

Welcome to the Q1 briefing of 2023. The Baltic cleantech sector is booming and leading the way in sustainable innovation.

With active policy development and states' proactivity, the sector can expect more A rounds this year, facilitated by government-led support for science-based innovation and emphasis on greening production in the Baltics.

## HIGHLIGHTS



The Baltic cleantech sector experienced a 15% growth in investments in Q1 2023, with renewable energy and circular economy solutions leading the way.



Nordic-Baltic Hydrogen Corridor was established. The corridor will strengthen the region's energy security, reduce the dependency on imported fossil energy and play a prominent role in decarbonizing societies and energy-intensive industries along the corridor.

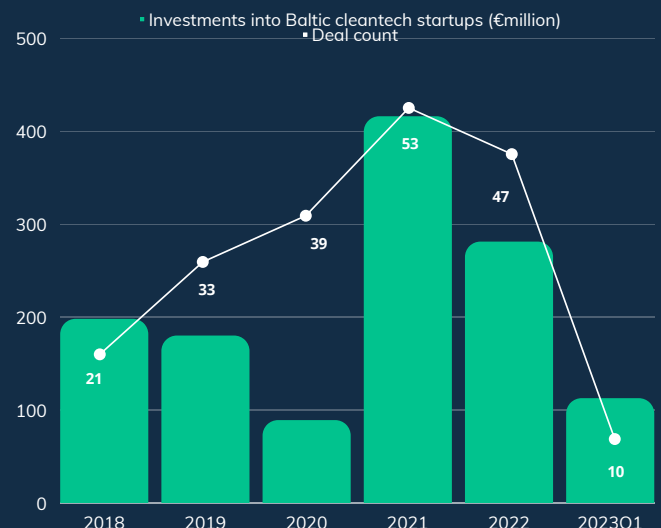


The sustainability b2b accelerator program was implemented in Lithuania for the third time (implemented by Cleantech for Baltics coalition partners ROCKIT).

## KEY INDICATORS

Total investments into cleantech startups in Q1 2023 reached 112.65M€, promising a good start to the year.

Most investments were done in the Energy&Power sector, followed by Novel Materials & Biochemicals. Both categories represent a growing trend due to the demand for energy security driven innovation (incl. storage, hydrogen, flexibility and consumption management) and more intensive state-led financial support for the commercialization of science-based innovation.



# DEALS

For seed-stage startups (max 4 years old), the average was 2.8M€/deal (6 in total).

For later-stage startups (min 7 years old), the average deal size was 23.8M€ (4 in total).

## POLICY AND PUBLIC SUPPORT NEWS

- Latvia got its first Minister for Climate & Energy - Raimonds Čudars
- Estonia got its first Minister for Climate - Kristen Michal
- In Estonia 2 new strategic policy documents were ratified: 1) Green transition action plan; 2) Estonian circular economy action plan 2023
- Lithuania introduced its Green Finance Action Plan
- Lithuania launched a 33,256 mln EUR call for R&D and startups under the topic "Smart and Climate Neutral Lithuania"
- Lithuania launched a 35 mln EUR call for Industrial Companies to Improve their Energy Efficiency
- Lithuania introduced a new funding program of 100 mln Eur for circularity (waste reuse or redo). Calls will be open in 2024
- Financial RDI and business support measures (incl. subsidies) for different cleantech sectors open or opening soon are available [here](#)

## CHALLENGES AND OPPORTUNITIES

The Baltic cleantech sector continues to grow, driven by the need for affordable and sustainable clean energy, digitalization and energy efficiency solutions to fulfil the ambitions 2030 and 2050 goals.

In addition, from policy side, more focus is addressed towards energy storage, hydrogen, flexibility and consumption management due to the need to support renewable energy goals but also the desynchronization from the Russian electricity grid challenging all three Baltic states.

This requires innovative and collaborative approaches between policymakers but also experts and innovators among the Baltics to address energy security, climate change and drive economic growth.

The first quarter of 2023 showcased the immense potential of the Baltic cleantech sector. Innovative cleantech solutions are leading the way to a more secure, cleaner and greener future.

## UPCOMING EVENTS 2023

- Symposium on Coastal Sustainability - Klaipeda, Lithuania - June 26 - 27
- Estonia's Friends International Meeting - Tallinn, Estonia - June 29 - July 1
- NATO Vilnius Summit - Vilnius, Lithuania - 11 - 12 July
- Baltic EstVCA Summit - Pärnu, Estonia - August 24 - 25
- Investors' Camp - Vilnius, Lithuania - September 6
- Startup Fair - Vilnius, Lithuania - September 7
- Latvian Startup Awards - Riga, Latvia - September 8
- Safe and Sustainable Baltic Sea Region for Future Generations - EUSBSR Annual Forum 2023 - Riga, Latvia - October 4-5
- Impact Day - Tallinn, Estonia - October 5-6
- GreenEXPO - Tallinn, Estonia - October 12-14
- GreenEST Summit - Tallinn, Estonia - November 13
- Cleantech Forum Europe - Tallinn, Estonia - November 14-16
- Baltic Sustainability Awards - Tallinn, Estonia - November (TBD)
- Vilnius GreenTech Forum - Vilnius, Lithuania - November 23
- CleanTech awards/Startup wrap up of the year - Vilnius, Lithuania - December (TBD)



## CLEANTECH FOR BALTICS

- Cleantech for Baltics is a pan-Baltic think-tank with the main aim to accelerate cleantech innovation and funding in sustainable technologies. It builds bridges between the cleantech community and the Baltic policymakers to help understand the potential and impact of cleantech innovation and put it at the center of the public debate.
- The idea of regular reports and briefings is to provide up-to-date data on the developments of the Baltic cleantech sector, to share information on open support measures and policies with the ultimate goal of attracting and increasing investments in cleantech - from boosting early-stage innovation to accelerating scaleup and deployment for the transition to net zero.

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