

Table 6

Significant Factors Influencing Investment Decisions

<u>Market related</u>	<u>Frequency</u>
Easier market access	32
Market size	15
Market growth potential	21
Trade barriers:	
Government procurement	5
Intellectual property	7
Other	40
Total market related factors	52
<u>Competitiveness related</u>	
Return on Investment	20
Cost factors	
Labour	22
Transportation/distribution	14
Raw materials	7
Utilities/energy	5
Capital	4
Not specified	15
Exchange rates	67
Miscellaneous*	15
<u>Total competitiveness related</u>	9
modernization, consolidation, better capacity utilization, pricing freedom	111