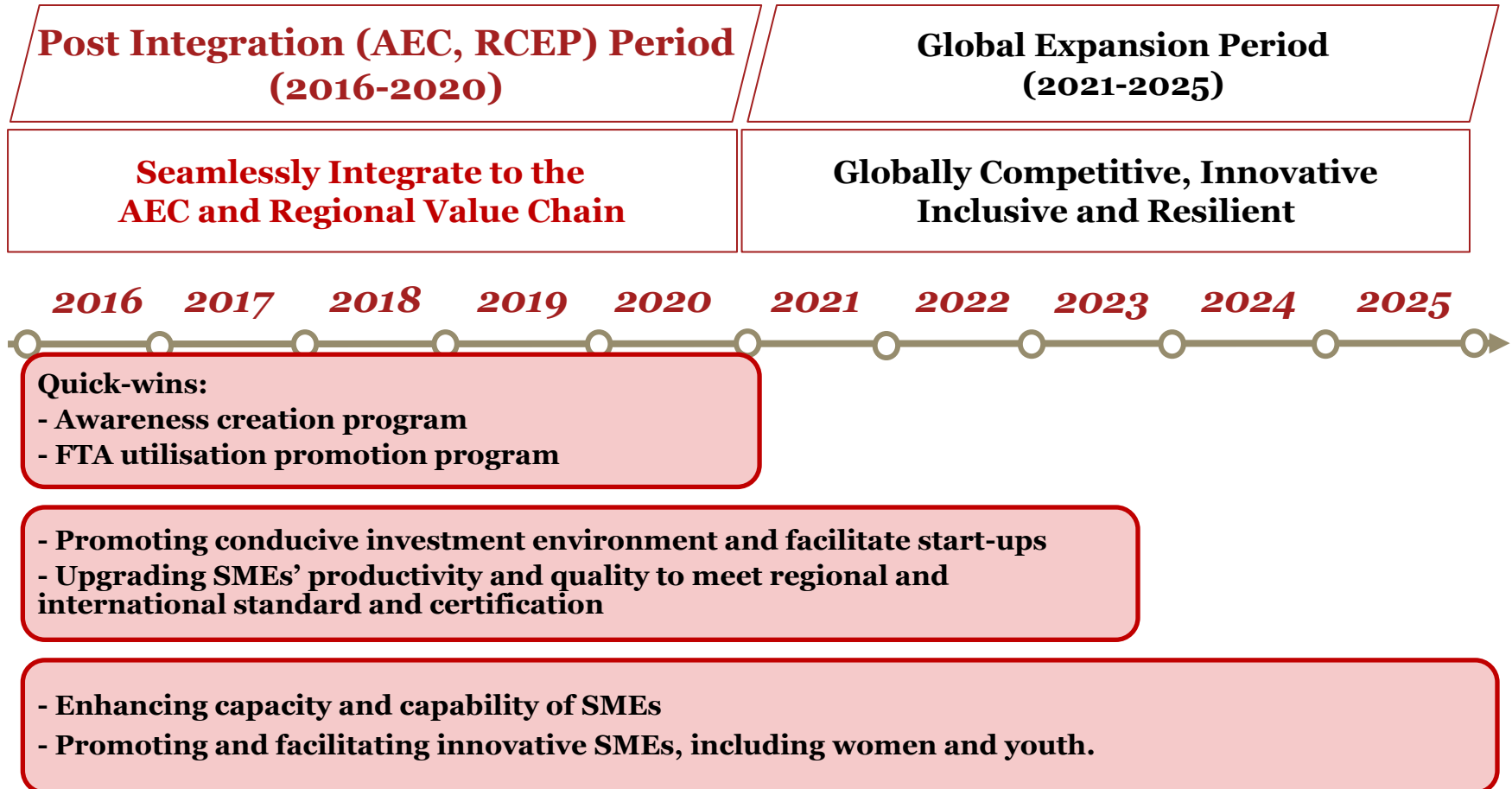


Key Discussion Points from SMEWG on the ASEAN Strategic Action Plan for SME Development (2016-2015)

- **Time-bound Priority Action**
- **Country Coordinator**
- **Actions and KPIs**

Time-bound Priority of Actions

No need to cut into phases, some initiatives can be undertaken concurrently, from start till the end of SAP SMED.



Country Champions

	Strategic Goals	Country Champions
1	Promote Productivity, Technology and Innovation	<ul style="list-style-type: none">• Thailand• Viet Nam
2	Increase access to Finance	<ul style="list-style-type: none">• Malaysia• Lao PDR
3	Enhance Market Access and Internationalisation	<ul style="list-style-type: none">• Singapore• Thailand
4	Enhance Policy and Regulatory Environment	<ul style="list-style-type: none">• Cambodia• Indonesia
5	Promote Entrepreneurship and to Human Capital Development	<ul style="list-style-type: none">• Brunei Darussalam• Philippines• Myanmar

➤ **Country champions to take up the leading role in coordinating and implementing initiatives, programmes and actions**

Key Performance Indicators and Action Lines

- To be relevant, applicable and attainable in all AMS
- To ensure that data and statistics to be used for measure KPI are available at country level or by the multilateral banks/organisation
- To be further refined by Country Champions

Key Performance Indicators and Action Lines

A) Promote Productivity, Technology and Innovation

- National Labour Productivity (labour capital and resources)
- Number of Patents registered by SMEs

B) Increase Access to Finance

- Number or percentage of SMEs benefiting from the outreach programme
- Percentage of loans to SMEs

C) Enhance Market Access and Internationalizaion

- Percentage of SMEs with overseas revenue
- Percentage share of SMEs contribution to export

D) Enhance Policy and Regulatory Environment

- Percentage of SMEs that benefit from government assistance programmes
- Number or percentage of new business formation
- Time and cost required to start a business

E) Promote Entrepreneurship & Human Capital Development

- Percentage of business to total population
- Contribution of employment
- Percentage share of SMEs contribution to GDP
- Percentage of women/youth owned/operated enterprises (optional)

A. Promote Productivity, Technology and Innovation

Desired outcomes		Actions	
A-1)	Productivity of SMEs will be enhanced	A-1-2)	Develop understanding on relevant productivity measures for SMEs
		A-1-1)	Adopt productivity enhancing measures
A-2)	Cluster-based Strategy will be enhanced	A-2-1)	Enhance industrial linkage among SMEs and between SMEs and large enterprises (Multinationals)
		A-2-2)	Promote technology and build capabilities to foster industry clustering
A-3)	Innovation will be promoted as a Key Competitive Advantage for SMEs	A-3-1)	Strengthen infrastructure and create favourable environment to promote innovation
		A-3-2)	Enhance information on innovation support service
		A-3-3)	Enhance business-academia collaboration
A-4)	Intellectual Property Registration (IPR) and Protection for Commercialization will be enhanced	A-4-1)	Create awareness of IPR adoption and protection; and encourage commercialization of IPR

B. Increase Access to Finance

Desired outcomes		Actions	
B-1)	Regulatory Framework for Access to Finance will be developed and enhanced	B-1-1)	Facilitate a business friendly financing environment for SMEs (e.g credit rating, credit scoring, credit bureau, secured transaction law, microfinance, SMEs focused lending, etc.)
B-2)	Financial Inclusion and Literacy will be promoted Enhanced ability of SMEs to engage with financial system	B-2-1)	Effective outreach to enhance financial inclusion (e.g financial literacy, financial management of SMEs, etc) to increase access to financing
B-3)	Alternative Financing will be promoted	B-3-1)	Improve policy environment to foster alternative and non traditional financing through Increasing availability of private financing with diversified source of financing (e.g factoring, leasing, venture capital, Angel fund, Crowd financing, etc.)

C. Enhance Market Access and Internationalisation

Desired outcomes		Actions	
C-1)	High Value Information of the Market to SMEs will be enhanced	C-1-1)	Increase information on the regional and global market access and opportunities
C-2)	Financial Facilities for SMEs to Export will be developed	C-2-1)	Strengthen export financing facilities together with foreign markets information advice
C-3)	Integration into the Global Supply Chain and Market will be enhanced	C-3-1)	Establish technical and legal infrastructure for beyond E-commerce such as increase awareness of standards (e.g. GMP, HACCP, ISO, etc.)
C-4)	Partnership with Large Enterprises will be promoted to increase Market Access Opportunities	C-4-1)	Building capacity and capabilities of SMEs to partner with large enterprises

D. Enhance Policy and Regulatory Environment

Desired outcomes		Actions	
D-1)	Inter and Intra-Governmental Cooperation and Coordination in Policies and Regulation will be enhanced	D-1-1)	Strengthen the network between most public institutions and orchestration of these institutions
		D-1-2)	Develop national-level SME strategy that aligns with the regional strategy
D-2)	To enable Cheaper and Faster business formation	D-2-1)	Establish a sound system and streamline registration of business to encourage transition from informal to formal start-ups enterprises
		D-2-2)	Enhance financial supports for start-ups (soft loans, vouchers, grants, etc.)
D-3)	Institutional Framework will be strengthened	D-3-1)	Establish pro-SME development regulatory environment for SMEs

E. Promote Entrepreneurship and Human Capital Development

Desired outcomes		Actions	
E-1)	Create a conducive Environment for Entrepreneurship	E-1-1)	Promote enterprise culture and create an environment for entrepreneurship
E-2)	Enhanced human capital development for SMEs, including Women and Youth	E-2-1)	Implement entrepreneurial learning programs in education
		E-2-2)	Ensure management / vocational skills of new young entrants and women into the workforce
		E-2-3)	Promote and Facilitate women's participation in SMEs
		E-2-4)	Intensify human capital training programme