

Working with EUDs' series

# THE VOICE OF EUROPEAN BUSINESS



EUROPEAN  
BUSINESS  
ORGANISATION  
WORLDWIDE NETWORK

# Case 1

### Organisation Profile

- Established in September 2009 under the Trade Association.
- Founded by European businesses
- The primary objective was facilitating business activities between the European Union and the third market.
- Operated as a non-profit organisation
- Self-funded with four membership fee-based tiers:
  - 10% Premium Members
  - 60% Corporate Members
  - 20% SME Members
  - 10% Individual Members
- Has established five working groups to address the specific interests of its members:
  - Automotive (since October 2009)
  - Aerospace
  - Agro and Food
  - Energy
  - Healthcare
- Founding member of the EBOWN Network
- Contributed to global and regional growth
- Presenting reports on automotive and energy sectors to European stakeholders.

### EU Interventions

- Recommended to EBOWN by DG GROW
- Relations with the EU Delegation strained
- Funding of a new organisation through the EU instrument - Industrialised Countries Instrument - ICI
- Creation of a new European organisation to set up the chamber
- Request for submission of the organisation's Memorandum of Articles in 2011 to create the new European Organisation
- Pressure by EU Delegation to allow accept new entrant as member of EBOWN

### EBO Next steps

- Discussions with EUD
- Position Paper to EU stakeholders, European parliament
- Intervention of EBOWN and position paper to EU stakeholders

# Case 2

## Working with EUD's



### EU Interventions

### Organisation Profile

- Established in 2015
- Support and collective representation of European businesses.
- Operated as a non-profit organisation
- Representing over 10 key sectors, from
  - Energy
  - Healthcare
  - Oil and Gas
  - Logistics
  - Retail
  - Telecommunications
- Members of the EBOWN
- Cooperation with the Member States

- Recommended to EBOWN by DG GROW
- Previous Relations with the EU Delegation positive
  - Including direction by the earlier EUD representatives to collaborate with the EBO
- Pressure by EUD to increase membership representation
- Creation of a new organisation, a Federation model
- Pressure by EU Delegation to allow accept new entrant as member of EBOWN

### EBO Next steps

- Grey area, and lack of proactive action.

# Case 3

## Working with EUD's



### EU Interventions

- Strained relations with EUD
- Difference in stance: Political Perspective vs Business Perspective
- Taking over EBOs independent initiative

### EBO Next steps

- Establish direct relations with EU stakeholders to present the European Business position.
- Loosing to pressure from the EUD on the independent initiative
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### Organisation Profile

- Established Non-Profit
- Seed funding is provided to build capacity
- Founding Member of the EBOWN
- Actively involved with Member States
- Established the first EU Investor Dialogue

- Stakeholder mapping for key stakeholders within the EU
- Enhance relations with EU stakeholders: DGs INTPA, TRADE, European Parliament Trade Committees.
- Enhance cooperation with Member States, especially the smaller member states with limited representation in the market.
- Identify commonalities between EBO and EUD/EU Country strategies or regional strategies.

### At Network Level

- Organise a regional meeting among EBOs and EUDs
- Identify contact points at DG INTPA & TRADE
- Assist in connecting with EU Stakeholder outreach



Thank You