

马来西亚家具总会简报 NEWSLETTER

ISSUE 7, JULY 2021

市场开发援助金（MDG）新项目协助中小型企业应对新冠疫情 New Initiatives for MDG to assist SME's in this Covid-19 pandemic

The Time to EXPORT is Now.

THE EXPANDED SCOPE IN MARKET DEVELOPMENT GRANT (MDG)

- Addressing the increased cost for export
- Addressing the loss due to cancellation or postponement of export promotion activities
- International Certification registration for export
- Intellectual Property (IP) registration for international market
- Branding and advertising for exports including digital platforms

ONLINE APPLICATION All SMEs are encouraged to apply
Online application starting 15th July 2021
For more info please visit www.matrade.gov.my

MALAYSIA EXTERNAL TRADE DEVELOPMENT CORPORATION (MATRADE)
www.matrade.gov.my @matradeHQ @matrade MATRADE MATRADE matrade_hq

当马来西亚重新在2021年5月12日实施行动管制令时，没人意料这次的行动管制令会不断延长到2021年7月中旬。行动管制令的延长来自于我国的疫情感染病例不断上升，并于2021年7月26日创下有史以来最高记录，17,045宗病例。

随着越来越多的中小型企业遭受营业亏损，在这时期一间企业的成本和生存变得至关重要。因此，马来西亚对外贸易发展局（MATRADE）在市场开发援助金（MDG）下为符合条件的中小型企业添加一些新的奖掖项目。

新奖掖措施的申请日期从2021年7月15日起，至2022年1月22日结束。当中包括对本地或海外展销会取消或延期的补偿、出口马来西亚产品的物流费用报销、出口产品国际认证、国际知识产权注册，以及在数码平台上的出口产品广告和推广费用。简而言之，希望这些新添加的奖掖措施能够让中小型企业在等待度过疫情后，能有所帮助。

When MCO 3.0 was reintroduced back in May 12, 2021, nobody thought it will drag all the way into mid-July 2021 in one form or another while cases are still rising up to a record 17,045 (as of July 25, 2021).

As more SMEs are inching towards foreclosure, cost and survival becomes paramount during this unprecedented period. The Malaysia External Trade Development Corp (MATRADE) responded by unveiling several new initiatives under its Market Development Grant (MDG) incentive for eligible SMEs.

Slated to begin in July 15, 2021 until January 22, 2022, the new initiatives encompasses aspects such as compensation for the cancellation or postponement of trade fairs/ exhibition locally or overseas, the reimbursement of logistic cost for export products, the international certification for exports, IP registration for the global market and the expenses for promotion for exports including on digital platform.

Generally, it is hopeful that this new addition will enable SME's to stretch their financial savings a little more while trying to wait for the pandemic storm to pass.

有兴趣参与者请浏览 Interested participants can visit

<https://www.matrade.gov.my/en/malaysian-exporters/services-for-exporters/exporters-development/market-development-grant-mdg>

以获取更多详情 for further details.

政府与私人界合作疫苗接种计划（PIKAS）加速人民的疫苗接种

PIKAS aims to accelerate the immunization of the Rakyat

由于我国每天都在努力应对激增的新冠病毒感染病例，仅遵守标准作业程序（SOP）是不够的。我国在2021年7月25日达到了17,045宗有史以来最高的确诊病例。接种疫苗更是成为了保护人民的关键因素，并在更大程度上也是恢复国家经济和动力最关键一环。

由于早期推出的国家冠病疫苗接种计划（PICK）反应不热烈，政府随后决定展开政府与私人界合作疫苗接种计划（PIKAS），旨在为2019年占我国国内生产总值（GDP）22.3%的制造业，提供另一个疫苗接种辅助途径。

在PIKAS计划下，雇主须为公司员工注册。除疫苗外的所有费用，如疫苗接种场地（PPV）的准备和行政费，均由公司自行承担。PIKAS分为两个模式：安排员工到疫苗接种中心（模式1）或是企业工厂地点或厂房范围内安排合适的接种场地（模式2），唯须提前获得批准和确认。

尽管如此，企业还是必须遵守基本要求，例如员工是自愿登记接种疫苗、已透过Mysejahtera进行注册、尚未收到疫苗接种通知以及年满18岁或以上。唯，员工的配偶和家庭成员不再此计划的涵盖范围内。符合条件的企业可从2021年7月1日起通过pikas.miti.gov.my网站申请注册参与。

截至2021年7月15日，已有19个疫苗接种中心参与了PIKAS计划，而每日确诊病例居高不下的巴生谷地区，也设立了大型疫苗接种中心，如莎阿南实达城市会展中心、莎阿南会展中心、布城国际会展中心和马来西亚国际贸易与会展中心（MITEC）等。

选择参与模式1的雇主须为每名员工支付每剂马币45令吉的疫苗，其中马币30令吉为接种疫苗中心的场地费用，而剩余的马币15令吉是ProtectHealth的行政管理费用。

As the country grapples with surging Covid-19 cases daily, mere adherence to the Standard Operating Procedure (SOP) is inadequate. While the daily infection rate **reached a historical high 17,045 on July 25, 2021**, vaccination becomes the key element in safeguarding the Rakyat and to a greater extent the economy and vitality of the nation.

Responding to the early sluggish response of the National Immunisation Programme (PICK), the government then decided to introduce the Program Imunisasi Industri Covid-19 Kerjasama Awam-Swasta (PIKAS) aimed at creating a secondary avenue specifically for the manufacturing sector recording a 22.3% contribution of the country's Gross Domestic Product (GDP) in 2019.

Under PIKAS, employers are to register for their workers and all costs aside from the vaccine such as PPV preparation and administration fees will be borne by the company themselves. There are two modules where it will be utilizing existing PPV's (Module 1) or the setup of on-site PPV's at the factory premise (Module 2).

Nevertheless, certain basic requirements remain such as workers registered are on a voluntary basis, already an existing mySejahtera user, have yet to receive any appointment from the mainstream immunization programme and aged 18 years and above. Spouses and family members are however not covered under this immunization programme. Qualified companies are then able to start registering their participation at pikas.miti.gov.my beginning July 1, 2021.

As of July 15, 2021 **there are 19 existing PPV's participating** in PIKAS and Klang Valley with its repetitive high number of daily infections has 4 mega PPV's such as Setia City Convention Centre, Shah Alam Convention Centre, Putrajaya International Convention Centre and the famed Malaysia International Trade and Exhibition Centre (MITEC).

Employers opting for Module 1 are required to pay RM 45 per dose per worker as RM 30 was for the PPV's cost with the remainder RM 15 as administration fee to ProtectHealth.

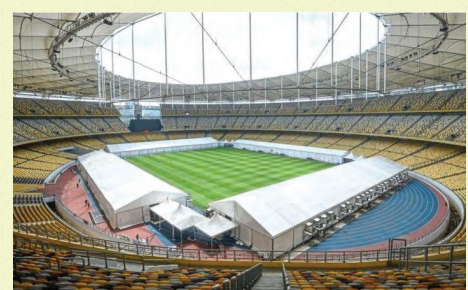
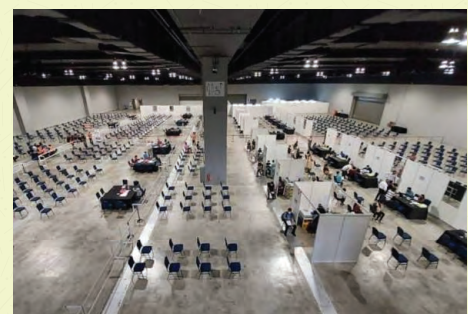
有关PIKAS的常见问题(FAQ)

24. 第一种模式 (Model 1) 和第二种模式 (Model 2) 的行政成本？

在PIKAS计划下，政府提供免费疫苗，以下为为每一名接种员工的行政开销和成本：

No.	事项	疫苗接种中心 (PPV)	现场接种中心 (On-Site)
1	疫苗	免费	免费
2	给ProtectHealth的行政成本	RM15	RM15
3	场地开销	RM30	根据现场的范围大小、设施安排而定
总数 (每一支疫苗予每一名员工)		RM45	RM15 + 现场接种中心的准备成本

林万隆 Lim Ban Hong 国际贸易及工业部副部长





Bangunan FIDEC 3

至于模式2，家具行业非常感谢马来西亚木材理事会（MTC）、马来西亚种植及原产业部（MPIC），及马来西亚木材工业局（MTIB），联手推动在万津Olak Lempit的FIDEC设立大型疫苗接种中心。

由于模式2的基本成本为马币70令吉，与模式1的价格相比，特别对中小型企业来说较为昂贵。因此，马来西亚木材理事会随后将为每名员工补贴马币30令吉，而雇主只需支付剩余的马币40令吉。

这项津贴措施得到了巴生谷木材业者，包括上游业和下游业的支持。马来西亚木材理事会在2021年7月7日的信函中表示，提交**申请参与PIKAS的员工总人数为4,142人，总费用达马币165,680 令吉**。基于隆雪地区居高不下的感染病例，隆雪家具公会（KSFA）和马来西亚家具总会联手召集了约60家公司、涉及3,551名员工的参与，总费用为马币142,040令吉。

希望PIKAS 计划能够协助到已遭受大约马币60亿令吉损失的木材与家具行业。截至2021年7月13日，仅是家具业就已损失了马币16亿令吉，而这数字也仍不断地上升。

据估计，如果全面封锁接续持续，许多企业最终将宣告结业和破产。政府有必要确保人民不会成为新冠病毒下的牺牲者，而也需保证人民不会因经济领域持续关闭而死于饥饿。

As for Module 2, the furniture industry remains grateful with the support of the Malaysian Timber Council (MTC) where through the collaboration with the Ministry of Plantation Industries and Commodities (MPIC) and Malaysian Timber Industry Board (MTIB) has established a PPV located at the Fibre and Biocomposite Development Centre (FIDEC 3) at Olak Lempit, Banting.

With the original cost for this onsite PPV at RM 70, this is deemed to be costly compared to Module 1 especially for small-medium enterprises (SME). MTC then stepped in by subsidizing RM 30 per worker and employers are only required to pay the remaining RM 40.

The incentive received mass response from the entire timber sector in Klang Valley involving the upstream and downstream industry alike. In a letter dated July 7, 2021 MTC stated the **total number of workers submitted was 4,142 with a payable fee of RM 165,680.00**. Considering Selangor and Kuala Lumpur is now bearing the brunt of the pandemic, the Kuala Lumpur Selangor Furniture Association (KSFA) with the liaison of MFC managed to gather the participation of 60 companies involving 3,551 personals with a total cost of RM 142,040.00.

Hence, it is hopeful that the PIKAS programme can serve as a much-needed life buoy to the entire timber industry where it has lost approximately RM 6 billion worth of business as of July 13, 2021 while the furniture industry alone has lost up to RM 1.6 billion with the figure still rising.

It is estimated that a number of companies will end up declaring bankruptcy if the lockdown continues as the government must not only ensure the Rakyat do not become a casualty of the pandemic but also do not die of starvation as millions of livelihood are on the line each passing day.

Guideline for Short Term Workers Accommodation encompasses 3 years (2021- 2023)

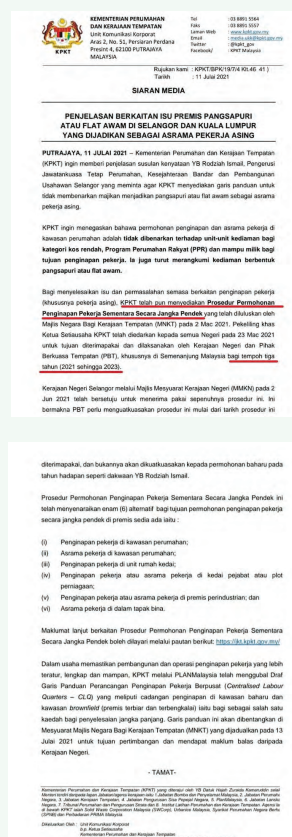


“短期临时员工住宿申请指南”列出了六种替代方案，用于在现有场所申请短期员工住宿，即：住宅区的员工住宿、住宅区的员工宿舍、店屋单位的员工住宿或宿舍、办公商店或商业用地的员工住宿和宿舍、工业场所的员工住宿或宿舍、以及建筑工地的员工宿舍。

希望这一指南能够解决繁琐的申请手续，并在新冠病毒疫情期间，为员工提供合适的住宿。

The "Prosedur Permohonan Bagi Penyediaan Penginapan Pekerja Secara Jangka Pendek" contained **six (6) alternatives for short term workers accommodation which are: accommodation in residential areas; hostels in residential areas; accommodation in shophouse units; accommodation or dorms in office shops or business lots; in industrial premises; and dorms at construction sites.**

It is hopeful that this guideline will solve the 'red tape' challenges and prepare a decent workers accommodation during the Covid-19 pandemic.



美国经济复苏惠及马来西亚木制家具产品

US Economic Rebound Benefits Malaysian Wooden Furniture Products

随着美国重新开放经济领域和越来越多的美国人已接受疫苗接种，美国2021年第一季度经济增长率为6.4%。随着美国政府发放现金支票给人民、失业救助金和贷款保障等措施和法规下，其失业率截至2021年6月，稳定在5.9%。而休闲、教育和零售等行业随着户外活动的增加，也带动了就业机会。

由于美国和加拿大目前正处于建筑旺季，这个阶段的经济复苏对木材和木制产品行业更加有利。唯在2021年5月这个旺季里，却让许多首次购屋者无法负担得起房价，而导致房屋的销售率下降。

尽管如此，与新冠病毒疫情前相比，美国的家具进口量则增长了一倍；而马来西亚产品同期相比也增长了三位数。橱柜则是最大赢家，因我们的产品只排在越南之后，同期相比增长了33.1%，而同年相比增长了44.2%。



As the United States reopens its economy and more Americans being vaccinated, so does its recovery with an annual rate of 6.4% in Q1 2021. Supported by government assistance such as cash handouts, unemployment benefits and also loan protections, this at least stabilized the unemployment rate at 5.9% as of June 2021 while sectors such as leisure, education and retail have registered notable job gains due to an increase of outdoor activities.

This recovery is beneficial across the board and more so for the timber and timber products industry attributing to the construction peak season enjoyed by the US and Canada currently. Ironically, this peak season also resulted in lower home sales in May 2021 due to the lack of affordable properties squeezing first-time buyers out of the market.

Nevertheless, US furniture imports has doubled compared to pre-pandemic levels which saw Malaysian products registering a three-digit growth on a year-to-year basis. Kitchen cabinet appears to be the biggest winner as our products remained second place behind Vietnam, showing a month-on-month growth of 33.1% and 44.2% on a year-to-year basis.





EFE ONLINE EXHIBITION

1st Anniversary

Apart Yet Together

手牵手，疫起走



Hup Chong Furniture Sdn Bhd | HALL 2-B01

EFE remains a great foundation for a 5-star exhibition platform for all furniture exporters at an affordable price. However, when the global pandemic wave struck the exhibition industry, EFE lost its main source of income, putting the entire EFE team's livelihood at risk. With great efforts and perseverance, EFE team had successfully launched various online platforms such as EFE Online Exhibitions, Online Business Matching, WOW 360° and others, enabling EFE and all furniture industry players to struggle through this difficult and challenging time together.

一直以来，EFE 都是以最优惠的价钱，提供一个 5 星级的展览会于家具出口业者们。然而，疫情的冲击让 EFE 团队失去唯一收入来源，让他们一度陷入未知的窘境。所幸，团队们锲而不舍打造 EFE 线上展览会、线上商业配对、线上展示厅 WOW 360°等，让 EFE 与业者们一起挺过这次的难关。

Chua Chun Chai, Chairman of Export Furniture Exhibition

Tawei Furniture Sdn Bhd | HALL 1-B06

Originally, I was one of the few who remain skeptical into participating the newly introduced online platform. But to my surprise, it blew off my expectations. Long lost buyers returned and enquired from my after viewing my products at the EFE Online Exhibition! Splendid job EFE Team!

当知道 EFE 建议要推广这个线上平台时，我是抱着怀疑心态的，认为这是不可行的。可是，EFE 交出的成绩单却令我大跌眼镜。让很久以前断了联系的客户在 EFE 线上展览平台找到了我们，重新与我们下单！

Sunny Ter, Managing Director

Dynamic Furniture Industries (M) Sdn Bhd | HALL 4-B03

As the pandemic rages on, every industry is trying to stay afloat. Those unable to keep up with the current trend will be slowly forgotten by buyers. In order to assist the industry players with minimum funding, EFE appealed to the Board of Directors to allow us to promote WOW 360°, a virtual platform for international buyers to see and 'feel' the latest furniture design offered by Export Furniture Exhibition.

逆水行舟，不进则退。事业宣传停顿，就会被茫茫买家遗忘。为了帮助业者们，在资金有限的情况下，EFE 团队也极力向董事局争取推广线上展示平台 WOW 360°，让全球各地的买家能看到业者们在线上展示厅的视频。

Khoo Yeow Chong, President of Malaysian Furniture Council

Jin Sheng Furniture Industry Sdn Bhd | HALL 1-A05

The pandemic has impacted the world for more than a year. However, EFE remains determined and refuses to give up at any point. Our perseverance has led the furniture industry to generate more business opportunities, helping all of us to walk through this pandemic. Additionally, EFE never slows its pace in attempting to present the best of Export Furniture Exhibition in the international level!

疫情爆发至今已经一年多了，在这些日子里 EFE 并没有放弃、没有停下脚步，不断地想出更多方案，带领行业一起坚持下去，且为未来的展览会做最佳的准备。

Hendry Kong, Managing Director

Jemaramas Jaya Sdn Bhd | HALL 6-B01

It has been one year since the EFE Online Exhibition commenced. Looking back, the Board of Directors has to be persuaded constantly to give the green light despite the initial skepticism. Determination was the factor in the EFE team in allowing us to provide them a free hand to do what they do best with confidence. None of these would have been possible without the combination of any of the above mentioned factors. Henceforth EFE Online Exhibition, EFE Online Business Matching and WOW 360° is here to stay and help the industry to survive the forthcoming year.

EFE 线上展览会已成立一年，回首 EFE 团队不断地说服董事会要把展览会转向线上发展时，我们刚开始也保持着怀疑态度。是 EFE 团队的毅力说服了我们，我们才决定让 EFE 团队放心的去执行。回想当初如果没有 EFE 团队的毅力与董事会的决定，也不会有现在的 EFE 线上展览会、线上商业配对与线上展示平台 WOW 360°，帮助了业者挺过这艰辛的一年。

Matthew Law, Chief Executive Officer

Ah Hai Industries Sdn Bhd | HALL 7-M05

As exhibitions were postponed continuously, industry players require 'new blood' to boost their sales. EFE has been assisting the industry to source new international buyers relentlessly through Online Business Matching sessions seeking new business opportunities.

随着展览会不断的推迟，EFE 团队为了可以拓展业者的新客源，不停协助寻找新的国际买家；日以继夜的陪伴业者们出席各种商业配对，帮助业者制造商机。

Lim Hee Tiang, Managing Director

FREE
36sqm booth
worth
RM1288

1st Anniversary

We will be giving out a limited number of EFE Online Exhibition Booths worth RM 1,288! Free rental + free monthly replacement of product photos for the whole year of 2021!

Kindly contact Ms Ebelle Chong (012-787 6332) to secure your exhibition booth!

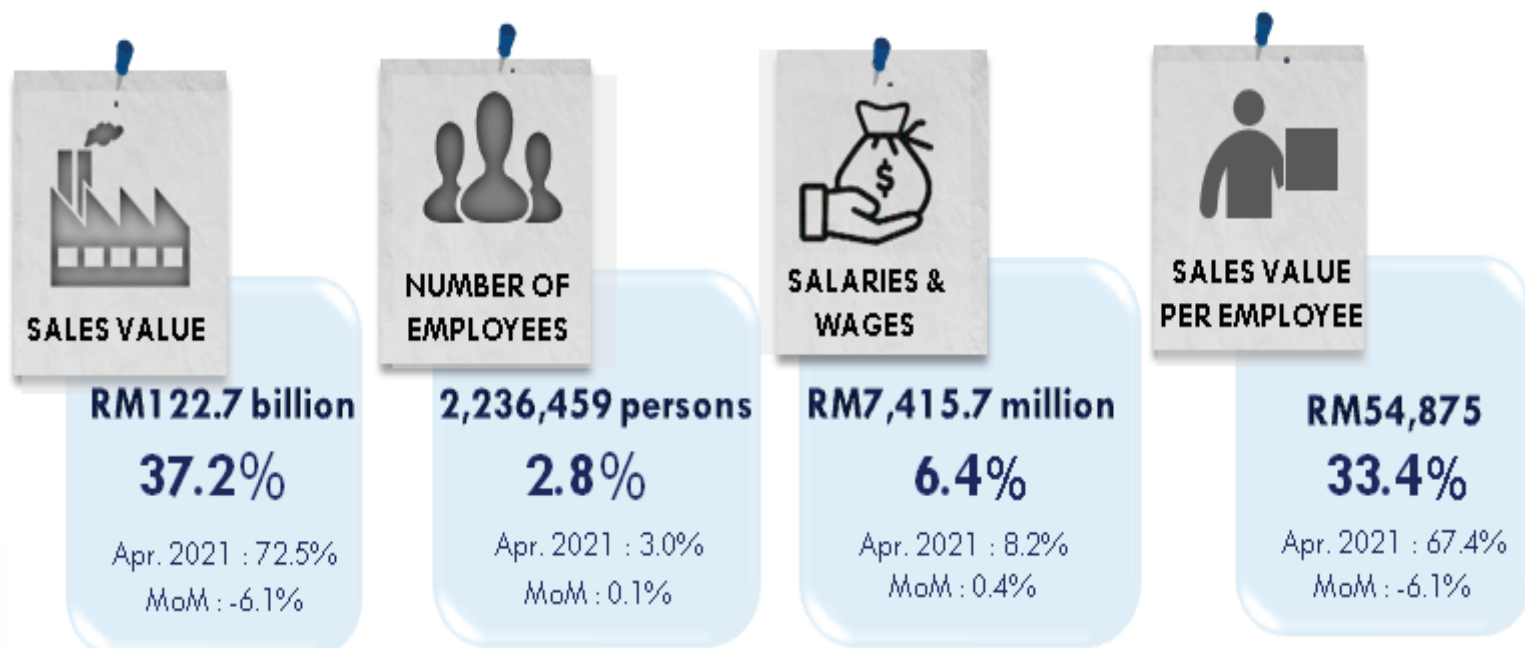
我们将限量送出价值 RM1,288 的 EFE 线上展览会展位！
2021 年全年免租金+免费每月更换产品照片！

赶快联络 Ms Ebelle Chong (012-787 6332) 预定你的展位吧！

<https://online.efe.my/>



Malaysia Manufacturing sales retained a double digit growth of 37.2 per cent in May 2021 to RM122.7 billion



SALES VALUE BY SUB-SECTOR

Food, Beverages & Tobacco



13.8%

Apr. 2021 : 20.4%
MoM : -2.3%

Textile, Wearing Apparel, Leather & Footwear



38.3%

Apr. 2021 : 143.0%
MoM : -4.4%

Wood, Furniture, Paper Products & Printing



68.1%

Apr. 2021 : 215.0%
MoM : -14.4%

57.1%

Apr. 2021 : 192.9%
MoM : -11.9%



Non-Metallic Mineral Products, Basic Metal & Fabricated Metal Products

31.0%

Apr. 2021 : 80.2%
MoM : -7.0%



Electrical & Electronics Products

59.5%

Apr. 2021 : 332.4%
MoM : -14.8%



Transport Equipment & Other Manufactures

48.7%

Apr. 2021 : 49.1%
MoM : -1.8%



Petroleum, Chemical, Rubber & Plastic

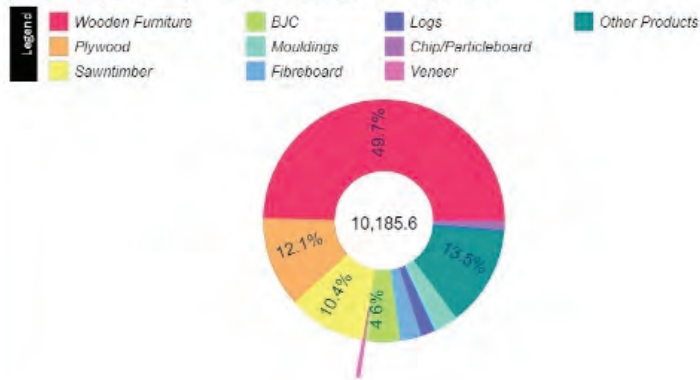
-21.4%
RM 559.49 Mil.
May 2020

62.0%
RM 906.59 Mil.
May 2021

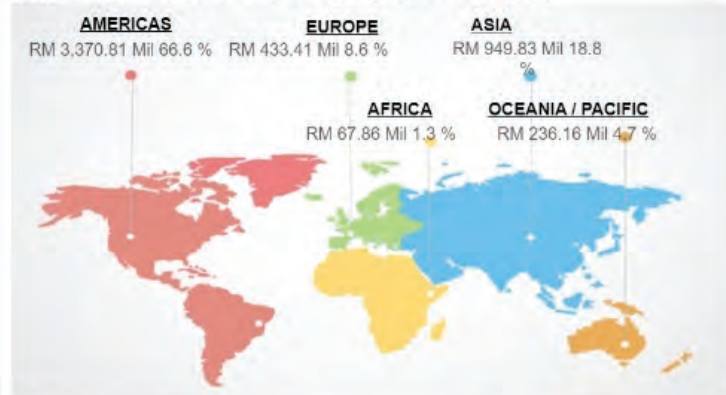
-5.3%
RM 3,182.09 Mil.
Jan - May 2020

59.0%
RM 5,058.30 Mil.
Jan - May 2021

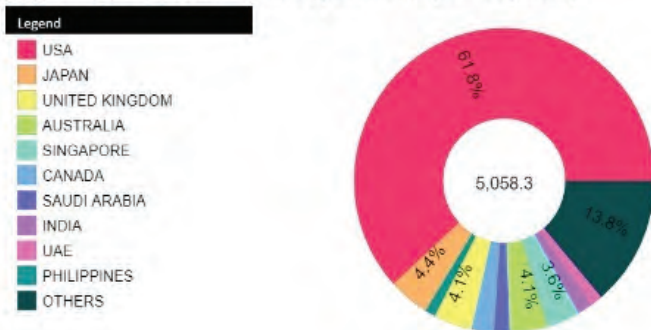
Malaysia: Export of Major Timber Products (Jan - May 2021)



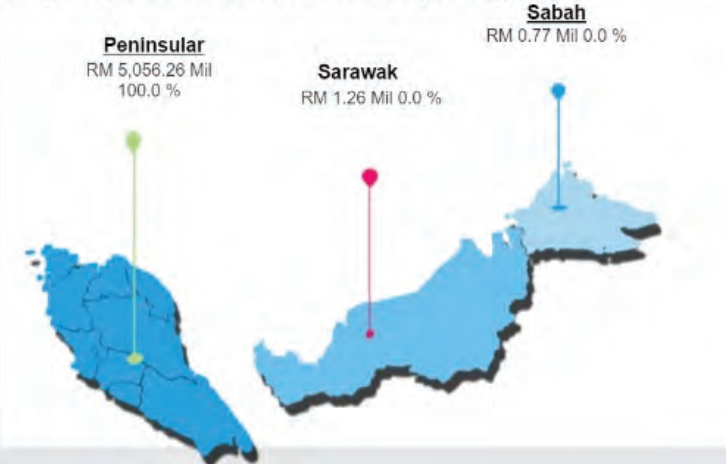
Malaysia: Export of Wooden Furniture by Region (Jan - May 2021)



Malaysia: Export of Wooden Furniture by Destination (Jan - May 2021)



Malaysia: Regional Product of Wooden Furniture (Jan - May 2021)



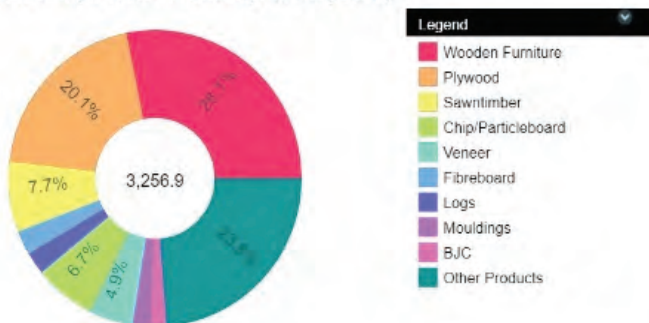
10.5%
RM 121.54 Mil.
May 2020

58.5%
RM 192.70 Mil.
May 2021

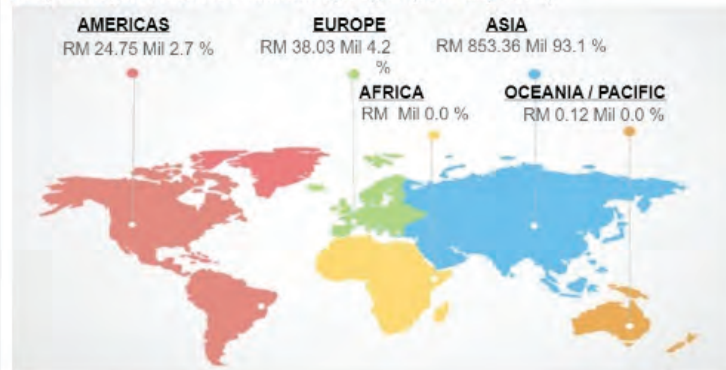
51.6%
RM 635.12 Mil.
Jan - May 2020

44.3%
RM 916.26 Mil.
Jan - May 2021

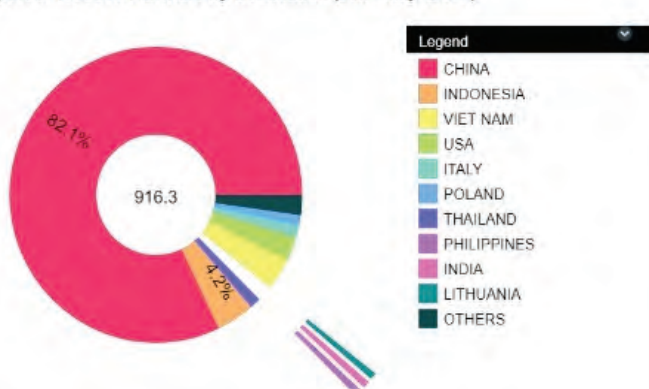
Malaysia: Import of Major Timber Products (Jan - May 2021)



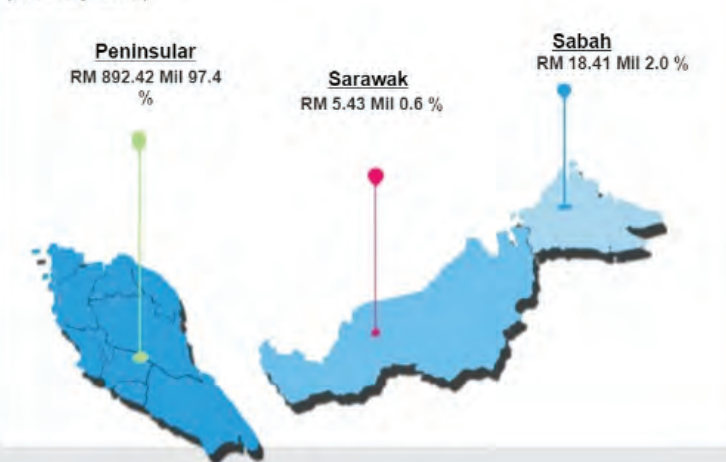
Malaysia: Import of Wooden Furniture by Region (Jan - May 2021)



Malaysia: Import of Wooden Furniture by Destination (Jan - May 2021)



Malaysia: Regional Product of Wooden Furniture (Jan - May 2021)



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