

Federation of Estonian Engineering Industry 2021. Meeting with CERN.

Triin Ploompuu
Head of the Board

About Federation of Estonian Engineering Industry

- 141 members: industrial companies, engineering services, sales organizations, universities and vocational schools;
- 12 members on advisory board;
- Estonian biggest industrial area umbrella and growing;
- Priorities: a) next generation; b) lobby work and publicity; c) business development
- Biggest companies: BLRT, Hanza Mechanics, Fortaco Estonia, Hekotek, AQ Lasertool, Harju Elekter, Estanc etc.

Main channels

You can read about Estonia engineering sector news and activities:

1) Our homepage: www.emliit.ee

2) LinkedIn profile: Federation of Estonian Engineering Industry (1186 followers)

3) Facebook: Eesti Masinatööstuse Liit ja tema sõbrad (3100 followers)

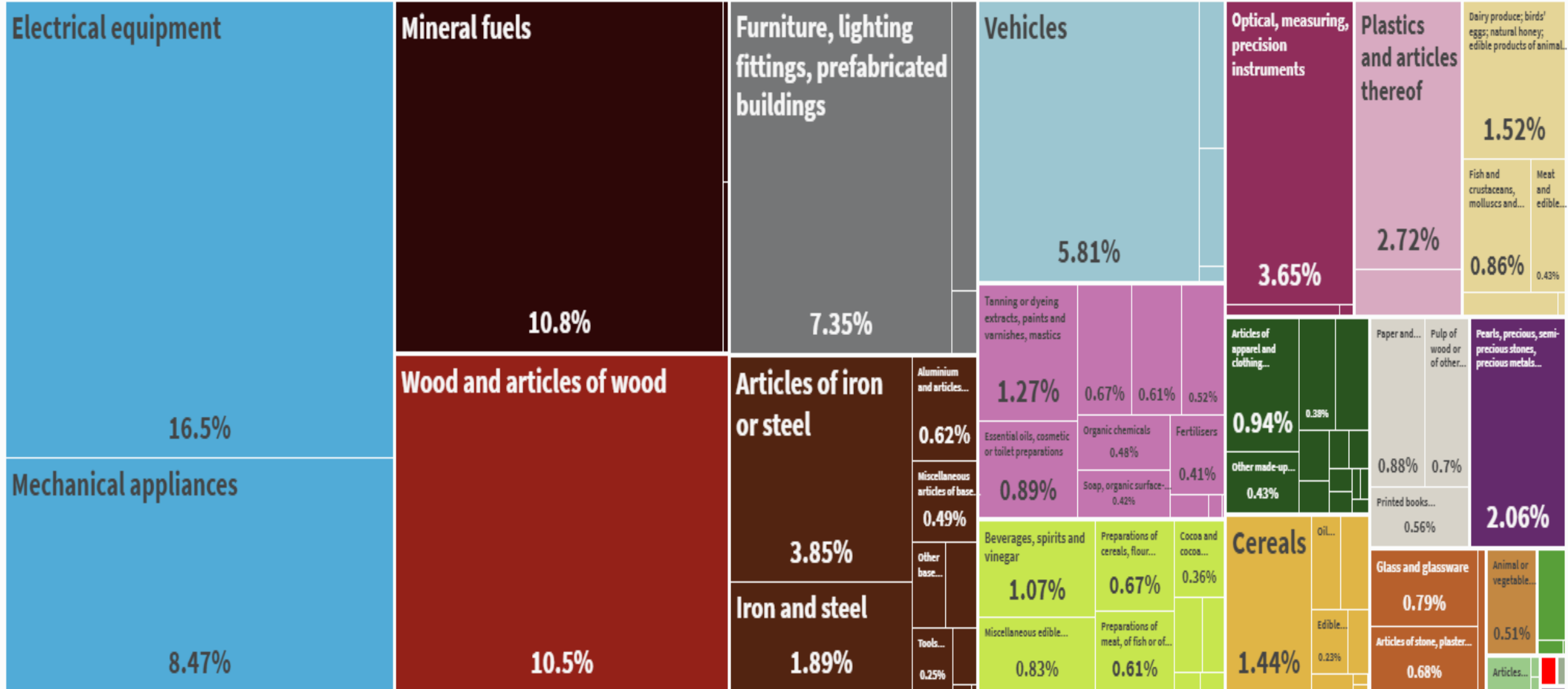
Welcome to check!

Facts and figures

- 150 years experience in engineering and metal work
- About 2200 companies in engineering and metal work area, 7000 in industrial area;
- 35000 employees (10 000 white-collars and 25 000 blue-collars); 126 000 in industrial area;
- About 80-90% of products are exported;
- Engineering industry is doing about 70% of Estonian export.

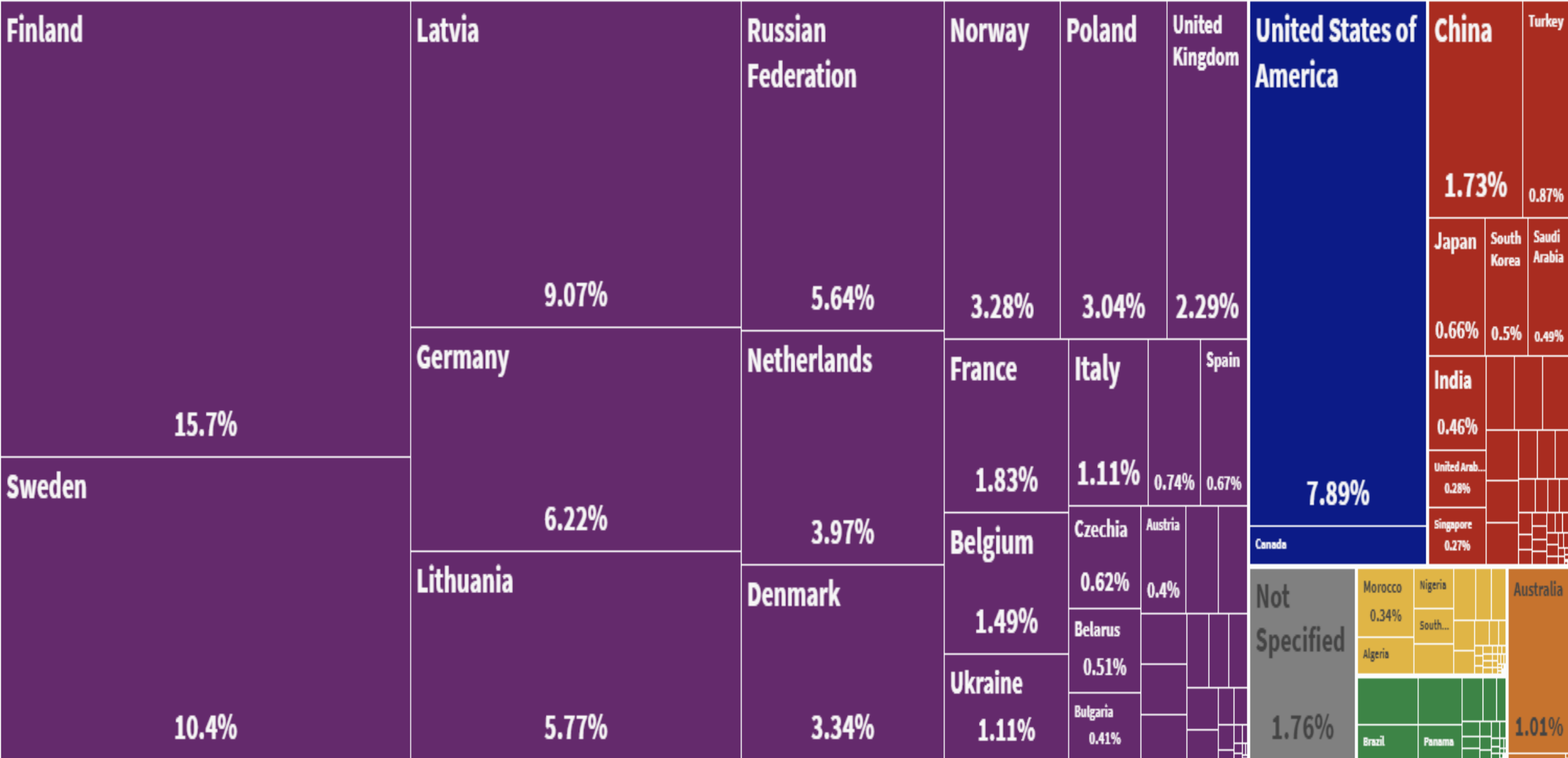
Estonian export 2020

€ 14.3B



Main destinations 2020

€ 14.3B



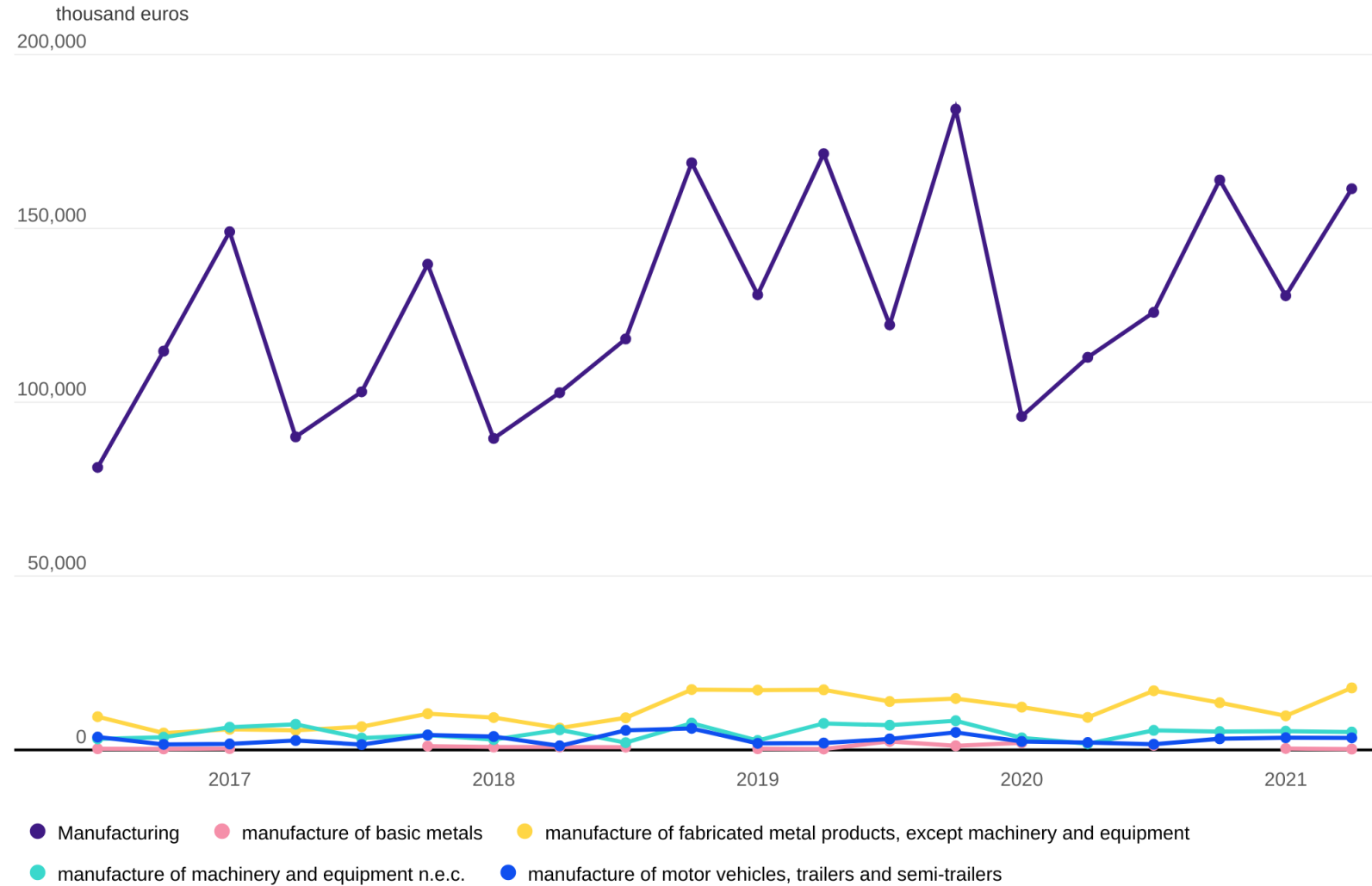
Major export partners (2020)

1. Finland 15,7%
2. Sweden 10,4%
3. Latvia 9,07%
4. USA 7,89%
5. Germany 6,22%
6. Lithuania 5,77%

Investments

Investments in tangible fixed assets by principal activity of engineering industry enterprises | 3rd quarter 2016 – 2nd quarter 2021

Source: Statistics Estonia

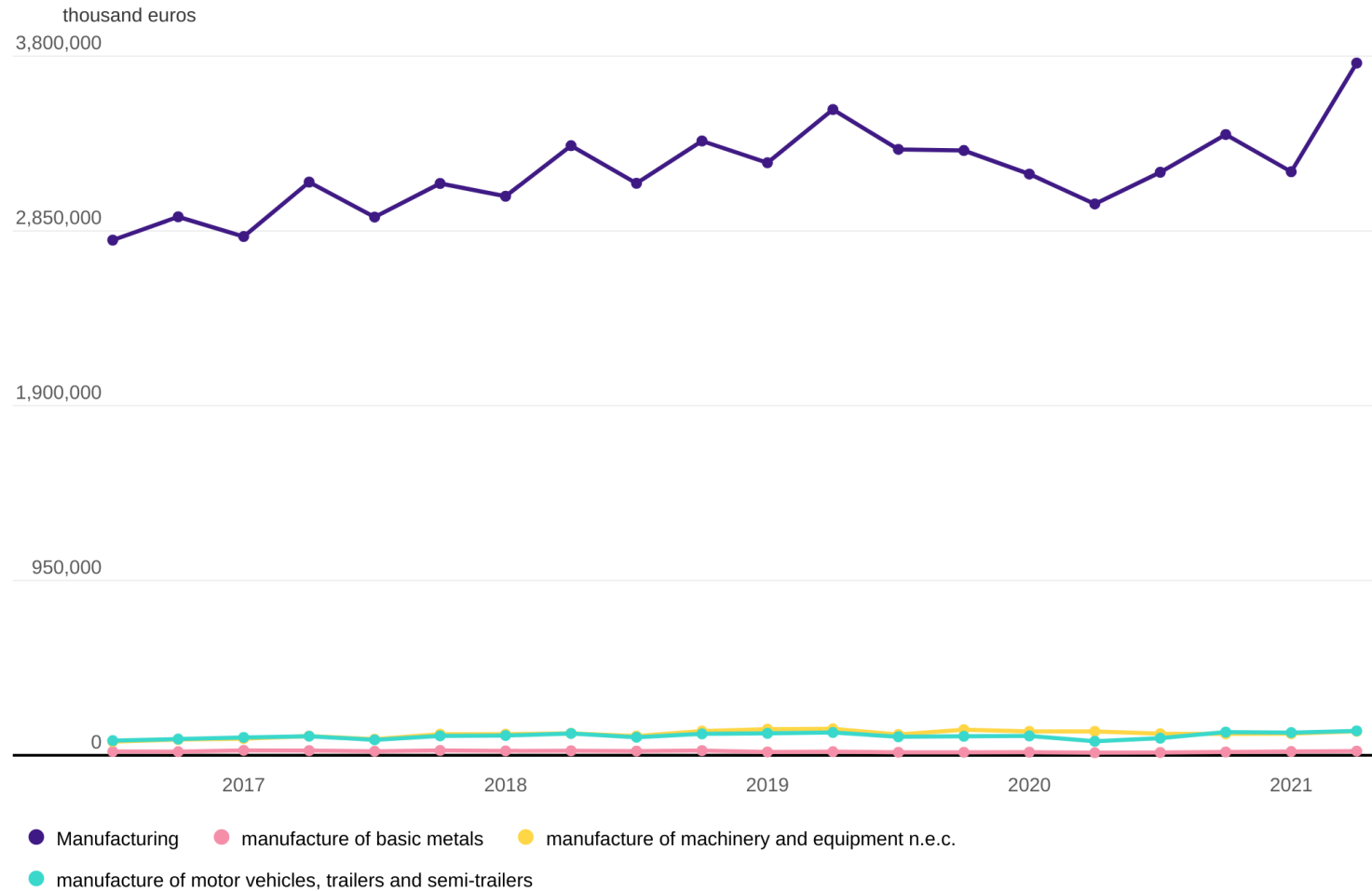


See interactive graph juhtimislaud.stat.ee

Turnover

Turnover of engineering industry enterprises by principal activity | 3rd quarter 2016 – 2nd quarter 2021

Source: Statistics Estonia

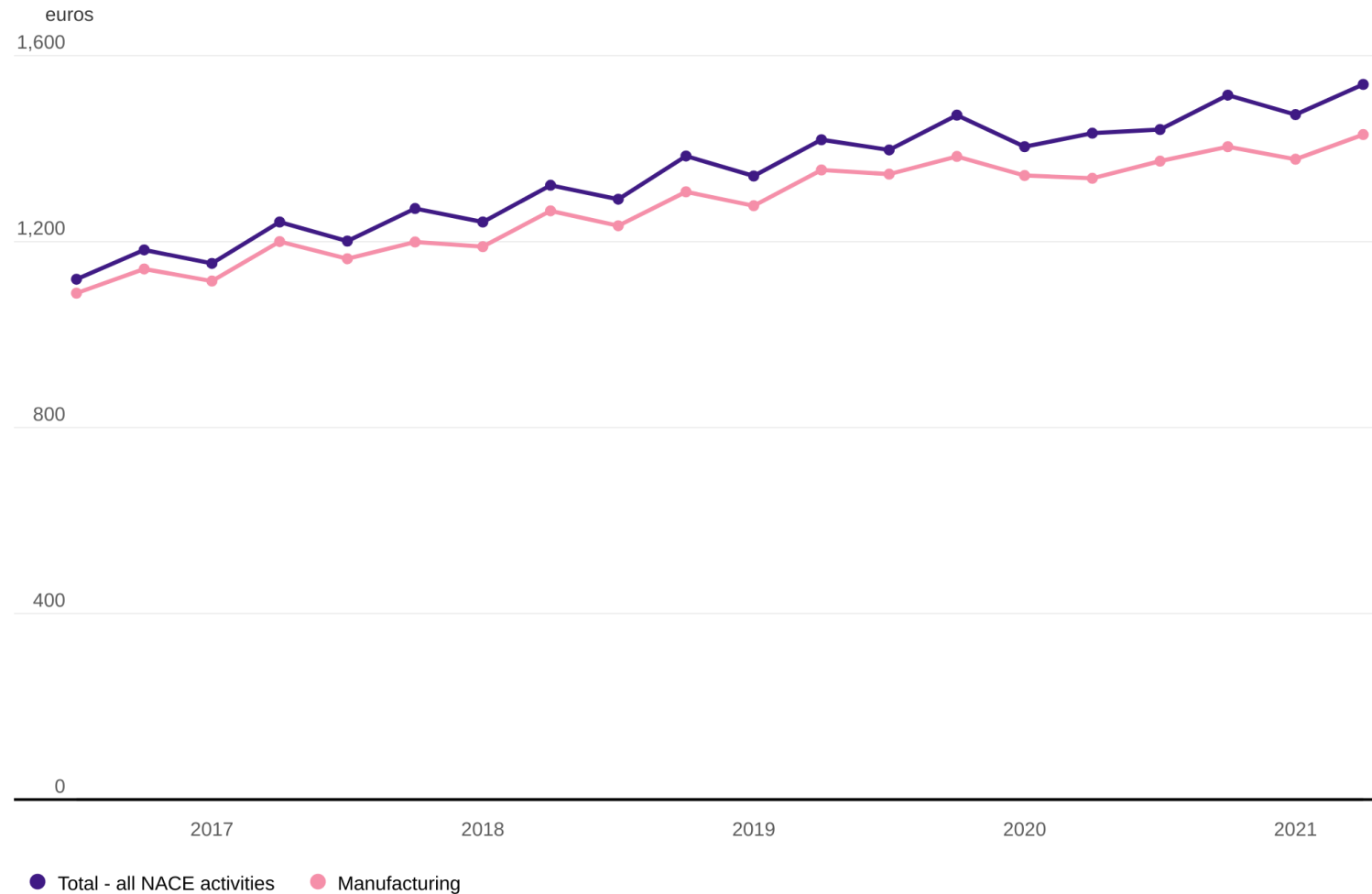


See interactive graph juhtimislaud.stat.ee

Average monthly gross wages

Average monthly gross wages and salaries in manufacturing enterprises | 3rd quarter 2016 – 2nd quarter 2021

Source: Statistics Estonia



See interactive graph juhtimislauad.stat.ee

Main trends in engineering area

- Digitalization/Automation/Robotics are really in focus;
- New product developments projects;
- Green economy/sustainability;
- Our companies need more engineers and skilled people (how to promote STEM education?);
- Corona19 has been even positive – companies made many changes with leadership, digital marketing etc.

CLEVERON, world's first robotics-based click and collect automation solution



CLEVERON, self-driving robot courier prototype



HEKOTEK, design and production of woodworking technologies and facilities



BLRT, shipbuilding and repair



Baltic Workboats, special boats



PALMS, forest cranes and trailers



Threod Systems, drones



Luksusjaht, luxury yachts



TechGroup, industrial machinery

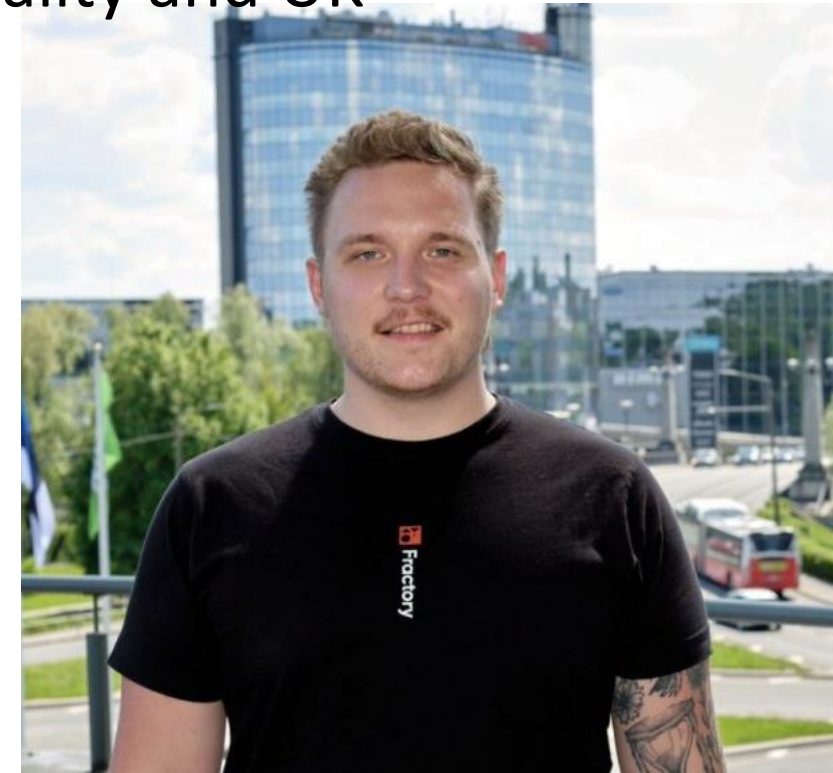


Magnetic MRO, total technical care maintenance and asset management



Fractory (Start-up in industrial area)

- Best industrial start-up in Europe 2019;
- Selling channel is digitalized;
- Savetime and order sheet metal fabrication in seconds. No more back-and-forth emails or phone calls. Guaranteed quality and UK-wide shipping in 9 working days.
- Estonian team, quick growth.
- (www.fractory.com)



Young entrepreneur of the year 2021 Martin Vares

Operail, locomotive modernisation



Auve Production, self-driving cars



GlobalReader (Start-up in industrial area)

- **Real-time factory tracker**
- Our software & hardware solution gives you real-time information on your production capacity. Get up to 30% of profit with production effectiveness.
- GlobalReader collects data from your production and provides insight into why real performance is different from the production plan. Bring decision-making from planning to real-time. You'll get instant notifications when interruptions and downtimes occur.
- www.globalreader.com
- Made in Estonia!

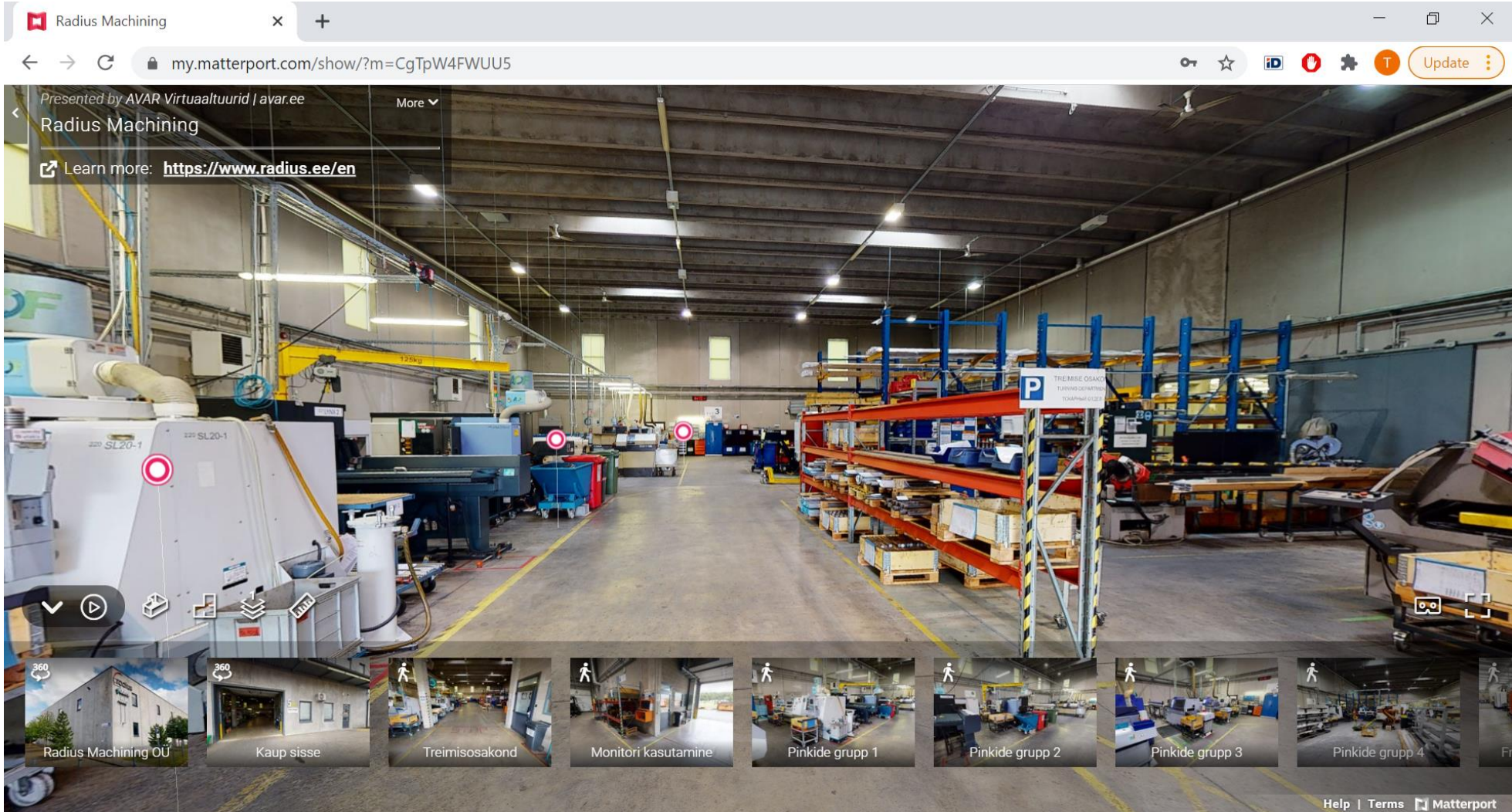
Dipperfox, Stump Crusher



Saunum, The world's most advanced sauna solution



Virtual tours (Radius Machining case)



Thank you!

Business development, contacts, statistics
– we know!

For more information please do not
hesitate to get in contact.

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