



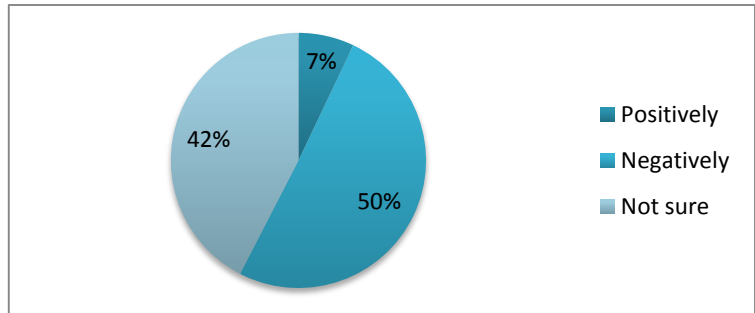
EuroCham Business Climate Index

Quarter 4/2013

Hot questions of the quarter

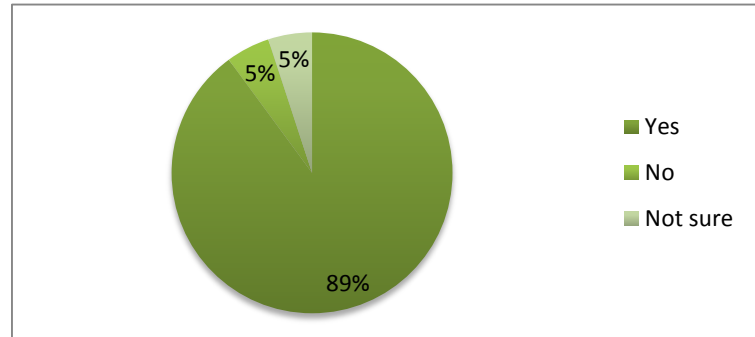
1. Looking back, how have legislative changes impacted your business in 2013?

Positively	7%
Negatively	50%
Not sure	42%



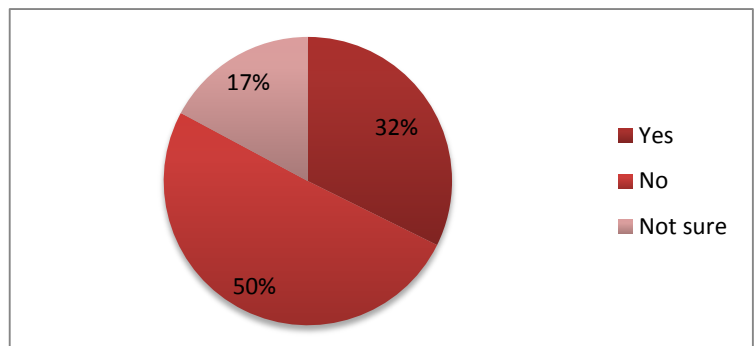
2. Do you think the Government of Vietnam should take note of the Whitebook 2014, which summarises EuroCham members' key business issues?

Yes	89%
No	5%
Not sure	5%



3. Looking forward, do you expect the Vietnamese Government to make significant legislative changes, which will have a positive impact on your business in 2014?

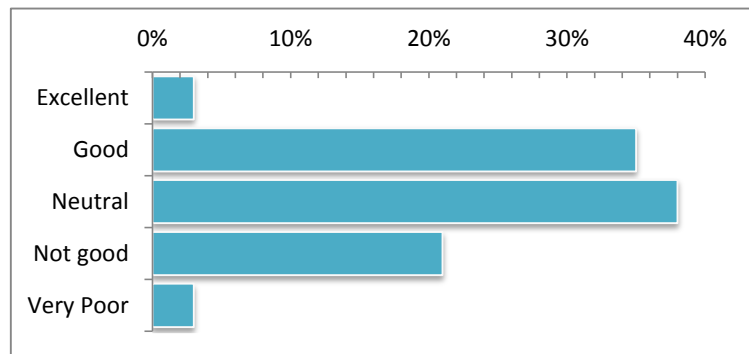
Yes	32%
No	50%
Not sure	17%



General questions

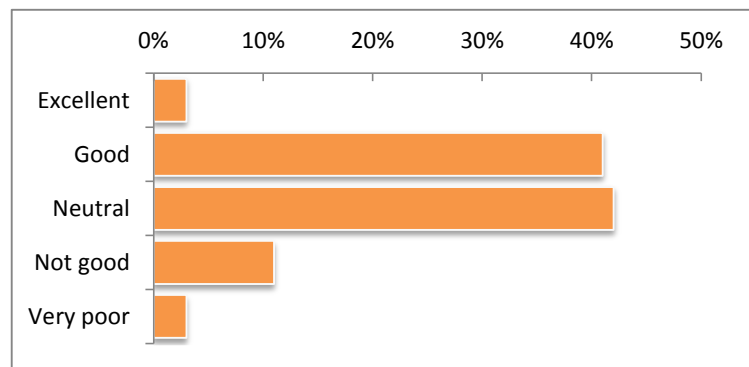
1. Current business situation of your enterprise

Excellent	3%
Good	35%
Neutral	38%
Not good	21%
Very Poor	3%



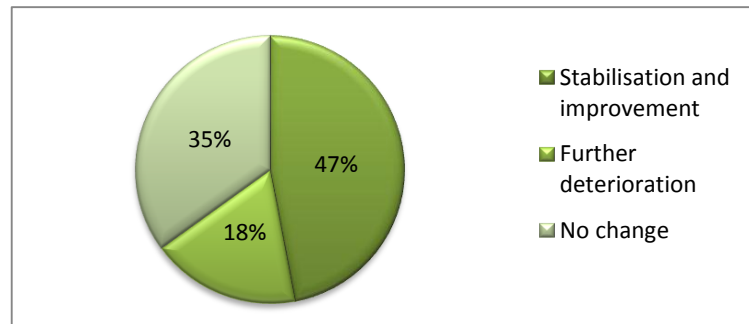
2. Business Outlook for your Enterprise

Excellent	3%
Good	41%
Neutral	42%
Not good	11%
Very poor	3%



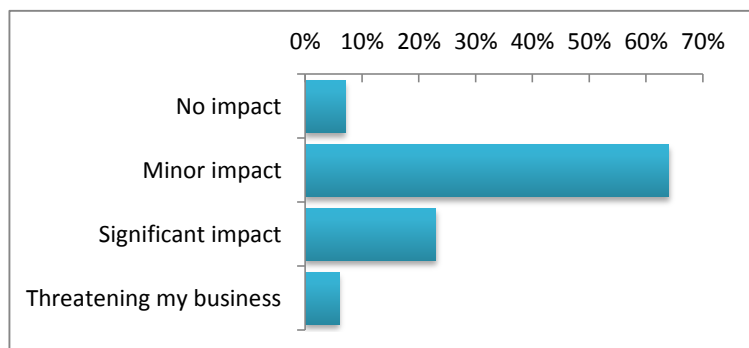
3. How do you assess the Macroeconomic outlook for Vietnam?

Stabilisation and improvement	47%
Further deterioration	18%
No change	35%



4. Will inflation have an impact on your business in Vietnam in the medium-term?

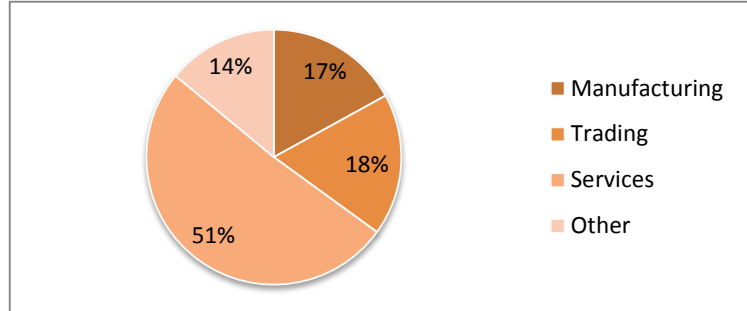
No impact	7%
Minor impact	64%
Significant impact	23%
Threatening my business	6%



5. Expected % of VND depreciation in next 6 months: 4.69%

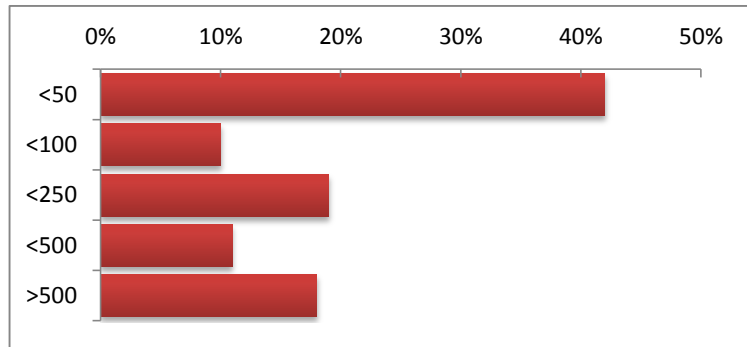
6. Member Sector

Manufacturing	17%
Trading	18%
Services	51%
Other	14%



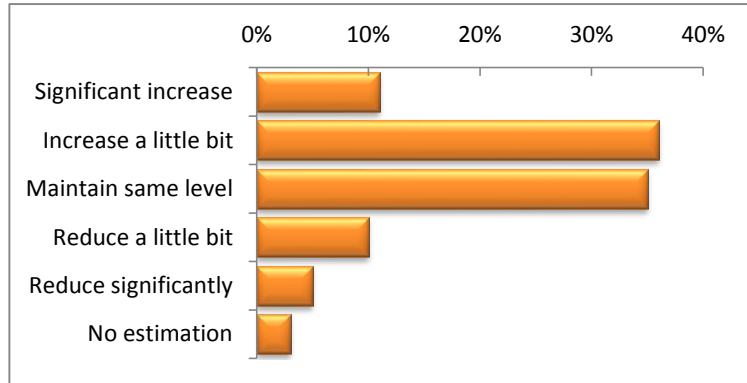
7. Number of Employees

<50	42%
<100	10%
<250	19%
<500	11%
>500	18%



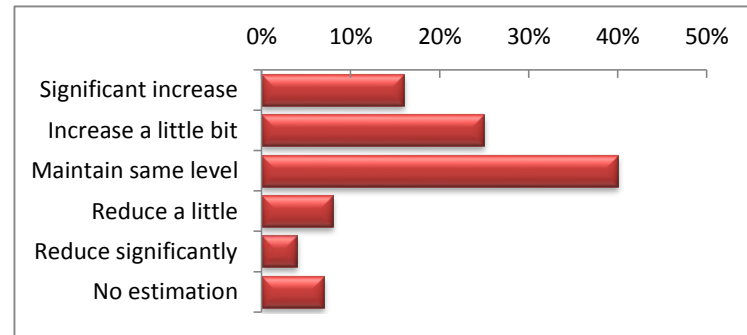
8. Expected headcount development in medium term?

Significant increase	11%
Increase a little bit	36%
Maintain same level	35%
Reduce a little bit	10%
Reduce significantly	5%
No estimation	3%



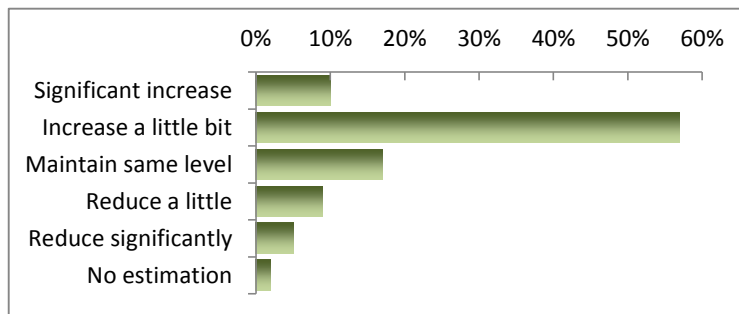
9. Expected investment plans in medium term?

Significant increase	16%
Increase a little bit	25%
Maintain same level	40%
Reduce a little	8%
Reduce significantly	4%
No estimation	7%



10. Expected number of orders/revenue in the medium-term

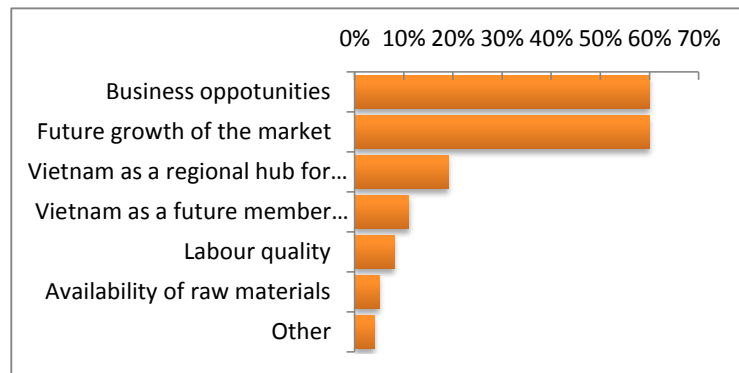
Significant increase	10%
Increase a little bit	57%
Maintain same level	17%
Reduce a little	9%
Reduce significantly	5%
No estimation	2%



Members' questions

1. What are the top reasons for doing business in Vietnam?

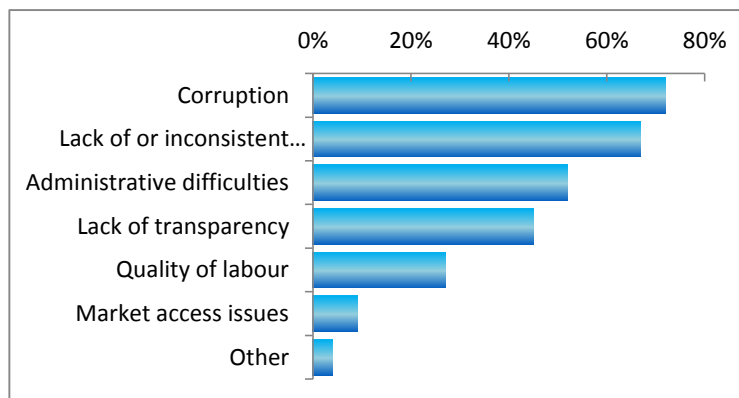
Business oppotunities	60%
Future growth of the market	60%
Vietnam as a regional hub for export	19%
Vietnam as a future member of AFTA?	11%
Labour quality	8%
Availability of raw materials	5%
Other	4%



People may select more than one checkbox, so percentages may add up to more than 100%.

2. What are the main challenges in doing business in Vietnam

Corruption	72%
Lack of or inconsistent implementation of legislation	67%
Administrative difficulties	52%
Lack of transparency	45%
Quality of labour	27%
Market access issues	9%
Other	4%



People may select more than one checkbox, so percentages may add up to more than 100%.

3. How do you forecast the rise in labour cost in 2014 (compared to 2013 figures): 9%

4. How does corruption impact your daily business operations?

Threatening my business	7%
Significant impact	49%
Small impact	40%
no impact	3%

