



Executive Agency for SMEs: an introduction

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- 1. EASME**
- 2. SME I + EIC Council**
- 3. EU Instruments for SMEs internationalisation**
- 4. Enterprise Europe Network, EEN (Business Cooperation Centres, BCCs)**

INTRODUCTION to EASME

EASME is operating in 4 areas:



SME support &
innovation



Energy



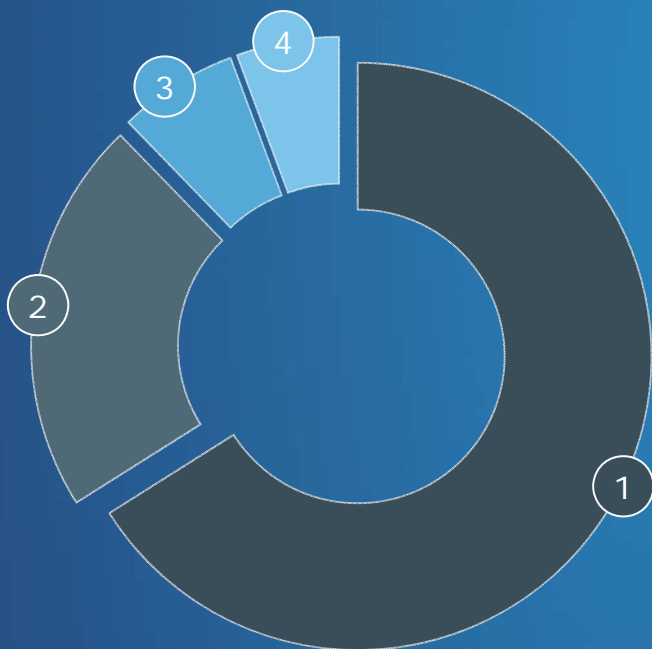
Environment



Maritime

FUNDING PROGRAMMES

4 programmes with a total budget of € 10.4 billion (2014-2020)



- 1 **Horizon 2020** - € 7 billion
- 2 **LIFE** - € 2.3 billion
- 3 **COSME** - € 0.7 billion
- 4 **EMFF** - € 0.6 billion

European Innovation Council

Comprehensive scheme

€ 1.4 billion in funding over the period 2018-2020

FET OPEN

Future Emerging Technologies

Innovative Idea

FTI

Fast Track to Innovation

Up to €3 m.

Test & Co-create

SME Instrument

Phase 1

€50,000

Feasibility Start-up

SME Instrument

Phase 2

Up to €2.5 m. and business support

Development

Soft Blending

Scale-up Investment

European Innovation Council

Smart money

Equity Free Funding



Business Coaching



Acceleration Services



EIC SME Instrument



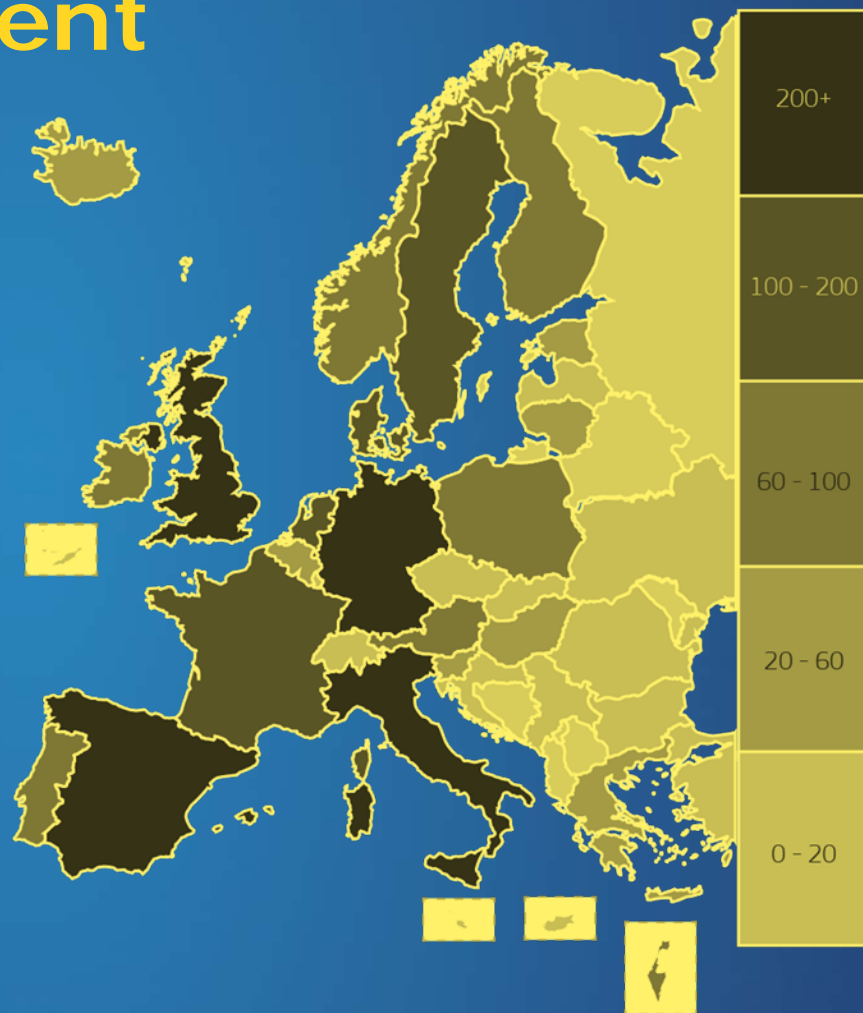
~3100 companies funded



€1.3 billion invested



5% - 8% success rate





COSME

Programme for competitiveness of enterprises
and SMEs in Europe



Horizon 2020

Energy Efficiency



Horizon 2020

Societal Challenge - Climate Action, Environment,
Resource Efficiency & Raw Materials



LIFE

European Environmental Programme



EMFF

European Maritime and Fisheries Fund



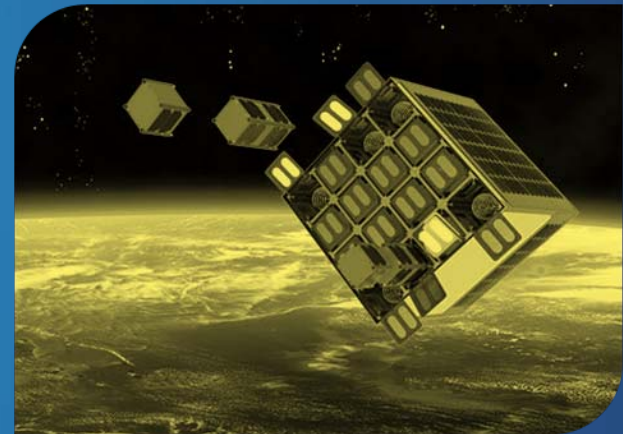
A few project examples

Smart device to clean space junk

D-Orbit, Italy (Milan)

Phase 1 2014: €50,000

Phase 2 2015: €2 m.



deorbitaldevices.com



More information

- <https://ec.europa.eu/easme/en/sme-instrument>
- <https://sme.easme-web.eu/>
- <https://twitter.com/H2020SME>



European
eic INNOVATION
Council BETA

SME INSTRUMENT

Research and
Innovation



SME Instrument: Smart Money

Funding



Global Business
Coaching 3-12 days



Business Acceleration
Services – life time



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GATEWAY TO GLOBAL MARKETS

The SME Instrument takes funded SMEs to the most prominent trade fairs in Europe and overseas.



and more...

CONNECTING WITH CORPORATES

The SME Instrument connects Europe's most innovative companies with global corporate players.



and more...



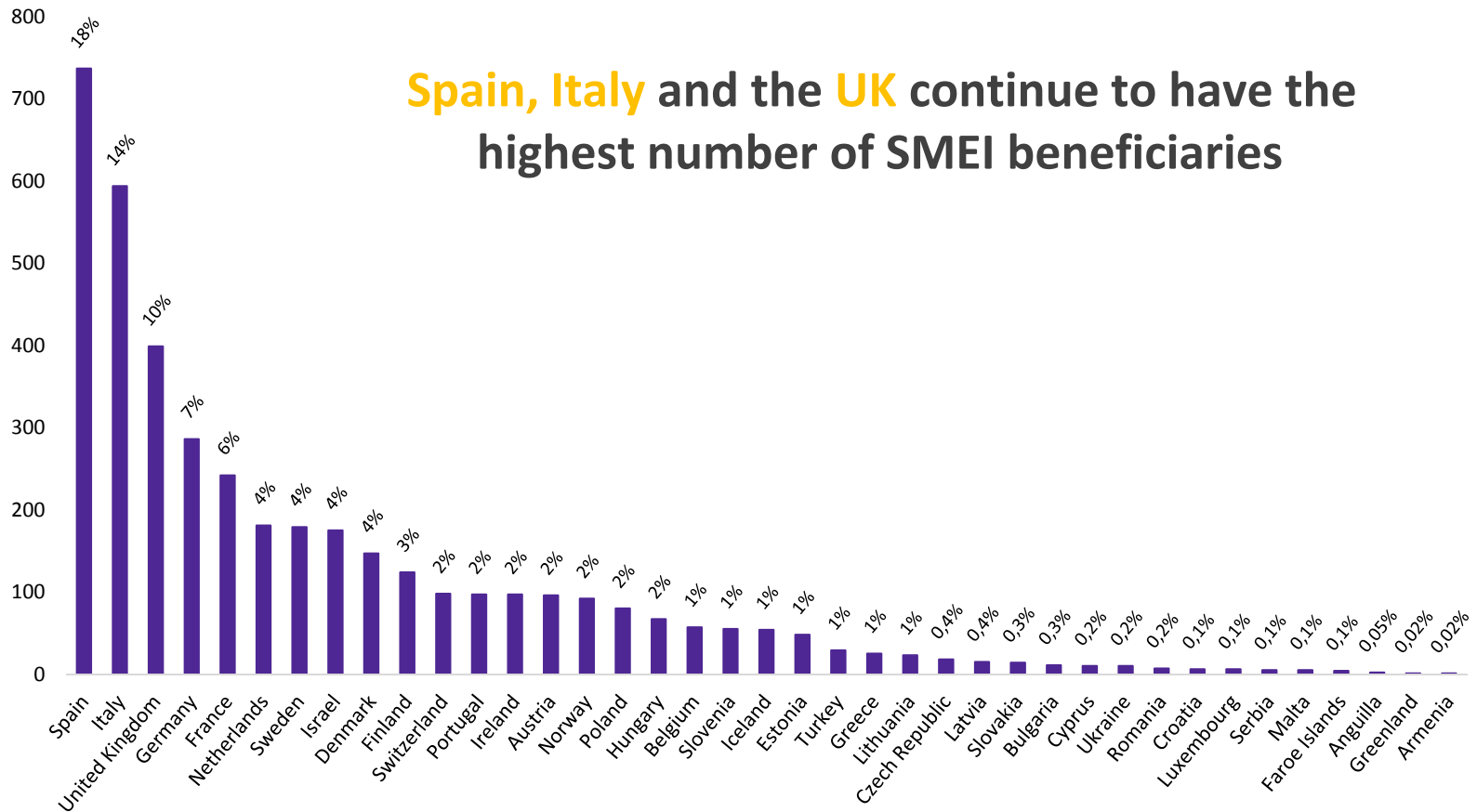


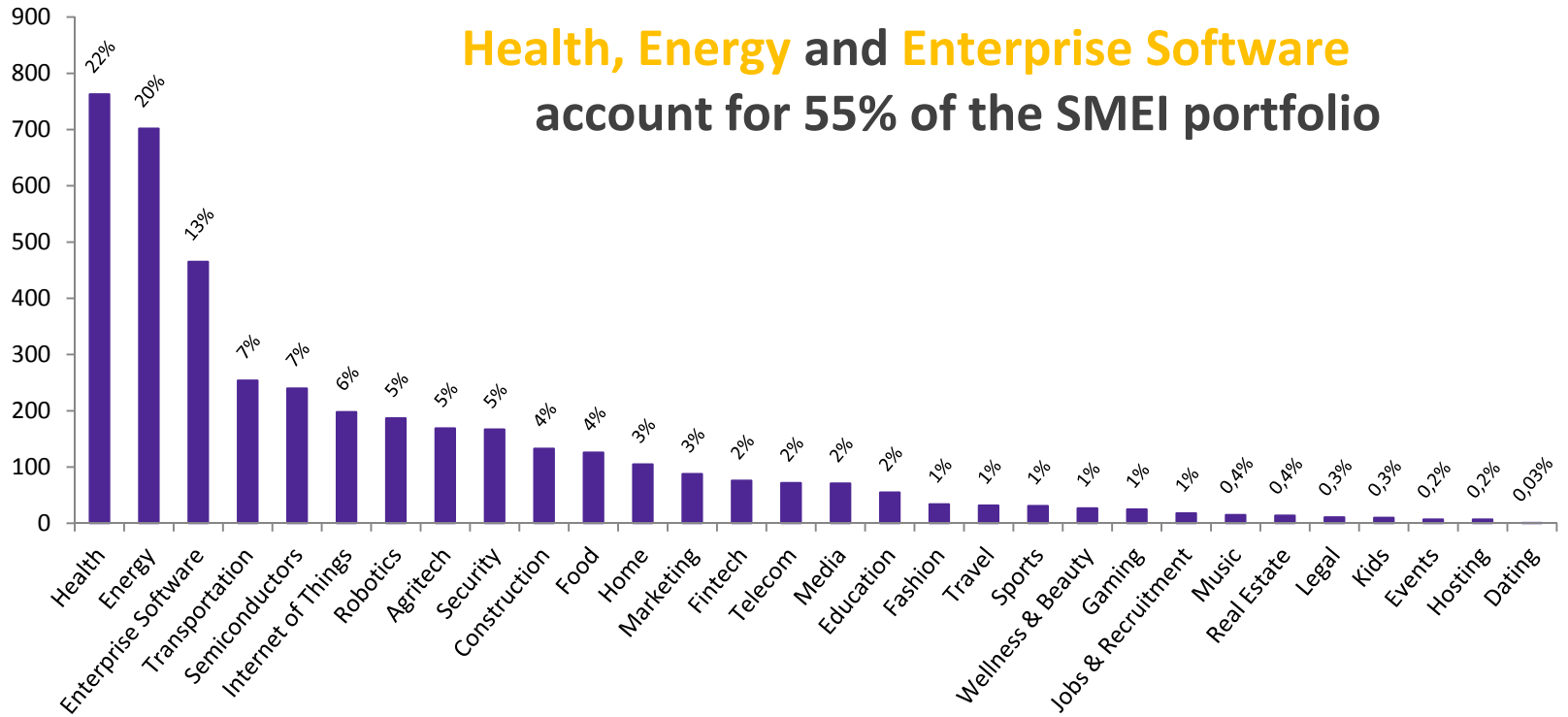
Portfolio & Performance 2014-2018

Research and
Innovation



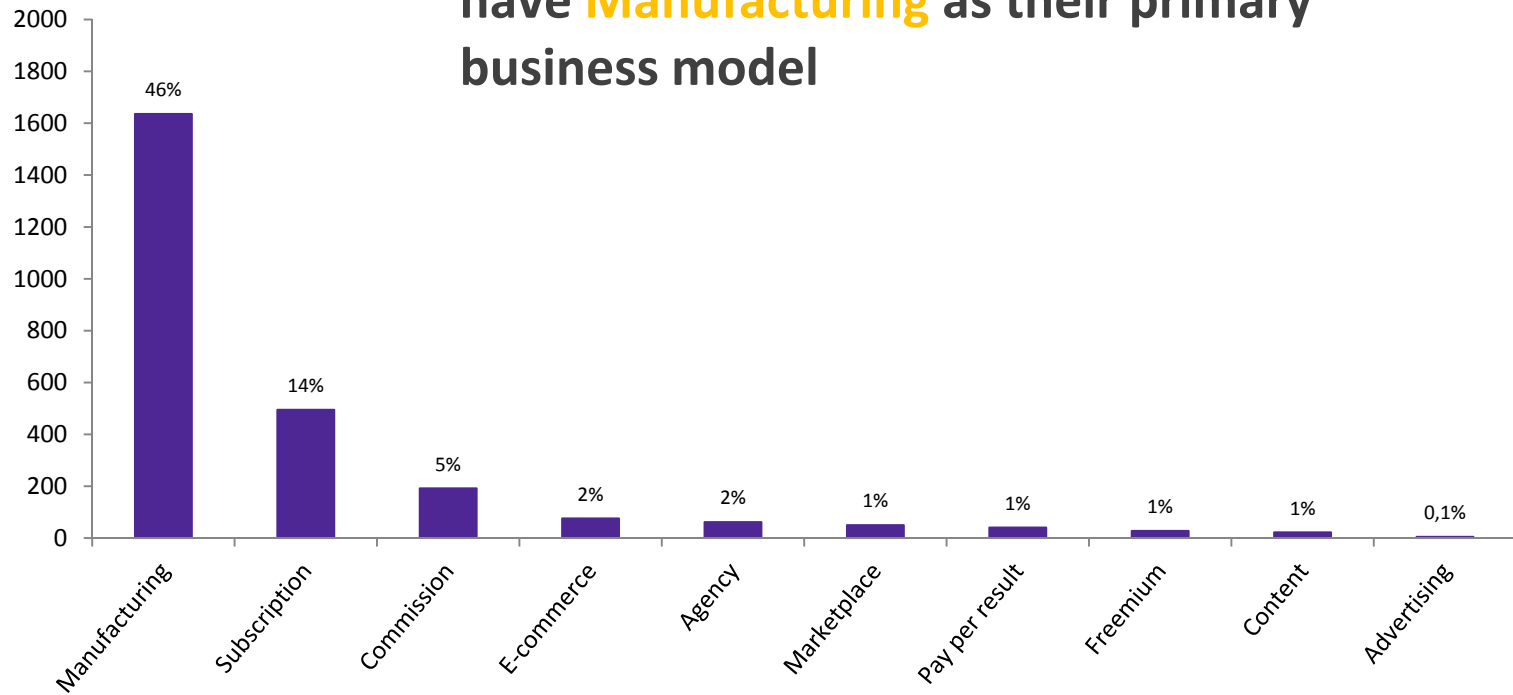
Spain, Italy and the UK continue to have the highest number of SMEI beneficiaries







Almost half of the SMEI portfolio companies have **Manufacturing** as their primary business model



Portfolio Performance



29 acquisitions
since 2014
73% of acquirers
from Europe,
24% from
the United States
and 3% from Japan



14 IPOs
since 2014 (95% on
European stock
exchanges)



~3 billion
in post-SMEI
investments



**10% of
European
tech IPOs**
in 2017
(according to
State of European
Tech report)



SME Instrument and private investment

Each €1

of SMEI funding has attracted

€2.5

of post-SMEI private investment





**Some companies
we supported...**

*Research and
Innovation*





Improved satellite and radar technology for the aerospace industry

Arralis (IE)

<https://arralis.com/>

- ✓ Phase 2 in August 2015 1.1M€
- ✓ 50M€ investment round in March 2017 to scale up production



Water-soluble plastic for more sustainable packaging

Lactips (FR)

<http://lactips.com/>

- ✓ Phase 2 in March 2017 1.5M€
- ✓ 3.7M€ investment round in July 2018



Overview of EU instruments

- 1- Cluster Go International
- 2- The Partnerships in European Tourism
- 3- Market Access Data Base & Export Help Desk
- 4- EU Gateways
- 5- EAlink for ASIA
- 6- EU-Japan center for industrial co-operation
- 7- EBOs (European Chambers abroad)
- 8- IPR Help Desks (China, South-east Asia, Latin America)

https://ec.europa.eu/growth/smes/access-to-markets/internationalisation/support-tools_en

Cluster Matchmaking Events

- The European Cluster Collaboration Platform is a service facility providing cluster matchmaking events to be organized both in Europe and beyond.
- Outgoing consisting on taking an EU cluster delegation to meet with a third country delegation
- Incoming consisting on bringing third countries' delegations to meet with an EU cluster delegation
- Intra-European which takes place within the EU and brings together an important number of European clusters

Cluster Matchmaking Events

21 January 2019 - 25 January 2019 Republic of South Korea | Green energy

11 March 2019-15 March 2019 Republic of South Korea | Healthcare & Medical Technologies to Korea

11 March 2019-15 March 2019, Tokyo - Environment & Water Technologies companies

17 June 2019-22 June 2019, Singapore | ICT to Singapore & Thailand

<https://www.clustercollaboration.eu/event-calendar/matchmaking>

The Partnerships in European Tourism

8 conferences and B2B matchmaking events, both in Europe and in target markets till February 2019

They are in conjunction with key international trade fairs or business summits.

Los Angeles

15-17 February, 2019

Theme: Europe's Outdoors & Adventure Travel

<https://eutravelpartnerships.org/events/>

Market Access Database (DG TRADE)

Offer EU businesses free online information on customs duties, import formalities, as well as important non tariff barriers in non-EU countries

<http://madb.europa.eu/madb/video.htm?lang=en>



EU Gateways (Partnership instrument)

- Selected European companies meeting the eligibility criteria
- get the opportunity to participate in a one-week business mission focused on a specific sector in Asia
- countries: South-Korea, South East Asia, China and Japan
- Companies benefit from a range of business support services, which include coaching, logistical, and financial support

The EU Asia Business Link (EALink)

Improve co-ordination and cooperation between the different Asia-based EU-funded structures and programmes, e.g. European Vietnamese business network (EVBN), European Indonesian business network (EIBN), EuroCham Malaysia, etc.

Improve outreach to European business in Europe by EU-funded Asia-based business support initiatives.



EU-Japan Centre for Industrial Cooperation

POLICY ADVICE

- Policy Seminars/Reports
- Policy Reports & Analysis
MINERVA FELLOWSHIP
10-12 fellowships/year
- Policy Recommendations
(EU-Japan Business Round Table)

SERVICE TO BUSINESSES

- Training
 - Training for European Executives
Clusters missions,
 - Training for young engineers and scientists Vulcanus in Japan/Europe (45/20)
- Information Service
 - Info Helpdesk
 - Japan Public Procurement info Portal
 - “EU Business in Japan” Web Portal:
- Dedicated Support for SMEs
 - ENTERPRISE EUROPE NETWORK (EEN)
 - “STEP IN JAPAN” – logistic support for SMEs
 - “KEYS TO JAPAN”-Business Plan Drafting Support
 - TAX AND PUBLIC PROCUREMENT HELPDESK

R&D INNOVATION

- Helpdesk, website, newsletter
- High tech cooperation and business partnerships using EEN
- Clusters Support & Helpdesk
- GNSS.asia2 (Horizon2020 Grant)
→ Promotion of Galileo in Japan
- Space.Japan
 - space industries cooperation downstream and upstream

EEN Japan



EU-Japan Centre
for Industrial Cooperation

日欧産業協力センター

EU-Japan EPA/Trade Helpdesk

INFORMATION PACKS & PUBLICATIONS

WEBINAR SERIES

How can my SME benefit from the preferential rates linked to the Rules of Origin? /
25September 2018

INFODESK

If you have a question, contact the helpdesk via online form

EBOs: European Business Organisations in 3rd countries

Armenia	European Union Chamber of Commerce in Armenia
Australia	European Australian Business Council
Brazil	Eurocamaras Brazil
Cambodia	European Chamber of Commerce in Cambodia
Chile	EuroChile (Fundacion Empresarial Comunidad Europea Chile)
China	European Union Chamber of Commerce in China
Dominican Republic	Federacion de Camaras Europeas de la Republica Dominicana
Ghana	EBO-Ghana
Hong Kong	European Chamber of Commerce in Hong Kong
India	European Business Group India
Indonesia	European Business Chamber of Commerce in Indonesia
Kazakhstan	European Business Association of Kazakhstan
Korea	European Chamber of Commerce in Korea
Laos	European Chamber of Commerce and Industry in Lao PDR
Macedonia	European Business Association Macedonia
Malaysia	EU-Malaysia Chamber of Commerce & Industry
Moldova	European Chamber Moldova
Nepal	European Economic Chamber (EEC) - Nepal
New Zealand	New Zealand Europe Business Council
Papua New Guinea	Papua New Guinea EU Business Council
Paraguay	Eurochamber of Paraguay
Russia	Association of European Businesses in the Russian Federation
Singapore	European Chamber of Commerce of Singapore
Sri Lanka	European Chamber of Commerce of Sri Lanka
Taiwan	European Chamber of Commerce Taiwan
Thailand	Thai-European Business Association
The Philippines	European Chamber of Commerce of The Philippines
Trinidad Tobago	European Business Chamber in Trinidad and Tobago
Vietnam	European Chamber of Commerce in Vietnam

International IPR SME Helpdesks



- Information and services **free of charge** for SMEs
- Raising awareness and preparing SMEs for IPR issues in China, South East Asia and Latin America - **Being Pre-emptive instead of Reactive**
- Business-focused and practical** first-line advice
- Delivering **IPR business tools** and **self-help solutions** (guides, E-learning)
- Enabling EU SMEs to make informed IPR decisions (protection, enforcement, IP management)
- Single entry point: www.ipr-hub.eu



International IPR SME HDs

**Enquiry
Helpline**



**Training
Workshops**



Webinars



Website & Blog



**Guides &
Factsheets**



A hand is shown holding a glowing digital globe. The globe is composed of a grid of white dots and lines, representing a network or data structure. The hand is positioned in the lower right, with fingers slightly curled. In the upper right, there is a glowing target icon with concentric circles and a central dot. The background is a light blue gradient with faint network lines and nodes. The overall theme is digital technology and global connectivity.

Enterprise Europe Network – the largest support Network for SMEs with international ambitions



Boosting growth and jobs

1

The Enterprise Europe Network is a key instrument in the EU's strategy to boost growth and jobs.

2

Launched in **February 2008** by the Commission's DG GROW (previously "Enterprise and Industry" ENTR)

3

Co-financed under the EU's **COSME** and **HORIZON 2020** funding programmes - encouraging competitiveness and innovation of European SMEs

4

Total funding of over **180 million EURO**



3000

LOCAL
EXPERTS



600+

LOCATIONS



60+

COUNTRIES
WORLDWIDE

Based in your region and connected to the world





A broad range of services for growth-oriented SMEs

INTERNATIONAL PARTNERSHIPS

Partnership database

Brokerage events

Company missions

ADVISORY SUPPORT

Advice on EU laws and
standards

Market intelligence

IPR expertise

INNOVATION SUPPORT

Access to finance and funding

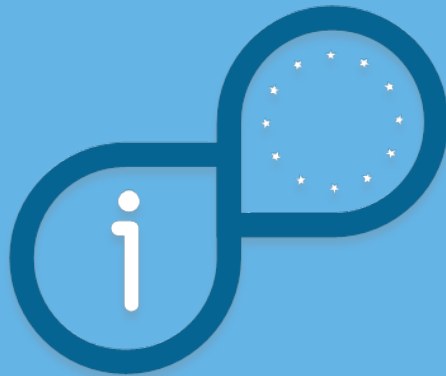
Innovation Management
Services

Technology transfer



What we do: advisory support

The Network's experts provide tailor-made advice



- | Practical advice on doing business in another country
- | Identifying the best market opportunities for your business
- | Information on EU laws and standards
- | Advice on intellectual property
- | Facilitating SME feedback on EU rules



What we do: business partnering

The Network's experts find cooperation partners

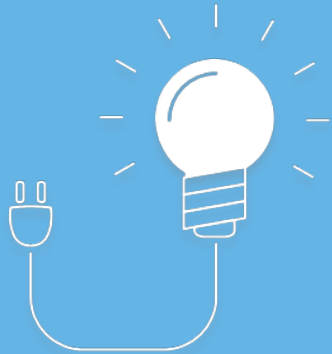


- Practical advice on cross-border partnering
- Identifying needs: commercial or technological cooperation?
- Targeted matching for business and innovation partnering
- Advice on intellectual property
- Accompanying the partnering process



What we do: innovation support

Tailored support packages to steer you onto the fast track to success.



- Advice and help for innovative SMEs to access R&I funding (H2020, SME Instrument ...)
- Innovation management capacity building
- Personalised support to help shape innovation potential into international commercial success
- Help in finding the right technology to improve your innovation
- Help in finding the finance it needs to grow
- "KAM": services for SME Instrument beneficiaries



Boosting growth and creating jobs in the EU (2008 – 2014)



**11,000
companies**
have signed
business, technology
or research
partnerships



**90,000
companies**
attended international
brokerage events and
company missions



**1.7
million**
people
participated
in events



**70,000
targeted**
business
meetings
every year



**600,000
questions**
on EU issues
answered



Boosting growth and creating jobs in the EU (2008 – 2014)



13,000

Business Connections

Via B2B matchmaking
with companies
outside the EU



10,000

Technology

and business offers
& requests available



7,000

SMEs

Connecting
every month



13,000

Technology

audits and business
reviews per year



It works! Satisfied, successful SMEs



SMEs
who use the Network
grow on
average



Business Cooperation Centres (BCCs) - the gateway for your clients to international growth markets

The infographic is divided into three main vertical sections: 'DID YOU KNOW?', 'WE HELP YOU EXPAND INTO', and 'OUR SERVICES INCLUDE'. The 'DID YOU KNOW?' section features three statistics: 90% of economic growth will be generated outside the EU by 2030, 60% of world GDP by 2030 will come from emerging markets, and SMEs that internationalise achieve higher turnover. The 'WE HELP YOU EXPAND INTO' section shows a world map with callouts for 12 countries: Brazil, Russia, China, India, Mexico, Korea, Indonesia, Singapore, Japan, Turkey, Argentina, United States, Canada, and South Africa. The 'OUR SERVICES INCLUDE' section lists three services: Business Partnering (13,000 connections), Virtual Marketplace (10,000+ offers), and Market Intelligence (targeted advice on regulations, standards, customs, and exporting). At the bottom, three green arrows point right, labeled 'INCREASE YOUR TURNOVER', 'CONQUER NEW MARKETS', and 'MAKE BUSINESS DEALS'.

DID YOU KNOW?

ECONOMIC GROWTH
90% Will continue to be generated outside the EU over the next 10 years

WORLD GDP BY 2030
60% Will come from emerging markets

SMEs that internationalise achieve higher turnover

WE HELP YOU EXPAND INTO

BRAZIL, SINGAPORE, RUSSIA, JAPAN, CHINA, TURKEY, INDIA, ARGENTINA, MEXICO, UNITED STATES, KOREA, CANADA, INDONESIA, SOUTH AFRICA

& more...

OUR SERVICES INCLUDE

BUSINESS PARTNERING
13,000
Business connections via B2B matchmaking with companies outside the EU every year

VIRTUAL MARKETPLACE
10,000 +
Technology and business offers & requests available

MARKET INTELLIGENCE
Our experts provide targeted market advice on:

- INDUSTRIAL RULES & REGULATIONS
- STANDARDS
- CUSTOMS ISSUES
- EXPORTING
- & MORE...

INCREASE YOUR TURNOVER

CONQUER NEW MARKETS

MAKE BUSINESS DEALS

EU-28

Member states of
the EU
Eligible to
receive EU
grants (co-
financing)



Associated countries

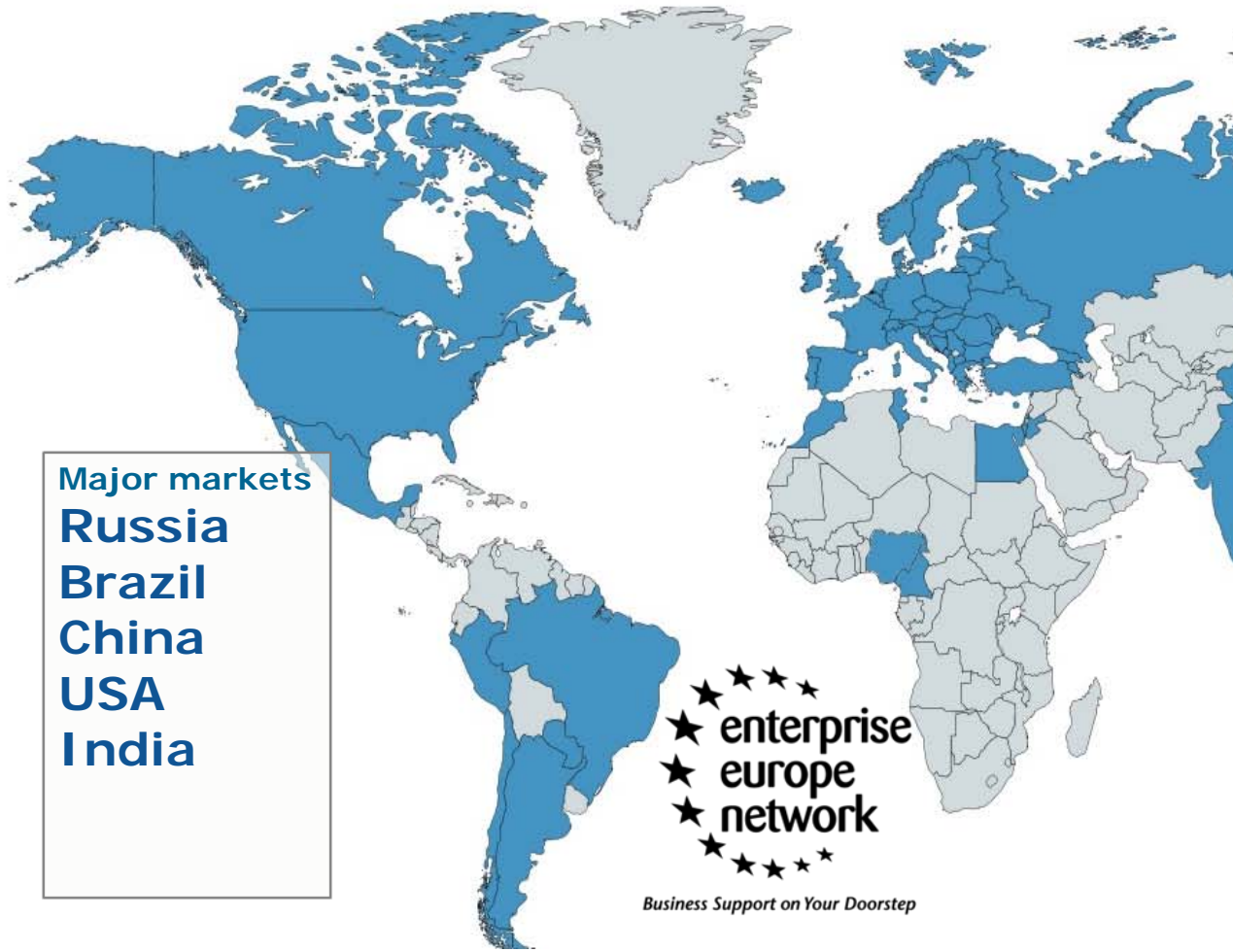
(COSME Art 6)
Eligible to receive
EU grants (co-
financing), e.g.
Turkey, etc.



Business Cooperation Centres

(COSME Art 7)
Not eligible to
receive EU grants
(self-financing) e.g.
Russia,
etc.





Major markets
Russia
Brazil
China
USA
India

3rd Countries covered by EEN
New Zealand
Japan
Norway
Egypt
Israel
Canada
Argentina
Korea
Peru
India
Taiwan
Jordan
Switzerland
Paraguay
Belarus
Chile
Singapore
Georgia
Mexico
Tunisia
Indonesia
Vietnam
Cameroon
Nigeria
Qatar



Business Support on Your Doorstep

Organisation of brokerage events & company missions

ENTERPRISE EUROPE NETWORK
European Commission

European Commission > List Events

Home About Services Events Success Stories News & Media

Event Calendar

Future Events

- 28 December 2015 [Brokerage Event - Ostrava \(Czech Republic\)](#)
- 11 December 2015 [Exploring the opportunities of Greek tourism in Polish market :Company mission to Warsaw](#)
Company Mission - Warsaw (Poland)
- 18 November 2015 [Smart Industry - Economic Forum Benelux-Germany](#)
Brokerage Event - Offenbach am Main (Germany)
- 18 November 2015 [Food Matters Live Matchmaking event 2015](#)
Brokerage Event - London (United Kingdom)
- 17 November 2015 [Healthcare Brokerage Event MEDICA 2015](#)
Brokerage Event - Düsseldorf (Germany)
- 9 November 2015 [EU-China Business & Technology Cooperation Fair X \(Chengdu\)](#)
Brokerage Event - Chengdu (China)
- 5 November 2015 [EU-China Business & Technology Cooperation Fair X \(Qingdao\)](#)
Brokerage Event - Qingdao (China)
- 3 November 2015 [International brokerage event at DIGIWAL 2015](#)
Brokerage Event - Louvain-la-Neuve (Belgium)
- 27 October 2015 [Brokerage Event: Dual-use technologies](#)
Brokerage Event - Seville (Spain)



Healthcare Brokerage Event
Medica 2014
Düsseldorf 12-14 November 2014

Home Participants Gallery How it works Useful Information Contact Sign in

Healthcare Brokerage Event MEDICA 2014 and Additional Healthcare Innovation Procurement P2P-Brokerage Event

On the occasion of MEDICA 2014, the global No. 1 meeting place for the medical sector, ZENIT GmbH together with the Sector Group of the Enterprise Europe Network will organise the international Brokerage Events. The aim is to establish new partnerships between exhibitors in hosting partner cities. For this purpose we will organise networking events, joint ventures & other types of collaborations.

This international Healthcare Brokerage Event at MEDICA fair has a tradition of more than 10 years now. In 2011, it had more than 740 participants from 40 countries with more than 800 meetings.

	09:30	10:00	10:30	11:00	11:30	12:00
T1		35 46	36 33	53 35	35 47	88 35
T2	09:30	50 71	53 50	50 36	50 70	82 50
T3		53 82				53 85
T4		47 2	2 74	2 70	2 71	2 75
T5		84 33	86 75	71 94	83 82	47 94

b2match



Company missions

Generation & dissemination of partnership proposals

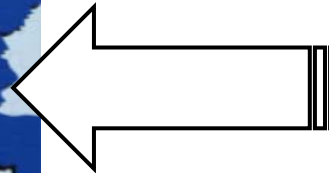
Partnership Opportunities Database (POD)



Business offers/requests

Research development proposals

Technology offers/requests





Exchange of market access information



- Legislation
- Rules & regulations
- Customs issue
- Taxation
- Search for business partners

