

MALAYSIA

OVERVIEW

Market Size: The estimated size of the 1994 office furniture market for imports is C\$ 3 million.

Projected areas of growth occur in new office space, where it is estimated that 2.4 million square feet will be constructed.

SOURCES OF SUPPLY

Approximately 87% of office furniture products are manufactured domestically. Malaysia exported C\$ 20 million in 1990; 18% of this was exported to Canada.

The top 10 sources of foreign imports by product category:

<u>Metal Based</u>	<u>Wood Based</u>	<u>Plastic Based</u>
USA	Japan	Netherlands
Japan	Singapore	Italy
Singapore	Germany	Japan
Italy	Indonesia	USA
Germany	Thailand	Singapore
UK	USA	India
Hong Kong	Taiwan	Germany
Taiwan	Denmark	Taiwan
Switzerland	China	New Zealand
New Zealand	Hong Kong	-

Of the total percentage of imports, metal based products represented 50% of the market, wood based products, 25%; plastic based, 25%. Canada's share in this was 0% in metal based, 0.19% in wood based, and 0% in plastic based.

BUSINESS ENVIRONMENT

Most marketing and distribution of office furniture occurs through furniture and departmental stores, and office equipment suppliers.

The languages of business are Bahasa Malaysia, English, and Chinese.

There is a 30% duty applied to imports, and sales tax is 10%.

There are opportunities for joint ventures or technology transfer - most (75%) of the furniture factories in Malaysia manufacture wood based, knock-down furniture, while the high tech ergonomic furniture is imported from the USA.

There are no local certification requirements.