

Japanese Private Sector Collaboration with Ukrainian Startups & Ecosystem



Ukrainian Tech Ecosystem Overview

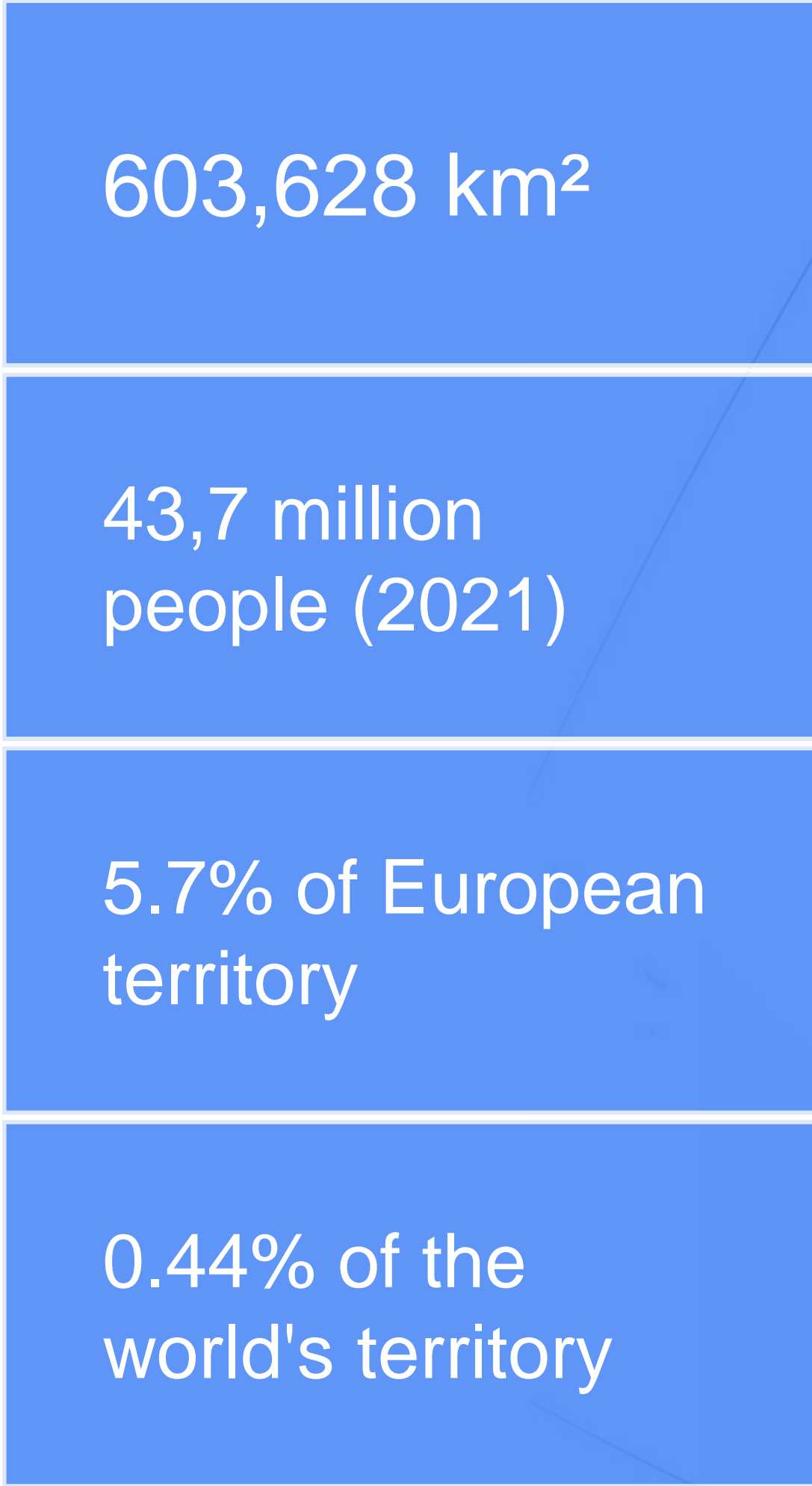
Ievgeniia Besspalova

Head of Ecosystem at UNIT.City
Honorary IT Ambassador of Ukraine

UNIT.City



Ukraine - The Largest Country in Europe



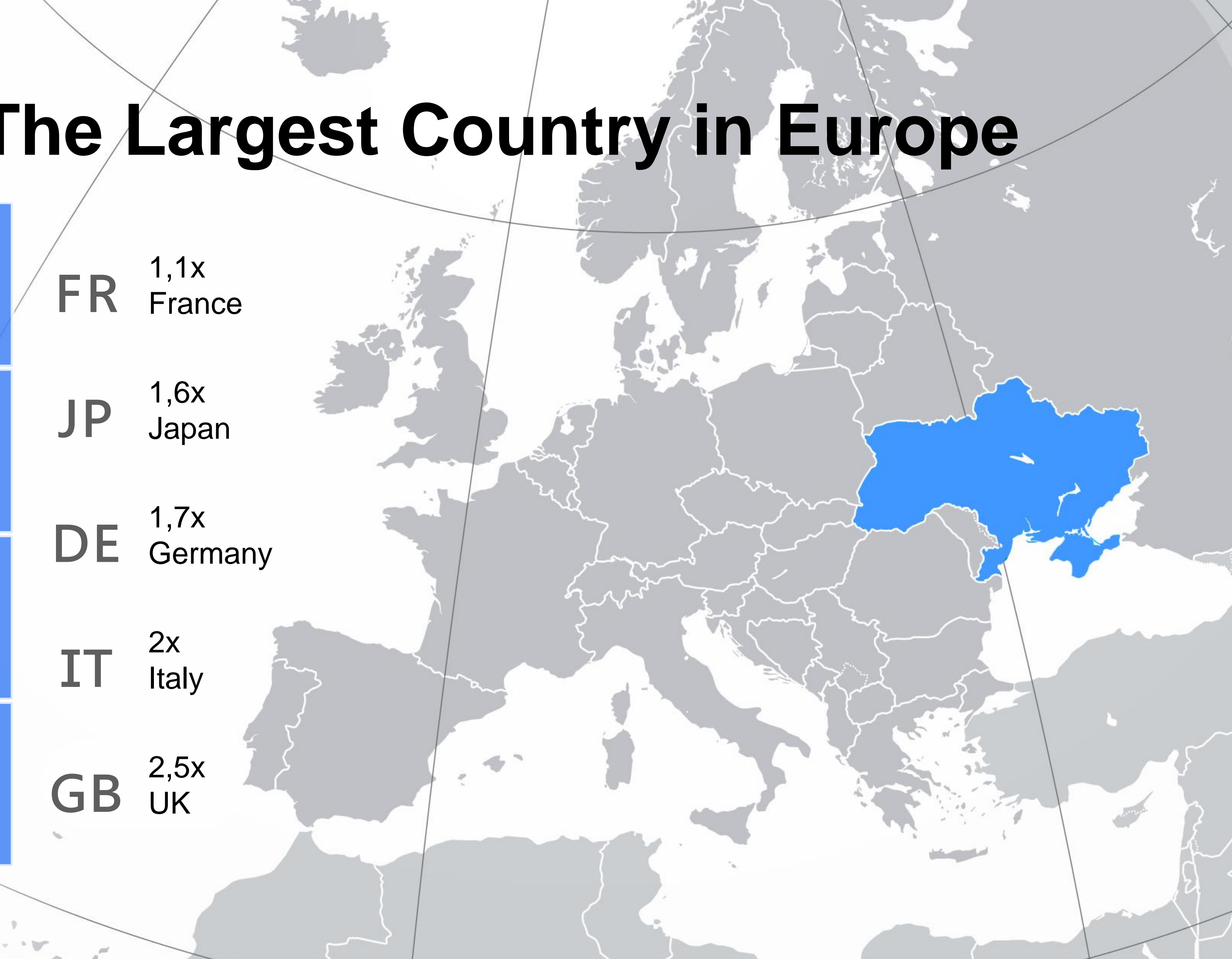
FR 1,1x
France

JP 1,6x
Japan

DE 1,7x
Germany

IT 2x
Italy

GB 2,5x
UK



Global IT Hub

Pre-War Highlights

4 000+ local companies established in Ukraine

100+ global companies established in Ukraine

#1 IT outsourcing destination in Central & Eastern Europe

#4 in Eastern Europe by the number of outsourced developers

Major tech companies with subsidiaries in Ukraine

SAMSUNG

BOEING

ERICSSON

Microsoft

Google

Ukrainian Unicorns

grammarly

people.ai

GENESIS

monobank

reface

Notable companies

AJAX

jooble

MacPaw

Petcube

Restream

Key Economic Driver of Ukraine

Pre-War Highlights

36% increase in IT sector exports from 2020 to 2021, from **\$5 to \$6.8 billion**

IT Services exports share in Ukrainian GDP in 2021: **3.4% of Ukraine's GDP**

IT industry accounted for **4.9% of Ukraine's total value-added**

IT industry paid **\$870 million in taxes** in 2022



Ukraine Tech Ecosystem Talent Pool

307K IT specialists

242K – currently work in Ukraine

**65K
– abroad**

42.5%

have 6+ years
of experience

70.9%

have technical
specialization

29%

of C-level executives
in Ukraine's IT companies
are women

73.7%

know English
at an intermediate
level or higher

Tech Education

181 universities
with tech
faculties

281 universities in total

133 colleges
with tech
faculties

338 colleges in total

#1
among European
countries
for the number
of tech graduates

130 000
general engineering
professionals
annually

732 scientific
institutions

160 of them under
the governance
of the National
Academy of Science

90 technology
transfer offices



23 000+
qualified IT
graduates annually

Companies and Startups

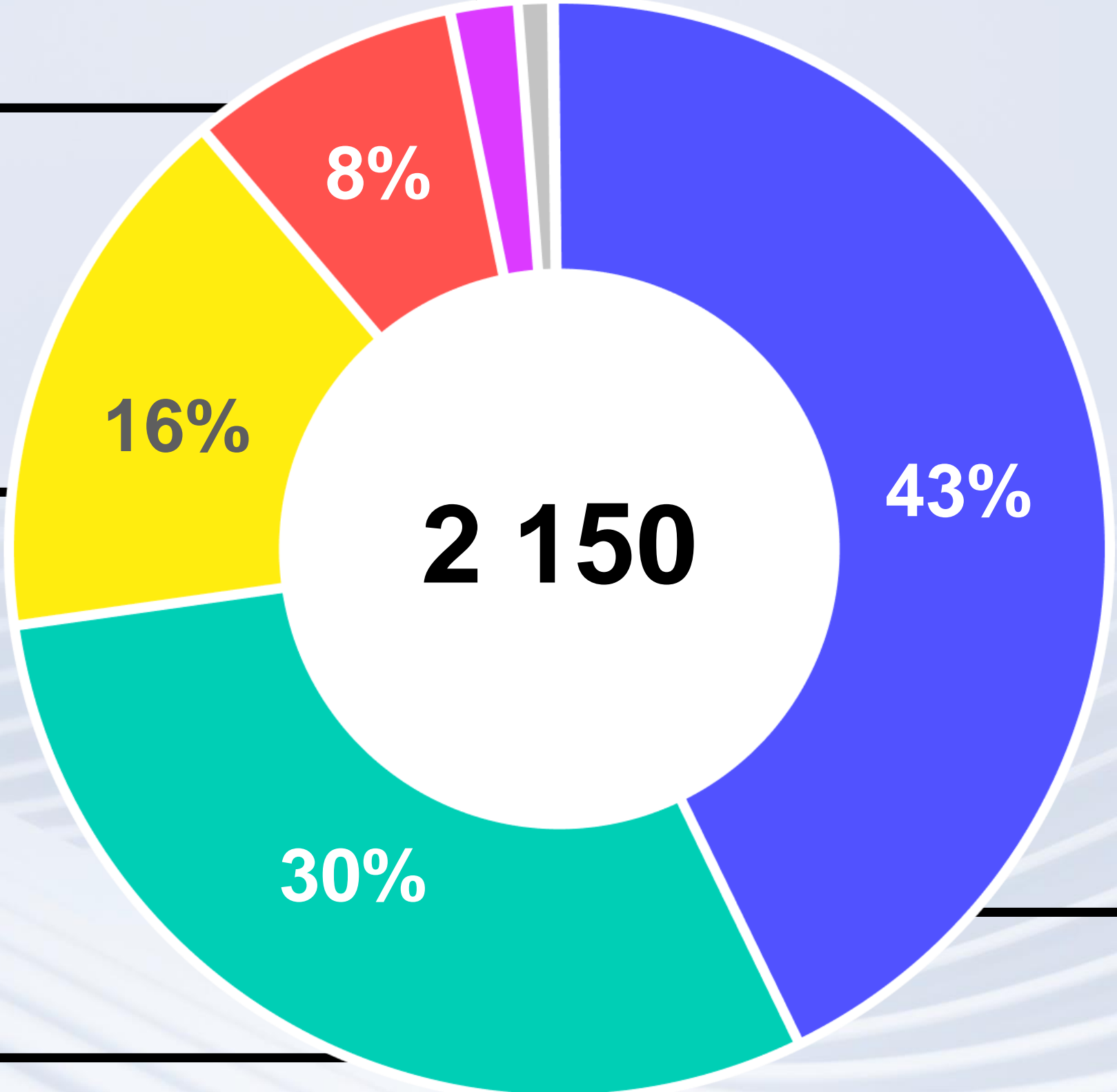
2% – 43 startups

1% other

172 outstaff companies

344 mixed companies

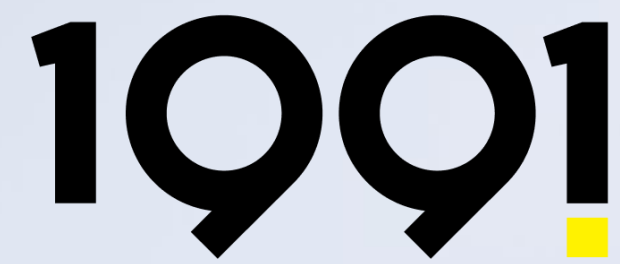
645 product companies



925 outsource companies

Incubators/Accelerators

*with active programs



BANs
(active)



90+ private BSO
in tech and innovations

Venture Capitalists *with investments since 02.2022

u.ventures

BURNER^B

ZAS VENTURES

ROOSH

hypra

TAV⁺

 Sigma Software
Labs

 **geek
ventures**


Vesna Capital

N1

**Flyer One
Ventures**

hi5

NETSOLID
Investments

SMRK
VC Fund

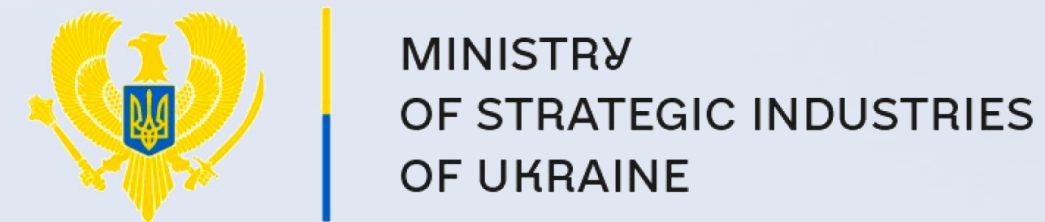

**SID VENTURE
PARTNERS**


ANGEL ONE

**>>-
D3**

State Support Ecosystem

Policymaking



Implementing Agencies





Economy at War

74% of Ukrainian companies report equal or rising revenues in 2023 vs 2022

46% of companies in Ukraine expect revenues to increase

2.3%-7.7% of the predicted decrease in export revenue in 2023

Ready to Help

72.9%

of IT professionals say that in 2023 their expenses increased

93.6%

of IT employees donate part of their budget to charity

6.8%

of IT specialists donate more than a quarter of their income

\$264

average check to the charity of one IT specialist per month

41%

of companies invest more than \$100k in war-time projects

Demand for Tech Talent Still Strong

26% expect the number of IT vacancies to rise over the next year

29% expect candidate expectations to decrease slightly

Only 6% predict the number of vacancies will shrink

21% believe candidate expectations will stay the same

Ukrainian Startups Rocking the World

Data only for 2023



Esper Bionics being featured on the cover of TIME magazine



TIME's 100 Most Influential Companies 2023, closed a \$38M Series B in May 2022



Preply is closing out a \$120M Series C round



DressX raises \$15M for digital fashion

Venture Capital Support



\$25
million



\$328
million

SMRK
VC Fund

\$3.5
million



SID VENTURE
PARTNERS

\$3
million

Industry Sentiment Looking Ahead

Specialists optimistic about industry growth

26%

believe the number
of vacancies will rise

30%

forecast industry
will grow substantially

33%

expect median salaries
to grow slightly

NINJA Ukraine Acceleration Program

NINJA Ukraine Acceleration Program is a 12-week, equity-free, global startup acceleration and innovation initiative

international expertise
from US mentors

Japanese partners

local experts from the
Ukrainian ecosystem

Organizers
& Partners



UNET.City



**Rakuten
Europe Bank**

NINJA Ukraine Acceleration Program

9 Startups

NFT

AI solutions

Robotics

Medical devices

Education

E-commerce

Music

VR

participated in the program and had group and 1-to-1 sessions with various industry experts and mentors to learn how to take their businesses to a new level.

DJOOKY

cantouch

VR

antent

 MISU
AI in Healthcare

CardioAI

VR BOT

BUILDER 4D





Support Ukraine UA

Ukrainian startup fund

Pavlo Kartashov

CEO, Ukrainian startup fund



**Ukrainian
Startup
Fund**

usf.com.ua/en/

Ukrainian Startup Fund

OUR MISSION:

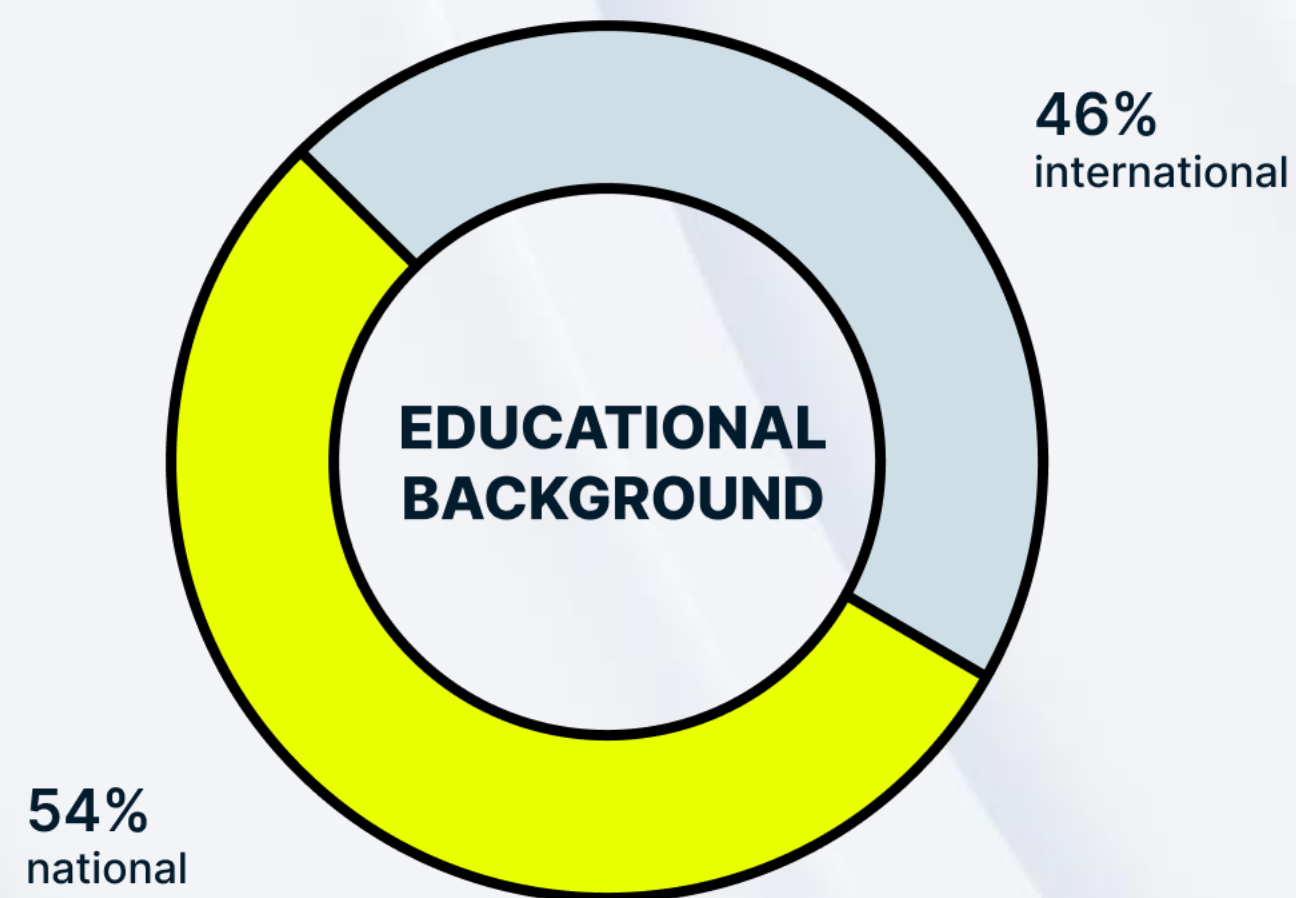
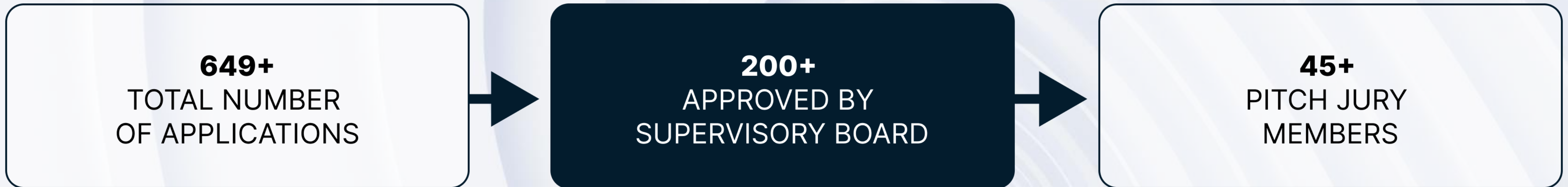
To promote the creation and growth of technology startups in Ukraine at an early stage of development in order to increase their global competitiveness.

STRATEGIC VISION 2020-2025

Developed with the technical support of the World Bank, identifies priority areas of activity and development of the Fund.

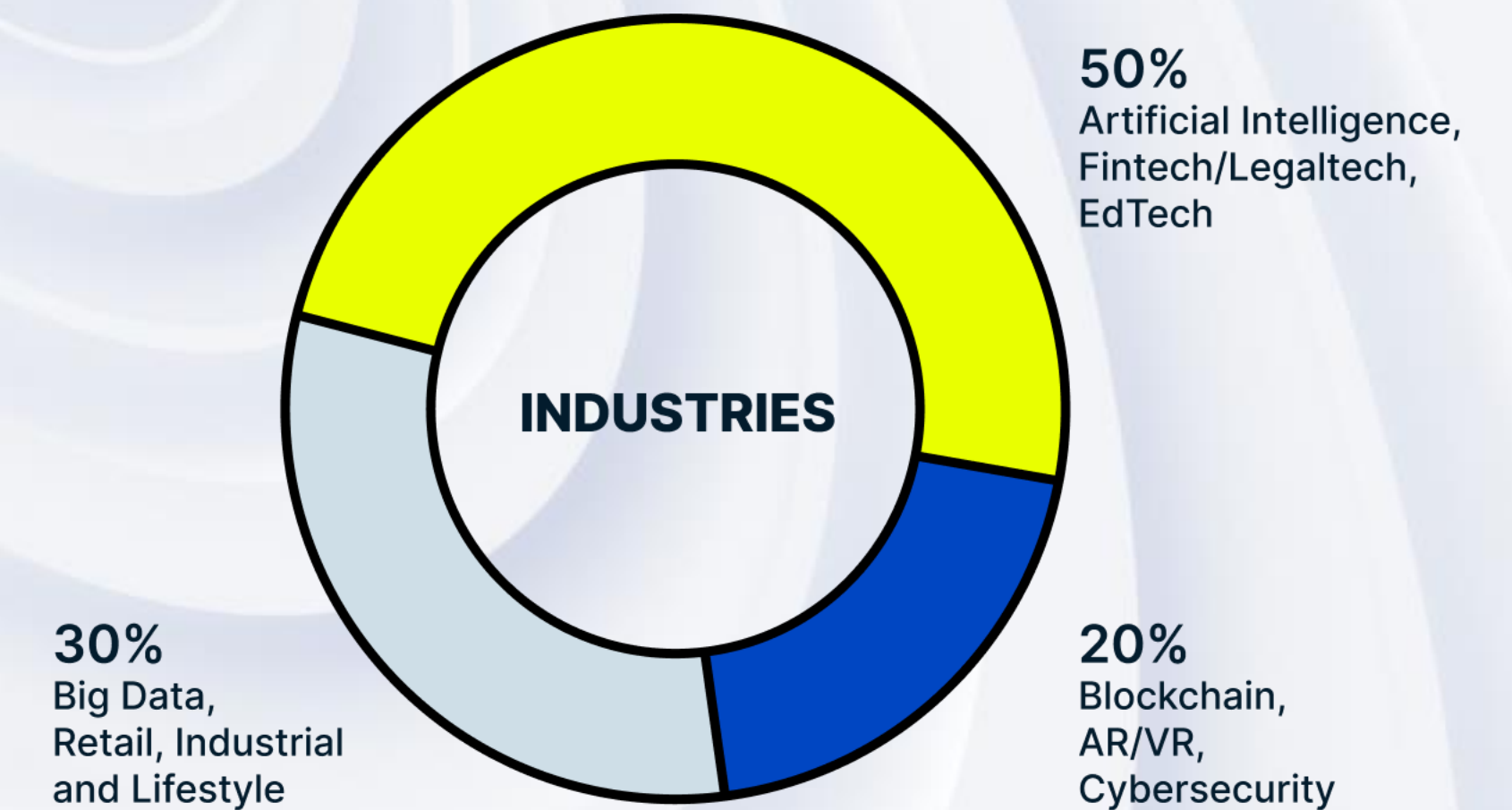


USF Experts



REPRESENTATIVES FROM:

Revolut KPMG Readdle <epam>
AXDRAFT SET UNIVERSITY softserve 1991
WISE GUYS lifecell DTEK Flyer One Ventures
Promo Republic 3DLOOK grammarly
youscan ROZETKA vodafone CISCO



USF Experts



Halyna Vasylevska
Munich Re Ventures



Vitaliy Goncharuk
Augmented Pixels



Oleksandra Balkova
Startup Wise Guys



Oleksandr Yatsenko
BRISE Capital, SMOK Ventures



Felix Litvinsky
Blackstone LaunchPad



Deborah Fairlamb
USAID CEP Program



Yura Lazebnikov
TECHIIA holding



Olena Mazhuha
Flyer One Ventures



Bogdan Svrydov
Horizon Capital



Kateryna Kryvoshei
GIZ Ukraine



Hanna Marko
KPMG UKRAINE



Lyubov Guk
Blue Lake VC / Startup Accelerator



Warren Haber
Exoventure Associates



Mariya Osipova
Sanofi



Evgenia Klepa
SET University



Dmitry Vartanian
SID Venture Partners



Valery Krasovsky
Sigma Software



Bogdan Snisar
Revolut



Ross Tisnovsky
McKinsey&Company

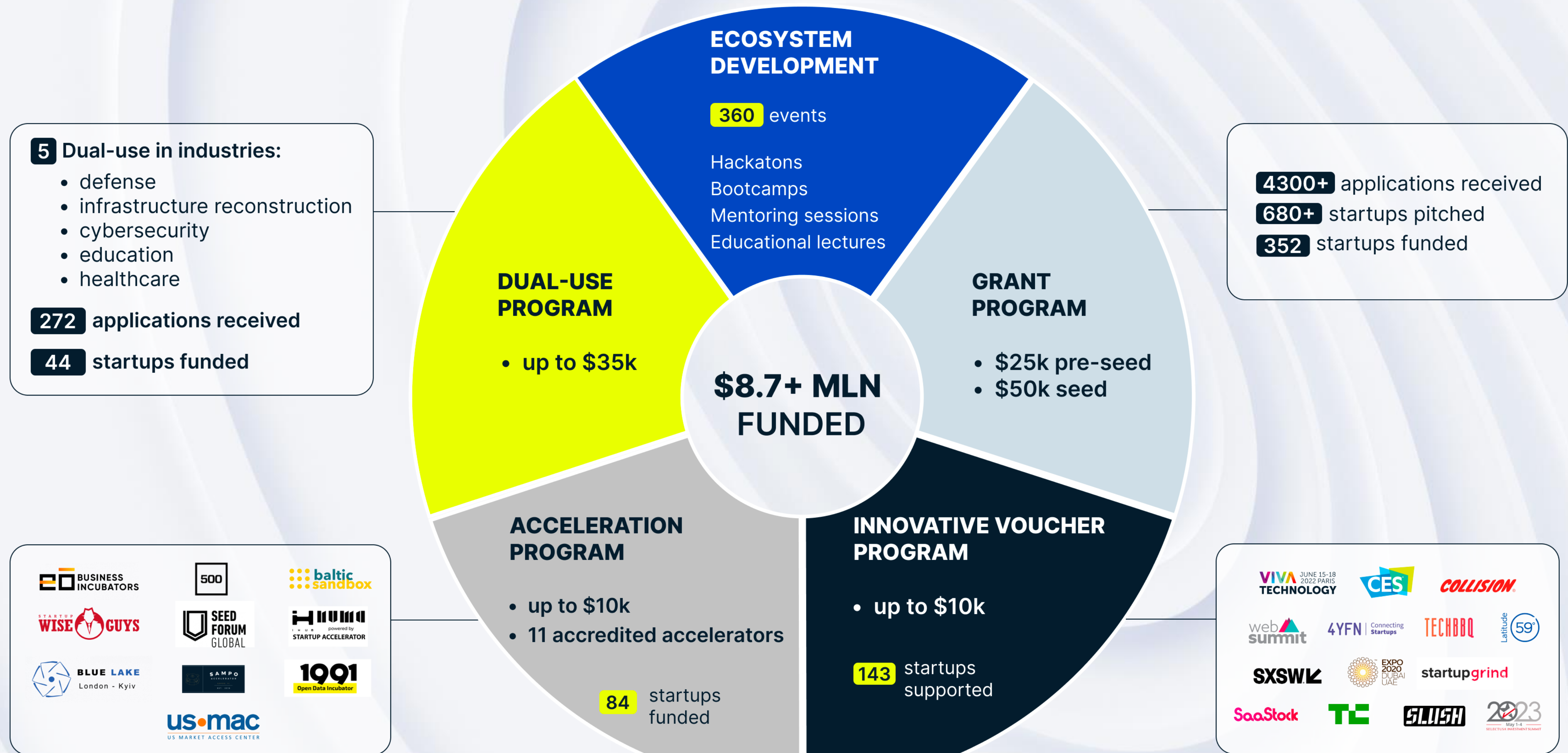


Arkadiy Vershebenyuk
JKR



3. USF Core Activities

Synergy of USF Activities



Innovative Vouchers Program

up to \$10,000 per startup to participate in international conferences

Ukrainian Delegations: conquering the world

100+ Ukrainian startups participated in global tech conferences



Educational Events

USF & EUROPEAN INSTITUTE OF INNOVATION AND TECHNOLOGY

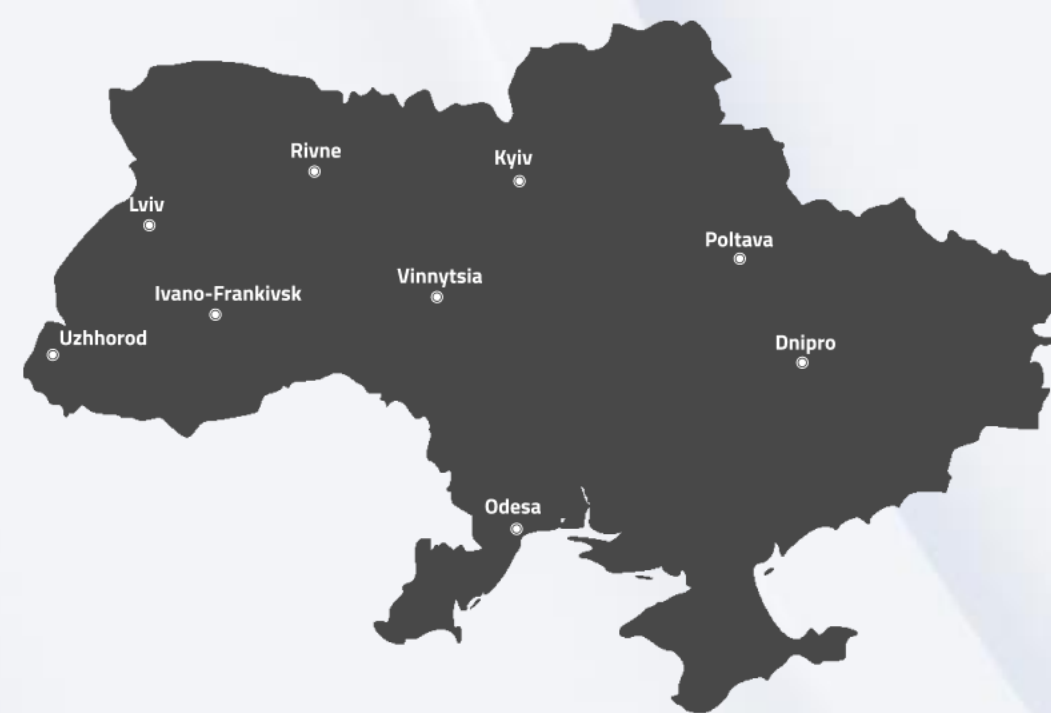


USF is the local country partner to the EIT Actions: RawMaterials, Urban Mobility, Food & Health.

Our aim is to bring together talents, education and capital, make startups scale up, reach new markets and connect with a pan-European ecosystem.

The first Ukrainian Raw Materials Hackathon: Change4Future // 26-28.11.2022

- **10 partners;**
- innovators from all over the country;
- **5 challenges** in material and mineral sectors;
- **12 mentors;**
- intensive **4-days event in hybrid format;**
- offline demo day and pitching;
- **40 applicants / 15 finalists / 5 winners** (grants from the partners)



How it was (video):



Bootcamp: Food and Health Innovation in Ukraine // 18-19.11.2022

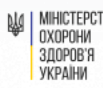
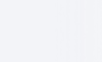
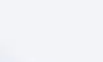
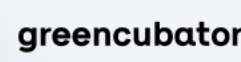
Bootcamp with a focus on innovations in the food industry and healthcare
Together with Taras Shevchenko National University of Kyiv and Science Park of the Taras Shevchenko National University of Kyiv, EIT Food and EIT HEI Initiative

More than 90 applications from:

- scientists, postgraduates and students;
- technological entrepreneurs, startups.

Key topics:

- What does the future hold for these sectors in Ukraine from the leading corporations of the industries?
- Stories and secrets of success from innovative entrepreneurs and startups in the food and medical industries.
- Where to get ideas? Key needs from medical and food practitioners.
- New horizons: prospects for developing the sphere and challenges during the war.
- How to build your innovative business in the food\medical industry?



Educational Events

OPEN DAY FOR USF STARTUPS IN PARTNERSHIP WITH AMAZON WEB SERVICES // 12.09.2022

Lecture course by USF partner - AWS. For more than 2 years, the **Ukrainian Startup Fund** has been closely cooperating with **Amazon Web Services** to develop and build the innovative ecosystem of Ukraine by providing with a host of benefits, including AWS credits, AWS support plan credits, and architecture guidance to help grow your business. By receiving grant support from the Fund, Ukrainian startups can implement AWS support in the amount of up to \$100,000!

- Received applications - 89;
- Prize - 10.000\$ credits for every team.



SCIENCE & BUSINESS – GIST PITCH DAYS // MARCH 2023

Competition for scientists and entrepreneurs with ready-made knowledge-intensive solutions, created to represent startups and provide financial support to the best teams for the development of innovative projects of \$5,000. The first pitch day, which was dedicated to healthcare, agro-technology, and biotechnology took place on March 8. Then on March 16, we held the second pitch day, which focused on energy, environment, industry, and infrastructure projects.

- Received applications - 105;
- 25 winners.



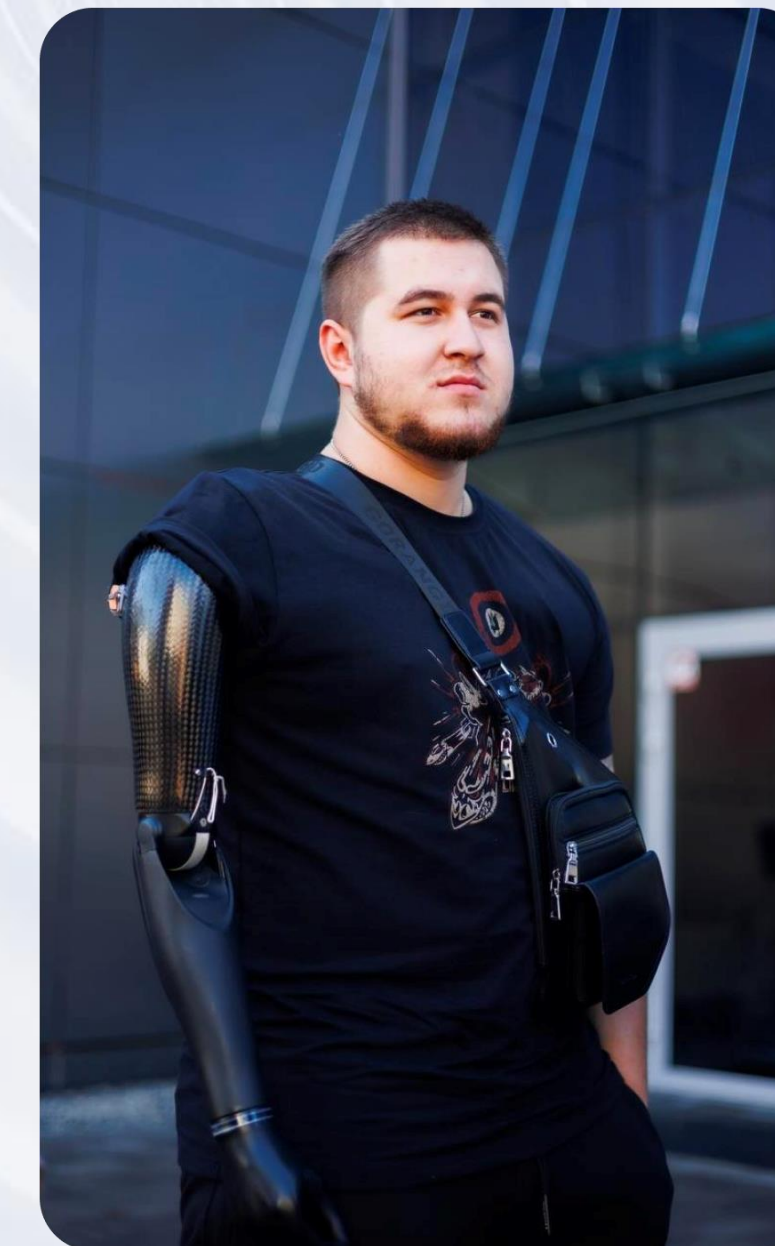
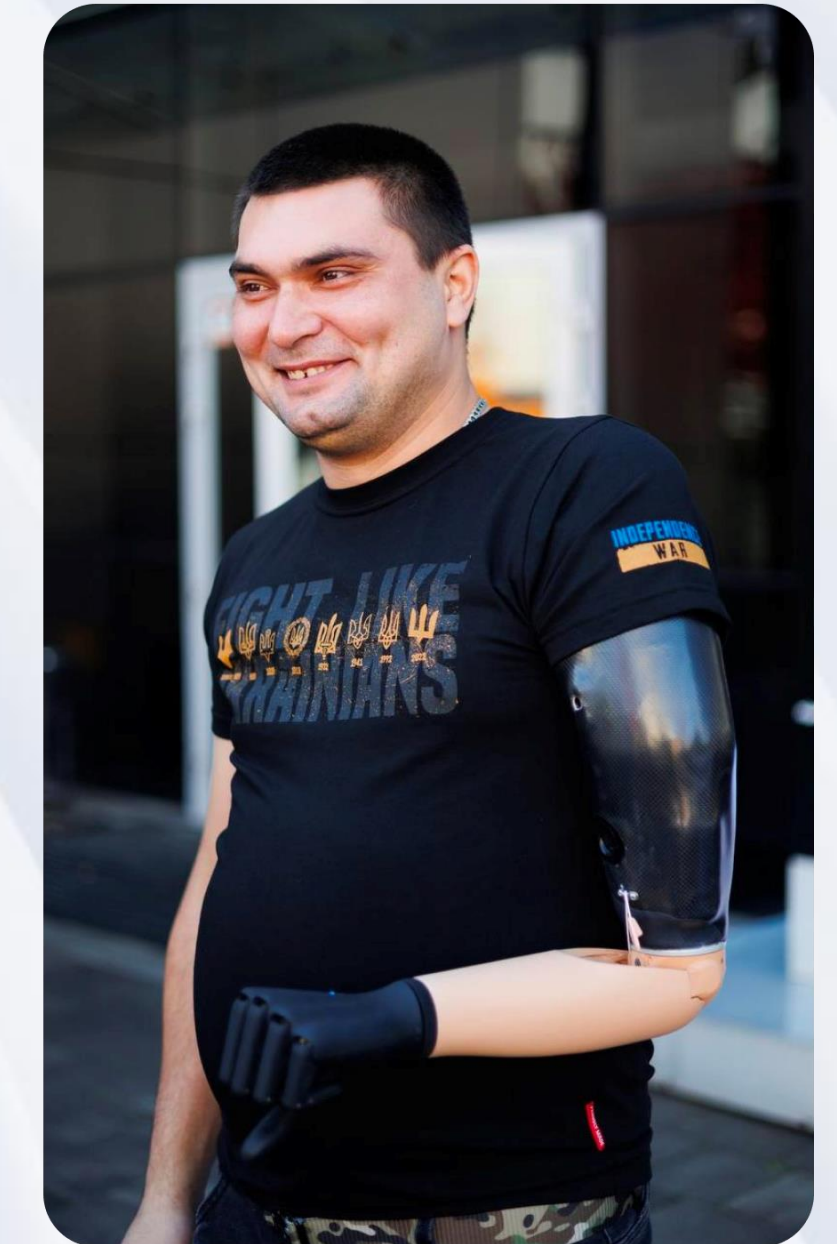
Drone Hackathon / Drone Demo Day

Since the beginning of the full-scale invasion, the USF has switched to a military mode, focusing on supporting defense tech and deep tech projects. We organized the first defense tech hackathons together with the Army of Drones and launched the world's fastest Fast Track for the commissioning of drones, which has already been used by more than 25 manufacturers.



Iron Heroes

Ukrainian Startup Fund together with the Center for Complex Endoprosthetics, Osteointegration and Bionics conducted the Iron Heroes initiative, where we looked for solutions that could speed up and enhance existing technologies for the rehabilitation of soldiers and civilian victims of the consequences of Russian aggression in Ukraine. The event featured panel discussions and speeches by ecosystem leaders and key stakeholders, as well as a startup track where innovators presented their innovations.



Startups' areas:

- Innovative implants
- 3D printing solutions
- Prosthetics materials
- Accelerated rehab and mental support
- Digital recovery solutions
- Ukrainian-made analog solutions

As a result, 16 startups presented their innovations to the specialized Ministries, charity funds, prothesis centers and managed to establish cooperations with final stakeholders to keep on developing and integrating their products with the partners institutions.

Deep Tech track



USF

- acceleration
- access to finance
- mentorship
- pilots



Deep Tech Funds



Seeds of Bravery

The USF has recently become a key partner of the **Seeds of Bravery** consortium, under which the European Innovation Council will provide **€20 million** to develop innovations in Ukraine. The Seeds of Bravery initiative will pay special attention to innovative solutions aimed at rebuilding Ukraine, as well as deep tech projects **with a focus on women's entrepreneurship**.

The grants to be awarded under the UASEED initiative will be based on USF approaches and will have different sizes and goals - **from €10 000 to €50 000**. Each startup will be able to attract up to **€60 000** in grant funding.



Partnerships



USF — your navigator in Ukrainian startup ecosystem



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fb: @ukrainianstartupfund

USF

Ukrainian
Startup
Fund

Importance of Private Sector Investment in SMEs for Ukraine's Economic Recovery

panel discussion

Importance of Private Sector Investment in SMEs for Ukraine's Economic Recovery

Andrii Remizov

Director, Entrepreneurship
and Export Promotion Office Ukraine

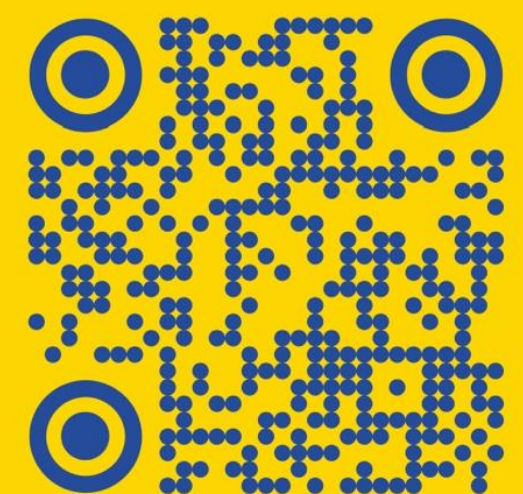
Ashish Shah

Director of Country Programs,
International Trade Center

Ihor Markevych // panel discussion moderator

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Advantage Ukraine



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it's not a rock,
it's a symbol
of toughness



Helping
Ukraine on
Economic
Front

it's not
burned, but
hardened
for ages



Helping
Ukraine on
Economic
Front



it's a brick
that still can
rebuild
Ukraine



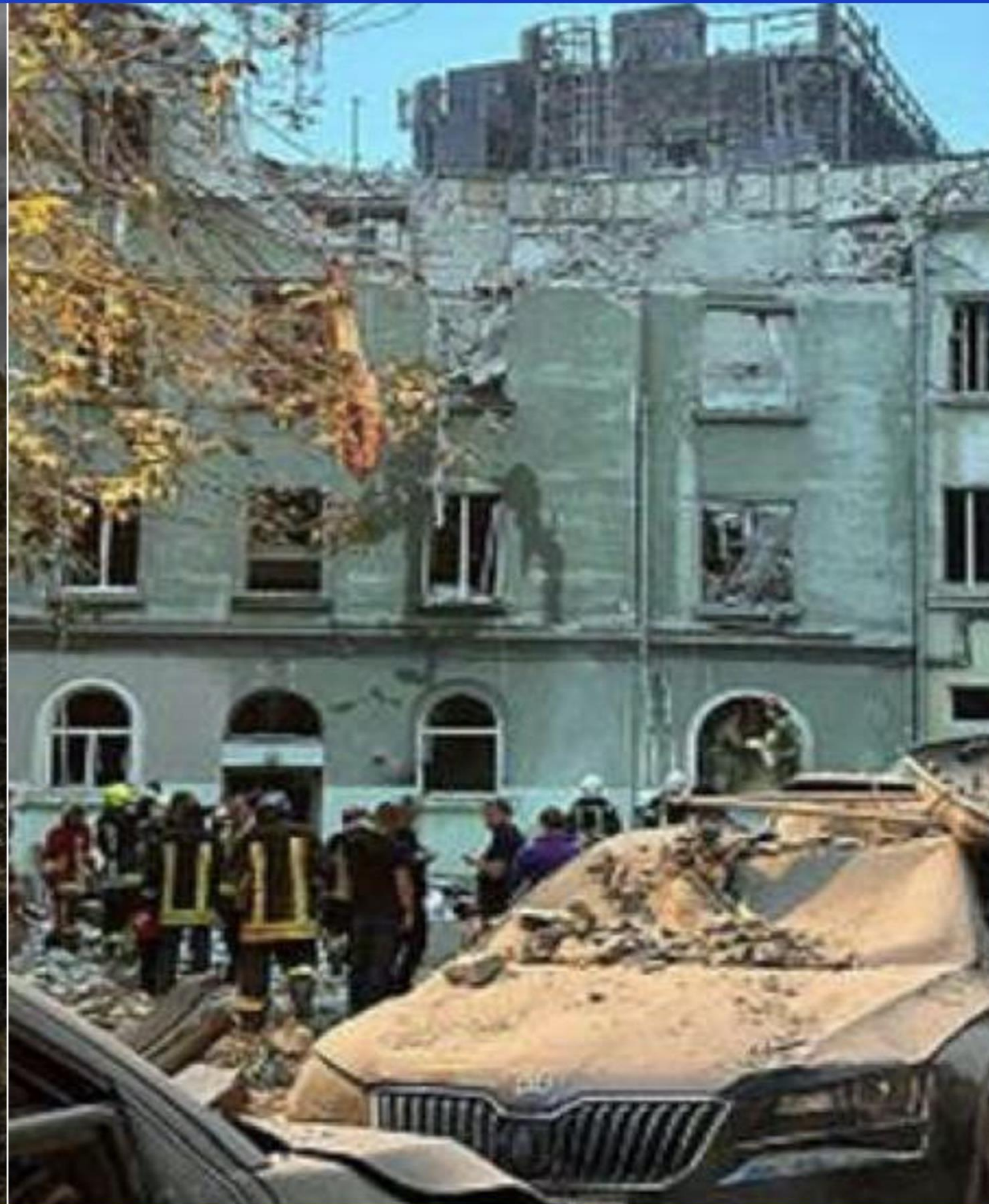
Helping
Ukraine on
Economic
Front

**REBUILD
UKRAINE**

it's a war wound,
rebuild it



Helping
Ukraine on
Economic
Front







We are

#AdvantageUkraine



**We are free.
We are strong.
We are open
for business.**

**an investment facilitation platform
for international capital providers
and Ukrainian businesses**

**We drive
investments**

#AdvantageUkraine



**Delivering
viable cases to
investors and
creditors**



**Looking for
a promising start-up
to invest in?
Here you go!**



Artificial Intelligence

Healthtech & Wellness

Advanced manufacturing

Cleantech

HR Tech








Legaltech

Consumer products

Fintech & Insurtech

Foodtech

E-commerce

Edtech

Deep & Spacetech

Hardware & IoT

Proptech

Militarytech


Business productivity software

ESports and Gaming

Martech & Media


Logistics

CyberTech


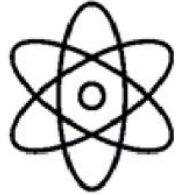
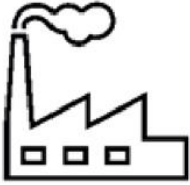
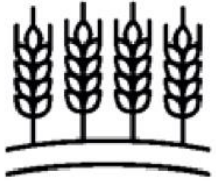

 


AU are cooperating with Black Rock as one of the sources for potential pipeline

BlackRock®

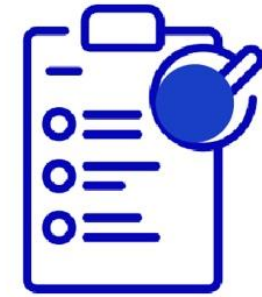
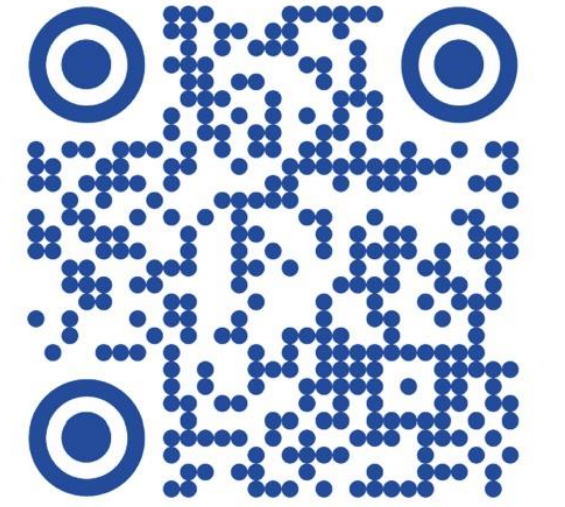
The UDF targets five key sectors with a potential addressable market of \$50bn+¹ suitable for private capital investment

The UDF aims to help address a \$50+bn¹ universe for private capital targeted by the UDF and other institutions investing in Ukraine across five key economic sectors, including:

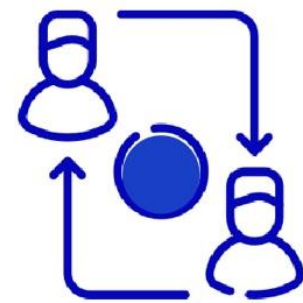
	Infrastructure <i>Includes investments into national roads and other public transport</i>	>20bn
	Energy <i>Includes existing and new renewable energy generation & transmission</i>	>10bn
	Manufacturing <i>Includes investments into industry and commerce</i>	>9bn
	Agriculture <i>Includes investments to replace damaged assets and machinery</i>	>7bn
	IT <i>Includes investments to attract R&D companies and support start-up ecosystem</i>	>1bn

1. The estimation uses the World Bank Needs Assessment report as a source and accounts for the funding needs based on three main assumptions: a 5 year time horizon, reconstruction and modernization focus, and general suitability of the asset type for private investment

Advantage Ukraine



Guiding investors



Investment banking advising



Investment promotion



Capital raising & de-risking

#AdvantageUkraine



**We know how
to maximize yields.
And not just
in the fields.**



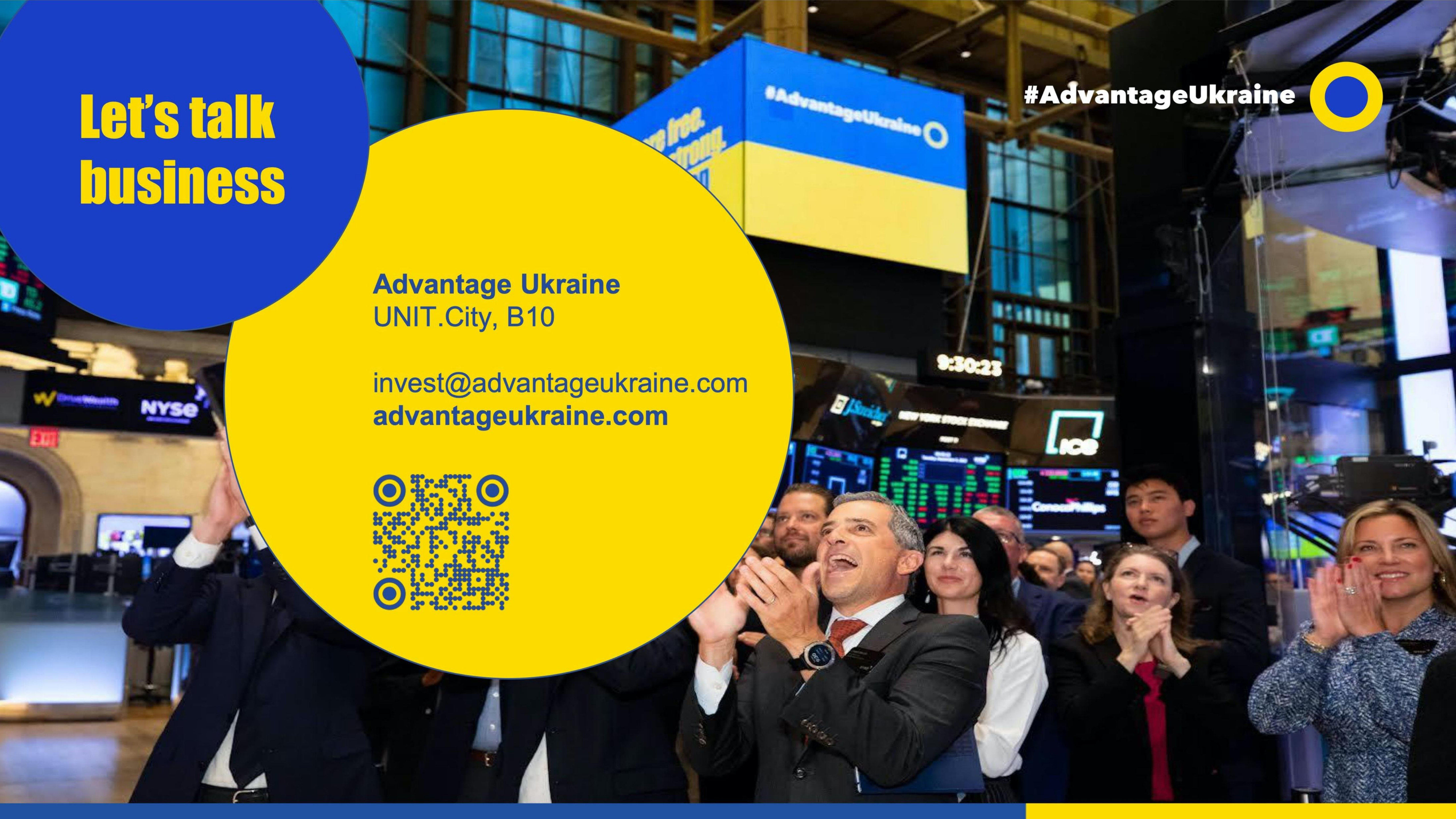
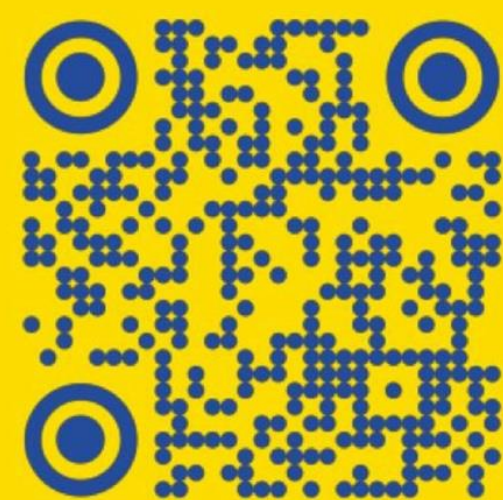
**Let's talk
business**

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invest@advantageukraine.com
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