

# Patent Migration an Innovation Report Estonia

## Overview

Over the past three decades, Estonia has had the fastest economic growth of any nation with a comparable history. Due to its limited natural resources and lack of well-established industries to focus on, Estonia was forced to adopt an entrepreneurial mindset, which has become ingrained in the nation's culture. This mindset places a strong emphasis on taking calculated risks and having the fortitude to recover from them. The thriving startup environment in Estonia serves as one of the best examples of this achievement. Estonia has the greatest number of startups, unicorns, and investments per person in Europe, according to The State of European Tech 2021 (Atomico, 2021). According to The State of European Tech 2021 (Atomico, 2021), Estonia has the most startups, unicorns and investments per capita in Europe. The low cost of starting a business and the ease of complying with taxes means that the regulatory environment for entrepreneurship is among the most favorable in the EU. The government is also actively reducing administrative burden through its Zero-Bureaucracy project initiated in 2015.

## Policy responsibility and stakeholders

Entrepreneurship and SME policy in general is the responsibility of the Ministry of Economic Affairs and Communications. At the same time, most of the disadvantaged target groups of inclusive entrepreneurship (such as young migrants) fall under the policy responsibility of the Ministry of Social Affairs.

The Enterprise Growth Strategy 2014-20 emphasises support for innovative start-ups and is mainly fostering high-growth businesses. It uses universal approach to all target groups (including young migrants) and is not gender-sensitive. There are several important actors that support the implementation of the Growth Strategy including **Enterprise Estonia (EAS)**, which is responsible for implementing much of the strategy, as its mandate is to support innovation and entrepreneurship. Therefore, it delivers several entrepreneurship support schemes, including business counselling and entrepreneurship training, as well as some grants and activities supporting innovation and exports by Estonian companies.

In addition, **KredEx** (a public financing institution) provides state-backed loans and guarantees, as well as performs public investments in the venture capital market. Some of the support schemes (e.g. start-up grants and regional support programmes) have been recently moved from Enterprise Estonia to **State Support Service Center (RTK)**, which acts under the Ministry of Finance. Enterprise support programmes related to environment and resource efficiency are administered by the **Center for Environmental Investments (KIK)**, belonging to the Ministry of Environment. Finally, the start-up programmes for the unemployed are administered by the **Unemployment Insurance Fund**, under the Ministry of Social Affairs Migration in Estonia.

Finally, **non-governmental organisations (NGOs)** have an important role in delivering complementary support to various disadvantaged groups such as young migrants to help them to better integrate into the labour market and entrepreneurial community. This includes entrepreneurship training, mentoring, networks and even micro-credit facilities.

## **Migration in Estonia**

Estonia is today recognized as one of the world's most advanced digital civilizations, having made significant advancements in recent decades. Following this innovative trend, Estonia is now liberalizing its immigration laws for business purposes and granting startup visas to entice migrant entrepreneurs who will spur additional expansion.

There are no means to limit emigration in a free society, but policies can be shaped to promote immigration and create a positive net migration policy that way. In recent years, Estonia has been attempting to accomplish exactly this. Estonia has been implementing extensive immigration reforms since 2013 in an effort to develop a system that is more suited for the twenty-first century. The goal of these changes was to increase Estonia's appeal to highly qualified individuals who could boost the economy and society.

Migrants and migrant entrepreneurs can play a key role in the creation of new businesses and intellectual property, which is attractive to the Estonian national government which is still trying to recover from the impact of the economic downturn and stimulate economic growth. This potential, coupled with the general talent gap (especially in STEM industries), has made the government more and more willing to open the door to foreign tech talents.

### 1.) Startup visa in Estonia

The most recent round of amendments passed and came into force in 2017. Besides streamlining and simplifying the processes overall and exempting tech professionals and startups from the regular immigration quota cap, the amendments include the creation of three new categories of immigrants: intra-company transferees (ICTs), investors and startup entrepreneurs and employees.

The latter, however, is perhaps the most important and fundamental change in the existing system. The previous regulation put start-ups at a disadvantage as the same requirements that are in place for regular companies were also applied for start-up entrepreneurs. These included, for instance, the general investment requirement (€65,000) to apply for a residence permit for entrepreneurship or the salary criterion (a gross salary that was at least equal to the annual average wage in Estonia, multiplied by the coefficient 1.24) to hire a foreign employee.

While such requirements might make sense for established companies, they tend to be too harsh for someone just starting out. The newly-created startup visa, however, does not apply such requirements. Instead, the applicant fills out a form in Startup Includer about their startup for the Startup Committee. The committee, consisting of members of the Estonian startup community, will then review the application about your startup and make a decision within ten business days whether your company qualifies for pursuing the startup visa or not. If successful, the new regulation gives foreign entrepreneurs the opportunity to settle in Estonia for up to 18 months to establish their startup. Once they have established the company, it is possible then to apply for a temporary residence permit for entrepreneurship, which can be issued for up to five years

The creation of a startup visa signifies a departure from the more traditional approaches to immigration in Estonia, whereupon existing economic, cultural, historical or family ties were seen as the main basis for entry and legal stay in Estonia. Now, however, the potential to contribute to both economy and society is sufficient to grant an entry to the country. In other

words, it does not matter what you have or who you are, but who you could become and what you could bring to the table.

## 2.) e-Residency program

There are many benefits to getting Estonian e-Residency if you're a non-EU digital nomad - i.e., you don't happen to be a European citizen or have an EU passport. This includes being able to digitally enter the EU market even though you're not a citizen. It also means you can access advanced digital e-governance and business administration tools so you can manage your affairs from anywhere. And the simplicity and ease of doing business with an Estonian registered company means you save time, money and paper.

e-Resident is be able to:

- Create and run a company online
- Conduct banking online
- Access international payment service providers
- Digitally sign documents
- Verify the authenticity of documents
- Encrypt documents securely
- Declare taxes online

## **Entrepreneurship support for young migrants– existing initiatives**

### 1.) Livelihoods and Economy Recovery Program by Estonian Refugee Council

The programme is aiming on increasing the self-sufficiency of people affected by crises by supporting them in starting or expanding their businesses and/or effectively entering the labour market.

The entrepreneurship programmes are aimed at helping refugees who have either established a company in Estonia or have prior entrepreneurial experience. The entrepreneurship programmes provide participants with training and knowledge on business development and ways to raise their businesses' competitiveness to become more self-resilient in the Estonian labour market.

One cycle of the entrepreneurship program lasts about 12 months. First, the participants present their initial business idea, from which a jury of experts selects the strongest. The winners of the second round participate in the development program, where the business plans of the idea are shaped during the work and training. The best will be selected and receive the necessary equipment and materials to start a business and individual mentorship for six months.

### 2.) International House Tartu

International House Tartu was established in 2015 to support foreigners moving to Tartu, and employers and authorities that work with newcomers. International House Tartu provides helpful information and advice to people who move to Tartu from other countries. International House

Tartu acts as their home away from home - they can ask for advice, get connected to new people or local associations or learn more about Estonia. Their goal is to make experience of migrants in Southern Estonia as good as it can be. Apart from rich cultural program, they are also organising workshops and educational events on the topics of self-employment, getting to know the Estonian taxation system, and being familiar with the steps of how to start a business.

## **Best practices in Estonia**

### **ENTRUM (Youth entrepreneurship development programme)**

ENTRUM is a youth entrepreneurship training programme that was developed by Estonia's biggest energy corporation (Eesti Energia) in 2010 as part of its long-term corporate social responsibility initiative. It now receives public funding, and financial and in-kind support from more than 500 partners. Its mission is to promote the development of an entrepreneurial mind-set and provide free entrepreneurship education to all young people in Estonia.

ENTRUM was developed in the line with the new education strategy and an entrepreneurship education development plan, 'Be Enterprising!'; to promote creativity, an enterprising attitude, problem-solving skills and risk management among young people.

The training programme is implemented in collaboration with the Estonian Chamber of Commerce and Industry, and the Ministry of Economics and Communications. It relies on more than 500 partners, including local governments, businesses, incubators, regional development centres, universities, youth organisations and non-profit organisations. The project provides three modules of entrepreneurship training for students over a seven-month period as well as access to a professional network comprising business professionals and successful entrepreneurs. The first module, 'Inspiration Hour', aims to promote entrepreneurship using successful Estonian entrepreneurs as role models. The second module consists of seven one-day training seminars on topics such as goal setting, planning and teamwork. The third module is a team start-up project under the guidance of mentors. Following this module, the students can participate in the 'I Am an Entrepreneur!' competition. ENTRUM participants are selected through an application process and efforts are made to ensure that young people with disabilities, young migrants and those from low income families are represented. The project is funded by the energy corporation (95%) and the Enterprise Development Foundation (5%).

### **Garage 48**

Garage48 hackathon series was initiated to boost a local startup scene by bringing the Silicon Valley attitude to Eastern Europe as well as to other developing markets. Our event series got started back in April 2010 as an initiative of 6 active Estonian entrepreneurs behind successful startups - Pipedrive, Fortumo, Weekdone, Mooncascade and Taxify. As startup founders themselves, the idea was to create an experience which simulates a resource constrained startup environment- where decisions have to be made fast and the budget is often lean. In addition, the goal was to show that with a strong motivation and get sh\*t done attitude a lot can be achieved in just 48-hours, resulting in a real prototype and learning from others in the process.

Especially related to the topic of our project is that since 2019, Estonian Refugee Council and Garage48 have worked in collaboration, to support women from the East and central Ukraine in regaining their livelihoods through entrepreneurship. Over 4 years, the Empowering Women Entrepreneurship Programme has shown the strength and determination of Ukrainian women in

defying the most difficult odds. By launching micro- and family businesses that support their own livelihood as well as others, and provide jobs and critical services, they fight for Ukraine's freedom by supporting the resilience of the people and the economy on a grassroots level.

### **Changemakers**

Youth entrepreneurship programme "Changemakers", operated by Estonian Social Enterprise, present programmes that are targeted at creating marketing solutions for social enterprises and organisations acting in the public interests. It is aimed at 14-19 year olds youngsters where intercultural teams work along with a social enterprise helping it bring to life an idea, for which they would otherwise not have the time or resources for. The teams meet with social enterprises, map projects that they could do together and come up with a marketing plan for it. The teams are then assigned a mentor and together they learn about cross-cultural teamwork and develop their business skills. After this, the youth will have gained valuable skills and an advantage in the labour market with their real-life business experience; and the social enterprises will have had much-needed help in realising their projects.

### **References:**

<https://2021.stateofeuropeantech.com/chapter/world-our-sponsors/>

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

OECD, 2020, Inclusive Entrepreneurship Policies, Country Assessment Notes

(<https://www.oecd.org/cfe/smes/Estonia-IE-2020.pdf>)

<https://startupestonia.ee/start-up-in-estonia/startup-visa/>

Estonian Refugee Council, <https://www.pagulasabi.ee/en/programmes>

## Survey Introduction

Estonia, a small Baltic nation known for its digital prowess and thriving startup ecosystem, has emerged as an attractive destination for young migrant entrepreneurs seeking to establish and grow their businesses. The country's progressive policies, supportive infrastructure, and vibrant entrepreneurial culture have created an environment conducive to fostering entrepreneurship among diverse communities, including young migrants.

According to the OECD, the self-employment rate among immigrants in Estonia was 9% in 2022, slightly below the rate for native-born individuals (11%). However, this gap has been narrowing in recent years, reflecting the country's efforts to promote inclusive entrepreneurship<sup>1</sup>.

Recognizing the potential of migrant entrepreneurs, Estonia has implemented several initiatives to attract and support this demographic. One notable program is the Startup Visa, introduced in 2017, which allows non-EU nationals to relocate to Estonia and establish their startups<sup>2</sup>. This visa has facilitated the entry of over 2,200 founders and employees from 115 different countries, contributing to the country's entrepreneurial diversity<sup>3</sup>.

Moreover, Estonia's e-Residency program, launched in 2014, has further enhanced the country's appeal to global entrepreneurs. This innovative scheme allows individuals from anywhere in the world to establish and manage a company within the European Union's digital business environment, without the need for physical residency<sup>4</sup>.

Young migrant entrepreneurs in Estonia have access to a range of support services and resources, including incubators, accelerators, and mentorship programs. Organizations like Startup Wise Guys, a leading startup accelerator, offer tailored programs and resources to help migrant founders navigate the local ecosystem and scale their ventures<sup>5</sup>.

By fostering an inclusive environment and providing targeted support, Estonia has positioned itself as a hub for young migrant entrepreneurs seeking to turn their innovative ideas into successful businesses. As the country continues to embrace diversity and entrepreneurship, it is poised to attract and nurture a new generation of global entrepreneurs, contributing to its economic growth and international reputation.

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<sup>1</sup> <https://ppl-ai-file-upload.s3.amazonaws.com/web/direct-files/10161879/643d3a36-9aba-4901-a6b3-b75c9d7878ab/paste.txt>

<sup>2</sup> <https://www.oecd-ilibrary.org/sites/f10c2e5c-en/index.html?itemId=%2Fcontent%2Fcomponent%2Ff10c2e5c-en>

<sup>3</sup> <https://www.oecd.org/cfe/smes/Estonia.pdf>

<sup>4</sup> [https://www.oecd-ilibrary.org/employment/the-missing-entrepreneurs-2021\\_043f17b7-en](https://www.oecd-ilibrary.org/employment/the-missing-entrepreneurs-2021_043f17b7-en)

<sup>5</sup> [https://home-affairs.ec.europa.eu/system/files/2021-01/estonia\\_start\\_uo\\_study\\_2019\\_en.pdf](https://home-affairs.ec.europa.eu/system/files/2021-01/estonia_start_uo_study_2019_en.pdf)

Research results:

### Question: Country of origin?

The survey results show a diverse range of countries of origin among the participants, highlighting the international nature of the group. The distribution is fairly even overall, with the majority of countries being represented by a single participant. This diversity indicates a rich variety of cultural backgrounds and perspectives within the group.

Country of origin:  
20 responses

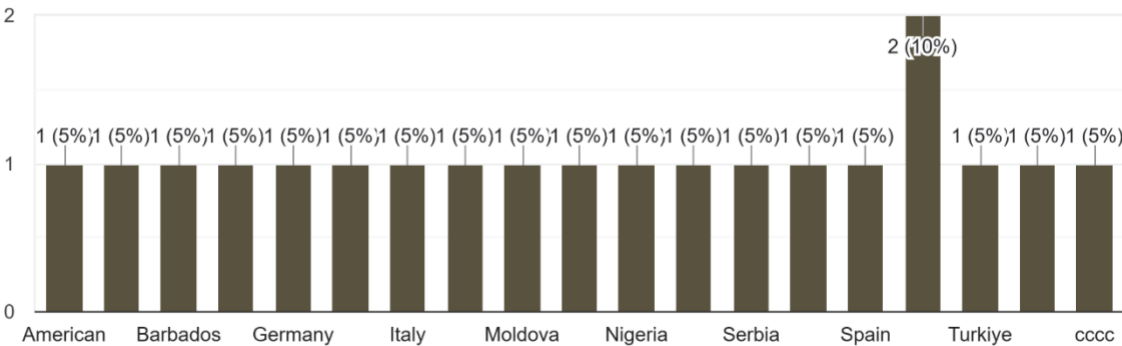


Diagram 1

### Question: Age?

The survey participants predominantly fall within the young adult age group, with a significant representation from middle-aged adults. This diversity in age can contribute to a broad spectrum of insights and perspectives in the survey findings.

Age:  
20 responses

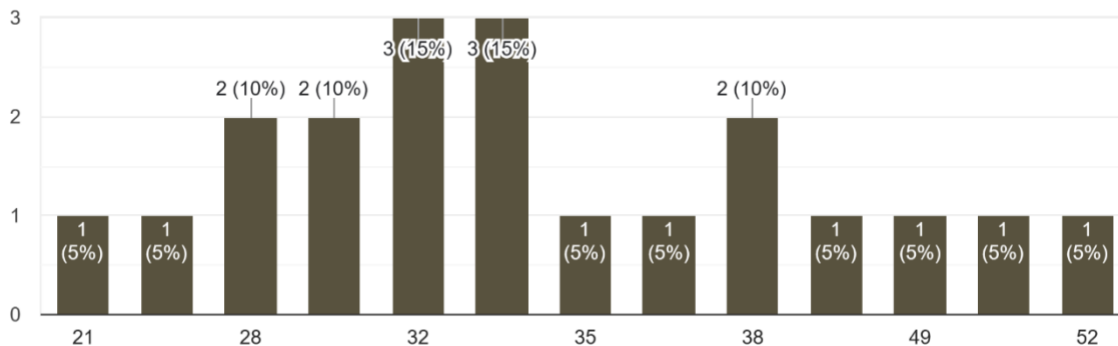


Diagram 2

## Question: Area of activity of the business idea or established organization:

The survey data analysis indicates a strong preference for the Information and Communication Technologies (ICT) sector among participants, with 60% involved in this area. This trend reflects the global movement towards digitalization and the significant role of technology in modern business. T

The variety of other sectors represented, though each only by one participant, points to a range of niche interests that could lead to specialized and impactful innovations, particularly when combined with ICT. These include Government Relations, Environment, Biotechnology, Health, Education and Social Media, and Art and Music.

In summary, while ICT dominates, the survey reveals a landscape where technology is central but also where diverse interests persist, suggesting opportunities for cross-sector innovation and a dynamic entrepreneurial environment.



Area of activity of the business idea or established organisation:

20 responses

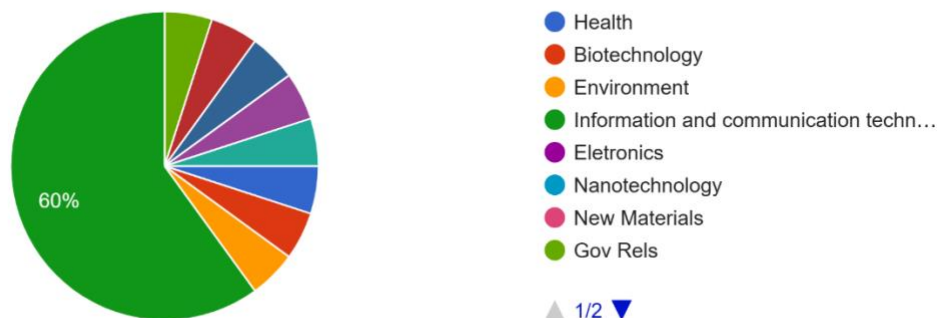


Diagram 3

Area of activity of the business idea or established organisation:

20 responses

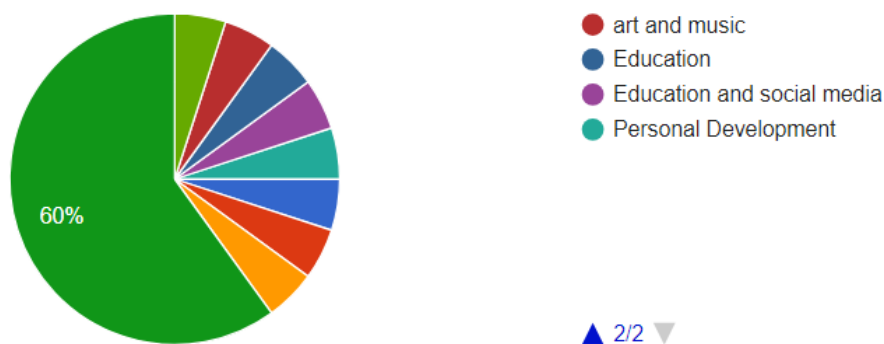


Diagram 4

## Question: Have you already set up a company in Estonia?

The majority of respondents (85%) have already established a company in Estonia. Another 15% are currently in the process of setting one up. No respondents have not yet set up a company but express a need for support in doing so. No respondents indicated a lack of interest in establishing a company.

Have you already set up a company in Estonia?

20 responses

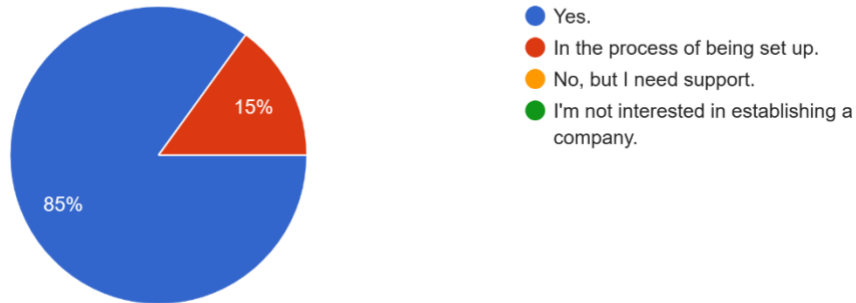


Diagram 5

## **Question: In your experience, what do you consider to be the main barriers to developing an entrepreneurial activity?**

The analysis reveals that the most frequently cited barrier to developing entrepreneurial activity among the participants is difficulties in obtaining funding, mentioned by 45% of respondents. This is followed by reduced networking opportunities, cited by 40% of participants. Difficulty in obtaining information on how to set up a business and bureaucracy were each mentioned by 30% of respondents, indicating that regulatory and informational barriers are also significant concerns. Other notable barriers include cultural differences, lack of adequate training, and language barriers, each highlighted by 15-20% of participants. Less frequently mentioned barriers include lack of knowledge of applicable legislation, finding clients, self-doubt, fear of failure, and people's perception of entrepreneurship risks, each cited by 5-10% of respondents.

In your experience, what do you consider to be the main barriers to developing an entrepreneurial activity?

20 responses

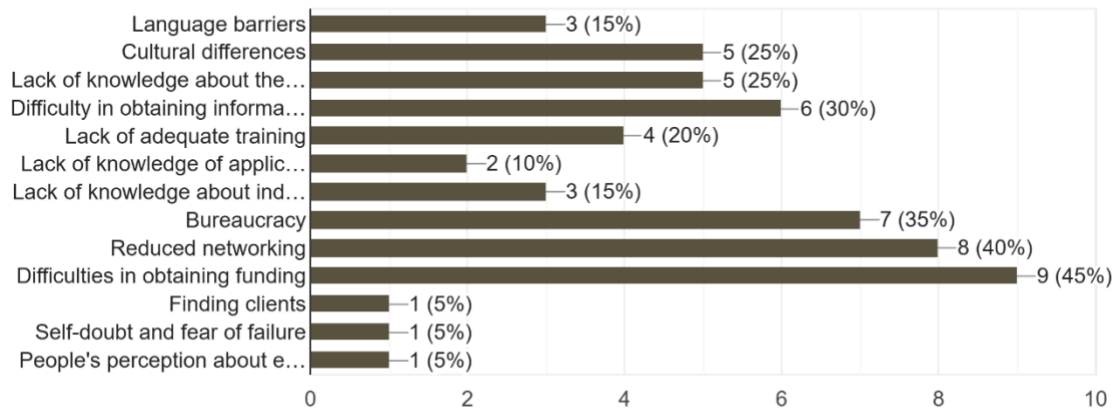


Diagram 6

## Question: Have you submitted any patent applications in Estonia?

The analysis indicates that a plurality of the survey participants (40%) are not interested in submitting patent applications in Estonia. This group represents the largest single category of responses, suggesting that for nearly half of the respondents, patent application in Estonia is not a relevant or necessary action for their current needs or interests.

The next largest group consists of participants who are currently in the process of submitting a patent application (35%). This significant proportion indicates active engagement with the Estonian patent system, reflecting either a need or desire to protect intellectual property within the country.

Lastly, 25% of the participants expressed an interest in submitting patent applications in the future, though they have not yet started the process. This group represents potential future engagement with the Estonian patent system, contingent upon various factors such as the development of their inventions or changes in their business strategies.

Overall, the results highlight diverse attitudes towards patent application in Estonia, ranging from disinterest to active participation in the patent application process.

Have you submitted any patent applications in Estonia?

20 responses

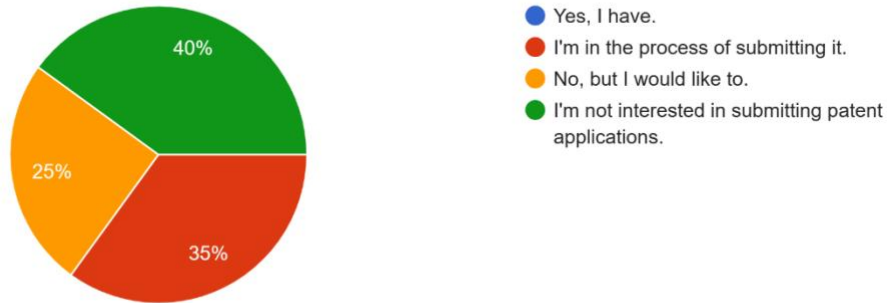


Diagram 7

## Question: Would you like to receive training in Industrial Property, particularly patents?

The analysis shows a significant interest in Industrial Property training among the participants, with almost half of them expressing a desire to receive such training. However, there is also a notable portion of the audience that is either not interested or unsure about the value of this training. Further qualitative exploration, particularly with the "No" and "Maybe" groups, could uncover valuable insights into how to tailor and promote Industrial Property training to meet the needs and interests of a broader audience. Engaging directly with these groups to understand their perspectives and hesitations could inform more effective communication strategies and training program development.

Would you like to receive training in Industrial Property, particularly patents?

20 responses

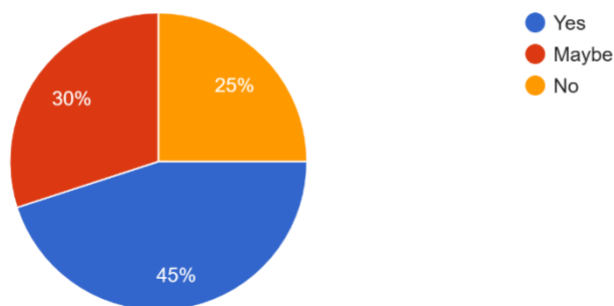


Diagram 8

Question: Would you like to participate in training on knowledge-intensive entrepreneurship?

The analysis reveals a significant interest in training on knowledge-intensive entrepreneurship among the participants, with a majority expressing a desire to participate in such training. However, there is also a notable portion of the audience that is either not interested or unsure about the value of this training. Further qualitative exploration, particularly with the "No" and "Maybe" groups, could uncover valuable insights into how to tailor and promote knowledge-intensive entrepreneurship training to meet the needs and interests of a broader audience. Engaging directly with these groups to understand their perspectives and hesitations could inform more effective communication strategies and training program development.

Would you like to participate in training on knowledge-intensive entrepreneurship?

20 responses

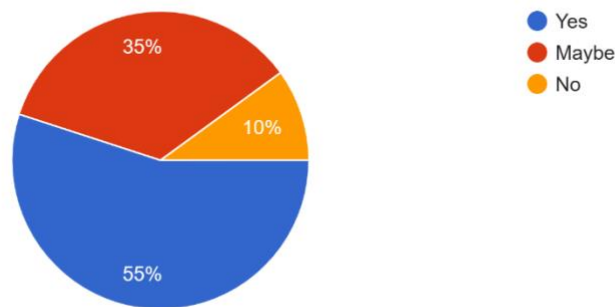


Diagram 9

## **Question: Please rate your knowledge of the following topics: Patents, Innovation, Entrepreneurship, Trademarks, Designs and utility models**

The survey assessed respondents' self-reported knowledge levels across five intellectual property and business-related topics:

Entrepreneurship had the highest proportion of respondents indicating "A lot of knowledge" at 70%, with the remaining 30% reporting "Some knowledge". This suggests the sample group overall feels very knowledgeable and confident about entrepreneurship topics.

Innovation also had a high proportion of knowledgeable respondents, with 40% selecting "A lot of knowledge" and 55% "Some knowledge". Only 5% felt they had no knowledge of innovation.

For patents, trademarks, and designs/utility models, knowledge levels were more mixed. About half of respondents indicated "Some knowledge" for each (ranging from 45-50%). For patents and designs, over

a third (40-45%) reported no knowledge. Trademarks had a slightly higher proportion of very knowledgeable respondents at 20%.

Overall, this group appears to be most knowledgeable about entrepreneurship and innovation, with decent familiarity but some knowledge gaps in the more technical intellectual property topics like patents, trademarks and designs. Providing foundational education in those areas could help raise overall competency levels.

Please rate your knowledge of the following topics:

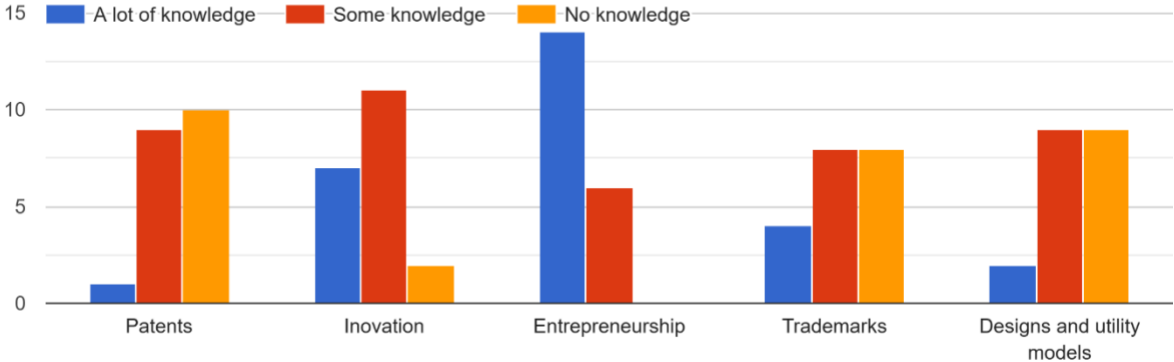


Diagram 10

## Question: As an entrepreneur, what importance do you give to knowledge in the following areas?

The majority of entrepreneurs surveyed felt that most of the 12 knowledge areas were either very important or somewhat important. Only a small number of respondents rated certain areas like programming, digital disruption, investment/costs, inclusive leadership and entrepreneurial spirit as unimportant.

The results indicate that entrepreneurs place a high value on knowledge in core business areas such as competition, product development, digital practices, marketing and innovation. More technical knowledge like programming is comparatively seen as less critical by some.

However, it's important to note that for all knowledge areas except programming and digital disruption, at least 75% of respondents rated the area as very or somewhat important. This suggests that entrepreneurs generally recognize the importance of having well-rounded knowledge across multiple domains related to running a business in the modern digital era.

As an entrepreneur, what importance do you give to knowledge in the following areas?

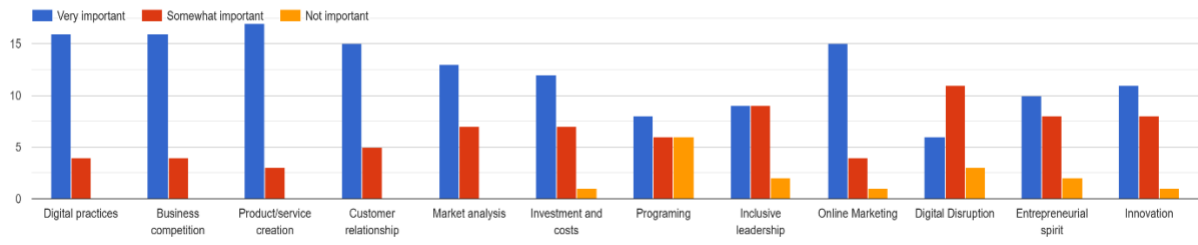


Diagram 11

## **Question: In your opinion, what are the most important characteristics/areas for the success of a knowledge-intensive company?**

The responses indicate that participants see a diverse mix of factors as important for knowledge-intensive company success. The most critical appear to be sales and marketing, mentioned by the vast majority (80-90%). This suggests that effectively promoting and selling the company's knowledge-based products/services is seen as paramount.

Team management, financial management, time management and innovation were the next tier of factors, cited by 50-65% of respondents. Having strong leadership and teamwork, sound finances, efficient operations, and a focus on developing new and better offerings seems to be viewed as key pillars of success.

Internal communication, leveraging social media and e-commerce, adopting new tools and models, creativity, and structured project management were mentioned by 40-45% - still a significant proportion highlighting the importance of these areas.

Openness to collaboration, diversity, talent development, IP protection and technology tracking were noted by 25-35% of participants, rounding out the list of success factors. While lower, this still represents a substantial minority who see these as important considerations.

In summary, the survey responses paint a picture of knowledge-intensive company success relying on a combination of strong sales and marketing, effective management of people and projects, financial discipline, efficient use of time and resources, innovation, communication and collaboration, and strategic use of technology and intellectual property. The diversity of answers suggests that excelling across many domains is needed for these types of companies to thrive.



In your opinion, what are the most important characteristics/areas for the success of a knowledge-intensive company?

20 responses

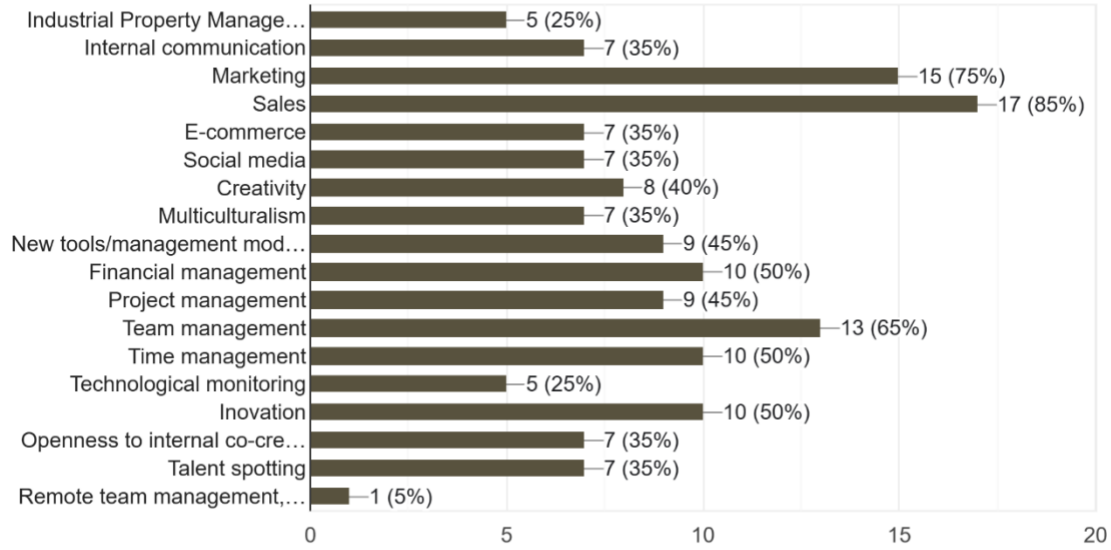


Diagram 12

## Question: In the last year, have you dedicated any of your time to learning about topics such as patents, innovation and entrepreneurship?

The survey results show a strong interest among participants in learning about patents, innovation, and entrepreneurship. With three-quarters of respondents dedicating time to these topics in the last year, it highlights the perceived importance and relevance of these subjects to the participants. The high percentage of "Yes" responses suggests a general curiosity and willingness to engage with these topics, possibly for personal or professional development reasons. The relatively low number of "No" responses further reinforces the overall trend of participants actively seeking knowledge in these areas.

In the last year, have you dedicated any of your time to learning about topics such as patents, innovation and entrepreneurship?

20 responses

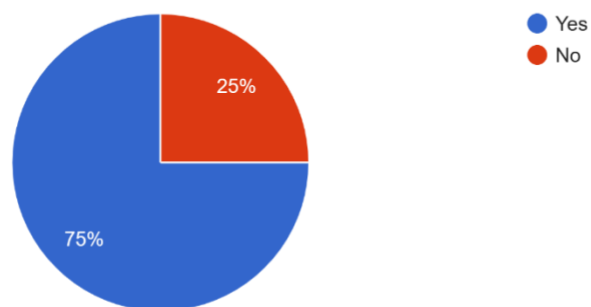


Diagram 13

Question: If yes, what kind of initiatives did you take part in?

The chart reveals some interesting patterns in how respondents dedicated time to learning about innovation-related topics:

- Self-directed learning was preferred: The top three initiatives were blogs/newsletters, webinars, and learning by doing - all self-directed methods of gaining knowledge. This could indicate a preference for flexible, self-paced learning over more structured formats like training courses.
- Online resources were widely used: High percentages for online training courses, webinars, blogs/newsletters, online searches, and YouTube highlight the importance of online/digital resources for learning about these topics.
- Knowledge sharing was valued: A sizeable 47.1% engaged in exchanging knowledge with others, suggesting networking and peer learning were seen as valuable complements to self-study.
- External expertise was less utilized: Only 29.4% sought advice from external experts, the second lowest percentage, indicating respondents may have preferred self-guided learning over paid guidance.

Overall, the data suggests a strong preference among respondents for flexible, online, self-directed methods of building knowledge about innovation, patents and entrepreneurship, while also valuing peer learning through knowledge exchange.

If yes, what kind of initiatives did you take part in?

17 responses

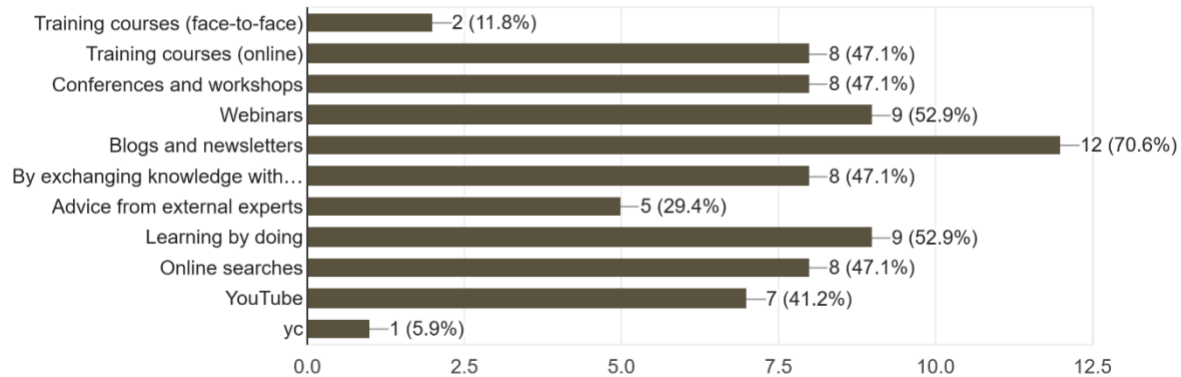


Diagram 14

## Question: Any other comments you may have

In summary, the open-ended responses did not reveal any strong common themes, with half providing no substantive additional comments. The other responses included some positive feedback on the survey experience itself and the overall project, along with a couple specific questions or thoughts that were shared but difficult to interpret fully without more context. The small number of responses limits the insights that can be gleaned from this open-ended question.

Any other comments you may have:

6 responses

Nope

Is it possible to have a hybrid school model registered as a

Too much focus on patents? We're a digital agency...

Happy to participate in the survey!

I see this project as a good thing and would like to get future updates about everything you will be achieving

None

*Diagram 15*

## Conclusion

The survey analysis has provided valuable insights into the attitudes, behaviors, and preferences of the target demographic. The data collected from a diverse group of participants has highlighted several key trends and areas of interest that are relevant to the objectives of the survey.

The majority of respondents have demonstrated a strong preference for the Information and Communication Technologies (ICT) sector, reflecting a global trend towards digitalization and the importance of technology in modern business. This inclination towards ICT suggests that there is a significant opportunity for growth and innovation within this sector, particularly as it intersects with other areas such as biotechnology, health, and education.

Furthermore, the survey results indicate that the entrepreneurial environment in Estonia is thriving, with a high percentage of participants having already established companies in the country. This is a testament to the effectiveness of Estonia's initiatives to attract and support young migrant entrepreneurs, such as the Startup Visa and e-Residency programs. The country's commitment to fostering an inclusive and supportive ecosystem for startups is likely to continue attracting a diverse range of global entrepreneurs.

However, the analysis also reveals certain barriers to entrepreneurial activity, with difficulties in obtaining funding and reduced networking opportunities being the most significant. These challenges highlight areas where further support and resources could be beneficial to the entrepreneurial community.

In terms of patent applications, the survey shows a varied interest, with a notable percentage of participants actively engaging with the Estonian patent system. This suggests a healthy level of innovation and a desire to protect intellectual property within the country.

The survey has also uncovered a strong interest in training on knowledge-intensive entrepreneurship and industrial property, indicating a demand for educational programs that can enhance the skills and knowledge of entrepreneurs.

Lastly, the survey results underscore the importance of continuous learning, with a significant number of participants dedicating time to topics such as patents, innovation, and entrepreneurship. This commitment to education and self-improvement is likely to contribute positively to the success of knowledge-intensive companies.

In conclusion, the survey analysis has provided a comprehensive overview of the current state of entrepreneurship in Estonia, highlighting both the strengths of the ecosystem and the areas where improvements can be made.

## Recommendations

Based on the comprehensive survey results regarding migrant entrepreneurship in Estonia, the following recommendations are proposed to support and enhance the entrepreneurial activities of migrants:

- **Foster ICT Sector Growth:** Given the strong preference among migrant entrepreneurs for the Information and Communication Technologies (ICT) sector, policies should focus on further supporting this area. This could include providing targeted grants, facilitating access to ICT-specific training, and encouraging networking opportunities within the sector
- **Ease Funding Access:** Address the identified barrier of obtaining funding by creating more accessible financial support mechanisms for migrant entrepreneurs. This could involve setting up dedicated funding programs, offering guarantees for loans, or facilitating connections with investors interested in supporting migrant-led startups
- **Enhance Networking Opportunities:** Since reduced networking opportunities were highlighted as a barrier, initiatives to enhance networking among migrant entrepreneurs and between migrant and local entrepreneurs should be developed. This could include mentorship programs, regular networking events, and online platforms to connect entrepreneurs
- **Streamline Patent Application Process:** With a notable percentage of participants actively engaging with the Estonian patent system or expressing interest in doing so, efforts should be made to streamline the patent application process. This could involve providing guidance and support services specifically designed for migrant entrepreneurs
- **Expand Training Opportunities:** Given the strong interest in training on knowledge-intensive entrepreneurship and industrial property, expand the availability and accessibility of such training programs. This could include online courses, workshops, and seminars tailored to the needs of migrant entrepreneurs
- **Promote Cross-Sector Innovation:** Encourage innovation across different sectors by facilitating collaborations between ICT and other sectors represented by migrant entrepreneurs, such as biotechnology, health, and education. This could be achieved through cross-sector innovation challenges or funding for collaborative projects
- **Support Company Establishment:** With a high percentage of respondents having already established a company in Estonia, continue to support the establishment and growth of migrant-led companies. This could include providing guidance on legal and regulatory requirements, as well as offering business development services
- **Address Regulatory and Informational Barriers:** Work on reducing the regulatory and informational barriers identified by participants. This could involve simplifying bureaucratic processes and providing easily accessible information on how to set up and run a business in Estonia
- **Cultural and Language Support:** Address the barriers related to cultural differences and language by offering cultural orientation programs and language training specifically designed for entrepreneurs. This could help migrant entrepreneurs better navigate the Estonian business environment and integrate into the local community
- **Leverage Digital Platforms:** Utilize Estonia's advanced digital infrastructure to support migrant entrepreneurship. This could include developing online platforms for training, networking, and

accessing resources, as well as facilitating digital processes for business registration and compliance

By implementing these recommendations, Estonia can further enhance its supportive environment for migrant entrepreneurs, leveraging their potential to contribute to the country's economic growth and innovation.