

Reporting From the Roundtable and Setting Priorities

SME FDI Workshop
September 22, 2006

BETTER
UNDERSTANDING



SME
FINANCING

SME FINANCING
DATA INITIATIVE

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Government of Canada
Gouvernement du Canada

Canada

Reporting from Roundtable – Priority 1



- Factors that lead to growth/survival/failure (8 tables)
 - Need for longitudinal data
 - ➔ Innovation
 - ➔ R&D
 - ➔ Competitiveness
 - ➔ Management skills
 - ➔ Exporting
 - ➔ Business attributes
 - ➔ Growth intentions

Reporting from Roundtable - Priority 2



- Succession financing (6 tables)
 - Life cycle survey
 - Exits
 - Longitudinal on entrepreneur exits

Reporting from Roundtable – Priority 3



- Communication and dissemination (5 1/2 tables)
 - Linking/matching supply and demand
 - Assisting with investor readiness
 - Sub-Region / Urban/rural split (more breakdowns)
 - Need for collaboration

Reporting from Roundtable – Priority 4



- Obstacles to obtaining financing (5 tables)
 - Cyclicity
 - Staging (start-ups vs. established)
 - Region/ urban/rural
 - Competition in the financial marketplace

Reporting from Roundtable



- Other
 - Common definitions and methods to promote international comparisons
 - Characteristics of Immigrants and Aboriginals
 - Financial networks
 - Motivations
 - Approaches to financing
 - Angels

Where Do We Go From Here?



- a. What is your reaction to the priority issues?
- b. Do you know about/use other databases that could be utilized to assist with the identified priorities?
- c. What measures could SME FDI take to ensure that those data/research opportunities are realized in a cost-effective manner?

Vote Results



- Priority 1: Factors that Lead to Growth/Survival/Failure
40 votes
- Priority 2: Succession Financing
14 votes
- Priority 3: Communication and Dissemination
29 votes
- Priority 4: Obstacles to obtaining Financing
33 votes