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# Belt and Road Initiative: Spotlight on Bangladesh

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Bangladesh is a pivotal country in China's Belt and Road Initiative and the Bangladesh-China-India-Myanmar (BCIM) Corridor. Ample workforce, a booming economy, expanding scale in trades, and capacity cooperation put the country in the spotlight. This report will start with the social and economic fundamentals of Bangladesh, then briefly review its trade, foreign direct investment (FDI), and current domestic infrastructure situation, and finally, it will discuss great opportunities for Sino-Bangladeshi capacity cooperation and introduce the business environment in Bangladesh.

### Social and Economic Fundamentals

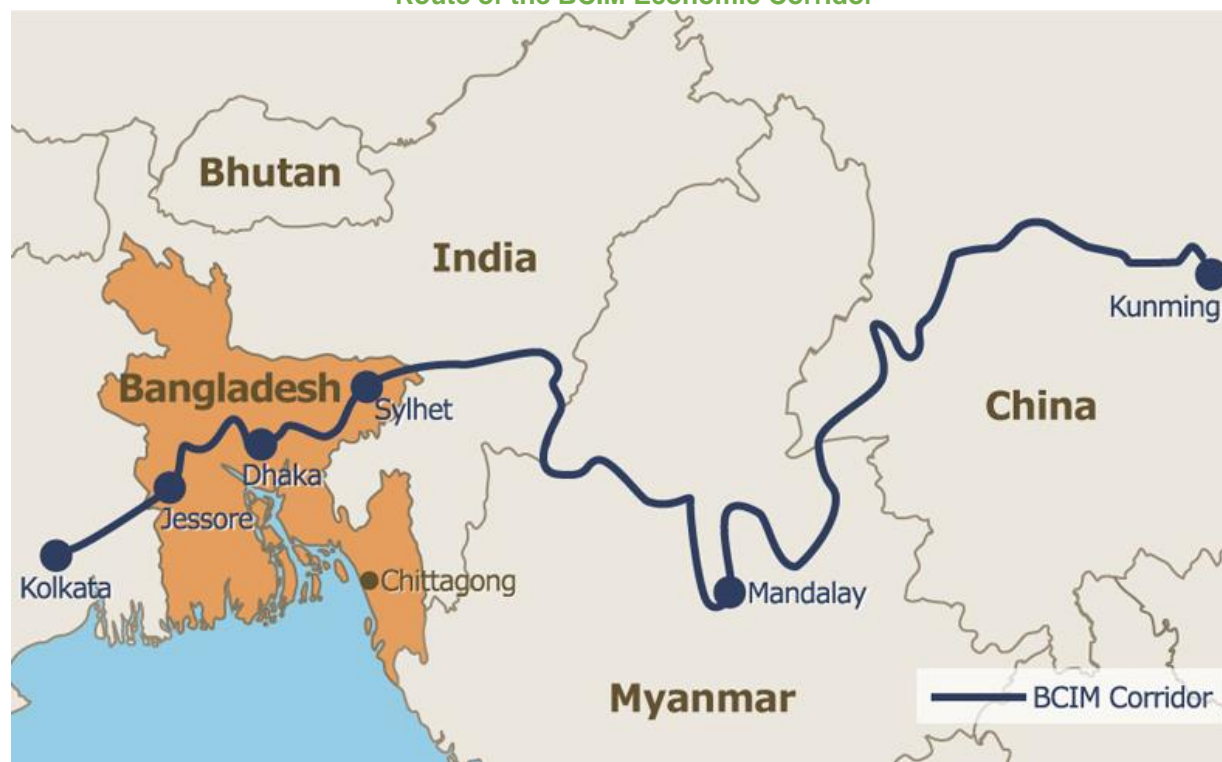
Among the strategic corridors under the Belt and Road Initiative, the **BCIM Corridor** deepens economic and trade ties between China and south Asian countries and bridges the gap between China and the window to the Indian Ocean — the Bay of Bengal. Bangladesh is a crucial country along the BCIM Corridor. Geographically, over 80% of the territory is arable flatlands, dotted with numerous rivers. Such endowment holds the potential to develop a well-planned transportation infrastructure.

**导读：**孟加拉国是“一带一路”战略覆盖的重点国家之一，也是孟中印缅经济走廊的桥头堡。丰富的劳动力、蓬勃发展的经济、不断扩大的经贸往来和产能合作正不断吸引各国投资者前往。本篇研究将从孟加拉国的社会和经济基本面入手，简述该国的贸易、外商投资和基础设施现状，并详述中孟两国的产能合作机遇和经商环境。

### 社会和经济基本面

作为一带一路计划的战略走廊之一，**孟中印缅经济走廊**深化了中国同南亚各国的经贸联系，也打通了中国和印度洋的出海口——孟加拉湾。而在沿线国家中，孟加拉国无疑是这条走廊的桥头堡。该国80%以上的领土属于平坦的冲击平原，河道纵横、土壤肥沃，具备发展成熟交通设施的潜力。

Route of the BCIM Economic Corridor



Source: HKTDC Research

As one of the most heavily populated countries in the world, Bangladesh is home to more than 160 million people. Its GDP per capita is USD 1,538, less than a fifth of that in China. However, abundant and cost-effective labor has turned Bangladesh into a well-known manufacturing base for clothing products, and its fast-rising urbanization rate has brought increasing demand for commodity goods, services, and infrastructure development. Now, Bangladesh is one of the most dynamic countries in south Asia, with annual GDP expansion of 7%. Huge potential in urbanization and domestic demand will bring sustainable growth to Bangladesh in the foreseeable future.

孟加拉国人多地少，不到 15 万平方公里的国土养育逾 1.6 亿人口，是世界上人口最稠密的国家之一。孟人均 GDP 约为 1538 美元，不到中国的 1/5。但充裕又平价的劳动力使孟加拉国成为远近闻名的成衣制造业基地，快速上升的城镇化水平也带来大量的商品、服务和基建需求。如今孟加拉国是南亚地区最具活力的国家之一，年平均经济增速稳定在 7% 左右。在可预期的未来，巨大的城镇化发展机遇和潜在的刚性需求有望使经济持续增长。

### Key Fundamental Indicators of Bangladesh

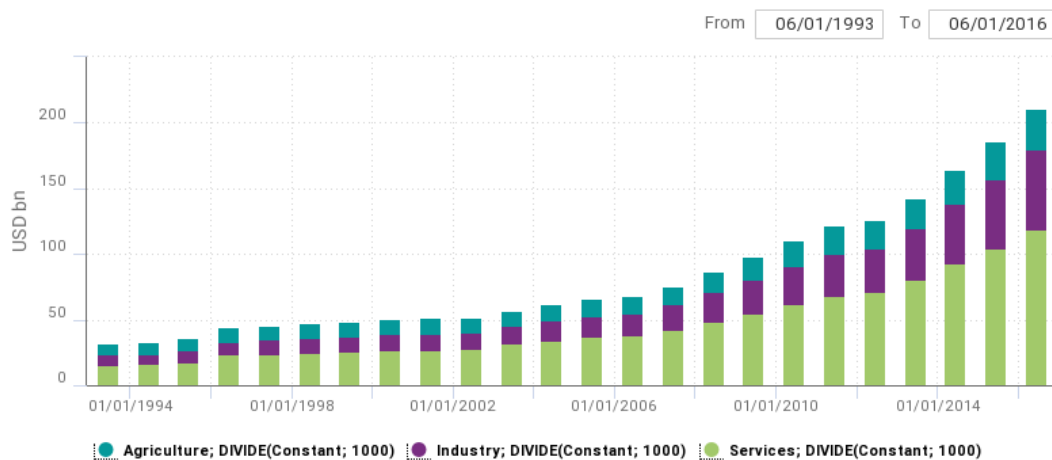
Name	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Population (mn)	161.8	159.9	157.9	155.8	153.7	151.6	149.7	147.8	145.8	143.8
Nominal GDP (USD bn)	247.2	221.4	195.1	172.9	150.0	133.4	128.7	115.3	102.5	91.6
GDP per Capita (USD)	1 538.0	1 385.0	1 236.0	1 110.0	976.0	880.0	860.0	780.0	703.0	637.0
Real GDP Growth (%)	7.2	7.1	6.6	6.1	6.0	6.5	6.5	5.6	5.0	6.0
Urbanization Rate (%)	35.7	35.0	34.3	33.6	32.9	32.1	31.4	30.7	30.0	29.3
FX rate: Taka per USD	79.2	78.3	77.7	77.7	79.8	79.3	71.4	69.2	68.8	68.6
Consumer Inflation (%)	5.5	6.2	7.0	7.5	6.2	10.7	8.1	5.4	8.9	9.1

Source: CEIC Data

According to an industrial breakdown, Bangladesh's secondary industry only accounts for 28.8% of its whole economy and is dominated by **labor-intensive light industry**, such as clothing. However, heavy industrial products, such as steel and machinery equipment, are largely imported. From the perspective of GDP expenditure, 75% of Bangladesh's GDP is used for final consumption, leading to **deficient savings and investment** as well as a **trade deficit**.

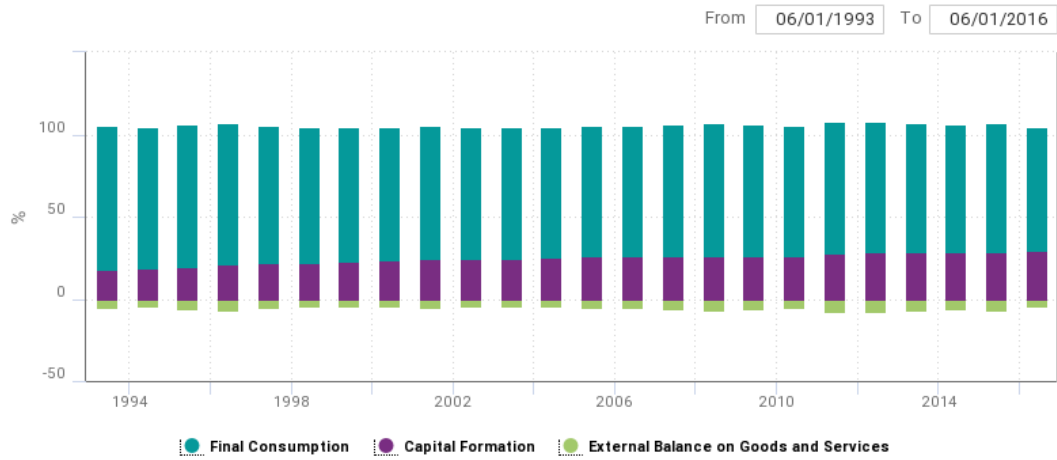
从三大产业构成来看，孟加拉国工业生产严重滞后。2016 年工业增加值仅占同期 GDP 的 28.8%，工业结构也以服装业为代表的**劳动密集型轻工业**为主，钢铁、机械等重工业产品高度依赖进口。而从 GDP 支出法的角度分析，孟 75% 的国民收入用于最终消费，**国内储蓄和投资匮乏、外贸逆差明显**。

### Bangladesh GDP Categorized by Industry



Source: CEIC Data

### Bangladesh GDP Categorized by Expenditure



Source: CEIC Data

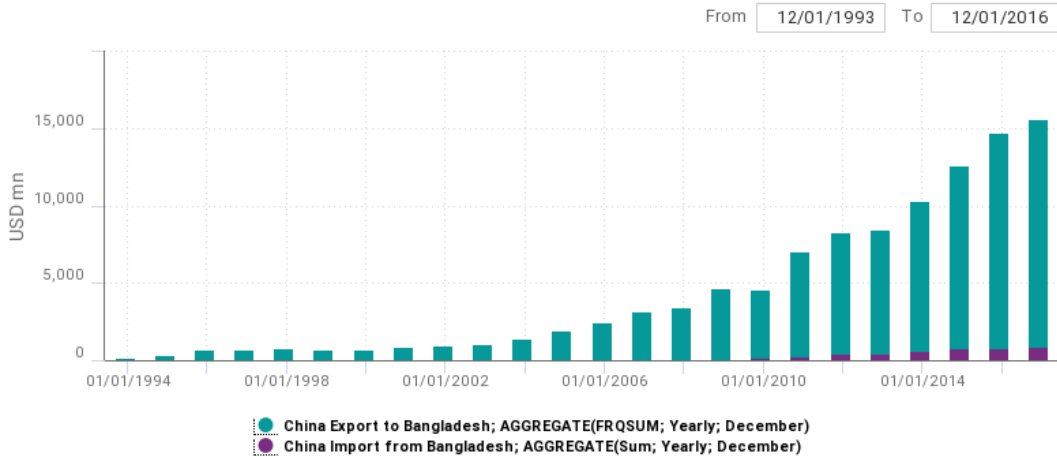
### Trade Deficit and Clothing Exports

Bangladesh imported USD 14.7 billion of products from China in 2016, most concentrated in metal products, machinery and electronic equipment, and textile products. China has become Bangladesh's largest trade partner, accounting for 26.3% of its total imports and surpassing the aggregated share of the second, third, and fourth largest partners of Bangladesh.

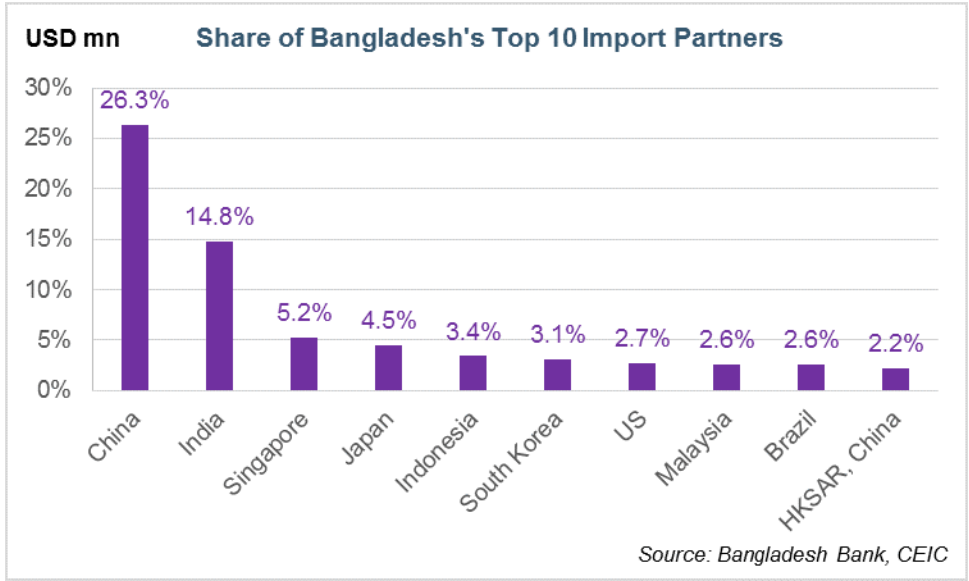
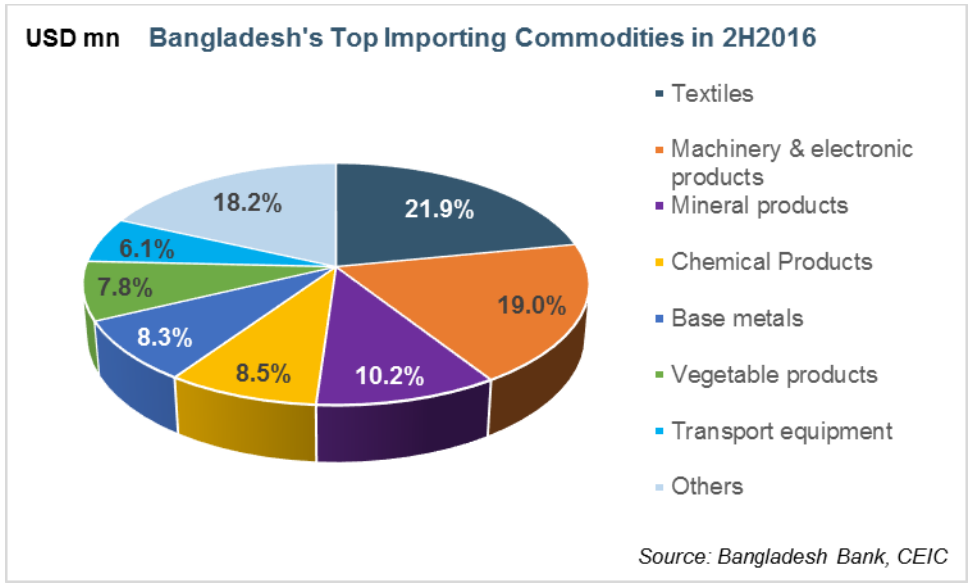
### 贸易逆差和成衣出口

2016年，孟加拉国从中国进口额高达147亿美元，多数集中在钢铁制品、机械及电子设备、纺织品等。中国已成为孟加拉国最大的贸易伙伴，占该国进口份额的26.3%，超过排名第二、三、四位国家所占份额的总和。

### Chinese Trade with Bangladesh

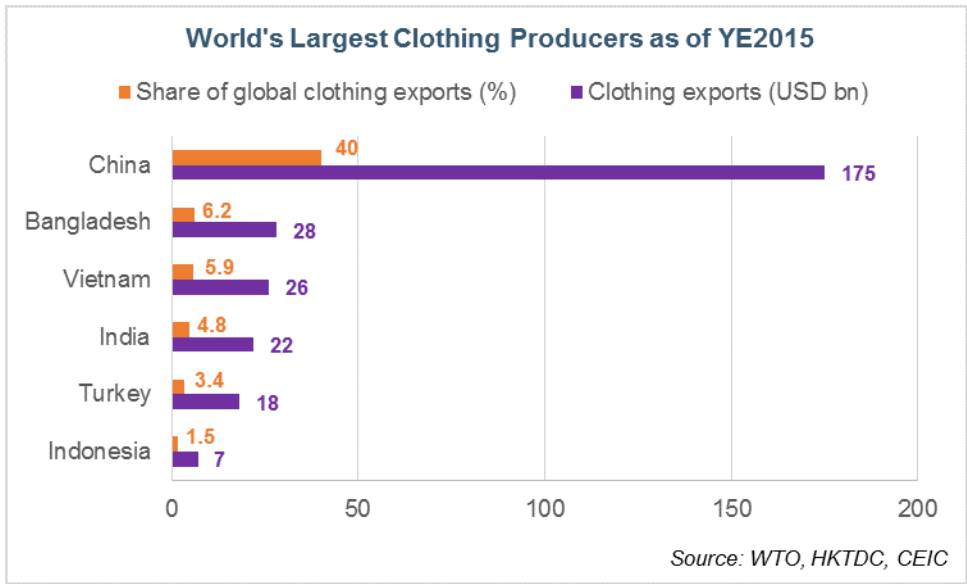
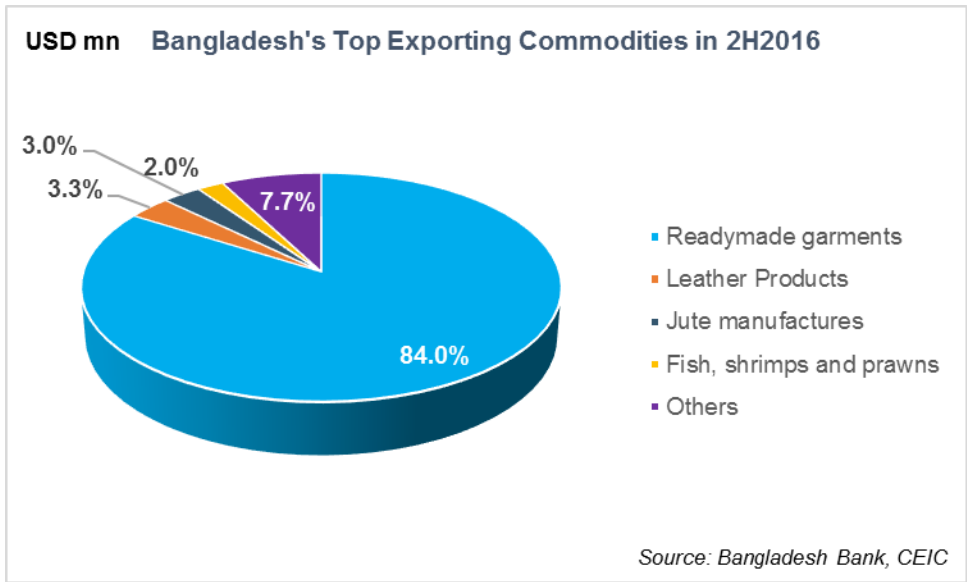


Source: CEIC Data



However, Bangladesh only exported USD 860 million to China in 2016, most of which were readymade garments (84%), leather (3.3%), and frozen aquatic products (2%). In 2015, Bangladesh exported up to USD 28 billion of ready-made garments and was the second largest clothing manufacturer (following China), making up 6.2% of world's clothing exports.

而同期孟加拉国向中国出口仅 8.6 亿美元，出口额最多的产品有成衣、皮革制品、黄麻和冷冻鱼虾。其中，成衣制品占出口的比重高达 84%。2015 年孟加拉国成衣出口总值达 280 亿美元，占世界成衣出口总额的 6.2%，是仅次于中国的世界第二大成衣出口国。



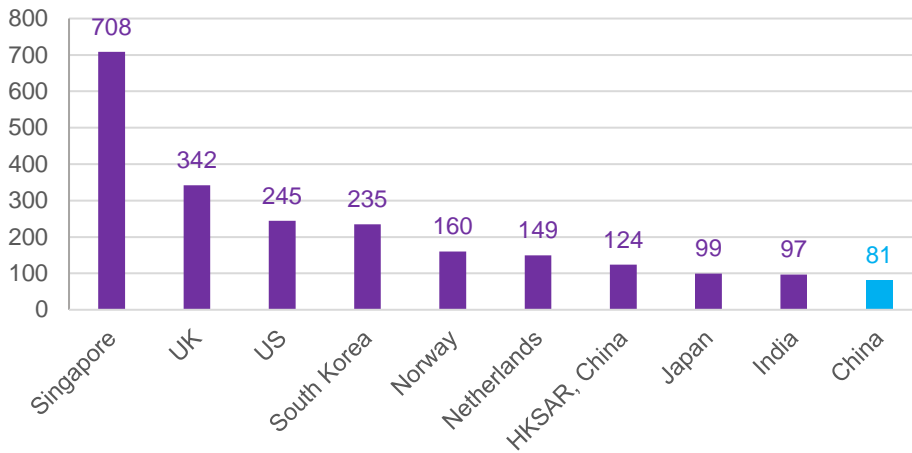
**Foreign Investment**

According to statistics from Bangladesh Bank, the country attracted USD 2.83 billion of foreign direct investment in 2016, up 4.8% y-o-y. China was the 10th largest investor in Bangladesh, with USD 81 million FDI, only accounting for a ninth of Singapore's investment.

**外商投资现状**

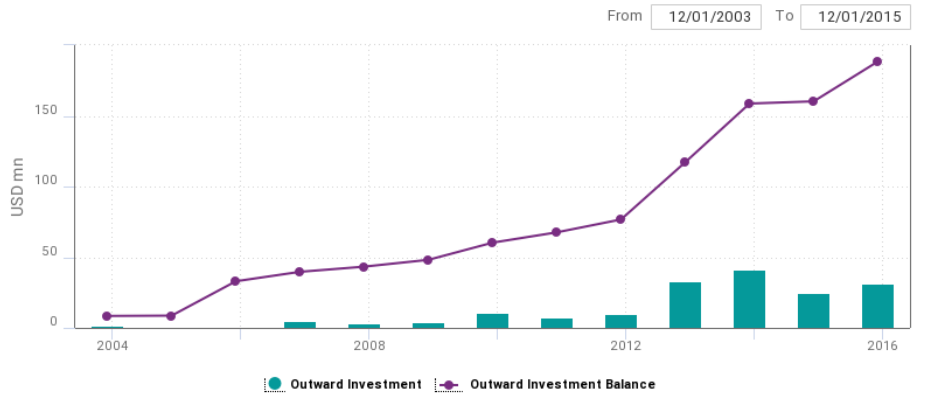
根据孟加拉国中央银行的统计，2016年该国共吸引外商直接投资28.3亿美元，较2015年同比增长4.8%。其中来自中国的投资流量仅有8100万美元，只占排名第一的新加坡投资额的1/9。

**USD mn Top 10 Investors in Bangladesh by FDI Inflow in 2016**



**Note:** Data include foreign investment and external debt *Source: Bangladesh Bank, CEIC*

**China Outward Investment in Bangladesh**

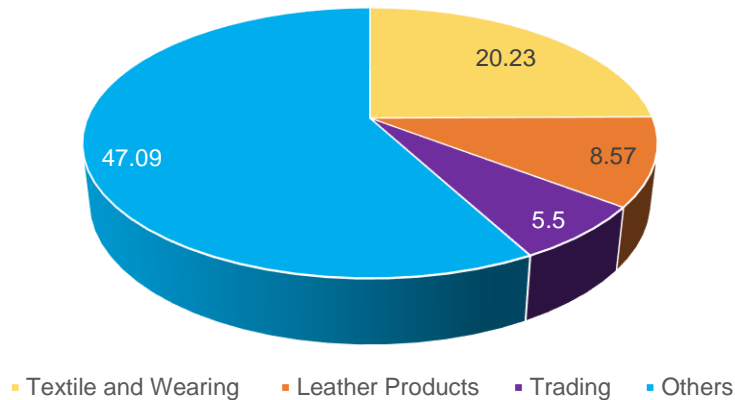


*Source: CEIC Data*

For industrial breakdown, Chinese enterprises invested heavily in textile and wearing (USD 20.23 million), leather products (USD 8.57 million), and trading (USD 5.5 million).

按行业划分，2016年中国在孟加拉国的纺织和服饰（2023万美元）、皮革制品（857万美元）和贸易（550万美元）投资额最多。

**USD mn Chinese Investment by Sector, 2016**

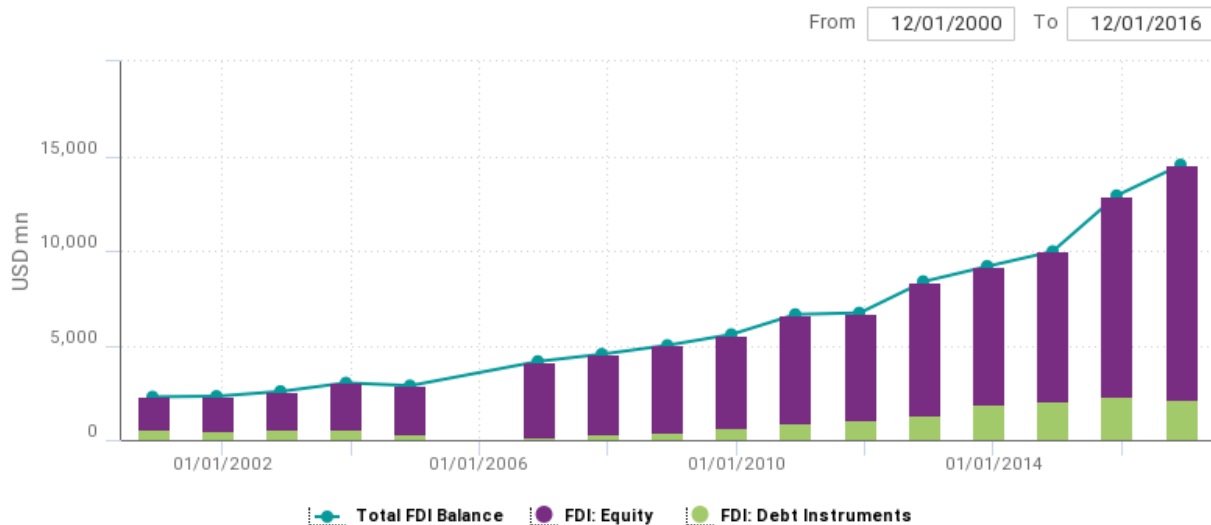


**Note:** Data include foreign investment and external debt *Source: Bangladesh Bank, CEIC*

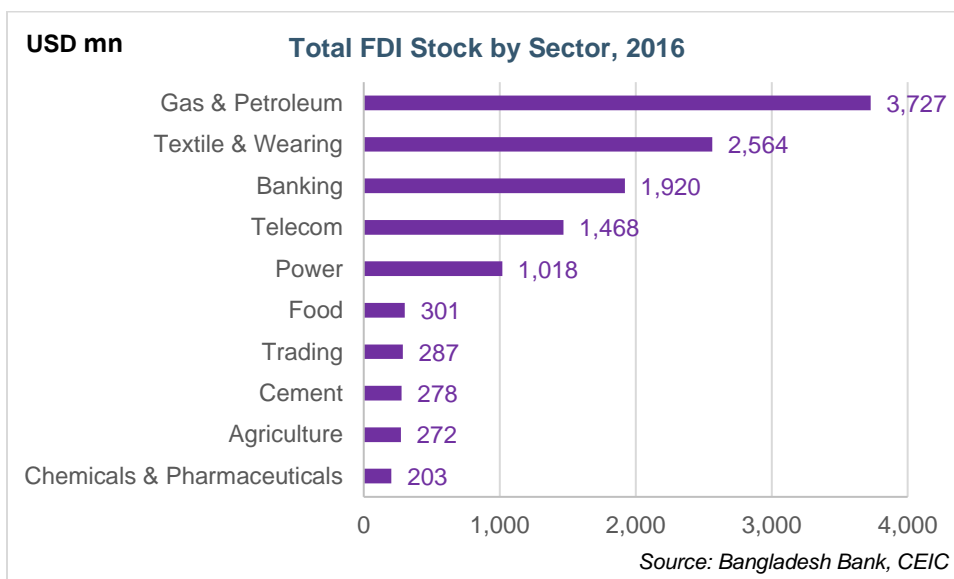
As of year-end 2016, Bangladesh had USD 14.54 billion of FDI stock, of which gas and petroleum (USD 3,727 million), textile and wearing (USD 2,564 million), banking (USD 1,920 million), and telecom (USD 1,468 million) were the four sectors with the most foreign investment.

截至 2016 年底，孟加拉国的外商直接投资存量为 145.4 亿美元，其中油气（37.3 亿美元）、纺织和服饰（25.6 亿美元）、银行（19.2 亿美元）和电信（14.7 亿美元）是四大最吸引外商投资的行业。

### Bangladesh FDI Stock



Source: CEIC Data





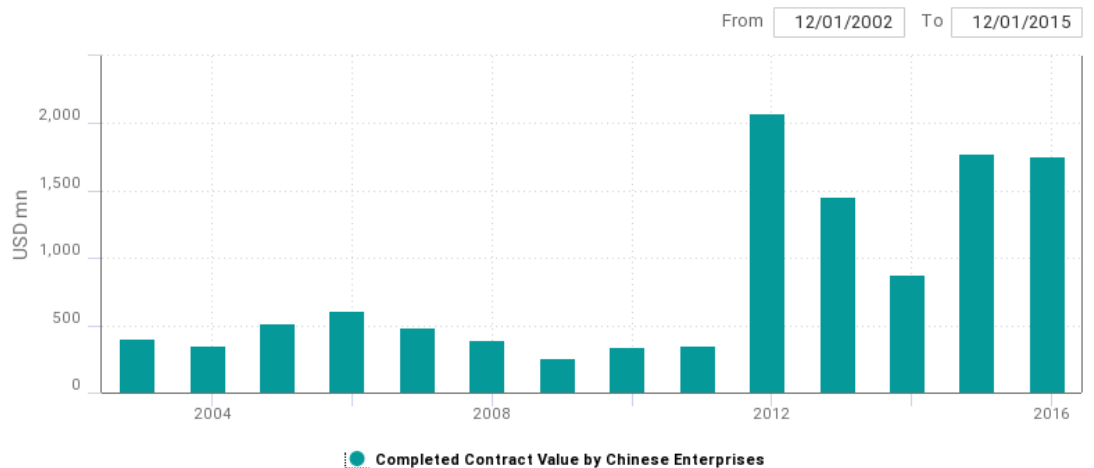
## Opportunities of Sino-Bangladeshi Capacity Cooperation

The capital formation of Bangladesh contributed to less than 30% of domestic output, while the ratio in China was around 45%. As such, Bangladesh's infrastructure is underdeveloped and hence holds great potential for enhancement. In recent years, China has brought an increasing number of engineering contracts to Bangladesh. According to the Chinese Ministry of Commerce, Chinese enterprises signed USD 4.95 billion of contracts (+30% y-o-y) in 2015 and completed USD 1.75 billion (-1.5% y-o-y) of contracts, most of which were infrastructure and energy projects. By contrast, direct investment is still in small scale. In the following, we'll analyze the investment opportunities of Sino-Bangladeshi capacity cooperation from four angles.

## 中孟产能合作机遇

孟加拉当前资本形成总额占 GDP 不到三成，而中国这一比重在 45% 左右。投资的匮乏也使孟加拉国的基建水平较为滞后，但同时也带来可观的发展机遇。近年来，中国在孟加拉的新签工程承包合同规模快速上升。据商务部统计，2015 年中国企业在孟新签工程承包合同额 49.5 亿美元，同比增长 30%，完成营业额 17.5 亿美元，同比下降 1.5%。当前，中企在孟承包工程主要涉及基建工程和能源开发等项目。直接投资则刚刚起步。这里我们将从四个方面分析中孟两国较有吸引力的产能合作和投资机遇。

Completed Contract Value by Chinese Enterprises in Bangladesh



Source: CEIC Data

(1) **Transportation:** Bangladesh currently has 21,000 km of roads, over 60% of which are underdeveloped country roads, while the length of more sophisticated national and regional highways is about 8,000 km. In other words, there are less than 50 km of highways for every million people.

(1) **交通:** 截至当前，孟加拉全国公路通车里程仅 2.1 万公里，逾 60% 是建设水平不高的乡村公路。较高等级的国家和地区公路总里程约为 8000 公里。每百万人口拥有的高等级公路不到 50 公里。

Highway Length in Bangladesh

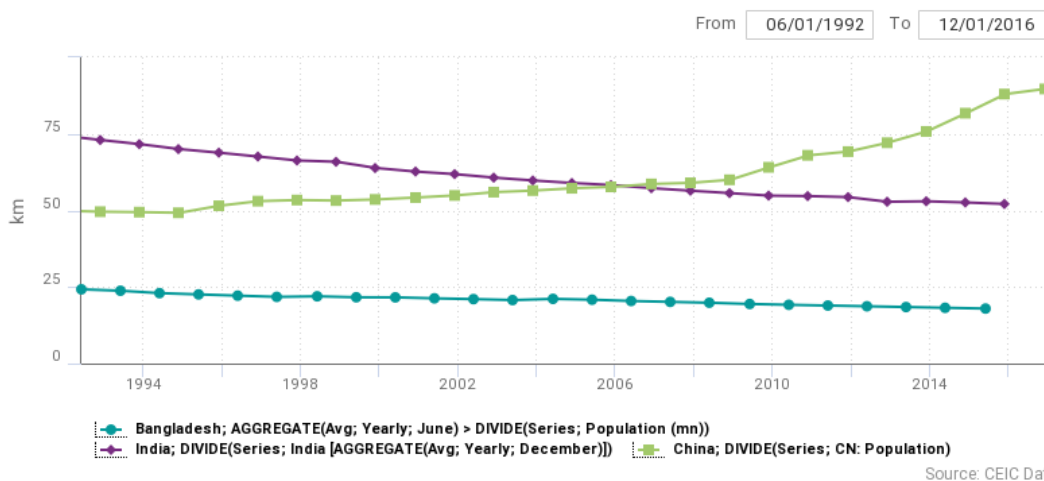
Road Category	Total length (km)
<b>Total Road Length</b>	<b>21123.5</b>
Of which: National Highway (国家级公路)	3790.9
Regional Highway (地区公路)	4206.5
Zilla Road (乡村公路)	13126.1
<b>Highway length per million people (km)</b>	<b>49.4</b>
<b>Total road length per million people (km)</b>	<b>130.6</b>

Source: Ministry of Road Transport and Bridges, CEIC

As for rail infrastructure, Bangladesh had 2,835 km of railway as of year-end 2015, or equivalently only 18 km per million people. In the meantime, Bangladesh hasn't developed metro or intercity rail systems. As for cross-border transportation, Bangladesh has some rails connected with India, but it is lacking in rail line linking to Myanmar. Thus, Bangladesh has huge room for development of its transportation network, both home and abroad. With mature technology and building experience, Chinese enterprises can step in through public-private partnerships (PPPs) or build-operate-transfer (BOT) channels and could expand exports of trains or engineering equipment.

从铁路设施来看，截至 2015 年底，孟加拉铁路总长度 2835 公里，每百万人口拥有铁路仅为 18 公里。同时，孟加拉国在地铁和城际铁路的发展方面尚一片空白。在南亚通道的互联互通方面，孟加拉和印度有为数不多的铁道连接，但缺乏和缅甸的铁路互通。因此，在国内公路建设和南亚各国铁路互联互通方面，孟加拉具备巨大的发展潜力。技术成熟、建造经验丰富的中国企业可以通过 PPP、BOT 承揽工程项目，同时带动机车车辆、工程设备等产能输出。

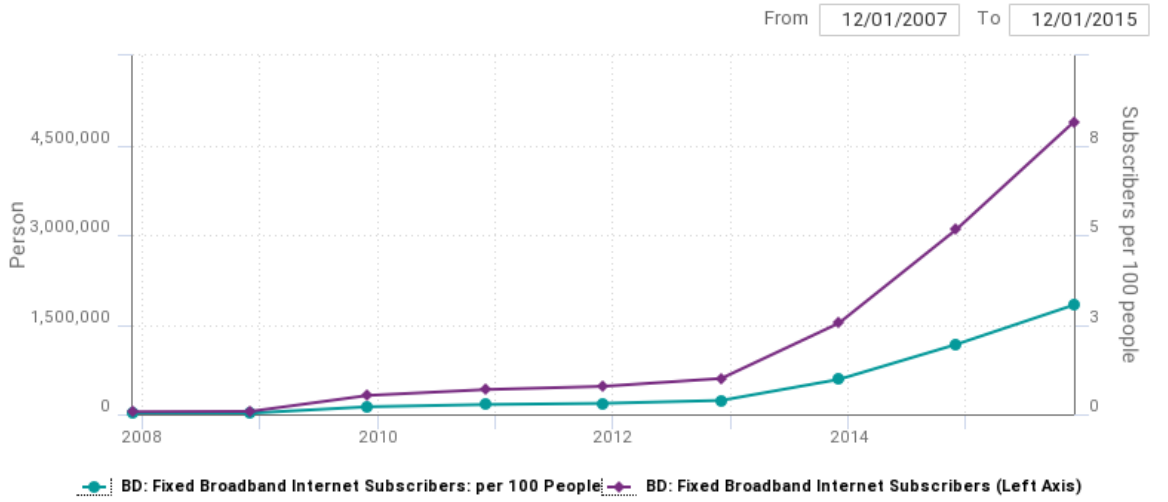
Rail Length per Million People



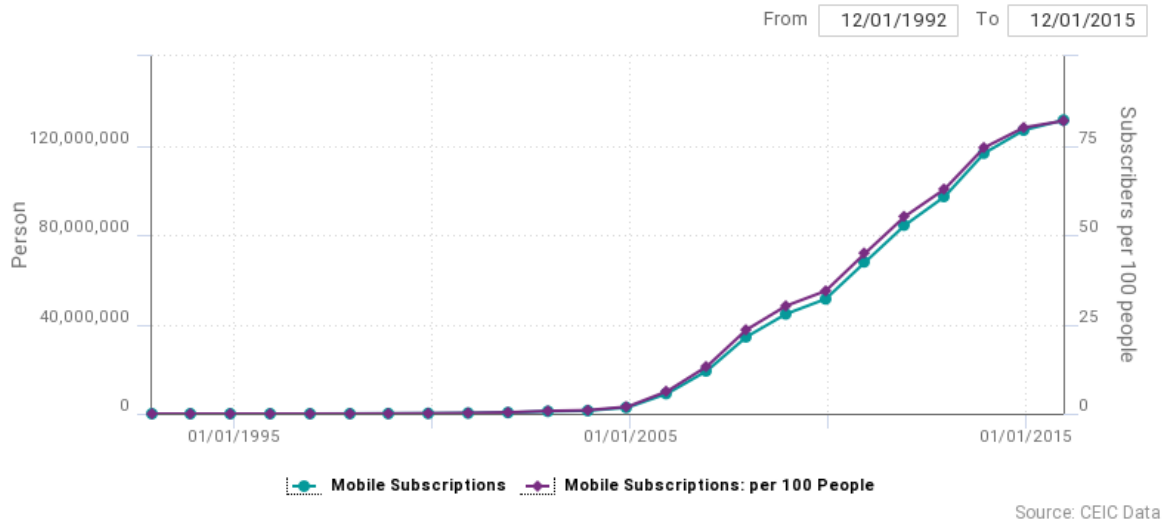
(2) **Telecom:** Bangladesh had 4.9 million fixed broadband users as of year-end 2015; the broadband penetration rate (number of broadband users per 100 people) is only 3%. By contrast, mobile phones are more popular in the country, as there are over 130 million mobile users. Therefore, the telecom sector in Bangladesh is a big market for China. Chinese telecom enterprises can engage in construction and operation of broadband infrastructure in Bangladesh to enhance the accessible rate. Additionally, companies could cooperate with local telecom service providers via investment, corporate merger, or operational franchise.

(2) **电信:** 截至 2015 年底，孟加拉国内固定宽带用户有 489.3 万，宽带渗透率仅为 3%（每百人宽带用户数）。移动电话相对而言较为普及：手机用户数逾 1.3 亿，渗透率已达 80%。因此，中企在孟加拉电信领域有较大的投资机遇。一方面，中国通讯供应商可利用自身成熟的技术和产品参与宽带基础设施的建设和运营，提升孟加拉国的宽带覆盖率；另一方面还可与当地电信运营商合作，以投资、收购或以竞标特许经营权的形式参与电信运营。

### Fixed Broadband Subscribers



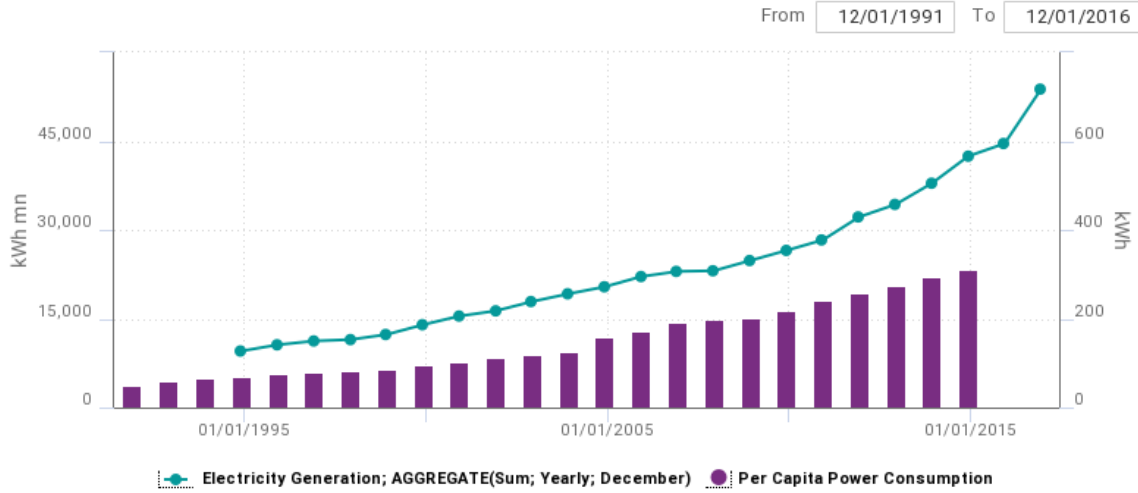
### Mobile Phone Subscribers



(3) **Electricity:** Bangladesh has long suffered from power deficiencies, although the power supply has expanded quickly in recent years. Annual electricity consumption is around 300 KWh per person, just 8% of that in China. As of year-end 2014, 38% of the Bangladeshi population (50% of rural population and 10% of urban population) lacked access to electricity power. The shortage of power supply seriously limits industrial capacity in Bangladesh.

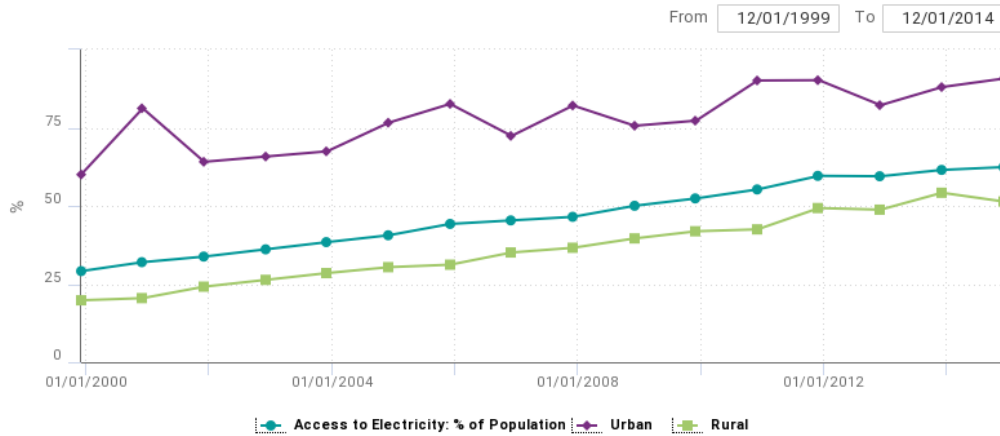
(3) **电力:** 近年来孟加拉国电力供应增速很快，特别是 2009 年至今发电量翻了一番。但由于孟人口基数大，人均年用电量仅 300 度左右，约为中国同期的 8%，处于长期紧缺状态。截至 2014 年年底，全国仍有 38% 的人口用不上电。其中，孟加拉农村有一半人口用不上电，而城市人口的电力覆盖已达到 90%。城乡电力供应极度失衡。在夏季用电高峰期，政府不得不对工业拉闸限电。

## Electricity Production and Consumption



Source: CEIC Data

## Access to Electricity: % of Population

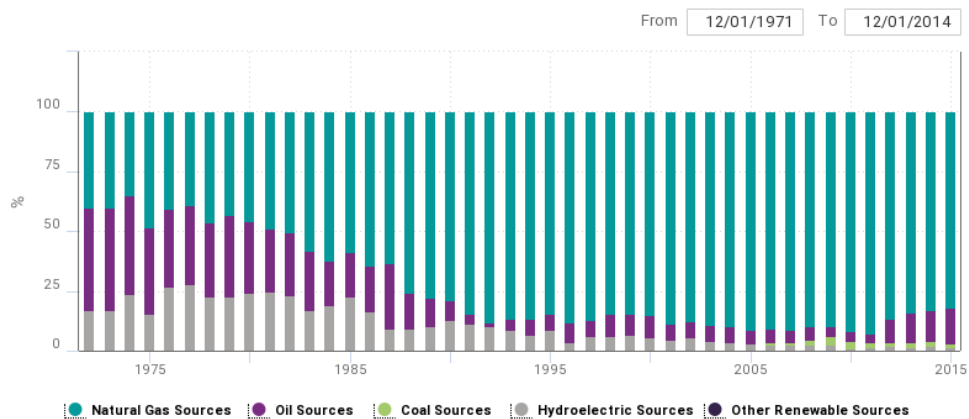


Source: CEIC Data

Bangladesh has rich natural gas resources, which account for 82% of power generation; oil (14.7%) is the second largest source for electricity output. The rest of the electricity supply comes from coal, hydropower, and renewable sources.

孟加拉国有较为丰富的天然气储量。从发电量的分布看，天然气发电占 82%，燃油发电占比 14.7%，其余为燃煤、水力和其他可再生能源发电。

## Electricity Production Breakdown



Source: CEIC Data

Bangladesh aims to boost power capacity to meet increasing electricity consumption amid fast economic growth. According to the Chinese embassy in Bangladesh, the country plans to double power capacity to 24,000 MW by 2021 and further expand to 39,000 MW by 2030. **Most of the incremental capacity will come from coal and natural gas burning.** Meanwhile, Bangladesh will increase annual per-capita electricity consumption to 400 KWh in fiscal year 2020–2021, hence allowing all citizens to access electricity power.

Currently, Chinese enterprises are mainly engaged in engineering contracts in the electricity sector of Bangladesh, but **very few invest directly.** So far, China has invested in two large power plants. One is the Payra plant, which has capacity of 1,320 MW and investment of USD 2.5 billion. The other is a coal-burning power plant, with USD 2.4 billion investment, and 30% of shares are held by a Chinese company. The huge gap between supply and demand makes Bangladesh's electricity sector appealing to foreign investors. Chinese enterprises can take advantage of the Belt and Road Initiative and favorable investment policies by the Bangladeshi government. As well, Chinese companies have a comparative edge in technology, capital, and talent. Thus, interested companies may expand investment and promote bilateral cooperation in energy sector.

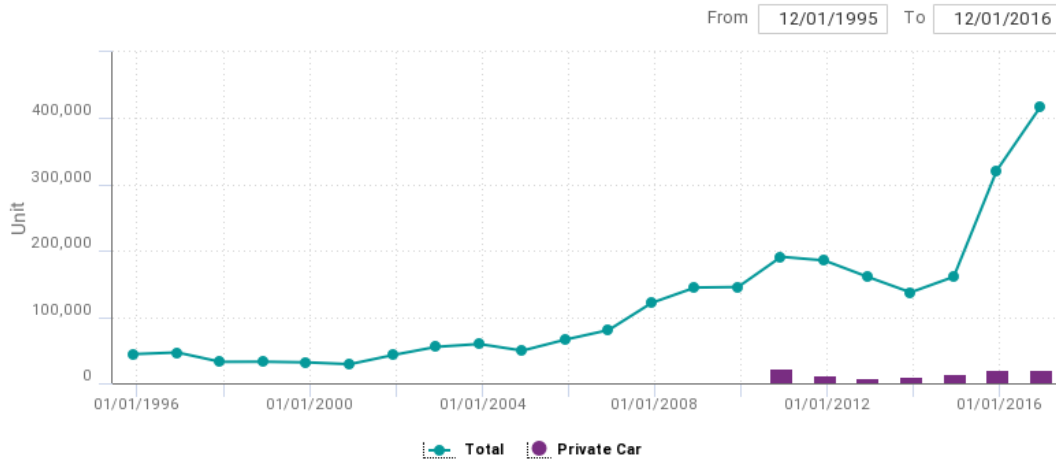
- (4) **Automobile:** Very few Bangladeshi people own private cars: 416,000 motor vehicles were registered in Bangladesh last year, of which merely 20,304 were private cars. Given the huge population of over 160 million and the fast-growing national income, Bangladeshi demand for motor vehicles is expected to see explosive growth. This creates many attractive opportunities for Chinese auto companies to tap into the local market.

为了满足经济增长带来的用电需求，孟加拉国计划大幅扩充发电能力。根据中国驻孟加拉经商参处的资料，孟政府计划于 2021 年将发电能力翻番，提升至 24000 兆瓦，2030 年增至 39000 兆瓦，**主要增加燃煤发电和燃气发电。**同时，孟计划在 2020-2021 财年将发电量提高至 722 亿度，人均发电量达到 400 度以上，电力覆盖率达到 100%。

目前中国主要以工程承包的方式参与孟加拉电力行业发展，但**参股投资的孟加拉电站较少。**迄今为止，中企参与投资的大型电站项目有两个：一是中国机械进出口总公司（CMC）和孟西北电力公司合资（股份各 50%）的帕亚拉（Payra）燃煤电站，总装机容量为 1320 兆瓦，项目预计投资 24.8 亿美元；以及山东电力建设第三工程公司和孟加拉 S.SALAM 集团合资（中方持股 30%）建设的 1320 兆瓦燃煤电站，总投资 24 亿美元。从供需缺口考量，孟加拉电力行业有诱人的投资机遇。一方面，借助中国“一带一路”倡议和孟政府积极吸引外商投资的东风，中企可享受孟政府担保和其他政策红利；另一方面，相关中企拥有不错的技术、资本和人才优势，议价能力和预期投资效益较好。中企可借此扩大对孟加拉电力行业的投资，推进两国能源合作。

- (4) **汽车：**孟加拉国机动车保有量较低。去年孟国内登记的机动车仅有 41.6 万辆，其中私人汽车数低至 20304 辆。孟加拉人口超过 1.6 亿，随着当地居民收入和道路基建水平的提升，预计对机动车的需求将出现井喷。因此，国内汽车厂商应抓住这一机遇，通过在当地投资建厂以及扩大汽车出口的方式拓展孟加拉国内市场。

## Registered Motor Vehicles in Bangladesh



Source: CEIC Data

## Business Environment

### 1. Financing cost

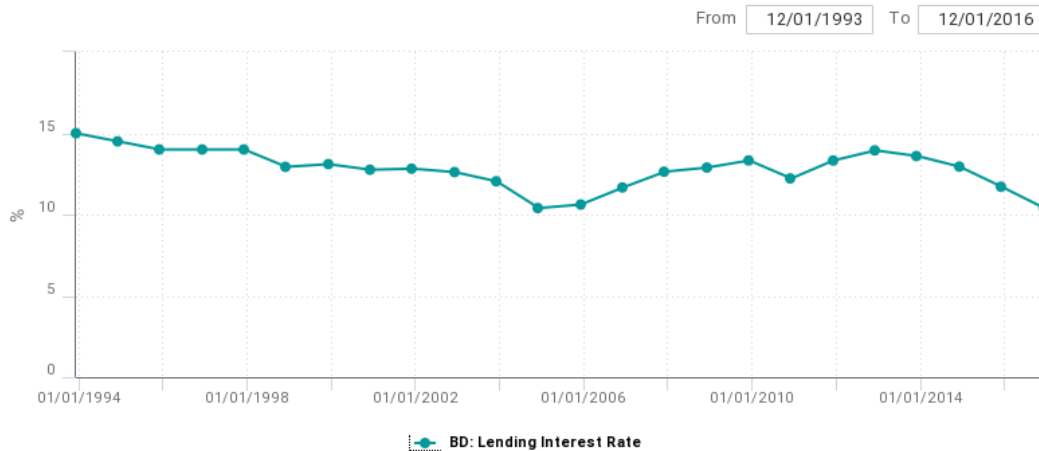
The lending rate in Bangladesh was 10.4% on average last year and has declined in recent years. However, there is still big difference in lending rates between large and medium enterprises (LMEs) and small enterprises. According to data from the Chinese Ministry of Commerce and the Chinese Embassy in Bangladesh, annual borrowing costs for LMEs range from 12.5% to 17.5%, while small companies borrow at 19% per year. Given that foreign enterprises are treated the same as local enterprises, the barriers of high borrowing cost and complex procedures, Chinese companies in Bangladesh typically don't borrow from local banks.

## 经商环境

### 1. 融资条件

近年来孟加拉国内贷款利率有明显下降，去年底孟银行融资利率平均为 10.4%。不过，小型企业和大中型企业融资成本仍然有明显差异。根据中国商务部和中国驻孟加拉国大使馆经商参赞处的数据，大中型企业融资成本介于 12.5%-17.5%，小型企业高达 19%。外商在孟融资与当地企业待遇相同。但迄今为止，在孟中资企业囿于高昂的融资成本和繁琐的手续，一般不选择在当地银行贷款。

## Lending Rate in Bangladesh



Source: CEIC Data



## 2. Business Costs

### 2.1 Electricity Price

The price of electricity for commercial use is 9.8 takas per kWh (CNY0.83), 11.98 takas (CNY 1.02) in peak hours, and 8.45 takas (CNY 0.72) in off-peak hours. The minimum charge is 125 Takas (CNY 10.6). The package is not cheap given the local income level.

## 2. 商务成本

### 2.1 电费

对于商户而言，普通电费为每度 9.8 塔卡（约合 0.83 元），峰电价格为每度 11.98 塔卡（约合 1.02 元），谷电价格为每度 8.45 塔卡（约合 0.72 元）。最低收费 125 塔卡（约合 10.6 元）。考虑到孟加拉国较低的收入水平，这一收费标准并不便宜。

### Electricity Prices

Customer Category		Per Unit Rate (Taka)	Minimum Charge	Demand Charge	Service Charge 1ph	Service Charge 3ph
<b>Category-A : Residential 居民</b>						
Life Line : From 1 to 50 units		3.33				
a.	First Step : From 1 to 75 units	3.8	100	15	10	30
b.	Second Step : From 76 to 200 units	5.14				
c.	Third Step : From 201 to 300 units	5.36				
d.	Fourth Step: From 301 to 400 units	5.63				
e.	Fifth Step: From 401 to 600 units	8.7				
f.	Sixth Step: Above 600 units	9.98				
<b>Category-B : Agricultural pumping 农业灌溉</b>		3.82	125	30	-	40
<b>Category-C : Small Industries 小型工业</b>						
a.	Flat Rate	7.66	-	40	-	70
b.	Off-Peak Time	6.9				
c.	Peak Time	9.24				
<b>Category-D : Non-Residential (Light &amp; Power) 非居民 (照明与动力)</b>		5.22	100	20	10	30
<b>Category-E : Commercial And Office 商业与办公</b>						
a	Flat Rate	9.8	125	25	10	30
b	Off-Peak Time	8.45				
c	Peak Time	11.98				
<b>Category-F : Medium Voltage, General Purpose (11 KV) 11千伏中压</b>						
a	Flat Rate	7.57	8000	45	-	400
b	Off-Peak Time	6.88				
c	Peak Time	9.57				
<b>Category-H : High Voltage, General Purpose (33 KV) 33千伏高压</b>						
a	Flat Rate	7.49	80	40	-	450
b	Off-Peak Time	6.82				
c	Peak Time	9.52				
<b>Category-J : Street Light and Water Pump 街灯和抽水</b>		7.17	100	20	10	30

Note: 1 CNY = 11.8 Taka

Source: Dhaka Electric Supply Company Limited, CEIC

## 2.2 Fixed Broadband Price

According to BTCL, there are four packages providing different speeds, monthly charges range from 300 to 1,000 takas (CNY 25.4–84.7).

## 2.2 宽带费

以孟加拉电信公司提供的宽带套餐为例：按宽带速度分为四种套餐，月收费介于 300-1000 塔卡（约合 25.4-84.7 元）。

### Fixed Broadband Prices

ADSL Broadband Prices			
Effective from Feb 21, 2016			
Package Name	Speed	Data Limit	Monthly Charge (Taka)
Bcube Infinity 256	256Kbps	Unlimited	300
Bcube Infinity 512	512Kbps		500
Bcube Infinity 1000	1000Kbps		700
Bcube Infinity 1500	1500Kbps		1000

15% Value added tax (VAT) applicable to all charges, 1 CNY = 11.8 Taka

Source: BTCL, CEIC

## 2.3 Labor Cost

Finally, Bangladesh has highly competitive labor costs compared with other developing countries in Asia. Ordinary Bangladeshi workers earn USD 120 per month, on average (the minimum monthly wage in Bangladesh is 5,300 takas, approximately USD 68). As such, Bangladesh is able to offer a competitive labor market to develop large-scale manufacturing and receive transfers of labor-intensive industries.

## 2.3 劳动力成本

和亚洲其他发展中国家相比，孟加拉国劳动力成本较低。该国普通工人平均每月工资 120 美元（孟加拉国规定的最低月收入为 5300 塔卡，约合 68 美元），具备大规模发展制造业和接纳劳动密集型产业转移的潜力。

Labor Cost Among Different Countries					
Labor Market Indicators	Bangladesh	China	Indonesia	Vietnam	Myanmar
Employed person as of YE2016 (mn)	59.5	776.0	118.4	53.4	21.8
Minimum wage (USD per month)	68	187-338*	98-237**	116-168^	85
Average wage (USD per month)	120	525-828	310	250	92
Fringe and social security benefits (USD per month)	30	35-56	32	40-50	N/A

\*Data come from different provinces and as of YE2016, 1 USD = 6.8 CNY

\*\*Jakarta, West Java and East Java only

^Region I & II, effective on Jan 1, 2017

Source: HKTDC Research, NBS, CEIC

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