

OVERVIEW ABOUT TRENDS AND MARKET SITUATION IN ESTONIA

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NUMBERS

- 7000 manufacturing companies;
- 2200 mechanical engineering and metal work companies;
- 120 000 employers in manufacturing companies, every 5th employer is in industrial area;
- 35 000 in mechanical engineering industry (10 000 white-collar workers; 25 000 blue-collars);
- Federation of Estonian Engineering Industry: 102 members, Estonian biggest companies: BLRT, Harju Elekter, Hekotek, Fortaco, Radius Machining etc.
- Investments grew 13% more than last year (machinery, buildings).

OUR CHALLENGES WITH LABOR MARKET

- We do not have so many skilled people as needed;
- Engineering and metal work is not enough attractive to next generation;
- Finland, Sweden, Norway are always looking for new employers;
- Vocational schools do not have enough teachers and students;
- Young talents move to abroad.
- **HOW TO MOVE ON? Digitalization, robotics, efficiency...**

GENERALLY

- Government: Industrial Policy Green Book;
- Cooperation between companies;
- How to get new products and developments?
- What is the situation with global markets?

NEW DATABASE:

WWW.INDUSTRYESTONIA.COM

- Main target: to map different technology, machinery and investments to all interested partners;
- Solution to different requires – automatic system and portal;
- Tool to all export partners - You can find a suitable company based on their technology, materials, certificates or industry;
- Gate to right company, which is located in Estonia;
- We are going to continue with developments.



Link

Link



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ENG EST

industry
estonia



SEARCH for a supplier



SUBMIT a RFQ



9 different industries



70 companies in the database



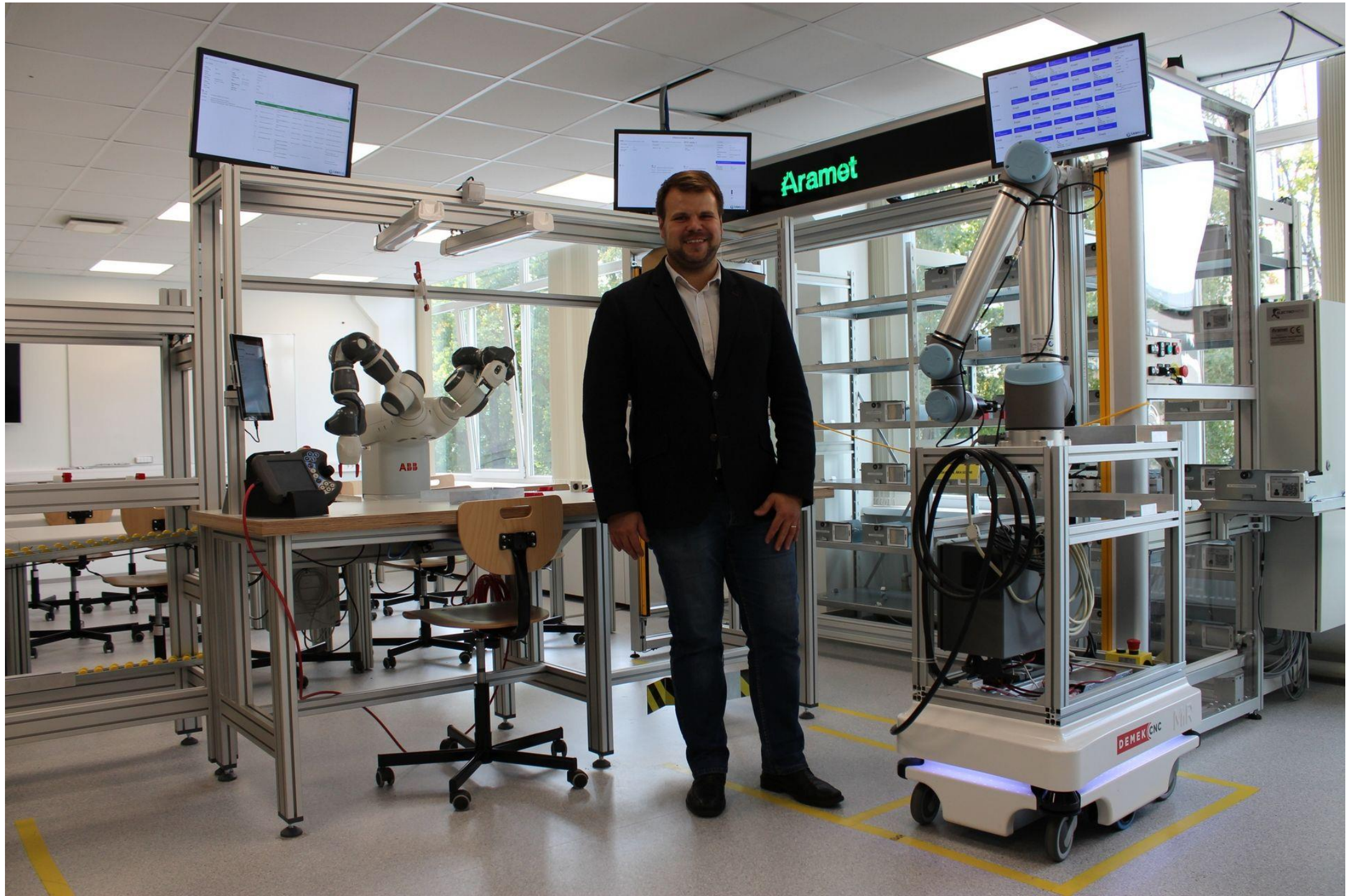
20 different technologies

DIGITAL AUDIT

- Led by IMECC OÜ;
- Target: to get overview and better understanding which is the company level with digitalization?
- Process: Comparison with different sectors and companies?
- 4 levels;
- Result: Strengths and weaknesses, how to move on?

INDUSTRY 4.0 LABOR IN TTK UNIVERSITY OF APPLIED SCIENCES

- Smart classroom;
- Production (3D printers);
- Robot;
- Mobile robot;
- Automated warehouse;
- Smart factory;
- [Facebook group: TTK Tööstus 4.0 labor](#)



ENTERPRISE ESTONIA: DIGIAUDIT

- Special tool to company;
- Neutral partner feedback to whole company;
- Suggestions to future;
- It is financed by EAS;
- Great results: Radius Machining – more than 60% profit growth.



"Diagnostika
aitas tõsta
meie kasumit
60%."

Veljo Konnimois
Radius Machining OÜ

WAITINGS FOR THE FUTURE

- How to understand real situation, which is the digitalization level?
- How to help companies with digitalization process, specially SME-s;
- What kind of skills we need for digitalization?
- What kind of services, products and partners we need for digitalization?
- ...but I am sure, we can do it in Estonia!

THANK YOU!

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