

SUMMER 2024

BalticBusiness Quarterly



Celebrating Green Innovators from Estonia, Latvia and Lithuania



Learn more about: Aeronex (LV), Naco Technologies (LV), Nando (LT), 1MTN Group (LV, EE), Fusebox (EE), Modus Circulum (LT), eAgronom (EE), Gren (LV), R8tech (EE), HempCup (LT), P-Agro Minerals (LV), Bikeep (EE), Walk15 (LT), KIUD (EE), Efenco (EE), FAYR (LT), Themo (EE), Zippy vision (LV)

FINANCE | 24
**Bundesbank
goes Baltics**

START-UPS | 34
**Green-tech is raising
money smartly**

LAW&TAX | 70
**Estate planning
for digital nomads**



Are you thinking of relocating your production or expanding to Estonia, Latvia or Lithuania?

AHK M&A Services offers your company the opportunity to increase your sales, market share, or the size of your business!

THIS IS WHAT WE OFFER:

We carefully plan the project according to the information you give us

We present you with detailed company profiles that are of interest to you

We find the perfect contact person for you

We organise your meetings

The German-Baltic Chamber of Commerce (AHK) supports you in finding the right company for a successful merger or takeover!



For further information, please contact
DOMINIC OTTO
Deputy CEO, Head of Commercial Services & VET
✉ Dominic.Otto@ahk-balt.org





“Innovation is the ability to see change as an opportunity – not a threat” – Steve Jobs.

The journey towards sustainability is both dynamic and multifaceted. Plenty of challenges remain on the path to a fully sustainable future and Germany, which has taken its position as a frontrunner in green innovation, boasting impressive statistics in renewable energy adoption and sustainable practices, is more than aware of these challenges. Regardless of this, or rather precisely because of it, environmental technology and companies specialising in this field are playing an increasingly important role in Germany as a whole. Their share of gross domestic product is 15% – and the trend is upward. The so-called Green-Techs are set to soar in value from €392 billion in 2020 to €856 billion in 2030 in Germany. Furthermore, Germany ranks 8th among the 132 economies featured in the Global Innovation Index 2023.

Estonia, Latvia and Lithuania are also known as green countries. And when it comes to innovation, all three Baltic countries rose up in the Global Innovation Index in 2023. The highest-ranked country in the Baltics last year was Estonia, which took 16th place in the index, with Lithuania coming 34th and Latvia 37th.

All this led to this year's theme of 'Green Innovator' for the German Business Award in the Baltic States. For the 22nd time, the German-Baltic Chamber of Commerce selected the best innovative companies

in the three Baltic countries to present them with the German Business Award. The winners were:

'Aerones', which is a company in the robotics and wind energy sector that has developed a range of unique robotic solutions for wind turbine inspection and maintenance. 'NACO Technologies', which is pioneering a new era of green hydrogen applications with its thin, nanosized coatings. 'Nando', which is a biotechnology company that develops and manufactures high-added-value microbiological products and chemical additives for agriculture and industry.

In this issue of Baltic Business Quarterly, you will also find many other examples and stories of Baltic companies that have implemented their green business ideas in various sectors. From renewable energy, eco-friendly transportation initiatives, through to waste management strategies aimed at reducing pollution, the companies from Estonia, Latvia and Lithuania demonstrate a wide-ranging approach to sustainability.

I therefore take great pleasure in wishing you a highly enjoyable read and hope you will be inspired by the various green innovations!

Yours,
Florian

- 4 Business in Picture
- 12 **New Members:** Who's new in AHK's Baltic network?
- 18 **Politics:** "It is time to learn the lesson"
- 22 **Defence:** Rheinmetall plans new munitions factory in Lithuania
- 24 **Finance:** Bundesbank goes Baltics
- 26 **Cover Story:** Recognizing green innovators
- 33 **Best in Business:** Companies to watch
- 50 **Going green:** Inspiring imagination
- 52 **Interview:** "I focus my energy on those who want to change and create a better tomorrow", Miglė Makuškaitė-Survilė, founder of Planet Positive
- 54 **Start-ups:** Green-tech is Raising Money Smartly
- 56 **Wind Energy:** Investors see great potential in wind
- 58 **Facts& Figures:** AHK Business Survey 2024 results
- 60 **Personality:** Driving Digital Transformation and Sustainability, Riia Sillave, CEO of HHLA TK Estonia
- 62 **AHK Member News**
- 64 **New openings:** New sustainable real estate projects in the Baltic States
- 68 **Law&Tax:** Estate Planning for Digital Nomads
- 70 **Law&Tax:** Tax revolution in Estonia
- 72 **Trade Fairs:** Trade fair calendar and reviews of the best happenings
- 78 **Travel:** Welcome to the stars
- 80 **Culture:** Heinz Erhardt, the timeless humourist
- 82 **Baltic Taste:** Tapping the sap
- 84 **Reviews of AHK Events**
- 88 **Shooting Star:** A German car icon turns 50



50 GOING GREEN



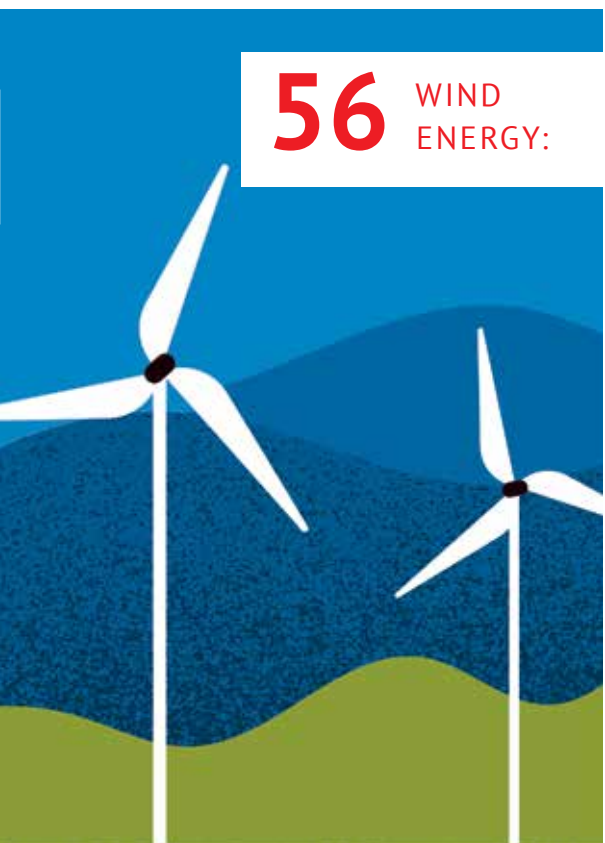
68 LAW & TAX



64 NEW OPENING



22 DEFENCE



56 WIND
ENERGY:



96 SHOOTING
STAR

IMPRINT

Magazine "Baltic Business Quarterly"

Founder: German-Baltic Chamber of Commerce in Estonia, Latvia, Lithuania (AHK), Breite Straße 29, D-10178 Berlin, Germany

Executive Board Member: Florian Schröder
Editorial office: Strēlnieku iela 1-4, LV1010, Riga, Latvia, +371-67320718, www.ahk-balt.org

Publisher: SIA "Žurnālu izdevniecība Lilita", Brīvības iela 85 - 4, Rīga, LV-1001 20004547, lilita@lilita.lv, www.lilita.lv

Reprint allowed only with a written agreement with the Founder. ©2018.AHK

Printed in printing house
"Lietuvos Rytas Print", Lithuania

Cover photo: shutterstock.com

Editor in chief: Līva Melbārzsde, +371 6 732 0724

Reporters: Nujan Amin, Anda Asere, Linda- Sophie Blochberger, Ingrīda Drazdovska, Sebastian Fritz, Linas Jegelevičius, Māris Ķirsons, Mari Peegel, Neringa Sedelskē, Annemarie Sommer, Vineta Šķērīte, Markus Tenhagen, Armanda Vilciņa, Alexander Welscher

Photographers: Ritvars Skuja, Alexander Welscher

Art Director: Aleksejs Smirnovs

Advertising Director: Līva Melbārzsde

Tech Director: Gints Mucenieks

Advertising Editor: Jānis Rožkalns, reklama@lilita.lv

Digital editions: App Store and Google Play

ISSN 2592-2570

Publisher is a member of Association of Press Publishers of Latvia. lpia.lv



Supported by:



on the basis of a decision by the German Bundestag

OUR PREMIUM MEMBERS



MECKLENBURG-VORPOMMERN – PARTNER REGION 2024

ESTONIA BUSINESSES VISIT HANNOVER MESSE

Reaching out to the German market: Estonian Minister of Economic Affairs and IT Tiit Riisalo (r.) visited the Hannover Messe on 24 April 2024 together with a business delegation of about 50 entrepreneurs. While attending the world's leading industrial technology trade show, Riisalo gave a keynote talk, took part in a discussion panel about strengthening European competitiveness, and met his German counterpart Robert Habeck (l.). "The EU economy is facing great challenges and both Germany and Estonia are in the thick of it. But our shared values and common causes for Ukraine, defence, the economy and development make us stronger together", he wrote on X after the meeting.

The Estonian Minister's agenda also included talks with the Economics Ministers of Lower Saxony and Baden-Württemberg. Accompanied by the business delegation, Riisalo visited the industrial company Komatsu and met representatives from businesses represented at Hannover Messe. Germany is currently the fifth-largest export market for Estonian companies. *AW*





Photo: Ecomin Estonia





Photo: Gatis Rozenfelds, Valsts kanceleja

LATVIA AND GERMANY EYEING MORE COOPERATION IN GREEN ENERGY

The Latvian Prime Minister Evika Siliņa (L.) discussed the possibilities of more economic cooperation between her country and Germany during a visit to Berlin on 27 March 2024. Speaking to the press after a bilateral meeting with Chancellor Olaf Scholz (r.), Siliņa stated that Germany is Latvia's strategic partner and she wants "as much Germany as possible in Latvia".

"We talked about the role of German investments in our economy and long-term cooperation in the green economy", she said, adding that the economic ties between the two countries are here to stay. Siliņa believes that Latvia's ability to generate green energy and German engineering knowledge can benefit both countries. "We also see great potential in the transport sector, defence industry and digital development."

Scholz said that Germany is willing to cooperate and indicated that the Baltic States are able to produce more renewable energy than they need for their own consumption. "This applies to electricity as well as to green hydrogen. We want to work together on that", the Chancellor underlined. *AW*

LITHUANIA AIMS TO INTENSIFY ECONOMIC COOPERATION WITH GERMANY

During a recent visit to Germany, the Lithuanian Prime Ingrida Šimonytė promised that her country is open and ready to do everything necessary to make the Lithuanian-German economic cooperation a true success story for both nations. Taking part in an annual event of the German association for small and medium-sized businesses (BVMW) on 13 March 2024 in Berlin, she voiced the hope that companies from Germany and Lithuania will follow suit, as the governments of both countries increase and intensify their cooperation.

Lithuania sees significant potential for cooperation with Germany in pioneering economic sectors such as biotechnologies, IT, green energy technologies, and a vibrant, growing startup ecosystem. Germany is Lithuania's key strategic partner in science, innovation and technology, and Lithuania would like to take this cooperation ever further, claimed Šimonytė, who also met members of the German biotechnology sector association "Bio Deutschland". *AW*

Photo: Lietuvos Respublikos Vyriausybė / Laima Penek









Photo: Northvolt

GERMANY CELEBRATES LAUNCH OF HUGE BATTERY PLANT CONSTRUCTION

Symbolic start for the construction of a gigafactory: Swedish company Northvolt is to build a multibillion-euro plant making battery cells for electric cars in Germany. Chancellor Olaf Scholz commended the strategic importance of the investment at the ceremony on 25 March 2024. “Germany was, is, and will remain a country with a strong manufacturing base. The production of good cars beyond the combustion engine continues to form the backbone of our industrial sector. For that, we need battery cells made in Germany, made in Europe”, he said, before pressing the button to officially launch the construction work together with the Minister for Economic Affairs Robert Habeck, Schleswig-Holstein Prime Minister Daniel Günther and several Northvolt executives.

Once completed, the new factory called Northvolt Drei near Heide in the northern state of Schleswig-Holstein will produce up to a million battery cells and generate 3,000 jobs. Production at the state-of-art-site is set to start in 2026. *AW*