

# Chemistry, Pharmacy and Biotechnology

Industry in LATVIA



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:	Rīga
Other major cities:	Daugavpils, Liepāja, Jelgava, Jūrmala, Ventspils
Population (2008):	2.3 million
Area:	64 559 km <sup>2</sup>
Language:	Latvian (official), Russian, English and German are also widely spoken
Currency:	1 'Lats' (LVL) = 100 'santims'
Exchange rate:	1 LVL = 1.42 EUR (fixed rate as of January 1, 2005) 1 LVL = 1.98 USD (average in 2009)
GDP growth (2008):	-4.6%
GDP in current prices (2008):	EUR 23.157 billion
GDP per capita (2008):	EUR 10 219
Accumulated FDI (2008):	EUR 8.126 billion
Accumulated FDI per capita (2008):	EUR 3 594

Source: Central Statistical Bureau of Latvia, Bank of Latvia



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

The long experience and traditions in Latvia, the availability of highly qualified specialists, cost efficiency, a high degree of competence in R&D and a strong manufacturing base are the factors that form an excellent foundation for business and innovative activities in burgeoning Latvian chemical, pharmaceutical and biotechnological sector.

The chemical and pharmaceutical sector accounts for almost eight per cent of total added value in 2008 within the Latvian manufacturing industry. In spite of the global economic recession, this sector has been also one of the most competitive Latvian sectors on the foreign markets as the export of chemical, pharmaceutical and biotechnological sector's output reached almost 65% of its total output. Moreover, as the sales in the domestic market decreased, its export shares increased.

Having a clear vision of the future development of the sector, the Government of Latvia is aware of the challenges that many companies face in the stage of economic stabilisation, recovery and development in the future. In order to offer a wide range of services to help companies expand their business including foreign trade promotion, investment attraction as well as state support programmes in the form of EU Structural funds are the main activities provided by Investment and Development Agency of Latvia (LIAA).

Introducing the new "Chemistry, Pharmacy and Biotechnologies in Latvia" catalogue, I would like to thank enthusiasts, academics, investors and businesspeople who keep on helping to develop this sector as well as to wish them success in continuing their business and research.

On behalf of LIAA, I would like to confirm that we will do our utmost to facilitate the growth and development of the chemical, pharmaceutical and biotechnological sector in Latvia.

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

Andris Ozols  
Director

Investment and Development Agency of Latvia

# Chemistry, Pharmacy, Biotechnology Sector in Latvia

## HISTORICAL OVERVIEW AND CURRENT GENERAL FACTS

The Latvian chemical industry goes back a long way and is a cornerstone in today's economy.

Latvia has historically had a strong research, development and manufacturing base in sophisticated chemical and pharmaceutical products.

The industry, comprising of companies that produce industrial chemicals as well as pharmaceuticals, is central to the Latvian economy. Its importance has recently (2009) been reaffirmed by the decision of the Latvian Cabinet of Ministers to include the chemical and pharmaceutical industry on the list of priority sectors that are essential for the economic development of the country. Regarding biotechnologies, when Latvia joined the EU in 2004 the number of support programmes for R&D increased and biotechnology was indicated as one of six priorities by the government (Latvian Economic Development Guidelines, 2005).

Due to historical 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 all new Soviet drug technology designed here. Even every 4<sup>th</sup> medical preparation manufactured in the former USSR and intended for the USSR market was actually made in Latvia.

Existing and extensive R&D bases and a good co-operation between industry and scientific sectors, currently covers the following spheres of research: microbiological synthesis, wood chemistry, virology, synthesis of physiologically active substances, bioorganic chemistry, molecular biology, genetics, biotechnology, biomechanics, magneto-biology and others. Manufacturing and design of biotechnological equipment is also prevalent. Furthermore, Latvia is becoming recognised for its CRO (Contract research organisation) activity.

## INDUSTRY SUBSECTORS

The main chemical manufacturing branches today include:

- pharmaceuticals, medicine and phytopharmaceuticals;
- paints and varnishes;
- chemical compounds and synthetic fibres;
- household chemicals, cosmetics, perfumes;
- plastic and rubber products.

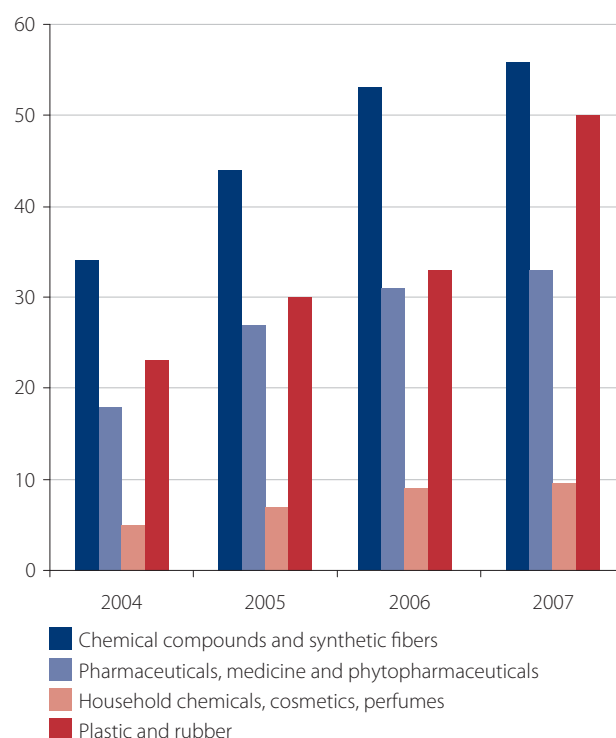
## INDUSTRY ROLE AND OUTPUT

The chemical sector always is among the largest manufacturing industries in Latvia, according to Ministry of Economics, dates, chemical, rubber and the plastic industry accounts for 9% of total added value within the manufacturing sector in 2008 in comparison with 5.5% in 2005.

In terms of the number of employees, the chemical, rubber and plastic industries are in 7<sup>th</sup> place with 5.9% from the total employees number.

Chemical, rubber and plastic industry shows 6<sup>th</sup> place in share of manufacturing goods exports in sector's sales.

## Value Added by Industry Subsectors in Actual Prices, thou. Euro, 2004-2007

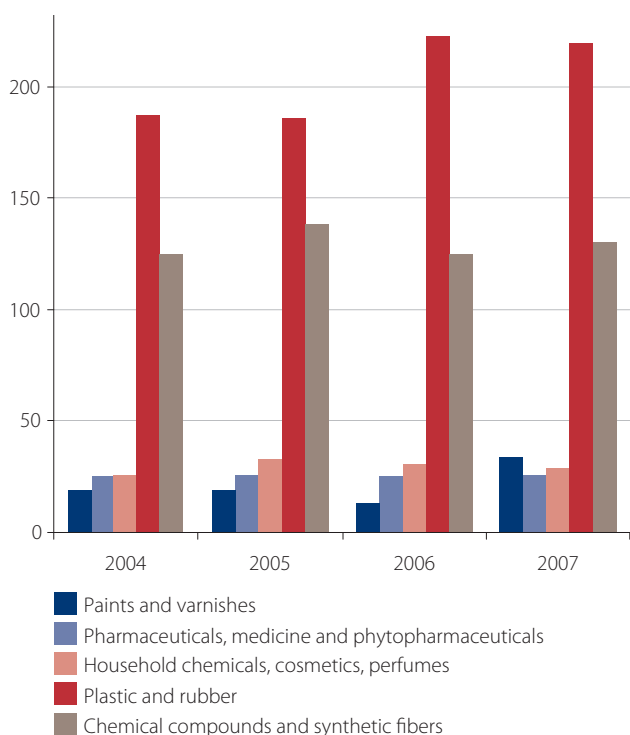


Source: Central Statistical Bureau of Latvia, 2009

Chemical, rubber and plastic industry's total revenues after realisation have shown a tendency to decrease at the end of 2007, but anyway they were better than in 2006. At the beginning of 2008, revenues increased considerably above the 2007 year level. According to the Central Statistical Bureau data, there were 419 companies in the sector in 2007 as compared to 306 in 2004.

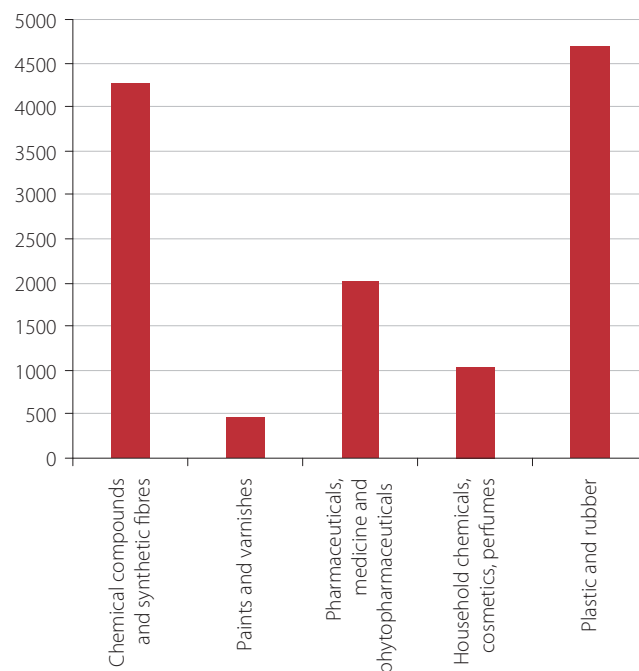
The average salary in 2007 in the chemical, rubber and plastic industry was about 1200 Euro gross with a maximum in organic compounds and fibres production and a minimum in soap and household chemistry production.

### Number of Companies in the Chemical, Rubber and Plastic Industry, 2004-2007



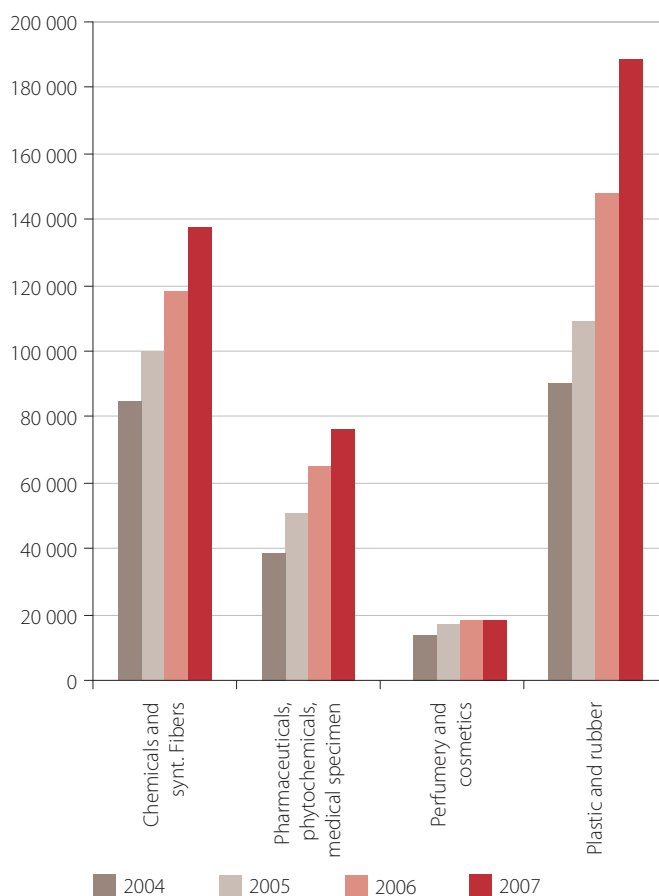
Source: Central Statistical Bureau of Latvia, 2009

### Employee Numbers by Subsector, 2007



Source: Central Statistical Bureau of Latvia, 2009

### Turnover by Sector, thou Euro, 2004-2007



Source: Central Statistical Bureau of Latvia, 2009

## TOP COMPANIES

The two companies that stand out on the Latvian pharmaceutical market are JSC *Olainfarm* and *Grindex*. Joint-stock company *Olainfarm* (exporting approximately 80 % of production output) is one of the largest companies in the Baltic States. It has over 30 years of experience producing medicines, active pharmaceutical ingredients and chemical substances. The company boasts modern international technologies and is certified in compliance with the requirements of the European Good Manufacturing Practice (GMP), U.S. inspection standards (Food and Drug Administration, FDA) and the Environmental Management Standard ISO 14001:2004. According to information issued by the company, the annual production volume at *Olainfarm* is approximately 1 billion units annually, whereas sales volumes are growing at the rate of approximately 15 % annually. The company has launched a unique range of medicines including *Fenkarol* (antihistamine action), *Remantadin* (strong anti-influenza activity), *Furamag* (antibacterial), *Neiromidin* (treatment of nerve conditions), *Etacizin* (an anti-arhythmic drug), and *Noofen* (anxiety-reducing). The company has been successful in establishing representative offices in Russia, Uzbekistan, Belarus and Lithuania.

*Grindex*, another leading pharmaceutical holding company in the Baltic states, opened its production facilities in 1946. Currently the firm is exporting to over 40 countries globally and has representative offices and agencies in 13 countries. *Grindex* was the first pharmaceutical manufacturer in Latvia to have received the GMP certificate issued by the State Pharmaceutical Agency and arguably is among the most socially responsible companies in the Baltic states.

However, no story on the chemical industry in Latvia would be complete without the mention of JSC *Dzintars*, which is one of the oldest Baltic companies manufacturing perfumery and biocosmetics. The *Dzintars* factory was established in 1849 in Riga by the pharmacist G. Briger and in modern times the company's trademark products are known throughout Latvia and across the border. The extensive product portfolio of *Dzintars* spans several categories including biocosmetics, perfumes, make-up and cosmetics for young people. In its work, the company utilises a proactive marketing approach and stringent quality control systems.

JSC Valmieras stikla šķiedra – The largest producer and taxpayer in the *Vidzeme* region. One of the largest enterprises of the chemical and textile industries within

the Baltic States, which has been specialising in the production and processing of glass fibre for five decades, produces goods that comply with international standards and exports more than 95% of its products.

JSC Riga Varnish and Paint Plant is the leading paint manufacturer in Baltic States region, offering more than 160 kinds of paints and related materials, 5-10 new ones added each year, colour range composed from more than 6000 shades, more than 50% is exported, direct deliveries to almost any point in Latvia +10 own company shops in Latvia, owns RD centre with more than 10 technicians, from 2003 company joined the international "Responsible Care" programme.

## RAW MATERIALS SUPPLIERS

The chemical, rubber and plastic industry's companies are well-supplied with raw materials and reagents by well-known European and worldwide companies through representative offices and powerful logistics centres, ensuring optimum proximity to the customer and using the services of reliable transport / shipping companies, which guarantees that supplies are delivered efficiently to the place where they are needed.

*Brenntag* (Germany), *Bang Bonsomer* (Finland), *Aspokem* (The Netherlands), *Broste* (Denmark), as well as local ones (*SIA Ksan*) and many others have representative offices and warehouses in Latvia.

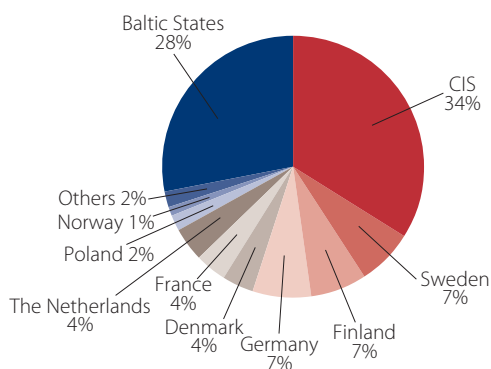
## FOREIGN TRADE

Currently, the country produces and exports a diverse array of pharmaceuticals and chemical goods, from unique anti-influenza medicine to petrochemicals to household chemicals and paints. The core export markets are the Baltic neighbours, Lithuania and Estonia, as well as Russia, Denmark, Germany, Sweden and the Netherlands. According to the Central Statistical Bureau of Latvia, in 2008 pharmaceutical products took up the lion's share of the industry export (32.9 %), followed by plastics (16.4 %), glass fibre (9.9 %), perfumery and cosmetics (5.3 %), paints and varnishes (6 %) as well as organic chemical compounds (3.6 %).

The manufacturing export structure remains almost unchanged in recent years. Almost 4/5 of the export of products are related to EU Member States, a half of which to EU-15 Member States and 31% to Lithuania and Estonia. The share of exports of the sector has slightly increased to CIS in 2008, constituting 16% of the total exports of manufacturing products.

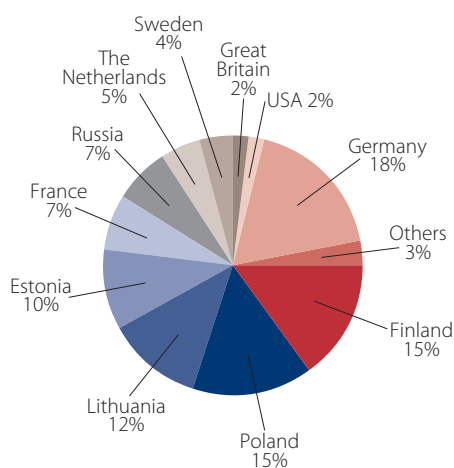


### Main Export Countries, Chemical Industry, Rubber and Plastic, 2008



Source: Central Statistical Bureau of Latvia, 2009

### Main Import Countries, Chemical Industry, Rubber and Plastic, 2008



Source: Central Statistical Bureau of Latvia, 2009

### 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: microbiological synthesis, virology, the synthesis of physiologically-active substances, bioorganic chemistry, molecular biology, genetics, biotechnology, biomechanics, bioengineering and others.

Another traditional sub-sector within the industry now seeing resurgence is R&D in areas such as life sciences, wood chemistry and the development of new materials for the aerospace, automotive and construction industries.

### R&D INSTITUTIONS

The Institute of Organic Synthesis [www.osi.lv](http://www.osi.lv)

Main activities:

1. Fundamental research, organic chemistry, biochemistry, medicinal chemistry and molecular pharmacology.
2. Combining these activities with contract research and development of new drugs, and custom synthesis and analysis of biologically active compounds. A total of 17 original medicines and over 60 chemical processes for generics have been developed by the IOS.
3. Certified laboratory for the analysis of biologically active compounds.

The Institute of Inorganic Chemistry of Riga Technical University [www.nki.lv](http://www.nki.lv)

1. Theoretical and practical problems of inorganic chemistry and technology.
2. Particular expertise in nanosize (20 – 500 nm) highly active powders of refractory compounds and their homogenous composites.

The Institute of Polymer mechanics of the University of Latvia [www.pmi.lv](http://www.pmi.lv)

1. Thermoplastic multi-component polymer systems, biocomposites, heterogenes.
2. Chemical technology of the fibres.

The Riga Technical University, Faculty of Material Science and Applied Chemistry [www.mlkf.rtu.lv](http://www.mlkf.rtu.lv)

1. Fundamental research in the field of polymer and silicate materials and recycling and conservation.
2. Applied research in the field of nanomaterials and composites.
3. Market-oriented researches in the field of utilisation of domestic raw materials, biologically active organic compounds, organic compounds for photoelectronic and information technology.

### INVESTMENTS

The country's long experience and traditions, strong manufacturing base, high competence in R&D makes the Latvian chemical sector today attractive for business activities.

According to the data of the Central Statistical Bureau of Latvia, the amount of investments in share capital of Latvian chemical companies reached 8.5 mill. EUR.

The main investing countries in the sector of chemical substances and fibers in 2008 were from Switzerland (3.8 mill. EUR), Estonia (2.2 mill. EUR), Sweden (1.3 mill. EUR), as well as France, Germany, Finland, UK.

The amount of investments in share capital of Latvian companies producing rubber and plastics in 2008 reached 2.6 mill. EUR.



Main investing countries in sector of plastics and rubber in 2008 were USA (1.2 mill. EUR), Sweden (0.8 mill. EUR), Singapore (0.3 mill. EUR), as well Norway, Russian Federation, Denmark, Finland.

An excellent example of investments in the chemical sector is the Swedish chemistry research provider, Syntaggon, that had opened a laboratory in Latvia that deals with synthesis of elements used at research facilities within the medical industry.

Another bright example is the investments of the UK company, Grant Instruments, in the Latvian company, BIOSAN, in amount of 200,000 EUR. Today, Biosan has a well established portfolio of innovative products for sample preparation in the fields of genomics, proteomics and cellomics. The company's products have become well-known all over the world under different leading brands (e.g. Boeco, Grant-bio, KiskerBiotech, Seoulin Biosciences, Iwaki, Lab4You, Вектор-Бест, etc.).

### LATVIAN BIOTECH INDUSTRY

The regrowth of Latvian biotech industry is a success story in progress. After all, Latvian scientists and specialists were once considered pioneers in the field and the capacity still exists today.

Even since Latvia was integrated into the European Union, demand for biotech development has grown. The industry's main research fields, begun in the Soviet era, continue to be explored today, including genetics, bioengineering and the study of microbiological processes affecting agriculture and the environment. Food technologies, the fermentation process and biogas are also important areas of research at both the University of Latvia and at the Latvian Agricultural University in Jelgava.

### SUBSECTORS

According to ScanBalt, a borderless biotechnology network in the Baltic Sea region, there are currently 28 biotech companies active in Latvia. Nowadays, Latvian biotechnological sector conditionally can be divided into 3 groups, following the SME activities:

1. The medical and pharmaceutical biotechnology, that is, the *red biotechnology*;
2. The ecological biotechnology, that is, the *green biotechnology*;
3. The design and manufacturing of the biotechnological equipments.

These activities are quantitatively represented in the following table:

The direction of the biotechnology	Significant companies	Turnover m EUR
1. The medical and pharmaceutical biotechnology	Biolat Pharmaidea Asla – Biotech Genera Anima Lab Silvanols	1293
2. The ecological biotechnology	Bioefekts BAO Ekoosta	4548
3. The design and manufacturing of the biotechnological equipments	Biosan Biotehniskais centrs Biotechnomica Elmi	5386

The biggest turnover is in the direction of the biotechnological equipment (different laboratory equipment, as well laboratory and pilot scale bioreactors), although the number of companies is relatively small. The companies, representing this direction, began the export activities already in the 90's and now some of them (Biosan, Elmi) have the international recognition. The red and green biotechnology SME have begun their development in the recent years. The enterprises of the red biotechnology are spin-off companies from the research institutes or recently established ones, they manufacture mainly the pharmaceutical products according customer-specialised orders or manage with medical biotechnology services. The development of the companies of the green biotechnology profile, in its turn, is connected mainly with the increasing requirements towards the environment, after Latvia joining the EU.

### LATVIAN BIOTECHNOLOGICAL SCIENTIFIC ACTIVITIES

Latvian Biomedical Research and Study Centre (BMC)  
www.biomed.lu.lv

1. Cloning and expression of viral genomes and genes;
2. Development of recombinant scale-up laboratory for production of recombinant GMP products;
3. Human genome research, Latvian genome centre;
4. Advanced training courses in molecular and cell biology and biomedicine for national and international studies.

Institute of Microbiology and Biotechnology of University of Latvia <http://www.lu.lv/instituti/mbi/>

1. Metabolism regulation and bioenergetics of producers of organic substances;
2. Bioconversion and biorefinery of agricultural raw materials;
3. Food and biofuel biotechnology;
4. Environmental microbiology and biotechnology.

Laboratory for Bioanalytical Methods at University of Latvia <http://biosafety.lu.lv>

Two main research projects are carried out in the fields of:

1. In biomedicine, the laboratory provides experimental dermatology services (*in vitro* testing of cosmetic and pharmaceutical products) and elaboration of innovative cell biology protocols.
2. In agrobiotechnology, the laboratory studies the diversity within the gene pool of the four major Latvian field crops, barley, oats, potatoes and flax and to develop molecular marker systems for use in marker assisted selection.

Latvian State institute of Wood Chemistry

<http://www.woodchem.lv>

1. Biodegradation of wood materials;
2. Bioengineering aspects of bioreactors.

Riga Stradins University, previous Medical Academy of Latvia Laboratory of biochemistry [www.rsu.lv](http://www.rsu.lv)

1. Pro- and antioxidant's biochemistry;
2. Antioxidative enzymes biochemistry;
3. Separate microelements (selen, zink) influence on the processes of human body;
4. Cosmetic dietology;
5. Integrative medicine studies.

Riga Technical University [www.rtu.lv](http://www.rtu.lv)

1. The research and development of biomaterials (bioceramics, biotextile, etc) and ecological materials (sorbents, building materials);
2. The wastewater treatment by using biotechnological methods, the application of biofilms;
3. The studies of bioengineering and environmental engineering.

University of Agriculture of Latvia [www.llu.lv](http://www.llu.lv)

1. Biogas production technologies, renewable energy resources;
2. Agrobiotechnology, environmental biotechnology;
3. Food biotechnology.

Research Institute of Biotechnology and Veterinary Medicine "SIGRA" [www.sigra.lv](http://www.sigra.lv)

1. Investigations on animal food products' quality, safety, possible contamination level, especially in healthy food aspect;
2. New kinds of plant medicines for animal treatment in organic farming;
3. Bioactive supplements for the feed on vegetable produce base;
4. Vaccines for domestic animals treatment.

## EDUCATION

Higher education opportunities in the fields of chemistry, pharmacy and biotechnologies are offered by:

- University of Latvia,
- Riga Technical University,
- Riga Stradins University,
- University of Daugavpils,
- Latvia University of Agriculture.

As well, the following programs are available – veterinary medicine, provision and nutrition science, natural science, clinic pharmacy, biomedicine, chemistry and chemical technologies, as well as material science.

Also, Latvia has the only college in Eastern and Central Europe, where the biotechnology study programme is applied. This is Mechanical and Technological college of Olaine, which has the study programmes for environmental protection, food quality control and biotechnology.

## PROFESSIONAL ASSOCIATIONS

- Association of Latvian Chemical and Pharmaceutical Industry [www.lakifa.lv](http://www.lakifa.lv)
- Latvian Biotech association [www.latbiotech.lv](http://www.latbiotech.lv)
- Latvian Biomass Association LATBIO [www.latbionrg.lv](http://www.latbionrg.lv)
- Latvian Packaging Association [www.packaging.lv](http://www.packaging.lv)
- Latvian Medical Equipment Manufacturers and Service Association
- Latvian Medical Engineering and Physics Society

Taking into account that among national priorities for research are organic chemistry, biomedicine and pharmacy, now under development is biopharmaceutical cluster.

- Membership in Connect network since 2003 [www.connect.lv](http://www.connect.lv)

## BUSINESS POTENTIAL

The favourable geographic location of Latvia, the established business ties within the eastern as well as western markets and a legal basis suitable to the sector contribute towards establishing a sustainable competitive advantage in the modern marketplace.

The corporate tax rate was reduced to 15%.

Foreign investors in Latvia have the same rights and obligations as local investors. IP laws in Latvia are fully harmonised with EU legislation.

Prospects of the Sector:

- R&D of new medicine;
- Generic production of pharmaceuticals;
- Sub-contract production, packaging;
- Custom synthesis of new molecules;

- Sub-contracted production of chemical intermediates;
- Custom synthesis of organic compounds;
- Chemical processing of Latvia's extensive timber resources;
- Potential new products, developed by Latvian research institutes, example - nanosize powders, preparations from local medical herbs etc.

#### New Product Opportunities:

- Sub-contract production, packaging;
- Custom synthesis of new molecules;
- Outsourcing of analytical services to specialised Latvian laboratories;
- Latvia's natural gas deposits and storage capabilities, provide other raw material sources;
- Use of the access to ports;
- Production of PE pipes, industrial and food packaging.

#### LEGISLATION

##### Law on Chemical Substances and Chemical Products

- Regulation of the Cabinet of Ministers No.107 "Procedure for Classification, Labelling and Packaging of Chemical Substances and Chemical Products";
- Regulation of the Cabinet of Ministers No.158 "Regulation on Restriction and Prohibits for Use and Marketing of Dangerous Chemical Substances and Chemical Products";
- Regulation of the Cabinet of Ministers No.448 "On the necessary level of education for persons engaged in entrepreneurship with Chemical Substances and Chemical Products";
- Regulation of the Cabinet of Ministers No.203 "On order of performance of disinfecting, disinfection and deracination measures";
- Regulation of the Cabinet of Ministers No.348 "Regulations for Licensing of Certain Types of Entrepreneurial Activities".

For more information go to: Health Inspectorate of Latvia  
[www.vsi.gov.lv](http://www.vsi.gov.lv).

Starting from 1st of June, 2007, REACH Regulation No. 1907/2006 came into force.

# Major Product Lines

No	Company	Technological equipment allows manufacture and provides the following services											
		manufacture of chemical products	manufacture of rubber products	manufacture of plastic products	manufacture of cosmetics and hygienic products	manufacture of pharmaceutical products	manufacture of synthetic fiber products	biotech products and services	chemical raw materials	laboratory and industrial equipment	agrochemicals	R&D, contract research	recycling
1	AISIS												
2	ATTIRANCE												
3	BALDONES VESELĪBAS FONDS FINANSU GRUPA												
4	BALTIJAS GUMIJAS FABRIKA												
5	BEAVER												
6	BF-ESSE												
7	BIOLAT												
8	BIOSAN												
9	BIOTEHNISKAIS CENTRS												
10	BRENNTAG LATVIA												
11	CILMES ŠŪNU BANKA												
12	CITA LIETA												
13	DABAS VIELU FARMĀCIJAS LABORATORIJA FITOSAN												
14	DAGA												
15	DOKTUS												
16	DZINTARS												
17	EKOELL												
18	ELK PLUS												
19	EVOPIPES												
20	FARMEKO												
21	FORPLAST												
22	FROLI BALTIC												
23	GENERA												
24	GIGI												

No	Company	Technological equipment allows manufacture and provides the following services											
		manufacture of chemical products	manufacture of rubber products	manufacture of plastic products	manufacture of cosmetics and hygienic products	manufacture of pharmaceutical products	manufacture of synthetic fiber products	biotech products and services	chemical raw materials	laboratory and industrial equipment	agrochemicals	R&D, contract research	recycling
25	GMT												
26	GRAND SYNTHESIS LATVIA												
27	GRINDEKS												
28	INNOVATIVE NATURE												
29	KVADRO												
30	LARIFĀNS												
31	L.Ē.V. (EKSTRAKTU RŪPNĪCA)												
32	LITAVA												
33	LMP												
34	MADARA COSMETICS												
35	MEDRO INC.												
36	ODOR BEAUTY												
37	OLAINFARM												
38	PHARMIDEA												
39	PLASTIC TECHNOLOGIES												
40	PLASTS SB												
41	SILVANOLS												
42	SPODRĪBA												
43	ŠAAR												
44	TEJDEVĪNI												
45	UNIUKS												
46	VALMIERAS STIKLA ŠĶĪEDRA												
47	VĒRDIŅA SAUSAIS LEDUS												
48	VIRTE												

# Company Profiles



## **AISIS**

Legal form: Ltd  
Address: Malas laučī, Iecava, Iecavas nov.,  
LV-3913, Latvia  
Phone: +371 29266036  
Fax: +371 63963481  
E-mail: [info@aisis.lv](mailto:info@aisis.lv)  
Website: [www.aisis.lv](http://www.aisis.lv)

Director: Mr Dzintars Celms  
Contact: Mr Valērijs Golovins  
Position of the contact person: Member of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 28  
Founded in: 2005

Turnover in 2008: EUR 451 805  
Main markets: Europe

Business profile: The company mainly manufactures stainless steel vessels (tanks) with capacities of up to 250 000 litres and a range of processing equipment and vessels specifically designed for the food, chemical and pharmaceutical industries. Products for

the chemical and pharmaceutical industry: vessels for the receipt, collection, processing and storage of products; processing vessels with and without jackets, with various types of mixing devices; flat heat exchangers; other non-standard stainless steel equipment according to customer's specification. AISIS can construct, assemble and install equipment of complex design and position, in accordance with design specifications.

Seeking cooperation in: We are looking for partnerships with companies who can help us to design new products and have us construct them.

Certificates in use: ISO 9001, ISO 14001, OHSAS 18001:2007



## **ATTIRANCE**

Legal form: Ltd  
Address: Maskavas iela 322B, Rīga, LV-1063, Latvia  
Phone: +371 67139044  
Fax: +371 67139045  
E-mail: sale@attirance.com  
Website: www.attirance.com

Director: Mr Atis Liepiņš  
Contact: Ms Mārtiņš Jaunzems  
Position of the contact person: Head of Sales  
Languages spoken: Latvian, English, German, French, Russian  
Number of employees: 24  
Founded in: 2003

Turnover in 2007: EUR 817 501  
Turnover in 2008: EUR 761 755  
Export volume 2007: EUR 493 133  
Export volume 2008: EUR 448 760  
Main markets: Germany, Finland, France, Greece, Russia, Ukraine, China

Business profile: The company was established in 2003. Today we export our products to many different countries. We manufacture soaps, bath bubble bombs, bath salts, bath milks, body scrubs, body butters, body yoghurts, shower gels, liquid soaps, bath foams, shampoos and many other types of toiletries and cosmetics.

Seeking cooperation in: Our marketing chain, designed as a franchising system, has been developing since 2005. Over that time, we have opened three representative offices and 17 franchise stores in different countries. We also cooperate with wholesalers.



## **BALDONES VESELĪBAS FONDS FINANŠU GRUPA**

Legal form: Ltd  
Address: Carnikavas iela 3C, Rīga, LV-1034, Latvia  
Phone: +371 26777777  
Fax: +371 67344448  
E-mail: info@baldonespa.lv  
Website: www.baldonespa.lv

Director: Mr Valentīns Jeremejevs  
Contact: Mr Valentīns Jeremejevs  
Languages spoken: Latvian, English, Mandarin, French, Russian  
Number of employees: 35  
Founded in: 1999

Turnover in 2007: EUR 472 551  
Turnover in 2008: EUR 600 000  
Main markets: Latvia, UK, France, Switzerland, USA, Japan, etc.

Business profile: Manufacturers of BDK Laboratory – the brand of organic facial, body and hair care cosmetic products. The main features of the products are know-how peloid complex® from Latvian Organic Mud which has 400 organical compositions and minerals.

Seeking cooperation in: Cosmetics stores, drug stores in EU countries. The provision of contract manufacturing. Development and production of organic cosmetic.

Certificates in use: Latsert





## BALTIJAS GUMIJAS FABRIKA

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

Director: Ms Aleksandra Kernožicka  
Contact: Mr Anatolijs Kuzmins  
Position of the contact person: Managing Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 65  
Founded in: 1998

Turnover in 2007: EUR 1 636 950  
Turnover in 2008: EUR 1 906 174  
Export volume 2007: EUR 1 068 772  
Export volume 2008: EUR 1 176 449  
Main markets: Latvia, Estonia, Germany, Finland, Denmark, Belarus

Business profile: With 80 years of manufacturing experience in the rubber industry, Baltijas Gumijas Fabrika recently became the largest manufacturer of rubber compounds and technical rubber products in the Baltic States. The company runs a complete manufacturing cycle from the development of products and formulation of compounds to finished goods with its batch production process. Our company has extensive experience and offers a wide range of options in the delivery of rubber compounds and technical rubber products to EU and CIS countries.

Seeking cooperation in: Subcontracting.

Certificates in use: ISO 9001, ISO/TS 16949



## BEAVER

Legal form: Ltd  
Address: Avotiņi, Brocēnmuiža, Brocēnu l. t.,  
Brocēnu nov., LV-3851, Latvia  
Phone: +371 26116933  
E-mail: [info@kanoecentrs.lv](mailto:info@kanoecentrs.lv)  
Website: [www.kanoecentrs.lv](http://www.kanoecentrs.lv)

Director: Mr Uldis Gilberts  
Contact: Mr Uldis Gilberts  
Position of the Contact Person: Managing Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 1  
Founded in: 2009  
Main markets: EU, Russia, Norway

Business profile: Manufacture of boats and other products from fiberglass. Boat rentals.

Seeking cooperation in: Sales market.



## BF ESSE

Legal form: Ltd  
Address: Jēkaba iela 26/28, Rīga, LV-1010, Latvia  
Phone: +371 67323499  
Fax: +371 67323499  
E-mail: secretary@bfesse.lv

Director: Ms Iveta Ančāne  
Contact: Ms Vita Cimoška  
Position of the contact person: International Business Development Advisor  
Languages spoken: Latvian, English, Russian  
Number of employees: 42  
Founded in: 1991

Turnover in 2007: EUR 680 000  
Turnover in 2008: EUR 700 000  
Main markets: Latvia

Business profile: Over many years, our company's founders have been involved in pioneering research in gastro-enterology that resulted in the development of a unique new product – Dense Conifer Needle Extract. Based on this extract, we have developed a dietary supplement with unique bioactive properties, *Fitesten*, which produces antioxidant effects, provides hepato-protection, improves cell-membrane protection, and enhances immuno-modulation. It is a free-radical scavenger that boosts the overall protection of the gastrointestinal tract. We are confident that *Fitesten* will be appreciated by health-conscious consumers and healthcare professionals in Europe, North America, CIS countries, China and Japan.

Seeking cooperation in: We plan to introduce *Fitesten* in the European Union (Germany, UK, France, the Netherlands, Denmark, Sweden) as well as in Norway, the USA, China, Japan, Russia, Uzbekistan and Kazakhstan.

## BIOLAT

Legal form: JSC  
Address: Rīgas iela 111, Salaspils, Salaspils nov., LV-2169, Latvia  
Phone: +371 67800727  
Fax: +371 67800726  
E-mail: biolat@silava.lv  
Website: www.biolat.lv

Director: Mr Ernests Moisejs  
Contact: Mr Māris Daugavietis  
Position of the contact person: Science Consultant  
Languages spoken: Latvian, English, Russian  
Number of employees: 7  
Founded in: 1993

Turnover in 2007: EUR 100 000  
Turnover in 2008: EUR 95 000  
Export volume 2007: EUR 10 000  
Export volume 2008: EUR 5 000  
Main markets: Latvia, Estonia, Russia

Business profile: Biolat manufactures and supplies biologically active substances from tree foliage and other plant biomass for the food industry, pharmaceuticals, toiletries and cosmetics, plant protection, etc. We can assist in the implementation of projects involving the complex, non-waste processing of plant raw materials and the extraction of biologically active plant-origin substances on the basis of polar and non-polar solvents.

Seeking cooperation in: We are open to cooperation with manufacturers interested in utilising our biologically active, conifer-needle-based products in their products.



Medical - Biological Research and Technologies

## BIOSAN

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

Director: Mr Vasilij Bankovskis  
Contact: Ms Svetlana Bankovska  
Position of the contact person: Managing Director  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 74  
Founded in: 1992

Turnover in 2007: EUR 3 419 000  
Turnover in 2008: EUR 4 335 000  
Export volume 2007: EUR 3 180 000  
Export volume 2008: EUR 3 946 000  
Main markets: EU countries, Russia, CIS countries,  
South America, Middle East, Asia

Business profile: Biosan's mission is to develop modern, exciting, customised apparatus for sample preparation and analyses in life science laboratories (healthcare and medical technology). We have created a wide range of customised, compact, multifunctional products with elegant design. The company is built around a combination of R&D, production and sales departments, working closely in our 2100 m<sup>2</sup> premises. Innovation (a number of patented solutions), design and focus on the individual customer have proved to be in demand in the biotechnology market and in recent years, Biosan customised laboratory apparatus has become well-known all over the world.

Seeking cooperation in: Biosan is looking forward to establishing long-term cooperation with companies specialising in the import and supply of equipment and/or reagents for medical and biotechnology laboratories. Business strategy is based on the company's strengths and experience shows there is demand for the modern innovative solutions we offer.

Certificates in use: ISO 9001, all products 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

Director: 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: 11  
Founded in: 1996

Turnover in 2007: EUR 402 247  
Turnover in 2008: EUR 424 462  
Export volume 2007: EUR 114 077  
Export volume 2008: EUR 116 605  
Main markets: Latvia, Germany, Switzerland, Russia

Business profile: Manufacture of laboratory bioreactors with novel magnetic drives and pilot-scale bioreactors (up to 2500 l); bioprocess controllers with the flexibility to be adapted to different bioreactors and fermentation processes; modernisation of pre-used bioreactors; customised industrial process automation (using Siemens Simatic, Schneider Electric and other PLCs, also Siemens WinCC, ARC Informatique PC Vue and other SCADAs).

Seeking cooperation in: Product delivery, project implementation, manufacture to customer specifications, joint project development.

Certificates in use: ISO 9001



## BRENNTAG LATVIA

Legal form: Ltd  
Address: Dominante Park, Noliktava Nr. 2, Ciedri,  
Lielvārži, Ķekavas pag., Ķekavas nov.,  
LV-2123, Latvia  
Phone: +371 67803280  
Fax: +371 67847671  
E-mail: brenntag@brenntag.lv  
Website: www.brenntag.lv

Director: Mr Tomasz Wronka  
Contact: Ms Inese Lāce  
Position of the contact person: Product Manager  
Languages spoken: Latvian, English, Russian  
Number of employees: 9  
Founded in: 2001

Turnover in 2007: EUR 4 000 000  
Turnover in 2008: EUR 4 200 000  
Main markets: Latvia, Estonia

Business profile: Brenntag Latvia specialises in the distribution of industrial chemicals. Our activities are focussed on the following sectors: distribution of standard chemicals widely used in different industry sectors; distribution of speciality chemicals produced for particular branches of industry; distribution of industrial packaging, end-product packaging and packaging accessories; the provision of value-adding services, e.g. mixing and blending according to customer specifications; management of waste packaging and chemical production wastes.

Seeking cooperation with: Manufacturers of food, animal feed, cosmetics & household chemicals, automotive chemicals, pharmaceuticals, textiles and leather, building materials, water-treatment additives, rubber, paints and varnishes.

Certificates in use: ISO 9001

## CILMES ŠŪNU BANKA

Legal form: Ltd  
Address: Brīvības iela 155/11, Rīga, LV-1012, Latvia  
Phone: +371 67299160  
Fax: +371 67299160  
E-mail: info@nabassaite.lv  
Website: www.nabassaite.lv

Director: Ms Gita Gaņģe  
Contact: Ms Gita Gaņģe  
Position of the contact person: Director  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 7  
Founded in: 2004

Turnover in 2007: EUR 209 866  
Turnover in 2008: EUR 365 813  
Main markets: Latvia

Business profile: Stem cell collection and storage.

Seeking cooperation with: Pregnant women, maternity wards, doctors, midwives, stem cell laboratories.

Certificates in use: ISO 9001:2008, Certificate of accreditation AABB for cord blood activities



## **CITA LIETA**

Legal form: Ltd  
Address: Braslas iela 27-8, Rīga, LV-1084, Latvia  
Phone: +371 67175992, +371 28456747  
Fax: +371 67175992  
E-mail: edgars@soap.lv  
Website: www.soap.lv

Director: Mr Mārtiņš Baklāns  
Contact: Mr Edgars Kišuro  
Position of the contact person: Export Manager  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 15  
Founded in: 2005  
Main markets: Germany, Russia, China

Business profile: Manufacture of soaps, bubble-bath balls, bath milks, bath scrubs, body butters, body yoghurts, shower creams, shower gels and chocolate masks.

Seeking cooperation in: Finding new customers and new raw-material suppliers.

Certificates in use: ISO 9001, certificates for CIS markets



## **DABAS VIELU FARMĀCIJAS LABORATORIJA "FITOSAN"**

(NATURE SUBSTANCE PHARMACY  
LABORATORY FITOSAN)

Legal form: Ltd  
Address: Mores iela 2A, Peltes, Siguldas pag.,  
Siguldas nov., LV-2150, Latvia  
Phone: +371 67976056  
Fax: +371 67976056  
E-mail: fitosan@apollo.lv  
Website: www.fitosansi.lv

Director: Ms Maija Augule  
Contact: Ms Maija Augule  
Position of the Contact Person: Director  
Languages spoken: Latvian, Russian  
Number of employees: 6  
Founded in: 1991

Turnover in 2007: EUR 67 000  
Turnover in 2008: EUR 83 000  
Main markets: Latvia

Business profile: Main products: Animal feeds, treatments (ointments, gels, etc.), tailor-made veterinary pharmaceutical preparations.

Seeking cooperation in: Expanding market to other countries to introduce our innovative products.



## DAGA

Legal form: Ltd  
Address: Leči, Vārves pag., Ventspils nov.,  
LV-3600, Latvia  
Phone: +371 29495451  
Fax: +371 63622953  
E-mail: info@daga.lv  
Website: www.daga.lv

Director: Ms Malvīne Ivāne  
Contact: Ms Malvīne Ivāne  
Position of the contact person: Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 7  
Founded in: 1992

Turnover in 2007: EUR 195 959  
Turnover in 2008: EUR 259 383  
Export volume 2007: EUR 39 191  
Export volume 2008: EUR 51 876  
Main markets: Scandinavian countries, EU countries

Business profile: Cultivation and sale of bio-humus  
and worms.

Seeking cooperation in: Finding new customers.

Certificates in use: Products certified by the State  
Plant Protection Service of the Ministry of Agriculture



## DOKTUS

Legal form: Farm  
Address: Pāvila iela 22, Cēsis, LV-4101, Latvia  
Phone: +371 29484457  
Fax: +371 64122134  
E-mail: arturs\_teresko@inbox.lv  
Website: www.fitoterapija.lv

Director: Mr Artūrs Tereško  
Contact: Ms Baiba Tereško  
Position of the contact person: Business Manager  
Languages spoken: Latvian, English, Russian  
Number of employees: 12  
Founded in: 1995

Turnover in 2007: EUR 250 000  
Turnover in 2008: EUR 300 000  
Main markets: Latvia

Business profile: *Dr. Tereško's Teas* are very popular,  
recognised and valued, health-improving herbal  
teas (30 different teas are blended in Latvia e.g., for  
the stomach, liver, kidneys, immune system, women,  
men, etc.). Our teas are blended from herbs collected  
in natural environments (meadows, forests, etc.) and  
cultivated organically by local farmers. The company  
also supplies different species of herbs separately  
(e.g. nettles, chicory roots, St John's wort).

Seeking cooperation in: *Dr. Tereško's Teas* have  
received a European quality standard certificate and  
are available for export. As the company continues  
to grow, its owners are keen to face the challenge of  
entering new markets outside Latvia.

Certificates in use: European quality standard  
certificate (EU regulation No 1881/2006)



# Dzintars

## **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

Director: 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: 488  
Founded in: 1849

Turnover in 2007: EUR 11 912 526  
Turnover in 2008: EUR 9 659 772  
Export volume 2007: EUR 6 508 082  
Export volume 2008: EUR 4 606 289  
Main markets: Latvia, EU countries, CIS countries.

Business profile: Manufacturers of an extensive range of perfumery and bio-cosmetic and toiletry products (make-ups, body, facial and hair products).

Seeking cooperation in: The provision of contract manufacturing. Development and production of eco-cosmetic and perfumery products.

Certificates in use: ISO 9001, ISO 14001, ISO 22716, ISO 17025

# Ekoell

## **EKOELL**

Legal form: Ltd, Latvian agro-industrial research firm  
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 Gunta Fišere  
Position of the contact person: Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 7  
Founded in: 1989

Turnover in 2007: EUR 43 233  
Turnover in 2008: EUR 51 005  
Main markets: Latvia

Business profile: Natural, hand-made body-care products – creams, facial milks, tonics, peeling creams and massage oils.

Seeking cooperation in: Export sales.





## 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

Director: Mr Kālis Veidemanis  
Contact: Mr Kālis Veidemanis  
Position of the contact person: General Manager  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 25  
Founded in: 1993

Turnover in 2007: EUR 1 150 000  
Turnover in 2008: EUR 1 130 000  
Export volume 2007: EUR 1 084 892  
Export volume 2008: EUR 1 060 156  
Main markets: Latvia, Lithuania, Estonia, European  
countries, Scandinavian countries, Russia

Business profile: ELK plus specialises in the manufacture of polyurethane products in our 1500 m<sup>2</sup> manufacturing area. For polyurethane product casting we use 7 modern high-pressure machines and two robots. When required, an additional two machines can be installed. We have the capacity to manufacture small details within weight limits from 0.02kg to 12kg with dimensions up to 1m x 1m x 2m. We utilise IMC (In-mould coating) technology where coatings are sprayed directly into the mould. We are able to vaporise polyurethane layers of different thicknesses directly into the mould.

Seeking cooperation in: We are interested in cooperation with the automotive industry and protective equipment manufacturers.

Certificates in use: ISO 9001, ISO/TS 16949



## EVOPIPES

Legal form: Ltd  
Address: Langervaldes iela 2A, Jelgava, LV-3002,  
Latvia  
Phone: +371 63094300  
Fax: +371 63094301  
E-mail: info@evopipes.lv  
Website: www.evopipes.lv

Director: Mr Edgars Vilkins  
Contact: Mr Oļegs Lamovs  
Position of the contact person: Managing Director  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 47  
Founded in: 2005 (production started on end  
of 2008)

Turnover in 2008: EUR 569 151  
Export volume 2008: EUR 170 745  
Main markets: Latvia, Lithuania, Estonia, Scandinavian  
countries, Russia

Business profile: EVOPIPES produce a variety of plastic pipes for electrical installations, cable protection, telecoms-cable protection, water-management systems, gas supply, domestic wastewater systems, domestic drain connections, storm sewers, underground drainage and tubular drainage.

Seeking cooperation in: EVOPIPES offers customers high quality products, innovative systems and develops customised products to order.

Certificates in use: ISO 9001, product certificates for all products according EN, ISO etc.

# FARMEKO

## FARMEKO

Legal form: Ltd  
Address: Raunas iela 19/1-17, Rīga, LV-1039, Latvia  
Phone: +371 67372106  
Fax: +371 67372106  
E-mail: info@farmeko.lv  
Website: www.farmeko.lv

Director: Mr Jānis Biezbārdis  
Contact: Mr Artūrs Laukmanis  
Position of the contact person: Product Sales Manager  
Languages spoken: Latvian, English, Russian  
Number of employees: 20  
Founded in: 2001

Turnover in 2007: EUR 1 400 000  
Turnover in 2008: EUR 1 600 000  
Export volume 2007: EUR 50 000  
Export volume 2008: EUR 60 000  
Main markets: Latvia, Lithuania, Estonia

Business profile: Our SANA SET trademark underpads have obtained the EC declaration of conformity (CE mark). The bed underpads provide an internal liner, are soft to the touch and will not irritate the skin; soft diamond-embossed full-fill and soft, leakage-resistant for maximum patient comfort. Especially underpad product design for baby care - Sana Set Baby. Our hygienic, moisture-absorbing pads for pets, SANA PET are ideal for maintaining hygienic home environments.

Seeking cooperation in: Companies in Eastern Europe, Russia, the Middle East, Western Europe and North Africa who are interested in importing high quality sanitary goods (underpads).

Certificates in use: Certified as medical products, registered for the EU market, certificates for raw materials used in final products

# forplast

## FORPLAST

Legal form: Ltd  
Address: Gaujas iela 11-106, Rīga, LV-1026, Latvia  
Phone: +371 67373777  
Fax: +371 67373777  
E-mail: info@forplast.lv  
Website: www.forplast.lv

Director: Mr Deniss Janits  
Contact: Mr Deniss Fjodorovs  
Position of the contact person: Member of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 2  
Founded in: 2008  
Main markets: Latvia, Lithuania, Estonia, Russia, Belarus, Ukraine

Business profile: FORPLAST is the official representative of thermoplastic material manufacturer HORST MUELLER KUNSTSTOFFE GmbH & Co. KG in Russia, Ukraine, Belarus, Latvia, Lithuania and Estonia. The company's main activities are the development, manufacture and sales of thermoplastic materials: TPE/TPO, TPU, TPE-V, cork compounds and soft PVC under the trademarks LIFOFLEX®, LIFOFLEX® Bonding systems, LIFOCORK®, LIFOLIT®, LIFOPRENE®, LIFOBATCH®, ROWACARE®.

Seeking cooperation in: Supplying and selling of thermoplastic materials.



## 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

Director: Mr Reinhard Ruthmann  
Contact: Ms Vineta Selecka  
Position of the contact person: Administration,  
Personal and Sales Manager  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 19  
Founded in: 2005

Turnover in 2007: EUR 666 583  
Turnover in 2008: EUR 922 115  
Export volume 2007: EUR 635 533  
Export volume 2008: EUR 905 437  
Main markets: Germany, Denmark, Netherlands

Business profile: FROLI Baltic manufactures innovative, high-grade, high-quality products from polyurethane (PUR) for health care, hospitals, doctors' surgeries, rehabilitation centres and other industries. PUR products are dermatologically and biologically harmless. They are attractive because of their long life span, comfortable application and other hygienic advantages, something that biological alternatives, such as leather, cannot offer. FROLI manufactures PUR products in a variety of shapes and colours with wood, steel or cardboard inserts. PUR components can be dyed and printed. Their firmness can be varied and surfaces can be fashioned as required, for instance leather-look and feel, or other textures.

Seeking cooperation in: Finding manufacturers of rehabilitation and medical products and industrial chairs, interested in cooperation with an innovative and reliable partner.



## GENERA

Legal form: Ltd  
Address: Rātsupītes iela 1, Rīga, LV-1067, Latvia  
Phone: +371 67425241  
Fax: +371 67442407  
E-mail: genera@biomed.lu.lv  
Website: www.genera.lv

Director: Dr Juris Šteinbergs  
Contact: Ms Inga Ariņa-Vilne  
Position of the contact person: Business  
Development  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 7  
Founded in: 2001  
Main markets: Latvia, Lithuania, Estonia

Business profile: From the very beginning GenEra has been oriented towards the needs of customers in Latvia and the other Baltic States. Most projects have been completed and registered with the State Agency of Medical Technologies as new methodologies for our country and are now being used as certified, reliable and safe methods in the DNA-testing sector. Our main areas of expertise are the genetic testing and molecular diagnostics of inherited diseases, technical services, including DNA sequencing, genotyping and mapping of disease-associated loci, and pharmacological-genome studies. GenEra also acts as a distributor of reagents for agricultural diagnostics in Latvia and a supplier of oligo-nucleotides to various state institutions and private laboratories.

Certificates in use: Certificate Nr L-194-A, issued by Health Ministry of Republic of Latvia



## GIGI

Legal form: Ltd  
Address: Miera iela 4, Rīga, LV-1001, Latvia  
Phone: +371 67293425, +371 28329095  
Fax: +371 67293423  
E-mail: info@gigi.lv  
Website: www.gigi.lv

Director: Mr Gunārs Innuss  
Contact: Mr Arvils Jakovskis  
Position of the contact person: Consultant  
Languages spoken: Latvian, English, Russian  
Number of employees: 7  
Founded in: 1996  
Main markets: Estonia, Lithuania, Sweden, Russia, Belarus, Ukraine, West Africa

Business profile: Manufacture of food supplements for humans, domestic pets and horses from natural raw materials.

Seeking cooperation in: Cooperation with raw materials suppliers and distributors of other feed and food supplements.

Certificates in use: ISO 9001



## GMT

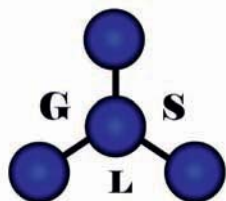
Legal form: Ltd  
Address: Pulka iela 3/3, Rīga, LV-1007, Latvia  
Phone: +371 26539000  
Fax: +371 67089642  
E-mail: gmtbeauty@gmtbeauty.lv  
Website: www.gmtbeauty.lv

Director: Ms Terēze Beļkova  
Contact: Ms Terēze Beļkova  
Position of the contact person: Member of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 4  
Founded in: 2008

Turnover in 2008: EUR 100 000  
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 and the difficulty, almost impossibility of sourcing affordable and appropriate cosmetics to successfully solve aesthetic problems. 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 with: Trading partners for cosmetics and customers for the development and manufacture of new cosmetic lines.



## GRAND SYNTHESIS LATVIA

Legal form: Ltd  
Address: Morica iela 20B-21, Rīga, LV-1083, Latvia  
Phone: +371 26463290  
Fax: +371 67246649  
E-mail: info@grandsynthesis.com  
Website: www.grandsynthesis.com

Director: Mr Ivars Zeltiņš  
Contact: Mr Kristaps Mekšs  
Position of the contact person: Member of the Board  
Languages spoken: Latvian, English, German, Thai, Russian  
Number of employees: 6  
Founded in: 2007

Turnover in 2007: EUR 10 000  
Turnover in 2008: EUR 20 000  
Export volume 2007: EUR 5 000  
Export volume 2008: EUR 14 000  
Main markets: Latvia, Germany, Belgium, UK, Switzerland, USA, China, Thailand

Business profile: Custom chemical syntheses, synthesis of compounds for screening and pharmacological studies, development of methods for synthesising active substances, study of metabolism pathways and synthesis of potentially active metabolites, consultancy to pharmaceutical and chemical companies on the development of manufacturing technologies.

Seeking cooperation in: Contract research and development of active pharmaceutical ingredients and chemicals, manufacturing, custom synthesis.

# Grindex

## 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

Director: Mr Jānis Romanovskis  
Contact: Ms Laila Kļaviņa  
Position of the contact person: Head of Communications Department  
Languages spoken: Latvian, English, Russian  
Number of employees: 850  
Founded in: 1946

Turnover in 2007: EUR 73 200 000  
Turnover in 2008: EUR 88 400 000  
Export volume 2007: EUR 70 300 000  
Export volume 2008: EUR 84 400 000  
Main markets: Latvia, Lithuania, Estonia, Russia and other CIS countries, USA, Japan, Australia

Business profile: Grindeks specialises in heart and cardiovascular, psychotropic and anti-cancer treatment medical products: 1) two branded products – Mildronate® and Ftorafur®; 2) more than 100 final dosage forms (generics); 3) 16 different active pharmaceutical ingredients.

Seeking cooperation in: Development and manufacturing of final dosage forms, development and manufacturing of active pharmaceutical ingredients, product registration.

Certificates in use: ISO 9001, ISO 14001, Good Manufacturing Practice, Good Laboratory Practice, Compliance with Good Distribution Practice, Certificate of registration according to requirements of the European Pharmacopoeia (CEP) issued to zopiclone and oxytocin, Compliance with the requirements of APIC, FDA (oxytocin), TGA (zopiclone)



## **INNOVATIVE NATURE**

Legal form: Ltd  
Address: Pulka iela 3/3, Rīga, LV-1007, Latvia  
Phone: +371 28306588  
Fax: +371 67089620  
E-mail: info@innovativenature.lv  
Website: www.innovativenature.lv

Director: Ms Liene Voronjenko  
Contact: Ms Liene Voronjenko  
Position of the contact person: Member of the Board  
Languages spoken: Latvian, English, Russian  
Founded in: 2009  
Main markets: Latvia, Lithuania, Estonia, European countries and CIS countries

Business profile: Brand new eco-pharmaceuticals: supplements, pills and capsules with biologically active components.

Seeking cooperation with raw material suppliers and co-operation in manufacturing, joint research and development activities, sales of eco-pharmaceutical products.



## **KVADRO**

Legal form: Ltd  
Address: Lielā iela 71, Rīga, LV-1016, Latvia  
Phone: +371 67430503  
Fax: +371 67430504  
E-mail: kvadro@apollo.lv  
Website: www.kvadro.lv

Director: Mr Andris Madelis  
Contact: Ms Laine Zariņa  
Position of the contact person: Head of the Sales and Marketing  
Languages spoken: Latvian, English, Russian  
Number of employees: 11-15  
Founded in: 1991

Turnover in 2007: EUR 373 000  
Turnover in 2008: EUR 340 000  
Export volume 2007: EUR 70 000  
Export volume 2008: EUR 78 000  
Main markets: Latvia, Lithuania, Estonia

Business profile: Manufacture of aerosol products in the following categories: insecticides, insect repellents, technical and automotive, household, shoe-care, garden-chemical, hair and body care, cooking oil products. Contract-filling services.

Seeking cooperation in: KVADRO has been providing customers with a high standard of contract filling for more than 15 years. The company offers the development of formulations for a variety of products.



## LARIFĀNS

Legal form: Ltd  
Address: Rātsupītes iela 5, Rīga, LV-1067, Latvia  
Phone: +371 67427462, +371 29463923  
Fax: +371 67427462  
E-mail: info@larifans.lv  
Website: www.larifans.lv

Director: Ms Guna Feldmane  
Contact: Ms Guna Feldmane  
Position of the contact person: Chairman of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 4  
Founded in: 1997

Turnover in 2007: EUR 14 995  
Turnover in 2008: EUR 38 885  
Main markets: Latvian market at present, Georgia, Ukraine – in process

Business profile: Manufacture and introduction for medical use of antiviral, immuno-modulating and anti-tumour preparation – Lariphan. Production of different Lariphan-containing drug-delivery and cosmetic products.

Seeking cooperation in: Distribution of the company's products in external markets. Collaboration in the further investigation of Lariphan's clinical potential and the molecular mechanisms of its action.

Certificates in use: Good Manufacture Practice



Ekstraktu rūpnīca

## L.Ē.V. (EKSTRAKTU RŪPNĪCA)

(EXTRACTIVE PLANT)

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

Director: Ms Natalja Mažarova  
Contact: Ms Natalja Mažarova  
Position of the contact person: Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 13  
Founded in: 1994  
Main markets: Latvia, Lithuania, Estonia, Belarus

Business profile: Production of plant extracts for food and cosmetic products, contract manufacturing, production of food supplements.

Seeking cooperation in: Plant extract production for food and cosmetics, contract manufacturing, food supplement production cosmetics manufacturers.





## LITAVA

Legal form: Ltd  
Address: Mālu iela 28, Rīga, LV-1058, Latvia  
Phone: +371 67622135, +371 67808716  
Fax: +371 67459024  
E-mail: litava@litava.lv  
Website: www.litava.lv

Director: Mr Aleksandrs Vaivods  
Contact: Ms Kristine Naumova  
Position of the contact person: Head of Marketing Department  
Languages spoken: Latvian, Russian  
Number of employees: 20  
Founded in: 1995

Turnover in 2007: EUR 553 500  
Turnover in 2008: EUR 618 952  
Main markets: Latvia

Business profile: Litava Ltd is a leading company in the field of production of professional washing, cleaning and disinfecting remedies. In 2005 company has been independently audited and certified to be in conformance with ISO 9001 standards. Every manufactured product is being tested on quality and corresponds to EU ecology normative. Native and abroad components that we use in production do not blight human and environment and it is our main working principle. That is the reason why the circle of company clients is constantly enlarging. Today Litava have long-term partnership with governmental institutions, industrial plants, hospitals as well as private companies. Company product quality and price meet the most fastidious buyers.

Seeking cooperation in: Relevant to business profile.

Certificates in use: ISO 9001:2008



## LMP

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

Director: 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: 14  
Founded in: 1992

Turnover in 2007: EUR 760 000  
Turnover in 2008: EUR 930 000  
Export volume 2007: EUR 470 000  
Export volume 2008: EUR 590 000  
Main markets: Latvia, Lithuania, Belarus, Ukraine, Uzbekistan, Kazakhstan, Azerbaijan, Georgia

Business profile: Liquid drug forms, soft drug forms, cosmetics, household chemicals. Development and manufacturing.

Seeking cooperation in: Product distribution, cooperation with manufacturers.

Certificates in use: Good Manufacture practice



## MADARA COSMETICS

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

Director: Ms Lotte Tisenkopfa  
Contact: Ms Lotte Tisenkopfa  
Position of the contact person: Managing Director  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 30  
Founded in: 2006

Turnover in 2007: EUR 180 000  
Turnover in 2008: EUR 500 000  
Main markets: Latvia, UK, Benelux, Denmark, France, Switzerland, Japan, etc.

Business profile: Manufacturers of MÁDARA – a brand of natural and organic Ecocert-certified, facial and body care, cosmetic products. The main features of the products are natural extracts from the Baltic region whose environmental and climatic conditions endow the extracts with unique and efficacious properties.

Seeking cooperation in: We are looking for serious distribution and marketing partners having experience with cosmetic products in countries where we are still not represented. We also offer private-label and contract manufacturing for cosmetic and organic cosmetic products.

Certificates in use: Ecocert



## MEDPRO INC

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

Director: Mr Vairis Buļš  
Contact: Mr Vairis Buļš  
Position of the contact person: Director  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 100  
Founded in: 1993

Turnover in 2007: EUR 4 000 000  
Turnover in 2008: EUR 5 000 000  
Export volume 2007: EUR 3 000 000  
Export volume 2008: EUR 4 000 000  
Main markets: Germany, Poland, Slovenia, Ukraine

Business profile: Manufacture of active pharmaceutical ingredients (API), fine chemicals and food supplements. Contract manufacturing and contract packaging activities.

Seeking cooperation with importers of API's, fine chemicals and food supplements.

Certificates in use: ISO 9001, Good Manufacture Practice



## ODOR BEAUTY

Legal form: Ltd  
Address: Jāņa iela 5, Cēsis, Cēsu nov.,  
LV-4101, Latvia  
Phone: +371 29339665  
E-mail: [marcis@odorbeauty.lv](mailto:marcis@odorbeauty.lv)  
Website: [www.odorbeauty.lv](http://www.odorbeauty.lv)

Director: Mr Mārcis Kornets  
Contact: Mr Mārcis Kornets  
Position of the contact person: Director  
Languages spoken: Latvian, English  
Number of employees: 2  
Founded in: 2008  
Main markets: EU countries, Russia

Business profile: Aromatic products, wooden balls, aromatic paper, linen, candles. We offer environment- and user-friendly, natural products. Use our perfumed wood globes to lift your spirits and those of others. They can be placed in wardrobes and on desks or carried in pockets or travel luggage. Long car journeys are made less stressful by scent emanating from a combination of birch wood and essential oils.

Seeking cooperation in: We wish to find partners: shops, commercial agents, distributors, wholesale companies.

Certificates in use: TN LV 000309493-102002 agree to all EU standards



## OLAINFARM

Legal form: JSC  
Address: Rūpnīcu iela 5, Olaine, Olaines nov.,  
LV-2114, Latvia  
Phone: +371 67013700  
Fax: +371 67013777  
E-mail: [olainfarm@olainfarm.lv](mailto:olainfarm@olainfarm.lv)  
Website: [www.olainfarm.lv](http://www.olainfarm.lv)

Director: Mr Valērijs Maligins  
Contact: Ms Jeļena Borcova  
Position of the contact person: Member of the Management Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 720  
Founded in: 1972

Turnover in 2007: EUR 25 190 321  
Turnover in 2008: EUR 28 556 331  
Export volume 2007: EUR 20 225 078  
Export volume 2008: EUR 23 976 101  
Main markets: Central and Eastern Europe, CIS countries, Asia, North America

Business profile: Production and sales of final dosage forms, active substances and fine chemicals.

Seeking cooperation in: Outsourcing of analytical services, contract manufacturing, licensing of active substances.

Certificates in use: ISO 14001, GMP (Manufacture of Active Substances), GMP (Human Medicinal Products)



## 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](mailto:pharmidea@pharmidea.lv)  
Website: [www.pharmidea.lv](http://www.pharmidea.lv)

Director: Mr Vitālijs Skrīvelis  
Contact: Mr Ivo Beikmanis  
Position of the contact person: Managing Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 28  
Founded in: 2005

Turnover in 2007: EUR 72 000  
Turnover in 2008: EUR 120 000  
Export volume 2007: EUR 72 000  
Export volume 2008: EUR 120 000  
Main markets: EU countries

Business profile: PharmIdea is joining the global life-science and pharmaceutical community to contribute to cancer treatment by means of immuno-modulating drugs and advanced approaches related to early diagnoses of cancer. PharmIdea undertakes contract manufacturing as well as pharmaceutical and clinical development of cyto-toxic oncology products. We specialise in injectible cyto-toxics in solution or freeze-dried formulations packaged in vials.

Seeking cooperation in: PharmIdea offers the contract manufacturing of cyto-toxic solutions and freeze-dried products including laboratory-scale formulation batches, small-scale batches and clinical-trial materials. PharmIdea develops sterile oncology drugs and carries out validation techniques on sterile liquids and freeze-dried vials.

Certificates in use: ISO 17 025, Good Manufacture Practice



## PLASTIC TECHNOLOGIES

Legal form: Ltd  
Address: Elizabetes iela 41/43, Rīga, LV-1010, Latvia  
Phone: +371 29335131  
Fax: +371 67505594  
E-mail: [eriks@plastictech.eu](mailto:eriks@plastictech.eu)  
Website: [www.plastictech.eu](http://www.plastictech.eu)

Director: Mr Ēriks Kursišs  
Contact: Mr Ēriks Kursišs  
Position of the contact person: Chairman of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 10  
Founded in: 2006

Turnover in 2008: EUR 235 000  
Export volume 2008: EUR 230 000  
Main markets: EU countries

Business profile: Plastic Technologies is producing different wood plastic composite (WPC) compounds and products. We have developed WPC compounds suitable both for extrusion and injection moulding. We are able to extrude finished products and offer extrusion services using our plant. In addition, the company offers R&D activities in the WPC field, as well as the installation and maintenance of suitable manufacturing equipment.

Seeking cooperation with: EU-based cooperation partners or agents.



## PLASTS SB

Legal form: Ltd  
Address: Bāriņu iela 28-1A, Liepāja, LV-3401, Latvia  
Phone: +371 29252010  
Fax: +371 63426014  
E-mail: plastssb@inbox.lv  
Website: www.plastssb.lv

Director: Mr Ingus Šplīts  
Contact: Mr Ingus Šplīts  
Position of the contact person: Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 10  
Founded in: 2001

Turnover in 2007: EUR 80 000  
Turnover in 2008: EUR 110 000  
Main markets: Scandinavian countries

Business profile: Plasts SB was founded in 2001 for the purpose of manufacturing glass fibre products. We quote on and manufacture products on the basis of drawings, manufacturing models and moulds. We have experience in the development of boats, motorboats, the production of mannequins, outdoor decorative pools, rowing-boats, canoes, life-buoys, models and forms for concrete casting.

Seeking cooperation in: Looking for cooperation partners to distribute our products in European markets.



## SILVANOLS

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

Director: Ms Ieva Leimane  
Contact: Mr Kaspars Ivanovs  
Position of the contact person: Member of the Board  
Languages spoken: Latvian, English, Swedish, Russian  
Number of employees: 25  
Founded in: 1994

Turnover in 2007: EUR 680 994  
Turnover in 2008: EUR 947 672  
Export volume 2007: EUR 9 896  
Export volume 2008: EUR 161 045  
Main markets: Latvia, Lithuania, Estonia, Azerbaijan

Business profile: SILVANOLS offers a wide range of natural products for coughs and colds, rhinitis, sore throats, stress, fatigue, anxiety, lower back pain, arthritis, cardiovascular health, well-being, etc. SILVANOLS manufactures 11 products with CE marking, registered as medical devices in the EU: Faringospray, Laringospray, Fungispray, Bronhogel, Nazogēls, Osteogēls +, Rinogēls, Rinosan, Sensodents, Traumogēls and Venogēls. We also produce food supplements such as Relaxen, Larosan, Griposan, Bronhosan, Kardiovital, Pectosan 100, etc. The extracts and natural juices utilised in these products are manufactured on site, generally using plants and berries grown in Latvia.

Seeking cooperation in: We are looking for partners who could organise sales and distribution of SILVANOLS products, supplying the full range of marketing services: preparation of marketing strategy, organising cooperation with medical wholesalers, drugstore chains, pharmacists and doctors; the execution of publicity activities and production of publicity materials.

Certificates in use: GMP



## SPODRĪBA

Legal form: JSC Chemical Plant  
Address: Dzirnavu iela 1, Dobele, Dobeles nov.,  
LV-3701, Latvia  
Phone: +354 7712040  
Fax: +371 63781717  
E-mail: info@seal.lv  
Website: www.seal.lv

Director: Mr Gunnar Veigar Omarsson  
Contact: Mr Gunnar Veigar Omarsson  
Position of the contact person: Member of the Board  
Languages spoken: English, German, Icelandic,  
Danish, Swedish, Norwegian  
Number of employees: 93  
Founded in: 1921

Turnover in 2007: EUR 1 550 000  
Turnover in 2008: EUR 1 550 000  
Main markets: Latvia, Lithuania, Estonia, Russia,  
Ukraine

Business profile: Production of liquid detergents;  
household and horticultural chemical products;  
household and industrial cleaning products;  
disinfectants; fabric softeners; dishwashing liquids;  
liquid soaps and skincare cosmetics.

Seeking cooperation in: Export, manufacture of  
private-label products.

Certificates in use: ISO 9001, ISO 14001



## ŠAAR

Legal form: Ltd  
Address: Eizenšteina iela 37-34, Rīga, LV-1079, Latvia  
Phone: +371 29118562  
Fax: +371 67531922  
E-mail: saar@saar.lv  
Website: www.saar.lv

Director: Ms Nadežda Šabazova  
Contact: Ms Nadežda Šabazova  
Position of the contact person: Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 12  
Founded in: 1993

Turnover in 2007: EUR 130 000  
Turnover in 2008: EUR 150 000  
Main markets: Latvia, Lithuania, Estonia

Business profile: Production of natural oils.

Seeking cooperation in: Looking for partners to  
distribute our products in other European countries.

Certificates in use: Baltsert



## TREJDEVINI

Legal form: Ltd  
Address: Mazā Nometņu iela 47, Rīga, LV-1002, Latvia  
Phone: +371 28319142  
Website: [www.trejdevini.lv](http://www.trejdevini.lv)

Director: Ms Una Bautre  
Contact: Ms Una Bautre  
Position of the contact person: Director  
Languages spoken: Latvian, English, Russian  
Number of employees: 12  
Founded in: 2003  
Main markets: Latvia, Lithuania, Estonia

Business profile: Decorative soap.



## UNIUKS

Legal form: Ltd  
Address: Pumpuri, Libagi, Libagu pag.,  
Talsu nov., LV-3258, Latvia  
Phone: +371 26301050  
E-mail: [uniuks@inbox.lv](mailto:uniuks@inbox.lv)

Director: Mr Salvis Ārbergs  
Contact: Mr Salvis Ārbergs  
Position of the contact person: Member of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 8  
Founded in: 1998

Turnover in 2007: EUR 55 000  
Turnover in 2008: EUR 95 600  
Export volume 2007: EUR 17 052  
Export volume 2008: EUR 26 610  
Main markets: Lithuania, Estonia

Business profile: Production of high quality cleaning, laundry and cleansing products for use in public or private sectors. Uniuks utilises certified raw materials from Scandinavian and European manufacturers that enable the company to produce high quality goods. Uniuks products have received hygiene certification by Latvia's Public Health Agency.

Uniuks products include:

- liquid and cream soaps;
- universal cleaning and dish-washing products;
- cleaning products for cars (shampoos for both hand or mechanical washing);
- cleaning products for different surfaces;
- rust- and limestone-removal products;
- seasonal car windscreen washing products.

Uniuks cooperates with a number of distribution centres and offers their products for retail trade.

Seeking cooperation in: Distributors or retailers in countries such as Sweden, the Netherlands, Finland, Poland, Russia, Belarus, Kazakhstan and Germany. Naturally, we also offer contract manufacturing services and have the capacity to produce large quantities for companies of the scale of Statoil.





## VALMIERAS STIKLA ŠĶIEDRA

Legal form: JSC  
Address: Cempu iela 13, Valmiera, LV-4201, Latvia  
Phone: +371 64202216  
Fax: +371 64281216  
E-mail: glassfibre@vss.lv  
Website: www.vss.lv

Director: Mr Andris Oskars Brutāns  
Contact: Ms Inita Martinsone  
Position of the contact person: Advertising and  
Market Research  
Languages spoken: Latvian, English, German, Russian  
Number of employees: 820  
Founded in: 1963

Turnover in 2007: EUR 54 000 000  
Turnover in 2008: EUR 55 000 000  
Export volume 2007: EUR 51 000 000  
Export volume 2008: EUR 52 200 000  
Main markets: EU, USA, Canada, CIS countries

Business profile: Valmieras stikla šķiedra is the only company producing glass fibre in the Baltic States and is one of the largest enterprises in the chemical and textile industry sector within the region. Valmieras stikla šķiedra was founded in 1963. Through investment in the development of new technologies, we have maintained our position as a resourceful and reliable partner to companies throughout Europe and the rest of the world. We manufacture and offer an extensive range of glass fibre products – E glass yarns, textured rovings, fabrics, nettings, nonwovens; high silica glass-fibre fabrics, nettings, nonwovens for:

- automotive industry,
- building industry,
- shipbuilding,
- electronics,
- aerospace industry,
- household appliances,
- medical appliances,
- chemical industry.

Valmieras stikla šķiedra exports more than 95% of its production.

Seeking cooperation in: European and Middle East markets, technical and thermal insulation markets, home renovation market.

Certificates in use: ISO 9001, Responsible Care

## VĒRDIŅA SAUSAIS LEDUS

Legal form: Ltd  
Address: Rūpnīcu iela 4, Olaine, Olaines nov., LV-2114, Latvia  
Phone: +371 29124888  
Fax: +371 67069817  
E-mail: andris.verdins@sausaisledus.lv  
Website: www.coldjet.com

Director: Mr Andris Vērdiņš  
Contact: Mr Andris Vērdiņš  
Position of the contact person: Chairman of the Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 2  
Founded in: 2006

Turnover in 2007: EUR 205 545  
Turnover in 2008: EUR 144 570  
Main markets: Latvia, Lithuania, Estonia, Sweden, Ukraine, Belarus

Business profile: Official dealer for the Cold Jet company, the global leader in dry-ice blast-cleaning and production technology. Cold Jet environmentally friendly, dry-ice blast cleaning systems use solid CO<sub>2</sub>, a non-abrasive media that won't damage surfaces or equipment and does not generate secondary waste. Cold Jet offers comprehensive cleaning benefits over traditional methods, and can save up to 80% over current cleaning times. We have cleaning equipment in place – Cold Jet's range of patented dry-ice blast-cleaning systems, nozzles and accessories serves more than 30 different industries worldwide.

Seeking cooperation in: Chemical and pharmaceutical manufacturers (production plants).



## **VIRTE**

Legal form: Ltd  
Address: Mūru iela 17, Limbaži, Limbažu nov.,  
LV-4001, Latvia  
Phone: +371 29620679  
Fax: +371 64022661  
E-mail: info@virte.lv  
Website: www.virte.lv

Director: Mr Raitis Dambergs  
Contact: Mr Raitis Dambergs  
Position of the contact person: Chairman of the  
Board  
Languages spoken: Latvian, English, Russian  
Number of employees: 9  
Founded in: 2004

Turnover in 2007: EUR 213 000  
Turnover in 2008: EUR 338 000  
Main markets: Latvia, Estonia, Russia, Norway

Business profile: Manufacture of wastewater  
treatment plants, manufacture of bulk tanks for  
the food and chemical industries, fuel storage, etc.  
Quality plastic welding: PE, PP, PVC, ECTFE, etc.

Seeking cooperation in: Production of bulk  
plastic tanks, looking for distributors for biological  
wastewater-treatment plants.

Certificates in use: AGRU (Austria ) Plastic welding  
course, Roehling-Plastics (Germany) Plastic welding  
course, VVS (Latvia) Hygienic assessment

# Useful Addresses

## Educational Establishments and Research Institutions



**BIOMEDICĪNAS INŽENIERZINĀTŅU UN  
NANOTEHNOLOĢIJU INSTITŪTS  
(INSTITUTE OF BIOMEDICAL  
ENGINEERING AND NANOTECHNO-  
LOGIES OF THE RIGA TECHNICAL  
UNIVERSITY)**

Director: Prof. Jurijs Dehtjars  
Address: Kaļķu iela 1, Rīga, LV-1658, Latvia  
Phone: +371 67089383  
Fax: +371 67089383  
E-mail: bini@rtu.lv  
Website: www.bimi.vip.lv



**LATVIJAS LAUKSAIMNIECĪBAS  
UNIVERSITĀTE  
(LATVIA UNIVERSITY OF AGRICULTURE)**

Rector: Mr Juris Skujāns  
Address: Lielā iela 2, Jelgava,  
LV-3001, Latvia  
Phone: +371 63022584  
Fax: +371 63027238  
E-mail: rektors@llu.lv  
Website: www.llu.lv



**LATVIJAS ORGANISKĀS SINTĒZES  
INSTITŪTS  
(LATVIAN INSTITUTE OF ORGANIC  
SYNTHESIS)**

Director: Mr Ivars Kalviņš  
Address: Aizkraukles iela 21, Rīga,  
LV-1006, Latvia  
Phone: +371 67014801  
Fax: +371 67550338  
E-mail: sinta@osi.lv  
Website: www.osi.lv



**LATVIJAS UNIVERSITĀTE, ĶĪMIJAS  
FAKULTĀTE  
(UNIVERSITY OF LATVIA, FACULTY  
OF CHEMISTRY)**

Dean: assoc. prof. Jānis Švirksts  
Address: Kr. Valdemāra iela 48, Rīga,  
LV-1013, Latvia  
Phone: +371 67377436  
E-mail: Janis.Svirksts@lu.lv  
Website: <http://www.lu.lv/eng/faculties/fch/>



**RĪGAS TEHNISKĀ UNIVERSITĀTE,  
MATERIĀLZINĀTNES UN LIETIŠĶĀS  
ĶĪMIJAS FAKULTĀTE  
(RIGA TECHNICAL UNIVERSITY, FACULTY  
OF MATERIAL SCIENCE AND APPLIED  
CHEMISTRY)**

Dean: Professor Valdis Kokars  
Address: Āzenes iela 14/24, Rīga,  
LV-1048, Latvia  
Phone: +371 67089249  
Fax: +371 67615765  
E-mail: dekanats@ktf.rtu.lv  
Website: <http://www.ktf.rtu.lv>



**SIGRA  
(LATVIA UNIVERSITY OF AGRICULTURE  
RESEARCH INSTITUTE OF BIOTECHNO-  
LOGY AND VETERINARY MEDICINE)**

Director: Professor Aleksandrs Jemeljanovs  
(Dr.habil.agr., Dr.vet.med.)  
Address: Institūta iela 1, Peltas, Siguldas  
pag., Siguldas nov., LV-2150, Latvia  
Phone: +371 67976307  
Fax: +371 67976655  
E-mail: sigra@lis.lv  
Website: www.sigra.lv

# Professional Associations



## **LATVIJAS BIOTEHNOLOĢIJAS ASOCIĀCIJA**

(ASSOCIATION OF BIOTECHNOLOGY OF LATVIA)

Address: Dzērbenes iela 27, Rīga, LV-1006, Latvia  
Phone: +371 67553518  
Fax: +371 67553518  
E-mail: latbiotech@edi.lv  
Website: www.latbiotech.lv

Director: 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: 4  
Founded in: 2006

Business profile: The main aim of the ABL is to promote the development of biotechnology in Latvia through the clustering of research scientists, government bodies and industry and involvement in joint projects, through participation in international projects, by representing our members in meetings and exhibitions, by promoting the education of young specialists in biotechnology and related

fields, and by raising public awareness on biotechnology. A number of the ABL's initiators are already involved in the ScanBalt network ([www.scanbalt.org](http://www.scanbalt.org)). The ABL is also a member of the European Federation of Biotechnology. Participation in EU cooperation projects is a priority for the ABL as a means of facilitating the integration of the Latvian biotechnology sector into Europe.

The members of ABL are SMEs and scientific research and education institutions. The activities of SME members cover the following spheres: medical and pharmaceutical biotechnology; ecological biotechnology; design and manufacturing of biotechnology apparatus and equipment; industrial biotechnology.

The main topics of scientific research include recombinant proteins, human genome research, cloning and expression of viral genomes and genes; environmental microbiology and biotechnology; stem-cell culture applications; agro-biotechnology; food biotechnology; animal biotechnology, wood biotechnology; bioengineering, fermentation studies and development.

Seeking cooperation in: The establishment of global partnerships between biotechnology oriented SMEs and research organisations. The desired forms of partnership include business, research, cooperation networking projects, product and technology development projects.



LATVIJAS ĶĪMIJAS UN FARMĀCIJAS  
UZŅĒMĒJU ASOCIĀCIJA

## LATVIJAS ĶĪMIJAS UN FARMĀCIJAS UZŅĒMĒJU ASOCIĀCIJA

(ASSOCIATION OF LATVIAN CHEMICAL AND  
PHARMACEUTICAL INDUSTRY - LAKIFA)

Address: Dzērbenes iela 27, Rīga, LV-1006, Latvia  
Phone: +371 67298683  
Fax: +371 67298683  
E-mail: lakifa@lakifa.lv  
Website: www.lakifa.lv

Chairman of the Board: Mr Vitālijs Skrīvelis  
Contact: Ms Raina Dūrēja  
Position of the contact person: Executive Director  
Languages spoken: Latvian, English, Russian  
Number of members: 42  
Founded in: 1999

Business profile: The Association participates in development of legislation through various advisory councils and task groups or by its involvement in direct dialogue with responsible ministries. Participation in leading European chemical, maintenance products and cosmetic industry associations provides us with all the information we need.

The Association of Latvian Chemical and Pharmaceutical Industries is responsible for the implementation of the Responsible Care initiative in Latvia.

The chemical industry's voluntary initiative Responsible Care® was first conceived in Canada in 1984 to address public concerns about the manufacture, distribution and use of chemicals. Since 1992, when Agenda 21 was adopted at the Rio Earth Summit, the number of chemical industry associations embracing Responsible Care® has grown from 6 to 46 countries.

Responsible Care is the chemical industry's own, unique initiative - a voluntary programme that helps it to raise its standards in the areas of environment, safety and health. Under Responsible Care, the worldwide chemical industry is committed to continual improvement in all aspects of health, safety and environmental performance and to open communication about its activities and achievements. The new ethics of Responsible Care are defined in 9 Guiding principles, which are signed by CEO's of the companies, committing to Responsible Care.

Latvia joined Responsible Care in September 2002, when first 4 companies committed to Responsible Care. At present there are 9 Latvian companies committed to Responsible Care.

# Promotion of Entrepreneurship, Investment and Foreign Trade



Investment and Development Agency of Latvia  
Address: Pērses iela 2, Rīga, LV-1442, Latvia  
Phone: +371 67039410  
Fax: +371 67039401  
E-mail: [liao@liao.gov.lv](mailto:liao@liao.gov.lv)  
Websites: [www.liao.gov.lv](http://www.liao.gov.lv), [www.exim.lv](http://www.exim.lv), [www.een.lv](http://www.een.lv)

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.

Having more than 15 years experience in the attraction of foreign direct investment to Latvia and the promotion of 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 London (UK), Berlin (Germany), Warsaw (Poland), Stockholm (Sweden), Paris (France), Amsterdam (the Netherlands), Oslo (Norway), Copenhagen (Denmark), Moscow (Russia) and Tokyo (Japan).

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 performance, comparing it with world best practices, and subsequently introducing new services and solutions for our customers.

In recognition of LIAA's competitive and high quality services, the Agency was recently named one of the top 10 performing national Investment Promotion Intermediaries (IPI's) in the world according to the Global Investment Promotion Benchmarking published by the World Bank. LIAA finished 7th in the fierce competition of 213 investment promotion agencies.

# Representative Offices of the Investment and Development Agency of Latvia

Representative Office in Denmark  
Embassy of the Republic of Latvia  
Rosbæksvej 17, DK-2100,  
Copenhagen Ø, Denmark  
Phone: +45 3927 6009  
Fax: +45 3927 6173  
E-mail: dk@liaa.gov.lv

Representative Office in France  
Ambassade de Lettonie  
6, villa Saïd 75116 Paris, France  
Phone: +33 1 53 64 58 15  
Fax: +33 1 53 64 5819  
E-mail: fr@liaa.gov.lv

Representative Office in Germany  
Botschaft der Republik Lettland  
Reinerzstr. 40-41, D-14193 Berlin, Germany  
Phone: +49 (0) 162 98 11075  
E-mail: de@liaa.gov.lv

Representative Office in Japan  
37-11 Kamiyama-cho, Shibuya-ku,  
Tokyo, 150-0047, Japan  
Phone: +81 3 3467 6888  
Fax: +81 3 3467 6897  
Mob.: +81 90 8016 5023  
E-mail: jp@liaa.gov.lv

Representative Office in the Netherlands  
Visitors' address:  
Havengebouw, 11th floor  
De Ruyterkade 7  
1013 AA Amsterdam  
Postal address:  
P.O. Box 94261  
1090 GG AMSTERDAM  
The Netherlands  
E-mail: nl@liaa.gov.lv  
Website: www.liaa.nl

Representative Office in Norway  
Bygdøy Allé 76, Post Box 3163  
Elisenberg, 0208 Oslo, Norway  
Phone: +47 22 542 286  
Fax: +47 22 546 426  
E-mail: no@liaa.gov.lv

Representative Office in Poland  
Embassy of the Republic of Latvia  
19, Królowej Aldony Str.  
03-928 Warszawa, Poland  
Phone: +48 22 617 11 05  
Fax: +48 22 617 42 89  
E-mail: pl@liaa.gov.lv

Representative Office in the Russian Federation  
Embassy of the Republic of Latvia  
Ul. Chapligina 3, 103062 Moscow  
Russian Federation  
Phone/Fax: +(7 495) 7301834  
Mob.: +7 926 66 530 80  
E-mail: ru@liaa.gov.lv

Representative Office in Sweden  
Odengatan 5, Box 19167,  
10432 Stockholm, Sweden  
Phone: +46 8 7006311  
Mob.: +46 704956849  
Fax: +46 8 140 151  
E-mail: se@liaa.gov.lv

Representative Office in the United Kingdom  
72 Queensborough Terrace,  
London, W2 3SH  
United Kingdom  
Phone: +44 (0)20 7229 8173  
Fax: +44 (0)20 7727 7397  
Mob.: +44 (0)79 9060 5422  
E-mail: uk@liaa.gov.lv





JSC Valmieras stikla šķiedra is only enterprise in Baltic States which produces glass fibre and it is one of the largest enterprises of the chemical and textile industries within the Baltic States.

JSC 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.

Company exports more than 95% of its products.

Producing and offering various glass fibre products – „E” glass yarns, textured rovings, fabrics, nettings, nonwovens; high silica glass fibre fabrics, nettings and nonwovens.

**We are producing and offering various high performance glass fibre products for:**

- automotive industry
- building industry
- shipbuilding
- electronics
- airspace industry
- household appliances
- medical appliances
- chemical industry



**JSC Valmieras stikla šķiedra**  
Cempu 13, Valmiera, LV-4201, Latvia  
glassfibre@vss.lv  
www.vss.lv  
tel.: +371 64202216  
fax: +371 64281216



**We are CRO Company established from the group of highly motivated and experienced professionals with several years of experience in Clinical Research field in Eastern Europe and for other countries we are collaborating with other CRO companies.**

AmberCRO provides following services:

- Study Design, Protocol Development, Case report Form, Design and Preparation.
  - Selection process. Site and Investigator selection.
  - Regulatory Consultation. Preparation and submission of Regulatory documents (clinical trial application/ Notification).
  - Interaction with the Investigator. AmberCRO has its own Data Base with experienced investigators (endocrinology, cardiology, inflammatory diseases, surgery, neurology, psychiatry, vascular surgery, gastroenterology, urology, oncology, dermatology, ophthalmology (dentists, paediatricians)), etc.
  - Organize Investigator meeting, qualify and train Investigators.
  - ICH/GCP training.
  - Site Management and Monitoring Based on SOP's and study specific procedures.
- 
- Site Initiation
  - Monitoring visits
  - 100% SDV
  - Adverse Event report
  - Site Closure visits

AmberCRO is offering Electronic Data Capture system.

We'll help you to reach the right population!



Daugavas 38-1, Marupe, Marupes nov., LV-2167, Latvia  
Tel: +371 67896265, +371 67896264, +371 67430622  
Fax: +371 67465206  
E-mail: [info@amber-cro.com](mailto:info@amber-cro.com)  
[www.amber-cro.com](http://www.amber-cro.com)





*JSC «Dzintars» is one of the oldest enterprises in the field of manufacturing of perfumery and biocosmetics — established in 1849 in Riga.*

Dzintars produces perfumery, cosmetics and make-up, plant extracts, fragrance composition (for perfuming different products). Beside manufacturing departments of biocosmetics, perfumery and means of decorative cosmetics we also have a tool workshop for mould creation, workshop for production of cardboard and plastic package.

Traditionally we use environmentally clean natural raw materials. To assure high quality of products released by us the in-house manufacturing of infusions was established.

*In 2005 Dzintars was included into TOP-500 of the best European enterprises.*

*In 2007 Dzintars won a golden medal and a certificate of World Intellectual Property Organization Trophy for Innovative Enterprises.*

# Dzintars

**We invite potential partners for cooperation.**

***[www.dzintars.lv](http://www.dzintars.lv)***

*30 Mālu str, Rīga,  
LV 1058, LATVIA  
phone: +371 67103930  
[dzintars@dzintars.lv](mailto:dzintars@dzintars.lv)*

***Export wholesale department  
phone/fax: +371 67623925  
[export@dzintars.lv](mailto:export@dzintars.lv)***

***Marketing department  
& Public Relations  
phone: +371 67103933  
[info@dzintars.lv](mailto:info@dzintars.lv)***



# Exim

Latvian Export Import Directory

[www.exim.lv](http://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!





Latvijas Investīciju un attīstības aģentūra  
Investment and Development Agency of Latvia

