

Taste Estonia

Estonians have a deep relationship with their food. Our food reflects our history by combining cuisines and cultures that have traversed through our land. To this day, Estonians enjoy fusing together different styles and constantly innovating for new, undiscovered flavours. We invite you to discover exciting tastes from the country with

pure air, clean water and fresh food.

















Minister of Rural Affairs

Urmas Kruuse

Urmas Kruuse has been the Minister of Rural Affairs of the Republic of Estonia since 26 January 2021. He is a member of the Estonian Reform Party.



Today Estonian food companies export upwards of 100 countries worldwide. One of the smallest countries in Europe, Estonia is situated on the north-eastern edge of the European Union on the shore of the Baltic Sea. It is a country where the land meets the sea. Estonia is also a country of thousand lakes and deep forests. Estonian food can be characterized by its simplicity and pure tastes. We have all the preconditions to produce good food - we have one of the best urban air qualities in the world, abundant clean water and about 23% of our farmlands are organic. Estonia is the second-largest organic farming country in Europe. So to introduce our country - fresh air, clean water and pure food this is something we are very proud of.

Estonian main export articles are dairy products, grain, fish and fish products, meat and meat products and spirit drinks.

Many of our products are produced by using organic farming method. We can also offer the input to the agricultural and food industy like furcellaran, high-protein rapeseed cakes, refined rapeseed oil and innovative biotechnological solutions for feed and food supplements. As technology is essential topic in our future co-operation we are open to the discussion in the field of breeding, synthetic biology, digitization, bioresources and aquaculture.

The area of government of the Ministry of Rural Affairs covers the planning and implementation of rural policy, agricultural policy, fishing industry of the fisheries policy and the trade policy of agricultural products, the organisation of ensuring food safety and compliance, the coordination of the activities related to animal health and protection and plant health and protection, the organisation of agricultural research and development and agricultural education and the preparation of corresponding draft legislation.



Balsnack

Trust the taste from a brand with a history of creating tasty chips!

Balsnack International Holding AS is a family business founded in 1992 and the biggest potato chips manufacturer in Estonia. We are mainly focused on manufacturing all different kind of snacks with over 100 SKU's in the portfolio.

In the past 4 years the export sales have increased 500%, making 53% of the total turnover.

We are active on more than 50 markets.

We are also offering private label opportunities for our partners and are flexible in terms of negotiations and cooperation in general. We believe in transparent and long-term business relationships.



Marko Utsar

Export Manager

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BioCC

Biotechnology competence center

BioCC is an international positively evaluated research center in the field of biotechnology. The aim of BioCC is to improve the health of people and animals by researching, developing and producing healthy and functional food and food supplements for humans and feeds for animals. Services include: testing tolerability, safety and functionality of food products including probiotic; development of bacteria to probiotic; developing your idea to a prototype product.



Justin Hein

Marketing Manager

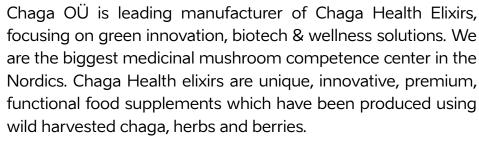
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Chaga

Health in your pocket



Chaga, inonotus obliquus, is a medicinal mushroom that grows on birch and other trees and is considered to have medicinal qualities.

The chaga-based Chaga Elixir acts as a revitalizer for the body's immune system. Our products are the first fungi-based elixirs with a vitamin C Health Claim.

We export our products to more than 20 countries in the world.



Janek Kalbin

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EBM GRUPP

Delicious quality cooking oil



EBM Grupp AS is one of the most modern enterprises in its business area, it works with all types of vegetable oils and uses modern technologies for the enrichment of the oils with vitamins, the creation of "healthy" oil mixtures and the manufacture of deep frying oil mixtures for use in homes as well as in professional kitchens in HoReCa.

We offer:

- All types of vegetable oils, including rare and exotic ones, and their mixes
- Best packaging solutions
- Certified quality control system including BIO-ORGANIC products
- Modern techologies for oil mixes and enrichement with vitamins
- Bio-organic oil packaging and trading

Rui Pedro Cabral Neto

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Ecotrade

Tasty and healthy plant-based protein products

Ecotrade was one of the first Estonian companies to focus on the development, production and sale of plant-based protein foods. Today, we are a significant participant in the food industry market in Estonia and supply our products all over the EU. Products: Dumplings, Beetroot burgers, Pumpkin-Lentil burgers, Carrot-cabbage burgers, Chickpea burgers, Falafel, Alternative meat burgers.



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Est-Agar

Production of Hydrocolloids and gelling agents for food and cosmetics industry

Est-Agar AS is the only producer of the unique texturant — furcellaran from the red seaweed Furcellaria lumbricalis in the world.

Main business areas are:

- · Production and sale of gelling agent furcellaran
- Trawling, gathering, buying up, processing and sale of red seaweed Furcellaria lumbricalis.







Mart Mere

Member of the Board

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Viking Trading

Your reliable partner in grain trade worldwide

The core business of Viking Trading OÜ is international trade in grain and oilseeds sourced from the Black Sea region, both as dry bulk and in containers. The main commodities traded are wheat, barley, corn, soya, beans, etc. Its operations extend to different regions: from Estonia and Ukraine to the Mediterranean and the Middle and Far East as well as the Americas.



Ülvi Nool

Sales and Purchasing Manager

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Freezedry

Provider of freeze-dried products and freeze drying services

Freezedry is the first private company in Estonia that has been producing various dried goods since 2012. Our aim is to provide high quality freeze-dried products to Baltic, Scandinavian and other European markets, to cooperate with suppliers of various berries and fruits and provide employment in the rural area. Freezedry produces organic food products in compliance with the HACCP principles. A retail brand MEKI was created to offer freeze-dried products directly from the manufacturer. Freezedrying is also available as a service and our products are available in wholesale quantities as well and in use as ingredients in baby food, in herbal and other mixed teas, honey flavoring and in different kinds of sweets and snacks all across the food industry.



Mermi Kangur

CEO

Freezedry

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Haage

Certified natural mineral water from pure Estonian nature.

Haage Natural Mineral Water comes from a tiny village in the south of Estonia. Haage is simple, untouched and beautiful. In order for you to enjoy the crisp refreshment it offers, we have bottled it direct, in all its natural beauty, from 210 metres below the surface. With its soft, crisp flavour, Haage water is well-suited for everyday consumption by people of all ages.

Haage water is sourced from deep beneath the surface, where Silurian-Ordovician layers 500 million years old have filtered it, producing water with the perfect mineral balance that is infused with natural electrolytes. Its uniquely low sodium content also makes Haage water an ideal source of refreshment for children.



Xenja Joost

Director Of Export And Business Development

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Heimon

PRFOODS

Delicious and fresh fish without anything extra

Salmon and rainbow trout products producer. Heimon Kala's products are good for you and a better choice for the environment. We raise the fish ourselves and produce our products respecting the traditions and pure tastes in Renko, Kokkola and Saaremaa.





Katrin Sooalu

Sales manager

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Reyktal

Specializing in shrimp fishing

The deep-sea fishing company Reyktal AS was established in 1996. The company currently operates five stern freezer trawlers and one smaller vessel fishing on various grounds around the N-Atlantic. The trawlers freeze the catch onboard and typically stay at sea 3-4 weeks before bringing both ready cooked product, as well as raw material for land based peeling plants to port, and the smaller vessel brings in weekly fresh catches.



Mati Sarevet

Member of management board

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Japs

The leading seafood processing company in Estonia

JAPS was founded in 1992 in Pärnu, to produce the best local seafood in the region by practicing responsible and sustainable sourcing of fish.

The main activities at JAPS include catching, filleting and processing. Our production line comprises pike-perch, pike, perch (wild catch), eel (farmed in Estonia), Baltic herring, and other fish. The production facilities and freezer that comply with EU standards were completed in 1998. Our Veterinary approval number is EE207EU.



Madis Merirand

Administrative manager

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JP Foods AS



Best Quality Wholesome Produce!

JP Foods AS was founded in 1992 and is specialised in seafood processing, wholesale and retail. Today the company has two productions located in Estonia and Albania. Over the years we have developed an effective technology that ensures high-quality products like hand-peeled shrimps in brine which are highly valued in Europe as well in our home market.

Cristof Paulberg

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Subland

Seafood processing, wholesale and retail

Subland OÜ is the holding company for Russian company Kalipso LLC. Kalipso is the biggest shrimp and seafood importer, processor and seller in Russia.





Mark Mägi

Member of board

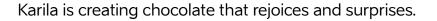
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Karila

More than flowers, more than chocolate



Our chocolate gifts combine sense of beauty — the flower, and delightful flavours — the chocolate. The edible flowers are the perfect present — it is a flower, which does not wither. It has a sweet ending instead. All our chocolate gifts and are handmade, and so each of a kind. Karila produces handmade confectionery since 2012. We sell all over the world, in large variety of stores and services.



Liina Lindsalu

Board Member

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Kodas

We believe that who we are is a reflection of what we eat. That quality in equals quality out.

Kodas is a fast-growing Estonian brand with the mission to promote a fulfilling lifestyle. We use sustainable methods to create delicious drinks and healthy foods that keep you productive and happy. At Kodas we strive to give our customers the best quality products possible. This has led us to win multiple awards both locally and internationally. The cornerstone of our success lies in our science-based approach.

We have an ongoing partnership with the Center of Food and Fermentation Technologies in Tallinn for over 12 years. In addition to our growing intellectual property, we are also ISO 9001 certified.

We offer range of ciders, sparkling wines, non-alcoholic drinks and organic smoothies full of natural energy and healthy fiber.

KODAS

Ingrid Grünvald

Export Manager

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Lightfood

A drink with a history!



Lighfood produces Ayran/Dough in an ecologically clean area of Estonia.

A naturally sparkling sour milk drink similar to kefir that is made in naturally clean environment in Kose in Estonia. It has been noted that ayran includes bacteria that are critical in keeping the digestive system functioning properly.

It is traditionally a cold drink made of yoghurt, water and salt.

Sergei Melnik

Sales Manager

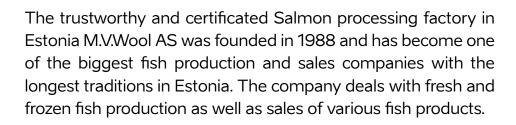
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M.\/\\/ool

Processing fish since 1988





Hendrik Rajangu

Sales Manager

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Revala

The best quality. Naturally.

An Estonian exporter of ice cream powders, milk powders and milk-based powder mixes. We offer high-quality milk powder alternatives. Our innovative products are enriched with natural vitamins based on Engevita nutritional yeast and probiotics. Revala is also for those who like ice cream, both regular and vegan, with many different ways to use our ice cream powders—in the HoReCa sector, factories, or even home use.



Rein Viilu

Chief Executive
Officer

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Roosiku Chocolate Factory



Tempting, guilt-free organic chocolate

Our chocolate factory's location is extraordinary, surrounded by the purest nature—primary forests and idyllic rolling hills. Our whole production process is completely organic and vegan. Our strength is that we are flexible, innovative and fast-growing. Our passion in Roosiku Chocolate Factory is producing the world's best chocolate: organic, vegan, unrefined sweeteners, natural healthy fats, and a small ecological footprint.

Reet Kasekamp

Marketing manager/
Partner

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Saidafarm

An ecological farm producing dairy products

Saidafarm is an ecological farm founded in 1992, producing 30 different milk products. We produce various types of curd, cream cheese, yoghurt and cheese. We have recently launched an innovative product: freeze-dried cheese chips. These are innovative, energy-rich dairy products that keep at room temperature all year round.



Juhan Särgava

CEO

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Saku Brewery

The oldest and largest brewery in Estonia

Established in 1820, Saku Brewery today produces not just beer but also a wide range of other alcoholic and soft drinks. Part of the Carlsberg Group, we are an export partner for 20 markets in the world. We are passionate about educating people in the sphere of drinking culture and the responsible consumption of alcohol.



Margus Masing

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Salvest

Tasty food that makes every day better

Salvest was established in 1946 and is one of the biggest Estonian-based food producers. Salvest is one of the biggest Estonian-based food producers with a portfolio of 195 products including canned soups, salads, baby food, jams, ketchup, mayonnaise, sauces, and more. Our products are 100% natural with no additives or preservatives. We offer a fully organic range of baby food products at competitive prices.



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Scanola

Good for food, Good for you

Scanola Baltic's rapeseed processing plant in Estonia uses heavy-pressing technology and rapeseed to produce high-protein rapeseed cake, feeding oil and refined rapeseed oil under the Olivia brand. High-quality Olivia rapeseed oil meets all the European quality requirements for fully refined vegetable oils.



Mikk Johanson

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Valio

Tasty dairy products made from the purest Nordic milk

Valio is one of the largest dairy companies in Estonia that produces and markets fresh dairy products and cheese made mostly of milk from South-Estonian farms. We manufacture more than 200 different dairy and cheese products in total. Our masterpiece Gran Regale derives from our passion for Italian matured hard cheese. Valio Gran Regale cheese is recognized as one of the best alternatives to Gran Padano DOP cheese.



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Värska

Beloved mineral water from untouched nature

AS Värska Vesi was founded in 1993 but our core brand Värska Originaal — crystal-clear mineral water full of useful minerals that has been dissolving in the water over tens of thousands of years — has been provided to customers to quench thirst and restore mineral levels since 1973. In addition to water with different mineral levels, Värska has recently added mineral water-based flavoured water, sports drinks, functional near water, juice drinks to its product portfolio.



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Estonian Chamber of Commerce and Industry

The Estonian Chamber of Commerce and Industry (ECCI) is the oldest and largest Estonian representative organization of entrepreneurs and was founded to represent and protect common interests of Estonian merchants, manufacturers, bankers, and ship-owners in the year 1925. Today, the ECCI with over 3,500 members is the largest business representation organization in the country.

The mission of the ECCI is to develop entrepreneurship in Estonia through business services and playing an active role in designing economic policy.

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Estonian Chamber of Agriculture and Commerce

The Estonian Chamber of Agriculture and Commerce — representing, supporting and protecting the interests of rural business operators.

The Estonian Chamber of Agriculture and Commerce has united agricultural producers and their unions, processors of agricultural products and their unions and companies providing services to the agricultural sector since 1996.

Its activities are aimed at ensuring balanced development within the agricultural production sector, the processing industry and the sector providing services to rural life. In order to achieve this, support is given to cooperation between local producers and processors and to trade in agricultural products in internal and external markets, and members are represented within a range of structures both national and international.

The Estonian Chamber of Agriculture and Commerce offers help in finding business partners, exchanges market and price information, organises forums and information days and makes arrangements for participation in trade fairs in Estonia and abroad.

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Estonian Food Industry Association

The Estonian Food Industry Association is an umbrella organization for the Estonian food industry. Our union has 67 member companies and three professional associations. The member companies of the Estonian Food Industry Association cover 85% of the Estonian food industry's production. Our mission is to facilitate the development of an environment in which all Estonian food and drink companies, whatever their size, can meet the needs of consumers and society while competing effectively for sustainable growth. To encourage export, we help Estonian enterprises in their participation foreign fairs.

PRODUCT PROMOTION

The Estonian Food Industry Association promotes its members' interests in areas such as food safety and science, nutrition and health, consumer trust and choice, competitiveness, and environmental sustainability. The organisation's contribution is based on sound scientific research, effective communication, and working within the regulatory framework to ensure that all food and drink issues are dealt with in a holistic manner.

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Enterprise Estonia

Innovative technologies, skilled professionals and Nordic business ethics make Estonia a smart choice. Enterprise Estonia helps you to connect with the leading Estonian companies. Estonia offers highly skilled professionals providing flexible and fast solutions at reasonable prices. We follow Nordic business ethics. Estonia is a smart choice. Here the time-to-quality ratio is right, we use innovative technologies, clean raw materials and invest in sustainability. Estonia's competitive economy supports multinational companies to high growth startups. We are a Northern European hub for industrial, global business services and supply chain sectors and a world leader in IT. Enterprise Estonia is a national foundation that aims to develop Estonian economy through three principal areas of activity:

- Developing Estonian enterprises and boosting export capacity
- Increasing tourism revenue
- Bringing high value-added foreign investments to Estonia

Contacts in UAE

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VIDEO PRESENTATION

