



VIETNAM ONLINE EMPLOYMENT INDICATOR – Q2 2007
Measuring Human Capital Demand and Supply in Vietnam

Introduction

The Vietnam Online Employment Indicator is a quarterly review of labor demand and supply based on the number of jobs advertised and resumes posted on VietnamWorks.com. It tracks online trends in specific job categories and in various regions throughout Vietnam.

The following report highlights the changes that took place during the Second Quarter of 2007. Results are compared to the First Quarter of 2007.

Key Finding

The Vietnam Online Employment Indicator continued its upward trend during the Second Quarter of 2007 with increases in both Labor Demand and Labor Supply Indexes.

- *Demand Index made an impressive start up in the second quarter of the year with 15,025 points, increasing 4,475 points from First Quarter of 2007.*
- *Gaining a great deal in the Second Quarter of 2007, Supply Index reached 11,580 points, adding 2,716 points over the First Quarter of 2007. The "E-commerce Development", the popularity of the information and advertising on internet, could be the reason for this change.*
- *Sales¹, Accounting/Finance, Engineering, Administrative/Clerical, IT-Software, and Marketing were still top 6 leaders of the Demand Index by volume while Retail/Wholesales, Expat, Architecture, Entry Level, Internship, Import/Export and Media led the Demand Index by Percentage.*

VIETNAMWORKS ONLINE EMPLOYMENT INDICATOR – DEMAND INDEX

The Demand Index is based on the number of job opportunities available in Vietnam². It represents the total number of jobs publicly advertised within a three-month period.

Continually growing since the first quarter of 2007, the Demand Index in the second quarter has surged up 15,025 points or 142% compared with the first quarter of 2007, 192% compared with the Quarter 4 of 2006.

The quarterly labor demand for 2005-2007 is listed below:

Table 1. Quarterly Online Labor Demand Index

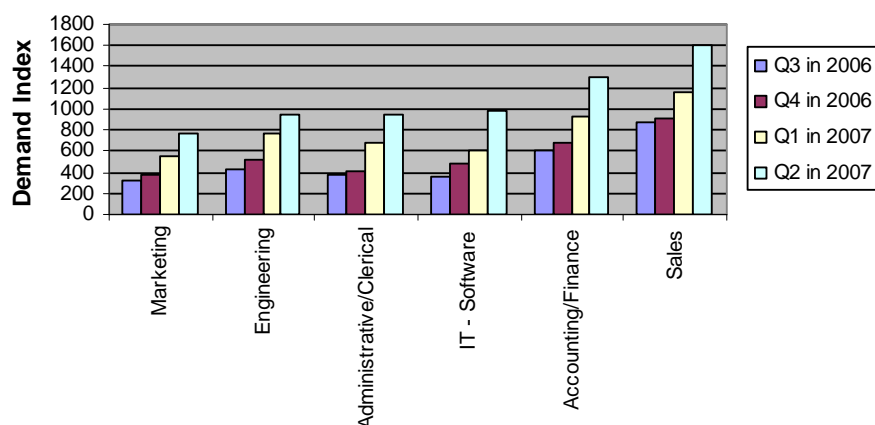
Quarter	Q2'07	Q1'07	Q4'06	Q3'06	Q2'06	Q1'06	Q4'05	Q3'05	Q2'05	Q1'05
Total Demand Index	15,025	10,550	7,792	6,163	6,345	5,060	3,723	3,138	2,349	1,654

In the second quarter of 2007, 46 out of 50 categories increased their Labor Demand Indexes. Once again, Sales led among all categories on Increase in Labor Demand by point (447 points) and Retails/Wholesales led Demand Index list by percentage (232%).

¹ With Sales and Sales Technical categories combined

² Measured by the number of jobs advertised on VietnamWorks.com

Top Six Labor Demand Categories for Q2 2007



Fastest Growth Demand Categories

In this quarter, Administrative/Clerical no longer led the list and was replaced by Sales with a huge increase in volume (+447), followed by Accounting/Finance and IT – Software. Administrative/Clerical took the 4th position. Marketing and Executive Management had the same growth in volume.

Section	Demand Index		Change (%)
	Q1 '07	Q2 '07	
Sales	1152	1599	+447
Accounting/Finance	920	1303	+383
IT - Software	611	986	+375
Administrative/Clerical	675	947	+272
Entry level/Internship	291	538	+247
Marketing	547	760	+213
Executive management	524	737	+213

In term of Growth in Labor Demand by Percentage, leading the list, Retail/Wholesale gained 132%, followed by Expat (+97%), and Architecture (+88%). Entry level/Internship ranked 4th position (+85%).

Section	Demand Index		Change (%)
	Q1 '07	Q2 '07	
Retail/Wholesale	22	51	+132%
Expat	35	69	+97%
Architecture	93	175	+88%
Entry level/Internship	291	538	+85%
Export-Import	153	277	+81%
Media/Newspaper	51	91	+78%

Decline in Labor Demand

For the second quarter of 2007, Temporary/Contract lost 25%, taking up the first place in the list of Decline in Labor Demand by Percentage. With -19%, Footwear was the first runner up. New to the list, Security Service dropped down by 10%.

Section	Demand Index		Change
	Q1 '07	Q2 '07	
Temporary/Contract	12	9	-25%
Footwear	31	25	-19%
Restaurant/Food Service	73	60	-18%
Agriculture/Forestry	34	29	-15%
Security Service	10	9	-10%

Online Recruitment Across Vietnam

There was not much change in Labor Demand across Vietnam compared with the first quarter of 2007. Ho Chi Minh City was still the champion in term of job location distribution, accounting for 50% of the Demand Index across the country. Closely catching up, Hanoi increased lightly from 31% to 32%. Bac Ninh moved from 0.5% to 1% while Hai Duong got only 1%.

Location	Q1 '07	Q2 '07
Ho Chi Minh	48%	50%
Ha Noi	31%	32%
Binh Duong	4%	4%
Dong Nai	1%	1%
Bac Ninh	0.5%	1%
Hai Duong	1%	1%

VIETNAMWORKS ONLINE EMPLOYMENT INDICATOR – SUPPLY INDEX

The Supply Index represents the number of people actively seeking new jobs³ in Vietnam. It reflects the quarterly average number of CVs posted online and is measured in aggregate by industry and functional category.

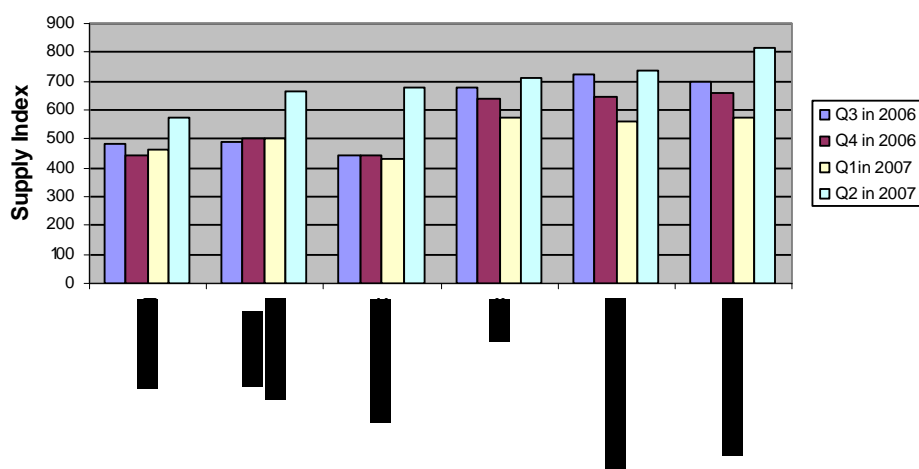
The second quarter of 2007 was a fruitful period when both Labor Demand and Supply raised up. Supply Index in the second quarter of 2007 reached 11,580 points, increasing 2,716 points compared to the first quarter. After two continuous quarters of slight decrease, Supply Index strongly picked up with 30% growth.

Table 6. Quarterly Online Supply Index

Quarter	Q2'07	Q1'07	Q4'06	Q3'06	Q2'06	Q1'06	Q4'05	Q3'05	Q2'05	Q1'05
Total Supply Index	11,580	8,864	9,661	10,254	4,894	5,424	5,371	4,691	3,311	3,303

The 6 leading categories in the Labor Supply Index remained unchanged compare to Q1 2007. However, the ranking competition did. Accounting/Finance (813) added 240 points taking the lead, followed by Administrative/ Clerical (738) and Sales. Banking/Invest (678) and Executive Management (666) leaped up rapidly to take the fourth and fifth ranking.

Top Six Labor Supply Categories for Q2 2007



Fastest Growth in Supply Categories

With the fast booming in banking industry together with newly established banks, Banking/Invest led the fastest growth in Labor Supply list by increasing 245 points (678) compared to the first quarter of 2007, followed closely by Accounting/Finance with 813 points (+240). Administrative and Executive management were also one of the top categories in term of Labor Supply by volume. Human Resource proved itself an attractive industry to job seekers with 457 points, increasing 119 points compared with the first three months of 2007.

³ Measured by the quantity of resumes posted on VietnamWorks.com and excluding applications sent directly to employers.

Table 7. Growth in Labor Supply by Volume			
Section	Supply Index		Change
	Q1 '07	Q2 '07	
Banking/Invest	433	678	+245
Accounting/Finance	573	813	+240
Administrative/Clerical	558	738	+180
Executive management	504	666	+162
Sales	575	713	+138
Human Resource	338	457	+119

Not only leading the top Labor Supply list by Volume, Banking/Invest also led the top list by percentage with 57% growth. Lower by 15%, Accounting/Finance (+ 42%) were next on the list, followed by Environment/Waste Services (+40%), Real Estate (+39%), Interpreter/Translation (+39%), Retail/Wholesales (+39%).

Table 8. Growth in Labor Supply by Percentage			
Section	Supply Index		Change %
	Q1 '07	Q2 '07	
Banking/Invest	433	678	+57%
Accounting/Finance	573	813	+42%
Environment/Waste Services	78	109	+40%
Real Estate	77	107	+39%
Interpreter/Translation	152	211	+39%
Retail/Wholesales	70	97	+39%

Decline in Labor Supply

Security Services (-14%) and Expat (-6%), in term of Decline in Labor Supply, were the only two categories dropping down.

Table 9. Labor Supply Categories Showing Decline by Percentage			
Section	Supply Index		Change %
	Q1 '07	Q2 '07	
Security	7	6	-14%
Expat	49	46	-6%

VIETNAMWORKS EMPLOYMENT INDICATOR - DEMAND INDEX*

Section	Demand Index			
	Q2 in 2007	Q1 in 2007	Q4 in 2006	Q3 in 2006
Accounting/Finance	1303	920	669	612
Administrative/Clerical	947	675	415	371
Advertising/Promotion/PR	380	243	182	143
Agriculture/Forestry	29	34	32	22
Architecture	175	93	95	62
Arts/Design	189	151	114	103
Banking / Invest	588	413	267	207
Chemical / Biochemical	133	76	51	39
Construction	404	308	240	199
Consulting	122	86	46	42
Cosmetics	34	24	9	8
Customer Service	236	171	95	89
Education/Training/Library	180	130	84	97
Engineering	938	761	516	436
Entry level/Internship	538	291	618	14
Environment/Waste Services	26	22	14	16
Executive management	737	524	270	184
Expat	69	35	31	38
Export-Import	277	153	107	107
Food/Beverage	107	61	48	32
Footwear	25	31	40	6
Furniture/Interior Design	85	49	39	34
Health Care/Medical	83	60	69	38
Human Resources	421	304	222	190
Insurance	94	62	26	26
Interpreter/Translator	289	169	134	114
IT - Hardware/Networking	483	306	195	172
IT - Software	986	611	474	352
Legal	144	95	73	54
Manufacturing	607	468	278	232
Marketing	760	547	383	322
Media/Newspaper	91	51	21	17
NGO/Non-profit	165	142	144	122
Oil/Gas/Mineral	95	54	54	16
Other	20	11	11	17
Pharmaceutical/Biotech	187	113	109	107
Purchasing	175	137	71	72
Real Estate	117	80	68	32
Restaurant/Food Service	60	73	45	62
Retail/Wholesale	51	22	14	10
Sales	1599	1152	901	868
Security Service	9	10	5	4
Telecommunications	216	162	83	87
Temporary/Contract	9	12	12	12
Textiles/Garments	184	142	82	66
Tourism/Hotel	287	250	182	178
Transportation/Logistics	293	206	111	90
Warehouse	78	60	43	42

* Demand Index is the total job advertisements quarterly

VIETNAMWORKS EMPLOYMENT INDICATOR – SUPPLY INDEX*

Section	Supply Index			
	Q2 in 2007	Q1 in 2007	Q4 in 2006	Q3 in 2006
Accounting/Finance	813	573	659	701
Administrative/Clerical	738	558	643	723
Advertising/Promotion/PR	435	328	368	407
Agriculture/Forestry	52	41	57	59
Architecture	72	61	63	64
Arts/Design	166	134	149	153
Banking / Invest	678	433	443	444
Chemical / Biochemical	161	121	123	133
Construction	266	224	226	229
Consulting	226	164	186	185
Cosmetics	69	57	63	70
Customer Service	505	389	420	436
Education/Training/Library	207	169	186	211
Engineering	576	460	446	481
Entry level/Internship	269	218	223	205
Environment/Waste Services	109	78	85	96
Executive management	666	504	505	490
Expat	46	49	78	75
Export-Import	414	319	356	379
Food/Beverage	148	123	139	140
Footwear	28	26	23	23
Furniture/Interior Design	74	58	69	68
Health Care/Medical	31	24	27	34
Human Resources	457	338	362	404
Insurance	72	50	58	59
Interpreter/Translator	211	152	163	188
IT - Hardware/Networking	413	337	365	388
IT - Software	419	337	368	403
Legal	62	47	52	59
Manufacturing	353	286	292	315
Marketing	203	152	174	201
Media/Newspaper	79	59	62	70
NGO/Non-profit	232	177	200	234
Oil/Gas/Mineral	149	114	112	119
Other	194	154	187	186
Pharmaceutical/Biotech	100	73	85	96
Purchasing	64	48	50	47
Real Estate	107	77	72	69
Restaurant/Food Service	66	50	62	68
Retail/Wholesale	97	70	84	89
Sales	713	575	640	679
Security Service	6	7	8	8
Telecommunications	256	195	217	252
Temporary/Contract	32	26	33	30
Textiles/Garments	88	71	72	67
Tourism/Hotel	318	237	272	280
Transportation/Logistics	83	67	76	76
Warehouse	57	54	58	61

* Supply Index represents quarterly average resume postings

ABOUT VIETNAMWORKS.COM

VietnamWorks.com is the largest job website in Vietnam, and a web-recruiting pioneer, matching people with jobs, and matching companies with top talent over the Internet since 2002. We provide richly featured recruiting services for thousands companies and hundreds of thousands of jobseekers that utilize our job-posting and candidate resume databases. For jobseekers, VietnamWorks.com provides access to the most jobs, the best companies, and the best resources for career advancement. For employers, VietnamWorks.com provides job posting services, a searchable database in which nearly three-hundred-thousand jobseekers have posted CVs, and print job advertisement in popular Vietnamese and English newspapers.

VietnamWorks.com serves top Vietnamese and International companies in a wide range of industries, and our technology is linked to other major Internet job and information sites, such as www.dantri.com.vn , www.pcworld.com.vn , and others. VietnamWorks.com also provides career-related content in the form of jobs and career advice for many newspapers and magazines including Tuoi Tre, Thanh Nien, Saigon Times Daily, The Gioi Vi Tinh, Saigon Tiep Thi, Nguoi Lao Dong, Lao Dong, Dau Tu, Hanoi Moi, and others. VietnamWorks.com clients include Unilever, Procter & Gamble, Coca Cola, Pepsi, Dutch Lady, Nike, Prudential, AIA, Manulife, AC Nielsen, Honda, Mercedes-Benz, Toyota, Suzuki, British Petroleum, Samsung, Sony, Panasonic, Ericsson, Citibank, and many more.

For more information about VietnamWorks.com - Vietnam Online Employment Indicator, please contact Tiffany Nguyen at (08) 404 1373 or tiffany@vietnamworks.com.

©2007, Management Consulting Group, Ltd. All rights reserved. VietnamWorks.com and The VietnamWorks.com Vietnam Employment Indicator is copy-written and owned by Management Consulting Group Ltd. The information in this document may not be reproduced in whole or in part without the express written consent of VietnamWorks.com or Management Consulting Group Ltd.