

THINK SME

World Union of Small and Medium Enterprises



THE GROWTH OF SMEs



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Editorial

Vice President (India)
Dr. Joginder Singh Juneja

India's International Economy



SMEs play a pivotal role: contribute nearly 28.77% of the country's

India is the largest democracy with 1.3 billion people equivalent to 18% of the total world population. With the opening up of the Indian Economy by the then Finance Minister Dr. Manmohan Singh in July 1991 with the support of the Prime Minister Mr. Narsimha Rao, India has been internationalizing its economy progressively without looking back.

India has transversed its traditional path of land of Buddha and Mahatma Gandhi with a firm belief in non violence for its freedom movement and the recognition of Yoga & meditation on the one side and Bollywood music on the other side, India continues to lead to modernity. With the youth playing significant role in the intellectual field, such as IT development both at home in India and abroad in the Silicon Valley, India has earned laurels. On 22nd June 2017, a smallest and lightest satellite based on 3D printed carbon fiber reinforced polymer named Kalam - SAT has been developed by 18 years old young boy old Rifath Sharook, hailing from the Tamil Nadu and launched by NASA in USA. He was selected through the Cubes in Space competition set up by NASA. We are indeed very proud of our young people, where age is not a barrier for the creativity and innovation to standout.

India has attained highest growth rate of GDP in the world at 7.8% in 2017. India's Economy imported goods worth US\$ 440 billion from around the globe last year representing 2.8% of total global imports. However, Indian exports contribute about US\$ 300 billion worth of goods. India's global trade increased by 16.32 per cent to USD 767.9 billion in 2017-18, according to the Department of Commerce. India is the recipient of highest Inward Remittances of USD 65 billion (2017) mostly by Non – Residents of India (NRI) amongst all the countries of the world. In addition, inflow of investments to India is USD 45 billion and is ranked at 8th Position. Indian investors are quite active on the stock exchange and Indian stock exchange BSE & NSE are amongst the top ten global stock exchanges. Indian companies have also turned out to be big investors in businesses abroad.

Indian Civil Aviation is growing rapidly and the air traffic in India rose 15.80 per cent year-on-year to 280.24 million during April-February 2017-18, witnessing a growth of 18.50 per cent over the previous year. As of March 2018, there are nearly 550 commercial aircrafts in operation in India.

Small and Medium Enterprises play a pivotal role in the development of the India. SMEs contribute nearly 28.77 percent of the country's GDP, 45 percent of the manufacturing output and 40 percent of the exports. They provide the largest share of employment after agriculture and have emerged as the engine of growth of Indian economy. SMEs have the potential to provide jobs to teaming millions unemployed youth. They are the nurseries for entrepreneurship and innovation.

Innovations by Indian SMEs are graduating from 'Jugaad' (A flexible approach to problem – solving that uses limited resources in an innovative way: Online Dictionary Oxford meaning) to innovative products with design, technology or innovative marketing techniques.

India hosted International SME Convention organized by India SME Forum with the full support of the Government of India, Ministry of MSMEs in April 2018. Participation of WUSME delegation led by its President Dr. Gianfranco Terenzi in the International SME Convention at New Delhi has been a significant land mark in building bridges not only with SMEs & National leaders but also extending a hand of friendship towards other participating 39 countries from around the world.



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Narendra Modi, Indian Prime Minister

A moment of the speech

Global Business Summit, “New economy, New rules”

WUSME in New Delhi for the fourth edition organized by The Economic Times and YES Bank. Was an opportunity to deepen and face contours of the world economy

New Delhi (India) - February 24th, 2018 - WUSME, participated in the fourth edition of the Global Business Summit (GBS), held on 23rd and 24th February, 2018 in New Delhi (India) and organized by The Economic Times and YES Bank. Subject of the 2018 edition, “New economy, New rules”.

The initiative, launched on January 15th, 2015, one of the most important for topics dealt with, was an opportunity to deepen and face contours of the world economy, as well as define the elements that will influence the Indian economy in the next years.

During the summit, efforts were made to provide concrete solutions to the main macroeconomic challenges faced in the current context for sustainable

and inclusive economic growth. Among the speakers, all of great depth in the economic community, Mr. Donald Trump Jr., Executive Vice President of “The Trump Organization”, Mr. Reed Hastings, founder of Netflix and Mr. Steve Wozniak, co-founder of Apple Computer. Also Prime Minister Narendra Modi and other ministers of the Indian government were present.

To represent WUSME Organization, President Gian Franco Terenzi, since ever committed to support SMEs, who, during his speech, highlighted the importance, as well as the urgency to improve the environment in which companies operate as a key factor for the economic growth of the world.

In particular, through the use of new

technologies, Small and Medium Enterprises have become an example of a new development model.

«With the new technologies, like artificial intelligence and predictive analysis -President Terenzi said during his speech -we try to achieve maximum efficiency, and this could be a solution to many unresolved problems».

«For the first time in many years - he added - technologies as the ‘blockchain’ are offering the community the possibility of creating an economy that is outside the centralistic systems. And according to some experts, this could be one of the biggest changes since the advent of the Internet».



Photo: WUSME President **Gian Franco Terenzi** during the Global Business Summit (GBS) held on 23rd and 24th February, 2018 in New Delhi (India)

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The new rules are also the result of the creativity, commitment and impulse of new realities, such as those present in this summit, born as small enterprises. Small entrepreneurs can be protagonists of the ongoing change and promoters of a new stable, long-lasting and profitable economic growth.



To represent WUSME Organization, President Gian Franco Terenzi, since ever committed to support SMEs, who, during his speech, highlighted the importance, as well as the urgency to improve the environment in which companies operate as a key factor for the economic growth of the world.

Have you ever thought about setting up business in San Marino?

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International SME Convention

The event has been organised by the Ministry of SMEs of the Government of India

Just ended the first INTERNATIONAL SME CONVENTION held in New Delhi (India). The event theme "Business Beyond Borders" has been organised by the Ministry of Micro, Small and Medium Enterprises of the Government of India in conjunction with WUSME (International Organization committed to supporting SMEs in the world and formally recognized by the United Nations by virtue of the Consultative Status at UN ECOSOC since 2013), INDIA SME FORUM (primary Indian organization in support of SMEs) and with other international organisations from across 30 countries.

Over 400 entrepreneurs from India, 160 Small and Medium Enterprises representing 39 countries among which, to name a few, Australia, Austria, Cameroon, France, Ghana, Guinea, Hungary, Indonesia, Italy, Kenya, Korea, Poland, Russia, Spain, participated in the three days of work.

The Convention focused on international best practices for the development and cooperation of SMEs, business opportunities at global level and issues women entrepreneurs tackle. The event focused on strengthening bilateral relations between several countries by hosting specific sectoral focus sessions, from agriculture to health, from strategic defense to education, from digital entertainment to waste management.

To represent the WUSME Organization, President Gian Franco Terenzi, always committed to support SMEs.

During his speech, he highlighted the importance of the Convention as moment for international gathering of all those dealing with small and medium-sized enterprises, as well as discussing the difficulties, challenges and opportunities they face. In particular, WUSME President Terenzi stressed how today the new technologies exceed geographical limits and allow people to interact.

«With the new technologies, such as artificial intelligence and predictive analysis - WUSME President said- we try to achieve maximum efficiency, and this could be a solution to many unresolved problems».

And he added: «For the first time in many years, technologies, such as the blockchain are offering the community the possibility to achieve an inclusive growth and shared widespread prosperity».

The new rules are also the result of the creativity, commitment and stimulation of new realities which, even if born as small businesses, today have become an example of a new model of development. Small entrepreneurs can be protagonists of the ongoing change and supporters of a stable, lasting and profitable economic growth globally.



First INTERNATIONAL SME CONVENTION held in New Delhi (India): moment of the event.



International SME Convention Business Beyond Borders

New Delhi (INDIA) - Moments of the event



Traditional lamp lighting ceremony of the ISC2018 on Sunday 22 with Hon. Indian Minister of MSME Giriraj Singh and WUSME President Gian Franco Terenzi.



Photo on the right: Left to right: Dr. Dogad Dogoui WUSME Ambassador in Tunisia and Africa SMB Forum President, Dr. Arun Agrawal WUSME Ambassador in New Delhi (India), Dr. Gian Franco Terenzi WUSME President, Prof. Dr. Norbert Knoll von Dornhoff WUSME General Secretary, Oknha Roseline SO WUSME Ambadress in Cambodia and Dr. Nawaz Rajabdeen WUSME Ambassador in Sri Lanka.

SMEs are the future of the economy

Indian ministers take stock of the current moment internationally

Ministers' Speeches at the INTERNATIONAL SME CONVENTION 2018

M. J. Akbar, Hon. Minister of State (MoS) for External Affairs

«I believe that the small and medium enterprises sector is going to shape not only the economy, but determine if the prosperity of the XXIth century is a shared prosperity. If we are not able to transfer the growth down to those who are at the bottom of the pyramid, then we are sending an open invitation to impact social disharmony and destabilize. It is in the industry and enabling process of the Small and medium sector that the future of the economies is, not simply ours.

We are so happy that 38 nations are here, because they all feel that this is where our true destination is and we can now build the bridges if the Minister of MSME can build the bridges across the world, we will have created the framework that will determine the economy and the shape and the equity, the most important of all in this century.



Giriraj Singh
Hon. Minister of State (I/C) for MSME

As we see our country in this massive transformation, as we see India moving away, moving up India to new India. There is an extraordinary future awaiting us in India and across the world, but only if we have the extraordinary ability to think of extraordinary ideas».

Giriraj Singh, Hon. Minister of State (I/C) for MSME

«The world is moving toward a new industrial revolution. We are living in a world of globalization, where technology and business, transfer, knowledge transfer is happening, but the challenge is to share it with millions of micro, small and medium enterprises. Our largest asset, in this country, is our people. This is our asset as well as the youth dividend. The PM office has been supporting this. The 65 to 70 million MSMEs, the various industries will be upscaled, provided with further help and jobs.

This event, this platform is for these people. It shouldn't just be about markets, but about people to people growth. Linkages and growth between people in this room and the rest of our country is what will make this vision real.

Growth in the XXIth century, the 4.0 industrial revolution will be co-opted by people in this room and through the help of the Ministry and we would be able to take us along on the path and create the road map of a new revolution.



M.J. Akbar

Hon. Minister of State (MoS) for External Affairs



Chief Guest, Hon. Suresh Prabhu
Minister of Commerce & Industry and Civil Aviation

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In all sectors, SMEs are forming the backbone of our many economies. With our joint efforts, with the entrepreneurs from our country and with the entrepreneurs of the 38 countries that are now joining us in this SMEs Convention, let's lift the MSME into a new platform, The Ease of Doing Business for an SMEs has skied up. We can now register an MSME in a matter of minutes. Let's celebrate this event as a way of bringing together people, exchanging ideas, passion, and let's build this roadmap to prosperity together».

Chief Guest, Hon. Suresh Prabhu, Minister of Commerce & Industry and Civil Aviation

«The whole world is debating the strategies for bringing growth back into the global economy, widening the gap between incomes, climate change, social, jobless growth. The gap between poor and rich countries is also wide. I can safely say and proof scientifically that, if, in the world, there were more of these small and medium enterprises, then these issues

would be out of statement, because SMEs would bring a new revolution and new economic activity would happen. SMEs will not widen the gap, but reduce the gap between the rich and the poor. So that the challenge is on the inclusive growth, the more the small and medium enterprises, the more jobs creation. But there are million and millions of SMEs in the world, who are too small to succeed. If you create, small and medium enterprises, they don't success on their own, unless they are supported by large enterprises, also. So, I must say, there is a complementary relationship and this relationship is directed by the nature.

The concept of ecosystem is dwelt from the nature. There is a complementary relationship between the small enterprise and the big enterprise. If you want world economic growth, then you have to start, first, by make all the small and medium enterprises that would support the large enterprises, and large enterprises then together with small enterprises promote the global economy. What we need to do is to promote global supply chain to promote enterprises, which will have an organic and complementary relationship with the big companies.

This is what we have to do and this can happen with investments in the industry. In India, we decided to promote the SMEs in the widest possible manners. Industry can no survive without SMEs. To promote all this, the Government of India has already finalized and will be announcing soon a new industrial policy, highlighting this important concept: partnership between grass root organizations (such as self-help groups, cooperative societies, etc.) and SMEs, connected to medium and large industries. We can build a very strong partnership, between the new economic architecture of those countries.

The new industrial policy also focuses on modernizing the steel industry, but also creating new industries. There are many opportunities for new industries and new technologies and anyone can be creator of new industries or technologies, new creator of ideas. So, in India, we have started a startup program. This is the new wave of change that is going to happen in the world and people can really take advantage of this.

Small and medium enterprises can actually create new ideas, create a network of SMEs of the world to promote new ideas, and scale up those ideas by partnership with each other.

I am convinced that we need these global supply chains to promote activities, but also to develop countries. As Minister of Commerce, we want to promote partnership on trade and commerce and industry with all the countries of the world. We want to do business with all the countries of the world and we would like to promote an inclusive growth for the world, by creating supply chains which benefit you, us and everybody. The relationships we establish today will help us create so many new platforms for growth which will ensure we have a sustainable growth in the world. We have to find new solutions, with all countries.

I feel this event will go a long way in bringing new ideas. New ideas which will be translated into this forum and will be brought on».



SMEs will play an increasingly crucial role in the society

“The business ecosystem will have to look at the future from the perspective of the Blockchain”, said in his final speech WUSME President Gian Franco Terenzi

The conclusion of WUSME President Gian Franco Terenzi at the end of the International SME Convention “Business Beyond Borders” in New Delhi.

«Every important event always ends up with greetings and thanks.

I would like to thank, in particular, the President of INDIA SME FORUM Vinod Kumar and Director General Sushma Morthania as well as all the staff who contributed to the success of this Convention.

Allow me to share some considerations which relate to the proceedings of this Conference.

We have listened to policymakers, institutions, entrepreneurs and

representatives of associations.

In this context, I have had the opportunity to clearly understand the strength, will and stimulus given to SMEs by the speakers on this dias.

We can observe many technological and cultural changes.

At the same time, very interesting political considerations have been expressed, with a focus on SMEs as driving force for the development and for an economic participated democracy.

In accordance with the different statements, I came to agree that the traditional pyramid of growth is finding a way of inversion, with the base affecting the vertex.

On this stage, we could listen to the experience of men and women who

shared their experiences.

And women have played an important role as entrepreneurs and managers.

We can only observe that the society as a whole is changing, driven by an increasingly pressing technology.

In the same way, the ecosystem of SMEs and finance will have to look at the future from the perspective of the blockchain.

SMEs are the result of the creativity, talent and stimulus of new realities.

I am convinced that in the future they will play an increasingly crucial role in the society and allow to find a balance of healthy prosperity for all».



ENTERPRISE IN FOCUS

Brilliant Polymers, a young reality

The company based in Mumbai, is a leader in the production of laminating adhesives for the flexible packaging industry and is specializing in the production of polymers.



Photo: reactors at work (upper level view)

Great professionalism and competitiveness for a recent reality. It is the business presentation of Brilliant Polymers Private Limited, a young company considering year of establishment and also the age of its employees (over 80% of staff aged under 35) specializing in the production of polymers. Founded in 2013, it achieved turnover of over 120 crores at the end of 2017. According to the latest data, more than 10,000 tons of adhesive are manufactured in the Albernath headquarters. A production with significant numbers, which is exported all over the world. The company based in Mumbai is, in fact, a leader in the production of laminating adhesives for the flexible packaging industry.

The production plant is characterized by the presence of ten reactors which allows the production of large batches of dimensions up to 20 tons each. It operates 24 hours a day with an automation system that guarantees the quality and consistency of the products.

The company has an internal quality control laboratory for the analysis which checks all the consignments of goods that have expired several times during production time. This guarantees, therefore, the realization of a product that reaches a quality of 100% and that, therefore, always satisfies the final customer.

ENTERPRISE IN FOCUS

Among the characteristics of the company, also the creation of customized products

In addition, Brilliant Polymers provides a complete range of solutions for the flexible packaging industry, from standard performance to high performance applications.



A young company with a young workforce (80% of its staff is under 35) and the latest production facilities that supply all over the world, are truly “make in India”.



Products

The products are designed to offer unique properties as well as excellent levels of performance. The wide range of products includes laminating adhesives for flexible packaging applications, including both solvent and non-solvent based, solvent-based Primers and aqua and Cold Seal Adhesives (launched in 2017).

A complete variety of solutions that offer heat and chemical resistance benefits with high initial tack and fast cure rate. Final applications include food and non-food uses.

Among the characteristics of the company, also the creation of customized products.

“Whatever our customers request - you read in the Brilliant presentation sheet - we are able to satisfy them. We have created our sales depot and our network of partners throughout the Indian territory and this allows us to supply our product in any part of the country in minimum time. All respecting environmental regulations for a greener and safer world.

In fact, we are fully aware of our responsibilities and do everything possible to preserve the local area and help those who live there”.

Supply without interruptions

In addition to the warehouses located in Ambernath, the company also has other plants throughout India and in many parts of the world, such as Vietnam, Singapore, Dubai and Kenya with the aim of opening them in other countries in the future.

Technical support always available

Brilliant offers complete technical support for the products. The team dedicated to technical services is available to support customers, from product selection to testing, to the marketing of new products and applications. Finally, the technical teams conduct training courses at customer sites to share the latest innovations and technologies.

Web site:

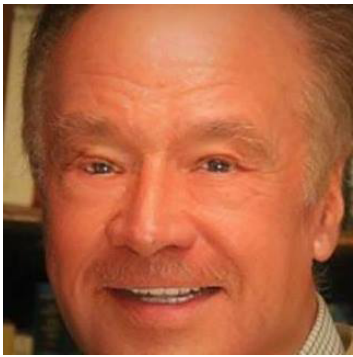
<http://www.brilliantpolymers.com/>
Certified ISO 9001: 2008



“We go beyond compliance with environmental regulations. We are fully aware of our responsibilities and do everything possible to preserve the local area and help its people”.



By **Prof. Dr. Norbert W. Knoll von Dornhoff**
WUSME General Secretary
Professor of Economic and Fiscal Policy
International University of Entrepreneurology,
Hawaii, USA



SMEs, decisive exports

Indian Companies feel comfortable with educated workers, the political stability and the administration. Obstacles: corruption, limited access to electricity and tax rates.

Abstract

The primary goal of each country is to increase the prosperity of its people and to alleviate poverty. The most important measure of success is the GDP (PPP) Gross Domestic Product per capita. A decisive contribution to economic growth is been generated by exports, FDI - international direct investment and economic partnerships. As the vast majority of companies are SMEs (including crafts and farms), they contribute significantly to the prosperity of the population and employment.

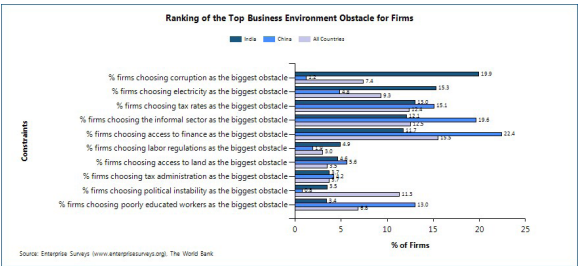
The Approach

To SMEs and Crafts development in Countries being in different stages of economic and social development is what we call the „Staircase to Success”, starting with reforms of National and International Institutions aiming at the reduction of constraints for doing business up to igniting innovations and making advantage of additional and new business opportunities and the enhancement of International Trade- and Business Partnerships – Business Beyond Borders.

Constraints – World Bank Enterprise Surveys

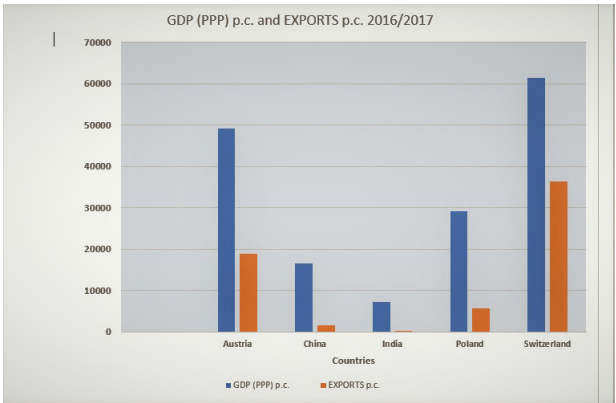
India performs well in the areas of Protecting Minority Investors, Getting Credit, and Getting Electricity. The country’s corporate law and securities regulations have been recognized as highly advanced, placing India in 4th place in the global ranking on Protecting Minority Investors. While there has been substantial progress, India still lags in areas such as Starting a Business, Enforcing Contracts, and Dealing with Construction Permits.

Main Constraints for doing business of SMEs in India
Table 2 - Top business obstacles



Indian Companies responded that corruption and limited access to electricity, and tax rates are the biggest obstacles for doing business. They feel rather comfortable with educated workers, the political stability and the administration.

GDP (PPP) per capita and exports

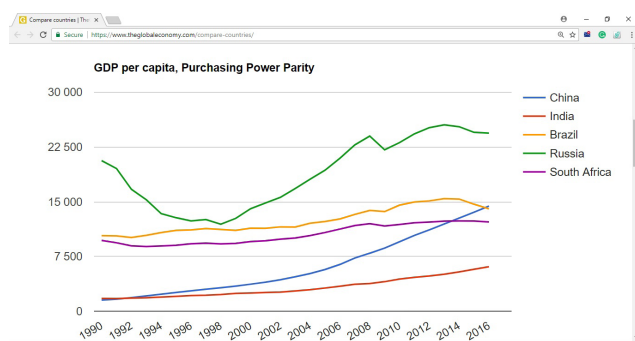


This Table shows a direct causality of the volume of exports and the GDP (PPP) per capita. In Austria 33% of the GDP are generated by exports.

The Trade Gap

If a country exports a greater value than it imports, it has a trade surplus, positive balance, or a “favourable balance”, and conversely, if a country imports a greater value than it exports, it has a trade deficit, negative balance, “unfavourable balance”, or, informally, a “trade gap”. A positive balance adds to gross domestic product, while a negative balance subtracts from GDP.

Trade balance



The Trade Balance of India is improving since 2012, but it is as of 2017 still negative. India will, therefore, endeavour to reduce imports by promoting domestic production and services.

Annual growth rate of exports of goods and services

based on constant local currency. Aggregates are based on constant 2010 U.S. dollars. Exports of goods and services represent the value of all goods and other market services provided to the rest of the world. They include the value of merchandise, freight, insurance, transport, travel, royalties, license fees, and other services, such as communication, construction, financial, information, business, personal, and government services. They exclude compensation of employees and investment income (formerly called factor services) and transfer payments.

Encouraging domestic production would need increased technology and know-how transfer to companies in India. Currently only approx. 14% of companies in India have foreign technology licensed.

Foreign direct investment

are the net inflows of investment to acquire a lasting management interest (10 percent or more of voting stock) in an enterprise operating in an economy other than that of the investor. It is the sum of equity capital, reinvestment of earnings, other long-term capital, and short-term capital as shown in the balance of payments. This series shows net inflows (new investment inflows less disinvestment) in the reporting economy from foreign investors, and is divided by GDP.

Apart from being a critical driver of economic growth, foreign direct investment (FDI) is a major source of non-debt financial resource for the economic development of India. Foreign

companies invest in India to take advantage of relatively lower wages, special investment privileges such as tax exemptions, etc. For a country where foreign investments are being made, it also means achieving technical know-how and generating employment. The Indian government's favourable policy regime and robust business environment have ensured that foreign capital keeps flowing into the country. The government has taken many initiatives in recent years such as relaxing FDI norms across sectors such as defence, PSU oil refineries, telecom, power exchanges, and stock exchanges, among others.

India has become the most attractive emerging market for global partners (GP) investment for the coming 12 months, as per a recent market attractiveness survey conducted by Emerging Market Private Equity Association (EMPEA).

The World Bank has stated that private investments in India is expected to grow by 8.8 per cent in FY 2018-19 to overtake private consumption growth of 7.4 per cent, and thereby drive the growth in India's gross domestic product (GDP) in FY 2018-19.

2016 India ranked with 1,96% of the GDP third of BRICS, with 4,35% for Brazil, 2,54% for Russia, 1,52% for China, and 0,7% for South Africa.

Source: India Brand Equity Foundation

<https://www.ibef.org/economy/foreign-direct-investment.aspx>

Tentative Conclusions

With its average annual GDP growth rate of 5.8% over the past two decades, and reaching 6.1% during 2011–12, India is one of the world's fastest-growing economies. However, the country ranks 140th in the world in nominal GDP per capita and 129th in GDP per capita at PPP.

SME supporting Organization in India shall focus on attracting technology transfer (e.g. licenses of foreign companies) to India and promoting exports and business partnerships worldwide. Therefore, they will need a sustainable income for their services, independent of business cycles. Intensified cooperation of Indian Banks, SME Institutions and entrepreneurs with the European Union, e.g. with the EIB - European Investments Bank, the World Bank and IFC, and with United Nations Agencies, e.g. UNIDO and -last not least- with WUSME World Union of SMEs would decisively foster the development.



United in the name of innovation

Memorandum of Understanding signed between WUSME and AFRICA SMB FORUM. Main goal: cooperation, economic and commercial promotion

March 21th, 2018.

An important date for WUSME and AFRICA SMB FORUM, which marks the beginning of their collaboration with the official signature of a Memorandum of Understanding, as a result of significant meetings held between WUSME President Gian Franco Terenzi and AFRICA SMB FORUM President as well as WUSME Ambassador in Tunisia, Dr. Dogad Dogoui.

Main goal of the two Organizations, the promotion of SMEs cooperation and economic and commercial excellence.

Among the specific topics discussed and included in the Agreement: information exchange, cooperation opportunities in strategic and mutually interesting areas, business collaboration,

B2B meetings, investments promotion particularly in innovation and technologies, development and implementation of projects proposed by the respective network of relationships, in order to facilitate opportunities for SMEs, including offer of services.

As part of the works, “pilot” projects of interest to SMEs may also be considered strategic and particularly relevant to advanced technologies. Moreover among other topics in the agreement, also meetings, missions, workshops, events and conferences organization in favor of SMEs.



Photo: WUSME President **Gian Franco Terenzi** with WUSME Ambassador in Tunisia Dr. **Dogad Dogoui**



Photo above: Dr. Dogad Dogoui, WUSME Ambassador in Tunisia and Africa SMB Forum President during a moment of his speech.

Photo below: Left to right: Dr. Gian Franco Terenzi, WUSME President, Dr. Prof. Norbert Knoll von Dornhoff, WUSME General Secretary and Dr. Dogad Dogoui, WUSME Ambassador in Tunisia and Africa SMB Forum President.



Founded in 2012 by President Dr. Dogad Dogoui

Africa SMB Forum, a platform open to the world

Africa SMB Forum was founded in 2012 by Dogad Dogoui, who also created in 1999 entrepreneurs Africagora as well as Africa SMB Club (Small and Medium Enterprises).

In March 2014, the first meeting of the Africa SMB Forum was held in the city of Casablanca in Morocco.

Excellent the feedback with over 300 participants from 16 countries gathered to “interconnect and finance African SMEs” with their customers, suppliers, partners and investors. Since 2016, it has been transformed into a platform of the pan-African ecosystem of Small and Medium Enterprises.

The mission

Africa SMB Forum is the support for Western investors, based in the European Union, USA and Canada, looking for partnerships in emerging countries in sub-Saharan Africa and Asian countries: contacts between governments, employers, investment promotion agencies and entrepreneurial clubs for study and investment missions, forums for SMEs.

Africa SMB Forum also organizes training sessions on the African continent.

Among the countries involved: Ivory Coast, Senegal, Cape Verde, Congo-B, Gabon, DR Congo, Kenya, Cameroon, Rwanda, Togo, Ghana, Burundi, Central African Republic, Mali, Niger, Burkina Faso, Guinea - Bissau, Ethiopia, Benin, Madagascar, Sierra Leone, Tanzania, South Africa, Nigeria, Uganda, Angola and Comoros.



WUSME met SMEUnited President Ulrike Rabmer-Koller

President Rabmer-Koller advised forms of cooperation between SMEUnited and National and International SMEs supporting Associations

During the meeting in April 2018, in Vienna (Austria), opportunities for a future cooperation between the two organizations were discussed. It will be possible to collaborate with SMEUnited on some specific projects related, for example, to the environment theme of Horizon 2020.

VIENNA (AUSTRIA) - April 6th, 2018
- On 4th April 2018 WUSME General Secretary Norbert W. Knoll von Dornhoff met the President of SMEUnited (European Association for SMEs and Crafts), Ms. Ulrike Rabmer-Koller, Vice President of the Austrian Chamber (WKO) in Vienna, for a discussion about future cooperation with WUSME.

President Rabmer-Koller advised various ways to cooperate between SMEUnited and National and International SMEs supporting Associations.

SMEUnited has a keen interest in external relations, with a particular focus on the Mediterranean area, Latin American countries and the USA. Regarding Mediterranean countries, SMEUnited collaborates with its homolog organizations via partnership protocols.

SMEUnited Projects.

It is also possible to cooperate with SMEUnited on specific projects.
For example: Early Warning Project - R20 - Transition from linear 2 circular: Policy and Innovation is a three-year project within the environment theme of

Horizon 2020 with a total funding of 3 million Euros.

East Invest 2 - The East Invest 2 project, implemented by a consortium of SMEUnited and Eurochambres, aims to increase the capacity of the SME associations in the EaP countries (Armenia, Azerbaijan, Belarus, Georgia, Moldavia, Ukraine) to take an active role in promoting a conducive business environment.

Photo: WUSME General Secretary handing over to President of SMEUnited Ms. Rabmer-Koller the WUSME MAGAZINE



Launch of WUSME in South Africa

The organization was officially presented during “My Business Expo 2018” in Midrand



April 6th, 2018 - WUSME has been officially presented in South Africa during “My Business Expo 2018” which took place on February 21st-24th 2018 at the Gallagher Estate Convention Centre in Midrand, Province of Gauteng, South Africa. WUSME Ambassador for South Africa Mr. Godel Sefu attended the event on behalf of the Organization, supported by ENN Africa, an interactive platform for entrepreneurs to cooperate and activate business tools for the development of their business.

The Exhibition, organized by the National Small Business Chamber, is among the most important and successful ones in Africa and has represented, for the past ten years, an occasion of networking for those who start or are developing their business. Two days dedicated to conferences, seminars,

sessions and events, training and business.

The promotion of WUSME in South Africa will continue at the “Startup Show” scheduled for August 2018.

Photo No.1.: left to right. Mr. Lesego Molotsi (Founder of Hustle Central), Mr. Isaac Mavuso (Founder of The Facilitator), Mr. Bruce du Rand (Mankind Project South Africa), Mr. Friedel Weihe (Founder of EezyFile) and Mr. Stephen Read (Founder of ENN Africa).

Down sitting: Mr. Godel Sefu (WUSME Ambassador – South Africa, Founder of Redeeming Hope for the Disabled & WUSME PATEI).

Photo No.2.: Mr. Godel Sefu and Mr. Stephen Read.





SMEs NEWS

Global Economy to edge up to 3.1 percent in 2018, but future potential growth a concern

WASHINGTON – January 9th, 2018 – The World Bank forecasts global economic growth to edge up to 3.1 percent in 2018 after a much stronger-than-expected 2017, as the recovery in investment, manufacturing, and trade continues, and as commodity-exporting developing economies benefit from firming commodity prices.

However, this is largely seen as a short-term upswing. Over the longer term, slowing potential growth – a measure of how fast an economy can expand when labor and capital are fully employed – puts at risk gains in improving living standards and reducing poverty around the world, the World Bank warns in its January 2018 Global Economic Prospects.

Growth in advanced economies is expected to moderate slightly to 2.2 percent in 2018, as central banks gradually remove their post-crisis accommodation and as an upturn in investment levels off. Growth in emerging market and developing economies as a whole is projected to strengthen to 4.5 percent in 2018, as activity in commodity exporters continues to recover.

“The broad-based recovery in global growth is encouraging, but this is no time for complacency,” World Bank Group President Jim Yong Kim said. “This is a great opportunity to invest in human and physical capital. If policy makers around the world focus on these key investments, they can increase their countries’ productivity, boost workforce participation, and move closer to the goals of ending extreme poverty and boosting shared prosperity.”

2018 is on track to be the first year since the financial crisis that the global economy will be operating at or near full capacity. With slack in the economy expected to dissipate, policymakers will need to look beyond monetary and fiscal policy tools to stimulate short-term growth and consider initiatives more likely to boost long-term potential.

The slowdown in potential growth is the result of years of softening productivity growth, weak investment, and the aging of the global labor force. The deceleration is widespread, affecting economies that account for more than 65 percent of global GDP. Without efforts to revitalize potential growth, the decline may extend into the next decade, and could slow average global growth by a quarter percentage point and average growth in emerging market and developing economies by half a percentage point over that period.

“An analysis of the drivers of the slowdown in potential growth underscores the point that we are not helpless in the face of it,” said World Bank Senior Director for Development Economics, Shantayanan Devarajan. “Reforms that promote quality education and health, as well as improve infrastructure

services could substantially bolster potential growth, especially among emerging market and developing economies. Yet, some of these reforms will be resisted by politically powerful groups, which is why making this information about their development benefits transparent and publicly available is so important.”

Risks to the outlook remain tilted to the downside. An abrupt tightening of global financing conditions could derail the expansion. Escalating trade restrictions and rising geopolitical tensions could dampen confidence and activity. On the other hand, stronger-than-anticipated growth could also materialize in several large economies, further extending the global upturn.

“With unemployment rates returning to pre-crisis levels and the economic picture brighter in advanced economies and the developing world alike, policymakers will need to consider new approaches to sustain the growth momentum,” said World Bank Development Economics Prospects Director Ayhan Kose. “Specifically, productivity-enhancing reforms have become urgent as the pressures on potential growth from aging populations intensify.”

In addition to exploring developments at the global and regional levels, the January 2018 Global Economic Prospects takes a close look at the outlook for potential growth in each of the six global regions; lessons from the 2014-2016 oil price collapse; and the connection between higher levels of skill and education and lower levels of inequality in emerging market and developing economies.

More...<http://www.worldbank.org/en/news/press-release/2018/01/09/global-economy-to-edge-up-to-3-1-percent-in-2018-but-future-potential-growth-a-concern>

Download the January 2018 Global Economic Prospects report: <https://openknowledge.worldbank.org/bitstream/handle/10986/28932/9781464811630.pdf>

Written by The World Bank; Photo: Tufts Now



SMEs NEWS

Fintech business lenders to self-regulate



The fintech sector hopes moves to self-regulate will help start-ups win trust and avoid concerns that helped prompt the royal commission into the banks.

February 27th, 2018 – A lack of transparency around fintech borrowing costs for small businesses has prompted the industry committing to adopt a code of conduct and standardised interest rate and fee disclosures. The fintech sector hopes moves to self-regulate will help start-ups win trust and avoid concerns that helped prompt the royal commission into the banks.

The Australian Small Business and Family Enterprise Ombudsman, FinTech Australia and the Bank Doctor, an SME advocate, will drive start-ups to improve disclosures that will allow small business customers to compare total costs, understand obligations and penalties if payments are missed, and ensure disputes are dealt with quickly and fairly.

The moves come after a survey of the nascent industry, which currently is largely unregulated, found large variations in methods for calculating and disclosing the cost of loans.

It identified some questionable practices, such as contracts requiring borrowers to pay the full contracted interest amount of the loan on early repayment after borrowers were told there are no early repayment fees. The survey found lending contracts were often complex and half of the fintechs described disclosure as being “less than adequate”.

“The increased scrutiny on practices in the wider financial services sector has triggered consideration of the need for fintech industry self-regulation. Any misstep from a fintech lender could potentially damage the broader industry’s reputation and inhibit its ability to provide much needed financial support for SMEs,” says a report to be published by the three groups.

The fintechs will now develop an industry code of conduct, a glossary of common lending terms and standardised tools that will allow SMEs to compare the cost of borrowing. This will include introducing pricing conventions, including standard formulas for calculating the “annual percentage rate” (APR). They will also agree to comply with the new Unfair Contract Terms legislation and adopt external dispute resolution services. Start-ups that comply will be endorsed by the ASBFEO.

Fintechs taking part in the plan include Banjo, Bigstone, Beyond Merchant Capital, Get Capital, Moula, OnDeck, Prosopa, RateSetter, Sail Business Loans, Skippr, Spotcap and TruePillars. The majority of these players offer a fixed-term, unsecured loans. Some lend from their balance sheets, while others operate peer-to-peer lending platforms that open SME credit to outside investors.

Start-ups are struggling to make any serious dent in the market share of traditional lenders: the value of lending by fintechs to business was around \$450 million in 2016, according to KPMG, a drop in the ocean compared with total bank lending to businesses of almost \$346 billion that year. The survey found the most significant challenges facing the industry were a lack of customer awareness, trust and the high cost of acquiring funds.

More... <http://www.afr.com/technology/fintech-business-lenders-to-selfregulate-20180227-h0wpu3>

Written by Financial Review



SMEs NEWS

SMEs rely on tech to boost productivity and profitability

February 21th, 2018 – According to results of the Asean SME Transformation Study by UOB, D&B, and EY, SMEs in Singapore and the ASEAN region are trying to leverage technology and simplify their business processes to raise productivity and become more competitive.

The study surveyed more than 1,200 business owners or management-level executives across six critical ASEAN markets – Indonesia, Malaysia, the Philippines, Singapore, Thailand, and Vietnam.

It found that, in the coming year, 78 percent of Asean and 79 percent of Singaporean SMEs will prioritize their technology investment in software. Also, 65 percent of Asean SMEs and 57 percent of Singaporean SMEs believed that it is time to upgrade their hardware.

Both software and hardware investments, the respondents feel, will help to raise productivity and give them an edge in the crowded marketplace.

However, though many small businesses are focused on technology, they're yet to harness the benefits of Software-as-a-Service (SaaS).

The study found that 54 percent of small businesses in Southeast Asia have yet to realize the potential that pay-per-use or Software-as-a-Service (SaaS) can offer to address their need for banking and financial services such as accounting, invoicing and compensation.

The preference for traditional licensed software could be due to their familiarity with these options over newer solutions such as SaaS. However, such software could be less cost-effective and may not be flexible enough to meet their needs in the long term.

In conclusion, the report suggests that as small businesses explore technology solutions to enhance business operations, they must seek to understand their options better to use their limited resources effectively.

Written by Tech Wire Asia
Photo: Il Sole 24 Ore

<http://techwireasia.com/2018/02/smes-rely-tech-boost-productivity-profitability/>



SMEs NEWS

ASEAN's FinTech Reputation Rubs Off On SMBs

February 22th, 2018 – Southeast Asia is now front and center on the world's FinTech stage, and it's no accident. Regulatory efforts to promote FinTech innovation, a bustling climate for blockchain and interest from other markets eyeing the region for expansion have all led to Southeast Asia's impressive standing in this space. The Wall Street Journal recently reported, for example, that China's technology industry is looking closely at Southeast Asia, which is now the world's third-largest region for technology M&A activity by Chinese companies.

On the consumer side, forecasts for 257 million-plus smartphone users in the region by 2020, according to eMarketer research, mean broad potential for mobile transactions, faster payments and beyond. On the corporate side, initiatives from countries like Singapore are targeting areas like trade finance and cross-border B2B transactions.

In the midst of this innovation is a massive pool of small- and medium-sized businesses (SMBs) ready and willing to adopt the new products of FinTech innovation.

Analysis from the US-ASEAN Business Alliance for Competitive Small and Medium-Sized Enterprises (SMEs) found 96 percent of companies across the ASEAN market are SMBs. In a blog post by SAP, analysts noted that SMBs in the area have historically struggled to access and adopt technology of greater sophistication. SAP cited research in the 2014 ASEAN SME Policy Index, which highlighted this challenge, pointing to regulatory policy as lacking in its ability to promote technology adoption by small firms.

Four years later, however, the newest research suggests the region's environment for FinTech innovation is quickly rubbing off on its small business community.

According to United Overseas Bank, EY and Dun & Bradstreet, small- and medium-sized businesses are showing less reluctance to adopt cutting-edge tools, including artificial intelligence (AI) and robotics. Their ASEAN SME Transformation Study shed light on the economic growth of the market, with half of small businesses surveyed expecting revenue growth for the 2018 fiscal year.

More than a third of small firms already have a presence across borders, and less than half are satisfied with their main financial service provider, meaning there is significant opportunity for alternative FinTechs to step in. More than a third (37 percent) told researchers they are on the hunt for more holistic advisory services from their providers, while more than two-thirds noted foreign exchange (FX) volatility is a top operational concern.

At present, the report found, it takes an average of 15 days for a small business in the region to be approved for a loan. More than half (58 percent) said they would be willing to use an alternative lender, especially as 68 percent said they are concerned about



the cost of funding, and more than 65 percent said they are concerned about how difficult it is to access financing.

Not only are SMBs across the Asia-Pacific market facing key challenges that can be filled by FinTech innovation, but these companies are also eager to spend money for new tools. Sixty percent told researchers they are most interested in investing in new technologies for the fiscal year — more than any other category, including equipment or assets like inventories.

"SMEs are most likely to focus their future technology investment in software and services," the report said, "followed by the underpinning hardware and infrastructure." That means eCommerce and customer relationship management tools, customer relationship management (CRM) solutions, data analytics and business intelligence, accounting and billing, enterprise resource planning (ERP) and supply chain management.

"There is significant opportunity for SMEs in the region to improve their digital agility," said EY Managing Partner of ASEAN Markets Liew Nam Soon in a statement, according to finews.asia reports. "In time, we expect that SMEs will increasingly subscribe to web-hosted applications to free themselves from managing IT functions internally."

While cutting-edge solutions like blockchain may be making their way into the ASEAN market, SMBs there will first have to take a step with Software-as-a-Service, especially considering resource constraints. "As small businesses explore technology solutions to enhance business operations, it is important for them to understand the various options available so as to use their limited resources effectively," said UOB Head of Group Business Banking Lawrence Loh in another statement.

Written by PYMNTS.com

<https://www.pymnts.com/news/b2b-payments/2018/asean-smbs-blockchain-saas/>



SMEs NEWS

African SMEs to benefit from US\$74mn guarantee facility

March 6th, 2018 – Small businesses operating in Africa's infrastructure sector are set to benefit from a new US\$74mn re-guarantee facility.

The facility has been agreed between the African Guarantee Fund for Small and Medium-Sized Enterprises (AGF) and GaurantCo, which are both providers of local currency guarantees. AGF's mandate is to assist financial institutions to increase their financing to African SMEs, while GuarantCo's focus is on infrastructure development in low-income countries, helping privately-sponsored infrastructure projects raise debt finance through the provision of credit guarantees. With the new agreement, AGF has increased its guarantee capacity for SME financing, enabling it to support larger local currency transaction for SMEs in the infrastructure sector. The transaction is also laying the groundwork for the two parties to further explore partnership opportunities, the companies say in a statement.

Felix Bikpo, AGF's CEO, refers to the new partnership as an effort to "bridge the infrastructure financing gap".

Over the past six years, AGF has issued financial guarantees in Africa to the tune of US\$690mn, enabling its partner financial institutions to issue loans estimated at US\$729mn to about 7,600 African SMEs. GuarantCo, meanwhile, has issued over US\$900mn-worth of guarantees for infrastructure projects since its inception in 2005.



More...<https://www.gtreview.com/news/africa/african-smes-to-benefit-from-us74mn-guarantee-facility/>

Written by Global Trade Review

Empowering SMEs in the Latin American market

March 18th, 2018 – Telefonica Business Solutions and Huawei have signed a global alliance for the development of new comms solutions for enterprises.

The solution, specially aimed at SMEs, delivers a simple form of private network between the business' different premises combined with safe navigation, remote access for teleworkers and a web portal where customers can monitor, manage and

adjust their services in real time. It can be quickly delivered whilst fully protecting SMEs from cyberattacks and other threats. The initial deployment plan will begin in Argentina and Chile with a progressive roll-out across Latin America and Europe.

SMEs are the backbone of all major economies and represent an important strategic segment in the countries where Telefónica operates. However, in many cases, due to commercial and operational restraints, this segment of enterprises does not always have immediate and uninhibited access to the latest technology.

With the emergence of virtualization, automation and the explosion of data bandwidth, SME's can now take advantage of new technologies and enhance their agility.

More...<https://www.developingtelecoms.com/tech/data-centres-networks/7713-empowering-smes-in-the-latin-american-market.html>

Written by Developing Telecoms
Photo: Waol Agency





Membership application form

MEMBERSHIP POLICY FOR ADMITTANCE AS AFFILIATED MEMBER NATURAL PERSON

MEMBERSHIP AS NATURAL PERSON is addressed and reserved for those who, even though are not entrepreneurs or business managers and/or don't have any specific interest in receiving assistance from WUSME for the benefit of their business, but rather feel sympathy and a favorable consideration towards the Association and wish to support its mission, by contributing with a symbolic fee as provided by the Board of Directors, as well as volunteering in projects or initiatives available.

Natural persons who join WUSME as Affiliate Member have the:

- Right to participate as Observer in General Meetings;
- Right to participate in WUSME conferences, seminars, webinars and special workshops
- Opportunity to speak in the WUSME events;
- Opportunity for free or with reduced rate to participate in international regional meetings, exhibitions and other annual events co-organized by WUSME or by its members and partners;
- Receive the WUSME SME Newsletter.

MEMBERSHIP POLICY FOR ADMITTANCE AS ENTERPRISE AFFILIATE MEMBER

Membership of Enterprise as Affiliate Member of WUSME is addressed and reserved to all small and medium sized businesses, entrepreneurs or business managers of SMEs, regardless of their legal form, who have are interested in joining WUSME and receiving assistance in their activity by contributing with a the membership fee as provided by the Board of Directors.

Enterprises, joining WUSME as Affiliated Members, have the following benefits:

1. to participate in WUSME's General Meetings as Observer;
2. to participate in WUSME's conferences, seminars, webinars and workshops;
3. to speak in WUSME's events;
4. to participate, for free or with reduced rate, in international or regional meetings, exhibitions and other events co-organized or promoted by WUSME or its members and partners;
5. to benefit from special discount agreed with International Hotels, Airlines and other similar services;
6. to receive WUSME's monthly SME Newsletter – WUSME's weekly news and hard copy of WUSME's Magazines;
7. the opportunity to enter the WUSME Community, an international network of selected and qualified SMEs, organizations, institutions, training centers, banks and other partners specialized in SMEs;
8. to seize opportunities of development and cooperation at national, regional and international level;
9. to receive basic assistance in the following areas of interest for their business.

MEMBERSHIP BENEFITS OF ORGANIZATIONS

Organizations, joining WUSME as Affiliated Members, have the opportunity to identify and convey factual opportunities to participate in projects, programs, bids and tenders highlighted from the WUSME international network.

Affiliated Organizations have the opportunity to be introduced to National and International SMEs Organizations, as well as to United Nations Organizations, European Union and other International Associations in Asia, Africa and Latin America which WUSME is in contact with. Affiliated Organizations may enter into Cooperation Agreements with WUSME, wherein customized modalities of future operations are agreed to reach mutual benefits.

Some specific benefits reserved to affiliated Organizations are:

1. to access the WUSME information services.

Affiliated Organizations may receive regular information on opportunities available in different economies of the world, such as "best practices", new business opportunities, access to the United Nations Global market and competitive advantages for exports and business partnerships;

2. to contribute to the written statement to United Nations Organizations.

Affiliated Organizations may contribute to written statements of WUSME to UN ECOSOC and other UN Organizations, e.g. UNIDO, UNESCO, OECD etc. aiming at the safeguarding of the rights, interests and competitiveness of SMEs and Crafts.

3. to assist enterprises in starting international business partnerships through the network of WUSME.

WUSME is in contact with the world and enjoys privileged international relations in many countries, where the Union has the potential to encourage entrepreneurship cooperation agreements. As a consequence, affiliated Organizations may offer assistance to entrepreneurs and startups in entering into business partnerships, joint ventures, clusters etc. in different countries across the world.



GENERAL INFORMATION

To be filled out in capital letters

Enterprise / Organization Name: _____
 First Name: _____
 Last Name: _____
 Position: _____
 Nationality: _____
 Address: _____
 State/Province/Other: _____
 Country: _____
 Generic email for Enterprise or Organization: _____
 Telephone No.*: _____
 Mob. No*: _____
 Fax*: _____
 E-mail address: _____
 URL: http:// _____

*Please, type telephone and fax numbers as they should be dialled from outside your own country – including country and city prefixes

Place and Date _____

Signature _____

OECD COUNTRIES:

(Australia, Belgium, China, Denmark, Finland, Germany, Hungary, Ireland, Italy, Korea, Mexico, New Zealand, Poland, Slovak republic, Spain Switzerland, United Kingdom, Austria, Canada, Czech Republic, Estonia, France, Greece, Iceland, Israel, Japan, Luxembourg, Netherlands, Norway, Portugal, Slovenia, Sweden, Turkey, United States)

CATEGORY:

- Organization (OECD COUNTRIES) ☐ € 500,00
- Chamber of Commerce & Industry
- National SME and Crafts Association
- Regional SME and Crafts Association
- Other SME Supportive Organization:
please specify
- Organization (NOT OECD COUNTRIES) ☐ € 250,00

CATEGORY:

- Enterprise (OECD COUNTRIES) ☐ € 250,00
- Enterprise (NOT OECD COUNTRIES) ☐ € 150,00

CATEGORY:

- Natural person ☐ € 25,00

MEMBERSHIP FEE PAYMENT

1° METHOD

WIRE TRANSFER

BENEFICIARY: ASSOCIAZIONE "WUSME"

BANK: CASSA DI RISPARMIO DELLA REPUBBLICA DI SAN MARINO S.p.A.

BRANCH: AGENZIA SERRAVALLE

IBAN: SM 17 A 06067 09802 000020112378

SWIFT CODE: CSSMSMSM

DESCRIPTION: FIRST AND LAST NAME / ORGANIZATION OR ENTERPRISE NAME FOR MEMBERSHIP FEE YEAR 2017

2° METHOD

PAYPAL

Address your payment to the following account info@wusme.org

NOTE: CHECKS NOT ACCEPTED

TO JOIN WUSME MEANS

- **TO BECOME PART OF AN INTERNATIONAL AND QUALIFIED NETWORK OF SMEs AND RELATED ORGANIZATIONS AND INSTITUTIONS WORLDWIDE**

WUSME Members are enabled to pursue qualified contacts and establish profitable relationships helpful to develop and expand their action, also through the participation in events organized or promoted by WUSME and its partners, such as national and international conferences, seminars, workshops, training programs, etc.

- **TO SEIZE OPPORTUNITIES FOR DEVELOPMENT AND COOPERATION AT NATIONAL AND INTERNATIONAL LEVEL AND BE SUPPORTED IN THEIR IMPLEMENTATION**

WUSME Members are facilitated in entering into cooperation agreements with other Members in more than 80 countries worldwide and linking to national and international organizations, academic institutions, research centers and similar bodies specifically competent in SMEs. In addition, WUSME Members have the opportunity to approach the United Nations System, by virtue of the Special Consultative Status with the Economic and Social Council of the United Nations, and identify opportunities of cooperation.

- **TO ENTER AN INTERNATIONAL BUSINESS PLATFORM**

WUSME Members have access to an international business platform designed to facilitate the matching of supply and demand and combination of opportunities and conditions for an effective implementation of projects, programs and investments of different size, scope and value, which can relate to the private sector, SMEs in particular, as well as the public sector, with actions to be developed in the several fields considered strategic for the economy.

- **TO BE ASSISTED IN BUSINESS ACTIVITIES AND ENTREPRENEURIAL PROJECTS**

WUSME Members may receive support in the start-up phase, expansion of existing business, development of skills and capabilities, identification of potential partners and contact with international experts.

- **TO BENEFIT FROM A WIDE RANGE OF SPECIFIC ADVANTAGES**

Through the several and cross-cutting activities implemented and promoted by the Organization, WUSME Members receive professional guidance and qualified information with full access to the Organization's publications.

For more information, please, visit our web site: **www.wusme.org**

To stay up to date and get
news on **SMEs**,
please subscribe to our
newsletter

info@wusme.org





World Union of Small and Medium Enterprises