



Foreign Agricultural Service

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## Malaysia

### Exporter Guide

### Annual

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#### Report Highlights:

**The Malaysian economy is expected to register a growth rate of 6% -6.5% in 2003 from an estimated 4% -5% in 2002. The purchasing power is expected to be higher with per capita income projected to increase by 5.5% to \$3,710 in 2003 compared with \$3526 in 2002. Tarriffs are low for most imported products, ranging from 0-20%. New retail outlets, which are good venues for imported products, are continuing to open, providing better access to consumers.**

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SECTION I. MARKET OVERVIEW .....	Page 1 of 13
SECTION II. EXPORTER BUSINESS TIPS .....	Page 2 of 13
Business Customs .....	Page 2 of 13
General Consumer Tastes and Preferences .....	Page 2 of 13
Food Standards and Regulations .....	Page 2 of 13
General Import and Inspection Procedures .....	Page 3 of 13
SECTION III. MARKET SECTOR STRUCTURE AND TRENDS .....	Page 3 of 13
Consumer-oriented Foods and Beverages & Edible Fishery Products .....	Page 3 of 13
Distribution for consumer-ready food products .....	Page 4 of 13
Food Retail Sector .....	Page 4 of 13
Food Service Sector .....	Page 6 of 13
Food Processing Sector .....	Page 7 of 13
SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS .....	Page 9 of 13
SECTION V. KEY CONTACTS AND FURTHER INFORMATION .....	Page 10 of 13
A. KEY TRADE & DEMOGRAPHIC INFORMATION .....	Page 12 of 13
B. Consumer Food & Edible Fishery Product Imports .....	Page 13 of 13
C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products .....	Page 13 of 13

## SECTION I. MARKET OVERVIEW

Malaysia with a population of around 24.5 million people is one of the most developed nations in Southeast Asia. About 61 percent of its population makes up the middle to upper income group of consumers. Its economy has a firm foundation that comprises strong manufacturing, service and agricultural sectors. Despite the current gloomy global outlook, the Malaysian economy is expected to register a growth rate of 6%-6.5% in 2003 from an estimated 4%-5% in 2002. The purchasing power is expected to be higher with per capita income projected to increase by 5.5% to \$3,710 in 2003 compared with \$3,526 in 2002.

The Malaysian government has instituted several regulatory measures through its many price stabilization programs including controlling the prices of essential food items to curb inflation. Malaysia is politically and economically stable and open to foreign trade. Transportation, communications, banking and health services are modern and efficient.

The Malaysian food and beverage market is becoming increasingly sophisticated supplied by both local and imported products. The strong economic growth in the late 80's and early 90's has contributed to major changes in consumer purchases and consumption patterns. Malaysians living in urban areas are relatively brand conscious, and they prefer to shop in stores which offer them convenience and good product selections.

Overall, the Malaysian retail industry is projected to grow 8 percent next year in tandem with the higher gross domestic product (GDP) projection of 6.0-6.5%. The food retail expenditure is expected to exceed \$7.9 billion by 2004, up 13 percent from about \$6.3 billion now.

### Advantages and Challenges for U.S. Suppliers

<b>Advantages</b>	<b>Challenges</b>
GDP for 2003 is projected at 6.0%-6.5%.	The Muslim population does not consume non-halal products. This prohibits the country's demand for non-halal products from foreign sources.
More than 36% of the population is less than 15 years of age. The majority of them are expected to participate in tomorrow's consumer market, or are already participating today.	Malaysian consumers are price-sensitive. US products are not always price-competitive when compared to local products and imports from other neighboring countries.
The Malaysian market for imported food and beverages continues to be liberalized. Tariffs are low for most products, ranging from 0-20%.	US products face strong competition from Australia, New Zealand and China.

New retail outlets are continuing to open, providing better access to consumers on a nationwide basis. These businesses are looking for new imported products for their retail outlets.	Strong local brands which have foreign origins, e.g., Nestle, Walls ice-cream, Coca-Cola command strong positions in their market segments.
The food processing sector's active involvement in R&D activities and constant new production introductions create new demands for new ingredient types.	Dominance of domestic suppliers in edible oil, poultry, pineapple and cocoa.
New concept food service outlets such as modern café and lifestyle restaurants attract the younger urban dwellers from the middle to higher income group.	Price sensitivity of consumers directly affects the sector's buyers and their suppliers, e.g. importers and distributors.

## SECTION II. EXPORTER BUSINESS TIPS

### Business Customs

Malaysians are accustomed to doing business with foreigners and readily accommodate foreign business manners. Younger businessmen are prepared to start new business relationships with foreign companies without the advantage of a personal meeting. These businessmen also prefer to communicate with foreign suppliers electronically.

Prior to initiating any export sales to Malaysia, it would be advantageous to conduct a market survey with particular reference to the competitive environment. It is common for foreign exporters to appoint a local sales agent / importer to distribute their goods, expedite clearance of goods from ports and draw on existing networks of wholesalers and retailers. Regular visits by U.S. exporters to the market are also critical to enhance business relationships.

### General Consumer Tastes and Preferences

Malaysia is a multiracial society consisting of three major races. The Malays account for 60% of the population, with Islam as the official religion; slightly more than 30% of Malaysians are Chinese who may be Buddhist or Christian. Indians form the remaining 10% of the population and they are largely Hindus.

Lunch and dinner meals consist mainly of rice together with two or three meats/fish and vegetable dishes that are prepared according to the styles and tradition of various communities. The Malays and Indians prepare their dishes with hot spices while Chinese prefer to stir-fry. Religious affiliation affects food consumption in Malaysia. Muslims do not eat pork, and only eat meat products that have been certified *halal*, and many Buddhists and Hindus do not eat beef. Thus, *halal* chicken meat is popular among all consumers.

### Food Standards and Regulations

Malaysian health and food labeling requirements are fairly liberal. The labeling requirements specify that imported and domestically produced processed food items must be labeled in English or Bahasa Malaysia. Labels must contain the following information:

- An appropriate description of the product;
- A list of ingredients in descending order of proportion by weight;
- If the item contains any animal product, a statement as to the presence of such animal products (beef, pork, lard, gelatins, etc.);
- If the item contains any alcohol, a statement as to the presence of alcohol;
- The minimum net weight of the product; in the case of a product packed in liquid, the minimum drained weight of the food;
- The name and address of the manufacturer;
- The name and address of the importer (this can be affixed at the time of import);
- A statement of shelf life or expiry dates.

Certain food additives, preservatives, and artificial colorings approved for use in the United States may not be permitted in Malaysia. In addition, products with labels which include phrases such as “Contains No palm Oil” or “Contains No Tropical Oils” will not be allowed for import. (Please see FAIRS Report (MY2039) for more detailed information on the labeling requirements and allowable ingredients and preservatives for packaged foods sold in retail outlets).

### **General Import and Inspection Procedures**

All food consignments are subject to random checking and sampling at 28 entry points all over the country to ensure food items imported into the country are safe and comply with the prescribed standards and regulations. All meat, poultry and dairy product shipments must be accompanied by appropriate USDA documentation. All beef and poultry products must be certified *halal* and the products must originate from slaughterhouses which have been inspected and approved by the Malaysian veterinary and religious authorities. (It is important to know that U.S. plants must list and show the products they intend to export to Malaysia during the inspection visits by the Malaysian veterinary and religious authority; as only products that are certified *halal* during the inspection visits are allowed to be imported into Malaysia). Other food items which contain any animal products must be clearly marked.

International freight forwarders normally handle documentation and other formalities with authorities at entry points. Provided all necessary documents are in order, no problems or delays should occur in clearance of goods. (Please see FAIRS Report MY2039 for more detailed information on import procedures).

## **SECTION III. MARKET SECTOR STRUCTURE AND TRENDS**

### **Consumer-oriented Foods and Beverages & Edible Fishery Products**

In 2001, the total import of consumer-oriented products to Malaysia was valued at US\$1,572 million. Total import from the United States was worth US\$148 million, representing 9% of the market share.

Australia and New Zealand are the major competitors for this category in the Malaysian market. New Zealand is the most favored for dairy products followed by Australia, the latter in turn is the preferred source of meat products. Temperate fresh produce (fruits and vegetables) and wine from these countries are also able to garner top placings due to competitive prices, lower freight costs and shorter shipping times.

China is also a strong contender in the fresh fruits segment. While Malaysia is a producer of tropical fruits and fresh vegetables, it also imports these items from Thailand and Indonesia to meet the demand of Malaysian households. Processed foods from these countries such as canned fruits, fruit juices and dried fruits are easily available in retail outlets.

Malaysia is self-sufficient in pork and poultry (meat/eggs) production. Chicken parts and chicken wings are imported periodically to meet the demand from local processing industry and consumers. Major suppliers of chicken parts and chicken wings are USA and Denmark.

Malaysia is a net importer of seafood products with an annual import estimated at US\$319 million in 2001. While some supply of fresh and frozen fish comes the East Coast of Peninsular Malaysia, Malaysia imports a substantial amount of fish and seafood products from Thailand (of US\$93 million) and Indonesia (\$75 million).

### **Distribution for consumer-ready food products**

Private companies are the major entities in the food distribution system. Food importers and commissioned agents place orders with foreign suppliers and distribute to supermarkets/grocery stores and hotels in the cities and to sundry shops in the rural areas. Several of the larger supermarket chains are beginning to import directly from overseas.

Most products from the United States enter through the ports of Klang, Penang and Johor (Port of Tanjung Pelepas). Transshipment of food products through Singapore has declined with improvement in shipping facilities offered by major ports in Malaysia. The newly developed high tech Westport, situated in Port Klang has further enhanced Malaysia as a shipping hub.

Malaysia has 7 international airports, including the newly opened Kuala Lumpur International Airport (KLIA), one of the biggest and modern airports in the region. Malaysia's highway network is the backbone of the country's transport system as 90% of passenger and cargo movements are by roads. Almost every town in Malaysia is linked by roads, and products move efficiently between cities and rural areas. Railway lines which connect the north, south, west and east coasts of Peninsular Malaysia complements the road system.

### **Food Retail Sector**

The Malaysian retail scene is dominated by foreign players such as Dairy Farms Internationals (owns Giant), Royal Ahold (owns Tops), Carrefour, Makro and Jusco (a Japanese chain). The latest to join the line is Tesco, which opened in May 2002, and is expected to set up 15 hypermarkets by 2007. It is reported that there are currently 33 hypermarkets in the country.

The Government believes that the rapid expansion of hypermarkets in Malaysia is affecting the local small traders and medium-sized retail outlets. In its aim to curb the expansion, the Government currently freezes all new applications to open new hypermarkets or new branches of existing hypermarkets. New guidelines on hypermarket were issued, among which require that companies to submit applications to build their outlets two years in advance.

The Table below provides information on the major retailers involved in the operation of supermarkets and hypermarkets.

<b>Retailer Name and Outlet Type</b>	<b>Ownership</b>	<b>No. of Outlets</b>	<b>Location</b>	<b>Purchasing Agent Type</b>
Tops Retail Malaysia Sdn Bhd, supermarket	Royal Ahold, Netherlands	40	Nationwide	Direct, Agents
Giant TMC Bhd, Supermarket and hypermarket	Dairy Farm International, Hong Kong	12	Nationwide (Peninsula Malaysia)	Direct, Importer, distributor
The Store Corporation Bhd, supermarket and department store	Listed on the KLSE	30	Nationwide (Peninsula Malaysia)	Distributor
Carrefour Malaysia Sdn Bhd, hypermarket	French	5	Key urban centres (Peninsula Malaysia)	Direct, distributor
Ocean Capital Bhd, department store, supermarket and property development	Public listed	17	Nationwide (Peninsula Malaysia)	Importers, distributors
Jaya Jusco Stores, superstore chain and shopping centre operation	Listed on the KLSE	7	Key urban centres (Peninsula Malaysia)	Importers, distributors. Direct for some Japanese products.

Supermarkets and hypermarkets command around 20% of the total retail sales. An increasing number of Malaysians are shopping at these stores, particularly the affluent middle to upper income group of consumers, because these large retail stores offer a wide range of sophisticated food and beverage products. Their products are mainly made up of high quality, branded goods sourced from both local and overseas suppliers.

These modern retail stores are also introducing new and additional services within their stores such as in-store bakeries, café/food service areas and ready prepared meals to attract more customers to their stores.

Besides the major supermarket chains, Malaysia's traditional stores include provision shops, grocery shops, wet markets, mini markets and other similar retail outlets which sell a limited range of food and beverage products on a small scale. They generally sell local products and brands with low to no presence for imported products, depending on the target customers and the location of the store.

These types of traditional retail outlets are commonly found throughout Malaysia, in both urban and rural areas. The majority of Malaysian consumers purchase their food and beverage products from such traditional stores. The customers range from low income to high income groups who generally buy small quantities of food and beverage products at each visit. They visit these stores on a very regular basis each week. (Please see MY1025 for more detailed information).

### Food Service Sector

The food service sector in Malaysia is highly fragmented with a large number of small to medium sized players in the market. According to trade sources, over 80% of the food service establishments are made up of small family-owned businesses or individual proprietors. This sector is expected to grow from 5%-15% in the next three years.

The Table below provides trade estimates of the structure of the food service market today.

<b>Structure of Food Service Market (Estimated Sales of US\$ 3,813 Million)</b>	
Full service family style restaurants	25%
Food and drinks hawker stalls	25%
Fast food restaurant chains	15%
Coffee shops	15%
Hotel and resorts	15%
Catering services	5%
Total	100%
Source: Trade estimates	

Hawkers provide the very foundation of the Malaysian food industry. Small food and drinks stalls serving a very limited range of local dishes at inexpensive prices, operated by proprietors or family businesses. This sector has around 25% of the total food service market. A large number of these businesses operate from temporary roadside stalls while some are located within coffee shops. Increasingly, more stalls are located in food halls in the modern shopping complexes. The majority of this sector's customers are low to middle income workers, families and students who have their breakfast, lunch or snack at food stalls on a daily basis during the working week.

Full service family style restaurants, operated by individual proprietors, companies or large corporations, which are estimated to have around 25% of the total food service market. They are made

up of low end to high end, air-conditioned restaurant chains with waiter services included. A large number of these full service restaurants serve Asian cuisine although an increasing number specialise in serving exotic cuisine from Europe, Africa and America, particularly those located in the major cities where expatriates live. The majority of the customers consist of families from middle to high income groups, business persons, tourists and affluent younger Malaysians. Most of the customers frequent this type of restaurants to dine in style and comfort and access the best and most sophisticated culinary standards in the country.

Local coffee shops and modern concept café which are estimated to have around 15% share of the total food service market. Coffee shops are generally low to middle end restaurants without air-conditioning or waiter services, owned by proprietors or small companies. Culinary and sometimes health standards are generally low to average with the majority offering simple local dishes for breakfast and lunch. Their menu prices are usually inexpensive which attract the majority of the low to middle income consumers in Malaysia.

An increasing number of franchised branded cafés, such as Starbucks and Coffee Bean & Tea Leaf, have entered the sector in recent years. They are usually located in the high-end shopping centres in major cities. These cafés are very popular with the young adults as well as teenage students from the middle to high income groups. Their customers link being seen in such a branded café to the trendy lifestyle that they lead.

Fast food chain of restaurants, operated by companies or large corporations, which is estimated to have around 15% share of the total food service market. KFC today dominates the sector. Other major fast food restaurants include McDonald's, A&W, Burger Kings, Pizza Huts, etc are located strategically in large shopping malls all over Malaysia. Local franchised chains such as Marrybrown, Sugar Bun and Dave's Deli, which offer similar menus as the KFC and McDonald outlets, are also expanding rapidly. Competition among these quick service restaurants (QSRs) is intense with seventy percent of customers who patronize quick service restaurants are students in the "teen" market.

Hotels and resorts, which comprises about 1,700 hotels and other lodging houses, form a relatively small segment in Malaysia's food service market. Its share of the total market is estimated by trade sources at about 15% today, worth around US\$ 570 million. Importantly, the 3 to 5 star rated hotels, numbering less than 250 nationwide, operate restaurants that are key users of imported food and beverages. These 3 to 5 star hotels normally have more than three food and beverage outlets, e.g. a coffee house, a local Asian restaurant and a foreign restaurant, i.e. Western food or, in some cases, Japanese food, as well as at least one bar that is licenced to sell alcoholic drinks. (Please see MY2025 for more detailed information of this sector).

### **Food Processing Sector**

Malaysia has a sizeable food manufacturing industry. It comprises more than 3,200 businesses with total output in excess of US\$ 13 billion today. The businesses involved range from small family-owned businesses to large businesses which are listed on the Kuala Lumpur Stock Exchange or operate as subsidiaries of foreign or multinational businesses.

The industry is one of the most dynamic in Southeast Asia. Major industries include the production of refined sugar, wheat flour and baked products, non-alcoholic beverages, edible oil, dairy products, confectionery and snacks, fish and seafood products, beer, canned pineapple and processed meat. Industry sources comment that the food processing industry is likely to grow by between 5% and 10% over the next three years and that major companies will continue to expand their business through increasing their product range and by gaining market shares both domestically and in export markets.

The Table below provides some details of the major food and beverage industries' output from 1997 to 2000.

<b>Major Food and Beverage Industries' Output - Selected Sectors (Tonnes)</b>					
	<b>No. businesses in 2000</b>	<b>1997</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>
Sweetened condensed milk	6	174,673	154,096	165,119	156,766
Infant milk powder	3	16,545	18,137	15,456	20,528
Canned pineapples	3	31,114	23,453	21,168	18,253
Chocolates	8	19,490	23,605	12,572	16,223
Confectionery and sweets	17	28,394	24,152	29,131	27,705
Prawn/fish crackers	12	20,967	13,177	13,303	14,119
Snack products	23	20,628	19,895	22,180	26,572
Canned fish	7	19,479	17,755	16,269	22,706
Frozen prawns/shrimps	13	15,119	16,747	18,329	17,620
Margarine	11	26,572	25,842	23,911	18,987
Blended cooking oil	7	86,637	94,404	87,560	68,299
Shortening	11	54,803	51,361	58,315	83,861
Wheat flour	7	720,240	713,617	760,704	706,439
Biscuit	22	107,017	109,306	122,380	109,621
Refined sugar	4	1,155,320	1,072,750	1,225,842	1,234,065

Carbonated beverages	5	339,547	278,083	196,053	223,227
Non-carbonated beverages	13	173,800	140,279	155,264	179,902
Source: Department of Statistics					

It should be noted that a number of companies operate in a wide range of sectors. These businesses are larger businesses which dominate the markets in which they operate. They include:

- Nestlé (Malaysia) Bhd.
- Fraser & Neave (Malaya) Sdn Bhd.
- Yeo Hiap Seng (Malaysia) Bhd.
- Mamee-Double Decker (Malaysia) Bhd.
- Lam Soon (M) Berhad/Ace Canning Corporation Sdn Bhd.
- A. Clouet & Co. (Kuala Lumpur) Sdn Bhd.

Groupe Danone (France) is another foreign group which is expanding its business from a strong position in the local biscuit market. Its main local subsidiary is known as Britannia Brands (Malaysia) Sdn Bhd.

Various trade organizations such as the Federation of Malaysian Manufactures and the government agency, Malaysia External Trade Development Corporation (MATRADE) is aggressive in promoting, assisting and developing Malaysia's food industry for the export markets. Marketing seminars, workshops and training programs are routinely organized to improve international marketing skills and assist food processors in finding new markets overseas. The Malaysian Government has extended certain facilities such as the Export Credit Refinancing to marketing and exporting entities including trading houses to assist these small and medium enterprises to market and distribute their products overseas.

Participation in international food shows by Malaysian food processors has also brought about universal recognition of Malaysian ethnic foods such as "satay" (barbecue meat and sauce) and "roti canai" (pancakes). Local companies are encouraged to use franchising as a tool to expand their business. With the expansion of the domestic food processing sector, it should create some market opportunities for U.S. ingredients like spices and flavorings, dried fruit and nuts; dried beans, peas, and lentils; fruit juice concentrates and beverages bases. (Please see MY2022 for more detailed information of this sector).

#### **SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS**

- Fresh fruits and vegetables
- Snack Foods
- Halal meat and preparations

- Tree nuts: almonds and pistachios
- Processed Fruit and vegetables
- Wine
- Seafood
- Miscellaneous food preparations

## SECTION V. KEY CONTACTS AND FURTHER INFORMATION

If you have any questions or comments regarding this report or need assistance exporting high value products to Malaysia, please contact the Office of Agricultural Affairs at the U.S. Embassy in Kuala Lumpur at the following address:

Office of the Agricultural Affairs  
U.S. Embassy - Kuala Lumpur  
APO AP 96535-8152  
Tel : (011-60-3) 2168-4985/2168-4884  
Fax : (011-60-3) 2168-5023  
email: agkualalumpur@fas.usda.gov

For more information on exporting U.S. agricultural products to other countries, please visit the Foreign Agricultural Service homepage: <http://www.fas.usda.gov>.

### Malaysian Regulatory Agencies / Other Trade Contacts

Director  
Veterinary Public Health  
Dept of Veterinary Services,  
8th Floor, Block A, Wisma Chase Perdana,  
Off Jalan Semantan, Bukit Damansara,  
50630 Kuala Lumpur  
Tel : (011-60-3) 2094-0077/252-1854  
Fax : (011-60-3) 2093-5804  
<http://agrolink.moa.my/jph>

Director  
Food Quality Control Division  
Ministry of Health Malaysia  
3<sup>rd</sup> Floor, Block B, Komplek Pejabat Kesihatan  
Jalan Cenderasari  
50590 Kuala Lumpur  
Tel : (011-60-3) 2694 6601  
Fax : (011-60-3) 2694 6517 / <Http://dph.gov.my>

Director General of Customs

Royal Customs and Excise Headquarters Malaysia  
Ground Floor - 7th Floor, Block 11  
Kompleks Pejabat Kerajaan  
Jalan Duta, 50596 Kuala Lumpur  
Tel : (011-60-3) 651-6088  
Fax : (011-60-3) 651-2605  
<http://www.customs.gov.my>

**A. KEY TRADE & DEMOGRAPHIC INFORMATION**

Agricultural Imports From All Countries (US\$Mil) / U.S. Market Share (%)	4,611 / 11%
Consumer Food Imports From All Countries (US\$Mil) / U.S. Market Share (%)	1,572 / 9 %
Edible Fishery Imports From All Countries (US\$Mil) / U.S. Market Share (%)	319 / 1%
Total Population (Millions) / Annual Growth Rate (%)	24.0/ 2.4%
Urban Population (Millions) / Annual Growth Rate (%)	13.0 / 4.5%
Number of Major Metropolitan Areas	9
Size of Middle Class (Millions) / Growth Rate (%) (estimate)	15 / 2.5
Per Capita Gross Domestic Product (US Dollars)	3,710
Unemployment Rate (%)	3.5%
Per Capita Food Expenditures (U.S. Dollars)	1000
Percent of Female Population Employed	44.2%
Exchange rate (US\$1 = X.X local currency)	US\$ = 3.8RM

**TABLE B. Consumer Food & Edible Fishery Product Imports**

Malaysia Import (In Million of Dollars)	Imports From the World			Imports from the U.S.			U.S. Market Share		
	1999	2000	2001	1999	2000	2001	1999	2000	2001
<b>CONSUMER-ORIENTED AG TOTAL</b>	1285	1375	1572	135	131	148	10%	10%	9%
Snack Foods (Excl. Nuts)	36	42	55	2	4	5	6%	9%	8%
Breakfast Cereals & Pancake Mix	16	14	10	1	1	1	4%	6%	12%
Red Meats, Fresh/Chilled/Frozen	124	156	163	2	3	3	2%	2%	2%
Red Meats, Prepared/Preserved	9	8	9	2	2	2	24%	20%	21%
Poultry Meat	39	39	49	8	2	2	19%	6%	5%
Dairy Products (Excl. Cheese)	263	299	370	6	5	21	2%	2%	6%
Cheese	11	13	14	1	1	1	7%	3%	5%
Eggs & Products	2	2	2	1	1	1	11%	13%	13%
Fresh Fruits	90	93	101	16	19	19	18%	21%	19%
Fresh Vegetables	188	173	199	3	3	4	2%	2%	2%
Processed Fruit & Vegetables	98	105	105	19	22	23	20%	21%	22%
Fruit & Vegetable Juices	10	12	14	2	2	3	23%	14%	20%
Tree Nuts	10	10	9	3	4	4	27%	37%	40%
Wine & Beer	19	17	19	2	2	2	12%	12%	10%
Nursery Products & Cut Flowers	3	3	3	1	1	1	0.93%	2%	2%
Pet Foods (Dog & Cat Food)	14	15	12	3	3	3	20%	22%	27%
Other Consumer-Oriented Products	354	375	437	65	59	56	18%	16%	13%
<b>FISH &amp; SEAFOOD PRODUCTS</b>	253	292	319	4	6	3	2%	2%	1%
Salmon	8	9	9	1	1	1	1%	4%	7%
Surimi	5	1	6	1	1	1	2%	8%	2%
Crustaceans	49	63	74	1	2	1	0.62%	4%	0.28%
Groundfish & Flatfish	30	31	39	1	1	1	3%	4%	2%
Molluscs	7	9	10	1	1	1	0.83%	6%	4%
Other Fishery Products	155	180	180	3	2	2	2%	0.90%	0.84%
<b>AGRICULTURAL PRODUCTS TOTAL</b>	3738	3781	4025	410	328	424	11%	9%	11%
<b>AG, FISH &amp; FORESTRY TOTAL</b>	4215	4345	4611	449	375	459	11%	9%	10%

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

**TABLE C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products****Malaysia - Imports**

	1999	2000	2001		1999	2000	2001
<b>CONSUMER-ORIENTED AGRICULTURAL TOTAL (\$1000)</b>				<b>FISH &amp; SEAFOOD PRODUCTS (\$1000)</b>			
Australia	233036	226794	239469	Thailand	87556	87528	92810
New Zealand	192383	214284	235020	Indonesia	48223	55172	74841
China (Peoples Rep. of)	150068	154955	194371	China (Peoples Rep. of)	9603	13288	16221
United States	134615	130968	148062	Burma	8333	17401	15860
India	103820	133299	132670	India	19908	22400	15179
Thailand	93244	97001	109207	Taiwan (Estimated)	10853	10588	12874
Netherlands	49570	66654	83703	Vietnam	6621	10319	10001
Indonesia	50608	59138	74662	New Zealand	9040	8921	9220
Singapore	37058	37564	51305	United Kingdom	5935	5705	8465
Philippines	11867	12037	37943	Bangladesh	2913	7043	7533
Denmark	32670	29688	33345	South Africa	0	7605	7073
Germany	12898	21467	29042	Japan	5117	5219	4949
Ireland	18094	17996	23497	Mexico	2735	2338	4855
France	21622	20107	21308	Australia	2764	3680	4467
United Kingdom	18687	17878	17897	Norway	3223	4517	4128
Other	124397	135589	140634	Other	30190	29995	30182
World	1284650	1375465	1572164	World	253019	291727	318659

Source: United Nations Statistics Division