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Central and Eastern European startups 2022



Third Edition, November 2022

It’s been a turbulent year for everyone, but nobody has been closer to the epicentre than Ukraine, and more broadly Central and Eastern Europe. Reading the data, it strikes me just how deeply rooted resilience is within our regional DNA. Harnessing this resilience is proving vital to the growth of our technology ecosystem.

Despite enormous challenges, technology companies are continuing on a mission of improving the lives of millions. Since its inception is 2006, Atomico has stood firm on an idea that great founders and companies can come from anywhere. What’s becoming obvious, and is starting to be seen through the data, is that CEE has emerged not only as a cradle to great human minds helping others in building products, but also a birthplace of the most innovative and efficient companies. And that those firms are increasingly maintaining a strong presence in the region.

It’s never been more important to combine ambition with a sustainable approach to growth, so it's no surprise that CEE's approach to company building works. But what excites me is the future potential, as operators in those early success stories re-emerge as founders of the great companies of tomorrow. It’s important to share these voices and inspire people to build bolder, faster, and better. We couldn’t be more excited to take these findings to the world."

Sasha Vidiborskiy
Partner
at **Atomico**

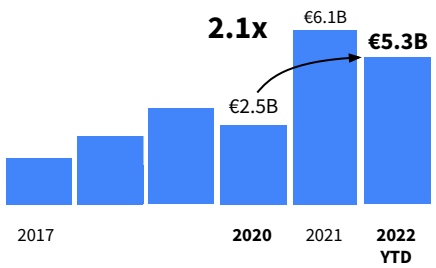


Key takeaways.

CEE has shown resilience through uncertain market conditions.

Combined venture capital investment in CEE has doubled since 2020. The region is on track to break its yearly venture capital investment record and raise €6.2B.

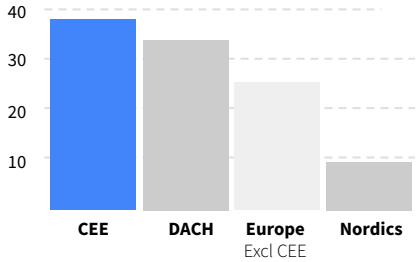
Combined venture capital investment into CEE



CEE is among the most efficient creators of value in Europe.

CEE startups are ranked among the highest in Europe for jobs created per Euro of venture capital invested. The experience in scaling efficiently can be an advantage in aiming to minimize the effects of a market downturn.

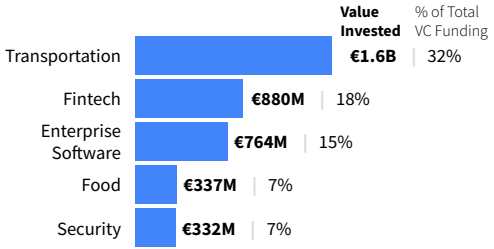
Jobs created by €M raised in venture capital



CEE has diversified investment into promising new sectors.

CEE has made a name for itself as a pioneering region for Enterprise Software and Gaming companies. As the startup ecosystem matures, CEE is now home to promising startups in many other segments including disruptive technologies such as Web3 and Crypto.

Top 5 Industries by venture capital investment, Q1-Q3 2022



Source: Dealroom.co

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You have in your hands the third edition of the Central Eastern Europe (CEE) Report. In last year's report, we saw how the region positioned itself as a solid startup hub, attracting the attention of many local and international investors. This year saw the ecosystem mature and expand its reach by developing and investing in disruptive technologies such as gaming, Web3, and crypto. However, the progress made by CEE founders and investors has been disrupted and challenged by the geopolitical fallout of the invasion of Ukraine.

The CEE is a patchwork region of 20+ countries that speak different languages, each with unique political landscapes and complex histories. Each of these countries is also bound together by shared experiences of threats to their livelihoods and their collective fight to gain independence. We've held our breaths watching our Ukrainian neighbors face the same decade-spanning threat once again.

The latest edition of the CEE report will shed light on how the tech ecosystem has maintained hopeful resilience during these turbulent times, the investors that did not lose their confidence in the region, the region's strong culture of creating value internally rather than relying on external resources, and the determined CEE founders who stayed focused on innovating their businesses and keeping their employees safe.

Having worked alongside CEE founders for the last 10 years, I'm humbled by their courage and determination to build global solutions in spite of the dangers they face. This report is a thank you to all the brave CEE founders from our region who do not give up, who believe in their dreams, and are fighting to make them happen.

Joanna Nagadowska
VC and Startups Partnerships
at **Google for Startups**



Central and Eastern European startups 2022

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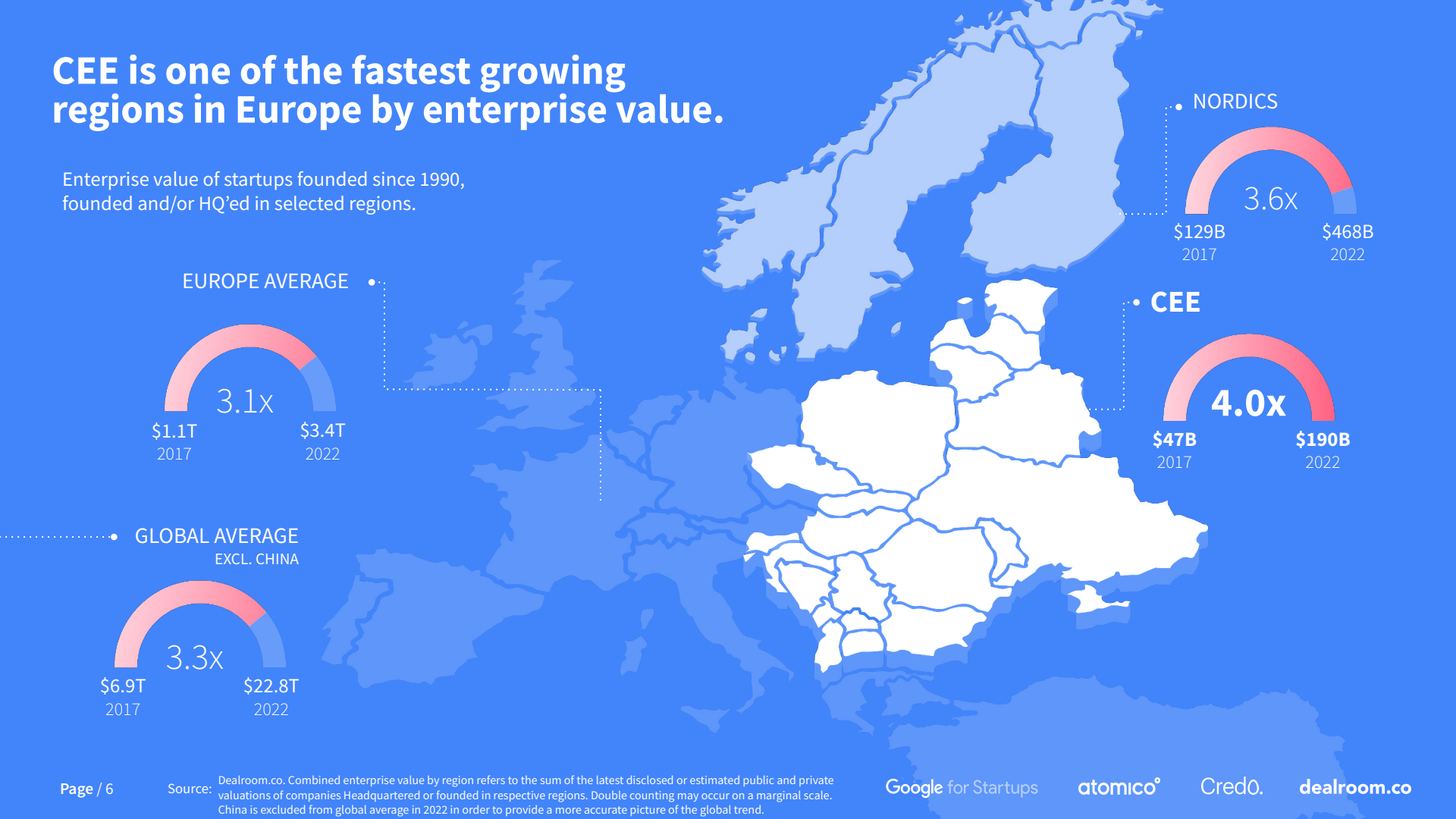

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CEE is one of the fastest growing regions in Europe by enterprise value.

Enterprise value of startups founded since 1990, founded and/or HQ'ed in selected regions.

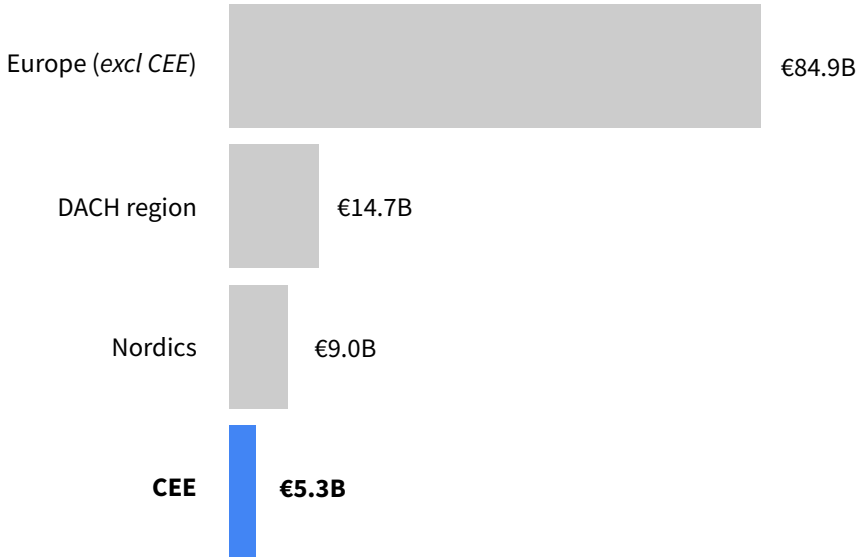


Source: Dealroom.co. Combined enterprise value by region refers to the sum of the latest disclosed or estimated public and private valuations of companies Headquartered or founded in respective regions. Double counting may occur on a marginal scale. China is excluded from global average in 2022 in order to provide a more accurate picture of the global trend.

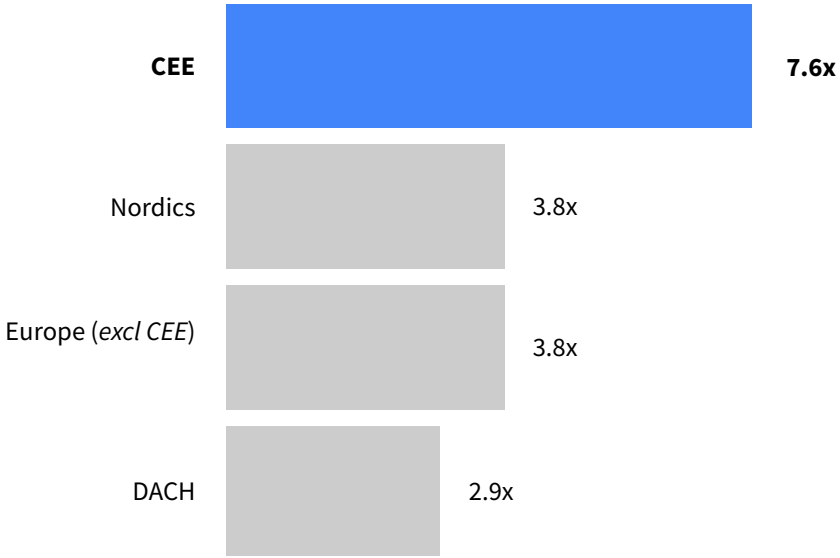
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CEE is one of the fastest growing regions for VC funding in Europe, growing 7.6x since 2017.

VC activity
Investment volume (year-to-date)



Growth
in VC activity, 2017-2022 (year-to-date)



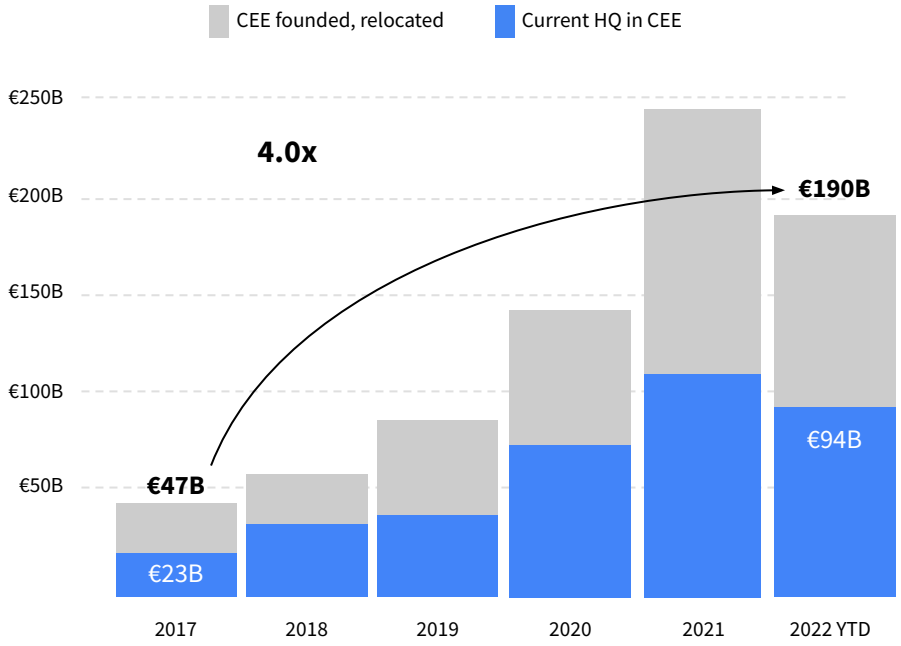
Source: Dealroom.co.

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1. Ecosystem Overview - Value Creation

Combined enterprise value of CEE startups has quadrupled in the last five years, now totalling €190B.

Combined enterprise value of the CEE tech ecosystem » view online

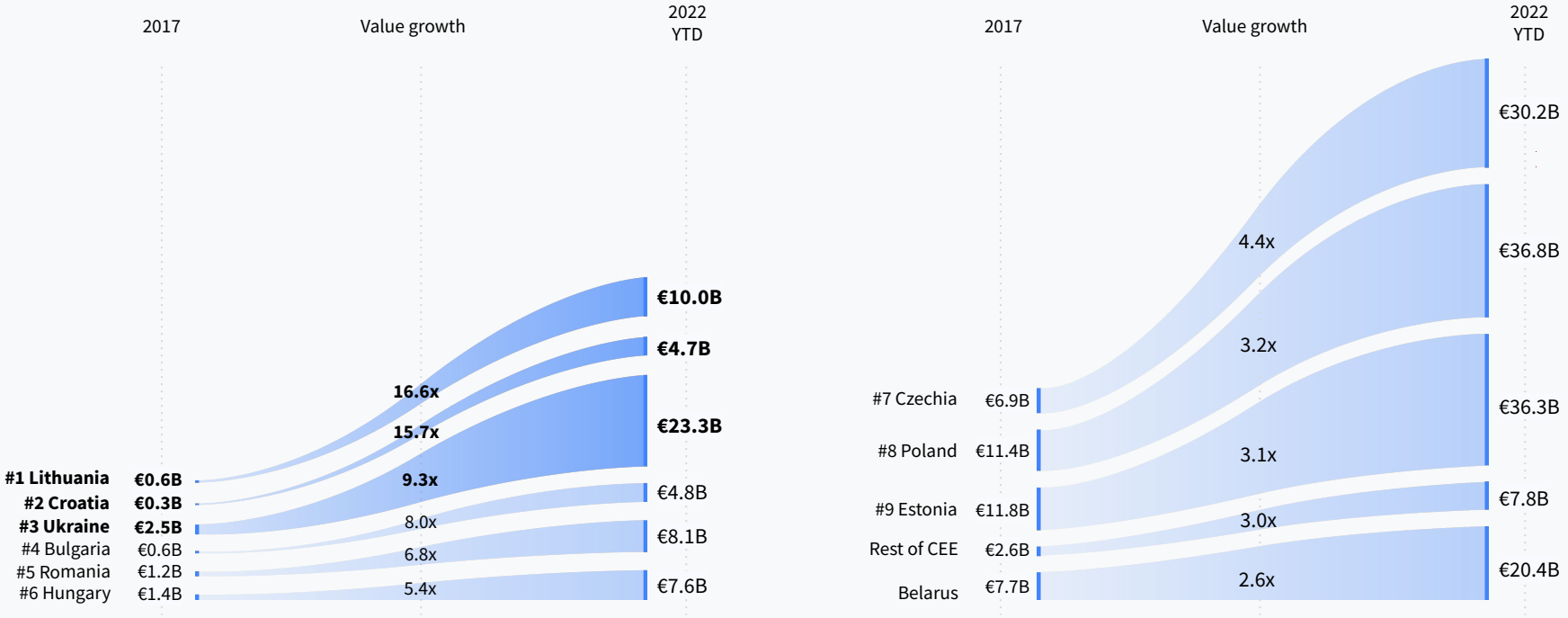


Source: Dealroom.co. As part of the CEE ecosystem, Dealroom includes both (1) organizations with current headquarters located in CEE and(2) those founded in CEE that relocated beyond CEE as part of the CEE ecosystem.

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Among CEE countries, Croatia, Lithuania & Ukraine have grown fastest since 2017 in combined enterprise value.

Ecosystem value, five-year growth (2017-2022)



Source: Dealroom.co. Combined enterprise value of companies based in, or founded in, selected countries in Central Eastern Europe in 2017 and 2022.

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Startups in CEE are bracing for uncertain times.

“We’re preparing for different scenarios to both be ready to accelerate and deal with potential global slowdown. We used to have a pure growth mindset, now it’s changed to cost-efficient growth.”

Read the full interview

Adam Górniak
Chief Revenue Officer at **Booksy**



“We’ve focused our efforts on the critical path across the board, and put more emphasis on efficiency of the business over short-to-mid-term, setting the right foundation to optimize for the long run when the uncertainty level curtails."

Read the full interview

Josip Cesic
CTO & Co-founder at **Gideon**



“We did not make significant adjustments to the current state of affairs. If the rate of change of company operations due to growth is massively larger than the rate of change of macro; if you have great margins, great NDR, low burn and are operating world-wide, the macro doesn't matter that much.”

Read the full interview

Juraj Masar
Co-founder & CEO at **Betterstack**



“The mindset of growing at all costs has changed, and companies have become more conservative when it comes to financial planning. For businesses operating in the CEE region, strong capitalizing combined with a diverse and global client portfolio are an advantage in the current macroeconomic environment."

Read the full interview

Kaarel Kotkas
CEO and Founder at **Veriff**

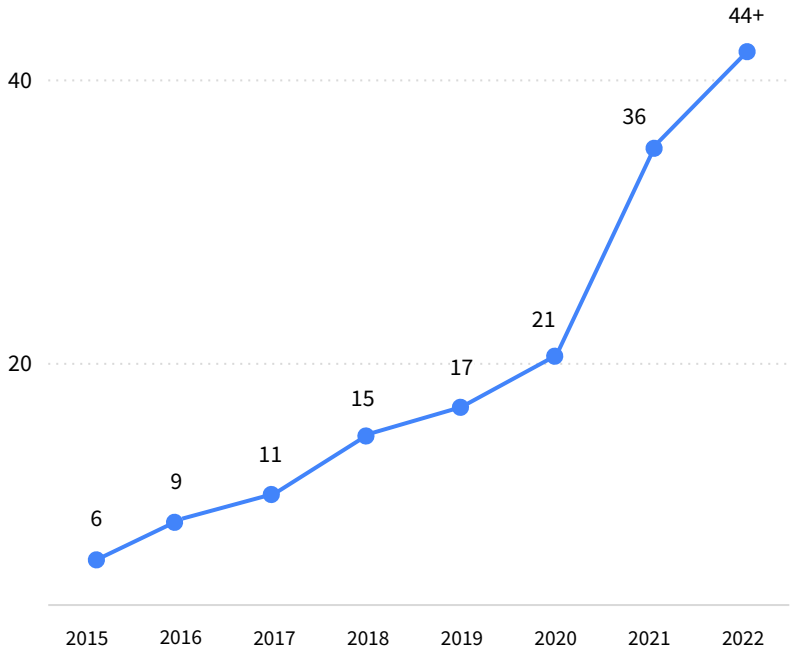


Source:

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2021 and 2022 have been the strongest years for unicorn creation in CEE, with the number of unicorns more than doubling since December 2020.

Cumulative number of CEE Unicorns [» view online]



8 new Unicorns in CEE, year-to-date [» view online]

AirSlate
Founded: Ukraine
Industry: SaaS/Legal

Rimac Automobili
Founded: Croatia
Industry: Transportation

Nord Security
Founded: Lithuania
Industry: Security

Glia
Founded: Estonia
Industry: Marketing

Payhawk
Founded: Bulgaria
Industry: Fintech

Productboard
Founded: Czechia
Industry: Enterprise Software

Veriff
Founded: Estonia
Industry: Fintech

Unstoppable Domains
Founded: Ukraine
Industry: Hosting/Web3

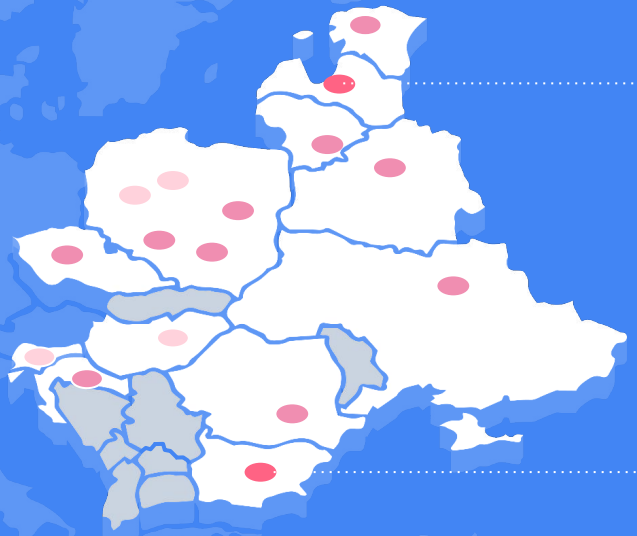
Source:

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Unicorns are being created across the region, even outside of major metropolitan areas.

Startups-turned-Unicorns in the past 18 months.

- New CEE unicorn cities in 2022.
- New unicorns in existing CEE unicorn cities.
- Existing CEE unicorn cities.
- CEE countries with 1+ unicorn.
- CEE countries with no unicorn.



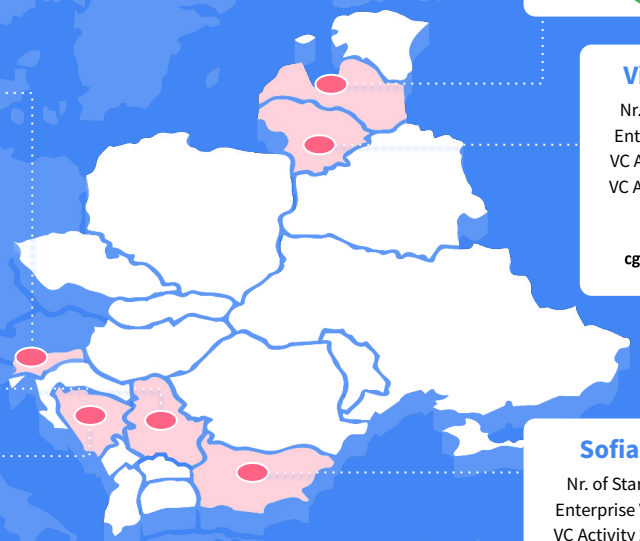
NEW UNICORN CITY (2022)
Riga LATVIA
PRINTFUL

NEW UNICORN CITY (2022)
Sofia BULGARIA
Payhawk

Source: Dealroom.co

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Emerging hubs are becoming more relevant in the region.



Ljubljana SLOVENIA

Nr. of Startups: **600+**
Enterprise Value: **€2.1B**
VC Activity 2022: **€71M**
VC Activity Growth: **8.6x**

birdbuddy · JUICY MARBLES · leanpay · PredictLeads

Belgrade SERBIA

Nr. of Startups: **400+**
Enterprise Value: **€1.1B**
VC Activity 2022: **€44M**
VC Activity Growth: **16.9x**

ElevenEs · TRICKEST · SevenBridges · tenderly · ANARI

Bosnia & Herzegovina

Nr. of Startups: **70+**

GOTIVA · RUBICON · eynio · codaxy

Riga LATVIA

Nr. of Startups: **600+**
Enterprise Value: **€2.6B**
VC Activity 2022: **€48M**
VC Activity Growth: **2.0x**

AERONES · mintos · Printify

Vilnius LITHUANIA

Nr. of Startups: **1.1k+**
Enterprise Value: **€10B**
VC Activity 2022: **€245M**
VC Activity Growth: **8.6x**

Interactio · cgtrader · GoRamp

Sofia BULGARIA

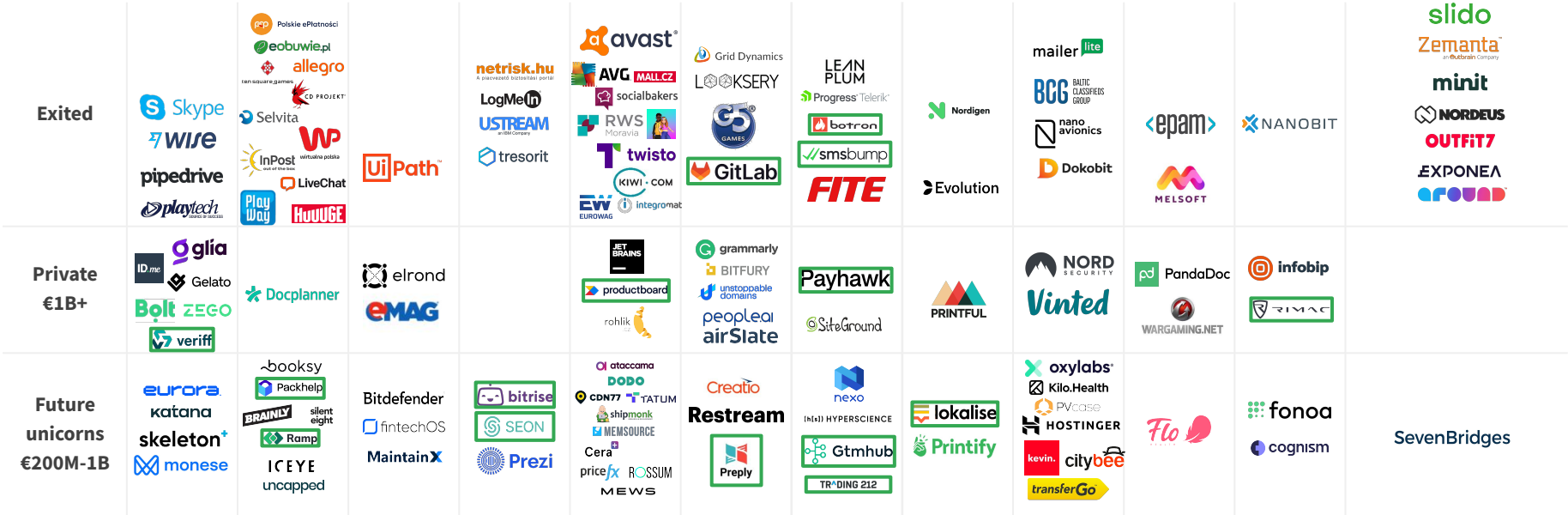
Nr. of Startups: **800+**
Enterprise Value: **€4.8B**
VC Activity 2022: **€181M**
VC Activity Growth: **22.3x**

THE RECURSIVE · TRADING 212 · 3veta

Source: Dealroom.co. Startups verified by Dealroom and currently based or founded in each country are counted. Selected startups shown for each country.

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CEE is home to many of Europe's most renowned unicorns and tech success stories.

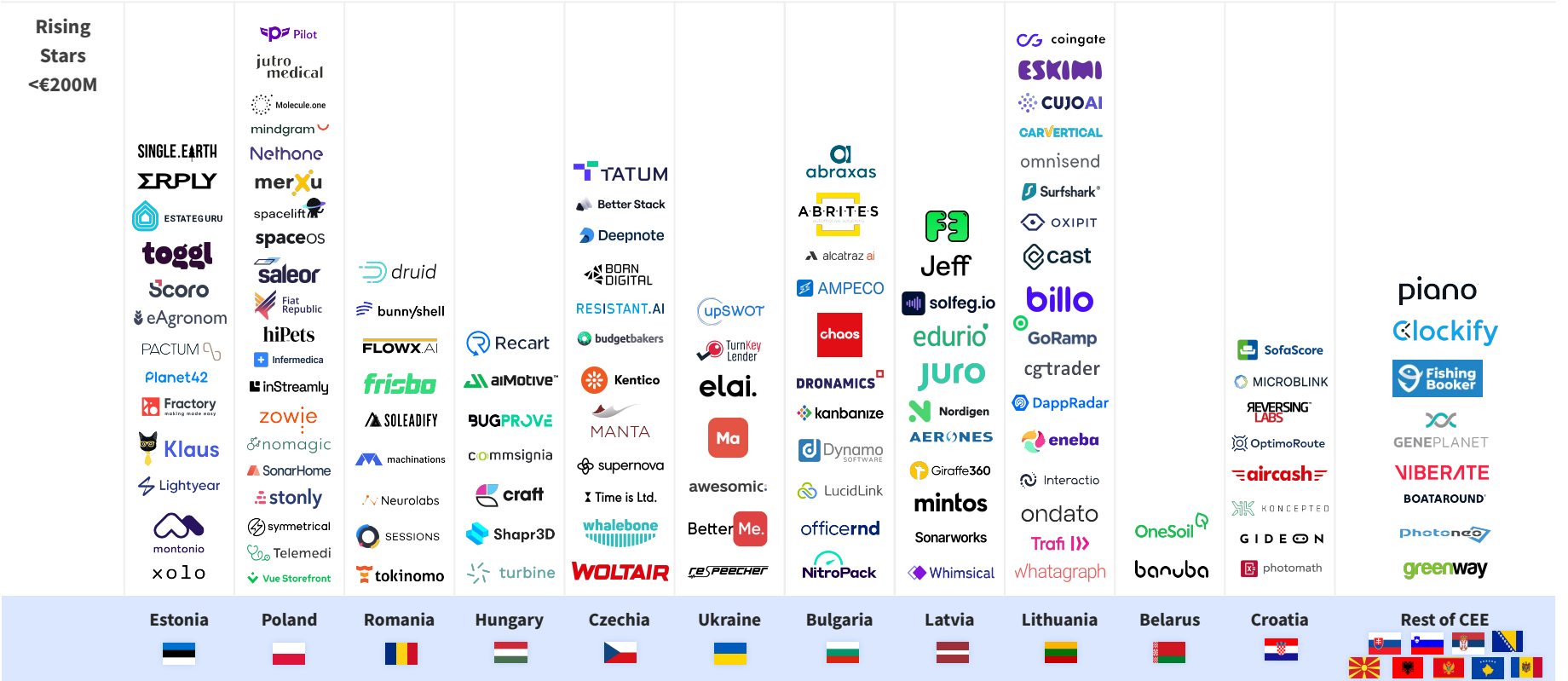


This list features startups across all industry verticals. **Web3** and **Gaming companies** are **the focus of the industry deep dives** in chapter 4, further down the report.

Source: Dealroom.co. Green outlines represent startups which have transitioned forward between categories since 2021. Grey outlines represent closed startups.

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The region has a strong pipeline of rising stars ready to write its future.



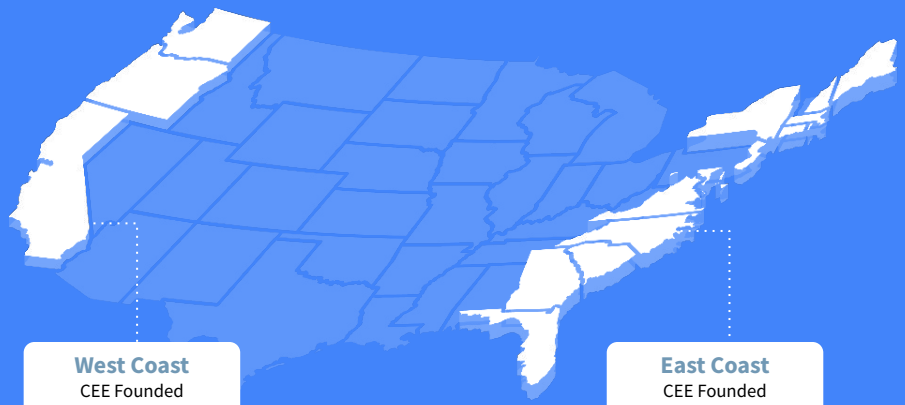
This list features startups across all industry verticals. **Web3** and **Gaming companies** are **the focus of the industry deep dives** in chapter 4, further down the report.

Source: Dealroom.co. Startups in Gaming and Web 3.0 segments have been excluded from this list and highlighted in distinct parts of the report.

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17% of CEE startups with €1M+ in funding have moved abroad.

Top destinations include the US West and East coasts, and London.



West Coast
CEE Founded

Enterprise Value: **€15B**

CEE-founded, relocated 5 Year Funding: **€2.5B**

GitLab · grammarly · productboard

East Coast
CEE Founded

Enterprise Value: **€15B**

CEE-founded, relocated 5 Year Funding: **€2.5B**

UiPath · glia · HYPERSCIENCE

United Kingdom
CEE Founded

Enterprise Value: **€17B**

CEE-founded, relocated 5 Year Funding: **€1.7B**

ZEGO · infobip · Payhawk

Nordics
CEE Founded

Enterprise Value: **€1B**

CEE-founded, relocated 5 Year Funding: **€0.3B**

foap · SUNROOF

200+
CEE-born, relocated funded startups

The Netherlands
CEE Founded

Enterprise Value: **€0.3B**

CEE-founded, relocated 5 Year Funding: **€0.2B**

whatagraph · change · BITFURY

Germany
CEE Founded

Enterprise Value: **€0.5B**

CEE-founded, relocated 5 Year Funding: **€0.1B**

AirHelp · GymBeam · pricefx

Source:

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Although many successful CEE startups move their HQ abroad, they tend to keep a strong presence in the region.

Selected CEE-born startups which relocated their registered address abroad.



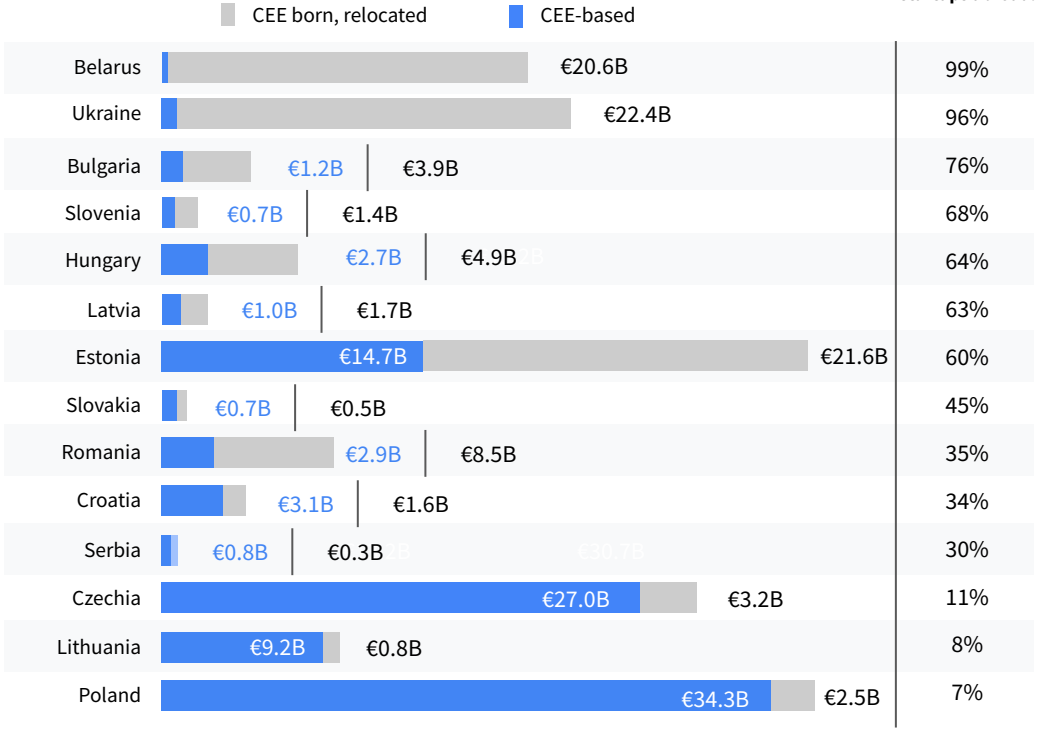
Share of the workforce based in Central Eastern Europe.

Source: Dealroom.co. Analysis based on most valuable companies which relocated HQ outside of CEE.

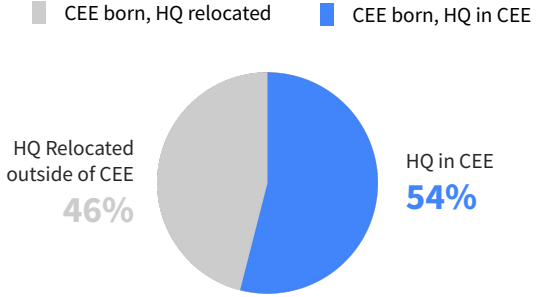
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Startups relocate as they scale. CEE startups are far more likely to do so than European average, although the picture differs by country.

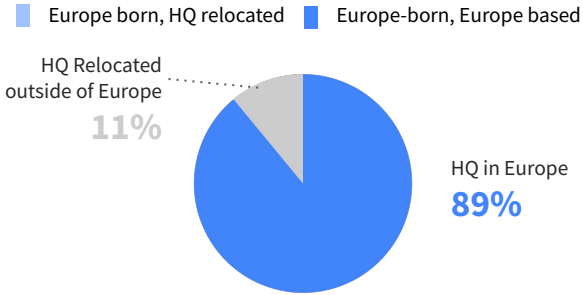
Distribution of combined enterprise value, Oct/2022
for CEE startups by place of incorporation



Enterprise value of CEE startups
by place of incorporation



Enterprise value of European startups
by place of incorporation



Source: Dealroom.co

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2. CEE startups & investment in context.

Resilience is deeply rooted in CEE's entrepreneurial mentality.

"We're doing what always needs to be done in times of uncertainty: be smart about what you invest in and realize that innovation is essential, even more than usual. Especially during difficult times, there are **opportunities** that can boost your growth and redefine how you operate."

Read the full interview

Michał Borkowski
Co-Founder and CEO at **Brainly**



"Behind every successful company is a happy workforce, which is why we focus more on operational efficiency and employee health. We show **resilience** and kindness, and inspire our team to work together towards our goals that way we can move forward, not backward."

Read the full interview

Petr Antropov
CRO and Co-founder at **Lokalise**



"E-learning adoption was already experiencing hyper growth and global lockdowns have accelerated it. The number of people using the Preply app has grown 4x over the last 2 years, and in many regions overall users have almost doubled year on year. The online language learning market is set to reach $47B by 2025 and Preply is well-positioned to take advantage of this **opportunity**."

Read the full interview

Kirill Bigai & Dmytro Voloshyn
Co-founders at **Preply**



"Although in the short-term there are valid reasons to be cautiously conservative, in the long-term we are **optimistic** and **confident**. Currently, we're being more margin and profit driven in our approach, while at the same time increasing our innovation efforts. This is the time to build with the emphasis on innovation."

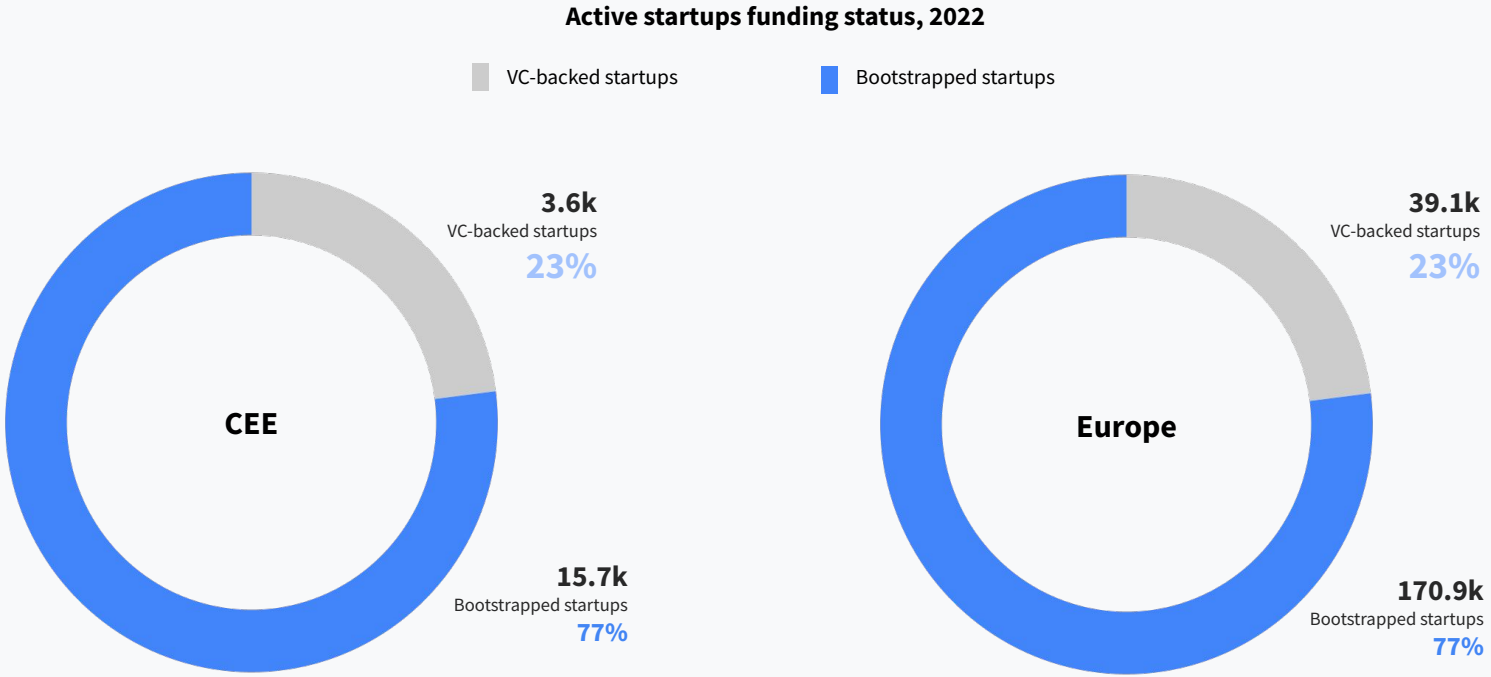
Read the full interview

Anton Gauffin
Co-CEO & Executive Director at **Huuuge Games**



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With an active domestic early-stage investment industry, CEE startups get VC backing at the same rate as all of Europe, with 23% of startups venture backed.



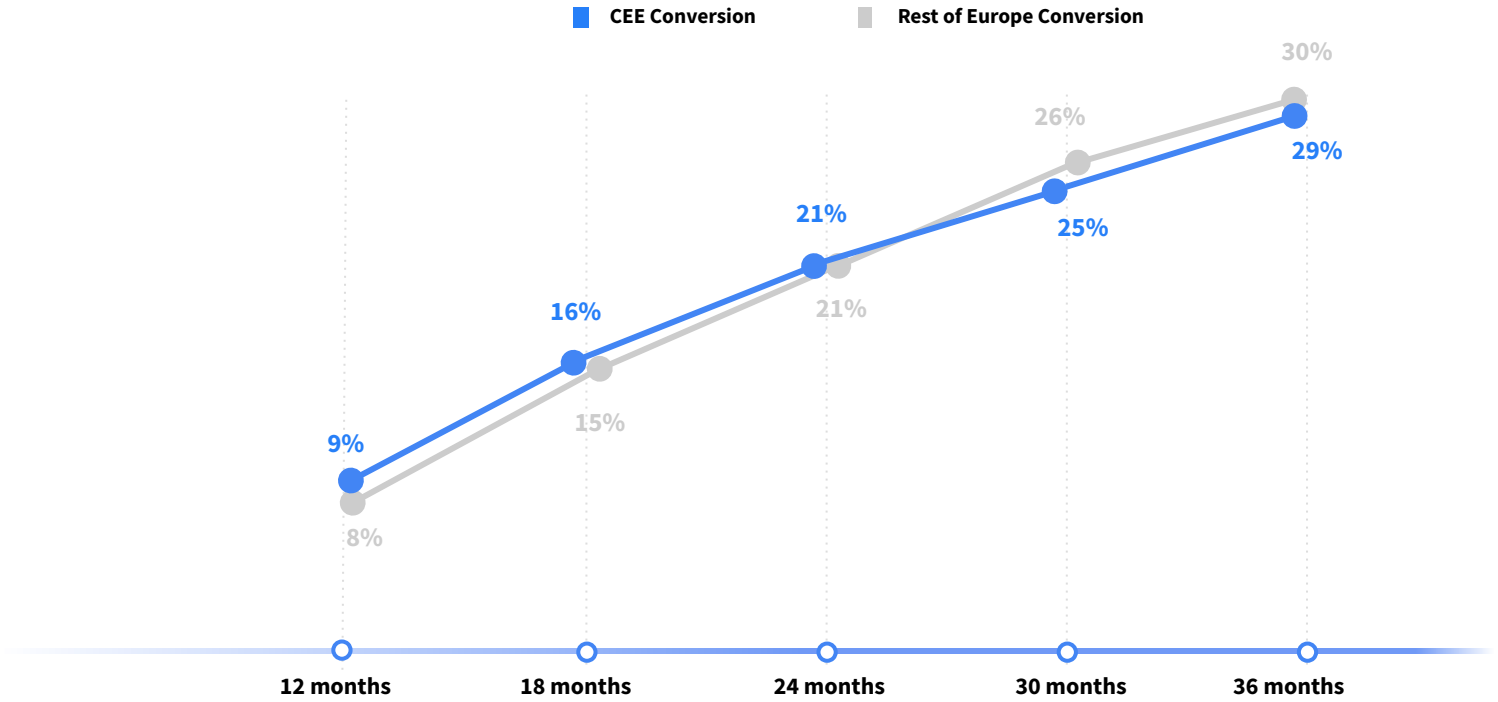
Source: Dealroom.co. Bootstrapped is defined as not receiving publicly-disclosed external funding. Grants are not included in funding.

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When they are backed, CEE startups successfully graduate from Seed to Series A at a similar pace and rate compared to the rest of Europe.

Conversion to Series A by time elapsed since Seed round

Seed is the 1st round between $1-4M; Series A is the 1st round between $4-15M

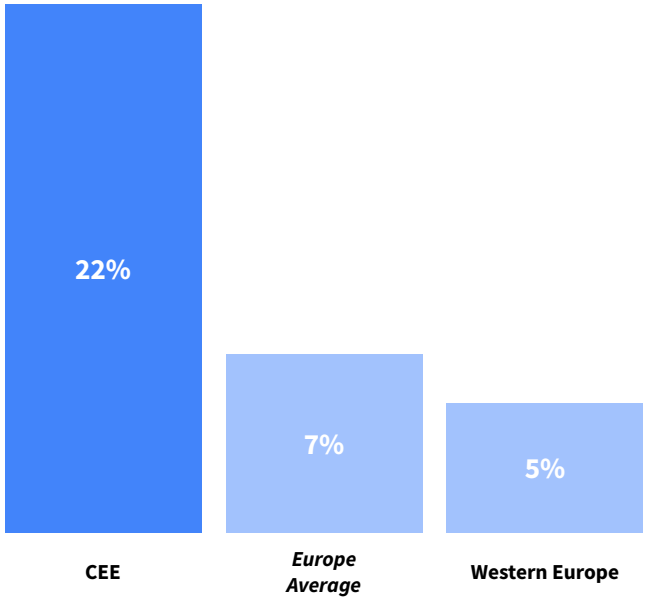


Source: Dealroom.co

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Bootstrapping plays a prominent role in CEE's late-stage successes: almost a quarter of unicorns born in CEE are not VC-backed.

Bootstrapped unicorns » view online



Bootstrapped (10)

allegro, grammarly, CD PROJEKT, Play Way, WARGAMING.NET, JET BRAINS, infobip, CCC, PRINTFUL, playtech

Almost bootstrapped (5)*

eMAG, ten square games, OUTFIT7, MODIVO, wirtualna polska

VC-backed (30)

ZEGO, AVG, Bolt, Skype, wise, pipedrive, Vinted, GitLab, BITFURY, UiPath, LogMeIn, epam, rohlik group, HUUUGE, InPost, LiveChat, avast, peopleai, BCG, PandaDoc, elrond, Docplanner Group, grupa pracuj

2022 Unicorns

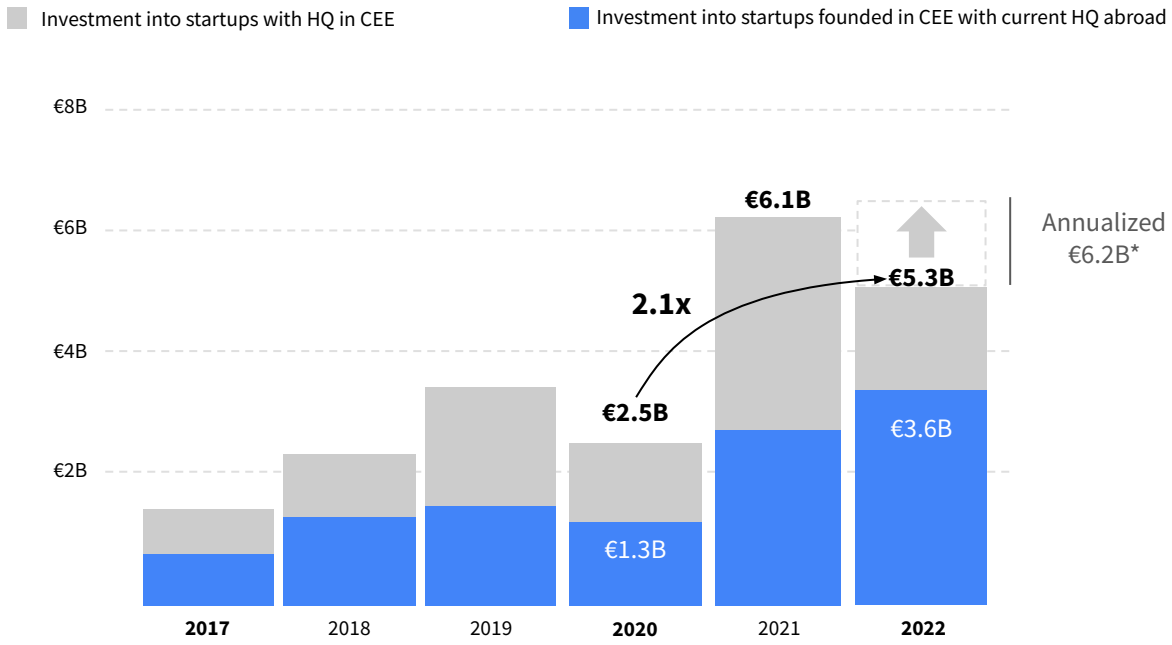
glia, NORD SECURITY, veriff, airSlate, productboard, unstoppable domains, RIMAC, Payhawk

Source: Dealroom.co. *Edge cases excluded from the bootstrapping analysis.

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VC activity in CEE has already surpassed every year prior to 2021. At the current rate, 2022 is on track to match the levels of last year as well.

Combined venture capital investment into CEE » view online



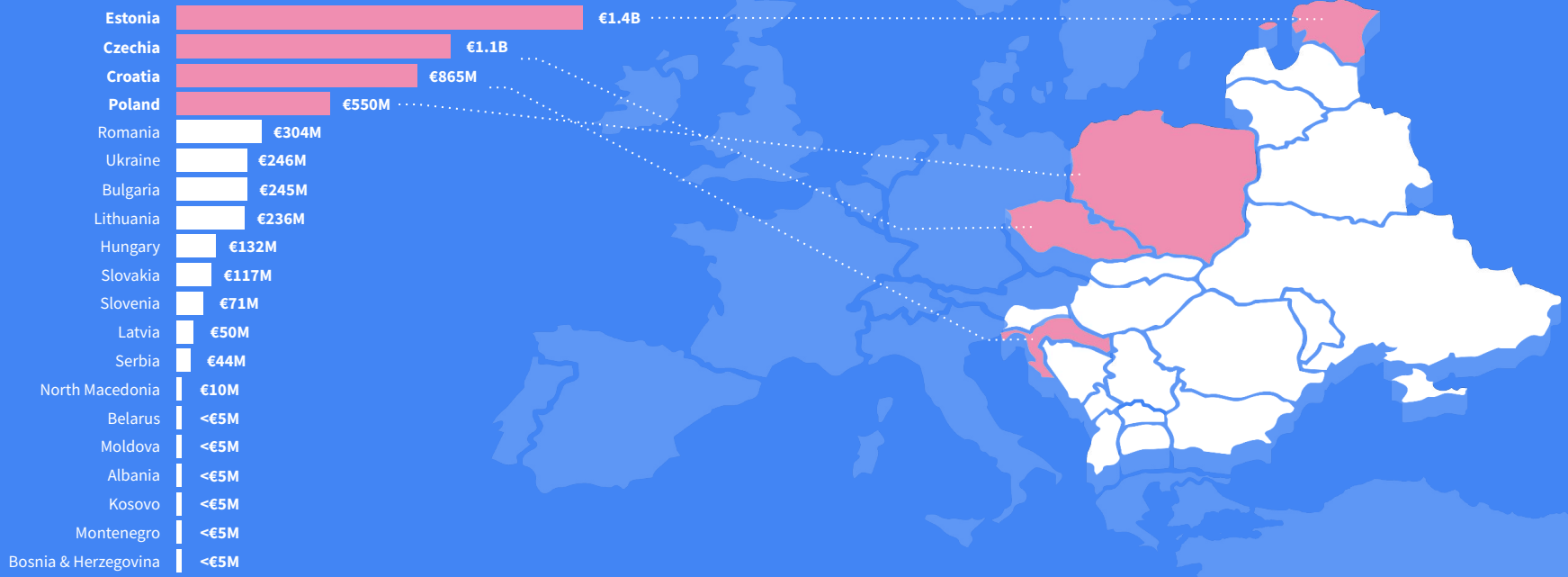
Source: Dealroom.co. Annualized VC funding value based on performance up to October/2022.

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In CEE, 4 countries hold over 70% of total VC funding so far in 2022.

VC funding value by country, year-to-date 2022

Countries with €500M+ VC funding in 2022

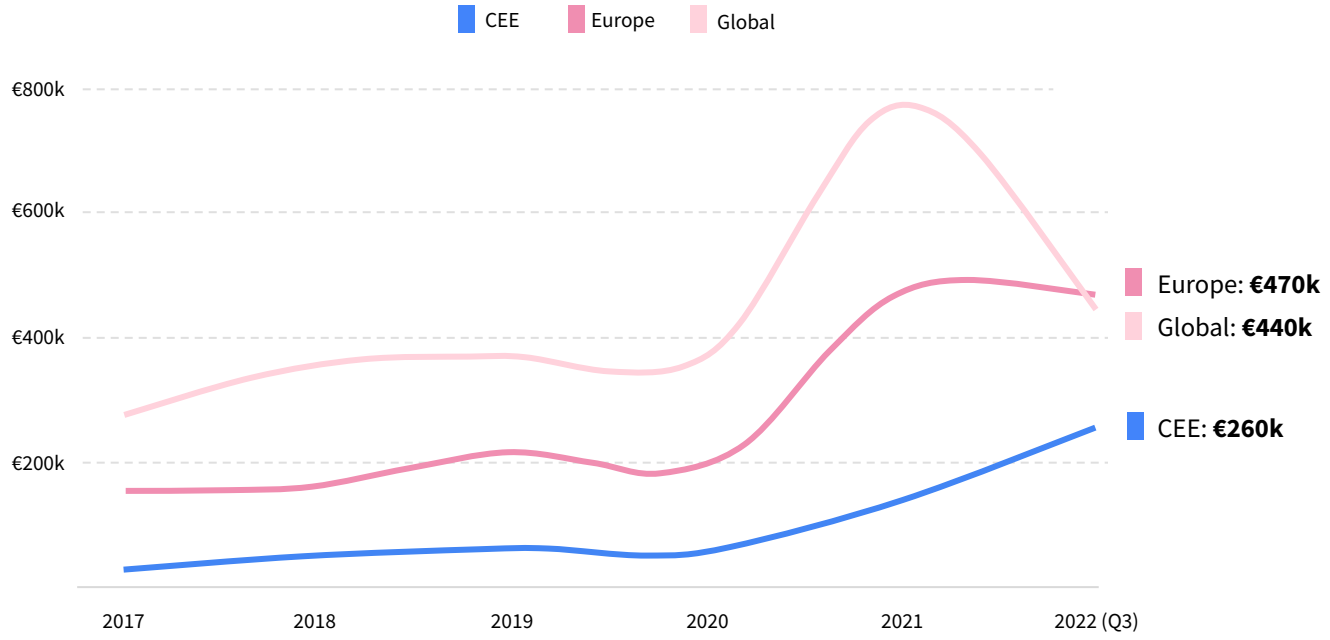


Source: Dealroom.co

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Average funding per startup is decreasing globally, but is increasing in CEE.

Average funding per startup, 2017-2022
Average funding (combined 5-year activity), startups founded and/or HQ'ed in selected geographies.



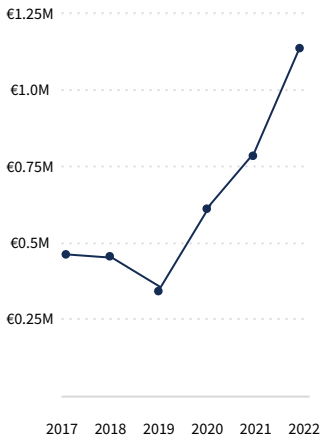
Source: Dealroom.co.

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CEE has shown resilience through 2022 so far, especially in early-stage investment. Seed and Series A average round sizes continue to increase.

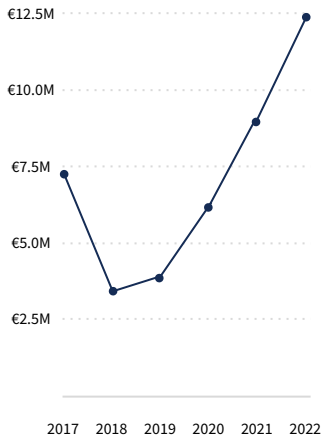
Startup Stage | Scaling Stage | Megarounds

Seed Avg. Round Size



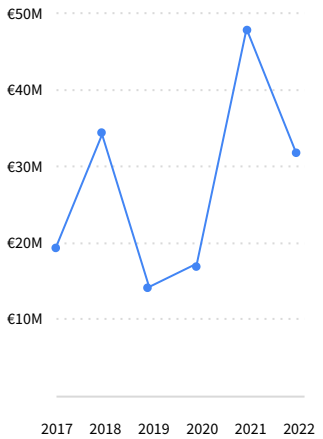
of Rounds since 2017: 350+

Series A Avg. Round Size



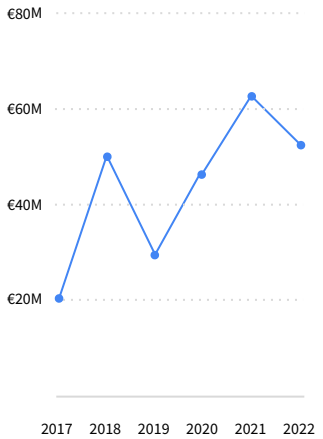
of Rounds since 2017: 120+

Series B Avg. Round Size



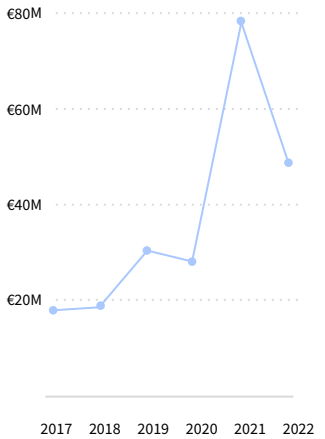
of Rounds since 2017: 50+

Series C Avg. Round Size



of Rounds since 2017: 40+

Series D+ Avg. Round Size



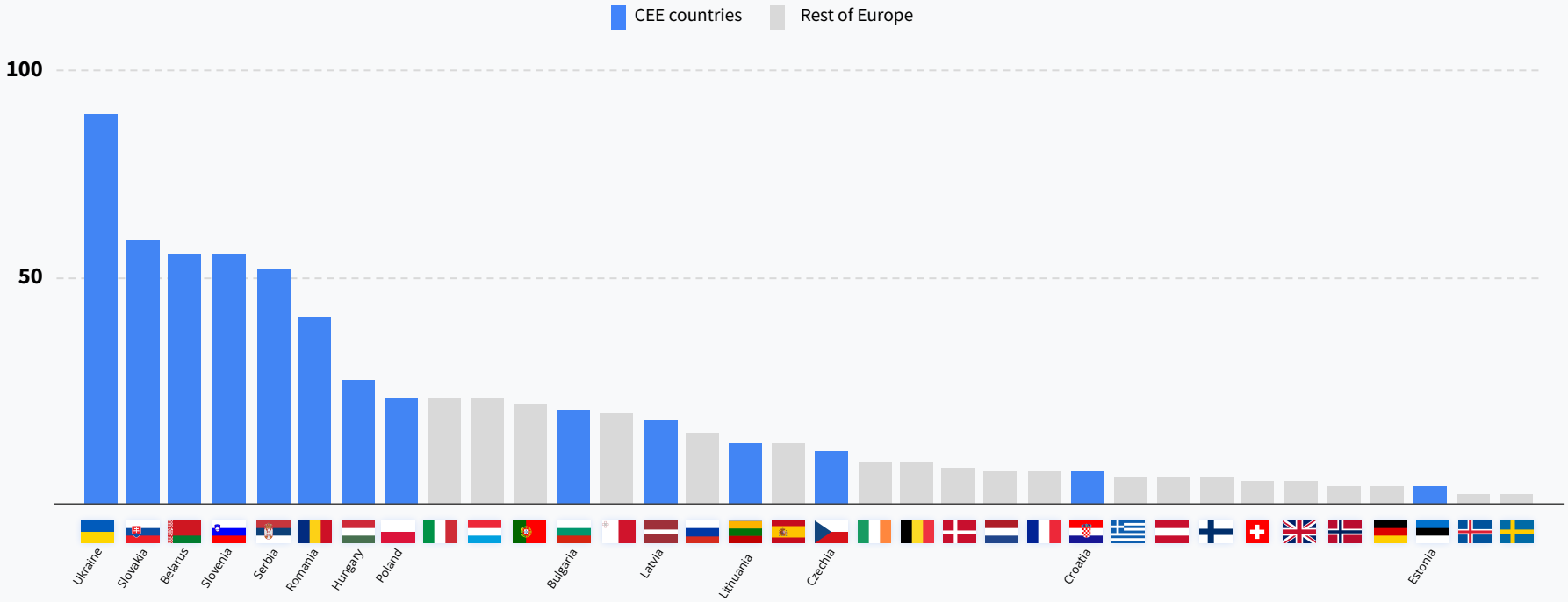
of Rounds since 2017: 30+

Source: Dealroom.co.

Google for Startups atomico Cred0. dealroom.co

VC funding is a powerful job creation engine in CEE, and leads to far more job creation in CEE than elsewhere on the continent.

Jobs created per M€ raised
combined funding 2015-2022, Jobs created as of H1 2022



Source: Dealroom.co. Includes CEE countries with 100+ funded startup and known global job creation, as of H1 2022. Startups based in CEE as well as startups relocated abroad are included.

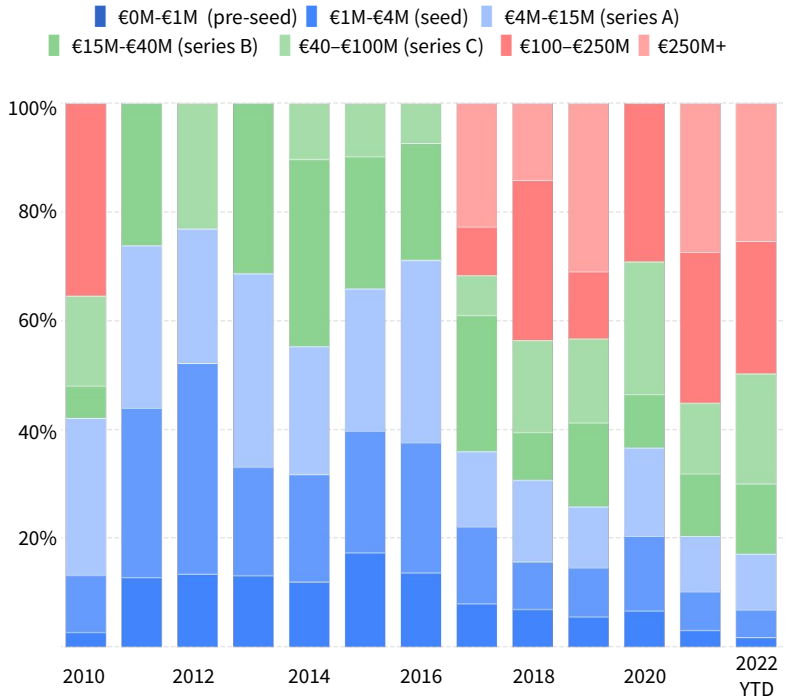
Google for Startups atomico Cred0. dealroom.co

3. VC activity & exits in CEE.

Rounds $100M and above account for 52% of the volume invested in CEE, year to date.

VC investment in CEE founded startups by round size

» view online



Selected Top VC-Funding Rounds in CEE, 2022

Bolt
Founded: Estonia
Round: €628M Series F

Rimac Automobili
Founded: Croatia
Round: €500M Series D

Rohlik
Founded: Czechia
Round: €231M Series D

Ataccama
Founded: Czechia
Round: €150M Series F

Green Group
Founded: Romania
Round:
€127M Growth Equity VC

Rimac Automobili
Founded: Croatia
Round:
€120M Growth Equity VC

Productboard
Founded: Czechia
Round: €125M Series D

Veriff
Founded: Estonia
Round: €100M Series C

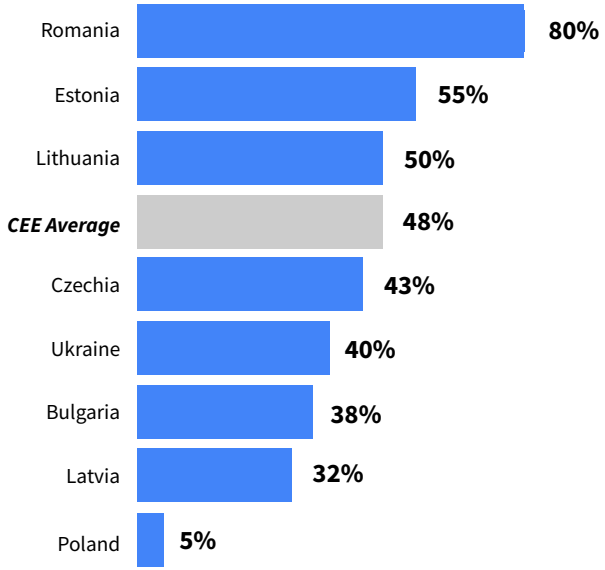
Nord Security
Founded: Lithuania
Round: €100M Late VC

Source: Dealroom.co. *Funding rounds over €100M are considered megarounds. Data captured until October/2022.

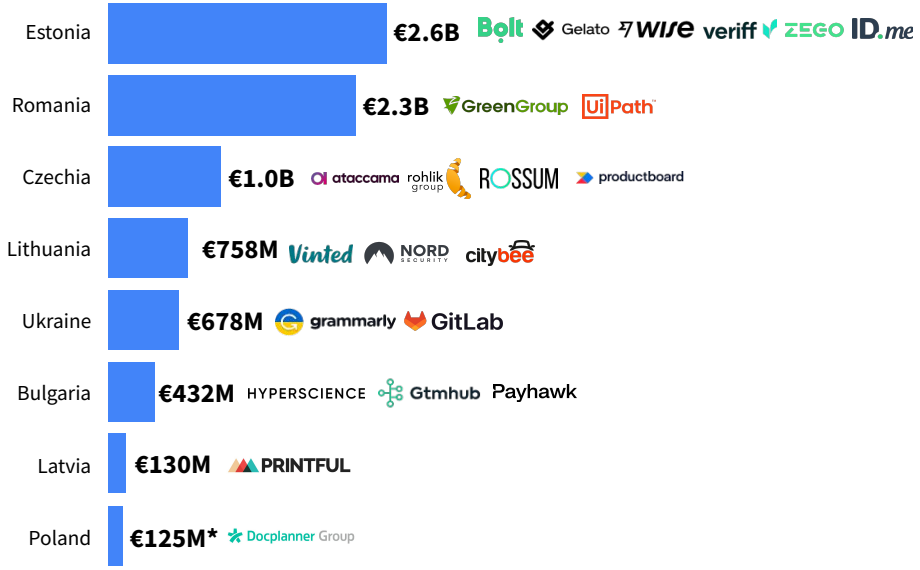
Google for Startups atomico Cred0. dealroom.co

Megarounds are shaping the funding landscape in CEE, albeit to varying degrees across countries.

Share of megaround in national funding landscapes in funding volume, 2017-2022H1



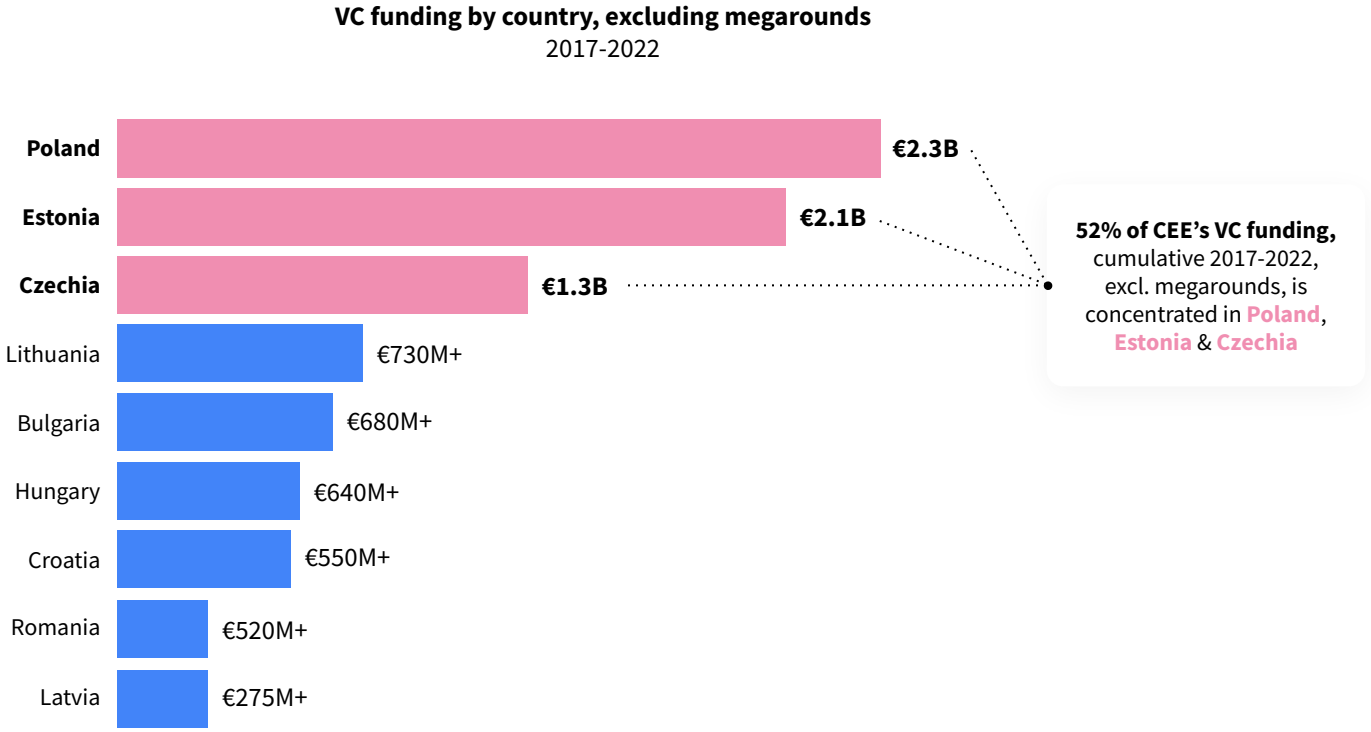
Top CEE megarounds in the last 5 years [» view online]



Source: Dealroom.co. **Megarounds** = rounds above €100M. *estimated transaction values.

Google for Startups atomico Cred0. dealroom.co

Megarounds aside, Poland and Estonia see the bulk of VC funding in CEE.

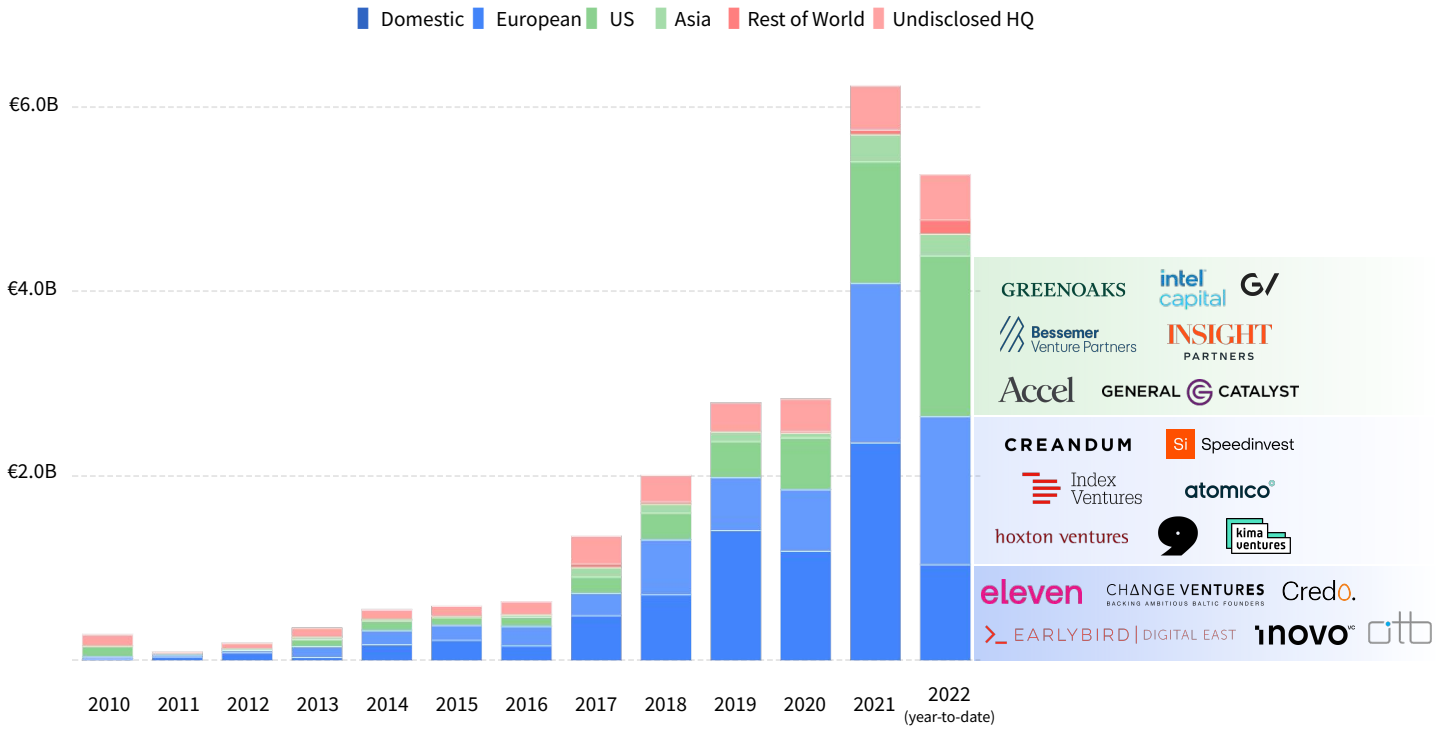


Source: Dealroom.co.
Megarounds = rounds above €100M.

Google for Startups atomico Cred0. dealroom.co

International investors have increased their activity in CEE startup funding.

Investment into CEE-born companies by investor origin » view online



Source: Source: Dealroom.co. Data updated in Oct/2022.

Google for Startups atomico Credo. dealroom.co

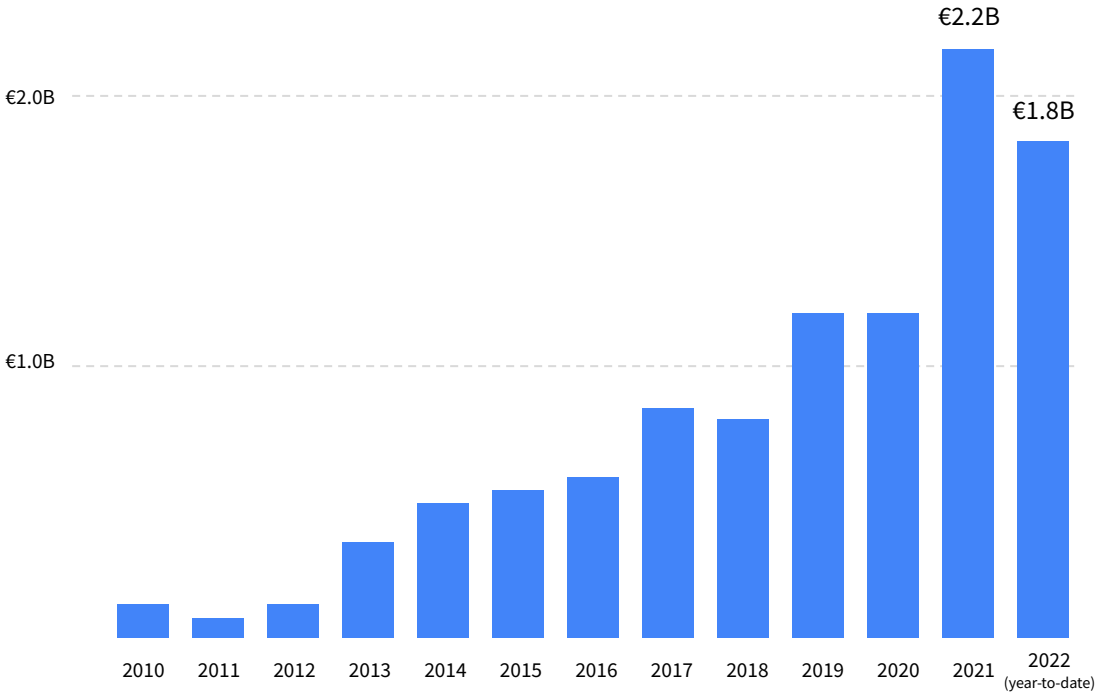
Selected top rounds with foreign investor participation in CEE.

STARTUP	DATE	LOCATION	ROUND	INVESTORS
Katana	Oct/2022	Estonia	€35 Series B	NORTHZONE, atomico, lightrock
Kevin.	May/2022	Lithuania	€65M Series A	Accel, Speedinvest, OpenOcean
Ready Player Me	Aug/2022	Estonia	€56M Series B	andreessen horowitz, Konvoy Ventures, Collab+Currency
Resistant.AI	Oct/2021	Czechia	€17 Series A	GV, Credo., Index Ventures
Seon	Apr/2022	Hungary	€87M Series B	CREANDUM, IVP Institutional Venture Partners
Silent Eight	Mar/2022	Poland	€40M Series B	scventures, wavemaker partners
Tidio	May/2022	Poland	€25 Series B	PEAKSPAN

Source: Source: Dealroom.co. Rounds announced in the past 12 months (October 2021-October 2022). sorted alphabetically.

2022 is set to match the record breaking 2021 volume of early-stage VC funding in Central and Eastern Europe.

Early-stage venture capital investment into CEE founded companies » view online



Early-stage VC funding rounds in 2022 » view online

NAME	INVESTORS	MARKET	LOCATION
Infermedica A leading digital health company s…	Karma Ventures Inovo Venture Partners European Bank for Reconstruction and Development (EBRD)	health health platform	Wroclaw, Poland
NFTPort A one-stop, simple and developer-…	Atomico Ott Kaukver Balaji Srinivasan Protocol Labs Jutta Steiner	fintech enterprise software crypto and defi	Tallinn, Estonia
Hotailors.com AI-powered business travel platfor…	DialCom24	travel enterprise software business travel	Warsaw, Poland
Tidio Is a customer experience tool that …	Inovo Venture Partners Rafał Brzoska PeakSpan Capital	marketing	Gdansk, Poland
Alcatraz AI An AI company that leverages the …	Almaz Capital European Bank for Reconstruction and Development (EBRD) Golden Seeds Ray Stata Endeavor Catalyst	security cloud & infrastructure	Redwood City, United States
Lightyear A simple and approachable way to…	Lightspeed Venture Partners Virgin Group Mosaic Ventures Richard Branson MetaPlanet	fintech wealth management	London, United Kingdom
Fitbeat.io The future of fitness in Web 3.0 - a…	Global Emerging Markets	gaming	Ljubljana, Slovenia
Synerise			

Source: Dealroom.co. *Especially at early stages, there is systemic underreporting in the last 12 months. Early stage rounds considered those under €40M.

Google for Startups atomico Cred0. dealroom.co

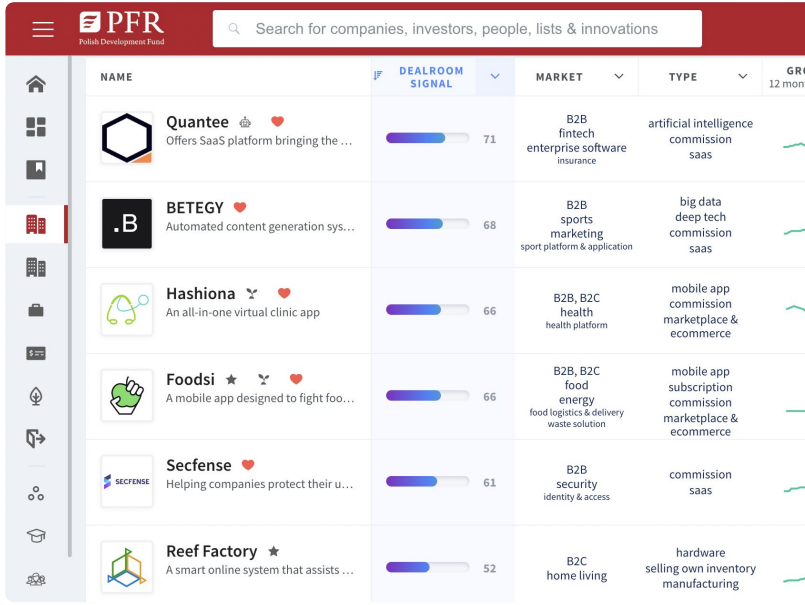
PFR Ventures

> Seed investments are crucial for the Polish ecosystem, as we need to sow first, to be able to harvest. For years, our young entrepreneurs were lacking capital. Since its inception, PFR Ventures' mission has been not to just boost funding, but also to change the mindset.
>
> Since 2019, we have been experiencing a major mindset change among young people. They know that they can rely on dozens of early-stage VC teams constantly looking for new start-ups. It's no longer a fool's dream to raise a pre-seed round for just an idea in a PowerPoint deck.

Maciej Ćwikiewicz
CEO
at **PFR Ventures**



100+ Polish startups
which raised early stage rounds in 2022 [» view online]



Discover the **Polish startup ecosystem**

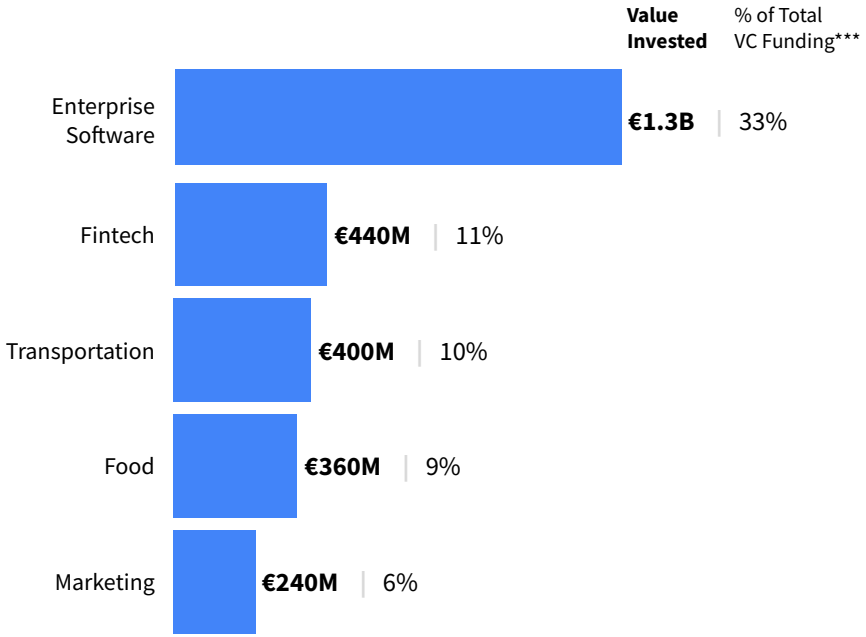
poland.dealroom.co

Source:

Google for Startups atomico Credo. dealroom.co

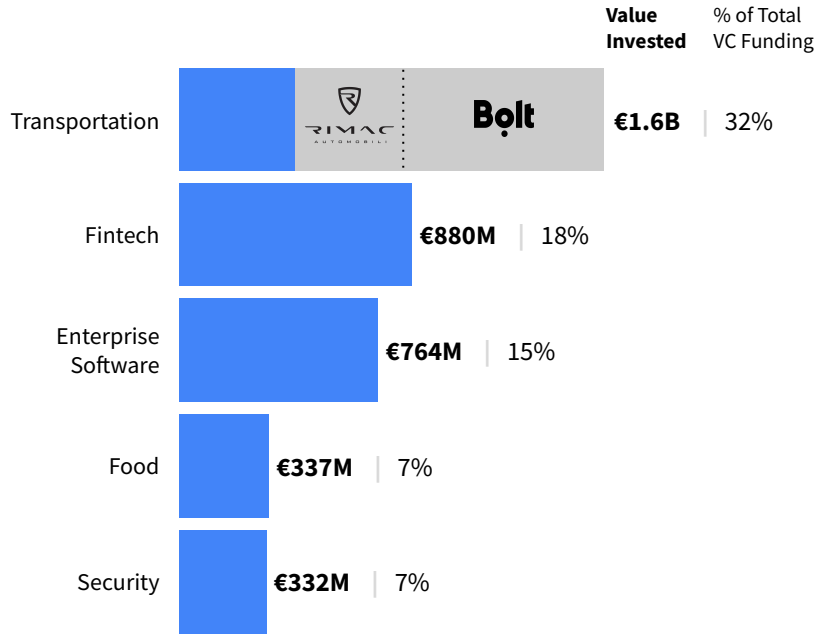
Transportation, Fintech & Enterprise Software lead VC investments into CEE.

Biggest Industries 2015-2021 by VC funding average



Top 5 Industries in CEE by VC funding

Q1-Q3 2022 » view online

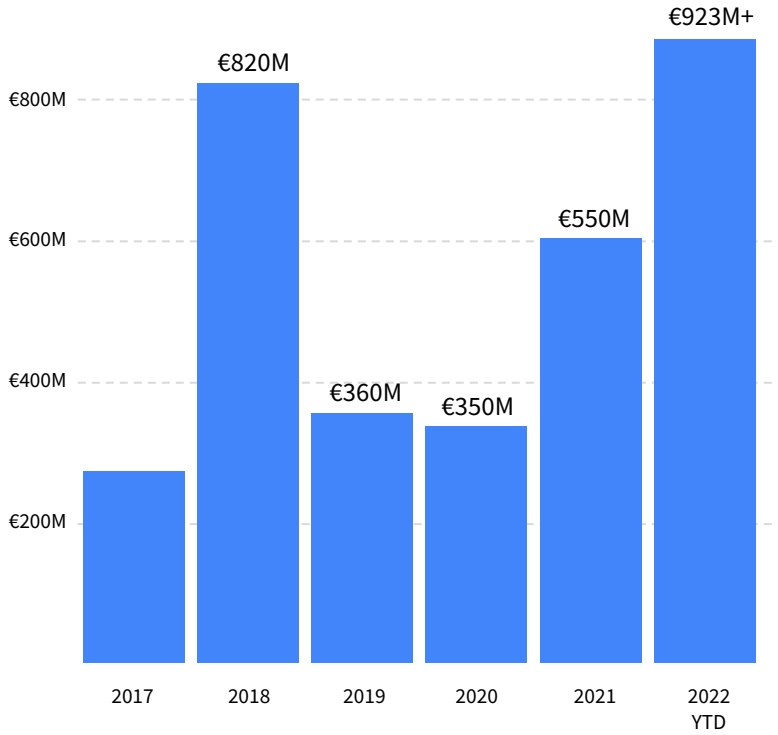


Source: Dealroom.co. *There may occur overlap between industries. **Bolt has been excluded from Food industry. ***Percentage and value of funding based on averages from 2015-2021.

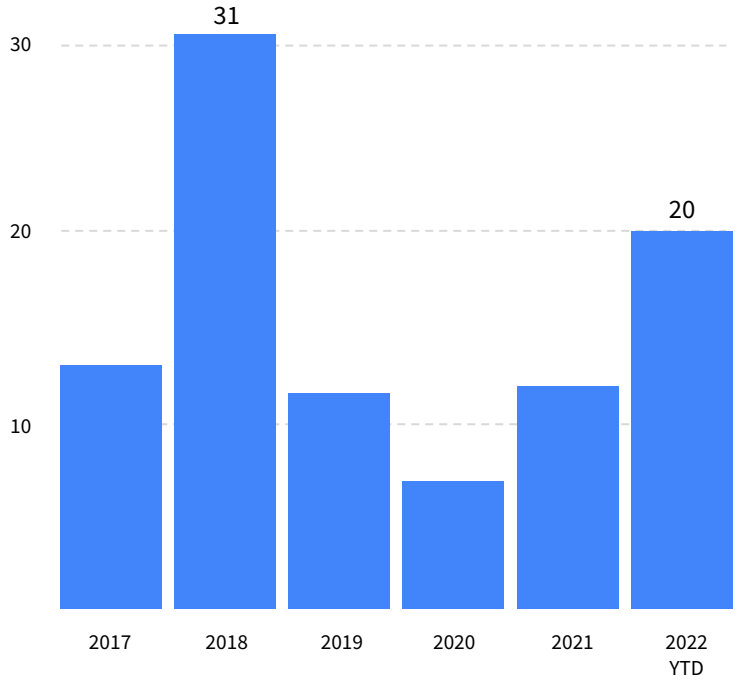
Google for Startups atomico Cred0. dealroom.co

The record in VC funding raised has already been broken. New funds are born and old funds are raising new funding.

New VC funds raised by CEE-based investors » view online



Number of CEE-based funds announced » view online



Source: Dealroom.co. *2022YTD based on H1 performance. Venture capital funds are investment funds that manage the money of investors who seek private equity stakes in startup and small- to medium-sized enterprises with strong growth potential

Google for Startups atomico Cred0. dealroom.co

CEE-based €50M+ funds announced this year.

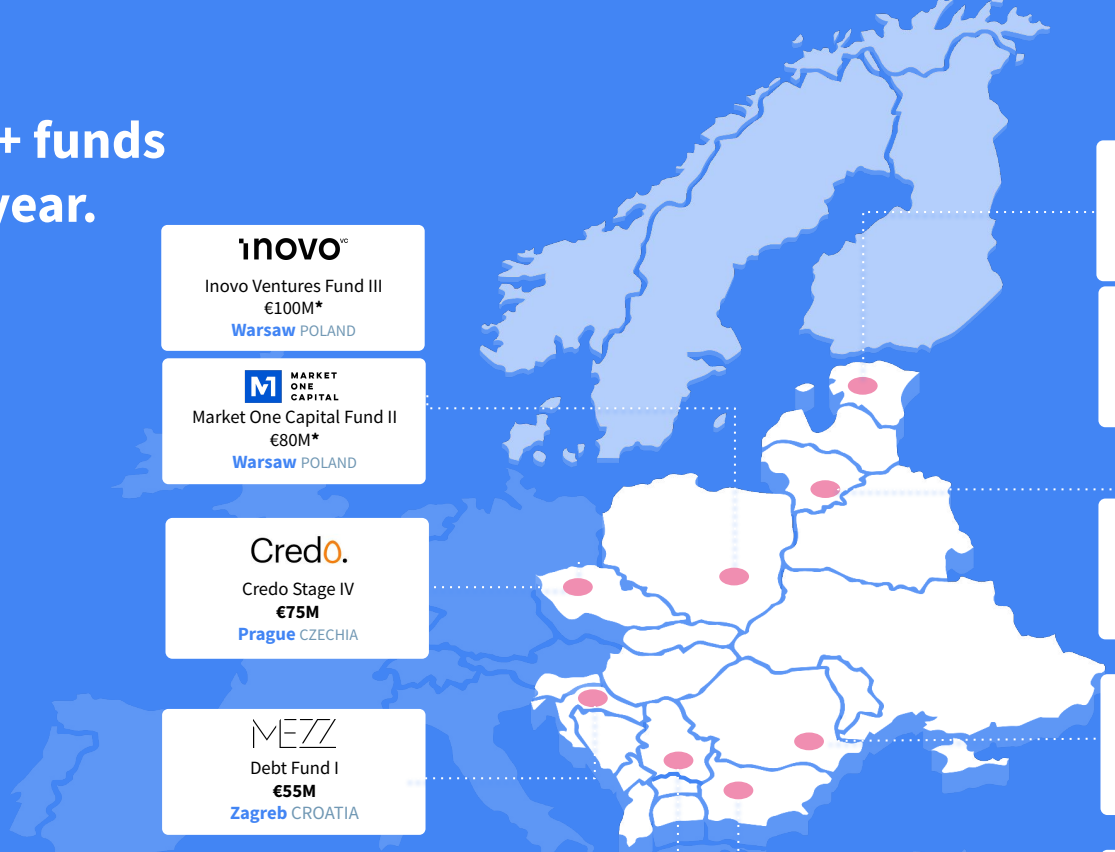
At a glance

19 New funds announced across CEE, year-to-date.

990 foreign investors with investments in CEE

SPOTLIGHT ON **UKRAINE**

- Blue & Yellow Heritage **€30M***
- HCGF IV **€125M**
- EIC Ukraine program **€20M**



Inovo Ventures Fund III
€100M*
Warsaw POLAND

Market One Capital Fund II
€80M*
Warsaw POLAND

Credo Stage IV
€75M
Prague CZECHIA

Debt Fund I
€55M
Zagreb CROATIA

SCV Technology Fund III
€70M*
Belgrade SERBIA

Trind VC Fund II
€55M
Tallinn ESTONIA

Superangel Fund II
€50M
Tallinn ESTONIA

Contrarian Ventures Fund II
€100M
Vilnius LITHUANIA

Catalyst Romania Fund II
€50M
Bucharest ROMANIA

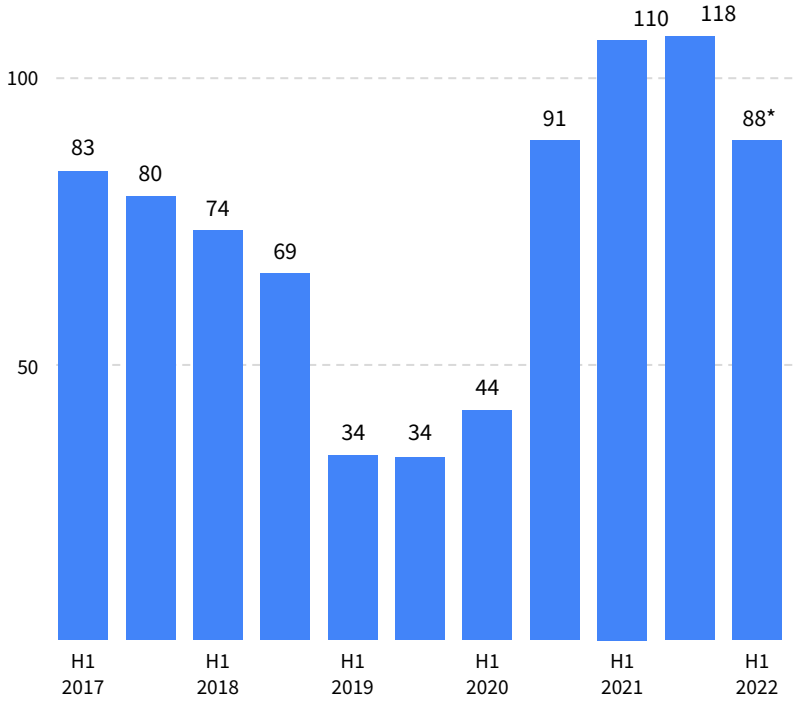
Eleven Ventures Fund III
€60M
Sofia BULGARIA

Source: Dealroom.co. * reported values as of 10.2022.

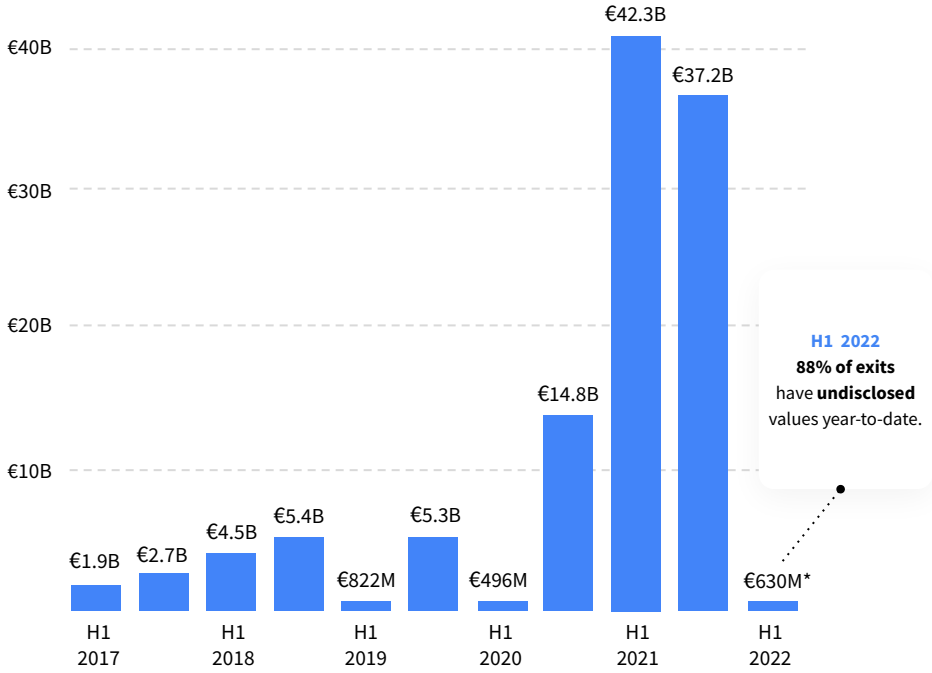
Google for Startups atomico Credo. dealroom.co

Exits are at one of their highest points in CEE's history, but it remains unclear how amounts will be affected by this year's market downturn.

Number of exits in CEE [» view online]



Exit amounts in CEE [» view online]



Source: Dealroom.co. *Last 12 months are systematically under reported and may cause lag in values. Confidential exits do not contribute to complete values.

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4. Deep dives:
Enterprise software, Gaming, Web3

With the support of



Skirmantas Januškas
Co-Founder & CEO
at **DappRadar**

DappRadar



Mariusz Gasiewski
CEE Mobile Gaming Lead
at **Google**

Google



Maciej Gnutek
General Partner
at **Credo Ventures**

Credo.

Has contributed on

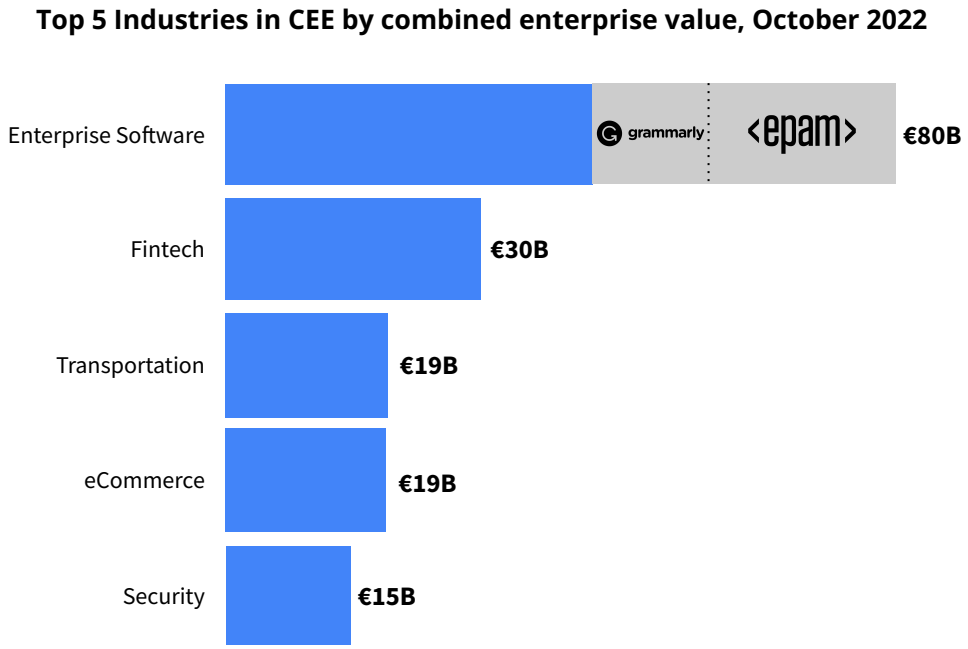
Web3

Gaming

Enterprise software

Google for Startups atomico Credo. dealroom.co

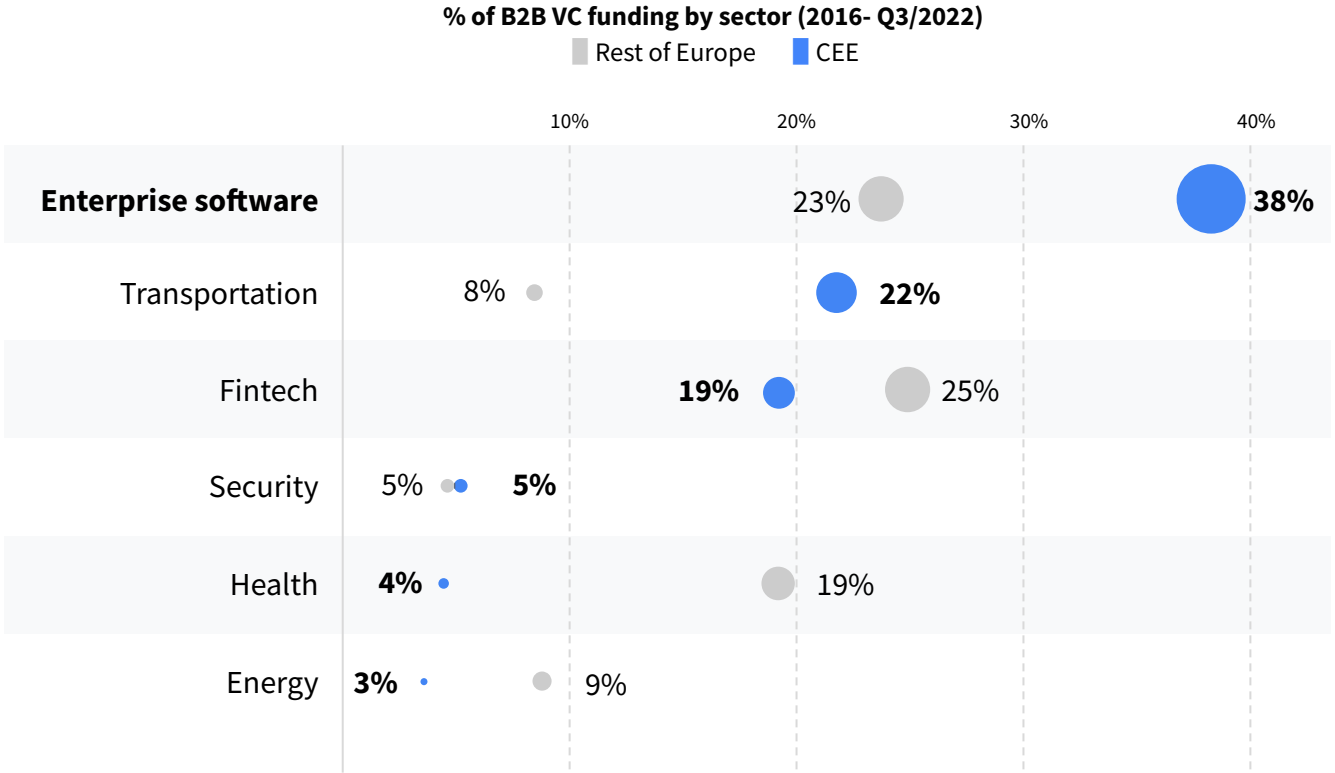
CEE Enterprise Software startups have a combined valuation exceeding all of their Fintech, Transportation and eCommerce counterparts combined.



Source: Dealroom.co. *There may occur overlap between industries. eCommerce contains Fashion, Home Living & Wellness segments. More on industry definitions can be found here.

Google for Startups atomico Cred0. dealroom.co

The funding landscape in CEE looks different compared to European average, with Enterprise Software taking up a significantly larger chunk of VC activity in the region.



Source: Dealroom.co. *Startups may belong to up to two industries. Overlaps and double counting is reduced organically but may occur at scale.

Google for Startups atomico Cred0. dealroom.co

CEE is home to some of the most promising Enterprise Software startups.

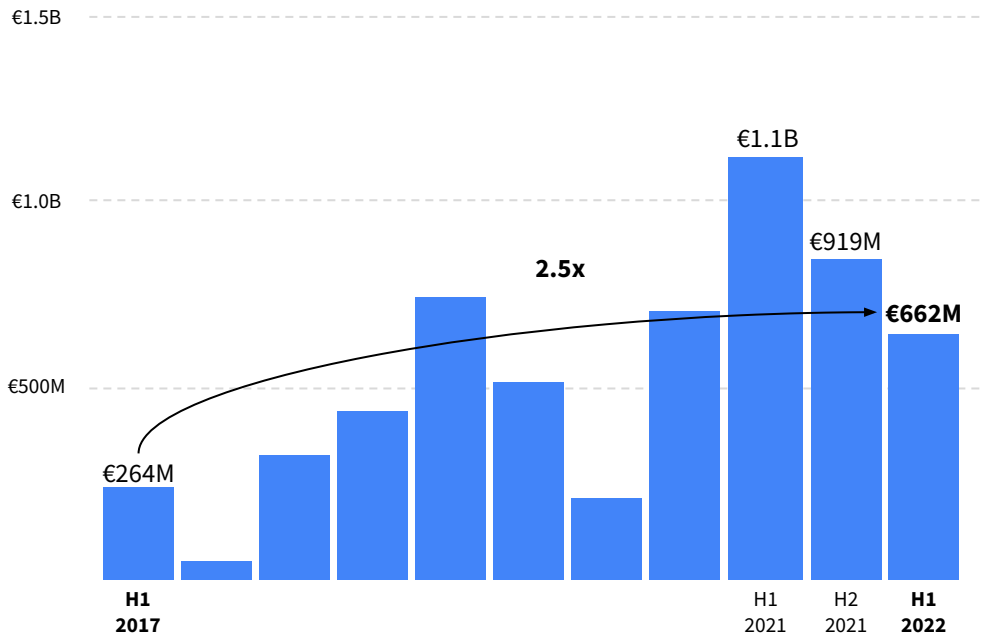


Source: Dealroom.co

Google for Startups atomico Cred0. dealroom.co

Funding into CEE Enterprise Software startups is down on a record-breaking 2021, but is still 2.5x compared to 5 years ago.

CEE Enterprise Software VC Funding [» view online]



Select CEE-founded Enterprise Software Funding Rounds of 2022

MANTA
Central hub for data flows.
Round: €35M Series B

Synerise
AI behavioural data processing.
Round: €23M Series B

Memsource
Automating content translation.
Round: €15M Growth Equity VC

DRUID
Intelligent chat bot.
Round: €14.2M Series A

Source: Source: Dealroom.co

Google for Startups atomico Cred0. dealroom.co

CEE's Software Development legacy is feeding a new generation of startups, as tech talents increasingly become founders.

Selected startups (co-)founded by former employees of 20+ Software Development studios, IT outsourcing companies and R&D offices of large European IT consultancies in CEE.

Selected CEE outsourcing companies & software development studios

tremend, GENESIS, UNICORN, intellias, softserve, endava, asseco, COMARCH, PGS SOFTWARE, infopulse, GlobalLogic, ManageWP, MusalaSoft, N-iX, TeleSoftas, divante

Balkans

Знамбе, AdvertAI, tenderly, archbee, i'm fine

Rest of Europe

Unit8, ROBOBEND, myppl, deep trait

Ukraine

Propertymate, WRT, SCOPO, Blynk, HARMAN, datrics

Poland, Hungary, Czechia & Slovakia

skladon., Sentimenti, Salesbook, SECFENSE, APIFY, KYP.ai, EDWARD, HITHIT, CODECOOL BUSINESS, joinera, Vue Storefront, SALESmanago

Baltics

millo, Boop

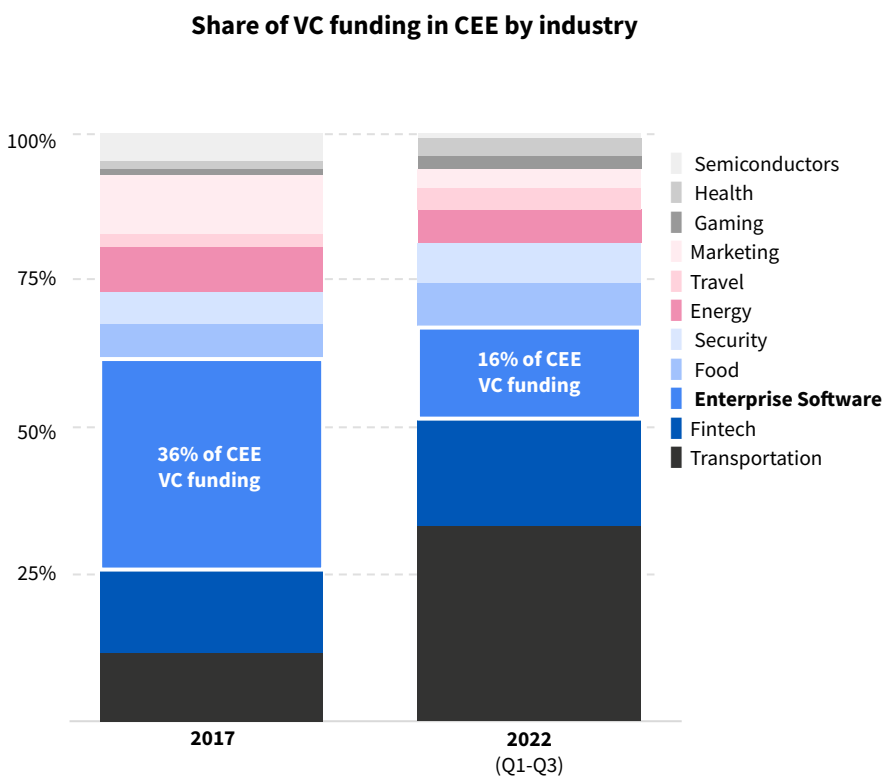
North America

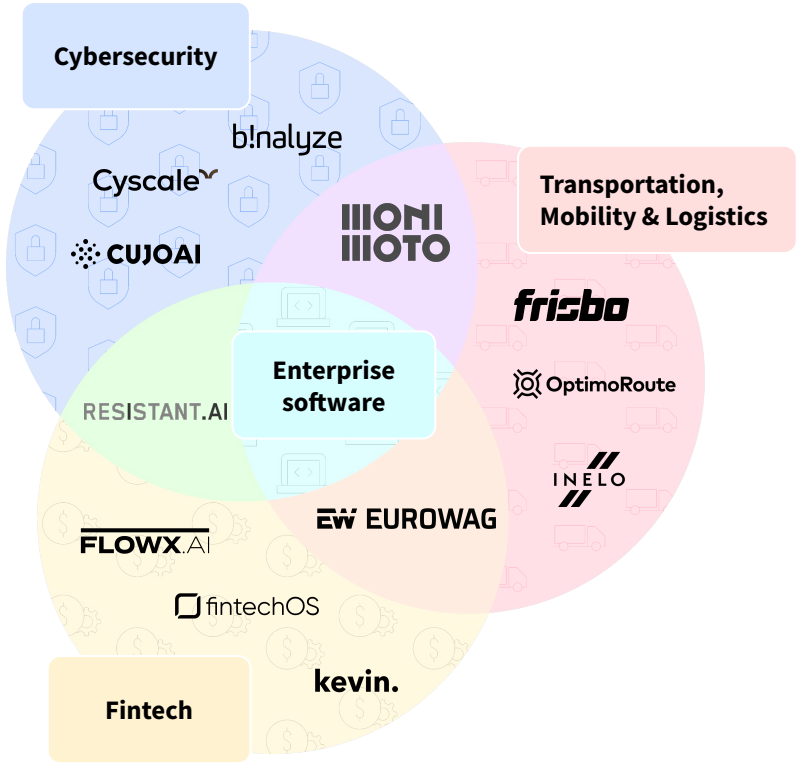
Starburst, Taimi, hily, altris AI

Source: []

Google for Startups atomico Credo. dealroom.co

CEE's Enterprise Software expertise is increasingly supporting innovation in other segments.



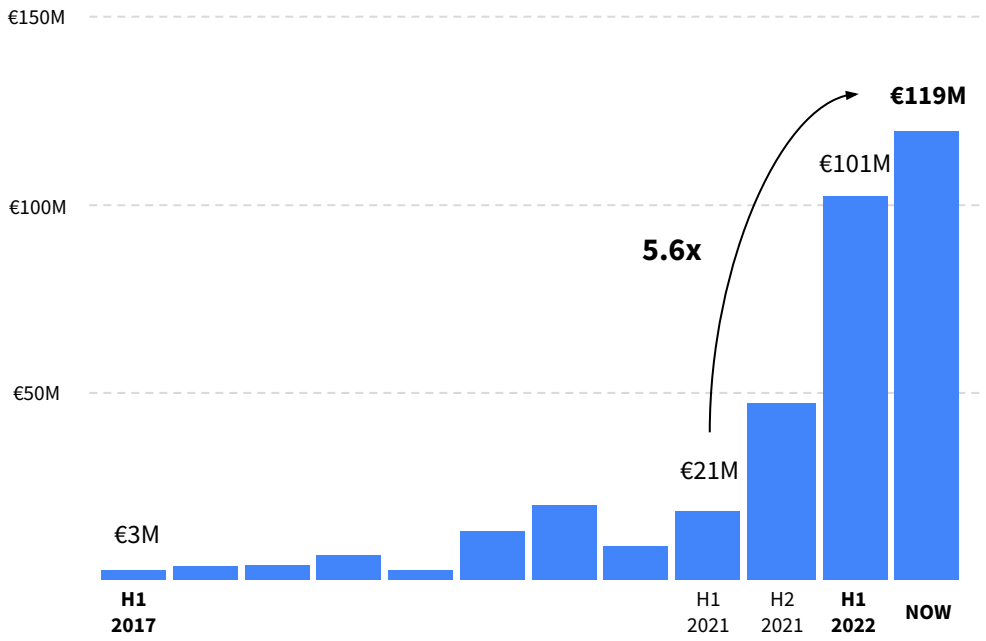


Source: Dealroom.co. *There may occur overlap between industries.

Google for Startups atomico Credo. dealroom.co

VC funding has grown 5.6x since 2021 for CEE-based Crypto and Web3 startups.

CEE-based Crypto/Web 3.0 Startups - VC Funding [» view online]



Selected Crypto & Web 3.0 CEE VC Funding Rounds, 2022

Ready Player Me
Founded: Estonia
Round: €56M Series B

BITLEVEX
Founded: Estonia
Round: €50M Early VC

Tatum
Founded: Czechia
Round: €41M Early VC

Tenderly
Founded: Serbia
Round: €40M Series B

Elrond
Founded: Romania
Round: €40M Early VC

NFTPort
Founded: Estonia
Round: €24.9M Series A

Aleph Zero
Founded: Poland
Round: €14.8M Seed

Source: Source: Dealroom.co

Google for Startups atomico Cred0. dealroom.co

Web3 startups to watch out for in Central Eastern Europe.

Selected CEE Web 3.0 startups, using dealroom SIGNAL

Tenderly
Founded: Serbia
Ethereum developer platform for innovative blockchain products.

Striga
Founded: Estonia
Crypto and Banking APIs

3Commas
Founded: Estonia
Crypto trading platform.

DappRadar
Founded: Lithuania
Decentralized crypto app store.

Revuto
Founded: Croatia
Subscription management with crypto micro-lending and borrowing.

Aurora Labs
Founded: Ukraine
Solution to operate apps on Ethereum-based platform.

RMRK
Founded: Croatia
NFT exchange platform.

Single.Earth
Founded: Estonia
Builds tools to mitigate climate change and biodiversity loss.

Change Invest
Founded: Estonia
Crypto exchange platform.

Ramp
Founded: Poland
Banking APIs to connect crypto with fiat.

Coinrule
Founded: Romania
Automated crypto trading platform

Somnium Space
Founded: Czechia
Social & open world VR platform.

Wert
Founded: Estonia
Crypto currency provider.

NFTPort
Founded: Estonia
NFT infrastructure & API tool for developers.

Nexo
Founded: Bulgaria
Crypto-backed loans.

Top CEE Web3 startups to watch out for » view online

NAME	DEALROOM SIGNAL	MARKET	TYPE	GROWTH 12 months growth
Nexo ★ The World's First Instant Crypto-ba…	72	B2C fintech mortgages & lending crypto and defi	blockchain deep tech subscription	140%
Ramp ★ Using open banking APIs to conne…	68	B2B fintech crypto and defi	blockchain subscription saas	174%
Blockmate An open-crypto API platform that c…	66	B2B fintech crypto and defi	blockchain commission saas	
Striga A payments layer built on the bitc…	63	B2B, B2C fintech crypto and defi payments	deep tech mobile app blockchain subscription saas	-20%
Change Invest ★ A rapidly growing FinTech providin…	55	B2B, B2C fintech crypto and defi wealth management	blockchain mobile app commission marketplace & ecommerce	75%
DappRadar ★ DappRadar provides information a…	51	B2C gaming fintech crypto and defi	blockchain deep tech subscription	53%
Single.earth ★ Single Earth is an online platform t…	47	B2C fintech wealth management crypto and defi	blockchain commission marketplace & ecommerce	97%
Revuto ★ Intuitive solution for active subscri…	43	-		-15%
RMRK ★ RMRK.app - a remarkable experim…	42	-		

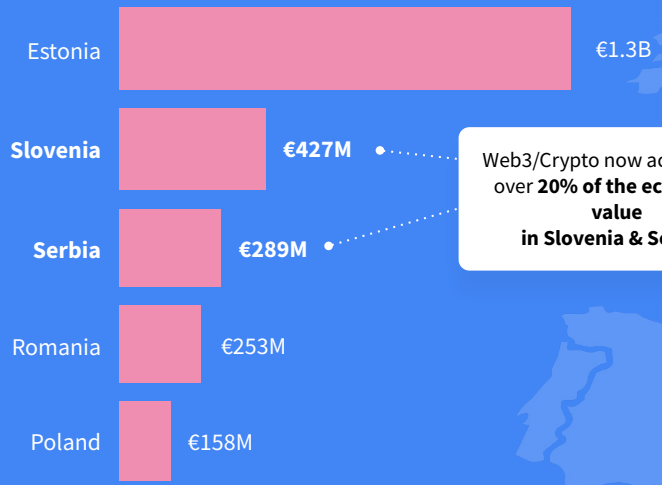
Source: Dealroom.co

Google for Startups atomico Credo. dealroom.co

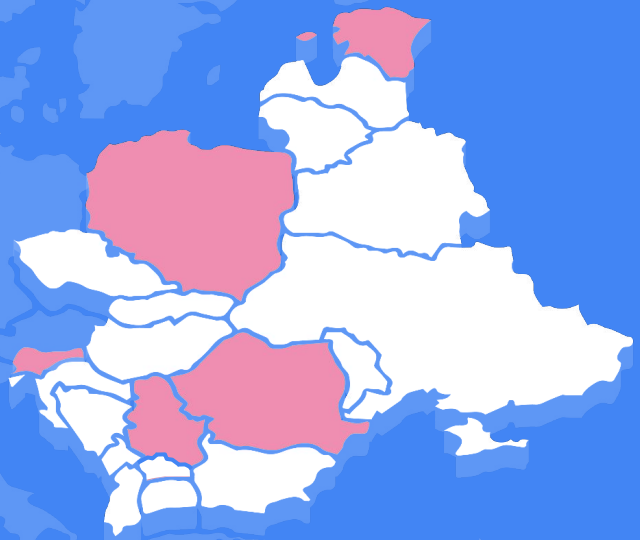
Estonia, Slovenia & Serbia concentrate over 70% of combined value of Web3 startups in CEE.

Top 5 Web 3.0 hubs in CEE by Enterprise Value » view online

- Countries >€100M in combined crypto enterprise value
- Countries with less than <€100M in combined crypto enterprise value



Web3/Crypto now accounts for over **20% of the ecosystem value in Slovenia & Serbia**.



Source: Dealroom.co. Combined enterprise value of 585 startups identified on the basis of their product and location of their main center of business.

Google for Startups atomico Credo. dealroom.co

Gaming startups to watch out for in Central Eastern Europe.

Top CEE gaming startups by dealroom SIGNAL

Huuuge
Founded: Poland

InSTREAMLY
Founded: Poland

Jarvi Games
Founded: Ukraine

Whimsy Software
Founded: Ukraine

RedDeer Games
Founded: Poland

Tips.GG
Founded: Ukraine

Originalgames
Founded: Estonia

Kool2Play
Founded: Poland

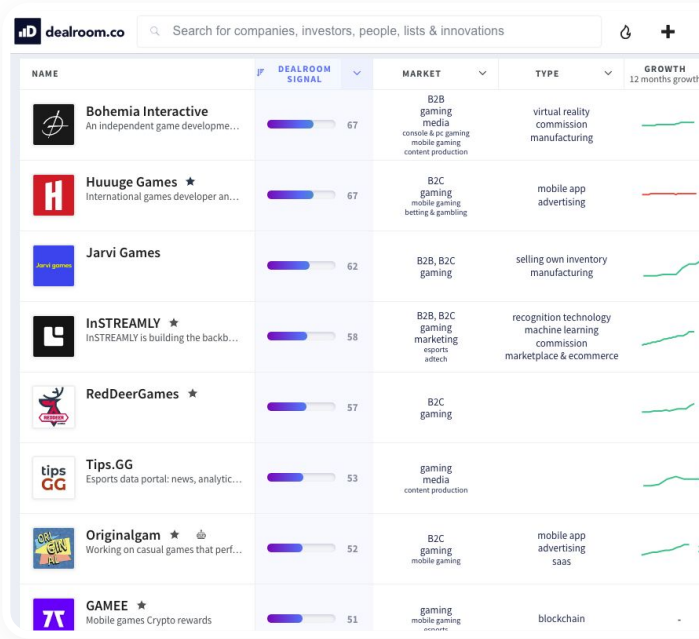
Gotiva Games
Founded: Bosnia & Herzegovina

BeardedBrothers Games
Founded: Poland

Firebyte Games
Founded: Romania

Farom Studio
Founded: Ukraine

550+ gaming startups to watch out for » view online

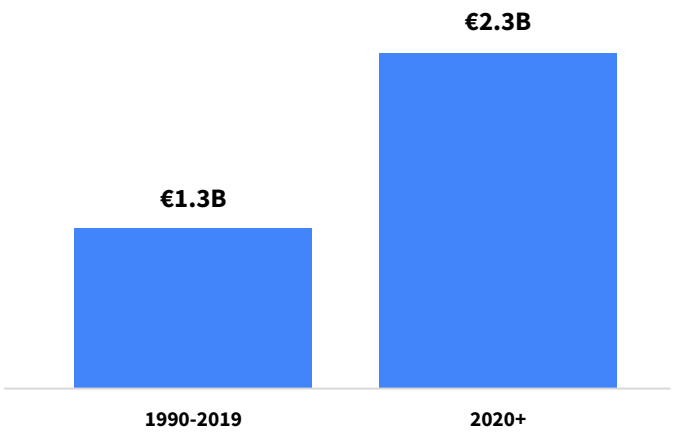


Source: Dealroom.co

Google for Startups atomico Credo. dealroom.co

With over €2B in exits since 2020, CEE has created a streak in Gaming.

Combined CEE Gaming Exit Values » view online



Biggest CEE Gaming Exits since 2020

Huuuge
Exit round:
€445M IPO 2021

Nordeus
Exit Round:
€378M Acquisition 2021

Coolbet
Exit round:
€176M Acquisition 2021

Nanobit
Exit Round:
€148M Acquisition 2020

Flying Wild Hog
Exit Round:
€137M Acquisition 2021

Melsoft
Exit Round:
€100M Acquisition 2020

Casaulino
Exit Round:
€46M Acquisition 2022

People Can Fly
Exit Round:
€43M IPO 2020

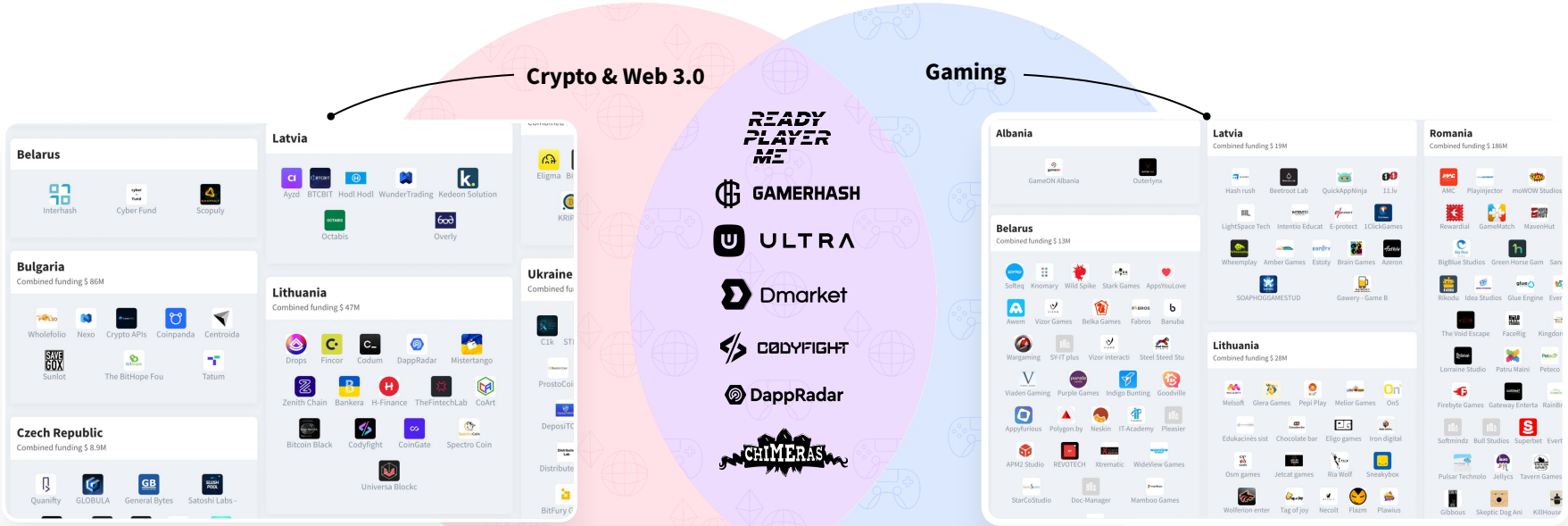
Source: Dealroom.co

Google for Startups atomico Credo. dealroom.co

Web3 and Gaming startups are mutually-reinforcing in CEE, leveraging renowned expertise of the region.

CEE Web3 Landscape [» view online]

CEE Gaming Landscape [» view online]



Source: Dealroom.co

Google for Startups atomico Cred0. dealroom.co

CEE Gaming & Web3 startups are aiming for efficiency to deal with challenging times.

“Just three months after founding DappRadar, the whole crypto industry witnessed a steep decline. Since then, we've been building with the mindset that the next downturn may be around the corner. While we've looked for cost savings, our growth plans - including expansion of our DAO - haven't changed at all. My advice to the crypto community is to do the same. Keep a firm eye on your costs, but stick to your plans to ensure you emerge stronger from the current market.”

Read the full interview

Skirmantas Januškas
Co-Founder and CEO
at **DappRadar**



“Cash is king in hard times. That’s why we’re focused on short-term performance. We’re fortunate to have a strong financial profile and good profitability, which is the basis for the company's long-term development.”

Read the full interview

Maciej Zużałek
CEO
at **Ten Square Games**



“Once people struggle with paying basic bills, they will cut their spending on entertainment. At Pixel Federation, we try to keep our costs low and do our best. In the gaming business, long term plans were always bullsh*t, and in this uncertainty they are even bigger bullsh*t.”

Read the full interview

Marian Fridrich
CEO
at **Pixel Federation**



Source:

Google for Startups atomico Credo. dealroom.co

5. Spotlight on **Ukraine**

With the support of



Andrew Wrobel
Founding Partner
at **Emerging Europe**

EMERGING EUROPE



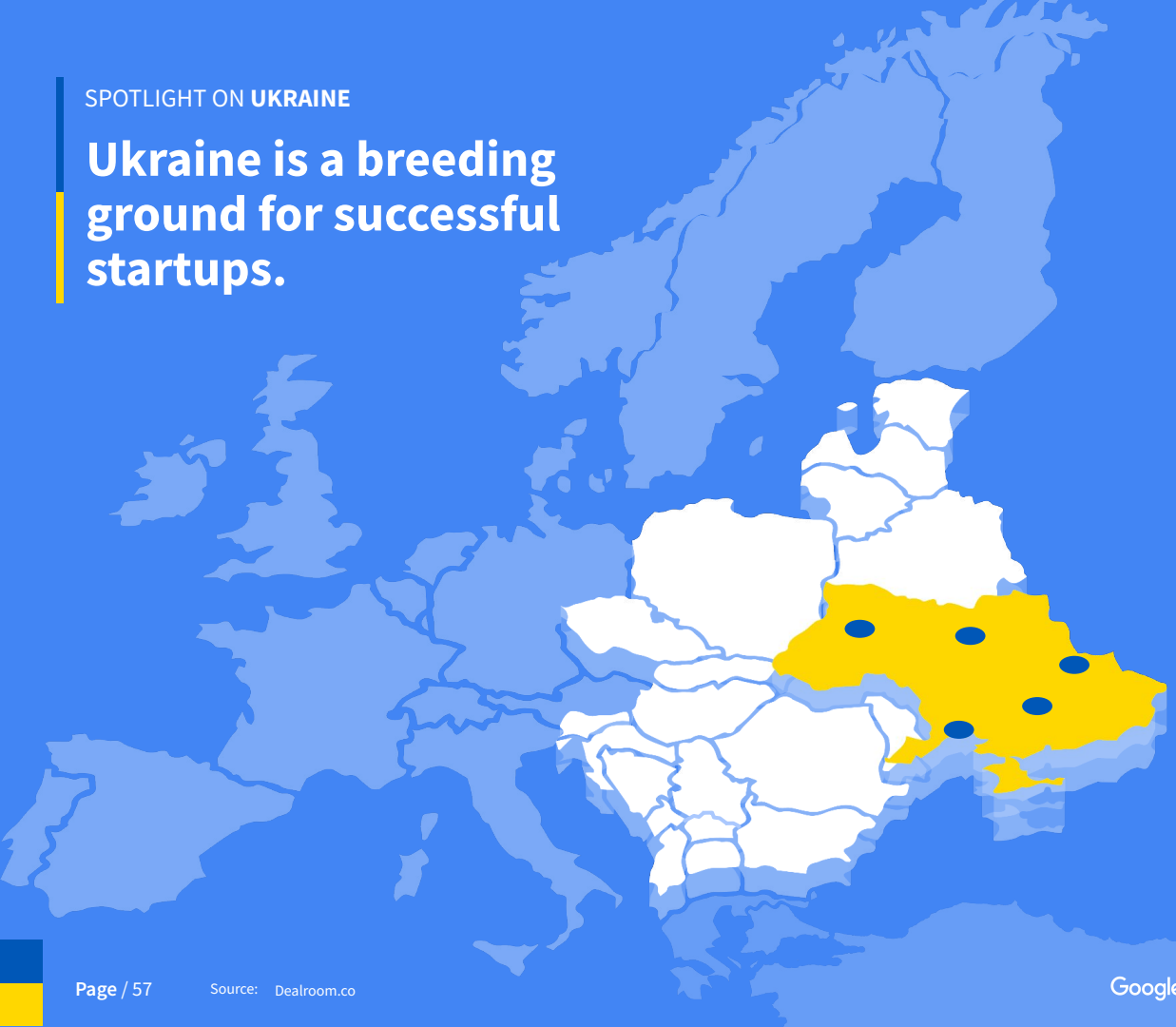
Evgeny Galkin
Industry Head
At **Google Ukraine**

Google

Google for Startups atomico Credo. dealroom.co

SPOTLIGHT ON **UKRAINE**

Ukraine is a breeding ground for successful startups.



Selected Ukrainian startups & Unicorns

BetterMe
Revenue Grid
BitFury
Grammarly
Restream
AirSlate
Reface
Preply
DMarket
GitLab
MacPaw
Readdle
People.ai
Aurora Labs
Rallyware
Jooble

>> Open access to the Ukrainian Startup Ecosystem

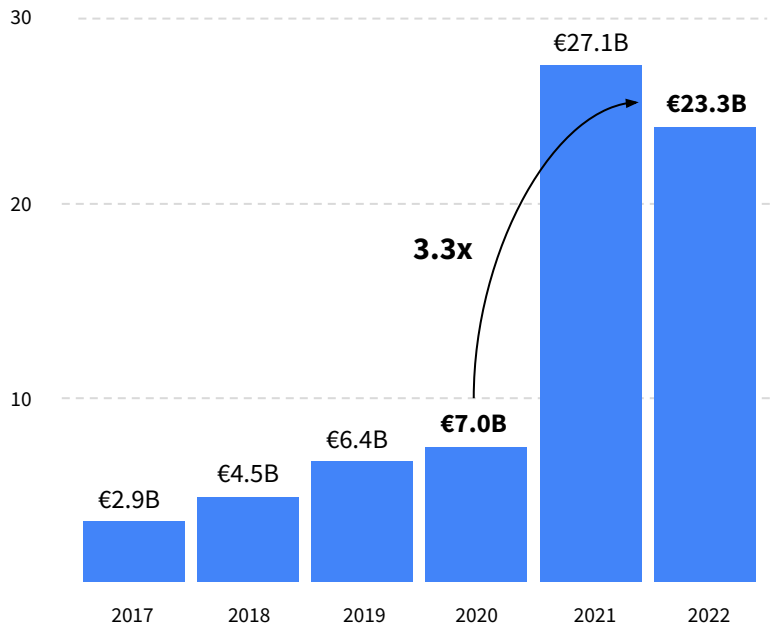
Supported by Tech Ukraine dealroom.co

Source: Dealroom.co

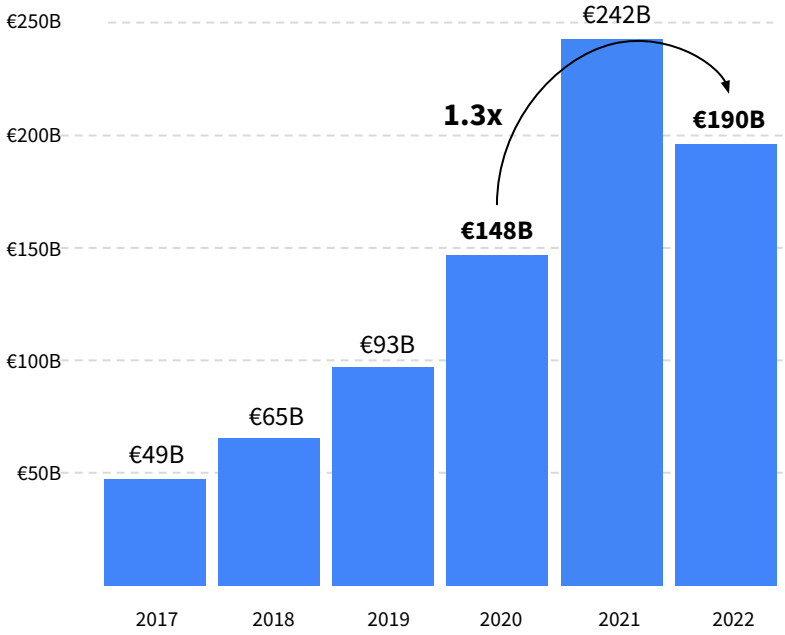
Google for Startups atomico Credo. dealroom.co

Ukrainian startups are showing incredible resilience in spite of the war and recession, with enterprise value growing 3.3x since 2020.

Total combined enterprise value of Ukrainian Startups » view online



Total combined enterprise value of CEE » view online



Source: Dealroom.co

Google for Startups atomico Credo. dealroom.co

Startups have had to cope with uncertain times.

“At the moment Russia invaded, one third of the team was in Kyiv, roughly 150 people. Other than the co-founders, none of the leadership team are Ukrainian and they really did their best to manage the business and evacuation process. We organized a team of 10 people working 24/7 to make sure every single Prepler in UA had everything they needed during those weeks, from transportation to accommodation in the west of Ukraine or outside. We also provided financial, and mental health support.”

Read the full interview

Kirill Bigai & Dmytro Voloshyn
Co-founders at **Preply**



This can take a toll on startup teams.

“We extended deadlines for projects we planned to launch in 2022, but we haven't abandoned them. After all, the team lost the ability to work effectively for a few months, and it's impossible to work on the same level of productivity when constantly thinking and living through what's happening to our people and our country (Ukraine).”

Read the full interview

Oleksandr Kosovan
Founder and CEO of **MacPaw**



Source:

Google for Startups atomico Credo. dealroom.co

SPOTLIGHT ON **UKRAINE**

Ukraine's tech ecosystem is more than the sum of its startups.

Ukraine is home to **285 000+ IT professionals**[(1)], over 2,000 startups and hundreds of service providers and software development studios.

The Ukrainian startup ecosystem has shown incredible resilience and continues to provide livelihoods to Ukrainians at home and abroad, as well as innovations to the world.



1.5K Ukrainian startups
main center of business in Ukraine

600+ startups abroad
with strong ties to Ukraine

500+ foreign startups
with recent job openings in Ukraine

Foreign startups with ties to Ukraine.

View online

Companies founded in Ukraine with current HQ abroad

Companies (co-)founded by alumni of Ukrainian universities

Companies founded by Ukraine-based founding teams

Foreign startups & tech companies actively recruiting in Ukraine this year.

View online

Ukraine is home to a dense startup & tech ecosystem: there are 1.5k active startups based in the country[(2)]. Another **600+** startups were founded in Ukraine, or by Ukraine-based founding teams and/or by alumnus of Ukrainian universities.

Source: (1) Source: IT Ukraine Association. (2) Source: ukraine.dealroom.co.

Google for Startups atomico Credo. dealroom.co

Google for Startups | Ukraine Support Fund

To help Ukrainian entrepreneurs maintain and grow their businesses, strengthen their community and build a foundation for post-war economic recovery, Google announced in March a $5 million Google for Startups Ukraine Support Fund.

Selected Ukraine-based startups will receive up to $100,000 in non-dilutive funding as well as ongoing Google mentorship, product support, and Cloud credits.

So far 33 startups were selected, with more to be announced before the end of year.

"When the war started, we opened our Google for Startups Campus doors to Ukrainian founders who arrived in Warsaw. The one strong feedback we got was that, on top of funds, they need visibility to show the world that Ukraine is still standing. This strong resilience shows in the numbers that we can see throughout this report.

For the Ukraine Support Fund, we have interviewed hundreds of Ukrainian founders. From that experience I can share that many startups from that region build sophisticated tech products, have strong teams with tech talent and are bootstrapped with most reaching break-even. All this with limited access to capital, so founders try to minimize costs where possible. In the report we can see that Ukraine is number 1 country when it comes to jobs creation per $M raised.

In the challenging times that are ahead of us, this mindset of Ukrainian founders gives them a natural advantage and will help them survive with hopes to grow further and rebuild their country's economy after the war."

Magdalena Przelaskowska
Senior Startup Partner Manager
at **Google for Startups**



Source:

Google for Startups atomico Credo. dealroom.co

6. Methodology & Acknowledgements

A few words on our methodology.

What is a startup?

Companies designed to grow fast. Generally, such companies are VC-investable businesses. Sometimes they can become very big (e.g. $1B+ valuation).

When startups are successful, they develop into scaleups (>50 people), grownups (>500 people) and result in big companies. Only companies founded since 1990 are included in this report.

What is a startup?

What is a unicorn?

Unicorns are (former) startups that reached US$ 1B valuation or exit at one point in time.

What is a Unicorn?

Geographic scope

In this report, the countries considered as part of CEE include: Estonia, Lithuania, Latvia, Poland, Czech Republic, Hungary, Slovakia, Croatia, Romania, Serbia, Bulgaria, Montenegro, Slovenia, North Macedonia, Bosnia and Herzegovina, Albania, Kosovo, Moldova, Ukraine, Belarus. While many startups founded in CEE relocate beyond the borders of CEE, most maintain business-critical ties to their homelands. In order to take this reality into account, this report includes both **CEE-based** startups, which maintain their main center of business (HQ) in their country of origin, and **CEE-born** startups, relocated outside of CEE as they grew.

CEE startups on Dealroom

Startups founded by alumni of CEE Universities, and/or nationals of CEE countries whilst abroad, as well as startup funded by CEE investors abroad, are not included in the main section of this report.

Underlying Data

Dealroom's proprietary database and software aggregate data from multiple sources: harvesting public information, user-submitted data verified by Dealroom, data engineering. All data is verified and curated with an extensive manual process.

The data on which this report builds is available via app.dealroom.co. For more info please visit dealroom.co or contact support@dealroom.co.

Venture Capital, Investors

Domestic investors refer to each respective SEE countries. Europe investors include all SEE and CEE investments except those from the company's founding or HQ location. Europe includes the entire European continent, the UK and Russia, but excludes Turkey.

Investment are referred to by their round labels such as Seed, Series A, B, C, … late stage, and growth equity. VC investments exclude debt, non-equity funding, lending capital and grants.

Source:

Previous editions of the report.

1st Edition
2019

2nd Edition
2021

3rd Edition
2022



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Google for Startups

Google's initiative to help startups thrive across every corner of the world.

At their best, startups solve complex problems. When they succeed, they move us all forward.

That's why Google for Startups brings the best of Google's products, connections, and best practices to level the playing field for startup founders and communities, and enable startups to build something better.

atomico

We partner with Europe's most ambitious tech founders.

Built by founders for founders, every single aspect of our firm, every part of our culture and every decision we take is designed with the sole ambition of helping our partners succeed.

Because it's through these pioneers that change happens. Rewiring our world to be a fundamentally better place. One entrepreneur at a time.

Credo.

We partner with outstanding technology founders from CEE to help them realize their global ambitions.

Credo Ventures is a venture capital company focused on early stage investments in Central Europe.

Our mission is to identify and back the most interesting early stage companies in the region, support them in their growth plans in global markets and help to achieve their objectives.



dealroom.co

Global startup & venture capital intelligence platform

Dealroom.co is the foremost data provider on startup, early-stage and growth company ecosystems in Europe and around the globe.

Founded in Amsterdam in 2013, we now work with many of the world's most prominent investors, entrepreneurs and government organizations to provide transparency, analysis and insights on venture capital activity.

Source:



Google for Startups

atomico

Credo.