



# Startup Incubator

tehnopol.ee



*#EstonianMafia*

There are **550 technology** based startup companies in Estonia. 200 new ones created annually.



The World of Skype – Direct from Tallinn

We invest up to **10 000€** worth of expertise to a start-up company in one year to attract seed round **investment** or reach the **export markets**.





200 tech-startups

The diagram is a funnel shape composed of three inverted triangles. The top triangle is black and contains the text '200 tech-startups'. The middle triangle is also black and contains the text '80 apply to Startup Incubator'. The bottom triangle is blue and contains the text '40 in program'. To the right of the bottom triangle, there are two black rectangular boxes. The top box contains the text '70% successful' and the bottom box contains the text '8% SUPERSTARS'. The background of the entire image is a photograph of a modern office interior with glass walls and ceiling lights.

80 apply to  
Startup Incubator

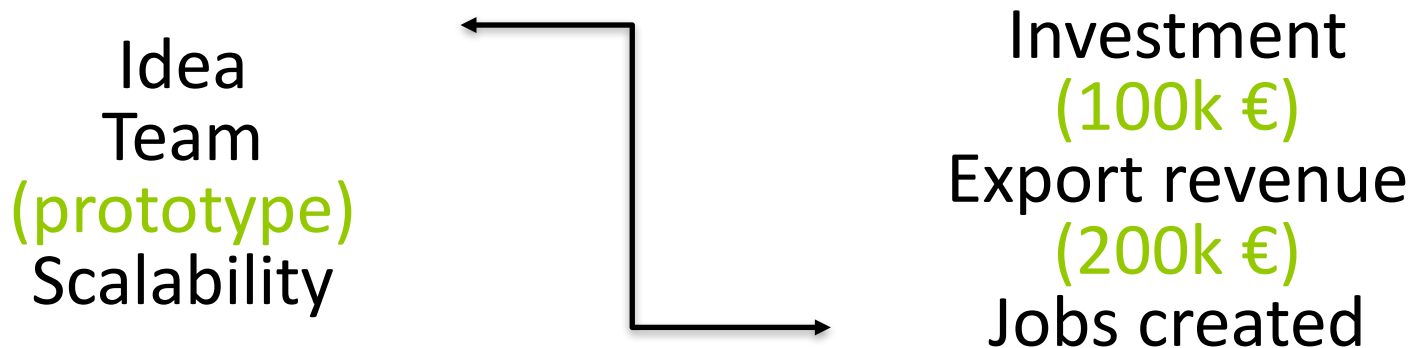
40  
in program

70% successful

8% SUPERSTARS



# ENTRANCE and exit



*Expert panels to evaluate the ideas take place each Thursday.*

# BUSINESS AREAS @ Startup Incubator



ICT

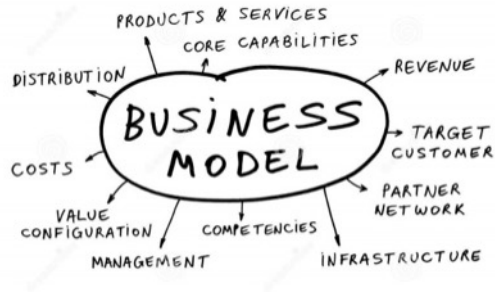


Health-tech



Green-tech

# FOCUS @ Startup Incubator



Business model



Sales, marketing



Investor readiness

+ *product dev. / legal / networking / business matchmaking / IP*



# TOOLS @ Startup Incubator



Co-working HUB

[www.tehnopol.ee](http://www.tehnopol.ee)



Events,  
panels,  
trainings



1000h of  
coaching

# EVENTS @ Startup Incubator



Knowledge sharing  
Expert panels  
Startup Academy  
Networking  
Investor meetings



No consultants  
Committed hours  
Salary included  
Hands-on approach  
Based on needs  
65 people in the pool

COACHING @ Startup Incubator



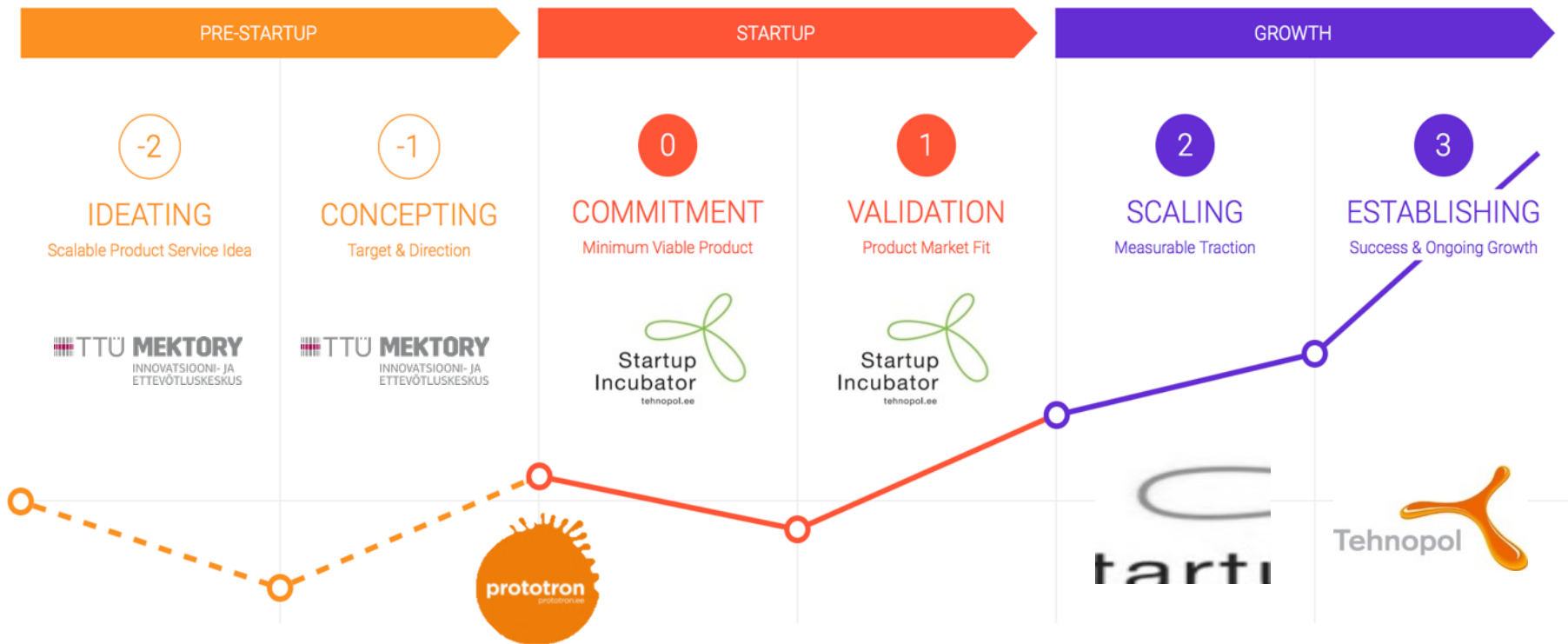
# KPI's @ Startup Incubator (2016)



34 companies in portfolio  
1200 hours of coaching  
700 000 euros of seed round  
43 events 1520 participants  
38 jobs created



163 startup companies have finished the Incubation program. 65% of the companies are successful and have raised 10,9 MEUR of investments.





# SUSTAINABILITY MODEL @ Startup Incubator

Service fee for start-ups

Rental fee for start-ups

Success fee

Sponsorships



# CHALLENGES @ Startup Incubator



Smart  
specialization

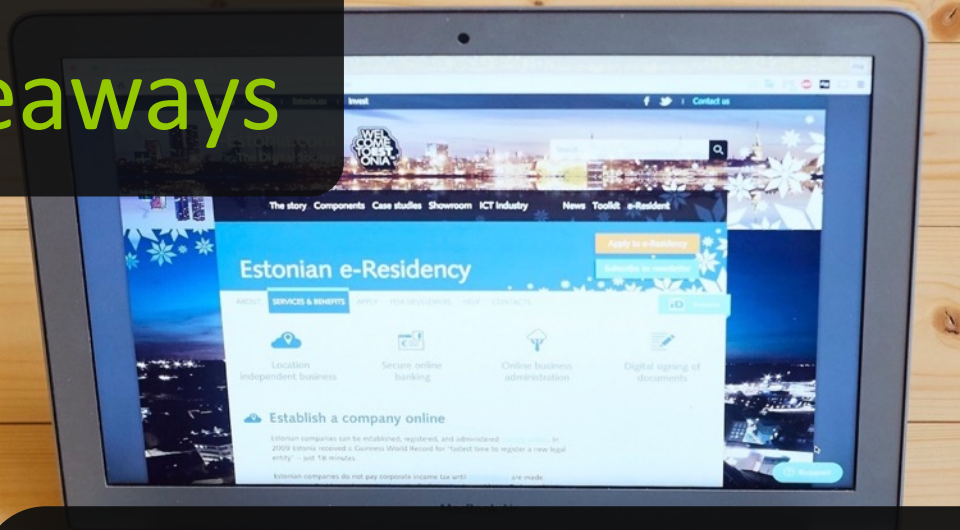


Equity,  
options,  
investments



Entering the  
scaling phase

# 3 key takeaways

A laptop is shown on a wooden surface, displaying the Estonian e-Residency website. The website has a blue header with navigation links like 'The story', 'Components', 'Case studies', 'Showroom', 'ICT Industry', 'News', 'Tools', and 'e-Residency'. Below the header, there's a section titled 'Estonian e-Residency' with a sub-section 'SERVICES & BENEFITS'. This section includes four icons: 'Localish independent business', 'Secure online banking', 'Online business administration', and 'Digital signing of documents'. Below these, there's a section 'Establish a company online' with text stating that Estonian companies can be established, registered, and administered online, and that in 2009 Estonia received a Guinness World Record for 'fastest time to register a new legal entity' in just 14 minutes. The laptop is open, and the keyboard is visible below the screen.

Invest in pipeline  
Bring private money to the program  
Companies need to pay





**Thank you!**

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