

Trade-led Growth in Times of Crisis  
Asia-Pacific Trade Economists' Conference  
2-3 November 2009, Bangkok

## **Session 8**

### **Facilitating Small and Medium Enterprises in International Trade (Export): The Case of Indonesia**

Tulus T.H. Tambunan



Asia-Pacific Research and Training Network on Trade

[www.artnetontrade.org](http://www.artnetontrade.org)

# **FACILITATING SMALL AND MEDIUM ENTERPRISES IN INTERNATIONAL TRADE (EXPORT): THE CASE OF INDONESIA**

Tulus T.H. Tambunan

Center for Industry, SME & Business  
Competition Studies, University of Trisakti

# Objective

This paper examines the current situation of TF and the access of SMEs to TF in Indonesia.

Four questions:

- How has been the improvement of TF?
- How important are SMEs in export and what are their main constraints to participate in export?
- What is the main mode adopted by export oriented-SMEs?
- What is the role of government in facilitating participation of SMEs in export activities?

# Methodology

- a descriptive analysis of secondary data;
- a survey of key literature on the current state of TF in Indonesia;
- primary data analysis ( a survey of 39 export oriented SMEs in the wood furniture industry in Central Java).

# **The Current State of Trade Facilitation in Indonesia**

- It is a country with low quality of TF.
- It has too many procedures to start a business
- It is the worst country with respect to time to start a business (151 days)
- It is the most expensive country with respect to cost to start a business (more than 100 per cent of income per capita).
- It needs 30 days to import and 25 days to export.
- It needs 6 signatures to import and 3 signatures to export
- For import, there are 10 documents required, and for export, 7 documents
- Harbors are still underdeveloped and inefficient with many legal and illegal retributions/payments.

# **Export Development of Indonesian SMEs**

## **Share of SME exports in Total Exports in Selected ASEAN Countries, 2000 and beyond**

<b>Country</b>	<b>Share (%)</b>
<b>Vietnam</b>	<b>20</b>
<b>Singapore</b>	<b>16</b>
<b>Malaysia</b>	<b>15</b>
<b>Indonesia</b>	<b>17.72</b>
<b>Thailand</b>	<b>29.10</b>
<b>Philippines</b>	<b>16.81</b>

## Export of Indonesian SMEs, 2006-2007

Year	Unit	Non-oil and gas Export				
		SEs	MEs	SMEs	LEs	Total
2006	Rp billion	30,365	91,946	122,311	484,775	607,086
	US\$ million	3,501	10,602	14,103	55,896	69,998
	%	5.00	15.15	20.15	79.85	100.00
2007	Rp billion	5,508	107,314	142,822	570,594	713,416
	US\$ million	4,129	12,479	16,607	66,349	82,957
	%	4.98	15.04	20.02	79.98	100.00

## is' Access to TF

Three studies are available:

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\\_8148](https://www.yunbaogao.cn/report/index/report?reportId=5_8148)

