

The logo consists of a large orange circle with the text "STARTUP ESTONIA" in white, uppercase letters. A smaller orange circle is positioned to the upper left of the main circle. Three small orange dots are scattered to the right of the main circle.

STARTUP  
ESTONIA

# Estonian Startup Ecosystem

Tallinn, 30.06.2022



European Union  
European Regional  
Development Fund

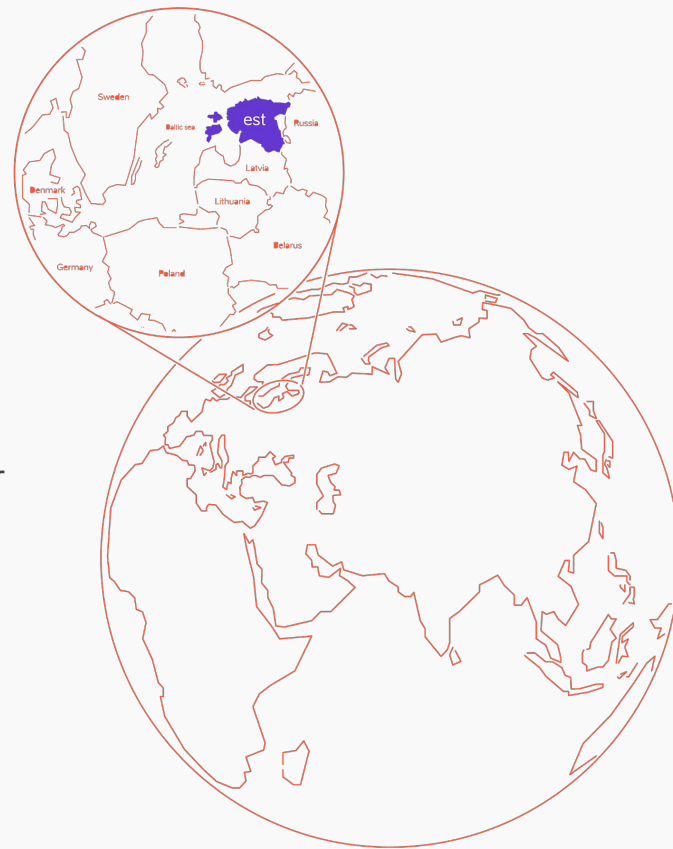


Investing  
in your future

[startupestonia.ee](https://startupestonia.ee) #startupestonia

# Sandra Saarniit

Startup Community Development Manager



Estonia – Your startup OS. **Start Europe here**

**Startup Estonia is supercharging the Estonian startup ecosystem** to create more international success stories.

STARTUP  
ESTONIA

**Legislative environment is clear**  
and gives incentives for startups  
and investors



Estonia has  
**1000**  
startups

**Funding is**  
accessible  
for startups

**Startup ecosystem**  
is functional and  
collaborative

# Estonian Startup Scene in numbers

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➤ **Startup sector grows 30% per year**

➤ **1384 startups** (as of 11.07.2022)

➤ **9000+ new jobs created** - Every 60th person of Estonian workforce connected with startups

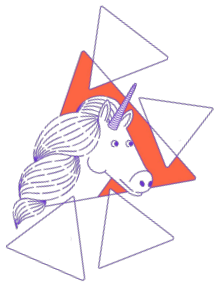


➤ Startups paid about **€125 M in employment taxes** in 2021



➤ **Turnover** in 2021 was **1.4 B EUR**

➤ **Raised 928 M EUR** in 2021 and already **1 B EUR+ in 2022**



## European top for Unicorns per capita

**playtech**  
SOURCE OF SUCCESS

1999  2007

**skype**™

2003  2005

**wise**

2010  2015

**Bolt**

2013  2018

**pipedrive**™

2010  2020

**ZEGO**

2016  2021

**ID.me**

2010  2021

 **Gelato**

2006  2021

 **veriff**

2015  2022

 **glia**

2016  2022



## Startup Mindset

Discovering & Understanding



## Pre-Startup

Ideating & Concepting



## Startup

Commitment & Validation



## Scaleup

Scaling & Establishing

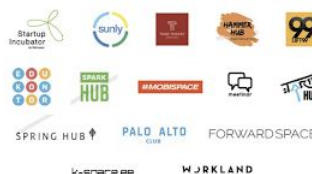
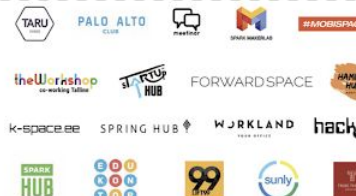


Mentoring  
& events

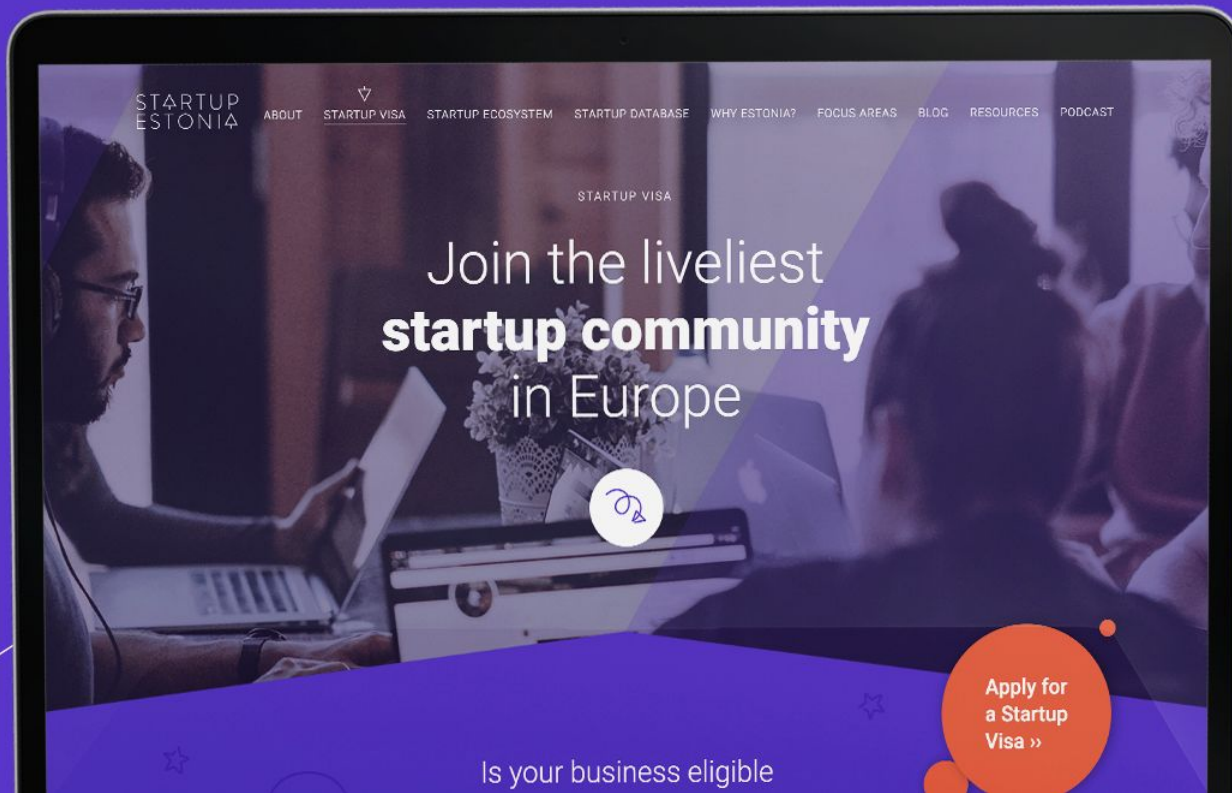
Incubators &  
accelerators

Co-working  
communities

Funding



# Estonian Startup Visa



# Startup Visa Statistics



Attracting talent (since January 2017):

- **founders from non-EU countries**
- **new talent to Estonian startups**



**Altogether 4000+** individuals have relocated or granted the right to move to Estonia!



TOP countries for founders:  
**Russia, Iran, Turkey, India**



TOP countries for employees:  
**Brazil, India, Russia, Ukraine**





# How to apply for Startup Visa

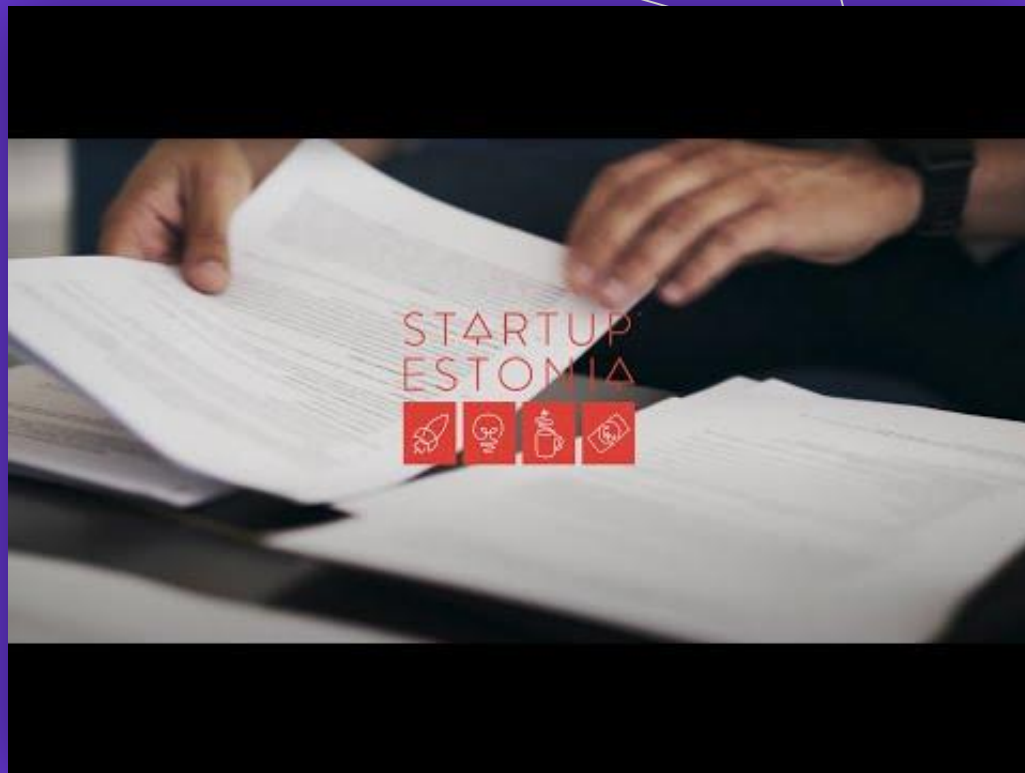
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- 1 Find information and test whether your company would be eligible for applying for the [Estonian Startup Visa](#)
- 2 Apply for the Startup Status
- 3 If assessed positive by the Startup Committee, go to the Estonian Embassy or to the Estonian Police and Border Guard Board
- 4 If you have decided to relocate, get in contact with the [migration advisors](#) who can help with your questions!
- 5 Ready to settle in? Check the [Settle in Estonia webpage](#) to find out the do's and don'ts of living in Estonia.
- 6 When in Estonia, visit the [International House Estonia](#)

# Model documents

22 legal model documents  
free to use and download  
for startup founders!

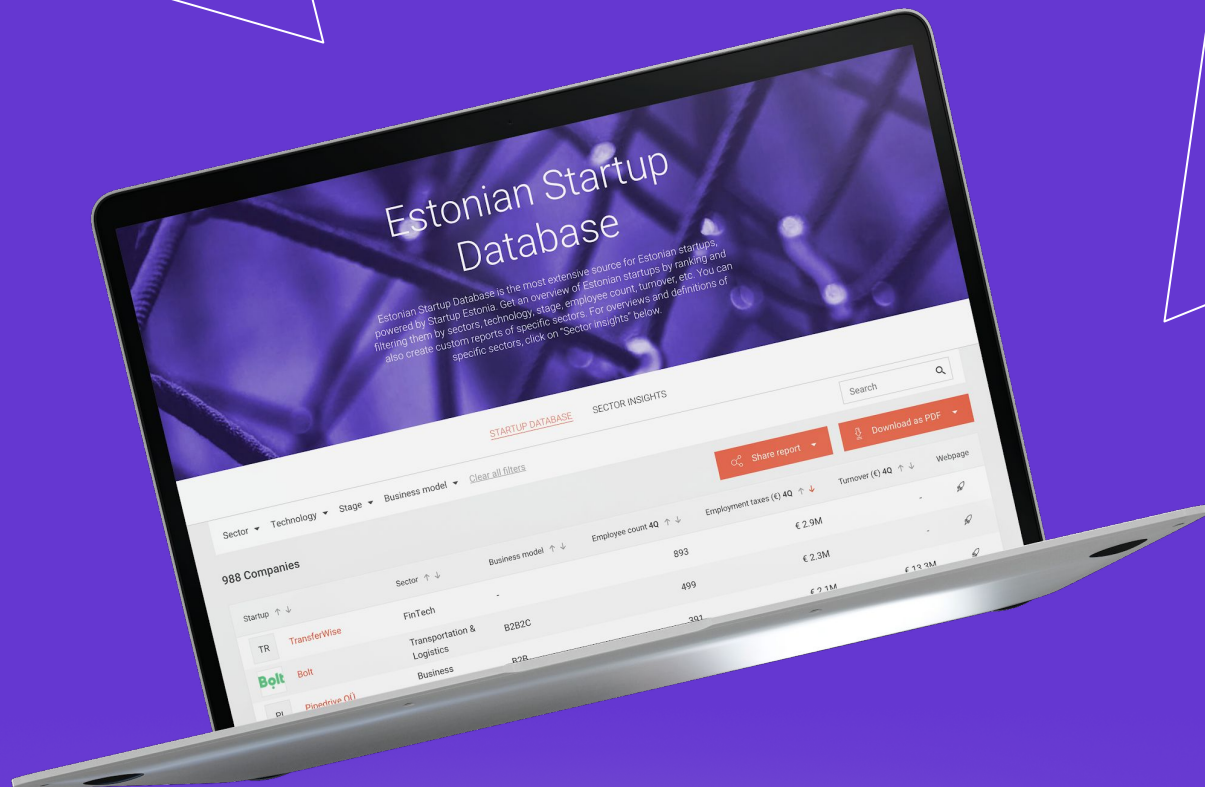
[startupestonia.ee/resources](https://startupestonia.ee/resources)



# Estonian Startup Database

The most extensive overview of Estonian startup sector

[startupestonia.ee/database](http://startupestonia.ee/database)



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