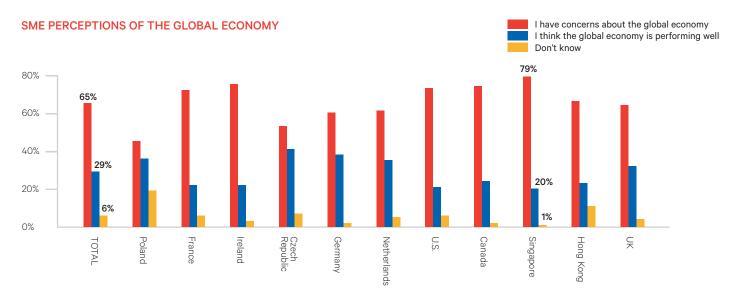
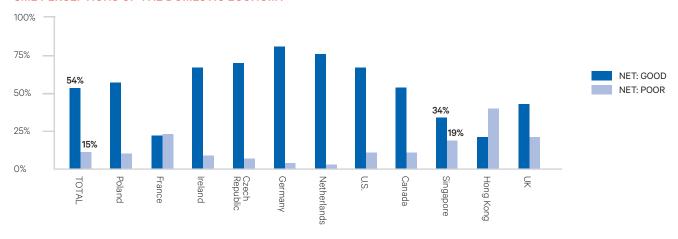
GLOBAL BUSINESS MONITOR 2017

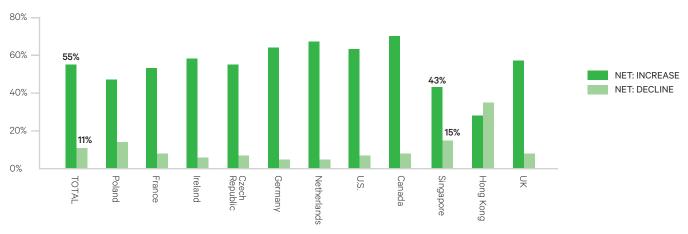
BUSINESS SENTIMENT



SME PERCEPTIONS OF THE DOMESTIC ECONOMY



SALES EXPECTATIONS FOR THE YEAR AHEAD



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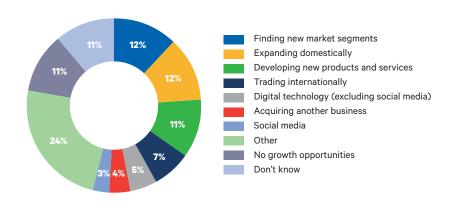
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CHALLENGES & OPPORTUNITIES

TOP GROWTH OPPORTUNITIES

SINGAPORE	22% Finding new market segments
HONG KONG	19% Finding new market segments
FRANCE	14% Finding new market segments
GERMANY	14% Finding new market segments
U.S.	21% Expanding domestically
IRELAND	19% Expanding domestically
NETHERLANDS	14% Expanding domestically
CANADA	14% Expanding domestically
CZECH REPUBLIC	13% Expanding domestically
POLAND	34% Acquiring another business
UK	11% Developing new products and services

GLOBAL SME GROWTH OPPORTUNITIES



TOP 5 GREATEST CHALLENGES TO SMEs IN SINGAPORE

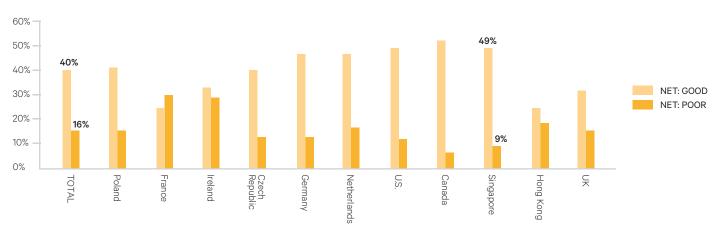
Rising overheads / costs Currency fluctuations Lack of skilled staff Retention of skilled staff Cash flow 67% 54% 53% 53% 53%

TOP 5 MOST PROBLEMATIC ASPECTS OF MANAGING CASH FLOW TO SMEs IN SINGAPORE



ACCESS TO FINANCE

AVAILABILITY OF FINANCE



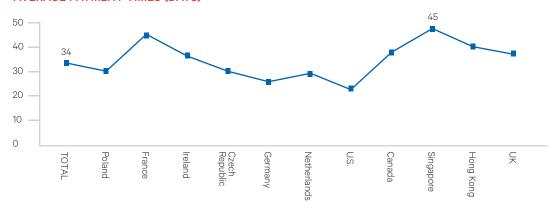
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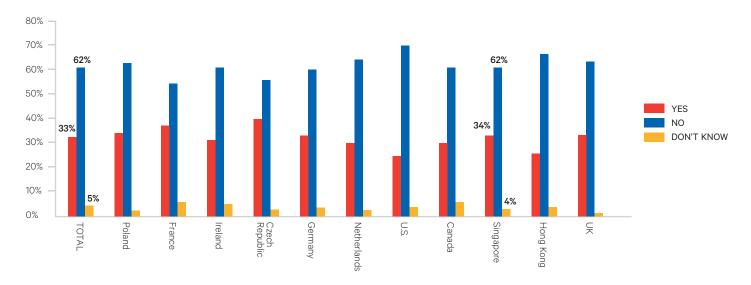
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PAYMENT PRACTICES

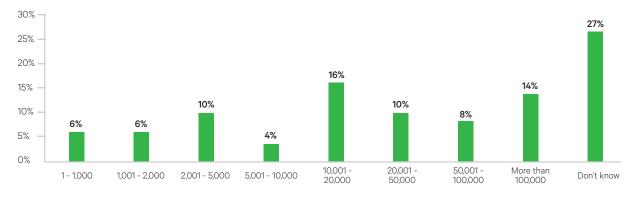
AVERAGE PAYMENT TIMES (DAYS)



BAD DEBT OVER THE PAST 12 MONTHS



AMOUNT OF MONEY LOST THROUGH BAD DEBT OF SMEs IN SINGAPORE (SGD)



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