



**EMPL**

Estonian Forest and Wood  
Industries Association

# THE BALTIC LOOK

SOFTWOOD MARKET  
in Estonia, Latvia, Lithuania

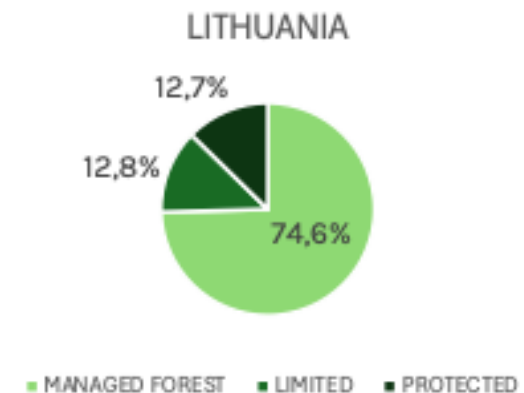
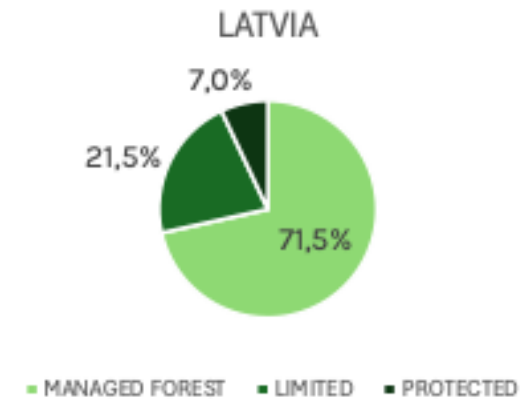
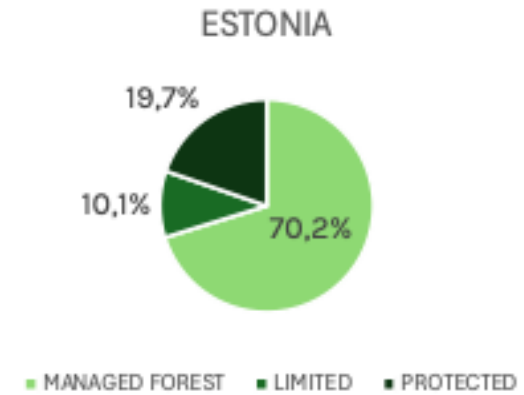
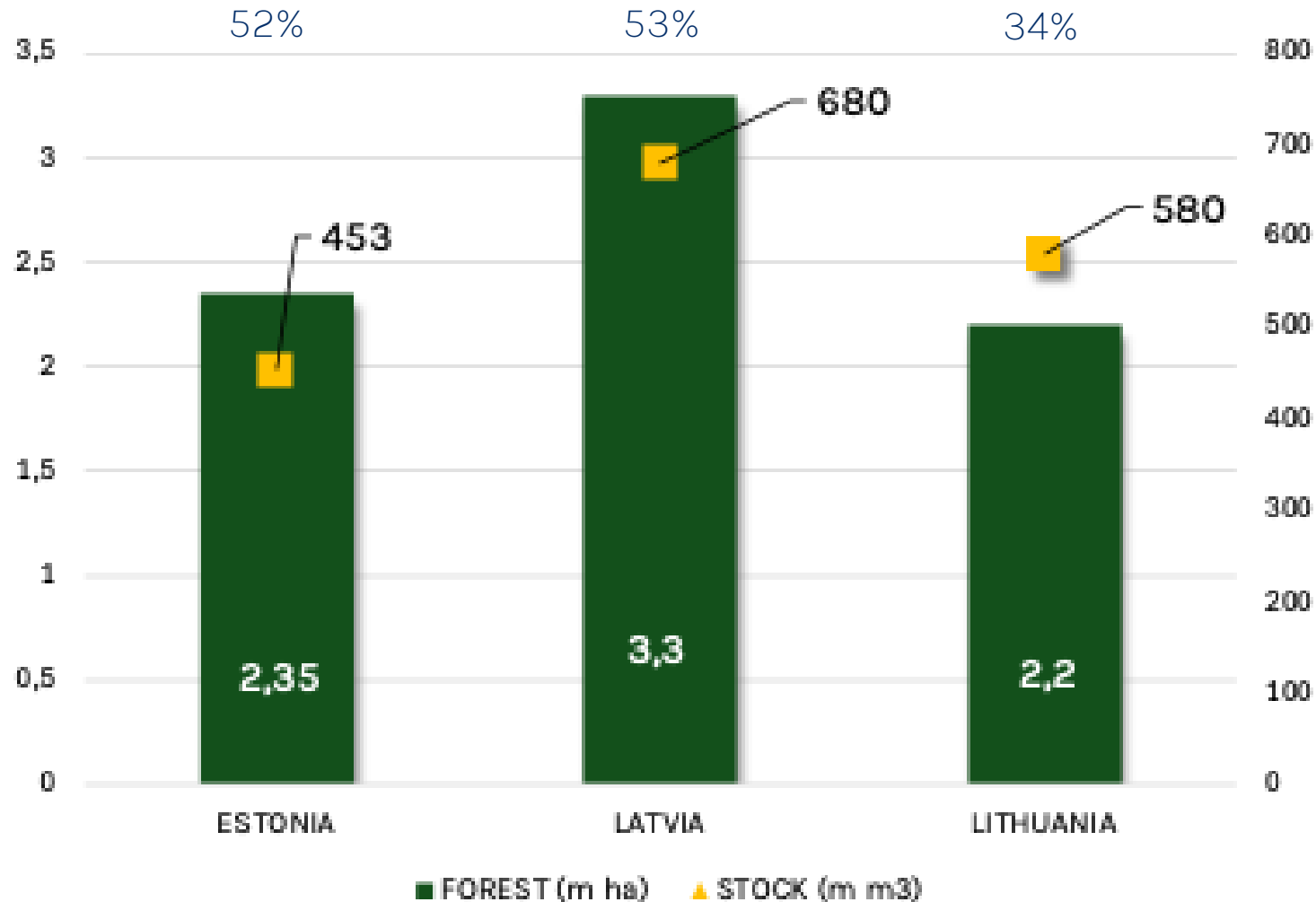
---

International Softwood Conference 2025



# FOREST RESOURCES

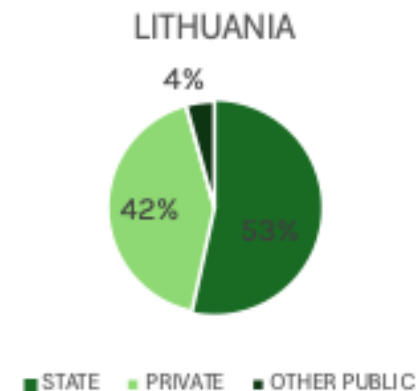
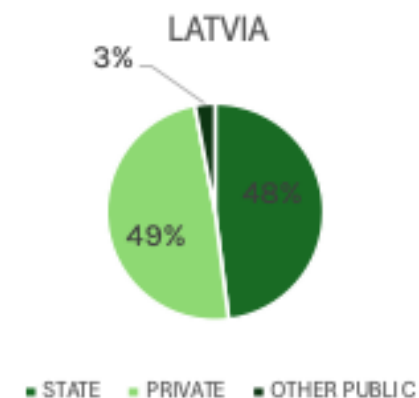
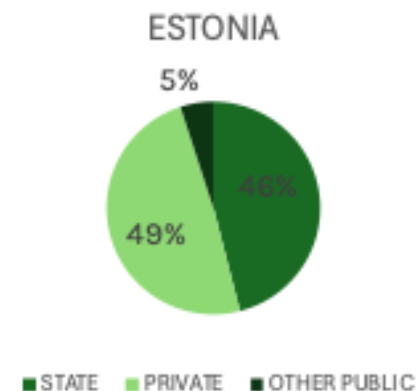
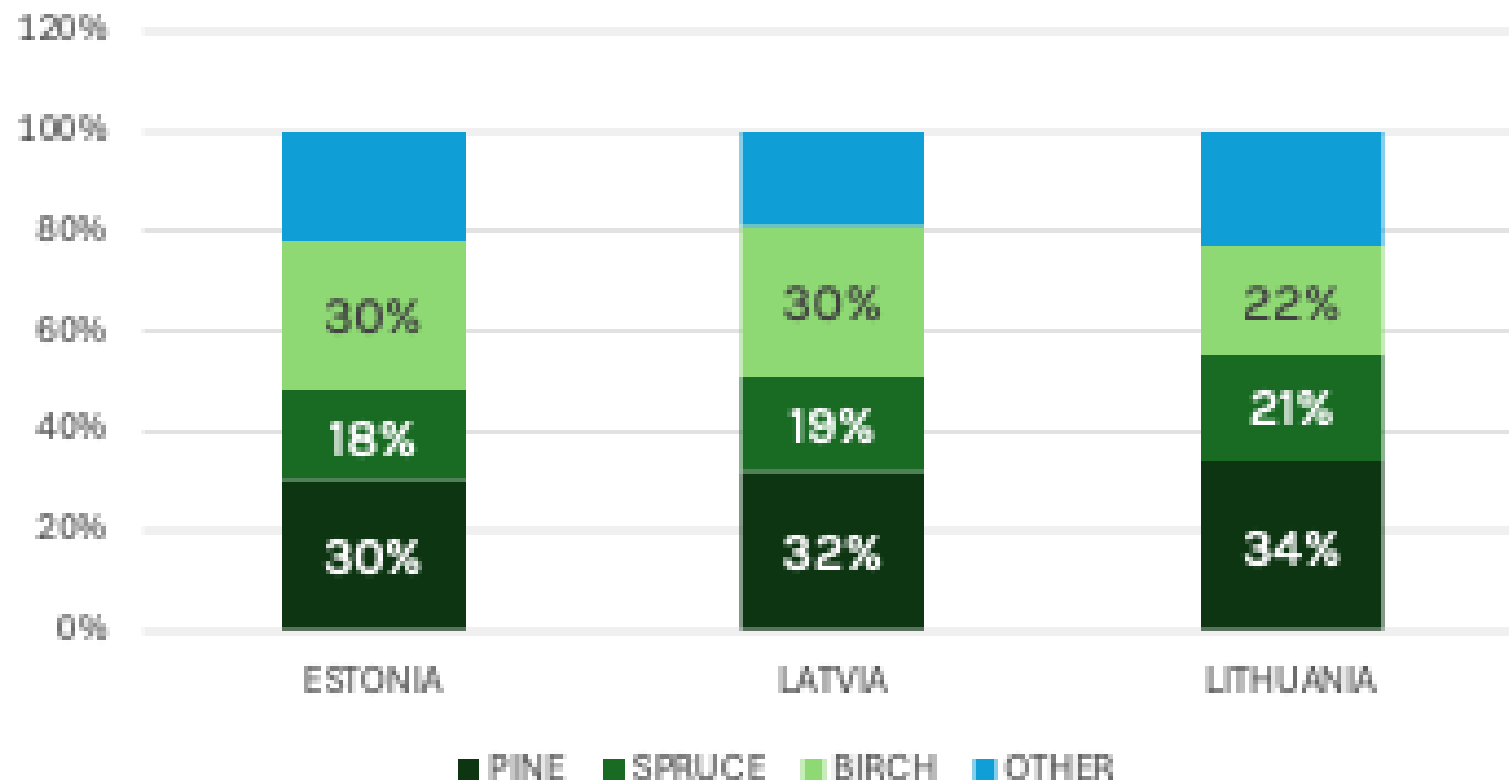
## FOREST COVERAGE



# FOREST RESOURCES



## DOMINANT TREE SPECIES



# FOREST RESOURCES: dynamics & politics



## ESTONIA

- Forest land under pressure from infrastructure investments and nature restoration initiatives
- Protected forest area has been increasing rapidly past 5 years
- Growing stock has peaked and is in decline
- Proposal to set a target in Forest Law that at least 70% of forest must remain without limitations to managing in order to secure and stabilize wood availability
- Average harvesting volume 11 mln m<sup>3</sup> - stable

## LATVIA

- Forest coverage and growing stock has peaked
- Discussion on lowering felling ages to increase wood availability
- Forest land under pressure from infrastructure investments and nature restoration initiatives
- Protected forest area has been increasing rapidly past 5 years
- Average harvesting volume 13 mln m<sup>3</sup> - growing

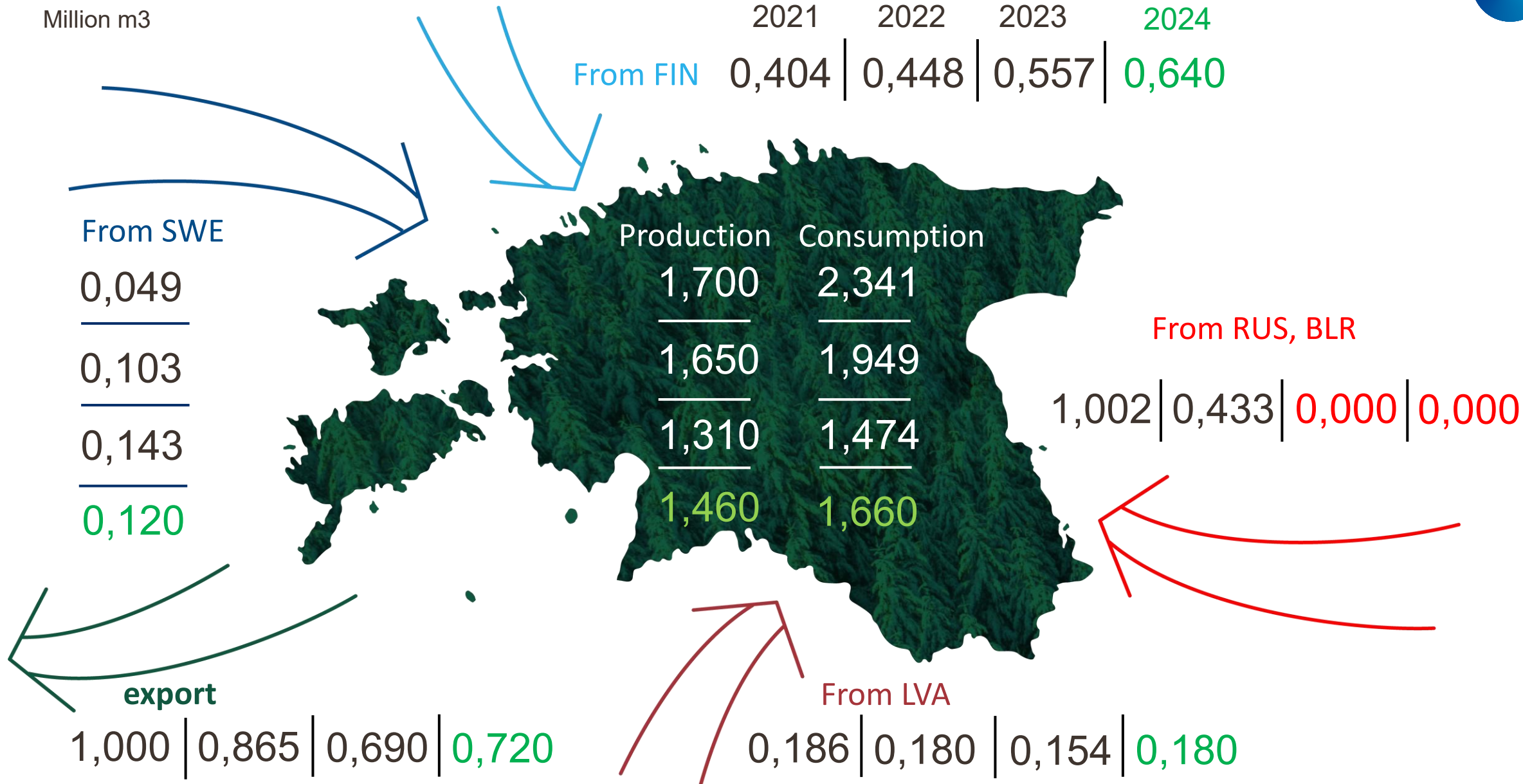
## LITHUANIA

- Forest coverage and growing stock is increasing
- Average harvesting volume 8 mln m<sup>3</sup>

# Sawn Softwood Flows in Estonia: prewar | war | 2023 | 2024



Million m3

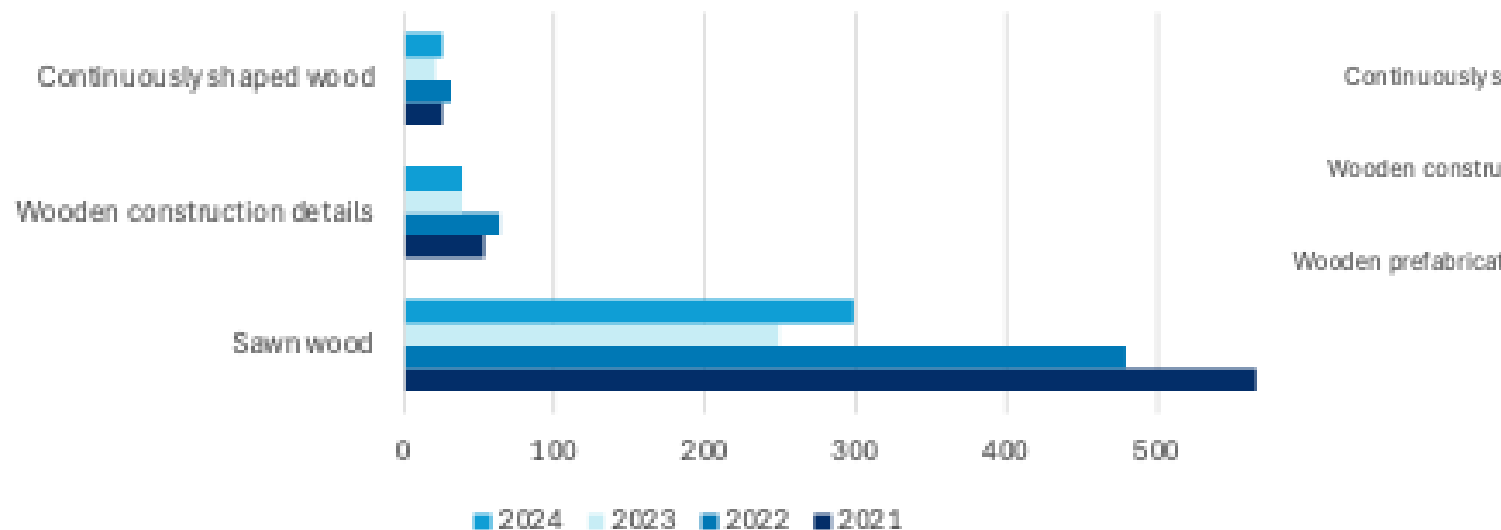


# ESTONIA: CONSUMPTION OF SAWN MATERIAL EXCEEDS LOCAL PRODUCTION

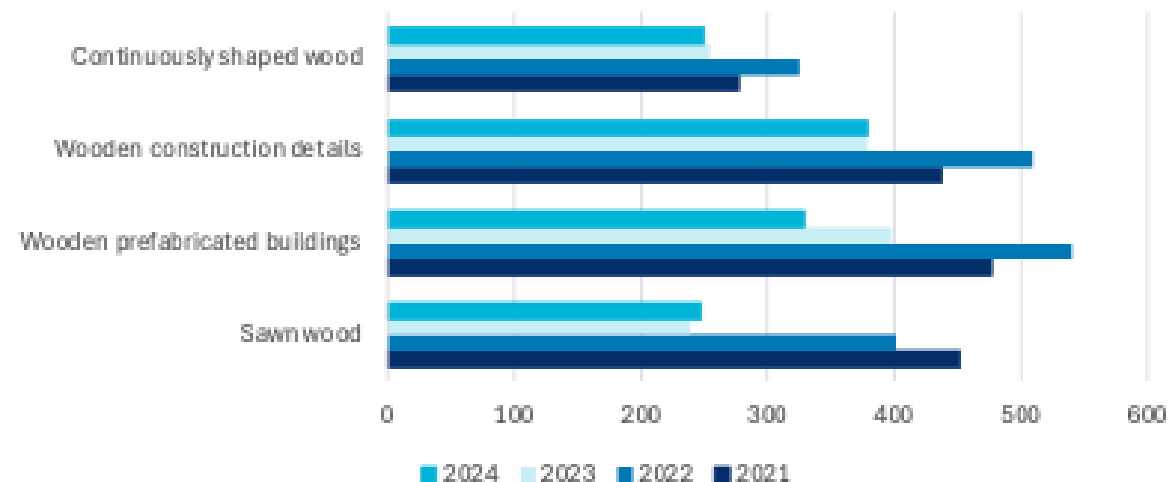


Diverse and well developed further processing of sawn wood

Import product groups, m€

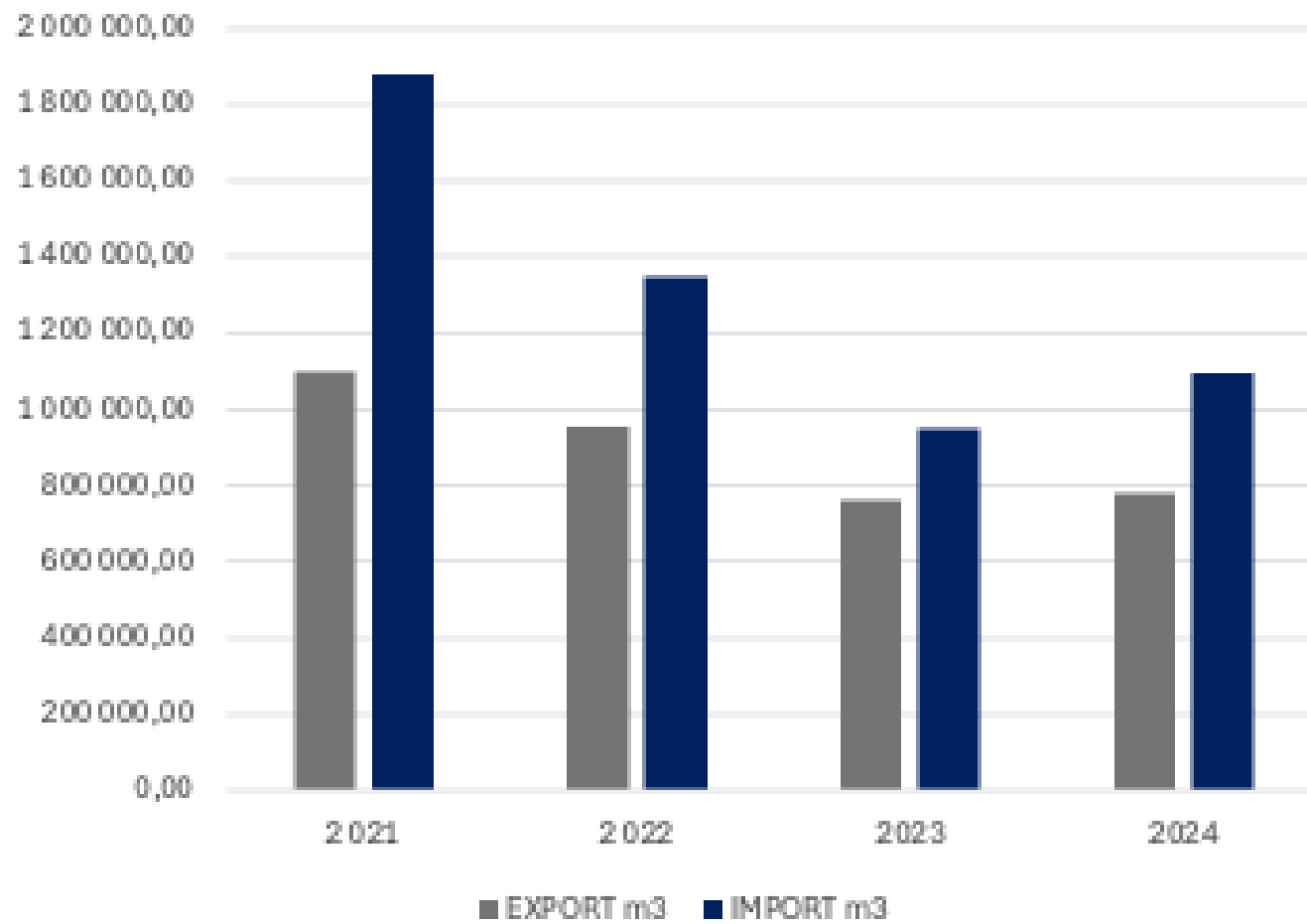


Export product groups, m €





# ESTONIA: Softwood lumber trade



2021 vs 2024 volumes:

- Import has dropped more than export

= Underutilized further processing capacity waiting to be deployed when the market recovers!



# LATVIA: SAWN WOOD PRODUCTION AND TRADE



produced in Latvia from sawlogs 2,6

sawnwood volume on the "primary" market 2,4

0,5

sawnwood processing or reprocessing

domestic market

0,6

domestic end-use or further processing

United Kingdom

Germany  
sawnwood exports

Estonia

Lithuania

Netherlands

Other countries

imports from Finland

imports from Estonia

imports from Sweden

imports from Ukraine

imports from Lithuania

imports from other countries

imports





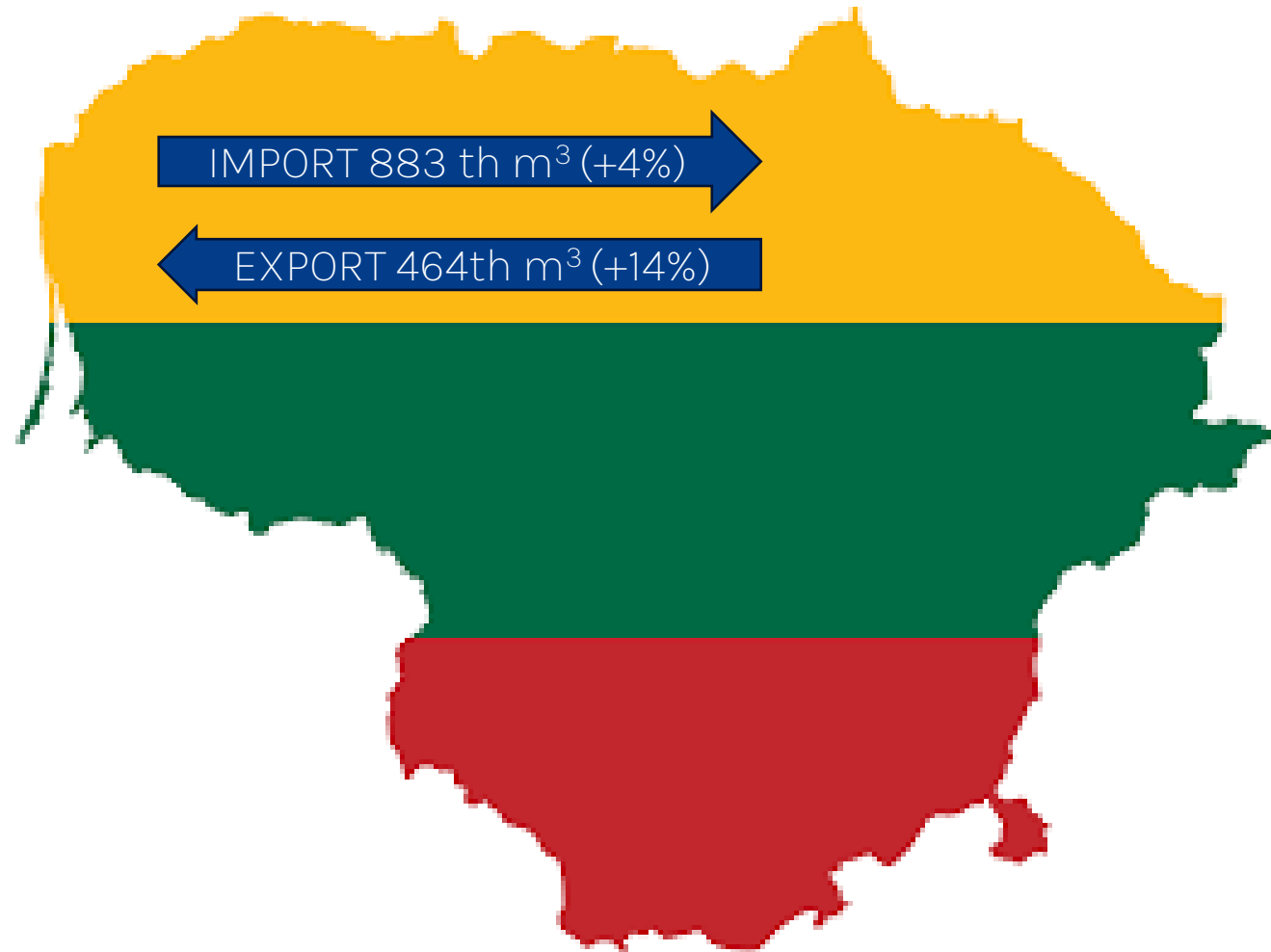
# LITHUANIA: SAWN WOOD TRADE 2024

## IMPORT BY COUNTRY

Latvia	138 th. m <sup>3</sup>
Sweden	90 th. m <sup>3</sup>

## EXPORT BY COUNTRY

Germany	87 th. m <sup>3</sup>
Austria	86 th. m <sup>3</sup>
South Korea	76 th. m <sup>3</sup>
Spain	70 th. m <sup>3</sup>
France	70 th. m <sup>3</sup>



# SAWMILL INVESTMENTS AND M&A



## ESTONIA

- 3 sawmills closed in 2023
- Vara Sawmill investment, new sorting line. Production volume + 10-20%
- Toftan sawmill has been acquired by Estonian capital based Combiwood Group

## LATVIA

- Rettenmeier new sawmill started operating with consumption of ~1 mln m<sup>3</sup> of roundwood
- 2 sawmills acquired by HS Timber Group



Thank you!

---