China Independent Clinical Laboratory Industry Report, 2017-2021

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STUDY GOAL AND OBJECTIVES

This report provides the industry executives with strategically significant competitor information, analysis, insight and projection on the competitive pattern and key companies in the industry, crucial to the development and implementation of effective business, marketing and R&D programs.

REPORT OBJECTIVES

- To establish a comprehensive, factual, annually updated and cost-effective information base on market size, competition patterns, market segments, goals and strategies of the leading players in the market, reviews and forecasts.
- To assist potential market entrants in evaluating prospective acquisition and joint venture candidates.
- To complement the organizations' internal competitor information gathering efforts with strategic analysis, data interpretation and insight.
- To suggest for concerned investors in line with the current development of this industry as well as the development tendency.
- To help company to succeed in a competitive market, and

METHODOLOGY

Both primary and secondary research methodologies were used in preparing this study. Initially, a comprehensive and exhaustive search of the literature on this industry was conducted. These sources included related books and journals, trade literature, marketing literature, other product/promotional literature, annual reports, security analyst reports, and other publications. Subsequently, telephone interviews or email correspondence was conducted with marketing executives etc. Other sources included related magazines, academics, and consulting companies.

INFORMATION SOURCES

The primary information sources include Company Reports, and National Bureau of Statistics of China etc.

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Abstract

China's independent clinical laboratory industry started late, and is still in its infancy. In 2016, it only saw the penetration rate of about 4%, far below 40% or more in Europe, the United States and Japan. Furthermore, Chinese independent clinical laboratories can provide more than 2,000 test items, while the counterparts in the United States can offer over 4,000 test items.

However, China's independent clinical laboratory industry is progressing rapidly, presenting the CAGR of 41.4% during 2010-2016, with the market size reaching RMB9.6 billion (an upsurge of 37.1% year on year) in 2016.

Pushed by the promotion of hierarchical medical system and other favorable policies, the growth of the outsourcing demand from public and private hospitals under the pressure of cost control, the acceleration of population aging as well as the people's ever growing awareness of health, etc., the independent clinical laboratory market size in China will maintain growth rate of at least 30% in the next five years and reach RMB41.4 billion by 2021.

As of the end of 2016, there had been 468 independent clinical laboratories in China, an increase of 112 ones over the same period of last year. They were mainly distributed in the developed coastal areas, about 50% of which were located in Shanghai, Beijing, Guangdong, Zhejiang and Jiangsu.

At present, major independent clinical laboratory companies in China include KingMed Diagnostics, ADICON, DIAN Diagnostics, DAAN Gene, Shanghai Labway Clinical Laboraory, MedicalSystem Biotechnology, Beijing Lepu Gene Technology and so forth. With cutting-edge advantages in the number of laboratories and inspection items which directly demonstrate the competitiveness of enterprises, KingMed Diagnostics, ADICON, DIAN Diagnostics and DAAN Gene held a combined market share of over 70% in 2016. In the future, leading enterprises will continue to accelerate the chain-based expansion of laboratory network nationwide, further enhance their competitiveness, and intensify the market concentration.

China Independent Clinical Laboratory Industry Report, 2017-2021 highlights the following:

◆Overview of China's independent clinical laboratory industry, covering policy, international environment, status quo, market size, competitive landscape and development trend;

◆Upstream and downstream sectors of China's independent clinical laboratory industry;

◆Operation, revenue structure, gross margin and independent clinical laboratory business of 20 companies in China.

Comparison between Leading Independent Clinical Laboratory Companies in China, 2017

	KingMed Diagnostics	DIAN Diagnostics	ADICON	DAAN Gene
Established	1994	2001	2004	2008
Headquarters	Guangzhou	Hangzhou	Hangzhou	Guangzhou
Customers	21000+	12000+	15000+	--
Laboratories	35	35	19	8
Business	Conventional biochemical immunoassays, pathology tests, genomics tests, etc.	Diagnostic products, clinical laboratory (pathology, clinical diagnosis, molecular diagnostics), forensic testimony, physical examination, scientific research and development	Clinical laboratory (pathological examination, clinical examination and special examination), drug clinical trials, health management, paternity tests (private) , scientific research and development	Diagnostic reagents and instruments, clinical laboratory
Inspection Items	2300+	2000+	2000+	1000+
Specimens Tested Per Annum	Over 40 million cases	--	--	--
Strategic Cooperation	It conducts strategic cooperation with Roche, BioMérieux, Siemens, Abbott, QIAGEN, VIRION, and other international well-known companies. It has become the Chinese cooperation and demonstration bases of Roche and BioMérieux in terms of new technologies and new products. It collaborates with American Society of Clinical Pathology (ASCP) to build ASCP Pathology and Clinical Laboratory Education and Certification Training Center (Greater China).	It cooperates with Roche in depth. At the same time, it has reached strategic cooperation with the US Johns Hopkins University, NMS (a forensic institution in the United States), Bureau of Justice of Maryland, South Korea SCL Health Management Group and many other world renowned institutions	It is QUEST's co-partner in the clinical laboratory industry in the Asia-Pacific region. It has been authorized by Roche to become "Roche's Demonstration Laboratory in China" and closely collaborates with Roche. It also works with Siemens Healthineers, Japanese SRL, South Korean SCL and French BioMérieux	It cooperates with DAKO and Life Technologies
Market Share	27.9%	14.8%	20% or so	6.4%
Business Model	Services	Agent + Services	Services	Products + Services
Expansion Speed	Fast	Fast	Moderate	Moderate

Source: ResearchInChina

Table of contents

1. Overview of Independent Clinical Laboratory
1.1 Definition
1.2 Industry Chain

2. Overview of China Independent Clinical Laboratory Industry
2.1 Policy Environment
2.1.1 Access Policy
2.1.2 Industry Policy
2.2 International Environment
2.2.1 Status Quo
2.2.2 Benchmarking Enterprises
2.3 Status Quo
2.4 Market size
2.5 Competitive Landscape
2.6 Development Trends
2.6.1 The Industry's Growth Rate Will Be Above 30% in the Next Five Years
2.6.2 Hierarchical Medical System Will Boost the Rapid Development of the Industry
2.6.3 The Laboratory Outsourcing Proportion of Public Hospitals Will Rise due to Cost Control
2.6.4 High-end Test Items Will Make More Revenue Contribution
2.6.5 The Rapid Development of Private Hospitals Will Stimulate the Demand in the Independent Clinical Laboratory Market
2.6.6 Independent Clinical Laboratory Institutions Will Become Technical Leaders amid Quick Technological Upgrades
2.6.7 The Aging Population Balloons and the Demand for Medical Laboratory Will Soar
2.6.8 Internet Will Stimulate the Business Model Upgrade of Independent Clinical Laboratory Industry

3. Upstream and Downstream Sectors of China Independent Clinical Laboratory Industry
3.1 Upstream Sector
3.1.1 Status Quo
3.1.2 Competitive Landscape
3.2 Downstream Sector
3.2.1 Quantity
3.2.2 Medical Services
3.2.3 Revenue
3.2.4 Health Costs

4. Key Players
4.1 KingMed Diagnostics
4.1.1 Profile
4.1.2 Operation
4.1.3 Revenue Structure
4.1.4 Gross Margin
4.1.5 R&D and Investment
4.1.6 Major Customers
4.1.7 Independent Clinical Laboratory Business
4.1.8 Forecast and Outlook
4.2 DIAN Diagnostics
4.2.1 Profile
4.2.2 Operation
4.2.3 Revenue Structure
4.2.4 Gross Margin
4.2.5 R&D and Investment
4.2.6 Independent Clinical Laboratory Business
4.2.7 Forecast and Outlook
4.3 Shanghai Labway Clinical Laboratory

Table of contents

4.3.1 Profile
4.3.2 Operation
4.3.3 Revenue Structure
4.3.4 Gross Margin
4.3.5 R&D and Investment
4.3.6 Independent Clinical Laboratory Business
4.3.7 Forecast and Outlook
4.4 DAAN Gene
4.4.1 Profile
4.4.2 Operation
4.4.3 Revenue Structure
4.4.4 R&D and Investment
4.4.5 Major Customers
4.4.6 Independent Clinical Laboratory Business
4.4.7 Forecast and Outlook
4.5 ADICON Clinical Laboratories
4.5.1 Profile
4.5.2 Independent Clinical Laboratory Business
4.5.3 Developments
4.6 NYMPHAVN Biotechnology
4.6.1 Profile
4.6.2 Operation
4.6.3 Revenue Structure
4.6.4 Gross Margin
4.6.5 R&D and Investment
4.6.6 Independent Clinical Laboratory Business
4.6.7 Forecast and Outlook
4.7 SurExam Biotechnology
4.7.1 Profile
4.7.2 Operation
4.7.3 Revenue Structure
4.7.4 Gross Margin
4.7.5 R&D and Investment
4.7.6 Independent Clinical Laboratory Business
4.7.7 Forecast and Outlook
4.8 MedicalSystem Biotechnology
4.8.1 Profile
4.8.2 Operation
4.8.3 Revenue Structure
4.8.4 Gross Margin
4.8.5 R&D and Investment
4.8.6 Independent Clinical Laboratory Business
4.8.7 Forecast and Outlook
4.9 Beijing Lawke Health Laboratory
4.9.1 Profile
4.9.2 Operation
4.9.3 Revenue Structure
4.9.4 Gross Margin
4.9.5 R&D and Investment
4.9.6 Forecast and Outlook
4.10 Beijing Lepu Gene Technology
4.10.1 Profile
4.10.2 Operation
4.10.3 Revenue Structure
4.10.4 Gross Margin
4.10.5 R&D and Investment
4.10.6 Major Customers
4.10.7 Forecast and Outlook
4.11 Shanghai Biotecan Pharmaceuticals
4.11.1 Profile
4.11.2 Operation
4.11.3 Revenue Structure
4.11.4 Gross Margin
4.11.5 Independent Clinical Laboratory Business
4.11.6 Forecast and Outlook
4.12 Jiangsu Superbio Life Science
4.13 Amoy Diagnostics
4.13.1 Profile
4.13.2 Operation
4.13.3 Revenue Structure
4.13.4 Gross Margin
4.13.5 Independent Clinical Laboratory Business
4.13.6 Forecast and Outlook
4.14 Guangdong Hybribio Biotech
4.15 Other Enterprises
4.15.1 Kindstar Global
4.15.2 CapitalBio Corporation
4.15.3 Beijing Adinovo Gene Technology Co., Ltd.
4.15.4 Deyi Diagnostics
4.15.5 IPE Center for Clinical Laboratory
4.15.6 Centre Testing International Group Co., Ltd

Selected Charts

- Independent Clinical Laboratory Industry Chain
- Comparison of Independent Clinical Laboratory Undertakers between China and USA
- Policies Concerning Independent Clinical Laboratory Industry in China, 2010-2017
- Development History of U.S. Independent Clinical Laboratory Industry
- U.S. Independent Clinical Laboratory Market Share by Test Item
- U.S. Clinical Laboratory Market Share by Demand Side
- Comparison of Independent Clinical Laboratory Market Penetration among Europe, Americas and Japan, 2016
- Revenue and Net Income of Quest Diagnostics, 2009-2016
- Revenue of Quest Diagnostics by Business, 2014-2016
- Major M&As of Quest Diagnostics, 2006-2016
- Revenue and Operating Income of LabCorp, 2010-2016
- Revenue Breakdown of LabCorp by Business, 2013-2016
- Major M&As of LabCorp, 2007-2017
- Comparison of Independent Clinical Laboratory Market Penetration between China, and Europe, Americas and Japan, 2016
- Comparison of Number of Diagnostic Items among Various Medical Institutions
- Independent Clinical Laboratory Market Size in China, 2010-2016
- Number of Independent Clinical Laboratories in China, 2010-2016
- Independent Clinical Laboratory Revenue of Main Independent Clinical Laboratory Enterprises in China, 2014-2016
- Marker Share of Independent Clinical Laboratory Enterprises in China, 2016
- Comparison between Leading Independent Clinical Laboratory Companies in China, 2017
- Independent Clinical Laboratory Market Size and YoY Growth in China, 2016-2021E
- Policies Concerning Public Hospital Reform in China, 2015-2016
- Number of Private Hospitals and YoY Growth in China, 2009-2017
- Clinic Visits of Private Hospitals in China, 2012-2017
- Population Aged over 60 in China, 2009-2021E

Selected Charts

- Classification of In Vitro Diagnosis
- Development History of In Vitro Diagnosis Industry in China
- In Vitro Diagnosis Market Size in China, 2009-2016
- In Vitro Diagnosis Market Size in China, 2016-2021E
- In Vitro Diagnosis Market Structure in China, 2016
- Comparison of Diagnostic Instrument Varieties between Domestic and Foreign Enterprises
- Competition Pattern of Diagnostic Reagent Industry in China
- IVD Revenue and Market Share of Major Diagnostic Reagent Enterprises in China, 2014-2016
- Number of Medical and Health Institutions in China, 2015-2017
- Number of Hospitals in China, 2009-2017
- Number of Hospitals in China by Economic Type, 2009-2017
- Clinic Visits of Medical Institutions in China, 2015-2017
- Clinic Visits of Hospitals in China, 2009-2017
- Clinic Visits of Hospitals in China by Economic Type, 2012-2017
- Total Revenue of Medical and Health Institutions in China, 2010-2016
- Total Revenue of Medical and Health Institutions in China, 2016-2021E
- Total Revenue of Hospitals in China, 2009-2016
- Total Revenue of Hospitals in China, 2016-2021E
- Public Hospitals' Inspection Revenue and % of Total Inspection Revenue in China, 2010-2016
- Public Hospitals' Inspection Revenue and % of Total Inspection Revenue in China, 2016-2021E
- Inspection Revenue per Outpatient Visit and Inpatient Visit of Public Hospitals in China, 2010-2015
- Total Health Expenditure in China, 2010-2016
- Total Health Expenditure in China, 2016-2021E
- Revenue and Net Income of KingMed Diagnostics, 2014-2016
- Revenue Breakdown of KingMed Diagnostics by Business, 2014-2016

Selected Charts

- Revenue Breakdown of KingMed Diagnostics by Region, 2014-2016
- Gross Margin of KingMed Diagnostics, 2014-2016
- Gross Margin of KingMed Diagnostics by Business, 2014-2016
- R&D Costs and % of Total Revenue of KingMed Diagnostics, 2014-2016
- Fundraising Projects of KingMed Diagnostics by Initial Public Offerings
- KingMed Diagnostics' Revenue from Top 5 Clients and % in Total Revenue, 2014-2016
- Independent Clinical Laboratory Subsidiaries of KingMed Diagnostics
- Laboratory Architecture of KingMed Diagnostics as of May 2017
- Output, Capacity and Capacity Utilization of KingMed Diagnostics, 2014-2016
- Unit Price of Main Services of KingMed Diagnostics, 2014-2016
- Revenue and Net Income of KingMed Diagnostics, 2016-2021E
- Revenue and Net Income of DIAN Diagnostics, 2013-2017
- Revenue Breakdown of DIAN Diagnostics by Business, 2013-2016
- Revenue Structure of DIAN Diagnostics by Business, 2013-2016
- Revenue Breakdown of DIAN Diagnostics by Region, 2013-2016
- Revenue Structure of DIAN Diagnostics by Region, 2013-2016
- Gross Margin of DIAN Diagnostics by Business, 2013-2016
- R&D Costs and % of Total Revenue of DIAN Diagnostics, 2013-2016
- Independent Clinical Laboratory Subsidiaries of DIAN Diagnostics
- DIAN Diagnostics' Revenue from Independent Clinical Laboratory and % in Total Revenue, 2013-2016
- Revenue and Net Income of DIAN Diagnostics, 2016-2021E
- Revenue and Net Income of Shanghai Labway Clinical Laboratory, 2013-2016
- Operating Revenue Breakdown of Shanghai Labway Clinical Laboratory by Business, 2013-2016
- Operating Revenue Structure of Shanghai Labway Clinical Laboratory by Business, 2013-2016
- Gross Margin of Shanghai Labway Clinical Laboratory by Business, 2013-2016

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Selected Charts

- R&D Costs and % of Total Revenue of Shanghai Labway Clinical Laboratory, 2013-2016
- Independent Clinical Laboratory Subsidiaries of Shanghai Labway Clinical Laboratory
- Main Diagnostic Items of Shanghai Labway Clinical Laboratory
- Shanghai Labway Clinical Laboratory's Revenue from Independent Clinical Laboratory and % of Total Revenue, 2013-2016
- Revenue and Net Income of Shanghai Labway Clinical Laboratory, 2016-2021E
- Revenue and Net Income of Da An Gene, 2013-2017
- Revenue Breakdown of Da An Gene by Product, 2013-2016
- Revenue Structure of Da An Gene by Product, 2013-2016
- Revenue Breakdown of Da An Gene by Region, 2013-2016
- Revenue Structure of Da An Gene by Region, 2013-2016
- R&D Costs and % of Total Revenue of Da An Gene, 2013-2016
- Da An Gene's Revenue from Top 5 Clients and % in Total Revenue, 2015-2016
- Da An Gene's Revenue from Independent Clinical Laboratory and % of Total Revenue, 2013-2016
- Independent Clinical Laboratory Subsidiaries of Da An Gene
- Revenue and Net Income of Da An Gene, 2016-2021E
- Independent Clinical Laboratory Subsidiaries of Adicon Clinical Laboratories
- Revenue and Net Income of Nymphavn Biotechnology, 2013-2016
- Revenue Breakdown of Nymphavn Biotechnology by Business, 2014-2016
- Gross Margin of Nymphavn Biotechnology, 2013-2016
- R&D Costs and % of Total Revenue of Nymphavn Biotechnology, 2013-2016
- Nymphavn Biotechnology's Revenue from Independent Clinical Laboratory and % of Total Revenue, 2013-2016
- Revenue and Net Income of Nymphavn Biotechnology, 2016-2021E
- Subsidiaries and Main Businesses of SurExam Biotechnology
- Revenue and Net Income of SurExam Biotechnology, 2013-2016
- Operating Revenue Breakdown of SurExam Biotechnology by Business, 2013-2016

Selected Charts

- Operating Revenue Structure of SurExam Biotechnology by Business, 2013-2016
- Gross Margin of SurExam Biotechnology, 2013-2016
- R&D Costs and % of Total Revenue of SurExam Biotechnology, 2013-2016
- SurExam Biotechnology's Revenue from Independent Clinical Laboratory and % of Total Revenue, 2013-2016
- Revenue and Net Income of SurExam Biotechnology, 2016-2021E
- Revenue and Net Income of Medicalsystem Biotechnology, 2013-2017
- Revenue Breakdown of Medicalsystem Biotechnology by Business, 2013-2016
- Revenue Structure of Medicalsystem Biotechnology by Business, 2013-2016
- Gross Margin of Medicalsystem Biotechnology by Business, 2013-2016
- R&D Costs and % of Total Revenue of Medicalsystem Biotechnology, 2013-2016
- Investment Progress of Fundraising Projects of Medicalsystem Biotechnology by the end of 2016
- Medicalsystem Biotechnology's Revenue from Independent Clinical Laboratory and % of Total Revenue, 2013-2016
- Financial Data of Main Independent Clinical Laboratory Subsidiaries of Medicalsystem Biotechnology, 2016
- Newly-established Independent Clinical Laboratory Subsidiaries of Medicalsystem Biotechnology, 2016
- Revenue and Net Income of Medicalsystem Biotechnology, 2016-2021E
- Revenue and Net Income of Beijing Lawke Health Laboratory, 2013-2016
- Revenue Breakdown of Beijing Lawke Health Laboratory by Region, 2014-2016
- Gross Margin of Beijing Lawke Health Laboratory, 2013-2016
- R&D Costs and % of Total Revenue of Beijing Lawke Health Laboratory, 2013-2016
- Revenue and Net Income of Beijing Lawke Health Laboratory, 2016-2021E
- Revenue and Net Income of Beijing Lepu Gene Technology, 2013-2016
- Revenue Breakdown of Beijing Lepu Gene Technology by Business, 2014-2016
- Gross Margin of Beijing Lepu Gene Technology, 2013-2016
- R&D Costs and % of Total Revenue of Beijing Lepu Gene Technology, 2014-2016
- Main R&D Projects of Beijing Lepu Gene Technology, 2016

Selected Charts

- Beijing Lepu Gene Technology's Revenue from Top 5 Clients and % in Total Revenue, 2015-2016
- Revenue and Net Income of Beijing Lepu Gene Technology, 2016-2021E
- Revenue and Net Income of Shanghai Biotecan Pharmaceuticals, 2013-2016
- Revenue Breakdown of Shanghai Biotecan Pharmaceuticals by Business, 2014-2016
- Gross Margin of Shanghai Biotecan Pharmaceuticals, 2013-2016
- Shanghai Biotecan Pharmaceuticals' Revenue from Independent Clinical Laboratory and % of Total Revenue, 2014-2016
- Revenue and Net Income of Shanghai Biotecan Pharmaceuticals, 2016-2021E
- Subsidiaries of Jiangsu Superbio by the end of 2016
- Revenue and Net Income of Jiangsu Superbio, 2014-2016
- Revenue Breakdown of Jiangsu Superbio by Business, 2014-2016
- Gross Margin of Jiangsu Superbio, 2014-2016
- Revenue and Net Income of Jiangsu Superbio, 2016-2021E
- Revenue and Net Income of Amoy Diagnostics, 2014-2016
- Operating Revenue Breakdown of Amoy Diagnostics by Business, 2014-2016
- Gross Margin of Amoy Diagnostics, 2014-2016
- Gross Margin of Amoy Diagnostics by Business, 2014-2016
- Amoy Diagnostics' Revenue from Independent Clinical Laboratory and % of Total Revenue, 2014-2016
- Revenue and Net Income of Amoy Diagnostics, 2016-2021E
- Revenue and Net Income of Guangdong Hybribio Biotech, 2014-2016
- Operating Revenue Breakdown of Guangdong Hybribio Biotech by Product, 2014-2016
- Gross Margin of Guangdong Hybribio Biotech by Business, 2014-2016
- Guangdong Hybribio Biotech's Revenue from Independent Clinical Laboratory and % of Total Revenue, 2014-2016
- Fundraising Projects of Guangdong Hybribio Biotech by Initial Public Offerings, 2017
- Revenue and Net Income of Guangdong Hybribio Biotech, 2016-2021E
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