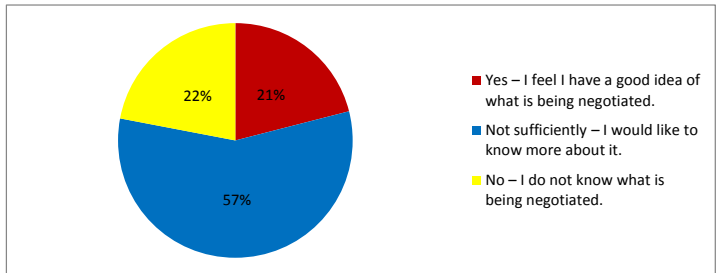


EuroCham Business Climate Index 3rd Quarter 2014

Hot questions of the quarter

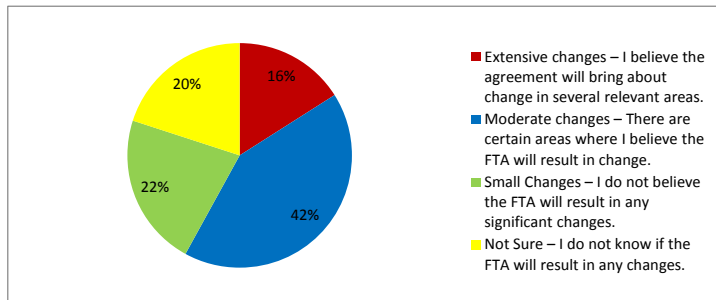
1. Do you feel sufficiently informed about the content and impact of the FTA?

Yes – I feel I have a good idea of what is being negotiated.	21%
Not sufficiently – I would like to know more about it.	57%
No – I do not know what is being negotiated.	22%



2. Do you believe the FTA will address areas relevant to your business?

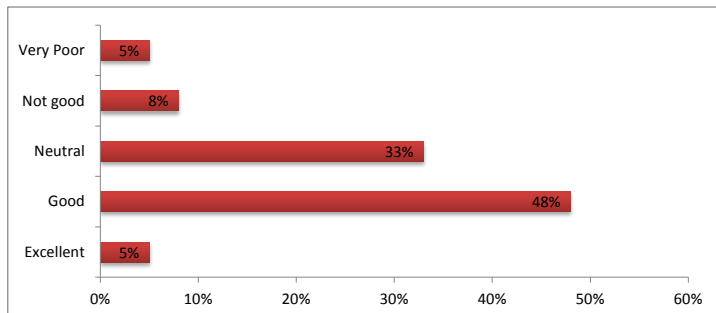
Extensive changes – I believe the agreement will bring about change in several relevant areas.	16%
Moderate changes – There are certain areas where I believe the FTA will result in change.	42%
Small Changes – I do not believe the FTA will result in any significant changes.	22%
Not Sure – I do not know if the FTA will result in any changes.	20%



General question

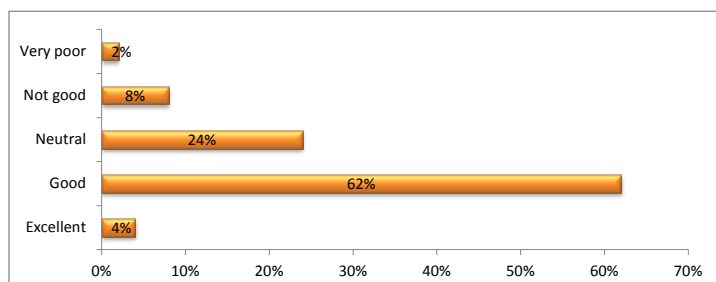
1. Current business situation of your enterprise

Excellent	5%
Good	48%
Neutral	33%
Not good	8%
Very Poor	5%



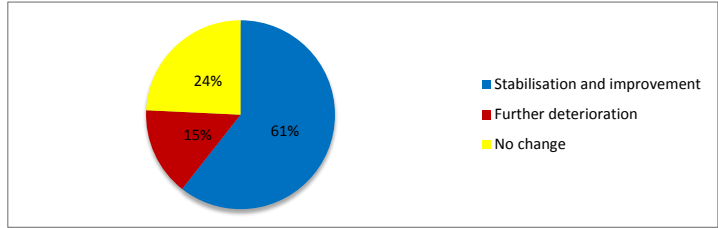
2. Business Outlook for your Enterprise

Excellent	4%
Good	62%
Neutral	24%
Not good	8%
Very poor	2%



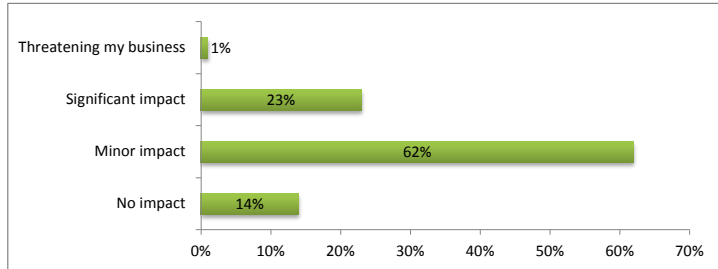
3. How do you assess the Macroeconomic outlook for Vietnam?

Stabilisation and improvement	60%
Further deterioration	15%
No change	24%



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

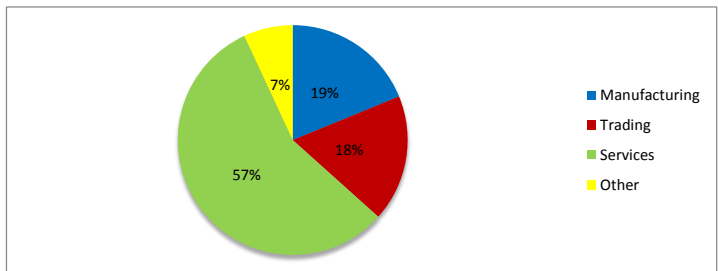
No impact	14%
Minor impact	62%
Significant impact	23%
Threatening my business	1%



5. Expected % of VND depreciation in next 6 months: 4.61%

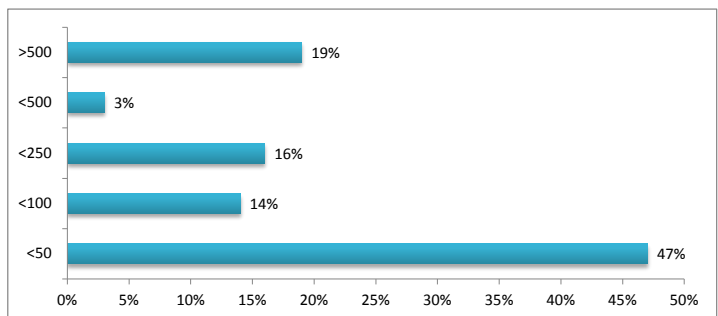
6. Member Sector

Manufacturing	19%
Trading	18%
Services	57%
Other	7%



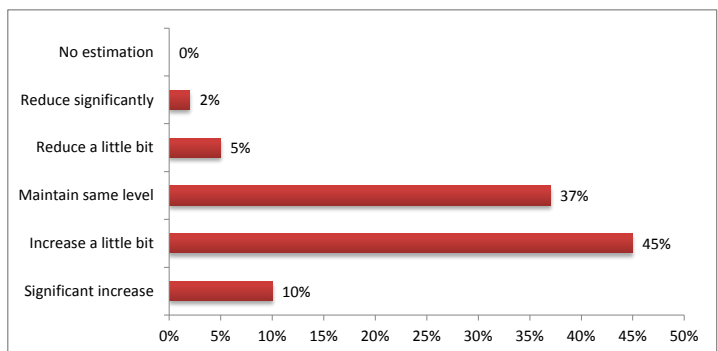
7. Number of Employees

<50	47%
<100	14%
<250	16%
<500	3%
>500	19%



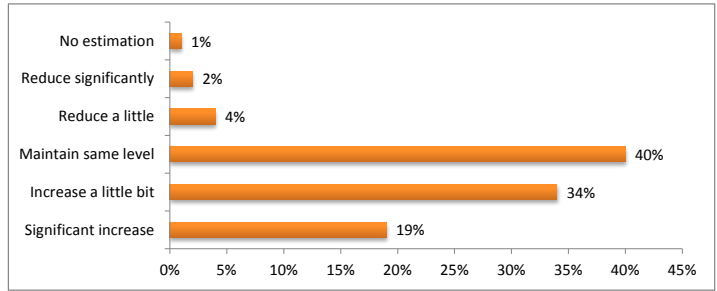
8. Expected headcount development in medium term?

Significant increase	10%
Increase a little bit	45%
Maintain same level	37%
Reduce a little bit	5%
Reduce significantly	2%
No estimation	0%



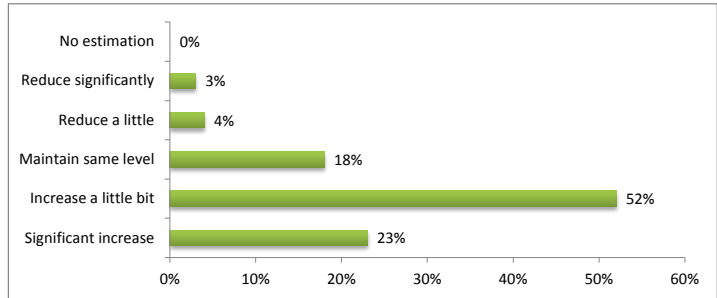
9. Expected investment plans in medium term?

Significant increase	19%
Increase a little bit	34%
Maintain same level	40%
Reduce a little	4%
Reduce significantly	2%
No estimation	1%



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

Significant increase	23%
Increase a little bit	52%
Maintain same level	18%
Reduce a little	4%
Reduce significantly	3%
No estimation	0%



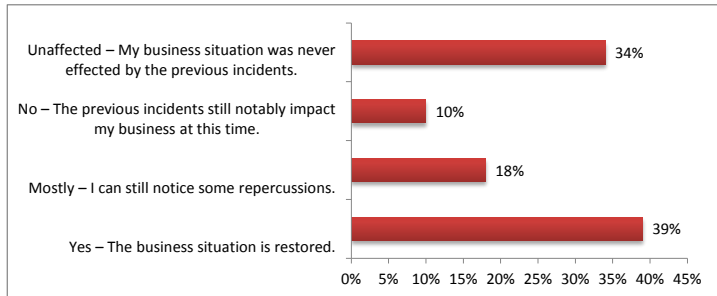
Members' questions

EuroCham would like to thank all the people, who have proposed additional questions for the BCI. We have read all the proposals and included as many questions as possible, without making the BCI survey too long.

1. After the recent incidents, have your business situation returned to normal?

Yes – The business situation is restored.	39%
Mostly – I can still notice some repercussions.	18%
No – The previous incidents still notably impact my business at this time.	10%
Unaffected – My business situation was never effected by the previous incidents.	34%

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



2. When looking at the region and the strong drive for cooperation with Vietnam, from nations such as Korea and Japan. Will the new European Union - Vietnam FTA counterbalance the strong business initiative made by other trade partners?

It will be sufficient	9%
It will help partially	47%
It should be stronger	26%
I don't know	16%

