

To,
Respected Honorable Mr. Margus Tsahkna
Ministry of Foreign Affairs,
Republic of Estonia.

20th April, 2025

Respected Honorable Mr. Erkki Keldo,
Ministry of Economic Affairs & Communication & Invest Estonia

Respected Esteemed Officials,
Estonia Police & Borders Guard Board

I am writing to present a proposal for the establishment of an official e-Residency pick-up point or consular representation in Karachi, Pakistan. As the most populous city in the region and a central economic hub, Karachi serves as a key access point for entrepreneurs, professionals, and innovators across South Asia who are eager to join Estonia's e-Residency program.

I, Nasi Ahmed Shah, founder of The Smart GmbH and Amazon Center UK, I am currently in the process of obtaining e-Residency in Estonia, I also hold an **EU BLUE CARD** issued by the Dutch Govt. since 2022 which confirms my legal professional status within the European Union. My ongoing projects involved active cross-border commerce, digital innovation, and e-commerce management across 7 Amazon stores globally.

Furthermore, I have submitted an innovative Mega Project Proposal which is under review by 19 ministries in Bulgaria including the Ministry of Economy, Customs, Innovation, Finance and others.

I have also successfully achieved several civic and legal recognitions in Bulgaria, including:

- A valid Bulgarian National Identification Number (EGN)
- NRA Tax Registration
- Marriage Registration in Bulgaria
- Voter Registration

These milestones reflect Mr. Shah's active and formal engagement in European Union systems, along with his long-term vision of promoting regional economic development and international digital trade. His Karachi-based operational capacity offers a strategic

platform for Estonia to expand its e-Residency outreach into the broader South Asian region.

Currently, individuals from Pakistan and neighboring countries face significant challenges in accessing e-Residency services, particularly the mandatory in-person pick-up of digital IDs. The lack of a regional pick-up point creates logistical burdens, delays participation, and limits Estonia's reach within one of the world's fastest-growing digital economies.

By establishing a pick-up point or consular facility in Karachi, Estonia can:

- Facilitate easier access to e-Residency services for hundreds of applicants
- Strengthen diplomatic and economic ties with South Asia
- Promote the Estonian digital state and its entrepreneurial ecosystem globally

I am confident that such a step will enhance Estonia's soft power, increase global participation in the e-Residency program, and unlock new opportunities for collaboration.

I remain at your disposal for further discussion, and would be honored to contribute to this initiative through my ongoing work in digital trade, international business, and innovation.

Warm Regards,
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