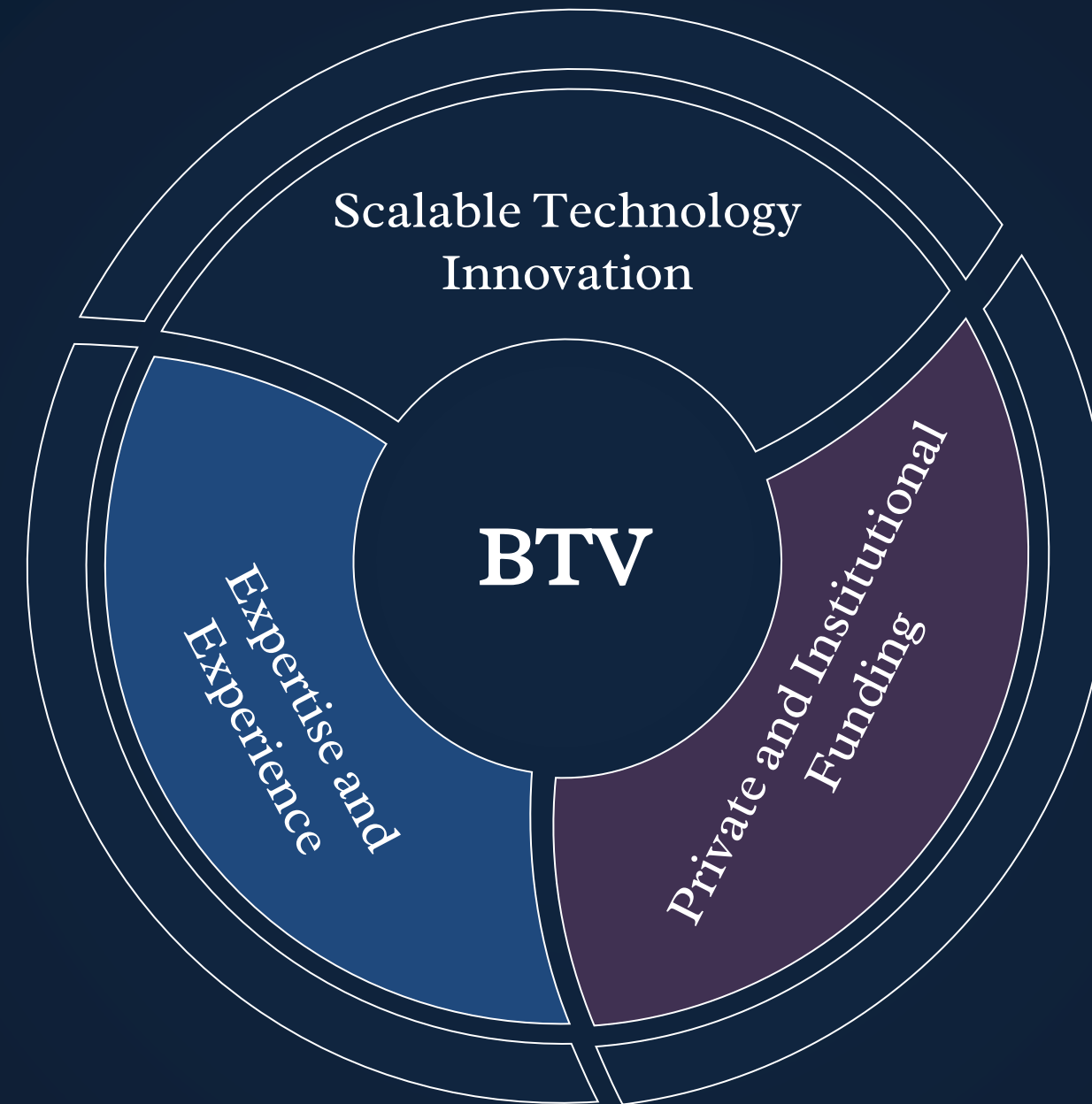


Baltic Tech Ventures



BTV – The only exchange traded (Nasdaq Baltic First North) tech accelerator/early stage VC investor

Managed by experienced investment bankers and industry professionals

Jan 2021

Baltic Tech Ventures

Connecting Innovation with Experience



BTV is investing in scalable technology start-ups/companies across the Baltics focusing on seed and early stage investment. It was established on 30 June 2020 (changed the name of its initial entity traded since 4 April 2013). The current chairman of the board and the only board member is Mr. Gene Zolotarev. BTV has one significant shareholder (>2% of equity), SSE Baltic Opportunities Limited with the ownership of 98% of the company.



The most efficient platform connecting innovation with expertise, experience and access to proprietary and third party funding. Our team of experts will allow our portfolio companies access to expertise, protection of IP, scalability to global markets.



Access to institutional and private investors through our vast network of contacts and strategic partners. We focus on companies with ability to scale globally. We invest only in most capable management teams; key people need to take and excel in psychometric evaluations.



BTV has a unique ability to promote our portfolio companies and their founders through our proprietary media network (The Baltic Times) and our media partners.

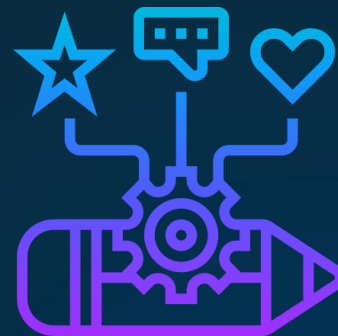


Allow BTV investors full economic upside of our portfolio companies with no management or success fees, no lockup and no investment minimum. BTV's shareholders also have full unrestricted access to our portfolio companies, ability to co-invest with us in our pipeline of fully vetted tech start-ups.

Our Vision



Full alignment of interest with investors and start-up entrepreneurs with laser focus on profitable exits of our investments.



Empower prospective and scalable tech innovations in the Baltics with the guidance from our deep bench of experts and strategic partners and provide access to investor funding to build global and sustainable business unicorns.



Being the only exchange traded (Nasdaq Baltic First North) early stage investor, provide unrestricted access to our portfolio of tech start-ups/companies and allow investors around the world realize full economic upside with no management or success fees, no lockup or investment minimum.

Our Investment Strategy

Clarity of Investment Criteria

Focus on seed and early stage VC investment in start-up projects and technologies that meet BTV's criteria. Key factors include global scalability and strong management.

Invest up to 10% of the equity where we see a clear path to successful exit. BTV provides guidance through experience, expertise and network to help portfolio companies protect their IP, increase sales globally and attract third party investment.



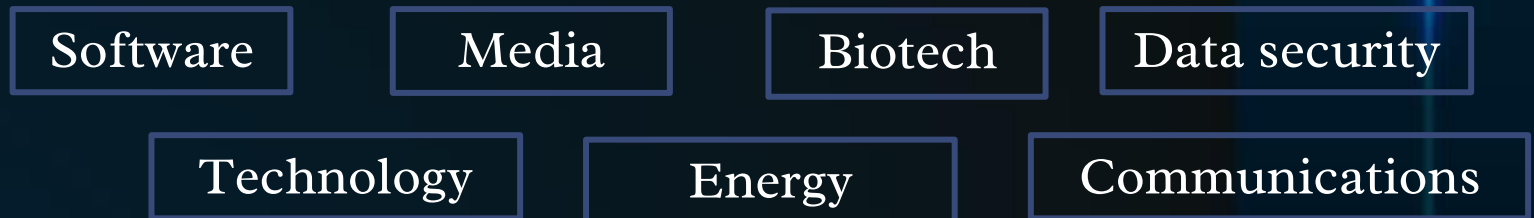
Our Investment Strategy

Focus on Rapid Scalability and Value

We target tech start-ups/companies which create value in the fields of software, technology, energy, biotech, data security, media and communications.

BTV chooses to invest in ambitious, versatile and knowledgeable teams. We onboard the best teams by deploying behavioral assessment methodology to identify talented management teams.

Our focus is on the Baltic region as one with deep roots in tech innovation, state and European Union support. Over 2,500 registered start-ups and over 500 dynamic young tech companies.



Our Investment Strategy

Investment Cycle and Exit

BTV is a team of experienced investment bankers, working together with young entrepreneurs with a laser focus on profitable exits and generating shareholder value.

We know what institutional investors look for and will guide portfolio companies to ensure successful B and C funding rounds, at which time BTV would seek to exit its investment.

Our target investment cycle is 24 months from start to exit.



Baltic States : Deep Well of Entrepreneurial Potential and Innovation

1

The Baltic states have become a booming start-up scene with more than 2500 registered start-ups and billions of euros invested. The three states rank Top-10 in early entrepreneurial activity in Europe.

2

The convenient landscape for business activity creates a vibrant start-up ecosystem with abundance of talent, low cost of living, continuous high ranking in ease of doing business, friendly regulatory environment and robust IT infrastructure.






3

The motherland of global unicorns – Skype, Bolt, Bitfury, Vinted, Pipedrive – uncovering immense potential in technology with accumulated knowledge, experience and confidence to scale and go globally.








Why are we different (...and better)!

For portfolio companies

	BTV	Other accelerators
 No service or mentoring fees	✓	✗
 Protection of IP and register trademarks/ patents	✓	✗
 Promotion of the company and founders in media.	✓	✗
 Guide with expertise and experience to scale globally	✓	✓
 Access to proprietary and third party funding	✓	✓

For investors

	BTV	Other accelerators
 No management or success fees	✓	✗
 No lockup or investment minimum	✓	✗
 Secure investing - financials fully audited, regulatory oversight under Nasdaq	✓	✗
 Transparency and full unrestricted access to portfolio companies	✓	✗
 Ability to co-invest with us in our pipeline of fully vetted tech start-ups	✓	✓

Value-added for Portfolio Companies and Investors



BTV for Start-ups/Companies



Fundraising

- Independent review of your business and invest up to 10% of equity if selected
- Access to institutional and private investors through our vast network of contacts and strategic partners
- Work on your behalf to get investors and negotiate the best terms
- Assistance with acquiring EU/EC funding



Expertise & Experience

- Access to expertise and experience of our team of experts to scale globally and build sustainable business
- Business development, sales, tailor presentations for success and promote the right product-market fit
- Assistance with all legal aspects in registration of trademarks and patents, protection of your intellectual property (IP)



Promotion

- Active promotion of portfolio companies and their founders through our proprietary media network - The Baltic Times - and our media partners
- Arrange interviews with founders
- Identify and gain access to right customers and suppliers in all key markets. We facilitate international expansion of the company.

BTV for Investors



Low costs

- Full alignment of economic interest for BTV investors: no management fee or success fee
- No lockup or investment minimum. You can buy as little as one share.
- Publicly traded shares traded through any Nasdaq Baltic Exchange member around the world.



Shareholder Benefits

- Complete transparency as expected from a listed company fully compliant with Nasdaq Baltic First North regulations.
- Full unrestricted access to our portfolio companies and ability to co-invest with us in the best deal flows of fully vetted tech start-ups.
- Major investors who own more than 5% of our shares are invited to join our investment committee.



Diversified high-quality portfolio

- Allow investors full economic upside and benefit from expertise of our investment committee and team of experts
- Fully vetted tech start-ups/companies in the Baltic region that meet BTV's investment criteria
- We onboard companies with the most capable and ambitious management teams that pass our psychometric tests.

Value Creation for Investors

Every investor is a shareholder of Baltic Tech Ventures which is exchange traded VC investor on Nasdaq Baltic First North.



Portfolio of the best fully vetted start-ups/companies in the Baltics with versatile, ambitious and the most capable teams on board.



Assist portfolio start-ups in business development, sales, legal aspects of securing IP or trademarks, fundraising, promotion of a product and founders, identifying and connecting to suppliers and customers around the world to increase the value of their business.



Stable dividend payout of 15% after scaling up in 1.5-2 years.



Exit the investment through our network of other VC or PE fund managers. We invest where we see a clear path to successful exit as per our investment cycle.

How We Generate Revenue

We charge for results not actions. BTV will generate performance fees from assisting portfolio companies and exiting its investments:

1

BTV will help portfolio companies through the network of our “team of experts” and strategic partners to enter new markets, connect to customers and scale up. We will take % of new recurring revenue generated directly through our involvement.



2

The funds raised through BTV’s network and partnerships. We will take % of funds raised for our portfolio companies.



3

BTV exits an investment and sells its stake in a start-up/company at the end of the target investment cycle.



Investment Process



Selected Target Companies

Our team has identified the following companies as those with excellent growth potential where BTV can make the strongest contribution to their success.



HRMNY is an ML-powered human technology to recognize cognitive and behavior patterns and empower building teams with strong relationships.



Solfeg.io is an interactive app that makes it easy to practice instruments, learn and teach music.



MASC is a platform that makes PPE procurement process transparent, simple, and reliable.



Flipful is an app that allows employees access to their earned salary anytime without affecting existing payroll process.



Jetbeep is a mobile app that enables personalized in-store engagement and interaction for retailers and brands.



Bercman develops Smart City, Smart Road and Mobility related innovative products and services to accelerate the progress towards self-driving vehicles and eliminate all traffic-related fatalities.



AgroPlatforma is a B2B marketplace that allows farmers and grain buyers to communicate, fix grain prices, and complete deals in a much faster, profitable, and efficient way.



Attention Insight is visual attention prediction technology based on deep learning. It improves design performance by instantly predicting where people will look while engaging in your content.



Haslle is company spending management solution that helps managers to track budgets, purchases, subscriptions, and cards all in one place.



iDenfy is a certified online identity verification company that provides secure and reliable solution to instantly verify consumer's identity and enable business to be compliant, smoother and more profitable.



CHRG Network makes EV charging accessible everywhere for everyone by connecting charging stations into a single network and enabling owners to generate revenue from sharing their charging stations.



Calidity is a software based solution that makes sure that climate hardware is working as efficiently as it possibly could.



Themo is a truly intelligent heating system that enables customers to save money on electricity and reduce significantly carbon footprint by optimizing energy consumption.



IoT platform that provides monitoring and management solutions for solar plant owners, installers, and maintenance companies to increase energy production and usage.

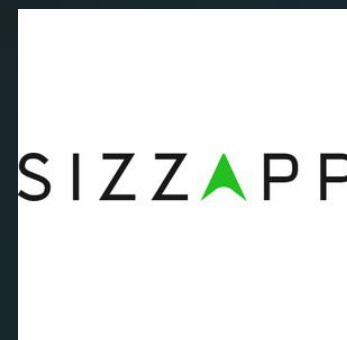
Portfolio Companies and Innovation Projects

We actively source and discuss start-ups for our portfolio as per BTV's investment strategy. Meet our current portfolio companies and innovation projects:



Asya

Asya is a relationship health app that facilitates building happy and meaningful couple relationships powered by Ethical AI and emotional intelligence.



SIZZAPP

SIZZAPP is a compact and easy to install smart alarm device for motorcycles to track, protect, and monitor your vehicle all the time.



STAYE

STAYE is the first Living as a Service platform providing solutions for flexible living and the new work environment.



Orocon

Orocon is a SaaS solution for construction and maintenance companies to manage, control and optimize their processes.



Corebook

Corebook is an interactive web tool to build and share online brand books. Corebook is here to aspire full confidence in branding.



Kedeeon Solutions

Kedeeon is a food quality tracking platform that makes the food system more resource-efficient, secure, transparent and trusted.



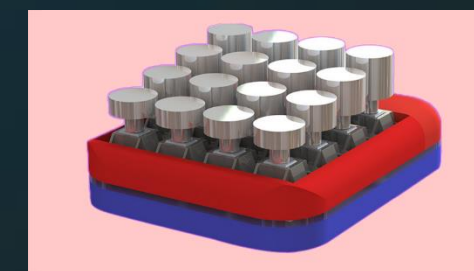
Zeew

Zeew is a leading provider of on-demand delivery technology to many companies worldwide.



iWrist

iWrist is an inclusive wearable navigation device that uses haptics to guide the user. The bracelet connects to a phone application to receive a GPS signal and directions data.



Mechanical Macro Keypad

A fully programmable macro keypad designed to help developers, creators and streamers perform complex tasks with a single button press.

Management Team & Operations



Gene Zolotarev

CEO and Head of
Investment Committee



Andris Breske

Strategic
Partnerships



Lasha Mtchedlishvili

Senior Analyst



Atlanta Hackney

Digital Marketing



Alex Felman

Investment Advisor



Alexey Srebny

Investment Advisor



Karri Jokivartio

Business
Development



Mikael Louekoski

Analyst



Nigora Usmanova

Administration
and Operations



Ansis Spridzans

Head of Legal / First
North Certified Adviser
Law Office Spridzāns
Representative



Sophia Tupolev-Luz

Investor Communications
and Marketing



Tobias Haines

Branding and Product
Development

Access to Expertise and Experience

Our team of experts is a deep bench of experience with identifying, growing and profitably existing technology start-ups. We combine corporate discipline with entrepreneurial spirit to spot talented teams, great ideas and exciting commercial opportunities.



Gene Zolotarev

CEO of BTV, Head of Investment Committee, Founder of Maximus Capital SA



Renat Lokomet

Strategical partner of Venture Faculty accelerator, former senior banker in corporate finance.



Hagith Malul

Experienced VC investor, former Chief of Staff, Innovation and Business Development at eBay.



Andris Breske

RIGA COMM - Baltic Business Technology Fair and Conference.



Tony Ihander

Made over 50 investments and had 13 successful exits between 1998-2018. Tony has made a successful business career as CEO of many fast growing startups.



Gerard Haddad

Senior technology attorney, IP investor and valuation advisor.



Dr. Alexander Kern

Experienced VC/PE investor and business developer. Professor in leading European universities on entrepreneurship and VC investing.



Alex Felman

Founder of Startup42 Media. Experienced startup investor working in various high tech industries (Edtech, Biotech, Mobile).



Jim Mullins

Experienced VC investor involved in numerous start-ups, one of which recently won the Health Initiative of the Year Award in Scotland.



Alexander Morgulchik

The co-founder of RBC, a leading Russian news/data company. He has participated in over 30 M&A transactions and post-acquisition restructurings.



Andrew Grigolyunovich

Ranked #12 in the world for financial modelling according to Modeloff Official World Rankings.



John Wright

Monaco Private Equity and Venture Capital Association (MVCA).



Oliver Bramwell

Expert in Baltic banking and fintech.



Sergio Contaldo

Private Equity & Venture Capital Funds Seeder, Investor and Advisor - Entrepreneur, Engineer, IESE MBA.



Olia Kaimakchi

Founder of KCG Capital, raised over EUR 2.3bn in debt and equity projects in Eastern Europe.



Arie Kogan

Angel investor and VC advisor; experience in Enterprise Software, Agile Methodologies, Mobile Applications, and recently in AI related projects.



Egils Milbergs

Co-Founder at Opportunity Zone Accelerator.



Denise Holzer

Licensed Investment Banker. For 15 years worked with select family offices and specializes in Technology, Artificial Intelligence & E-Sports.



Leonid Makharinsky

Industrial technologies entrepreneur and investor, focusing on the energy sector. Angel investor and mentor to technology startups.



C. Derek Campbell

CEO of Blue Ocean Holdings Ventures, Executive Chairman of AlphaSierra Advisory, Experienced venture capitalist.

Access to Expertise and Experience

Our team of experts is a deep bench of experience with identifying, growing and profitably existing technology start-ups. We combine corporate discipline with entrepreneurial spirit to spot talented teams, great ideas and exciting commercial opportunities.



Renata Šumskaitė

Experienced Leader, Lecturer, Consultant skilled in growing and developing teams. Focused on growing VC backed startups to achieve optimal potential.



Peter Madsen

Founding Partner of White Castle Partners, Founder of UNITE. Venture capital, private equity, funding and recruitment advisor.



Petr Baron

CEO, TBI Bank, one of the most profitable and efficient banks in Southeast Europe. Angel investor into fintech, technology, e-commerce.



Mario Krivokapić

Mario is the CEO of Growthnetix and has 20 years of experience in sales and team management, with a focus on the IT industry, organized and led over 400 sales training and mentoring sessions.



Anil Kumar

Chairman of Ransat Group - global commodities trader and investor; deep experience in private equity, venture capital, technologies.



Soumitra Deshpande

Experienced investor, mentor and startup entrepreneur with multiple successful exits. Deep experience in Baltics and internationally.



Petra Wolkenstein

M&A and growth expert in technology and entertainment industries. Mentor to many successful startups.



Rando Rannus

Founder of Panta Rhei Ventures, Co-founder and Group CEO of SmartAD, venture investor and business advisor to startups worldwide.



Lauri Antalainen

Founder of DigiWise and board member of EstBAN (Estonian Business Angel Network), also Co-founder of the first European business accelerator dedicated to startups in video games sector.



Denis Gorbunov

Angel and experienced VC investor with a focus on fintech. Presently a CFO of a major bank in Bulgaria.



Tony Davis

Partner at White Castle LLC, Monaco -specialists in private equity, venture capital, investment introductions and M&A.



Jekaterina Novicka

Co-Founder of the Latvian Startup Association "Startin.LV", initiator of the startup law and startup visa in Latvia, founder of LabsofLatvia.com - startup community platform providing information from and about Latvian startup scene to the world.



Svetoslav Stefanov

VC, angel investor and entrepreneur with focus on CEE-related software and digital media growth companies scaling internationally.



Raj Sitlani

Highly experienced financial markets professional with a very strong background in futures and options brokerage.



Michael Barrell

Founder of several businesses including Juliet Media, MBR Partners, CoFounder Venture Studios, and investor in some great businesses leading the way in digital transformation.



Sergei Alekseev

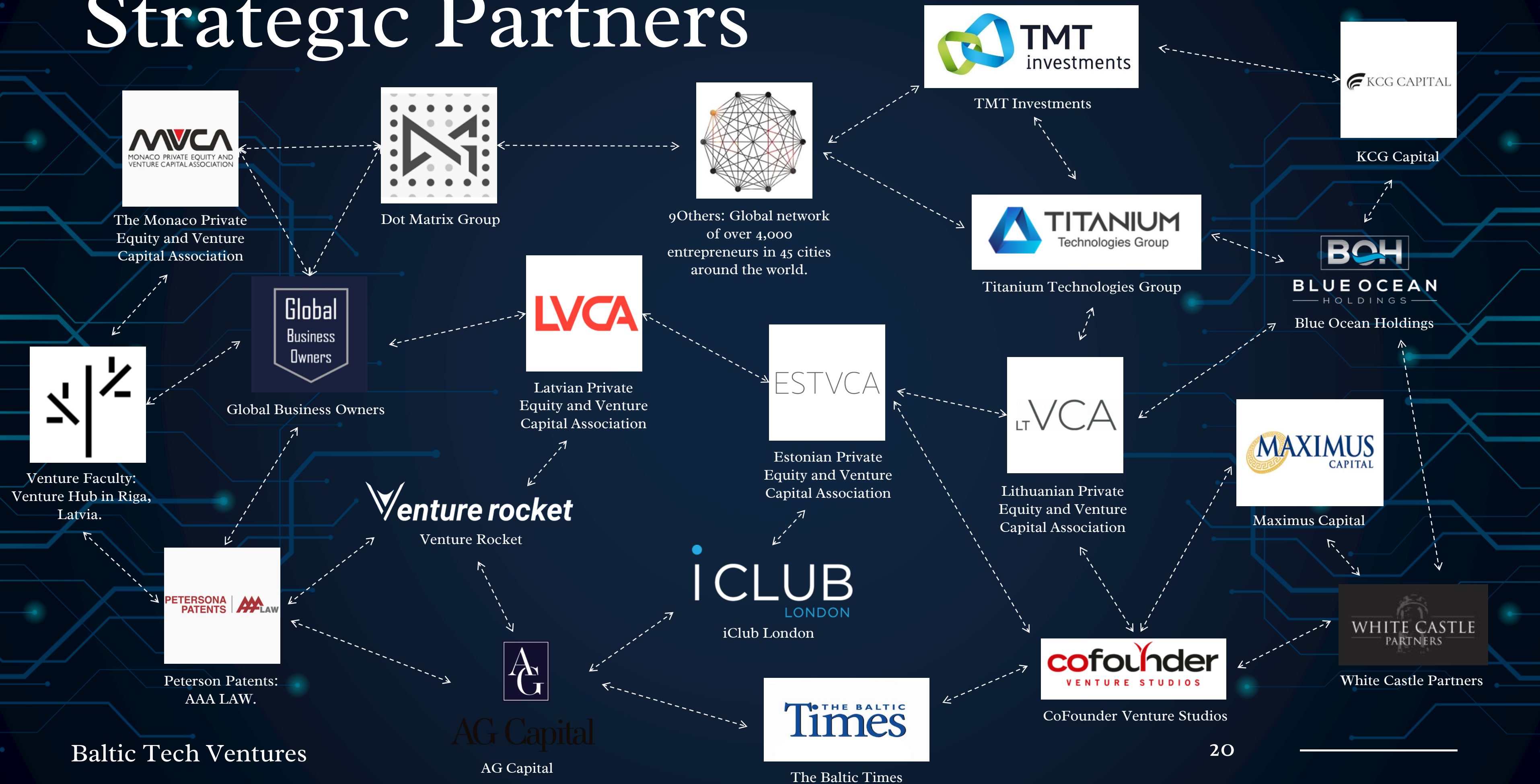
20+ years experience as a senior executive and Board member in Oil & Gas, Oil Field Services, Energy and natural resource (mining) companies and ventures.



Miikka Niemelä

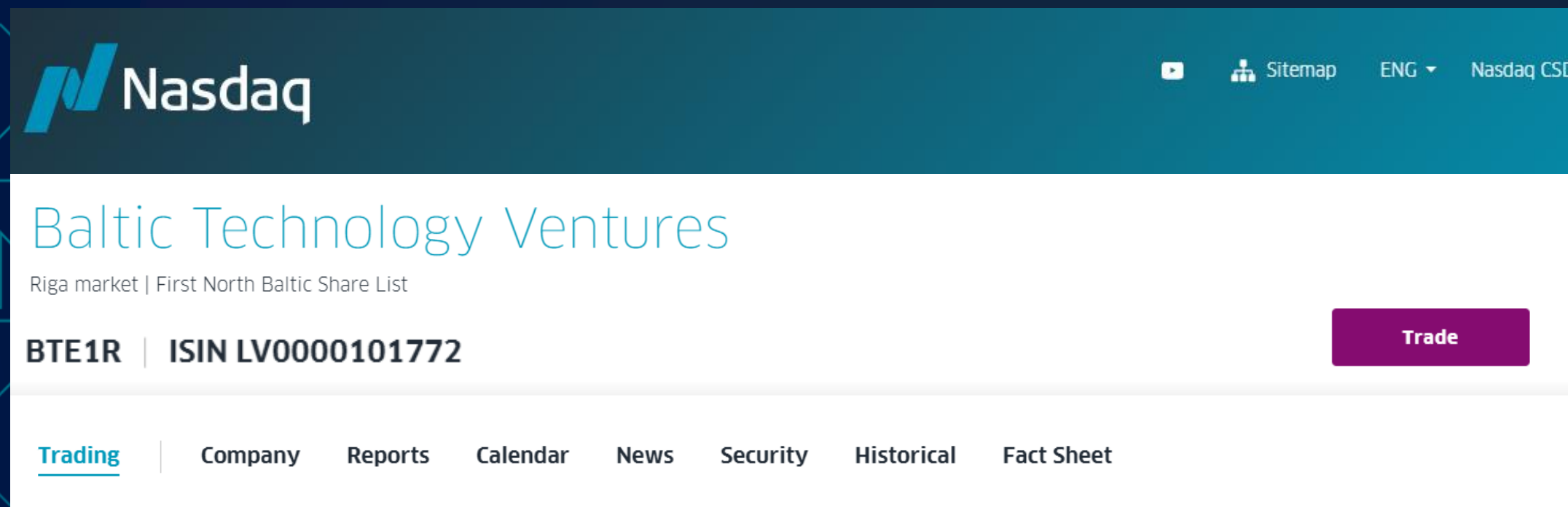
Creating new products in both internal OP Lab teams and in collaboration with external startups. Passionate about open innovation, service development and user experience.

Strategic Partners



How to Invest

AS "Baltic Technology Ventures" is Nasdaq Baltic First North traded company. Shares can be bought by anyone through any Nasdaq Baltic Exchange members all around the world.



[Baltic Technology Ventures on Nasdaq website](#)



Contact US – We would love to hear from you!

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Phone: +371 67783611

E-mail: info@baltictechventures.com

