

taste
estonia



Taste Estonia

Estonia represents the very best of Northern Europe. Fresh air, clean water, long traditions and technological innovation. Our food and beverage products embody these qualities in the perfect way.

We invite you to discover exciting tastes from the country with:

fresh air, clean water, pure food.



ESTONIAN
CHAMBER OF COMMERCE
AND INDUSTRY



REPUBLIC OF ESTONIA
MINISTRY OF RURAL AFFAIRS



EMBASSY OF ESTONIA
SEOUL

Minister of Regional Affairs

Madis Kallas

Madis Kallas is the Minister of Regional Affairs of the Republic of Estonia from 17 April 2023. He is a member of the Social Democratic Party. Previously he served as the Minister of Environment being responsible for the environment and nature protection. Before that he was the mayor of Saaremaa Municipality, which is also the biggest island in Estonia.



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.

Estonia is the country where traditions meet innovation with open heart and good spirit. Estonian agricultural sector is open to innovative solutions to meet the challenges of green and sustainable growth. Crops account for around 50 % of agricultural output, animal output is slightly over 40 %, with milk production being the main contributor. Forests cover around 50 % of Estonian territory, agricultural land 25 %, with 3800 km of coastline and scarcely populated land there are abundance resources to produce high-quality food. Estonian main export articles are dairy products, grain, fish and fish products, meat and meat products and spirit drinks. As innovation, digitalization and new technologies are at the core of Estonian development, we promote exchange of experience and international cooperation between governments and companies also in the area of agriculture and food production.



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. What started out as a company that wanted to offer something special and unique for the Baltic markets has grown to be a known player worldwide. We are mainly focused on manufacturing all different kind of snacks with over 100 SKU's in the portfolio. Our main export articles are Grand Potato Chips and TEXAS Popcorn. In the past 5 years the export sales have increased 500%, making 53% of the total turnover. We are active on more than 50 markets, the biggest ones being Asia, Scandinavia, United Kingdom and Middle-East. We are working with the biggest retailers and distributors which include 7Eleven, Costco, Carrefour, LOTTE and Auchan. We are also offering private label opportunities for our partners and are flexible in terms of negotiations and cooperation in general.

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Chocolala

Top 10 chocolate shops
in the world (Fodors)

A lawyer + a banker = chocolate? Not the first thing that comes to mind, to be sure, but that's still what happened when Kristi and her husband Youssef decided to take a leap of faith, leave their careers and follow their dream. Armed with their passion, their will and the inspiration nature gives them they create the tastebud-inspiring Chocolala that lets you taste the forest, fruits and flowers in every bite. Just think about chocolate infused with caramelised birch sap, spring's first spruce sprouts, dewy blueberries and black currants... These are the ingredients Chocolala is made of, with hands, eyes and heart, allowing this unique chocolate to conquer so many tastebuds. We bring you happiness!

Chocolala

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Dago Seaberry

All about SeaBerry



Dago Seaberry is part of Astelpaju Eksport TÜ, an innovative seabuckthorn (*Hippophae rhamnoides L.*) growing cooperative in Estonia. Our family's experience with this plant goes back to 1994 when the first hectares were planted. Today, the family business has expanded to over 900ha of irrigated plantations - biggest in Estonia and Europe. We produce organic high-quality (high nutrition value and big in size) berries. Due to our innovative late-harvest method, our berries have a higher oil content and flavours are milder, less acidic, and more pleasant on the palate. We are looking for long-term partners who would be interested in B2B cooperation. Currently, there is a supply of 700T of berries and our annual production is around 3000T.

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Member of the Board

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Kohe

KOHE - a specialty quality instant coffee.
Kohe is art. Kohe is science.

KOHE is a revolutionary product in the coffee industry. It is an instant coffee made from high grade specialty quality coffee beans. The goal is to offer the best filter coffee experience you have had in an instant form. Kohe coffee allows people to take a cup of excellent coffee anywhere anytime.



kohe

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Mull drinks

Nordic craft drinks company

MULL°

In order to make premium drinks one needs carefully selected raw materials, lot of passion and element of luck. MULL° drinks is crafting Estonian sparkling wines and alcohol free sparklings. We don't skimp on the quality of the ingredients we use, but we do skimp on sugar and all kinds of chemicals. Our drinks are all natural and low in sugar. No artificial preservatives, flavours or additives. Made with love in North of Europe, Estonia.

Raw materials used are handpicked in North of Europe. We adore rhubarb. Organic rhubarb juice makes great ingredient for a drinks base. Rhubarb in Estonia is the same as grapes are for France.

Lauri Sild

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Saku

The oldest and largest brewery in Estonia.

Saku Brewery is the oldest and largest brewery in Estonia, producing not just beer but also wide range of other soft alcoholic drinks and non-alcoholic drinks. Saku has an approximate annual turnover over 70 million Euros. The average number of employees is 350 people. Saku Brewery is part of the Carlsberg Group and also an export partner for 20 markets in the world. The company attaches high importance to educating people in the sphere of drinking culture and responsible consumption of alcohol. We are looking for long term relationship, partners who are interested about our brands and products, partners who are willing to invest to products and brand success in the local market, previous experience with beverage category and access to decision makers.



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Veganic

Tasty and healthy plant-based protein products

Veganic was one of the first Estonian brands to focus on the development, production and sale of plant-based protein foods. A significant participant in the food industry market in Estonia and supply our products to the EU. Veganic is a product line-up, that looks, cooks and satisfies like traditional meat products, but is entirely made from plants, without GMO or SOY. It is a perfect alternative for meat lovers who want delicious, juicy food experience, with no sacrifice required. We provide 3 types of packaging to satisfy all ranges of clients: Retail for market chains, Food service packaging and Bulk for post-processing on the factory facility of our clients (slicing, shredding, packing under your own brand). The products are delivered frozen and have a shelf-life of 1 year. If you are looking for a reliable partner in the emerging vegan food industry, we are at your service.



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The Estonian Chamber of Commerce and Industry

First Business Address in Estonia

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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Enterprise Estonia

Your source of smart products and services

Innovative technologies, skilled professionals and Nordic business ethics make Estonia a smart choice. We help you to connect with the leading Estonian companies. Trade Development Agency is a part of Estonian Business and Innovation Agency, a government agency supporting Estonian companies with export strategies and plans, helping to find suitable business partners all across the world, also assisting international companies in finding business opportunities in Estonia.

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