



Accession to the EU: various benefits to business

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2011 02 18 BELGRADE





Topics

1. How to use Business Association in order to improve a country's business climate
2. Export promotion: the role of Public and Private sector
3. SME as ground of Europe



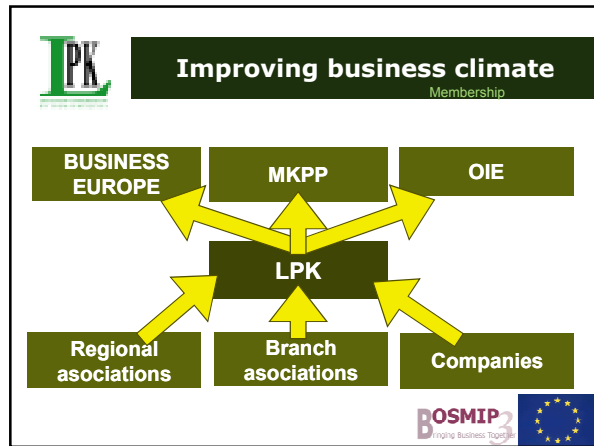


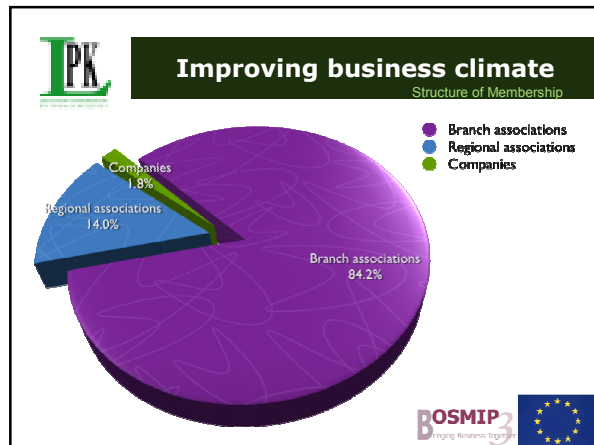
Improving business climate

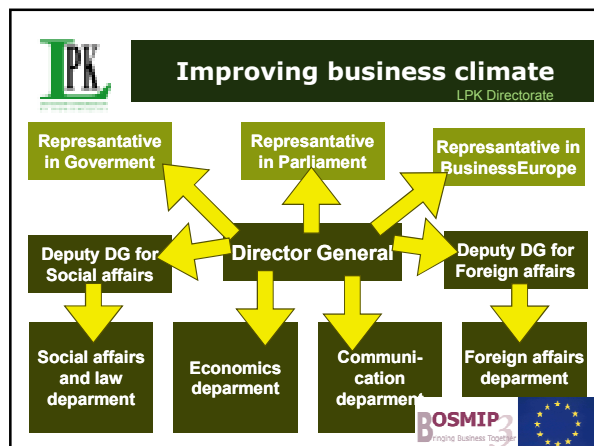
Improving business climate

1. How to use Business Association in order to improve a country's business climate











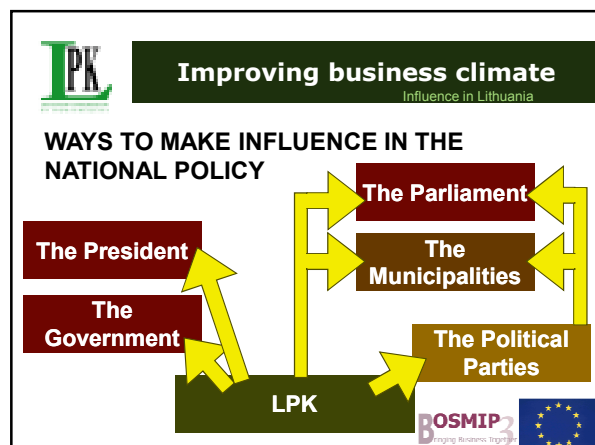
Improving business climate


LPK goals for 2011

GOALS FOR 2011

- Stability of taxation environment
- Reduction of bureaucracy burdens
- Innovation promotion
- Export promotion
- Entrepreneurship promotion
- E-Government
- Provision with cheaper energy resources
- Non-discrimination of Lithuania in the EU






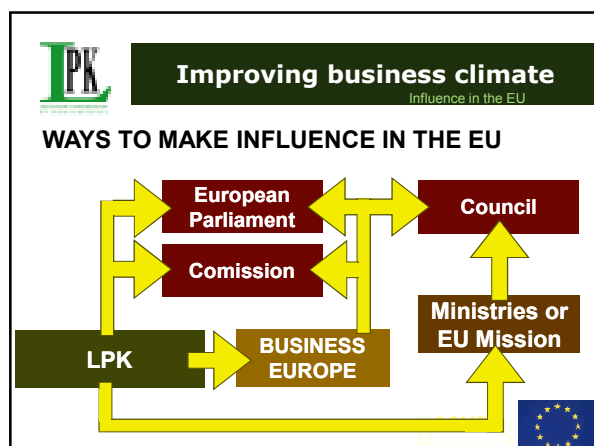
Improving business climate

Influence in Lithuania

TOOLS IN NATIONAL LEVEL

- Formal and informal political contacts to politicians
- Contributing with analyses and reports
- Participating in working committees and reviews
- Weekly conferences and meetings
- Preparation of legislative acts
- Reaction to new legislative projects
- Joining with the initiatives
- Public speeches



IPK **Improving business climate**
Influence in the EU

TOOLS IN EU LEVEL

- Formal and informal political contacts to politicians
- Reaction to new legislative projects (green papers, white papers, etc.)
- Contributing with analyses and reports
- Announcement of initiatives
- Joining with the new initiatives
- Cooperation with umbrella organizations
BUSINESSEUROPE, ILO, MKPP

BOSMIP **2**
Bringing Business Together

IPK **Export promotion**
Export promotion

**2. Export promotion:
the role of Public and Private sector**

BOSMIP **2**
Bringing Business Together

LPK **Export promotion-LPK activities**
Honorary ambassadors and Representatives

Honorary ambassadors
France (since 2001)
Poland (2002)
Canada (2002)
Denmark (2002)
Finland (2003)
Belgium (2003)
Estonia (2003)
USA (2004)
Latvia (2005)
Spain (2008)
Kyrgyzstan (2008)
Israel (2009)



Representatives
Russia (2010)
MENA Countries (2010)

BOSMIP 2 

LPK **Export promotion-LPK activities**
LPK activities

- Information providing
- Round tables
- Meetings with ambassadors
- Business missions

BOSMIP 2 

LPK **Export promotion-Public activities**
Lithuanian Business Support Agency

NEW POSSIBILITIES

The aim of this measure is to foster companies to search for new partners and to boost sales in foreign markets.

Supported activities:

- Preparation of the strategy for exports development;
- Research of targeted foreign markets and purchase of market players related information;
- Preparation of marketing materials to enhance visibility of the company in foreign markets;
- Representations of the company and its products during various expositions and trade Fairs;
- Employment of marketing specialists in exports;
- The amount of requested financial support: from 7'200 EUR to 58'000 EUR.
- Maximum intensity of the financial aid: 70%.

BOSMIP 2 



Export promotion-Public activities

Enterprise Lithuania

SUBMISSION OF INFORMATION

- Export databases (Datamonitor, Euromonitor, Compass, Int. trade center, BioNet etc.),
- Export guide
- Remote trainings INTEL+ (export simulation)
- www.trademeeting.lt
- Timetable of exhibitions
- Arriving business missions





Export promotion-Public activities

Enterprise Lithuania

EXPORT ACADEMY



Priority: SME and producers





Export promotion-Public activities

Enterprise Lithuania

COMPETITIVENESS CENTER

1. Analysis of Company
 - Human resources
 - Financial management
 - Production management
 - Marketing
2. Consultations





Export promotion-Public activities
Enterprise Lithuania

FIVE or FIVE

5 contacts or 5 meetings





Export promotion-Public activities
Enterprise Lithuania

EXHIBITIONS

Common seminars

→

Stand behavior seminars

→



Individual seminars


→

Participation in exhibitions

→

Further cooperation with contacts


Export promotion-Public activities
Enterprise Lithuania

BUSINESS MISSIONS

Common seminars

→

Stand behavior seminars

→



Preparation of export plan

→

Participation in exhibitions

→

Further cooperation with contacts

SME's as ground of Europe

3. SME's as ground of Europe.

SME's as ground of Europe
SME'S in Lithuania

SME'S IN LITHUANIA

Company type	Total	Large	SME, %
State	108	5	95.37
Municipality	49	0	100
LLC	43'562	79	99.82
JSC	376	53	85.90
Agriculture	402	1	99.75
Personal	20'499	2	99.99

Statistics Dept. of Lithuania, 2011

SME's as ground of Europe
SME'S in the World

ENTERPRISES BY SIZE, 2006

Enterprises^{1,2} by size class
Percentages, 2006³

■ 1-9 ■ 10-49 ■ 50-249 ■ 250+

1. Market economy, excluding financial administration. Manufacturing sectors only for Ireland, Japan, Korea, Luxembourg and the Slovak Republic.
2. Number of establishments for Korea, Japan and Mexico.
3. 2005 for Ireland, 2003 for Mexico.

1. Enterprises with 2 or more persons engaged.
2. Establishments with 5 or more persons engaged.
3. Establishments with 4 or more persons engaged.

4. Data are based on the Establishments & Business Frame of the Regional Statistical Institute of Andalusia (IEA). The data refer to active enterprises, with 4 or more persons engaged and with independent or Andalusian.



SME's as ground of Europe

Small Business Act

SMALL BUSINESS ACT - 10 PRINCIPLES

1. Create an environment in which entrepreneurs and family businesses can thrive and entrepreneurship is rewarded.
2. Ensure that honest entrepreneurs who have faced bankruptcy quickly get a second chance
3. Designe rules according to the 'Think Small first' principle.
4. Make public administrations responsive to SME's' needs.
5. Adapt public policy tools to SME needs : facilitate SMEs' participation in public procurement and better use State Aid possibilities for SMEs'.
6. Facilitate SMEs' access to finance and develop a legal and business environment supportive to timely payments in commercial transactions.
7. Help SMEs to benefit more from the opportunities offered by the Single Market.
8. Promoting the upgrading of skills in SMEs and all forms of innovation.
9. Enable SMEs to turn environmental challenges into opportunities.
10. Encourage and support SME's to benefit from the growth of markets.




Thank you for your attention



