



SME Working Group Meeting

31st July 2017



EUROPEAN ASSOCIATION FOR BUSINESS AND COMMERCE

SME Working Group 2017

31st July 2017

Supported by the
European Union



Who we are

- The **EABC** is the **European Chamber of Commerce** in Thailand, the unified VOICE OF ALL European Companies and Chambers in Thailand, with support and mandate of the European Union. EABC is the only official representative of Thailand authorized by EBO WWN, Brussel based European Chamber of Commerce worldwide.
- The EABC has 12 Working Groups with hundreds of senior managers making suggestion to the Government for a more competitive Thai economy.



- The work of the bilateral chambers of commerce is meaningfully supplemented. Every year EABC issues a **European Business Position Paper**, with recommendations by the **shared interests** of European business community. Policymakers today acknowledge the neutral approach of our recommendations, rather than different individual countries / suggestions.

CONT...THE VOICE OF EUROPEAN BUSINESS IN THAILAND



What we do

We have a close relationship with the **Royal Thai Government**. Through our Working Groups, EABC members may submit their concerns and suggestions directly to Ministers and Senior Officials.



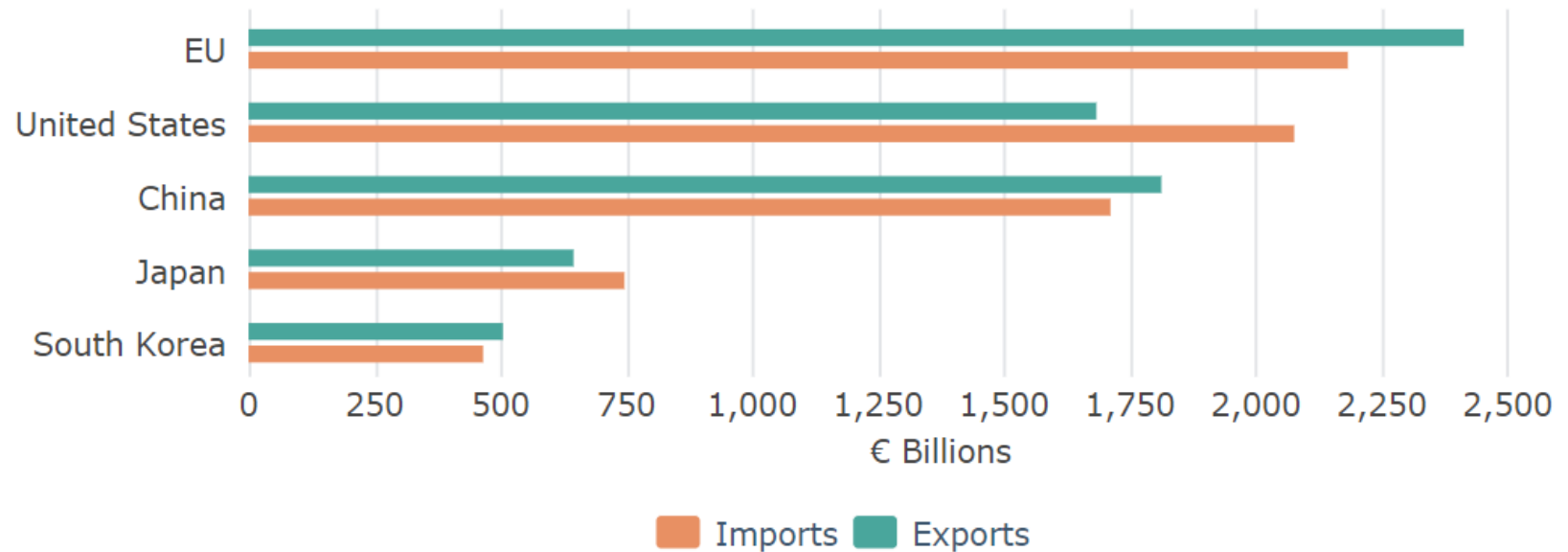
EABC Position in ASEAN

EABC can help businesses resolve trade related issues on **ASEAN** level. The EABC is a founding member of EU-ASEAN Business Council which is the primary voice for European Business within the ASEAN region. EABC members are granted access to the EU-ASEAN Chamber.



- EU is the world largest single market by GDP, with a GDP per head of €25 000 for its 500 million consumers.
- Together, the European Union's 28 members account for 16% of world imports and exports.

Trade in goods and commercial services 2013



Source: Eurostats, WTO



SME Investment Europe Event at Swiss Embassy





EBO WWN Meeting with European Commission 19 – 21 June 2017



EBO WWN Meeting with European Parliament 19 – 21 June 2017



EBO WWN Meeting with DG Grow, DG Trade, DG Devco 19 – 21 June 2017



EBO WWN Meeting with DG Grow

19 – 21 June 2017



EASME

Executive Agency for Small and Medium-sized Enterprises

The EASME manages programmes on behalf of the European Commission, turning EU policies into action.

European
Commission



Enterprise Europe Network
@EEN_EU

COSME the EU programme
for the Competitiveness of SMEs

€ 0.8 BN*

Horizon 2020
SME Instrument

@H2020SME

€ 3.1 BN*

Horizon 2020
Energy Efficiency

@H2020EE

€ 0.8 BN*

EU Sustainable
Energy Week
(EUSEW)

@euenergyweek

CIP Eco-innovation

LIFE the EU Programme for the
Environment and Climate Action

@LIFE_Programme

€ 3.1 BN*

Horizon 2020 Climate action,
environment, resource efficiency
and raw materials

@EU_ecoinno

€ 2.7 BN*

Sustainable Industry
Low Carbon II (SILC II)

The European Maritime
and Fisheries Fund (EMFF)

€ 0.34 BN*

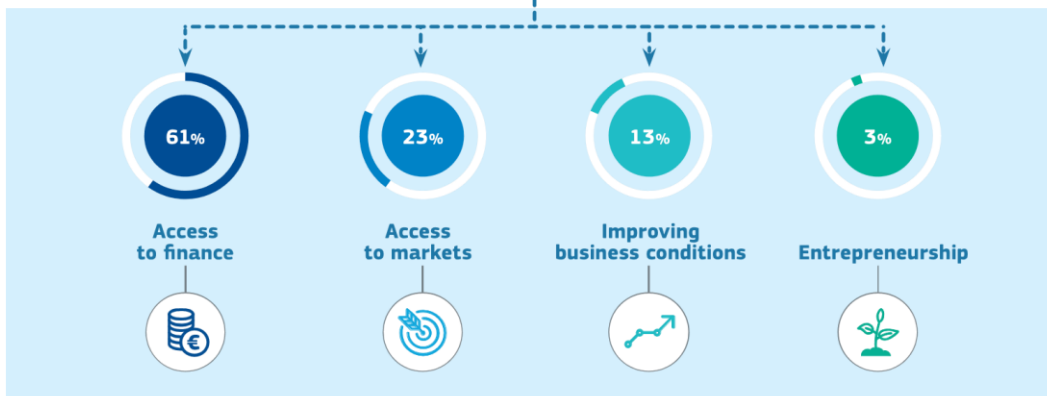
Intelligent Energy Europe (IEE)

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

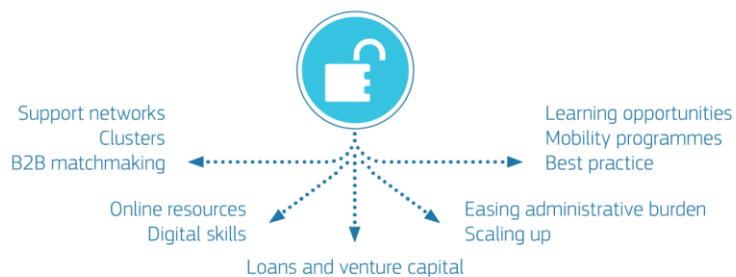




Helping European businesses reach their full potential



Opening doors for businesses



EU SUPPORT FOR BUSINESS



COSME: EU Programme for the Competitiveness of Enterprises and Small and Medium-sized Enterprises (SMEs)



#investEU



COSME Loan Guarantee Facility



Banks



Leasing companies



Guarantee societies



Promotional institutes

Financing



SMEs



143 344
SMEs SUPPORTED

40%
START-UPS

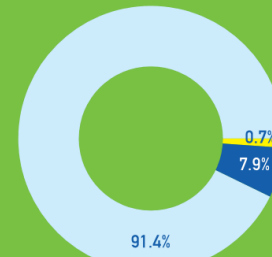


67 AGREEMENTS WITH 61
FINANCIAL INTERMEDIARIES



€5.5 BILLION
ACTUAL VOLUME
OF FINANCING
ALREADY PROVIDED
TO SMEs

Financing by company size



<10 employees
91.4%



10-50 employees
7.9%



50-250 employees
0.7%



<http://ec.europa.eu/avservices/video/player.cfm?ref=I137682&videolang=INT&devurl=http://ec.europa.eu/avservices/video/player/config.cfm>



EIB Group figures

As of 18/07/2017

Of which
EUR 26.7bn
signed

Approved EFSI
financing*

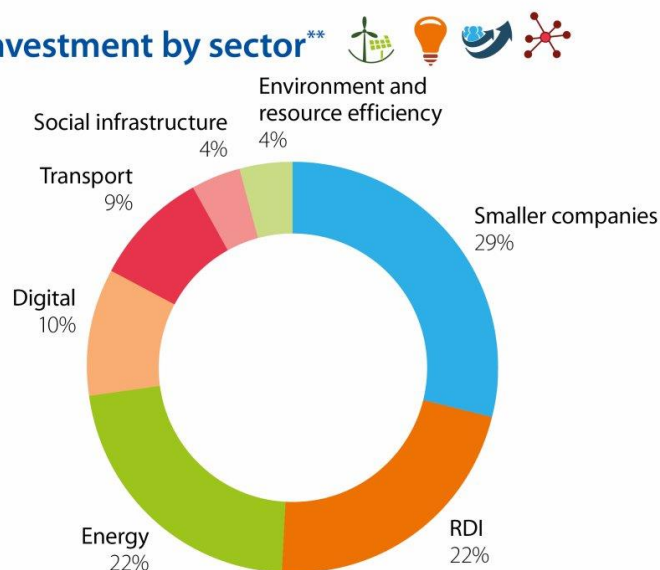
Total investment related to EFSI
approvals

EUR 43.6bn

EUR 225.3bn

* EIB-approved: EUR 33.7bn
EIF-approved: EUR 9.9bn

EFSI investment by sector**

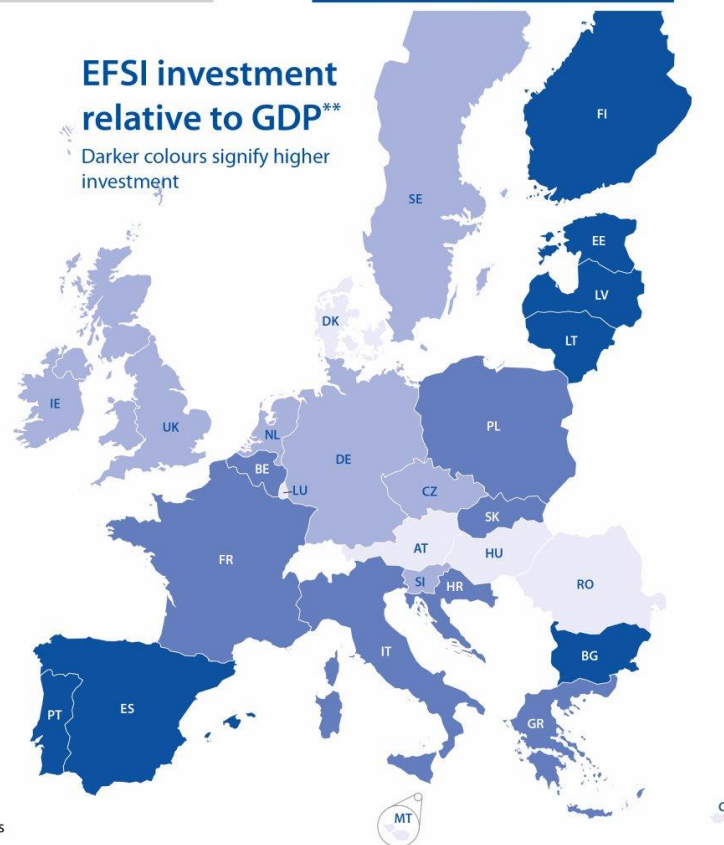


**based on approved operations



EFSI investment relative to GDP**

Darker colours signify higher investment



Find EU business finance in 3 easy steps



01

www.access2finance.eu

to find financial institutions that provide EU finance in your country.



02

Contact a financial institution

that provides financing for your investment needs.



03

Apply for EU financing

directly at the local financial institution.



What is available?

Programme	Type	Amount
Social Change & Innovation	Microfinance	< €25.000
	Investments	< €500.000
COSME	Guarantees	< €150.000
	Equity	
Creative Europe	Guarantees	
InnovFin (Horizon 2020)	Guarantees	€25.000 - €7.500.000
	Equity	
Private Finance for Energy Efficiency	Loans	< €5.000.000
Natural Capital Financing Facility	Loans, equity	€5.000.000 - €15.000.000
European Investment Bank, European Investment Fund, European Structural and Investment Funds, European Fund for Strategic Investments	Loans, guarantees, equity	

Who is eligible for EU funding?

Start-ups | Entrepreneurs | Businesses

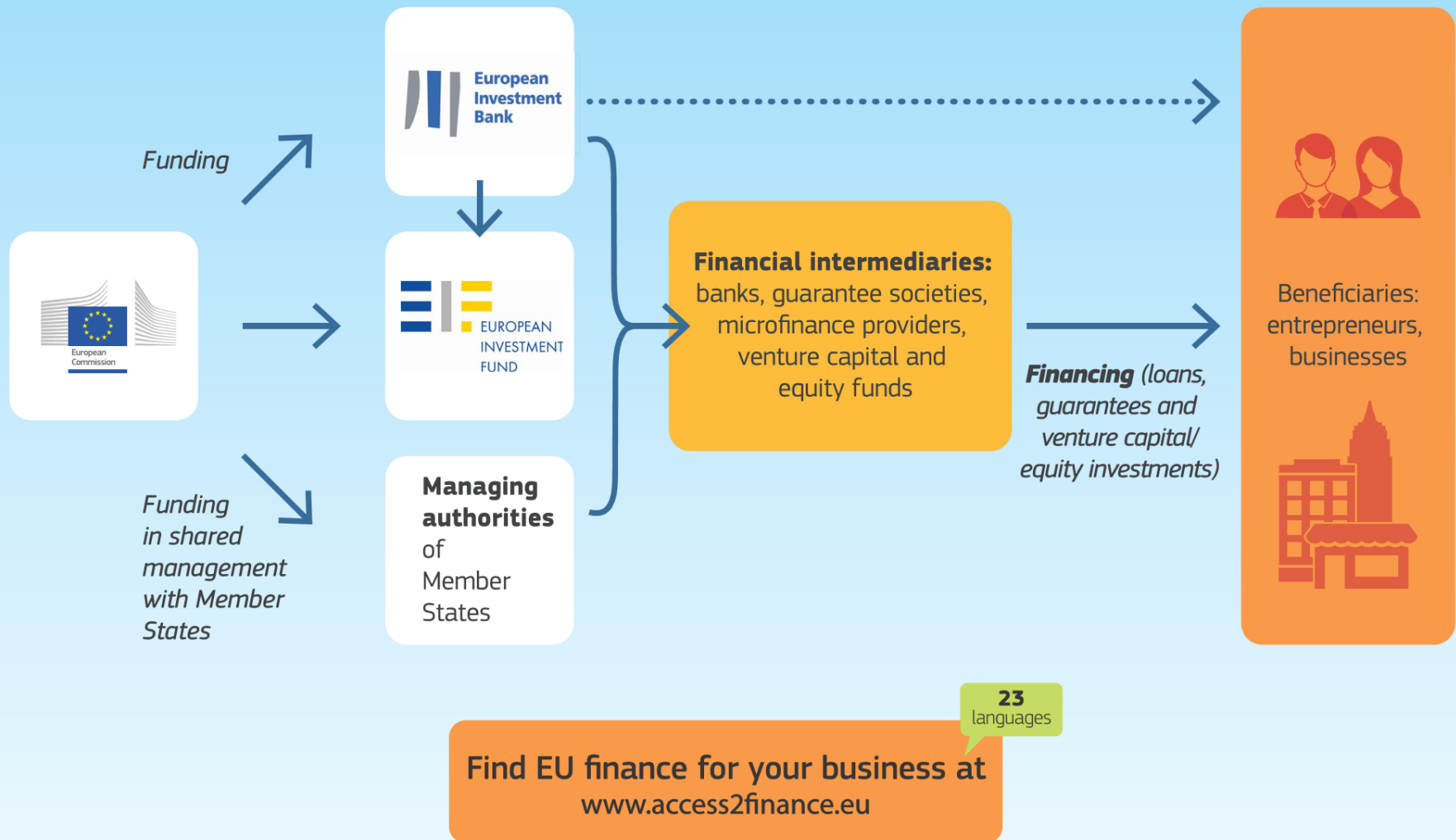
=> **any size/ any sector**



Focus	Size of company		
	Micro	SMEs	Small mid caps
Micro-enterprises	✓		
Social enterprises	✓	✓	
General	✓	✓	
Growth, expansion stage	✓	✓	
Cultural and creative sector	✓	✓	
Research, development, innovation	✓	✓	✓
Start-up, early stage	✓	✓	✓
Energy efficiency	✓	✓	✓
Preservation of natural capital, climate change	✓	✓	✓
General	✓	✓	✓



EU supports businesses via local financial institutions



Horizon 2020

Energy Efficiency



FUNDING PRIORITIES FOR 2016 & 2017

Competitive
Low-carbon Energy
€723m

Smart Cities &
Communities
€131m

Energy Efficiency Calls
€194m

SME Innovations for
a Low-carbon
Energy System
€96m



Consumers



Buildings



Heating &
Cooling



Industry, Products
& Services



Finance for
Sustainable Energy

WHAT KIND OF PROJECTS ARE WE LOOKING FOR?

Research & innovation
actions that establish new
knowledge or develop more
energy-efficient technologies
and solutions.

EU funding rate: 100%.

Innovation
actions that demonstrate the
viability of new technologies and
solutions or support their first
deployment in the market.

EU funding rate: 70%

**except non-profit organisations: 100%*

Coordination & support
actions* that improve skills,
mobilise large-scale investments
or facilitate EU policy
implementation.

EU funding rate: 100%.

Also: ERA-NET Cofund & Public Procurement of Innovative Solutions (PPI)



*Project consortia must generally consist of at least 3 legal entities from
3 different Member States or Associated Countries*

**Building on the
2007-2013
Intelligent Energy Europe
programme.*



How to file a complaint: <http://assist.asean.org/>



ASSIST
ASEAN Solutions for Investments, Services and Trade

WELCOME TO ASSIST WHAT IS ASSIST? FILE A COMPLAINT FOLLOW A COMPLAINT PR

Welcome to ASSIST

The **ASEAN Solutions for Investments, Services and Trade (ASSIST)** is a non-binding and consultative mechanism for the expedited and effective solution of operational **problems encountered by ASEAN-based enterprises on cross-border issues related** to the implementation of ASEAN economic agreements and within the framework of the ASEAN Economic Community (AEC) launched in 2015. ASSIST is fully internet based and free of charge.

The ASEAN Solutions for Investments and Trade (**ASSIST**) is a non-binding consultative mechanism for the expedited and effective solution of operational issues encountered by **ASEAN-based enterprises on intra-ASEAN cross-border issues**. ASSIST is fully internet based and free of charge.

[ASSIST?](#)

EU-THAILAND CLUSTER COOPERATION AND MATCHMAKING EVENT



Mission to Thailand | Call for Expression of Interest

The European Cluster Collaboration Platform (ECCP), in collaboration with the [EU Gateway/Business Avenues Initiative](#) and local partners, will organise an EU - Thailand Cluster Cooperation and Matchmaking Event over a 3-day period starting on the 5th or 6th of September 2017 in Bangkok (Thailand). The overall objective of the event is **to provide EU clusters access to the Thai healthcare market through close cooperation with local-based organisations.**

The cluster matchmaking event will represent a unique opportunity for European cluster organisations interested in cluster collaboration with Thailand to explore possible common areas of interest for cooperation and complementarities in terms of sectoral, value chain, and market focus of their SMEs and other companies.

This event will take place during the [Medical Fair Thailand](#) 2017 (8th International Exhibition on Hospital, Diagnostic, Pharmaceutical, Medical & Rehabilitation Equipment & Supplies). This is Thailand's top event for the medical and health care industry. **European Clusters active in areas related to the Healthcare & Medical Technologies** are encouraged to respond to the Call for Expression of Interest.

Please download the Call for Expression of Interest and the Cluster Questionnaire below, and follow the indicated guidelines for application within the Call for Expression of Interest.

Expressions of interest to participate in this mission must be **submitted electronically by end of day (CET) on the 12th of July 2017** at the latest to EUMatchmaking@spi.pt.



EASME - Executive Agency for SMEs

The Executive Agency for Small and Medium-sized Enterprises (EASME) has been set-up by the European Commission to manage on its behalf several EU programmes.

Programmes

- Most of **COSME**, the EU programme for the Competitiveness of Enterprises and Small and Medium-sized Enterprises (SMEs), including [Enterprise Europe Network \(EEN\)](#), [Your Europe Business](#);
- Part of **Horizon 2020**, the EU Framework Programme for Research and Innovation, and in particular:
 - Part II 'Industrial leadership':
 - [Innovation in SMEs](#) (including the [European IPR Helpdesks](#), **INNOVACESS** and [Peer learning for innovation agencies](#))
 - [The Sustainable Industry Low Carbon Scheme \(SILC II\)](#)
 - part of the [Leadership in Enabling and Industrial Technologies](#)
 - **INNOSUP**
 - Part III 'Societal challenges':
 - [The Energy Efficiency](#) part of the challenge 'Secure, Clean and Efficient Energy';
 - The **Societal Challenge 5** '[Climate action, Environment, Resource Efficiency and Raw Materials](#)'
 - [The SME instrument](#)
 - [Fast Track to Innovation \(FTI\) Pilot](#)
- Part of [the EU programme for the Environment and Climate action \(LIFE\)](#)
- Part of the [European Maritime and Fisheries Fund \(EMFF\)](#)

The legacy of the **Intelligent Energy – Europe** programme and the **Eco-innovation** initiative



ASEAN SME Advisory Board The ASEAN SME Advisory Board was established since 2011 to provide strategic policy inputs on SME development to the Ministers and guidance on high-priority matters to the ASEAN SMEWG. Board members comprise the Head of SME Agencies (DG level) from all AMS, and at least one representative of prominent SME leader from the private sector

ASEAN Business Advisory Council (ASEAN-BAC) Regular meeting and consultation were held between ASEAN SMEWG and Japan. Besides, SMEWG has been collaborating with ASEAN-BAC in promoting and nominating SMEs, particularly those young, innovative and women entrepreneurs, for the ASEAN Business Award (ABA).

Public Private Dialogue (PPD) for Drafting the Post-2015 SME Vision in November 2015. The PPD was participated by nearly 100 delegates from SME agencies, relevant policy makers, central banks, business chambers and SME associations in ASEAN member states, dialogue and development partners and think-tanks.

Participation at Regional and International Trade Expo, Fairs, Conference To showcase and promote SMEs' products, services and investment opportunities. The key events include, among others, ASEAN SME Showcase and Conference in May 2015 and the annual China-ASEAN Expo (CAEXPO) and China-ASEAN Business & Investment Summit (CABIS).

ASEAN Strategic Action Plan for SME Development (2016-2025) or SAP SMED 2025

In preparation for the AEC Post-2015, the SMEWG with support from Japan, are in the process of finalising ASEAN Strategic Action Plan for SME Development (2016-2025) or Post-2015 SAP SMED. A Public Private Dialogue for the Post-2015 SAP SMED was held on 24 November 2014, at the sideline of the 36th SMEWG Meeting in Siem Reap, Cambodia. The dialogue reaffirmed the SMEWG's key elements to the Post-2015 SAP SMED as follow:

- **Vision:** "Globally Competitive and Innovative SMEs"
- **Mission Statement:** "To create globally competitive, resilient and innovative SMEs seamlessly integrated into the ASEAN community for inclusive growth and sustainable development in the region"
- **Supporting Elements:** (i) vibrant; (ii) resilient and innovative; (iii) well-positioned to take advantage of the AEC; (iv) seamlessly integrate into ASEAN community; and (v) sustainable growth and equitable development of the region.
- **Strategic Goals:** Promote Productivity, Technology and Innovation, Increase Access to Finance, Enhance Market Access and Internationalisation, Enhance Policy and Regulatory Environment, Promote Entrepreneurship and Human Capital Development



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

<http://madb.europa.eu/madb/indexPubli.htm>

http://europa.eu/youreurope/business/index_en.htm

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

<https://www.eu-gateway.eu/>

<http://www.ealink.eu/>





Thank you for your attention!

The EABC is in prime position when it comes to government policy recommendations.

The EABC has achieved a strong position by acting together with **ONE** European voice, rather than with 28 separate trade strategies.

**EABC OFFERS SUPPORT TO ESTABLISH SUCCESSFUL
EEC PROMOTION TO EUROPEAN COMPANIES**

