



## AGENDA

### **Workshop on SME Statistics**

**“Strengthening SME Policy Development through Data  
Enhancement in Myanmar”**

Tuesday, 30 June 2015  
Myanmar Japan Center  
Yangon, Myanmar



**OECD**  
**SOUTHEAST ASIA**  
**REGIONAL PROGRAMME**

## Workshop on SME Statistics in Myanmar

Strengthening SME Policy Development through Data Enhancement in Myanmar

Tuesday, 30 June – Myanmar Japan Center, Yangon, Myanmar

### AGENDA

08:30 - 9:00 REGISTRATION

09:00 – 09:15 WELCOMING SESSION

*Welcome remarks by*

- Mr. Antonio FANELLI, Senior Expert, OECD Southeast Asia Regional Programme
- Mr. Hideaki MATSUO, Counsellor, Embassy of Japan in Myanmar
- Ms. Aye Aye Win, Deputy Director General, Ministry of Industry

*Welcoming remarks will be made by Mr. Fanelli, Senior Expert, OECD, Mr. Matsuo, Counsellor, Embassy of Japan in Myanmar, and Ms. Aye Aye Win, Deputy Director General, Ministry of Industry.*

09:15 – 09:45 INTRODUCTORY SESSION

*Introductory remarks by*

- Mr. Kazumasa OBA, Junior Policy Analyst, OECD Southeast Asia Regional Programme
- Ms. Yukiko SANO, Project Formulation Advisor, JICA Myanmar Office
- Mr. Michele BOARIO, Senior MSME Development Expert, UNIDO

*Mr. Oba will present the overview of SME works through the OECD Southeast Asia Regional Programme and how this project in Myanmar can be positioned in the OECD works. Ms. Sano will exhibit the overall JICA activities on SME and its human resource developments in Myanmar. Mr. Boario will elaborate on UNIDO experience in SME policy development in Myanmar.*

09:45 – 10:15 SESSION 1: Strengthening SME Policy Development through Data Enhancement in Myanmar

- Dr. Nu Nu Lwin, Professor, Monywa Institute of Economics
- Dr. Mya Thandar, Professor, Yangon University of Economics

*In this session, the survey results of the “Strengthening SME Policy Development through Data Enhancement in Myanmar” project will be presented. The floor will be opened for comments and questions from participants after the presentations.*

10:15 – 10:45 Discussion

10:45 - 11:00 Coffee break

11:00 - 12:00 SESSION 2: SME data collection methods and effective utilisation of the survey results

- **Ms. Mariarosa LUNATI**, Head of Entrepreneurship, Productivity and Microdata Section, OECD Statistics Directorate
- **Mr. Antonio FANELLI**, Senior Expert, OECD Southeast Asia Regional Programme

*The Speakers will discuss how to use the survey result for SME policies in Myanmar. The floor will be opened for discussion with participants after the presentations.*

**12:00 – 12:30**    *Questions*

**12:30 - 14:00**    *Lunch*

**14:00 - 15:30**    **SESSION 3: Myanmar clusters, industrial zones, and youth and women entrepreneurs**

- **Mr. Michele BOARIO**, Senior MSME Development Expert, UNIDO
- **Dr. Adam**, Chief Economist, Mekong Economics
- **U Tint Khine**, National Project Coordinator, UNIDO
- **Daw Maureen Sang Tang**, Junior National Project Coordinator

*The Speakers will present UNIDO's project for fostering pro-poor and inclusive MSME development in Myanmar, including its preliminary findings on: 1) Myanmar clusters, 2) Industrial Zones (IZ), and 3) Youth and women entrepreneurs.*

**15:30 - 15:45**    *Coffee break*

**15:45 – 16:15**    *Questions*

**16:15 – 16:30**    **CLOSING SESSION**

**Closing remarks by**

- **Mr. Antonio FANELLI**, Senior Expert, OECD Southeast Asia Regional Programme

**OECD Southeast Asia Regional Programme**

**STRENGTHENING SME POLICY DEVELOPMENT THROUGH  
DATA ENHANCEMENT IN MYANMAR**

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April 2015

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## **STRENGTHENING SME POLICY DEVELOPMENT THROUGH DATA ENHANCEMENT IN MYANMAR**

### **I. Introduction**

SMEs are pivotal for national economic development and promotion of social-economic status of the people in Myanmar. Nowadays, the business environment in Myanmar is changing and each change is occurring faster than the preceding one. SMEs in Myanmar may face quite a lot of challenges and will continue to do so in upcoming period of political and economic transition.

SME data collection practices and standards need to be comprehensive in order to have reliable data which reflect the economic structure of a country. In Myanmar, about 40,000 SMEs are registered at the Directorate of Industrial Supervision and Inspection (DISI) under the Ministry of Industry. City and Township Development Committees and other related ministries of State/Regional approximate that there are over 60,000 SMEs which have not been registered yet. Other services and trade activities are not included in the official number of SMEs. For example, small hotel and tourism businesses apply operation license at the Ministry of Hotel and Tourism and do not require to register at any other government agencies. Thus, they are not counted as SMEs. Till recently, there is no single agency where all SMEs can be registered in Myanmar.

In Myanmar, the definition of SMEs is specified in the Revised Industry Law of 1990, the Private Industrial Enterprise Law of 2011 focuses on the industrial sector only. Four criteria for classification, namely power usages, number of employees, capital investment, and production volume are applied to distinguish different sizes of the firms (Table 1). The smaller enterprises are defined as the enterprises which employ less than 10 workers and using less than 5 horsepower (H.P) under the Cottage Industries Law.

Although the definition of Small and Medium Industry (SMI) is uniformly applied in government programmes and policies throughout the country, it has been widely criticized due to many self-contradictory requirements and no distinction in size for enterprises in the manufacturing sector. Moreover, there was no such classification for service and trade sectors.

In addition, the amount of money in term of sales and capital investment stated in the definition is no longer relevant. As a result, a new definition of SME was proposed by the Central Department of SME Development (SDC) under the SME Development Law which has been approved by the Parliament in March 2015 and expected to enact during this year.<sup>1</sup> (Table 2)

**Table 1: Official Definition of SMI**

Categories	Small	Medium	Large
Power used (Horsepower)	Over 3 to 25	Over 25 to 50	Over 50
Number of employees	10 to 50	50 to 100	Over 100
Capital investment (Kyat' million)	Up to 1	Over 1 to 5	Over 5
Annual production (Kyat' million)	Up to 2.5	Over 2.5 to 5	Over 5

Source: Central Department of SME Development (2015)

**Table 2: Proposed Definition of SME**

Sr. No.	Description	Small	Medium
1	<b>No. of Employees</b>		
	(a) Manufacturing sector	Up to 50	51 - 300
	(b) Labor-intensive manufacturing sector	Up to 300	301 - 600
	(c) Wholesale business	Up to 30	31 - 60
	(d) Retail business	Up to 30	31 - 60
	(e) Servicing business	Up to 30	31 - 100
	(f) Except from above businesses	Up to 30	31 - 60
2	<b>Capital investment (Kyat' Million)</b>		
	(a) Manufacturing Industry	Up to 500	500 - 1000
	(b) Labor-intensive or CMP sector	Up to 500	500 - 1000

<sup>1</sup> [http://www.smedevelopmentcenter.gov.mm/?q=en/def\\_sme](http://www.smedevelopmentcenter.gov.mm/?q=en/def_sme)

Sr. No.	Description	Small	Medium
3	<b>Turnover (Kyat' Million)</b>		
	(c) Wholesale business	Up to 100	100 - 300
	(d) Retail business	Up to 50	50 - 100
	(e) Servicing business	Up to 100	100 -200
	(f) Except from above businesses	Up to 50	50 - 100

Source: Central Department of SME Development (2015)

On the review and amendment of legislations and regulations, the SME policy was drawn up through collaboration among the government sector, private sector and non-government organizations. Furthermore, the Ministry of Industry has hold meetings to draw up the SME law with related ministries, departments and representatives from private sectors and professionals SMEs. The SME law (draft) was submitted to the President's Office in September 2012. Currently, the SME law has been approved by the Union Parliament and it is going to be enacted during first half of 2015.

In Myanmar, there are many enterprises including retail shops, beauty salons, restaurants, real estate agencies, employment agencies, and photo studios established in each and every city. Even in the small villages, there are many handicraft industries, agribusinesses and cottage (i.e. home-based) industries. However, they do not register at any agency and thereby, reliable data on SMEs are unavailable in Myanmar. Consequently, the number of SMEs per 1000 persons is 0.84, and it is the lowest among ASEAN countries.

At present, to register a firm at the DISI or to apply for an operating license at any government agencies, a firm normally needs to submit the approval/permit or license obtained from City/Township Development Committee, General Administrative Department, Ministry of Energy, Ministry of Labor and tax clearance document from the Internal Revenue Department and criminal clearance from Ministry of Home Affairs.

Regarding the transition of informal SMEs to the formal sector, the DISI is the main responsible agency for this process. With the lack of reliable data on SMEs, the transition process will be cumbersome, with the risk of both duplication and incomplete data. Therefore, it is urgent to have reliable SMEs statistics, possibly by utilizing internationally accepted practices and standards for meaningful data collection.

The purpose of this paper is to gather information on existing SME statistics in Myanmar and the practices implemented for their collection. To identify current SME data collection practices and standards, interviews based on a questionnaire were conducted with staffs from Ministry of Industry, Central Statistical Organization, Planning Department, General Administrative Department, State Development Committee, Myanmar Industrial Association and Myanmar Marketing Research & Development Ltd.

## **II. Basic Information on the Respondents**

Among the 12 respondents, there are two from the Directorate of Industrial Supervision and Inspection (DISI) under the Ministry of Industry, five from the Central Statistical Organization, CSO (Production Statistics Division, Trade Statistics Division, Services Statistics Division, Administrative Division and Income, Expenditure and Investment Division), one each from the Planning Department (PD), General Administrative Department (GAD), State/Region Development Committee, Myanmar Industrial Association (MIA) and Myanmar Marketing Research & Development Ltd (MMRD). The detail activities and functions of the respondent organization are shown in Table 3.

The respondents from the Directorate of Industrial Supervision and Inspection, Ministry of Industry, Production Statistics Division of Central Statistical Organization, Ministry of National Planning & Economic Development and State Development Committee, Ministry of Border Affairs are the producers of the data on SMEs and the rest are the users.

**Table 3: Activities and Functions of Respondent Organization**

Sr.	Name of Organization	Activities and Functions
1.	Directorate of Industrial Supervision & Inspection, Ministry of Industry	Providing services for SME development
2.	Central Statistical Organization, Ministry of National Planning & Economic Development	Producing statistical data
3.	Planning Department, Ministry of National Planning & Economic Development	Planning and measuring economic development
4.	General Administrative Department, Ministry of Home Affairs	Administration and rule of laws
5.	State Development Committee, Ministry of Border Affairs	Public services
6.	Myanmar Industrial Association	Organizing and arranging business matching, business opportunities networking between local and foreign enterprises
7.	Myanmar Marketing Research & Development Ltd.	Research services

Source: Survey Data (March, 2015)

### III. Knowledge of Existing Statistics on SMEs in Myanmar

At the DISI and State Development Committee, structural business statistics, statistics on demography of enterprises, statistics on financing (**only for initial capital**) of enterprises, statistics on enterprises by gender of the owner or manager, statistics on enterprises by sector of activity and other statistics are available by enterprise size only for the registered SMEs. However, structural business statistics, statistics on enterprises by gender of the owner or manager and statistics on enterprises by sector of activity are available by enterprise size at the production statistics division of Central Statistical Organization.<sup>2</sup>

<sup>2</sup> All of the above mentioned statistics are available only for registered SMEs at the DISI.

Although all industrial firms need to register at the DISI, according to the respondent of DISI, not all firms in industrial sector are registered and thereby, total number of SMEs may be underestimated in Myanmar.

From the user perspective, the types of SME statistics used by different users are shown in Table 4 and the sources of the SME statistics on SMEs are presented in Table 5.

**Table 4: Types of SME Statistics and Users**

Sr. No.	Types of Statistics	Users
1.	Structural business statistics	MMRD, CSO, GAD, PD
2.	Statistics on demography of enterprises	MMRD, GAD, PD
3.	Statistics on innovation and R & D activities of enterprises	MMRD
4.	Statistics on international activities of enterprises	MMRD, GAD, PD
5.	Statistics on financing of enterprises	MMRD, CSO, GAD,
6.	Statistics on enterprises by gender of the owner or manager	MMRD, CSO, GAD, MIA
7.	Statistics on enterprises by sector of activity	MMRD, CSO, GAD,
8.	Other statistics	MMRD, GAD

Source: Survey Data (March, 2015)

According to the Central Statistical Organization, Planning Department and General Administrative Department, a business register exists in Myanmar for administrative and statistical purposes. However, all businesses have not been registered yet. Thus, it can be concluded a comprehensive view of Myanmar SMEs is not yet available in terms of number as well as their performance.

**Table 5: Sources of SME Statistics**

Sr.	Types of Statistics	Sources
1.	Structural business statistics	Ministry of Industry Industrial survey (Conducted by CSO) GAD, Development committee, Industrial supervision, Industrial zone Ward/village offices, Survey (Research firm)
2.	Statistics on demography of enterprises	Industrial supervision, Industrial zone Ward/village offices
3.	Statistics on innovation and R & D activities of enterprises	Ministry of Industry Survey (Research firm)
4.	Statistics on international activities of enterprises	Ministry of Information
5.	Statistics on financing of enterprises	Ministry of Industry, Survey (Research firm)
6.	Statistics on enterprises by gender of the owner or manager	Industrial survey (Conducted by CSO) GAD, Development committee, Industrial supervision, Industrial zone Ward/village offices, Survey (Research firm)
7.	Statistics on enterprises by sector of activity	Ministry of Information Industrial survey (Conducted by CSO) Development committee, Industrial zone Ward/village offices, Ministry of Commerce
8.	Other statistics	Development committee, Industrial zone Ward/village offices

Source: Survey Data (March, 2015)

#### **IV. Practices for the Collection of Data on SMEs in Myanmar**

In Myanmar, SMEs data are dispersed due to the registration and licensing system. In principle, all manufacturing firms need to register at the Directorate of Industrial Supervision and Inspection (DISI) under the Ministry of Industry. Thus, the DISI can have all types of administrative data, including business structure, demography of enterprises, enterprises by sector of activity and by gender of owner or manager. In practice, although manufacturing firms in major cities are registered at the DISI, some firms in small towns and remote areas are not listed in the DISI due to lack of enforcement. Moreover, although firms need to register at their establishment, most of the firms do not notify dissolution or termination of activity.

In addition, the study found that, to apply for an SME loan from Small and Medium Industrial Development Bank (SMIDB), firms need to register at the DISI. Thus, administrative data of manufacturing firms at DISI cannot represent the whole picture of manufacturing enterprises in Myanmar, mainly due to the following reasons:

- (a) It includes only data of manufacturing firms located in large cities;
- (b) It includes some firms which are already dissolved or terminated.

The SME Development Centre (SDC), which is mainly responsible for providing services for SMEs in Myanmar, collects sample survey data for all types of statistics. Moreover, SDC conducts the collection of business census data regarding business structure, demography of enterprises, enterprises by sector of activity and by gender of owner or manager. However, till recently, SDC cannot have the complete set of SMEs data as it mainly conducts the survey and census only in major cities of states and regions in Myanmar.

Small and micro firms apart from manufacturing enterprises in any state and region need to apply for license at the respective city and township development committees. With data requirement on licensing procedures, these development committees normally have the statistics on business structure, demography of enterprises, enterprises by sector of activity and by gender of owner or manager. However, as there is no legal enforcement for licensing procedure, these committees cannot have the complete set of data of SMEs.

From the user perspective, there are different sources of SME data. In Myanmar, the Central Statistics Organization (CSO) is mainly responsible for compiling data of all sectors and categories in the country. It collects administrative data of SMEs regarding structural businesses statistics and enterprises by sector of activity from above mention sources: DISI, SDC, and city and township development committees. It also conducts sample surveys on business structure, financing activities, and enterprises by sector of activity and by gender of owner or manager. However, till recently, SMEs data are not available at the CSO.

The Planning Department under the Ministry of National Planning and Economic Development also requires SMEs data for planning purposes. It uses all three sources: DISI, SDC, and city and township development committees, for structural business statistics. For demography of enterprises, it assembles statistics from administrative data and business census while enterprises by sector of activity and by gender of the owner /manager are sourced from administrative data. Moreover, financing statistics are gathered from the business census. Moreover, the general administrative department of each townships and districts collect the data from Industrial zones, township development committees, and ward/village administrative offices for their administrative purposes.

Research organizations collect SMEs data from all available sources: administrative data, sample surveys, and business census depending on the types of statistics needed. For demography of enterprises and enterprises by gender of the owner/manager, they source from administrative data and business structure, innovation, R&D, and financing activities of enterprises are collected through sample survey while international activities of enterprises and those by sector of activity are gathered from the businesses census.

In sum, dispersion of data due to different registration and licensing requirements and lack of systematic procedure in data collection and compilation are major reasons for lack of a comprehensive list of SME data in Myanmar. (Appendix – 1)

In Myanmar, business establishments are spread in classification based on the following criteria: (1) ownership and nationality (e.g. state-owned, locally-owned, foreign-owned or a joint venture); (2) industry with respective ministries, which handle business registration or licensing

for that industry (e.g. Ministry of Hotels and Tourism and Ministry of Rail Transport); (3) the laws and regulations governing various types of businesses (e.g. manufacturers under the Private Industrial Enterprise Law 1990); and (4) the size of the business (e.g. the “cottage industry” under the Ministry of Cooperatives).

Thus, for statistical unit, both enterprise and establishment are used by producers and users of the SMEs data. In research firms, they identify the firm based on enterprises group (micro/ small/medium/large and manufacturing/service), enterprise (sector-wide, product-wide), and establishment (private/public/state-owned, NGOs, INGOs) depend on purposes of the research they conducted. (Appendix – 2)

Regarding industrial classification, CSO and planning department classify and compile the data in accordance with Revision version 4 of International Standard Industrial Classification (ISIC rev 4) while other agencies do not specifically apply ISIC for their classification.

According to almost all respondents, self-employed persons are covered in SMEs statistics except research firm which does not count them in their data.

On the other hand, due to weak enforcement of registration and licensing procedures, a considerable number of firms are still in informal sector and not included in SME statistics. Thus, the performance of SMEs is likely to be underestimated in Myanmar. However, CSO is endeavoring to assemble all inclusive data sets of SMEs in Myanmar.

Since the DISI is responsible for registration of small manufacturing firms in private sector, it covers only SME statistics of private sector. On the other hand, the industry data published by CSO mainly represents public sector enterprises and do not include firms in private sector.

Since small scale firms in farming, fishing and animal husbandry are not necessarily registered in Myanmar, SMEs data do not represent those firms. However, these data are listed by township development committees for administrative purposes. CSO collects these data from respective development committees for data compilation. (Appendix – 3)

## V. Dissemination of Statistical Data on SMEs in Myanmar

In Myanmar, the main source of macroeconomic indicators is the Statistical Yearbook and selected monthly economic indicators published by CSO while ministries circulate respective information and data in reports and Internet websites. SMEs data are normally disseminated through statistical publications and policy reports. Moreover, some information is available in online portal. The portal of the Central Department of Small and Medium Enterprises Development <http://www.smedevelopmentcenter.gov.mm/> provides some information and links for SMEs regarding law and policies, financing, technologies, training courses, industrial zones, Top 100 SMEs in Myanmar and ASEAN SMEs such as the Directory of outstanding SMEs in ASEAN Countries, ASEAN SME Festivals, Trade Fairs and Expo. It is also planned to link with related organizations and agencies such as the Directorate of Industrial Supervision and Inspection, Directorate of Investment and Company Administration (DICA), Directorate of Trade, SMIDB, Republic of the Union of Myanmar Federation of Chambers of Commerce and Industry (RUMFCCI), and Myanmar Industrial Association (MIA). However, it seems to be updated only occasionally and its use by the SME community is limited.

From the user perspectives, most of the SMEs data are mainly gathered from statistical publications although most of the data are incomplete, outdated and of limited usage. According to the Planning Department, for planning purposes, they assemble SMEs data from all available sources including research reports and policy papers. (Appendix – 4)

In Myanmar, macroeconomic indicators are available monthly, quarterly, and annually published by CSO. However, most of the SMEs data are occasionally published by DISI and industrial zones. Although some statistics on business structure, demography of enterprises, enterprises by sector of activity and by gender of owner or manager are available at respective city and township development committees, the data are rarely circulated by those organizations. (Appendix – 5)

Regarding coverage of industrial sectors in the business register, according to the official definition of SMIs, only activities in industrial sector were classified as small, medium and large industries. Since there are no classifications for service and trade sectors, these sectors are not

included in the business register. In fact, the firms in the sectors of mining and quarrying, manufacturing, and electricity, gas, steam and air conditioning supply are eligible to register at DISI.

On the other hand, firms in the following sectors have to apply operating license from city and township development committees.

- a. Agriculture, forestry and fishing;
- b. Construction;
- c. Wholesale and retail trade, repair of motor vehicles and motorcycles;
- d. Transportation and storage;
- e. Information and communication;
- f. Other service activities; and
- g. Activities of households as employers, undifferentiated goods and Services producing activities of households for own use;

Any other sectors apart from them have to be registered and apply license at respective ministries.

Concerning the statistical business register, the classification of industrial sectors by DISI used in 2013 published data is presented in Table 6. Thus, it can be concluded that the classification and coverage of industrial sector are differed depending on the agencies where the firms registered and applied for license.

**Table 6: Sectoral Distribution of SMIs in Myanmar**

(As of July, 2012)

Sr. No.	SMIs	Quantity of SMIs				% of Total SMIs
		Large	Medium	Small	Total	
1	Food & Beverages	2369	4110	20976	27455	63.51
2	Clothing & wearing apparel	341	380	1001	1722	3.98
3	Construction materials	510	650	2117	3277	7.58
4	Personal goods	375	410	330	1115	2.58
5	Consumer products	144	79	97	320	0.74
6	Literature and Art	60	117	183	360	0.83
7	Raw good production	169	240	282	691	1.60
8	Metal and Mineral	315	381	1204	1900	4.39
9	Agriculture Machinery	9	25	37	71	0.16
10	Industrial tools and equipment	15	49	66	130	0.30
11	Automobile production	194	40	33	267	0.62
12	Electrical equipment	43	15	12	70	0.16
13	General Industries	264	791	4799	5854	13.54
	<b>Total</b>	<b>4808</b>	<b>7287</b>	<b>31137</b>	<b>43232</b>	<b>100</b>
	<b>% of total</b>	<b>11.09</b>	<b>16.92</b>	<b>71.99</b>	<b>100</b>	

Source: Central Department of SME Development (2013)

## **VI. Conclusion**

The procedures and practices for business registration in Myanmar are still dispersed and the agencies responsible for registration and issuing business licenses are diverse based on size and location of the firms, types of business, and industrial sector. Moreover, desires to tax evasion, lack of incentive and weak enforcement to register as an SME are also the causes of small number of registered SMEs in Myanmar. Furthermore, the methods and procedures of collecting, processing, compiling, updating and dissemination of the data are rigorous and not systematic. As consequences, SMEs statistics are incomplete, fragmented and outdated in almost all data sources in Myanmar. In addition, the availability of SME data especially in the categories of financing, innovation and R&D, and international activities of the firms seems to be limited.

The results of the study highlight the weaknesses and problems of SME statistics in Myanmar. By addressing those issues through rectifying the business registration systems, improving data collection and administration procedures, and enhancing value of data with important aspects of SMEs based on international good practices, the comprehensive list of SMEs statistics can be developed which can be used to assess the status of Myanmar SMEs. By doing so, it can be expected to greatly contribute the SME policy formulation in Myanmar.

## **BIBLIOGRAPHY**

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## **APPENDICES**

**Appendix – 1**

**Collection Methodology**

(Percent of Respondents)

Type of Statistics		Census of Businesses	Sample Survey	Administrative Data
Structural business statistics	Producer	50.0%	50.0%	75.0%
	User	12.5%	75.0%	75.0%
Demography of enterprises	Producer	50.0%	25.0%	50.0%
	User	12.5%	-	37.5%
Innovation and R&D activities of enterprises	Producer	-	25.0%	25.0%
	User	-	12.5%	-
International activities of enterprises	Producer	-	25.0%	25.0%
	User	12.5%	-	-
Financing of enterprises	Producer	-	25.0%	25.0%
	User	12.5%	62.5%	-
Enterprises by gender of owner/manager	Producer	50.0%	25.0%	50.0%
	User	-	50.0%	37.5%
Enterprise by sector of activity	Producer	50.0%	50.0%	75.0%
	User	50%	50.0%	75.0%
Others	Producer	25.0%	25.0%	-
	User	-	-	12.5%

Source: Survey Data (March, 2015)

**Appendix –2**

**Statistical Unit**

(Percent of Respondents)

	<b>Enterprise Group</b>	<b>Enterprise</b>	<b>Establishment</b>	<b>Others</b>
Producer	-	100.0%	-	-
User	12.5%	37.5%	75.0%	-

Source: Survey Data (March, 2015)

**Appendix –3:**

**Practices of SMEs Data Collection**

(Percent of Respondents)

	<b>Consistency with ISIC *</b>	<b>Inclusion of Self-Employed Persons</b>	<b>Inclusion of Informal Businesses</b>	<b>Inclusion of Public Sector Enterprises</b>	<b>Inclusion of Small Scale Productive Units</b>
Producer	25.0%	100.0%	0%	50.0%	33.3%
User	83.3%*	83.3%	66.7%	83.3%	66.7%

Source: Survey Data (March, 2015)

Note: \* ISIC rev 4

**Appendix – 4:**

**Channels of Dissemination**

(Percent of Respondents)

	<b>Statistical Publications</b>	<b>Web-sites</b>	<b>Research Reports</b>	<b>Policy Reports</b>	<b>Others</b>
Producer	50.0%	25.0%	-	50.0%	50.0%
User	71.4%	14.3%	14.3%	14.3%	28.6%

Source: Survey Data (March, 2015)

**Appendix – 5:**  
**Frequency of Publication**

(Percent of Respondents)

	<b>Annual</b>	<b>Quarterly</b>	<b>Monthly</b>	<b>Other</b>
Producer	75.0%	25.0%	50.0%	50.0%
User	71.4%	-	-	28.6%

Source: Survey Data (March, 2015)