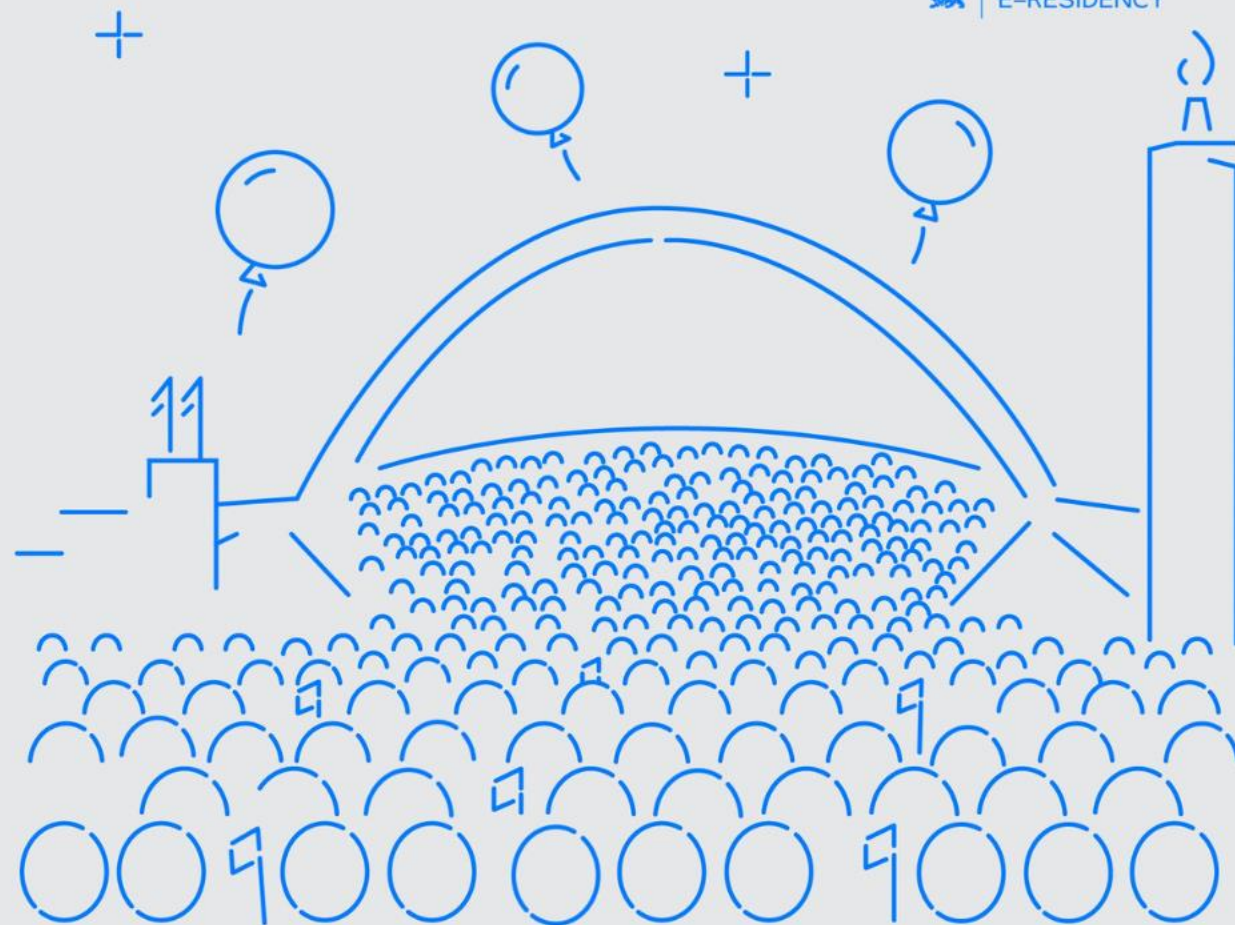




Live Q&A with the e-Residency Team – Ask us Anything!

20 December 2023



Dream big, dream digital. Celebrating

100 000

Estonian e-residents!

Speakers



Hannah Brown
Head of Content
e-Residency

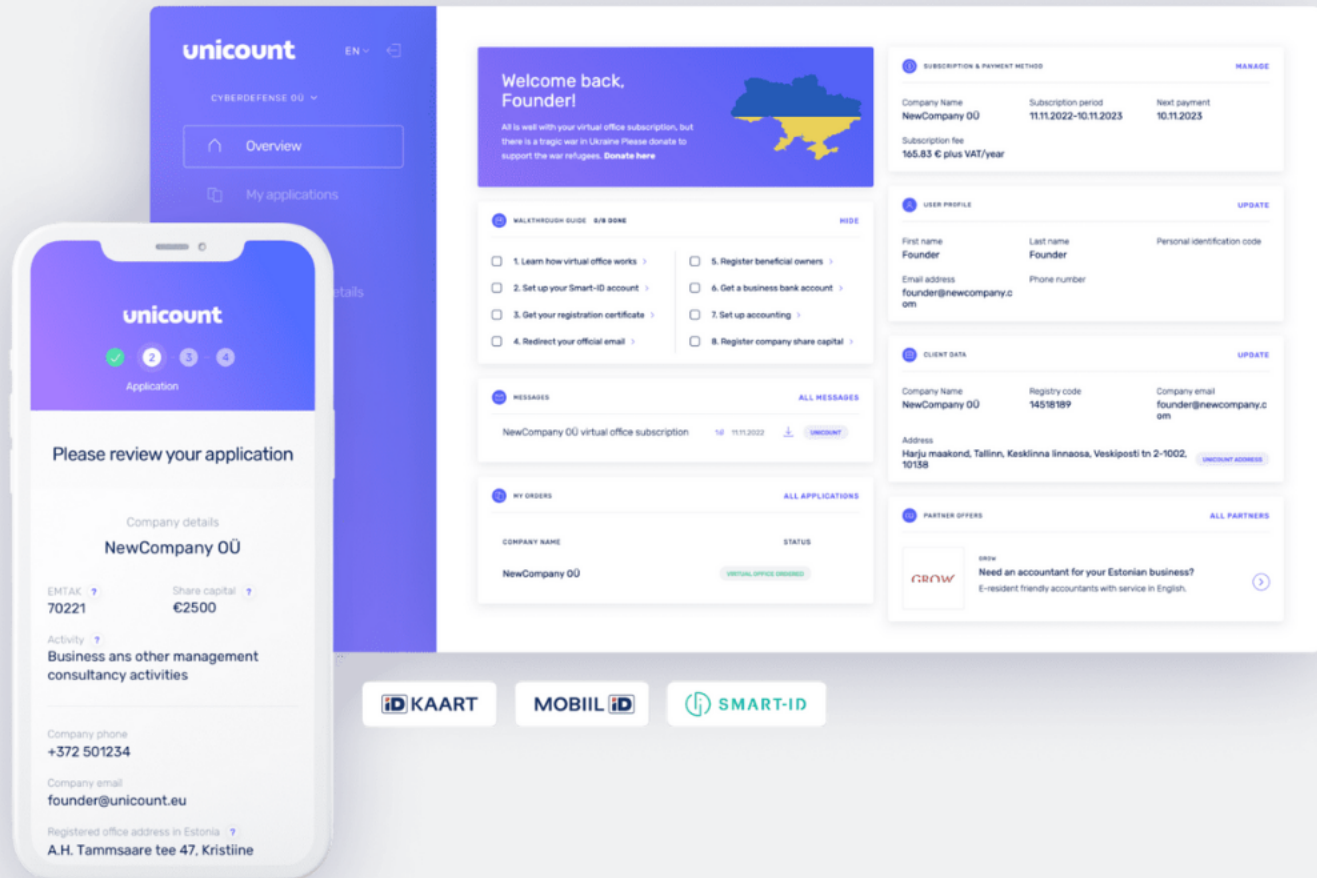


Liina Vahtras
Managing Director
e-Residency



Ivar Veskioja
Managing Director
Unicount

unicount



- + Online company formation agent
- + Virtual office & accounting services
- + User interface in 7 languages
- + Popular free content producer

950+ companies
established via
API service



Annual maintenance costs

- + Starting cost is €290 for company registration
 - + Annual virtual office subscription €199 incl. VAT
 - + Annual accounts starting from €199 plus VAT
 - + Monthly accounting service €99 plus VAT
- > First year €290+€199
- > Second year ≈ €442



unicount.eu/en/

Luke Seelenbinder & Ian Wagner

E-RESIDENTS SINCE

+ 2015

COUNTRIES

- + Luke: Switzerland / US
- + Ian: South Korea / US

COMPANIES

- + Funktional OÜ
- + Stadia Maps



What is e-Residency?



E-Residency is....

- + A **Digital identity**
- + Access to Estonian e-services
- + Secure digital signature
- + A digital key to do business in Estonia
- + A global community of e-residents



E-Residency is not....

- + Travel document
- + Citizenship, Visa or Residence permit
- + Tax residency
- + Business bank account
- + Personal bank account



Who can apply?

- + E-Residency is only granted to **individuals**
- + Substantial interest in using e-services & starting a company in Estonia
- + Not open for Estonian citizens or residents of Estonia
- + Restrictions on new applications from Russian or Belarusian citizens



Nevena, Serbia/US
Founder of Recrooit

Why become an e-resident?

- + Register an EU based company 100% online from anywhere
- + Run business remotely with 24/7 secure access to Estonian e-services
- + Digitally sign documents to highest eIDAS standards (as strong as handwritten)
- + Join a community of 100,000 like-minded people from 170+ countries



Patrick Heneise, Cyprus / Germany
Zentered

Timeline



Apply online in
~30 minutes

Choose pickup location

Pay the state fee
(€100-120)



Estonian Police &
Border Guard Board
reviews application
within 30 days of
submission



E-Residency kit will
reach your pickup
location within
2-5 weeks



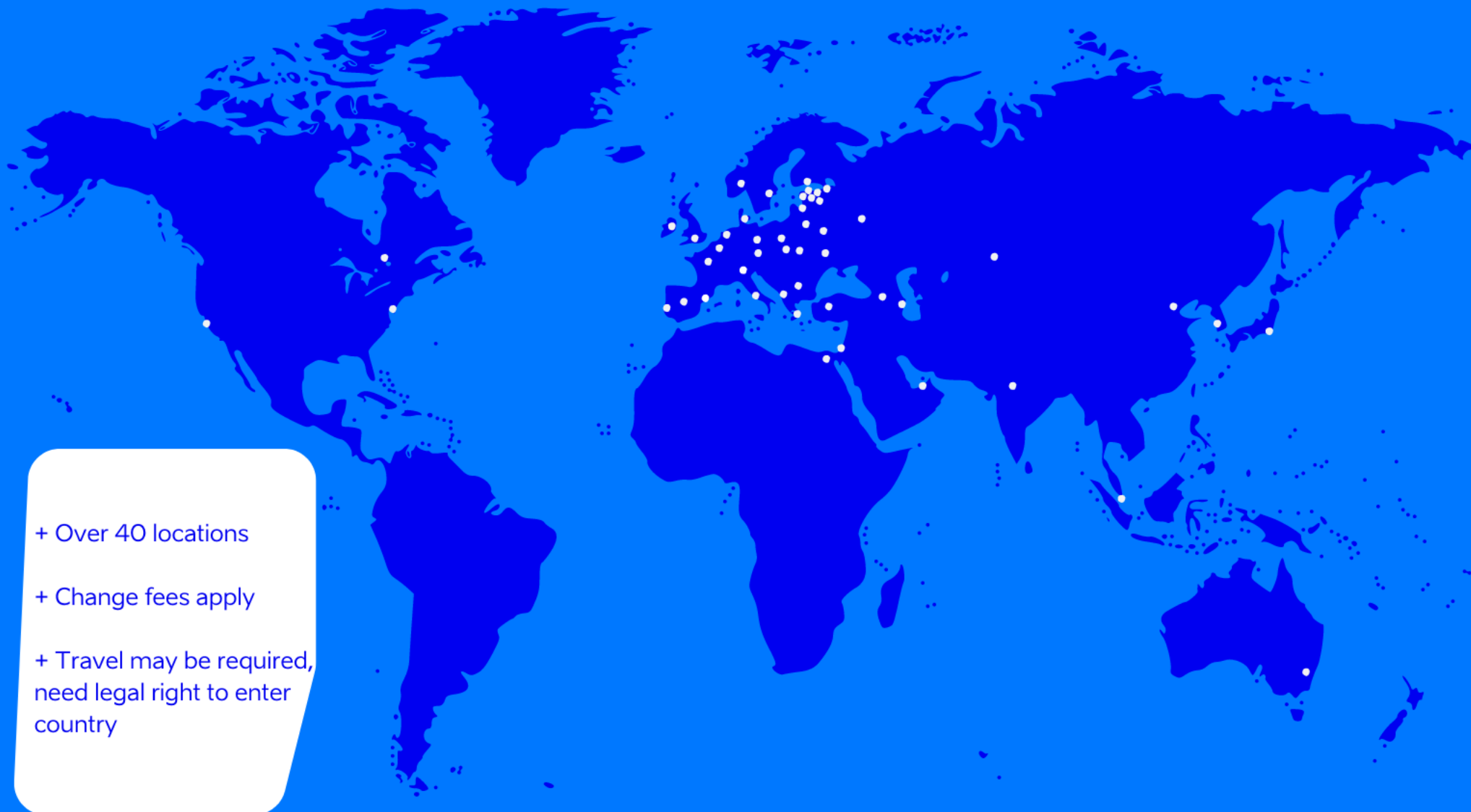
Collect your
e-Residency kit
in-person

Access Estonian
e-services &
start your company

3-8 weeks

E-Residency Pickup Points

- Estonian Embassy or Police



- + Over 40 locations
- + Change fees apply
- + Travel may be required,
need legal right to enter
country

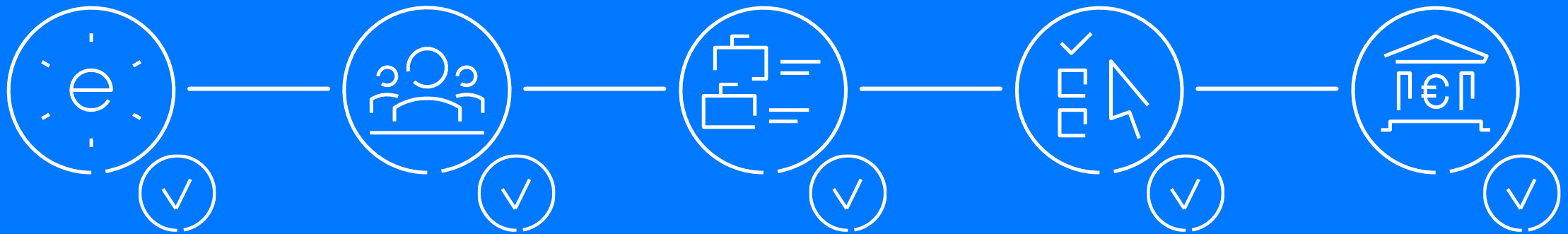
Why do business in Estonia?

- + Easy at every stage and 24/7 remote
- + Safe, secure and 100% digital
- + Opportunities to thrive
- + Join a global network of entrepreneurs



28,000+
companies
established by
e-residents

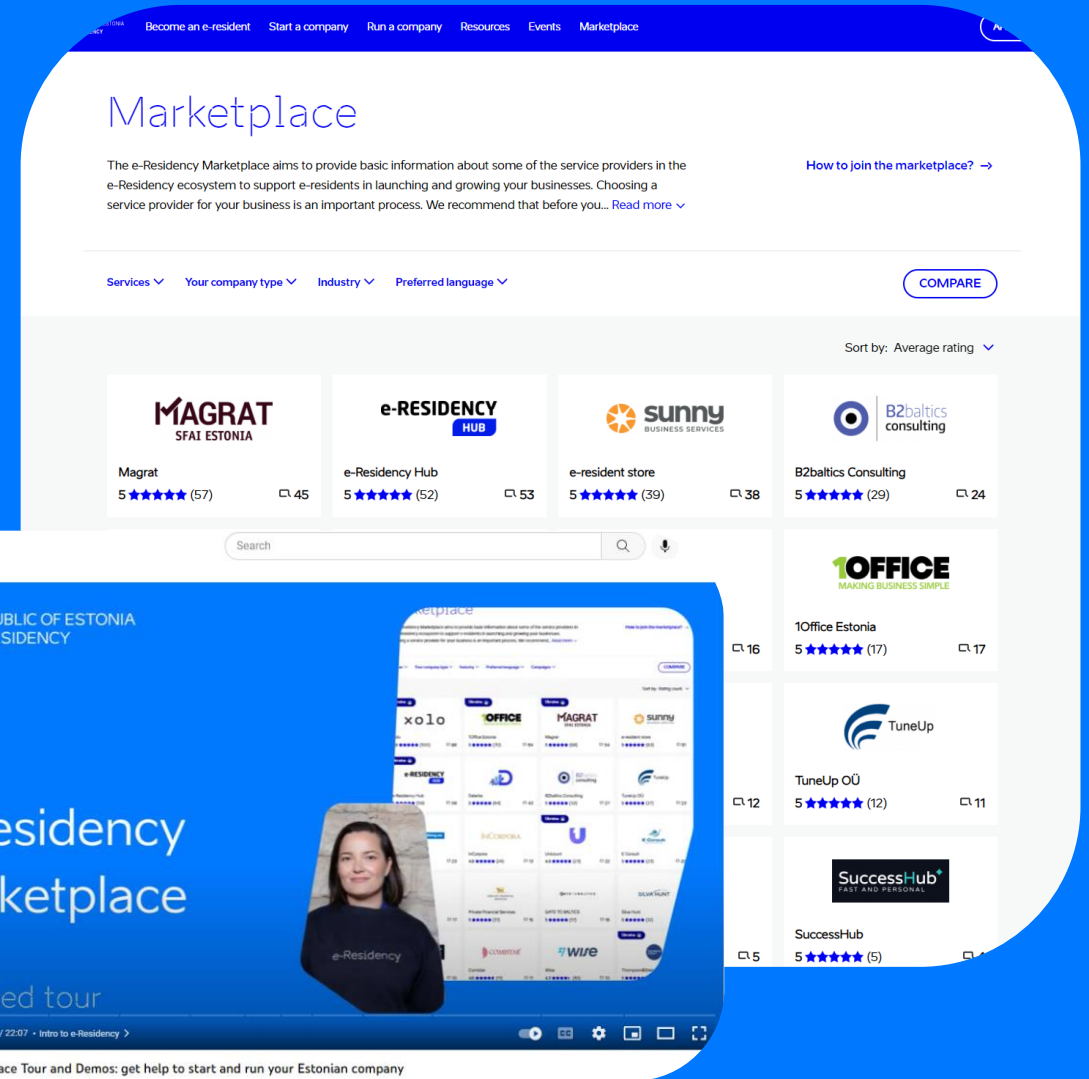
Company registration in a nutshell



- + Apply for e-Residency and collect your digital ID card
- + Choose a business service provider
- + Log in to the e-Business Register (or API formation services) to register your company
- + Check if your company needs a license or a notice of economic activity (*very limited areas of activity*)
- + Apply for a business banking account

Who can help — me with my business?

- + 129 expert business service providers on the e-Residency Marketplace
- + A local contact person is the only mandatory service needed
- + For companies with a foreign management board address
- + Company's address, mailbox & messenger service in Estonia
- + Other services: company formation, accounting, legal, tax consulting, marketing, recruitment, etc



—How much will company incorporation cost?

- + E-Residency application fee: 100-120 euros
- + State fee to register „OÜ“ company = 265 euros
- + Virtual office & contact person: 200-400 euros/year
- + Accounting: from 50 euros/month
- + Other: travel costs to pickup points, fees for extra services, banking fees, business licenses, software licences

- + TOTAL (1st year), from:
 - = €565 (DIY)
 - = €1 265 (With accounting support)

„OÜ“

- + Most popular business form
- + Suitable for 1+ shareholder companies
- + Minimum share capital from €0.01
- + Limits shareholders' liability
- + Easy registration process



3 options to open a business bank account

Payment institutions & fintechs in the EU/EEA

- + Can be opened entirely online
- + Widest choice
- + Do not provide business loans

Banks in other EU/EEA countries

- + Based on your existing client relationship

Banks in Estonia

- + Companies with "strong connection to Estonia"
- + Personal visit to the bank is required



Business bank comparison

	LHV	Coop	Airwallex (1Office)	OuiTrust	Juni	ConnectPay	Payhawk	Paysera	Genome
Fintech			✓	✓	✓	✓	✓	✓	✓
Traditional bank	✓	✓							
IBAN	EE	EE	EE	EE	DK, GB	LT	LT	LV	LT
Application online			✓	✓	✓	✓	✓	✓	✓
Credit/ debit/ pre-paid card	Business Debit Mastercard	Business Debit MasterCard	Business Debit VISA	Business Debit MasterCard	Business Debit MasterCard	Business Debit VISA	Business Debit VISA	Business Debit VISA	Business Debit VISA
International payments	✓	✓	✓	✓	✓	✓	✓	✓	✓
Business loans	✓	✓	+ Payment Gateways: Stripe, Payoneer, Paysera, DECTA, Intergiro, OuiTrust, ConnectPay, Genome, LHV +						

Country comparison (for foreigners opening company)

	Estonia (e-Residency)	US (Delaware)	Ireland	UK	Singapore	Portugal
State fee to register business	€265	from \$90 (€82)	€150	£12 (~€14)	SGD300 (~€200)	€360
Time to register business	2 hours	5-15 days	3-7 days	24 hours	1-3 days	1-2 days
First year costs	~€200	~\$2,500	~€2,000	~£600	~€4,000	~€80
Visa, local agent or director?	x	Agent	EEA resident Director	x	Local director or visa	Agent or visa
Minimum Share Capital	€0.01	nil	nil	nil	SGD1	€1
E-services	Yes	Limited	Limited	Yes	Yes	Limited
Digital ID card	✓	x	x	x	✓	X
Corporate Tax Rate (%)	0 / 20 / 14	8.7	12.5	25 / 19	17	21
Hours to file tax returns p.a.	50	175	82	114	64	60-150



REPUBLIC OF ESTONIA
E-RESIDENCY

We're reimbursing e-Residency fees for Ukrainians!

Apply for e-Residency and register a company in Estonia with an eligible business service provider, and we'll cover the application fee.

What are the taxes to be aware of?

Personal Taxes → Declared in country of tax residence

Company Taxes → Declared where company is tax resident and/or has a Permanent Establishment

Payroll taxes & Social contributions → Declared where employees are located / registered

Value Added Taxes (VAT) → Online sellers can declare in the EU country where they are VAT-registered (OSS/IOSS), subject to thresholds

Where will I pay my company taxes?

ESTONIAN COMPANIES
=
ESTONIAN TAX RESIDENTS

Companies are registered as tax residents in **Estonia** by Estonian Tax & Customs Authority when established in Estonia.

BUT ↓

If your company is also considered a tax resident, or your activities create a permanent establishment, in **another country**, your company may also have tax liabilities there.

You should not be double-taxed!

Contact a local tax consultant for professional advice regarding your specific situation.

E-RESIDENCY
≠
TAX RESIDENCY

E-Residency **doesn't exempt** companies from dual tax residency and foreign tax liabilities.

BUT ↓

Estonia has signed treaties with 60+ countries to avoid **double taxation**, so dividends distributed in Estonia may be exempted in full from corporate income tax here.

The most competitive tax code in the world

- + Estonia has minimal tax regulation & low rates
- + No annual corporate income tax
- + Corporate tax:
 - + 0% on reinvested profits
 - + 20% on distributed profits (22% from 2025)
- + 20% VAT (22% from 2024)
 - + Mandatory registration > 40k EUR per year
 - + OSS & IOSS regimes in EU simplify VAT procedures
- + Taxes can be declared and paid online
- + Get help from the friendliest tax authority in the world!



Estonia #1 on the
Tax Competitiveness
Index for 10 years

Substance in Estonia

- + Rent an office
- + Hire employees
- + Hold Board Meetings in Estonia
- + Register assets and IP in Estonia
- + Become a digital nomad
- + Relocate

<https://www.e-resident.gov.ee/bringing-business-to-estonia/>



Chris, Estonia / UK
Haus of Hiatus

What's next?

- + Give us your FEEDBACK!
- + Ask QUESTIONS in our Subreddit:
<https://www.reddit.com/r/eResidency/>
- + Contact SUPPORT: e-resident@gov.ee
- + APPLY NOW: <https://eresident.politsei.ee/>





REPUBLIC OF ESTONIA
E-RESIDENCY