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马来西亚家具总会简报 NEWSLETTER

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马来西亚家具总会在波兰华沙的首次参展取得巨大成功 *MFC's maiden exhibition in Poland a sprawling success*



自从世界各地的边境重新开放后，产生了一种被称为报复性消费、报复性旅行等的新现象。马来西亚也没有幸免，家具业者目前也正疯狂的探索新市场和新客户。

经历了2.5年的疫情影响，马来西亚家具总会首次率队参与了在波兰华沙举办的展览会。PTAK华沙家具家具博览中心举办的相关展会是波兰最大的国际家具展，从2022年10月19日至2022年10月22日举办。

马来西亚家具总会和参展商能够顺利参与波兰家居家具展，马来西亚对外贸易发展局（MATRADE）功不可没。

非常庆幸在 MATRADE WARSAW的协助下，我们填补了文化差异、语言隔阂等困难。也在有关当局的推荐下，在市场协调公司的配合下与欧洲大陆，包括巴尔干国家、斯堪的纳维亚半岛和东欧等国家的选定公司建立联系。MATRADE WARSAW也向我们推荐了负责波兰市场的市场协调公司，让参展商能更快的与当地买家建立联系。

Ever since borders around the world reopened, this has generated a new phenomenon known as revenge spending, revenge travel etc. This trend has not spared Malaysia where industry players are now on an exploration spree for new markets and clients.

Hence for the first time in 2 ½ years since the pandemic began, MFC has participated its very first physical exhibition in Warsaw, Poland. The exhibition, PTAK Warsaw Home Furniture Fair held from October 19, 2022 – October 22, 2022 is the biggest furniture exhibition in Poland.

This maiden appearance in Poland was made possible through the strong support by the Malaysian External Trade Development Corporation (MATRADE) and essential due to the unfamiliarity towards the culture of the locals among MFC and its members.

Hence, to remedy the knowledge deficit, agencies such as market linkers were utilised to establish a linkage with selected companies across the European continent including the Balkan states, Scandinavia and Eastern Europe. MATRADE Warsaw also recommended a Polish Market Linker to MFC to link our participants with local buyers which is appreciated.



然而，实体展馆是吸引买家的首要关键，马来西亚家具总会特在此展会建造了一个占地8.3M x 12.6M（约105平方米）的马来西亚展馆；不仅能推广马来西亚制造的实木家具，还对海外买家和客户展示了马来西亚的热情好客。

由于时间紧凑和手续繁杂，只有11家家具制造商参与此次的华沙家居家具展会。随行的参展商和经验丰富的负责人共同带来了各式各样的家具，从实木餐桌到卧室、再到休闲甚至主要用于户外的家具。

展会期间所带来的有建设性、趣味性的提议，都能提高我们未来的销售率。

据了解和观察，波兰华沙居民的生活方式是他们选择家具的关键因素。波兰是一个四季分明的国家，春秋两季的平静天气，让他们更享受和向往田园诗般的户外生活。

考虑到这一点，我们的一些参展商决定将他们生产的户外家具带到了展览现场。由于其坚固的性质和能够承受不断变化的气候，尽管它是由木材制成的，但由于其灵活性，让许多顾客深感兴趣。



However, as appearance is key in attracting physical buyers, a Malaysian Pavilion taking up a space of 8.3M x 12.6M (105sqm) was constructed at this exhibition, serving as a space to promote not only Malaysian-made furniture but also demonstrate Malaysian hospitality towards our overseas buyers and clients.

Despite the last-minute notification, a total of 11 furniture companies agreed to participate in our entourage to the Central European state. Together with their experienced staff, these participating companies brought a variety of furniture with them ranging from dining sets to bedroom to recreational and even furniture mainly for outdoor usage.

Certain interesting developments took place during the entire exhibition which can be used to improve our sales rate in the future.

First of foremost, the lifestyle of the locals plays a key factor in choosing the appropriate furniture. As Poland is a country with four seasons, it is inevitable that being outdoor is more idyllic due to the calm weather of spring and autumn.

With that in mind, some of our exhibitors have brought their outdoor furniture to be showcased. Due to its sturdy nature and being able to withstand the changing climate despite being made of wood, many patrons decided to purchase it due to the flexibility offered.



通过与买家和参观者的交流，得知他们对节省空间的家具存有浓厚兴趣。随着每户住宅平均使用面积从2011年的107.1平方米减少到2021年的92.9平方米，空间优化是确保有利居住环境的关键。

因此，由参展商展示的可折叠餐桌等一些家具，获得了大量的询问。有关家具的可折叠特性允许用户在有更多需求时扩展其使用，并在平时减少其使用面积。

再来，就是当地人的社交习惯：饮酒是当地或欧洲国家更为广泛社交规范之一。所以，有设计感的高脚凳和高桌不可避免地受到当买家和参观者的关注。当中一套展示的展品也引起了波兰国会议员 Darius Jonski 的兴趣，并强烈表示其欲购买的意愿。

由于波兰是拥有高度保护动物权益的欧洲国家之一，其中一位参展商也恰好将一个兼具宠物屋和咖啡桌的产品，在展会时给买家和客户带来惊喜；当时的热烈反应也引起另一位出席的波兰国会议员 Mr Robert Kwiatkowski 先生的关注与兴趣。

然而，目前发生的全球性问题也促成马来西亚商品受到高度咨询。俄乌冲突导致俄罗斯桦木受到实施制裁，造成了一个供应缺口。而马来西亚的制造商则能趁机满足这个需求，总所周知马来西亚家具主要使用实木如橡胶木、椿茶木等为主，以木质坚固、稳定著称。

整个展会期间，来参观的多位外国政要，如马来西亚驻波兰大使、斯里兰卡驻波兰大使等和高级官员的出席，马来西亚家具总会也借机向出席者宣传了我们将于2023年举办的国际出口家具展（EFE 2023）。

尽管马来西亚家具总会在最后一分钟才参与了这个国际展会，但从后续得到的反馈和询问，让我们相信马来西亚家具产品已在这奠定了成功因子；这具有巨大潜力的新市场让马来西亚家具总会向马来西亚对外贸易发展局，要求更多的津贴和赞助来开拓这个难得的市场。



The second observation would be the strong interest towards space-saving furniture. With the average useful floor per dwelling has decreased from 107.1 square meters in 2011 to 92.9 square meters in 2021, space optimization is key to ensure a conducive living environment.

Hence, some furniture such as the foldable dining table by our exhibitor achieved the highest walk-in enquiries. Its collapsible nature allows users to expand its usage when there were more users and reduce it in ordinary times.

The third observation would be the social habits of locals where drinking is part of the local or a broader aspect European norm. Hence it is inevitable barstools and high tables are widely viewed. Exhibit displayed has also drawn the interest of the Polish Member of Parliament, Mr Darius Jonski which expressed his interest in making a purchase.

Being a European country means that having a high awareness on animal rights, and it is here that our exhibitors have showed conscience by providing a multi-purpose coffee table with dual function as a pet house. The response was overwhelming when patrons allowed their pets to test the displayed sets drawing the attention and interest of another attending Polish Member of Parliament, Mr Robert Kwiatkowski.

Global issues also played a factor in seeing the high demand of Malaysian goods. The Russian-Ukrainian conflict saw sanctions being imposed on Russian birch timber. The sanction generated a supply cavity which our manufacturers were more than ready to fulfil. Malaysian furniture was mainly made by rubberwood and Nyatoh timber, famed for its solidness.

With a high attendance alongside foreign dignitaries including the Malaysian ambassador in Poland, the Sri Lanka ambassador to Poland, MFC has also taken the opportunity to promote its own Export Furniture Exhibition (EFE) 2023.

The sprawling success despite the last-minute announcement indicates huge potential and MFC has requested MATRADE to allocate a separate fund for this annual event beginning 2023 onwards.



马来西亚政府重申支持撤销对马来西亚桌椅的反倾销调查

Government of Malaysia reiterates support for AD investigation on Malaysian tables and chairs to be dropped

涉及马来西亚桌椅的越南反倾销调查【AD16】的公开听证会取得了另一个积极进展。在2022年11月21日的公开听证会上，马来西亚驻越南大使馆、马来西亚国际贸易及工业部、马来西亚木材工业局、马来西亚家具总会等几方，与我们的法律代表IDVN律所一起参加了听证会。

听证会旨在收集利益相关方对越南工业和贸易部（MOIT）于 2022 年 9 月 30 日所发布初步决定的反馈，该初步决定建议不对马来西亚桌椅征收任何关税。

马来西亚政府指出，由于越南的进口量并未对当地家具业造成实质损害，因此应终止调查。同时强调，请愿人的说法是毫无根据和不准确的。因为在调查期间，来自马来西亚的进口总额实际上下降了。

另一个反驳的重点是，在越南销售的马来西亚桌椅售价更高于当地制造的产品。因此，越南当地工业没有所谓的价格压制。

最后，马来西亚政府代表也提出要求，希望有关当局能提供足够的时间对最终决定作出回应，并以英语向相关方提供调查报告。

The public hearing for the Vietnamese anti-dumping investigation involving Malaysian tables and chairs [AD 16] has taken another positive development. During the November 21, 2022 public hearing, several parties such as the Malaysian Embassy in Vietnam, MITI, MTIB and even MFC took part alongside our legal representative, IDVN Lawyers.

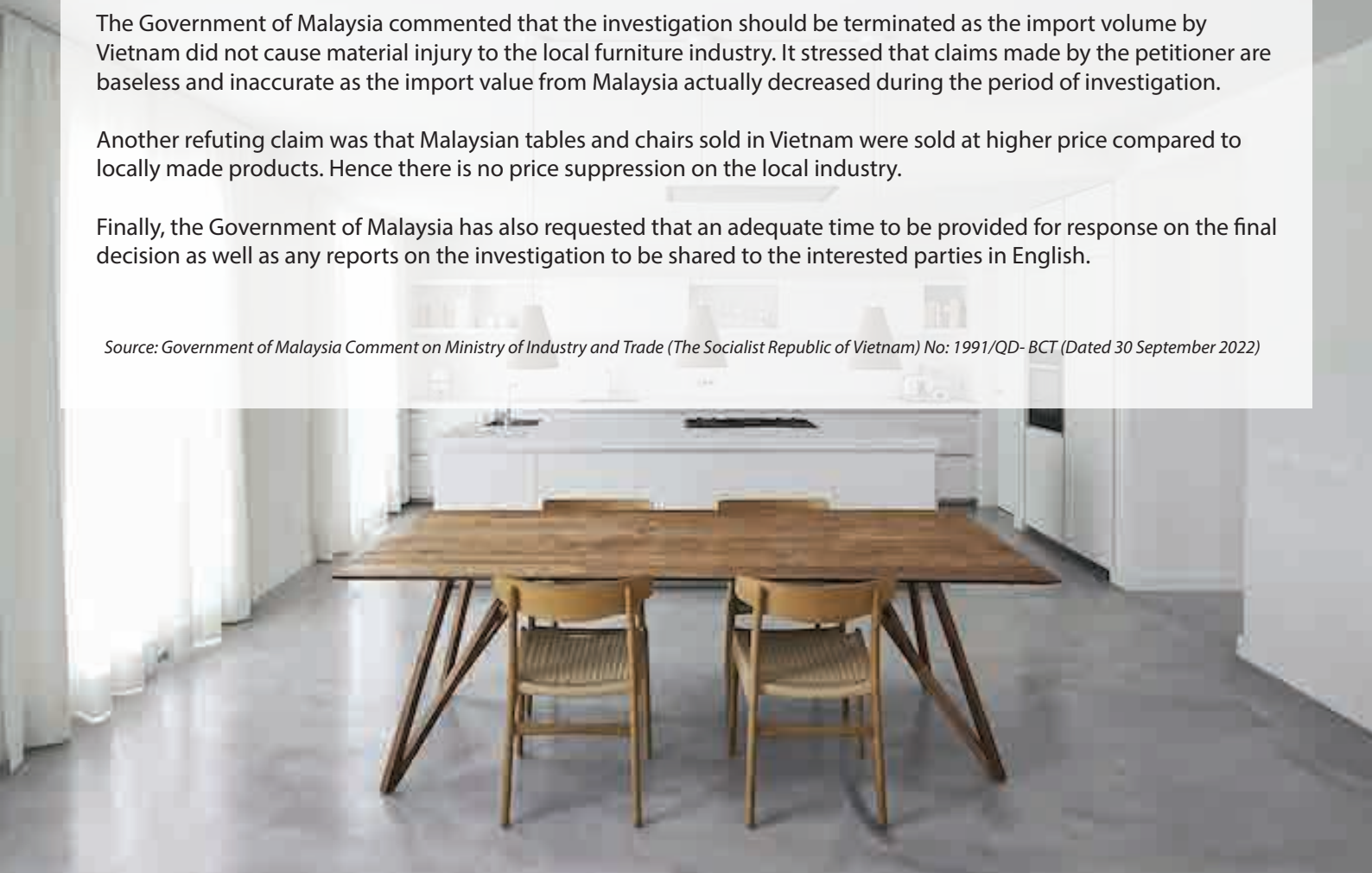
The hearing was conducted to gather feedback from the interested parties regarding the preliminary decision issued by Vietnam's Ministry of Industry and Trade (MOIT) on September 30, 2022 where it recommended no duties shall be imposed on our tables and chairs.

The Government of Malaysia commented that the investigation should be terminated as the import volume by Vietnam did not cause material injury to the local furniture industry. It stressed that claims made by the petitioner are baseless and inaccurate as the import value from Malaysia actually decreased during the period of investigation.

Another refuting claim was that Malaysian tables and chairs sold in Vietnam were sold at higher price compared to locally made products. Hence there is no price suppression on the local industry.

Finally, the Government of Malaysia has also requested that an adequate time to be provided for response on the final decision as well as any reports on the investigation to be shared to the interested parties in English.

Source: Government of Malaysia Comment on Ministry of Industry and Trade (The Socialist Republic of Vietnam) No: 1991/QD- BCT (Dated 30 September 2022)





德国木材行业喜忧参半的2022年 *2022 a Mixed Year for the German Timber Industry*

2022 年是全球经济喜忧参半的一年，有人欢呼有人哀叹；而这也是德国木材工业的现状。根据 Verband der Deutschen Küchenmöbelindustrie (VdDK) 的数据显示，2022 年前 9 个月，德国厨房家具行业的新订单总价值增长了 12.2%。

然而，情况在9 月份发生了转折。德国厨房家具市场突然下跌了 8.3%，而新订单总额也随之下降了 3.7%。

就木屑颗粒而言，截至2022年10月，其价格每吨下降了100多欧元；与2022年9月的800欧元相比，消费者则需花费每吨630至640 欧元。这使德国企业在购买下单方面，面临进退两难、左右为难的状况。

尽管如此，目前的价格相对去年已然贵了一倍。据零售商称，价格下跌的原因是需求骤减。因为天然气短缺危机的出现，让许多经销商把木材做成木柴出售；也包括更多的德国家庭开始为冬天做准备，以木柴作为替代热源或储备热源。

唯希望，价格下跌能有助于吸引更多客户重返市场。

2022 is a year of mixed fortunes to the global economy, while some may cheer some may moan. This has been the situation beholding the German timber industry. According to the Verband der Deutschen Küchenmöbelindustrie (VdDK), the overall value of incoming orders received from the German kitchen furniture sector climbed by 12.2% in the first 9 months of 2022.

However, things took for a twist upon September 2022 when the domestic kitchen furniture market declined by 8.3%, a 3.7% decrease in total incoming orders.

In terms of wood pellets, prices have declined by more than EUR 100 per tonne in October 2022 where consumers have to spend about EUR 630 – EUR 640 per tonne compared to EUR 800 in September 2022. This has made businesses to be in a Catch-22 situation to whether buy now or wait for a few weeks.

Nevertheless, the current price is still twice as expensive than they were a year ago. According to retailers, the reason of the price decline was due to reduced demand. Many people have stockpiled pellet supplies for the winter.

The good news however is that falling prices also serves an attraction to lure more customers back to the market.

Source: 3.3 German Timber Industry, MTC Europe Market Update (October 2022)



中国与东盟及RCEP国家首8个月贸易分析

Analysing China's trade with ASEAN and RCEP countries from Jan- Aug 2022

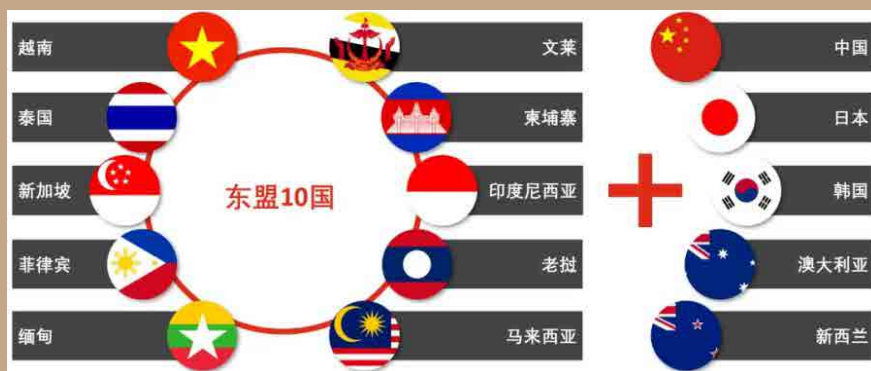
当《区域全面经济伙伴关系协定（RCEP）》于2022年1月1日生效实施后，标志着全球人口最多、经贸规模、最具发展潜力的自由贸易区正式落地。

身为RCEP签署国中的最大贸易伙伴～中国，从前8个月外贸表现看，中国与东盟贸易总值达3,640亿美元，同比增长19.4%；而其进口总额为 2,640亿美元，同比增长5.8%。

总体而言，中国贸易盈余为1,006亿美元，同比增长78%。越南对中国的贸易盈余份额最大，为 421亿美元。

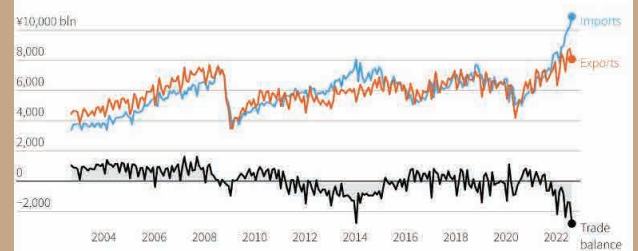
然而，中国与日本和澳洲等国家的贸易逆差分别为 -1.3% 和 -3.8%，可见自由贸易协定（FTA）对中国而言，仍然是一把双刃剑。

至于马来西亚，RCEP似乎能为我们带来更大的益处；马来西亚与中国的贸易盈余为 113亿美元。优势是否会被逆转则有待观察。



Japan's record trade deficit

Japan's imports jumped to a record high in August, outweighing exports and pushing the trade deficit to its biggest shortfall on record for a single month.



Source: Refinitiv Datastream | Reuters, Sept. 15, 2022 | By Pasit Kongkunakornkul

When the Regional Comprehensive Economic Partnership (RCEP) trade agreement came into force on January 1, 2022, this means that the largest free-trade agreement after years of painstaking negotiations is finally in effect.

China being the largest economy among the RCEP signatories is poised to reap benefits where within January – August 2022, its export volume with ASEAN reached US\$ 364.08 billion, a year-on-year increase of 19.4% whilst import volume from the same bloc was US\$ 263.5 billion, a year-on-year increase of 5.8%.

Overall, China's surplus stood at US\$ 100.58 billion which is a 78% year-on-year increase. Vietnam accounted for the largest trade surplus share with the Middle Kingdom at US\$ 42.08 billion.

Nevertheless, FTA remains a double-edged sword when China is also facing trade deficits with countries like Japan and Australia at - 1.3%, - 3.8% respectively.

As for us Malaysia, the RCEP seems to be giving us a bigger advantage for now as we are having a trade surplus with China at US\$ 11.36 billion. Whether the advantage will be reversed remains to be seen.

Source: CABO Bulletin page 2 -3 (May – September 2022)

欧盟木材法规对欧洲木材进口商构成挑战 *EUDR create challenges even to European timber*

随着欧洲日前寻求用欧盟森林砍伐条例（EUDR）取代欧盟木材条例（EUTR），这引起了全球木材行业的担忧。

《欧盟森林砍伐条例》的主要更新内容之一，就是将对将此类产品推入欧洲市场的进口商，实施强制性尽职调查。这也意味着外国出口商必须出示文件证明其木材来自合法来源。

第二个主要挑战是可追溯性技术。软件公司 iov42 进行的一项调查显示，74% 的受访者承认没有做好充分准备。12% 的比利时人完全不了解、而 51% 的英国人只做了适度的准备。

回到溯源技术，同一项调查还发现，56% 的受访者表示，使用此类技术可能会泄露商业秘密；但 48% 的受访者也认为这种做法会揭示供应链中的更多缺陷。

在创收方面，共有 83% 的受访者表示，如需他们花费一半或更多的时间为消费者追踪资讯，将阻碍他们手头上的原始任务。

With Europe now seeking to replace the European Union Timber Regulation (EUTR) with the European Union Deforestation Regulation (EUDR), this has generated concerns across the global timber industry.

Among the major updates under the EUDR is the imposition of mandatory due diligence squarely on the hands of the importers whom placed such products on the European market. This also means that foreign exporters are required to produce documentation to prove that their timber are from legal sources.

The second major challenge would be the traceability technologies. A survey conducted by software company iov42 indicates that 74% of respondents acknowledged to not being completely prepared. 12% from Belgium were entirely uninformed while 51% of those in the UK are only moderately prepared.

Moving back to the traceability technology, the same survey also found that 56% of respondents said that employing such technologies may reveal trade secrets but 48% also believe that such practice will also reveal more flaws in the supply chain.

In terms of revenue generation, a total of 83% of respondents revealed that they spent half or more of their time tracking down information for consumers hindering their original tasks at hand.

Source: 1.3 Europe Timber Industry, MTC Europe Market Update (October 2022)

European timber importer readiness for EUDR survey results

RAW MATERIALS SUPPLY FOR THE WOOD PRODUCTS INDUSTRY – MAKING SENSE OF THE FUSS

by



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Since late 2021, the issue of insufficient raw materials supply for the wood products industry came to limelight, as the problem caused severe disruptions to the production of several wood-based panel manufacturing mills, involved in particleboard and medium density fiberboard manufacturing. In fact, the severity of the problem is huge, as the sub-sector lost an estimated 300,000 m3 in production capacity, due to temporary and permanent mill closures.

The question is why the issue of raw materials supply hasn't been addressed, despite it being listed as a salient challenge to be addressed in the National timber Industry Plan (NATIP) 2009-2020, and the follow through policy, National Timber Industry Strategic Plan (NTISP) launched in 2021-2025.

In order to provide some insights into this challenge, it is important to appreciate the productive profile of the natural forest and plantation forests, primarily rubber plantations, over the years.

Statistics from the Forestry Department of Peninsular Malaysia shows that the saw log production from the natural forest in Peninsular Malaysia has declined from 12.8 million m3 in 1990, down to 2.2 million m3 in 2020. It means the productive capacity of the natural forest in Peninsular Malaysia has reduced by almost 80%, which is hugely worrying considering the fact that the installed wood processing capacity remains at 12.8 million m3 for all sub- sectors.

On the other hand, the rubber cultivation area, predominated by smallholders has also declined steadily to about 0.9 million ha, from a high of 1.2 million ha in the early 2000. Another major concern, is that the replanting rate of rubber areas, has also reduced from the high of 40,000 ha per year down to an average of 15,000 ha per year, which reduces saw log supply from 4.8 million m3 per year down to 1.8 million m3. This decline has been attributed to the reduced allocation for replanting subsidy, and also the desire of smallholders, not to replant as per the recommended schedule.

The government has as a whole has been proactive in recognizing the forthcoming raw materials supply problems and took several measures to overcome the problem. Such bold actions are laudable, and credit must be given to the government for its vision.

In recognizing the declining raw materials supply to sustain the wood products industry's demand, the government took several initiatives, including establishing the Compensatory Forest Plantation Program (CFPP) in 1988, with the intention of promoting commercial forest plantations in the country. Unfortunately, the CFPP did not yield the desired results due to pest/disease problems, and it came to an abrupt end. In another initiative, the government established the Forest Plantation Development Sdn. Bhd. (FPDSB), a Special- Purpose-Vehicle (SPV) company under the purview of the Malaysian Timber Industry Board (MTIB) to promote forest plantation development throughout 2006 – 2020. The 15 years program was supported with a grant of RM 1.0 billion with the aim of providing soft-loan to interested parties to establish forest plantations throughout the country. The East Malaysian states of Sabah and Sarawak also undertook similar activities to establish forest plantations, which was deemed an absolute necessity, to off-set the apparent decline in wood raw materials supply throughout the country. Interestingly, as of the end of 2021, research by the author has

shown that the total forest plantation area in Peninsular Malaysia stood at 125,408 ha in Peninsular Malaysia, Sabah with 370,129 ha and Sarawak with 551,704 ha. It means the total forest plantation area throughout the country stood at 1.047 million ha, which is indeed a feat that is worth paying attention.

Data from the FPDSB also showed that as of June 2022, the total forest plantation area established stood at 125,575 ha, with 66% being planted the timber-latex clone (TLC) while the balance being planted with forest tree species.

On the account of the total area of forest plantation established, one may anticipate that there should be a substantial volume of forest plantation wood supply coming into the market through the first rotation harvest expected in 2021/2022. Unfortunately, data on the actual harvest volume from Peninsular Malaysia is unknown, while industry sources suggest that the supply of wood material from the East Malaysian states are generally out of reach of Peninsular Malaysian wood products manufacturers due to logistic issues, leading to exorbitant prices.

In order to circumvent this “critical shortage of raw materials”, some parties have shown interests in establishing community forest plantations throughout the country. On hindsight, the practice of Agro-Forestry (AF), although an established field in many other countries, including India, Indonesia, and Vietnam, has not been a huge success in Malaysia. In fact, one cannot show one model of a successful AF project that has benefitted the community socioeconomically in a significant manner. Further, AF projects are usually with farmers who resemble smallholders, with relatively small land area, and as experienced with rubber cultivation previously, the quality of the wood material from community forest plantations may be inconsistent, to say the least. On this basis, what guarantee is there that the community forest plantation program may yield the desired result this time around?

OVERCOMING THE WOOD MATERIALS SUPPLY CONUNDRUM

Having spent almost 25 years in the furniture and wood products industry, not only in Malaysia, but also in Vietnam, and Indonesia, the author is of the opinion that Malaysia cannot afford to get it wrong with ensuring a sustainable wood raw materials supply, as THE FUTURE OF THE RM 35 BILLION INDUSTRY WHICH PROVIDES EMPLOYMENT TO NEARLY 180,000 WORKERS IS AT STAKE. The wood products industry cannot wait any longer for the establishment of new forest plantation initiatives, as a consistent and sufficient wood raw materials supply is an absolute necessity for the industry.

In the author’s humble opinion, there are four options available for the Malaysian wood products manufacturing industry to overcome the raw materials supply shortage:

1. Subsidize the movement of raw materials from the East Malaysian states to Peninsular Malaysia, where a huge shortage of raw materials is being experienced. Such an initiative could be undertaken by one of the relevant agencies involved in the timber industry, with the necessary financial strength.
2. Facilitate the importation of raw materials, through targeted subsidies to off-set the unfavorable USD:RM exchange rate, to make imported raw materials supply a viable source for the wood products industry.
3. Carry out an in-depth audit, scrutiny, and study on the non-performance of the many forest plantation initiatives undertaken in the past, to ensure successful implementation of new forest plantation projects for a perpetual supply of wood raw material.
4. Explore the viability of extracting, transporting and utilizing the harvesting waste and residues from the natural forests, as well as, rubber and other tree plantations.

It is hoped that these options are considered by the relevant stakeholders, and will initiate a serious of dialogues to overcome, what has become a pressing and urgent challenge to the Malaysian wood products industry.

****** Profesor Jegatheswaran Ratnasingam strongly believes that the wood products industry with its green credentials has a bright future. He was recently awarded an Honorary Professorship by a renowned university in South Africa, for his work on the economics of commercial forest plantations.



TEDx茨厂街 从初创到成果

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刚举办完的TEDx茨厂街在我国年轻创圈中引起极大的回荡，背后的成功不是没有理由！伟事达私董会在9月就邀请TEDx策展人黄菁翠与各位老板分享、听她娓娓道来如何一手打造成就“TEDx”，主题是“The Power of X”。

一切，从2010年开始说起。

2010年黄菁翠（Jessie）前往台北聆听了TEDx，当时台北也是全球唯一的中文TEDx平台，这带给她很大的震撼。她有机会聆听到台湾的大咖分享，感受到了分享的力量。第二年，她如约再度飞往台北聆听，心中也冒起一个念头，为何马来西亚没有一个这样的中文平台。

后来，经过她身在美国的姐姐协助下，她拿下了TEDx茨厂街（TEDx Petaling Street）的特许证。

拿到特许证却彷徨

黄菁翠说：“拿到特许证的那一刹那，其实心里充满了茫然和彷徨。”黄菁翠是一名商人，未曾参加任何社团，没有什么组织大型会议的经验。一个那么大的项目掉在她身上，还真有点手足无措。不过，她很感恩，也谢谢一路走协助的人。

TED的全名是科技（Technology）、娱乐（Entertainment）、设计（Design）。这是一个美国的平台。该平台成立于1984年，目的就是让演讲者通过短暂的18分钟表达出一个点子、思想、想法或者概念。18分钟是喝一杯咖啡的时间，也是每一个人能够专注聆听的极限。过去很多名人如比尔盖茨等都曾到该平台分享他们的观点和想法。

2009年，TED开拓了TEDx这个平台，目的是让其他社区也可以利用TED平台来传播新的点子、概念和想法。TEDx是全球最大的思想传播网络平台。目前TEDx在180个国家每年举办 3万8000场，178位演讲嘉宾通过126种语言面向6亿观众。

初创期：

在没有经验、没有任何先例参考的情况下，2013年黄菁翠就胆粗粗的举办了第1届TEDx。第1届，她把主题定为“点滴串联”。



为让马来西亚的TEDx茨厂街永续经营，黄菁翠（前排中）要求每一位负责人培训接班人。这是一种远见！

第一次举办，出席者为280人，也因为第一次的经验不足，出现了亏损。这情况不得不让她沉思，TEDx 虽然是非盈利平台，但是如果每一年亏损，很容易陷入无以为继的困境。黄菁翠说她不得不思考TEDx路在何方。

检讨期：

经过了深刻检讨后，第二年黄菁翠把主题定为“重心出发”，意味着重新开始，且一口气定了5年的主题。从心开始、行迹、敢动、涟漪人、燃、学等主题，她说经过了2届经验，更多人愿意出任志愿工作者帮忙举办，让她觉得有责任让这一群志工看到她的决心，做长远计划把盛会一年一年的举办下去，这就是领导力的展现。

成果期：

果不其然，经过大家的努力，TEDx茨厂街一年比一年举办更出色。观众人数在第3年突破1000人，然后不断攀升到1600人。

其中最重要的是黄菁翠看到团队的付出、努力和创意。她与我们分享历届志工无论是场地规划、布置、海报设计、宣传、视频拍摄、手册等的设计，专业程度让人叹为观止。

负责人培训接班人

黄菁翠经过多年努力也组成一支稳定的核心志工团队，准备、处理与筹备。由于大家都是志工、义工，或部分正职人员。她会理解每个人或有各自的原因，第二年不能给予帮忙。因此，她会要求每一个岗位的负责人务必培训接班人，这样就不至于断层——这种远见让老板们折服。

她最厉害的就是很懂得授权，把权力下放。她只做最重要的工作——寻觅一年一度的主讲嘉宾，这是一项难度相当高的工作。

- 主讲嘉宾必须有动人出色的故事；
- 主讲嘉宾必须愿意上台分享；
- 主讲嘉宾需要掌握一些呈现技巧；
- 主讲嘉宾的故事能够打动人心。



作者（右前）认为黄菁翠（作者后方）点出成功秘诀在于——权力下放与只做最重要的事！

所以黄菁翠有一支培训演讲能力的团队，给主讲嘉宾特别培训。

发掘大马出色人才

每一年她都倾注了很多心血去留意身边的人与事，并分享寻找主讲嘉宾的点滴。有些主讲嘉宾非常有亲和力、有些主讲嘉宾上台前上台后判若两人。这平台给予他们很多信心，当然也遇过让她难堪自大的主讲嘉宾。不过，她给现场老板最大的启发就是——老大就是要做最重要的事。

寻觅主讲嘉宾过程，黄菁翠也惊讶发现原来马来西亚拥有那么多各种各类的出色的人才。每一个人在他们的领域都很棒，让她感受到一种使命感，就是把美丽的马来西亚介绍给世界。

马来西亚的骄傲

TEDx茨厂街迄今是中华圈以外唯一的中文平台，目前也受到TEDx全球瞩目的一个成功平台，一面靓丽的旗帜。

因为疫情关系，睽违了3年的TEDx茨厂街在10月如约而至，吸引了1700人出席演讲会。

TEDx也让老板们一起看到什么？

“马来西亚的能力，马来西亚的希望。”

今年，TEDx的志工一共有160名。基本上90%都是90后和少数的00后。这一批年轻人的干劲、热情、创意简直是热火朝天。有一位学生的留言或者是最好的注脚——我们马来西亚华人很喜欢自我贬低。但是，我们真的那么差吗？或者我们自己错过了身边很多独特让我们骄傲的人与事。其实，这就是黄菁翠年复一年举办TEDx的推动力，她要让世界看到美丽的马来西亚。

TEDx 茨厂街的成功，
让老板们学到什么？

勇往直前	将版权拿到马来西亚，成为开荒者。
远见	要求每一位领导志工、义工都要在职培训接班者，传承。
授权	权力下放，只做最重要的事。
目标明确	马来西亚的能力，马来西亚的希望！年轻人很共鸣。



PRODUCTION



Production of Fresh Fruit:
Bunches (Oil Palm)
Sept 2022: 9,152,131 tonnes ▲8.3%
Aug 2022: 8,872,246 tonnes ▲3.8%



Production of Natural Rubber
Aug 2022: 36,411 tonnes ▼15.2%
Jul 2022: 37,843 tonnes ▼22.1%



Industrial Production Index (IPI)
Aug 2022: ▲13.6%
Jul 2022: ▲12.5%



Sales Value of Wholesale & Retail Trade Sector
Aug 2022: RM133.7b ▲33.7%
Jul 2022: RM130.4b ▲40.7%



Sales Value of Manufacturing Sector
Aug 2022: RM157.4b ▲24.4%
Jul 2022: RM148.4b ▲23.8%

EXTERNAL SECTOR



Exports
Sept 2022: RM144.3b ▲30.1%
Aug 2022: RM141.3b ▲48.2%
Jul 2022: RM134.1b ▲38.0%



Imports
Sept 2022: RM112.6b ▲33.0%
Aug 2022: RM124.4b ▲67.6%
Jul 2022: RM118.5b ▲41.8%

LABOUR MARKET



Number of Employed Persons
Aug 2022: 16.02 mil persons ▲4.2%
Jul 2022: 15.98 mil persons ▲4.5%



Unemployment Rate
Aug 2022: 3.7%
Jul 2022: 3.7%

PRICES



Consumer Price Index (CPI)
Sept 2022: ▲4.5%
Aug 2022: ▲4.7%
Jul 2022: ▲4.4%



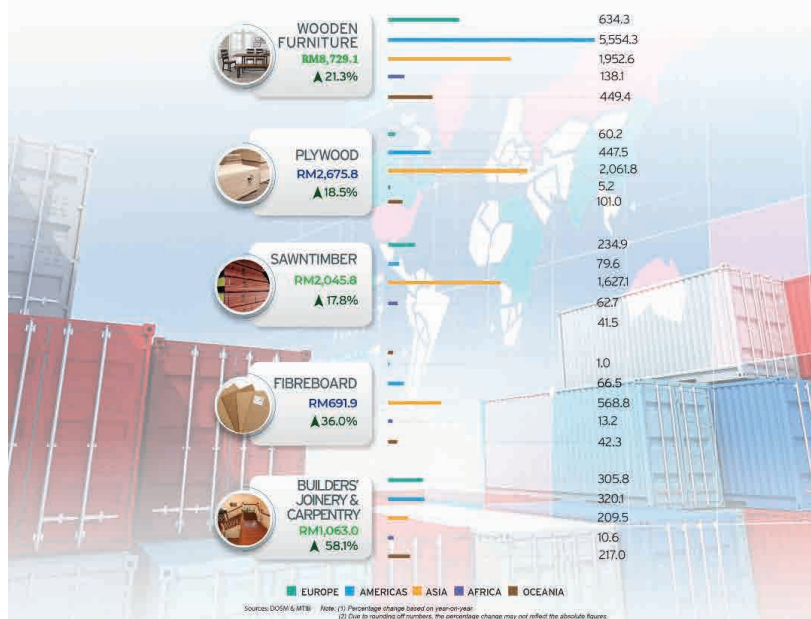
Producer Price Index (PPI)
Sept 2022: ▲4.9%
Aug 2022: ▲6.8%
Jul 2022: ▲7.6%

MALAYSIA: EXPORT AND IMPORT OF TIMBER AND TIMBER PRODUCTS



MALAYSIA: EXPORT OF MAJOR TIMBER PRODUCTS TO MAJOR DESTINATIONS

JANUARY - SEPTEMBER 2022
(RM Million)



MALAYSIA: EXPORT OF MAJOR TIMBER PRODUCTS TO MAJOR DESTINATIONS

JANUARY - SEPTEMBER 2022
(RM Million)



Exhibit 1 Exports by Sector, September 2021 and September 2022**5. Exports of Selected Major Products**

The expansion in export performance for September 2022 was influenced by the increases in the following products:

- E&E products (39.8% of total exports), expanded by 39.8 per cent or RM16.3 billion to RM57.4 billion;
- Refined petroleum products, which accounted for 11.3 per cent of total exports, expanded by RM7.7 billion or 88.4 per cent to RM16.3 billion in line with the increase in average unit value (+69.7%) as well as export volume (+11.0%);
- LNG, accounting for 4.5 per cent of total exports, increased RM3.8 billion or 142.0 per cent consistent with the growth in both average unit value (+75.2%) and export volume (+38.1%);
- Crude petroleum, which constituted 2.1 per cent from total exports grew by RM1.3 billion or 74.3 per cent to RM3.1 billion in tandem with the increase in average unit value (+78.3%). On the other hand, export volume registered a negative growth of 2.2 per cent;
- Palm oil & palm oil-based products (8.1% of total exports) grew by RM1.0 billion (+9.7%) to RM11.6 billion. Exports of palm oil, the major commodity in this group of products rose by RM540.9 million or 8.3 per cent along with the rise of average unit value (+9.6%). In contrary, export volume fell by 1.2 per cent; and
- Timber and timber-based products, which contributed 1.4 per cent to total exports rose by 24.1 per cent or RM392.9 million to RM2.0 billion.

However, exports of natural rubber, which constituted 0.3 per cent to total exports dropped RM44.9 million or 10.1 per cent to RM398.8 million as a result of the decrease in export volume (-12.5%). Nevertheless, average unit value increased (+2.7%).

Exhibit 2 Exports by Selected Major Product, September 2021 and September 2022

Share	 39.8%		 11.3%		 8.1%		 4.5%		 2.1%		 1.4%		 0.3%	
	Electrical and Electronic Products		Refined Petroleum Products		Palm Oil and Palm Oil based Products		Liquefied Natural Gas		Crude Petroleum		Timber and Timber-based Products		Natural Rubber	
	RM billion	Y-o-Y (%)	RM billion	Y-o-Y (%)	RM billion	Y-o-Y (%)	RM billion	Y-o-Y (%)	RM billion	Y-o-Y (%)	RM billion	Y-o-Y (%)	RM billion	Y-o-Y (%)
September 2022	57.4	+39.8	16.3	+88.4	11.6	+9.7	6.5	+142.0	3.1	+74.3	2.0	+24.1	0.4	-10.1
September 2021	41.1	+5.6	8.7	+161.0	10.6	+50.5	2.7	+80.9	1.8	-1.1	1.8	-19.4	0.4	+84.7