

# DIVE INTO DEEP TECH STARTUP ECOSYSTEMS

Denmark, Estonia, Lithuania, Poland, Spain

**SCALE ▲ UP**  
CHAMPIONS

**Welcome to the future of deeptech in Europe.  
We have created an extensive overview of  
high quality resources available to you as a  
founder, investor or corporate company  
looking at expanding your business into the  
Danish, Estonian, Lithuanian, Polish and  
Spanish startup scene.**

**We are here to serve you.**

**SCALE-UP**  
CHAMPIONS

**Powered by**



# INDEX

<b>DENMARK</b>	4
<b>ESTONIA</b>	33
<b>LITHUANIA</b>	58
<b>POLAND</b>	82
<b>SPAIN</b>	109





# DENMARK

Denmark offers exceptional ease of doing business and a vibrant startup community in one of the world's most innovative and digitalised countries.

Apart from being a stronghold of biotech and life science, Denmark strives to become a living laboratory for experimenting with smart technologies to address challenges posed by urbanisation and climate change. This comes with a particular focus on data-driven smart solutions, and manifests itself in a number of tech R&D investment, and testing facilities.

Copenhagen offers opportunities for corporate collaboration and investment as well as the possibility to collaborate with the public sector in Denmark. The high taxes in this country goes hand in hand with high living standards and expensive living.



# Ecosystem Strengths

---

Denmark is a world leader in smart cities and cleantech and also makes up half of Medicon Valley, the Danish/Swedish cluster for life science and medtech. Denmark has a very strong publicly funded support system for startups, and entrepreneurs relocating to Denmark will find plenty of opportunities for sparring and business opportunities within these sectors.

Denmark is highly digitalised with a well-functioning government and a public sector that is ranked the least corrupt in the world. This high level of trust permeates the Danish culture as Danes generally trust each other, authorities and business partners. This makes doing business in Denmark a straightforward and hassle-free affair.

## Culture

---

Danes are notoriously direct and do not waste time on small talk. They will ask critical questions and get straight to the point – if they are not the right fit for your business, they are not going to wait an hour to tell you so.

Danes take pride in a flat workplace hierarchy, a high level of decision-making autonomy, and a human-centred work-life balance.

## Establishment

---

Denmark is one of the most digitalized countries in the world, and you can register a company online in literal minutes. Denmark is above the EU average on Ease of doing business, and we have a great publicly sponsored support system to help you getting your business established in Denmark.

## Knowledge Collaboration

---

Denmark has a great number of highly skilled scientific experts and very attractive research systems, with many international doctorates and highly cited scientific co-publications. Denmark is an innovation leader, with high public and private R&D spending and strong tradition for collaboration across sectors and partners.

# Customer and Market Insights

---

The Danish population in general has a high level of digitalisation and high level of English proficiency, making it ready adopters of online solutions. In addition, the green transformation is a hot topic on the political agenda, and a sustainability angle will often be a strong selling point.

## Investment Landscape

---

Despite the taxes necessary to support the social welfare state, Denmark comes in 7th in the world on the most inviting countries for capital investment. and there is a number of Danish business angels and venture funds that are focusing specifically on deeptech and biotech.

## Kaffe Bueno

---

Alejandro came from Colombia to Denmark almost six years ago to start his company, Kaffe Bueno, along with co-founders Juan and Camilo.

Kaffe Bueno started as a university project during the trio's studies in business in London, and they later moved to Denmark to to start the business.

Kaffe Bueno upcycles coffee grounds into ingredients for use in the cosmetics, nutraceuticals, and food & beverage industries. There is an ongoing global transition towards natural ingredients, phasing out synthetics and petrochemicals, and Kaffe Bueno is able to provide different solutions to replace those types of artificial ingredients with naturals without compromising on performance.

Kaffe Bueno chose to come to Denmark both because the Danes' consumption of coffee per capita is among the highest in the world, but also because Denmark is a biotech hub that offers a lot of government support towards green business models and because of the advanced recycling infrastructure.

# STRENGTHS IN INNOVATION

**Biotech, Maritime,  
Healthtech, Green energy,  
Urban Mobility, Design,  
Fintech, Cleantech.**



# CONTENT

## WHERE TO SIT

Blox Hub  
Founders House  
Future Box  
Green Tech Center  
Inqvation  
Matrikel1  
Odense Robotics Startup Hub  
SoHo  
Symbion  
Talent Garden Rainmaking

## ACCELERATED AND INCUBATED

Accelerace  
Bio Innovation Institute  
Alfa Laval Innovation House  
Copenhagen Fintech  
Danish Tech Challenge  
Deep Tech Alliance  
DTU Skylab  
Go Grow  
Scale-Up Denmark  
URBANTECH

## FUNDING

Accelerace Invest  
ByFounders  
DanBan  
Innovationsfonden  
Keystones  
North East Ventures  
Northcap Ventures  
Seed Capital  
Sunstone  
VF Venture

## ACTIVITIES AND EVENTS

High Tech Summit  
Science and Cocktails  
TechBBQ

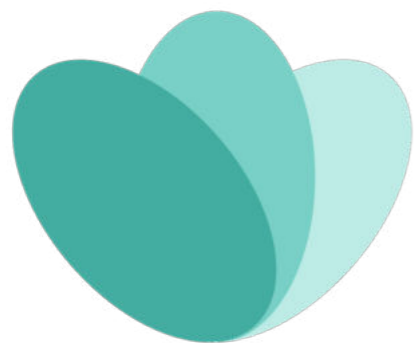
## RESOURCES

Bootstrapping  
Danish Association of Research and Technology Organisations  
Hey Funding  
Techsavvy  
The Hub

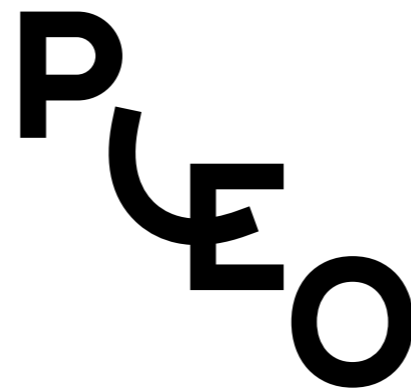
## SUPPORTERS

Connect Denmark  
Copenhagen Capital  
Copenhagen Business Hub  
Danish Design Center  
Innovation Center Denmark  
Startup Denmark

# WELLKNOWN STARTUPS



Too Good To Go



Labster





# STARTING A COMPANY



Photo: Wall of opportunities, DTU Skylab

When looking for people to grow and develop your business, you will be holding a pretty good hand in Denmark.

The level of education is very high, everyone speaks perfect English, the pool of tech talent is extremely deep and, more importantly, it is available and eager to work at startups. Denmark ranks top in terms of university-industry cooperation and offers Scandinavia's most knowledge-intensive research and business environment.

If you are a tech startup, you will find many highly qualified people for jobs in both management and engineering, owing to for example the Technical University of Denmark (DTU), which is one of the learning engineering institutions in Europe, and Copenhagen Business School, which is one of Europe's largest business schools.

The tight startup community and super high level of trust make it easy to connect and share experiences with everybody in the community.



**WHERE TO SIT**



## BLOXHUB

*Copenhagen* BLOXHUB is the Nordic Hub for sustainable urbanization. Join their ecosystem of companies, organizations, scientists and cities and help make our cities better.

They live in a 9.000 m<sup>2</sup> co-working space in two neighbour buildings in the heart of Copenhagen with approx. 120 member companies / 700 people.

FB- [bloxhub](#) [bloxhub.org](#) [mki@bloxhub.org](mailto:mki@bloxhub.org)

## NIRAS GREEN TECH HUB

*Allerød* NIRAS Green Tech Hub is the innovation hub of the multi-disciplinary green engineering consultancy NIRAS, offering 5000m<sup>2</sup> of cool and funky office space, storage and production facilities.

NIRAS Green Tech Hub is the place where startups, innovative ideas and green engineering specialists meet. Apart from a peer network of fellow entrepreneurs, residents also get access the best engineers specialised in sustainability within different industries such as food, beverage, building, energy, infrastructure etc. The co-development and collaboration between startups and NIRAS' many experts will be the fast track to grow ideas and innovations.

[sbec@niras.dk](mailto:sbec@niras.dk)  
[nirasgreentechhub.dk](http://nirasgreentechhub.dk)

## FUTUREBOX

*Copenhagen* Are you a hardware or deep tech startup? Do you want to excel your business? Then the Futurebox incubator is just the place for you.

At DTU Science Park, you find Denmark's largest and leading deep tech community. Deep tech is characterized by lengthy time-to-market, high capital intensity and technology risk and complexity.

The objective of the incubation program is to help you as a deep tech startup identify and develop a scalable business model.

[Linkedin-dtu-science-park](#) [dtusciencepark.com](http://dtusciencepark.com)

## GREEN TECH CENTER

*Vejle* Green Tech Center is a triple helix innovation playground where dedicated green companies, authorities, research and educational institutions cooperating on development and marketing of new products and concepts.

Their team of consultants can advise and spar with you in the following areas: Green Start Up, Energy Check & Optimization, Innovation & Business Development, Seed & Venture Capital, Internationalization & Export, Competence & Employee Development, Inventor Counselling, Design & Product Development, Network.

FB- [greentechcenter](#) [greentechcenter.dk](http://greentechcenter.dk)  
[dbc@greentechcenter.dk](mailto:dbc@greentechcenter.dk)

# INQVATION

**Taastrup** They back start-ups when being sure that their operational skill set, experience and network will bring an original vision to life.

They don't pick and choose specific industries, but invest wholeheartedly in teams that believe in the change they bring.

Their ecosystem of competencies gives entrepreneurs the courage, the strength and the stamina to create stuff that makes people fitter, or happier or more productive.

[FB-inqvation](#) [Linkedin-inqvation](#) [inqvation.dk](#)

# MATRIKEL1

**Copenhagen** Matrikel1, part of The Creators Community, is an innovation hub that gathers individuals with an entrepreneurial mindset.

It is the largest creators' community in the Nordics, with 1,300 members and 300 companies. Notable companies include Kahoot!, Spotify, Vivino, Snapchat, Douchebags, Realm, Index Ventures, Northzone, Creandum.

Both MESH (2015) and Founders House (2017) have been awarded Best Coworking Space in the Nordics. The Creators Community run all their sites without any governmental funding.

[Linkedin-matrikel1](#) [matrikel1.com](#)

# ODENSE ROBOTICS STARTUP HUB

**Odense** You and your company will have access to a coworking space and a community whose primary goal is to create an optimal environment for startups and entrepreneurs, which we do, among others, by reinvesting profits in new initiatives that benefit entrepreneurs and startups.

We offer you and your business a focused network and a present and accessible community that develops new ideas, provides new knowledge, and forges new relationships within selected industries, and where the right people are brought together across the likes of entrepreneurs, universities, corporates, clusters, etc.

[Linkedin-odense-robotics](#) [odenserobotics.dk](#)

## SOHO

Copenhagen

In the heart of the Meat Packing District in Copenhagen, Soho offers all the benefits from a co-working space.

Here you'll find the option of privacy within your own office. Great for companies who need a private space but also seek all the perks of a large community. They also have more than 15 different and uniquely themed meeting rooms, ranging from 4-80 people.

Book the one that suits your purpose, whether you need to sign a contract, break the ice or let the inspiration flow.

[soho.dk](http://soho.dk) [info@soho.dk](mailto:info@soho.dk)

## SYMBION

Copenhagen

You and your company will have access to a coworking space and a community whose primary goal is to create an optimal environment for startups and entrepreneurs, which we do, among others, by reinvesting profits in new initiatives that benefit entrepreneurs and start-ups.

We offer you and your business a focused network and a present and accessible community that develops new ideas, provides new knowledge, and forges new relationships within selected industries, and where the right people are brought together across the likes of entrepreneurs, universities, corporates, clusters, etc.

[FB-symbiondk](https://www.facebook.com/symbiondk) [symbion.dk](http://symbion.dk) [info@symbion.dk](mailto:info@symbion.dk)

## TALENT GARDEN RAINMAKING

Copenhagen

Located in the Holmen neighbourhood by Copenhagen's waters, Talent Garden Rainmaking host more than 300 entrepreneurs who work across three floors.

Talent Garden offers a combination of creative coworking campuses, an internal educational institution and industry-driven events to connect tech talents. Their mission is to create local, vibrant, globally connected campuses that empower digital and tech communities. They host over 4,500 innovators inside the network of campuses across Europe.

These campuses are a base for ideas and collaborations to thrive among our community of startups, agencies, corporate labs, freelancers, investors, media companies and students, who are all united by a like-minded vision for digital innovation.

[FB-talentgardenrainmaking](https://www.facebook.com/talentgardenrainmaking) [talentgarden.org](http://talentgarden.org)



Photo: Odense Robotics



Photo: FutureBox





**WHERE TO GET**

**ACCELERATED**

**AND INCUBATED**

# ACCELERACE

**Copenhagen** Join a multi time winner as best accelerator in Denmark and the Nordics to get ahead of your competitors. We offer training, networking and mentoring with industry-leading corporations.

What you get: Extensive one-on-one training from the industry's brightest minds, Access to market through our Corporate Startup Engagement, Exclusive mentoring from serial entrepreneurs, VCs and corporate innovators, Exclusive Founders Pack with tools from Amazon, Microsoft, Hubspot etc., access to funding through investor programs and leading investors.

[Fb-acceleratedk](#) [accelerace.io](#)

# BIOINNOVATION INSTITUTE

**Copenhagen** BioInnovation Institute (BII) supports entrepreneurial researchers and early-stage life science start-ups with up to 10M DKK in founder-friendly funding opportunities, business acceleration and incubation programs.

The Creation House program provides funding of up to 10M DKK. As part of the program, your start-up team will relocate to BII in Copenhagen and work intensively towards the primary objective of bringing the project to a stage to attract funding. They have visited and sought inspiration from internationally-renowned accelerators, incubators and translation hubs around the world. We have created what we believe will become a beacon of translational research.

[FB- BioInnovationInstitute](#)  
[bioinnovationinstitute.com](#) [mve@novo.dk](#)

# ALFA LAVAL INNOVATION HOUSE

**Søborg** Alfa Laval interacts with startups, and accelerates the creation of new business ideas through knowledge sharing and partnerships.

The purpose of Alfa Laval Innovation House, Copenhagen is to control the development direction in relation to two lighthouses: Digitization and sustainability. In doing so, we live up to our overall vision of creating better everyday conditions for people.

Alfa Laval is focused on saving energy and protecting the environment by optimizing our own and our customers' use of nature's resources. We are the world leader in three key technologies: heat transfer, separation and fluid handling. With more than 2,500 patents, we provide global solutions in areas that are vital to society today and in the future.

[alfalaval.dk](#)

## COPENHAGEN FINTECH

*Copenhagen* They are put in the world to help the fintech community grow. By becoming a startup member of Copenhagen Fintech, they we will work with you to realize your dreams of building a value providing company to be remembered, done through their own expertise and unmatched network.

You can get an office in the co-working space already housing 50 fintech startups, join one of their partnership programmes, get individual matching with mentors from established entrepreneurs, investors and executives or join their connect programme where you will receive help from legal and financial counselors, PR professionals and access to investor network.

[copenhagenfintech.dk](http://copenhagenfintech.dk) [mts@copenhagenfintech.dk](mailto:mts@copenhagenfintech.dk)

## DANISH CHALLENGE

*Kongens Lyngby* Their main purpose in Danish Tech Challenge is to help hardware startups accelerate. They work with 20 startups every year. Most are in the B2B space, most are working to find product-market-fit and most are quite early-stage.

One of the 20 companies participating in Danish Tech Challenge will win 500,000 DKK. At the end of the program, 10-12 companies will enter into a semi-final, and six of these will move on to the final. These six companies will pitch at an Award Show in front of more than 250 guests.

Help from all our partners with anything you need  
A chance to pitch to investors, find new team members, advisory board members or anything else you'll need to improve your company.

[Linkedin-danish-tech-challenge](https://www.linkedin.com/company/danish-tech-challenge) [dtusciencepark.com](http://dtusciencepark.com)

## DEEP TECH ALLIANCE

*Kongens Lyngby* DeepTech Alliance is an International initiative to connect the best deep tech incubators and accelerators in an alliance to create an International collaboration and innovation platform for deep tech startups. The aim of the DeepTech Alliance is to increase the likelihood that deep tech startups with high growth potential and international ambition are supported in the best possible way.

They will facilitate that the deep tech startups will get access to better and more dedicated programs, easier market access and market validation, the right funding, and help at the right time.

[deeptechalliance.org](http://deeptechalliance.org)

## DTU SKYLAB

*Kongens Lyngby* DTU Skylab encompasses a complete ecosystem for helping startups with everything from developing their early stage idea to scaling their business with a product ready to market and beyond.

Their programmes and services provide access to corporate partners, business coaching from their advisors, expert-assisted prototyping and access to soft funding through our funding programme. They have an incubator space for startups who wish to develop their business in collaboration with the community. They match state of the art technology and science with an ambitious and open community, where students, researchers and corporate partners meet to exchange knowledge and develop visionary solutions for real world challenges. Also free access to the many different workshops e.g. wood, metal, biolab and foodlab.

[Fb-dtuskylab](https://www.facebook.com/dtuskylab) [skylab.dtu.dk](http://skylab.dtu.dk) [sopbe@dtu.dk](mailto:sopbe@dtu.dk)





Photo: DTU Science Park Lab

**“ I'm a strong advocate for building a startup in Denmark. We have everything needed, and perhaps even more.**

-Stine Mølgaard Sørensen  
Co-founder & COO  
Radiobotics ApS



## GO GROW

*Copenhagen* Go Grow is a business oriented accelerator program at Copenhagen School of Entrepreneurship, located at Copenhagen Business School.

Scale your startup with help from our mentors, investment/pitching workshops and free office space. Grow your company with the accelerator programme at CSE at Copenhagen Business School.

FB- GoGrow [go-grow.dk](http://go-grow.dk)

## SCALE-UP DENMARK

*Across Denmark* Scale-Up Denmark offers a wide variety of business fields, which all have the potential to foster accelerated growth among businesses.

The aim is to establish an elite of high growth companies in Denmark. Scale-Up Denmark is inspired by the world's best ecosystems for business growth, and will: attract high performing enterprises – Danish and international, provide access to seed capital and venture capital, engage market leading firms from the regional eco system, involve leading universities, research institutions and science parks, provide easy access to the services of the entire Danish business support system.

FB- scale-up-denmark [scale-updenmark.com](http://scale-updenmark.com)

## URBANTECH

*Copenhagen* Non-equity, pilot-focused innovation program hosted in Denmark for startups that are using technology to accelerate the development of sustainable cities.

30 startups from all over the world participate in a screening process to select the 10 startups being selected for the acceleration programme developing their urban technology related product/service.

FB- Urbantech [urbantechprogram.io](http://urbantechprogram.io)



**WHERE TO GET**

**FUNDING**

**“ You need to be asking yourself the question: Why do we want to scale? Then the pieces for the puzzle of how, when and where will come together.**

-Sophie Bech,  
Business Developer in DTU Skylab



*Photo: Experiment Exposition at Roskilde Festival*

## ACCELERACE INVEST

Copenhagen

From Coinify, Conferize to Reapplix and MonTa Biosciences – they've been on their journey and have seen it all.

Gust and Fundacity have recognized them twice as the most active seed investor in Europe and in the Top 10 globally. The reason for this, they believe, is because they do the very best to get to know their teams and how they work, prioritize, adapt and execute.

Their investment activities are an extension of the accelerator programs – they only invest in startup companies that participate in their program. Since 2012, we have made 67 pre-seed investments in startups.

[accelerace.io](http://accelerace.io)

## BYFOUNDERS

Copenhagen

byFounders is an early stage venture fund actively investing in tech startups across the Nordics and Baltics.

Made up of some of the region's most accomplished entrepreneurs, the byFounders Collective invests and supports the next generation of globally ambitious founders. Venture Capital and Private Equity For founders,byFounders.

[byfounders.vc](http://byfounders.vc)

## DANBAN

Copenhagen

A national, not-for-profit network improving the possibilities for private investors to invest in potential growth companies and game-changing startups.

Activity highlights: 180 Angel members, 192 Startup Deals, 22 Invested (M€) Angel investor member requirements and membership application process Investor members should have 400k euros in liquid investment capacity.

The board approves membership applications submitted through website. Approximate yearly startup deal flow and investment sum made by members. 192 start-up investments made in 2016 worth 22 million euro.

FB- DanBAN.orgH [danban.org](http://danban.org)

## INNOVATIONSFONDEN

Copenhagen

Eventthough this is primarily a nationally focused offer, they have several international funding options. And work not only by softfunding, but are well renowend as innovative players and trusted advisors amongst danish businesses.

[innovationsfonden.dk](http://innovationsfonden.dk)



## KEYSTONES

Copenhagen

Keystones is a fast growing network of Danish company builders: business angels, serial-entrepreneurs and executives living across the world with a shared love for entrepreneurship.

Keystones is specialized in the art of angel investing and new business development. Through more than a decade, they've built a strong reputation for helping hundreds of Danish startups, business leaders and angel investors partner up with one another.

As a result they've served the largest accelerators, funds, public partners and angel networks across Denmark as an engine for sourcing, screening and qualification of high-potential companies

[keystones.dk](http://keystones.dk)

## NORTH EAST VENTURE

Copenhagen

North-East Venture is an international, multi-stage fund. The fund was launched December 1st 2013 as the venture branch of North-East Family Office.

Their portfolio primarily contains investment in non-listed growth companies within four verticals: Fintech, Re-commerce and online market places, Consumer lifestyle and sustainability, AI and VR/AR.

[Linkedin-Nort East Ventures](#)

[north-east-venture.com](http://north-east-venture.com) [lbn@nev.nu](mailto:lbn@nev.nu)

## NORTHCAP VENTURES

Copenhagen

These guys are looking for entrepreneurs in the ICT field and particularly within cloud computing (SaaS), communications, mobile/mobility, online services and e-commerce.

They invest in companies with the ambition and potential to grow internationally. They help fund companies in three stages of development: Seed, Early stage and Growth.

[northcap.vc](http://northcap.vc)

[twk@northcap.vc](mailto:twk@northcap.vc)

## ROCKSTART

Copenhagen

With a global network and offices in Amsterdam, Copenhagen and Bogotá, Rockstart is on a mission to empower founders to drive positive change on a global scale. Rockstart's team of commercially seasoned entrepreneurs guides you on how to optimize your time and resources to achieve the highest possible output.

Rockstart offers fast-track scaling solutions for purpose-driven founders operating in Energy, AgriFood and Emerging Technology - through domain-focused, tailor-made, mentor-driven programs, market introductions and investments from pre-seed to series B.

[rockstart.com](http://rockstart.com)

# SEED CAPITAL

Copenhagen

Known for their high level of professionalism and exceptional value add services that help companies achieve their goals.

Besides investments, they assist companies with value-generating activities such as management support, business development, organizational and strategic planning, marketing, and ad hoc operational, financial, and legal assistance.

The experience gained over the years from over 300 investment cases has given them an ability to find founding teams with the 'X factor' necessary for success. They invest in people more than anything, those with an idea that can be turned into a scalable business, and who can attract talent, customers and investors.

[seedcapital.dk](http://seedcapital.dk)    [ubs@seedcapital.dk](mailto:ubs@seedcapital.dk)

# SUNSTONE

Copenhagen

Sunstone Life Science Fund III K/S focusses on Danish, Nordic and European seed and start-up companies within biotech, medtech and diagnostics.

Sunstone LSV Fund III is managed by the venture company Sunstone Capital that focusses on developing and expanding early stage technology and life science companies.

The new fund, Sunstone Life Science Ventures Fund III K/S, increases Sunstone Capital's assets under management to over DKK five billion.

[sunstonecapital.com](http://sunstonecapital.com)    [benison@sunstonecapital.com](mailto:benison@sunstonecapital.com)

# VF VENTURE

Copenhagen

Vækstfonden is the Danish state's investment fund. They strive to improve access to risk capital to enable businesses to innovate, and to generate growth and new job, in close collaboration with banks and domestic and international private investors, we finance companies from all sectors.

They can accompany you for the entire journey – from your company's infancy through growth phases to expansion abroad and even to an initial public offering. If your enterprise is a start-up company, Vækstfonden offers a range of financing options depending on your business needs.

The various types of financing offered are tailored to the various types of business plans. If your enterprise e.g. has an aggressive growth plan with high scalability ambitions, a convertible loan may be your first step towards greater access to capital if you are not yet quite ready to take on a direct investor. Or perhaps your enterprise has the prospect of more moderate growth, then long-term financing may be a suitable option giving your enterprise solid access to risk financing without the offer of equity interests in return.

[vf.dk](http://vf.dk)    [jhh@vf.dk](mailto:jhh@vf.dk)

# NORDIC ALPHA PARTNERS

Hellerup

Nordic Alpha Partners is a Northern European growth fund, established in 2017 by 5 experienced business executives and with 945 MDKK (126MEUR) under administration in its 1st fund.

Nordic Alpha Partners' investment concept is conceptualized, methodical and data driven, to an extent that will allow the portfolio companies to successfully scale and expand internationally. Nordic Alpha Partners are highly active investors who use their own startup experience to drive impact in our portfolio companies through integrity, competence, professionalism and operational dedication.

[napartners.dk](http://napartners.dk)    [mail@napartners.dk](mailto:mail@napartners.dk)

# ACTIVITIES AND EVENTS



## HIGH TECH SUMMIT

[rebrand.ly/DigitalTechSummit](https://rebrand.ly/DigitalTechSummit)

Digital Tech Summit is part conference, part exhibition and part networking event with a broad range of keynote-speakers, sessions, debates and events. At Digital Tech Summit research and industry join forces, when over 5,000 decision-makers, CEOs, researchers, companies, engineers, students, startups, investors, policymakers and more come together to discuss and share the “what, when, how and why” of the digital technologies and transformations.



## SCIENCE & COCKTAILS

[www.scienceandcocktails.org](http://www.scienceandcocktails.org)

Science & Cocktails is an initiative that brings science and entertainment closer together by creating a series of public lectures intertwined with music/art performances and smoky dry-ice chilled cocktails in your hand. Scientific knowledge is in general not considered accessible by many and, like any other form of information, it travels from researcher to journalist and is finally transmitted through the usual media channels. Science & Cocktails aims to create a relaxed platform where researchers and audience are on equal footing and conversations can be easily followed side by side with your favorite scientist.



## TECHBBQ

[www.techbbq.dk](http://www.techbbq.dk)

TechBBQ is the largest annual summit for startups and innovation in Denmark and Greater Copenhagen. At TechBBQ, they bring together talent, capital, and knowledge to reach our common goals: support the startup ecosystem, celebrate our successes, and learn from our failures. You don't want to miss it!



## STARTUP DAY

Each year in October, DTU invites investors and industry to meet and connect with the best and brightest entrepreneurs and innovators from DTU's startup ecosystem.

DTU Startup Day is part fair, part matchmaking event. Experience +60 early stage, knowledge-based startups showcasing their prototypes and technologies in an exhibition and pitching their business ideas on stage. Throughout the day, you can attend pre-scheduled 1:1 meetings at the event.



Photo: View from Matrikel1

**“Place yourself in a space, where you can get a great network no matter if it’s a hub or an incubator. Participate in their events, and you will melt into and be able to take advantage of the Danish startup ecosystem immediately.**

-Frederik Neble, Founder Obital



# RESOURCES TO TAP INTO

## BOOTSTRAPPING

---

*www* Bootstrapping.dk is a new independent digital media focusing on Denmark's future. Bootstrapping.dk writes for and about the people changing society, the entrepreneurs, the startups and the high technology development challenging welfare state, public institutions and industry changing and challenging the way we coexist and live together as human beings.

[bootstrapping.dk](http://bootstrapping.dk)

## DANISH ASSOCIATION OF RESEARCH AND TECHNOLOGY ORGANISATIONS

---

*Copenhagen* They seek to make new technological methods applicable to businesses and promote businesses uptake of new technology. The GTS institutes therefore have a key role to play particularly for SMEs in the Danish innovation system, because they can ensure better and more efficient use of new research and technology by Danish businesses. In so doing they increase and promote innovation, productivity, and growth in Danish society.

[en.gts-net.dk](http://en.gts-net.dk)

## HEY FUNDING

---

*Aarhus* Matchmaking platform for startups and investors. But the organisation has also mapped the entire ecosystem, and you can use the tool for free, if you are a startup.

[heyfunding.dk](http://heyfunding.dk)

# RESOURCES TO TAP INTO

## TECHSAAVY

---

WWW

Dedicated to the people behind Danish and Nordic startups. Determined to bridge the gap between startups and corporates by promoting startups and their solutions for a more innovative and hence more sustainable future.

[techsavvy.media](http://techsavvy.media)

## THE HUB

---

WWW

The Hub is a free-of-charge community platform tailored to the needs of growth startups. The Hub gives an overview of the Nordic startup community by providing visibility to startups in Denmark, Sweden, Finland, Norway and Northern Ireland.

Targeted growth startups based in the above-mentioned countries, who are facing various challenges related to scalability. These challenges can be related to recruitment, funding or other insights. As a startup, you might be looking to expand your team in order to build or scale, looking for funding, or being in the need of best practice tools such as a pitch deck or employment contract.

[thehub.io](http://thehub.io)



**SUPPORTERS**

**OF THE**

**ECOSYSTEM**

**“The startup community in Denmark is tied up to the general “startup” values: Sharing your story, the upsides, but also the lows and fuckups! It’s a super international space, come join!!**

-Britta Ravn,  
Business Developer in CSE

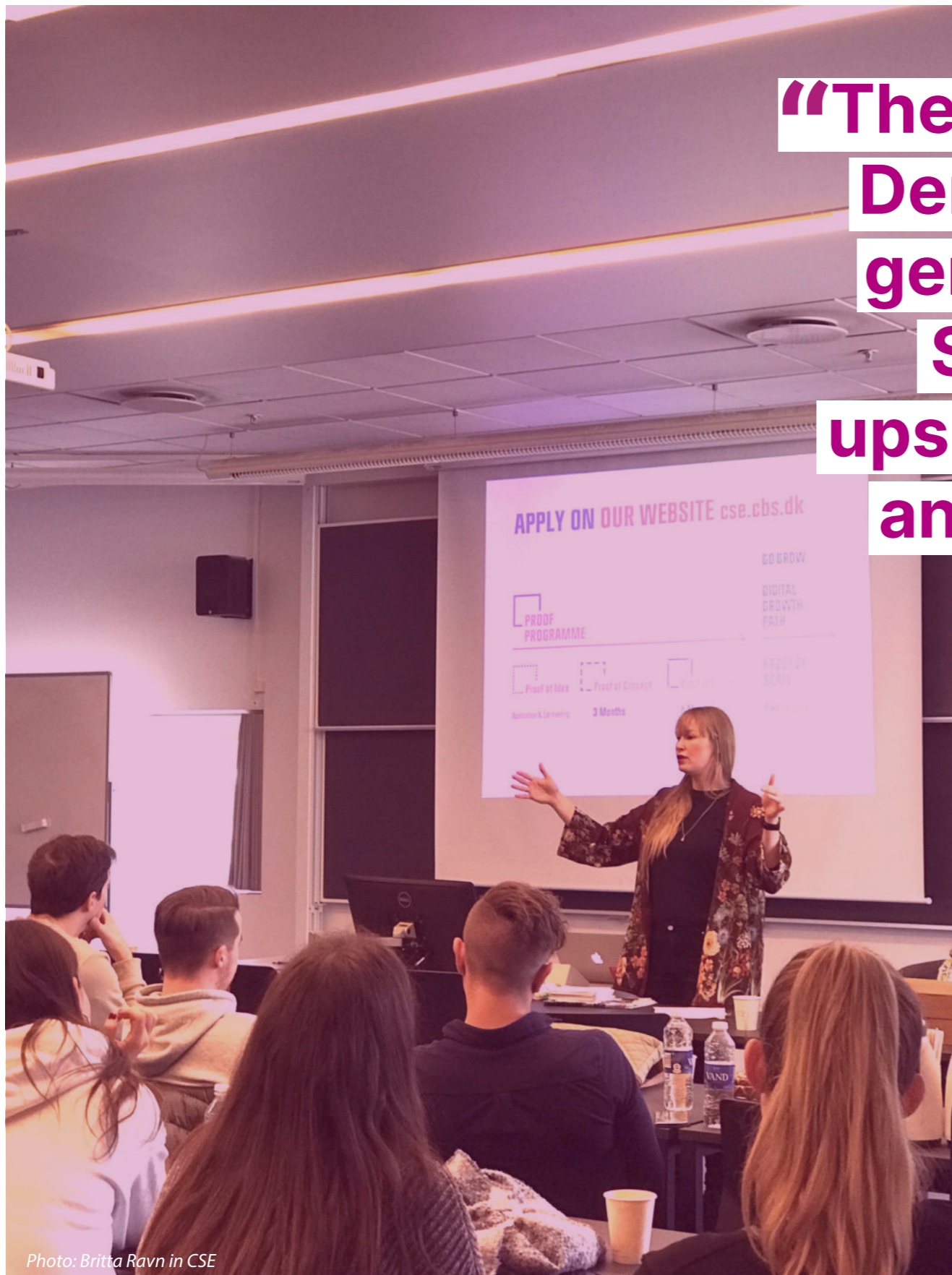


Photo: Britta Ravn in CSE



## CONNECT DENMARK

Copenhagen

Connect Denmark offers pitch training, expert-mentor panels and matchmaking between startups and candidates for board positions.

[connectdenmark.com](http://connectdenmark.com)

## COPENHAGEN CAPACITY

Copenhagen

They have assisted international companies in establishing business in Greater Copenhagen for more than 20 years; Nordic headquarters, sales offices, shared services centres, research and development centres, logistics centres and much more. So they feel confident of saying that their long experience will reduce your time-to-market in Greater Copenhagen.

They can help you all the way: Before: Information gathering & analysis, During: Business establishment, After: Expansion & business development. They can advise on legal and corporate structure matters, hook you up with lawyers, accountants and banks to get your business infrastructure up and running, recommend office spaces and shared office facilities, and they can introduce you to potential partners, exciting startups, cluster networks, public authorities, research institutions and trade associations.

[copcap.com](http://copcap.com)

## COPENHAGEN BUSINESS HUB

Copenhagen

Copenhagen Business Hub – Erhvervshus Hovedstaden is your gateway to the many opportunities and benefits offered by Danish Agencies for Trade Promotion.

They provide unbiased guidance to startups and companies in pursuit of your goals, be it product development, management, sales, finance, new market entry, recruitment – as well as key trends within digitalisation, sustainability, and more.

Their team of professional advisors have substantial experience from the private sector. Through their own experience and the knowledge gained from meeting with the thousands of entrepreneurs, executives, funds, investors, EU representatives, advisors and universities they recognize and understand the many challenges that startups face.

[ehhs.dk](http://ehhs.dk)

# DANISH DESIGN CENTER

Copenhagen

The Danish Design Centre develops and runs a series of projects that explore how design can create value within different areas: From cities and welfare to new technologies and business models.

Powered by the Danish Design DNA, we wish to unite, strengthen and develop the Danish startup ecosystem, allowing startups to scale faster.

[FB-danskdesigncenter danskdesigncenter.dk/](https://www.danskdesigncenter.dk/)

# INNOVATION CENTRE DENMARK

Copenhagen

These guys can help you reach outside Denmark. The Trade Council strives to enable your company increase its sales in both new and existing markets.

They offer to help your export activities through advice and tailored programmes designed to enable your company realise its export potential. Denmark has Innovation Centres in Shanghai, Silicon Valley, Boston, Munich, São Paulo, New Delhi, Seoul, and Tel Aviv. Their purpose is to help Danish research institutions and companies with access to foreign knowledge, networks, technology, capital and market opportunities.

[ufm.dk](http://ufm.dk)

[kra@ufm.dk](mailto:kra@ufm.dk)

# STARTUP DENMARK

Copenhagen

Startup Denmark is a visa scheme for non-EU/EEA entrepreneurs. You apply on the basis of a business plan which is evaluated by an independent expert panel. If the panel approves your business plan, you are eligible to apply for a residence and work permit as a self-employed entrepreneur. The permit is granted for a period of up to two years with the possibility of extension for three years at a time.

Startup Denmark is for self-employed persons, and only non-EU (European Union) and non-EEA (European Economic Area) citizens can apply. A non-EU/EEA citizen can submit a business plan together with EU/EEA citizens if they are part of the team behind the start-up. However, EU/EEA citizens do not need residence and work permits for Denmark due to the EU rules on free movement of persons and services.

[startupdenmark.info](http://startupdenmark.info)





# ESTONIA

You have probably used a product or service from an Estonian inventor before, whether you knew it or not. Estonia leads Europe in startups, unicorns and investments per capita. Tallinn is recognised as a startup capital of Europe, producing some of the most innovative, new software and technology. We have 10 unicorn startups and many to-become-unicorns lined up. That's 7.7 unicorns per million capita. Estonia is a land of Skype and Bolt - after that a lot of stuff happened. Today they have over 1300 startups. Estonian startups signed 90 funding deals for 928 M EUR in 2021.



## Ecosystem Strengths

---

Estonia has a busy, supportive and open startup ecosystem eager to support ambitious individuals and startups. It might just be one of the smallest ecosystems but it's also the leanest and most exciting one to encounter. The enthusiasm and forward-thinking translated to a viral term #EstonianMafia and the ties that you create here are long-lasting! EU-Startups.com ranked Estonia among three of the best European countries to set up a startup because of its powerful educational system, highly digitized procedures, ease to obtain work and entrepreneurial visa.

## Culture

---

In general, Estonians are reserved people. Expect them to have the typical Northern European-sized interpersonal space bubble - about an arm's length between people in business situations, whether standing or seated. Small talk is rare and when it does occur, it is kept very short. It's not because they don't care, but they are in it to win it, going straight to business and the goal is to get things done.

## Establishment

---

Estonia has an easy legislation system and open business environment that thanks to e-Residency programme is open to the rest of the world, too. Startups all around the globe can get a Startup Visa and relocate easily to Estonia. International House of Estonia helps expats with various services

## Knowledge Collaboration

---

Estonia focuses more and more on supporting science-based companies, as they are seen to have a great potential to raise the competitiveness of Europe. In 2021 The University of Tartu, TalTech, Tehnopol Science and Business Park, and Tartu Science Park teamed up and signed a memorandum to support knowledge transfer to business. The common priority is to establish a platform supporting the development of research-based businesses with a longer development cycle.

## Glia

---

Estonia's tenth unicorn is Glia, the Estonian-U.S. digital customer service startup. In 2022 Glia hit \$1 billion valuation with total funding over \$150 million. Glia was raised in Estonia – they started developing the digital customer service software in the Southern Estonian university town of Tartu in 2012. More than half of Glia's global employees are in Estonia today, including their world-class engineering organization that drives their success. Glia has offices in Tallinn, Tartu and New York City. Glia is Estonia's best-funded tech startup that's not founded by Estonians.

## Customer and Market Insights

---

Estonia is large enough for testing the viability of business ideas, but also small enough for venturing out beyond the local market. Estonia's market reach has seen as its strongest feature. In total, they have partnerships with 110 organisations in Estonia, who provide wide range of services for startups.

## Investment Landscape

---

Estonia is lucky to have a public sector that is committed to helping businesses flourish. Enterprise Estonia and KredEx, the state economic agencies, offer national and EU-funded business grants and services. You can give your company best chance of success by joining a business incubator in Estonia or find partners among local cluster members. Find more funding opportunities at the e-Residency website.



# STRENGTHS IN INNOVATION

**Digital governance,  
SaaS / B2B software,  
Cyber, E-learning, IoT, Mobility,  
Smart City Solutions, Foodtech,  
DeepTech, HealthTech**

# CONTENT

## WHERE TO SIT

Forwardspace  
Lift99  
Spring Hub  
Tehnopol  
Technopolis  
Workland

## ACCELERATED AND INCUBATED

Alpine House by Superangel VC  
Cleantech ForEst  
European Space Agency  
Tehnopol  
Startup Wise Guys

## FUNDING

Estonian Business Angels Network  
Funderbeam  
Karma VC  
Nordic Ninja VC  
Prototron  
Tera VC  
Trind VC

## ACTIVITIES AND EVENTS

Latitude59  
Robotex International  
sTARTUp Day  
GreenEST Summit  
MELT Innovation Day  
Startup Week Tallinn  
AJUJAHT (BRAINHUNT)

## RESOURCES

Visit Estonia  
Estonian world

## SUPPORTERS

E-Residency programme  
Startup Estonia

# WELLKNOWN STARTUPS



pipedrive



wise



Bolt



STARSHIP

# STARTING A COMPANY



Photo: Networking at Tehnopol

Estonia might just be one of the smallest ecosystems but it's also the leanest and most exciting one to encounter. The enthusiasm and forward-thinking translated to a viral term #EstonianMafia and the ties that you create here are long-lasting!

Through a startup scene consisting of tech incubators, accelerators and community events growing 30% growth per year, you will gain access to the local ecosystem and its key players. In this interconnected network, incubators and accelerators help you to meet with local investors and business angels; various programs provide mentoring and support to bring your tech-driven ideas to the market. Thanks to a remarkably tech-savvy government, a global-first mindset, and the ability to incorporate a company online in less time than it takes to drink a cup of coffee, Estonia welcomes digital nomads from all over the world.





# **WHERE TO SIT**

## FORWARDSPACE

---

*Pärnu* This coworking space is based in Pärnu, a smaller town in Estonian "summer capital". Very cool founder community. Forwardspace offers startups and freelancers an office space and inspiring environment. In addition to 30 desk spaces we also organize different workshops and events.

[forwardspace.ee](http://forwardspace.ee) [info@forwardspace.ee](mailto:info@forwardspace.ee)

## LIFT99

---

*Tallinn* LIFT99 Tallinn Hub is the flagship of Estonian Startup Community and the go-to place for founders. Home of the #EstonianMafia. They are located in the trendiest area - the Telliskivi Creative City, and host the hottest startup events weekly. This space has a strong founder2founder network.

[lift99.co](http://lift99.co)

## SPRING HUB

---

*Tallinn* Spring Hub is a coworking space that provides a work space for freelancers, small businesses and teams. They focus on community and productive environment which helps the development of our members. They have all the facilities for productive work from a silent work zone to meeting rooms and free coffee in a cafe-lounge for greeting guests. The community life is supported by a Community Manager, different members events and a welcoming vibe for all new people. One of the biggest coworking space in Estonia.

[springhub.org](http://springhub.org) [info@springhub.org](mailto:info@springhub.org)

## TEHNOPOL

---

Tallinn

This space based in the tech campus, you can rent coworking desk or entire office. It's a tech/business campus, test with Tallinn university of Technology (testing grounds); maker-labs in the universities and Tehnopol campus. PS: Skype and Starship were founded here.

[tehnopol.ee](http://tehnopol.ee)   [info@tehnopol.ee](mailto:info@tehnopol.ee)

## TECHNOPOLIS

---

Tallinn

Technopolis offers shared workspace and service solutions for companies of all sizes. Their locations are based in business districts within the Nordic and Baltic Sea region. In our workspaces you can work efficiently and flexibly, either in the privacy of your own serviced offices or as part of our open working community.

[technopolisglobal.com](http://technopolisglobal.com)   [tallinn@technopolis.ee](mailto:tallinn@technopolis.ee)

## WORKLAND

---

Tallinn

Workland provides flexible tailor-made solutions for people in need of workspace, virtual office or meeting rooms. Their fully serviced centres can be found in prime locations across the Baltic States. This is considered by local founders to be a very good locations, growing community.

[wrkland.com](http://wrkland.com)



Photo: Acceleration program in Tehnopol

**“ We really needed to find a Norwegian market partner. Tehnopol did the research and connected us. They know everyone!**

-Maret Kivirand,  
Chief Administrative Officer Hepta Airborne





**WHERE TO GET**

**ACCELERATED**

**AND INCUBATED**

## ALPINE HOUSE BY SUPERANGEL VC

---

*Tallinn* No 3-month program, no 50+ startup batches, no demo days! 1-year high altitude training for startups to take you to the next level. Superangel will build a tailored program around your team consisting of experts and activities which help you scale. Superangel takes you for a 4-week intensive customer development session in a major market. US, Canada, Asia, Poland, UK - you name it. Office & housing covered. Depending on stage and growth trajectory, we invest up to 150k euro for a 10% ownership stake in a startup team that is accepted into our program.

[superangel.io](https://superangel.io)

## CLEANTECH FOREST

---

*Tallinn* EIT Climate-KIC is a Knowledge and Innovation Community (KIC), working to accelerate the transition to a zero-carbon economy. Supported by the European Institute of Innovation and Technology, they identify and support innovation that helps society mitigate and adapt to climate change. They believe that a decarbonised, sustainable economy is not only necessary to prevent catastrophic climate change, but presents a wealth of opportunities for business and society. Through our convening power, EIT Climate-KIC brings together the most effective groups to create the innovation that can lead to systemic change.

[cleantechforest.ee](https://cleantechforest.ee) [info@cleantechforest.ee](mailto:info@cleantechforest.ee)

## ESA BIC ESTONIA

Tartu, Tallinn

European Space Agency Estonian business incubator (ESA BIC Estonia) inspires and works with entrepreneurs to turn space-connected business ideas into commercial start-up companies. ESA BIC is part of the European-wide network of incubators, with 20 space incubators from 18 countries, supporting the growth of 140 new companies yearly. ESA BIC offers access to ESA expertise, knowledge and data, laboratory and testing facilities of the participating universities and hands-on business development support to the Incubation Centre teams. Plus 50 000 euros to develop and test their product or service.

[esabic.ee](http://esabic.ee) [info@esabic.ee](mailto:info@esabic.ee)

## STARTUP WISE GUYS

Tallinn

Startup Wise Guys is a 3 months long on-site mentors driven program taking place in either Tallinn (Estonia), Riga (Latvia) or Vilnius (Lithuania). These guys - and ladies - are working to accelerate startups and match founders with investors. They host vivid events where you could potentially meet your future investor.

[startupwiseguys.com](http://startupwiseguys.com)

## TEHNOPOL

Tallinn

Tehnopol is the biggest science park in the Baltics, empowering world changing innovation and tech field from corporates to early-stage startups. Their focus fields are green tech, health tech, smart city, space tech, and deeptech. They have the biggest business incubator in Estonia - over 400 early-stage startups have developed their business in Tehnopol Startup Incubator and raised over €24M investments after finishing their programs. For idea-stage startups, they have equity-free investment fund called Prototron.

They love working with pre-revenue, pre-funding teams and start-ups, who are eager to scale quickly and build investor readiness. They offer soft-landing by delivering the easiest ecosystem to access through eResidency and Startup Visa, interconnected to over 1000 startups, 20 VC funds, 140 angels, co-working, pre-seed and seed-stage. Looking for (pre)seed funding? Good! They are the right people to turn to!

They provide acceleration programs for startups in different growth-stage, or business sector. For startups, Tehnopol Startup Incubator is a programme where mentorship, events and trainings and network is provided. Startups get their key mentor plus access to international expert mentors from various fields.

[tehnopol.ee](http://tehnopol.ee) [info@tehnopol.ee](mailto:info@tehnopol.ee)  
[hello@startupincubator.ee](mailto:hello@startupincubator.ee)



**“The superlative of almost every word, is -EST and the ever-growing Estonian startup community lives up to it we aim to be the friendliest, coolest, cosiest ecosystem out there!**

- Kadri Tammai,  
Tehnopol Startup  
Incubator CEO

*Photo: Opening event at Tehnopol*





**WHERE TO GET**

**FUNDING**

## ESTONIAN BUSINESS ANGELS NETWORK ESTBAN

Tallinn

Estonian Business Angels Network, established in late 2012, is an umbrella organization for business angels and business angel groups seeking investment opportunities in Estonia and its neighbouring regions with an aim to grow the quantity and quality of local seed stage investments. At EstBAN, we are looking for startups that need between EUR 20 000 to EUR 500 000 in capital. If you have a company that has a unique idea, we are interested in taking a closer look at you. We will look at any industry except real estate and gambling and also contribute to the development of regional entrepreneurship and startup ecosystem.

[estban.ee](http://estban.ee) [info@estban.ee](mailto:info@estban.ee)

## FUNDERBEAM

Tallinn

They are on a mission to shake up traditional models of equity funding. For founders, they don't think it's enough just to help you get your business funded. They think it's important you get the right funding, and that you feel supported throughout and beyond your fundraising journey. So whether you're looking for international exposure, in-house legal support, a dedicated Account Manager, or a diverse investor network ranging from Angels and VC's to 'the crowd', they will get you to where you need to go.

[funderbeam.co](http://funderbeam.co) [markets@funderbeam.com](mailto:markets@funderbeam.com)

## KARMA VC

---

*Tallinn*

Karma Ventures ([karma.vc](http://karma.vc)) is an early-stage venture capital firm, specialised in late seed and A round investments in Europe's most promising tech startups. We back companies with strong ideas delivered with unique technology, customer traction and global ambition. [karma.vc](http://karma.vc) accompanies entrepreneurs in figuring out the path to growth in all aspects - commercial, strategic and technical. They believe in open and honest dialogue and the active hands-on-attitude. Investing in companies that create innovative technologies in ICT field and have initial commercial traction.

[karma.vc](http://karma.vc)

## NORDIC NINJA VC

---

*Helsinki, Finland*

The back Entrepreneurs and Investors with bold goals to make the world a bit better and more interesting. They expect startups to have Ninja Intelligence\* and a kick-ass mindset. Together you will learn along the way! They love tech, especially robotics, automation, health tech, AI and mobility, but open-minded. Their ideal investments are around 2-4 million euros, following the standard terms in the Nordics like [seriesseed.fi](http://seriesseed.fi) and [Startupdocs](http://Startupdocs). They also love to co-invest with the local investors, but if needed, happy to lead as well. They are a venture capital firm with over 100 million euros for supporting scale-up goals in the Nordic and Baltic regions.

[nordicninja.vc](http://nordicninja.vc) [hello\(at\)nordicninja.vc](mailto:hello@nordicninja.vc)

## PROTOTRON

---

Tallinn

Prototron was created to help turn smart and innovative ideas into tangible prototypes to grow into major businesses. Up to 35 000€ equity free funding and mentoring. They help you create a functional prototype and start a successful business! Applicants may be individuals as well as businesses with projects from all fields, especially: greentech, digitalization of industry, new materials, health-tech and fintech.

[prototron.ee](http://prototron.ee) [info@prototron.ee](mailto:info@prototron.ee)

## TERA VC

---

Tallinn

They invest in future global category leaders at their seed stage. A focus on born-global digital startups creating network effects, applying machine learning, and other enabling technologies to business models which will become the infrastructure of and deeply impact our future lives. They are vertical and business model agnostic. The region is Estonia (incl. eligible e-residents), Finland, Denmark, Latvia, Lithuania, Poland, Sweden and the Czech Republic.

[tera.vc](http://tera.vc) [tera@tera.vc](mailto:tera@tera.vc)

## TRIND VC

---

Tallinn

They invest primarily in Northern and Central Europe, ICT-driven companies creating significant impact in their niches. Any industry sector with a manageable capex is interesting to us. They want to work with hardworking teams who have attracted their first happy customers. Companies with a long-term path to a defensible competitive position. They start from the seed round, initially committing €0.1-0.5 million. They could lead a seed round or be a syndicate member with business angels and other investors. Follow-on, investing up to €3 million per company.

[trind.vc](http://trind.vc) [trind@trind.vc](mailto:trind@trind.vc)





Photo: Mäealuse

**“A lot of founders say raising funding is hard. It’s hard because you expect to hear “YES”. Drop the expectations and you get to meet a lot of experienced people, get free coffee and advice. Funding will follow.”**

-Margus Uudam,  
Partner Karma Ventures

# ACTIVITIES AND EVENTS



## **LATITUDE59**

[latitude59.ee](https://latitude59.ee)

Latitude59 is the flagship startup and tech event of the world's first digital society. Giant conferences are cool until they're not. Latitude59 is an intimate event with quality at its core. With almost as many investors as startups, so you're in heaven. And you can talk to anyone. Cosy does that. Apply for the pitching competition and get investment up to 200k and 10 000 euros equity-free cash.



## **ROBOTEX INTERNATIONAL**

[robotex.international](https://robotex.international)

Robotex is Estonian based organization whose aim is to organize Robotex International – an annual robotics festival that brings together thousands of engineers, executives, students and families to be inspired by technology industry leaders, examine new start-ups, build robots for various challenges and learn about the latest technology innovations.



## **STARTUP DAY**

[startupday.ee](https://startupday.ee)

Startup Day is bringing together startup-minded people to celebrate entrepreneurship in the smart city of Tartu. This is the heart of the festival – put together by the community, we we boast 150+ speakers, 116 pitches and loads of hands-on seminars.



## **GREENEST SUMMIT**

[greenest.tehnopol.ee](https://greenest.tehnopol.ee)

GreenEST Summit is an international green-tech event covering essential topics and latest developments on the field. The event brings together public and private sector experts, green-tech companies and investors from all over Europe.

# ACTIVITIES AND EVENTS



## **MELT INNOVATION DAY**

[melt.ee](http://melt.ee)

The MELT innovation forum, which is organised each spring by the Tallinn City Enterprise Department and the Tallinn Creative Incubator, is an inspirational meeting that looks to the future. Who should attend? All entrepreneurs, investors, inventors, designers and those who are interested in the future and innovation are invited to attend. A substantial programme will be presented, in which experienced lecturers and professionals will participate. There will also be an innovation showroom which will be ideal for networking and developing new ideas!



## **STARTUP WEEK TALLINN**

[startupweektallinn.com](http://startupweektallinn.com)

Startup Week Tallinn 2019 is a five-day celebration of the entrepreneurial mindset and startup community happening all around the world. Some of the most successful startups and startup community organisations in Estonia are opening their doors to share their best practices with the whole community.



## **AJUJAHT (BRAINHUNT)**

[ajujaht.ee](http://ajujaht.ee)

Ajujaht (Brainhunt) is the largest business idea competition and non-equity accelerator in Estonia. It is an opportunity for people to challenge themselves in trying to start a business in a highly supportive environment. The prize fund of the competition is 60 000 € and more. Ajujaht has many great alumniees like Bolt, Click & Grow, Bikeep, Timbeter, UpSteam etc. Join the movement!

# RESOURCES TO TAP INTO

## VISIT ESTONIA

---

Official tourism site. Here you can find all the opportunities Estonia offers you as a tourist. From where to eat to where to go next, you can find everything you need for your visit.

[visitestonia.com](http://visitestonia.com)

## ESTONIAN WORLD

---

WWW Estonian World is a global independent online magazine, founded in London in 2012 and headquartered in Tallinn, Estonia. The magazine has editorial representations in London, Chicago, Los Angeles and Tallinn, and contributors all over the world.

[estonianworld.com](http://estonianworld.com)





**SUPPORTERS**

**OF THE**

**ECOSYSTEM**

## E-RESIDENCY PROGRAMME

---

### Across Estonia

You can create a startup in Estonia without visiting the country. If you want to do so, you need to fill in the online-application and pin the copies of the required documents, as well as to pay the state fee (100 EUR), and after that, you have to wait for the results of the document examination and get an E-residence card in the Embassy of Estonia. After all these procedures, you will be able to register your business online and manage it from any part of the world.

[e-resident.gov.ee/become-an-e-resident/](https://e-resident.gov.ee/become-an-e-resident/)

## WORK IN ESTONIA

---

This is your official guide to finding a job in Estonia, relocating and settling in.

[workinestonia.com/](https://workinestonia.com/)

## STARTUP ESTONIA

---

### Tallinn

CyberTech startups develop technologies, processes, and practices that are designed to protect networks, computers, programs, and data from attack, damage, or unauthorized access, including application security, information security, network security, disaster recovery/ business continuity planning, operational security, and end-user education. The goal of CyberTech focus is to strengthen the local CyberTech startup ecosystem, grow the number of new CyberTech startups and support the development of existing startups in the sector.

[startupestonia.ee](https://startupestonia.ee)



Photo: Prototron

prototron

**“Coming to Estonia, it's easy to meet people.  
The events and the culture are informal.**

-Lucas Galan,  
Founder Neinor Homes





# LITHUANIA

Lithuania has a booming ecosystem of fin-tech, life sciences, lasers, plus one of the most vibrant startup ecosystems in Europe. Recently, positioned as the land of 1000 startups, it serves as a launchpad for future unicorns.

The country is valued because of strong technical talent, especially in Life Sciences. Lithuania has been busy transforming itself into a very startup-friendly country in recent years. That is why our country has reached high global ranks: 11th globally for ease of doing business; 2nd in the world for procedures to start a business; 3rd lowest profit tax in EU. Also, the country ranks 1st in the CEE for collaboration between universities and industry for R&D.

Lithuania is known for great Internet, and the biggest part of younger generation speaks two or more languages.



## Ecosystem Strengths

---

The Lithuanian startup ecosystem is well-known for its young, talented and multilingual work force, its good infrastructure and excellent work-life balance.

Lithuania has established itself as a leader in fintech, AI and software, while other hot topics include health tech, robotics, logistics, ICT, life science, and Industry 4.0.

## Culture

---

Lithuanians are generally a modest and humble people, placing great significance on relationships. Indeed, local business executives often treat their business relationships as the foundation of friendships, which makes it important to treat your business partners with great respect and care. Lithuanians have a knack for co-creation, and an infrastructure that supports international co-productions, attracting both major global companies and international startups.

## Establishment

---

Setting up a business in Lithuania is a straightforward and stress-free process. Just a few clicks and you are ready to get to work!

Lithuania is a business-friendly destination in the Eastern European region and in Europe in general. Strong economic freedom, an efficient regulatory regime, well-developed infrastructure, and investor-friendly regulations all add to its investment attractiveness. Lithuanian cities are green and smart, cutting your commute times and making your everyday life more manageable.

## Success story: WIX

---

WIX was founded in 2006, and is headquartered in Tel Aviv with offices in New York, San Francisco, Dnipro and Vilnius. WIX opened a Lithuanian branch in Vilnius in 2013. Since then, WIX has put together a dedicated and still growing Lithuanian team of highly experienced programmers who are responsible for developing Wix.com applications and strategic WIX R&D projects as well as Artificial Intelligence solutions.

## Knowledge Collaboration

---

From the world's most powerful laser through to global leaders in VPN technology, Lithuanian ingenuity and creativity is impacting research and product development globally. Companies are able to assemble world-class research teams here at highly competitive costs, and the government is supporting R&D activities via a swath of incentives.

The Life Sciences sector in Lithuania is regarded as one of the most highly developed in Central and Eastern Europe. In total, over 100 Life Sciences companies are active in manufacturing or R&D activities.

## Customer and Market Insights

---

The constant growth of incoming projects is key to ensure stable Lithuania's economic growth. Yet the market still remains unsaturated and there is a lot of potential to explore. Lithuania ranks in the Top 3 in Europe for attracting FDI jobs per capita across all sectors. Ranked alongside Ireland and Denmark for its business environment, Lithuania can also guarantee a spectacular cost-to-quality ratio.

## Investment Landscape

---

In the first three quarters of 2021, Lithuania-based startups have attracted €420 million in funding. Among startups with the largest rounds were Vinted (€250 million), TransferGo (€43.2 million), Interactio (€24.4 million) and PVCASE (€20 million).

Currently, Lithuania is a home for the unicorns such as Vinted, a digital marketplace for pre-loved clothing and Nord Security, a cyber security firm that is behind NordVPN.

# STRENGTHS IN INNOVATION

**Fintech, Software solutions,  
Health Tech, Robotics,  
Logistics, ICT, Life science,  
Industry 4.0.**

# CONTENT

## WHERE TO SIT

Santaka Valley association  
CERN BIC  
KTU Startup Space  
Santaka Valley  
Talent Garden  
Tech Zity / Vilnius Tech Park  
Workland  
Work'inn Sunrise Valley

## ACTIVITIES AND EVENTS

Login  
Technorama  
Startup Fair  
Wrap Up of the Year & Startup Awards  
Fintech Day 2022

## ACCELERATED AND INCUBATED

EnergyOne  
Katalista Ventures  
Kaunas Science and Technology Park  
Startup Wise Guys  
Sunrise Valley Science and Technology  
Park

## RESOURCES

Invest Lithuania  
Forum of the Knowledge Economy

## FUNDING

Coinvestment Fund  
Iron Wolf Capital  
Lithuanian Business Angels Net-work  
Open Circle Capital  
Practica Capital  
70Ventures

## SUPPORTERS

Startup Lithuania  
Enterprise Lithuania

# WELLKNOWN STARTUPS

Trafi I>>>

Vinted

 Interactio

 Turing College

 Pvcase

 transferGo™

 **NORD**  
SECURITY

# STARTING A COMPANY



Photo: Futurepreneur Masterclass

It's fairly easy to startup un Lithuania, and you get a lot of local support.

It only takes three days to start a new business, and three months to receive a banking licence (hence several fintechs, such as Revolut, establishing themselves there); Especially financing is flowing freely for new organizations.

There are a lot of money in the funds. They are looking for start-ups and and are willing to invest. approximately 10 active VC funds all looking into European startups. Two of the funds are concentrating only on B2B.





**WHERE TO SIT**

## CERN BIC

*Vilnius, Kaunas* The Lithuanian BIC of CERN technologies supports development and application of innovative ideas outside the field of high energy physics. The technological expertise from CERN comprise particle acceleration, vacuum, data and digital sciences, sensors, detectors, superconducting magnets, mechanical/materials/electrical engineering. The incubator is located in two technology parks: Sunrise Valley in Vilnius and Kaunas STP at Santaka Valley in Kaunas.

[cern.lt](http://cern.lt) [kt@cern.lt](mailto:kt@cern.lt)

## KTU STARTUP SPACE

*Kaunas* KTU Startup space actively works with innovative startups, trying to discover a potential of young entrepreneurs and encourage them to make their dreams come true. The space belongs to Kaunas University of Technology and provides team coordination, consultations, mentorship, office. Training, events and assistance in search of partners are also organized to support entrepreneurship activities.

[startupspace.ktu.edu](http://startupspace.ktu.edu)

## SANTAKA VALLEY

The working space in Santaka Valley is suitable for both public and private companies – here, everyone has access to a research and experimental development (R&D) centre. The Valley currently accommodates: Centre for the Latest Pharmaceutical and Health Technologies. National Open Access Scientific Centre for Future Energy Technology. KTU National Open Access Centre of Scientific Research and Experimental Development. Kaunas STP - the innovation community and incubator for startups.

<https://www.santakosslenis.lt/en/>

## LIGHT HOUSE

*Klaipeda* Light House is one of the biggest coworking spaces in the Baltic countries. It aims to create a healthy life-work balance and to promote sustainable and innovative community development. Their purpose is to build an active talent community and initiate cooperation between businesses, educational and state institutions while developing innovative interdisciplinary projects.

[lighthouse.lt](http://lighthouse.lt)

## ROCKIT

*Vilnius* ROCKIT is the key FinTech hub in Lithuania, where top creators and founders build the future of Financial Technologies and the next-generation of sustainable innovations. Acting as a dynamic ecosystem, they provide space for networking, expertise-sharing, and cooperation, enabling and contributing to the success stories of the Finance, Technology, and Innovation sectors.

[rockitvilnius.com](http://rockitvilnius.com)

# TALENT GARDEN IN VILNIUS

---

*Vilnius* A place where talented digital, tech and creative industry minds work, learn and connect together. They also prove an opportunity to get the professional skills to the next level: work with the lecturer on an hourly basis for the subjects a freelancer really need. Indoor academy provides graphic design and editing courses and workshops.

[vilnius.talentgarden.org](http://vilnius.talentgarden.org) [vilnius@talentgarden.com](mailto:vilnius@talentgarden.com)

# WORK'INN SUNRISE VALLEY

---

*Vilnius* Work'inn is a co-working space for those who feel uncomfortable to work at home and need inspiring environment as well as like-minded people around.

Work'inn offers comfortable and modern workplaces, informal space for relaxation or work and meeting rooms. Work'inn members are able to participate in Sunrise Valley Science and Technology Park events for free! Last Thursday of every month they organize a business breakfast - it's a great opportunity to meet other Park community members, invited guests and spend the morning.

[ssmtp.lt](http://ssmtp.lt)

# WORKLAND

---

*Tallin, Vilnius* Workland provides flexible workplace solutions with more business opportunities. The flexible options of Workland's private offices and coworking spaces fit everybody, from freelancers to larger companies. The centres provide workspace flexibility by offering a mixture of open coworking areas and private offices together with meeting rooms. Apart from private phonebooths, the coworking spaces have recently arranged podcast & audio recording rooms for freelancers. By the way, Workland in Kaunas is the largest and most diverse Workland in Lithuania, offering over 200 workstations.

[wrkland.com](http://wrkland.com)

# TECH ZITY/ VILNIUS TECH PARK

---

*Vilnius* Office space, Co-working, Community, Events, Initiatives. The newly renovated 19th century complex offers office spaces that are classical yet modern, all updated to meet the latest standards in design and functionality. Plus you'll find a high-spec conference centre and a multifunctional restaurant as well as a bar, making Vilnius Tech Park the all-in-one business choice for you. 9,000 sq meters of prime office space. 24/7 access. 5 minutes ride to the city centre.

[vilniustechpark.com](http://vilniustechpark.com)



Photo: Talent Garden Vilnius



Photo: Talent Garden Vilnius



Photo: Evolut 4.0 in Kaunas Science & Technology Park



**WHERE TO GET**

**ACCELERATED**

**AND INCUBATED**



## EVOLUT 4.0 business pre-acceleration program

The program is designed for early stage startups to develop an innovative product, increase sales and prepare for investment phase. Participating teams are supported by our community mentors who give valuable business advice as well as practical insights for the product or service that you are working on.

- 60+ alumni startups

Investments:

MedTech: LIGENCE - 4,4M EUR to date

Platform: GETFIX - 100K EUR to date

<https://kaunomtp.lt/evolut>  
[evolut@kaunomtp.lt](mailto:evolut@kaunomtp.lt)

[futurepreneurs.eu](http://futurepreneurs.eu)

## KATALISTA VENTURES

*Vilnius*

Passionate about high-impact, resilient ventures that are pioneers in our rapidly changing times. Their mission is to provide customised support to enable teams and scale their high-impact ventures sustainably. To enable such growth, we have gathered a network of mentors and investors. To enable fast, informed decision-making and all-encompassing support – they are committing to being your personal advisors. In short, they invest time and money in you. Applications are welcome from all around, however, our work is tailored to ventures in the Baltics.

[katalistaventures.com](http://katalistaventures.com) [hello@katalistaventures.com](mailto:hello@katalistaventures.com)

# KAUNAS SCIENCE AND TECHNOLOGY PARK

*Kaunas* Kaunas Science and Technology Park (Kaunas STP) helps technology developers, scientists, and researchers to meet, network, and establish meaningful business partnerships. This often leads to new R&D projects and discover opportunities to expand their innovation portfolio. The Park also organizes targeted networking events with large corporations and R&D departments of the companies which are open to developing new technologies and products.

Kaunas STP builds an innovative community and fosters an innovation culture, helps start-ups and already growing tech companies to increase transnational competitiveness, consults companies on business development issues, provides innovation support services.

At present, it hosts over 110 companies operating in IT, engineering, health technologies, social innovation, future energy, and sustainable chemistry.

More than 100 professionals from Kaunas STP ICT cluster "Digital Rocket LT" are providing cutting-edge ICT services for local and international customers.

Kaunas STP runs the business pre-acceleration program "EVOLUT 4.0" which was rated as the best business solution by IASP.

[kaunomtp.lt](http://kaunomtp.lt)  
[info@kaunomtp.lt](mailto:info@kaunomtp.lt)

# STARTUP WISE GUYS

*Vilnius* Startup Wise Guys launched the first Startup Wise Guys program in Lithuania in 2019 with 12 B2B SaaS startups! One of many programs to come with the help of EU funding and group of active private investors. Fields of interest: fintech, marketing, health, enterprise software, education, transportation, security, real estate, travel, jobs recruitment, legal, telecom, IoT, robotics, government. Benefits for startups: mentoring, investment, community, networking. Waiting for startups with: MVP, team, first incomes. Fund range per team: initial investment up to 30 000 Eur, follow on investment up to 250 000 Euro.

[startupwiseguys.com](http://startupwiseguys.com)

## TECH HUB

---

*Vilnius* Vilnius university (VU) Tech Hub is an open, flexible and innovative platform for partnership between academia, technology and industry. The purpose of Tech Hub is to join students, scientists and business and to promote an increased entrepreneurship and innovation in academia, as well as support the creation of cutting edge technology.

[vu.lt](http://vu.lt)

## SUNRISE VALLEY SCIENCE AND TECHNOLOGY PARK

---

*Vilnius* Biggest knowledge triangle in Lithuania with two major tech universities and a business park. In the park is a cozy work environment and business facilities. They run a sustainable business programme, Climate launch program, and Cern (like NASA, but in physics) nuclear research. They also work as coordinator for Clean Tech Cluster Lithuania. They have a huge spotlight on entrepreneurship, access to VC capital and access to Business Angel Networks. They coach, mentor, and help with accurate access to a match in funding, specifically in energy and life science.

[ssmtp.lt](http://ssmtp.lt).

## 70VENTURES

---

*Vilnius* 70ventures is a revenue accelerator for B2B startups. They provide seamless funding (from pre-seed to series A) based on revenue milestones. Their acceleration program helps founders to build and scale in-house specialized sales team to fuel a predictable revenue engine!

[70ventures.com](http://70ventures.com)



**WHERE TO GET**

**FUNDING**

## BUSINESS ANGEL FUND II

*Vilnius*

Business angels fund II invests into innovative and export oriented companies in Lithuania. The Fund will invest only together and on equal basis with Business Angel. The Fund's and Business Angel's overall goal is to invest and earn a return. Business Angel is a company or private individual that is ready to invest his funds into the selected target and to share personal business experience with management of the company. The Fund and Business Angel will participate in business development together with other shareholders and founders of the company. Fund managers seek to work closely with business owners, consultants and executives with successful business experience.

[angelsfund.eu/en/business-angels-fund-ii](https://angelsfund.eu/en/business-angels-fund-ii)

## COINVESTMENT FUND

*Vilnius*

The Co-investment Fund is a venture capital instrument of the Ministry of Economy, managed through limited partnership (LP) fund Co-investment Fund II.

The fund is designed for the development of the Lithuanian venture capital market, growth of new participants of the venture capital market, thereby increasing capital availability to new prospective companies that have limited access to business financing offered by banks.

[koinvest.lt](https://koinvest.lt) [info@koinvest.lt](mailto:info@koinvest.lt)

## CONTRARIAN VENTURES

*Across Lithuania*

They have a world's carbon budget. It's finite, and it's running out fast. They believe that technology is the only way to accelerate the transition to sustainable energy and mobility. This is where Contrarian Ventures step in. They back ambitious and bold entrepreneurs who have what it takes to build a world-class, category-defining business and help them grow globally while enabling sustainable energy transition and accelerating this shift towards a balanced net zero planet.

[cventures.vc](https://cventures.vc)

## IRON WOLF CAPITAL

*Vilnius*

Early stage venture capital firm with an experienced team of professionals with global outlook and strong roots in the Baltics and London. They invest in strong teams with innovative ideas and global aspirations. By matching that with their own hands on experience in building businesses and networks in many continents of the world. The team blends successful entrepreneurial and financial experience that share to help and navigate the challenges needed to build international businesses. Licensed by Lithuanian Central Bank.

[ironwolfcapital.com](https://ironwolfcapital.com) [info@ironwolfcapital.com](mailto:info@ironwolfcapital.com)



## LITHUANIAN BUSINESS ANGELS NETWORK

*Across Lithuania*

LitBAN is a professional angel network. Lithuanian Business Angel Network (LitBAN) fosters business angel activity through communication, events, networking, syndication of deals both locally and across Nordics by uniting wealthy individuals, successful entrepreneurs, and executives that are curious about angel investing activity, are interested in sharing their knowledge and network with new entrepreneurs. For investors the network will serve as deal-flow facilitation, networking, and interest representation platform. Through monthly pitching events LitBAN will facilitate a gateway for start-ups to meet Angel investors from Baltic & Nordic countries.

[litban.lt](http://litban.lt) [info@litban.lt](mailto:info@litban.lt)

## OPEN CIRCLE CAPITAL

*Vilnius*

Open Circle Capital LLP, a venture capital fund manager based in Vilnius, Lithuania. OCC operates and plans to invest up to 20 million euros in the commercialisation of new technologies developed in the Baltic nation. The fund will support projects with international potential in the areas of information and communication technology, robotics, and high-tech.

[opencirclecapital.lt](http://opencirclecapital.lt) [rokas.tamosiunas@gmail.com](mailto:rokas.tamosiunas@gmail.com)

## PRACTICA CAPITAL

*Vilnius*

Practica Capital is an early-stage VC dedicated to backing Baltic founders. We have invested exclusively in tech potential in the Baltic States for the last 10 years. We back great founders in their ambition in seed and selected pre-seed and A stages partnering with them as company builders.

<https://practica.vc/> [info@practica.vc](mailto:info@practica.vc)

## 70VENTURES

*Vilnius*

Preseed revenue accelerator with tailored B2B sales program in 3 steps investing from €20-300K. Ideal for 1) First-time founders and early stage startups with no revenue. 2) Early stage startups with a few customers. 3) Early stage startups with revenue that are looking for a predictable and scalable sales framework.

[70ventures.com](http://70ventures.com) [hello@70ventures.com](mailto:hello@70ventures.com)



*Photo: Meeting center in Kaunas Science & Technology Park*

**“Kaunas has a lot of startups from medical and deep technology fields, providing inovative engineering solutions, because strong scientific bases of these fields dominate in the city**

- Jonė Vaitulevičiūtė,  
Startup Wise Guys

# ACTIVITIES AND EVENTS



## **STARTUP FAIR**

[startupfair.lt](http://startupfair.lt)

Startup Fair is an annual and the main international startup ecosystem event in Lithuania. Being on the crossroads of Europe Startup Fair empowers startups to meet influential investors and potential partners from around the world.

## **LOGIN**

[login.lt](http://login.lt)

the largest two-day innovation festival in the Baltics, aka the celebration of digital culture. The festive spirit is sparked by two side events – Internet Awards, honouring the excellence of Internet projects of the previous year in Lithuania, and LOGOUT, perhaps the best after party in town. LOGIN takes over the biggest exhibition and congress venue in Vilnius, where seven stages host 100+ speakers holding sessions on the most relevant topics of today. Focusing on innovation and progress, we thrive to give the best insights on what is actually happening around, and to glance into the future. For two days, we provide you with 6,000 networking opportunities.



## **WRAP UP OF THE YEAR & STARTUP AWARDS**

[startupilithuania.com](http://startupilithuania.com)

Startups and ecosystem shapers are invite you to take a look back at the year, celebrate the ecosystem's achievements, and award the best of the best.

# ACTIVITIES AND EVENTS



## **BUILD STUFF**

[buildstuff.events/lithuania](https://buildstuff.events/lithuania)

Attend if you are full-stack & back-end developers, software engineers, software architects, DevOps engineers, team leads and all tech world rock stars. Build Stuff focuses on the real foundation of Software practice. Our aim is to cover the latest developments in architecture, operations, coding, security, leadership, and many more topics. 5-Day Tech fest that includes 3 amazing days of lessons and a whole weekend of Masterclasses! 1 party & networking event!



## **TECHNORAMA**

[technorama.lt](https://technorama.lt)

Technorama is an international event that invites representatives of science and business to gather at Kaunas University of Technology. The event includes an exhibition of the inventions of young creators and B2B meetings with innovators and innovative companies. Each year the exhibition invites more than 2000 visitors and more than 60 researchers from different universities present their innovations.



## **FINTECH DAY 2022**

[startumlithuania.com](https://startumlithuania.com)

ROCKIT Fintech Day is a one-day conference based on the most trending Fintech topics and discussions followed by a networking party and B2B meetings.





**“Startup Fair is the main international startups event in Lithuania fostering knowledge sharing and networking.**

- Roberta Rudokiene,  
Head of Startup Lithuania

# RESOURCES TO TAP INTO

## STARTUP LITHUANIA

---

*Vilnius* Educating the ecosystem and futurepreneurs Startup Lithuania is powered by Enterprise Lithuania, the governmental institution, which aims to support business establishment, entrepreneurship and fosters export.

This guys facilitate the national startup ecosystem between fast growing business, venture capital funds, accelerators, startup friendly enterprises, and the government. They also publish startup ecosystem news, providing startups database, job marketplace and sending weekly newsletter that covers the ecosystem.

Organizing events is one of their strenghts: hackathons, barcamps, workshops and Startup Fair – main startup event of the year, to mention some. Add to the list that they can help with consulting, advising, introducing, networking – they know everyone in the ecosystem.

[startumlithuania.com](http://startumlithuania.com)



**SUPPORTERS**

**OF THE**

**ECOSYSTEM**

## STARTUP LITHUANIA

---

*Vilnius* The place to get an overview and personal advice on how to get settled in Lithuania as an entrepreneur. We are the first touch base where startups should attack. We are part of Enterprise Lithuania. Help to open company, how to pay taxes, all you need to gain overview of ecosystem, VC funds, angels matching. Go grants or funding, but knowledge and network. Facilitating national startup ecosystem between fast growing business, venture capital funds, accelerators, startup friendly enterprises, and the government. We will also help get Startup visa. Consulting, advising, introducing, networking – we know everyone in the ecosystem! Startup Lithuania is part of Enterprise Lithuania.

[startumlithuania.com](http://startumlithuania.com)

## INNOVATION AGENCY LITHUANIA – a one-stop shop for business start, development and innovation

---

Responsible for the provision of entrepreneurship, export and innovation promotion services to businesses, and business representatives will be served according to the level of business maturity: starting, growing or mature. The agency focus on the provision of expert and consulting assistance, project funding, cooperation between science and business, and the development of relevant infrastructure.

## LITHUANIA CO-CREATE

---

Serves as an open platform to co-create solutions, governance, life and culture. Much like a startup, Lithuania knows how to approach global challenges. The platform helps to discover all opportunities.

[lithuania.lt](http://lithuania.lt)





# POLAND

The Polish startup ecosystem with its 3000+ startups, 300+ coworking spaces, 130+ VCs, plenty of acceleration programs and technology conferences is the most advanced in the Central and Eastern European region. The main local startup scenes in the country are Warsaw, Wrocław, Cracow, Lublin and Gdansk with other cities (e.g. Poznan) following close behind. Most of them developing their services rapidly and the circumstances are ideal for starting an innovative company. Polish corporations have learned to work with startups, and many of them are running their own acceleration programs - some have even set up corporate venture capital funds. About 100 venture capital funds are operating in the Polish market. Four out of five investments help startups in the seed phase, primarily within Big Data, IoT, and Marketing Technology, as well as Life Science, BioTech and HealthTech. In addition, many new businesses are focusing on FoodTech or green solutions.



## Ecosystem Strengths

---

The Polish startup ecosystem is rapidly developing and holds significant potential. In 2018, Polish startups had received over €175 million in external funding. Most of the startup founders in Poland are over 30 years old.

Poland is a great place for innovative entrepreneurs, taking into account the vast range of grants, acceleration and scale-up programs for start-ups and a strong support from public funds. Taken together, this makes Poland the unparalleled leader of the CEE region - whether in terms of the total value of deals involving VCs over the past few years or the number of startups on our market.

Poles have everything that's needed: ideas, motivation and enthusiasm, world-class engineers and designers. Poland offers a huge market due to the 38 million inhabitants, making Poland the largest member state of the EU and is the fifth-most populous member state of the European Union.

More than 85% of Polish homes have internet access, 62% of them buy online. The number of banking customers who actively use internet banking services has reached 96%.

## Culture

---

In the Polish startup ecosystem, the socio-cultural factors influence the decisions of entrepreneurs and potential supporting institutions. Among the most notable advantages of outsourcing to Poland is the European work culture where business partners prefer building long-term partnerships to simply closing deals.

## Establishment

---

The first choice when starting a company in Poland is to decide which type of legal entity will be incorporated, according to the size of the business, the value of the investment, the number of founders etc.

Before incorporation, it is useful to understand the differences between each business type. A Polish law firm can offer detailed information about companies and partnerships in Poland.

## Knowledge Collaboration

---

A rapidly changing businesses environment, shorter technological cycles, and accelerating technological convergence increase the need to combine competencies from different fields. Industries face a high cost of R&D, limited commercialization, and constant technological change. Thus, there is growing attention for open innovation and external partnerships. Universities sharing or selling their intellectual property become natural partners, allies or suppliers in securing innovation in companies.

## Customer and Market Insights

---

In the Polish market, urban dwellers generally have more purchasing power than inhabitants of rural areas. Due to the pandemic, a lot of commerce has moved online with one third of Poles buying online more frequently than before. This makes websites and e-mails effective channels of communication, and it is recommended to communicate in Polish.

The decision-making process, especially in large companies or government agencies, can be slow, as every person or section involved in a decision usually must sign off before a decision is made. It may take several meetings and many rounds of negotiations before a deal is closed.

## Investment Landscape

---

In the first quarter 2022, 98 transactions were carried out, involving 101 funds adding up to a total of almost 1,2 billion PLN. This is the highest opening of the year in the history.

The investments divided by industry in 2021 were: health (14,4 % in the total number of transactions), finance (6,2%), IT/Internet Services (6%), commerce/retail (6%), food and beverage (5,8%) and transportation (5,7%).

## Parcela Ja

---

Parcela Ja is a Fintech company focused on instalment payments through credit cards, at no cost whatsoever for end customers. The startup was founded by Miguel Quintas in 2017 in Lisbon, Portugal. The software allows customers to pay their purchases over the store counter from 2 to 12 times with their credit card, without any interest or charges and without any bureaucracy or waiting time for credit approval. For the stores to be able to offer Parcela Ja's solution to their customers, they only have to have a Parcela Ja POS terminal or the Parcela Ja web application on their online shop. Target groups are end customers and any retailer. In 2019, Parcela Ja successfully entered the Polish market, participated in many competitions in which it received awards and distinctions (e.g. Efma-Capgemini Financial NewTech 2020 Watchlist, Google Campus Resident Guest, Poland Prize Powered by Hugh Think).

# STRENGTHS IN INNOVATION

**AI, Analytics, Research Tools,  
Business Intelligence,  
Fintech & Insurtech,  
Big Data, IoT.**

# CONTENT

## WHERE TO SIT

Aviation Valley  
Brain Embassy  
Business Link  
COLAB  
Google Campus Warsaw  
OpenReaktor  
Plus Jeden  
Starter  
Pomeranian Science & Technology Park  
T-mobile co-working space

## ACCELERATED AND INCUBATED

CZIITT  
Huge Thing  
Impact  
MIT Warsaw  
Pomerania Science and Technology Park  
Poznan Science and Technology Park  
Wroclaw Technology Park  
Science and Technology Park "Technopark  
Gliwice"  
Krakow Technology Park

## FUNDING

Bridge Alfa  
Innovation Nest  
SpeedUp Venture Group

## ACTIVITIES AND EVENTS

Startup Stage  
Startup Weekend  
Wolves Summit  
Infoshare  
InnoSHARE  
Startup Summit  
Hive  
Clockwork  
Bitspiration

## RESOURCES

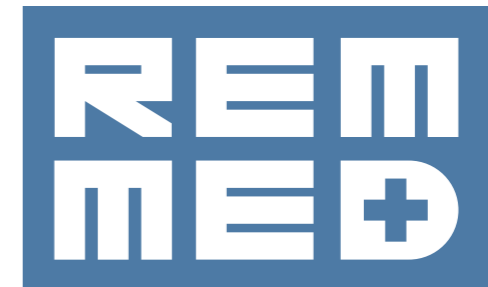
Polish Agency for Enterprise Development  
Knowledge Economy Forum

## SUPPORTERS

Geek Girls Carrots  
Startup Grind  
Startup Hub Poland  
Startup Poland



# WELLKNOWN STARTUPS



# STARTING A COMPANY



Photo: Poznan Science & Technology Park

Polish ecosystem is one of the leading innovation ecosystems of the CEE region.

The main local startup scenes in the country (as of 2019) are: Warsaw, Wrocław, Cracow, Lublin and Gdansk with other cities (including Poznan) to follow, most of them developing their services rapidly. For example, it has been estimated that in 2019 there are twice as many startups as 5 years prior, so the numbers are growing. Nevertheless, most of them are still concentrating their efforts on the domestic market (est. that 60% of them in 2019 have no foreign clients).

As far as financing goes, a lot of young entrepreneurs would turn to public/state grants rather than the VCs. The startup-corp rates cooperation have took off in 2018/2019, mainly thanks to publicly funded programs (e.g. Poland Prize). There are first good practices, successful cases of cooperation, as well as first failures. One of the main barriers holding back the success so far was a significant difference in values, culture and expectations between a big corporate companies and startups, with the former having more power in the relationships.



**WHERE TO SIT**

## AVIATION VALLEY

Rzeszów

Aviation Valley lies in this more unknown but beautiful part in southeastern Poland. It's famous for its aerospace industry and pilot training centers.

They have a lot of different kind of linkage to the industry and a good university. It's a beautiful place very close the mountains. If you are a startup who can work remotely from anywhere, this could be a great, and cheap place to work out of.

Aviation Valley also have some high quality opportunities for production facilities.

[dolinalotnicza.pl](http://dolinalotnicza.pl) [info@dolinalotnicza.pl](mailto:info@dolinalotnicza.pl)

## BRAIN EMBASSY

Warsaw

Brain Embassy is a Warsaw-based coworking space. Each area is a uniquely designed environment, encouraging creativity and sharing ideas. People choose Brain Embassy not only as a place to work, but as a space for learning, development and synergy between unique minds and skills. As a growth-promoting space, they invite you to take part in a personal and business development program, uniquely tailored to the aspirations and needs of every Brainer.

[brainembassy.com](http://brainembassy.com)

## BUSINESS LINK

Across Poland

The biggest chain of coworking spaces in Poland: 11 super cool designed offices in 10 cities around Poland, along with the biggest coworking space that spans 5000 m2 inside the National Stadium in Warsaw. Other locations include: Wrocław, Cracow, Lublin, Tricity, Poznan, Szczecin, Lodz, Torun and Katowice.

[business.link](http://business.link)

## COLAB

Krakow

It's a space targeted mainly at startups, entrepreneurs, freelancers, and designers. Apart from offering the place to work, Colab hosts events like OpenCoffee, Lunchtalk, and Startup Sauna.

[included.co/join/colab](http://included.co/join/colab)



## GOOGLE CAMPUS WARSAW

Warsaw

Google's flagship startup space in Warsaw. It's a community hub for entrepreneurs and engineers that involve mentoring, training, networking and events.

It's Europe's third Google Campus operated by Google for Entrepreneurs. Their activity history gives a lot of hope for meeting the next milestone in Polish startup development.

[campus.co/warsaw](http://campus.co/warsaw) [warsaw@campus.co](mailto:warsaw@campus.co)

## OPENREAKTOR

Warsaw

Reaktor is a place for Warsaw-based startups and freelancers to work, collaborate and network.

The unique creative atmosphere of Reaktor is what bring startups and freelancers to join the venue. You get a 24/7/356 desk, super-fast internet and a breeze of creative atmosphere to make sure you are as efficient as it gets! Some other perks include: large open space for people to hang out together, ping-pong in the garage, a beautiful garden where you can work, play badminton or sun-bath in the summer.

The co-working space is also running an acceleration programme called ReaktorX.

[reaktorwarsaw.com](http://reaktorwarsaw.com) [reaktor@reaktorwarsaw.com](mailto:reaktor@reaktorwarsaw.com)

## PLUS JEDEN

Poznan

Free-of-charge coworking space provided by the city of Poznan.

It is a place of work, meetings and exchange of experiences. A place where people with a different perspectives on business and the city get together. A place which uses human and idea diversity to build new value.

Use this space to make your ideas come true, use the knowledge and experience of others – the best things are born through cooperation.

[plusjeden.com](http://plusjeden.com) [plusjeden@um.poznan.pl](mailto:plusjeden@um.poznan.pl)

## STARTER

Gdansk

It's a coworking space that's a part of Gdansk Business Incubator. Starter has a big community and organizes a lot of business, networking and educational events for entrepreneurs, - most notably Global Entrepreneurship Week.

[inkubatorstarter.pl](http://inkubatorstarter.pl) [recepca@inkubatorstarter.pl](mailto:recepca@inkubatorstarter.pl)

## T-MOBILE CO-WORKING SPACE

Warsaw

Hip urban co-working space hosted by T-mobile. A typical open office environment has been redesigned to add friendly spaces in the middle of the office.

The rooms and zones have been heavily used since their introduction which is a testament to their powerful and useful design which focused on the needs of the users: intimacy, creative space, team workshops, relaxing area, silent rooms, etc.

## POMERANIAN SCIENCE & TECHNOLOGY PARK

Gdynia

Gdynia-based coworking space located at one of the most successful science parks in the country.

When you join Pomeranian Science and Technology Park Gdynia as a company, you receive an office and with it a package of benefits: business and legal consultations, assistance in promoting your project and the possibility to use the infrastructure and events organized by the Park on preferential terms.

You can also join the park as a coworker. Within the park there are laboratories of: 3D printing, destructive and non-destructive tests, electronic tests, calibration of measuring instruments, navigation, tailoring, ceramic and biotechnology.

About 500 events are organized here every year, including such prestigious ones as: Economic Forum, Gdynia Design Days, Product Camp, Festival of Young Scientists E(x)plory, Kolosy, TEDx Gdynia.

[ppnt.pl/en/departments-projects/coworking](http://ppnt.pl/en/departments-projects/coworking)  
[office@ppnt.gdynia.pl](mailto:office@ppnt.gdynia.pl)



Photo: Open space in Poznan Science & Technology Park



Photo: Patio space at Poznan Science & Technology Park



Photo: Patio space at Reaktor



**WHERE TO GET**

**ACCELERATED**

**AND INCUBATED**



# CZIITT

*Warsaw* Warsaw University of Technology invites you to the Innovation Incubator (ININ) aiming at activation of innovative entrepreneurship.

Three programmes of support for entrepreneurs and startups have been established within the Centre for Innovation and Technology Transfer Management of WUT. Projects for corporate and sector acceleration aimed at solving specific problems or commercialisation of a given technology are also going to be implemented in ININ. CZIITT is an early stage incubator for tech startups with no or small revenue, who will be helped in entering the market.

[cziitt.pw.edu.pl](http://cziitt.pw.edu.pl) [cziitt@pw.edu.pl](mailto:cziitt@pw.edu.pl)

# HUGE THING

*Warsaw/Poznan* Huge Thing Pre-acceleration Online Program in partnership with Google for Startups is dedicated to pre-seed and seed-stage startups with a draft version of MVP or first version of product. The Program is addressed to startups focused on various areas like finance, marketing, HR, medicine, sustainability, gaming, e-sport, IoT, energetics and others that have global potential. They deliver programs to meet different needs: To find and accelerate interesting startups (2-6 months), to validate organization fit – Huge Thing Start-up Sprint (1 week), to build internal innovation – Innovation program for employees, dedicated scouting for corporations, and custom build programs for specific partner's needs.

[huething.vc](http://huething.vc) [hello@huething.vc](mailto:hello@huething.vc)

# IMPACT

*Warsaw* IMPACT acceleration program is directed to startups which develop innovative products, services or technologies especially in the smart city industries, artificial intelligence (AI), industrial internet of things and expanded reality (IIoT, AR).

They are looking for projects that have at least a working prototype. By participating in the program you get; up to 6 months of Acceleration Program, opportunity to implement/pilot in cooperation with a large company, non-refundable financial support - a grant up to 200 000 zł, 400 hours of consultancy and mentoring, flexible Acceleration Program lasting from 3 to 6 months, individual technology consultancy – support from technology experts from large and medium-sized enterprises, and mentoring consultancy.

[impactpoland.pl](http://impactpoland.pl) [impactpoland@fundingbox.com](mailto:impactpoland@fundingbox.com)

# KRAKOW TECHNOLOGY PARK

*Krakow* This is co-working space, acceleration, seed funding, mentoring and labs all together. The incubator is for early-stage teams as well as accelerator for scaleups. Their focus areas are Gaming, ICT, Industry 4.0. The Kraków Technology Park (KPT) is the most complete one-stop-shop for business operating in Poland. They also manage the Polish Investment Zone, authorising tax exemptions, and inspiring enterprises to new investments. They provide access to hardware and software specialists, and network infrastructure to businesses. They organize specialized trainings and consultancy for the research and development sector covering both technological and business aspects of operating on the market.

[kpt.krakow.pl](http://kpt.krakow.pl) [inkubator@kpt.krakow.pl](mailto:inkubator@kpt.krakow.pl)



## MIT WARSAW

Warsaw

MIT Enterprise Forum CEE is a CEE based, equity-free startup acceleration program affiliated to the worldwide recognized Massachusetts Institute of Technology that provides financial, legal and consultancy support to startup founders.

The aim of the program is to support the development of the most innovative startups by combining their potential with the knowledge and resources of leading global and regional enterprises and the experience of Polish and international mentors, helping startups to scale up on international markets.

MIT Warsaw invites technological startups from CEE countries and beyond that have innovative solutions or services in one of the following areas: Fintech, Insurtech, Energy, Smart Buildings, Industry 4.0, HealthTech, Medtech, Digital Health, Martech, Sustainability and Waste Management.

[mitefcee.org](http://mitefcee.org) [info@fpt.org.pl](mailto:info@fpt.org.pl)

## POMERANIA SCIENCE AND TECHNOLOGY PARK

Gdynia

Pomeranian Science and Technology Park is the largest hub of organizations operating at the edge of business, science and technology.

They offer co-working, workshops, scientific communities, acceleration. For those who develop their business ideas, they will help prepare you through the acceleration programme that is supporting projects in the early stage of development.

[ppnt.pl](http://ppnt.pl) [startup@ppnt.pl](mailto:startup@ppnt.pl)

## POZNAN SCIENCE AND TECHNOLOGY PARK

Poznan

Equipped labs. The incubator has its primary focus on four activities including startup incubation, R&D, infrastructure provision as well as technology transfer and innovation promotion. PSTP has currently hosting over 80 startups and spin-offs (mainly from ICT, biotech and chemistry background), which are employing over 500 people.

They offer comprehensive support in setting up a business, developing an enterprise, EU fundraising, liaising with foreign partners and implementing innovative solutions. Poznań Science and Technology Park has a proven track record of supporting individuals, as well as legal entities in furthering their business opportunities, they have an extensive experience in entrepreneurial education including soft-skills (creativity, team roles theory etc.) and startup related skills (business modelling, design thinking, commercialization strategies, IPR etc.

[ppnt.poznan.pl](http://ppnt.poznan.pl)



Photo: Open conference in Reaktor

**“Once the startups in our programmes are done, they rarely move to co-working spaces. Instead they spend money renting a place, where they can build their own production line.**

- Lukasz Sztern, Manager CZIITT



## SCIENCE AND TECHNOLOGY PARK "TECHNOPARK GLIWICE"

**Gliwice** The main activity of the park is creation and promotion of innovative and advanced technology companies and transfer of innovative technologies from the Silesian University of Technology and R&D units to small and medium-sized enterprises.

Currently Technopark Gliwice render services for 75 innovative companies. The proximity of the Silesian University of Technology, access to modern, well-equipped premises and innovative devices, as well as numerous training and specialized consultancy run by qualified coaches, those are only some of the advantages of our institution. Among services addressed to enterprises you can find innovation audits, mentoring and consulting packages and the opportunity to join the Virtual Business Incubator, which allows to register your company at a prestigious address without necessity to rent a room.

[technopark.gliwice.pl](http://technopark.gliwice.pl) [info@akcelatorgliwice.pl](mailto:info@akcelatorgliwice.pl)

## WROCLAW TECHNOLOGY PARK

**Wroclaw** Wrocław Technology Park is the largest business institution of this type in Poland, in terms of the number of companies operating in its area. Both startups, enterprises from the SME sector as well as large international companies will find their place here. rental of office and production space, access to 12 laboratories or conference facilities. There are two business incubators in our structures, and the NUTRIBIOMED Cluster with the Experimental Department. Their focus is on IoT and industry 4.0.

They acquire and support the acquisition by entrepreneurs of co-financing from EU or national funds for the launch of their projects and the development of innovation.

[technologpark.pl](http://technologpark.pl) [wpt@technologpark.pl](mailto:wpt@technologpark.pl)



**WHERE TO GET**

**FUNDING**

## BRIDGE ALFA

*Across Poland*

Bridge Alfa is aimed at funding ideas in the seed stage, where the risk of investment failure is greatest, but can be verified at relatively low cost. Thus, the capital gap will be closed, which prevents scientists from getting into business with their projects. The investors will receive non-refundable support, which NCRD gives them for the creation of an investment vehicle.

Through the vehicle, ideas of high commercialization potential will be selected. They will enter the market by ensuring that they pass through the phase of proof of principle and proof of concept and all services necessary to transform into spin-offs. Non-refundable funding from NCRD amounts to 80% and the support an individual project can count on amounts to about PLN 1 million.

[ncbr.gov.pl](http://ncbr.gov.pl)

## INNOVATION NEST

*Krakow*

Innovation Nest is a Venture Capital fund based in Krakow, which was founded by P. Wilam & M. Kapturkiewicz. It focuses mainly on high tech early stage startups. Investment model of the fund is strongly based on building a relationship with Silicon Valley. Innovation Nest mainly supports B2B SaaS startups which want to expand their business globally.

[innovationnest.co](http://innovationnest.co)

## SPEEDUP VENTURE GROUP

*Poznan*

SpeedUp Venture Group is a leading group of venture funds, investing in enterprises in an early stage of development.

Areas of our interest include enterprises and entrepreneurs in CEE, who want to conquer the global market by utilizing their self-developed solutions. It creates opportunities, but also entails risk, because in a world of technological entrepreneurship, it becomes difficult to replicate a success of businesses, whose main focus is a local market, what until recently, was driving a development of the European economies.

They are looking for innovations from areas such as: consumer internet, electromobility, energy, fintech, martech, adtech, medtech, IoT, AI and hardware.

[speedupgroup.com](http://speedupgroup.com)



**“ Go global as soon as you can!**

-Mateusz Cybula,  
Manager Krakow  
Technology Park



*Photo: Innovation workshop in Poznan Science and Technology Park*

# ACTIVITIES AND EVENTS



## STARTUP STAGE

[startupstagepeople.splashthat.com](http://startupstagepeople.splashthat.com)

Events organised by Innovation Nest, within a widely understood area of startups. During the meetings visionaries speak, whose ingenuity and work surprise and motivate people to act.



## STARTUP WEEKEND

[communities.techstars.com](http://communities.techstars.com)

Techstars Startup Weekend is a 54 hour event that brings together designers, developers, entrepreneurs, and experts from all domains to do amazing things. All Techstars Startup Weekend events follow the same basic model: anyone is welcome to pitch their startup idea and receive feedback from their peers. Teams form around the top ideas (as determined by popular vote) and embark on a three-day frenzy of business model creation, coding, designing, and market validation. The weekend culminates with presentations in front of local entrepreneurial leaders with another opportunity for critical feedback!



## WOLVES SUMMIT

[poland.wolvessummit.com](http://poland.wolvessummit.com)

Besides being an annual event, Wolves summit is also a virtual matchmaking platform between startups, investors and corporates where they can enjoy round table discussions, presentations, panel sessions, workshops, and moderated networking meetings. Join their Virtual Partners' Expo Zone: face-to-face with experts from across the world, or participate in The Great Pitch Contest for startups that happens once a month during Wolves Summit Live. Startups that choose this option receive priority access to present their ideas.



## INFOSHARE

[infoshare.pl](http://infoshare.pl)

Get to know hundreds of technology lovers. Make new friends, expand your network and have fun during lunch at food trucks or networking parties. 11 stages to get you inspired and make you gain new knowledge about digital marketing, growth, new trends and technology. On the expo you'll find tech companies booths, as well as high five with your favourite speakers.

# ACTIVITIES AND EVENTS



## **INNOSHARE**

[innoshare.pl](http://innoshare.pl)

innoSHARE happens at Copernicus Science Centre and it's the only place in the world gathering scientists, innovators and entrepreneurs. It's also a series of educational and informational events in Poland and abroad, the main theme of which are high technologies, research and development (R & D / B + R), cooperation between business and science, and the internationalization of startups and research. These guys gather a variety of participants: university talent – entrepreneurial scientists, students, and PhD students, innovators from the startup environment, deep tech projects, and R&D companies, representatives of innovation and startup ecosystems from various parts of the world, international tech entrepreneurs and investors, Polish international community dealing with science, innovation, and entrepreneurship, partners and participants who want to realize their business, research, and social goals.



## **STARTUP SUMMIT**

[eu-startups.com](http://eu-startups.com)

The biggest conference organized by the Polish Agency for Enterprise Development. During the 2-day long event, entrepreneurs can meet technology brokers and VCs.



## **HIVE**

[hive53.com](http://hive53.com)

Monthly events focused on startups and entrepreneurship. The number in Hive's name denotes the area code of the city. The most active are Hive61 in Poznan and Hive53 in Krakow.



## **CLOCKWORK**

[clockwork.com.pl](http://clockwork.com.pl)

It's available in 3 locations in the capital. Oriented to startups and freelancers. Clockwork hosts startups and tech events like Founders Institute and Geek Girls Carrots.



## **BITSPIRATION**

[festival.bitspiration.com](http://festival.bitspiration.com)

Bitspiration invites the biggest e-business stars and chooses extraordinary meeting places. They will suggest topics and introduce masters to professionals. They encourage the timid and admire the courageous. They discuss new technology trends and create new ones. They tear you away from the computer and teach you to enjoy life. They guarantee the best conditions, the highest level of talks and non-stop activities.



**“In Poland, a very important trend is to build processes of support for the implementation of startup solutions in big nationwide corporations**

- Lukasz Sztern,  
Manager CZIITT



# RESOURCES TO TAP INTO

## POLISH AGENCY FOR ENTERPRISE DEVELOPMENT

**Warsaw** The Polish Agency for Enterprise Development (PARP) is involved in the implementation of national and international programmes for startups and companies financed from the EU structural funds, state budget and multiannual programmes of the European Commission. As a key authority responsible for creating a business-friendly environment in Poland, PARP contributes to the creation and effective implementation of the state policy related to enterprise, innovation and staff adaptability.

PARP is for Entrepreneurs starting up their activity have original business ideas and the ability to refine them. However, each startup comes to a moment at which the skill, creativity and belief in success are no longer enough. PARP offers funds which make it easier to take another step. New entrepreneurs can benefit from Acceleration Programmes.

[en.parp.gov.pl](http://en.parp.gov.pl)

[biuro@parp.gov.pl](mailto:biuro@parp.gov.pl)

## KNOWLEDGE ECONOMY FORUM

**Warsaw** Knowledge economy forum seeks to achieve that the most favourable conditions for the development of knowledge-based economy should be created in Lithuania. Knowledge economy forum brings together politicians and representatives from universities, the NGO sector, and qualified business people in high – technology industries. The members of the Association are legal entities – universities, scientific research institutions, students’ organisations, business organisations and active, progressively thinking persons – heads of successfully operating undertakings of the country, scientists and politicians.

[zef.lt](http://zef.lt)



**SUPPORTERS**

**OF THE**

**ECOSYSTEM**



Photo: Mixer in Poznan Science and Technology Park

**“PSTP is where we really get to develop our products. They've got a great network in different industries, and great business coaches. Perhaps the best accelerator!**

- Leszek Broniarek,  
Founder BBH BioTech



Photo: European Virtual Acceleration Program

## GEEK GIRLS CARROTS

Warsaw

Geek Girls Carrots is a global grassroots organisation focused on women in tech and female entrepreneurs. They gather peers to inspire, learn from each other, and share knowledge. They believe that girls in new technologies are the avant-garde of innovation. They want to overcome stereotypes by bringing more diversity into the tech world.

[gocarrots.org](http://gocarrots.org)

## STARTUP GRIND

Warsaw

Community of entrepreneurs, founders, and networkers who come together once a month to be educated and inspired by some of the brightest minds international entrepreneurship has to offer.

Startup Grind values are: "We believe in making friends, not LinkedIn connections. We believe in giving, not only taking - what goes around, comes around. We believe in helping others as good entrepreneurship needs a healthy environment. We are truly passionate about helping founders, entrepreneurs, and startups succeed."

Startup Grind Warsaw is active in running events for entrepreneurs and other supporting activities.

[startupgrind.com/warsaw](http://startupgrind.com/warsaw)

## STARTUP HUB POLAND

Warsaw

It's the platform for international talent, mainly from Central and Eastern Europe as well as Polish diasporas. The Hub invites their target to come and get financed in Poland. Since its beginning, they have been persuading native top high-tech professionals and innovative entrepreneurs to stay and do business and research in their place of origin.

Startup Hub Poland's mission and actions are driven by the belief that Poland is as great place to raise financing. They constantly develop the network of East-Central European startups and investors, and run special a seed funding program.

[startuphub.pl](http://startuphub.pl)

## STARTUP POLAND

Warsaw

Startup Poland is the startup's voice in the dialogue with policymakers: public hearings, official statements, policy papers and regulatory recommendations. They will be your eyes, ears and hands in the regions, who monitor local changes in the ecosystem.

[home.startuppoland.org](http://home.startuppoland.org)



An aerial photograph of Barcelona, Spain, taken during the golden hour. The Sagrada Família is the central focus, surrounded by a dense urban landscape. The city extends to the sea, with mountains visible in the background under a warm, orange sky.

# SPAIN

If you are looking for talent, an enormous market and important number of corporate companies scouting for new technology. Ranked in third place worldwide for its number of coworking spaces, there's plenty of affordable office space here. Also, efforts to foster entrepreneurial talent and innovation

Governments are advancing new initiatives and laws to make processes easier for startups in Spain. Recently, for example, Spain's prime minister advanced a set of new initiatives to promote innovation and entrepreneurship. The biggest cities in Spain like Madrid, Barcelona and Valencia all holds numerous Digital Manufacturing spaces (FabLabs).



## Ecosystem Strengths

---

The Spanish startup ecosystem has grown exponentially in the last 6 years. What is most attractive is the easy access to well-qualified talent, the low costs, its attractive lifestyle and, increasingly, the offer of investors specialized in startups. The increase in the creation of startups, the large group of scaleups and a dynamic investment environment are the main reflection of the attractiveness of Spain as a country from which to launch and grow new business projects. There are four particularly remarkable ecosystems: Madrid with a large number of Corporate Ventures, Barcelona that attracts a lot of international talent, Valencia where innovative initiatives have increase and, more recently, Malaga.

## Culture

---

When you think of Spain, you may think of relaxation, siesta, and tapas. The reality is that Spain is a very diverse country, influenced by the many cultures that have been part of our history. You can find different co-official languages depending on the territory, very different culinary traditions, even lifestyles. In general, Spain is a very sociable country bathed in many sunshine hours, where we love meetings, also at work!

## Establishment

---

The government recently approved a law to reduce startup creation times and progress is being made to reduce the administrative procedure to create a company. The number of incubators, accelerators, science and technology parks or hubs where startups can settle is huge, and also the specialized programs to support them.

## Knowledge Collaboration

---

Research and scientific production in Spain are very well positioned in international rankings. In order to close the gap between new technologies and the commercial market, many universities created science and technology parks in the 1990s. The aim is to improve the transfer of knowledge through the creation of new companies, and this initiative has been successful.

## Customer and Market Insights

---

Spain has a significant market potential. With almost 48 million inhabitants, it is the fourth largest country in Europe. Although e-commerce has increased, Spaniards still prefer to buy in shopping centers as they prefer proximity trade and value the sustainability of products.

## Investment landscape

---

The volume of startup investments in Spain has grown exponentially in recent years and is achieving records of capital invested year after year. This confirms the dynamism of the sector and supports the maturity and growth of the startups in the ecosystem, accompanied by foreign capital.

## Adecq Best TV

---

André Vanyi-Robin and Giuseppe Flores D'Arcais are two French entrepreneurs that founded Adecq Best TV in 2005 in Barcelona. Both moved to the city for family reasons and created their company at the Innovation Park La Salle Technova Barcelona. Best TV was a software provider for television networks to offer new services and content on the technological platform of DTT. In 2010 both decided to integrate Best TV into the British company Motive, in an operation for 5.7 million euros that allowed them to promote the concept of anytime TV worldwide. Today, they have become serial entrepreneurs. The last startup that André created was Nozama.green that has participated in Scale-up Champions. It is SaaS software platform that provides tracking of CO2 savings and kilograms of packaging recovered.

# **STRENGTHS IN INNOVATION**

**Life Science, Smart cities,  
IT, PropTech, Industry 4.0.**

# CONTENT

## WHERE TO SIT

Google for Startups Campus Madrid  
Impact Hub  
Talent Garden  
Regus  
Utopicus  
Wayco  
La Salle  
3D Factory

## ACCELERATED AND INCUBATED

Apte  
Barcelona Activa  
Conector  
Internet of Things Institute of Catalonia  
Lanzadera  
La Salle Technova / Funitec  
Plug & Play  
Tech Barcelona  
The Collider  
SeedRocket  
Wayra  
101startups  
2 Digits Growth

## FUNDING

BStartup  
Caixa Capital Risc  
Encomenda  
Keiretsu Forum  
Nekko Capital  
OneRageTime  
Seed & Click  
Torret Road Capital  
EIX Technova

## ACTIVITIES AND EVENTS

Startup Olé Salamanca  
Digital Enterprise Show  
eDelivery Barcelona  
Advanced Factories  
EU-Startups Summit  
Smart City Expo World Congress  
Barcelona Startup Week  
Iot World Congress  
4YFN

## RESOURCES

Chambers of Commerce  
Barcelona City Council  
Barcelona Institute of Science and Technology  
Scale Cities

## SUPPORTERS

ACCIO  
CDTI  
ENISA



# WELLKNOWN STARTUPS

civitatis

cabify

spotahome

wallapop

Typeform

# STARTING A COMPANY



Photo: South Summit Pitching stage

You know that Spain is famous for many things: Food, blue skies, football, arts scene, vibrant nightlife. But did you know it is also an increasingly great place to launch a startup?

In recent years, access to accelerators and startup support in Spain has improved dramatically. The number of investors is growing exponentially as the capital invested in startups exceeds historical records every year. The government's ENISA program has been greatly enhanced, becoming a very popular source of financing that's accessible to most new startups, and legislation has just come out that speeds up the times to support the creation of startups. Combined with the open-minded people and great weather, the Spanish ecosystem has plenty to offer foreign talent and promising startups.



**WHERE TO SIT**

## GOOGLE FOR STARTUPS CAMPUS, MADRID

Madrid, Barcelona

Google for Startups Residency brings growth-stage startups the best of Google's products, connections, and practices. Each startup receives tailored mentorship and workspace at Google for Startups Campuses.

[campus.co/intl/es\\_es/madrid/](https://campus.co/intl/es_es/madrid/)

## IMPACT HUB

Madrid

Part innovation lab, part business incubator, and part community center, Impact Hub offers members a unique ecosystem of resources, inspiration, and collaboration opportunities to grow impact.

They believe a better world evolves through the combined accomplishments of creative, committed and compassionate individuals focused on a common purpose. Joining the diverse community of members and collaborators will inspire, connect, and enable you to develop your best work every step of the way.

[madrid.impacthub.net](https://madrid.impacthub.net) [madrid@impacthub.net](mailto:madrid@impacthub.net)

## TALENT GARDEN

Madrid, Barcelona

Come join the biggest community of digital and tech professionals in Europe. Our coworking space in Madrid is located in Atocha, a central area in Madrid belonging to the Arganzuela district.

The campus spans 5 floors (4,700 sqm) with a rooftop terrace and can host up to 340 members. The workspace in Barcelona is in Districte de la Innovació. Talent Garden offers modern flexible workspaces, digital skills training with our Innovation School and hundreds of events every year. Talent Garden also provides its members with access to an international network of tech professionals across Europe with one unique membership.

[talentgarden.org/da/coworking/spain](https://talentgarden.org/da/coworking/spain)  
[madrid@talentgarden.com](mailto:madrid@talentgarden.com)



## REGUS

*Madrid*

Centrally located in the Spanish capital, the Madrid Plaza España business centre puts you right next to a renowned tourist hotspot. It's a busy place to work, close to companies from finance, education, tourism and more – and supported by Plaza de España metro station, less than one minute away on foot.

The space is open to access 24-hours so you can work your own way.

[regus.dk/coworking-space/spain](https://regus.dk/coworking-space/spain)

## UTOPICUS

*Madrid, Barcelona*

Club, Hot desk, coworking fix or private office from 1-100 workspaces. They have a wide range of rooms in Madrid and Barcelona to suit all your needs. In addition, they comply with all health and hygiene protocols and recommended capacity to make your meetings as safe as possible. They will give you free advice on the best aid schemes for your business and deal with managing the applications. A legal, tax and accounting advisor service to deal with all the procedures and consultations you require.

[utopicus.es](https://utopicus.es)    [madrid@utopicus.es](mailto:madrid@utopicus.es)  
[barcelona@utopicus.es](mailto:barcelona@utopicus.es)

## WAYCO

*Valencia*

Shared work spaces in a collaborative environment where you can promote your business or project. Offers you more than 3.000m<sup>2</sup> of work spaces, spread out across five floors, for self-employed workers, freelancers, SMEs and startups.

[wayco.es/](https://wayco.es/)



**WHERE TO GET**

**ACCELERATED**

**AND INCUBATED**

## APTE

Across Spain

The Association of Science and Technology Parks of Spain (APTE) is a nonprofit association whose main objective is to collaborate, through empowerment and dissemination of scientific and technological parks, renewal and diversification of productive activity, technological progress and economic development. The 80% of Parks in Spain have incubation spaces and accelerator programs for startups.

[apte.org](http://apte.org)

## BARCELONA ACTIVA

Barcelona

Barcelona Activa is an incubator owned by Barcelona City Council. Their vision consists of making Barcelona an international benchmark city for working, starting up and living with environmental and social values. Located in the knowledge district, it is one of the innovation hubs of the city. 2000 m2 for the improvement of occupability and professional career.

[barcelonactiva.cat](http://barcelonactiva.cat)

[barcelonactiva@barcelonactiva.cat](mailto:barcelonactiva@barcelonactiva.cat)

## BARCELONA TECH CITY

Barcelona

It works with entrepreneurs, start-ups, consolidated businesses, investors, incubators, accelerators, company builders, universities, business schools, media enterprises, government agencies and other entities. Barcelona Tech City is a project driven by local entrepreneurs that currently represents more than 1000 businesses.

[barcelonatechcity.com](http://barcelonatechcity.com)

## CONECTOR

Conector works with entrepreneurs to improve their skills, expand their knowledge or complete their teams, helping them mature and validate their projects. Their acceleration programs are an opportunity to go to the next level. Conector mentors are successful entrepreneurs, managers and investors who represent the key to the most relevant network of contacts in any sector.

[conector.com](http://conector.com)

## LANZADERA

Valencia

The well known supermarket chain has together with accelerator Lanzadera launched a program for entrepreneurs. Mercadona and Lanzadera are working with innovative companies to drive sustainable change in the food production chain. The Corporate Program supports business projects that provide solutions in areas such as the reduction and elimination of plastics, energy savings, waste management, healthy products, and urban distribution.

The selected entrepreneurs will be provided with financial support, advice, and training from both entities and will have use of the facilities of Marina de Empresas. Focus areas: healthy products, energy savings, reduction and elimination of plastic, urban distribution model, and waste management.

[lanzadera.es](http://lanzadera.es)

## PLUG & PLAY

Valencia, Madrid

Their programs are industry themed to ensure that startups and corporate partners make the most meaningful connections for their business.

50+ programs a year, 12-weeks each, No equity required, Stage agnostic (startups of all sizes), Build your pipeline of corporate clients, Meet mentors, VCs, and angel investors, Leverage the global network. Worldwide with two locations in Spain (smart cities and Real estate & Construction).

[plugandplaytechcenter.com](http://plugandplaytechcenter.com)

## THE COLLIDER

The Collider brings together scientific and entrepreneurial talent to create highly technological startups. Their end purpose is to provide a response to the challenges of industry and society by means of deep-tech innovation.

[thecollider.tech](http://thecollider.tech)



## TECHNOVA / FUNITEC

*Barcelona*

This incubator and accelerator is for technology-based startups in all stages of development linked to La Salle University. They absorb startups from all industries but are strong in IoT Technologies, Media, Engineering and Architecture. Supporting startups with mentoring, coaching, investment readiness, etc. and by providing startups market opportunities, potential partners or clients.

They organize events, sectorial workshop and corporate-startup acceleration programs. Examples of companies they work with: Schneider, Ikea, Desigual, Mango, Neinor, JLL, Volkswagen. They have a range of different courses training startups in raise venture capital: Investment Morning, Investor Networkin and Business Angel School.

[technovabarcelona.org](http://technovabarcelona.org)

## SEEDROCKET

*Barcelona, Madrid*

SeedRocket is an innovative private initiative for entrepreneurs with technology-based projects. They provide training, financing and a network of contacts to enhance the development of your startups, as well as a common workspace at the startup accelerator in Barcelona and Madrid.

[seedrocket.com](http://seedrocket.com)

## WAYRA

*Barcelona, Madrid*

Corporate accelerator. During the last eight years, Telefónica's open innovation area has invested more than € 160M in startups around the world.

More than 500 startups participating in the open innovation program are still active and more than 100 are already doing business with the company.

[wayra.es](http://wayra.es)

## 101STARTUPS

Barcelona

101 Startups accelerator and investment fund for: Seed-stage, but scalable startups with an innovative global vision. Housed in Pier01, 101 Startups is an investment fund at heart.

Its vision is encoded in its name – 101 being the highway connecting San Francisco with Silicon Valley; it wants to invest in startups and grow them into global tech giants. To be selected, you must have an attractive, growing market, a functional MVP, a scalable business model, a balanced, and dedicated team and a global vision.

[101startups.com](http://101startups.com) [info@101startups.com](mailto:info@101startups.com)

## 2 DIGITS GROWTH

Across Spain

Accelerator 2 Digits Growth has offices in Barcelona, Madrid, Bilbao, and Sevilla – and others around the world. It takes ideas and turns them into business opportunities. New projects are evaluated, strategised and executed. VC investment opportunities are available. For: Startups, franchisors, public services, foundations and others.

[2digitsgrowth.com](http://2digitsgrowth.com)

## 3D FACTORY

Barcelona

Created by Free Zone Consortium, opening the space in June 2020. The incubation area includes co-working zones, offices, laboratories, training areas and meeting rooms. The High-Tech Business Incubator will also provide the incubated companies with a wide range of services. Lab to develop and test digital technologies for the factories of the future.

The High-Tech Business incubator is a project led by “El Consorci de Zona Franca de Barcelona” and “Fundación LEITAT”. Its goal is to promote the adoption of 3D Printing technologies through the creation of a space for the incubation of SMEs and micro-SMEs related to these technologies. The High-Tech D-Factory Incubator is co- financed at a 50% by the European Regional Development Fund (ERDF), through the Spanish Pluri- regional Operational Program 2014-2020, and operates under Axis 3: Improving the competitiveness of SME’s.

[dfactorybcn.or](http://dfactorybcn.or) [info@dfactorybcn.org](mailto:info@dfactorybcn.org)

**“If the corporate partner don't have a proper pain, then they will test your solution, but not implement – or pay for it. Always find the need first!**

- Jaume Rey,  
Founder Nexiona





**WHERE TO GET**

**FUNDING**



## BSTARTUP

*Barcelona*

A Banco Sabadell initiative to support young companies in developing their projects with the maximum guarantee of success. They have two investment vehicles: ·BStartup10: for startups during the initial phases. ·Sabadell Venture Capital: for startup seeking series A or B.

They also have offices specialised in startups, companies with different development and financing models to traditional companies. Companies during the startup phase eligible for investment must, in addition to the general investment criteria. They are supporting business with wcalable business models that seeks a global impact.

[campus.co/warsaw](http://campus.co/warsaw) [warsaw@campus.co](mailto:warsaw@campus.co)

## CAIXA CAPITAL RISC

*Barcelona*

Caixa Capital Risc invests in the early stages of innovative companies through convertible loans or equity. The company currently has investments in over 100 companies. The companies in our portfolio are characterised by being led by highly committed entrepreneurs who have the technical and managerial skills to develop the project, that operate in large or growing markets across the world, and which work with market-proven technology with an innovative and profitable value proposition.

[caixacapitalrisc.es](http://caixacapitalrisc.es) [comunicacion@keiretsuforum.com](mailto:comunicacion@keiretsuforum.com)

## ENCOMENDA

*Barcelona*

They have been working in the startup industry for more than 20 years, launching companies, mentoring some of the most successful tech startups and investing as business angels in more than 100 projects. Thus they have launched Encomenda Smart Capital: a fund investing in seed digital companies with further resources and money but the same philosophy that we had as business angels. They help entrepreneurs for free in making strategic decisions, scaling organizations, implementing financial planning, defining new business opportunities, seeking new talent, analyzing their main KPIs and preparing their companies for next funding rounds. The initial investment ranges from 70K€ to 300K€, and we can invest up to 1M€ per company.

[encomenda.com](http://encomenda.com)

## KEIRETSU FORUM

*Barcelona*

Keiretsu Forum is the largest international network of private investors, with 53 venues in 27 countries on four continents, highlighting the presence in the US, Europe, China and Japan. It has more than 2,000 members who have invested more than \$ 200 million to date in hundreds of companies.

Keiretsu Forum provides entrepreneurs and investors with a platform where they can interact and achieve their goals for the former and find opportunities with high potential for the later.

[keiretsuforum.es](http://keiretsuforum.es) [comunicacion@keiretsuforum.com](mailto:comunicacion@keiretsuforum.com)

## NEKKO CAPITAL

Madrid, Barcelona

Nekko Capital, a Barcelona-based Venture Capital firm aimed at investing in scalable early stage digital transformation companies led by outstanding teams with global ambitions and excellent execution capabilities. Nekko Capital has offices in Barcelona, London, Madrid & Paris. Their investment strategy targets B2B or B2B2C companies in Pre-Series A and Series A financing rounds in 5 priority sectors. Focus on: Mobility, TravelTech, PropTech, FinTech, InsurTech.

[nekkocapital.com](http://nekkocapital.com)

[barcelona@nekkov.com](mailto:barcelona@nekkov.com)

## ONERAGETIME

Barcelona

OneRagtime is the next-generation venture capital fund-as-a-platform that specialises in the sourcing, financing and scaling of early-stage pan-European tech start-ups.

Thanks to their fully digitalised investment processes they offer an exclusive community the freedom to choose how they wish to invest. 500+ investors, 10000+ start-ups screened, 350+ jobs created, €40M assets in the portfolio.

[oneragtime.co](http://oneragtime.co) [contact@oneragtime.com](mailto:contact@oneragtime.com)

## SEED & CLICK

Barcelona

Seed&Click Angel Network is a private network of international investors focused on technological startups in all sectors. Seed & Click Funding also runs SWAN, WomenBusiness Angels Network, and Origen Ventures Fund which is Venture Capital in Tech Transfer. They share their knowledge and expertise in Entrepreneurship, Angel Investing, Sales Acceleration, Elevator Pitch in different formats: Masterclass, Conferences, Programs, Courses or Experts Panel.

## TORRET ROAD CAPITAL

Madrid, Barcelona

Torret Road was founded in 2016 as an investment vehicle of Menorca Millennials to back serial entrepreneurs out of the Decelerator focus on impact sectors. Based in Menorca Island with presence in Barcelona, Madrid and San Francisco. Co-investment Venture Capital firm specialised in early stage companies headed by Serial Entrepreneurs.

[decelera.com](http://decelera.com)

## EIX TECHNOVA

It is a La Salle Technova community of private investors, highly motivated and active in the evaluation of proposals, designed to connect entrepreneurs and investors in order to facilitate access to the necessary capital technology companies in early stages.

[technovabarcelona.org/investor#eixtechnova](http://technovabarcelona.org/investor#eixtechnova)



**“(The BMP Accelerator) has allowed us to connect professionals and eager minds, such as entrepreneurs, to connect with companies and encourage pilots.**

-Julien Palier,  
CEO Daysk

Photo: Marketing experts planning about SEO

# ACTIVITIES AND EVENTS



## **STARTUP OLÉ SALAMANCA**

[startupole.eu](http://startupole.eu)

Startup Ole connects startups and tech/digital talent with international corporates, investors, accelerators, universities and media. Corporates, investors, media, accelerators, universities, governments and public procurement teams know that Startup Olé is one of the biggest international pools of disruptive startups and scaleups, and that the reason why they come to our event looking for the most talented and disruptive opportunities.



## **DIGITAL ENTERPRISE SHOW**

[des-madrid.com](http://des-madrid.com)

Digital Enterprise Show is a place, where the synergy between knowledge and experience is achieved, where the new ways of making business, implementing new solutions and ideas arise. The global expo with over 300 world's top tech companies, Congress with 500 world's best digital experts, and 26,000 visitors, who gather every year in Madrid to discuss how the digital changes the business, to acquire the crucial knowledge, skills and solutions to shape their industries' future.



## **E-DELIVERY BARCELONA**

[edeliverybarcelona.com](http://edeliverybarcelona.com)

This event is the new approach to the online channel that seeks to respond to the companies' eDelivery strategy and to put suppliers, retailers and e-tailers from Spain, Europe and the Mediterranean in contact with each other. Expand your contacts network in three days, Speed up your sales, Generate business opportunities and new customers. Show up the company on the International market, Worldwide launch of innovations, services, products and trends, Enhance the image and visibility of your company, Promote your company internationally, Take part of an international platform of Know How without limits, Contact with the most important retailers and of the market.



## **ADVANCED FACTORIES**

[advancedfactories.com](http://advancedfactories.com)

Advanced Factories is the annual meeting of industry leaders. Year after year, this event brings together the most innovative companies in industrial automation, robotics, machine tools and digital manufacturing, together with the technologies that help boost industrial competitiveness thanks to new business models, new production processes and the implementation of Industry 4.0. At the same time, the Industry 4.0 Congress is held, the largest European congress on industrial innovation in which top international experts give the keys to implement new business models and delve into the most cutting-edge technological trends in the Advanced Industry.



## **4YFN**

[4yfn.com](http://4yfn.com)

4YFN is the startup event of the world's largest exhibition for the mobile industry, GSMA MWC. Their goal is to support startups, investors and companies to connect and launch new business ventures together.



# ACTIVITIES AND EVENTS



## **EU-STARTUPS SUMMIT**

[eu-startups.com](http://eu-startups.com)

The EU-Startups Summit will gather over 1,500 founders, startup enthusiasts, corporates, angel investors, VCs, and media from across Europe. The two-day event is a great opportunity for networking, and a meeting point for aspiring entrepreneurs and investors who are aiming to build international tech companies. We'll have fireside chats with internationally successful founders, great networking opportunities (with a dedicated networking app), workshops, and an exciting pitch competition with 15 finalists – selected from about 1,000 applicants!



## **SMART CITY EXPO WORLD CONGRESS**

[smartcityexpo.com](http://smartcityexpo.com)

Smart City Expo World Congress exists in order to empower cities and collectivize urban innovation across the globe. Through promoting social innovation, establishing partnerships and identifying business opportunities, the event is dedicated to creating a better future for cities and their citizens worldwide. A three-day program with +400 international experts coming together to share insights and learn best practices for a more sustainable urban world. A worldwide dialogue that shapes the next steps for urban development. A 54,000 m2 marketplace where 1,010 global companies and organizations can engage with 24,000+ professional attendees and show the world their cutting edge projects and smart implemented solutions.



## **BARCELONA STARTUP WEEK**

[barcelona.startupweek.co](http://barcelona.startupweek.co)

Barcelona Startup Week is a five day celebration of your community. Join your community in a new type of conference that builds momentum and opportunity around entrepreneurship, led by entrepreneurs and hosted in the entrepreneurial spaces you love. Startup Week is a reflection of your hard work and your community's unique entrepreneurial identity.



## **IOT WORLD CONGRESS**

[iotsworldcongress.com](http://iotsworldcongress.com)

The IOTSWC is the largest IoT event in the world to get inspired with new ideas, solutions and people. A unique event dedicated exclusively to joining IoT providers with industry in order to help the latter increase productivity via this disruptive technology. Since its first edition back in 2015, the event has grown to become the global reference for industrial IoT, and the annual meeting for industry stakeholders to establish new partnerships. 16,000 visitor from 120 countries, 350 exhibitors, sponsors and partners.



Photo: Dinamic session

**“The main value was connect with the right people and the right organization, and regard this was excellent”**

-Diego Soliño,  
COO WearHealth  
About participating in the Industry 4.0 program

# RESOURCES TO TAP INTO

## BARCELONA CITY COUNCIL

*Barcelona, Madrid*

The city of Barcelona has a consolidated startup ecosystem, undergoing constant evolution: with many startups (around 1,400), with investment entities (€453 million during 2017), with talent (universities, research centres, etc.), with support entities (accelerators, coworking spaces, Public Administrations, etc.), and with major corporations. The City Council works for the startup ecosystem in many ways, which can be summarized in these core strategies: First of all by the business friendly & service-oriented municipal policies, starting with the simplification of administrative procedures via e-administration.

[barcelona.cat](http://barcelona.cat)

## BARCELONA INSTITUTE OF SCIENCE AND TECHNOLOGY

*Barcelona*

The Barcelona Institute of Science and Technology is a scientific foundation of seven of Catalonia's research centres of excellence. Its main objective is to build new scientific collaborations among these centres, thus giving impulse to multidisciplinary projects to push ever further the frontiers of knowledge.

## CHAMBERS OF COMMERCE

*Madrid*

One of the main priorities of the Spanish Chamber of Commerce is to support and foster foreign trade among Spanish businesses, given the importance of internationalisation as an essential means to improve business competitiveness and as a lever to reactivate the economy. In this sense, with the aim of supporting the initiation and diversification of Spanish businesses in their internationalisation processes, the Spanish Chamber of Commerce provides aid to companies through its advisory programmes as well as information and training to help them take the basic decisions needed to ensure their business's internationalisation strategy is a success. Entrepreneurs starting up their activity have original business ideas and the ability to refine them.

[camara.es](http://camara.es)

# RESOURCES TO TAP INTO

## INTERNET OF THINGS INSTITUTE OF CATALONIA

*Barcelona*

The Living lab space dedicated to research spans almost 2,000 m<sup>2</sup>, and is the first interdisciplinary laboratory in Catalonia. It is committed to promoting the transfer of knowledge between university and business, and to helping develop some of today's main technological challenges, such as the Internet of Things, Big Data and Smart Cities. The research and transfer projects will be conceived within spaces of creativity, will go through the R&D laboratory and will be validated from a perspective of the market and business.

[salleurl.edu/ioticat](http://salleurl.edu/ioticat)

## SCALE CITIES

*Barcelona*

Barcelona Activa is the organization responsible for boosting economic policies and local development to ensure a better quality of life for the Barcelona citizens by promoting employment, encouraging entrepreneurship and offering support to companies from the perspective of the plural economy.

[scalecities.com/cities/barcelona/](http://scalecities.com/cities/barcelona/)





**SUPPORTERS**

**OF THE**

**ECOSYSTEM**

## ACCIO

---

Cataluña

The agency for supporting startups and medium companies from the Local Government. ACCIO is the Catalan Government's agency for enterprise competitiveness. Attached to the Ministry of Enterprise and Knowledge, it specializes in promoting business innovation and internationalization and has a network of 40 offices worldwide.

[accio.gencat.cat](http://accio.gencat.cat)

## ENISA

---

ENISA is a public company dedicated to financing viable and innovative business projects of Spanish SMEs through loans. They also accompany the companies, guide them and support them by offering you clear and objective information.

[enisa.es](http://enisa.es)

## CDTI

---

Barcelona, Madrid

The Centre for the Development of Industrial Technology (CDTI) is a Public Business Entity, answering to the Ministry of Economy, Industry and Competitiveness, which fosters the technological development and innovation of Spanish companies. It is the entity that channels the funding and support applications for national and international R&D&I projects of Spanish companies.

[cdti.es](http://cdti.es)



Thank you to all contributors from the five ecosystems

**scaleupchampions.com**

To find the latest Scale-up Champions content and sign up to receive news,  
please visit [scaleupchampions.com](https://scaleupchampions.com)

Research by: Sophie Bech, DTU Skylab  
Designed by: Martha Cecilia Fernandez Contreras, DTU Skylab

Partners of Scale-up Champions





**SCALE ▲ UP**  
CHAMPIONS