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## Malaysia

### Oilseeds and Products

#### Annual

#### 2000

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**Report Highlights:** Following the outbreak of the Nipah virus, the Malaysian livestock sector staged a recovery in 1999. Soybean meal consumption rose 9.7 percent to 873 MMT in 1998/99. Soybean and soybean meal imports rose by 19 percent and 13 percent respectively. Sales of US soybean under the GSM program rose to US\$55 million. The outlook for 1999/2000 looks bright and soy meal consumption should increase 6 to 7 percent for the next two years. The prospect of US bean is bright but US soy meal exports face an uphill task. Malaysia continues to lead the world as the largest producer and exporter of edible vegetable oils. CPO production is expected to reach to 10.6 MMT in 1999/2000. A smaller increase is expected in 2000/01.

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## Table of Contents

EXECUTIVE SUMMARY .....	1
TOTAL OILSEEDS .....	3
1. Soybeans .....	3
2. Palm Kernel .....	5
3. Copra .....	5
TOTAL OILMEALS .....	6
1. Soybean Meal .....	6
2. Palm Kernel Meal .....	7
3. Copra Meal .....	7
4. Fishmeal .....	7
TOTAL OILS .....	8
1. Palm Oil .....	8
2. Palm Kernel Oil .....	10
3. Soybean Oil .....	10
4. Coconut Oil .....	10
Oil, Palm PSD .....	12
Prices Table .....	13
Import Matrix .....	14
Export Matrix .....	15
Oilseeds, Palm Kernel PSD .....	16
Prices Table .....	17
Meal, Palm Kernel PSD .....	18
Export Matrix .....	19
Oil, Palm Kernel PSD .....	20
Prices Table .....	21
Import Matrix .....	22
Export Matrix .....	23
Oilseed, Soybean PSD .....	24
Import Matrix .....	25
Meal, Soybean PSD .....	26
Import Matrix .....	27
Oil, Soybean PSD .....	28
Import Matrix .....	29
Export Matrix .....	30
Oilseed, Copra PSD .....	31
Meal, Copra PSD .....	32
Oil, Coconut PSD .....	33
Import Matrix .....	34
Export Matrix .....	35
Meal, Fish PSD .....	36
Import Matrix .....	37
Export Matrix .....	38

## EXECUTIVE SUMMARY

Following the outbreak of the Nipah virus which destroyed more than one million pigs in Malaysia during the first half of 1999, poultry farmers increased poultry meat and egg output. Domestic soybean meal consumption rose 9.7 percent to 873 MMT in 1998/99. Soybean and soybean meal imports rose by 19 percent and 13 percent respectively to meet domestic requirement as well as re-exports of bean to Indonesia. Sales of US soybean under the GSM program rose to US\$55 million in 1998/99.

The outlook for the Malaysian livestock sector during 1999/2000 looks bright. The Malaysian economy is recovering faster than expected from the South East Asian economic turmoil. We expect domestic soy meal consumption to increase 6 to 7 percent for the next two years. The prospect of US bean is bright but US soymeal exports face an uphill task from cheaper South American soybean meal. Current low domestic interest rate has reduced the attractiveness of the GSM program..

Malaysia continues to lead the world as the largest producer and exporter of edible vegetable oils. Total combined output (mainly palm oil and palm kernel oil) rose to over 11 MMT (million metric tons) in 1998/99. With improvements in yields and additional area reaching peak fruit-bearing age, CPO production is expected to reach to 10.6 MMT in 1999/2000. A smaller increase is expected in 2000/01. In tandem, PKO output is expected to increase to 1.38 MMT in 1999/2000 and 1.4 MMT in 2000/21.

With an exportable surplus of over 8.8 MMT of palm oil and 580 TMT of palm kernel oil in 1999/2000, Malaysia will remain a formidable competitor in the world vegetable oil market. Demand from Pakistan, India, China and Egypt will likely continue to be strong while Malaysia foresees more palm oil exports to Central Asia, Eastern Europe, Russia, Middle East and Tanzania in 2000. With India importing more than 2 MMT of Malaysian palm oil, the GOM advocates the shifting of Malaysian owned refineries from China to India in order to stay competitive in India.

Total area under coconut cultivation has dropped steadily over the years and the outlook for copra output is on a slow downtrend in the near term. In normal years, both Malaysian imports and exports of copra are insignificant. Due to the shortage in copra supply, domestic coconut oil output decreased to 11 TMT in CY1999. The long term outlook is not bright as the local coconut industry has been relegated to supplying minor food needs. Coconut oil accounts for only about one percent of total domestic oil consumption. In 1999, coconut oil refiners increased imports of crude oil from Indonesia. The refined products were then re-exported to Singapore, China and Russia.

In line with further expansion in soy crush, domestic soy oil output is expected to increase to 80 TMT in 1999/2000 and 100 TMT in 2000/21. Malaysian soy crushers continue to find it profitable to refine imported crude soyoil for re-export to third countries. However, low soy oil prices reduced the profit margin and influenced the reduction in imports in 1998/99. The U.S. exported some 20,000 MT of soy oil to Malaysia in 1998/99.

Local fishmeal production is on a downtrend over the years due to over-fishing. Imports from Chile, Peru and Denmark were all up in CY1999. Imports from US emerged in the market for the first time in 1999 while imports from New Zealand appeared to be limited. In 1999, Malaysian exporters diverted much of its fish meal output to overseas markets. Exports amounted to 13 TMT in CY1999, mainly to Indonesia, Sri Lanka and

Vietnam.

Exchange Rates: 1998 US1.00 = Rm3.921  
1999 US1.00 = Rm3.799  
March 07 2000 US1.00 = Rm3.799

## TOTAL OILSEEDS

### 1. Soybeans

#### Production

There currently is no commercial cultivation of soybeans in Malaysia.

#### Imports

In MY1998/99, Malaysian imports of soybeans rose 19 percent, partly in response to an increase in crushing and partly due to an increase in import demand from Indonesia. The U.S. captured about 57 percent of the Malaysian soybean import market, followed by Canada (17%) and Argentina (17%). The Canadian beans are imported mainly for food-use.

The near term outlook for soybean imports is bright. With an expansion in crushing capacity, soybean crushers are expected to increase bean imports in 1999/2000 and 2000/01. As for the prospect of U.S. beans, competitively priced soy beans and soy meals from South America continue to be the biggest challenge. The U.S. should be able to capture above half the import market in the near term but may lose some market share to Argentina.

#### Trade Policy & Market Access

In its attempt to keep domestic food prices at the lowest level, the GOM has removed import all tariffs on soybean and soybean meal as well as grains (i.e. corn and wheat) for many years. In addition, the GOM has played a key role in improving infrastructure such as ports, rail and road networks and storage facilities which have benefitted the bean/grain trade flow into Malaysia. All these activities have resulted, over the last decade, in a rapid development of the livestock and feed industry in Malaysia. The GOM has no objection to the usage of GSM facilities although the Central Bank limits the tenure of loan to one year in order to minimize the country's exposure to foreign loans.

#### Consumption

Please see 'Consumption' section under Total Oilmeals (Soybean Meal) for development of the livestock/feed sector.

Malaysia's crushing capacity is about 640,000 MT per year. Construction of new crushing facilities has been delayed due to the recent economic turmoil in the country. When all the proposed crushing facilities at the Westport are completed, probably by end of 2000, the crushing capacity should expand by an additional 320,000-440,000 MT per year. With strong demand for livestock and poultry meat and eggs, this development should increase future demand for U.S. soybean in the coming years.

The increase in soy food consumption is steady - around 5 percent per annum. Consumption is forecast to rise to 110,000 MT in 1998/99 and 115,000 MT in 1999/2000. Food grade soybeans are used in the manufacture of soy-based products such as tofu, soy milk, and soy sauce. It is estimated that about 30,000 MT each year are

imported in bulk on the same ships which are bringing in crush beans. The remaining food beans are brought in by container primarily from Canada, the U.S. and China.

**Biotechnology Issue:** At the present moment, the GOM has no negative reaction to GM (Genetically Modified) foods. However on the consumer level, there has been a strong call to have 'labeling' for GM foods. Local soy product exporters also need to conform to EU's GMO requirement when they export processed soy related food such as soy sauce, canned tuna in soy oil and soy milk to EU. Acceptance of GM products could be a limiting constraint that need to be addressed properly. ASA and USGC can team up together to educate consumers about the safety of these products.

### **Factors Affecting U.S. Trade**

Agatt office has devoted much time to promote GSM -102 export credit programs, persuading potential users to attend GSM presentations organized by Post at key cities in the country. As a result, sale of US soybean under GSM program rose significantly from US\$8 million in 1987/98 to US\$55 million in 1998/99. Unfortunately, current low domestic interest rate has reduced the attractiveness of the GSM program..

**Lack of Competition:** Apart from South America and India (soy meal), the U.S. is the primary supplier of soybeans to Malaysia. According to a recent U.S. Export Sales report, U.S. export commitments to Malaysia for 1999/00 have already reached 137,000 MT by February, 2000.

The addition of new facilities at Westport in Port Klang will further enhance the position of the U.S. as the principal supplier of soybeans. Private storage facilities and crushing mills are being planned or constructed near the Panamax berths at Westport. These facilities will often provide a first stop for Panamax vessels. When these ships are partly unloaded at the deep water berth at Westport, they will then be able to go on to shallower ports to service older existing crushing mills.

### **Market Development Opportunities**

The Malaysia swine industry has been hard hit by the Nipah (Japanese Encephalitis) Virus with more than one million pigs culled during the first half of 1999. There are opportunities for USGC in cooperation with ASA to assist in rebuilding the industry with modern swine technology. One critical impediment to the reconstruction of the industry is the waste disposal problem. Ag Office has obtained EMO funds to sponsor pig farmers to attend the 'Livestock Waste Management Training' course at the US sponsored Center for Livestock Waste Management in southern Taiwan. Ag Office hopes to extend the training services to Malaysian poultry farmers at a latter stage.

Demand for soy food products is growing but the industry lacks the processing capability and skills to produce soy-based foods. The American Soybean Association (ASA) should continue to assist in expanding the demand for food beans by supporting and encouraging the initiation of research interest in soy food, especially in the health and nutrition areas. ASA should also continue to coordinate workshops to encourage the production of high quality traditional as well as new value-added soy and snack food.

With the use of Panamax vessels, managers of crushing facilities need to have greater knowledge of longer term bulk storage. ASA needs to conduct seminars for major feedmillers and importers throughout Malaysia and to arrange a scientific collaboration to initiate bean inspection/handling simulation studies in the U.S. Based on

information learned, ASA could initiate bean storage trials with one or two feedmillers in Malaysia.

## **2. Palm Kernel**

Malaysia is the world's leading producer of palm kernel. Palm kernel output rose 12 percent to 2.8 MMT in MY1998/99. The outlook for 1999/2000 is brighter with output expected to further increase to 3.08 MMT due to an expansion of fruit bearing area and an improvement in yields. As for 2000/01, we expect a small increase to 3.1 MMT.

There is no trading of palm kernel as all domestic production is crushed locally.

## **3. Copra**

Total area under coconut cultivation has dropped steadily over the years. Harvested area in PS&Ds are only for copra delivered to crushers and not for food-use. (According to earlier instructions, COT only requires data for crush copra). This explains the big gap between planted and harvest area. Most of the copra was consumed as food leaving a smaller amount for the crushing sector. The outlook for copra output is on a slow downtrend in the near term.

In normal years, both Malaysian imports and exports of copra are insignificant. Most of the imports are for food-use.

With better economic returns available from oil palm and a lack of interest by the GOM to support or encourage coconut/copra production, the long term viability of this industry is in doubt. Future production will likely be limited to the cultivation of coconut to meet only domestic requirements for food-use.

## TOTAL OILMEALS

### 1. Soybean Meal

#### Production and Imports

Cheaper soybean meal imports restricted growth in the domestic soybean crush during MY1998/99. Total meal imports rose 13.2 percent while domestic meal output rose 12.7 percent in 1998/99. Local crushing is well below the total crushing capacity. While cheap imported meal remains a strong challenge, local crushers continue to seek means to utilize the excess crushing capacity. We may see soybean meal imports losing more market share to locally produced soybean meal in the next two years.

Argentina was the top soybean meal supplier to Malaysia, accounting for 62 percent of the Malaysian meal import market, followed by India (29%) and Brazil (7%). There was only one shipment of US soybean meal imported to Malaysia under GSM program. Current low domestic interest rate has reduced the attractiveness of the GSM program and U.S. soybean meal will not be able to compete in the Malaysian market during current year.

#### Trade Policy & Market Access

Please refer to Trade Policy & Market Access under Total Oilseeds (Soybean)

#### Consumption

Following the outbreak of the Nipah virus which destroyed more than one million pigs in Malaysia during the first half of 1999, poultry farmers increased poultry meat and egg output. Demand for eggs from neighboring Indonesia has been on the increase due to the near collapse of the Indonesian poultry industry. Egg exports to Indonesia rose 13,000 percent in 1999. For the whole of 1998/99, domestic soybean meal consumption rose 9.7 percent to 873 MMT.

The Malaysian economy is recovering faster than expected from the South East Asian economic turmoil (started in July 1997). GDP growth is expected to increase 6.0 to 6.5 percent in year 2000 and consumers are feasting again at restaurants. The outlook for the Malaysian livestock sector during 1999/2000 looks bright. At this point, we expect domestic soy meal consumption to increase 6 to 7 percent for the next two years.

#### Market Development Opportunities

The American Soybean Association should continue to be effective in helping to increase the demand for soybean meal by providing technical assistance to feedmillers and livestock producers and by helping them overcome feed nutrition and livestock disease problems. Local crushers have also requested ASA to assist in conducting seminars for local farmers to use good quality locally produced meals instead of imported poor-quality meals. ASA has developed good contacts throughout the feed/livestock sector and also works closely with the U.S. Grains Council in conducting joint activities. On the trade servicing side, the Association is also working with importers and feed millers in trying to convince them to import U.S. high protein meal and to process and utilize full fat soybeans in feed rations. Also see 'Market Development Opportunities' section under Total Oilseeds (Soybean).

## **2. Palm Kernel Meal**

Palm kernel meal (PKM) production rose 10 percent to 1.51 MMT in 1998/99. Essentially a by-product of the palm oil industry, it is used primarily in cattle feed. With a very small domestic beef and dairy cattle sector, only minimal quantities are consumed locally. In 1998/99, 1.46 MMT of PKM were exported with the bulk going to the Netherlands, South Korea, Germany and the United Kingdom.

## **3. Copra Meal**

In line with a drop in copra crush, Malaysian copra meal output declined to 6 TMT in CY1999. The contraction of the copra/coconut industry in Malaysia will result in a gradual decline in copra meal production over the near term. Most of the local output is consumed by the domestic feed industry. In CY1999, about 2 TMT of copra meal were exported to Taiwan.

## **4. Fishmeal**

Local fishmeal production is on a downtrend over the years due to over-fishing. Imports from Chile, Peru and Denmark were all up in CY1999. Imports from US emerged in the market for the first time in 1999 while imports from New Zealand appeared to be limited. In 1999, Malaysian exporters diverted much of its fish meal output to overseas markets. Exports amounted to 13 TMT in CY1999, mainly to Indonesia, Sri Lanka and Vietnam.

## TOTAL OILS

### 1. Palm Oil

Malaysia continues to lead the world in the production of palm and palm kernel oils and is the largest exporter of vegetable oils (mainly palm oil). Domestic CPO production rose 15 percent to 9.8 million metric tons (MMT) in 1998/99 due to strong recovery in yields. With improvements in yields and additional area reaching peak fruit-bearing age, CPO production is now expected to increase 8.6 percent to 10.6 MMT in 1999/2000.

We predict CPO yield per matured hectare equivalent (MHE) to decline in 2000/01 due to the palms undergoing a stress period after two years of high production. However, with another 127,000 hectares of oil palm reaching fruit bearing stage, CPO could reach 10.75 MMT in 2000/01.

The following table compares Post's quarterly forecasts for MY1999/2000 and 2000/01 (October/September) with actual production figures for the previous two years.

	Final 1997/98	Revised 1998/99	Forecast 1999/2000	Forecast 2000/01
(1,000 tons)				
Oct-Dec	2343	2149	2940	2880-2920
Jan-Mar	1714	1771	2090-2110	2120-2160
Apr-Jun	1961	2865	2560-2580	2540-2620
Jul-Sep	2490	2973	2970-3010	3100-3140
--Total	8508	9758	10,560-10,640	10,640-10,840

Fruit bearing area is expected to expand to 2.8 million hectares in 1999/2000 while fully matured hectare equivalent (MHE) should reach 1.8 million hectares. CPO yield per matured hectare equivalent (MHE) should rise to 6.13 ton per hectare. As for 2000/01, we expect a small drop of half a percent in yield/MHE - bringing CPO output to 10.75 MMT. The following MHE/yield table is based on the October/September marketing year:

	1996/97	1997/98	1998/99	1999/2000	2000/21
Area-MHE (1,000 ha)	1,613	1,662	1,693	1,729	1,764
Production (TMT)	9,005	8,508	9,758	10,600	10,750
Yield-MHE (Ton/ha)	5.58	5.12	5.76	6.13	6.10

NOTE: In calculating yields, the mature hectare equivalent (MHE) approach has been used to account for the

shifting age profile of Malaysia's oil palm plantings. END NOTE

Domestic food use of edible oil amounts to only about 3-4% of total CPO production. Palm oil fractions dominate the local market, but soybean, corn, and sunflower oil have managed to capture a small share of domestic sales (see table on "Utilization of Fats and Oils by End-Use", in Statistical Appendix). Domestic industrial consumption of palm oil recovered in 1998/99 with a significant amount being used in the oleo-chemical industry.

In terms of volume, Malaysia exported 6.1 MMT of palm oil during Jan-Sep 1999, an increase of 10 percent from the corresponding period of the previous year. The top five destinations (India, Pakistan, China, Egypt and the Netherlands) accounted for 62 percent of total exports. For the whole of 1999, exports are estimated at 8.6 MMT with India purchasing more than two million tons and Pakistan over a million tons. China's imports of Malaysian palm oil was slightly reduced in 1999.

As would be expected, palm oil occupies the top position in export earnings among Malaysia's vegetable oils. For 1999, palm based products continued to be the top export earner among the primary commodities, ahead of petroleum products in the country. Export earnings for the major oils are provided below (in million RM):

	1997	1998	1998 (Jan-Sep)	1999 (Jan-Sep)
Palm Oil	10,817	17,521	13,374	11,009
Palm Kernel Oil	983	1,538	1,118	1,178
Soybean Oil	258	455	370	247
Coconut Oil	77	132	99	107
--Total Oils	12,135	19,646	14,961	12,541
% of Total Exp.Earnings	5.5	6.8	7.0	5.4

With the expected increase in CPO output, Malaysia is estimated to have an exportable surplus of about 8.8 MMT of palm oil in the 1999/2000 marketing year. While demand from Pakistan, India, China and Egypt will likely continue to be strong in 2000, Malaysia will also be looking for markets in Central Asia, Eastern Europe, Russia, Middle East and Tanzania.

The large expansion in CPO production and the low soyoil prices were the dominant factors influencing the sharp drop in domestic CPO prices during the whole of 1999. Palm oil has commanded price premiums over soybean oil from February 1998 to May 1999. CPO prices have slipped from RM2,197 (US\$578)/ton in January 1999 to RM1,075 (US\$283)/ton in February, 2000.

In recent years, the GOM encouraged publically-listed companies to form consortiums for overseas joint ventures in order to globalize Malaysia's oil palm industry. Malaysia has taken the lead in developing joint-ventures in oil palm plantations with other producing countries such as Indonesia and the Philippines as well as looking into potential palm oil producing countries in Latin America (especially Colombia and Guyana) and

West Africa (Nigeria, Ghana and Burkina Faso). Furthermore, Malaysia continues to develop joint-venture refineries and processing facilities in consuming countries. Lately, the GOM also advocates the shifting of Malaysian-owned refineries from China to India in order to stay competitive in the latter country. India recently increased its import tariffs on processed palm oil from 16.5 percent to 27.5 percent while the tariff on CPO remained at 16.5 percent. In 1999, India imported more than 2 MMT of Malaysian palm oil while China had limited its import quota to 1 MMT.

## **2. Palm Kernel Oil**

Palm kernel oil (PKO) production increased 12 percent to 1.3 MMT in 1998/99 due to an increase in palm kernel crushing. With an expected increase in palm kernel production and crushing, PKO output is expected to further increase to 1.4 MMT in 1999/2000. A small increase is expected in 2000/21.

The expanding local oleo-chemical industry utilized 45 percent of the PKO production in 1998/99. With a current capacity of about 890,000 tons, there is much potential for growth in the Malaysian oleo-chemical industry in the near term. The sector will continue to compete with overseas buyers for crude as well as processed palm kernel oil.

Due to high overseas demand, PKO exports rose 13% in 1998/99. The U.S., the Netherlands, Japan and South Africa were the top destination markets. Due to the rapid growth in PKO utilization by the domestic oleo-chemical industry, palm kernel oil exports are expected to be restricted in coming years.

## **3. Soybean Oil**

Corresponding to higher soy crush, local soyoil production reached 71 TMT in 1998/99 compared with 64 TMT in 1997/98. In line with further expansion in soy crush, domestic output is expected to increase to 80 TMT in 1999/2000 and 100 TMT in 2000/21. At times, Malaysian soy crushers continue to find it profitable to refine imported crude soyoil for re-export to third countries. However, low soy oil prices reduced the profit margin and influenced the reduction in imports in 1998/99. The U.S. exported some 20,000 MT to Malaysia in 1998/99.

Soybean oil consumption accounts for less than 5 percent of total food use consumption of oil in Malaysia. Soyoil is consumed primarily as a premium quality cooking oil and is priced well above the price for palm oil. It is also blended with local tropical oils and sold in the domestic retail market.

With a growing volume of soybean oil generated by domestic soybean crushers and continued imports of crude soy oil for refining, Malaysia's soybean oil exports are forecast to trend upwards in the next two years. In addition to exporting to traditional markets like Singapore and the Philippines, markets in New Zealand, Hong Kong and Vietnam have become important destinations for Malaysia's soyoil re-exports. China reduced purchases of Malaysian due to an increase in local soy-crush.

## **4. Coconut Oil**

Due to the shortage in copra supply, domestic coconut oil output decreased to 11 TMT in CY1999. The long term outlook is not bright as the local coconut industry has been relegated to supplying minor food needs (desiccated coconut, coconut cream, etc). Coconut oil accounts for only about one percent of total domestic oil consumption.

In 1999, coconut oil refiners increased imports of crude oil from Indonesia. The refined products were then re-exported to Singapore, China and Russia.

**Oil, Palm PSD**

PSD Table						
Country	Malaysia					
Commodity	Oil, Palm				(1000 HA)(1000 TREES)	(1000 MT)
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		10/1998		10/1999		10/2000
Area Planted	3240	3313	3400	3550	0	3700
Area Harvested	2690	2690	2815	2815	0	3075
Trees	0	0	0	0	0	0
Beginning Stocks	719	719	1208	1208	1500	1500
Production	9750	9758	10600	10600	0	10750
MY Imports	142	142	50	100	0	120
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	10611	10619	11858	11908	1500	12370
MY Exports	8100	7893	8900	8800	0	9100
MY Exp. to the EC	0	0	0	0	0	0
Industrial Dom. Consum	903	1090	1018	1148	0	1320
Food Use Dom. Consump.	310	320	330	350	0	380
Feed Waste Consumption	90	108	110	110	0	120
TOTAL Dom. Consumption	1303	1518	1458	1608	0	1820
Ending Stocks	1208	1208	1500	1500	0	1450
TOTAL DISTRIBUTION	10611	10619	11858	11908	0	12370
Calendar Year Imports	0	160	0	100	0	120
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	8580	0	8800	0	9100
Calndr Yr Exp. to U.S.	0	72	0	80	0	90

**Prices Table**

Prices Table			
Country	Malaysia		
Commodity	Oil, Palm		
Prices in	Ringgit	per uom	Metric Ton
Year	1998	1999	% Change
Jan	2404	2197	-8.61%
Feb	2312	1923	-16.83%
Mar	2263	1671	-26.16%
Apr	2362	1698	-28.11%
May	2499	1553	-37.86%
Jun	2350	1276	-45.70%
Jul	2432	1102	-54.69%
Aug	2481	1143	-53.93%
Sep	2409	1324	-45.04%
Oct	2349	1262	-46.28%
Nov	2376	1205	-49.28%
Dec	2228	1196	-46.32%
Exchange Rate	3.799	Local currency/US \$	

Source and contract terms: CPO, Local Delivered - PORLA

**Import Matrix**

Import Trade Matrix			
Country	Malaysia		
Commodity	Oil, Palm		
Time period	1998:Jan-Dec, 1999:Jan-Sep	Units:	TMT
Imports for:	1998		1999
U.S.		U.S.	
Others		Others	
Indonesia	65	Indonesia	138
P. N. Guinea	5		
Thailand	4		
Total for Others	74		138
Others not Listed			
Grand Total	74		138

**Export Matrix**

Export Trade Matrix			
Country	Malaysia		
Commodity	Oil, Palm		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Exports for:	1998		1999
U.S.	87	U.S.	57
Others		Others	
India	1285	India	1713
Pakistan	1039	Pakistan	764
China	921	China	633
Netherlands	604	Egypt	330
Egypt	363	Netherlands	323
Singapore	350	Singapore	296
Japan	343	Japan	260
Burma	198	Korea, Rep. of	134
Saudi Arabia	144	Saudi Arabia	107
Korea, Rep. of	141	Germany	93
Total for Others	5388		4653
Others not Listed	1858		1390
Grand Total	7333		6100

**Oilseeds, Palm Kernel PSD**

PSD Table						
Country	Malaysia					
Commodity	Oilseed, Palm Kernel				(1000 HA)(1000 TREES)	(1000 MT)
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		10/1998		10/1999		10/2000
Area Planted	0	3313	0	3550	0	3700
Area Harvested	2690	2690	2815	2815	0	3070
Trees	0	0	0	0	0	0
Beginning Stocks	87	87	87	96	87	95
Production	2860	2791	3000	3075	0	3120
MY Imports	0	0	0	0	0	0
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	2947	2878	3087	3171	87	3215
MY Exports	0	0	0	0	0	0
MY Exp. to the EC	0	0	0	0	0	0
Crush Dom. Consumption	2860	2782	3000	3076	0	3125
Food Use Dom. Consump.	0	0	0	0	0	0
Feed,Seed,Waste Dm.Cn.	0	0	0	0	0	0
TOTAL Dom. Consumption	2860	2782	3000	3076	0	3125
Ending Stocks	87	96	87	95	0	90
TOTAL DISTRIBUTION	2947	2878	3087	3171	0	3215
Calendar Year Imports	0	0	0	0	0	0
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	0	0	0	0	0
Calndr Yr Exp. to U.S.	0	0	0	0	0	0

**Prices Table**

Prices Table			
Country	Malaysia		
Commodity	Oilseed, Palm Kernel		
Prices in	Ringgit	per uom	Metric Ton
Year	1998	1999	% Change
Jan	1119	1212	8.31%
Feb	1079	1149	6.49%
Mar	1011	1012	0.10%
Apr	1007	1081	7.35%
May	1141	1107	-2.98%
Jun	1121	988	-11.86%
Jul	1154	897	-22.27%
Aug	1165	1027	-11.85%
Sep	1080	1167	8.06%
Oct	1089	1108	1.74%
Nov	1198	1071	-10.60%
Dec	1208	1067	-11.67%
Exchange Rate	3.799	Local currency/US \$	

Source and contract terms: Ex-Mill - PORLA

**Meal, Palm Kernel PSD**

PSD Table						
Country	Malaysia					
Commodity	Meal, Palm Kernel				(1000 MT)(PERCENT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		10/1998		10/1999		10/2000
Crush	2860	2782	3000	3076	0	3125
Extr. Rate, 999.9999	0.543007	0.542775	0.54	0.542913	ERR	0.544
Beginning Stocks	137	170	210	160	249	170
Production	1553	1510	1620	1670	0	1700
MY Imports	0	0	0	0	0	0
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	1690	1680	1830	1830	249	1870
MY Exports	1383	1460	1476	1590	0	1635
MY Exp. to the EC	0	0	0	0	0	0
Industrial Dom. Consum	0	0	0	0	0	0
Food Use Dom. Consump.	0	0	0	0	0	0
Feed Waste Dom. Consum	97	60	105	70	0	80
TOTAL Dom. Consumption	97	60	105	70	0	80
Ending Stocks	210	160	249	170	0	155
TOTAL DISTRIBUTION	1690	1680	1830	1830	0	1870
Calendar Year Imports	0	0	0	0	0	0
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	1460	0	1590	0	1635
Calndr Yr Exp. to U.S.	0	0	0	0	0	0

**Export Matrix**

Export Trade Matrix			
Country	Malaysia		
Commodity	Meal, Palm Kernel		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Exports for:	1998		1999
U.S.		U.S.	
Others		Others	
Netherlands	1077	Netherlands	947
Korea, Rep. of	181	Korea, Rep. of	73
Germany FR	86	Germany FR	39
United Kingdom	14	United Kingdom	18
Japan	12	Japan	9
Portugal	6		
Italy	4		
Brunei	1		
Total for Others	1381		1086
Others not Listed			
Grand Total	1381		1086

**Oil, Palm Kernel PSD**

PSD Table						
Country	Malaysia					
Commodity	Oil, Palm Kernel				(1000 MT)(PERCENT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		10/1998		10/1999		10/2000
Crush	2860	2782	3000	3076	0	3125
Extr. Rate, 999.9999	0.437063	0.452193	0.43	0.448635	ERR	0.4496
Beginning Stocks	108	149	118	105	120	110
Production	1250	1258	1290	1380	0	1405
MY Imports	30	1	20	0	0	0
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	1388	1408	1428	1485	120	1515
MY Exports	500	554	530	580	0	600
MY Exp. to the EC	0	0	0	0	0	0
Industrial Dom. Consum	720	714	728	755	0	770
Food Use Dom. Consump.	50	35	50	40	0	45
Feed Waste Dom. Consum	0	0	0	0	0	0
TOTAL Dom. Consumption	770	749	778	795	0	815
Ending Stocks	118	105	120	110	0	100
TOTAL DISTRIBUTION	1388	1408	1428	1485	0	1515
Calendar Year Imports	0	1	0	0	0	0
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	530	0	580	0	600
Calndr Yr Exp. to U.S.	0	135	0	140	0	150

**Prices Table**

Prices Table			
Country	Malaysia		
Commodity	Oil, Palm Kernel		
Prices in	Ringgit	per uom	Metric ton
Year	1998	1999	% Change
Jan	2587	2726	5.37%
Feb	2445	2631	7.61%
Mar	2236	2332	4.29%
Apr	2228	2422	8.71%
May	2622	2584	-1.45%
Jun	2518	2340	-7.07%
Jul	2604	2102	-19.28%
Aug	2639	2361	-10.53%
Sep	2477	2660	7.39%
Oct	2453	2498	1.83%
Nov	2625	2407	-8.30%
Dec	2643	2396	-9.35%
Exchange Rate	3.799	Local currency/US \$	

Source and contract terms: Ex-Mill - PORLA

**Import Matrix**

Import Trade Matrix			
Country	Malaysia		
Commodity	Oil, Palm Kernel		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Imports for:	1998		1999
U.S.		U.S.	
Others		Others	
Indonesia	36	Indonesia	1
Thailand	16		
Total for Others	52		1
Others not Listed			
Grand Total	52		1

**Export Matrix**

Export Trade Matrix			
Country	Malaysia		
Commodity	Oil, Palm Kernel		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Exports for:	1998		1999
U.S.	101	U.S.	104
Others		Others	
Netherlands	90	Netherlands	78
Japan	53	Japan	38
Singapore	31	Singapore	22
South Africa	30	South Africa	17
Turkey	29	Egypt	16
Brazil	23	Denmark	13
Egypt	20	China	11
Denmark	18	Turkey	11
Hong Kong	16	Korea, Rep	8
Sri Lanka	14	Hong Kong	8
Total for Others	324		222
Others not Listed	90		81
Grand Total	515		407

**Oilseed, Soybean PSD**

PSD Table						
Country	Malaysia					
Commodity	Oilseed, Soybean				(1000 HA)(1000 MT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		10/1998		10/1999		10/2000
Area Planted	0	0	0	0	0	0
Area Harvested	0	0	0	0	0	0
Beginning Stocks	60	60	60	50	65	60
Production	0	0	0	0	0	0
MY Imports	450	560	600	610	0	710
MY Imp. from U.S.	255	310	420	340	0	360
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	510	620	660	660	65	770
MY Exports	0	54	10	20	0	15
MY Exp. to the EC	0	0	0	0	0	0
Crush Dom. Consumption	341	396	460	455	0	550
Food Use Dom. Consump.	100	110	115	115	0	120
Feed,Seed,Waste Dm.Cn.	9	10	10	10	0	15
TOTAL Dom. Consumption	450	516	585	580	0	685
Ending Stocks	60	50	65	60	0	70
TOTAL DISTRIBUTION	510	620	660	660	0	770
Calendar Year Imports	0	545	0	610	0	710
Calendar Yr Imp. U.S.	0	325	0	340	0	360
Calendar Year Exports	0	70	0	20	0	15
Calndr Yr Exp. to U.S.	0	0	0	0	0	0

**Import Matrix**

Import Trade Matrix			
Country	Malaysia		
Commodity	Oilseed, Soybean		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Imports for:	1998		1999
U.S.	237	U.S.	232
Others		Others	
Argentina	139	Argentina	78
Brazil	51	Canada	71
Canada	46	Brazil	35
India	18	Korea, Rep. of	17
China	1	China	1
Total for Others	255		202
Others not Listed			
Grand Total	492		434

**Meal, Soybean PSD**

PSD Table						
Country	Malaysia					
Commodity	Meal, Soybean				(1000 MT)(PERC ENT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		10/1998		10/1999		10/2000
Crush	341	396	460	455	0	550
Extr. Rate, 999.9999	0.800587	0.808081	0.8	0.802198	ERR	0.8
Beginning Stocks	46	100	50	110	55	120
Production	273	320	368	365	0	440
MY Imports	560	576	500	600	0	590
MY Imp. from U.S.	34	15	40	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	879	996	918	1075	55	1150
MY Exports	4	13	13	15	0	15
MY Exp. to the EC	0	0	0	0	0	0
Industrial Dom. Consum	0	0	0	0	0	0
Food Use Dom. Consump.	0	0	0	0	0	0
Feed Waste Dom. Consum	825	873	850	940	0	1000
TOTAL Dom. Consumption	825	873	850	940	0	1000
Ending Stocks	50	110	55	120	0	135
TOTAL DISTRIBUTION	879	996	918	1075	0	1150
Calendar Year Imports	0	605	0	600	0	590
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	17	0	15	0	15
Calndr Yr Exp. to U.S.	0	0	0	0	0	0

**Import Matrix**

Import Trade Matrix			
Country	Malaysia		
Commodity	Meal, Soybean		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Imports for:	1998		1999
U.S.		U.S.	15
Others		Others	
Argentina	255	Argentina	269
India	163	India	127
Brazil	41	Brazil	25
Indonesia	4	China	6
Korea	3	U.A.E.	1
Ecuador	2	Indonesia	1
Total for Others	468		429
Others not Listed			
Grand Total	468		444

**Oil, Soybean PSD**

PSD Table						
Country	Malaysia					
Commodity	Oil, Soybean				(1000 MT)(PERC ENT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		10/1998		10/1999		10/2000
Crush	341	396	460	455	0	550
Extr. Rate, 999.9999	0.178886	0.179293	0.180435	0.175824	ERR	0.181818
Beginning Stocks	16	6	7	9	10	8
Production	61	71	83	80	0	100
MY Imports	150	128	160	140	0	160
MY Imp. from U.S.	40	20	0	20	0	40
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	227	205	250	229	10	268
MY Exports	205	181	220	200	0	235
MY Exp. to the EC	0	0	0	0	0	0
Industrial Dom. Consum	0	0	0	0	0	0
Food Use Dom. Consump.	15	15	20	21	0	25
Feed Waste Dom. Consum	0	0	0	0	0	0
TOTAL Dom. Consumption	15	15	20	21	0	25
Ending Stocks	7	9	10	8	0	8
TOTAL DISTRIBUTION	227	205	250	229	0	268
Calendar Year Imports	0	128	0	140	0	160
Calendar Yr Imp. U.S.	0	20	0	20	0	40
Calendar Year Exports	0	205	0	200	0	235
Calndr Yr Exp. to U.S.	0	0	0	0	0	0

**Import Matrix**

Import Trade Matrix			
Country	Malaysia		
Commodity	Oil, Soybean		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Imports for:	1998		1999
U.S.	15	U.S.	16
Others		Others	
Argentina	44	Argentina	54
Brazil	28	Brazil	12
Germany FR	11	China	3
Hong Kong	6	Singapore	3
Thailand	6	Hong Kong	1
Netherlands	6		
Korea, Rep. of	3		
Singapore	1		
Total for Others	105		73
Others not Listed			
Grand Total	120		89

**Export Matrix**

Export Trade Matrix			
Country	Malaysia		
Commodity	Oil, Soybean		
Time period	1998: Jan-Dec, 1999 Jan-Sep	Units:	TMT
Exports for:	1998		1999
U.S.	8	U.S.	
Others		Others	
China	34	Singapore	32
Singapore	28	Philippines	27
Vietnam	23	New Zealand	11
India	19	Hong Kong	12
Philippines	15	Indonesia	8
U.A.E.	13	Vietnam	8
Hong Kong	12	Australia	6
Indonesia	10	Korea, Rep. of	5
New Zealand	7	Taiwan	3
Bangladesh	4	U.A.E.	2
Total for Others	165		114
Others not Listed	11		21
Grand Total	184		135

**Oilseed, Copra PSD**

PSD Table						
Country	Malaysia					
Commodity	Oilseed, Copra				(1000 HA)(1000 TREES)	(1000 MT)
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Area Planted	190	170	190	160	0	140
Area Harvested	60	33	60	34	0	31
Trees	0	0	0	0	0	0
Beginning Stocks	4	4	4	3	4	4
Production	24	16	24	17	0	15
MY Imports	2	0	1	0	0	0
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	30	20	29	20	4	19
MY Exports	3	0	3	0	0	0
MY Exp. to the EC	0	0	0	0	0	0
Crush Dom. Consumption	23	17	22	16	0	15
Food Use	0	0	0	0	0	0
Feed,Seed,Waste Dm.Cn.	0	0	0	0	0	0
Total Dom. Consumption	23	17	22	16	0	15
Ending Stocks	4	3	4	4	0	4
TOTAL DISTRIBUTION	30	20	29	20	0	19
Calendar Year Imports	0	0	0	0	0	0
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	0	0	0	0	0
Calndr Yr Exp. to U.S.	0	0	0	0	0	0

**Meal, Copra PSD**

PSD Table						
Country	Malaysia					
Commodity	Meal, Copra				(1000 MT)(PERC ENT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Crush	23	17	22	16	0	15
Extr. Rate, 999.9999	0.347826	0.352941	0.318182	0.375	ERR	0.333333
Beginning Stocks	1	1	1	1	1	1
Production	8	6	7	6	0	5
MY Imports	0	0	0	0	0	0
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	9	7	8	7	1	6
MY Exports	1	2	1	1	0	1
MY Exp. to the EC	0	0	0	0	0	0
Industrial Dom. Consum	0	0	0	0	0	0
Food Use Dom. Consump.	0	0	0	0	0	0
Feed Waste Dom. Consum	7	4	6	5	0	4
TOTAL Dom. Consumption	7	4	6	5	0	4
Ending Stocks	1	1	1	1	0	1
TOTAL DISTRIBUTION	9	7	8	7	0	6
Calendar Year Imports	0	0	0	0	0	0
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	2	0	1	0	0
Calndr Yr Exp. to U.S.	0	0	0	0	0	0

**Oil, Coconut PSD**

PSD Table						
Country	Malaysia					
Commodity	Oil, Coconut				(1000 MT)(PERC ENT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Crush	23	17	22	16	0	15
Extr. Rate, 999.9999	0.652174	0.647059	0.636364	0.625	ERR	0.6
Beginning Stocks	8	8	8	10	8	8
Production	15	11	14	10	0	9
MY Imports	25	46	21	40	0	35
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	48	65	43	60	8	52
MY Exports	35	50	30	47	0	39
MY Exp. to the EC	0	0	0	0	0	0
Industrial Dom. Consum	0	0	0	0	0	0
Food Use Dom. Consump.	5	5	5	5	0	5
Feed Waste Dom. Consum	0	0	0	0	0	0
TOTAL Dom. Consumption	5	5	5	5	0	5
Ending Stocks	8	10	8	8	0	8
TOTAL DISTRIBUTION	48	65	43	60	0	52
Calendar Year Imports	0	46	0	40	0	35
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	50	0	47	0	39
Calndr Yr Exp. to U.S.	0	1	0	1	0	0

**Import Matrix**

Import Trade Matrix			
Country	Malaysia		
Commodity	Oil, Coconut		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Imports for:	1998		1999
U.S.		U.S.	
Others		Others	
Indonesia	24	Indonesia	36
India	3	India	1
Vietnam	2	Philippines	1
Thailand	1	Singapore	1
Total for Others	30		39
Others not Listed			
Grand Total	30		39

**Export Matrix**

Export Trade Matrix			
Country	Malaysia		
Commodity	Oil, Coconut		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Exports for:	1998		1999
U.S.	1	U.S.	1
Others		Others	
Singapore	10	Singapore	7
Ukraine	8	China	5
Turkey	7	Russian Fed.	5
New Zealand	4	Netherlands	3
Egypt	3	Egypt	2
Pakistan	2	Algeria	2
Canada	2	Ukraine	2
Nepal	2	New Zealand	1
South Africa	2	Germany FR	1
Iran	1	Pakistan	1
Total for Others	41		29
Others not Listed	8		5
Grand Total	50		35

**Meal, Fish PSD**

PSD Table						
Country	Malaysia					
Commodity	Meal, Fish				(1000 MT)(PERCENT)	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Catch For Reduction	0	0	0	0	0	0
Extr. Rate, 999.9999	ERR	ERR	ERR	ERR	ERR	ERR
Beginning Stocks	3	2	3	3	3	2
Production	32	34	30	32	0	30
MY Imports	16	9	19	12	0	13
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from the EC	0	0	0	0	0	0
TOTAL SUPPLY	51	45	52	47	3	45
MY Exports	1	13	3	10	0	8
MY Exp. to the EC	0	0	0	0	0	0
Industrial Dom. Consum	0	0	0	0	0	0
Food Use Dom. Consump.	0	0	0	0	0	0
Feed Waste Dom. Consum	47	29	46	35	0	34
TOTAL Dom. Consumption	47	29	46	35	0	34
Ending Stocks	3	3	3	2	0	3
TOTAL DISTRIBUTION	51	45	52	47	0	45
Calendar Year Imports	0	9	0	12	0	13
Calendar Yr Imp. U.S.	0	0	0	0	0	0
Calendar Year Exports	0	13	0	10	0	8
Calndr Yr Exp. to U.S.	0	0	0	0	0	0

**Import Matrix**

Import Trade Matrix			
Country	Malaysia		
Commodity	Meal, Fish		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Imports for:	1998		1999
U.S.		U.S.	2
Others		Others	
Chile	2	Chile	2
Denmark	1	Peru	1
Peru	1	Denmark	1
Indonesia	1		
Total for Others	5		4
Others not Listed	2		1
Grand Total	7		7

**Export Matrix**

Export Trade Matrix			
Country	Malaysia		
Commodity	Meal, Fish		
Time period	1998: Jan-Dec, 1999: Jan-Sep	Units:	TMT
Exports for:	1998		1999
U.S.		U.S.	
Others		Others	
Indonesia	6	Indonesia	4
China	5	Sri Lanka	2
Sri Lanka	4	Vietnam	2
Japan	3	Thailand	1
Singapore	1	Japan	1
Thailand	1		
Total for Others	20		10
Others not Listed	1		
Grand Total	21		10