

DHAKA SUNDAY JUNE 27, 2021, ASHAR 13, 1428 BS starbusiness@thedailystar.net

Moment to fix the SME sector

SMEs at a glance

TOTAL: 78.18 lakh



Jobs 40%



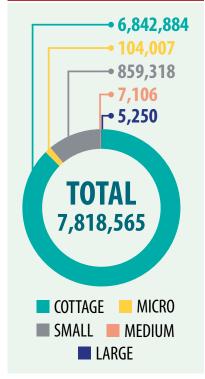
Contribution to GDP **25**%



Contribution to industrial output 40%

SMEs

SMEs in Bangladesh



(In lakh)	
TYPE	EMPLOYMENT
Cottage	132
Micro	6
Small	66
Medium	7
Large	35

Jobs in SMEs

LOCKDOWN APRIL-MAY 2020

No of days of closure of SMEs	Days
Average days of closure	31
Minimum	19
Maximum	51

EFFECT OF LOCKDOWN

Eightly four percent of SMEs were shut during lockdown

SMEs of western and middle parts were mostly affected

Sevety three per cent had pending payments Beauty parlour, tailoring were almost

76% drop in sales during lockdown

52% drop in sales in July

completely shut

IMPACT ON WORKERS

54% of workers fully paid Avg no of daily meals before lockdown was **3**

Avg no of daily meals during lockdown 2.7

Avg no of meals of daily workers of smaller firms was **3** before lockdown

Avg no of meals of daily workers of smaller firms declined to 2.6

24% of workers were

laid off during lockdown Income dropped **60**%

for male and **65**% for female workers

Situation of SMEs and workers before second lockdown 2021

TOTAL

SALES AND OTHER BUSINESS

Sales were **17**% below pre-Covid level

Sales recovery was very low in case of clothing and tailorig shops, beauty parlours and cosmetics Raw material usage 18% was below pre-COVID levels



ACCESS TO CREDIT

47% of firms had access to grants, loans One-fourth do not have access to loans

245

31% applied for stimulous loans

JOBS AND INCOME

36% enterprieses hired new workers while 30% laid off workers Unemployment rate rises to 54 % among women workers from 40% Income level still 27% below pre-Covid period



SOURCE: BIGD MONASH UNIVERSITY STUDY, BBS, BIDS STUDY

ZINA TASREEN

Often touted as the backbone of an economy, Bangladesh has never wholeheartedly nurtured the cottage, micro, small and medium enterprises sector like the governments around the world, particularly those of China, India, the UK, the US.

So the economic tempest brought on by the global coronavirus pandemic, which has left the majority of the enterprises in a race for survival, has provided the government with the occasion needed to get its act together on

More so, because a cornered CMSME sector can turn out to be the weak link in Bangladesh's economic recovery and growth ambitions later on: after all, small businesses form the bedrock of everyday economic activities, making

The cottage and micro-enterprises need to be separated from the small and medium enterprises in policymaking

> countries immeasurably stronger for their contribution.

And the starting point of that would be a credible database and realistic definition of what constitutes a cottage enterprise, a micro enterprise, a small enterprise, a medium enterprise and a large enterprise.

There is no official data on the number of CMSMEs in Bangladesh. The last time a survey was carried out was back in 2013, when the total number of SMEs -- without including the cottage and micro enterprises, of which there are hundreds and thousands -- was 79 lakh.

Without up-to-date data, forming any policy is akin to driving with one's eyes

Which, perhaps, explains why there is so much debate on the utility of the Tk 20,000 crore stimulus package announced by the government for the sector that contributed at least 25 percent to Bangladesh's GDP and generated as much as 90 percent of the private sector jobs in normal times.

As of March, 72.3 percent of the stimulus fund has been disbursed to 91,427 firms, according to a finance

ministry document.

But there are upwards of one crore CMSMEs in the country, according to unofficial estimates -- indicating the announced package was scanty for the sector to begin with.

Then there is the issue with classification. Is it fair to lump a company that can employ less than 15 people to one that hires 300?

Enterprises with employees between 31 and 120 are classified as small, while medium enterprises constitute employees between 121 and 300, as per the 2016 national industrial policy. Those with employees between 16 and 30 are termed as micro enterprises, and those below 16 are cottage enterprises.

But this is not consistent with the international practice, which classifies firms with employees of up to 9 as micro. Firms between 10 and 49 employees are small, while medium enterprises constitute those that employ between 50 and 249.

In other words, the cottage and micro enterprises need to be separated from the small and medium enterprises in policymaking.

Otherwise, the cottage and micro enterprises would continue to be deprived of finance or be hard done by any policy meant for the CMSME sector.

Take the case of disbursement of stimulus funds. It took months, with the deadline extended many times, for the funds to be distributed, and the full amount is yet to be given away. In contrast, the stimulus funds were disbursed at a brisk pace.

And the reason being, the process for sanctioning credit for the CMSMEs is the same as the large industries. It costs the bank the same.

Banks have a certain pot of funds to give away. Does it not make better sense for them to disburse the sum in quick time to a few medium to large companies rather than sift through the hundreds of loan applications from small and micro enterprises?

This is the reason why the stimulus funds for the CMSMEs are being given away at a lethargic pace, and is the reason why access to finance eludes most CMSMEs.

It is simply not in the lenders' interest to lend to these smaller enterprises. And this is where the government can truly make a difference for the sector.

Why not give banks disbursement targets for the cottage, micro, small and medium enterprises separately as opposed to one target under the overhead of CMSME?

Another reason for the delay in stimulus fund disbursement was that many of the enterprises could not

meet the documentation requirements of the banks.

Given the rudimentary nature of many of these enterprises, it is unreasonable to expect them to have proper bookkeeping and up-to-date paperwork.

Their need for funds is not

excessive, so why not give such firms direct cash transfer? Or, why not stipulate light-touch checks for such enterprises?

The cost of any grants given now will be dwarfed by the costs and

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EMPOWERING SMES TO GO UNBOUND

3 STRATEGIC AREAS

SME Entrepreneurs





4 SME Products



IPDC Finance aspires for Small and Medium Enterprises (SMEs) to sustain and grow and therefore it helps them with competitive interest rates and flexible repayment options via a special loan product 'SME

Bondhu'. The aim of IPDC SME Bondhu is to ensure the continued progress of small and medium entrepreneurs across the country.

IPDC's SME business

grew by 6 times in the last 5 years.

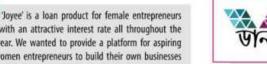


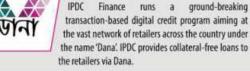
with an attractive interest rate all throughout the year. We wanted to provide a platform for aspiring women entrepreneurs to build their own businesses



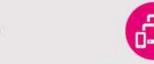
blockchain-based supply chain financing platform, Orjon, to assist businesses in a fast and secured way. Orjon is an eco-system than not only ensures financial inclusion but will also make a transparent and reliable marketplace and create collaboration of all the value chains

IPDC Finance offers the country's first





3 Things to know



IPDC started using technology to support micro and cottage SMEs.



IPDC played a vital role among NBFIs in implementing stimulus and refinancing packages.

FFIPDC's commitment to support SMEs stands stronger than ever and is evident through our endless efforts to create innovative and affordable products. We have established simple, timely, and robust platforms like Orjon, Dana, SME Bondhu, and Joyee to cater to their financial needs and exploit every expansion prospect. Observing the acceptability and appreciation for each offering, it is fair to say that our SMEs that once remained unnoticed and unbanked is now more resilient and agile in keeping up with the country's economic evolution. We acknowledge and appreciate their undeniable spirit and contribution to the economy and believe it's time to help them grow even bigger. 💅

Mominul Islam MD and CEO

