

# Introduction to Estonian Engineering Industry

industry  
estonia



# Federation of Estonian Engineering Industry

industry  
estonia

- + Founded in 1936 – 120 members.
- + Largest Industrial Federation in Estonia
- + The Main areas of activities include:
  - mediating information between the machine and metal industry and the public sector;
  - supporting educational development in engineering-related fields of study;
  - assisting members in business development and export-related activities; prototyping and customer-driven development

# Core facts

**2200**

companies in  
engineering and  
metalworking sector,

**35000**

6% of all labour force  
= 35 000 employees  
(10 000 white-collars  
and 25 000 blue-  
collars);

**Over 80%**

of the sector's output is  
exported

**1/3**

From total industrial  
goods for export about  
1/3 (3,9 bln EUR)  
comes from from  
engineering sector;

# Top Export Markets

- + Finland
- + Sweden
- + Germany
- + Latvia
- + Lithuania

# Top Segments

+ Industrial

+ Medical equipment

+ Automotive

+ Energy

+ Agriculture

+ Defence

+ Rail

+ Telecommunications

+ Space

+ Marine



# Direct business, fast decisions

Estonia's open business culture is built on trust, transparency and being straightforward.

- + Minimal bureaucracy
- + Fast and straightforward communication
- + Transparent culture



# Value that goes beyond metal

Engineering that adds value, not just parts. From contract manufacturing to product development – we build with impact.

- + Specialised in small-series, high-complexity builds
- + R&D integrated into production
- + From contract manufacturing to product developers

A close-up photograph of an ice cream production line. Several metal nozzles are positioned above a conveyor belt, dispensing a thick, light-colored ice cream into small, golden-brown wafer cones. The scene is brightly lit, highlighting the texture of the ice cream and the metallic surfaces of the machinery.

# Agile ecosystem, skilled for the future

From design to delivery – the engineering companies are powered by people and partnerships.

- + Integrated network of subcontractors and specialists
- + Strong engineering education pipeline
- + Export-ready products and services across key sectors

“Our clients stay with us because they trust us. When they scale, we grow with them. When they need support, we’re already here.”

**Veljo Konnimois**  
Founder at Radius Machining

"We believe that smart machines and automation lead to a safer and more meaningful life, while helping companies achieve exceptional results."

**Martin Sutrop**  
CEO at Tech Group

"Manufacturing made easy—that's our vision and our promise. At HANZA Mechanics Tartu, we combine integrated processes, dependable quality, and a dedicated team to help customers scale faster and with confidence."

**Liivar Kongi**  
President of HANZA Cluster Baltics

Let's collaborate!

EESTI MASINATÖÖSTUSE LIIT



FEDERATION OF ESTONIAN ENGINEERING INDUSTRY

