

perkasa

sarawak timber industry development corporation

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quarterly newsletter



*Spearheading the Timber Industry
Since 1973*

BIGGER EXPO

Over 80% of last year's exhibitors had returned to this year's expo

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editorial

Muslims across the globe had just celebrated the Aidilfitri while Malaysians commemorated the Independence Day on 31st August.

We would like to take this golden opportunity to wish all our Muslim readers, a happy Aidilfitri and to all Malaysians, happy Independence Day.

As far as Sarawak is concerned, it is the State's 50th anniversary in achieving independence and progress in Malaysia. The last 50 years had seen tremendous evolution in Sarawak's socio-economic developments including the wood-based sector. From a humble beginning, this sector is becoming the mainstay of the State's economy and continues to generate revenue besides creating business and employment opportunities for the people. These were made possible due to the undivided support of the industry for the government's policy to further develop this sector for mutual benefit.

Moving forward, it is hoped that the industry players would continue to co-operate with the government to bring this sector to greater height. This could be achieved by discarding complacency attitude and instead strive for continuous improvement by focusing on research and development as well as innovation. As loyal citizens, let us answer the nation's call to bring about a positive and constructive change to our country. This augurs well with the government's aspiration to make Malaysia a high income and developed country by 2020.



STIDC INKED R&R AGREEMENT

R&R Agreement marked a new milestone for STIDC

30th September 2013 marked a new milestone for STIDC as it inked the Reorganisation & Rationalisation (R&R) Agreement with PUSAKA Capital Sendirian Berhad (PUSAKA Capital), a special purpose vehicle incorporated by STIDC to spearhead the initiative to reorganise and rationalise the Group (Proposed R&R Exercise). This governance structure which led to the implementation of the Proposed R&R Exercise was recently approved by STIDC Board of Management, under its Chairman and Minister In-Charge, The Honourable Datuk Amar Haji Awang Tengah Ali Hasan.

The Proposed R&R Exercise segregates STIDC's function to regulate the timber industry from its other roles. This exercise allows STIDC to focus on its objective to ensure continuous improvement to the timber industry in Sarawak.

On the other hand, the commercial functions would help generate more diversified sources of revenue to sustain its regulatory

role besides minimising the need to depend on government funding and promoting financial self-sustainability.

Under the Proposed R&R Exercise, STIDC will transfer real properties with land areas of approximately 1,280 hectares in Tanjung Manis and some of its key operating companies including Tanjung Manis Integrated Port Sendirian Berhad and Tanjung Manis Development Sendirian Berhad to PUSAKA Capital which will be satisfied via the issuance of new PUSAKA Capital ordinary shares together with warrants. In addition, STIDC will subscribe up to RM100 million investments which carry coupon of 4% to be issued by PUSAKA Capital.

The identified projects for PUSAKA Capital range from the development of Palm Oil Industrial Cluster (POIC) to related ports and logistic infrastructure investment such as the Independent Operating Terminals as well as the establishment of new administrative centre and township for Tanjung Manis and various timber related initiatives within Sarawak. The projects are estimated to generate at least

- From left: Datu Haji Sarudu Haji Hoklai, Datuk Dr. Yusuf Hadi, The Honourable Tuan Haji Julaihi Bin Haji Narawi, The Honourable Datuk Amar Haji Awang Tengah Ali Hasan, Datu Sudarsono Osman and Haji Hashim Bojet posing for the album after the signing of R&R Agreement



RM3.8 billion and will contribute significant economic impacts to Sarawak particularly the Sarawak Corridor of Renewable Energy (SCORE) region. Tanjung Manis is one of the new growth nodes under SCORE.

The Chairman said, "the Proposed R&R Exercise is an important milestone for STIDC as it serves to institutionalise STIDC's various investments and business opportunities and its group of companies in order to have a clear segregation of regulatory functions of STIDC from its commercial arms to operate various commercial related projects as well as to segregate risks and required returns on various investments made within the STIDC Group".

It is the ultimate goal of STIDC to move towards strengthening a more efficient business model and establishing a strategic

plan that focus on the growth prospects of STIDC and eventually promote independence and good corporate governance.

Under this R&R Exercise, four wholly-owned subsidiaries have been established to serve the four targeted business segments including PUSAKA Palm Oil Industry Sendirian Berhad, PUSAKA Logistics & Services Sendirian Berhad, PUSAKA Realty & Construction Sendirian Berhad and PUSAKA Timber Industries Sendirian Berhad.

The Chairman added that the establishment of PUSAKA Capital will transform STIDC Group from a statutory body tasked to develop the timber industry in Sarawak to a more diversified group through its commercially operated arms (PUSAKA Capital) to complement and diversify STIDC's

earnings towards a sustainable and long term business model.

The Proposed R&R Exercise will provide PUSAKA Capital with a strong business structure and offer the group with better access to larger scale business opportunities and funding commitments required to meet the projects identified by PUSAKA Capital. Hence, with the completion of the Proposed R&R Exercise, PUSAKA Capital will be financially and operationally prepared for mega projects in the region.

"More importantly, through this exercise, we will be able to provide STIDC staff with the right knowledge, skill and experience as well as new opportunities for career advancement in PUSAKA Capital Group" the Chairman added.

SUMMARY

- The R&R Exercise allows STIDC to focus on its objective to ensure continuous improvement to the timber industry in Sarawak
- The R&R Exercise is important as it serves to institutionalise STIDC's various investments and business opportunities and its group of companies in order to have a clear segregation of regulatory functions of STIDC from its commercial arms
- The R&R Exercise will provide PUSAKA Capital with a strong business structure and offer the group with better access to larger scale business opportunities





- The Honourable Datuk Amar Haji Awang Tengah Ali Hasan (3rd right) witnessing the exchange of Reorganisation and Rationalisation Agreement between Datu Haji Sarudu Haji Hoklai (2nd left) and Haji Hashim Bojet (2nd right)

PUSAKA CAPITAL

SUMMARY

- The proposed R&R exercise will serve the group to enable each core function to expand to greater height
- The proposed R&R exercise will result in the clear segregation of function which would enable each core function to increase their overall value

A special purpose vehicle to implement the proposed reorganisation and rationalisation exercise

STIDC General Manager, Datu Haji Sarudu Haji Hoklai described the signing of the Reorganisation & Rationalisation (R&R) Agreement between PUSAKA Capital and STIDC as the major milestone since the inception of STIDC in 1973.

In the pursuit of transformation, he disclosed that the STIDC Board of Management had agreed to the recommended governance and corporate structure through a proposed reorganisation and rationalisation exercise for STIDC Group.

“We have done a substantial amount of both feasibility studies and evaluations on the financial position besides identifying the key critical areas for the proposed strategic action plan. Finally, this has resulted in a business model that will be more efficient for managing the capital, cash flow, businesses and growth to ensure a focused and sustainable future for the STIDC Group” he said.

According to him, the proposed reorganisation and rationalisation exercise will serve the Group to enable each core

function to expand to greater height adding that this will add value for both the Group and its shareholders.

In line with this initiative, he said that the STIDC Board of Management had recently approved the establishment of PUSAKA Capital as a special purpose vehicle to implement the proposed reorganisation and rationalisation exercise.

“I am delighted that we have taken the necessary steps to implement the Proposed R&R Exercise which is expected to be completed by the end of this year. This will result in the clear segregation of function which would enable each core function to increase their overall value of contribution and for PUSAKA Capital to explore new business opportunities for STIDC Group” Datu Haji Sarudu said.

Datu Haji Sarudu signed the agreement on behalf of STIDC while PUSAKA Capital was represented by its director, Tuan Haji Hashim Bojet. The Honourable Datuk Amar Haji Awang Tengah Ali Hassan witnessed the signing ceremony.



- The Honourable Datuk Amar Haji Awang Tengah Ali Hasan (sitting at the centre) witnessing the STIDC General Manager, Datu Haji Sarudu Haji Hoklai (sitting on the left) and STIDC Deputy General Manager cum Director of PUSAKA Capital Sendirian Berhad, Haji Hashim Bojet (sitting on the right) signing the Reorganisation and Rationalisation Agreement



STIDC SUBSCRIBES TO CSR

56 organisations received cash donation from STIDC and its subsidiaries

STIDC Chairman, the Honourable Datuk Amar Haji Awang Tengah Ali Hasan commended STIDC and its subsidiaries for their continuous contribution to the welfare and charitable organisations in Sarawak. According to him, the idea to contribute monetary aid to those organisations was mooted by the Chief Minister of Sarawak, Pehin Sri Haji Abdul Taib Mahmud over 30 years ago as one of STIDC's corporate social responsibility (CSR) in helping the needy.

This year 56 organisations received the cash donation amounting to RM253,000. The donation was presented by the Chairman on 26th July 2013 in conjunction with the Muslim fasting month.

The Chairman also lauded STIDC for playing its role effectively as the leader and catalyst of the wood-based industry in Sarawak over



the past 40 years. Since then, it continues to spearhead, regulate and facilitate the advancement of this industry according to market requirements.

To strengthen the market of timber products he said STIDC will continue to organise trade missions nationally and internationally. He disclosed that the recent Sarawak Grand Timber Expo 2013 organised by STIDC had attracted about 5,000 visitors and recorded RM3 million in sales.

"STIDC will continue to explore other fields in order to play a bigger role in strengthening the economy and ensuring the prosperity of the people of Sarawak. Its direct involvement in the development of Tanjung Manis Halal Hub is in support of the government's aspiration to eradicate poverty besides developing and expanding the production industry as well as food

processing and halal products" Datuk Amar Haji Awang Tengah said.

On market performance he revealed that timber products continue to contribute significantly to the State's economy. "From January-May 2013, the export value of the timber products accounted for RM3.09 billion compared with RM3.11 billion during the corresponding period of the previous year. This represented a drop of 0.7% due to weaker export of logs despite the steady demand for plywood, MDF and particleboard" he said.

STIDC was also tasked to assist the Bumiputera entrepreneurs through the Vendor Development Programme. Under this programme, furniture industrial complexes were built to provide the venue for these entrepreneurs to run their business. This is in addition to the provision of technical advisory services on the production of high quality furniture.

SUMMARY

- STIDC lauded for playing its role effectively as the leader and catalyst of the wood-based industry in Sarawak over the past 40 years
- To strengthen the market of timber products STIDC will continue to organise trade missions nationally and internationally
- STIDC will continue to explore other fields in order to play a bigger role in strengthening the economy and ensuring the prosperity of the people of Sarawak



- *The Honourable Datuk Amar Haji Awang Tengah Ali Hasan (seated 4th right) together with other VIPs posing with the beneficiaries of STIDC Annual Donation*

EXPORT PERMITS GOING ONLINE

The system enables the industry to apply for the permits any time anywhere

STIDC is providing an online service for issuance of export permits for timber and timber products. Its Chairman, The Honourable Datuk Amar Haji Awang Tengah Ali Hassan said the system enables the industry to apply for the permits any time anywhere adding that it is a manifestation of STIDC's effort for continuous improvement in its delivery services to ensure customers' satisfaction. He was speaking at the STIDC Aidilfitri Open House at Wisma Sumber Alam, Kuching on 27th August 2013.

On market performance, he said from January-June 2013, Sarawak had exported 3,491,644 m³ of timber and timber products to RM3,582,333 compared with 3,680,051 m³ to RM3,692,602 during the corresponding period of the previous year. He attributed the decline in export performance partly to volatile economy of the consuming countries including Japan, Korea, China, Thailand and the Philippines.

The major export items during the first-half of 2013 were plywood (1,422,690 m³ to RM2,100,547), logs (1,374,921 m³ to RM799,101) and sawn-timber (373,372 m³ to RM328,081).

To strengthen the markets, he said plans are in the pipeline to intensify overseas promotions and trade missions. According to him, despite political instability in the Middle East, demands for timber and timber products including furniture remain strong. This was evident by the recent visit to Kazakhstan which received overwhelming response and strong demands for trade missions.

"To reciprocate to their request, we hope to organise trade mission to Kazakhstan next year. From our recent visit we discovered that Kazakhstan has a huge market potential for tropical timber and timber products" Datuk Amar Haji Awang Tengah said.

The Chairman also expressed optimism that the markets for tropical timber and timber products would recover by the end of this year with improvement in consumers' economy.

SUMMARY

- From January-June 2013, Sarawak had exported 3,491,644 m³ of timber and timber products to RM3,582,333
- Plans are in the pipeline to intensify overseas promotions and trade missions
- Markets for tropical timber and timber products would recover by the end of this year

- The Honourable Datuk Amar Haji Awang Tengah Ali Hasan (2nd right) wishing the STIDC staff a happy Raya Aidilfitri. Also seen is STIDC General Manager, Datu Haji Sarudu Haji Hoklai (right)



AIDILFITRI CELEBRATION

- The Honourable Datuk Amar Haji Awang Tengah Ali Hasan (centre) and STIDC General Manager, Datu Haji Sarudu Haji Hoklai having a light moment



- The Honourable Datuk Amar Haji Awang Tengah Ali Hasan (5th right) together with other VIPs and STIDC staff posing for the album

Staff welfare continues to be one of STIDC's top priorities. Various activities were being carried out in appreciation of the commitment and dedication of the staff besides promoting team spirit among them. Among the latest activities held was the Hari Raya Aidil Fitri celebration on 27th August 2013 at Wisma Sumber Alam, Kuching. The Honourable

Datuk Amar Haji Awang Tengah Ali Hassan, Minister of Planning & Resource Management II and Minister of Public Utilities, Sarawak cum STIDC Chairman graced the function.

The minister said this year's Aidil Fitri is very meaningful as it coincides with the Malaysia Day. For Sarawak, the various celebrations including the Aidil Fitri belong to all Malaysians. This is because through the open-house concept, all the citizens regardless of colours and creeds can join the celebrations thereby strengthening unity.

Undoubtedly, unity plays a part in developing our future. It is therefore hoped that through these celebrations we could sustain unity and co-operation as well as peace and harmony among our plural societies for mutual benefit

Likewise, unity is vital in every organisation as it ensures co-operation from across the board. This helps to enhance integrity and delivery system among the staff apart from helping the organisation to realise its objectives.

Undeniably, unity creates a sense of belonging and pride in an organisation. Hence, it contributes to the smooth execution of the daily duties and responsibilities.

SUMMARY

- Unity plays a part in developing our future.
- Unity helps to enhance integrity and delivery system among the staff
- Unity creates a sense of belonging and pride in an organisation



• The Honourable Datu Haji Len Talif Salleh (seated left) having a light moment with the industry players



• President of Sarawak Furniture Industry Association, Ms. Sim Lee Beng (3rd left) briefing The Honourable Datu Haji Len Talif Salleh (left) on a particular exhibit. Also seen are STIDC Deputy General Manager, Haji Hashim Bojet (2nd right) and STIDC Senior Assistant General Manager of Trade and Industry, Mdm. Dayang Nena Abang Bruce (2nd left)

SARAWAK FURNITURE & HOME EXPO

Continuity in promoting the sales is essential and paramount to the success and growth of the furniture industry in Sarawak



• The Honourable Datu Haji Len Talif Salleh writing his signature on the exhibited item
 • The Honourable Datu Haji Len Talif Salleh (3rd left) taking a close look at the furniture tools



Sarawak Furniture & Home Expo entered its third consecutive year this year. Organised by the Sarawak Furniture Industries Association (SFIA), this year's expo was held on 5th-8th September 2013 at City One Megamall, Kuching, Sarawak. The Honourable Datuk Amar Haji Awang Tengah Ali Hasan, Minister of Resource Planning and Environment II as well as Minister of Public Utilities and Minister of Industrial Development emphasised that continuity in promoting the sales is essential and paramount to the success and growth of the furniture industry in the State. "I am indeed glad that SFIA had taken the initiative to further nurture and strengthen the markets for its members. I hope that this expo will benefit the exhibitors and SFIA members in expanding their markets and furniture businesses in the near future" he said. His speech was delivered by The Honourable Datu Haji Len Talif Salleh, Assistant Minister in the Chief Minister's Department (Promotion of Technical Education) and Assistant Minister of Environment.

According to the minister, there are immense opportunities in the global market which are not fully tapped by our industry players including the furniture manufacturers. These include the Eastern European countries which

have promising opportunities for furniture. To penetrate the global market, he said the ability to produce quality products that meet consumers' requirements and marketing is imperative. Towards that end, the State government through STIDC had participated and visited many international exhibitions in other parts of the world. Besides, STIDC had also organised the timber selling and investment missions globally to assist the industry players to expand their markets.

Wooden furniture accounted for 32% or RM6.5 billion of the national timber export earnings in 2012. This represented an increase of 5% from RM6.2 billion registered in 2011. However, Sarawak's contribution remained negligible with RM27 million or merely 0.4% of the State's total timber export value of RM7.4 billion in 2012. Sarawak export of furniture in 2012 had also declined by 13% from RM31 million in 2011. From January-May 2013, Sarawak had exported RM8.91 million worth of wooden furniture. The main markets for the Sarawak's furniture in 2012 were Japan (83% of the furniture total export value), followed by Taiwan (1.5%) and Canada (1%). There were shipments of wooden furniture to Sabah (5%) and Peninsula Malaysia (7.8%) in 2012.

In terms of the overall export value of timber and timber products, Sarawak registered RM3.61 billion from January-June 2013, representing a drop of 2.7% compared with RM3.71 billion earned for the same period last year. Sarawak hopes to sustain its export earnings for timber and timber products by RM7 – RM7.4 billion for 2013.

“The future of the State’s timber industry relies on mass production of value-added timber products and the growth of furniture industry. There are now over 400 furniture manufacturers registered with STIDC and many of them are small scale and cottage industries producing furniture mainly for the domestic market. Only a few of them have been able to penetrate the export markets. The size of our domestic market is very small and saturated with the supply of more competitive products from other sources such as China. For long term business, our furniture should target a bigger global market share. Sarawak has the advantage of being one of the biggest suppliers of tropical hardwood in this region. Therefore, it is capable of producing tropical hardwood furniture to the world market. For a successful furniture export, furniture design plays an important role. Being the furniture manufacturers, you must be able to produce furniture that could meet the customers’ tastes and needs. Hence, participating and visiting the furniture exhibitions and shows in the target market around the world is important. The Association should look into this in order to assist its members to re-strategise and develop a focus area for their long-term business plans” the minister said.

To encourage downstream processing activities he said that the government is implementing the log reservation quota policy effective 1989. Since then, the timber manufacturing mills have grown by numbers making Sarawak the biggest producer and exporter of tropical hardwood plywood in the region.

Currently, more than 90% of the total earnings of timber and timber products of about RM7 billion is derived mainly from the exports of primary timber products such as logs, plywood, sawn timber, veneer, etc with

“I urge this Association to take the lead in exploring the market opportunities that avail outside Sarawak to allow its members to tap and expand the boundary of their furniture markets”

The Honourable Datuk Amar Haji Awang Tengah Ali Hasan



less than 10% coming from downstream processed products.

On the future of the timber industry, the minister said that emphasis would be given on the development of tertiary processing industry, a shift from primary products processing to pulp and paper manufacturing and more value-added downstream processing. With this shift, we will experience a gradual change in the composition and the ratio of export earnings of the primary products and value-added products in the future.

Realising the need to spearhead the development of the timber industry, STIDC will commission a comprehensive study on the SMEs in the timber industry in Sarawak. The study, among others, will look into the current strength, challenges and opportunities of the Sarawak furniture industry. The Findings, expected to be completed early next year, will enable the government to develop a blueprint and a roadmap for the future growth of the State’s furniture industry. It is hoped that the industry players would give their undivided support and cooperation in ensuring the success of the study which will be conducted by an independent consultant.

Embarking on its newly revised vision “Spearheading the Development of an Innovative Timber Industry”, STIDC is focusing on R&D activities to spur the growth of the furniture industry in the State. STIDC aspires

to collaborate with the private sector and other government agencies to enhance R&D roles and activities for the timber industry. This is crucial for the future growth of the industry in Sarawak. “I strongly believe that the outputs of the R&D initiatives will be able to assist the furniture industry to move forward in the near future. In the recent “Sarawak Grand Timber and SMEs Exhibition 2013”, STIDC, with collaboration with Samling Group of Companies, took the opportunity to promote the utilisation of Acacia wood, through their creation of the “House of Acacia” display which showcased the use of Acacia wood in most part of a house. It was a great success in terms of attracting visitors’ interests. This will become continuous efforts of STIDC in collaboration with the private sector in the future. Acacia will be one of the potential planted trees that will supplement the raw materials supply for the timber industry in the future. The State government has targeted 1 million ha. of planted forests by 2020” the minister added.

Currently, furniture factories in Sarawak are mostly cottage industries and scattered. Thus, there is a need to develop an integrated furniture manufacturing zone with its supporting industries. In tandem with this, the Government is studying the possibility of earmarking an industrial area and hopes that with the establishment of such infrastructure, the export of value-added timber products will become the major component of Sarawak’s total export earnings in the future.

SUMMARY

- Wooden furniture accounted for 32% or RM6.5 billion of the national timber export earnings in 2012
- The future of the State’s timber industry relies on mass production of value-added timber products and the growth of furniture industry
- Emphasis would be given on the development of tertiary processing industry

ANOTHER

The Sarawak Furniture & Home Expo has been recognised as an annual event for SFIA

Sarawak Furniture Industries Association (SFIA) President, Ms. Sim Lee Beng commended STIDC for its leading role and monetary contribution in ensuring the success of Sarawak Furniture and Home Expo 2013. STIDC had been the main sponsor of this expo for two consecutive years.

- President of Sarawak Furniture Industry Association, Ms. Sim Lee Beng (2nd left) briefing The Honourable Datu Haji Len Talif Salleh (2nd right) on Sarawak Furniture & Home Expo 2013, while the other VIPs look on



MILESTONE

"I am proud to say that we have achieved yet another milestone for SFIA. SFIA is the organiser of the Sarawak Furniture & Home Expo which has been recognised as an annual event for our Association. Our exhibitors consist mainly of local furniture manufacturers of purely "Made in Sarawak" products including participants from the Peninsular Malaysia and our own local trading companies. While this Expo is currently a local affair, we hope to turn it into an international event and attract more foreign visitors and investors. The Expo had received over 8,000 visitors for each of the past years. I am confident that this year, the Expo will attract our target of 10,000 visitors. The previous expos had generated RM1.5 million. This year, we hope to earn RM2 million in sales. This is not just another expo – this is a top-notch event for participating exhibitors to showcase their products besides developing their own brands and reputation. SFIA is determined to demonstrate to our state government that with greater support to our industry, it can and will deliver even more than what had already been achieved. SFIA will continue to strive in securing a conducive and permanent venue for our annual expo" Ms. Sim said.

"The local market is small and it offers only limited opportunities for SFIA members. This Expo therefore serves as a platform for greater local public awareness, an opportunity for greater local industry unity and for exposure to overseas markets, leading to a positive contribution to the State's economy. Malaysian furniture makers have always faced stiff competition from lower cost competitors such as China and Vietnam. Yet, our local industry



• A section of the exhibited items

continues to grow. And we know that if our local government recognises and supports the efforts of local furniture manufacturers, it will undoubtedly help steer the State's furniture industry to greater success. Our government's support is crucial, if our local furniture industry is to succeed" she added.

The President stressed that trade missions, a designated and permanent furniture exhibition center as well as exhibitions endorsed by our local government could help local players to unite as a team in promoting a Malaysian brand name. She also opined that through standardised development, Sarawak could have a community of high quality manufacturers under one umbrella to work hand-in-hand in enhancing Malaysian furniture international image and branding.

She urged the government as well as the industry players to foster a closer relationship in order to spur the growth of our furniture industry and hoped that the expo participants would take this golden opportunity to explore more about the Sarawak's furniture industry.

SUMMARY

- STIDC had been the main sponsor of the Sarawak Furniture and Home Expo for two consecutive years
- SFIA is determined to demonstrate that it can and will deliver even more than what had already been achieved
- Closer relationship between the government and the industry players is vital to spur the growth of our furniture industry



BIGGER EXPO



- *President of Sarawak Manufacturers Association, Mr. Lai King Min (left) briefing The Honourable Datu Haji Len Talif Salleh (centre) on one of the exhibited local products*

Over 80% of last year's exhibitors had returned to this year's expo

Organising Chairman of the Sarawak Furniture & Home Expo 2013, Mr. Chin Yoke Song described this year's expo as an essential promotional event and an important platform for Sarawak Furniture Industries Association (SFIA) members to showcase and promote their products.

According to him, the show provided excellent opportunities for the local wood-based industry players and exhibitors to explore and expand their markets beyond Sarawak. This is crucial in order to position the local furniture entrepreneurs on the same par with their Peninsular Malaysian and international counterparts, he said.

Mr. Chin added that due to the success of the previous expos, SFIA was motivated to carry on with this year's show at grander scale. He emphasised that this annual event manifests SFIA's continuous efforts in helping the local furniture businessmen particularly SFIA members to develop further

parallel with the government's aspiration to create a robust furniture sector in the state.

He highlighted that this year, there were over 200 booths, an increase of over 50 booths from last year, as well as over 40 exhibitor companies showcasing their latest furniture and home items. "Over 80% of last year's exhibitors have returned to our Expo this year. This is the largest furniture Expo in Sarawak. We have a large variety of exhibitors, showcasing various products, such as curtains, wall coverings, household equipments, kitchens, sofas, bedroom furniture, outdoor furniture and many more" he said.

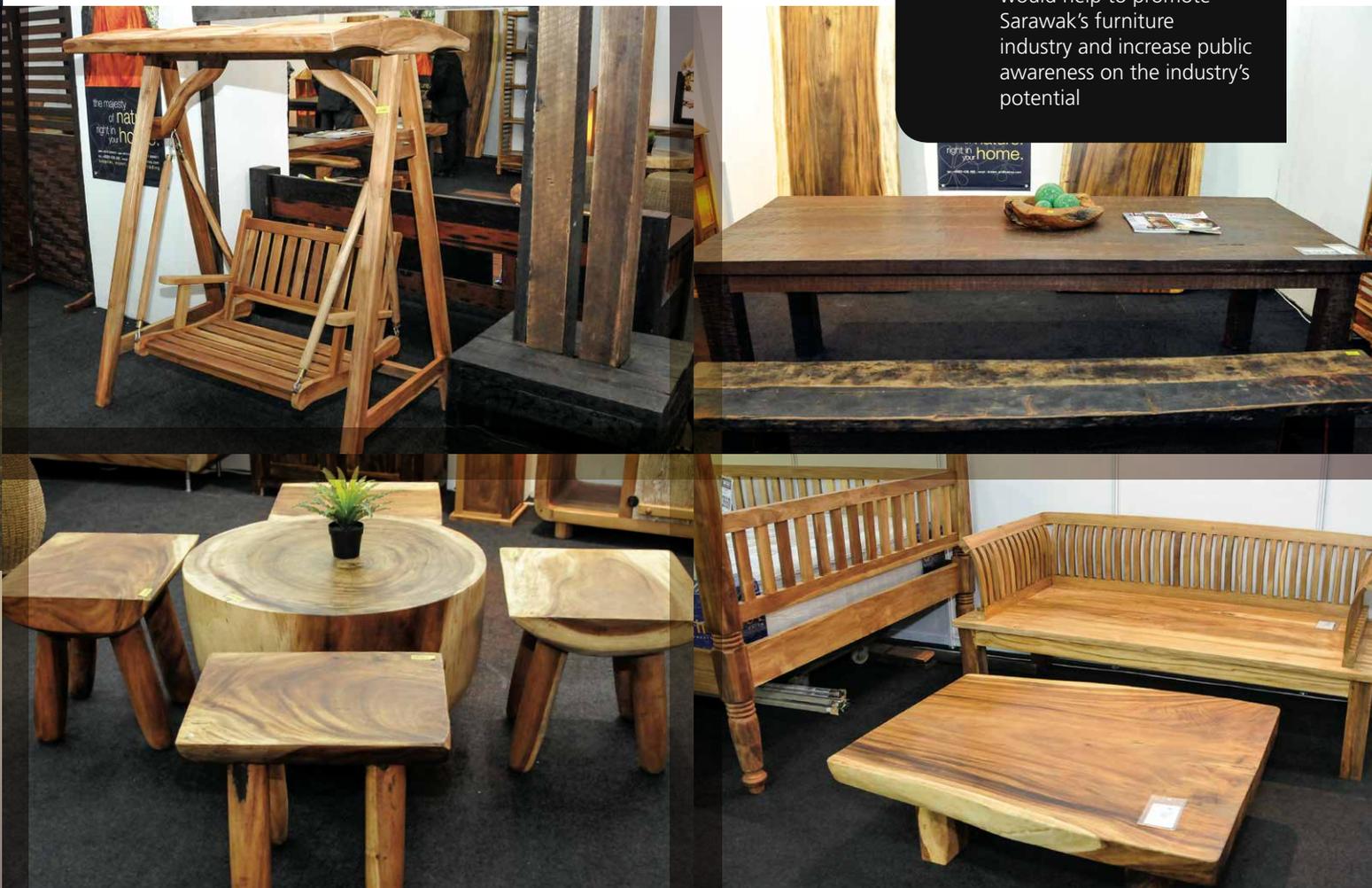
To accommodate the growing participation, he mentioned that SFIA had shifted to a larger venue at CityOne Megamall, Kuching. "We hope that this year's expo will be able to emulate the success enjoyed last year and that our exhibitors will be successful in their marketing and sales of their products and return for next year's expo" he said.

Mr. Chin hoped that this expo would help to promote Sarawak's furniture industry and increase public awareness on the industry's potential. He added that this Expo provided an opportunity for the public to explore the wide range of products offered by our local industry under one roof.

Buyers had the chance to win the lucky draws throughout the 4-day show with every RM500 worth of purchase entitled them to one luck draw ticket. Prizes included the 40" LED television set and mini iPad.

SUMMARY

- The expo provided excellent opportunities for the local wood-based industry players and exhibitors to explore and expand their markets beyond Sarawak
- This annual event manifests SFIA's continuous efforts in helping the local furniture businessmen particularly SFIA members to develop further
- It is hoped that this expo would help to promote Sarawak's furniture industry and increase public awareness on the industry's potential



CONCERNS ON FUEL PRICE



Industry players said the recent fuel price hike is directly affecting them

The price of RON95 petrol and diesel was raised by 20 cents per litre as one of the measures to rationalise subsidies by the government to reduce the national fiscal deficit. Prime Minister, Datuk Seri Najib Tun Razak said this decision is poised to save RM1.1billion from September to December 2013 and RM3.3billion annually. According to him, the decision is in accordance with the government's commitment to achieve a fiscal deficit target of 3% of GDP by 2015 and attain a balanced budget by 2020. He added that there is a need to move to a more targeted subsidy system that caters for vulnerable groups (The Star, 3rd September 2013).

Chairman of Sarawak Timber Association, Datuk Wong Kie Yik said the price hike is



directly affecting the wood-based industry in Sarawak. "It happened at the time when the price of timber is not steady. Hence, it is a double-blow for the industry. Gradually, prices of other things will also escalate" he said.

President of Sarawak Bumiputera Furniture Association, Mr. Mohammad Bahaman Haji Sulaiman echoed similar views on the spiraling fuel price saying that it has an adverse impact on the wood-based industry in Sarawak including the manufacturing sector because the suppliers will also raise the price of raw materials. He added that Sarawak is badly affected because the infrastructure is

not as good as in the Peninsular Malaysia and hoped that the government would review its decision and reinstate the subsidy for the Bumiputera entrepreneurs including the manufacturing sector.

Meanwhile, President of Sarawak Manufacturers' Association, Mr. Lai King Min commented that the soaring price of fuel has a direct impact on the manufacturing and transportation sectors adding that it will lead to the surge of price of anything that relates to fuel. "Eventually, this will give rise to higher inflation and they will pass the burden to the consumers" he said.



Grouse was also heard from the President of Sarawak Furniture Industry Association, Ms. Sim Lee Beng who opined that furniture entrepreneurs in Sarawak stand to lose because the escalating fuel price will gradually cause their operating costs including freight charges to increase. "The fuel price hike is directly affecting our furniture industry and it has resulted in the increase in transportation and delivery charges. This will lead to price increase of other things. We have a hard time and everyone is struggling for survival. Moreover, the workers are demanding for salary increase and fuel subsidy" Ms. Sim added.

In a challenging economic environment, knowledge is a critical factor in determining advantage and success. Business sectors including the wood-based industry are advised to brace for the ever changing economic trends by equipping themselves with the latest technical know-how of the industry. Trainings are crucial in enhancing labour efficiency besides the need to expand automation to offset the increase in labour costs. As changes continue to accelerate, there is a need to adapt effectively by being more proactive and innovative in meeting customers' needs.

SUMMARY

- The price of RON95 petrol and diesel was raised by 20 cents per litre as one of the measures to rationalise subsidies by the government to reduce the national fiscal deficit
- The decision is in accordance with the government's commitment to achieve a fiscal deficit target of 3% of GDP by 2015 and attain a balanced budget by 2020



2013

JANUARY – JUNE

market performance

Export Value of Logs and Timber Products

The values of logs and timber products exported for the first half of 2013 decreased by 5.12% worth RM3.6 billion compared to the same period last year at RM3.7 billion. There were decreased in the overall values of timber products exported. Respective decrease in export values were that of log (10%), sawntimber (18%), veneer (9%), laminated board (26%), moulding (25%), dowel (33%), fibreboard (13%) and blockboard (89%). However, there were respective increase in export value of plywood (5%), particle board (14%) and woodchips (90%).

Plywood remained the major contributor accounting for 58% @ RM2.1 billion of the total export value, with logs (22% @ RM799 million) and sawntimber (9% @ RM328 million) as second and third place respectively. **(Table 1)**

LOGS

The volume of logs exported decreased by 17% to 1.4 million m³ from 1.6 million m³ and its value decreased by 10% to RM799 million from RM 889 million for the first half year 2013 in comparison with similar period in 2012. India remains the number one importer of the State's logs, followed by Taiwan, China, Vietnam and Japan.

India become the top importer for the State's log by purchasing volume of 849 thousand m³ of the logs with exported value at RM520 million, followed by Taiwan (imported 201 thousand m³ @ RM116 million) and China (126 thousand m³ @RM61 million)

There was a decrease by 22% for logs exported to India at 849 thousand m³ valued at RM520 million contributing 65% to the overall value of logs exported from January to June 2013 against that 1.1 million m³ exported for the corresponding period in 2012. This was followed by Taiwan (increased by 14%) and China (decreased by 25%).

Top 3 log importing countries were India, Taiwan and China constituted 86% of the overall exported volume and contributed 87% to the overall value of the products in the first half year 2013.

Average price of logs increased by 8% from RM539 per m³ to RM581 per m³ for the first half 2013 compared to similar period in 2012. **(Table 2)**

SAWNTIMBER

The volume of sawntimber exported decreased by 11% to 373 thousand m³ from 418 thousand m³ and decreased in value by 18% to RM328 million from RM398 million for January to June 2013 against that of similar period in 2012.

Philippines become the top importer for the State's sawn timber by purchasing volume of 101 thousand m³ of the sawntimber with exported value at RM38 million, followed by Thailand (imported 95 thousand m³ @ RM92 million) and Middle East (70 thousand m³ @ RM84 million)

The export volume of the sawntimber to Philippines increased by 28% compared to similar period of the previous year. This was followed by Thailand and Middle East which decreased by 28% and 21% respectively.

Export of sawntimber to Philippines, Thailand, and Middle East constituted 71% of the overall exported volume and contributed 65% to the overall value of the products in the first half year 2013.

Average price of the sawntimber decreased by 7% from RM951 per m³ to RM879 per m³ for the first half 2012 compared to similar period in 2011. **(Table 3)**

PLYWOOD

Plywood exported for the first half 2013 was at 1.4 million m3 that was 9% higher than that of 1.3 million m3 exported during the corresponding period in 2012. Plywood sales amounting to RM2.1 billion contributed 58% to the overall revenue obtained from the total export of logs and timber products for the first half of 2013.

Japan remains the number one importer of the State's plywood with the purchase of 794 thousand m3 or 56% of the volume exported with total value of RM1.2 billion for the first six month of 2013. There was an increase by 17% in the volume of plywood exported to Japan from January to June 2013 compared to that similar period 2012. Other major plywood importers were Middle East (decreased by 14% to 171 thousand m3) and Korea (decreased by 15% to 150 thousand m3).

Export of plywood to Japan, Middle East and Korea constituted 78% of the overall exported volume and contributed 77% of the overall exported value of the products in the first half 2013.

Average price of plywood decreased by 4% from RM1,540 per m3 to RM1,476 per m3 for the first half 2013 compared to similar period in 2012. **(Table 4)**



OTHER TIMBER PRODUCT

Other timber products includes veneer, dowels, mouldings, particle board, fibreboard, block board, laminated board/flooring, woodchip and other timber products as mentioned in Table 1. The export value of these products was at RM379 million accounted for 11% of the overall value of logs and timber products exported during the first half of 2013.

There was respective decrease in volumes of veneer (4%), laminated board/flooring (20%) moulding (22%), dowel (25%), fibreboard (1%) and blockboard (92%). However, there was an increase in volume for particle board (29%) and woodchips (61%) for the first half 2013 compared to the corresponding period in 2012.

OUTLOOK

Sarawak's timber export raised RM 3.6 billion for the first six month of this year which decreased by 2.7% from last year. The decline was because of the weaker economy in certain import markets. Timber industry in Sarawak also relying too much on traditional market such as Japan, Korea and India. Second Resource Planning and Environment Minister Datuk Amar Awang Tengah Ali Hassan said the State must explore other market to boost our timber trade. In trying to wean off the State's heavy reliance on traditional markets, Sarawak is planning to expand its timber export market to Middle East country like Kazakhstan next year. Kazakhstan is a potential market for Sarawak timber as there is high demand for timber and timber based furniture products. By doing more promotion and trade mission to those countries which have the potential to become our timber importers, it is hoped that the timber industry will get back on track by year end 2013. (source: New Straits Times. 28. August 2013)

trade statistics

sarawak

TABLE 1
EXPORT SUMMARY OF TIMBER AND TIMBER PRODUCTS FROM SARAWAK

PRODUCTS	2013 ^p January - June			2012 ^a January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
LOG	1,374,921	799,101	22.16	1,649,695	889,847	24.02	(16.66)	(10.20)
SAWNTIMBER	373,373	328,081	9.10	418,194	397,847	10.74	(10.72)	(17.54)
PLYWOOD	1,422,690	2,100,547	58.24	1,299,454	2,001,198	54.01	9.48	4.96
VENEER	101,500	115,708	3.21	106,146	126,673	3.42	(4.38)	(8.66)
LAMINATED BOARD / FLOORING	7,772	17,562	0.49	9,715	23,844	0.64	(20.00)	(26.35)
MOULDING	3,240	7,545	0.21	4,194	10,080	0.27	(22.74)	(25.15)
DOWEL	423	1,619	0.04	566	2,427	0.07	(25.23)	(33.29)
FIBREBOARD	92,810	129,759	3.60	93,776	149,702	4.04	(1.03)	(13.32)
BLOCKBOARD	45	51	0.00	604	472	0.01	(92.60)	(89.19)
PARTICLE BOARD	65,555	30,467	0.84	50,796	26,689	0.72	29.05	14.16
OTHER PRODUCTS*	49,316	51,893	1.44	46,907	63,822	1.72	5.14	(18.69)
WOODCHIP [Tonne]	127,300	24,083	0.67	79,300	12,663	0.34	60.53	90.18
TOTAL (m³) (RM)	3,491,644	3,606,416	100	3,680,046	3,705,264	100	(5.12)	(2.67)

***OTHER TIMBER PRODUCTS:**

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

Notes:

- Fibreboard include MDF and HDF
- Total of volume (m3) does not include woodchips (tonne)
- a = actual data & total does not include application/permit to transport goods within the Federation [Customs Declaration Form No.3 (CDF3)]
- p = preliminary data & total does not include application/permit to transport goods within the Federation [Customs Declaration Form No.3 (CDF3)]

EXPORT VALUE OF MAJOR TIMBER & TIMBER PRODUCTS FROM SARAWAK (RM'000) : 2013 / 2012

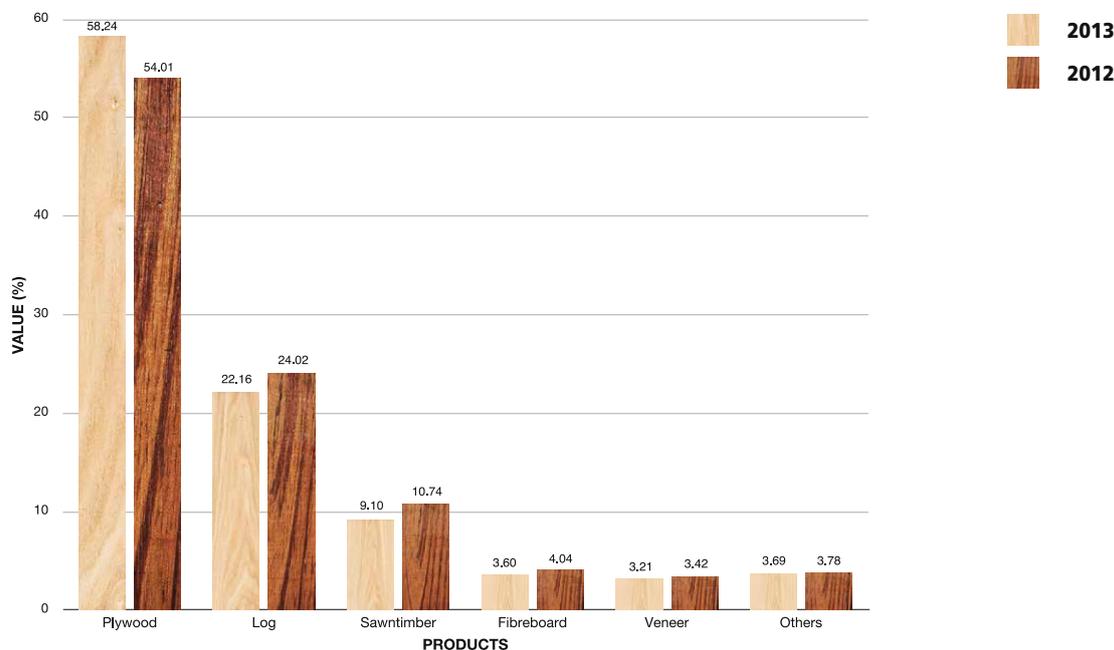


TABLE 2
EXPORT OF LOG BY COUNTRY OF DESTINATIONS

DESTINATIONS	2013 ^p January - June			2012 ^a January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
INDIA	849,048	520,228	65.10	1,087,358	585,175	65.76	(21.92)	(11.10)
TAIWAN	201,055	116,043	14.52	176,219	98,103	11.02	14.09	18.29
CHINA	125,884	61,166	7.65	168,047	86,757	9.75	(25.09)	(29.50)
VIETNAM	82,484	36,147	4.52	79,500	33,125	3.72	3.75	9.12
JAPAN	64,458	44,278	5.54	85,741	54,897	6.17	(24.82)	(19.34)
INDONESIA	21,902	3,019	0.38	-	-	-	100.00	100.00
KOREA	13,138	7,085	0.89	33,698	19,615	2.20	(61.01)	(63.88)
THAILAND	9,701	6,699	0.84	9,037	6,692	0.75	7.34	0.10
PHILIPPINES	7,250	4,436	0.56	9,114	4,138	0.47	(20.45)	7.20
PAKISTAN	-	-	-	980	1,345	0.15	(100.00)	(100.00)
TOTAL	1,374,921	799,101	100	1,649,695	889,847	100	(16.66)	(10.20)

EXPORT VALUE OF LOG TO MAJOR DESTINATIONS

(RM'000) : 2013 / 2012

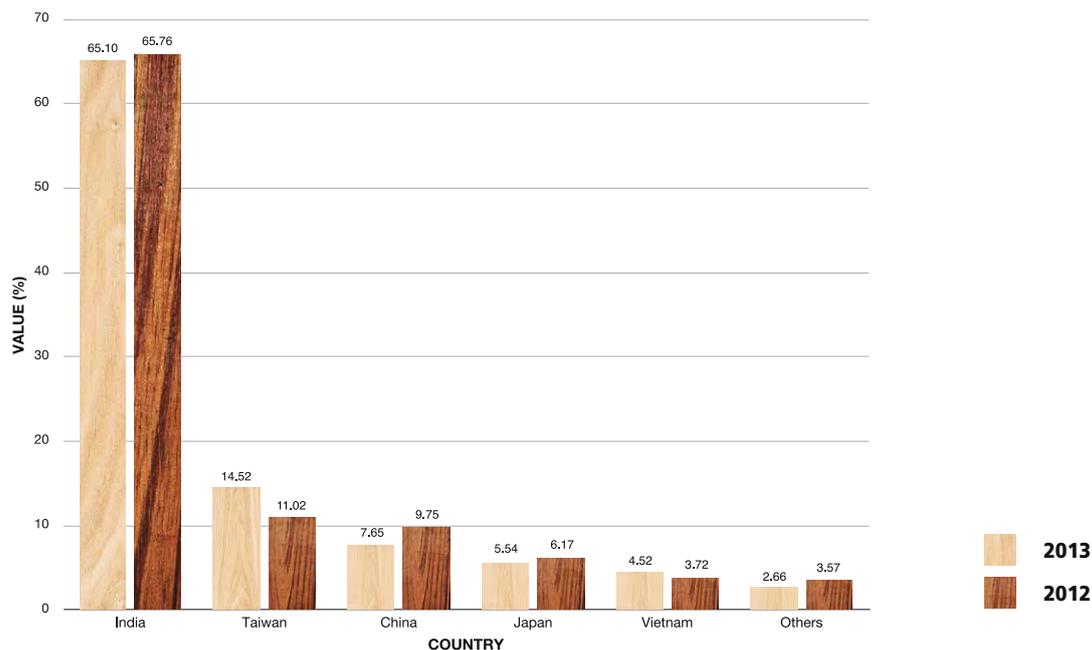


TABLE 3
EXPORT OF SAWNTIMBER BY COUNTRY OF DESTINATIONS

DESTINATIONS	2013 ^P January - June			2012 ^A January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
PHILIPPINES	101,257	37,701	11.49	79,104	29,963	7.53	28.00	25.83
THAILAND	95,245	91,980	28.04	131,965	126,577	31.82	(27.83)	(27.33)
MIDDLE EAST	70,148	83,875	25.57	88,769	105,574	26.54	(20.98)	(20.55)
TAIWAN	31,957	24,876	7.58	35,952	31,760	7.98	(11.11)	(21.68)
KOREA	17,056	19,915	6.07	16,343	19,346	4.86	4.36	2.94
SINGAPORE	15,383	16,248	4.95	18,763	19,035	4.78	(18.01)	(14.64)
JAPAN	12,438	20,404	6.22	12,938	23,371	5.87	(3.86)	(12.70)
CHINA	8,630	7,811	2.38	11,869	12,742	3.20	(27.28)	(38.70)
SRI LANKA	7,172	7,785	2.37	6,538	9,289	2.33	9.71	(16.19)
SOUTH AFRICA	4,779	5,471	1.67	5,389	5,817	1.46	(11.30)	(5.95)
OTHERS*	9,306	12,015	3.66	10,566	14,373	3.61	(11.92)	(16.41)
TOTAL	373,373	328,081	100	418,194	397,847	100	(10.72)	(17.54)

***OTHER DESTINATION:**

- AUSTRALIA
- BELGIUM
- BRUNEI
- FRANCE
- HONG KONG
- INDIA
- INDONESIA
- MALDIVES
- MAURITIUS
- NETHERLANDS
- REUNION
- SEYCHELLES
- UNITED KINGDOM
- UNITED STATES
- VIETNAM
- within MALAYSIA (Peninsular & Sabah)

EXPORT VALUE OF SAWNTIMBER TO MAJOR DESTINATIONS

(RM'000) : 2013 / 2012

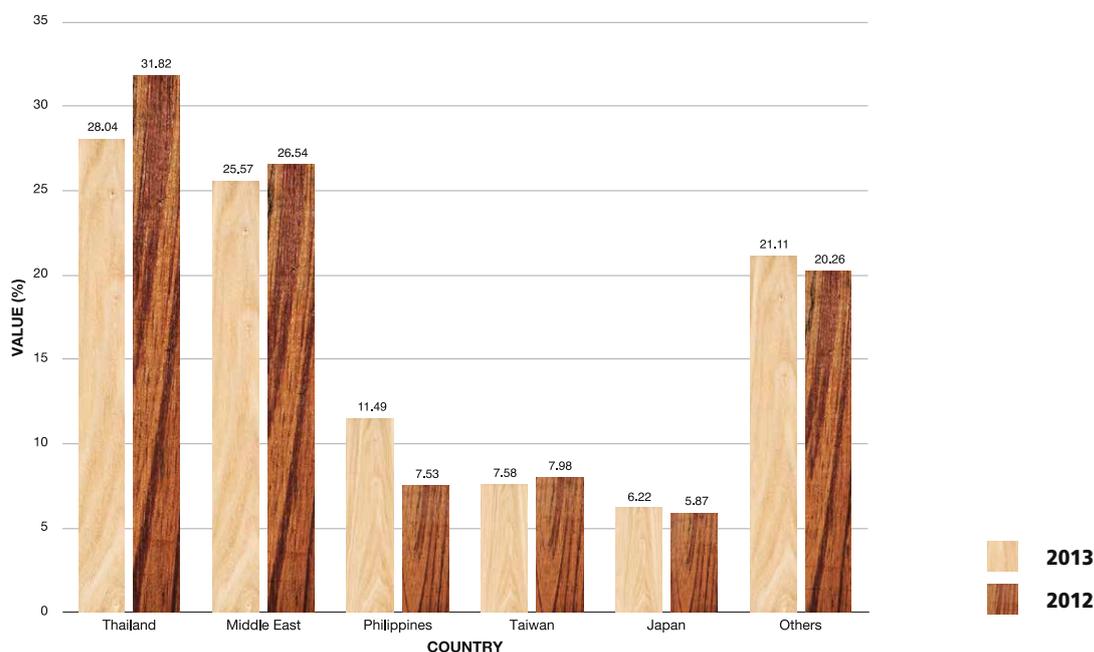


TABLE 4
EXPORT OF PLYWOOD BY COUNTRY OF DESTINATIONS

DESTINATIONS	2013 ^p January - June			2012 ^a January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	793,544	1,189,403	56.62	675,580	1,106,839	55.31	17.46	7.46
MIDDLE EAST	171,224	229,856	10.94	200,234	270,946	13.54	(14.49)	(15.17)
KOREA	150,146	197,048	9.38	176,292	229,966	11.49	(14.83)	(14.31)
TAIWAN	136,423	188,835	8.99	110,606	154,124	7.70	23.34	22.52
PHILIPPINES	47,583	87,787	4.18	25,157	41,587	2.08	89.14	111.09
UNITED STATES	38,443	74,275	3.54	26,287	57,225	2.86	46.24	29.79
CHINA	19,371	31,092	1.48	29,098	49,870	2.49	(33.43)	(37.65)
HONG KONG	16,813	23,790	1.13	13,565	19,521	0.98	23.95	21.87
SINGAPORE	10,505	14,073	0.67	10,650	13,927	0.70	(1.37)	1.05
THAILAND	8,628	12,942	0.62	3,055	4,919	0.25	182.41	163.10
OTHERS*	30,009	51,446	2.45	28,928	52,274	2.61	3.74	(1.58)
TOTAL	1,422,690	2,100,547	100	1,299,454	2,001,198	100	9.48	4.96

***OTHER DESTINATION:**

- AUSTRALIA
- BELGIUM
- BRUNEI
- CANADA
- DOMINICAN REPUBLIC
- GERMANY
- INDIA
- INDONESIA
- ITALY
- LIBERIA
- MAURITIUS
- MEXICO
- NETHERLANDS
- NEW ZEALAND
- NORTHERN MARIANA ISLANDS
- SOUTH AFRICA
- SRI LANKA
- SUDAN
- UNITED KINGDOM
- VIETNAM

EXPORT VALUE OF PLYWOOD TO MAJOR DESTINATIONS

(RM'000) : 2013 / 2012

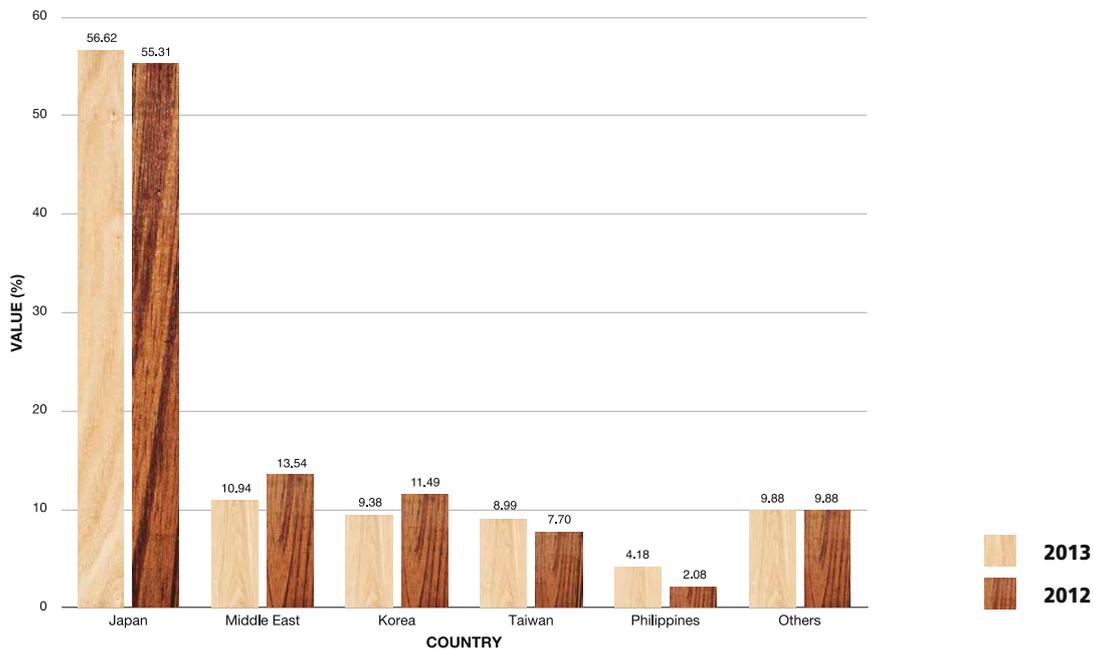


TABLE 5
EXPORT OF VENEER BY COUNTRY OF DESTINATIONS

DESTINATIONS	2013 ^a January - June			2012 ^a January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
TAIWAN	56,934	64,153	55.44	51,740	61,395	48.47	10.04	4.49
KOREA	26,697	28,824	24.91	26,859	29,071	22.95	(0.60)	(0.85)
CHINA	10,372	9,914	8.57	11,316	9,941	7.85	(8.34)	(0.27)
PHILIPPINES	4,365	6,167	5.33	9,835	14,710	11.61	(55.61)	(58.08)
JAPAN	2,782	4,321	3.73	3,765	6,639	5.24	(26.10)	(34.91)
AUSTRALIA	236	1,527	1.32	811	3,366	2.66	(70.87)	(54.63)
THAILAND	79	133	0.11	1,574	1,325	1.05	(94.98)	(89.96)
UNITED STATES	33	596	0.52	-	-	-	100.00	100.00
GERMANY	2	72	0.06	-	-	-	100.00	100.00
VIETNAM	0.3	1	0.00	213	202	0.16	(99.87)	(99.50)
SINGAPORE	-	-	-	34	24	0.02	(100.00)	(100.00)
TOTAL	101,500	115,708	100	106,146	126,673	100	(4.38)	(8.66)

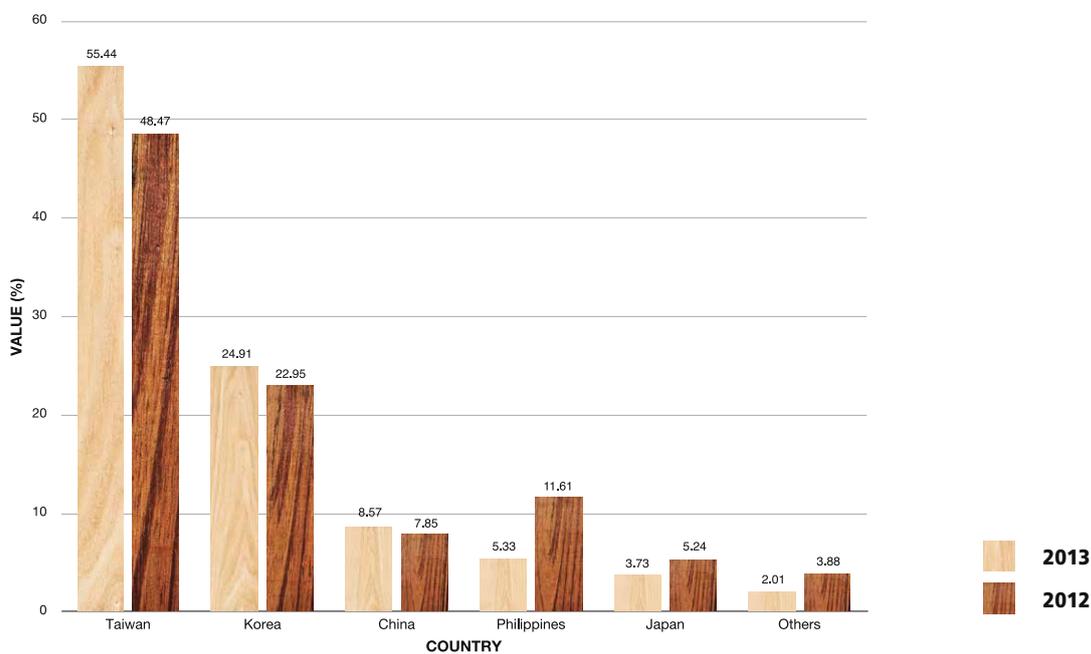
EXPORT VALUE OF VENEER TO MAJOR DESTINATIONS
(RM'000) : 2013 / 2012

TABLE 6
EXPORT OF LAMINATED BOARD/FLOORING BY COUNTRY OF DESTINATIONS

DESTINATIONS	2013 ^p January - June			2012 ^a January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
TAIWAN	2,624	3,178	18.10	2,530	2,738	11.48	3.70	16.07
UNITED STATES	2,180	7,277	41.44	4,735	15,638	65.58	(53.97)	(53.47)
BRUNEI	942	2,761	15.72	209	696	2.92	350.19	296.70
KOREA	586	727	4.14	1,232	1,614	6.77	(52.44)	(54.96)
INDONESIA	477	1,256	7.15	223	652	2.73	113.93	92.64
EU	289	912	5.19	344	1,077	4.52	(16.11)	(15.32)
VIETNAM	275	823	4.69	44	126	0.53	521.09	553.17
CHINA	243	144	0.82	-	-	-	100.00	100.00
JAPAN	66	235	1.34	101	351	1.47	(34.06)	(33.05)
CANADA	25	78	0.44	40	117	0.49	(36.91)	(33.33)
OTHERS*	66	171	0.97	257	835	3.50	(74.14)	(79.52)
TOTAL	7,772	17,562	100	9,715	23,844	100	(20.00)	(26.35)

***OTHER DESTINATION:**

- AUSTRALIA
- PHILIPPINES
- REUNION
- SINGAPORE
- THAILAND
- TURKEY

EXPORT VALUE OF LAMINATED BOARD/FLOORING TO MAJOR DESTINATIONS

(RM'000) : 2013 / 2012

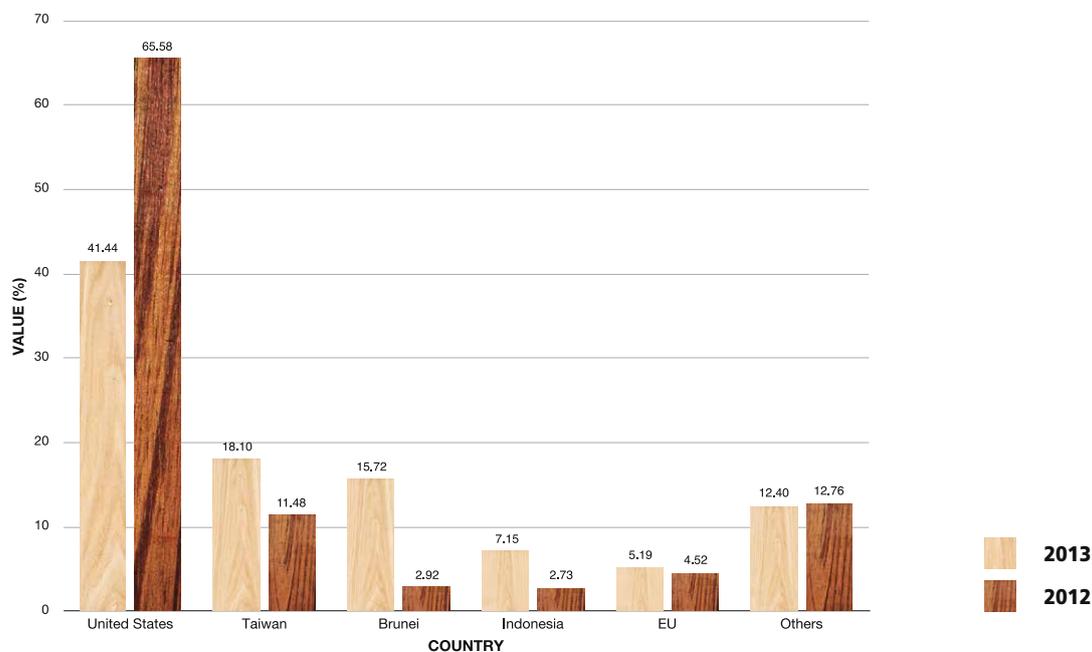


TABLE 7
EXPORT OF MOULDING BY COUNTRY OF DESTINATIONS

DESTINATIONS	2013 ^P January - June			2012 ^A January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	1,443	3,163	41.92	2,165	4,987	49.47	(33.33)	(36.58)
KOREA	655	1,196	15.85	796	1,694	16.81	(17.68)	(29.40)
UNITED STATES	462	1,410	18.69	191	688	6.83	141.87	104.94
SINGAPORE	280	556	7.37	23	34	0.34	1100.06	1535.29
TAIWAN	172	485	6.43	231	705	6.99	(25.66)	(31.21)
AUSTRALIA	134	486	6.44	400	1,085	10.76	(66.54)	(55.21)
TURKEY	41	153	2.03	-	-	-	100.00	100.00
THAILAND	23	37	0.49	-	-	-	100.00	100.00
SRI LANKA	15	15	0.20	-	-	-	100.00	100.00
SOUTH AFRICA	15	44	0.58	39	70	0.69	(62.18)	(37.14)
OTHERS*	-	-	-	348	817	8.11	(100.00)	(100.00)
TOTAL	3,240	7,545	100	4,194	10,080	100	(22.74)	(25.15)

***OTHER DESTINATION:**

- CANADA
- CHINA
- GERMANY
- NETHERLANDS
- NEW ZEALAND
- UNITED KINGDOM

EXPORT VALUE OF MOULDING TO MAJOR DESTINATIONS

(RM'000) : 2013 / 2012

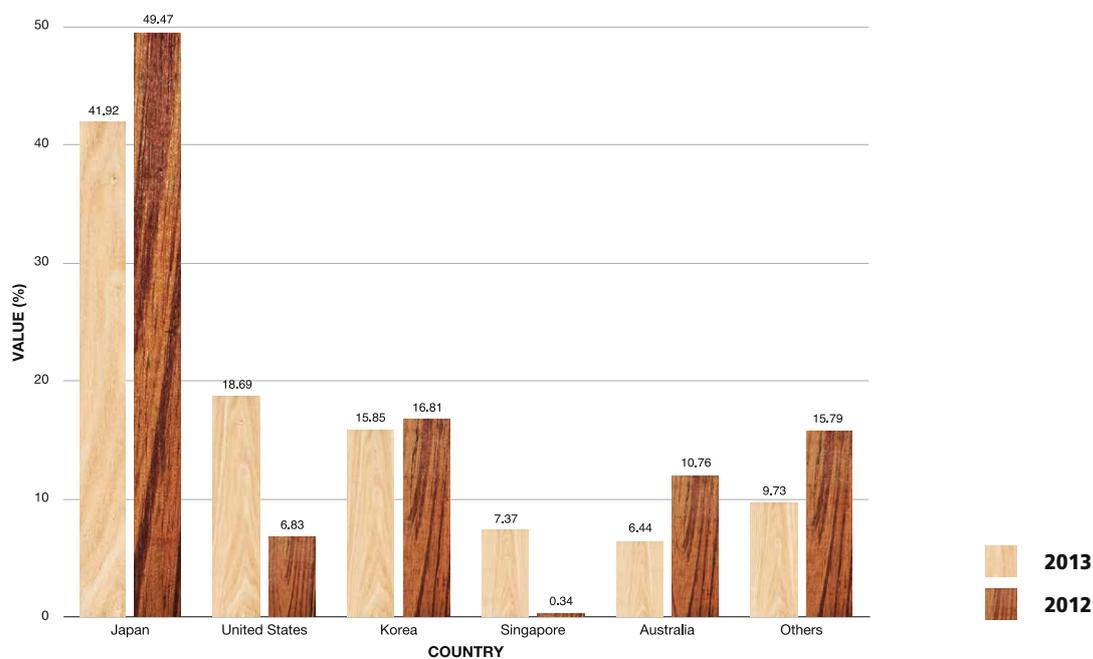


TABLE 8
EXPORT OF DOWEL BY COUNTRY OF DESTINATIONS

DESTINATIONS	2013 ^p January - June			2012 ^a January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
UNITED STATES	249	1,055	65.16	253	1,119	46.11	(1.72)	(5.72)
SOUTH AFRICA	69	200	12.35	98	311	12.81	(29.56)	(35.69)
EU	40	125	7.72	141	725	29.87	(71.72)	(82.76)
JAPAN	25	111	6.86	11	48	1.98	140.36	131.25
AUSTRALIA	22	45	2.78	7	40	1.65	231.28	12.50
INDIA	18	83	5.13	33	119	4.90	(45.59)	(30.25)
CANADA	-	-	-	23	65	2.68	(100.00)	(100.00)
TOTAL	423	1,619	100	566	2,427	100	(25.23)	(33.29)

EXPORT VALUE OF DOWEL TO MAJOR DESTINATIONS
(RM'000) : 2013 / 2012

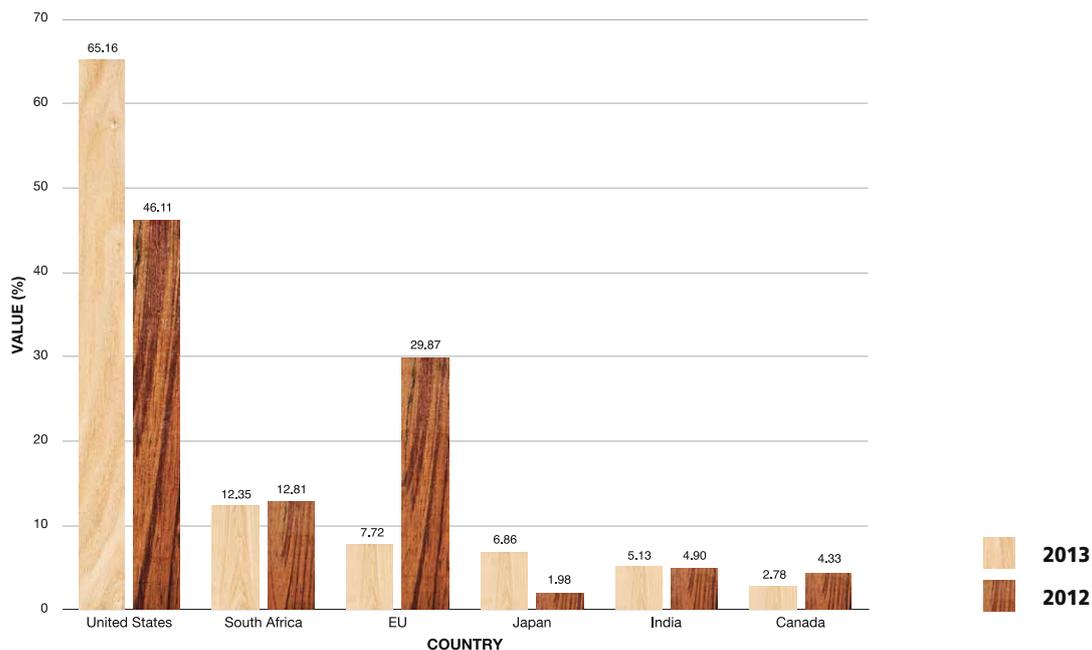


TABLE 9
EXPORT OF FIBREBOARD BY COUNTRY OF DESTINATIONS

DESTINATIONS	2013 ^P January - June			2012 ^A January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	77,900	110,582	85.22	77,705	129,628	86.59	0.25	(14.69)
PHILIPPINES	6,546	8,180	6.30	5,107	6,066	4.05	28.18	34.85
INDONESIA	3,954	4,993	3.85	7,890	9,595	6.41	(49.89)	(47.96)
TAIWAN	2,491	3,874	2.99	1,280	1,938	1.29	94.64	99.90
BRUNEI	1,346	1,222	0.94	579	564	0.38	132.45	116.67
NETHERLANDS	278	600	0.46	544	1,112	0.74	(48.95)	(46.04)
CHINA	201	260	0.20	196	248	0.17	2.81	4.84
KOREA	95	48	0.04	-	-	-	100.00	100.00
INDIA	-	-	-	350	331	0.22	(100.00)	(100.00)
AUSTRALIA	-	-	-	126	220	0.15	(100.00)	(100.00)
TOTAL	92,810	129,759	100	93,776	149,702	100	(1.03)	(13.32)

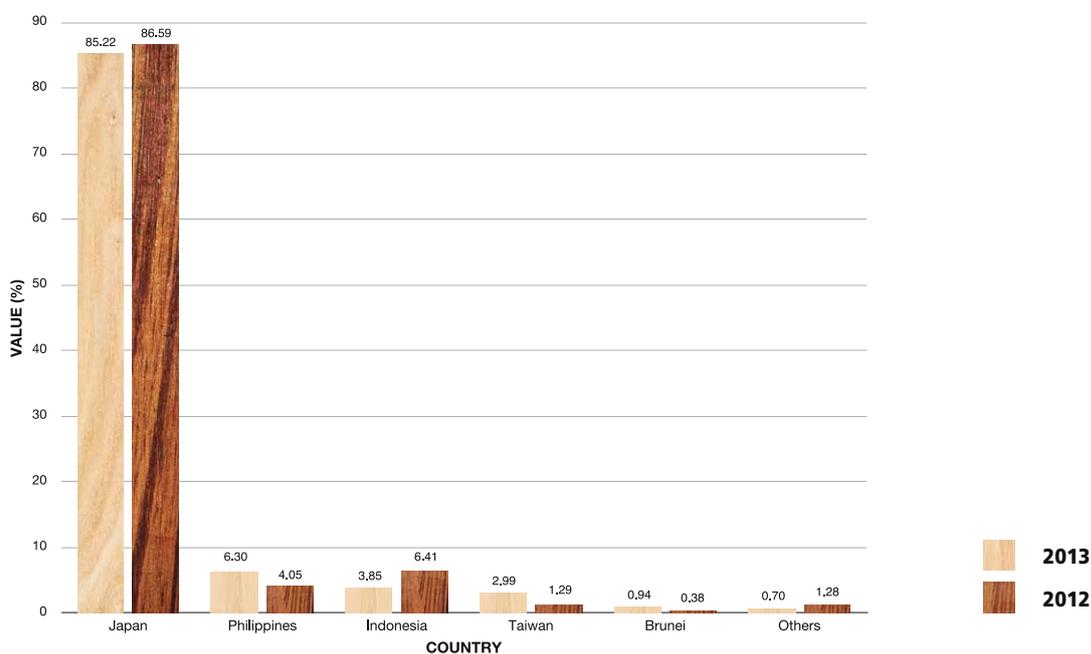
EXPORT VALUE OF FIBREBOARD TO MAJOR DESTINATIONS
(RM'000) : 2013 / 2012

TABLE 10
EXPORT OF PARTICLE BOARD BY COUNTRY OF DESTINATIONS

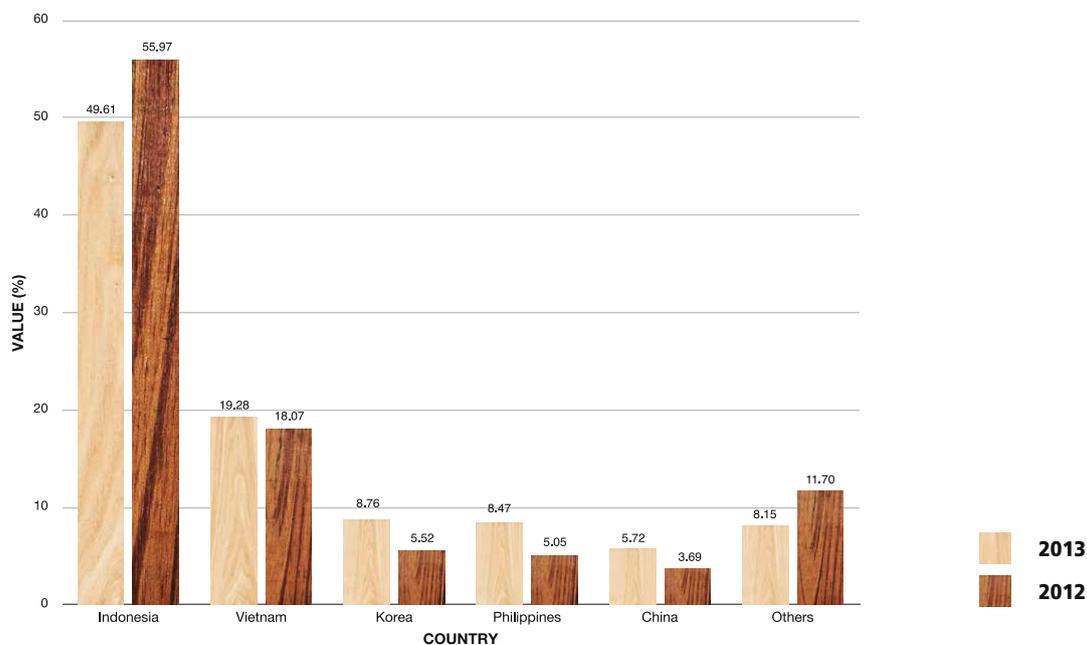
DESTINATIONS	2013 ^p January - June			2012 ^a January - June			% Change 2013 / 2012	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
INDONESIA	33,360	15,114	49.61	28,750	14,937	55.97	16.03	1.18
VIETNAM	12,555	5,875	19.28	9,720	4,823	18.07	29.17	21.81
PHILIPPINES	5,573	2,581	8.47	2,379	1,348	5.05	134.23	91.47
KOREA	4,719	2,670	8.76	2,473	1,473	5.52	90.84	81.26
CHINA	3,805	1,744	5.72	1,554	985	3.69	144.78	77.06
BRUNEI	1,581	787	2.58	427	226	0.85	269.81	248.23
BANGLADESH	1,365	396	1.30	390	170	0.64	249.94	132.94
INDIA	1,340	585	1.92	4,044	2,007	7.52	(66.85)	(70.85)
JAPAN	870	517	1.70	708	440	1.65	22.86	17.50
TANZANIA	214	101	0.33	-	-	-	100.00	100.00
OTHERS*	172	97	0.32	350	280	1.05	(50.87)	(65.36)
TOTAL	65,555	30,467	100	50,796	26,689	100	29.05	14.16

***OTHER DESTINATION:**

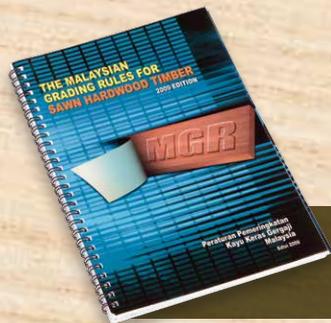
- AUSTRALIA
- SINGAPORE
- TAIWAN
- YEMEN

EXPORT VALUE OF PARTICLE BOARD TO MAJOR DESTINATIONS

(RM'000) : 2013 / 2012

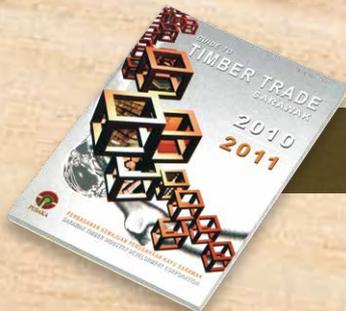


Publication Items FOR SALE



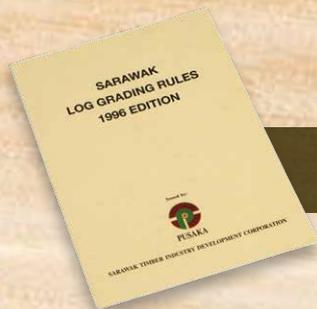
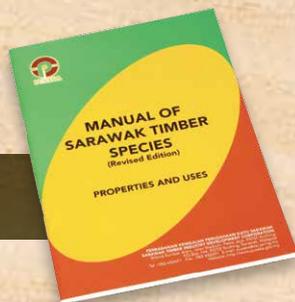
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RM 25
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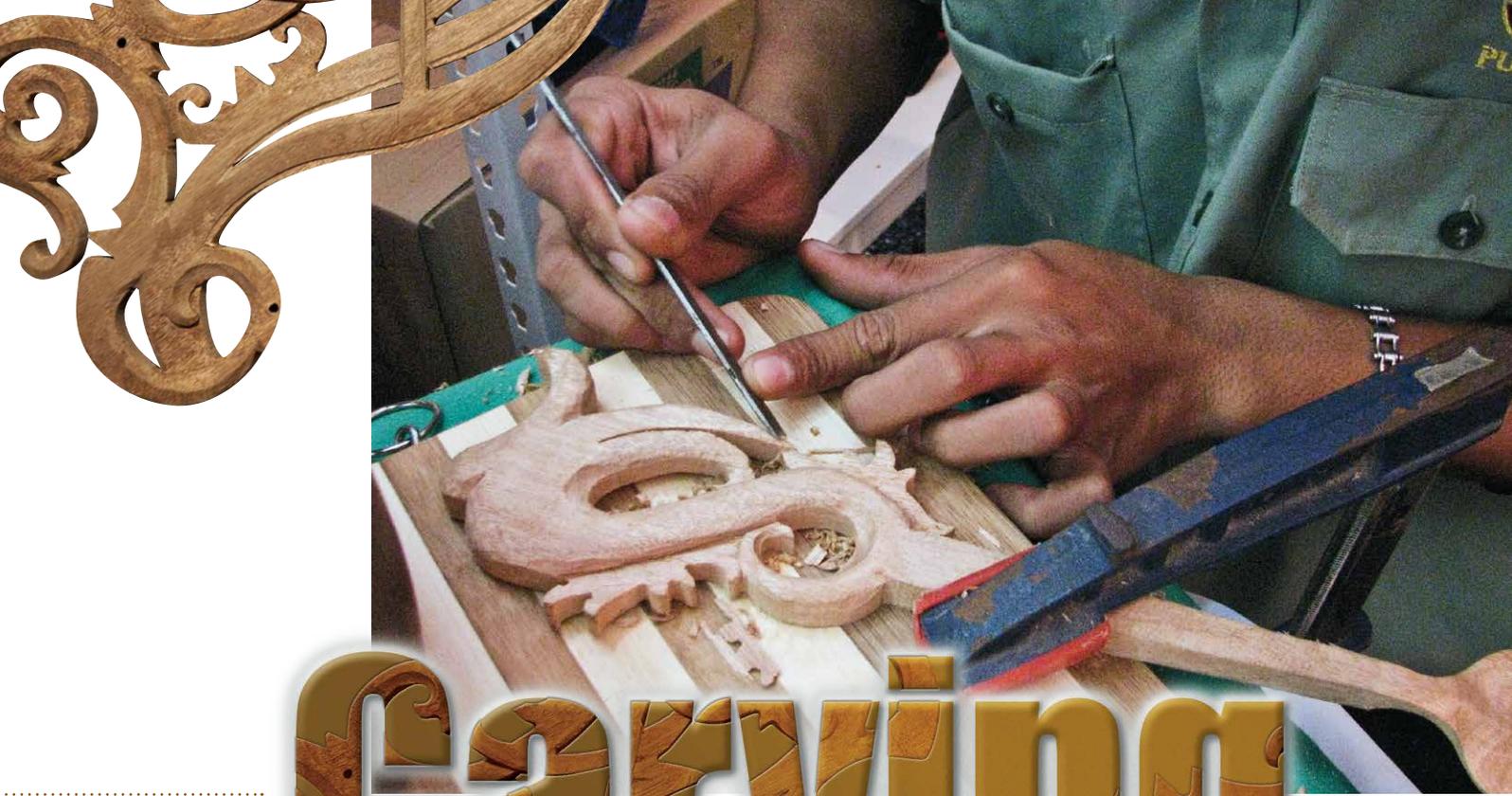
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