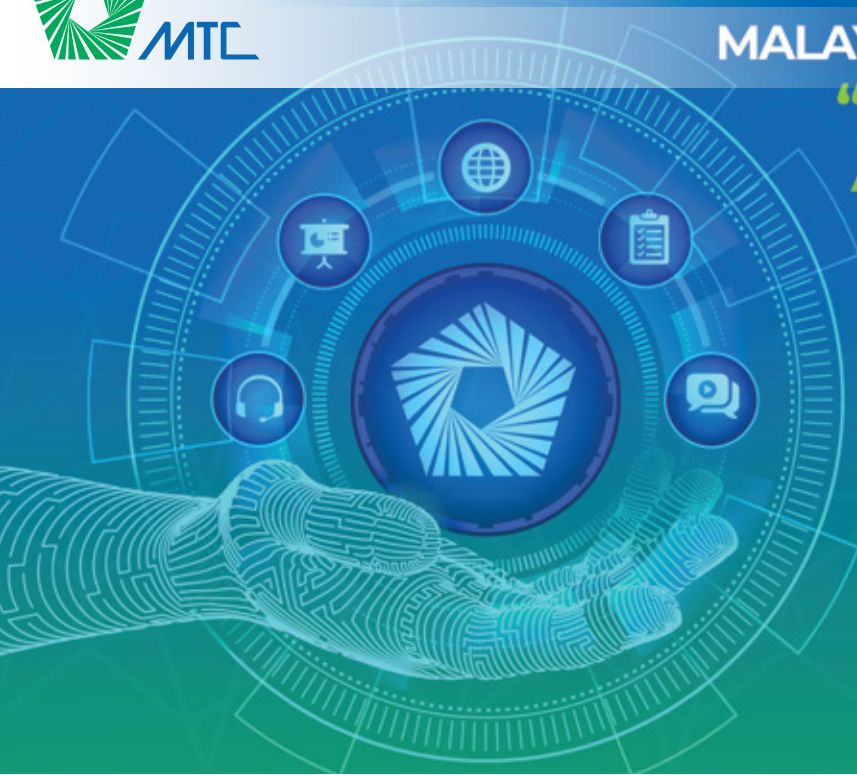


“MARKET CHALLENGES AND OPPORTUNITIES”



Malaysian Representative

Mr Wong Kah Cane
Acting Chief Executive Officer
MTC



Moderator

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Regional Head,
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UAE Representative

Mr Sunil Gangadharan
Business Development Manager
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Mr Zulfiqar Ahmad
Founder: Global Lumber
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OPPORTUNITIES IN THE UAE



KUALA LUMPUR (28 JULY 2020): United Arab Emirates (UAE) is an important trade partner and an established market for Malaysian timber and timber products. In 2019, Malaysia’s total export of timber and timber products to the UAE was RM468.1 million (USD 113 million). Among the top five timber products exported were sawn timber (37.0%), wooden furniture (33.1%), fibreboard (23.4%), plywood (5.3%) and BJC (1.2%).

According to Sharjah Ports, about 33,845m³ of break bulk timber arrived there in 2019 but in the first five months of 2020, the port recorded only 7,000m³ of break bulk timber from Malaysia due to the Covid-19 pandemic.

Though the short-term outlook for the sector looked bleak, Malaysian timber-based manufacturers were keen to seek potential business in the UAE as the Gulf state had moved towards reviving its construction industry with three Stimulus Packages worth a total of AED 6.3 billion (USD 1.7 billion).

Speaking to MTC in a virtual dialogue today on the market challenges and possible opportunities in the UAE were the Founder of Global Lumber Resources Inc & Global Home Mr Zulfiqar Ahmad and Seaports Authority Sharjah Business Development Manager Mr Sunil Gangadharan.

Mr Zulfiqar said Meranti remains as one of the most widely used hardwood in UAE and Malaysia’s ability to deliver fixed width Meranti promptly is encouraging. The need for certified PEFC timber in line with UAE’s Green Standards is deliverable for Malaysian timber-based manufacturers, said MTC Acting CEO Mr Wong Kah Cane.

Mr Wong said the timber industry holds much promise as nations re-start their economy with the “new normals” of doing business. Moderating the dialogue session titled “Malaysia-United Arab Emirates ‘Market Challenges and Opportunities’” was MTC Regional Head of South Asia, Middle East & Africa Mr Khairul Anwar.

