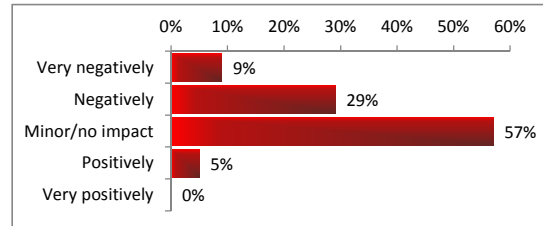


EuroCham Business Climate Index Quarter 1/2014

Hot questions of the quarter

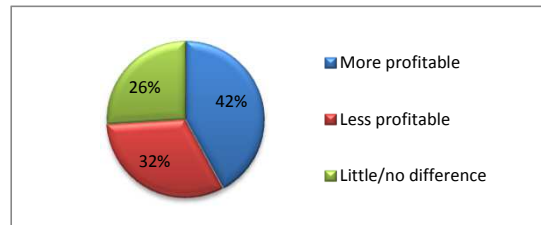
1. How does the recent attention on transfer pricing impact your perception of the business environment in Vietnam?

Very negatively	9%
Negatively	29%
Minor/no impact	57%
Positively	5%
Very positively	0%



2. How do your sales and level of business activity in the last 12 months compare to previous years?

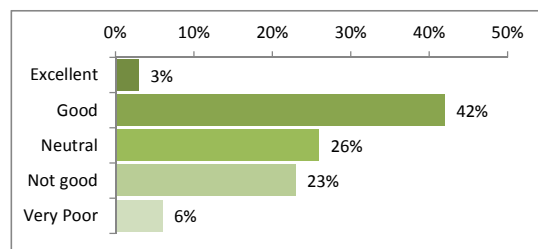
More profitable	42%
Less profitable	32%
Little/no difference	26%



General questions

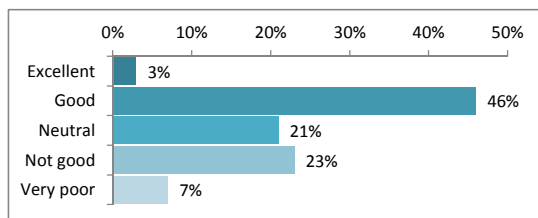
1. Current business situation of your enterprise

Excellent	3%
Good	42%
Neutral	26%
Not good	23%
Very Poor	6%



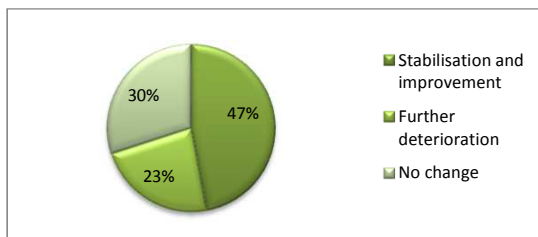
2. Business Outlook for your Enterprise

Excellent	3%
Good	46%
Neutral	21%
Not good	23%
Very poor	7%



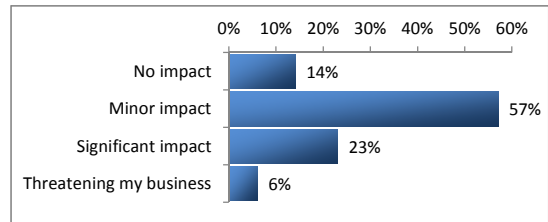
3. How do you assess the Macroeconomic outlook for Vietnam?

Stabilisation and improvement	47%
Further deterioration	23%
No change	30%



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

No impact	14%
Minor impact	57%
Significant impact	23%
Threatening my business	6%

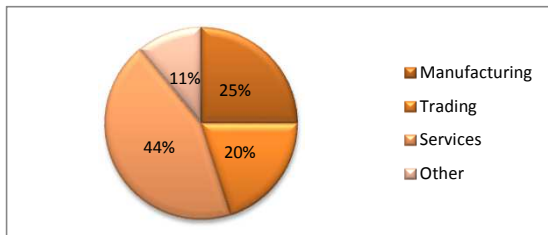


5. Expected % of VND depreciation in next 6 months

3.68%

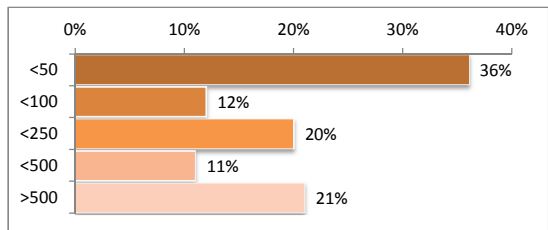
6. Member Sector

Manufacturing	25%
Trading	20%
Services	44%
Other	11%



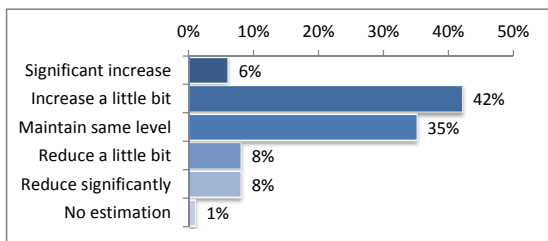
7. Number of Employees

<50	36%
<100	12%
<250	20%
<500	11%
>500	21%



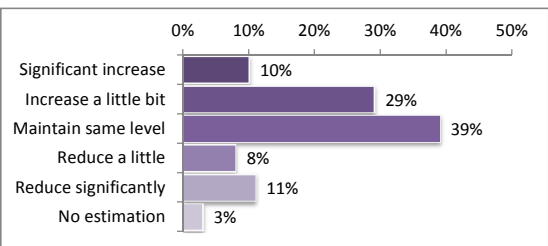
8. Expected headcount development in medium term?

Significant increase	6%
Increase a little bit	42%
Maintain same level	35%
Reduce a little bit	8%
Reduce significantly	8%
No estimation	1%



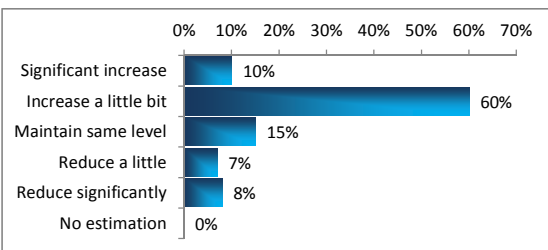
9. Expected investment plans in medium term?

Significant increase	10%
Increase a little bit	29%
Maintain same level	39%
Reduce a little	8%
Reduce significantly	11%
No estimation	3%



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

Significant increase	10%
Increase a little bit	60%
Maintain same level	15%
Reduce a little	7%
Reduce significantly	8%
No estimation	0%



Members' questions

In which areas would improvements have a significant positive impact on your long term business?

Legal and Administrative	61%
Infrastructure	46%
Education	34%
Banking	21%
Other	8%

