Live Q&A— Business Banking & Payments!

19 February 2025



Hosts



Raimo Matvere
Head of Partnerships
e-Residency



Aet Tammis
Project Manager
e-Residency

Speakers



Selli Ganža

Business Client

Manager

LHV



Naomi Feltham
Global
Partnerships
Manager
Wise



Celia Raubenheimer Head of Sales Wamo



Toni Kivinen Narvi CEO



Edouard Roca
Head of Business
Development
Wallester



E-Residency & business in Estonia?

- Today is all about business banking for (future) estonian companies created by eresidents
- Watch the recording of <u>January general</u> <u>Live Q&A</u> about e-Residency!
 - Sign up for the next <u>Live Q&A's in our event calendar!</u>
 - Next one in March will be about startups!
- Visit e-Residency website!



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 over 110,000 likeminded people from 170+ countries



Why do business in Estonia?

Where entrepreneurs go to do business, 100% digitally and from anywhere in the world.

EASE

Make business easy at every stage

TRUST

Do business securely in the world's most digital country

OPPORTUNITY

Access opportunities for your business to thrive

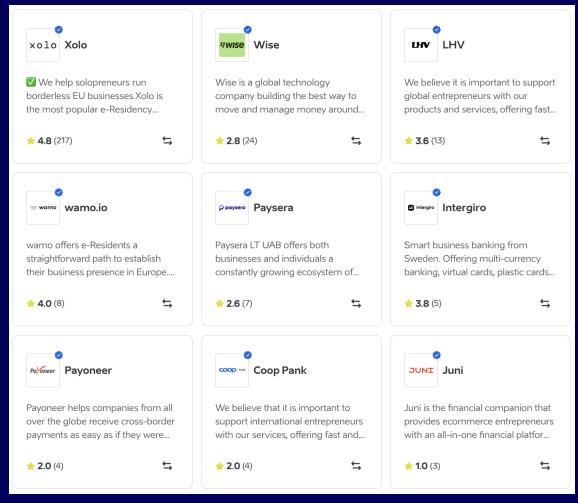
COMMUNITY

Connect to the world's entrepreneurs

Who can help me with my company financies?

 140+ expert business service providers on the e-Residency Marketplace

- Business banking
 - Two traditional banks
 - > 8 business Banking fintechs
 - Card issuers
 - Payment gateway & processing providers
 - BaaS



Business Banking options



Estonian banks

Personal visit required
Strong connection



Fintechs

Open account online

Widest choice

No business loans



Other EEA banks

Existing client relationship

Business Banking comparison

	LHV	Coop	Narvi	Intergiro	Juni	Wamo	ConnectPay	Payhawk	Paysera	Finom	Wise	Genome
Fintech			√	√	√	√	√	√	√	√	√	√
Traditional bank	√	√										
IBAN	EE	EE	FI	SE	DK, GB	NL	LT	LT	LV	NL	BE	LT
Application online			√		√	√	√	√	√	√	√	√
Credit/ debit/ pre-paid card	Business Debit MC	Business Debit MC	ТВА	Business Debit	Business Debit MC	Business Debit VISA	Business Debit VISA	Business Debit VISA	Business Debit VISA	Business Debit MC	Business Debit MC	Business Debit VISA
International payments	√	√	√		√		√	√	√	√	√	√
Business loans	√	√			-	Gateway v, Genom	s: Stripe, Pa e, LHV +	yoneer, F	Paysera, I	DECTA, (OuiTrust,	,

Substance in Estonia

- > Rent an office
- Hire employees
- Hold Board Meetings

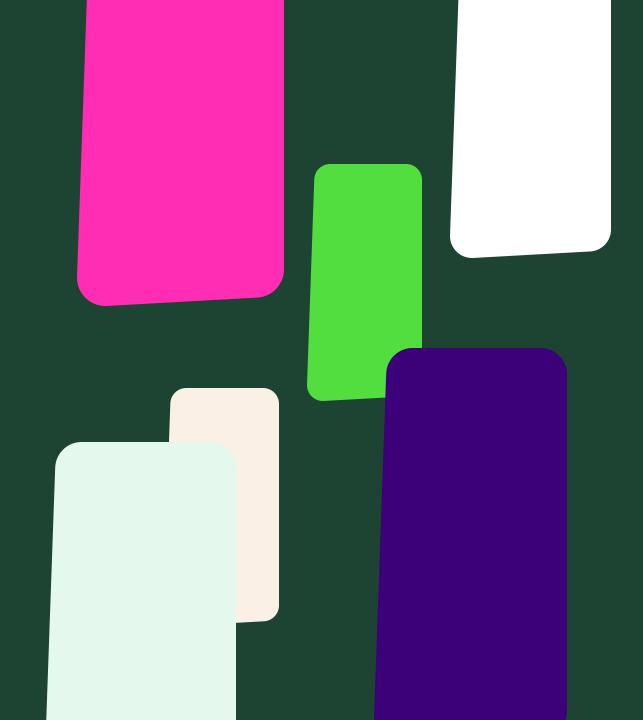
- Register assets
- Relocate
- > Become a digital nomad

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









LHVis a much better bank





Our mission is a better access to financial services and capital.

According to **our vision**, people and enterprises have the courage to think big and start things, setting ambitious goals and investing in the future.

Our values are to be simple, supportive and effective.

LHV helps your business grow

- The best everyday banking services a user-friendly internet bank and mobile app
- Take your business to a new level flexible financing products that meet your company's needs
- One system for processing all payments convenient for you and your customers
- **Exclusive offers** from our partners for LHV business customers
- Free payments within Europe



LHV expectations from our customers

- Transparent collaboration with LHV
- Translucent operations and clear connection to Estonia
- Understanding of the business activity
- Legitimacy of the origin of the assets
- Verification of the identity in person in our Tallinn, Tartu or Pärnu office



Price list

Price list

	COMPANIES REGISTERED IN ESTONIA WITH NON-RESIDENT OWNERS (1)(2)	COMPANIES REGISTERED ABROAD	
		European Union and Norway (excluding Cyprus, Luxembourg, Malta and the United Kingdom)	Companies registered elsewhere in the world
Opening an account (3)	300 €	300 €	600 €
Monthly fee	30 €	30 €	60 €
Bank card monthly fee	2 €	2 €	2€
Euro payments within the SEPA region	Free of charge	Free of charge	Free of charge

⁽¹⁾ Fee won't apply for Estonian citizens living abroad.

Additional information on the price list and terms and conditions



⁽²⁾ A company with at least 25% ownership belonging to legal entities registered outside Estonia or to non-resident private persons, or that has a non-resident ultimate beneficiary.

⁽³⁾ Once the account opening application has been submitted and the application fee paid, the client's information and submitted documents will be reviewed. In the event that the bank is ready to enter into a client agreement, no additional account opening fee will be incurred. If the bank is not prepared to enter into a client agreement, the fee for submitting the account opening application will not be subject to a refund.

Account opening process



Submit application form online – fill out the application on our website.



Submission of documents (non-residents@lhv.ee) company information and e-resident data.



Assessment – our specialists analyze the application.



Identification – verification of identity in person.



Account opening – upon successful assessment, the account will be ready for use.



Benefits of our bank



Daily Banking and cards



Investing



Loan and leasing



Payment acquiring



Virtual card



LHV Connect



Deposits



Trade finance



LHV **Salary** Payment



Free of charge european payments



Instant payments up to 100,000 EUR



Thank you! Questions?

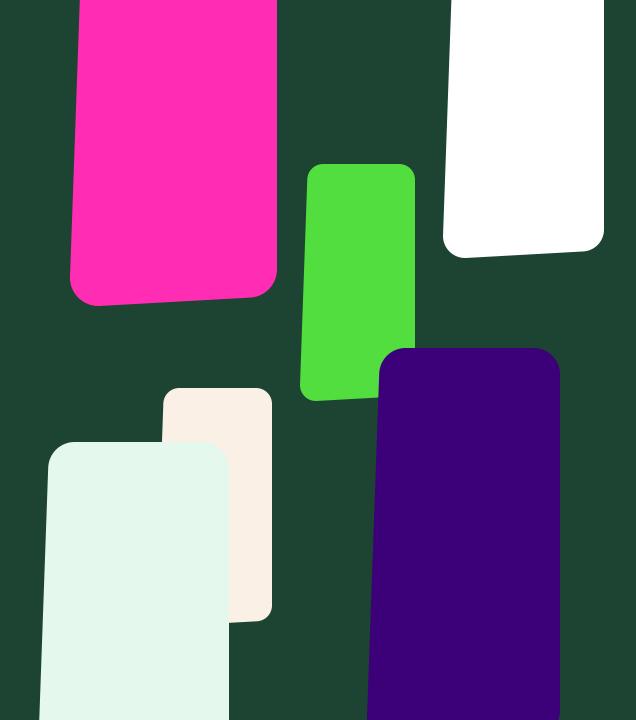
Selli Ganža Business Client Manager

selli.ganza@lhv.ee T +372 684 2240

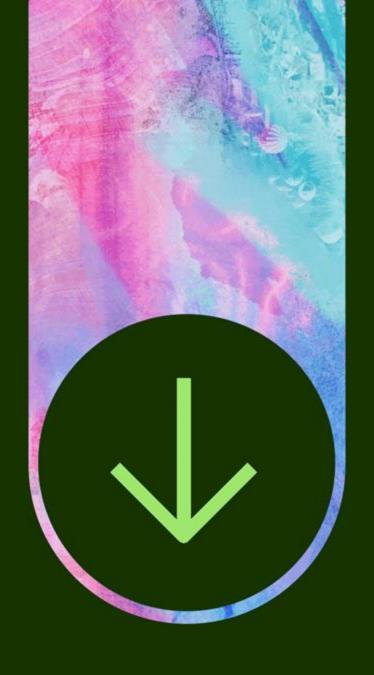
This seminar is for informative purposes and is not intended as a recommendation to buy or sell securities mentioned.



Wise



WISE BUSINESS

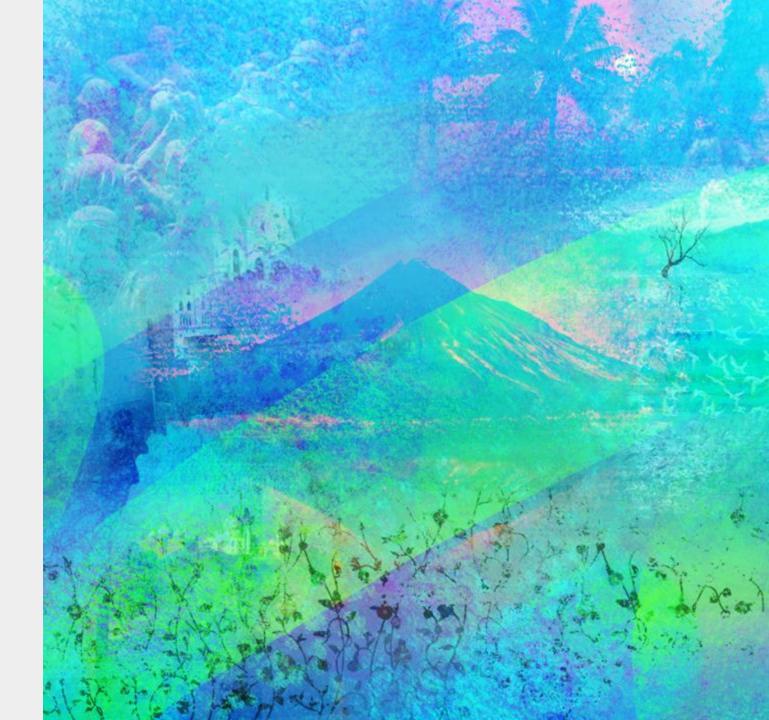




Naomi Feltham

Global Partnerships Manager

Wise



Content



01 Wise

Product Offering

O3 Service

O4 Becoming a customer

05 Q&A

What is Wise?

12.8 million

active customers

\$16 billion

held in Wise Accounts today

\$37 billion

moved across borders every quarter

100,000

new customer sign ups each week

6000+ staff

from 125 nationalities

\$2.2 billion

saved by Wise users in banking fees last year



WISE BUSINESS

One account, low fees, fast payments, no monthly subscription













Hold & Send money in over 40+ currencies

Account
Details in 9+
currencies

Digital and Physical card

Invoices

Assets

Customer Service

SEND

Send money to 45 different currencies and **70 countries**

Fast, low cost international transfers with the mid-market exchange rate









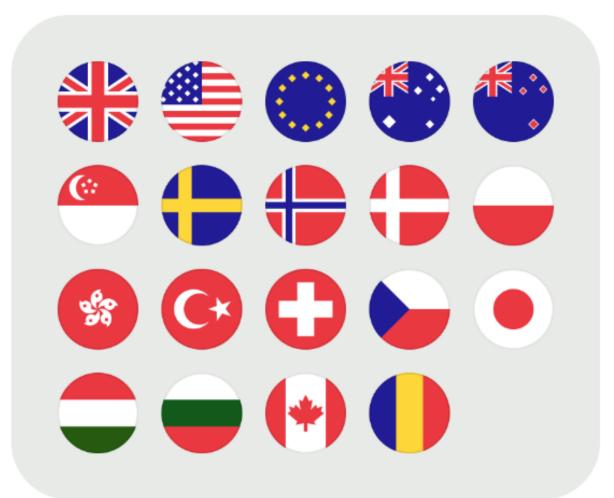




SPEND

Spend all over the world at the real exchange rate, with low conversion fees and no subscription charge.

- Only pay a small conversion fee when you convert your money.
- Automatically convert your money at the real exchange rate.
- Physical and virtual cards available.
- Additional cards at 4 EUR each.



RECEIVE

Receive money with local account details like IBANs, sort codes and routing numbers, just like your business is based there.

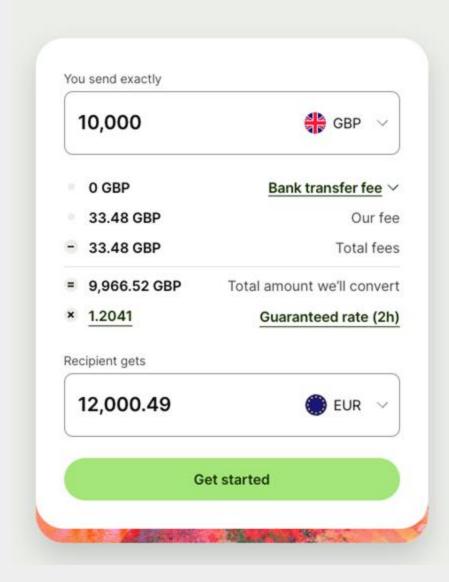
Do business without borders.

Let your customers pay in a currency they know and trust - convenience for them and peace of mind for you.

Share payment links and get your own unique account details to receive fuss-free payments.

The number of currencies you can receive money in depends on your location. <u>Check which currencies you can receive.</u>

INVOICES



Pay vendors and bills internationally – and save money

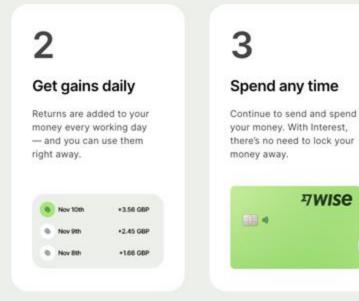
Unlike banks and some other services we use the mid-market exchange rate. That means <u>no hidden fees or exchange rate</u> <u>markups</u> – and plenty of savings for our business customers.

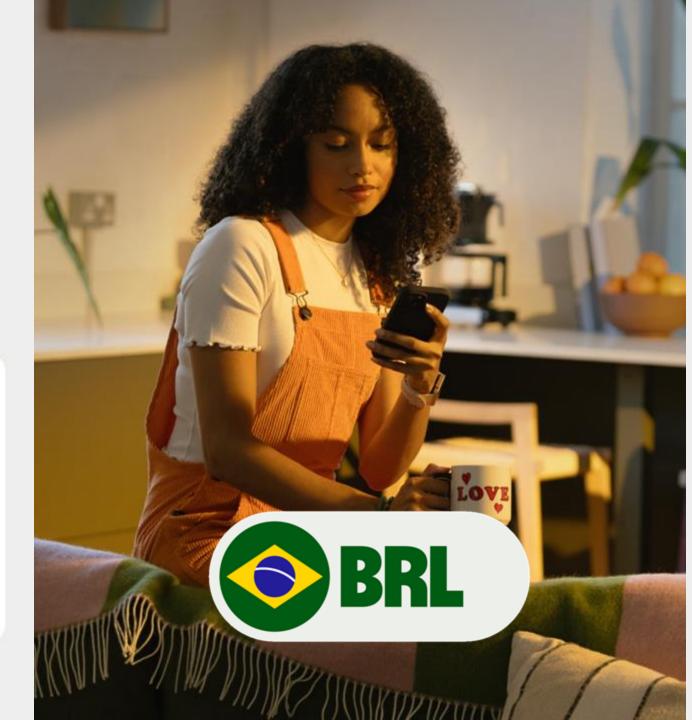
ASSETS

Earn returns on EUR and GBP by opening a Wise account and investing in a fund that holds government-guaranteed assets.

Start with a cent or penny. Spend any time, all while you grow. Capital at risk.







CUSTOMER SERVICE





Register through the E-Residency Platform or directly through our tracked link.



ACCOUNT MANAGER

All E-Residency customers are prioritised during the onboarding and assigned a dedicated account manager.



SETUP YOUR PAYMENT

Add funds, add recipients and send payments efficiently online.

WHERE TO REGISTER?

Wise

Wise is a global technology company building the best way to move and manage money around the world. We were founded in 2011 with the vision of making international money movement fast, affordable, convenient and transparent. With Wise, you can create a multi-currency account which allows you to send, receive and hold and spend money in 40+ currencies. Our tools are designed to help make your business expansion into a new country as simple as possible.

VISIT WEBSITE 7

YOUR NEXT PAYMENT IS FREE UP TO 5000.0 GBP

4.8 ★ on App Store 147K reviews 4.8 ★ on Google Play 1.1M reviews

Your secret code was applied. Get the real exchange rate when sending money abroad.

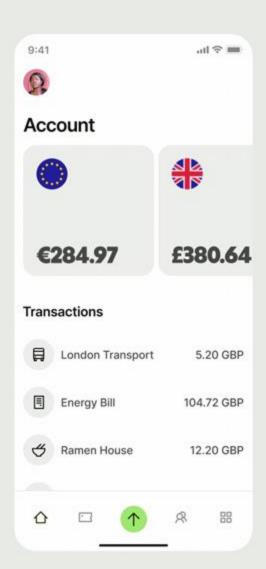
Open an account

Send money now



WHAT DO WE ASK FOR?

- BUSINESS NAME
- COMPANY TYPE
- REGISTRATION NUMBER
- REGISTERED / TRADING ADDRESS
- BUSINESS OWNERS
- BUSINESS ACTIVITIES
- HOW WILL YOU USE WISE
- BUSINESS FUNDS



SOME OF OUR CLIENTS



"Holding Euro account details allows us to get paid directly from our customers, without the need for exchange fees."

Stela & Momchil

Founders, BeeHype

Read their story



"I know if I've got a Wise account, and my customer has got a Wise account, it feels safe".

Suzanne Noble

Co-founder, Startup School for Seniors

Watch Suzanne's story



"Wise is a game-changer. It's easy to use, helps us save money, and is perfect for paying our remote team."

Simon Treulle

Founder, Pangolia

Read Simon's story

ONE ACCOUNT EORTHE WORLD'S MONEY





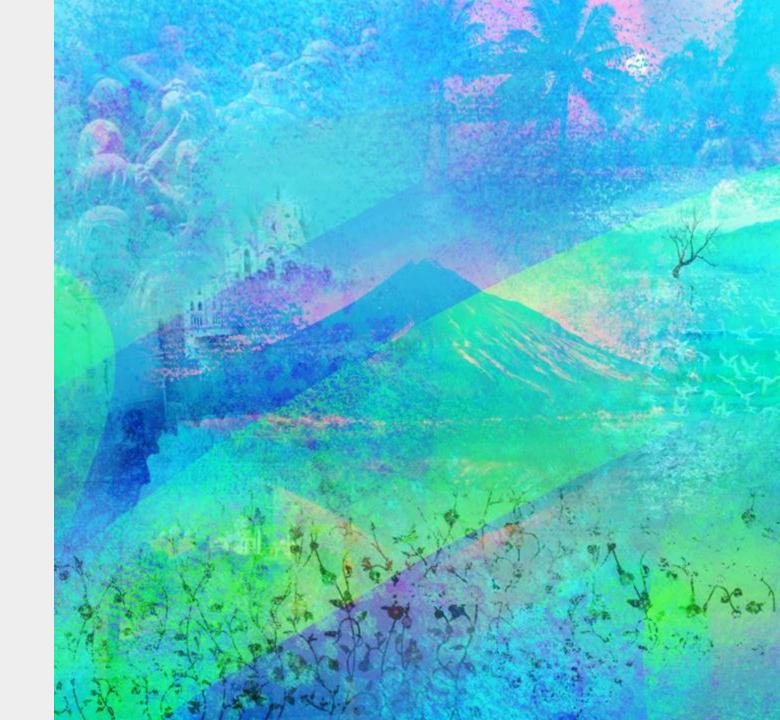
Naomi Feltham

Global Partnerships Manager

Email: naomi.feltham@wise.com

Linkedin



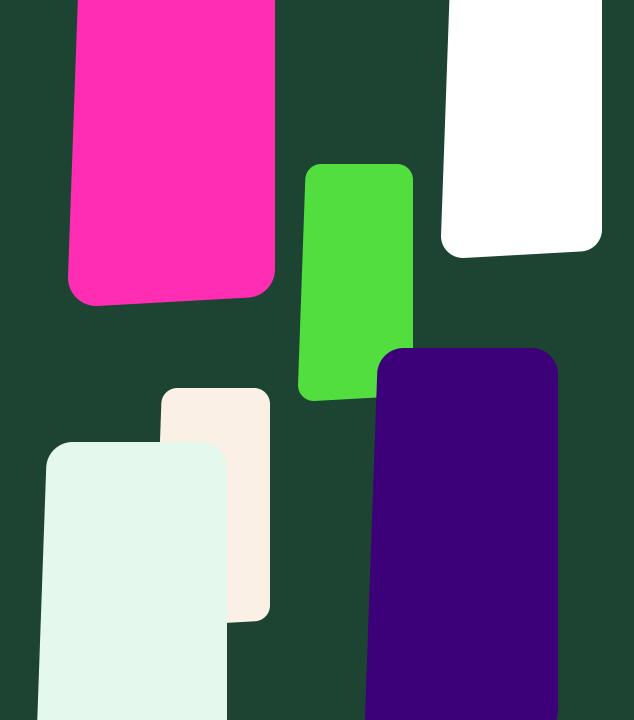




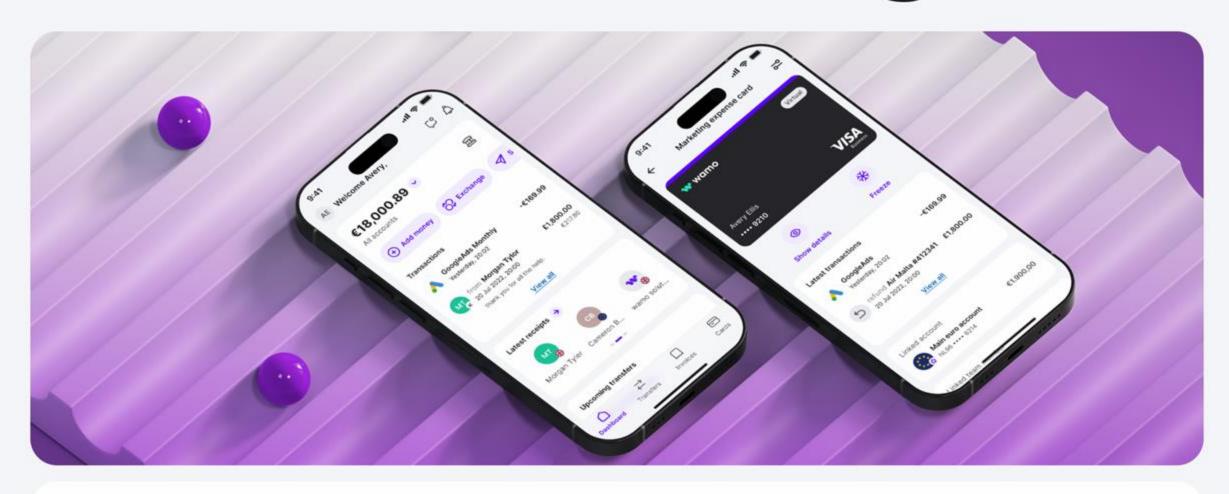
REGISTER



Wamo



Better business banking is here



Streamline your finances. Power your growth.

Go global with wamo

Truly borderless business accounts

€18,999.76 💌



Main euro account







€18,999.76

Main euro account

£1,900.00

Marketing account





Ft18,999.06

Expense account

kr.8,900.00

UK Expense acco...







Do business in EUR, GBP, DKK, SEK & more

Take payments in 24 currencies for easy cross-border business



LU, GB, and DK IBANs

Enjoy local banking benefits across Europe



Instant SWIFT and SEPA

Speed up your global and regional payments



Exchange EUR, GBP, and DKK effortlessly

Get low-fee, no limit FX for fast and flexible payments

Get Visa debit cards

Fuel your growth with super-secure spending power

01.

Virtual and physical Visa debit cards

Link a different card to every sub-account

02.

Choose between EUR, GBP, DKK or SEK

Multiple currency accounts make expansion simple

03.

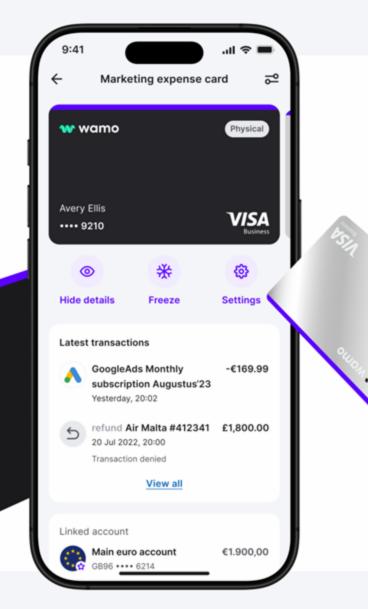
Capture expenses on-the-go

Categorize transactions as they happen

04.

Freeze, delete or block cards from the app

Never worry about a compromised card again



M. Mawo

In-app invoicing included on every plan

Simplify your billing process

01.

Create and send invoices

Design professional invoices directly in the app

02.

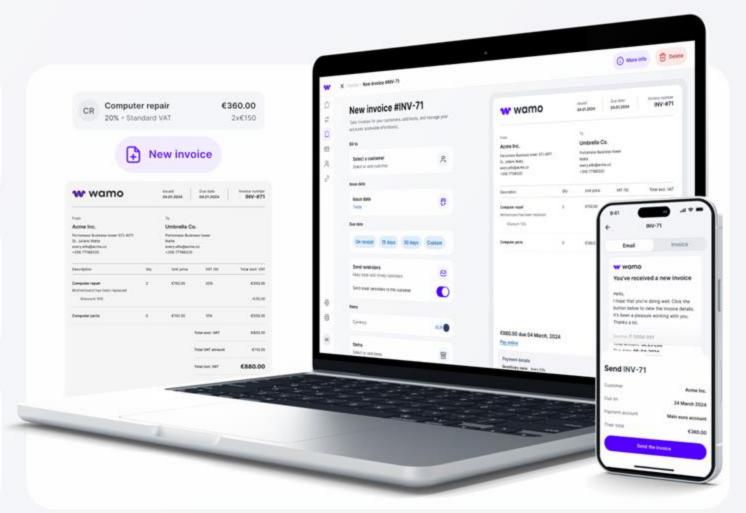
Effortless invoice tracking

Keep tabs on all your payments from one place

03.

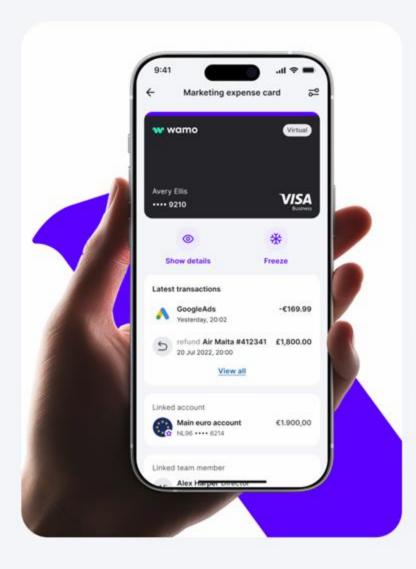
Multi-currency capabilities

Easily accept payments in different currencies



Empower your team

Simplified finances make growth easy





Multi-card sub-accounts

Assign sub-accounts per project to budget better



Safe & Secure

Your money's safeguarded by licensed banks



Stay in control

Link debit cards to sub-accounts and set spending limits



Manage every card

Issue virtual and physical cards from the wamo app



Get real-time alerts

Email and text alerts keep you on top of payments



Expert support

Speak to Team wamo whenever you need help

Easily access expert support

We're here to help your business thrive

Personalized assistance

Get tailored guidance based on your unique needs

Human-led support

Speak with a real person whenever you need help

Proactive problem solving

We address issues before they become obstacles



Listen from an E-residency member





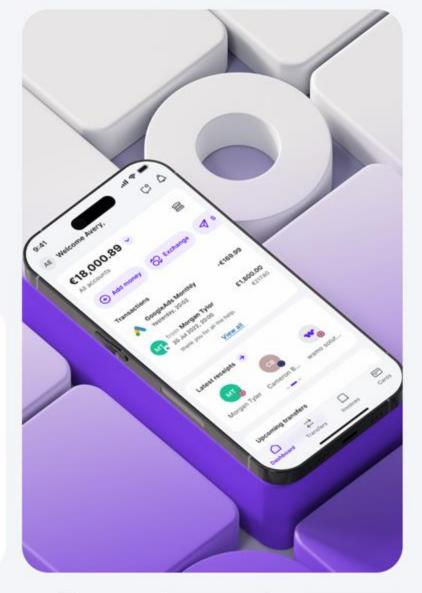
Soukaina El Khouch
Director at Oxytoseat



For more information visit wamo.io

Sign up now and enjoy 3 months free!





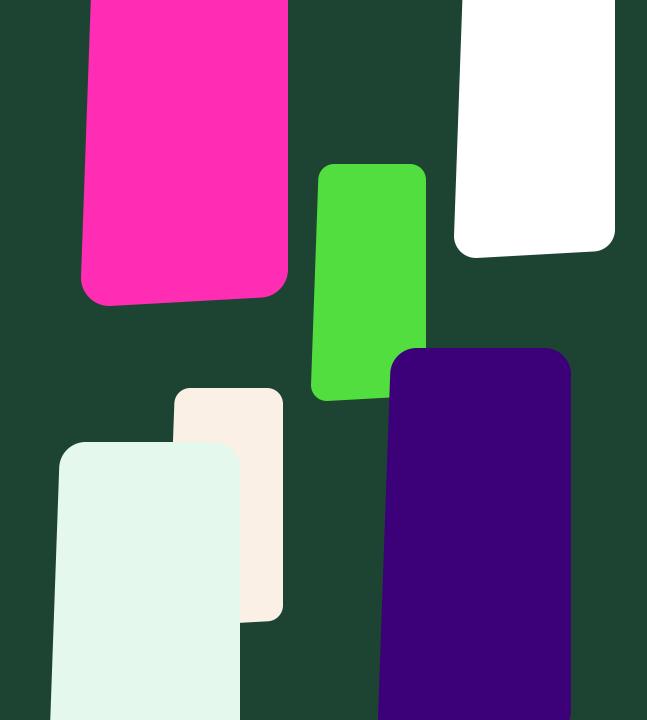








Narvi





Narvi Payments oy AB

Better Banking for Borderless Businesses

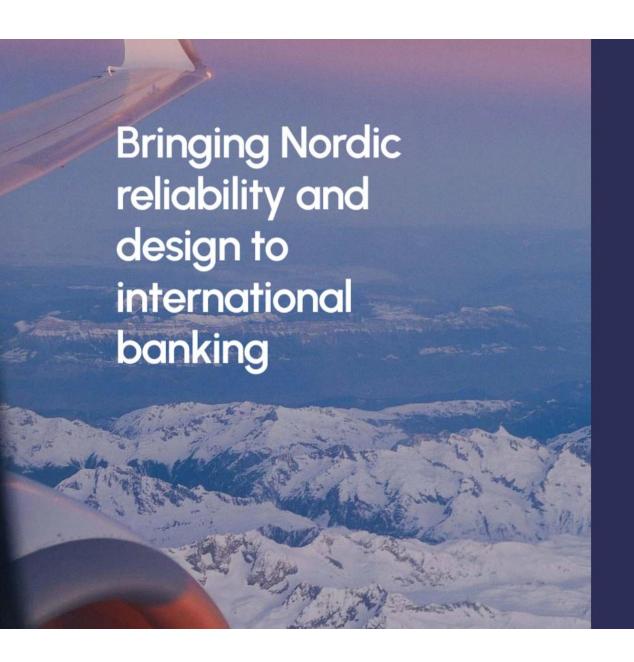


Narvi Payments oy AB is an Authorized Electronic Money Institution (EMI).

Narvi's EMI license is granted by the Finnish Financial Supervisory Authority (FIN FSA) with the registration number 3190214-6.

© 2023 Narvi. All Rights Reserved.





Built and regulated in Finland (EU)

Inspired by the Nordic approach and design, the Narvi banking platform focuses on simplicity, transparency and providing a seamless user experience.



Narvi is regulated in Finland as an Electronic Money Institution (EMI)

We have passporting rights in 29 European Countries, enabling worldwide coverage.



Core features of your dedicated business account

Manage your business banking online with Narvi. The trusted customizable platform designed for your international business.

Dedicated IBAN

SEPA Instant

Group Banking

Currency & OTC desk

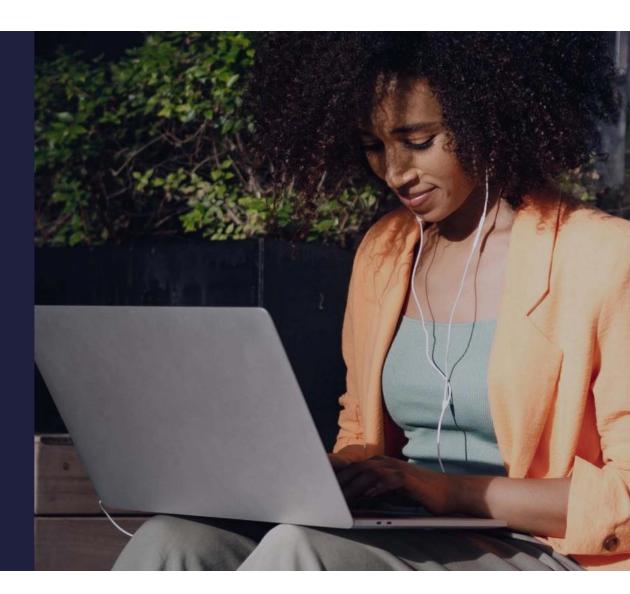
Multiple IBANs

Team access

API access

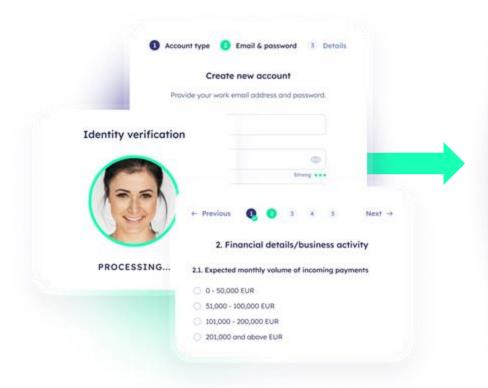
Fast Compliance

Hardware Security



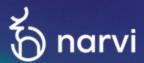
At Narvi we provide a fully integrated onboarding and banking experience for businesses

Digital onboarding 2 Online banking app



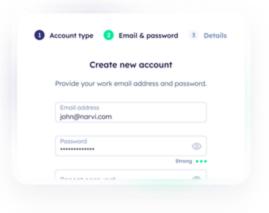
Ď narvi Boring Company NP ONLINE BANKING Operating account LAST TRANSFERS Operating account BALANCE FI11 7960 0000 0000 00 > 172,428.12 EUR €172,428.12 **Technology Corporation** Payment for invoice FV/2021/12/267 Account +1,457.23 EUR + Transfers 2023-01-26 Send money →* Transfers Security service Payment for invoice FV/2021/12/267 IBAN 7 Send money 2023-01-26 -986.12 EUR FI11 7960 0000 0000 00 D SWIFT Consulting Company BORING COMPANY NARYFIH2 [] Payment for invoice FV/2021/12/267 2025-01-26 +3,821.54 EUR Manage company HOLDER Boring Company IT Services Company Payment for invoice FV/2021/12/267 2023-01-26 +1,215.00 EUR All Rights Reserved.

Our digital onboarding process takes less than 15 minutes and will guide you step-by-step



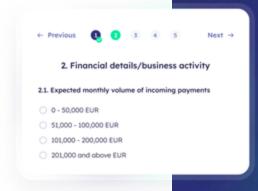
STEP 1

Create user with email and SMS verification



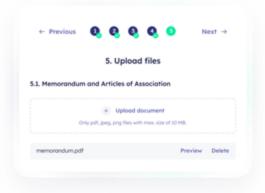
STEP 2

Fill in details on your company - tell us about your business



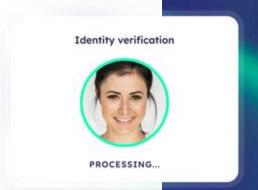
STEP 3

Upload company documents to help with the review



STEP 4

Verify your ID and upload your proof of address



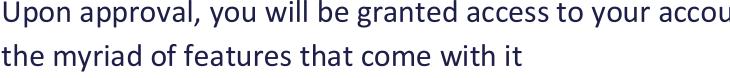
STEP 5

Once submitted our compliance team will review and comeback with feedback on your application

SIGN UP ON:

my.narvi.com/onboarding

Upon approval, you will be granted access to your account and the myriad of features that come with it

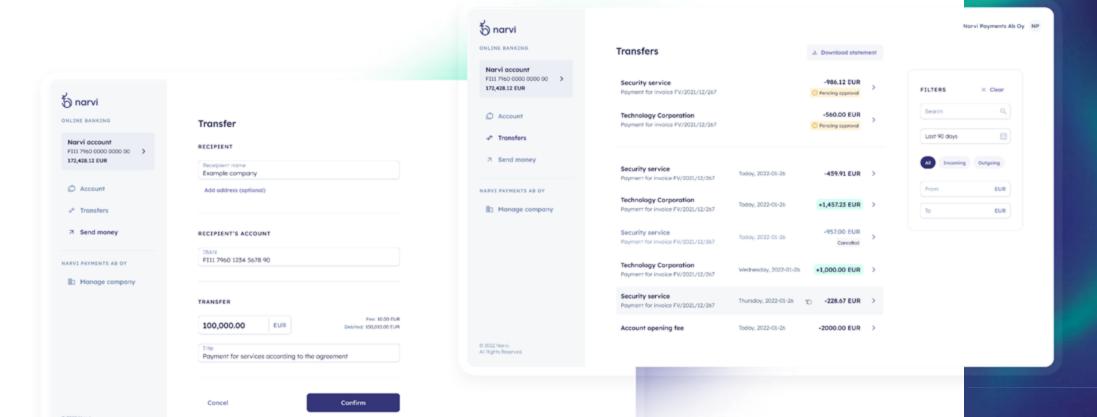




A dedicated Finnish IBAN to receive and send payments in eurozone.

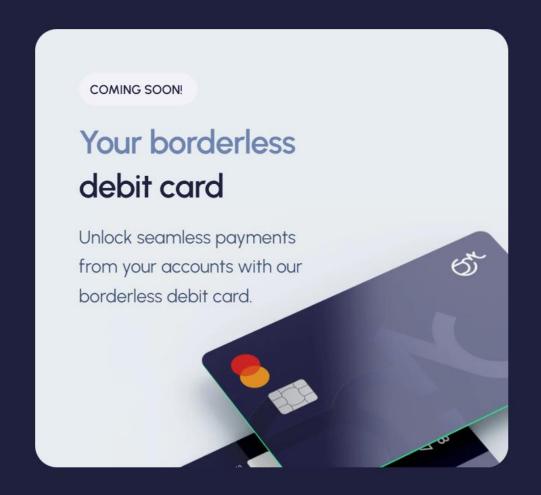


Use our online banking to view transactions, download history and make payments.













Thank you!

Open account at Narvi

WEBSITE:

www.narvi.com

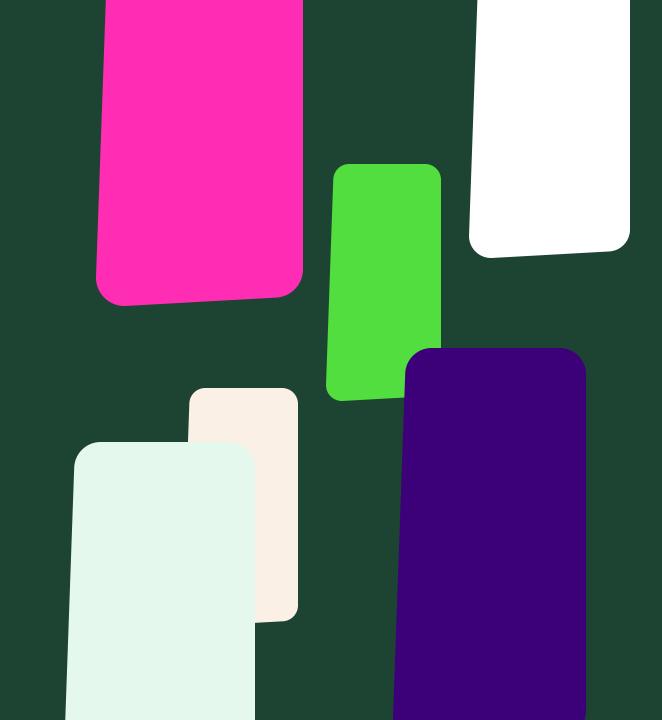
LINKEDIN

www.linkedin.com/company/narvi-com

CONTACT US

contact@narvi.com

Wallester







Corporate Expense Management **Made Easy**

Wallester Business for e-Residents







Visa Principal Member



Estonian Financial Supervisory Authority (Finantsinspektsioon)

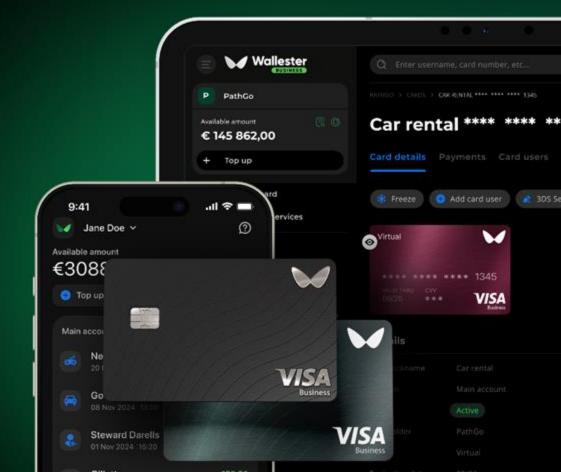








A platform providing 300 free virtual cards with transparent pricing, designed for seamless corporate spending management.



Challenges in

Business Expense Management

- 1 High Payments Costs
- 2 Limited Access to Data and Metrics
- 3 Inconvenient Invoice and Receipt Management
- 4 Control of Corporate Spending
- 5 Lack of Automation and Integration
- 6 No Instant Payment Options
- 7 Complex Financial Data Gathering





Smart Solution for Your

Business Expense Management

- Create
 Unlimited Physical or Virtual Cards
- 2 Issue & Assign
 Payroll or Expense Cards for your Team
- 3 Centralize
 All Company Expenses in One Place
- Integrate Seamlessly
 Into your Business Tools

MANAGE BUSINESS YOUR WAY

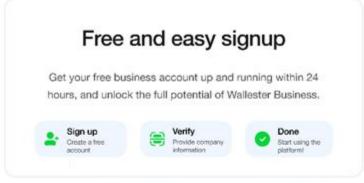
Open Your Account in 24 hours!





Multitude of Great Features in One Platform





4

Capterra

Score 4.8/5

**** Trustpilot

Score 4.8/5

JUSD

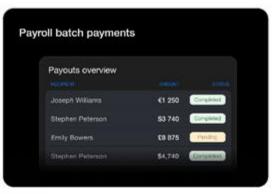
*Pay

Mobile payments

Multi-currency support

GBP

G Pay



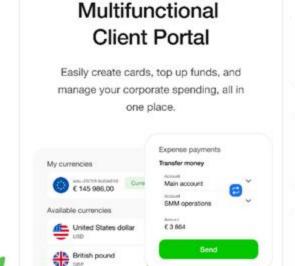
Receipt attachment

al 9 =



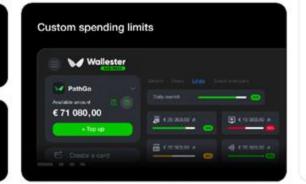






Czech koruna









Case Study

How Wallester Business Cards Fuel Growth on Amazon

Company Overview

Industry: E-commerce (Electronics)

Location: United Kingdom

Sales Platform: Amazon Store (4.8-star rating)

Business Model: Seasonal product releases, no standalone website, relies on Amazon for brand awareness and customer acquisition

Challenges

- Difficulty managing payments for frequent stock procurement
- Limited visibility into expenses and cash flow
- Need for streamlined purchasing to keep up with seasonal demand

Solution

- 1 Introduction of Wallester Business Cards for real-time expense tracking
- 2 Simplified purchase processes and consolidated spending data
- 3 Improved control over budget and inventory restocking cycles

Key Outcomes

Faster Stock Replenishment

Reduced downtime and missed sales opportunities

Enhanced Financial Control

Real-time tracking and transparent cash flow management

Stable Growth & High Satisfaction

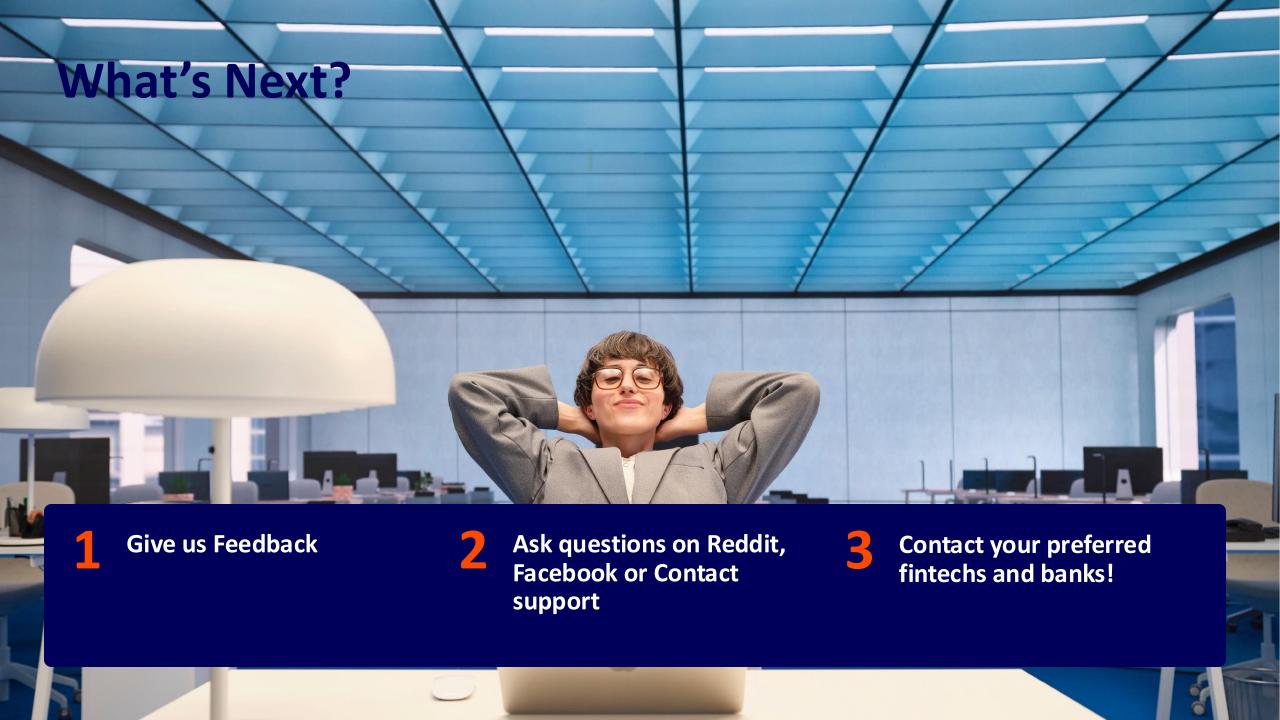
Maintained a 4.8-star rating, demonstrating customer loyalty and positive feedback





Create Free Account Now

www.wallester.com



Thank you!



Visit our website for lots more content and information

e-resident.gov.ee











Follow the QR Code to download slides and find recordings.





