

T&C

Snapshots

Data Note

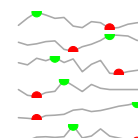


Vietnam

| GDP (US\$ billions) (2016) | Population (millions) (2016) | Income per capita (current US\$) (2016) | Poverty rate (2012) | Unemployment rate (2014) |
|----------------------------|------------------------------|---|---------------------|--------------------------|
| 208.6 | 92.3 | 2,261.4 | 3.2 | 2.3 |

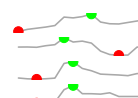
Macro Indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|---------|---------|---------|---------|---------|
| GDP growth (annual %) | 6.579 | 5.250 | 5.420 | 5.980 | 6.231 | 6.317 |
| Current account balance | -2.917 | 5.969 | 5.488 | 4.783 | 0.247 | -0.017 |
| Fiscal balance (% of GDP) | -1.909 | -6.699 | -6.940 | -5.970 | -5.407 | -4.997 |
| Remittances, received (% of GDP) [1] | 6.086 | — | — | — | — | — |
| Real Effective Exchange Rate (2010=100) | 90.264 | 110.038 | 117.358 | 121.659 | 128.186 | 125.629 |
| Consumer Price Index, annual percent change | 8.735 | 9.099 | 6.605 | 4.076 | 1.500 | 2.950 |



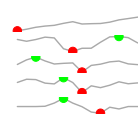
Investment indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|------|------|------|------|------|
| Gross domestic investment (% GDP) | 27.1 | 27.7 | 27.6 | 28.3 | 29.1 | 29.8 |
| Gross domestic investment, of w: Private investment (% GDP) [1] | 34.7 | 27.2 | 26.7 | 26.8 | — | — |
| Inward FDI (% of GDP) [2] | 5.9 | 5.4 | 5.2 | 4.9 | — | — |
| Inward FDI, % of private investment [2] | 17.6 | 22.2 | NA | — | — | — |



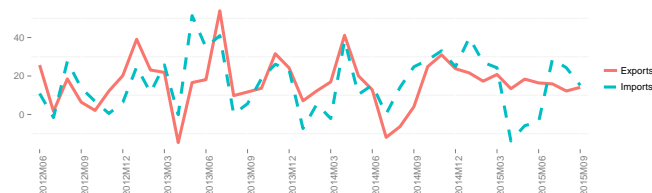
Trade Indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|--------|--------|--------|--------|--------|
| Total Trade in Goods and Services (% of GDP, real terms) | 128.48 | 163.84 | 182.19 | 192.78 | 203.78 | 214.16 |
| Trade balance (% GDP, real terms) | -3.58 | 0.85 | 1.16 | 0.23 | -3.94 | -5.05 |
| Exports, Goods and Services, annual percent change (real terms) | 12.95 | 15.73 | 17.37 | 11.56 | 9.99 | 11.24 |
| Imports, Goods and Services, annual percent change (real terms) | 13.66 | 9.45 | 17.09 | 12.73 | 14.60 | 12.20 |
| Total reserves in months of imports [1] | 2.68 | 2.48 | 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 |

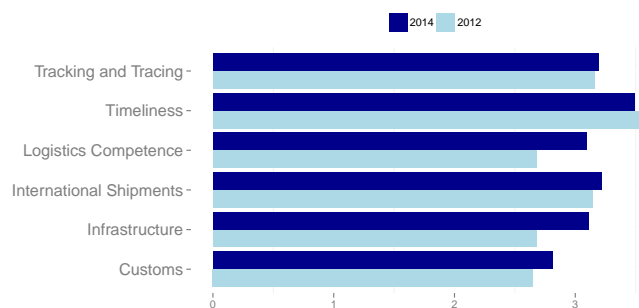
Source: Doing Business Report 2015

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



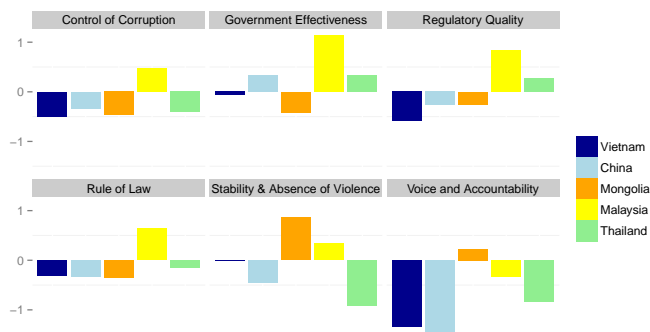
Source: WEF Global Competitiveness Report 2015

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

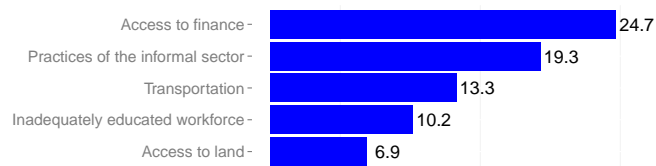
Private Sector's Views

Enterprise Survey 2013

| | 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 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

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 |
|------------|--|-----------------|---------------|--------------------|--------------|--------------------|-----------------------------|-------------------|-------------------|--------------|--------------------------|
| 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 | — | 12 |

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 |
|------------|--------------|-------------|---------------|--------------------|--------------|--------------------|-------------------|-------------------|--------------------|
| None | | | | | | | | | |

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) |
|---------|-----------------------------|-----------------------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P156831 | Vietnam Trade Facilitation | Duc Minh Pham | 2017-06-30 | TA | N | 20 | 136 | 20 | 136 |
| P158037 | Vietnam Global Value Chains | Richard James Lowden Record | 2016-06-30 | EW | N | 8 | 8 | 8 | 8 |

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 | Yan Wang | 2006-05-17 | TE | N | — | 0 | 57 | 103 |
| P095456 | Accession, TOT | Yan Wang | 2005-12-20 | TE | N | — | 0 | 50 | 98 |
| P095454 | VN: WTO Accession for Parliamentarians | Yan Wang | 2005-08-18 | TE | N | — | 0 | 18 | 60 |
| P093693 | VN: Trade and WTO Accession for HNP | Yan Wang | 2005-04-07 | TE | N | — | 0 | 26 | 73 |
| P093696 | Vietnam: Post WTO Industrial policy III | Yan Wang | 2004-12-17 | TE | N | — | 0 | — | 10 |
| P083318 | Vietnam: WTO and Industrial Policy II | 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) | Current Expenditure (in US\$K) |
|------------|--|----------------------|------------------|-------------------|---------------------------|--------------------------------|
| 569808 | Vietnam Licensing | Nguyen, Nhan Thi Thu | 2009-08-11 | 2013-06-30 | 981 | 0 |
| 567247 | BEE-Vietnam Land Stage 2 | Huynh, Huong Mai | 2009-05-14 | 2011-06-30 | 226 | 0 |
| 564330 | Vietnam Business Tax Simplification | Pham, Tu Minh | 2008-12-09 | 2012-09-30 | 1,285 | 0 |
| 561307 | Vietnam Tax Compliance Cost Survey and Assessment | Pham, Tu Minh | 2007-11-17 | 2009-06-30 | 90 | 0 |
| 543844 | Vietnam Land Program | Nimac, Ivan Anton | 2006-02-19 | 2009-06-30 | 670 | 0 |
| 538706 | FIA Strategic Planning | Nimac, Ivan Anton | 2006-01-30 | — | 0 | 0 |
| 523324 | Vietnam Business Forum | Pham, Lien Anh | 2006-01-26 | 2011-12-31 | 1,031 | 0 |
| 538143 | Evaluation of Composite Panel Investment Potential in Vietnam | O'Donnell, Dwight H. | 2005-12-13 | 2008-06-30 | 75 | 0 |
| 538883 | BEE - Provincial Simplification | Pham, Tu Minh | 2005-11-15 | 2009-06-30 | 412 | 0 |
| 537649 | Investment Law | Muir, Russell A. | 2005-08-11 | — | 0 | 0 |
| 538725 | Diagnostic Phase Land Study | Muir, Russell A. | 2005-08-11 | — | 0 | 0 |
| 535003 | BEE-Promoting Gender Equality in Private Sector Development in Vietnam | Nguyen, Huong Thien | 2005-08-10 | 2006-12-31 | 0 | 0 |
| 523418 | BEE-VN INVESTMENT LAW | Nguyen, Lan Van | 2005-07-26 | — | 0 | 0 |
| 531442 | TA BEE-ENTERPLAW | Nguyen, Lan Van | 2005-07-25 | — | 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) |
|------------|--|---------------------------------|------------------|-------------------|---------------------------|--------------------------------|
| 600060 | Vietnam Agri-Finance and Good Agricultural Practices | Rozemuller, Hendericus Bastiaan | 2013-10-17 | 2017-12-30 | 1,025 | 139 |
| 596607 | Vietnam Simplified Business Tax Implementation | Nguyen, Viet Anh | 2012-11-30 | 2017-06-30 | 1,729 | 177 |
| 599100 | Green Building Promotion in Vietnam | Nguyen, Nhan Thi Thu | 2012-09-07 | 2017-06-30 | 1,908 | 139 |
| 599615 | Industrial Resource Efficiency | Vu, Anh Tuong | 2014-03-12 | 2017-06-30 | 2,492 | 168 |
| 601417 | Vietnam Regulatory Implementation Gap | Nguyen, Viet Anh | — | — | 0 | 0 |