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**PDP - 3RD EDITION SHOWCASE
LAUNCHED AT EFE 2018**

**MALAYSIAN INTERNATIONAL
FURNITURE FAIR 2018**



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MALAYSIAN TIMBER INDUSTRY BOARD



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To know more
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PDP- 3RD EDITION SHOWCASE LAUNCHED AT EFE 2018

news



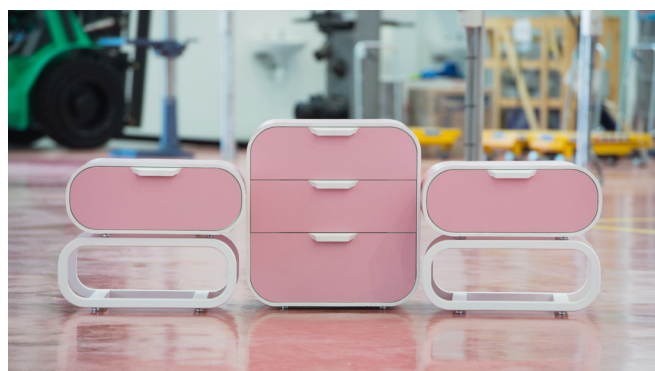
YB Datuk Seri Mah Siew Keong, Minister of Plantation Industries and Commodities (second from right) officiating the showcase at EFE 2018.

The third and final phase of the Professional Designers Programme - 3rd Edition (PDP3) started on 7 March with the arrival of the international designers from Belgium (Stefan Schoning), Italy (Manolo Bossi) and Australia (Peter Kitley, Kianoosh Kavoosi, Peter Hutchinson and Vince Cosentino). This part of PDP3 was mainly to have all the designers at the PDP3 Showcase during the 2018 Export Furniture Exhibition (EFE) which was held at the Kuala Lumpur Convention Centre (KLCC) from 9 to 12 March.

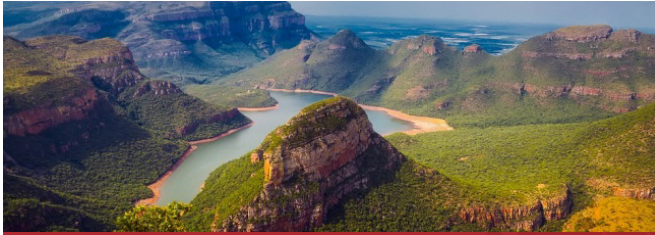
A short officiating event was held on 9 March to launch the showcasing of 28 show-pieces designed and produced during PDP3. YB Datuk Seri Mah Siew Keong, Minister of Plantation Industries and Commodities (MPIC) officiated the showcase together with YBhg. Dato' Dr. Jalaluddin Harun FASc, MTIB Director-General.

This 3rd Edition of the PDP Showcase, which was held in conjunction with the 2018 EFE was fully supported by MPIC and aimed at showcasing the furniture designs produced by the participating local furniture manufacturers together with the

international and local designers. This year's PDP Showcase was even more meaningful with the production of 11 show-pieces of new furniture products designed by TANGGAM designers and produced by the newly assembled TANGGAMakers (a group of young furniture makers nurtured by MTIB through the Makers Programme). These pieces were showcased together with the initial 17 show-pieces that were produced by local manufacturers - Zolano Design Sdn. Bhd., Crown Livin' Sdn. Bhd., Value Plus Sdn. Bhd., Keppel Wood Industries Sdn. Bhd. and First Flames Sdn. Bhd.



*Product Name : Fieyjoe
Designed by : Harith Radzuan
Maker : Izuwan*



AFRICA

44 Countries Sign CFTA Agreements

Forty-four African countries signed agreements on the Continental Free Trade Area (CFTA), an initiative of the African Union, on 21 March 2018. It abolishes tariffs on 90% of goods with the rest to be phased in later, and will help address non-tariff barriers. The signing follows the start of negotiations in 2015. Countries which did not sign the free trade agreement (FTA) and/or the Kigali Declaration on the formation of the free trade area included Nigeria, South Africa, Benin, Botswana, Burundi, Eritrea, Guinea Bissau, Lesotho, Namibia, Sierra Leone, and Zambia.

If the agreement is signed by all African Union members, the CFTA will span 1.2 billion people and a GDP exceeding USD2 trillion (EUR1.63 trillion). The UN Economic Commission for Africa (UNECA) estimates that implementation could raise intra-African trade to 52% by 2022 compared to 2010.

AllAfrica, 22 March



BRAZIL

Forestry Sector Exports Growing

In January 2018, forestry sector exports totalled USD901 million, an increase of 18% compared to a year earlier. The rise was largely due to increased exports of pulp, wood-based panels and paper. Forestry sector exports account for almost 15% of the value of all Brazilian agribusiness exports and 5% of total foreign export. China remained the main buyer of Brazilian pulp, accounting for 47% of the total. The total value of pulp exported to China in January this year (USD338 million) was 21% more than in the same month in 2017. Exports to Europe increased by 16%.

For wood-based panels and paper markets, Latin America remained well ahead of other regions. Latin

American markets accounted for more than half (USD12 million) of all volumes exported, a 9% increase over January 2017. As for paper products, demand in Latin America grew by 14% year on year.

www.fordaq.com, 16 March



CANADA

Housing Starts Trend Stable

The trend in housing starts was 225,276 units in February 2018, compared to 224,572 units in January 2018, according to Canada Mortgage and Housing Corporation (CMHC). This trend measure is a six-month moving average of the monthly seasonally adjusted annual rates (SAAR) of housing starts. "The national trend in housing starts has been very stable since November 2017, masking offsetting trends for multi-unit and single-detached dwellings," said Bob Dugan, CMHC's chief economist. "Multi-unit starts have trended higher in recent months in most major urban centres while single-detached starts have trended lower."

The standalone monthly SAAR of housing starts for all areas in Canada was 229,737 units in February, up from 215,260 units in January. The SAAR of urban starts increased by 7.1% to 211,211 units. Multiple urban starts increased by 15% to 154,535 units in February while single-detached urban starts decreased by 9.8% to 56,676 units. Rural starts were estimated at a seasonally adjusted annual rate of 18,526 units.

www.fordaq.com, 13 March



FRANCE

Building Projects Rose in 2017, Will Fall Slightly in 2018

According to the French Building Federation (FFB), there were 426,000 building starts in France in 2017, which is 20% above the long term average. The federation expects 418,000 building starts in 2018. The

number of new non-residential building projects rose 10% to 19.5 million square metres, led by growth in office buildings, as though stores continue to struggle. New housing projects rose 6.5% in number of lodgings in the November 2017- January 2018 period, and new non-residential projects grew 15.7% (excluding agricultural buildings). The building sector in France created 19,900 jobs in 2017, of which 10,600 were for temporary workers.

Batirama, 22 March



FINLAND

Exports of Forest Industry Products EUR12.13 Billion

According to the Natural Resources Institute Finland's preliminary data, the real exports value of Finland's forest industry products totalled EUR12.13 billion in 2017. The exports value of sawn goods and plywood increased by 5% year-on-year.

In 2017, Finland's wood imports totalled 8.62 million m³, down 12% year-on-year. Pulpwood imports fell by 18% to 4.84 million m³. Log imports fell by 23% to 0.67 million m³. Meanwhile chips imports grew by 8% to 2.67 million m³. Wood imports totalled 0.55 million m³ in December 2017, representing the smallest monthly volume of 2017.

Press Release Natural Resources Institute Finland, 7 March



FRANCE/CHINA

Oak Exports from France to China Rises

Rough Oak exports from France to China rose 35% in January 2018 compared to January 2017, resulting in a shortage of raw material for French sawmills. According to the French National Wood Federation (FNB), between 25% and 30% of the Oak harvested in French forests is exported untreated. Most other wood-producing countries have prohibited this practice, including China, Croatia, Romania, and Ukraine.

From 2007 to 2017, the volume of rough Oak available to sawmills in France was nearly cut in half, dropping from 2.45 million m³ to 1.25 million. Employment has fallen from 900 to 550 since 2005, despite the fact that wood treatment creates 10 to 20 times more jobs than exportation. The FNB has called upon the French government to intervene, and contends that the trend has put the longevity of the sawmill industry in France at risk. The Minister of Agriculture, in partnership with Bpifrance, has said that EUR100 million (USD123.19 million) would be allocated to a loan fund for sawmills, part of the EUR5 billion agriculture and agro-food transformation investment plan.

Le Monde, 6 March



GERMANY

Wood Industry Increases Turnover

The timber industry in Germany recorded a combined turnover of EUR35.60 billion (USD43.81 billion) in 2017, up from EUR35 billion over the previous year. The number of workers increased by 1.3% to 151,917 people. Turnover generated abroad grew by 3%. The wood packaging and wood construction industries increased their turnover by 6.1% and 5.9% respectively. These figures only take into account the 931 wood producers with 50 or more workers in Germany.

Holz Zentralblatt, 19 February



GLOBAL

Trade of Softwood Lumber Reached a Record-High

Trade of softwood lumber reached an all-time-high in 2017 as demand for wood was strong in most key markets around the world. An estimated 126 million m³ of softwood lumber was shipped from forest-rich countries such as Canada, Russia, Sweden and Finland to markets with high consumption of lumber, including China, the US, the United Kingdom, Japan and Germany. Since the global recession in 2008,

international trade of lumber has gone up by as much as 50%. With the economy forecasted to stay healthy in the US and Europe in 2018, this might be another good year for lumber exporters.

Globalwood.org, 23 March



JAPAN

Bill Allowing Trimming of Neglected Forests Adopted by Government

On 6 February 2018, a bill to set up a “forest bank” has been taken up by the Japanese government during a Cabinet meeting. Under the bill, municipalities are authorised to cut down or trim forests that have been neglected by those who own them. If the owners are incapable of managing their forest, forest management would be granted to the municipalities. The respective municipalities would then have the management outsourced to business operators that are capable and motivated.

The bill is to be issued to the existing ordinary session of the Diet and is targeted to be made effective in fiscal 2019, beginning in April 2019. The required funds for the effort are to be distributed by the central government from 2019 to 2023 fiscal years. The neglected forests would be directly managed by municipalities if no qualified contractors are secured. The municipalities would do so through a forest environment tax, set for implementation in 2024 fiscal year, and the revenue generated from it.

Japan News (The), 7 March



MIDDLE EAST/NORTH AFRICA

Imports of the US Hardwood Veneer, Lumber Grow

The American Hardwood Export Council (AHEC) disclosed that the US hardwood veneer and lumber exports to the Middle East and North Africa, including Pakistan, rose 7% year-on-year to USD96.74 million (EUR78.61 million) in 2017. Exports of the US hardwood

veneers to the region dropped 23% to USD21.13 million, while export of hardwood lumber rose 20% to USD75.46 million. A growth of 17% was seen in the export volume of US hardwood lumber to 92,273 m³.

A growth of 86% was recorded in the exports value and volume of American hardwood lumber to the United Arab Emirates to USD21.05 million and 24,597 m³ respectively. Lebanon's imports of the US hardwood veneer and lumber rose 27% and 61% in value respectively, with the value of the US hardwood veneer imports stood at USD3.32 million. Jordan imported 4,395 m³ of American hardwoods, while Saudi Arabia imported 6,539 m³, marking a growth of 12% and 10% respectively.

Trade Arabia, 13 March



PAKISTAN/CHINA

Nations Achieve Agreement in Revised FTA

An agreement has been achieved between Pakistan and China regarding a revision of the Free Trade Agreement (FTA) between the two countries. The revised FTA will witness China reducing customs duty to 0% on 70% tariff lines in a period of five years, while Pakistan will implement the same practice in a period of 15 years. Reports further added that China is set to cover 90% tariff lines in value terms of Pakistan's total exports for duty reduction under the agreement, while Pakistan will cover 60% of the total Chinese exports value to Pakistan.

Daily Dawn, 19 March



ROMANIA

Price of Timber Rises, Pushes Up Price of Furniture

The price of timber in Romania increased by 70% from RON460 (EUR98.76/USD121.54) per m³ in 2016 to RON750 per m³ in 2017. This price rise, in turn, led to the price of furniture going up by between 10% and

15% as a result.

Ziarul Financiar, 14 March



RUSSIA

Woodlots to be Given for Value-added Project

The Ministry for the Development of the Russian Far East will provide woodlots for value added timber processing projects in the Far Eastern Federal District (FEFD) without bidding. According to the government decree, the volume of investments in priority investment projects aimed at forest exploitation has grown to RUB500 million (EUR7.14 million/USD8.80 million), the construction of forest infrastructure requires at least RUB750 million to obtain the priority status.

The export duty on roundwood will grow from 25% to 80% in 2021 for non-processing companies. It will be set at 6.5% for processing companies. Thanks to the stimulating measures conducted by the government, new timber processing enterprises will appear in the FEFD. In addition, by 2020 more than 2,000 new jobs will be created and labour productivity in the logging sector will rise by 1.7-fold.

Lesprom, 6 March



SINGAPORE

SFIC Unveils Road Map to Transform into Asian Furniture Hub

During launching of the Singapore Design Week on 5 March 2018, the Singapore Furniture Industries Council (SFIC) unveiled a road map aiming to transform the island into the Asian furniture hub. The 2021 furniture industry road map merged ideas from Spring Singapore, International Enterprise Singapore, Design Singapore Council (DSC), architects, urban planners and the furniture industry itself. Commissioned by SFIC, the road map will be financed by DSC. The road map outlined measures like promoting design as urban

living solutions apart from being only aesthetics, urging employees to upgrade skills and facilitating domestic firms to globalise.

In 2019, a Living Lab will be established in Singapore to facilitate trade and cooperation between industry players. Meanwhile, professionals in data visualisation, analytics and big data are to conduct seminars under the new Digital Insights Programme. The road map also aims to make local businesses more technology-savvy, as opposed to only depending on conventional business models and supply chains. President of SFIC, Mr. Mark Yong foresees that the international furniture sector is likely to hit USD766 billion (EUR621.82 billion) in 2021, up from USD631 billion in 2017. The fastest-growing region is expected to be Asia.

Straits Times (The) (E-edition), 6 March

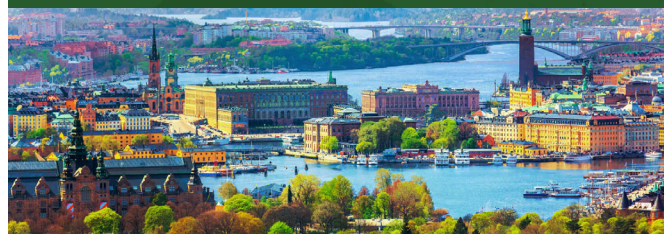


SLOVAKIA

Parliament Passes New Law on Timber

The new law on timber, devised by the Ministry for Agriculture and Rural Development (MPRV), has been passed by the Slovak Parliament, and will be effective from 1 July 2018. The legislation affects all those that first place timber on the EU market as well as traders further down the supply chain. It has been implemented into the Slovak legislation five years after the EU Timber Regulation (EUTR) came into force, making it illegal to place illegally harvested timber and timber products on the EU market. Sanctions of up to EUR200,000 (USD245,846.93) can be given for breaking the law.

Pravda, 14 March



SWEDEN

SCB Figures Show Large Investments from Forestry Industry

Figures from Statistics Sweden (SCB) shows that the Swedish forestry industry accounted for 23%



Malaysia: Westport Posts 36% Growth in Net Profit for October to December 2017

Source: The Star (Malaysia, 9 February)

In the quarter of October to December 2017, port operator Westports Holdings (Westports) registered a flat revenue of RM573.96 million (EUR118.49 million, USD 147.65 million), in comparison with RM573.26 million a year earlier. During the quarter, the company's net profit grew by 36% year-on-year to RM210.98 million. This was attributed to gains from a tax expense that boosted its pre-tax profit by RM65.55 million during the quarter. Westports' operational revenue for the quarter dropped by 7% year-on-year to RM435.1 million. This was primarily attributed to a 13% decrease in container throughput to 2.22 million twenty-foot equivalent units (TEUs) during the quarter with a 23% drop in the transshipment segment and a 15% rise in local container throughput.

Malaysia: Revenue of MISC Declines 3.57% to RM2.43 billion

Source: New Straits Times, 14 February

For the three months to 31 December 2017, Malaysia-

based MISC booked a RM2.43 billion (EUR503.39 million, USD616.72 million) revenue, down 3.57% year-on-year against RM2.52 billion. Its net profit was at RM68.2 million, down 87.12% against RM 529.8 million. For the three months to the same date, revenue of the company that offers global energy-related maritime services and solutions was at RM10.04 billion, up 4.58% against RM9.6 billion. Its net profit was at RM1.98 billion a decline of 23.26% against RM2.58 billion.

Malaysia: Penang Port Sets Aside RM180 Million Capital Expenditure for 2018

Source: The Sunday, 26 February

In 2018, Malaysia's oldest port, Penang Port, has set aside a capital expenditure (capex) of RM180 million (EUR37.35 million, USD45.92 million). The capex will be used mainly for operations at the North Butterworth Container Terminal (NBCT). The port plans to expand its annual handling capacity at the container terminal from the current 2 million TEUs to 2.8 million to 2.9 million TEUs in order to cater for future demand. The port expects container volume to grow to 2.2 million or 2.3 million TEUs by the coming four to five years. In 2018, the port expects a 5% year-on-year growth in container volume from 1.52 million

Shipments of Timber and Timber Products through Ports in Peninsular Malaysia, February 2018

Products	Port Klang		Kuantan		Pasir Gudang		Tanjung Pelepas		Penang		Total all Ports m ³	% Change Feb 2018/ Jan 2018
	m ³	% Change Feb 2018/ Jan 2018	m ³	% Change Feb 2018/ Jan 2018	m ³	% Change Feb 2018/ Jan 2018	m ³	% Change Feb 2018/ Jan 2018	m ³	% Change Feb 2018/ Jan 2018		
Sawntimber	54,235	-36	5,486	-64	1,049	-26	622	255	8,203	-29	69,595	-38
MDF	26,490	2	193	-57	7,399	68	3,415	-17	18,921	38	56,418	16
Mouldings	9,024	-35	77	-66	1,308	-30	501	-43	1,214	-25	12,124	-35
Plywood	5,114	120	168	-65	19	100	322	88	10,429	-26	16,052	-6
Veneer	304	-40	27	108	0	0	56	-39	3,152	9	3,539	1
Particleboard	28,071	2	230	132	5,257	77	2,436	-4	6,896	31	42,890	11
TOTAL	123,238	-21	6,181	-62	15,032	41	7,352	-7	48,815	-1	200,618	-16

Source: MTIB



TEUs to 1.6 million TEUs. In the third quarter of 2018, construction for its capacity expansion project will begin. The project is slated for completion within 18 to 20 months. Container operations account for 68% of the total revenue of the port.

Malaysia: Stronger Result Posted by Maybulk for October to December 2017

Source: The Star Malaysia, 27 February

Malaysian Bulk Carriers (Maybulk) registered a year-on-year decrease in its net loss from RM396.09 million (EUR82.19 million, USD101.05 million) to RM73.17 million during its fourth quarter ended 31 December 2017. Meanwhile, the revenue reported by the shipping firm for the quarter also improved to RM71.52 million from RM64.16 million.

United States: AsstrA Developing International Freight Transportation Services

Source: Logistic.ru, 5 February

The logistic holding company AsstrA has begun providing services for door-to-door freight transportation between the US and European and CIS countries. The company focuses on marine and air shipping of general, dangerous and high-value cargoes. The holding company cooperates with 29 US forwarding companies and maritime lines.

In the second quarter of 2018, AsstrA will begin to look for partners among German, Austrian and Swiss forwarders for the development of container transportation on the route US - Germany - Switzerland - Austria - US. By next year, these partners will begin the development of the agent's network for the performance of sea and air transportation between China and the US whilst in the beginning of 2020 they plan to open a representative office in the US. The turnover of AsstrA in 2017 on the routes connected with the US amounted to approximately EUR1 million (USD1.25 million), by the end of 2018 the index is to increase threefold.

Netherlands: Port of Rotterdam Records Mixed Results in 2017

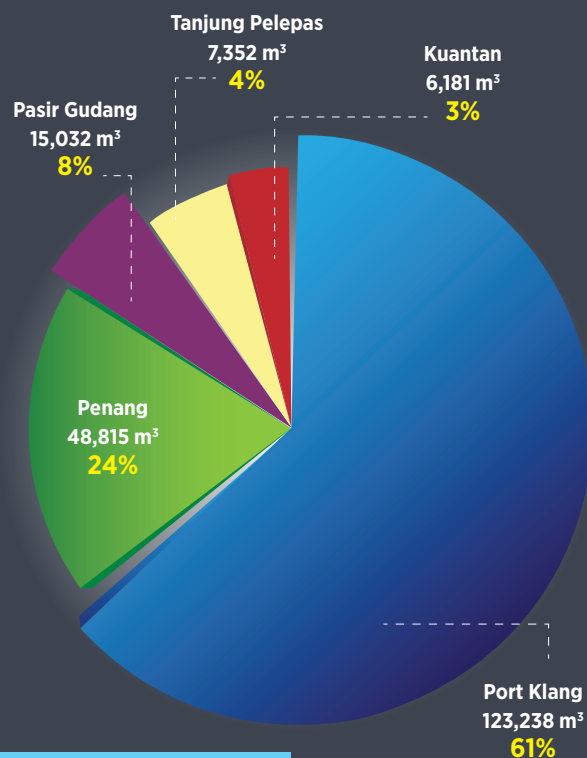
Source: Het Financieele Dagblad, 15 February

The Dutch Port of Rotterdam recorded year-on-year an increase in transshipment volumes, but a decrease

in port levies due to discounts in the container transshipment sector in 2017, according to the port authority Havenbedrijf Rotterdam. The total turnover increased by 4% to EUR712.10 million (USD872.41 million) due to higher income from the issuance of land and due to a 10% increase in rental income to EUR 377.3 million. The net profit decreased by 16.6% to EUR187 million due to tax regulation changes. The total transshipment increased by 1.3%, with a 10.9% increase for container transshipment.

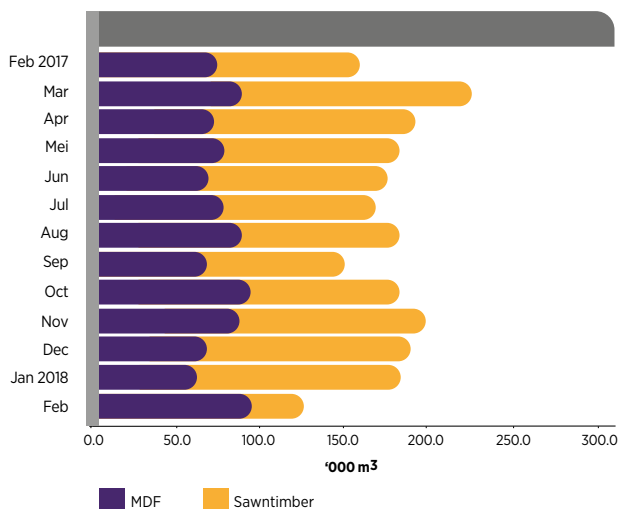
However, the port levies decreased by 1.7% partly due to a discount offered to container shipping companies with smaller vessels in order to increase transshipment volumes. The market share of the Port of Rotterdam on the container transshipment sector from Le Havre to Hamburg increased to 31%. For 2018, the transshipment volumes are expected to increase but container transshipment volumes are to increase at a lower rate than in 2017. Further expectations were not revealed.

Timber Shipment through Ports in Peninsular Malaysia, February 2018



Source: MTIB

Malaysia : Export of Sawntimber and MDF
(Feb 2017-Feb 2018/Volume ('000m³)



Total export of Malaysia timber and timber products in February 2018 decreased 30% valued at RM1.40 billion over the previous month. Furthermore, cumulative export for the period of January to February decreased 8% in value to RM3.39 billion against the same corresponding period in 2017.

SAWNTIMBER

Export of sawntimber in February 2018 decreased 31% in volume and value to 126,597 m³ with a value of RM235.8 million as compared to the previous month. Cumulative export for the first two months of 2018 decreased 6% in volume and 2% in value to 310,687 m³ totalling RM578.0 million over the previous corresponding period.

Export of sawntimber to the EU for the month decreased 31% to 8,898 m³ from 12,861 m³ in the previous month as a result of declining demand from major countries in the region. Export to the Netherlands and the UK declined 28% and 11% to 4,447 m³ and 1,186 m³ respectively from the previous month. Similarly, export to Belgium decreased 33% to 1,041 m³ followed by Germany with 60% to 820 m³ and France with 48% to 660 m³.

Total exports to West Asia decreased 14% to 15,864 m³ from 18,428 m³ recorded in the previous month. Similarly, export to the UAE decreased 8% to 5,611 m³ followed by Oman 31% to 3,069 m³, Bahrain 18% to 876 m³ and Yemen 78% to 523 m³. On the other hand, Saudi Arabia and Qatar improved purchases of sawntimber by 124% to 2,497 m³ and 72% to 1,581 m³ respectively.

Buying from ASEAN also declined by 29% to 40,483 m³ from 57,346 m³ registered in the previous month. Export of sawntimber to Thailand, major buyer of sawntimber from Malaysia decreased 19% to 20,638 m³ from 25,425 m³ in the previous month. Similarly, export to the Philippines declined 37% to 14,725 m³ followed by Singapore with 41% to 4,044 m³.

In the meanwhile, shipments to East Asia decreased 48% to 26,131 m³ from 50,141 m³ recorded in the previous month.

Export to China decreased 51% to 15,785 m³ followed by Taiwan 34% to 5,215 m³ and Japan 22% to 3,562 m³. Export of sawntimber to South Korea also recorded a decline of 70% to 1,512 m³ from 5,068 m³ in the previous month.

Elsewhere, exports to the US decreased 13% to 1,353 m³ followed by Australia with 51% to 375 m³. Meanwhile, demand from South Africa decreased 15% to 5,196 m³ from 6,126 m³ in the previous month.

The average FOB price of sawntimber increased 0.2% to RM1,862 per m³ from RM 1,859 per m³ in the previous month. Price of Dark Red Meranti (DRM) decreased 8% to RM2,509 per m³ from RM2,732 per m³ in the previous month. Meanwhile, price of DRM to the Netherlands increased 1% to RM3,401 per m³ from RM3,376 per m³ in the previous month. Keruing was traded at RM2,046 per m³, a decrease of 4% from RM2,130 per m³ in the previous month.

MEDIUM DENSITY FIBREBOARD (MDF)

Malaysia's exports of MDF for February 2018 increased 44% in volume and 20% in value compared to previous month. Export totalled 96,204 m³ at RM 97.6 million.

Exports to East Asia registered a decrease of 20% to 13,048 m³ from 16,242 m³ in the previous month. Exports to South Korea show negative growth by 15% to 435 m³ followed by Japan at 17% decreased to 12,210 m³. Furthermore exports to China including Hong Kong also recorded negative growth with a decrease of 58% to 202 m³ followed by Taiwan decreased by 65% to 201 m³.

Meanwhile, exports to West Asia increased 200% to 49,589 m³ from 16,556 m³ in the previous month. Export to Saudi Arabia recorded positive growth of 69% to 4,193 m³ followed by the UAE at 106% increased to 15,761 m³ and Qatar at 158% increased to 1,781 m³. Export to Kuwait also recorded positive growth by 348% to 5,515 m³, followed by sharp increased by Jordan at 914% to 2,625 m³ and Lebanon increased by 1,122% to 5,831 m³. However, export to Oman and Bahrain decreased by 14% to 1,348 m³ and 23% to 1,498 m³ respectively. Furthermore, Iran did not make any purchase for the month of February whilst Syria resumes its intake.

Furthermore, export to South Asia recorded negative growth by 7%. Export to Pakistan decreased by 5% to 6,103 m³, followed by India decreased by 6% to 5,290 m³ and Bangladesh decreased by 24% to 1,383 m³. However, export to Sri Lanka increased by 9% to 1,500 m³.

Elsewhere, exports to Australia, the US and the UK decreased by 22% to 1,854 m³, 43% to 683 m³ and 78% to 85 m³ respectively. However export to South Africa showed positive growth by 60% to 1,091 m³.

In ASEAN, total export to ASEAN region for the month of February decreased by 30% to 7,660 m³ from 10,941 m³ in the previous month. Exports to Viet Nam decreased by 66% to 1,693 m³. However, Indonesia and Philippines increased by 0.4% to 3,417 m³ and 12% to 2,414 m³.

respectively.

The FOB price of MDF decreased to RM1,015 per m³ from RM1,225 per m³, a decrease of 17% from the previous month.

PLYWOOD

Export of plywood in February 2018 decreased by 49% in volume and value to 112,333 m³ at RM 217.4 million as compared to the previous month.

Despite overall decrease of plywood exports, most of EU countries have increased their intake of plywood by 37% to 8,251 m³. Exports to the UK and Netherlands have increased by 18% and 441% to 6,936 m³ and 422 m³ respectively. Meanwhile, Belgium, Denmark, Germany and Ireland make their first purchase of the year with an intake of 477 m³, 126 m³, 43 m³ and 161 m³ respectively. Neither France nor Italy made any purchases for this month.

Exports to ASEAN and East Asia region reported a decrease by 54% with 82,505 m³ compared to previous month. All countries in the East Asian region reflected a decrease in export of plywood. Japan reduced its intake by 57% to 51,146 m³. South Korea and Taiwan also decreased their intake by 56% and 51% to 13,022 m³ and 6,642 m³ respectively. Similarly, China and Hong Kong have decreased their exports by 81% and 73% by 458 m³ and 1,008 m³ respectively.

Malaysia's plywood trade with its ASEAN partners also showed negative trend this month except for Thailand. Exports to Singapore and the Philippines have decreased by 33% and 18% to 1,969 m³ and 1,364 m³ respectively. Similarly, Brunei Darussalam has decreased their intake by 28% to 621 m³. On the other hand, Thailand has increased its intake by 85% to 5,641 m³ and Indonesia did not make any purchase for this month.

Exports to West Asia countries have decreased its export to Malaysia by 67% to 5,058 m³ as compared to the previous month. Exports to the UAE and Saudi Arabia have decreased by 46% and 69% to 1,456 m³ and 296 m³ respectively. Similarly, exports to Qatar and Bahrain have decreased by 24% and 53% to 284 m³ and 257 m³ respectively. Meanwhile, Kuwait made its first purchase of plywood of 363 m³ and Yemen did not make any purchases this month.

Export of plywood to the Americas region showed mixed trend this month. Overall export to the region has decreased by 14% to 12,603 m³. Mexico has reduced its intake of plywood by 90% to 382 m³ while Canada did not make any purchase this month. Nevertheless, export to the US has increased by 17% to 12,221 m³.

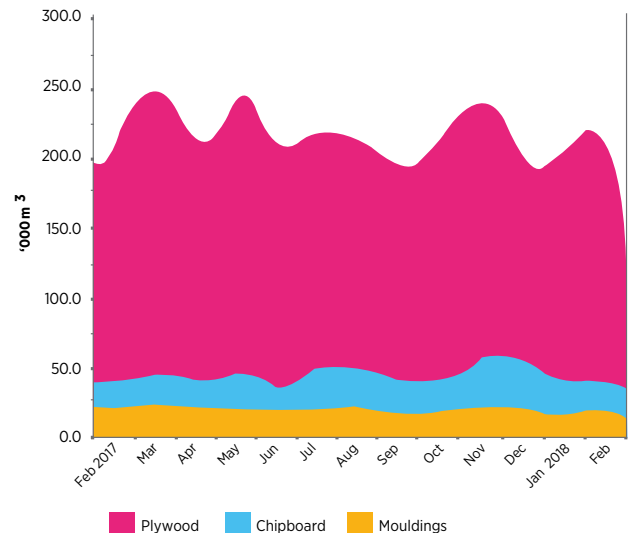
Meanwhile, exports to Oceania region showed negative growth with Australia and New Zealand have decreased its demand by 40% and 88% to 2,317 m³ and 21 m³ respectively. Exports to African continent also have decreased by 72% to 278 m³ for this month. While South Africa has increased their plywood intake by 10% to 278

m³, Mauritius and Algeria did not make any purchases for this month.

The FOB price of plywood increased by 2% to RM1,936 per m³ from RM1,919 per m³ in the previous month.

Malaysia : Export of Plywood, Chipboard and Mouldings

(Feb 2017-Feb 2018/Volume ('000m³)



MOULDINGS

Exports of mouldings for the month decreased both by 33% in volume and value to 14,770 m³ at RM 50.6 million respectively. However, cumulative exports for the period of January and February 2018 increased by 1% in volume and decreased by 0.4% in value to 36,892 m³ at RM126.7 million respectively as compared to the previous corresponding period in 2017.

Exports to the EU for the month recorded at 6,509 m³, a decrease of 26% compared to the previous month. Belgium, Germany and Netherlands decreased their purchased by 40%, 35% and 26% to 614 m³, 882 m³ and 3,676 m³ respectively. Meanwhile, the UK increased their intakes by 6% to 542 m³ compared to the previous month. However, Italy did not make any purchases.

Exports to ASEAN region decreased as Viet Nam and Singapore intake of mouldings decreased by 77% and 42% to 52 m³ and 799 m³ respectively. Meanwhile, Indonesia did not make any purchases.

Moreover, exports to China, South Korea and Hong Kong reduced its intake by 92%, 42% and 14% to 90 m³, 1,020 m³ and 314 m³ respectively. However, exports to Japan increased by 19% to 1,819 m³ compared to the previous month. Meanwhile, Taiwan did not make any purchases.

Elsewhere, export to the US and Australia decreased their intakes by 45% and 36% to 1,042 and 2,146 m³ respectively. However, Canada increased their purchases by 38% to 40 m³ compared to the previous month.

FOB unit value decreased to RM3,429 per m³ a decrease of 0.2% compared to the previous month.

FEBRUARY 2018

The logging activities remained sluggish affected by the rainy season while average domestic prices were at the same level as the previous month until the Chinese New Year celebration.

LOGS

Log prices for the species of Chengal, Balau and Red Balau stood firm at RM4,500 per tonne, RM3,000 per tonne and RM2,200 per tonne respectively. Similarly, prices of Keruing, Kempas and Kapur continued to be traded at RM1,200 per tonne, RM1,750 per tonne and RM1,700 per tonne respectively. Meanwhile, price of Keruing increased by 4.2% to RM1,250 per tonne. On the other hand, logs prices for Mixed Heavy Hardwood and Mixed Light Hardwood remained at RM961 per tonne and RM827 per tonne respectively.

SAWNTIMBER

The average prices of sawntimber remained about the same level as last month due to the slow activities in the domestic market.

The sawntimber prices of Chengal, Balau and Red Balau maintained at RM6,780 per m³, RM3,178 per m³ and RM2,931 per m³ respectively. Meanwhile, price for Merbau increased by 3.1% to RM4,641 per m³. Keruing, Kempas and Kapur sawntimber prices stood at RM968 per m³, RM2,331 per m³ and RM1,746 per m³ respectively. Similarly, prices for Dark Red Meranti and Red Meranti were traded at RM2,036 per m³ and RM1,992 per m³ respectively. On the other hand, Sawntimber prices of Mixed Heavy Hardwood and Mixed Light Hardwood continued to chart at RM965 per m³ and RM1,024 per m³ for this month.

PLYWOOD

The supply of plywood to the domestic market remained adequate for the month under review. The prices of plywood of 4 mm, 6 mm, 9 mm and 12 mm of thicknesses were continued to be traded at RM14.60, RM22.00, RM38.00 and RM48.00 per piece respectively.

MEDIUM DENSITY FIBREBOARD (MDF)

Domestic supply of MDF remained stable as prices continued to chart at last month's level. The MDF prices of 4 mm, 6 mm, 9 mm and 12 mm of thicknesses were sold at RM13.50, RM17.50, RM23.85 and RM31.10 per piece respectively.

INTRA-MALAYSIA TRADE - FEBRUARY 2018

From	Product	JAN 2018		FEB 2018		% Change In Volume Feb 2018 / Jan 2018	% Change In Value Feb 2018 / Jan 2018
		Volume (m ³)	Value (RM '000)	Volume (m ³)	Value (RM '000)		
SABAH	Logs	0	0	0	0	0	0
	Sawntimber	117	354	12	60	-90	-83
	Plywood	6,121	12,092	4,565	9,513	-25	-21
	Veneer	0	0	0	0	0	0
SARAWAK	Logs	0	0	0	0	0	0
	Sawntimber	2,857	4,128	443	955	-84	-77
	Plywood	5,828	8,662	2,230	3,297	-62	-62
	Veneer	7,405	12,010	1,205	1,719	-84	-86

Source : Department of Statistics, Malaysia

The shipments of sawntimber from Sabah to Peninsular Malaysia dropped significantly by 90% in volume to 12 m³ worth at RM60,000. Similarly, trade of plywood dropped by 25% to 4,565 m³ valued at RM9.5 million for the month.

Movement of sawntimber from Sarawak to Peninsular Malaysia dropped significantly by 84% to 443 m³ from 2,857 m³ recorded last month, worth at RM955,000. Similarly, trade of plywood dropped by

INTRA-MALAYSIA TRADE *

- FEBRUARY 2018

62% in volume at 2,230 m³ worth at RM3.3 million. Trade of veneer dropped by 84% in volume to 1,205 m³ worth at RM1.7 million.

No intra trade from Peninsular Malaysia to Sabah and Sarawak was recorded in February 2018.

* Source: MTIB and Department of Statistics, Malaysia

*AVERAGE DOMESTIC PRICES OF LOGS, SAWNTIMBER, PLYWOOD AND MDF IN PENINSULAR MALAYSIA FEBRUARY 2018 (VALUE IN RM)

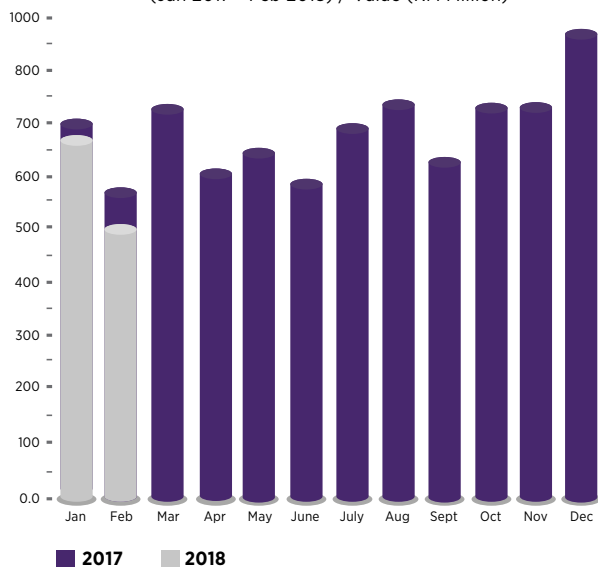
SPECIES	LOGS/tonne	SAWNTIMBER/m ³			
	18" UP	GMS	STRIPS	SCANTLINGS	
HEAVY HARDWOOD					
Chengal	4,500	6,780	5,297		7,415
Balau	3,000	3,178	2,684		2,743
Red Balau	2,200	2,931	2,613		3,178
Merbau	3,150	4,641	3,178		3,955
Mixed Heavy Hardwood	961	965	706		960
MEDIUM HARDWOOD					
Keruing	1,250	968	1,059		2,203
Kempas	1,750	2,331	2,239		2,331
Kapur	1,700	1,746	1,412		1,746
Mengkulang	1,250	2,119	996		2,119
Tualang	1,400	2,472	2,331		2,493
LIGHT HARDWOOD					
Dark Red Meranti	2,100	2,036	1,695		1,947
Red Meranti	1,770	1,992	1,801		2,119
Yellow Meranti	1,200	1,342	1,236		1,271
White Meranti	1,480	2,472	1,412		2,260
Mersawa	1,550	1,730	1,589		1,907
Nyatoh	1,300	1,518	1,059		1,130
Sepetir	1,370	1,695	918		1,695
Jelutong	1,100	1,780	1,215		1,730
Mixed Light Hardwood	827	1,024	904		918
MALAYSIAN RUBBERWOOD					
<i>Hevea brasiliensis</i>	LOGS/tonne	SAWNTIMBER/m ³			
		1" X 1"	2" X 2"	3" X 3"	4" X 4"
	180	890	1,359	1,530	1,768
PLYWOOD 4' X 8'					
(RM per piece)	4mm	6mm	9mm		12mm
	14.60	22.00	38.00		48.00
MDF 4' X 8'					
(RM per piece)	4mm	6mm	9mm		12mm
	13.50	17.50	23.85		31.10

Note: Log prices ex-batau. Sawntimber, plywood, MDF and Malaysian Rubberwood (*Hevea brasiliensis*) prices ex-mill

* Prices are only indicative

Cont. from page 11

Malaysia : Export of Wooden Furniture (Jan 2017 - Feb 2018) / Value (RM Million)



Source : Department of Statistics, Malaysia

VENEER

Export of veneer for February 2018 decreased by 29% in volume and 32% in value to 12,092 m³ at RM17.7 million as compared to the previous month. Exports to Taiwan and South Korea have decreased by 55% and 29% to 3,722 m³ and 2,964 m³ respectively. Similarly, Italy and Singapore also have decreased their intake by 86% and 89% to 18 m³ and 1 m³ respectively. Contrarily, China and the Philippines have increased their intake by 37% and 23% to 3,113 m³ and 991 m³ respectively. Exports to India and Australia also have increased by 90% and 62% to 354 m³ and 167 m³ respectively. Meanwhile, Canada, Chile and Viet Nam did not make any purchases this month.

The FOB price of veneer for February 2018 is at RM1,460 per m³, a decrease of 4% from RM1,518 per m³ on the previous month.

BUILDERS JOINERY AND CARPENTRY (BJC)

Total BJC cumulative exports from February 2018 decreased 11% to RM175.4 million as compared to RM196.2 million in the corresponding period last year.

Export to the EU increased 10% to RM 61.7 million. Export to the Netherlands, France, Belgium, the UK, Italy and Denmark increased by 201%, 75%, 38%, 18%, 14% and 1% to RM5.02 million, RM7.42 million, RM8.44 million, RM28.41 million, RM1.82 million and RM4.35 million respectively. Meanwhile, export to the Germany decreased by 20% to RM3.73 million compared to the previous year. However, Sweden did not make any purchases.

In Asia, exports to Viet Nam and the UAE grew 124% and 41% to RM8.92 million and RM1.55 million compared to the previous month. However, exports to Pakistan, Saudi Arabia, Singapore, India, Taiwan, Japan and Thailand decreased by 97%, 82%, 41%, 38%, 38%, 14% and 11%

valued at RM352.5 thousand, RM 233.3 thousand, RM12.91 million, RM5.61 million, RM1.62 million, RM10.40 million and RM4.31 million respectively. However, South Korea, Qatar and Bahrain did not make any purchases.

Exports to South Africa and Australia decreased their intakes by 11% and 1% to RM 2.12 million and RM34.57 million compared to the previous year. Likewise, the US increased its intake by 10% to RM19.47 million from RM17.74 million in the previous corresponding period. However, Reunion Island and Mauritius did not make any purchases.

FURNITURE

Exports of wooden and rattan furniture for the period of January and February 2018 decreased 7% compared to the corresponding period of 2017. Total shipment recorded RM1.19 billion against RM1.29 billion in 2017.

The US reduced its consumption by 8%, into RM447.6 million in 2018 from RM488.1 million. Demand from Canada decreased 9% to RM38.12 million from RM41.65 million in the previous month.

In East Asia, China and Taiwan boosted its wooden furniture consumption by 35% and 19% with a purchase of RM30.04 million and RM8.01 million respectively. Meanwhile, Japan reduced its consumption by 21% to RM103.1 million.

However, shipments to ASEAN region such as Singapore increased by 8% to RM72.83 million. Philippines also increased its intake by 42% to RM27.74 million.

Exports to West Asia saw positive improvements as the Saudi Arabia and Kuwait increased their intake by 12% and 3% to RM18.26 million and RM9.19 million respectively. Similarly, Qatar increased their consumption by 87% to RM2.98 million. In contrast, the UAE showed negative growth by 14% to RM20.83 million. In addition, shipment to India recorded an increase of 31% to RM31.78 million.

In Europe, the UK and Belgium reduced its intake by 20% and 15% to RM66.29 million and RM6.14 million. However, France and Sweden increased their intake by 1% and 34% to RM9.40 million and RM4.44 million respectively. Australia reduced its intake by 14% to RM84.07 million. Moreover, export to South Africa decreased 9% to RM9.51 million.

Rattan furniture shipments in January and February of 2018 recorded a negative growth with a decrease of 73% from RM6.25 million to RM1.69 million.

Export to Singapore and the UK decreased by 99% and 58% to RM11 thousand and RM 73 thousand respectively. Similarly, other major countries did not make any purchase for these two months of 2018. Elsewhere, exports to Belgium increased by 100% to RM 44 thousand.

Cont. from page 3



International designers posing with TANGGAM designers during the launching of PDP3 Showcase at EFE 2018.



Product Name : Borderless
Designed by : Eric Wong
Maker : Taqi



Produced by Value Plus Sdn. Bhd.
(Designer : Stefan Schoning)



Produced by First Flames Sdn. Bhd.
(Designer : Manolo Bossi)

Cont. from page 7

of all industrial investments in 2017. This marks the equivalent of SEK16.40 billion (EUR1.63 billion/USD2 billion) in investments. Meanwhile, a report over the 2017 figures from the forestry industry show that export value increased by 5.4% to SEK132 billion in total, equivalent to 10% of total Swedish export value.

Sawnwood export value increased by 9% to SEK27 billion, whereas pulp export value increased by 7% to SEK19 billion. SCB further reports that the forestry industry reported its highest investment figure in 80 years at SEK 72.30 billion in running prices in 2017. Carina Håkansson, CEO at the Swedish Forest Industries' Federation (Skogsindustrierna), states that it is highly important that for forest owners in Sweden to invest in their assets, as it ensures increased growth that could facilitate the transition to a more bio-based society.

Svensk Papperstidning / SPCI, 22 March



THAILAND/GLOBAL

Furniture Market Expected to Grow

Due to both exports and domestic sales to be driven by the local and world economy's continued recovery as well as continued expansion of the property market, the furniture market in Thailand is expected to expand by 4.5% to THB46.50 billion (EUR 1.20 billion /USD1.48 billion) in 2018. The market value of the local furniture sector was THB40.5 billion in 2015 increasing to THB42.2 billion in 2016 and THB44.5 billion in 2017.

Bangkok Post, 6 March



UNITED STATES

Lacey Act Compliance Courses Offered by IWPA

The International Wood Products Association (IWPA), who represents the North American imported wood products industry, created in 2016 a course on the requirements of the Lacey Act and due diligence tools

with funding from the US Agency for International Development.

The course "Wood Trade Compliance Training and Due Diligence Tools" was well-received by importing companies. Based on feedback from course participants the IWPA has developed more advanced courses. The first set of new courses are "Advanced Wood Trade Compliance", "Audits for the Wood Trade Professional", and "Key Components of Wood and Forestry Regulatory Schemes". The Advanced Compliance course will provide attendees with sourcing strategies, risk assessment methods, methods to validate supplier compliance, and updates about regulatory developments and enforcement actions.

The Audits course has been developed to educate compliance professionals about the ways audits can be developed, implemented, and then used to address nonconformities and take corrective actions. The Regulatory Schemes course covers the basics of typical forest regulatory structures to help wood trade professionals better understand the regulatory environment of their wood sources.

Rollout of the new courses started in February. The Advanced Compliance course is a day-long session, while the other two courses are half-day sessions. More information about Lacey Act compliance courses as well as training dates and locations are available at the IWPA website.

www.fordaq.com, 27 March

MALAYSIAN INTERNATIONAL FURNITURE FAIR 2018

news



YB Datuk Seri Mah Siew Keong (right) and other VIPs visiting MTIB booth.

The 2018 Malaysian International Furniture Fair (MIFF) was held on 8-11 March in Kuala Lumpur. The furniture trade fair held annually since 1995, has nurtured invaluable partnerships between thousands of buyers and furniture makers across the globe. This year, the event has grown by 25% to occupying an area of 100,000 square meters, covering 18 halls at Malaysia International Trade and Exhibition Centre (MITEC) and Putra World Trade Centre (PWTC).

With the inspiring theme Design Connects People, MIFF 2018 not only focused on furniture, but also on the people behind the products. This translated to more opportunities to form long-lasting connections, which would ideally lead to profitable business partnerships. This year, more than 600 companies and exhibitors from 13 countries participated in the event. Among the major exhibitors were China, Malaysia, Viet Nam, Singapore and Indonesia.

The opening ceremony was launched by YB Datuk Seri Mah Siew Keong, Minister of Plantation Industries and Commodities. Datuk Seri Mah stated



Official opening of MIFF 2018 by YB Datuk Seri Mah Siew Keong, Minister of Plantation Industries and Commodities (third from left).

Cont. from previous page

in his speech that the furniture industry is a major contributor to the Malaysian timber industry with Malaysia being among the 10 largest furniture exporters in the world. He added that in 2017, the value of Malaysia's exports of furniture products was RM10.14 billion, an increase of 6.4% compared to 2016. Among the major furniture products that contributed to Malaysia's export earnings was wooden furniture, comprising RM8.1 billion or 80% of the total furniture export earnings.



Visitors at MTIB booth.

The National Timber Industry Policy has set the target for the furniture industry to achieve RM12 billion in exports by 2020. Datuk Seri Mah noted that the government will continue to support the development of the furniture industry through various initiatives to ensure its continued and sustainable growth. He also noted that automation and mechanisation provide a competitive advantage for the furniture industry by improving production efficiency as well as reducing labour reliance. In this aspect, the government has allocated RM1 billion worth of loans for Small and Medium Enterprises (SMEs) to automate their production.

MTIB's participation in MIFF 2018 was mainly to promote Malaysian furniture products that have the potential to expand their exports markets as well as promoting MTIB services. Fly Tred Resources Sdn. Bhd. also joined MTIB in the exhibition. Several enquiries on products displayed were also reported and MTIB exhibited its publications for sale.

More than 600 companies and exhibitors from 13 countries participated in the event

MIFF 2018





Malaysian Wood
Standing on Excellence

Lukisan Seribu Makna, Kayu Eratkan Semua
A Picture Paints a Thousand Words. Wood Binds Them All

Jelutong Dyers sdn. bhd.

www.mtib.gov.my





TANGGAM DESIGNERS PARTICIPATE IN MIFF

news



PAPAN shelving unit by Nasaruddin MO.

The Malaysian International Furniture Fair (MIFF) 2018 was held for the first time at the newly completed Malaysia International Trade and Exhibition Centre (MITEC) from 8 to 11 March. However, MIFF 2018 still maintained its presence at the Putra World Trade Centre (PWTC), making its twin-location a consistent feature of this annual international furniture exhibition.

At MIFF 2018, TANGGAM® took up a few locations within MITEC to exude prominence and appeal to buyers and designers. TANGGAM marks MTIB's effort in promoting young local talents in furniture design and furniture making. Currently, TANGGAM has more than 20 designers that were selected from the MOBILI Design Competition and from this group, 16 designers have been selected by Italy's COSMIT (i-Saloni) to exhibit designs and prototypes in Milan, Italy.

Within this group of young designers, under the TANGGAM® label, a series of seasonal collections called TROPIKA and MONSOON has been selected to be produced annually. The TROPIKA collection

will be produced and showcased as early as March and the MONSOON collection will be produced and showcased in October every year. During MIFF 2018, TANGGAM® introduced the PAPAN Series which falls under the TROPIKA 2018 collection. The PAPAN Series is made up of a collection of home furniture such as 3+1 sofas, side tables, shelving systems, sideboards, chair sets and dining tables.

Inspired from the Malay traditional house patterns, furniture buyers are paying serious attention to the wood-based designs of the PAPAN Series. The PAPAN Series has also gained the attention and enquiries from global buyers, namely from India, Australia, China, Japan, USA, UAE, Korea and the Philippines. 



Chairs by Hazmi Zakaria and table by Shahril Faisal.



Sofa and side table by Shahril Faisal.

BUMIPUTERA'S PARTICIPATION AT MIFF 2018

news



Bumiputera entrepreneurs from the northern region visited MIFF 2018.

Malaysian International Furniture Fair (MIFF) is an export-oriented furniture trade show. The event ran for four days across two venues, the Putra World Trade Centre (PWTC) and the Malaysia International Trade Exhibition Centre (MITEC) from 8 to 11 March.

As part of MTIB's continued efforts to assist the development of Bumiputera furniture SMEs in venturing into the export market, four Bumiputera companies', Ramaco Bena Sdn. Bhd., Excelfurn Sdn. Bhd., Puncak Bumi Utama Sdn. Bhd. and Meranti Furniture Sdn. Bhd. exhibited their products at MTIB's booth. These companies had products which ranged from bedroom sets, garden and hostel furniture.

The feedback received was encouraging, Puncak Bumi Utama Sdn. Bhd. received confirmed sales worth RM645,000 and sales under negotiation worth RM240,000 whereas for Ramaco Bena Sdn. Bhd. received sales under negotiation worth USD36,000. However, for Excelfurn Sdn. Bhd. and Meranti Furniture Sdn. Bhd. still on negotiation and inquiries.

For these Bumiputera exhibitors, the aim of their participation was to gain knowledge and exposure regarding marketing furniture in the global market as well as to enhance their interest in continuing to participate in future furniture fairs. 



Garden furniture manufactured by Excelfurn Sdn. Bhd.



Products from Ramaco Bena Sdn. Bhd.

EXPORT FURNITURE EXHIBITION 2018

news

The Export Furniture Exhibition (EFE), is once again returning for the 14th consecutive year as one of the region's most important and comprehensive event in the furniture industry calendar. EFE is a key buying and networking event presented by the Malaysian Furniture Council (MFC) and organised by EFE Expo, a wholly-owned company of MFC. The event which took place from 9 to 12 March at Kuala Lumpur Convention Centre (KLCC) provided opportunities for both exhibitors and buyers. EFE also offers a platform for manufacturers to meet buyers and decision makers especially from foreign markets where exclusive networking opportunities and building partnerships with leading industry players are available.

EFE 2018 featured more than 350 exhibitors consisting of a diverse portfolio of quality manufacturers that offered a comprehensive range of furniture and furnishings products. A well-recognised international furniture trade event, EFE 2018 attracted trade buyers and visitors from over 140 countries providing huge opportunities for industry players. Highlights of the event included Export to Asia Pavilion, SME Booths, Professional Designers Programme (PDP) and the Malaysian Furniture Creativity Award.

EFE 2018 was officiated by YB Datuk Seri Mah Siew Keong, Minister of Plantation Industries and Commodities (MPIC) at KLCC. In his opening remarks, YB Datuk Seri Mah highlighted that Malaysia is recognised as one of the top 10 largest furniture exporting countries in the world and currently, made-in-Malaysia furniture products are sold to more than 160 countries globally. He added that in 2017, the export of wooden furniture was RM8.1 billion or 80% of the total furniture export



YB Datuk Seri Mah Siew Keong, Minister of Plantation Industries and Commodities (second from left) officiating EFE 2018.

earnings of RM10.14 billion. He further added that the furniture industry is envisaged to achieve RM12 billion in export earnings by 2020 under National Timber Industry Policy (NATIP). He also emphasised that the government will continue to facilitate the development of the furniture industry to achieve the target and urged all industry players to collaborate with government agencies.



Visitors at MTIB booth

DESIGN TALK : PDP3 SIDE EVENTS

news



Dialogue session at FITEC, Kuala Lumpur

With the arrival of the international designers from Italy, Belgium and Australia for Trip 3 of the Professional Designers Programme - 3rd Edition (PDP3), MTIB organised a Design Dialogue with the assistance of the Furniture Industry Technology Centre (FITEC), Kuala Lumpur on 8 March and a Design Talk at Kota Kinabalu, Sabah on 12 March with the assistance of the Wood Industry Skills Development Centre (WISDEC) and MTIB Sabah. These PDP3 side events were initiatives by MTIB to work together with MTIB subsidiaries and other bodies to reach out to the industry and students, especially in the Design and Woodworking industries.

The Design Dialogue was moderated by the Malaysian Design Council (MRM)'s Senior Director, Assoc. Prof. Dr. Mohamad Hariri Abdullah and was attended by more than 100 industry players and students. A big percentage of the audience was Bumiputera, especially the company owners working closely with Majlis Amanah Rakyat (MARA) initiatives in which FITEC is actively involved.

The COO of FITEC, Encik Tugimon Abdul Hamid, was also present and was given the official task of opening the Dialogue Session. He expressed his hopes that the Dialogue Session would be an ongoing initiative between MTIB, FITEC and MRM.

Also present was Ms. Patrizia Torelli, the CEO of the Australasian Furnishing Association (AFA).

The members of the Dialogue Panel (Stefan Schoning, Maolo Bossi, Peter Kitely, Kianoosh Kavooosi, Peter Hutchinson and Vince Cosentino) were pleasantly surprised with the enthusiastic response from the audience even from the beginning of the Dialogue Session, which was themed We Are the Brain: Designers, The Thinkers of Industries. The international designers shared their experiences especially in the areas of the design industry, design career, design technology, design export and other subjects related to design as a business and a career path.

The second side event of PDP3 was the Design Talk which was held in corporation with WISDEC and MTIB Sabah with the support of Universiti Malaysia Sabah (UMS) on 12 March in Kota Kinabalu. The international designers were flown to Kota Kinabalu and they started the ball rolling in North Borneo with an ice breaking session with a group of students from WISDEC, Politeknik Kota Kinabalu and UMS. This ice breaking session was a masterclass workshop - Design and Woodworking Workshop - which focused on the design process and woodworking creativity. The masterclass was broken into smaller groups and each group was attached to

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Seeing that EFE provided an avenue for SME entrepreneurs to explore export markets and to meet new buyers as well as to gain market information and exposures, MTIB has coordinated the participation of four furniture companies in the fair namely Impressive Transforms Sdn. Bhd., Fly Tred Resources Sdn. Bhd., Telawi Makmur Furniture Sdn. Bhd., and Colydor Industries. The companies exhibited various home and furnishing products such as garden furniture set, children's furniture, living furniture, TV console and decorative products. MTIB also exhibited timber product samples and publications to promote MTIB services.



Impressive Transforms Sdn. Bhd. (under MTIB pavilion) won third place under the Shell Scheme with Booth Enhancement Category during EFE 2018.

Timber News

Cont. from previous page

an international designer. A challenge was given to each group to design and produce a small furniture based on a limited amount of time given with a set of raw materials. At the end of the workshop, each group managed to produce innovative and clever designs which were showcased and presented during the Design Talk at UMS the next day.

The Design Talk was officiated by Prof. Dr. Baba Musta, Dean of the Faculty of Science and Natural Resources. In his opening remarks, Prof. Dr. Baba expressed his hopes for further collaboration between MTIB and UMS and that the PDP team also continue to share their experience with the UMS community. Also present were Tuan Haji Mahpar Atan, MTIB Director of the Industry Development and Encik Mazree Iman, Head of MTIB Sabah.

The speakers (Stefan Schoning, Manolo Bossi, Peter Kitely, Peter Hutchinson and Vince Cosentino) presented their Design Talk to an audience of 200 industry players and students. Each of the speakers spoke about their experiences and design thought processes which was then followed by questions from the audience. Stefan spoke about Design Triggers, while Manolo presented his thoughts on Before the Product. The Australian designers each presented and spoke on Creativity -What is it? And Where Can I Get Some? (Peter Kitely), Design - What the Word Means to Me (Peter Hutchinson) and Inspired Design (Vince Cosentino).



Attendees during Design Talk in Kota Kinabalu, Sabah.

“The Design Dialogue was attended by more than 100 industry players and students”

Design Talk : PDP3 Side Events

VIET NAM

UNDER THE MICROSCOPE : ITS PROSPECTS FOR A STARTUP FUTURE



Overview

Viet Nam is a country located in Southeastern Asia bordering the Gulf of Thailand, the Gulf of Tonkin and the South China Sea. Neighboring countries include Cambodia, China and Lao PDR. The geography consists of hills and densely forested mountains in the northwest. The government system is a communist state where the Chief of State is the President and the Head of Government is the Prime Minister.

Viet Nam joined the World Trade Organisation (WTO) in January 2007 as well as signed and implemented ten free trade agreements, including recently the Viet Nam - Korean Free Trade Agreement (VKFTA) and the Viet Nam - Eurasian Economic Union Free Trade Agreement. Viet Nam is also a member of the Asia-Pacific Economic Cooperation (APEC), the Association of Southeast Asian Nations (ASEAN) and the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) formerly known as Trans-Pacific Partnership Agreement (TPPA).

In 2017, Viet Nam successfully chaired the 25th APEC meeting with its key priorities including inclusive growth, innovation, strengthening small and medium enterprises, food security and climate change. Seeking to diversify its opportunities, Viet Nam also continued to pursue other multilateral relationships such as the Regional Comprehensive Economic Partnership, Viet Nam - Israel Free Trade Agreement and currently is negotiating a Free Trade Agreement with the European countries (Norway, Iceland, Liechtenstein, and Switzerland).

Economy

Viet Nam is a densely populated developing country that has been transitioning since 1986 from the rigidities of a centrally planned, highly agrarian economy to a more industrial and market based

economy and it has raised incomes substantially. In 2016 and 2017, Viet Nam missed its yearly growth target of 6.7% due to environmental issues such as drought and salinisation impacting the agricultural sector, and low oil prices affecting the extractive sector. However, annual GDP growth in 2017 reached 6.3%, reflecting strengthening domestic demand and strong manufacturing exports. Meanwhile, in a recent report, the International Monetary Fund (IMF) projected Viet Nam's economy to grow by 6.6% this year and by 6.5% in 2019.

Viet Nam has a young population, stable political system, commitment to sustainable growth, relatively low inflation, stable currency, strong Foreign Direct Investment (FDI) inflows and strong manufacturing sector. In addition, Viet Nam is committed to continuing its global economic integration.

To continue its trajectory of strong economic growth, the government acknowledges the need to spark a second wave' of reforms, including reforming state-owned-enterprises, reducing red tape, increasing business sector transparency, reducing the level of non-performing loans in the banking sector and increasing financial sector transparency.

Forest Resources

Viet Nam has a natural area of over 33.12 million

hectares, of which 12.6 million hectares of forests and 6.16 million hectares of barren land targeted for agriculture and forestry production. Thus, the forestry sector has been managing and running production activities on the largest area of land, as compared with other sectors in the national economy. The forest land area is distributed mainly in the mountainous and hilly areas of the entire country, where 25 million people from different ethnic groups live.

However, Viet Nam's forestry sector has undergone great development during the last decade in the context of the country's Doi Moi (renovation)

reforms, which have made massive progress, not only in food production and plant structure changes in the mountain areas, but also in the forestry sector, resulting in the recovery of forest resources. In recent years, Viet Nam's forest area has rapidly increased in both quantity and quality.

Timber Production

According to the latest FAO forest statistics on Viet Nam, the country produced around 10.6 million m³ of major timber products in 2016. Details of production are as follows:

Viet Nam: Production of Timber Products, 2012-2016

(Volume : m ³)					
Products	2012	2013	2014	2015	2016
Sawlogs and Veneer logs	2,750,000	2,363,400	2,618,400	2,618,400	2,618,400
Sawntimber	6,200,000	6,000,000	6,000,000	6,000,000	6,000,000
Veneer	339,000	662,000	1,050,000	1,050,000	1,050,000
Plywood	258,000	425,000	530,000	530,000	530,000
Particleboard	250,000	250,000	250,000	250,000	250,000
Fibreboard	160,000	160,000	160,000	160,000	160,000
Total	9,957,000	9,860,400	10,608,400	10,608,400	10,608,400

Note: Fibreboard include MDF & HDD
Source: FAO Stats

Timber Industry

Wood and wood products became the sixth-ranking export item of Viet Nam, capturing 6% of the global market share. Viet Nam ranks fifth over the world in terms of wood and wood products exports, as well as second in Asia, and the first in the ASEAN.

Viet Nam is a net importer of timber and the country wood processing sector is highly dependent on imported materials from a large number of sources. Wood sourced from the Vietnamese forests originates often from plantations due to the logging and export bans which are currently in place. Species most commonly used in forestry plantations are Acacia.

Meanwhile, Viet Nam's wood processing industry is particularly known for production and exports of high-end wood products, particularly furniture. Besides furniture the main export products of the Vietnamese wood product industries are wood chips

and paper, with Viet Nam being one of the biggest wood chip exporting countries of the world.

Viet Nam's Export of Timber and Timber Products

Viet Nam's export of timber and timber products in 2017 increased 47% to USD11.2 million over the previous corresponding period. Viet Nam export mainly plywood, sawntimber and BJC. Export of plywood, sawntimber and BJC totalled USD410.6 million, USD225.7 million and USD99.1 million respectively. Viet Nam export plywood mainly to Korea amounting USD162.4 thousand compared to the previous years. Meanwhile, sawntimber is mainly exported to China which amounted USD180.3 thousand and its BJC is mainly exported to Japan amounted USD35.8 thousand respectively.

Viet Nam : Export of Timber and Timber Products, 2013-2016

(Value : USD'000)

Product	2013	2014	2015	2016	2017
Plywood	186,974	201,353	212,031	286,314	410,573
Sawntimber	232,677	240,860	370,602	229,067	225,751
BJC	58,801	102,736	133,997	209,762	99,066
Logs	93,697	47,115	54,410	20,226	69,526
Veneer	36,597	45,358	45,461	46,259	68,694
Mouldings	36,092	33,652	30,856	30,689	51,758
Fibreboard	39,709	39,813	32,784	35,905	35,468
Wooden Frames	30,539	28,665	26,986	26,724	14,337
Particleboard/Chipboard	9,951	15,387	7,825	8,389	11,016
Furniture	2,961,848	3,430,547	3,746,713	3,901,331	5,840,510
Seats	970,723	1,162,091	1,315,073	1,457,636	2,644,004
Others	1,303,515	1,360,085	1,562,863	1,396,790	1,736,558
Total	5,961,123	6,707,662	7,539,601	7,649,092	11,207,261

*preliminary figures Source: UN Stats.

Viet Nam's Import of Timber and Timber Products

According to the latest UN Comtrade statistics, Viet Nam's import of timber and timber products in 2017 decreased 14% to USD1.8 million over the previous corresponding period. Viet Nam imported mainly sawntimber, seats and furniture. Imports of

sawntimber, seats and furniture totalled USD467.0 thousand (a decrease of 38%), USD255.1 thousand (an increase of 51%) and USD241.8 thousand (an increase of 170%).

China is the major import sources for Viet Nam's import of timber and timber products. Meanwhile, Malaysia ranked fourth after the US and Thailand.

Viet Nam : Import of Timber and Timber Products, 2013-2017

(Value: USD'000)

Product	2013	2014	2015	2016	2017
Sawntimber	803,480	1,218,410	1,144,922	753,057	466,980
Seats	79,085	107,347	130,216	168,906	255,143
Furniture	54,420	68,971	73,020	89,640	241,820
Logs	427,232	529,660	513,249	568,903	216,200
Plywood	89,435	117,086	118,202	132,641	200,299
Fibreboard	139,757	139,052	163,538	166,259	164,832
Veneer	61,283	88,845	77,641	84,608	79,807
Particleboard/Chipboard	36,402	30,761	38,691	40,417	48,317
BJC	15,056	11,145	8,064	12,528	22,252
Mouldings	3,136	2,808	2,450	2,385	7,609
Wooden Frames	283	358	480	866	596
Others	12,724	18,547	24,406	26,382	50,576
Total	1,722,293	2,332,990	2,294,879	2,046,592	1,754,431

*preliminary figures Source: UN Stats.

Malaysia's Export of Timber and Timber Products to Viet Nam

Viet Nam has always been a significant timber trade partner for Malaysia. Viet Nam ranked 17th with 1.5% of Malaysia's total market share. However, in 2017, export of Malaysian timber and timber products to Viet Nam registered a decrease of 4% to RM340.0

million from RM354.8 million in 2016 due to the increased competitiveness from China and New Zealand. Viet Nam had start increasing their imports from these two countries since 2015. Logs (mainly from Sabah and Sarawak) was the main product exported with a total value of RM90.0 million, followed by fibreboard at RM75.3 million and BJC at RM44.7 million.

Malaysia : Export of Timber and Timber Products to Viet Nam, 2013-2017

(Value : RM)

Product	2013	2014	2015	2016	2017
Logs	91,639,757	94,404,434	113,551,880	108,883,310	89,994,859
Fibreboard	71,912,573	86,943,065	101,452,733	93,717,697	75,262,551
BJC	27,941,103	27,448,263	34,270,893	41,692,668	44,725,642
Chipboard/Particleboard	20,338,525	22,854,508	24,379,165	25,339,989	41,153,411
Sawntimber	10,233,259	14,896,584	18,445,985	27,331,991	31,620,485
Wooden Furniture	1,673,364	34,794,664	37,714,648	28,209,821	27,018,242
Plywood	23,951,078	45,694,453	30,621,868	18,320,052	18,949,866
Mouldings	1,408,598	1,933,734	2,687,886	4,056,737	5,523,308
Veneer	223,804	1,207,208	1,955,467	1,350,645	740,378
Rattan Furniture	97,266	255,330	531,903	552,026	67,150
Wooden Frame	20,845	1,845,419	5,268	0	5,688
Other Products	845,443	1,374,944	994,303	5,325,394	4,941,979
Total	253,676,078	333,652,606	366,611,999	354,780,330	340,003,559

Source: MTIB and DOSM

Malaysia's Import of Timber and Timber Products from Viet Nam

In 2017, import of Malaysian timber and timber products from Viet Nam show an increase of 35% to

RM355.5 million from RM263.9 million in 2016. Viet Nam ranked fourth with 8% of Malaysia's total market share. Plywood was the main product imported with a total value of RM180.6 million followed by wooden furniture at RM112.2 million and BJC at RM14.4 million.

Malaysia : Import of Timber and Timber Products from Viet Nam, 2013-2017

(Value : RM)

Products	2013	2014	2015	2016	2017
Plywood	100,976,120	152,273,607	158,278,960	137,683,897	180,566,545
Wooden Furniture	5,138,025	11,614,198	15,817,027	77,460,024	112,233,628
BJC	3,795,187	5,445,318	8,694,351	8,653,064	14,381,009
Veneer	6,704,831	6,389,465	11,995,447	5,818,296	13,486,530
Fibreboard	1,312,495	4,874,878	3,440,512	2,711,351	2,725,882
Mouldings	2,151,331	3,447,220	5,758,926	7,122,537	2,674,148
Rattan Furniture	1,910,982	7,539,184	1,098,235	1,480,881	2,195,033
Sawntimber	2,326,520	2,574,511	1,971,950	1,383,402	1,527,739
Chipboard/Particleboard	708,359	325,102	57,865	0	1,090,672
Wooden Frame	5,915	0	56,524	0	18,800
Logs	65,499	0	56,645	0	0
Other Products	22,964,033	19,670,276	21,588,123	21,563,012	24,570,391
Total	16,225,793	214,153,759	228,814,565	263,876,464	355,470,377

Source: MTIB and DOSM

Import Tariffs

The Viet Nam's import duty on timber and timber products are 0 - 25%. Details are as follows:

Product	MFN Tariff (%)	AFTIGA (%)
Fuel Wood	3	0
Wood Charcoal	5	0
Logs	0	0
Hoopwood	3	0
Railway Sleepers	3	0
Sawntimber	3	0
Veneer	0	0
Mouldings	3	0
Particleboard	5	0
Fibreboard	5	0
Plywood	5	0
Metallised Wood	3	0
Wooden Frames	25	0
Packing Boxes	20	0
Cask and Barrels	20	0
Tools, Bodies and Handles	20	0
BJC	5	0
Furniture	25	0

Source: WTO/ASEAN

With more than 15 FTAs coming online, Viet Nam has fully embraced free trade and encourages Foreign Direct Investment (FDI).

Malaysia, which has always been an important trading partner with Viet Nam in timber, is also facing strong competition from China and Japan. Therefore, in order to sustain and improve trade as well as market share in Viet Nam, Malaysian exporters need to be competitive in terms of price and quality together with effective marketing and promotion strategies.

Malaysian manufacturers also need to enhance their presence in the Viet Nam market through participation in major timber, furniture and construction fairs and exhibition to create demand for Malaysian value-added timber products in the market. Through those activities, Malaysian timber exporters would be able to further develop their networking with Viet Nam's timber and furniture importers while at the same time undertake market research on current Viet Nam importers' market preferences and taste. Therefore, it is envisaged that with the above opportunities, timber trade for both countries especially in terms of export and import activities and investments in timber and timber products will be increased in the coming years.

Prospects

Viet Nam with its socio-economic achievements and rising global status is entering the year 2018 with new opportunities to overcome challenges and realize its goals. Viet Nam's business environment and growth opportunities are forecast to be more favorable than in 2017. This year and those following years could be the best time for private businesses to develop their business after the government issued a Plan of Action on fine-tuning the socialist-oriented market economy mechanism and private economy development. Viet Nam's government efforts to remove business obstacles will also continue in 2018.

Currently, Viet Nam is not only at the intersection of manufacturing and IT outsourcing but also well-positioned to benefit from the increased trade in the region. Viet Nam had twelve free trade agreements (FTAs) with Japan, China, Korea, India, New Zealand and Australia along with four more in negotiations.



Hand carved Vietnamese furniture



Vietnamese luxury classical furniture

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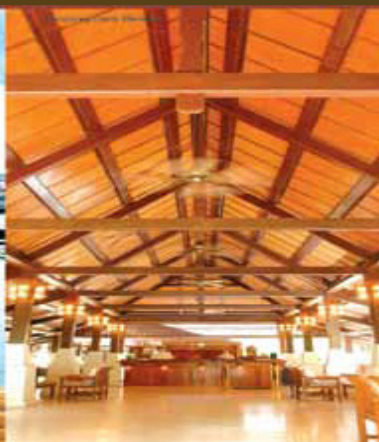
Malaysian Wood

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From which publications have you received our information?



Tetiup leaves

Major Species : *Adinandra acuminata* Korth; *A.dumosa* Jack
Other Species : *A. integrimma* Anders

Plant Morphology

Growth Form: It is an evergreen tree, grows up to 20 m tall, with a narrow, bushy crown.

Foliage: Its alternate, stalked leaves have leathery leaf blades that are oval, tipped, reddish-pink when young, and 6-15 by 2.5-6.4 cm, with inconspicuous veins. The leaves point upwards with up curled margins.

Flowers: Its scentless flowers are up to 1.5 cm long, solitary or in twos, and attached to reddish stalks from the leaf axils. The flowers



Tetiup tree

TETIUP

SUITABLE FOR LIGHT CONSTRUCTION

have cream-white petals that do not open or only one to two petals unfurl.

Fruits: Its long-stalked fruits are rounded berries, 1-1.5 cm wide, and they ripen green to brownish. Its many-seeded fruits are half-covered by the sepals at one end, and crowned by the long style (elongated apical floral structure) at the other.

Habitat

Tetiup grows in secondary forests, in open places and at low altitudes. It occurs locally at Kent Ridge, the Southern Ridges, Lazarus Island, Pulau Ubin, Pulau Tekong, Sentosa (Mount Imbiah) the vicinity of Upper Peirce Reservoir, and many other sites.

Associated Fauna

Tetiup flowers are pollinated by the carpenter bee (*Xylocopa* species) or may be self-pollinated. Its fruits are eaten, and seeds dispersed by fruit bats (*Cynopterus brachyotis*).

Cultivation

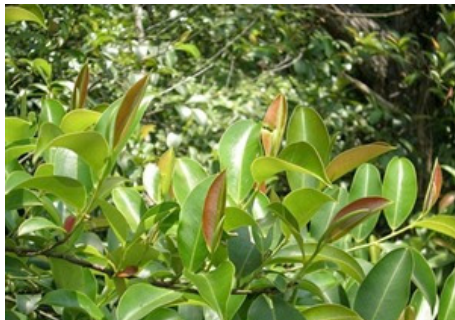
It can be propagated by seed.

Etymology

Greek adinos, crowded; Greek andro, man, referring to the crowded stamens; Latin dumosa, like the briar (*Erica arborea*) a Mediterranean shrub or small tree, referring to its growth form

Ethnobotanical Uses

The hard timber is used for building houses and firewood. It is also cultivated as a park tree for its bushy crown, and attractive, reddish pink young leaves.



Physical Properties

Colours: **Sapwood:** Not distinctly differentiated from darker coloured heartwood.

Heartwood: Grey brown with a purple tinge to dark red-brown.

Texture: Very fine to slightly coarse; grain straight or interlocked.

Weight: Wood moderately hard to hard; moderately heavy to heavy, ranging from 33-41 lb./cu. ft. with an average of 38 lb./cu. ft.

Durability: Not durable under exposed condition.

Wood Anatomy

Growth rings are absent.

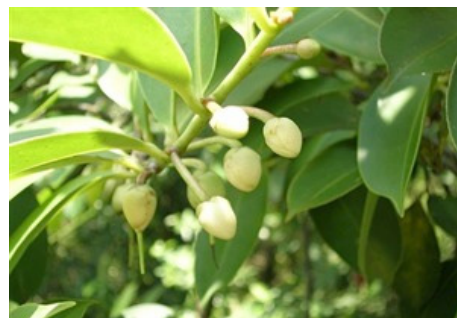
Vessels are moderately small to medium to size; numerous or very numerous; mostly solitary. Top tyloses are scarce and deposits are present; perforation plates are in scalar form but difficult to discern due to size of the vessel.

Wood parenchyma is spare and indistinct on the radial surface. Rays are moderately fine and not conspicuous on the radial surface.

Ripple marks are absent.

Intercellular canals are absent.

It is suitable for light constructions, paneling and partitioning, packing cases and tool handles.



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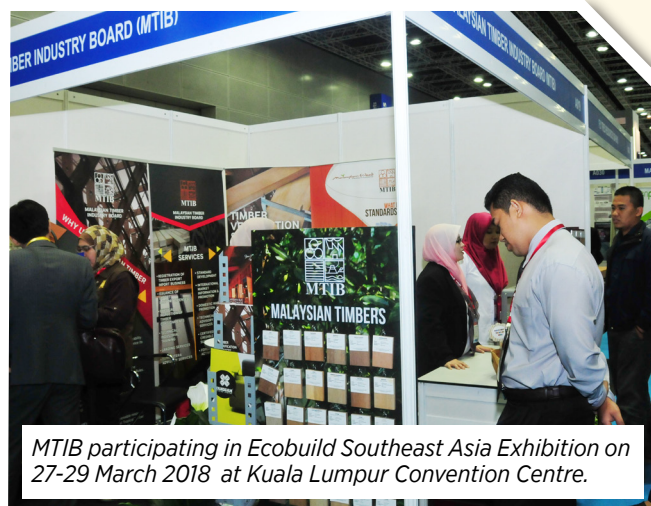
Incomparable Malaysian Wood. Choice for those with exclusive preference. Pushing the Frontier of imagination and creativity. Our Heritage. Our Pride.



MTIB's Workshop on the Introduction and Handling of Drone for MTIB personnel on 15 March 2018 at MTIB, Kuala Lumpur.



15/03/2018



MTIB participating in Ecobuild Southeast Asia Exhibition on 27-29 March 2018 at Kuala Lumpur Convention Centre.



MTIB's Working Committee Retreat on the Development of Malaysian Standard for Kenaf held from 13 to 16 March 2018 in Kota Bharu, Kelantan.

MTIB's Workshop on Timber Utilisation in Construction from 19 to 20 March 2018 in Ampang, Kuala Lumpur.



YBhg. Dato' Dr. Jalaluddin Harun FASc, MTIB Director-General (seated, centre) posing at Mai Kitchen factory after officiating the factory in Kajang, Selangor on 31 March 2018. The company is also celebrating its fifth-year anniversary.