



COOPERATION DEVELOPMENT BETWEEN LATVIAN AND ESTONIAN ENTERPRISES

LĪGA SIČEVA
EU PROJECT MANAGER
LATVIAN CHAMBER OF COMMERCE AND INDUSTRY



Interreg
Estonia-Latvia
European Regional Development Fund



EUROPEAN UNION

WHY COOPERATE?



STATISTICS

- Both countries are top import and export cooperation partners based on statistics
- During last 10 years cooperation volume has increased for 50% and it still has positive tendency
- Competition between both countries enterprises, meanwhile – there are also a lot of good cooperation examples on daily bases
- And – distance, home market, common challenges and life style



OPPORTUNITIES

- **Small enterprises** – first import / export experience
- **Medium and large enterprises:**
 - Trustful cooperation partners, what are geographically close
 - Common cooperation opportunities for developing larger export projects to the 3rd countries

MAIN COOPERATION SECTORS

Wood

Machinery, mechanics and electronic devices

Metal works

Food and production



PROJECT: DELBI 2

**Main objective is to develop
Latvian and Estonian enterprise cooperation in
wood, food and tourism sectors**

Project period: 01.04.2017. – 31.03.2020.

Partners:

- Latvian Chamber of Commerce and Industry / Lead partner/
- Estonian Chamber of Commerce and Industry
- Tartu Science park
- Estonian Business chamber in Latvia

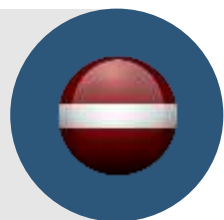
Project is co-financed by

Estonia– Latvia cross – border cooperation program



DURING THE PROJECT PERIOD ...

EVENTS IN LATVIA



- Annual Estonian enterprise boot in expo «Vidzeme Business days» in Valmiera
- Estonia – Latvia forum 2017 / 2018 in Riga
- Livonia Award since 2013
- Export development trainings for enterprises
- Incoming trade missions from Estonia 2017, 2018, 2019
- Best cooperation example video

- Incoming trade missions from Latvia 2017, 2018, 2019
- Annual Latvian enterprise boot in expo «Maamess» in Tartu
- Annual participation in «Tartu Business week»
- Estonia – Latvia forum 2019 in Tartu
- Export development trainings for enterprises
- Best cooperation example video



EVENTS IN ESTONIA



CLOSING EVENTS OF THE PROJECT DURING 2019



**ESTONIA – LATVIA FORUM
2019**

Tartu

September 12

Wood sector



**TRADE MISSION TO
ESTONIA**

Tartu

September 13

Wood sector



**PARTICIPATION IN TARTU
BUSINESS WEEK**

Tartu

October 10

Start - ups



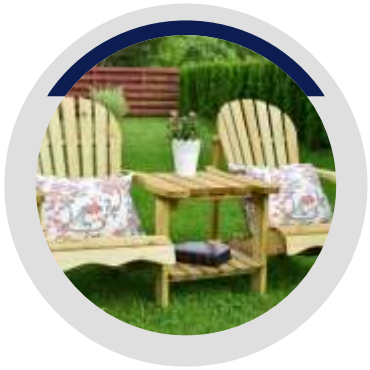
**EXPORT DEVELOPMENT
TRAININGS**

Tartu

Different topics

**Follow the information in
Tartu Science park networks**

MEANWHILE ENTERPRISES...



DELBI 2: RESULTS

Based on found contacts in Estonia during the DELBI 2 event – company found cooperation partner in Scandinavia. Both Latvian and Estonian companies cooperates in different levels



DELBI 2: RESULTS

Some producers has increased their product range in Estonian supermarket chains based on customer interests about the new products during the «Maamess»



DELBI 2: RESULTS

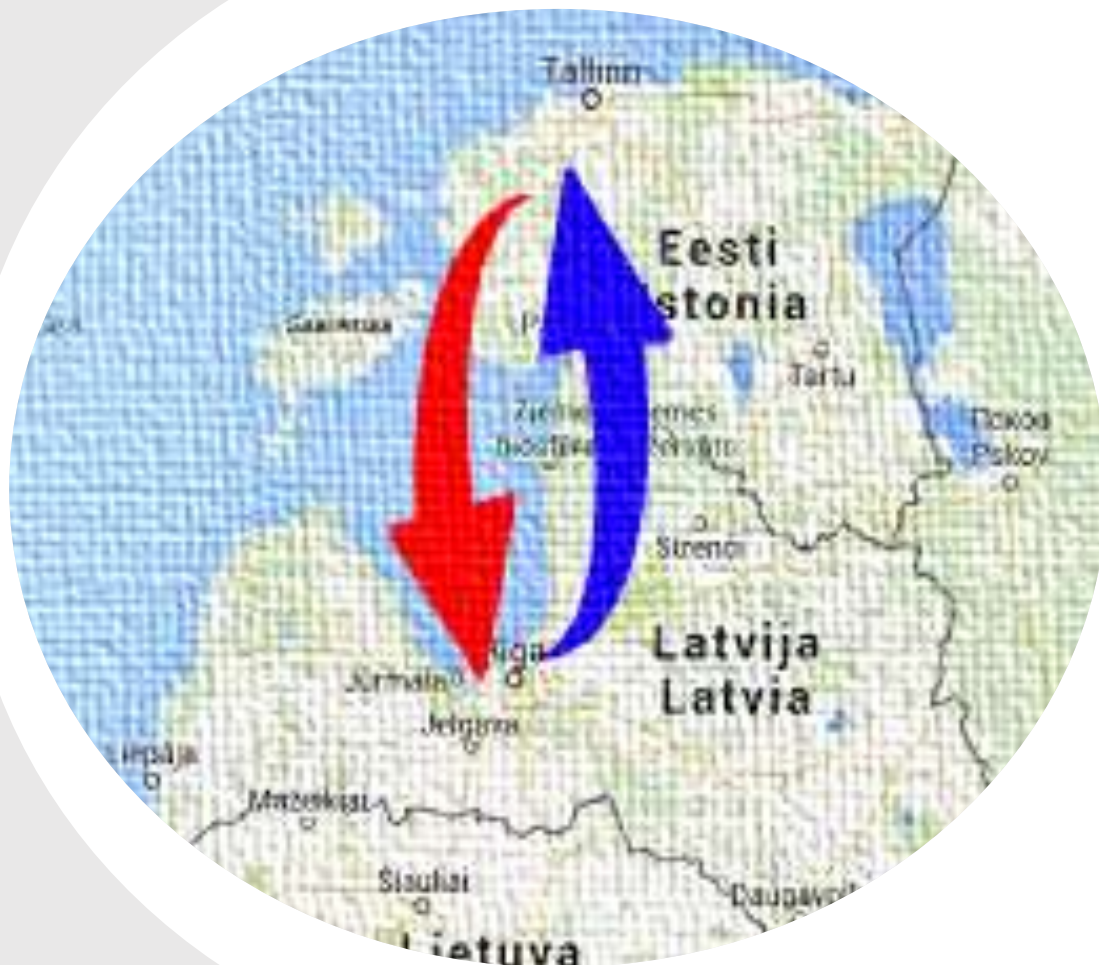
Some companies has found private customers based on participation on the expos in Latvia and Estonia



DELBI 2: RESULTS

Estonian and Latvian companies sells to each other manufacturing products, equipment and providing necessary services

... and there are more examples



THANK YOU FOR ATTENTION



LIGA.SICEVA@CHAMBER.LV



[HTTP://DELBI.EU/](http://delbi.eu/)



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