MTC FINANCIAL INCENTIVE FOR PARTICIPATION IN INTERNATIONAL FAIRS (FIPIF) 2026

Application to Participate

1. Application is open to timber-based companies under the following Terms and Conditions (T&C):
   i. Applicant Company must be officially incorporated and based in Peninsular Malaysia.
   ii. Applicant Company must be a majority Malaysian-owned company (i.e. with at least 51% Malaysian shareholding).
   iii. The Applicant Company must be a member of any one of the following six (6) Timber Associations:
      (a) Malaysia Wood Industries Association (MWIA);
      (b) The Timber Exporters' Association of Malaysia (TEAM);
      (c) The Malaysian Panel-Products Manufacturers' Association (MPMA);
      (d) Malaysian Wood Moulding & Joinery Council (MWMJC);
      (e) Malaysian Furniture Council (MFC); and
      (f) Association of Malaysian Bumiputra Timber & Furniture Entrepreneurs (PEKA).

2. The following are international fairs which the Malaysian Timber Council ("MTC") supports under this financial incentive for the timber industry:

Fair/Exhibition	Location	Date of Exhibition*	Closing Date for Application
1. Export Furniture Exhibition (EFE)	Kuala Lumpur, Malaysia	3 – 6 March 2026	13 February 2026
2. Malaysian International Furniture Fair (MIFF)	Kuala Lumpur, Malaysia	4 – 7 March 2026	13 February 2026
3. The International Architecture, Interior Design & Building Exhibition (ARCHIDEX)	Kuala Lumpur, Malaysia	29 July – 1 August 2026	31 May 2026
4. Any international fair/exhibition supported by the association (letter of support must be made in writing to MTC)	N/A	N/A	Submission at least **3 months before** the start of the fair/exhibition
5. Any international fair/exhibition supported by MTC	N/A	N/A	Submission at least **3 months before** the start of the fair/exhibition

Note: The date of exhibition is subject to change without prior notice.

3. Applicant Company's products **must** be made in Malaysia or finished in Malaysia (if imported parts and components are used). The completed product(s) must contain at least 30% timber for furniture and 70% timber for timber products.

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4. To be eligible for this incentive, the Applicant Company shall submit the following documents in coloured SCANNED copy via EMAIL, to be received by MTC on or before **the closing date for application, as stipulated in item no. 2 above**:

   i. Completed E-Application Form; [**https://mtc.com.my/FIPIF2026**]
   ii. Signed Terms and Conditions (T&C) & Company Self-Declaration Form (Refer to Note below);
   iii. Latest EPF Statement (one (1) month) (Refer to Note below);
   iv. Certified True Copy of the following documents (Refer to Note below);
      - Form 9 as per the Companies Act 1965;
      - Form 24 and 49 as per the Companies Act 1965 or Section 58 and 78 as per Companies Act 2016;
      - Latest two (2) years of Annual Return of Company or Section 68 as per Companies Act 2016;
      - Latest two (2) years of Audited Financial Report;
   v. Coloured photos of products/exhibits and/or company product brochure; and

   Note:
   - *Certified True Copy documents to be signed by either Company's Director, Company Secretary, Company Chartered Accountant or Commissioner of Oath.*
   - *All documents that require signature must be signed and stamped in blue/red/black ink.*

Selection of Companies

5. The Applicant Company is a Malaysian manufacturer, and priority shall be given to first timers with SME status*.

   **For an SME manufacturing company, its annual sales turnover does not exceed RM50 million (based on the latest audited financial report) or the number of full-time employees does not exceed more than 200 (based on the latest EPF Statement).*

   **For an SME trading company, its annual sales turnover does not exceed RM20 million (based on the latest audited financial report) or the number of full-time employees do not exceed more than 75 (based on the latest EPF Statement).*

6. The eligible company and/or its subsidiary from a related group of companies may have or have not participated in Export Furniture Fair (EFE), Malaysian International Furniture Fair (MIFF) or any international local/overseas fairs organised and/or sponsored by MTC before. The selected company is eligible to receive sponsorship in either **one** (1) of the approved exhibitions, regardless of whether it is a physical or virtual exhibition.

7. Preference shall be given to companies that have not received any previous financial support for participation in similar MTC-organised events.

8. Priority (aka Green Lane) shall be given to companies that have completed the Factory Transformation Programme (FTP).

9. MTC's decision shall be final and MTC reserves the sole right and discretion to accept or reject any application without the need to provide any reason or explanation for its decision. Applicant Company would be notified of the status of their application through e-mail provided in the application form.

Financial Incentive

10. MTC's financial incentive is subject to MTC's Financial Incentive Guideline (formerly known as MTC Graduation Policy) with a limit of five (5) years or eight (8) times participation in MTC's event, whichever occurs earlier. The year and/or number of times shall be calculated based on the company's first participation in MTC's event taking the year 2018 as the base year, according to the following schedule:

(a) Furniture Companies

No. of Times	Financial Incentive (%)			
	≥ 70% wood		30 to <70% wood	
	Bumiputera	Non-Bumiputera	Bumiputera	Non-Bumiputera
1	70%	60%	60%	50%
2 - 3	60%	50%	50%	40%
4 - 6	50%	40%	40%	30%
7 - 8	40%	30%	30%	20%

**2018 shall be used as the base year.*
*** As part of MTC's initiative to assist the industry under the post-COVID-19 recovery assistance, exemption shall be granted to companies that participated in international physical and virtual exhibitions held in Malaysia within the calendar year of 2020, 2021 and 2022 only.*

(b) Non-furniture / Timber Products Companies

No. of Times	Financial Incentive (%)	
	Bumiputera Companies	Non-Bumiputera Companies
1	70%	60%
2 - 3	60%	50%
4 - 6	50%	40%
7 - 8	40%	30%

**2018 shall be used as the base year.*
*** As part of MTC's initiative to assist the industry under the post-COVID-19 recovery assistance, exemption shall be granted to companies that participated in international physical and virtual exhibitions held in Malaysia within the calendar year of 2020, 2021 and 2022 only.*

11. The amount that can be claimed from MTC by the eligible company or its subsidiary from a related group of companies is as follows:

Fair/Exhibition	Company Type	New Applicants	Repeat Applicants
Held overseas or outside Malaysia	Furniture Companies	Up to RM 20,000.00	Up to RM 15,000.00
	Non-Furniture Companies	Up to RM 10,000.00	Up to RM 8,000.00

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Held within Malaysia	Furniture and Non-Furniture Companies	Up to RM 8,000.00	Up to RM 5,000.00

12. The financial incentive claimable is applicable to the physical exhibition on bare space or shell scheme booth occupied only.

13. Approval is subject to availability of funds.

Requirements

14. Applicant Company must complete its participation at the trade fair to be eligible to apply for this financial incentive.

15. The eligible company and/or its subsidiary from a related group of companies is not allowed to share the awarded booth space with other companies. Failing which, the company would be disqualified from receiving MTC's financial incentive.

16. Applicant Company will be required to submit to MTC:
    (a) Immediate Evaluation Form on the last day of the exhibition;
    (b) First Follow-up Evaluation Form six months after the final date of the exhibition; and
    (c) Second Follow-up Evaluation Form twelve months after the final date of the exhibition.

17. Applicant Company shall abide by all the T&C and any written directions given by MTC from time to time.

18. MTC reserves the right to amend the T&C of this incentive at any time without any prior notice.

Default, Breach & Severability

19. In the event of a breach or threatened breach of any of the foregoing representation and T&C by the Applicant Company, MTC reserves the right at its sole discretion and without any liability to change, suspend, or discontinue temporarily or permanently, the Incentive at any time without notice to the applicant company.

20. In the event where Applicant Company is found to have submitted false documentation and/or multiple claims, the said Company's submission will be deemed void and the application will be rejected. In the event the incentive has already been credited to the Applicant Company's account, the Applicant Company shall be liable to refund and/or return the incentive granted within fourteen (14) days from the date of discovery.

21. The invalidity, illegality, or unenforceability of any of the provisions of these T&C shall not affect the validity, legality, and enforceability of the remaining provisions of these T&C.

Audit

22. MTC, and/or its representative(s) and/or appointee(s) will conduct a random audit at the premise(s) of the participating companies under this incentive. The participants shall allow MTC or appointed person(s) to view the premise(s) as well as gather information related to this incentive.

Force Majeure

23. MTC shall not be held liable for any delay in the performance or failure to perform its obligations under these T&C due to Force Majeure Events. "Force Majeure Events" shall be defined as any war, terrorism, riot, civil commotion, strike, lock-out, Act of God, fire, storm, flood, sabotage, earthquake, subsidence, infectious disease or by reason of any matter or factor beyond the control of MTC or its counterpart that renders it reasonably or practically impossible from performing its obligations.

Indemnification

24. The Applicant Company agrees to hold harmless, release and indemnify MTC, its officers, representatives, employees and members (the "Indemnified Parties") from and against any and all losses, damages, liabilities, claims, costs and expenses, including legal fees (on a full indemnity basis) and costs of settlement, arising out of, in connection with or due to the Applicant Company's participation under this incentive, the use of any information or material supplied to MTC, the Applicant Company's withdrawal from this incentive for any reasons whatsoever or any acts and or omissions of the Applicant Company or its staff.

25. Notwithstanding the foregoing, MTC shall not be responsible and shall not be held liable for any loss or damage arising from any delay, failure, interruption or unavailability of the Project or any failure to transmit or receive or loss of application/registration information or loss of any other data due to network failure, Internet failure or any breakdown in telecommunication links.

Reimbursement

26. All documents for reimbursement must be submitted to MTC within **one (1) month** after completion of the exhibition. Any late submission will not be accepted. The Applicant Company must forward by email, the following documents to reach MTC before the stated deadline, i.e., one month after the completion of the exhibition. Below are the lists of supporting documents required:

    (a) Original/certified true copies of invoices and receipts/proof of payments from the fair organiser. All supporting documents must be under the exact name of the eligible/approved Applicant Company.
    (b) Coloured pictures of Applicant Company's exhibition booth with visible booth number, fascia board, products displayed and staff on duty. The fascia board must bear the exact name of the approved company registered for the Incentive. The MTC logo provided shall be clearly visible within the booth.

MTC reserves the right to reject and decline reimbursement to the Applicant Company in the event that there is a failure to comply with any of the Terms and Conditions or any guidelines or written directions given by MTC.

I/We have read these Terms and Conditions stated above and agree to be bound by them.

……..
(Authorised Signature & Applicant Company Stamp)

Name of Applicant : ……

Applicant's Designation : ……

Name of Company : ……

Date : ……

MTC FINANCIAL INCENTIVE FOR PARTICIPATION IN INTERNATIONAL FAIRS HELD IN MALAYSIA 2026

A. COMPANY DETAILS

1.	Company name:	
2.	Name:	
3.	Designation:	
4.	Mobile number:	
5.	Email:	

B. MATERIAL COMPOSITION DETAILS

Please complete either one of the tables below based on your main business type - "Manufacturer" or "Trader".

I. MANUFACTURER

For the year 2025 (Estimation based on company's business plan)

1.	Company revenue in 2025 (RM):	
2.	Best-selling products (three (3) types of product): *e.g.: wooden dining set, TV cabinet, lounge sofas, wooden kitchen cabinet, etc.* *(Note: Please include coloured photos of products)*	
3.	Cost of material (RM): (Definition of "Material" – raw material used for the actual manufacturing of products, excluding of labour, energy, and other indirect cost)	
4.	Composition of raw material used in production	
i.	Timber material (value in RM):	
ii.	Non-timber material (value in RM):	
5.	Percentage of timber material in production: Calculation = Timber material (RM) x 100% Cost of material (RM)	%

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II. TRADER

For the year 2025 (Estimation based on company's business plan)

1.	Company revenue in 2025 (RM):	
2.	Best-selling products (three (3) types of product) in year 2025: e.g.: wooden dining set, TV cabinet, wooden the kitchen cabinet, sawntimber, plywood, wooden engineered flooring, solid wood decking etc. (Note: Please include colour photos of products)	
3.	Composition of revenue in year 2025	
i.	Timber product (value in RM):	
ii.	Non-timber product (value in RM):	
4.	Percentage of timber product: Calculation = Timber product (RM) x 100% Company revenue (RM)	%

C. DECLARATION

I hereby declare that the information contained herein is true to the best of my knowledge. I am aware that this self-declaration statement is subject to review and verification, and if such information shall be found to be untrue I/applicant company may be rejected from getting the MTC Financial Incentives for Participation in International Fairs 2026.

Signature of Applicant:	
Date:	
Company's Stamp:	

Note: Signature and stamp must be signed and stamped in blue/red/black ink.