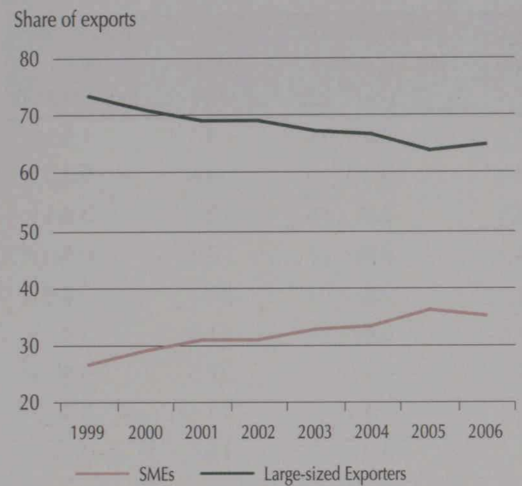
FIGURE 7

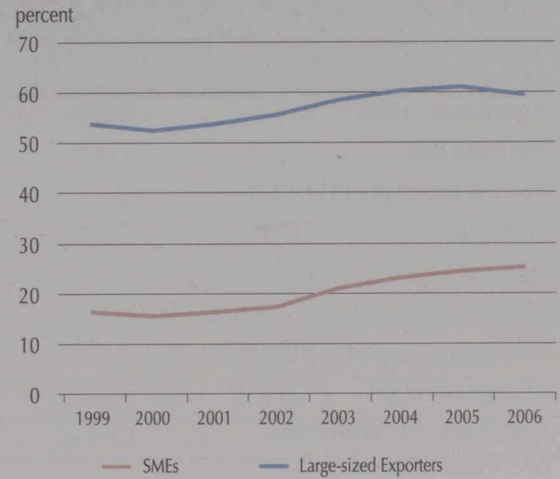
Share of Exports by Size (%)



Source: Statistics Canada Exporter and Business Register/Authors' calculations.

FIGURE 8

Share of Multi-Market Exporters in Total Exports



Source: Statistics Canada's Exporter and Business Register/Authors' calculations

The share of multi-market exporters in the total SME exporter group rose from 16 percent in 1999 to 25 percent in 2006, an increase of 9 percentage points. By comparison, the share of multi-market exporters among larger-sized firms only increased by 5 percentage points over the same period, from 54 percent to 59 percent (See Figure 8). Thus, the share of multi-market exporters rose more quickly within the SME population than among large-sized exporters.

It is noteworthy that the total number of multi-market SME exporters rose continuously until 2005 whereas the number of single-market SMEs (principally exporting to the U.S. market) first surged in the early 2000s and then fell back sharply as the Canadian dollar appreciated relative to the U.S. dollar post-2002. Indeed, the rate of expansion of multi-market SMEs accelerated in 2003 and 2004, the first two years that the Canadian dollar appreciated, coinciding with a decline in the single-market exporter group.

Sectoral Profile

The sectoral profile of the exporter population was relatively stable over the study period. Table 2 lists exporters by sector in 2006. Manufacturing plants made up about 42 percent of the total exporter population, but accounted for a substantially greater share of total Canadian exports (62.5 percent). This was largely due to the highly concentrated transportation equipment sector that constituted only 2.3 percent of the total Canadian exporter population but generated 20 percent of total export sales. Primary industries (e.g. agriculture and mining) accounted for about 10 percent of exports and a slightly smaller share of exporters. Tertiary industries (wholesale and retail distribution and the services sector) accounted for a large share of total exporters, but contributed a much lower proportion of total export values.

Within manufacturing, resource-based sectors (wood and paper products, petroleum, chemical and plastics, primary and fabricated metal) accounted for 18 percent