

Unlock Estonia

Helping you set up and grow your business

2021



Expanding your business in Estonia

Expanding into new international markets can be challenging due to the many issues to consider and resolve. Our Unlock Estonia service can provide expert advice and insight to support you every step of the way. From helping you find the best location, to setting up a branch or subsidiary, we are committed to providing pragmatic and timely advice that allows you to focus on achieving your business goals.

International expansion is an important step, but with a dedicated international business adviser, who takes time to understand your business and customise the specific services you require, you'll know you have the support to manage the risks and maximise the potential a new market offers your business.

Our advisers can help at every stage of your company's growth cycle - from starting-up, raising venture funding, listing on a global exchange, acquiring or merging with another company, or using Estonia as a base to expand into other markets - which means that whatever the challenge, we're at your side.

We can help you with the following services:

Business Advisory



- Business plans
- Upgrading of business models and business strategies
- Development and upgrading of marketing and brand strategies
- Development of sales organizations and customer management systems

Business plans and financial

Business intelligence and

Valuation (enterprises and

Mergers and acquisitions

Nationally certified forensic

Financial due diligence

financial management

- Human resources management services
- Coaching and leader development support

Financial Advisory

forecasts

trademarks)

Legal Advisory



- Labour law
- Transaction advisory
- Mergers and acquisitions
- Legal due diligence
- Restructuring and reorganization
- Corporate secretarial services
- Contact person service

Data protection and information security

- GDPR audit
- Data Protection Officer (DPO) as a service
- Data protection advisory services
- Data protection impact assessment
- IT security audit
- Training

Mergers and aquisitions



- Contacting suitable buyers or sellers
- Initial analysis and valuation
- Terms and price negotiation
- Due diligence

Audit and Assurance

Audit

Review

evaluation

liquidation

Due diligence

Packaging audit

Commercial Code

Legal document drafting and formal completion of the transaction

Special audit following the

Non-monetary contribution

Opinion on the balance

plan of the company in

Division Agreement

Opinion of a nationally

recognized forensic expert

Consultation and training

sheet and asset allocation

Opinion on the Merger and

Business Risk Services



- Internal audit
- Risk assessment and management
- Project audits
- Legality of transactions
- Custom tasks
- **Trainings**

Accounting

- Accounting services
- Payroll and related services
- Tax accounting
- Reporting
- Consolidation of financial statements
- Everyday advice and temporary staff
- Financial manager services
- Accounting process evaluation
- **Trainings**

Tax Advisory

experts



- Transfer pricing advisory and documentation
- International taxation
- Transaction tax advisory
- Value added tax and fiscal representation
- Tax due diligence

Corporate taxation

Reorganization

- **Expat taxations**
- Representation in the Tax Board
- Tax trainings

Digital Services

- Digital Strategy
- Intelligent Automation
- Business Intelligence Digital Marketing
- Cybersecurity
- Innovation as a Service
- Digital due diligence



Why choose Estonia?

Estonia is one of the fastest growing economies in the Baltic Sea Region, uniquely positioned between the East and West of Europe. It is one of the world leaders in IT development and using innovative IT solutions in the business context. Estonia offers a favorable business environment to foreign investors, being one of the leading countries in the region regarding foreign direct investments per capita (28%).

- 8th freest economy according to the 2021 index of economic freedom by The Heritage Foundation.
- The World Economic Forum praises Estonia's macroeconomic stability, strong institutions, a flexible labour market, a good level of education, and a highly-developed digital society.
- Estonia has the best tax code in the OECD, according to the freshly published
 Tax
 Competitiveness
 Index
 2020, scoring first place for 7 years in a row.
- There is no corporate income tax on retained and reinvested profits, 14-20% tax on distributed profits.
- Invest in Estonia program has a wide variety of grants to help develop and expand your business activity.
- 18 minutes to register a company, 3 minutes to do the taxes.
- 99% of state services are online.
- Estonia scores first in startup friendliness according to Index Venture 2018.
- Startup Estonia ecosystem that have spun unicorns such as Wise, Veriff, Bolt and Pipedrive.



Characterized as a clean,

administrative

tech-savvy

procedures are efficient and

available that support entry

Between 2010 and 2020, the

Human Capital Index value

for Estonia increased from

0.73 to 0.78, a score higher

than the European average.

into the labor market.

e-services

Estonia's

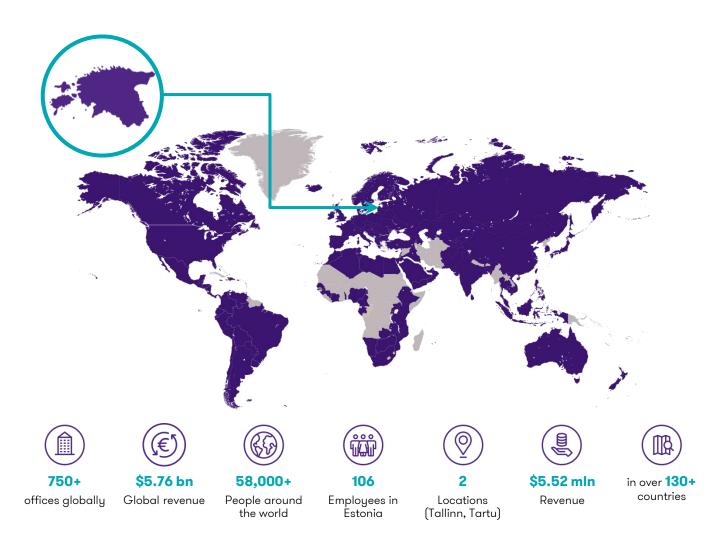
country.Modern telecommunications and transportation.

and

- The World Health Organization has rated Estonia's air quality as the 7th best in the world. The tap water is also pure and drinkable.
- Estonia ranks among the eight greenest countries in the world, according to Yale University's 2016 Environmental Performance Index.
- The most advanced cyber security country in Europe.
- Estonia is a cashless society with over 99% of financial transactions occurring digitally.
- With over 80 captive, BPO and ITO centres, Estonia is an established location for finance, IT and customer services.

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Contact

For more information about how we can help you Unlock Estonia, please contact:



Artur Suits

Partner, Head of Advisory

Grant Thornton Baltic OÜ

T +372 626 0500

E artur.suits@ee.gt.com



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