Appendix A

Sample Size Calculation

The study sample size is determined by the Cochrane (2007) formula used in most primary data collections:

The formula is $n=Z^2pq/e^2$

Where,

n is sample size

Z^2 is the abscissa of the normal curve that cut off an area at the tail

e is the desired level of precision

p is the estimated proportion of an attribute that is present in the population

q is l-p

This study chooses a level of confidence at 95% (or ±5% precision) and assumes p = 0.5, q = 0.5. Therefore, according to the above formula, the total sample size will be 385 SMEs owners/managers. The study distributed questionnaires to 600 respondents to obtain sufficient and completed responses for the analysis.

Appendix B

Estimation of propensity score

Iteration 0:	log likelihood = -174.80079
Iteration 1:	log likelihood = -127.21391
Iteration 2:	log likelihood = -117.19957
Iteration 3:	log likelihood = -115.69341
Iteration 4:	log likelihood = -115.59403
Iteration 5:	log likelihood = -115.59337
Iteration 6:	log likelihood = -115.59337

				Number of obs =		385
Logistic regression				LR chi2(12) =		118.41
Log likelihood = -115.59337				Prob > chi2 =		0
				Pseudo R2 =		0.3387
Treatment	Coef.	Std. Err.	z	P>|z|	[95% Conf.	Interval]
Gender	-0.89854	0.522882	-1.72	0.086	-1.92337	0.126286
Age	0.479546	0.279824	1.71	0.087	-0.0689	1.027991
Marital Status	-0.55721	0.446513	-1.25	0.212	-1.43236	0.31794
Education	0.492211	0.41705	1.18	0.238	-0.32519	1.309613
Experience	0.317013	0.416715	0.76	0.447	-0.49973	1.133759
Income	0.860969	0.187684	4.59	0	0.493116	1.228823
LegalStatus	2.430341	0.583956	4.16	0	1.28581	3.574873
FirmAge	0.129124	0.393299	0.33	0.743	-0.64173	0.899975
FirmSize	0.293937	0.384338	0.76	0.444	-0.45935	1.047225
Sector	0.200323	0.184842	1.08	0.278	-0.16196	0.562606
annuals~2013	2.24e-07	1.40e-07	1.6	0.109	-5.00e-08	4.97e-07
NoofEmp~2013	0.027464	0.02294	1.2	0.231	-0.0175	0.072425
_cons	-10.9632	1.976734	-5.55	0	-14.8375	-7.08887

Note: the common support option has been selected. The region of common support is [.02401465, .92121572].

Appendix C

Description of the estimated propensity score in region of common support.

Estimated propensity score

	Percentiles	Smallest		
1%	0.024951	0.024015		
5%	0.032403	0.024113		
10%	0.039198	0.024951	Obs	249
25%	0.076502	0.026167	Sum of Wgt.	249
50%	0.173711		Mean	0.255816
		Largest	Std. Dev.	0.224626
75%	0.382596	0.865715		
90%	0.609291	0.889792	Variance	0.050457
95%	0.70403	0.896207	Skewness	1.036887
99%	0.889792	0.921216	Kurtosis	3.089236

Step 1: Identification of the optimal number of blocks. Use option detail if you want more detailed output.

The final number of blocks is 5.

This number of blocks ensures that the mean propensity score is not different for treated and controls in each blocks.

Appendix D

pstest Gender Age Marital Status Education Experience Income Legal Status Firm Age Firm Size Sector annual sales 2013 No of Employees2013, _treated (> treatment) both

Variable	Unmatched Matched	Mean		%reduct		t-test		V(T)/V©
		Treated	Control	%bias	|bias|	t	p>|t|	
Gender	U	0.10769	0.34375	-58.7		-3.83	0	
	M	0.10769	0.21538	-26.8	54.4	-1.67	0.097	
Age	U	3.3385	3.0313	47.8		3.43	0.001	0.86
	M	3.3385	3.1538	28.7	39.9	1.58	0.117	0.76
Marital Status	U	1.7538	1.7625	-2		-0.15	0.882	1.04
	M	1.7538	1.7077	10.7	-433.3	0.59	0.557	0.9
Education	U	2.8923	2.7813	25.6		1.71	0.087	0.52*
	M	2.8923	2.7846	24.9	3	1.38	0.169	0.49*
Experience	U	3.2	2.9281	47.3		3.54	0	1.12
	M	3.2	3.0769	21.4	54.7	1.3	0.194	1.53
Income	U	3.5077	2.5969	97.3		7.24	0	1.08
	M	3.5077	3.5231	-1.6	98.3	-0.09	0.93	0.85
Legal Status	U	1	0.56563	116.5		6.64	0	0.00*
	M	1	1.1077	-28.9	75.2	-2.78	0.006	0.00*

Firm Age	U	3	2.6625	57.8		4.27	0	1.02
	M	3	2.9385	10.5	81.8	0.65	0.519	1.4
Firm Size	U	1.5077	1.2688	50.3		3.86	0	1.29
	M	1.5077	1.4769	6.5	87.1	0.35	0.728	1
Sector	U	2.6308	2.4875	14.3		1.07	0.285	1.1
	M	2.6308	2.5846	4.6	67.8	0.25	0.804	0.89
annual sales 2013	U	1300000	580000	57.6		4.89	0	2.20*
	M	1300000	1100000	11.1	80.8	0.57	0.57	1.27
No of Employees 2013	U	20.108	13.497	76.7		7.1	0	3.50*
	M	20.108	19.708	4.6	93.9	0.22	0.825	1.21
* if variance ratio outside [0.61; 1.64] for U and [0.61; 1.64] for M								
Sample	Ps R2	LR chi2	p>chi2	Mean Bias	Med Bias	B	R	% Var
Unmatched	0.338	118.21	0	54.3	54	170.4*	0.49*	36
Matched	0.08	13.65	0.253	15	10.9	65.5*	1.61	18
* if B>25%, R outside [0.5;2]								