

# E-Residency Live Q&A – Ask Us Anything!

17 December 2025



REPUBLIC OF ESTONIA  
E-RESIDENCY

**enty**

# Speakers



**Raimo Matvere**

Head of Partnerships  
e-Residency



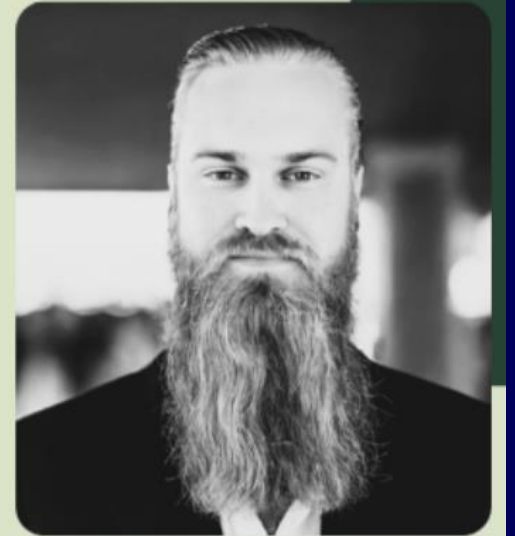
**Liina Vahtras**

Managing Director  
E-Residency



**Pavel Eliseev**

Customer Manager  
Enty.io



**Markus Christensen**

(Co-)Founder  
ConnectNordic,  
fragmented, Starlund &  
Partners

# 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, reporting





2500+ clients worldwide



Transparent & decent pricing



Tens of services in one place:

- incorporation & virtual office
- accounting & taxes
- secretarial & legal services
- contracts with e-sign
- invoicing



All the services are interconnected  
and automated



**We are live.**  
enty.io



# 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
  - 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

5+ weeks

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



# Pause for Q&A on e-Residency basics



Did you know?  
Estonia has 2,222 islands

# Meet a real life e-resident!

## NAME

Markus Christensen

## E-RESIDENT SINCE

2020

## COUNTRY

Denmark, living in Estonia

## COMPANY

ConnectNordic | fragmented | Starlund & Partners

## OBJECTIVE

To find likeminded people; To have the administrative work of the business to be less of a burden

## SUCCESS

Working with e-Residency team; Getting to work with the Scandinavian Chamber of Commerce and large businesses such as Meta, Microsoft





# 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

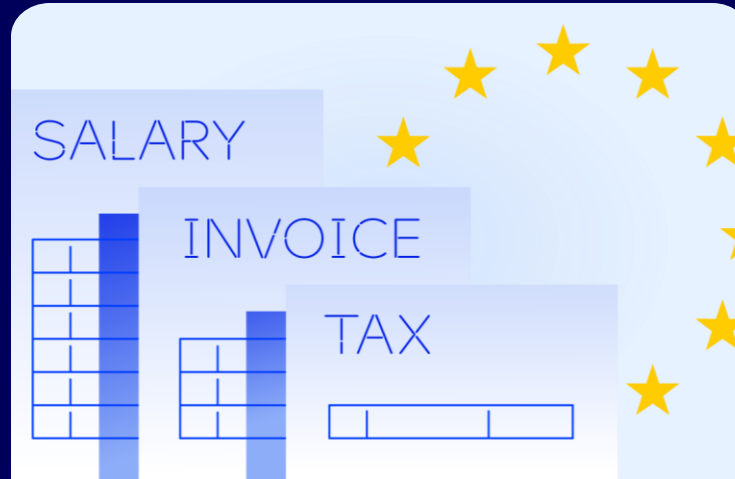
|                                | Estonia<br>(e-Residency) | US<br>(Delaware)   | Ireland               | UK            | Singapore              | Portugal      |
|--------------------------------|--------------------------|--------------------|-----------------------|---------------|------------------------|---------------|
| State fee to register business | €265                     | from \$90<br>(€82) | €150                  | £12<br>(~€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               | From ~€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



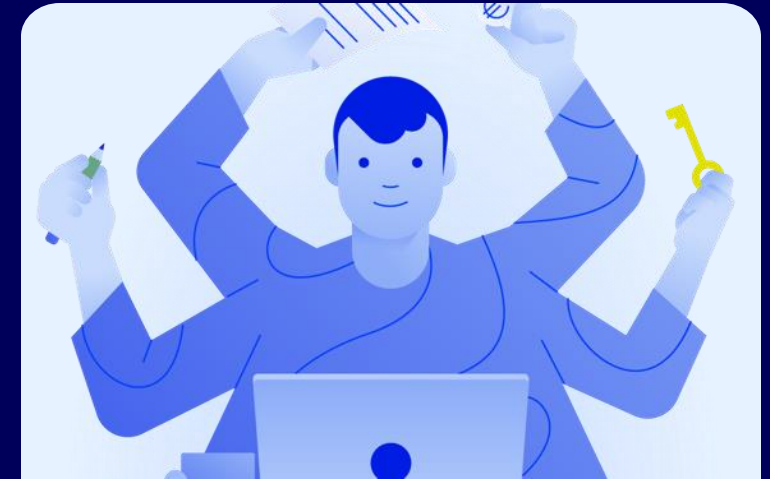
## Register your company

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.

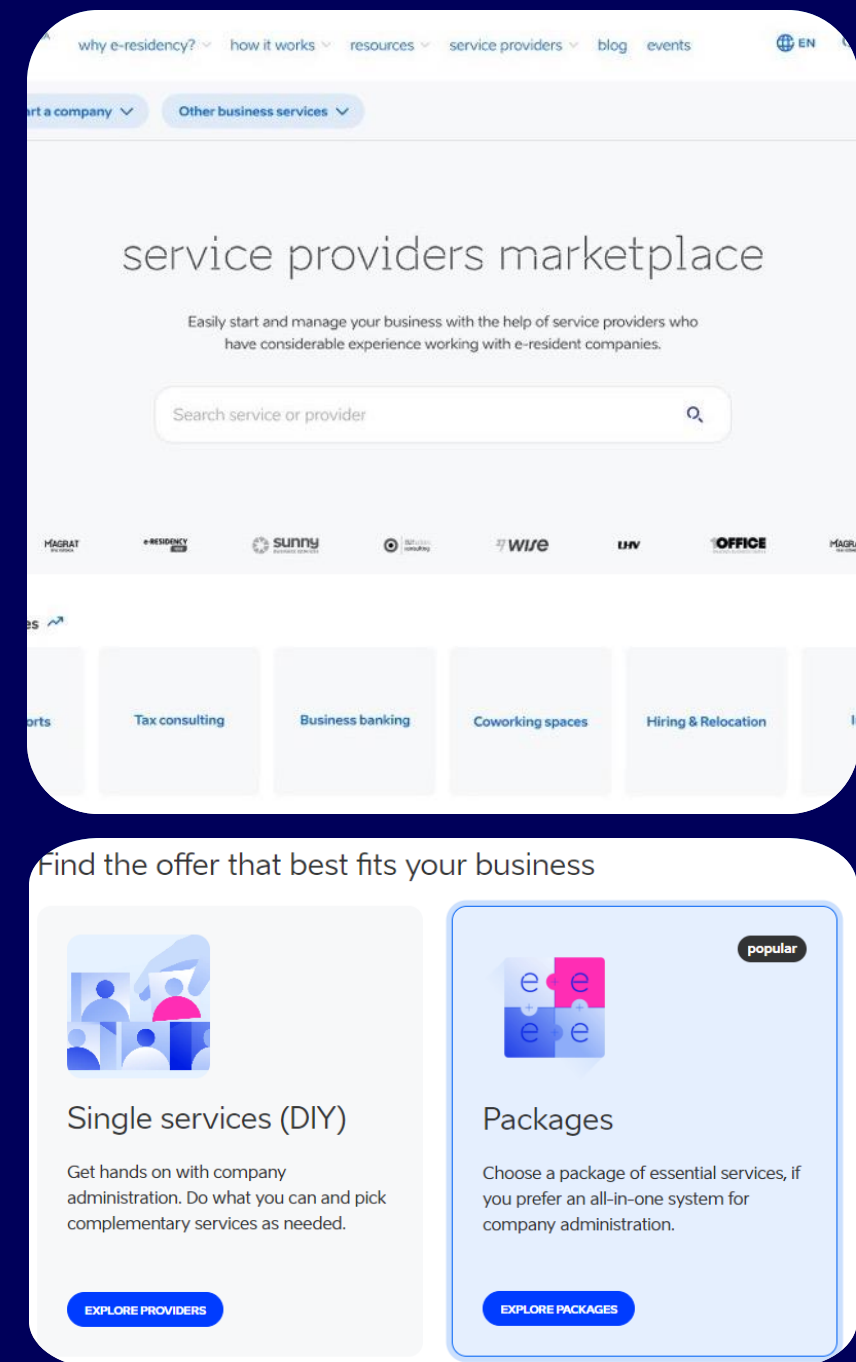


## Grow your company

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
- Only mandatory service - legal address and/or contact person
  - For companies with a foreign board address
- Other services: company formation | accounting | legal | tax | accelerators & growth | coworkings | recruitment etc





# Funding Portal of entrepreneurship programs

- > 80 entrepreneurship programs (grants, accelerators, funds, etc)
- > One of the most comprehensive English collection of growth opportunities in Estonia
- > E-residents are welcome to apply

Opportunity

all

Clear selection

☐ Incubators, accelerators

☐ Investing, funding

☐ Clusters, support organizations

☐ Grants, loans

☐ Competitions, events

Target maturity

all


Clear selection

☐ Startup


☐ Pre-startup

☐ Scaleup


☐ Mature




**Accelerate Estonia: accelerator with one-of-a-kind collaboration between the public and the private sector**  
Incubators, accelerators · Startup  
Rolling applications




**BaltCap: the largest private equity investor in the Baltic states**  
Investing, funding · Startup



**Beamline: accelerator for cleantech startups**  
Incubators, accelerators · Startup  
Open



**BSV: programmes & investments**  
Investing, funding, Incubators, accelerators · Pre-startup  
Open



**Challenger Accelerator: AI accelerator**  
Incubators, accelerators · Startup  
Open

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

# 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 / Online banks

Open account online

Widest choice

No business loans



## Other EEA banks

Existing client relationship

# Business Banking comparison

|                              | LHV               | Coop              | Narvi   | Spendbase                 | Wamo                | ConnectPay          | Payhawk             | Paysera             | Finom             | Wise              | Genome              |
|------------------------------|-------------------|-------------------|---|---------------------------|---------------------|---------------------|---------------------|---------------------|-------------------|-------------------|---------------------|
| Fintech                      |                   |                   | ✓   | ✓                         | ✓                   | ✓                   | ✓                   | ✓                   | ✓                 | ✓                 | ✓                   |
| Traditional bank             | ✓                 | ✓                 |   |                           |                     |                     |                     |                     |                   |                   |                     |
| IBAN                         | EE                | EE                | FI  | GB, FR                    | NL                  | LT                  | LT                  | LV                  | NL                | BE                | LT                  |
| Application 100% online      |                   |                   | ✓   | ✓                         | ✓                   | ✓                   | ✓                   | ✓                   | ✓                 | ✓                 | ✓                   |
| Credit/ debit/ pre-paid card | Business Debit MC | Business Debit MC | TBA   | Virtual 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, ConnectPay, Genome, LHV + |                           |                     |                     |                     |                     |                   |                   |                     |



# Pause for Q&A on business formation



Did you know?  
Estonia's population is 1.3 million



# 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)

Subject to thresholds, business activities in Estonia; Online sellers can declare in the EU country where they are VAT-registered (OSS/IOSS)

# Where do e-residents pay company taxes?

**Don't mess up your wallets!**

**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)

## 60+ DOUBLE TAX TREATIES

Dividends may be exempted in full from taxes here

## REPORTING & ACCOUNTING

Regular reporting needed, annual reports (even for non-active company), simple online submission

# The most competitive tax code for 12 years

- Estonia has minimal tax regulation & low rates
- Corporate income tax:
  - **No tax on reinvested profits**
  - **22%** on distributed profits (24% from 2026)
- **24% VAT** (for sales in Estonia)
  - Mandatory VAT registration > 40k EUR yearly turnover earned in Estonian transactions
  - For voluntary VAT registration > business activity takes place in Estonia
  - 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 a consultation and supportive help from tax authority!





# Substance in Estonia

- Rent an office or have a warehouse
- Hire employees
- Hold Board Meetings
- Register assets, IP
- 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!

# Startup? Attend sTARTUp Day 2026

- January 28-30th in Tartu – perfect opportunity for early stage startups and investors to get to know Estonian startup ecosystem
  - 3000+ attendees
  - Founder stories | Defence | Deeptech | Sales & Marketing @ startups | R&D based startups
- Special -20% discount code for tickets:  
**E-RESIDENCY20**
- E-resident founders on stages & seminars
  - Dejan Davidovic, Kriptomat
  - Julia Bialecka, S.Lab
  - Hayk Hayrapetjan, Wooxy



# Thank you!



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and information

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and find recordings.

