

# Government of Estonia's e-Residency programme: Estonia's attempt to empower a global community of entrepreneurs



Mats Kuuskemaa, Head of Business Strategy, e-Residency



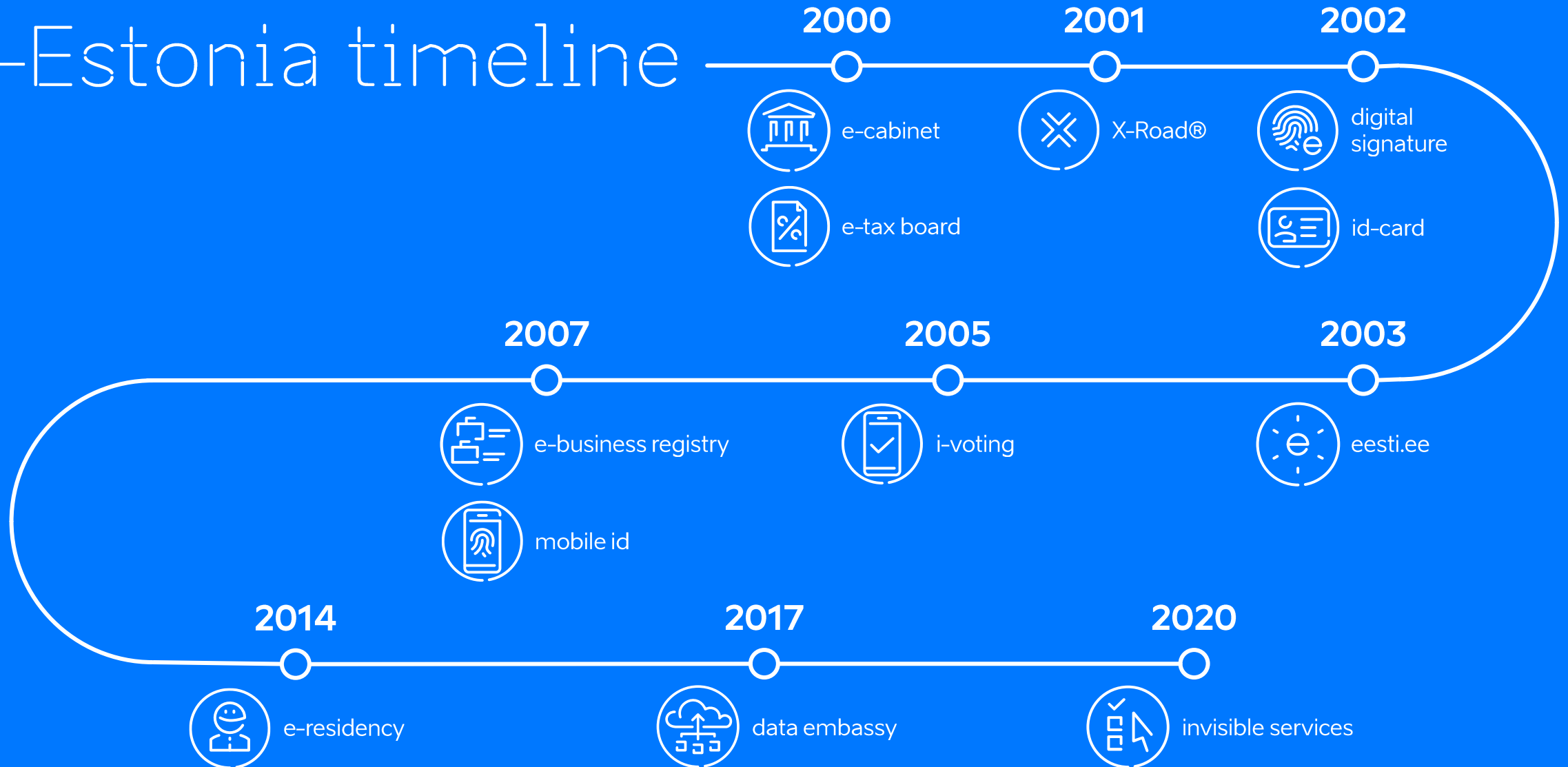
REPUBLIC OF ESTONIA  
E-RESIDENCY

# Estonia: startup nation

- + 'Digital Society' - 99% public services online
- + First country to offer e-Residency (2014)
- + E-residency companies can get startup status
- + 7 unicorns (\$1 bn value) have grown out of Estonia or have been founded by Estonians
- + Startup visa and Digital Nomad Visa programmes
- + One of the most open and collaborative startup ecosystems
- + Advantageous employee stock option tax break for employees.



# e-Estonia timeline



# What is e-Residency?



e-Residency is....

- + Secure digital identification
- + Establish and run companies 100% online
- + Digital signature
- + A global community of e-residents



e-Residency is not....

- + Travel document
- + Visa or residence permit
- + Personal tax residency



# Why become an e-resident?

- + Register an EU based company online and manage it remotely
- + Securely access a wide range of Estonian public and private e-services
- + Digitally sign contracts and other documents, encrypt and send them securely
- + Join a community of like-minded people



# Growth



87,000

e-Residents

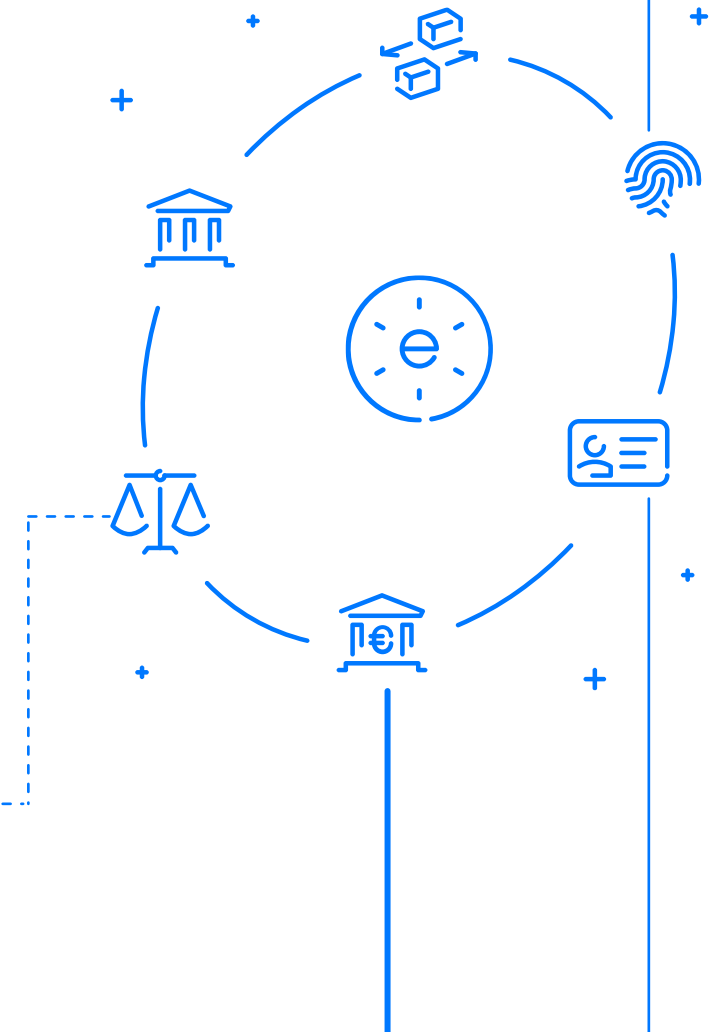


19,000

Enterprises

# Estonia is a great place to start a company

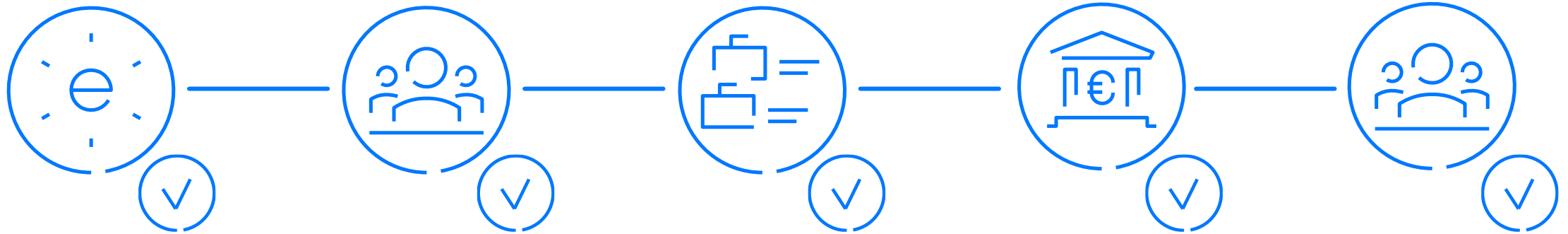
- + Advanced digital environment and capabilities
- + Liberal economy and transparent business environment
- + Ease of doing business
- + Simple, low-risk tax environment
- + Highly educated human capital and liberal labour market
- + Active member of international organisations (EU, NATO, OECD)
- + English is spoken widely



# How does Estonia compare internationally?

	Germany	Estonia	France	UK	US	Countries measured
Starting a Business (Ease of Doing Business Index, World Bank, 2020)	125	<b>14</b>	37	18	55	190
Paying Taxes (Ease of Doing Business, World Bank, 2020)	46	<b>12</b>	61	27	25	190
International Tax Competitiveness Index 2021 (International Tax Foundation)	16	<b>1</b>	35	22	21	37
Corruption Perception Index 2020 (Transparency International)	<b>9</b>	17	23	11	25	179
Rule of Law Index 2021 (World Justice Project)	<b>5</b>	11	23	16	27	139

# Company registration in a nutshell



- + Apply for e-Residency and choose a pick-up location (€120 fee)
- + Choose a service provider for Estonian address and contact person (€25-100 average per month)
- + Register your company on Company Registration Portal (€190 fee)

- + Apply for an account with bank or fintech
- + Participate in our community

# Contact person & legal address

- + The only mandatory local service if the management board is located in a foreign country
- + Only a licensed representative may be designated a contact person
- + The address of the contact person shall be considered the address of the company



**NB! Contact person is NOT a local director.**

# e-Residency Marketplace

Services ▾

Your company type ▾

Industry ▾

COMPARE

Sort: ▾

New

**WORKLAND**  
YOUR OFFICE

Workland

 **B2baltics**  
consulting

B2baltics Consulting

 **sunny**  
BUSINESS SERVICES

e-resident store

 **Officium**

Officium

 **SMART-ID**

Smart-ID

**1OFFICE**  
MAKING BUSINESS SIMPLE

1Office Estonia

 **DigiDoc**

DigiDoc

 **COMISTAR®**

Comistar

 **GATETO BALTICS**

GATE TO BALTICS

 **NUMERI**

IMG Numeri

 **Crowe**

Crowe DNW

**PRIOLAUNCH**

Priolaunch



„E-Residency is cool because I can make a company that I can take anywhere in the world and it wouldn't be tied to any location. I now live in Korea and Seelenbinder lives in Switzerland, but it's incredibly complicated to register companies locally in both places. In contrast, a company set up through e-Residency can be managed anywhere with no paperwork.“

Ian Wagner and Luke Seelenbinder, Funktional OÜ  
(US/Switzerland/Korea – IT)



**“The flexibility it allows, the simplicity of the entire process, and most importantly, the level of security and the fact that it’s completely in line with European laws made it a no-brainer.”**

Nevena Sofranic, founder of Recroot (Serbia — recruitment software)



**“E-Residency has enabled me to run a business completely online, without any unnecessary paperwork, notary visits or hassles you experience in other countries.”**

Luka Karsten Breitig, founder of the Happy Beavers  
(Germany — content marketing)





**“When I found e-Residency I couldn’t believe it was possible. From the time of signing up, I was impressed with how the ecosystem worked, how easy the e-services worked, and how easy it was to start a company.”**

Alagan Mahalingam, founder of Rootcode Labs (Sri Lanka — software startup)

“E-Residency helps you easily register your business online and have a business bank account in Europe without relocating.

It is a good option for startups who want to expand to international markets, as well as for entrepreneurs who want to travel while working and easily manage their company online.”

Christelle, founder of Easyassistant & Co (South Africa — HR backup services)





**“I chose Estonia because I wanted to create my company in a country where I could manage my company independently from where I live...If you are looking to internationalize your business, this could be the fastest and easiest way to do it.”**

Fabio Faccin, founder of PerformancePPC (Italy — digital marketing)

**“At the beginning, I thought it was a video game.  
It was so simple, it couldn’t be true.”**

Bertrand Dour, founder of 7Flows (France —  
management consulting)



# Next steps?

Become an e-Resident

[eresident.politsei.ee](http://eresident.politsei.ee)

Sign up for e-Residency newsletter

[e-resident.gov.ee](http://e-resident.gov.ee)

Company incorporation

Legal questions

Tax consultation

Business advice

e-Residency Marketplace

Find a service provider fitted for your needs

Estonian taxes

Estonian Tax and Customs Board

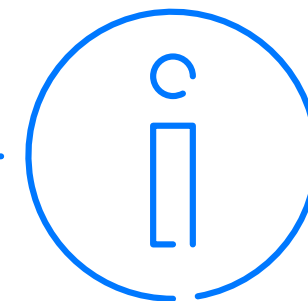
[nonresident@emta.ee](mailto:nonresident@emta.ee)

Company registration

Annual report

Centre of Registers and Information Systems

[ekanded@rik.ee](mailto:ekanded@rik.ee)





REPUBLIC OF ESTONIA  
E-RESIDENCY

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