

## APPENDIX

PLEASE ANSWER ALL QUESTIONS.

*Part One*

Please **CIRCLE** the appropriate number that indicates your degree of agreement or disagreement to each of the following statements.

Each number has the following meaning:

- 1 = SD : Strongly Disagree
- 2 = D : Disagree
- 3 = N : Neither Agree or Disagree
- 4 = A : Agree
- 5 = SA : Strongly Agree

	SD	D	N	A	SA
a) Vietnam is a potential investment haven.	1	2	3	4	5
b) It is easy to invest in Vietnam.	1	2	3	4	5
c) Vietnam being in ASEAN accords special privilege to Malaysian companies.	1	2	3	4	5
d) The single most important barrier towards investment in Vietnam is its banking system.	1	2	3	4	5
e) Investment procedure for foreign companies in Vietnam is simple and standard.	1	2	3	4	5
f) There are conflicting laws pertaining to investment in Vietnam.	1	2	3	4	5
g) Vietnam's current political situation is not a major concern for investment decision.	1	2	3	4	5

	SD	D	N	A	SA
h) Vietnam's Ministry of Investment and Planning provides sufficient assistance to foreign investors.	1	2	3	4	5
l) Corruption is a major hindrance for Malaysian investors in Vietnam.	1	2	3	4	5
j) The Vietnamese Government is supportive of investors who are in for long term (more than 3 years) rather than short term.	1	2	3	4	5
k) It is very important to clarify all legal matters before actually investing in Vietnam.	1	2	3	4	5
l) Infrastructural facility is greatly lacking in Vietnam.	1	2	3	4	5
m) Vietnamese government supports infrastructural development investment in Vietnam.	1	2	3	4	5
n) Most infrastructural development takes more than 3 years to complete.	1	2	3	4	5
o) Technology is greatly lacking in Vietnam.	1	2	3	4	5
p) Labour is abundant and cheap in Vietnam.	1	2	3	4	5
q) Vietnamese foreign investment laws are very complicated and often contradictory.	1	2	3	4	5
r) Most Malaysian companies want to establish long term relationship with Vietnamese business partners.	1	2	3	4	5
s) Many Malaysian companies wanted to make "a quick buck" and failed miserably in Vietnam.	1	2	3	4	5
t) To be successful in Vietnam, Malaysian companies need to prove their sincerity and commitment to the Vietnamese government.	1	2	3	4	5

## *Part Two*

In order of importance, rank the following items which your company considers are the barriers to investment in Vietnam (with 1 being the greatest barrier and 10 the least).

- |  |       |
|--|-------|
| a. Unskilled labour  | ----- |
| b. Lack of Technology  | ----- |
| c. Corruption  | ----- |
| d. Lack of Infrastructure                                      | ----- |
| e. Poor banking system   | ----- |
| f. Conflicting and Unclear<br>Investment Laws                  | ----- |
| g. Political Instability                                       | ----- |
| h. Language  | ----- |
| i. Distrust by Vietnamese towards<br>foreigners                | ----- |
| j. Poor role played by Ministry of<br>Investment and Planning. | ----- |

*Part Three*

Please provide the following information about your company to help in our analysis.  
Please do not give your company's name. All information provided will be compiled in summary tables only.

Please tick (X) next to the statement which accurately describes your company profile.

**A.**

**Form of business ownership:**

- Sole proprietorship .....
- Partnership .....
- Private limited co. ....
- Public Company (owned by the government) .....
- Public listed company .....

**B.**

**Amount of investment in Vietnam:**

- less than RM 500,000 .....
- RM 500,000 - RM 999,999 .....
- RM 1,000,000 - RM 4,999,999 .....
- RM 5,000,000 - RM 9,999,999 .....
- more than RM 10,000,000 .....

**C**

**Type of business involvement:**

- Agent .....
- Export Import .....
- Joint Venture .....
- Franchise .....
- Licensing .....
- Foreign Direct Investment .....

D.

Type of business investment by Industry:

- Heavy industry .....
- Oil & Gas industry .....
- Construction of processing zone .....
- Light industry .....
- Food & Processing .....
- Agro/ Forestry .....
- Hotels & Tourism .....
- Services .....
- Construction of offices and apartments .....
- Transport and Telecommunications .....
- Culture/Healthcare/Education .....
- Seafood products .....
- Finance/Banking .....

E.

Length of Investment Project:

- Less than 1 year .....
- 1 to less than 3 years .....
- 3 to less than 5 years .....
- more than 5 years .....

F.

Number of business projects currently undertaken:

- 1 .....
- 2 .....
- 3 and more .....

G.

Expected period for Return on Investment:

- Within 1 year of operation .....
- 1 - 3 years of operation .....
- 3 - 5 years of operation .....
- 5 years and above .....

*End of questionnaire. Thank you for your cooperation.*