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13th January, 2025

Excellency,

I would like to express my sincere appreciation and gratitude for the fruitful discussions during our recent meeting in New Delhi in December last year. It was truly a pleasure to exchange perspectives on the potential avenues for collaboration between India and Estonia. Your insights into the challenges posed by the Russia-Ukraine conflict and Estonia's innovative strides were particularly enlightening.

Following our dialogue, I am pleased to outline a roadmap for deepening our bilateral relations, focusing on mutually beneficial opportunities in key sectors:

- **Agriculture and Food Processing:** India is eager to explore Estonia's expertise in sustainable agriculture, precision farming, and digital supply chain solutions to empower our small farmers and enhance food security. Joint research and pilot projects could be a cornerstone for collaboration, leveraging Estonia's advanced technology and India's agricultural scale. We may want to also encourage joint ventures for market access for our organic agricultural products and fisheries into the EU and Nordic markets.
- **IT, Cybersecurity, and Startups:** As highlighted in our discussions, we have made a transformational impact on the lives of more than 1.4 billion people through our Aadhar, UPI and several other Fintech applications. Together, we can harness India-Estonia competence in IT and cybersecurity to tap opportunities in the EU market. Strengthening partnerships through joint ventures and startup collaborations can foster innovation in fields like digital governance, fintech, and cyber resilience.
- **Defense Manufacturing:** Estonia's innovative defense industry and its interest in joint ventures with Indian companies presents a promising area for partnership. India's open policies, including 100% FDI in defense manufacturing, offer an ideal platform for collaboration to meet both nations' strategic needs.
- **Renewable Energy and Green Technologies:** With India's focus on green hydrogen, solar, and wind energy, and Estonia's emphasis on transitioning to sustainable energy sources, there is substantial potential for cooperation in renewable energy projects and technology sharing, especially for our small and medium enterprises.
- **E-Residency and EU Market Access:** We have noted Estonia's innovative e-residency program and its use as a gateway to the European market. Promoting awareness of this program among Indian entrepreneurs could enhance bilateral trade and investment.

Further, we can consider taking the following next steps:

- Formation of a joint working group to identify and act on sector-specific opportunities, addressing non-tariff barriers and logistical challenges to trade.
- Organization of a bilateral business summit to bring together stakeholders from agriculture, technology, defense, and other priority sectors.
- Exchange of technical delegations to explore pilot projects in sustainable farming and renewable energy.
- Continued discussions to address EU regulations affecting trade and investment, leveraging Estonia's proactive approach to simplifying processes.

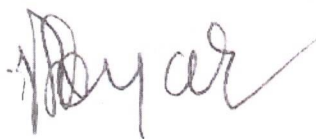
I am also deeply honored by your invitation to visit Tallinn in July 2025, coinciding with Estonia's national celebrations. I look forward to this opportunity to further strengthen our partnership and explore your beautiful country's culture and innovation ecosystem.

India values its growing friendship with Estonia and remains committed to realizing the immense potential of our partnership. Together, I believe we can create new pathways for economic growth, innovation, and global cooperation.

Please accept, Excellency, the assurances of my highest consideration

With warm regards,

Sincerely,



Piyush Goyal

H.E. Ms. Piret Hartman

Minister for Agriculture and Regional Affairs
Estonia