

Country Market Study: Malaysia



Sub-directorate: Asia and Americas

Directorate: International Trade

Department of Agriculture, Forestry and Fisheries

December 2015

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Table of Contents

1. Introduction.....	3
2. Historical Background.....	3
3. Country Facts.....	3-4
4. Economic Overview.....	4-6
5. Infrastructure.....	6-7
6. Risk Profile.....	7-9
7. Bilateral, Regional & International Trade Agreements.....	9-13
8. Agricultural, Fisheries and Forestry Profile.....	13-16
9. Trade & Tariff Policies.....	17-21
10. Agricultural Trade Structure & Product Analysis.....	21-26
11. Agricultural Markets Accessibility.....	27
12. Trade Potential Analysis.....	27-28
13. Conclusion.....	29

Annexes

Annex I.....	30-35
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1. Introduction

The study is a desk-top research of Malaysia, which is intended at giving the reader an overview of the available potential for trade in the Malaysian market. The aim is to investigate the opportunities for maximising trade between Malaysia and South Africa whilst highlighting the present trade and the trade potential that exists between the two countries. The study would focus on increasing SA's Agriculture, Forestry, and Fisheries exports to Malaysia.

The study includes looking at Malaysia as a country in general (i.e. geography, politics, economy and economic performance and cooperation); an analyses of trade and trade related policies; analyses of SA's trade potential; and conclusions.

2. Historical Background¹

During the late 18th and 19th centuries, Great Britain established colonies and protectorates in the area of current Malaysia; these were occupied by Japan from 1942 to 1945. In 1948, the British-ruled territories on the Malay Peninsula except Singapore formed the Federation of Malaya, which became independent in 1957. Malaysia was formed in 1963 when the former British colonies of Singapore, as well as Sabah and Sarawak on the northern coast of Borneo, joined the Federation. The first several years of the country's independence were marred by a communist insurgency, Indonesian confrontation with Malaysia, Philippine claims to Sabah, and Singapore's withdrawal in 1965.

During the 22-year term of Prime Minister MAHATHIR bin Mohamad (1981-2003), Malaysia was successful in diversifying its economy from dependence on exports of raw materials to the development of manufacturing, services, and tourism. Prime Minister Mohamed NAJIB bin Abdul Razak (in office since April 2009) has continued these pro-business policies and has introduced some civil reforms. Malaysia assumed a non-permanent seat on the UN Security Council for the 2015/2016 term.

3. Country Facts²

Malaysia is located in the South-eastern Asia, peninsula bordering Thailand and northern one-third of the island of Borneo, Indonesia, Brunei, and the South China Sea, south of Vietnam. The country is ranked 67th in the World with a total area of 329,847 km² (land: 328,657 km², water: 1,190 km²).

¹ CIA WORLD FACT BOOK

² CIA WORLD FACT BOOK

The country's borders cover an area of 2,742 km bordering three countries (i.e. Brunei 266 km, Indonesia 1,881 km, Thailand 595 km). The country's coast line is 4,675 km (Peninsular Malaysia 2,068 km and East Malaysia 2,607 km). Malaysia's climate is characterized as tropical in the southwest (April to October) and northeast (October to February) monsoons.

The country's land use is divided into: agricultural land 23.2% (arable land 2.9%; permanent crops 19.4%; permanent pasture 0.9%); forest: 62%; and other: 14.8% (2011 est.). The total irrigated land is 3,800 km² (2009).

The country has the following natural resources: tin, petroleum, timber, copper, iron ore, natural gas, and bauxite.

Over and above natural hazards like flooding, landslides and forest fires, Malaysia has an environmental problem caused by air pollution from industrial and vehicular emissions; water pollution from raw sewage; deforestation; and smoke/haze from Indonesian forest fires. It is for these reasons that Malaysia has signed international environmental agreements, such as: Biodiversity, Climate Change, Climate Change-Kyoto Protocol, Desertification, Endangered Species, Hazardous Wastes, Law of the Sea, Marine Life Conservation, Ozone Layer Protection, Ship Pollution, Tropical Timber 83, Tropical Timber 94, and Wetlands.

4. Economic Overview

According to the Index-Mundi (2014), Malaysia, a middle-income country, has transformed itself since the 1970s from a producer of raw materials into an emerging multi-sector economy. Under current Prime Minister NAJIB, Malaysia is attempting to achieve a high-income status by 2020 and to move farther up the value-added production chain by attracting investments in Islamic finance, high technology industries, biotechnology, and services. NAJIB's Economic Transformation Program (ETP) is a series of projects and policy measures intended to accelerate the country's economic growth. The government has also taken steps to liberalize some services sub-sectors. Malaysia is vulnerable to a fall in world commodity prices or a general slowdown in global economic activity.

To reduce the economy's reliance on exports, the country encourages domestic demand. Gross exports of goods and services constitute more than 80% of GDP. Falling global oil prices in the second half of 2014 have strained government finances, shrunk Malaysia's current account surplus and put downward pressure on the ringgit (i.e. the Malaysian currency, the MYR). The government is trying to lessen its dependence on state oil producer PETRONAS.

The CIA World Fact Book states that, Malaysia is a member of the 12-nation Trans-Pacific Partnership free trade agreement negotiations and, with the nine other ASEAN members, will form the ASEAN Economic Community in 2015.

Table 1 below shows Malaysia's economic indicators and rankings in the World at 2014 estimates.

Table 1. Malaysia Economic indicators (2014-est.)

Indicator	Contribution	World Ranking
GDP (PPP) US\$ - billions	769.4	29
GDP Growth %	6%	39
GDP per Capita US\$	25,100	73
Inflation rate %	3.1%	132
Unemployment %	2.9%	20
Exports US\$ - billions	224.9	24
Imports US\$ - billions	189.8	27

Source: CIA-World Factbook, 2015

Table 2 below shows the contribution of different sectors to Malaysia's GDP and employment. The services sector, followed by industry, then agriculture contributes 56%, 34.6%, and 9.1% to GDP respectively. Similarly, the services sector, followed by industry, then agriculture contributes 53%, and 36% and 11% to employment respectively.

Table 2. % Malaysia's Sector Contribution to Employment and GDP (2014-est.)

SECTOR	GDP%	EMPLOYMENT%
Agriculture	9.1	11
Industry	34.8	36
Services	56.1	53

Source: CIA-World Factbook

Malaysia's main export commodities and trade partners in 2014 were:

- Agriculture - palm oil, rubber, cocoa, rice; the area of Sabah - palm oil, subsistence crops; rubber, timber; and the area of Sarawak - palm oil, rubber, timber and pepper

- Industrial - rubber and oil palm processing and manufacturing, petroleum and natural gas, light manufacturing, pharmaceuticals, medical technology, electronics and semiconductors, timber processing; Sabah - logging, petroleum and natural gas production; Sarawak - agriculture processing, petroleum and natural gas production, logging
- Export partners - Singapore 14.2%, China 12%, Japan 10.8%, US 8.4%, Thailand 5.3%, Hong Kong 4.8%, Australia 4.3%, India 4.2%, Indonesia 4.2% (2014)
- Import partners - China 16.9%, Singapore 12.6%, Japan 8%, US 7.7%, Thailand 5.8%, South Korea 4.6%, Indonesia 4.1% (2014)

The Malaysian ringgit (MYR) was steady against the US\$ for the period 2012 to 2014, see table 3 below.

Table 3 Malaysian ringgits (MYR) per US dollar

Year	2012	2013	2014
MYR:\$ rate	3.09	3.27	3.27

Source: CIA-World Factbook

In its January 2010 WTO Trade Policy Review (WT/TPR/S/225), Malaysia indicated that between 2005 and 2008, its economy continued to grow steadily, although the speed of growth slowed in the fourth quarter of 2008. In the first quarter of 2009, the economy deteriorated markedly, as in many other countries, reflecting the global financial crisis and associated with a sharp fall in exports. The Government responded promptly, with both macroeconomic and structural policies. In 2009, the Government relaxed restrictions on foreign investment, particularly in the services sector. This relaxation reflects an intensification of the Government's efforts to promote services, in addition to high-tech manufacturing. Malaysia also intends to reduce its reliance on exports of manufactured goods that are dependent on semi-skilled and low-cost labour. The goal is to increase services' share of GDP from around half to 60% by 2020.

5. Infrastructure

According to the CIA World Factbook 2014, in 2013 Malaysia had 114 (39 paved and 75 unpaved) Airports and was ranked the 51st in terms of World Aviation. Other infrastructural developments in Malaysia included:

- *Railways* – 1 849km of railways and was ranked 75th in the World
- *Heliports* – 4
- *Pipelines* - condensate 354 km; gas 6,439 km; liquid petroleum gas 155 km; oil 1,937 km; oil/gas/water 43 km; refined products 114 km; water 26 km (2013)
- *Roadways* - 144,403 km (excludes local roads), with 116,169km paved; 28,234 km unpaved.
- *Waterways* - 7,200 km (Peninsular Malaysia 3,200 km; Sabah 1,500 km; Sarawak 2,500 km)
- *Ports and terminals* – major seaport(s): Bintulu, Johor Bahru, George Town (Penang), Port Kelang (Port Klang), Tanjung Pelepas; container port(s) throughput measured in twenty-foot equivalent units (TEUs): - George Town (Penang)(1,202,180), Port Kelang (Port Klang)(9,435,403), Tanjung Pelepas (7,302,461)

6. Risk Profile

Economic Risk: Medium

According to the Euler Hermes Group³, Malaysia's GDP growth is set to slow down to +4.8% in 2015 from +6% in 2014, due to lower commodity prices, lower global demand (mostly from China), and reduced domestic demand growth. Consumer confidence is on a downward trend as a result of political scandals, lower economic prospects and lower "global purchasing power" due to the declining ringgit.

External risks are posed by the downward pressures on the currency, which would lead to the MYR remaining at historical low levels. The foreign exchange (FX) reserves would continue to

³ Euler Hermes is the world's leading provider of credit insurance services, helping customers around the globe trade wisely, manage risks and develop their business safely. <http://www.eulerhermes.com/group/>

fall, and the most significant would be the level of external debt, which is more than 60% of GDP.

Political Risk: Sensitive

There is political instability in Malaysia. According to the Financial Times' FT View⁴, Malaysia's reputation as a thriving Muslim democracy, gained since the British departed in 1957, is under threat.

Since its independence in 1957, Malaysia has been ruled without interruption by the United Malays National Organisation (UMNO), which represents the Muslim Malay majority. However, in recent years, UMNO has been increasingly challenged by Anwar Ibrahim, leader of the three-party Pakatan Rakyat coalition.

At the 2013 general election, the Pakistan opposition won more of the popular vote than the UMNO-led coalition and gained only 40 per cent of seats in the national parliament. Still, Mr Anwar's performance at the polls was strong enough to trigger deep concern within UMNO about his chances of winning the next election to be called by 2018.

In February 2015, the leader of the opposition, Mr Anwar, was imprisoned for five years by a court on a case that appeared at the very least politically motivated. That was followed by a series of reported arrests of opposition politicians and journalists. Human rights groups have reported that more people have been detained following Anwar's detention — many under a British colonial-era law that criminalises speech that is viewed as encouraging rebellion or resistance against the government.

The crackdown on civil society is dangerous, because:

- It risks polarising the Malaysian society, making the delicate balance between the country's communities harder to sustain.
- If the political tension grows, it could damage Malaysia's economy.

Financial System Risk: Medium⁵

⁴ <http://www.ft.com/cms/>

⁵ 2013 International Monetary Fund

A summary of the findings of the first Financial Sector Assessment Program (FSAP) of the International Monetary Fund (IMF) reveals that though Malaysia has a stable and resilient financial system, the country has risks in its financial system. The summary revealed that:

- Malaysia's financial system has weathered the recent global financial crisis well, helped by limited reliance of financial intermediaries on cross-border funding, a well-developed supervisory and regulatory regime, and a well-capitalized banking system.
- Stress tests suggest that banks are resilient to a range of economic and market shocks; though the high level of reliance on demand deposits is a potential vulnerability. Other risks faced by the financial system include those related to rapid loan growth, rising house prices, and high household leverage, which call for enhanced monitoring of household leverage and a review of the effectiveness of the macro prudential measures.
- The regulatory and supervisory regime for banks, insurance firms, securities markets, and market infrastructure exhibits a high degree of compliance with international standards. Areas for improvement include enhancing the framework of consolidated supervision and addressing legal provisions that could potentially compromise supervisory independence. In addition, in the case of the Labuan International Business and Financial Centre (IBFC)⁶ more work needs to be done to update the prudential framework to meet current International standards.

7. Bilateral, Regional & Multilateral Trade Agreements

Malaysia has been a member of the WTO since 1 January 1995 and a member of GATT since 24 October 1957.

Malaysia participates actively in the WTO and is strongly committed to the multilateral trading system, although it is not party to the two plurilateral WTO Agreements (i.e. fair trade in civil aviation and government procurement). In the interest of transparency, Malaysia makes regular notifications to the WTO. Since its previous Trade Policy Review of 2010, Malaysia has had no trade disputes with any WTO trade partners for which solutions have been sought in the WTO framework.

Over and above being a member of the WTO, Malaysia has intensified its efforts and participation in the following regional, bilateral, and unilateral agreements:

⁶ Labuan International Business and Financial Centre (IBFC) is a special economic zone of the Malaysian government based on the island of Labuan off the Borneo coast. It was established in 1990 and has been marketed as having a unique position to tap investment opportunities in Asia and beyond.

- **Asia Pacific Economic Cooperation (APEC)** – this is a group of 21 Pacific Rim member economies that promotes free trade throughout the Asia-Pacific region, see table 4 below. The grouping uses the term member economy rather than member country, because participation is not based on a country, but on participation as an economy. For example one result of this criterion is that membership of the forum includes Taiwan (officially the Republic of China, participating under the name "Chinese Taipei") alongside the People's Republic of China, as well as Hong Kong China (Hong Kong), which entered APEC as a British colony but it is now a Special Administrative Region of the People's Republic of China.

Table 4, List of APEC member economies

Member economy (name as used in APEC)	Date of accession	GDP(PPP) (Millions of US\$)* 2014
Australia	Nov-89	1,099,771
Brunei Darussalam	Nov-89	32,958
Canada	Nov-89	1,595,975
Indonesia	Nov-89	2,685,893
Japan	Nov-89	4,767,157
South Korea	Nov-89	1,783,950
Malaysia	Nov-89	769,448
New Zealand	Nov-89	160,801
Philippines	Nov-89	693,420
Singapore	Nov-89	454,346
Thailand	Nov-89	1,069,569
United States	Nov-89	17,348,075
Chinese Taipei	Nov-91	1,078,792
Hong Kong, China	Nov-91	400,362
People's Republic of China	Nov-91	18,088,054
Mexico	Nov-93	2,148,884
Papua New Guinea	Nov-93	18,595
Chile	Nov-94	410,853
Peru	Nov-98	372,694
Russian Federation	Nov-98	3,576,841
Vietnam	Nov-98	512,582

Source: <http://www.apec.org/Web-search>

*int\$; - An international dollar has the same purchasing power over GDP as the U.S. dollar has in the United States.

- **Association of Southeast Asian Nations (ASEAN)** - Malaysia is a founding member of ASEAN. Trade with other ASEAN members accounted for around 25% of Malaysia's total trade in 2008. The ASEAN Economic Ministers agreed to realize an ASEAN Economic Community (AEC) by 2015; i.e. to establish a single market and production base in the ASEAN region, with free flow of goods, services, and skilled labour, as well as freer flow of capital. The 10 members of this grouping are: Brunei Darussalam, Cambodia, Indonesia, Lao PDR (Laos), Malaysia, Myanmar, Philippines, Singapore, Thailand, and Vietnam.

- **The ASEAN Free Trade Area (AFTA)** aimed at eliminating import barriers on all products within the region for free flow of goods. Tariff elimination is undertaken through the Common Effective Preferential Tariff (CEPT) Scheme. Trade facilitation measures involve harmonizing product standards and technical regulations, and establishing mutual recognition of tests and certificates. The AFTA member states are: Brunei Darussalam, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, and Vietnam

- **Trans-Pacific Partnership (TPP) – Malaysia is a signatory to the recently signed (5 October 2015) TPP agreement. The agreement is aimed at⁷:**
 - ✓ Comprehensive market access. – tariff and non-tariff barriers elimination or reduction across substantially all trade in goods and services. It also covers investment, so as to create new opportunities and benefits for businesses, workers, and consumers.
 - ✓ Regional approach to commitments – to facilitate the development of production and supply chains, create and support jobs, raising living standards, enhancing conservation efforts, and facilitating cross-border integration, as well as opening domestic markets.
 - ✓ Addressing new trade challenges - promotes innovation, productivity, and competitiveness,
 - ✓ Inclusive trade – includes new elements that seek to ensure that economies at all levels of development and businesses of all sizes can benefit from trade. It includes commitments to help small- and medium-sized businesses understand the Agreement, take advantage of its opportunities, and bring their unique challenges to the attention of the TPP governments.
 - ✓ Platform for regional integration – creating a platform for regional economic integration and designed to include additional economies across the Asia-Pacific region.

⁷ Office of the United States Trade Representative

- While maintaining that intra-ASEAN trade remains the core of ASEAN members' trade policies, Malaysia also pursues bilateral FTAs to enhance its comparative advantage, which is different from other ASEAN members. Thus, when Malaysia negotiates bilateral FTAs, expanding and facilitating trade is a priority, and rules-of-origin must be liberal and simple.

So far Malaysia has concluded three bilateral free trade agreements (with Japan, New Zealand, and Pakistan), and is negotiating others (with Australia, Chile, India, and the United States). The objectives in negotiating FTAs are to: seek better market access and enhance the competitiveness of its exports; further facilitate and promote trade, investment, and economic development; and improve capacity building in specific areas through technical cooperation. To achieve these objectives, its FTAs are not confined to market-opening measures for goods and services; rather, they include investment, trade facilitation, intellectual property rights (IPR), and other areas, such as competition policy, standards, and conformity assessment. The three concluded bilateral FTAs are:

- ✓ *Malaysia-Japan Economic Partnership Agreement (MJEPA)* - entered into force on 13 July 2006. Under the MJEPA, a free-trade area was established and Malaysia committed to eliminate duty rates on 10,469 tariff lines (98.9%) by 2016. Thus, Malaysia's average applied tariff rate was lowered from 7.7% before the entry into force of the MJEPA to 3.1% in 2009, and is to be reduced to 0.1% by 2016. Under the MJEPA, preferential rules of origin apply if products are fully produced or obtained in Japan, or if they are produced with non-originating materials meeting product specific rules.
- ✓ *Malaysia-Pakistan Closer Economic Partnership Agreement (MPCEPA)* - entered into force on 1 January 2008. For trade in goods, both countries agreed to lower tariffs gradually and were to renegotiate further tariff concessions in 2012. In 2009, Malaysia's average applied tariff on goods imported from Pakistan was 6.5%; with 64.9% of the tariff lines being duty free. Preferential rules of origin apply if: products are fully produced or obtained in Pakistan; at least 40% of the free on board (f.o.b) value of the product is produced or obtained or finally processed in Pakistan; or the tariff heading of the product (most at the HS 4-digit level) changes. Several products, such as agriculture products, textiles, and machinery must meet product-specific rules to qualify for the preferential treatment.

✓ *Malaysia-New Zealand FTA (MNZFTA)* – the negotiations for the MNZFTA began in 2005 and was signed on 26 October 2009. After both countries completed their domestic procedures, it became effective in August 2010. The FTA complements the ASEAN-Australia-New Zealand FTA, aiming at further facilitating and enhancing trade in goods and services, and investment between the two countries. In particular, under the MNZFTA, Malaysia is to progressively eliminate import tariffs on 10,293 tariff lines by 2016. It is to apply country-specific quotas on 15 lines of agricultural products (including milk, eggs and live swine) from New Zealand. The amount of quota, however, is to increase annually: 3-5% per year for liquid milk, and 3% per year for eggs.

- **Unilateral trade preferences** - Malaysia receives GSP (Generalized System of Preferences) treatment from Belarus, the European Community (EC), Norway, The Russian Federation, Switzerland, and Turkey.

8. Agricultural, Fisheries, and Forestry Profile

8.1 Agriculture: Production and Consumption

Table 5: Malaysia Broiler production and consumption - 2011-2015 (1000MT)

Market Year	Production	Domestic Consumption	Self Sufficiency rate %
2011	1334	1365	97%
2012	1375	1411	97%
2013	1416	1451	97%
2014	1440	1480	97%
2015	1460	1500	97%
Average	1405	1441.4	97%

Source: IndexMundi, 2015?

Table 5 above shows the Malaysian production and consumption of broiler chickens for the period 2011 to 2015. The table shows that on average, Malaysia produced 1.40 million MT and consumed 1.4 million MT of broiler chickens. On average Malaysia has a self-sufficiency of 97% in the area of broiler chickens.

Table 6: Malaysia Corn (Maize) production and Consumption 2010-2014 (1000MT)

Market Year	Production	Domestic Consumption	Self Sufficiency Rate %
2010	95	3100	3.06
2011	97	3300	2.94
2012	55	3300	1.67
2013	60	3400	1.76
2014	56	3500	1.60
Average	72.6	3320	

source:IndexMundi

Table 6 above shows the Malaysian production and consumption of corn (maize) for the period 2010-2014. Malaysia's average production of Corn for the period above has been only 2.19% of the required consumption.

Table 7: Malaysia fresh apples production and consumption - 2009-2013 (100MT)

Market Year	Production	Domestic Consumption	Self Sufficiency
2009	0	100900	0%
2010	0	97900	0%
2011	0	101800	0%
2012	0	109000	0%
2013	0	98100	0%

Source: IndexMundi

Table 7 above shows Malaysia's domestic consumption of fresh apples for the period 2009-2013 was solely dependent on imports, as the country did not produce any apples.

Table 8: Malaysia fresh oranges production and consumption - 2010-2014 (1000MT)

Market Year	Production	Domestic Consumption	Self Sufficiency %
2010	21	108	19.44
2011	23	117	19.66
2012	21	124	16.94
2013	22	126	17.46
2014	22	121	18.18
Average	21.8	119.2	18.34

Source: IndexMundi, 2015

Table 8 above shows Malaysia's production and domestic consumption of fresh oranges for the year 2010-2014. On average, Malaysia produced 21.8m MT and consumed 119.2m MT of orange during this period. Malaysia's orange production was only 18.34% of the required consumption.

Table 9: Malaysia pears production and consumption 2009-2013 (1000MT)

Market Year	Production	Domestic Consumption	Self Sufficiency rate %
2009	0	44300	0
2010	0	40900	0
2011	0	45400	0
2012	0	42000	0
2013	0	31100	0
Average		40740	

Source: IndexMundi

Table 9 above shows Malaysia's production and consumption of pears from the year 2009-2013. Although Malaysia did not produce any pears, the country consumed 41m MT of pears, on average.

8.2 Fisheries: Production and Consumption

Table 10: Malaysia Fish production and consumption 2005-2014 (1000 MT)

Market Year	Production	Consumption	Self-sufficiency %
2005	59	43	137
2006	58	44	132
2007	60	55	109
2008	60	60	100
2009	60	60	100
2010	61	58	105
2011	65	53	123
2012	65	57	114
2013	65	54	120
2014	65	58	112
Average	61.8	54.2	115.2

Source: USDA for United States

Table 10 above shows Malaysia's fisheries production and consumption for the period 2005 to 2014. The table shows that on average, Malaysia was self-sufficient in the production of fisheries with 15% excess production.

8.3 Forestry: Production and Consumption

Table 11. Malaysia's Average Wood and Wood Products Production -2005 – 2013

	Unit ('1000)	Average
Wood	Cubic meter	39 020.33
Wood products	Metric tons	2 831.22

Faostat- 2014

Table 11 above shows Malaysia's average production of wood and wood products from 2005 to 2013. During this period, Malaysia produced on average 39m Metric tons of wood and 2.8m cubic meters of wood products.

9. SA –Malaysia Trade

Table 12: SA AFF Exports to Malaysia (2005-2014) (Rand Million)

Commodity	Description	Average	Average%share
AFF		736.1	
080810	Apples	227.7	30.9
080510	Oranges	87.9	11.9
080610	Grapes	79.1	10.8
120100	Soybeans, Whether Or Not Broken	35.6	4.8
120110	Soybean Seed	33.8	4.6
120190	Soybeans, other	33.6	4.6
080820	Pears And Quinces	23.1	3.1
080830	Pears, Fresh	20.3	2.8
080550	Lemons And Limes	19.4	2.6
030371	Sardines	14.4	2.0

Source: Global Trade Atlas

Table 12 above shows SA's top ten agriculture, forestry and fisheries (AFF) exports to Malaysia for the period 2005-2014. The table shows SA's top ten AFF exports to Malaysia contributes 78% of the total SA AFF exports to Malaysia. Apples, oranges, and grapes were the main contributors at 30.9%, 11.9%, and 10.8% respectively.

Table 13: SA AFF imports from Malaysia (2005-2014) (Rand Million)

Commodity	Description	Average	%share
AFF		2122.2	
151190	Palm Oil	997.5	47.0
440725	Dark/Light Red Meranti, Lumber	309.3	14.6
151329	Palm Kernel Or Babassu Oil	139.6	6.6
151790	Edible Fats & Oil	85.2	4.0
151620	Vegetable Fats & Oils/Fractions	74.9	3.5
180400	Cocoa Butter, Fat And Oil	70.2	3.3
440799	Non-coniferous Wood	44.6	2.1
180500	Cocoa Powder	38.8	1.8
230990	Animal Feed Prep Except Dog Or Cat Food,	28.2	1.3
440729	Other Tropical Wood	22.7	1.1

Source: Global Trade Atlas

Table 13 above shows SA AFF imports from Malaysia during the years 2005 to 2014. The table shows that the top ten SA AFF imports from Malaysia contributed 85% of SA's total AFF import products from Malaysia. Palm oil (47%), and meranti/lumber (14.6%) were the two dominant SA AFF imports from Malaysia at 61.6% of the total SA AFF imports from Malaysia.

10. Trade and Tariff Policies

Since its previous Trade Policy Review in 2010, Malaysia has continued to liberalize its trade and trade-related policies, mainly through unilateral tariff cuts, notwithstanding the global economic crisis. Further reforms were made, including in intellectual property rights protection, competition policy, and consumer protection. The following policies were obtained from Malaysia TPR report: WT/TPR/S/292 of 2014.

➤ Tariffs

The tariff remains a main trade policy instrument and a minor source of tax revenue (1.3% of total tax revenue in 2012). Following the adoption of the HS 2012 nomenclature, Malaysia's customs tariff was streamlined by reducing the number of tariff lines (9.3% less). Almost all tariff lines remain ad valorem. Nonetheless, the tariff involves a multiplicity of rates whose number remains virtually unchanged since 2009. As a result of unilateral tariff cuts during the period

under review the average applied MFN tariff rate dropped from 7.4% in 2009 to 5.6% in 2013, taking all products into consideration.

Peak ad valorem rates apply to agriculture (WTO definition). Tariff rates range from zero to 90% although non-ad valorem tariffs tend to conceal higher peak rates of up to 1,439.2% (alcoholic beverages, tobacco refuse); 80% of rates were 10% or below in 2013. Malaysia continues to maintain tariff-rate quotas related to its multilateral agricultural market-access commitments; in-quota rates range between zero (round cabbages) and 25%, and out-of-quota rates from 20% to 90% (round cabbages).

➤ **Tariff Rate Quotas**

In response to requests by domestic small producers, Malaysia continued to maintain tariff-rate quotas (TRQs) for 2010 until 2012. These tariff lines included: live swine and poultry, poultry and pork meat, liquid milk and cream, and round cabbage. In-quota rates ranged from zero (round cabbages) to 25% (pork), and out-of-quota rates from 20% to 90% (round cabbages). In 2011, a large proportion of these quotas were unfilled, and there were no imports of live swine and chicken/duck eggs for hatching, because to lack of demand. The sole items for which imports exceeded the quota volume were day-old poultry.

➤ **Export Taxes**

Export taxes were 1.5% of total tax revenue in 2012 and/or there are restrictions, which are applied to certain goods (e.g. timber) and continue to discourage exports of certain commodities and essential goods and reduce their domestic prices, thereby ensuring adequate domestic supplies and assisting downstream processing of the products concerned. Exports of price-controlled essential goods like wheat flour, sugar, and cooking oil are prohibited unless approval is granted. Support is available for exports of certain fresh and dried fruits, fresh and dried flowers, ornamental plants and ornamental fish, and manufactures in the form of statutory income tax exemptions ranging from 10% to 50% of the value of increased exports, depending, inter alia, on the activity, value-added and/or ownership.

➤ **Non-Tariff Barriers**

✓ **Rules of origin**

Malaysia has no national law governing rules of origin (RoO) for imports; it does not maintain any non-preferential rules of origin. Preferential rules apply to imports under preferential trading arrangements and FTAs. Malaysia recognizes that RoOs need to be simple, easy to comply

with, and consistent across its FTAs so as to ensure that preferential tariffs are widely used and benefit the small and medium enterprises (SMEs). The RoOs in all its FTAs are generally based on the twin criteria of the wholly obtained or produced, for natural products (i.e. agriculture products, live animals, minerals, etc.), and substantial transformation.

✓ **Customs valuation**

Valuation of goods for customs purposes is largely determined in accordance with the WTO Agreement on Customs Valuation principles and provisions. Under the current Customs (Rules of Valuation) Regulation⁷, imports are valued at their cost insurance and freight (c.i.f.) price. The transaction value based on the price actually paid or to be paid is used for about 95% of imports. When this method cannot be used, valuation is based on the transaction value of identical or similar goods, the deductive value, the computed value or flexible valuation.

✓ **Import licensing, restrictions, and prohibitions**

As of March 2013, imports subject to licenses were classified depending on the local destination of the merchandise. Imports of 60 product categories (including live/edible animals/fish/birds, plants, pork products, milk, pasta, ice cream, animal feeding, fertilizers of animal origin, paddy rice, coffee, cabbage, natural honey, numerous food products, logs/wood in the rough from all countries except Indonesia, wood, plywood, raw hides and skins, leather, arms and ammunition, explosives, pesticides) were subject to permit or approval and inspection (often depending on the Malaysian State of destination) by different government or non-governmental agencies. According to the authorities this approval/permit requirement is to ensure the fulfillment of international commitments, as well as for national security, public health and safety, and monitoring purposes.

✓ **Halal certification**

Malaysia has been successful in developing halal certification, reflecting the Government's aim to make the country a hub for halal food products. In 2011 the authorities introduced the world's first halal pharmaceuticals standards. All meat, processed meat products, poultry, and egg products, domestically produced or imported, must receive halal certification from the Department of Islamic Development Malaysia (JAKIM) or any foreign halal certification body recognized by JAKIM prior to importation and distribution in Malaysia.

The slaughtering of animals (other than swine) and production of animal-based products (other than swine) for export to Malaysia must be conducted according to halal requirements. The Department of Veterinary Services (DVS), in collaboration with other relevant agencies, such as

JAKIM and the Ministry of Health, inspects slaughterhouses and processing plants overseas periodically, to ensure compliance with Malaysia's halal import requirements. Inspection is usually once a year or every two years, but depends on the risk involved in the particular country. JAKIM recognizes the qualified Islamic organization in the exporting country/economy for monitoring the halal process in the slaughterhouse and issuing halal certificates for products exported to Malaysia. Malaysia has no mutual recognition arrangements with foreign standards-setting bodies on standardization and inspection for halal certification. A Malaysian Protocol for Halal Meat and Poultry Production was implemented from August 2011. Since then, concerns have been raised about the protocol, on several occasions, by Argentina, Brazil, the United States, and the European Union, in the WTO Committee on Technical Barriers to Trade.

✓ **Sanitary and phytosanitary regulations**

A new Malaysian Quarantine and Inspection Services Act passed in August 2011 and becoming effective on 1 January 2012, cover the provision of integrated services relating to quarantine, inspection, and enforcement at entry points. The Ministry of Agriculture and Agro-based Industry (MOA) is responsible for matters relating to plants, animals, and fisheries. The MOA's Department of Agriculture (DOA), Department of Veterinary Services (DVS), and Department of Fisheries (DOF) are responsible for matters relating to plants, animals and animal products, and fisheries, respectively. The Ministry of Health (MOH) is responsible for food safety matters.

The Malaysian Quarantine and Inspection Services (MAQIS) operates as a one-stop center, providing the following services at entry points: quarantine stations and quarantine premises; certification for import and export of plants, animals, carcasses, fish, agricultural produce, soils and micro organisms; and inspection of and enforcement relating to food and for matters connected to it. In 2013, MAQIS adopted regulations on: registration of importers, exporters and agents; quarantine and inspection; fees and charges; and permits, licenses, and certification.

Several amendments relating to food additives, heavy metal contaminants and microorganisms and its toxins were made to the Food Regulations Amendments regarding storage temperature of frozen food and a schedule on compoundable offences were also made to the Food Hygiene Regulations. Malaysia developed and maintains various certification schemes including the Good Manufacturing Practices (GMP) Certification Scheme and the Hazard Analysis and Critical Control Points (HACCP) Certification Scheme, which facilitate food trade as HACCP and GMP have become increasingly a requirement by importing countries. So far, no MOUs on food safety and quality have been signed with trading partners.

11. Agricultural Trade Structure & Product Analysis

This section looks at Malaysia's major agricultural exports and imports together with the main markets and suppliers. During 2010-2014, Malaysia's top two agricultural import products were Cocoa beans and raw cane sugar in terms of value and volumes respectively. Table 14 below shows that though raw cane sugar was ranked 1st as an import commodity into Malaysia in terms of volume, it was ranked 5th in terms of value. Further, crude palm oil was ranked 9th in terms of quantity, but ranked 2nd in terms of value, during the period under discussion

Table 15 below shows that on average in terms of value, Palm oil is Malaysia's top agricultural export product, whilst live fowls tops Malaysia's agricultural products in terms of volumes. The table also shows that, palm products (i.e. Crude Palm oil, Palm oil, Palm nut and Palm kernel) are the dominant agricultural export commodities from Malaysia, both in terms of value and quantities.

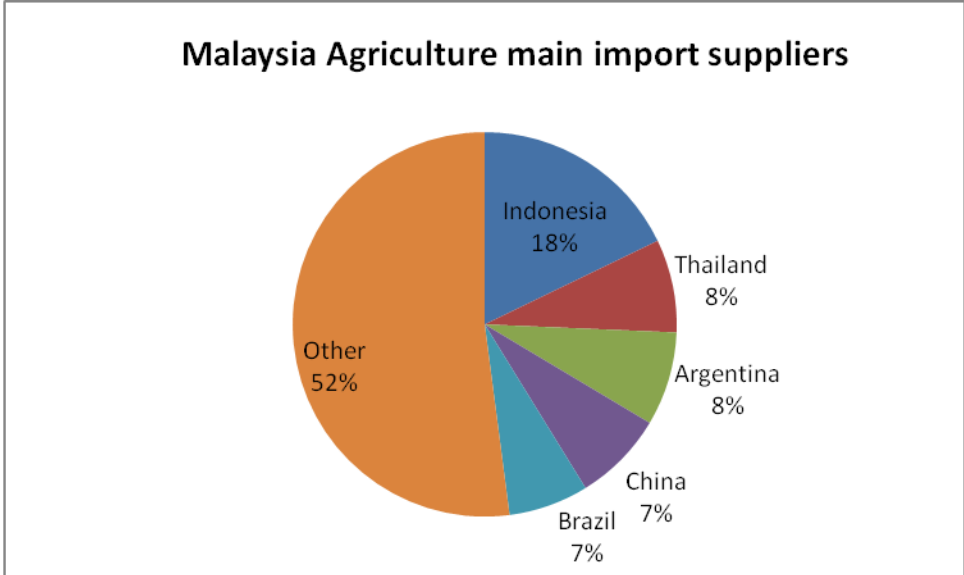
Table 15 -Average Malaysia Top Ten Agricultural export 2010-2014)

Values US\$'000 000			Volumes 000 tons		
Code	Product label	Average	Code	Product label	Average
'151190	Palm oil	10511	'010594	Live fowls - Gallus domesticus	25831.8
'151110	Palm oil, crude	3399	'151190	Palm oil	11309.1
'151620	Veg fats & oils	2263	'151110	Palm oil, crude	3993.5
'151329	Palm/babassu oil	633	'010599	Poultry, live	2478.6
'210690	Food preparations	488	'230660	Palm nut/kernel oil-cake	2305.1
'180400	Cocoa butter, fat and oil	476	'151620	Veg fats & oils	2277.3
'190190	Malt extract	453	'010690	Live animals	2028.8
'180500	Cocoa powder, Edible animal/veg fats	382	'220190	Ice, snow & potable waters	819.8
'151790		322	'151329	Palm kernel/babassu oil	559.6
'230660	Palm nut/kernel oil	308	'140490	Vegetable products	382.9

Source: TradeMap

Malaysia's imports of agricultural commodities

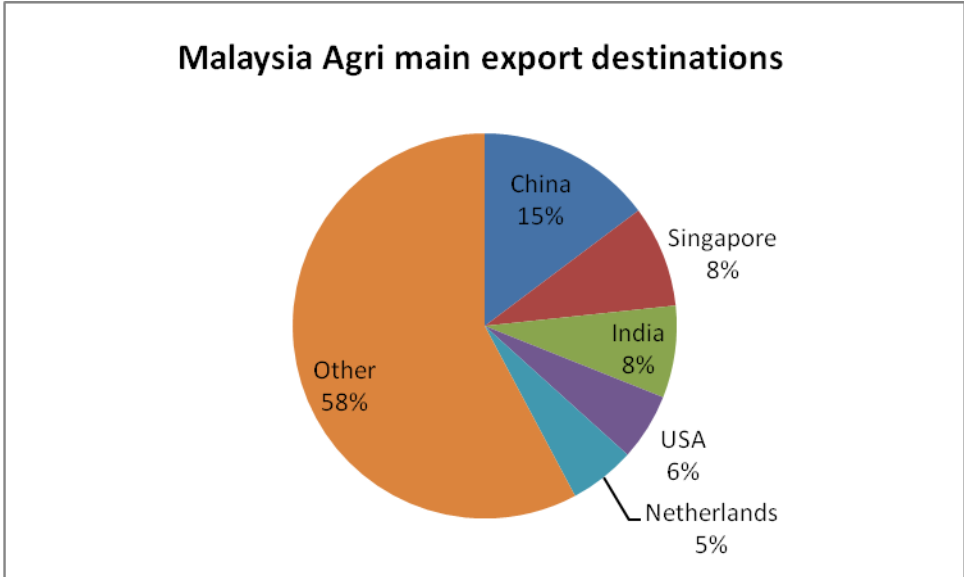
Chart 1: Malaysia s Agriculture main import suppliers (2010-2014)



Source: Trademap

Chart 1 above illustrates that on average between 2010 and 2014, almost half (48%) of Malaysia's agriculture imports from the World emanates from only 5 countries, which are Indonesia(18%), Argentina and Thailand (8%), China and Brazil (both 7%).

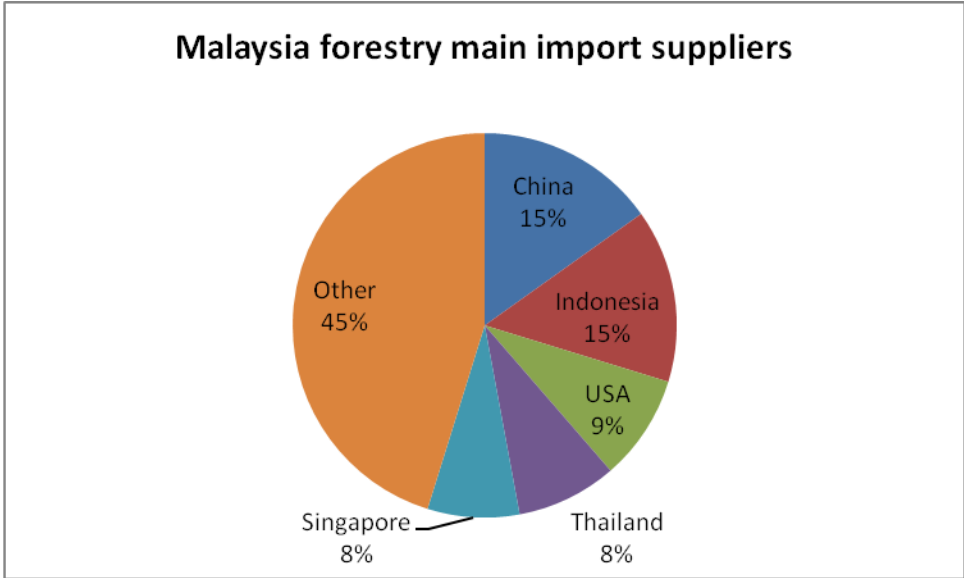
Chart 2: Malaysia s Agriculture major export destinations (2010-2014)



Source: Trademap

Chart 2 above illustrates Malaysia’s main agricultural export markets between 2010 and 2014. On average, China, Singapore and India, were the main destination for Malaysia’s agricultural exports to the World, at 15%, 8%, and 8% respectively.

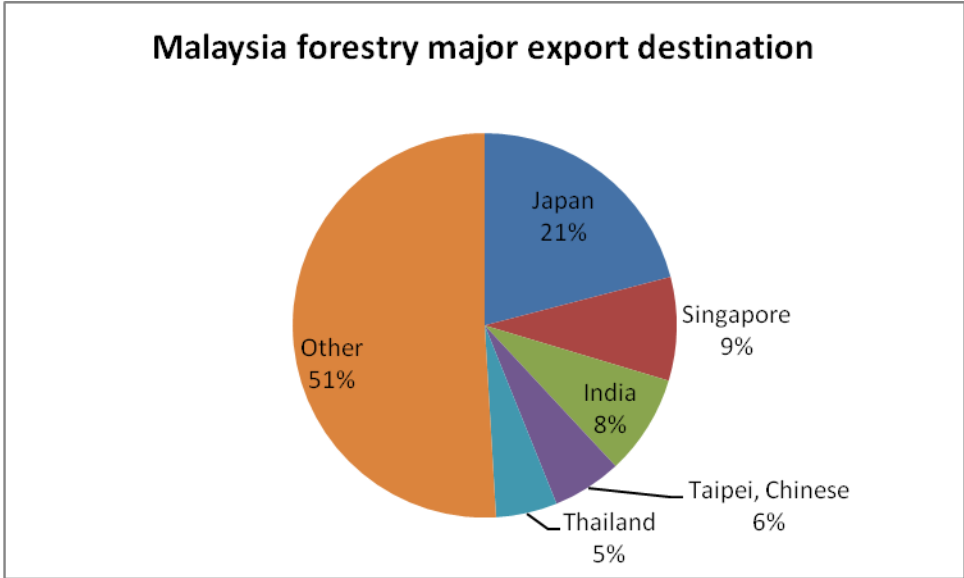
Chart 3. Malaysia s main Forestry import suppliers (2010-2014)



Source: Trademap

Chart 3 above illustrates that on average, Malaysia’s forestry imports from the World is dominated by 5 countries supplying 55% of all Malaysia’s forestry imports. The main suppliers of Malaysia’s forestry imports are China (15%), Indonesia (15%), USA (9%), and both Singapore and Thailand at 8% each.

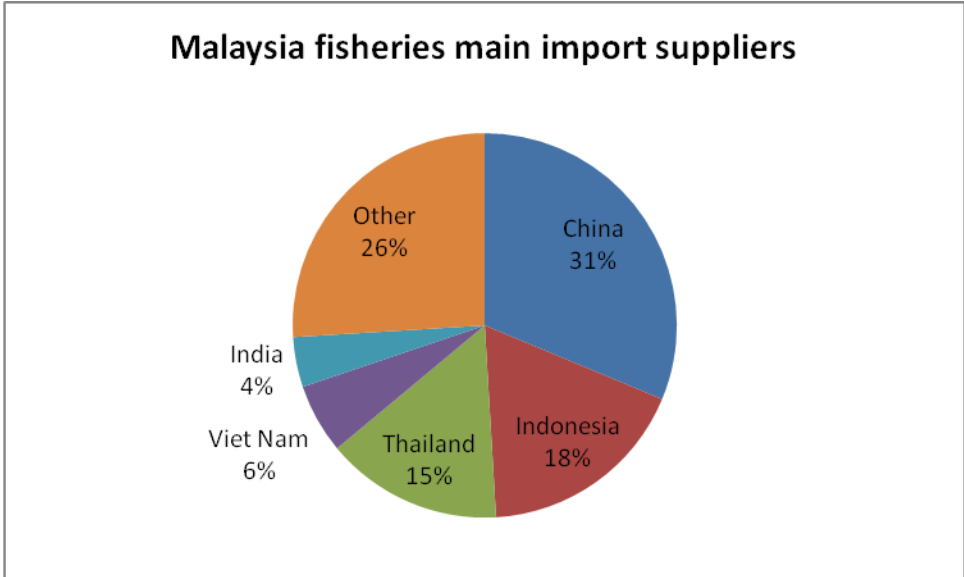
Chart 4: Malaysia forestry major export destinations (2010-2014)



Source: Trademap

Chart 4 above shows Malaysian forestry’s major export destinations. On average between 2010 and 2014, Japan absorbed almost a quarter of Malaysia’s forestry exports to the World at 21%. Singapore, India, Taipei, and Thailand contribute on average another 28% of countries importing forestry and forestry products from Malaysia.

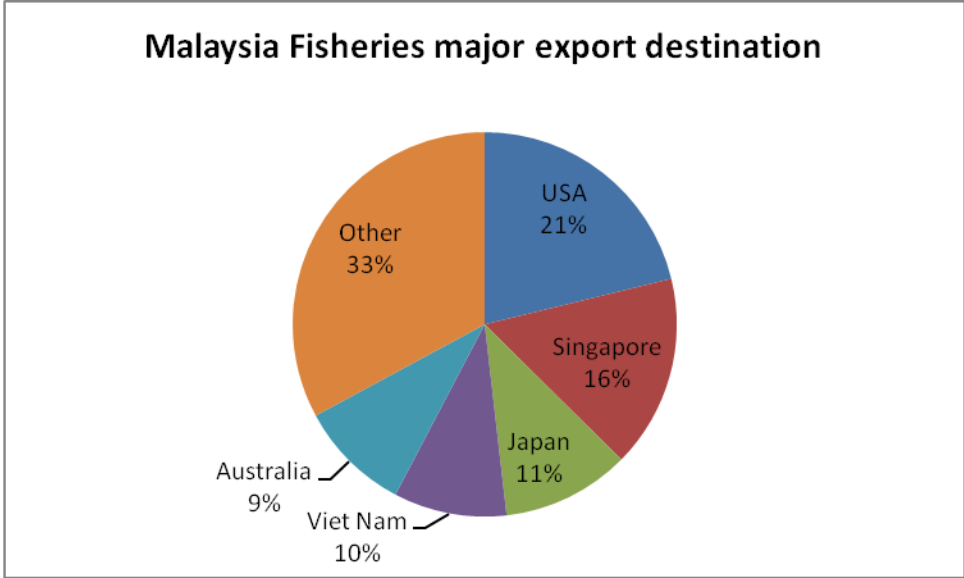
Chart 5: Malaysia Fisheries main import suppliers (2010-2014)



Source: Trademap

Chart 5 above shows that on average, more than half (i.e. 64%) of Malaysia’s fisheries supply is dominated by only three countries i.e. China (31%), Indonesia (18%), and Thailand (15%). The chart indicates that on average 74% of Malaysia’s fisheries imports originate from Asian countries.

Chart 6: Malaysia Fisheries major export destinations (2010-2014)



Source: Trademap

Chart 6 above shows Malaysia’s fisheries major export markets, between 2010 and 2014. On average, the USA (21%) is the biggest import of Malaysia’s fisheries products followed by Singapore (16%), Japan (11%) and Vietnam (10%).

12. Agricultural Market Accessibility

Malaysia, an open economy ranked the 15th largest trading nation in the world contributes 1.28% of world exports. Malaysia has a liberal trade regime with low average applied MFN tariffs of 8.9% in 2013, with the exception of beverages and tobacco that have an average applied MFN duty of above 105%. The fruit and vegetables have an average applied tariff of 3.2% and more than 74% of the fruit and vegetable products are duty-free (World Tariff Profiles 2014).

Malaysia trades with many countries on a wide variety of products. Malaysia’s major exports are: electrical and electrical components and appliances, textiles, oil and natural gas, and palm oil. Conversely, major Imports are capital and intermediate goods. Imports of food are an important component in trade to ensure adequate supply to meet local consumption.

Malaysia has well-established marketing and transportation infrastructure and systems that serve the domestic and external markets to ensure the availability and accessibility to food by all. Various marketing institutions such as the Federal Agricultural Marketing Authority, Fishery Development Authority, Pepper Marketing Board, Pineapple Industry Board and Cocoa Marketing Board were established to ensure that producers get fair returns and consumers have access to quality, safe, nutritious and regular supply of food at prices that are affordable and reasonable. These institutions are supported by a wide network of private operated marketing structures at the wholesale and retail level, including the farmer's and wet markets and supermarkets/hypermarkets. The food supply chain is complemented by measures to increase efficiency of the multimodal transport (road, rail, ports and airports) chain.

13. Trade Potential Index

The TPI is a trade map tool using a scoring system that allows the analysis to focus on trade potential using import demand, import trends, growth rates and unit values. A score of either 1 or 0 is assigned to five of the trade indicators contained in the database. An aggregated score of 0 would therefore represent the lowest end of the scale and the least trade potential whilst a score of 5 would indicate the greatest trade potential. For a detailed explanation of TPI see Annexure 1. Table 13 below shows SA agricultural products with the highest trade potential in Malaysia. Other products with potential are those with the score of 4 as depicted in Annexure 1.

Table 13: SA Agricultural products with potential for export to Malaysia

	Product Label	Total indicative trade potential	Did Malaysia import from SA	Is the export by SA to Malaysia growing	Is SA exports to the world growing	Is Malaysia imports from the world growing	Is the avg.indicative potential trade larger than 10000
'080810	Apples	5	1	1	1	1	1
'080610	Grapes	5	1	1	1	1	1
'080820	Pears and quinces	5	1	1	1	1	1
'210390	Sauces and preparations	5	1	1	1	1	1
'080520	Mandarins	5	1	1	1	1	1
'081090	Fruits, fresh	5	1	1	1	1	1
'160590	Molluscs	5	1	1	1	1	1
'210500	Ice cream and other edible ice	5	1	1	1	1	1
'030379	Fish	5	1	1	1	1	1
'070990	Vegetables	5	1	1	1	1	1

Source: Trademap**14. Conclusion**

The study reveals that, Malaysia is not self-sufficient in the production of agriculture crops and products required for its domestic consumption. The consumption and production analysis undertaken as indicated in paragraph 8 reveals that, Malaysia's consumption of corn, apples, oranges and pears is greater than production. Indications are that Malaysia depends on imports to sustain its domestic consumption of a variety of products. There is an export opportunity in the Malaysian market for South Africa's fruits like apples, grapes, pears and fish and vegetables among other products, as shown in the TPI analysis.

More detailed investigations still need to be undertaken to determine what the influence of proximity, competitors and risks in the Malaysian market could be for SA exporters of these

products as well as detailed studies on non-tariff measures that are suspected to be barriers impeding foreign trade.

The study has revealed that trading in Malaysia does not present any problems as market access trade policies are not overly stringent and allows for easier access into the Malaysian market. However, it should be noted that competition in Malaysian markets could be stiff from other Asian countries due to preferences given to them. It should also be noted that making a break into the Malaysian market would be difficult given that more than 60% of Malaysia's trade is conducted with other Asian countries.

Although the Trade Potential Index (TPI) analysis revealed only ten products which have an absolute trade potential in Malaysia, there are other products (23) identified as having a potential in the Malaysian market, as they have a trade potential index of 4 (See Annexure 1).

ANNEXURE 1

SA Agricultural products with potential for export to Malaysia

Product Code	Product Label	Total indicative trade potential	Did Malaysia import from SA	Is the export by SA to Malaysia growing	Is SA exports to the world growing	Is Malaysia imports from the world growing	Is the average. Indicative potential trade larger than 10000
'080810	Apples	5	1	1	1	1	1
'080610	Grapes, fresh	5	1	1	1	1	1
'080820	Pears and quinces, fresh	5	1	1	1	1	1
'210390	Sauces and preparations not elsewhere specified (nes) and mixed condiments and mixed seasonings	5	1	1	1	1	1
'080520	Mandarins, clementines & wilks & citrus hybrids, fresh/dried	5	1	1	1	1	1
'081090	Fruits, fresh nes	5	1	1	1	1	1
'160590	Molluscs and other aquatic invertebrates prepared or preserved	5	1	1	1	1	1
'210500	Ice cream and other edible ice, whether or not containing cocoa	5	1	1	1	1	1
'030379	Fish nes, frozen, excluding heading No 03.04, livers and roes	5	1	1	1	1	1
'070990	Vegetables, fresh or chilled nes	5	1	1	1	1	1
'080510	Oranges, fresh or dried	4	1	1	1	1	1
'080550	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus	4	1	1	1	1	0
'080940	Plums and sloes, fresh	4	1	1	1	1	0
'220720	Ethyl alcohol and other spirits, denatured, of any strength	4	1	0	1	1	1
'070410	Cauliflowers and headed broccoli, fresh or chilled	4	1	1	1	1	0
'220600	Fermented beverages nes (for example, cider, Perry, mead, etc)	4	1	1	0	1	1
'080620	Grapes, dried	4	1	0	1	1	1
'080440	Avocados, fresh or dried	4	1	1	1	1	0
'230990	Animal feed preparations nes	4	1	0	1	1	1

'100590	Maize (corn) nes	4	1	0	1	1	1
'481920	Cartons, boxes and cases, folding, of non-corrugated paper or paperboard	4	1	1	0	1	1
'200899	Fruits & other edible parts of plants nes, prep/pres, sugar, sweet/spirited/not	4	1	1	0	1	1
'090240	Black tea (fermented) & partly fermented tea in packages exceeding 3 kg	4	1	0	1	1	1
'220870	Liqueurs and cordials	4	1	1	1	1	0
'080930	Peaches, including nectarines, fresh	4	1	1	1	1	0
'100510	Maize (corn) seed	4	1	0	1	1	1
'070610	Carrots and turnips, fresh or chilled	4	1	1	1	1	0
'200931	Single citrus fruit juice, unfermented, Brix value <= 20 at 20°C, whet	4	1	1	1	1	0
'070190	Potatoes, fresh or chilled nes	4	1	1	0	1	1
'080260	Macadamia nuts, fresh or dried, whether or not shelled or peeled	4	1	1	1	1	0
'080290	Nuts edible, fresh or dried, whether or not shelled or peeled, nes	4	1	1	1	1	0
'010690	Live animals (excl. mammals, reptiles, birds, fish, crustaceans, molluscs)	4	1	1	1	1	0
'081340	Fruits, dried nes	4	1	0	1	1	1
'030371	Sardines, sardinella, brisg or sprats, frozen excluding had No 03.04, livers & roes	3	1	0	0	1	1
'220421	Grape wines nes, including fortified & grape, unfermented by adding alcohol in container <= 2l	3	1	0	0	1	1
'482390	Paper and paper articles, nes	3	1	1	0	1	0
'200870	Peaches nes, or/with prep or preserved whether or not sugared, sweetend or spirited	3	1	1	0	1	0
'441890	Builder's joinery and carpentry of wood nes	3	1	0	1	1	0
'200892	Fruit mixtures nes, or/with prep or pres, whether or not sugared, sweet or spirited	3	1	1	0	1	0

'080540	Grapefruit, fresh or dried	3	1	1	0	1	0
'440729	Lumber, tropical hardwood nes, sawn lengthwise >6mm	3	1	1	1	0	0
'121190	Plants & parts of plants (including seed & fruit) used in pharmaceutical, perfumes, insect etc nes	3	1	1	0	1	0
'481160	Paper and paperboard, coated, impregnated or covered with wax, paraffin	3	1	1	1	0	0
'150420	Fish fats & oils & their fractions excluding liver , refined /not chemically mod	3	1	0	1	1	0
'030374	Mackerel, frozen, excluding heading No 03.04, livers and roes	3	1	1	0	1	0
'080410	Dates, fresh or dried	3	1	1	0	1	0
'440929	Wood, incl. strips and friezes for parquet flooring, not assembled, co	3	1	1	1	0	0
'071290	Vegetables and mixtures dried, but not further prepared nes	3	1	1	0	1	0
'010611	Live primates	3	1	1	0	1	0
'070490	Cabbages, kohlrabi, kale and simply edible brassicas nes, fresh or chilled	3	1	0	1	1	0
'080590	Citrus fruits, fresh or dried, nes	3	1	0	1	1	0
'070951	Mushrooms, fresh or chilled	3	1	0	1	1	0
'200969	Grape juice, incl. grape must, unfermented, Brix value > 30 at 20°C, w	3	1	1	0	1	0
'090220	Green tea (not fermented) in packages exceeding 3 kg	3	1	0	1	1	0
'440799	Lumber, non-coniferous nes	3	1	1	0	0	1
'081290	Fruits & nuts provisionally pres but unfit for immediate consumption nes	3	1	0	1	1	0
'010619	Live mammals (excl. primates, whales, dolphins and "mammals	3	1	1	1	0	0

'200971	Apple juice, unfermented, Brix value <= 20 at 20°C, whether or not con	3	1	0	1	1	0
'440290	Wood charcoal, incl. shell or nut charcoal, whether or not agglomerate	3	1	1	0	1	0
'200939	Single citrus fruit juice, unfermented, Brix value > 20 at 20°C, whether	3	1	1	0	1	0
'050790	Whalebone, horns, etc unworked or simply prepared, unshaped, and powder waste	3	1	1	1	0	0
'200980	Fruit & veg juice nes (excluding mx) unfermented inspirited, whether/not sugared/sweetened	3	1	0	0	1	1
'440810	Veneer, coniferous (softwood) less than 6 mm thick	3	1	0	1	1	0
'220850	Gin and geneva	3	1	0	1	1	0
'200911	Orange juice, unfermented- spirited, whether not sugared sweet, frozen	3	1	0	1	1	0
'030731	Mussels, shelled or not, live, fresh or chilled	3	1	0	1	1	0
'200990	Mixtures of juices unfermented- spirited whether or not sugared or sweet	3	1	0	1	0	1
'200961	Grape juice, incl. grape must, unfermented, Brix value <= 30 at 20°C,	3	1	0	1	1	0
'090122	Coffee, roasted, decaffeinated	3	1	0	1	1	0
'491110	Trade advertising material, commercial catalogue and the like	3	1	0	1	0	1
'520100	Cotton, not carded or combed	2	1	0	0	1	0
'030352	Cod Gadus morhua, Gadus ogac, Gadus macrocephalus	2	1	0	0	1	0
'220710	Undenatured ethyl alcohol of an alcohol strength by volume of 80% volume/higher	2	1	0	0	1	0
'040410	Whey whether or not concentrated or sweetened	2	1	0	0	1	0

'470710	Waste and scrap of unbleached kraft or corrugated paper and paperboard	2	1	0	1	0	0
'110812	Maize (corn) starch	2	1	0	0	0	1
'071420	Sweet potatoes, fresh or dried, whether or not sliced or pelleted	2	1	0	0	1	0
'100400	Oats	2	1	0	0	1	0
'121299	Vegetable products nes used primarily for human consumption	2	1	0	1	0	0
'210120	Tea or maté extracts, essences & concentrates & preparations thereof	2	1	0	0	1	0
'080920	Cherries, fresh	2	1	0	0	1	0
'200840	Pears nes,or/with prep or pres whether or not sugared,sweetened,spirited	2	1	1	0	0	0
'070960	Peppers of the genus Capsicum or of the genus Pimenta,fresh or chilled	2	1	0	0	1	0
'021020	Bovine meat cured	2	1	0	0	1	0
'080910	Apricots, fresh	2	1	0	0	1	0
'200791	Citrus fruit (marmalades,purée,etc) prep whether/not sugared/sweetened	2	1	1	0	0	0
'200559	Beans nes prep or pres,or/with by vinegar or acetic acid, not frozen	2	1	0	0	1	1
'030614	Crabs frozen, in shell or not, including boiled in shell	2	1	0	0	1	0
'200850	Apricots nes,or/with prep o pres whether or not sugared,sweetend or spirited	2	1	0	0	1	0
'030612	Lobsters nes, frozen, in shell or not, including boiled in shell	2	1	0	0	1	0
'070511	Cabbage lettuce (head lettuce) fresh or chilled	1	1	0	0	0	0
'441090	Particle board of other ligneous materials	1	1	0	0	0	0
'010631	Live birds of prey	1	1	0	0	0	0
'070519	Lettuce, fresh or chilled nes	1	0	0	0	0	0

'481019	Paper and paperboard used for writing, printing or other graphic purposes	1	1	0	0	0	0
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Source: Trademap

Preserved=Pres ***

Not elsewhere stated =Nes *

Prepared=Prep**