

Borderless business with e-Residency



Lauri Kurs, partner at BRISQ SME OÜ



REPUBLIC OF ESTONIA
E-RESIDENCY

Welcome to Estonia

- + Located in Northern Europe, Population 1.3 million
- + 'Digital Society' - 99% public services online
- + Startup nation - entrepreneurial by nature
- + E-Residency introduced in 2014
 - + Attract business opportunities and investment
 - + Support nation's economic growth
 - + Spread awareness of Estonian culture, language and history



What is e-Residency?



E-Residency is....

- + Digital identity
- + Access to Estonian e-services
- + Means of identification online
- + Secure digital signature
- + A global community of e-residents



E-Residency is not....

- + Travel document
- + Citizenship
- + Visa
- + Residence permit
- + 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



83,000+


e-residents



170+

countries

Road to e-Residency



Who can apply?

- + E-Residency can only be granted to natural persons (not legal entities)
- + Substantial interest in using Estonian e-services
- + Applicants can neither be Estonian citizens nor residents of Estonia
- + Open for all countries/citizenships



How to apply?

- + Gather required documents
- + Fill out the online application at e-resident.gov.ee
- + Decide on a pickup location
- + Pay the state fee and submit your application
- + Wait for approval from Estonia's Police and Border Guard Board (30 days)



Timeline



Fill out and submit your online application in minutes



The Estonian Police and Border Guard Board (PBGB) will review your application within 30 days of submission.



e-Residency kit will reach your pickup location within 2-5 weeks.



You will have 6 months to collect your e-Residency kit from a pickup location.

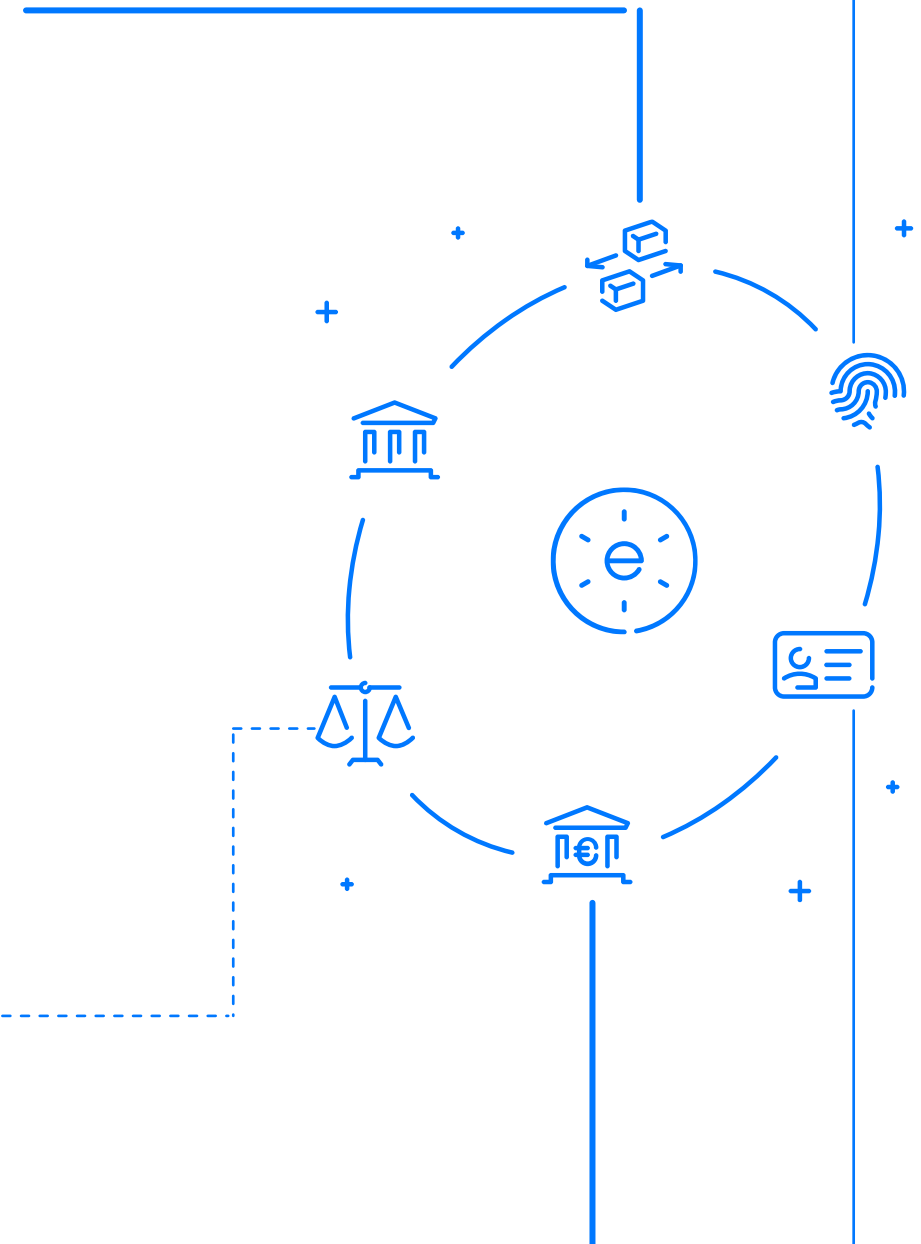
Costs & Fees

- + State fee for application processing is 150
- + No annual fees
- + Changing a pickup location: 10-80 euros (depending on the situation)
- + Renewal (after 5 years): 150 euros
- + Replacement of the broken/lost card: 150 euros
- + New PIN codes: 20 euros



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 and Russian spoken widely

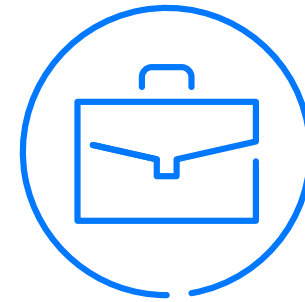


Growth



100,000+

e-residents



26,000+

companies

“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 Recrooit

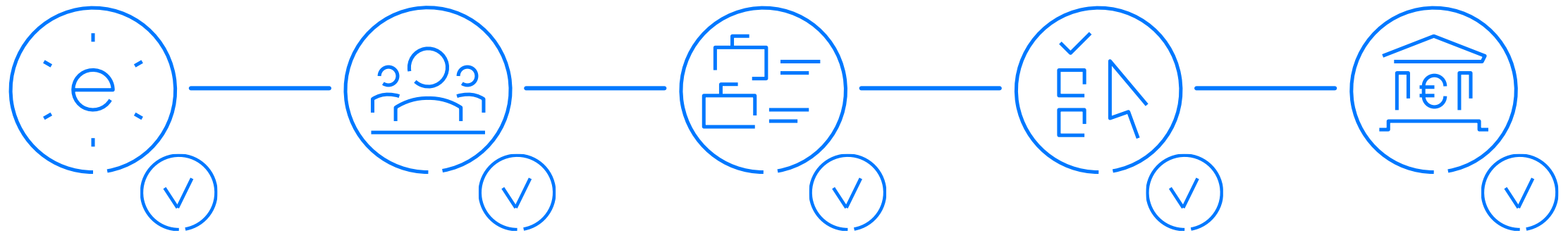




“When I found e-Residency I couldn’t believe it was possible. From the time of signing up, I was impressed with how the ecosystem worked, how easy the e-services worked, and how easy it was to start a company.”

Alagan Mahalingam, founder of Rootcode Labs

Company registration in a nutshell



- + Apply for e-Residency and collect your e-Residency digital ID card
- + Choose a business service provider
- + Log in to the Company Registration Portal and register your company

- + Apply for a license or register an activity at the Register of Economic Activities
- + Apply for a business banking account

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.

Why do I need a service provider?

- + Contact person & legal address
- + Company formation
- + Accounting
- + Legal advice
- + Tax consultation
- + Business consultation
- + Recruitment & relocation
- + Sales & Marketing
- + Public relations



Opening a business bank account

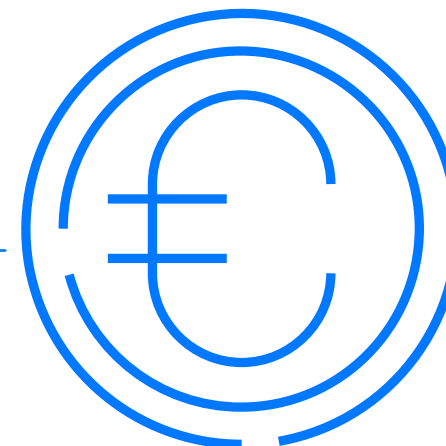
Payment institutions & fintechs in the EU/EEA

- + Can be opened entirely online
- + Widest choice
- + Does not provide business loans

Banks in Estonia


- + Companies with “strong connection to Estonia”
- + Personal visit to the bank is required

Banks in other EU/EEA countries



Tax benefits in Estonia

- + Low risk & cost effective
- + Tax on distributed profit only
- + Declare and pay your taxes online in minutes
- + Get help from the friendliest tax authority in the world!



It's no wonder Estonia has been named #1 on the Tax Competitiveness Index for the last 7 years!

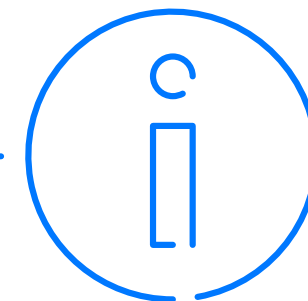
How much will company incorporation cost?

- + State fee for company registration (OÜ): 265 euros
- + Contact person & legal address: 200 euros/year
- + Accounting: starting from 50 euros/month
- + Other services, business licenses

Other expenses:
share capital contribution
(2500 euros, can be
postponed)



Who to contact?



General questions about e-Residency

hello@brisq.ee

Company incorporation
Legal questions
Tax consultation
Business advice

L.Kurs@brisq.ee

Estonian taxes

Estonian Tax and Customs Board nonresident@emta.ee

Company registration
Annual report

Centre of Registers and Information Systems
ekanded@rik.ee



REPUBLIC OF ESTONIA
E-RESIDENCY