

# T&C

## Snapshots

### Data Note

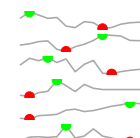


## Vietnam

| GDP (US\$ billions) (2017) | Population (millions) (2017) | Income per capita (current US\$) (2017) | Poverty rate (2012) | Unemployment rate (2014) |
|----------------------------|------------------------------|---|---------------------|--------------------------|
| 222.1                      | 93.0                         | 2,389.3                                 | 3.2                 | 2.3                      |

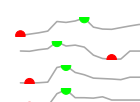
### Macro Indicators

|   | Avg 2003-2012 | 2013   | 2014   | 2015   | 2016   | 2017   |
|---|---------------|--------|--------|--------|--------|--------|
| GDP growth (annual %)                       | 6.47          | 5.42   | 5.98   | 6.23   | 6.32   | 6.31   |
| Current account balance                     | -2.23         | 5.49   | 4.78   | 0.25   | -0.02  | -0.30  |
| Fiscal balance (% of GDP)                   | -2.28         | -6.94  | -5.97  | -5.41  | -5.00  | -4.79  |
| Remittances, received (% of GDP) [1]        | 6.09          | —      | —      | —      | —      | —      |
| Real Effective Exchange Rate (2010=100)     | 91.78         | 117.36 | 121.66 | 128.19 | 125.63 | 123.16 |
| Consumer Price Index, annual percent change | 8.76          | 6.61   | 4.08   | 1.50   | 2.95   | 3.18   |



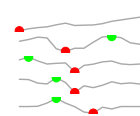
### Investment indicators

|   | Avg 2003-2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|---|---------------|------|------|------|------|------|
| Gross domestic investment (% GDP)                               | 27.1          | 27.6 | 28.3 | 29.1 | 29.8 | 29.8 |
| Gross domestic investment, of w: Private investment (% GDP) [1] | 34.0          | 26.7 | 26.8 | —    | —    | —    |
| Inward FDI (% of GDP) [2]                                       | 5.9           | 5.2  | 4.9  | —    | —    | —    |
| Inward FDI, % of private investment [2]                         | 18.0          | NA   | —    | —    | —    | —    |



### Trade Indicators

|   | Avg 2003-2012 | 2013   | 2014   | 2015   | 2016   | 2017   |
|---|---------------|--------|--------|--------|--------|--------|
| Total Trade in Goods and Services (% of GDP, real terms)        | 131.20        | 182.19 | 192.78 | 203.78 | 214.16 | 224.81 |
| Trade balance (% GDP, real terms)                               | -3.24         | 1.16   | 0.23   | -3.94  | -5.05  | -5.51  |
| Exports, Goods and Services, annual percent change (real terms) | 13.18         | 17.37  | 11.56  | 9.99   | 11.24  | 11.50  |
| Imports, Goods and Services, annual percent change (real terms) | 13.31         | 17.09  | 12.73  | 14.60  | 12.20  | 11.70  |
| Total reserves in months of imports [1]                         | 2.66          | 2.17   | —      | —      | —      | —      |



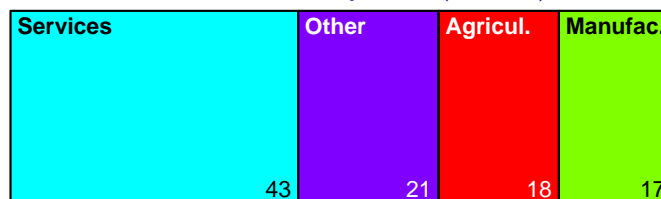
Sources: MFM note, [1] World Development Indicators (WDI), [2] UNCTADSTAT, [3] World Economic Outlook (WEO)

### Goods Export and Import volume growth, 2012-2015



Source: Development Prospects Group (DECPG)

### Gross Value Added by Economic Activity 2013 (% GDP)



Source: World Development Indicators (WDI)

### Top 5 Exports by % of Total Value, 2014

|                                     |                 |                                       |                                     |
|-------------------------------------|-----------------|---------------------------------------|-------------------------------------|
| Telephone sets, including telephone | Crude petroleum | Other footwear with uppers of leather | Coffee, not roasted, whether or not |
| 16                                  | 5               | 3                                     | —                                   |
|                                     |                 | Portable automatic data processing    |                                     |

### Imports Categories by % of Total Value, 2014

|               |                    |                |               |
|---------------|--------------------|----------------|---------------|
| Capital goods | Intermediate goods | Consumer goods | Raw materials |
| 37            | 37                 | 18             | 8             |

Source: World Integrated Trade Solution (WITS)

### Doing Business 2015 Ranks (among all countries)

|                                   | DB 2015 Rank | DB 2016 Rank | Change in Rank |
|-----------------------------------|--------------|--------------|----------------|
| Dealing with Construction Permits | 12           | 12           | 0              |
| Ease of Doing Business Rank       | 93           | 90           | 3              |
| Enforcing Contracts               | 74           | 74           | 0              |
| Getting Credit                    | 36           | 28           | 8              |
| Getting Electricity               | 130          | 108          | 22             |
| Paying Taxes                      | 172          | 168          | 4              |
| Protecting Minority Investors     | 121          | 122          | -1             |
| Registering Property              | 58           | 58           | 0              |
| Resolving Insolvency              | 125          | 123          | 2              |
| Starting a Business               | 125          | 119          | 6              |
| Trading Across Borders            | 98           | 99           | -1             |

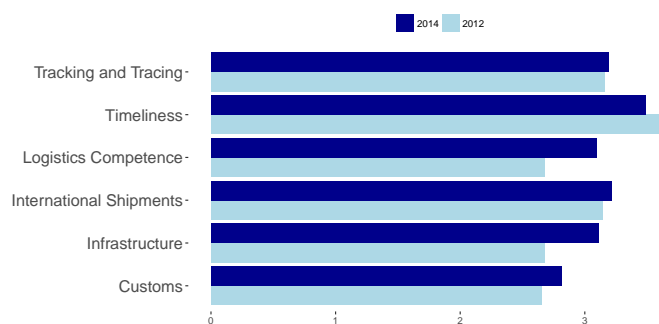
Source: Doing Business Report 2015

## WEF Competitiveness Indicators (Scale 1-5, 5=best)



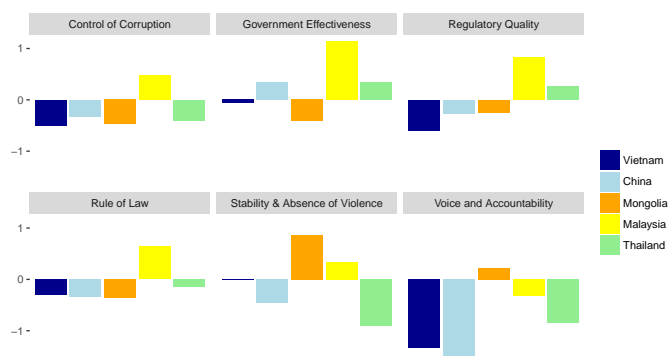
Source: WEF Global Competitiveness Report 2015

## Logistics Performance Index (Scale 1-5, 5=best)



Source: Logistics Performance Index (World Bank)

## World Governance indicators (Std. score, High=best)



Source: Worldwide Governance Indicators

## Trade Policy

|  | 2010 | 2014 |
|--|------|------|
| Applied Tariff (Incl. Prefers. and Trade-Weighted) | 7.3  | 6.6  |
| Binding (%)  | 100  | 100  |
| Dispersion (Standard Deviation)                    | 13   | 12.6 |
| Import duties collected [1]                        | —    | —    |
| MFN Tariff (Agriculture)                           | 17   | 16.9 |
| MFN Tariff (Non-Agriculture)                       | 8.4  | 8.1  |
| MFN Tariff (Simple Average)                        | 9.8  | 9.3  |
| Services sectors with GATS commitments [1]         | —    | 105  |

Sources: WITS, [1] WTO Trade Profiles

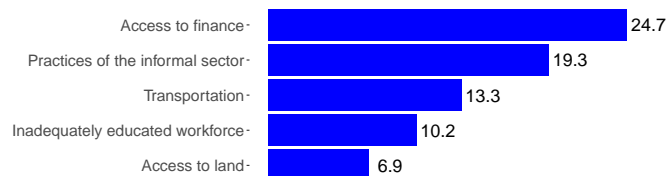
## Private Sector's Views

### Enterprise Survey 2009

|   | Vietnam | East Asia and Pacific | All Countries |
|---|---------|-----------------------|---------------|
| Number of electrical outages in a typical month   | 1.00    | 3.50                  | 6.30          |
| Percent of firms with a bank loan/line of credit  | 49.90   | 35.00                 | 34.30         |
| Proportion of investment financed by banks (%)  | 12.00   | 12.80                 | 14.30         |
| Proportion of investment financed internally (%)  | 74.70   | 74.70                 | 71.80         |
| Senior management time spent dealing with the requirements of government regulation (%) | 4.60    | 6.70                  | 9.90          |

Source: Enterprise Survey 2009

### Top 5 constraints according to ES 2009 (% respondents)



Source: Enterprise Survey 2009

### Top 5 constraints according to WEF 2015 survey (% respondents among 88 executives)



Source: WEF Global Competitiveness Report 2015



## Most Recent

| Product  | Document Date |
|--|---------------|
| Vietnam - Performance and learning review of the country partnership strategy for the period FY12-FY16 | 2015-05-18    |

| Product     | Concept Review Date | Board Date |
|-------------|---------------------|------------|
| Vietnam SCD | 2015-12-07          | 2016-05-02 |

| Project ID | Project Name                            | Team Leader      | Approval Date | Lending Inst. Type | Begin Appraisal | Commitment (US\$M) | Latest Sort Overall Risk Rating | FY Expenses (US\$K) | Cum Expenses (US\$K) | FY Prob |
|------------|---|------------------|---------------|--------------------|-----------------|--------------------|---------------------------------|---------------------|----------------------|---------|
| P156773    | Thanh Hoa Industrial and Enterprise Dev | Andres F. Garcia | 2016-12-28    | IPF                | 2016-09-05      | 96                 | L                               | 186                 | 186                  | C       |
| P158817    | Vietnam Logistics Statistical System    | Duc Minh Pham    | 2016-04-08    | IPF                | —               | 0                  | —                               | 0                   | 0                    | —       |
| P129222    | Vietnam Climate Innovation Center (CIC) | Jana Malinska    | —             | IPF                | —               | 0                  | —                               | 153                 | 867                  | —       |

## Active

| Project ID | Project Name                             | Team Leader     | Approval Date | Lending Inst. Type | Closing Date | Commitment (US\$M) | Undisbursed Balance (US\$M) | Project Rating DO | Project Rating IP | Overall Risk | Months in Problem Status |
|------------|--|-----------------|---------------|--------------------|--------------|--------------------|-----------------------------|-------------------|-------------------|--------------|--------------------------|
| P155260    | Vietnam Climate Innovation Center (VCIC) | Jana Malinska   | 2015-10-30    | IPF                | 2018-06-30   | 4                  | 4                           | —                 | —                 | —            | 0                        |
| P121643    | Vietnam Inclusive Innovation             | Smita Kuriakose | 2013-05-13    | IPF                | 2018-11-30   | 55                 | 46                          | MU                | MU                | S            | 13                       |

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WB ASA  
Active

| Task ID | Task Name                              | Team Leader                 | Management Approval Date | Product Line | RAS (Y/N) | Current Expenditure BB (US\$K) | Current Expenditure Total (US\$K) | Lifetime Expenditure BB (US\$K) | Lifetime Expenditure Total (US\$K) |
|---------|--|-----------------------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P159578 | Vietnam Trans-Pacific Partnership      | Richard James Lowden Record | 2018-06-15               | PA           | N         | —                              | 0                                 | —                               | 0                                  |
| P156831 | Vietnam Trade Facilitation             | Duc Minh Pham               | 2017-06-30               | TA           | N         | 39                             | 217                               | 39                              | 217                                |
| P158037 | Vietnam Global Value Chains            | Richard James Lowden Record | 2016-06-30               | EW           | N         | 15                             | 15                                | 15                              | 15                                 |
| P123838 | ASP 5&6 Business Incubation in Vietnam | Timothy John Charles Kelly  | 2013-08-30               | PT           | N         | —                              | 0                                 | —                               | 436                                |

Closed

| Task ID | Task Name                                | Team Leader     | Management Approval Date | Product Line | RAS (Y/N) | Current Expenditure BB (US\$K) | Current Expenditure Total (US\$K) | Lifetime Expenditure BB (US\$K) | Lifetime Expenditure Total (US\$K) |
|---------|--|-----------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P126546 | Developing Knowledge Partnership         | Quang Hong Doan | 2014-03-24               | TA           | N         | —                              | 0                                 | 268                             | 268                                |
| P143775 | TA Support for CIT and VAT Law Amendment | Duc Minh Pham   | 2014-03-17               | TA           | N         | —                              | 0                                 | 18                              | 115                                |
| P128358 | Vietnam Knowledge Transfer               | Nancy Chen      | 2012-06-26               | TA           | N         | —                              | 0                                 | 74                              | 74                                 |
| P108641 | WTO                                      | Martin G. Rama  | 2008-06-16               | TA           | N         | —                              | 0                                 | 99                              | 99                                 |
| P103461 | Vietnam: Support the Beyond WTO program  | Yan Wang        | 2007-12-07               | TE           | N         | —                              | 0                                 | 51                              | 51                                 |
| P099345 | Research Workshop on Beyond the WTO prog | Yan Wang        | 2007-03-27               | TE           | N         | —                              | 0                                 | 10                              | 26                                 |
| P092827 | Vietnam WTO Accession                    | Duc Minh Pham   | 2007-01-22               | TA           | N         | —                              | 0                                 | 132                             | 274                                |
| P095455 | VN: Trade policy and WTO Accession, TOT  | Yan Wang        | 2006-05-17               | TE           | N         | —                              | 0                                 | 57                              | 103                                |
| P095456 | VN: WTO Accession for Parliamentarians   | Yan Wang        | 2005-12-20               | TE           | N         | —                              | 0                                 | 50                              | 98                                 |
| P095454 | VN: Trade and WTO Accession for HNP      | Yan Wang        | 2005-08-18               | TE           | N         | —                              | 0                                 | 18                              | 60                                 |
| P093693 | Vietnam: Post WTO Industrial policy III  | Yan Wang        | 2005-04-07               | TE           | N         | —                              | 0                                 | 26                              | 73                                 |
| P093696 | Vietnam: WTO and Industrial Policy II    | Yan Wang        | 2004-12-17               | TE           | N         | —                              | 0                                 | —                               | 10                                 |
| P083318 | Vietnam WTO Accession                    | Duc Minh Pham   | 2003-06-03               | EW           | N         | —                              | 0                                 | 180                             | 180                                |

IFC ASA  
Active

| Project ID | Project Name   | Team Leader                     | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--|---------------------------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 599615     | Industrial Resource Efficiency                       | Vu, Anh Tuong                   | 2014-03-12       | 2017-06-30        | 2,769                     | 584                           | 202                               |
| 600060     | Vietnam Agri-Finance and Good Agricultural Practices | Rozemuller, Hendericus Bastiaan | 2013-10-17       | 2017-12-30        | 3,418                     | 2,397                         | 507                               |
| 596607     | Vietnam Simplified Business Tax Implementation       | Nguyen, Viet Anh                | 2012-11-30       | 2017-06-30        | 1,729                     | 840                           | 188                               |
| 599100     | Green Building Promotion in Vietnam                  | Nguyen, Nhan Thi Thu            | 2012-09-07       | 2017-06-30        | 2,384                     | 1,531                         | 199                               |
| 601417     | Vietnam SME Developnent                              | Nguyen, Viet Anh                | —                | —                 | 0                         | 0                             | 0                                 |

Pipeline

| Project ID | Project Name   | Team Leader                  | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--|------------------------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 593867     | Vietnam Agricultutal Commodities Collateralized Financing/Warehouse Receipts | Sebaduka, Hannington Peter K | —                | 2017-06-30        | 4,123                     | 1,062                         | 16                                |

Closed

| Project ID | Project Name   | Team Leader          | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--|----------------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 569808     | Vietnam Licensing  | Nguyen, Nhan Thi Thu | 2009-08-11       | 2013-06-30        | 981                       | 984                           | 0                                 |
| 567247     | BEE-Vietnam Land Stage 2   | Huynh, Huong Mai     | 2009-05-14       | 2011-06-30        | 452                       | 453                           | 0                                 |
| 564330     | Vietnam Business Tax Simplification                                    | Pham, Tu Minh        | 2008-12-09       | 2012-09-30        | 1,285                     | 1,345                         | 0                                 |
| 561307     | Vietnam Tax Compliance Cost Survey and Assessment                      | Pham, Tu Minh        | 2007-11-17       | 2009-06-30        | 90                        | 10                            | 0                                 |
| 543844     | Vietnam Land Program   | Nimac, Ivan Anton    | 2006-02-19       | 2009-06-30        | 670                       | 625                           | 0                                 |
| 538706     | FIA Strategic Planning   | Nimac, Ivan Anton    | 2006-01-30       | —                 | 0                         | 0                             | 0                                 |
| 523324     | Vietnam Business Forum   | Pham, Lien Anh       | 2006-01-26       | 2011-12-31        | 1,031                     | 1,003                         | 0                                 |
| 538143     | Evaluation of Composite Panel Investment Potential in Vietnam          | O'Donnell, Dwight H. | 2005-12-13       | 2008-06-30        | 75                        | 62                            | 0                                 |
| 538883     | BEE - Provincial Simplification  | Pham, Tu Minh        | 2005-11-15       | 2009-06-30        | 412                       | 415                           | 0                                 |
| 537649     | Investment Law   | Muir, Russell A.     | 2005-08-11       | —                 | 0                         | 0                             | 0                                 |
| 538725     | Diagnostic Phase Land Study  | Muir, Russell A.     | 2005-08-11       | —                 | 0                         | 0                             | 0                                 |
| 535003     | BEE-Promoting Gender Equality in Private Sector Development in Vietnam | Nguyen, Huong Thien  | 2005-08-10       | 2006-12-31        | 0                         | 0                             | 0                                 |
| 523418     | BEE-VN INVESTMENT LAW TA   | Nguyen, Lan Van      | 2005-07-26       | —                 | 0                         | 0                             | 0                                 |
| 531442     | BEE-ENTERPLAW TA   | Nguyen, Lan Van      | 2005-07-25       | —                 | 0                         | 0                             | 0                                 |