

LITHUANIA:

STARTUP ECOSYSTEM & ENTREPRENEURIAL ENVIRONMENT

POWERED BY:



IN PARTNERSHIP WITH:



AG ENDA

- 01 HOW LITHUANIA RANKS IN THE WORLD?
- 02 STARTUP ECOSYSTEM: FACTS AT A GLANCE
- 03 2014 IN REVIEW
- 04 INSTITUTIONS & FUNDS
- 05 CO-WORKING SPACES & HUBS
- 06 NETWORKING & EVENTS
- 07 #LTSTARTUPS
- 08 GAME DEV
- 09 INFLUENCERS TO FOLLOW
- 10 PERFORMANCE OF VC FUNDS
- 11 LEGAL ADVISOR
- 12 RELOCATION

01

HOW LITHUANIA RANKS IN THE WORLD?



**Europe's No. 1
in fibre-optic internet penetration**

FTTH Council Europe report



**Lithuania 1st globally for conditions
for Business Process Outsourcing**

A Cushman & Wakefield Publication



**EU leader in e-government services
and internet coverage**

Deutsche Welle



**Vilnius listed among the best 10
“smart cities” worldwide**

CNN

More information: <http://www.investlithuania.com/>, <http://www.startuplithuania.lt/>, <http://www.enterpriselithuania.com/>



02

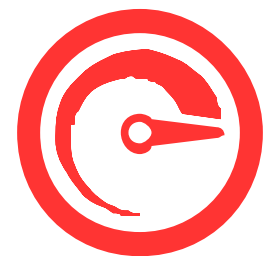
**STARTUP
ECOSYSTEM**

INFRASTRUCTURE



Leading broadband speed in the EU and top 7 globally

Ookla Net Index, 2014



Fastest public Wi-Fi in the world

Rotten Wifi tests, 2014



1st globally in fulfilling business needs for ICT

IMD World Competitiveness Yearbook, 2013

BUSINESS ENVIRONMENT

3 days

start up time for new businesses

Centre of Registers, 2014

11 th

place globally for ease of starting a business

Doing Business 2015, World Bank

15 th

globally in Index of Economic Freedom

Heritage Foundation

TAX COMPARISON	LT	RU	LV	EE	PL	CZ	UK	DE
Corporate profit tax	0 – 15%	20%	15%	21%*	19%	19%	21%	29,58%
VAT	21%	18%	21%	20%	23%	21%	20%	19%
Dividends (withholding tax)	0 – 15%	0 – 15%	0%	-	0 – 19%	0 – 35%	0%	0 – 25%
Personal income tax	15%	< 20%**	24%	21%	< 32%	15%	< 45%	< 45%
Social security tax	9% by employee	8,2% by employee	10,5% by employee	2% by employee	Total 35% employer and employee	2 – 12% by employee	2,16% by employee	20,48 by employee
	30,98% by employer	0 – 14,1% by employer	23,59% my employer	33% by employer		13,8% by employer	6,05% by employer	19,58% by employer

Source: <http://www.investlithuania.com/wp-content/uploads/2014/09/Tax-comparison1.pdf>

More information: <http://www.investlithuania.com/>, <http://www.startuplithuania.lt/>, <http://www.enterpriselithuania.com/>

TALENT POOL

1,5 million

labour force

7,150

IT students at 7 universities
and 14 colleges

26,000

experienced IT professionals
and 2,380 IT enterprises

Key competencies:

Java , Oracle, Microsoft (C#, C/C++,
Visual Basic, ASP), Web Based
(HTML, PHP, JavaScript, CSS, XML).

EDUCATION

1st in CEE

in University-Industry
collaboration in R&D

WEF Global Competitiveness Report, 2013-2014

Near 100%

proficiency in English among
young professionals

European Commission 2013

92%

of Lithuanians are able to
speak at least one foreign
language, mostly English,
Russian or Scandinavian

European Commission, Europeans and
Their Languages 2012

90.40%

of Lithuanians have a
secondary education

European Commission, 2013

50.50%

of Lithuanians have a higher
education

European Commission, 2013

50%

of Lithuanians are fluent at
least 2 foreign languages

European Commission, 2013

LIVING COSTS

4th

lowest profit taxes in the region

KPMG, 2014

1 of 5

least expensive cities in Europe

2014 Mercer Cost of Living Index

4x<

**Labor costs 4 times
lower than EU average**

Eurostat, 2013

COSTS

NYC = 100

52.44

Food

17.13

Rent

60.50

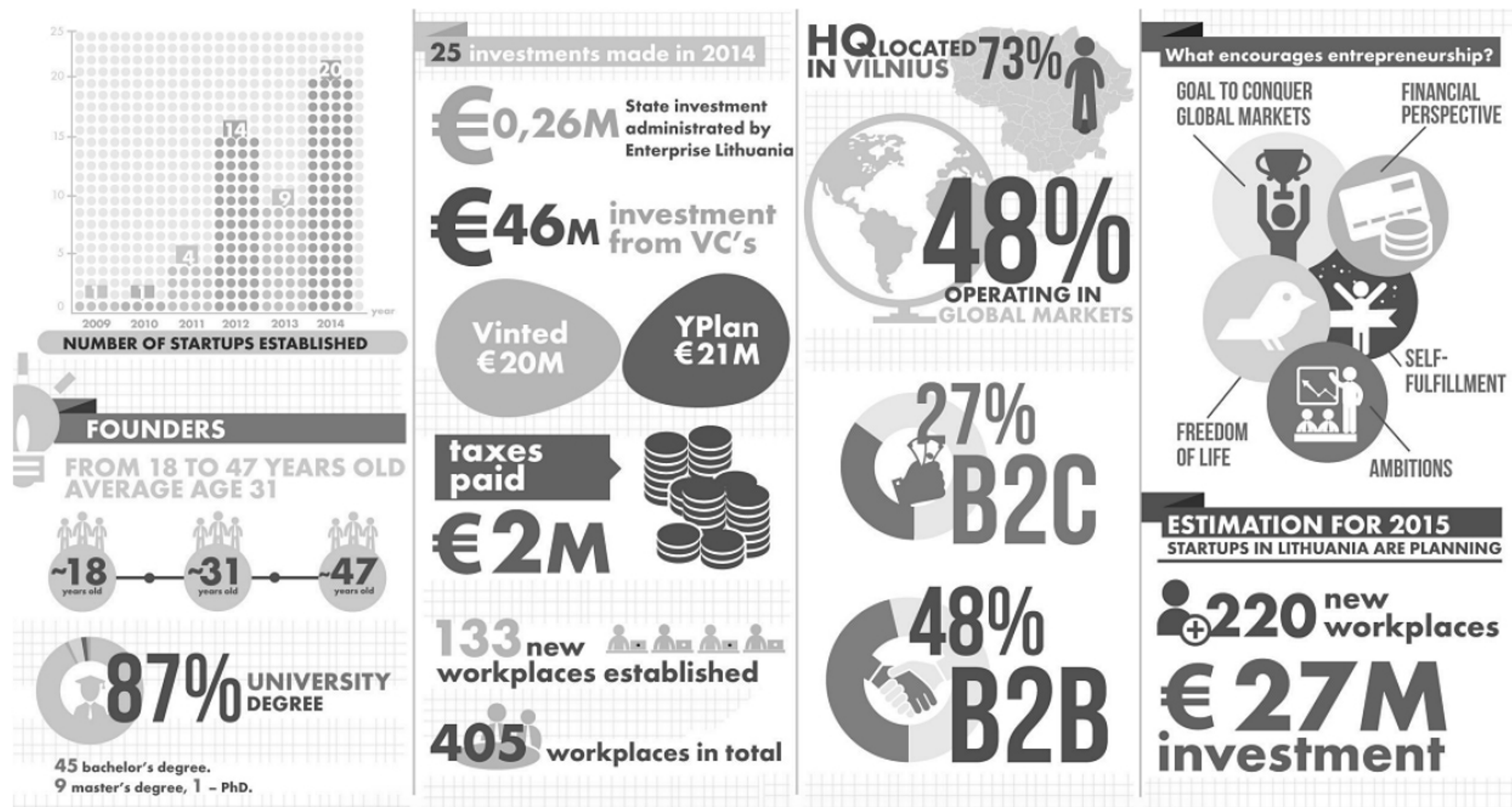
Consumer price index



03

2014 IN REVIEW

STARTUP ECOSYSTEM 2014





04

INSTITUTIONS & FUNDS

GOVERNMENT INSTITUTIONS



Fosters entrepreneurship, supports the export of Lithuanian companies and development of startups by facilitating partnerships, providing training and consultancy.

www.enterpriselithuania.com



Startup Lithuania is your one-stop shop for information about startups in Lithuania.

www.startuplithuania.lt



One-stop-shop & free-of-charge business consulting provider for export oriented foreign investors aiming to relocate or expand their business in Lithuania.

www.investlithuania.com



The agency for Science, Innovation and Technology helps to establish startup companies by providing financial support for research activities.

www.mita.lt

VENTURE CAPITAL FUNDS, ANGEL FUNDS, ACCELERATORS

JEREMIE PE/VC FUNDS

BALTCAP

 Practica Capital

LITCAPITAL

VERSLO ANGELŲ FONDAS I

PRIVATE FUNDS AND ACCELERATORS

LTk CAPITAL

NEXTURY
VENTURES

STARTUP.LT
We build startups

STARTUP
HIGHWAY

04 INSTITUTIONS & FUNDS

FOREIGN VC FUNDS INVESTED IN LITHUANIAN STARTUPS



More information: <http://www.startuplithuania.lt/>, <http://www.enterpriselithuania.com/>



05

COWORKING SPACES & HUBS

VILNIUS TECH PARK

900+ WORKPLACES
OPENING IN DECEMBER 2015

BEST PLACE FOR STARTUPS:
ALL IN ONE PLACE



HUBS & ORGANISATIONS

Lithuania offers more than enough space for everyone looking to find a creative working spot among likeminded entrepreneurs.



A black and white photograph of a modern interior space. On the left, a large, curved architectural element, possibly a staircase or a wall, is visible. On the right, a large window with a grid pattern allows natural light to enter the room. The floor is a smooth, light-colored surface. The overall atmosphere is clean and minimalist.

06

**NETWORKING
& EVENTS**

06 NETWORKING & EVENTS

COMMUNITIES, MEET-UPS, CONFERENCES

Lithuania aims to foster entrepreneurial mindset through more than 100 annual events, meet-ups, hackathons and workshops. The continuous development of creative initiatives and communities helps Lithuanian startup-scene thrive at a rapid speed.





07

#LTSTARTUPS

07 #LTSTARTUPS

MARKETING & ADVERTISING, AUDIO, MEDIA



GAMING, EDUCATION, HR



07 #LTSTARTUPS

ENTERPRISE, ANALYTICS, TRANSPORTATION



FINTECH & E-COMMERCE



07 #LTSTARTUPS

LIFE SCIENCE

BIOCEKA
ANTISENSE ANTIMICROBIALS

io integrated
optics

alovita
MULTIFUNCTIONAL CARE BED

R
R-NOX
SAFETY PRODUCTS

Biome
Science. People. Future

OTHER

Cheap Data

manodaktaras.lt

PlaceILive

**MOBILE
WORKER**

Llomas Valley

**Plate
Culture**

Synergy Cloud
Your smart assistant ▶

rewalon

deallink.biz

e

smash
TENNIS BOOKING

DRAGDIS

IQPolls

WellnessTravels
Medical Tourism in Europe

PROBIOSAN
LABORATORY

**ROTTEN
WiFi**

Sky Biometry
Cloud-based biometric services

IMPRESSPAGES

SD

obdm

Theshaker

**Site
PRO**

SEMSEYE

inLeagueAdmin **medvisit**

STARTUP STARS



Created in Lithuania, Pixelmator was recognised as the “Mac App of the Year 2011” and received an Apple Design Award the same year for outstanding design and innovation. It is the third best-selling app in Apple’s app store, with its latest update release amassing 500,000 downloads in just one week.



Vinted is a high-profile startup offering a secondhand marketplace. In 2013, Vinted raised a €5.2 million in a round led by Accel Partners to expand to new markets and further develop the product. In 2014, Vinted announced a €20 million investment led by Insight Venture Partners, its second round of institutional funding, which reportedly made it the “highest-valued startup in the Baltics”.



YPlan is the world’s first mobile-only event discovery and booking app. Created by Lithuanians and launched in London in 2012, YPlan has already been downloaded to over fifteen percent of London’s iPhones. The company has received \$14m in funding in its first year to support a global roll-out.



Trafi is a Public transport app designed to plan journeys using real time data, scientific algorithms and machine learning. It has closed a \$6.5 million Series A funding round led by Octopus Investments.



08

GAME DEV

GAME DEVELOPMENT COMPANIES

Lithuania boasts with 40
gaming studios





09

**INFLUENCERS
TO FOLLOW**

ENTREPRENEURS



Milda Mitkutė

Vinted



Aldas Kirvaitis

Metasite



Daumantas Dvilinskas

TransferGo



**Edmundas (Eddy)
Balčikonis**

TrackDuck



Mantas Mikuckas

Vinted



Martynas Nikolajevs

Veleza



Aurimas Bakas

Worapay



**Neringa
Kudarauskienė**

MoboFree



**Martynas
Gudonavičius**

TRAFI



Rytis Vitkauskas

YPlan

09 INFLUENCERS TO FOLLOW

BUSINESS ANGELS, VENTURE CAPITALISTS, INVESTORS



Antanas Danys

Equity United



Ilja Laurs

Nextury Ventures



Donatas Keras

Practica Capital



Darius Žakaitis

StartupHighway



Igor Matsanyuk

IMI.VC



Tadas Langaitis

In Spire Management



Kornelijus Celutka

BaltCap



Arvydas Strumskis

Verslo Angelu Fondas I



**Anatolijus
Faktorovičius**

Practica Capital



Marius Krikstopaitis

Internet projects

09 INFLUENCERS TO FOLLOW

CONNECTORS, MENTORS, LEGAL ADVISORS



Danielius Stasiulis

Silicon Vikings



Mindaugas Danys

Hub Vilnius



Dovydas Varkulevičius

Enterprise Lithuania



Jonas Gavelis

StartupHighway



Martynas Matekonis

StartupHighway



**Rimantė
Ribačiauskaitė**

Enterprise Lithuania



Alina Bezuglova

Pitchswag



Rokas Tamošiūnas

StartupHighway



Vladas Lašas

Elinta



Živilė Baubonienė

BZN start



Linas Sabaliauskas

TRINITI



Vilija Viešūnaitė

TRINITI



10

PERFORMANCE OF VC FUNDS

10 PERFORMANCE OF VC FUNDS

LITHUANIAN PRIVATE EQUITY AND VENTURE CAPITAL FUND PERFORMANCE (JEREMIE FUNDS)

€80 m

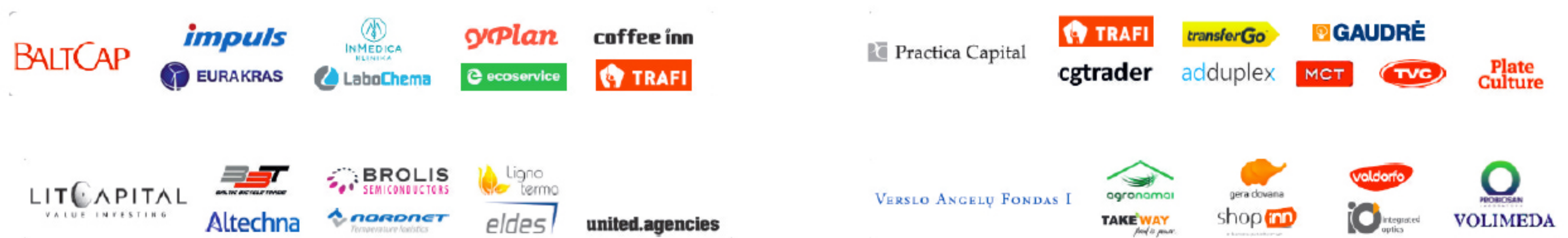
In total VC funding are available to Lithuanian SMEs since 2010

75

Number of investments since 2010

€40.3 m

Disbursed to LT SMEs since 2010



7 REASONS WHY LITHUANIA IS ATTRACTIVE FOR START-UP INVESTMENT TRANSACTIONS

1.

ADVANCED REGULATION BASED ON EU LAW AND FAST IMPROVING BUSINESS LEGAL ENVIRONMENT

Local government continues to actively work on improving the business legal environment. A new social model is being discussed in Lithuania - it would liberalize labour market making it more investors and entrepreneurs friendly.

3.

EASE OF STARTING AND DEVELOPING BUSINESS

A company in Lithuania can be established in approximately 3 days for less than 58 EUR and with minimum required authorized capital of just 2,500 EUR. Lithuania is also ranked as No 1 for Trading across borders in Europe and Central Asia region.

2.

INVESTORS' PROTECTION AND CORPORATE GOVERNANCE

Lithuania stands out in the area of the protection of investors' rights in the Baltics. The enforcement of the contracts in courts and arbitrations, including availability of a fair hearing in Lithuania is ranked No 2 in Europe.¹

4.

LAW TAXATION FOR SMALL COMPANIES

Small enterprises with an annual income not exceeding 300,000 EUR and an average number of employees not exceeding 10 are subject to just a 5% profit tax rate.

BROUGHT TO YOU BY:



7 REASONS WHY LITHUANIA IS ATTRACTIVE FOR START-UP INVESTMENT TRANSACTIONS

5.

ATTRACTIVE TAXATION FOR RESEARCH AND DEVELOPMENT

Lithuania offers a triple deduction of R&D costs: the amount deducted from the company's annual profit equals to 300% of R&D costs for the tax period during which they were incurred. Furthermore, super-accelerated depreciation is applicable for the fixed assets used in carrying out the R&D.

7.

TRANSPARENCY OF BUSINESS ENVIRONMENT

The transparency of the ownership and titles to various assets is being guaranteed by the Lithuanian registry system, which includes Register of Enterprises, Register of Real Estate and other institutions, which collect, store and provide the relevant data upon request.

6.

PERHAPS THE FASTEST COMMERCIAL LITIGATION PROCESS

On average, it will take just 3 months to resolve a commercial case in Lithuania (while, for example, in Sweden, Germany or Denmark it takes half a year). Therefore, Lithuania is No 2 in the EU by briefness of the legal proceedings needed to resolve a case.²

TRINITY VENTURE CAPITAL PRACTICE IN THE BALTIC STATES IN BRIEF:

10	Number of lawyers assisting in start-up investment transactions.
>60	Number of advised start-ups within the last 3 years.
>10	Number of advised VC funds within the last 3 years.
>40 MEUR	Value of the start-up investment transactions handled.

BROUGHT TO YOU BY:





12

RELOCATION

12 RELOCATION

RELOCATION OPTIONS

EU BLUE CARD

a special residence and work permit for high-skilled professionals, which extends to immediate family members.

OTHER RELOCATION OPTIONS

such as residence permits based on intra-group employee posting, regular work permits, management & investment based residence permits etc.

“Clear rules for communication with governmental institutions, and the multicultural nature of Vilnius helps us to integrate and makes us immediately feel at home.”

Igor Matsanyuk

Chairman of Game Insight

More information: <http://www.sorainen.com/>, <http://startuphighway.com/>, <http://www.investlithuania.com/>

RELOCATED STARTUPS



ORGANISATIONS ASSISTING IN RELOCATION MATTERS



ANY QUESTIONS?

PLEASE CONTACT
TEAM@STARTUPHIGHWAY.COM

POWERED BY:



IN PARTNERSHIP WITH:

