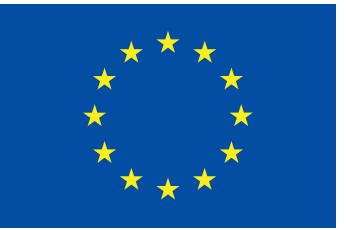


2022



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# EIT-Food Startup Guide **Lithuania**

# Contact

EIT Food accelerates innovation to build a future-fit food system that produces healthy and sustainable food for all.

We believe inclusive systems innovation, which enables all people and places to participate and benefit, is essential to a strong food system that is better for everyone. With teams on the ground across Europe, we bridge the gap between countries and regions with low innovation capacity and those leading the way. And we put consumers at the heart of our work, helping build trust by reconnecting them to the origins of their food, directly involving them in the innovation process, and working with the food sector to increase transparency. Collaboration is central to all our work, which spans the whole food value chain, and is vital to meet the big challenges we face. Together with our community, we will build an innovative and resilient food system that in turn creates a healthier society and planet.



**EIT Food CLC North-East Sp. z o.o.**  
Ul. Mokotowska 64  
00-534 Warsaw, Poland  
E: [clcnortheast@eitfood.eu](mailto:clcnortheast@eitfood.eu)  
T: +48 881 949 949  
W: <https://www.eitfood.eu/>

**This report was prepared by Enky Consulting  
for EIT Food CLC North-East Sp. z o.o.**

**The project is co-financed by European Union funds.**



**Co-funded by  
the European Union**

**Disclaimer:** The guide is intended to help entrepreneurs and startups. However, it does not replace seeking professional advice and guidance. As such, although EIT Food has made every effort to ensure that the information in this book is useful, they do not assume any responsibility for the outcome of your business.

**In collaboration with**



**AgriFood Lithuania DIH**  
E: [info@agrifood.lt](mailto:info@agrifood.lt)  
W: [www.agrifood.lt](http://www.agrifood.lt)

Editor-in-chief:  
**Giedrius Leskauskas**

Supervision:  
**Enky Consulting Team**  
- **Marcin Dominiak, Michał Janowicz**

Graphic design:  
**Magdalena Olszyńska**

Pictures:  
**freepik.com pexels.com stock.adobe.com**

## Welcome to the market!

We are pleased to hand over to you this very latest edition of the EIT-Food's startup guide. Doing business requires strength and resilience, but doing business in agriculture and in the food industry requires passion and willingness to overcome specific challenges. Some of those challenges are nature driven to which we may just need to be able to adapt and manage. The other group of challenges stem from complexity of the markets, regulatory environments or geographical differences. These we can address and that is precisely the aim of this guide. We want to help you in your business location decisions, whether you are at the start of your entrepreneurial journey or already plan to internationalize your business across Central & Eastern Europe.

As an entity building the EIT-Food network in Central & Eastern Europe (as well as in the Nordics region), our Co-Location Centre (North-East) implements a variety of programmes targeting the key challenges and priorities of agricultural and food system development. We are pleased to see your interest in making it happen through products and services brought to our market.

In current macroeconomic environment where supply chains remain volatile and market transparency is hampered, the access to information about the ecosystem is essential. That is why we focus in this guide on helping you quickly determine how a local ecosystem in Lithuania in the ag-food sector works. In view of that we give you a picture of top regulators, policy makers and startup community developers. We hope the guide would serve as a reference for your entrepreneurial efforts all across the way from being technology developer to acting as a solid market player on the market.

Wishing you all the best for your ag-food business,

**Marja-Liisa Meurice**  
**Director of EIT-Food CLC North-East**



# EIT-Food Startup Guide Lithuania

2022



Co-funded by  
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# EXECUTIVE SUMMARY

**GDP, real value** – The gross domestic product (GDP) in Lithuania was 65.50 billion US dollars in 2021 (Source 1).

**Registered unemployment rate (end year)** – The unemployment rate in Lithuania decreased to 8.80% in May from 9.50% in April 2022 (Source 1).

**fDi markets ranking** – As of 31 December 2019, foreign direct investment (FDI) in Lithuania amounted to EUR18.6 billion and, compared to the respective period in 2018, increased by 9.5%; in the capital region it increased by 11.6% and in the Central and Western Lithuania region by 4.2%.

**GDP per capita (current PPP)** – The gross domestic product per capita in Lithuania was last recorded at 42665.32 US dollars in 2021 when adjusted by purchasing power parity (PPP). The GDP per capita in Lithuania, when adjusted by purchasing power parity, is equivalent to 240% of the world's average (Source 1).

**Export** – 2020 PRODUCT EXPORTS: \$33.3B, 58th OUT OF 226. Intra-EU trade accounts for 56% of Lithuania's exports (Latvia 9%, Germany 8% and Poland 6%), while outside the EU 13% go to Russia and 4% to the United States and the United Kingdom. Exports of agricultural products – EUR5 553 million (Source 2).

**Import** – 2020 PRODUCT IMPORTS: \$31.5B, 61st OUT OF 226. In terms of imports, 71% come from EU member states (Germany and Poland 13% and Latvia 8%), while outside the EU 9% come from Russia and 4% from China (Source 2).

**Agricultural output** – EUR 3,151 million (Source 2).

**Food products industry in Lithuania** – The number of enterprises in the food product manufacturing industry in Lithuania saw an addition of 158 enterprises in 2020. Therefore, the number of enterprises in Lithuania reached a peak in 2020 with 1,788 enterprises (Source 3).

**Agriculture employs** – 6.4% of the working-age population in Lithuania (Source 4).

## Key elements of the Lithuanian agriculture sector:

- In 2018, Lithuania had 128,100 farms, 60,000 of which were below 5 ha and 82% of them were less than 20 ha.
- 15% of the farming population is below the age of 40 and this share has been decreasing since 2013.
- In 2018, the average income per farm below 20 ha was approximately EUR4,000, excluding subsidies.
- The gross agricultural production amounted to EUR2.4 billion in 2018, with a gross value added of EUR1.1 billion.
- 61% of Lithuanian farms are mixed farms, 29% specialize in crop production and 7% specialize in livestock farming (dairy, pork).
- Cereal production is the main income-generating activity in the agriculture sector.

**Lithuania's start-up ecosystem** – Taking the world's 11th place for ease of doing business and second place for procedures to start a business. Lithuania's capital, Vilnius, is ranked in the top 10 in two categories: cost-effectiveness and FDI performance.

# LOCAL AGRIFOOD MARKET INSIGHTS



1



## 1.1. Introduction

The gross value added (GVA) for the agriculture sector is volatile. In 2018, agriculture production amounted to EUR2.4 billion and it has shown a relatively stable trend since 2013. For the same year, the GVA was EUR1.1 billion. The GVA's level fluctuated in the period 2008–2018 from EUR500 million in 2008 to EUR1.1 billion in 2018. This volatility is driven by the fluctuation in the value of intermediate consumption. In 2018, the GVA decreased by 28% compared to 2017. Lithuanian farms have low productivity levels compared to other EU-28 member states. In 2018, the gross agricultural production of Lithuania was EUR810 per ha of utilized agricultural area (UAA). It is one of the lowest in the EU-28. In Denmark, where production conditions related to climatic conditions are similar, this indicator is four times higher. This difference is explained to a large extent by the fact that the selling prices for agriculture products in Lithuania are lower than in other countries. In 2018, the average annual net income without subsidies was approximately EUR4,000 for farms below 20 ha, whilst the average income for farms over 150 ha was approximately EUR50,000. In Lithuania, farms with an annual economic size of over EUR4,000 are considered commercial farms.

In the period 2009–2018, the evolution of agriculture income was negative. After a steep increase until 2012, income levels decreased continuously, contrary to the wage and salary index of the industry, and the construction and services sectors. This is partly explained by the evolution of input and output prices, as depicted in Figure 2. Output prices have decreased significantly since 2011–2012, and are faster than input prices (Source 5). EU-wide recognition of Lithuania's acceleration in e-government solutions offers a one-stop shop for public information and services for business, and a fast online system for the registration and payment of taxes, and allows taxpayers to file all tax returns electronically. An IT-based tax administration system ("i.MAS") contributes to an effective and modern tax administration in Lithuania, which in addition to 50+ bilateral double taxation avoidance treaties ensures that the business environment is both convenient and cost-effective.

### Global recognition of business-friendly environment (Source 6):

- 1st in the EU for real GDP per capita growth 2000–2020
- 1st in the CEE for digital quality of life
- Top 3 in Europe for attracting FDI jobs per capita across all sectors
- 5th globally for digital skills availability
- 6th in the EU for e-government
- 11th-freest economy in the world

Lithuania's start-up ecosystem, which barely existed 10 years ago, has already made it into many high rankings in the start-up world, taking the world's 11th place for ease of doing business and second place for procedures to start a business, according to the 2013–2019 analysis by Dealroom.co. Moreover, in the Tech Cities of the Future 2020/21 report, Lithuania's capital is ranked in the top 10 in two categories: cost-effectiveness and FDI performance.

The country's clear strategy for attracting tech start-ups by emphasizing its business-friendly regulatory environment, open data policy and governmental support has resulted in an increasing number of rising stars across the country, with Vilnius and Kaunas being the cities with the most vibrant start-up ecosystems. According to Startup Lithuania, the number of start-ups in the country had grown to 1,021 as of April 2020, exceeding both Estonia (1,017) and Latvia (352).

Lithuania's start-up scene is dominated by start-ups of business management systems, financial technologies and health, as well as logistics, mobility and game industry companies. Reaching fourth place on the Global Fintech Index 2020, Lithuania is becoming one of the leading European fintech hubs. An interesting fact to mention is that the coronavirus crisis, in general, hasn't affected the Lithuanian start-up ecosystem in the same way as the rest of Europe. It has been quite the opposite, with companies operating in the sectors of educational technologies, e-commerce, telemedicine, home delivery of goods, cyber security and other innovative businesses seeing opportunities for business expansion. Consequently, the sales of Lithuanian start-ups in the first quarter of 2020 were 55% higher than in the same period in the previous year.

#### **Lithuania's supportive and open start-up ecosystem is eager to support start-ups and entrepreneurs:**

- Active local investors;
- Business-friendly and supportive governmental institutions;
- Setting up a legal entity in Lithuania;
- Co-working spaces and hubs;
- Sandboxes;
- Plenty of other ecosystem players.

## 1.2. Overview of the Lithuanian agrifood industry

Agriculture plays a significant role in Lithuania's economy and generates 3.6% of GDP while the entire agrifood sector generates 7.1% of Lithuanian GDP. Now, our main goal is to digitalize the entire food value chain at every level in Lithuania and exploit the potential of agrifood technology innovators. Lithuania has an exceptional pool of high-tech talents, whose skills are valued all around the world. They have already created some unique digital solutions that have contributed to the development of a sustainable ecosystem in the agrifood sector. Today they need help in order to be able to take the last step and commercialize their innovative products around the world.

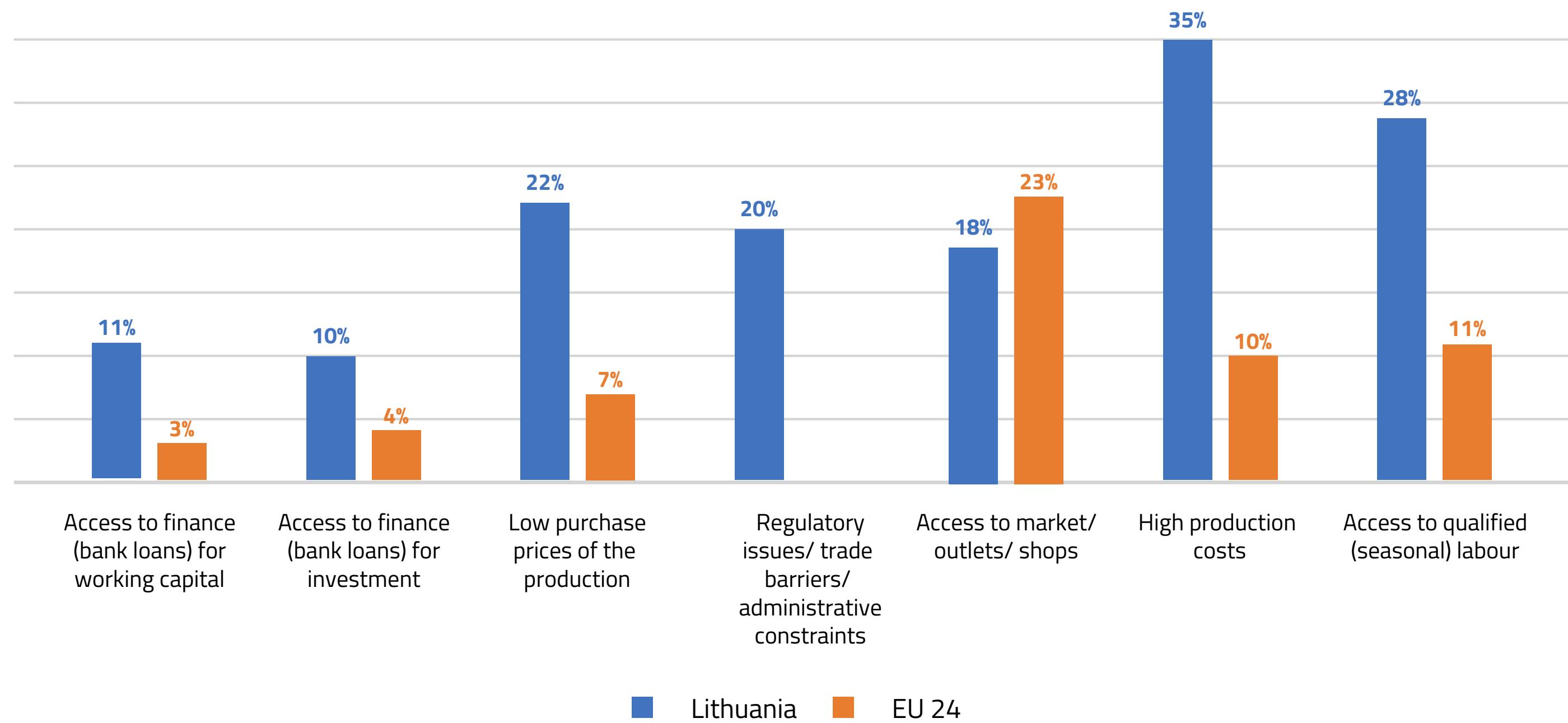
Key elements of the Lithuanian agriculture sector:

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- In 2018, the average income per farm below 20 ha was approximately EUR4,000, excluding subsidies.
- The gross agricultural production amounted to EUR2.4 billion in 2018, with a gross value added of EUR1.1 billion.
- 61% of Lithuanian farms are mixed farms, 29% specialize in crop production and 7% specialize in livestock farming (dairy, pork). Cereal production is the main income-generating activity in the agriculture sector.

**"Lithuania is an AgriFood Tech sandbox for the creation, development and testing of agrifood technologies for everyone from developers to end users and public institutions. Lithuania is characterized as the most agricultural country per capita in the whole EU, has innovative farmers and a very high level of competence in the field of technology. Our army of high Tech talents, whose skills are valued all around the world, has already developed some unique digital solutions that contribute to the creation of a sustainable and digital agrifood sector ecosystem in Lithuania, based on sustainable agriculture, digital traceability, circular food systems and targeted nutrition. In the last few years Lithuania made some huge steps into more innovative and more friendly AgriFood ecosystem for everyone. For example, Lithuanian Ministries of Economy and Innovation and Agriculture, seeing Lithuania's potential to become a country of agrifood digital innovations, together with the most important social partners, prepared the Lithuanian agrifood technology roadmap. Therefore, the European Digital Innovation Hub started operating in Lithuania, one of the directions of which is also the agriculture and food sector. Currently, stakeholders of our ecosystem are trying to develop models based on the principles of a shared economy and purchase of services, rather than the acquisition of fixed assets. This will open a lot of new opportunities for startups to create, develop and test new technologies in the AgriFood sector."**

Augustas Alešiūnas,  
AgriFoodTech Business angel and Founder at ART21

## Difficulties experienced by agrifood enterprises in 2018. Agrifood survey (Source 5).



The gross value added (GVA) for the agriculture sector is volatile. In 2018, agriculture production amounted to EUR2.4 billion and it has shown a relatively stable trend since 2013. For the same year, the GVA was EUR1.1 billion. The GVA's level fluctuated in the period 2008–2018 from EUR500 million in 2008 to EUR1.1 billion in 2018. This volatility is driven by the fluctuation in the value of intermediate consumption. In 2018, the GVA decreased by 28% compared to 2017.

Lithuanian farms have low productivity levels compared to other EU-28 member states. In 2018, the gross agricultural production of Lithuania was EUR810 per ha of utilized agricultural area (UAA). This is one of the lowest in the EU-28. In Denmark, where production conditions related to climatic conditions are similar, this indicator is four times higher. This difference is explained to a large extent by the fact that the selling prices for agriculture products in Lithuania are lower than in other countries. In 2018, the average annual net income without subsidies was approximately EUR4,000 for farms below 20 ha, whilst the average income for farms over 150 ha was approximately EUR50,000. In Lithuania, farms with an annual economic size of over EUR4,000 are considered commercial farms (Sources 2, 4 and 5).

# MAIN STAKEHOLDERS IN THE LOCAL AGRIFOOD INDUSTRY



## 2.1. Introduction

A list of the most important players is provided in the tables below.

Company name	Range of activity	Sales revenue (2020)
<b>Key producers of dairy products</b>		
Rokiškio Sūris; SC	 Dairy products: cheese; sweet cream butter; lactose; skimmed milk powder; dried whey protein concentrate; butter milk powder. E: <a href="mailto:rokiskio.suris@rokiskio.com">rokiskio.suris@rokiskio.com</a> W: <a href="http://www.rokiskio.com">www.rokiskio.com</a>	€189,870,000
Pieno Žvaigždės; SC	 Dairy products: milk; cheese; cream cheese bars; yogurt; ice cream; flavoured milk drinks. E: <a href="mailto:info@pienozvaigzdes.lt">info@pienozvaigzdes.lt</a> W: <a href="http://www.pienozvaigzdes.lt">www.pienozvaigzdes.lt</a>	€171,061,000
Žemaitijos Pienas; SC	 Dairy products: milk; cheese; kefir; yogurt; butter; whey powder; curd, soured milk. E: <a href="mailto:info@zpienas.lt">info@zpienas.lt</a> W: <a href="http://www.zpienas.lt">www.zpienas.lt</a>	€181,393,577

## Key producers of meat and meat products

Krekenavos Agrofirma; SC



Meat products: boiled pates; cooked sausages; cooked frankfurters; hot smoked products; cold smoked products; marinated products; pulled meat.

E: [info@krekenavos.lt](mailto:info@krekenavos.lt) W: [www.krekenavos.lt](http://www.krekenavos.lt)

€118,319,627

Agaras; JSC



Meat products.

E: [info@pienozvaigzdes.lt](mailto:info@pienozvaigzdes.lt) W: [www.pienozvaigzdes.lt](http://www.pienozvaigzdes.lt)

€23,415,223

Biovela – Utenos mėsa;  
JSC



Meat products: fresh meat; dried products; hot smoked products; cold smoked products; culinary preparations, salted products; tinned food; marinated products; beef burgers.

E: [info@biovela.lt](mailto:info@biovela.lt) W: [www.biovela.lt](http://www.biovela.lt)

€139,932,047

## Key producers of poultry, poultry products and eggs

Krekenavos Agrofirma; SC



Poultry products: fresh chicken meat; semi-finished chicken products; chicken products.

E: [kaisiadoriu.paukstynas@kggroup.eu](mailto:kaisiadoriu.paukstynas@kggroup.eu) W: [www.paukstynas.eu](http://www.paukstynas.eu)

**Vilniaus Paukštynas; SC**

Poultry products: fresh chicken meat; semi-finished chicken products; chicken products.

**E:** [vilniaus.paukstynas@kggroup.eu](mailto:vilniaus.paukstynas@kggroup.eu)    **W:** [www.paukstynas.eu](http://www.paukstynas.eu)

**€115,983,982****Growth GROUP; JSC**

Boiled poultry, frozen kosher chicken, ready-to-cook chicken and turkey products.

**E:** [info@growth.eu](mailto:info@growth.eu)    **W:** [www.growth.eu](http://www.growth.eu)

**€44,610,000**

## Key producers of fish and fish products

**VIČIŪNAI GROUP**

Fish and fish products: smoked, salted, pickled salmon; frozen salmon portions; seafood and surimi products in brine and oil.

**E:** [vip@viciunai-pkp.lt](mailto:vip@viciunai-pkp.lt)    **W:** [www.viciunaigroup.eu](http://www.viciunaigroup.eu)

**€119,375,000****NORVELITA; JSC**

Smoked or marinated salmon products; salted or marinated herring products; hot smoked fish products.

**E:** [info@norvelita.lt](mailto:info@norvelita.lt)    **W:** [www.norvelita.lt](http://www.norvelita.lt)

**€128,641,898****ICECO FISH; JSC**

Salmon, herring, white fish and sea food production.

**E:** [info@icecofish.com](mailto:info@icecofish.com)    **W:** [www.icecofish.com](http://www.icecofish.com)

**€1,363,564**

## Key producers of alcoholic drinks

Boslita ir Ko; JSC



Alcoholic drinks (sparkling wine and wine beverages).  
E: [boslita@boslita.lt](mailto:boslita@boslita.lt) W: [www.boslita.lt](http://www.boslita.lt)

€34,203,400

Kalnapilio-Tauro grupė; JSC



Alcoholic drinks; beer; kvass.  
E: [info@kalnapislis.lt](mailto:info@kalnapislis.lt) W: [www.kalnapislis.lt](http://www.kalnapislis.lt)

€113,827,243

Švyturys-Utenos alus; SC



Alcoholic drinks; beer; cider.  
E: [info@svyturys.lt](mailto:info@svyturys.lt) W: [www.svyturys.lt](http://www.svyturys.lt)

€27,485,753

## Non-alcoholic beverages

Birstono mineraliniai vandenys ir Ko; JSC



Natural mineral water.  
E: [info@bmv.lt](mailto:info@bmv.lt) W: [www.bmv.lt](http://www.bmv.lt)

€14,350,189

Druskininkų rasa; JSC



Bread products; confectionery; savoury products; sandwiches; pasta; pizza.  
E: [info@rasa.lt](mailto:info@rasa.lt) W: [www.rasa.lt](http://www.rasa.lt)

€5,546,214

## Various: vegetables; mushrooms; snails

Kietaviškių gausa; JSC



Fresh vegetables.  
E: [info@kgausa.lt](mailto:info@kgausa.lt) W: [www.kietaviskiu.lt](http://www.kietaviskiu.lt)

€10,052,474

Kėdainių Konservų  
Fabrikas; JSC



Marinades; tomatoes; mayonnaise; sauces.  
E: [info@kkf.lt](mailto:info@kkf.lt) W: [www.kkf.lt](http://www.kkf.lt)

€28,281,993

## Various: herbs; organic products

Auga group; JSC



Vegetables; poultry; eggs; dairy products; mushrooms; soups;  
grain products; tinned products.  
E: [info@auga.lt](mailto:info@auga.lt) W: [www.auga.lt](http://www.auga.lt)

€3,404,000

Švenčionių vaistažolės; JSC



Herbal tea.  
E: [administratorius@etnoarbata.lt](mailto:administratorius@etnoarbata.lt) W: [www.etnoarbata.lt](http://www.etnoarbata.lt)

€5,553,232

## 2.2. Public institutions

Food and agriculture research organizations and associations in Lithuania (Source 4)

### VYTAUTAS MAGNUS UNIVERSITY AGRICULTURE ACADEMY

Address: Studentų st. 11, Akademija, LT-53361 Kaunas district;  
Phone: +370 37 752 300; Email: [info@vdu.lt](mailto:info@vdu.lt); [www.zua.vdu.lt](http://www.zua.vdu.lt)

Sector: **Research**

### LITHUANIAN UNIVERSITY OF HEALTH SCIENCES INSTITUTE OF ANIMAL SCIENCE

Address: Tilžės st. 18, LT-47181 Kaunas; Phone: +370 422 65383; Email: [va.kanceliarija@lsmuni.lt](mailto:va.kanceliarija@lsmuni.lt); [www.lsmuni.lt](http://www.lsmuni.lt)

Sector: **Research**

### LITHUANIAN RESEARCH CENTRE FOR AGRICULTURE AND FORESTRY

Address: Instituto av. 1, Akademija, LT-58344 Kėdainiai district;  
Phone: +370 347 37 057; Email: [lammc@lammc.lt](mailto:lammc@lammc.lt); [www.lammc.lt](http://www.lammc.lt)

Sector: **Research**

### INSTITUTE OF AGRICULTURE, LITHUANIAN RESEARCH CENTRE FOR AGRICULTURE AND FORESTRY

Address: Instituto av. 1, LT-58344 Akademija, Kėdainiai district;  
Phone: +370 347 37 271; Email: [zi@lammc.lt](mailto:zi@lammc.lt); [www.lammczi.lt](http://www.lammczi.lt)

Sector: **Research**

### INSTITUTE OF HORTICULTURE, LITHUANIAN RESEARCH CENTRE FOR AGRICULTURE AND FORESTRY

Address: Kauno st. 30, LT-54333 Babtai, Kaunas district; Phone: +370 37 555 210; Email: [sdi@lammc.lt](mailto:sdi@lammc.lt); [www.lsdi.lt](http://www.lsdi.lt)

Sector: **Research**

### INSTITUTE OF FORESTRY, LITHUANIAN RESEARCH CENTRE FOR AGRICULTURE AND FORESTRY

Address: Liepų st. 1, LT-53101 Girionys, Kaunas district; Phone: +370 37 547 221; Email: [mi@lammc.lt](mailto:mi@lammc.lt); [www.mi.lt](http://www.mi.lt)

Sector: **Research**

## LITHUANIAN UNIVERSITY OF HEALTH SCIENCES INSTITUTE OF ANIMAL SCIENCE

Address: R. Žebenkos st. 12, Baisogala, LT-82317 Radviliškis district; Phone: +370 37 327 201; Email: [rektoratas@lsmuni.lt](mailto:rektoratas@lsmuni.lt); [www.gi.lsmuni.lt](http://www.gi.lsmuni.lt)

Sector: **Research**

## KAUNAS UNIVERSITY OF TECHNOLOGY FOOD INSTITUTE

Address: Radvilėnų Rd. 19C, LT-50254 Kaunas, Lithuania; Phone: +370 37 312 393; Email: [mai@ktu.lt](mailto:mai@ktu.lt); [www.food.ktu.edu](http://www.food.ktu.edu)

Sector: **Research**

## LITHUANIAN INSTITUTE OF AGRARIAN ECONOMICS

Address: A. Vivuskio st. 4A-13, LT-03220 Vilnius; Phone: +370 5 261 4525; Email: [laei@laei.lt](mailto:laei@laei.lt); [www.laei.lt](http://www.laei.lt)

Sector: **Research**

## LITHUANIAN DAIRY ASSOCIATION "PIENO CENTRAS"

Address: Perkūnkiemio st. 3, LT-12127 Vilnius, Lithuania; Phone: +370 5 246 1414; Email: [pc@pieno-centras.lt](mailto:pc@pieno-centras.lt)

Sector: **Association**

## ASSOCIATION OF LITHUANIAN DAIRY FARMS

Address: K. Donelaičio st. 2, LT-44213 Kaunas, Lithuania; Phone: +370 615 85 255; Email: [lpga@zur.lt](mailto:lpga@zur.lt)

Sector: **Association**

## ALLIANCE OF BALTIC BEVERAGE INDUSTRY

Address: Šarkų st. 25, LT-01214 Vilnius, Lithuania; Phone: +370 698 41701; Email: [info@abbi.lt](mailto:info@abbi.lt); [www.abbi.lt](http://www.abbi.lt)

Sector: **Association**

## LITHUANIAN BREWERS ASSOCIATION

Address: A. Tumėno st. 4, LT-01109 Vilnius, Lithuania; Phone: +370 5 259 5077; Email: [info@aludariai.lt](mailto:info@aludariai.lt); [www.aludariai.lt](http://www.aludariai.lt)

Sector: **Association**

## LITHUANIAN MEAT PROCESSORS ASSOCIATION

Address: K. Donelaičio st. 2–116, LT-44213 Kaunas, Lithuania; Phone: +370 698 57 001; Email: [Impa@lmpa.lt](mailto:Impa@lmpa.lt); [www.lmpa.lt](http://www.lmpa.lt)

Sector: **Association**

## THE LITHUANIAN GRAIN PROCESSORS ASSOCIATION

Address: Gedimino av. 26, LT-01115 Vilnius, Lithuania; Phone: +370 5 210 7100; Email: info@allgrain.lt www.allgrain.lt

Sector: **Association**

## NATIONAL ASSOCIATION OF AQUACULTURE AND FISH PRODUCTS PRODUCERS

Address: S. Konarskio st. 49–611 LT-03123 Vilnius, Lithuania; Phone: +370 5 216 1626; Email: akvavyt@takas.lt www.akvakultura.lt

Sector: **Association**

## LITHUANIAN CONFEDERATION OF FOOD INDUSTRIALISTS

Address: A.Vienuojo st. 8, LT-01104 Vilnius, Lithuania; Phone: +370 687 22 559; Email: Impk@Impk.lt

Sector: **Association**

## LITHUANIAN BEEKEEPERS UNION

Address: Lazdynų st. 21, LT-04129 Vilnius, Lithuania; Phone: +370 5 244 3476; Email: info@bitininkusajunga.lt www.bitininkusajunga.lt

Sector: **Association**

## LITHUANIAN ASSOCIATION OF ORGANIC FARMS

Address: Donelaičio st. 2, LT-44242 Kaunas, Lithuania; Phone: +370 614 08793; Email: info@ecofarms.lt; www.ecofarms.lt

Sector: **Association**

## LITHUANIAN VEGETABLE PRODUCERS ASSOCIATION

Address: Kauno st. 30, LT-54333 Babtai, Kaunas district, Lithuania; Phone: +370 687 40049; Email: Idaa@Idaa.lt; www.Idaa.lt

Sector: **Association**

## MINISTRY OF AGRICULTURE OF THE REPUBLIC OF LITHUANIA

Gedimino Ave.19, LT-01103 Vilnius, Lithuania; Phone: +370 5 239 11 11; Email: zum@zum.lt http://zum.lrv.lt/en/

Sector: **Association**

# AGRIFOOD ECOSYSTEM



The investment dynamic in the agrifood sector in Lithuania shows a positive trend. During the period 2014–2018, investments increased by approximately 15% to reach EUR 185 million in 2018, representing almost 22% of the total investment in the Lithuanian manufacturing sector. Over this period, the number of enterprises with foreign direct investments increased by 42.5% and the average foreign direct investment per agrifood enterprise rose by 30%, with aggregated foreign direct investment in the Lithuanian agrifood sector reaching EUR 585.6 million by the end of 2018.

Lithuanian agrifood enterprises' demand for finance is mainly driven by the necessity to invest in capacity expansion to increase economies of scale, to reduce costs and to improve productivity. In addition, the need to modernize and improve production standards in response to changing consumers' demands is an important driver of the search for finance. A root cause of this demand is the low productivity of the agrifood sector. In the period 2014–2018, despite the increase in labour productivity, the annual productivity per employee remained below the EU-28 average. Further growth in labour productivity is needed to maintain profitability in a context of increasing input costs. Improvements in labour productivity are expected to come from investments in new technologies and advanced equipment. In addition, enterprises also need short-term financing for working capital to buy raw materials for processing, such as milk and grains. According to the study survey of the agrifood sector, more than 33% of bank loan applications were directed toward inventory and working capital.

Start-ups have difficulties in establishing themselves on the Lithuanian market, due to the already tough competition on the local market, the high level of bureaucracy and the low economic margins experienced by the sector. The local agrifood market is not very large, and competition is high. There is a large choice of different food products, and consumers have high requirements related to quality, often looking for farm-made products. In addition, cumbersome rules and administrative requirements are in place for food companies. Large-sized companies have the resources to deal with this, but for smaller companies, this may present an important obstacle to advancing their business. According to interviews with government representatives, the high level of bureaucracy is a big obstacle to starting a small-sized company and to testing a new idea in the agrifood sector. On top of that, the fact that the economic margins of the sector are limited means many entrepreneurs are not interested in investing in the sector. Banks are aware of the market developments, making them hesitant to lend to start-ups in the sector. This means that a start-up that wants to be profitable needs not only to have access to finance, but also a very good and unique idea to produce a high-value-added product that can be profitable and competitive both on the local and international markets. With regard to the difficulties in accessing qualified labour (experienced by 11% of the survey respondents), interviews with the Ministry of Agriculture confirm the deficit of employees faced by Lithuanian enterprises operating in food processing. This is due to the relatively low wage situation in Lithuania, leading qualified workers to look for job opportunities abroad.

### 3.1. Funding opportunities for agrifood start-ups

**INNOVATION AGENCY LITHUANIA**, established by the Ministry of Economy and Innovation, was launched in 2022. The agency will be responsible for the Lithuanian innovation ecosystem and the promotion of innovation at all stages of business development – from developing ideas to delivering products to end-users. Innovation Agency Lithuania was established on the basis of Enterprise Lithuania and the Lithuanian Business Support Agency and consolidating the functions for the promotion of innovative activities performed by the Agency for Science, Innovation and Technology.

The new agency will administer a range of innovation, digitization and other business support measures with a total value over the next few years of more than EUR500 million. In order to increase exports and competitiveness, considerable attention will be given to promoting the internationalization of Lithuanian companies, increasing export competencies, looking for new contacts and developing a network of partners, and diversifying export markets. More than EUR80 million are planned to be invested in export promotion by 2030. The list of EU funding for SMEs and start-ups (Source 12).

[INVEGA](#) (Source 13) is a financial entity incorporated by the state. The main objectives of the operations of the entity are as follows: provision of financial services and implementation and administration of financial and other support measures for SMEs.

The National Paying Agency under the Ministry of Agriculture of the Republic of Lithuania (NMA) (Source 15) is the only accredited institution managing the measures of support for agriculture, rural development and fisheries.

Lithuania has a number of local investors with a proven track record of notable investments. One of the ecosystem's key organizations is the Lithuanian Business Angel Network (Source 16), which was founded in 2018 to further strengthen the local start-up ecosystem and enable new funding opportunities. Since 2016, foreign investors' appetite for Lithuanian tech has also increased, especially from Western Europe and the US.

## Government support

The government of Lithuania and its Ministry of Economy and Innovations play a significant role in the booming start-up scene. The Startup Visa Program, launched in 2017, streamlines the entry process for non-EU citizens to enter the ecosystem. Furthermore, to attract non-EU talent to Lithuanian start-ups, in 2019 the government launched the programme Startup Employee Visa. Lithuania also offers a "workstation" programme to subsidize the costs of companies visiting the country to test the business environment. The programme allows non-EU entrepreneurs to stay for one week without having to apply for a tourist visa. If we take into account the fact that Vilnius has one of the fastest licensing processes in Europe, enabling founders to fully set up a business in only three days, there is no doubt that the government is doing a good job putting Lithuania on the map of European countries that are great for start-ups.

Financial instruments for agriculture are implemented in Lithuania through the Agricultural Credit Guarantee Fund (ACGF). There are five financial instruments: (i) individual guarantees for credits; (ii) portfolio guarantees for loans for working capital and/or the acquisition of biological assets; (iii) loans for agriculture machinery and equipment; (iv) support for guarantee payment compensations; and (v) support for loan interest compensation. The highest uptake of preferential loans is for short-term loans. According to the analysis in the report, stakeholders have a positive opinion concerning the usefulness of the financial instruments, but the overall amount of resources allocated to the instruments is considered too limited. Approximately 85% of the agriculture producers who were asked by banks to provide a guarantee for a loan used a public guarantee (Source 5).

# HOW TO SET UP A COMPANY IN LITHUANIA



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## 4.1. Setting up a legal entity in Lithuania

Once you have decided to start up a business and have chosen the form of the business – on the basis of individual activities or by setting up a legal entity – it is also important to know the ways in which a business can be established and the procedures for setting one up. Coming to Lithuania (Source 6):

For EU/EEA citizens – To stay in Lithuania for up to 90 days, you simply need your ID card or passport. If you want to stay longer, you need to register and get a residence permit at the Migration Centre.

- For non-EU/EEA citizens – If you are a non-EU/EEA citizen you'll need to:
  1. Get a Schengen visa (C): A Schengen visa allows you to stay in Lithuania for a total period of 90 days. These days need to be utilized within a 180-day period. A Schengen visa is relatively easy and quick to get.
  2. Get an EU Blue Card: 2-in-1 (work and residence) permit that's specifically designed for highly skilled non-EU citizens. It will be valid for up to three years and it can be extended for up to another three years. You will have the right to bring family members. You will be eligible for permanent residence after five years.
  3. Get a "Startup" visa. Temporary residence and work permits for start-up founders. These will be valid for up to one year, with the possibility of extending for an additional year, after which you must meet general immigration requirements. You will have the right to bring family members.
- For business owners/shareholders: Residence permit issued for two years (can be extended for up to two years indefinitely). The company must have been active for at least six months prior to the application for a residence permit. The company must have equity of at least €28,000. Foreign investors need to have invested a minimum of €14,000.

Setting up a business in Lithuania is straightforward and stress-free. Business can be set up electronically in just a few days as long as all your documents are in order. That's why we're No. 11 in the world for ease of doing business (World Bank Doing Business Report, 2020).

**"Lithuania has a supportive environment for starting and running businesses. Its active and rapidly growing startup ecosystem consists of around ten local VCs, an active Business Angel Network, a business-friendly governmental attitude and a supportive legal system (for example, it takes only 1-3 days to start a new business in Lithuania!).**

**Moreover, Lithuania is recognised as an excellent place to start or scale a business - in 2021, the country took 5th place globally for digital skills availability, and in 2020 was evaluated as the 11th freest economy in the world.**

**Agriculture plays a vital role in the Lithuanian economy (3% of GDP, around twice the EU average) and is considered a priority sector. Together with the food industry and forestry, it employs more than 11% of the country's total workforce. Therefore, the public sector is actively supporting early-stage Agri-Food startups comes. For example, the Ministry of Innovation supports R&D cooperation by funding it with specially designed innovation vouchers.**

**When considering starting-up in Lithuania, your first stop should be the national agency "Startup Lithuania", which will help your company by connecting it with appropriate, sector-specific institutions according to the startup's bespoke needs."**

Vaida Morkūnaitė, Business Project Development Manager at National Innovation and Entrepreneurship Centre (KTU), Lithuania

## 4.2. Opening a limited liability company

Procedure	Time to complete	Associated costs	More details
<b>1 Prepare articles of association, along with founding act/founding agreement</b>	1 day (after receiving all required information and documents)	Only legal costs, if carried out by legal advisor	You will need: - a Lithuanian business address (required for the company registration documents); - to appoint a general manager.
<b>2 Reserve a temporary company name (optional)</b>	1 day	Approx. EUR16	Submit an application (form JAR-5) to the Register of Legal Entities. This name will be reserved for 6 months.
<b>3 Open an accumulative bank account</b>	Varies (depends on the business model)	Free (or bank fees)	This accumulative bank account is only used for depositing share capital. Later any bank can be chosen for operations. Minimum required share capital – EUR2,500.

<b>4 Transfer share capital to that accumulative account</b>	1 day	Free (or bank fees)	Please note: - if the share capital is higher than EUR2,500, then at least 25% must be transferred to the accumulative account (with the remaining amount paid in 12 months).
<b>5 Notarize the founding documents at a registered notary's office</b>	1–2 days	Approx. EUR72 – 290 (depending on the amount of share capital)	If your country has joined the 1961 Hague Convention, your documents need to be certified by an apostille. In countries that are not listed, documents issued by foreign institutions should be legalized. In Lithuania, legalization or certification by an apostille is not required for documents issued in Russia, Ukraine, Belarus, Moldova, Estonia and Latvia.
<b>6 Register the company in the Register of Legal Entities</b>	Up to 3 business days	Approx. EUR57	The documents may be submitted to the register only after they have been notarized (step 5).
<b>7 Convert the accumulative bank account into a settlement account</b>	2–7 days (depends on the bank)	Depends on the bank	

**Taxes:**

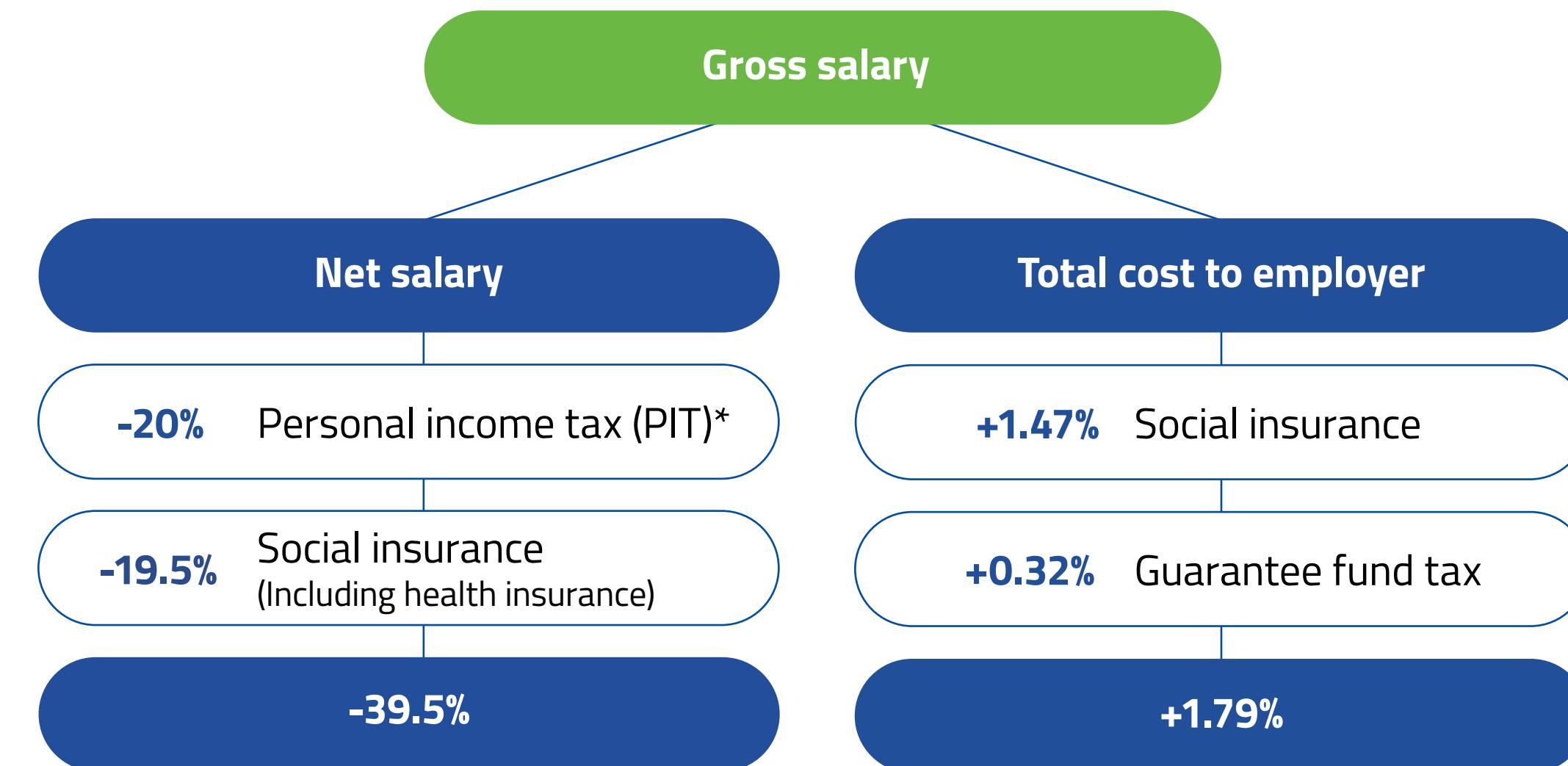
- Corporate profit tax – 15%
- VAT – 21%
- Dividends (withholding tax) – 0% – 15% (Dividends paid to a company holding not less than 10% of the shares granting the same percentage of votes for at least 12 months are tax exempt, except for dividends paid to tax haven countries. The exemption may not apply where the main purpose or one of the main purposes of an arrangement or a series of arrangements is obtaining a tax advantage.)

**Salary tax structure in Lithuania:**

Source for more detailed steps for starting a business in Lithuania and handbooks for doing business (Source 7).



To pay **1000 EUR** net salary to an employee in Lithuania it would cost **~1637 EUR** to the employer.



\* As of 1 January 2019. For earnings above the set social security contributions ceiling the PIT rate will be 27%.

## Most common types of entities for foreign investors and their features:

	<b>Small partnership (MB)</b>	<b>Private limited liability company (UAB)</b>	<b>Public liability company (AB)</b>	<b>Individual enterprise (I)</b>	<b>Agricultural company (ŽŪB)</b>
Minimum number of stakeholders	1 member	1 shareholder	1 shareholder	1 owner	2 members
Maximum number of stakeholders	10 members	Unlimited	Unlimited	1 owner	Unlimited
Minimum amount of capital	None (MB members define contributions)	≥ EUR2,500	≥ EUR25,000	None	None
Liability	Limited civil liability – shareholders are not held personally liable for MB obligations	Limited civil liability – shareholders are not held personally liable for UAB obligations	Limited civil liability – shareholders are not held personally liable for AB obligations	Unlimited civil liability – should business debts exceed the assets of the individual enterprise the owner is held personally liable	Limited civil liability – members are not held personally liable for ŽŪB obligations

## 4.3. Opening a branch of a foreign entrepreneur

A company's affiliate or representative office would have the rights granted to them by the mother company, but in no event broader than permitted by the laws and other legal regulations (Source 7).

**Affiliate.** The law allows the granting of all the rights held by the company, but no more than the latter has, to its affiliate.

**Representative office.** The representative office has the complete list of rights defined by the laws, including representing the company's interests and defending them, concluding transactions and carrying out other actions on behalf of the company, as well as carrying out import and export operations under appropriate conditions.

The founding **procedure** of a legal entity's **affiliate** or representative office is simple:

- The governing body of a company (board or head) adopts a decision on founding an affiliate or representative office.
- The statute of the affiliate or representative office is drawn up, which among other things establishes the competence of the affiliate or representative office.
- The statute, together with other additional documents, is submitted to the notary for certification.
- Documents certified by the notary are included in the Register of Legal Entities.

**Steps of setting** up a **representative** office or a branch (Source 7):

- Collection of documents of the foreign company, their translation into Lithuanian, legalization or certification with an apostille, if not established otherwise in the international agreements of Lithuania or legislation of the European Union;
- Preparation of establishment documents;
- Certification of establishment documents by a Lithuanian notary;
- Registering the representative office at the Register of Legal Entities of Lithuania;
- Production of a stamp.

**Expenses of setting up a representative office or a branch: EUR1,320.**

**Term for setting up a representative office or a branch: Up to 3–4 weeks.**

**Arrival in Lithuania: It is not necessary to come to Lithuania to set up a representative office or a branch.**

**Expenses of maintaining the indicated representative office or branch:**

Taxes off an employee's wage every month – approximately EUR200 when the wage is minimum (EUR400).

The minimum wage of one employee – EUR400.

Office lease – starting with EUR200 a month/virtual office – EUR200 a year.

Accountant – EUR950 a year or EUR100 a month.

After tightening the immigration conditions in Lithuania in 2014, it became more difficult for company shareholders and members to obtain permission to live in Lithuania: more investments and times were needed to comply with the new statutory requirements. Since 1 November 2014, the permission to temporarily live in Lithuania may be issued to a company shareholder if his/her capital of the company that belongs to him/her is no less than EUR28,000, EUR14,000 is the foreigner's investment, the value of the foreigner's shares is no less than a third of the total value of shares, there are no fewer than three citizens of Lithuania or permanent foreign residents of Lithuania working in the company, and before the documents to obtain the permission to live in Lithuania are submitted, the company had been active for no less than six months.

The permission to live in Lithuania is given to the director or employee of the representative office or the branch if the documents that confirm the person's professional knowledge or high professional qualification are necessary for the business of the branch and the person has worked in the foreign company for no less than one year. In this case, the foreigner's family members immigrate together with him/her. The permission to live in the country is issued for the period of working in the company.

While attempting to obtain permission to temporarily live in Lithuania as an employee of the representative office or the branch of the foreign company, the foreigner should also add the following to the application for permission to temporarily live in Lithuania:

- Copy of passport;
- Mediation letter;
- The certificate of the foreign company that confirms that the foreigner has worked in the foreign company for no less than one year and his/her professional knowledge and high professional qualification are necessary for the business of the branch or the representative office set up in Lithuania;
- The document that confirms that the foreigner has enough money to make a living;
- The document regarding a place to live in Lithuania;
- Certificate of good conduct;
- Health insurance.

**Preparation terms** of the documents regarding the permission to temporarily live in Lithuania: 5–10 business days.

**Price of document preparation:** EUR1,100.

**Place of issuing documents:** A Lithuanian diplomatic mission or a consular office in the foreign country or Migration Services in Lithuania.

**Arrival in Lithuania:** If the documents regarding the permission to live in Lithuania are submitted through the Lithuanian diplomatic mission or the consular office abroad, there will be one necessary visit to Lithuania – to formalize the card. If the documents regarding the permission to live in Lithuania are submitted through the Migration Services in Lithuania, there will be two necessary visits to Lithuania – to submit the documents regarding the permission to live in Lithuania and to formalize the card after the Migration Department has decided to issue the permission for you to live in Lithuania.

**The term** for making a decision is two to four months.

## 4.5. Required permits for agrifood businesses

Documents required for starting business (Source 8):

The Food Business Operator Approval Certificate is the main document enabling the food-related activity to be carried out. Only food business operators holding a Food Business Operator Approval Certificate can be engaged in food-related activity.

A Food Business Operator Approval Certificate is obligatory for:

- manufacturers (establishments manufacturing food supplements, primary products, establishments collecting and placing on the market tea herbs or spice plants in small quantities, etc.);
- traders (wholesale and retail companies, supermarkets carrying out pre-packaging, warehouses, drugstores, street vendors, etc.);
- catering establishments (food-handling establishments located in the Ministry of Defence and institutions of the defence system, Ministry of Interior and statutory bodies of the interior system, Prisons Department under the Ministry of Justice as well as within their territories);
- natural persons carrying out food-handling activities under business licences, individual activity certificates of Lithuanian residents, natural persons registered with the State Tax Inspectorate;
- entities engaged in food-handling activities during a certain season, etc.

Food Business Operator Approval Certificates are issued or food business operators are registered by territorial State Food and Veterinary Services in accordance with the location of the food-handling activity.

**To receive a Food Business Operator Approval Certificate the following documents have to be submitted to the territorial State Food and Veterinary Service:**

1. An application of the fixed form for issuing a Food Business Operator Approval Certificate.
2. A plan of the food-handling premises with the layout of equipment.
3. A description of the food-handling process (e.g. trade in bulk products, delivery of cooked meals, etc.), design production capacity, the number of employees in the establishment, the planned number of employees in the establishment for start-ups.
4. Documents regulating the Hazard Analysis and Critical Control Point (HACCP)-based self-control system in accordance with provisions of the Lithuanian Hygiene Norm HN 15: 2005 "Food Hygiene".
5. A copy of the licence for a drugstore.

A state fee is charged for issuing the certificate.

The certificate is issued for an indefinite duration.

List of permits and licences for agriculture (Source 7).

## 4.6. Organizations providing support in setting up company in hub country

**INNOVATION AGENCY LITHUANIA** (started in 2022) – Lithuania's new structured business competitiveness partner in a global world (Source 10). Innovation Agency Lithuania is the official public agency responsible for the development of the Lithuanian innovation ecosystem and the promotion of innovation at all stages of business development – from developing ideas to delivering products and services to end-users.

- **Supporting** SMEs' establishment and development by consulting businesses and providing them with e-tools and services.
- **Providing** business-partner search services for both local and foreign businesses.
- **Organizing** trade missions and participation in international trade fairs and exhibitions.
- **Consulting** on regulations, requirements and licences as well as providing high-quality support to establish a business in Lithuania.
- **Implementing** and administering financial and other support measures for Lithuanian businesses.
- **Facilitating and developing** high-value-added industries and ecosystems, including the start-up community.

A part of **INNOVATION AGENCY LITHUANIA**:

Enterprise Lithuania (Source 7) is an official point of single contact for services, products, construction products and regulated professions. Here you can find information about licences, regulations and steps on how to start a business in Lithuania. Also, you can get a free-of-charge consultation and we will answer all your questions about establishing a business in Lithuania. Invest Lithuania (Source 6) is the official agency for foreign direct investment and business development.

**We'll partner with you to get your business set up and off to the best start possible:**

- Decision-making
- Business establishment
- Business development

The Lithuanian Innovation Centre's (Source 11) mission is to provide innovation support services by implementing Lithuanian innovation policy. The main strategic goal of LIC is increasing Lithuania's international competitiveness by stimulating innovations in business.

**This goal is divided into the following objectives:**

- To foster the capabilities of companies to develop and implement innovations.
- To accelerate the commercialization of achievements of advanced sciences.
- To decrease the risk of innovation implementation.

## 4.7. Contact details for the hub organization

### EIT Food Hub in Lithuania: AgriFood Lithuania DIH

AgriFood Lithuania DIH is a one-stop shop for agrifoodtechinnovationdevelopmentservicesand cooperation opportunities. In 2020, the European Commission included AgriFood Lithuania DIH as one of two good-practice examples of European sectoral DIHs in the JRC science for policy report. This digital innovation centre connects the most important Lithuanian research, business and public stakeholders united by the common goal to develop new digital solutions for the agrifood sector.

#### Contact details:

W: [www.agrifood.lt](http://www.agrifood.lt)

E: [hub@agrifood.lt](mailto:hub@agrifood.lt)

## 4.8. Other important information

Startup Lithuania is the national start-up ecosystem facilitator between fast-growing businesses, venture capital funds, accelerators, start-up-friendly enterprises and the government.

- Publishing start-up ecosystem news, providing start-ups database, job marketplace and sending a weekly newsletter that covers the ecosystem;
- Organizing events: seminars, bar camp, workshops and start-up fair – main start-up event of the year;
- Consulting, advising, introducing, networking – we know everyone in the ecosystem;
- Educating the ecosystem and future entrepreneurs.

Startup Lithuania is powered by Enterprise Lithuania, the governmental institution that aims to support business establishment and entrepreneurship, and fosters export.

#### Start-up ecosystem summary:

- Strong technical talent (especially in fintech, AI and life sciences)
- Ranked #4 on the Global Fintech Index 2020 and Vilnius is ranked the top city in the Tech Startups FDI (foreign direct investment) Attraction Index 2019
- Educated population: 56% with higher education; 94% English proficiency among young professionals
- Ease of starting a business: a new business can be started in three days
- Internet connectivity: ranked the fastest public Wi-Fi globally and third in the world for 4G availability 2019 SBA Fact Sheet (Source 28).

# SOURCES

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5. Financial needs in the agriculture and agrifood sectors in Lithuania »
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12. EU Funds and Support »
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14. LVPA »
15. NMA »
16. Lithuanian Business Angel Network »
17. Northtown Technology Park »
18. Klaipeda Science and Technology Park »
19. Kaunas Science and Technology Park »
20. Vilnius Tech Park »
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25. Science and Technology Park of Institute of Physics »
26. Baltic Sandbox »
27. Startup Lithuania »
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