

Privātais finansējums jaunuzņēmumiem (īsumā)

Latvijas Jaunuzņēmumu asociācija (Startin.LV)
info@startin.lv



2016

NVO / Biedrība

#mērķi

Atbalstīt jaunuzņēmumus

Stiprināt ekosistēmu (interesešu pārstāvība)

**Informēt un izglītēt par jaunuzņēmumiem
(datubāze un ziņojumi)**



FINANSĒJUMA POSMI - DAŽĀDAS IESPĒJAS

PIRMSSĒKLAS

SĒKLAS

A+ SĒRIJAS



<https://liaa.business.gov.lv/atbalsta-iespejas>

Akseleratori, inkubatori un citas programmas

Universitāšu atbalsta programmas

ES iespējas (EIC pre-accelerator, EIT programmas u.c.)

eņģeļinvestori un
riskā kapitāla fondi
(pirmssēklas)



Stratēģiskie investori
(lielie uzņēmumi)



<https://www.altum.lv/pakalpojumi/biznesam/>



<https://liaa.business.gov.lv/atbalsta-iespejas/jaunuznemumu-atbalsts>

Citi riskā kapitāla fondi LT, EE, ASV,
Eiropā u.c.



<https://www.liveriga.com/lv/investe/investoriem/uznemejdarbibariga/diasporas-relokācijas-atbalsta-programma>

<https://www.liveriga.com/lv/investe/investoriem/uznemejdarbibariga/relokācijas-atbalsta-programma>

Ģimenes biroji (Family Offices)

Ārvalstu riskā kapitāla fondi Eiropā
un ASV



ES finansējuma iespējas (Horizon, EIC Accelerator)



SALĪDZINĀJUMS - VEIDI

	KO IEGŪSTI	UZŅĒMUMA STADIJA (PARASTI)	KAPITĀLDAĻU ATDOŠANA
INKUBĀCIJA	Atbalstu (mentorings) + dažreiz grantus	ideja → agrīna stadija (pirmssēklas)	parasti nē
AKSELERĀCIJA	Intensīvs atbalsts + tīklošanās + dažreiz finanses (grants vai investīcija)	pirmssēklas → sēklas	dažreiz
ENĢEĻINVESTORS	kapitāls + ekspertīze/tīkls	pirmssēklas → sēkla	jā
RISKA KAPITĀLS	liels kapitāls + tīkls un atbalsts	pirmssēkla/sēkla/izaugsmes (Sērija A+)	jā

INKUBATORI UN AKSELERATORI

StartUP
House



LATVIJAS
UNIVERSITĀTE

StartTM
School

># Riga
TechGirls



RTU SCIENCE
AND INNOVATION
CENTRE

RSU Rīgas
Strādnieku
Universitāte

BIOCATALYST
FOUNDATION~

startin
Go Global.

INKUBATORS

parasti agrīna stadija
vai ideja

ilgāki un fleksibli

mentorēšana, darba
grupas un apmācības

granti un/vai nefinanšu
atbalsts



LIAA

UniLab

AKSELERATORS

agrīna stadija (dažreiz
ar jau validāciju)

īsāk un intensīvāk

mentorings, kontakti,
pieeja klientiem un
investoriem

investīcija vai grants +
nefinansciāls atbalsts

Shipyard >_



Tehnopol

Garage 48

17TECH // DEFENCE ACCELERATOR

ENĢELINVESTORI UN RISKĀ KAPITĀLA FONDI



BIZNESA ENĢEĻI

Parasti pirmssēklas vai sēklas stadija

Mazāki ieguldījumi

Finansējums + personīga pieredze un kontakti

Lēmumu pieņemšana parasti ātrāka un elastīgāka

Sindikāts vai persona pati

RISKA KAPITĀLA FONDI

No pirmssēklas līdz vēlīnām izaugsmes stadijām

Lielāki ieguldījumi

Finansējums + profesionāls atbalsts un plašs kontaktu tīkls

Strukturētākas atlases un process



IETEIKUMI



Sākumā izdari mājasdarbu - kāpēc uzņēmumam vajag naudu? No tā izriet avots. Neviens finansējums nav "par brīvu" (domā atskaites, KPIs, skaidrošana - ziņošana utt.)



Sāc sarunas laicīgi - process var aizņemt ilgāku laiku. Informē par paveikto sistemātiski.



Piestrādā pie laba (un skaidra) piča - ir svarīgi, ka investors saprot, ko dari un kāds ir biznesa potenciāls. VC sagaida mērogojamus un ambiciozus uzņēmumus.



Pārdod arī savu komandu - agrīnā stadijā bieži investē tieši komandā (un idejā).



"Siltā iepazīstināšana" strādā (*warm intro*) - nekautrējies lūgt, lai esošie investori, mentori u.c. iepazīstina



Meklē investorus, kuri der Tev - skaties uz stadiju, nozari, ģeogrāfiju un apjomu.



Runā ar citiem dibinātājiem par investoriem - ne tikai viņi var veikt *due diligence* (Tu arī)

PRAKTISKI IETEIKUMI

<https://badideas.fund/tools/pressure-test>

Investors fund the companies that explain themselves best.

Strong companies lose rounds because the story sold them short. So we built the read our deal leads would give you, on how they actually invest: across the hundreds of companies they have backed, and the thousands they have not. What they flagged, what killed a deal, what moved one forward.

You can pressure test the deck without applying. Nothing you run here goes to the investment team unless you send it.

<1%

of pitches get funded. Usually the idea is fine, but the founder did not know what mattered. Find out before your investor meeting.

9

areas scored, the same ones our investment committee looks at before it decides.

THE READ TAKES ABOUT 40 SECONDS. 1,298 DECKS READ SO FAR.

\$ badideas read —deck yours.pdf

PDF ONLY · NO SIGN-UP

↑

DROP YOUR DECK HERE

startin
Go Global.

<https://preseedvclist.com/pages/ai-europe/>

Browse Pre-Seed AI Investors in Europe

Active Pre-Seed investors with offices in United Kingdom & Germany & France & Netherlands & Sweden & Switzerland & Spain & Denmark & Finland & Norway & Belgium & Austria & Portugal & Italy & Poland & Ireland & Luxembourg & Estonia & Lithuania & Latvia & Czech Republic & Romania & Hungary & Greece — sourced from recent funding rounds.

Browse Investors →

Get all Pre-Seed investors →

100iN

Pre-Seed Seed

Belgian pre-seed VC investing €100,000 in 100 international tech startups, founded by the team behind...

Brussels

AI/ML · SaaS/Software +4

Operator-Led · Founder-Led

10K Ventures

Pre-Seed Seed

Pre-seed and seed investor backing founders in large, fragmented, under-innovated industries globally, with a...

Berlin

AI/ML · HealthTech +3

Solo GP · Thesis-Driven

10X Founders

Pre-Seed Seed Series A

Munich-based network-powered early-stage VC backed by 200+ entrepreneurs, investing Pre-Seed to Series A in...

Munich

SaaS/Software · AI/ML +6

Network-Driven · Founder-Led

14Peaks Capital

Pre-Seed Seed Series A

Early-stage B2B fintech VC backing founders from Pre-Seed to Series A across Europe and the United States, wi...

Zug · Miami Beach +1

Fintech · B2B SaaS +6

Fintech Specialist · Early Stage

1kx

Pre-Seed Seed Series A

Research-driven global crypto fund investing at early stages in blockchain infrastructure, middleware, consum...

Berlin

Blockchain · Web3 +6

Global VC · Web3-Focused

20VC

Pre-Seed Seed Series A

London-based early-stage VC and media company founded by Harry Stebbings; backs seed and Series A...

London

SaaS/Software · AI/ML +4

Founder-Led · Solo GP

2100 Ventures

Pre-Seed Seed Series A

Milan/London early-stage fund backing European industrial-innovation and B2B founders, leveraging the...

Milan · London

New Units of Value · Old Economy Digitisation +5

Europe-Focused · Early Stage

24Ventures

Pre-Seed Seed

Early-stage VC fund backing Polish founders in software-based startups. Invests €0.2M-€1.2M per deal across AI...

Kraków

AI/ML · Cybersecurity +6

Early Stage · Software-Focused

360 Capital

Pre-Seed Seed Series A

European VC from pre-seed to Series B, passionately supporting entrepreneurs.

Paris · Milan

DeepTech · ClimateTech +11

Multi-stage · Climate-Focused

40Jemz Ventures

Pre-Seed Seed

Early-stage VC fund backing Polish founders in software-based startups. Invests €0.2M-€1.2M per deal across AI...

Kraków

AI/ML · Cybersecurity +6

Early Stage · Software-Focused

468 Capital

Pre-Seed Seed Series A

Early-stage VC fund backing Polish founders in software-based startups. Invests €0.2M-€1.2M per deal across AI...

Kraków

AI/ML · Cybersecurity +6

Early Stage · Software-Focused

ABAC Nest Ventures

Pre-Seed Seed Series A

Early-stage VC fund backing Polish founders in software-based startups. Invests €0.2M-€1.2M per deal across AI...

Kraków

AI/ML · Cybersecurity +6

Early Stage · Software-Focused

<https://advisory.eib.org/future-finance-programme/national-funding/latvia>

INVESTEU

ADVISORY HUB

NATIONAL FUNDING

PROGRAMMES

SUCCESS STORIES

OTHER RESOURCES

Latvia national funding and resources for startups

At a glance

Whether you are looking for training, funding or other support services for your startup, we can assist you. Discover the national funding for startups, training programmes and other resources available to support your startup in Latvia.

DOCUMENT TEMPLATES

Free document templates for startups

To help you stay focused on critical business processes, and with the aim of saving you time and money spent on legal research, our trusted partners at Sorainen have prepared a range of templates for industry-standard legal documents in English. All templates have been carefully prepared by legal professionals, and are developed to meet Latvian legislative standards.

As every single company has its own needs and unique factors, we suggest you view these templates as the starting point: download them, tweak them as needed and put them to good use!

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Blog

<https://startin.lv/learn-templates/>

PALDIES!

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Seko mums:
Latvian Startup Association Startin.LV

