

MALAYSIA & SAUDI ARABIA “MARKET CHALLENGES AND OPPORTUNITIES”



GROWING PROSPECTS IN SAUDI

KUALA LUMPUR (27 AUGUST 2020): The Kingdom of Saudi Arabia has been a longtime trade partner of Malaysia. In 2019, Saudi imported USD2.9 billion worth of goods from Malaysia and exported USD1.6 billion to Malaysia. Total value of Malaysian timber and timber products exported to the Middle East stood at USD387.5 million and 19% of this or USD74.7 million was to Saudi.

The main products exported to Saudi are wooden furniture, sawntimber, fibreboard, plywood, and BJC. Among the timber products exported, wooden furniture recorded the highest jump of over 32% since 2017.

Due to the pitfalls of the Covid-19 pandemic, the Saudi government in its move to boost the economy identified three areas for development. They are government projects, commercial housing, and housing loans. Budget for the construction of private housing

projects is said to be about USD100 billion. When combined with government projects, the budget is said to double.

These projects will create a demand for building materials and interior finishing which include plywood, veneer and engineered wood, among others. However, there are challenges within the industry which include mismatched timbers and applications, lack of knowledge of tropical hardwoods and the low prices of Chinese timber products.

The potential of boosting trade between Saudi and Malaysia was discussed during an online dialogue session today titled “Malaysia-Saudi: Market Challenges & Opportunities”. Speaking on behalf of MTC was Deputy CEO Mr Wong Kah Cane while Bassem Al-Zamil Woodworks Managing Director Mr Mohammed Al Zamil and Rahmat Marketing and

Distribution Executive Manager Mr Ammar Quzieh represented their Saudi counterparts.

There is also a growing demand for certified products, medium and high density fibreboards, zero formaldehyde MDF as well as finger-jointed timber products.

MTC will be organising an online B2B where Saudi buyers will be introduced to Malaysian exporters of wood products. The dialogue session, which was organised by MTC, was moderated by MTC Regional Head of South Asia, Middle East and Africa, Mr Khairul Anwar.



Malaysian Representative

Mr Wong Kah Cane
Acting Chief Executive Officer
MTC



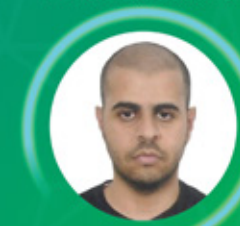
Moderator

Mr Khairul Anwar
Regional Head,
MTC South Asia,
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Saudi Representative

Mr. Ammar Quzieh
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