



Enterprise Europe Network and the support to SMEs in the ERDF OP

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Enterprise Europe Network - Key features



- The EU network to support SMEs competitiveness and innovation
- Active in 56 countries
- Managed by more than 600 host structures, representative of business support organisations, financial institutions, regional agencies
- Composed by more 3 000 professionals



Enterprise Europe Network - Main areas of intervention



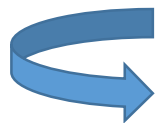
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Enterprise Europe Network - Areas of specialisation



- N. 17 Sector Groups: groups of Network partners who commit to work together to meet the specific needs of their clients operating in a particular sector.
- N. 13 Thematic Groups: groups of Network partners committed to better organise and structure existing expertise in the Network, ranging from internal operations to broader issues concerning Network clients.



Thematic Group “Access to Finance”



Enterprise Europe Network – “Access to Finance” Thematic Group



- A2F is a key issue in the « client journey » approach of the next lifecycle of the Network
- EEN partners are expected to provide services helping businesses assess their level of readiness for different sources of finance and advising them on preparations they may need to make or other actions to strengthen their maturity before applying for finance
- EEN will increase the services that it provides on access to finance, linking with existing EU schemes such as the **EFSI Project Portal** and the **European Investment Advisory Hub**; involving investors or other funding schemes in their events
- A special attention is devoted to strengthening collaboration with **DG REGIO, ESIF managing authorities**, with particular focus on FIs in the OPs



Enterprise Europe Network – SMEs and Access to Finance



SME access to finance conditions 2019 SAFE results - European Union



Access to finance is the most important concern for 7% of SMEs in the European Union.
A comparison with other countries is presented below:



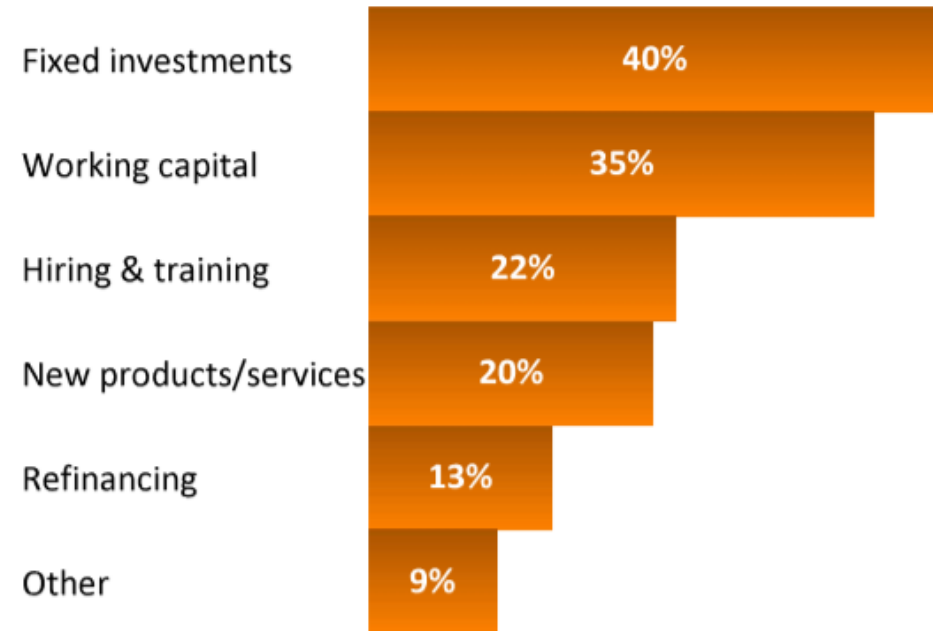
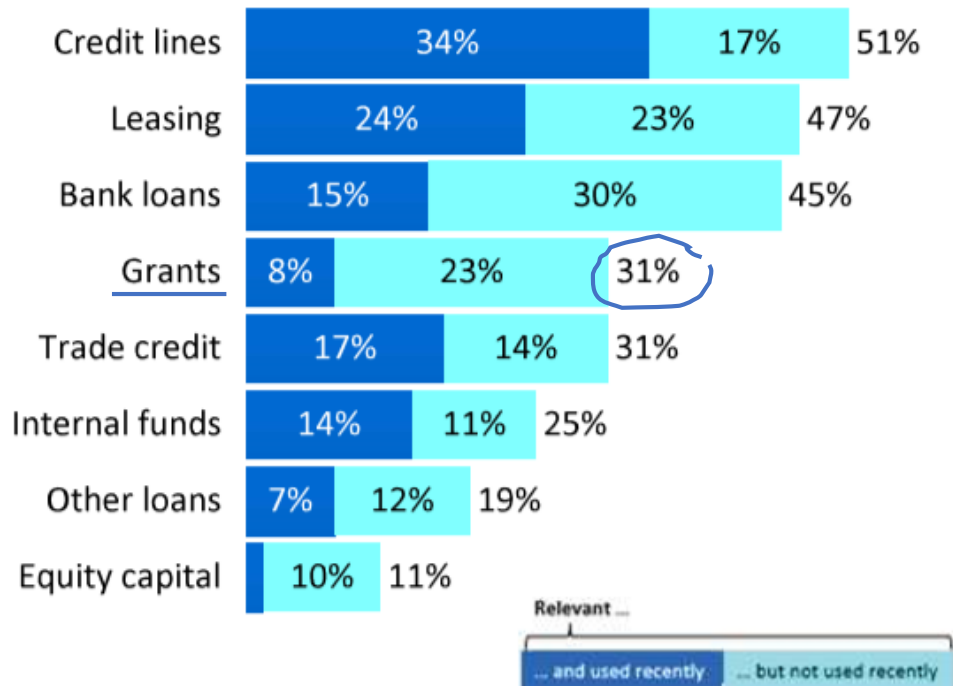
Enterprise Europe Network – SMEs and Access to Finance



What are the sources and purposes of financing for SMEs in the European Union?

In the European Union, bank loans were relevant for 45% of SMEs (and used by 15% of them), while credit lines were relevant for 51% (used by 17% of them), and leasing was relevant for 47% (used by 24%).

The financing was used by 40% of SMEs for fixed investments and by 35% for inventory and working capital. 20% of SMEs used it for developing new products or services and 22% for hiring and training employees, while 13% refinanced their obligations.



Enterprise Europe Network contribution to the implementation of FIs in ERDF OPs



- EEN participation to ERDF Monitoring Committee
- EEN management of specific action lines within the ERDF OP «technical assistance» strand
 - the case of Genova CCI:
 - «animazione economica»
 - monitoring of SMEs feedback
 - proposals for new financial engineering measures



Liguria case: SMEs feedback on ERDF OP



- 468 beneficiary SMEs interviewed
- 99% declares the investments funded by ERDF OP have increased its performance, though hoping there will be resources allocated to hire new staff members
- More than 50% of the interviewed SMEs call for more financial engineering measures



Thanks for your attention!



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financial instruments
added value **ERDF** funding agreement revolving capacity building
governance **ESF** ex-ante assessment EU guidance
technical support seminars leverage financial intermediaries microfinance
co-financing case studies
investments **ESIF** fi-compass final recipients
business plan **Thank you** thematic objectives
advisory services guarantees loans **CF** equity
EAFRD private investors banks life cycle combination of support
conferences **EMFF** factsheets investment strategy
fund of funds managing authorities manuals