

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

16 April 2025



REPUBLIC OF ESTONIA
E-RESIDENCY

xolo

Speakers



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What we'll cover today...

1

Becoming an e-resident: what is e-Residency, eligibility, application process

2

Starting a Company in Estonia: benefits, basics, service providers, banking

3

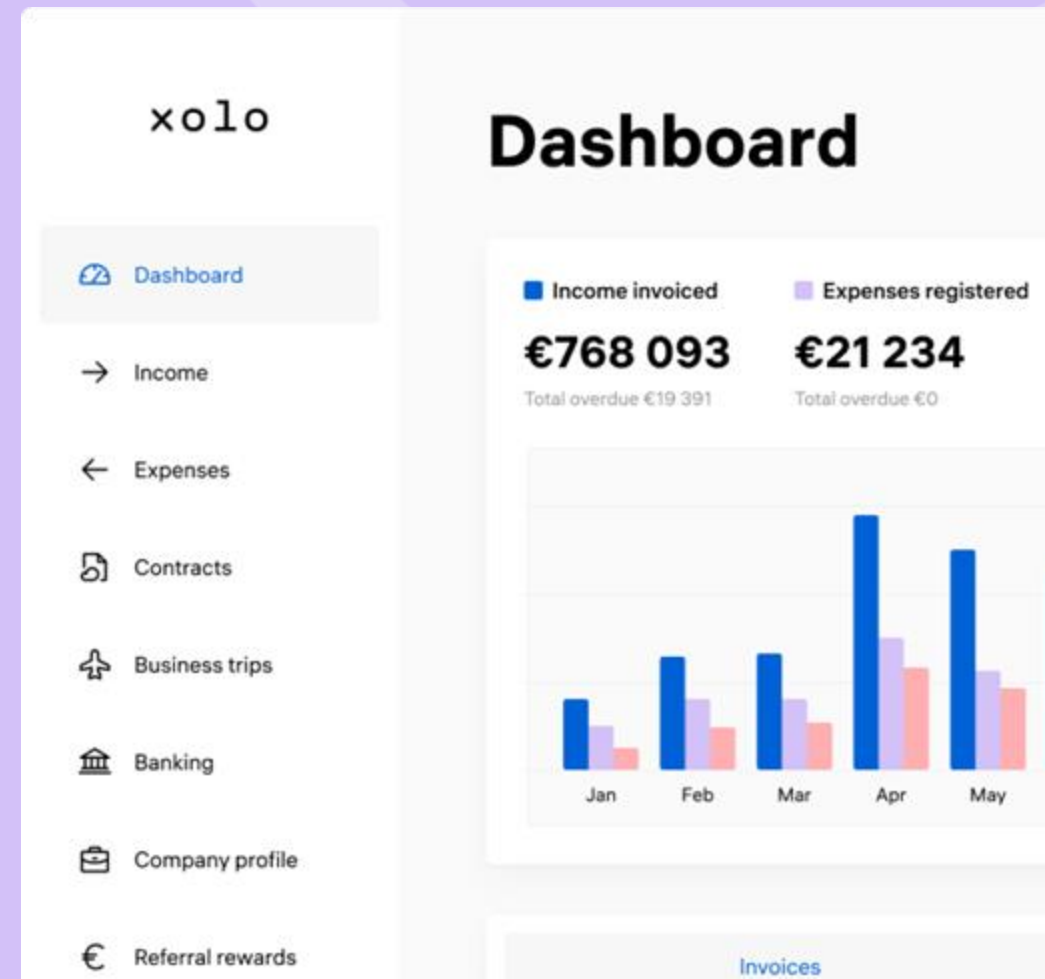
Taxation: introduction to cross-border tax topics & the tax system in Estonia

Xolo

Run an e-Residency company
from anywhere on
the planet

xolo.io/leap

xolo



Launch your company from anywhere on the planet

An intelligent dashboard to get your client-facing to-dos done in just 10 minutes a day. An army of accountants and tax experts to get the government-facing *must-dos* done right.

**2015**

10+ years experience in
accounting and compliance.

+7500

e-Residency marketplace leader
with most companies serviced

4.9

e-Residency marketplace rating

150

Clients from 150 countries

Payment & banking integrations

1

Get paid faster, track funds easier and manage your cashflow with Xolo Leap's streamlined invoicing and payment processes.

Accounting & business management

2

Experience hassle-free business management with a 360 overview of your business and finances

Accountants specialized in e-Residency compliance

3

Your business deserves an accountant who specializes in the unique requirements of e-Residency.

Our accounting team goes through extensive training on Estonian e-Residency laws and regulations.

Choose the best plan for you

Starter	Standard	Pro	Premium
€59 /month	€89 /month	€129 /month	From* €259 /month
<ul style="list-style-type: none">✓ Complete accounting services to get your business going✓ Business volume and activity limits apply✓ Up to 12 months and/or €4,000 total lifetime revenue	<ul style="list-style-type: none">✓ Complete accounting services✓ Business volume and activity limits apply✓ Integrations with LHV, Wise, Revolut, Wamo, Payoneer, Stripe and PayPal	<p>All Standard features, plus...</p> <ul style="list-style-type: none">✓ Business volume and activity limits apply✓ Add shareholders (private individuals) or board members✓ OSS reporting for digital service✓ Investment activities	<p>All Pro features, plus...</p> <ul style="list-style-type: none">✓ Flexibility in supporting non-standard use cases✓ * Based on the complexity and volume of your business✓ Priority services
Select	Select	Select	Select

All prices excluding VAT

What is e-Residency?



e-Residency is...

- > A **Digital identity**
- > Access to Estonian e-services
- > Secure digital signature
- > A digital key to do business
- > A global community



e-Residency is NOT...

- > A 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
- Coming in the future: restrictions on new applications from citizens of countries without a bilateral cooperation framework on justice, security and law enforcement



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 130,000 like-minded people** from 170+ countries



Application timeline



1. Apply online

Choose pickup location
Pay the state fee



2. Wait for approval

Identity check
Card delivery



3. Pick up your card in person

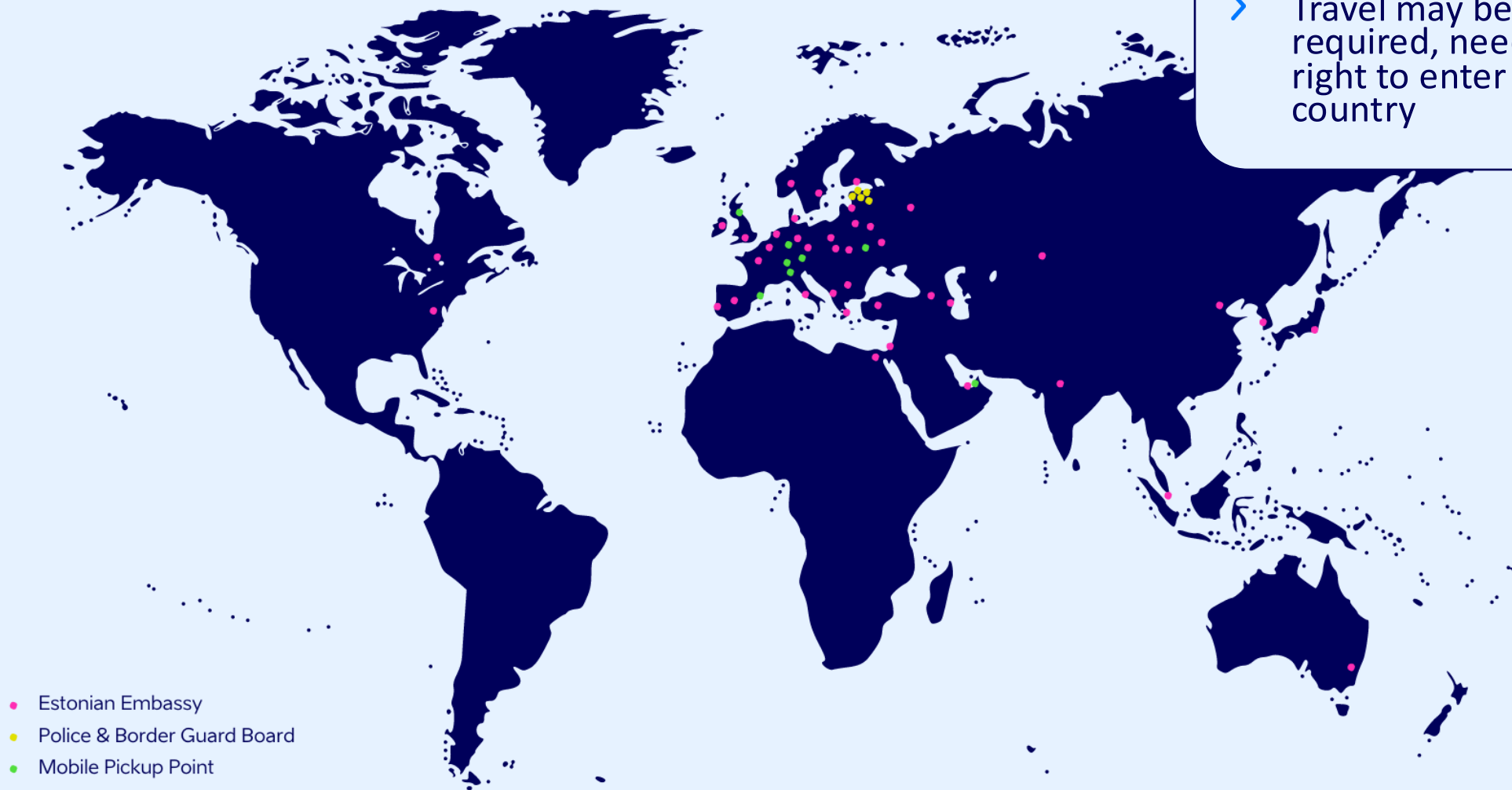
Bring your photo ID
Give your fingerprints



4. Set up your card

Activates within 24h
Install Digidoc

3-8 weeks





REPUBLIC OF ESTONIA
E-RESIDENCY

New pick-up
locations live!



Pause for Q&A on e-Residency basics



Did you know?
Estonia has 2,222 islands

Meet a real life e-resident!

NAME

Krunoslav Gaspert

E-RESIDENT SINCE

2017

COUNTRY

Croatian, living in Germany

COMPANY

eVAT and Pullus Consulting

OBJECTIVE

Building a remote first, cost-effective business with open access to talent, investors, and networking opportunities for scalable growth

SUCCESS

Launching eVAT.com and transitioning from labour extensive service business to technology driven approach with focus on becoming a go to compliance management platform for eCommerce and digital business



Compliance with ease.

e•VAT

Transform your cross-border VAT compliance with eVAT.com - an automated platform built for e-commerce and digital businesses.

We streamline VAT management across 30+ countries through direct API integrations with major platforms like Amazon, Shopify, eBay, and more.

Running your Estonian company globally means navigating complex VAT rules.

Benefits for e-Residents:

- EE Tailored for Estonia: Built with the Estonian e-Residency business model in mind.
- EU Master EU VAT: Effortlessly manage VAT obligations across the EU, including OSS/IOSS schemes.
- ⚙️ Automate Compliance: Streamline reporting and filing to save time and reduce errors.
- 📈 Focus on Growth: Spend less time on VAT admin and more time scaling your venture.
- ✅ Peace of Mind: Stay compliant and avoid penalties with a dedicated solution.

eVAT.com takes the hassle out of compliance, letting you focus on growing your business.

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

Comparing business environments

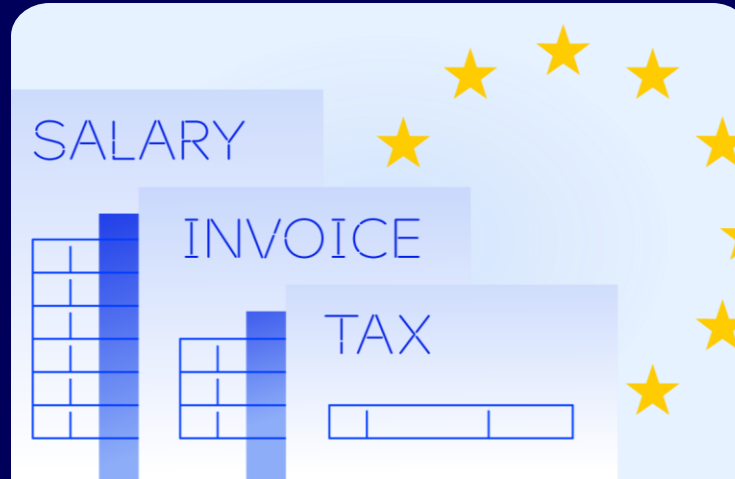
	Estonia (e-Residency)	US (Delaware)	Ireland	UK	Singapore	Portugal
State fee to register business	€265	from \$90 (€82)	€150	£12 (~€14)	SGD300 (~€200)	€360
Time to register business	2 hours	5-15 days	3-7 days	24 hours	1-3 days	1-2 days
First year costs	~€200	~\$2,500	~€2,000	~£600	~€4,000	~€80
Visa, local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

The Lifecycle of your Estonian Company



Register your company

Log into the e-Business register (or API formation services) to register your company, or get the help of a service provider. Choose business banking and payment providers.



Run your company

Sign documents digitally, file reports online, outsource admin and get specialist tax advice with the help of Marketplace service providers.

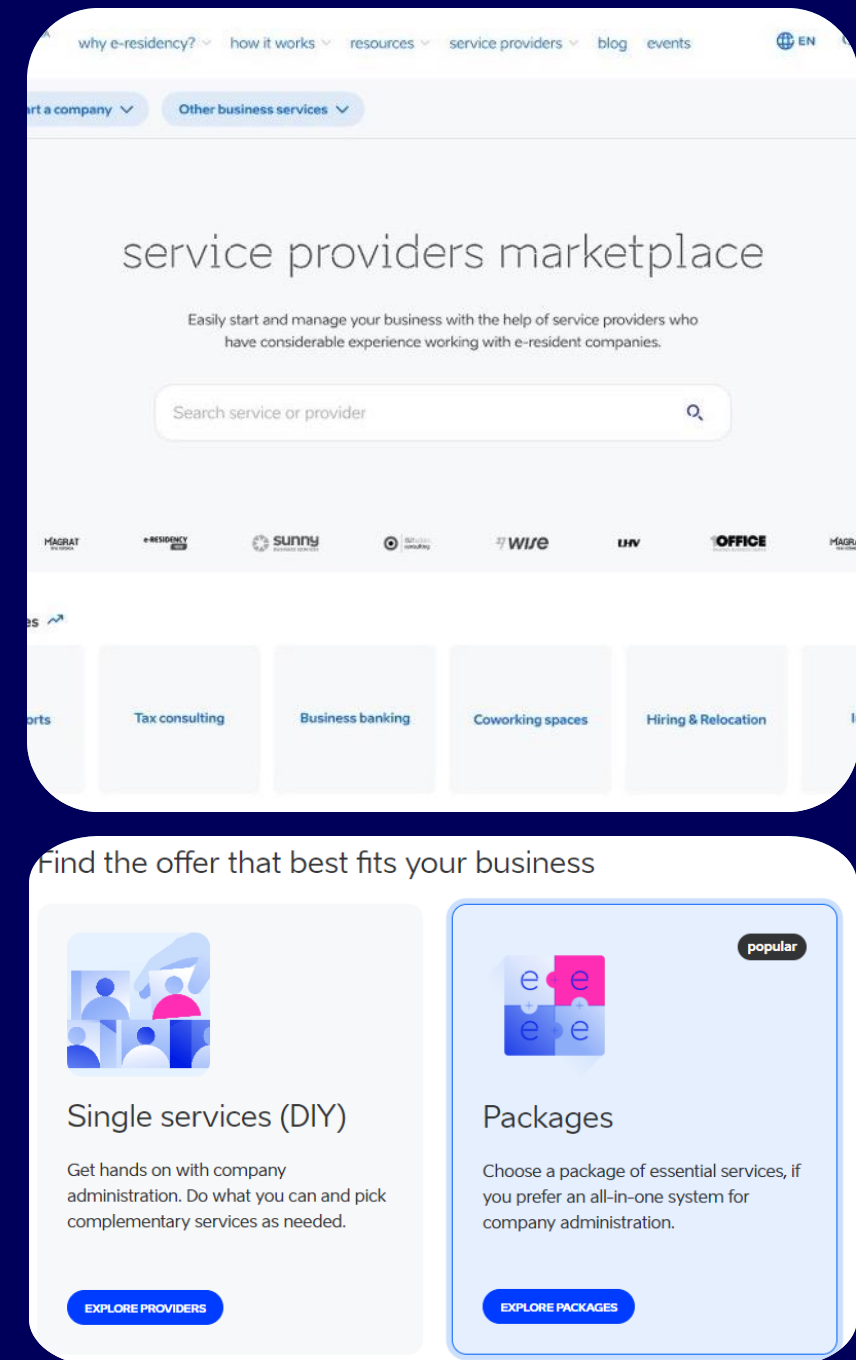


Grow your company

Find funding opportunities, hire employees, or network with other e-resident founders at community events and business meetups.

Who can help me start, run and grow my company?

- 140+ expert business service providers on the e-Residency Marketplace
- A local contact person is the only mandatory service
 - For companies with a foreign board address
- Other services: company formation, accounting, legal, tax consulting, marketing, recruitment, etc



Funding Portal of entrepreneurship programs

- 70 entrepreneurship programs (grants, accelerators, funds, etc)
- The most comprehensive English collection of growth opportunities in Estonia
- E-residents are welcome to all of them

<https://www.e-resident.gov.ee/funding-your-business/>

66 results

Opportunity all

[Clear selection](#)

- ☐ Incubators, accelerators
- ☒ Investing, funding
- ☐ Clusters, support organizations
- ☐ Grants, loans
- ☐ Competitions, events

Target maturity all

[Clear selection](#)

- ☐ Startups
- ☐ Pre-startups

Location all

[Clear selection](#)

- ☐ Estonia
- ☐ Remote
- ☐ Worldwide
- ☐ Baltics
- ☐ Finland
- ☐ Sweden
- ☐ Spain
- ☐ Portugal

Accelerate Estonia: accelerator with one-of-a-kind collaboration between the public and the private sector
Applications on a rolling basis

Ajujaht: accelerator programme and TV competition
Applications open in February 2024 and the program takes place from May to November 2024

BaltCap: the largest private equity investor in the Baltic states
Investing in startups

Beamline: accelerator for cleantech startups
Applications currently opened, next batch starts in second half of 2024

Chamber of Commerce: the most influential network of entrepreneurs
Their mission is to promote strong and friendly business environment in Estonia.

Change Ventures: pre-seed investments for tech startups
Investing in pre-seed round

Cleantech Estonia: cluster for early-stage cleantech startups
Open to mentoring and support.

Cocoon: startup founders' 1-year de-acceleration program

Company types

- 'OÜ' is a private limited company
- Most popular business form
- Limits shareholder liability
- Simple online registration process
- Suitable for solopreneurs, micro-enterprises, startups, SMEs
- Share capital starts from €0.01 per shareholder
- Other: public company, partnership, commercial or non-profit association, branch
 - NOT AVAILABLE: SOLE TRADER („FIE“)

Estimated costs

- e-Residency = **€150**
- Register OÜ = **€265**
- Contact person = **€200-400** per year
- Accounting = **from €50** per month
- TOTAL (first year rough costs), from:
 - **ca €600** (DIY)
 - **ca €1,300** (with accounting support)

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	TBA	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	✓	✓	+ Payment Gateways: Stripe, Payoneer, Paysera, DECTA, OuiTrust, ConnectPay, Genome, LHV +									

Pause for Q&A on business formation



Did you know?
Estonia's population is 1.3 million





The complexities of taxation for cross-border businesses



Types of Taxes

#1

Personal Income Tax

Declared where you are tax resident

#2

Corporate Income Tax

Declared where company registered and/or has permanent establishment

#3

Social Taxes

Declared where your employees are located / registered

#4

Value-added Taxes (VAT)

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

Your Taxes VS. Your Company's Taxes



Your Taxes

- > Tax residency
- > Personal income tax
- > Withholding taxes
- > Social taxes
- > VAT



Your Company's Taxes

- > (Dual) Tax residency
- > Permanent establishment
- > Double taxation
- > Corporate income tax
- > Payroll (employee contributions)
- > VAT registration

Where do e-residents pay company taxes?

You shouldn't be double-taxed!

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

ESTONIAN COMPANY = TAX RESIDENT

Automatically upon registration

PERMANENT ESTABLISHMENT

Activities in other country(ies)

E-RESIDENCY \neq TAX RESIDENCY

Does not exempt foreign tax liabilities

60+ DOUBLE TAX TREATIES

Dividends may be exempted in full from taxes here

The most competitive tax code for 11 years

- Estonia has minimal tax regulation & low rates
- No annual corporate income tax
- Corporate tax:
 - No tax on reinvested profits (may change from 2026)
 - 22% on distributed profits
- 22% VAT (for sales in Estonia) (24% from July 2025)
 - Mandatory VAT registration > 40k EUR yearly turnover earned in Estonian transactions
 - EU-wide 100k EUR threshold for turnover within EU
 - 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!



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/>



Pause for Q&A on taxation



Did you know?
Estonian is a Finno-Ugric language, and is
the 5th toughest to learn for EN speakers!

Latin American Roadshow

- 21-22 April – Santiago, Chile
- 24-25 April – Montevideo, Uruguay
- 27-30 April – Web Summit, Rio de Janeiro, Brazil
- 5-6 May – Buenos Aires, Argentina
- 8-9 May – Mexico City, Mexico
- *Additional side agendas for Sao Paolo and Florianopolis led by Startup Visa*



E-resident Founders Ecosystem Study Trip

21 May 2025

APPLY HERE!

- 1** Learn about local accelerators and VC funds
- 2** Hear stories of successful foreign founders
- 3** Enjoy an inspiring visit to a Unicorn office



1 Give us Feedback

2 Ask questions on Reddit,
Facebook or Contact
support

3 Apply!

Thank you!



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and information

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Follow the QR Code to download slides
and find recordings.





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