

Engaging Micro-, Small-, and Medium-Sized Enterprises in Cross-Border Trade:
Evidence From China, Mongolia and Viet Nam

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Outline

- Context and Background
- Data and Methodology
- Hypotheses and Some Results
- Policy Directions
- Conclusions

Context and Background

- ADB Regional Technical Assistance Project – *Enhancing Border Trade Services and Rules for SMEs (2009-2013)*
- Primary Data Collection – partly involving academic institutions in China and Viet Nam
- Data Set Archiving – repository in Mongolia and accessibility by the other countries

Data and Methodology

- Two surveys – enterprises by size of assets (Border Trade Survey) and services institutions (government, private) survey (Limited Scope Survey)
- BTS data predominantly category variables and LSS data predominantly perception indicators
- Project required knowledge and information on how to enhance border trade services not rigorous analysis

Number of Enterprises by Kind
(Number of enterprises and percent share)

	PRC	Mongolia	Viet Nam
Trader	68 (20.6)	32 (20.0)	31 (17.2)
Small Enterprise	162 (49.0)	80 (50.0)	102 (56.7)
Medium Enterprise	100 (30.3)	48 (30.0)	47 (26.1)
Total	330	160	180

Stakeholders		PRC	Mongolia	Viet Nam	<i>Total</i>
General	Specific				
Financial Institutions	Formal	36	16	14	66
	Informal	13	13	7	33
	<i>Total</i>	49	29	21	99
Logistics Services Providers	Agent	35	13	16	64
	Carrier	24	5	7	36
	<i>Total</i>	59	18	23	100
Business Services Providers	Private	30	19	5	54
	Public	9	6	7	22
	<i>Total</i>	39	25	12	76
Government Agencies	Border Agencies	31	5	15	51
	Other Ministries	20	10	30	60
	<i>Total</i>	51	15	45	111
Customs		9	4	3	16
	<i>Total</i>	9	4	3	16
<i>Total</i>		<i>207</i>	<i>91</i>	<i>104</i>	<i>402</i>

Hypotheses and Some Results

- There are barriers along a supply chain that MSMEs must overcome not only to engage in cross-border trade but of being efficient in that direction;
- The stronger determinant of (identifying) MSME is the number of workers it employs rather than (value of) its assets yielding more meaningful insights;
- Engagement in cross-border trade influences location of production unless there are severe location constraints;

预览已结束，完整报告链接和二维码如下：

https://www.yunbaogao.cn/report/index/report?reportId=5_5913



MSME determines the degree of use of and formal sources of (i) information across needs and (ii) financing of production and

MSME also drives the informal and formal use of transportation services to deliver goods from production to border sites;

Border constraints are more neutral in MSME as they affect all sizes of MSMEs and overall the border of the country may be more determining;

Success of MSME in engaging in cross-border trade is driven more by border conditions – the better the conditions the more the MSME will engage in international trade.