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Economic Growth, Development and Integration in East Asia: the Role and Contribution of SMEs

Author(s)
Harvie, Charles

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Economic Growth, Development and Integration in East Asia - the role and contribution of SMEs

Charles Harvie
School of Economics
and
Director
Centre for Small Business and Regional Research
University of Wollongong
OUTLINE OF PRESENTATION

1. OVERVIEW OF ISSUES

2. ROLE AND SIGNIFICANCE OF THE SME SECTOR IN THE ECONOMIES OF EAST ASIA

3. SME CAPACITY BUILDING

4. GOVERNMENT’S ROLE AND SUPPORT FOR SMEs

5. SMEs AND REGIONAL COMPETITIVENESS STRATEGIES

6. CONCLUSIONS AND POLICY IMPLICATIONS
1. OVERVIEW OF ISSUES

GLOBALISATION CHARACTERISTICS AND DRIVERS:

1. TRADE LIBERALISATION
2. CAPITAL FLOWS LIBERALISATION (FDI AND FINANCE)
3. TECHNOLOGY FLOWS AND ADVANCES (ICT AND PRODUCTION DISCONTINUITIES)
4. FLOWS OF KNOWLEDGE AND IDEAS
5. FLOWS OF LABOUR (SKILLED)
6. TRANSPORTATION ADVANCES AND COSTS
SMEs AND GLOBALISATION

CHALLENGES

- Lack of resources (finance, technology, skilled labour, access to markets, information)
- Lack of economies of scale and scope
- Face higher transaction costs
- Lack of information, knowledge and experience in international markets
- Market structure (greater concentration)
- Cannot compete against larger firms (R&D and innovation)
Why then are there so many SMEs?

OPPORTUNITIES

• Niche Markets (Customisation)

• Discontinuities in production (Technology)

• Reduced product life cycles (Flexibility more important than volume)

• Global production system (Core business and subcontracting)

• Global retail sourcing - ‘putting out’

• Growth of service sector (Rising affluence in post-industrial societies)

• Importance of knowledge/skills rather than volume in the new economy (Competitiveness)
• REDUCED BUREAUCRACY AND GREATER FLEXIBILITY TO CHANGING CUSTOMER DEMANDS

• INNOVATION (KNOWLEDGE SKILL INTENSIVE, LOWER ENTRY COSTS)

• E-COMMERCE (EXPANDED MARKET REACH AND INFORMATION)

• CLUSTERING AND NETWORKING

• TECHNOLOGY DEVELOPMENT, ADAPTATION AND APPLICATION (FLEXIBILITY)

• RECOGNITION BY POLICY MAKERS (DEVELOPING ECONOMIES)
THEORY - FIRM SIZE DISTRIBUTION

KEY FACTORS:

1. TECHNOLOGY BASED ECONOMIES OF SCALE
2. RESOURCE ENDOWMENTS
3. TRANSACTION COSTS (COASE, 1938)
4. MARKET STRUCTURE/COMPETITION
5. CONSUMER/MARKET DEMAND
6. STAGE OF DEVELOPMENT
SME CONTRIBUTION TO ECONOMIC DEVELOPMENT AND GROWTH FROM THE LITERATURE

> GROWTH/ OUTPUT
> EMPLOYMENT
> EXPORTS
> POVERTY ALLEVIATION
> ECONOMIC EMPOWERMENT
> INCOME AND WEALTH DISTRIBUTION
> REGIONAL DEVELOPMENT

> NETWORKING AND CLUSTERING (SOURCE OF COMPETITIVENESS IN DEVELOPED/DEVELOPING ECONOMY)
2. **ROLE AND SIGNIFICANCE OF THE SME SECTOR IN THE ECONOMIES OF EAST ASIA**

- NUMBERS (Tables 1, 2)
- EMPLOYMENT (Table 3, 4)
- OUTPUT/VALUE ADDED (Table 5)
- EXPORTS (Table 6)
- FDI
TABLE 1:
Number of Private Non-Agricultural SMEs as a Percentage of Firms, Selected APEC Countries (%), 1999

<table>
<thead>
<tr>
<th>Country</th>
<th>Micro (&lt;5 employees)</th>
<th>Small (5-19 employees)</th>
<th>Medium (20-99 employees)</th>
<th>All SMEs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>69.9</td>
<td>24.3</td>
<td>4.9</td>
<td>99.0</td>
</tr>
<tr>
<td>Chile</td>
<td>82.1</td>
<td>15.0</td>
<td>2.1</td>
<td>99.1</td>
</tr>
<tr>
<td>Hong Kong, China</td>
<td>86.8</td>
<td>7.6</td>
<td>4.9</td>
<td>99.3</td>
</tr>
<tr>
<td>Japan</td>
<td>56.5</td>
<td>34.7</td>
<td>7.4</td>
<td>98.7</td>
</tr>
<tr>
<td>Korea</td>
<td>72.7</td>
<td>17.8</td>
<td>8.6</td>
<td>99.1</td>
</tr>
<tr>
<td>Mexico</td>
<td>91.7</td>
<td>6.3</td>
<td>1.6</td>
<td>99.6</td>
</tr>
<tr>
<td>New Zealand</td>
<td>84.2</td>
<td>7.1</td>
<td>8.0</td>
<td>99.4</td>
</tr>
<tr>
<td>Peru</td>
<td>96.5</td>
<td>3.1</td>
<td>0.3</td>
<td>99.9</td>
</tr>
<tr>
<td>Philippines</td>
<td>91.1</td>
<td>8.2</td>
<td>0.4</td>
<td>99.6</td>
</tr>
<tr>
<td>Singapore</td>
<td>67.4</td>
<td>24.3</td>
<td>6.1</td>
<td>97.8</td>
</tr>
<tr>
<td>Thailand</td>
<td>79.0</td>
<td>18.4</td>
<td>2.0</td>
<td>99.4</td>
</tr>
<tr>
<td>USA</td>
<td>60.5</td>
<td>28.9</td>
<td>8.9</td>
<td>98.3</td>
</tr>
</tbody>
</table>

Source: Hall (2002)
### TABLE 3:
Contribution of Micro, Small and Medium Sized Enterprises to Private Non-Agricultural Employment, Selected APEC Countries (%), 1999

<table>
<thead>
<tr>
<th>Country</th>
<th>Micro (&lt;5 employees)</th>
<th>Small (5-19 employees)</th>
<th>Medium (20-99 employees)</th>
<th>All SMEs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>25.9</td>
<td>20.9</td>
<td>19.2</td>
<td>66.0</td>
</tr>
<tr>
<td>Hong Kong, China</td>
<td>31.1</td>
<td>13.0</td>
<td>24.8</td>
<td>59.4</td>
</tr>
<tr>
<td>Japan</td>
<td>13.1</td>
<td>29.9</td>
<td>26.9</td>
<td>69.9</td>
</tr>
<tr>
<td>Korea</td>
<td>31.2</td>
<td>11.3</td>
<td>36.2</td>
<td>78.7</td>
</tr>
<tr>
<td>Mexico</td>
<td>36.2</td>
<td>13.9</td>
<td>15.2</td>
<td>65.2</td>
</tr>
<tr>
<td>New Zealand</td>
<td>23.0</td>
<td>18.0</td>
<td>19.0</td>
<td>60.0</td>
</tr>
<tr>
<td>Peru</td>
<td>62.5</td>
<td>16.6</td>
<td>8.8</td>
<td>87.9</td>
</tr>
<tr>
<td>Philippines</td>
<td>36.7</td>
<td>25.8</td>
<td>7.1</td>
<td>69.5</td>
</tr>
<tr>
<td>Singapore</td>
<td>7.1</td>
<td>16.8</td>
<td>19.2</td>
<td>43.1</td>
</tr>
<tr>
<td>USA</td>
<td>5.2</td>
<td>13.6</td>
<td>17.9</td>
<td>36.7</td>
</tr>
</tbody>
</table>

*Source: Hall (2002)*
Table 8 provides a summary of key common features, differences and policy issues, in the profile of SMEs in East Asia discussed in this section.
## Table 8 A Summary Profile of SMEs in East Asia/APEC

<table>
<thead>
<tr>
<th>Key features</th>
<th>Regional differences and policy issues</th>
</tr>
</thead>
</table>
| **Numbers of Enterprises** | 1. There are about 20 to 30 million SMEs in East Asia.  
2. They account for 98% of all enterprises.  
3. Micro-enterprises account for about 73% of all private sector enterprises.  
4. On average there are about 85 people for every SME. | 1. Most of the SMEs are in China (8 million) and Japan (5 million) and Korea (2.6 million) which together have 70% of the SMEs in East Asia.  
2. In developed economies there are only about 20 people per SME, but the ratio is above 100 in the developing economies, especially in China, Vietnam, Philippines and Indonesia. |
| **Employment** | 5. SMEs employ about 60% of the private sector workforce, and 30% of the total workforce.  
6. Micro-enterprises employ about 21% of total APEC wide employment.  
7. Over 95% of enterprises employ less than 100 people, and over 80% employ less than 5 people.  
8. SMEs contribute about 70% of net employment growth.  
9. SMEs provide about 80% of employment in the services sector, and about 15% in the manufacturing sector.  
10. Women make up about 30% of employers/self employed in APEC – mainly in micro-enterprises. | 3. In developing economies (below about $15,000 USD per head income) SMEs employ about 75% of people, above $15,000 the level is closer to 50%. Japan is a major exception - Japan’s SMEs employ around 80% of the workforce.  
4. More developed economies seem to have more medium sized SMEs and they play a greater role. Developing economies seem more likely to have a “missing middle”.  
5. In developed economies most of this growth probably comes from fast growth firms, in developing economies a higher proportion probably comes from net start ups. |
<table>
<thead>
<tr>
<th>Output measures (sales, value added etc)</th>
<th>11. SMEs contribute about 50% of sales, value added or output.</th>
<th>6. The contribution varies from lows of 15% (Singapore) and 30% (Australia) to about 60% for most other economies.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exports</td>
<td>12. SMEs generate about 30% of direct exports (US$930 billion in 2000), much less than the SME contribution to employment (about 60% to 70%) or output (about 50%). 13. SMEs contribute indirectly to trade through supply chain relationships with other firms. SME contribution to total trade could rise to 50%.</td>
<td>7. SME exports figures are difficult to verify, but they range from about 5% or less (Indonesia) to around 40% (Korea) of total exports. 8. Tariff cuts have increased total APEC member trade, but the SME contribution to direct exports has remained static or declined. Reductions in tariffs have not benefited SMEs, more emphasis needs to be put on tackling non tariff barriers if SMEs are to benefit from trade expansion.</td>
</tr>
<tr>
<td>FDI</td>
<td>14. SMEs generate about 50% of cases of FDI, but only less than 10% of value of FDI.</td>
<td>9. Korean, Japanese and Chinese Taipei SMEs contribute most FDI originating in the East Asian region.</td>
</tr>
<tr>
<td>Entrepreneurial Engine, international potential, and the new economy.</td>
<td>15. SMEs already contribute the bulk of growth, and SMEs could make a much bigger contribution to the Asian regional economy if efforts were made to address impediments to SME internationalization. This could add as much as $1.18 trillion in trade over a 5 year period. 16. SMEs moving towards services and away from agriculture and manufacturing.</td>
<td>10. The developing economies need to create about 50 to 70 million more SMEs if they are to achieve “benchmark” levels of SME activity. 11. To achieve maximum gain from trade it is essential to improve governance, building capacity, reducing transaction costs, promoting further liberalization, addressing non tariff barriers, increasing internet access and facilitating trade and investment to improve the capacity of SMEs to export. 12. Capacity building includes: access to finance; improved professional skills (IT, management, accounting and entrepreneurship); improved business infrastructure; removal of trade barriers that particularly adversely affect SMEs. 13. E-commerce use of SMEs lags larger enterprises. Important for cost saving and growth potential. Usage of technology a problem due to: set up and usage costs; lack of adequate infrastructure and IT skills.</td>
</tr>
</tbody>
</table>

KEY POINTS (Table 8)

> THE REGION HAS A SIGNIFICANT, SIZEABLE AND RAPIDLY EXPANDING SME SECTOR

> THE SME SECTOR CONTRIBUTION VARIES BY COUNTRY AND DEPENDS ON:

STAGE OF ECONOMIC DEVELOPMENT

COUNTRY INSTITUTIONS

NATURE AND EXTENT OF DOMESTIC ENTREPRENEURIALISM AND INNOVATION

EXTENT OF MARKET OPENING AND COMPETITIVENESS

ACCESS TO TECHNOLOGY

ACCESS TO FINANCE
DEVELOPMENT OF HUMAN RESOURCES

ACCESS TO MARKET INFORMATION

ABILITY TO EXPLOIT EXPORT OPPORTUNITIES EITHER DIRECTLY OR AS PART OF THE SUPPLY CHAIN OF MNCS

MARKET FRIENDLY AND SUPPORTIVE GOVERNMENT POLICIES

> CLEAR REGIONAL TRENDS TOWARDS GLOBALISATION AND INCREASED REGIONAL INTEGRATION

> IMPORTANT TO FULLY EXPLOIT EXPORT POTENTIAL OF SMES (ICT AND REDUCED TRADE BARRIERS)
SMES AS THE ENTREPRENEURIAL ENGINE OF EAST ASIA

1. SMEs PROVIDE THE LI ON’S SHARE OF GROWTH (70 PER CENT OF EMPLOYMENT GROWTH). ALMOST ALL NET EMPLOYMENT CREATION IN CHINA, VIETNAM AND INDONESIA IN THE LAST 5-10 YEARS HAS BEEN IN SMES. LARGE FIRMS HAVE BEEN NET JOB LOSERS AS THEY DOWNSIZE.

2. THE ENTREPRENEURIAL ENGINE IS UNDER-POWERED (CHINA, INDONESIA, PHILIPPINES, THAILAND AND VIETNAM (SEE TABLE 7)

70 MILLION MORE ENTERPRISES REQUIRED MANAGERIAL SKILLS AND TRAINING. HUGE POTENTIAL FOR SME START UPS IN CHINA, INDONESIA AND VIETNAM MAJOR SOURCE OF FUTURE JOBS AND ECONOMIC GROWTH
### TABLE 7:
SME intensity in developing East Asia
(millions and ratio)

<table>
<thead>
<tr>
<th>Country</th>
<th>Population</th>
<th>Estimated number of SMEs now</th>
<th>Benchmark SMEs if ratio is 20 people per SME</th>
<th>Additional SMEs needed to meet benchmark</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>1244.2</td>
<td>8.0</td>
<td>62.2</td>
<td>54.2</td>
</tr>
<tr>
<td>Indonesia</td>
<td>203.4</td>
<td>2.0</td>
<td>10.2</td>
<td>8.2</td>
</tr>
<tr>
<td>Philippines</td>
<td>71.4</td>
<td>0.5</td>
<td>3.6</td>
<td>3.1</td>
</tr>
<tr>
<td>Thailand</td>
<td>59.7</td>
<td>0.67</td>
<td>3.0</td>
<td>2.3</td>
</tr>
<tr>
<td>Vietnam</td>
<td>76.5</td>
<td>0.5</td>
<td>3.8</td>
<td>3.3</td>
</tr>
<tr>
<td>Totals</td>
<td>1655.2</td>
<td>11.7</td>
<td>82.8</td>
<td>71.1</td>
</tr>
</tbody>
</table>

Source: Hall (2002)
3. **NET START-UPS WILL CONTRIBUTE THE BULK OF THE CONTRIBUTION TO GROWTH IN DEVELOPING EAST ASIA.** IN DEVELOPED EAST ASIA THE BULK OF THE GROWTH CONTRIBUTION WILL COME FROM HIGH GROWTH FIRMS

4. **THE SME ENTREPRENEURIAL ENGINE IS BEING INTERNATIONALISED.** JAPAN, KOREA AND TAIWAN LABOUR INTENSIVE SMES HAVE EXPANDED OPERATIONS OVERSEAS IN EAST ASIA (ICT, E-COMMERCE, TECHNOLOGY AND SOCIAL CHANGES)
CROSS COUNTRY COMPARISONS – A CAVEAT

SUCH COMPARISONS SHOULD TAKE INTO CONSIDERATION COUNTRY DIFFERENCES IN:

• RESOURCES/ ENDOWMENTS
• ECONOMIC STRUCTURE
• STAGE OF DEVELOPMENT
• INSTITUTIONS (GOVERNMENT AND MARKET)
• CULTURE
• HISTORY
• HETEROGENEITY OF THE SME SECTOR ITSELF (Table A)
# TABLE A: Private SME characteristics

<table>
<thead>
<tr>
<th>Characteristic</th>
<th>Actual</th>
<th>Desired</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Type of business activity</strong></td>
<td>Agricultural, industry - Low value adding, low skill</td>
<td>High tech, manufacturing, services - High value adding, high skill</td>
</tr>
<tr>
<td><strong>Business size</strong></td>
<td>Sole</td>
<td>Micro</td>
</tr>
<tr>
<td><strong>Business objectives</strong></td>
<td>Livelihood</td>
<td>Growth oriented</td>
</tr>
<tr>
<td><strong>Macro-economy</strong></td>
<td>Developing/Poor</td>
<td>Advanced/Rich</td>
</tr>
<tr>
<td><strong>Institutions</strong></td>
<td>Elementary</td>
<td>Advanced</td>
</tr>
<tr>
<td><strong>Business Development (Advisory) Services</strong></td>
<td>Elementary</td>
<td>Advanced</td>
</tr>
<tr>
<td><strong>Standing</strong></td>
<td>Informal</td>
<td>Formal</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>Rural</td>
<td>Urban</td>
</tr>
<tr>
<td><strong>Growth source</strong></td>
<td>New start-ups</td>
<td>Growth of existing enterprises (high growth enterprises)</td>
</tr>
<tr>
<td><strong>Market demand</strong></td>
<td>Local</td>
<td>National International</td>
</tr>
<tr>
<td><strong>Owner — income/wealth</strong></td>
<td>Very poor</td>
<td>Wealthy</td>
</tr>
<tr>
<td><strong>Ownership type</strong></td>
<td>Community/Cooperative/state</td>
<td>Private</td>
</tr>
<tr>
<td><strong>Gender</strong></td>
<td>Female/male</td>
<td>Female/male</td>
</tr>
<tr>
<td><strong>Owner entrepreneurship/education/business skills</strong></td>
<td>Basic</td>
<td>Sophisticated</td>
</tr>
<tr>
<td><strong>Standards — technical, environmental, labour</strong></td>
<td>Low</td>
<td>High</td>
</tr>
<tr>
<td><strong>Capital</strong></td>
<td>Own savings, relatives - Microfinance/MFI</td>
<td>Bank credit, Venture capital, Private equity</td>
</tr>
<tr>
<td><strong>Technology (e-commerce)</strong></td>
<td>Weak/basic</td>
<td>Sophisticated</td>
</tr>
<tr>
<td><strong>Innovation (product, process and technology, mechanisms)</strong></td>
<td>Basic</td>
<td>Advanced</td>
</tr>
<tr>
<td><strong>Supply chain/FDI activity</strong></td>
<td>None</td>
<td>MNCs Other SMEs</td>
</tr>
<tr>
<td><strong>Networking, clusters, business associations participation</strong></td>
<td>Inactive</td>
<td>Active</td>
</tr>
</tbody>
</table>
3. **BARRIERS TO SME DEVELOPMENT AND KEY AREAS FOR CAPACITY BUILDING**

**GENERAL BARRIERS:**

- ACCESS TO MARKETS
- ACCESS TO TECHNOLOGY
- ACCESS TO HUMAN RESOURCES
- ACCESS TO FINANCING
- ACCESS TO INFORMATION
- INTER-FIRM NETWORKING

**INNOVATION**
**SPECIFIC BARRIERS TO DEVELOPING/TRANSITIONAL ECONOMIES**

**TABLE B**

A Summary of Impediments to SME development in East Asia

<table>
<thead>
<tr>
<th>1. Access to land</th>
</tr>
</thead>
<tbody>
<tr>
<td>2. <strong>Access to finance</strong> (supply and demand factors) – high risk (risk premium) and high transactions cost. Lack of instruments for managing risk. SME lending institutions strengthened</td>
</tr>
<tr>
<td>3. <strong>Compliance costs</strong> (administrative/regulation costs)</td>
</tr>
<tr>
<td>4. <strong>Legal framework</strong> (lacking in transparency, intellectual property rights, enforcement of contracts, bankruptcy, no basic SME Law)</td>
</tr>
<tr>
<td>5. <strong>Access to technology</strong> (availability and cost, computers, internet, e-commerce)</td>
</tr>
<tr>
<td>6. <strong>Access to information</strong> on business opportunities</td>
</tr>
<tr>
<td>7. <strong>Access to markets</strong> (e.g. government procurement)</td>
</tr>
<tr>
<td>8. <strong>Access to Business Development Support (Advisory) Services</strong> (accounting, consulting, marketing services)</td>
</tr>
<tr>
<td>9. <strong>International competitiveness</strong> – lack economies of scale</td>
</tr>
<tr>
<td>10. <strong>Relatively high transaction costs</strong> – transport infrastructure and transport costs</td>
</tr>
<tr>
<td>11. <strong>Accreditation costs</strong> – to achieve technical, labour and environmental standards (ISO9000, ISO14000 etc.)</td>
</tr>
<tr>
<td>12. <strong>Market failure</strong></td>
</tr>
<tr>
<td>13. <strong>Fairness, transparency and consistency in the taxation of private firms</strong></td>
</tr>
<tr>
<td>14. <strong>Access to skilled human resources</strong></td>
</tr>
<tr>
<td>15. <strong>Entrepreneurial skills and training</strong></td>
</tr>
<tr>
<td>16. <strong>Societal attitudes</strong></td>
</tr>
<tr>
<td>17. <strong>Lack of, and cost of, infrastructure</strong></td>
</tr>
<tr>
<td>18. <strong>Costs of becoming formal rather than remaining informal</strong></td>
</tr>
<tr>
<td>19. <strong>Discrimination</strong> – pro big business approach, corruption, no SME Ministry or government department</td>
</tr>
</tbody>
</table>
SME CAPACITY BUILDING

TRADITIONAL APPROACH TO SME DEVELOPMENT HAS FOCUSED UPON THE PROVISION OF CREDIT. PROVED INEFFECTIVE

NOW MORE MARKET BASED APPROACH IN AN APPROPRIATE POLICY ENVIRONMENT, PROMOTE COMPETITIVENESS, WITH STRONGER FINANCIAL INSTITUTIONS, WITH BUSINESS ADVISORY SERVICES AND EQUITY AND VENTURE CAPITAL MARKETS

SMES MUST DEVELOP CAPACITIES TO BECOME COMPETITIVE IN GLOBAL MARKETS (BENEFIT FROM GLOBALISATION)
THESE INCLUDE:

> IMPROVE GOVERNANCE

> REDUCE TRANSACTION COSTS

> BUILD UPON THEIR STRENGTHS (ENTREPRENEURIAL SPIRIT, FLEXIBILITY, RESOURCEFULNESS, DEVELOPMENT OF MARKET NICHES BASED ON UNIQUE PRODUCTS AND SERVICES)

> PARTICIPATE IN VALUE ADDING GLOBAL SUPPLY CHAINS

> TAKE ADVANTAGE OF THE PROCESS OF PRODUCT FRAGMENTATION

> INCREASE THEIR R&D AND LEVEL OF INNOVATION

> PARTICIPATE IN NETWORKING BOTH IN THE DOMESTIC ECONOMY AND INTERNATIONALLY

> UPGRADE THEIR TECHNOLOGY AND SKILLS AND MAKE GREATER USAGE OF E-COMMERCE
GOVERNMENT CAN ASSIST THIS BY:

> PROMOTING FURTHER MARKET LIBERALISATION AND MARKET ACCESS
> ADDRESSING NON-TARIFF BARRIERS
> INCREASE INTERNET ACCESS AND INFRASTRUCTURE
> PROVIDE TRAINING PROGRAMS
> PROVIDE MORE MARKET INFORMATION
> FACILITATE BUSINESS NETWORKING
> PROTECTING INTELLECTUAL PROPERTY RIGHTS
> TACKLING FACTORS THAT DISCRIMINATE AGAINST SMEs (EXCESSIVE COMPLIANCE COSTS ETC.)
SME CAPACITY BUILDING - APEC AGENDA
OTTAWA 1997, FIVE KEY AREAS OF IMPORTANCE

1. **ACCESS TO MARKETS**
   Take advantage of more open regional trading and investment environment
   Internet seen as important
   SME trading performance disappointing despite tariff cuts
   Non-tariff impediments seen as more important:

   - Customs procedures
   - Mobility of business people
   - Standards of labeling requirements

2. **ACCESS TO FINANCE**
   Recognition of professional qualifications

3. **RECOGNITION OF PROFESSIONAL QUALIFICATIONS**
CONSUMER PROTECTION (ON-LINE TRANSACTIONS)

INTELLECTUAL PROPERTY RIGHTS
BENEFITS FROM EXPANDED SME TRADE

ECONOMIES OF SCALE

ACQUIRE NEW SKILLS, NEW TECHNOLOGY AND NEW MARKETING TECHNIQUES

EXPORTERS APPLY KNOWLEDGE AND TECHNOLOGIES AT A FASTER RATE AND MORE INNOVATIVELY THAN NON-EXPORTERS GREATER EFFICIENCY AND PRODUCTIVITY

MANY SME EXPORTERS SPREAD SKILL AND TECHNOLOGY APPLICATIONS OVER MANY SMALL BUYERS BENEFITTING THE WHOLE ECONOMY

EXPORTING HAS POSITIVE EFFECTS ON LIVING STANDARDS COMPETITION DRIVES FIRMS TO INVEST IN STAFF DEVELOPMENT – IMPROVING PRODUCTIVITY, WAGES AND WORKING CONDITIONS
2. **ACCESS TO TECHNOLOGY**

ICT IMPORTANT IN A KNOWLEDGE BASED ECONOMY

OFFSETS SIZE DI SADVANTAGES FACED BY SMES (ACCESS TO MARKETS, COST SAVINGS)

HOWEVER SMES LAGGING BEHIND LARGE ENTERPRISES IN E-COMMERCE USAGE
3. **ACCESS TO HUMAN RESOURCES**

Training/Education in Business Skills
Skilled Labour in IT

4. **ACCESS TO FINANCING**

5. **ACCESS TO INFORMATION**

- Market Opportunities
- Financial Assistance
- Technology
ADDITIONAL KEY AREAS FOR CAPACITY BUILDING

6. INTER-FIRM NETWORKING

BASIS FOR DEVELOPING POTENTIAL INDUSTRIAL CLUSTERS

7. INNOVATION

SMEs HAVE THE POTENTIAL TO BE INNOVATIVE IN PRODUCTION PROCESSES, PRODUCT DESIGN AND IN THE ADOPTION OF NEW TECHNOLOGY
4. ROLE OF GOVERNMENT

• A CONTROVERSIAL ISSUE!

• SHOULD GOVERNMENT ATTEMPT TO INFLUENCE THE SIZE DISTRIBUTION OF ENTERPRISES IN THE ECONOMY AND WITHIN SPECIFIC SECTORS?

• TRADITIONAL POLICIES IN SUPPORT OF SMES CAN BE CATEGORIZED ACCORDING TO THEIR OBJECTIVES (SEE TABLE C)

Table C Categories of SME Support Policies

<table>
<thead>
<tr>
<th>Categories</th>
<th>Objectives</th>
</tr>
</thead>
<tbody>
<tr>
<td>Macro objectives</td>
<td>• Creation of employment</td>
</tr>
<tr>
<td></td>
<td>• Economic development</td>
</tr>
<tr>
<td></td>
<td>• Export growth</td>
</tr>
<tr>
<td>Social objectives</td>
<td>• Income redistribution</td>
</tr>
<tr>
<td></td>
<td>• Poverty alleviation in developing countries</td>
</tr>
<tr>
<td>Correction of Market failure/inefficiency (static efficiency objectives)</td>
<td>• Presence of externalities</td>
</tr>
<tr>
<td></td>
<td>• Market access barriers</td>
</tr>
<tr>
<td></td>
<td>• Asymmetric information</td>
</tr>
<tr>
<td></td>
<td>• Small number of competitors</td>
</tr>
<tr>
<td></td>
<td>• Information imperfection (lack of access to information about potential</td>
</tr>
<tr>
<td></td>
<td>markets)</td>
</tr>
<tr>
<td></td>
<td>• Levelling the playing field</td>
</tr>
<tr>
<td>Dynamic efficiency objectives</td>
<td>• Promotion of innovation</td>
</tr>
</tbody>
</table>

There is little evidence from the literature to suggest that SMEs are better able to create employment than large enterprises.

SMEs are not necessarily more labour intensive. This will depend more on the industry sector of operation of the enterprise than the size of the enterprise per se.

There is considerable ‘churning’ in the SME sector with considerable job creation and destruction.
The ‘quality of jobs’ created by SMEs may be poorer than that by large enterprises.

The contribution of SMEs to economic development will change with the stage of economic development.

SMEs face major problems and barriers when it comes to exporting.

Literature is ambiguous on the importance of business size for innovation.
Social objectives

Using SMEs as a tool for income distribution may be ineffective. Those SMEs owners that are recipients of government assistance are unlikely to be the poorest of the poor, or the most disadvantaged.

The tax system is likely to be a more effective means of achieving greater income equality.

Poverty alleviation/ economic empowerment through small business development can have a role as demonstrated by the micro finance literature relating to the development of micro enterprises in poor developing economies (e.g. Grameen Bank in Bangladesh).
Market oriented approach

Government should not use selective measures to influence the size distribution of firms in an industry or in the economy.

Firm size distribution depends upon:

- Resource endowments
- Technology based economies of scale
- Transaction costs
- Market structure and market segmentation
- Consumption patterns
- Stage of development
Some of these (resource endowments, technology and consumption patterns) are ‘natural’ determinants of firm size and firm size distribution.

Government intervention in such circumstances would not be warranted.

Such a market oriented approach to policy, only advocates intervention by government where there are clear market failures.

A levelling of the playing field approach is adopted.
Dynamic efficiency objectives and the promotion of innovation

Increasing focus on the importance of dynamic efficiency as an objective of policy

Competition policy increasingly recognised as a vital element of the framework for a dynamic market economy

Dynamic efficiency is concerned with technological innovations enhancing welfare, and refers to “the use of resources so as to make timely changes to technology and products in response to changes in consumer tastes and productive opportunities”
In a dynamic economy competition in product and process innovations may have a more significant effect on welfare, at least in the long run, than does any likely variation in price.

The conceptual underpinnings linking competition to dynamic efficiency or innovation are provided by Porter (1990), who argues that “healthy competition” is essential to delivering ongoing innovations in products, processes and methods, which in turn are critical to a country’s prosperity.

The available research on the relative innovativeness of small versus large firms has been inconclusive despite extensive research into this issue since the 1950s.
Policies intended to encourage R&D activities in all firms regardless of their size, through grants and subsidies, therefore seem appropriate in this context.

The evidence would seem to suggest that it is technological opportunities, rather than firm size, that explain firm innovativeness.

However, it is generally accepted that smaller firms, because of their relatively low levels of employment of technical specialists, are disadvantaged relative to large firms in a number of areas, including establishing communication with external sources of scientific and technological expertise and knowledge.
Table D summarises some of the key elements of a facilitatory or ‘market oriented approach’ role by government.
## Table D Summary – Role of Government

<table>
<thead>
<tr>
<th>Macroeconomic Environment</th>
<th>Microeconomic Environment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Economic stability</strong></td>
<td><strong>1. Simplified legal/regulatory systems</strong></td>
</tr>
<tr>
<td><strong>2. Low budget deficits</strong></td>
<td><strong>2. Low compliance costs and regulatory burden (administrative costs). Facilitate firm start-ups and expansion</strong></td>
</tr>
<tr>
<td><strong>3. Low inflation</strong></td>
<td><strong>3. Low formalising costs (easy and transparent firm registration, business licensing requirements minimised, and tax costs)</strong></td>
</tr>
<tr>
<td><strong>4. Pro business environment</strong></td>
<td><strong>4. Competition policy - continue and speed up ongoing markets reforms and deregulation</strong></td>
</tr>
<tr>
<td><strong>5. Stable/competitive exchange rate</strong></td>
<td><strong>5. Good corporate governance (transparency and corruption)</strong></td>
</tr>
<tr>
<td><strong>6. Openness to trade. Trade negotiations and reducing trade barriers (ASEAN, WTO) – tariff and non tariff barriers</strong></td>
<td><strong>6. Absence of corruption (transaction costs)</strong></td>
</tr>
<tr>
<td><strong>7. Economic integration</strong></td>
<td><strong>7. Access to finance (use of SME assets as collateral (land and land use rights), venture capital, equity markets, stronger financing institutions). Strengthening financial intermediaries that lend to small business</strong></td>
</tr>
<tr>
<td><strong>8. Openness to FDI</strong></td>
<td><strong>8. Government procurement policy</strong></td>
</tr>
<tr>
<td><strong>10. Education/training and health system</strong></td>
<td><strong>10. Skilled workforce</strong></td>
</tr>
<tr>
<td><strong>11. Level playing field treatment of all enterprises</strong></td>
<td><strong>12. Tackle market failures (barriers to entry)</strong></td>
</tr>
<tr>
<td><strong>13. Encourage and facilitate the growth of private business development (advisory) services</strong></td>
<td><strong>13.</strong></td>
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<tr>
<td><strong>14.</strong></td>
<td>Promote the role and contribution of entrepreneurship in society</td>
</tr>
<tr>
<td><strong>15.</strong></td>
<td>Establish multi-sector ownership</td>
</tr>
<tr>
<td><strong>16.</strong></td>
<td>Develop an institutional environment where contracts are enforced and property rights established and clear</td>
</tr>
<tr>
<td><strong>17.</strong></td>
<td>Legislation and regulation gender insensitive</td>
</tr>
<tr>
<td><strong>18.</strong></td>
<td>Land/bankruptcy legislation that ensures access to land for SMEs and clear land use rights, and eliminates unduly high penalties on entrepreneurs and lenders arising from SME failure. Market exit should be made easy.</td>
</tr>
<tr>
<td><strong>19.</strong></td>
<td>Encourage the establishment of industry organisations that will represent the interests of members and provide market information.</td>
</tr>
<tr>
<td><strong>20.</strong></td>
<td>Encourage networks, and clusters of international, national and local level small firms.</td>
</tr>
</tbody>
</table>
5. **SMEs AND REGIONAL COMPETITIVENESS STRATEGIES**

During the early stage of development SME competitiveness is primarily based on low labour costs and operating in low value adding, low income and low skill sectors.

With development and globalization has come the need for SMEs to create, access and commercialize knowledge on global markets. This will be the key source of future competitiveness in global markets.

Some of the competitiveness strategies used by innovative SMEs in the developed economies include the following:

- [List of strategies]

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Note: The list of strategies is not provided in the image and would typically include various innovative methods for addressing market challenges, leveraging resources, and sustaining growth.
Innovation strategy, in which SMEs try to appropriate returns from their knowledge base (which may or may not involve own investments in R&D).

Information technology strategy, which makes innovative uses of information technology in order to reduce SME costs and increase productivity.

Niche strategy, in which SMEs choose to become sophisticated global players in a narrow product line.

Network strategy, in which SMEs work and co-operate with other firms, be they SMEs or large enterprises, in order to improve their ability to access and absorb innovations.

Cluster strategy, in which SMEs locate in close proximity with competitors in order to take advantage of knowledge spill-overs, especially in the early stages of the industrial lifecycle (OECD (2000b)).
Foreign direct investment strategy, in which SMEs exploit firm specific ownership advantages overseas.

Supply chain strategy, where SMEs attempt to take advantage of TNC outsourcing (‘putting out’ or ‘subcontracting’), arising from the fragmentation of production or global sourcing, by linking in to the supply chain of large companies. This can enable access to technology and new management skills, however it also requires SMEs to achieve the level of technology, quality and reliability of supply demanded by large companies.
CLUSTER AND INTER-FIRM NETWORKING STRATEGY

CAN ENHANCE PRODUCTIVITY, RATE OF INNOVATION AND COMPETITIVE PERFORMANCE OF FIRMS

CONTRIBUTE TO KNOWLEDGE SPILLOVERS

ALLOW SMALL FIRMS TO COMBINE THE ADVANTAGES OF SMALL SCALE (FLEXIBILITY) WITH THE BENEFITS OF LARGE SCALE (ECONOMIES OF SCALE)

FACILITATE COLLABORATION (MARKETING, MUTUAL CREDIT GUARANTEE ASSOCIATIONS, JOINT DESIGN, SPONSORSHIP OF TRAINING)

MORE EFFICIENT DISTRIBUTION OF LABOUR AMONG FIRMS
INTER-FIRM NETWORKS ALLOW FIRMS TO COMPETE ON A PAR WITH LARGER ENTERPRISES

NETWORKS FACILITATE LEARNING

RECONFIGURATION OF RELATIONSHIPS WITH SUPPLIERS

INCREASED EFFICIENCY THROUGH COLLECTIVE ACTION

ENCOURAGE GREATER SPECIALISATION AMONG SMALL FIRMS (ECONOMIES OF SCOPE AND SCALE)

NETWORKING IS CENTRAL TO THE COMPETITIVE ADVANTAGE DERIVED FROM MEMBERSHIP OF A CLUSTER (GEOGRAPHICAL PROXIMITY IMPORTANT FOR CONVEYING KNOWLEDGE (NON-CODIFIED INFORMATION))
6. CONCLUSIONS AND POLICY IMPLICATIONS

SMEs play an important role in many economies in East Asia.

SMEs provide the entrepreneurial engine for East Asia but is underpowered in some countries.

SMEs have great opportunities to engage in exporting but are subject to barriers specific to their small size.

SMEs are gaining more influence in regional economies.

Their future success depends on building up their capacity to take advantage of market opportunities.

Regions within countries have become more important with globalisation - clustering and networking are key sources of competitive advantage for SMEs.
ADOPTION OF AN SME INDUSTRY POLICY DOES NOT APPEAR TO BE JUSTIFIED FROM THE LITERATURE.

MEASURES TO ASSIST SMEs SHOULD BE BASED SOLELY ON GROUNDS OF MARKET FAILURE.

POLICY MEASURES SHOULD BE EVALUATED CAREFULLY TO ENSURE THAT THERE ARE OVERALL BENEFITS FROM THEM.

THE ROLE OF GOVERNMENT AS A FACILITATOR AND ACHIEVER OF A LEVEL PLAYING FIELD FOR BUSINESS SHOULD BE EMPHASISED.
THANK YOU FOR YOUR ATTENTION