

Entrepreneurship

(dynamics, promotion)

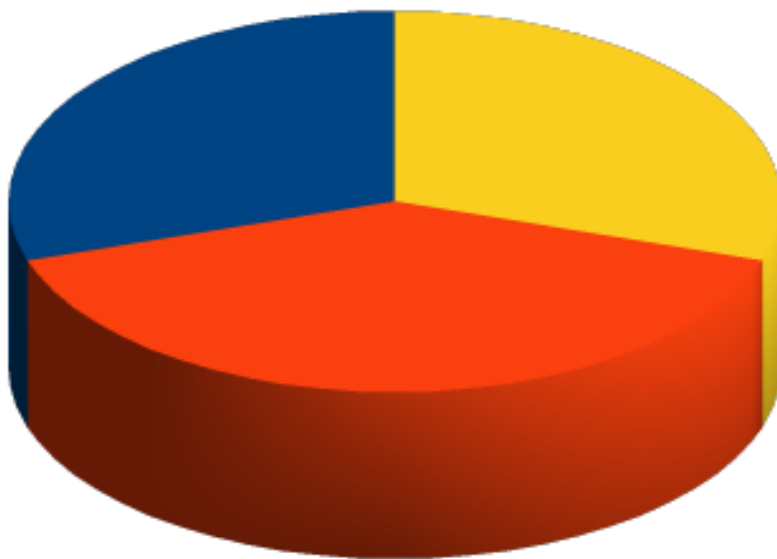
PI 'Enterprise Lithuania'
Laimutė Kalinauskienė

BUSINESS IS STEADILY INCREASING



Every year, about 400 billion new enterprises start in 54 countries of the world.

LITHUANIA:



Over 50 % of residents would like to have their own business.
89 % want to be a master of his situation.

LITHUANIA

- The main factors influencing the business development:
- 1. Independence (master on his own – 89 %)
- 2. Material prosperity (higher earning – 83 %)
- 3. Self- realization (opportunity to make a living through favourite activity – 77 %)



LITHUANIA

- **The biggest fails to start the business:**
 - Bankrupt – 29 % (EU – 28 %)
 - Personal failure – 24 % (EU – 16 %)
- **The main barriers:**
 - To find the right staff – 70 %
 - To get a financing – 58 %
 - Administrative requirements – 55 %

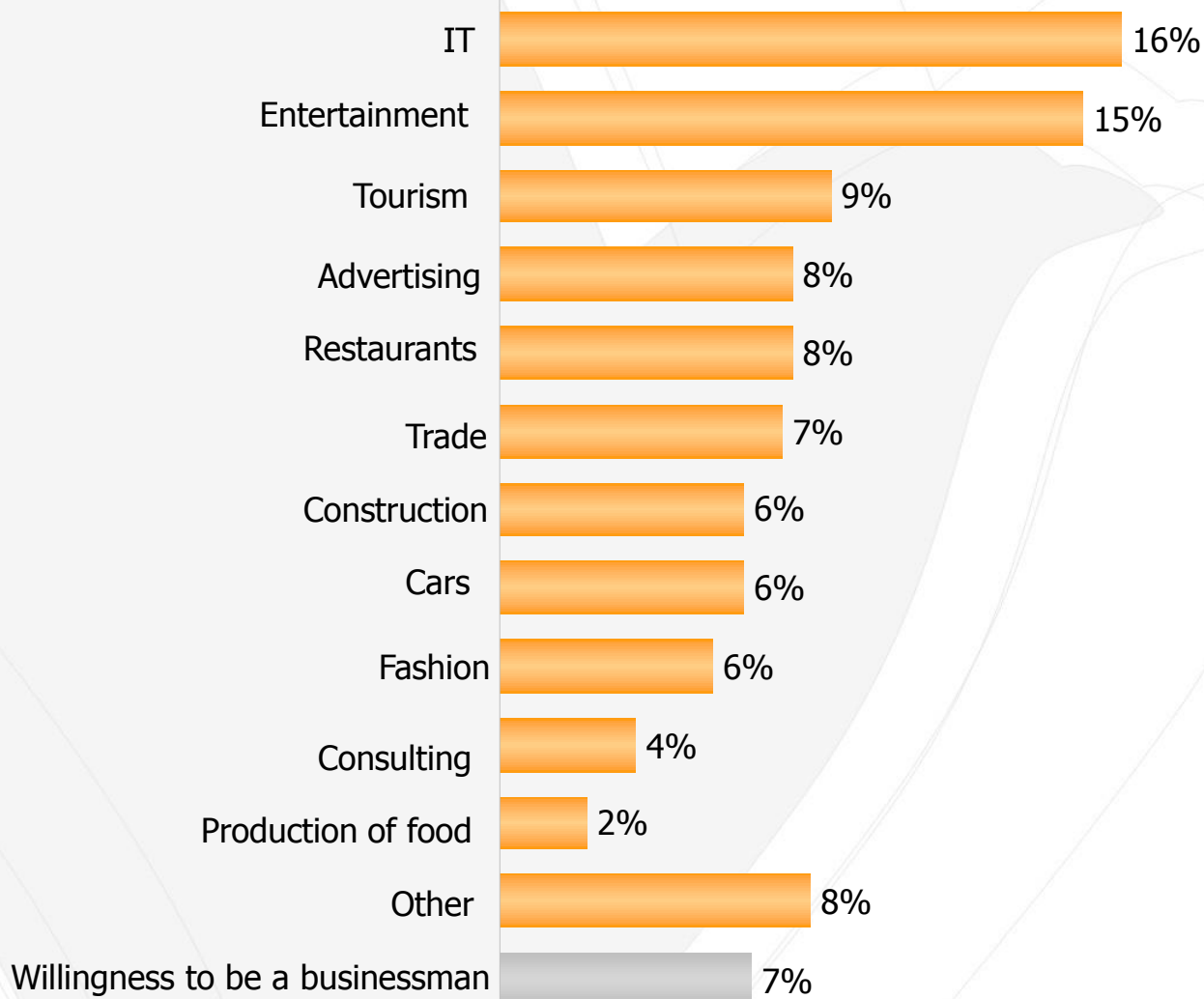


SPECIAL FEATURES OF LITHUANIA

- An early stage (to 30 years) of entrepreneurship – the highest in EU.
- The highest number of young (to 24 years) businessmen.



DESIRABLE BUSINESS AREA OF YOUNG PEOPLE



REGIONS

The number of small and medium enterprises to 1000 residents in 2013

| Districts | 2013 |
|----------------------------|------------|
| Vilnius district | 9,1 |
| Klaipėda district | 3,5 |
| Kaunas district | 3,3 |
| Alytus district | 3 |
| Tauragė district | 2,4 |
| Šiauliai district | 2,1 |
| Panevėžys district | 1,9 |
| Telšiai district | 1,9 |
| Marijampolė district | 1,9 |
| Utena district | 1,4 |
| Lithuanian Republic | 4,4 |

| Towns | 2013 |
|----------------------------|------------|
| Vilnius municipality | 12,6 |
| Klaipėda municipality | 4,8 |
| Alytus municipality | 4,8 |
| Kaunas municipality | 4,2 |
| Palanga municipality | 3,3 |
| Šiauliai municipality | 3,1 |
| Panevėžys municipality | 2,9 |
| Lithuanian Republic | 4,4 |

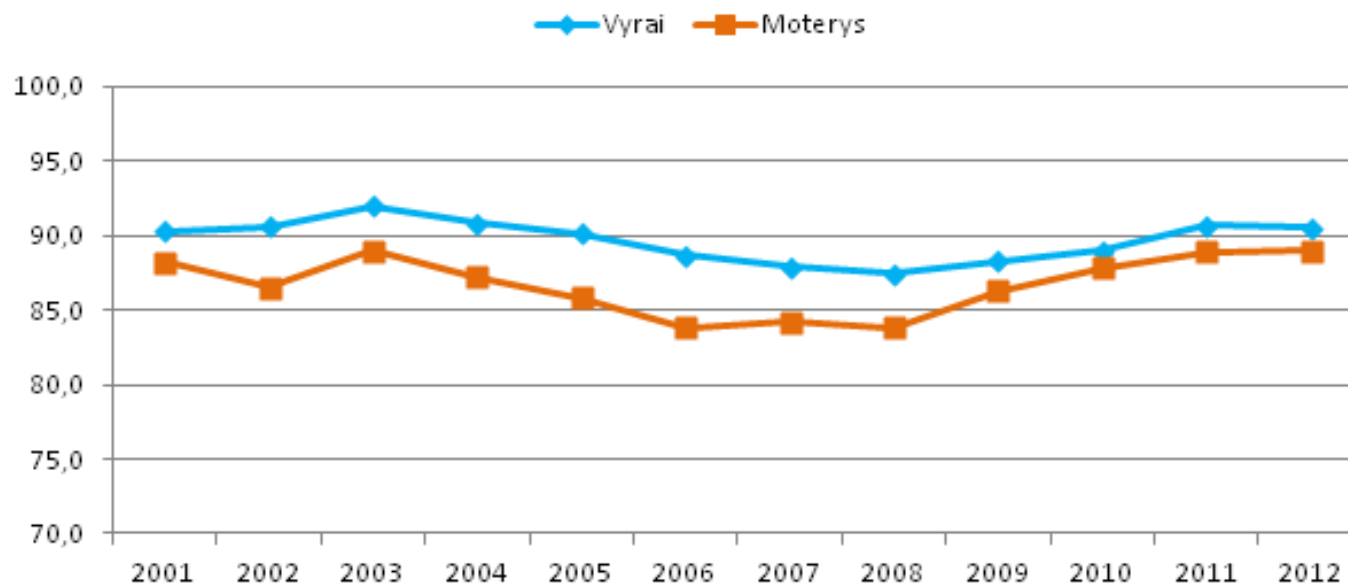
WOMEN AND BUSINESS



Gender equality at labor market

Occupation of women

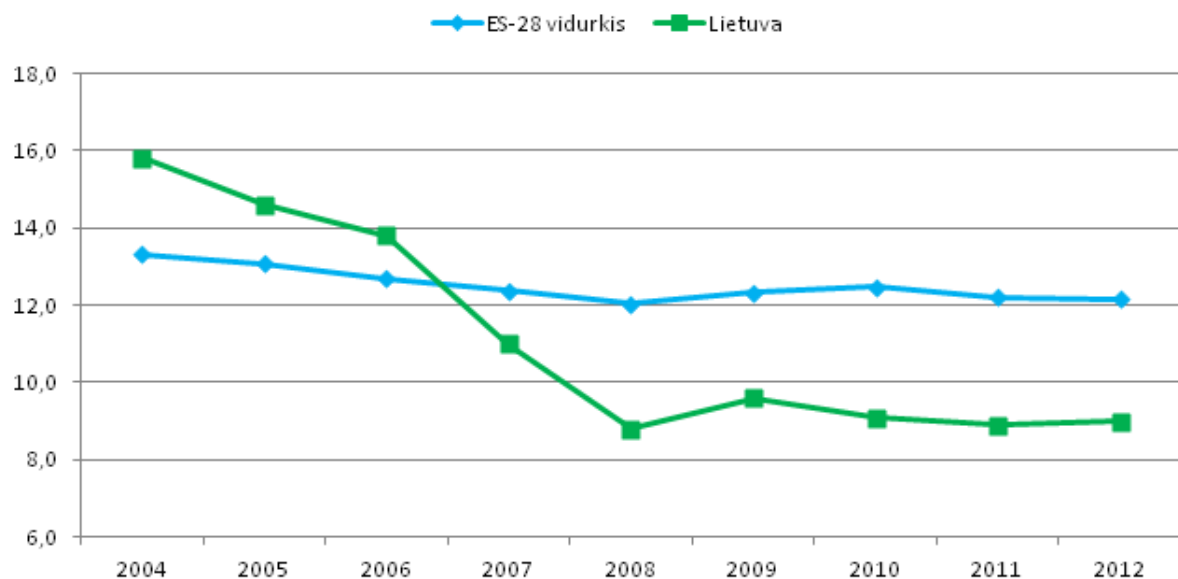
Activity of labour force % 2011-2012 m.



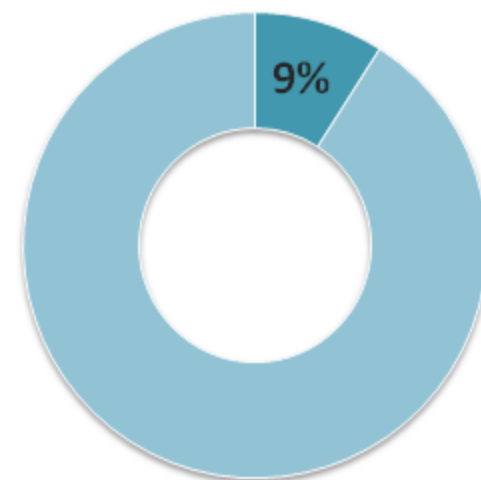
PROBLEM:

Small women's entrepreneurship - unexploited entrepreneurial potential

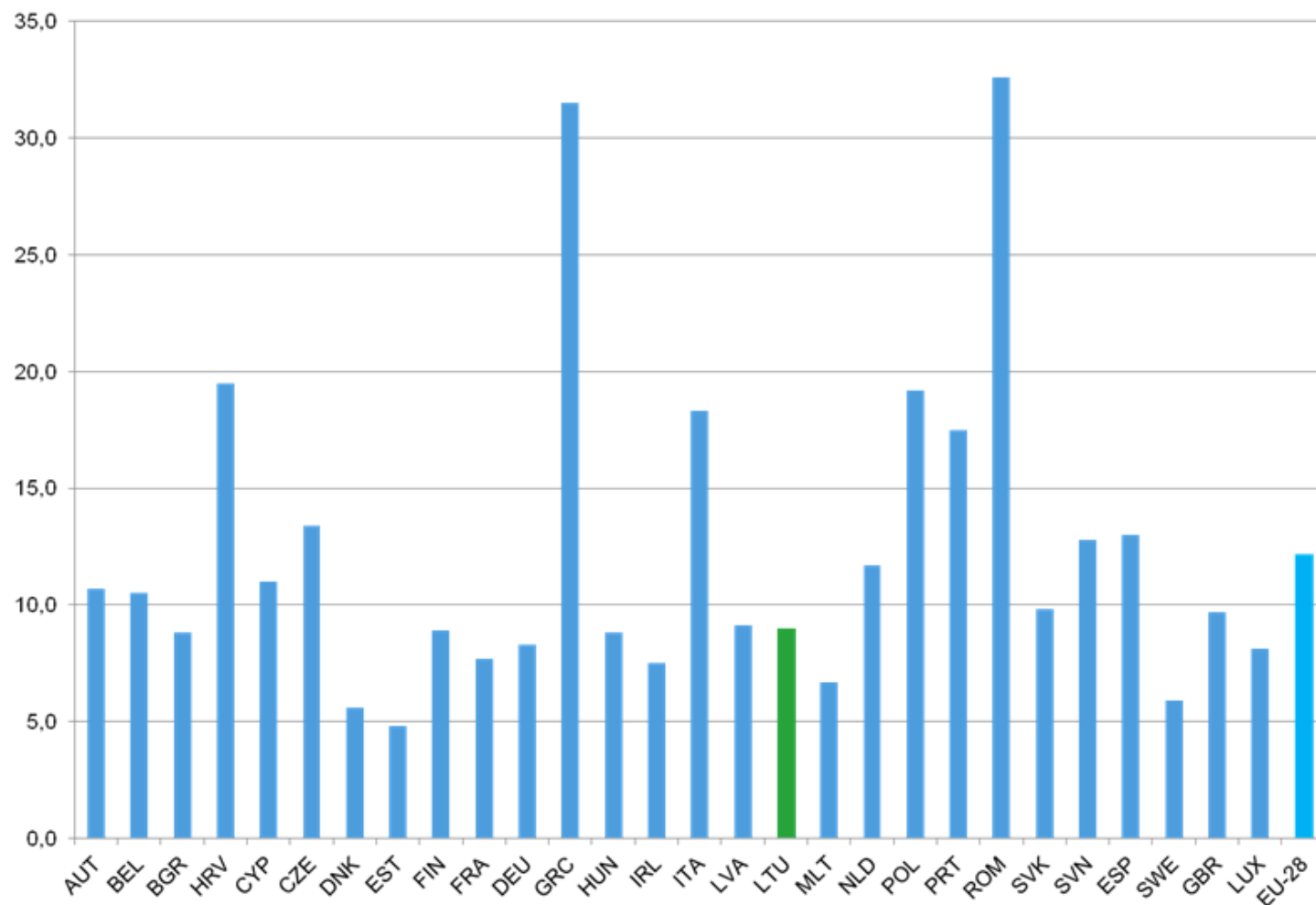
Businesswomen in Lithuania and EU – 28
(% of all working women)



Situation in Lithuania in 2012
(% of all working women)



EU-28 12,2% Lithuania 9% (17 position)



Self-employed women in EU in 2012

Source: Database of World Bank

Participating of women in business (the other section)

| Country | Enterprises, where women are owners, part (%) | Enterprises , managed by women , part (%) |
|---------------------------|---|---|
| Estonia (2013) | 35.7 | 25.4 |
| Hungary (2013) | 47.1 | 20.4 |
| Israel (2013) | 27.3 | 10.1 |
| Kazakhstan (2013) | 28.3 | 18.8 |
| Latvia (2013) | 36.2 | 31.5 |
| Lithuania (2013) | 35.8 | 21 |
| Poland (2013) | 40.4 | 20.6 |
| Romania (2013) | 47.1 | 20.1 |
| Russian Federation (2012) | 28.5 | 20.1 |
| Serbia (2013) | 38.3 | 25.7 |
| Slovak Republic (2013) | 29.8 | 14 |
| Slovenia (2013) | 34.4 | 18.8 |
| Turkey (2013) | 25.4 | 5.4 |
| Ukraine (2013) | 31.4 | 18.9 |
| Uzbekistan (2013) | 29.2 | 13.4 |

What causes the lack of women entrepreneurship?



Difficulties in obtaining the start-up capital



Lack of contacts and communication



Lack of knowledge and qualification



Lack of positive examples

Needs of Lithuanian women

68%



Lack of contacts and communication

59%



Lack of knowledge and qualification

53%



Difficulties in obtaining the start-up capital

41%



Lack of positive examples

Needs of Lithuanian women

Are you going to start your business?

64% Yes, I am planning to start it in the future.

Are you interested in participating at the programme that helps to start business?

97% Yes

PI 'Enterprise Lithuania'

promotion of entrepreneurship and export



SMART WOMEN

- Events and training for promotion of women entrepreneurship;
- In 2014, 36 events in 3 towns (Kaunas, Klaipėda, Šiauliai), 12 topics;
- In 2014, 1500 female participants.



BUSINESS LAB'as

- Events, training, consulting for promotion of young people and women's entrepreneurship;
- In 2014, 24 events in 8 regions + 720 hours of consultations;
- In 2014, 720 participants.



NET OF MENTORS

- Platform for communication is being created;
- Mentors are gathered;
- Number of mentors in the net – 70 mentors



The packet of services in the first business year

- Virtual office;
- Consulting;
- Training;
- Discounts from partners



Packet for business start

- **Free** individual consulting (4+50 hours)
- **Free** business training (8 hours x3)
- Laptop/ tablet computer + mobile Internet, **6 months free**
- **Free** e. signature
- Rivile – SOLO Plus accounting programme, **6 month free**
- **Free** consulting of lawyer
- **Free** consulting of banker
- -----
- **There were 383 new enterprises established in 2014**
- **Existence of enterprises 96,9 % in 2013 comparing with 65 %, an average of the country**



BUSINESS STIMULATES (Lithuanian: VERSLAS VEŽA)

- Period of 16 events for promotion of young people's entrepreneurship;
- 5 events in the biggest cities and 11 in regions;
- 16 500 participants + 50 000 viewers of online broadcast;
- Successful businessmen share their experience, practical advices, a team work, special seminars



**WILL YOU STEER
ON YOUR OWN
OR GO WITH A
CROWD?**

Next 'Business stimulates' (Verslas veža) events

25-09-2014 Kaunas

02 -10-2014Vilkaviškis

09-10-2014 Druskininkai

16 -10-2014Naujoji Akmenė

23-10-2014Panevėžys

30-10-2014 Joniškis

06-11-2014 Rokiškis

13-11-2014 Ignalina

28-11-2014 Vilnius



**WILL YOU STEER
ON YOUR OWN
OR GO WITH A
CROWD?**

Representatives in region

- 7 representatives – 13 regions
- Consultations on business start and development, events, spread of information
- Co-operation with Lithuanian Labour Exchange, institutions of education, organizations, business organizations



- **S** Be aware

LICENSES REQUIREMENTS

IDEA



www.verslovartai.lt

Planuok verslą



- Count

Business calculator

www.verslilietuva.lt

www.verslovartai.lt



~~$$\text{Sum} = M \left(S_t + \text{Div}_t - S_0 \left(1 - \frac{M\%}{100} \right) \right)$$~~

[illegible]

Ecocystem

Events

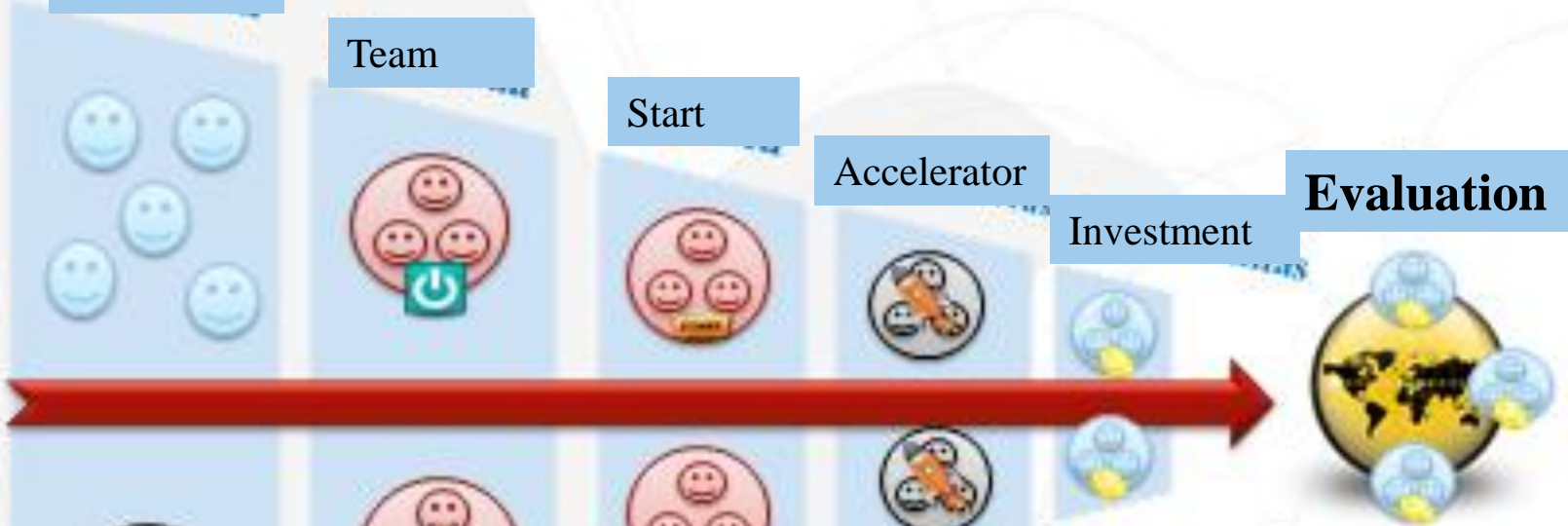
Team

Start

Accelerator

Investment

Evaluation



24 events
12 seminars
2 international
conferences

400 team
ideas
formulated

75
Start-ups

20 start-ups
accelerated

Invested into
5 start-ups

**5 Startups
globalisation**

- Online education and coaches are prepared for the high growth enterprises (20 coaches).

International project 'Education of coaches of the high growth enterprises'

The High Growth Coach

Biz-on-board

- Project: Erasmus - for young businessmen
- Opportunity to gain experience through apprenticeships in foreign enterprises.



Erasmus for Young
Entrepreneurs

Thank you!