



### 2003 ASIAN INVESTMENT INTENTIONS SURVEY

Total number of selected companies:	<u>521</u>
Total number of respondents:	<u>117</u>
Total % of response:	<u>22.46%</u>

1) Our main activities are in (please tick all responses that apply to your company):

<u>14.2%</u>	Japan
<u>22.0%</u>	China (excluding Hong Kong)
<u>15.6%</u>	Other North Asia (including Hong Kong)
<u>20.0%</u>	Southeast Asia
<u>8.8%</u>	India, Pakistan or Sri Lanka
<u>11.9%</u>	Australia or New Zealand
<u>7.5%</u>	Other
<u>100.0%</u>	

2) Our main area of business is:

<u>15.0%</u>	Resource extraction, handling or processing
<u>4.5%</u>	Agriculture or agri-business
<u>21.1%</u>	Manufacturing
<u>6.0%</u>	Trading
<u>4.5%</u>	Financial services
<u>9.8%</u>	IT products and services
<u>9.8%</u>	Business services
<u>29.3%</u>	Other
<u>100.0%</u>	

3) Our activities in Asia are aimed mainly at:

<u>73.3%</u>	Servicing the Asian market
<u>10.4%</u>	Servicing the Canadian market
<u>16.3%</u>	Other
<u>100.0%</u>	

4) During the next 12 months we expect our level of investment in Asia to:

<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	
<u>9%</u>	<u>15%</u>	<u>12%</u>	<u>14%</u>	Increase substantially
<u>47%</u>	<u>31%</u>	<u>37%</u>	<u>35%</u>	Increase moderately
<u>26%</u>	<u>42%</u>	<u>42%</u>	<u>42%</u>	Stay about the same
<u>6%</u>	<u>5%</u>	<u>5%</u>	<u>3%</u>	Decrease
<u>12%</u>	<u>7%</u>	<u>4%</u>	<u>6%</u>	Don't know
<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	

- 5) During the next 2-5 years we expect our level of investment in Asia to:

<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	
<u>21%</u>	<u>22%</u>	<u>28%</u>	<u>32%</u>	Increase substantially
<u>53%</u>	<u>40%</u>	<u>44%</u>	<u>45%</u>	Increase moderately
<u>9%</u>	<u>27%</u>	<u>13%</u>	<u>15%</u>	Stay about the same (skip question 6)
<u>4%</u>	<u>2%</u>	<u>7%</u>	<u>4%</u>	Decrease (skip question 6)
<u>13%</u>	<u>9%</u>	<u>8%</u>	<u>4%</u>	Don't know (skip question 6)
<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	

- 6) We expect our investment in Asia to increase by way of:

<u>43.9%</u>	New direct investment
<u>38.3%</u>	Expansion or upgrading of existing company-owned facilities
<u>17.8%</u>	Merger or acquisition of existing companies or assets
<u>100.0%</u>	

- 7) Is your firm likely to invest in any of the following countries in the next 12 months (please tick all responses that apply to your company):

<u>5.6%</u>	Japan
<u>20.1%</u>	China (excluding Hong Kong)
<u>8.4%</u>	Other North Asia (including Hong Kong)
<u>14.1%</u>	Southeast Asia
<u>4.0%</u>	India, Pakistan or Sri Lanka
<u>6.8%</u>	Australia or New Zealand
<u>12.5%</u>	United States
<u>11.7%</u>	Europe
<u>6.4%</u>	Mexico
<u>10.4%</u>	Other Latin America
<u>100.0%</u>	

- 8) Our decision on investment (or disinvestment) will be influenced by (please tick all responses that apply to your company):

<u>28.9%</u>	Expected economic growth in the target economy/ies
<u>6.5%</u>	Low asset prices in the target economy/ies
<u>8.5%</u>	Low production costs in the target economy/ies
<u>21.6%</u>	A need to provide expanded support for existing customers
<u>10.2%</u>	Protection of market share in the target economy/ies
<u>7.7%</u>	Access to finance on favourable terms
<u>2.4%</u>	Access to technology on favourable terms
<u>7.7%</u>	Security concerns
<u>6.5%</u>	Other
<u>100.0%</u>	

- 9) Can you rate the impact of terrorism, the threat of military action in Iraq, and/or government actions taken in response to security concerns, on your investment intentions?

Less likely to invest in:		Globe	NE Asia	SE Asia	South Asia	Australia/NZ
Strongly disagree	(1)	<u>29.4%</u>	<u>19.8%</u>	<u>21.2%</u>	<u>20.4%</u>	<u>42.0%</u>
	(2)	<u>26.5%</u>	<u>35.4%</u>	<u>28.3%</u>	<u>31.2%</u>	<u>30.7%</u>
	(3)	<u>29.4%</u>	<u>26.0%</u>	<u>33.3%</u>	<u>28.0%</u>	<u>21.6%</u>
	(4)	<u>8.8%</u>	<u>10.4%</u>	<u>13.1%</u>	<u>11.8%</u>	<u>2.3%</u>
Strongly agree	(5)	<u>5.9%</u>	<u>8.3%</u>	<u>4.0%</u>	<u>8.6%</u>	<u>3.4%</u>
		<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>