



L4MS

Smart logistics for manufacturing

D6.2

L4MS investment opportunities version 1.0

Confidential

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Abstract

This deliverable will have three versions. This is the first version and it focuses to provide the initial set of investment opportunities for SMEs.

The document describes the current situation on the European investment market and trends for the future. It also describes the different investment opportunities for European SMEs in general. The document then describes the investment opportunities from the L4MS research findings' perspective for European SMEs focusing on investment opportunities that could be applicable for the L4MS investment cases, based on conversations and interviews with people from the member organisations of the L4MS consortium and an initial online research. The report also discusses the challenges and opportunities seen during the process thus far and on-going and future actions of the task 6.2.

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Notification

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History of changes

Version	Date	Author	Change
0.1	30.1.2018	FBOX	Initial Layout and Structure
0.2	21.8.2018	HBD	Updated Layout and Structure
0.3	29.8.2018	HBD	Draft ready for internal pre-review
0.4	30.8.2018	HBD	Minor changes according to feedback from the pre-review by OR. Document ready for internal review.
0.5	5.9.2018	WMC	Internal review
1.0	14.9.2018	HBD	Update based on internal review

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Executive summary

This deliverable will provide the initial set of investment opportunities for SMEs. This is the first version of the deliverable and it will be updated in two more versions based on the future feedback from the pilots and first and second rounds of the Application Experiments.

This document first describes the current situation on the European investment market and trends for the future as well as the different investment opportunities for European SMEs in general. The document then describes the investment opportunities from the L4MS research findings' perspective for European SMEs. The findings were collected from conversations and interviews with people from the member organisations of the L4MS consortium and an initial online research. Both private and public funding opportunities were considered. The research mainly focused on investment opportunities that could be applicable for the L4MS investment cases in the future.

The initial hypothesis was that most SMEs are looking for private funding for investments to digitalize their operations and develop their business and that they were having difficulties in succeeding. Discussions were held with companies and organisations of the L4MS consortium to determine the validity of the hypothesis. The findings of the discussions show that private equity sources work mostly the same, but the availability and activity of players greatly differ by country. Also, excluding bank loans, the companies aren't actively looking for private funding for such development actions as L4MS related investments would be, as they don't want to give out shares of their companies. Based on the feedback the initial hypothesis was dismissed and the focus of work was shifted to public funding.

The discussions about public funding opportunities showed that there are many differences between countries in regards of the offering and amount of available regional and national funding. Some countries, such as Finland and Denmark, have national public funding continuously available for applying. Some countries have public funding opportunities, but the focus is not straight applicable for L4MS related actions. There are countries, such as Lithuania and Hungary, that have special programs targeting companies that have been running for a certain period of time and that focus on their digitalization and development activities. In some countries, like for example in Spain, the regional differences are big. Finally, there are countries like Romania and Cyprus with a lack of regional or national funding opportunities for SMEs, making them rely on funding available straight from EU funding sources.

The document also discusses the challenges and opportunities seen during the process thus far. For example, not all partners know the financial field of their country very well as it is not closely related to their everyday work. Another challenge from L4MS point of view is how to convince countries or regions to open such calls that can be used in L4MS related investment cases. Also, in many countries it seems that even if there is funding available, companies lack the required knowledge to write applications or think it is too difficult or bureaucratic to apply for the funding. From opportunities side, as the project partners are involved in discussions with many decision makers from different countries we see this as an opportunity to use successful practices from some countries to encourage other areas to try something similar.

As this is the first version of the deliverable, the document also describes the on-going and future actions of the task 6.2.



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