



Third-Country Collaboration—Canadian Opportunities with the Belt and Road Initiative and Beyond



Canada China Business Council
Conseil d'affaires Canada-Chine
加中贸易理事会



OUR HONG KONG



Made in Hong Kong. Then and Now.

Yesterday's 'Made in Hong Kong' toy robots are now today's robotics. The professional services that bring these products to market continue to make Hong Kong a global business hub. This is the secure and dynamic commercial centre that is OUR HONG KONG. Why not make it yours?

More **OURHONGKONG** stories at www.brandhk.gov.hk

To find out more about Hong Kong's many advantages, please contact:

Hong Kong Economic and Trade Office, Toronto

Tel: (416) 924-5544

E-mail: info@hketotoronto.gov.hk



Contents

Foreword: Ambassador LU Shaye	4
Foreword: Hon. John McCallum.....	5
Preface: Sarah Kutulakos, Executive Director, CCBC	6
Introduction	8
The Initiative:.....	9
The Belt and Road Countries:.....	11
East and South East Asia:	11
South Asia:	11
Central Asia:.....	11
Rest of the World:	11
Middle East and Africa:	11
Europe:.....	12
BRI Financing	13
Case Studies:	15
Solar Farm in the Ukraine	16
Mining Joint Venture in Papua New Guinea:	16
Solar Power in Uzbekistan:.....	17
Due Diligence for the Asian Infrastructure Investment Bank:.....	17
New Logistics Opportunities:	17
Development of Turkish Power Plant:.....	18
Nuclear Technology Transfer:	18
Gas Field Development:	18
Solar Panels in Pakistan:	19
Financial Services Into the Pearl River Delta:.....	19
Hong Kong: Your Ideal Partner to Tap Opportunities Under the Belt and Road Initiative:....	20
Appendix 1. The Canada-China Memorandum of Understanding on co-operation on projects in third countries.....	23
Appendix 2. Country contacts and background details of individual countries.....	25
East and South East Asia:	25
South Asia:	28
Central Asia:.....	31
Middle East and Africa:	32
Europe:.....	37
Rest of the World:	45
Appendix 3. Major Banks of Belt and Road Initiative.....	45
About the Author	47

Acronym Guide

AIIB: Asian Infrastructure Investment Bank
BRI: Belt and Road Initiative
GDP: Gross Domestic Product
ICBC: Industrial and Commercial Bank of China
JV: Joint Venture
MOFCOM: Ministry of Commerce

MOFA: Ministry of Foreign Affairs
NDRC: National Development and Reform Commission
OBOR: One Belt, One Road
PPA: Purchase Power Agreement
RMB: Renminbi
TCS: Trade Commissioner Service



The Belt and Road Cooperation will lead to a bright future for China-Canada relations

The Belt and Road initiative is the abbreviation for the “Silk Road Economic Belt” and the “21st Century Maritime Silk Road,” which were proposed by President Xi Jinping in 2013. Guided by the principles of extensive consultation, joint contribution and shared benefits, the Belt and Road initiative adheres to a government-led, enterprise-operated and market-based cooperation. It concentrates on policy communication, infrastructure connectivity, unimpeded trade, financial integration, and people-to-people bonds. The initiative aims to strengthen synergy of the national policies and development strategies between China and relevant countries, to deepen their practical cooperation, to promote coordinated and interconnected development, and to achieve common prosperity.

The initiative focuses on the Asian, European and African continents, but is also open to other countries across the globe. All countries, whether from Asia, Europe, Africa or America, are partners in the international cooperation of the Belt and Road construction. It is an international public good provided by China to promote the development of global economy in the new era, and it serves as a comprehensive cooperation platform with global significance.

Since the Belt and Road Initiative was proposed, it has been transformed from concept to action, and from vision to reality, yielding fruitful construction outcomes and bringing substantial benefits to many countries. China has signed cooperation agreements on Belt and Road construction with 86 countries and organizations and established 75 overseas economic and trade cooperation zones in over 20 countries, creating large amounts of tax revenue and jobs for relevant countries.

Canada boasts its own advantages in such aspects as transportation, communication, clean energy, financial services and personnel training. Therefore, it can benefit by playing an active role in the Belt and Road construction. Canada has joined the Asian Infrastructure Investment Bank, which provides favorable conditions for the country to participate in the Belt and Road infrastructure construction.

The Canada China Business Council’s report on how to engage in third party cooperation with China in countries participating in the Belt and Road initiative will help Canadians better understand the initiative and fully participate in the Belt and Road construction.

It’s therefore my honour and pleasure to write the preface for this report.

LU Shaye
Ambassador Extraordinary and Plenipotentiary of the People’s Republic of China to Canada

Embassy of Canada



Ambassade du Canada

19 Dongzhimenwai Dajie
Beijing, PRC

This year the Canada-China Business Council (CCBC) celebrates the 40th anniversary of its founding, a milestone that coincided with the launch by Deng Xiaoping of China's Reform and Opening. The intervening years have seen remarkable changes to the point where China is now the second biggest economy in the world. Over the past four decades, CCBC has remained the primary voice for Canadian businesses in China and has made important contributions to our commercial relationship.

Canada's commercial ties with China are strong, but of course we are working to make them stronger, both inside and outside our two countries. In this report, CCBC has usefully identified nine China-Canada projects in third countries that are in the spirit of the Canada-China Joint Statement to Develop Cooperation in Third-Party Markets that was signed in 2016. It is my hope that Canadian companies will expand the number of such projects, whether through China's Belt and Road Initiative, through the Asia Infrastructure Investment Bank, which Canada recently joined, or through other means. Canadian companies with proven expertise in many sectors are well placed for projects in Asia and beyond. Those sectors of Canadian expertise include clean technology, transport infrastructure, engineering consulting services, water and waste water management, sustainable infrastructure, and efficient and renewable energy solutions.

By encouraging relationship building with Chinese players involved in third country initiatives, this report will help Canadian businesses sign on to projects with commercially viable and sustainable outcomes. As you pursue these types of initiatives, I would invite you to reach out to Canada's Trade Commissioner Service (TCS). With its 161 offices around the world, the TCS can provide support for companies across the globe.

A handwritten signature in black ink, appearing to read 'John McCallum'.

John McCallum
Canadian Ambassador to People's Republic of China

Canada

Over CCBC's 40 years, we have worked to help Canadian businesses to succeed in China, which is never easy, but is eminently possible. With BRI, we are talking about succeeding in other countries with China, which may sound even more difficult. But Canada, as a trading nation, has established expertise and operations in many BRI countries. We have capabilities that can help drive BRI projects in those countries to successful conclusion and can bring economic benefit to Canada at the same time.

Many Canadians will tell you they are aware of BRI. In CCBC's 2016 business survey of companies doing business between Canada and China, 75% of respondents were aware of BRI, and 44% thought there were opportunities for their firms. But Canadian firms active in Europe, or Africa, or Southeast Asia, who may have no business in China, are likely unaware of the opportunity that exists in these other markets for them. This is where the concept of "third-country collaboration," endorsed by the leaders of Canada and China in 2016, can play a significant role.

How do you, as a company curious about BRI, get a piece of the action?

First, strive to fully understand the initiative, the players, and the financing flows. This report goes more deeply into these subjects than usual. Determine what kind of BRI projects are happening in your countries of interest. Get to know the major players who are driving these projects—many Chinese companies and banks have offices here in Canada, which is a great place to start. The Chinese embassy and consulates in both Canada and in your target country can help you meet them. As you build a relationship, make sure to connect with those players in China as well. Fully leverage the Canadian Trade Commissioner Service, which can make introductions via its 15 points of service in Chinese cities and many of the BRI countries, and make sure to utilize the CCBC. We often host events that involve such players, and some are even part of our membership. Via our customized member service, we can help open doors for you with such players (see www.ccbc.com/membership for more information).

Once you understand BRI and the role it plays in your countries of interest, aggressively pursue relevant projects, or create new projects. CCBC member Refraction Asset Management, in its Ukrainian solar project mentioned in the Case Study section, adeptly built relationships with both the Canadian and Chinese embassies in Ukraine to gain support for its successful project and will rely on BRI for future growth there.

In the end, developing business with Chinese companies on third-market projects is a matter of expertise and trust. If the Chinese company leading the project understands the value a Canadian company can bring to a project and has built a relationship such that it trusts the company to help it create successful outcomes, very beneficial business can result. Not every country is right for your

How do you, as
a company
curious about
BRI, get a piece
of the action?

company. Many projects are in nations with governments that may not share the same values and governance standards that we do. Choose projects and countries where you understand how to work within the system and are comfortable doing business. A Canadian partner with deep knowledge of the country can bring a lot of value to Chinese firm that my just be getting started and can help ensure the overall project is viewed favorably and meets its goals. A good start can be to work with organizations like the AIIB, which adheres to strict international governance standards and happens to count BRI countries among its operating areas.

As an initiative that has generated a great deal of press and has been written into China's constitution, BRI has received a great deal of attention, not all positive. But the fact is that the BRI will bring development and growth to many dozens of countries, and this opens windows of opportunity for Canadian companies to contribute and benefit. We hope that this report will help you to understand where your windows of opportunity lie.

CCBC would like to thank Chris Twigge-Molecey for his hard work and dedication in bringing this report to fruition.



Sarah Kutulakos, Executive Director



Introduction

The Belt and Road Initiative (BRI) is prominent in the world press. What is it and why should we, as Canadians, pay attention?

President Xi Jinping first announced the “New Silk Road” in 2013 as an infrastructure development program to facilitate trade from China across Southeast and Central Asia, all the way to Europe. Over the subsequent five years over \$200 billion has been invested in a wide range of projects outside China, and the Belt and Road Initiative (BRI), as it is now branded (changed from the earlier “One Belt, One Road,” or OBOR) involves over 70 different countries with implementation likely stretching over decades. However, it is important to recognize that a far greater sum has been spent inside China under the same initiative, particularly in the Western regions, the Pearl River Delta and along the East coast.

The geographic reach of BRI has now extended to Africa, South America and all the way to New Zealand, with the potential cost estimated at \$4 to \$6 trillion. During the 19th plenary session of the Communist Party of China the BRI was specifically written into China’s constitution. The resulting commitment by Chinese companies to deliver their contribution is now very evident via a strong push from regulators, banks, planners, constructors and suppliers.

In the current approach there are multiple corridors under development by both land and sea, with new routes to Europe already partly operational. In broad terms the initiative covers transportation systems, infrastructure and equipment, communications networks, logistics hubs and supporting power generation, electrical transmission and water systems. To support this wide range of needs, natural resources are also being acquired and developed. Cultural exports, tourism, education and social facilities have also become part of the plan. As infrastructure is built along the road, the resulting increases in standards of living and consumption will bring opportunities to additional sectors.

Such a large and complex undertaking involves a vast array of opportunities and an equally vast array of state and non-state actors for Canadian exporters to come to grips with.

Based on the difficulty of finding successful case studies of Canadian companies working with China on the BRI for this report, it is clear that serious encouragement is required to engage our world-class capabilities across the spectrum of needs and geographies for the Initiative. The intent of this report is to illustrate where business opportunities may lie and to provide some ideas about routes to access them. We aim to increase the chances of successfully contributing to, and benefitting from, the BRI. Canadian involvement, which is currently minimal, is encouraged by the 2016 Memorandum signed by the Governments of both Canada and China on co-operation on projects in third countries (see Appendix 1).

The Belt and Road Initiative (BRI) is prominent in the world press. What is it and why should we, as Canadians, pay attention?



Source: The Belt and Road Initiative: 65 Countries and beyond," Fung Business Intelligence Centre.

The BRI is primarily an international infrastructure development program designed to facilitate two-way trade between China and a wide range of countries, primarily to the west, all the way to Europe.

As an overview, Figure 1 shows the major routes out of China, with further routes to East Africa and through the Arctic under serious discussion and development.

At the Boao Forum in 2015 the National Development and Reform Commission (NDRC) laid out an action plan, with part of the official document stating:

"It is aimed at promoting orderly and free flow of economic factors, highly efficient allocation of resources and deep integration of markets; encouraging the countries along the Belt and Road to achieve economic policy

coordination and carry out broader and more in-depth regional co-operation of higher standards; and jointly creating an open and balanced regional cooperation architecture that benefits all."

As it has developed over the last five years, a "Maritime Silk Road" has also become important with sea routes and ports developed across the Indian Ocean and the Mediterranean all the way to Piraeus in Greece.

The major routes are classified as:

The Silk Road Economic Belt

- China to Central Asia to Russia to Europe and the Baltic
- China to Central Asia to West Asia and on to the Persian Gulf and the Mediterranean
- China to Southeast Asia to South Asia and into the Indian Ocean.

In the short term there has been heavy emphasis on developments in Myanmar and Pakistan opening direct Chinese access to the Bay of Bengal and the Indian Ocean.

The 21st Century Maritime Silk Road

- Coastal China through the South China Sea to the Indian Ocean and on to Europe and Africa
- Coastal China through the South China Sea to the South Pacific.

Canadian Business Opportunities

The business opportunities are best looked at through the combined lenses of:

- The country where BRI activity is occurring,
- The need for local or non-Chinese expertise or finance,
- How the finance is organized and
- The unique skills that we have to offer, including specifically local experience or presence.

The following table summarizes the key countries as of 2016. Clicking on a country's flag will take you to specific data on the country in Appendix 2, including key economic data and demographics, contact information, and major announced Chinese BRI projects. Contacts and the additional information are taken from the Chinese central government website and "The Belt and Road Initiative: 65 Countries and beyond," May 2016, from Fung Business Intelligence Centre.

The activities and projects that are stated to be part of the BRI started in clearly defined sectors but have broadened over time. However, they are generally driven by Chinese ownership, financing, supply and/or construction. Clearly included are:

Transportation Infrastructure including:

- Roads
- Railways
- Airports
- Multi-modal hubs
- Transportation equipment
- Transportation systems (Signaling, controls, etc.)

Power Infrastructure including:

- Power stations
- Hydroelectric systems
- Transmission grids
- Supporting coal mines, gas fields and pipelines

Communications infrastructure including:

- Satellite links
- Fiber-optic backbone
- Local telephone systems and equipment

Supporting activities such as:

- Water supplies
- Hotels and accommodation
- Resource acquisitions
- Farms and food processing
- Logistics and distribution centers

To date around \$400 billion per year is being "spent" on the BRI, much of it inside China on the local infrastructure, but in excess of \$90 billion per year is being spent in or loaned to BRI countries by Chinese entities.

Major beneficiary countries so far have been, in descending order of construction value in the years 2014–17 according to The American Enterprise Institute:

- Pakistan
- Bangladesh
- Malaysia
- Indonesia
- Egypt
- Russian Federation
- Iran
- Saudi Arabia
- Laos
- Philippines

Spending in the above countries in investment and/or loans has been upwards of \$25 billion for Pakistan, down to \$6 billion for the Philippines. On this basis it becomes very important to understand how the money flows and who is controlling the spending that could offer opportunity to Canadian exporters.

The Belt and Road Countries

East and South-East Asia



Brunei



Cambodia



Indonesia



South Korea



Laos



Malaysia



Mongolia



Myanmar



Philippines



Singapore



Thailand



Timor-Leste



Vietnam

South Asia



Afghanistan



Bangladesh



Bhutan



India



Maldives



Nepal



Pakistan



Sri Lanka

Central Asia



Kazakhstan



Kyrgyzstan



Tajikistan



Turkmenistan



Uzbekistan

Middle East and Africa



Bahrain



Egypt



Ethiopia



Iran



Iraq



Israel



Jordan



Kuwait



Lebanon



Madagascar



Morocco



Oman

Rest of the World



Panama



New Zealand

The Belt and Road Countries

Middle East and Africa, Cont'd



Palestine



Qatar



Saudi Arabia



South Africa



Syrian Arab Republic



United Arab Emirates



Yemen

Europe



Albania



Armenia



Austria



Azerbaijan



Belarus



Bosnia & Herzegovina



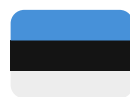
Bulgaria



Croatia



Czech Republic



Estonia



Georgia



Greece



Hungary



Latvia



Lithuania



Macedonia



Moldova



Montenegro



Poland



Romania



Russia



Serbia



Slovakia



Slovenia



Turkey



Ukraine

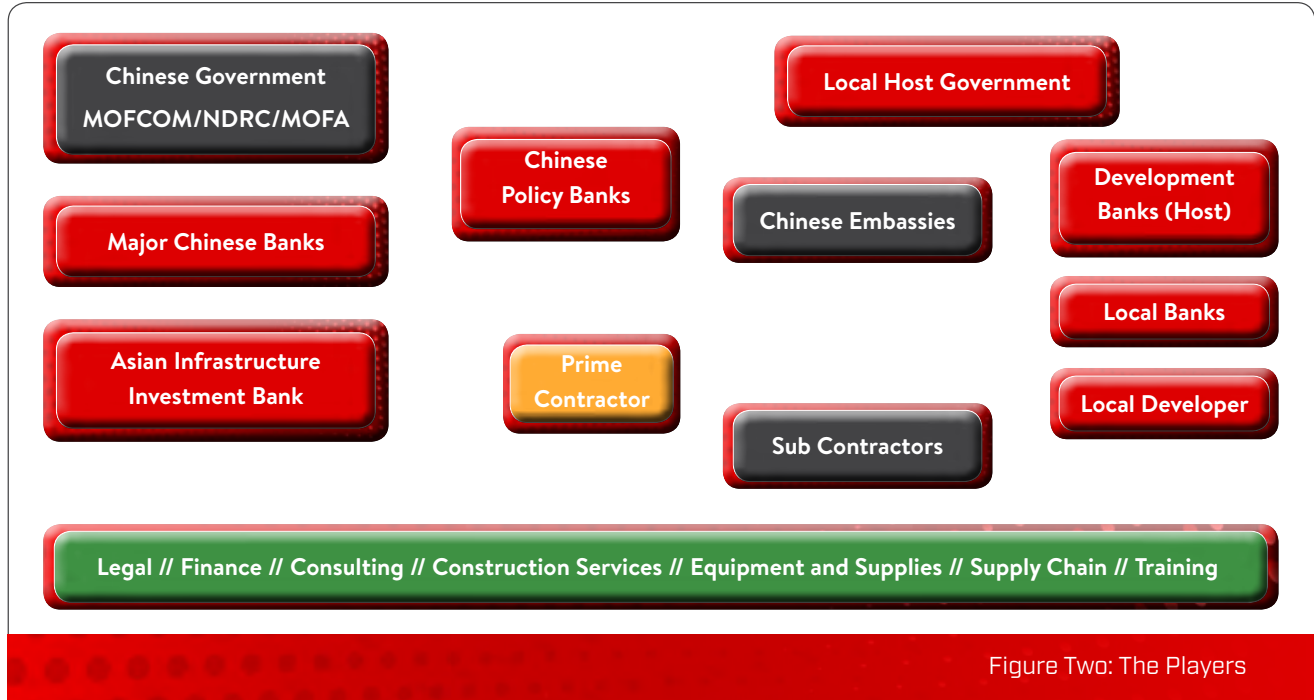


Figure Two: The Players

In Figure 2, the potential sources of money and financing for BRI projects are in the red boxes. There are many sources. They are, however, the key sources of project information and approvals of project or activity participants. The green box contains a range of possible areas of interest to Canadian exporters.

There is clearly a large number of contacts to be cultivated. Local intelligence about the opportunity pipeline is critical to focus a company's efforts. Entities in any one of the boxes can be the source of information, contacts, and ultimately contracts or sales.

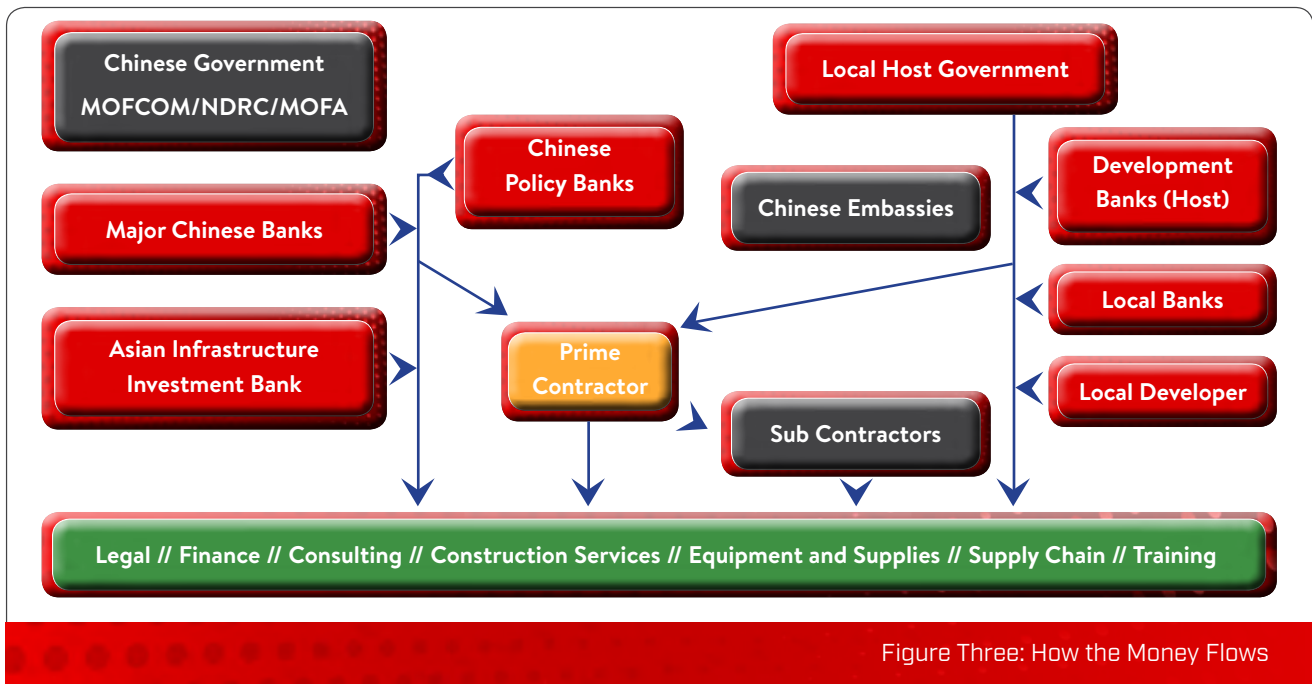


Figure Three: How the Money Flows

Figure 3 illustrates the potential financial complexity of the BRI. The actual flow of cash to the providers of goods and services, in the green box, can be very complex, with most major projects having multiple local and Chinese sources of funds.

The prime Chinese contractor in the central box will be a key source of opportunity as they normally have the mandate to deliver the project from China's central government.

However, one key element of the way the BRI is developing is that any party with a potential project can take it to any one of the potential funding agencies, and they can work out how it all comes together.

For example, the major Chinese banks are very keen on foreign groups bringing projects directly to them and have set up separate units to handle the opportunities. They have the discretion to lend or invest as they choose, up to a certain size of commitment.

Above this size of commitment the banks must seek approval from the Central Government steering group from MOFCOM/NDRC/MOFA.

While many of the Chinese actors in Figures 2 and 3 will be operating in the local country, it will always be critical to establish your credentials with the head offices in China, normally in Beijing.

A few of the major Chinese actors in each of the categories in Figures 2 and 3 are listed below. The Asian Infrastructure Investment Bank www.aiib.org is not listed, as it is not 100% Chinese government controlled and has a wider mandate than just the BRI.

The Chinese Policy Banks, supported by the central bank, provide targeted funds to specific policy-driven projects. The major channels are:

- The Silk Road Fund,
- The China Development Bank,
- The Export-Import Bank of China.

The Major Chinese Banks providing funds to projects are listed in Appendix 3. The largest are:

- ICBC, www.icbc.com.cn
- Bank of China, www.bankofchina.com
- Agricultural Bank of China, www.abchina.com
- China Construction Bank, www.ccb.com

Many other Chinese banks with international operations are also involved.

Currently the major banks may assign one of their provincial branches responsibility for financing projects and activities in specific countries.

The banks lend on a commercial basis to projects that they select.

The banks may also take small equity positions if they choose.

The Prime Contractors

Generally, the main BRI projects are driven by major Chinese contractors and construction groups, and the bank provides the funding to them and through them to sub-contractors and suppliers. The suppliers and sub-contractors will often be Chinese, but there is significant pressure to provide local opportunities for goods, services and employment in the host countries, especially when there is multilateral or local financing involved.

Major current Chinese groups driving BRI projects in early 2018 are listed in Appendix 4. They include:

- State Grid Corporation of China
- Huawei Technologies
- China Communications Construction Corporation International and its subsidiaries
- Sinopec Group

- CITIC International
 - China Railway Construction Engineering Corp.
 - China Railway Construction Corporation Ltd.
 - China Minmetals
- and many more across all the BRI sectors.

These are all huge groups, and it is important to determine which parts of the groups are given the lead on a specific project. This is where time with the head offices, mostly in Beijing, the local Chinese Embassies, and the local Canadian Trade Commissioners can help.

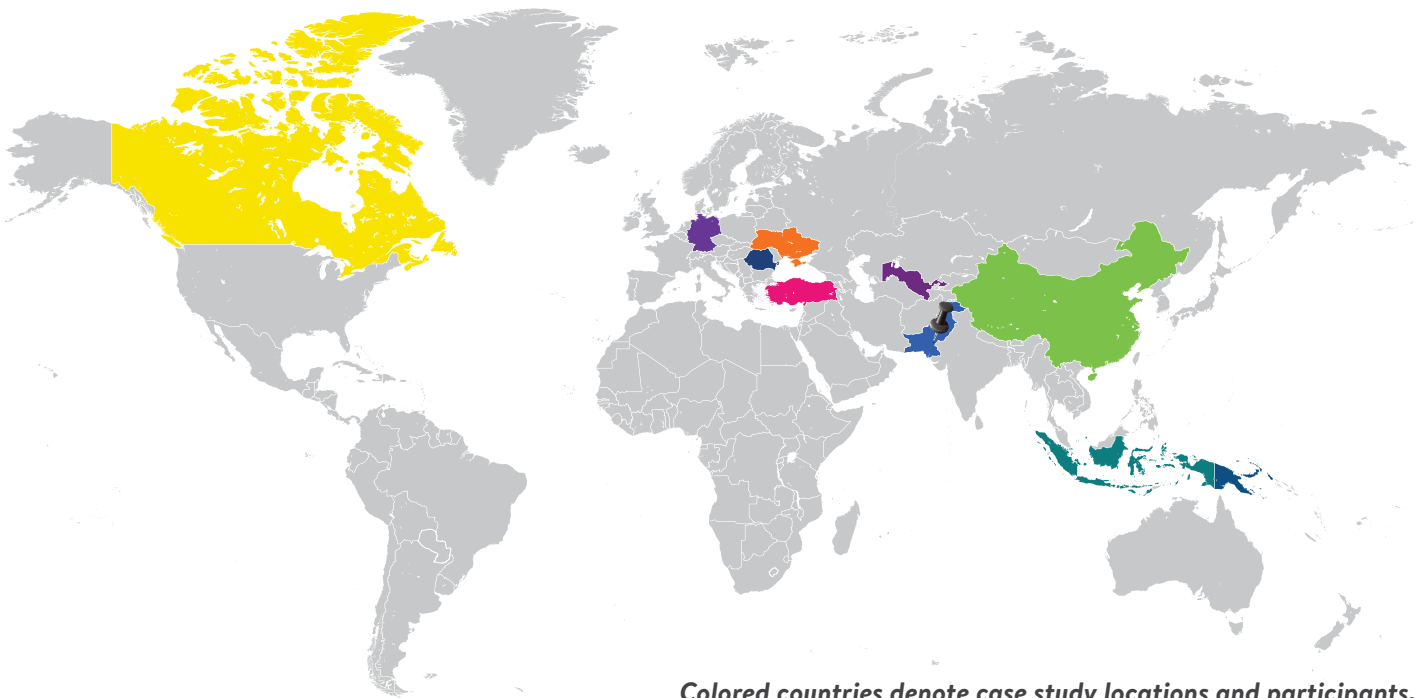
It is very important to do a thorough due diligence on projects prior to getting involved, as there has been a significant number of major projects announced that were subsequently terminated for different reasons. These have included bidding irregularities, facility ownership issues, local supply and contracting issues and financing issues.

Opportunities often take time to evolve, so the risk-reward balance must be carefully assessed.

Case Studies

Although few Canadian companies are actively involved in current BRI projects, the Council was able to locate a number of examples, highlighted here, which would qualify as BRI-linked and

illustrate the variety of approaches to the BRI across the 70+ countries. The map below shows that even this small sample demonstrates the broad geographic reach of Canadian industry.



To be considered a BRI project the criteria are widening with time. A key element is normally a major Chinese input as owner, contractor, financier or supplier. The case studies that follow are included to illustrate both Canadian successes and the range of forms the involvement can take.

The case studies include joint ventures, partnerships, suppliers of goods, professional services and financiers.

The Canadian participation varies from ownership and major project delivery involvement to high level consulting.

Solar Farm in the Ukraine



The 10.7MW solar farm is financed and owned by Refraction

Asset Management of Calgary.

The 10.7 million Euro facility is located in Nikopol, Ukraine, covering 15 hectares. It is the largest solar farm in the Ukraine based on technology and equipment supplied and constructed by the Chinese.



Solar Power Plant as seen from the drone (CNW Group/TIU Canada)

Mining Joint Venture in Papua New Guinea



Barrick Gold formed a joint venture in Papua New Guinea with Zijin Gold in 2015 to further develop the Pogera Gold mine in Enga Province. Each party holds 47.5%, while local groups hold the remaining 5%.

Zijin Gold will provide the operating management of the facilities in the newly formed joint venture company.



The Pogera Mine in Papua New Guinea



Solar Power in Uzbekistan

SkyPower of Toronto, a global leader in solar power plants, announced in May 2018 a \$1.5 billion Power Purchase Agreement (PPA) with the Government of Uzbekistan, based on delivering 1000 Megawatts of installed capacity across the country.

SkyPower will work with Uzbekenergo on the first PPA in Uzbekistan and as the first independent power producer and also the largest foreign investor in the country's history.

China Huayang Economic and Trade Group entered into a partnership with SkyPower a year ago for projects in third countries.



Due Diligence for the Asian Infrastructure Investment Bank

HATCH

HATCH of Mississauga, with its Chinese joint-venture partners, has been retained to examine the feasibility of AIIB potential investment in rail systems and subway developments in Central Asia.

The AIIB participation would be as part of a syndicated financing.

The technical work would be done by Hatch offices in Beijing and Mississauga in partnership with CISDI Engineering Co. and China Communications Construction Company, Ltd.



New Logistics Opportunities

Grand Power Logistics, a freight forwarding company based in Calgary, recently announced that it has expanded its operations in China to include a cross-continental rail service. The China-Europe service runs from the City of Suzhou through Russia and Europe, terminating in Hamburg, Germany. The new route takes one-third the time required for containers by ship and is only double the time required for air freight.

Development of Turkish Power Plant



A 2x350 MW power plant is to be potentially built, located in Izmir, Turkey.

The owner would be Fina Enerji and the plant construction options include supply by a Chinese consortium of EPC contractor and suppliers.

HATCH has been retained to do the due diligence for a Chinese bank financing and then as owners' engineer for the project.



Nuclear Technology Transfer



SNC Lavalin Nuclear is developing a Joint Venture with China National Nuclear Corporation to deliver the Advanced Fuel CANDU Reactor (AFCR) technology, recycling used reactor fuel, and to eventually provide thorium-based reactor technology. While at present targeted for inside China, the joint venture proposes to target international opportunities as well.

Elsewhere in the world, SNC-Lavalin Nuclear continues to be involved in prospects for new nuclear reactor development in Romania, a BRI country, in partnership with China General Nuclear (CGN), building on the successful introduction and operation of Candu reactors at Cernavoda, currently in place.



Gas Field Development



Husky Energy Inc. of Calgary, in JV with CNOOC

Limited and an Indonesian partner, is advancing gas projects in the Madura Straights, off the coast of Indonesia.

The liquids-rich BD Project started production in 2017 and two other fields are being developed in tandem to start up in 2019.



Solar Panels in Pakistan



Canadian company, HiSel Power, in equity joint venture with Dynavolt of China, is delivering solar solutions in Pakistan.

To date HiSel have sold or installed over 10,000 installations of panels, inverters and back-up batteries in houses, hotels, stores, hospitals, gas stations and farm pumping systems. They now total over 20 MW of installed capacity.

Clients have included local and multinational companies, UN agencies, colleges and universities, banks and governments.

Equipment and trade financing is provided by Chinese suppliers, and installation is often provided by the local HiSel Power subsidiary.



Financial Services Into the Pearl River Delta



HSBC (Canada) has provided a wide range of financial services to Canadian companies working in the Pearl River Delta, a domestic termination of the Maritime Silk Road. Included have been:

- Business support for setting up a Chinese subsidiary of an amusement park equipment supply company to service the local client base.
- Setting up RMB payment systems for an import/export company buying from China.
- Structured trade finance for third country imports, including an unmarginated Letter of credit for Chinese goods

Beyond these specific examples HSBC, as a global bank, provides a full range of financial and advisory services to its client base in Hong Kong and the region.

Hong Kong: Your Ideal Partner to Tap Opportunities Under the Belt and Road Initiative

The Belt and Road (B&R) Initiative refers to the Silk Road Economic Belt and 21st Century Maritime Silk Road. It is a visionary, long-term initiative launched by the Chinese Government to foster closer economic, political, cultural and social links across Asia, the Middle East, Europe and Africa.

The Initiative features “five areas of connectivity”: policy co-ordination; facilities connectivity; unimpeded trade; financial integration; and people-to-people bonds.

It aims to enhance market integration and create a regional economic co-operation framework that benefits all.

The first wave of opportunities under the Initiative would be infrastructure-related, which can be quickly expanded to include financial services, logistics and trade in goods and services.

As Asia’s world city, Hong Kong is ready to participate in the Initiative by capitalising on

its unique strengths in financial services, trade, logistics, professional and legal services. Most importantly, Hong Kong would like to invite Canada to jointly tap the opportunities under the B&R Initiative.

Why Hong Kong is your ideal partner?

Diverse Financing Platform

As an international financial centre, Hong Kong has the expertise and experience to serve as the fundraising hub and financing platform of the Initiative.



- Hong Kong provides diversified financing channels including equity listing, syndicated loans, private equity funds, and bonds.
- Hong Kong is the world's largest offshore Reminbi business hub, providing diversified investment, financing and risk management products.
- Over the past decade, Hong Kong's stock market has consistently ranked among the world's top five Initial Public Offering (IPO) fund-raising platforms.
- Given the growing demand for Islamic financial services from the large number of Islamic states along the B&R, Hong Kong can play an important role in Islamic finance, having already issued three Islamic bonds successfully.
- As one of the most open insurance centres in the world, Hong Kong can provide professional insurance and reinsurance services for B&R infrastructure.

World-class Connectivity

Hong Kong is strategically located in the heart of Asia. With first-rate infrastructure, Hong Kong serves as the gateway connecting Mainland China and the rest of the world.

- Hong Kong is within a four-hour flight from major Asian cities, and within a five-hour flight of half the world's population. Flights cover more than 40 countries along the B&R.
- Hong Kong International Airport is the world's busiest cargo gateway. The development of the third runway will increase the airport's handling capacity to meet forecast demand in 2030 and beyond.
- Hong Kong is well-connected to the Pearl River Delta on Mainland China. Commissioned in October 2018, the Hong Kong-Zhuhai-Macao Bridge shortens travel time from Zhuhai to the Hong Kong International Airport from four hours to 45 minutes.
- Commissioned in September 2018, the 26-km Hong Kong Section of the Guangzhou-

Shenzhen-Hong Kong Express Rail Link connects the city to Mainland China's 25,000-km high speed railway network and provides easy access to all major Mainland Chinese cities, in particular reduces travel time from Hong Kong to Guangzhou from the 100 minutes to 48 minutes.

- As a regional transport and logistics hub, Hong Kong is served by a global network of liner services, covering more than 470 destinations around the world, including over 40 B&R countries.

International Trade and Business Centre with Excellent Professional Services

Hong Kong has developed an extensive international trade network. With excellent professional services, enterprises can set up headquarters or regional bases in Hong Kong as a one-stop hub for the overall co-ordination and operation of projects in the B&R region.

- Hong Kong is one of the world's greatest trading economies, handling some 20% of Mainland China's international trade.
- Hong Kong is a world-renowned free port, having been ranked as the world's freest economy by the US Heritage Foundation for 24 consecutive years and by Canada Fraser Institute since 1996.
- Hong Kong enjoys the rule of law underpinned by an independent judiciary, and provides a level playing field and business-friendly environment for all enterprises to flourish.
- Hong Kong has a simple tax regime with low tax rates. Starting 1 April 2018, the corporate profits tax rate of the first HK\$2 million profits earned by enterprises has been reduced from 16.5% to 8.25%.
- That is why Hong Kong is home to more than 8,700 overseas and Mainland Chinese enterprises, of which 1,530 are regional headquarters.



- As a focal point for global talents, Hong Kong has professional experts providing excellent support services in law, accounting, consulting, architecture, construction and project management required for the infrastructure projects in the region.

International Legal and Dispute Resolution Services Centre

Hong Kong can provide high-end international legal and dispute resolution services to businesses from different legal systems looking for a common platform to settle their differences.

- With a long common law tradition, Hong Kong's sound legal system and judicial independence are widely acclaimed in the international community.
- Hong Kong has a strong pool of legal professionals, which include registered lawyers from about 30 jurisdictions outside Hong Kong.
- The establishment of branch offices of many renowned international law firms makes Hong Kong's legal services highly international.
- Hong Kong offers highly cost-effective arbitration and dispute resolution services.
- Arbitral awards made in Hong Kong are enforceable in jurisdictions of over 150 Contracting States to the New York Convention, as well as on Mainland China.

- London, Paris and Hong Kong have been listed as the top three seats of arbitration in the 2015 International Arbitration Survey by the Queen Mary University of London.
- In recent years, reputable international arbitral institutions have chosen Hong Kong as the first location to establish a presence outside their home jurisdictions, including the Secretariat of the International Court of Arbitration of the Paris-based International Chamber of Commerce.

For more information about the B&R Initiative and how Hong Kong can be a key partner of international enterprises to capture the opportunities under it, visit the portal <http://beltandroad.hktdc.com>.

For enquiries, please contact Hong Kong Economic and Trade Office (Toronto) (*official representative of the Hong Kong Special Administrative Region Government in Canada*)

174 St. George Street
Toronto, Ontario
M5R 2M7
Tel: (416) 924-5544



**JOINT STATEMENT BETWEEN
THE GOVERNMENT OF CANADA
AND THE GOVERNMENT OF THE PEOPLE'S REPUBLIC OF CHINA
TO DEVELOP COOPERATION IN THIRD-PARTY MARKETS**

1. At the invitation of the Canadian Prime Minister Justin Trudeau, Premier Li Keqiang of the People's Republic of China made an official visit to Canada from September 21 to 24, 2016.

Canada and China are committed to develop a robust strategic relationship between the two countries.

2. In the context of the highly complementary economic structure of Canada and China, and the significant potential for cooperation between Canadian and Chinese enterprises, Canada and China encourage and support these enterprises in developing economic cooperation in third-party markets where there is interest in commercial opportunities, and recognize the benefits that may accrue from investment cooperation and capacity building that may be needed to match the opportunities in those markets.
3. The support for third-party market cooperation is built upon the following foundation:
 - (i) Canada and China welcome the cooperation of enterprises from both countries to pursue commercial opportunities in third-party markets, on a project-by-project basis where enterprises have indicated shared interest.

- (ii) Enterprises from Canada and China are demonstrating significant cooperation in third-party markets in sectors such as nuclear and solar energy, and there are promising opportunities developing in the transportation sector. Both the governments of Canada and China have supported enterprises in their cooperation in those markets.
- (iii) Where appropriate, the Canadian and Chinese governments may support the efforts of Canadian and Chinese enterprises in other sectors in developing complementary activities in third-party markets.
- (iv) The two countries recognized the importance of expanding the scope of cooperation and building mutually beneficial approaches in third-party markets.
- (v) Both countries expressed interest in exploring the benefits of investment cooperation to support the capacity-building of enterprises to respond to the economic opportunities in third-party markets.

SIGNED in duplicate at *Ottawa* on this *22nd* of *September* day, 2016,
 in the English, French and Chinese languages, each version being equally valid.

Ngien

FOR THE GOVERNMENT OF CANADA

徐健

FOR THE GOVERNMENT OF THE PEOPLE'S
 REPUBLIC OF CHINA

Appendix 2. Country contacts and background details of individual countries

East and South-East Asia



Country	Brunei
Population	429,000
GDP (US\$)	12.74 billion
GDP/Capita	29,712 US dollars
Canadian Embassy Contact	930701108800
Chinese Embassy Contact	006732339609
Chinese contractors in the country and their contact(s)	Jian Yang 006738960794
Country's Development Bank contact	N/A
Major announced BRI projects	a. Muara Container Terminal joint operation ¹ b. Pulau Muara Besar Bridge project ²



Country	Indonesia
Population	261.1 million
GDP (US\$)	932.3 billion dollars
GDP/Capita	3570.29 US dollars
Canadian Embassy Contact	00622125507800
Chinese Embassy Contact	0062215761039
Chinese contractors in the country and their contact(s)	Jianhua Yu 0062215761039
Country's Development Bank contact	00622129927388
Major announced BRI projects	a. China-Indonesia Economic and Trade Cooperation Zone ⁹ b. Jakarta-Bandung High-Speed Railway Project ¹⁰ c. High-speed train linking Jakarta to Bandung ¹¹ d. Industrial zones outside Java Island ¹²



Country	Cambodia
Population	9.507 million
GDP (US\$)	20.02 billion dollars
GDP/Capita	2105.82 US dollars
Canadian Embassy Contact	0085523430811
Chinese Embassy Contact	0085523720920
Chinese contractors in the country and their contact(s)	An Li 0085523720920
Country's Development Bank contact	006326324444
Major announced BRI projects	a. Sihanouk Special Economic Zone Construction ³ b. China-Cambodia cross-border capital services platform ⁴ c. Kemchay Dam construction ⁵ d. Lower Sesan II Hydropower Plant ⁶ e. Cambodia-China Friendship Bridge ⁷ f. Deep water Sihanouk autonomous port upgrading project ⁸



Country	South Korea
Population	51.25 million
GDP (US\$)	1.411 trillion US
GDP/Capita	27,583 US dollars
Canadian Embassy Contact	008227836000
Chinese Embassy Contact	008227381038
Chinese contractors in the country and their contact(s)	Jinsheng Gu 008227381038
Country's Development Bank contact	008227877210
Major announced BRI projects	a. Making investment with China through the Asian Infrastructure Investment Bank (AIIB) ¹³




Country	Laos
Population	6.758 million
GDP (US\$)	15.9 billion dollars
GDP/Capita	2353.15 US dollars
Canadian Embassy Contact	0085621353834
Chinese Embassy Contact	0085621315100
Chinese contractors in the country and their contact(s)	Qihui Wang 0085621315100
Country's Development Bank contact	006326324444
Major announced BRI projects	a. China-Laos railway Project ¹⁴ b. Vientiane Saysettha Development Zone ¹⁵ c. Vientiane province dry-processing cement project ¹⁶ d. Laos' first expressway in Vientiane ¹⁷ e. 120mw hydropower plant project by DEC ¹⁸ f. Laos' 1st oil refinery construction ¹⁹



Country	Malaysia
Population	31.19 million
GDP (US\$)	296.4 billion dollars
GDP/Capita	9502.57 US dollars
Canadian Embassy Contact	0060327183333
Chinese Embassy Contact	0060321645250
Chinese contractors in the country and their contact(s)	Zhiming Si 0060321645250
Country's Development Bank contact	00880255667777
Major announced BRI projects	a. Malaysia-China Kuantan industrial park ²⁰ b. Four major rail projects in 2018: Kuala Lumpur to Singapore high speed rail; East Coast Rail Line; Mass Rapid Transit 3 (Circle Line); Gemas to Johor Baru electrified rail double tracking ²¹ c. 50MWAC Kuala Ketil Solar PV Project ²²



Country	Mongolia
Population	3.027 million
GDP (US\$)	11.16 billion dollars
GDP/Capita	3686.45 US dollars
Canadian Embassy Contact	0097611332500
Chinese Embassy Contact	0097693442086
Chinese contractors in the country and their contact(s)	Weiren Sun 0097693442086
Country's Development Bank contact	0097611313440
Major announced BRI projects	a. China-Mongolia-Russia economic corridor ²³ b. Synergy of Mongolia's Development Road strategy and BRI ²⁴



Country	Myanmar
Population	52.65 million
GDP (US\$)	66.97 billion
GDP/Capita	1271 US dollars
Canadian Embassy Contact	00951384805
Chinese Embassy Contact	00951221280
Chinese contractors in the country and their contact(s)	Liang Hong 00951221281
Country's Development Bank contact	N/A
Major announced BRI projects	a. Southeast Asia Biodiversity Research Institute of the Chinese Academy of Sciences establishment ²⁵ b. China-Myanmar economic corridor proposal ²⁶ c. China-aided pilot project of poverty reduction in Myanmar ²⁷ d. China-Myanmar oil pipelines project ²⁸



Country	Philippines
Population	106.3 million
GDP (US\$)	321.2 billion
GDP/Capita	3022 US dollars
Canadian Embassy Contact	006328579000
Chinese Embassy Contact	006328443148
Chinese contractors in the country and their contact(s)	Qingsheng Tan 006328877726
Country's Development Bank contact	818-9511 ext. 20 / info@dbp.ph
Major announced BRI projects	a. Issuance of inaugural 1.46 billion China yuan (230 million U.S. dollars) of panda bonds ²⁹ b. China-funded irrigation project ³⁰ c. Two river bridges in Manila ³¹ d. Two drug rehabilitation centers in Mindanao ³²



Country	Thailand
Population	69.10 million
GDP (US\$)	437.81 billion
GDP/Capita	6336 US dollars
Canadian Embassy Contact	0066026464300
Chinese Embassy Contact	0066854833327
Chinese contractors in the country and their contact(s)	Jian Lyu 006622450088
Country's Development Bank contact	N/A
Major announced BRI projects	a. Thai-Chinese Rayong Industrial Zone ³⁷ b. Thailand-China Railway construction (first phase) ³⁸ c. CIBN Film establishment—Strengthen Sino-Thai cooperation in TV and film production ³⁹ d. The Digital Belt and Road (DBAR) International Center of Excellence Bangkok establishment ⁴⁰ e. Integration of Eastern Economic Corridor and China's One Belt One Road Initiative ⁴¹



Country	Singapore
Population	5.535 million
GDP (US\$)	297 billion dollars
GDP/Capita	52,960.71 US dollars
Canadian Embassy Contact	006568545900
Chinese Embassy Contact	006564712117
Chinese contractors in the country and their contact(s)	Chao Zheng 006564712117
Country's Development Bank contact	006565171240
Major announced BRI projects	a. Sea-rail transport route links Chongqing and Singapore ³³ b. Direct flight links Harbin, Singapore ³⁴ c. China, Singapore joint B&R platform launch ³⁵ d. Sentosa, Singapore universal studios project—China Beijing Metallurgical Engineering Technology Co., Ltd. ³⁶



Country	Timor-Leste
Population	1.24 million
GDP (US\$)	2.61 billion
GDP/Capita	2,104 US dollars
Canadian Embassy Contact	6703322111
Chinese Embassy Contact	6703325169
Chinese contractors in the country and their contact(s)	Hongyang Liu 6703325169
Country's Development Bank contact	N/A
Major announced BRI projects	N/A



Country	Vietnam
Population	91.7 million
GDP (US\$)	202.6 billion dollars
GDP/Capita	2209.38 US dollars
Canadian Embassy Contact	00842838279899
Chinese Embassy Contact	0084438453736
Chinese contractors in the country and their contact(s)	Suomian Hu 0084438453736
Country's Development Bank contact	008449331374
Major announced BRI projects	a. Long Jiang Industrial Park ⁴² b. Vietnam's first urban railway Cat Linh-Ha Dong Line construction ⁴³ c. Freight train between Nanchang, China and Hanoi, Vietnam. ⁴⁴ d. Power transmission and grids connection project ⁴⁵ e. High speed railway connecting Hanoi to the northern border with China ⁴⁶ f. Vinh Tan 1 power plant construction ⁴⁷ g. Hanoi light rail project ⁴⁸



South Asia

Country	Afghanistan
Population	35.53 million
GDP (US\$)	20.89 billion
GDP/Capita	588 US dollars
Canadian Embassy Contact	0093701108800
Chinese Embassy Contact	0093202105148
Chinese contractors in the country and their contact(s)	Jing Yao 0093202102728
Country's Development Bank contact	N/A
Major announced BRI projects	a. Freight train linking Yiwu to Afghanistan ⁴⁹ b. Dare-e-Sof and Yakawlang Road project ⁵⁰



Country	Bangladesh
Population	163 million
GDP (US\$)	221.4 billion dollars
GDP/Capita	1358.78 US dollars
Canadian Embassy Contact	00880255668444
Chinese Embassy Contact	0088029860103
Chinese contractors in the country and their contact(s)	Huangjun Li 0088029845272
Country's Development Bank contact	0088025566777
Major announced BRI projects	a. 220km oil pipeline project construction ⁵¹ b. Payra Power Hub construction project ⁵² c. Shitalakhya River bridge construction ⁵³ d. Mirsharai dual-fuel power plant construction ⁵⁴ e. Bangladesh's first eco-friendly power plant project ⁵⁵ f. Bangladesh-China Iron and Steel International Capacity and Cooperation Demonstrative Zone project ⁵⁶



Country	Bhutan
Population	807,610
GDP (US\$)	2.33 billion
GDP/Capita	2903 US dollars
Canadian Embassy Contact	00911141782000
Chinese Embassy Contact	N/A
Chinese contractors in the country and their contact(s)	N/A
Country's Development Bank contact	N/A
Major announced BRI projects	N/A



Country	India
Population	1316.90 million
GDP (US\$)	2439.01 billion
GDP/Capita	1852 US dollars
Canadian Embassy Contact	00911141782000
Chinese Embassy Contact	009126112345
Chinese contractors in the country and their contact(s)	Zhaohui Luo 009124672687
Country's Development Bank contact	011912266937000
Major announced BRI projects	a. Mumbai Metro's Line-3 tunnel project ⁵⁷



Country	Maldives
Population	360,000
GDP (US\$)	4.51 billion
GDP/Capita	12,527 US dollars
Canadian Embassy Contact	009411532-6232
Chinese Embassy Contact	009603010639
Chinese contractors in the country and their contact(s)	Lizhong Zhang 009603307825
Country's Development Bank contact	N/A
Major announced BRI projects	a. Friendship Bridge construction ⁵⁸ b. Affordable housing project in Hulhumale ⁵⁹ c. Power transformation and transmission EPC project in Male, Hulhumale and Hulhule Airport Island ⁶⁰ d. Maldives international airport runway project ⁶¹



Country	Nepal
Population	29.34 million
GDP (US\$)	24.47 billion
GDP/Capita	834 US dollars
Canadian Embassy Contact	0097714441976
Chinese Embassy Contact	014411740
Chinese contractors in the country and their contact(s)	Hong Yu 014425520
Country's Development Bank contact	0097714254639
Major announced BRI projects	a. Nepal-China cross-border optical fiber link ⁶² b. New cargo service between Tibet and Nepal ⁶³ c. Hydropower projects in Katmandu ⁶⁴ d. 2nd international airport construction project ⁶⁵



Country	Pakistan
Population	193.2 million
GDP (US\$)	283.7 billion dollars
GDP/Capita	1468.19 US dollars
Canadian Embassy Contact	0092512086000
Chinese Embassy Contact	0092518496156
Chinese contractors in the country and their contact(s)	Zhihuang Wang 0092518496156
Country's Development Bank contact	0092512600351
Major announced BRI projects	<ul style="list-style-type: none"> a. China-Pakistan Economic Corridor (CPEC)⁶⁶ b. Haier-Ruba Economic Zone.⁶⁷ c. Karachi-Peshawar Railway Line (ML1) upgrading⁶⁸ d. Multan-Sukkur Motorway construction⁶⁹ e. Jhimpir Wind Power Plant⁷⁰ f. Gwadar Port's Free Zone inauguration⁷¹ g. Remote sensing satellites by China for Pakistan⁷² h. Neelum-Jhelum hydropower station project⁷³ i. 1st metro train in Lahore under CPEC⁷⁴ j. Islamabad-Gwadar flights launch under CPEC⁷⁵ k. Allama Iqbal International Airport construction⁷⁶ l. HUBCO Coal Power Plant m. All projects under CPEC: http://cpec.gov.pk/⁷⁷



Country	Sri Lanka
Population	21.2 million
GDP (US\$)	81.32 billion dollars
GDP/Capita	3835.39 US dollars
Canadian Embassy Contact	0094115160304
Chinese Embassy Contact	0094112688610
Chinese contractors in the country and their contact(s)	Zuoyuan Huan 0094112688610
Country's Development Bank contact	0094114455455
Major announced BRI projects	<ul style="list-style-type: none"> a. Hambantota port construction⁷⁸ b. Industrial Park in southern Sri Lanka⁷⁹ c. Colombo Port City⁸⁰ d. Sri Lanka-China Logistics and Industrial Zone Office in Sri Lanka's southern port of Hambantota⁸¹ e. Matara-Katarama railway extension project⁸² f. Colombo International Financial City development Project⁸³



Central Asia



Country	Kazakhstan
Population	17.80 million
GDP (US\$)	133.7 billion dollars
GDP/Capita	7510.08 US dollars
Canadian Embassy Contact	0077172475577
Chinese Embassy Contact	0077172793561
Chinese contractors in the country and their contact(s)	Zuoyuan Huan 0077172793561
Country's Development Bank contact	0077172709707
Major announced BRI projects	<ul style="list-style-type: none"> a. New 1454-km Kazakh-China natural gas pipeline construction.⁸⁴ b. Aktogay copper ore dressing plant⁸⁵ c. Astana International Exchange establishment⁸⁶ d. North Kazakhstan industrial park investment⁸⁷ e. China-Kazakhstan Khorgos Frontier International Cooperation Center development⁸⁸ f. MOU between China's CSRC and Kazakhstan's AFSA—to enhance cooperation on securities and futures regulation⁸⁹



Country	Kyrgyzstan
Population	6.20 million
GDP (US\$)	6.854 billion
GDP/Capita	1106 US dollars
Canadian Embassy Contact	00996312650101
Chinese Embassy Contact	00996312597487
Chinese contractors in the country and their contact(s)	Dayu Qi 00996312597487
Country's Development Bank contact	N/A
Major announced BRI projects	<ul style="list-style-type: none"> a. China-Kyrgyzstan-Uzbekistan highway⁹⁰ b. China-Kyrgyzstan-Uzbekistan freight system project⁹¹



Country	Turkmenistan
Population	5.54 million
GDP (US\$)	42.355 billion
GDP/Capita	7646 US dollars
Canadian Embassy Contact	0090312409270
Chinese Embassy Contact	0099312488105
Chinese contractors in the country and their contact(s)	Qinghua Xiao 0099312480170
Country's Development Bank contact	N/A
Major announced BRI projects	a. Turkmenistan—China Natural Gas Pipeline ⁹³



Country	Tajikistan
Population	8.84 million
GDP (US\$)	7.242 billion
GDP/Capita	820 US dollars
Canadian Embassy Contact	77172475577
Chinese Embassy Contact	992935710666
Chinese contractors in the country and their contact(s)	Bin Yue 992372271895
Country's Development Bank contact	N/A
Major announced BRI projects	a. China to launch cross-border railway, road and natural-gas pipeline projects ⁹²




Country	Uzbekistan 
Population	31.85 million
GDP (US\$)	67.22 billion dollars
GDP/Capita	2110.65 US dollars
Canadian Embassy Contact	00998712539205
Chinese Embassy Contact	00998712338088
Chinese contractors in the country and their contact(s)	Yulong Jin 00998712334728
Country's Development Bank contact	00998711401920
Major announced BRI projects	a. China-Kyrgyzstan-Uzbekistan highway construction project ⁹⁴ b. China-Kyrgyzstan-Uzbekistan freight transport system construction ⁹⁵ c. Qamchiq Tunnel construction project ⁹⁶ d. Karakuri Gasfield Project ⁹⁷



Middle East and Africa

Country	Bahrain 
Population	1.45 million
GDP (US\$)	34.9 billion
GDP/Capita	24,029 US dollars
Canadian Embassy Contact	0097317536270
Chinese Embassy Contact	0097317723800
Chinese contractors in the country and their contact(s)	Jun Zhang 0097317723800
Country's Development Bank contact	0097317511111
Major announced BRI projects	N/A

Country	Egypt 
Population	95.69 million
GDP (US\$)	336.3 billion
GDP/Capita	3514.49 US dollars
Canadian Embassy Contact	0020224612200
Chinese Embassy Contact	0020227361219
Chinese contractors in the country and their contact(s)	Bing Han 0020227361219
Country's Development Bank contact	00202 22563790/1
Major announced BRI projects	a. China-Egypt TEDA Suez Economic and Trade Cooperation Zone ⁹⁸ b. Cairo interurban light rail project ⁹⁹ c. US\$30m fiber cable project in Badr ¹⁰⁰ d. CBD construction in Egypt's new capital ¹⁰¹



Country	Ethiopia
Population	92.66 million
GDP (US\$)	80.87 billion
GDP/Capita	876 US dollars
Canadian Embassy Contact	00251113170000
Chinese Embassy Contact	00251113711960
Chinese contractors in the country and their contact(s)	Jian Tan 00251113728739
Country's Development Bank contact	00251115511188
Major announced BRI projects	a. Ethiopia's Chinese-built Eastern Industry Zone construction ¹⁰² b. Ethiopia-Djibouti railway project ¹⁰³



Country	Iran
Population	19.71 million
GDP (US\$)	393.4 billion dollars
GDP/Capita	19,959.41 US dollars
Canadian Embassy Contact	0098218732623
Chinese Embassy Contact	00982122291240
Chinese contractors in the country and their contact(s)	Peimin Wu 00982122291240
Country's Development Bank contact	00982188359168
Major announced BRI projects	a. Abadan refinery improvement ¹⁰⁴ b. Photovoltaic panels set up deal ¹⁰⁵ c. Arak Heavy-Water Reactor Project ¹⁰⁶




Country	Iraq
Population	38.86 million
GDP (US\$)	197.7 billion
GDP/Capita	5088 US dollars
Canadian Embassy Contact	00964 782 783 5084
Chinese Embassy Contact	00964-7901912315
Chinese contractors in the country and their contact(s)	Weiqing Chen 009647901912305
Country's Development Bank contact	009647712080331
Major announced BRI projects	a. Oil field development in Baghdad province ¹⁰⁷ b. Oil, gas blocks development in Naft Khana ¹⁰⁸




Country	Israel
Population	8.71 million
GDP (US\$)	348.01 billion
GDP/Capita	39,974 US dollars
Canadian Embassy Contact	0097236363300
Chinese Embassy Contact	0097235442638
Chinese contractors in the country and their contact(s)	Zhan Yongxin 0097235465922
Country's Development Bank contact	N/A
Major announced BRI projects	a. Incubation center in Xiamen. China to promote technology cooperation ¹⁰⁹ b. Light-rail line project in Tel Aviv ¹¹⁰





Country	Jordan
Population	7.13 million
GDP (US\$)	40.49 billion
GDP/Capita	5678 US dollars
Canadian Embassy Contact	0096265901500
Chinese Embassy Contact	0096265516136
Chinese contractors in the country and their contact(s)	Pan Weifang 00962799098257
Country's Development Bank contact	N/A
Major announced BRI projects	a. Chinese culture center in Jordan ¹¹¹ b. Deal for cooperation of aviation services ¹¹²



Country	Kuwait
Population	4.053 million
GDP (US\$)	114 billion dollars
GDP/Capita	28,975.40 US dollars
Canadian Embassy Contact	96522563025
Chinese Embassy Contact	96525333340
Chinese contractors in the country and their contact(s)	Yongru Cheng 96525333340
Country's Development Bank contact	22520262021
Major announced BRI projects	a. Kuwait Silk City and the five-island projects ¹¹³




Country	Lebanon
Population	4.51 million
GDP (US\$)	51.46 billion
GDP/Capita	11,409 US dollars
Canadian Embassy Contact	009614726700
Chinese Embassy Contact	0096101856133
Chinese contractors in the country and their contact(s)	Wang Kejian Chinaemb_lb@mfa.gov.cn
Country's Development Bank contact	N/A
Major announced BRI projects	a. China funded Lebanon National Higher Institute of Music ¹¹⁴



Country	Madagascar
Population	25.61 million
GDP (US\$)	11.46 billion
GDP/Capita	448 US dollars
Canadian Embassy Contact	00261202243270
Chinese Embassy Contact	00261202240129
Chinese contractors in the country and their contact(s)	Yang Xiaorong ambchine@wanadoo.mg
Country's Development Bank contact	N/A
Major announced BRI projects	a. Expressway project connecting the Ivato International Airport and the Boulevard De L'Europe ¹¹⁵



Country	Morocco
Population	35.28 million
GDP (US\$)	101.4 billion dollars
GDP/Capita	2832.43 US dollars
Canadian Embassy Contact	00212537544949
Chinese Embassy Contact	00212537754056
Chinese contractors in the country and their contact(s)	Lin Jing 00212537754056
Country's Development Bank contact	00212530177300
Major announced BRI projects	a. Morocco tower built by CRCC ¹¹⁶ b. World's largest single-unit solar power plant ¹¹⁷ c. Morocco Silk Road business council ¹¹⁸



Country	Oman
Population	4.13 million
GDP (US\$)	74.27 billion
GDP/Capita	17,973 US dollars
Canadian Embassy Contact	0096824794928
Chinese Embassy Contact	0096824696782
Chinese contractors in the country and their contact(s)	Yu Fulong 0096824697804
Country's Development Bank contact	0096824726813
Major announced BRI projects	a. China-Oman Industrial Park ¹¹⁹




Country	Palestine
Population	N/A
GDP (US\$)	14.32 billion
GDP/Capita	2892 US dollars
Canadian Embassy Contact	N/A
Chinese Embassy Contact	002161780064
Chinese contractors in the country and their contact(s)	Liu Yuhe 0097222951222
Country's Development Bank contact	N/A
Major announced BRI projects	N/A



Country	Qatar
Population	2.74 million
GDP (US\$)	166.35 billion
GDP/Capita	60,812 US dollars
Canadian Embassy Contact	0097444199000
Chinese Embassy Contact	0097444934203
Chinese contractors in the country and their contact(s)	Li Chen 0097444110151
Country's Development Bank contact	0097444596666
Major announced BRI projects	a. Qatar's 2022 World Cup stadium construction ¹²⁰







Country	Saudi Arabia
Population	32.28 million
GDP (US\$)	646.4 billion dollars
GDP/Capita	20,028.65 US dollars
Canadian Embassy Contact	00966114882288
Chinese Embassy Contact	0020227361219
Chinese contractors in the country and their contact(s)	Bing Han 0020227361219
Country's Development Bank contact	0020222563790/1
Major announced BRI projects	a. MOU on production capacity and investment cooperation with 35 big projects involving \$65 billion ¹²¹



Country	South Africa
Population	56.50 million
GDP (US\$)	344.06 billion
GDP/Capita	6089 US dollars
Canadian Embassy Contact	27 (12) 422-3000
Chinese Embassy Contact	0027-12-4316500
Chinese contractors in the country and their contact(s)	Lin Songtian 0027123424154
Country's Development Bank contact	0027113133500
Major announced BRI projects	a. CMIG Drawin Prefabricated Construction ¹²²

Country	Syrian Arab Republic
Population	18.28 million
GDP (US\$)	73.67 billion
GDP/Capita	1700.39 US dollars
Canadian Embassy Contact	N/A
Chinese Embassy Contact	00963113339594
Chinese contractors in the country and their contact(s)	Qi Qianjin 00963113338067
Country's Development Bank contact	N/A
Major announced BRI projects	N/A



Country	United Arab Emirates
Population	10.14 million
GDP (US\$)	378.66 billion
GDP/Capita	37,346 US dollars
Canadian Embassy Contact	0097126940300
Chinese Embassy Contact	0097124434276
Chinese contractors in the country and their contact(s)	Ni Jian 0097124436835
Country's Development Bank contact	0097126990999
Major announced BRI projects	a. China-UAE Industrial Capacity Cooperation Industrial Park construction ¹²³



Country	Yemen
Population	29.98 million
GDP (US\$)	16.51 billion
GDP/Capita	551 US dollars
Canadian Embassy Contact	00966114882288
Chinese Embassy Contact	009671275337
Chinese contractors in the country and their contact(s)	Tian Qi 0096777792358
Country's Development Bank contact	N/A
Major announced BRI projects	N/A



Europe



Country	Albania
Population	2.88 million
GDP (US\$)	13.18 billion
GDP/Capita	4583 US dollars
Canadian Embassy Contact	0035542257274
Chinese Embassy Contact	0035542232385
Chinese contractors in the country and their contact(s)	Jiang Yu 003554233159
Country's Development Bank contact	N/A
Major announced BRI projects	a. Everbright Group buys Albanian airport operator ¹²⁴



Country	Armenia
Population	2.925 million
GDP (US\$)	10.55 billion dollars
GDP/Capita	3606.15 US dollars
Canadian Embassy Contact	0037410583786
Chinese Embassy Contact	0037410560067
Chinese contractors in the country and their contact(s)	Hongliang Wang 0037410560067
Country's Development Bank contact	0037410590901
Major announced BRI projects	a. Yerevan Chinese language school ¹²⁵ b. Armenia's ambulance vehicles replenishment ¹²⁶ c. Jiangsu Province—Armenia tourism cooperation agreement ¹²⁷





Country	Austria
Population	8.82 million
GDP (US\$)	416.85 billion
GDP/Capita	47,290 US dollars
Canadian Embassy Contact	00431531383000
Chinese Embassy Contact	004317136816
Chinese contractors in the country and their contact(s)	Li Xiaosi 00431714314921
Country's Development Bank contact	004315331200
Major announced BRI projects	a. China, Austria sign contracts worth 1.5 billion euros including more than 30 cooperation projects in infrastructure, finance, art, culture, education and health ¹²⁸



Country	Azerbaijan
Population	9.57 million
GDP (US\$)	38.583 billion
GDP/Capita	4032 US dollars
Canadian Embassy Contact	00903124092700
Chinese Embassy Contact	00994124936129
Chinese contractors in the country and their contact(s)	Wei Jinghua 00994124656215
Country's Development Bank contact	N/A
Major announced BRI projects	a. China-Azerbaijan Free Trade Industrial Park ¹²⁹ b. Baku-Tbilisi-Kars Railway project ¹³⁰




Country	Belarus
Population	9.507 million
GDP (US\$)	47.43 billion dollars
GDP/Capita	4989.25 US dollars
Canadian Embassy Contact	48225843100
Chinese Embassy Contact	375172849728
Chinese contractors in the country and their contact(s)	Xiuming Yang 375172849728
Country's Development Bank contact	375173083900
Major announced BRI projects	a. China-Belarus Industrial Park: Great Stone ¹³¹ b. Belarusian power plant reconstruction ¹³² c. China aids Belarus' social housing projects ¹³³ d. BelGee automotive plant ¹³⁴



Country	Bosnia & Herzegovina
Population	3.51 million
GDP (US\$)	18.06 billion
GDP/Capita	5,149 US dollars
Canadian Embassy Contact	431531383000
Chinese Embassy Contact	0038733215102
Chinese contractors in the country and their contact(s)	Chen Bo 0038733665686
Country's Development Bank contact	N/A
Major announced BRI projects	N/A



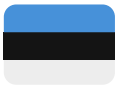
Country	Bulgaria
Population	7.128 million
GDP (US\$)	52.4 billion dollars
GDP/Capita	7350.80 US dollars
Canadian Embassy Contact	0035929699710
Chinese Embassy Contact	0035929733947
Chinese contractors in the country and their contact(s)	Chaoyin Yao 0035929712032
Country's Development Bank contact	0035929658370
Major announced BRI projects	a. China-CEEC Agricultural Cooperation Demonstration Zone in Bulgaria ¹³⁵ b. China Development Bank–Bulgaria financial cooperation project ¹³⁶



Country	Croatia
Population	4.15 million
GDP (US\$)	54.5 billion
GDP/Capita	13,138 US dollars
Canadian Embassy Contact	0038514881200
Chinese Embassy Contact	0038514637011
Chinese contractors in the country and their contact(s)	Hu Zhaoming 0038514693014
Country's Development Bank contact	0096824726813
Major announced BRI projects	a. Peljesac Bridge project ¹³⁷ b. 156MW wind power project in Senj, Croatia ¹³⁸



Country	Czech Republic
Population	10.6 million
GDP (US\$)	210 billion
GDP/Capita	19,820 US dollars
Canadian Embassy Contact	420272101800
Chinese Embassy Contact	420233028800
Chinese contractors in the country and their contact(s)	Ma Keqing 420233028872
Country's Development Bank contact	N/A
Major announced BRI projects	a. First freight train between Prague and Yiwu ¹³⁸



Country	Estonia
Population	1.31 million
GDP (US\$)	25.97 billion
GDP/Capita	19,840 US dollars
Canadian Embassy Contact	3726273311
Chinese Embassy Contact	3726607867
Chinese contractors in the country and their contact(s)	Li Chao 3726015830
Country's Development Bank contact	N/A
Major announced BRI projects	N/A






Country	Georgia
Population	3.69 million
GDP (US\$)	15.14 billion
GDP/Capita	4099 US dollars
Canadian Embassy Contact	00995322982072
Chinese Embassy Contact	00995322259000
Chinese contractors in the country and their contact(s)	Ji Yanchi yfarm@access.sanet.ge
Country's Development Bank contact	N/A
Major announced BRI projects	a. Baku-Tbilisi-Kars Railway ¹⁴⁰ b. Penetration project of Georgia T9 tunnel ¹⁴¹



Country	Greece
Population	11.0 million
GDP (US\$)	195 USD billion
GDP/Capita	17,723 USD
Canadian Embassy Contact	30-210-7273400
Chinese Embassy Contact	30-697-373-0680
Chinese contractors in the country and their contact(s)	COSCO 30-210-429-0810
Country's Development Bank contact	Being formed (2018) Black Sea Trade and Development Bank 30 2310 290 400
Major announced BRI projects	a. COSCO purchase of part of Pireaus Port b. China State Grid investments c. ZTE and Huawei investments




Country	Hungary
Population	9.818 million
GDP (US\$)	124.3 billion dollars
GDP/Capita	12,664.85 US dollars
Canadian Embassy Contact	003613923360
Chinese Embassy Contact	003614133373
Chinese contractors in the country and their contact(s)	Xinjian Zhou 003614133362
Country's Development Bank contact	003613543000
Major announced BRI projects	a. Central European Trade and Logistics Cooperation Zone ¹⁴² b. Belgrade-Budapest railway construction ¹⁴³

Country	Latvia 
Population	1.96 million
GDP (US\$)	27.795
GDP/Capita	14,188 US dollars
Canadian Embassy Contact	0037167813945
Chinese Embassy Contact	0037167357023
Chinese contractors in the country and their contact(s)	Huang Yong 0037167357025
Country's Development Bank contact	N/A
Major announced BRI projects	a. The first trans-Eurasia container train linking China and Latvia ¹⁴⁴

Country	Lithuania 
Population	2.84 million
GDP (US\$)	42.826 million
GDP/Capita	15,090 US dollars
Canadian Embassy Contact	37052490950
Chinese Embassy Contact	37052162861
Chinese contractors in the country and their contact(s)	Shen Zhifei 37052722375
Country's Development Bank contact	N/A
Major announced BRI projects	N/A



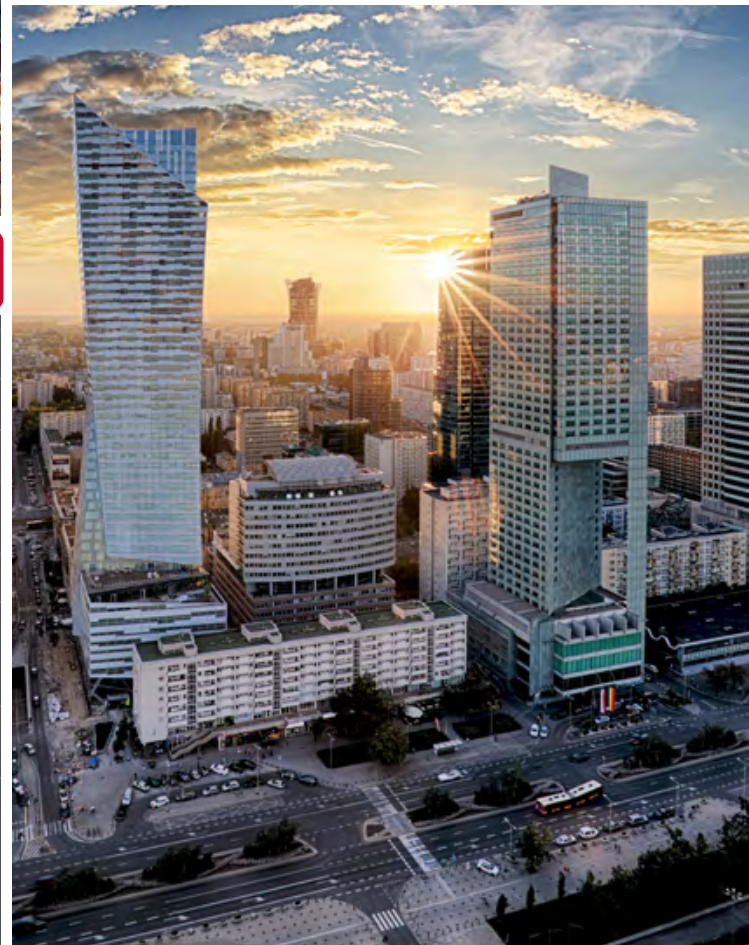
Country	Macedonia 
Population	1.96 million
GDP (US\$)	27.795 billion
GDP/Capita	14,188 US dollars
Canadian Embassy Contact	381113063000
Chinese Embassy Contact	38923213163
Chinese contractors in the country and their contact(s)	Yin Lixian 38923069668
Country's Development Bank contact	N/A
Major announced BRI projects	N/A

Country	Moldova 
Population	3.55 million
GDP (US\$)	7.409 billion
GDP/Capita	2089 US dollars
Canadian Embassy Contact	40213075000
Chinese Embassy Contact	0037322210712
Chinese contractors in the country and their contact(s)	Zhang Yinghong 0037322295960
Country's Development Bank contact	N/A
Major announced BRI projects	N/A

Country	Montenegro
Population	6.23 million
GDP (US\$)	4.185 billion
GDP/Capita	6718 US dollars
Canadian Embassy Contact	00381113063000
Chinese Embassy Contact	00382020609276
Chinese contractors in the country and their contact(s)	Cui Zhiwei 0038220609080
Country's Development Bank contact	N/A
Major announced BRI projects	N/A



Country	Poland
Population	38 million
GDP (US\$)	534.3 billion dollars
GDP/Capita	14,058
Canadian Embassy Contact	0048225843100
Chinese Embassy Contact	0048228313836
Chinese contractors in the country and their contact(s)	Lijuan Liu 0048228313836
Country's Development Bank contact	0048225208000
Major announced BRI projects	<ul style="list-style-type: none"> a. Rail cargo service between Chengdu, China and Lodz, Poland¹⁴⁵ b. Cargo train links Poland with China's Jiangxi province¹⁴⁶ c. Wroclaw Floodway System Project¹⁴⁷ d. New Chinese markets for Polish apples¹⁴⁸



Country	Romania
Population	19.71 million
GDP (US\$)	186.7 billion dollars
GDP/Capita	9474.13 US dollars
Canadian Embassy Contact	0040213075000
Chinese Embassy Contact	0040212328858
Chinese contractors in the country and their contact(s)	Gang Guan 0040212329673
Country's Development Bank contact	00442073386794
Major announced BRI projects	<ul style="list-style-type: none"> a. Huawei Global Service Centre in Bucharest¹⁴⁹ b. China, Romania pledge to cooperate in nuclear energy, thermal power¹⁵⁰





Country	Russia
Population	146 million
GDP (US\$)	1283 billion dollars
GDP/Capita	8748.36 dollars
Canadian Embassy Contact	0074959256000
Chinese Embassy Contact	0074999561168
Chinese contractors in the country and their contact(s)	Jingyuan Li 0074999561168
Country's Development Bank contact	0074957457000
Major announced BRI projects	<ul style="list-style-type: none"> a. Ussuriysk Economic Trade Cooperation Zone¹⁵¹ b. China-Russia Tomsk State Wood Industry and Trade Cooperation Zone¹⁵² c. Russian Longyue Forestry Economic & Trade Cooperation Zone¹⁵³ d. Four VVER-1200 nuclear reactors construction in China's Jiangsu and Liaoning Province¹⁵⁴ e. Cargo train links China's Qinghai with Russia¹⁵⁵ f. Express freight train between Chengdu and Russia¹⁵⁶ g. New freight train links south China's manufacturing hub with Russia¹⁵⁷ h. Huadian-Teninskaya electricity project¹⁵⁸ i. Yamal LNG project in the Arctic¹⁵⁹ j. RMB-Ruble payment system launch¹⁶⁰ k. Cargo train route links Yiwu with Russia¹⁶¹ l. Cross-border rail bridge between¹⁶² m. New port in in Fuyuan, Heilongjiang Province connecting China and Russia¹⁶³ n. Construction of two underwater tunnels on the China-Russia East-Route Natural Gas Pipeline¹⁶⁴ o. "Silk Road on Ice" project¹⁶⁵ p. Amur natural gas processing plant—Gezhoubu¹⁶⁶



Country	Serbia
Population	7.03 million
GDP (US\$)	41.47 billion
GDP/Capita	5899 US dollars
Canadian Embassy Contact	381113063000
Chinese Embassy Contact	381113695057
Chinese contractors in the country and their contact(s)	Li Manchang 381112651630
Country's Development Bank contact	N/A
Major announced BRI projects	<ul style="list-style-type: none"> a. China, Serbia sign MOU on agriculture¹⁶⁷ b. Junction "G"-Rakovica-Resnik railway repairing and renovation project¹⁶⁸



Country	Slovakia
Population	5.43 million
GDP (US\$)	95.94 billion
GDP/Capita	17,664 US dollars
Canadian Embassy Contact	00421259204031
Chinese Embassy Contact	00421262803348
Chinese contractors in the country and their contact(s)	Lin Lin 00421262803360
Country's Development Bank contact	N/A
Major announced BRI projects	a. First trial freight train between Dalian, China and Bratislava, Slovakia ¹⁶⁹



Country	Slovenia
Population	2.07 million
GDP (US\$)	48.87 billion
GDP/Capita	23,654 US dollars
Canadian Embassy Contact	0038612524444
Chinese Embassy Contact	0038614202850
Chinese contractors in the country and their contact(s)	Ye Hao 0038612005878
Country's Development Bank contact	N/A
Major announced BRI projects	N/A





Country	Turkey
Population	76.8 million
GDP (US\$)	721.1 billion dollars
GDP/Capita	9387 dollars
Canadian Embassy Contact	00903124092700
Chinese Embassy Contact	00903124360628
Chinese contractors in the country and their contact(s)	Guangyao Zhu 00903124360628
Country's Development Bank contact	00903122318400
Major announced BRI projects	a. Kumport Acquisition ¹⁷⁰ b. Baku-Tbilisi-Kars Railway construction—With Georgia And Azerbaijan ¹⁷¹



Country	Ukraine
Population	45 million
GDP (US\$)	93.27 billion dollars
GDP/Capita	2185.73 US dollars
Canadian Embassy Contact	380445903100
Chinese Embassy Contact	380442533154
Chinese contractors in the country and their contact(s)	Jun Liu 380442531049
Country's Development Bank contact	380443544084
Major announced BRI projects	a. Black Sea port upgrading project ¹⁷² b. Black Sea dredging project ¹⁷³ c. Trans-Caspian International Transport Route ¹⁷⁴ d. 200MW solar power plant construction ¹⁷⁵ e. State highways modernization in western and central Ukraine ¹⁷⁶



New Zealand 		Panama 	
Country	New Zealand	Country	Panama
Population	4.64 million	Population	4.01 million
GDP (US\$)	185 billion dollars	GDP (US\$)	61.84 billion
GDP/Capita	39,426.62 dollar	GDP/Capita	15089 US dollars
Canadian Embassy Contact	006444739577	Canadian Embassy Contact	005072942500
Chinese Embassy Contact	00644733514	Chinese Embassy Contact	005072654058
Chinese contractors in the country and their contact(s)	Fang Zhang 00644733514	Chinese contractors in the country and their contact(s)	Wei Qiang 00507-2703185
Country's Development Bank contact	006444722029	Country's Development Bank contact	N/A
Major announced BRI projects	a. \$30 billion in China-NZ two-way trade by 2020 ¹⁷⁷ b. "Beautiful China Tour" promotion in New Zealand ¹⁷⁸	Major announced BRI projects	a. Proposed rail project linking Panama City with the border neighboring Costa Rica ¹⁷⁹

Appendix 3. Major Banks of Belt and Road Initiative

1	亚洲基础设施投资银行	Asian Infrastructure Investment Bank	www.aiib.org
2	国家开发银行	China Development Bank	www.cdb.com.cn
3	中国进出口银行	The Export-Import Bank of China	www.eximbank.gov.cn
4	中国银行	Bank of China	www.boc.cn
5	中国工商银行	Industrial and Commercial Bank of China	www.icbc.com.cn
6	中国建设银行	China Construction Bank	www.ccb.com
7	中国农业银行	Agriculture Bank of China	www.abchina.com
8	交通银行	Bank of Communications	www.bankcomm.com
9	招商银行	China Merchants Bank	www.cmbchina.com
10	中信银行	China Citic Bank	www.citicbank.com
11	兴业银行	Industrial Bank	www.cib.com.cn
12	平安银行	Ping An Bank	bank.pingan.com
13	浦发银行	Shanghai Pudong Development Bank	www.spdb.com.cn

Appendix 4 Major Chinese Contractor Contacts

Major Chinese BRI Contractors

1	国家电网公司	State Grid Corporation of China	4008180899@sgm.sgcc.com.cn
2	国家电力投资集团公司	State Power Investment Co., Ltd.	(8610)66298000
3	中国石油天然气集团公司	China National Petroleum Corporation	8610)62094114 master@cnpc.com.cn
4	中国石油化工集团公司	Sinopec Group	(8610)59960114
5	阿里巴巴（中国）有限公司	Alibaba Group	https://www.alibabagroup.com/en/contact/contacts#slide_customer
6	中国铁道建筑总公司	China Railway Construction Corporation	(8610)52688600
7	中国中车股份有限公司	CRRC Co., Ltd.	(8610)51862017
8	华为技术有限公司	Huawei Technologies Co., Ltd.	(86755)28780808 corporate.comms@huawei.com
9	中国银行	Bank of China	(8610)66592638
10	中国移动通信集团公司	China Mobile Communications Co., Ltd.	(852)31218888
11	碧桂园控股有限公司	Country Garden Holdings Co., Ltd.	(852)35291465
12	北京建工集团有限责任公司	Beijing Construction Engineering Group	(8610)63928811
13	北京首都创业集团有限公司	Beijing Capital Group Co., Ltd.	(8610)58385566 master@bjcapital.com
14	腾讯控股有限公司	Tencent Holdings Limited	(86755)86013388
15	中国华电集团公司	China Huadian Co., Ltd.	(8610)83566666
16	国泰人寿保险股份有限公司	Cathay life Insurance Co., Ltd.	(8621)61006168
17	华侨城集团公司	China OCT Holding Company	(86755)26600248
18	交通银行	Bank of Communications	(8621)58766688
19	中国电力建设集团有限公司	Power Construction Corporation of China	(8610)58368693
20	光明食品（集团）有限公司	Bright Food (Group) Co., Ltd.	(8621)52296800
21	马钢（集团）控股有限公司	Magang (Group) Holding Co., Ltd.	(86555)2877322 mgwxb@magang.com.cn
22	中国中钢集团公司	Sinosteel Corporation	(8610)62686689 office@sinosteel.com
23	中铁建工集团有限公司	China Railway Construction Engineering Group	(8610)51136666 crceg@crceg.com
24	中国交通建设股份有限公司	China Communications Construction Co., Ltd	(8610)82016644 webmaster@ccccltd.cn
25	中国南方电网	China Southern Power Grid	nwdzsw@csg.cn

About the Author: Dr. Chris Twigge-Molecey. FCIM, FCAE.

Dr. Chris Twigge-Molecey is a Senior Advisor to Hatch Ltd , consulting engineers, project and construction managers, where he has worked for 45 years.

He has held a wide range of both technical and management positions.

He is Past President and a fellow of The Canadian Institute of Mining, Metallurgy and Petroleum as well as a past President of The Metallurgical Society. He is a recipient of the Mineral Economics Award, from the American Institute of Mining, Metallurgy and Petroleum Engineers, a past director of the Canada-China Business Council and of the Canadian Mining Innovation Council, as well as a Fellow of the Canadian Academy of Engineering.

At Hatch he was a Global Managing Director and main board member. During his career he also held the positions of Managing Director of China, of Technology Development, President of Hatch de Chile and Vice-President of Business Development. He initiated the Environmental and Technology Development Business units as well as Hatch's activities in Russia, Chile, Kazakhstan, and Peru.

He was Chairman of Sungrow, a Canada-China solar joint-venture successfully sold to Chinese investors.

He has served on charity boards as well as technical society boards.

He has over 50 publications and plenary presentations as well as contribution to or editing seven books.

Chris obtained his first degree in Mechanical Sciences from the University of Cambridge, followed by a Ph.D.in fluid mechanics from the University of Toronto.

The author and CCBC would like to thank Cici Jinghan ZHONG and LI Hongxi for their research support.

CCBC thanks the Hong Kong Economic and Trade Office (Toronto) for supporting this report.



- ¹<https://eng.yidaiyilu.gov.cn/wtfz/ssl/9039.htm>
- ²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/41495.htm>
- ³<https://www.yidaiyilu.gov.cn/qyfc/xmal/6012.htm>
<http://www.ssez.com/en/>
- ⁴ <https://www.yidaiyilu.gov.cn/xwzx/hwxw/11754.htm>
http://www.xinhuanet.com/english/2017-04/24/c_136232622.htm
- ⁵<https://globalriskinsights.com/2018/01/money-talks-chinas-belt-road-initiative-cambodia/>
- ⁶ Ibid.
- ⁷ Ibid.
- ⁸ Ibid.
- ⁹<https://www.yidaiyilu.gov.cn/qyfc/xmal/6015.htm>
<http://www.kitic.net/en/>
- ¹⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/19936.htm>
- ¹¹ <https://eng.yidaiyilu.gov.cn/qwyw/rdxw/10587.htm>
- ¹²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/54150.htm>
- ¹³<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/40664.htm>
- ¹⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/16897.htm>
- ¹⁵<http://www.lvsdz.com/list/zlltzhenglishPc/9/669/auto/20/0.html>
<https://www.yidaiyilu.gov.cn/qyfc/xmal/6022.htm>
- ¹⁶<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/48044.htm>
- ¹⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/51930.htm>
- ¹⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/43507.htm>
- ¹⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/22250.htm>
- ²⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/48517.htm>
- ²¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/40597.htm>
- ²²http://en.tepc.ceec.net.cn/art/2018/3/21/art_24991_1603701.html
- ²³<https://www.silkroadbriefing.com/news/2017/09/08/russia-mongolia-china-road-corridor-ready-2018/>
- ²⁴<https://eng.yidaiyilu.gov.cn/ghsl/wksl/20030.htm>
- ²⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/1865.htm>
- ²⁶<https://eng.yidaiyilu.gov.cn/ghsl/wksl/36078.htm>
- ²⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/46757.htm>
- ²⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/12628.htm>
- ²⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/50580.htm>
- ³⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/57605.htm>
- ³¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/34943.htm>
- ³² Ibid.
- ³³<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/17602.htm>
- ³⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/38356.htm>
- ³⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/23620.htm>
- ³⁶<https://www.yidaiyilu.gov.cn/qyfc/xmal/521.htm>
- ³⁷<https://www.yidaiyilu.gov.cn/qyfc/xmal/6016.htm>
<https://chinareportasean.com/2017/08/30/industrial-china-town-booms-in-thailand-china-thailand/>
- ³⁸<https://www.yidaiyilu.gov.cn/xwzx/hwxw/56334.htm>
<https://www.reuters.com/article/us-thailand-china-railway/after-delays-ground-broken-for-thailand-china-railway-project-idUSKBN1EF1E6>
- ³⁹<https://www.yidaiyilu.gov.cn/xwzx/hwxw/8878.htm>
<https://chinareportasean.com/2017/12/15/film-a-powerful-vehicle-of-cultural-exchange-china-asean/>
- ⁴⁰http://www.xinhuanet.com/english/2018-02/28/c_137004068.htm
- ⁴¹<https://www.aseantoday.com/2018/02/how-will-the-ee-c-integrate-with-the-obor/>
- ⁴²<http://ljp.vn/web/en/>
- ⁴³<https://eng.yidaiyilu.gov.cn/wtfz/ssl/8102.htm>
- ⁴⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/36065.htm>
- ⁴⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/28508.htm>
- ⁴⁶<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/52374.htm>
- ⁴⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/20048.htm>
- ⁴⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/14589.htm>
- ⁴⁹http://www.chinadaily.com.cn/china/2016-08/28/content_26620616.htm
- ⁵⁰http://www.xinhuanet.com/english/2017-01/09/c_135964706.htm
- ⁵¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/32190.htm>
- ⁵²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/42821.htm>
- ⁵³<https://eng.yidaiyilu.gov.cn/qyfc/zqzx/8200.htm>
- ⁵⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/48201.htm>
- ⁵⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/41304.htm>
- ⁵⁶<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/37696.htm>
- ⁵⁷<http://themetrorailguy.com/2017/11/20/3rd-stec-tbm-completes-factory-tests-for-mumbai-metros-line-3/>
- ⁵⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/19097.htm>
- ⁵⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/35653.htm>
- ⁶⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/44791.htm>
- ⁶¹<https://maldivesindependent.com/business/new-runway-construction-begins-at-maldives-international-airport-136515>
- ⁶²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/44053.htm>
- ⁶³<https://eng.yidaiyilu.gov.cn/wtfz/myct/3453.htm>
- ⁶⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/36159.htm>
- ⁶⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/24550.htm>
- ⁶⁶<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/49344.htm>
- ⁶⁷<https://www.yidaiyilu.gov.cn/qyfc/xmal/6020.htm>
<http://www.china.org.cn/english/BAT/190459.htm>
- ⁶⁸<https://eng.yidaiyilu.gov.cn/wtfz/ssl/1643.htm>
- ⁶⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/56255.htm>
- ⁷⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/26100.htm>
- ⁷¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/46245.htm>
- ⁷²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/51785.htm>
- ⁷³<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/52975.htm>
- ⁷⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/55553.htm>
- ⁷⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/44439.htm>
- ⁷⁶<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/19401.htm>
- ⁷⁷<http://cpec.gov.pk/project-details/21>
- ⁷⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/21680.htm>
- ⁷⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/53897.htm>
- ⁸⁰<https://www.reuters.com/article/us-sri-lanka-china-portcity/china-harbour-engineering-to-invest-1-billion-in-sri-lankas-port-city-minister-idUSKBN1ER1DX>
- ⁸¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/33115.htm>
- ⁸²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/44083.htm>
- ⁸³<https://eng.yidaiyilu.gov.cn/wtfz/myct/7675.htm>
- ⁸⁴https://www.chinadaily.com.cn/business/2017-04/15/content_28939945.htm
<https://www.yidaiyilu.gov.cn/xwzx/hwxw/11130.htm>
- ⁸⁵<https://www.yidaiyilu.gov.cn/qyfc/zqzx/9267.htm>
<http://www.asianmetal.com/news/data/1340386/>
- ⁸⁶<https://www.aifc.kz/en/news/118.html>
<https://www.yidaiyilu.gov.cn/xwzx/gnxw/15629.htm>
- ⁸⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/25646.htm>
- ⁸⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/18140.htm>
- ⁸⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/48480.htm>
- ⁹⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/49135.htm>
- ⁹¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/32500.htm>
- ⁹²<https://www.timesca.com/index.php/news/18565-tajikistan-china-to-launch-cross-border-railway-road-and-natural-gas-pipeline-projects>
- ⁹³<https://www.yidaiyilu.gov.cn/xwzx/hwxw/46902.htm>
- ⁹⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/49135.htm>
- ⁹⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/32500.htm>
- ⁹⁶<https://eng.yidaiyilu.gov.cn/qyfc/zqzx/1322.htm>
- ⁹⁷<https://oglinks.news/article/550e94/phase-i-of-uzbekistan-karakuri-gas-field-project-was-put-into-production-smoothly>
- ⁹⁸<https://www.yidaiyilu.gov.cn/qyfc/xmal/6023.htm>
<http://eg2.mofcom.gov.cn/article/biography/201204/20120408090576.shtml>
- ⁹⁹<http://m.railjournal.com/index.php/africa/egypt-and-china-sign-cairo-in-terurban-light-rail-contract.html>
<https://www.yidaiyilu.gov.cn/xwzx/hwxw/20408.htm>
- ¹⁰⁰<https://www.yidaiyilu.gov.cn/xwzx/hwxw/49756.htm>
<http://www.itwebafrica.com/ict-and-governance/254-egypt/243279-egypt-china-backed-factory-emerges-from-us30m-fibre-cable-project>
- ¹⁰¹<https://egyptianstreets.com/2017/10/12/china-to-build-business-district-in-egypts-new-capital-amid-continued-skepticism-against-the-mega-project/>
<https://www.yidaiyilu.gov.cn/xwzx/hwxw/30221.htm>
- ¹⁰²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/57823.htm>
- ¹⁰³<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/20521.htm>
- ¹⁰⁴<https://eng.yidaiyilu.gov.cn/wtfz/myct/3353.htm>
- ¹⁰⁵<https://financialtribune.com/articles/energy/74810/iran-chinese-firm-sign-pv-panel-deal>
<https://www.yidaiyilu.gov.cn/xwzx/dfdt/48971.htm>

- ¹⁰⁶http://www.xinhuanet.com/english/2017-04/20/c_136223838.htm
<https://www.yidaiyilu.gov.cn/xwzx/hwxw/11671.htm>
- ¹⁰⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/56039.htm>
- ¹⁰⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/57084.htm>
- ¹⁰⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/44702.htm>
- ¹¹⁰<https://asia.nikkei.com/NAR/Articles/China-Railway-Group-Wins-715-Mln-Contract-Related-To-Light-Rail-Line-In-Israel>
- ¹¹¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/43090.htm>
- ¹¹²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/44469.htm>
- ¹¹³<https://ameinfo.com/money/economy/kuwaits-silk-city-chinas/>
<https://www.yidaiyilu.gov.cn/xwzx/xgcdn/24582.htm>
- ¹¹⁴<http://www.dailystar.com.lb/News/Lebanon-News/2018/Jan-09/432974-new-national-music-institute-shows-unique-china-relationship-hariri.ashx>
- ¹¹⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/28409.htm>
- ¹¹⁶<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/14051.htm>
- ¹¹⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/45066.htm>
- ¹¹⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/51194.htm>
- ¹¹⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/11647.htm>
- ¹²⁰<https://www.reuters.com/article/us-soccer-worldcup-qatar-idUSKBN13N1HV>
- ¹²¹<https://eng.yidaiyilu.gov.cn/ghsl/wksl/9692.htm>
- ¹²²<https://www.pnewswire.com/news-releases/cmig-drawin-launch-es-its-first-prefabricated-construction-project-in-south-afrika-300534739.html>
- ¹²³<http://www.arabianbusiness.com/banking-finance/394657-wkd-chinese-firms-plan-1bn-investment-in-abu-dhabi-free-zone>
- ¹²⁴<https://www.reuters.com/article/us-china-albania-everbright/china-everbright-group-buys-albanian-airport-operator-idUSKCN1271ZE>
- ¹²⁵<http://en.silkroad.news.cn/2018/0131/82415.shtml>
- ¹²⁶<http://en.silkroad.news.cn/2018/0131/82415.shtml>
- ¹²⁷<https://www.yidaiyilu.gov.cn/xwzx/dfdt/57181.htm>
- ¹²⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/52376.htm>
- ¹²⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/17999.htm>
- ¹³⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/32487.htm>
- ¹³¹<http://www.economy.gov.by/en/China-Belarus-Industrial-Park-en/>
<https://www.yidaiyilu.gov.cn/qyfc/xmal/2467.htm>
- ¹³²<http://en.xfafinance.com/html/Companies/2017/355438.shtml>
<https://www.yidaiyilu.gov.cn/xwzx/hwxw/31153.htm>
- ¹³³<https://www.yidaiyilu.gov.cn/xwzx/hwxw/36438.htm>
<http://eng.belta.by/president/view/china-to-continue-supporting-belarus-social-housing-projects-101293-2017/>
- ¹³⁴<https://www.yidaiyilu.gov.cn/xwzx/hwxw/38412.htm>
<https://belarusdigest.com/story/belarus-launches-new-geely-plant-and-plans-for-electric-cars/>
- ¹³⁵<https://www.yidaiyilu.gov.cn/xwzx/gnxw/14611.htm>
http://www.chinadaily.com.cn/bizchina/2017-05/24/content_29477283.htm
- ¹³⁶<https://www.yidaiyilu.gov.cn/xwzx/hwxw/25020.htm>
http://www.xinhuanet.com/english/2017-05/12/c_136277860.htm
- ¹³⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/53853.htm>
- ¹³⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/47334.htm>
- ¹³⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/20448.htm>
- ¹⁴⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/32487.htm>
- ¹⁴¹<http://en.silkroad.news.cn/2018/0601/98323.shtml>
- ¹⁴²http://www.chinadaily.com.cn/business/2017-11/24/content_34931130.htm
<https://www.yidaiyilu.gov.cn/qyfc/xmal/6052.htm>
- ¹⁴³http://www.xinhuanet.com/english/2017-11/29/c_136787298.htm
- ¹⁴⁴<https://eng.yidaiyilu.gov.cn/focus/2474.htm>
- ¹⁴⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/11895.htm>
- ¹⁴⁶http://www.xinhuanet.com/english/2017-08/16/c_136530315.htm
<https://www.yidaiyilu.gov.cn/xwzx/dfdt/23569.htm>
- ¹⁴⁷<https://www.yidaiyilu.gov.cn/xwzx/hwxw/25242.htm>
- ¹⁴⁸<https://eng.yidaiyilu.gov.cn/home/rolling/15533.htm>
- ¹⁴⁹<http://e.huawei.com/pl-PL/news/global/2017/201703301551>
- ¹⁵⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/2339.htm>
- ¹⁵¹http://www.chinadaily.com.cn/china/2007-07/13/content_5434168.htm
<https://www.yidaiyilu.gov.cn/qyfc/xmal/6025.htm>
- ¹⁵²http://www.chinadaily.com.cn/business/2017-09/28/content_32582477.htm
<https://www.yidaiyilu.gov.cn/qyfc/xmal/6026.htm>
- ¹⁵³<https://www.yidaiyilu.gov.cn/qyfc/xmal/6042.htm>
- ¹⁵⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/57709.htm>
- ¹⁵⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/24196.htm>
- ¹⁵⁶<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/37398.htm>
- ¹⁵⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/10939.htm>
- ¹⁵⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/16776.htm>
- ¹⁵⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/39154.htm>
- ¹⁶⁰<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/31913.htm>
- ¹⁶¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/46590.htm>
- ¹⁶²<https://eng.yidaiyilu.gov.cn/wtfz/ssl/6393.htm>
- ¹⁶³<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/54745.htm>
- ¹⁶⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/32861.htm>
- ¹⁶⁵<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/37004.htm>
- ¹⁶⁶<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/22573.htm>
- ¹⁶⁷<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/5137.htm>
- ¹⁶⁸<https://eng.yidaiyilu.gov.cn/qyfc/zqx/5444.htm>
- ¹⁶⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/34790.htm>
- ¹⁷⁰<https://www.yidaiyilu.gov.cn/qyfc/xmal/2447.htm>
<http://www.invest.gov.tr/en-US/infocenter/news/Pages/280915-cosco-pacific-buys-turkish-kumport.aspx>
- ¹⁷¹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/32487.htm>
- ¹⁷²<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/50411.htm>
- ¹⁷³<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/46768.htm>
- ¹⁷⁴<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/4488.htm>
- ¹⁷⁵http://www.xinhuanet.com/english/2018-04/07/c_137092768.htm
- ¹⁷⁶<http://www.ecns.cn/business/2017/10-11/276551.shtml>
- ¹⁷⁷<https://www.tradestaffglobal.com/blog/2018/04/10/how-does-chinas-one-belt-one-road-impact-new-zealand/>
- ¹⁷⁸<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/35479.htm>
- ¹⁷⁹<https://eng.yidaiyilu.gov.cn/qwyw/rdxw/47330.htm>

KNOCK HERE. TO GET YOUR BUSINESS THERE.



Export Development Canada can help you open doors to global opportunities.

Knowledge. Connections. Financial Services.

www.edc.ca