



SME Development and Economic Growth
Knowledge Sharing Workshop of the CAREC Institute

Suzhou, People's Republic of China
26–29 October 2015

SME Development as Impetus to Economic Growth

SME is the backbone of private sector, which drives the engine of economic growth. SME also creates most jobs. Thus, support and fostering SME is a key policy issue for governments worldwide, including Central Asia.

How to create an enabling environment and policy and regulatory framework conducive to SME is a challenge. SME vary by types, with equally diverse needs. Understanding their needs is a prerequisite for a favourable policy framework. Financing SME remains a policy challenge in all countries, and making financing accessible and affordable to SME must be a part and parcel of the policy package. CAREC countries also face economic diversification issue. In this process, SME plays a key role. Economy wide and sector specific policies and regulations will need to be carefully examined, formulated and executed in bringing out the full potential of SME to benefit the economy.

Many countries have accumulated rich experiences in SME development. Learning from and exchanging experience with each other would benefit all, and for CAREC countries, would smoothen the sharp learning curve.

Purpose and Format of the Workshop

The Workshop would focus on public sector support for SME development with systematic analysis of both the demand and supply side, and the policy support framework will be applied to participants own country settings. Throughout the success experience of the Singapore government will be referenced. The workshop will be conducted through a combination of: (i) expert presentations; (ii) sharing of good/best case experiences from the countries of the participants, including presentations by the participants; and (iii) field visit to Suzhou Industrial Park.

DAY ONE: 26 October 2015	
09:00–09:30	Registration
09:30–12:00	Opening Ceremony and Key Note Speech
	<p>Welcoming Remarks:</p> <ul style="list-style-type: none"> - Mr. KubatUmurzakov, Director, CAREC Institute - ADB Representative <p>Key Note Speech on Economic Cooperation and Development (TBD)</p> <ul style="list-style-type: none"> - Mr. A. Konishi, Director General, East Asia Regional Department, ADB <p>Photo session</p>
12:00–13:30	Lunch Break
13:30–17:00	SESSION 1: UNDERSTANDING SME DEVELOPMENT AND ITS VARIOUS STAGES OF DEVELOPMENT - SINGAPORE EXPERIENCE
Tea break (15:00–15:30)	<p>SME Development in the 21st century – 7 Key Approaches and Case Study of Singapore’s Experience</p> <ul style="list-style-type: none"> • Brief history and background to Singapore's SME development • 7 key approaches of SME development • Financing for SMEs & Institutional Strengthening for SME Development (access to capital) • Human Resources Development for Enterprise – Manpower 21 (human resource development) • Info-communication and technology development (ICT) • Business incubation and commercialisation (SEED) • Industry brand development (branding) Media industry development (media production) • Export Promotion Programmes for SMEs (internationalisation) • Discussion on current status of SME development in each country • Briefing on the final presentation by each group on SME development based on entire training workshop
DAY TWO: 27 October 2015	
08:45–09:00	Registration

09:00–12:30	SESSION 2: Understanding the Life Cycles of SMEs and the Different Types of Financing
Tea break (10:30–11:00)	<u>Understanding the life cycles of companies and entrepreneurship:</u> <ul style="list-style-type: none"> • Identifying the different types of SMEs <ul style="list-style-type: none"> ○ Lifestyle company ○ Entrepreneurial company • Understanding the Life Cycle of companies <ul style="list-style-type: none"> ○ Entrepreneurship – importance and its relationship to SME development • Roundtable discussion on different types of SMEs in each country
12:30–13:30	Lunch Break
13:30–17:00	SESSION 2 Cont'd
Tea break (15:00–15:30)	<u>Understanding how different types of financing available for SMEs:</u> <ul style="list-style-type: none"> • Understanding different types of capital financing • Reasons why SMEs need financing • Critical considerations for assisting to help SMEs development • Identify key financial assistance required by SMEs • Case studies of Singapore's various stages of financing schemes to help SMEs <ul style="list-style-type: none"> ○ SEED ○ Start-up ○ Growth (Emerging) ○ Productivity (Development) ○ Maturity <p>Group discussion on the key factors in developing SME financing policies</p>
DAY THREE: 28 October 2015	
08:45–09:00	Registration
09:00–12:30	SESSION 3: Creating the Eco-system to Finance and Develop SMEs
	<u>Policies and Strategies in SME Development – Singapore's Experience:</u> SME Cluster Development to Enhance Global Competitiveness

Tea break (10:30–11:00)	<ul style="list-style-type: none"> • SME Competitiveness in a Global Economy • Policies Conducive to Facilitate the Growth of SMEs • Concept of Cluster Initiative • Cluster Initiative: A Multi Agency Taskforce <p>Strategies for SME Competitiveness: Clusters and Networks, Business Linkages & Innovation</p> <ul style="list-style-type: none"> • Enterprise Upgrading and Innovation • Human Resource Development in the Context of SMEs • Impact of Technology for Competitiveness
12:30–13:30	Lunch Break
13:30–17:00	SESSION 3 Cont'd
Tea break (15:00–15:30)	<p><u>Issues in monitoring, evaluation and communication of effective policies:</u></p> <ul style="list-style-type: none"> • Strategies in monitoring, evaluating and communicating its SME policies <ul style="list-style-type: none"> a. SME case tracking b. Key Performance Indicators c. Performance ratings as benchmarks • Getting industry buy-in <ul style="list-style-type: none"> d. Association e. NGOs f. Professional service providers • Inter-governmental and agency collaborations • Evaluate effectiveness of policies <p>Group discussion</p>
18:00–20:00	Dinner by CI and ADB
DAY FOUR: 29 October 2015	
08:45–09:00	Registration
09:00–12:30	SESSION 4: Developing Policy Framework to Support SME and Presentation

<p>Tea break (10:30–11:00)</p>	<p><u>Final session for each respective groups to develop a framework for SME development</u></p> <ul style="list-style-type: none"> • Group Presentations (3 groups each 45 mins) <ul style="list-style-type: none"> ○ Present the framework to develop programmes for SMEs in respective country ○ Identify the key types of SMEs to support <p>Group discussion and sharing of learning points</p> <ul style="list-style-type: none"> • Closing Ceremony <ul style="list-style-type: none"> ○ Closing remarks by class representative ○ Closing remarks by ADB and CAREC Institute ○ Photo-taking
<p>12:30–13:30</p>	<p>Lunch Break</p>
<p>14:00–18:00</p>	<p>FIELD VISIT: SUZHOU INDUSTRIAL PARK (SIP)</p>
	<p>The field visit is an integral part of the workshop, where workshop participants will have the opportunity to:</p> <ul style="list-style-type: none"> • Learn rich and successful experience of SIP first hand and exchange views on relevant issues with officials and entrepreneurs • Enhancing the materials covered in the workshop • Build contacts for future exchanges <p>Arrangements are being made for the SIP by CAREC Institute</p> <p>CONCLUSION OF THE WORKSHOP</p>