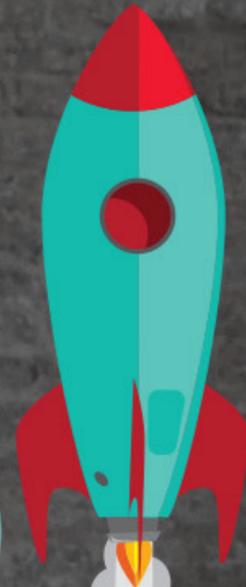


*Lithuanian*

**START UP**

**ECOSYSTEM**

a rising star in the region





- 01** LT startups' environment
- 02** The ecosystem's highlights
- 03** Startups
- 04** Resources for startups
- 05** Organisations of the ecosystem

# 01 LT startups' environment



# 01 LT startups' environment

## HOW DOES LITHUANIA RANK IN THE WORLD?



### Business environment



**16th**

globally for ease of doing Business



**1 day**

to register a business using an e-signature



Among **top 10** EU countries in ease of paying taxes



**2nd**

in the world for procedures to start a business



**3rd**

in the CEE region, 23rd in the world for e-government development

### Infrastructure



**Highest**

internet bandwidth in CEE



**8th**

globally for overall mobile internet speed



**1st**

globally for public WiFi speed

# 01 LT startups' environment

## THE GOVERNMENT'S PRIORITY

The startups are well perceived and their prosperity is one of the priorities for the Lithuanian Government:

*“The promotion of **startup ecosystem** is among the main priorities of the Ministry of Economy in the field of entrepreneurship development within the framework of implementing the Lithuanian Government’s Action Plan. **In 2018, the Ministry will focus on the development of the startup ecosystem:** the concept of a startup will be established, its assessment procedure and other promotional measures will be proposed. The Ministry of Economy and institutions subordinate to the Ministry make efforts to implement startup promotion measures.”*

Virginijus Sinkevičius, Minister of Economy of Lithuania



# 01 LT startups' environment

## COUNTRY OPEN FOR IT

Government-funded financial support for **R&D**

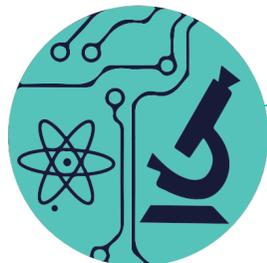


**31,500+**  
Well qualified IT specialists



**4th in the EU**

For Bachelor graduates in science, engineering, computing, maths, manufacturing, and construction



Tech savvy locals, world-beating public **WiFi speed** make Lithuania a perfect pilot market



**50%**  
Speak at least two foreign languages

Proficiency in English among young professionals **84%**



**2nd highest in the EU**



**50,4%**  
Share of youth (25-29 years) with post-secondary education

# 01 LT startups' environment

## FINTECH-FRIENDLY DESTINATION

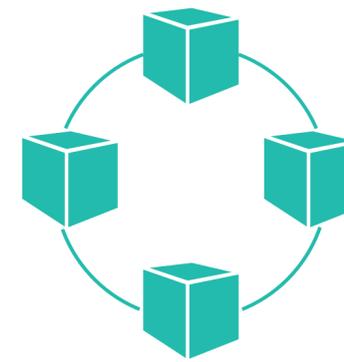
## 1st Europe blockchain technologies' center in 2018

Blockchain technologies' center – the first in Europe - opened in Vilnius in the beginning of 2018.

**3x**  
faster

**only 3 months**

It only takes 3 months to get Payment Institution or Electronic Money Institution license – that's two to three times faster than in other EU jurisdictions.



Bank of Lithuania has announced the development of an in-house blockchain sandbox for FinTech companies.

**35** licenses  
**in 2017**

Bank of Lithuania has granted 35 licenses for FinTech companies to operate in Lithuania in 2017. 20 applications were in the pipeline in the beginning of 2018.

Planning to develop a digital collector coin and a platform for selling it.



# 02 The ecosystem's highlights

# 02 The ecosystem's highlights

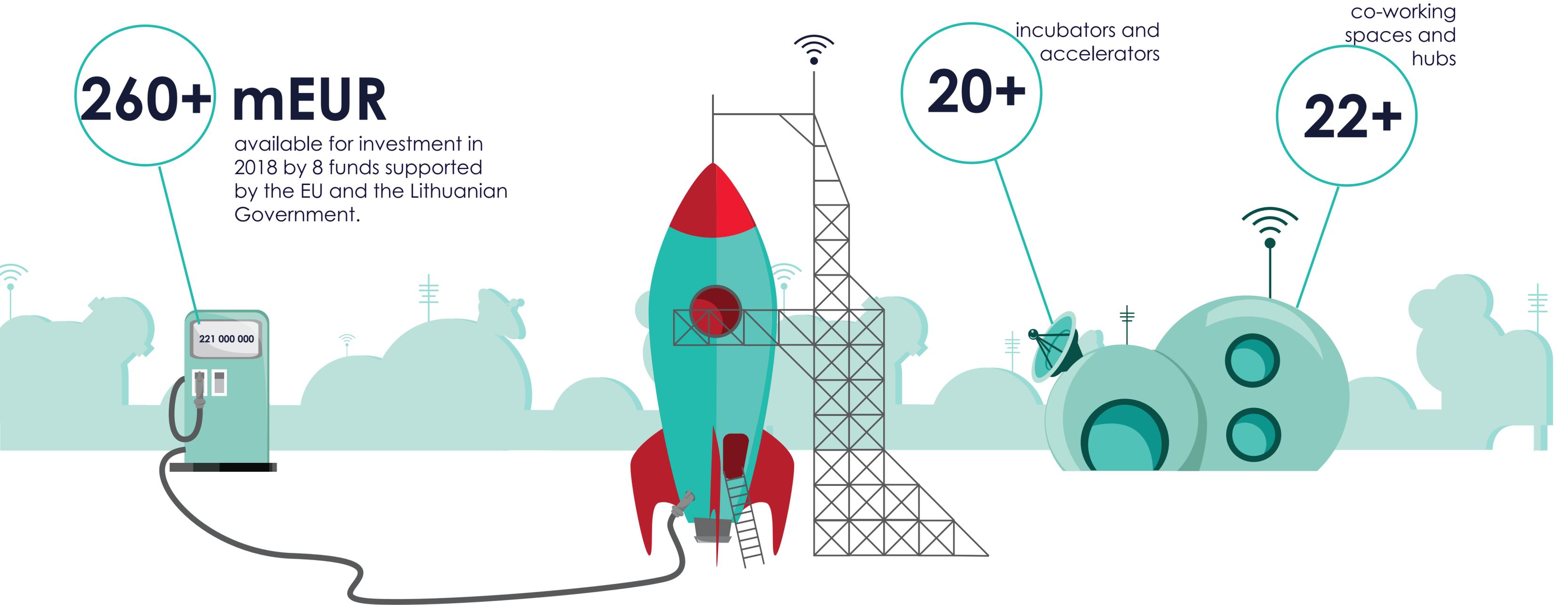
## LITHUANIAN STARTUP ECOSYSTEM IN BRIEF

**7** active private equity VCs  
+ a network of business angels

**260+ mEUR**  
available for investment in 2018 by 8 funds supported by the EU and the Lithuanian Government.

**20+**  
incubators and accelerators

**22+**  
co-working spaces and hubs

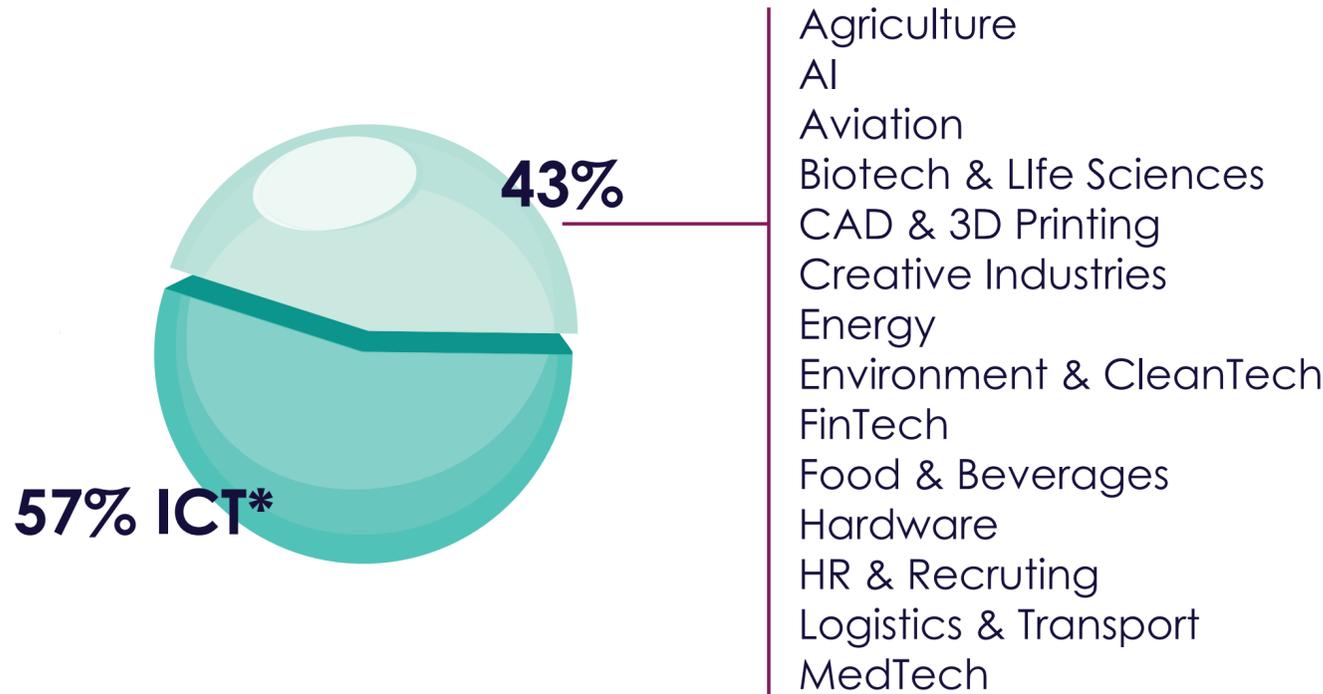


# 02 The ecosystem's highlights

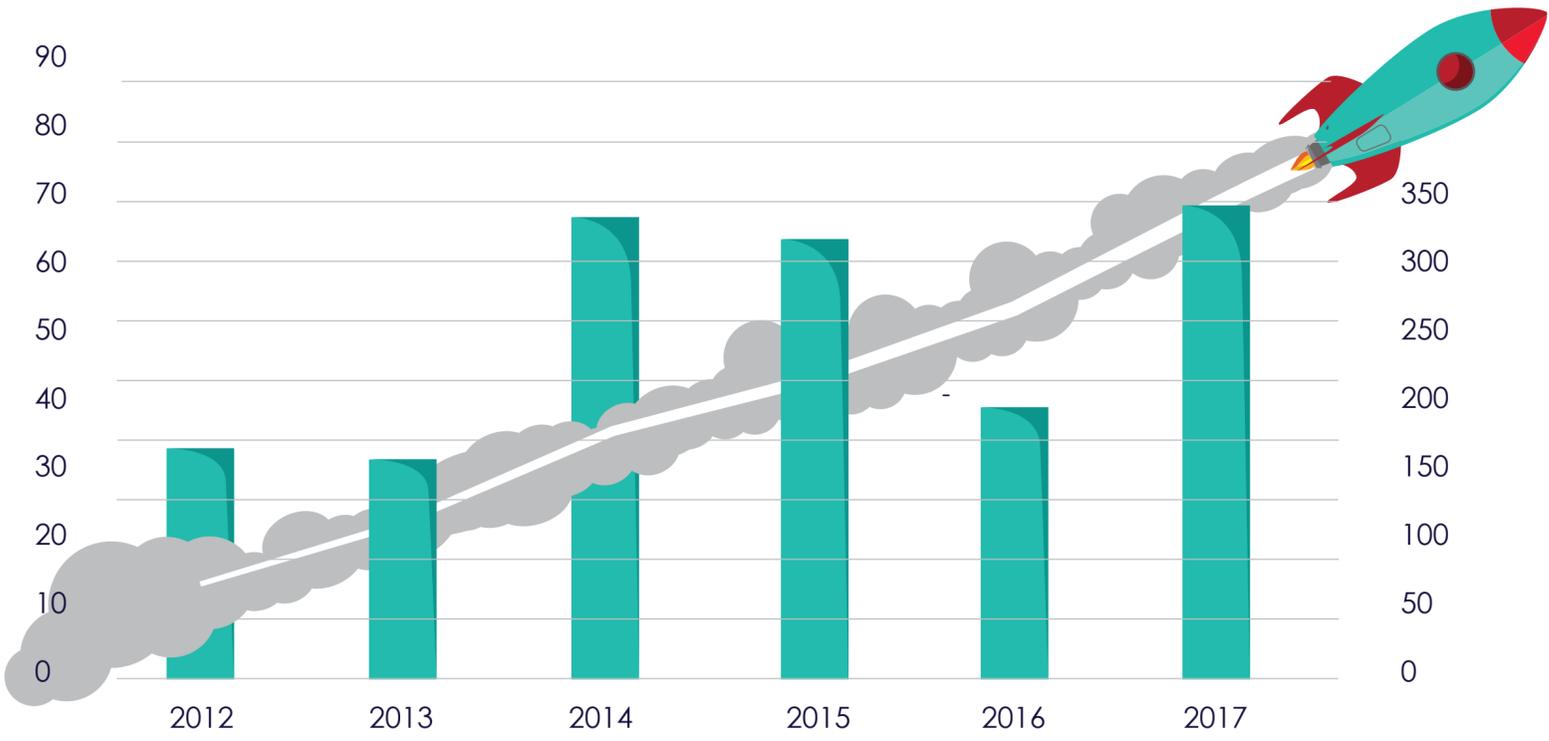
## INDUSTRIES AND GROWTH

**~400 startups**  
 (expected to increase by **2.5x** in less than **3 years**)

### LT STARTUP INDUSTRIES



### NUMBER OF STARTUPS



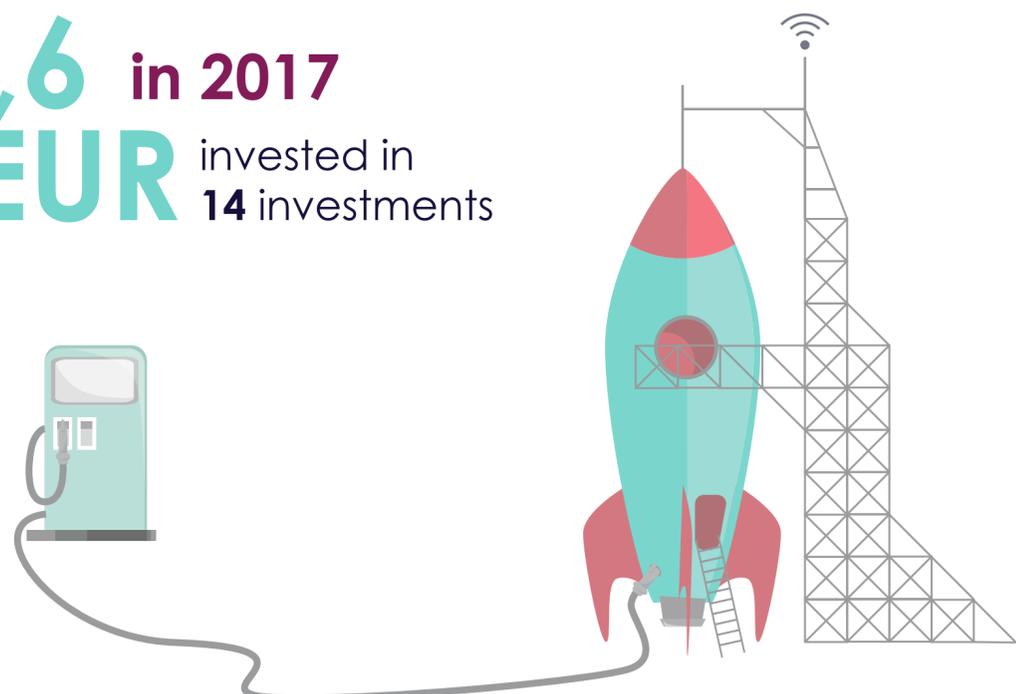
\* ICT: gaming, social media & network, productivity & collaboration, SAAS & cloud, education, entertainment, e-governance, e-commerce, analytics & big data.

Established per year (teal bar) | Total (grey line with rocket)

# 02 The ecosystem's highlights

## INVESTMENT HIGHLIGHTS 2017

**24,6** in 2017  
**mEUR** invested in  
**14** investments



### BIGGEST DEALS

**6 mEUR**  
EBRD Venture  
Capital and  
Octopus Ventures

**4,5 mEUR**  
BGF Ventures

**2,5 mEUR**  
Vostok Emerging  
Finance

**2 mEUR**  
Karma Ventures,  
Intel Capital and  
Practica Capital

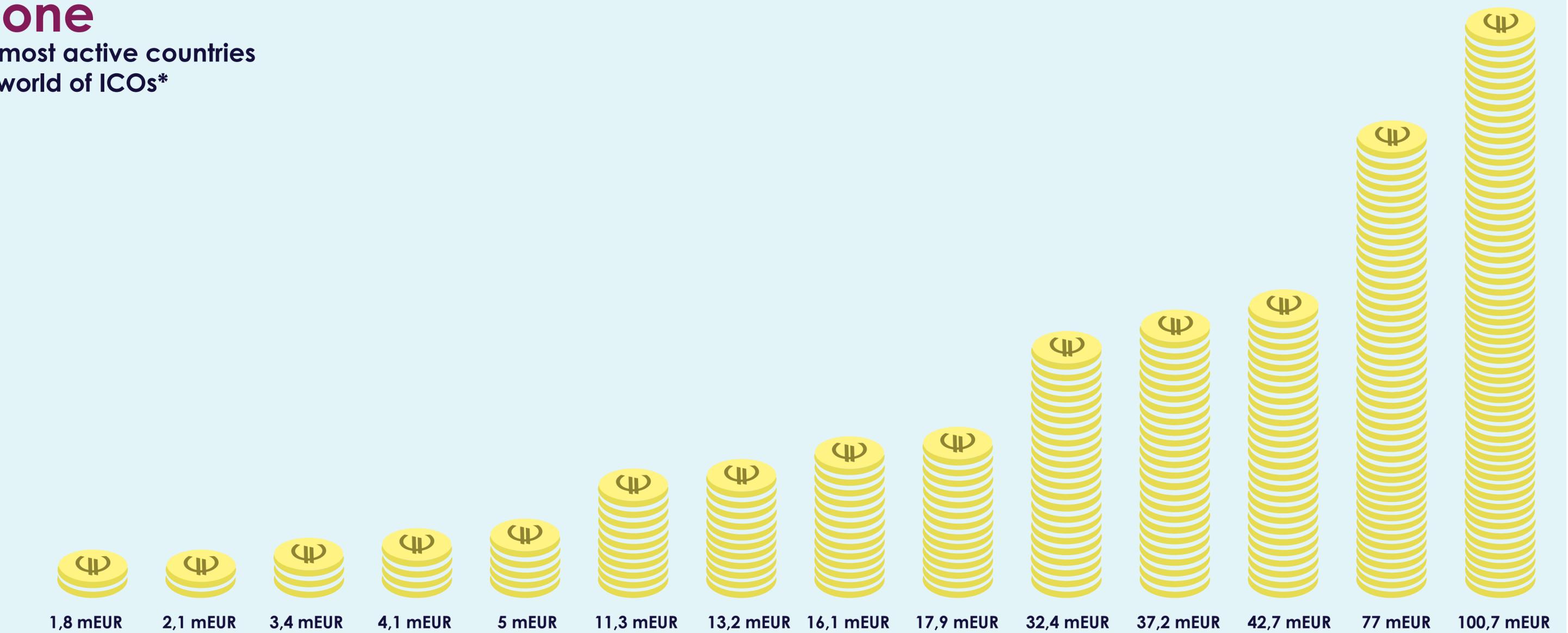
**Genus AI**  
**0,9 mEUR**  
Picus Capital  
& angels

# 02 The ecosystem's highlights

## ICOs

Lithuania has raised more than **365 + mEUR** and is **one** of the most active countries in the world of ICOs\*

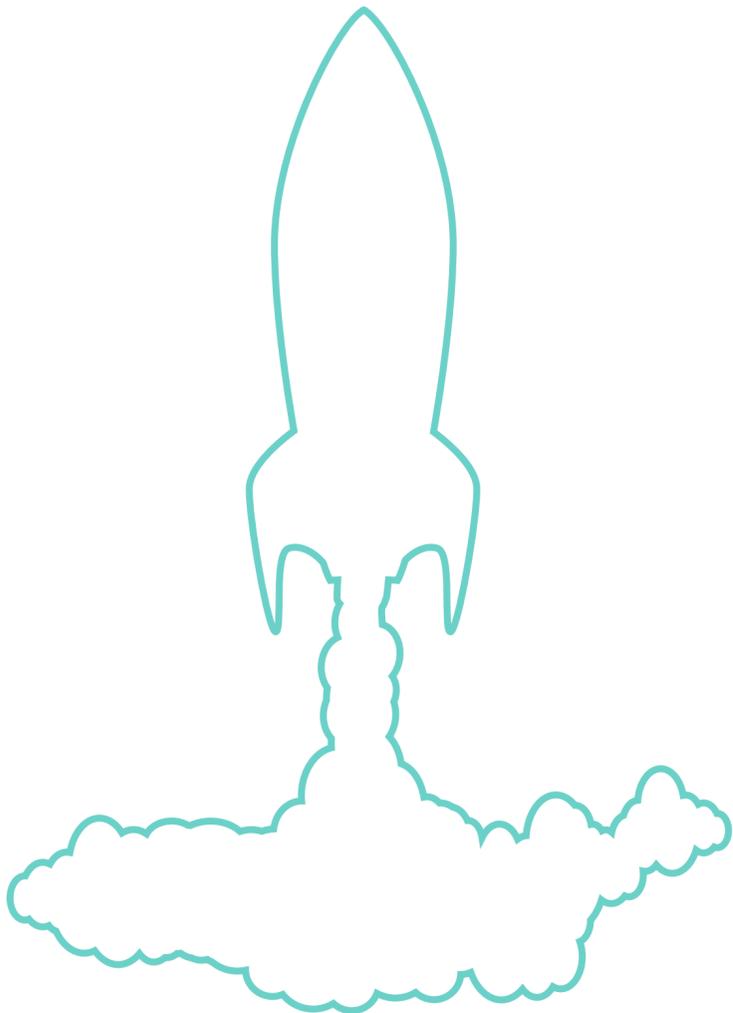
### ICOs RAISED mEur



\* based on January 2018 data. ETH=1000 US Dollars

# 02 The ecosystem's highlights

## RELOCATION



Some of the established startups:

Relocation assistance:



Hackathon

# 03 Startups

# 03 Startup STARS

## STARTUPS TO KEEP AN EYE ON



## 03 Startup

### #LT STARTUPS

AI, IoT, Telecom, Robotics, Security,  
Analytics, Hardware, CleanTech,  
Energy, AgriTech, Construction

# 03 Startup

## #LT STARTUPS

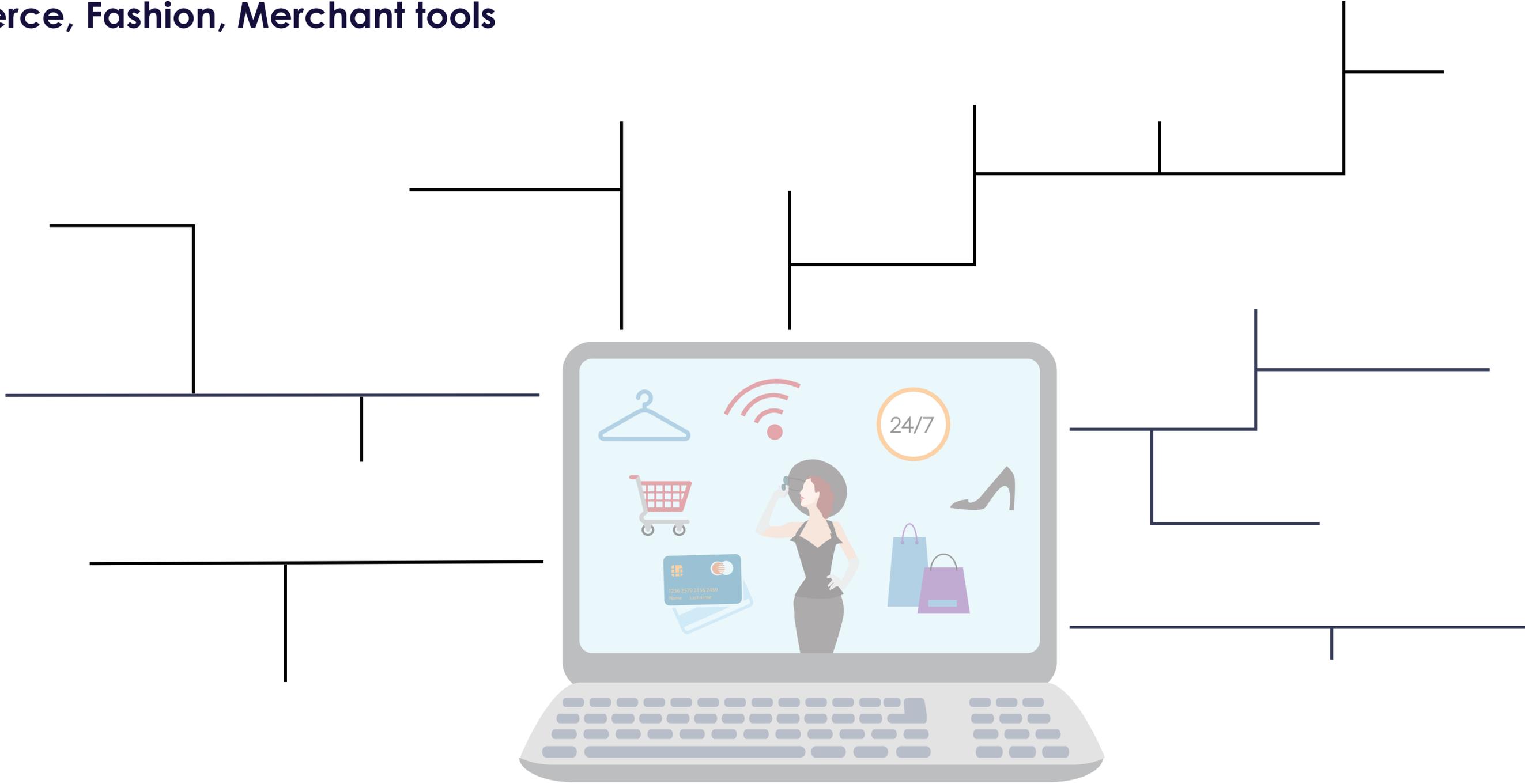
FinTech



# 03 Startup

## #LT STARTUPS

Commerce, Fashion, Merchant tools



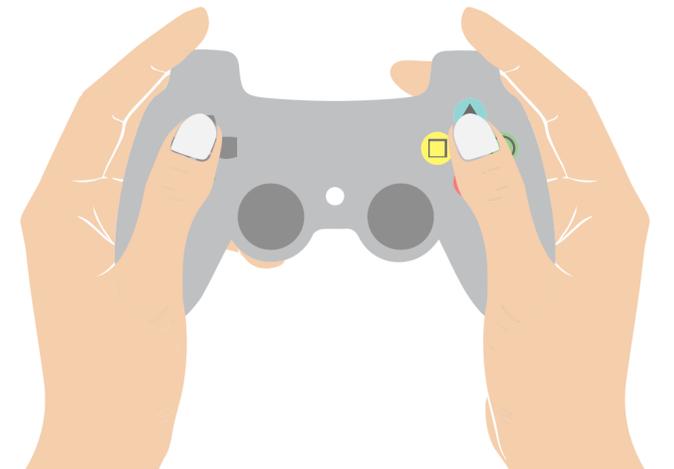
# 03 Startup

## #LT STARTUPS

Content, Marketing



Games



# 04 Resources for startups



# 04 Resources for startups

## STARTUP SANDBOXES

### Open Banking API sandbox by SwedBank Lithuania

*“Companies can try and test functionality of integrations, and on next stages can get access to live data and possibly special partner integrations.”*

**Swedbank**

### Open Banking API sandbox by SEB Baltics

*“Developers and companies can get live access to customer data to build applications and services in order to offer more convenient ways for customers to use financial services.”*

**SEB**

### LBChain – blockchain sandbox by the Lithuanian Bank to be launched in 2019.

*“The “LBChain” initiative will see the Bank of Lithuania set up a dedicated platform around the tech, through which companies can develop their services.”*

**Coindesk**

### RealBox by PropTech Baltics

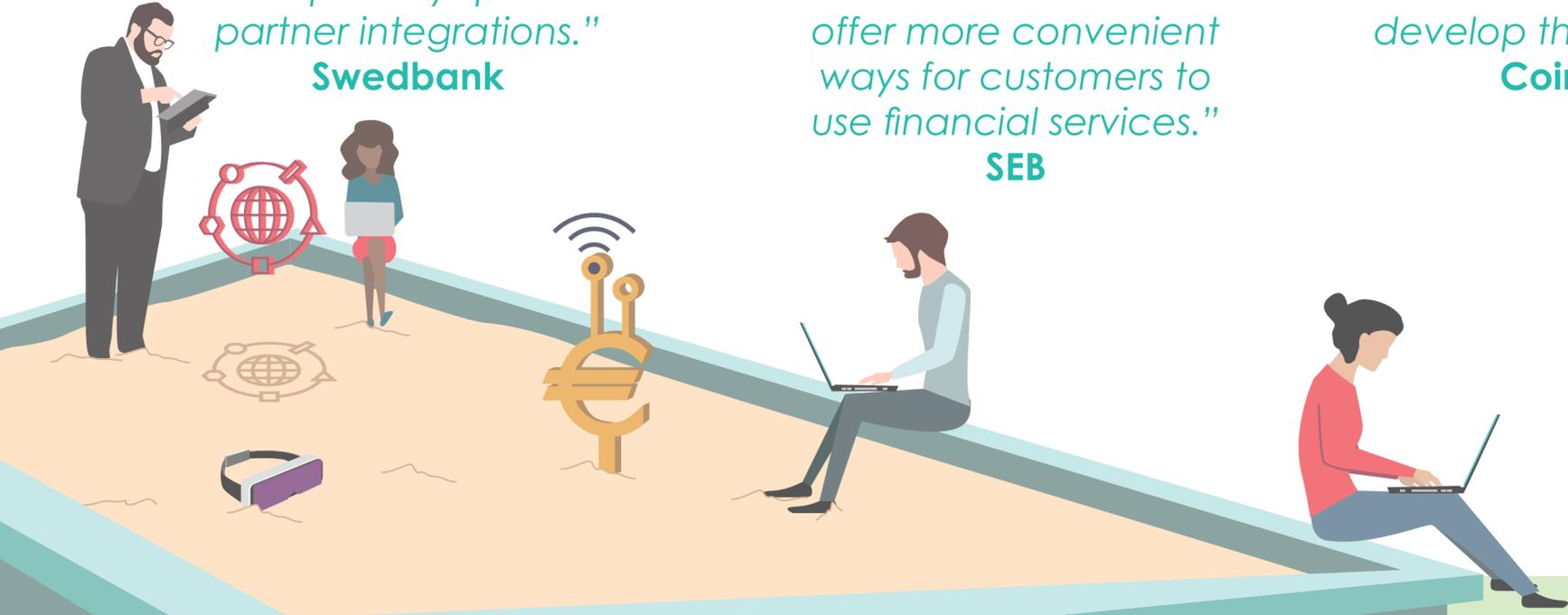
*“RealBox, the first PropTech sandbox in the world, aimed at companies worldwide and inviting them to test and pilot their projects in Lithuania.”*

**Emerging Europe**

### ESO Sandbox

*“You can test an innovative idea in real conditions - proven innovations will be considered to be implemented across the whole Lithuania.”*

**Lithuanian Operator of Energy Distribution**



# 04 Resources for startups

## ACCELERATORS

NEXTURY  
VENTURES

INCUBATORS



# 04 Resources for startups

## CO-WORKING SPACES & HUBS

### Vilnius Tech Park



Here you will find:

**60+**

organisations, ready to collaborate

**13**

showers to use after workouts or bike rides

**50+**

seats in an inspiring co-working space

**3**

event spaces

**250+**

seats in a conference centre

**1**

bar for alternative meal and chill out evenings

**31**

meeting rooms (2 for outside bookings)

**1**

bistro for coffee & lunch

**13**

terraces to catch a summer breeze

**1**

café for energy and networking

**24/7**

wifi access everywhere you go

# 04 Resources for startups

## CO-WORKING SPACES & HUBS

Spaces for those, who prefer not to work at home, need an inspiring environment and like-minded people around. The most desirable hub is Vilnius Tech Park, which people refer to as the Silicon Valley of the Baltics, accommodating nearly 800 innovative thinkers.

**VILNIUS**

**KLAIPEDA**

**KAUNAS**



# 04 Resources for startups

## GATHERINGS AND MEET-UPS



ANNUAL EVENTS



MEETUPS



FB GROUPS



## 04 Startup

# INFLUENCERS TO FOLLOW

Business Angels, Investors, Venture Capitalists

## 04 Startup

# INFLUENCERS TO FOLLOW

Entrepreneurs



**DAUMANTAS DVILINKAS**

TransferGo

## 04 Startup

# INFLUENCERS TO FOLLOW

Connectors, Mentors, Policy formers

# 05 Organisations of the ecosystem



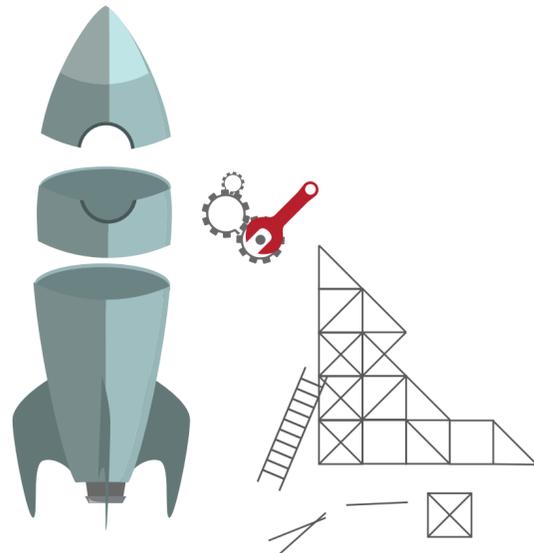
# 05 Organisations of the ecosystem

## STARTUPS' MATURITY DEFINITION

### Growth (Round B)

### Start-up (Round A)

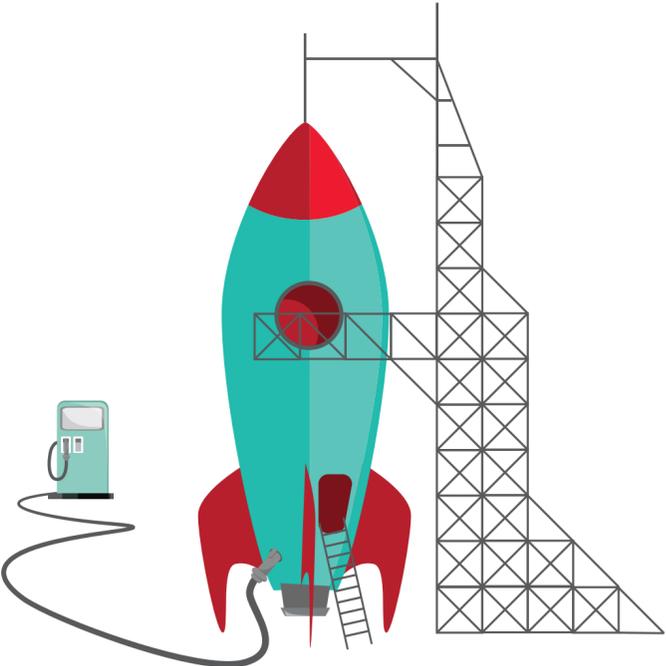
#### Seed



Early      Late

Initial business idea on why and how it would create value for a big enough target market.

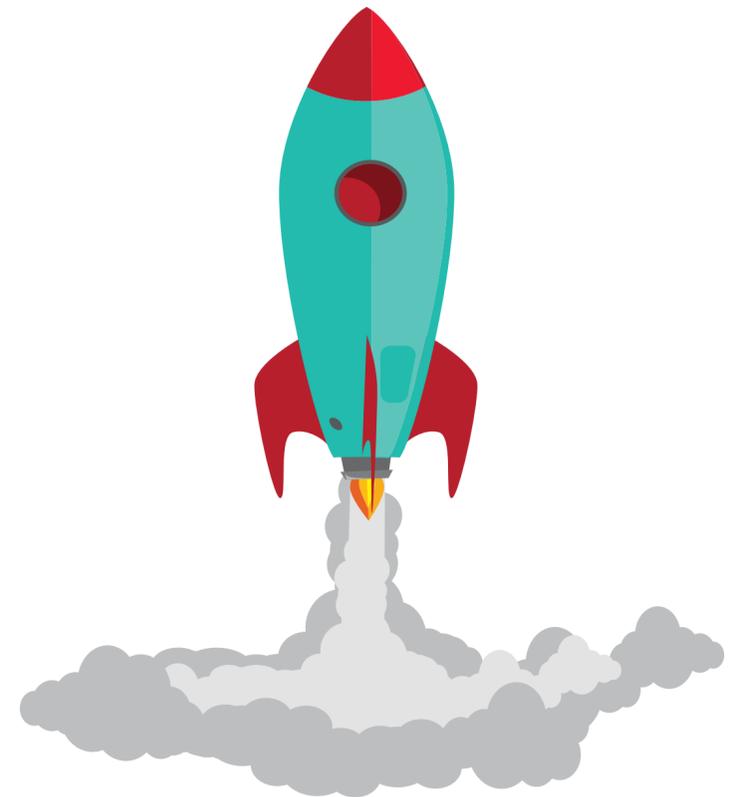
Two or three entrepreneurial core co-founders with complementary skills and a vision, initial strategy for a startup and key milestones defined for at least next 3 years.



Early      Late

Committed and balanced co-founding team able to develop MVP.

Iterating, validating assumptions until have validated solution to demonstrate initial user growth and/or revenue.



Early      Late

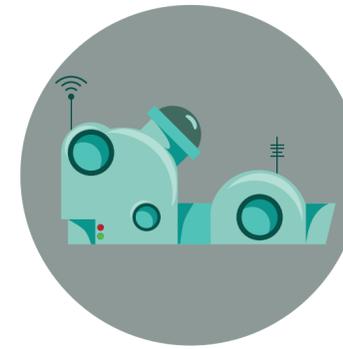
Focus on growth, showing KPI-based measurable growth in users, customer revenue growth and/or market traction in a big or fast-growing target market.

Achieved great growth, which can be expected to continue. Easily attracts financial and people resources.

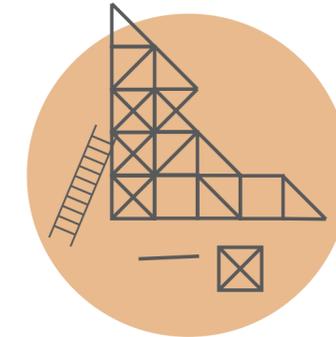
# 05 Organisations of the ecosystem

## LT STARTUP ECOSYSTEM'S ORGANISATIONS

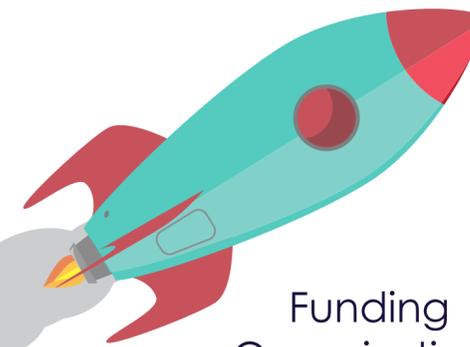
*A startup is like a rocket, which is being built by entrepreneurial people and influenced by many organisations one way or another.*



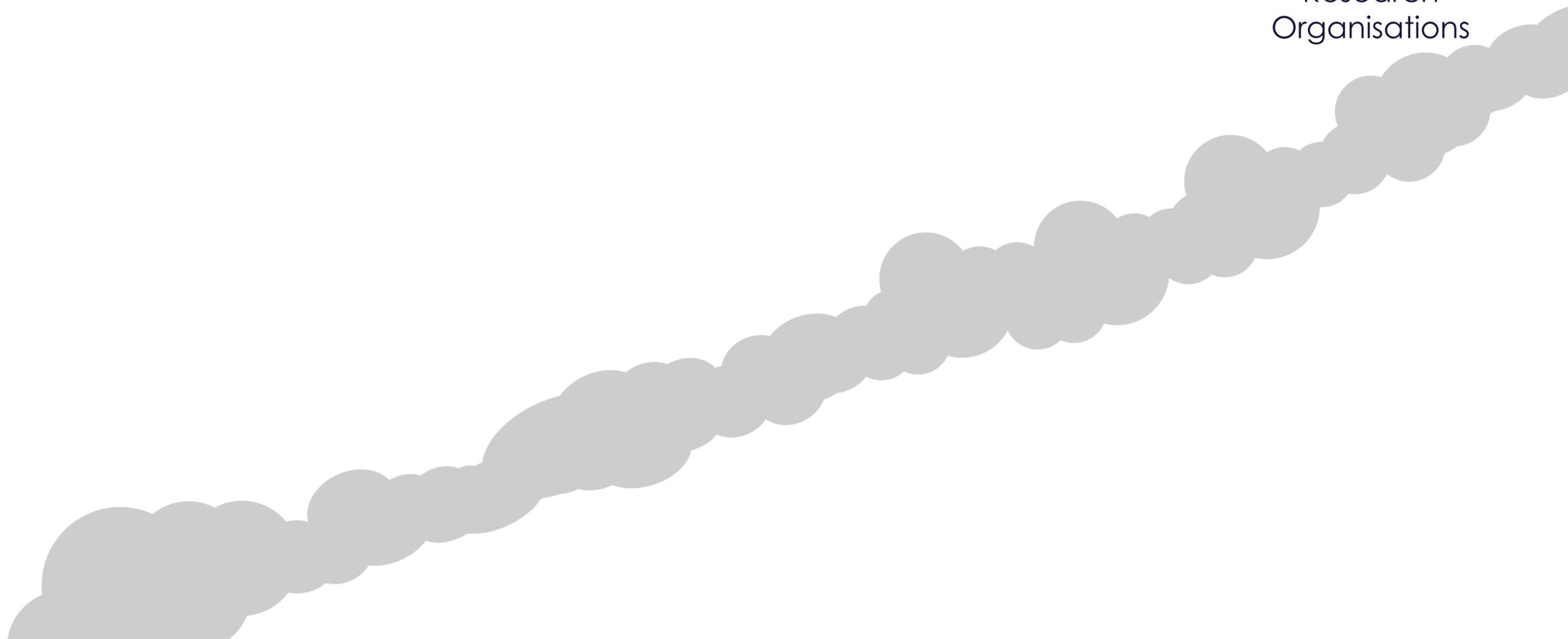
Research Organisations



Supporting Organisations



Funding Organisations



# 05 Organisations of the ecosystem

## SUPPORTING ORGANISATIONS



**SEED**



**STARTUP**



**GROWTH**

# 05 Organisations of the ecosystem

## FUNDING ORGANISATIONS

Equity financing

Non-dilutive financing



SEED



STARTUP



GROWTH

# 05 Organisations of the ecosystem

## FUNDS

EU structural funds or the national resources provide funding as means to stimulate innovations and SMEs' establishment. Total funds' allocation makes **~260 million Eur** available.

Funds partly funded by EU and the government	Size mEUR	SEED		STARTUP (Round A)		GROWTH (Round B)		
		Early	Late	Early	Late	Early	Late	
Karma Ventures	70,0	Karma Ventures						
BaltCap	40,8					BaltCap Growth Fund		
Open Circle Capital	20,1	Open Circle Capital LLP						
Kofinansavimas	24,0	Co-investment Fund						
Investments from 2018 Q4 (selected manager Iron Wolf Capital)	~15,5	Venture Capital Fund II						
Investments from 2018 Q2 (selected manager Strata and META team)	~10,2	Business Angels Co-Investment Fund						
Investments from 2018 Q4 (selected manager Practica Capital)	~50,0		Practica Venture Capital II					
Investments from 2018 Q4 (selected manager LitCapital)	~30,0				Development fund II			
<b>Private funds</b>								
Blue Lime Labs								
Startup Highway								
Circle Venture Capital								
Contrarian Ventures								
Nextury Ventures								
IMI.VC								
INVL TEchnology								

# 05 Organisations of the ecosystem

## RESEARCH ORGANISATIONS



**SEED**



**STARTUP**



**GROWTH**

**Eager to  
know more?**

