

SME CREDIT FINANCING IN COMMERCIAL BANKS TALKING CHINA MERCHANTS BANK AS AN EXAMPLE

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ABSTRACT

At present, China's social economy is undergoing rapid development. Under this circumstance, enterprises have also been greatly developed. Similarly, enterprises have also made important contributions to the development of the national economy. The proportion of small and medium-sized enterprises is greater than 94 % of all types of enterprises in China. China's socio-economic development has also played a role in promoting this, which cannot be ignored, and it has also allowed the government to continue to increase the degree of emphasis on SMEs. This article first introduces the concept of risk control for SMEs and commercial banks, and elaborates the current control methods for loan risk control in commercial banks, as well as the characteristics and risk types of SME credit. Then on this basis, by analyzing the actual situation of the development of SME loan business of China Merchants Bank, the problems existing in the emerging stage are mentioned. In response to these problems, combined with the actual situation, put forward targeted solutions, such as strengthening the application of big data, opening the national taxation system to commercial banks, and optimizing the approval process.

Keywords: Commercial Bank ; SME Loans ; Risk Control

INTRODUCTION

As we all know, small and medium-sized enterprises are important supporting forces for economic development and social progress, and occupy an important position in our economy. In the 40 years of reform and opening up, the private economy represented by SMEs has grown from small to large, from weak to strong, and has flourished. It has played an important role in stable growth, promotion of innovation, increase in employment, and improvement of people's livelihood. Become an important force to

promote economic and social development. The scale of small and medium-sized enterprises continues to grow and increase, and the role of small and medium-sized enterprises in active development has become increasingly apparent, which has provided more jobs and entrepreneurial opportunities for society. Whether small and medium-sized enterprises can achieve long-term sustainable development has greatly affected the overall sustainable development of the economy. However, SMEs often face a shortage of funds. must rely on the source Funds from financial institutions for use in investing or expanding investments or as working

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capital in the business by commercial bank It is an important source of funds for investors. Current business credit demand as a whole continued to increase This corresponds to the increased loan approval rate. (Boughaci, D. and Alkhawaldeh, A. A. K., 2018)

Statement of Problems

At present, the phenomenon of insufficient financing for SMEs has become an important bottleneck restricting social and economic development. Some SMEs often default. and there is even a malicious intention to default on the principal and interest of the loan. Second, there are false transactions between some SMEs, and even misappropriation of funds, resulting in SME loans. The increase in non-performing ratios has led commercial banks to fear and to take extreme measures to refuse loans to all SMEs. Third, the quality of some SME's managers is not high. (Moon and Sohn, 2010) Moreover, corporate credit consciousness is very weak, even to provide false information in order to obtain loans, and even do everything possible to avoid due loans, leading commercial banks to reduce the non-performing loan ratio and even refuse to provide loans to SMEs. In recent years, with the continuous development of the economy and the continuous deepening of financial reforms, competition among commercial banks has become increasingly fierce. (Niu, B.;Ren, J.and Li, X., 2019) In addition, in recent years, China's macroeconomic growth has slowed down, the real economy is weak, bad banks have risen, and macro-micro situations such as financial disintermediation, interest rate liberalization, and deposit financing have raised new challenges for major banks. The diversified development of the financial institution system has brought unprecedented competition and pressure to commercial banks, this paper examines local

governments' behavior in supplying industrial land at different technological intensities and its contribution to economic growth from 2007 to 2018. The results are as follows: (1) As time passed, basic industrial land (BIL) supply became increasingly agglomerated, while technology-intensive industrial land (TIL) supply gradually dispersed. (2) A TIL supply corridor could be identified in the central part of the BTH region. (3) The contribution of TIL supply to local economic growth was significantly greater than that of BIL supply. (4) There existed a 'zero-sum inter-regional linkage effect' among neighboring counties, and TIL supply made a greater contribution than BIL supply in the zero-sum game. Finally, important implications for industrial land supply and regional development policies in the BTH region are proposed. (Lin Zhou, Li Tian, Yandong Cao, Linchuan Yang., 2021)

Research purposes

1. Taking effective measures to control bank credit risk scientifically and reasonably is a problem that commercial banks and small and medium-sized enterprises need to pay attention to at this stage.
2. Improve the financing default of small and medium-sized enterprises.
3. Enhance the business capacity of financing support departments and teams of small and medium-sized enterprises.

Research Significance

1. Small and medium-sized financial organizations have obtained certain financial returns through SME financing. Under the background of the Belt and Road Initiative, local economies have developed. Each region is vigorously developing local small and medium-sized insurance companies, credit guarantee enterprises, and trust enterprises. These institutions complement banks and provide financing

for local SME financing. Through financing activities, the bank will establish corresponding control and feedback mechanisms within the bank to achieve a good interaction between the financial institution and the outside world. Through such a resource allocation model, a joint fund is formed to promote better development of the local economy.

2. To improve the lack of incentives for SME financing within banks. At present, China's commercial banks implement a credit-to-person policy. Bank credit managers have basically abandoned those risks that are higher but have higher risks. Projects with expected returns, further limiting SME loans.

3. Provide directions for practical tools for enterprises to tailor their access and investment management. In order to better promote the development of science and technology and finance, and provide accurate marketing services, combining the characteristics of regional economics and industry investment policies from investment and situations, risk mitigation, corporate team qualifications, scientific research strength, corporate finance, government support, investment and the dimensions of industry-leading technology, Establish a standardized index evaluation system with industry characteristics, focus on leading technologies, and strong operability.

Structural framework

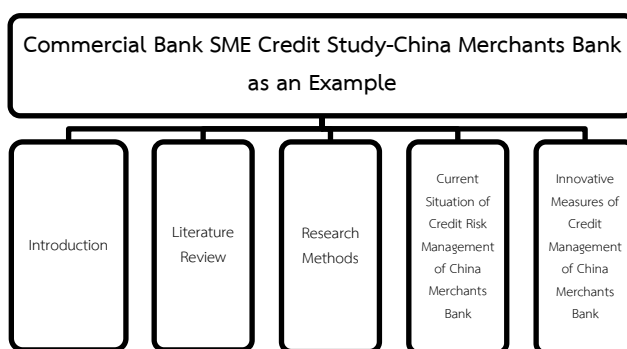
Part 1: Introduction. By introducing the difficulty of SME loans, SMEs play an important role in the Chinese market.

Part 2: reviewing a large amount of literature, summarizing the existing domestic and foreign theories on credit risk control and prevention and control.

Part 3: introduces research methods. Analyze the current status of China Merchants Bank's credit business and non-performing loans.

Part 4: analyzes the credit business of small and medium-sized enterprises and the credit of China Merchants Bank. To pave the way for the formulation of subsequent measures. According to the problems raised in the previous section and the hidden risks, corresponding countermeasures are formulated in this section.

Part 5: Analyze corresponding risk control management measures and risks of existing SME credit business. It is recommended to point out the direction for future research and development trends.



Picture 1 Conceptual Framework

Research Scope

Research on the related problems in China Merchants Bank's SME credit risk management system to reflect the common problems of commercial banks in credit management. (Shuijun Peng, Zhongqiao Shu, Wencheng Zhang, 2022) At the same time, based on the conclusions of analysis and research, a set of effective, scientific and reasonable SME credit risk is proposed management plan.

Expected Results

Chinese SMEs account for about 99.5% of the total number of enterprises and provide about 75% of urban employment opportunities. About 60% of China's total exports originate from SMEs. SMEs have become the main force of China's economic development. Through research, improving perceptions between SMEs

and commercial banks, and harmonizing the relationship between the two parties. Collaborate with each other to improve the current credit risk situation. Commercial banks need to strengthen their trust in SMEs and make accurate estimates of their solvency so as to provide differentiated loan rates for different enterprises and promote the healthy development of high-quality SMEs. Small and medium-sized enterprises must also continuously improve their own operations and management, and ensure that information is transparent so that commercial banks can correctly estimate risks and clearly define the amount of credit risk they will bear. In addition, commercial banks cannot lend to companies blindly in order to develop business. Prior to the loan, the company's operating conditions should be thoroughly inspected to determine the company's ability to pay its debts. In this way, a risk-resistance plan is correctly formulated to reduce the bank's credit risk.

Literature Review

This study for establishing the conceptual models from latent variables to study.

Theoretical basis

1. Credit rationing theory

European-wide data concerning both companies and households indicate that the credit rationing phenomenon, which has been predicted by theory, does in fact occur to a significant degree in the European credit market. Among SMEs, micro companies are most vulnerable and the current economic crisis has only made these concerns more pressing. Top-down use of the monetary transmission mechanism alone is insufficient to counter the problem. The other solution consists of a bottom-up, microeconomic stimulation of lending transactions, by focusing on collateral and guarantees. The data confirm the high importance that

lenders – especially individual households and micro companies – attach to collateral and guarantees when making their lending decisions. As a consequence, we would argue that those parts of the law governing security interests and guarantees should be one of the primary targets for government policy aimed at improving credit flows, especially in avoiding a conflict between consumer protection measures and laws on surety and guarantees. (Frederic, H.& Ales, C., 2014)

2. Related theories of SME supply chain financing

Small and medium enterprises (SMEs) are an important part of the private sector. In fact, SMEs have been present in most regions, localities, and these businesses have made good use of and exploited local resources. SMEs employ about half of the non-agricultural production workforce (accounting for 49%) in the country and in some regions have employed most of the non-agricultural production workforce (Pham & Phan, 2020). In addition to labor, SMEs also use the financial resources of the people in the area, the source of raw materials in the region for production and business. Although the number of SMEs is large, the size of small and micro enterprises accounts for a very large proportion, the number of medium-sized enterprise only accounts for 1.6% of the total number of SMEs. However, Capital, Market, and Management are 3 issues affecting business operation and development. Lack of working capital is one of the problems that many business owners and leaders have headaches and try to solve but have no optimal solution, causing more than 50% of businesses to "break" in just a short time (Dubey et al., 2017). short time in operation. Supply chain financing is one of the essential elements to improve the competitiveness of supply chains in Vietnam. Supply chain financing services not only help suppliers and distributors increase working capital, but also enable them to do more book-keeping transactions,

thus having the advantage of attracting global buyers' demand (Li et al., 2019). Supporting the release of working capital for parties involved in the supply chain is an activity that has been widely deployed in many countries around the world, especially in the developed world. rapidly in Europe, Asia and America. Transactional parties increasingly realize the outstanding benefits of SCF products, both in domestic and international payments (Nagati & Rebolledo, 2013).

3. Credit Risk Management Theory

Credit risk refers to the risk that the approver of a bank issues loans based on the credit status of individuals, enterprises, and organizations. The transaction exists or occurs in the entire process before the transaction between the bank and the lender ends. (Anjan V. Thakor., 2016)

At present, credit risk management mainly includes two aspects:

3.1) Identification of credit risk

Risk identification is to discriminate and analyze the types and causes of the risks before the occurrence of the credit risks of the goods, so as to measure, control and deal with the credit risks. It is the first step of credit risk management and the qualitative analysis of credit risk. (Shen P, Ren R, Ma J., 2000)

3.2) Handling of credit risk

There is objectivity in credit risk, so it is difficult to eliminate the occurrence of credit risk fundamentally.

4. Information Asymmetry Theory

The information asymmetry theory means that the amount and content of the data held by the parties to the transaction are not exactly the same. This means that the party with more information acquirers has the upper hand in the transaction, and when the internal information they have is less than others, the situation in the transaction is relatively difficult. (Jiri Chod & Evgeny Lyandres, 2021)

5. Agency Theory.

The agency theory was created by Stephen Ross as cited in Farouk & Hassan. (2014) it came into existence as a result of information asymmetry and self-interest, principals lack reasons to trust their agents and will seek to resolve these concerns by putting in place mechanisms to align the interests of agents with principals and to reduce the scope for information asymmetry. Agency problems occur when one person or entity (agent) can make decisions on behalf of or, another party or entity being the "principal".

Literature research

1. Theoretical analysis of credit financing difficulties for SMEs

Domestic research

Shuijun Peng, Zhongqiao Shu, Wencheng Zhang. (2022) pointed out that service trade liberalization alleviates financial constraints of Chinese enterprises through strengthening their ability to obtain both external and internal financing. There exist heterogeneous outcomes for different types of firms. While service trade liberalization eases exporters' financial constraints, it deteriorates financial constraints of non-exporters through tightening their commercial credit financing. In addition, non-SOEs or SMEs gain from service trade liberalization through easing internal and external financing constraints while SOEs or large enterprises lose due to commercial credit financing constraints.

Trong Lam Vu et. al. (2022) pointed out that supply chain finance has a statistically significant impact on supply chain financing performance and SMEs performance. Finally, the innovation capability and the market response capability act as full mediators in the relationship between supply chain finance and supply chain financing performance. Based on the research

results, we propose solutions and recommendations to help small and medium enterprises better access capital and improve business performance.

Xuejun Jin, Yuanyuan Ke, Xiaohui Chen. (2022) pointed out that the leverage effect occurs in the loans of non-high-tech and nonentrepreneurial enterprises, and the credit constraint effect is dominant in the loans of high-tech enterprises and entrepreneurial enterprises. Especially for high-tech enterprises, regarding the elements of interest rate premium, the statistically significant difference involves the amount and term.

Research abroad

Duy Nhien Nguyen et. al.. (2022) pointed out that supply chain finance has a statistically significant positive impact on supply chain effectiveness, SMEs performance and supply chain risk resilience. At the same time, supply chain finance has a negative impact on the supply chain risk of Vietnam SMEs in the global supply chain. Finally, we offer recommendations to help SMEs improve supply chain effectiveness and performance through the supply chain finance tool.

2. Theoretical Research on Credit Risk Management of SMEs in Commercial Banks

Domestic research

Limei Wang, Yun Wang. (2022). The core of supply chain financing tightening is to establish an optimized plan that can effectively control supply chain financing. By integrating the financing literature of the supply chain, the settlement cost in the supply chain can be solved. Based on theoretical research, this article analyzes supply chain financing and block chain technology. Combined with the current specific situation of block chain in supply chain financing, the management system, cash flow of the supply chain, and risk control system are analyzed. All parties to the supply chain financing optimize the supply chain financing risk control system while reducing business

costs and improving corporate efficiency, which greatly reduces the risks of all parties in the supply chain financing. The block chain Iota environment based on shared data and advanced data processing has very powerful theoretical and practical significance for promoting the development of commercial banks and enterprises.

Research abroad

Rostami A, Sommerville J, Wong IL et al (2017) pointed out that SMEs responding, most highlighted that the main difficulty experienced is how to scale RM process to meet their requirements. None of the available standards explain the fundamental principle of applying RM to the situations that SMEs find themselves in. This difficulty is further exacerbated by a lack of management skills and knowledge in the adoption of RM tools or techniques to identify and analyse the business' risks.

Tan Y., (2022) pointed out to analyse the financial management of small and medium-sized enterprises in the Internet. This article uses a combination of bibliographic analysis and comparative analysis to implementation of the research. In the research process of this article first examines the types of financial risks for small and medium-sized enterprises and the reasons for the formation of risks and analyses of the Internet environment by comparing the characteristics of financial risks with medium-sized enterprises

Chapter Summary

Domestic scholars have conducted research at different levels based on some strategies for commercial bank credit risk and also proposed some solutions: First, it is necessary to establish a sense of risk prevention. In actual work, it is necessary to first establish a sense of risk, so as to strengthen the work, predict and control the potential series of risks in the business, and take effective measures to control;

secondly, it is necessary to strengthen internal management, enhance the effectiveness of management, and strengthen internal control. Responsibilities for risk prevention and control need to be divided, and credit risk control needs to be carried out in a comprehensive manner. Prior to the loan, it is necessary to strengthen the review of the customer's creditworthiness, and also to strengthen the risk management after the loan. Finally, it is necessary to build a sound credit risk prevention system. The missing part is to mobilize the enthusiasm of the staff, actively prevent risks, clearly define their work responsibilities, and then reduce and avoid credit risks.

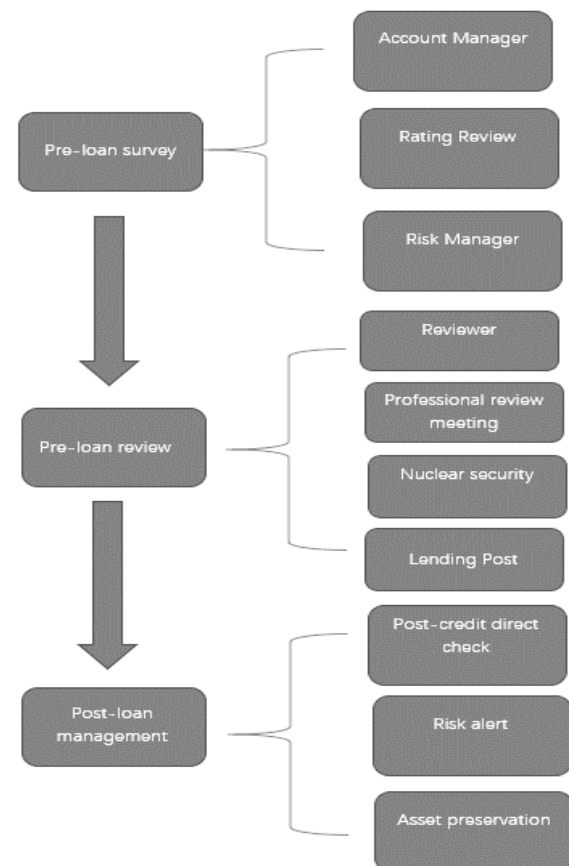
A common problem in commercial banks and small and medium-sized enterprises' credit business is that information is asymmetric, so that commercial banks have their own subjective opinions on loan investment. Western scholars analyze the internal models and information comparisons of commercial banks at the macro level to optimize internal processes and effectively control the risk management system of SMEs. In the context of the big data era, western scholars have also begun to analyze large databases. To make use of it, by virtue of its advantages, an effective credit risk management control platform is established, so that commercial banks can obtain more accurate information and reduce the probability of their non-performing loans.

Research Methods

Normative research

Normative research is a study of the desirability of economic goals, economic outcomes, economic decisions, and economic systems. It addresses the question of what should be done in the economic process, and aims to do "good" and "bad" economic problems Out judgment. The first task of normative analysis is to propose an optimal solution to the goals

of economic operation, that is, the two economic goals of efficiency and equity



Picture 2 Credit scheme of China Merchants Bank from researcher idea

Research findings

Status of Credit Business for SMEs

- (1) Commercial banks are not actively lending to SMEs
- (2) The economic contribution does not match the loan support.
- (3) Uncertainty in risk
- (4) Credit risk management is difficult

Major Risk Factors for SME Credit

- (1) Credit risk

Credit risk is the most common risk factor in the credit risk of SMEs, and it is also the main factor leading to the generation of non-performing assets.

- (2) Liquidity risk

Liquidity risk mainly refers to the probability that an enterprise acquires sufficient assets in a short period of time for normal production and operation.

(3) Market risk

Market risk refers to the possibility of changes in the market in which an enterprise is located, leading to uncertain future returns or loss of profits.

(4) Operational risk

Operational risk refers to the risk factors that lead to the loss of loans due to inadequate supervision by commercial banks or employee violations.

Status of China Merchants Bank Credit Business

The Company has steadily promoted the release of corporate loans and continued to optimize the structure of corporate loans. It has paid close attention to key national construction projects, especially the key projects of the Belt and Road Initiative, Beijing-Tianjin-Hebei, Xiong'an, the Yangtze River Economic Belt, and the Guangdong-Hong Kong-Macao Greater Bay Area. Priority support The financing needs of strategic emerging industries, green industries and infrastructure construction, and in combination with changes in the external situation, flexibly adjust the lending to real estate and local government financing platforms. As of the end of the reporting period, the company's green credit balance was 170.247 billion yuan, an increase of 4.214 billion yuan from the end of the previous year, accounting for 10.89% of the total corporate loan; the strategic emerging industry loan balance was 148,866 million yuan, an increase of 18.337 billion yuan from the beginning of the year, accounting for the total corporate loan 9.51%;

Problems facing China Merchants Bank's credit risk to SMEs

(1) Insufficient understanding of credit risk in credit

- (2) Inaccurate target customer positioning
- (3) In the face of short-term benefits, credit officers are not clear-headed
- (4) The evaluation settings are unreasonable
- (5) Account manager's business ability needs to be improved

Causes of the problem

- (1) Reasons for credit risk
- (2) Reasons for Inaccurate Target Customer Positioning
- (3) Reasons for the lack of soberness of credit personnel in the face of short-term benefits
- (4) Evaluation not only motivates employees but also puts great pressure on employees
- (5) Reasons for the existence of the account manager

Suggestions on Credit Management of China Merchants Bank

In the course of carrying out operations, China Merchants should not only focus on individual businesses. It needs to analyze the excellent supply chain of each business to the greatest extent, carefully select it, pay attention to the construction of China's business as a guideline, and focus on the application that is suitable for our business. In addition, in the economic operation of the supply chain, it is necessary to maintain the efficient and safe implementation of the supply chain to regulate the operational risks.

CONCLUSION

This paper analyzes the current situation of SME credit business development and credit cases through China Merchants Bank, and summarizes the risk control of SME credit business of commercial banks and a series of problems in SME credit business of commercial

banks. In the overall research, it can be divided into several parts to explain:

The first point is that the credit personnel in commercial banks rely too much on the borrower's corporate credit materials and historical financial data to predict the development and actual operation of the company. the second aspect is that the credit personnel in commercial banks pay more attention to the industry of SMEs, and do not pay attention to small and medium-sized enterprises. The third point is that the approver in many banks will agree that the project with a small credit amount will have a lower risk, which will cause a lot of problems in the fund approval limit of many SMEs. The fourth point is that credit personnel in commercial banks are more likely to have the "Stockholm effect" and bias the borrower's credit needs assessment. The four viewpoints mentioned above will have a great impact on the risk control of SME credit business of commercial banks.

The data analysts on corporate loan, SMEs loan and retail loans. About 9% of SME customers by loan value in five "deep red zone" provinces (highest risk). Possible more soft loan programs suppressing our margins.

The data analysis on inherent risk, Quality of risk management by Waters Technologies & Expertise Can Help You Navigate Regulatory Guidelines. Learn How. Ensure Better Quality Data Efficiently On Quality Systems You Can Trust. Learn More Today Produce Safer Medicine Higher Quality Data Faster Release To Market.

The operational management of corporate and SME and retail & small sme that optimize Eliminate financial weaknesses Human Resources, Processes, Cost Reduction and Continuous Improvement creating long-term stability for the business add value innovate Focus on meeting customer needs and creating convenience for customers.

The oversight functions in group of financial analysis, internal audit board of director and senior management to perform the duty of reviewing financial reports internal control system as well as to have complete disclosure of connected transaction information, etc., by having qualifications for independence in accordance with the minimum criteria in accordance with the regulations of the Stock Exchange of China. in other words, it is The Audit Committee must be an independent director.

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