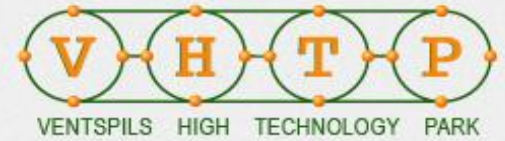


# Ventspils High Technology Park

**Salvis Roga**  
**Member of the Board**

# About me



**KURZEMES  
BIZNESA  
INKUBATORS**



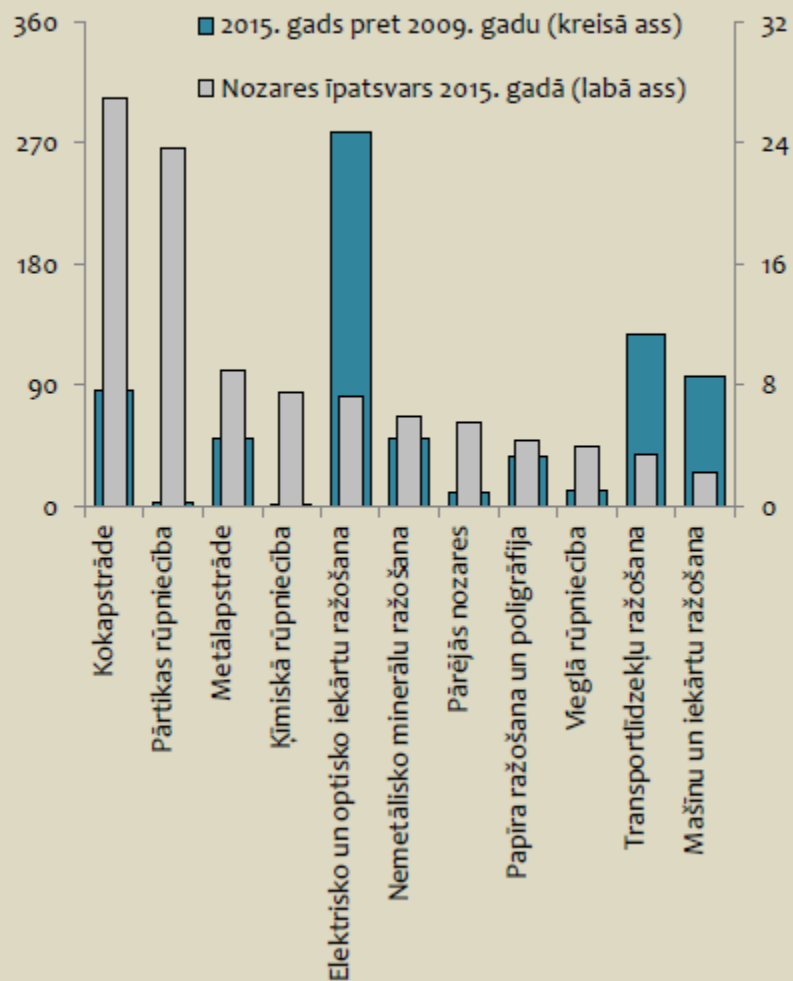
Latvijas Tirdzniecības  
un rūpniecības  
kamera



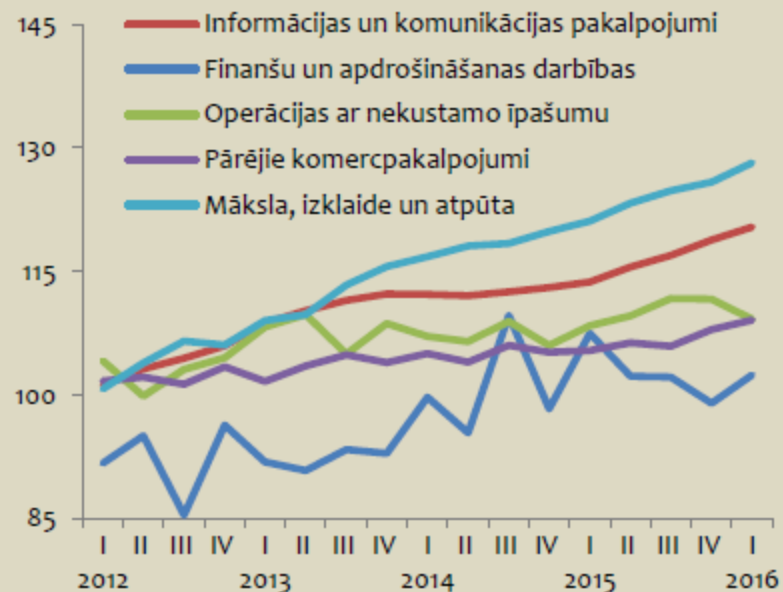
	2000	2005	2009	2011	2013	2014	2015
Lauksaimniecība, mežsaimniecība	5,1	4,3	3,7	3,9	3,4	3,2	3,3
Apstrādes rūpniecība	15,4	13,0	10,9	13,1	12,6	12,2	12,2
Pārējā rūpniecība	4,2	3,2	5,1	5,0	4,7	4,4	4,2
Būvniecība	7,0	6,7	7,7	5,9	6,5	6,8	6,5
Tirdzniecība, izmitināšana	15,4	18,0	16,6	16,4	15,8	15,8	15,7
Transports un uzglabāšana	11,9	12,3	10,5	10,5	10,2	10,1	9,5
Citi komercpakalpojumi	23,9	27,3	28,6	29,9	31,7	32,2	32,9
Sabiedriskie pakalpojumi	17,1	15,1	16,9	15,3	15,2	15,0	15,1
Kopā	100	100	100	100	100	100	100

	Pēc izlaides	Pēc aizņemto darbavietu skaita	Eksporta īpatsvars nozares realizācijā
Apstrādes rūpniecība – pavisam	100	100	63,8
Pārtikas un dzērienu ražošana	23,6	20,6	34,3
Vīeglā rūpniecība	3,9	10,1	86,4
Kokapstrāde	27,0	21,0	74,7
Papīra ražošana un poligrāfija	4,4	4,1	61,2
Ķīmiskā rūpniecība un tās saskarnozares	7,5	7,0	76,4
Pārējo nemetālisko minerālu izstrādājumu ražošana	5,9	4,5	48,0
Metālu un metālu izstrādājumu ražošana	9,0	10,2	67,6
Elektrisko un optisko iekārtu ražošana	7,3	3,9	90,9
Mašīnu un iekārtu ražošana	2,3	2,9	83,8
Transportlīdzekļu ražošana	3,5	3,3	88,0
Pārējās apstrādes rūpniecības nozares	5,6	12,4	58,1

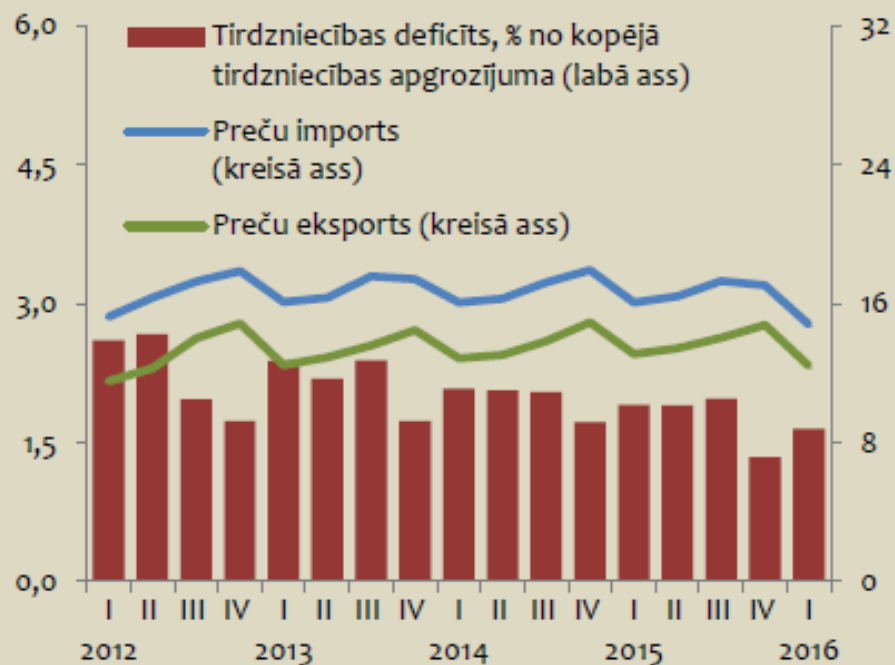
## Apstrādes rūpniecības nozaru dinamika (procentos)



## Komercpakalpojumu nozaru attīstības tendences (sezonāli izlīdzināti dati, 2011. gada 4. ceturksnis = 100)

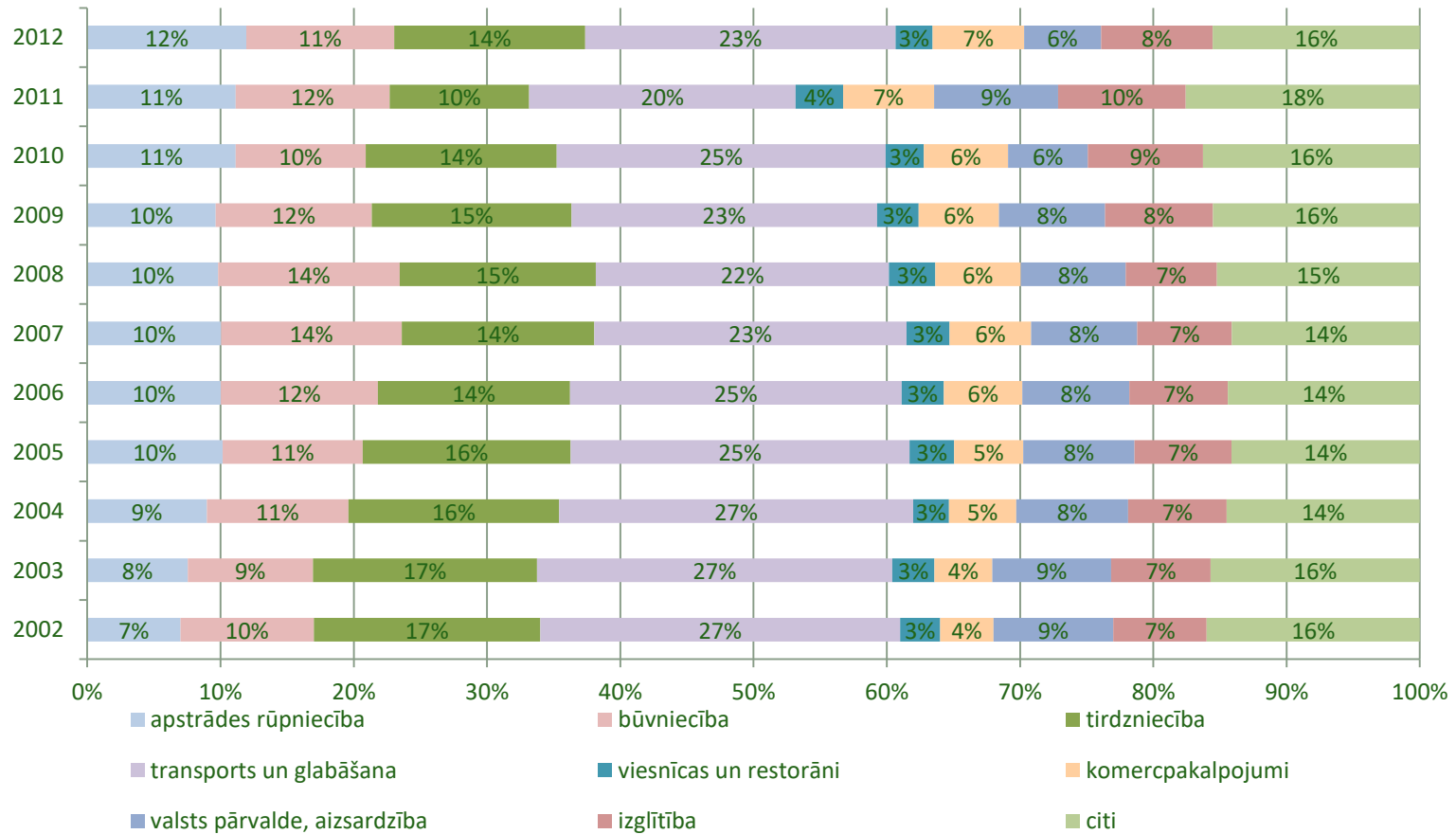


## Latvijas preču eksports, imports un tirdzniecības deficīts (mljrd. eiro un procenti)

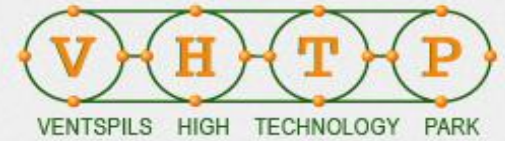


## struktūra

Pavisam	100
Lauksaimniecības un pārtikas produkti	18,7
Minerālie produkti	6,9
Ķīmiskās rūpniecības, tās saskarnozaru produkcija un plastmasas	10,2
Vieglās rūpniecības preces	4,2
Koksne un tās izstrādājumi	16,7
Metāli un to izstrādājumi	8,7
Mehānismi, ierīces un elektroiekārtas	18,6
Transporta līdzekļi	5,2
Pārējās preces	10,8



# SUPPORT TO INDUSTRIAL SUPPORT IN VENTSPILS



## EDUCATION

## BUSINESS & INDUSTRY

- SECONDARY SCHOOLS
- VENTSPILS VOCATIONAL SCHOOL
- VENTPILS DIGITAL CENTRE
- VENTSPILS UNIVERSITY COLLEGE

## INNOVATIVE BUSINESS AND INDUSTRIAL DEVELOPMENT IN VENTSPILS

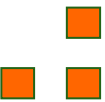
## VENTSPILS HIGH TECHNOLOGY PARK

## VENTSPILS PORT AUTHORITY

## TECHNOLOGY TRANSFER CENTRE

## SCIENCE & RESEARCH

- VENTSPILS UNIVERSITY COLLEGE
- VENTSPILS INTERNATIONAL RADIO ASTRONOMY CENTRE



<https://www.youtube.com/watch?v=xd9CLZ8wdYI&t=347s>



# The mission and founders of Ventspils High Technology Park (VHTP)



Our mission is to facilitate the development of technology-oriented companies and products, and to increase their competitiveness by providing qualitative infrastructure and services

**FOUNDERS: VENTSPILS FREE PORT AUTHORITY, VENTSPILS UNIVERSITY COLLEGE, "INDUSTRIĀLĀS INVESTĪCIJAS", Ltd., "SIEMENS", LETERA, MASOC, ZERNIKE GROUP B.V.**

**SIEMENS**

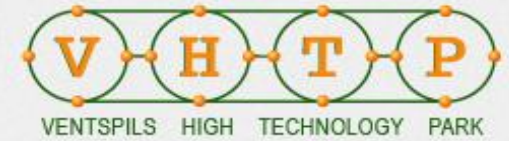


**VENTSPILS AUGSTSKOLA**

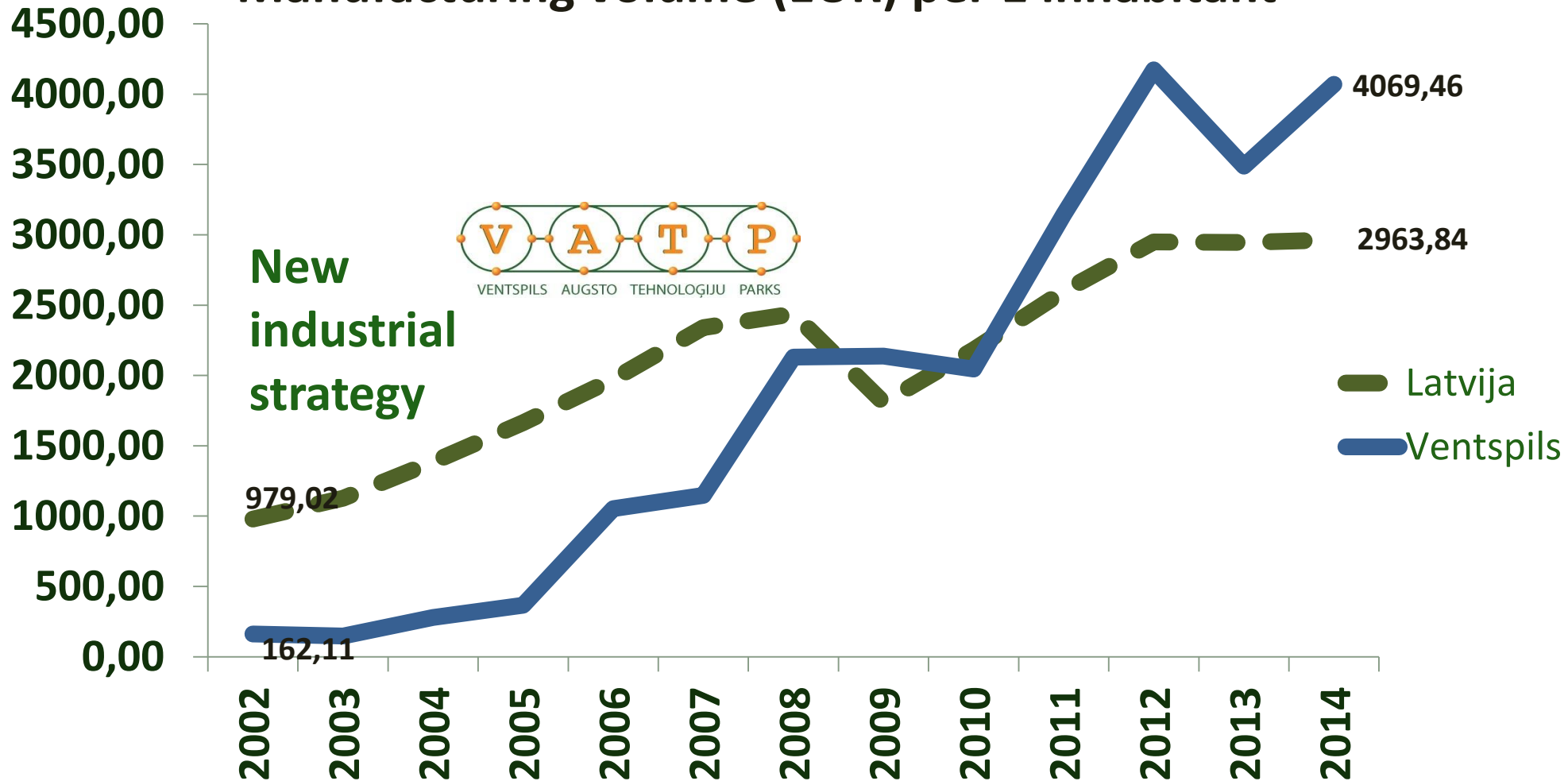


**LETERA.**

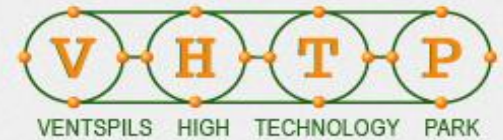
# Growth of manufacturing industry in Ventspils city



## Manufacturing volume (EUR) per 1 inhabitant



# Main advantages of Ventspils location for businesses



1

- **Open and industry-oriented University and Ventspils Technical school. Skilled labor supply.**

2

- **Commercialisation support to business and business incubation**

3

- **SEZ tax incentives and Municipality support to investment projects**

4

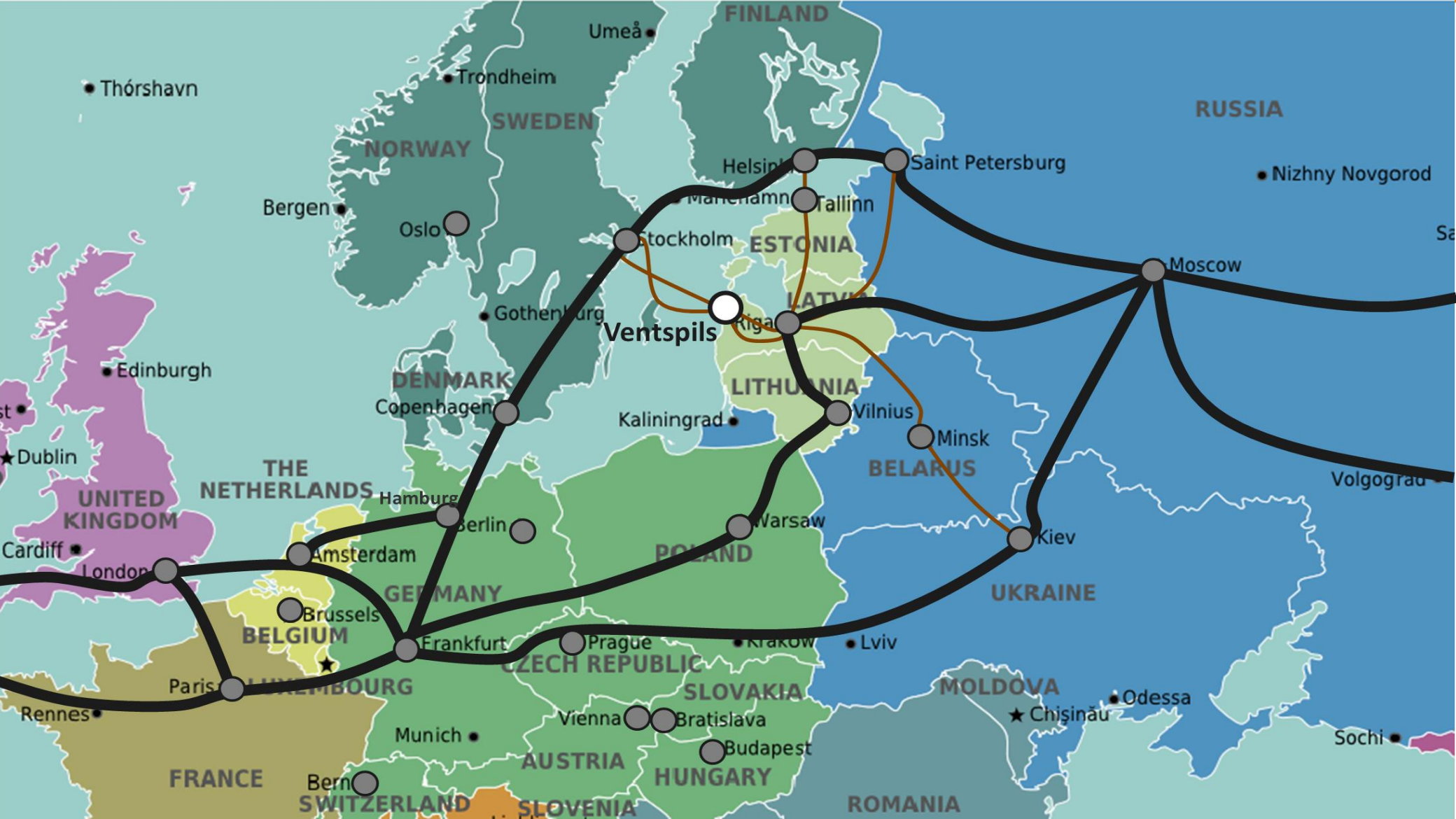
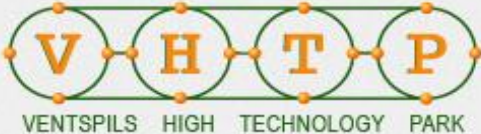
- **Electricity and ICT infrastructure and networks**

5

- **Transport connections**



# Connections to international internet backbones: 10Gbps channels from Ventspils to Riga and Stockholm



# VHTP operational territory

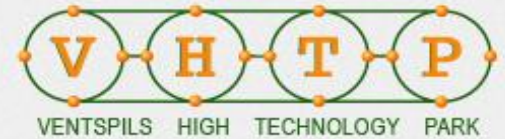


V A T P  
VENTSPILS AUGSTO TEHNOLOGIJU PARKS  
VATP BIZNESĀ INKUBĀTORS



- Infrastructure and premises
- Office services
- Consultations, marketing and product development support

# Technology park: today and tomorrow



Wasserkabel®  
UKRPLASTIC

Technology Centre

A dashed orange rectangular box containing the logos for Wasserkabel® and UKRPLASTIC. Below the logos, the text "Technology Centre" is written in orange. A dashed orange line extends from the bottom of this box towards the center of the image.

EUROLCDs

A dashed orange rectangular box containing the logo for EUROLCDs, which consists of three stylized, overlapping magenta and white shapes. Below the logo, the text "EUROLCDs" is written in black. A dashed orange line extends from the bottom of this box towards the center of the image.

HANSAMATRIX

Aspired

ORAM  
mobile

Electronics Centre

A dashed orange rectangular box containing the logos for HANSAMATRIX, Aspired, and ORAM mobile. Below the logos, the text "Electronics Centre" is written in orange. A dashed orange line extends from the bottom of this box towards the center of the image.

VENTSPILS HIGH TECHNOLOGY PARK

HANSAMATRIX

SQUALIO  
SOFTWARE QUALITY ASSURANCE

accenture

A dashed orange rectangular box containing the logos for VHTP, HANSAMATRIX, SQUALIO, and accenture. Below the logos, the text "Software Quality Assurance" is written in black. A dashed orange line extends from the bottom of this box towards the center of the image.

Future ICT and  
Innovation Centre

A dashed red rectangular box containing the text "Future ICT and Innovation Centre" in red. A dashed red line extends from the top of this box towards the left side of the 3D rendering.

Kurzemes  
Democentre

A dashed orange rectangular box containing the text "Kurzemes Democentre" in orange. To the right of the text is a logo icon featuring a stylized hand with a blue palm and orange fingers. A dashed orange line extends from the bottom of this box towards the right side of the 3D rendering.



**PRE-  
INCUBATOR  
AND  
BUSINESS  
INCUBATOR**



**TECHNOLOGY  
PARK**

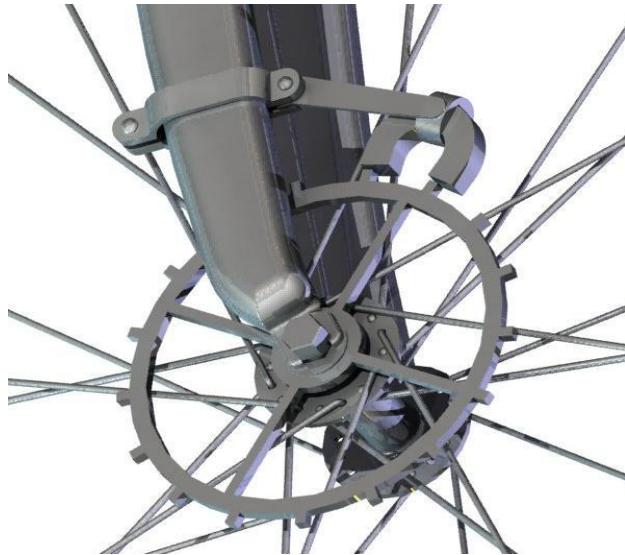


**SPACE  
TECHNOLOGIES  
AND SERVICES  
CLUSTER**



**KURZEME  
DEMOCENTRE**

# Implementing of idea 1.Phase - development



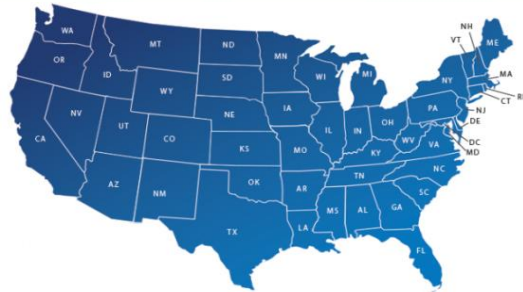


# Implementing of idea

## 2.Phase – finances



# Implementing of idea 3.Phase - export



ASV

Web  
risinājumi

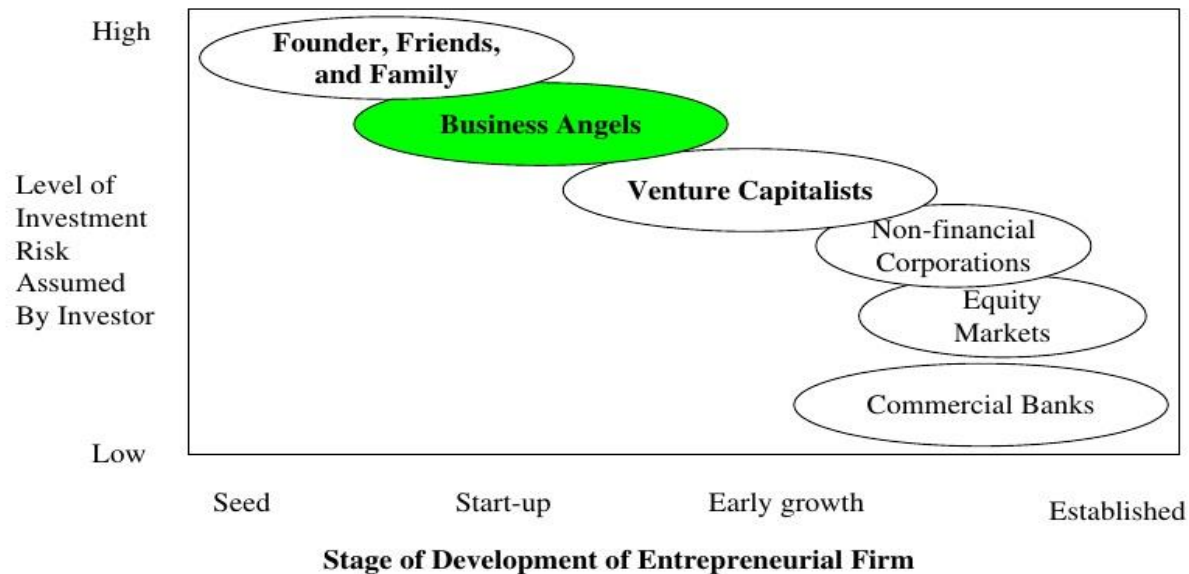


EIROPA



© Wong Poh Kam

## Financing Mechanisms at different stages of the Start-Up process



Source: Onasbrugge et. al. (2000)



## Project application

Fill in an application in the LatBAN database



## Preliminary selection

Best projects are supported



## Consultations

The project is prepared for negotiations with investors



## Investment session

Investors have assessed projects



## Investment negotiations

Investments are allocated for the most perspective projects





# LATBAN

LATVIAN BUSINESS ANGEL NETWORK





Latvijas Investīciju un attīstības aģentūra  
Investment and Development Agency of Latvia

NACIONĀLAIS  
ATTĪSTĪBAS  
PLĀNS 2020



EIROPAS SAVIENĪBA  
Eiropas Reģionālās  
attīstības fonds

IEGULDĪJUMS TAVĀ NĀKOTNĒ



# BUSINESS INCUBATOR: INFRASTRUCTURE AND SERVICES

## INFRA- STRUCTURE

**Modern office premises, equipment for office (computers, furniture), Internet, access to laboratories, conference premises**

## SECRETARY SERVICES

**Daily support: use of printer, photocopier, scanner, fax; post services to send/receive mail, telephone services etc.**

## CONSUL- TATIONS

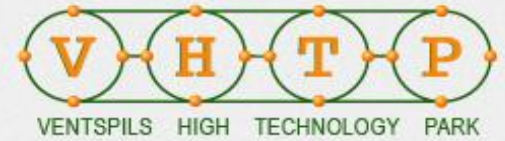
**Consultations for organization of business, attraction of personnel, development of new technologies, legal services, rapid prototyping, certification, construction, marketing services, etc.**



# Venture capital

- ❖ Signed contracts with new risk capital funds on August 6, 2013 :
  - ❖ FLYCAP: focus on start-up companies with developed business model
  - ❖ EXPANSION CAPITAL: focus on commercial production beginners
  - ❖ ZGI CAPITAL: focus on seed and start-up capital investments
- ❖ Success cases:
  - IMPRIMATUR: **Blue Bridge Technologies**: Health IT: automating medical insurance claims processing, improving patient data security and decreasing administrative costs. Invested 700 TEUR in 2011-2013 as early-stage startup capital. 5 new high-value jobs created in Latvia in computer science and international marketing.
  - BALTCAP: **Primekss**: industrial concrete flooring company. Unique, patented technology that allows to create concrete that is tougher, stronger, crack-free and ecologically friendly. Turnover has doubled from 8 MEUR to 16 MEUR in 2012, and more than 100 jobs have been created in the process.
- ❖ Management cost does not exceed 3% on a yearly average in the level of financial intermediaries and <1% in the level of LGA

# SIA "HansaMatrix Ventspils SIA" (Latvia/Sweden)

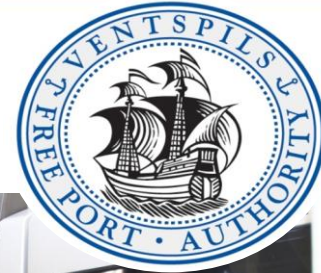


**Deliver electronics manufacturing services to companies in Baltic States and North Europe.**

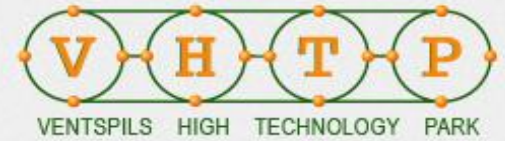
- Printed Circuit Board Assembling.
- ~150 employees

## **VHTP services:**

- Renting the technology park premises
- Business incubator support



# SIA “EURO LCDs” (Latvia/Sweden)



## Manufacturer of LCD panels, light polarizing modules, 3D displays

- Premises ~4200sq.m with integrated cleanroom~2000sq.m
- ~20 employees



EUROLCDs

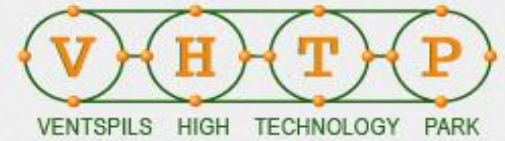


## VHTP services:

- Renting of office space and cleanroom
- Business incubator support in development of new products
- Headhunting



# SIA “Malmar Sheet Metal” (Belgium)



**Metalworking products for automotive industry, supplier of Scania, Volvo, MAN, Caterpillar etc.**

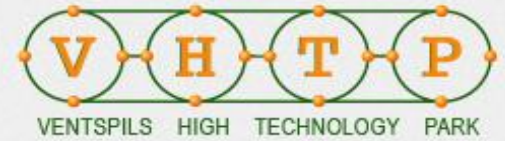
- ~100 employees

## **VHTP services:**

- Attraction of EU funding within the program “High value added investments”
- Business incubator support, incl. project development office



# SIA Bucher Municipal (Switzerland)



**Sweeper/Cleaner car factory belongs to the world's largest holding for production of utility vehicles**

- Started operations in Ventspils in 2005
- Area of the site ~8 ha, premisses ~8000 sq.m
- ~160 employees

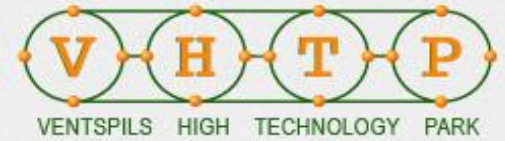
## **VHTP services:**

- Networking with Ventspils Technical School and introduction of new training course in welding
- Attraction of EU funding within the program "High value added investments"

# **BUCHER** municipal



# SIA Wasserkabel Montage Baltic (Germany)



## Production of heating cables

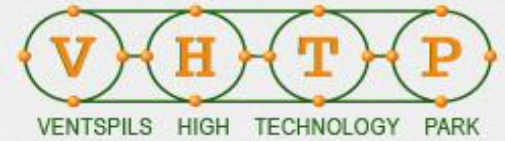
- 30 new working places
- Start-up in the end of 2015

## VHTP services:

- Attraction of EU funding within the program “High value added investments”
- Legal address and secretary services

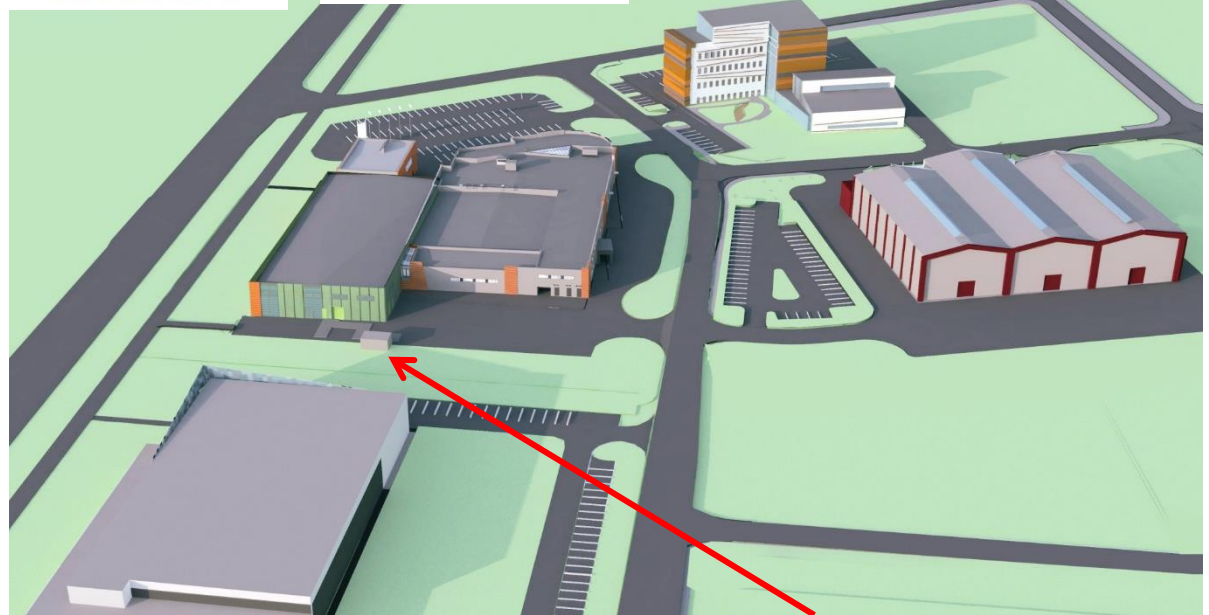


# SQUALIO software testing laboratory (Latvia)

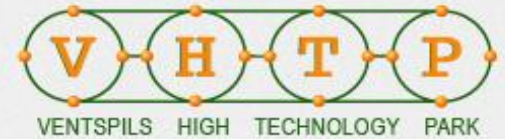


## Data center, incl. software testing facility:

- 720 CPU Cores (60 Servers)
- 6144 CUDA Cores, 15 TFlops (6 Servers, 12 Nvidia Tesla M2090 GPU Boards)
- 6 TB total RAM
- 80 TB total HDD (including HPFS – High Performance File System)



# SIA «TestDevLab» (Latvia)



Software development and testing (Android, IOS)

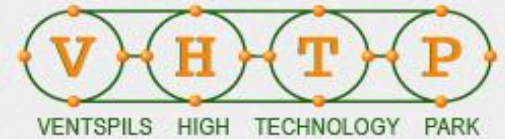


Clients:

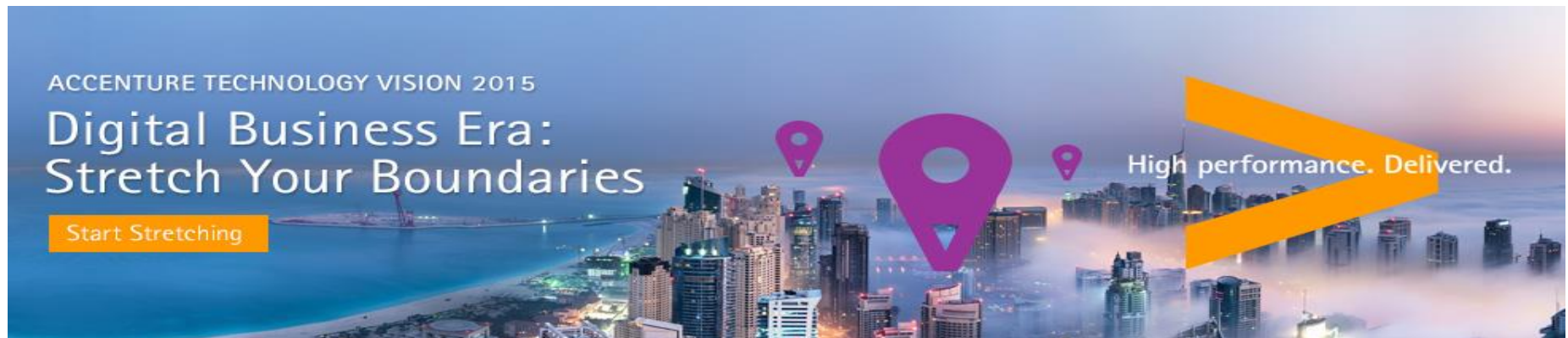




# Affiliates of IT companies



Largest IT company in Latvia by number of employees (approximately 1000)  
Branch in Ventspils since 2014 (~20 employees)



ITP Baltic –  
a subsidiary of  
Norwegian IT  
company "Edigard"

Edible Day –  
a subsidiary of  
Danish IT  
company



# Products





<https://https://www.youtube.com/watch?v=3wUfA7c9SwI&t=38s>





<https://www.youtube.com/watch?v=yygZc9E0e9U>





BLUESHOCKRACE



<https://www.youtube.com/watch?v=jPK-b9VbJi4>



KURZEMES  
BIZNESĀ  
INKUBATORS





<https://www.youtube.com/watch?v=Npevr8dk3QU>





Photo of premises in VHTP

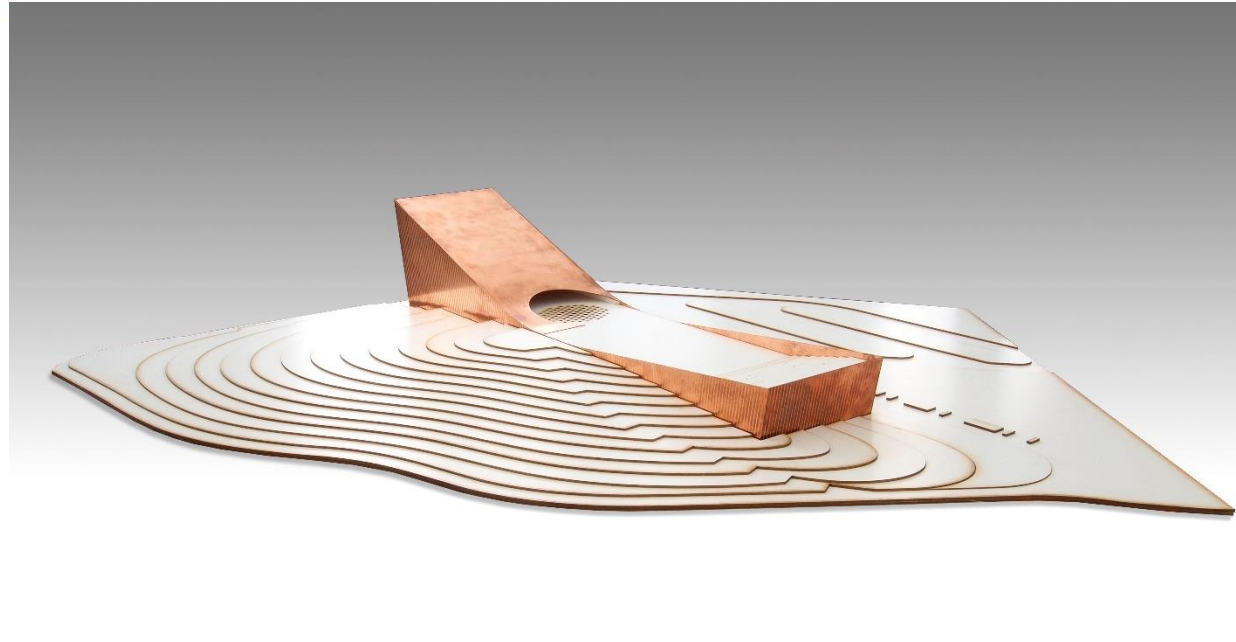


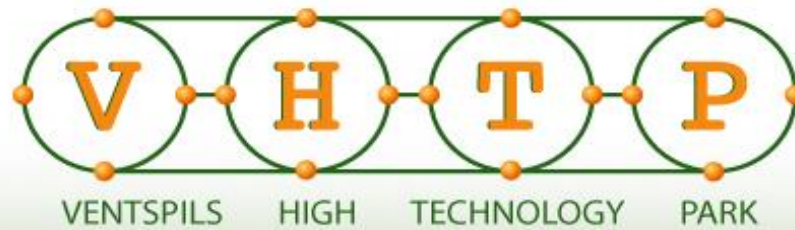


# Rent of premises in future

## Multifunctional innovation centre

Total area of the building: 6653 sqm  
Office space: 2674 sqm  
Opening year: 2019 / 2020  
Owner: municipality





# Thank You!

Ventspils High Technology Park  
Ventspils Augsto tehnoloģiju parks 1, Ventspils  
E-mail: [info@vhtp.lv](mailto:info@vhtp.lv)  
[www.vhtp.lv](http://www.vhtp.lv)