

# OVERVIEW OF EU INSTRUMENTS CONTRIBUTING TO THE INTERNATIONALISATION OF EUROPEAN ENTERPRISES

3/03/2016

*The elaboration of this overview came as a response to the observed fact that potential stakeholders in the field of business internationalisation have often fragmented knowledge on the funding possibilities and the instruments (direct and indirect) that exist in the framework of several EU programmes. European businesses and SMEs in particular are not sufficiently aware of these EU actions supporting internationalisation and the opportunities they provide.*

*It was therefore felt necessary in order to clarify the situation and better inform European businesses to collect factual information on the EU instruments contributing to the internationalisation of European enterprises.*

*Several Directorates General of the European Commission have contributed to the overview reflecting the increasing interest from different EU policies in the internationalisation of European businesses.*

*As globalisation progresses and 90% of world growth is expected to happen outside the EU in the future, the external dimension of several EU policies grows in importance. Access to markets outside the EU is essential for European industry.*

*Although this factual overview of instruments is necessary, it is not sufficient. There is a need to consider the cohesiveness of EU policies underpinning our instruments in order to rationalise and simplify them, enhance their individual added value, as well as combining them when/if relevant to maximise their impact.*

*On this policy side, the European Commission and EEAS have started a strategic reflection on EU Economic Diplomacy for developing together a pro-active and coherent approach to the external dimension of the EU's economic agenda that can decisively contribute to competitiveness, growth and jobs inside the Union.*

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## 5. EUROPEAN NEIGHBOURHOOD INSTRUMENT

### Neighbourhood South:

- Euromed Invest (EU Support to business and investment partnerships in Southern Mediterranean)
- Support to the development of culture and creative industries and clusters in Southern Mediterranean
- Euro-Mediterranean Trade and Investment Facilitation Mechanism
- Support to trade development in the Southern Mediterranean
- Support to the preparation of Agreements on Conformity Assessment and Acceptance of industrial products
- Support to the Euro-Mediterranean dialogue on the future of the textiles and clothing sector

### Neighbourhood East (Eastern Partnership)

- SME Flagship including:
  - Support to SMEs competitiveness
  - STAREP
  - East Invest
  - Small Business Support
  - SME Finance Facility
  - DCFTA Facility
- Bilateral DCFTA and SMEs support programmes (Moldova, Georgia, Ukraine)
- Bilateral technical cooperation facilities in the Neighbourhood East
- Horizontal assistance: SIGMA

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- Secoded European Standardization Experts in Third Countries
- Industrial and Regulatory Dialogues with Third Countries
- Market Access Database
- Export Helpdesk
- SME Trade Defence Helpdesk
- Technical Barriers to Trade – Enquiry Point
- EU-US Transatlantic IPR portal
- EU Business Fora in/with Africa
- Taxation and Customs

## 11. EUROPEAN INVESTMENT BANK (EIB)

ANNEX: Tentative breakdown of instrument according to (i) the direct or indirect nature of support and (ii) geographic focus

## 1. COSME (2014-2020, €2.3 billion, DG GROW)

- SME Internationalisation Portal
- Enterprise Europe Network
- IPR Helpdesks
- EU-Japan Centre for Industrial Cooperation
- Network of European Business Organisations in Third countries
- Cluster internationalisation
- Erasmus for Young Entrepreneurs programme to third countries
- Small Business Act (SBA)

COSME (Competitiveness of Enterprises and Small and Medium-sized Enterprises)'s aim is to strengthen the competitiveness and sustainability of the Union's enterprises, including by promoting the internationalisation. It largely continues the activities started under the previous programme, the Entrepreneurship and Innovation Programme (EIP,) and ensures continuity of initiatives and actions already undertaken under it, such as the Enterprise Europe Network and the IPR helpdesks.

[http://ec.europa.eu/growth/industry/international-aspects/index\\_en.htm](http://ec.europa.eu/growth/industry/international-aspects/index_en.htm)

### **SME Internationalisation Portal (2014, €0.4 million)**

The Portal gives information on hundreds of service providers (at regional, MS and EU levels) to support SME internationalisation activities. Furthermore it contains information about relevant programmes in 25 priority third country markets. In the coming months 10 third countries will be added on the portal and the list of service providers in the EU and in the existing target markets will be more comprehensive. The portal will be further developed, including new features (calendar, news, links to new sources of information useful for SME internationalisation, etc.) in 2015.

<https://webgate.ec.europa.eu/smeip/>

### **Enterprise Europe Network (EEN) (2015-2021, € 49 million/year for EU28 and COSME participating countries, no EU contribution for EEN Business Cooperation Centres)**

The Enterprise Europe Network helps European SMEs to make the most not only of the Internal Market but also of growth markets abroad. It is a true one-stop shop, helping them to develop their business in new markets, source or license new technologies, and get access to EU finance and EU funding. The Network has some 600 partners (SME support service providers) in more than 50 countries. A new Network has just started in January 2015. Network partners have been selected in the Member States and in the COSME participating countries, the call for third-country partners continues to be open.

The Network's services:

#### **Business co-operation**

- Services to develop trans-national (EU-wide) and international (beyond the EU) commercial co-operation between SMEs.

#### **Innovation and transfer of technology and knowledge**

- Helping SMEs become more innovative;
- Services for the trans-national and international transfer of technology, knowledge and research cooperation.

- Moreover, the Horizon 2020 programme makes provision for the Network as a provider of specific innovation services. With the view of facilitating the commercial exploitation of the innovation activities resulting from phase 1 or phase 2 of the SME Instrument, specific activities including support for further developing investment readiness, linking with private investors and customers through brokerage activities, assistance in applying for further EU risk finance, and a range of other innovation support activities and services will be offered via the Network.

### **Internationalisation beyond the EU**

- Help SMEs finding suitable business partners to expand their business and enter new markets.

### **Information**

- Information to EU-based SMEs relating to the functioning and opportunities of the internal market;
- Promotion of Community initiatives for SMEs.

### **Feedback**

- Providing feedback from EU-based SMEs to the Commission to ensure that future legislation responds to the companies' needs.

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

### **IPR Helpdesks for China, ASEAN and MERCOSUR (2016-2020, €7 million)**

The EU's IPR Helpdesks provide advice for SMEs on intellectual property rights. The helpdesks offer first-line expert advice on IPR matters, liaison with outside experts and preparation of general and customised training.

- The **China IPR SME Helpdesk** supports European Union (EU) small and medium sized enterprises (SMEs) to both protect and enforce their Intellectual Property Rights (IPR) in or relating to China, through the provision of free information and services. These take the form of jargon-free, first-line, confidential advice on intellectual property and related issues, plus training, materials and online resources. The Helpdesk's free services for European SMEs include Helpdesk Enquiry Service, training on China IPR protection and enforcement in Europe and China, tailored to the needs of SMEs, general IPR issues, including IP registration and establishing an IP protection strategy, practical business challenges such as choosing a Chinese business partner, attending a trade fair, licensing, helpdesk IPR Clinics. The multi-lingual online portal provides easy access for all EU SMEs to Helpdesk information and services, including Helpdesk guides, E-learning modules, event information, and live webinars.

<http://www.china-iprhelpdesk.eu>

- The **ASEAN IPR SME Helpdesk** project supports overall COSME objectives through the specific aims of its seven linked Work Packages. 1. Provision of dedicated Enquiry Helpline to provide personalised first line IP advice; 2. Development of state-of-the art IPR training materials and state of the art research; 3. Delivery of online and offline training events in South-East Asia and Europe; 4. Monitoring of IP policy and legislation in South-East Asia as well as facilitation of initial contact with local law enforcement agencies; 5. Supporting IP practices within EU-South-East Asia business partnerships; 6. Dissemination of project outputs and marketing activities for greater service uptake

including website and common front page and the establishment of an effective cooperation mechanism across all three Helpdesks; 7. Support of joint actions between regional helpdesks and European Helpdesk. A successful implementation of the ASEAN IPR SME Helpdesk ensures that all objectives will be reached through an integrated marketing and communications strategy, which maximises outreach to EU SMEs through intermediary organisations and directly via social media.

<http://www.asean-iprhelpdesk.eu>

- The **MERCOSUR IPR SME Helpdesk** facilitates the expansion of the European Small and Medium-Sized Enterprises (SMEs) which are interested in or already operating in the MERCOSUR region and Chile, through increased know-how of the usage and enforcement of the Intellectual Property (IP) rights system. Accessible services are free of charge, user-friendly, first-line personalised and confidential advice on IP and related issues, plus factsheets, training, and online resources.

<http://www.mercosur-iprhelpdesk.eu/>

#### **EU-Japan Centre for Industrial Cooperation (€ 2.6 million/year)**

The Centre 'objectives are to improve European competitiveness through the facilitation of access to the Japanese market for European enterprises and SMEs in particular. The Centre supports trade exchanges, investments and access to public procurements. It develops a better knowledge of the business environment in Japan through executive training programmes, studies, seminars, helpdesk and business information support and logistic support. The "Vulcanus in Japan" programme provides industrial placements for European engineering and science students in Japan.

<http://www.eu-japan.eu/>

#### **European Business Organisations (EBO) Network (€ 0.1 million / year)**

The EBO Worldwide Network is the sole network representing EU-wide business interests in Third Countries. Its main objectives are to promote the exchange of views between these associations and their host countries, to raise awareness on EU policy priorities and to improve the market access for European business in Third countries. Budget is only for facilitating meetings

<http://www.ebowwn.com/>

#### **Cluster internationalisation Programme for SMEs (2014-2020, €19 million)**

[http://ec.europa.eu/growth/smes/cluster/internationalisation/index\\_en.htm](http://ec.europa.eu/growth/smes/cluster/internationalisation/index_en.htm)

The "Cluster internationalisation Programme for SMEs" under COSME will contribute to establish and support "European Strategic Cluster Partnerships" (ESCP) to accelerate the development of more world-class clusters in all COSME participating countries by facilitating cluster internationalisation in a more strategic manner at EU level and to better support European SMEs in global competition. The programme includes:

- A **“Cluster Go International”** action aimed to support the establishment of a number of European Strategic Cluster Partnerships that will lead to international cluster cooperation in fields of strategic interest. This action will contribute to encourage European clusters to work concretely together to exploit synergies across borders and sectors and develop a joint internationalisation strategy with common goals towards specific third markets, especially in key new areas for EU industries. The support of such partnerships will offer a vehicle to help European SMEs involved in clusters contribute to the emergence of new

industrial value chains and take a leading position globally, notably in areas that also correspond to EU industrial priorities. (2014-2020, €15.5 million) and;

- An action supporting international cluster cooperation through the further development of the web-based **European Cluster Collaboration Platform**<sup>1</sup> mapping and profiling cluster organisations from and beyond Europe, the organisation of cluster matchmaking events with clusters in third countries and the promotion of policy dialogues on international cluster cooperation with strategic global partners with a view to facilitate the integration of European SMEs in global value chains. The Platform has now 950 clusters from Europe and 150 worldwide registered and profiled. (2014-2020, €3.5 million). <http://www.clustercollaboration.eu/>

### **Erasmus for Young Entrepreneurs programme to third countries (2014-2020, € 55.3 million)**

Erasmus for Young Entrepreneurs is a cross-border exchange programme aiming to facilitate the exchange of entrepreneurial and management experience between entrepreneurs from participating countries. The exchange is implemented by a stay (duration of 1-6 months) of the newly established or potential entrepreneur with a well-experienced entrepreneur running an SME in another country. The exchange helps the new entrepreneur (NE) acquire the skills needed to run a small firm. The host entrepreneur (HE) benefits from fresh perspectives on his/her business and gets the opportunities to cooperate with foreign partners or explore new markets. The programme in the past has been running under the Competitiveness and Innovation Programme (CIP). As from January 2014 it is implemented under the Competitiveness and SME Programme (COSME) for 2014-2020. Currently, Erasmus for Young Entrepreneurs operates across the **31 COSME countries** (26 EU Member States including Outermost Regions of EU and OCTs plus 5 CIP participating countries (Albania, Iceland, Montenegro, Serbia, Turkey). Under COSME, eligible applicants must be established in EU Member States or in third countries as defined under Article 6 of the COSME Regulation[1]. Under 2016 call (COSME), the following 7 countries should be eligible: Albania, Armenia, FYROM, Iceland, Montenegro, Moldova and Turkey. Discussions are on-

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<sup>1</sup> See at: [www.clustercollaboration.eu](http://www.clustercollaboration.eu)

[1] The following groups of countries are eligible for participation in COSME:

- a. European Free Trade Association (EFTA) countries which are members of the European Economic Area (EEA), in accordance with the conditions laid down in the EEA Agreement, and other European countries when agreements and procedures so allow;
- b. Acceding countries, candidate countries and potential candidates in accordance with the general principles and general terms and conditions for the participation of those countries in the Union's programmes established in the respective Framework Agreements and Association Council Decisions, or similar arrangements;
- c. Countries falling within the scope of the European neighbourhood policies, when agreements and procedures so allow and in accordance with the general principles and general terms and conditions for the participation of those countries in the Union's programmes established in the respective Framework Agreements, Protocols to Association Agreements and Association Council Decisions.

going with Ukraine and Bosnia and Herzegovina for a possible entry still in 2016.  
<http://www.erasmus-entrepreneurs.eu/index.php>

### **Small Business Act**

The European Small Business Act, a set of policy guidelines and recommendations to enable Member States to improve various aspects of the business environment for SME's, has, although initially intended as an internal EU policy co-ordination instrument, become an important co-operation tool in the EU's relations with the "near abroad". In co-operation with the OECD and a number of specialised agencies (European Training Foundation, EBRD, EIB) a concise measurement and benchmarking instrument has been developed, to assess and compare the relative strengths and weaknesses of each country in different fields of the Small Business Act. The ten policy dimensions of this SBA have been unpacked and disaggregated into a much larger number of indicators, allowing countries to score five different levels, depending on policy achievements according to these indicators. This process is an inclusive and participatory process, in which countries can also provide self-assessments and organise meetings of policy stakeholders to debate the policies and the assessments. The process is a regular one, repeated usually every two years, to assess progress made over time. It has first been introduced in the Western Balkans in 2004 ( a process to which Turkey joined), then in the Mediterranean partner countries and subsequently in the Eastern European partner countries, implying that already more than 20 non-EU countries use the SBA to develop their SME policies. The findings of the regular reports are also often used to identify and implement reforms in specific areas where the EU (and other donors) could provide financial and technical assistance. For instance, Governments and business leaders in Mediterranean neighbour countries (MED countries) receive training to implement the SBA within the framework of an EU supported regional programme entitled "Support to the improvement of the business environment in Southern Mediterranean (€3 Million, Jan 2014 - Dec 2016).  
<http://www.ebesm.eu>  
[http://ec.europa.eu/enterprise/policies/sme/small-business-act/index\\_fr.htm](http://ec.europa.eu/enterprise/policies/sme/small-business-act/index_fr.htm)

### **Financial Instruments**

#### **The Equity Facility for Growth (EFG)**

Through COSME EFG, the European Investment Fund invests in selected venture capital and private equity funds – acting as financial intermediaries – that provide funding to SMEs predominantly in their expansion and growth stages. COSME EFG also invests in funds helping portfolio companies to expand and to internationalise. The EFG is a successor to the High Growth and Innovative SME Facility (“GIF2”), under the Competitiveness and Innovation Framework Programme (CIP) implemented in 2007-2013. SMEs interested in these sources of finance can contact one of the intermediaries available under COSME and other EU programmes at the following website:  
[www.access2finance.eu](http://www.access2finance.eu).

#### **The Loan Guarantee Facility (LGF)**

Through COSME LGF, the European Investment Fund offers guarantees and counter guarantees to selected financial intermediaries (e.g. guarantee institutions, banks, leasing companies) to help them to provide loans and leases to SMEs which they would otherwise not support. By sharing the risk, the COSME guarantees allow the financial intermediaries to widen the range of SMEs and the type of transactions that they can finance. Via the LGF, the EIF also offers guarantees for the securitisation of SME debt finance portfolios with the aim

of enabling financial intermediaries to generate new SME debt finance portfolios. LGF is a successor to the SME Guarantee Facility (SMEG), successfully implemented under the Competitiveness and Innovation Framework Programme (CIP) in the 2007-2013 programming period. SMEs interested in these sources of finance can contact one of the intermediaries available under COSME and other EU programmes at the following website: [www.access2finance.eu](http://www.access2finance.eu).

## 2. **ICI (2007-2013, €172 million, FPI)**

- **European Business and Regulatory Cooperation with Taiwan**
- **EU Business and Information Programme with Hong Kong/Macau**
- **EU-GCC Trade and Business Cooperation Facility**

The Industrialised Countries Instrument (ICI) has been the main vehicle for cooperation with 17 industrialised and other high-income countries and territories in North America, Asia-Pacific and in the Gulf region.) under the financing period 2007-2013 FPI that is responsible for this instrument, manages the following two programmes:

**European Business and Regulatory Cooperation (EBRC) with Taiwan**, Service contract (600,000 EUR)

<http://www.ebrc.com.tw/>

The first objective is to enhance the regulatory environment for trade and investment in Taiwan and to promote European solutions and disseminate best practices for regulatory issues. This would be served by organising seminars, workshops, study tours and other activities that promote closer cooperation between the EU and the Republic of China on specific topics such as standardisation, certification, sectorial regulatory issues (e.g. electric products, health industry etc), intellectual property rights (IPR), public procurement, food safety, financial services regulations, telecommunication, green solutions and other service sectors, etc.

The second objective is to enhance the visibility of the EU in Taiwan by organising business and economy related events to promote European excellence in specific sectors such as low carbon economy and technology /ICT where there are higher potentials for developing closer industrial cooperation between the EU and Taiwan. *This project will be operational until the end of 2017.*

**EU Business and Information Programme with Hong Kong/Macau (400,000 EUR)**

The general objective of the Business Information Programme is to strengthen economic partnership and business cooperation with Hong Kong and Macao and ensure a stronger and coordinated representation of European business and its interests in Hong Kong and Macao.

A first specific objective is to ensure the continuation and servicing of existing Councils and disseminate timely and accurate information about relevant regulatory developments at European Union level. The project will as well facilitate the establishment of one additional Business Council for a sector relevant for EU business.

A second objective is to promote the visibility and projection of the EU image in Hong Kong and/or Macao by organising business and economy related events. In the framework of the project, two outreach activities will be organised, one of which one will be in cooperation with the European Chamber of Commerce in Shenzhen and/or in Guangzhou. This event will target EU companies entering the mainland Chinese market via Hong Kong and Macao. *This project will be operational until mid-2017.*

### **EU-GCC Trade and Business Cooperation Facility, (€ 2,4 million)**

The overall objective of this facility is to strengthen EU-GCC (Gulf Cooperation Council) sustainable trade, investment and business cooperation through mutual understanding and dialogue. The project purpose is to increase trade and investment opportunities through creating stronger business to business links and policy dialogues between the EU and GCC countries. Three components will achieve the project purpose (i) Policy Support, (ii) Trainings and (iii) Events and Communication.

<http://eu-gcc.org/>

### **3. ICI+ (EU budgets 2012-2013) and Preparatory Actions China/Asia Middle Income Countries (EU budgets 2007-2010), DG DEVCO**

- **SME Centre in China**
- **European Association for Business and Commerce (EABC) in Thailand**
- **European Chamber of Commerce in Myanmar**
- **EuroCham Malaysia**
- **EuroCham Philippines**
- **EuroCham Laos**
- **EuroCham Cambodia**
- **EuroCham Indonesia +**
- **European Indonesian Business Network (EIBN) Indonesia**
- **European Vietnamese Business Network (EVBN) Vietnam**
- **Coordination Platform for Asia, covering all actions mentioned above**
- **European and Latin American Business Services and Innovation Network**

Preparatory Actions were adopted by the EU budgetary authority as a pilot instrument or the geographically targeted pursuit of EU political, economic, commercial, academic and research interests and priorities. Those led to the amendment of the legal basis for the Instrument for cooperation with industrialised countries that extended its eligibility to non-ACP developing countries (ICI+). It aims to strengthen the EU relationships with strategic developing country partners in the pursuit of EU own and global interests.

#### **EU support for European business in emerging Asian markets**

To significantly strengthen the local capacity of European business to conduct advocacy, with one single voice, on market access related issues and more broadly the local business environment and to assist all EU companies to establish and develop a business (trade, commercial presence, investment) presence in a given third country market through a "first entry support" service, including website-based access to professional first-entry information, combined with active promotion, visibility and outreach in the EU. Implementation to be guided by 3 firm principles: complementarity with EU MS existing support measures for national business internationalisation, European value added, financial sustainability.

All measures below are implemented through grant contracts, with co-funding by the beneficiary consortium.

*EU co-funding for "new structures":*

- **SME Centre in China** (2010-2019, 2-phase funding totalling €11 million) Consortium of mainly China-based pan- and bilateral European business support structures (led by the British Chinese Business Association)  
[www.eusmecentre.org.cn](http://www.eusmecentre.org.cn)
- **European Association for Business and Commerce (EABC) in Thailand** (2010-2016, €2 million) consortium of mainly locally based bilateral MS chambers of commerce (led by the German-Thai chamber). Designed to be the equivalent of a local European Chamber of Commerce.  
<http://www.eabc-thailand.eu/>
- **European Chamber of Commerce in Myanmar** (2014-2019, €2.7 million) consortium under the lead of the French-Burmese bilateral chamber of commerce, with EU-based EuroChambres as partner.

*EU co-funding for existing locally-based pan-European EuroChams, and for other locally-based business support structures* to significantly strengthen the business support service already provided, namely "single voice of European business/advocacy", and to develop new business support services with pan-European scope, in particular "first entry support for European SMEs", combined with pro-active dissemination and outreach activities directed at EU-based SMEs

- **EuroCham Malaysia** (2013-2017, €2.7 million) one single grant contract for all pan-European services  
<http://www.eumcci.com/>
- **EuroCham Philippines** (2013-2017, €3.5 million) one single grant contract for all pan-European services  
<http://www.eccp.com/>
- **EuroCham Laos** (2014-2019, €2 million) one single grant contract for all pan-European services  
<http://eccil.org/>
- **EuroCham Cambodia** (2014-2019, €2.5 million) one single grant contract for all pan-European services  
<http://www.eurocham-cambodia.org/>
- **EuroCham Indonesia** (2013-2017, € 2 million) for "single voice of European business/advocacy" service only.  
<http://www.eurocham.or.id/>  
*(Exceptional situation of two distinct grant contracts reflecting the local MoU-based split of competences between the EuroCham (in charge of advocacy only) and the local bilateral Chambers of commerce of EU member states (EIBN) – see below)*

Other locally based business support structures:

- **European Indonesian Business Network (EIBN) Indonesia** (2013-2017, €2.6 million) grant contract with a locally-based consortium of EU MS bilateral chambers, to strengthen the local capacity of "first entry support and outreach" consortium led by the German-Indonesian Chamber

<http://www.eibn.org/>

- **European Vietnamese Business Network (EVBN) Vietnam** (2013-2017, €4.1 million) consortium led by the French-Vietnamese Chamber of Commerce) with the local bilateral Italian chamber of commerce, and 3 EU-based chambers. EuroCham Vietnam decided in February 2015 to cooperate with the consortium with a view to closely cooperate in the advocacy component which is its initial mission.  
<http://evbn.org/>

#### ***Coordination Platform for Asia, covering all actions mentioned above***

This Platform (€ 1.3 million, 2015-2017) will focus on creating a virtual bridge between those measures, in Asia, and the national and pan-European business support organisations, chambers of commerce and business associations based in the EU, and on nurturing the collaboration and coordination among those above measures in the areas of (i) outreach to EU-based companies, and (ii) coordinated advocacy activities at e.g. EU-ASEAN and EU levels. It will promote coordination and synergy between participants to enhance efficiency and effectiveness. EU MS or pan-European business support organisations, chambers of commerce and associations may join the Platform as partners.

#### **The European and Latin American Business Services and Innovation Network (ELAN)**

(2015-2017, €5.5 million for the Business Services and €5.5 million for the Innovation Network) - Component 1- "How-to-do business Information Services"

The purpose of this contract (ELAN – Component 1) is to provide up-to-date and comprehensive information on how-to-do business (including information regarding goods, services, regulatory and standards issues, Sanitary and Phytosanitary Standards, Intellectual Property Rights - as collected and elaborated by the IPR Help desk -, procurement, investment rules and investment incentives, legal issues, administrative procedures related to business activities, social laws, taxes, regulatory environment and standards, specific market information, collection of market studies, business opportunities, financing mechanisms, all kind of issues relevant for doing business, data about relevant local business events such as fairs, events, etc) in specific Latin American countries for European SMEs interested in entering and growing in these markets. This information platform should facilitate market access, highlight opportunities and serve as a basis for advocating in favour of general European business interests. The platform should connect to existing European and Latin American business support organisations and networks, located in the countries or in the EU (business associations and chambers, trade promotion agencies, European Enterprise Network, other Member States business service structures, etc.) and should be accessible for EU SMEs. This should contribute to improving the operations of European SMEs in Latin America. In addition, it will identify concrete sectors of strategic interests for European economic activities and highlight business opportunities and potential risks (failure to enforce intellectual property rights, red tape, etc.) on a country and region level, i.e. breaking it down to specific clusters, countries or economic areas. An updated and comprehensive website will ensure the visibility and transparency of this information platform and facilitate coordination with all stakeholders. Countries covered are at least Argentina, Brazil, Chile, Colombia, Mexico, Peru and Costa Rica (as regional hub for Central America). This contract should be implemented in close coordination with the Component 2 of ELAN which will establish an institutional network of European and Latin American research and innovation centres.

#### 4. PARTNERSHIP INSTRUMENT (PI) (2014-2020, €954 million, FPI)

[http://ec.europa.eu/dgs/fpi/what-we-do/partnership\\_instrument\\_en.htm](http://ec.europa.eu/dgs/fpi/what-we-do/partnership_instrument_en.htm)

- **Clean energy cooperation with India**
- **EU Gateway/Business Avenues in South East Asia**
- **Green Gateway to Korea**
- **EU Gateway to China**
- **Low carbon business action in Brazil and Mexico**
- **Market access and trade & investment agreement negotiation & implementation facility**
- **Public Procurement Initiative**
- **Technical Assistance and Information Exchange (TAIEX)**
- **EU-China Aviation project**
- **International urban cooperation**
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- **Feasibility study for an EU-Canada mineral investment facility**
- **Support to CETA implementation & EU Chambers' coordination**

The PI is a new foreign policy instrument whose objective is to promote thorough cooperation the EU interests and reinforce the EU as a political player on the world scene. The PI intends to support EU's efforts towards enhanced engagement with EU Strategic partners and emerging economies, inter alia by promoting adherence to global standards through regulatory co-operation, by helping to strengthen EU Market Access Teams on the ground, by fostering policy dialogue and technical assistance on issues such as Intellectual Property Rights, by promoting business co-operation, innovation and knowledge management, as well as by underpinning co-operation with international institutions.

The **PI 2014 Annual Action Plan** includes a number of actions of direct and indirect interest to European businesses willing to internationalise their activities such as the:

- **Clean energy cooperation with India (€5 million)**

The project aims to enhance India's capacity to deploy low carbon energy production and improve energy efficiency, thus contributing to the mitigation of global climate change. Project activities will support India's efforts to secure the supply of energy and contribute to global energy security. Finally, the project will create opportunities for European businesses in the energy technologies sector (renewables, energy efficiency, electrical network equipment).

- **EU Gateway/Business Avenues in South East Asia (€25 million)**

Building on the EU Gateway programme model, this project will promote trade and business cooperation with South East Asia and create valuable business links for European SMEs with emerging markets in the region. It will aim to strengthen the presence of EU companies in key markets in South East Asia, thus contributing to economic and job growth in the EU. By establishing direct business contacts with ASEAN

companies in priority sectors (energy, environment, health technology), the project will also accompany the implementation of the FTA with Singapore and facilitate the attainment of EU objectives at regulatory dialogue level and further on-going FTA negotiations with Malaysia, Thailand and Vietnam. The project will use Singapore as hub, reach out to markets in Malaysia, Vietnam, Indonesia and Thailand – (possibly extending to other ASEAN countries). The objective is to recruit up to 200 European companies per year and organise 3 to 4 business missions per year into dual markets. At business level, the project targets a growth in the number of direct business cooperation deals and negotiations for partnership between the EU and South East Asian companies. Additionally, activities are intended to foster strengthened business-to-business links and enhanced networking between EU and South East Asian companies, resulting in the realisation of new trade and investment opportunities. Priority sectors are energy, environment, and health technology.

[www.businessavenues.eu](http://www.businessavenues.eu) [www.eu-gateway.eu](http://www.eu-gateway.eu)

- **Green Gateway to Korea (€20 million)**

The EU Green Gateway Programme for Korea aims to strengthen the presence of EU companies in Korea, through an increase and diversification of export or investments supporting green growth. It will also complement the efforts made at regulatory dialogue level and FTA implementation to remove regulatory obstacles to trade.

It specifically focuses on a) Facilitating trade and business cooperation with Korea; b) Assisting EU companies, in particular SMEs, to create business links in Korea in clean technologies, products and services; c) Assisting EU companies in gaining a better understanding of the local business culture, market rules and practices. The target is to recruit up to 200 European companies per year and organise 4 business missions per year (i.e. 20 over 5 years). Among the expected results is the increase of the number of direct business cooperation deals and partnership negotiations between European and Korean SMEs.

- **EU Gateway to China (pilot €5 million)**

Gateway to China is a pilot project. Through it, business missions for EU companies (mainly SMEs) to China will be organised (expected 4 business missions for around 200 companies). The project will provide coaching and targeted information to selected companies, thereby complementing other instruments currently used to address market access barriers (regulatory dialogue, trade promotion and business centres). The proposed project would facilitate EU companies (especially SMEs) without the leverage to successfully penetrate the Chinese market on their own and, to expand their activities. It will also help create employment opportunities for European citizens. As a pilot, this action will test the effectiveness of the Gateway methodology in addressing market access barriers in China.

- **Low carbon business action in Brazil (€ 3 million) and Mexico (€1.5 million)**

These two projects aim at facilitating the adoption of low emission technology by existing industry. They will help enable and support industries to adopt low emission technology, which mainly implies the transformation of industrial energy systems towards greater sustainability through energy efficiency and expanded renewable energy sources.

The two projects will foster the creation of low emission technology industries. They will help establish and expand emerging industries that can deliver low emission technologies and solutions. This includes technology itself as well as the provision of environmental and energy consulting and services, e.g. for monitoring, measuring and analysis services.

Last but not least, both projects will promote the internationalisation of EU SMEs. In fact, they will facilitate industrial cooperation between low emission solution providers from the EU and industrial partners, resulting in long-term cooperation between clusters and their member SMEs, research centres, science parks and incubation centres, etc. in the field of low emission technologies and related services.

- **Market access and trade & investment agreement negotiation & implementation facility (€2 million)**

The objective of this facility is to provide assistance in the field of trade: legal analysis and advice, expertise to support Delegations coordinating Market Access Teams, translations, statistics and collection of data and analysis, expert seminars, workshops, technical assistance to support partner countries implement necessary reforms, monitoring of trade agreements. The project will promote a secure environment for investment and business, including protection of intellectual property rights, tackling market access barriers, reinforced regulatory cooperation, and promotion of opportunities for Europe's goods and services, especially in areas where Europe has a competitive advantage, and international standards. Support for the negotiation, implementation and enforcement of EU trade and investment agreements

Priority: i) strategic partner countries, ii) countries with which the EU has signed or is negotiating trade and investment agreements, iii) countries with EU Market Access Teams (Algeria, Argentina, Australia, Brazil, Canada, Chile, China, Hong Kong and Macao, Colombia, Egypt, India, Indonesia, Israel, Japan, Kazakhstan, Malaysia, Mexico, Morocco, New Zealand, Nigeria, Norway and Iceland, Peru, Philippines, Russia, Singapore, South Africa, South Korea, Switzerland, Taiwan, Tunisia, Turkey, Ukraine, US, Vietnam). Higher take-up of concluded trade and investment agreements by European businesses. Proper enforcement of WTO rules and agreements by partner countries

- **Public Procurement Initiative (€4.5 million)**

This initiative aims to improve the availability, coverage and quality of data on public procurement (including on cross-border access to public markets). In the framework of the project, an appropriate methodological approach for assessing public procurement markets will be defined. At a second stage, the project will also look into the identification of policy instruments and practices that restrain market access in third country public procurement markets. The ultimate goal will be to provide the analytical tools to assess – in the context of trade negotiations on procurement – (i) the size of procurement markets; (ii) the positive effects of improved market access and (iii) the degree of contestability of a procurement market for European companies. The project will establish a methodology for assessing the public procurement markets in third countries and gather data in three pilot countries (Brazil, India and Thailand) where the methodology will be tested. These data will serve as inputs for the negotiations of trade and investment agreements

- **Technical Assistance and Information Exchange (TAIEX) (€1 million)**

The objective is the implementation of EU bilateral cooperation agreements or similar policy agreements, with a focus on regulatory convergence in partners countries, to share with them experience, know-how and information on EU policies and legislation in the widest sense and to support the implementation of mutually agreed commitments. Activities include seminars, workshops, conferences, expert missions and study visits. Expected results are the sharing of EU best practices and know-how with partner countries through the provision of short term technical assistance delivered by experts from

Member States public administrations. TAIEX was set up in 1996 to assist candidate countries to integrate the EU acquis. Its mission was later broadened to the European Neighbourhood countries. Given its successful implementation in these countries in the past, DG NEAR and FPI decided to enlarge further the scope of TAIEX by extending to PI countries.

- **EU-China Aviation project (€10 million)**

This project aims to support European aviation industry in China by facilitating access to the biggest aviation growth market and by contributing to a continued high level of aviation safety. Areas of intervention will include regulatory and technical cooperation with a focus on aviation safety, notably in the area airworthiness and monitoring of civil aeronautical products as highlighted in the Letter of Intent between DG MOVE and the CAAC (Civil Aviation Authority of China), support closer aviation ties and policy dialogue at official level and improve EU visibility and industry promotion. Other DGs will be involved to ensure that EU industrial policy, environment and market access related aspects are taken into account during relevant exchanges.

The **PI Annual Action Plan 2015** has been adopted by the Commission on 22 June 2015 includes a number of actions of direct and indirect interest to European businesses willing to internationalise their activities such as:

- **International urban cooperation (€20.2 million)**

The programme will develop and lead international urban cooperation with key partner countries in Asia and the Americas. The general objective is to develop and lead international urban diplomacy and cooperation through actions on sustainable urban development, climate change through a focus on sustainable energy and innovation in key partner countries in line with the external dimension of "Europe 2020" and the climate change policy.

This cooperation will be achieved through developing city-to-city cooperation on sustainable urban development (component 1), a Covenant of Mayors initiative to key climate change actors (component 2) and region-to region cooperation on innovation (component 3). The cooperation will increase the reach of EU policies and actions in the relevant areas as well as multiply urban diplomacy.

The programme will be embedded in the EU's political dialogue with partner countries and includes an important element of EU economic growth through promotion of business opportunities.

- **Resources efficiency initiative in India (€2.5 million)**

The action will contribute to the promotion of EU standards and business best-practices in fostering an efficient and sustainable use of natural resources in India. It will facilitate the involvement of European stakeholders active in the resource efficiency sector (including designers, producers, recycling industries, farmers, sustainability experts, local and national authorities, NGOs and other stakeholders), thus helping boost jobs and growth in the EU through the export of green economy solutions to India. The work packages are: Resource Efficiency Partnership India, Mobility, Buildings, Renewable Energy, Resource Recovery from Waste, Resource Efficiency in Food production, and Outreach for Resource Efficiency.

- **Green Gateway to Japan (€10 million)**

The EU's Green Gateway to Japan Programme (Green Gateway) aims to provide assistance to European SMEs' willing to access the Japanese market. The proposed new phase will include two new features vis-à-vis earlier editions of the Gateway Programme, namely (a) The promotion of European green technologies and (b) The search for business opportunities in Japan's public procurement markets in collaboration with the EU-Japan Centre for Industrial Cooperation (CIC).

Green Gateway will consist of market scoping missions to Japan for carefully selected 520 EU companies that trade and invest in green technologies in the following industries: (i) construction, (ii) energy, (iii) environment, (iv) medical devices and (v) railway components & parts. The market scoping missions will serve to introduce companies to Japan by providing a first contact with the market, including the public procurement market.

- **EU-South East Asia civil aviation project (€7.5 million)**

The overall objective of the project is to contribute to the development of European aviation interests in South Asia in order to provide a more compatible and open market for the European aviation industry. This should be done by promoting European aviation policies, standards and technology which will also foster a higher level of aviation safety and environmental standards in the region.

- **Feasibility study for an EU-Canada mineral investment facility (€1.0 million)**

The general objective of this action is to support the Raw Materials Initiative objective of guaranteeing access to a secure and sustainable supply of Raw Materials for the EU industry. The feasibility study, together with associated events and stakeholder dialogue, should analyse and conclude as to whether this goal could be achieved through the establishment of a mineral investment facility between the EU and Canada (EU-Canada MIF), and make proposal on the best design of a MIF, if applicable. The establishment of such a facility would have as main objectives to (1) promote mining investment in Europe from responsible and reliable sources, (2) foster cooperation with Canada on promoting the positive impacts of mining (economic, environmental and social), including exchange of best practices in raw materials policy and social acceptance and (3) support, through specific strategies, actions and diplomatic channels, the European mining companies in the field of exploration and development of mining projects in Canada; (4) encourage business links between Canadian and European mining companies and suppliers of mining services and technology.

- **Support to CETA implementation & EU Chambers' coordination (€1.0 million)**

Negotiations of the EU-Canada Comprehensive Economic and Trade Agreement (CETA) were finalised in August 2014, opening the process towards formal conclusion and entering-into-force/provisional application as of 2017. The objective of the project is to enable EU companies in Canada to take full advantage of CETA. The project shall improve synergies and best practice sharing at the European, national and regional business association level and strengthen European advocacy of EU business community related activities. Once the project implementation has started, the European Chamber is meant to develop into an information hub; on the one side distributing relevant information on market access and trade issues in Canada, as well as on CETA, via a specific website and a newsletter. On the other hand, with the help of the experts, useful information and data via regular surveys and reports shall be collected. With these actions, the reinforced European Chamber and the market studies under this project will support

the EU, individual chambers and EU businesses in addressing market access obstacles, as well as in implementing and drawing full benefit from CETA.

## **5. EUROPEAN NEIGHBOURHOOD INSTRUMENT (ENI) (2014-2020, €15.4 billion, DG NEAR)**

### **Neighbourhood South:**

- **Euromed Invest (EU Support to business and investment partnerships in Southern Mediterranean**
- **Support to the improvement of the business environment in Southern Mediterranean Support to the development of culture and creative industries and clusters in Southern Mediterranean**
- **Euro-Mediterranean Trade and Investment Facilitation Mechanism**
- **Support to trade development in the Southern Mediterranean**
- **Support to the preparation of Agreements on Conformity Assessment and Acceptance of industrial products**
- **Support to the Euro-Mediterranean dialogue on the future of the textiles and clothing sector**
  
- **Neighbourhood East (Eastern Partnership):**
  - **SME Flagship including:**
    - **Support to SMEs Competitiveness**
    - **STAREP**
    - **East Invest**
    - **Small Business Support**
    - **SME Finance Facility**
    - **DCFTA Facility**
  - **Bilateral DCFTA and SMEs support programmes in Moldova, Georgia, Ukraine**
  - **Bilateral technical cooperation facilities**
  - **Horizontal assistance: SIGMA**

ENI replaces the European neighbourhood and Partnership Instrument (ENPI). It promotes enhanced political cooperation and economic integration between the Union and neighbour countries. ENI is mainly supporting SMEs that are operational in the Neighbourhood region.

<http://www.enpi-info.eu/ENI>

ENI includes a number of actions to promote Internationalisation:

- Concerning the **South Mediterranean area**, the following regional programmes in support to **private sector development** in the region are of particular interest to European enterprises:

### **EUROMED INVEST (EU Support to business and investment partnerships in Southern Mediterranean (€5 Million, Jan 2014 - Dec 2016)**

<http://www.euromedinvest.eu>

The objective of the action is to strengthen Euro-Med business and investment networks. It offers, inter alia, an online business matchmaking platform, a market intelligence portal, business roadshows, entrepreneurs mentoring and training sessions, business networks in key sectors such as agri-food, water and renewable energy, tourism, transport and logistics, cultural and creative industries. Its implementation is coordinated by ANIMA

Investment Network, a multi-country cooperation platform for economic development in the Mediterranean;

**Support to the development of culture and creative industries and clusters in Southern Mediterranean (€5.6 Million, Jan 2014 -June 2017)**

<http://www.cci-clusters.com>

The objective of this action is to foster entrepreneurial co-operation in the culture and creative Industries. The action will provide financial and technical support to pilot cluster projects in these sectors.

**Euro-Mediterranean Trade and Investment Facilitation Mechanism (€2 million, 2014 – 2016)**

<http://www.intracen.org/euomed/>

This joint initiative between the European Union (EU) and the International Trade Centre (ITC) will provide an online portal of information – the EuroMed Trade Helpdesk –, covering Algeria, Egypt, Jordan, Israel, Lebanon, Morocco, Palestine, Tunisia and Turkey. The EuroMed Trade Helpdesk, will be modelled on the EU Export Helpdesk and will contain information on: trade statistics; applied customs tariffs and preferential arrangements, rules and certificates of origin, VAT and excise taxes; general requirements and product specific market requirements (such as sanitary and phytosanitary regulations, labelling regulations etc.); business contacts (e.g. relevant institutions, chambers of commerce etc.) as well as news and events.

In addition, a problem solving network of national institutions, will be responsible for responding to enquiries posted to the online portal, so as to facilitate trade and investment.

**Support to trade development in the Southern Mediterranean (€4 million, 2013-2016)**

<http://www.agadiragreement.org>

This action will help to develop trade and business in the region through the implementation of the Agadir Agreement that was signed by Egypt, Jordan, Morocco and Tunisia in 2004 to remove barriers to trade and investment with the EU and between the countries themselves.

**Support to the preparation of Agreements on Conformity Assessment and Acceptance of industrial products (ACAAs)**

Through its TAIEX and Twinning instruments, the European Commission provides short- and long-term technical assistance to MED countries to prepare ACAAs. These Agreements aim at facilitating trade of manufactured goods with MED countries in selected sectors. Once a MED country has aligned its regulations, standards and quality system with those of the EU for a chosen sector, an ACAA can be signed, and double testing is no longer required when goods in the given sector are exported to the partner's market.

**Support to the Euro-Mediterranean dialogue on the future of the textiles and clothing sector**

Through its TAIEX instrument, the European Commission supports the exchange of views and good practice between EU and MED businesses and stakeholders operating in this sector with a view to joining forces and being more competitive in the global economy.

- **Neighbourhood East – Eastern Partnership (EaP)**

There are several **bilateral and regional programmes** in support of SMEs in the Neighbourhood East region. We also have bilateral and regional programmes helping those countries (Ukraine, Moldova, and Georgia) that signed new Association Agreements (AAs) including Deep and Comprehensive Free Trade Areas (DCFTAs) with the EU adapt to the challenges and opportunities of these new trade agreements.

**At the regional level**, the SME Flagship is a wide-ranging regional initiative of the EU launched in 2009, which aims to provide support to SMEs in the Eastern partner countries to tackle the common challenges hampering their growth: limited access to finance, difficulty to conquer new markets, lack of business skills and a difficult business climate. As of 2015, the SME Flagship consists of a portfolio of active projects addressing these challenges, of more than EUR 100 million, out of which EUR 75 million are provided through European Financial Institutions (EFIs) – leveraging about ten times more investment for SMEs in the region.

The **SME Flagship Initiative** offers support at three levels, namely at policy level (OECD projects, STAREP), Business Support Organisations (East Invest) and directly to SMEs (Finance Facilities and Business Advisory Services):

#### **East Invest**

[www.east-invest.eu](http://www.east-invest.eu)

East Invest is a European Commission initiative, managed by EUROCHAMBRES. It has successfully created a network of EU and EaP BSOs and helps SMEs in the EaP to access the EU market and to attract financing (more than 80 representatives of business associations and 200 companies were already trained as part of this programme). The first phase of the project started end of 2010 with an EU contribution of EUR 7 million. A second phase of the project started in July 2015 and will run up until June 2019 with EU support of EUR 6.5 million. The second phase is implemented in partnership with the European Association of Craft, Small and Medium-sized Enterprises (UEAPME)

#### **Improve SME Policy Development and Financial report**

[www.oecd.org/daf/psd/eurasia](http://www.oecd.org/daf/psd/eurasia)

The EU in cooperation with the OECD and other partner organisations evaluates SME policy-making in partner countries through the SBA (Small Business Act for Europe) Assessment. The assessment monitors the progress in the implementation of the ten principles of the SBA and measures convergence towards EU practices and standards. The SBA principles are designed to create a level-playing field for SMEs and to foster entrepreneurship and competitiveness. The SBA Assessment provides policymakers with a detailed overview of SME policy performance and gives direction on how to make improvements within each policy area. Additionally, the EU and the OECD jointly assist EaP countries with the implementation of policy reforms based on concrete recommendations resulting from the Small Business Act assessment. Through the SBA Assessment the responsiveness of governments to SMEs' needs and requests is increased and public private dialogue at national level improved. This in turn strengthens policy dialogue and peer review at regional level with regard to SME competitiveness in the EaP region and increases cooperation between SME stakeholders from the region and facilitates exchange of best practices. The total budget of both projects is EUR 3.1 million.

<http://go.worldbank.org/EK4H164GR0>

The EU is contributing with EUR 1 million to the **STAREP** (Strengthening Accounting and Reporting in the Eastern partner region) programme which is implemented by the World Bank Centre for Financial Reporting Reform. It aims to build stakeholder awareness of, and commitment to, corporate financial reforms, provides EaP officials with technical advice on Corporate Financial Reporting (CFR) reforms and implementation. Additionally, it, improves the capacity of CFR institutions to fulfil their mandate effectively and provides business support services required by SMEs and supports access for SME borrowers to finance through modernised accounting and financial reporting.

### Financial Instruments in support to SMEs

At SME level, the EU supports SME access to finance and access to markets through a wide range of programmes involving European Financial Institutions. In 2015 this included a portfolio of approximately EUR 75 million of ongoing projects leveraging about 10 times more investments by SMEs. An example of such facility is the SME Finance Facility (EUR 15 million) which is implemented by the European Bank for Reconstruction and Development (EBRD), the European Investment Bank (EIB), and the German development bank (KfW) under the umbrella of the Neighbourhood Investment Facility. Another example are business development services to SMEs which are provided through the EBRD's Small Business Support programme (EUR 8 million). Green economy is also included within this portfolio through the Green for Growth Fund (GGF) where the Commission is represented by the EIB and that allows investment into energy efficiency and renewable energy projects in the region. Similarly the EU is supporting a number of facilities that are part of the EBRD Sustainable Energy Financing Facility such as the Caucasus Sustainable Energy Finance Facility (CEEP), (EUR 5.3 million), which is implemented through local partner banks to help companies and private households finance sustainable energy investments. Finally the Women in Business programme (EUR 4.8 million) will be launched by the end of 2015 to promote women entrepreneurship. Implemented by the EBRD, it will secure loans and tailored technical assistance to local banks and to small businesses run by women.

### DCFTA Facility

[http://europa.eu/rapid/press-release\\_MEMO-15-5013\\_en.htm](http://europa.eu/rapid/press-release_MEMO-15-5013_en.htm)

The DCFTA Facility for SMEs has been established for the three countries which have signed an AA/DCFTA with the EU. The DCFTA Facility has the purpose to support SMEs in order for them to be able to:

- o Finance necessary investments to comply with the provisions of the DCFTA;
- o Seize trade opportunities with the EU and within the region which have been opened up due to the DCFTA;
- o Benefit from the inflow of foreign direct investment.

The DCFTA Facility consists of a set of programmes to be implemented by EIB and EBRD. SMEs will benefit from the EU grants by accessing four types of support: risk sharing mechanisms, currency hedging, investment incentives and technical assistance. The grant element from the EU will be blended with EFIs loan to maximise the impact of the DCFTA. The DCFTA Facility aims at mobilising EUR 200 million of EU grant, to leverage 10 times

more funds from EFIs. DCFTA Direct Facility is already up and running and provides both technical assistance to SMEs and direct lending. The EU already contributes to the DCFTA Facility with a grant of EUR10 million to a EUR69 million programme implemented by the EBRD. It is expected that other contracts part of the Facility will be up and running by the end of 2015/beginning of 2016.

### **Business Advisory Services**

The EU is co-funding business development services to SMEs through the Small Business Support programme implemented by the EBRD. The EU has contributed to this programme over several phases already up to EUR 18 million and a further EUR 8 million will be contracted this year. The programme supports substantial managerial and structural change within companies by providing advisory services of experienced senior executives from economically developed countries. It also supports short-term projects that have narrowly-defined objectives by providing advisory services of local experts, primarily trained by the EBRD.

### **Bilateral DCFTA support programmes (Moldova, Georgia, Ukraine)**

These bilateral programmes help the government and the business community adapt to the challenges and opportunities of DCFTAs with the EU.

In **Georgia** (EUR 51 million, ongoing until 2020), the EU helps small businesses benefit from the AA/DCFTA agreement (such as benefitting from increased trade flows, better safety of consumer products, and a boost in the inflow of foreign direct investment). The support is also provided to core trade institutions implementing DCFTA requirements.

In **Moldova** (EUR 30 million, ongoing until 2017), EU support to the implementation of the DCFTA process targets competitiveness of Moldovan SMEs, development of national legislation in line with EU quality standards, promotion of export and investment opportunities, and communication campaigns on the benefits of the trade agreement with the EU.

In **Ukraine** (EUR 55 million, ongoing until 2020), the EU will provide business advice and support to SMEs through a network of Business Support Centres (BSC). This is to improve the competitiveness of the SME sector by connecting local small businesses to a network of local consultants and international industry experts. BSCs will also advise SMEs on how to access financing and how to adapt to and benefit from the establishment of the DCFTA with the EU. In addition, a support goes to an EIB Guarantee Facility channelled through the Neighbourhood Investment Facility (NIF) under the umbrella of regional DCFTA Facility for SMEs.

### **Technical cooperation facilities**

Technical cooperation facilities fund ad hoc technical cooperation and twinning projects to address acquis-related needs for the implementation of AAs/DCFTAs and other ad hoc needs linked to key agreements with the EU that could not be addressed under bilateral sector reform programmes.

## Horizontal assistance: SIGMA

**SIGMA** (Support for Improvement in Governance and Management) is a joint initiative of the European Union and the OECD.

AA/DCFTA implementation is regarded as one of the strategic priorities for the most effective use of both TAIEX and SIGMA resources.

## 6. THE INSTRUMENT FOR PRE-ACCESSION ASSISTANCE (IPAII) (2014-2020, €11.7 billion, DG NEAR)

[http://ec.europa.eu/enlargement/instruments/overview/index\\_en.htm#ipa2](http://ec.europa.eu/enlargement/instruments/overview/index_en.htm#ipa2)

The Instrument for Pre-accession Assistance (IPA) is the means by which the EU supports reforms in the enlargement countries with financial and technical help. The IPA funds build up the capacities of the countries, resulting in progressive, positive developments in the region.

**The growth and competitiveness pillar** aims at supporting the socio-economic development in the region, in line with EU 2020 targets and contribute to create a better business environment, in particular for SMEs, attract foreign investments; improve the functioning of the business sector, especially for SMEs and entrepreneurs, improved access to finance, increased clustering, networking and SME internationalisation.

IPA II finances the technical assistance facility of the Western Balkans regional Enterprise Development and Innovation Facility (EDIF) which aims at increasing governments' support for strategic investments, particularly in infrastructure, energy efficiency and private sector development, to support socio-economic development and EU accession across the Region.

EDIF provides improved access to finance for SMEs in the Western Balkans in order to help develop the local economy as well as regional venture capital markets.

Furthermore, the Regional Cooperation Council (RCC) is also funded by the EU and promotes the South East Europe 2020 Strategy (SEE 2020) which aims to improve trade and investment, competitiveness, and regional economic integration, closely following EU 2020 targets.

The business environment of pre-accession countries benefits also of short-term TAIEX assistance (financed by the Regional Programme of IPA II) and longer-term Twinning projects (financed by the national envelopes of IPA II), both focusing in particular on regulatory, acquis-related aspects.

## 7. EU Development Policy: Development Cooperation Instrument (DCI) and European Development Fund (EDF) - (DG DEVCO)

[http://ec.europa.eu/europeaid/funding/development-cooperation-instrument-dci\\_en](http://ec.europa.eu/europeaid/funding/development-cooperation-instrument-dci_en)

[http://ec.europa.eu/europeaid/funding/about-funding/where-does-money-come/european-development-fund\\_en](http://ec.europa.eu/europeaid/funding/about-funding/where-does-money-come/european-development-fund_en)

The Commission adopted in May 2014 a Communication on "A stronger Role of the Private Sector in Achieving Inclusive and Sustainable Growth in Developing Countries" that sets out the future direction of EU policy and support for private sector development in developing countries. The Communication proposes 12 concrete actions to address, among others, regulatory and business environments, business development services, access to finance, with

a particular focus on local micro, small and medium enterprises. The EU support will be focused on sectors with strong multiplier effect on developing countries' economies such as sustainable agriculture, sustainable energy and infrastructures. The Commission will also encourage responsible investments and will promote private sector engagement in development through the inclusive business and in the context of companies' core activities. While the development policy instruments such as European Development Fund (EDF) and Development Cooperation Instrument (DCI) cannot be used to support directly EU SMEs, the EU can in particular support a better business environment and investment climate in the developing countries, strengthen partners countries MSMEs, and support an eco-system favorable to private sector active pursuit of positive development outcomes creating a "win-win" situation for local private sector and EU SMEs who wish to internationalize.

**Example: AL-INVEST (2014-2020, €26 million)**

AL-INVEST is an economic co-operation programme that aims to improve productivity of micro, small and medium-sized enterprises (MSMEs) in Latin America, in collaboration with their European partners in order to contribute to social cohesion in the region. Primary target groups are Latin American MSMEs that benefit from a wide range of support services. Main beneficiaries and providers of these services are business membership and business intermediary organisations. AL-INVEST builds the institutional capacity of participating business organisations, fosters regional networks as a basis for enhanced regional integration, develops markets for business development services, connects public and private actors in strategic alliances and contributes to SME promotion policies for a conducive business environment.

**8. HORIZON 2020 (2014-2020, €77 billion, DG RTD and several other DGs)**

<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>

<http://ec.europa.eu/programmes/horizon2020/en>

Horizon 2020, the new EU programme for research and innovation running from 2014-2020 with a budget of nearly €80 billion, provides funding for every stage of the innovation process from frontier science to close-to-market innovation.

Key elements of Horizon 2020 include:

- The development of the technologies and innovations that will underpin tomorrow's businesses and help innovative European SMEs to grow into world-leading companies:
  - Investment in industrial and enabling technologies: information and communications technology (ICT), nanotechnology, advanced materials, biotechnology, advanced manufacturing and processing and space
  - Access to debt and equity finance for R&D and innovation-driven companies and projects at all stages of development (see below for more details)
  - SME-tailored support to stimulate all forms of innovation in SMEs, targeting those with the potential to grow and internationalise across the single market and beyond
  - A dedicated SME Instrument and a Fast Track to Innovation pilot scheme to speed up the time from idea to market, and to increase the participation of industry, in particular first-time applicants
  - Innovative public-private partnerships in areas such as new medicines, greener aircraft technologies and electronics
- A challenge-based approach to key issues facing societies: (a) Health, demographic change and well-being; (b) Food security, sustainable agriculture and forestry, marine,

maritime and inland water research, and the Bio-economy; (c) Secure, clean and efficient energy; (d) Smart, green and integrated transport; (e) Climate action, environment, resource efficiency and raw materials; (f) Europe in a changing world - Inclusive, innovative and reflective societies; (g) Secure societies

- A reinforcement and extension of the excellence of the EU's science base and a consolidation of the European Research Area make the EU's research and innovation system more competitive on a global scale
- A reinforced European Institute of Innovation and Technology

Horizon 2020 promotes cooperation with countries around the world based on common interest and mutual benefit. International cooperation ensures that partners have access to talent and resources wherever they are located; that they can tackle global societal challenges effectively; and that companies participate in global value chains and can access new and emerging markets.

Any European business can use Horizon 2020 as a tool to internationalise by partnering with non-European companies or other actors to carry out joint research and innovation activities. These activities could be, for instance: joint research where partners have complementary expertise; integration of a technology supply chain; demonstration or piloting of a new product, service or technology; accessing facilities, data or services etc.

From 2007 to 2013 (FP7, the previous EU research programme), around 20% of all projects had at least one partner from outside Europe as part of the consortium.

## Financial Instruments

### **InnovFin SME Venture Capital (InnovFin SME VC)**

The InnovFin SME Venture Capital Facility is an early stage window in the Single EU Equity Financial Instrument, focusing on venture capital funds. The EUR 430m early stage allocation will target enterprises located in the 28 Member States and Horizon 2020 Associated Countries. In addition, a EUR 30 million pilot scheme under InnovFin SME VC will help finance investments by business angels (BAs) in innovative SMEs and small midcaps that want to commercialise new products and services, mainly in the domain of Information and Communication Technology.

Financial intermediaries are selected based on an open call for expression of interest published on the EIF's website. EIF expects to invest in around 30 financial intermediaries, catalysing a total amount to be invested in companies of between EUR 1.2 and EUR 1.6bn.

[www.access2finance.eu](http://www.access2finance.eu).

[http://www.eif.org/what\\_we\\_do/equity/single\\_eu\\_equity\\_instrument/innovfin-sme-vc/index.htm](http://www.eif.org/what_we_do/equity/single_eu_equity_instrument/innovfin-sme-vc/index.htm)

### **InnovFin SME Guarantee (InnovFin SMEG)**

*InnovFin SME Guarantee* provides guarantees and counter-guarantees on debt financing of between €25,000 and €7.5 million, in order to improve access to loan finance for innovative small and medium-sized enterprises and small midcaps (up to 499 employees). This facility is implemented by the European Investment Fund, and will be rolled out through financial intermediaries – banks and other financial institutions – in EU Member States and Associated

Countries. Under this facility, financial intermediaries will be guaranteed by the EIF against a proportion of their losses incurred on the debt financing covered under the facility.

[www.access2finance.eu](http://www.access2finance.eu).

[http://www.eif.org/what\\_we\\_do/guarantees/single\\_eu\\_debt\\_instrument/innovfin-guarantee-facility/index.htm](http://www.eif.org/what_we_do/guarantees/single_eu_debt_instrument/innovfin-guarantee-facility/index.htm)

## **9. STRUCTURAL AND INVESTMENT FUNDS (ESIF) (2014-2020, DG REGIO)**

[http://ec.europa.eu/regional\\_policy/index.cfm/en/funding/financial-instruments/](http://ec.europa.eu/regional_policy/index.cfm/en/funding/financial-instruments/)

Support to SME competitiveness is a top priority for the ESI Funds, in particular the ERDF. Investment priorities include entrepreneurship promotion, in particular by facilitating the economic exploitation of new ideas and fostering the creation of new firms including through business incubators, developing and implementing new business models for SMEs, in particular with regard to internationalisation, supporting the creation and extension of advanced capacities for product and service development and supporting the capacity of SMEs to grow in regional, national and international markets and to engage in innovation processes.

ESIF (European Structural and Investment Funds) can finance a whole range of SME internationalisation measures making companies fit for global competition and often include funding and advisory support services for market access (e.g. participation in trade fairs and foreign trade missions), financial services (export guarantees, loans), market intelligence, assistance in identifying business partners, support to international activities of clusters and business networks, etc. The creation of cross-European value chains and the development of more competitive 'world-class' clusters is also a goal of smart specialization, which is the paradigm for the ERDF research and innovation investments, including for and within SMES.

The measures and allocation of funds as well as the development and publication of calls and related project selection are determined at the national and regional levels based on seven-year Operational Programmes negotiated with the EU. For the present period 2014-2020 according to preliminary figures\* about 20% of ESIF funds or € 59 bn will be focused on SME support measures (32.4 bn by the ERDF and 26,6 bn by the Rural development Fund) under the SME competitiveness objective.<sup>2</sup>

Additional actions under the other earmarked objectives that will also benefit SMEs will amount to an additional 100 Billion of investments, of which 84 bn are from the ERDF.

Information on individual Operational programmes is available at:

[http://ec.europa.eu/regional\\_policy/country/prordn/search.cfm?LAN=EN&gv\\_pay=ALL&gv\\_reg=ALL&gv\\_obj=ALL&gv\\_the=ALL&gv\\_theobj=ALL&gv\\_per=3&lang=en](http://ec.europa.eu/regional_policy/country/prordn/search.cfm?LAN=EN&gv_pay=ALL&gv_reg=ALL&gv_obj=ALL&gv_the=ALL&gv_theobj=ALL&gv_per=3&lang=en)

A Guide on how to support internationalisation of SMEs using the structural and investment funds has been recently published by the European Commission:

[http://ec.europa.eu/growth/smes/business-friendly-environment/regional-policies/index\\_en.htm](http://ec.europa.eu/growth/smes/business-friendly-environment/regional-policies/index_en.htm)

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<sup>2</sup> Figures dated 20.10.2014 based on draft and adopted Partnership Agreements with EU Member States

## **10. PROMOTION OF AGRICULTURAL PRODUCTS (€883 million, 2014-2020, DG AGRI)**

[http://ec.europa.eu/agriculture/promotion/index\\_en.htm](http://ec.europa.eu/agriculture/promotion/index_en.htm)

The main objective of the reformed promotion regime, governed by Regulation (EU) 1144/2014 of the European Parliament and of the Council applicable as from 1 December 2015, is to enhance the competitiveness of the Union agricultural sector by raising its profile both inside and outside the Union with a special focus to those markets in third countries that have the highest growth potential.

The Union financially supports campaigns to promote farm products and inform consumers about how they were produced. The assistance is normally given to professional organisations, for example representative trade or inter-trade organisations or agri-food sector bodies promoting particular approaches to agriculture, such as organic farming.

The reform will also broaden the number of eligible products and beneficiaries and simplify the administrative procedures. Eligible proposing organisations will in principle be able to apply for 70 % (simple programs on internal market) or 80% (external market or multi country programs) financing for campaigns concerning agricultural products.

## **11. LIFE PROGRAMME (2014-2017, DG ENV and DG CLIMA)**

<http://ec.europa.eu/environment/life/index.htm>

The LIFE programme is the EU's funding instrument for the environment and climate action. The general objective of LIFE is to contribute to the implementation, updating and development of EU environmental and climate policy and legislation by co-financing projects with European added value.

Since its creation in 1992, LIFE has co-financed some 4171 projects, contributing approximately €3.4 billion euros to the protection of the environment and climate. The European Commission (DG Environment and DG Climate Action) manages the LIFE programme. The Commission has delegated the implementation of many components of the LIFE programme to the Executive Agency for Small and Medium-sized Enterprises (EASME). External selection, monitoring and communication teams provide assistance to the Commission and EASME.

The European Investment Bank will manage the two new financial instruments (NCFE and PF4EE).

The 'Environment' strand of the new programme covers three priority areas: environment and resource efficiency; nature and biodiversity; and environmental governance and information. The 'Climate Action' strand covers climate change mitigation; climate change adaptation; and climate governance and information.

The programme is open to the participation of third countries and provides for activities outside the EU (and partners in third countries) under certain conditions. It also provides a framework for cooperation with international organisations.

## 12. OTHER ACTIONS

- **Seconded European Standardization Experts in third countries**
- **Industrial and Regulatory Dialogues with Third Countries**
- **Market Access Database**
- **Export Helpdesk**
- **SME Trade Defence Helpdesk**
- **Technical Barriers to Trade – Enquiry Point**
- **EU-US Transatlantic IPR portal**
- **Taxation and Customs**

### • **Seconded European Standardization Experts in third countries (DG GROW, EFTA and ESOs)**

The main objective of the action is to establish a Seconded European Standardisation Expert in India (SESEI) and in China acting as the focal point of the European standardisation community. The scope is the dialogue and cooperation on standards and standards related activities in support of an increase of trade between the EU and these third countries. The projects aim at establishing a European Standardization Expert to operate in India and one to operate in China with the task to increase visibility of European standardization and promote cooperation on standards related issues. The overall objective is to open up channels of communication and increase cooperation between EU/EFTA and Indian / Chinese decision makers, opinion setters and stakeholders in the standardization and regulatory system, both at the policy making level as well as in a series of sectors identified as high priority.

<http://www.cencenelec.eu/intcoop/projects/visibility/SESEI/Pages/default.aspx>

<http://www.cencenelec.eu/intcoop/projects/visibility/SESEC/Pages/default.aspx>

### • **Industrial and Regulatory Dialogues with Third Countries (DG GROW)**

Industrial and regulatory dialogues are implemented with the USA, China, Russia, Japan, Korea and Brazil and multilaterally in the Eastern Partnership, the Mediterranean neighbour countries and the enlargement countries to increase chances of success for European SMEs in selected third markets.

### • **Market Access Database (DG TRADE)**

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

The Market Access Database (MADB), an important tool of the Market Access Strategy, is a valuable instrument for EU exporters. It offers EU businesses free online information on customs duties, import formalities, as well as important non-tariff barriers in non-EU countries. Recent independent evaluations confirmed the usefulness of the Market Access Strategy, its related services and of the MADB to improve access to global markets.

### • **Export Helpdesk (DG TRADE)**

<http://exporthelp.europa.eu/thdapp/index.htm>

The Export helpdesk is a freely accessible online database which reflects in real time the EU's import conditions for any type of product, be it machinery, handbags, textiles, food or wines. Businesses can look up the applied customs duties for goods, rules and certificates of origin, trade statistics, VAT and excise duties in the EU Member States, the required documents for customs procedures, and all product specific market requirements such as sanitary and phyto-sanitary rules, technical standards, labelling rules etc. The data

are regularly updated throughout the year. In addition, users can lodge product specific information requests.

- **SME Trade Defence Helpdesk (DG TRADE)**

Trade Defence Instruments (TDI) ensure fair trade for EU enterprises, including SMEs and help to protect enterprises against unfair trade measures, including low-priced imports due to prohibited subsidies or dumping practices from non-EU countries. The European Commission also provides advice and support if an enterprise that is exporting to a non-EU country is affected by an anti-dumping, anti-subsidy or safeguard measures applied by that country.

- **Technical Barriers to Trade – Enquiry Point (DG GROW)**

In order for EU small businesses to take full advantage of international trade, unnecessary and unjustified technical barriers need to be removed. The EU-TBT-Enquiry-Point, located at Unit C3 of DG GROW plays a central role in this. The EU-TBT-Enquiry-Point coordinates and prepares the EU comments on the draft technical regulations and conformity assessment procedures notified by the WTO Members under the TBT Agreement. By doing so, it relies both on the assessment of the competent Commission services and of the economic operators. During the comment period, all contributions received from economic operators, including SMEs, are welcome and taken into account during the assessment. By using this mechanism, economic operators can signal possible technical barriers to trade already at a draft stage and the EU can issue comments and engage in a dialogue with the notifying WTO Member to prevent them. The EU-TBT-Enquiry-Point also maintains a free, comprehensive on-line database, containing all TBT notifications and the related comments. It is easily searchable and contains a mailing list function, which can help, among others, also SMEs to follow the new notifications of their interests.

<http://ec.europa.eu/growth/tools-databases/tbt/en/>

- **EU-US Transatlantic IPR portal (DG GROW)**

This portal encourages enterprises on both sides of the Atlantic to access a wide range of resources on Intellectual property rights (IPR). Enterprises can enter new international markets more effectively by protecting their intellectual assets. SMEs can obtain information on numerous third countries and their intellectual property systems through factsheets. Companies can reach IPR advice from specialised IPR support measures and access self-help materials through the portal. Firms can also learn about the latest news on IP issues and about available IPR trainings on third countries.

[http://ec.europa.eu/growth/tools-databases/ipr/index\\_en.htm](http://ec.europa.eu/growth/tools-databases/ipr/index_en.htm)

- **EU Business Fora in/with Africa (DG DEVCO and DG GROW)**

- The Commission has been organising the EU Africa Business Forum (EABF) since 2006. The event takes place in margins of the EU-Africa Summit (the fifth edition of the Forum took place on 31 March-1 April 2014 in Brussels in the margins of the fourth EU-Africa Summit). The EABF is an important opportunity to bring together representatives from the leading business organisations and political communities of the EU and Africa to discuss challenges, propose solutions, strengthen their bilateral relationship and look forward to constructive cooperation in the future. Similar initiatives at local level have been recently organised by/with EU Delegations in some African countries such as Ethiopia (EU Business Forum to Ethiopia), Uganda (European Business Forum), Tanzania (EU Business Group), Senegal (Memorandum of Understanding with “Conseil des

Investisseurs Européens au Sénégal”), Republic of South Africa (EU-SA Business Forum) and Ghana (European Business Organisation).

European business forum in Ethiopia (EUBFE) <http://www.eubfe.eu/>

Conseil des Investisseurs Européens au Sénégal <http://cies.sn/>

European Business Forum (EBF) - Uganda - <http://www.ebf.ug/index.php>

- **Taxation and Customs (DG TAXUD)**

Several databases of interest to businesses are developed and operated by the Commission in conjunction with Member States' Customs and Taxation Services:

[http://ec.europa.eu/taxation\\_customs/common/databases/index\\_en.htm](http://ec.europa.eu/taxation_customs/common/databases/index_en.htm)

Cooperation at international level between the custom authorities is an important tool for the fight against fraud and illegal activities. For the benefit of world trade and international assistance to fight against customs fraud, the European Union has signed customs cooperation and mutual administrative assistance agreements (Korea, Canada, Hong Kong, US, India, China and Japan). The European Union also has Partnership and Co-operation Agreements with a number of countries, including Russia and Ukraine, which cover customs co-operation and include a protocol on mutual administrative assistance.

[http://ec.europa.eu/taxation\\_customs/common/international\\_affairs/index\\_en.htm](http://ec.europa.eu/taxation_customs/common/international_affairs/index_en.htm)

### 13. EUROPEAN INVESTMENT BANK

EIB Group already proposes a palette of products for SMEs and Midcaps (loans, trade finance guarantees and equity) that can support the internationalisation of companies, including with third countries. The EIB can also provide long term financing in support of EU presence in partner countries through foreign direct investments (FDI) within areas covered by the external mandates' objectives or at its own risk, and in support of access to financing for SMEs from the EU investing in the external mandates' regions.

An example of EIB support to the internationalization of European businesses (SMEs) is the October 2014 partnership with the IDB (Inter-American Development Bank) where the two institutions have joined forces to set-up a loan facility (up to USD 500m from each institutions) for SMEs and midcaps from Latin America and the Caribbean (LAC) seeking to expand to the EU and, conversely, for EU SMEs and midcaps seeking to invest in or expand to LAC. The main objective is to increase trade and internationalisation of companies, and ultimately support employment.

Products for SMEs are being proposed by partner banks and financial institutions (list on [www.eib.org](http://www.eib.org), [www.eif.org](http://www.eif.org))

The European Investment Bank will continue assessing further contribution to enhancing European companies' internationalisation.

**Tentative breakdown of instruments**  
**Direct / Indirect support + geographic focus**

Countries / Regions		<b>DIRECT support to Business internationalisation</b>	<b>INDIRECT support for better framework conditions, business environment and information</b>
<b>Global</b>		<ul style="list-style-type: none"> <li>• <a href="#">Cluster internationalisation</a></li> <li>• <a href="#">Erasmus for Young Entrepreneurs programme to third countries</a></li> <li>• <a href="#">Business &amp; Innovation Centre Network (EBN)</a></li> <li>• <a href="#">Horizon2020</a></li> <li>• <a href="#">Structural and Investment Funds</a></li> <li>• <a href="#">Export Helpdesk</a></li> <li>• <a href="#">SME Trade Defence Helpdesk</a></li> <li>• <a href="#">Technical Barriers to Trade Enquiry Point</a></li> <li>• <a href="#">Financial Instruments</a></li> <li>• <a href="#">Promotion of Agricultural products</a></li> <li>• <a href="#">Life Programme</a></li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">SME Internationalisation Portal</a></li> <li>• <a href="#">Enterprise Europe Network</a></li> <li>• <a href="#">Network of European Business Organisations in Third countries</a></li> <li>• <a href="#">Small Business Act (SBA)</a></li> <li>• <a href="#">Market access and trade &amp; investment agreement negotiation &amp; implementation facility</a></li> <li>• <a href="#">Public Procurement Initiative</a></li> <li>• <a href="#">Technical Assistance and Information Exchange (TAIEX)</a></li> <li>• <a href="#">Development policy: DCI and EDF</a></li> <li>• <a href="#">Industrial and Regulatory Dialogues with Third Countries</a></li> <li>• <a href="#">Market Access Database</a></li> <li>• <a href="#">Taxation and Customs</a></li> <li>• <a href="#">International urban cooperation</a></li> </ul>
<b>Asia</b>			<ul style="list-style-type: none"> <li>• <a href="#">Coordination Platform for Asia, covering all actions mentioned below</a></li> </ul>
	<b>ASEAN</b>	<ul style="list-style-type: none"> <li>• <a href="#">IPR Helpdesks</a></li> <li>• <a href="#">EU Gateway/Business Avenues in South East Asia</a></li> <li>• <a href="#">EU-South East Asia aviation project</a></li> </ul>	
	<b>China</b>	<ul style="list-style-type: none"> <li>• <a href="#">IPR Helpdesks</a></li> <li>• <a href="#">SME Centre in China</a></li> <li>• <a href="#">EU Gateway to China</a></li> <li>• <a href="#">EU-China aviation project</a></li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Seconded European Standardization Experts in Third Countries</a></li> </ul>
	<b>Japan</b>	<ul style="list-style-type: none"> <li>• <a href="#">EU-Japan Centre for Industrial Cooperation</a></li> <li>• <a href="#">Green Gateway to Japan</a></li> </ul>	
	<b>Taiwan</b>		<ul style="list-style-type: none"> <li>• <a href="#">European Business and Regulatory Cooperation with Taiwan</a></li> </ul>
	<b>Hong Kong / Macau</b>		<ul style="list-style-type: none"> <li>• <a href="#">EU Business and Information Programme with Hong Kong/Macau</a></li> </ul>
	<b>India</b>	<ul style="list-style-type: none"> <li>• <a href="#">European Business and Technology</a></li> <li>• <a href="#">Clean energy cooperation with India</a></li> <li>• <a href="#">Resources efficiency in India</a></li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Seconded European Standardization Experts in Third Countries</a></li> </ul>
	<b>Thailand</b>	<ul style="list-style-type: none"> <li>• <a href="#">European Association for Business and Commerce (EABC) in Thailand</a></li> </ul>	
	<b>Myanmar</b>	<ul style="list-style-type: none"> <li>• <a href="#">European Chamber of Commerce in Myanmar</a></li> </ul>	
	<b>Malaysia</b>	<ul style="list-style-type: none"> <li>• <a href="#">EuroCham Malaysia</a></li> </ul>	

	<b>Philippines</b>	<ul style="list-style-type: none"> <li>• <a href="#">EuroCham Philippines</a></li> </ul>	
	<b>Laos</b>	<ul style="list-style-type: none"> <li>• <a href="#">EuroCham Laos</a></li> </ul>	
	<b>Cambodia</b>	<ul style="list-style-type: none"> <li>• <a href="#">EuroCham Cambodia</a></li> </ul>	
	<b>Indonesia</b>	<ul style="list-style-type: none"> <li>• <a href="#">EuroCham Indonesia + European Indonesian Business Network (EIBN)</a></li> </ul>	
	<b>Vietnam</b>	<ul style="list-style-type: none"> <li>• <a href="#">European Vietnamese Business Network (EVBN) Vietnam</a></li> </ul>	
	<b>Korea</b>	<ul style="list-style-type: none"> <li>• <a href="#">Green Gateway to Korea</a></li> </ul>	
<b>North America</b>		<ul style="list-style-type: none"> <li>• <a href="#">EU-US Transatlantic IPR portal</a></li> <li>• <a href="#">Support to CETA implementation &amp; EU Chambers' coordination</a></li> <li>• <a href="#">Feasibility study for an EU-Canada mineral investment facility</a></li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
<b>South America</b>		<ul style="list-style-type: none"> <li>• <a href="#">European and Latin American Business Services and Innovation Network</a></li> </ul>	
	<b>Brazil</b>	<ul style="list-style-type: none"> <li>• <a href="#">Low carbon business action in Brazil and Mexico</a></li> </ul>	
	<b>Mexico</b>	<ul style="list-style-type: none"> <li>• <a href="#">Low carbon business action in Brazil and Mexico</a></li> </ul>	
<b>Pre-accession countries</b>			<ul style="list-style-type: none"> <li>• <a href="#">Instrument for pre-accession assistance</a></li> </ul>
<b>Africa</b>		<ul style="list-style-type: none"> <li>• <a href="#">EU Business Fora in/with Africa</a></li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Network of experts in South Africa, EU – South Africa Business Links</a></li> </ul>
	Ethiopia	<ul style="list-style-type: none"> <li>• <a href="#">European business forum in Ethiopia (EUBFE)</a></li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
	Senegal	<ul style="list-style-type: none"> <li>• <a href="#">Conseil des Investisseurs Européens au Sénégal</a></li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
	Uganda	<ul style="list-style-type: none"> <li>• <a href="#">European Business Forum (EBF) - Uganda -</a></li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
<b>Southern Mediterranean</b>			<ul style="list-style-type: none"> <li>• <a href="#">Euromed Invest (EU Support to business and investment partnerships in Southern Mediterranean)</a></li> <li>• <a href="#">Support to the development of culture and creative industries and clusters in Southern Mediterranean</a></li> <li>• <a href="#">Euro-Mediterranean Trade and Investment Facilitation Mechanism</a></li> <li>• <a href="#">Support to trade development in the Southern Mediterranean</a></li> <li>• <a href="#">Support to the preparation of Agreements on Conformity Assessment and Acceptance of industrial products</a></li> <li>• <a href="#">Support to the Euro-Mediterranean dialogue on the future of the textiles and clothing sector</a></li> </ul>

			<ul style="list-style-type: none"> <li>• <a href="#">EU-GCC trade and business cooperation facility</a></li> </ul>
<b>Neighbourhood East</b>			<p><a href="#">SME Flagship including:</a></p> <ul style="list-style-type: none"> <li>• <a href="#">Support to SMEs Competitiveness</a></li> <li>• <a href="#">STAREP</a></li> <li>• <a href="#">East Invest</a></li> <li>• <a href="#">Small Business Support</a></li> <li>• <a href="#">SME Finance Facility</a></li> <li>• <a href="#">DCFTA Facility</a></li> </ul> <p><a href="#">Bilateral DCFTA and SMEs support programmes (Moldova, Georgia, Ukraine)</a></p> <p><a href="#">Bilateral technical cooperation facilities in the Neighbourhood East</a></p> <p><a href="#">Horizontal assistance: SIGMA</a></p>