

PROFILES OF ESTONIAN COMPANIES

Visiting Canada May 23-29, 2018

ICT and Electronics

Cybernetica AS <https://cyber.ee/en/>

Baldur Kubo, Department Head

Cybernetica is an R&D intensive ICT company that develops information security products, mission-critical software and maritime surveillance and radio communications systems. Sharemind is the company's flagship product for working with private data. It is for organizations that want to process private data from others and for those that want to let others process their data without losing control over how it is processed. Sharemind has been successfully applied in credit scoring, fraud detection, social studies and genomic data analysis. Sharemind can be licensed to end users as well as resellers. Other products include Smart-ID, a mobile identity platform deployed by Scandinavian banks, Unified eXchange Platform, which powers e-governments in Estonia, Finland, Haiti, Namibia and Azerbaijan and the tivi.io internet voting platform developed in collaboration with Smartmatic.

Interested in meeting data-driven service providers.

Industry62 www.industry62.com

Andrus Altrov, CEO

Industry62 is a digital design and development company specializing in digital services, with an international presence. The company has experience in e-health, telecom, banking, forest management and sports betting. The most significant development achievements to date are the Estonian National Health Information System (ENHIS) and related eServices such as eAmbulance. See <https://www.industry62.com/case-stories/self-care-portal> for more information.

Interested in cooperation opportunities in the area of e-Health.

Mooncascade OU www.mooncascade.com

Asko Seeba, CEO

Mooncascade is a leading software product development and data science company in Estonia, founded by four software engineers, including two former Skype engineers. Mooncascade offers data science solutions and end-to-end software product development and product management. Working as a strategic partner, Mooncascade helps customers create their products that match business goals and that have high usability, security, stability and scalability.

Interested in meeting with fintech startups, banks, telecom companies and organizers of networking events, workshops and conference.

Nortal AS www.nortal.com

Oleg Shvaikovsky, Management Board Member

Nortal is a multinational strategic change and technology company. It combines the unique experience of transforming Estonia into a digital leader and creating change in businesses with a strategic approach and data-driven technology. Nortal's vision is to build a seamless society. Nortal operates in nearly 20 countries and employs over 500 specialists who carry out high-impact projects across Europe, the Middle East, Africa and North America.

Interested in meeting with telecom companies.

OSHINO Electronics Estonia OU www.oshino.ee

Ingvar Kuusk, CEO

OSHINO Electronics Estonia is a full service electronic contract manufacturing company. Solutions range from labour only to turnkey involving all phases of product design, manufacturing and testing. 85% of the business is related to the automotive sector. Core competencies include high-level prototyping, production capacity from 1 to medium series, design and implementation of testing equipment, component and material supply, metal, plastic parts and cable assemblies as subcontract, electronics and PCB design and industrialization. OSHINO has designed and produced calibrated EGB light sources for automotive OEMs in the U.K. and Germany. ISO9001, 14001, ISO TS16949 certified.

Interested in meeting with Tier 1 and Tier 2 automotive suppliers needing electronics modules in their products, and electronics design houses.

Real Systems™ www.vizkeyweb.com www.realsystems.eu

Tiit Vapper, Chairman of the Board

Real Systems is a software developer offering a criminal/cyber investigations product, VizKey™, for corporations, law enforcement and the military. Real Systems is the pioneer of development of eGovernance, with 24 years of experience, and the author of the eBusiness Register, ePrisons, eBailiffs, National Security and Police systems, and others. Vizkey is a powerful tool for law enforcement, military and private corporations fighting fraud and criminality. It enables large amounts of data into a clear operational picture as well as to detect data and cash leaks, cyberattacks and corporate frauds. It includes an investigative analysis methodology, graphical presentation of 'big-data' analysis, access to external databases and other data sources. Its analysis helps detect hidden patterns, such as cash and information leaks, drug trafficking, and terrorist networks.

Interested in meeting with national security organizations and companies interested in the distribution of VizKey, having experience in law enforcement, investigation, analysis or adequate software.

Business Services

Bnt Attorneys At Law Advokaadiburoo www.bnt.eu

Aet Bergmann, Partner

Bnt Attorneys is a full service law firm with offices in ten countries in northern Europe. The firm mainly advises international enterprises and SMEs from the US, Germany, Austria, Great Britain and Scandinavia on legal matters specific to Central and East European countries. The focus is in the areas of corporate and M&A, insolvency and restructuring, real estate, dispute resolution, employment and life sciences. This allows for the efficient and expert execution of complex cross-border assignments.

Law Firm TGS Baltic www.tgsbaltic.com

Representative: Leonid Tolstov, Partner

The firm was established in Estonia in 1994 by Professor Paul Vanul, and has grown into one of the leading full-service law firms in the Baltic region. The firm has offices in all three of the Baltic states – Estonia, Latvia and Lithuania.

Novira Capital OU www.novira.ee

Arle Mölder, Managing Partner

Novira Capital provides mezzanine loans to larger real estate projects and develops offices and residence. The firm operates in Tallinn and Riga and intends to finance projects in Helsinki. The firm is one of the few companies in Estonia that can provide mezzanine financing in sums ranging from 1-10 million Euros. The financing portfolio is current 30 million Euros.

Interested in meeting manufacturers of façade systems and HVAC equipment to draw on their expertise, as Canada's climactic conditions are similar to Estonia's. Would also like to meet with property development and construction companies.

Pärnu Sadam AS www.parnusadam.eu

Oliver Einmann, Board Member

The Port of Parnu is located in Southwest Estonia at the mouth of the Parnu River, and is an important regional harbour serving the Southeastern Estonian hinterlands. Parnu Sadam is the landlord port that owns the basic infrastructure of the port, offering stevedoring services, arranging vessel traffic and managing warehouses and open storage areas. Parnu Bay is usually icebound in winter, with an average ice period of 2-3 months, and ice breakers are used to keep the port open.

Interested in meetings with cargo ports.

Construction

Windoer AS www.windoer.ee

Mailis Lintlom, Chairman of the Board

Windoer is one of the leading players in the Nordic architectural glazing market, and is developing architecturally and technically demanding aluminum curtain wall and glass roof systems. The firm has a modern factory and a highly skilled engineering team, which enables Windoor to also serve distant markets. The company's comprehensive product line ranges from unitized curtain wall systems to fire-resistant and bulletproof constructions, from point-fixed facades to skylights and entrances. Superior structural and thermal performance is achieved with environmentally responsible products. All products are EU certified. Windoor has provided facades for LEED and BREAM certified buildings. The firm has won numerous awards in Estonia and abroad.

Interested in meeting the construction industry's main contractors, architectural firms and joint venture partners.

INTERNO PLAADIMAJA AS www.interno.ee

Reimo Metsküll, Chairman and Owner

The company works with architects, real estate developers and construction companies. Interno Plaadimaja's main specialization is sales of ceramic tiles that are imported mainly from Italy, Spain, Poland, France and Finland.

Interested in meeting with companies dealing in finishing materials related to ceramic tiles. Also looking for interesting materials that the firm might represent in the Baltic and Scandinavian region.

They are interested in façade materials as well.

Manufacturing Production

Interconnect Product Assembly AS (IPA) www.ipa.ee

Kristi Osula, Member of the Board

IPA is a contract manufacturing company specializing in the production of electro-mechanical solutions for industries such as energy, industrial, railway and automotive. The firm's products include electrical cabinets, switchboards, HVAC systems, cable assemblies, and electro-mechanical modules. Ninety-five percent of IPA's production is for non-domestic customers. Reflecting IPA's previously heavy reliance on automotive business, the quality system is based on TS16949. IPA has good cooperation with all major component manufacturers. It enjoys shorter lead times, competitive prices, and offers whole supply chain solutions, high quality and flexibility.

Interested in meeting companies requiring a partner in the manufacture of various electromechanical assemblies (electrical cabinets and backplates, complicated cable assemblies, and HVAC systems).

Take Outdoors www.tahemarine.com

Janek Pohla, CEO

Take Outdoors is a manufacturer of water sports equipment in Europe, and exports to more than 50 countries. Take Outdoors operates with several brands and offers a selection of over 400 different products. Products range from kayaks & canoes, kite boarding gear and equipment, to stand up paddleboards and paddles, water sports apparel and accessories. The main export markets are Norway, Sweden, Denmark, USA, France, Germany, United Kingdom and Canada. The firm is constantly growing and expanding its business inside and outside Europe, with offices and ambassadors in various countries to provide close support for local markets. Take Outdoors values innovative solutions, attention to detail, flexibility and excellent customer support.

Interested in meeting retailers that might be interested in carrying Take's products.

Zircon Group OU www.zircon.ee

Aleksander Kuzin, CEO

Zircon Group offers a full range of support and assistance in product development, from vision to finished mass-product. The firm provides engineering, product design, part optimization, prototypes, moulding/stamping tools, through complete parts manufacturing (injection moulding, stamping), secondary operations and assembly control and supervision. Recipient of EN ISO 90001-2015.

Interested in meeting companies whose main activity is mass production, the production of different metal and plastic components by stamping and injection moulding, and companies in the automotive, automation, electric, household, electronic and other industries.

Food Products

SMACKERS OU www.smackers.eu

Aivar Maasik, CEO

Smackers is a producer of frozen bakery and desserts, with the main products being New York style cheesecake and other cakes with up to thirty different flavours and in different sizes of round and rectangle shapes. All cakes are sliced and frozen at -18C, and have a shelf life of up to nine months. No preservatives are added to the products. Smackers has won the Estonian Gazelle Award 2017, and has quality management ISO 9001:2015, and HACCP certification.

Interested in meeting with HORECA wholesalers.

Tourism Companies

Estravel AS www.estravel.ee

Anne Samlik, Board Member

Estravel is the largest and oldest travel agency in Estonia. The company has more than 200 staff employed directly or through wholly owned subsidiaries, working in 16 full service travel agency offices in six countries, including the US, Australia, Finland, Latvia, Lithuania and Estonia. Estravel has also long been the sole representative of American Express Global Business Travel network in the Baltic States. Estravel has a wholly-owned subsidiary in the US (Phoenix), which specializes in cruise holidays and private, custom tours.

Reisieksperti AS (Travel Expert Ltd.) <https://travel-expert.eu>

Sven Lõokene, CEO

Reisieksperti / Travel Expert Ltd. Is a tour architect handling accommodation, transfers, guides, standard and custom sightseeing tours, catering or incentives in Estonia, Latvia, Lithuania and beyond, with over twenty years of experience. Company staff have a first-hand experience and excellent knowledge of the local service providers. The firm aims to offer the highest quality service for the lowest prices available and to maximize safety and comfort for clients.

Interested in meeting tour operators having Scandinavia and the Baltics in their portfolio or with plans to arrange tours to the region.