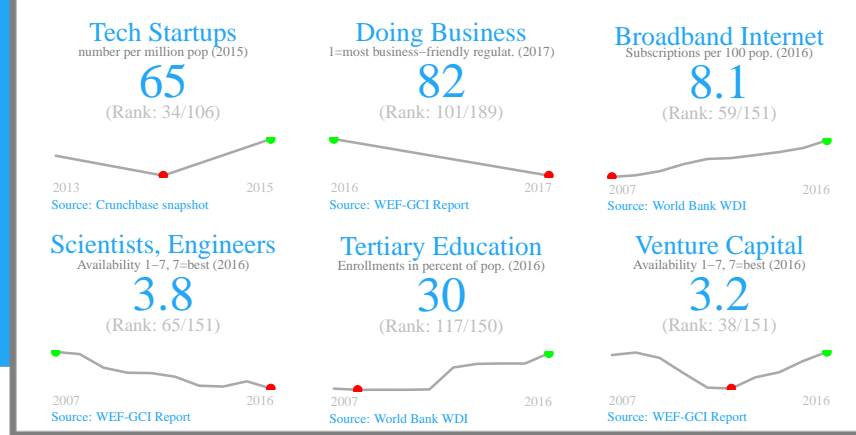


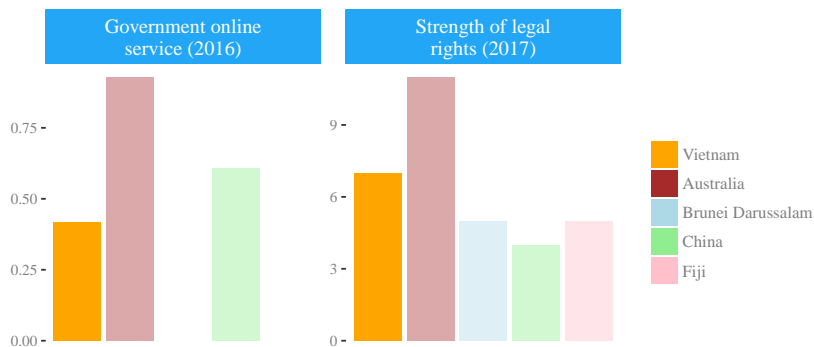
Vietnam

Country Snapshot



POLICY Laws, regulations, and government initiatives

GOVERNMENT INDEXES



SOURCES: GLOBAL INFORMATION TECHNOLOGY REPORT; WORLD BANK - WDI

INVESTMENT FRIENDLINESS

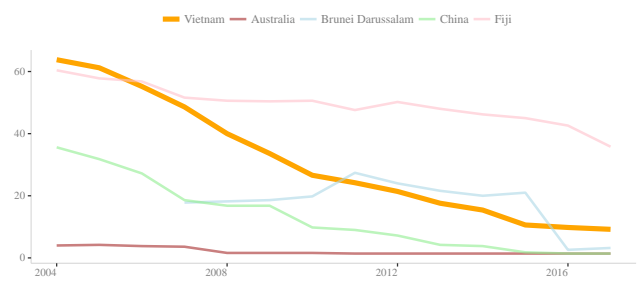


SOURCE: INVESTING ACROSS BORDERS

DOING BUSINESS 2017

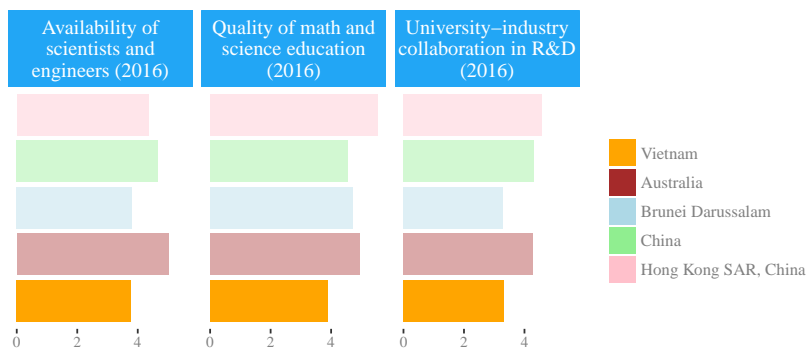
	2016	DTF	Change	2016	Rank	Change
		2017			2017	
Ease of doing business index	61.11	63.83	2.72	91	82	9
Dealing with Construction Permits	78.88	78.89	0.01	21	24	-3
Enforcing Contracts	60.22	60.22	0	68	69	-1
Getting Credit	70	70	0	29	32	-3
Getting Electricity	65.46	69.11	3.65	101	96	5
Paying Taxes	38.36	49.39	11.03	178	167	11
Protecting Minority Investors	45	53.33	8.33	118	87	31
Registering Property	70.6	70.61	0.01	58	59	-1
Resolving Insolvency	20.1	21.6	1.5	126	125	1
Starting a Business	82.72	81.76	-0.96	111	121	-10
Trading Across Borders	65.61	69.92	4.31	108	93	15

SOURCE: DOING BUSINESS

COST OF BUSINESS STARTUP PROCEDURES
% of GNI per capita

SOURCE: WORLD BANK WDI

HUMAN CAPITAL State of educational institutions and access to skilled labor

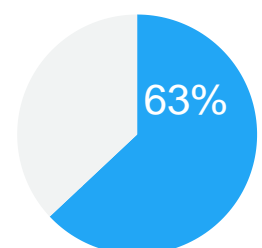
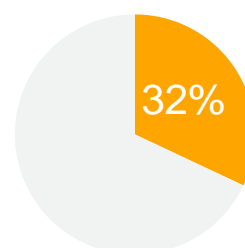
AVAILABILITY OF SKILLED LABOR AND EDUCATION
(1-7, 7 = best)

SOURCE: WEF-GCI REPORT

POPULATION EMPLOYED IN SERVICES SECTOR

(% total employed population)
Vietnam (2013)

EAS (simple average, 2013)



SOURCE: WORLD BANK WDI

FINANCING

Sources of capital available for digital entrepreneurs, including debt, equity, grants, blended financing, etc

FDI, PUBLIC CAPITAL MARKET AND VENTURE CAPITAL

FDI, net inflows
BoP, current US\$, as % GDP (2015)

6.1

(Rank: 23/195)



Investment in Telecoms w/ Private Part.

Millions, \$US (2009)

267

(Rank: 20/136)

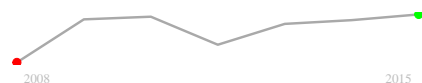


Market Capitaliz. of Listed Companies

% of GDP (2015)

27

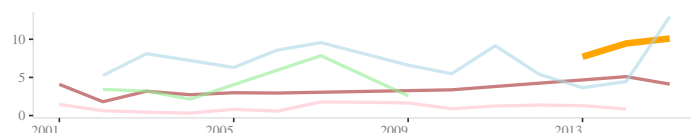
(Rank: 53/115)



SOURCES: WEF-GCI REPORT; WORLD BANK - WDI

INFORMAL INVESTORS RATE (% of 18-64 population)

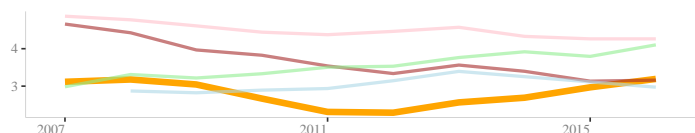
Vietnam Australia China Hong Kong SAR, China Japan



SOURCE: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION

VENTURE CAPITAL AVAILABILITY (1-7, best)

Vietnam Australia Brunei Darussalam China Hong Kong SAR, China

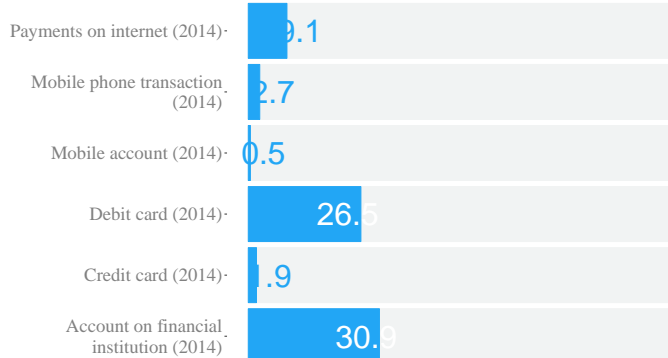


SOURCE: WEF-GCI REPORT

MARKETS

Existence of early customers and distribution channels

FINANCIAL INCLUSION (% age 15+)



SOURCE: WORLD BANK - FINDEX

DIGITAL COMMERCE & INTERNET ACCESS

New business density

new registrations per 1,000 people ages 15-64 (2009)

(Rank: /137)

Ratio of online/in store purchases

Percentage (2016)

26

(Rank: 44/54)

Firms using email to interact with clients/suppliers (%)

% of firms (2010)

91.5

(Rank: 23/146)

Firms with their own Website

% of firms (2014)

48.6

(Rank: 54/143)

ICT service exports

% of service exports, BoP (2014)

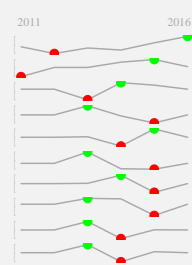
(Rank: /178)

SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI

CULTURE

Societal attitudes toward entrepreneurship

	Avg 2003-2011	2011	2012	2013	2014	2015	2016
Company spending on R&D, 1-7 = best	3.5	3.2	3.1	3.2	3.1	3.3	3.5
Listed domestic companies, total, Number	227.8	294.0	301.0	301.0	305.0	307.0	—
Perceived Capabilities, % of 18-64 population	NaN	NA	NA	48.6	58.2	56.8	—
Fear of Failure Rate, % of 18-64 population	NaN	NA	NA	56.7	50.1	45.6	—
Number of tech startups, number per million pop	NaN	NA	NA	57.4	48.6	64.8	—
High Status Successful Entrepreneurship, % of 18-64 population	NaN	NA	NA	81.5	75.9	75.8	—
Media Attention for Entrepreneurship, % of 18-64 population	NaN	NA	NA	80.5	86.8	73.5	—
Total early-stage Entrepr. Activity (TEA), % of 18-64 population	NaN	NA	NA	15.3	15.3	13.7	—
Improvement-Driven Opp. Entrepr. Activity: Rel. Prevalence, % of TEA	NaN	NA	NA	62.2	53.3	57.9	—
New Product early-stage Entrepr. Activity, % of TEA	NaN	NA	NA	50.8	36.9	45.0	—

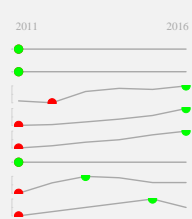


SOURCES: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION; WORLD BANK - WDI

SUPPORTS

Infrastructure and support services available through incubators, accelerators and other NGOs

	Avg 2003-2011	2011	2012	2013	2014	2015	2016
% firms identifying transportation as major constraint, % of firms	NaN	NA	NA	NA	NA	8.0	—
% of firms with an annual fin. Statem. reviewed by ext. audit., % of firms	NaN	NA	NA	NA	NA	24.3	—
Quality of electricity supply, 1-7 = best	3.4	3.3	3.1	4.0	4.2	4.1	4.4
Broadband Internet subscriptions, per 100 population	1.9	4.1	4.3	5.0	5.6	6.5	8.1
Internet bandwidth, kb/s/capita	7.8	7.8	10.0	13.5	15.9	20.8	24.4
Access to electricity, % population	96.0	NA	99.0	NA	NA	NA	—
ICT goods imports, % total goods imports	7.0	10.2	16.2	19.9	19.1	NA	—
Internet users, per 100 population	19.8	35.1	39.5	43.9	48.3	52.7	—



SOURCES: ENTERPRISE SURVEYS; WEF-GCI REPORT; WORLD BANK - WDI