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www.sarawaktimber.org.my

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From now onwards, we are publishing this newsletter on quarterly basis. This is in line with our efforts for innovation, creativity and continuous improvement for the benefit of the readers.

Among the topics for this issue is Sarawak Plywood which falls under Feature Segment. Over the years, Sarawak enjoys the pride of being the number one plywood producer in Malaysia. Last year, Sarawak exported 2.66 million cubic metres of plywood or 66.67% out of 3.9 million cubic metres of the national export volume.

In terms of revenue, plywood contributed RM3.37 billion to the State's income in 2009. This represented 50.4% out of RM6.68 billion total earnings from the export of timber and timber products during the corresponding period.

At the same time, plywood sector provided 9,000 employment opportunities or 20% out of 45,100 employments in Sarawak's timber fraternity. Plywood sector is therefore the biggest employment provider in Sarawak's timber sector.

In view of it economic significance, STIDC will continue to play its pivotal role to bring this industry into greater height for mutual benefit.



# INNOVATION The Way Forward

STIDC supports the government's call for innovation, creativity, efficiency and integrity

DATU HAJI SARUDU HAJI HOKLAI

STIDC supports the government's call for innovation, creativity, efficiency and integrity among the civil servants in carrying out their duties and responsibilities. Through these concepts the government hopes to bring continuous transformation and paradigm shift among the workforce.

According to Datu Haji Sarudu, transformation being the government's main agenda warrants radical changes in order to position the Malaysian civil service on par with it counterparts in the developed countries.

Towards that end, the civil servants must continue to move in pace with the current situations so as to meet the present and further needs of the people.

Presently, technological advancement is gaining momentum with the new products coming up regularly in tandem with customers' desire.

In line with this, Datu Haji Sarudu advised STIDC staff to move in the same tempo with current happenings. According to him, changes are inevitable. Hence, it is imperative to change work-culture with time and situation. In realising this, the staff must strive for high performance and world-class service. Besides, they must be sensitive with the dynamic needs and aspirations of the people which demand good governance and positive image.

The public perception on civil servants has changed. Previously civil servants were regarded as the bosses. Now, the public perceived civil servants as the service providers. Hence, services must be provided at its best for customers' satisfaction.

In the effort to enhance its services, STIDC had developed Key Performance Indicators (KPI) as guidelines for its staff to achieve minimum targets. Thus, KPI allows everyone to go extra miles because it is not based on maximum target. KPI therefore offers huge room for improvement.

In ensuring continuous improvement, STIDC had also formed its Innovative and Creative Team (ICT). This was in consonance with the call for the State Government departments and agencies to develop a culture of innovation and creativity. Under this exercise, the departments and agencies were encouraged to come up with at least two activities per year to be improved in terms of work process and procedures for mutual benefit.

Datu Haji Sarudu also proposed that STIDC replace the manual registry system with an online registry system (PROACT) for incoming mails. Besides being hassle free, PROACT helps to minimize bureaucratic procedures and ensures prompt action. This is aligned with the State Government's aspiration to become a fully electronic government by 2011 in order to enhance the services to the people.

- It is imperative to change work-culture with time and situation.
- KPI allows everyone to go extra miles and offers huge room for improvement.
- In ensuring continuous improvement, STIDC had formed its Innovative and Creative Team (ICT).

# Tanjung Manis HALAL HUB on world stage



Sarawak State Government through STIDC is developing Tanjung Manis Halal Hub in consonance with the Malaysian Government Master Plan to transform the country into a global halal hub

> STIDC joint the Sarawak delegation to the Sarawak Investment Symposium in London and the Inaugural Oxford Global Islamic Branding and Marketing Forum in Oxford on 22<sup>nd</sup> -27<sup>th</sup> July 2010.

> Delegation Head and Chief Minister of Sarawak, The Right Honourable Pehin Sri Haji Abdul Taib Mahmud in his keynote address at the Committee Room of the House of Lords in Parliament Square emphasised on the need for a new financial architecture to enhance the management of the growing value of global Islamic assets. According to him, the Islamic assets under management now stand at about US\$750 billion and is expected to hit US\$1 trillion by the end of this year, while the global *sukuk* is valued at US\$153 billion.

"The challenge before us is to build a new financial architecture that would allow for a more efficient functioning of not only financial intermediation within national economies but also across borders" he said.

The Chief Minister elaborated that the growth of the Islamic financial market over

From left:

### Ms. Gay Haskins

Dean of Executive Education at Said Bussiness School and CEO of Oxford Said Business School Ltd.

### The Right Honourable Pehin Sri Haji Abdul Taib Mahmud

Chief Minister of Sarawak,

### Professor Andrew Hamilton FRS

Vice-Chancellor of University of Oxford

### The Honourable Tan Sri Nor Mohamed Yakcop

Minister in the Prime Minister's Department

at the opening of the Inaugural Oxford Global Islamic Branding and Marketing Forum.



the past few years had been remarkable with the growth of the financial institutions to over 600 in 75 countries. He added that Muslims would continue to demand for certified halal food and financial services that are compliant with the Syariah and Quran.

Currently, the halal market assets are estimated at between US\$1 trillion and US\$2 trillion. This augurs well with the development of various halal hubs across the globe including in Tanjung Manis, Sarawak to cater for the mounting demands of halal products among Muslims and non-Muslim worldwide.

Meanwhile, Sarawak Investment
Symposium featured the Tanjung Manis
Member of Parliament and Tanjung
Manis Halal Hub Executive Chairman,
The Honourable Datuk Hajah Norah Tun
Abdul Rahman giving an insight into
Tanjung Manis Halal Hub. Presentations on
"Introduction to Sarawak", "Development
of Sarawak Towards the Year 2020
and Beyond and Sarawak Corridor of
Renewable Energy (SCORE)" and "Business

Opportunities and Investment at Tanjung Manis Halal Hub" were also delivered by other speakers from Sarawak. This was followed by business networking for SCORE and Tanjung Manis Halal Hub as well as a visit to the House of Lords in Parliament Square. Information booths on SCORE, Tanjung Manis Halal Hub, Sarawak Tourism and Malaysian Industrial Development Authority were also erected.

Tanjung Manis Halal Hub is a component of SCORE in which STIDC plays an important role in providing the infrastructure besides overseeing the overall implementation of this project and ensuring its success.

Sarawak State Government through STIDC is developing Tanjung Manis Halal Hub in consonance with the Malaysian



Government Master Plan to transform the country into a global halal hub. Featuring a sustainable green development model, Tanjung Manis Halal Hub is poised to become the first one-stop halal hub in Sarawak for upstream and downstream halal food processing and manufacturing activities.

With over 77, 000 hectares earmarked for this project, Tanjung Manis Halal Hub is going to be the largest integrated Halal Hub in the country. The incorporation of advanced technologies, renewable energies and sustainable practice will also make it one of the most scientifically and environmentally advanced Halal hubs in the world.

### **Summary**

- The current halal market assets are estimated at between US\$1 trillion and US\$2 trillion.
- With an area of 77,000 hectares,
   Tanjung Manis Halal Hub is a component of SCORE in which STIDC plays an important role.
- Tanjung Manis Halal Hub is poised to become one of the most scientifically and environmentally advanced Halal hubs in the world.



Among the delegates from Sarawak (from left):

**Tuan Haji Hashim Haji Bojet** Deputy General Manager of STIDC

Datu Haji Sarudu Haji Hoklai

General Manager of STIDC

The Honourable Datuk Amar Haji Mohd. Morshidi bin Abdul Ghani

Sarawak State Secretary

The Honourable Dato Sri Dr. James Jemut Masing Minister of Land Development, Sarawak

### Datuk Amar Wilson Baya Dandot

CEO of Regional Economic Development Authority, Sarawak

Mr. Mohammad Abu Bakar bin Marzuki

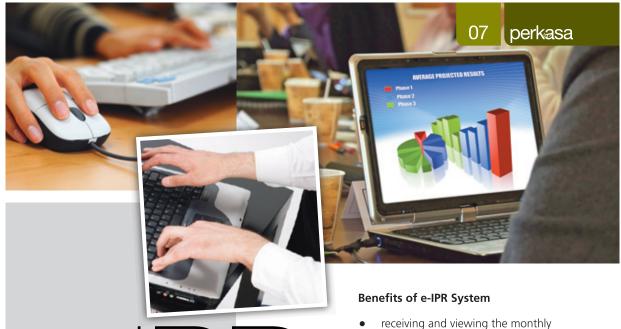
Director of Yayasan Sarawak

Datu Haji Abdul Rashid Aziz

Deputy Chairman of Yayasan Sarawak

**Datuk Justin Jinggut**, and **Datu Haji Ismawi bin Haji** Ismuni

Director of Sarawak State Planning Unit



Minimising the hassle of submitting the monthly production return among the timber industry players using

conventional method

Being the leader and catalyst of Sarawak's timber industry, STIDC emphasises on continuous improvement for customers' satisfaction. This was manifested by its initiative to implement the Electronic Industrial Production Return (e-IPR) system in March 2010. e-IPR is a system which allows the timber companies in Sarawak to submit their monthly production return on-line.

The implementation of this system is in accordance with STIDC Ordinance, 1973 (Ord. No. 3 of 1973) Section 5 (2) (d). The Ordinance requires the departments and government agencies or any person engaged in or associated with the timber industry and trade to submit the statistics and other matters pertaining to the timber industry and trade.

Through e-IPR, STIDC hopes to enhance its delivery system and minimise the hassle of submitting the monthly production return among the industry players using fax machine. e-IPR also enables the timber companies to submit the return anytime anywhere at their convenience. This system is therefore considered user-friendly.

Briefings were conducted in Sibu, Bintulu and Miri Divisions on 6<sup>th</sup> - 8<sup>th</sup> April 2010 to enlighten the industry players on this system. Similar briefing will be held in Kuching in the near future.

- receiving and viewing the monthly production return feedback immediately;
- accessing and down-loading production reports;
- updating records on-line;
- receiving latest news updates; and
- enhancing production data compilation, eliminating error at source and minimising delay.

### e-IPR Requirements

- CPU with Intel 4 and above;
- Microsoft Windows XP, Microsoft Windows Vista or Microsoft Windows
   7.
- RAM: 512MB (XP) or 1GB (Vista) or 2GB (Windows 7);
- Internet connection;
- Web Browser: Preferably Microsoft Internet Explorer or Mozilla Firefox 3.0 or Google Chrome 3.0;
- Reporting: XML Spreadsheet 2003 Standard; and
- Adobe PDF Reader for reports.

To gain access to this e-IPR system, please log on to http://eipr.pusaka.gov.my/eipr

- e-IPR allows the timber companies in Sarawak to submit their monthly production return on-line.
- Through e-IPR, STIDC hopes to enhance its delivery system.



Question and answer session at one of the e-IPR briefings



Providing an insight into STIDC roles as the leader and catalyst of Sarawak timber industry



TIDC made its presence at the "Sejiwa  $\mathsf{S}$ Senada" road-show which kicked-off on 12th June 2010 in Sibu, Sarawak. "Sejiwa Senada" (literally means in unison) is Sarawak and the people; to involve the people in the Government's programme with the people carried out across the state. The programme served as one-stop centre to disseminate information on the roles and functions of the government departments and agencies in Sarawak. The programme carried a theme "Government With The People".

Through this road-show STIDC provided the opportunity to the visitors to acquire an insight into its roles as the leader and catalyst of Sarawak's timber industry as well as its services, training programme, vendor development programme and the halal-hub project in Tanjung Manis.

The road-show also became the platform to inform the public on the government's continuous effort to enhance its delivery system through innovation, creativity, efficiency, and integrity among the departments and agencies including STIDC.

The road-show which was in line with 1Malaysia concept among others aimed to foster closer rapport between the government government's transformation process; and to acquire feedback from members of the public on the government's delivery system.

For civil servants this road-show was beneficial as it gave them the chance to learn how to update their personal data online. Graduates and school leavers on the other hand had the rare opportunity to search for employments.

Datuk Amar Haji Awang Tengah Ali Hassan, Second Minister of Planning and Resource Management and Minister of Public Utilities who is also the advisor for this programme expressed hope that members of the public would make use of this event appropriately by giving positive feedback towards enhancing the government's delivery system.

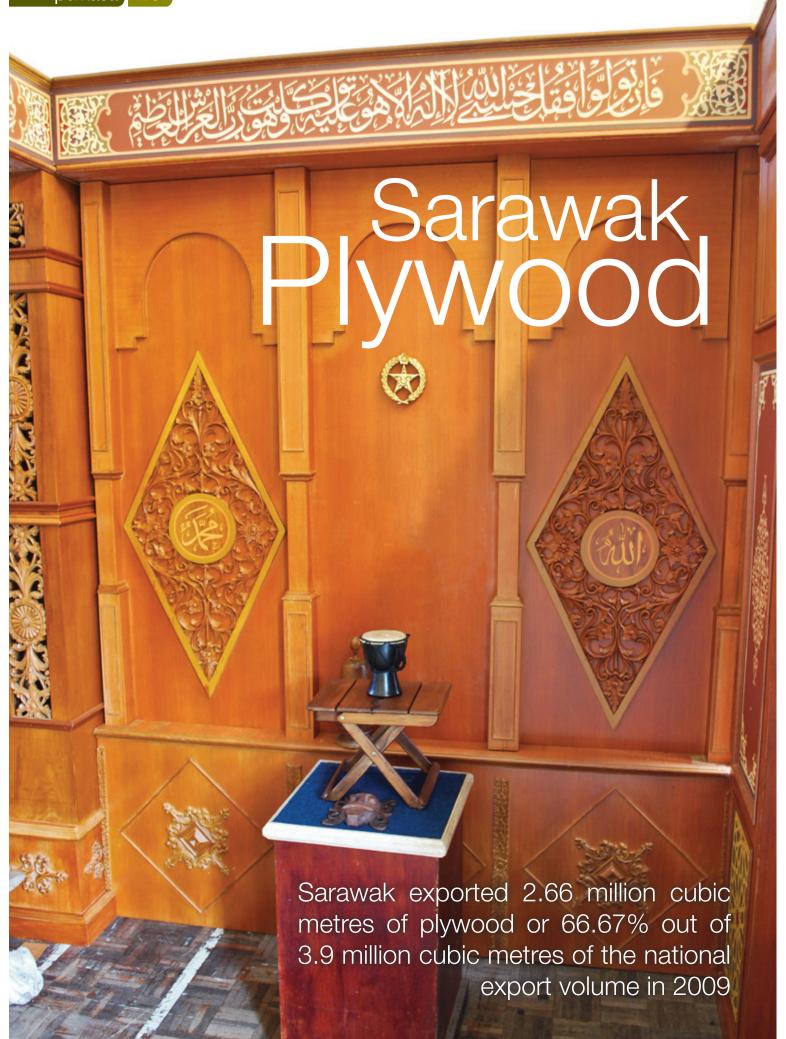
Participated by 118 government departments and agencies, the road-show featured activities such as development exposition, sports and

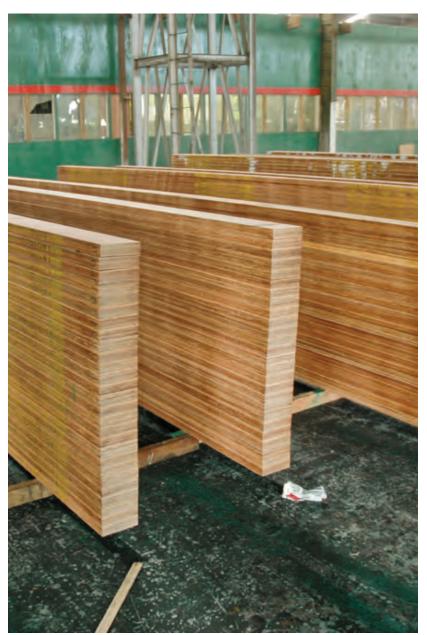


games, talks as well as stage and cultural shows.

- Through this road-show STIDC provided the opportunity to the visitors to acquire an insight into its roles as the leader and catalyst of Sarawak's timber industry.
- The road-show also became the platform to inform the public on the government's continuous effort to enhance its delivery system.
- The road-show which was in line with 1Malaysia concept among others aimed to foster closer rapport between the government and the people.

- a. The Right Honourable Pehin Sri Haji Abdul Taib Mahmud, Chief Minister of Sarawak (right) receiving the souvenir from Datu Haji Sarudu in conjunction with "Sejiwa Senada" in Sibu.
- b. The Honourable Datuk Patinggi Tan Sri (Dr.) Alfred Jabu Anak Numpang, Deputy Chief Minister II and Minister of Agricultural Modernisation and Rural Development, Sarawak (left) observing the wood carving demonstration in conjunction with "Sejiwa Senada" in Betong
- c. The Honourable Dato Sri William Mawan Anak Ikom, Minister of Social Development and Urbanisation, Sarawak (right) trying the wood-carving in conjunction with the "Sejiwa Senada" in Sarikei.







Plywood, the major component of Sarawak's timber industry continues to contribute significantly to the state's economy. The first two plywood mills in Sarawak were established in mid 1960s in Kuching and Sarikei divisions. Eventually, this industry expanded to the central and northern regions of Sarawak.

Among the factors which led to the rapid expansion of Sarawak's plywood industry was the availability of raw materials from natural forests which were suitable for plywood manufacturing. This was coupled with the implementation of cluster concept in which the government encouraged the development of new industries to pave the way for new infrastructure particularly for the identified industrial zones such as in Kuching, Tanjung Manis, Kemena and Kuala Baram. Log Quota Policy which was implemented in July 1988 also contributed to steady growth of this industry. Under this policy, 10% of logs harvested from the natural forest were for local processing. Gradually, the log quota was reviewed with 40% of logs for export and 60% for local processing. The policy aims to ensure adequate supply of raw materials for local processing. This was followed by the implementation of Royalty Incentive Scheme in which the State Government gave the rebate on royalty of logs processed locally. Trade missions were also being organised actively to promote Sarawak's plywood abroad.

Sarawak's plywood industry continues to flourish due to government's friendly policies. Presently, there are 42 licensed plywood mills in the state. Out of these, 24 mills are certified under the Japanese Agricultural Standard (JAS), 15 mills under the California Air Resources Board (CARB) and 12 mills under the European Standard (CE Marks).



These certificates benefit the plywood industry in terms of greater costumers' confidence and market acceptance for Sarawak's plywood. Sarawak's plywood in now penetrating the global market with Japan continues to be the leading consumer. Korea and the Middle East are the second and third largest consumers respectively.

Sarawak exported 1.46 million cubic metres of plywood amounting to RM2 billion during the first half of 2010 compared with 1.17 million cubic metres to RM1.45 billion during the corresponding period last year.

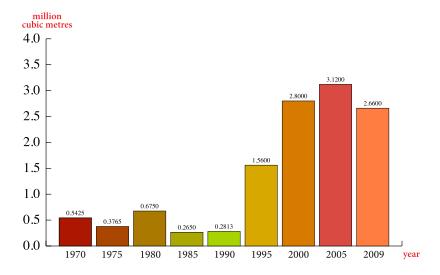
Currently, the plywood types exported by Sarawak are structural plywood, concrete plywood, moisture resistant plywood, floor-based plywood, marine plywood and general plywood. These items are ideal for building materials, construction, furniture making, flooring, packaging and general uses.

Besides generating revenue to the State, plywood sector also provides

employment opportunities for both locals and foreigners. Last year 9,000 people were employed by plywood companies in Sarawak, making it the biggest employment provider in Sarawak's timber fraternity. This represents 20% out of 45,100 employments in Sarawak's timber sector during the same period.

Executive Director of a prominent plywood company in Sarawak described Sarawak's plywood industry as having a bright future. According to him, the past few years had been very depressing due to global economic slowdown. However, he said the worst is over adding that the demand for plywood is picking-up due to economic recovery. He was also optimistic that in the long run, demand for plywood would certainly increase due to its versatility compared with other materials. Moreover, he said plywood is cost effective as well as user friendly and environmental friendly.

### Five yearly trend of plywood production in Sarawak:







STIDC organised the third series of the industry update on 26<sup>th</sup> July 2010 in Kuching, Sarawak. The event gathered a group of distinguished speakers who helped to enlighten the industry players on the latest developments pertaining to new procedures, requirements and changes in the global market.

The present business environment including the timber sector is becoming more challenging. Issues such as legality, sustainability, certification and climate change warrant serious attention. Moving in pace with current happenings at home and abroad is becoming crucial. This industry update was indeed timely in helping the industry players keeping abreast with the latest market developments.

Albeit mounting challenges, STIDC is optimistic that the industry players would persevere and stay competitive, innovative and creative in order to produce high-end products. This would eventually help to leverage the industry into new height.

Sarawak's timber sector is export oriented. It is therefore vital for the industry players to continue to update themselves with the latest market information in order to meet the demands. In today's competitive business environment, information is powerful in helping businessmen to strategies their businesses. This industry update manifested STIDC continuous effort in creating informative and competitive business community.

In 2009, Sarawak's earned RM6.6 billion from the export of timber and timber products. This represented a decline of 17% from RM7.98 billion in 2008. However, due to global economic recovery export revenue increased by 25% to RM3.68 billion for the first half of this year from RM2.94 billion during the same period last year.

Enlightening industry players on the latest developments at home and abroad.

Four papers were being presented at the half-day event. While Sarawak Forestry Corporation Sendirian Berhad presented a paper on Sarawak Chain-of-Custody, Dagangnet Technologies Sendirian Berhad enlightened the participants on Online Customer Satisfactory Survey. Department of Agriculture on the other hand shared a topic on Procedure of Importing Logs and Sawntimber. Meanwhile, STIDC highlighted a topic on Implementation of Electronic Industrial Production Return (e-IPR). This was followed by question and answer session.

It is hoped that this industry update would help to enhance awareness among the participants particularly the industry players on the current market scenario so as to remain competitive. STIDC will continue to organise similar event in future to disseminate relevant information affecting the timber industry.

### Summary

It is vital for the industry players to continue to update themselves with the latest market information in order to meet the demands.

In today's competitive business environment, information is powerful in helping businessmen to strategies their businesses.

It is hoped that this industry update would help to enhance awareness among the participants on the current market scenario so as to remain competitive.



### Wood (Belian) Identification Course

Belian is the standard name for Eusideroxylon zwageri from the family of Lauraceae. In Sabah, Malaysia, Belian refers to tambulian, while in Europe, it is known as Borneo Ironwood. Its sapwood is bright-yellow in colour, while its heartwood is dark-yellowish to reddish-brown when freshly cut. It will change to red-brown or almost black with age. Belian texture is moderately fine to moderately coarse and even. With a density of 854 (46) kg/m³, this wood species is categorized under heavy hardwood.

Belian is among the most durable wood in the world. It is strong, workable and could give a shiny surface. Belian among others is an ideal choice for shingles, column, electric and phone line posts, survey pegs, wharves, bridges and heavy construction.

Sarawak which forms part of Borneo is a land blessed with abundant of forest resources including Belian.

Among the uses of Belian in Sarawak is for electric posts and cross-arm. Belian therefore provides an alternative for concrete and iron posts.

In tandem with its responsibility to educate the industry on the appropriate utilisation of timber, STIDC jointly organised the Wood (Belian) Identification Course with Sarawak Energy Berhad (SEB) with emphasis on timber used for electric posts. The course which was organised especially for SEB technicians was held in Kuching on 5<sup>th</sup> - 7<sup>th</sup> April 2010 with 22 participants. On 19<sup>th</sup> - 21<sup>st</sup> April 2010 the course was held in Sibu with 25 participants while on 18<sup>th</sup> - 20<sup>th</sup> May 2020 it was held in Miri and was attended by 21 participants.



Wood (Belian) Identification Course in progress in Sibu

The course among others was aimed at facilitating the participants to identify and distinguish Belian from other wood species such as Malagangai (Potoxylon malagangai), Resak (Vatica species and Cotylelobium In tandem with its responsibility to educate the industry on the appropriate utilisation of timber



Course participants posing with SEB and STIDC officials in Kuching

species), Nyatoh (Species of Sapotaceae principally Palaquium species), Kapur (Dryobalanops species), Simpoh (Dillenia species), Keranji (Dialium species), Merbau (Intsia palembanica) and Menggeris (Koampassia malaccensis). The participants were also being familiarised with the techniques and methodologies to identify Belian and other identical timber species.

The course covered timber identification (theory), methods and procedures for timber identification, study of gross features, hand lens (low magnifier), preparation of specimens, stages of identification, key to timber identification, equipments required for timber identification as well as practical on identification of timber samples.

Through this course, STIDC had successfully helped the participants to identify Belian wood correctly. This is important in ensuring that the correct timber species is used for correct purpose for public safety.

- This course was organised in tandem with STIDC responsibility to educate the industry on the appropriate utilisation of timber.
- The course among others was aimed at facilitating the participants to identify and distinguish Belian from other wood species.
- Through this course, STIDC had successfully helped the participants to identify Belian wood correctly.





Huge potential in the global market

STIDC Furniture Industrial Complex in Kota Samarahan, Sarawak is six years old this year. It became operational since 2002 and was officiated on 21<sup>st</sup> April 2004 in order to strengthen the Bumiputera furniture entrepreneurs in their endeavour to compete in the open market. This would eventually project the image of Sarawak as the potential producer of high quality furniture.

This complex reflects the government's aspiration to provide the Bumiputera furniture entrepreneurs with necessary assistance particularly in terms of infrastructure as well as conducive and competitive business environment. In so doing, it is hoped that the entrepreneurs concerned would be more resilient and independent.

Over the years, STIDC furniture complexes are becoming the role model for other states as well as government agencies who showed keen interest to initiate similar programme. Hence, the Bumiputera





Datu Haji Sarudu (centre) officiating the sixth anniversary celebration of the Kota Samarahan Furniture Industrial Complex



furniture entrepreneurs must continue to enhance their knowledge especially in the aspect of business and factory management. More importantly, they must continue to enhance competitiveness in an open market instead of relying on government contracts.

In 2009, the national export revenue from furniture sector was RM6.6 billion compared with RM6.9 billion in 2008. Sarawak contributed only RM35 million or 0.5 % in 2009 and RM28 million or 0.4 % in 2008.

Meanwhile, research revealed that the value of furniture in the global market was approximately US\$302 billion or RM970 billion in 2008, with Malaysia holding only one percent of this global market share.

Obviously, the Malaysian furniture entrepreneurs particularly those in Sarawak still have a long way to go to exploit the huge global market share.

In view of this, synergy between the furniture entrepreneurs and the related government agencies such as Malaysian Productivity Corporation, Standards and Industrial Research of Malaysia, Furniture Industry Technology Centre, Forest Research Institute Malaysia and STIDC is vital in exploring market opportunities and in handling current issues. The synergy also aims to initiate skill enhancement and management programmes such as Emotional Spiritual Quotient (ESQ), 5S, Kaizen and motivation in preparing the entrepreneurs to penetrate both the domestic and export markets.

Under the Tenth Malaysia Plan (2011-2015), STIDC aspires to establish similar

complexes in Bintulu, Kapit and Lawas Divisions besides adding facilities in the existing complexes. Plans are also in the pipeline to develop the second phase of the complexes in Tanjung Manis and Kuala Baram.

In realisation of these plans, it is important that the furniture entrepreneurs give their fullest co-operation by supporting whatever programmes organised by STIDC and other related agencies. This is due to the fact that Sarawak's furniture industry has vast potential to develop further.

"We want to strengthen the furniture sector and ensure that sustainability of our furniture vendors since most of them are operating on small scale basis. We also encourage the industry players to incorporate the Borneo design with traditional motifs. If Sarawak Kek Lapis can become famous, why not Sarawak furniture" Datu Haji Sarudu said.



- Research revealed that the value of furniture in the global market was approximately US\$302 billion or RM970 billion in 2008.
- Synergy between the furniture entrepreneurs and the related government agencies is vital in exploring market opportunities and in handling current issues.
- Sarawak's furniture industry has vast potential to develop further.



Left

The Honourable Datuk Hajah Norah Tun Abdul Rahman, Tanjung Manis Member of Parliament (4th. left) flaging-off the Tanjung Manis Safari 2010. Also seen is Datu Haji Sarudu (5th. left)

a. The winner (centre) posing with the Honourable Datuk Haji Hamden Haji Ahmad, Belawai Assembly (3rd. left). Also seen are Datu Haji Sarudu (2nd. left) and Tuan Haji Hashim Bojet (left)

b. The winners posing for the album together with the VIPs

# Fishing Safari 2010

Tanjung Manis Fishing Safari entered its seventh year running this year following overwhelming response from fishing enthusiasts within and outside Sarawak. Participated by 105 contestants, this year's competition was held on 8<sup>th</sup> - 9<sup>th</sup> May 2010 in Tanjung Manis.

The competition which gained popularity among the people had not only created business opportunities for the locals but also became the platform in promoting Tanjung Manis to the investors.

Over the last 20 years, STIDC had been proactive in organising social activities including fishing safari in order to encourage direct involvement of the locals as well as the industries in the development of Tanjung Manis. This is important in realizing the government's aspiration to make Tanjung Manis a prominent economic hub in the central region of Sarawak.

Through these activities STIDC manifests its social obligation towards the local communities particularly the youth. Moreover social activities help to inculcate good value such as team spirit, co-operation and compromise among participants.

Tanjung Manis and Tanjung Sirik are blessed with rich marine resources particularly fish thereby creating immense economic value for these places. This helps to boost Tanjung Manis as it is poised to develop further with new projects underway such as halal-hub, deepsea fishing and shipbuilding industries. Undoubtedly, these projects promise positive spin-off effects to both locals and foreigners.

It is therefore vital for all quarters to give their fullest co-operation and undivided support to whatever activities organized either by STIDC or other related agencies in Tanjung Manis in preparation for the transformation which is set to take place in the new future.

This year's competition was divided into two categories namely deep-sea category and coastal category. Mr. Ramle Obeng, Mr.Louis Wong and Mr. Muhamad Rizal won the first, second and third placing respectively under deep-sea category. Meanwhile, Mr. Mohamad Redzuan Izwan, Mr. Mahmud Openg and Mr. Wan Asamadi Wan Mahjar became the first three winners under coastal category. Side activities such as riverbank fishing, dancing and singing competition were being carried out simultaneously.

- Tanjung Manis Fishing Safari had not only created business opportunities for the locals but also became the platform in promoting Tanjung Manis among investors.
- STIDC had been proactive in organising social activities including fishing safari in order to encourage direct involvement of the locals as well as the industries in the development of Tanjung Manis.
- Through these activities STIDC manifests its social obligation towards the local communities.







# Hornbill, Flying Lemur

Initiative in surrendering these animals augurs well with the State Government's effort to conserve wildlife in Sarawak

A female one-year old Oriental
Pied Hornbill and a baby Flying Lemur (Cynocephalus variegatus) commonly known as Colugo were saved and surrendered to Sarawak Forestry Corporation Sendirian Berhad

(SFC) on 3<sup>rd</sup> August 2010.

Thanks to the good Samaritans namely Mr. Muhammad Bin Abdullah and Mr. Ramlan Bin Bujang.

Upon receiving the two animals, Datu Haji Len Talif Salleh commended both good Samaritans and said their initiative in surrendering the animals augurs well with the State Government's effort to conserve wildlife in Sarawak. Datu Haji Len is the Managing Director and Chief Executive Officer of SFC as well as the Director of Sarawak Forest Department and Deputy Permanent Secretary of the Ministry of Planning and Resource Management of Sarawak.

According to him, developments without proper efforts on conservation could jeopardise wildlife. Hence, he urged the public to emulate the example of the good Samaritans and hoped that their initiative would help to create awareness among the people on the importance of wildlife conservation.

Hornbill being the emblem of Sarawak

deserves protection and conservation for the benefit of the present and future generations. There are eight species of Hornbill in Sarawak namely White Crested Hornbill, Rhinoceros Hornbill, Wreathed Hornbill, Wrinkled Hornbill, Oriental Pied Hornbill, Helmeted Hornbill, Black Hornbill and Bushy Crested Hornbill.

All the Hornbill species are totally protected under Wildlife Protection Ordinance 1998 (Chapter 26 of the Law of Sarawak). Flying Lemur is also protected under the same Ordinance.



Mr. Ramlan Bin Bujang (right) handing over the baby Flying Lemur to Datu Haji Len Talif Salleh

- Initiative in surrendering these animals augurs well with the State Government's effort to conserve wildlife in Sarawak.
- It is hoped that this initiative would help to create awareness among the people on the importance of wildlife conservation.

### **Export Value of Logs & Timber Products.**

The value of logs and timber products exported from January to June 2010 increased by 25% as compared to the same period of the previous year. There were increased in the overall volumes of logs and timber products exported. Respective increases in export volumes were logs (23%), sawn timber (23%), plywood (34%), moulding (9%), particle board (104%), fibreboard (18%), laminated board (102%) and woodchip (5%). However, there were respective decrease in the value in the cases of veneer (4%), dowel (34%) and block board (87%).

Plywood remained the major contributor accounting for 53% @ RM2 billion of the total export value followed by logs (26% @ RM1 billion) and sawn timber (11% @ RM0.5 billion).

### Logs

Log export continued to increase in the first half of 2010 to 2 million m³ (RM1 billion),up to 26% by volume and 23% by value from 1.6 million m³ (RM0.8 billion) compared to the same period of 2009.

The major importers of the State's logs were India (1.1 million m³, RM562 million), China (0.38 million m³, RM160 million), Taiwan (0.22 million m³, RM101 million), Japan (0.18 million m³, RM83 million) and Vietnam (0.1 million m³, RM36 million). India was still the largest importer for the first half of 2010 with export volume increased by 6% then followed by China (146%), Taiwan (37%) and Japan (83%). However, export volume of logs to Vietnam decreased by 30%.

Export of logs to India, China, Taiwan, Japan and Vietnam contributed 97% of the total export volume and value of logs respectively from January to June, 2010. (Table 2)

### Sawn timber

Volume of sawn timber export in January to June 2010 increased by 22% to 0.45 million m³ from 0.37 million m³ and the value also increased by 23% to RM0.41 billion from RM0.34 billion compared to that of similar period in 2009.

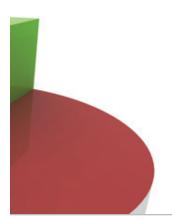
Thailand remained the number one importer of the State's sawn timber, by purchasing 145 thousand m³ of the overall volume exported valued at RM126 million followed by Middle East (94 thousand m³, RM103 million), Taiwan (56 thousand million m³, RM40 million), Philippines (55 thousand m³, RM39 million) and China (25 thousand m³, RM24 million).

Traditional importing countries had increased in volumes of sawn timber purchased for the period in comparison to the previous year with Thailand increased by 53%, Taiwan (50%) and Philippines (27%). However, export of logs to Middle East and China declined by 3% and 1% respectively. (Table 3)

### Plywood

Plywood exported for the first half of 2010 at 1.5 million m3 was 24% higher than that of 1.2 million m³ exported for the corresponding period in 2009. Its export value was RM2 billion which contributed 34% to the overall timber products revenues obtained from the export of logs and timber products for the period.

Japan remains the number one importer of the State's plywood with the purchase of 664 thousand million m³ or 45% of the volume exported valued at RM0.9 billion. Other major plywood importers are Korea making a purchases of 19% at 283 thousand m³, Middle East (12% at 175 thousand m³), Taiwan (11% at 155 thousand m³) and United States (3% at



39 thousand m³) respectively, contributing combined revenues of RM1.7 billion (89%) of overall value of plywood exported for the period.

Export of plywood to Japan, Korea, Middle East, Taiwan and United States constituted 90% of the overall exported volumes and contributed 89% to the overall revenues from the product for the first half of 2010. (Table 4)

### Other timber products

Other timber products includes veneer, dowel, moulding, particle board, fibreboard, block board, laminated board, woodchip and other timber products (mention in Table 1). Value of these export of products was at RM 340 million accounted for 9% of the overall value of logs and timber products exported during the first half of 2010.

There was respective increase in volumes of moulding (32%), particleboard (88%), fibreboard (16%), laminated board (134%) and woodchips (3%). However, there was a marked decrease for veneer (8%), dowel (30%) and blockboard (90%) for the first half 2010 compared to the corresponding period in 2009. (Table 5 & 6)

### **Future Outlook**

By the end of June 2010, the average unit prices of timber products such as sawn timber, plywood, veneer, particleboard, fibreboard and woodchips remain stable whereas block board was quite encouraging. They were respectively higher in the unit price of block board (25%) followed by particleboard (8%), veneer (5%), woodchips (3%), fibreboard (2%) and sawn timber (1%), for January to June 2010 compared to the previous year. However unit price of moulding was lower by 17% then followed by laminated board (14%), dowel (6%) and logs (2%) for the first six month of 2010 compared to that similar period in 2009.

State's timber will start to see marginal improvement given the recovery in Japan's housing market that is starting to gain pace soon. For the record, this was supported by the number of building permits issued, which had been increasing for the first six month of 2010. Going forward, housing market in Japan was expected to start improving further.

In addition, Sarawak timber industry's chain of custody (CoC) system has received recognition from the Japan Lumber Importers' Association (JLIA), indicating the association's faith in the legality of Sarawak's timber. Sarawak CoC, a comprehensive system of tracking the movement of logs in the state that was tied with the Log Tracking System, whose application had been extended throughout the state. With the system, all the timber exported from Sarawak shall comply with the regulations.(Source: Borneo Post)

In the other hand, Sarawak Chief Minister Pehin Sri Hj Abdul Taib Mahmud said, the Sarawak timber industry can boost the export of its products through research collaboration in innovation with stakeholders in the material technology sectors. He added, the States had been rationalized into seven big timber companies which were well equipped with good financial capabilities to support the development of logging roads and Research & Development (R&D) activities to face more challenges towards an industrialized nation by 2020.(Source: Sarawak Tribune)

For the first six month 2010 saw a dynamic growth for the State's timber industries. It is hoped that the export growth momentum would continue for the next six month of 2010. However, the industry players must always be ready to face the challenges and market uncertainties to ensure that the timber industry in Sarawak remain resilience and versatile.

# trade statistics

TABLE 1. EXPORT OF SAWN TIMBER BY COUNTRY OF DESTINATIONS

TABLE II. EXCORT OF SAMME HABBERD'S COOKING OF BESTIMATIONS								
PRODUCTS	Ja	2010 Inuary - June		2009 January - June			% Change 2010/2009	
PRODUCTS	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
LOGS	2,040,782	973,878	26.49	1,623,561	793,645	26.98	25.70	22.71
SAWN TIMBER	452,757	414,247	11.27	371,869	338,121	11.50	21.75	22.51
PLYWOOD	1,463,470	1,949,398	53.02	1,177,792	1,455,069	49.47	24.26	33.97
VENEER	98,929	95,008	2.58	108,085	99,158	3.37	(8.47)	(4.19)
DOWEL	833	2,690	0.07	1,189	4,062	0.14	(29.91)	(33.78)
MOULDING	5,228	10,697	0.29	3,974	9,826	0.33	31.54	8.86
PARTICLEBOARD	35,680	16,302	0.44	19,004	8,005	0.27	87.74	103.65
FIBREBOARD	99,981	118,623	3.23	86,262	100,646	3.42	15.90	17.86
BLOCK BOARD	840	954	0.03	8,188	7,442	0.25	(89.74)	(87.18)
LAM. BOARD/FLOORING	8,036	17,558	0.48	3,436	8,685	0.30	133.89	102.16
OTHER TIMBER PRODUCTS*	42,018	62,748	1.71	70,046	102,545	3.49	(40.01)	(38.81)
WOODCHIP (TONNE)	105,442	14,937	0.41	102,700	14,187	0.48	2.67	5.29
TOTAL	4,248,553	3,677,040	100	3,473,406	2,941,391	100	22.32	25.01

### \*OTHER DESTINATIONS:

- Finger jointed
- Railways sleepers
- Laminated Veneer Lumber (LVL)
- Door & door frames
- Laminated beam
- Parquet
- Furniture and furniture parts
- Densified wood
- Wooden pallet
- Wooden fences
- Chopping board
- Wooden pegs & stakes
- Laminated post

### Notes:

- > Fibreboard include MDF and HDF
- Total of volume (m3) does not includes woodchips (tonne)
- Total does not include application/permit to transport goods within the Federation [Customs Decleration Form No.3 (CDF3)]

### EXPORT VALUE OF MAJOR TIMBER & TIMBER PRODUCTS FROM SARAWAK (RM'000): 2010 / 2009

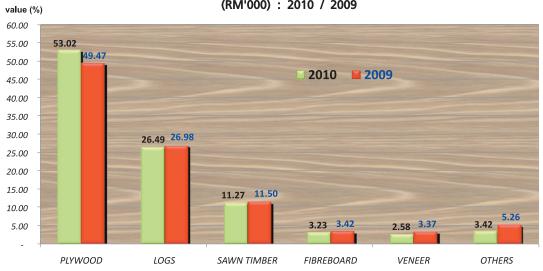
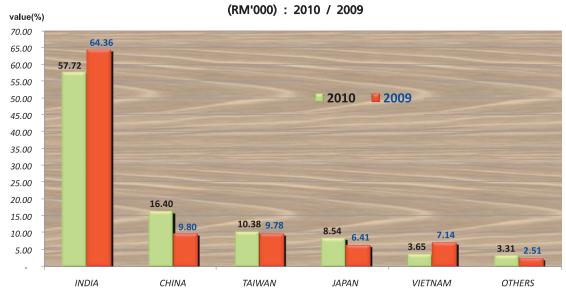


TABLE 2. EXPORT OF LOGS BY COUNTRY OF DESTINATIONS

<u>_</u>									
		2010			2009		% Change		
DESTINATIONS	Ja	nuary - June		Ja	nuary - June		2010	/2009	
DESTINATIONS	Volume	FOB Value	Value	Volume	FOB Value	Value	Volume	Value	
	(M³)	(RM'000)	%	(M³)	(RM'000)	%	volume	value	
INDIA	1,088,268	562,161	57.72	1,027,610	510,807	64.36	5.90	10.05	
CHINA	378,071	159,699	16.40	153,764	77,753	9.80	145.88	105.39	
TAIWAN	224,927	101,111	10.38	164,185	77,623	9.78	37.00	30.26	
JAPAN	182,840	83,154	8.54	99,775	50,907	6.41	83.25	63.34	
VIETNAM	100,232	35,526	3.65	144,203	56,632	7.14	(30.49)	(37.27)	
KOREA	42,195	17,736	1.82	25,709	13,023	1.64	64.13	36.19	
THAILAND	22,563	12,943	1.33	4,529	3,684	0.46	398.17	251.33	
PAKISTAN	1,684	1,548	0.16	3,786	3,216	0.41	(55.50)	(51.87)	
TOTAL	2,040,782	973,878	100.00	1,623,561	793,645	100.00	25.70	22.71	

### EXPORT VALUE OF LOGS TO MAJOR DESTINATIONS



# trade statistics sarawak

TABLE 3. EXPORT OF SAWN TIMBER BY COUNTRY OF DESTINATIONS

DESTINATIONS	Ja	2010 Inuary - June		Ja	2009 anuary - June		% Change 2010/2009		
BESTIMATIONS	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value	
	, ,	, ,		, ,	(KW 000)				
THAILAND	144,647	126,402	30.51	94,596	81,814	24.20	52.91	54.50	
MIDDLE EAST	94,145	103,227	24.92	97,085	100,674	29.77	(3.03)	2.54	
TAIWAN	55,630	39,856	9.62	37,144	23,559	6.97	49.77	69.18	
PHILIPPINES	55,376	39,465	9.53	43,532	29,897	8.84	27.21	32.00	
CHINA	25,442	23,627	5.70	25,712	20,919	6.19	(1.05)	12.95	
SINGAPORE	19,352	17,768	4.29	23,465	20,293	6.00	(17.53)	(12.44)	
KOREA	16,456	15,318	3.70	17,945	18,299	5.41	(8.30)	(16.29)	
SOUTH AFRICA	11,283	11,955	2.89	7,420	8,622	2.55	52.08	38.66	
JAPAN	10,159	14,598	3.52	9,373	14,340	4.24	8.39	1.80	
HONG KONG	6,338	5,691	1.37	3,545	4,194	1.24	78.78	35.69	
OTHERS*	13,928	16,340	3.94	12,051	15,510	4.59	15.58	5.35	
TOTAL	452,757	414,247	100	371,869	338,121	100	21.75	22.51	

### \*OTHER DESTINATIONS:

- AUSTRALIA
- BELGIUM
- BRUNEI
- FRANCE
- GERMANY
- INDIA
- MALDIVES
- MAURITIUS
- NETHERLANDS
- NEW ZEALAND

- REUNION
- RUSSIA
- SEYCHELLES
- SRI LANKA
- TIMOR LESTE
- UNITED KINGDOM
- UNITED STATES
- VIETNAM
- Within Malaysia (Peninsular or Sabah)

### EXPORT VALUE OF SAWN TIMBER TO MAJOR DESTINATIONS (RM/1000) : 2010 / 2009

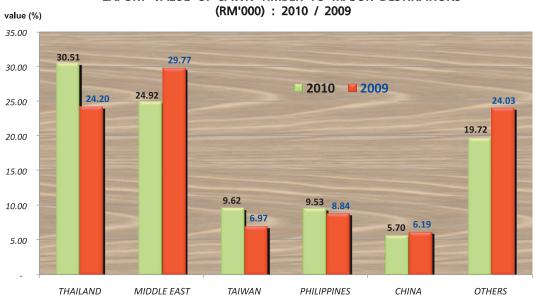


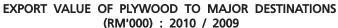
TABLE 4. EXPORT OF PLYWOOD BY COUNTRY OF DESTINATIONS

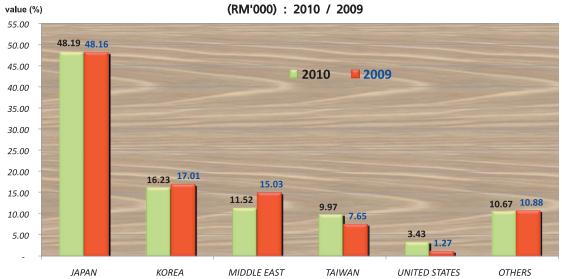
DESTINATIONS	Ja	2010 anuary - June		2009 January - June			% Change 2010/2009		
DESTINATIONS	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value	
JAPAN	663,710	939,408	48.19	539,261	700,782	48.16	23.08	34.05	
KOREA	283,493	316,303	16.23	242,271	247,471	17.01	17.01	27.81	
MIDDLE EAST	174,887	224,478	11.52	170,992	218,697	15.03	2.28	2.64	
TAIWAN	155,026	194,452	9.97	99,612	111,348	7.65	55.63	74.63	
UNITED STATES	39,378	66,822	3.43	10,491	18,489	1.27	275.34	261.41	
CHINA	27,950	42,103	2.16	10,821	16,172	1.11	158.30	160.35	
HONG KONG	22,745	29,240	1.50	35,599	43,829	3.01	(36.11)	(33.29)	
PHILIPPINES	21,945	30,941	1.59	22,790	27,922	1.92	(3.71)	10.81	
VIETNAM	16,819	17,872	0.92	1,191	1,296	0.09	1311.82	1279.01	
EU	16,301	25,954	1.33	8,731	13,721	0.94	86.70	89.16	
OTHERS*	41,215	61,825	3.17	36,032	55,342	3.80	14.38	11.71	
TOTAL	1,463,470	1,949,398	100	1,177,792	1,455,069	100	24.26	33.97	

### \*OTHER DESTINATIONS:

- AUSTRALIA
- BRUNEI
- CANADA
- CHILE
- INDIA INDONESIA
- **MALDIVES**
- MALTA
- MAURITIUS
- **MEXICO**

- **NETHERLANDS**
- **NEW ZEALAND**
- RUSSIA
- **SEYCHELLES**
- SINGAPORE
- SOUTH AFRICA
- **TANZANIA**
- **THAILAND**
- VIETNAM

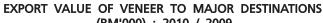




# trade statistics sarawak

TABLE 5. EXPORT OF VENEER BY COUNTRY OF DESTINATIONS

DESTINATIONS	Ja	2010 anuary - June		Ja	2009 Inuary - June		% Change 2010/2009		
DESTINATIONS	Volume	FOB Value	Value	Volume	FOB Value	Value	Volume	Value	
	(M³)	(RM'000)	%	(M³)	(RM'000)	%	volume	Value	
TAIWAN	45,388	41,129	43.29	39,529	36,427	36.74	14.82	12.91	
KOREA	26,328	23,598	24.84	40,481	32,505	32.78	(34.96)	(27.40)	
CHINA	13,720	11,204	11.79	13,687	9,997	10.08	0.25	12.07	
PHILIPPINES	7,264	9,130	9.61	9,523	12,562	12.67	(23.72)	(27.32)	
JAPAN	3,579	5,561	5.85	2,838	4,706	4.75	26.10	18.17	
THAILAND	2,102	1,169	1.23	348	433	0.44	504.73	169.98	
AUSTRALIA	474	3,164	3.33	101	1,079	1.09	367.57	193.23	
SINGAPORE	74	53	0.06	60	42	0.04	24.87	26.19	
VIETNAM	-	-	-	1,073	859	0.87	(100.00)	(100.00)	
INDONESIA	-	-	-	366	384	0.39	(100.00)	(100.00)	
CHILE	-	-	-	80	164	0.17	(100.00)	(100.00)	
TOTAL	98,929	95,008	100	108,085	99,158	100	(8.47)	(4.19)	



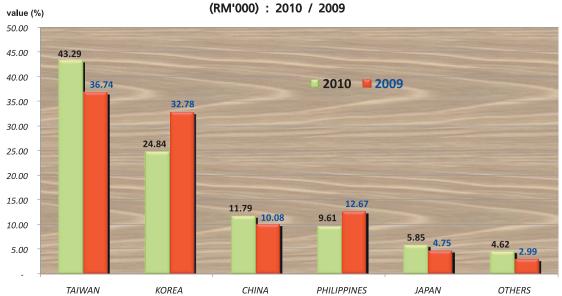


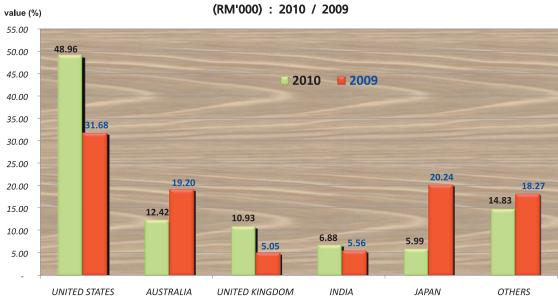
TABLE 6. EXPORT OF DOWEL BY COUNTRY OF DESTINATIONS

DESTINATIONS	Ja	2010 Inuary - June		Ja	2009 Inuary - June			ange /2009
DESTINATIONS	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
UNITED STATES	392	1,317	48.96	401	1,287	31.68	(2.34)	2.33
AUSTRALIA	153	334	12.42	286	780	19.20	(46.67)	(57.18)
UNITED KINGDOM	76	294	10.93	73	205	5.05	3.59	43.41
INDIA	53	185	6.88	75	226	5.56	(29.68)	(18.14)
JAPAN	45	161	5.99	186	822	20.24	(75.90)	(80.41)
SWITZERLAND	32	130	4.83	18	68	1.67	83.85	91.18
TAIWAN	24	32	1.19	-	-	-	100.00	100.00
SOUTH AFRICA	20	53	1.97	70	255	6.28	(70.78)	(79.22)
GERMANY	16	87	3.23	17	71	1.75	(5.50)	22.54
DENMARK	13	66	2.45	25	118	2.90	(47.65)	(44.07)
OTHERS*	10	31	1.15	38	230	5.66	(74.84)	(86.52)
TOTAL	833	2,690	100	1,189	4,062	100	(29.91)	(33.78)

### \*OTHER DESTINATIONS:

- CANADA
- NETHERLANDS
- NORWAY

### EXPORT VALUE OF DOWEL TO MAJOR DESTINATIONS



# trade statistics sarawak

TABLE 7. EXPORT OF MOULDING BY COUNTRY OF DESTINATIONS

DESTINATIONS	Ja	2010 nuary - June		Ja	2009 Inuary - June		% Change 2010/2009		
DESTINATIONS	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value	
KOREA	2,089	3,597	33.63	903	1,513	15.40	131.30	137.74	
AUSTRALIA	1,355	3,388	31.67	1,206	3,146	32.02	12.39	7.69	
JAPAN	718	1,169	10.93	371	799	8.13	93.57	46.31	
UNITED KINGDOM	169	364	3.40	209	558	5.68	(19.40)	(34.77)	
GERMANY	160	428	4.00	233	834	8.49	(31.25)	(48.68)	
TAIWAN	156	416	3.89	87	179	1.82	80.24	132.40	
CANADA	127	353	3.30	87	297	3.02	45.46	18.86	
UNITED STATES	102	280	2.62	541	1,628	16.57	(81.07)	(82.80)	
SINGAPORE	61	155	1.45	-	-	-	100.00	100.00	
NETHERLANDS	57	136	1.27	62	220	2.24	(7.66)	(38.18)	
OTHERS*	235	411	3.84	277	652	6.64	(15.22)	(36.96)	
TOTAL	5,228	10,697	100	3,974	9,826	100	31.54	8.86	

### \*OTHER DESTINATIONS:

- BANGLADESH
- BELGIUM
- CHINA
- DENMARK
- JORDAN
- MALDIVES

- MAURITIUS
- POLAND
- SEYCHELLES
- SOUTH AFRICA
- UNITED ARAB EMIRATES

### EXPORT VALUE OF MOULDING TO MAJOR DESTINATIONS (RM'000): 2010 / 2009

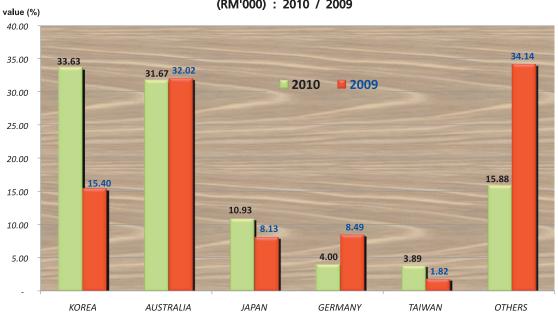


TABLE 8. EXPORT OF FIBREBOARD BY COUNTRY OF DESTINATIONS

DESTINATIONS	Ja	2010 2009 January - June January - June						ange 2009
BESTIMATIONS	Volume	FOB Value	Value	Volume	FOB Value	Value	Volume	Value
	(M³)	(RM'000)	%	(M³)	(RM'000)	%		
JAPAN	66,922	89,297	75.28	57,813	77,453	76.96	15.75	15.29
INDONESIA	14,388	12,520	10.55	7,971	7,268	7.22	80.50	72.26
PHILIPPINES	5,092	4,029	3.40	2,076	2,051	2.04	145.22	96.44
TAIWAN	2,608	2,553	2.15	2,375	2,115	2.10	9.78	20.71
BRUNEI	2,402	2,342	1.97	1,251	876	0.87	92.07	167.35
VIETNAM	1,761	1,705	1.44	2,096	1,655	1.64	(15.99)	3.02
CHINA	1,424	1,428	1.20	1,460	1,338	1.33	(2.42)	6.73
INDIA	1,408	814	0.69	344	209	0.21	309.52	289.47
KOREA	1,271	996	0.84	7,766	4,605	4.58	(83.63)	(78.37)
NETHERLANDS	813	1,264	1.07	37	60	0.06	2103.25	2006.67
OTHERS*	1,892	1,675	1.41	3,073	3,016	3.00	(38.43)	(44.46)
TOTAL	99,981	118,623	100	86,262	100,646	100	15.90	17.86

### \*OTHER DESTINATIONS:

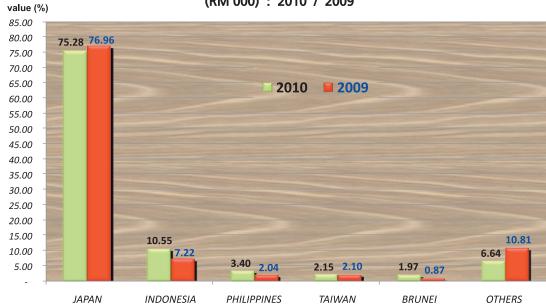
- EGYPT
- SINGAPORE
- SOUTH AFRICA

- SRI LANKA
- THAILAND
- UNITED ARAB EMIRATES

### Notes:

> Fibreboard include MDF and HDF

### EXPORT VALUE OF FIBREBOARD TO MAJOR DESTINATIONS (RM'000): 2010 / 2009



# trade statistics sarawak

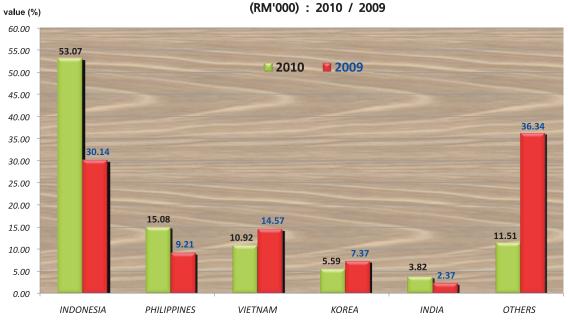
TABLE 9. EXPORT OF PARTICLE BOARD BY COUNTRY OF DESTINATIONS

DESTINATIONS	Ja	2010 anuary - June		Ja	2009 Inuary - June			nange 0/2009
DESTINATIONS	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
INDONESIA	18,911	8,652	53.07	5,915	2,413	30.14	219.70	258.56
PHILIPPINES	5,101	2,458	15.08	1,694	737	9.21	201.13	233.51
VIETNAM	3,743	1,780	10.92	3,060	1,166	14.57	22.33	52.66
KOREA	2,202	912	5.59	1,448	590	7.37	52.11	54.58
INDIA	1,657	623	3.82	485	190	2.37	242.08	227.89
JORDAN	1,314	561	3.44	2,654	1,105	13.80	(50.51)	(49.23)
BANGLADESH	1,115	352	2.16	321	131	1.64	246.95	168.70
JAPAN	656	359	2.20	1,236	830	10.37	(46.88)	(56.75)
CHINA	512	386	2.37	32	15	0.19	1,491.63	2,473.33
KENYA	311	150	0.92	-	-	-	100.00	100.00
OTHERS*	157	69	0.42	2,160	828	10.34	(92.75)	
TOTAL	35,680	16,302	100	19,004	8,005	100	87.74	103.65

### \*OTHER DESTINATIONS:

- BRUNEI
- HONG KONG
- PAKISTAN
- SINGAPORE
- TAIWAN
- UNITED ARAB EMIRATES

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