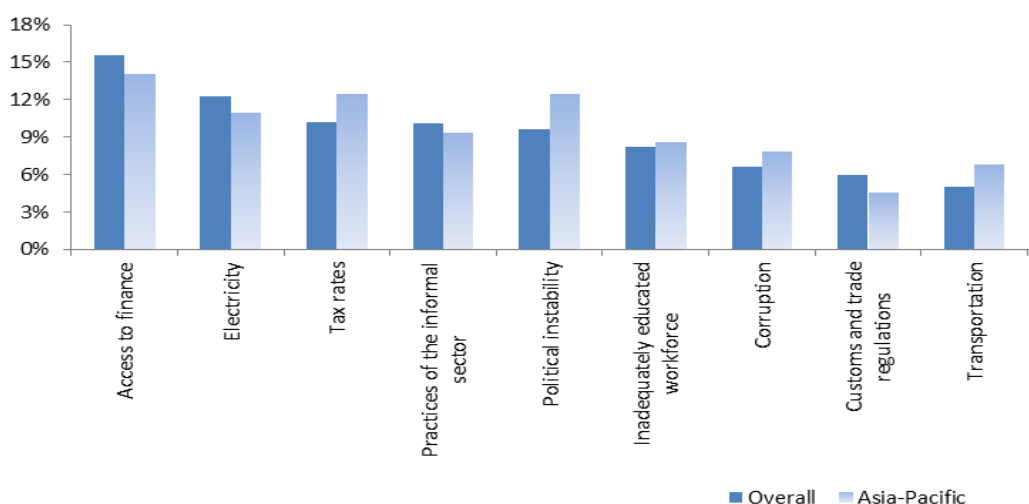


Financing, Quality Certification and Reduced Clearance Times Key to SMEs Participation in Trade

A recent firm-level study by ESCAP found that a reduction in customs and trade clearance times increased SMEs likelihood of participation in export or international production networks (IPNs) relatively more than that of larger enterprises. The study highlighted the importance of modern information technology and international quality certification as crucial to SME participation in International Production Networks (IPNs), with SMEs relying on both at least 13% more likely to be involved in such networks.

Most important obstacle in export SMEs' business operations (all sectors)



Source: Duval and Utoktham (2014).

The results also highlighted the importance of supply chain financing to facilitate direct export participation of Asia-Pacific SMEs. Exporting SMEs in the Asia-Pacific region report access to finance as the key obstacle to business operations. Almost 60% of Asia-Pacific exporting SMEs rely exclusively on internal financing - while about 40% do so globally. Access to a variety of external trade finance sources was found to be important to boost SME export participation, with bank financing and supplier credit found to increase likelihood of SME participation in both direct export and IPNs most.

Source:

Duval, Y. and Utoktham, C., (2014), Enabling Participation of SMEs in International Trade and Production Networks: Trade Facilitation, Trade Finance and Communication Technology, ESCAP Trade and Investment Division, TID Working Paper No. 03/14: Bangkok¹.

For other notes on Reducing Trade Costs in Asia and the Pacific see: <http://www.unescap.org/resources/notes-reducing-trade-costs-asia-and-pacific>

This note is based on in-house research and analysis by the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP). For more information on ESCAP's work on reducing trade costs and trade facilitation, please visit: <http://www.unescap.org/our-work/trade-investment/trade-facilitation>

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