



EU-CELAC
Summit **2015** Brussels



EUROPE, LATIN AMERICA AND THE CARIBBEAN

**Working together with SMEs
to promote sustainable and inclusive growth**



Two regions with shared objectives to:

- ◆ Boost trade and investment;
- ◆ Create business opportunities;
- ◆ Increase SME competitiveness;
- ◆ Promote sustainable and inclusive growth.

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REGIONS OF OPPORTUNITY

Together, the European Union (EU) and the Community of Latin America and Caribbean States (CELAC) represent one quarter of the entire global market for goods and services.

Boosting trade stimulates economic growth – and trade between the EU and CELAC has been growing fast with the help of bilateral and regional trade agreements. CELAC has become highly integrated with Europe. The EU's Foreign Direct Investment (FDI) in the Latin American and Caribbean region represents about 34 % of all FDI, which is more than the EU's investment in Russia, India and China combined. FDI from CELAC countries into the EU is also increasing rapidly.

Small and medium-sized enterprises (SMEs) play a key role in creating economic growth and employment. The EU supports SMEs in both regions by helping them to become more competitive and improving international trade relations both between the regions and globally.

Regional facts and figures



Total EU and LAC population: **+1 billion**



The two regions include **61 countries** and represent **25 % of global GDP**



In 2014, trade in goods between the EU and CELAC totalled

EUR 203 billion = 6 % of total EU trade

Total EU direct investment in CELAC in 2013 was **EUR 506 billion – 34 %** of all regional foreign direct investment

EU support for SMEs



To help EU-based SMEs extend their business to markets beyond the EU, the European Commission recently launched the **SME Internationalisation Portal**. The portal offers information on public service providers that support SME internationalisation both locally and in international growth markets, and gives details on EU programmes that support businesses in international markets.

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



The **Enterprise Europe Network (EEN)** helps EU-based SMEs to grow internationally. It organises matchmaking events and its online database provides international 'business to business' contacts. Close to **600 partner organisations** – chambers of commerce and industry, technology centres, universities and development agencies – **and more than 3000 experienced Network staff provide these services** across all EU Member States. EEN is present in more than 50 countries, including Brazil, Argentina and Peru, with other CELAC countries expected to join soon.

een.ec.europa.eu



The **European and Latin American Business Services and Innovation Network (ELAN)** aims to foster business partnerships and cooperation between the EU and Latin American companies and SMEs in high-growth sectors, such as renewable energy, biotechnology, clean technology, the green economy, ICT, nanotechnologies, and new materials. The initiative provides information on doing business in some Latin American countries for EU SMEs looking to grow in these markets, and organises events to develop technology-based business opportunities.

www.elaneu.eu; www.elandos.org



For CELAC SMEs wanting to export to the EU, the **Export Helpdesk** is an online database providing real-time information on EU import conditions for all product types.

exporthelp.europa.eu/thdapp/index.htm



For EU SMEs looking to export outside Europe, the **Market Access Database** offers comprehensive information on import conditions for third-country markets.

madb.europa.eu/madb/indexPubli.htm

Examples of EU programmes



The European Commission's EuropeAid initiative **AL-INVEST** has helped thousands of Latin America-based micro, small and medium-sized enterprises (MSMEs) to boost exports, provide jobs and support sustainable economic development. Working mainly via intermediaries, AL-INVEST IV reached **60 000 CELAC companies**, increased exports by over EUR 84 million in Mexico, Central America and Cuba alone, created over 20 000 direct and 60 000 indirect jobs in Bolivia, Colombia, Ecuador and Peru, and helped over 6500 SMEs in the Andean region to increase their exports.

https://ec.europa.eu/europeaid/regions/latin-america/al-invest-regional-aid-programme_en



Through the European Development Fund (EDF), the EU supports the **Caribbean Export Development Agency (CEDA)** as the regional export development, trade and investment promotion organisation of the Forum of the Caribbean States (CARIFORUM). CEDA works to increase the competitiveness of Caribbean countries by providing export development and investment promotion services.

www.carib-export.com

EU SUPPORT FOR TRADE, INVESTMENT AND SUSTAINABLE DEVELOPMENT

EU support for investment opportunities



Over the past decade, the **European Investment Bank (EIB)** has set up a number of facilities in excess of **EUR 1 billion** in a number of CELAC countries for the benefit of CELAC SMEs, in partnership with local public and private banking intermediaries. In addition, a **EUR 370 million** facility has been set up by the EIB for financing the internationalisation of European SMEs and supporting their trade and investment in CELAC. Under a Joint Initiative with EIB, the Interamerican Development Bank (IDB) supports in parallel CELAC SMEs investing and trading in Europe.



The main purpose of the **Latin America Investment Facility (LAIF)** and the **Caribbean Investment Facility (CIF)** is to promote additional investment in key infrastructures in Latin America and the Caribbean. From sustainable energy for the Western Caribbean to a hydropower plant in El Salvador and solar energy in Chile, since 2012, LAIF and CIF have channelled investment from European, Latin American and Caribbean Development Banks to fund projects in the region worth over **EUR 5 billion**.

FURTHER INFORMATION

EU-CELAC Business Summit: eucelac-bizsummit2015.eu

DG GROW: ec.europa.eu/growth

DG DEVCO: ec.europa.eu/europeaid

DG TRADE: ec.europa.eu/trade

EIB: eib.europa.eu

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