



electronics
estonia



smart
electronics
from Estonia

Estonia's electronics industry

Home of smart electronics

Estonian electronics companies —
your reliable partners

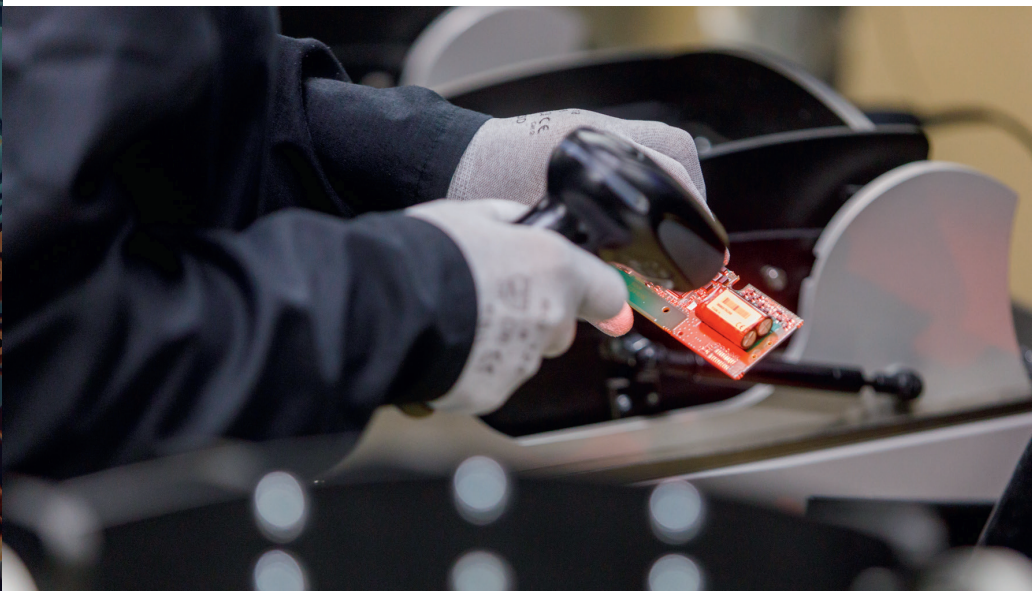
- One of the largest electronics sectors in Europe per capita.
- Full value chain of R&D, prototyping, precision manufacture, assembly, and service.
- Smart electronics for different industries.
- World-class Electronics Manufacturing Services (EMS) for professional segments.
 - Modern practices and innovation — LEAN, Six Sigma, Industry 4.0.
 - Environmentally and socially sustainable manufacturing processes.
 - Training, design, assembly, and production are organized in strict accordance with IPC standards.
- Professional engineering and aftersales services.
- Estonia is a great test site for the experimental deployment of new products and processes.
- Widespread use of the English language in engineering and IPC training.

Electronics industry in Estonia

Estonia has become the go-to country for those needing a partner for the manufacturing or designing of electronics products and systems in Europe. The success of the Estonian electronics sector is attributed to the level of added value, efficient processes, highly responsive product development, and extended presence in globalized markets.

With more than 250 companies and 12,000 employees, the electronics industry is one of the largest industrial sectors in Estonia, with companies focused on customer satisfaction, quality, and growth. The sector contributes nearly 2 billion euros annually to the country's exports.

Estonia's electronics industry demonstrated remarkable resilience during the Covid-19 years of 2020 and 2021, bringing record revenues for many companies.



93%

of the Estonian electronics industry's output is exported, making up 23% of Estonian industrial exports (2021). Main export destinations are the United States, Sweden, Finland, and Germany.

The manufacture of electronic and electrical equipment is divided into two sub-branches.

The manufacture of computers, electronic and optical equipment makes up about 70% of the sector's turnover. The activities of companies range from Electronics Manufacturing Services to producing telecommunications, industrial, medical and automotive equipment and components (PCBs, supercapacitors, power semiconductors, transformers, cables, etc.). The largest companies operating in the sector are Ericsson Eesti AS (mobile network equipment), Enics Eesti AS (electronic components for industrial and medical equipment), Scanfil OÜ (industrial electronics equipment), Stoneridge Electronics AS (automotive electronics), AS Eolane Tallinn (communications equipment) and FLIR Systems Estonia OÜ (thermal imaging cameras, components, and imaging sensors).

The manufacture of electrical equipment makes up the remaining 30% of the sector. The largest companies in the sector are ABB AS (the production of electrical distribution equipment and power generators), Ensto Ensek AS (electricity distribution equipment and control equipment), AS Konesko (electric motors and equipment), AS Draka Keila Cables (cables and cable harnesses), Amphenol ConneXus OÜ (interconnect products), AS Glamox (lighting solutions) and AS Harju Elekter Elektrotehnika

(electrical equipment for power distribution).

Electronics manufacturing is dominated by local branches of international corporations managing large-scale export production. A number of these companies also have their development teams in Estonia or use local engineering services. Estonian companies offer mainly engineering services and are eager to develop innovative products and technologies.

Excellent skills, flexibility, and a highly efficient business environment make Estonian companies valuable cooperation partners. Companies established in Estonia greatly benefit from simple labor and tax legislation combined with a conservative economic policy. Modern ICT solutions make operating a business extremely efficient and convenient, saving time and money.

For example, a company can be started online in just 15 minutes. Local value chains work smoothly, from developing ideas and manufacturing prototypes to large-scale volume production. This is why companies such as Ericsson, ABB, Stoneridge Electronics, Scanfil, NOTE, Enics, Eolane, and FLIR Systems operate in Estonia.

250+ companies
12,000 employees
Turnover: EUR 2 billion
93% exported

The Estonian Electronics Industries Association

The Estonian Electronics Industries Association is a voluntary non-profit organization with the primary objective of promoting cooperation between member companies, schools, and the public sector to increase the competitiveness of the Estonian electronics industry. The association works closely with government agencies and ministries, representing the views and interests of the electronics industry.

Our over 70 member companies cover the value chain of the electronics industry in its entirety, including R&D, product development, testing, manufacturing, repair, recycling, logistics, supply of components, consumables, and equipment, as well as education, professional training, and recruitment.

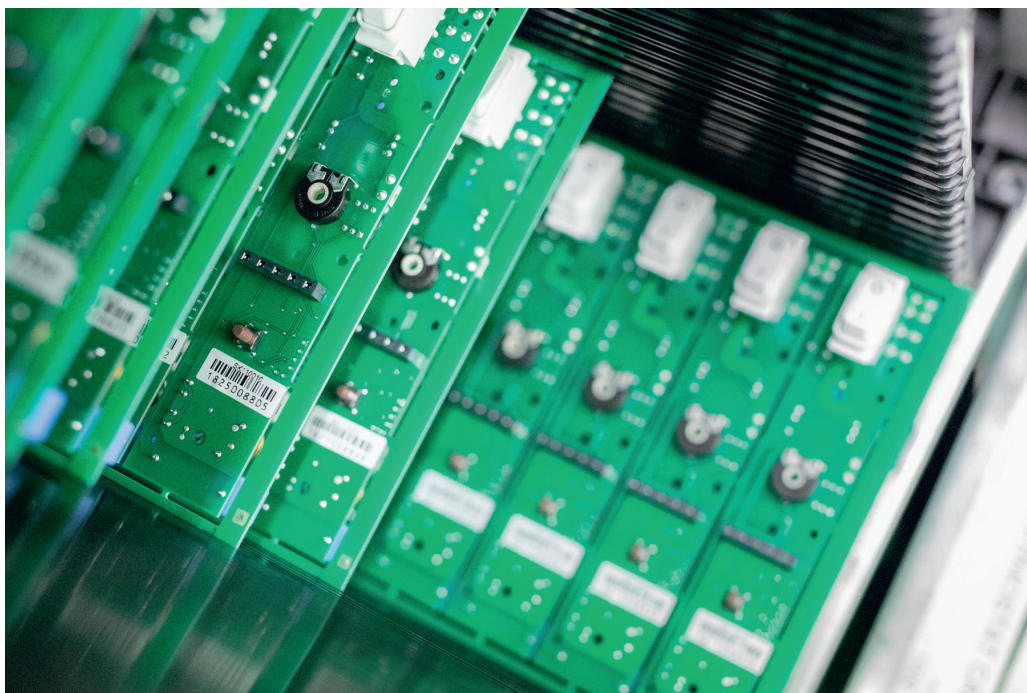


Photo by Renee Altrov

THE ASSOCIATION OFFERS:

- a single point of contact for potential customers, suppliers, partners, and investors;
- joint marketing activities for our members;
- contacts with governmental authorities and other organizations;
- facilitating R&D collaboration between members and external entities;
- seminars, conferences, and workshops.

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ESTONIANELECTRONICS.EU



ESTONIA AT A GLANCE

Innovative technologies, skilled professionals, and Nordic business ethics make Estonia a smart choice.

OFFICIAL NAME

Republic of Estonia

CURRENCY

Euro

MEMBERSHIPS

EU, NATO, OECD, Schengen area

AREA

45,339 square km neighbouring
Finland, Sweden, Latvia, and Russia

POPULATION

1.3 million. Estonia is one of the least
densely populated countries in the
world.

CAPITAL

Tallinn — 456000 inhabitants

OTHER MAJOR CITIES

Tartu (95,400), Narva (53,400), Pärnu
(50,600), Kohtla-Järve (32,600)

LANGUAGE

Estonian. Other languages such as
English, Russian and Finnish are also
widely spoken.

TIME ZONE

GMT + 2 hours

DISTANCES FROM TALLINN

Helsinki 85 km, Riga 307 km,
Stockholm 405 km, Vilnius 605 km,
Rotterdam 2,194 km

FLIGHT TIMES

Helsinki 35 min, Stockholm 1 h,
Copenhagen 1 h 30 min, Frankfurt
2 h 20 min, Amsterdam 2 h 20 min,
London 2 h 45 min

TAXES

Companies registered in Estonia do not
have to pay income tax on reinvested
profits. Today 95% of income tax
declarations are submitted online. Profit
extracted as dividends is subject to
corporate income tax ranging from 14%
to 20%.

ELECTRONIC SERVICES

Estonia is one of the most advanced
digital society in the world, where 99%
of state services are available online.
Documents can be signed digitally
with the national ID card, considered
legally equal to a normal signature. All
web environments that offer e-services
can be accessed with the ID card.
E-residency is available to foreign
nationals who want to benefit from
Estonian electronic services.

BANKING

The Estonian banking sector is
comfortably IT-facilitated, quick, and
flexible. 99% of banking transactions in
Estonia are done electronically.

ADDform

KEYWORDS

- Additive
- Manufacturing
- Supplier,
- MJF,
- SLS,
- SLA,
- Polyjet,
- FDM
- Assembly services
- 3D Scanning and Design Services

BUSINESS OVERVIEW

ADDform offers the highest quality 3D printing services, component assembly, 3D scanning, and design services without compromise. Additionally, we have a state-of-the-art coloring system that can dye multiple colors, we can offer wet paint matt and gloss and clear protective coat the details where requested, including ESD coatings.

WE OFFER

- Printing
- Design
- Scanning Services
- Assembly



Breakthrough
3D Printing Productivity



ADDFORM OÜ

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ADDFORM.EU



CORE COMPETENCIES

- Component sourcing
- SMD Pick&Place, manual and automatic
- HMD soldering (wave, selective, hand)
- Automatic Optical Inspection
- Programming & Testing
- Repair (including BGA rework)
- Cable harnesses
- Mechanical assembly
- Boxbuild

BUSINESS OVERVIEW

Established in 2007, ALK-Technic is active in the EU markets, offering assembly services for the electronics industry.

We are mainly orientated on fast prototypes, pilot batches, small and small-to-mid series, serving different clients from engineering bureaus and small workshops to supporting bigger enterprises at their peaks.

As a subcontractor, we can provide a wide range of value-added services to simplify your internal processes and meet your needs in order to achieve a smooth supply chain.

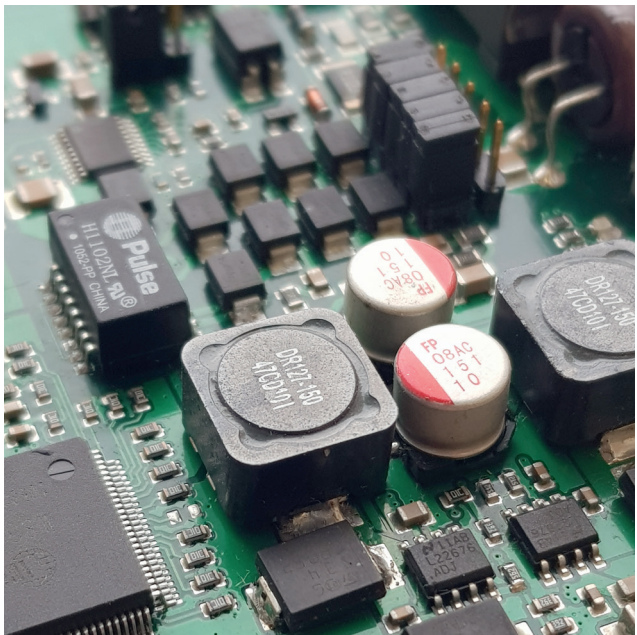
If you are in need of cost-effective, flexible solutions, ALK-Technic may be exactly the partner You need.

ALK-TECHNIC OÜ

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ALKTECH.COM



FROM IDEA TO PRODUCT

We help customers turn their innovative ideas into tangible electronic products.

KEY FACTS

- 20+ years
- 100+ clients
- 500+ projects
- 25,000+ devices

PRODUCT EXAMPLES

- EMV ticketing systems
- Scientific equipment
- Smart home products
- Motor control boards
- E-paper signage
- VLC & FSOC devices
- P2P microwave links

BUSINESS OVERVIEW

Artec Design is a product development company covering the complete design cycle of an electronic product, including conceptualisation, electronic, mechanical, FPGA and software design as well as production. Established in 1998, Artec Design has strived to constantly improve its standards in order to provide high quality services to clients from Finland, Germany, Japan, USA and many other countries. Furthermore, Artec Design has also been granted the ISO 9001 certificate.

WE FOCUS ON

- Development and manufacture of devices for embedded applications
- Integration of software and hardware products based on customer requirements

Our portfolio includes devices developed to industries ranging from automotive, defence, telecom, non-invasive medicine as well as smart home solutions among others.

WE OFFER

- Schematic design and PCB layout
- FPGA design
- Firmware and software development
- Industrial design
- Prototyping and production

ARTEC DESIGN OÜ

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ARTECDSIGN.EE



CORE COMPETENCIES

- Electroacoustics
- Audio reproduction
- Experienced engineering support
- Quick and reliable production

CERTIFICATES

- ISO 9001:2015

CLIENT PORTFOLIO

- Producers of industrial electronics
- Producers of loudspeakers for high quality stereo systems and home cinemas

BUSINESS OVERVIEW

The history of Audes LLC OÜ can be traced back to year 1935. The factory has been operating on its current premises since 1959. The company manufactures high quality loudspeakers for stereo systems and home cinemas, soundbars for various TV sizes and screens, as well as audio tube amplifiers. Audes LLC OÜ also produces cabinets for high end loudspeakers with various high quality surface finishes under OEM terms for the world leading audio equipment brands.

Another branch of the company's activities focuses on transformers which are produced in a broad range of form factors according to the drafts and drawings of the customer. The factory is fully equipped for producing various types of transformers in small and medium sized batches. If necessary the company can develop transformers according to the customer's requirements. In addition, Audes LLC OÜ provides assembling services for electrical units, control panels and equipment, as well as complete assemblies, quality control and packaging.

WE OFFER

- Production of transformers (Toroidal, EI, UI, 3UI, PCB mounting, ferrite, chokes)
- Production of electrical assemblies
- Production of audio equipment

AUDES LLC OÜ

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AUDES.EE



Boomerang Cable

KEYWORDS

- Wire Harnesses
- Cable Assemblies
- Assembly and Box Build
- Hand Soldering

CERTIFICATES

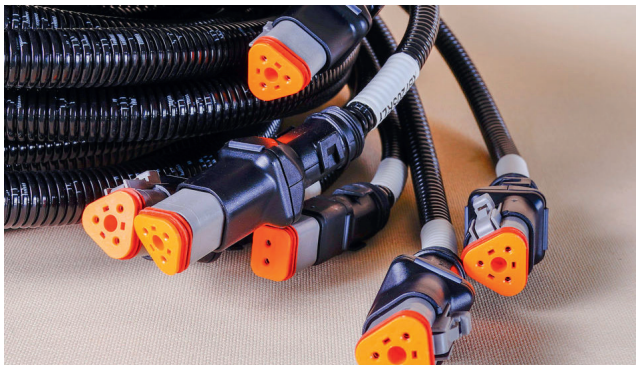
- ISO9001
- ISO14001

BUSINESS OVERVIEW

Established in 2007 in Tallinn, Estonia
Specialized in wiring systems and harnesses for industrial applications
Low to high volume and low to high level complexity

WE OFFER

- Cost effective production
- Work intensive and high-complexity products
- Hand soldering
- High service level
- Short lead times
- On time delivery

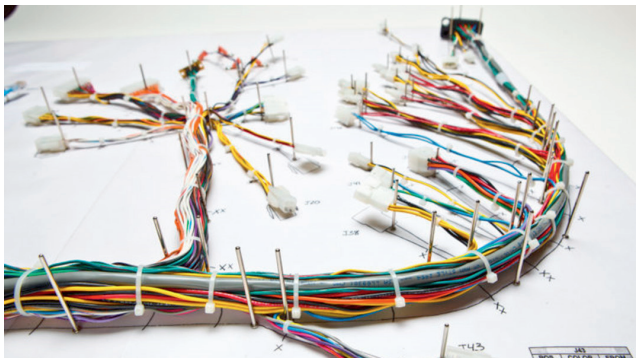


BOOMERANG CABLE OÜ

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Demek CNC



EXPERT IN AUTOMATION, MACHINERY AND EQUIPMENT PROVIDING AND MAINTENANCE

BRANDS

- DMG MORI
- Universal Robots
- Mobile Industrial Robots
- Robotiq
- OnRobot
- Indeva
- Vention
- Cajo

OUR PRODUCTS

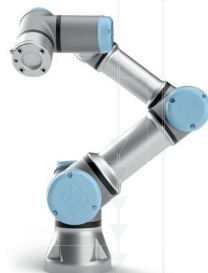
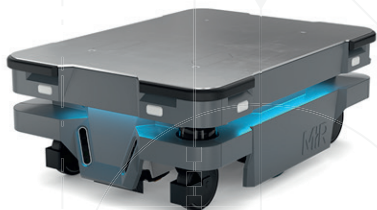
- Machining and turning centers
- Lasertec and Ultrasonic machines
- Additive manufacturing machines
- Collaborative robots
- Autonomous mobile robots
- Automation solutions
- Laser marking
- Maintenance and repairing

BUSINESS OVERVIEW

Demek CNC supplies metal processing machine tools, accessories, equipment and automation solutions. We provide a complete solution that includes the selection of equipment necessary for production, its installation and maintenance, technology development, training, programming and automation of production. Our key advantages are competence, flexibility, and response speed, along with experienced employees who have been working in this field for up to 30 years.

WE OFFER

- DMG MORI machining and turning centers, grinding, laser and additive manufacturing machines.
- Universal Robots collaborative robots.
- Mobile Industrial Robots internal transportation and material handling solutions.
- Indeva manipulators and lean systems.
- Vention aluminum profiles and equipment made from profiles, mainly for automation
- Cajo laser marking machines.



DEMEK CNC OÜ

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DEMEK.EE



CORE COMPETENCIES

- Quality
- Flexibility

WE OFFER

- Cable assemblies
- Wire assemblies
- Wire harnesses

CERTIFICATES

- ISO 9001
- ISO 14001
- UL-certified cable production

BUSINESS OVERVIEW

Electronics Manufacturing Services and Cable Assemblies

WE OFFER

- Full-service Contract Manufacturing of cable assemblies and electronic products from prototype manufacturing to large-scale volume production
- High-quality manufacture of customer specific cable and wire assemblies

WE ARE

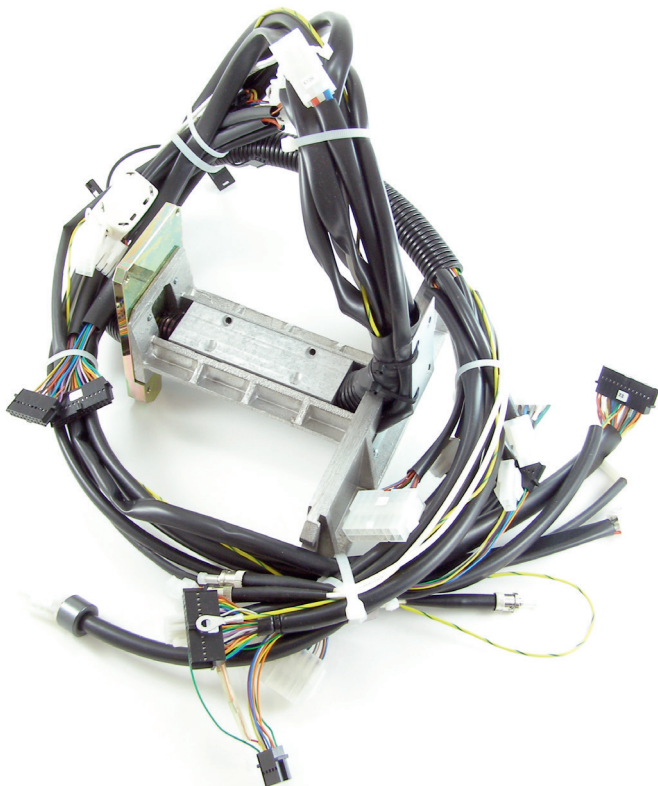
Reliable partner in cable assemblies and electronic products with more than 30 years of experience

DICRO EESTI OÜ

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DICRO.FI



ELBEST

**FOR A BETTER WORK ENVIRONMENT
DEDICATED TO HUMAN WORKSPACE**

elbest

BRANDS

- TRESTON
- AUER Packaging
- Kongamek
- Tellure Rota
- GLOBAL STOLE

OUR PRODUCTS

- ESD technical furniture
- ESD storage boxes and containers
- ESD trolleys

BUSINESS OVERVIEW

We have more than 15 years of experience supplying technical furniture and various ESD-accessories in Estonia and Latvia. Elbest is an authorized distributor of TRESTON, one of the world's leading suppliers of industrial furniture and workstations. Our customers can rely on us to provide them with expert services for building quality ergonomic work environments. Our wide range of ESD-products are suitable for use in ESD protected areas (EPA) and meet all requirements of the electronic industry.

- Authorized distributor of TRESTON technical furniture
- Authorized distributor of AUER PACKAGING plastic storage products
- Authorized distributor of KONGAMEK trolleys

**ELBEST
KAUBANDUS OÜ**

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ELBEST.EE



Energiatehnika

DESIGN AND MANUFACTURE OF ELECTRICAL AND
AUTOMATION EQUIPMENT



WHAT WE DO

- Motion control
- Power electronics
- Testing equipment

CERTIFICATES

- ISO9001 certified

ENERGIATEHNIKA

is an owner-managed electrical engineering company established in 1992. The company has extensive know-how in developing and manufacturing machine control systems, custom power electronics, automation, and testing systems hard- and software. Our special knowledge is about energy efficiency and precise control of servo and traction drives. We have developed and produced custom AC and pulsed power sources and automatic testers for electric motors, electronic assemblies, ultracapacitors, and batteries in the last years.

REFERENCES

- Automated battery test benches BTB 12V 165A developed and produced for CERN.
- Special high voltage 1000 V 500 A pulsed power source for the European Spallation Source (ESS).
- Electrical drive development and safety engineering support for Cleveron pickup robot.

ENERGIATEHNIKA OÜ

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ETEXM.EU



OUR PRODUCTS

- Blasting machines and line ohmmeters
- Radiation measuring devices
- Radiation gates

WE PROVIDE

- Portable light-weight deflectometers.
- Pavement walking and stationary profilometers, leveling systems for graders and bulldozers.
- Vehicle sensors for security and area surveillance, traffic counters.

ENGLO LLC IS A MEMBER OF

- Estonian Chamber of Commerce and Industry,
- Tallinn Science Park Tehnopol and
- Estonian Defence Industry Union

We are active in the production of electronic and fine mechanical devices and measuring devices that are used in

- mines and military,
- rescue,
- road construction quality control,
- building,
- area monitoring systems etc.

The LWD deflectometer INSPECTOR-5, blasting machine PONGO, the walking profilometer GAPMAN, the vehicle sensor MAMBA

ENGLO LLC OÜ

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ENGLO.EU



KEY FACTS

- Personnel: ~850
- Total area: 12,000 m²
- Products: ~1300

AWARDS

- 2021 Family Friendly Employer – SILVER level
- Certificate in Sustainable Entrepreneurship 2019
- German Economy Award 2016 in Estonia
- The most education friendly organization 2014 in Estonia

CERTIFICATES

- ISO 9001 – Quality Management
- ISO 14001 – Environmental Management
- OHSAS 18001 – Occupational Health and Safety Management
- ISO/TS22163 IRIS – Railway

ENICS EESTI AS

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ENICS.COM

BUSINESS OVERVIEW

In the heart of industrial electronics, we provide our customers with integrated lifecycle services to cover the entire product lifespan. From the early stages of product design to industrialization, manufacturing and after sales support

Enics is the partner of choice for industrial electronics manufacturing in the fields of Power, Safety & Security, Railway, Industrial Automation, Building Control, Medical, Instrumentation & Measurement, Elevators & Escalators, Drives.

Enics Eesti provides full range of electronics manufacturing services (EMS) focusing on higher volume production for market leading industrial customers. Our main focus is customer satisfaction through solid Quality-Delivery-Cost performance.

As one of the largest employers in South of Estonia, we are also part of Enics Group. Enics Group operates total of 8 manufacturing units in Europe and Asia.

WE OFFER

Enics provides full range of Integrated Lifecycle Services starting from early engineering support, full-scale manufacturing and after-sales services to sourcing and supply chain management.

Our world-class offering includes fast prototyping, new product introduction (NPI), cost reduction services, test system development, printed circuit board (PCB) and box build assembly, also system assembly as well as product repair and maintenance.



KEY FACTS

- 375+ employees
- 7600 m² facility

CERTIFICATES

- ISO 9001 Quality Management
- IATF 16949 Automotive Quality Management
- ISO 14001 Environmental Management
- ISO 45001 Occupational Health & Safety Management

BUSINESS OVERVIEW

Our new factory is a great opportunity to offer to both our customers and our employees state-of-the-art conditions. With a production space which is planned to increase by one third every 3 years, we definitely have the ambition to foster and broaden even further our partnerships.

25+ years of experience in telecommunications remain an important part of our operations to this day.

In the last 5 years, we have developed our expertise beyond the historical telecom and multimedia market segment. Automotive electronics and LED-lighting applications are our most dynamic fields of activities. Meanwhile, we participate in the worldwide trend of connectivity and "green energy" development.

WE OFFER

Eolane Tallinn offers wide range of electronics manufacturing services(EMS) from creating conception and prototypes for your project to dispatching final goods directly to end customer.

The company specializes in services consisting of low/medium volume with medium/high-mix PCBA production, subassembly and systems assembly, testing, new product introduction, life cycle engineering, test system development, sourcing, supply chain management, logistics and repair including After Market Services.

EOLANE TALLINN AS

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EOLANE.EE

SEGMENTATION

Today we serve multiple different customers in 3 main sectors: Automotive, Telecom and Industrial



TEAM ERICSSON

- 5G leader bringing it to five continents
- serves customers in more than 180 countries
- 101 459 employees across continents
- patent portfolio more than 60,000

ERICSSON ESTONIA IS PROUD OF

- Cross-functional collaboration in diverse teams amongst 2200 employees
- Learning organization mindset and agile ways of working
- Best Work Environment 2020, Environmentally Friendly Enterprise 2020, Foreign Investor of the Year 2020
- Responsible Business Index Golden level (2016/2017; 2019/2021), ISO 9001:2015; ISO 14001:2015; ISO 45001:2018; ISO 27001:2013

ERICSSON EESTI AS

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ERICSSON.COM

ERICSSON ESTONIA

Through smart manufacturing Supply Site Tallinn provides hardware, software, and services to customers all around the globe. Our New Product Introduction (NPI) Site is the enabler of the industrialization of telecom products development. Ericsson Estonia is an innovation center with cutting-edge technology and world-class experts developing new Ericsson Radio System products.

WE ENABLE

Ericsson is one of the leading providers of Information and Communication Technology (ICT). We enable the full value of connectivity by creating game-changing technology and services that are easy to use, adapt, and scale, making our customers successful in a fully connected world.

Ericsson's innovations have delivered the benefits of mobility and mobile broadband to billions of people globally.

We are a sustainability pioneer. Sustainability and responsible business practices are fundamental to Ericsson's culture and strategy of driving business transformation and creating value for stakeholders.



KEYWORDS

- Complete range of production equipment and process materials
- ESD Products
- Local presence
- Offer the widest product range of quality assured ESD-products
- 40 years of experience
- Part of Addtech AB

CERTIFICATES

- ISO 9001

PRODUCTIONS EQUIPMENTS

- Pick&Place
- Coating Equipments
- Reflow
- Soldering Equipments
- Cleaning Equipments
- Preforming
- Dry Cabinets
- Analyses and Training
- Cleaning and conformal coating
- Soldering materials
- Stencils
- Solder stations

BUSINESS OVERVIEW

ESD-Center is a reliable partner to the electronics industry within our specialist areas – ESD protection, Process materials and Production equipment. ESD Center has a leading position in Northern Europe in this area. With 40 years of experience, our high technical know-how, our support and logistics are important add values. With almost 40 years of experience, our high technical know-how, our support and logistics are valuable values.

WE OFFER

We offer production equipment and materials for effective PCB manufacturing processes as well as ESD protective materials, to ensure the quality of the manufacturing environment and the final product. We help our customers manufacture, assemble and service electronics in a profitable, efficient and sustainable way to remain competitive in a global market. With our long experience and great commitment, we are happy to challenge existing processes to streamline and improve.

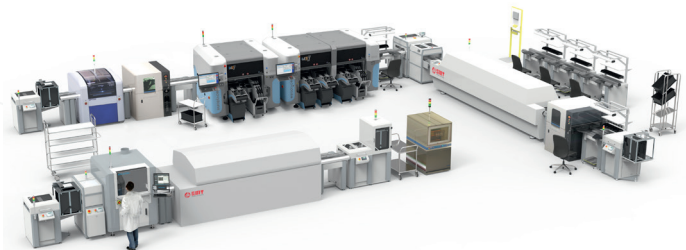
With our 4 offices in 3 different countries, we have local presence and support to our customers and can guarantee short delivery and set-up times.

ESD-CENTER OÜ

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ESD-CENTER.EE



PRODUCTION AND INSTALLATION OF LED INDUSTRIAL LIGHTING

We manufacture and install standard ES LED luminaires for indoor and outdoor lighting. We offer modern European quality lighting systems at affordable prices.

- on the European market since 2012;
- serial production of lamps with guaranteed European quality, availability of CE certificates;
- the main office is located in Tallinn (Estonia), representative offices: Lublin (Poland), Kiev (Ukraine);
- an integrated approach: it meets all the infrastructure requirements at once;
- we control the full cycle: from product development to serial production;
- for all our products we provide a guarantee from 2 to 5 years.

E-SYNERGO OÜ

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E-SYNERGO.EU

BUSINESS OVERVIEW

E-synergo creates and maintains digital solutions for various business problems.

Our specialists have extensive experience in the development of high-load systems and architecture of web applications and mobile applications.

WE OFFER

- Experience with cloud systems: AWS, Heroku.
- JavaScript (ES6), PHP (5.6, 7)
- Using Node / PHP frameworks (Express, Koa, Laravel, Slim, CodeIgniter).
- Front-end development: React, Vue.js.
- Mobile Development: React Native, Ionic Framework
- Experience in asynchronous programming.
- Writing unit tests (Mocha, Chai, Sinon).
- Knowledge of algorithms, design patterns.
- Using package managers (Npm, Yarn, Composer), package systems (Webpack, Gulp)
- Database design.
- Working with caching systems (Memcached, Redis).
- Working with version control systems (git, mercurial)
- Search engines (Elasticsearch, Solr)
- Logging systems (ELK)
- Docker, Vagrant
- Integration, writing your own API services. (Rest, GraphQL)
- Code deployment (Jenkins, CircleCI)
- "1C-Bitrix" Integration
- "1C-Bitrix" Corporate portals
- "1C-Bitrix" Hosting for "Bitrix" Composites
- Administration of Bitrix
- Bitrix24 servers

WHAT WE DO

Staffing and recruiting across borders to find the perfect solution

KEY CLIENTS

- ABB, Ericsson
- Eolane, Enics
- Note, Leab

BUSINESS OVERVIEW

Finesta has grown to become a leading provider of HR services across Europe. We help you find the right talents for a wide range of services from production to engineers and IT specialists. For over a decade we have been a trusted partner for many electronic manufacturing companies in the Baltic and Nordic region.

FLEXIBLE WORKFORCE SOLUTIONS FOR A WIDE RANGE OF PROFESSIONALS:

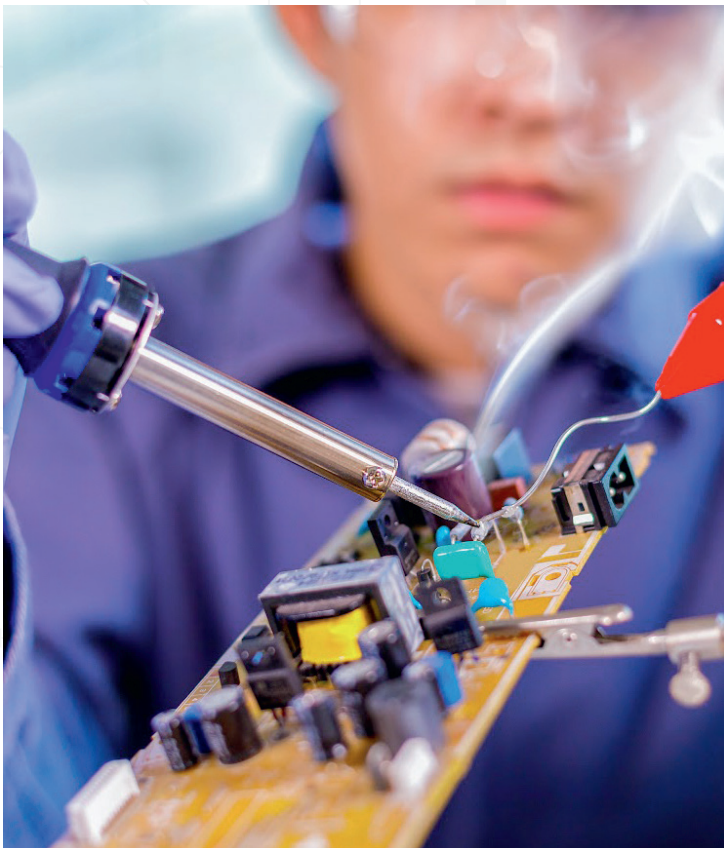
assembly, production specialist, development & design engineers, software engineers

FINESTA BALTIC OÜ

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FINESTAWORKS.COM



CORE COMPETENCIES

- Workforce services
- Training — electronics, robotics, welding, metal CNC milling

HANSAVEST IN NUMBERS

- Over 5000 employees recruited
- 150 clients
- 38 team members
- 17 years of quality services
- Operating in 4 countries

CERTIFICATES

ISO 9001:2015

HANSAVEST RENTAL OÜ

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WWW.HANSAVEST.COM

BUSINESS OVERVIEW

Hansavest is specialized in offering workforce solutions to manufacturing and industrial companies since 2005. Our goal is to provide flexible and smart options to our clients — either it's the need for long-term specialists or short-time help — we are ready for cooperation. Hansavest is operating in addition to Estonia also in Latvia, Finland, and Sweden.

We are recruiting, training, and offering custom made workforce solutions and mainly for electronics, metal, wood, and other industries. We have our own training center where we are testing and improving skills of our employees, to be sure that our client's vacancies are filled with the right competencies.

Smart workforce solutions!



HANZA CLUSTER BALTICS

HANZA
ALL YOU NEED
IS ONE™

CERTIFICATES

- ISO 9001 Quality management
- ISO 14001 Environmental management
- ISO 45001 Occupational health and safety management
- ISO 3834-2 Welding
- ISO 13485 Quality management of medical manufacturing

BUSINESS OVERVIEW

We have a very important role in our community to empower innovation and sustainability. We do this by helping product owners (our customers) to focus their time, resources and expertise on developing and marketing new innovative products rather than manufacturing and supply chain.

We work long term to create sustainable manufacturing clusters (using multiple technologies), resulting in (minimization) of transportation and impact on the environment. The advisory services we develop and provide gives product owners a faster and more cost-effective journey towards their goal: A more innovative, competitive and sustainable business model.

WE OFFER

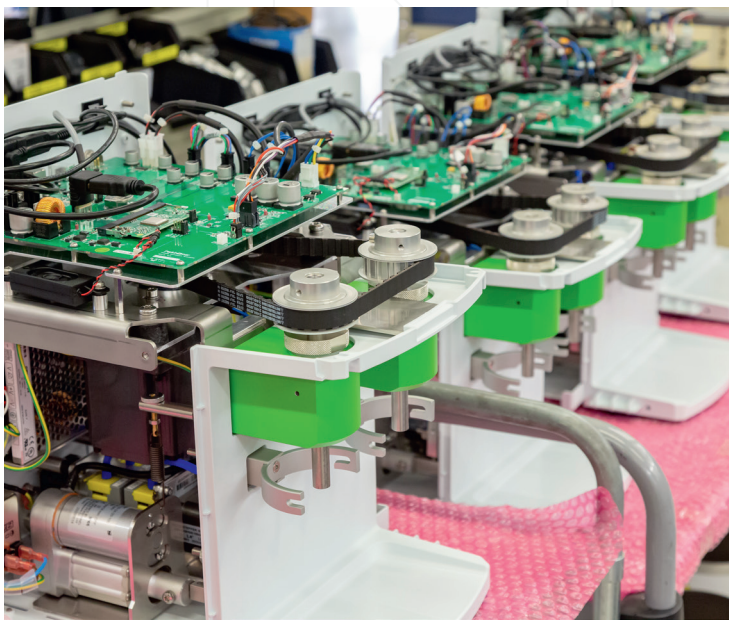
Cluster Baltics offers manufacturing services for a large variety of products and technologies — sheet metal, machining, welding, powder painting, surface treatment, cable assembly and also final assembly of complex products containing parts of the previously mentioned technologies.

HANZA MECHANICS TARTU AND NARVA

Silikaadi 5
Vahi, Tartumaa, Estonia

+372 562 426 33
liivar.kongij@hanza.com

HANZA.COM



CORE COMPETENCIES

- Prototyping and engineering
- PCB assemblies manufacturing
- Box-build assembly
- Customized solutions
- Engineering services
- After sales

AWARDS

- Golden Label of Family-Friendly Company
- Responsible Business Index, Silver Level 2021
- Saare County Exporter of the Year 2021
- Foreign Investor of the Year 2022
- Saare County Employer of the Year 2022
- Saare County Exporter of the Year 2022

CERTIFICATES

- ISO 9001
- ISO 14001
- ISO 45001
- ISO 13485

CLIENT PORTFOLIO

- Industrial electronics
- Consumer electronics
- Medical electronics

INCAP ELECTRONICS ESTONIA OÜ

Tehnika 9
Kuressaare, Estonia

saleseurope@incapcorp.com
+372 452 1723

INCAPCORP.COM

BUSINESS OVERVIEW

Incap Electronics Estonia is part of Incap Corporation. Incap is a trusted partner and one-stop-shop in electronics manufacturing services. As a global EMS company Incap supports customers ranging from large multinationals and mid-sized companies to small start-ups in their complete manufacturing value chain. Incap offers state-of-the-art technology backed up by an entrepreneurial culture and highly qualified personnel. The company has operations in Finland, Estonia, India, Slovakia, the UK and Hong Kong and employs approximately 2,500 people. Incap's share has been listed on Nasdaq Helsinki Ltd stock exchange since 1997.

COMPETENT AND COMPETITIVE SERVICES IN INNOVATIVE ESTONIA

- Experience in electronics manufacturing since 1994
- 7,300 m² of total floor space
- 75% of production exported all over the world
- Customers operating in Europe and Scandinavia as well as in North-America
- Ranging from large multinationals to small start-ups
- Producing exported all over the world

WE OFFER

Incap offers electronics manufacturing services from prototyping to mass production. Full services from engineering to testing and logistics solutions for PCBA and box-build products:

- Manufacturing of PCB assemblies and box-build integration, from prototypes to mass production.
- Full service from engineering to manufacturing and testing, fast and flexibly.
- High quality, on-time deliveries and cost-efficiency.
- Support for prototype projects and new product introduction, which is a part of Incap's design validation services.

CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- ISO 13485:2016

CLIENT PORTFOLIO

- Industrial and consumer electronics
- Medical electronic equipment
- Machinery and equipment construction

BUSINESS OVERVIEW

Inission is a total supplier of tailored made customer solutions in the field of advanced industrial electronics and mechanics. We aim to be a strategic partner that strives for total economic efficiency throughout the whole value chain. Inission has business units located in Sweden (5 units), Estonia (2 units), Norway (1 unit), Finland (1 unit) and Denmark (Sales office).

In our opinion, quality is not merely about functioning, sustainable products with a long life span. It's also about delivery precision, optimized economy and good customer relations. As part of our ISO certification we continuously measure customer satisfaction — as it is you, the customer, who judges whether or not we are achieving the quality we strive for.

WE OFFER

We offer demanding industrial customers tailor-made development and manufacturing services for complete electronic and mechanical products that guarantee the best business value and the overall.

INISSION TALLINN OÜ

Sõstramäe 8
13816 Tallinn, Estonia

info.tallinn@inission.com
+372 606 44 20

[INISSION.COM/EN/
CONTACT/TALLINN/](https://www.inission.com/en/contact/tallinn/)



CORE COMPETENCIES

- Interflux® soldering
- process materials
- Ersa manual soldering and rework stations
- Ersa soldering machines
- Kolb cleaning machines
- Kolb cleaning chemistry
- PVA conformal coating machines
- SAKI 2D and 3D AOI
- Piergiacomini ESD hand tools
- Technical support and advice

BUSINESS OVERVIEW

Interflux Eesti OÜ was established in 2002 and is a leading supplier to the electronics industry. The company is a part of the Interflux Electronics® group.

WE OFFER:

- A complete solution for the soldering and rework processes
- A complete solution for stencil, PCB and machine parts cleaning processes
- 2D and 3D component inspection
- Fluid dispensing and selective conformal coating solutions
- Installation, spare parts and maintenance of machines
- Consumables for the electronics industry



INTERFLUX EESTI OÜ

Piiri 9 76610
Keila, Estonia

office@interflux.ee

INTERFLUX.EE

SAKI

PVA



PIERGIACOMINI
QUALITY HAND TOOLS



kurtz ersa

BOLIDEN

BOSS

CORE COMPETENCIES

- Electrical cabinets
- Electrical backplates
- Box-build assemblies
- Cable-harness assemblies
- Various electro mechanical assemblies

CERTIFICATES

- ISO 9001
- ISO 14001
- ISO 45001
- ISO/TS 22163 IRIS
- UL 508A
- EN 15085

CLIENT PORTFOLIO

- Industrial electronics manufactures
- Railway equipment manufactures
- Energy/Green energy equipment manufactures

INTERCONNECT PRODUCT ASSEMBLY AS

Peetri village
Rae parish
75312 Estonia

Roman Klepikov,
MB Member
Roman.Klepikov@ipa.ee
+372 52 65 085

IPA.EE

BUSINESS OVERVIEW

Established in 1999, Interconnect Product Assembly AS is an independent privately owned company specializing in the production of electromechanical solutions from simple cable harnesses to complex fully functional assemblies.

Modern purpose built facility of 5,600 m² is located 1 km from Tallinn International Airport and 5 km from Tallinn city center.

95% of IPA products are exported across the world (Europe, USA, Asia and Australia). Along with manufacturing service IPA provides design and development support to the customers.

WE OFFER

- Design support at prototype stage
- Sustainable manufacturing service
- Manufacturing optimization — cost and time
- 100% electrical and complete functional testing
- Efficient and cost effective logistics solutions
- Delivery to the final user site



CORE COMPETENCIES

- Cleanroom equipment
- Component Placement
- Conveying
- Depaneling
- Dispensing
- Laser marking
- Part Feeding
- Pin Insertion
- Plastic laser welding
- Press Fit
- Pressing
- Soldering
- Test Fixtures
- Test Handlers
- Testing (In Circuit, Functional, Final, Programming)
- Welding

CERTIFICATES

- ISO 9001

IPTE AUTOMATION OÜ

Peterburi tee 34/11A
11415 Tallinn, Estonia

info@ipte.com
+372 (0) 6 391 770

IPTE.COM

BUSINESS OVERVIEW

IPTE supplies automated production equipment around the world for the manufacturing industry.

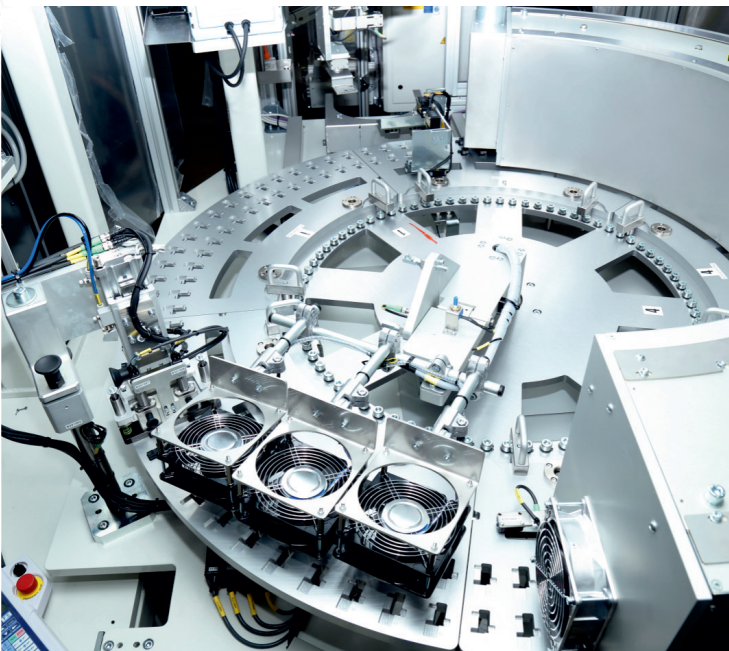
We offer standard systems, custom-designed assembly systems and turnkey test and automation that ensures highquality products, delivered on time and on budget.

WE OFFER

IPTE is present worldwide, with factories in close proximity to customers' manufacturing sites, each providing 24-hour accessibility and fast responses.

Long-standing partnerships with customers enable a continuous evolution of equipment and technology as we together identify new opportunities. We constantly assess new processes and process improvements to offer competitive automation solutions based on our three main competences:

- Test
- Production Processes
- Assembly



**ELECTRONICS
MANUFACTURING
SERVICES WITH
SPEED AND
EXPERTISE SINCE
1984**

CERTIFICATES

- ISO 9001:2015
- ATEX (EN ISO/IEC 80079-34 (2011))

BUSINESS OVERVIEW

Efficient and flexible EMS production - Jotel is your trusted partner in the production of professional (industrial) electronics products. We provide all needed Electronics Manufacturing Services (EMS) in house or with our partners. We focus on medium volume production for industrial customers. Jotel Tallinn is part of Jotel Group with factories in Tampere, Finland and in Tallinn, Estonia.

WE OFFER

- Engineering (with partner network)
- Fast prototyping
- New product introduction (NPI)
- Printed circuit board (PCB) assembly
- Testing
- Box build
- Sourcing and supply chain management

A reliable partner from design to delivery of finished products.

JOTEL OÜ

Peterburi tee 66
11415 Tallinn, Estonia

kaia.tiitson@jotel.com;
orders@jotel.com
+372 5306 6793

JOTEL.COM



CORE COMPETENCIES

Our engineers have many years of experience as system developers and manufactures in helping clients successfully complete hundreds of automation projects in every major industry.

- Motor Control Systems
- Power Electronic
- Embedded Systems
- Software Development
- Digital Signal Processing
- Motors / Generators

BUSINESS OVERVIEW

KASKOD-MTRONIX - a fast-growing high-tech Mechatronic Engineering Company. We provide cost-optimised embedded motor control systems based on modern microcontrollers and processors. The complexity of our products ranges from inexpensive single-microcontroller systems to networks of many hundreds of subsystem controllers that autonomously operate in harsh environment. We offer technically innovative mechatronic solutions based on Switched Reluctance Motors/ Generators that rely on the integrated electrical and computer control systems critical to their operation.

WE OFFER

We offer a full range of services for the development, manufacture and support of customized highly reliable Embedded computers, Embedded Systems and Switched Reluctance Drive/Generator systems for low, medium and high RPM applications.

- Embedded Electronic Systems
- Power Electronic Solutions
- Build-in Switched Reluctance Motors / Generators

Constant improvement, optimal efficiency and an environmental conscience you will always meet in our company.

KASKOD-MTRONIX
OÜ

Posti 27
74805 Loksa, Estonia

info@kaskod.ee
+372 556 639 18
+372 519 600 48
+372 533 386 77

KASKOD.COM



Kat Metal Estonia



CORE COMPETENCIES

- Electronic Waste
- Recycling
- PCB Purchasing
- Quality

CERTIFICATES

- ISO 9001
- ISO 14001
- Strongest in Estonia
2022 AAA

PORTFOLIO

- Electronic Waste
Recycling companies
- PCB Waste Trading
Companies
- PCB Producers

BUSINESS OVERVIEW

Kat Metal Estonia is an electronic waste recycling company. It's main business is buying and processing electronic waste that contain precious metals. The materials produced from processing will then be reused and recycled.

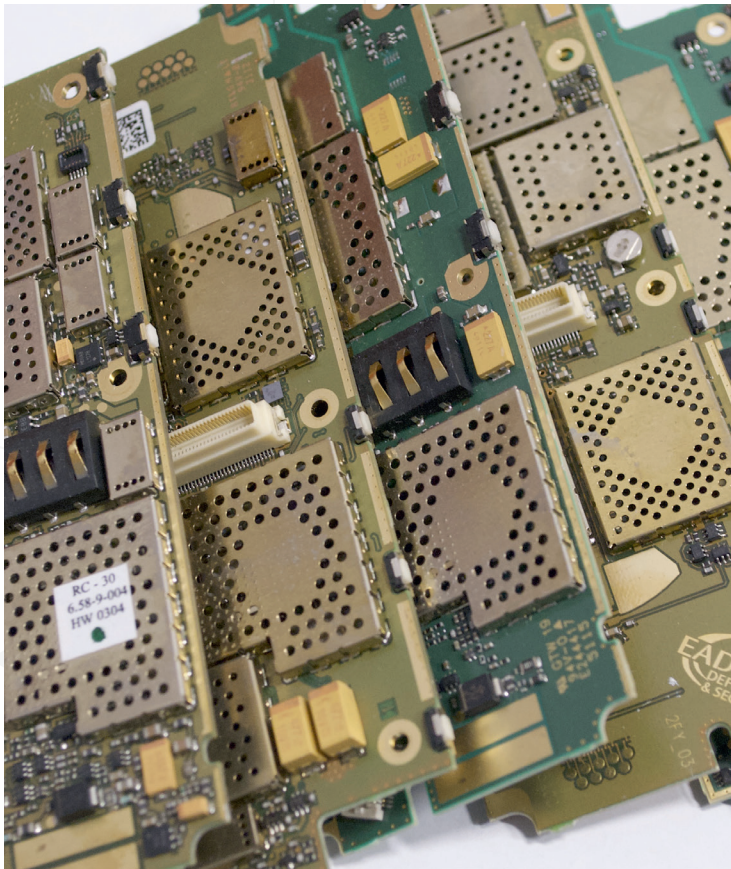
WE OFFER

- Purchase of electronic waste
- Consulting in electronic waste management
- Environmentally friendly recycling

**KAT METAL
ESTONIA OÜ**

Tallinn, Estonia
info@katmetal.ee

KATMETAL.EE



SECTORS:

- Urban mobility
- Smart city
- Unmanned aerial system
- Space technology
- Consumer IoT
- Marine electronics
- Automation

BUSINESS OVERVIEW

We help startups and enterprises achieve business success with unmanned platforms and IoT products. Our ability to collaboratively bring products to market, solve technical challenges, and achieve business success sets us apart from other design, product development, and engineering agencies.

We seek out companies who need to "IoT" their products and businesses. Our comprehensive approach to the full product lifecycle (planning, development, production, supply chain, scaling) helps our customers succeed.

WE OFFER



IDEATION

- Consulting
- Design specification
- Product feasibility evaluation
- Development and cost analysis
- Delivery schedule



PROTOTYPING

- Product and electronics design
- Software and firmware development
- Embedded systems design
- Manufacturing optimisation



MANUFACTURING

- Full life-cycle support
- Device management
- Advice and practical support
- Supply chain management

LET'S BUILD YOUR NEXT IOT SOLUTION TOGETHER



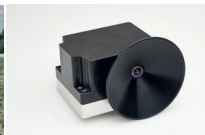
Bikeep



Auve Tech



Thread Systems



Crystalspace

KRAKUL OÜ

info@krakul.eu
+372 5885 6921

KRAKUL.EU



BIG



Valnes



Flydog Marine

Electronics when failure is not an option.

CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015

BUSINESS OVERVIEW

Leab Eesti OÜ specializes in contract manufacturing of electronics for customers with high demands on quality, delivery performance and environmental durability. We specialize in manufacturing of products in mid-size to large series with high work content.

A large share of the electronics produced at our plant is designed to perform in extreme conditions, including moisture heat and vibrations.

WE OFFER

Industrialisation

- Project management
- Production adaption
- Preproduction preparations
- Prototype manufacture
- New product introduction (NPI)

Electronics manufacturing

- Material supplies
- X-rays and automated optical inspection (SPI/AOI/CMM)
- Function testing and in-circuit testing (ICT)
- Coating and moulding
- Final assembly of finished products (box build)

Distribution and service

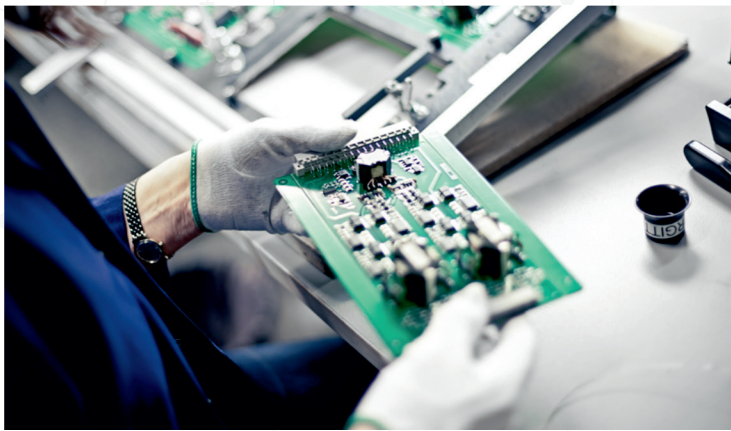
- Distribution and warehouse handling
- Distribution to customer's customers
- After market service

LEAB EESTI OÜ

Põikmäe 1
76406 Tännassilma,
Saku vald, Estonia

info.est@leab.se
+372 6503 200

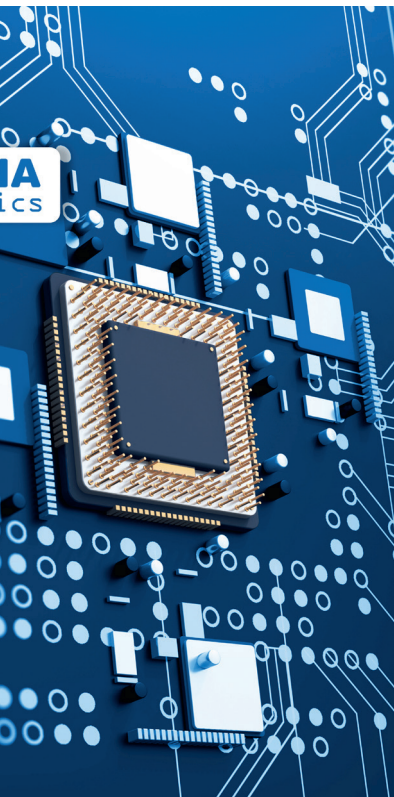
LEAB.SE



Lemona Eesti

ELECTRONICS CHALLENGES MADE EASY!

LEMONA
electronics



BUSINESS OVERVIEW

Electronics experts that speak your language since 1992.

LEMONA electronics has been the go-to partner of successful companies that choose to grow through innovation. From a wide selection of electronic products to custom solutions, to honest advice — you get it all in every branch you visit, be it Lithuania, Latvia, Estonia, or online. We are here to be your trusted technology expert that will help you put your business on the map of the future.

WE OFFER

Lemona Electronics - a leading international company in the Baltic region. Fast and prompt delivery of goods is ensured by a large stock of goods consisting of more than 15,000 different items stored in a central warehouse. Long-term and consistent work and excellent trade relations with partners around the world allow us to order more than five million different items. The main activities are wholesale and retail of various electronic components, tool materials, smart home and business solutions.

LEMONA EESTI OÜ

Tulika 19C
10613 Tallinn, Estonia

tatjana.luts@lemona.ee
+37258835955

LEMONA.EE

3M

MW
MEAN WELL

LUMINES
LIGHTING

AKTC
LED MODULES, STRIPS & TAPES

Baseus

asaLite

LED line

SUNRICHER

TCLE
professional led applications

SAIF

BERGMEN

STANNOL

NPP
BROAD ENERGY, SAFE POWER

SUNON

DesignLight

WAGO

EMOS

LEDOM

LED LUCKY

BATTERY
CSB

Green Cell
Fresh Energy

KHATOD
Optical Solutions for LED Lighting

Your business and supply chain booster!

One of the largest logistics companies in Estonia with key competencies in warehousing, customs clearance, e-commerce solutions and production support solutions.

AWARDS AND CERTIFICATES:

- Estonian Environmentally Friendly Enterprises Award
- ISO 9001:2015
- ISO 14001:2015
- AEOF certificate
- Regulated Agent

CLIENT PORTFOLIO:

- Electronics manufacturers,
- Medical supplies providers,
- Automotive industry manufacturers,
- Start-ups,
- Engineering industry companies.

LOGISTIKA PLUSS OÜ

Punane st. 73
13619 Tallinn, Estonia

info@logistikapluss.ee
+37259187600

LOGISTIKAPLUSS.COM

BUSINESS OVERVIEW

Logistika Pluss operates in the field of warehousing and production logistics.

Our staff of 160 people and space of 40,000 sqm A-class warehouses can provide solutions for any long term or urgent solutions.

WE OFFER:

Flexibility and resources to medium and large companies through value adding services, such as quality control, assembly, packaging, labelling etc. in addition to warehousing and customs formalities. Through strategic partnership we help our customers to be prepared and flexible for any logistical or manufacturing needs.



CORE COMPETENCIES:

**Solutions for
manufacturing industry
with more than 30 years
of experience.**

- Robotics
- Automation
- Standard & Custom component Feeders

CLIENT PORTFOLIO

- EMS and OEM industry globally.

PRODUCTS

- M-G HiFlex 1000 in-line/off-line
- M-G HiFlex 1500 in-line/off-line
- M-G 1000 BR, PCB Bottom Router
- M-G 1500 DSB, Dual Shuttle PCB Bottom Router & Saw
- Standard & Custom component Feeders
- M-G FA, Final Assembly Line

MEREO-GROUP OÜ

Kassi 8
12618 Tallinn, Estonia

MJ@mereo-group.com
+358 40 480 3060

MEREO-GROUP.COM

BUSINESS OVERVIEW

Mereo-Group design and manufacture robotics and automation equipment for electronics manufacturing industry End Of the Line (EOL) process. Our factory is located in Tallinn, Estonia.

WE OFFER:

Full solutions for processes after SMD line with our new HiFlex product family:

- | | |
|-----------------------|------------------|
| • Odd-Form pick&place | • Multi-Function |
| • Final assembly | • Packing |
| • Laser marking | |
| • Dispensing | |
| • Coating | |
| • Selective soldering | |
| • PCB depaneling | |
| • Screw insertion | |
| • Label placement | |

Component Feeders:

- Radial/Axial
- Metal strip
- Tray/Tube/Bowl
- Label
- Custom



CORE COMPETENCIES

- Calibration of measuring instruments
- Training and consultation
- Research and development in the field of metrology
- Certification of management systems and products.

KEY FACTS

Accredited according

- EN-ISO 17025:2017
- EN-ISO 17020:2012;
- EN-ISO 17065:2012;
- EN-ISO 17021-1:2015

METROSERT AS

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12618 Tallinn, Estonia

tarmo.saarsoo@metrosert.ee
+372 5303 7151

tallinn@metrosert.ee
+372 5667 8866,
+372 508 1129

METROSERT.EE

BUSINESS OVERVIEW

Metrosert provides consultation for developing or improving measurement systems or capabilities, we can also carry out research and development projects in the field of measurements. Metrosert has a state-of-the-art laboratory in Tallinn and offices in Tartu and Jõhvi.

WE OFFER

AS Metrosert is one of the largest providers of measuring equipment calibration services in the Baltics.

We offer accredited calibration services that cover for more than 200 types of measuring instruments in various fields: electricity, time and frequency, temperature, length, pressure, optics, volume, force, and torque.

We also offer certification services in conformity with international standards (management systems and products)



CORE COMPETENCIES

Electronics
Manufacturing

Services:

- Manufacturing and engineering services
- PCB assembly
- NPIs
- Box build
- After-sales
- Build-to-order
- Configure-to-order

CERTIFICATES

- ISO 9001:2008
- ISO 14001:2004
- ISO 45001

BUSINESS OVERVIEW

NOTE Pärnu is a business unit of NOTE Group, one of Northern Europe's leading contract manufacturing partners for electronics and complete products. Pärnu Factory has over 4000m² of ESD production area with 300 employees.

WE OFFER

NOTE Pärnu focus is on industrialization and cost efficient volume production of products with high quality demands. With high-mix of manufacturing solutions our offering covers everything from production technical services at an early stage to serial production and advanced after sales services.

OUR CORE VALUES

COMMITTED - We are solution oriented and create a simulating working environment, internally and for our customers, locally and globally.

PROACTIVE - We communicate early to do business in a way that is professional, transparent and fair.

QUALITY FOCUSED - "Get it right from the start". There is focus on the quality in everything we do.

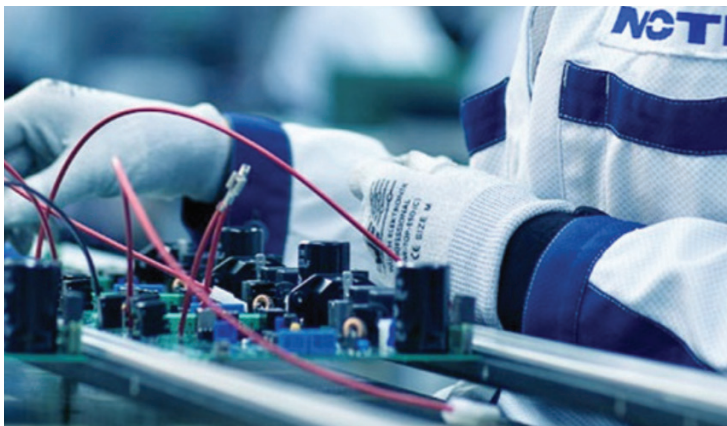
FLEXIBLE - We are always looking for the most cost-efficient way to satisfy customer demand, adjusting setups as required.

NOTE PÄRNU OÜ

Laki 2
80010 Pärnu, Estonia

mart.ulm@
note-ems.com
+372 5199 3974

NOTE-EMS.COM



OPTIMO Robotics



CORE COMPETENCIES

- Automatic Screwdriving Solutions
- Part Feeding Solutions
- Collaborative and Industrial Robotics
- Mobile Robots
- Linear Axis
- Machine Vision
- Test Fixtures
- Manual/Automatic Workstations
- Conveying
- Dispensing
- Machine Building

CERTIFICATES:

- Certified Universal Robots integrator in Estonia

OUR KEYWORDS

- Electronics
- Automotive

OPTIMO ROBOTICS OÜ

Reti tee 9
Peetri, Rae vald, Estonia

info@optimo.ee
+372 52 54 790

OPTIMO.EE

BUSINESS OVERVIEW

Robotic integrations and special automation solutions for manufacturing companies.

OPTIMO Robotics specializes in robotics and factory automation.

WE OFFER

- Turnkey robotic solutions for different industries
- Mechanical engineering
- Electrical engineering
- Programming
- Machine building
- Installation
- After-sales



Oshino Electronics Estonia



OUR KEYWORDS

- PCB design
- Assembly
- Sourcing

CERTIFICATES

- ATF 16949:2016
- ISO 9001:2015
- ISO 14001:2015 compatible.

BUSINESS OVERVIEW

Oshino is family owned Japanese company. In Pärnu we opened the factory in 2005. Historical focus has been mostly on the automotive industry (interior illumination LED modules). Currently moving towards different industries — EV chargers and various consumer electronics

Oshino has 3,600 m² productions space, currently 80 people. Oshino has been growing during couple of years approx 20% per year due to our investments and new customer segments.

WE OFFER

Our core businesses are PCB design, assembly both SMT and TH, sourcing, high level prototyping, test equipment design.

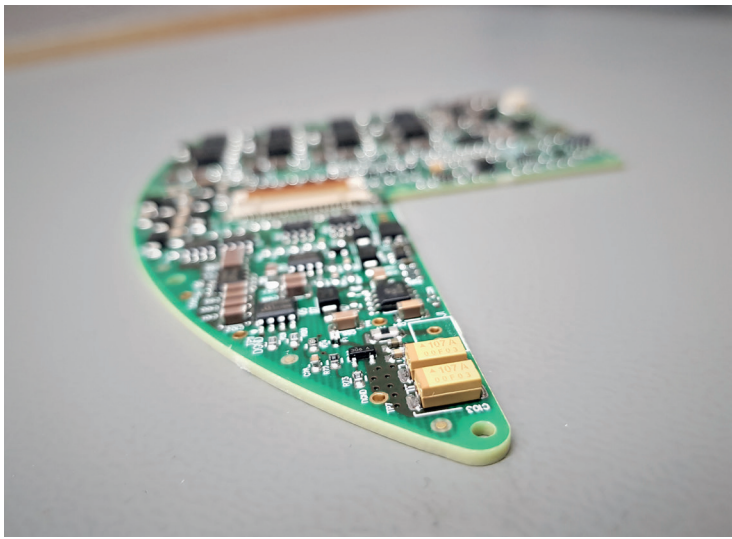
Almost 20 years automotive experience, EV chargers, illumination solutions

**OSHINO
ELECTRONICS
ESTONIA OÜ**

Jannseni 26
80010 Pärnu, Estonia

+372 524 1414
kulli.muur@oshino.ee

WWW.OSHINO.EE



CORE COMPETENCES

Manufacture of control devices for heating and ventilation equipment.

The devices are mostly designed by Ouman.

- 170 employees
- SMD assembly
- Manual assembly
- Wave soldering
- Selective soldering
- Conformal coating
- AOI
- Test equipment
- Material procurement
- Logistics solutions

CERTIFICATES

- ISO 9001:2015
- ISO 14001:2015

CLIENT PORTFOLIO

Major HVAC companies in Finland, Scandinavia, Central Europe, Baltic states.

OUMAN ESTONIA OÜ

Kalevi põik 7
93815 Kuressaare,
Estonia

info@ouman.ee
+372 4524405

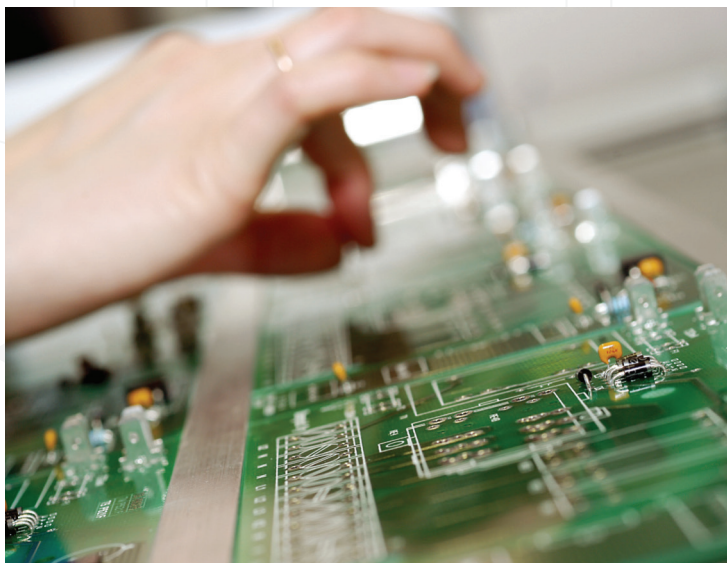
OUMAN.EE

BUSINESS OVERVIEW

The devices are mostly designed by Ouman. We are a company which manufactures electronic devices for heating and ventilation equipment. We cooperate with other companies inside Ouman group who have designed most of our products.

WE OFFER

design, implementation of new products, manufacture and development of test solutions for control devices of heating and ventilation equipment.



CORE COMPETENCIES

- Product development
- Engineering and prototyping
- PCB assemblies and Box-build
- Firmware and software development
- Extensive portfolio of Rantelon own COTS products
- Customized solutions

AWARDS:

2020 EDA Defence
Innovation Prize

CERTIFICATES

- ISO 9001
- ISO 14001
- AQAP 2110

CLIENT PORTFOLIO

- Industrial electronics
- Telecoms and network operators
- Military and Homeland Security

RANTELON OÜ

Põllu 132
10917 Tallinn, Estonia
info@rantelon.ee
+372 681 3650

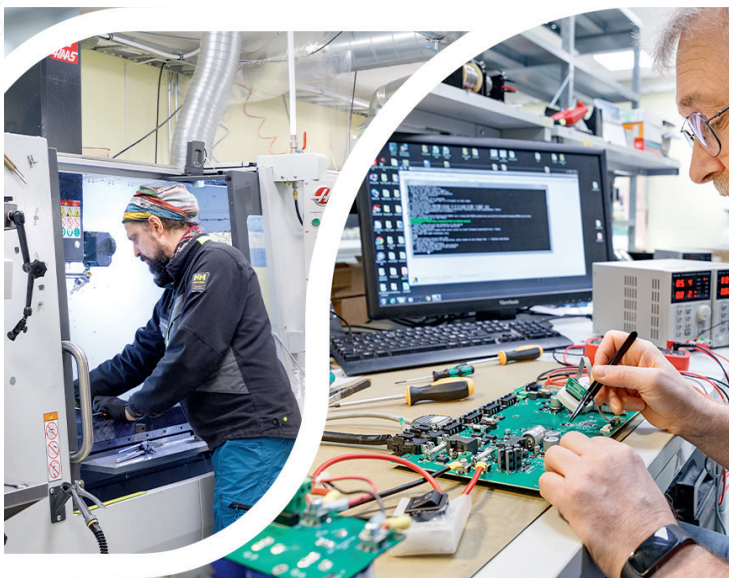
RANTELON.EE

BUSINESS OVERVIEW

Founded in 1995, Rantelon is a premiere supplier of radio frequency (RF) and microwave solutions for government, industrial, military and commercial customers. As a turn-key solutions provider, Rantelon can take an idea from concept stage through design and development, prototyping and to a final — small to medium scale production in a swift and cost-effective manner.

WE OFFER

Rantelon provides quick-tempo design and engineering services that address the most demanding customer requirements, especially with regard to high-performance, power reduction, compact design, demanding environment and cost-effective solutions. Rantelon provides a large selection of microwave amplifiers, antennas, filters, LTE, GSM, UMTS, TETRA, WI-FI, SDR, FPGA products and designs



**PARTNERSHIP IS THE KEY TO SUCCESS
WITH 30 YEARS EXPERIENCE.**

OUR SERVICES AND PRODUCTS INCL

- Harnesses, spiral cables & equipment cables
- Electromechanical assembly
- Sensor assembly
- Insert & injection molding
- Power & connection cords
- Design & product development

CERTIFICATES

- ISO 9001
- ISO 14001
- OHSAS 18001
- UL
- CSA
- IPC/WHMA-A-620
- FI, S & N

CLIENT PORTFOLIO

- Manufacturing industry
- Military industry

REIMAX ELECTRONICS OÜ

Mäealuse 6
12618 Tallinn, Estonia

aare.kaljurand@
reimax.net
+372 66 51 641

REIMAX.NET

BUSINESS OVERVIEW

Reimax is a full-service house for electronics and mechanics. We are certified to manufacture products for extreme conditions when water-, dust-, chemical-, or weather conditions set the requirements.

WE OFFER

Quality and delivery reliability, 100% testing, automated production methods, also low volume high mix range, flexibility, early supplier involvement, wide expertise.

UL & CSA approved production, personal quality certificate IPC620

Armed with decades of experience, Reimax Electronics offers tailored solutions in electronics and mechanics, as well as injection moulding technology to cater for the needs of various industries. Owing to our extensive know-how we are a unique company in our field, because we are capable of offering customers everything they need in a flexible manner — all the way from designing up to the final assembly.

Our constantly improving production practices, and the high level of quality we offer, make us a valued partner for our customer. By contributing into quality and taking care of our environment, we will continue to be a reliable and dependable option for years to come. Please tell us about your “electronic” challenges, and let us solve them for you.

Our versatile machinery for wire and cable processing is modern and allows us to produce fast and cost-effectively. For demanding conditions, we also manufacture injection moulds and cable overmoulds. In our production we contribute a lot in quality. All our products are 100% tested.

Our production is mostly driven by customer specifications, but we do follow IPC standards and we have implemented ISO 9001, ISO14001 and OHSAS18001 standards in our company. We have UL- & CSA approved production and our products are FI, S and N certified.

We are our customers preferred choice, we are offering complex system integration.

CORE COMPETENCIES

Contract manufacturer and systems supplier for:

- Urban applications Energy & Automation
- Networks & communications
- Energy & Cleantech
- Life Science
- and other industries

CERTIFICATES

- ISO 9001
- ISO 14001
- ISO 45001

AWARDS

- Kone excellence award - Silver
- ABB supplier of the year 2014
- Ericsson supplier of the year 2005
- Vacon supplier of the year 2013
- Vaisala supplier of the year 2019

SCANFIL OÜ

Vana-Sauga 40
80010 Pärnu, Estonia
info@scanfil.com
+372 5687 3666

SCANFIL.COM

BUSINESS OVERVIEW

Scanfil was founded in 1976 in Finland and now has 8 factories in Finland, Sweden, China, Poland, USA and Germany. Two factories in Estonia have more than 17 000 m² and ~700 employees.

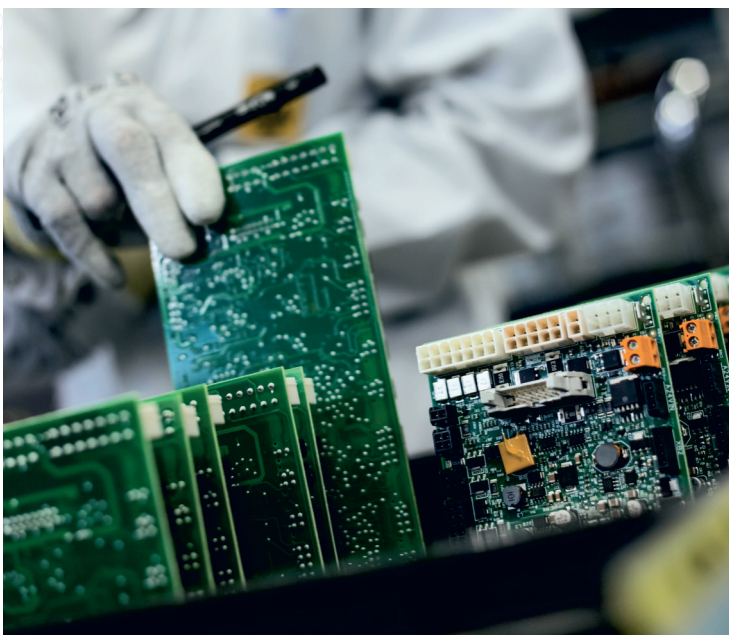
WE OFFER

Scanfil enables customers to succeed by providing effective and innovative solutions that bring products to life and to market.

We provide global manufacturing and supply chain solutions along with a comprehensive range of related services from design to aftermarket services.

Our specialty in Pärnu is complex system integrations from production of sheet metal parts, busbars, cables, electronics up to integration of modules, full assemblies and testing.

Our production portfolio is mainly low/medium volume high mix production for over 20 different customers. We are focusing on customer satisfaction by being flexible in demand and product changes.



CORE COMPETENCIES

- Stencil design
- Laser cut stencils
- Multilevel stencils
- Stencil surface treatment
- Stencil repair

CLIENT PORTFOLIO

- Variety of customers of all sizes

BUSINESS OVERVIEW

Established in 2005, Sincotron OÜ is a leading supplier of high-quality stencils, production equipment and production supplies for the electronics industry.

Sincotron OÜ is a part of Sincotron Group, established in 1969, operating in Finland, Sweden, Norway, Estonia, Latvia and Lithuania.

WE OFFER

- Stencil design
- Laser cut stencils using the latest stencil laser technology available
- Milled and welded multilevel stencils
- Stencil surface treatment with nano-coating
- Stencil repair
- 100% AOI quality control

We are located in Tallinn, Estonia. This location gives us the possibility to serve Nordic and Baltic customers equally fast. Most complex step stencils can be delivered within 72 hours to Baltic and Nordic countries.

Here are some of the equipment and consumables manufacturers we represent.

SINCOTRON OÜ

Kaluri tee 5,
74001 Haabneeme,
Viimsi parish,
Harjumaa, Estonia

stencil@sincotron.eu
+372 68 25 165
+372 68 25 166

SINCOTRON.EU



Stoneridge Electronics



CUSTOMERS

- DAF
- Scania
- Daimler
- Volvo
- MAN
- Ford
- Renault

PRODUCT PORTFOLIO

- Instrument Clusters
- Display Systems
- Graphic Controllers
- Telematic On-board Units
- Advanced Body & Cab ECUs
- Power Distribution ECUs
- Actuator & Sensor Electronics
- Digital Tachographs
- Tools & Support Systems
- Electronic Logging Devices
- Camera and Monitor Systems
- Mirror Replacement Systems
- Image Recognition Systems

CERTIFICATES

- IATF 16949
- ISO 14001
- ISO 45001

STONERIDGE ELECTRONICS AS

Valdmäe 5, Tänaassilma
Tehnopark, Laagri alevik,
Saku vald, Harjumaa
tallinn@stoneridge.com
+372 669 4080

STONERIDGE.COM

BUSINESS OVERVIEW

Stoneridge Electronics Inc. is a leading supplier to the automotive, truck, bus and off-road markets. We are proud to develop and supply products and systems to the majority of the most well-known European Vehicle producers like V3P (Volvo Group), Scania, Daimler, MAN, Ford. We are well established in Europe and being a part of the Stoneridge Group enables us to work with customers worldwide. Stoneridge Inc. has about 4500 employees worldwide and has a turnover of approximately 700 million USD.

WE OFFER

Our products range from Telematic systems, driver information systems, and tachographs through electronic control modules and power distribution centres to multiplex systems, cockpit switch modules and aftermarket products.

COMPETENCIES

- Embedded Software Design and Verification
- Hardware Design
- Mechanical Design
- Product Testing and Validation
- Industrialisation
- Pre- and Final assembly
- Testing
- Manufacturing Engineering
- Quality Control
- Logistics
- Procurement, Finance Services



**Innovative and easy to
deploy Narrowband-
IoT solutions**

CORE COMPETENCIES

- IoT
- Narrowband-IoT
- Industry 4.0
- Smart City
- Special sensors
- Software

BUSINESS OVERVIEW

Superhands core competences help our partners and customers to provide innovative products mainly to healthtech, agriculture and energy sector. Additionally using our sensor, software and analytics technologies, cities and industries can optimize their business processes, use preventive maintenance and increase efficiency.

WE OFFER

- Environment monitoring solutions and sensors,
- Full Internet of Things solutions starting from smart devices to IoT platforms and mobile applications,
- Smart factory solutions - preventive maintenance, people and asset tracking, energy and utilities monitoring,
- Medical device, sensor and software development,
- Special sensors and software development including mobile applications

SUPERSPOT

Easy-to-deploy and install reliable connected devices for agriculture, forestry, security, manufacturing, energy and climate monitoring.

SUPERHANDS OÜ

Artelli 19
10621 Tallinn, Estonia

info@superhands.ee
+3725179277

SUPERHANDS.EE



Tallinn Polytechnic School



COMPETENCIES:

- Training
- Certification
- Consultation

CERTIFICATES:

- IPC-A-610
- IPC-A-600
- IPC/WHMA-A-620
- IPC-7711/21
- IPC-J-STD-001

CERTIFICATION FOR:

- Expert
- Instructor
- Specialist



**TALLINN
POLYTECHNIC
SCHOOL**

Pärnu mnt. 57
10135 Tallinn, Estonia

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+3726103601

TPTLIVE.EE

BUSINESS OVERVIEW

Tallinn Polytechnic School is one of the oldest engineering and technical education provider in Estonia founded in 1915. With more than 100 years of combined experience in the fields of electrical engineering, automation, telecommunication, information technology and electrical engineering, Tallinn Polytechnic School has become a fully authorized and internationally recognized IPC Training Center which supports the electronics industry across the region.

WE OFFER

Tallinn Polytechnic School offers IPC training and certification classes to professionals and companies in different formats like classroom training, e-training and combined options. IPC training and certification programs are industry-developed and approved to assure understanding of IPC criteria in the industry's most popular IPC documents. All IPC training programs lead to an industry traceable IPC certification for the instructors, standards experts, specialists or operators.

Tallinn Polytechnic School offers training and certification for five the most widely used IPC standards:

- IPC-A-610, Acceptability of Electronic Assemblies
- IPC-A-600, Acceptability of Printed Boards
- IPC/WHMA-A-620, Requirements and Acceptance for Cable and Wire Harness Assemblies
- IPC J-STD-001, Requirements for Soldered Electrical and Electronic Assemblies (including Space Addendum requirements)
- IPC-7711/IPC-7721, Rework of Electronic Assemblies/ Repair and Modification of Printed Boards and Electronic Assemblies



CORE COMPETENCIES

- Programming and spoken human language technology
- Design and test of embedded systems
- Signal processing
- Biorobotics
- Biomedical technology
- Cyber security and digital forensics
- E-governance
- Situational awareness
- Agent-based modelling
- System administration and development
- Information systems analysis

TALLINN UNIVERSITY OF TECHNOLOGY

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Gert Jervan

Dean of the School of IT
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Sirli Kasepuu

Business Development
Coordinator
sirli.kasepuu@taltech.ee
+372 620 2270

TALTECH.EE

BUSINESS OVERVIEW

Tallinn University of Technology (TalTech), the only technological university in Estonia, is the core of Estonian engineering and technology education. Here the synergy between different fields (ICT, technology, natural and social sciences) is created and new ideas are born.

TalTech is driven by internationalization, entrepreneurship and innovation. With over 10,000 students and 1800 academic staff members, TalTech is an internationally recognized research university and a promoter of economic development and innovation in Estonia and globally. The University's approximately 70,000 alumni have shaped the economic landscape of present-day Estonia.

RESEARCH AND INNOVATION

We have initiated opportunities to use university's campus for developing smart environment through different scenarios how sensors, devices and communication technologies could be integrated into the smart city concept. For example, how last mile autonomous vehicles interact with humans, how do vehicles „talk“ to each other and with the infrastructure etc.

At the moment, it is possible to test-use 5G, NB-IoT and LTE Cat-M1 radio networks in cooperation with Telia and Ericsson at the TalTech campus. In parallel with testing the communication use cases, Laboratory of Proactive Technologies is developing smart sensor solutions. The evolving smart TalTech campus will include autonomous vehicles (drones, buses, cars), robots, intelligent security systems, intelligent street lights or crossings.

The data collected by intelligent electronics and sensor networks can be utilized for traffic management, monitoring of air pollution and noise level, optimization of street lighting power consumption, etc.

TalTech's ICT research groups have analyzed, how wearable robots can assist or substitute human motor function or how underwater robots could track oil spill in the ocean. We are also involved in R&D about the energy efficient wearable sensors for healthcare/lifestyle applications and robot companions of the future.

**Simplifying life with
embedded control
systems engineering.**

CORE COMPETENCIES

- Embedded devices
- Software development
- Electronics
- Mechanics
- Physics
- Product management

PRODUCTS

Handheld controller kit
Impeller anemometer
Airflow tunnel

BUSINESS OVERVIEW

Tauria is an engineering office of embedded systems established in 2010. We can handle every aspect needed for embedded device development: physics, electronics, mathematics, mechanics, software development and agile international project management.

WE OFFER

- Technology evaluation for new solution.
- Embedded software development.
- Electronics and mechanical design.
- Embedded product development and supply.

TAURIA OÜ

tauria@tauria.eu
+372 55 611 689

TAURIA.EU



- Automated production fixtures
- Manual production jigs
- Design and production of Printed Circuit Board assembly tooling

BUSINESS OVERVIEW

Teamster is geared for flexibility. Over the 15 years we have built up technical expertise which is unique in its field, and today we are the Estonian leading manufacturer of assembly tooling.

With the resources and know-how for sophisticated projects and new challenges. Teamster lives up to the requirements of the market for quality and reliable delivery.

WE OFFER

Company Teamster from Estonia would like to offer you cost-efficient and fast solutions for the design and production of

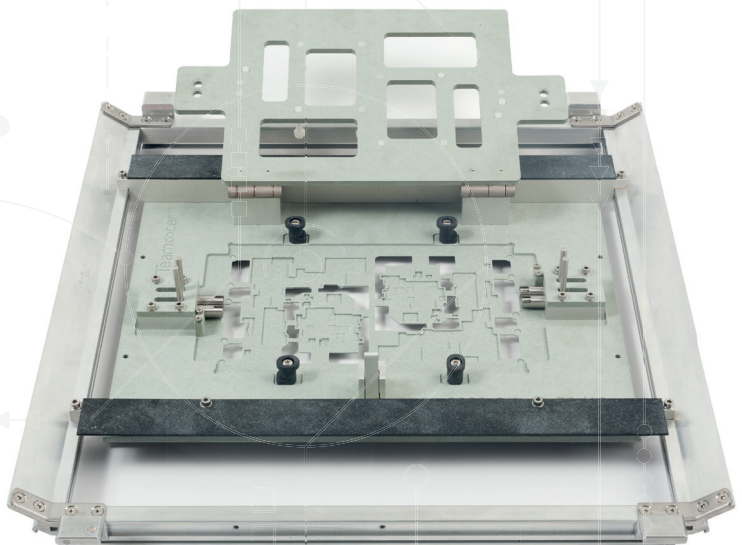
- automated production fixtures
- manual production jigs
- PCB assembly tooling

TEAMSTER OÜ

Tapri 9
11415 Tallinn, Estonia

teamster@teamster.ee
+37253444423

WWW.TEAMSTER.EE



Ten Twelve

tentwelve
PRODUCT DEVELOPMENT

**PRODUCT DEVELOPMENT MADE SIMPLE. FROM
CONCEPT TO MASS PRODUCTION.**

KEY FACTS

- 14+ countries
- 14+ years of experience
- 100+ clients
- 200+ projects

PRODUCT EXAMPLES

- Consumer electronics
- Gaming equipment
- Smart home products
- Robots for consumer and professional use
- IoT devices
- Rugged devices
- Medical devices
- Equipment for defense / military

CERTIFICATES

- ISO 9001:2015

TEN TWELVE OÜ

Vabaõhumuuseumi tee
1-201, 13522 Tallinn, Estonia

tarmo@tentwelve.ee
+37253978627

TENTWELVE.EE

BUSINESS OVERVIEW

Ten Twelve is an interdisciplinary product development firm from Tallinn, Estonia. Our key strength is integrating industrial design, mechanical and mechatronics engineering in a truly balanced proportion into an agile package. Combined with uncommonly strong background in DFMA and engineering support for production we help to deliver desirable, reliable and cost-effective products. Not to mention making the whole process from concept development to commercial products more streamlined and predictable. Both from schedule and finances perspective.

WE OFFER

- Product development planning, budget & schedule optimization
- User-centered industrial design for winning appeal & user experience
- Mechanical engineering for functionality & reliability
- Prototypes for user validation and testing
- DFMA for cost efficiency & quality
- Engineering support during production set up

We are deeply focused on user-centered technology devices for serial manufacturing ranging from consumer electronics and robotics to medical devices, and various solutions for the defense sector. Among other things we have helped to design and develop the world's smallest general purpose computer, thermostats found in tens of thousands of homes, sensors that are used to survey borders of 30 countries around the world and designed medical devices for well-known brands.

We have helped startups to prepare for world conquering journeys as well as large corporations to find innovation opportunities.



CORE COMPETENCIES

- Modern production equipment
- Highly skilled personnel
- Cost-effective production

CERTIFICATES

- ISO 13485 quality standard for medical devices
- ISO 9001
- IPC-7711/7721
- IPC-A-610
- IPC J-STD-001

BUSINESS AREAS

- Medical devices (EMS)
- Industrial electronics (EMS)
- LED electronics contract manufacturing
- LED electronics development and design
- LED products (AC and passive LED modules, LED drivers)

TEPCOMP OÜ

Pihlta tee 43
93815 Kuressaare,
Estonia

info@tepcomp.ee
+37258855772

TEPCOMPGROUP.COM

BUSINESS OVERVIEW

Tepcomp Group is an experienced and innovative contract partner for electronics manufacturing that has been operating since 1985. As a contract manufacturer specialized in electronics, we have been focusing on LED electronics, health care technology and industrial electronics.

WE OFFER

Electronic manufacturing services (EMS) of medical devices

Tepcomp Group has been manufacturing healthcare and wellness technology equipment for over thirty years. We have all the necessary knowledge and skills covering the entire production process of demanding medical equipment. Tepcomp is, in particular, known for cost-effective equipment manufacture and uncompromising compliance with requirements.

LED electronics contract manufacturing

Tepcomp has implemented versatile and demanding LED lighting projects utilizing both passive LED module electronics assembly and integrated power sources.



**WE HELP CUSTOMERS SCREENING DEFECTS TO
CATCH THEM EARLY.**

KEY FACTS

- 15+ year of innovation
- Patented technology
- Users in 23+ countries

COMPETENCIES

- FPGA
- VHDL
- Verilog
- Test & Measurement
- Functional Test
- Embedded Instrumentation
- JTAG
- Boundary Scan
- Flying Probe Test
- JTAG
- IEEE 1687
- IEEE 1149
- Fault Tolerance
- Fault Management
- Service & Maintenance

BUSINESS OVERVIEW

We have a deep and almost unbearable passion towards three things: FPGAs, testing and innovation. As a result, Testonica invented and brought in 2011 to market Embedded Virtual Instrumentation technology. Later, we started to build the industry's first instrument synthesis cloud. Today, thanks to 15 years of industrial experience with hundreds of solutions delivered worldwide, we possess a huge in-house library of test & measurement instrumentation IPs forming a solid basis for a fully automated test system. As the result, we are bearing the full responsibility for the test solution quality on our shoulders.

WE OFFER

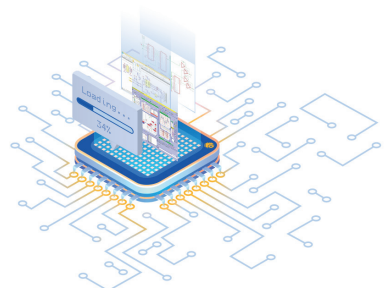
- Functional Test firmware and SW development
- JTAG / Boundary Scan test program development
- Test program development for Flying Probe Testers
- Testability improvement and test cost reduction
- Test strategy optimization

TESTONICA LAB OÜ

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12618 Tallinn, Estonia

info@testonica.com
+372 5333 2551

TESTONICA.COM



INTEGRATED SOLUTIONS AND UNIQUE DEVELOPMENTS

- Aircraft ground servicing power units
- Railway transport equipment
- Induction heating and electrothermal equipment
- Electric drive equipment
- Power semiconductor devices

CERTIFICATES:

- ISO 9001
- ISO 14001
- ISO 45001

BUSINESS OVERVIEW

Tallinn Electrical Engineering Factory «Estel» was founded in 1870. Today, Company develops, manufactures and supplies a broad range of power converter equipment and power semiconductors, focusing on complex technological solutions and production "turnkey" delivery.

Over the years, the company has implemented hundreds of projects in various industries. In total, TET Estel has delivered more than 80,000 pieces of electrotechnical equipment worldwide and produced over 50 million pieces of power semiconductor devices. TET Estel trademark is registered in 37 countries. The company's products are sold to more than 40 countries around the world. More than 200 types of power semiconductor devices have been developed and supplied.

WE OFFER

Due to our high scientific and technical potential and more than a century and a half of experience, TET Estel provides comprehensive solutions for the widest range of technological tasks in such industries like mechanical engineering, transport, aviation, energy, oil & gas, mining, and metallurgy.

TET ESTEL AS

Kuuli 6
13619 Tallinn Estonia

estel@tet-estel.com
+372 622 8300

TET-ESTEL.COM



Tim-Nordic

TIM-NORDIC

CORE COMPETENCIES

Tim-Nordic is an expert in production technology. Our specialists help the customer to find the right products and solutions to meet their needs.

CLIENT PORTFOLIO

Electronics industry in the Baltic States, Finland and Sweden.

BUSINESS OVERVIEW

Tim-Nordic is a private company founded in 2009. We provide a wide range of production materials and equipment for electronics production.

Our product portfolio consist of numerous world class suppliers and Tim-Nordic is eg. the exclusive distributor in Estonia and Finland for Zestron cleaning chemicals. We have offices in Tallinn, Estonia and Jorvas, Finland.

WE OFFER

Solutions for the electronic industry.

TIM-NORDIC OY

Akadeemia tee 33
12618 Tallinn, Estonia

sales@timnordic.fi
+372 509 8153

TIMNORDIC.FI



TTK University of Applied Sciences



PARTNERS

Harju Elekter,
Elektrotehnika, Siemens,
ABB Group, VKG Energia,
Elering, Eesti Energia,
Elektrilevi, Nordic
Networks, Ecomatic,
Connecto Eesti, Leonhard
Weiss, ITK inseneribüroo,
Interconnect Product
Assembly, Stik-Elekter,
Keskonnaprojekt,
Ericsson Eesti, etc.

BUSINESS OVERVIEW

Our everyday activities include initiating research, innovation and creative activities in the university, and developing applied technological solutions for enterprises to be implemented in real-life business environments.

WE OFFER

The main role of the TTK University of Applied Sciences is to promote cooperation between private and public sector. We offer the following: applied research, consultation services, testing services, product development solutions, in-service training and lifelong learning courses.

TTK UAS wishes to be a partner for enterprises in developing the society and economics, and in implementing the results of research and development activities by supporting these processes with necessary activities and services.

- Completed secondary education in Estonia or education of an equivalent level obtained in a foreign state Electrical Engineering, 210 ECTS credits.
- Knowledge on Machines and Technology is the Key to Innovation in Production!
- Studies in the Institute of Technology are conducted in four specializations: Mechanical Engineering, Automotive Engineering, Electrical Engineering and Robotics Engineering.
- Conduct in-service training courses of electric engineering, design of electrical machines, robotics, automatics and basics of programming.

TTK UNIVERSITY OF APPLIED SCIENCES

Pärnu mnt 62
10135 Tallinn, Estonia

ttktk@ttktk.ee
+372 666 4500

Institute of Technology,
director
Vello Vainola
vello.vainola@ttktk.ee

TTKT.EE

Research and development ideas:

- 6 kV Power Grid Project for the Veskiposti Development;
- Optimization of a 630 A Rated Low Voltage Switchboard Intended for a Solar Power Plant;
- Hecon Light MCC Solution Project and Thermal Tests.

CORE COMPETENCIES

- PCB assembly
- SMD
- THT
- Reflow soldering
- Wave soldering
- AOI
- Testing
- Final assembly
- Packaging
- Powder Coating
- Production of LED illuminated advertising letters

CERTIFICATES:

- ISO 9001:2015
- ISO 14001:2015

TRADEX AS

Lähtru tee 25e
90802 Palivere,
Lääne-Nigula parish,
Läänemaa county,
Estonia

tradex@tradex.ee
+3724720470

TRADEX.EE

BUSINESS OVERVIEW

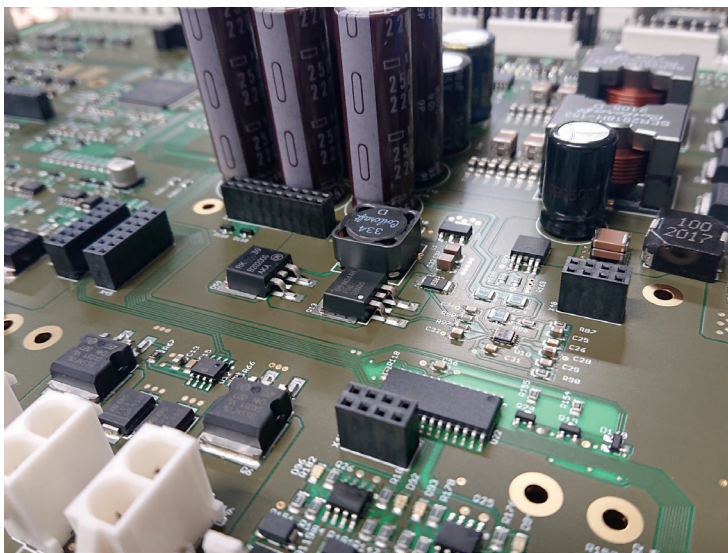
Electronics Manufacturing Services

WE OFFER

- Electronic components and materials management and procurement
- PCB assembly. Including: SMD components pick and place. Soldering of SMD components using reflow oven and wave soldering machine in nitrogen atmosphere. Automated optical inspection (AOI) of SMD components. Manual placing and wave soldering in nitrogen atmosphere of THT components. PCB protective coating. Electrical testing and setup of assembled PCBs according to client instructions
- Assembly and packaging of the final product
- Fabrication of cable and wire and mounting them on PCBs and devices
- Assembly and packaging of electrical accessories
- Production of LED illuminated advertising letters

Additional and ancillary activities:

- Powder Coating



CORE COMPETENCIES

Robotics, mechatronics, automation, electronics, IT, computer engineering, multiscale modelling, feasibility studies, project management and product development.

PROJECTS AND PRODUCTS

- Open source robot Robotont.ut.ee;
- Solar Powered Car Solaride.ee;
- Contactless Robot Bar Yanu.ai;
- AI & Robotics Estonia aire-edih.eu;
- Autonomous spectroradiometer system for satellite validation hypstar.eu.

KEY FACTS

- Over 13,900 students
- Over 3,100 employees
- over 3,600 research publications in 2021

UNIVERSITY OF TARTU

Ülikooli 18
50090 Tartu, Estonia

Meeri Visnapuu

Head of Business Partnerships
+372 512 0845
meeri.visnapuu@ut.ee

UT.EE

OVERVIEW

UT is Estonia's leading centre of research and education. It preserves the culture of the Estonian people and spearheads the country's reputation in research and as a provider of higher education. UT belongs to the top 1.2% of the world's best universities.

As Estonia's national university, UT stresses the importance of international cooperation and partnership with reputable research universities all over the world. The robust research potential of the university is evident from the fact that the University of Tartu has been invited to join the Coimbra Group, a prestigious club of renowned research universities.

UT has been coordinator and partner in several international technology projects, including IT, engineering, biotechnology and materials science. It is our advantage to carry out research and development projects with multidisciplinary teams.

WE OFFER

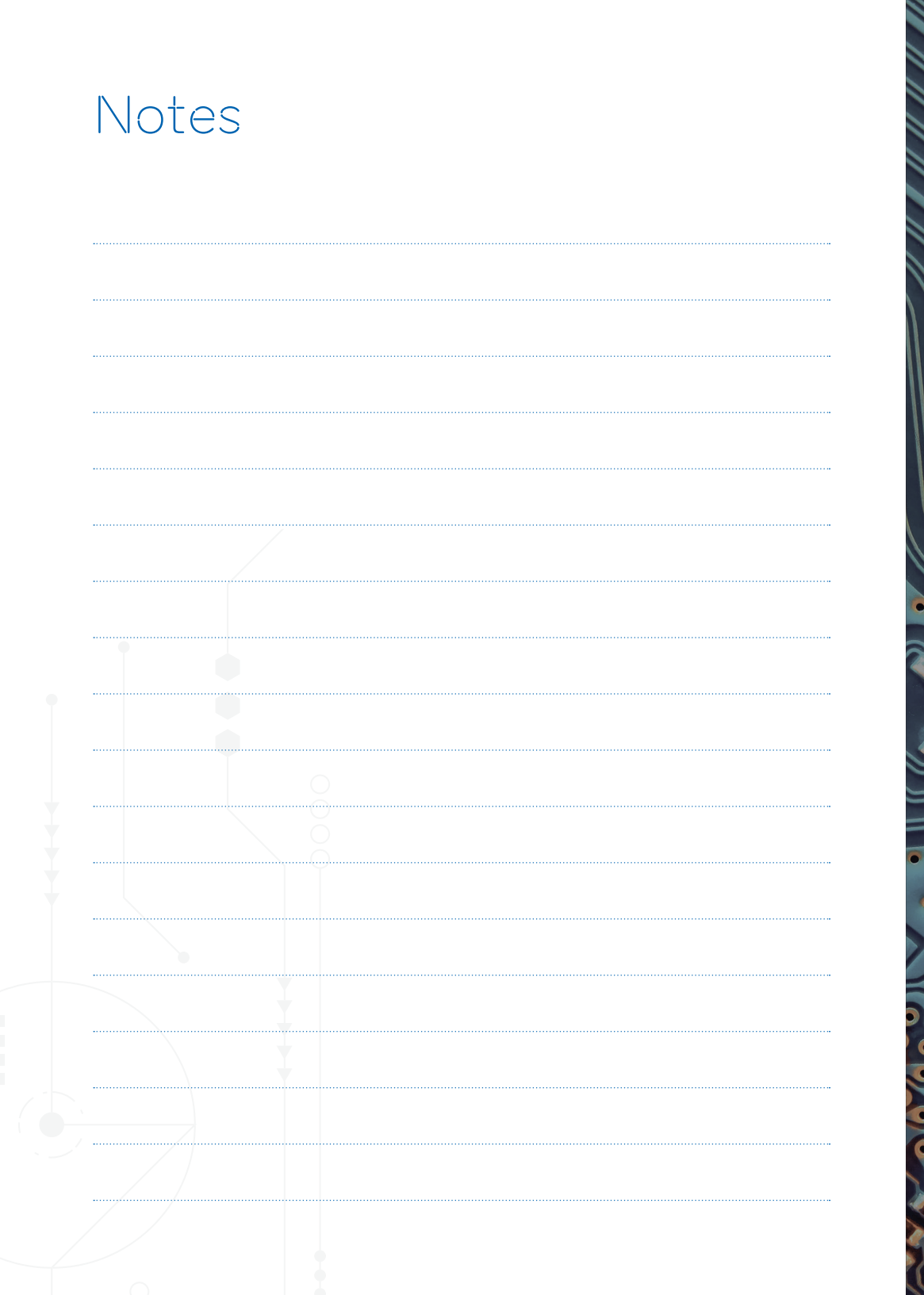
We offer research and development support on the basis of bilateral or multilateral contracts. Several support measures and wide range of research partners are available to enhance collaboration between university and companies.

Our primary areas of development are robotics, automation, IT mechatronics, electronics, computer engineering, space technology, smart building and environment, but also fashion industry etc.

We have state of the art competence in several computer simulation techniques starting from macro-scale mechanical models, finite element, Monte Carlo models, up to atomic scale modelling techniques. The typical modelling areas are mechanical calculations, heat transfer, acoustics, electronic processes, high electrical fields, control theory, etc. For more information, contact directly.

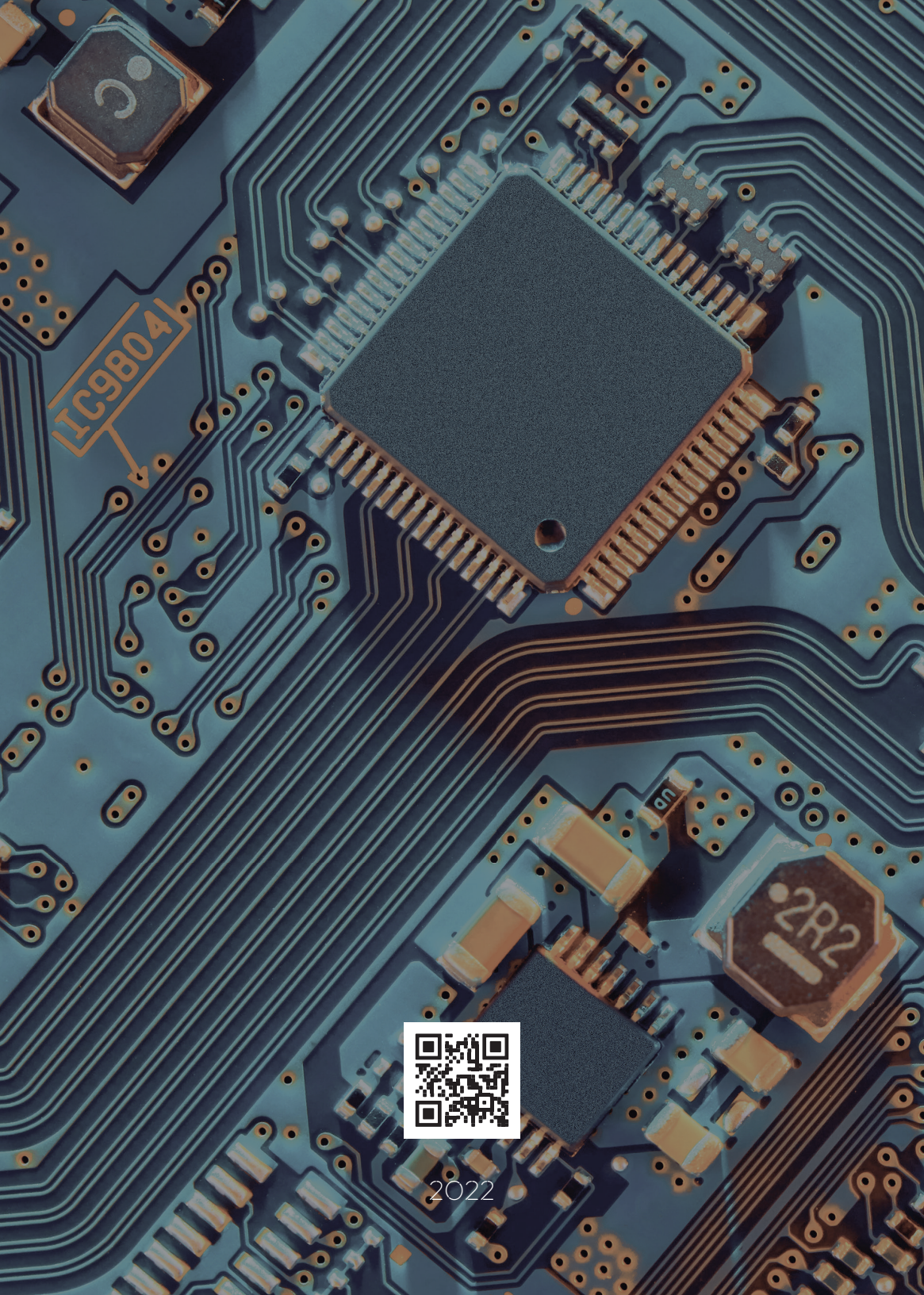
We can provide full research and development cycle, starting from applied research, prototype development and finishing with full product development, including setting up a subcontracted production line.

Notes





Estonian Electronics Industry
Nordic. Efficient. Innovative.



2022