

## Overview of Estonia

Estonia is a country in the Baltic region of Northern Europe.

The population density in Estonia is 30.3 people per km<sup>2</sup>. Estonia is the third most sparsely populated country in the EU.

About 1.1 million people speak Estonian, one of the world's smallest official national languages. Estonians also speak a variety of other languages. According to OECD's PISA results, Estonian basic education is the best in Europe and in the top 8 globally.



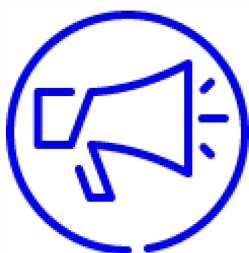
Forests cover over half of Estonian territory. More than 40% of the forests belong to the state and are certified as organic collection areas. Everyone can freely pick berries, and mushrooms or just enjoy the freshest air.

The export of Estonian products and services is over 77% of our GDP. The major exports are electrical machinery and equipment, wood and wood products, and mineral products. The main export destinations are Sweden, Finland, and other nearby countries.

With 140 enterprises, the manufacturing of wooden houses is one of Estonia's key industries. Around 85-90% of houses are exported, mainly to Norway, Germany, and the UK, making Estonia the most successful home exporter in Europe.

## Practical facts

- ✓ 230 V voltage, type F power sockets
- ✓ emergency number 112
- ✓ time zone: UTC +2
- ✓ currency: euro (€)
- ✓ weather in May: average temperature from 6C to 15C; breezy, showers may occur



### Language tips

Hello – Tere  
Thank you – Aitäh  
Sorry/Excuse me – Vabandust  
My name is – Minu nimi on...

## Wood industry

Estonia has one of Europe's largest bio-economies, including world-leading expertise in forest-based activities. Supported by high-quality natural resources, ultra-high use of IT and supportive policymaking, Estonia offers a range of production and innovation opportunities.



Estonian national forests are all 100% FSC (1,4 mil ha) and PEFC (1,2 mil ha) certified. In total, about 60-70% of Estonian forests are certified. In private forests, the certification process is still undergoing, and the total area of certified private forests grows each year.

Although Estonia is a small country, we have a long coastline and numerous ports that can be used to ship goods to any place in the world. Estonia has some of the most northern ports that are kept ice-free all year round.

## Facts

- ✓ #1 in certified woodhouse production in Europe
- ✓ #3 biggest wooden houses exporter globally
- ✓ €2.12 bln export turnover
- ✓ full value chain from forest management to end products
- ✓ diverse product range from renewable energy to furniture, houses and design elements
- ✓ modern and efficient technologies with the active implementation of ICT

## Machinery & metalworking industry

The industry branches into metals and metal products (57%), transport equipment (21%), machinery, tools & equipment (18%). It is a dynamic, internationally focused mechanical engineering ecosystem.

# Estonian economy

#1 - OECD Tax Competitiveness Index 2022

#18 - Ease of Doing Business, The World Bank 2020



Estonia's open and stable economy is characterized by adaptability and innovation. With a conservative budget policy, flat-rate income taxation, extensive freedom for foreigners to own land, and 100% profit repatriation, Estonia is one of the most business-friendly countries not only in Eastern and Central Europe, but in the whole world.

## Advantages

- ✓ Sizeable bio-economy delivering economic, social and environmental benefits.
- ✓ Availability of high-quality, sustainably produced natural resources.
- ✓ Ultra-high use of IT in planning, management and innovation.
- ✓ Commitment to sustainable development in bio and circular economies.
- ✓ Northern European hub for industrial, supply chain and GBS activity and a world leader in ICT.

## Trade with Estonia

Estonia offers complimentary sourcing services to find the right business partner for your needs. Our export advisers and officials of Estonian Embassies are well-informed and ready to assist you as needed. In addition, Invest Estonia team is happy to help you via its e-consulting service, organize online or offline follow-up events such as virtual investment visits and guide you through the fairly simple process of investing in Estonia.

Find out more: [www.tradewithestonia.com](http://www.tradewithestonia.com)