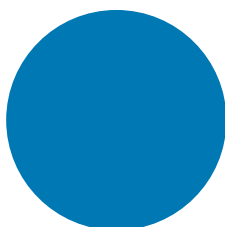
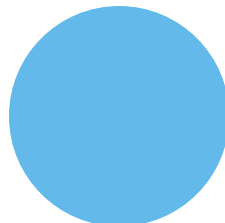
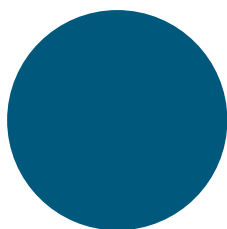


Enterprise Europe Network SME growth forecast 2017-18



Foreword



Since we came into office three years ago, this European Commission has put the creation of more jobs and growth at the centre of our policy agenda.

We want to see new and sustainable jobs across Europe's regions and communities. We want to promote investment and innovation not just in the promising areas of digitalisation, Key Enabling Technologies and the circular economy, but also in more established areas.

Small and medium-sized enterprises (SMEs) are at the heart of that. They account for the overwhelming majority of jobs and businesses in Europe and play a key role in innovation and job creation. This is why Europe's programme for the competitiveness of SMEs (COSME) is so essential: providing advice through the Enterprise Europe Network, helping SMEs access finance, and connecting them up with one another.

The good news is that our collective efforts are paying off: Europe's economy has entered its fifth year of recovery. It is now reaching all EU Member States and this is expected to continue over the next year⁽¹⁾.

This report provides us with valuable additional information: a snapshot of what is happening on the ground for our SMEs.

It provides two key messages.

First, our SMEs are sharing the benefits of the wider recovery. 85 % expect to create or maintain jobs in the next year, 54 % expect to increase their market share, and 65 % of those exporting within the Single Market and beyond expect to increase their turnover. In some Member States, that figure is close to 90 %.

Second, the Network is providing real value. Every year, it helps around 230,000 companies to innovate and grow. 86 % of those companies are satisfied with the service they received. A recent evaluation showed that SMEs that use the Enterprise Europe Network's services grow on average three percentage points more than those that do not⁽²⁾.

This is great news. I hope that we can see even better news in coming years, and continue to work with these dynamic companies to boost Europe's growth and jobs.

Elżbieta Bieńkowska
Commissioner for Internal Market,
Industry, Entrepreneurship and SMEs

1 According to the [European Commission's Spring 2017 Economic Forecast](#).

2 According to the [Final evaluation of the impact of the Enterprise Europe Network 2008-2014, European Commission \(2015\)](#).

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SME growth forecast 2017-18

Top 5 insights

SMEs with international ambitions are turning a corner after the most challenging years of the economic crisis. The Enterprise Europe Network's survey data shows a confident SME community across Europe with a thirst to innovate and a positive outlook for jobs and growth.



1. Confidence

65% of SMEs who internationalise expect to increase their turnover in the next 12 months.

Small businesses are willing to take the risk to expand their business beyond their home countries and confident that it will pay off. Innovative companies are driving this confident mood: over half of the companies who expected their turnover to increase were innovative SMEs.

Slovakian SMEs (88%) were most confident about increasing their turnover while small businesses in Italy (52%) had the lowest expectations.



2. Growth

54% of SMEs expect to increase their market share in the next 12 months.

Small businesses are now bullish about their growth prospects with a majority expecting to increase their market share. Innovation is one of the factors driving this competitiveness – over half of the companies expecting to increase market share also expected to deliver enhanced innovation in their products or services.

We found the most optimistic SMEs in Slovakia (78%). SMEs in Lithuania (38%) were the most cautious about their near-term growth prospects.



3. Jobs

85% of SMEs expect to create or preserve jobs in the next year.

Levels of employment have been gradually improving in the EU over the past 4 years⁽¹⁾. This positive outlook is also reflected among Europe's internationally-focussed SMEs whereby 32% expect to create jobs and 53% expect to preserve jobs. The profile of these companies is evenly balanced between more traditional and more innovation-focussed businesses.

Estonian SMEs (53%) had the highest expectations for job creation while SMEs in Lithuania (15%) were the least optimistic.



4. Engagement

Every year around 230,000 SMEs benefit from key Enterprise Europe Network services.

SMEs are choosing to invest their time and effort strategically to stay ahead of the game. While companies want the best advice to grow their business, they are also seeking out practical support and guidance that will help them to innovate and improve in the medium-term. And while companies want to meet potential business partners, they are also investing the time beforehand to improve their pitching skills.



5. Trust

86% of clients are satisfied with the Network's services and 93% would recommend its services to others.

Since it was launched in 2008 the Network has remained a trusted source of support and advice for SMEs wishing to expand their businesses internationally. Its solid performance is supported by evidence that SMEs who use the Network's services grow on average three percentage points more than those who do not⁽²⁾.

1 According to the [European Commission's Spring 2017 Economic Forecast](#).

2 According to the [Final evaluation of the impact of the Enterprise Europe Network 2008-2014](#), European Commission (2015).

SME growth forecast 2017-18

Top 5 insights



65 %

of SMEs who internationalise expect to increase their turnover in the next 12 months



54 %

of SMEs expect to increase their market share in the next 12 months



85 %

of SMEs expect to create or preserve jobs in the next year

303,000

SMEs benefitted from our information services and training sessions

103,000

SMEs got advice from our experts to help them innovate and grow internationally



Over the past 2 years

457,915

SMEs benefitted from key Enterprise Europe Network services

46,000

SMEs participated in our brokerage events where they held 156,000 business meetings

5,915

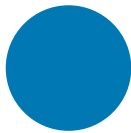
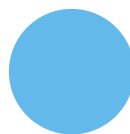
SMEs benefitted from our tailored innovation support packages



86 %

of clients are satisfied with the Network's services and 93% would recommend its services to others

Country by country overview



Austria

1.7 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



57 %

Expect to increase market share



61 %

Expect to increase turnover



10 %

Expect to create jobs

SME SUPPORT IN AUSTRIA
2015-16

2,487

SMEs receiving
advice from
the Network

1,390

SMEs participating
in brokerage events
and company missions

7,201

SMEs benefit ing
from information
and training sessions

86

SMEs benefit ing
from innovation
support packages

Belgium

1.7 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



62 %

Expect to increase market share



72 %

Expect to increase turnover



32 %

Expect to create jobs

SME SUPPORT IN BELGIUM
2015-16

1,389

SMEs receiving
advice from
the Network

1,619

SMEs participating
in brokerage events
and company missions

3,076

SMEs benefit ing
from information
and training sessions

111

SMEs benefit ing
from innovation
support packages* According to the [European Commission's Spring 2017 Economic Forecast](#).

Bulgaria

2.8% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



72%

Expect to increase market share



82%

Expect to increase turnover



28%

Expect to create jobs

SME SUPPORT IN BULGARIA
2015-16

1,957

SMEs receiving
advice from
the Network

1,131

SMEs participating
in brokerage events
and company missions

7,035

SMEs benefit ing
from information
and training sessions

115

SMEs benefit ing
from innovation
support packages

Croatia

2.6% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



61%

Expect to increase market share



71%

Expect to increase turnover



39%

Expect to create jobs

SME SUPPORT IN CROATIA
2015-16

612

SMEs receiving
advice from
the Network

551

SMEs participating
in brokerage events
and company missions

4,321

SMEs benefit ing
from information
and training sessions

42

SMEs benefit ing
from innovation
support packages* According to the [European Commission's Spring 2017 Economic Forecast](#).

Cyprus

2.3 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



38 %

Expect to increase market share



38 %

Expect to increase turnover



46 %

Expect to create jobs

SME SUPPORT IN CYPRUS
2015-16

581

SMEs receiving
advice from
the Network

195

SMEs participating
in brokerage events
and company missions

1,923

SMEs benefitting
from information
and training sessions

8

SMEs benefitting
from innovation
support packages

Czech Republic

2.7 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



45 %

Expect to increase market share



63 %

Expect to increase turnover



21 %

Expect to create jobs

SME SUPPORT IN CZECH REPUBLIC
2015-16

1,670

SMEs receiving
advice from
the Network

1,176

SMEs participating
in brokerage events
and company missions

6,372

SMEs benefitting
from information
and training sessions

183

SMEs benefitting
from innovation
support packages* According to the [European Commission's Spring 2017 Economic Forecast](#).

Denmark

1.8% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



62%

Expect to increase market share



74%

Expect to increase turnover



36%

Expect to create jobs

SME SUPPORT IN DENMARK 2015-16



1,028

SMEs receiving advice from the Network



833

SMEs participating in brokerage events and company missions



2,314

SMEs benefiting from information and training sessions



109

SMEs benefiting from innovation support packages

Estonia

2.8% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



59%

Expect to increase market share



71%

Expect to increase turnover



53%

Expect to create jobs

SME SUPPORT IN ESTONIA 2015-16



784

SMEs receiving advice from the Network



205

SMEs participating in brokerage events and company missions



1,348

SMEs benefiting from information and training sessions



33

SMEs benefiting from innovation support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Finland

1.7 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



49 %

Expect to increase market share



65 %

Expect to increase turnover



22 %

Expect to create jobs

SME SUPPORT IN FINLAND 2015-16



1,485

SMEs receiving
advice from
the Network



414

SMEs participating
in brokerage events
and company missions



3,607

SMEs benefitting
from information
and training sessions



113

SMEs benefitting
from innovation
support packages

France

1.7 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



47 %

Expect to increase market share



58 %

Expect to increase turnover



28 %

Expect to create jobs

SME SUPPORT IN FRANCE 2015-16



10,691

SMEs receiving
advice from
the Network



4,411

SMEs participating
in brokerage events
and company missions



23,610

SMEs benefitting
from information
and training sessions



497

SMEs benefitting
from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Germany

1.9% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



44 %

Expect to increase market share



56 %

Expect to increase turnover



26 %

Expect to create jobs

SME SUPPORT IN GERMANY 2015-16



11,799

SMEs receiving advice from the Network



4,105

SMEs participating in brokerage events and company missions



33,628

SMEs benefiting from information and training sessions



721

SMEs benefiting from innovation support packages

Greece

2.5% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



58 %

Expect to increase market share



67 %

Expect to increase turnover



22 %

Expect to create jobs

SME SUPPORT IN GREECE 2015-16



16,172

SMEs receiving advice from the Network



1,186

SMEs participating in brokerage events and company missions



9,237

SMEs benefiting from information and training sessions



152

SMEs benefiting from innovation support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Hungary

3.5 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



54 %

Expect to increase market share



70 %

Expect to increase turnover



32 %

Expect to create jobs

SME SUPPORT IN HUNGARY 2015-16



2,196

SMEs receiving
advice from
the Network



897

SMEs participating
in brokerage events
and company missions



8,106

SMEs benefit-
ing from information
and training sessions



89

SMEs benefit-
ing from innovation
support packages

Ireland

3.6 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



59 %

Expect to increase market share



68 %

Expect to increase turnover



36 %

Expect to create jobs

SME SUPPORT IN IRELAND 2015-16



1,925

SMEs receiving
advice from
the Network



459

SMEs participating
in brokerage events
and company missions



3,844

SMEs benefit-
ing from information
and training sessions



60

SMEs benefit-
ing from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Italy

1.1 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



50 %

Expect to increase market share



52 %

Expect to increase turnover



31 %

Expect to create jobs

SME SUPPORT IN ITALY 2015-16



5,885

SMEs receiving
advice from
the Network



3,943

SMEs participating
in brokerage events
and company missions



33,446

SMEs benefit ing
from information
and training sessions



786

SMEs benefit ing
from innovation
support packages

Latvia

3.5 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



54 %

Expect to increase market share



60 %

Expect to increase turnover



17 %

Expect to create jobs

SME SUPPORT IN LATVIA 2015-16



1,621

SMEs receiving
advice from
the Network



559

SMEs participating
in brokerage events
and company missions



3,535

SMEs benefit ing
from information
and training sessions



7

SMEs benefit ing
from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Lithuania

3.1 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



38 %

Expect to increase market share



71 %

Expect to increase turnover



15 %

Expect to create jobs

SME SUPPORT IN LITHUANIA 2015-16



1,599

SMEs receiving
advice from
the Network



293

SMEs participating
in brokerage events
and company missions



2,188

SMEs benefitting
from information
and training sessions



63

SMEs benefitting
from innovation
support packages

Luxembourg

4.4 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



0 %

Expect to increase market share



10 %

Expect to increase turnover



40 %

Expect to create jobs

SME SUPPORT IN LUXEMBOURG 2015-16



1,318

SMEs receiving
advice from
the Network



577

SMEs participating
in brokerage events
and company missions



3,207

SMEs benefitting
from information
and training sessions



8

SMEs benefitting
from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Malta

4.4 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



100 %

Expect to increase market share



100 %

Expect to increase turnover



91 %

Expect to create jobs

SME SUPPORT IN MALTA 2015-16



180

SMEs receiving
advice from
the Network



186

SMEs participating
in brokerage events
and company missions



2,036

SMEs benefitting
from information
and training sessions



4

SMEs benefitting
from innovation
support packages

Netherlands

1.8 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



55 %

Expect to increase market share



66 %

Expect to increase turnover



26 %

Expect to create jobs

SME SUPPORT IN NETHERLANDS 2015-16



2,004

SMEs receiving
advice from
the Network



4,289

SMEs participating
in brokerage events
and company missions



12,092

SMEs benefitting
from information
and training sessions



237

SMEs benefitting
from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Poland

3.2 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



61 %

Expect to increase market share



73 %

Expect to increase turnover



35 %

Expect to create jobs

SME SUPPORT IN POLAND 2015-16



4,121

SMEs receiving
advice from
the Network



1,676

SMEs participating
in brokerage events
and company missions



15,586

SMEs benefitting
from information
and training sessions



226

SMEs benefitting
from innovation
support packages

Portugal

1.6 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



58 %

Expect to increase market share



69 %

Expect to increase turnover



38 %

Expect to create jobs

SME SUPPORT IN PORTUGAL 2015-16



1,524

SMEs receiving
advice from
the Network



876

SMEs participating
in brokerage events
and company missions



5,577

SMEs benefitting
from information
and training sessions



189

SMEs benefitting
from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Romania

3.7% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



71%

Expect to increase market share



72%

Expect to increase turnover



30%

Expect to create jobs

SME SUPPORT IN ROMANIA 2015-16



1,753

SMEs receiving
advice from
the Network



1,822

SMEs participating
in brokerage events
and company missions



9,482

SMEs benefit-
ing from information
and training sessions



193

SMEs benefit-
ing from innovation
support packages

Slovakia

3.6% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



78%

Expect to increase market share



88%

Expect to increase turnover



34%

Expect to create jobs

SME SUPPORT IN SLOVAKIA 2015-16



298

SMEs receiving
advice from
the Network



1,011

SMEs participating
in brokerage events
and company missions



1,455

SMEs benefit-
ing from information
and training sessions



91

SMEs benefit-
ing from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Slovenia

3.1 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



50 %

Expect to increase market share



66 %

Expect to increase turnover



22 %

Expect to create jobs

SME SUPPORT IN SLOVENIA 2015-16



765

SMEs receiving
advice from
the Network



605

SMEs participating
in brokerage events
and company missions



3,309

SMEs benefitting
from information
and training sessions



46

SMEs benefitting
from innovation
support packages

Spain

2.4 % Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



46 %

Expect to increase market share



60 %

Expect to increase turnover



35 %

Expect to create jobs

SME SUPPORT IN SPAIN 2015-16



10,935

SMEs receiving
advice from
the Network



4,479

SMEs participating
in brokerage events
and company missions



42,329

SMEs benefitting
from information
and training sessions



772

SMEs benefitting
from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Sweden

2.2% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



73%

Expect to increase market share



85%

Expect to increase turnover



42%

Expect to create jobs

SME SUPPORT IN SWEDEN 2015-16



1,870

SMEs receiving
advice from
the Network



554

SMEs participating
in brokerage events
and company missions



7,252

SMEs benefit
ing from information
and training sessions



181

SMEs benefit
ing from innovation
support packages

United Kingdom

1.3% Projected GDP growth % for 2018*

JOBS AND GROWTH PROJECTIONS



59%

Expect to increase market share



69%

Expect to increase turnover



39%

Expect to create jobs

SME SUPPORT IN UNITED KINGDOM 2015-16



7,180

SMEs receiving
advice from
the Network



1,957

SMEs participating
in brokerage events
and company missions



10,187

SMEs benefit
ing from information
and training sessions



793

SMEs benefit
ing from innovation
support packages

* According to the [European Commission's Spring 2017 Economic Forecast](#).

Methodology

Data on SME's projections for market share, turnover and job creation

The survey data is based on 3,680 responses from SMEs who had received advisory, innovation or partnership services from the Enterprise Europe Network. Data covers the EU's 28 Member States.

Data was collected between April 2016 and April 2017. Company projections relate to the coming 12 months.

Data was submitted electronically to the Executive Agency for Small and Medium-sized Enterprises (EASME) which is responsible for coordinating the COSME programme that co-funds the Enterprise Europe Network.

Country data which represents less than 1 % of the client base and fewer than 15 responses per country (Cyprus, Luxembourg, Malta) appear to be outliers. The data for these countries is not sufficiently representative to provide specific country insights. For the purpose of the report, client base is defined as the number of clients participating in information and training events.

Data on trust in the Network

The survey data is based on 2113 responses from SMEs who had received advisory, innovation or partnership services from the Enterprise Europe Network.

Data was collected by survey between 14 June and 5 July 2017.

Data was submitted electronically to the Executive Agency for Small and Medium-sized Enterprises (EASME) which is responsible for coordinating the COSME programme that co-funds the Enterprise Europe Network.

The survey was open to SMEs from all countries participating in the COSME programme⁽¹⁾. SMEs from 34 countries responded.

Volume of SMEs benefitting from Network services

Data covers the EU's 28 Member States.

Data was submitted by Enterprise Europe Network partners and covers a two-year period 2015-2016.

Data was submitted electronically to the Executive Agency for Small and Medium-sized Enterprises (EASME) which is responsible for coordinating the COSME programme that co-funds the Enterprise Europe Network.

1 EU 28, Montenegro, Turkey, Former Yugoslav Republic of Macedonia, Albania, Serbia, Bosnia & Herzegovina, Moldova, Armenia, Ukraine, Iceland.

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