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Dear guests, colleagues, entrepreneurs and partners,

It is a true pleasure to welcome you to the FinTech Forum.

When fintech leaders come together, we do more than exchange ideas — we build partnerships, launch pilots, and create exports that reshape markets. Latvia's fintech sector is ambitious, agile, and global by design. From day one, our companies are built to scale beyond borders.

Let me begin with a few numbers that illustrate the scale and momentum. Today, Latvia is home to around 130 fintech companies, spanning digital lending, investment platforms, payments, and fast-growing crypto services.

Most notably, Latvian licensed investment platforms already represent a significant share of the European market, with some estimates placing our platforms at 20–24% of certain licensed non-bank investment volumes across the EU. This is no coincidence. It's the result of talent, regulatory clarity, and a strong export mindset.

Behind these numbers are real companies and real impact.

Names like **Mintos**, **VIA Invest**, **Debitum**, **Lande** and others — connecting investors across borders.

Innovators like Paynt and **Bonusukarte** — simplifying payroll and tipping across markets.

And **Abillio** — streamlining invoicing and tax for freelancers worldwide.

These are Latvian-built solutions, trusted by customers from Europe and beyond.

One of our key competitive advantages is regulatory clarity. Thanks to the **Bank of Latvia** and our licensing framework, fintechs can obtain meaningful EU licences, access SEPA rails, and operate with a compliance posture that international partners trust. Importantly, our framework explicitly covers crypto-asset service providers, turning legal uncertainty into a strategic edge.

Think of regulation like architecture: you cannot build a skyscraper without blueprints.

Good, proportionate rules are our blueprints — enabling entrepreneurs to build resilient, scalable products. Latvia has those blueprints, and our fintechs are using them to build global businesses.

Another **pillar of our success is export orientation**. Latvian fintechs have been exporters from day one. Localization is minimal compared to the market horizons they

target, which drives export revenue, attracts foreign capital, and creates high-value jobs at home.

During our recent trade mission to Germany, 13 fintech companies joined Latvia's largest-ever business delegation — a clear signal of how industry and government work hand-in-hand to open doors abroad.

I would also like to thank the partners who help this ecosystem thrive:

The **FinTech Latvia Association** for coordinating industry engagement, and the **Bank of Latvia** for pragmatic, forward-looking regulation.

So what does this mean for investors, partners and policymakers in the room?

It means Latvia offers a tested combination:

Accessible licensing

SEPA connectivity

Strong engineering talent

And a strategic export mindset

It means pilot projects can move to production faster.

It means partnerships formed here can scale across Europe and beyond.

Let me end with a line that captures why we at LIAA champion fintech so strongly:

“Fintech is not just a set of products — it is a national competitiveness strategy delivered in code.”

Let's use this Forum to code that strategy together — to turn pilots into platforms, partnerships into exports, and ideas into sustainable growth.

Thank you and **I wish you a productive, inspiring FinTech Forum.**