



COSME 2014-2020

Programme for the Competitiveness of Enterprises and SMEs
Financing Opportunities and Support for Entrepreneurs

Brussels, 14 March 2014

*Marko Curavić,
Directorate General Enterprise and Industry
Head of Unit D.1 – Entrepreneurship and Social Economy*

Outline

- 1. Putting COSME in the context of Europe 2020 strategy**
- 2. What is COSME aiming at?**
 - *Improving access to finance*
 - *Improving access to markets*
 - *Improving the framework conditions of EU businesses*
 - *Promoting entrepreneurship*
- 3. Access to Finance**
- 4. Improving Access to Markets**
- 5. Promoting Entrepreneurship**

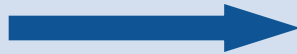
1. Putting COSME in the context of Europe 2020 strategy

Strategy

Instrument

Europe 2020

(A strategy for smart, sustainable and inclusive growth)

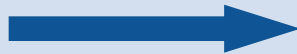


A Budget for Europe 2020

(Proposal for MFF 2014-2020)

Innovation Union

(to improve the market uptake of research results)

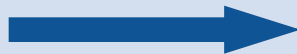


Horizon 2020

(successor to FP7 & innovation part of CIP & European Institute of Innovation and Technology)

An industrial policy for the globalisation era

(to support creation and growth of SMEs)



COSME

(successor to the competitiveness part of CIP)

2. What is COSME aiming at?

What are the problems?

- *Between 70% and 88% of businesses regard **administrative difficulties** in other EU Member States as 'important' in deciding whether or not to engage in cross-border trade*
- ***Only 37% of European citizens would like to be self-employed**, as compared to 55% in the United States and 71% in China*
- *Between 400,000 and 700,000 SMEs are **unable to obtain a loan** from the formal financial system*
- ***Only 25% of SMEs in the EU export** directly outside national markets and **only 13% export beyond the EU***

COSME: Programme for the Competitiveness of Enterprises and SMEs

- Strengthening the competitiveness and sustainability of the Union's enterprises, particularly SMEs
- Encouraging an entrepreneurial culture and promoting the creation and growth of SMEs
- Main target audience: SMEs, Entrepreneurs, Business Support Organisations, regional and national Administrations

€2,3 billion for 2014 – 2020

Specific Objectives – in % of budget dedicated

- 1) Improving access to finance (min 60%)
- 2) Improving access to markets (+/- 21,5%)
- 3) Improving framework conditions (+/- 11,5%)
- 4) Promoting entrepreneurship and entrepreneurial culture (+/- 2,5%)

3. Access to Finance

Objective 1: Improving access to finance

Streamlining set of financial instruments, developing EU-wide venture capital market, supporting cross-border lending, improving information about EU finance available for SMEs

- **An equity facility** (to invest in SMEs in expansion phase)
- **A loan facility** (to provide guarantees to cover loans for SMEs)
- **Analytical tools** (e.g. Enterprise Finance Index)
- **Exchange of good practice** (e.g. SME Finance Forum)

Horizon 2020 & COSME financial instruments

Equity instruments

- Equity Facility for R&I (H2020)
- Equity Facility for Growth of SMEs (COSME)

Debt instruments

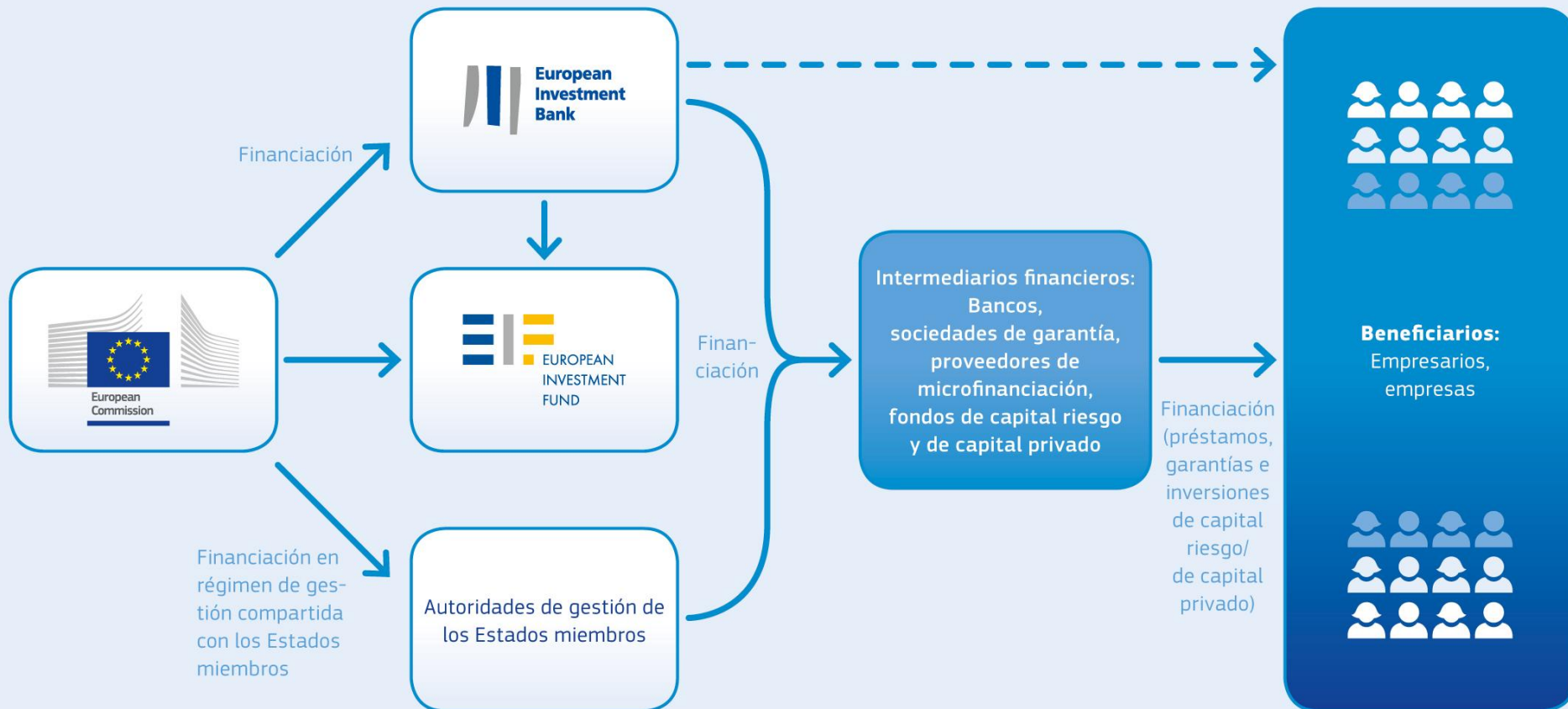
- SMEs & Small Midcaps Guarantee Facility for R&I (H2020)
- Loan Guarantee Facility for SMEs (COSME)

Acceso a la financiación de la UE

La Unión Europea apoya a los empresarios y a las empresas a través de numerosos programas que conceden préstamos, garantías, financiación de inversiones de capital riesgo y otras formas de financiación por participación.

Estos instrumentos financieros son gestionados por intermediarios financieros, tales como bancos, fondos de capital riesgo y otras instituciones financieras.

Cómo funciona





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Empezar y
crecer

IVA y aduanas

Vender en el
extranjero

Personal

Requisitos de
los productos


Financiación

Contratos
públicos

Medio
ambiente

Compartir en     

Síguenos en        

 **Financiación**

Acceso a financiación

Actualizado 02/2014

Acceso a la financiación de la UE

Esta página le ayudará a solicitar financiación avalada por la Unión Europea. Para acceder a financiación de la UE, pulse en su país a fin de localizar los bancos o fondos de capital riesgo que ofrecen financiación avalada por la UE:

Seleccionar país



access2eufinance.ec.europa.eu

Noticias

10/02/2014 - [UK: First Progress Microfinance agreement with internet lender Ezbob](#)

22/01/2014 - [Call for proposals - Enterprise Europe Network \(2015-2020\)](#)

11/12/2013 - [First Horizon 2020 calls for projects published](#)

Temas relacionados

Para empresas y
emprendedores

- [Crear una empresa](#)
- [Contratos públicos - Normas y procedimientos](#)



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Búsqueda avanzada

Tipo de financiación

☐ Préstamo / garantía

☐ Participación en el capital / capital riesgo

Categoría de la empresa

☐ Microempresas de nueva creación / trabajadores por cuenta propia

☐ Microempresas (< 10 empleados)

☐ PYME (10-249 empleados)

☐ Empresas de pequeña y mediana capitalización (250-499 empleados)

☐ Empresas de capitalización media

Importe de la financiación

☐ < 25 000 €

☐ €25 000 - € 7.5 millones

☐ > € 7.5 millones

Orientación de las inversiones

☐ Todos los sectores / general

☐ Investigación, desarrollo e innovación

☐ Puesta en marcha de empresas

☐ Participación en el capital / capital riesgo

☐ Fase inicial (lanzamiento y puesta en marcha)

☐ Fase de expansión (crecimiento)

☐ General

☐ Sector de las TIC

☐ Ciencias de la vida

☐ Tecnologías pesa

Fuentes de financiación

☒ Todas las fuentes

☐ CIP

☐ EIB

☐ EIF

☐ Progress Microfinance

☐ RSFF

☐ RSI

☐ Fondos Estructurales - Fuentes nacionales de financiación

En las palabras clave

Búsqueda

Intermediario financiero	región de actividad	Tipo de financiación	Importe de la financiación	Orientación de las inversiones	Información adicional	Fuentes de financiación
Fundación Pinnae Email Website		Préstamo / garantía	< 25.000 €	Puesta en marcha de empresas, Participación en el capital / capital riesgo, Fase inicial (lanzamiento y puesta en marcha)	Micropréstamos (hasta 25.000 euros), también para colectivos desfavorecidos o poco representados, para crear o ampliar una microempresa (menos de 10 empleados).	Instrumento Europ Microfinanciación Progress
Deutsche Bank España Website		Préstamo / garantía	> 25.000 € < 7.500.000 €	Investigación, desarrollo e innovación	El Instrumento de Riesgo Compartido permite aumentar la oferta de financiación para las PYME y las empresas de mediana capitalización (empresas de menos de 500 empleados) con potencial de innovación o centradas en la I+D y la innovación.	Instrumento de rie compartido para la PYME y las socied de pequeña y medi capitalización innovadoras y orien a la investigación
Banco Santander Website	Extremadura	Préstamo / garantía		Puesta en marcha de empresas, Participación en el capital / capital riesgo,	Objetivo: PYME y autónomos	Fondos Estructural Fuentes nacionales financiación

Current status and next steps

- ❑ Legal base of respective EU programmes adopted end of 2013
- ❑ Parallel implementation preparations by the Commission are under way
 - ❑ Negotiation of terms & conditions / contracts with future entrusted entity
- ❑ Second quarter 2014: expected launch of call for expression of interest for debt and equity facility

4. Improving Access to Markets

Objective 2: Improving access to markets

One-stop-shop for SMEs, disseminating widely information on SME, providing SMEs information on how to expand outside EU, mapping and filling gaps in support services, training programmes for SME managers

- **Enterprise Europe Network**
- **Analytical tools** (*studies on mapping of EU business support abroad*)
- **On-line portals** (e.g. Your Europe Business portal, new portal on access to markets outside EU, China IPR helpdesk)
- **Awareness raising campaigns, trainings**
- **Exchange of best practices, workshops** (*e.g. optimising EU portfolio of business support for SMEs*)



Mission of the Enterprise Europe Network : helping EU SMEs with

- ***Internationalisation***

- Business partnerships

- Advice on EU laws, rules, standards

- Help SMEs benefit from the internal market and access international markets

- ***Innovation***

- Technology transfer

- Modern innovation support services

- ***Access to Finance and funding opportunities***

- ***Increase R&D activities of SMEs***

- participation in EU R/D/Innovation programmes (FP7,..)

- ***Feedback and consultation: dialogue with SMEs***

The Network in the EU...and beyond



- Created in 2008, serving all regions in the EU28 and 26 countries outside Europe (7 CIP participating & 19 other Third Countries)
- Representing 600 local organisations (chambers of commerce, technology and innovation agencies, sector associations, regional development agencies, etc)
- Over 3.000 experts
- Current budget of 55 mln €/year from CIP, comparable budget requested in COSME
- EC contribution: up to 60% of the eligible costs (EU28 & CIP participating countries)

Future – COSME (2014-2020)

Legislative proposal EEN

- *Provide integrated support services to SME to increase their competitiveness in the Internal Market and 3rd Countries*
- *Information & advisory services on EU initiatives and legislation*
- *Facilitate business cooperation / Technology transfer / R&D partnerships*
- *Communication channel between Commission and SMEs*
- *Coordinated with MS and avoid duplication; assessing its effectiveness and quality*
- *May provide services on behalf of other programmes, e.g. Horizon2020 (SME Instrument, Raising Innovation management capacity of SMEs)*

5. Promoting Entrepreneurship

Objective 4: Promoting entrepreneurship

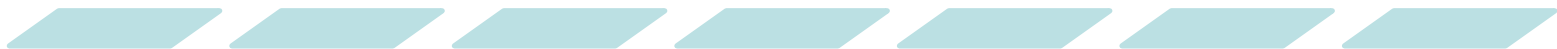
Developing of entrepreneurial skills and attitudes, especially among new entrepreneurs, young people and women, creating mentoring schemes, promoting social entrepreneurship

- **Workshops and exchanges of best practices** (*European Network of Mentors for Women Entrepreneurs*)
- **Trainings** (*Erasmus for Entrepreneurs exchange programme, trainings for teachers*)
- **Promotion activities** (*projects promoting education for entrepreneurship and self-employment at school and university*)
- **Awareness raising activities** (*European SME Week*)

Erasmus for Young Entrepreneurs

... to facilitate exchange of experiences, learning and networking for **new EU entrepreneurs** through periods spent at **SMEs of experienced entrepreneurs** in another country.

➡ **Fostering of Entrepreneurship and Internationalisation**



➡ **Competitiveness of Start-up Entrepreneurs and newly established SMEs in the EU**



Benefits of New and Host Entrepreneurs

Benefits for Host Entrepreneurs

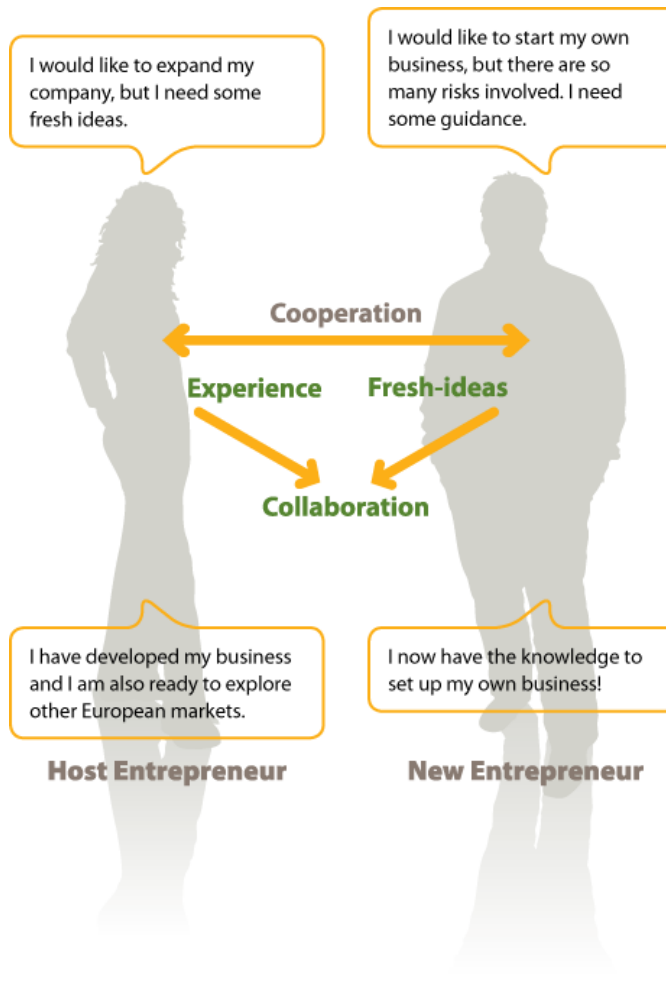
- Access new skills and innovative knowledge
- Work with a young fresh mind contributing new ideas
- Gain knowledge and intelligence about the foreign markets
- Opportunity to establish new business partnerships with entrepreneurs from other countries

I would like to expand my company, but I need some fresh ideas.

I would like to start my own business, but there are so many risks involved. I need some guidance.

Benefits for New Entrepreneurs

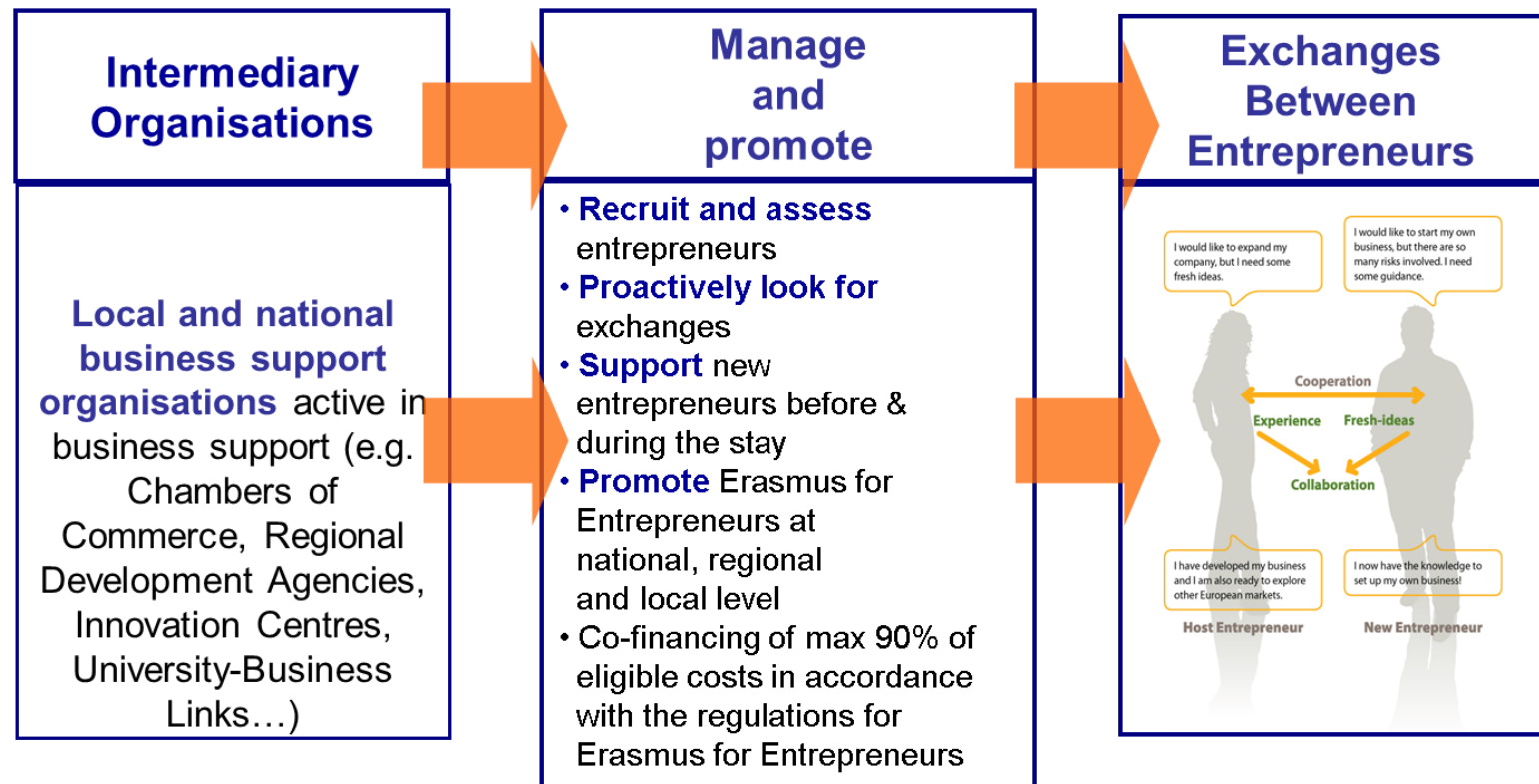
- Get experience & advice from seasoned entrepreneur
- Develop international contacts
- Get knowledge about foreign markets
- Providers, clients, co-venturing opportunities



EYE in Practice

European Commission – definition of strategic and financial framework

Support Office: day-to-day operational management of the programme



Erasmus for Young Entrepreneurs

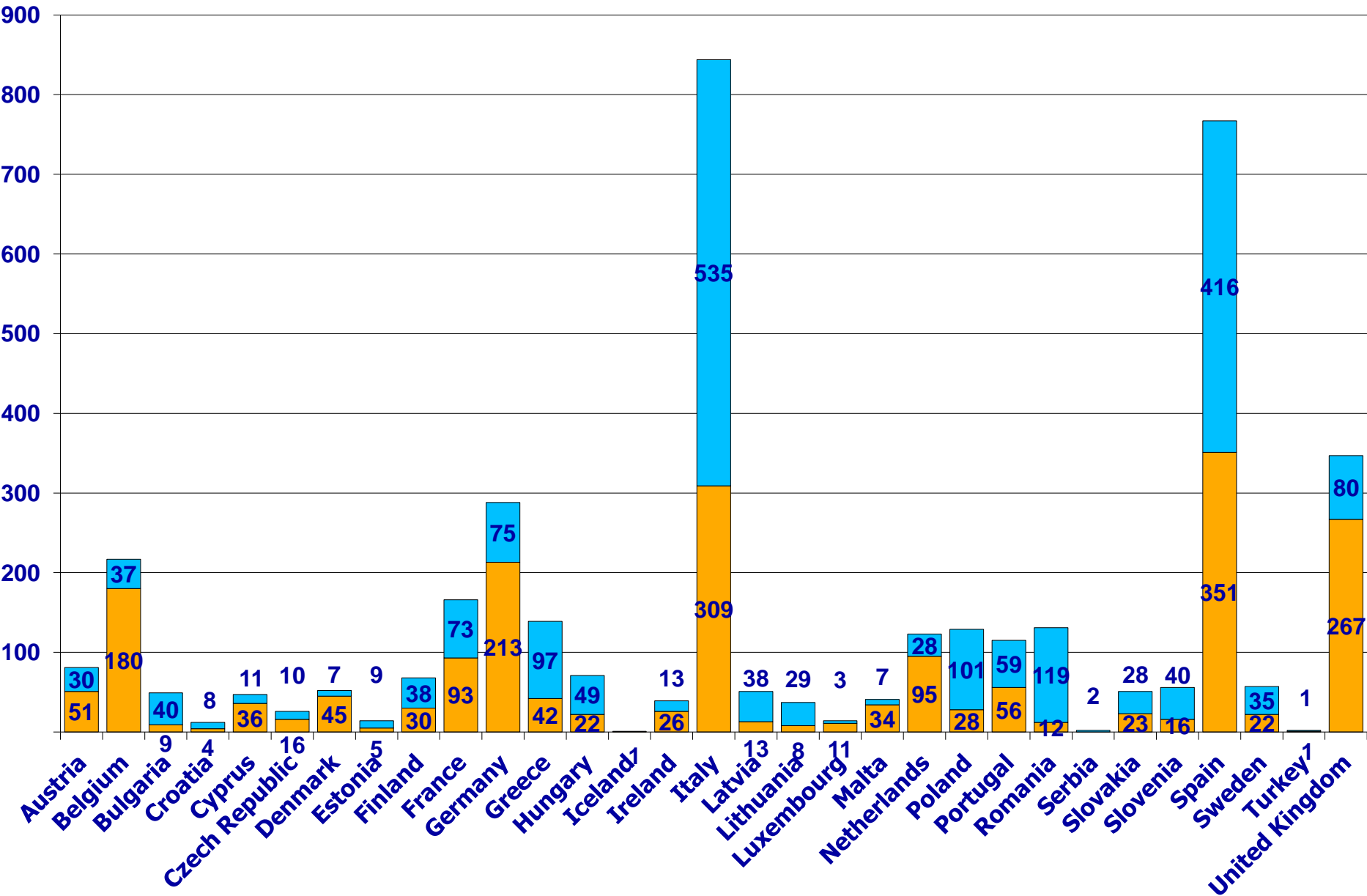
2009-2013 Results:

- ✓ **24,5 mln EUR in 6 Calls**
- ✓ **More than 2000 exchanges**
- ✓ **More than 7000 entrepreneurs in the database**
(leading: IT, ES, UK, DE, FR)
- ✓ **Intermediary Organisations: 180 active** (over 300 overall)

2014-2020 Challenges:

- ✓ **Target: 10 000 exchanges by 2020**
- ✓ **Scaling up and internationalisation**

Exchanges by country 2009-2013



Actions for Women Entrepreneurs

- **Improve the Framework conditions for entrepreneurs' business activities and for preserving, maintaining, and transmitting existing entrepreneurial capital**
- **Create a more entrepreneurial Europe - Support would-be and new entrepreneurs**
 - *Women – recognition as untapped pool of entrepreneurial potential in Europe that has to be actively supported*
 - Create a Portal for on-line mentoring, advisory and business networking (EU)
 - National strategies for women entrepreneurs (MS)
 - Expand/continue ambassadors' and mentors' networks (MS)
 - Improve work-life balance, e.g., via child and elderly care (MS)
 - *Fostering entrepreneurial mindsets in education and training*

Thank you for your attention!



Find out more:

<http://ec.europa.eu/enterprise/cosme>

http://ec.europa.eu/enterprise/policies/sme/index_en.htm