



ARS VENTURES

Advisory CEE – Detailed Offering

Business Offering – Arvydas Strumskis

Abstract

Ars Ventures provides strategic consulting and venture building services for companies and investors expanding into Central & Eastern Europe. With over 30 years of experience as a fund manager, advisor, and board member in leading corporations and SMEs, Arvydas Strumskis combines hands-on business building, financing expertise, and governance. Our approach blends consulting with equity participation, ensuring long-term alignment and sustainable growth.

arvydas.strumskis@arsventures.eu

Market Entry Blueprint (2–3 weeks)

Your first step into CEE markets.

Deliverables

- Market validation (demand, competition, regulation overview)
- Regulatory & tax analysis (requirements for entry)
- Partner shortlist (3–5 vetted local partners/distributors)
- Entry cost & timeline estimate (6–12 months outlook)

Output

15–20 page strategic report + Q&A call

Fee

€2,500 – €4,000

Experience

As Fund Manager of Business Angel Funds I & II, guided portfolio companies in evaluating new markets across CEE, validating demand, navigating regulations, and identifying local partners.

Deal & Financing Structure (4–6 weeks)

Secure and sustainable business structures.

Deliverables

- Legal & corporate structuring (JV, subsidiary, SPV, rent-to-own)
- Financing model (convertible bonds, shareholder agreements, profit-sharing)
- Risk & compliance assessment
- Draft term sheet or transaction framework

Output

Legal/financial structure documents + advisory calls

Fee

€3,000 – €7,000

Experience

Structured investment deals for portfolio companies, including joint ventures and convertible bond financings, ensuring robust governance and financing structures.

Capital Attraction & Business Financing (6–12 weeks)

Turning ideas into funded ventures.

Deliverables

- Investor-ready business plan & pitch deck
- Financial model & projections (3–5 years)
- Target investor identification (VC, private equity, angel networks, strategic partners)
- Support in investor negotiations (term sheets, structures, deal closing)

Output

Investor package + introductions to funding sources

Fee

€5,000 – €15,000 (+ success fee negotiable)

Experience

Raised and deployed capital through Business Angel Funds I & II, supporting startups and SMEs in securing financing, refining pitches, and closing deals with co-investors.

Executive Strategy & Leadership Advisory

Strengthening leadership and governance in CEE.

Deliverables

- Strategy workshops for top & mid-level management
- Strategy training (expansion, transformation, governance)
- Board advisory & governance roles
- Leadership mentoring/coaching for regional executives

Credentials & Experience

Board & Governance Roles:

- Lietuvos Draudimas (Insurance) – Board Member
- Itella (Finland) – Board Member
- Nordwealth Family Office – Board Member
- SMEs in Lithuania & CEE: Paystrax, Integrated Optics, Optonas, BeKredito

International Consulting Roles:

- Baltic Beverages Holding (Carlsberg Group) – Consultant for acquisitions in Ukraine on behalf of large investors
- Cap Gemini – Head of Ukraine office, leading digital transformation projects
- Strategy workshops & training for management teams in Lithuania, Poland, and Germany

Regional Strengths:

- Deep knowledge of Ukrainian market and cross-border M&A
- Fluent in Russian, enabling advisory across Ukraine, Baltics, and CEE

Fee

Workshops €3,000–€6,000 | Corporate programs from €10,000 | Board mandates: equity or retainers

Venture Building (Equity Participation)

Building businesses from scratch with meaningful equity stakes.

Model

- Advisory + Setup: minimum 10% equity
- Full venture building involvement: 20–35% equity
- Hybrid: retainer fees + equity positions

Governance

- Board seat or observer rights with equity $\geq 10\%$
- Veto on key strategic decisions (shareholder agreements)
- Anti-dilution protection to preserve ownership share

Experience

Extensive track record building companies via Business Angel Funds I & II and private ventures across Lithuania, Poland, and CEE.

About Arvydas Strumskis

Entrepreneur, investor, and advisor with 30+ years of experience building and financing companies across CEE.

Founder and manager of Business Angel Funds I & II. Extensive board-level and consulting experience in Lithuania, Poland, Germany, and Ukraine.

Contact: arvydas.strumskis@arsventures.eu

Linkedin <https://www.linkedin.com/in/arvydas-strumskis/>

+370 698 23214