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## Cotton and Products

## Annual

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Approved by:

**Lloyd S. Harbert**

**U.S. Consulate, Hong Kong**

Prepared by:

George D. Ferris & Caroline Yuen

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### Report Highlights:

**The SARS situation has a detrimental impact on Hong Kong's garment industry, which in turn has seriously affected the weaving and spinning businesses. Buyers from the U.S. and Europe have stopped visiting the region and have switched orders to other countries. The SARS situation seems to be under control in Hong Kong in May, but not in Mainland China. Given the close economic ties between Hong Kong and China particularly in the garment and textile industry, the business climate in Hong Kong will not improve, as long as China continues to suffer from large numbers of SARS cases.**

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## Situation & Outlook

Hong Kong has been seriously affected by the SARS (Severe Acute Respiratory Syndrome) outbreak since March, with a total of over 1728 cases and a death toll of over 269 people to date. The SARS situation had a detrimental impact on Hong Kong's garment industry, which in turn has seriously affected the weaving and spinning businesses. Buyers from the U.S. and Europe have stopped visiting the region and have switched orders to other countries like India, Pakistan and Turkey. The SARS situation seems to be under control in Hong Kong in May, but not in Mainland China. Given the close economic ties between Hong Kong and China particularly in the garment and textile industry, the business climate in Hong Kong will not improve, as long as China continues to suffer from large numbers of SARS cases.

In the past two months, most garment buyers have observed the World Health Organization's travel advisory of not traveling to Hong Kong and China and other SARS affected areas. As face to face negotiation in the garment industry is very crucial, Hong Kong garment manufacturers have lost a large amount of business because their clients have not come to Hong Kong. Instead, buyers try to place orders to some other garment manufacturing countries such as India, Pakistan and Turkey. When the orders for garments shrink, demand for fabric and yarn reduce correspondingly. Hong Kong's spinning mills have cut 30% of their production in the past two months. Nan Fung Textiles even stopped production for four days in April and 6 days in May (they expect to close a total of 8 days in May), for the first time in 20 years. Normally, spinning mills only suspend production for three days annually during the Chinese New Year.

Currently weaving plants in China are operating at 20% to 30% capacity on average. Production rarely reach 50% of normal capacity. In the beginning of 2003 when yarn prices were competitive, many Hong Kong weavers placed orders for yarns. The demand for yarn has now slackened resulting in high inventory. Consequently, the industry will take some time to deplete the inventory and the demand for raw cotton, will be weak in the foreseeable future. Though the travel advisory for Hong Kong was lifted in late May, buyers may take some time to regain confidence in traveling to the region. Normally, the best season for spinners is April through June, so spinners feel that their business opportunities for this year have already passed. Nonetheless, Hong Kong and China are strong as a sourcing and manufacturing center for garment and textile industries. When SARS subsides, business will likely return. SARS has disrupted business but has not changed the fundamentals of the industries.

### Production & Consumption

Hong Kong does not produce any cotton. It relies entirely on imports. Hong Kong has four spinning mills. MY 2001 consumption reached 104,555 MT. The forecast for next year's consumption is 83,650 MT or 20% decline due to SARS. The four mills produced approximately 95,833 MT of cotton yarn in 2002, increasing 4% compared to 2001. About 82% of the yarns produced in Hong Kong is open-end and the balance is ring spun. As ring spun yarn has a bigger profit margin, Hong Kong's yarn production has been gradually expanding its ring production share in the past three years : 13% (2000), 16% (2001), 18% (2002).

Hong Kong mills have continued to invest in production equipment to upgrade quality and to increase productivity, particularly many slub devices which have been installed on the open end and ring spinning machines. The 2002 spinning capacity is as follows:

	2000	2001	2002
total number of ring spindles installed	47,824	57,136	57,280
total number of open-end rotors installed	20,144	20,144	20,144
total number of doubling spindles installed	1,080	480	480
total number of workers employed	1,721	1,755	1,716

In the past year, the denim business continued to boom. The closing down of denim mills in the U.S. has created many business opportunities for Hong Kong. As a strong competitor in the textile industry, Hong Kong has introduced new varieties of denim goods by using a wide range of yarn counts, different dye shades and finishing effects. Such innovative manufacturing has strengthened Hong Kong's position as a major source of high quality denim fabrics in Asia. To meet the enhanced requirements for denim fabric production, local spinning mills have produced more open end slub yarns and ring spun slub yarns with many different patterns and effects. On the other hand, demand for piece-dye woven fabrics continued to wane since more competitive offers were made from China and Pakistan. The majority of Hong Kong's yarn products are for denim productions, while the balance is used in grey woven or knitted fabrics.

#### Trade

In MY 2001, Hong Kong imported 106,951 MT of cotton. The import level has been consistent over the years as consumption has remained stable. However, US cotton imports reached 82,000 MT increasing 14% between MY 2000 and MY 2001. Its market share jumped from 62% in MY 2000 to 77% in MY2001. The increased imports from the US was due to low US cotton prices coupled with short supplies from Australia (-16%) as a result of the drought there.

After reaching a record low last year, US cotton prices have gradually picked up. From Aug 2002 - Feb 2003, US cotton prices have already risen 10%. On May 7, 2002, the spot delivery of US cotton was quoted 31.47 cents/lb whereas it was quoted 50.20 cents/lb quote on May 5, 2003. The Step 2 program has helped US cotton remain price competitive in the local market. US cotton is expected to continue to dominate the market given its abundant supply and consistent quality. The entire import market of cotton in MY2002 is forecast to decline by at least 20% in the light of the adverse effect of SARS on Hong Kong's garment and textile industry.

Hong Kong spinning mills prefer to keep two months' inventory but usually end up keeping four months' stock. This is partly due to the operation of the Step 2 program. US exporters are able to have a better sense of step 2 payment rates the closer the shipment dates are. Consequently, they are able to offer a more competitive price. Hong Kong importers therefore tend to buy cotton at a closer shipment date as a result of more competitive price offered despite storage costs incurred.

#### Cotton Imports to China

There are cotton mills in China operated by Hong Kong manufacturers. They have to apply for quota A to import foreign cotton if the end products are to be sold in the domestic market. Quota B is required if their end products are to be exported. Sources revealed that quota A for the year has been almost exhausted while quota

B is still available. Since quota B is strictly restricted to end products destined for export markets, not many plants are eligible to apply for this quota category. People in the industry, however, do not know whether there will be any more quota A available for application this year.

#### China's Accession to WTO

The Agreement on Textiles and Clothing (ATC) provides the basis on which all quantitative restrictions on the trade of textiles and clothing products are to be phased out among members of the World Trade Organization (WTO) in four stages during a ten-year period starting from 1995. The third stage of the liberalization process began on January 1, 2002 and would raise the total level of liberalized products to at least 51% by volume. Member countries, including Canada, the EU and the US, abolished their quantitative restrictions on selected product categories accordingly. Quotas will be completely removed by 2005 under the ATC. In other words, the quantitative restrictions on China-origin apparel products were greatly reduced last year and will be entirely lifted by 2005.

As long as the quota system is in place, some production procedures will remain in Hong Kong to fulfill the Hong Kong-origin requirements and shipped to export markets with the use of Hong Kong quota. In view of the impending uplifting of quota in 2005, some weaving plants shifted their production to mainland China last year in a bid to cut costs. This trend is likely to deepen after 2005 when textile and garment quotas worldwide are lifted.

Currently about 79 % of cotton yarn produced in Hong Kong is consumed by local weaving plants. Their client base will decline when more local weaving plants are relocated offshore. Given China's high tariff rate on imported yarns (5% - 10%), Hong Kong produced yarns could hardly secure orders from weaving plants in mainland China. Hong Kong spinners saw that their only chance of survival is China's elimination of import tariffs on cotton yarn produced in Hong Kong. Sources revealed that this is on the agenda when Hong Kong and China negotiate closer economic cooperation under the Mainland/Hong Kong Closer Economic Partnership Arrangement (CEPA). It is expected that the Hong Kong government will announce the development on CEPA this June. By then, the spinning industry should know whether their exports to China will be tariff free or not. Hong Kong spinners view that if China would waive its import tariff requirements on Hong Kong cotton yarns, they can have a better chance to compete with spinners in China as they enjoy greater flexibility in sourcing and importing cotton from all over the world while their competitors in Mainland China would lack such freedom.

#### Competition with imported value-added cotton products and synthetic products

Yarn prices have been under pressure due to severe competition from low-cost neighboring countries. Last year Hong Kong mills lost some fine count stretch yarn business to competitors in China and Pakistan. In 2002, the average imported yarn price dropped 10% leading to an increase of 17% imported volume. Yarn imports from China in particular jumped 48% expanding its market share from 42% in 2001 to 54% in 2002. Hong Kong spinning mills used to secure the market for core spun yarn but competitors have already adopted this technique and are able to offer more competitive prices, thus exerting further pressure on Hong Kong spinners.

Apart from competing with yarns from neighboring countries, Hong Kong yarns also compete with products like T/C yarn (65% polyester & 35% cotton). T/C yarns were greatly sought after last year because polyester prices dropped remarkably. The worldwide lowering of garment retail prices has prompted the use of cheaper raw

materials.

## PS&amp;D Table

PSD Table						
Country	Hong Kong					
Commodity	Cotton				(HECTARES)(MT)	
	2001	Revised	2002	Estimate	2003	Forecast
	USDA Official[Old]	Post Estimate[New]	USDA Official[Old]	Post Estimate[New]	USDA Official[Old]	Post Estimate[New]
Market Year Begin		08/2001		08/2002		08/2003
Area Planted	0	0	0	0	0	0
Area Harvested	0	0	0	0	0	0
Beginning Stocks	25256	29516	22208	26139	22208	22220
Production	0	0	0	0	0	0
Imports	106904	106951	103420	85531	0	111000
TOTAL SUPPLY	132160	136467	125628	111670	22208	133220
Exports	6532	5773	5443	5800	0	6000
USE Dom. Consumption	103420	104555	97977	83650	0	96000
Loss Dom. Consumption	0	0	0	0	0	0
TOTAL Dom. Consumption	103420	104555	97977	83650	0	96000
Ending Stocks	22208	26139	22208	22220	0	31220
TOTAL DISTRIBUTION	132160	136467	125628	111670	0	133220

**Trade Matrices**

Import Trade Matrix			
Country	Hong Kong		
Commodity	Cotton		
Time period	Aug - Feb	Units:	MT
Imports for:	2001		2002
U.S.	34,401	U.S.	42,012
Others		Others	
Australia	10,924	Australia	5,714
Brazil	1,615	Brazil	1,938
Nigeria	0	Nigeria	1,678
Tanzania	2,352	Tanzania	1,422
Syria	810	Syria	594
China	146	China	587
Total for Others	15,847		11,933
Others not Listed	2,737		1,649
Grand Total	52,985		55,594

Export Trade Matrix			
Country	Hong Kong		
Commodity	Cotton		
Time period	Aug - Feb	Units:	MT
Exports for:	2001		2002
U.S.	1	U.S.	0
Others		Others	
China	3,934	China	2,650
Indonesia	149	Indonesia	322
Total for Others	4,083		2,972
Others not Listed	7		0
Grand Total	4,091		2,972



**Price Table**

Prices Table			
Country	Hong Kong		
Commodity	Cotton		
Prices in	US\$	per uom	kg
Year	2001	2002	% Change
Jan	1.1	0.92	-16.36%
Feb	1.24	0.8	-35.48%
Mar	1.13	0.69	-38.94%
Apr	1.17	0.73	-37.61%
May	1.08	0.79	-26.85%
Jun	0.97	0.79	-18.56%
Jul	1.02	0.78	-23.53%
Aug	1.03	0.81	-21.36%
Sep	0.95	0.87	-8.42%
Oct	0.94	0.89	-5.32%
Nov	0.95	0.94	-1.05%
Dec	0.89	0.95	6.74%
Exchange Rate	\$7.78	Local currency/US \$	

**Table 1 : Hong Kong's Import Prices by Suppliers, Aug - July**

Country	/KG	Aug 00-Jul 01	/KG	Aug 01-Jul 02	% change
--The World--		1.13		0.84	-26%
United States		1.12		0.76	-32%
Australia		1.25		1.11	-11%
Nigeria		0.95		0.78	-18%
Tanzania		1.25		1.11	-11%
Brazil		1.33		1.37	3%
Syria		1.17		1.06	-9%
China		1.68		1.45	-14%

**Table 2 : Hong Kong's Import Prices by Suppliers, Aug - Feb**

Country	- /KG	Aug 01-Feb 02	/KG	Aug 02-Feb 03	% change
--The World--		0.93		0.92	-1%
United States		0.81		0.89	10%
Australia		1.13		1.05	-7%
Brazil		1.37		1.05	-23%
China		2.97		1.57	-47%

**Table 3 : Hong Kong's Marketing Year Cotton Imports by Volume, Aug - Jul, MT**

Country	Aug 00-Jul 01	Aug 01-Jul 02	% change	Market share 00	Market share 01
--The World--	112,899	106,951	-6%	100%	100%
United States	70,188	82,003	14%	62%	77%
Australia	14,699	12,695	-16%	13%	12%
Nigeria	2,914	2,481	-17%	3%	2%
Tanzania	726	2,352	69%	1%	2%
Brazil	100	1,615	94%	0%	2%
Syria	6,976	1,606	-334%	6%	2%
China	765	1,092	30%	1%	1%
Argentina	696	991	30%	1%	1%
Mexico	1,899	834	-128%	2%	1%
Turkey	0	719	100%	0%	1%

**Table 4 : Hong Kong's Marketing Year Cotton Imports by Value , Aug - Jul**

Country	Millions of US Dollars			Market Share 00	Market Share 01
	Aug 00-Jul 01	Aug 01-Jul 02	% change		
--The World--	127.59	89.58	-30%	100%	100%
United States	78.32	62.16	-21%	61%	69%
Australia	18.43	14.15	-23%	14%	16%
Tanzania	0.91	2.60	187%	1%	3%
Brazil	0.13	2.21	1563%	0%	2%
Nigeria	2.76	1.93	-30%	2%	2%
Syria	8.14	1.70	-79%	6%	2%
China	1.28	1.58	23%	1%	2%
Argentina	0.80	1.16	45%	1%	1%
Mexico	2.39	0.72	-70%	2%	1%
Turkey	0.00	0.69	0%	0%	1%

**Table 5 : Hong Kong Marketing Year Cotton Exports (Aug - Jul) , MT**

	Aug 00-Jul 01	Aug 01-Jul 02	Aug 01-Jul 02	Market	Market
			% change	share 00	share 01
--The World--	6,873	5,773	-16%	100%	100%
China	6,704	5,408	-19%	98%	94%
Indonesia	96	356	271%	1%	6%

**Table 6 : Hong Kong's Local Yarn Production, MT**

	2001	2002	% change	% share 01	% share 02
	Ring Production, based on 20 counts	15,005	17,087	14%	16%
Open-end production, based on 20 counts	76,775	78,746	3%	84%	82%
Total	91,780	95,833	4%	100%	100%

**Table 7 : Hong Kong's Domestic Export of Cotton Yarn, MT**

Country	MT, 2000	MT, 2001	MT, 2002	% Change	Market	Market	Market
				- 02/01 -	share 00	share 01	share 02
--The World--	22,756	24,209	19,959	-17.56	100%	100%	100%
China	15,204	16,753	13,499	-19.42	67%	69%	68%
Malaysia	3,587	3,273	2,333	-28.73	16%	14%	12%
Japan	1,468	2,200	1,892	-13.99	6%	9%	9%
India	95	482	1,513	214.04	0%	2%	8%
Indonesia	1	50	370	633.12	0%	0%	2%
Philippines	1,774	650	214	-67.08	8%	3%	1%

**Table 8 : Hong Kong's Import of Cotton Yarn by Major Suppliers, MT**

Country	MT, 2000	MT, 2001	MT, 2002	% Change - 02/01 -	Market share 00	Market share 01	Market share 02
--The World--	449,228	507,317	591,555	16.60	100%	100%	100%
China	179,168	214,565	316,620	47.56	40%	42%	54%
Pakistan	145,974	161,793	161,252	-0.33	32%	32%	27%
India	68,179	61,214	44,936	-26.59	15%	12%	8%
Indonesia	20,472	26,409	28,099	6.40	5%	5%	5%
Taiwan	13,114	22,304	18,832	-15.57	3%	4%	3%
Korea, South	9,458	9,942	10,032	0.90	2%	2%	2%
Thailand	2,176	2,537	3,076	21.23	0%	1%	1%
US	337	154	219	42	0%	0%	0%

**Table 9 : Hong Kong's Re-exports of Cotton Yarn, MT**

Country	MT, 2000	MT, 2001	MT, 2002	% Change - 02/01 -	Market share 00	Market share 01	Market share 02
--The World--	355,195	418,008	502,997	20.33	100%	100%	100%
China	320,888	371,069	451,019	21.55	90%	89%	90%
Australia	2,693	5,493	7,132	29.84	1%	1%	1%
Bangladesh	2,281	5,015	7,101	41.59	1%	1%	1%
Japan	3,331	5,464	6,007	9.94	1%	1%	1%
Thailand	4,617	4,647	4,322	-7.01	1%	1%	1%
United Kingdom	3,116	4,218	4,186	-0.76	1%	1%	1%
Indonesia	3,681	4,523	3,688	-18.47	1%	1%	1%
Cambodia	2,089	2,217	2,805	26.52	1%	1%	1%

**Table 10 : Hong Kong's Average Import Price of Cotton Yarn, US\$/kg**

Country	-/ KG - 2000	-/ KG - 2001	-/ KG - 2002	% Change - 02/01 -
--The World--	2.95	2.78	2.49	-10.43
China	3.48	3.27	2.83	-13.46
Pakistan	2.18	2.07	1.79	-13.53
India	2.70	2.63	2.26	-14.07
Indonesia	3.05	2.71	2.31	-14.76
Taiwan	2.23	2.07	1.78	-14.01
Korea, South	5.31	4.69	4.21	-10.23
Thailand	2.82	2.41	1.85	-23.24
US	6.76	10.56	7.97	-24.53
Local	2.31	2.27	2.25	-0.88

Note : Prices of local yarns are based on F.O.B. prices while others on C.I.F. prices.

**Table 11 : Hong Kong's Retained Imports of Cotton Yarn**

	MT, 2000	MT, 2001	MT, 2002	% change 01/00	% change 02/01
Retained Import	94,033	89,310	88,558	-5%	-1%

**Table 12 : Hong Kong's Import of Cotton Fabric**

Country	- M2 - 2000	- M2 - 2001	- KG - 2002	Market share 00	Market share 01	Market share 02
--The World--	1,870,992,873	1,663,146,432	444,121,367	100%	100%	100%
China	1,367,838,098	1,193,553,417	322,354,218	73%	72%	73%
Pakistan	225,665,170	227,967,841	59,110,766	12%	14%	13%
Taiwan	76,493,542	72,674,303	15,582,644	4%	4%	4%
Japan	49,772,311	48,940,914	15,424,841	3%	3%	3%
Indonesia	33,256,123	25,530,008	7,763,311	2%	2%	2%
India	20,078,012	14,844,644	4,869,853	1%	1%	1%
Korea, South	20,315,898	14,522,271	3,970,720	1%	1%	1%
Italy	7,236,960	7,738,876	2,607,533	0%	0%	1%
United States	3,549,105	3,043,348	730,384	0%	0%	0%

**Table 13 : Hong Kong's Total Export of Cotton Fabric**

Country	- M2 - 2000	- M2 - 2001	- KG - 2002	Market share 00	Market share 01	Market share 02
--The World--	2,041,319,030	1,830,857,761	522,958,054	100%	100%	100%
China	1,221,243,709	1,142,358,860	330,720,820	60%	62%	63%
Cambodia	68,310,417	49,707,884	22,838,956	3%	3%	4%
Bangladesh	98,976,183	79,023,613	22,730,201	5%	4%	4%
United States	88,199,268	86,487,793	20,802,727	4%	5%	4%
Philippines	69,223,294	61,639,861	17,183,374	3%	3%	3%

**Table 14 : Hong Kong's Import of Synthetic Yarn by Major Suppliers, MT**

Country	MT, 2000	MT, 2001	MT, 2002	% Change - 02/01 -	Market share 00	Market share 01	Market share 02
--The World--	405,351	306,583	254,959	-16.84	100%	100%	100%
China	81,351	93,891	92,018	-2.00	20%	31%	36%
Taiwan	135,414	111,201	88,619	-20.31	33%	36%	35%
Korea, South	32,937	23,534	24,264	3.10	8%	8%	10%
Indonesia	56,927	30,627	11,682	-61.86	14%	10%	5%
Japan	10,219	8,803	8,535	-3.04	3%	3%	3%
Thailand	12,109	7,920	7,741	-2.26	3%	3%	3%
Malaysia	52,344	13,880	7,182	-48.26	13%	5%	3%
Italy	3,533	3,117	3,162	1.44	1%	1%	1%
United States	2,940	2,252	1,393	-38.16	1%	1%	1%

**Table 15 : Hong Kong's Total Exports of Synthetic Yarn by Major Destinations, MT**

Country	MT, 2000	MT, 2001	MT, 2002	% Change - 02/01 -	Market share 00	Market share 01	Market share 02
--The World--	287,718	242,384	233,831	-3.53	100%	100%	100%
China	271,538	226,075	216,549	-4.21	94%	93%	93%
Cambodia	2,021	2,513	2,234	-11.12	1%	1%	1%
Australia	1,406	1,135	2,051	80.69	0%	0%	1%
Philippines	906	990	1,866	88.43	0%	0%	1%
Thailand	1,369	2,785	1,758	-36.90	0%	1%	1%
Macau	1,432	1,269	1,540	21.36	0%	1%	1%

**Table 16 : Hong Kong Total Imports of Synthetic Fabric by Major Suppliers**

Country	- M2 - 2000	- M2 - 2001	- KG - 2002	Market share 00	Market share 01	Market share 02
--The World--	3,609,947,901	3,101,277,541	318,774,089	100%	100%	100%
Taiwan	1,121,404,331	1,059,248,431	116,765,198	31%	34%	37%
China	932,212,518	659,978,506	83,416,542	26%	21%	26%
Korea, South	454,868,059	365,430,554	53,413,609	13%	12%	17%
Malaysia	743,804,319	683,581,879	30,957,054	21%	22%	10%
Japan	104,824,897	89,014,893	10,818,756	3%	3%	3%
Vietnam	118,994,123	119,551,518	8,439,581	3%	4%	3%
Thailand	41,168,408	46,487,160	3,518,861	1%	1%	1%
United States	10,361,236	8,708,494	2,105,770	0%	0%	1%

**Table 17 : Hong Kong's Total Exports of Synthetic Fabric by Major Destinations**

Country	- M2 - 2000	- M2 - 2001	- KG - 2002	Market share 00	Market share 01	Market share 02
--The World--	2,567,029,634	2,171,547,866	311,996,231	100%	100%	100%
China	2,172,326,164	1,922,436,174	287,422,882	85%	89%	92%
Philippines	21,347,257	16,248,802	2,137,674	1%	1%	1%
Taiwan	74,043,312	37,310,375	2,022,718	3%	2%	1%