

SMARTUP

LOCAL BUSINESS MAGAZINE

MATE RIMAC'S CONCEPT ONE

The Skoewale's economy is booming in the market, the rising city will no longer be called the "baby" of the Asia family.

KIWI.COM

An exclusive interview with visionaries, innovators and leaders that changed how we look in the world.

RYAN AIR

Social media are already more important than our lives most people would say. What does the internet really do to our society.

PHOTOGRAPHED BY IAN CASTANEDA

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New business ideas from different countries



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Kiwi.com is a Czech company selling flight tickets, founded in 2012 by Oliver Dlouhy. It uses a database of thousands of flights to find the best flight connection between points A and B. They sold flight tickets for 330 million euro in 2016 and they are expecting revenue of 700 million euro this year.

Five years ago, the founder mr. Dlouhy wanted to take his girlfriend on holiday to Portugal but he was a student and the direct flights were too expensive. He started to combine several lowcost flights with changes to get to Portugal for the lowest price. He made an algorithm for this and founded a startup called skypicker. The first two years were very hard and he was working about 12 or even more hours a day to keep the company running. Then he succeeded and since then the company is growing rapidly.

Last year, the company decided to rebrand, leave the old name skypicker which was easy to confuse with other companies in this field and they bought a web domain kiwi.com for € 700 000. They chose this name because kiwi is one of a few words which are spelled and pronounced in the same way all over the world. Other words like this are e.g. panda or siesta. They claim the new global brand helped them to grab a larger marketshare and the investition of € 700 000 was definitely worth it.

Kiwi.com plans to add also bus and train routes to its database this year so they will be able to combine more ways of lowcost traveling in order to offer you the best price on your trip.

Kiwi.com is a super succesful Czech startup, it keeps growing rapidly since its fondation and it is expected to double the revenues in 2017.



KIWI · COM | Formerly **SKYPICKER**

LAUNCHING ON 18/5
12:00 CEST





Ryan air was set up by the Ryan family with a staff of only 25. The first Ryan air flight took air in 1985 in a small IS-seater aircraft. They took off from Waterford and landed in London Gatwick.

It is Europes favourite nairline simply bea+cause it is so cheap to fly.

It is Europes no.1 on time airline and an industry leading 31 year odl safety record.

It is Irish based airline owned by an Irish man Michael O'Leary.



Mate Rimac's Concept one

Rimac Automobili is a Croatian car manufacturer that develops and produces high-performance electric cars, drivetrain and battery systems, headquartered in Sveta Nedelja, Croatia.



Mate Rimac started his company in 2009 after converting his BMW E30 into an electric car and realizing how fast he could get with it. He won his first race against gas-powered cars in 2010 with the prototype, and just a year later, the Concept One debuted at the Frankfurt Motor Show, with torque vectoring in both directions and huge numbers on the sheet nobody would believe.

The Concept One is a clever and very complex car. The Concept One is designed to be the best electric supercar, not a supercar with electric motors. The whole car is developed around the powertrain and battery-pack. The vehicle achieves the speed range from 0 to 100 km/h in 2.8 seconds with a limited maximum speed of 305 km/h. The batteries are also designed to be economic - one charge can operate the car for around 510 km, and needs to recharge for only 30 min.



From that prototype, it was a natural progression to the Concept S, which is basically a Concept One for the track.

The Concept S is a lighter, more powerful and more aerodynamic, track-oriented update of the Concept One. The electric motors can produce 1384 bhp, that means the Concept S can accelerate from 0–100 km/h in just 2.5 seconds and reach a top speed of 365 km/h.

They will only build two, and both got sold before the premier at Geneva.

Proving that they can in fact build an entire car from the ground Mate Rimac has made the list of young entrepreneurs.



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Hotel Feedback
real time guest reviews

Hotel Feedback is an innovative and successful start up which provides connections between guest and hotel via wifi. Your guest see a welcome page where they fill some basic information and then submit their review.

Hotel feedback sends questions to your guests regarding service quality based on a date schedule. In case of a great review an automoted email is sent back to the guest prompting hit to post the review in social media. In case of a low review, the hotel manager will be instantly alerted with an email or SMS allowing him to interect with the guest before he checks out.

Get social and find what is happening in your hotel. Discover useful tips from other guests make suggestions and offers and ask other guests what is nearby. Create a sense of community and show your hospitality by offering online tips and networking with other bussiness travelers.

E-residency: a digital gate to Estonia

Estonia has only 1.3 million residents but we can say that this number is increasing because of opportunity for foreigners to register themselves as e-Residents of Estonia

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There are:

- 18 500 e-Residents**
- 1 500 businesses created by e-Residents**
- 367 million digital signatures used**

• What is e-residency?

“e-Residency offers to every world citizen a government-issued digital identity and the opportunity to run a trusted company online, unleashing the world’s entrepreneurial potential.”

The Republic of Estonia is the first country to offer e-Residency — a transnational digital identity available to anyone in the world interested in administering a location-independent business online. e-Residency additionally enables secure and convenient digital services that facilitate credibility and trust online.



- e-Residents receive a smart ID card which provides:
- digital identification and authentication to secure services
- digital signing of documents
- digital verification of document authenticity
- document encryption

Although e-Residency has many benefits it does not confer citizenship, tax residency, residence or right of entry to Estonia or to the European Union. The e-Resident smart ID card is not a physical identification or a travel document, and does not display a photo.

We asked a comment about e-Residency from Nick - one of the participants of youth exchange called Up and Out. He is a young man from Ukraine who is currently living in Estonia.

Nick is really well-informed about e-Residency and it's facilities. He even knows a few foreigners who are now e-Residents of Estonia. "Most of them are using the e-residency because of the benefits for their businesses" Nick told.

In his opinion the e-Residency is a great thing Estonians invented. "Beside online services the e-Resident smart ID allows you to make your life easier in real life, too, for example make a self-phone contract or buy and register a car in Estonia" he said, "If I were a businessman from another country I would register myself as an e-Resident. It's really big tool."

The Game

1. You should always put your picture in a CV.

True [H] False [Y]

2. Use at least 3 sentences to describe your experience in a CV.

True [A] False [O]

3. Rule no.1 on a project is: you are not allowed to die!

True [U] False [K]

4. EVS can last from 2 months up to 2 years.

True [F] False [T]

5. 3 priests live in Honeypot.

True [H] False [B]

6. EU solidarity corps are part of EVS.

True [N] False [P]

7. Rakia is the cure for everything.

True [A] False [I]

8. You can't get sunburned in Cyprus.

True [C] False [S]

9. All countries in this project are members of the EU.

True [J] False [S]

Final answer: _____