Contents

Abbreviations

1	Introduction	1
2	Conceptual framework	2
3	Research methodology	3
4	Findings	5
5	Showcases of successful upgrading strategies	15
5.1	The ICT sector in India and the challenge to access markets	16
5.2	The food processing sector in the Philippines and the challenge to get well educated and skilled workers	17
5.3	The textile and garments sector in Egypt and the challenge to access finance	18
6	Conclusions and policy recommendations	19
Bibliog	raphy	23
Figure	S	
Figure	1: Factors underlying MSE upgrading – the Onion Model	3
Figure 2	2: Growth and contraction of companies in the Egyptian sample	7
Figure :	3: Possible combinations of success factors	14
Tables		
Table 1	: Cross-country sample composition	5
Table 2	Success factors: what makes an upgrader?	8
Table 3	: Main factors of success for MSE upgrading according to MSE owners from Egypt	9
Table 4	: Correlation of MSE upgrading with selected independent factors	10
Table 5	Logit estimations for 'upgrader' dummy as the dependent variable for MSEs in Egypt – based on panel data from two rounds of the Egypt Investment Climate Survey (2004 and 2008)	12

