

T&C

Snapshots

Data Note

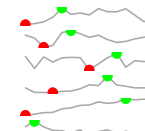


Lao PDR

| GDP (US\$ billions) (2016) | Population (millions) (2016) | Income per capita (current US\$) (2016) | Poverty rate (2012) | Unemployment rate (2014) |
|----------------------------|------------------------------|---|---------------------|--------------------------|
| 13.6 | 6.9 | 1,968.9 | 29.9 | 1.4 |

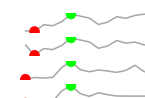
Macro Indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|-------|--------|--------|--------|--------|
| GDP growth (annual %) | 7.21 | 8.02 | 8.52 | 7.46 | 6.38 | 6.98 |
| Current account balance | -1.50 | -4.41 | -3.69 | -2.04 | -0.88 | 0.21 |
| Fiscal balance (% of GDP) | -4.03 | -1.28 | -6.01 | -3.77 | -4.08 | -3.76 |
| Remittances, received (% of GDP) [1] | 0.36 | 0.63 | 0.53 | — | — | — |
| Real Effective Exchange Rate (2010=100) | 86.75 | 99.26 | 105.52 | 103.76 | 104.93 | 103.99 |
| Consumer Price Index, annual percent change | 7.65 | 4.26 | 6.36 | 4.15 | 2.00 | 4.00 |



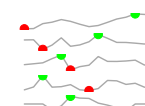
Investment indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|------|------|------|------|------|
| Gross domestic investment (% GDP) | 23.9 | 31.6 | 30.1 | 32.7 | 34.0 | 34.0 |
| Gross domestic investment, of w: Private investment (% GDP) [1] | 26.6 | 31.6 | 29.2 | 30.1 | — | — |
| Inward FDI (% of GDP) [2] | 3.1 | 3.1 | 4.0 | 6.2 | — | — |
| Inward FDI, % of private investment [2] | 9.9 | 10.1 | NA | — | — | — |



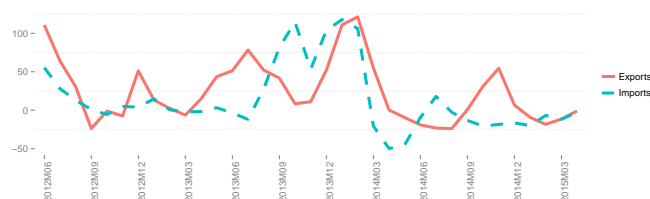
Trade Indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|------|------|-------|-------|-------|
| Total Trade in Goods and Services (% of GDP, real terms) | 75.6 | 87.5 | 91.5 | 98.7 | 97.5 | 97.5 |
| Trade balance (% GDP, real terms) | -9.7 | -9.8 | -9.9 | -10.5 | -11.3 | -10.5 |
| Exports, Goods and Services, annual percent change (real terms) | 9.4 | 12.9 | 14.0 | 16.0 | 4.0 | 8.1 |
| Imports, Goods and Services, annual percent change (real terms) | 7.2 | 21.9 | 13.0 | 15.8 | 6.0 | 6.2 |
| Total reserves in months of imports [1] | 5.6 | 4.3 | 3.4 | — | — | — |



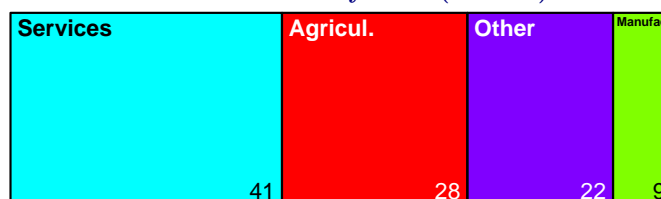
Sources: MFM note, [1] World Development Indicators (WDI), [2] UNCTADSTAT, [3] World Economic Outlook (WEO)

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, NA

Data not available

Imports Categories by % of Total Value, NA

Data not available

Doing Business 2015 Ranks (among all countries)

| | DB 2015 Rank | DB 2016 Rank | Change in Rank |
|-----------------------------------|--------------|--------------|----------------|
| Dealing with Construction Permits | 41 | 42 | -1 |
| Ease of Doing Business Rank | 139 | 134 | 5 |
| Enforcing Contracts | 92 | 92 | 0 |
| Getting Credit | 128 | 70 | 58 |
| Getting Electricity | 158 | 158 | 0 |
| Paying Taxes | 127 | 127 | 0 |
| Protecting Minority Investors | 177 | 178 | -1 |
| Registering Property | 65 | 66 | -1 |
| Resolving Insolvency | 189 | 189 | 0 |
| Starting a Business | 145 | 153 | -8 |
| Trading Across Borders | 108 | 108 | 0 |

Source: World Integrated Trade Solution (WITS)

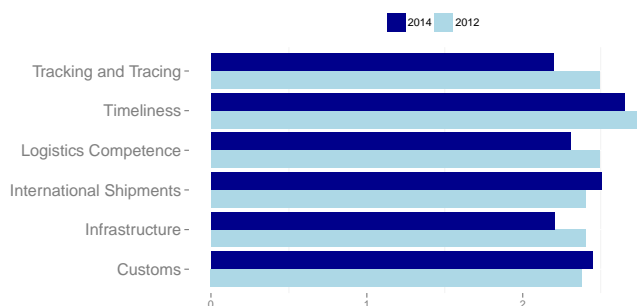
Source: Doing Business Report 2015

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



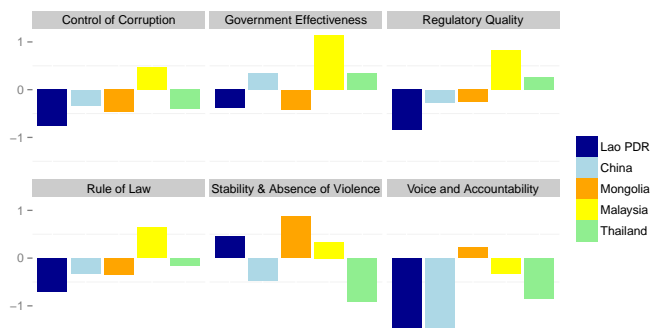
Source: WEF Global Competitiveness Report 2015

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

| | 2014 |
|--|------|
| Applied Tariff (Incl. Prefers. and Trade-Weighted) | 4.5 |
| Dispersion (Standard Deviation) | 9.0 |
| Import duties collected (% , 2011-2013) [1] | 4.2 |
| MFN Tariff (Agriculture) | 19.9 |
| MFN Tariff (Non-Agriculture) | 8.1 |
| MFN Tariff (Simple Average) | 9.7 |
| Services sectors with GATS commitments [1] | 79.0 |

Sources: WITS, [1] WTO Trade Profiles

Private Sector's Views

Enterprise Survey 2013

| | Lao PDR | East Asia and Pacific | All Countries |
|---|---------|-----------------------|---------------|
| Number of electrical outages in a typical month | 2.30 | 3.50 | 6.30 |
| Percent of firms with a bank loan/line of credit | 32.60 | 35.00 | 34.30 |
| Proportion of investment financed by banks (%) | 9.30 | 12.80 | 14.30 |
| Proportion of investment financed internally (%) | 81.00 | 74.70 | 71.80 |
| Senior management time spent dealing with the requirements of government regulation (%) | 5.80 | 6.70 | 9.90 |

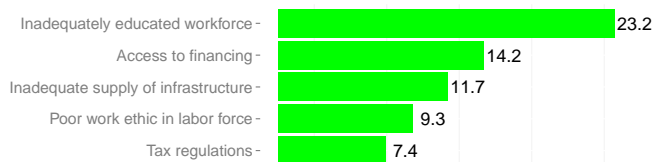
Source: Enterprise Survey 2013

Top 5 constraints according to ES 2013 (% respondents)



Source: Enterprise Survey 2013

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



Source: WEF Global Competitiveness Report 2015



T&C Snapshots Operations Note



Lao PDR

WB Lending Pipeline

| 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 |
|------------|----------------------------|---------------|---------------|--------------------|-----------------|--------------------|---------------------------------|---------------------|----------------------|---------|
| P159060 | Additional Financing TDF-2 | Mombert Hoppe | — | IPF | — | — | — | 0 | 0 | — |

WB Portfolio 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 |
|------------|--|-----------------------------|---------------|--------------------|--------------|--------------------|-----------------------------|-------------------|-------------------|--------------|--------------------------|
| P144992 | Lao PDR CTFP Additional Financing | Richard James Lowden Record | 2013-05-28 | IPF | — | 6 | — | — | — | — | — |
| P130512 | Lao PDR Trade Development Facility 2 | Mombert Hoppe | 2012-12-04 | IPF | 2017-03-31 | 4 | 1 | S | S | M | 0 |
| P101750 | Lao PDR Customs and Trade Facilitation | Konesawang Nghardsaysone | 2008-06-17 | IPF | 2017-06-30 | 6 | 4 | S | S | L | 0 |

Closed

| Project ID | Project Name | Team Leader | Approval Date | Lending Inst. Type | Closing Date | Commitment (US\$M) | Project Rating DO | Project Rating IP | IEG Outcome Rating |
|------------|---|--------------------------|---------------|--------------------|--------------|--------------------|-------------------|-------------------|--------------------|
| P124640 | Lao PDR Sust Silk Production (TDF-JSDF) | Konesawang Nghardsaysone | 2010-11-01 | IPF | 2015-04-22 | 2 | U | U | — |

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) |
|---------|--|-----------------------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P150968 | Services-Manufacturing Linkages | Gonzalo J. Varela | 2016-03-24 | EW | N | — | 41 | — | 78 |
| P150969 | Incidence and impact of NTMs Trade and Employment Linkages | Jose Daniel Reyes | 2016-03-24 | EW | N | — | 5 | 0 | 44 |
| P150970 | | Elizabeth N. Ruppert Bulmer | 2016-03-24 | EW | N | — | 8 | 0 | 61 |

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) |
|---------|--|-----------------------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P133659 | Lao PDR ICA 2014 Update | Richard James Lowden Record | 2015-02-08 | EW | N | — | 0 | 71 | 71 |
| P125045 | Lao PDR TTFA | Richard James Lowden Record | 2014-05-12 | EW | N | — | 0 | — | 211 |
| P130772 | Lao PDR National Single Window | Richard James Lowden Record | 2013-11-10 | TA | N | — | 0 | — | 1,350 |
| P125044 | Lao PDR DTIS Update and WTO Accession | Richard James Lowden Record | 2013-04-01 | TA | N | — | 0 | — | 129 |
| P115251 | Lao PDR Trade SWAp | Richard James Lowden Record | 2012-06-27 | TA | N | — | 0 | — | 472 |
| P116372 | Lao PDR Export Competitiveness TA | Richard James Lowden Record | 2012-06-27 | TA | N | — | 0 | — | 230 |
| P116373 | Lao PDR Improved Trade Facilitation TA | Richard James Lowden Record | 2011-06-30 | TA | N | — | 0 | — | 86 |
| P122149 | Lao PDR Export Survival Analysis | Richard James Lowden Record | 2011-06-30 | EW | N | — | 0 | — | 22 |
| P117271 | Lao PDR SPS Action Plan Imp TA | Richard James Lowden Record | 2010-10-04 | TA | N | — | 0 | — | 95 |
| P111001 | Lao PDR Trade in Services Study | Sengxay Phousinghoa | 2009-06-15 | EW | N | — | 0 | 62 | 62 |
| P106191 | Laos WTO Accession | Mona E. Haddad | 2008-02-01 | TA | N | — | 0 | 57 | 88 |
| P099367 | Lao PDR: Action Agenda for IF process II | Yan Wang | 2006-03-07 | TE | N | — | 0 | 16 | 26 |
| P099346 | Lao PDR: Action Agenda for IF process I | Yan Wang | 2006-03-03 | TE | N | — | 0 | 20 | 43 |
| P091865 | LaoPDR:Trade Policy and WTO Accession | Yan Wang | 2005-06-17 | TE | N | — | 0 | 31 | 40 |

IFC ASA
Active

| Project ID | Project Name | Team Leader | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Current Expenditure (in US\$K) |
|------------|-----------------------------------|-----------------------|------------------|-------------------|---------------------------|--------------------------------|
| 586507 | Lao Licensing Reform | Vongsay, Thipphaphone | 2012-03-29 | 2016-06-30 | 149 | 5 |
| 570747 | Lao Tax Simplification | Vongsay, Thipphaphone | 2010-01-24 | 2016-06-30 | 1,926 | 117 |
| 601396 | Lao PDR Investment Climate Reform | Nanthavong, Khampao | — | — | 0 | 0 |

Closed

| Project ID | Project Name | Team Leader | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Current Expenditure (in US\$K) |
|------------|-----------------------|-----------------------|------------------|-------------------|---------------------------|--------------------------------|
| 558845 | BEE-LS Investment Law | Vongsay, Thipphaphone | 2008-06-09 | 2012-06-30 | 217 | 0 |
| 532048 | Lao Business Forum | Vongsay, Thipphaphone | 2005-07-25 | 2011-06-30 | 881 | 0 |
| 543484 | BEE-Lao Business Law | Yang, Ka Ying | 2006-04-26 | 2010-12-30 | 300 | 0 |
| 537689 | FIL Workshop | Muir, Russell A. | 2005-08-11 | — | 0 | 0 |