



**Asia-Pacific
Economic Cooperation**

2019/SMEWG/WKSP/006

Session 2.2

**Existing Opportunities for Importing Micro, Small
and Medium Enterprises - Foreign Micro, Small, and
Medium Enterprises Exporters That Are Interested in
Entering Malaysia**

Submitted by: Malaysia



**Capacity Building Workshop on APEC Micro,
Small, and Medium Enterprises Marketplace
Utilization**

**Manila, Philippines
30-31 October 2019**



KEMENTERIAN PEMBANGUNAN USAHAWAN
MINISTRY OF ENTREPRENEUR DEVELOPMENT

EXISTING OPPORTUNITIES FOR IMPORTING MSMEs

***- FOREIGN MSMEs EXPORTERS THAT ARE
INTERSTED IN ENTERING MALAYSIA***

MINISTRY OF ENTREPRENEUR DEVELOPMENT



Vision

To create entrepreneurs who are competitive in the global marketplace and have high integrity

Mission

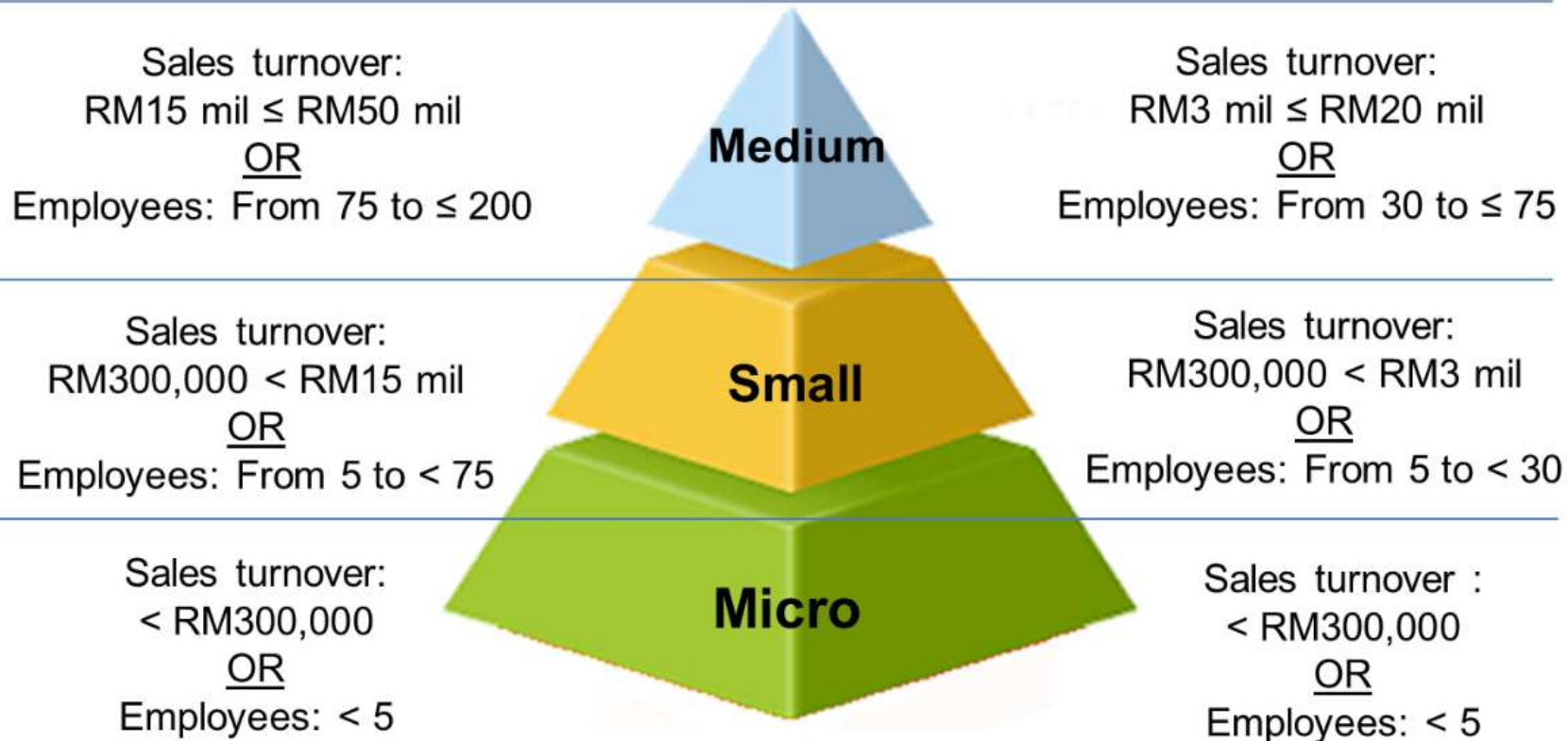
To encourage entrepreneurship in Malaysia Baharu particularly among the low-income groups across all segments of the society



DEFINITION OF MSMEs IN MALAYSIA

Manufacturing

Services and Other Sectors



MALAYSIA'S TOTAL TRADE



MALAYSIA'S APEC TRADE



THE TOP 5 PRODUCTS FOR IMPORT AND EXPORT (JAN-AUG 2019)

IMPORT

1. Electrical and Electronic Products [USD41.87 billion, 29.8%]
2. Chemicals & Chemical Products [USD13.06 billion, 9.3%]
3. Petroleum Products [USD12.92 billion , 9.2%]
4. . Machinery, equipment and parts [USD12.06 billion, 8.6%]
5. Transport Equipment [USD7.65 billion, 5.4%]

EXPORT

- 1.E&E Products [USD59.38 billion , 37.6%]
2. Petroleum Products [USD11.9 billion , 7.5%]
3. Chemicals & Chemical Products [USD 8.88 billion, 5.6%]
4. Manufactures of metal [USD 7.328 billion, 4.6%]
5. Machinery, equipment and parts [USD6.657 billion, 4.2%]

Source: Department of Statistics, Malaysia



THINGS TO CONSIDER BEFORE GOING FOR EXPORT

- Production
- Financial
- Human Capital
- Marketing
- Export Requirements and Compliance



RELEVANT AUTHORITIES FOR IMPORTING PRODUCT PROCEDURES IN MALAYSIA

MALAYSIAN QUARANTINE
AND INSPECTION SERVICES
(MAQIS)

- Agricultures

MINISTRY OF HEALTH

- Food Products

DEPARTMENT OF
AGRICULTURE (DOA)

- Soil and Microorganism

DEPARTMENT OF
VETERINARY SERVICES

- Animal and animal by-products

DEPARTMENT OF FISHERIES
MALAYSIA

- Fish

MALAYSIA'S FREE TRADE AGREEMENT (FTA)

FTAs Currently In Force

Thus far, Malaysia has implemented:

- 7 bilateral FTAs - Japan, Pakistan, India, New Zealand, Chile, Australia and Turkey
- 6 regional FTAs - ASEAN Free Trade Agreement (AFTA), China, Korea, Japan, Australia, New Zealand and India



MALAYSIA'S FTA TRADE



HOW CAN FTAs HELP MY BUSINESS?

- ✓ FTA offers lower or zero tariff (tariff concession) on exports and imports of goods and components assigned under FTA.
- ✓ More relaxed or removal of quantitative import restrictions
- ✓ Improve market access for various services
- ✓ Hassle-free custom procedures
- ✓ Easier entry for businessmen



HOW DO I KNOW WHETHER MY PRODUCT IS ELIGIBLE FOR TARIFF CONCESSIONS?

- A. Identify the FTA market you are intending to export
- B. Determine the Harmonised System (HS) Code of your products from [Royal Malaysian Customs Department](#)
- C. Check from Ministry of International Trade & Industry (MITI) website (<http://fta.miti.gov.my>) if the product is included in the tariff reduction and elimination schedule
- D. Check if the product satisfies the Rules of Origin (ROO)

WHAT ARE RULES OF ORIGIN (ROO)?

The ROO determines the country of origin of a product to be eligible for tariff concessions

Rules of Origin for a product may vary across the different FTAs.

Information on ROO can be obtained from the respective section of individual FTAs listed at www.fta.miti.gov.my

HOW DO I GO ABOUT CLAIMING FOR THE FTA BENEFITS?

If your products meet the stipulated ROO requirements, you need to get a copy of the Preferential Certificate of Origin (PCO).

PCO is a document to prove or certify the status of origin of a product, and presented as an import document to the customs authority of an importing country so that the product can enjoy the stipulated tariff concession.

OTHER MEDIUMS

- EMBASSIES / HIGH COMMISSIONS ABROAD
- FOREIGN EMBASSIES
- TRADE PROMOTION ORGANISATIONS (TPOs)
- CHAMBERS OF COMMERCE / TRADE AND INDUSTRY ASSOCIATION
- INTERNET

Thank
you

