



**DEZAN SHIRA & ASSOCIATES**

Your Partner for Growth in Asia

# Silk Road and OBOR Business Intelligence

Assessing a USD\$8 Trillion Investment Initiative

trade, investment and strategic development commentary, legal and tax reforms since 1999 and the formation of our Asia Briefing publishing house. Our China, ASEAN, India, Russia and Silk Road Briefings are at the forefront of business intelligence throughout the OBOR region, and with many of our clients being of European and Asian origin, we are well versed in the needs of investing businesses into Asia.

## Strategic Reporting

Our network of regional offices across the OBOR region means our research team in each location is able to dig out specific, bespoke intelligence on OBOR developments. Where we do not have a presence, we know someone who does. We are able to help formulate strategy, give multilateral country comparisons, comment on laws, taxes and the overall investment environment, opportunities and risks when assessing OBOR participation. All this can be centralized, giving you one contact point for dealing with multi-lateral research and providing your research with the most up to date, valuable, and detailed intelligence for you to pass down the line and advise how your industry and investment sectors can best position themselves for OBOR involvement.

## OBOR Technical Knowledge, Across the Silk Road

We monitor, analyze, and keep track of the many OBOR initiatives each of the participating nations are promoting. This, coupled with technical details such as applicable Free Trade and Double Tax Treaties with applicable grants and incentives on offer can be the difference when competing for projects. Our OBOR intelligence keeps your business ahead of the game when it comes to assessing and participating in projects along the new Silk Road.

For further information about how we can assist you in this region, please contact us at [silkroad@dezshira.com](mailto:silkroad@dezshira.com).

## This Century's Primary Development Initiative

China's New Silk Road, or One Belt, One Road (OBOR) project is a key component of China's 21st century development and aims at creating greater connectivity and trade throughout the Eurasian land mass. The coverage area of the initiative is primarily Asia and Europe, encompassing around 60 countries, in addition to Oceania and East Africa. The total anticipated cumulative development investment over an indefinite timescale is estimated to be between USD\$4 trillion to USD\$8 trillion. In 2016 alone, Chinese official data showed USD954 billion in trade along the OBOR routes, or 26% of China's total annual trade volume. This initiative will impact governments and corporations across China, Asia, Europe and the East Coast of Africa. What is little understood is how regional governments can research their strategic development needs and how global businesses can participate in and be part of this project.

## A Huge Geographic Footprint

Understanding the OBOR requires a dynamic that includes extensive experience in China, Russia, India, South-East Asia, the Middle East, Africa and Europe. For over 25 years Dezan Shira & Associates has grown to participate in all of these markets, with clients from across the region. We are one of the few firms that can put the OBOR developments into perspective and understand the regional dynamics. We have published



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## Business Intelligence Across Eurasia

### Our Practice

Dezan Shira & Associates is a pan-Asia, multi-disciplinary professional services firm, providing business intelligence, legal, tax and operational advisory to international investors throughout Eurasia. We maintain strong Silk Road links along both the Maritime Route, with our offices throughout China, Hong Kong, India, and the ASEAN nations, and the Overland Route again via China and our partner firms in Mongolia, Kazakhstan, Russia and the CIS nations. With more than 25 years of experience and a large team of researchers, analysts, lawyers, tax specialists and on-the ground expertise, we are one of the few firms able to offer an objective, analytical view across the Silk Road routes as well as make sense of the developments and opportunities that this massive undertaking will bring. We are able to provide analytical reports, and advice on cross-border structures and import-export issues when dealing with multilateral projects involving China, the CIS, Russia, ASEAN, India and the Maritime Route.

### Related Intelligence



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### Contact

For further information about how we can help research the Silk Road, OBOR and multi-lateral investments across China, ASEAN, India and Russia, please contact us at [silkroad@dezshira.com](mailto:silkroad@dezshira.com).



**Years  
1992-2017**