

Internationalization – a driver for business performance

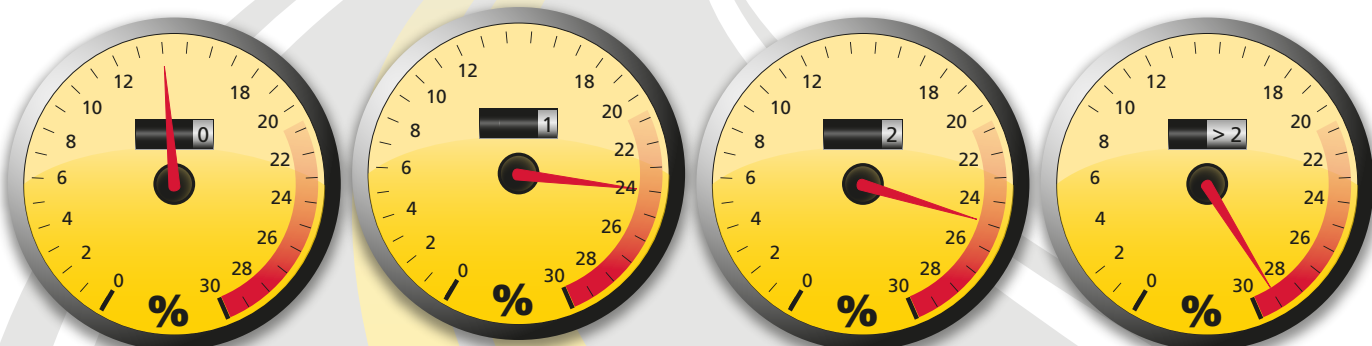
SMALL AND MEDIUM SIZED ENTERPRISES (SMEs)



Portion of SMEs that are high performing



Number of international activities



SMEs that operate internationally are more likely to be successful

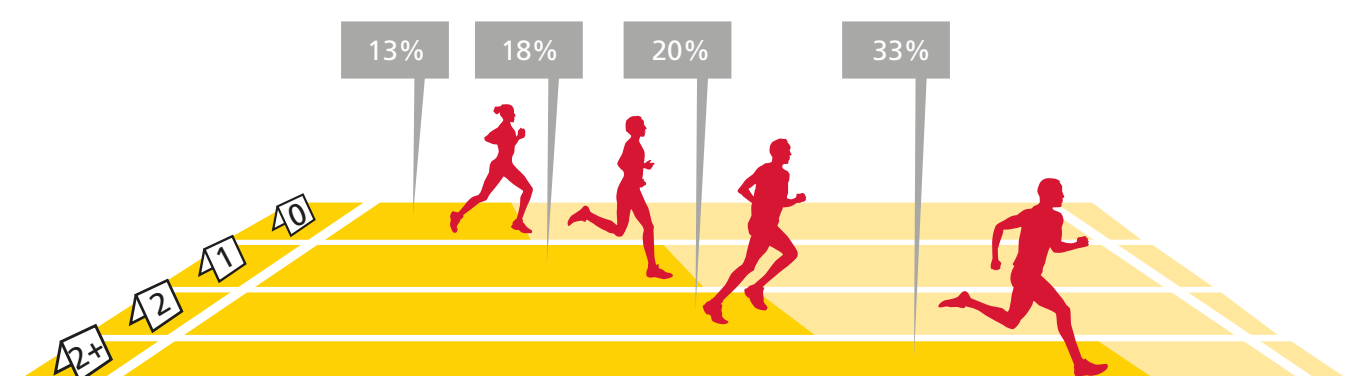
BRICM SME

The more international business activities a BRICM SME has, the more likely it is to be successful.



Amount of international activity

Portion of SMEs that are high performing

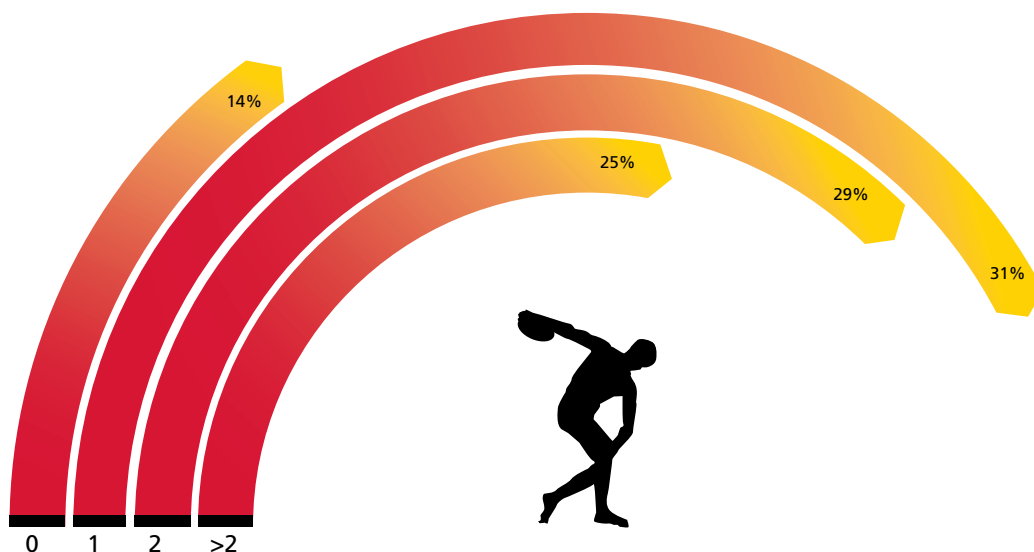


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Amount of international activity

Portion of SMEs that are high performing

G7 SME



G7 SMEs that operate only in their domestic market are less likely to be successful

BRICM AND G7 SMEs IN COMPARISON



BRICM



All SMEs

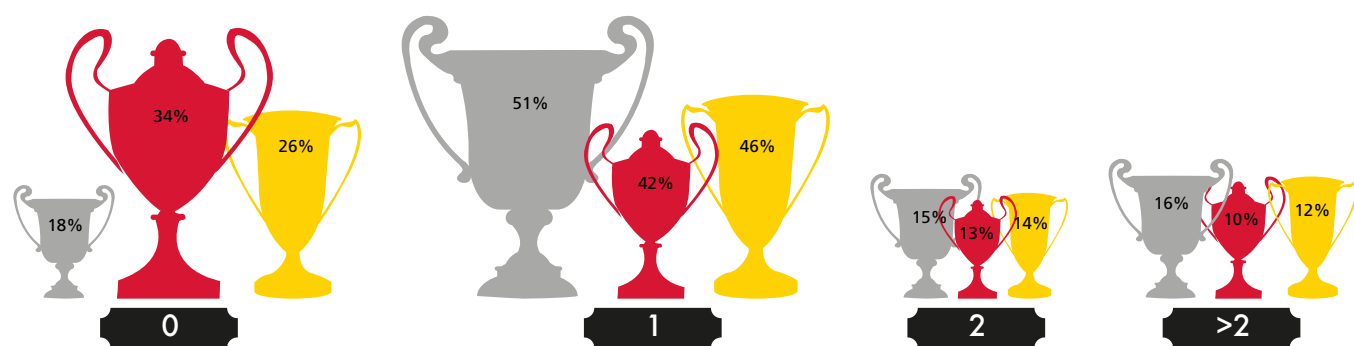


G7



Amount of international activity

(%) Portion of SMEs



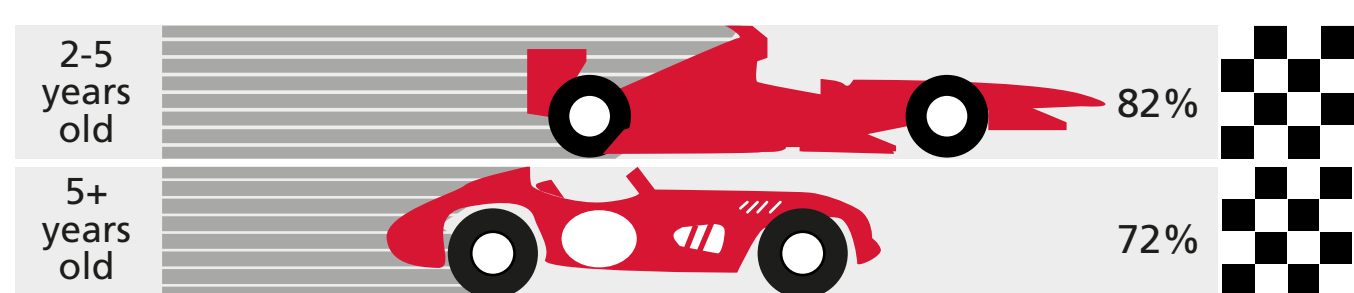
BRICM SMEs have more international operations than those in the G7

YOUNGER SMEs

Portion of SMEs that operate internationally (%)

2-5 years old

When the business was founded



Younger SMEs are more likely to operate internationally

All figures are from a study by IHS conducted between September and November 2012

