



MINISTRY OF INTERNATIONAL
TRADE AND INDUSTRY

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MALAYSIA
CHAIRMAN OF
ASEAN 2015

OUR PEOPLE, OUR COMMUNITY, OUR VISION

Good Regulatory Practice as a priority for the ASEAN Economic Community

Kuala Lumpur – Malaysia as the 2015 Chair of the ASEAN hosted the ASEAN-OECD Good Regulatory Practices Conference (GRP) to support sustainable and inclusive economic development and to pursue closer regional and international economic integration through transparency and responsive regulations.

The conference is aimed at building a common understanding among ASEAN Member States of the critical role of good regulatory practice in encouraging closer global and regional economic integration on a non-



discriminatory basis, and support sustainable and inclusive development. The Malaysian Government has made GRP a key priority during its Chair of ASEAN in 2015 to reflect the importance of having regional regulatory convergence.

Minister of International Trade and Industry, Dato' Sri Mustapa Mohamed said that improving efficiency of policy and regulatory processes is one of the key drivers identified to enhance productivity among ASEAN Member States.

"This will substantially reduce the regulatory burden on businesses by improving the quality of existing regulations and ensuring the quality of new regulations", he said.

"The implementation of Good Regulatory Practice is systemic, involving both top-down and bottom-up engagement. The emphasis is on transparency and accountability through public consultation and engagement with stakeholders and parties that will be affected by the changes, or introduction, of regulations and policies."

"The success of public-private sectors collaboration in implementing regulatory reforms is reflected in Malaysia's positive performance in the World Bank Doing Business 2015 report, where Malaysia is ranked 18th for the ease of doing business among 189 economies." He said during his speech at opening of ASEAN-OECD Good Regulatory Practices Conference 2015.



Dato' Sri Mustafa also launched the OECD Report, "Implementing Good Regulatory Practice in Malaysia". The report highlights Malaysia's achievement in the first 15 months of implementation of National Policy on the Development and Implementation of Regulations (NPDIR).

Source : MITI, 10 March 2015

National Export Council - A Catalyst To Propel Malaysia's Exports

The Government is putting in place a comprehensive roadmap to enhance the nation's exports amid uncertainties in the global market. The roadmap planned by the National Export Council (NEC) encompasses initiatives that will:

- i. address the gaps in the export eco-system;
- ii. deepen market access for exporters through market linkers, industry specialists and specialised promotion programmes;
- iii. internationalise and develop resilient Small and Medium exporters via customised programmes such as Go-Ex;
- iv. ramp up exports through champions and Mid-Tier companies; and
- v. improve the coordination of export promotion programmes among export-related government agencies.

These strategic action plans will be aligned with sectors targeted under the Government's 11th Malaysia Plan and the National Key Economic Areas (NKEA). The Council intends to enhance exports through better facilitation including:

- i. improving processes, procedures, regulations and documentation for exports;
- ii. infrastructure;
- iii. certification requirement; and
- iv. logistics.

Some of these initiatives will be implemented through the National Logistics Task Force that has been established. It is also inclusive whereby needs of the SMEs in exports will also be looked into. SMEs play an important role in contributing to the nation's exports. Contribution by SMEs to export is still relatively small at 16.9% and is earmarked to grow to a target of 25% by 2020.

For Mid-Tier Companies (MTCs) Development Programme, selected Mid-Tier companies will receive customised assistance to enhance their market access worldwide and to strengthen their export capabilities. Trends and developments in the digital world create new marketing channels in the e-space.

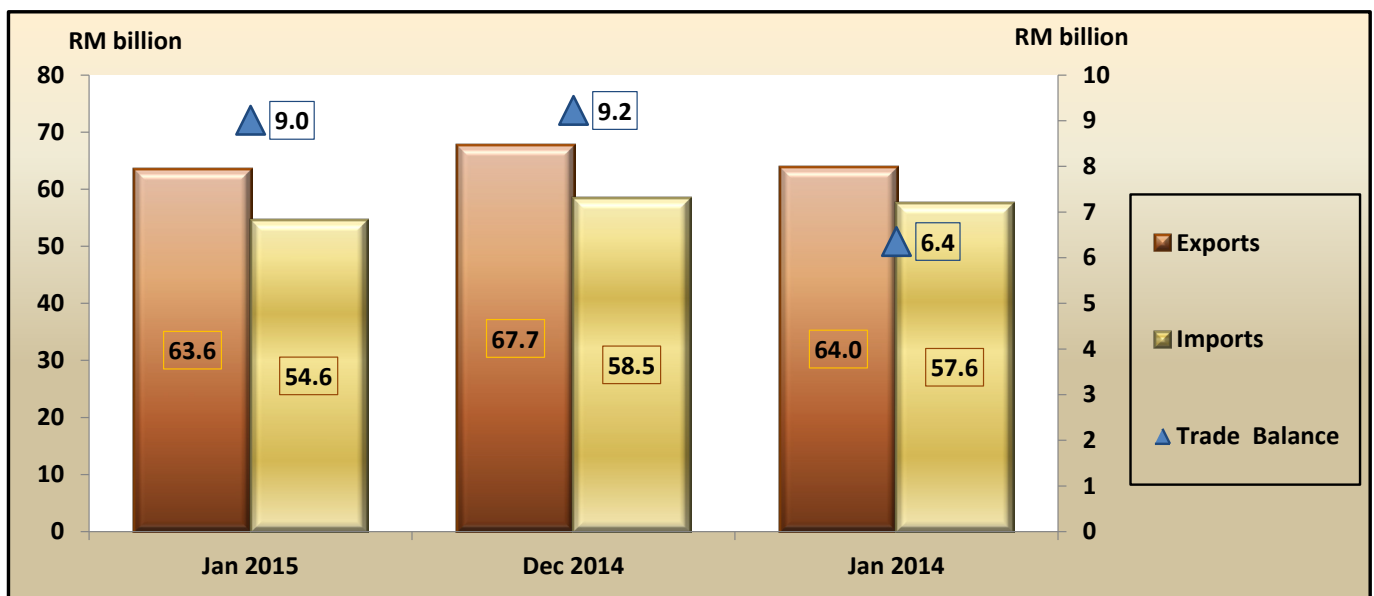
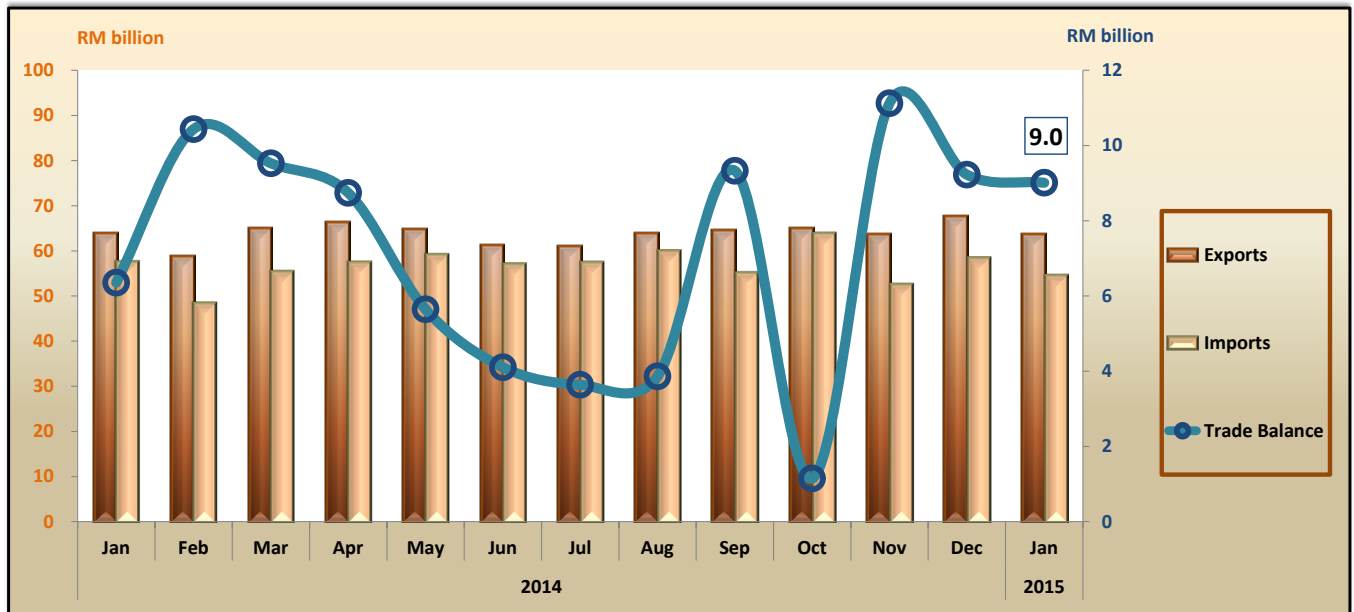
The Government will continue to provide the enabling environment and support for Malaysian companies, especially SMEs to adopt this mode of doing business. Among the initiatives that have been introduced include the eTrade programme, a collaborative effort between MATRADE and Multimedia Development Corporation (MDeC). This Programme will provide greater visibility for SMEs through leading international e-marketplaces to generate export growth.

In addition, the Government will enhance efforts to brand Malaysia and to secure acceptability for Malaysian products and services in international markets.

Source : MITI, 9 March 2015

MALAYSIA

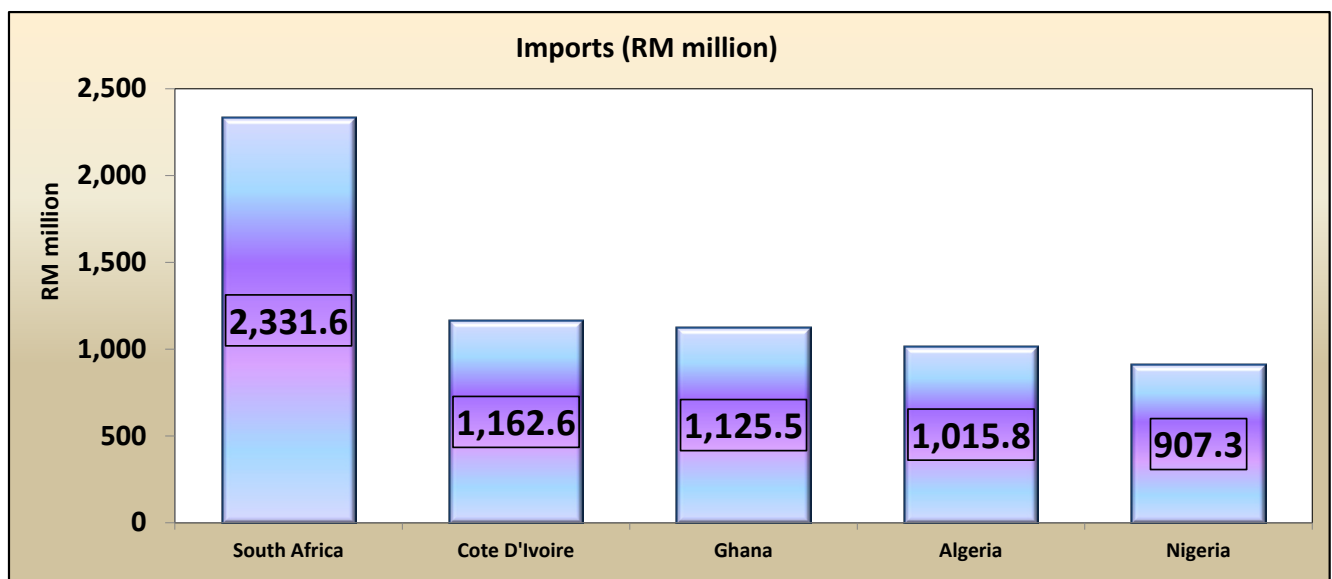
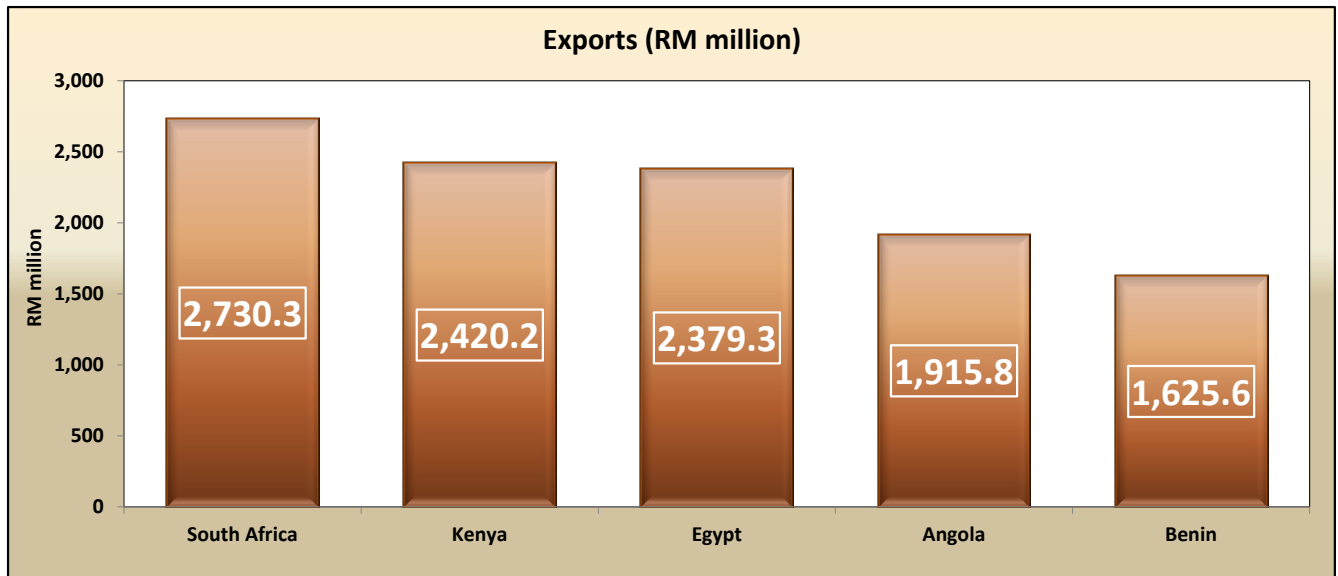
Trade in Goods, Jan 2014 - Jan 2015



	Jan 2015	Dec 2014	Jan 2014	Change % (m-o-m)	Change % (y-o-y)
	RM billion				
Exports	63.6	67.7	64.0	-6.0	-0.6
Imports	54.6	58.5	57.6	-6.6	-5.3
Trade Balance	9.0	9.2	6.4	-2.3	41.8
Total Trade	118.2	126.2	121.6	-6.3	-2.8

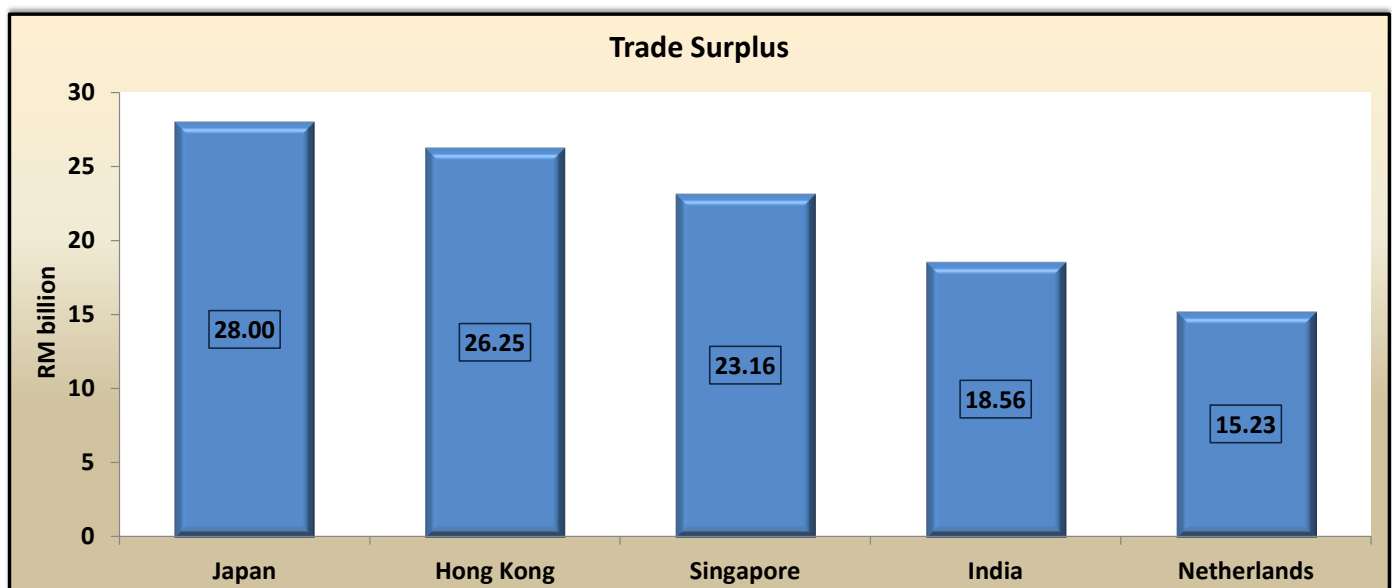
Source : Department of Statistics, Malaysia

Top Five Trading Partners in Africa, 2014



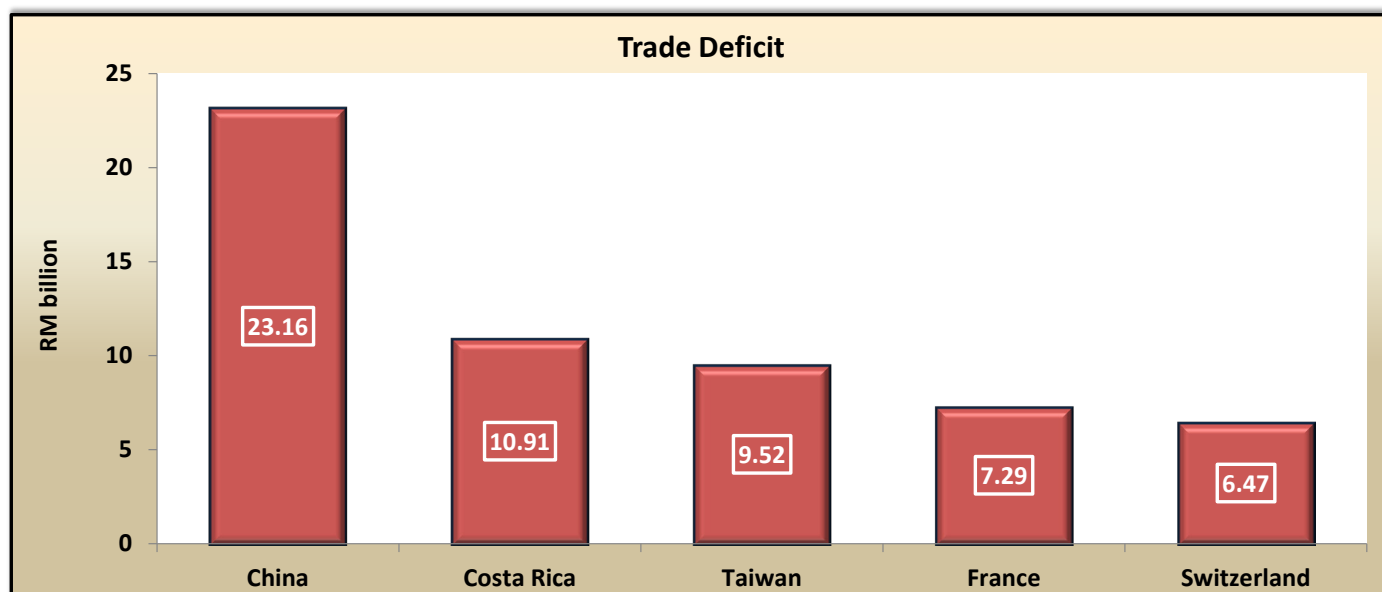
Source : Department of Statistics, Malaysia

Top Five Trade Surplus Trading Partners, 2014



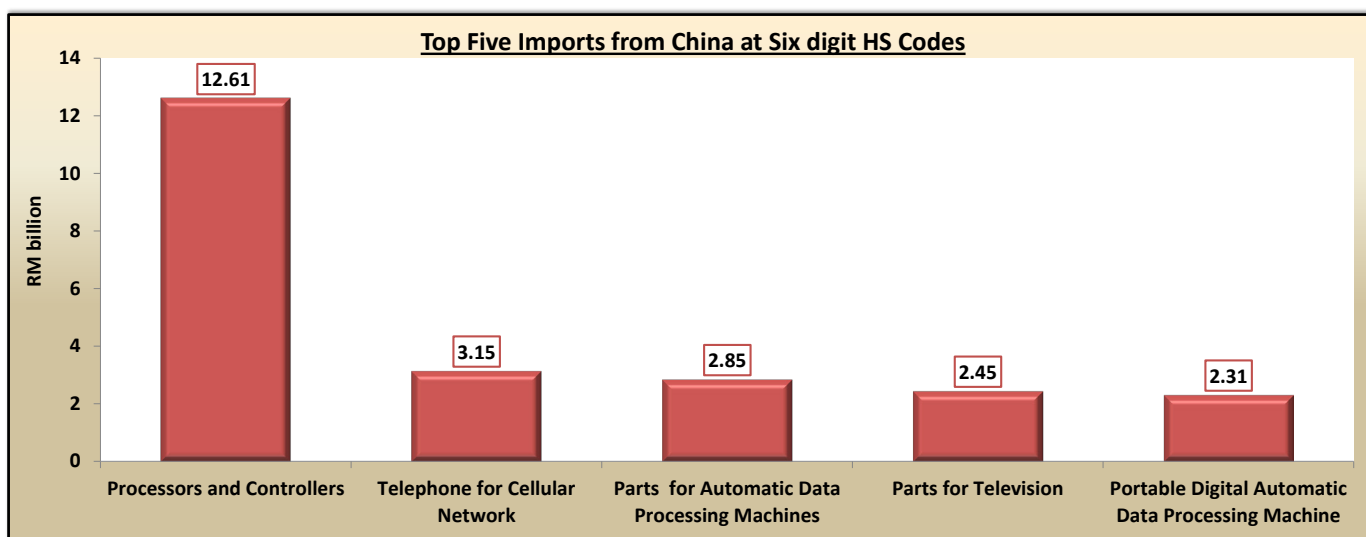
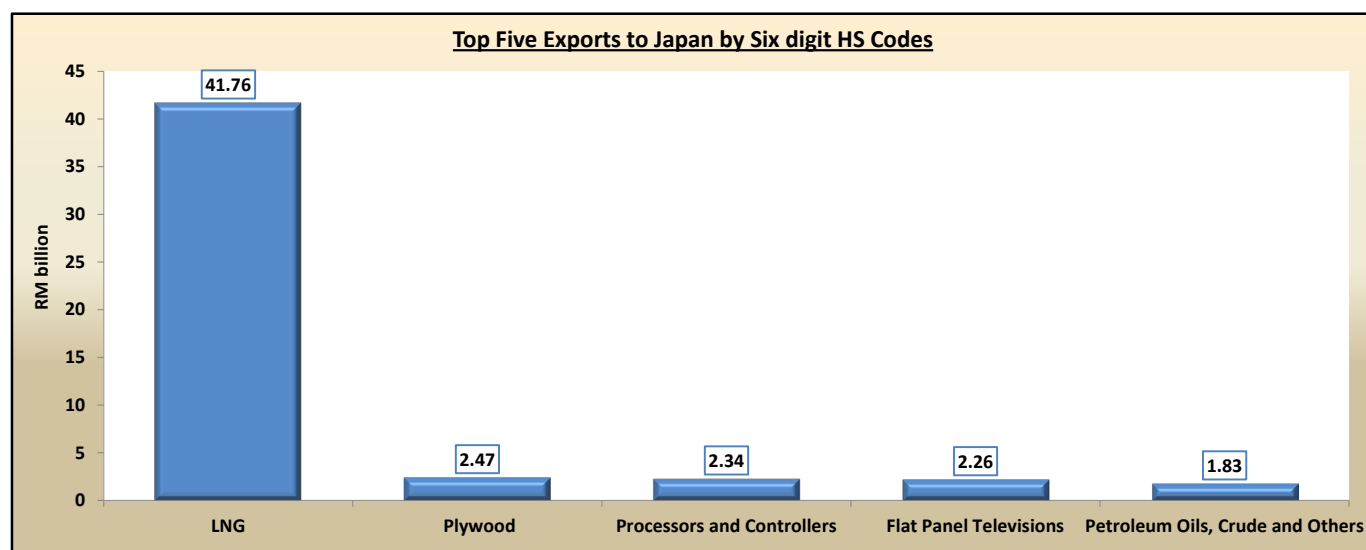
Source : Department of Statistics, Malaysia

Top Five Trade Deficit Trading Partners, 2014



Source : Department of Statistics, Malaysia

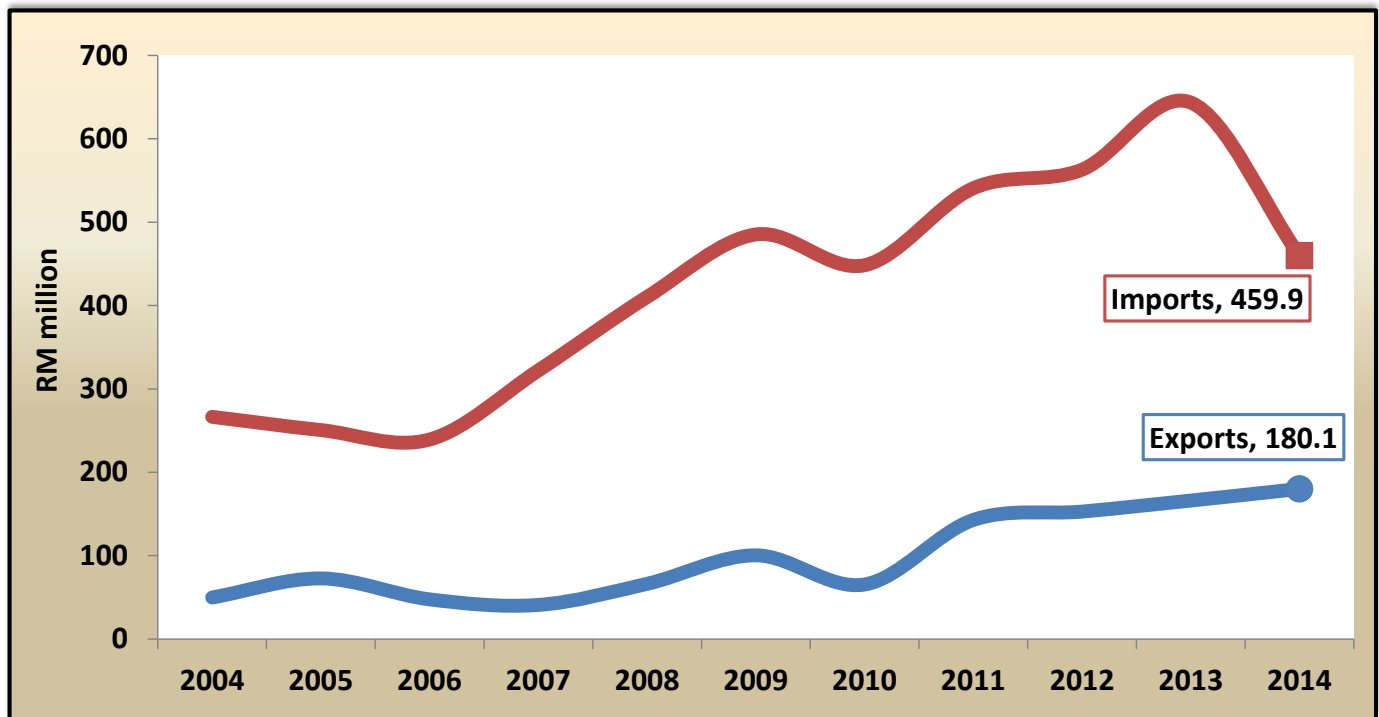
Exports to Japan and Imports from China, 2014



Source : Department of Statistics, Malaysia

Did You Know?

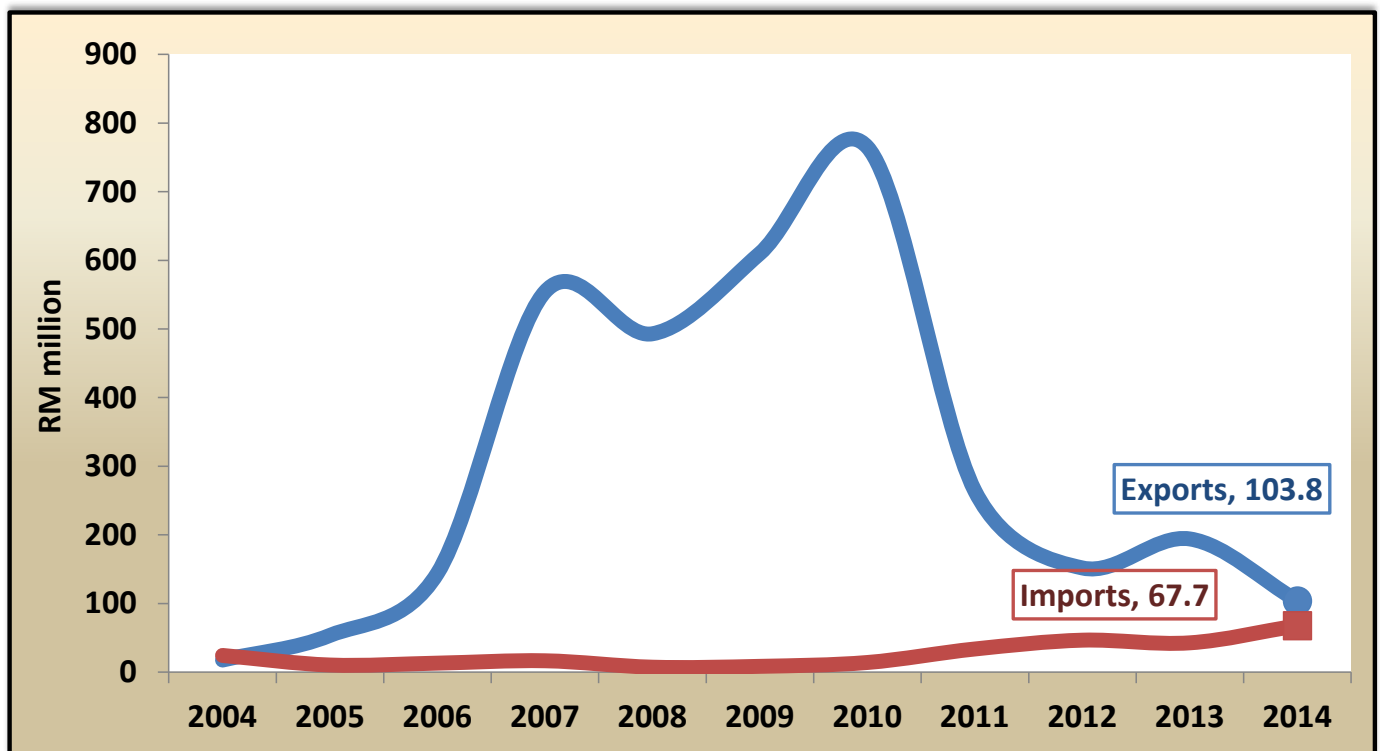
Malaysia's Trade in Diamonds, 2004-2014



Source : Department of Statistics, Malaysia

*HS 7102 : Diamond

Malaysia's Trade in Jewellery, 2004-2014



Source : Department of Statistics, Malaysia

*HS 711311, 711320 : Articles of jewellery



'ASEAN and You'

Viet Nam Key Economic Indicators



Area

332,698 sq km
128,565 sq miles



National Account



External Trade

Population
92.55 million
2014

GDP
Growth Rate
6.96% (Q4 2014)

(2013)
Exports: US\$ 148.64 bil.
Imports: US\$ 138.87 bil.
Total Trade: US\$ 287.51 bil.



Prices

Inflation Rate
0.34% (Feb 2015)

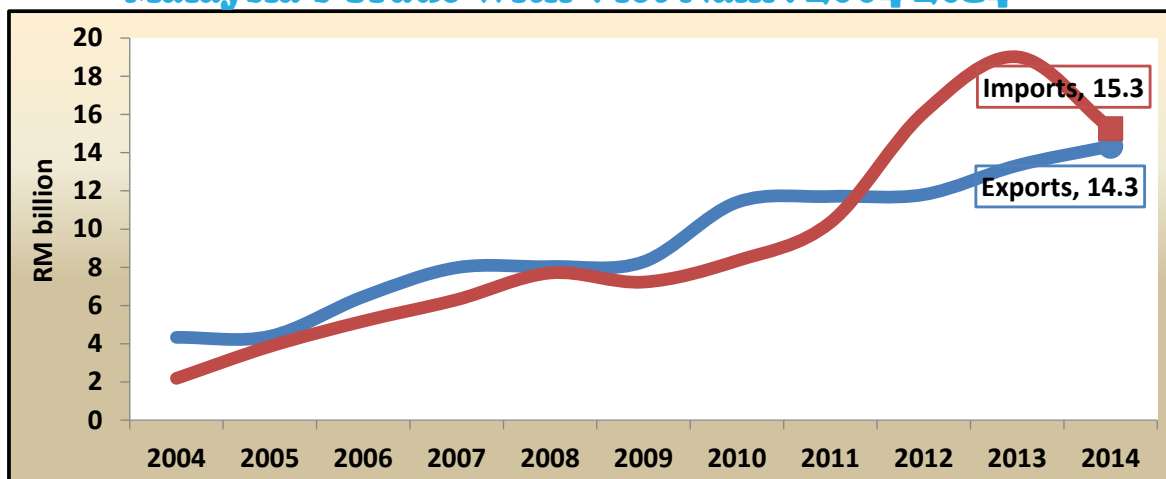


Labour

Unemployment Rate
2.1% (Q4 2014)

Source : <http://www.tradingeconomics.com>, Wikipedia

Malaysia's Trade with Viet Nam : 2004-2014



Source : Department of Statistics, Malaysia

MITI's ASEAN Portal can be accessed via <http://www.miti.gov.my/>

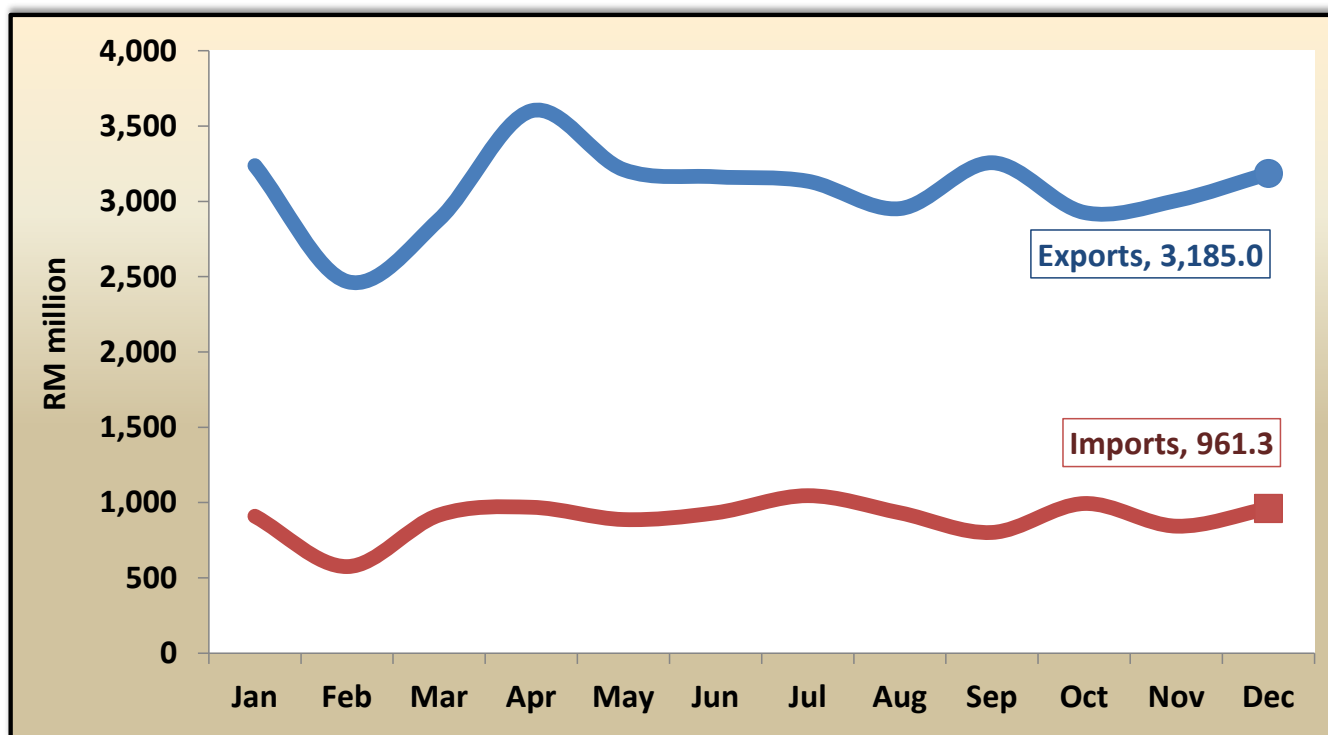


Hong Kong Economic Indicators



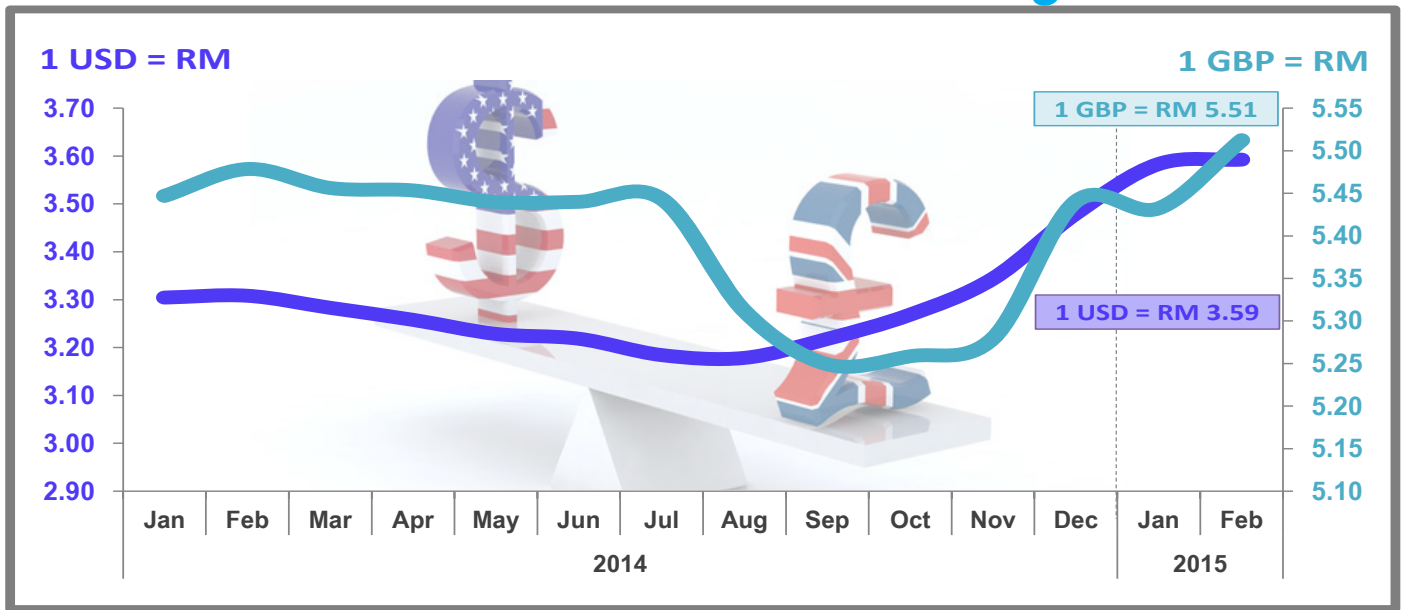
Source : www.tradingeconomics.com

Malaysia's Trade with Hong Kong, 2014



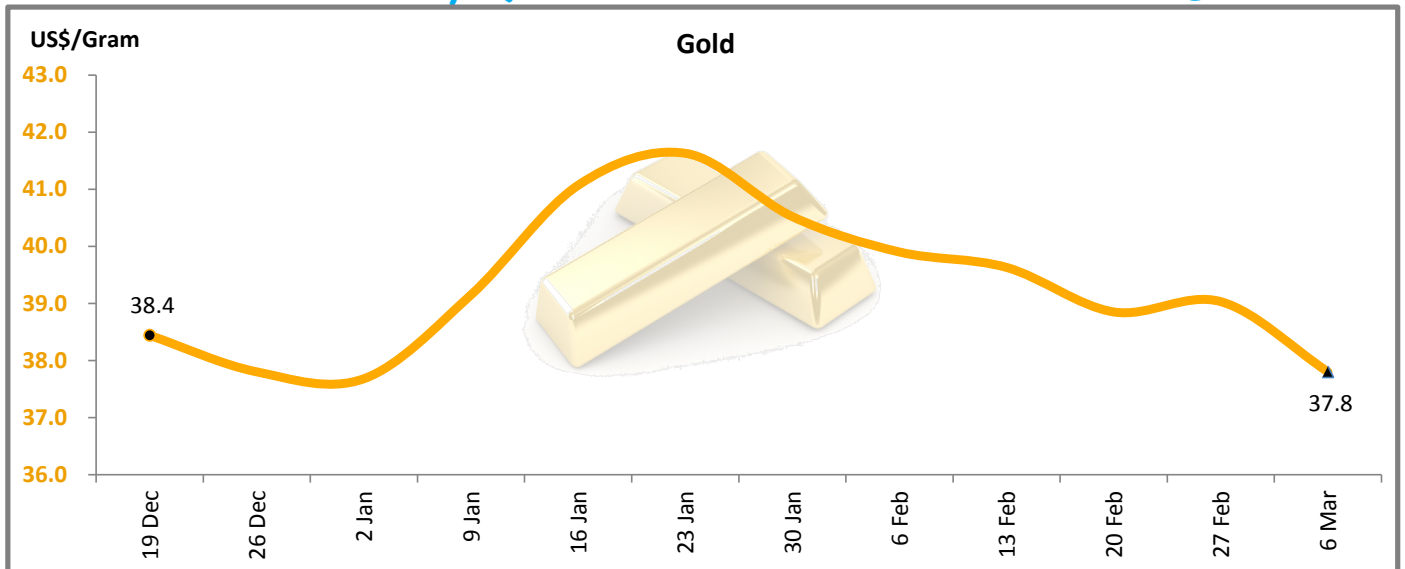
Source : Department of Statistics, Malaysia

Malaysian Ringgit Exchange Rate with US Dollar and Pound Sterling



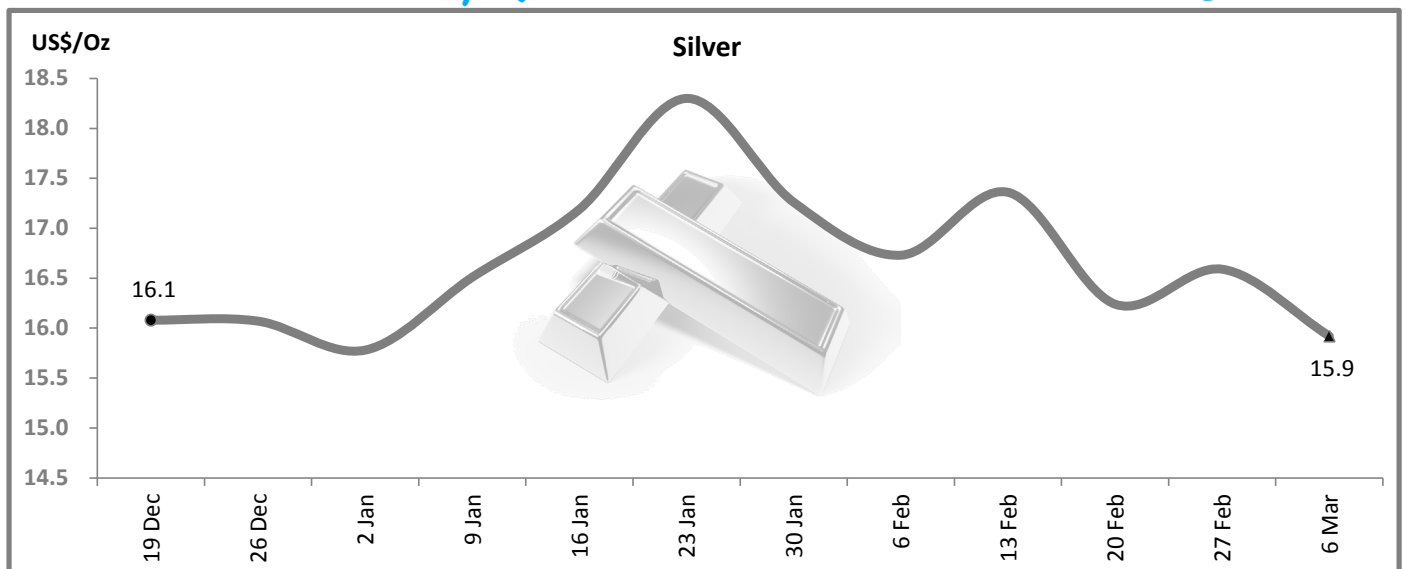
Source : Bank Negara, Malaysia

Gold Prices, 19 December 2014 - 6 March 2015



Source : http://www.gold.org/investments/statistics/gold_price_chart/

Silver Prices, 19 December 2014 - 6 March 2015



Source : <http://www.hardassetsalliance.com/charts/silver-price/usd/oz>

Number and Value of Preferential Certificates of Origin (PCOs)

Number of Certificates

	11 Jan 2015	18 Jan 2015	25 Jan 2015	1 Feb 2015	8 Feb 2015	15 Feb 2015	22 Feb 2015	1 Mar 2015
AANZFTA	819	809	963	883	663	1,001	467	835
AIFTA	498	584	531	558	559	521	485	467
AJCEP	325	185	170	243	241	254	116	172
ATIGA	3,967	4,297	3,775	4,693	4,081	4,287	2,648	3,695
ACFTA	1,231	1,429	1,150	1,232	793	920	790	1,659
AKFTA	585	629	767	760	665	823	610	643
MICECA	267	266	302	311	307	344	236	278
MNZFTA	10	3	6	13	7	6	2	5
MCFTA	61	74	39	62	56	53	27	56
MAFTA	375	376	417	450	341	481	206	360
MJEP	948	835	874	972	817	847	608	775
MPCEPA	157	160	160	158	153	130	139	150
GSP	144	112	163	196	104	152	73	170

Notes: The preference giving countries under the GSP scheme are Japan, Switzerland, the Russian Federation, Norway, Belarus and Cambodia.



AANZFTA: ASEAN-Australia-New Zealand Free Trade Agreement (Implemented since 1 January 2010)



ATIGA: ASEAN Trade in Goods Agreement (Implemented since 1 May 2010)



AJCEP: ASEAN-Japan Comprehensive Economic Partnership (Implemented since 1 February 2009)



ACFTA: ASEAN-China Free Trade Agreement (Implemented since 1 July 2003)



AKFTA: ASEAN-Korea Free Trade Agreement (Implemented since 1 July 2006)



AIFTA: ASEAN-India Free Trade Agreement (Implemented since 1 January 2010)



MPCEPA: Malaysia-Pakistan Closer Economic Partnership Agreement (Implemented since 1 January 2008)



MJEP: Malaysia-Japan Economic Partnership Agreement (Implemented since 13 July 2006)



MICECA: Malaysia-India Comprehensive Economic Cooperation Agreement (Implemented since 1 July 2011)



MNZFTA: Malaysia-New Zealand Free Trade Agreement (Implemented since 1 August 2010)

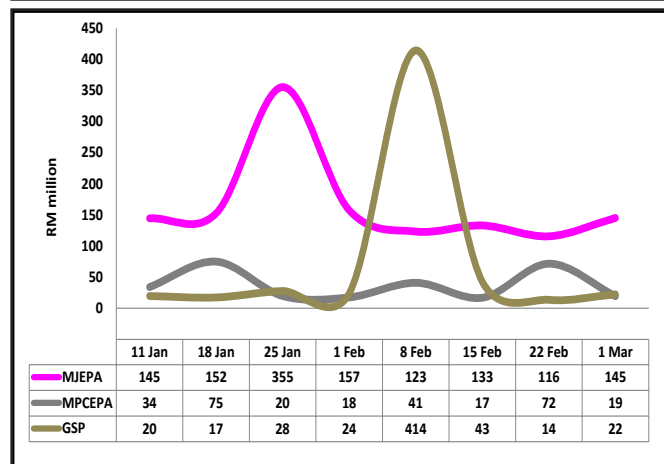
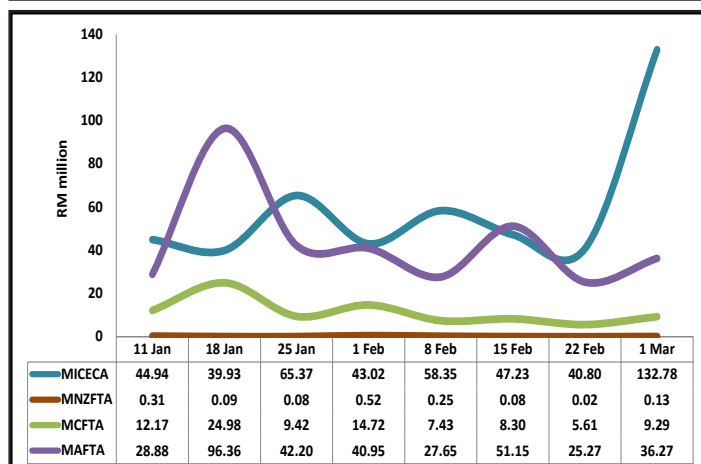
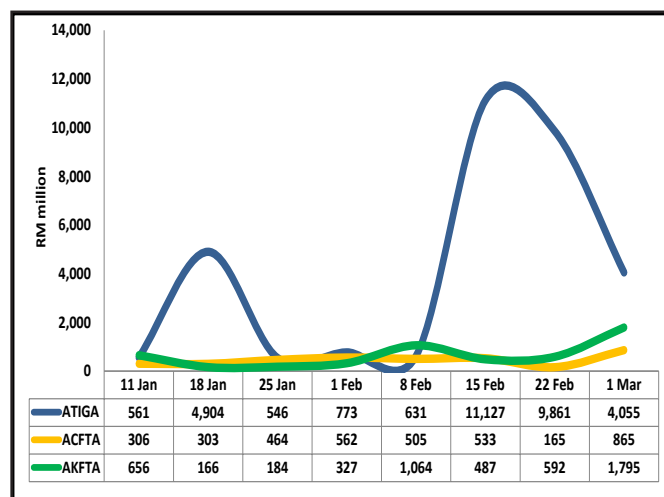
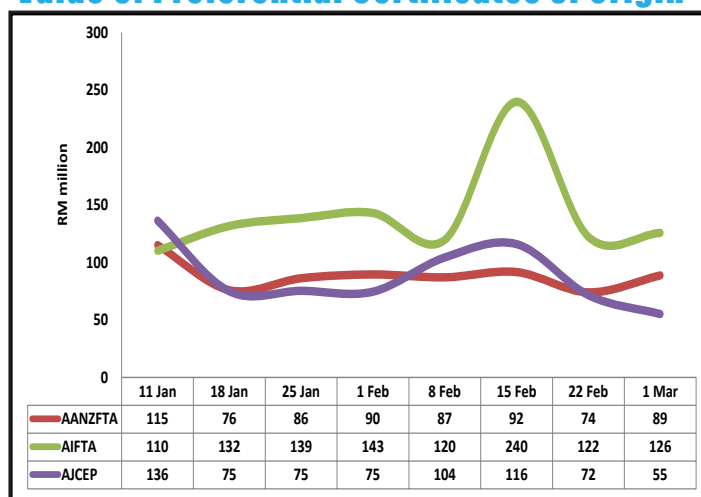


MCFTA: Malaysia-Chile Free Trade Agreement (Implemented since 25 February 2012)



MAFTA: Malaysia-Australia Free Trade Agreement (Implemented since 1 January 2013)

Value of Preferential Certificates of Origin



Source: Ministry of International Trade and Industry, Malaysia

Commodity Prices



Commodity	Crude Petroleum (per bbl)	Crude Palm Oil (per MT)	Raw Sugar (per MT)	Rubber SMR 20 (per MT)	Cocoa SMC 2 (per MT)	Coal (per MT)	Scrap Iron HMS (per MT)
6 Mar 2015 (US\$)	49.6	692.5	300.5	1,412.0	2,110.4	57.7	260 (high) 240 (low)
% change*	↓ 0.3	↑ 0.5	↓ 3.3	↓ 1.8	↓ 0.7	↑ 1.6	↓ 7.1 ↓ 4.0
2014 ⁱ	54.6 - 107.6	823.3	352.3	1,718.3	2,615.8	59.8	370.0
2013 ⁱ	88.1 - 108.6	805.5	361.6	2,390.8	1,933.1	..	485.6

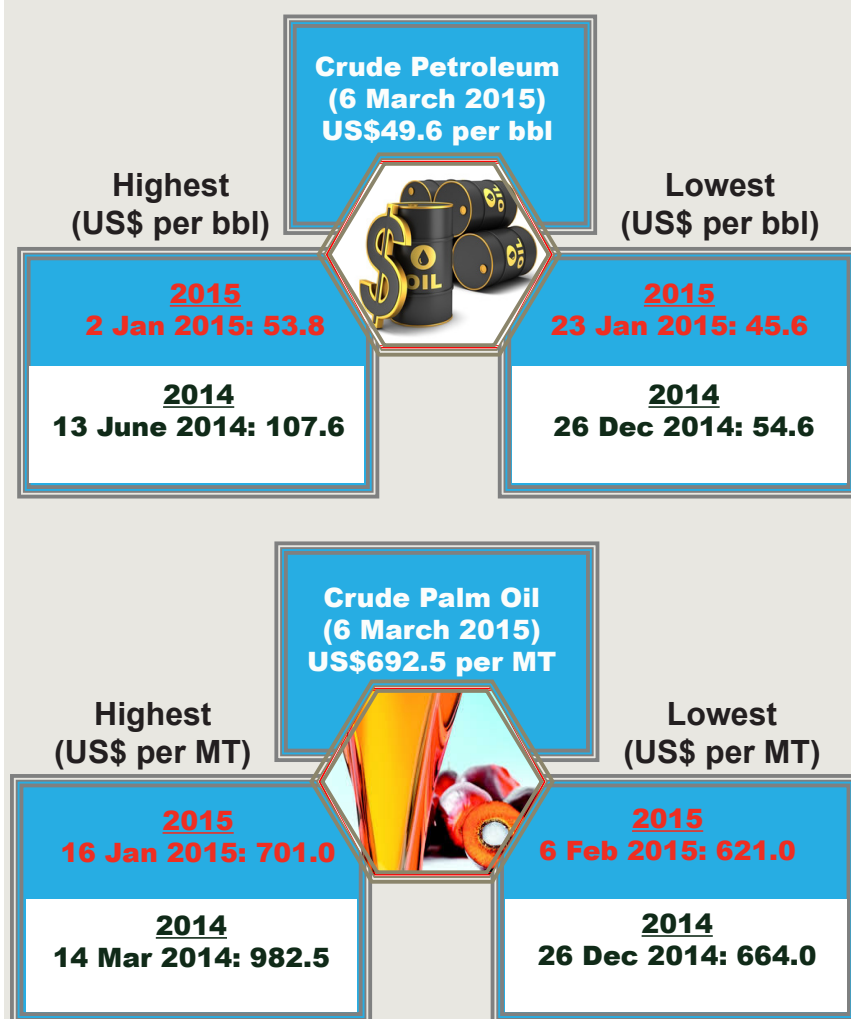
Notes: All figures have been rounded to the nearest decimal point

* Refer to % change from the previous week's price

ⁱ Average price in the year except otherwise indicated

n.a Not available

Highest and Lowest Prices, 2014/2015



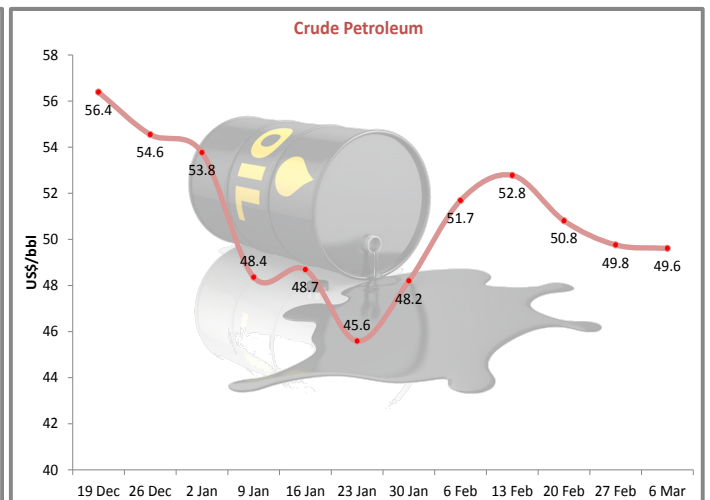
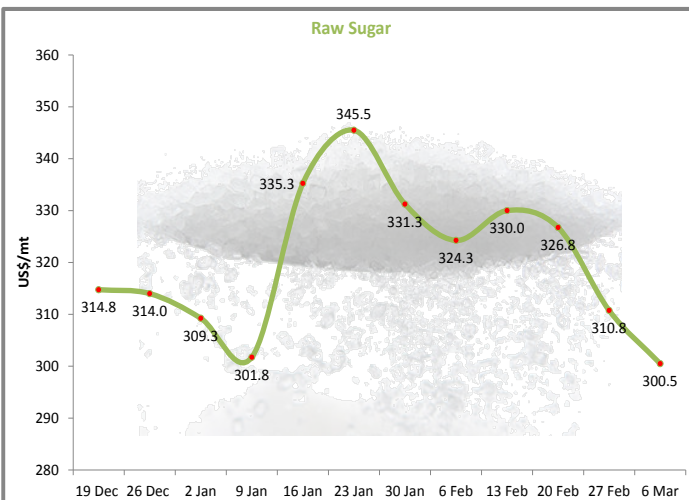
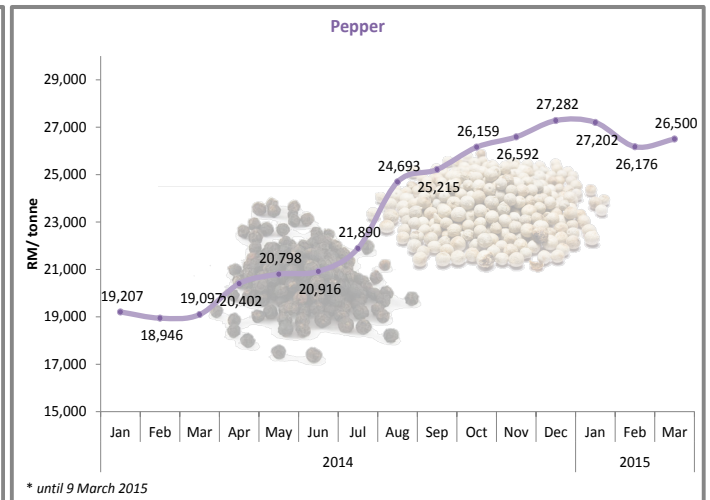
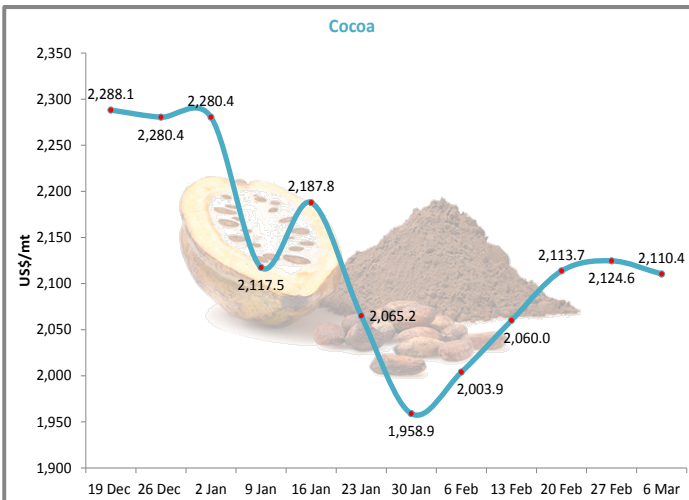
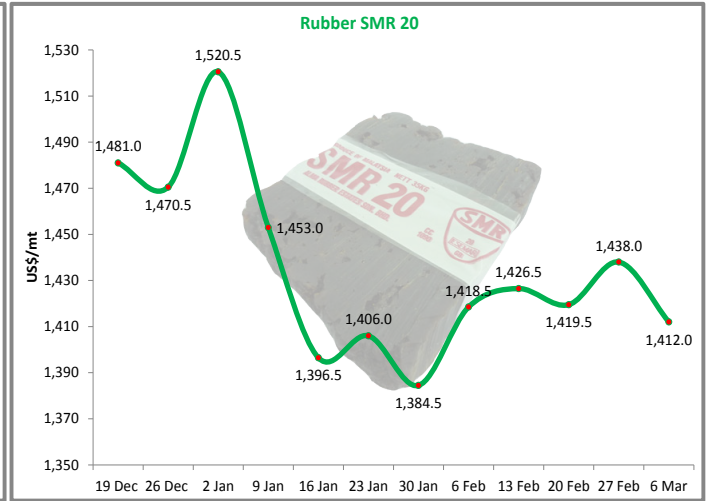
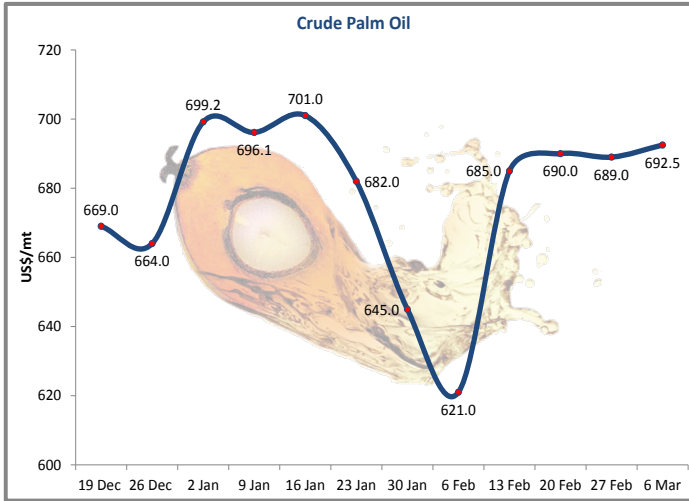
Average Domestic Prices, 27 Feb 2015



"DRIVING Transformation, POWERING Growth"

Source : Ministry of International Trade and Industry Malaysia, Malaysian Palm Oil Board, Malaysian Rubber Board, Malaysian Cocoa Board, Malaysian Iron and Steel Industry Federation, Bloomberg and Czarnikow Group.

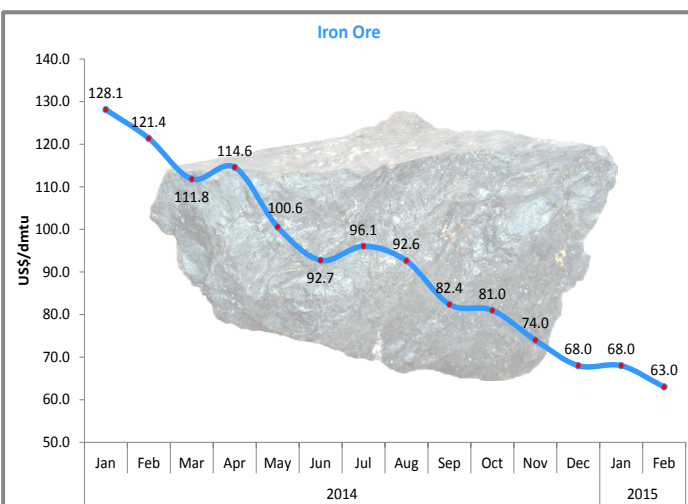
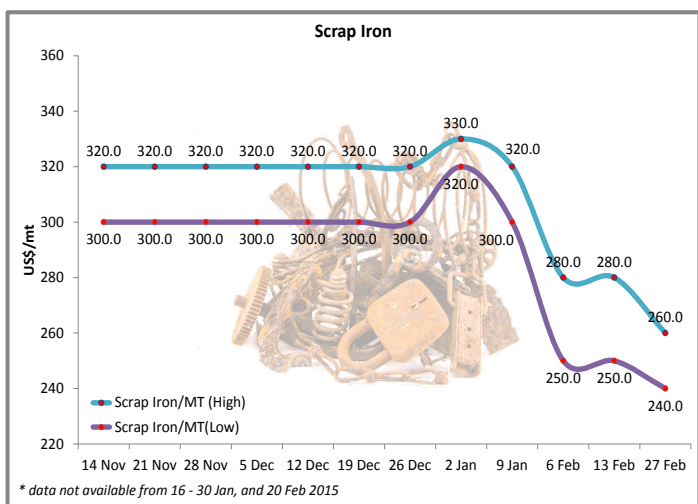
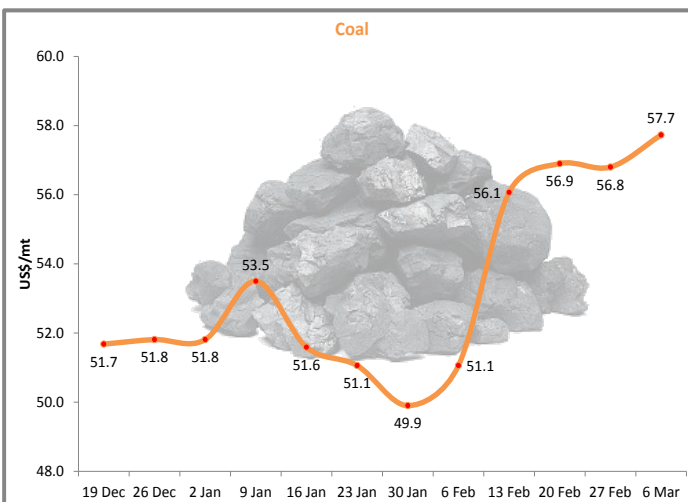
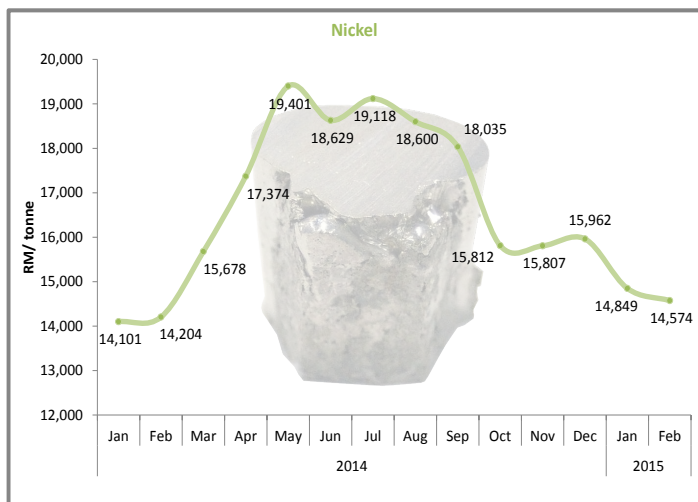
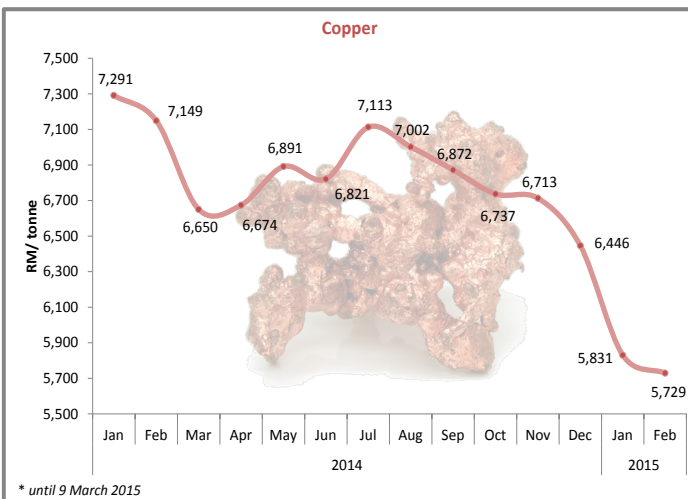
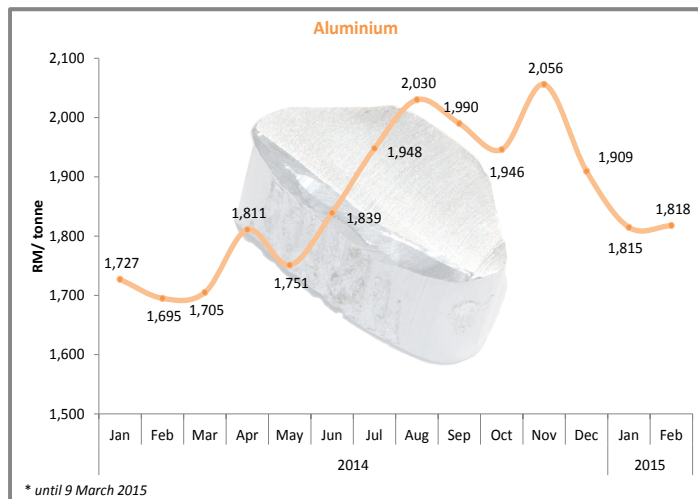
Commodity Price Trends



Source : Ministry of International Trade and Industry Malaysia, Malaysian Palm Oil Board, Malaysian Rubber Board, Malaysian Cocoa Board, Malaysian Pepper Board, Malaysian Iron and Steel Industry Federation, Bloomberg and Czarnikow Group, World Bank.

“DRIVING Transformation, POWERING Growth”

Commodity Price Trends



“DRIVING Transformation, POWERING Growth”

Source : Ministry of International Trade and Industry Malaysia, Malaysian Palm Oil Board, Malaysian Rubber Board, Malaysian Cocoa Board, Malaysian Pepper Board, Malaysian Iron and Steel Industry Federation, Bloomberg and Czarnikow Group, World Bank.

Success Story

MAJULAH KOKO TAWAU SDN BHD



Majulah Koko Tawau Sdn Bhd was founded in the early 1970s, and went on to become a vertically integrated cocoa company producing cocoa butter and cocoa powder in 1976. Majulah Koko was in fact the second cocoa factory that was established and operating in Malaysia in the early 70s, when growing cocoa was still a rather new industry and field that was volatile and unpredictable. Nevertheless, the company found overwhelming success in the industry, both as a pioneer cocoa grower and exporter. Majulah Koko is the only cocoa factory in East Malaysia, and is affiliated with renowned brands such as Nestle, Cadbury, M&M's, Mars Bars, Gerkens and EDF & Man. Now known as the purest cocoa product in the world, Majulah Koko products are of pure cocoa powder, medium and high fat cocoa powder and cocoa butter are no strangers to the cocoa industry. Under its in-house brand name of Hoko, the company even manufactures natural cocoa soap, cocoa shower gel, chocolate cereals, chocolate drinks and 3-in-1 instant beverages.



MAJULAH KOKO – ADVANCING IN THE COCOA INDUSTRY.

Majulah Koko processes cocoa beans from their own cocoa plantations, which are at their state-of-the-art processing plants in Tawau, Sabah. This plant is reputedly one of the most efficient cocoa processing plants in Asia. The company has been making, marketing and selling cocoa products for almost 37 years to reputable international buyers such as Nestle and Novartis, the makers of Milo and Ovaltine respectively under their original equipment manufacturing arm. To support its

extensive growth and demands, the company has highly qualified, well motivated staff and technicians who are equipped with substantial knowledge and advanced technical expertise and skills to meet the growing needs of their domestic and international buyers, for products ranging from customised orders to standard products alike. Majulah Koko range of products cover uniquely roasted high quality cocoa liquor, cocoa powder and its signature product, pure cocoa butter with a high melting point that attracts international buyers worldwide. The company owes its success in overcoming the recession and economic crises that affected millions worldwide, to its consistency in practicing a thrifty policy, both in terms of recruitment and expenditure. As quality is and will always remain a top priority at Majulah Koko, the company continues to provide only the best for all services and end products produced for customers.

FINDING STRENGTH IN MATRADE SUPPORT.

Majulah Koko actively participates in MATRADE trade fairs and trade missions overseason a regular basis. The company is grateful for the Market Development Grant (MDG) provided by MATRADE – that has considerably lessened their burden in expanding their network overseas. Majulah Koko sees MATRADE as a government agency which is necessary and vital to the growth of Malaysian home-grown companies that are seeking to expand and penetrate into relevant export markets today. Through their participation in various MATRADE exhibitions, Majulah Koko has managed to close significant deals and working partnerships with buyers from well-known backgrounds in the cocoa industry.

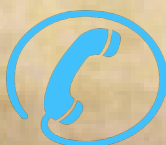


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VISIT THEIR WEBSITE : [HTTP://WWW.TECKGUAN.COM](http://www.teckguan.com)

MITI Programme

MITI Minister's Visit to Samalaju, Bintulu, Sarawak 9 March 2015



Workshop on Logical Framework Approach and Creativity Index (CI) for the Manufacturing Sector, 5-7 March 2015



“DRIVING Transformation, POWERING Growth”

In Memory of MH 370

08.03.2014



Name : Abdul Naim Abd Rahman
Designation : Operational Assistant
Job Description : Responsible in assisting general office work such as mailing, photocopying and binding
Division : Economic and Trade Relations
Email : abdulnaim@miti.gov.my
Contact No. : 03-62000294



Name : Norashikin Nasokha
Designation : Statistical Assistant Officer
Job Description : Responsible for sourcing of trade & investment data
Division : Strategic Planning
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Comments & Suggestions

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