

**Building bridges between the startup  
ecosystem & the government.**

30th May

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STARTUP  
ESTONIA





# Estonian startup scene in numbers.

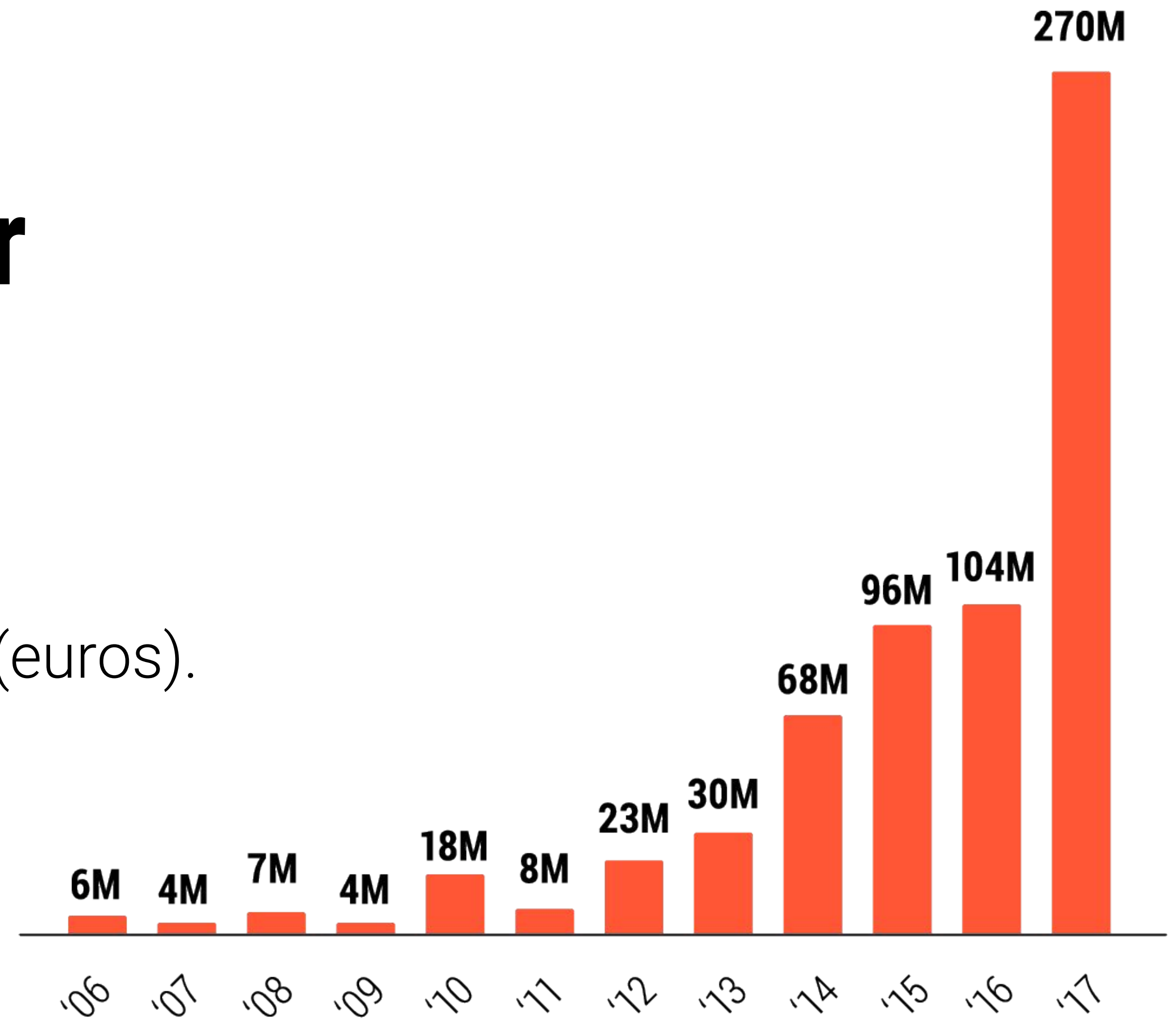
- **500** startups
- **4300 new jobs** created,  $\frac{3}{4}$  in Estonia
- **Startups paid €35M** in employment taxes (2017)
- **Raised over €640M** in the last 10 years (90% foreign funds)

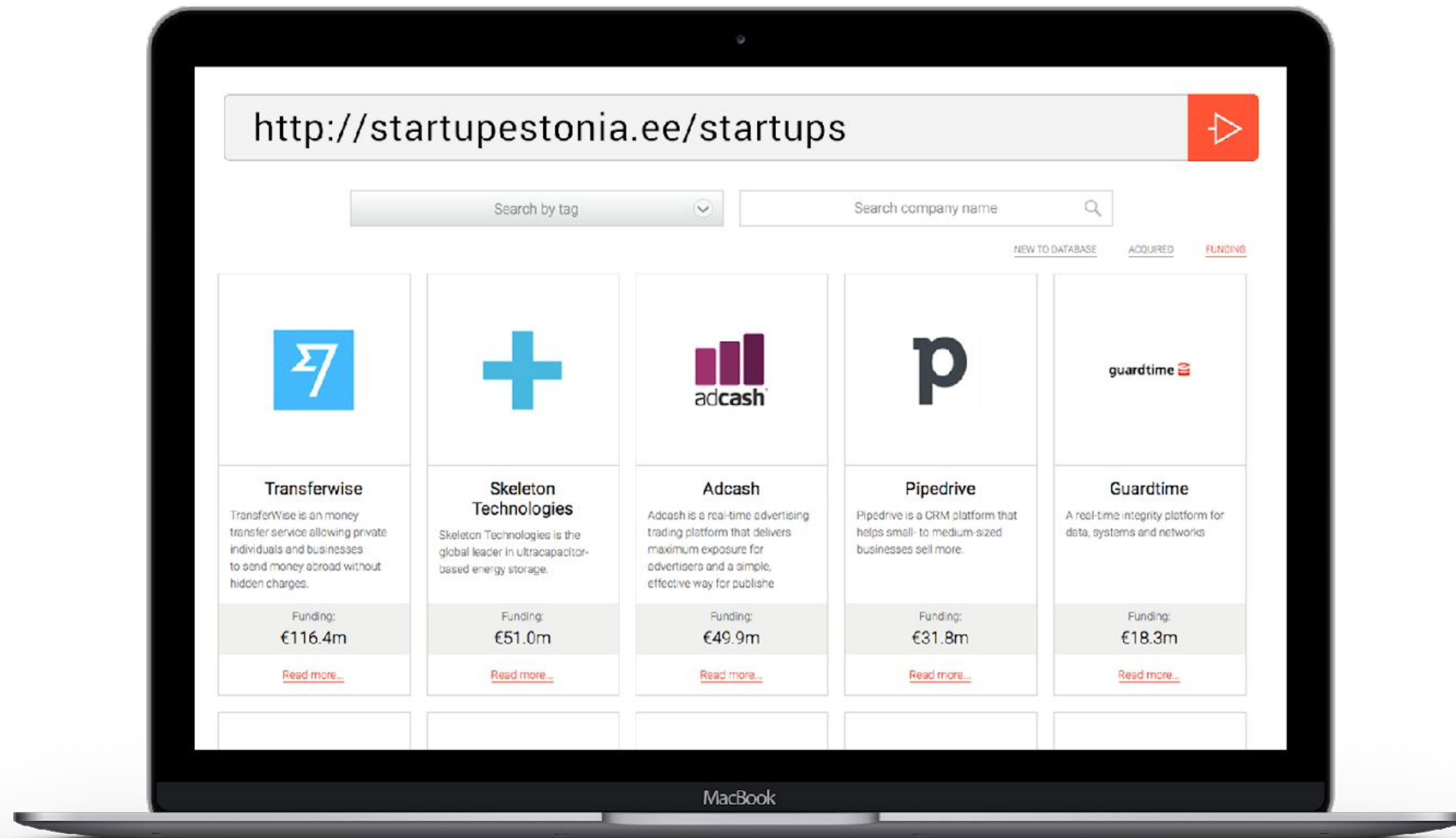




# Investments into Estonian startups over the last 10 years.

Estonian startups raised capital in total (euros).







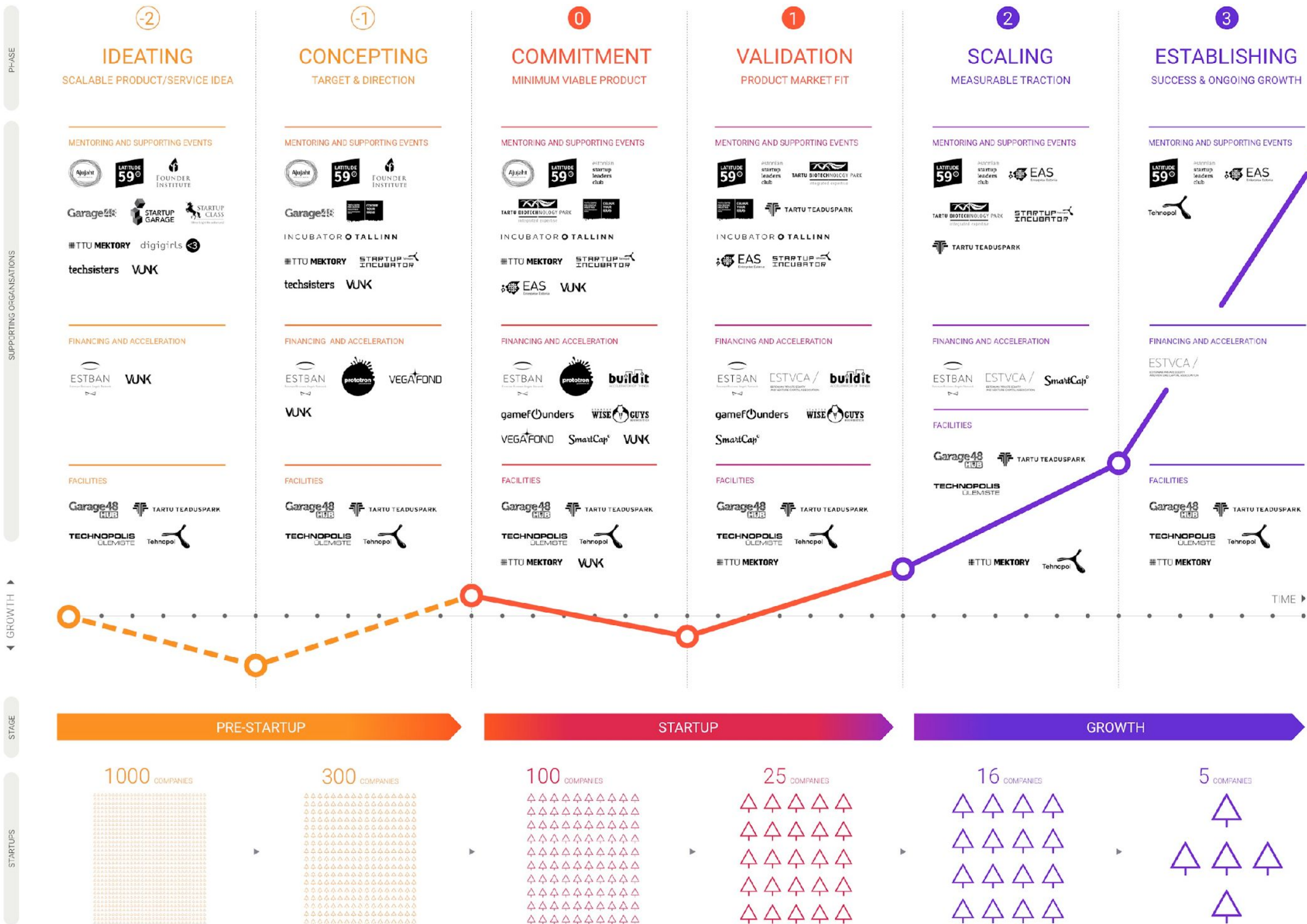
# ESTONIAN STARTUP ECOSYSTEM

## ESTONIAN STARTUP ECOSYSTEM

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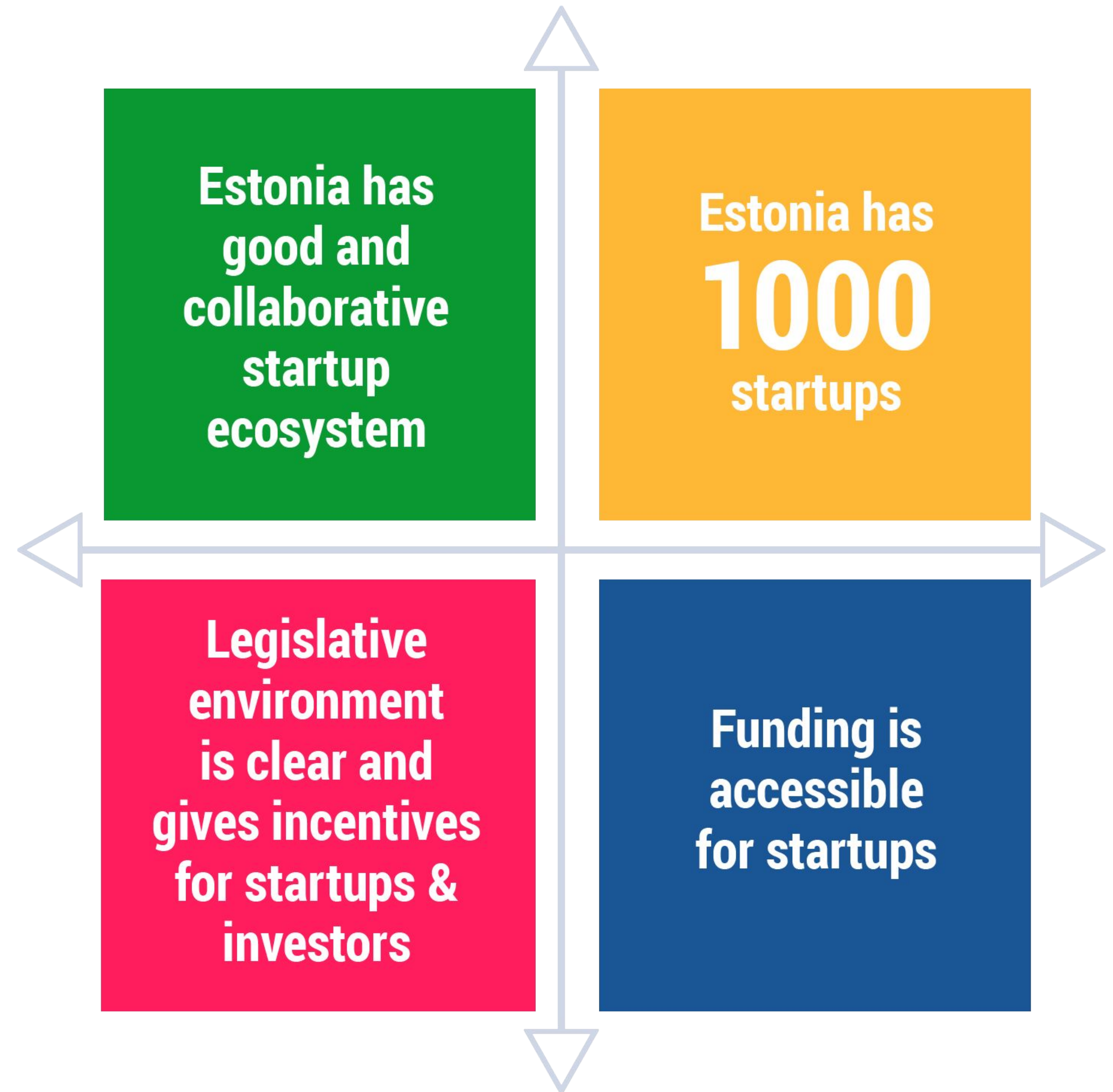
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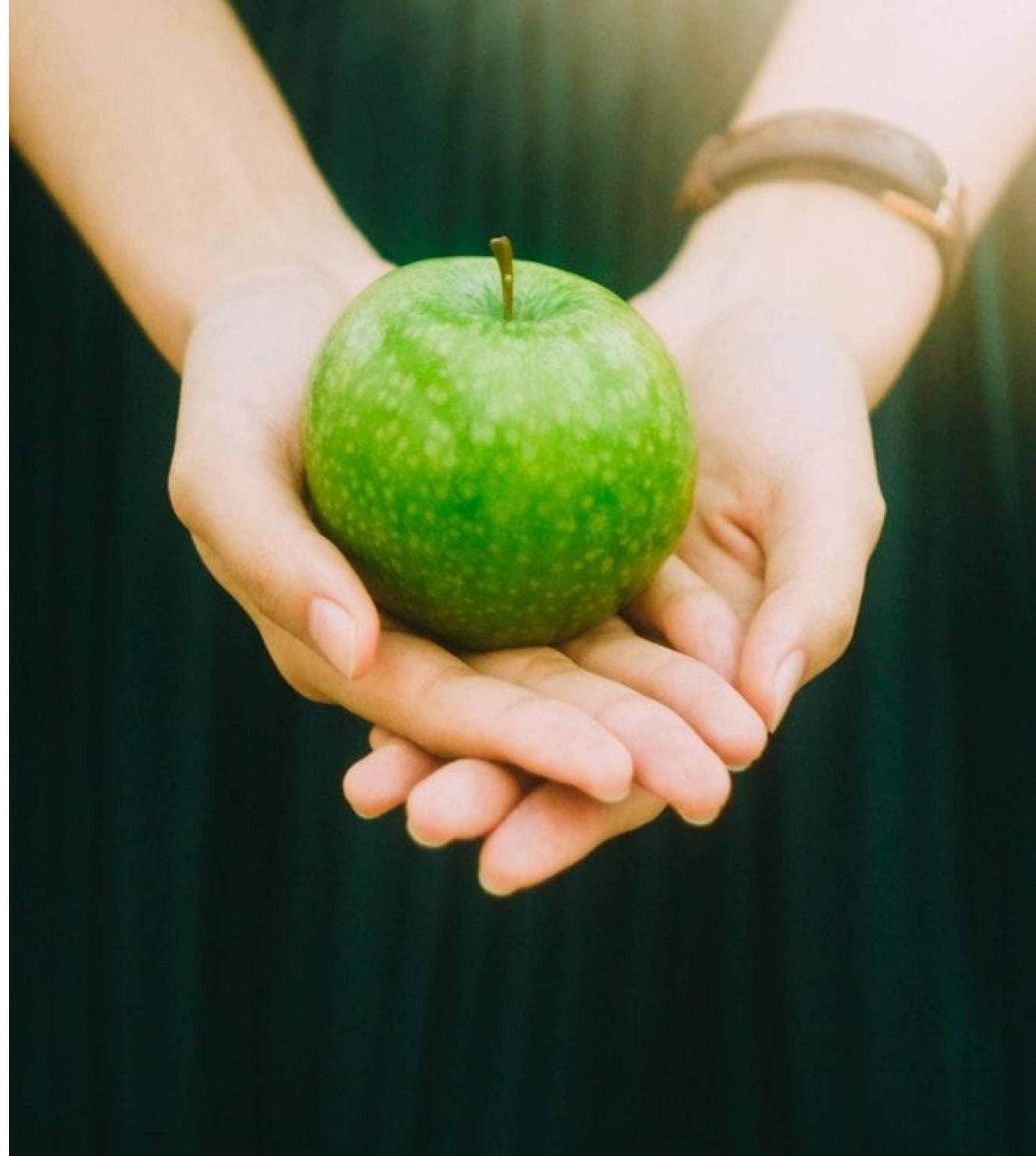


**Startup Estonia is supercharging the Estonian startup ecosystem to create more international success stories.**



# 1. Grassroots movement

The importance of supporting the ecosystem organisations & finding ways of collaboration.





## 2. Importance of the startup sector

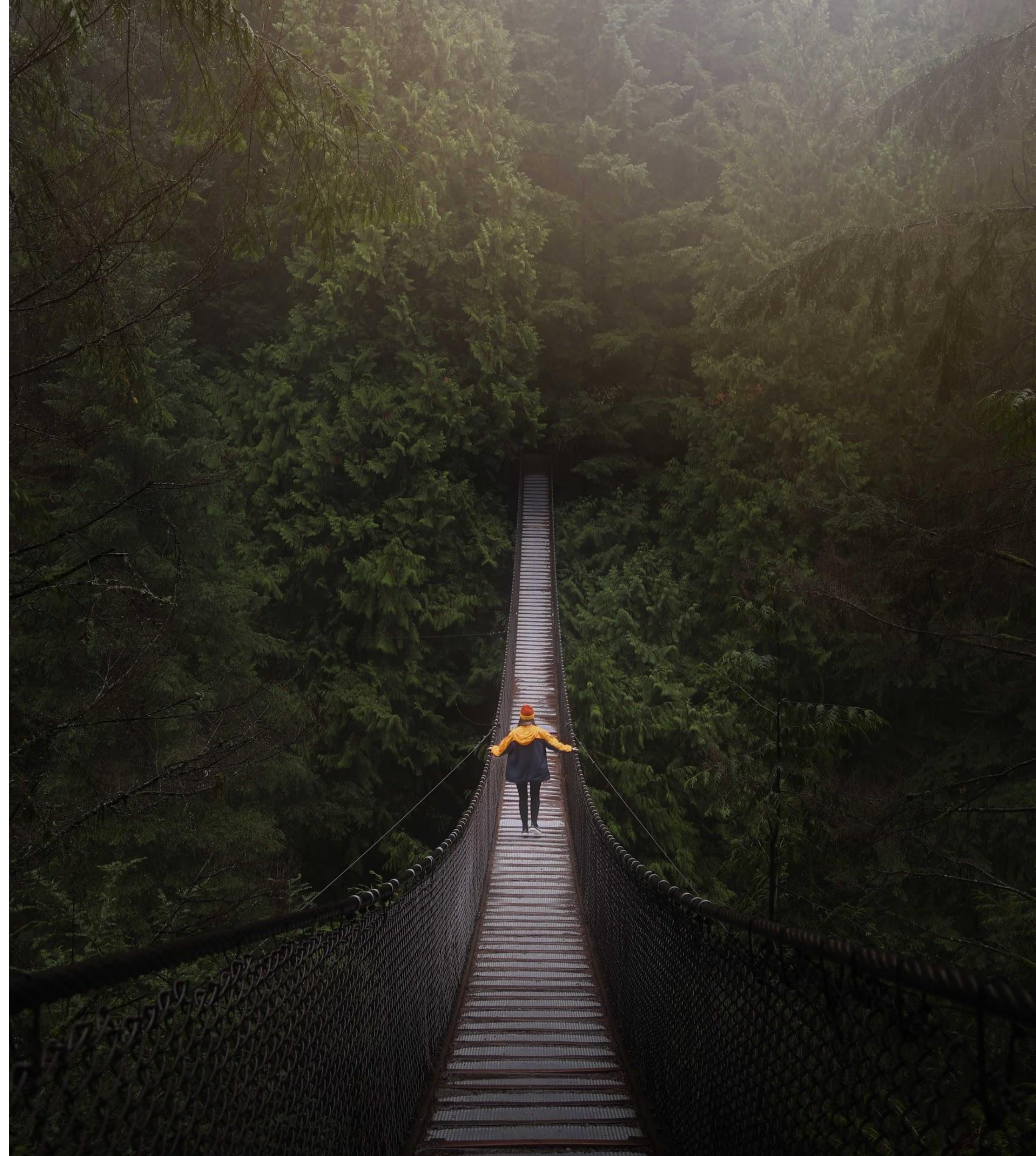
Giving regular sector overviews,  
conducting analyses and finding  
market gaps - leading a  
sustainable path for the startup  
sector.





## 3. Keeping focus

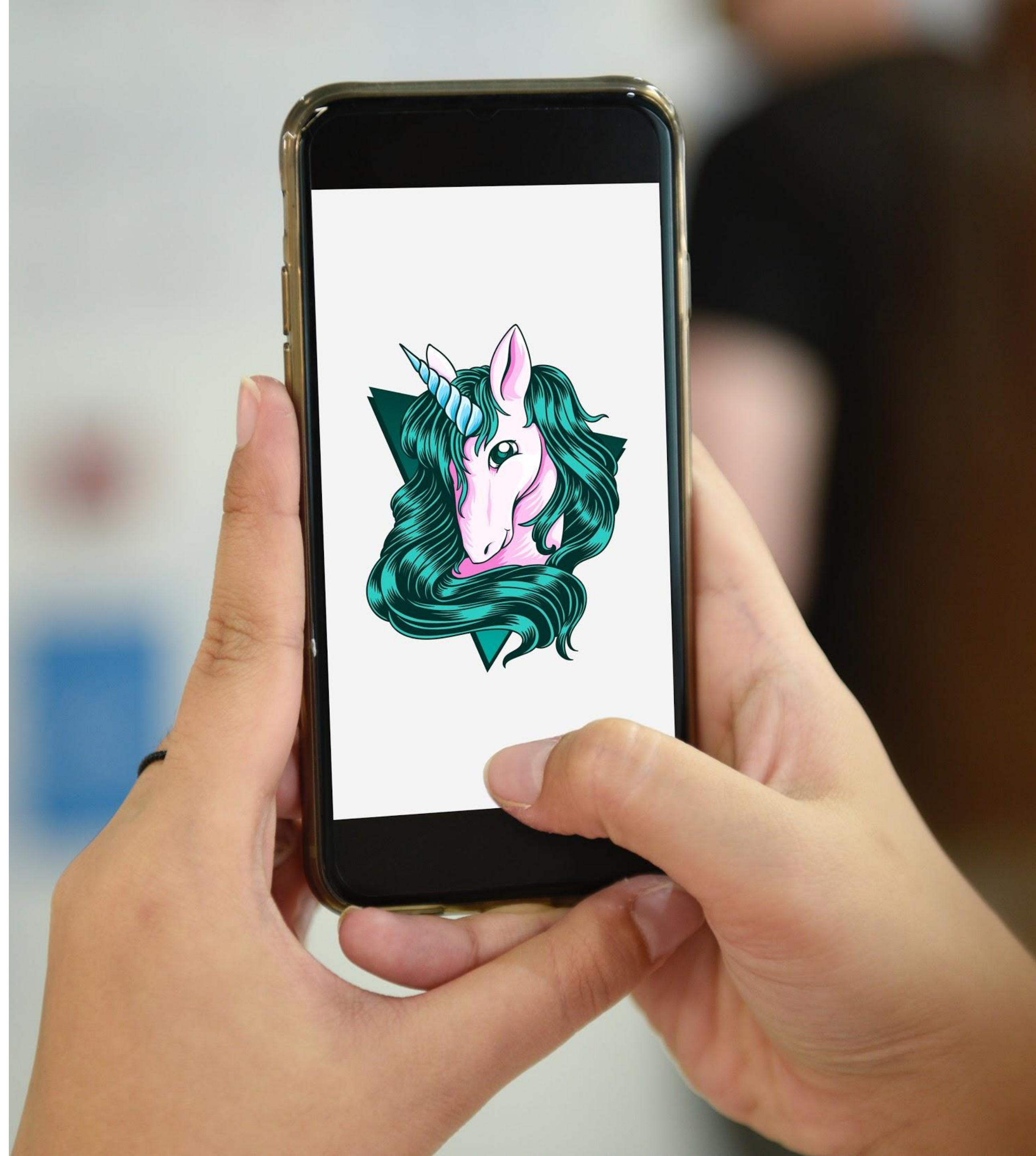
Development of certain sectors  
demands area specific specialists  
- *greentech, cybertech* examples.





## 4. Government with startup mindset

Importance of speaking the language of **your customer**.





# Product: Startup Visa

- Startup community **pain** in summer 2015
- **Prime Minister roundtable** in early 2016 with proposal
- Estonian Ministry of the Interior preparing **the law** (by May 2016 ready)
- **Startup Visa program launched** in early 2017





# Since January 2017



## Startup Committee

527 startups applied from 50+ countries

- Positive: **230**
- Negative: **285**



## Visa or TRP granted

- **282** startup employees
- **155** startup founders



## Most interest:

- Ukraine
- India
- Russia
- Turkey



## Most successful:

- Ukraine
- Belarus
- Russia



# Feedback



***"Things are good here in Tallinn! The tech scene is very active, and the connections here are very close. It is easy to get to know someone relevant in the industry"***

– shared his first impressions Kwun Lok Ng, a startup founder from Hong-Kong.

His startup Kipwise is building a Slack integration that helps teams create and share learnings and the whole team can add comments and annotations to the content without having to leave Slack.





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