• In 2013 sales of new vehicles surpassed the 20 million mark in China and new vehicle sales will continue to drive demand for automotive components.
• The independent aftermarket* will soon start to grow substantially given the rising number of cars no longer covered by manufacturer warranties.
• As used cars become a more viable option for first time buyers, increased government scrutiny of the developing sales network will positively impact the independent aftermarket.
• Based on these strong fundamentals, China’s component manufacturing industry is expected to experience growth of more than 20% per year for the next 5 years.
• While the outlook remains positive, the central government has identified over-capacity as a potential threat for the industry and has put it under observation since early 2012.
• Counterfeiting will increase as the market expands and continue to threaten manufacturer’s profits, requiring parts makers to implement stringent intellectual property protection practices.
• Exporting products remains challenging, especially for domestic component manufacturers, due to a lack of technology development and low competence in exporting high value-added products.
• Ongoing pressure from rising labour costs and the expected appreciation of the yuan will continue to challenge exporters of low value components.

Note*: The independent aftermarket refers to the independent non-OEM aftermarket
1. CHINA’S AUTOMOTIVE COMPONENT MANUFACTURING INDUSTRY
   - DRIVERS OF AUTOMOTIVE COMPONENT DEMAND
   - COMPONENT MANUFACTURER INDUSTRY OVERVIEW
   - INTELLECTUAL PROPERTY PROTECTION BEST PRACTICES IN CHINA

2. ABOUT IPSOS BUSINESS CONSULTING
Global automotive aftermarket is expected to grow healthily over the next several years, driven by strong performance in emerging markets.

Global automotive aftermarket industry value (2007-15)

Unit: USD billion

- **Mature markets**
  - US: 5.5%
  - Canada: 4.8%
  - Japan: 4.8%
  - West Europe: 5.6%

- **Emerging markets**
  - East Europe: 12.1%
  - Asia Pacific excl. Japan: 10.9%
  - Mid East: 12.4%
  - South America: 8.7%

Source: Industry reports, Ipsos Business Consulting analysis
China will continue to be a key driver of the global automotive parts industry even though growth is expected to slow slightly.

**Total auto parts industrial output in China (2011-18)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014(E)</th>
<th>2015(E)</th>
<th>2016(E)</th>
<th>2017(E)</th>
<th>2018(E)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit: CNY Billion</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: CAAM; Gasgoo; National Bureau of Statistics; Ipsos Business Consulting analysis

Note: *Excludes whole OEM engines*
While demand for new cars will continue to drive sales of passenger vehicles, the aftermarket will become the new growth engine for components.

### New passenger vehicle (PV) sales forecast

<table>
<thead>
<tr>
<th>Year</th>
<th>Optimistic Scenario</th>
<th>Conservative Scenario</th>
</tr>
</thead>
<tbody>
<tr>
<td>'13</td>
<td>17.9</td>
<td>17.9</td>
</tr>
<tr>
<td>'14(E)</td>
<td>19.5</td>
<td>19.5</td>
</tr>
<tr>
<td>'15(E)</td>
<td>21.3</td>
<td>21.3</td>
</tr>
<tr>
<td>'16(E)</td>
<td>22.3</td>
<td>22.3</td>
</tr>
<tr>
<td>'17(E)</td>
<td>23.4</td>
<td>23.4</td>
</tr>
<tr>
<td>'18(E)</td>
<td>25.7</td>
<td>25.7</td>
</tr>
<tr>
<td>'19(E)</td>
<td>27.8</td>
<td>27.8</td>
</tr>
</tbody>
</table>

**CAGR 2013-18**

- **Optimistic Scenario:** 9.2%
- **Conservative Scenario:** 6.6%

### Car age by vehicle type (2002-13)

- **Passenger Vehicles**
  - Under warranty: ~90%
  - ~50%: 32.7 million
  - ~15%: 8.0 million
- **Commercial Vehicles**
  - Under warranty: ~50%
  - ~50%: 12.1 million
  - ~15%: 5.4 million

**Note**: 4S refers to automotive repair shops with sales, spareparts, service and survey functions

**Note**: The estimation of 2013 population already takes car scrappage into consideration.

Source: CAAM, Gasgoo survey, Ipsos Business Consulting analysis
As China’s used-car market develops, demand for components from the independent aftermarket is expected to increase

- Chinese consumers typically replace their vehicles 4 to 6 years after the initial purchase. Rapid growth in new vehicle sales in China from 2008 to 2012 will significantly increase supply in the used-car market over the next few years.
- China’s current car population has exceeded 100 million vehicles and is expected to rise to 300 million when the market matures, demonstrating the industry’s significant growth potential.
- Compared with already mature markets, China is at an early stage of development with ample space for developing the parts industry based on the current mix of new vs used cars in the country.

Note*: Mature market refers to USA, Canada, Japan, Western Europe
Source: China Automobile Dealers Association (CADA), China used-car investment research report, Ipsos Business Consulting analysis
Regional development of the used-car market is not balanced, with five provinces accounting for 54.3% of used-car sales nationwide.

Source: China Automobile Dealers Association (CADA), China used-car investment research report, Ipsos Business Consulting analysis.
Wide variation in PV penetration across China provides both national and regional opportunities for automotive component manufacturers

Penetration of PVs with a maximum engine size of 1.5L across various cities in China (2012)

Source: Ipsos Business Consulting analysis
1. CHINA’S AUTOMOTIVE COMPONENT MANUFACTURING INDUSTRY
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2. ABOUT IPSOS BUSINESS CONSULTING
China’s auto parts industry is concentrated in 6 main clusters with most component suppliers located near to their key markets

Industrial clusters and competitive landscape

Highlights

- In terms of geographical concentration, the location of the auto parts industry is in close proximity to the auto OEM industry
- China’s auto parts industry is concentrated within the same 6 regional clusters as most auto OEMs
- Eastern China is the largest cluster for both auto parts (market share of 39%) and the auto OEM industry (market share of 37%)
- Auto parts companies are experiencing the same trends as auto OEMs which are expanding production and sales in western regions

Source: Industry reports, Ipsos Business Consulting analysis
Foreign-invested enterprises enjoy a much higher average industrial output than domestic enterprises

### Automotive components industry overview (2012)

<table>
<thead>
<tr>
<th></th>
<th>Number of enterprises</th>
<th>Industrial output (CNY Billion)</th>
<th>Average industrial output (CNY Billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foreign-invested enterprises</td>
<td>1,941</td>
<td>903</td>
<td>34%</td>
</tr>
<tr>
<td>Private enterprises</td>
<td>2,794</td>
<td>604</td>
<td>23%</td>
</tr>
<tr>
<td>Other domestic enterprises</td>
<td>5,318</td>
<td>1,154</td>
<td>43%</td>
</tr>
<tr>
<td>Total</td>
<td>10,053</td>
<td>2,662</td>
<td>100%</td>
</tr>
</tbody>
</table>

Note: Other domestic enterprises includes state-owned enterprises, collectively-owned enterprises, joint-stock cooperative enterprises, joint-stock enterprises and others

Source: China Automotive Statistics Yearbook 2013, Industrial Report, Ipsos Business Consulting analysis
Metal processing is the auto parts industry’s major segment in terms of output.

<table>
<thead>
<tr>
<th>Industry segment</th>
<th>Production value</th>
<th>Main players</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metal parts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chassis system</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transmission</td>
<td>49%</td>
<td>ZF Shanghai Steering, Dicastal</td>
</tr>
<tr>
<td>Steering</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Driving</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brake</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Auto body components (metal)</td>
<td>9%</td>
<td>ATGL, KSPG, Federal Mogul, Fleetguard, Mando</td>
</tr>
<tr>
<td>Engine system*</td>
<td>18%</td>
<td>ATBP, LEAR Corporation, Yanfeng Visteon, Valeo</td>
</tr>
<tr>
<td>Non-metal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interior</td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>Exterior</td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>Electronics &amp; electrical systems</td>
<td>12%</td>
<td>UAES, Valeo, Yanshi Auto Parts</td>
</tr>
</tbody>
</table>

Note: *Only includes independent engine parts manufacturer, excluding engine OEM companies.
Source: Ipsos Business Consulting analysis.
While a few national champions have emerged, international component manufacturers enjoy significant market share in China.

**Top 10 domestic component manufacturers in China by revenue (2012)**

- Weichai Group: 80.9
- Wanxiang Group: 58.3
- Yanfeng Visteon: 39.9
- Yuchai Group: 22.8
- CITIC: 8.0
- Tri-Ring Group Corp.: 7.0
- Ningbo Huaxiang Electronic Co., Ltd: 5.3
- FAWER Automotive Parts Co., Ltd: 5.0
- Anhui Zhongding Holding (Group) Co., Ltd: 4.9
- Weifu High-Technology Group Co. Ltd: 4.7

**Top 15 foreign component manufacturers in China by Revenue (2012)**

- Bosch: 24.9
- Continental: 22.0
- ZF Friedrichshafen: 15.0
- TRW: 14.7
- Denso: 13.4
- Faurecia: 12.2
- Cummins: 11.0
- Valeo: 9.5
- Magna: 9.4
- Bridgestone: 9.2
- Lear: 9.1
- Delphi: 8.3
- Michelin: 7.3
- Aisin: 6.5
- Johnson Controls: 6.0

Source: Ipsos Business Consulting analysis
China’s domestic component manufacturers must continue to develop their capabilities to effectively compete globally

Comparison to the Global Top 10 Ranking is not precise as data collection and evaluation methodologies vary. The aim is to illustrate the significance of the Chinese and global markets for both foreign and domestic manufacturers.

Revenues of the Global Top 10 have been converted into CNY based on the 2012 average EUR/CNY exchange rate.

Note:

Source: Global Top 10 Ranking from Berylls Strategy Advisors, Ipsos Business Consulting analysis
Industry experts believe the majority of domestic manufacturers will continue to struggle to increase their competitiveness in the near term

Time required for domestic component manufacturers to move up the value chain

- 20%: Within the next 5 years
- 26%: At least 15 years
- 54%: No change

Main reasons for domestic component manufacturers’ lack of competitiveness

- Lack of core technology: 29%
- Poor quality control: 23%
- Inability to cooperate directly with OEMs on R&D projects: 16%
- Low brand awareness: 15%
- Outdated management models: 14%
- Don't know/no reply: 3%

- Many smaller domestic component manufacturers focus on the after sales market which is becoming increasingly competitive
- Export of low-value components will remain strong. Continued appreciation of the Chinese yuan will make exporting to price sensitive regions increasingly challenging

Source: Gasgoo.com (Chinese) & China Business News survey of 2,980 industry analysts and experts in 2012
M&A strategies remain a hot topic, however, managing an acquisition and subsequent integration is a daunting task for most domestic firms.

- Overall M&A activity in China is expected to remain at current levels. However, only a few large-scale private domestic and state-owned enterprises will be actively pursuing M&A strategies.
- Foreign companies are expected to continue looking for M&A opportunities to expand their capabilities within the Chinese market.
- For many small-scale domestic component manufacturers, M&A is considered at best a very difficult if not unrealistic process to develop core technologies and become more competitive.

Source*: Asia & Oceania M&A Activity Thomson Reuters, PWC, Ipsos Business Consulting analysis
Source**: Gasgoo.com (Chinese) & China Business News survey of 2,980 industry analysts and experts in 2012
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2. ABOUT IPSOS BUSINESS CONSULTING
China is the largest counterfeit auto parts market in the world, with an estimated value of CNY 255 billion in 2011.

China’s counterfeit auto parts market relative value

- **RoW** 17%
- **China** 83%

Total market value: 307 billion CNY

Manufacturing and sales bases for counterfeit components in China

- Guangdong, Henan, Zhejiang, Jiangsu and Fujian provinces are considered to be the largest auto parts counterfeiting regions in China.

Note*: RoW refers to rest of the world.
The central government has improved intellectual property laws, though enforcement of trademark and anti-counterfeiting requires improvement

- **Government**
  - Relatively weaker enforcement system
    Relative to producers of fake medicine or food, manufacturers of counterfeit auto parts (which may also cause fatal accidents) have not received serious punishments

- **End-user**
  - Limited product knowledge
    It is estimated that around 90% of ordinary end-users are not able to identify counterfeit parts, while only 30% of professional end-users are able to identify counterfeits
  - High price sensitivity
    Many end-users do not choose 4S shops or authorised distributors to purchase genuine parts due to their relatively higher prices

- **Unregistered manufacturers**
  - Counterfeit component production
    Currently, a large number of small unregistered component manufacturers are flooding the market with counterfeit products

- **Installation channels (end-user channel)**
  - Independent installers
    Aftermarket products are often installed in small independent workshops that either unknowingly sell counterfeit products to end-users (car owners) or are directly involved in offering low cost alternatives to well known brands

Source: Ipsos Business Consulting analysis
Local government officials often sell confiscated counterfeit parts back to the manufacturer, or auction them to the public.

**4 methods of disposal**

1. **Auctioned by the government (after removing trademark)**
   - Worst situation for the branded component manufacturer
   - Counterfeit parts re-enter the distribution channel and steal market share of genuine parts

2. **Destroyed by government**
   - Most desirable situation for the brand
   - Brand or third-party agency has to build a strong relationship with relevant government departments
   - Brand or third-party agency must supervise government destruction of counterfeits

3. **Purchased by the company**
   - If the government refuses to destroy the counterfeit components and the brand would like to avoid the harmful effects from the auction process, the brand must purchase counterfeit parts directly from the government

4. **Donated by government**
   - Rarely occurs in the auto parts market

Source: Ipsos Business Consulting analysis
Anti-counterfeiting systems are considered the most effective internal strategy for reducing counterfeits and can be supplemented by secondary actions.

Possible methods to strengthen a company’s internal strategy

1. Update anti-counterfeiting system - upgrade to a 2-dimensional barcode (double layer design), the most advanced anti-counterfeiting technology available

2. Strengthen channel management - integrate brand protection performance into the distributor evaluation system

3. Limit authorised activity scope of supplier - design, manufacture, label and operating anti-counterfeiting system should be controlled by the brand itself

4. Improve end-user education - promote product identification knowledge through commercial advertisements

5. Increase end-user brand loyalty - offer superior products and complementary services to end-users to motivate them to use genuine parts

Source: Ipsos Business Consulting analysis
Five levels of anti-counterfeiting label technology are currently being implemented in China

Types of anti-counterfeiting label by level of sophistication

- **Laser label, thermo-label**: Appears differently when viewed from different angles or in different temperatures
- **Query code label**: Must verify the randomly generated code on each label via telephone, text message or internet
- **Grained label**: Cross-grained to serve as a distinction mark; query via telephone call, text message or internet
- **Security-line**: A security-line embedded into the label
- **Wireless anti-counterfeiting**: Double-layer design; offers the product traceability via Wi-Fi monitoring

Source: Ipsos Business Consulting analysis
Cooperating with third-party agencies is the usual model for conducting brand protection work

<table>
<thead>
<tr>
<th>Cooperation model</th>
<th>Involvement</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company internal intellectual property team</td>
<td>Intellectual property team</td>
<td>Detect</td>
</tr>
<tr>
<td>Third-party agencies</td>
<td>Third-party agencies</td>
<td>Verify</td>
</tr>
<tr>
<td>Law firms</td>
<td>Law firms</td>
<td>Action</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Litigation</td>
</tr>
</tbody>
</table>

**Description**

- **Intellectual property team**
  - Overall management and case evaluation
  - Team usually consists of 1-2 full-time staff members for overall IP protection work

- **Third-party agencies**
  - Investigation and on-site action
  - Specialised agencies are hired to cover different aspects of IP work. Each agency has its own business specialty and focuses on specific regions

- **Law firms**
  - After-case litigation

**Examples of some external agencies** include: Sinofaith, Wan Hui Da, Unitalen, CTMO, MIZIP and Genuineways

**Note**:
- IP stands for Intellectual Property
- Ipsos Business Consulting is not affiliated with nor recommending any of the agencies listed above

**Source**: Ipsos Business Consulting analysis
A comprehensive selection process is crucial to assess resources and capabilities when choosing a third-party agency.

1. Preliminary selection
   - Reputation
   - Intellectual property business specialty
   - Geographic coverage
   - Relationship
   - Recent accomplishments in intellectual property field

2. Real-case selection
   - Depth of case investigation
   - Communication skills shown in field-work
   - Honesty in fieldwork
   - High quality document delivery

Third-party agencies should be authorised for case-based cooperation through a two-phase selection process.

Source: Ipsos Business Consulting analysis
Manufacturers also work with third-party agencies on a yearly contractual basis if they are able to meet specific requirements.

**Key focus & responsibilities**

<table>
<thead>
<tr>
<th>Case-based third-party agency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Responsibilities</td>
</tr>
<tr>
<td>• Only focus on 1-2 specific case type(s) such as manufacture, warehouse or distribution</td>
</tr>
<tr>
<td>• Market monitoring</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Yearly-based third-party agency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Responsibilities</td>
</tr>
<tr>
<td>• Conduct all types of investigations including counterfeit manufacturers, logistics and warehousing, distribution</td>
</tr>
<tr>
<td>• Respond to brand’s key concerns and clues for further investigation</td>
</tr>
</tbody>
</table>

**Specific requirements focus around measurement of success the agencies have in helping the manufacturer protect its intellectual property**

- Case success rate
- Percentage of high-value cases
- Depth of investigation

Source: Ipsos Business Consulting analysis
Clear incentives and evaluation structures can be designed to ensure third-party agencies remain highly motivated.

**Incentives**

**“Floating-rate” payment method**
- Payment for third-party agencies is based on the total value of counterfeit parts captured per case
- The third-party agencies can obtain an average 20-30% of the total case value, and a maximum payment of CNY 100,000 per case

**Sole long-term partnership**
- Willing to offer sole long-term partnership to agency which fulfills brand protection assignments

**Evaluation**

**Strict elimination system**
- Agencies that cannot pass the evaluation will be excluded without hesitation
- Depth of investigation is a key indicator in evaluating an agency. For example, the manufacturer should end cooperation with an agency if the firm only focuses on taking down counterfeit sales sites and warehouses instead of following clues and further investigating the original manufacturing sites

Source: Ipsos Business Consulting analysis
Typical brand protection workflow and IP committee organisation for successful and efficient IP management

Example of brand protection workflow

<table>
<thead>
<tr>
<th>Third-party agency*</th>
<th>Brand protection manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Report information on counterfeit parts</td>
<td>Intellectual property team evaluates reported case with sales team</td>
</tr>
<tr>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Decide whether to take further actions</td>
<td>Intellectual property team provides the authorisation documents to the third-party agency</td>
</tr>
<tr>
<td></td>
<td>Cooperates with relevant government departments to conduct anti-counterfeit work</td>
</tr>
<tr>
<td>Yes</td>
<td>Third-party agency*</td>
</tr>
<tr>
<td></td>
<td>Related government departments</td>
</tr>
<tr>
<td></td>
<td>Group vice president</td>
</tr>
<tr>
<td></td>
<td>Two staff members from legal department</td>
</tr>
<tr>
<td></td>
<td>One staff member from marketing department</td>
</tr>
<tr>
<td></td>
<td>One staff member from customer service department</td>
</tr>
<tr>
<td></td>
<td>One staff member from each threatened product category</td>
</tr>
</tbody>
</table>

Group intellectual property committee

Note*: The same third-party agency
Source: Ipsos Business Consulting analysis
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Ipsos Business Consulting

is the specialist division of Ipsos that has been helping companies build, compete and grow by addressing a wide range of issues in the business-to-business arena for twenty years.
Local knowledge with a global reach
Our service range in automotive related industries

**Product coverage**

- **Various types of vehicles:**
  - Commercial vehicles
  - Passenger vehicles

- **Various types of construction vehicles:**
  - Excavator
  - Bulldozer
  - Forklift
  - Dump truck
  - Other construction vehicles

- **Various types of parts & components for vehicles:**
  - Engine and engine parts
  - Filters
  - Tires
  - Other parts

- **Other auto-related products:**
  - Automotive lubricant
  - Automotive painting
  - Other products

**Clients**

- GM
- Volkswagen
- Nissan
- Honda
- Toyota
- CAT
- Doosan
- Volvo
- BOSCH
- Michelin
- Coopertires
- Volvo Penta
- Cummins
- Caltex
- Shell
- bp
- Chevron
Authors of this Paper

Markus Scherer  
Head of Consulting  
Hong Kong

Industry focus:  
Automotive  
Industrial machinery  
Construction materials  
Finance

Phone: +852 2839 0647  
Email: markus.scherer@ipsos.com

Wijaya Ng  
Head of Consulting  
Greater China

Industry focus:  
Automotive  
Industrial machinery  
Construction materials  
Consumer products

Phone: +86 21 2231 9598  
Email: wijaya.ng@ipsos.com
### CONTACT US

#### AUSTRALIA

**PERTH**  
Ground Floor, 338 Barker Road  
Subiaco, WA, 6008  
australia.bc@ipsos.com  
Telephone 61 (8) 9321 5415

**SYDNEY**  
Level 13, 168 Walker Street  
North Sydney 2060  
australia.bc@ipsos.com  
Telephone 61 (2) 9900 5100

#### GREATER CHINA

**BEIJING**  
12th Floor, Union Plaza  
No. 20 Chao Wai Avenue  
Chaoyang District, 100020  
Beijing, China  
china.bc@ipsos.com  
Telephone 86 (10) 5219 8899

**SHANGHAI**  
31/F Westgate Mall  
1038 West Nanjing Road  
200041  
Shanghai, China  
china.bc@ipsos.com  
Telephone 86 (21) 2231 9988

**HONG KONG**  
22/F Leighton Centre  
No 77 Leighton Road  
Causeway Bay  
Hong Kong  
hongkong.bc@ipsos.com  
Telephone 852 3766 2288

#### INDIA

**MUMBAI**  
5th, 6th and 7th Floor, Boston House  
Suren Road, Andheri (East) 400-093  
Mumbai, India  
india.bc@ipsos.com  
Telephone 91 (22) 6620 8000

**NEW DELHI**  
C-1 First Floor  
Green Park Extension  
110 016  
New Delhi, India  
india.bc@ipsos.com  
Telephone 91 (11) 4618 3000

#### INDONESIA

**GRAHA ARDA**  
3rd Floor  
Jl. H.R. Rasuna Said Kav B-6, 12910  
Kuningan  
Jakarta, Indonesia  
indonesia.bc@ipsos.com  
Telephone 62 (21) 527 7701

#### JAPAN

**HULIC KAMIYACHO BUILDING**  
4-3-13, Toranomon Minato-ku, 105-0001  
Tokyo, Japan  
japan.bc@ipsos.com  
Telephone 81 (3) 6867 8001

#### KENYA

**ACORN HOUSE**  
97 James Gichuru Road  
Lavington  
P.O. Box 68230  
00200 City Square  
Nairobi, Kenya  
africa.bc@ipsos.com  
Telephone 254 (20) 386 2721-33

#### MALAYSIA

**18TH FLOOR, MENARA IGB NO. 2 THE BOULEVARD**  
Mid Valley City  
Lingkaran Syed Putra, 59200  
Kuala Lumpur, Malaysia  
malaysia.bc@ipsos.com  
Telephone 6 (03) 2282 2244

#### NIGERIA

**BLOCK A, OBI VILLAGE**  
Opposite Forte Oil MM2 Airport Road, Ikeja  
Lagos, Nigeria  
africa.bc@ipsos.com  
Telephone 234 (806) 629 9805

#### PHILIPPINES

**1401-B, ONE CORPORATE CENTRE**  
Julia Vargas cor. Meralco Ave Ortigas Center, Pasig City, 1605  
Metro Manila, Philippines  
philippines.bc@ipsos.com  
Telephone 63 (2) 633 3997

#### SINGAPORE

**3 KILLINEY ROAD #05-01**  
Winsland House I, S239519  
Singapore  
singapore.bc@ipsos.com  
Telephone 65 6333 1511

#### SOUTH KOREA

**12TH FLOOR, KOREA ECONOMIC DAILY BUILDING**  
463 Cheongpa-Ro Jung-Gu 100-791  
Seoul, South Korea  
korea.bc@ipsos.com  
Telephone 82 (2) 6464 5100

#### THAILAND

**21ST AND 22ND FLOOR, ASIA CENTRE BUILDING**  
173 Sathorn Road South  
Khwang Tungmahamek Khet Sathorn 10120  
Bangkok, Thailand  
thailand.bc@ipsos.com  
Telephone 66 (2) 697 0100

#### VIETNAM

**LEVEL 9A, NAM A BANK TOWER**  
201-203 CMT8 Street, Ward 4  
District 3  
HCMC, Vietnam  
vietnam.bc@ipsos.com  
Telephone 84 (8) 3832 9820

#### UK

**MINERVA HOUSE**  
5 Montague Close  
SE1 9AY  
London, United Kingdom  
europe.bc@ipsos.com  
Telephone 44 (20) 3059 5000

#### USA

**31 MILK STREET SUITE 1100**  
Boston, MA 02109  
United States of America  
us.bc@ipsos.com  
Telephone 1 (617) 526 0000

#### VIETNAM

**LEVEL 9A, NAM A BANK TOWER**  
201-203 CMT8 Street, Ward 4  
District 3  
HCMC, Vietnam  
vietnam.bc@ipsos.com  
Telephone 84 (8) 3832 9820

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