



Mr Daniel Calleja Crespo
Director General
DG Enterprise and Industry
European Commission
Avenue d'Auderghem 45
BE-1049 Brussels
Belgium

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Dear Director General,

As you know, BUSINESSEUROPE is very much encouraged to see that relaunching investment in the EU has become one of the top priorities of the new Commission. On this issue, we advocate a holistic approach which includes, amongst other recommendations, action to tackle the obstacles which hamper SME investment decisions and SME access to traditional bank finance.

Now that the Commission is defining its action plan on relaunching investment, I would like to draw your attention to the significant potential of digital financial matchmaking platforms for addressing some of the gaps observed in the market for SME financing.

The establishment of digital financial matchmaking platforms by the leading German operator FINPOINT, and their expansion to a pan-European platform network covering 10 countries in early 2015, shows the significant progress that these marketplaces bring in terms of delivering speed, more choice and more competition, with the result of facilitating an improved access to finance for European SMEs.

We believe that the pan-European deployment of innovative digital matchmaking platforms such as FINPOINT should be facilitated to make the benefits of digital-based financing solutions accessible to SMEs in most of the EU countries.

In our view, finding smart approaches for connecting, in each country and on a cross-border basis, the SME community and the community of lenders interested in SME financing (including banks and specialized investors) should get high attention. Any initiative that you could take to raise awareness about this issue, and to facilitate its solution, would be highly appreciated. In addition, we believe it could be very useful to launch exploratory work to see if a European programme, facility or public-private-partnership could be set up with a view to accelerating the pan-European availability of interlinked digital financial matchmaking platforms.



Of course, realizing the potential of digital platforms will alone not be enough to address Europe's SME financing gap, and we will need to continue to work to improve traditional banking lending routes, in particular.

I thank you in advance for the consideration that you will give to this issue.

Yours sincerely,

Markus J. Beyrer