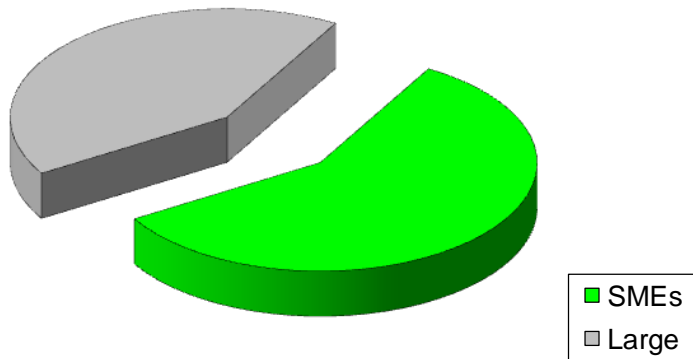


# Directorate H: COSME Programme

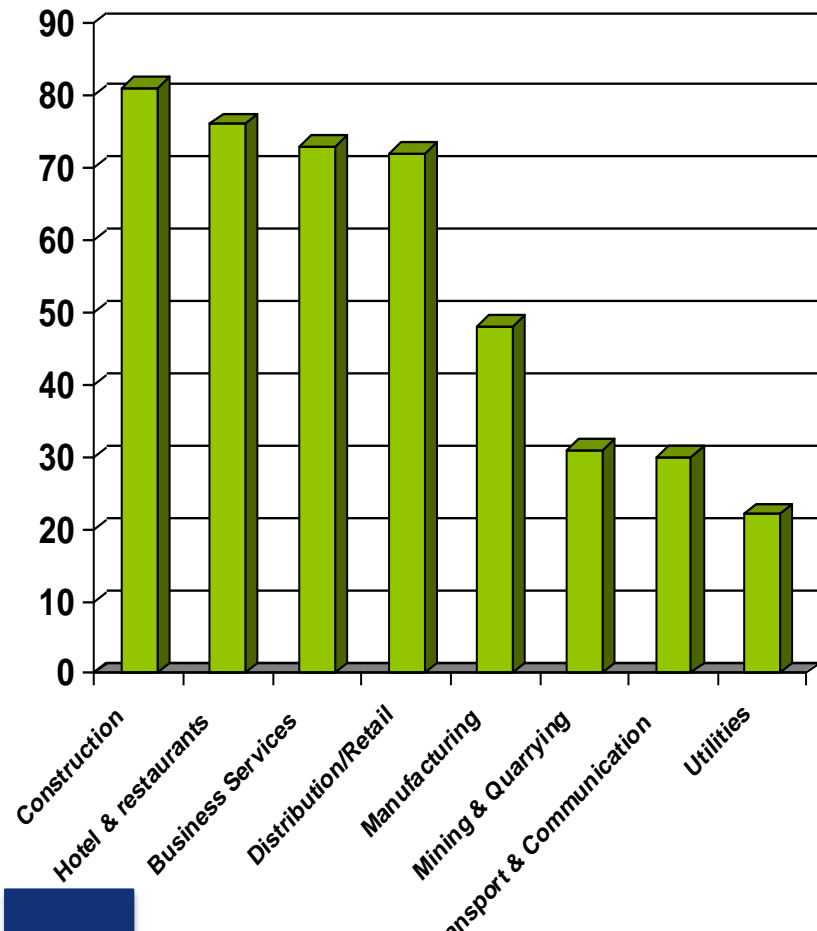
*Going for growth with Small and Medium Sized  
Enterprises*

*Filippo Pasquet ([filippo.pasquet@ec.europa.eu](mailto:filippo.pasquet@ec.europa.eu))  
Unit Enterprise Europe Network &  
Internationalisation of SMEs  
Directorate COSME Programme  
European Commission - DG Internal Market  
Industry, Entrepreneurship & SMEs*

# SMEs play a significant role

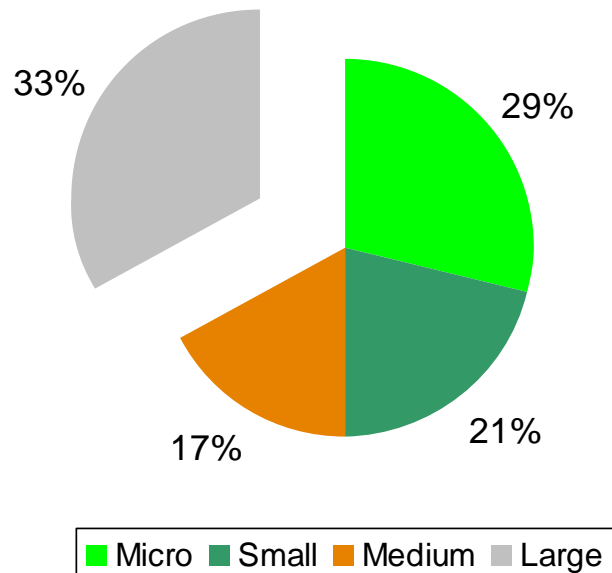


**58% of total turnover  
= €14.000 billion/a**

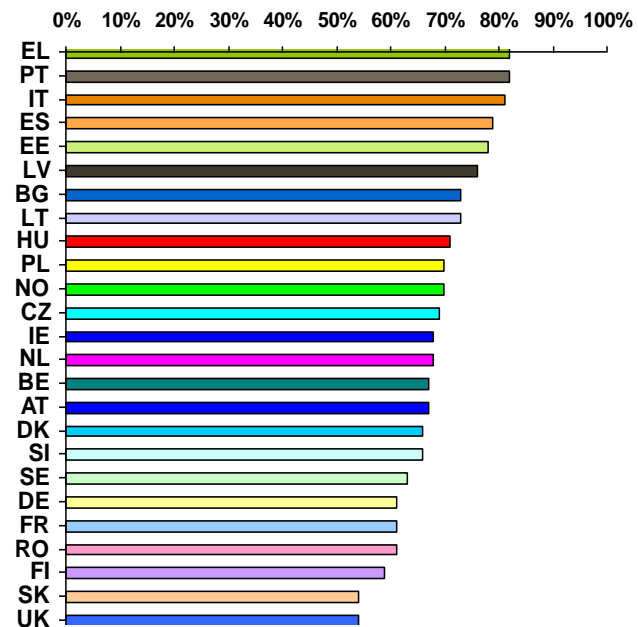


# SMEs provide employment

Share of private employment



SME employment share



➤ **85% of new jobs are created by SMEs**



# EEN - Enterprise Europe Network

***Launched in February 2008 with a long-term perspective (result of merging of IRCs and EICs)***

***includes***

***More than 100 consortia including almost 600 organisations (i.e.: chambers of commerce, regional development agencies, universities, research & technology centres and agencies, sector associations) .***

***Almost 4000 experienced professionals involved***

***Until 31/12/2014 the EEN Covered 54 countries: likely the biggest Network providing support services to SMEs in the world***

***- EU 28***

***- 6 CIP (now COSME )Countries:***

***FYROM, ICE, MON, NOR, SER, TUR.***

***- 29 COSME Article 7 Countries.***

# EEN - Enterprise Europe Network

## Network Services are provided within 3 main activity groups

### *1) Information, Feedback, Specialised advice, Business Support, Internationalisation:*

- *Support the full exploitation of the opportunities of the Internal Market*
- *Support to SMEs in expanding to new markets  
For instance by providing help in identifying potential commercial partners for companies (EU + international dimension where applicable)*
- *Advise to companies on EU legislation and policies, as well as on more specific issues such as access to finance and frontline assistance on IPR .*
- *SME feedback. Listening to enterprises. SMEs as the sounding board to receive the views and feedback of SMEs on EU laws, initiatives and policies*

# EEN - Enterprise Europe Network

## *2) Innovation, Transnational Technology Transfer*

### *Innovation through Technology & Knowledge Transfer Services & exploitation of R&D results*

- *Technology Transfer between companies operating in different countries*
- *Transfer of knowledge (other than technology) between companies active in different countries*
- *Transnational exploitation of research results proceeding from national, European, or International organisations active in research e.g.: (CERN, ESA, EUREKA, JRC)*

# EEN - Enterprise Europe Network

## ***3) Support for the participation of SMEs Horizon 2020***

***Promote general awareness on among SMEs about Horizon 2020 opportunities***

***Provide information on forthcoming calls***

***Ease the setting up of international consortia for the participation of SMEs to Horizon 2020 calls for proposals.***

### ***Advice***

***E.g.: advice on preparation and drafting of proposals and or project management, project coordination, signposting to specialised consultants***

***Support to SME Instrument implementation: Key account management (Support on Project interactions with the EC. Address possible GAPS between the company's profile and project characteristics. Identify right project coaching.***

# EEN - Enterprise Europe Network

***Tools & events to used to deliver international business, innovation and research support services***

***1) DATABASE. The MERLIN Database contains on average 12.000 active profiles.***

***Profiles can cover: business cooperation (aimed at finding international partners for commercial purposes or innovation (aimed at finding international partners willing to access a technology: "technology request" or partners willing to make a technology available: "technology offer".***

***Demands & Requests are matched automatically by exploiting key words (AMT) or manually by EEN partners, when the AMT does not deliver adequate results.***

***2) EVENTS (Company Missions or Brokerage Events aimed at bringing entrepreneurs to meet and discuss business tech. transfer opportunities personally)***

***EEN SECTOR GROUPS ARE SPECIALIZED IN USING THIS APPROACH***

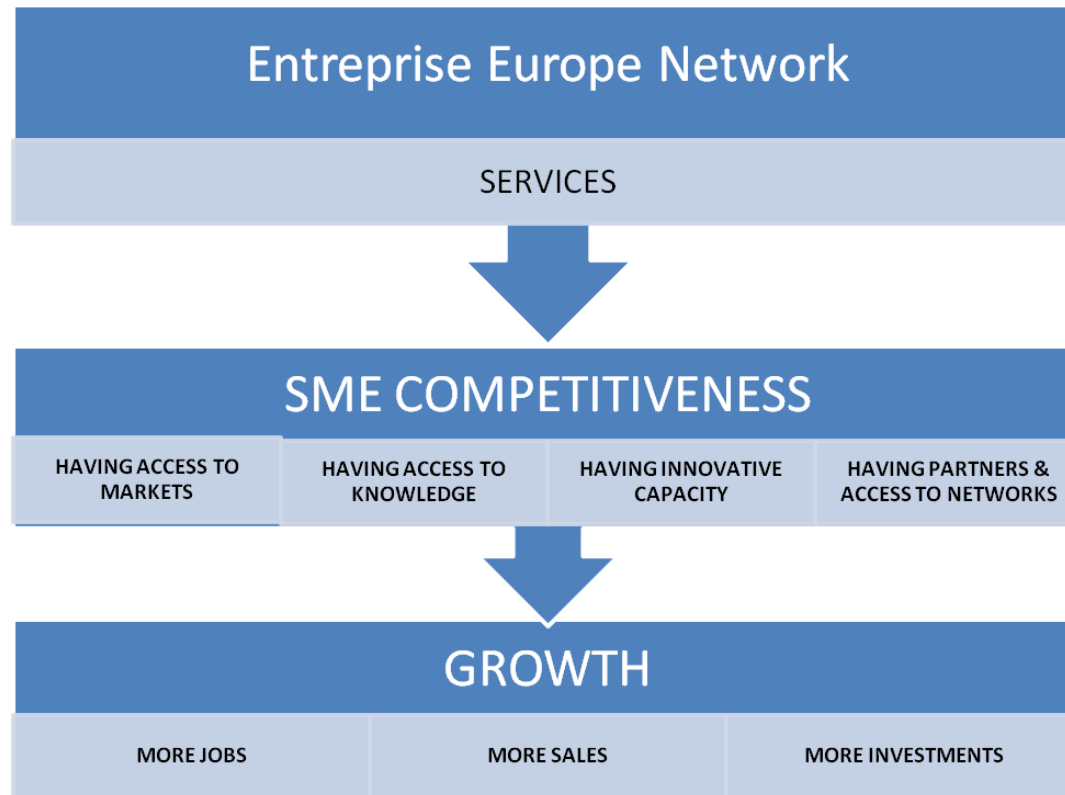
# EEN - Enterprise Europe Network

## ***EEN SECTOR GROUPS***

- 1. Food and agro industries***
- 2. Bio-tech-chem (Bio+Chem+Pharma+Cosmetics)***
- 3. Environment***
- 4. Automotive, Transport & Logistics***
- 5. Intelligent energy***
- 6. Sustainable construction***
- 7. Maritime industries and services***
- 8. Information and communication Technologies***
- 9. Materials***
- 10. Healthcare***
- 11. Tourism & Cultural Heritage***
- 12. Space & Aerospace***
- 13. Nano & micro-technologies***
- 17. Creative Industries***
- 18. Women entrepreneurship***

# EEN - Enterprise Europe Network

## *EEN VALUE CHAINE*



# Erasmus for Young Entrepreneurs

## 2000 new businesses & 12000 new jobs



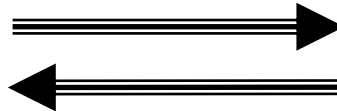
Erasmus for Young  
Entrepreneurs

European Commission in cooperation with a European level  
Support Office (SO) and intermediary organisations (IOs) at  
national / regional level

coordination  
support  
matching

Practical induction

1 – 6 months stay  
abroad



Learning on the job, exchange of  
experience, market access,  
networking, intercultural learning

**New  
entrepreneur**

going abroad to learn  
from an experienced  
entrepreneur

**Experienced  
host  
entrepreneur**

established in  
another EU country

# Financial Instruments for SMEs CIP (2007-2014)

- ***CIP Financial Instruments: the 2007-13 Competitiveness and Innovation framework Programme (CIP) had a budget of €1.1 bn to facilitate access to loans and equity finance for SMEs where market gaps have been identified.***
- **Each euro spent has leveraged an average € 5.4 on risk capital (under the High growth and innovative SME facility - GIF) or € 35 on bank loans (under the SME guarantee facility - SMEG), which means it generated some € 19.9bn in new finance for SMEs from financial institutions and benefited more than 328 000 SMEs**

# Financial Instruments for SMEs

- **Loan Guarantee Facility** (COSME)
  - guarantees for loans to SMEs up to € 150 000\*
  - securitisation of SME debt finance portfolios
  
- **Equity Facility for Growth for SMEs** (COSME)
  - focus: growth stage
  - final beneficiaries: growth-oriented SMEs
  - also covering early stage investments
  
- ❖ **Through Financial Intermediaries**
  
- ❖ **1,3 bio € budget for 2014 - 2020**

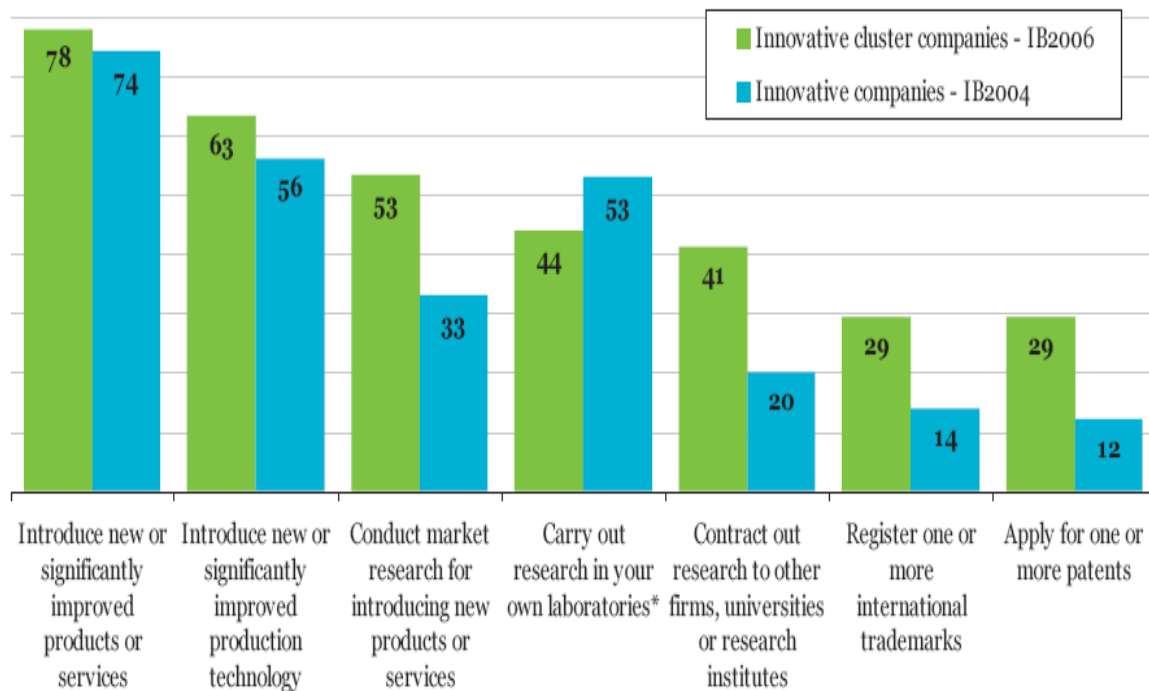
# Why clusters? SMEs are more innovative!

## Cluster firms ...

- are more innovative than non-cluster firms
- register more trademarks and apply for more patents
- cooperate more

38% of European jobs are based in 2000 clusters.

Innovation is higher in clusters than elsewhere (a comparison with IB 2004)



## **Entrprise Europe Network (EEN)**

*<http://een.ec.europa.eu/>*

## **SME Access to Finance**

*<http://www.access2finance.eu>*

## **SME Portal**

*<http://ec.europa.eu/small-business>*

## **SME Performance Review**

*<http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/performance-review/>*

## **Erasmus for Young Entrepreneurs**

*<http://www.erasmus-entrepreneurs.eu>*

## **European Cluster Excellence**

*<http://www.cluster-excellence.eu>*