



European  
Commission



# ACCESS TO FINANCE

*The role of Digital Innovation Hubs (DIHs)*



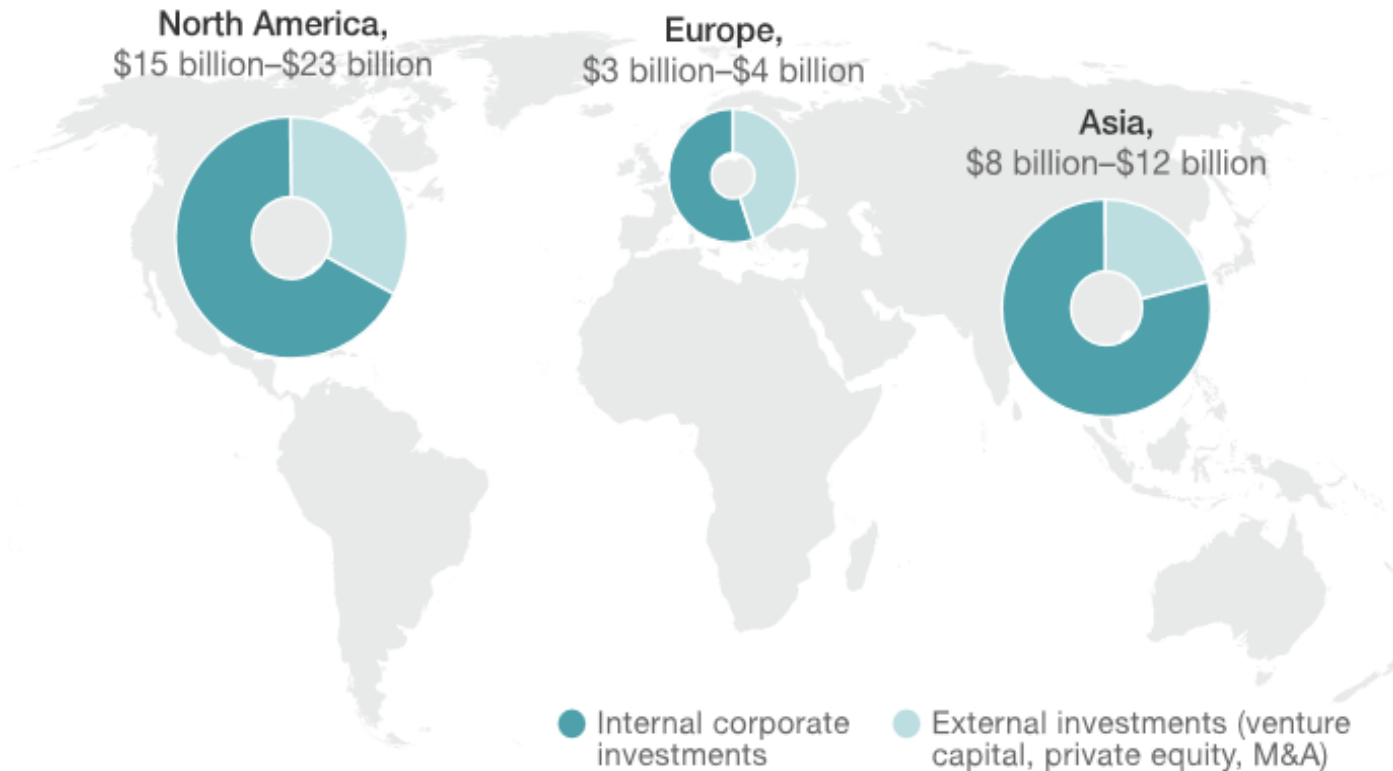
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#DigitiseEU

China and the United States dominate investments in artificial intelligence.

Artificial-intelligence investment, 2016



# Only 1 out of 5 companies is highly digitised

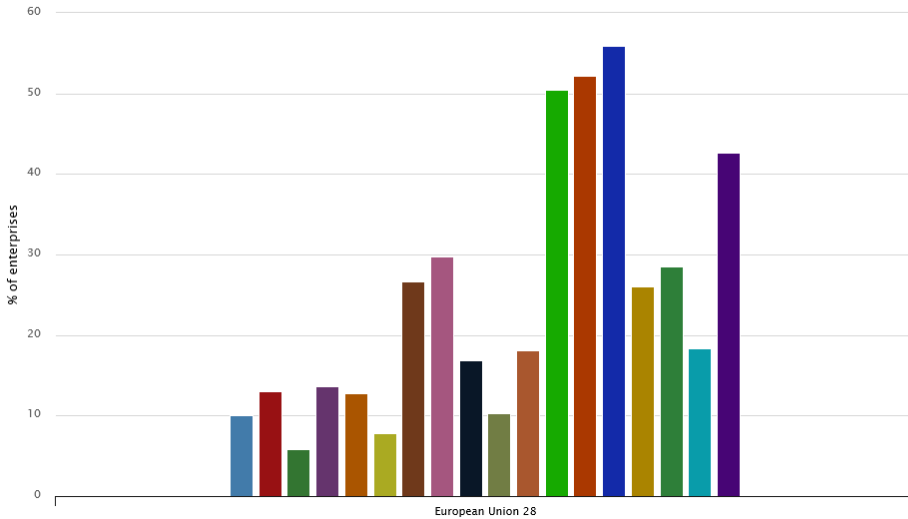
Enterprises with High levels of Digital Intensity, by Economic sectors (17 Nace groups)

Year:2016

Legend

- Manufacture: food, beverages, tobacco, textile, leather, wood, paper; publishing and printing 10+
- Manufacture: coke, petroleum, chemical, plastics, other non-metallic mineral products 10+
- Manufacture: basic metals & fabricated metal products excluding machines & equipments 10+
- Manufacture: computers, electric & optical, motor vehicles, transport equipment, furniture, repair 10+
- Electricity, gas, steam, air conditioning; water supply, sewerage, waste management&remediation 10+
- Construction 10+
- Trade of motor vehicles and motorcycles 10+
- Wholesale trade, except of motor vehicles and motorcycles 10+
- Retail trade, except of motor vehicles and motorcycles 10+
- Transport and storage 10+

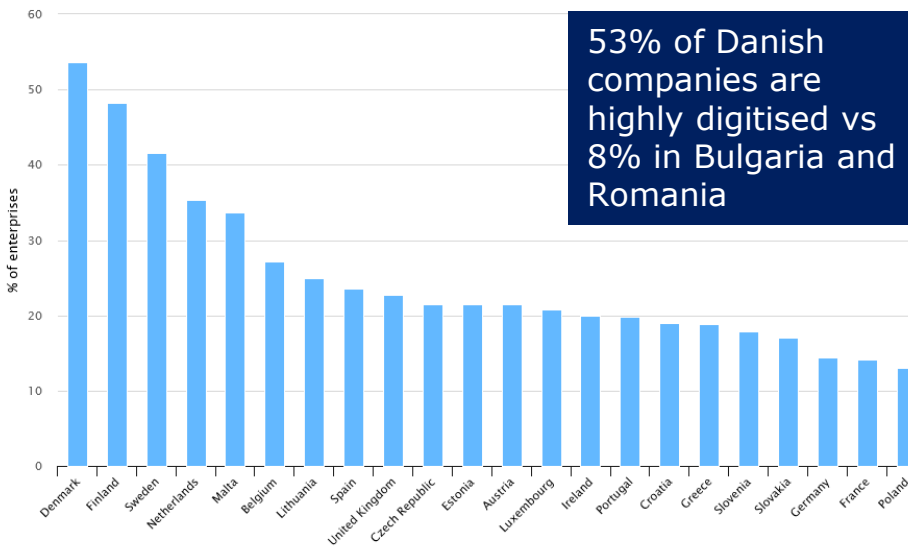
56% of companies in computer programming, consultancy and information services are highly digitised.  
Only around 6% of companies in basic metals & fabricated metal products excluding machines & equipment are highly digitised.



Enterprises with High levels of Digital Intensity

Year:2016

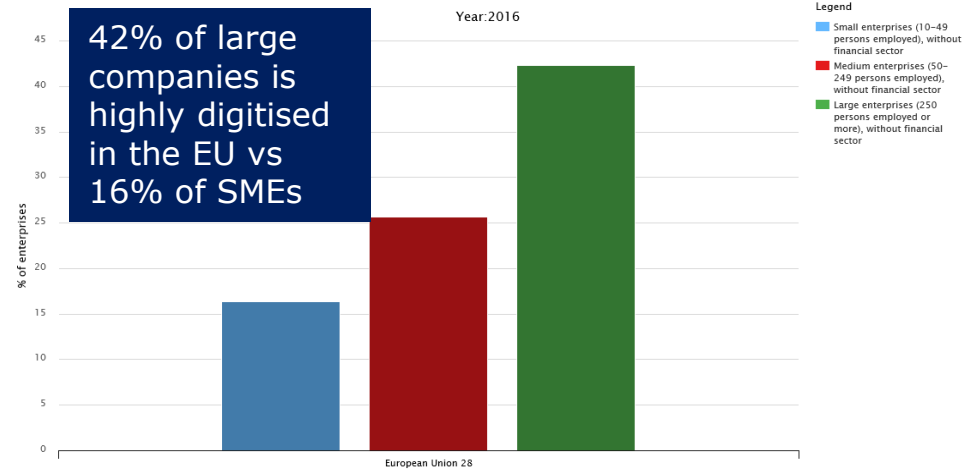
53% of Danish companies are highly digitised vs 8% in Bulgaria and Romania



Enterprises with High levels of Digital Intensity, by Enterprise size (Small, Medium, Large)

Year:2016

42% of large companies is highly digitised in the EU vs 16% of SMEs



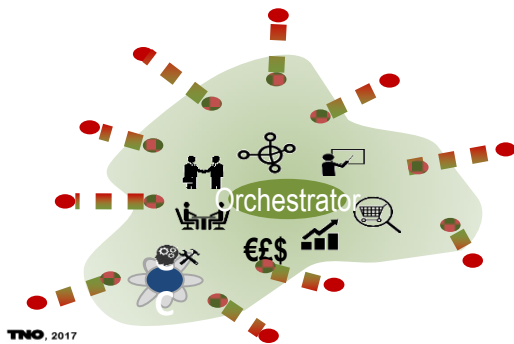
## Knowledge gap 1

- They think their business is running fine and that they do not need to change
- They do not know what are the good technologies for them
- ICT technologies change very fast
- They would like to test interesting technologies first, to see how they can be incorporated in their business

## Knowledge gap 2

- If they do want to invest and go to a bank
  - Project too risky
  - Intangible investments in software, skills development, no collateral
  - Bank does not understand what they want to do

## Test before you invest



- Digital Innovation Hub helps companies to test out digital innovations, for instance 3D printing
- If successful, and company wants to invest further, they can use the test to make realistic investment plan for the bank
- Local banks can be loosely associated with the DIH, and know that they provide quality technical assistance to the company

- Is such a scenario realistic, useful?
- How can we improve appetite of banks to invest in digital transformation?
- Loans vs equity – what is needed for what
- We also need to quantify investments needed. Please fill questionnaire:

[https://ec.europa.eu/eusurvey/runner/DIH\\_Survey](https://ec.europa.eu/eusurvey/runner/DIH_Survey)

Introduction to financing Digital Innovation Hubs and the digital transformation of SMEs:

*Soren Gigler, European Investment Bank (EIB) (15')*

10.30-11.30: Session 1 – Financing Digital Innovation Hubs and business models

11.30-12:15: Session 2 – How to avoid state aid when publicly financing DIHs and SMEs

12:15-13:15: lunch

13.15-14.30: Session 3 – Challenges for SMEs to access finance

14.30-15.00: Coffee break

15.00-16.30: Session 4 – Break out in smaller groups to discuss topics of common interest

16.30-17.00: Reporting back from the break-out groups of Session 4 & Closing