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## Investment of rice mills in Vietnam

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*Document Version*

Publisher's PDF, also known as Version of record

*Publication date:*

2003

[Link to publication in University of Groningen/UMCG research database](#)

*Citation for published version (APA):*

Le, K. N. (2003). *Investment of rice mills in Vietnam: the role of financial market imperfections and uncertainty*. [Thesis fully internal (DIV), University of Groningen]. s.n.

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# Questionnaire

Name of the RM: ..... established in: .....  
 Name of the interviewer: ..... Date: ..... / ..... / 2000.  
 RM's address: ..... Street: ..... Commune: .....  
 Village: ..... District/Town: ..... Province: .....  
 Phone number: .....

## A. General information

1. Education level of the owner/manager: ..... /12 or university [Yes / No].
2. Vocational training: (*specify number of training*) .....
3. Ownership:            State-owned            Private
4. Distance to nearest bank: ..... (in kilometer).
5. Activities

1. Milling	Y	N	5. Local rice trading	Y	N
2. Polishing	Y	N	6. Rice exporting	Y	N
3. Paddy trading	Y	N	7. By-product trading	Y	N
4. Rice supplying to rice exporters	Y	N	8. Other: ( <i>specify</i> ) .....	Y	N

*Note: Y = Important (in terms of sales); N = Not important (in terms of sales).*

## 6. Sources of funds for establishment

Sources	Amount of money borrowed in VND	Interest rate (*) (per cent /month)	Duration (months)	Condition	Borrowing fee (VND 1,000)
1. State-owned banks					
2. Non-state banks					
3. Moneylenders					
4. Friends, relatives					
5. Own capital					
6. Others: .....					

*Note: \* If interest rates cannot be specified, please write down the absolute amount of the interest payment.*

## 7. Estimated value of fixed assets of the RM in 1998 and 1999 (VND million)

Items	1998	1999	Items	1998	1999
1. Milling machine			5. Warehouse		
2. Polisher			6. Transportation means		
3. Dryer			7. Average inventory		
4. Building			8. TOTAL		

*Investment of rice mills in Vietnam*

8. Sales (in VND million)

<i>Milling</i>		<i>Polishing</i>		<i>Own milled rice trade</i>		<i>Own by-product trade</i>		<i>Total</i>	
1998	1999	1998	1999	1998	1999	1998	1999	1998	1999

9. Investment and sources of funds for investment in 1998

<i>No.</i>	<i>Items</i>	<i>Invested amount (VND million) and sources</i>	<i>Interest rate (*) (%/month)</i>	<i>Duration (months)</i>	<i>Condition</i>	<i>Borrowing fee (VND1,000)</i>
1.	MILLING MACHINE	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
2.	POLISHER	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
3.	DRYER	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
4.	BUILDING	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
5.	WAREHOUSE	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
6.	TRANSPORTATION MEANS	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
7.	INVENTORY	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
<i>Note: * If interest rates cannot be specified, please write down the absolute amount of the interest payment.</i>						

## 10. Investment and sources of funds for investment in 1999

No.	Items	Invested amount (VND million) and source	Interest rate (*) (%/month)	Duration (months)	Condition	Borrowing fee (VND1,000)
1.	MILLING MACHINE	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
2.	POLISHER	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
3.	DRYER	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
4.	BUILDING	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
5.	WAREHOUSE	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
6.	TRANSPORTATION MEANS	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
7.	INVENTORY	1. State-owned banks: . . . . .				
		2. Non-state banks: . . . . .				
		3. Moneylenders: . . . . .				
		4. Friends, relatives: . . . . .				
		5. Other rice millers: . . . . .				
		6. Own capital: . . . . .				
<i>Note: * If interest rates cannot be specified, please write down the absolute amount of the interest payment.</i>						

*Investment of rice mills in Vietnam*

11. How much do you plan to invest in 2000 and 2001 (in VND million) if you can borrow?

	<i>Items</i>	2000	2001		<i>Items</i>	2000	2001
1.	Milling machine			5.	Warehouse		
2.	Polisher			6.	Transportation means		
3.	Dryer			7.	Average inventory		
4.	Building			8.	TOTAL		

12. How much do you plan to invest in 2000 and 2001 (in VND million) if you cannot borrow?

	<i>Items</i>	2000	2001		<i>Items</i>	2000	2001
1.	Milling machine			5.	Warehouse		
2.	Polisher			6.	Transportation means		
3.	Dryer			7.	Average inventory		
4.	Building			8.	TOTAL		

13. How much was the profit of your business in:

1998: ..... VND million

1999: ..... VND million

14. Please specify which category was and will be profit of your rice mills as percentage of sales:

	<i>Category</i>	1998	1999	2000	2001		<i>Category</i>	1998	1999	2000	2001
1.	Negative					4.	6-15%				
2.	0-5%					5.	> 15%				

15. Please indicate the importance of the following factors to your investment decisions

	Items	Importance to investment decisions					
		Milling machine	Polisher	Dryer	Ware-house	Building	Transportation means
1.	Access to bank loans	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
2.	Interest rates of charged by banks	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
3.	Collateral requested for bank loans	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
4.	Access to loans by moneylenders	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
5.	Interest rates charged by money-lenders	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
6.	Unanticipated changes in output demand	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
7.	Unanticipated changes in output price	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
8.	Unanticipated changes in sales	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
9.	Unanticipated changes in prices of milling and polishing	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
10.	Unanticipated changes in input supply	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
11.	Unanticipated in input price	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4

*Note: 1 Unimportant; 2 Not so important; 3 Important; 4 Very important.*

## B. Market conditions

16. If you raise milling or output prices, by how much would your sales change?

<input type="checkbox"/> Increase by 0-1%	<input type="checkbox"/> Increase by 1-5%	<input type="checkbox"/> Increase by 5-10%	<input type="checkbox"/> Increase by 10-25%	<input type="checkbox"/> Increase by >25%
<input type="checkbox"/> Decrease by 0-1%	<input type="checkbox"/> Decrease by 1-5%	<input type="checkbox"/> Decrease by 5-10%	<input type="checkbox"/> Decrease by 10-25%	<input type="checkbox"/> Decrease by >25%
<input type="checkbox"/> Unchanged				

17. How many competitors do you have?

<input type="checkbox"/> No	<input type="checkbox"/> 1-5
<input type="checkbox"/> 6-10	<input type="checkbox"/> 11-15
<input type="checkbox"/> 16-20	<input type="checkbox"/> More than 20

*Investment of rice mills in Vietnam*

**C. Finance**

18. How many times did you apply for loans in 1998 and 1999 from

	Number of times			Number of times			Number of times	
	1998	1999		1998	1999		1998	1999
1. State banks			3. Moneylenders			5. Other rice millers		
2. Non-state banks			4. Relatives, friends			6. Others: (specify) . . . . .		

19. Please specify the reasons why you applied for loans from

No.	Item	State banks		Non-state banks		Moneylenders		Relatives, friends		Other sources	
1	Low interest rates	Y	N	Y	N	Y	N	Y	N	Y	N
2	Do not know any other possibility	Y	N	Y	N	Y	N	Y	N	Y	N
3	Do not have any other possibility	Y	N	Y	N	Y	N	Y	N	Y	N
4	Low borrowing fee	Y	N	Y	N	Y	N	Y	N	Y	N
5	No collateral requested	Y	N	Y	N	Y	N	Y	N	Y	N
6	Longer repayment period	Y	N	Y	N	Y	N	Y	N	Y	N
7	Personal relationship	Y	N	Y	N	Y	N	Y	N	Y	N
8	Nearby	Y	N	Y	N	Y	N	Y	N	Y	N
9	Other reasons: (specify) . . . . .	Y	N	Y	N	Y	N	Y	N	Y	N

*Note: Y = Yes; N = No*

20. Please specify how many times your application was

Category	State banks	Non-state banks	Moneylenders	Relatives and friends	Others
1. totally accepted by					
2. partially accepted by					
3. totally turned down by					

21. Please specify the reasons why your application was turned down by

No	Items	State banks		Non-state banks		Moneylenders		Relatives, friends		Other rice millers	
		Y	N	Y	N	Y	N	Y	N	Y	N
1	Low profitability	Y	N	Y	N	Y	N	Y	N	Y	N
2	Unstable sales	Y	N	Y	N	Y	N	Y	N	Y	N
3	Unstable output price	Y	N	Y	N	Y	N	Y	N	Y	N
4	Lack of information	Y	N	Y	N	Y	N	Y	N	Y	N
5	Lack of collateral	Y	N	Y	N	Y	N	Y	N	Y	N
6	High risks	Y	N	Y	N	Y	N	Y	N	Y	N
7	Old machinery	Y	N	Y	N	Y	N	Y	N	Y	N
8	Poor management capability	Y	N	Y	N	Y	N	Y	N	Y	N
9	Lack of relationship	Y	N	Y	N	Y	N	Y	N	Y	N
10	Lack of management experience	Y	N	Y	N	Y	N	Y	N	Y	N
11	Poor past performance	Y	N	Y	N	Y	N	Y	N	Y	N
12	Other: (Specify) . . . . .	Y	N	Y	N	Y	N	Y	N	Y	N
13	Do not know	Y	N	Y	N	Y	N	Y	N	Y	N

*Note: Y = yes; N = no.*

22. Borrowing and sources of funds in 1998

Sources	Amount of money borrowed in VND million	Interest rate (*) (per cent/month)	Duration (months)	Condition	Borrowing fee (VND 1,000)
1. State-owned banks					
2. Non-state banks					
3. Moneylenders					
4. Relatives, friends					
5. Other rice millers					
6. Others					

*Note: \* If interest rates cannot be specified, please write down the absolute amount of the interest payment.*

23. Borrowing and sources of funds in 1999

Sources	Amount of money borrowed in VND million	Interest rate (*) (per cent/month)	Duration (months)	Condition	Borrowing fee (VND 1,000)
1. State-owned banks					
2. Non-state banks					
3. Moneylenders					
4. Relatives, friends					
5. Other rice millers					
6. Others					

*Note: \* If interest rates cannot be specified, please write down the absolute amount of the interest payment.*



*Investment of rice mills in Vietnam*

24. What kind of information that you have to provide to the lenders in order to get the loans?

Items	State banks		Non-state banks		Moneylenders		Relatives, friends		Other rice millers	
	Y	N	Y	N	Y	N	Y	N	Y	N
1. Business plan	Y	N	Y	N	Y	N	Y	N	Y	N
2. Information about past profits	Y	N	Y	N	Y	N	Y	N	Y	N
3. Creditworthiness records	Y	N	Y	N	Y	N	Y	N	Y	N
4. Management experiences	Y	N	Y	N	Y	N	Y	N	Y	N
5. Others: (specify) . . . . .	Y	N	Y	N	Y	N	Y	N	Y	N

*Note: Y = yes; N = no*

25. Please specify how you were satisfied with the banking services and the loans contracts

Items	Rank	Items	Rank
<b>General banking services</b>		4. Speed of banking operations	<b>1 2 3 4</b>
1. Arranging domestic payments	<b>1 2 3 4</b>	5. Financial consulting	<b>1 2 3 4</b>
2. Arranging foreign payments	<b>1 2 3 4</b>	6. Access to short-term loans	<b>1 2 3 4</b>
3. Arranging foreign exchanges	<b>1 2 3 4</b>	7. Access to long-term loans	<b>1 2 3 4</b>
<b>The loan contracts</b>			<b>1 2 3 4</b>
1. Overall conditions of the loan	<b>1 2 3 4</b>	5. Collateral requirements	<b>1 2 3 4</b>
2. Value of the loan	<b>1 2 3 4</b>	6. Transaction costs involved	<b>1 2 3 4</b>
3. Interest rate	<b>1 2 3 4</b>	7. Application procedure	<b>1 2 3 4</b>
4. Repayment period	<b>1 2 3 4</b>	8. Other (specify) . . . . .	<b>1 2 3 4</b>

*Note: 1 Bad; 2 Not so bad; 3 Good; and 4 Very good.*

**C. Uncertainty and Irreversibility**

26. In 1999 how much did rice price, sales, and profit of your business change as compared to 1996 and 1998?

Intervals	As compared to 1996			As compared to 1998		
	Rice price	Sales	Profit	Rice price	Sales	Profit
Increase by 0-1%						
Increase by 1-5%						
Increase by 5-10%						
Increase by 10-25%						
Increase by > 25%						
Decrease by 0-1%						
Decrease by 1-5%						
Decrease by 5-10%						
Decrease by 10-25%						
Decrease by > 25%						

27. In which direction would the sales of your business change?

<i>In one year (2001)</i>				<i>In three year (2003)</i>			
<i>Intervals</i>	<i>Probability</i>			<i>Intervals</i>	<i>Probability</i>		
	<i>Rice price</i>	<i>Sales</i>	<i>Profit</i>		<i>Rice price</i>	<i>Sales</i>	<i>Profit</i>
Increase by 0-1%				Increase by 0-1%			
Increase by 1-5%				Increase by 1-5%			
Increase by 5-10%				Increase by 5-10%			
Increase by 10-25%				Increase by 10-25%			
Increase by >25%				Increase by >25%			
Decrease by 0-1%				Decrease by 0-1%			
Decrease by 1-5%				Decrease by 1-5%			
Decrease by 5-10%				Decrease by 5-10%			
Decrease by 10-25%				Decrease by 10-25%			
Decrease by >25%				Decrease by >25%			
TOTAL	100%	100%	100%	TOTAL	100%	100%	100%

28. If you would not want to continue your business any longer, how easily could you sell?

<i>Items</i>	<i>Rank</i>	<i>Items</i>	<i>Rank</i>	<i>Items</i>	<i>Rank</i>
1. Milling machine	①②③④	3. Dryer	①②③④	5. Transportation means	①②③④
2. Polisher	①②③④	4. Warehouse	①②③④	6. Others	①②③④
<i>Note: ① Impossible, ② Not so easy, ③ Easy, ④ Very easy.</i>					

29. If you could sell your rice mill, what would be the price?

<i>Items</i>	<i>Rank</i>	<i>Items</i>	<i>Rank</i>	<i>Items</i>	<i>Rank</i>
Milling machine	①②③④	Dryer	①②③④	Transportation means	①②③④
Polisher	①②③④	Warehouse	①②③④	Others	①②③④
<i>Note: ① Very low price, ② Around 1-50% of purchase price; ③ Around 50-75% of purchase price; ④ Around 76-100% of purchase price.</i>					

