
Business	Global sourcing, technical coordination, tendering and contract coordination for power T&D equipment from South Korea
Contact	rep@hnj-solutions.com · +43 664 328 0627 · www.hnj-solutions.com

2. What We Do

We identify and qualify high-technology small and medium-sized Korean manufacturers, introduce them actively to overseas clients, and take end-to-end responsibility for every task in between: technical alignment of purchase requirements, bid preparation, price and contract negotiation, order execution, and coordination of delivery, installation, testing and commissioning.

- **Supplier development** — Factory audits, capability assessment and due diligence, supported by our regular participation as an invited overseas buyer at Korea's leading power-industry exhibitions (Elecs Korea 2025/2026, EPEK 2025).
- **Technical coordination** — Alignment of client specifications with IEC, EN, ANSI/IEEE, KS and other applicable standards; management of drawings, type-test documentation and factory acceptance tests.
- **Tendering & contract coordination** — Bid support for utility, EPC and IPP projects. Supply contracts are concluded directly between the client and the manufacturer — H&J solutions coordinates negotiation, terms and documentation as your representative, removing language and cultural barriers.
- **Turnkey delivery** — Supply, installation, testing and commissioning, coordinated with the manufacturer and local partners.
- **After-sales** — Warranty handling, spare parts and service coordination in the European time zone.

3. Product & Solutions Portfolio

Through our alliance of established Korean manufacturing partners, H&J solutions covers the complete T&D equipment chain from generation step-up to final distribution:

Product group	Range	Key standards
Power transformers	Up to 765 kV / 1,000 MVA; shunt reactors up to 345 kV; eco-friendly ester-oil designs	IEC, IEEE/ANSI, KS; KEMA type-tested
Distribution transformers	Pole-mounted, pad-mounted and station types; single & three phase; 10 kVA – 10 MVA; up to 60 kV class	IEC, ANSI, IEEE, NEMA, KS
Gas-insulated switchgear (GIS)	HV GIS 72.5 – 420 kV; MV GIS, RMU, reclosers and load-break switches 25.8 – 38 kV; SF ₆ -free (eco) designs available and expanding	IEC; type tests at STL-member labs
Switchgear & panels	HV/MV/LV metal-clad switchgear, motor control centres (incl. smart MCC), panel boards, busway/NSPB, seismic-qualified designs	IEC, KS, ISO
Power cables	XLPE power & control cables up to 220 kV (EHV up to 400 kV available); LSZH, EPR, lead-sheathed; overhead conductors (ACSR, OPGW); underground and submarine	KEMA type-tested (0.6/1 kV, 33 kV, 132 kV, 220 kV); UL; CE
Communication cables	Fibre-optic, hybrid/composite and LAN/communication cables and accessories	IEC, UL
Renewables & storage	PV inverters (PCS), connection and monitoring systems, ESS (all-in-one and utility-scale), SCADA and power-IT solutions	IEC, KS

4. The Strength Behind Us: Our Korean Manufacturing Alliance

H&J solutions represents a select alliance of Korean manufacturers, each a specialist in its field and each qualified by us on site. Their combined credentials include:

- Manufacturing heritage dating back to 1947, including Korea's first cable manufacturer and a leading integrated heavy-electric group, alongside agile, highly specialised SMEs.
- Annual capacity of 30,000 MVA in power transformers (approx. 240 large units per year, up to 500 kV / 600 MVA per unit), following major factory expansions completed in 2024.
- More than 45,000 distribution transformers per year, with roughly 70 % of partner revenue generated in export markets — including long-standing supply to North American utilities.
- Track record in more than 80 countries across all six continents, with references for utilities, refineries, steel plants, railways and renewable-energy projects in Europe, North America, the Middle East, Africa and Asia.
- Certified quality systems throughout: ISO 9001, ISO 14001, ISO 45001 / OHSAS 18001, KEPCO supplier qualification, KS certification, and independent type tests at KEMA and other STL-member laboratories.
- Active SF₆-free and eco-friendly product roadmaps — dry-air and solid-insulated switchgear, ester-oil transformers — aligned with the EU F-gas Regulation and European utility requirements.
- A broad portfolio of registered patents in transformer winding and cooling, switchgear safety and smart-grid monitoring technology.

Detailed manufacturer profiles, reference lists and type-test certificates are available on request and at our exhibition booth.

5. Track Record & Milestones

Dec 2024	H&J solutions founded in Austria and Korea
2024 – 2025	Tender participation: 370 MW solar PV programme in Angola (MCA Group) and 30 MW floating-PV plant in Ghana
2025	Invited as overseas buyer to Elecs Korea 2025 and EPEK 2025 for supplier development
Nov 2025	Coordinated European client visits to Korean transformer and switchgear factories
Feb 2026	Enabled contract for 455 distribution transformers (50 – 250 kVA) for MCA Group
Apr 2026	Enabled contract for 700 distribution transformers (30 kV / 0.4 kV) for MCA Group
2026	Exhibitor — Power Transmission and Distribution Technology, Germany

6. Why H&J solutions

- **Supply security** — Korean manufacturing has become a strategic alternative for grid operators worldwide, offering shorter lead times and strong price-performance at a moment of global transformer and switchgear shortage.
- **Direct contracts, European representation** — You contract directly with the manufacturer — factory pricing, no intermediary margin, and the manufacturer's own warranty. H&J solutions, as an Austrian-

registered representative, coordinates negotiation, logistics and warranty handling in your language and time zone.

- **Direct access** — Founder-led engagement with direct access to manufacturer management in Korea, bridging Korean industry and international clients.
- **End-to-end responsibility** — We are not a trading house forwarding e-mails: we align specifications, witness tests, and stay responsible through commissioning and warranty.
- **Institutional backing** — Cooperation with Korean trade institutions, including KOTRA, supporting export processes and logistics.

7. Contact

H&J solutions · Graz, Austria

Bryan Hyunho Cho, Founder & Principal Consultant

E-mail: rep@hnj-solutions.com · Mobile: +43 664 328 0627

Web: www.hnj-solutions.com

Visit us at Power Transmission and Distribution Technology 2026, Germany — meet our Korean manufacturing alliance and discuss your project requirements.