



TARTU SCIENCE PARK

Home of Business

Andrus Kurvits

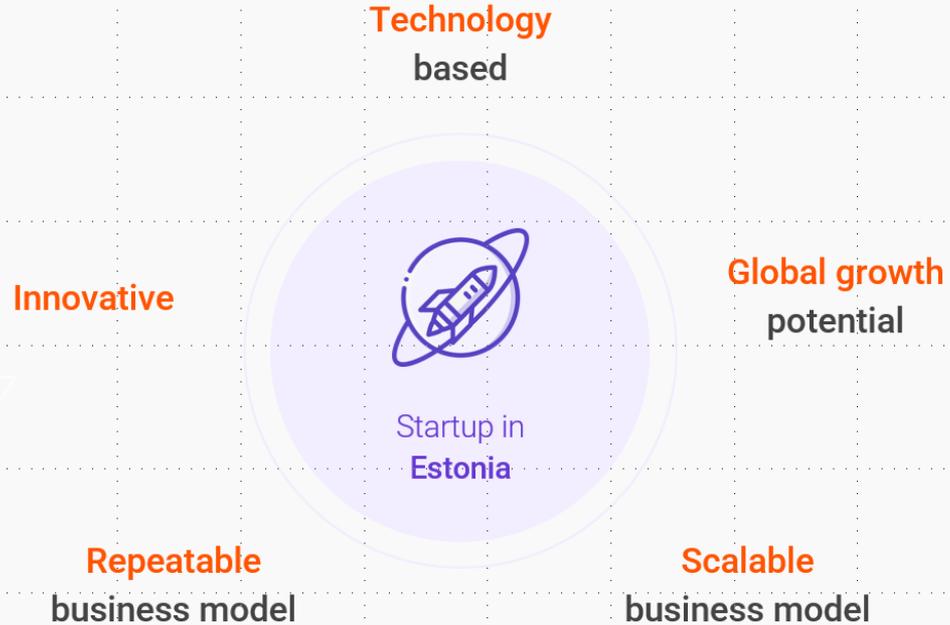
Member of the Board

From s**TARTU**p to Global

What is a startup?

In Estonia startup is based in technology. It's innovative, has repeatable and scalable business model with fast global growth potential.

STARTUP
ESTONIA

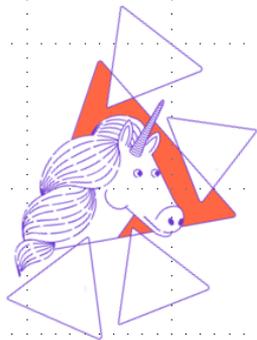


Estonian Startup Scene in numbers

STARTUP
ESTONIA

- ▶ **Startup sector grows 30% per year**
- ▶ **1216 startups** (as of today)
- ▶ **6072 employee count (2020)**
- ▶ **€97M in employment taxes** in 2020 (YoY +24%)
- ▶ **€742M turnover (YoY +35%)**
- ▶ **Raised over €1.8B** in the last 12 years (90% foreign funds)

Global top for Unicorns per capita



playtech
SOURCE OF SUCCESS

1999  2007

skype™

2003  2011

wise

2010  2017

Bolt

2013  2018

pipedrive™

2010  2020

ZEGO

2016  2021

ID.me

2010  2021

On their way to unicorn status:

 **monese**

2015  ?

 **veriff**

2015  ?



Startup Mindset

Discovering & Understanding

Pre-Startup

Ideating & Concepting

Startup

Commitment & Validation

Scaleup

Scaling & Establishing

Mentoring
& events



Incubators &
accelerators



Co-working
communities

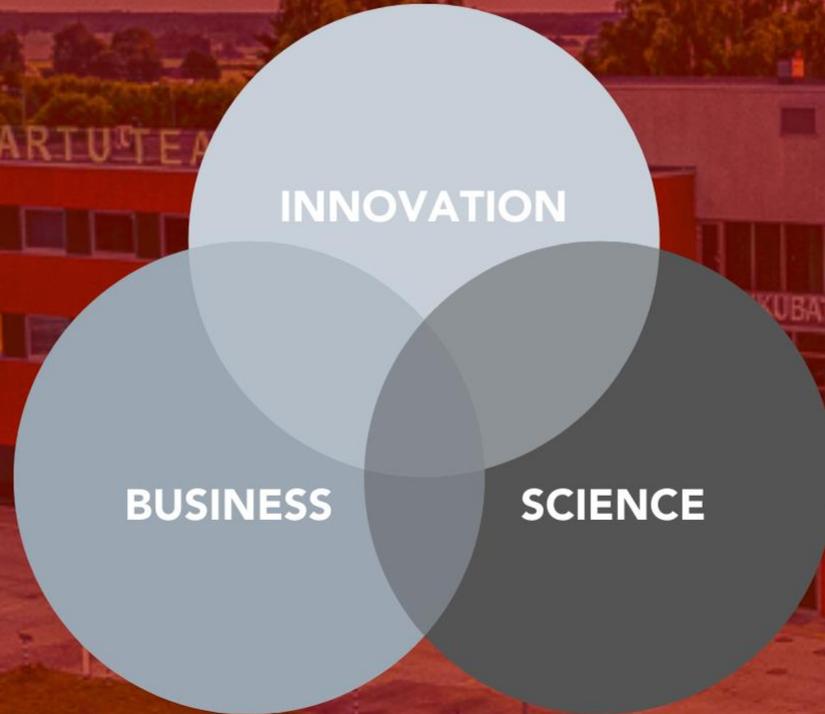


Funding



TARTU SCIENCE PARK

The first science park in the Baltics and the Home of Business



CORE COMPETENCIES

1

1992

Establishment of Tartu Science Park. Offering lab and office spaces for science and technology companies. Offering companies business consultancy



2

2006

Offering and running incubation programs for science and technology based startups.

CLICK & GROW™

SKELE+ON
TECHNOLOGIES

3

2009

Establishment of one-stop prototyping services.

PROTOLAB

4

2013

Opening hardware accelerator Buildit.

 **Buildit**

5

2017

The implementation and the ongoing management of ESA BIC Estonian incubation centre.

 **esa** business incubation centre
Estonia

6

**2017-
PRESENT**

Running incubation programs for deep tech, gaming and space startups.





SPARK DEMO



WORK SPACE
BY TARTU SCIENCE PARK





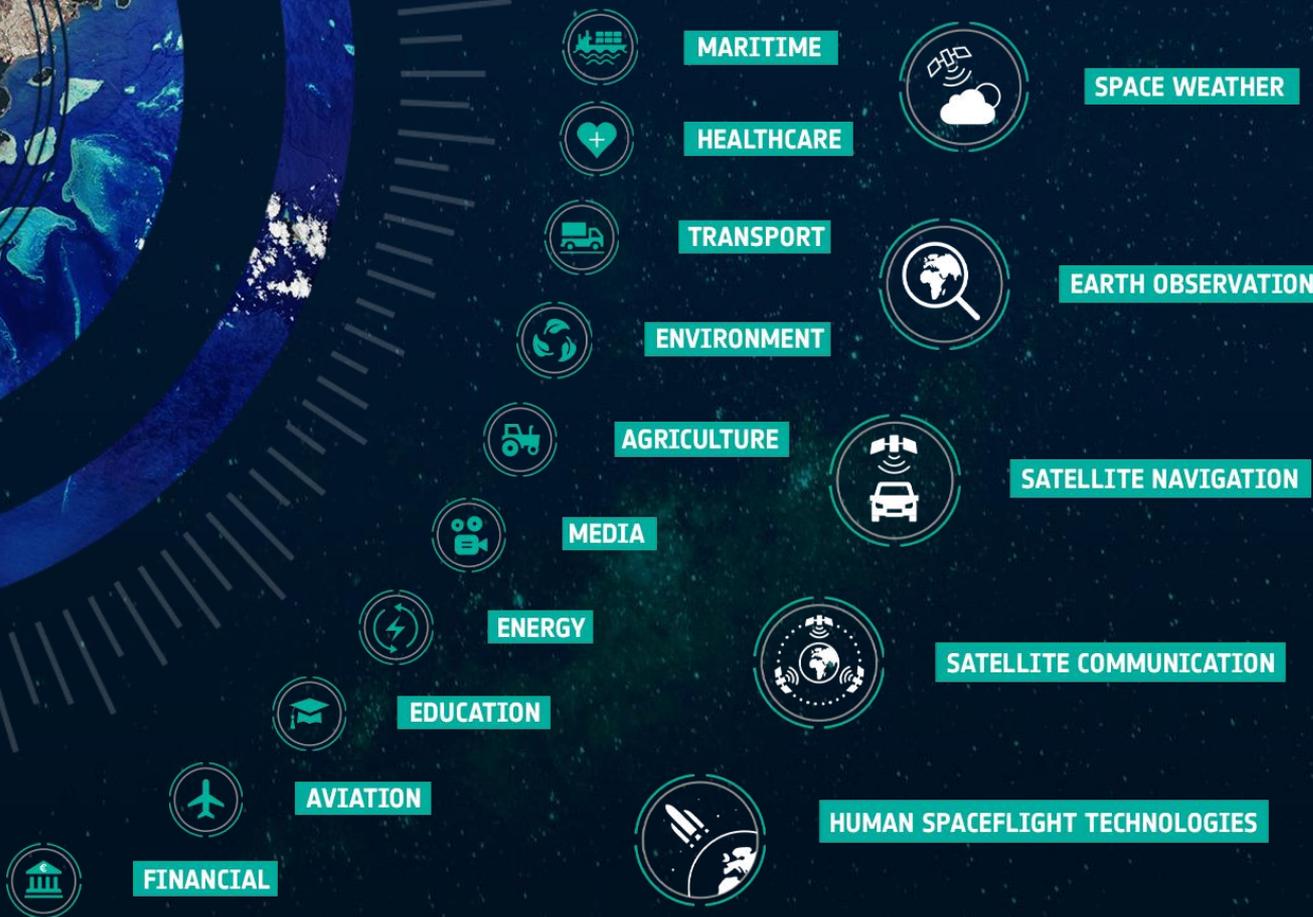
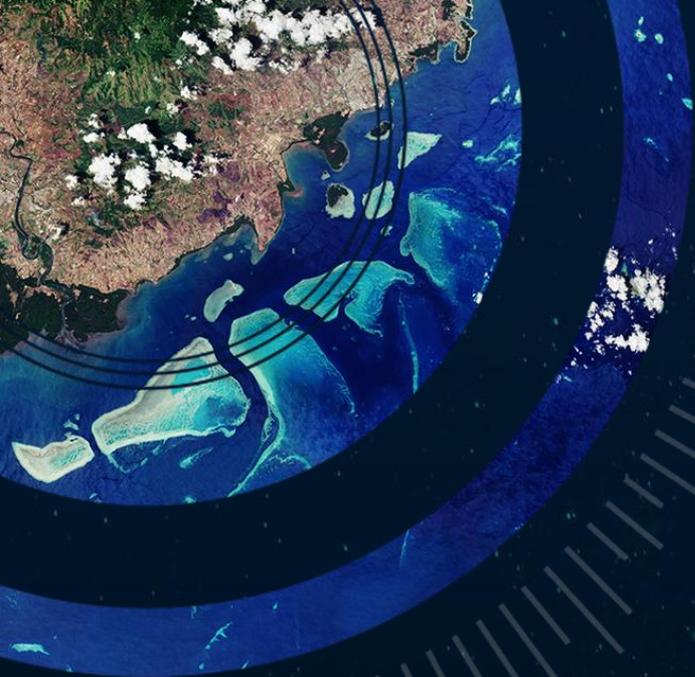
ESA Business Incubation Centre Estonia

Estonia as a Space Nation

- 2007 first negotiations with European Space Agency (ESA)
- 2010 ESA Associated Member State
- 2013 EstCube-1 successful launch
- 2015 Estonia got Full Member State status
- 2017 opening of ESA BIC Estonia

SEAMLESS COOPERATION

ACROSS EUROPE



→ ESA SPACE SOLUTIONS

The largest space innovation network in the world

- The go-to place for great business involving space to improve everyday life
- Supporting European start-ups and SMEs to develop businesses using space technology and data
- Offering funding, business and technical support to help to generate successful business and create jobs



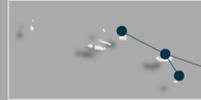
ESA Space Solutions incubation network

22 incubators - 60 locations
1100+ startups supported

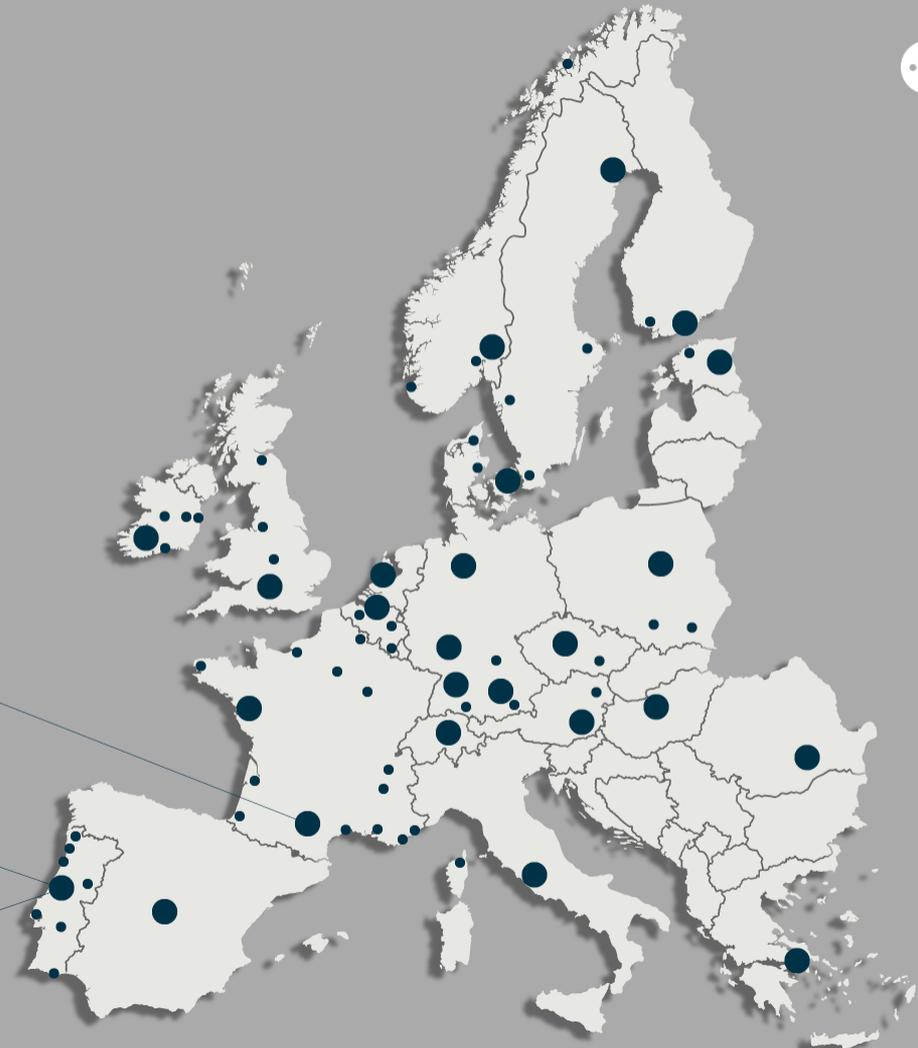
French Guiana



Azores

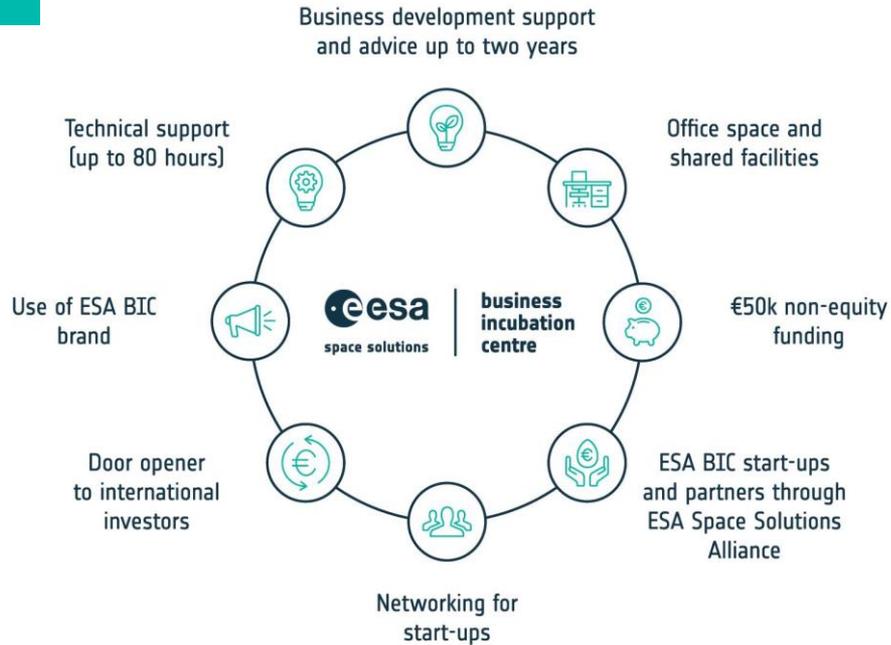


Madeira



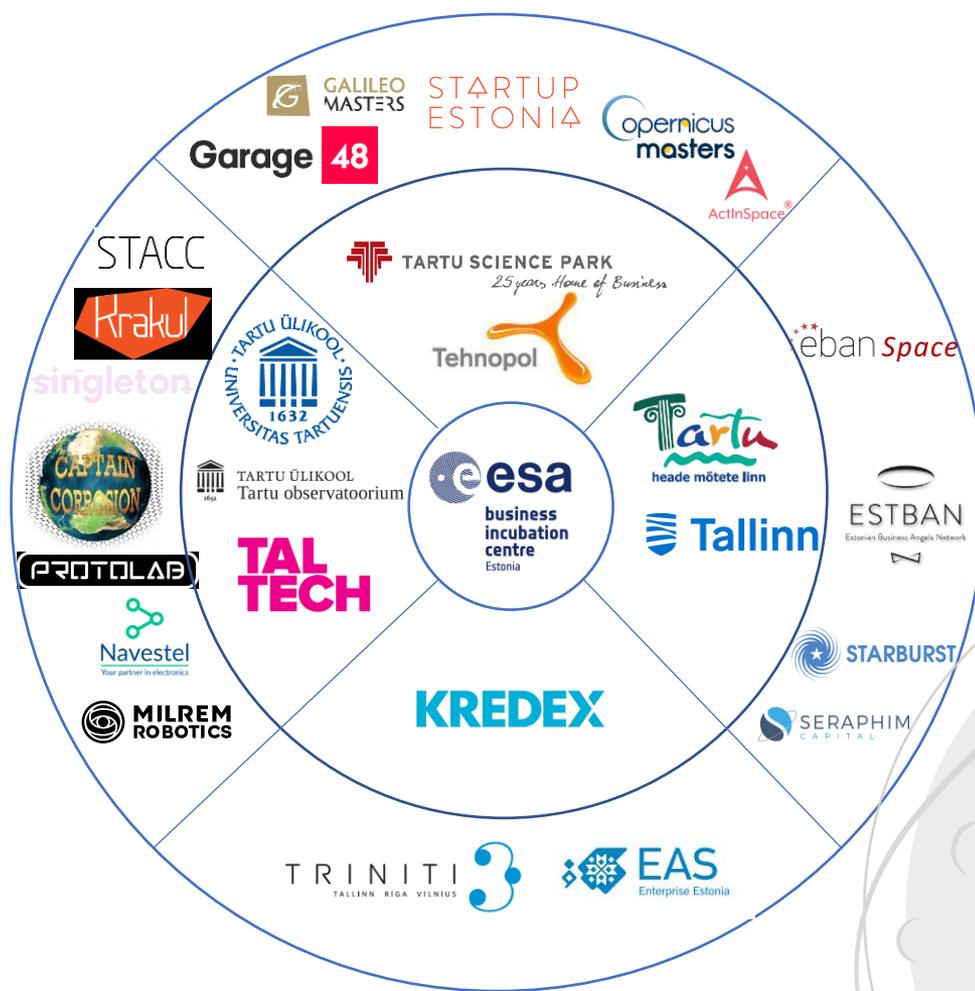


ESA BUSINESS INCUBATION CENTRES



ESA UNCLASSIFIED





ESA UNCLASSIFIED



ESA BIC Estonia

- Opened in November 2017
- 8 Selection campaigns
- 48 applications
- 19 startups selected
- 10 active
- 8 alumni
- 1 default



ESA UNCLASSIFIED



Key Performance Indicators



Start-ups	ESA BIC funding	Additional funding	Number of employees	Labour Taxes	Turnover
19	700 000 €	5 684 000 €	97	1 250 259 €	4 135 081 €

Spinoff Multipliers:

Revenue 5,9

Funding 8,1

Jobs 14



The Global Startups



Hepta Airborne

Automates the analysis of power lines by utilizing drones, satellites, and big data analysis

- Founded in 2017
- Total Funding 2.7M€
- Created 39 new jobs
- Market: 100M km of power lines, 97% inspected manually





Spaceit

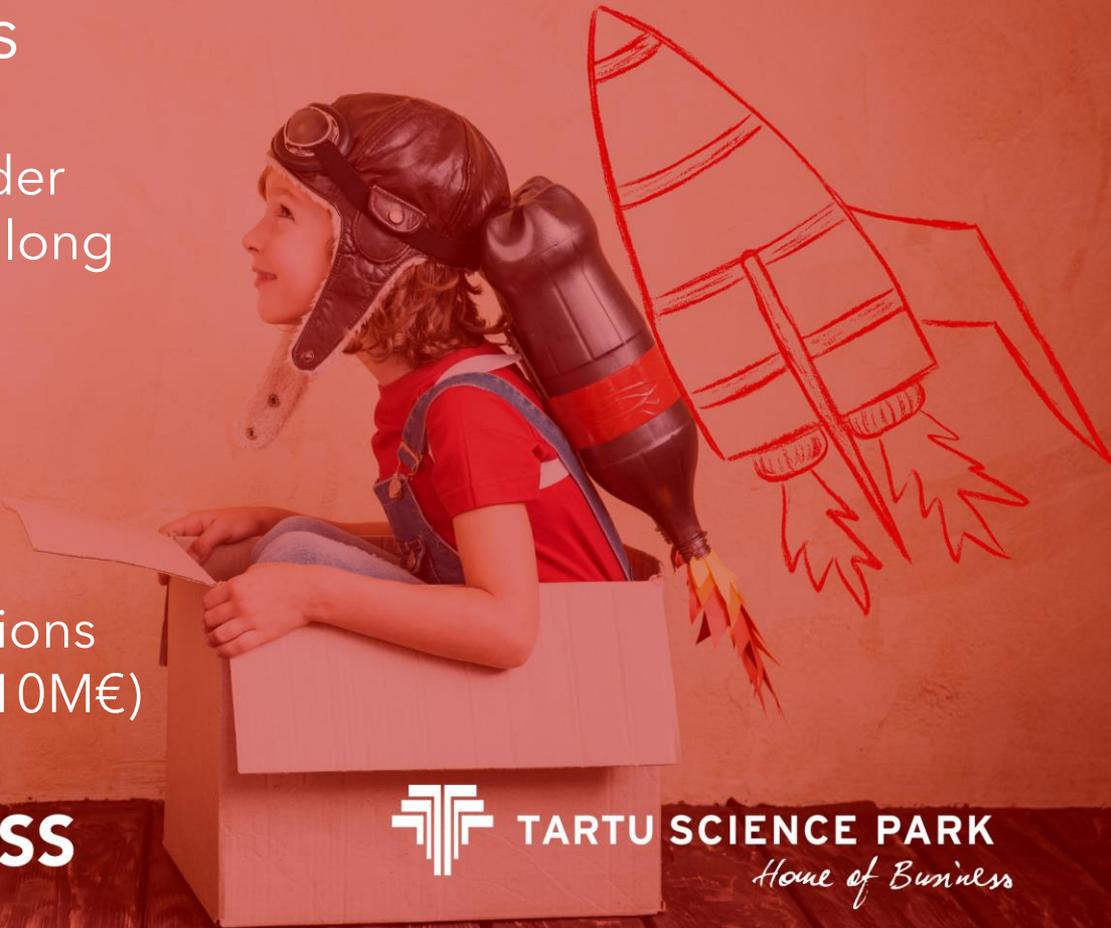
Offers Mission Control as a Service to satellite operators as well as large number of simulators aimed at increasing cybersecurity in the space sector

- Founded in 2015
- Total Funding 1.1M€
- Market: increasing number of satellite launches



TOP5 valuable lessons

- Onboard team vs solo-founder
- Founders commitment for a long effort
- Global potential vs regional potential
- Hands-on mentors/business angels
- Deal with founders expectations (e.g. pre-money valuation >10M€)



SCIENCE TO BUSINESS



TARTU SCIENCE PARK

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STARTUP DAY

sTARTUp DAY 2022

JANUARY 26-28

ONCE IN A LIFETIME

See you in Tartu!

STARTUP DAY

Contact me for more information

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GOOD
THINGS
TAKE TIME

NEVER LOSE
YOUR MIND
OR LEARN

WORK SPACE

