Agriculture and Agri-Food Canada Agriculture et Agroalimentaire Canada

Canada

**Publication Date : July 29, 1997**

# MALAYSIAN OILSEED INDUSTRY

## TABLE OF CONTENTS



---

## INTRODUCTION

TOP

This report was compiled to provide Canadian exporters with an overview of the Malaysian oilseeds sector.

We would like to thank the Department of Foreign Affairs and International Trade and the Canadian Embassies in Malaysia and Singapore for their assistance in providing information.

For additional information on the Malaysian oilseed industry or for information on the oilseeds sector of other countries, contact:

Grains and Oilseeds Division
Agriculture and Agri-Food Canada

OTTAWA, ONTARIO
CANADA
K1A 0C5

Telephone (613) 759-7703
Facsimile (613) 759-7499

## 1. GENERAL OVERVIEW

The population (almost 20 million) of Malaysia is made up primarily of two distinct groups: the Malays, who are mostly Moslem and represent about 70% of the population; and the Chinese, with 20% representation. The remaining portion is a mixture of various cultures.

***Area:***

| | |
|---|---|
| Total area: | 330 million ha. |
| Land area: | 329 million ha. |

***Land use:***

| | | |
|---|---|---|
| Arable land: | 3% | 10 million ha. |
| Permanent crops: | 10% | 33 million ha. |
| Forest and woodland: | 63% | 207 million ha. |
| Other: | 24% | 79 million ha. |
| Irrigated land: (1989 est.) | 1% | 3 million ha. |

Agriculture accounts for 16% of GDP (1993 est.)

### A) NATIONAL AGRICULTURAL POLICY

TOP

Implemented during a fairly rapid and sustained growth of the overall economy and, in particular, the manufacturing sector, the 1986-1990 National Agriculture Policy (NAP) was effective in terms of guiding resource use, as well as output growth and changes in its composition. Both the agricultural output and the export base have become more diversified as new and higher value commodities enter local and foreign markets. Production was basically market driven within the framework of the development of the sector, and its dynamism arose from the liberal policy framework and the fervour of the private sector.

According to the Malaysian government, the 1992-2010 NAP will address important shortcomings of the previous NAP. It will also continue to accelerate the transformation of the agricultural sector into a highly modernised, commercialised and sustainable sector, with growth and development momentum that is market driven and human resource-led. The new NAP foresees the creation of a dynamic and vibrant agricultural sector comprised of efficient agribusinesses, farms and enterprises. Sector growth will be based on a rapid pace of innovation in products and processes, increased productivity and expanded utilization of technological. The overriding objective of the Policy is the maximization of income through optimal utilisation of resources. The agricultural sector is facing the constraints of decreased water resources in the face of increased demands and the high cost of new land development, shortages of labour and, above all, the need to sustain and enhance its competitiveness in both domestic and world markets.

The rate and direction of agricultural growth will hinge on the capability of the sector to penetrate and expand new and traditional markets and to generate supplies to meet the quality and quantity needs of both domestic and international markets. Issues related to market access, competition, market share, prices and trade practices will be addressed through an integrated approach combining demand and supply aspects and by creating conditions for market transparency. The marketing efforts will ensure Malaysian products are competitive, specifically oriented to meet changing market and consumer preferences.

## 2. CHARACTERISTICS OF THE MARKET

TOP

### A) LOCAL PRODUCTION

Malaysia is the world's largest producer of palm kernel oil and palm oil (slightly over 50% for each). (Table 3)

The Palm Oil Registration and Licensing Authority (PORLA) of the Ministry of Primary Industries, is responsible for promoting quality awareness of Malaysian palm oil.

PORLA's role is to conduct inspection programmes to ensure the users that only palm oil products with the appropriate quality are delivered. The quality of palm oil products is determined at strategic points during processing and, in the case of trade, at ports of export. PORLA's quality control activities encompass all stages of production, from planting materials to the final point of export of palm oil products.

A second organization involved in the palm oil sector is the Palm Oil Research Institute of Malaysia (PORIM). Its mission is to support the well-being of the palm oil industry in Malaysia through research, development and services. The mission of PORIM is served by pursing the following objectives:

- expand and improve current uses of palm oil products;
- find new uses;
- improve production efficiency and quality of products and
- promote the use, consumption and marketability of palm oil products.

**Palm Oil**

Palm oil production will increase through crop land expansion and enhancement of productivity. Whilst planting through opening of new areas will be predominantly in Sabah and Sarawak, in Peninsular Malaysia this will be through conversion from other crops as well as the renewed use of idle land. Research and development in labour-saving technology, such as mechanization and automation, will be stepped up to reduce labour requirements in oil palm cultivation and to improve the industry's competitiveness in the world's oils and fats market. Downstream processing into higher value-added palm oil products, such as oleochemicals, will continue to be given priority.

*SOURCE: Ministry of Agriculture, Malaysia, Internet*

**Trends**

After a number of years of negative publicity and as a result of a strong public relations campaign by PORIM, the acceptance of palm oil and palm kernel oil is showing improvement.

### B) DOMESTIC MARKET

TOP

### *Vegetable Oils and Fats*

### Other Oilseed Products for Direct Human Consumption

i. Malaysians, particularly those of Chinese origin consume soyfoods. Currently, about 50% of the soybeans used for soyfood are supplied by domestic crushers from reselecting a portion of the soybeans they imported for crushing purposes. This portion of the market is price sensitive. The crushers resell these selected beans at a markup to soyfood processors. By catering to the high quality end of the market, Canadian exporters of food grade soybeans have been able to capture and maintain about a 15% share.

### *Protein Meals*

i. Malaysia has a significant livestock industry (see table 3).
ii. Soymeal is the protein meal of choice (85%). Local production accounts for 43% and the remainder (57%) is imported from the Peoples' Republic of China and India.
iii. Trends - From Table 3, livestock production increased over the last few years. Aquaculture has grown by 75% between 1991 and 1994.

## C. COUNTRY IMPORTS - OILSEEDS, VEGETABLE OILS & PROTEIN MEALS

TOP

i. The primary Canadian oilseed export product for the Malaysian market is canola meal. Presently, private companies in Malaysia and Singapore import their requirements individually. Canada's other oilseed export commodity is food grade soybeans.
ii. The Canadian share of the soybean market is about 4%.
iii. Major Importers from Canada

*AYAMAS FOOD CORPORATION BHD.*
15th Floor, MUI Plaza
Jalan P. Ramlee
50250, KUALA LUMPUR
Tel: 248-1288
Fax: 248-5729

*CARGILL (MALACCA) SDN. BHD.*
#174, Air Keroh Industrial Area
75450, MELAKA
Tel: 320634
Fax: 06-324-080

*DINDINGS SOYA & MULTIFEEDS SDN. BHD.*
10th Floor Wisma MCA
Jalan Ampang
50716, KUALA LUMPUR
Tel: 03-261-9055
Fax: 03-261-0502

*FEDERAL FLOUR MILLS BERHAD*
10th Floor Wisma
Jalan Sultan, Ismail
50250, KUALA LUMPUR
Tel: 03-368-8601
Fax: 03-368-8841
*GOLD COIN (MALAYSIA) BERHAD*
#9, Jalan Bersatu
Sekayen 13/4
46200 Petaling Jaya
Selangor Darul Ehsan
Tel: 03-755-1822
Fax: 03-755-3758
*KFC HOLDING MALAYSIA BHD.*
Level 6 , Wisma Hong Leong
18 Jalan Perak
50450, KUALA LUMPUR
Tel: 03-261-3388
Fax: 03-248-5729

iv. Promotional Activities

Canada is facing significant competition in the Malaysian market. The US Feed Grains Council is very active with missions calling on the Malaysian feed industry. Western Australian feed ingredient suppliers are supporting missions and, recently, Australian companies have offered canola meal. The Australians are viewed as trying to promote these ingredients by simply sending traders. The recent Canadian feed ingredients technical seminar (a Team Canada approach) reported a result of receiving a high response local firms. The mission members see this as a better way to promote ingredients. In addition, a local presence and local technical support are the key to entering and maintaining this market.

v. Trends

Oilseed crushing and palm oil production is expected to grow worldwide, with South America and Asia becoming increasingly important as producers, processors and exporters, while China and India are seen as dominant consumers due to population increase. Further growth is also expected in the palm oil industry in Indonesia and Malaysia, with growth in these countries becoming more rapid. Indonesian palm oil production is booming and palm oil producers are setting up their own refineries, both in Malaysia and abroad. Malaysian companies are setting up joint ventures with Indonesian palm oil plantations. It is reported that markets for edible oil are almost saturated in North America, Europe and Oceania. Major future growth in the industry is expected from countries like China and India. Malaysia is reporting an upward trend in terms of imports of soybeans but other oilseeds (e.g. canola) face stiff competition from palm oil. However, due to a growing number of expatriates, there is a small increase in the consumption of canola oil, which is being augmented by health considerations.

**D. COUNTRY EXPORTS**

i. There is little direct government financial support for exporting palm oil and palm kernel oil.

ii. Palm oil and palm kernel oil acceptance is again rising. This industry has been undertaking studies to counteract the negative publicity surrounding the saturated fatty acid levels of these products. The industry is also investigating blends of these oils with those of high nutritional acceptance. It is felt that the blends will increase the acceptability of palm oil and palm kernel oil.

## 3. MARKET OPPORTUNITIES FOR CANADIAN OILSEED PRODUCTS

TOP

### CANADIAN OPPORTUNITIES

There appear to be possibilities for Canadian oilseeds exports to Malaysia. Soybeans for edible uses: should be able to penetrate further into this market. With 20% of the population of Chinese origin, the promotion of Canadian soybeans for soyfoods showed some success and further gains are possible. Canola meal: with swine production being the largest non-poultry livestock and with Canada's record on using canola meal in swine rations, efforts to penetrate this market would bear fruit. Also, with the growing aquaculture sector, Canada could be able to acquire a share of the concentrated canola meal market.

Canola meal is a cost effective alternative to other protein meals. Recent missions have made this fact known. To assist with its industry acceptance, results of local trials (currently being run) could demonstrate canola meal benefits in a tropical climate. To further enhance the acceptance of canola meal, the industry is considering methods of establishing and maintaining a local presence.

The Pacific Rim region, including Malaysia, has adopted aquaculture to supply their fish and shrimp requirements. The Canola Council of Canada is exploring the possibility of conducting aquaculture feeding trials to determine the full benefits of canola meal based feeds for various types of aquaculture.

## 4. ACCESS

TOP

### A) TARIFFS 1996

| Commodity | Oilseeds | Crude Oil | Refined Oil | Oilseed Meal |
|---|---|---|---|---|
| Rape/Canola | 6% | 6% | 6% | 12% |
| Soybean | 15% | 6% | 6% | 13% |
| Sunflower | 6% | 6% | 7% | 12% |
| Flaxseed | 3% | 7% | 7% | 12% |
| Sesame | | 6% | 6% | 12% |
| Groundnut | 5%+$246.91 (in shell) or +$123.45 (shelled) | 5%+$129.20 | 5%+$131.29 | 12% |
| Cottonseed | 6% | 7% | 7% | 12% |

| | | | | |
|---|---|---|---|---|
| Palm | 0% | 12% | 12% | 12% |
| Coconut | 5% | 6% | 6% | 12% |
| Olive | N/A | 6% | 6% | N/A |

**B) NON-TARIFF BARRIERS**

There are no quotas; however, the use of the term "*No Tropical/Palm Oil*" in labelling is a sensitive issue.

**C) OTHER IMPORT BARRIERS**

Malaysia has a differential exchange rate.

The biggest limitation in landing canola meal in Malaysia remains the lack of storage facilities for significant volumes. A new port being built at Port Kelang "West" will have the capacity to discharge Panamex vessels and will feature adequate storage silos.

## 5. TRANSPORTATION

TOP

The major transportation and distribution systems in Malaysia is in the process of being upgraded. New roads and expressways are being constructed and there is a change from a regional to a centrally coordinated distribution system.

**A) SEAPORTS AND MERCHANT MARINE**

**Merchant Marine**:

Total: 213 ships (1,000 GRT or over) totalling 2,410,823 GET/3,635,966 DWT

Ships by type: bulk 34, cargo 73, chemical tanker 11, container 27, liquefied gas tanker 9, livestock carrier 1, oil tanker 50, roll-on/roll-off cargo 4, short-sea passenger 1, vehicle carrier 3

**Ports**:
Kota Kinabalu, Kuantan, Kuching, Kudat, Lahad Datu, Labuan, Lumut, Miri, Pasir Gudang, Penang, Port Dickson, Port Kelang, Sandakan, Sibu, Tanjong Berhala, Tanjong Kidurong, Tawau

**B) INTERNAL DISTRIBUTION NETWORK FROM PORT OF ENTRY TO PLANT (railways, truck transportation).**

**Railroads**:

Total: 1,801 km (Peninsular Malaysia 1,665 km; Sabah 136 km)(all narrow gauge)

**Highways**:

Total: 29,028 km (Peninsular Malaysia 23,602 km; Sabah 3,782 km; Sarawak 1,644 km)

Paved: NA (Peninsular Malaysia 19,354 km mostly bituminous treated)

Unpaved: NA (Peninsular Malaysia 4,248 km)

**Inland Waterways**:

| | |
|---|---|
| Peninsular Malaysia: | 3,209 km |
| Sabah: | 1,569 km |
| Sarawak: | 2,518 km |

## 6. INDUSTRY STRUCTURE

TOP

### A) OILSEED CRUSHING (CRACKING) AND REFINING

*GOLDEN HOPE PLANTATIONS BERHAD*
$13^{th}$ Floor, Mennara PNB
No. 201-A, Jalan Tun Razak
50400, KUALA LUMPUR
Tel: 603-261-9022
Fax: 603-261-8221
CONTACT: Tun Ismail Mohamed Ali, Chairman
A holding company which also provides plantation management services and operates its own oil palm, rubber, palm oil, palm kernel and cocoa estates. Subsidiaries- production and processing of palm oil, palm kernel, cocoa and copra, provision of agricultural consultancy services, provision of computer refining, manufacturer of coconut-based food products. With associates, operation of oil and rubber estates, production of fatty alcohols, import and distribution of chemicals for cosmetics, toiletries, detergent, plastic, paint and textile industries, in the ASEAN countries.

*CHIN TECK PLANTATIONS BERHAD*
107-1, Changkat Tambi Dollah
Off Jalan Pudu
55100 Kuala Lumpur
Tel: 603-248-8901
Fax: 603-242-8195
CONTACT: Gan Puay Chee, Managing Director
Cultivates, processes and sells crude palm oil and palm kernel.

*FEDERAL FLOUR MILLS BERHAD*
$16^{th}$ Floor, Wisma Jerneh
38 Jalan Sultan Ismail
50250 Kuala Lumpur
Tel: 603-242-4077
Fax: 603-241-4059
CONTACT: Dato' Haji Mohd Shamsuddin Mohd Yaacob, Chairman.
Investment holding, flour milling and processing, marketing and trading of soybeans, soyoil, soymeal, maize, wheat, animal feed and palm oil refining

*GENERAL CORPORATION BERHAD*
332a-19, $19^{th}$ Floor
Plaza Ampang City
Jalan Ampang
50450, KUALA LUMPUR
Tel: 603-456-4566
Fax: 603-457-8197
CONTACT: Low Keng Boon, Group Managing Director

Trading, finance and plantations, restaurant management

*SIME DABY BERHAD*
21$^{ST}$ Floor Wisma Sime Darby
Jalan Raja Laut
50350 Kuala Lumpur
Tel: 603-291-4122
Fax: 603-298-7398
CONTACT: Datuk Nik Mohamed Nik Yaacop, Group Chief Executive
Commodity trading, management services to subsidiaries. Group - plantations.

*YEE LEE CORPORATION BERHAD*
Lot 85, Jalan Portland
Task Industrial Estate
31400 Ipoh
Perak Darul Ridzuan
Tel: 605-551055
Fax: 605-573962
CONTACT: Lim A Heng @ Lim Kok Cheong, Deputy Chairman/Group Managing Director)
Manufacturing and production of double refined cooking oil, margarine, shortening, doughfat, toilet soap and detergent for the local and overseas market, and palm olein, palm sterine, palm fatty acid distillate for the overseas market in drum bulk oils and consumer packs. Group - production of CPO and palm kernel, sales and distribution of products manufactured by the Yee Lee Group - manufacturing and selling of plastic and PET bottles.

**Marketing Channels**

Most oilseeds are imported directly by the crushers for their own consumption. Edible oils are however sometimes imported by distributors, albeit on a small scale.

i. List of other industry contacts (industry associations, government agencies).

## 7. FINANCING

TOP

**A) Method of payment is usually by Letter of Credit (LOC)**

Credit insurance for bulk commodities to Malaysia is available through the Export Development Corporation for the short term (one year or less) and an irrevocable LOC, with case by case review. There has been no recent EDC business for bulk agriculture commodities to Malaysia.

**B) At present, there does not seem to be any foreign credit programs active in the Malaysian oilseeds sector.**

## 8. OTHER COMMENTS AND TIPS FOR CANADIAN OILSEED EXPORTERS

- Malaysia is mostly a Moslem country with a significant Chinese population. Exporters need to be sensitive to the customs of both cultures
- A locally or regionally engaged agent is strongly encouraged. An agent will assist exports with understanding of the cultural differences.

- Malaysia is part of a regional network of the Pacific Rim. The key entry port for the network is Singapore. Exporters, in developing their marketing plan, should include Singapore, where there is an agricultural trade councillor.
- Market penetration could be achieved through Singapore-based companies which partially control the Malaysian hog industry
- Malaysia is served by several multinational companies local throughout the Pacific Rim.
- Malaysia is a strong competitor in the vegetable oil market. The country is very sensitive to fatty acid profile marketing used by North Americans. Such a marketing plan is not recommended.
- Malaysia has a significant and growing livestock industry (including aquaculture); however, the country has a deficit in protein meals.

## STATISTICS:

TOP

Table 1 **KEY DATA - MALAYSIA**

| POPULATION | 1980 | 1990 | 1991 | 1992 | 1993 | 1994(a) |
|---|---|---|---|---|---|---|
| Peninsular Malaysia ('000) | 11,442 | 14,620 | 14,943 | 15,267 | 15,603 | 15,968 |
| Sabah ('000) | 1,013 | 1,473 | 1,529 | 1,590 | 1,652 | 1,691 |
| Sarawak ('000) | 1,309 | 1,670 | 1,709 | 1,749 | 1,792 | 1,834 |
| Malaysia ('000) | 13,764 | 17,763 | 18,181 | 18,606 | 19,047 | 19,493 |
| **GROSS NATIONAL PRODUCT ( Million Ringgit )** | **1980** | **1990** | **1991** | **1992** | **1993** | **1994** |
| Gross National Product at Market Prices | 51,390 | 110,505 | 123,530 | 140,267 | 157,925 | 176,024 |
| Gross National Product Per Capita | 3,734 | 6,221 | 6,795 | 7,539 | 8,299 | 9,042 |
| Gross Domestic Product (GDP) at 1978 Constant Price | 44,512 | 79,430 | 86,302 | 93,071 | 100,950 | 109,381 |
| Annual GDP Growth Rate ( 1978 Prices ) (%) | 7.4 | 9.7 | 8.7 | 8.5 | 8.4 | 8.4 |
| **EXTERNAL TRADE** | **1980** | **1990** | **1991** | **1992** | **1993** | **1994** |
| Total Exports (million ringgit) | 28,172 | 79,646 | 94,497 | 103,657 | 121,214 | 20,841 |
| Total Imports (million ringgit) | 23,451 | 79,119 | 100,831 | 101,441 | 117,423 | 21,449 |
| Balance of Trade (million ringgit) | 4,721 | 528 | -6,334 | 2,216 | 3,791 | -608 |
| **MAJOR EXPORTS** | **1980** | **1990** | **1991** | **1992** | **1993** | **1994(a)** |
| Rubber ('000 Tonnes ) | 1,526 | 1,322 | 1,132 | 1,035 | 937 | 1,017 |
| Palm Oil ( '000 Tonnes ) | 2,136 | 5,655 | 5,509 | 5,577 | 5836 | 6,583 |
| Sawlogs ( '000 Cu. Metres) | 15,117 | 20,354 | 19,318 | 17,915 | 9,298 | 8,417 |
| Sawn Timber ('000 Cu. Metres ) | 3,000 | 5,222 | 5,021 | 5,392 | 5,477 | 4,777 |
| Cocoa Beans ( '000 Tonnes ) | 31 | 163 | 149 | 126 | 123 | 83 |
| Petroleum Crude ( '000 Tonnes ) | 11,227 | 22,110 | 22,595 | 22,526 | 9,546 | na |
| Tin And Tin-In-Concentrate ('000 Tonnes ) | 69 | 53 | 42 | 45 | 36 | 35 |
| * Includes Conifers as from reference year 1988 | | | | | | |
| (a) - Estimate | | | | | | |
| **PRODUCTION** | **1980** | **1990** | **1991** | **1992** | **1993** | **1994** |
| Rubber ('000 Tonnes ) | 1,530 | 1,291 | 1,256 | 1,173 | 1,074 | 1,098 |
| Crude Palm Oil ( '000 Tonnes ) | 2,576 | 6,095 | 6,141 | 6,374 | 7,403 | 7,221 |
| Wet And Dry Paddy ('000 Tonnes ) | 2,045 | 1,965 | 2,135 | 2,070 | 1,958 | 2,172 |
| Tin-in-Concentrates ( Tin Content )( '000 Tonnes ) | 61 | 28 | 21 | 14 | 10 | 7 |
| Petroleum Crude ( '000 Tonnes ) | 13,245 | 29,556 | 30,765 | 31,292 | 30,583 | 31,114 |
| Liquefied Natural Gas ( '000 Tonnes ) | na | 6,682 | 7,987 | 8,800 | 8,300 | 11,000 |
| Sawlogs ( '000 Cu. Metre ) | 27,916 | 40,102 | 39,860 | 43,511 | 37,260 | 36,755 |
| Sawn Timber ('000 Cu. Metre ) | 6,233 | 8,827 | 8,893 | 9,484 | 9,174 | 9,100 |

*SOURCE: Central Bank of Malaysia and Department of Statistics, Malaysia*
*PREPARED BY: G. Umbach, GAOD, IMB, Agriculture & Agri-Food Canada*
2/2/96

**1 Ringgit = CDN$0.5481 May 1996**

Table 2 **Area Under Principal Crops, Malaysia, 1991 - 1994 (hectare)**

| crop | | 1991 | 1992 | 1993 | 1994(a) |
|---|---|---|---|---|---|
| **Rubber** | Total | 1,818,700 | 1,792,300 | 1,762,500 | 1,756,000 |
| | Estates | 333,410 | 314,133 | 292,500 | 277,100 |
| | Smallholdings | 1,485,290 | 1,478,167 | 1,470,000 | 1,478,900 |
| **Oil Palm** | Total | 2,094,028 | 2,197,700 | 2,305,900 | 2,358,900 |

| | | | | | |
|---|---|---|---|---|---|
| | Estates | 951,600 | 991,300 | 1,054,100 | 1,095,600 |
| | Smallholdings | 1,142,400 | 1,206,400 | 1,251,800 | 1,263,300 |
| **Cocoa** | Total | 430,300 | 409,300 | 334,800 | 305,000 |
| | Estates | 171,945 | 161,008 | 155,000 | 135,000 |
| | Smallholdings | 258,355 | 248,292 | 1,798,000 | 170,000 |

(a) = Estimate

| crop | 1991 | 1992 | 1993 | 1994(a) |
|---|---|---|---|---|
| Coconut | 315,925 | 295,000 | 266,700 | 151,000 |
| Paddy | 683,640 | 678,750 | 679,884 | 709,800 |
| Pepper | 11,400 | 11,300 | 9,700 | 8,800 |
| Tobacco | 14,953 | 11,905 | 12,355 | 10,200 |
| Pineapple | 9,211 | 8,905 | 8,366 | 7,700 |
| Tea | 3,100 | 3,000 | 3,000 | 3,000 |
| Coffee | 18,262 | 17,546 | 16,948 | 16,500 |

(a) = Estimate

*SOURCE: Department of Statistics, Malaysia*
*Ministry of Agriculture*
*Ministry of Primary Industries*
*PREPARED BY: G. Umbach, GAOD, IMB, Agriculture & Agri-Food Canada*
2/2/96

Table 3

**Agriculture, Fisheries And Livestock Production, Malaysia, 1991 - 1994**

| | 1991 | 1992 | 1993 | 1994 |
|---|---|---|---|---|
| **Agriculture** | | | | |
| Rubber ( '000 tonnes ) | 1,256 | 1,173 | 1,074 | 1,101 |
| Crude Palm Oil ( '000 tonnes ) | 6,141 | 6,374 | 7,403 | 7,221 |
| Fresh Fruit Bunches ( '000 tonnes ) | 18,018 | 21,500 | 21,800 | 21,700 |
| Paddy ( '000 tonnes ) | 1,914 | 1,993 | 1,923 | 1,952 |
| Rice ( '000 tonnes ) | 1,354 | 1,270 | 1,298 | 1,245 |
| Coconut Oil ( Crude and Refined ) | 30 | 37 | 38 | 38 |
| Coconut from Estate ( '000 Nuts ) | NA | NA | NA | NA |
| Copra From Estate ( '000 tonnes ) | 47 | 40 | 35 | 46 |
| Dry Cocoa Beans ( '000 tonnes ) | 230 | 220 | 200 | 180 |
| Coffee ( '000 tonnes ) | 8 | 8 | 9 | n.a |
| **Fisheries** | | | | |
| Landings of Marine Fish & Prawns | 912 | 1,024 | 1,047 | 1,058 |
| Aquaculture | 65 | 80 | 105 | 114 |
| **Livestock** | | | | |
| **Livestock Population ( '000 )** | | | | |
| Buffalo | 127.8 | 122.3 | 110.1 | 104.8 |
| Cattle | 637.7 | 654.4 | 689.3 | 708.2 |
| Goat and Sheep | 288.5 | 279.4 | 277.1 | 277.5 |
| Swine | 2,257.00 | 2,246.20 | 2,334.70 | 2,431.20 |
| **Recorded Slaughter of Livestock ( '000 )** | | | | |
| Buffalo | 16.8 | 17.2 | 16.7 | 16.3 |
| Cattle | 72.7 | 74.5 | 87 | 90.6 |
| Goat and Sheep | 33.9 | 33.1 | 32.2 | 31.2 |
| Swine | 1,636.40 | 1,611.00 | 1,682.00 | 1,715.00 |

*Source : Ministry of Agriculture, Malaysia*

## MALAYSIA

| Table 4 | 1992 | 1993 | 1994 | 1995 | 1996f |
|---|---|---|---|---|---|
| **OILSEEDS PRODUCTION** | | | ('000 tonnes) | | |
| palm kernels | 1,874 | 2,266 | 2,204 | 2,396 | 2,460.0 |
| copra | 89 | 65 | 60 | 55 | 52.0 |
| **TOTAL** | **1,963** | **2,331** | **2,264** | **2,451** | **2,512.0** |
| | 1991 | 1992 | 1993 | 1994 | 1,995.0 |
| **TOTAL CRUSHINGS** | 2,304.7 | 2,396.1 | 2,671.9 | 2,688.7 | 2,892.0 |
| **Per capita disappearance of oils and fats (kg.)** | | | | | |
| | 39.9 | 51.1 | 57.8 | 56.4 | 63.8 |
| World Average | 16.3 | 15.4 | 15.6 | 15.8 | 16.2 |
| **VEGETABLE OILS** | | | ('000 tonnes) | | |
| **Production** | 1991 | 1992 | 1993 | 1994 | 1,995.0 |
| soyoil | 83.7 | 81.8 | 74.6 | 72.1 | 81.5 |
| palm oil | 6,141.4 | 6,371.1 | 7,402.9 | 7,222.4 | 7,810.7 |
| palm kernel oil | 782.1 | 812.0 | 965.6 | 978.1 | 1,034.5 |
| coconut oil | 34.0 | 32.8 | 28.0 | 22.5 | 29.0 |
| **TOTAL** | **7,041.1** | **7,297.7** | **8,471.1** | **8,295.2** | **8,955.7** |
| **Imports** | | | | | |
| palm oil | 281 | 167 | 252 | 227 | 40.6 |
| coconut oil | 30 | 46 | 50 | 55 | 55.0 |
| other | 73 | 65 | 58 | 115 | 90.4 |
| **TOTAL** | **384** | **277** | **359.6** | **397** | **186.0** |
| **Domestic use** | | | | | |
| soyoil | 68 | 70 | 49 | 43 | 27.9 |
| corn oil | 5 | 6 | 11 | 11 | 11.6 |
| tropical oils | 892 | 1,071 | 1,311 | 1,562 | 726.3 |
| linseed oil | 1 | 3 | 2 | 2 | 4.4 |
| others | 17 | 16 | 14 | 16 | 1,022.5 |
| **TOTAL** | **983** | **1,166** | **1,387** | **1,635** | **1,792.7** |
| **Exports** | | | | | |
| soyoil | 45 | 29 | 47 | 57 | 94.5 |
| tropical oils | 6,440 | 6,320 | 6,876 | 7,425 | 7,104.0 |
| others | 21 | 21 | 18 | 36 | 31.4 |
| **TOTAL** | **6,506** | **6,369** | **6,941** | **7,518** | **7,229.9** |
| **OILSEED MEALS** | | | ('000 tonnes) | | |
| **Production** | 1991 | 1992 | 1993 | 1994 | 1,995.0 |
| soymeal | 377 | 370 | 343 | 329 | 371.9 |
| palm kernel meal | 955 | 984 | 1,183 | 1,224 | 1,293.1 |
| others | 70 | 62 | 61 | 59 | 63.8 |
| **TOTAL** | **1,403** | **1,417** | **1,588** | **1,612** | **1,728.8** |
| **Imports** | | | | | |
| soymeal | 180 | 322 | 302 | 465 | 490.0 |
| others | 104 | 112 | 118 | 107 | 112.9 |
| **TOTAL** | **284** | **433** | **419** | **573** | **602.9** |
| **Domestic use** | | | | | |
| soymeal | 555 | 690 | 642 | 789 | 854.3 |
| rapeseed meal | 15 | 10 | 5 | 5 | 5.0 |
| corn gluten meal | 21 | 31 | 28 | 35 | 48.0 |
| others | 135 | 128 | 138 | 120 | 127.5 |
| **TOTAL** | **726** | **859** | **813** | **949** | 1,034.8 |

| | | | | | |
|---|---|---|---|---|---|
| TOTAL | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| **Exports** | | | | | |
| palm kernel meal | 955 | 989 | 1,153 | 1,265 | 1,280.0 |
| others | 21 | 15 | 14 | 17 | 13.0 |
| **TOTAL** | **976** | **1,004** | **1,167** | **1,282** | **1,293.0** |

*SOURCE: Oil World Annual 1995*
*PREPARED BY: Grains and Oilseeds Division, AAFC*

**CANADIAN IMPORTS OF OILSEEDS AND OILSEED PRODUCTS FROM**

Table 5

**Malaysia**

Units = tonnes

| Product | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 |
|---|---|---|---|---|---|---|---|---|
| GROUND-NUT OIL, CRUDE | - | - | - | - | - | - | 82 | 41 |
| PALM OIL, CRUDE | - | - | 1,354 | - | - | - | - | - |
| PALM OIL REFINED, NOT CHEMICALLY MODIFIED | 13,627 | 6,862 | 12,454 | 10,232 | 2,192 | 2,456 | 4,407 | 1,390 |
| COTTON-SEED OIL, CRUDE, GOSSYPOL REMOVED OR NOT | 301 | - | - | - | - | - | - | - |
| COCONUT (COPRA) OIL, CRUDE | 3,167 | 3,360 | 3,651 | 737 | 508 | 1,758 | - | - |
| COCONUT (COPRA) OIL, REFINED, NOT CHEMICALLY MODIFI | 5,172 | 4,967 | 3,308 | 6,972 | 1,000 | 2,810 | 21 | - |
| PALM KERNEL OR BABASSU OIL, CRUDE | 17,044 | 9,835 | 9,083 | 1,775 | 271 | 3,408 | 392 | - |
| PALM KERNEL OR BABASSU OIL & FRACTIONS, REFINED, NC | 1,433 | 3,003 | 1,468 | 568 | 548 | 1,273 | 260 | 757 |
| SESAME OIL REFINED, NOT CHEMICALLY MODIFIED | - | - | - | - | - | - | 1 | 2 |
| VEGETABLE OILS & FRACTIONS PARTLY OR WHOLLY HYDR | - | - | - | - | 66 | 28 | 163 | 148 |
| VEGETABLE OILS & FRACTIONS PARTLY PREPARED, NES | - | - | - | - | - | - | 315 | 636 |
| SHORTENING | - | - | - | - | - | 30 | 46 | 59 |
| EDIBLE MIXT. OR PREPS OF ANIMAL/VEG. FATS/OILS, NOT C | - | - | - | - | - | - | - | 43 |

*SOURCE: TIERS, Statistics Canada*
*PREPARED BY: GAOD, IMB, AAFC*
3/7/96

**CANADIAN EXPORTS OF OILSEEDS AND OILSEED PRODUCTS TO**

Table 6

**Malaysia**

Units = tonnes

| Product | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 |
|---|---|---|---|---|---|---|---|---|
| SOYA BEANS, FOR SOWING | 1,144 | - | - | - | - | - | - | 39 |
| SOYA BEANS, FOR OIL EXTRACTION | 959 | 513 | - | - | - | - | 670 | 4,394 |
| SOYA BEANS NES | 2,979 | 5,905 | 10,073 | 10,648 | 10,714 | 10,363 | 12,643 | 15,626 |
| RAPE OR COLZA SEEDS, FOR OIL EXTRACTION | - | - | - | - | 60 | - | 20 | 20 |
| RAPE OR COLZA SEEDS NES | - | - | - | 10 | - | 19 | - | - |
| MUSTARD SEEDS | - | - | - | - | - | - | 40 | 41 |
| SOYA BEAN FLOUR & MEAL | - | - | - | 54 | - | - | - | - |
| SUNFLOWER-SEED OR SAFFLOWER OIL REFINED | - | - | - | 126 | 32 | - | 66 | - |
| RAPESEED OR COLZA OIL, CRUDE | 2,450 | - | - | - | - | - | - | - |

*SOURCE: TIERS, Statistics Canada*
*PREPARED BY: GAOD, IMB, AAFC*
3/7/96

TOP

Canada