

# Argentina

## Key indicators

Population (millions)	43.6
GDP (\$ billions)	541.7
GDP per capita (\$)	12425.4
Share of world GDP (PPP\$, %)	0.7
Current account surplus/deficit, share of GDP (%)	-2.3
Tariff preference margin (percentage points)	4.9
Imports and exports (goods and services), share of GDP (%)	29.1
Services exports, share of total exports (%)	19.6
Geographic region	Americas
Country group	
Income group	Upper-middle income

## SME Competitiveness Grid Summary

Average scores [0-100]	Compete	Connect	Change
Small	46.7	49.3	51.2
Medium	62.1	<b>89.3</b>	61.9
Large	79.9	<b>95.5</b>	74.6
All	55.8	63.5	58.4
BUSINESS ECOSYSTEM	38.3	48.8	<b>23.8</b>
NATIONAL ENVIRONMENT	52.5	76.8	58.8

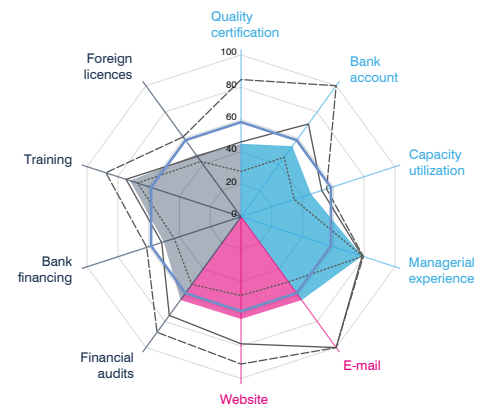
Reference level: 58.4 (a function of GDP per capita)

**Weaknesses are scores below: 29.2** | **Strengths are scores above: 87.6**

## SME Competitiveness Grid

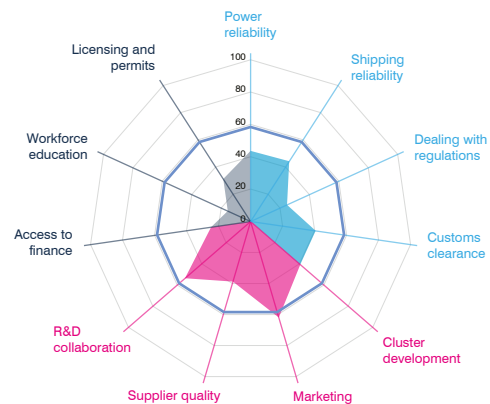
### FIRM CAPABILITIES (Normalized scores)

Compete	Small	Medium	Large	All
International quality certificate	<b>28.0</b>	46.2	84.7	45.0
Bank account	45.3	70.8	<b>100.0</b>	53.9
Capacity utilization	34.5	52.5	55.6	45.5
Managerial experience	79.1	78.8	79.5	78.8
<b>Connect</b>				
E-mail	49.8	<b>100.0</b>	<b>100.0</b>	63.7
Firm website	48.7	78.6	<b>91.1</b>	63.3
<b>Change</b>				
Audited financial statement	51.7	75.4	<b>88.3</b>	63.6
Investment financed by banks	43.4	51.5	61.3	50.2
Formal training programme	67.3	74.7	<b>87.8</b>	72.2
Foreign technology licences	42.2	46.1	60.9	47.4



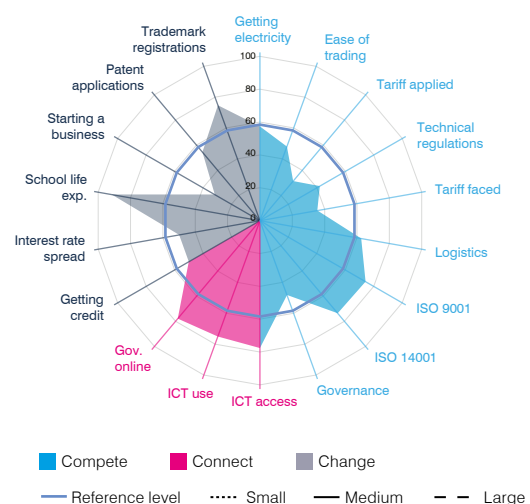
### BUSINESS ECOSYSTEM (Normalized scores)

Compete	Small	Medium	Large	All
Power reliability	37.5	54.0	81.5	43.7
Domestic shipping reliability	37.4	50.0	58.2	44.3
Dealing with regulations	<b>24.9</b>	<b>24.5</b>	<b>25.6</b>	<b>24.8</b>
Customs clearance efficiency	<b>23.8</b>	50.6	45.5	40.7
<b>Connect</b>				
State of cluster development				40.7
Extent of marketing				61.9
Local supplier quality				38.8
University-industry collaboration in R&D				53.7
<b>Change</b>				
Access to finance	<b>20.2</b>	<b>27.6</b>	43.5	<b>24.7</b>
Access to educated workforce	<b>14.5</b>	<b>15.2</b>	<b>22.7</b>	<b>15.5</b>
Business licensing and permits	32.4	30.4	29.3	31.2



### NATIONAL ENVIRONMENT (Normalized scores)

Compete	All
Getting electricity	57.3
Ease of trading across borders	47.9
Applied tariff, trade-weighted average	31.4
Prevalence of technical regulations	42.1
Faced tariff, trade-weighted average	35.5
Logistics performance index	62.6
ISO 9001 quality certificates	74.3
ISO 14001 environmental certificates	73.6
Governance index	48.2
<b>Connect</b>	
ICT access	77.6
ICT use	75.1
Government's online service	77.9
<b>Change</b>	
Ease of getting credit	50.0
Interest rate spread	49.9
School life expectancy	<b>91.7</b>
Ease of starting a business	31.8
Patent applications	54.5
Trademark registrations	74.7



**Note:** Scores range from 0 to 100, a higher score indicates a better outcome. Series with missing data are indicated as (-) in the tables and omitted from the radar charts.

**Source:** World Bank Enterprise Survey (2010) for firm level data; for other sources and methodology see Annex.

## SME Export Potential

Argentina is an upper-middle income country with a population of 43.6 million and GDP of \$541.7 billion. Goods and services account for 80.4% and 19.6% of exports, respectively.

Argentina has unrealized potential to increase existing exports of goods. The country could export an additional \$393 million worth of *heavy motor vehicles* (for cargo transport) to Latin America and the Caribbean (see table below). These exports could grow by \$186 million when exported to Asia and by \$311 million when exported to Europe. Export opportunities also lie in *light motor vehicles* to Asia and Europe.

Regarding new export products, Argentina has diversification opportunities in aircrafts, spacecrafts and parts, chemicals, as well as machinery with products such as *aeroplanes and other powered aircraft*, and *vinyl acetate*. The production of the latter good involves a relatively strong representation of women and scores relatively well on the price stability indicator. Other products identified for diversification include *parts of turbojets or turbo propellers* and *machinery for preparing tobacco*.

Argentina's small firms perform well in terms of their managerial experience and in offering formal training programmes to employees. They underperform, however, in attaining international quality certifications and dealing with regulations, including customs clearance. Access to resources such as finance and a skilled workforce remain important challenges. The largest performance gap between small and large firms lies in their respective abilities to meet international quality standards. Argentina's national environment performs well in school life expectancy, access and use of ICT, and in online services provided by the government.

## Unrealized potential: Existing export products

Product description	Product code	Exports (\$ million)	Value of unrealized potential exports by destination (\$ million)					Development indicators			
			Africa	Americas	Asia	Europe	Oceania	Price stability	SME presence	Women employed	Technology
			0 1500	0 1500	0 1500	0 1500	0 1500				
Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the...	230400	10924									
Crude soya-bean oil, whether or not degummed	150710	4119									
Maize (excluding seed for sowing)	100590	4377									
Motor vehicles for the transport of goods, with compression-ignition internal combustion piston...	870421	3081									
Soya beans, whether or not broken	1201	4412									
Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in...	710812	1490									
Fresh or chilled bovine meat, boneless	020130	680									
Miscellaneous chemical products	38XXXX	1396									
Motor cars and other motor vehicles principally designed for the transport of persons, incl. station...	870323	1450									
Wheat and meslin (excluding durum wheat)	1001Xb	1557									

**Notes: Unrealized potential table:** Top 10 products in decreasing order of unrealized export potential to the world. **Exports:** Average value over 2011-2015. **Price stability, SME presence, and Women employed:** Green - performance above a country's trade-weighted mean. Red - the opposite. **Technology:** Green - transformed products exported by countries at least matching the country's per capita GDP. Red - the opposite. Blank spaces - data not available.

**Source:** ITC Export Potential Map, <http://exportpotential.intracen.org>