

Erasmus for Young Entrepreneurs

Latest statistics – January 2017

Erasmus for Young Entrepreneurs is a European exchange programme for entrepreneurs initiated by the European Union in 2009. The programme seeks to give an opportunity to new or aspiring entrepreneurs (NEs) to get a first-hand, practical coaching from experienced entrepreneurs (HEs) running a small and medium sized business (SMEs) in Europe.

It also aims to facilitate exchanges of experience between NEs and HEs established in the European Union¹ and in other participating countries including Armenia, Moldova, the Former Yugoslav Republic of Macedonia, Iceland, Montenegro, Turkey, Albania, Serbia and Bosnia-Herzegovina².

Since it began in 2009, the programme Erasmus for Young Entrepreneurs has provided over 6,274 European NEs with the opportunity to go abroad and collaborate with an experienced host entrepreneur.

After 8 years of existence, nearly 4,520³ exchanges (involving 9,040 new and experienced entrepreneurs) across the 28 EU Members States and 9 additional participating countries have successfully taken place⁴.

Italy is the most represented country with 1,065 new entrepreneurs leaving for another country. Spain supported the second highest number of new entrepreneurs going abroad, followed by Romania, Poland and Germany.

The most popular destination among new entrepreneurs are Spain, which received 764 new entrepreneurs, followed by Italy, the United Kingdom, Germany and Belgium.

Since its launch in 2009, the mobility scheme has seen a constant increase in the number of entrepreneurs taking part in the programme. The result of their participation has a positive impact on the European economy.

Key findings showed that the programme reinforces individuals' entrepreneurial attitude and equips the candidates who participated in the programme with entrepreneurial skills and competences invaluable for their future or newly established business. A participation in the programme also showed that it contributes directly to the creation of new companies, with more than a third of the aspiring entrepreneurs going on to create their own business after the exchange.

In addition, 61% of new entrepreneurs and 54% of the host entrepreneurs surveyed increased their turnover after participating in the programme. Newly established entrepreneurs demonstrate considerably higher survival rates than average European SMEs, whereas 60% of host entrepreneurs gained fresh ideas or techniques, some of which materialised in new products or services

Today, more than **15,296** candidates (NEs and HEs) have applied for the programme, **9,271** (61%) new entrepreneurs and **6,025** (39%) experienced entrepreneurs.

¹ Including the corresponding outermost regions, and overseas countries and territories (OCTs).

² Joined the programme in January 2017.

³ Relationships that are completed, ongoing or about to start. This figure does not include relationships in preparation.

⁴ The 9 additional countries participating to the programme are Albania, Armenia, FYROM, Iceland, Moldova, Montenegro, Turkey, Serbia and Bosnia-Herzegovina. Israel, Liechtenstein and Norway left the programme in January 2016.

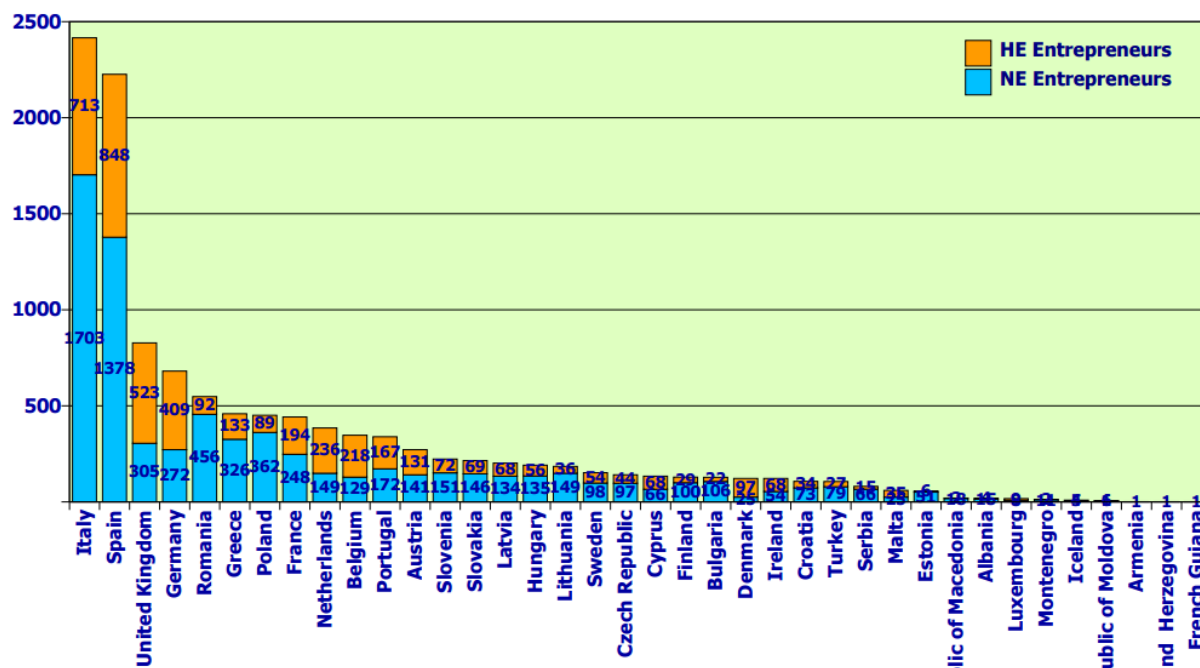
Out of 15,296 applications received, **12,962** (84%) applicants have successfully been accepted for the programme of which **8,080** (62%) are new entrepreneurs and **4,882** (38%) are host entrepreneurs.

Evolution of registrations since the beginning of the programme



The majority of new entrepreneurs are below **40** years old (89%), while host entrepreneurs are mostly below **50** (74%) and one third of the participants are **women**. Almost a quarter of the new entrepreneurs already had a company (for 1 to 3 years) when joining the programme.

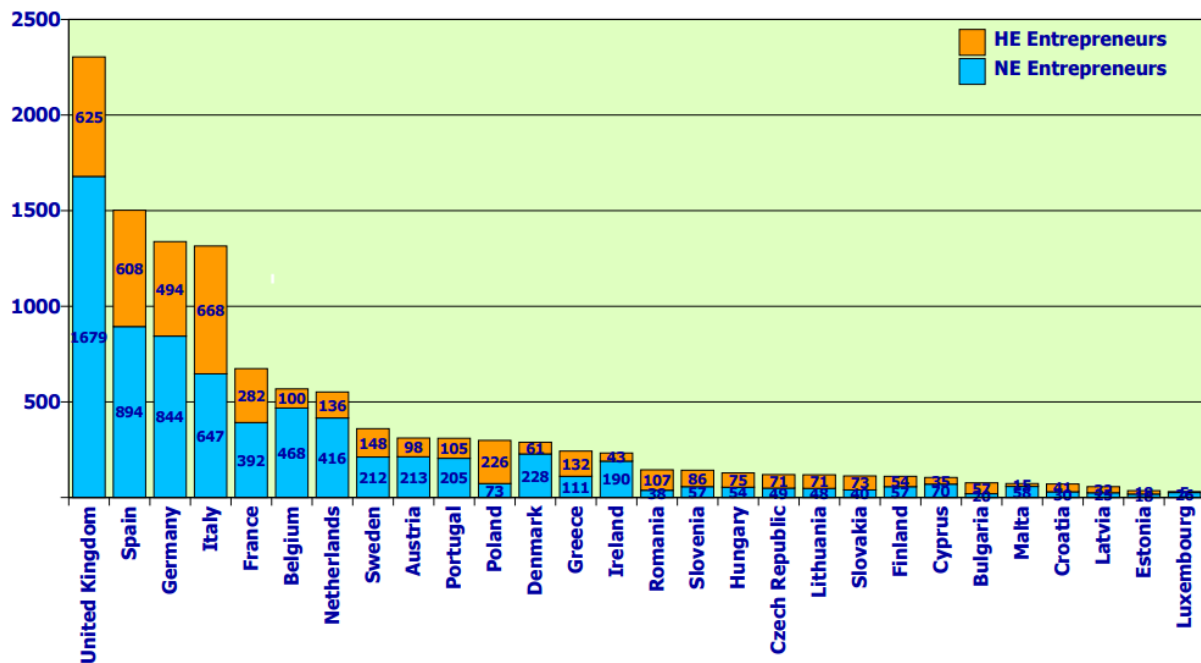
1. Country of origin of entrepreneurs



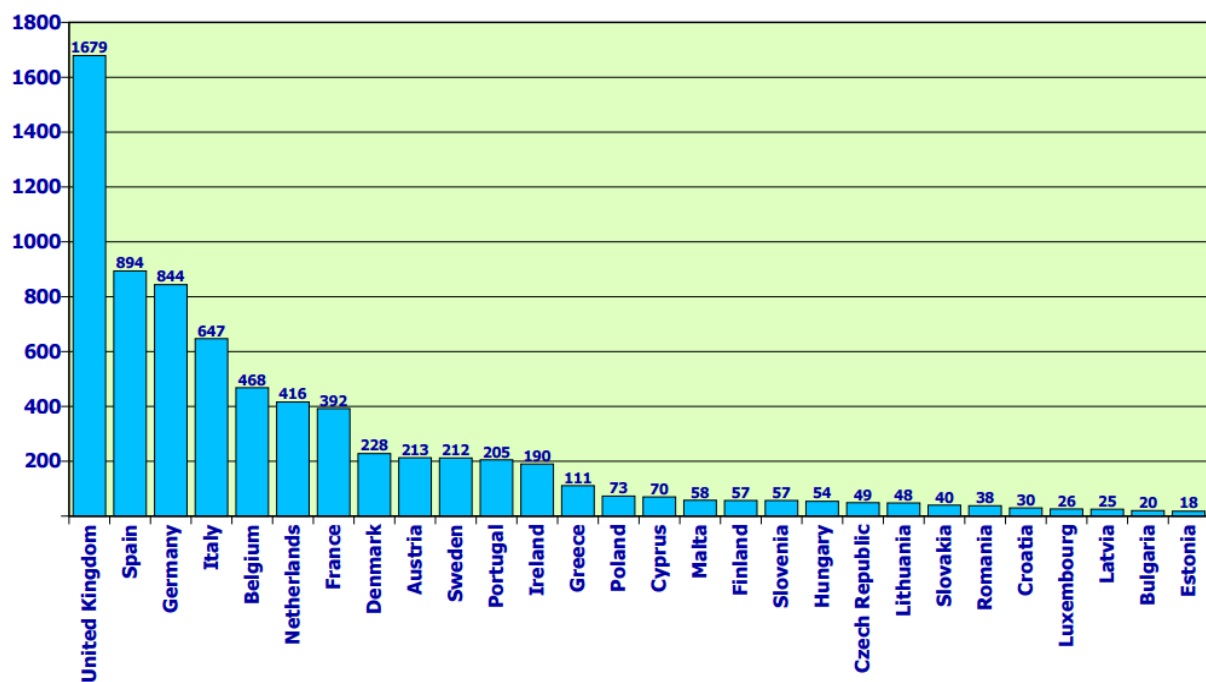
The majority of registered new entrepreneurs come from **Italy** (22.3%), **Spain** (20%), **Romania** (5.7%), **Poland** (5.1%) and **Greece** (4.6 %). Host Entrepreneurs are mostly based in **Spain** (18.3%), **Italy** (15.7%), **United Kingdom** (11.4%), **Germany** (8.6%), and **Belgium** (4.7%).

2. Most popular desired countries

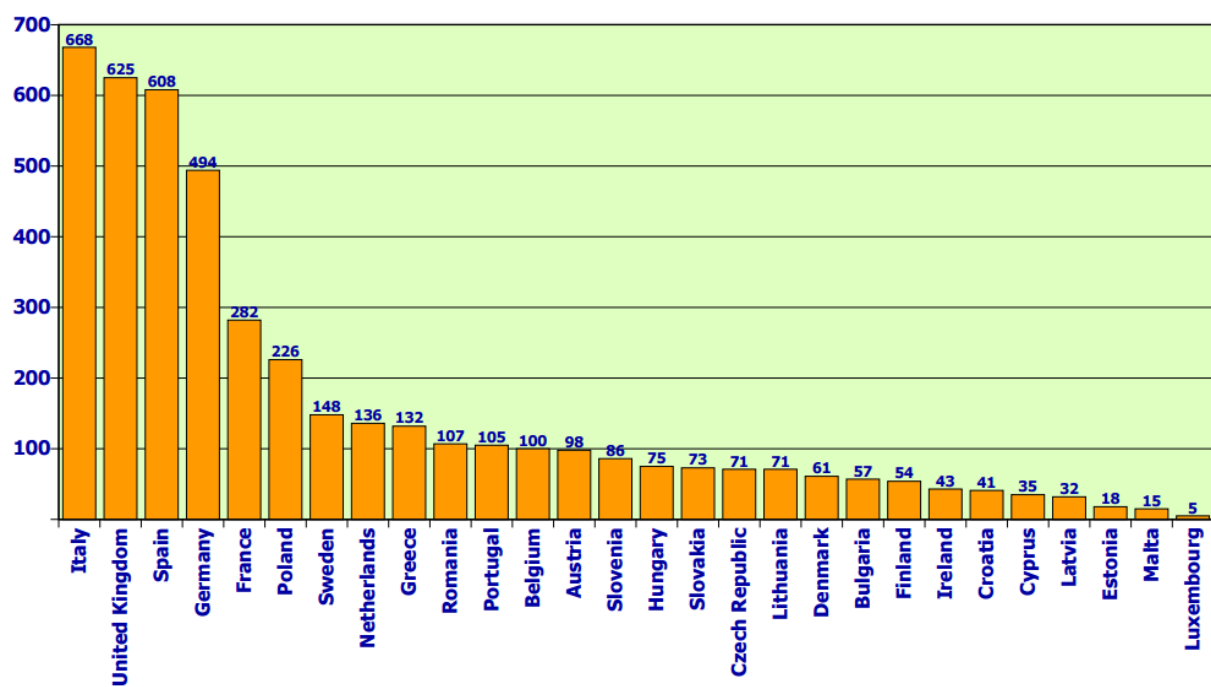
The 5 most popular desired countries for all entrepreneurs are United Kingdom, Spain, Germany and Italy.



New entrepreneurs' preferred destination is by far United Kingdom, followed by Spain, Germany, Italy and Belgium.

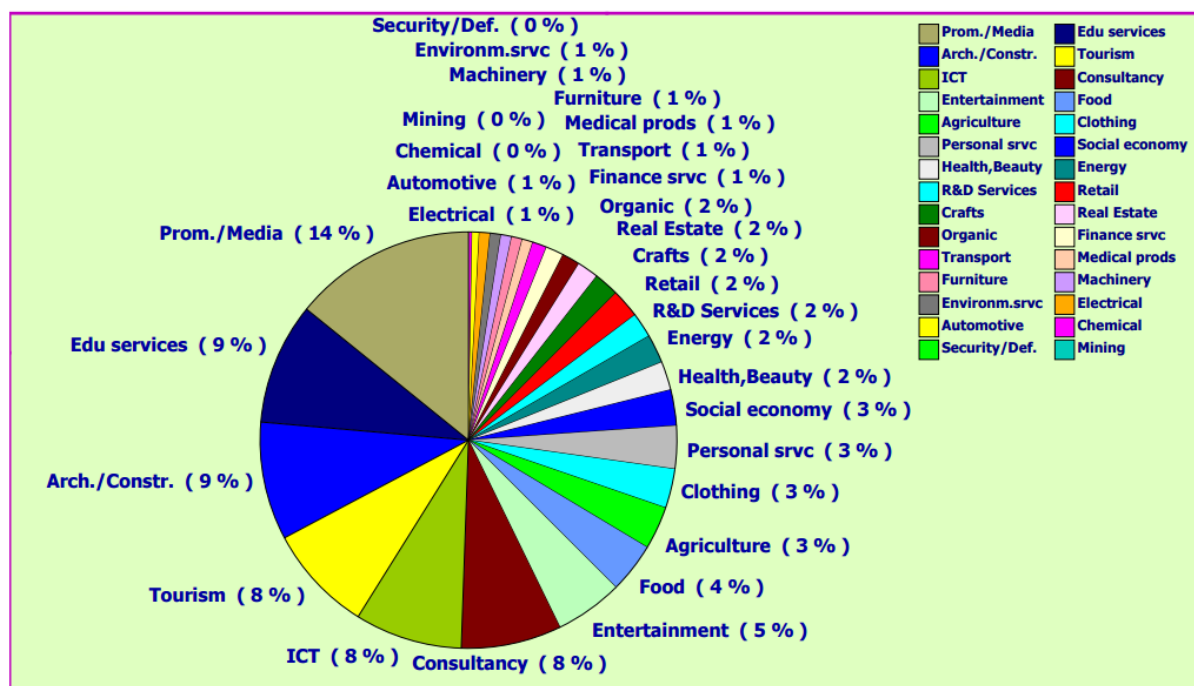


Host entrepreneurs prefer instead welcoming nascent entrepreneurs coming mainly from Italy, UK, Spain, Germany and France.

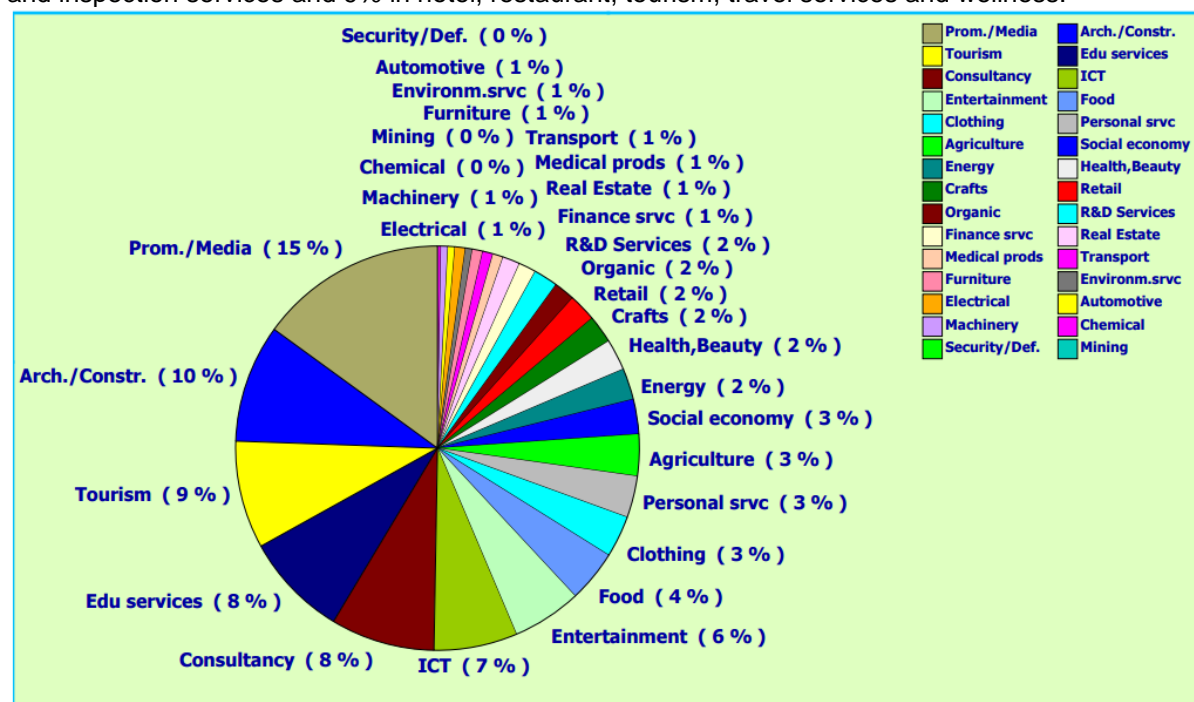


3. Sectors of activity

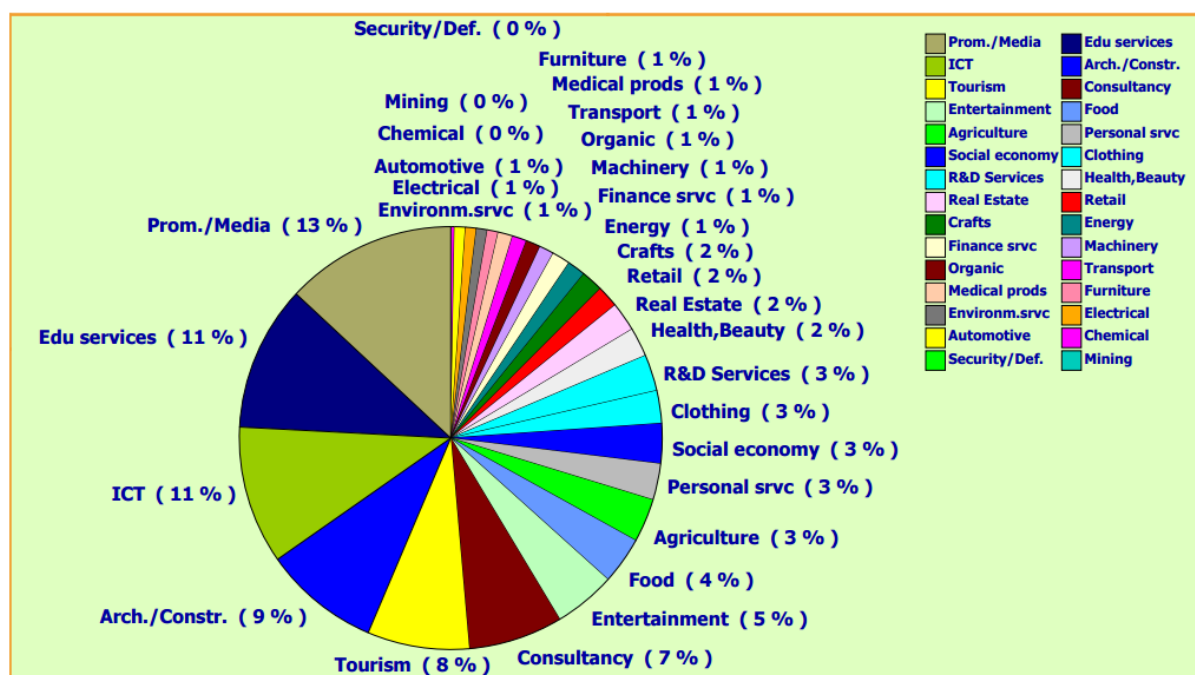
Overall, 14% of all the entrepreneurs accepted to the programme belong to or aspire to create a business in the sector of advertising and promotion services. Well represented business sectors, that account each for 9% of the accepted entrepreneurs, education and training services; and architectural, construction, engineering and inspection services. ICT and tourism account each for 8%.



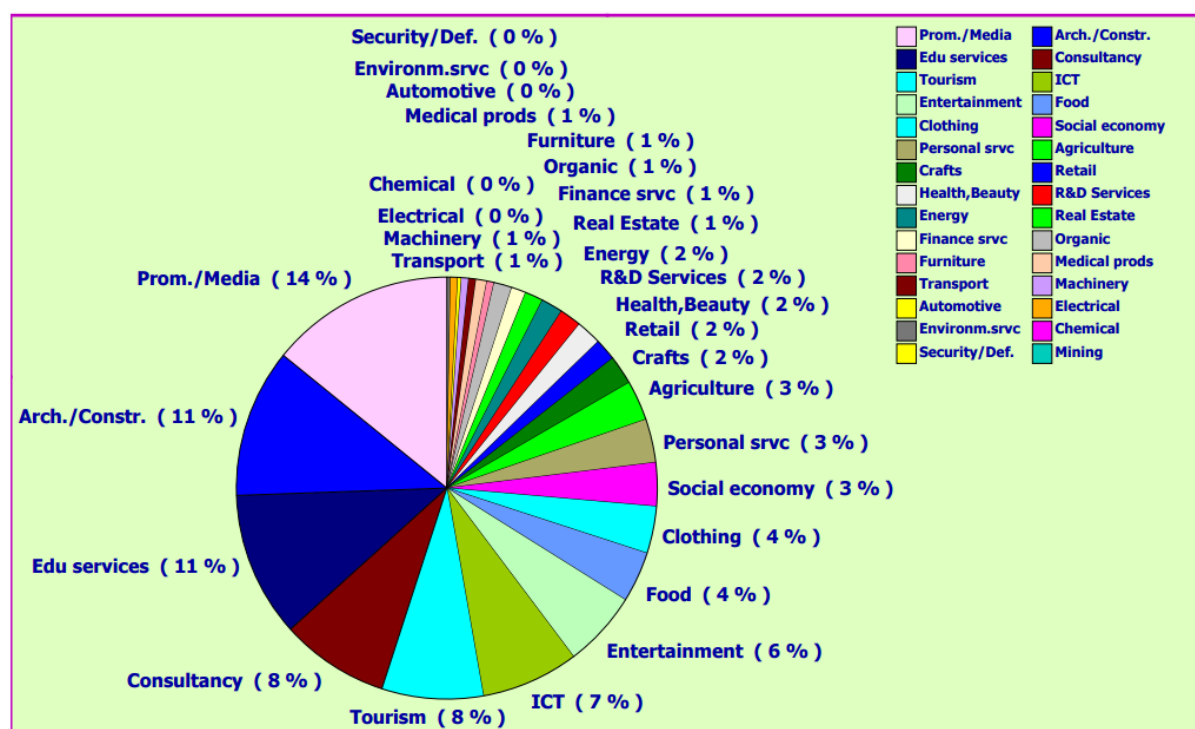
Among all the **new entrepreneurs** accepted to the programme, 15% have or would like to create a business in advertising and promotion services, 10% in architectural, construction, engineering and inspection services and 9% in hotel, restaurant, tourism, travel services and wellness.



Accepted **host entrepreneurs** are mainly active in the advertising and promotion services' sector (13%), in education and training services (11%), and in IT, office and communication equipment, services and supplies (11%).

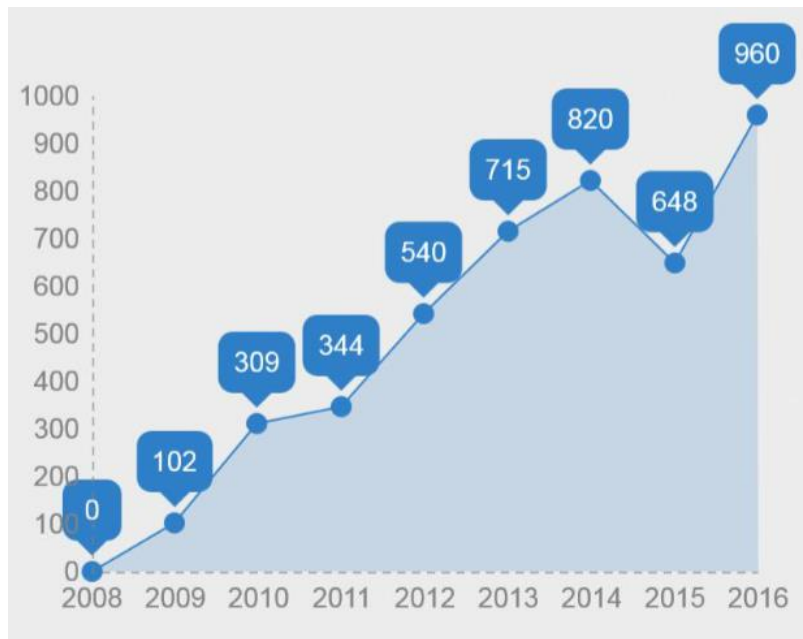


As for the **exchanges** that have actually taken place so far, 14% have involved entrepreneurs from the advertising and promotion services' sector, 11% in education and training services and the same percentage in architectural, construction, engineering and inspection services.



4. Exchanges

Evolution of relationships since 2009



Since the beginning of the programme in 2009, **4,107** exchanges between new and host entrepreneurs have already taken place, **413** exchanges are currently ongoing or ready to start, and **405** are in the preparation phase.

The average duration of the stay abroad is **3 months and 10 days**.

Most represented countries (NEs)

Since the beginning of the programme, Italy remains the most represented country with 1071 new entrepreneurs

leaving for another country. Spain supports the second highest number of new entrepreneurs going abroad- 818, followed by Romania- 2892, Poland- 237, and Germany- 197.

Most popular destinations

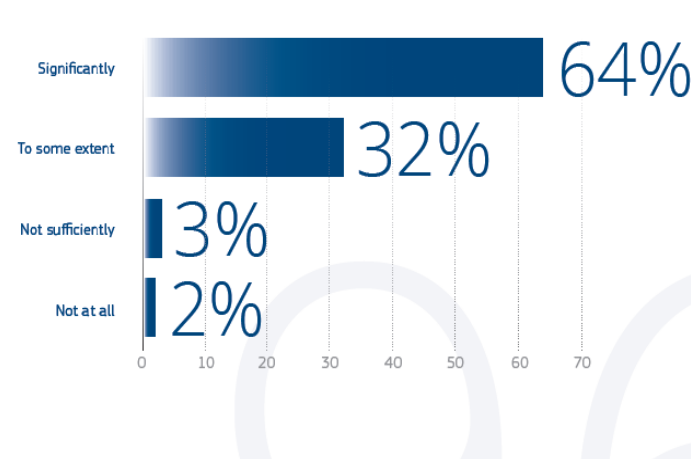
The most popular destination among new entrepreneurs is Spain, which received 764 new entrepreneurs, followed by Italy- 614, United Kingdom- 594, Germany- 506, and Belgium-340.

Feedback from entrepreneurs who had an exchange in the programme

Contribution to the entrepreneurial ambition of new entrepreneurs

Erasmus for Young Entrepreneurs promotes entrepreneurial attitudes by supporting people with the ambition to start their own business and helping existing entrepreneurs to realise their full potential in today's global economy.

Almost half (44%) of the new entrepreneurs who have participated in the programme, 'always dreamed of becoming an entrepreneur', and 96% consider that the programme has contributed to their ambition of becoming entrepreneurs.



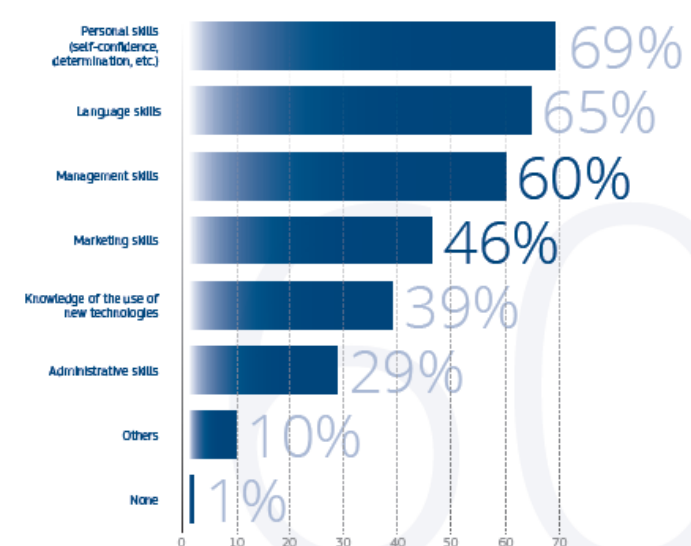
The long-term results prove that the exchange is a real turning point for start-up entrepreneurs.

78% of the new entrepreneurs who created their company after the exchange consider that the programme contributed significantly to their ambition to set up a business.

Participating host entrepreneurs confirm that the scheme strengthens the entrepreneurial spirit by helping them to develop new ideas and expand their own businesses (64%).

Most of them are also driven by the motivation of sharing knowledge and experience with a new entrepreneur and acting as a mentor (62%).

Skills acquired by new entrepreneurs



competences (46%).

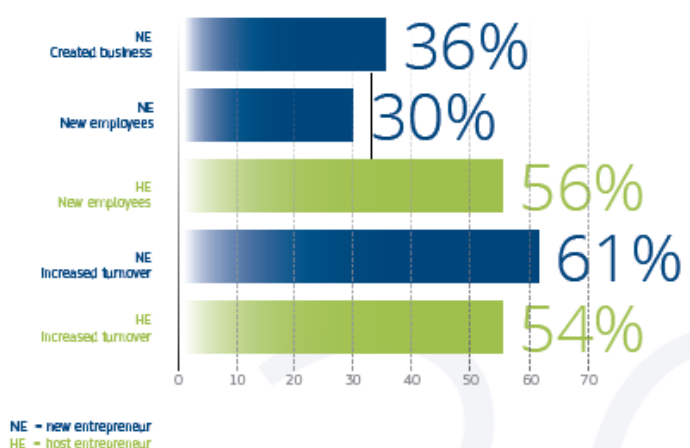
To boost entrepreneurial drive, small firm managers need to be equipped with the necessary skills to successfully run and develop their company in a complex world.

Erasmus for Young Entrepreneurs supports the acquisition and strengthening of a wide range of entrepreneurial skills and attitudes, both soft and hard, ranging from confidence, managerial and administrative skills to more technical skills.

60% of the programme's new entrepreneurs fine-tuned their management skills and almost half of them acquired new marketing

Impacts on business creation

One third of the aspiring entrepreneurs who have participated in the programme (36.5%) have created their own business and more than half of the new entrepreneurs (58.3%) consider the exchange made a considerable positive contribution to the start of their company. This is a positive and encouraging result considering the 5% drop in overall business creation in Europe from 2009-2011.



The business growth experienced by the entrepreneurs participating in the programme has been stronger than the average performance of European micro and small enterprises during the economic crisis.

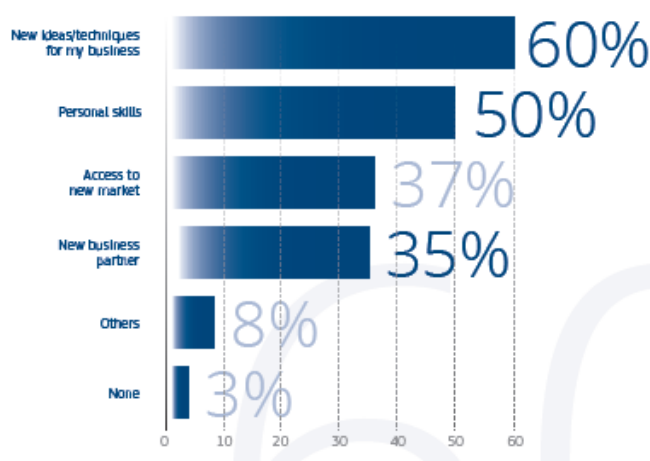
61% of new entrepreneurs and 54% of host entrepreneurs surveyed increased their turnover after participating in the programme. Furthermore, 56% of host entrepreneurs and 30% of new entrepreneurs hired new staff after their exchange.

Newly established entrepreneurs that participated in Erasmus for Young Entrepreneurs demonstrate considerably

higher survival rates than average European SMEs. While 87% of new entrepreneurs from the programme are still in business after their exchange, the average three-year survival rate of companies in Europe stands at 57%.

Skills acquired by new entrepreneurs

Participating businesses prove to be relatively more active than the EU average in developing new products and services. 53% of the host entrepreneurs and 73% of the new entrepreneurs have developed new products or services, compared to the 35% of SMEs at EU level from 2007-2010.

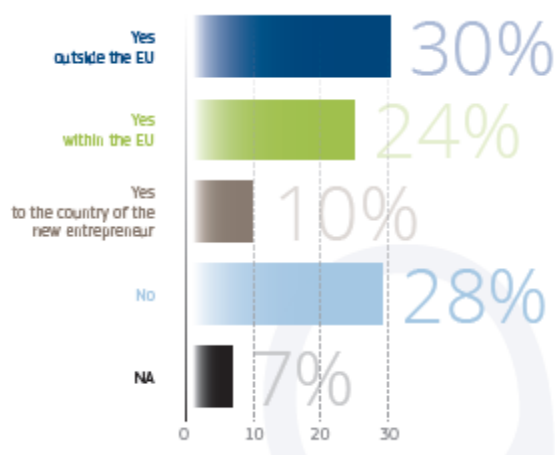


The majority of new entrepreneurs (81%) identified potential new business opportunities and half of them found a partner to sell their products or services to or to purchase from during their exchange.

Host entrepreneurs use the programme as a platform for low-risk experimentation in potential business expansion. 60% of them gained fresh ideas or techniques, some of which materialised in new products or services. One of the immediate positive impacts of this is that more than half of these entrepreneurs increased their turnover.

Host entrepreneurs - operations extended to foreign markets

90% of the programme's new entrepreneurs acquired knowledge about new markets during the exchange. Furthermore, 80% of new entrepreneurs established a broad range of international contacts and grew their business networks. Some also expanded their business activities to other countries.



By teaming up with partners from other countries, nearly two-thirds of host entrepreneurs (65%), well above the European average, extend their operations to other national markets after the exchange, with a quarter of them going on to operate specifically in the country of the visiting entrepreneur.

Further information

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