



Internationalisation of SMEs Enterprise Europe Network

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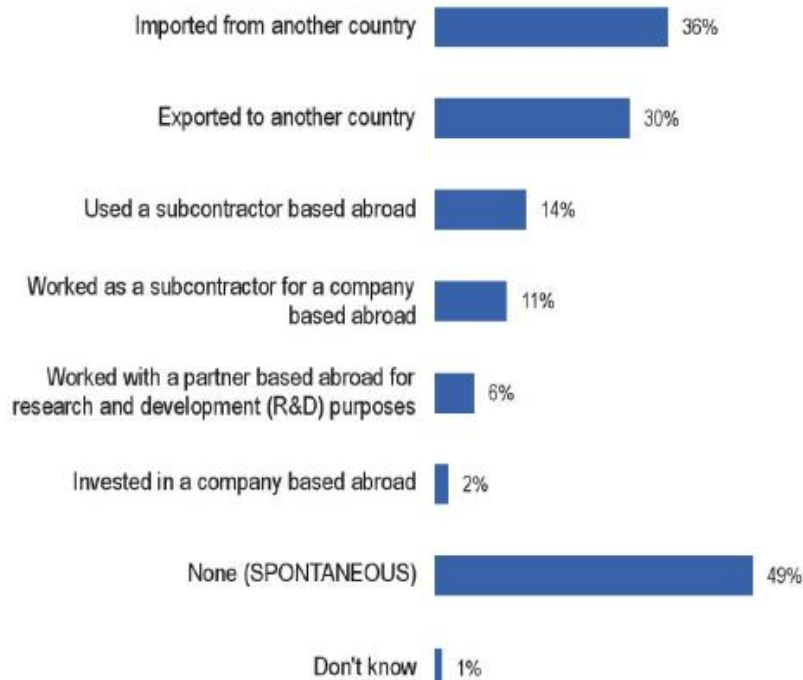
I Internationalisation of SMEs

Why should SMEs expand their business internationally?

- Being internationally active strongly relates to higher turnover growth.
- SMEs that are internationally active generally report higher employment growth than non-active SMEs.
- The relationship between internationalisation and innovation is strong.
- An estimated 90% of global growth originates outside the EU.
- Developing and emerging markets are expected to account for 60% of world GDP by 2030.

Eurobarometer no. 421 (Oct. 2015)

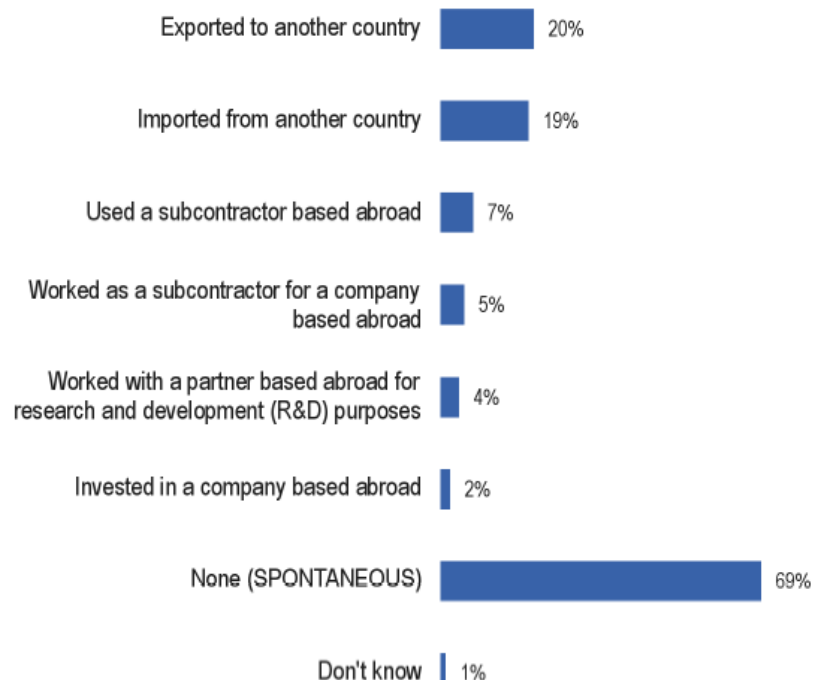
Q2. In the last three years, has your company done any of the following inside the EU? (MULTIPLE ANSWERS POSSIBLE)



 EU28

Base: All companies (N=13,111 in the EU)

Q3. In the last three years, has your company done any of the following outside the EU? (MULTIPLE ANSWERS POSSIBLE)



 EU28

Base: All companies (N=13,111 in the EU)

II Enterprise Europe Network

The world's largest support network for SMEs – funded by COSME

- combines international business expertise with local knowledge.
- helps ambitious European businesses at their doorstep

Present in more than 60 countries:

- 28 EU Member States
- 6 countries participating in the COSME programme
- 29 third countries - called Business Cooper. Centres

600 partner organisations - 4.500 professional advisers

Organisational structure

Host organisations

- Diversified entities: Chambers of commerce, Innovation or Enterprise Agencies, Regional development Agencies, Research institutes, Universities, Technology centres, innovation centres.

Network partners

- Deliver – as a consortium - the full range of Network services in a defined geographical region.
- Ensure proximity to local SMEs;
- Receive between 40% and 60% co-funding from the EU budget (**Except BCCs in third countries**).
- Are divided also in Sector Groups

Network services for SMEs

Consortia in 3rd countries provide the following Network services:

International Partnership Services

- Business cooperation, technology transfer, innovation and research projects;
- Plus related activities: matchmaking events, technology brokerage and company missions.
- Partnership Opportunities Database with 10 000 cooperation demands and offers.

International Market Access information

- Market knowledge for European SMEs wishing to expand their business to the target country



Tourism Sector Group

28 Members from 17 countries:

- BE, BG, CY, CZ, DE, FYROM, FR, HR PT, GR, HU, IT, MT, PL, SL, SK, SE

Examples of events in 2015

- **ITB Berlin** March 2015: B2B event at the leading trade fair for travel in Europe (155 SMEs from 13 countries)
- **USA meets Napoli** - 26 March 2015
Country presentation and B2B meetings between **American buyers and Italian tourism sector companies** (from Campania region) (51 participants / 213 meetings)
- **Cycling Meeting** Mallorca 2015
- **Advancement of the tourism industries through Technology and Innovation** (organized by Turistec, as Chair and Secretariat of EUREKATOURISM+, in cooperation with Enterprise Europe Network), November 2015

Future EEN Events related to Tourism

- **B2B Matchmaking Event at CES 2016 (International Consumer Electronics Show), 4-5 Jan 2016**
Will cover a range of sectors including consumer electronics applications for tourism
- **Brokerage event at Food Hotel Asia 2016 (Singapore 12 - 15 Apr, 2016) (strong focus on agro-food)**

The Tourism Sector Group will also be organizing further events

Further information:

- <http://een.ec.europa.eu/tools/services/EVE/Event/ListEvents>

Tourism Sector Group's role in relation to EU policies

- Inform tourism businesses of new developments at EU level (calls, tools and guides for SMEs).
- Exchange good practice with other relevant stakeholders / networks
- Promote European events & occasional participation / presentations.
- Follow-up relevant business and technology developments, EU funding and other sources of finance relevant to tourism SMEs
- Connect EEN tourism clients to good practice in the area of skills, **resource efficiency**, measures to simplify the regulatory & administrative environment for this sector, and cross-sectoral opportunities.
- Feedback

Contact the Network

Strategy and policy:

European Commission, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs

GROW-Enterprise-Europe-Network@ec.europa.eu

Operational management:

Executive Agency for SMEs (EASME)

<https://ec.europa.eu/easme/en/contact>

Website:

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



Thank you