

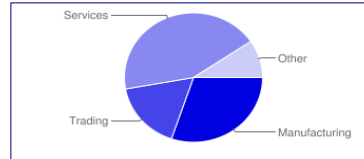


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Q4/2011

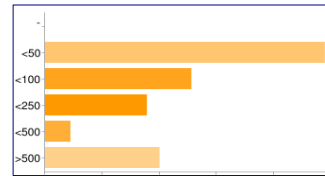
1. Member Sector

Manufacturing	30%
Trading	17%
Services	43%
Other	9%



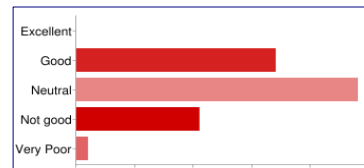
2. Number of Employees

-	0%
<50	42%
<100	22%
<250	15%
<500	4%
>500	17%



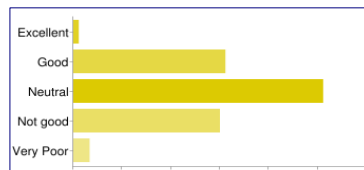
3. Current Business Situation of your Enterprise

Excellent	0%
Good	32%
Neutral	45%
Not good	20%
Very Poor	2%



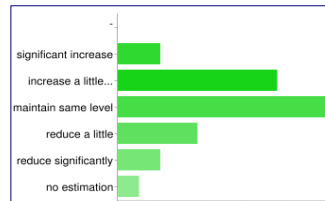
4. Business Outlook for your Enterprise

Excellent	1%
Good	26%
Neutral	43%
Not good	25%
Very Poor	3%



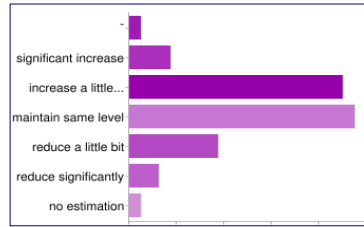
5. Investment Plans 2011

-	0%
significant increase	8%
increase a little bit	28%
maintain same level	38%
reduce a little	14%
reduce significantly	8%
no estimation	4%



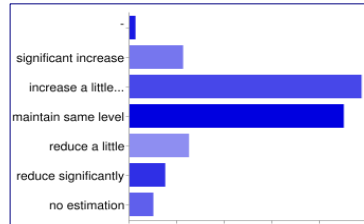
6. Expected Headcount in the medium-term

-	2%
significant increase	7%
increase a little bit	34%
maintain same level	36%
reduce a little bit	14%
reduce significantly	5%
no estimation	2%



7. Expected number of Orders/Revenue in the medium-term

-	1%
significant increase	8%
increase a little bit	37%
maintain same level	34%
reduce a little bit	9%
reduce significantly	6%
no estimation	4%

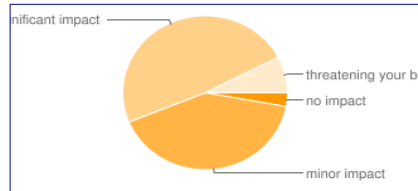


8. Expected % of VND depreciation

Average value of all answers received: 7.83%

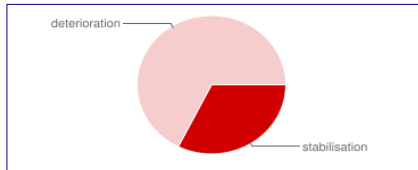
9. Will inflation have an impact on your business in Vietnam in the medium-term?

no impact	3%
minor impact	41%
significant impact	48%
threatening your business	8%



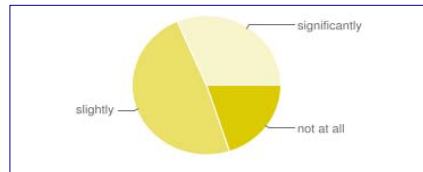
10. How do you assess the Macroeconomic outlook for Vietnam?

stabilisation and improvement	32%
further deterioration	67%



11. Will the government issued Decree No. 46 affect your business?

not at all	20%
slightly	48%
significantly	31%



12. What are the main functions of foreign staff in your company?

Managerial / Leadership	87%
Technical Expertise	46%
Communication/relation with headquarter	17%
Communication/relation with clients	20%
transfer of technical know-how	15%
transfer of managerial know-how	17%
Other	2%

People could select more than one answer, so percentages add up to more than 100%.



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