



Chemical, Pharmaceutical and Biotechnological

Industry in LATVIA

 **LIAA** Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia



Latvia in Facts

International memberships:	EU and NATO since 2004, WTO since 1998
Capital:	Riga
Other major cities:	Daugavpils, Liepāja, Jelgava, Jūrmala, Ventspils
Population (as of 1 st January, 2014):	2.0 million
Area:	64 573 km ²
Language:	Latvian (official); Russian, English and German are also widely spoken
Currency:	euro (EUR)
GDP growth (2013):	4.2%
GDP in current prices (2013):	EUR 23.222 billion
GDP per capita (2013):	EUR 11 537
FDI stock (2013):	EUR 11.570 billion
FDI stock per capita (2013):	EUR 5 781

Source: Central Statistical Bureau of Latvia, Bank of Latvia

Contents

Chemical, Pharmaceutical and Biotechnological Sector in Latvia	3
Major Product Lines	10
Company Profiles	12
Useful Addresses	42
Promotion of Entrepreneurship, Investment and Foreign Trade	44
Representative Offices of Investment and Development Agency of Latvia	46



Latvia has historically had a strong research, development, and manufacturing base in sophisticated chemical and pharmaceutical products. The traditions of the Latvian pharmaceutical industry can be traced as far back as the sixteenth century.

The chemical, pharmaceutical and biotechnological industry is one of the most promising sectors in Latvia and includes the manufacturing of chemicals and chemical products, basic pharmaceuticals and pharmaceutical preparations, as well as rubber and plastic products. The industry is an important part of the Latvian economy, accounting for 7.5% of turnover for all manufacturing industries in 2013. Pharmaceuticals comprise the industry's largest sub-sector, creating 32% of its total turnover.

Latvia's long experience and traditions, availability of highly qualified specialists, cost efficiency, high degree of competence in R&D and strong manufacturing base provide an excellent foundation for business and innovative activities in the country's burgeoning chemical, pharmaceutical and biotechnological sector.

In spite of the global economic recession following the 2009 financial crisis, the industry has exhibited slow but steady growth. Companies have invested considerable resources in sales promotion in existing markets and on expansion into new markets, reaching 10% of total national exports (2013).

Latvia's government has a clear vision for the sector's future development and is aware of the challenges that must be overcome to ensure further sustainable growth. In order to offer a wide range of services to help companies expand their business, the main activities provided by the Investment and Development Agency of Latvia (LIAA) include foreign trade promotion, investment attraction, as well as the administration of State support programmes in the form of EU Structural Funds.

I am proud to say that, since the previous edition of the catalogue, two new clusters related to this sector have been established with the help of EU Structural Funds: the Life Sciences Cluster and the Clean Technology Cluster. The clusters' common long-term goal is to build a platform for promoting the sector on the global market over the next eight years. Latvia's recently elaborated chemical industry strategy forecasts that at least five significant, Latvian-driven, innovative products will be launched in the industrial sector by 2020.

In presenting the new *Chemical, Pharmaceutical and Biotechnological Industry in Latvia* catalogue, I would like to thank the enthusiasts, academics, investors, and business people who have helped develop this sector, and to wish them every success in continuing their business and research. On behalf of LIAA, I affirm that we will continue to do our utmost to facilitate the growth and development of this sector in Latvia.

A handwritten signature in black ink, appearing to read 'A. Ozols'.

Andris Ozols
Director

Investment and Development Agency of Latvia

Chemical, Pharmaceutical and Biotechnological Sector in Latvia

LATVIA'S CHEMICAL, PHARMACEUTICAL AND BIOTECHNOLOGICAL SECTORS

Latvia's chemical, pharmaceutical and biotechnological industries have a long history and the sector continues to be a cornerstone of today's economy. The sector's importance was reaffirmed by the 2009 decision of the Latvian Cabinet of Ministers to include the chemical and pharmaceutical industries in the list of priority sectors essential for the country's economic development.

Thanks to long-standing traditions, Latvia has a strong manufacturing base in fine chemicals and pharmaceuticals, making a wide range of products ranging from petrochemicals and man-made fibres to paints and household chemicals. Latvia was the principal location for these sectors in the former Soviet Union, with 25% of new Soviet-era drug technology designed here. One out of every four medical preparations manufactured in the former USSR and intended for the USSR market was actually made in Latvia.

Currently, Latvia's extensive R&D structures and excellent cooperation between industry and scientific sectors are making their presence felt in research spheres including microbiological synthesis, wood chemistry, virology, the synthesis of physiologically active substances, bioorganic chemistry, molecular biology, genetics, biotechnology, biomechanics and magneto-biology. The design and manufacturing of biotechnological equipment is also well established. Furthermore, Latvia is becoming recognized internationally for its Contract Research Organization (CRO) activities.

LATVIAN CHEMICAL INDUSTRY STRATEGY FOR 2015–2020

The Latvian chemical industry strategy for 2015–2020 (hereinafter – the Strategy) anticipates Latvia becoming an open laboratory for industrial products, turning into a **generic-drug registration centre for Eastern and Northern Europe**, providing favourable conditions and a higher level of service for registering generics in the European Union.

Thanks to the ability of Latvia's R&D sector to quickly and efficiently generate active substances and finished medicinal-product manufacturing technologies, Latvia is gradually evolving into a **Northern European centre for export services**.

The Strategy proposes that Latvia become a **niche specialist country**, supplying services such as the following:

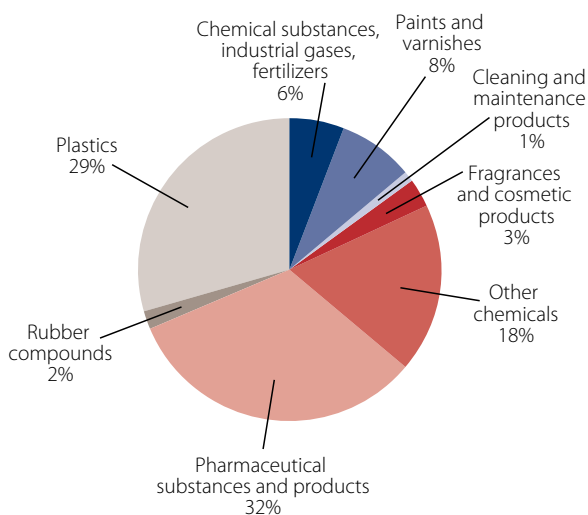
- **An open innovation centre** based on the intra- and cross-sector links developed with the support of national competence centres.
- **A multicultural product development and marketing centre.** Latvia has developed the ability to quickly create niche products that can meet the needs of different cultures and markets.
- **A pilot-manufacturing service centre.** Latvia can offer small-scale and experimental batch creation in combination with product-testing ecosystems and adaptation to different markets.
- **Coordinated development of human resources.** Companies play an active and decisive role in validating and evaluating at least 50% of national research topics, as well as evaluating university and vocational school curricula.
- **A technology and product-development country.** Universities and public research-organization researchers are given preferential rights to establish companies to commercialize technologies or products obtained through their research. The government takes on some of the commercial risk by accepting delayed repayment of advances for technology purchases, provided that such repayment occurs at the successful commercialization of new technologies.

THE ROLE OF THE INDUSTRY AND ITS SUBSECTORS

The chemical, pharmaceutical and biotechnological sector has always been among Latvia's leading manufacturing sectors, being 4th in terms of turnover (7.5% in 2013), 6th in the number of employees (6.5% in 2013) and 4th by proportion of exports (74.9% in 2013). Currently, the main chemical manufacturing branches include:

- Pharmaceuticals, medicines, phytopharmaceuticals
- Paints and varnishes
- Chemical compounds and synthetic fibres
- Household chemicals, cosmetics, perfumes
- Plastic and rubber products

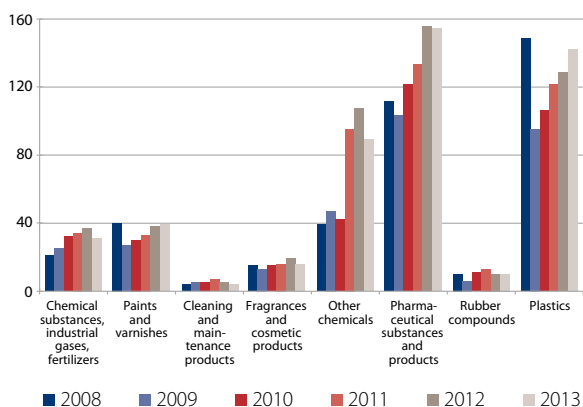
Turnover by Subsector in 2013, %*



* The data is for the turnover of companies employing more than 20 people or whose 2013 turnover exceeded EUR 430 000.

Source: Association of Latvian Chemical and Pharmaceutical Industry Enterprises

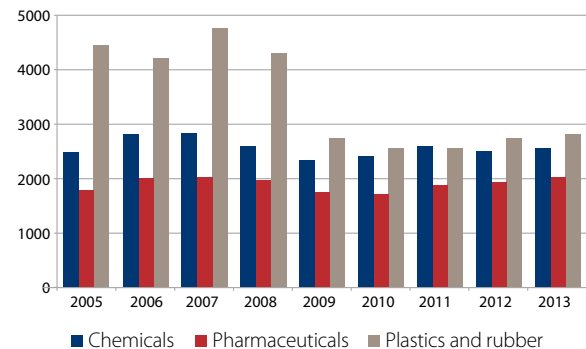
Turnover by Subsector, million EUR



Source: Association of Latvian Chemical and Pharmaceutical Industry Enterprises

According to Central Statistical Bureau data, the sector included more than 450 companies in 2013. The next table shows that the number of employees in the pharmaceuticals subsector has remained quite stable over the last few years. As the sector's output has increased while employment has decreased, it is clear that companies have increased their productivity.

Employment by Subsector



Source: Central Statistical Bureau of Latvia

FOREIGN TRADE

According to the Central Statistical Bureau of Latvia, chemical and pharmaceutical products had the sector's largest proportions of exports (46% and 30%, respectively) in 2013, followed by plastics (24%).

Currently, the country produces and exports a diverse range of pharmaceutical and chemical products, from a unique anti-influenza medicine to petrochemicals, household chemicals and paints.

Companies in the chemical, rubber, and plastics industries are well-supplied with raw materials and reagents by well-known European and global companies via representative offices and major logistics centres that ensure optimum proximity to customers. *Brenntag, Algol, Bang Bonsomer, Telko, Azelis (formerly Broste), Kemetyl, Elme Messer, AGA*, as well as local companies (*Ksan, Himlat*) and many others have representative offices and warehouses in Latvia.

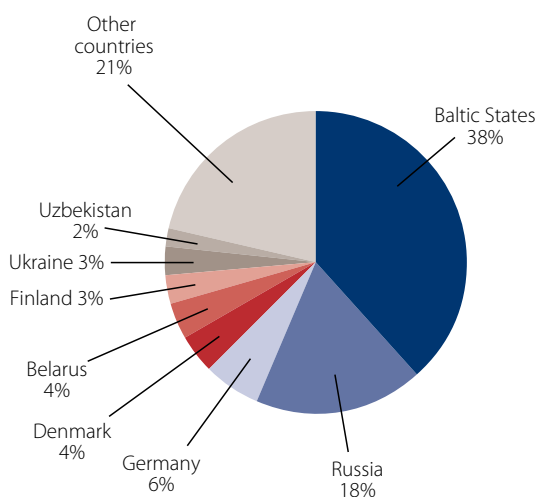
Export and Import Dynamics, million EUR



Source: Central Statistical Bureau of Latvia

The core export markets are Baltic neighbours – Lithuania and Estonia – as well as Russia, Denmark, Germany and Finland.

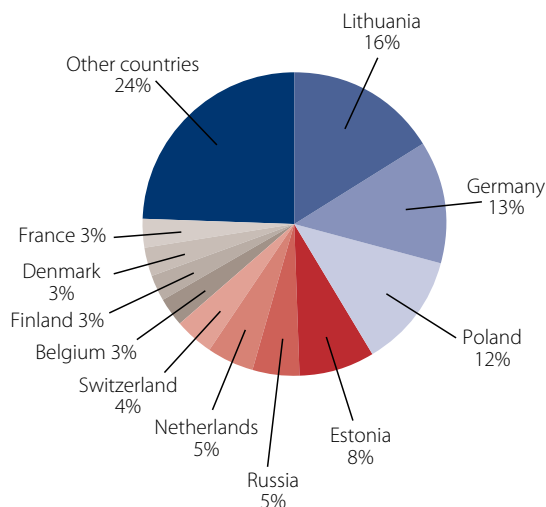
Main Export Countries in 2013, %



Source: Central Statistical Bureau of Latvia

65% of all products are exported to EU countries. In the last few years, Latvian chemical and pharmaceutical companies have successfully penetrated remote new markets including Australia, Panama, Brazil and New Zealand.

Main Import Countries in 2013, %



Source: Central Statistical Bureau of Latvia

LEADING COMPANIES AND INDUSTRY CLUSTERS

Leading Companies

Two companies that stand out in the Latvian pharmaceutical market are *Grindeks* and *Olainfarm*. *Grindeks* specializes in heart and cardiovascular, central nervous system and anti-cancer medications. Their range covers a successful combination of original and generic products, with the original products Mildronate® and Ftorafur® and more than 100 different generics. Currently, *Grindeks* produces 25 active pharmaceutical ingredients. *Olainfarm* has 40 years of experience in the production of medical, chemical and pharmaceutical products. *Olainfarm* produces around 60 types of medicine and some 30 pharmaceutical agents.

However, no story about Latvia's chemical industry can be complete without mentioning *Dzintars*. The history of *Dzintars* begins in the mid-19th century. *A. Briger's* soap and perfumery factory was founded in Riga in 1849, producing soap, candles, and making perfumes and *eau de colognes* from French ready-made compositions. Today *Dzintars* has become the largest manufacturer of biocosmetics and perfumery in the Baltics (more than 350 products) and employs more than 600 people.

Valmieras stikla šķiedra (also known as *Valmiera Glass*) is a unique company in the Baltic chemical and textile industries, with many years of experience in the manufacturing of glass fibre and its products. These can be used for thermal and technical insulation materials, as well as for ready-to-use building materials. The products are mainly used in high-tech applications, for instance, in the aviation and space industry, chemical

industry, metallurgy, military industry, the production of protective overalls, recreational and sports equipment, in shipbuilding, construction, electronics, energy, household appliances, automobile manufacture, mechanical engineering and many others.

Rīgas laku un krāsu rūpnīca (Riga Varnish and Paint Plant) is the leading paint manufacturer in the Baltic States, supplying more than 160 types of paints and related materials and adding 5-10 new products each year. The colour range comprises more than 6 000 shades. The company runs its own R&D centre for new product development.

Over the last three years, a number of innovative and fast-growing companies have made significant inroads into foreign markets. These include producers of biocosmetics (*Madara Cosmetics, Kivvi Cosmetics, Dabba*), professional cosmetics (*GMT Beauty*), phytopharmaceuticals (*Solepharm, AdSmart, Institute of Innovative Biomedical Technologies*), environmentally friendly detergents (*Spodriba, Kvadro*) and wood treatments (*PaintEco*), petrochemicals and plastics (*United Oils, Baltic Polymers*) and life-science products (*In-Cell, Chromsword*).

Industry Clusters

Two sector-related clusters – the *Life Sciences Cluster* and *Clean Technology Cluster* – were recently established. Both of them have the long-term goal to build a platform on which to promote its sector internationally.

- The *Life Sciences Cluster of Latvia* aims to strengthen the pharmaceutical industry as a leading innovative industry in Latvia. The sector produces and exports products with high value-added and replaces traditional manufacturing-sector jobs with knowledge-based, high-tech jobs. About 40 pharmaceutical, chemical, and biotechnology companies, as well as educational and research institutions, form the core of the cluster. The main areas of competence in life science research are organic chemistry and biopolymer research, microbiology and virology, genomics, immunology, biotechnology and wood chemistry.
- The *Clean Technology Cluster* aims to represent clean-tech enterprises interested in cooperation in order to enter new international markets, improving their competence and competitiveness, as well as creating new and innovative products. The cluster currently comprises 24 enterprises and research/educational institutions from the following sectors: renewable energy resources, waste and pollution, water management, clean-technology products, equipment and solutions, and energy generation, accumulation and storage.

Latvia is also represented by its 10 members in the *Baltic photonics cluster*.

R&D POTENTIAL

Latvia possesses an extensive R&D base with good co-operation between industry and the scientific and academic sectors, covering a diverse range of research spheres including microbiological synthesis, virology, the synthesis of physiologically-active substances, bioorganic chemistry, molecular biology, genetics, biotechnology, biomechanics and bioengineering. Another traditional sub-sector within the industry now seeing a resurgence is R&D in areas such as the life sciences, wood chemistry, bioengineering, biophotonics and the development of new materials for the aerospace, automotive and construction industries.

In order to increase investment in R&D, the Latvian government and the Ministry of Education and Science support nine National Level Research Centres covering, *inter alia*, pharmaceuticals and bio-medicines, food processing technologies, nano-structured and multifunctional materials, structures, constructions and technologies, as well as public health and clinical medicine. These include Pharma and Chemistry Competence and Environment, Bioenergetics and Biotechnology Competence Centres.

The *Pharma and Chemistry Competence Centre of Latvia* is planning to implement 32 industrial research projects over the next four years. The four subjects involved are Synthetic drug research and development, Biotech drug research and development, Investigation of drug safety and efficacy, and Energy-saving chemical technologies.

The aim of the *Environment, Bioenergetics and Biotechnology Competence Centre* is to carry out 40 different industrial research projects over the next five years. Subjects:

- Technology for the production of biogas from biomass
- Biosafety in laboratories at specially set-up workstations for carrying out DNA and RNA tests
- Development technologies for the anaerobic co-fermentation of sewage sludge and other organic substances
- Research into non-reflective and impact-resistant coating technology for glass surfaces
- Biological treatment of water containing pharmaceutical products and oil compounds

LEADING R&D INSTITUTIONS

The *Latvian Institute of Organic Synthesis*, with more than 100 Ph.D. level researchers occupying about 2 500m² of equipped laboratory space, is one of the Baltic region's leading research centres for organic synthesis, medicinal chemistry and drug discovery. Its main competencies are medicinal chemistry and drug discovery, organic

synthesis, advanced technologies in organic synthesis, molecular pharmacology. To date, 17 original drugs have been discovered and introduced into the market, and more than 70 original preparation methods for known medicines have been developed. In addition to its scientific activities, *Latvian Institute of Organic Synthesis* possesses a GMP-compliant facility for drug stability testing. The US Food and Drug Administration recently issued a permit for the medical use of a new anti-cancer drug whose active substance was invented and synthesized in the *Latvian Institute of Organic Synthesis*. The *Chair of Physical Chemistry of the University of Latvia (LU)* carries out research using classical methods as well as X-ray diffraction, ICP/MS, ETAAS, and chromatography. This modern equipment has enabled the development of new research directions in API solid-state physical chemistry and chromatography methods for the development of innovative chemical technologies, nanomaterials and surface modification. The *Institute of Polymer Mechanics of the University of Latvia* is a non-profit scientific research institution. The main research areas are:

- Theoretical and experimental studies of the deformation and fracture of materials
- Mechanics of composite structures, numerical estimation methods and optimization
- Prediction of the long-term deformation and strength of materials, the effects of environmental factors on their exploitation properties
- Non-destructive testing methods for determining physical and mechanical properties

The *Latvian State Institute of Wood Chemistry* is Latvia's main centre for wood science, its main activities being devoted to:

- The protection and modification of wood and wood materials
- Pulp- and paper-production processes
- Fibre properties of paper and cellulose
- Structural analysis and applications of Lignin
- Cellulose derivatives, natural polymers for medical and veterinary applications
- Polysaccharide chemistry
- Biomass Eco-Efficient Conversion
- Polyurethane materials

Riga Technical University (RTU) is Latvia's centre for technical and engineering education with extensive options for obtaining higher education qualifications and has consequently created a base for scientific development. Owing to its developed infrastructure, RTU is able to ensure high-level research conducted by 415 researchers in 30 modern well-equipped laboratories. *Riga Technical University's* research institutes provide fundamental research in fields including polymer and silicate materials, recycling and conservation, applied research in nanomaterials, particles, coatings and

composites, market-oriented research into the utilization of domestic raw materials, biologically active organic compounds, organic compounds for photo-electronic and information technology.

The *Riga Technical University Institute of Inorganic Chemistry* conducts research into inorganic chemistry and materials science and possesses particular expertise in the preparation of active oxide, nitride, carbide, boride and metal-based nanoparticles for photonics, catalysis, photocatalysis and high-temperature materials as well as in manufacturing nanostructural materials.

G. Liberts Innovative Microscopy Centre of Daugavpils University (IMC) conducts research in the spheres of functional nanostructured materials and nanotechnologies. IMC is also a leading Latvian research centre in the field of holography. The highest level of holographic recording technology has been elaborated here, hologram recording and duplication equipment, as well as ready-made holographic products are available.

The *Latvia University of Agriculture* is the only agricultural higher education establishment in Latvia. The university is multi-profiled. In addition to traditional study fields, the university provides unique, multiform study programmes relating to agriculture, veterinary medicine, food production, bio-economy, forestry and landscape architecture.

CITATIONS & PATENTS

According to the *Thomson Reuters Science Citation Index*, the most cited publications by Latvian researchers in scientific journals between 2009 and 2013 were in clinical medicine, molecular biology, materials science, and physics. The majority of publications are in areas such as physics, nano-sciences and nano-technologies, organic chemistry, materials science, and health.

In 2012, Latvia (with an index of 1.21) was ranked 17th among the 28 EU members by the Patents Cooperation Treaty (PCT) in terms of patent applications per billion GDP (in PPS€). This is still significantly low in comparison to economically developed EU countries, but is ahead of Poland, the Czech Republic, Slovakia, Lithuania, Greece, Portugal, Romania and Bulgaria. Source: Innovation Union Scoreboard 2013.

INVESTMENT

In 2014, the World Bank ranked Latvia 23rd globally in terms of the ease of doing business, having a high-quality labour force and exceptional conditions to maximize profit. The country's long-term experience and traditions, strong manufacturing base and R&D competence makes the Latvian chemical sector attractive for business activities, and Latvia offers very advantageous investment incentives. At present, key government initiatives include promotion of the pharmaceutical sector by supporting or financing the development of clinical testing facilities. The strategy for the development of marketable products, especially biotech products, is based on sharing R&D results between researchers and the private sector.

One excellent example of investment in the chemical sector is the Swedish chemical-research provider *Syntagon*. The company opened a laboratory in Latvia to handle the synthesis of compounds used by research facilities within the medical industry. Another notable investment example is the UK company *Grant Instruments*, which has invested in the Latvian company *Biosan*. Today, *Biosan* has a well-established portfolio of innovative products for sample preparation in the fields of genomics, proteomics and cellomics.

BIOTECHNOLOGY INDUSTRY

After Latvia joined the EU in 2004, the government nominated biotechnology as a priority sector (Latvian Economic Development Guidelines, 2005). Today, the Latvian biotechnology industry, represented by approximately 30 companies, is relatively small but well-established and competitive in the global arena. The sector's major activities fall into the following groups:

- Medical and pharmaceutical biotechnology (*red biotechnology*)
- Ecological biotechnology (*green biotechnology*)
- Design and manufacturing of biotechnological equipment (*grey biotechnology*)
- Design and production of new materials for daily use and the development of new sustainable energy sources such as biofuels (*white biotechnology*)

The leading scientific institute in molecular biology and biomedicine is the *Latvian Biomedical Research and Study Centre (BMC)*. Its main research areas are:

- Research into protein structures (folding, self-assembly); post-translational processing (secretion, degradation); protein engineering
- Human genome research; susceptibility loci of inherited, cardiovascular and oncological diseases; preventive and therapeutic medicine; genotyping of infectious agents; introduction of nanotechnologies

- Biomedicine (infectious diseases, human genome research, ageing population); molecular medicine methods (DNA tests, genotyping, etc.); nationwide health monitoring approaches; selective and tissue-targeted drugs, recombinant vaccines and gene therapy tools; novel DNA diagnostics

BMC maintains tight links with industry and its partners include major European pharmaceutical companies such as *Cytos Biotechnology*, *Rhein Biotech*, *Medeva* as well as Latvia's *Grindeks*. The institute was one of the first to isolate and sequence the hepatitis B virus (HBV), elaborating the basis for a number of HBV vaccines in different countries. BMC's current projects include vaccine prototypes and gene therapy tools against hepatitis B and C viruses.

BMC hosts the *Latvian Genome Centre* and the *Genome Database* of the Latvian population.

Rudolfs Cimdins Riga Biomaterials Innovation and Development Centre of Riga Technical University is the biggest and most modern biomaterial research centre in the Baltic States. "Spare parts" for replacing damaged human tissues and organs are created here. The centre's mission is to develop biomaterials from nanopowders, metals, ceramics and textiles so that they can be implanted in live bodies to substitute damaged tissues and fully integrated with other tissues. Other fields of research include the development of thermoelectric materials and drug-delivery systems.

Chair of Microbiology and Biotechnology of the University of Latvia operates in the following main research directions:

- Molecular Microbiology – regulation of plasmid gene expression and the utilisation of DNA and DNA-protein complexes in building new materials for nanotechnology
- Environmental and Food Microbiology – characterization of microbial communities and their potential for biocorrosion and bioremediation
- Mushroom Biotechnology – breeding and characterization of gourmet and medicinal mushroom strains that could be cultivated in Latvia
- Plant Biotechnology – characterization of the genetic diversity of wild and cultivated plants, the genetic basis for disease resistance in barley cultivars
- Cell Biotechnology – human somatic stem-cell isolation, propagation and directed differentiation

Other Latvian biotechnology research institutions include the *Institute of Microbiology and Biotechnology* and *Laboratory of Bioanalytical Methods* (University of Latvia), *Augusts Kirhenšteins Institute of Microbiology and Virology*, *Laboratory of Biochemistry*, *Laboratory of Biomechanics* (Rīga Stradiņš University), *Institute of Biomedical Engineering and Nanotechnologies*, *Institute of Biomaterials and Biomechanics* (Rīga Technical University).

EDUCATION

Latvia's education system supports the sector at both vocational and higher education levels. In 2013/2014, 703 students were involved in programmes related to chemistry, pharmacy and biotechnology. There are seven main higher and vocational education institutions:

- Rīga Technical University
- University of Latvia
- Rīga Stradiņš University
- Latvia University of Agriculture
- Daugavpils University
- Rīga 1st Medicine College
- Olaine Mechanics and Technology College

Overall, Latvia offers 48 programmes at college, vocational, bachelor's, master's, and doctoral levels. Pharmacy, chemistry and biology are the most popular subjects. Other programmes include biotechnology, materials technology and design, chemical technology, materials science, biomedicine, veterinary medicine, nutrition science, natural science, clinical pharmacy, multifunctional agriculture, agro-biotechnology, veterinary medicine, IT and engineering, forestry, environmental science and bio-economics.

Professional skills development through modern technologies is one of the most important tasks for the education system. The *Medical Education Technology Centre of Rīga Stradiņš University* offers local and international medical and healthcare students the opportunity to use advanced technological facilities in training and lecture rooms equipped with up-to-date simulator systems and imaging phantoms. The Centre can also be viewed as another step towards world-class standards in medical and healthcare education that is the Objective Structured Clinical Examination (OSCE) used to test future doctors' theoretical knowledge and practical skills.

The *Olaine Mechanics and Technology College* is the only vocational education institution in Latvia that enable specialists to qualify at the third and fourth levels of vocational qualification in chemistry, pharmaceuticals, biotechnology and the environment.

BUSINESS POTENTIAL

Latvia's favourable geographic location, established business ties with both eastern and western markets and a legal framework appropriate to the sector give it a sustainable competitive advantage in the modern marketplace. In addition, foreign investors in Latvia have the same rights and obligations as local investors and intellectual property laws are fully harmonized with EU legislation.

The sector has particularly good prospects in:

- R&D of new medicines
- Production of generic pharmaceuticals
- Custom synthesis of new molecules
- Sub-contracted production of chemical intermediates
- Custom synthesis of organic compounds
- Outsourcing of analytical services to Latvian R&D institutions and laboratories
- New products developed by Latvian research institutes, e.g., nanopowders, nutraceuticals, cosmeceuticals, etc.
- Chemical processing of Latvia's extensive timber resources
- Production of polyethylene pipes, industrial and food packaging
- Bio-photonics application in medical diagnostics and monitoring

Some of the newest products from leading Latvian scientists worthy of mention are:

- Nanostructured catalysers for biodiesel production: new catalysers have been synthesized to cut down costs and make biodiesel production more environmentally friendly.
- Nanocomposites from PET bottles and CD matrices: this new material can be used for producing different casings for electronic devices, as well as for the packaging of technical devices.
- Water-treatment technology with nanostructured ceramics: water treatment equipment that, by using nanostructured ceramics and electrochemical disinfection technology, prevents the appearance of pathogenic microorganisms in water-supply systems.
- Technological solutions for biofiltration, treatment of industrial wastewater with fungal technologies, biostimulation and adaptation mechanisms in microbiological systems, water-quality control and detection of microorganisms/pathogens with rapid molecular methods.
- Medical laser light guides, optical devices for remote anaesthesia monitoring and skin diagnostics.

Major Product Lines

No.	Company	Chemical products	Rubber products	Plastic products	Cosmetics and hygienic products	Pharmaceutical products	Synthetic fiber products	Biotechnological products and services	Chemical raw materials	Laboratory and industrial equipment and services	Agrochemicals	R&D, contract research	Recycling	Other
1	55 MĀRĪTES													
2	AD SMART													
3	AMBERCRO													
4	AMBERSENSE COSMETICS													
5	ART SOAPWORKS													
6	AURAVIA LATVIA													
7	BALTIC CANDLES LTD													
8	BALTIC PHARMA													
9	BALTIJAS GUMIJAS FABRIKA													
10	BAO													
11	BEAVER													
12	BF-ESSE													
13	BIMIL													
14	BIO2YOU													
15	BIOAGRO BALTIC													
16	BIODINAMIKA													
17	BIOLAT													
18	BIOSAN													
19	BIOTEHNISKAIS CENTRS													
20	BOATS SB													
21	CARGO SURVEY LATVIA													
22	CILMES ŠŪNU TEHNOĻĪJAS (STEM CELL TECHNOLOGY)													
23	CITA LIETA													
24	COSMETICS NORD													
25	DIANA SVECES (DIANA CANDLES)													
26	DOKUMEDS													
27	DZINTARS													
28	EKOELL													
29	ELK PLUS													
30	ELMI													
31	ESTONIAN, LATVIAN & LITHUANIAN ENVIRONMENT (ELLE)													
32	EXTERVIT													
33	FARMEKO													
34	FROLI BALTIC													
35	GENERA													
36	GMT													
37	GRAENN													
38	GRANLY TECHNOLOGY													
39	GRINDEKS													
40	INCELL													
41	ITLA.LV													
42	ĪSTĀS JĀŅA ZIEPES													
43	JĀŅA ZIEPES													
44	KALCEKS													
45	KIRO COSMETICS													

No.	Company	Chemical products	Rubber products	Plastic products	Cosmetics and hygienic products	Pharmaceutical products	Synthetic fiber products	Biotechnological products and services	Chemical raw materials	Laboratory and industrial equipment and services	Agrochemicals	R&D, contract research	Recycling	Other
46	KIWI COSMETICS													
47	KUPENA													
48	KVADRO													
49	L.Ē.V. (EXTRACT PLANT)													
50	LARIFĀNS													
51	LATVIJAS ATKRITUMU SAIMNIECĪBAS ASOCIĀCIJA (WASTE MANAGEMENT ASSOCIATION OF LATVIA) (LASA)													
52	LATVIJAS HUMUSVIELU INSTITŪTS (LATVIAN INSTITUTE OF HUMIC SUBSTANCES)													
53	LATVIJAS SLIEKU AUDZĒTĀJU ASOCIĀCIJA (LATVIAN EARTHWORM GROWERS ASSOCIATION)													
54	LEMIS BALTIC													
55	LINUM COLOR													
56	LMP													
57	LORI													
58	MADARA COSMETICS													
59	MEDPRO INC.													
60	MUNIO SPA (MUNIO CANDELA)													
61	NEOMAT													
62	NIFCO PLAST													
63	NIKAFARM													
64	NORDEN COSMETICS													
65	NORDICHEM EUROPE													
66	NORTHEN TREATS (KIIN)													
67	NPK EXPERT													
68	OLAINES ĶĪMISKĀ RŪPNĪCA "BIOLARS" (OLAINE CHEMICAL PLANT "BIOLARS")													
69	OLAINFARM													
70	OSMUNDS													
71	PADTEX INSULATION													
72	PERUZA													
73	PHARMIDEA													
74	POGRITECH													
75	POLYLABS													
76	PRIMEA													
77	RĪGAS FARMACEITISKĀ FABRIKA													
78	RĪGAS ZIEPJU MANUFĀKTŪRA (RIGA SOAP MANUFACTURE)													
79	SELENIUM ORGANIC													
80	SILVANOLS													
81	SOLEPHARM													
82	SPODRĪBA													
83	STENDERS													
84	TILDE													
85	VALMIERA-ANDREN													
86	VALMIERAS STIKLA ŠĶĪEDRA													
87	VIDES EKSPERTI													

Company Profiles



55 MĀRĪTES

Legal form: Individual Merchant
Address: Poruka iela 2, Madona, Madonas nov., LV-4801, Latvia
Phone: +371 26527445
Fax: +371 64822304
E-mail: marites55@inbox.lv
Website: www.marites.biz

Head of the company: Ms Līga Lieplapa
Contact: Mr Juris Jātnieks
Position of the contact person: Manager
Languages spoken: Latvian, English, Russian
Number of employees: 1 (4 seasonal workers)
Founded in: 2009
Turnover in 2013: EUR 27 000
Turnover in 2012: EUR 23 000
Main markets: Latvia
Business profile: Production of herbal teas; consulting services in spatial planning, environmental and natural-resource management (EIA, SEA), hydrogeology and geology. We manufacture more than 70 different herbal teas, both pure, single-herb and blends. Most of the

herbs are harvested in the wild – in Latvia's meadows and forests. Only a few herbs, not native to Latvia, are grown in fields. The company produces raw materials (fresh parts of plants, drugs) for cosmetic and pharmaceutical production, also for homeopathy laboratories.
Seeking cooperation in: Technical assistance in the field of environmental management; herbal raw materials, ingredients, contract manufacturing. We would like to cooperate with companies in the natural/eco cosmetics sector, as well as homeopathy laboratories and pharmaceutical companies. We would like to become a member of an extensive pharmaceutical network and we are also looking for business partners – eco/organic shops – to promote herbal teas, with a view to establishing long-term relationships.
Certificates in use: LV-BIO-01 No. 01-3393/14



AD SMART

Legal form: Ltd
Address: Baznīcas iela 45-24, Rīga, LV-1010, Latvia
Phone: +371 29232252
E-mail: office@adsmart.lv
Website: www.adsmart.lv

Chief Executive Officer: Mr Kaspars Ivanovs
Contact: Mr Kaspars Ivanovs
Position of the contact person: Chief Executive Officer
Languages spoken: Latvian, English, Russian
Number of employees: 4
Founded in: 2011
Turnover in 2013: EUR 416 000
Turnover in 2012: EUR 114 000
Export volume 2013: EUR 120 000
Export volume 2012: EUR 10 000
Main markets: Latvia, Lithuania, Estonia, Poland, Finland, Bulgaria, Ukraine, Georgia, Azerbaijan

Business profile: *AD Smart* started operating in 2011. From the very first day of our operations, the company's core business has been the development and distribution of new, natural substance-based products in cooperation with doctors and scientific institutes. The company's vision is a healthy society, using nature's bounty and its healing properties.
Currently, for Latvian pharmacies, the company offers a number of branded products in capsule form, developed in Latvia and produced exclusively from natural raw materials, keeping up with the latest trends and research in the pharmaceutical industry.
Since its inception, the company has concluded several long-term contracts with international pharmaceutical companies who have recognised the efficacy and quality of our products.
Seeking cooperation in: Distribution options, raw materials, ingredients, contract manufacturing.
Certificates in use: GMP, ISO 22000, HACCP

AmberCRO AMBERCRO



Legal form: Ltd
Address: Varkalu iela 13A,
Rīga, LV-1067, Latvia
Phone: +371 67896264
Fax: +371 67465206
E-mail: info@amber-cro.com,
sarkanbikisdz@amber-cro.com
Website:
www.amber-cro.com

Chairman of the Board:
Mr Dzintars Sarkanbikis
Contact: Ms Jūlija Gabrusenoka
Position of the contact person:
Vice President
Languages spoken: Latvian, English,
Russian, Lithuanian, Estonian
Number of employees: 35
Founded in: 2007
Turnover in 2013: EUR 2 000 000
Turnover in 2012: EUR 1 300 000
Export volume 2013: EUR 2 000 000
Export volume 2012: EUR 1 000 000
Main markets: Poland, Austria,
France, UK, Switzerland, Georgia,
USA, Canada

Business profile: We are a clinical research organisation (CRO), established by a group of highly motivated professionals with several years of experience in the clinical research field in Eastern Europe (Currently we have clinical research agreements in Latvia, Lithuania, Estonia and Belarus, and we are collaborating with CRO companies in other countries). Each *AmberCRO* employee is a highly qualified professional with 2-6 years of experience in clinical research. Seeking cooperation in: Clinical research. *AmberCRO* is a reliable partner for pharmaceutical companies, other CROs and health-care professionals. Certificates in use: ISO 9001, CrefoCert Gold



AMBERSENSE AMBERSENSE COSMETICS

Legal form: Ltd
Address: Gobas iela 24-2,
Rīga, LV-1016, Latvia
Phone: +371 26100034
E-mail:
ambersense@ambersense.lv
Website:
www.ambersense.lv

Director: Mr Leonīds Muraško
Contact: Ms Jolanta Ozoliņa
Position of the contact person:
Manager
Languages spoken: Latvian, English,
German, Russian
Number of employees: 2
Founded in: 2013
Turnover in 2013: EUR 10 000
Export volume 2013: EUR 1 000
Main markets: Latvia, Lithuania, Estonia

Business profile: Body- and face-care products (oils, scrubs, soufflés, creams, micellar water), 3D-shaped soaps. Seeking cooperation in: Distributors, spa centres. Certificates in use: ISO 9001, ISO 14001



ART SOAPWORKS

Legal form: Ltd
Address: Meldru iela 1,
Liepāja, LV-3401, Latvia
Phone: +371 26463740
E-mail:
info@artsoapworks.com
Website:
www.artsoapworks.com

Member of the Board:
Mr Gints Ločmelis
Contact: Ms Anita Palapa
Position of the contact person:
Head of Sales
Languages spoken: Latvian, English,
German, Russian
Number of employees: 4
Founded in: 2009
Turnover in 2013: EUR 9 000
Turnover in 2012: EUR 15 000
Export volume 2013: EUR 4 000
Export volume 2012: EUR 3 000
Main markets: Latvia, Lithuania,
Germany, France, Netherlands, UK

Business profile: *Art Soapworks* is a company started by young and daring people. Our aim is to offer a product that contains both the excellent qualities of natural ingredients and the appeal of good design. Our soaps are handmade, artisan products made with the utmost care in order to provide our customers with maximum contentment. Our goal is to surprise people with new products and ideas in everything involved with the washing ritual. The *Art Soapworks* team is open to creativity and believes that the time we spend in the bathroom should not be boring. Seeking cooperation in: Distributors, gift shops, eco shops.



AURAVIA LATVIA

Legal form: Ltd
Address: Mūkusalas iela 41B,
Rīga, LV-1004, Latvia
Phone: +371 28365223
E-mail: auravia@auravia.lv
Website: www.auravia.lv

Chairman of the Board:
Mr Māris Kalniņš
Contact: Mr Kārlis Sams
Position of the contact person:
Environment Technologist
Languages spoken: Latvian, English,
Russian
Number of employees: 4
Founded in: 2004
Turnover in 2013: EUR 204 000
Main markets: Europe

Business profile: The main focus of the company is in conducting experimental research in chemistry and biotechnology in order to improve the effectiveness of technological processes in waste management and environmental cleanup. The company specialises in the manufacture of bio-based anionic surfactants from natural products. The final product is one of a kind in that it depletes naturally and is ecologically friendly. Seeking cooperation in: We are looking for partners in Europe in the market of bio-based detergents.



BALTIC CANDLES LTD

Legal form: Ltd
Address: Uzvaras iela 22A,
Dobele, Dobeles nov.,
LV-3701, Latvia
Phone: +371 63707013
Fax: +371 63707012
E-mail:
info@balticcandles.com
Website:
www.balticcandles.com

Managing Director:
Mr Jens Thogersen
Contact: Mr Raivis Stols
Position of the contact person:
Chief Sales Manager
Languages spoken: Latvian, English,
Russian, Danish
Number of employees: 350
Founded in: 1996
Turnover in 2012/2013: EUR 12 400 000
Turnover in 2011/2012: EUR 12 100 000
Export volume 2012/2013:
EUR 12 200 000
Export volume 2011/2012:
EUR 11 800 000
Main markets: EU

Business profile: Production of all types
of candles, including customised candles.
Individual advice and services.
Seeking cooperation in: New customers and
raw material suppliers.
Certificates in use: RAL, SWAN



BALTIC PHARMA

Legal form: Ltd
Address: Bruņinieku iela 25,
Rīga, LV-1001, Latvia
Phone: +371 27875055,
+371 29284774
Fax: +371 67291015
E-mail: info@frenesies.com
Website:
www.frenesies.com

Executive Director:
Ms Lidija Rendeniece
Contact: Ms Karīna Krūmiņa
Position of the contact person:
Executive Director
Languages spoken: Latvian, English,
German, Russian, Spanish
Number of employees: 3
Founded in: 2010
Turnover in 2013: EUR 10 000
Turnover in 2012: EUR 12 000
Main markets: Spain, Mexico,
Canada

Business profile: *Baltic Pharma* is the
manufacturer of the *Frenesies* cosmetics
line. An innovative, unique natural product,
formulated by scientists and physicians,
significantly reduces and weakens
unwanted body and facial hair growth
providing moisturizing, nourishing effects
and permanent results.
Seeking cooperation in: We want to find
agents, distributors or representatives for
our products.



BALTĪJAS GUMIJAS FABRIKA

Legal form: JSC
Address: Maskavas iela 322F,
Rīga, LV-1063, Latvia
Phone: +371 67187534
Fax: +371 67187482
E-mail: bgf@bgfrubber.com
Website:
www.bgfrubber.com

Chairman of the Board:
Mr Aleksandrs Kernožickis
Contact: Mr Anatoly Kuzmin
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian, Italian
Number of employees: 70
Founded in: 1998
Turnover in 2013: EUR 3 000 000
Turnover in 2012: EUR 2 300 000
Export volume 2013: EUR 1 600 000
Export volume 2012: EUR 1 300 000
Main markets: Estonia, Finland,
Sweden, Denmark, Germany,
Belarus

Business profile: Development of rubber
compound formulations. Production of
rubber and silicone compounds and rubber
technical articles.
Seeking cooperation in: Subcontracting –
delivery of rubber compounds and rubber
parts.
Certificates in use: ISO 9001, ISO/TS 16949



BAO

Legal form: JSC
Address: Celtnieku iela 3A,
Olaine, Olaines nov.,
LV-2114, Latvia
Phone: +371 29218918
E-mail: bao@bao.lv
Website: www.bao.lv

Chairman of the Board:
Mr Māris Kalniņš
Contact: Mr Māris Kalniņš
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 44
Founded in: 1996
Turnover in 2013: EUR 3 400 000
Turnover in 2012: EUR 3 200 000
Export volume 2013: EUR 263 000
Export volume 2012: EUR 719 000
Main markets: Latvia, Lithuania,
Estonia, Sweden, Denmark,
Germany

Business profile: *BAO* provides a full range of hazardous-waste management services, ranging from the collection and transportation of hazardous waste up to disposal and recycling. *BAO* collects and processes electrical and electronic waste, discarded electrical appliances, industrial waste, healthcare waste, automotive-service waste and waste containing heavy metals. *BAO* can also provide clean-up of contaminated soil and the secure destruction of confidential documents (correspondence, archives, records, accounting documentation).
Seeking cooperation in: Construction of a new recycling facility, expanding production capacity, as well as finding new cooperation partners – especially in the eastern part of Europe.
Certificates in use: ISO 9001, ISO 14001



BEAVER

Legal form: Ltd
Address: Avotiņi,
Cieceres pag., Brocēnu nov.,
LV-3851, Latvia
Phone: +371 26116933
E-mail:
info@canoebeaver.com
Website:
www.canoebeaver.com

Managing Director: Mr Uldis Giberts
Contact: Mr Uldis Giberts
Position of the contact person:
Managing Director
Languages spoken: Latvian, English,
Russian
Number of employees: 1
Founded in: 2009
Turnover in 2013: EUR 4 000
Turnover in 2012: EUR 9 000

Business profile: The *Beaver* company manufactures and distributes canoes, kayaks, rowing boats, tents, camp stoves and other equipment for tourism.
Seeking cooperation in: *Beaver* can also manufacture custom products to customers' specifications.



BF-ESSE

Legal form: Ltd
Address: Jēkaba iela 26/28,
Rīga, LV-1050, Latvia
Phone: +371 67323499
E-mail: sekretare@bfesse.lv
Website: www.bfesse.lv

Chairman of the Board:
Mr Juris Rubens
Contact: Mr Artūrs Rubens
Position of the contact person:
Project Manager
Languages spoken: Latvian, English,
German, Russian
Number of employees: 40
Founded in: 1991
Turnover in 2013: EUR 923 000
Turnover in 2012: EUR 1 100 000
Main markets: Latvia, Lithuania,
Estonia

Business profile: Food supplements, pharmacy, dental products.
Seeking cooperation in: We are interested in distribution world wide and in contract manufacturing.



BIMIL

Legal form: Ltd
Address: Skolas iela 2,
Mētriena, Mētrienas pag.,
Madonas nov., LV-4865,
Latvia
Phone: +371 22066298
E-mail: info@bimil.lv
Website: www.bimil.lv

Finance Director, Member of the Board: Mr Gatis Jaško
Contact: Mr Jānis Jaško
Position of the contact person:
Production Director
Languages spoken: Latvian, English,
Russian
Number of employees: 3
Founded in: 2009
Turnover in 2013: EUR 3 000
Turnover in 2012: EUR 4 000
Main markets: Latvia

Business profile: Development of new functional food products; development and adoption of production technologies for new products; pilot-scale contract manufacturing of food supplement products in tablets and capsules.
Seeking cooperation in: Looking for companies interested in research and development services.

**BIO2YOU**

Legal form: Ltd
Address: Ganību dambis
24A, Rīga, LV-1005, Latvia
Phone: +371 29250765
E-mail: info@bio2you.lv
Website: www.bio2-you.com

Chief Executive Officer:
Ms Rita Stražinska
Contact: Ms Rita Stražinska
Position of the contact person:
Chief Executive Officer
Languages spoken: Latvian, English,
Russian
Number of employees: 10
Founded in: 2009
Turnover in 2013: EUR 240 000
Turnover in 2012: EUR 181 000
Export volume 2013: EUR 73 000
Export volume 2012: EUR 49 000
Main markets: Latvia, Finland,
Denmark, UK

Business profile: Natural skin care and cosmetics, food supplements based on sea buckthorn.
Seeking cooperation in: We are looking for distributors, wholesalers, retailers and franchisees.
Certificates in use: ISO 9001 (in process)

BIOAGRO BALTIC

Legal form: Ltd
Address: Avotu iela 11,
Jelgava, LV-3002, Latvia
Phone: +371 29235111
Fax: +371 63080342
E-mail:
bioagrobaltic@inbox.lv

Owner: Ms Aira Āboliņa
Contact: Mr Jānis Āboliņš
Position of the contact person:
Owner
Languages spoken: Latvian, English,
Russian
Number of employees: 4
Founded in: 2009
Turnover in 2013: EUR 14 000
Turnover in 2012: EUR 3 000
Main markets: Latvia

Business profile: *Vermicompost* – Biohumus is an organic fertiliser, produced by processing cow manure and plant matter, using earthworms. Vermicompost improves soil and stimulates growth. Contains many humic and organic substances, rich in microorganisms, proteins and microelements. Promotes growth and increased yields. Improves the taste of vegetables and fruits.
Seeking cooperation in: See Business profile.

**BIODINAMIKA**

Legal form: Ltd
Address: Tallinas iela 30-17,
Rīga, LV-1001, Latvia
Phone: +371 29298748
E-mail:
livoniacosmetics@gmail.com
Website:
www.livoniasekocosmetics.com

Member of the Board:
Ms Sanita Buiķe
Contact: Ms Sanita Buiķe
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 2
Founded in: 2011
Turnover in 2013: EUR 9 000
Turnover in 2012: EUR 8 000
Main markets: Latvia

Business profile: Natural cosmetic products based on local herbs, beeswax from local bee keepers and natural oils. The main product lines are eye compresses filled with herbs, beeswax-butter body-care products (hand, foot, body, face), herbal mixtures, bath milks and salts. We use knowledge accrued by our ancestors about plants and herbs which have been sources of life, health and beauty for centuries. All our products are hand-made.
Seeking cooperation in: Distributors, wholesalers, agents, shops with natural product or cosmetic concepts, spa and treatment centres.

**BIOLAT**

Legal form: JSC
Address: Rīgas iela 111,
Salaspils, Salaspils nov.,
LV-2169, Latvia
Phone: +371 67949723
Fax: +371 67800726
E-mail: biolat@silava.lv
Website: www.biolat.lv

Chairman of the Board:
Mr Ernests Moisejs
Contact: Mr Ernests Moisejs
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 7
Founded in: 1993
Turnover in 2013: EUR 191 000
Turnover in 2012: EUR 175 000
Export volume 2013: EUR 27 000
Export volume 2012: EUR 26 000
Main markets: Latvia, Lithuania,
Estonia, Russia

Business profile: *Biolat* was established in 1993 by a group of scientists and investors as a diversified manufacturing, service and research company. *Biolat* manufactures biologically active substances from tree foliage and other plant biomass for the food, pharmaceutical and cosmetics industries, plant protection, etc. The company's philosophy is to follow current world practice in replacing synthetic products with natural non-toxic ones on the basis of renewable plant raw materials. The company's products and technology result from long-term research started in 1960.
Seeking cooperation in: See Business profile.



BIOSAN

Legal form: Ltd
Address: Rātsupītes iela 7 k-2,
Rīga, LV-1067, Latvia
Phone: +371 67426137
Fax: +371 67428101
E-mail: info@biosan.lv
Website: www.biosan.lv

Chairman of the Board:
Mr Vasiļijs Bankovskis
Contact: Mr Aleksejs Konstantinovs
Position of the contact person:
Sales Director
Languages spoken: Latvian, English,
Russian
Number of employees: 113
Founded in: 1992
Turnover in 2013: EUR 7 000 000
Turnover in 2012: EUR 6 300 000
Export volume 2013: EUR 6 900 000
Export volume 2012: EUR 6 100 000
Main markets: Latvia, Lithuania,
Estonia, EU, Russia, CIS, South-East
Asia, Latin America

Business profile: Our mission is the development, production and supply of innovative laboratory biomedical instruments developed on the base of the uppermost advanced scientific and manufacturing technologies. Biosan produces devices for mixing, vortexing-centrifugation, incubation, cultivation, water purification systems, DNA/RNA UV-cleaner boxes, devices, ensuring biosafety of laboratory air, as well as analytical solutions for bioprocesses. Seeking cooperation in: Cooperation in the field of distribution of manufactured products. Certificates in use: ISO 9001, all products are CE marked



BIOTEHNISKAIS CENTRS

Legal form: JSC
Address: Dzērbenes iela 27,
Rīga, LV-1006, Latvia
Phone: +371 67553518
Fax: +371 67553518
E-mail: btc@edi.lv
Website:
www.bioreactors.net,
www.btc-automation.lv

Chairman of the Board:
Mr Juris Vanags
Contact: Mr Juris Vanags
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English,
German, Russian
Number of employees: 15
Founded in: 1996
Turnover in 2013: EUR 2 200 000
Turnover in 2012: EUR 1 200 000
Export volume 2013: EUR 1 900 000
Export volume 2012: EUR 893 000
Main markets: Latvia, Lithuania,
Estonia, Poland, Russia

Business profile: Laboratory and pilot scale bioreactors. Process automation in biotechnology, pharmaceuticals, chemicals, the food industry and environmental protection. Magnetic-coupled mixer drives. Model-based process control of fed-batch fermentations. Seeking cooperation in: Seeking sales representatives; Joint development of bioreactor application projects. Certificates in use: ISO 9001



BOATS SB

Legal form: Ltd
Address: Cukura iela 8/16,
Liepāja, LV-3414, Latvia
Phone: +371 29252010
E-mail: plastssb@inbox.lv
Website: www.boatssb.lv

Director-owner: Mr Ingus Šplits
Contact: Mr Ingus Šplits
Position of the contact person:
Director-owner
Languages spoken: Latvian, English,
Russian
Number of employees: 10
Founded in: 2001 (Boats SB since
2011)
Turnover in 2013: EUR 178 000
Turnover in 2012: EUR 162 000
Export volume 2013: EUR 84 000
Export volume 2012: EUR 80 000
Main markets: Finland, Sweden,
Denmark, Norway

Business profile: Manufacturer of glass fibre boats, motorboats and other glass fibre products. Seeking cooperation in: Looking for partners, distributors to export our boats. Contract manufacturing of different glass fibre products in our Latvian facility.



CARGO SURVEY LATVIA

Legal form: Ltd
Address: Vienības gatve
109, Rīga, LV-1058, Latvia
Phone: +371 29726008
E-mail: riga@cargosurvey.lv
Website:
www.cargosurvey.lv

Owner and Chief Executive Officer:
Mr Roman Kashin
Contact: Mr Mikhail Anisimkov
Position of the contact person:
Service Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 5
Founded in: 1997
Turnover in 2013: EUR 180 000
Turnover in 2012: EUR 273 000
Main markets: Latvia, Lithuania,
Estonia

Business profile: Inspection, examination,
testing and quality/quantity measurements
of petroleum products. Independent
surveying services.
Seeking cooperation in: Our company
seeks new customers, oil traders,
terminals, oil product manufacturers and
other companies in the oil/gas industry
throughout Europe, to provide our services.
Certificates in use: ISO 9001



CILMES ŠŪNU TEHNOĻĪJAS (STEM CELL TECHNOLOGY)

Legal form: Ltd
Address: Dzirciema iela
5-70, Rīga, LV-1083, Latvia
Phone: +371 29252975
E-mail: uldis@cst.lv
Website: www.cst.lv

Chief Executive Officer:
Mr Uldis Bērziņš
Contact: Mr Uldis Bērziņš
Position of the contact person:
Chief Executive Officer
Languages spoken: Latvian, Russian
Number of employees: 5
Founded in: 2008
Main markets: Latvia

Business profile: Adult stem cell bank with
two main objectives:

- To produce stem cells at high quality
standards for cellular therapy and basic
research
- To perform in-house basic research on
stem cells and in collaboration with other
research groups

Seeking cooperation in: See Business profile.
Certificates in use: ISO 9001



CITA LIETA

Legal form: Ltd
Address: Braslas iela 29,
Rīga, LV-1084, Latvia
Phone: +371 67175992
Fax: +371 67175992
E-mail: sales@pienspa.lv,
info@soap.lv
Website: www.pienspa.lv,
www.ceanocosmetics.com

Member of the Board:
Mr Kristis Frinbergs
Contact: Mr Kristis Frinbergs
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
German, Russian
Number of employees: 40
Founded in: 2005
Turnover in 2013: EUR 1 300 000
Turnover in 2012: EUR 998 000
Export volume 2013: EUR 1 100 000
Export volume 2012: EUR 772 000
Main markets: Latvia, EU, Russia,
China

Business profile: *Cita Lieta* started business
in 2005 as a manufacturer of soaps and
bath bombs. The company now operates
successfully in the manufacturing,
exporting and distributing of natural
cosmetics in more than 30 countries
worldwide. *Ceano* cosmetics and other
wholesale handmade products are
manufactured from the highest quality
essential oils, natural extracts and dried
plants. Premium cosmetic line *Pien-
DAIRY SPA* is based on a unique formula
developed by Dr. habil. biol Dmitrijs
Babarikins and our experienced skincare
experts. Scientist D. Babarikins has devoted
more than 35 years of his life to studying
the effects of milk on the human organism.
To date, *Pien-DAIRY SPA* cosmetics is
the world's only known body-care line
completely based on milk whey.
As beauty wholesalers we have reached
the shelves of European, Russian, Ukrainian
and Chinese markets among others. The
primary objectives of our company are
to provide quality products and the best
service to our customers.
Seeking cooperation in: We are interested
in establishing long-term cooperation
with professional distributors and partners
all over the world. We can supply our
brands and also private label and contract
manufacturing for conventional cosmetic
and organic cosmetic products.

COSMETICS NORD COSMETICS NORD

Legal form: Ltd
Address: Šampētera iela 2,
Rīga, LV-1046, Latvia
Phone: +371 67470243
Fax: +371 67470244
E-mail:
info@cosmeticsnord.com
Website:
www.cosmeticsnord.com

Member of the Board:
Ms Anete Vabule
Contact: Ms Anete Vabule
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 2
Founded in: 2010
Turnover in 2013: EUR 39 000
Export volume 2013: EUR 39 000
Main markets: Scandinavia

Business profile: Private label and contract manufacturing of skincare products.
Seeking cooperation in: Companies willing to manufacture skincare products under their own brand.

**DIANA SVECES
(DIANA CANDLES)**

Legal form: Ltd
Address: Rūpniecības iela 33,
Ventspils, LV-3601, Latvia
Phone: +371 63607760
Fax: +371 63607765
E-mail: info@diana-sveces.lv
Website:
www.diana-sveces.lv

Managing Director: Mr Lars Olesen
Contact: Ms Agnese Katkovska
Position of the contact person:
Key Account Manager
Languages spoken: Latvian, English,
German, Russian, Danish
Number of employees: 200
Founded in: 2003
Turnover in 2013: EUR 12 700 000
Turnover in 2012: EUR 10 400 000
Export volume 2013: EUR 12 000 000
Export volume 2012: EUR 9 400 000

Business profile: Decorative candles, candleholders, napkins.
Seeking cooperation in: Further sales markets, raw materials.
Certificates in use: RAL-GZ 041, Swan eco-labelling

**DOKUMEDS**

Legal form: Ltd
Address: Alojas iela 6, Rīga,
LV-1013, Latvia
Phone: +371 67553065
Fax: + 371 67545295
E-mail:
dokumeds@dokumeds.com
Website:
www.dokumeds.com

Member of the Board, Chief Executive Officer: Dr. Indra Āboltiņa, M.D., PhD.
Contact: Dr. Jānis Skārds, M.D., PhD.
Position of the contact person:
Member of the Board, Chief Medical Officer
Languages spoken: Latvian, English, German, Russian, French, Spanish, local languages where Dokumeds operates
Number of employees: 100-150
Founded in: 1995
Turnover in 2013: EUR 6 000 000
Turnover in 2012: EUR 6 000 000
Export volume 2013: EUR 6 000 000
Export volume 2012: EUR 6 000 000
Main markets: Europe, Russia, CIS, USA, Japan, China

Business profile: *Dokumeds* offers services to the pharmaceutical, biotechnology and medical-device industries in Europe. The services (from regulatory consultancy, protocol design to final study report and marketing authorisation, as well as management of international projects) could be extended to the USA and Latin America (via partners). Our team of professionals has medical and life science backgrounds and thorough knowledge of the industry. *Dokumeds* has experience in ophthalmology, metabolic diseases, oncology, cardiovascular medicine, infections, musculoskeletal, including paediatric and other indications. Offices are located in different EU and CIS countries, including Russia. *Dokumeds* also runs a GDP&ISO certified local depot in Russia for IMP & clinical supplies. Seeking cooperation in: *Dokumeds* is interested in cooperation with pharmaceutical, biotechnology and medical-device companies looking for the full range of clinical research services for international projects, as well as local know-how in countries where *Dokumeds* operates. Certificates in use: ISO 9001 (currently holds 3 certificates: Headquarters; Local Depot in Russia; together with partners of AccrosAlliance), CreditReform Solvency certificate, Good Distribution Practice certificate (Local Depot in Russia).



DZINTARS

Legal form: JSC
Address: Mālu iela 30, Rīga,
LV-1058, Latvia
Phone: +371 67103930
Fax: +371 67623797
E-mail: dzintars@dzintars.lv
Website: www.dzintars.lv

Chairman of the Board:
Mr Ilja Gerčikovs
Contact: Ms Olga Lando
Position of the contact person:
Head of the Cosmetics Laboratory
Languages spoken: Latvian, English,
Russian
Number of employees: 402
Founded in: 1849
Turnover in 2013: EUR 7 900 000
Turnover in 2012: EUR 8 000 000
Export volume 2013: EUR 3 200 000
Export volume 2012: EUR 2 900 000
Main markets: Latvia, EU, CIS

Business profile: Manufacturers of an extensive range of perfumery, bio-cosmetic, and toiletry products (make-ups, body, facial and hair products). *Dzintars* is a member of COSMEBIO (France) – the leading ecological and organic cosmetics professional association. Seeking cooperation in: Provision of contract manufacturing. Development and production of eco-cosmetic and perfumery products. *Dzintars* can produce almost any cosmetic and perfumery product, guarantee quality, provide scientific proof of efficacy for each and every product and all necessary documentation in accordance with the highest global standards. Certificates in use: ISO 9001, ISO 14001, ISO 22716, ISO 17025, Ecocert



EKOELL

Legal form: Ltd
Address: Ropažu iela 140-413,
Rīga, LV-1006, Latvia
Phone: +371 67542454
Fax: +371 67542454
E-mail: ekoell@latnet.lv
Website: www.ekoell.lv

Director: Ms Gunta Fišere
Contact: Ms Rasa Poikane
Position of the contact person:
Quality Expert
Languages spoken: Latvian, English,
Russian
Number of employees: 4
Founded in: 1989
Turnover in 2013: EUR 13 000
Turnover in 2012: EUR 15 000
Main markets: Latvia

Business profile: Natural, handmade body-care products – creams, facial milks, tonics, peeling creams, butters, massage oils. Seeking cooperation in: Export sales. Certificates in use: EN ISO 2216:2007



ELK PLUS

Legal form: Ltd
Address: Saules iela 8,
Ozolnieki, Ozolnieku pag.,
Ozolnieku nov., LV-3018,
Latvia
Phone: + 371 63007005
Fax: + 371 63020444
E-mail: karlis@elkplus.lv
Website: www.elkplus.lv

Managing Director:
Mr Kārlis Veidemanis
Contact: Mr Artis Veidemanis
Position of the contact person:
Quality Manager
Languages spoken: Latvian, English,
German, Russian
Number of employees: 39
Founded in: 2003
Turnover in 2013: EUR 2 200 000
Turnover in 2012: EUR 2 000 000
Export volume 2013: EUR 2 200 000
Export volume 2012: EUR 2 000 000
Main markets: Lithuania, Germany,
Denmark, Sweden

Business profile: Main product groups: soft foam and integral foam furniture and foamed parts for furniture, foams for train seats, body-protection equipment, different polyurethane technical products. Seeking cooperation in: Manufacturing of polyurethane articles (PUR) for the automotive, furniture, safety and mechanical engineering industries. Certificates in use: ISO 9001



ELMI

Legal form: Ltd
Address: Aizkraukles
iela 21-136, Rīga, LV-1006,
Latvia
Phone: +371 67558743
Fax: +371 67551934
E-mail: info@elmi-tech.com
Website:
www.elmi-tech.com

President: Mr Ivans Mironovs
Contact: Mr Andrejs Mironovs
Position of the contact person:
Marketing Director
Languages spoken: Latvian, English,
German, Russian
Number of employees: 50
Founded in: 1991
Turnover in 2013: EUR 2 200 000
Turnover in 2012: EUR 1 800 000
Export volume 2013: EUR 2 100 000
Export volume 2012: EUR 1 600 000
Main markets: EU, Russia, CIS, USA,
Japan

Business profile: *ELMI* is a family-owned manufacturing company specialising in high-tech medical, research and biotech product development. Because of focused niche products, *ELMI* offers state-of-the-art development that has received numerous awards. Innovation and quality are the company's key philosophies and provide a significant competitive advantage. Flexibility is another competitive edge, allowing the company to design and produce customised solutions matching specific customer requirements. Seeking cooperation in: *ELMI* is looking for business partners and distributors in the field of laboratory equipment. Medical, research, biotech, chemistry etc. Certificates in use: ISO 9001, CE, UL, Russian Standard, FDA



ESTONIAN, LATVIAN & LITHUANIAN ENVIRONMENT (ELLE)

Legal form: Ltd
Address: Skolas iela 10-8,
Rīga, LV-1010, Latvia
Phone: +371 67242411
Fax: +371 67242466
E-mail: elle@environment.lv
Website:
www.environment.lv

Chairman of the Board, Managing
Director: Mr Valts Vilnītis
Contact: Mr Valts Vilnītis
Position of the contact person:
Chairman of the Board, Managing
Director
Languages spoken: Latvian, English,
Russian
Number of employees: 19
Founded in: 1998
Turnover in 2013: EUR 2 700 000
Turnover in 2012: EUR 2 200 000
Export volume 2013: EUR 1 800 000
Export volume 2012: EUR 1 500 000
Main markets: Lithuania, Estonia,
ENPI-East area, Nordic countries

Business profile: Consulting services in the field of environmental and natural-resource management, including environmental impact assessment, permits, environmental due diligence, project preparation and management, natural-resource management plans, GIS and environmental modelling, capacity building and technical assistance. Environmental Research Laboratory: sound insulation testing, environmental-noise and air-quality testing. Seeking cooperation in: International technical assistance in the field of environmental and natural-resource management. Certificates in use: ISO 9001, ISO 17025

INSPIRING
ENVIRONMENT



EXTERVIT

Legal form: Ltd
Address: Upes iela 39-20,
Rēzekne, LV-4601, Latvia
Phone: +371 29474655,
+371 29177591
E-mail: info@extervit.com
Website: www.extervit.com

Members of the Board:
Mr Aleksandrs Ratnieks,
Ms Ieva Šakare
Contact: Mr Aleksandrs Ratnieks,
Ms Ieva Šakare
Position of the contact persons:
Members of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 2
Founded in: 2010
Turnover in 2013: EUR 114 000
Turnover in 2012: EUR 20 000
Export volume 2013: EUR 81 000
Main markets: Azerbaijan
Business profile: The company
offers an ecologically clean, organic
product sourced from Latvia's
freshwater lakes – *Wealth Earth*
soil conditioner, which consists

of ecologically pure spropel (60%) and peat (40%), and is ready for immediate use in agriculture, planting, the remediation of degraded soils and recovery of soils polluted by petroleum products, radiation, heavy metals or other substances. Soil conditioner *Wealth Earth* creates soil humus, prevents the erosion of soil humus, restores soil fertility and improves its structure, increases cropping capacity by 40-60% and reduces yield ripening time, suppresses the growth of pathogenic nematodes, doubles soil moisture content, neutralizes excessive concentrations of radionuclides, heavy metals, pesticides and chemical fertilizers, salts in soil. Soil conditioner *Wealth Earth* is recommended for depleted soils, saline soils, eroded soils with damaged structure, soils treated with chemical and mineral fertilizers for long periods, land located near roads, former industrial land with soil polluted by heavy metals, sandy soils, sandy clay soils with minimum content of organic matter, soils contaminated with pathogenic nematodes. *Soil Conditioner* contains:

- Biologically active substances (humic, proteins, enzymes, amino acids, fat, vitamins, hormones, antioxidants, cellulose, bitumens and many other substances)
- Macroelements (calcium, magnesium, ferrous, aluminium, manganese, phosphorus, sodium)
- Microelements (copper, cobalt, zinc, molybdenum, boron, bromine, vanadium, chrome, beryllium, nickel)

No analogous fertiliser has all the power elements plants require that *spropel* contains.

Seeking cooperation in: Company supplies the organic soil fertilizer *Wealth Earth* for clients working in agriculture, landscaping, planting and degraded soil remediation.

SIA FARMEKO

FARMEKO

Legal form: Ltd
Address: Brīvības gatve 410,
Rīga, LV-1024, Latvia
Phone: +371 67372106
Fax: +371 67372106
E-mail: info@farmeko.lv
Website: www.farmeko.lv

Chairman of the Board:
Mr Jānis Biezbārdis
Contact: Mr Jānis Biezbārdis
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 20
Founded in: 2001
Turnover in 2013: EUR 1 700 000
Turnover in 2012: EUR 2 000 000
Export volume 2013: EUR 342 000
Export volume 2012: EUR 476 000
Main markets: Latvia, Lithuania,
Estonia, Slovakia, Slovenia, Russia

Business profile: The *Farmeko* company was founded in 2001 for the wholesale and retail sales of medical and pharmaceutical products. In the summer of 2008, the company opened a sanitary-goods factory in Lizums, Gulbene district, Latvia and commenced the production of disposable, absorbent underpads. The main brands established are *SanaSet* – underpads for patient care, *SanaSet Baby* – underpads for baby care and *SanaPet* – underpads for pet care.

Seeking cooperation in: As a manufacturer, we can supply almost any size and packaging of absorbent underpads, package design for private labels and also a wide variety of our own brands of underpads.



FROLI BALTIC

Legal form: Ltd
Address: Kustes dambis 6,
Ventspils, LV-3601, Latvia
Phone: +371 63634500
Fax: +371 63634519
E-mail: froli-baltic@froli.lv
Website:
www.froli.com/baltic/home/

Member of the Board:
Dr. rer. pol. Margret
Fromme-Ruthmann
Contact: Ms Ketija Boitmane
Position of the contact person:
Production and Export Manager
Languages spoken: Latvian, English,
German, Russian
Number of employees: 22
Founded in: 2005
Turnover in 2013: EUR 1 100 000
Turnover in 2012: EUR 899 000
Export volume 2013: EUR 1 000 000
Export volume 2012: EUR 892 000
Main markets: Germany, Denmark,
Netherlands

Business profile: *Froli Baltic* manufactures innovative, high-grade, high-quality products from polyurethane integral foam (PUR) for the health-care, furniture and other industries. In addition to our own in-house development, we also produce customer exclusive projects. Our main focus is on developing ergonomic products in accordance with health considerations that promote well-being and make life more enjoyable. With that in mind, we design our quality products for durability and sustainability.

Seeking cooperation in: *Froli Baltic* is seeking cooperation with companies that produce office chairs, industrial chairs, medical and healthcare furniture (examination tables, examination chairs, wheelchairs, shower seats, equipment for the disabled, etc.).



GENERA

Legal form: Ltd
Address: Rātsupītes iela 1,
Rīga, LV-1067, Latvia
Phone: +371 67415141
Fax: +371 67442407
E-mail: info@genera.lv
Website: www.genera.lv

Chief Executive Officer:
Mr Juris Šteinbergs
Contact: Mr Juris Šteinbergs
Position of the contact person:
Chief Executive Officer
Languages spoken: Latvian, English,
German, Russian
Number of employees: 8
Founded in: 2001
Turnover in 2013: EUR 330 000
Turnover in 2012: EUR 282 000
Main markets: Latvia

Business profile: Accredited laboratory in the field of molecular diagnostics: genetic testing, DNA analysis of inherited diseases, DNA sequencing, genotyping, paternity and parentage testing. *GenEra* has been involved in several research projects with different partners, both academic (Riga Medical Academy; Biomedical Research and Study centre; University of Latvia) and commercial. *GenEra* also acts as a Latvian distributor of products manufactured by several companies – parts of the *Thermo Fisher Scientific* group.

Seeking cooperation in: Contract research; development of new methods in the field of genetic testing and DNA analysis.
Certificates in use: ISO 15189:2008



GMT

Legal form: Ltd
Address: Dunties iela 19A,
Rīga, LV-1005, Latvia
Phone: +371 26539666
E-mail:
gmtbeauty@gmtbeauty.com
Website:
www.gmtbeauty.com

Chairwoman of the Board:
Ms Terēze Beļkova
Contact: Ms Terēze Beļkova
Position of the contact person:
Chairwoman of the Board
Languages spoken: Latvian, English,
Russian, Estonian
Number of employees: 10
Founded in: 2008
Turnover in 2013: EUR 118 000
Turnover in 2012: EUR 91 000
Export volume 2013: EUR 40 000
Export volume 2012: EUR 20 000
Main markets: Latvia

Business profile: The core activity of the company is directed to the development of a universally applicable cosmetics line for in-salon application and a professional cosmetics line, unencumbered by links to equipment manufacturers, as well as the production, distribution and promotion of these products. The *GMT* business concept is founded on the company founders' long-term experience in the beauty-salon sector. After detailed research, we realised that the development of a line of simple and easy-to-use products would not only benefit us but our industry colleagues and, of course, our clients. Such products must have easy and effective application properties and be capable of solving a variety of aesthetic problems through the utilisation of beauty-salon technologies.

Seeking cooperation in: Trading partners for cosmetics and customers for the development and manufacture of new cosmetic lines.



GRAENN

Legal form: Ltd
Address: Puriņi, Raunas pag,
Raunas nov., LV-4131, Latvia
Phone: +371 28338206
E-mail: info@graenn.eu
Website: www.graenn.eu

Owner: Ms Līga Salmane
Contact: Mr Māris Lasis
Position of the contact person:
Distribution Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 1
Founded in: 2011
Turnover in 2013: EUR 5 000
Turnover in 2012: EUR 3 000
Main markets: Latvia

Business profile: Hydrolates (floral waters),
infused oils, aromatic gifts – handmade
from Latvian plants.
Seeking cooperation in: Retail chains,
agents, wholesalers, distribution.



GRANLY TECHNOLOGY

Legal form: Ltd
Address: Lielā iela 37-10,
Jelgava, LV-3001, Latvia
Phone: +371 25154407
E-mail:
info@bizarrosoaps.com
Website:
www.bizarrosoaps.com

Member of the Board:
Mr Viktors Možeiko
Contact: Mr Rihardo Kadiķis
Position of the contact person:
Director
Languages spoken: Latvian, English,
Russian
Number of employees: 3
Founded in: 2011

Business profile: Design soaps, hand made
for gifts.
Seeking cooperation in: Gift shops, agents.



GRINDEKS

Legal form: JSC
Address: Krustpils iela 53,
Rīga, LV-1057, Latvia
Phone: +371 67083500,
+371 67083205
Fax: +371 67083505
E-mail:
grindeks@grindeks.lv
Website: www.grindeks.lv

Chairman of the Board:
Mr Juris Bundulis
Contact: Ms Laila Kļaviņa
Position of the contact person:
Head of Communications
Department
Languages spoken: Latvian, English,
Russian
Number of employees: 1 000
Founded in: 1946
Turnover in 2013: EUR 118 500 000
Turnover in 2012: EUR 117 700 000
Export volume 2013: EUR 112 400 000
Export volume 2012: EUR 111 300 000
Main markets: Latvia, Lithuania,
Estonia, Germany, Netherlands,
Russia and other CIS countries,
Japan, USA

Business profile: Our main fields are
research, development, manufacturing and
sales of original products, generics and
active pharmaceutical ingredients. *Grindeks*
specialises in heart and cardiovascular, CNS
and anti-cancer medication. Our range of
products covers a successful combination
of original products and generics, including
original products Mildronate® and Ftorafur®
and more than 100 forms of effective and
safe generics. Currently, *Grindeks* produces
25 active pharmaceutical ingredients (API).
Seeking cooperation in: International
business development of both APIs in
regulated markets (US, EU, Japan, etc.) and
finished dosage forms (FDF) in Europe
and emerging markets; co-development
and out-licensing of existing and new APIs
and FDFs; Contract manufacturing of APIs
and FDFs (oral, ointment & syrup facilities);
chemical and microbiological analytical
testing services.
Certificates in use: ISO 9001, ISO 14001,
Certificates of Good Manufacturing
Practice (GMP) for manufacturing of final
dosage forms and active pharmaceutical
ingredients, Certificate of Good Laboratory
Practice (GLP), Russian ГСОТ (GOST)
certificate ISO 9001-2011, OHSAS 18001

**INCELL**

Legal form: Ltd
Address: Ģertrūdes iela 30-30,
Rīga, LV-1011, Latvia
Phone: +371 26352505
E-mail: info@in-cell.eu
Website: www.in-cell.eu

Chief Strategic Officer:
Dr.biol. Jānis Ancāns
Contact: Ms Anna Ramata-Stunda
Position of the contact person:
Chief Executive Officer
Languages spoken: Latvian, English,
Russian
Number of employees: 4
Founded in: 2014
Main markets: Latvia, Lithuania,
Estonia, Germany, Scandinavia, CIS

Business profile: *InCell* is a start-up founded by scientists and performs *in vitro* safety and efficacy testing of pharmaceutical and cosmetic active substances, formulations and biomaterials, as well as manufacturing veterinary cell-therapy products and providing consultancy on the development of regenerative human and veterinary medicines.

Seeking cooperation in: *InCell* is seeking clients and partners in the field of *in vitro* testing as well as regional distributors of veterinary medicines.

Certificates in use: ISO 9001

**ITLA.LV**

Legal form: Ltd
Address: Maskavas iela 250,
Rīga, LV-1063, Latvia
Phone: +371 67112985
Fax: +371 67241767
E-mail: itla@itla.lv
Website: www.itla.lv

Member of the Board:
Ms Irina Gerasimenko
Contact: Ms Irina Gerasimenko
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 6
Founded in: 2010
Turnover in 2013: EUR 157 000
Turnover in 2012: EUR 110 000
Main markets: Latvia

Business profile: Professional disinfectant *forAsept*. Disinfectant for hands, feet, instruments and shoes. Antibacterial, antimicrobial and antifungal foot cosmetics. Products with essential oils. Oral care products, cosmetics, insect repellents. Seeking cooperation in: We are looking for exclusive distributors of our products. Certificates in use: Certificates from the Ministry of Health, GMP

**IŠTĀS JĀŅA ZIEPES**

Legal form: Individual
Merchant
Address: Šņorītes, Ķekava,
Ķekavas pag., Ķekavas nov.,
LV-2123, Latvia
Phone: +371 29436474
E-mail:
jancukaziepes@inbox.lv
Website:
www.beautifulnaturalsoap.com

Owner: Ms Inese Jelīsejeva
Contact: Mr Jānis Jelīsejevs
Position of the contact person:
Director
Languages spoken: Latvian, English,
Russian
Number of employees: 1–20
Founded in: 2009
Turnover in 2013: EUR 100 000
Turnover in 2012: EUR 50 000
Export volume 2013: EUR 40 000
Export volume 2012: EUR 20 000
Main markets: Lithuania, Estonia,
Germany, Netherlands, Ukraine

Business profile: The company manufactures detergents, bath and body-care products. Handmade soaps, bubble baths, body-care yogurts, scrubs and butters. Extensive and diverse range. Seeking cooperation in: Retail stores and chains, distributors, wholesalers.

**JĀŅA ZIEPES**

Legal form: Ltd
Address: Baltā iela 3/9, Rīga,
LV-1055, Latvia
Phone: +371 29730004
E-mail: info@janaziepes.lv
Website: www.janaziepes.lv

Chairman of the Board:
Mr Agris Alksnis
Contact: Ms Anastasija Strokina
Position of the contact person:
Deputy Chairman of the Board
Languages spoken: Latvian,
German, Russian
Number of employees: 3
Founded in: 2009
Turnover in 2013: EUR 34 000
Turnover in 2012: EUR 60 000
Main markets: Latvia

Business profile: Glycerine soaps; photo soaps; sea salt; shower gels; sauna honey; body butters; salt body scrubs; body masks; shampoos; body creams. Seeking cooperation in: Open to cooperation.

**KALCEKS**

Legal form: JSC
 Address: Krustpils iela 53,
 Rīga, LV-1057, Latvia
 Phone: +371 67083320
 E-mail: kalceks@kalceks.lv
 Website: www.kalceks.lv

Chairman of the Board:
 Mr Juris Hmeļņickis
 Contact: Mr Andrejs Liberts
 Position of the contact person:
 Business Development Director
 Languages spoken: Latvian, English,
 Russian
 Number of employees: 11
 Founded in: 1921
 Turnover in 2013: EUR 949 000
 Turnover in 2012: EUR 534 000
 Main markets: Latvia, Lithuania,
 Estonia, CIS

Business profile: Contract manufacturing
 and sales of generic products – injectable
 solutions.
 Seeking cooperation in: Development
 and manufacturing of injectables and
 lyophilic forms on a contract basis. Sales of
 pharmaceuticals. In- and Out-licensing of
 products.
 Certificates in use: ISO 9001, ISO 14001, GMP,
 GLP, OHSAS 18001

**KIRO COSMETICS**

Legal form: Ltd
 Address: Merķeļa iela 8-2,
 Rīga, LV-1050, Latvia
 Phone: +371 29577578
 Fax: +371 67702911
 E-mail:
 info@kiroc cosmetics.com
 Website:
 www.kiroc cosmetics.com

Member of the Board:
 Ms Irina Kalniņa-Dobrovoļska
 Contact: Ms Irina Kalniņa-Dobrovoļska
 Position of the contact person:
 Member of the Board
 Languages spoken: Latvian, English,
 Russian
 Number of employees: 2
 Founded in: 2007
 Main markets: Latvia, Estonia, China

Business profile: *Kiro Cosmetics* produces
 five products lines: *Restoring, Balancing,
 Regenerating, Anti-aging* and *Amber*. *Kiro
 Cosmetics* products have lots of
 energy – 100% bio, water-free cosmetic
 products. Use of these products helps
 rejuvenation, recovery and restoration of
 the skin's natural beauty. Do not contain:
 water; preservatives, emulsifiers, chemical
 dyes and fragrances; ingredients of animal
 origin and GMOs.
 Seeking cooperation in: *Kiro Cosmetics*
 current partners: producers of raw materials:
Croda (UK), *Sederma* (France), *LEV* (Latvian
 herbal extracts) and many other partners
 around the world. Looking for foreign
 distributors to introduce the products
 worldwide.
 Certificates in use: The products have been
 awarded a NATURAL PRODUCT trade mark.

**KIVVI COSMETICS**

Legal form: Ltd
 Address: Peldu iela 7,
 Jelgava, LV-3002, Latvia
 Phone: +371 22311132
 E-mail:
 info@kivvi-cosmetics.com
 Website:
 www.kivvi-cosmetics.com

Chief Executive Officer:
 Ms Agate Kanča
 Contact: Ms Agate Kanča
 Position of the contact person:
 Chief Executive Officer
 Languages spoken: Latvian, English,
 German, Russian
 Number of employees: 9
 Founded in: 2011
 Turnover in 2013: EUR 73 000
 Export volume 2013: EUR 22 000
 Main markets: Latvia, Lithuania,
 Estonia, Europe, Scandinavia

Business profile: The essence of beauty from
 Baltic berries. That is why *Kivvi* products
 are decorated with strings of beads made
 of berries from Baltic forests and gardens.
 Berries are beautiful wonders of nature
 which contain the essence of life – an
 abundance of vitamins, minerals and
 antioxidants. Berries from the forests of
 Baltic countries are the base of each *Kivvi*
 product – moisturiser, facial cream, facial
 cleanser, toner, body lotion, shower gel,
 body scrub and body marmalade.
 Seeking cooperation in: Distributors and
 wholesalers.
 Certificates in use: Ecocert

**KUPENA**

Legal form: Ltd
 Address: Ūbeļu iela 13-91,
 Ādaži, Ādažu nov., Latvia,
 LV-2164
 Phone: +371 22555525
 E-mail: info@biapharma.com
 Website:
 www.biapharma.com

Member of the Board: Ms Aira Ozoliņa
 Contact: Ms Krista Adamoviča
 Position of the contact person: Sales
 Director
 Languages spoken: Latvian, English,
 Russian
 Number of employees: 2
 Founded in: 2011
 Main markets: EU, USA, ASIA

Business profile: Food supplements,
 vitamins, herbal tea, handmade cosmetics.
 Seeking cooperation in: Export markets and
 cooperation with producers.
 Certificates in use: ISO 9001



KVADRO

Legal form: Ltd
Address: Lielā iela 71, Rīga,
LV-1016, Latvia
Phone: +371 67430503,
+371 26669582
Fax: +371 67430503
E-mail: kvadro@apollo.lv
Website: www.kvadro.lv,
www.laincosmetics.lv

Chairman of the Board:
Mr Andris Madelis
Contact: Ms Laine Zariņa
Position of the contact person:
Head of Sales and Marketing
Languages spoken: Latvian, English,
Russian
Number of employees: 11
Founded in: 1991
Turnover in 2013: EUR 710 000
Turnover in 2012: EUR 687 000
Export volume 2013: EUR 106 000
Export volume 2012: EUR 110 000
Main markets: Latvia, Lithuania,
Estonia

Business profile: Manufacturer of various products in aerosol and other packaging: household cleaning products, mosquito and tick repellents, cosmetics, automotive-care products, shoe-care products, air fresheners, insecticides, ECO cleaning and washing products.
Seeking cooperation in: We offer private label services: contract manufacturing and packaging. Complete filling service in a wide range of products: household, cosmetic, technical and automotive products, mosquito and tick repellents. We are looking for export distributors for our products.



L.Ē.V. (EXTRACT PLANT)

Legal form: Ltd
Address: Glūdas pag.,
Jelgavas nov., LV-3040,
Latvia
Phone: +371 63077434
Fax: +371 63077439
E-mail:
info@lev-extracts.com
Website:
www.lev-extracts.com

Chief Executive Officer:
Ms Natalja Mažarova
Contact: Mr Aldis Upītis
Position of the contact person:
Sales Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 15
Founded in: 1994
Turnover in 2013: EUR 379 000
Turnover in 2012: EUR 431 000
Export volume 2013: EUR 210 000
Export volume 2012: EUR 330 000
Main markets: Latvia, Lithuania,
Estonia, Belarus, Russia, Ukraine

Business profile: Manufacturing of plant extracts for food, cosmetics and pharmaceuticals, food supplements, private-label manufacturing.
Seeking cooperation in: We supply natural ingredients (organic and conventional quality) for food, cosmetic and pharmaceutical manufacturers and distributors. Private label and contract manufacturing of food supplements.
Certificates in use: ISO 22000, Ecocert, API GMP



LARIFĀNS

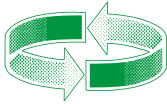
Legal form: Ltd
Address: Kurbada iela 2B,
Rīga, LV-1009, Latvia
Phone: +371 67427462
Fax: +371 67427462
E-mail: info@larifans.lv
Website: www.larifans.lv

Chairwoman of the Board:
Ms Guna Feldmane
Contact: Mr Nauris Leja
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
German, Russian
Number of employees: 14
Founded in: 1997
Turnover in 2013: EUR 176 000
Turnover in 2012: EUR 277 000
Export volume 2013: EUR 97 000
Export volume 2012: EUR 183 000
Main markets: Latvia, Lithuania,
Estonia, Georgia, Azerbaijan

Business profile: *Larifāns* produces medical products and cosmetics based on the pharmaceutically active substance *dsRNA Larifan*. This unique, active substance was developed at Latvia's Institute of Microbiology in the 1980s. Commercial products based on *dsRNS Larifan* have been made since 1994.

Larifan is an immunomodulator, interferon inducer of natural origin with a broad spectrum of action. *Larifan* is used in fields including immunology, virology and oncology. *Larifan* is widely used as antiviral and immunomodulating agent in different viral diseases causing herpes, influenza, encephalitis, hepatitis, papilloma (warts) and different sexually transmissible diseases. In gynaecology, *Larifan* is widely used for the treatment of cervical dysplasia. *Larifan* is also used for the correction of secondary immunodeficiency and in oncology as a component of biotherapeutic courses of treatment.

Seeking cooperation in: We are interested in cooperation with pharmaceutical and medical companies, with pharmacies, clinics and hospitals who are interested in the distribution of *Larifan*.



**LATVIJAS ATKRITUMU
SAIMNIECĪBAS
ASOCIĀCIJA
(WASTE MANAGEMENT
ASSOCIATION OF
LATVIA) (LASA)**

Legal form: Association,
non-governmental
organization
Address: Kuršu iela 9-2, Rīga,
LV-1006, Latvia
Phone: +371 67551381
Fax: +371 67551361
E-mail: lasa@edi.lv
Website: www.lasa.lv

Chairwoman of the Board:
Dr.phys. Ruta Bendere
Contact: Dr.phys. Ruta Bendere
Position of the contact person:
Chairwoman of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 5
Founded in: 1994
Main markets: Latvia, cooperation
partners in Europe, Scandinavia,
Russia

Business profile: Implementing exchanges
of experience, collating, analysis and use
of information on un-used raw materials,
waste management – on the latest
inventions and technologies, etc. Advice on
waste-management issues and elaboration
of projects.
Organisation of exhibitions, conferences,
seminars and training programmes.
Publishing of books. Providing expertise
to and coordinating elaboration of various
projects.
Participation in the elaboration of national
legislation.
Represented in the work of the International
Solid Waste Association, ISWA; national
member of ISWA since 2004.
Member of European Compost Network,
ECN.
Seeking cooperation in: Improvement
of the environment and quality in waste
management. Development of sustainable
waste-management systems in Latvia and
Europe.



**LATVIJAS HUMUSVIELU
INSTITŪTS
(LATVIAN INSTITUTE OF
HUMIC SUBSTANCES)**

Legal form: Ltd
Address: Brīvības iela 144,
Rīga, LV-1012, Latvia
Phone: +371 67370879
Fax: +371 67370878
E-mail: info@greenok.lv
Website: www.greenok.lv

Director: Mr Oļegs Kukainis
Contact: Ms Maira Stumbre
Position of the contact person:
Office Manager
Languages spoken: Latvian, English,
German, Russian, Lithuanian
Number of employees: 9
Founded in: 2009
Turnover in 2013: EUR 16 000
Turnover in 2012: EUR 29 000
Export volume 2012: EUR 9 000
Main markets: Lithuania, Estonia,
Poland, UK, Russia, Ghana

Business profile: We develop liquid humic
fertilisers and soil composters from Latvian
peat. Humic concentrates to be used in a
diluted form: for soil re-cultivation, silage
and organic waste composting.
Seeking cooperation in: The Institute, which
is also registered in the Register of Latvian
Research Institutes, is initially looking for
business partners, product implementers
or users and research institutions for the
development of new research projects.



**LATVIJAS SLIEKU
AUDZĒTĀJU ASOCIĀCIJA
(LATVIAN EARTHWORM
GROWERS ASSOCIATION)**

Legal form: Association
Address: Zaubes iela 1-15,
Rīga, LV-1013, Latvia
Phone: +371 29375776
E-mail: info@slieka.lv
Website: www.slieka.lv

Chairman of the Board:
Mr Rihards Pulturs
Contact: Mr Larsens Pulturs
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian, French
Founded in: 2010

Business profile: The main goal of
the association is the coordination of
earthworm growers and research into new
vermicomposting technologies. Waste
recycling.
Seeking cooperation in: Research into
new technologies and experiments in
vermicomposting processes.



LEMIS BALTIC

Legal form: JSC
Address: Ganību dambis 26,
Rīga, LV-1005, Latvia
Phone: + 371 67383223
Fax: +371 67383270
E-mail: info@lemis-baltic.com
Website:
www.lemis-process.com

President: Ms Johanna Simanaviča
Contact: Ms Johanna Simanaviča
Position of the contact person:
President
Languages spoken: Latvian, English,
German, Russian
Number of employees: 15
Founded in: 1999
Turnover in 2013: EUR 478 000
Turnover in 2012: EUR 500 000
Export volume 2013: EUR 471 000
Export volume 2012: EUR 497 000
Main markets: Russia, India, USA,
China

Business profile: *LEMIS Baltic* specialises in the design and supply of on-line, in-line, in-tank and other process analyzers for the petroleum, petrochemical, environmental, food and beverage, pharmaceutical, marine and power, and general chemical industries. *LEMIS Baltic* provides a complete range of density meters, viscosity meters, oil-water analysers, level gauges, flow meters and various combinations for density, viscosity, flow and level measuring solutions. *LEMIS Baltic* instruments are custom designed to suit the application or process to customers' specifications. Custom design ensures that optimum performance is achieved and that process benefits are maximised. Seeking cooperation in: Design, development and manufacturing of any new measuring instrumentation in accordance with customer requirements. Cooperation with other engineering companies or government bodies on new technical projects. Certificates in use: ISO 9001, *LEMIS Baltic* has special certificates for each type of equipment required for their use in hazardous areas. Consequently, we hold many certificates because each country we export to requires specific certificates.



LINUM COLOR

Legal form: Ltd
Address: Iecavnieki, Iecava,
LV-3913, Latvia
Phone: +371 63921971
Fax: +371 63921971
E-mail: info@painteco.eu
Website: www.painteco.eu

Chief Executive Officer:
Mr Dainis Lagzdīns
Contact: Ms Velga Balode
Position of the contact person:
General Manager
Languages spoken: Latvian, English,
German, Russian
Number of employees: 19
Founded in: 2010
Turnover in 2013: EUR 278 000
Turnover in 2012: EUR 254 000
Export volume 2013: EUR 11 000
Export volume 2012: EUR 21 000
Main markets: Germany, Sweden,
Norway, Denmark, UK, Ireland,
Netherlands
Business profile: Business profile:
Paint Eco is the only market-leading
manufacturer of natural boiled
linseed oil, stains, paints, floor oil

and waxes in the Baltic States. The quality of these eco products is achieved by using flax grown by Latvian farmers, strict control throughout the manufacturing process and the desire to create better and environmentally friendly living conditions for everyone.

Product advantages:

- Ecologically sustainable treatment material for timber surfaces, indoors and outdoors
- Easy to apply
- Solid treatment material that lasts on wood, metal, concrete, brick and stone
- Economical to use
- Excellent moisture and UV protection
- Quality-controlled production
- No chemical additives, no volatile organic compounds
- Pleasant smell, good for the environment and health
- Rich colour palette

Seeking cooperation in: *Paint Eco* is looking for wholesalers, timber house, window, door, floor, furniture, accessory manufacturers, painting service providers, architects, restorers, builders, joinery craftsmen.

Certificates in use: Certificate 71:3. The Latvian Association of Asthma and Allergy has acknowledged our products as suitable for use in rooms used by sufferers of allergies or asthma.

**LMP**

Legal form: Ltd
Address: Vietalvas iela 1,
Rīga, LV-1009, Latvija
Phone: +371 67040788
Fax: +371 67040787
E-mail: info@lmp.lv
Website: www.lmp.lv

Chairman of the Board:
Mr Jānis Miķelsons
Contact: Mr Jānis Miķelsons
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English,
German, Russian
Number of employees: 17
Founded in: 1992
Turnover in 2013: EUR 1 000 000
Turnover in 2012: EUR 833 000
Export volume 2013: EUR 686 000
Export volume 2012: EUR 522 000
Main markets: Latvia, Lithuania,
Estonia, Czech Republic, Slovakia,
Belarus, Turkey, Ukraine, Georgia,
Armenia, Azerbaijan, Turkmenistan,
Kazakhstan, Uzbekistan

Business profile: Manufacturing of liquid and semi-solid drug dosage forms (13 different products) and 12 different products with CE marking, registered as medical devices in the EU. Development and manufacturing of new products. Seeking cooperation in: We are looking for partners who could organise sales and distribution of LMP products, supplying the full range of marketing services: preparation of marketing strategy; organising cooperation with medical wholesalers, drugstore chains, pharmacists, and doctors; execution of publicity activities; and production of publicity materials. We also offer private-label manufacturing for medical devices and for medical devices and drugs.
Certificates in use: GMP

**LORI**

Legal form: Ltd
Address: Krūzes iela 21,
Rīga, LV-1046, Latvia
Phone: +371 67602906
Fax: +371 67617008
E-mail: info@lori.lv
Website: www.lori.lv

Chairman of the Board:
Mr Aleksandrs Tjuterevs
Contact: Mr Maksims Levcenko
Position of the contact person:
Marketing Senior Executive Europe
Languages spoken: Latvian, English,
German, Russian
Number of employees: 35
Founded in: 1992
Turnover in 2013: EUR 1 800 000
Turnover in 2012: EUR 1 700 000
Export volume 2013: EUR 1 700 000
Export volume 2012: EUR 1 700 000
Main markets: Latvia, Lithuania,
Estonia, Scandinavia, Germany,
Poland, Czech Republic, Belgium,
Bulgaria, Turkey, Russia, CIS

Business profile: Development and production of fragrances or fragrant oils (fragrant compounds) for the aromatisation of various personal-care, home-care, automotive-care, and perfumery products. Fragrance-to-product application tests: intensity, stability, substantivity checks. Fragrance adaptation to product specifications. Fragrance application and aroma marketing consultancy. Seeking cooperation in: As a supplier of fragrances or fragrant oils (aromatic compounds), *Lori* is interested in cooperation with personal-care, home-care, automotive-care and perfumery product manufacturers. *Lori* is interested in distributorship offers from chemical ingredient companies in western and eastern European markets.
Certificates in use: ISO 9001

**MADARA COSMETICS**

Legal form: Ltd
Address: Šampētera iela 2,
Rīga, LV-1046, Latvia
Phone: +371 67470243
Fax: +371 67470244
E-mail:
info@madara-cosmetics.com
Website:
www.madaracosmetics.com

Member of the Board:
Mr Uldis Iltners
Contact: Ms Ruta Skujeniece
Position of the contact person:
Sales Director
Languages spoken: Latvian, English,
Russian
Number of employees: 30
Founded in: 2006
Turnover in 2013: EUR 2 300 000
Turnover in 2012: EUR 1 900 000
Export volume 2013: EUR 1 500 000
Export volume 2012: EUR 959 000
Main markets: Scandinavia,
Germany, Netherlands, Switzerland,
Japan

Business profile: Manufacturing of natural and organic skin-care products under the *Madara*, *Mossa* and *MiLOMiLL* brands. Seeking cooperation in: Distributors, retail chains, department stores, eco boutiques.
Certificates in use: ISO 14001, Ecocert

**MEDPRO INC.**

Legal form: Ltd
Address: Ģertrūdes iela
15/17, Rīga, LV-1011, Latvia
Phone: +371 67270124
Fax: +371 67272602
E-mail: info@medproinc.lv
Website: www.medproinc.lv

Director: Mr Vairis Buļš
Contact: Mr Vairis Buļš
Position of the contact person:
Director
Languages spoken: Latvian, English,
German, Russian
Number of employees: 70
Founded in: 1995
Turnover in 2013: EUR 1 900 000
Turnover in 2012: EUR 3 600 000
Export volume 2013: EUR 1 800 000
Export volume 2012: EUR 2 200 000
Main markets: EU, Ukraine, Russia,
India, Asia and others

Business profile: Manufacturing of active
pharmaceutical ingredients.
Seeking cooperation in: Contract
manufacturing.
Certificates in use: ISO 9001, GMP, Licence
for narcotic drugs

**MUNIO SPA
(MUNIO CANDELA)**

Legal form: Ltd
Address: Andrejostas iela
4A, Rīga, LV-1045, Latvia
Phone: +371 29168687
Fax: +371 67336717
E-mail:
sales@muniocandela.com
Website:
www.facebook.com/
muniocandela

Chairwoman of the Board:
Ms Elīna Čīma
Contact: Ms Kristīne Rutkovska
Position of the contact person:
Export Sales Director
Languages spoken: Latvian, English,
Russian
Number of employees: 12
Founded in: 2010
Turnover in 2013: EUR 178 000
Turnover in 2012: EUR 218 000
Export volume 2013: EUR 132 000
Export volume 2012: EUR 189 000
Main markets: Latvia, Sweden,
Denmark, Norway, Germany,
Switzerland, Netherlands, France,
Italy, Spain, Russia, South Korea,
Japan

Business profile: Design of soy-wax candles
and home-ambiance products. *Munio
Candela's* priority is exclusive design
and ecological, innovative products and
packaging. For a perfect balance between
style, function and ecology, *Munio Candela*
offers a variety of collections, each with its
own story.
Seeking cooperation in: Distributors with
experience in brand promotion and a well-
established sales network in the following
retail segments: high-end department
stores, design/concept stores, home
accessories, furniture, eco stores, hotels,
spa centres, high-end restaurants, interior
designers.

**NEOMAT**

Legal form: JSC
Address: Miera iela 34,
Salaspils, Salaspils nov.,
LV-2169, Latvia
Phone: +371 29100252
Fax: +371 67944792
E-mail: info@neomat.lv
Website: www.neomat.lv

Chairman of the Board:
Dr. Leonīds Stafeckis
Contact: Mr Elmārs Baltiņš
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 8
Founded in: 1992 (1976)
Turnover in 2013: EUR 62 000
Turnover in 2012: EUR 67 000
Export volume 2013: EUR 17 000
Export volume 2012: EUR 15 000
Main markets: EU, Russia, Ukraine,
USA, Japan

Business profile: Commercially produced
nanopowders:

- Nitrides (TiN, AlN, Si₃N₄)
 - Oxides (TiO₂, Al₂O₃, SiO₂)
 - Carbides (SiC)
 - Pure metals (Cu, Co, Sn and others)
 - Composites (TiCN, Si₃N₄-Y₂O₃,
Si₃N₄-Y₂O₃-Al₂O₃, Si₃N₄-MgO)
- Nanopowders to special order:
- Nitrides (ZrN, NbN, AlN-TiN, Si₃N₄-AlN,
Si₃N₄-ZrN, etc.)
 - Nitrides-Borides (TiN-TiB₂, TiCN-TiB₂,
ZrN-ZrB₂)
 - Composites (TiN-SiC, Al₂O₃-Mo-TiN)
 - other combinations

Seeking cooperation in: Participation in
projects (*Horizon, Eurostars*, etc.) where
there is a need for different nanopowders.
Recently (2011-14), *Neomat* participated in
Eurostars project E! 6237: Development of
Series Production Technology for Faceted
Cutting Inserts based on Ceramic Nano-
composites using the FAST/SPS method.



NIFCO PLAST

Legal form: Ltd
Address: Baldones iela 32,
Ogre, LV-5001, Latvia
Phone: +371 65045754
Fax: +371 65045754
E-mail: nifco@inbox.lv
Website: www.nifco.lv

Member of the Board:
Mr Juris Libmanis
Contact: Mr Juris Libmanis
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
German, Russian, Danish
Number of employees: 20
Founded in: 2003

Business profile: The *Nifco Plast* company is a Baltic manufacturer of polyethylene packaging, and widely used polyethylene pipes, PVC pipe and PEX-A pipes. Our experts visit customers within 24 hours of receiving enquiries and advise on various issues. Streamlined, clear customer-linked production system with a range of measures, from strict control over the quality of the product to product delivery to the warehouse and to the customer. Delivery of products in the Baltic States is carried out within one to two days, even for rarely made products.
Seeking cooperation in: See Business profile.



NIKAFARM

Legal form: Ltd
Address: Kūdras iela 16,
Olaine, Olaines nov., Latvia
Phone: +371 29229920
Fax: +371 67965461
E-mail:
nikafarmsia@gmail.com
Website: www.alco-bye.com

Chairman of the Board:
Mr Leonīds Cudečkis
Contact: Mr Leonīds Cudečkis
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 9
Founded in: 1997
Turnover in 2013: EUR 621 000
Turnover in 2012: EUR 637 000
Main markets: Latvia

Business profile: Manufacture of food supplements. *Alco-Bye* is a remedy for the excessive use of alcohol. In Latvia, it has been sold in pharmacy chains and supermarkets. Owner of a pharmacy.
Seeking cooperation in: Looking for partners to distribute our product in other countries.



NORDEN COSMETICS

Legal form: Ltd
Address: Lielā iela 49A-12,
Mārupe, Mārupes nov.,
LV-2167, Latvia
Phone: +371 22025590
E-mail:
andris@nordencosmetics.lv
Website:
www.nordencosmetics.lv

Chairman of the Board:
Mr Andris Priekulis
Contact: Mr Andris Priekulis
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 5
Founded in: 2011
Turnover in 2013: EUR 62 000
Turnover in 2012: EUR 31 000
Export volume 2013: EUR 12 000
Main markets: Latvia, Lithuania,
Estonia, Poland

Business profile: Producer of an extensive range of spa products: massage peelings, masks, oils, lotions, etc. Products can also be used in medical rehabilitation treatment.
Seeking cooperation in: Looking for distribution, representative companies in other countries.



NORDICHEM EUROPE

Legal form: Ltd
Address: Ozolkalnu iela 11,
Mārupe, Mārupes nov.,
LV-2167, Latvia
Phone: +371 67708318
Fax: +371 67760500
E-mail:
nordichem@nordichem.eu
Website:
www.nordichem.eu

Managing Director: Mr Massimo Pigni
Contact: Ms Diāna Jevdokimova
Position of the contact person:
Trade & Logistics Manager
Languages spoken: Latvian, English,
Russian, Italian, Spanish
Number of employees: 6
Founded in: 2008
Turnover in 2013: EUR 222 000
Turnover in 2012: EUR 214 000
Export volume 2013: EUR 182 000
Export volume 2012: EUR 89 000
Main markets: EU, Russia, China,
Taiwan, Asia

Business profile: *Nordichem Europe* provides mould release agents for polyurethane, rubber, composite, and plastic moulding applications in a variety of industries as: release agents for Polyurethane in the automotive and furniture industries and production of technical items: integral skin, cast elastomers, cold-cure flexible foams, RIM, R-RIM and S-RIM, rigid foams – structural and high density, insulation and impact-absorption foams, semi-rigid foams. Release agents for the production of polyurethane soles for the footwear industry, anti-adhesives and mandrel lubricants to both compounders and processors for the rubber industry. Seeking cooperation in: We would like to cooperate with polyurethane, rubber, FRP and composite-product manufacturing companies. We are looking for distributors in international markets.



NORTHEN TREATS (KIIN)

Legal form: Ltd
Address: Antonijas iela 5-5,
Rīga, LV-1010, Latvia
Phone: +371 29332250
E-mail:
kiin@kiinproducts.com,
vita.steina@kiinproducts.com
Website:
www.kiinproducts.com

Chairman of the Board:
Mr Jānis Skopiņš
Contact: Ms Vita Šteina
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 3
Founded in: 2013
Main markets: Latvia, Lithuania,
Estonia, Germany, France,
Switzerland

Business profile: Food supplement made from bee ambrosia: *Nature Dots* – bee ambrosia extract in tablets. Seeking cooperation in: Pharmacy chains and pharmacy distributors who are interested in an innovative food supplement made from bee ambrosia which strengthens the immune and cardiovascular systems, gives energy and benefits in many other ways. Consists of more than 250 biologically active ingredients.



NPK EXPERT

Legal form: Ltd
Address: Grīzupes iela 8,
Liepāja, LV-3414, Latvia
Phone: +371 63407343
Fax: +371 63486390
E-mail: info@npkexpert.com
Website:
www.npkexpert.com

Chairman of the Board:
Mr Ģirts Cēlājs
Contact: Ms Olga Trūle
Position of the contact person:
Marketing Director
Languages spoken: Latvian, English,
Russian
Number of employees: 25
Founded in: 2012
Turnover in 2013: EUR 2 200 000
Export volume 2013: EUR 2 200 000
Main markets: Europe, South
America, Africa, Japan, Vietnam

Business profile: *NPK Expert* supplies high-quality fertiliser blends for different crops worldwide including grain, vegetables, fruit, coffee and tobacco. As at 2014, our product list includes more than 150 formulas – from standard bulk blends to very complicated ones. Additionally, we offer various mono fertilisers and services: private labelling, contract packing from 1 kg to 1000 kg and transshipment of dry bulk cargoes. Seeking cooperation in: Agricultural organisations and cooperatives, distributors of complex fertilisers, chemical raw material suppliers. Certificates in use: ISO 9001



**OLAINES ĶĪMISKĀ
RŪPNĪCA "BIOLARS"
(OLAINE CHEMICAL
PLANT "BIOLARS")**

Legal form: Ltd
Address: Rūpnīcu iela 3,
Olaine, Olaines novads,
LV-2114, Latvia
Phone: +371 67964010
Fax: +371 67964010
E-mail: biolar@biolar.lv
Website: www.biolar.lv

Member of the Board:
Mr Pāvēls Daņilko
Contact: Mr Pāvēls Vorobjovs
Position of the contact person:
Deputy Commercial Director
Languages spoken: Latvian, English,
Russian
Number of employees: 201
Founded in: 1962
Turnover in 2013: EUR 17 300 000
Turnover in 2012: EUR 16 600 000
Export volume 2013: EUR 15 600 000
Export volume 2012: EUR 14 600 000
Main markets: Latvia, Lithuania,
Estonia, EU, Switzerland, Russia,
Belarus, Uzbekistan, India, China,
Iran

Business profile: The *Biolar* company is one of the leading chemical enterprises in the Baltic States. The company produces raw materials for the paint and varnish industry: drying accelerators, resins, lacquers, plasticisers. Production of different types of Azo initiators (AIBN, AIVN, etc.), Pure and extra pure Acetonitrile, and other products requiring difficult organic synthesis. Additionally, the company manufactures an extensive range of finished paints and varnishes, including products for professional use. The company provides full technical support for all its products. Seeking cooperation in: We are looking for export distributors. We are looking for partners in the European Union, as well as in Norway, Switzerland, Russia, Belorussia, Ukraine, and the CIS countries (Azerbaijan, Armenia, Kazakhstan, Kyrgyzstan, Moldova). Certificates in use: ISO 9001



OLAINFARM

Legal form: JSC
Address: Rūpnīcu iela 5,
Olaine, Olaines novads,
LV-2114, Latvia
Phone: + 371 67013705
Fax: + 371 67013777
E-mail:
olainfarm@olainfarm.lv
Website: www.olainfarm.lv



Chief Executive Officer:
Mr Valērijs Maligins
Contact: Ms Jeļena Borcova
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian
Number of employees: 1 035
Founded in: 1972
Turnover in 2013: EUR 78 000 000
Turnover in 2012: EUR 75 200 000
Export volume 2013: EUR 60 000 000
Export volume 2012: EUR 62 000 000
Main markets: Latvia, UK, Russia,
Ukraine, Belarus, Kazakhstan

Business profile: Production and sales of finished dosage forms (FDF), active pharmaceutical ingredients (API), intermediates and chemicals. *Olainfarm* manufactures more than 60 FDFs in various forms. Key areas of specialisation include neurology (cholinesterase inhibitors, anxiolytics, psychostimulants, nootropics), cardiology (antiarrhythmics, energy metabolism enhancers), infectology (original nitrofurantoin derivatives and antivirals) and allergology (fast-acting antihistamines). *Olainfarm* produces 28 different APIs and more than 20 intermediates and chemicals. The company is experienced in adamantane derivatives, quinuclidine derivatives, nitrofurane derivatives and optically pure g-aminobutyric acid derivatives, as well as in chiral compounds. Seeking cooperation in: Outsourcing of analytical services, contract manufacturing, licensing of active substances. Certificates in use: ISO 14001, ISO 17025 Laboratory Management System, EU GMP for APIs and FDFs, US cGMP for certain APIs (FDA), TGA for FDFs (Australia).



OSMUNDS

Legal form: Ltd
Address: Hipokrāta iela 35-12,
Rīga, LV-1079, Latvia
Phone: +371 67537892
Fax: +371 67537892
E-mail:
osmunds@osmunds.lv
Website: www.osmunds.lv

Member of the Board:
Mr Pēteris Plotnieks
Contact: Mr Regimants Baranovskis
Position of the contact person:
Managing Director
Languages spoken: Latvian, English,
German, Russian
Number of employees: 8
Founded in: 1993
Turnover in 2013: EUR 97 000
Turnover in 2012: EUR 48 000
Main markets: Latvia, Lithuania,
Estonia

Business profile: Contract sterilisation with ethylene oxide in compliance with ISO 13485/11135.
Seeking cooperation in: Producers of medical devices.
Certificates in use: ISO 9001, ISO 13485/11135



PADTEX INSULATION

Legal form: Ltd
Address: Cempu iela 27,
Valmiera, LV-4201, Latvia
Phone: +371 64221341
Fax: +371 64221351
E-mail: padtex@padtex.lv
Website: www.padtex.lv

Member of the Board:
Mr Juris Volkops
Contact: Ms Inga Apsite
Position of the contact person:
Project Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 85
Founded in: 2003
Turnover in 2013: EUR 4 300 000
Turnover in 2012: EUR 4 100 000
Export volume 2013: EUR 4 000 000
Export volume 2012: EUR 3 700 000
Main markets: Latvia, Germany,
Scandinavia, Italy, UK, Switzerland

Business profile:

- Fire blankets, designed for extinguishing small fires. Comply with DIN EN 1869:2001.
- Welding blankets, applied in welding or grinding processes to protect devices and staff from sparks. Operating temperature 280-1000°C.
- Combo bags – for aluminium filtration (heat resistance up to 660°C), with or without iron wires.
- Heat- and acoustic insulation-materials – by combining the heat insulation qualities of aluminium foil and glass fibre, the coefficient of heat reflection increases up to 95%. This material can be applied in the shipbuilding industry, turbines, etc.
- Textile joints – glass-fibre textile joints are applied at connections of vibrating devices. Examples include power plants, granule production sites and gas turbine facilities.
- Digital cutting to customer order, we produce patterns from glass-fibre fabric or needle mats in different forms.

Seeking cooperation in: *Padtex Insulation* is ready to cooperate with any partner in the following ways: thermal, heat and generator insulation, energy saving, production of materials for home insulation, and the automotive industry.
Certificates in use: ISO 9001



PERUZA

Legal form: Ltd
Address: Lejasrandoti,
Mucenieki, Ropažu nov.,
LV-2137, Latvia
Phone: +371 67248036
Fax: +371 67312873
E-mail: office@peruza.lv
Website: www.peruza.lv

Chairman of the Board:
Mr Arnis Petrānis
Contact: Mr Arnis Petrānis
Position of the contact person:
Chairman of the Board
Languages spoken: Latvian, English,
Russian, French
Number of employees: 60
Founded in: 1991
Turnover in 2013: EUR 3 600 000
Turnover in 2012: EUR 8 000 000
Export volume 2013: EUR 3 000 000
Export volume 2012: EUR 1 600 000
Main markets: Estonia, Poland,
Ireland, Croatia, Russia

Business profile: Design and manufacturing of customised production equipment: food-processing and other equipment including reactors, bins and conveyors.
Seeking cooperation in: See Business profile.



PHARMIDEA

Legal form: Ltd
Address: Rūpnīcu iela 4,
Olaine, Olaines nov.,
LV-2114, Latvia
Phone: +371 67069889
Fax: +371 67069889
E-mail:
pharmidea@pharmidea.lv
Website: www.pharmidea.lv

Member of the Board, Chief
Executive Officer: Mr Vitālijs Skrīvelis
Contact: Ms Māra Skrastiņa
Position of the contact person: Sales
and Marketing Director
Languages spoken: Latvian, English,
Russian
Number of employees: 25
Founded in: 2005
Turnover in 2013: EUR 2 300 000
Turnover in 2012: EUR 938 000
Export volume 2013: EUR 2 100 000
Export volume 2012: EUR 923 000
Main markets: Latvia, Estonia,
Germany, Netherlands, UK, Ukraine,
Russia, Turkey

Business profile: *PharmIdeas* provides contract development and small-batch contract manufacturing of sterile products in vials, in lyophilised and liquid forms. The company's services also include technology development, validation, elaboration of specifications and test methods, stability studies, as well as all other documentation development for process or product registration. *PharmIdeas* also provides contract manufacturing of investigational medical products (IMP) for phase I to III clinical trials. Products: Atosiban, Zoledronic acid, Bendamustine, Bortezomib. Seeking cooperation in: *PharmIdeas* offers the contract manufacturing of solutions and freeze-dried products in vials including laboratory-scale formulation batches, small-scale batches, and clinical-trial materials. *PharmIdeas* develops sterile products in vials and carries out validation techniques on sterile liquids and freeze-dried vials. Certificates in use: GMP



POGRITECH

Legal form: Ltd
Address: Pulka iela 3 k-13,
Rīga, LV-1007, Latvia
Phone: +371 26183539
E-mail: info@pogritech.com
Website: www.pogritech.com

Chief Executive Officer:
Mr Mārtiņš Prūsis
Contact: Mr Uldis Lukašenoks
Position of the contact person:
Commercial Director
Languages spoken: Latvian, English,
Russian
Number of employees: 9
Founded in: 2013
Turnover in 2013: EUR 10 000
Main markets: Europe

Business profile: *Pogritech* was founded in Latvia, in 2013. *Pogritech* results from the mutual and close work of an international team of scientists and business experts who came together several years ago around the new technology of powder activation, which significantly, and at low cost, improves the physical properties of powders, improving their performance. *Pogritech* powder activation technology enables high-performance ceramics and alloys such as carbides, nitrides, oxides and many others to be improved. With the help of activation, thousands of products can be made stronger and more durable. Seeking cooperation in: See Business profile.



POLYLABS

Legal form: Ltd
Address: Gulbenes iela 6,
Rīga, LV-1004, Latvia
Phone: +371 26552122
E-mail: office@plantpoly.com
Website: www.polylabs.lv,
www.plantpoly.com

Chief Executive Officer:
Mr Kristiāns Grundštoks
Contact: Mr Mārtiņš Bernāns
Position of the contact person:
Chief Commercial Officer
Languages spoken: Latvian, English,
Russian
Number of employees: 5
Founded in: 2014
Main markets: Europe

Business profile: Manufacture of bio-based polyols and polyol systems for the polyurethane industry. Our bio-polyols are developed in close partnership with the Institute of wood chemistry of Latvia. They are high-quality base polyols synthesised using renewable materials such as rapeseed oil or tall oil, mostly used for rigid polyurethane foam production. Seeking cooperation in: Polyurethane system houses and insulation material manufacturers as well as chemical raw-material manufacturers. Certificates in use: ISO 9001



PRIMEA

Legal form: Ltd
Address: Ģertrūdes iela 7,
Rīga, LV-1010, Latvia
Phone: +371 67533953
Fax: +371 67533963
E-mail: primea@primea.eu
Website: www.primea.lv

Member of the Board:
Mr Mihails Ševelevs
Contact: Ms Lāsma Sarkana
Position of the contact person:
Project Manager
Languages spoken: Latvian, English,
German, Russian
Number of employees: 5
Founded in: 2009
Turnover in 2013: EUR 1 000 000
Turnover in 2012: EUR 408 000
Export volume 2013: EUR 134 000
Export volume 2012: EUR 73 000
Main markets: Europe, Azerbaijan,
Kazakhstan

Business profile: Latvian manufacturer of food supplements and cosmetics. Extensive range of finished products. We offer exclusive, complete contract-manufacturing services in capsulation, tableting, blistering, packing and labelling. We are innovative and flexible.
Seeking cooperation in: *Primea* has the capacity to be a contract manufacturer for many customers in the pharmacy, health and food industries. From design to production.
Certificates in use: HACCP



RĪGAS FARMACEITISKĀ FABRIKA

Legal form: JSC
Address: Dunties iela 16/22,
Rīga, LV-1005, Latvia
Phone: +371 67355550
Fax: +371 67355551
E-mail: rff@rff.lv
Website: www.rff.lv

Chairman of the Board:
Mr Kaspars Bāliņš
Contact: Mr Jānis Lieģis
Position of the contact person:
Export Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 68
Founded in: 1963
Turnover in 2013: EUR 2 300 000
Turnover in 2012: EUR 2 400 000
Export volume 2013: EUR 163 000
Export volume 2012: EUR 120 000
Main markets: Latvia, Lithuania,
Estonia, Georgia

Business profile: *Rīgas Farmaceutiskā Fabrika* is a manufacturer of galenic products, soft pharmaceuticals and herbal drugs and teas. The range of more than 140 products includes tinctures, drops, extracts, syrups, alcoholic and oil solutions of pharmaceuticals, liniments, ointments, herbal drugs and their composite mixtures. *Rīgas Farmaceutiskā Fabrika* also provides contract-manufacturing services in accordance with EU GMP requirements for the following forms of products: solutions, syrups, ointments, creams, herbal teas. Seeking cooperation in: We are looking for distributors of our products. We also provide contract-manufacturing services to EU GMP standards requirements.
Certificates in use: EU GMP



RĪGAS ZIEPJU MANUFĀKTŪRA (RIGA SOAP MANUFACTURE)

Legal form: Ltd
Address: Katlakalna iela 11A,
Rīga, LV-1073, Latvia
Phone: +371 67247744
Fax: +371 67247745
E-mail:
azhoukov.soapmanufacture@
gmail.com
Website: www.rigasoap.com

Director: Mr Igor Filippov
Contact: Mr Alexander Zhoukov
Position of the contact person: Sales
Department Chief
Languages spoken: Latvian, English,
Russian
Number of employees: 20
Founded in: 2004
Turnover in 2013: EUR 375 000
Turnover in 2012: EUR 545 000
Export volume 2013: EUR 272 000
Export volume 2012: EUR 419 000
Main markets: Germany, Spain,
Russia, China

Business profile: Cosmetic production: soap, bath bubble balls, bath salts, bath milks for cosmetic purposes, body creams, lotions for cosmetic purposes, body scrubs, shampoos, shower gels, bath foams, ethereal oils. Natural oils for cosmetic purposes, sauna balms, shampoos, shower gels, bath foams, ethereal oils, essential oils, natural oils for cosmetic purposes. Sauna balms, soy wax candles, massage candles.
Seeking cooperation in: Developing new markets through sales of franchises and wholesalers. Private labelling solutions.



SELENIUM ORGANIC

Legal form: Ltd
Address: Baznīcas iela 26-39,
Jūrmala, LV-2015, Latvia
Phone: +371 29789702
E-mail: info@selenium.lv
Website: www.selenium.lv

Member of the Board:
Mr Gunārs Morozovs
Contact: Mr Mārtiņš Grāvītis
Position of the contact person:
Head Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 1
Founded in: 2013
Turnover in 2013: EUR 2 300
Export volume 2013: EUR 2 300
Main markets: Russia, Japan,
Singapore, China, India

Business profile: Our company specialises in producing natural cosmetics based on Sapropel extracts for skin and hair care. A complete product line for hair care has already been developed. We have two types of shampoo – one for dry & damaged hair, which restores hair structure, soothes the scalp, strengthens hair and prevents hair loss. The other is for all types of hair, ideal for daily use. Our products also include Sapropel Hair Mask, Sapropel Conditioner, Shower Gel, Natural Sapropel Soap and Skin Toner. Our ideal combination of sapropel extract, wheat protein and a complex of medicinal plant extracts prevents dandruff and balances scalp micro flora. Seeking cooperation in: See Business profile.



SILVANOLS

Legal form: Ltd
Address: Kurbada iela 2A,
Rīga, LV-1009, Latvia
Phone: +371 67142829
Fax: +371 67142833
E-mail: info@silvanols.lv
Website: www.silvanols.com



Chairman of the Board:
Mr Artjoms Borcovs
Contact: Ms Līva Pildava
Position of the contact person:
Export Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 55
Founded in: 1994
Turnover in 2013: EUR 2 700 000
Turnover in 2012: EUR 2 800 000
Export volume 2013: EUR 960 000
Export volume 2012: EUR 926 000
Main markets: Estonia, Lithuania,
Poland, Czech Republic, Romania,
Georgia, Macedonia, Kosovo,
Belarus, Azerbaijan, Kazakhstan
Business profile: Production and
sale of superior quality phyto-
pharmaceutical products from pure,
natural, chemical-free ingredients.
Silvanols is one of the fastest

growing pharmaceutical companies in the Baltic region and the leading phyto-pharma company in the domestic market. *Silvanols* products are exported to more than 13 countries. Our product portfolio consists of a unique range of original herbal products – OTCs, medical devices and food supplements. The main product lines cover cold remedies and the respiratory system health, cardiovascular health, liver and digestive system health, mental and nervous system health, vitamins and minerals, muscle, joint and vein system health, men's health, products for children. Product forms: balsams, gels, sprays, drops, capsules, tablets. Services offered: contract manufacturing, laboratory services and product development. Seeking cooperation in: Marketing and distribution partnerships in export markets, contract manufacturing. Certificates in use: ISO 9001, ISO 22000, cGMP



SOLEPHARM

Legal form: Ltd
Address: Eksporta iela 12-114,
Rīga, LV-1045, Latvia
Phone: +371 29484403
Fax: +371 66002882
E-mail: info@solepharm.com
Website:
www.solepharm.com

Chief Executive Officer: Mr Juris Ozols
Contact: Mr Juris Ozols
Position of the contact person: Chief Executive Officer
Languages spoken: Latvian, English,
Russian
Number of employees: 25-50
Founded in: 2009
Turnover in 2013: EUR 310 000
Turnover in 2012: EUR 234 000
Export volume 2013: EUR 240 000
Export volume 2012: EUR 160 000
Main markets: Latvia, Lithuania,
Estonia, Poland, Finland, Bulgaria,
Ukraine, Azerbaijan, Georgia

Business profile: *Solepharm* manufactures pharmaceutical products developed in cooperation with doctors, pharmacists and scientific institutions while guaranteeing excellent quality and an individual approach to each customer, reseller and partner. *Solepharm* products contain herbal extracts, vitamins and trace elements which have proved their efficacy in clinical trials and practice. The company's main directions are high-quality, original product development and production using advanced scientific technologies. Seeking cooperation in: Distribution options, raw materials, ingredients, manufacturing services. Certificates in use: GMP, ISO 22000, HACCP



SPODRĪBA

Legal form: JSC
Address: Dzirnavu iela 1,
Dobele, LV-3701, Latvia
Phone: +371 63722311
Fax: +371 63781717
E-mail: info@seal.lv
Website: www.seal.lv

Director: Raimonds Krampāns
Contact: Mr Guntis Bērziņš,
Ms Undīne Krūze
Position of the contact persons:
Sales Department Manager, Export
Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 63
Founded in: 1921
Turnover in 2013: EUR 3 000 000
Turnover in 2012: EUR 2 200 000
Export volume 2013: EUR 270 000
Export volume 2012: EUR 287 000
Main markets: Latvia, Lithuania,
Estonia, Denmark, Iceland, Russia,
Ukraine

Business profile: Manufacturer of a wide
range of household-cleaning products,
liquid laundry detergents, dishwashing
detergents, *Eco line* cleaning products,
cosmetic products, floor-care products,
shoe polishes, liquid fertilisers.
Seeking corporation in: We are looking for
export distributors of our products, and we
offer private-label production. Main target
markets: Scandinavia.
Certificates in use: ISO 9001, ISO 14001, EU
Ecolabel



STENDERS

Legal form: Ltd
Address: Mūkusalas iela 63,
Rīga, LV-1004, Latvia
Phone: + 371 67217212
Fax: + 371 67217233
E-mail: info@stenders.lv
Website:
www.stenders-cosmetics.com

Director, Chairman of the Board:
Mr Jānis Bērziņš
Contact: Ms Baiba Cipa-Ziemele
Position of the contact person:
Head of Marketing and
Communications
Languages spoken: Latvian, English,
Russian
Number of employees: 140
Founded in: 2001
Turnover in 2013: EUR 6 500 000
Turnover in 2012: EUR 6 400 000
Export volume 2013: EUR 4 600 000
Export volume 2012: EUR 4 400 000
Main markets: Baltic region, Poland,
Russia, China

Business profile: *Stenders* is a cosmetics
brand and one of the biggest cosmetics
producers in Latvia, with 225 franchise-
and brand-owned stores in 22 countries
worldwide. It is particularly strongly
represented in China, Russia and the CIS
countries, revenues from these markets
comprising more than half of the company's
turnover. The success story of the brand has
been based on high-quality products and
special packaging, a service culture, design
of the stores and the successful franchise
concept, which has helped to attract over
60 professional franchise partners over our
12 years of operation. The *Stenders* product
range includes more than 350 bath, body,
face and hair-care products, accessories and
aromatherapy products. The bath category
includes soaps and bath bubble balls which
are the very first *Stenders* products: bath
salts, bath milks, bath foams. The body-
cleansing category includes innovative
shower soufflés, shower gels, liquid soaps,
salt and sugar scrubs. Body care includes
various products which nourish, moisturise
and protect the skin – body yoghurts,
lotions, hand creams, massage oils, body
butters, sun cosmetics. Facial care offers
cleansers and moisturisers, floral waters,
lip balms and shea butters. The range also
includes two hair-care lines, high-quality
essential oils and bath accessories. *Stenders*
has developed a professional spa-product
range for hotels and wellness salons and
has special offers and ranges for distributors
and wholesalers.
Seeking cooperation in: Looking for
new franchise partners, distributors and
wholesalers, spa hotels and professionals.
Certificates in use: ISO 9001, ISO 22716
(GMP)



TILDE

Legal form: Ltd
Address: Vienības gatve 75A,
Rīga, LV-1004
Phone: + 371 67605001
Fax: + 371 67605750
E-mail: info@tilde.com
Website: www.tilde.lv



Chairman of the Board:
Mr Andrejs Vasiljevs
Contact: Mr Didzis Kļaviņš
Position of the contact person:
Client Relationship Manager
Languages spoken: Latvian, English
Number of employees: 82
Founded in: 1991
Turnover in 2013: EUR 4 200 000
Turnover in 2012: EUR 3 900 000
Export volume 2013: EUR 1 400 000
Export volume 2012: EUR 1 500 000
Main markets: EU, USA

Business profile: As a leading European-language technology company and the largest pan-Baltic provider of localisation and translation services, *Tilde* provides translation services to all chemical and pharmaceutical companies. *Tilde* has experience in translating product descriptions, instructions, and reports, as well as user manuals for equipment and medical devices.

Tilde also develops custom machine-translation (MT) solutions. With MT, users can automatically translate entire documents into multiple languages with the click of a button. MT systems can be customised for the chemical and pharmaceutical sectors, guaranteeing that industry terminology is translated consistently and accurately. Seeking cooperation in: *Tilde* is seeking long-term business partnerships as a translation vendor for chemical and pharmaceutical companies. *Tilde* also offers the development of custom machine-translation systems for chemical and pharmaceutical companies that wish to boost translation productivity and reach wider markets.



VALMIERA-ANDREN

Legal form: Ltd
Address: Cempu iela 23,
Valmiera, LV-4201, Latvia
Phone: +371 64221047
Fax: +371 64221427
E-mail:
valmiera-andren@valm.lv
Website: www.val-and.lv

Chairman of the Board:
Mr Sten Robert Hjalmar Andrén
Contact: Mr Armands Jonāts
Position of the contact person:
Procurator
Languages spoken: Latvian, English,
German, Russian
Number of employees: 40
Founded in: 1993
Turnover in 2013: EUR 3 400 000
Turnover in 2012: EUR 2 100 000
Export volume 2013: EUR 3 200 000
Export volume 2012: EUR 1 700 000
Main markets: Latvia, Lithuania,
Finland, Sweden, Russia

Business profile: We manufacture processing equipment, tanks, scrubbers, gas ducts and chimneys, pipe systems and other structures for highly aggressive liquids, as well for hydrochloric acid, sulphuric acid, ferric chloride, phosphoric acid, different salt solutions, hydroxides, etc. Seeking cooperation in: See Business profile. Certificates in use: ISO 9001



VALMIERAS STIKLA ŠĶIEDRA

Legal form: JSC
Address: Cempu iela 13,
Valmiera, LV-4201, Latvia
Phone: +371 64202216
Fax: +371 64281216
E-mail:
latvia@valmiera-glass.com
Website:
www.valmiera-glass.com



Chairman of the Board:
Mr Andris Oskars Brutāns
Contact: Ms Marika Nīmante
Position of the contact person:
Marketing Project Manager
Languages spoken: Latvian, English,
Russian
Number of employees: 915
Founded in: 1963
Turnover in 2013: EUR 84 700 000
(the unconsolidated data)
Turnover in 2012: EUR 71 000 000
Export volume 2013: EUR 81 300 000
(the unconsolidated data)
Export volume 2012: EUR 68 200 000
Main markets: EU, CIS, North
America

Business profile: *Valmieras stikla šķiedra* manufactures glass fibre and glass-fibre products, which can be used for further processing, for thermal and technical insulation materials, and as ready-made building materials. Glass-fibre products have rare, outstanding qualities: high bending, pulling, and pressure resistance, non-flammable, high temperature resistance, low hydroscopy, chemical and biological resistance, and comparatively low density. The products have diverse applications: the automotive, construction, aerospace and chemical industries, shipbuilding, electronics, household and medical appliances, etc.
Seeking cooperation in: (1) European and Middle East markets; (2) Technical and thermal insulation markets; (3) Home renovation market.
Certificates in use: ISO 9001, Responsible Care



VIDES EKSPERTI

Legal form: Ltd
Address: Ganību
dambis 24D-317A, Rīga,
LV-1005, Latvia
Phone: +371 27507017
Fax: +371 67784362
E-mail:
birojs@videseksperti.lv
Website:
www.videseksperti.lv

Members of the Board:
Mr Ivars Pavasars, Ms Ilze Puķīte
Contact: Mr Ivars Pavasars
Position of the contact person:
Member of the Board
Languages spoken: Latvian, English,
Russian, Swedish
Number of employees: 5
Founded in: 2006
Turnover in 2013: EUR 98 000
Turnover in 2012: EUR 200 000
Export volume 2013: EUR 56 000
Export volume 2012: EUR 171 000
Main markets: Latvia

Business profile: Our company provides a broad spectrum of local environmental consultancy services which include: Environmental Impact Assessment (EIA), Strategic Environmental Impact Assessment (SEA), environmental due diligence, land surveying, applications for environmental permits (IPPC directive requirements), assistance in complying with environmental and work-safety legal requirements, management of clients' regular reporting to environmental authorities, assistance in ISO 14001 implementation.
Seeking cooperation in: Assistance to foreign investors with environment-related issues – site assessment and suitability, analysis of local land-use requirements and risks; ensuring compliance with all environmental and work-safety requirements; monitoring projects after commissioning; management of regular reporting to environmental authorities.

Useful Addresses

LATVIJAS BIOTEHNOLOĢIJAS ASOCIĀCIJA
(Latvian Biotechnology Association – LBA)
Address: Dzērbenes iela 27, Rīga, LV-1006, Latvia
Phone: +371 67553518
E-mail: latbiotech@edi.lv
Website: www.latbiotech.lv

LATVIJAS ĶĪMIJAS UN FARMĀCIJAS
UZŅĒMĒJU ASOCIĀCIJA
(Association of Latvian Chemical
and Pharmaceutical Industry – LAKIFA)
Address: Dzirnāvu iela 93-27, Rīga, LV-1011, Latvia
Phone: +371 67298683
E-mail: office@lakifa.lv
Website: www.lakifa.lv

FARMĀCIJAS UN SAISTĪTO NOZARU KLASTERIS
(Life Sciences Cluster of Latvia)
Address: Dzirnāvu iela 93-27, Rīga, LV-1011, Latvia
Phone: +371 67298683
E-mail: lifescience@lifescience.lv, office@lifescience.lv
Website: www.lifescience.lv

BIEDRĪBA LATVIJAS BIOMASAS ASOCIĀCIJA „LATBIO”
(LATBIO Latvian Biomass Association)
Phone: +371 29929922, +371 67522399
Fax: +371 67522399
E-mail: didzis.palejs@latbio.lv
Website: www.latbio.lv

LATVIJAS LAUKSAIMNIECĪBAS UNIVERSITĀTE (LLU)
(Latvia University of Agriculture)
Address: Lielā iela 2, Jelgava, LV-3001, Latvia
Phone: +371 63022584
Fax: +371 63027238
E-mail: rektors@llu.lv
Website: www.llu.lv

LATVIJAS UNIVERSITĀTES (LU) ĶĪMIJAS FAKULTĀTE
(Faculty of Chemistry, University of Latvia)
Address: Krišjāņa Valdemāra iela 48, Rīga, LV-1013, Latvia
Phone: +371 67377436
Fax: +371 67378736
E-mail: Anda.Priksane@lu.lv
Website: www.lu.lv/eng/faculties/fch/

LU POLIMĒRU MEHĀNIKAS INSTITŪTS
(Institute of Polymer Mechanics, University of Latvia)
Address: Aizkraukles iela 23, Rīga, LV-1006, Latvia
Phone: +371 67551145
Fax: +371 67820467
E-mail: polmech@pmi.lv
Website: www.pmi.lv

LU MIKROBIOLOĢIJAS UN BIOTEHNOLOĢIJAS INSTITŪTS
(Institute of Microbiology and Biotechnology,
University of Latvia)
Address: Kronvalda bulvāris 4, Rīga, LV-1010, Latvia
Phone: +371 67034887, +371 67034884
Fax: +371 67034885
E-mail: lumbi@lanet.lv, kalnen@lanet.lv
Website: www.lu.lv/instituti/mbi/

RĪGAS STRADIŅA UNIVERSITĀTE (RSU)
(Rīga Stradiņš University)
Adrese: Dzirciema iela 16, Rīga, LV-1007, Latvia
Phone: +371 67409105
Fax: +371 67471815
E-mail: rsu@rsu.lv, infocentrs@rsu.lv
Website: www.rsu.lv

RSU AUGUSTA KIRHENŠTEINA MIKROBIOLOĢIJAS
UN VIRUSOLOĢIJAS INSTITŪTS
(Augusts Kirhenšteins Institute of Microbiology
and Virology, Rīga Stradiņš University)
Address: Rātsupītes iela 5, Rīga, LV-1067, Latvia
Phone: +371 67426197, +371 67427920
Fax: +371 67428036
E-mail: modra.murovska@rsu.lv

RĪGAS TEHNISKĀS UNIVERSITĀTES (RTU)
MATERIĀLZINĀTNES UN LIETIŠĶĀS ĶĪMIJAS FAKULTĀTE
(Faculty of Materials Science and Applied Chemistry,
Riga Technical University)
Address: Paula Valdena iela 3, Rīga, LV-1048, Latvia
Phone: +371 67089249
E-mail: mlkf@ktf.rtu.lv
Website: www.ktf.rtu.lv

RTU NEORGANISKĀS ĶĪMIJAS INSTITŪTS
(Institute of Inorganic Chemistry,
Riga Technical University)
Address: Miera iela 34, Salaspils, LV-2169, Latvia
Phone: +371 67944711
Fax: +371 67800779
E-mail: nki@nki.lv
Website: www.nki.lv

RTU RŪDOLFA CIMDIŅA RĪGAS BIOMATERIĀLU
INOVĀCIJU UN ATTĪSTĪBAS CENTRS
(Rudolfs Cimdins Riga Biomaterials Innovation and
Development Centre, Riga Technical University)
Address: Pulka iela 3, Rīga, LV-1007, Latvia
Phone: +371 67089628
Fax: +371 67089619
E-mail: rbiac@rtu.lv
Website: <http://rbiac.rtu.lv>

RTU BIOMEDICĪNAS INŽENIERZINĀTŅU
UN NANOTEHNOLOĢIJU INSTITŪTS
(Institute of Biomedical Engineering and
Nanotechnologies, Riga Technical University)
Address: Ezermalas iela 6K, Rīga, LV-1014, Latvia
Phone: +371 67089732
Fax: +371 67089732
E-mail: bini@rtu.lv
Website: www.bimi.vip.lv

LATVIJAS BIOMEDICĪNAS PĒTĪJUMU UN STUDIJU CENTRS
(Latvian Biomedical Research and Study Centre – BMC)
Address: Rātsupītes iela 1, Rīga, LV-1067, Latvia
Phone: +371 67808200
Fax: +371 67442407
E-mail: BMC@biomed.lu.lv
Website: <http://bmc.biomed.lu.lv>

LATVIJAS VALSTS KOKSNES ĶĪMIJAS INSTITŪTS
(Latvian State Institute of Wood Chemistry)
Address: Dzērbenes iela 27, LV-1006, Rīga, Latvia
Phone: +371 67553063
Fax: +371 67550635
E-mail: koks@edi.lv
Website: www.kki.lv

LATVIJAS ORGANISKĀS SINTĒZES INSTITŪTS
(Latvian Institute of Organic Synthesis)
Address: Aizkraukles iela 21, Rīga, LV-1006, Latvia
Phone: +371 67014801
Fax: +371 67550338
E-mail: sinta@osi.lv, kalvins@osi.lv
Website: www.osi.lv

PĀRTIKAS DROŠĪBAS, DZĪVNIEKU VESELĪBAS
UN VIDES ZINĀTNISKAIS INSTITŪTS „BIOR”
(BIOR Institute of Food Safety, Animal Health, and
Environmental Science)
Address: Leļupes iela 3, Rīga, LV-1076, Latvia
Phone: +371 67620513
Fax: +371 67620434
E-mail: bior@bior.gov.lv
Website: www.bior.gov.lv

Promotion of Entrepreneurship, Investment and Foreign Trade



Investment and Development Agency of Latvia

Address: Pērses iela 2, Rīga, LV-1442, Latvia

Phone: +371 67039499

Fax: +371 67039401

E-mail: liao@liao.gov.lv

www.liao.gov.lv

www.exim.lv

www.polarisprocess.com

The mission of the Investment and Development Agency of Latvia (LIAA) is to promote growth of the economy of Latvia. Accordingly, the objective of LIAA is to promote business development by facilitating increased foreign investment, while elevating the competitiveness of Latvian entrepreneurs in both domestic and foreign markets.

With over 20 years of experience in attracting of foreign direct investment to Latvia and promoting foreign trade, the Agency has worked continually to improve the business environment and provide services appropriate to the needs of business.

Following Latvia's accession to the EU in 2004, the Agency needed to adopt new methods and tools, including the effective utilisation of resources from EU Structural funds. Today, LIAA offers an integrated solution – it supports companies in Latvia trading internationally as well as overseas businesses seeking partners or locations in Latvia and administers state support programmes for entrepreneurs co-financed from EU Structural funds.

To ensure high quality communications with customers the Agency has representative offices in Minsk (Belarus), Beijing (China), Copenhagen (Denmark), Paris (France), Berlin (Germany), Tokyo (Japan), Vilnius (Lithuania), The Hague (the Netherlands), Oslo (Norway), Warsaw (Poland), Moscow (Russia), Stockholm (Sweden), London (UK) and Kiev (Ukraine).

An ability to anticipate the rapidly changing needs of businesses and markets by offering new services characterises the Agency's own competitiveness, built on the knowledge and competencies of our experienced specialists. LIAA pays close attention to the quality of its own performance, comparing it with world best practices, and subsequently introducing new services and solutions for our customers.

We look forward to helping your company succeed in Latvia!



Exim

Latvian Export Import Directory
www.exim.lv

The Latvian Export Import Directory

- The online database that will jumpstart your business in Latvia.

With online company promotion, search features and details freely available, **EXIM** helps companies to connect.

With **EXIM** you can:

- Promote your products or find new ones on Latvia's B2B trade website;
- Create an online business proposal and advertise your products;
- Find new business partners and find out about actual events in Latvia;
- Access all the business news from Latvia.

The main sections of the portal:

- Companies – a database of Latvian companies;
- Proposals – business advertisements and commercial ideas;
- Events – a list of events in Latvia and abroad;
- Market Info – information about the Latvian economy, industry and commerce.

We make it easy for international businesses to find the right contacts in Latvia!

 **LIAA**
Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia

Pērses iela 2, Rīga, LV-1442, Latvia; phone: +371 67039459, fax: +371 67039401, e-mail: exim@liaa.gov.lv, www.liaa.gov.lv

Representative Offices of Investment and Development Agency of Latvia

Representative Office in Belarus
Address: Посольство Латвийской Республики в Республике Беларусь
Ул. Дорошевича ба,
Минск 220013, Беларусь
Phone: +375 172847654
Fax: +375 172847494
E-mail: by@liaa.gov.lv

Representative Office in China
Address: Embassy of Latvia in The Peoples Republic of China
71 Greenland Garden,
Greenland Road 1A, Chaoyang District, Beijing, 100016, China
Phone: +86 1064333863
Fax: +86 1064333810
E-mail: cn@liaa.gov.lv

Representative Office in Denmark
Address: Letlands Ambassade i København
Rosbæksvej 17, 2100
København, Danmark
Phone: +45 60220751
E-mail: dk@liaa.gov.lv

Representative Office in France
Address: Ambassade de la République de Lettonie en France
6, Villa Saïd 75116 Paris, France
Phone: +33 153645815
Fax: +33 153645819
E-mail: fr@liaa.gov.lv

Representative Office in Germany
Address: Botschaft der Republik Lettland in der Bundesrepublik Deutschland
Reinerzstraße 40/41, 14193
Berlin, Deutschland
Phone: +49 3060929421
Fax: +49 3060929420
E-mail: de@liaa.gov.lv

Representative Office in Japan
Address: Embassy of the Republic of Latvia in Japan
37-11 Kamiyama-cho, Shibuya-ku,
Tokyo, 150-0047, Japan
Phone: +81 334676888
Fax: +81 334676897
E-mail: jp@liaa.gov.lv

Representative Office in Lithuania
Address: Latvijos Respublikos Ambasada Lietuvos Respublikoje
M.K.Čiurlonio gatvė 76,
LT 03100 Vilnius, Lietuva
Phone: +370 52131140
Fax: +370 52131130
E-mail: lt@liaa.gov.lv

Representative Office in the Netherlands
Address: Ambassade van de Republiek Letland in het Koninkrijk van Nederland
Koninginnegracht 27,
2514 AB's-Gravenhage, Nederland
Phone: +31 703065007
Fax: +31 703065009
E-mail: nl@liaa.gov.lv

Representative Office in Norway
Address: Republikken Latvias Ambassade i Kongeriket Norge
Bygdøy Allé 76, Post Box 3163,
Elisenberg, 0208, Oslo, Norge
Phone: +47 22542286
Fax: +47 22546426
E-mail: no@liaa.gov.lv

Representative Office in Poland
Address: Ambasada Republiki Łotewskiej w Rzeczypospolitej Polskiej
Ul. Królowej Aldony 19,
03-928 Warszawa, Polska
Phone: +48 226164017
Fax: +48 226171106
E-mail: pl@liaa.gov.lv

Representative Office in Russia
Address: Посольство Латвийской Республики в Российской Федерации
Ул. Чаплыгина 3,
105062 Москва, Россия
Phone: +7 4957301834
Fax: +7 4957301834
E-mail: ru@liaa.gov.lv

Representative Office in Sweden
Address: Lettlands Ambasad i Konungariket Sverige
Odengatan 5, Box 191 67,
104 32 Stockholm, Sverige
Phone: +46 87006311
Fax: +46 8140151
E-mail: se@liaa.gov.lv

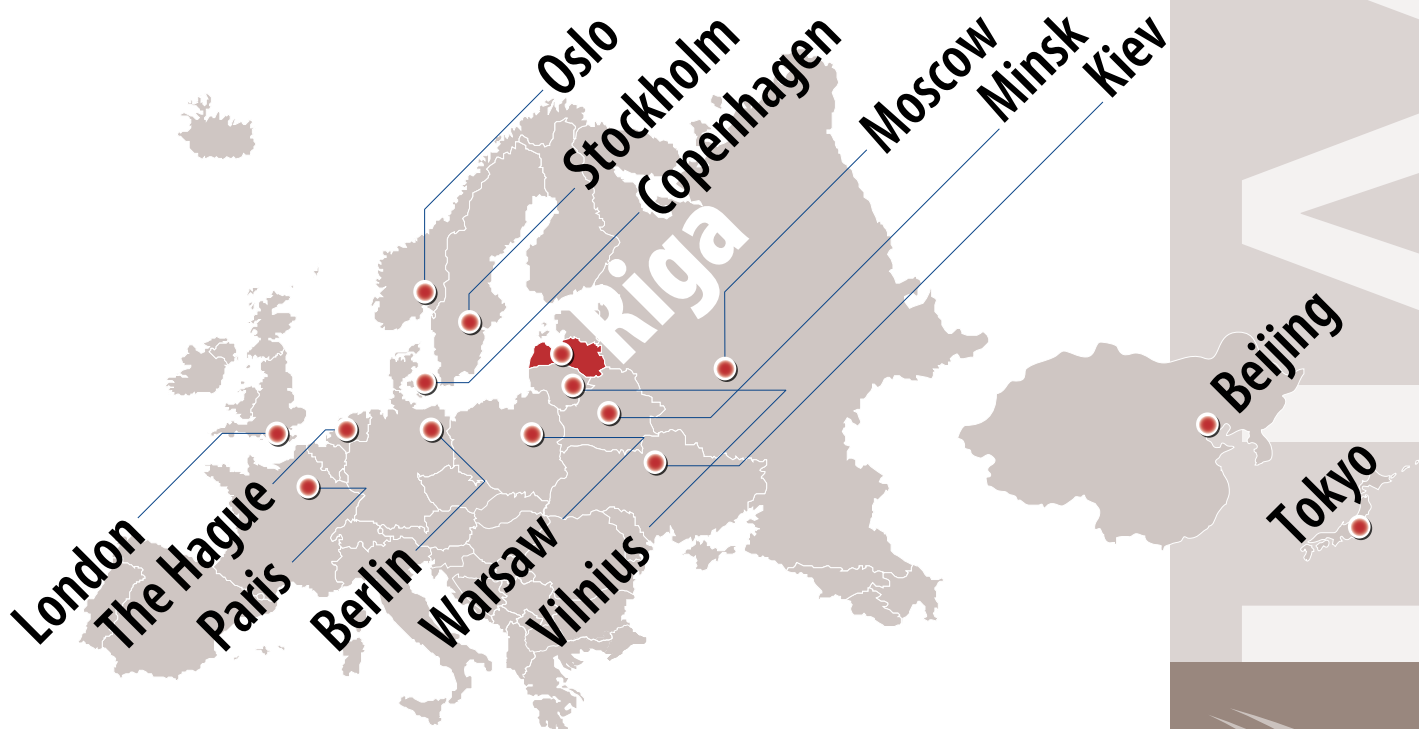
Representative Office in Ukraine
Address: Посольство Латвійської Республіки в Україні
Вулиця Івана Мазепи 6Б,
01901, Київ, Україна
Phone: +380 444960203
Fax: +380 444960204
E-mail: ua@liaa.gov.lv

Representative Office in the United Kingdom
Address: 45 Nottingham Place,
London, W1U 5LY, United Kingdom
Phone: +44 2075631611
Fax: +44 2073120042
E-mail: uk@liaa.gov.lv

Your best partner in LATVIA for

- Smart investments
- Business and trade expansion
- Commercialization of innovative ideas via EU and private funds

Representative offices



Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia

www.liaa.gov.lv/en

twitter:@LIAAglobal

www.polarisprocess.com

COSMETICS



HOUSEHOLD



REPELLENTS INSECTICIDES



ECO PRODUCTS



AUTOMOTIVE



FULL AEROSOL CONTRACT FILLING SERVICE

- HAIR CARE
- BODY CARE
- HOUSEHOLD
- AUTOMOTIVE
- REPELLENTS
- INSECTICIDES

KVADRO Ltd.

Address: Liela str. 71, Rīga,
LV-1016, Latvia

Phone: +371 67430503
+371 26669582

E-mail: kvadro@apollo.lv
www.laincosmetics.lv
www.kvadro.lv



IEGULDĪJUMS TAVĀ NĀKOTNĒ!



LIAA

Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia