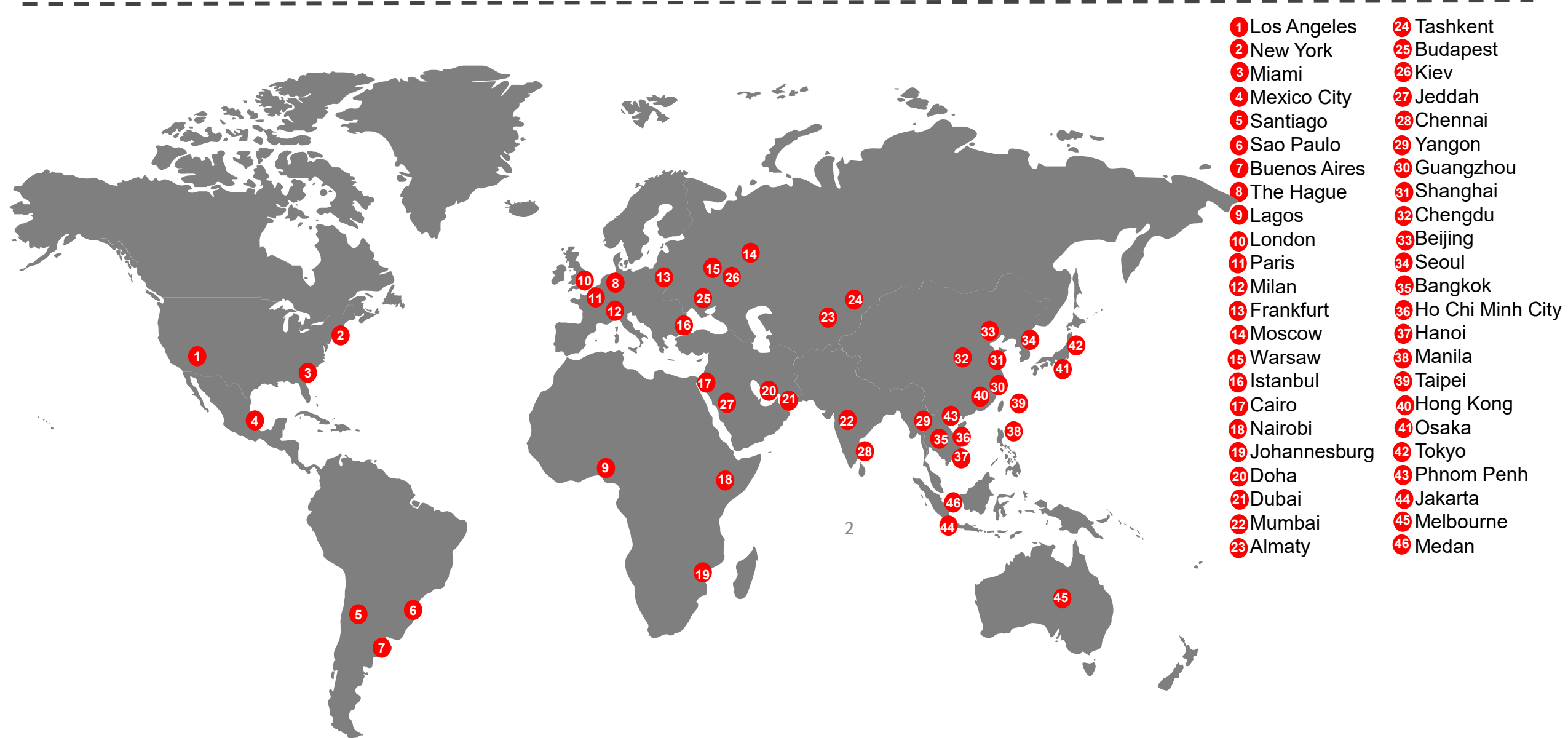


Malaysian Capabilities to Complement **Polish** Products and Services - Targeting **Global Audience**



By Jude Bryan S. Dass
Trade Commissioner, MATRADE Warsaw

Global Network



- 1 Los Angeles
- 2 New York
- 3 Miami
- 4 Mexico City
- 5 Santiago
- 6 Sao Paulo
- 7 Buenos Aires
- 8 The Hague
- 9 Lagos
- 10 London
- 11 Paris
- 12 Milan
- 13 Frankfurt
- 14 Moscow
- 15 Warsaw
- 16 Istanbul
- 17 Cairo
- 18 Nairobi
- 19 Johannesburg
- 20 Doha
- 21 Dubai
- 22 Mumbai
- 23 Almaty
- 24 Tashkent
- 25 Budapest
- 26 Kiev
- 27 Jeddah
- 28 Chennai
- 29 Yangon
- 30 Guangzhou
- 31 Shanghai
- 32 Chengdu
- 33 Beijing
- 34 Seoul
- 35 Bangkok
- 36 Ho Chi Minh City
- 37 Hanoi
- 38 Manila
- 39 Taipei
- 40 Hong Kong
- 41 Osaka
- 42 Tokyo
- 43 Phnom Penh
- 44 Jakarta
- 45 Melbourne
- 46 Medan

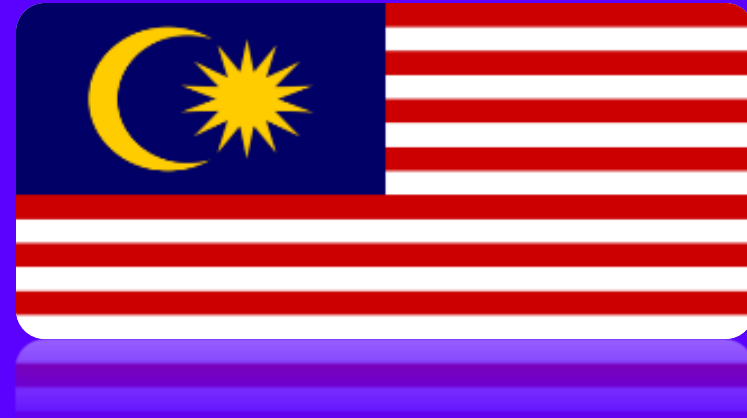
34 Trade Offices | 12 Marketing Offices

Malaysia at Glance



- Located in the Southeast region of Asia
- Enjoys a strategic location, as well as year-round tropical climate
- One of the top tourist destinations in the world

Key Economic Data: Malaysia - Poland



Bilateral Trade

Fast Facts about ASEAN

- 10 member states
- Population : 655.9 million
- The 4th largest exporting region in the world
- GDP : USD 3.166 trillion

330,241.2 km ²	Land Area	312,679 km ²
Kuala Lumpur	Capital	Warsaw
33.5 mil	Population	38.2 mil
US\$319.26 bn.	GDP	US\$580.89 bn.
-5.6%	GDP Growth	-2.7%
US\$10,309	GDP Per Capita	US\$15,304
4.5%	Unemployment Rate	6.5%

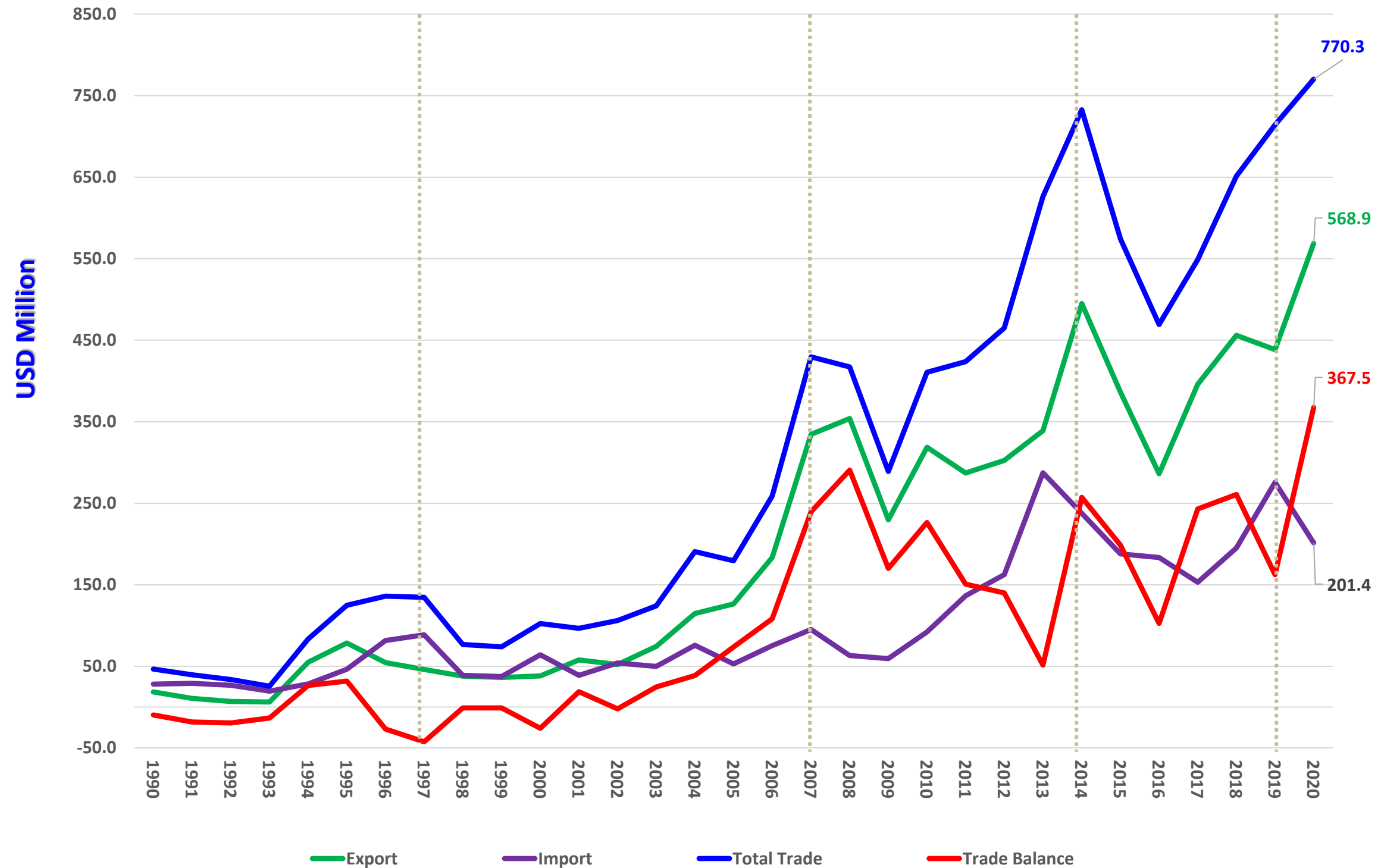
Fast Facts about EU

- 27 member states
- Population : 447.7 million
- The world largest trading bloc
- GDP : USD 15.626 trillion

Bilateral Trade: Malaysia - Poland

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Malaysia - Poland Bilateral Trade for Period 2020



USD 770.3 million Total Trade +7.7%

USD 568.9 million Exports to Poland +29.5%

USD 201.4 million Imports from Poland -27.0%

Trade Partner Ranking

- 42nd > Trading Partner
- 38th > Export Partner
- 51st > Import Partner

Malaysia - World's Largest Exporter for 33 Products in Respective Sectors



Palm Oil

- Vegetable fats & oils
- Glycerol
- Soap
- Palmitic acid & stearic acid
- Industrial oleic acid



Manufactures of Metal

- Silver / gold clad with platinum
- Refined copper wire
- Copper powders (lamellar & non-lamellar structure)



Machinery, Equipment & Parts

- Machinery for animal/vegetables oil extraction
- Poultry incubators & brooders



Petroleum Products

- Bituminous mixtures



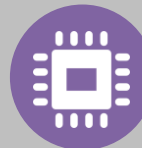
Rubber Products

- Rubber gloves (surgical & non-surgical)



Optical & Scientific Equipment

- Instruments for measuring semiconductor wafers
- Parts for measuring electrical quantities
- Assembled watch movements (complete & incomplete)
- Watch cases



Electrical & Electronics Products

- Parts of electronic Integrated Circuits
- Electric accumulators
- Solid-state storage devices



Wood Products

- Wood flooring panels
- Wood fibreboard



Iron & Steel Products

- Iron or non-alloy steel (bars and rods)
- Ferro-manganese



Textiles

- Looped pile fabrics
- Glass fibre threads



Sawn timber & moulding

- Tropical wood (meranti)

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Areas of Potential Collaboration

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ICT / Multimedia



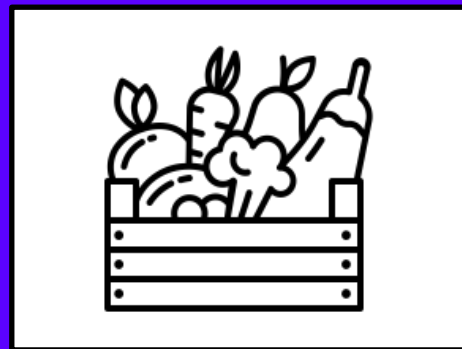
Malaysia:

- MSC: Could computing, data analytics, BPO, cyber security.
- Digital Economy Blueprint 2030 (RM56 billion approved for 10 years)

Poland

- Most competitive market of all 23 CEE countries;
- Gaming: Over 250 game developers.

Food / Agriculture



Malaysia imports:

- Beef and beef products;
- Wheat and wheat-based products, including bread;
- Dairy products, including cheese;
- Fruits, particularly citrus fruits.

Beauty and Personal Care

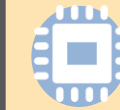


Malaysia:

- Imported USD2.5 billion in 2021; AAG:4%
- Growing affluent consumer;
- Main import origins: USA, Korea, Japan.

Poland

- 6th largest market in EU;
- 100 large, 300 small and very small manufactures;
- Over PLN23 billion in market value.



Electronics Manufacturing Services (EMS)

- Malaysia: Leading EMS MNCs have presence in Malaysia (Celestica, Jabil Circuit, Plexus).
- Poland: White goods sector; (PLN22.6 billion)



Aviation / MRO

- Malaysia: Malaysian Aerospace Industry Blueprint 2030; 200 Aerospace companies.
- Poland: Strong Aviation Sector - Aviation Valley; (EUR1.93 billion);



01

**Business Matching
for Sourcing
(Database: > 26,000)**

02

**Sourcing Partner
Verification**



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INTERNATIONAL SOURCING PROGRAMME 2021

IN CONJUNCTION WITH MALAYSIA INTERNATIONAL HALAL SHOWCASE



Sectors:



Food &
Beverages



Pharmaceuticals



Islamic
Finance



Logistics



Modest
Fashion



Cosmetics



Franchising

- The current global Halal market is estimated to be worth approximately **USD2.02 trillion**, with **1.9 billion** consumers.

- **Largest** Halal Trade Fair in the world. (since 2014)
- Last Exhibition (2019):
 - **1002** exhibitors from **44** countries.
 - **240** buyers from **45** countries.
 - **USD390 billion** in trade.

Exhibitor (Virtual):

- Favourable rate of only **USD300.00** per company.
- Period: **09 September - 31 December 2021**

Join Us!
Now! 1st
Virtual
Edition

FREE Registration!



MALAYSIA EXTERNAL TRADE DEVELOPMENT CORPORATION (MATRADE)



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The Time to **EXPORT** is Now. **INVITATION** **Join Us NOW!**

VIRTUAL INTERNATIONAL SOURCING PROGRAMME (INSP) THE 12th INTERNATIONAL GREENTECH AND ECO PRODUCTS EXHIBITION AND CONFERENCE MALAYSIA (IGEM 2021)

1st July – 31st December 2021

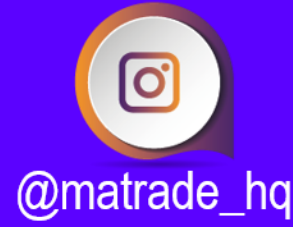
Participation fee : Fully Funded by MATRADE

Bringing foreign buyers to Malaysia to meet Malaysian companies for their sourcing needs through virtual platform

MALAYSIA EXTERNAL TRADE DEVELOPMENT CORPORATION (MATRADE)
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- ### Products
- **Household Products**
 - *Water filters, dispoables products.*
 - **Building and Construction Materials**
 - *Fibre glass, floor and wall tiles, paints and coatings, sanitary fittings.*
 - **Consumer / Industrial Electronics**
 - *LED, Photovoltaic*
 - **Packing and Containers**
 - *Paper & wooden packaging*
 - **Wood products / biomass**

- ### Services
- **Engineering Services**
 - *Environmental Management (Water & Waste)*
 - **Architectural Services**
 - *Landscaping Services, Design Services, Landscaping*
 - **Printing & Publishing Services**
 - *Green Printing Solutions*



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MALAYSIA**

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**Thank you.
Dziękuję.**

