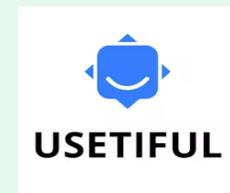
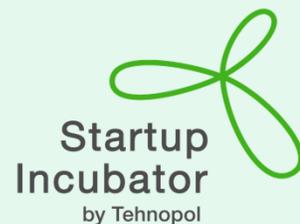


March Q&A: Launch, Fund and Scale from Estonia

March 18, 2026



Speakers



Ülane Vilumets

Head of Expansion
e-Residency



Anne-Liisa Elbrecht

CEO
Tehnopol Startup
Incubator



Martin Goroško

Board Member
EstBAN



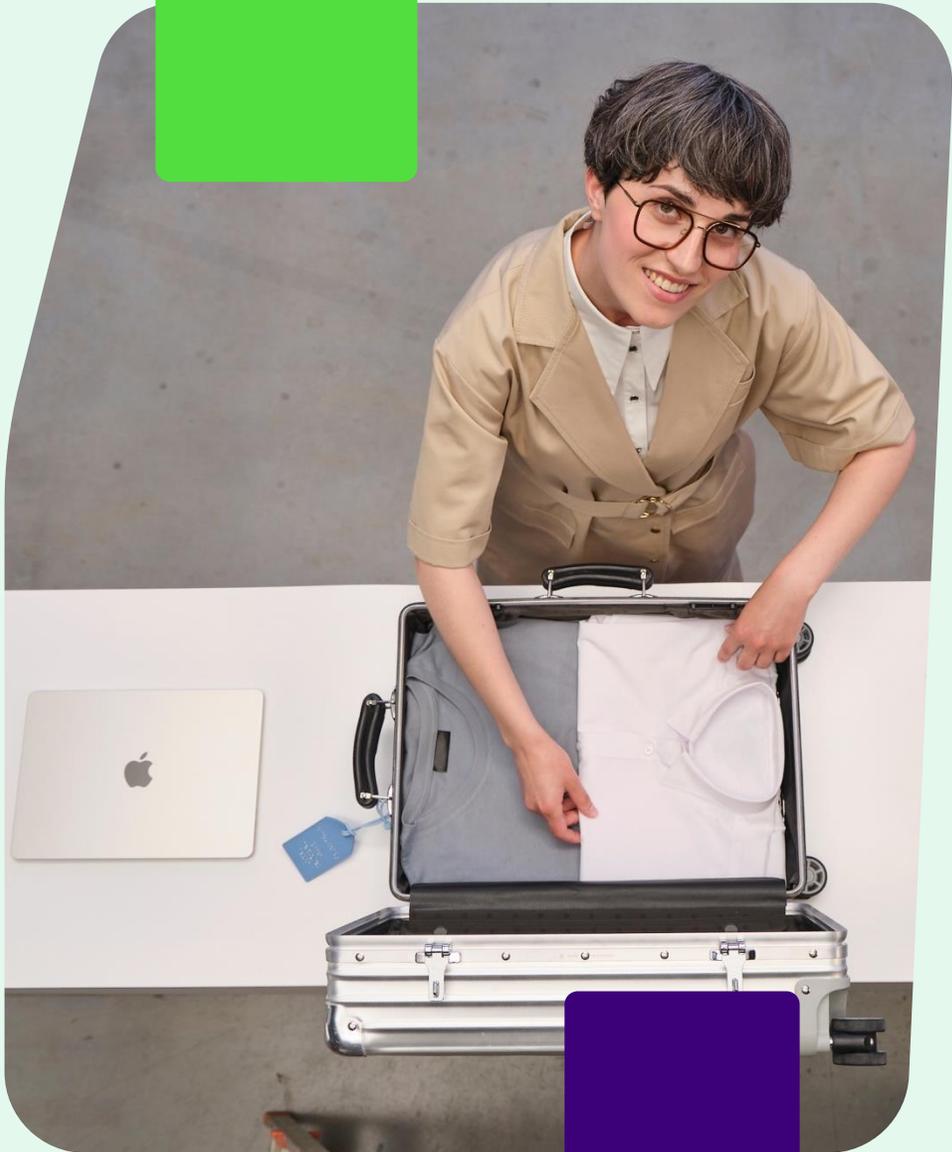
Ondrej Dobias

E-resident & Co-
founder
Usetiful

Agenda

This webinar is about growing your tech startup in Estonia – whether virtually or physically.

- 1. Estonian startup ecosystem** – the land of sauna and startups
- 2. Who can best help me?** – hear about the Tehnopol Startup Incubator.
- 3. Raising funding** – what do I have to know as a foreign founder?
- 4. Case studies** – meet an e-resident startup founder.



Important

Lets agree on some crucial housekeeping rules!

- > Say 'hi' and make friends to each other in the **chat tab**
- > If you want answers to your questions use the Q&A tab
- > We'll take questions after each section

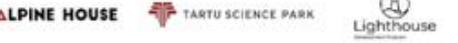
Welcome to Estonia



Startups: our secret sauce

- Great early stage investment scene
- Open and collaborative startup ecosystem
- Startup Visa, Scaleup Visa and Digital Nomad Visa
- Advantageous employee stock option tax break
- 10 unicorns (\$1 bn value) have grown out of Estonia
- E-Residency – digital access to all that for foreign founders



	<h3>Startup Mindset</h3> <p>Discovering & Understanding</p>	<h3>Pre-Startup</h3> <p>Ideating & Concepting</p>	<h3>Startup</h3> <p>Commitment & Validation</p>	<h3>Scaleup</h3> <p>Scaling & Establishing</p>
<p>Mentoring & events</p>				
<p>Incubators & accelerators</p>				
<p>Co-working communities</p>				
<p>Funding</p>				

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

E-Residency in Numbers

137,000+

Total number of e-residents of Estonia

40,000+

Number of Estonian companies established by e-residents

400

New applications a week

38%

Estonian startup sector companies have an e-resident on board

150+

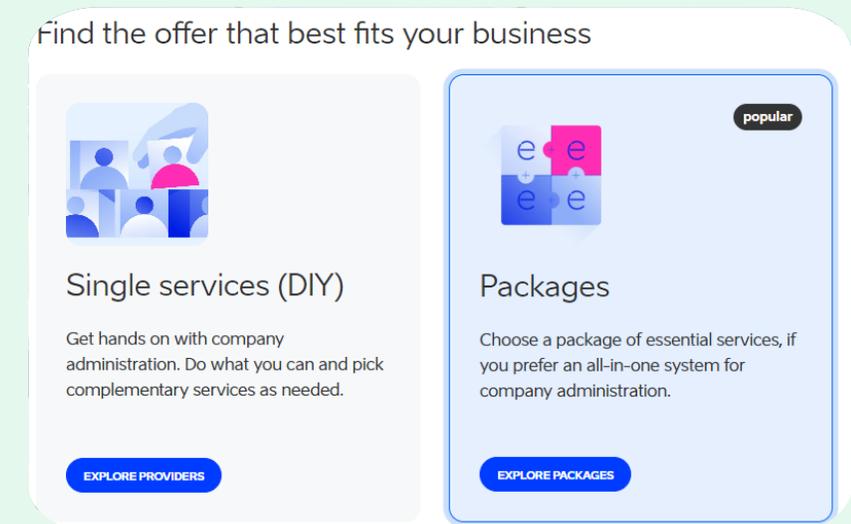
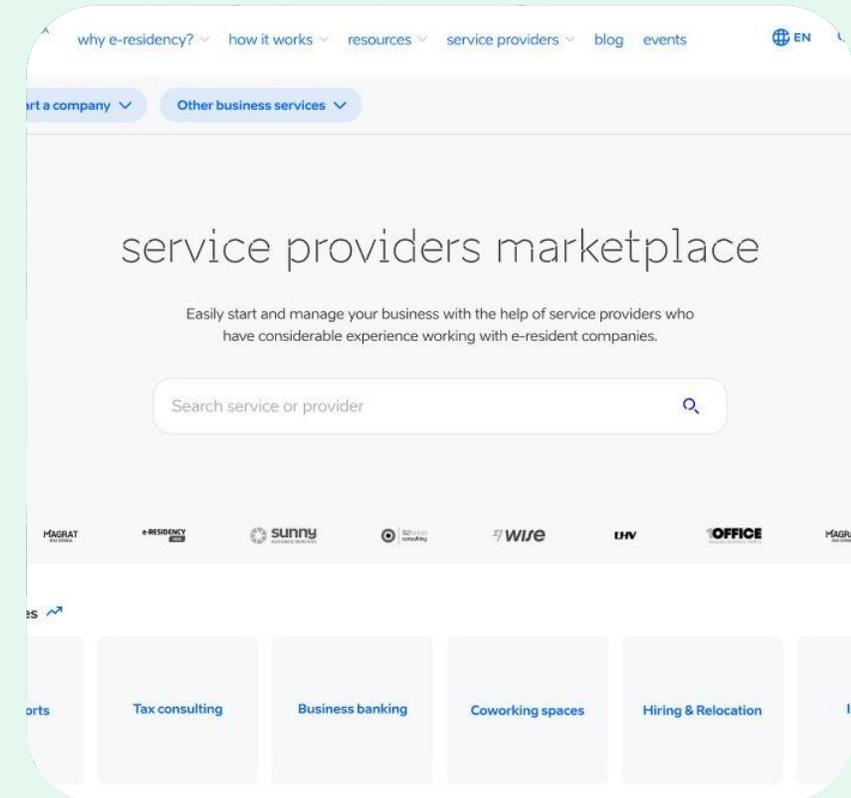
Global service providers on e-Residency Marketplace

20%

New Estonian companies created by e-residents

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

- > 150+ 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



E-Residency Funding Portal

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

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

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

Q&A time

Lets take your live questions



Tehnopol



UNLOCKING
THE POTENTIAL

Anne-Liisa Elbrecht
Head of Tehnopol Startup Incubator

FOUNDERS



Founded in 2003 by:
State Government
City of Tallinn
TalTech

BUSINESS CAMPUS

80 000 m² office space
10 laboratories, R&D centres
On-site services & events

SERVICES

Startup acceleration
Growth & export for SMEs
Innovation for corporates
Testing in the campus

FOCUS FIELDS



Tehnopol Startup Incubator

- Technology-agnostic accelerator
- Film- and multimedia accelerator
- Defence- and Dualuse accelerators
- Cybersecurity Accelerator
- Space-tech Accelerator with ESA
- AI Accelerator
- Deep-tech programs



Hands-on programme

- Dedicated key mentor for each startup
- 6-months practical training program
- Interesting seminars and workshops
- Pitching sessions to local and international investors
- Modern co-working hub
- Supporting community, with valuable contacts and events
- 30 000+ euros worth of credit and offers from our partners



Tehnopol Startup Incubator



- 100+ new startups per year
- 1000+ applications each year
- 170+ international mentors

Accelerator open calls

- Technology-agnostic accelerator application is open until 5th of April
- Defence Business Accelerator application is open until 10th of April
- The Deeptech Startup Network application will open in April 2026
- Cybersecurity Accelerator application will open in April 2026
- NATO DIANA Accelerator application will open in June 2026
- Matchmake: Founder or early-stage technology solution initiator



Want to know more?



www.tehnopol.ee



Thank you

Anne-Liisa Elbrecht

Head of Tehnopol Startup Incubator



Q&A time

Lets take your live questions



INSIGHTS TO ESTONIAN INVESTMENT ECOSYSTEM

Martin Goroško





CAPITAL MARKET IN A NUTSHELL

20 VCs and active 230 angels

€300M-1B invested annually

200-300 deals in a year

Pre-seed and seed stage is blooming, A-round limited

Syndicated capital rounds (20-30% of local capital)

Deep-tech +defence, AI and B2B SaaS, FinTech, Energy



ESTONIAN ANGELS

€15-20M invested annually

Collaboration with the Nordics

Staged and transparent application system

Active lead investors, collaboration with the VC-s

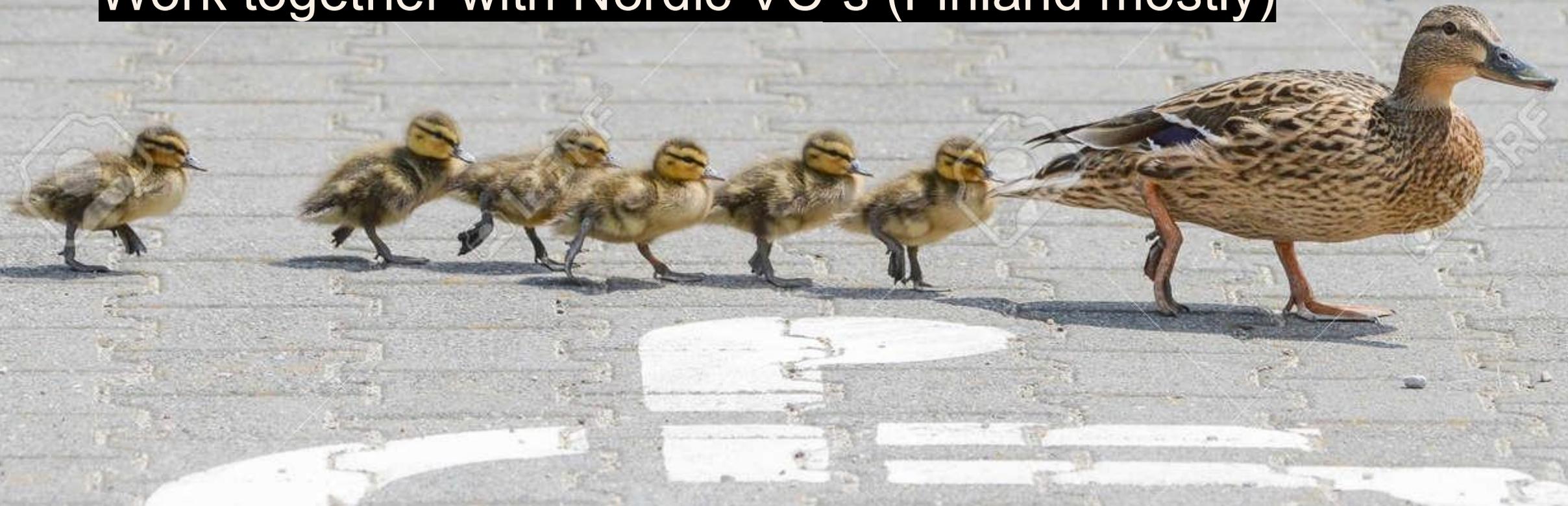
ESTONIAN VCs

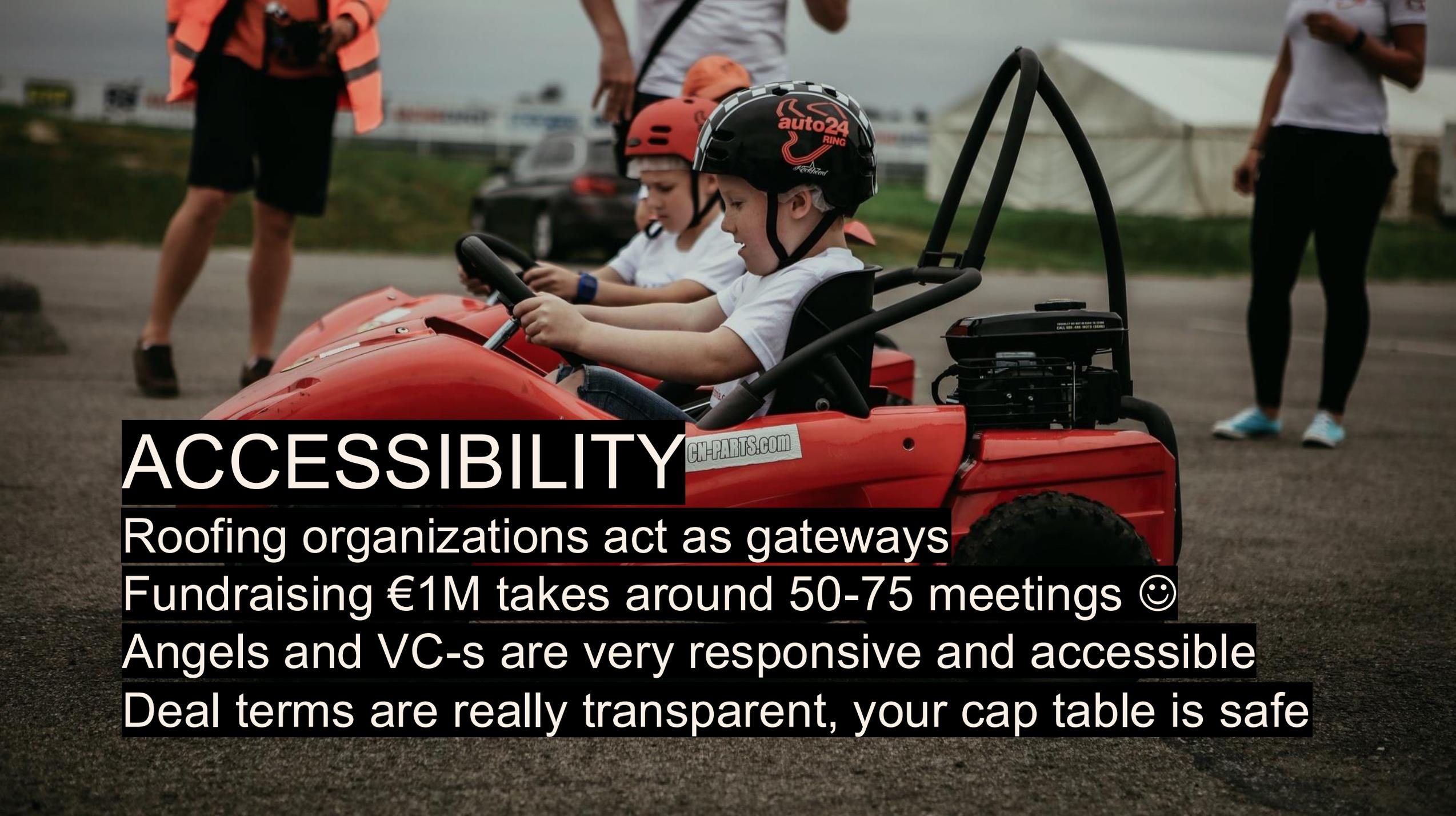
€100M invested annually

15-20 active funds, dedicated to early stages

Business-agnostic, but understand deep tech and AI

Work together with Nordic VC-s (Finland mostly)





ACCESSIBILITY

CN-PARTS.COM

Roofing organizations act as gateways

Fundraising €1M takes around 50-75 meetings 😊

Angels and VC-s are very responsive and accessible

Deal terms are really transparent, your cap table is safe



DEEP TECH and DUAL USE

Public grants for development, focus on AI, defence

Thematic VCs and angels, 60% of funding goes to DT

Easy access to R&D facilities and programs



CAPITAL NETWORKS

EstBAN – Estonian Business Angels Network

EstVCA – Estonian Venture Capital Association

EIS – Enterprise Estonia and grants

SmartCap – National Fund, direct investments as well

Latitude

59°

be bold. **59**
Pitch Competition
game on

Apply before April 15

A person is silhouetted against a dark, starry night sky. The person is standing in a field of tall, dry grass. In the center of the sky, there is a bright, glowing nebula or star cluster. The overall scene is dark and atmospheric.

Let's connect!

martin@estban.ee

[LinkedIn: @martingorosko](#)

Q&A time



Lets take your live questions

Case study

NAME

Ondrej Dobias

E-RESIDENT SINCE

2017

COUNTRY

Czechia

COMPANY

Useful, software helping to build digital products

OBJECTIVE

To be able to run a company with three co-founders in three different countries

SUCCESS

Getting acquired by a US company Fullstory



Q&A time

Lets take your live questions



What next? Come to Latitude59 and join our ecosystem study trip

- Full-day program on May 20, Latitude59 on May 21-22
- Preapproved founders from around the world
- Meet accelerators, foreign founders and investors
- Visit to a unicorn office
- Merge into Latitude59, the flagship tech conference



Thank you!

Follow the QR code link to give us feedback:

Complete our survey!

e-resident.gov.ee





REPUBLIC OF ESTONIA
E-RESIDENCY