



5<sup>th</sup> **WORLD TRADE EXPO 2024**

**TRADE WITH MALAYSIA:  
MAKE MALAYSIA  
YOUR PREFERRED  
SOURCING PARTNER**

**SITI NUR NAFHATUN  
VICE CONSUL (TRADE) AND  
DEPUTY TRADE COMMISSIONER  
Consulate General of Malaysia  
TRADE SECTION (MATRADE MUMBAI)**



# MALAYSIA - INDIA

**Historical Background** Trade relations influenced by cultural ties and geographical proximity.

**Economic Cooperation** Engaging in various economic cooperation agreements, bilateral meetings and country summits, official visits.

**Trade Agreements** Facilitated by ASEAN-India Free Trade Agreement (AIFTA) & Malaysia-India Comprehensive Economic Cooperation Agreement (MICECA).

**Trade Volume** Each other's important trading partners.

**Key Exports from India to Malaysia** India exports various goods to Malaysia, including petroleum products, chemicals, machinery, textiles, and pharmaceuticals.

**Key Exports from Malaysia to India** Malaysia exports palm oil, electronic goods, chemicals, machinery, and rubber to India.

**Palm Oil Trade** Beyond food, cosmetics, and biodiesel production.

**Investment** Investments including technology, manufacturing, and infrastructure.

**Challenges** Tariff barriers, non-tariff barriers, and occasional trade disputes.



# MALAYSIA - INDIA BILATERAL TRADE

# 2023



## Trade (Q2 2024)

RM42.99 bil  
(USD9.09 bil) ▲ 12.6 %

In **2023**, India was Malaysia's:

- **12th** largest global trading partner;
- **11th** largest export destination; and
- **12th** largest source of imports.



## Exports (Q2 2024)

RM26.17 bil  
(USD5.54 bil) ▲ 16.8 %

Among ASEAN countries, in **2023**, Malaysia was India's:

- **3rd** largest trading partner (after Singapore and Vietnam);
- **3rd** largest export destination (after Singapore, and Vietnam); and
- **3rd** largest source of import (after Singapore and Vietnam).



## Imports (Q2 2024)

RM16.81 bil  
(USD3.56 bil) ▲ 5.1 %



# MALAYSIA - INDIA BILATERAL TRADE

## 1ST HALF 2024

Total trade with India increased by 15.0% to reach USD10.50 billion

- January – July 2023: USD9.13 billion

Malaysia's exports to India increased by 17.3% to reach USD6.49 billion

- January – July 2023: USD5.53 billion

Malaysia's imports from India increased by 11.6% to USD4.02 billion

- January – July 2023: USD3.60 billion

Malaysia registered a trade surplus of 28% to reach USD2.47 billion

- January – July 2023: USD1.93 billion



1

Palm oil & palm oil-based agriculture products  
USD2.44 billion (24.5%)

2

Electrical & Electronic Products  
USD2.23 billion (22.4%)

3

Chemical and Chemicals products  
USD1.20 billion (12.0%)

4

Manufactures of Metal  
USD1.01 billion (10.1%)

5

Palm oil and palm oil-based manufactured products  
USD0.46 billion (4.7%)

*May interchange with Crude Petroleum*

**73.7 %**

**OF MALAYSIA'S EXPORTS TO INDIA**

**MAJOR EXPORTS TO INDIA**

**Agricultural Goods - 24.6%**

**Manufacturing Goods - 66.9%**

**Mining Goods - 8.3%**

# TOP 10 MALAYSIA'S EXPORTS TO INDIA 2022 – 2024 (JAN – JULY)

## Palm Oil & Palm Oil Based Agriculture Products

- Mainly palm oil, crude (85.5%);
- Palm oil, other than crude (10.9%); and
- Palm kernel oil (3.5%).

## Electrical & Electronic Products

- Photosensitive semi-conductor devices (27.9%);
- Electronic integrated circuits (22.6%);
- ADP Machines (13.8%).

## Chemicals & Chemical Products

- Polymer of ethylene, in primary forms (21.0%);
- Carboxylic acids, anhydrides & their derivatives (16.7%);
- Other plastics in primary forms (10.7%);
- Inorganic chemical elements, oxides & halogen salts (7.5%);
- Alcohols, phenols & their derivatives (7.2%);
- Pigments, paints varnishes & related materials (5.9%).

## Manufactures of Metal

- Aluminium (37.0%);
- Copper (32.9%);
- Lead (15.2%);
- Non-ferrous base metal waste & scrap (4.3%); and
- Wire products & fencing grills (2.2%).

## Palm Oil-Based Manufactured Products

- Mainly oleochemical, palm oil-based (99.7%).

## Crude Petroleum

- Crude petroleum (100%)

## Machinery, Equipment & Parts

- Non-electrical parts & accessories of machinery (22.7%);
- Machines & apparatus for manufacture of semiconductors, parts & accessories thereof (21.2%).

## Other Manufactures

- Dics, tapes, solid-state non-volatile storage devices, smart cards & other media for recording of sound/ other phenomena (53.0%);
- Furnitures of other materials, seats & parts of furniture (17.8%);
- Miscellaneous manufactured articles (16.2%);
- Musical instruments & parts & accessories (5.5%).

## Iron & Steel Products

- Flat-rolled products of alloy steel (49.3%);
- Iron & steel primary form, semiprocessed, remelting scrap & waste (19.1%);
- Tubers, pipes & hollow profiles & tubes/pipe fittings of iron/steel (13.3%);
- Wire of iron/steel; rails & railway track construction materials of iron/steel (10.4%).

## Optical & Scientific Equipment

- Measuring & controlling instruments & apparatus (71.6%);
- Medical instruments & apparatus including surgical dental/veterinary (26.3%).

1

**Petroleum  
Products  
USD1.44  
billion  
(22.2%)**

2

**Other  
Agricultures  
USD1.27  
billion  
(19.4%)**

3

**Manufactures  
of Metal  
USD1.18  
billion  
(18.0%)**

4

**Chemical &  
Chemical  
Products  
USD0.80  
billion  
(12.1%)**

5

**Machinery,  
Equipment &  
Parts  
USD0.28  
billion  
(4.2%)**

**75.9 %**

**OF MALAYSIA'S  
IMPORTS FROM INDIA**

**MAJOR IMPORTS FROM INDIA**

**Agricultural Goods - 21.7%**  
**Manufacturing Goods - 75.6%**  
**Mining Goods - 2.5%**



# TOP 10 MALAYSIA'S IMPORTS FROM INDIA 2022 – 2024 (JAN – JULY)

## Petroleum Products

- Mainly refined petroleum (99.8%)

## Other Agricultures

- Live animals & meat (42.7%);
- Miscellaneous agricultures (22.6%);
- Cereals (13.8%);
- Vegetables, roots, tubers (10.6%);
- Pepper (5.7%); and • Coffee (2.4%).

## Manufactures of Metal

- Mainly aluminium (80.2%);
- Zinc (13.8%); and
- Copper (1.3%)

## Chemicals & Chemical Products

- Hydrocarbons & their derivatives (30.8%);
- Medicaments (15.1%);
- Starches, inulin & wheat gluten; albuminoidal substances; glues (12.2%)

## Machinery, Equipment & Parts

- Pumps (other than for liquids), compressors, fans, centrifuges & parts (13%);
- Civil engineering & contractors' plant & equipment (12.3%);
- Taps, cocks, valves (10.6%).

## Electrical & Electronic Products

- Electro -diagnostic apparatus, medical & radiological apparatus (100%)

## Processed Food

- Sugar & sugar confectionery (58.9%);
- Vegetables & fruits prepared/ preserved (18.9%);
- Edible products & preparations (8.2%);
- Prepared cereals & flour preparations (7.3%); and
- Cocoa & cocoa preparations (3.5%).

## Textiles, Apparels & Footwear

- Other textile apparel (30.9%);
- Made-up articles, wholly of textile materials; floor coverings (15.8%);
- Footwear (11.5%);
- Textile yarn (9.3%);

## Jewellery

- Mainly Jewellery of gold, silver platinum (98.6%); and
- Imitation Jewellery (1.4%).

## Iron & Steel Products

- Flat-rolled products of iron/nonalloy steel (36.5%);
- Iron and steel, primary form, semiprocessed, remelting scrap & waste (32.4%);
- Iron & steel bars, rods, angles, shapes & sections (19.4%);
- Tubes, pipes & hollow profiles & tubes/pipe fittings of iron/steel (7.7%).



### PRODUCTS

- 1.Eco-Friendly Building Material
- 2.Cocoa-Based Products
- 3.Food Processing Equipment
- 4.High Tech & Innovative Products
- 5.Hygienic Products
- 6.Ladies Footwear
- 7.Baby care Products
- 8.Portable Smart Toilets
- 9.Mobile & Portable Gadgets
- 10.Smart Home Appliances
- 11.Paper Products (A4, Thermal Paper and Rolls)
- 12.Plastic Products (recycled plastics/resins)
- 13.Halal Fast-Moving Consumer Goods (FMCG) Products
- 14.Modest Fashion

### SERVICES

- 1.Green and Smart Building Construction
- 2.Conceptual Residential Projects
- 3.Modern Integrated Development
- 4.Environmental Technology
- 5.Urban Planning
- 6.Development Urban Water Supply
- 7.Water treatment and sewage treatment
- 8.Agricultural Support
- 9.Travel & Tourism
- 10.Renewable Energy
- 11.Video Game/Digital Entertainment
- 12.Water Treatment and Sewage Treatment
- 13.4PL Logistics Services
- 14.Redevlopment of railways and transit points
- 15.Halal Logistics & Warehousing



# MALAYSIA - WORLD'S LARGEST EXPORTER FOR 25 PRODUCTS IN RESPECTIVE SECTORS



## Palm Oil

- Vegetable fats & oils
- Crude palm kernel
- Palmitic acid & stearic acid
- Industrial oleic acid



## Manufactures of Metal

- Base metal clad with platinum
- Copper powder (lamellar & non-lamellar structure)



## Rubber Products

- Rubber gloves (surgical & non-surgical)



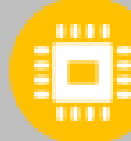
## Jewellery

- Articles of goldsmith or silversmith



## Optical & Scientific Equipment

- Oscilloscope
- Parts for measuring electrical quantities
- Assembled watch movements
- Watch cases



## Electrical & Electronics Products

- Parts of electronic integrated circuits
- Solid-state storage devices



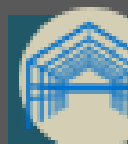
## Wood Products

- Wooden flooring panels



## Textiles

- Looped pile fabrics
- Glass fibre threads
- Woven fibre



## Iron & Steel Products

- Iron or non-alloy steel (bars and rods)
- Flat rolled products of stainless steel



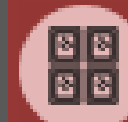
## Sawn Timber & Moulding

- Tropical wood (meranti)



## Machinery, Equipment & Parts

- Machinery for animal/vegetables oil extraction
- Machines for weaving fabrics



## Non-metallic Products

- Glass tubes



## Food

- Coffee preparations based on extract



# 10 REASONS WHY YOU SHOULD DO BUSINESS IN MALAYSIA



Picture Credit: [sumfinity.com](http://sumfinity.com) / Nico Trinkhaus Photography



Compliance to international standard



Pro-business government policies



Diverse range of high quality products and services



Friendly business environment



Good manufacturing practices



Transparent and fair trading regulations



Reliable suppliers



Professional business culture

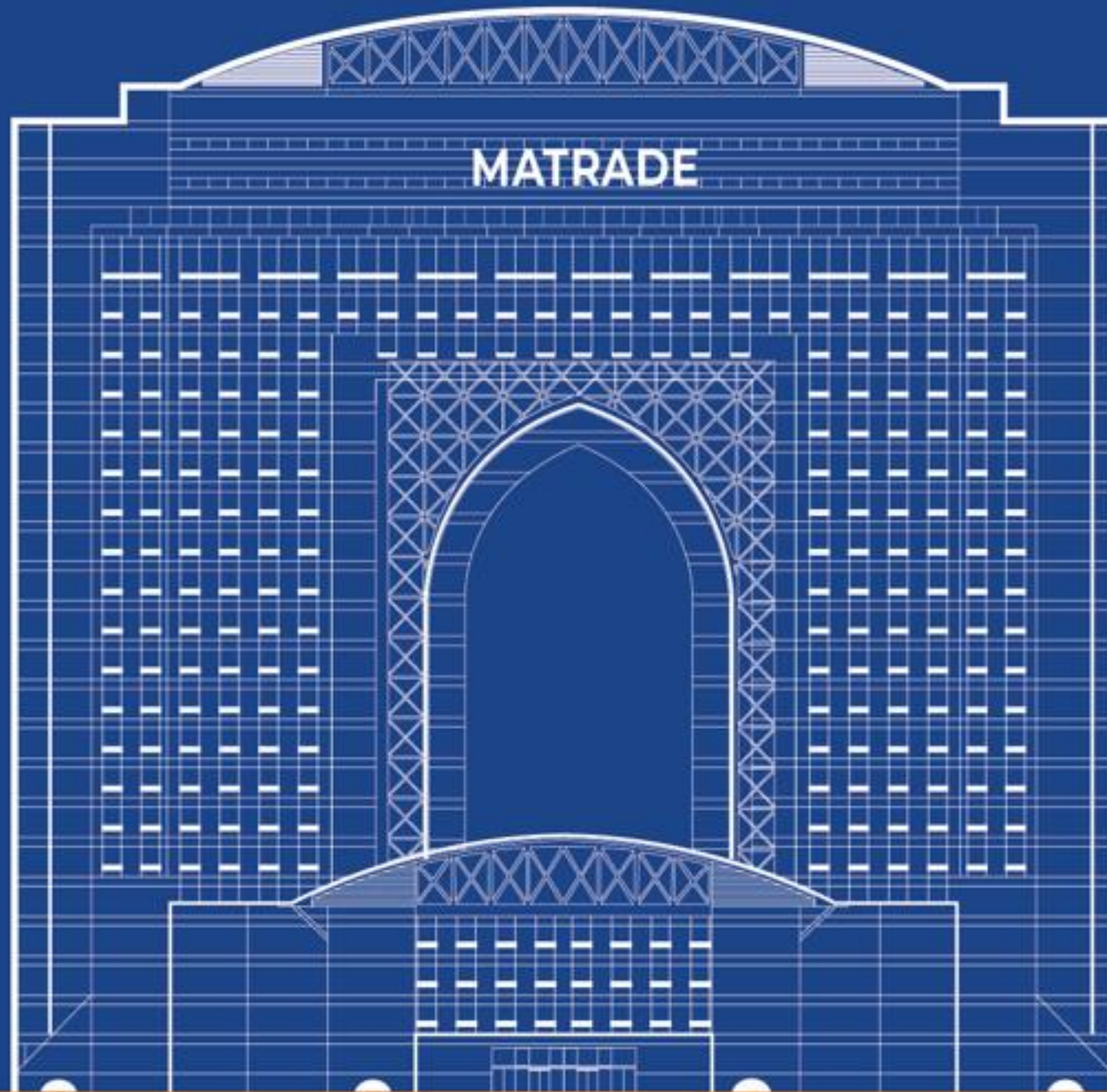


Excellent track record as a trading nation



Well-developed trade support facilities





**THANK YOU**



**MALAYSIA EXTERNAL TRADE DEVELOPMENT CORPORATION (MATRADE)**



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