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FROM THE DESK OF SECRETARY GENERAL



Dr. Gyan Prakash Agarwal

Dear Readers,

Welcome to the April 2024 edition of the WASME newsletter!

At WASME, we remain dedicated to fostering the worldwide expansion of SMEs. As we continue on this journey, we are excited to introduce a new edition packed with informative content, exploring key aspects of our primary objective.

In this edition of our newsletter, we embark on a journey across continents and industries, delving into insightful topics relevant to small and medium enterprises (SMEs). Our segment dedicated to "Country Focus" directs attention towards Zambia, providing valuable perspectives on the African business environment. Meanwhile, our "Industry Scan" explores the untapped potential of unlocking opportunities for small and medium enterprises in the e- mobility sector.

In the "Editorial" section, we explore the vital area of promoting sustainability in the SME sector through Green Finance initiatives. Our "Policy Brief" examines the scope of supportive ecosystems being nurtured by governments of the world to encourage SME engagement in public procurement.

In the 'UN Scan', we highlight the latest updates and provide insights into global initiatives impacting our SME community. Additionally, the WASME Updates section offers updates on our recent advancements.

Join us as we explore and navigate the ever-evolving landscape of SMEs worldwide.

Happy reading!

WASME EDITORIAL

Driving Sustainability: Green Finance Initiatives Catalysing Growth in the SME Sector



Introduction

Securing financing for the net-zero transition of millions of SMEs is a critical priority in the coming decades. SMEs contribute significantly to global greenhouse gas emissions, accounting for approximately 40% of business sector emissions in EU countries and around 50% globally. Despite this, SMEs have often been overlooked in national and international climate policies, which have primarily targeted larger corporations. According to the International Energy Agency (IEA), less than 100 out of over 6,000 environmental and energy policy measures as of mid-2021 were specifically aimed at SMEs.

Moreover, SMEs themselves have taken limited actions toward achieving net-zero emissions. While a majority of SMEs recognize the importance of transitioning to green practices, most have only taken basic steps such as implementing energy efficiency measures and waste reduction. However, SMEs also play a crucial role in driving innovation in clean technologies, products, and processes, with a significant portion of clean tech companies being SMEs¹.

Rapid Growth of Sustainable Finance Driven by Stakeholder Demand

Sustainable finance has experienced remarkable expansion in recent years, with ESG integration now representing approximately USD 40 trillion in assets under management. Financial institutions worldwide are increasingly committing to integrating ESG

factors into their operations and aligning their portfolios with sustainability metrics such as net zero and the Sustainable Development Goals.

One of the primary drivers of sustainable finance growth is the emergence of non-financial disclosure requirements and regulatory mandates for financial institutions and large enterprises. Regulatory demands, identified as the most significant driver of climate action in a 2023 OECD survey, compel financial institutions to disclose the sustainability of their operations and client activities. These requirements incentivize greater financing allocation towards green and sustainable initiatives. Growing awareness among investors, consumers, and employees regarding the urgency of addressing climate and environmental challenges is also fueling the surge in sustainable finance. An increasing number of institutional investors prioritise sustainability on par with financial considerations when making investment decisions. Additionally, consumer and shareholder demand for sustainability, combined with reputational considerations and sustainability reporting mandates, drive financial institutions to integrate sustainability into their financing decisions.

Financial motives further incentivize the allocation of financing towards sustainable activities. Considerations for long-term financial and operational performance rank as the second most

1. <https://www.oecd-ilibrary.org/sites/62bb6922-en/index.html?itemId=/content/component/62bb6922-en>

important driver of climate action according to OECD survey data. Investors increasingly favour environmentally sustainable start-ups, recognizing their potential for better performance when aligned

with sustainability goals. Moreover, a significant portion of investors have declined investment opportunities in the past year due to sustainability concerns².

Green and Sustainable Taxonomies

Green and sustainable taxonomies serve the crucial purpose of defining and categorising environmentally sustainable financing and investment activities. These frameworks aim to provide clarity by establishing specific criteria for identifying assets that qualify as green or sustainable. The adoption of green and sustainable taxonomies plays a vital role in mobilising resources towards sustainable investments. By offering a shared definition, these taxonomies reduce the risk of greenwashing and encourage firms to disclose non-financial information. This fosters transparency and trust in the financial market while incentivizing companies to prioritise sustainability.

- ◆ European Union (EU) green taxonomy defines six environmental objectives, including climate change mitigation, adaptation, and biodiversity protection. Economic activities must substantially contribute to these objectives without causing significant harm to others. The taxonomy also includes social safeguards aligned with international standards.
- ◆ Colombia adopted its green taxonomy, drawing from the EU framework but tailored to its socio-economic context and environmental strategies.

- ◆ Korea introduced the Korean Green Classification System (K-taxonomy), which categorises green economic activities, including energy, industry, and transportation sectors.
- ◆ Mexico launched its sustainable taxonomy, covering environmental and social activities such as climate change mitigation, adaptation, and gender equality.
- ◆ The Green Finance Industry Taskforce in Singapore is developing a taxonomy for financial institutions active in the ASEAN region.
- ◆ In South Africa, the National Treasury introduced the Green Finance Taxonomy (GFT), building upon the EU framework.
- ◆ China's informal taxonomy outlines regulations for green credit and bonds, requiring banks to report on the percentage of their green portfolio and its impact on emission reduction.
- ◆ The UK Green Technical Advisory Group advises the government on developing a UK taxonomy.
- ◆ Canada is working on a Transition Taxonomy led by the private sector, focusing on finance for high-carbon emitting firms aiming to decarbonize their operations.

Source: Adapted from OECD, European Commission, Reuters, and other reputable sources.

Understanding Sustainable Finance and its Impact on SMEs

Sustainable finance encompasses the consideration of environmental, social, and governance (ESG) factors in financing decisions. Specifically, the environmental pillar (the "E" in ESG) includes financing decisions that take into account environmental performance, regardless of the

purpose of the funds. This extends beyond funding environmentally sustainable projects as defined by green and sustainable taxonomies. Various approaches are taken to integrate environmental factors into financing decisions. Exclusionary screening avoids financing certain industries or activities deemed harmful, such as fossil fuel extraction or deforestation-linked agricultural

2. <https://www.oecd-ilibrary.org/sites/62bb6922-en/index.html?itemId=/content/component/62bb6922-en>

activities. ESG integration treats environmental factors as risk and opportunity factors alongside financial returns. Active engagement targets companies with high emissions but potential for ESG improvement. Impact investing prioritises environmental and social returns, even at the expense of financial returns.

The inclusion of environmental factors in financial institutions' decisions has significant implications. FIs must gather sustainability-related data on clients for financing decisions, risk management, and reporting. Companies in high-emission or environmentally impactful sectors face risks of exclusion from external financing without credible transition plans to net zero or improved environmental performance. Challenges are compounded for considerations like transition to nature-positive practices and impacts on biodiversity and ecosystem services.

Sustainable finance has profound implications for SMEs. Those adopting green business models or improving environmental performance could access finance more easily and on better terms. Conversely, SMEs risk losing access to finance if unable to demonstrate sustainability performance due to limited capacity for measurement and reporting. In high-emission sectors, SMEs may face pressure to transition rapidly to net zero or risk losing access to finance. As the financing landscape evolves, SMEs must engage with a wider range of ecosystem actors, including ESG intermediaries and sustainability service providers. This necessitates resource allocation and strategic considerations within SMEs³.

Challenges faced by SMEs in adopting Green Finance

- ◆ SMEs face challenges in accessing sustainable finance due to their limited capacity to provide granular data on their environmental performance, which financial institutions



increasingly require for risk management, financing, and reporting purposes.

- ◆ Limited demand for sustainable finance among SMEs arises from factors such as lack of awareness, capacity constraints, and market uncertainty, hindering their ability to invest in sustainability and seek related financing.
- ◆ The absence of SME demand for sustainable finance reduces incentives for public and private financial institutions to develop tailored financing solutions, exacerbating the financing gap for SMEs' net-zero and sustainability-related investments.
- ◆ SMEs risk losing access to finance if they cannot demonstrate credible transition plans or improve their sustainability performance, impacting their ability to secure financing for other investment needs as well⁴.

3. <https://www.oecd-ilibrary.org/sites/62bb6922-en/index.html?itemId=/content/component/62bb6922-en>

4. Ibid.

Initiatives to safeguard SMEs from the challenges faced in transitioning to green finance

Initiatives to Alleviate Sustainability Reporting Burden on SMEs

- ◆ The International Financial Reporting Standards (IFRS) Foundation has introduced measures to alleviate the sustainability reporting obligations for small and medium-sized enterprises (SMEs). They've tailored the International Sustainability Standards Board (ISSB) standards specifically for non-public SMEs, streamlining them by excluding irrelevant topics, simplifying recognition and measurement principles for financial elements, and reducing disclosure requirements. This simplification includes clearer language and limitations on accounting choices for a more straightforward approach. Additionally, the frequency of ISSB revisions has been reduced to once every three years, further easing the reporting burden for small businesses.
- ◆ The European Financial Reporting Advisory Group (EFRAG) is taking steps to minimise reporting requirements for SMEs. They're focusing on eliminating irrelevant or overly burdensome reporting elements within the European Sustainability Reporting Standards (ESRS) for listed SMEs, ensuring simplified disclosures for areas like management roles, sustainability impacts, risks, and opportunities.
- ◆ EFRAG is developing a Voluntary Sustainability Reporting Standard (VSRS) for unlisted SMEs not covered by ESRS. This initiative aims to facilitate SMEs' access to sustainable finance without significantly increasing their reporting workload.

Credit Guarantee Schemes Promoting Green Finance for SMEs

- ◆ The Sustainability Portfolio Guarantee Product, managed by the EIF as part of the InvestEU program, aims to facilitate debt finance access for EU SMEs committed to green and sustainable initiatives. It offers advantageous terms to financial intermediaries, featuring a

high guarantee coverage rate of up to 70% and a maximum transaction amount of 7.5 million euros for SME financing.

- ◆ The Growth and Sustainability Loan Scheme, operated by Ireland's SBCI with a budget of 500 million euros, provides longer-term lending for SMEs, with a minimum of 30% allocated to environmental sustainability projects. It also targets strategic investments to enhance productivity and competitiveness, supporting future business sustainability and growth.
- ◆ Finnvera, in collaboration with the EIF, offers direct financing for sustainability through its Climate and Environmental Loan product in Finland. This scheme supports companies engaged in renewable energy, energy efficiency, sustainable materials usage, and transitioning to a circular economy, with loan amounts ranging from 150,000 to 2 million euros per project.
- ◆ Bpifrance, France's national promotional bank, offers Green Guarantees as part of its Climate Plan, covering 80% of loan amounts up to 1.5 million euros to reduce environmental impacts and improve energy performance for SMEs.



- ◆ Portugal's government, through Banco Portugues de Fomento, has allocated 100 million euros for the Line of Credit for Decarbonization and Circular Economy, providing guarantees covering 80% of outstanding capital for SMEs investing in energy efficiency or circular economy projects.
- ◆ In Romania, the FNGCIMM provides guarantees for SMEs in the construction sector for energy efficiency, green energy projects, or environmental objectives alignment, covering up to 90% of outstanding loan amounts.
- ◆ Sweden's government introduced a special credit guarantee in June 2021 for green investments, requiring companies to align with environmental objectives outlined in the EC's Green Taxonomy to qualify.
- ◆ Bulgaria's Energy Efficiency and Renewable Sources Fund offers a credit guarantee facility and technical assistance to SMEs investing in energy efficiency projects.
- ◆ Korea launched the Green Guarantee Program to support SMEs in the New and Renewable Energy sector, providing liquidity support and guaranteeing up to 95% of the loan amount.
- ◆ Mexico's FIRA promotes financing for SMEs contributing to the sustainability of the agricultural sector through loans, guarantees, and technical assistance.
- ◆ Denmark's Danish Business Authority and Danish Energy Agency collaborated to create the Climate Compass, a digital carbon footprint calculator for SMEs, allowing them to calculate emissions according to GHG-protocol standards.
- ◆ Bpifrance and the French Agency for Ecological Transition (ADEME) initiated the Decarbonisation Accelerator program, offering intensive support to French SMEs and midcaps over two years. The program includes individualised support, seminars, and access to expert advice and resources, including a climatometer for assessing environmental impact.
- ◆ The British Business Bank (BBB) provides data and resources through its demand development function and Finance Hub to incentivize green actions among SMEs in the UK, including access to digital carbon calculators and information on environmental initiatives and financing tools.
- ◆ The European Investment Bank (EIB) and Magyar Fejlesztési Bank (MFB) collaborated to provide advisory services to Hungarian project promoters, focusing on supporting SMEs' recovery and green investment activities.
- ◆ The Hellenic Development Bank introduced the ESG Tracker, an online platform for businesses to assess and report on their sustainability progress, aligning with international and national standards.

Non-Financial Support Initiatives for SMEs' Sustainability Efforts

- ◆ The Business Development Bank of Canada (BDC) offers non-financial assistance to SMEs through its Climate Action Centre, aiding in decarbonization efforts by providing tailored guidance based on industry-specific data. Additionally, the Centre maintains an updated list of government grants, tax credits, and loan programs supporting environmental initiatives. BDC assists SMEs in obtaining B-Corp certification and is developing a carbon calculator for monitoring environmental impact.
- ◆ The European Commission's Covenant of Companies for Climate and Energy (CCCE) offers free technical assistance to SMEs in several European countries, including energy auditing and financing advice.
- ◆ The European Investment Fund (EIF) developed the Sustainability Guarantee Tool as part of InvestEU, allowing financial institutions and firms to assess climate impact and eligibility for the InvestEU Sustainability Portfolio Guarantee Product⁵.

5. <https://www.oecd-ilibrary.org/sites/62bb6922-en/index.html?itemId=/content/component/62bb6922-en>

SMEs and Access to Credit

- ◆ The surge in sustainable financing has been notable over the past five years, with investments in environmental, social, and governance bonds experiencing substantial growth. In the first half of 2021 alone, these investments reached USD 496.1 billion, marking a 59% increase compared to the previous year, as reported by the Climate Bonds Initiative (CBI). However, these resources often gravitate towards large-scale projects like renewable energy and climate change mitigation, leaving SMEs struggling to access such financing due to the smaller scale of their green initiatives.
- ◆ Recognizing this gap, several Latin American institutions have begun tailoring products specifically to integrate SMEs into the green financing wave. According to the Sustainable Banking Network Global Progress Report by the International Finance Corporation (IFC), countries like Brazil, Colombia, and Mexico have made significant strides in green financing. Brazil stands out for its robust methodologies in monitoring banks' progress and assessing climate-related risks. Colombia demonstrates innovation with its sustainable construction financing market, while Mexico introduced the Green Bond Principles through the Climate Finance Advisory Council.
- ◆ Various banks in the region have initiated efforts to promote green financing strategies tailored to SMEs. For instance, Argentina's Ministry of Productive Development launched the Green SME Program, offering approximately USD 38 million to support sustainable SME creation, with instruments featuring favourable terms and rates compared to the market. In Chile, the Production Development Corporation (CORFO) administers a refinancing program for sustainable projects, providing green credit to private companies. Peru's Agrobanco offers green credit to small agricultural producers, supporting environmentally-friendly practices in agriculture.
- ◆ Private sector initiatives have also emerged, targeting SMEs. In Ecuador, six banks raised USD 720 million for sustainable projects, including agriculture, housing, and transport. BBVA issued a sustainable bond in Uruguay, focusing on energy efficiency, sustainable agriculture, and SME promotion. CAF Development Bank of Latin America promotes green financing for SMEs as a second-tier bank, emphasising sustainable approaches and SME support .

Conclusion

The drive towards sustainability in finance is increasingly shaping the landscape for SMEs, with initiatives aimed at facilitating access to green financing and supporting sustainable business practices. From tailored sustainability reporting standards to credit guarantee schemes and non-financial support initiatives, various measures are being implemented globally to empower SMEs in their transition towards sustainability. While challenges persist, including the need for improved methodologies and greater engagement from SMEs, the momentum towards green finance holds promise for fostering a more sustainable and resilient SME sector, contributing significantly to global efforts towards a net-zero future.



POLICY BRIEF

Boosting Small Businesses: Encouraging SME Engagement in Public Procurement

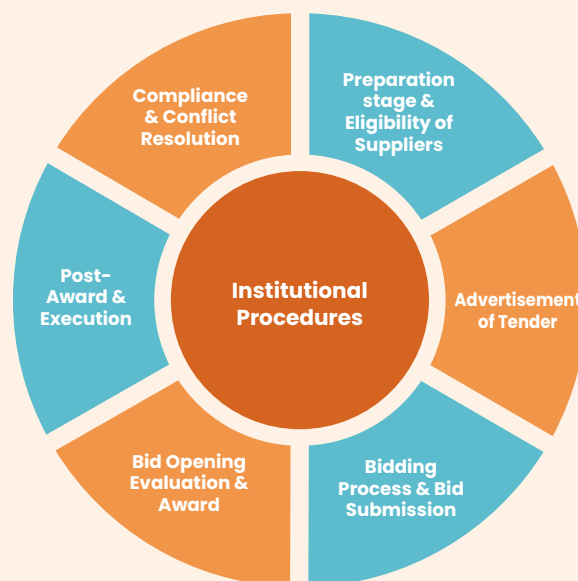


Introduction

Public procurement involves the process through which government entities acquire goods, services, and works from external suppliers, including private companies, non-profit organisations, and other public entities. This process spans various sectors such as infrastructure development, healthcare, education, defence, and transportation. It holds significant importance in government expenditure and often constitutes a substantial portion of a nation's GDP. Data suggests that public procurement absorbs approximately 70% of government budgets and contributes around 12% to GDP in developed nations, while in low-income countries, it represents about 26% of GDP. Public procurement serves as a crucial driver of economic growth and development, particularly benefiting small and medium-sized enterprises (SMEs) by providing them with potential markets for their offerings. SMEs play a pivotal role globally in fostering innovation, job creation, economic diversification, and poverty reduction. For example, in countries like China, Brazil, and OECD nations, SMEs comprise 99% of all firms and employ up to 80% of the workforce. Similarly, in emerging economies, notably in Sub-Saharan Africa, SMEs represent 90% of formal enterprises and contribute to 65% of employment⁷.

The procurement process operates as a cyclical sequence comprising various stages that both

businesses and procuring entities need to fulfil. Each policy outlined in this report impacts one or multiple stages within this procurement process cycle, ultimately facilitating SMEs' engagement and success in securing contracts⁸.



Source: World Bank Technical Report: Policies that Promote SME Participation in Public Procurement

Constraints on SME Competitiveness in Public Procurement Markets

SMEs face numerous constraints hindering their competitiveness in public procurement markets. These constraints primarily arise from the disproportionate impact of fixed costs on SMEs compared to larger businesses.

7. https://www.researchgate.net/publication/374331899_A_review_on_participation_of_SMEs_in_public_procurement_opportunities_challenges_and_policy_implications/link/6518706f1e2386049debf2d6/download?tp=eyJjb250ZXh0Ijp7ImZpcnN0UGFnZSI6InB1YmtpY2F0aW9uIiwicGFnZSI6InB1YmtpY2F0aW9uIn19

8. <https://ppp.worldbank.org/public-private-partnership/sites/ppp.worldbank.org/files/documents/DCED%20BEWG%20SME%20Procurement%20Report.pdf>

Variable Costs: Costs that change with the production of goods or services

Fixed Costs: Costs that firms must incur to maintain their existence, regardless of production levels

Restricted Access to Finance

- ◆ Limited availability of capital from commercial sources
- ◆ Slow payment under public contracts
- ◆ Onerous performance bond and guarantee requirements

Performance vs. Demand Guarantees:

- ◆ Performance guarantees ensure successful contract completion
- ◆ Demand guarantees cover a smaller portion of the contract and may require collateral

Access to Information

- ◆ Information costs pose barriers to SME involvement in public procurement
- ◆ Lack of access to tender invitations, and specifications

Barriers to Human Capital Development

- ◆ Impediments to accessing skills and skilled labor markets
- ◆ High costs associated with searching for skilled workers

Access to Markets and Procurement Opportunities

- ◆ Hurdles in obtaining access to markets due to high tender preparation costs
- ◆ Transportation cost challenges for SMEs supplying lesser quantities of goods

Social Constraints

- ◆ Discrimination, bias, and historical disadvantages hinder SMEs

- ◆ Limited access to capital due to societal discrimination

Government Procedures Favouring Large Businesses

- ◆ Bundling quantities in procurements favours larger firms
- ◆ Onerous registration and qualification conditions exclude SMEs
- ◆ Regulatory burdens and limited legal recourse against the government deter SME participation⁹

Competitive Advantages of SMEs

Flexibility

- ◆ SMEs often exhibit greater adaptability in responding to market changes compared to larger firms
- ◆ However, advancements in computerised technologies may enhance flexibility in large-scale production

Innovation

- ◆ SMEs serve as sources of innovation and drivers of economic growth in many countries
- ◆ They may contribute groundbreaking ideas and technologies, sometimes leading to acquisitions by larger corporations
- ◆ Governments can foster innovation by creating conducive policy environments that support entrepreneurship and protect property rights

Lower Costs

- ◆ SMEs may benefit from lower labour costs and reduced overhead expenses compared to large firms
- ◆ The actual cost advantage depends on market structure and production technologies

Spatial Benefits and Decentralised Supply Opportunities

- ◆ SMEs located closer to distribution points may have logistical advantages over larger firms

9. https://www.wto.org/english/tratop_e/gproc_e/wkshop_tanz_jan03/itcdemo3_e.pdf

- ◆ Decentralised supply opportunities enable SMEs to serve multiple geographically dispersed areas effectively

Lower Congestion Costs

- ◆ SMEs situated in less congested areas experience reduced congestion-related expenses
- ◆ Congestion, defined as the overutilization of fixed resources, can be mitigated by distributing production across multiple smaller units rather than concentrating it in a single large facility
- ◆ This decentralised approach minimises inefficiencies associated with resource utilisation¹⁰

Benefits of Developing a Strong SME Base

Fostering a robust SME sector can yield various advantages, including:

- ◆ **Increased Competition and Decreased Industry Concentration:** Strengthening SMEs can enhance competition in public procurement, leading to better value for money and enhanced efficiency. Policies aimed at promoting SMEs align with the objective of avoiding industry concentration, as evidenced by historical legislative measures in countries like the United States.
- ◆ **Remediation of Past Discrimination and Historical Disadvantage:** SME programs may serve as a means of addressing past discrimination and historical disadvantage, particularly benefiting marginalised groups and underprivileged regions.
- ◆ **Promotion of Equity, Fairness, and Social Cohesion:** SME initiatives in public procurement can directly contribute to promoting equity, fairness, and social cohesion within a society.
- ◆ **Mitigation of Social Exclusion:** Some governments implement SME programs to mitigate social exclusion issues and promote social cohesion, although public procurement

programs specifically targeting social exclusion may be less common.

- ◆ **Equitable Distribution of Public Contract Funds:** Certain countries adopt policies to ensure an equitable distribution of public contract funds, diverging from the value-for-money principle and introducing political considerations into procurement.
- ◆ **Potential for Job Creation:** SME programs have the potential to foster job creation, although the net impact on employment remains subject to debate and empirical investigation.
- ◆ **Balanced Regional Growth:** Public procurement programs supporting SMEs can contribute to balanced regional growth and reduce regional disparities within a country.
- ◆ **Redressing Wealth Mal-Distributions:** In some nations, SME initiatives aim to rectify wealth mal-distributions resulting from historical government interventions or favouritism towards certain ethnic groups¹¹.

Opportunities for SME Participation in Public Procurement

Various initiatives have been implemented to promote equity and provide avenues for SMEs to engage in public procurement:

- ◆ **Training and capacity-building programs:** Governments and organisations offer training and capacity-building initiatives to help SMEs enhance their participation in public procurement. For instance, in Tanzania, the Public Procurement Regulatory Authority (PPRA) and the Procurement and Supplies Professionals and Technicians Board (PSPTB) conduct regular programs covering procurement procedures, strategic procurement, and ethical practices. These programs equip SMEs with the knowledge and skills needed to navigate procurement processes effectively and develop competitive bidding strategies.

10. Ibid.

11. Ibid.

- ◆ **SMEs diversity programs:** Many public sector organisations implement supplier diversity programs to promote inclusivity and support underrepresented businesses, including SMEs. These programs may involve reserving a percentage of contracts exclusively for SMEs and implementing preferential purchasing policies. In Tanzania and South Africa, for instance, around 30% of procurement opportunities are allocated exclusively for women, youth, and disabled groups, ensuring fair competition for SMEs.
- ◆ **Simplified procedures for minor and micro procurement:** SMEs benefit from simplified procurement procedures for smaller contracts, which include shorter bidding periods, simplified documentation requirements, and reduced financial guarantees. These streamlined processes reduce administrative burdens and lower entry barriers, enabling SMEs to participate more easily in public procurement.
- ◆ **Online platforms and portals:** Governments have developed online procurement platforms to centralise and streamline procurement processes. These platforms provide SMEs with access to tender opportunities, online bid submission, and relevant documentation, enhancing transparency and efficiency in public procurement.
- ◆ **Collaboration and networking:** Mandatory collaboration and networking between SMEs and large firms are encouraged in many countries. Practices such as industry associations, subcontracting, and consortium bidding promote economic inclusion and diversification. By pooling resources, sharing expertise, and collectively bidding for contracts, SMEs can enhance their competitive position and undertake larger projects in public procurement¹².

Policies and Initiatives Promoting SME Participation in Public Procurement

Australia

- ◆ **Victorian Industry Participation Policy Act:** Mandates the creation of policies by the Victorian government to promote SME participation in public projects and procurement, aiming to expand market opportunities and raise awareness of local industry capability.
- ◆ **Victorian Industry Participation Policy (VIPP):** Requires government entities to consider competitive local suppliers, including SMEs, for contracts valued at specific thresholds, thus creating a level playing field for SMEs in public procurement.
- ◆ **Victorian Industry Participation Policy Guidelines:** Provides guidance on VIPP application, roles, and opportunities, assisting public authorities and suppliers in understanding and implementing VIPP in procurement activities.
- ◆ **Victorian Industry Participation Policy Strategic Projects – Forward Plan:** Identifies strategic projects with a total project value of \$50 million or more, setting minimum local content requirements to ensure local spending translates into local job creation.

Dominican Republic

- ◆ **Regulation of the Goods, Services, Works and Concessions Procurement Law:** Promotes SME participation in public procurement by allowing SMEs to participate through consortiums or associations and receive advance payments to strengthen their bidding capacity.
- ◆ **Goods, Services, Works and Concession Procurement Law:** Encourages SME participation in public procurement by designing bidding documents specifically to facilitate SME involvement.

12. https://www.researchgate.net/publication/374331899_A_review_on_participation_of_SMEs_in_public_procurement_opportunities_challenges_and_policy_implications/link/6518706f1e2386049debf2d6/download?tp=eyJjb250ZXh0Ijp7ImZpcnN0UGFnZSI6InB1YmxyY2F0aW9uIiwicGFnZSI6InB1YmxyY2F0aW9uIn19

European Union

- ◆ **Directive 2014/24/EU:** Sets rules for public procurement procedures, including measures to facilitate SME participation such as dividing large contracts into smaller ones and applying the European Code of Best Practices.
- ◆ **Directive 2014/23/EU:** Establishes rules for awarding concession contracts, aiming to ensure equal access to business opportunities for all economic operators.
- ◆ **European Code of Best Practices Facilitating Access by SMEs to Public Procurement Contracts:** Aims to create fairer access to public procurement for SMEs.

Ecuador

Manual of Good Practices in Public Procurement 2015: Guides Ecuadorian public procurement by implementing principles such as legality, transparency, and equality to address illegal or unethical practices.

Jamaica

Public Sector Procurement Policy: Recognizes the importance of encouraging SMEs in public procurement to support economic development, outlining measures such as set-asides for MSMEs and domestic content requirements.

Spain

Policy Guideline regarding the Incorporation of Social, Environmental, SME Promotion, and Sustainable Public Procurement Criteria: Aims to boost SME sustainability and participation in public procurement in Extremadura, Spain, by providing capacity-building initiatives for SMEs.

Tanzania

Public Procurement Act 2011: Grants margin of preference to Tanzanian citizens or firms forming associations with foreign firms in bidding processes, encouraging SME participation in public procurement¹³.

Conclusion

Facilitating SME engagement in public procurement is not merely an economic strategy but also a pathway to foster innovation, create jobs, and promote inclusive growth. The initiatives and policies discussed underscore the importance of creating an enabling environment where SMEs can compete on a level playing field with larger firms. From training programs and capacity-building initiatives to preferential procurement policies and streamlined procedures, governments around the world are taking steps to empower SMEs and unlock their potential as drivers of economic development. However, the journey towards enhancing SME participation in public procurement is ongoing and requires continuous efforts. Governments, policymakers, and procurement entities must remain committed to implementing and enforcing these policies effectively. Additionally, collaboration between stakeholders, including SMEs, industry associations, and government agencies, is vital to address existing challenges and identify new opportunities.

In conclusion, by fostering an ecosystem that supports SMEs in public procurement, countries can unlock innovation, stimulate economic growth, and build more resilient and inclusive societies. The success of SMEs in public procurement not only benefits individual businesses but also contributes to the overall prosperity and sustainability of nations. Therefore, investing in policies and initiatives that promote SME participation in public procurement is not only a strategic decision but also a reflection of a government's commitment to fostering economic vitality and social progress.

13. <https://ppp.worldbank.org/public-private-partnership/print/pdf/node/3738>

GLOBAL INDUSTRY SECTOR



Unlocking Opportunities: Small & Medium Enterprises in the E-Mobility Sector

Introduction

The Electric Mobility Networks Market, valued at USD 279.45 billion in 2019, is anticipated to reach USD 2436.06 billion by 2031, growing at a CAGR of 27.2% during the forecast period of 2024-2031. Forecasts by the International Energy Agency (IEA) suggest that global EV sales will surpass 3 million units by 2031. The Global Electric Mobility Networks Market is categorised into Charging Infrastructure, Software and Services, End-User, and region. Charging Infrastructure comprises Public Charging Stations, Private Charging Stations, and Workplace Charging Stations. Software and Services include Large Payment Processing, Energy Management, Charging Station Maintenance and Monitoring, and Small and Medium Enterprises (SMEs). End-User segments encompass Commercial, Residential, and Industrial. Geographically, the market is segmented into North America, Europe, Asia-Pacific, South America, and MEA.

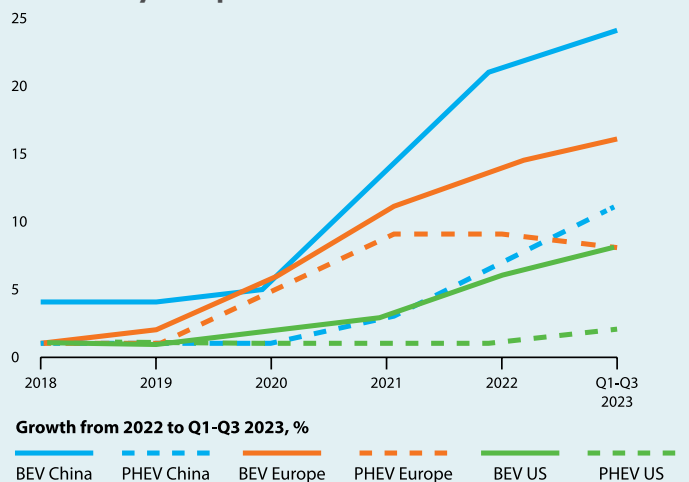
The global push towards electrifying transportation is gaining momentum due to increased greenhouse gas emissions, escalating crude oil prices, and declining battery costs. Transitioning to electric mobility is essential for emission reduction, necessitating concerted efforts by governments worldwide to incentivize EV adoption across all modes of transportation.¹⁴ Consequently, there is a growing need for infrastructure development to support the expanding electric vehicle charging service network, further propelling the electric mobility market's growth.

Government initiatives offering subsidies and tax incentives for electric vehicle purchases have played a pivotal role in driving sales growth. Notably, incentives introduced in Europe in 2019 have spurred EV sales in the region and contributed to the global e-mobility market expansion. Additionally, changing consumer preferences, driven by environmental concerns and stricter emission regulations worldwide, have also fueled market growth. The rising popularity of ride-sharing services and other shared mobility options has heightened the demand for public charging stations, especially in locations such as parking garages and shopping centres¹⁵.

Regional Dynamics of the Electric Mobility Networks Market

In 2021, the Asia Pacific region led the global electric mobility networks market with a valuation of USD 9.53

China retained its position as the world's e-mobility hotspot in 2023.



*Battery electric vehicle/plug-in hybrid electric vehicle.
 #Share of BEV or PHEV in percentage of total passenger car sales.
Source: EV data Center, EV-volumes.com, accessed on December 7, 2023; Light Vehicle Sales Forecast, S&P Global, accessed on December 7, 2023; McKinsey analysis

14. <https://www.unido.org/sites/default/files/files/2019-09/EMG%20Discussion%20Paper.pdf>

15. <https://www.skyquestst.com/report/electric-mobility-networks-market>

billion. The significant adoption of electric vehicles in China was a primary driver of market growth. According to the International Energy Agency (IEA), China witnessed a surge in EV sales compared to previous years. Additionally, the increasing penetration of electric vehicles in emerging markets across the Asia Pacific region, including India, South Korea, Japan, and others, is projected to further propel market expansion in the coming years.

Europe is experiencing the most rapid growth in the electric mobility networks market. With an uptick in governmental policies and incentives encouraging the purchase of new EVs, coupled with a shift in consumer preference towards electric mobility due to stringent pollution regulations and environmental concerns, Europe is poised for a promising compound annual growth rate (CAGR) of 29.3% during the forecast period. For instance, by 2020, Europe saw a doubling in EV sales, with new EV registrations reaching 1.4 million units, the highest among all regions. Furthermore, the presence of well-established automotive industries in major European countries like Germany, the United Kingdom, and others, along with the availability of robust charging infrastructure, further augments market growth¹⁶.

Factors Influencing the Electric Mobility Networks Market

◆ **Shifting Consumer Preferences in Mobility:** Consumer preferences in mobility are undergoing a significant transformation, as indicated by findings from the McKinsey Mobility Consumer Pulse Survey. While private cars remain popular, there's a noticeable trend towards embracing diverse mobility modes, including eco-friendly choices like e-bikes. Concerns about sustainability are driving this shift, with 62 percent of respondents indicating a willingness to alter their transportation habits. Notably, 20 percent of survey participants express openness to replacing their private vehicles with alternative mobility

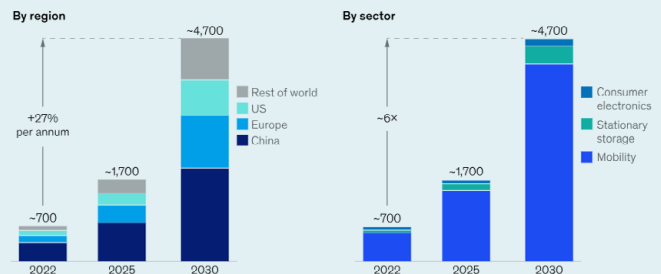
solutions within the next decade. Additionally, there's a growing interest in utilising autonomous shuttles if they become accessible, potentially impacting future vehicle sales.

◆ **Rising Demand for Electric Vehicles and Connectivity Features:** Recent trends show a growing preference for electric vehicles (EVs) despite regional sales fluctuations. Survey reveals that 42% of respondents plan to opt for an EV as their next vehicle, with an average desired range of 437 kilometres per charge. Furthermore, 47% of prospective EV buyers are open to online purchases, indicating a shift in the sales process. Additionally, there's increasing interest in digital connectivity and advanced assistance features, with 69% of respondents seeking more car connectivity services and 34% expressing interest in Level 4 automation features for their next vehicle.

◆ **Rising Demand for Batteries in the Mobility Sector:** There is an increasing demand for batteries, particularly in the mobility sector, such as electric vehicles (EVs). According to projections, the entire lithium-ion (Li-ion) battery chain, including mining and recycling, is expected to grow at a rate of 27 percent annually from 2022 to 2030. By 2030, the market size is anticipated to exceed \$400 billion, with mobility

Lithium-ion battery demand is expected to reach around 4,700 GWh by 2030.

Global Li-ion battery cell demand,* GWh, Base case



*Including 2 and 3 wheelers, aviation, commercial vehicles, passenger cars, and off-highway vehicles.
Source: Mckinsey analysis

16. Ibid.

applications like EVs constituting the majority of demand at around 4,300 gigawatt-hours (GWh).

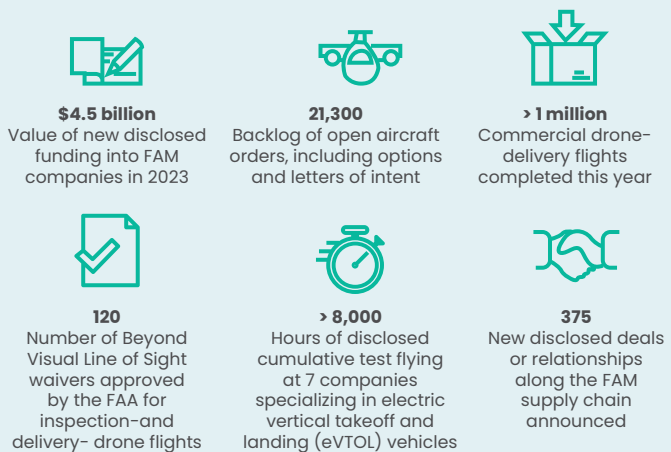
◆ **Emergence of Micromobility Signals Shift in Personal Vehicle Market:**

The rise of micromobility, encompassing e-scooters, bikes, and mopeds, signals a lasting transformation in transportation habits. Findings from a survey reveal that nearly one-third of respondents intend to boost their usage of micromobility, with almost half planning to replace their private vehicles with alternative modes of transportation. The global micromobility market will surge to approximately \$360 billion by 2030, compared to roughly \$175 billion in 2022, with e-bike sales primarily driving this growth. Europe is anticipated to account for the largest portion of this market value.

◆ **Advancements in Future Air Mobility Show Progress Despite Funding Slowdown:**

The future air mobility sector experienced a varied performance in 2023. While disclosed investments amounted to \$4.5 billion for the year, slightly lower than the \$4.9 billion in 2022, the number of deals more than doubled to 151. New aircraft orders reached \$22 billion, with the backlog of open aircraft orders, including options and letters of intent, rising to 21,300¹⁷.

Future air mobility demonstrated steady progress in 2023.



McKinsey & Company

◆ Applied AI remains the dominant choice over generative AI in the field of mobility, with significant investments from industry players. According to a study of 3,500 mobility startups focusing on digitisation and ACES trends (autonomous driving, connectivity, electrification, and shared mobility), applied AI applications receive greater investment compared to other cutting-edge solutions. Applied AI's superiority stems from its ability to optimise various processes across engineering, R&D, procurement, manufacturing, marketing, sales, and lifecycle services, addressing long standing challenges. For instance, companies utilise AI to identify at-risk customers and implement strategies to enhance their satisfaction, potentially reducing churn and costs. While generative AI adoption in mobility is still in its early stages, it may see increased adoption in the future.

Challenges faced by the E-Mobility sector

Various stakeholders must collectively address numerous challenges hindering the transition to electric mobility. These barriers span economic, regulatory, technical, and informational realms.

<p>Economic Barriers Business viability issues High upfront EV cost</p>	<p>Regulatory Barriers Characterization of EV charging activity Tariff related issues</p>
<p>Technical Barriers Charger standards and protocol issues Grid stability issues Battery performance issues</p>	<p>Informational Barriers Lack of awareness Range anxiety</p>

Source: United Nations Industrial Development Organization (UNIDO) Discussion Paper Best Practices in Electric Mobility (2019)

Economic Challenges:

- ◆ Electric vehicles (EVs) often come with a higher price compared to traditional internal combustion engine (ICE) cars due to the expensive battery technology, posing a barrier to adoption.
- ◆ Fleet operators face challenges in justifying the higher initial cost of EVs compared to ICE vehicles, despite lower operating expenses.

17. <https://www.mckinsey.com/industries/automotive-and-assembly/our-insights/spotlight-on-mobility-trends>

- ◆ Profitability concerns hinder the establishment of viable business cases for public EV charging stations due to high initial investments, uncertain demand, and elevated electricity costs.

Regulatory Hurdles:

- ◆ The classification of EV charging as either a sale of electricity or a service varies internationally, impacting market accessibility and the need for government licensing.
- ◆ Tariff structures for public charging stations, influenced by electricity costs, can deter adoption by requiring higher consumer rates than traditional ICE vehicles.

Technical Obstacles:

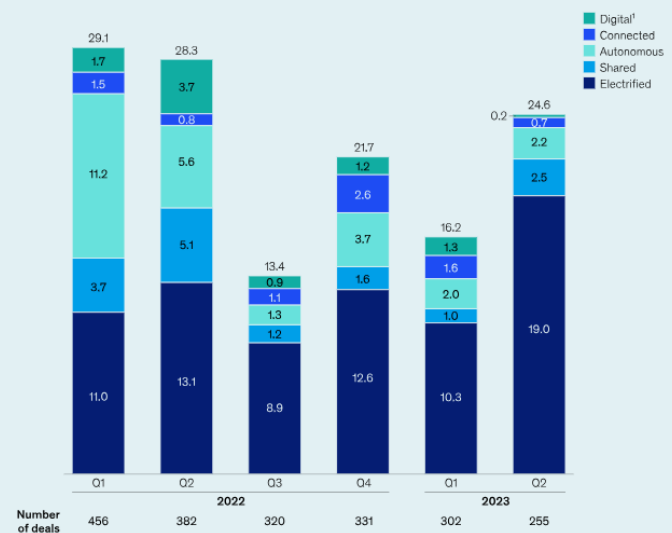
- ◆ Inconsistent charger standards and protocols globally lead to interoperability issues among EV charging infrastructure.
- ◆ Increased EV charging during peak grid demand periods poses challenges for grid stability and necessitates upgrades to distribution networks.
- ◆ While lithium-ion batteries are commonly used in EVs, concerns persist regarding battery safety in high temperatures and overall lifespan.

Informational Barriers:

- ◆ Limited awareness about EVs, including their performance, available incentives, and regulatory frameworks, contributes to hesitancy among potential adopters.
- ◆ "Range anxiety," driven by the limited driving range of EVs compared to ICE vehicles due to battery capacity, remains a significant deterrent to widespread EV adoption.

Investment in mobility declined in the first quarter of 2023 but was trending upward in the second quarter.

Quarterly disclosed amount of investment in mobility, \$ billion



1. Including activities such as Online leasing and subscriptions.

Source: Mckinsey analysis

Electric Vehicles Initiative

The Electric Vehicles Initiative (EVI) is an international policy platform focused on expediting the global integration and acceptance of electric vehicles. The International Energy Agency (IEA) serves as the facilitator to assist EVI member nations in achieving this objective. EVI was initiated as part of the Clean Energy Ministerial (CEM), a platform for top-level discussions among Energy Ministers from leading global economies. Currently, sixteen nations are engaged in EVI, including Canada, Chile, China, Finland, France, Germany, India, Japan, the Netherlands, New Zealand, Norway, Poland, Portugal, Sweden, the United Kingdom, and the United States.

Launched during the 8th CEM in June 2017, the EV30@30 initiative backs the electric vehicle market encompassing passenger cars, light commercial vans, buses, and

trucks, including various types like battery-electric, plug-in hybrid, and fuel cell vehicles. Additionally, it focuses on establishing charging infrastructure to adequately support the deployed vehicles.

As a cornerstone of the EV30@30 Campaign, the Electric Vehicles Initiative (EVI) Global EV Pilot City Programme (EVI-PCP) strives to establish a network comprising a minimum of 100 cities within an initial 5-year period, collaborating on advancing electric mobility. Key objectives include fostering knowledge sharing among cities and promoting the adoption of best practices, such as through webinars and workshops. Additionally, the program aims to leverage the network to generate analytical insights and reports based on the experiences of member cities, facilitating learning opportunities for cities and stakeholders alike

Innovative Companies Shaping the E-Mobility Sector

NIO Inc.

Founded in 2014, NIO Inc. is a Chinese electric vehicle manufacturer renowned for its innovative approach to electric mobility. NIO's flagship vehicles, including the ES6 and ES8 SUVs and the EC6 coupe SUV, offer advanced features such as swappable batteries, advanced driver assistance systems, and over-the-air software updates.

NIO has also pioneered the battery-as-a-service (BaaS) model, allowing customers to purchase vehicles without the battery, thereby reducing upfront costs and providing flexibility in battery upgrades. The company's dedication to innovation has earned it a significant market share in China's booming electric vehicle market.

Lucid Motors

Lucid Motors, founded in 2007, is an American electric vehicle manufacturer specialising in luxury electric cars. The company's flagship model, the Lucid Air, is a premium electric sedan designed to rival traditional luxury automakers. With cutting-edge technology and exceptional performance, including an estimated range of over 500 miles on a single charge, the Lucid Air has

garnered widespread acclaim. Lucid Motors is also focused on sustainability, with plans to manufacture its vehicles in a state-of-the-art factory powered by renewable energy. The company's commitment to innovation and luxury has positioned it as a key player in the upscale electric vehicle market.

ChargePoint

ChargePoint is a global network of electric vehicle charging stations, offering charging solutions for both residential & commercial customers. Founded in 2007, ChargePoint has played a pivotal role in expanding EV

infrastructure by providing reliable & accessible charging options. The company's network spans thousands of charging stations across North America, Europe, & beyond, facilitating the transition to electric mobility.

Bolt Mobility

Bolt Mobility is a Dutch-American company that focuses on providing electric scooter-sharing services. With a mission to create sustainable urban transportation solutions, Bolt offers durable and efficient electric scooters for short trips in urban areas. The company

emphasises safety and reliability, incorporating features such as robust construction, advanced braking systems, and integrated GPS tracking. Bolt's commitment to sustainability and user-friendly mobility options has contributed to its success in various cities worldwide.

Proterra

Proterra is an American manufacturer of electric buses and charging systems, dedicated to revolutionising public transportation. Proterra's buses are powered by cutting-edge battery technology, offering zero-emission solutions for urban transit agencies. The company's

Catalyst series of electric buses boasts impressive range and efficiency, enabling cities to reduce their carbon footprint and improve air quality. Proterra's innovative approach to electrifying public transit has earned it recognition as a leader in the e-mobility industry.

Conclusion

The electric mobility sector is witnessing significant growth propelled by environmental concerns, shifting consumer preferences, and supportive government initiatives. SMEs have ample opportunities to thrive in this expanding market, with support from various initiatives

facilitating collaboration and innovation. Companies are driving innovation with cutting-edge technologies. As the sector continues to evolve, collaboration and innovation will remain essential for achieving sustainable & efficient transportation solutions globally.

COUNTRY FOCUS

ZAMBIA



Population

Total - 20,017,675; Urban - 46%, Rural - 54%; (2022)
(World Bank)

Ethnic groups

Bemba 21%, Tonga 13.6%, Chewa 7.4%, Lozi 5.7%,
Nsenga 5.3%, Tumbuka 4.4%, Ngoni 4%, Others
38.6%

(2010) (Encyclopedia Britannica Inc.)

Youth unemployment rate (ages 15-24)

Total - 7.9% (2023); Male - 9.8%, Female - 9.9%;
(2022) (World Bank)

GDP - composition, by sector of origin

- ◆ Agriculture - 3.9%
- ◆ Industry - 35.28%
- ◆ Services - 55.53%

(2022) (Statista)

Industries

- ◆ Copper mining and processing
- ◆ Construction
- ◆ Emerald mining
- ◆ Beverages
- ◆ Food
- ◆ Textiles
- ◆ Chemicals
- ◆ Fertiliser
- ◆ Horticulture
- ◆ Manufacturing industry
- ◆ Agriculture industry
- ◆ Transport and communication

(2024) (ZambiaInvest)

Zambia, located in south-central Africa, is a landlocked country characterised by its high plateau and named after the Zambezi River, which traverses most of its territory except for a small portion in

the north. The population of Zambia is primarily concentrated in the most developed region known as the Line of Rail. This area is serviced by a railway that connects the Copperbelt region to the capital city of Lusaka and extends to the border town of Livingstone. Large sections of Zambia remain sparsely populated in contrast to this developed corridor¹⁸.

Zambia shares a lengthy western border with Angola, while its southern neighbours are separated by the Zambezi River. The country also borders Namibia's Caprivi Strip to the southwest, where Zambia, Namibia, Botswana, and Zimbabwe converge at a contested quadripoint. Lake Kariba, a reservoir created by a dam, now forms part of Zambia's border with Zimbabwe. Zambia's other neighbouring countries include Mozambique to the southeast, Malawi to the east, and Tanzania to the northeast. The border with the Democratic Republic of the Congo begins at Lake Tanganyika, extends across Lake Mweru, and follows the Luapula River to the Pedicle, a protrusion of Congolese territory that gives Zambia its distinctive butterfly shape. Moving westward from the Pedicle, the border follows the watershed between the Zambezi and Congo Rivers until it reaches the Angolan border¹⁹.

Zambia's Economic Overview

Zambia is currently undergoing a significant demographic shift and is recognized as one of

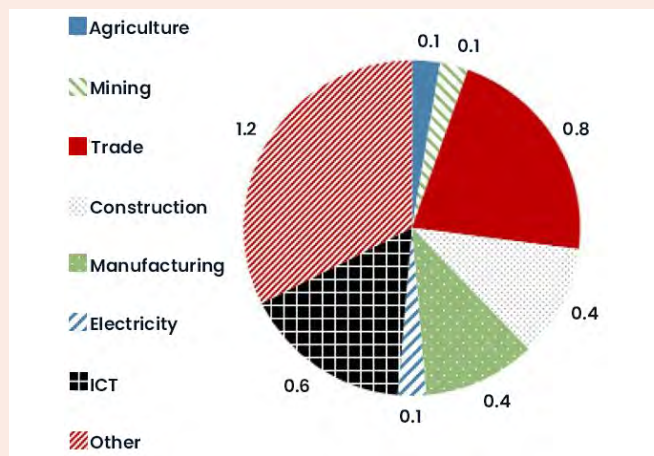
18. <https://www.britannica.com/place/Zambia>

19. Ibid.

the world's youngest nations based on its median age. With an estimated population of around 19.6 million as of 2021, the country is experiencing rapid urbanisation, leading to substantial growth, with a yearly increase of 2.7%. In terms of macroeconomic trends, Zambia's economy is gradually recovering from various crises, including extensive debt restructuring efforts. Between 2021 and 2023, real GDP saw an average growth rate of 5.7%, primarily fueled by sectors such as transport, information technology, finance, insurance, as well as a resurgence in hospitality and education. However, persistent contractions in copper production and exports over three consecutive years led to a deficit in the current account in 2023, impacting foreign currency earnings. This, coupled with uncertainties surrounding debt restructuring, resulted in a significant depreciation of the exchange rate by 41.8% in the same year, leading to inflation rates soaring above the Bank of Zambia's target range of 6–8%.

Efforts toward debt restructuring, including recent agreements with bondholders and official creditors endorsed by the IMF, offer prospects for stabilising the exchange rate and achieving macroeconomic stability, thereby mitigating inflationary pressures. The potential increase in mining activities, driven by foreign investment inflows into essential minerals for green energy transition, could offset some of the losses. Zambia continues to grapple with high levels of poverty and inequality, with poverty rates reaching 60% of the population in 2022, a significant increase from 2015. Weakening labour market indicators, such as formal employment and earnings, signalled a deceleration in growth. Rural poverty remains prevalent and stagnant, highlighting persistent disparities in access to essential services between rural and urban areas, hindering human capital development and labour productivity²⁰.

Zambia: Average Contribution to Real GDP Growth, 2011–2021



Zambia's employment profile

In 2018, Zambia had an estimated labour force participation rate of 35.1%, with males having a higher rate at 45.1% compared to females at 26.0%. Urban areas had a higher participation rate of 47.0% compared to rural areas at 24.8%. This pattern of higher male participation was consistent across both rural and urban regions. In 2019, male employment stood at 39.4%, while female employment was at 23.4%. The formal sector accounted for 45.7% of employment, the informal sector for 31%, and households for 23.3%. Men were more likely to be formally employed (65.9%) and informally employed (61.3%) compared to women (34.1% and 38.7%, respectively), although slightly more women were employed in household sectors (51% versus 49% for men). Rural areas had a higher dependence on agriculture and the informal sector compared to urban areas.

Zambia has enacted the Gender Equity and Equality Act and the National Gender Policy to promote gender inclusiveness in employment. These legislative frameworks aim to eliminate discrimination against women and ensure equitable allocation of resources between genders. However, decent working conditions remain a concern, with inadequate consideration of the needs of women, PWDs, and persons living with HIV and AIDS,

20. <https://www.worldbank.org/en/country/zambia/overview>

particularly in terms of occupational safety and health. Efforts to improve the business environment have been made, including legislation, policies, and programs, although challenges persist, especially in the informal economy. Despite ratifying various ILO conventions addressing workers' rights, such as equal remuneration, occupational safety and health, and discrimination, gaps remain in implementation and enforcement²¹.

Zambia's classification of SME sector

Over time, there has been a shift in the structure of SMEs in Zambia, necessitating a reevaluation of the various enterprise categories within the sector. To address this, SMEs in Zambia are categorised based on specific business factors, including total fixed investments, sales turnover, number of employees, and legal status.

The Zambian definition of enterprises within the MSME sector is as follows:

Micro Enterprises

- ◆ Any business enterprise registered with the Registrar of Companies.
- ◆ Total investment (excluding land and buildings) up to Eighty Million Kwacha (K80,000,000).
- ◆ Annual turnover up to One hundred and Fifty Million Kwacha (K150,000,000).
- ◆ Employing up to ten (10) persons.

Definition of SMEs

Sector	Lower Limit (K)	Upper Limit (K)
Agriculture	1	250,000.00
Mining and Quarrying	1	5,000,000.00
Manufacturing and Other	1	400,000.00
Services and Trade	1	250,000
Construction	1	400,000

Small Enterprises

- ◆ Any business enterprise registered with the Registrar of Companies.
- ◆ Total investment (excluding land and buildings):
Manufacturing and processing enterprises: Between Eighty Million and Two Hundred Million Kwacha (K80,000,000 – K200,000,000) in plant and machinery.
- ◆ Trading and service providing enterprises: Up to One Hundred and Million Kwacha (K150,000,000).
- ◆ Annual turnover between One Hundred and fifty Million and Two Hundred and Fifty Million Kwacha (K151,000,000 – K300,000,000).
- ◆ Employing between eleven and forty-nine (11-50) persons.

Sector	Lower Limit (K)	Upper Limit (K)
Agriculture	250,001.00	5,250,000.00
Mining and Quarrying	5,000,001.00	10,500,000.00
Manufacturing and Other	400,001.00	8,400,000.00
Services and Trade	250,001.00	5,250,000.00
Construction	400,001.00	8,400,000.00

Medium Enterprises

- ◆ Any business enterprise larger than a small enterprise registered with the Registrar of Companies
- ◆ Total investment (excluding land and buildings): Manufacturing and processing enterprises: Between Two Hundred Million and Five Hundred Million Kwacha (K201,000,000 – K500,000,000) in plant and machinery.
- ◆ Trading and service providing: Between One Hundred and Fifty-One Million and Three Hundred Million Kwacha (K151,000,000 – K300,000,000).
- ◆ Annual turnover between Three Hundred Million and Eight Hundred Million Kwacha (K300,000,000 – K800,000,000).

21. https://www.ilo.org/wcmsp5/groups/public/---ed_mas/---program/documents/genericdocument/wcms_801342.pdf

- ◆ Employing between Fifty-One and One Hundred (51 –100) persons²².

Sector	Lower Limit (K)	Upper Limit (K)
Agriculture	5,250,001.00	25,000,000.00
Mining and Quarrying	10,500,001.00	50,000,000.00
Manufacturing and Other	8,400,001.00	40,000,000.00
Services and Trade	5,250,001.00	25,000,000.00
Construction	8,400,001.00	40,000,000.00

SME sector’s contribution in Zambia’s economy

Small and medium-sized enterprises (SMEs) are vital contributors to production, employment, and income in Zambia. Constituting 97% of all businesses, they account for 70% of the country’s GDP and employ 88% of the workforce. SMEs also serve as important employers of vulnerable groups within society. Elevating the competitiveness of these enterprises holds the potential to alleviate youth unemployment and enhance female labour force participation, aligning with the UN Sustainable Development Goals to reduce social exclusion and bolster productive capacities. Moreover, SMEs can play a significant role in environmental conservation by adopting sustainable production practices, thereby contributing to biodiversity preservation and climate change mitigation efforts.

Furthermore, SMEs present an opportunity for economic diversification in Zambia. These enterprises span various sectors, including manufacturing, services, trading, and small-scale mining. Strengthening their competitiveness can facilitate their integration into regional and global production networks, enabling them to add more value and expand their market reach. Recognizing the

importance of SME growth in job creation, the Zambian government has implemented policy and regulatory measures to support the sector’s development.

Zambian small and medium-sized enterprises represent



Additionally, the Zambia Development Agency has devised strategies to facilitate access to finance, supply chain opportunities, government contracts, and export markets for SMEs, complementing government initiatives²³.

Challenges confronting Zambia's SME sector

- ◆ Limited Access to Affordable Finance: Despite initiatives like the Zambia Credit Guarantee Scheme, high credit costs and collateral requirements restrict SMEs' access to finance, posing risks to their survival and growth.
- ◆ Lack of Innovation and Technological Uptake: Programs aimed at enhancing innovation and technological capacity face challenges such as insufficient funding and weak collaboration between industry, academia, and public institutions, hindering SMEs' innovation potential.
- ◆ Weak Entrepreneurial Culture: Developing an entrepreneurial culture is crucial for SME growth, yet many struggle due to factors like lack of entrepreneurship skills and inadequate long-term strategic planning.
- ◆ Inadequate Decentralisation of Services: Despite efforts to decentralise services, some essential services for MSMEs, like business registration and licensing, are concentrated in urban areas,

22. <https://www.msme.gov.zm/wp-content/uploads/2023/12/2023-MSME-POLICY-FOR-MSMED.pdf>

23. <https://www.zda.org.zm/wp-content/uploads/2020/10/Zambia-Competiveness-Survey.pdf>

increasing costs and accessibility challenges for rural SMEs.

- ◆ **Weak Coordination of Empowerment Interventions:** Multiple government empowerment initiatives targeting SMEs lack coordination, leading to duplication of efforts and inefficient resource allocation.
- ◆ **Unfavourable Business Environment:** While efforts have been made to improve the business environment, challenges such as poor infrastructure, late payments, and market access barriers persist, impacting SMEs' operations and sustainability.
- ◆ **Limited Access to Markets:** Although initiatives aim to improve market access, SMEs face barriers like non-tariff barriers, compliance with market standards, and inadequate support frameworks, hindering their participation in local and global markets.
- ◆ **Access to Business Development Services:** SMEs struggle to access business development services, especially in rural areas, due to high costs and unstructured service provision, highlighting the need for quality assurance and regulation of BDS providers.
- ◆ **Inadequate Business Infrastructure:** SMEs lack structured business premises and infrastructure essential for their operations, underscoring the need for the development of business incubators, industrial parks, and economic zones.
- ◆ **Informal SMEs:** The high number of informal SMEs poses challenges as they often lack registration

and thus miss out on government support, highlighting the need for initiatives to reduce informality and promote formalisation²⁴.

Government Initiatives Towards Small-Scale Enterprises

Revised National Micro Small And Medium Enterprise Development Policy:

Specific Objectives:

1. Foster a prosperous MSME sector for employment and wealth creation.
2. Contribute significantly to economic diversification.
3. Cultivate an innovative culture among MSMEs.
4. Promote technological adoption among MSMEs.
5. Establish an integrated coordinating framework for MSME development programs.

Policy Measures:

1. Enhance MSME growth and access to finance, infrastructure, markets, and business development services.
2. Promote MSME participation in non-traditional sectors and key economic areas.
3. Encourage innovation and awareness of intellectual property rights.
4. Facilitate technological uptake and compliance with intellectual property rights.
5. Develop a coordinated framework for MSME empowerment interventions and an integrated management information system.

During its Seventh National Development Plan 2017–2021, the Government prioritises the establishment of a credit guarantee program aimed at providing low-interest, long-term loans to SMEs in Zambia. Additionally, the plan includes efforts to expedite the formalisation of the informal sector, enhance skill acquisition, establish industrial clusters in urban areas, reinforce connections within value chains, and offer business development support to SMEs.

24. <https://www.msme.gov.zm/wp-content/uploads/2023/12/2023-MSME-POLICY-FOR-MSMED.pdf>

SME resources for entrepreneurs in Zambia

MSME finance providers	Details
Incubators	<ul style="list-style-type: none"> ◆ Zambia Development Agency (ZDA) - Lusaka ◆ Citizens Economic Empowerment Commission (CEEC) - Lusaka ◆ Teveta - Lusaka ◆ Zambia Chamber of Small and Medium Business Associations (ZCSMBA) - Lusaka ◆ Zambia National Commercial Bank (ZANACO) - Lusaka ◆ Industrial Development Corporation (IDC) - Lusaka
Banks	<ul style="list-style-type: none"> ◆ Zambia National Commercial Bank (ZANACO) - Lusaka ◆ Stanbic Bank Zambia - Lusaka ◆ Barclays Bank Zambia - Lusaka ◆ First National Bank Zambia (FNB) - Lusaka ◆ Standard Chartered Bank Zambia - Lusaka ◆ Cavmont Bank Zambia - Lusaka ◆ Ecobank Zambia - Lusaka
MFI	<ul style="list-style-type: none"> ◆ FINCA Zambia - Lusaka ◆ Microfin Africa Ltd. - Lusaka ◆ PAMF Zambia (Pact Zambia) - Lusaka ◆ Vision Fund Zambia - Lusaka ◆ ZOONA - Lusaka ◆ Yako Community Trust - Lusaka ◆ Kiva Zambia - Lusaka
PE/VC	<ul style="list-style-type: none"> ◆ Zambia Industrial Commercial Bank (ZICB) - Lusaka ◆ Madison Financial Services Plc - Lusaka ◆ Pangaea Impact Investment Fund - Lusaka ◆ Kukula Capital - Lusaka
Government	<ul style="list-style-type: none"> ◆ Ministry of Commerce, Trade, and Industry - Lusaka ◆ Zambia Development Agency (ZDA) - Lusaka ◆ Citizens Economic Empowerment Commission (CEEC) - Lusaka ◆ Technical Education, Vocational, and Entrepreneurship Training Authority (TEVETA) - Lusaka ◆ Cooperatives Development Division - Lusaka

If you wish to extend business activities with featured country

Please write to us at wasme@wasmeinfo.org



Trade delegation



Investment



International exhibitions & EXPOs



Business Match Making



Technology Transfer



Skill Development



Startup Support



Women Entrepreneurship



Incubation



Research & Development



Conference/Seminar/Trainings/workshops



Policy Advocacy

WASME CORNER

From global to local, unleashing potential of SMEs in Africa and other countries by nominating **WASME Permanent Representatives**

WASME is extending its extensive experience and expertise in the key areas such as technology transfer, skill development, quality control, packaging, market access, export, research and development to enhance the sustainability, competitiveness, and growth of SMEs in different countries in technical trades like aerospace, mechanical, electrical, electronics, chemical, textile, food processing, ceramic, and wooden industries etc.

With special focus on SME development in African Sub-continent along with other countries across the globe, WASME has identified and nominated Permanent Representative (PR) that will partner with WASME in implementing SME development and promotion activities. It includes:



Skill Development & EDP programmes, end to end support for business/ enterprise development by facilitating through consultancy, technology transfer, trade facilitation, incubation support, market, export development and research & development activities to SMEs.



Training of the Trainers (TOT) programme for Skill Development project in all technical trades.



Extending support to SMEs in the area of Digital Infrastructure, E-Commerce, Artificial Intelligence, Machine Learning, Robotics, Electric Vehicle (EV), Renewable Energy (RE), Software Development & Hardware etc.



GAP study in various fields and expert consultations for incubation including programmes on enhancing export and marketing.



Access to credit and market by preparing sample Detailed Project Report (DPR) by including cost effective & right technology.



Exposure of the global expertise and experience of WASME to SMEs, through B2B meetings, exhibitions/trade fairs, outreach programmes, buyer-seller meetings and activities with other member countries of WASME.



Advising, formulating and implementing schemes and programmes for enterprises at regional and national level.

WASME is open for collaborating with organizations in different countries and work closely to identify critical issues and problems faced by SMEs and draft an action plan to empower and nurture the growth of SMEs in respective country. Please send your interest or query at dg@wasmeinfo.org and directorpnd@wasmeinfo.org.

ZNCC Tanzania and WASME implementing their Action Plan for the promotion and development of MSMEs of Tanzania



World Association for Small and Medium Enterprises (WASME) and Zanzibar National Chamber of Commerce (ZNCC) had signed the MOU on 10th October, 2024 for the promotion and development of MSMEs of Tanzania by providing active support and end to end assistance/ solutions to MSMEs including Technology Transfer and Up gradation, Advanced Skill Development Training programme including EDP, Testing and Quality Control, National/ International Standardization, Prototype and Product Design Development, packaging solutions for products/components, Setting up of common facility Centre (CFC), Marketing and Export Promotion etc.

In this context ZNCC Chairman Mr Ali Amour and Executive Director, Mr Hamad visited India from 19-23 April 2024 with an objective to identify latest and cost effective technologies, machine and equipment & products in Food Processing including herbs and spices, juices and drinks, packaging and printing, Textiles, leather and footwear etc. from Indian MSMEs

The delegation led by Mr Vijay Kumar, Director General, WASME went to International Conference and Exhibition on "Ride Asia – Bicycle, E Vehicles & Toy EXPO" organised by WASME and Udan Media and Communications, Ludhiana, India from 19-21st April 2024 at Pragati Maidan, New Delhi India.

RideAsia is Asia's biggest event for attracting dealers, distributors, importers and entrepreneurs who are looking for new business opportunities in



the E – Vehicles, E – Bikes, Cycles, Sports and Fitness industry. The exhibition will be showcasing Bicycle, Bicycle Parts, Tricycle, Bicycle Accessories, Tyre and Tube, Air Pumps, Bicycle Safety Gears and Guards, Folding Bicycle, Cycle Rickshaw, Air Filling Station, Ride On, Battery Toys, Battery Operated Vehicles, Battery Cars, Battery Bikes, Educational Toys and Games, Wooden Toys, Model Construction, Hobbies, Wooden Toys etc.

On 19th April, the delegation met with India’s leading manufacturers and exporters of E-Vehicle and E Bikes at the RideAsia Expo and held a personalized discussion facilitated by WASME with selected Indian MSMEs including M/s Neelam Bicycles Ludhiana for potential exports of E-vehicles, accessories and auto components to Tanzania including Zanzibar.

The delegation also visited the Footwear Design and Development Institute (FDI) in Noida, India, an institute of Govt. of India which has the world class facilities for design and development of footwear & textile. They understood the latest technologies used in different footwear design and development, prototype design, skill development, quality testing, etc. The Delegation appreciated the infrastructure and technology development for Indian MSMEs in the Leather and Footwear Industry sector and expressed a strong interest in setting up such Common Facility Centre (CFC) in Zanzibar, Tanzania so as to promote the skill development and effective utilization of the raw leather material available Tanzania to maximize on their country’s untapped leather industry potential. WASME promised the delegation for providing complete consultancy for setting up the CFC in Tanzania.



The delegation also met with leading MSMEs including Jawla Engineering Private Limited for packaging technology, Shanay Foods for Spices

and Mixes, Foodies Group for Juice Processing, HCS Enterprises for Bakery Machines and equipment, Juice Processing and Water Treatment Plant etc.



The concluding meeting was held on 21st April, 2024 with WASME Senior officials under the chairmanship of Dr G P Agarwal Secretary General, Mr Vijay Kumar, Director General, Er. Ramesh Kumar, Senior Advisor, Mr Ashutosh Arora, Director Strategy, Mr Rajesh Lall,

VP Skill Development, Ms Archana Sharma, Director Planning and Development, and Dr Megha Chadha, Deputy Director along with Mr Ali Amour Chairman and Mr Hamad Hamad, Executive Director, ZNCC, Tanzania were present.



Dr G P Agarwal, Secretary General, WASME welcomed the guest to WASME and expressed appreciation for the collaboration between ZNCC and WASME. While highlighting the mission and vision of WASME, he reinforced WASME's commitment for the MSME development and promotion in Tanzania as per the signed MOU.

Mr Vijay Kumar, updated the participants a various meetings and visits by the Tanzania delegation and its outcomes that includes the visit of MSME entrepreneur of Tanzania to India in June 2024 to for B2B exchange with the Indian MSMEs to identify their requirements, discuss any customization desired/required in technology, prototype design and products, testing and quality procedures and labs, design and packaging technologies, supply chain and entire product range specific to their industry sector.

Mr Hamad, presented various investment and business opportunities provided by the Government of Zanzibar that primarily revolves around Tourism

and allied sectors. Mr Ali added that Zanzibar is driven by blue economy and thus there is strong need of latest technology for renewable energy especially like hydro power, waste to energy, food processing, cold storage, and development of the hospitality sector. While responding to queries regarding Govt of Zanzibar support and benefits in the area of renewable energy, Mr Ali provided the details on the energy consumption and supply in Zanzibar.

Mr. Ali conveyed his gratitude for the kind welcome and the insightful conversations about potential joint ventures. He conveyed his decisions for the prompt visit of Tanzanian Delegation to India to meet Indian MSMEs for the promotion of exports in the areas of food processing, e-vehicles, textiles, and agriculture to Tanzania.

The meeting was concluded with presenting token of appreciation by Secretary General, WASME to Mr Ali and Mr Hamad.

WASME EVENTS



World Association for Small and Medium Enterprises (WASME)

WASME B2B Facilitation Series
With
Plurinational State of Bolivia

Focus Sectors :

- Pharmaceutical Medicines
- Gold Refiners companies which are certified with London Bullion Market Association (LBMA).
- Sugar Enzymes (Chemical Products for Alcohol Production).

Venue: WASME International Secretariat, Plot No. 4, Sector 16 A, Film City, Noida

Friday, 17 May 2024 | 3:00 PM – 5:00 PM

Interested Participants
FREE REGISTRATION

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World Association for Small and Medium Enterprises (WASME)

GOVERNMENT OF INDIA
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MINISTRY OF MICRO, SMALL AND MEDIUM ENTERPRISES

International Conference
on
“Enhancing MSME Participation in Public Procurement: A Path to Inclusive Growth”

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UN SCAN



AfDB

ILO, International Trade Centre and Government of Lesotho team up to strengthen SME competitiveness, productivity and decent work

Driving investment and export growth in Lesotho's textiles and clothing sector, this latest project incorporates SCORE Training as a key component.

On 3 April 2024 the ILO and the International Trade Centre (ITC) launched a new project on 'Expanding Enterprise Participation in the Textile and Clothing Global Value Chain' in collaboration with the Government of Lesotho. Part of a broader World Bank-funded 'Competitiveness and Financial Inclusion (CAFI)' programme in Lesotho, it aims to strengthen competitiveness of enterprises participating in the global textile and clothing (T&C) value chain and expand business opportunities through increased access to markets, productivity and decent work.

During the ongoing inception phase, the ILO and ITC are engaging with the Government, social partners and industry stakeholders at policy and sectoral levels, in addition to visiting Basotho- and foreign-owned factories to assess their key priorities and needs.

As a key component, the project will roll out ILO SCORE Training to design and implement factory-level measures to improve workplace cooperation, workforce management, occupational safety and health, resource efficiency and cleaner

production, with a view to establishing a culture of quality assurance and continuous improvement. It will also help integrate local business support organisations (BSOs) into international networks through linkages between service providers and their foreign counterparts. It will also provide training and advisory services to T&C enterprises in response to their needs. This will be combined with interventions to improve up- and downstream linkages in Lesotho's textiles and clothing sector.

As next steps, the ILO and ITC will undertake a value chain mapping in the T&C sector to further analyse the relevant BSOs and enterprises constraints, and examine the sector's structural and institutional set-up. Moreover, the project will also conduct a trade flow analysis and scoping of the leather and footwear sector to examine market demand and requirements as well as the profile and performance of enterprises to identify possible areas of interventions.

Source: <https://www.ilo.org/resource/news/ilo-international-trade-centre-and-government-lesotho-team-strengthen-sme>

IFC

IFC Partners with KB Kookmin Card Co. to Boost Access to Finance for Small Businesses in Indonesia and Foster Digital Inclusion in Thailand

To increase access to finance for small businesses in Indonesia and boost digital inclusion in Thailand, IFC today announced an initiative with KB Kookmin

Card Co. (KBC), a leading credit card-issuing company in the Republic of Korea, to support the company's small and medium enterprise (SME) and mobile financing growth in the two countries.

As part of the financing package, IFC is providing a \$100 million loan in Indonesian rupiah equivalent to PT KB Finansia Multi Finance (KB FMF), an Indonesian multi-finance company which KBC has a majority stake in, and a \$50 million loan in Thai baht equivalent to KB J Capital Co. Ltd (KBJ), a Thai non-bank finance company of which KBC is also the majority owner.

In Indonesia, IFC's funding will support micro, small, and medium enterprises (MSMEs) with a primary focus on supply chain finance loans. In Thailand, IFC's loan will allow KBJ to provide installment financing for mobile phones, with a primary focus on the nation's less developed regions. KBJ has been an exclusive financing service provider for Samsung mobile devices in the country since 2022.

"IFC's investment will allow both KB FMF and KBJ to support the underserved segments in Indonesia and Thailand, respectively," said Mr. Moon Cheol KANG, Managing Director of KB Kookmin Card. "As a multi-finance company, KB FMF is well positioned to develop their supply chain finance programs, especially for smaller businesses, where financing gaps are the widest. In Thailand, IFC's funding will send a positive signal, attracting funding and allowing KBJ to expand financing for mobile phones in the country's underdeveloped regions."

MSMEs play a central role in the Indonesian economy, employing 97% of the total workforce and contributing 61% of GDP but are constrained by limited access to finance. Meanwhile, the supply chain finance market holds significant potential to support MSMEs in Indonesia by providing a key tool to reach them across supply chains and give

more flexibility on working capital management.

In Thailand, internet-enabled mobile devices remain the primary source of internet access in the less developed regions of the country. However, 76% of people in the north of the country compared with 96% in Bangkok have a smartphone device. Access is hindered by the high upfront cost of smartphones, which in turn limits individuals' capacity to participate in a growing digital ecosystem.

"Financial and digital inclusion underpin resilient and inclusive growth. IFC is working with KB FMF and KBJ to enable more small businesses and consumers to access the funding and digital tools they need to grow and thrive," said Kim-See Lim, IFC's Regional Director for East Asia and the Pacific.

In addition to the financing, IFC will support FMF and KBJ in strengthening their responsible finance frameworks, including aligning their current operations with international best practices and national customer protection regulations.

IFC's investment announced today builds on the existing partnership with KBC to support MSMEs. In December 2020, IFC provided funds to KB FMF to continue lending to MSMEs during COVID-19 pandemic.

Source: <https://pressroom.ifc.org/all/pages/PressDetail.aspx?ID=28132>

OECD

Transformative policies and anticipatory governance are key to optimising benefits and managing risks of new emerging technologies

Science and technology ministers have highlighted the need for governments to develop co-ordinated approaches to harness the opportunities of new and emerging technologies,

while better managing future risks, at their ministerial-level meeting at the OECD.

Participants in the OECD Science and Technology Policy Ministerial 2024 – which drew high-level representatives from more than 50 countries – agreed on the need for policies to foster the development of and adaptation to technologies such as neurotechnology, synthetic biology and quantum technology.

In their final Declaration, Ministers called for transformative Science, Technology and Innovation (STI) policies to accelerate sustainability transitions and the embedding of shared values in international co-operation and technology governance, alongside policies to make STI more inclusive.

"The OECD has helped shaped digital policy agendas for decades, through evidence-based recommendations and extensive multilateral and multi-stakeholder cooperation," OECD Secretary-General Mathias Cormann said. "Today, Ministers have reaffirmed the key role for the OECD to play in supporting policy makers with evidence-based analysis to design and implement transformative policies, in reinforcing shared values in international governance, and in promoting diversity and accessibility for careers in research and innovation."

Ministers and high-level representatives from OECD countries, the European Union and partner economies welcomed a new OECD Framework for Anticipatory Governance of Emerging Technologies that promotes responsible innovation and offers tools to help governments identify and address the ethical, social, and legal implications for technological developments before they become entrenched. The Framework also offers governments and innovators pathways to promote and embed key values in technology

development through upstream technology assessment, early deliberation and stakeholder engagement, agile regulatory approaches and international scientific co-operation.

They also welcomed a new Agenda for Transformative Science, Technology and Innovation Policies designed to drive responsible and equitable research, development and innovation. The Agenda offers practical guidance for policymakers to formulate and implement Science, Technology and Innovation reforms. It also outlines key policy actions, including accelerating the productivity of research through AI and automation in science, investing in building digital expertise and specialised skills, and aligning national Science, Technology and Innovation priorities and co-ordinate funding for research and innovation activities to address global challenges.

The Framework and the Agenda both draw on prior OECD work and legal instruments, and are designed to equip governments and other innovation actors to anticipate and get ahead of governance challenges and build longer-term capacities to shape innovation more effectively.

Ministers called on the OECD to develop tools for monitoring education and training to promote talent, inclusivity, mobility and careers in research and innovation, including through the launch of a new observatory on research and innovation careers. They also called for strengthening the evidence base for STI strategies and policies, through statistical improvements and strategic intelligence and foresight that will support the implementation and evaluation of both the transformative STI policy agenda and anticipatory governance framework.

Source: <https://www.oecd.org/newsroom/transformative-policies-and-anticipatory-governance-are-key-to-optimising-benefits-and-managing-risks-of-new-emerging-technologies.htm>

ABOUT WASME

WASME is an International Non-Governmental Organization that has observer and consultative status with many UN agencies, such as UNIDO, UNCTAD, UNICITRAL, WIPO, ILO, ECOSOC, UNESCAP, ITC, and UNESCO. Additionally, WASME has several inter-governmental and international organization affiliations. It has been striving to stimulate, foster, promote, and coordinate international cooperation for the growth & development of MSMEs.

WASME was founded in 1980 with the goal of supporting MSMEs in member countries. We have achieved this through our strong association with local government bodies, regional authorities, international linkages, civil societies, SMEs, etc. We are continuously working to improve our innovative and sustainable framework so that we can better serve MSMEs around the world.

WASME's vision is further realized and advanced with the consistent support of its large base of member representatives in over 100 countries.



WASME's focus is on MSMEs by providing technology transfer and trade promotion through international/regional conferences/workshops/seminars. WASME also organizes programs on various important issues for the growth of MSMEs such as IPRs, Skill Development, Certification & Accreditation, ICT, Marketing, Global Supply Chain, Technology Transfer, Entrepreneurship development, quality control, AI, Machine learning, robotics, etc.

WASME also publishes monthly "World SME News" which features developments in the MSME sector from around the world, as well as a fortnightly e-newsletter called the "SME e-Bulletin". These two organs act as a way to disseminate information among members and advocate for sustainable and regenerative MSME development and growth.

CORE ACTIVITIES



Articulating concerns and interests of MSMEs at various national and international level.



Developing relationship between MSMEs in developed and developing countries by encouraging enterprise-to-enterprise cooperation in the area of skill development, technology transfer and export;



International cooperation by networking with MSME promotion organisation at national and international level.



Enlarging collaboration with UN agencies and international organisations.



Capacity building of MSMEs through seminar, EDP and skill development programmes.



Information dissemination on technology, export, marketing, match making etc. in MSME sector.



Carrying out research and studies on national/international issues confronting MSMEs.

MEMBERSHIP SERVICES

WASME has members in different countries across the world. Member constituents represent industrial promotional organizations of various types and come from highly industrialized, developing and transition economies, as well as least developed countries. WASME has a broad membership spectrum that includes:

Categories

General Members

- ◆ Ministries/ Government Departments
- ◆ Public Sector Undertakings/Semi Government Organization
- ◆ Export Promotion Councils/ Trade Councils
- ◆ Financial Institutions/ Banks/ NBFCs
- ◆ SME Promotion Organization/Enterprise Development Organization

Chambers/ Industry Associations/ SME Associations

International & Regional Federations/ Associations

Associate Members

- ◆ Corporations, Consulting Firms
- ◆ Partnership/ Proprietorship/ LLP etc
- ◆ Research Institutes/ Technical Institutes/ Universities
- ◆ Individual Consultants/ Experts/ Students
- ◆ NGOs/ SMEs etc.

Associate Membership-Indian Chapter

Any General Member or Associate Member who is willing to be Permanent Member of WASME

Benefits to Members

Collaborating with other members on issues of common interest to enable local SMEs gain access to a variety of advantages, such as:

- ◆ Making advantage of a vast network of WASME to create new alliances
- ◆ Building a global network and making your voice heard
- ◆ Globally promoting your company using WASME marketing platforms
- ◆ Possessing the chance to organise or present at WASME Global Conferences, Seminars, Exhibitions, events, and programmes
- ◆ Having your interests represented at multilateral organizations including UN organizations, national and international forums etc.
- ◆ Sharing your opinions and ideas in WASME publications
- ◆ Get access to WASME Resource Centre of Knowledge, Experts, Technology, Trade Facilitation, Financial Assistance, Market Linkage etc.
- ◆ Get tailor made services and support

For more information visit our

Website: www.wasmeinfo.org

Contact: membership@wasmeinfo.org

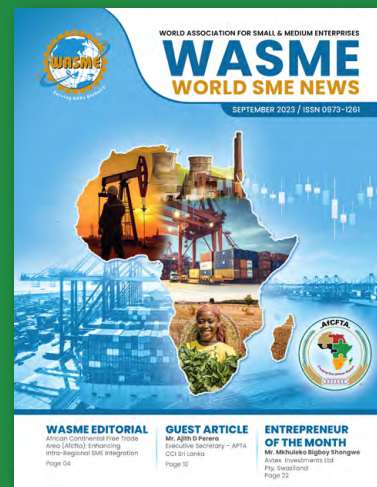
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