Startup & Scale-up Financing: Funding and Investment Opportunities

A joint webinar by MILTECH Latvia, LIAA and Startin.LV

6 October 2026 | 16:00–18:00 Riga time | Online via Zoom

Moderator: Artis Pabriks, CEO, MILTECH Latvia

16:00 | Welcome & Opening Remarks
Artis Pabriks, CEO, MILTECH Latvia

16:05 | Startup Financing: From Early Stage to Growth
Michael McElhenney, Managing Director, Guggenheim (ENG)

A practical session on raising capital, structuring deals, and preparing for investor conversations — covering financing stages from pre-seed to Series A/B and beyond, sources of capital, valuation, investor readiness, and key considerations when negotiating a deal.

17:05 | Q&A with Michael McElhenney

17:20 | Support Instruments Available in Latvia
Guntars Kniksts, Investment and Development Agency of Latvia (LIAA) (LV)

An overview of support instruments and funding opportunities available in Latvia.

17:40 | Private Investment Opportunities for Startups
Roberts Alhimionoks, CEO, Latvian Startup Association Startin.LV (LV)

A brief and practical overview of private investment opportunities for startups — venture capital, acceleration programmes, and angel investment. We will look at how these funding sources differ and what investment opportunities are available in the region.

18:00 | Closing