



SALE OF A BANCROPTCY ESTATE
E-Piim Tootmine Järva-Jaani production units
Well-maintained factory with service properties
OVERVIEW OF THE ASSET

June 2026



Summary

The object of the sale is a functioning business unit (including rights and obligations) currently owned by AS E-Piim Tootmine, consisting of the properties located at:

- Järva County, Järva Parish, Järva-Jaani borough, Pikk Street 18 (land register part 67036),
- Järva County, Järva Parish, Järva-Jaani borough, Heina 7 (land register part 1374236),
- and Järva County, Järva Parish, Järva-Jaani borough, Pikk 16 (land register part 1424136),

all together as a whole, including the milk powder and butter production factory operating on these properties (hereinafter: the Asset).

The Asset is sold together with all assets, rights, and obligations related to and used for its operation, including associated contracts.

The Asset does not include the debtor's ownership in the subsidiary OU E-Piim Transport (registry code 113187519) and the affiliated company BioCC OU (registry code 11077336).

The Asset does not include trademarks and vehicles owned by the debtor.

The detailed composition of the Asset for sale will be disclosed in accordance with the terms and procedures set out in the auction notice via the respective data room.



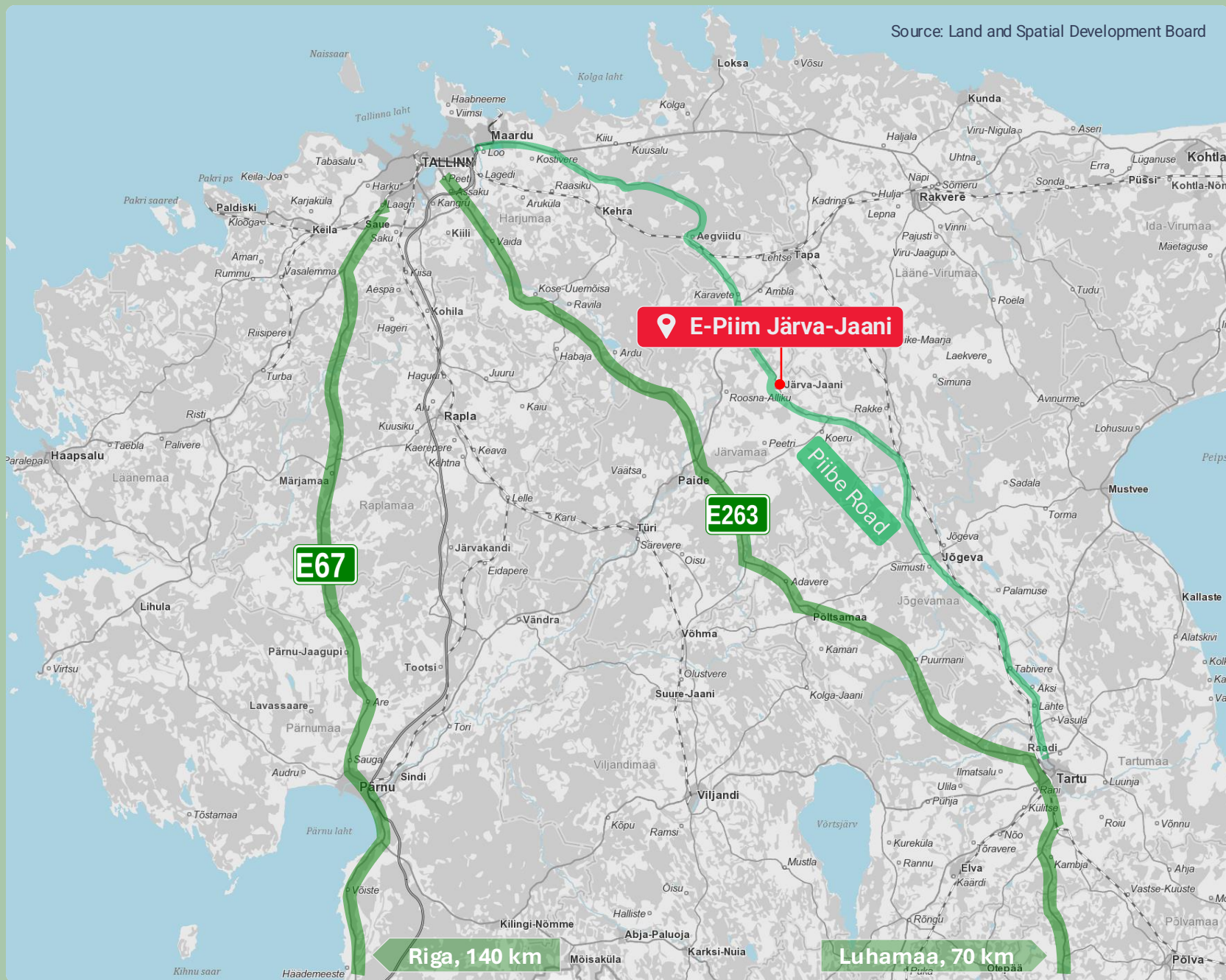
Location

The Property is located in Järva-Jaani, a small borough near Piibe Road, the historical route connecting Tallinn and Tartu

Distance to Estonia's capital, Tallinn, and the country's second-largest city, Tartu, is approximately 100 km. The Tallinn-Tartu highway (European route E263) is approximately 25 km away

Central Estonia (including Järva County with Järva-Jaani borough) is home to both Estonia's most fertile soils and its largest dairy farms

Thanks to its prime logistical location in the heart of Estonia near Piibe Road, the Property offers an excellent opportunity for operating a dairy business or another food-industry, storage, or logistics enterprise





1 Pikk Str 16 property

2 Pikk Str 18 property

3 Heina Str 7 property



Property Identification Data*

	E-Piim JÄRVA-JAANI production properties		
Address	Pikk Str 16	Pikk Str 18	Heina Str 7
Location	Järva-Jaani Borough, Järva Parish, Järva County, Estonia		
Land Register No	1424136	67036	1374236
Cadastral No	25701:001:0220	25701:001:1970	25701:001:1980
Land Plot Size	55,229 m ²	1,354 m ²	1,863 m ²
	58,446 m²		
Intended Use	Industrial 40% Waste storage land 60%	Residential 100%	Industrial 100%
Owner	E-Piim Tootmine AS (bankrupt)		
Building (s)	Yes	Yes	No
No of Buildings	11 (main production building + outbuildings + dwelling house)		
Type of Building	Operational production complex with auxiliary buildings		
Building Size, NBIA	ca 5,000 m² (Net Building Internal Area)		

* Based on public registers and information provided by the current Owner



E-Piim Järva-Jaani Production Complex (main building)

Source: e-Building Register	
Address	Pikk Str 16
Location	Järva-Jaani Borough, Järva Parish, Järva County, Estonia
Building Register Code	107012589
Built	n/a
Type of Building	Production building
Footprint, sqm	ca 3,500
No of Floors	up to 3
Building Size, NBIA sqm	ca 4,500 – 5,000
Energy Performance Certificate	n/a





Product Range Data

Järva-Jaani Factory

- Production mix
 - Butter
 - SKM/Skimmed Milk Powder
 - DWP/Demineralized Whey Powder
 - SWP/Sweet Whey Powder
- Production capacity:
 - Annual butter (82%) production capacity: 5000t
 - Annual dairy powders production capacity: 8000t
- Production volume:
 - Daily milk intake capacity: 150t
 - Milk tank capacity: 300t
 - Current OEE (from full utilization): 35%
- Certifications:
 - FSSC22000
 - Kosher
 - Halal
 - Ecovadis
 - BRC
 - Mondelez





Company Overview – AS E-Piim Tootmine

- **Established Estonian Dairy Producer**
AS E-Piim Tootmine is a leading Estonian dairy industry company specializing in the production and sale of high-quality dairy products.
- **Core Products**
The company primarily produces cheese, whey powder, and milk powder, serving both domestic and international markets.
- **Production Facilities**
Operations are divided across three locations:
 1. **Paide:** New cheese factory with two production lines - Cheddar and Continental types (Gouda, Tilsit, Edam, etc.).
 2. **Põltsamaa:** Cheese packaging (slicing, grating) for retail channels.
 3. **Järva-Jaani:** Dairy powder and butter production.
- **Significant Production Capacity**
The new Paide cheese factory can process up to 1,000 tonnes of milk daily, accounting for nearly 40% of Estonia's total milk production. In 2025, the average milk intake was 700 tonnes per day, sourced from Estonian and Latvian farmers via SCE E-Piim.
- **Direct Supplier Relationships**
Since January 2025, E-Piim holds direct contracts with milk producers, strengthening supply chain control and product quality.





Market Position & Sales Channels

- **Diverse Sales Channels**
The company operates two main sales channels:
B2B: Direct sales globally to industries and through traders, representing over 90% of total sales volume.
Retail: Sales to retail chains in Baltics and Finland
- **Strategic Role in the Baltic Dairy Sector**
With a significant share of milk processing capacity and a diversified product portfolio, E-Piim is a key player in the Baltic dairy market, well-positioned for future growth amid increasing demand for quality dairy products.
- **Export & Partnerships**
E-Piim currently has a supply contract with Finland's Kesko, highlighting its growing export footprint and regional market integration.
- **Strong Market Presence**
E-Piim holds an estimated **15% share of the Estonian cheese market**, ranking third or fourth nationally.



Overview of the Estonian Dairy Market



➤ Competitive Position

Estonia's dairy sector is competitive within the production Baltics due to high product quality and efficient, though it remains a small player in the broader EU market.

➤ Logistics and Export Advantage

Estonia's strategic location facilitates efficient export logistics to key European markets, enhancing its export potential.

➤ Export Values and Markets

Estonia exports roughly **40-50% of its dairy production**, mainly to EU countries and neighboring Baltic states.

The Baltic region collectively exports about **60%** of its dairy output, showing strong export orientation.

The EU dairy export market is highly competitive but Estonia benefits from niche quality segments.





Overview of the Estonian Dairy Market

➤ Milk Production Volume

Estonia produced approximately **800,000 tonnes of milk in 2025**, representing a stable output in line with recent years.

In comparison, the entire Baltic region (Estonia, Latvia, Lithuania) produces around **3 million tonnes** annually.

The EU as a whole produces over **150 million tonnes** of milk per year, making Estonia a small but quality-focused player.

➤ Technological and Sustainability Investments

Estonian dairy producers invest heavily in modern, automated production facilities, aligning with EU sustainability goals and organic product trends.

➤ Economic Importance

Dairy farming remains a cornerstone of Estonian agriculture, contributing significantly to rural employment and GDP in the agricultural sector.

➤ Dairy Consumption per Capita

Estonia's dairy consumption is about **250 kg per person per year**, slightly above the Baltic average (~230 kg) but below the EU average (~280 kg).

This reflects growing domestic demand driven by health trends and preference for local products.



Public Auction Terms & Conditions of the Bankruptcy Estate

- **Registration and Deposit Payment**

- To participate in the auction, registration must be completed in the auction environment, accessible via the permanent link: <https://www.oksjonikeskus.ee/oksjon/view/?okid=99007>.
- Description of the assets for sale (incl financial information, valid maintenance & service agreements, etc.) can be reviewed in an electronic Data Room **after the signing of NDA** (non-disclosure agreement) and **payment of deposit** of 200 000 euros. Deposit must be paid to the account number EE167700771012870612 (LHV Bank AS, BIC/SWIFT: LHVBE22 address: Tartu mnt 2, 10145 Tallinn, Estonia) of AS E-Piim Tootmine (bankrupt).
- The payment reference must include the text: "ID99007."
- The deposit is considered paid at the moment it is received. The deposit must be received no later than 06.08.2026 at 15:00 PM. Late payments will not be accepted.

- **Deposit Refund and Application**

- The deposit paid by the buyer will be credited towards the purchase price; deposits paid by other participants will be refunded on the next business day following the auction.

- **Registration Period**

- Registration for the auction opens on 10.06.2026 at 10:00 AM.
- Registration closes on 06.08.2026 at 15:00 PM.

- **Conditions for Participation**

- A person will be registered as an auction participant if:
 - a) the registration application and required attachments comply with the auction conditions,
 - b) the deposit has been paid,
 - c) the person is eligible to participate as a bidder in the auction.

- **Auction Date and Conditions**

- The auction will begin on 07.08.2026 at 10:00 AM.
- The auction will end on 14.08.2026 at 10:00 PM.
- The extended closing interval is 15 minutes.
- The bidding increment is 100 000 euros.

- **Bids can only be made within the auction environment according to the conditions displayed therein.**

- **Asset Inspection.** Inspection of the asset will take place at its location. Registered bidders are requested to arrange the inspection in advance with the bankruptcy trustees.

- **Merger Control.** Where the acquisition of the debtor's business constitutes a concentration subject to merger control, the acquirer shall, at its own cost, obtain the necessary clearance. The bankruptcy trustees reserve the right to reject any offer if a clearance decision has not been obtained and the concentration is not otherwise permissible.



Payment of the Purchase Price

- The winner of an electronic auction must pay the purchase price on the working day following the end of the auction. If the purchase price exceeds EUR 12,700, one tenth of the purchase price must be paid on the working day following the end of the auction, and the remaining amount must be paid within 15 days.
- If the purchaser intends to acquire the asset using a loan from a credit institution, the purchaser must notify the trustee without delay after their bid has been declared the winning bid. “Without delay” means notification on the same day the bid is declared the winner. In such case, the obligation to pay one tenth of the purchase price or the full purchase price immediately does not apply. The purchaser undertakes to pay the full purchase price, or ensure payment by a credit institution, within 15 days from the day following the date on which the bid was declared the winner.
- If the purchaser breaches the obligation to pay the purchase price or one tenth thereof, the asset will be immediately re-auctioned. The deposit paid by the purchaser will not be refunded. The initial purchaser must also pay the difference between their bid and the price achieved in the repeat auction if the latter is lower. The initial purchaser is not permitted to participate in the repeat auction.



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