



**Asia-Pacific  
Economic Cooperation**

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**2010/SMEWG31/015**  
Agenda Item: 11.2

## **Singapore's Study on APEC SME Internationalisation Best Practices**

Purpose: Information  
Submitted by: Singapore



**31<sup>st</sup> Small and Medium Enterprises Working  
Group Meeting  
Gifu, Japan  
29-30 September 2010**

# Singapore's Study on APEC SME Internationalisation Best Practices

**Purpose: Information**  
**Submitted by: Singapore**

**31<sup>st</sup> APEC SMEWG Meeting**  
**29<sup>th</sup> – 30<sup>th</sup> September 2010**



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## Background

**2009 APEC SME theme**  
“Helping SMEs Access Global Markets & Overcoming Trade Barriers”

**APEC SMEWG Strategic Plan (2009 -2012)**  
One of the 6 Priority Areas  
“Market Access and Internationalisation”



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## Background

**16<sup>th</sup> APEC SME Ministerial Meeting**  
Announcement of Singapore Project :  
Set up of an APEC SME Research & Capability  
Development Centre (SMRC)

Aim : Bring together APEC initiatives and programmes to  
help SMEs develop market access capabilities

Project Re-scoped as  
**“Study of SME Internationalisation Best Practices”**



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## Project Objectives

- Study the various models of trade facilitation services available in selected APEC economies.
- **Highlight the best practices** in the promotion of SME internationalisation - member economies may review and consider adoption of relevant best practices;
- **Identify gaps** (if any) amongst the models;
- **Recommend viable strategies** to enhance best practices and address gaps.



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## Workshop on “SME Internationalisation Best Practices”

**Date:** 28<sup>th</sup> September 2010  
**Event :** 31<sup>st</sup> SME Working Group and 17<sup>th</sup> SME Ministerial Meeting  
**Venue :** Gifu, Japan

### Key Outcomes of Workshop:

- 3 speakers + 36 participants from 12 economies participated
- Framework comprising 23 indicators to assess internationalisation programmes and initiatives
- Overview of current initiatives available to help SMEs gain market access in 4 pilot economies (including minority groups' needs)
- Active group discussion among participants on the key challenges, needs faced by SMEs in APEC economies in gaining market access, and suggestions on future APEC initiatives to address them



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## Project Phases

### Phase 1 (Self Funded, Pilot Phase)

- 4 pilot Economies : Chinese Taipei, Japan, Singapore, U.S
- Study Trade Facilitation Services for SMEs
- Conducted Workshop in Japan to share findings on 28<sup>th</sup> Sep 2010
- Will be conducting primary research based on Surveys & Interviews

### Phase 2 (APEC Funded)

- 4 new Economies : Malaysia, Hong Kong, China, Peru + 1
- Repeat Phase 1 with new economies
- Carry out comparative study of 8 economies
- Identify Gaps and Potential Solutions

### Phase 3 (Requesting for APEC Funding)

- Validate with all APEC Economies
- Comparative Study with non-APEC Economies
- Present Analysis, Gaps and Solutions at Workshop in US in May 2011
- To discuss strategies and Implementation Plan

## Progress & Next Steps

### **Progress To-Date**

- Completed Phase 1 of the study on four (4) selected APEC economies
- Sharing of Phase 1 findings at Workshop on 28<sup>th</sup> Sep 2010
- Obtained BMC approval for APEC funding for Phase 2

### **Next Steps (Oct 2010 – Jan 2011)**

- Commence Phase 2 (+4 economies) , conduct stakeholders' surveys
- Concept Note to BMC for funding of Phase 3:
  - Deliberation on project recommendations
  - Extending stakeholders survey to other APEC economies
  - 1-day workshop at the 32<sup>nd</sup> SMEWG meeting in Montana, U.S. in May 2011



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END



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## Workshop on 28 September 2011

### Programme

- 8.30am Registration & Networking**
- 9.00am Welcome Address**  
Mr Png Cheong Boon, Chief Executive, SPRING Singapore
- 9.10am SME Internationalisation Practices Across Four APEC Economies**  
BDO Consultants Pte Ltd
- 10.10am Coffee Break**
- 10.30am Gaining a Fresh Perspective on Internationalisation Policies**  
BDO Consultants Pte Ltd
- 11.30pm Summary and Next Steps**  
BDO Consultants Pte Ltd
- 12.30pm End of Workshop**



Outreach: 40 participants, 3 expert speakers

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