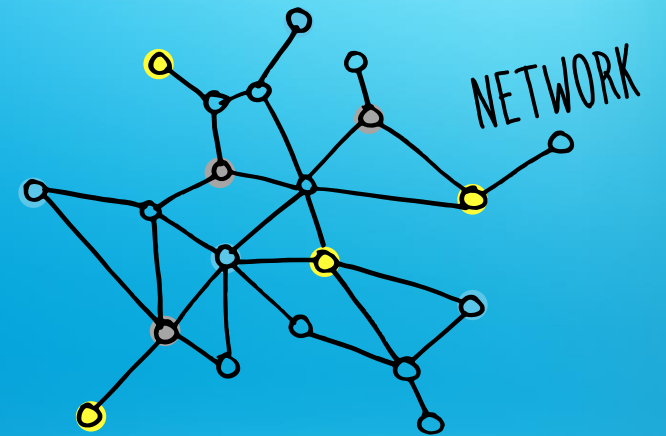


TRADE AND PRIVATE SECTOR WORKING GROUP MEETING PRESENTATION

06 JUNE 2023



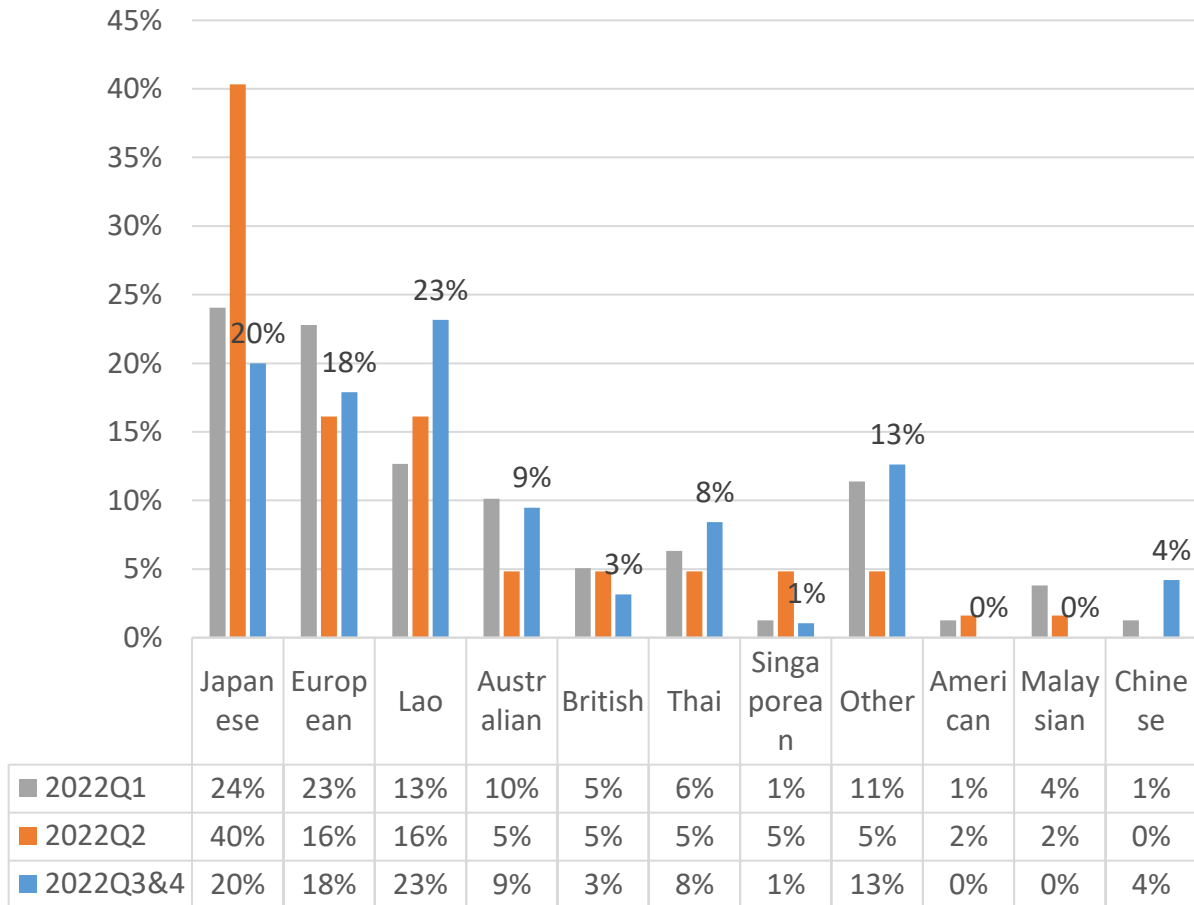
Genesis of the Joint Chamber Survey

- Joint initiative between the major foreign business chambers in Lao PDR.
- Aim to gain a snapshot of foreign investors experience of doing business in Lao PDR.
- Over time, through comparison of these snapshots identify trends and provides another data point for decision makers.
 - Use of data to develop evidence based indicators.
- 1st Survey was conducted for the period ending Q4/21, originally anticipated for quarterly basis.
 - Frequency of survey changed to half yearly in the 2nd half of 2022.

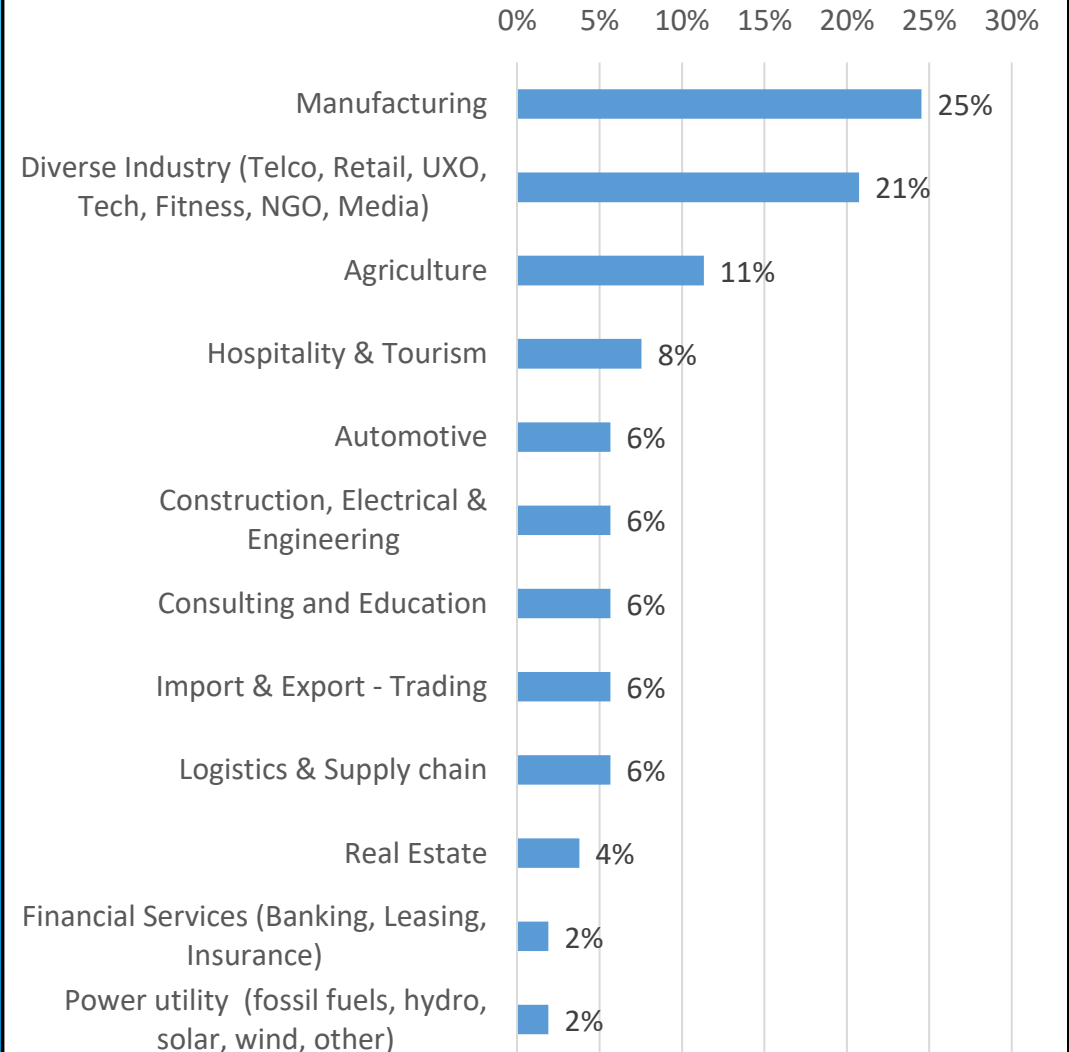


Survey Participants

Country of Ownership

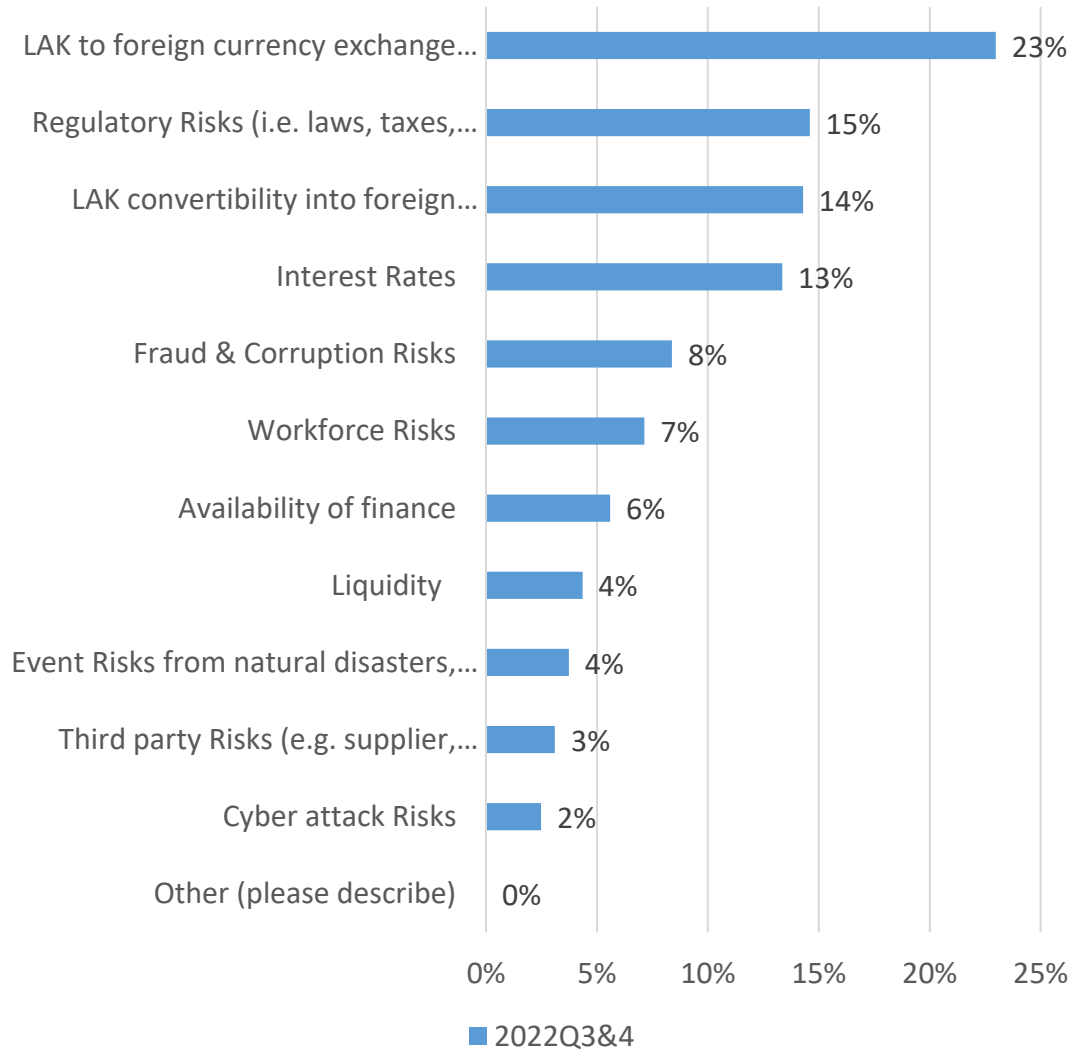


Industry Group

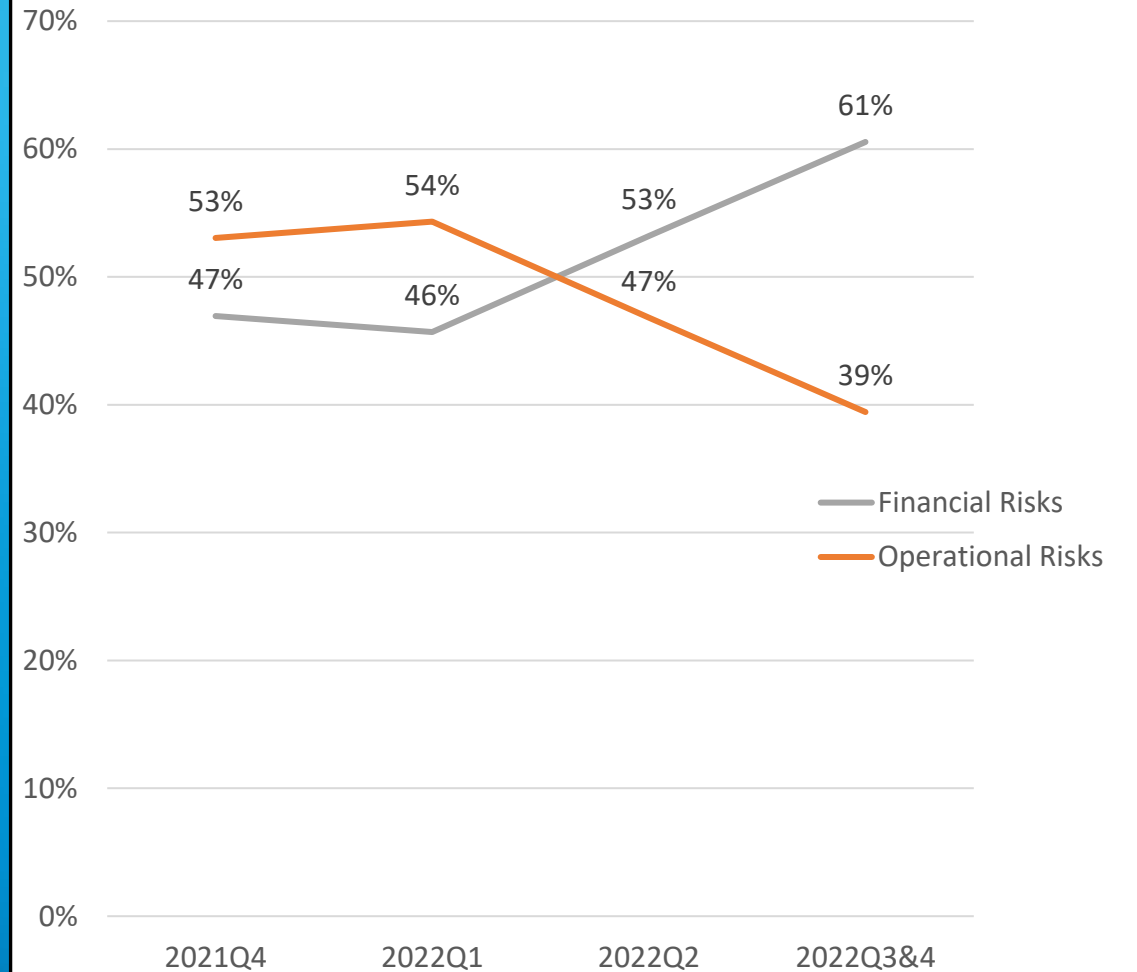


The Risk Environment

Key Risks

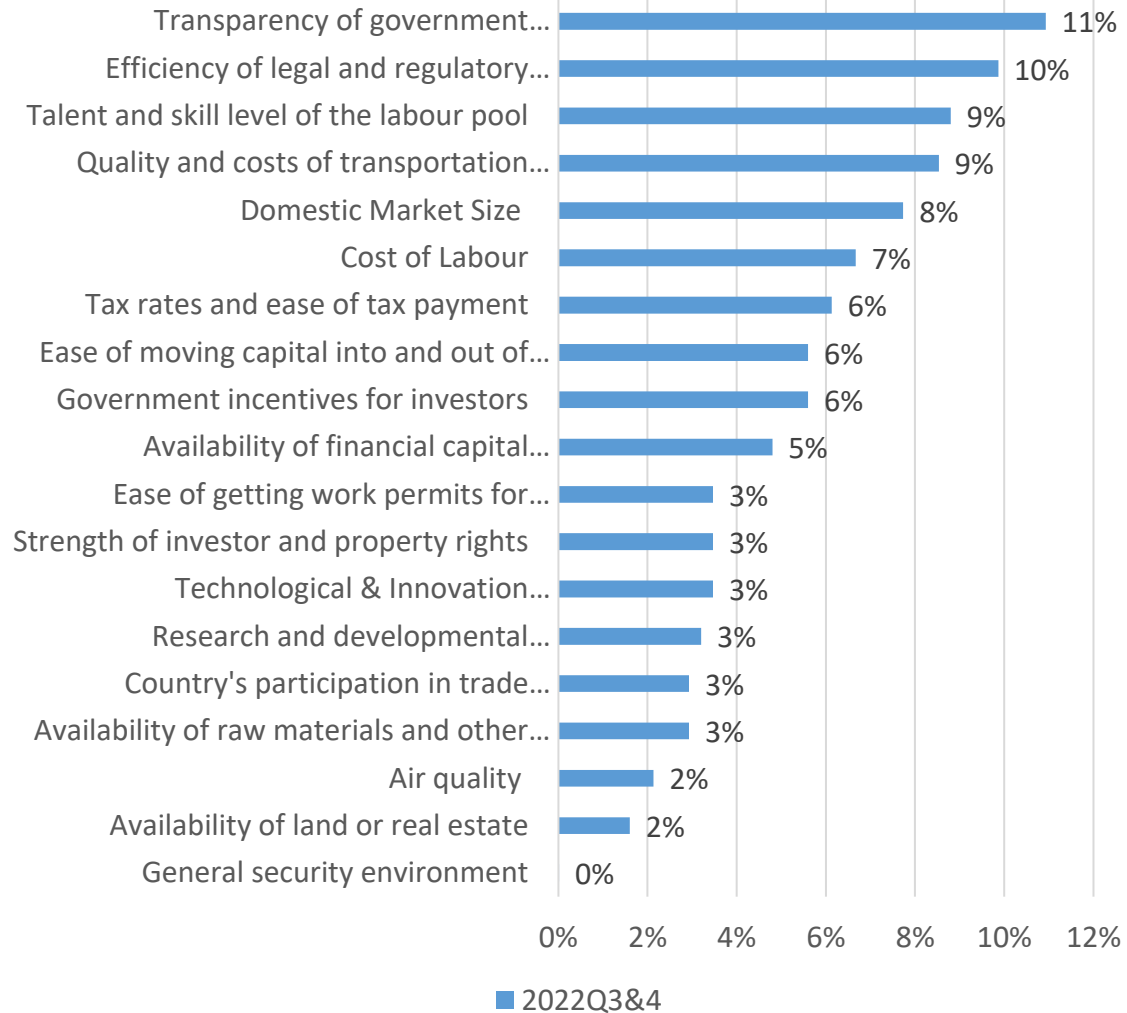


Financial Risks Continue to Increase

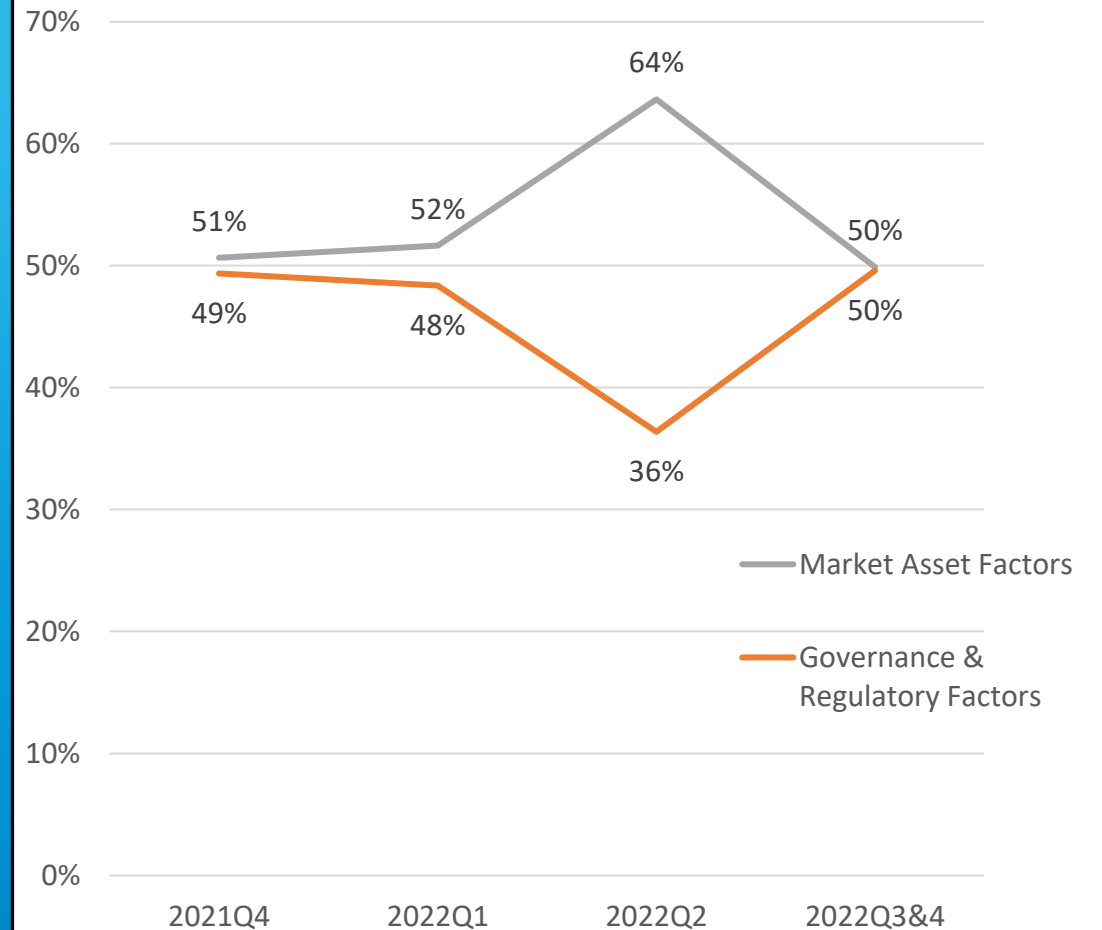


What would help to improve sentiment?

Factor Categories

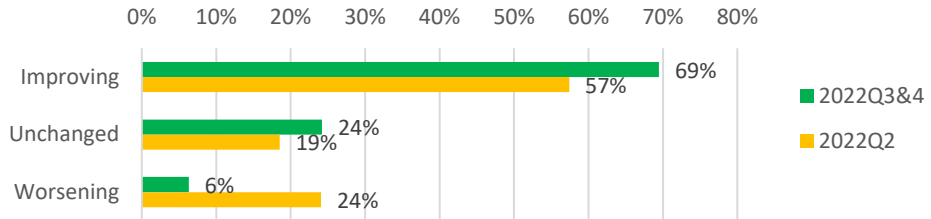


Market Improvement Factors

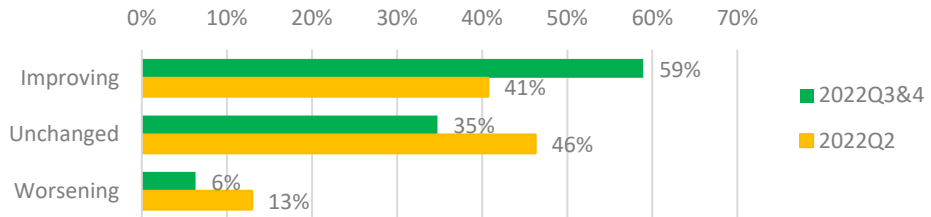


Business Sentiment Categories

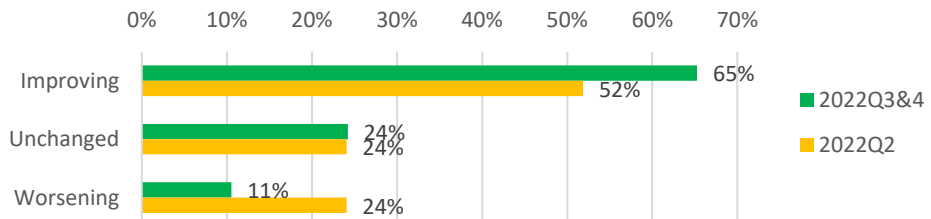
Business Conditions



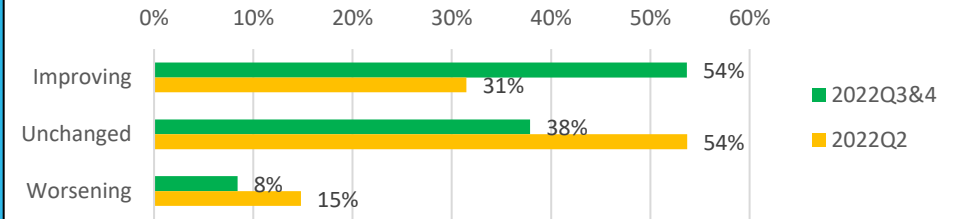
CapEx Spend



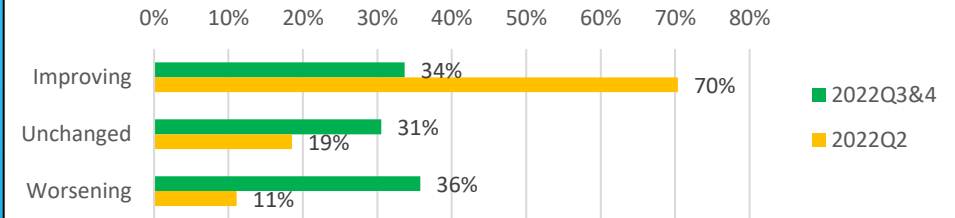
Profit



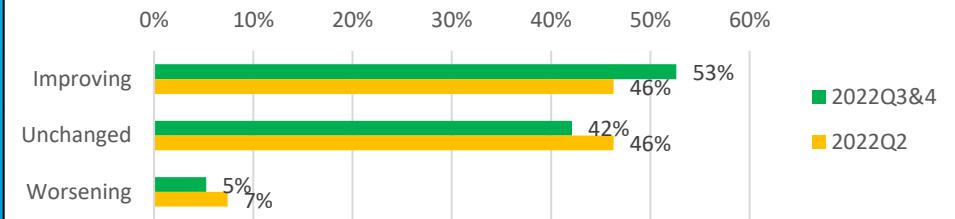
Working Capital (Cash Holding)



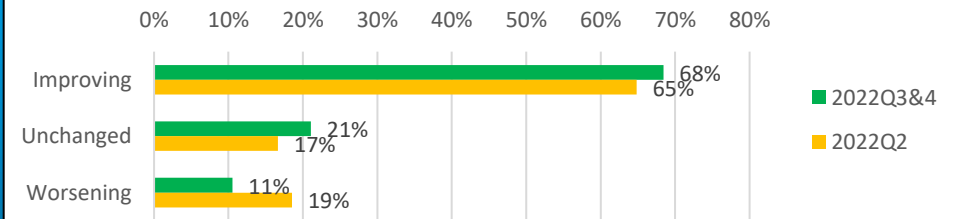
Production Costs (COGS)



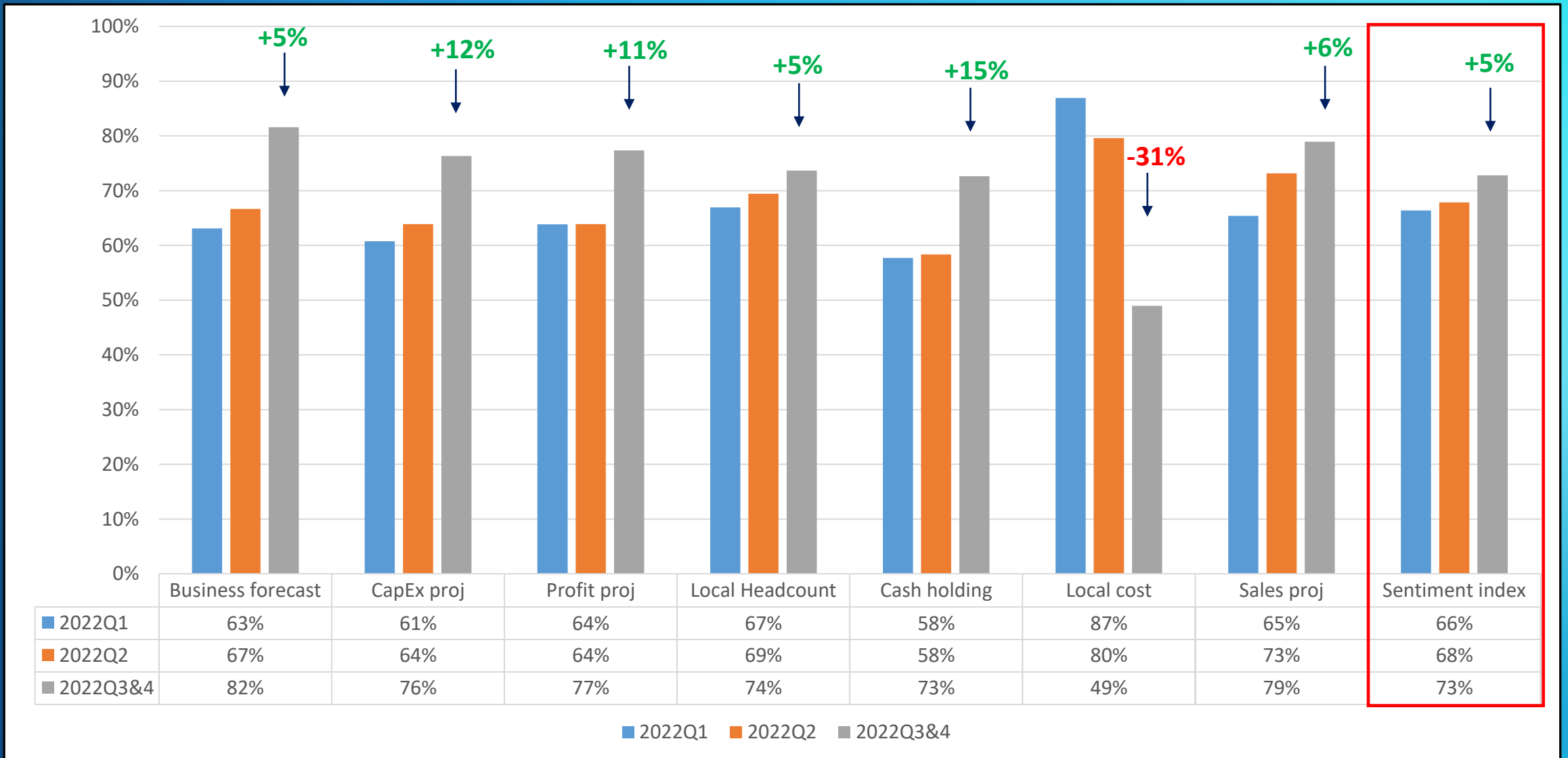
Headcount



Sales Projection



Joint Chamber Sentiment Index (Q3 & Q4 2022)



“The goal is to turn data into information and information into insight”

Carly Fiorina, former Chairwoman of Hewlett Packard

