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THE AMERICAN CHAMBER  
OF COMMERCE IN LITHUANIA



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INFOBALT



THE AMERICAN CHAMBER  
OF COMMERCE IN LITHUANIA



Baltic Management Institute

# LITHUANIAN DIGITECH ECOSYSTEM



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LITHUANIA

# INFOBALT

LEADING BALTIC DIGITECH (ICT+) ASSOCIATION

PART OF DIGITAL EUROPE & CEE DIGITAL COALITION

BASED IN VILNIUS, LITHUANIA

FOUNDED IN 1994

# MISSION AND VISION

## MISSION:

ENABLING DEMOCRACY,  
SOCIAL WELLBEING,  
SUSTAINBLE GROWTH  
AND RESILIENCE BY TECH

## VISION:

CO-CREATING PLATFORM  
FOR TECH POLICY-  
SHAPING, DIALOGUE,  
NETWORKING, DIGITAL  
TRANSFORMATION,  
SKILLING AND TRADE

# NUMBERS

**150+** MEMBERS

(Big Tech, Regional and Local DigiTech Players,  
Fintechs, Energy Companies, Universities)

**20K+** ICT TALENTS

**10K+** ICT STUDENTS

(in members Universities & Colleges)

**30Y** IN A GAME

# WELCOME TO THE CLUB: NEW MEMBERS

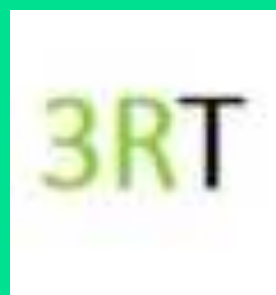
## BIG TECH



## ESTABLISHED REGIONAL, LOCAL DIGITECH PLAYERS, FINTECHS



## STARTUPS



## AND... YOU?

## EDUCATION & SCIENCE

# VALUE PLAYS FOR ECOSYSTEM



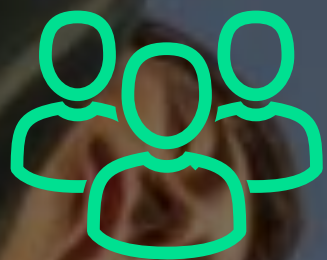
OPEN PLATFORM & MOST TRUSTED VOICE FOR TECH POLICY SHAPING AND DIALOGUE AMONG GOV, BUSINESS, ACADEMIA, CITIZENS & TECH INDUSTRY



DIGITAL TRANSFORMATION IN SELECTED INDUSTRIES: GovTech, EnergyTech, FinTech, PropTech, EdTech, Industry 4.0



EXPORT PLAYS, MISSIONS



REPRESENTATION OF MEMBERS INTERESTS (DIRECT, COALITIONS)



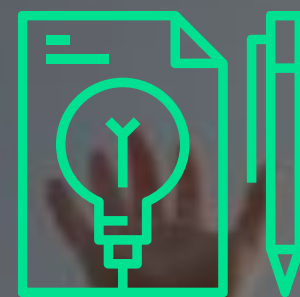
PARTICIPATION IN EU, CEE, (NEW) NORDICS, NATIONAL PARLIAMENT AND GOVERNMENT COMMITTEES, WORKING GROUPS



CONFERENCES (1<sup>st</sup> PARTY, 3<sup>rd</sup> PARTY, COLLABS) ROUND TABLES, WORKSHOPS



DIGITAL (UP, RE-)SKILLING, TALENTS, MIGRATION



THINK TANK, ANALYTICS, PROJECTS



NETWORKING, COMMUNITY BUILDING

# COMMITTEES

## GovTech

- EU Policy
- eGov: National Policy. Apps. Infra
- eID Electronic Identification
- Cyber Security
- AI. Data
- Industry 4.0. Smart City. Smart Mobility. PropTech



Chair: Tomas Krilavičius, Vice-chair: Miglė Petkevičienė  
Coordinator: Virgilijus Dirma

## PropTech

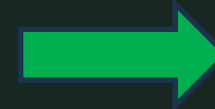


## FinTech



Chair: Miglė Petkevičienė, Vice-chair: Darius Kulikauskas  
Coordinator: Laura Guobužaitė

## EnergyTech



Chair: Mindaugas Ubartas, Vice-chair: Jonas Čeponis,  
Coordinator: Milda Savickaitė

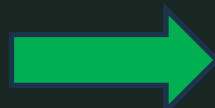
## Export



Chair: Darius Didžgalvis, Vice-chair: Tomas Vitkus  
Coordinator: Laura Guobužaitė

## Skilling. Talents. EdTech

- K-12. Universities. (Up/Re)skilling
- R&D
- EdTech
- Foreign Talents



Chair: Jonas Čeponis  
Coordinator: Andrius Plečkaitis



# SIGNATURE 1<sup>ST</sup> PARTY & COMPELLING EVENTS

## COMPLETED IN 2024:

- Feb 2024 : Alcebrekears: Vision for Lithuania
- Apr 2024: 3<sup>rd</sup> National Cybersecurity Forum
- Apr 2024: Cybersecurity. Resilience. Connectivity: Critical Infrastructure in 3Seas on the sidelines of Three Seas Summit and Business Forum
- Apr 2024: AGM2024
- Apr-May 2024: Exclusive DigiTech Community Roundtables with key Gov Stakeholders on things that matters most (1) Apr 4: MoD, NCSC, RCDC: NIS2, (2) May 2: MoEI, ISDC: Gov Cloud
- May 2024: Industry 4.0, (3) Jun-Jul: MoD, NCSC: NIS2 OTR
- Jun 2024: EuroDig European Dialogue on Internet Governance

## UPCOMMING IN 2024 > [Open call for Sponsorships x Partnerships:](#)

- Sep-Oct 2024: Exclusive DigiTech Community Roundtables with key Gov Stakeholders on things that matters most, (4) MoEI, ISDC: Apps, (5) Data Agency: Data Platform
- Oct 2024: DigiTech for Sustainability Forum
- Nov 2024: AI4Business Forum
- Nov 2024: INFOBALT 30 Years Anniversary x Christmas Party
- May-Oct 2024: President, EU Parliament, National Parliament Elections

## UPCOMMING IN 2025 > [Open call for Sponsorships x Partnerships:](#)

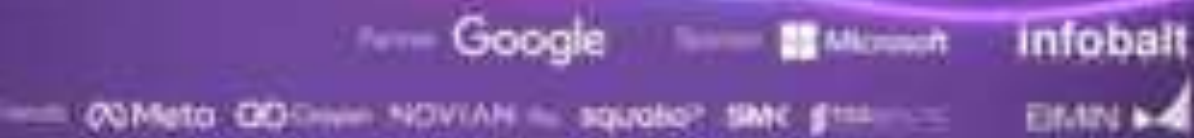
- Feb 2025: 4<sup>th</sup> National Cybersecurity Forum
- Apr 2025: Flagship Baltic+ DigiTech Conference focusing on AI, Cybersecurity & Resilience, Cloud, IoT, GovTech, FinTech, Smart City & Mobility, Sustainability, Diversity and Inclusion
- Apr 2025: AGM2025
- Oct 2025: DigiTech for Sustainability Forum
- Nov 2025: AI4Business Forum

# LATEST 1<sup>st</sup> PARTY EVENTS

**AI**Icebreakers:  
Vision for Lithuania

Watch us online!

- Feb 2024 : Alcebrekears: Vision for Lithuania
- Apr 2024: 3<sup>rd</sup> National Cybersecurity Forum
- Apr 2024: Cybersecurity. Resilience. Connectivity: Critical Infrastructure in 3Seas on the sidelines of Three Seas Summit and Business Forum
- Apr-Jul 2024: Exclusive DigiTech Community Roundtables with key Gov Stakeholders on things that matters most (Apr 4: MoD, NCSC, RCDC: NIS2, May 2: MoEI, ISDC: Gov Cloud, Jun-Jul: MoD, NCSC: NIS2 OTR)



# PROJECTS

## RECENTLY COMPLETED:

- NDPTL: "NDPTL goes Real Time Economy: eCMR solution" (New)Nordics
- Big Impact European Projects Analysis (BEISP): "New EU Internet" (EU)
- Cybersecurity Development (India)
- ART-inTELL: "Build your AI Skills & Co-create for Real time economy" (Middle East)

## IN PROGRESS:

- INTERREG: "Sustainability Reporting Tool" (Baltics, Finland)
- EDIH: "Digital Innovation & AI For Lithuanian Industrial Development" (Middle/West Lithuania)
- Gitex/Fintech Surge (Dubai, UAE)
- REWIRE: "The project Cybersecurity Skills Alliance – A New Vision for Europe" (Lithuania)
- CyberHubs: Cyber Security skilling (EU)

## NEW!

- CoCyber: Cyber Security skilling (EU)
- Missions: [Cybersecurity Startup Accelerator \(Hiring!\)](#)



SVARBI VALANDA  
PROGRAMIŠIŲ ATAKŲ KELIAMI PAVOJAI

# ANALYTICS & RESEARCH



## EXECUTIVE SUMMARY

20 solutions to boost European tech leadership and resilience

- 1. Strengthen the role of digital skills - putting the Europe-focused focus at the heart of the EU project
- 2. Move work and education 50% online
- 3. Fight cybercrime through increasing regulatory consistency
- 4. A new DMA strategy and new rules when to regulate markets
- 5. A Commission mission by 2025 to digitalise infrastructure and services of being better
- 6. A digital finance driver plan
- 7. Make green digital transformation strategies a key economic driver
- 8. A 'Tech Innovation Fund' to coordinate investments in transformative green technologies
- 9. Create a growth driver digital model and take advantage of digital skills for the Digital Product Passport
- 10. A new health strategy with digital medicine at its core

- 11. A 5G connectivity network 5G for all rolled
- 12. Fully online public services and digital IDs
- 13. A European Skills Passport and digital competency classes for all
- 14. New programmes to attract and retain tech talent
- 15. Strengthen transatlantic relations and build a new network of digital partners
- 16. Research Research grant standards setting with AI
- 17. Secure and diversity our supply chains and build our digital resilience
- 18. Mandatory cyber check for all legislation, lowering the rate of ENISA
- 19. Public and private cooperation on cyber to keep on top and out the skills gap
- 20. A 2025 digital target for all EU and NATO funds and simplified procurement processes



READ THE REPORT

QR code linking to the report.

# DIGITAL LITHUANIA 2030

1. **Leadership, ownership & strategy** for Public Sector and SMB Digital Transformation
2. **Partnership** among Public Sector, Business & Academia
3. Digital (up/re)skilling & talents
4. **Resilience** of Digital & Critical Infrastructure
5. Customer centric, accessible, simple to use, proactive, personalized eServices
6. **Data and AI** enabling real time economy
7. **Digital Export** development

# PARTNERS & FRIENDS

International

DIGITALEUROPE

CE Digital Coalition

ITSNATIONALS

digitalpoland

ITL ESTONIA

LIKTA  
LATVIAN INFORMATION AND COMMUNICATIONS TECHNOLOGY ASSOCIATION

AAVIT  
Association for Applied Research in IT

AHK  
Deutsch-Baltische Handelskammer in Estland, Lettland, Litauen

Local

WOMEN GO TECH

WOMEN 4 CYBER

LINPRA

GLOBAL LITHUANIAN LEADERS

Investors' Forum

LVK Lietuvos verslo konfederacija

Agile LIETUVA

Unicornis Lithuania

LIETUVIS URSIMASIS INTELIGENTŲ ASOCIACIJA

LBA

CEO

Rockit

FINTECH HUB LT

Lietuvos pramoninių konfederacija

LIETUVOS PRERYSBŲ, PRAMONĖS IR AMATŲ TŪMŲ ASOCIACIJA

Pubsec

LIETUVOS RESPUBLIKOS PREZIDENTAS

LIETUVOS RESPUBLIKOS SEIMAS

EIMIN  
KOVIMŲ IR RINKIMŲ MINISTERIJA

KRAŠTO APSAUGOS MINISTERIJA

URM  
SVEIKATĖS, ŠALIMŲ REIZIONIŲ IR TURIZMO MINISTERIJA

SVIETIMO, MOKSLO IR SPORTO MINISTERIJA

IVPK

ird

Inovacijų agentūra

Invest Lithuania

Go Vilnius

LIETUVOS BANKAS

NATIONAL CYBER SECURITY CENTRE

AND... YOU?

infobalt

# DIGITAL LITHUANIA IN THE WORLD



#1 Globally for Public WiFi Speed

#1 Fintech Hub in the EU by licenses issued



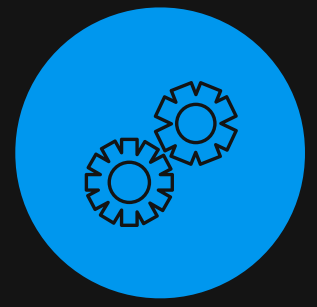
#2 National Cyber Security Index

#4 in the EU for Digital Public Services for Business



#6 Global Cybersecurity Index

#7 European eGovernment Benchmark



#10 in OECD for Open Data



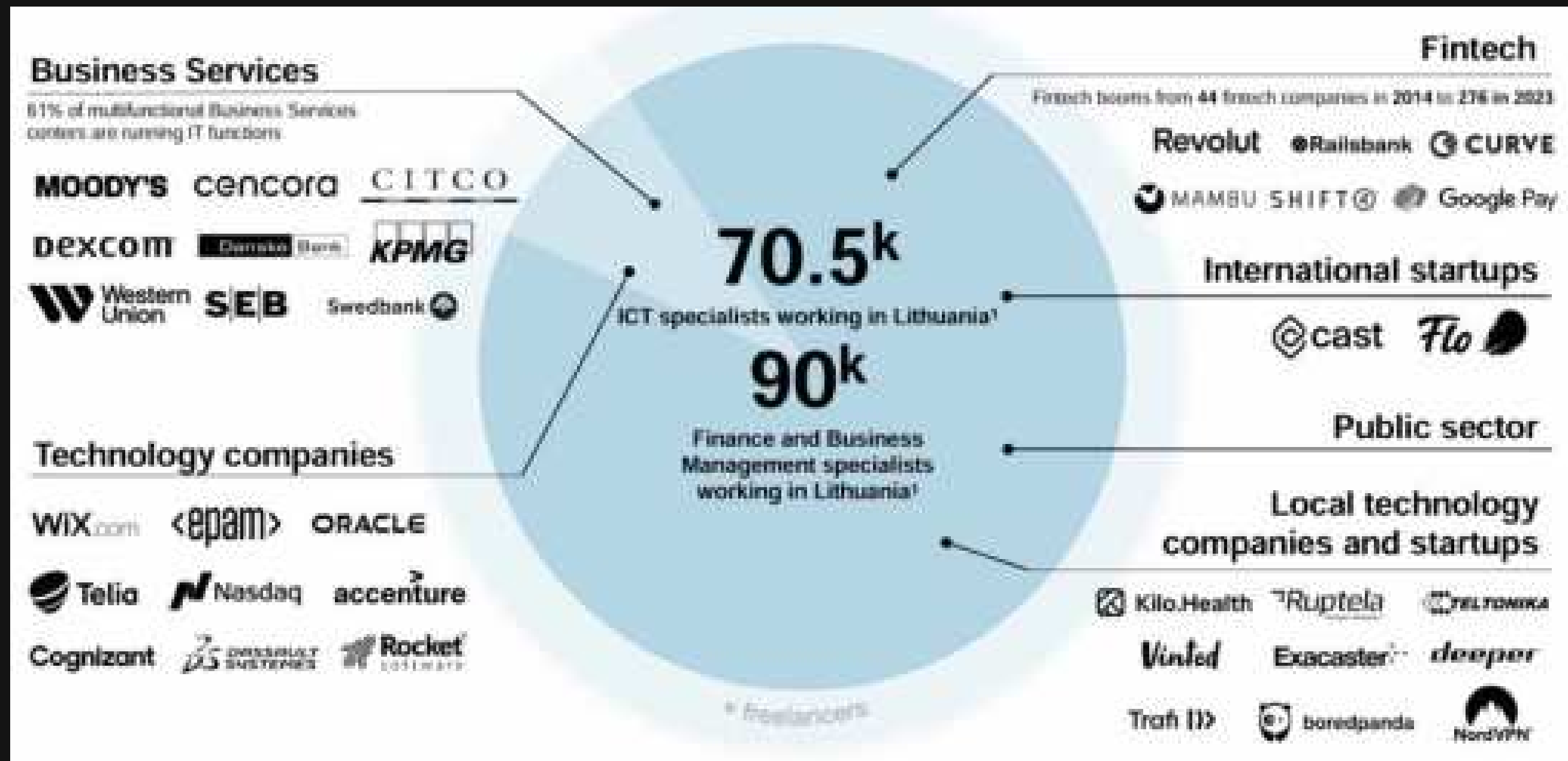
# GBS & ICT

Best location in CEE for Global Business Services (incl. ICT) 6 years in a row



# BOOMING DIGITAL & FINANCIAL ECOSYSTEM

With ICT generating around 5% of GDP and Export and growing



# STARTUP ECOSYSTEM

- Fastest-growing in CEE (7x in last 5 years)
- 4 Unicorns per 2.8M Population



## The Lithuanian startup ecosystem 2023

February 2024

### Key Takeaways

In 2023, Lithuania maintains its position as the fastest-growing startup ecosystem in the Baltic region.

The combined enterprise value of Lithuanian startups has grown 7.1x between 2018 and 2023, against a CEE growth average of 3.6x and a Baltics growth average of 2.7x.

Lithuanian startups raised €292M in 2023

Lithuania ranks 2nd among CEE for 2023 VC investment, and 2nd for VC investment per capita. Enterprise Software, Security and Energy are Lithuania's most funded industries.

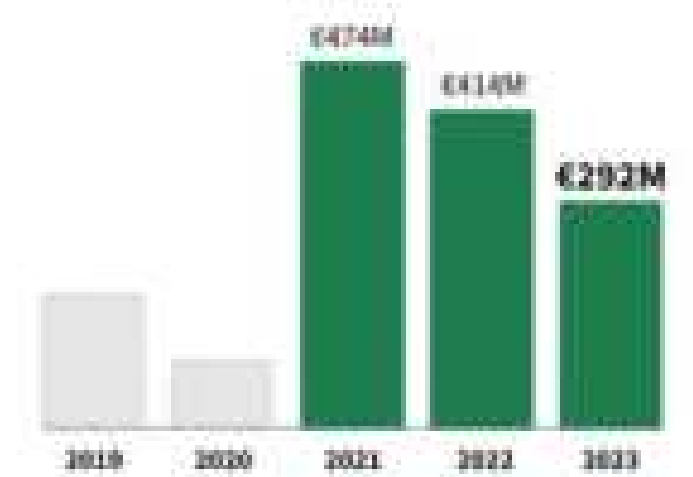
Vilnius companies raised 90% of all funding raised by Lithuanian startups.

With 890+ startups & €12.4B in combined ecosystem value, Vilnius alone accounts for 91% of the combined enterprise value of Lithuanian startups. Key sectors are Fintech, ICT, GameDev, Biotech & Laser tech.

Ecosystem Value Growth 2018-2023

Country or Region	Enterprise value 2018	Growth	Enterprise value 2023
Europe	€1.4T	2.5x	€5.0T
CEE	€102.1B	3.6x	€370.9B
Baltics	€30.1B	2.7x	€84.2B
Poland	€15.5B	2.4x	€37.0B
LT Lithuania	€1.7B	7.1x	€12.4B
EE Latvia	€472.0M	3.5x	€1.6B

VC investment raised by Lithuanian startups



Selected Vilnius HQ startups



# CYBER CITY



- Opened in 2023
- 35 000 sq m
- Home of second LT Unicorn Nord Security and fast growing Scaleups



# HIGH-TECH HILL



- Future HQ of Teltonika, largest IoT player in the region
- EUR3.7B investments
- In progress, first part coming in 2024

# TECH ZITY

## Lithuania's capital Vilnius to get 'Europe's largest tech campus,' costing €100M

Paul Sowers · 9:01 PM PDT · June 22, 2023

Comment



- Largest Tech Hub in Europe
- 55 000 sq m
- EUR100M investments
- In progress, coming in 2025

# LET'S CONNECT!

## MAILING ADDRESS

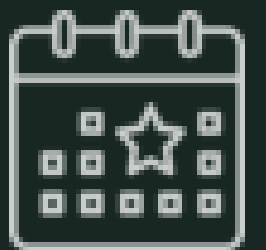
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Lithuania

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## PHONE NUMBER

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