



Foreign Affairs and
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Canada



The Exporter Registry; what it tells us about SME exporters

Presentation to ITIC
Sept 24, 2008

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Canadian SME exporters

- **97% of Canadian exporters are SMEs**
 - 84% are small (less than 100 employees)
 - 13% are medium (100 to 499 employees)
- **SMEs account for 35% of the total value of exports**
 - Small business account for 20%
 - Medium businesses account for 15%
- **Small business are much less likely to export**
 - Only **1.4%** of small businesses export, compared with **27%** of medium and **38%** of large businesses.

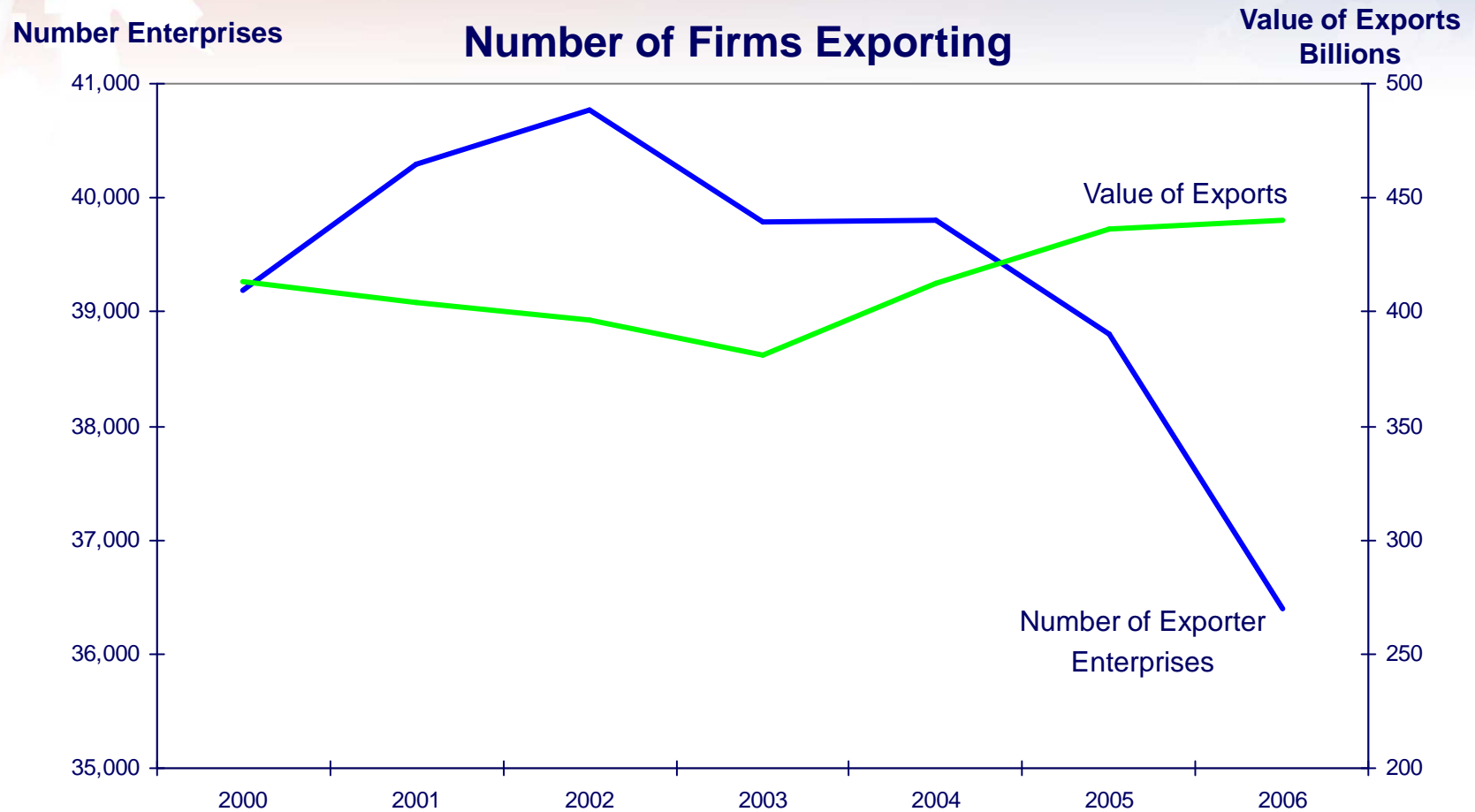


The Exporter Registry

- **The Exporter registry links data collected from customs documents to the Canadian business registry in order to gain more information about the firms in Canada that export.**
- **The data collected by the exporter registry gives information the number of firms exporting as well as value of exports, plus firm characteristics such as industry, employee size, province, destination of exports etc.**
- **Statistics from the Exporter registry can be found in Statistics Canada's annual publication "A profile of Canadian exporters"**



The number of Canadian exporters has been on the decline since 2002

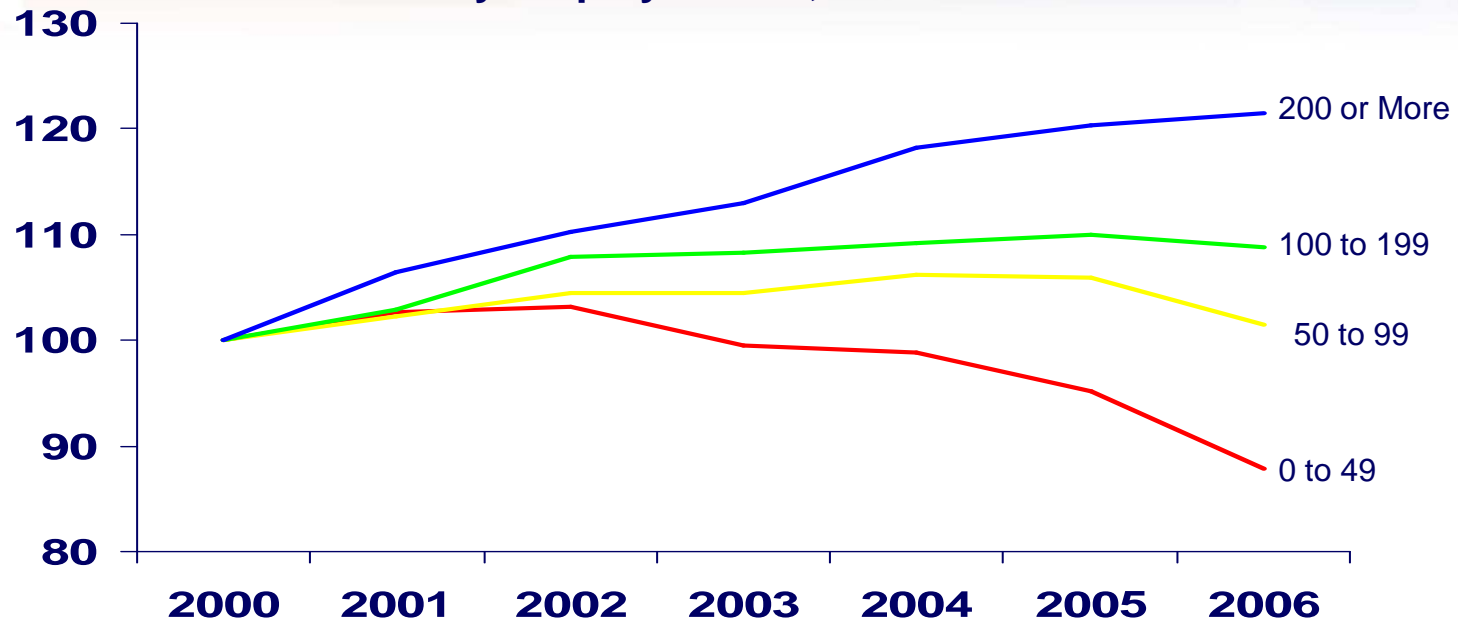


Source: Office of the Chief Economist, DFAIT
Data: Statistics Canada, Exporter Register



The decline is due to a drop off in small exporters

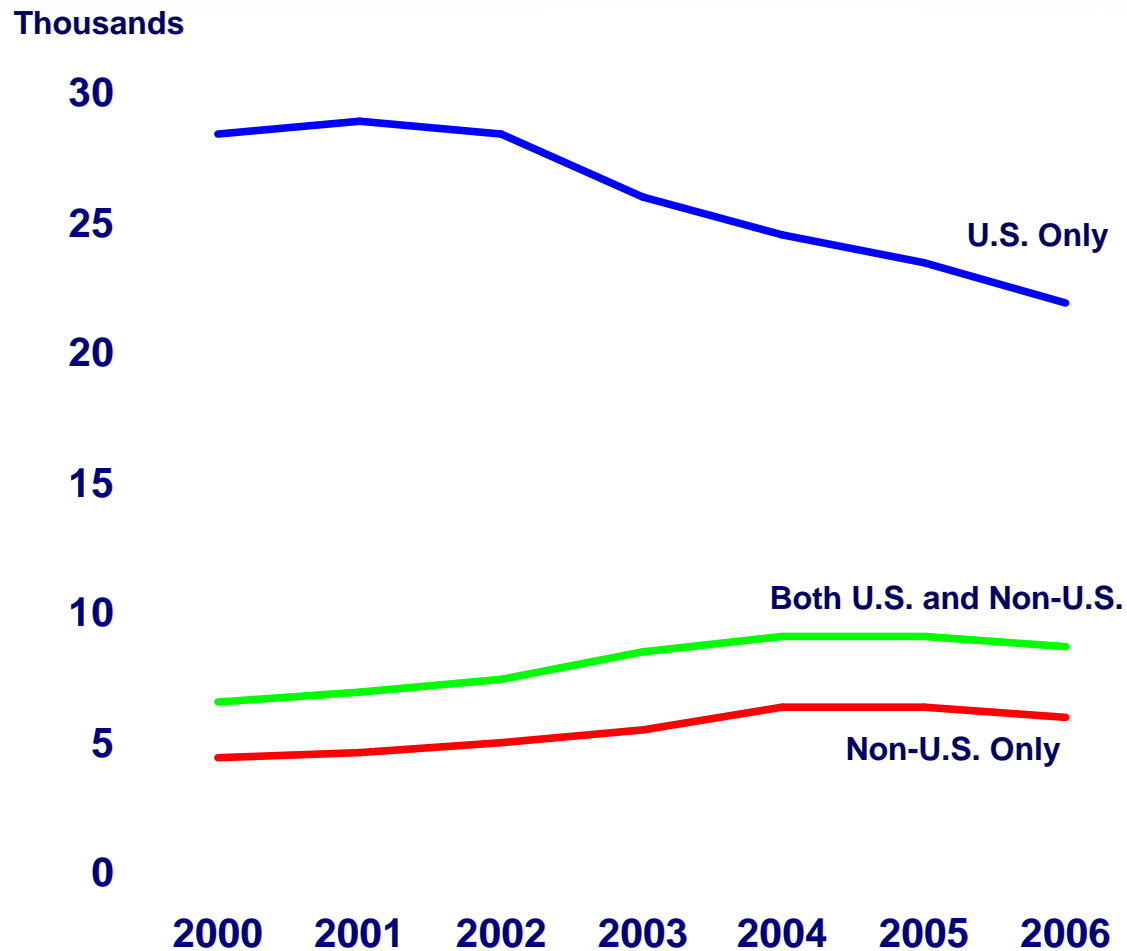
**Growth in Number of Exporting Enterprises
by Employee Size, 2000 =100**



Number of Employees	Number of Exporting Enterprises	
	2000	2006
0 to 49	29,673	26,051
50 to 99	4,439	4,504
100 to 199	2,614	2,845
200 or More	2,464	2,994

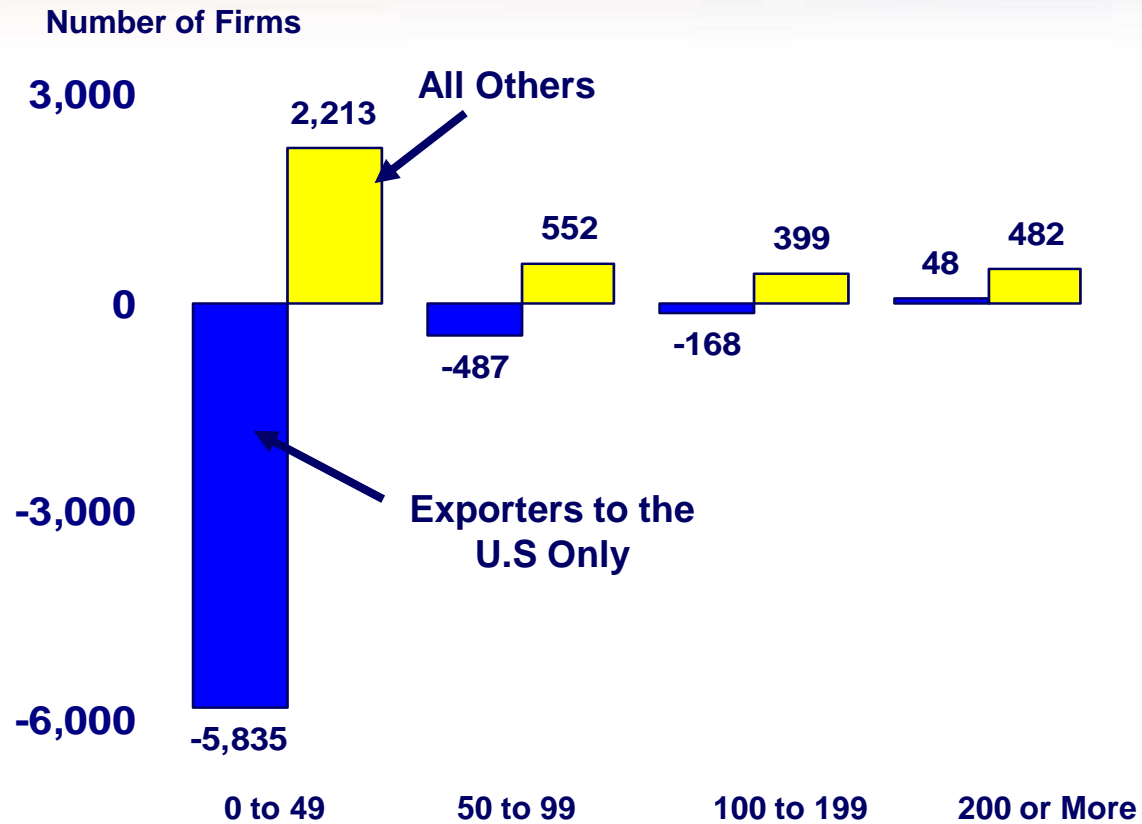
The majority of this decline is firms exporting only to the U.S.

Number of Enterprises Exporting by Destination



SMEs are becoming more global

Change in Number of Exporters by Employee Size, 2000-2006

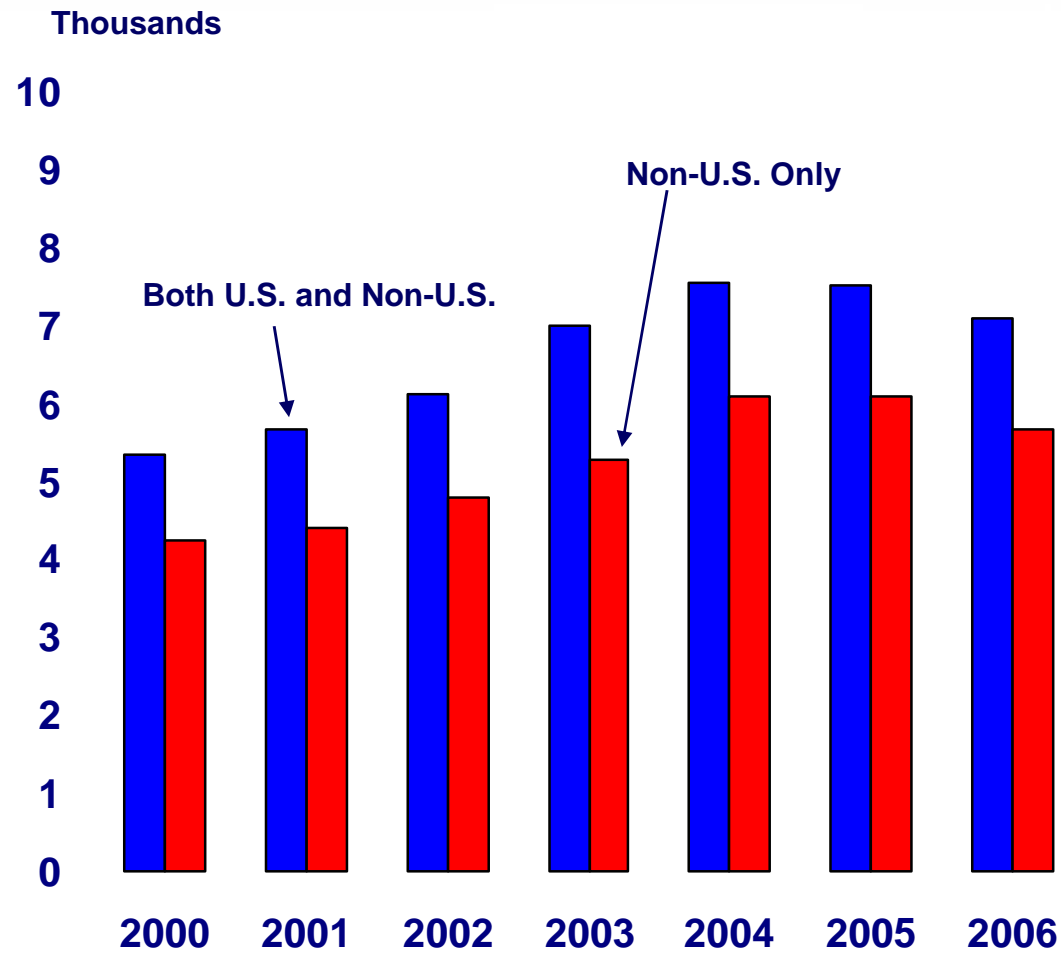


Source: Office of the Chief Economist, DFAIT
Data: Statistics Canada, Exporter Register



Although growth has dropped off since 2004

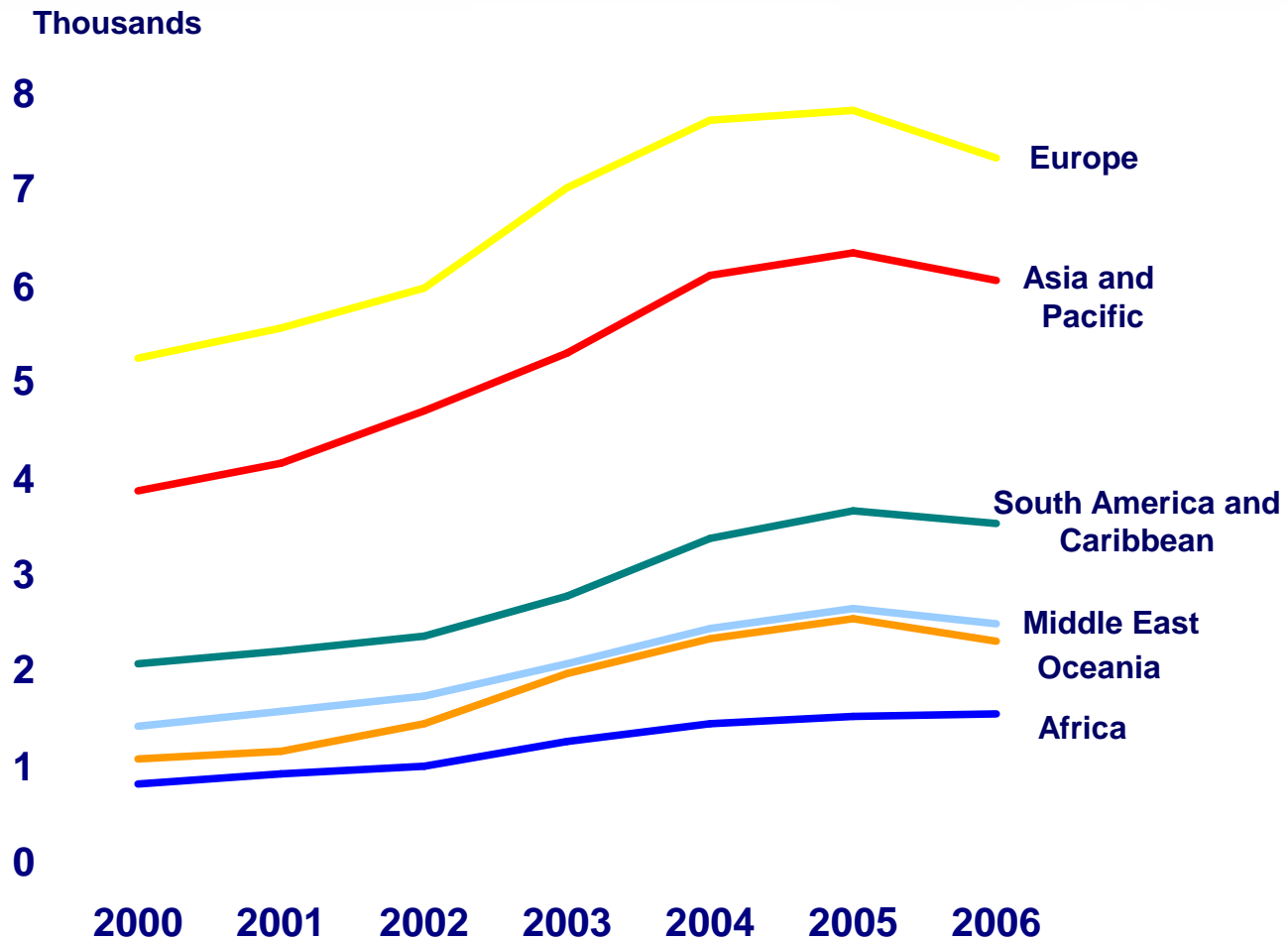
Number of Small Enterprises (under 200 Employees) Exporting by Destination





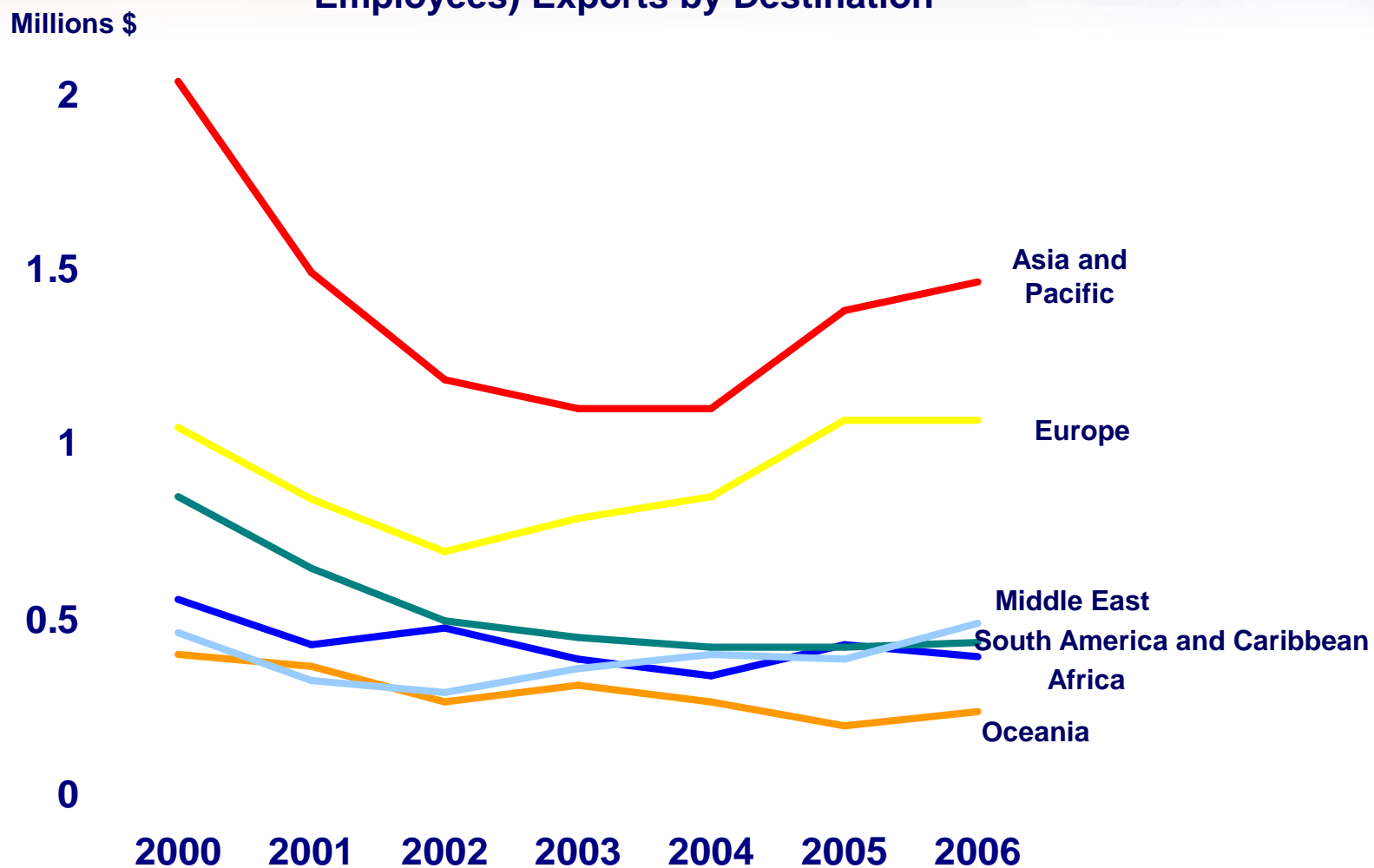
The number of SME exporters has increased to every region except North America

Number of Small Enterprises (under 200 Employees) Exporting by Destination



However the average value of SME exporters has fallen

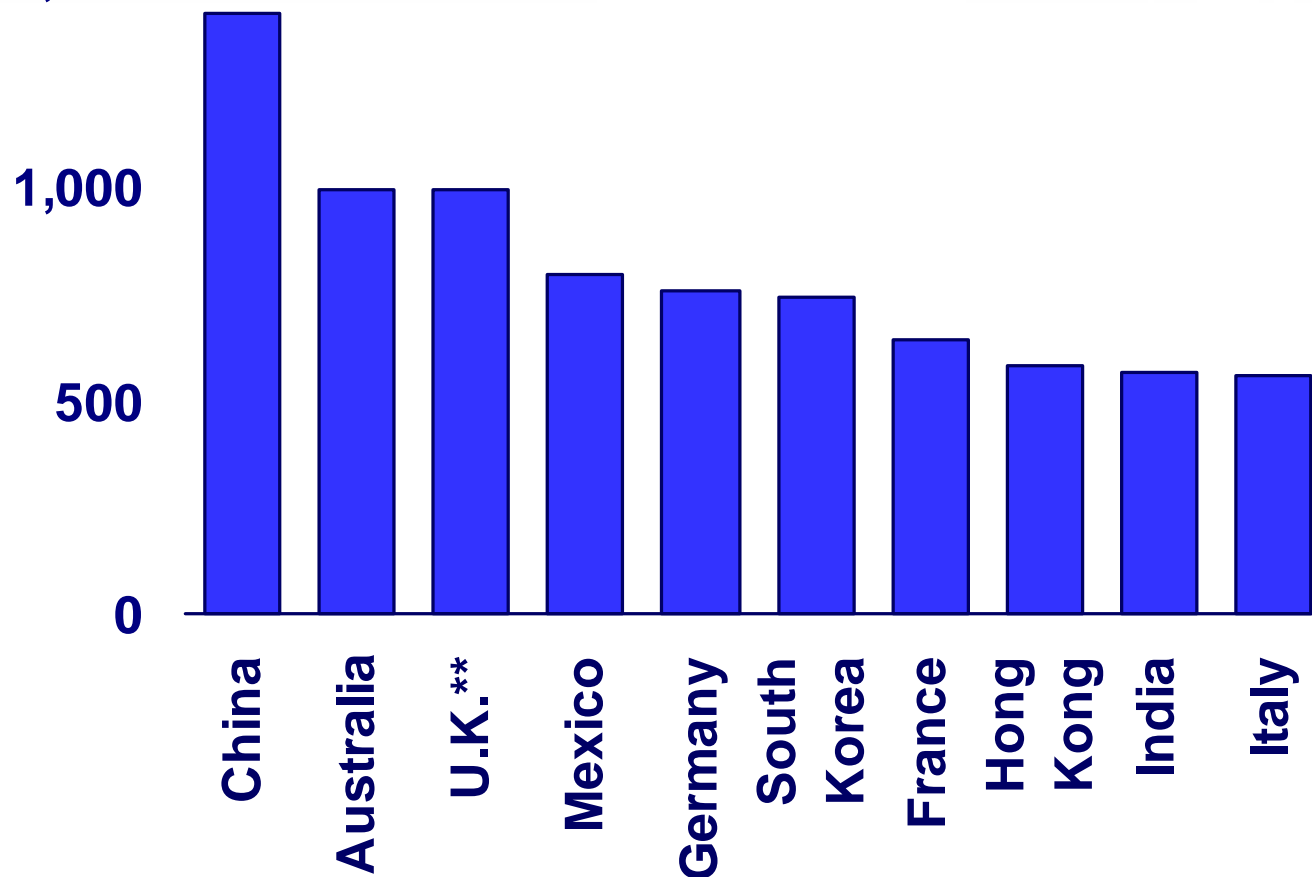
Average Value of Small Enterprise (under 200 Employees) Exports by Destination



The fastest growing markets are...

**Change in Number of SME* Exporters
by Country of Destination (2000 to 2006)**

Enterprises
1,500



* Enterprise with less than 200 employees

** U.K. data for enterprises with less than 100 employees



Conclusions

- **The total number of exporting enterprises in Canada has been on the decline since 2002. This is due to a decline in the number of firms exporting only to the U.S.**
- **The decline in exporters to the U.S. is accounted by small firms (less than 200 employees) the number of large firms exporting to the U.S. has increased.**
- **However, the number of small exporters to Non-U.S. destinations is on the rise.**
- **While the number of SMEs exporting to other regions is increasing, the average value of their exports is declining.**
- **China, Australia, U.K. and Mexico have been the leading growth markets for SME exporters.**