**Entrepreneurial Orientation, Innovation Capabilities and Export Performance**

This working paper looks at the Entrepreneurial Orientation – Export Performance link. We argue that Export Performance could be considered as an important performance facet for SMEs. We then conceptualize Innovation Capabilities a set of three innovation-sourcing capabilities: technology, market and design. Finally, we suggest that these Innovation Capabilities could play a significant mediating role between Entrepreneurial Orientation and Export Performance. Hypotheses are tested merging two different databases coming from two surveys carried out in the Italian and Spanish ceramic tiles industries in 2004 and 2012. Results are discussed and some future avenues of research are outlined.