

Tech in Lithuania

An industry overview



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Key strengths in the tech sector

Innovative solutions, dynamic talent

▪ A strategic perspective

Because Lithuanian tech teams are trusted and highly-skilled, increasing numbers of global businesses are establishing strategic business units in Lithuania.

Just take **Uber** for example. The globally renowned ride-share company established its Software and Development Engineering Centre in Vilnius in 2015, one of only ten such centres worldwide. And thanks to the unit's strong performance, delivering digital solutions for the Uber app that is used in 70 different countries, the company is already planning to double the number of developers in its Vilnius team by the end of this year.

▪ Top tech talent that drives growth

With top-end tech specialists on offer, businesses looking to maximise their growth potential are increasingly choosing Lithuania.

For rapidly growing Danish startup **Unity**, it was a case of follow the talent. When three of their best developers decided to return home to Lithuania, rather than lose them, Unity decided to come along too, establishing an R&D unit in Vilnius in 2009. It is now Unity's biggest R&D office outside its HQ in Copenhagen, with a dedicated team of 60 specialists.

▪ Software solutions that lead the way

Lithuanian tech teams are developing a reputation for exceeding expectations, using their original ideas and specialist knowledge to create solutions that drive innovation across global companies.

WIX is a leading cloud-based web development platform with over 53 million users, and it established an IT development centre in Lithuania in 2013. Owing to the innovative thinking and excellent competences of the Lithuanian team, the centre now provides applications and conducts strategic and R&D projects for the entire company.

▪ A startup ecosystem that's going places

Both domestic and international startups are flourishing in Lithuania's dynamic ecosystem, which benefits from highly competitive and streamlined conditions.

In 2008, **Vinted** was operating its online marketplace for second hand clothes from one small office in Vilnius. Today, with 11 million customers worldwide and investments topping \$25 million, the company is a global success story with ambitious plans for further expansion.

Adform, which specialises in digital media advertising, is one of the most innovative and rapidly growing companies in Denmark. The startup established its Lithuanian office in 2006, which is now the base for all of its tech development, human resources and financial services.



Technology

#1 Top Tech Talent

Experienced professionals¹:

- Over 27,900 experienced and highly skilled IT professionals, and 2,380 IT enterprises. The number of professionals employed in Lithuania's IT sector increased by 7% in 2014.
- Over 9,000 specialists in software development.

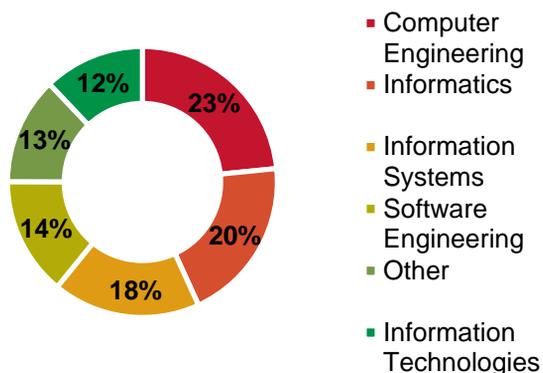
Dynamic young talent²:

- Over 8,000 IT students across 11 universities and 15 higher education colleges.
- ~1,700 IT graduates enter the market every year.

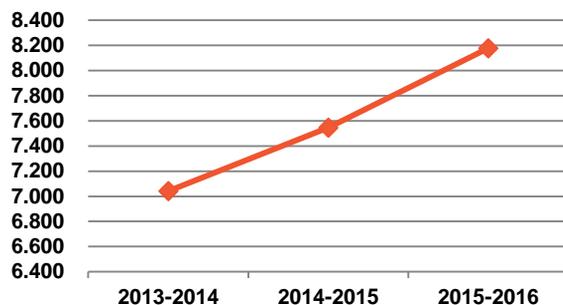
Building IT talent for the future³

- 50% increase in funding for IT studies in 2016.
- 40% increase in the number of state-funded IT study places.
- 43% increase in students choosing IT as their first choice study field.
- 14% increase in total number of IT students.

IT GRADUATES, 2015²



GROWTH IN IT STUDENT NUMBERS³



GROWTH IN NUMBER OF PEOPLE EMPLOYED IN IT SERVICES 2009-2014²



GROWTH IN NUMBER OF IT SERVICES COMPANIES 2009-2014²



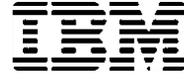
Technology

#2 IT Success Stories

UBER

IT Unit

Activity: Maintenance and support of critical infrastructure
Headcount: 35
Est. in: 2015, Vilnius



R&D Centre

Activity: IT services centre
Headcount: 250
Est. in: 2008, Vilnius



Centre of Excellence

Activity: IT development and support
Headcount: 120
Est. in: 2015, Vilnius



IT Development Centre

Activity: Product development for Wix.Com's website builder
Headcount: 50
Est. in: 2013, Vilnius



IT Development Centre

Activity: Development of cloud solutions
Headcount: 45
Est. in: 2013, Kaunas



IT Development Centre

Activity: Development of software for architects and engineers
Headcount: 220
Est. in: 2005, Vilnius, Kaunas



IT Development Centre

Activity: IT development and support
Headcount: 80
Est. in: 2007



IT Development Unit

Activity: Web and mobile development
Headcount: 140
Est. in: 2005, Vilnius



IT Centre

Activity: IT development, analytics, big data and e-advertising solutions
Headcount: 450
Est. in: 2008, Vilnius



IT Development Centre

Activity: Software development
Headcount: 40
Est. in: 2015, Kaunas



R&D Centre

Activity: R&D and QA for Unity game engine
Headcount: 60
Est. in: 2009, Vilnius



IT BPO Centre

Functions: IT project management and customer services
Headcount: 472
Est. in: 2008, Vilnius



Technology

#3 Lithuania's Startup Stars



PIXELMATOR TEAM

Est. in: 2007
Web: <http://www.pixelmator.com>

- Started selling on Appstore in 2011
- Won Mac App of the year award in 2014
- Third best-selling app on App Store
- Winner of Apple design award



Est. in: 2008
Web: <https://www.vinted.com>

- High-profile secondhand marketplace
- Secured \$25 million capital from Accel Partners and Insight Venture Partners
- Highest-valued startup in the Baltics
- Global network of offices

YPlan

Est. in: 2009
Web: <https://yplanapp.com>

- First mobile-only event discovery and booking app
- Downloaded to over 15% of smartphones in London
- Received \$36+ million in funding



Est. in: 2013
Web: <http://www.trafi.com>

- Public transport app for planning journeys using real-time data
- Leverages algorithms and machine learning
- Received \$6.5 million in funding led by Octopus Investments
- Chosen as the best transport planning app for the Rio Olympics 2016



Est. in: 2012
Web: <https://transfergo.com>

- Fastest growing money transfer platform in the Baltics
- Available in 40 countries
- Received \$2,5+ million seed funding in 2015



Est. in: 2012
Web: <http://www.exacaster.com>

- Big data analytics
- Advanced software platforms, tools and machine-learning algorithms for customer churn prediction, up-sell targeting, product recommendations, segmentation and real time dynamic pricing.



Technology

#4 Inspiring Environment for GameDev

“
In Vilnius I can breathe easier in every sense: it is a green, clean city with lots of happy and like-minded people. Here I even run into my colleagues accidentally – many of them work close by. All the stories that I heard about the IT hub in Vilnius are true!”

Alexey Davydov, Founder of Flazm

CLOSELY KNIT COMMUNITY



#5 Regular tech events



Innovations conference

The largest gathering of the IT and tech community in the Baltic States. LOGIN attracted over 5,000 participants to its 2016 event, which featured over 100 world class speakers.



Global Game Jam in Lithuania

This hackathon style event is the largest game creation event in the Baltic states and part of the Global Game Jam event. In 2015 it had more than 450 participants.



Software Development Conference

The largest software development conference in the Baltic states. This annual event was launched in 2012 and attracted over 500 participants from 22 countries in 2015.



Silicon Valley Comes to Baltics

Running since 2012, SV2B is an event centred around startups but which also covers the tech and innovation scene, plus general business topics like marketing and growth. In 2015 more than 2,500 participants gathered for the 2 day fair.



International Open Data Hackathon

The main aim of this event is to analyze open data and then use it to create new innovative solutions and apps to make everyday life easier. Open Data Fest is part of the International Open Data Hackathon.



Hacker Games

Hacker Games is a hackathon which brings together eager entrepreneurs and software developers in a confined space for two days, challenging them to come up with a killer product. In 2015 it had more than 250 participants from all over Lithuania.

